



Group Financials
It's ABOUT YOU | [aboutyou.com](https://www.aboutyou.com)

Note: Financials as of Q1 21/22. For information purpose only. Please be aware that the decisive figures are reflected respective in the financial reports

Definitions are available in the financial reports

The financial reports are available on: <https://ir.aboutyou.de/websites/about-you/English/4000/publications.html>

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Group key figures

	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22
Group key customer metrics												
User sessions per month (in million)	30.6	34.3	38.4	46.2	54.6	54.6	64.0	72.4	81.4	89.5	89.5	102.1
Mobile sessions (in % of user sessions)	73%	75%	78%	80%	82%	82%	83%	84%	83%	83%	83%	84%
Active customers (in million)	4.0	4.4	4.8	5.3	5.8	5.8	6.5	7.2	8.0	8.4	8.4	9.2
Average order frequency (#)	2.4	2.4	2.5	2.5	2.6	2.6	2.6	2.7	2.7	2.7	2.7	2.8
Total number of orders (in million)	9.5	10.7	11.8	13.3	14.9	14.9	17.2	19.4	21.7	23.2	23.2	25.9
Average order value (€)	€ 55.2	€ 54.7	€ 55.1	€ 55.8	€ 55.3	€ 55.3	€ 55.8	€ 55.6	€ 56.1	€ 57.1	€ 57.1	€ 58.1
Group key performance metrics (in €m)												
Net revenue	461.2	153.0	154.3	228.0	208.1	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1
% growth y-o-y	62.8%	66.5%	67.2%	54.6%	60.6%	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%
Gross profit	188.1	64.3	57.9	101.1	95.0	318.4	104.2	88.7	140.9	139.3	473.1	176.3
% margin	40.8%	42.1%	37.5%	44.4%	45.6%	42.8%	40.9%	34.4%	40.7%	45.4%	40.6%	41.8%
Adjusted EBITDA	(106.5)	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)
% margin	(23.1%)	(13.9%)	(19.9%)	(5.3%)	(2.7%)	(9.4%)	(4.2%)	(5.0%)	(4.1%)	0.8%	(3.0%)	(2.9%)
Reported EBITDA	(106.5)	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)
% margin	(23.1%)	(13.9%)	(19.9%)	(5.3%)	(2.7%)	(9.4%)	(4.2%)	(5.0%)	(4.1%)	(2.0%)	(3.8%)	(4.4%)
Reported EBIT	(112.4)	(23.6)	(32.8)	(14.1)	(8.9)	(79.4)	(13.4)	(15.6)	(17.2)	(9.3)	(55.5)	(22.4)
% margin	(24.4%)	(15.4%)	(21.2%)	(6.2%)	(4.3%)	(10.7%)	(5.2%)	(6.0%)	(5.0%)	(3.0%)	(4.8%)	(5.3%)
Financial position (in €m)												
Net working capital	37.8					10.8	(26.1)				(13.2)	(48.1)
% of net revenue	8.2%					1.4%	(10.2%)				(1.1%)	(11.4%)
Consolidate earnings after tax (EAT)	(114.7)					(79.8)	(14.1)				(59.9)	(23.5)
Cash flow from operating activities	(107.3)					(42.4)	26.9				(6.4)	17.9
Cash flow from investing activities (CAPEX)	(9.5)					(15.1)	(2.2)				(18.9)	(11.0)
% of net revenue	(2.1%)					(2.0%)	(0.9%)				(1.6%)	(2.6%)
Free cash flow	(116.8)					(57.6)	24.7				(25.4)	6.9
Cash flow from financing activities	234.4					(3.4)	(1.0)				70.9	(1.3)
Cash and cash equivalents at end of period	123.3					62.4	86.0				107.9	113.7

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Group key performance metrics - Alternative performance measures

(in €m)	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22
Net revenue	461.2	153.0	154.3	228.0	208.1	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1
<i>% growth y-o-y</i>	<i>62.8%</i>	<i>66.5%</i>	<i>67.2%</i>	<i>54.6%</i>	<i>60.6%</i>	<i>61.2%</i>	<i>66.8%</i>	<i>67.2%</i>	<i>51.9%</i>	<i>47.6%</i>	<i>56.9%</i>	<i>65.5%</i>
Cost of sales	(273.1)	(88.6)	(96.4)	(126.8)	(113.2)	(425.0)	(150.9)	(169.4)	(205.3)	(167.8)	(693.3)	(245.8)
Gross profit	188.1	64.3	57.9	101.1	95.0	318.4	104.2	88.7	140.9	139.3	473.1	176.3
<i>% margin</i>	<i>40.8%</i>	<i>42.1%</i>	<i>37.5%</i>	<i>44.4%</i>	<i>45.6%</i>	<i>42.8%</i>	<i>40.9%</i>	<i>34.4%</i>	<i>40.7%</i>	<i>45.4%</i>	<i>40.6%</i>	<i>41.8%</i>
Fulfillment costs	(115.5)	(32.8)	(31.9)	(43.4)	(48.9)	(157.0)	(53.9)	(53.6)	(66.0)	(60.2)	(233.7)	(81.1)
Marketing costs	(129.7)	(39.6)	(40.2)	(54.3)	(32.6)	(166.7)	(44.5)	(33.9)	(66.9)	(45.1)	(190.3)	(83.7)
Admin & other expenses	(49.4)	(13.2)	(16.5)	(15.6)	(19.2)	(64.6)	(16.6)	(14.0)	(22.3)	(31.6)	(84.6)	(23.8)
Adjusted EBITDA	(106.5)	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)
<i>% margin</i>	<i>(23.1%)</i>	<i>(13.9%)</i>	<i>(19.9%)</i>	<i>(5.3%)</i>	<i>(2.7%)</i>	<i>(9.4%)</i>	<i>(4.2%)</i>	<i>(5.0%)</i>	<i>(4.1%)</i>	<i>0.8%</i>	<i>(3.0%)</i>	<i>(2.9%)</i>
Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(8.5)	(8.5)	(6.3)
Reported EBITDA	(106.5)	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)
<i>% margin</i>	<i>(23.1%)</i>	<i>(13.9%)</i>	<i>(19.9%)</i>	<i>(5.3%)</i>	<i>(2.7%)</i>	<i>(9.4%)</i>	<i>(4.2%)</i>	<i>(5.0%)</i>	<i>(4.1%)</i>	<i>(2.0%)</i>	<i>(3.8%)</i>	<i>(4.4%)</i>
Depreciation & amortisation	(5.9)	(2.3)	(2.1)	(1.9)	(3.2)	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)
Reported EBIT	(112.4)	(23.6)	(32.8)	(14.1)	(8.9)	(79.4)	(13.4)	(15.6)	(17.2)	(9.3)	(55.5)	(22.4)
<i>% margin</i>	<i>(24.4%)</i>	<i>(15.4%)</i>	<i>(21.2%)</i>	<i>(6.2%)</i>	<i>(4.3%)</i>	<i>(10.7%)</i>	<i>(5.2%)</i>	<i>(6.0%)</i>	<i>(5.0%)</i>	<i>(3.0%)</i>	<i>(4.8%)</i>	<i>(5.3%)</i>

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Segment performance

(in €m)	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22
Group net revenue	461.2	153.0	154.3	228.0	208.1	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1
DACH	375.6	117.3	109.5	156.9	126.1	509.9	171.6	138.7	195.6	154.1	660.0	218.2
RoE	69.7	24.9	37.2	63.1	63.8	188.9	85.0	108.5	142.8	127.2	463.5	186.1
TME	26.5	12.0	9.9	13.7	16.3	52.0	14.6	14.1	23.3	31.5	83.5	34.5
Reconciliation	(10.5)	(1.2)	(2.3)	(5.8)	2.0	(7.4)	(16.1)	(3.2)	(15.6)	(5.7)	(40.6)	(16.7)
As % of total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DACH	81.4%	76.7%	70.9%	68.8%	60.6%	68.6%	67.3%	53.7%	56.5%	50.2%	56.6%	51.7%
RoE	15.1%	16.3%	24.1%	27.7%	30.6%	25.4%	33.3%	42.1%	41.3%	41.4%	39.7%	44.1%
TME	5.7%	7.8%	6.4%	6.0%	7.8%	7.0%	5.7%	5.4%	6.7%	10.3%	7.2%	8.2%
Reconciliation	(2.3%)	(0.8%)	(1.5%)	(2.5%)	0.9%	(1.0%)	(6.3%)	(1.2%)	(4.5%)	(1.9%)	(3.5%)	(3.9%)
Adjusted EBITDA	(106.5)	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)
DACH	(43.7)	(2.2)	(4.0)	7.4	(0.7)	0.4	7.4	8.6	15.8	5.0	36.8	17.3
RoE	(39.2)	(7.5)	(16.8)	(16.4)	(14.5)	(55.2)	(17.7)	(17.6)	(29.7)	(18.3)	(83.3)	(33.3)
TME	(15.4)	(8.0)	(9.7)	(5.0)	5.3	(17.4)	0.6	(1.1)	1.0	9.6	10.1	4.7
Reconciliation	(8.2)	(3.6)	(0.1)	1.9	4.3	2.4	(1.1)	(2.8)	(1.5)	6.2	0.8	(1.0)
Adjusted EBITDA margin	(23.1%)	(13.9%)	(19.9%)	(5.3%)	(2.7%)	(9.4%)	(4.2%)	(5.0%)	(4.1%)	0.8%	(3.0%)	(2.9%)
DACH	(11.6%)	(1.9%)	(3.7%)	4.7%	(0.6%)	0.1%	4.3%	6.2%	8.1%	3.2%	5.6%	7.9%
RoE	(56.3%)	(30.0%)	(45.1%)	(26.1%)	(22.8%)	(29.2%)	(20.9%)	(16.2%)	(20.8%)	(14.4%)	(18.0%)	(17.9%)
TME	(58.2%)	(66.5%)	(98.1%)	(36.1%)	32.2%	(33.5%)	4.3%	(8.1%)	4.3%	30.4%	12.0%	13.6%

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Group key customer metrics

	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22
Customer reach metrics												
User sessions per month (in million)	30.6	34.3	38.4	46.2	54.6	54.6	64.0	72.4	81.4	89.5	89.5	102.1
Mobile sessions (in % of user sessions)	73.2%	75.3%	77.5%	80.2%	81.9%	81.9%	82.9%	83.5%	83.4%	83.4%	83.4%	83.6%
Customer engagement metrics LTM												
Active customers (in million)	4.0	4.4	4.8	5.3	5.8	5.8	6.5	7.2	8.0	8.4	8.4	9.2
Average order frequency (#)	2.4	2.4	2.5	2.5	2.6	2.6	2.6	2.7	2.7	2.7	2.7	2.8
Total number of orders (in million)	9.5	10.7	11.8	13.3	14.9	14.9	17.2	19.4	21.7	23.2	23.2	25.9
Average order value (€)	€ 55.2	€ 54.7	€ 55.1	€ 55.8	€ 55.3	€ 55.3	€ 55.8	€ 55.6	€ 56.1	€ 57.1	€ 57.1	€ 58.1

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Short balance sheet

(in €m)	FY18/19	FY19/20	FY20/21	Q1 21/22
Total non-current assets	17.7	39.3	48.3	63.0
o/w intangible assets	15.2	23.4	32.6	34.2
o/w right-of-use assets	0.0	11.8	10.3	16.6
o/w property, plant and equipment	2.5	2.6	3.5	3.7
Total current assets	277.0	267.6	408.9	461.9
o/w inventories	79.0	94.2	199.6	192.1
o/w trade receivables	43.0	69.8	50.9	73.1
o/w cash and cash equivalents	123.3	62.4	107.9	113.7
Total assets	294.7	306.9	457.2	524.9
Total equity	177.1	102.2	55.4	33.8
o/w share capital	4.2	4.3	4.3	157.6
o/w reserves	444.9	449.9	463.0	311.6
o/w accumulated loss	(272.1)	(351.9)	(411.8)	(435.3)
Total non-current provisions & liabilities	1.8	10.2	87.6	94.8
o/w lease liabilities	0.0	8.5	7.6	12.9
o/w other non-current liabilities	0.2	0.0	0.0	0.0
o/w other non-current liabilities to related parties and com	0.0	0.0	76.7	78.6
o/w deferred tax liabilities	1.6	1.7	3.4	3.4
Total current provisions & liabilities	115.8	194.5	314.1	396.2
o/w trade payables	34.5	104.3	142.9	220.0
o/w payables to related parties and companies	34.4	21.8	66.9	46.8
o/w lease liabilities	0.0	3.2	3.2	4.2
Total equity & liabilities	294.7	306.9	457.2	524.9

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Short profit & loss statement

(in €m)	FY18/19	FY19/20	FY20/21	Q1 20/21	Q1 21/22
Net revenue	461.2	743.4	1,166.5	255.1	422.1
<i>% growth y-o-y</i>	<i>62.8%</i>	<i>61.2%</i>	<i>56.9%</i>	<i>66.8%</i>	<i>65.5%</i>
Cost of materials	(271.6)	(422.5)	(691.5)	(150.3)	(244.3)
Personnel expenses	(26.5)	(34.9)	(59.8)	(10.5)	(17.0)
Other operating expenses	(284.5)	(367.5)	(477.8)	(107.5)	(184.0)
Other operating income	6.6	2.1	3.2	0.2	0.7
Own work capitalized	8.4	9.5	15.4	2.2	3.8
Reported EBITDA	(106.5)	(69.9)	(44.0)	(10.7)	(18.6)
<i>% margin</i>	<i>(23.1%)</i>	<i>(9.4%)</i>	<i>(3.8%)</i>	<i>(4.2%)</i>	<i>(4.4%)</i>
Depreciation & amortisation	(5.9)	(9.5)	(11.4)	2.7	3.8
Reported EBIT	(112.4)	(79.4)	(55.5)	(13.4)	(22.4)
<i>% margin</i>	<i>(24.4%)</i>	<i>(10.7%)</i>	<i>(4.8%)</i>	<i>(5.2%)</i>	<i>(5.3%)</i>
Net financial result	(1.8)	(0.9)	(1.6)	(0.6)	(1.1)
EBT	(114.2)	(80.2)	(57.1)	(14.0)	(23.5)
Income tax expenses	(0.5)	0.4	(2.8)	(0.1)	(0.0)
Net income	(114.7)	(79.8)	(59.9)	(14.1)	(23.5)

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Reconciliation of adjusted EBITDA to net income

(in €m)	FY18/19	FY19/20	FY20/21	Q1 20/21	Q1 21/22
Adjusted EBITDA	(106.5)	(69.9)	(35.5)	(10.7)	(12.3)
Equity-settled share-based compensation expenses	0.0	0.0	(8.4)	0.0	1.6
Restructuring costs and one-time effects	0.0	0.0	(0.2)	0.0	4.7
Reported EBITDA	(106.5)	(69.9)	(44.0)	(10.7)	(18.6)
Depreciation & amortisation	(5.9)	(9.5)	(11.4)	(2.7)	(3.8)
Net financial result	(1.8)	(0.9)	(1.6)	(0.6)	(1.1)
Income tax expenses	(0.5)	0.4	(2.8)	(0.1)	(0.0)
Net income	(114.7)	(79.8)	(59.9)	(14.1)	(23.5)

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Consolidated cash flow statement

(in €m)	FY18/19	FY19/20	FY20/21	Q1 20/21	Q1 21/22
Consolidate earnings after tax (EAT)	(114.7)	(79.8)	(59.9)	(14.1)	(23.5)
Amortisation, depreciation and impairment losses	5.9	9.5	11.4	2.7	3.8
Income tax expense	0.5	(0.4)	2.8	0.1	0.0
Net interest income/expense	2.0	0.2	1.9	0.0	2.0
Taxes paid	0.0	(0.2)	0.2	(0.1)	(0.0)
Increase / decrease in working capital	(9.9)	27.0	23.9	36.8	34.9
Other changes in assets and liabilities	0.0	(3.6)	0.1	0.2	(1.0)
Non-cash expenses	8.8	4.9	13.1	1.2	1.9
Cash flow from operating activities	(107.3)	(42.4)	(6.4)	26.9	18.1
Cash flow from investing activities	(9.5)	(15.1)	(18.9)	(2.2)	(11.0)
Free cash flow	(116.8)	(57.6)	(25.4)	24.7	7.1
Proceeds from issue of share capital	250.0	0.0	0.0	0.0	0.0
Issuance of shareholder loans	0.0	0.0	75.0	0.0	0.0
Contributions from shareholders	10.9	13.3	14.4	4.1	0.0
Payments to shareholders	(10.9)	(13.3)	(14.4)	(4.1)	0.0
Repayment of shareholder loans	(13.6)	0.0	0.0	0.0	0.0
Payment of lease liabilities	0.0	(3.3)	(3.9)	(1.0)	(1.3)
Interest paid	(2.0)	(0.2)	(0.2)	0.0	(0.1)
Cash flow from financing activities	234.4	(3.4)	70.9	(1.0)	(1.3)
Cash and cash equivalents at beginning of period	5.6	123.3	62.4	62.4	107.9
Net change in cash and cash equivalents	117.6	(61.0)	45.6	23.7	5.8
Effect of changes in ownership interests on cash held	0.1	0.0	0.0	0.0	0.0
Cash and cash equivalents at end of period	123.3	62.4	107.9	86.0	113.7