

# ABOUT YOU Q1 22/23 Factsheet

7 July 2022

**ABOUT YOU**<sup>©</sup>

## Highlights

- **Top-line growth of +19.4% YoY** to EUR 504.1m in Q1 22/23, against the backdrop of worsening macroeconomic conditions and consumer sentiment effects across Europe
- **Group adj. EBITDA<sup>1</sup> of EUR -28.8m** (margin: -5.7%) caused by continued investments in strategic growth initiatives, negatively affected unit economics and one-off effects
- **Growth in customers and frequency, normalising AOV:** +27.7% YoY active customers to 11.8m LTM<sup>2</sup> in Q1 22/23, AOF<sup>3</sup>: 3.0x (+5.4% YoY), and AOV<sup>4</sup>: EUR 56.8 (-2.2% YoY), as normalisation of returns rate is offsetting price increases
- **Commerce segments with solid revenue growth** (DACH: +9.6% YoY, Rest of Europe: +23.3% YoY), but profitability under pressure – DACH adj. EBITDA margin decreased to 4.1% (-3.8pp YoY), RoE to -20.1% (-2.1pp YoY)
- **Segment Tech, Media, and Enabling (TME) with continued high revenue growth** (+45.2% YoY) regardless of tough comparatives, driven by expansion of SCAYLE – adj. EBITDA margin improved to 14.0% (+0.4pp YoY)
- **Guidance for FY 22/23 reiterated:** +25.0 to 35.0% Group revenue growth YoY (EUR 2,165 to 2,338m), adj. EBITDA<sup>5</sup> of EUR -70 to -50m (margin: -3.2 to -2.1%), supported by comprehensive bottom-line measures on path to profitability in FY 23/24

## Figures

(EUR million, unless stated otherwise)	Q1 21/22	Q1 22/23	YoY Growth
<b>Group Key Customer Metrics</b>			
<b>Customer Reach Metrics LTM<sup>2</sup></b>			
User sessions per month (in million)	102.1	143.3	40.3%
Mobile sessions (in % of user sessions)	83.6%	86.1%	2.5pp
<b>Customer engagement metrics LTM<sup>2</sup></b>			
Active customers (in million)	9.2	11.8	27.7%
Average order frequency (in #)	2.8	3.0	5.4%
Number of orders (in million)	25.9	34.9	34.6%
Average order value (in EUR incl. VAT)	58.1	56.8	(2.2)%
<b>Financial Segment Information</b>			
<b>Group revenue</b>	<b>422.1</b>	<b>504.1</b>	<b>19.4%</b>
DACH	218.2	239.0	9.6%
RoE	186.1	229.5	23.3%
TME	34.5	50.0	45.2%
Reconciliation	(16.7)	(14.5)	-
<b>Adjusted EBITDA</b>	<b>(12.3)</b>	<b>(28.8)</b>	-
DACH	17.3	9.9	-
RoE	(33.3)	(46.0)	-
TME	4.7	7.0	-
Reconciliation	(1.0)	0.4	-
<b>Adjusted EBITDA margin</b>	<b>(2.9)%</b>	<b>(5.7)%</b>	-
DACH	7.9%	4.1%	-
RoE	(17.9)%	(20.1)%	-
TME	13.6%	14.0%	-
<b>Key Group Financial Metrics</b>			
<b>Gross profit</b>	<b>176.3</b>	<b>214.8</b>	-
Gross margin (% of Group revenue)	41.8%	42.6%	-
<b>NWC (net working capital)</b>	<b>(48.1)</b>	<b>(19.4)</b>	-
% of Group revenue LTM <sup>2</sup>	(3.6)%	(1.1)%	-
<b>Capex (capital expenditure)</b>	<b>(11.0)</b>	<b>(13.1)</b>	-
% of Group revenue	(2.6)%	(2.6)%	-
<b>Profit / (loss) for the period (EAT)</b>	<b>(23.5)</b>	<b>(44.4)</b>	-
<b>Free cash flow</b>	<b>7.1</b>	<b>(24.4)</b>	-

Please refer to ABOUT YOU's Quarterly Statement Q1 22/23 for definitions.

## FY 22/23 Outlook

- Based on the solid Q1 22/23 results, ABOUT YOU reiterates its guidance and continues to expect a Group revenue of EUR 2,165 to 2,338m (+25.0 to 35.0% YoY growth) in the FY 22/23.
- The adjusted EBITDA is assumed to remain at EUR -70 to -50m, representing a margin of -3.2 to -2.1%
- For the financial year ending on 28 February 2023, ABOUT YOU continues to predict a total CAPEX of EUR 60 to 80m.
- Net working capital is assumed to remain neutral in this financial year.

1. EBITDA adjusted for (i) equity-settled share-based compensation expenses, (ii) restructuring costs, and (iii) one-time effects; 2. LTM: last twelve months; 3. AOF: average order frequency; 4. AOV: average order value; 5. Excluding potential M&A activities

---

## Disclaimer

This publication constitutes neither an offer to sell nor a solicitation to buy securities.

Certain statements contained in this release may constitute "forward-looking statements" that involve a number of risks and uncertainties. Forward-looking statements are generally identifiable by the use of the words "may", "will", "should", "plan", "expect", "anticipate", "estimate", "believe", "intend", "project", "goal" or "target" or the negative of these words or other variations on these words or comparable terminology. Forward-looking statements are based on assumptions, forecasts, estimates, projections, opinions or plans that are inherently subject to significant risks, as well as uncertainties and contingencies that are subject to change. No representation is made or will be made by ABOUT YOU Holding SE that any forward-looking statement will be achieved or will prove to be correct. The actual future business, financial position, results of operations and prospects may differ materially from those projected or forecast in the forward-looking statements. Neither ABOUT YOU Holding SE nor any of their respective affiliates assume any obligation to update, and do not expect to publicly update, or publicly revise, any forward-looking statements or other information contained in this release, whether as a result of new information, future events or otherwise, except as otherwise required by law.

---

## Contact

### Investor Relations

Email: [ir@aboutyou.com](mailto:ir@aboutyou.com)

Homepage: [ir.aboutyou.de](http://ir.aboutyou.de)

Frank Boehme	Head of Investor Relations & Corporate Communications	<a href="mailto:frank.boehme@aboutyou.com">frank.boehme@aboutyou.com</a>
Nora Puhala	Investor Relations Manager	<a href="mailto:nora.puhala@aboutyou.com">nora.puhala@aboutyou.com</a>
Daniela Marin	Investor Relations Analyst	<a href="mailto:daniela.marin@aboutyou.com">daniela.marin@aboutyou.com</a>
Sinah Brending	Financial Communications Manager	<a href="mailto:sinah.brending@aboutyou.com">sinah.brending@aboutyou.com</a>

