

Group Financials

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Note: Financials as of Q2 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

ABOUT YOU Group 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	Q2 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	111.1
Mobile sessions (in % of user sessions)	73%	75%	78%	80%	82%	82%	83%	83%	83%	83%	83%	84%	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	9.7
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	2.9
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	28.0
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	€ 58.5
Group key performance metrics (in €m)													
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	395.6
% 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%	53.3%
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	154.2
% 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%	39.0%
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)	(13.1)
% 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%)	(3.3%)
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)	(29.8)
% 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%)	(7.5%)
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)	(33.7)
% 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%)	(8.5%)
Financial position (in €m)													
Net working capital	37.8					10.8	(26.1)	(26.6)			(13.2)	(48.1)	(46.7)
% of net revenue	8.2%					1.4%	(10.2%)	(10.3%)			(7.1%)	(11.4%)	(11.8%)
Consolidate earnings after tax (EAT)	(114.7)					(79.8)	(14.1)	(15.4)			(59.9)	(23.5)	(35.0)
Cash flow from operating activities	(107.3)					(42.4)	26.9	(11.3)			(6.4)	18.1	(22.4)
Cash flow from investing activities (CAPEX)	(9.5)					(15.1)	(2.2)	(3.3)			(18.9)	(11.0)	(8.2)
% of net revenue	(2.1%)					(2.0%)	(0.9%)	(1.3%)			(7.6%)	(2.6%)	(2.1%)
Free cash flow	(116.8)					(57.6)	24.7	(14.6)			(25.4)	7.1	(30.7)
Cash flow from financing activities	234.4					(3.4)	(1.0)	(0.9)			70.9	(1.3)	557.5
Cash and cash equivalents at end of period	123.3					62.4	86.0	70.5			107.9	113.7	640.6

ABOUT YOU Group 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	Q2 21/22
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	395.6
% 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%	53.3%
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)	(241.4)
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	154.2
% 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%	39.0%
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)	(80.4)
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)	(67.0)
Administrative 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)	(20.0)
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)	(13.1)
% 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%)	(3.3%)
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)	(16.7)
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)	(29.8)
% 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%)	(7.5%)
Amortisation, depreciation and write-	(5.0)	(2.7)	(2.1)	(7.0)	(7.2)	(O.F.)	(2.5)	(2.5)	(2.0)	(7.2)	(22.7)	(7.0)	(7.0)
downs	(5.9)	(2.3)	(2.1)	(1.9)	(3.2)	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)
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)	(33.7)
% 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%)	(8.5%)

ABOUTYOU Group Segment information

(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	Q2 21/22
Group 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	395.6
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	197.4
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	162.9
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	39.5
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)	(4.2)
% 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%	53.3%
DACH	41.9%	40.8%	39.8%	32.3%	32.3%	35.8%	46.2%	26.6%	24.7%	22.2%	29.4%	27.2%	42.4%
RoE	360.1%	229.1%	224.7%	148.6%	152.0%	171.1%	241.7%	191.6%	126.4%	99.5%	145.3%	119.1%	50.1%
TME	84.7%	191.6%	71.7%	110.7%	62.6%	96.5%	22.0%	41.4%	69.7%	93.2%	60.6%	135.8%	181.0%
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)	(13.1)
DACH	(43.7)	(2.2)	(4.0)	7.4	(O.7)	0.4	7.4	8.6	15.8	5.0	36.8	17.3	7.8
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)	(24.4)
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	6.1
Reconciliation	(8.2)	(3.6)	(O.1)	1.9	4.3	2.4	(1.1)	(2.8)	(1.5)	6.2	0.8	(1.0)	(2.5)
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%)	(3.3%)
DACH	(77.6%)	(1.9%)	(3.7%)	4.7%	(0.6%)	0.1%	4.3%	6.2%	8.1%	3.2%	5.6%	7.9%	3.9%
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%)	(15.0%)
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%	15.4%

ABOUT YOU Group 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	Q2 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	111.1
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%	83.5%
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	9.7
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	2.9
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	28.0
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	58.5
Customer engagement metrics													
Total number of orders (in million)	9.5	3.0	3.3	4.3	4.3	14.9	5.3	5.5	6.6	5.8	23.2	8.0	7.5

ABOUT YOU Group Short profit & loss statement

(in €m)	FY18/19	FY19/20	Q1 20/21	Q2 20/21	FY20/21	Q1 21/22	Q2 21/22
Revenue	461.2	743.4	255.1	258.0	1,166.5	422.1	395.6
% growth y-o-y	62.8%	61.2%	66.8%	67.2%	56.9%	65.5%	53.3%
Cost of materials	(271.6)	(422.5)	(150.3)	(169.0)	(691.5)	(244.3)	(239.7)
Personnel expenses	(26.5)	(34.9)	(10.5)	(11.7)	(59.8)	(17.0)	(24.5)
Other operating expenses	(284.5)	(367.5)	(107.5)	(93.8)	(477.8)	(184.0)	(165.7)
Other operating income	6.6	2.1	0.2	0.8	3.2	0.7	0.7
Own work capitalized	8.4	9.5	2.2	2.8	15.4	3.8	3.8
EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(44.0)	(18.6)	(29.8)
% margin	(23.1%)	(9.4%)	(4.2%)	(5.0%)	(3.8%)	(4.4%)	(7.5%)
Amortisation, depreciation and write-downs	(5.9)	(9.5)	(2.7)	(27)	(11.4)	(3.8)	(3.9)
EBIT	(112.4)	(79.4)	(13.4)	(15.6)	(55.5)	(22.4)	(33.7)
% margin	(24.4%)	(10.7%)	(5.2%)	(6.0%)	(4.8%)	(5.3%)	(8.5%)
Net interest result	(1.8)	(0.9)	(0.6)	0.3	(1.6)	(1.1)	(1.2)
EBT	(114.2)	(80.2)	(14.0)	(15.3)	(57.1)	(23.5)	(34.9)
Income taxes	(0.5)	0.4	(O.1)	(O.1)	(2.8)	(O.O)	(O.1)
Profit / (loss) for the period	(114.7)	(79.8)	(14.1)	(15.4)	(59.9)	(23.5)	(35.0)

ABOUT YOU Group Reconciliation of adj. EBITDA to net income

(in €m)	FY18/19	FY19/20	Q1 20/21	Q2 20/21	FY20/21	Q1 21/22	Q2 21/22
Adjusted EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(35.5)	(12.3)	(13.1)
Equity-settled share-based compensation expenses	0.0	0.0	0.0	0.0	(8.4)	(1.6)	(8.4)
Restructuring costs and one-time effects	0.0	0.0	0.0	0.0	(0.2)	(4.7)	(8.3)
EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(44.0)	(18.6)	(29.8)
Amortisation, depreciation and write-downs	(5.9)	(9.5)	(2.7)	(27)	(11.4)	(3.8)	(3.9)
Net interest result	(1.8)	(0.9)	(0.6)	0.3	(1.6)	(1.1)	(1.2)
Income taxes	(0.5)	0.4	(O.1)	(O.1)	(2.8)	(0.0)	(O.1)
Profit / (loss) for the period	(114.7)	(79.8)	(14.1)	(15.4)	(59.9)	(23.5)	(35.0)

ABOUTYOU Group Short balance sheet

(in €m)	FY18/19	FY19/20	FY20/21	Q1 21/22	Q2 21/22
Total non-current assets	17.7	39.3	48.3	63.0	66.0
o/w intangible assets	15.2	23.4	32.6	34.2	35.8
o/w right-of-use assets	0.0	11.8	10.3	16.6	14.0
o/w property, plant and equipment	2.5	2.6	3.5	3.7	4.1
Total current assets	277.0	267.6	408.9	461.9	1,015.0
o/w inventories	79.0	94.2	199.6	192.1	243.5
o/w trade receivables and receivables from related parties and other receivables	48.3	74.3	56.6	81.2	67.7
o/w cash and cash equivalents	123.3	62.4	107.9	113.7	640.6
Total assets	294.7	306.9	457.2	524.9	1,081.0
Total equity	177.1	102.2	55.4	33.8	644.6
o/w subscribed capital	4.2	4.3	4.3	157.6	186.2
o/w share premium	444.9	449.9	463.0	311.6	928.8
o/w retained deficit	(272.1)	(351.9)	(411.8)	(435.3)	(470.4)
Total non-current liabilities	1.8	10.2	87.6	94.8	15.3
o/w non-current lease liabilities	0.0	8.5	7.6	12.9	11.8
o/w non-current liabilities to related parties	0.0	0.0	76.7	78.6	0.0
o/w deferred tax liabilities	1.6	1.7	3.4	3.4	3.5
Total current liabilities	115.8	194.5	314.1	396.2	421.2
o/w trade payables and payables to related parties	68.9	126.0	209.7	266.8	305.5
o/w lease liabilities	0.0	3.2	3.2	4.2	4.0
Total equity and liabilities	294.7	306.9	457.2	524.9	1,081.0

ABOUT YOU Group Cash flow statement

(in €m)	FY18/19	FY19/20	Q1 20/21	Q2 20/21	FY20/21	Q1 21/22	Q2 21/22
Consolidate earnings after tax (EAT)	(114.7)	(79.8)	(14.1)	(15.4)	(59.9)	(23.5)	(35.0)
Amortisation, depreciation and write-downs	5.9	9.5	2.7	2.7	11.4	3.8	3.9
Income taxes	0.5	(0.4)	0.1	0.1	2.8	0.0	0.1
Net interest result	2.0	0.2	0.0	0.1	1.9	2.0	1.4
Taxes paid	0.0	(0.2)	(O.1)	(O.1)	0.2	(O.O)	0.0
Increase / decrease in working capital	(9.9)	27.0	36.8	0.6	23.9	34.9	(1.4)
Increase / decrease in other assets / liabilities	0.0	(3.6)	0.2	0.4	0.1	(1.0)	0.2
Non-cash expenses	8.8	4.9	1.2	0.3	13.1	1.9	8.4
Cash flow from operating activities	(107.3)	(42.4)	26.9	(11.3)	(6.4)	18.1	(22.4)
Acquisition of intangible assets and PPE	(9.5)	(10.5)	(2.1)	(3.3)	(16.9)	(4.4)	(4.6)
Acquisition of companies	0.0	(4.2)	0.0	0.0	(1.9)	(0.6)	(0.4)
Payments / repayments of loans & interest received	0.0	(0.5)	(O.1)	0.0	(O.1)	(6.0)	(3.2)
Cash flow from investing activities	(9.5)	(15.1)	(2.2)	(3.3)	(18.9)	(11.0)	(8.2)
Free cash flow	(116.8)	(57.6)	24.7	(14.6)	(25.4)	7.1	(30.7)
Proceeds from issue of share capital	250.0	0.0	0.0	0.0	0.0	0.0	637.3
Proceeds/payments from shareholder loans	(13.6)	0.0	0.0	0.0	75.0	0.0	(75.0)
Proceeds from shareholders	10.9	13.3	4.1	4.5	14.4	0.0	0.0
Payments to shareholders	(10.9)	(13.3)	(4.1)	(4.5)	(14.4)	0.0	0.0
Payment from leasing agreements	0.0	(3.3)	(1.0)	(0.9)	(3.9)	(1.3)	0.1
Interest paid	(2.0)	(0.2)	0.0	(O.1)	(0.2)	(O.1)	(5.0)
Cash flow from financing activities	234.4	(3.4)	(1.0)	(0.9)	70.9	(1.3)	557.5
Cash and cash equivalents at beginning of period	5.6	123.3	62.4	86.0	62.4	107.9	113.7
Net change in cash and cash equivalents	117.6	(61.0)	23.7	(15.6)	45.6	5.8	526.8
Effect of changes in ownership interests on cash held	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents at end of period	123.3	62.4	86.0	70.5	107.9	113.7	640.6