



Group Financials

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

Note: Financials as of Q3 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	Q2 21/22	Q3 21/22
Group key customer metrics														
User sessions per month (LTM 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	124,0
Mobile sessions (LTM in % of user sessions)	73%	75%	78%	80%	82%	82%	83%	83%	83%	83%	83%	84%	84%	85%
Active customers (LTM 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	10,7
Average order frequency (LTM #)	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	2,9
Total number of orders (LTM 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	30,8
Average order value (LTM in EUR incl. VAT)	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	58,8
Group key performance metrics (in EUR million)														
Revenue	461,2	153,0	154,3	228,0	208,1	743,4	255,1	258,0	346,2	307,1	1166,5	422,1	395,6	512,5
% 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%	48,0%
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	199,3
% 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%	39,0%	38,9%
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)	(13,1)	(30,5)
% 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)%	(6,0)%
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)	(30,7)
% 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)%	(6,0)%
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)	(38,5)
% 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)%	(7,5)%
Financial position (in EUR million)														
Net working capital	37,8					10,8	(26,1)	(26,6)	(37,7)	(13,2)	(13,2)	(48,1)	(46,7)	(47,1)
% of net revenue	8,2%					1,4%	(10,2)%	(10,3)%	(10,9)%	(4,3)%	(1,1)%	(11,4)%	(11,8)%	(9,2)%
Profit / (loss) for the period (EAT)	(114,7)					(79,8)	(14,1)	(15,4)	(17,7)	(12,7)	(59,9)	(23,5)	(35,0)	(39,9)
Cash flow from operating activities	(107,3)					(42,4)	26,9	(11,3)	(2,0)	(19,9)	(6,4)	18,1	(22,4)	(43,0)
Cash flow from investing activities (Capex)	(9,5)					(15,1)	(2,2)	(3,3)	(4,2)	(9,2)	(18,9)	(11,0)	(8,2)	(9,5)
% of net revenue	(2,1)%					(2,0)%	(0,9)%	(1,3)%	(1,2)%	(3,0)%	(1,6)%	(2,6)%	(2,1)%	(1,9)%
Free cash flow	(116,8)					(57,6)	24,7	(14,6)	(6,3)	(29,1)	(25,4)	7,1	(30,7)	(52,5)
Cash flow from financing activities	234,4					(3,4)	(1,0)	(0,9)	(1,1)	74,0	70,9	(1,3)	557,5	(5,5)
Cash and cash equivalents at end of period	123,3					62,4	86,0	70,5	63,1	107,9	107,9	113,7	640,6	582,5

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Group key performance metrics - Alternative performance measures

(in EUR million)	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	Q3 21/22
Revenue	461,2	153,0	154,3	228,0	208,1	743,4	255,1	258,0	346,2	307,1	1166,5	422,1	395,6	512,5
% 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%	48,0%
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)	(313,2)
Gross profit	188,1	64,3	57,9	101,1	95,00	318,4	104,2	88,7	140,9	139,3	473,1	176,3	154,2	199,3
% 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%	39,0%	38,9%
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)	(96,3)
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)	(108,7)
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)	(24,7)
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)	(30,5)
% 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)%	(6,0)%
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)	(0,2)
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)	(30,7)
% 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)%	(6,0)%
Amortisation, depreciation, and write-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)	(7,7)
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)	(38,5)
% 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)%	(7,5)%

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Segment information

(in EUR million)	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	Q3 21/22
Group revenue	461,2	153,0	154,3	228,0	208,1	743,4	255,1	258,0	346,2	307,1	1166,5	422,1	395,6	512,5
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	248,4
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	239,6
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	48,7
Reconciliation	(10,5)	(12)	(2,3)	(5,8)	2,0	(7,4)	(16,1)	(3,2)	(15,6)	(5,7)	(40,6)	(16,7)	(4,2)	(24,2)
% 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%	48,0%
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%	27,0%
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%	67,7%
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%	109,1%
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)	(30,5)
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	7,8	13,6
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)	(50,5)
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	7,1
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)	(2,5)	(0,7)
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)%	(6,0)%
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%	3,9%	5,5%
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)%	(21,1)%
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%	14,6%

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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	Q2 21/22	Q3 21/22
Customer reach metrics LTM														
User sessions per month (LTM 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	124,0
Mobile sessions (LTM 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%	84,6%
Customer engagement metrics LTM														
Active customers (LTM 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	10,7
Average order frequency (LTM #)	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	2,9
Total number of orders (LTM 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	30,8
Average order value (LTM in EUR incl. VAT)	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	58,8
Customer engagement metrics														
Total number of orders (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	9,5

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Short profit & loss statement

(in EUR million)

	FY18/19	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Revenue	461,2	743,4	255,1	258,0	346,2	1166,5	422,1	395,6	512,5
<i>% growth y-o-y</i>	62,8%	61,2%	66,8%	67,2%	51,9%	56,9%	65,5%	53,3%	48,0%
Cost of materials	(271,6)	(422,5)	(150,3)	(169,0)	(204,4)	(691,5)	(244,3)	(239,7)	(311,7)
Personnel expenses	(26,5)	(34,9)	(10,5)	(11,7)	(13,0)	(59,8)	(17,0)	(24,5)	(19,0)
Other operating expenses	(284,5)	(367,5)	(107,5)	(93,8)	(147,4)	(477,8)	(184,0)	(165,7)	(221,7)
Other operating income	6,6	2,1	0,2	0,8	1,0	3,2	0,7	0,7	1,3
Own work capitalized	8,4	9,5	2,2	2,8	3,3	15,4	3,8	3,8	8,0
EBITDA	(106,5)	(69,9)	(10,7)	(12,9)	(14,3)	(44,0)	(18,6)	(29,8)	(30,7)
<i>% margin</i>	(23,1)%	(9,4)%	(4,2)%	(5,0)%	(4,1)%	(3,8)%	(4,4)%	(7,5)%	(6,0)%
Amortisation, depreciation, and write-downs	(5,9)	(9,5)	(2,7)	(2,7)	(2,8)	(11,4)	(3,8)	(3,9)	(7,7)
EBIT	(112,4)	(79,4)	(13,4)	(15,6)	(17,2)	(55,5)	(22,4)	(33,7)	(38,5)
<i>% margin</i>	(24,4)%	(10,7)%	(5,2)%	(6,0)%	(5,0)%	(4,8)%	(5,3)%	(8,5)%	(7,5)%
Net interest result	(1,8)	(0,9)	(0,6)	0,3	(0,4)	(1,6)	(1,1)	(1,2)	(0,5)
EBT	(114,2)	(80,2)	(14,0)	(15,3)	(17,6)	(57,1)	(23,5)	(34,9)	(39,0)
Income taxes	(0,5)	0,4	(0,1)	(0,1)	(0,1)	(2,8)	(0,0)	(0,1)	(0,9)
Profit / (loss) for the period (EAT)	(114,7)	(79,8)	(14,1)	(15,4)	(17,7)	(59,9)	(23,5)	(35,0)	(39,9)

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Reconciliation of adj. EBITDA to net income

(in EUR million)

	FY18/19	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Adjusted EBITDA	(106,5)	(69,9)	(10,7)	(12,9)	(14,3)	(35,5)	(12,3)	(13,1)	(30,5)
Equity-settled share-based compensation expenses	0,0	0,0	0,0	0,0	0,0	(8,4)	(1,6)	(8,4)	(0,2)
Restructuring costs	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
One-time effects	0,0	0,0	0,0	0,0	0,0	(0,2)	(4,7)	(8,3)	0,0
EBITDA	(106,5)	(69,9)	(10,7)	(12,9)	(14,3)	(44,0)	(18,6)	(29,8)	(30,7)
Amortisation, depreciation, and write-downs	(5,9)	(9,5)	(2,7)	(2,7)	(2,8)	(11,4)	(3,8)	(3,9)	(7,7)
Net interest result	(1,8)	(0,9)	(0,6)	0,3	(0,4)	(1,6)	(1,1)	(1,2)	(0,5)
Income taxes	(0,5)	0,4	(0,1)	(0,1)	(0,1)	(2,8)	(0,0)	(0,1)	(0,9)
Profit / (loss) for the period (EAT)	(114,7)	(79,8)	(14,1)	(15,4)	(17,7)	(59,9)	(23,5)	(35,0)	(39,9)

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Short balance sheet

(in EUR million)

	FY18/19	FY19/20	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Total non-current assets	17,7	39,3	48,3	63,0	66,0	122,7
o/w intangible assets	15,2	23,4	32,6	34,2	35,8	41,6
o/w right-of-use assets	0,0	11,8	10,3	16,6	14,0	63,3
o/w property, plant, and equipment	2,5	2,6	3,5	3,7	4,1	4,5
Total current assets	277,0	267,6	408,9	461,9	1.015,0	1.080,9
o/w inventories	79,0	94,2	199,6	192,1	243,5	302,4
o/w trade receivables and receivables from related parties and other receivables	48,3	74,3	56,6	81,2	67,7	97,7
o/w cash and cash equivalents	123,3	62,4	107,9	113,7	640,6	582,5
Total assets	294,7	306,9	457,2	524,9	1.081,0	1.203,6
Total equity	177,1	102,2	55,4	33,8	644,6	604,9
o/w subscribed capital	4,2	4,3	4,3	157,6	186,2	186,2
o/w share premium	444,9	449,9	463,0	311,6	928,8	929,0
o/w retained deficit	(272,1)	(351,9)	(411,8)	(435,3)	(470,4)	(510,2)
Total non-current liabilities	1,8	10,2	87,6	94,8	15,3	53,1
o/w non-current lease liabilities	0,0	8,5	7,6	12,9	11,8	48,8
o/w non-current liabilities to related parties	0,0	0,0	76,7	78,6	0,0	0,0
o/w deferred tax liabilities	1,6	1,7	3,4	3,4	3,5	4,4
Total current liabilities	115,8	194,5	314,1	396,2	421,2	545,5
o/w trade payables and payables to related parties	68,9	126,0	209,7	266,8	305,5	390,6
o/w lease liabilities	0,0	3,2	3,2	4,2	4,0	16,8
Total equity and liabilities	294,7	306,9	457,2	524,9	1.081,0	1.203,6

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Cash flow statement

(in EUR million)

	FY18/19	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Profit / (loss) for the period (EAT)	(114,7)	(79,8)	(14,1)	(15,4)	(17,7)	(59,9)	(23,5)	(35,0)	(39,9)
Amortisation, depreciation, and write-downs	5,9	9,5	2,7	2,7	2,8	11,4	3,8	3,9	7,7
Income taxes	0,5	(0,4)	0,1	0,1	0,1	2,8	0,0	0,1	0,9
Net interest result	2,0	0,2	0,0	0,1	0,1	1,9	2,0	1,4	0,4
Taxes paid	0,0	(0,2)	(0,1)	(0,1)	(0,1)	0,2	(0,0)	0,0	0,0
Increase / decrease in working capital	(9,9)	27,0	36,8	0,6	11,0	23,9	34,9	(1,4)	0,4
Increase / decrease in other assets / liabilities	0,0	(3,6)	0,2	0,4	(0,5)	0,1	(1,0)	0,2	(12,7)
Non-cash expenses	8,8	4,9	1,2	0,3	2,3	13,1	1,9	8,4	0,2
Cash flow from operating activities	(107,3)	(42,4)	26,9	(11,3)	(2,0)	(6,4)	18,1	(22,4)	(43,0)
Acquisition of intangible assets and property, plant, and equipment	(9,5)	(10,5)	(2,1)	(3,3)	(4,2)	(16,9)	(4,4)	(4,6)	(8,7)
Acquisition of companies	0,0	(4,2)	0,0	0,0	0,0	(1,9)	(0,6)	(0,4)	(0,0)
Payments / repayments for loans as well as interest received	0,0	(0,5)	(0,1)	0,0	0,0	(0,1)	(6,0)	(3,2)	(0,8)
Cash flow from investing activities	(9,5)	(15,1)	(2,2)	(3,3)	(4,2)	(18,9)	(11,0)	(8,2)	(9,5)
Free cash flow	(116,8)	(57,6)	24,7	(14,6)	(6,3)	(25,4)	7,1	(30,7)	(52,5)
Proceeds from issue of share capital	250,0	0,0	0,0	0,0	(0,0)	0,0	0,0	637,3	0,0
Proceeds / payments from shareholder loans	(13,6)	0,0	0,0	0,0	0,0	75,0	0,0	(75,0)	0,0
Proceeds from shareholders	10,9	13,3	4,1	4,5	3,8	14,4	0,0	0,0	0,0
Payments to shareholders	(10,9)	(13,3)	(4,1)	(4,5)	(3,8)	(14,4)	0,0	0,0	0,0
Payment from leasing agreements	0,0	(3,3)	(1,0)	(0,9)	(1,0)	(3,9)	(1,3)	0,1	(4,9)
Interest paid	(2,0)	(0,2)	0,0	(0,1)	(0,1)	(0,2)	(0,1)	(5,0)	(0,6)
Cash flow from financing activities	234,4	(3,4)	(1,0)	(0,9)	(1,1)	70,9	(1,3)	557,5	(5,5)
Cash and cash equivalents at beginning of period	5,6	123,3	62,4	86,0	70,5	62,4	107,9	113,7	640,6
Net change in cash and cash equivalents	117,6	(61,0)	23,7	(15,6)	(7,3)	45,6	5,8	526,8	(58,0)
Effect of changes in ownership interests on cash held	0,1	0,0	0,0	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	63,1	107,9	113,7	640,6	582,5