



Group Financials

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

Note: Financials as of FY 2022/2023 ended on February 28, 2023.

For information purposes only, please be aware that the decisive figures are reflected in the financial statements.

Definitions are available in ABOUT YOU's Quarterly Statement at:

<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	Q3 21/22	Q4 21/22	FY21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY22/23
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	135.7	135.7	143.3	139.8	138.6	133.1	133.1
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%	85.4%	85.4%	86.1%	86.2%	86.7%	87.1%	87.1%
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	11.4	11.4	11.8	12.3	12.5	12.7	12.7
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	2.9	2.9	3.0	3.0	3.0	3.1	3.1
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	32.9	32.9	34.9	36.9	38.2	39.4	39.4
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	57.8	57.8	56.8	55.5	55.3	54.8	54.8
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	401.4	1,731.6	504.1	430.6	554.9	415.0	1,904.6
<i>% growth YoY</i>	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%	30.7%	48.5%	19.4%	8.9%	8.3%	3.4%	10.0%
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	173.9	703.7	214.8	168.4	196.4	141.0	720.6
<i>% margin</i>	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%	43.3%	40.6%	42.6%	39.1%	35.4%	34.0%	37.8%
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)	(13.1)	(30.5)	(11.0)	(66.9)	(28.8)	(42.8)	(43.1)	(22.3)	(137.0)
<i>% margin</i>	(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)%	(2.7)%	(3.9)%	(5.7)%	(9.9)%	(7.8)%	(5.4)%	(7.2)%
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)	(15.8)	(95.0)	(31.3)	(47.1)	(43.6)	(29.5)	(151.6)
<i>% margin</i>	(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)%	(3.9)%	(5.5)%	(6.2)%	(10.9)%	(7.9)%	(7.1)%	(8.0)%
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)	(25.4)	(119.9)	(43.0)	(61.8)	(59.4)	(49.1)	(213.2)
<i>% margin</i>	(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)%	(6.3)%	(6.9)%	(8.5)%	(14.3)%	(10.7)%	(11.8)%	(11.2)%
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)	9.5	9.5	(19.4)	26.8	(7.3)	40.7	40.7
<i>% of net revenue</i>	8.2%					1.4%	(10.2)%	(10.3)%	(10.9)%	(4.3)%	(1.1)%	(11.4)%	(11.8)%	(9.2)%	2.4%	0.6%	(3.8)%	6.2%	(1.3)%	9.8%	2.1%
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)	(26.0)	(124.4)	(44.4)	(63.4)	(62.0)	(59.2)	(229.0)
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)	(62.8)	(110.1)	(11.3)	(100.4)	(17.8)	(77.1)	(206.5)
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)	(17.1)	(45.8)	(13.1)	(10.0)	(15.1)	(16.3)	(54.5)
<i>% of net revenue</i>	(2.1)%					(2.0)%	(0.9)%	(1.3)%	(1.2)%	(3.0)%	(1.6)%	(2.6)%	(2.1)%	(1.9)%	(4.3)%	(2.6)%	(2.6)%	(2.3)%	(2.7)%	(3.9)%	(2.9)%
Free cash flow	(116.8)					(57.6)	24.7	(14.6)	(6.3)	(29.1)	(25.4)	7.1	(30.7)	(52.5)	(79.9)	(155.9)	(24.4)	(110.4)	(32.8)	(93.3)	(261.0)
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)	(6.5)	544.2	(6.6)	(6.7)	(9.2)	(7.9)	(30.4)
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	496.2	496.2	465.2	348.1	306.1	204.9	204.9

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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	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY22/23
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	401.4	1,731.6	504.1	430.6	554.9	415	1,904.6
% growth YoY	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%	30.7%	48.5%	19.4%	8.9%	8.3%	3.4%	10.0%
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)	(227.5)	(1,028.0)	(289.3)	(262.2)	(358.5)	(274.0)	(1,184.0)
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	173.9	703.7	214.8	168.4	196.4	141.0	720.6
% 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%	43.3%	40.6%	42.6%	39.1%	35.4%	34.0%	37.8%
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)	(89.6)	(347.4)	(110.2)	(122.6)	(129.8)	(103.7)	(466.2)
% of revenue	(25.0)%	(21.4)%	(20.7)%	(19.0)%	(23.5)%	(21.1)%	(21.1)%	(20.8)%	(19.1)%	(19.6)%	(20.0)%	(19.2)%	(20.3)%	(18.8)%	(22.3)%	(20.1)%	(21.9)%	(28.5)%	(23.4)%	(25.0)%	(24.5)%
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)	(69.1)	(328.5)	(104.9)	(68.2)	(90.7)	(38.8)	(302.7)
% of revenue	(28.1)%	(25.9)%	(26.0)%	(23.8)%	(15.7)%	(22.4)%	(17.4)%	(13.1)%	(19.3)%	(14.7)%	(16.3)%	(19.8)%	(16.9)%	(21.2)%	(17.2)%	(19.0)%	(20.8)%	(15.8)%	(16.4)%	(9.4)%	(15.9)%
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)	(26.2)	(94.7)	(28.5)	(20.5)	(19.0)	(20.8)	(88.7)
% of revenue	(10.7)%	(8.7)%	(10.7)%	(6.8)%	(9.2)%	(8.7)%	(6.5)%	(5.4)%	(6.4)%	(10.3)%	(7.3)%	(5.6)%	(5.0)%	(4.8)%	(6.5)%	(5.5)%	(5.7)%	(4.8)%	(3.4)%	(5.0)%	(4.7)%
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)	(11.0)	(66.9)	(28.8)	(42.8)	(43.1)	(22.3)	(137.0)
% 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)%	(2.7)%	(3.9)%	(5.7)%	(9.9)%	(7.8)%	(5.4)%	(7.2)%
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)	(4.8)	(28.1)	(2.5)	(4.3)	(0.5)	(7.2)	(14.6)
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)	(15.8)	(95.0)	(31.3)	(47.1)	(43.6)	(29.5)	(151.6)
% 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)%	(7.5)%	(6.0)%	(3.9)%	(5.5)%	(6.2)%	(10.9)%	(7.9)%	(7.1)%	(8.0)%
Amortization, 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)	(9.6)	(25.0)	(11.6)	(14.6)	(15.8)	(19.6)	(61.6)
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)	(25.4)	(119.9)	(43.0)	(61.8)	(59.4)	(49.1)	(213.2)
% 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)%	(6.3)%	(6.9)%	(8.5)%	(14.3)%	(10.7)%	(11.8)%	(11.2)%

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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	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY22/23
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	401.4	1731.6	504.1	430.6	554.9	415.0	1,904.6
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	248.4	175.9	839.9	239.0	206.7	268.7	201.8	916.3
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	179.1	767.7	229.5	209.5	266.3	195.1	900.4
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	44.7	167.4	50.0	46.2	53.4	45.5	195.1
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)	(24.2)	1.8	(43.3)	(14.5)	(31.8)	(33.5)	(27.5)	(107.1)
% growth YoY	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%	30.7%	48.5%	19.4%	8.9%	8.3%	3.4%	10.0%
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%	14.2%	27.3%	9.6%	4.7%	8.2%	14.7%	9.1%
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%	40.8%	65.6%	23.3%	28.6%	11.1%	8.9%	17.3%
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%	41.6%	100.4%	45.2%	17.0%	9.5%	1.9%	16.5%
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)	(11.0)	(66.9)	(28.8)	(42.8)	(43.1)	(22.3)	(137.0)
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	16.7	55.5	9.9	0.9	(4.2)	7.0	13.5
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)	(36.8)	(145.1)	(46.0)	(39.4)	(46.8)	(36.5)	(168.7)
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	11.1	29.0	7.0	4.1	8.3	12.1	31.4
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)	(2.0)	(6.3)	0.4	(8.4)	(0.4)	(4.8)	(13.2)
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)%	(2.7)%	(3.9)%	(5.7)%	(9.9)%	(7.8)%	(5.4)%	(7.2)%
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%	9.5%	6.6%	4.1%	0.4%	(1.6)%	3.5%	1.5%
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)%	(20.6)%	(18.9)%	(20.1)%	(18.8)%	(17.6)%	(18.7)%	(18.7)%
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%	24.9%	17.3%	14.0%	8.8%	15.6%	26.5%	16.1%

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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	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY22/23
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	135.7	135.7	143.3	139.8	138.6	133.1	133.1
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%	85.4%	85.4%	86.1%	86.2%	86.7%	87.1%	87.1%
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	11.4	11.4	11.8	12.3	12.5	12.7	12.7
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	2.9	2.9	3.0	3.0	3.0	3.1	3.1
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	32.9	32.9	34.9	36.9	38.2	39.4	39.4
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	57.8	57.8	56.8	55.5	55.3	54.8	54.8
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	7.9	32.9	9.9	9.6	10.7	9.2	39.4

ABOUT YOU Group

Short Profit & Loss Statement

(in EUR million)	FY18/19	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	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23
Revenue	461.2	743.4	255.1	258.0	346.2	307.1	1166.5	422.1	395.6	512.5	401.4	1731.6	504.1	430.6	554.9	415.0	1,904.6
% growth YoY	62.8%	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%	53.3%	48.0%	30.7%	48.5%	19.4%	8.9%	8.3%	3.4%	10.0%
Cost of materials	(271.6)	(422.5)	(150.3)	(169.0)	(204.4)	(167.8)	(691.5)	(244.3)	(239.7)	(311.7)	(227.6)	(1,023.3)	(286.6)	(260.3)	(360.9)	(270.6)	(1,178.4)
Personnel expenses	(26.5)	(34.9)	(10.5)	(11.7)	(13.0)	(24.6)	(59.8)	(17.0)	(16.1)	(19.0)	(25.4)	(86.0)	(24.4)	(27.1)	(25.6)	(29.6)	(106.7)
Other operating expenses	(284.5)	(367.5)	(107.5)	(93.8)	(147.4)	(129.2)	(477.8)	(184.0)	(157.4)	(221.7)	(172.7)	(744.1)	(232.9)	(199.0)	(223.5)	(167.4)	(822.8)
Other operating income	6.6	2.1	0.2	0.8	1.0	1.3	3.2	0.7	0.7	1.3	0.4	3.1	0.7	0.7	0.3	13.6	15.3
Own work capitalized	8.4	9.5	2.2	2.8	3.3	7.1	15.4	3.8	3.8	8.0	8.1	23.8	7.8	8.0	11.2	9.4	36.4
EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)	(15.8)	(95.0)	(31.3)	(47.1)	(43.6)	(29.5)	(151.6)
% margin	(23.1)%	(9.4)%	(4.2)%	(5.0)%	(4.1)%	(2.0)%	(3.8)%	(4.4)%	(7.5)%	(6.0)%	(3.9)%	(5.5)%	(6.2)%	(10.9)%	(7.9)%	(7.1)%	(8.0)%
Amortization, depreciation, and write-downs	(5.9)	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)	(9.6)	(25.0)	(11.6)	(14.6)	(15.8)	(19.6)	(61.6)
EBIT	(112.4)	(79.4)	(13.4)	(15.6)	(17.2)	(9.3)	(55.5)	(22.4)	(33.7)	(38.5)	(25.4)	(119.9)	(43.0)	(61.8)	(59.4)	(49.1)	(213.2)
% margin	(24.4)%	(10.7)%	(5.2)%	(6.0)%	(5.0)%	(3.0)%	(4.8)%	(5.3)%	(8.5)%	(7.5)%	(6.3)%	(6.9)%	(8.5)%	(14.3)%	(10.7)%	(11.8)%	(11.2)%
Net interest result	(1.8)	(0.9)	(0.6)	0.3	(0.4)	(0.9)	(1.6)	(1.1)	(1.2)	(0.5)	0.1	(2.7)	(1.1)	(1.2)	(1.9)	(9.8)	(14.0)
EBT	(114.2)	(80.2)	(14.0)	(15.3)	(17.6)	(10.2)	(57.1)	(23.5)	(34.9)	(39.0)	(25.2)	(122.6)	(44.1)	(62.9)	(61.3)	(58.9)	(227.2)
Income taxes	(0.5)	0.4	(0.1)	(0.1)	(0.1)	(2.5)	(2.8)	(0.0)	(0.1)	(0.9)	(0.8)	(1.8)	(0.3)	(0.5)	(0.7)	(0.3)	(1.9)
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)	(26.0)	(124.4)	(44.4)	(63.4)	(62.0)	(59.2)	(229.0)

ABOUT YOU Group

Reconciliation of Adjusted EBITDA to Net Income

(in EUR million)

	FY18/19	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	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23
Adjusted EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)	(11.0)	(66.9)	(28.8)	(42.8)	(43.1)	(22.3)	(137.0)
Equity-settled share-based compensation expenses	0.0	0.0	0.0	0.0	0.0	(8.4)	(8.4)	(1.6)	(8.4)	(0.2)	(4.6)	(14.8)	(2.5)	(4.3)	(0.5)	(5.1)	(12.4)
Restructuring costs and one-time effects	0.0	0.0	0.0	0.0	0.0	(0.2)	(0.2)	(4.7)	(8.3)	0.0	(0.2)	(13.2)	0.0	0.0	0.0	(2.1)	(2.1)
EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)	(15.8)	(95.0)	(31.3)	(47.1)	(43.6)	(29.5)	(151.6)
Amortization, depreciation, and write-downs	(5.9)	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)	(9.6)	(25.0)	(11.6)	(14.6)	(15.8)	(19.6)	(61.6)
Net interest result	(1.8)	(0.9)	(0.6)	0.3	(0.4)	(0.9)	(1.6)	(1.1)	(1.2)	(0.5)	0.1	(2.7)	(1.1)	(1.2)	(1.9)	(9.8)	(14.0)
Income taxes	(0.5)	0.4	(0.1)	(0.1)	(0.1)	(2.5)	(2.8)	(0.0)	(0.1)	(0.9)	(0.8)	(1.8)	(0.3)	(0.5)	(0.7)	(0.3)	(1.9)
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)	(26.0)	(124.4)	(44.4)	(63.4)	(62.0)	(59.2)	(229.0)

ABOUT YOU Group

Balance Sheet

(in EUR million)

	FY18/19	FY19/20	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23
Total non-current assets	17.7	39.3	48.3	63.0	66.0	122.6	130.8	130.8	232.5	267.4	310.4	300.9	300.9
Intangible assets	15.2	23.4	32.6	34.2	35.8	41.6	47.3	47.3	51.3	55.6	63.0	65.4	65.4
Right-of-use assets	0.0	11.8	10.3	16.6	14.0	63.3	57.6	57.6	150.1	178.8	209.6	199.6	199.6
Property, plant, and equipment	2.5	2.6	3.5	3.7	4.1	4.5	5.8	5.8	6.1	6.3	7.0	6.9	6.9
Other non-current financial assets	0.1	0.1	2.0	8.5	12.1	13.1	20.1	20.1	25.1	26.7	30.8	29.0	29.0
Deferred tax assets	0.0	1.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total current assets	277.0	267.6	408.9	461.9	1,015.0	1,080.9	1,053.5	1,053.5	1,093.4	1,031.2	1,010.0	880.5	880.5
Inventories	79.0	94.2	199.6	192.1	243.5	302.4	388.4	388.4	454.8	546.5	542.3	554.9	554.9
Trade receivables and other receivables	48.3	74.3	56.6	81.2	67.7	97.7	75.9	75.9	84.7	61.0	65.7	40.7	40.7
Other financial assets	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0
Other non-financial assets	26.3	36.8	44.7	74.9	63.2	98.2	93.0	93.0	88.6	75.6	95.8	80.1	80.1
Cash and cash equivalents	123.3	62.4	107.9	113.8	640.6	582.5	496.2	496.2	465.2	348.1	306.1	204.9	204.9
Total assets	294.7	306.9	457.2	524.9	1,081.0	1,203.6	1,184.3	1,184.3	1,325.9	1,298.6	1,320.4	1,181.4	1,181.4
Total equity	177.1	102.2	55.4	33.8	644.6	604.9	583.5	583.5	541.7	482.6	420.9	366.6	366.6
Subscribed capital	4.2	4.3	4.3	157.6	186.2	186.2	186.2	186.2	186.2	186.2	186.2	186.2	186.2
Share premium	444.9	449.9	463.0	311.6	928.8	929.0	933.6	933.6	936.1	940.5	941.0	946.1	946.1
Retained deficit	(272.1)	(351.9)	(411.8)	(435.3)	(470.4)	(510.2)	(536.2)	(536.2)	(580.6)	(644.0)	(706.1)	(765.3)	(765.3)
Hedging provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.1)	(0.2)	(0.4)	(0.4)
Total non-current liabilities	1.8	10.2	87.6	94.8	15.3	53.1	53.0	53.0	136.7	159.8	188.3	179.9	179.9
Non-current lease liabilities	0.0	8.5	7.6	12.9	11.8	48.8	47.9	47.9	131.3	153.8	181.6	172.9	172.9
Non-current liabilities to related parties	0.2	0.0	76.7	78.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred tax liabilities	1.6	1.7	3.4	3.4	3.5	4.4	5.2	5.2	5.4	6.0	6.7	7.0	7.0
Total current liabilities	115.8	194.5	314.1	396.2	421.2	545.5	547.8	547.8	647.5	656.3	711.2	634.9	634.9
Trade payables	112.1	126.0	209.7	266.8	305.5	390.6	347.7	347.7	449.3	457.2	451.2	406.6	406.6
Lease Liabilities	0.0	3.2	3.2	4.2	4.0	16.8	12.1	12.1	22.7	33.5	41.0	45.2	45.2
Other financial liabilities	3.6	37.8	52.7	72.9	50.3	45.1	108.0	108.0	120.5	111.2	144.3	103.1	103.1
Other non-financial liabilities	0.0	27.4	46.0	48.2	55.9	92.8	79.6	79.6	54.7	54.1	73.1	78.2	78.2
Other provisions	0.1	0.0	2.5	4.2	5.3	0.2	0.4	0.4	0.4	0.4	1.7	1.7	1.7
Total equity and liabilities	294.7	306.9	457.2	524.9	1,081.0	1,203.6	1,184.3	1,184.3	1,325.9	1,298.6	1,320.4	1,181.4	1,181.4

ABOUT YOU Group

Cash Flow Statement

(in EUR million)

	FY18/19	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	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23
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)	(26.0)	(124.4)	(44.4)	(63.4)	(62.0)	(59.2)	(229.0)
Amortization, depreciation, and write-downs	5.9	9.5	2.7	2.7	2.8	3.2	11.4	3.8	3.9	7.7	9.6	25.0	11.6	14.6	15.8	19.6	61.6
Income taxes	0.5	(0.4)	0.1	0.1	0.1	2.5	2.8	0.0	0.1	0.9	0.8	1.8	0.3	0.5	0.7	0.3	1.9
Net interest result	2.0	0.2	0.0	0.1	0.1	1.7	1.9	2.0	1.4	0.4	0.3	4.0	0.3	0.6	0.8	0.7	2.5
Taxes paid	0.0	(0.2)	(0.1)	(0.1)	(0.1)	0.5	0.2	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0	(0.0)
Increase / decrease in working capital	(9.9)	27.0	36.8	0.6	11.0	(24.5)	23.9	34.9	(1.4)	0.4	(56.7)	(22.7)	28.9	(46.2)	34.1	(48.0)	(31.2)
Increase / decrease in other assets / liabilities	0.0	(3.6)	0.2	0.4	(0.5)	0.0	0.1	(1.0)	0.2	(12.7)	4.7	(8.9)	(10.6)	(10.8)	(7.5)	(4.3)	(33.1)
Non-cash expenses	8.8	4.9	1.2	0.3	2.3	9.3	13.1	1.9	8.4	0.2	4.6	15.2	2.5	4.3	0.3	13.8	20.9
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)	(62.8)	(110.1)	(11.3)	(100.4)	(17.8)	(77.1)	(206.5)
Acquisition of intangible assets and property, plant, and equipment	(9.5)	(10.5)	(2.1)	(3.3)	(4.2)	(7.3)	(16.9)	(4.4)	(4.6)	(8.7)	(10.3)	(28.1)	(8.4)	(8.7)	(11.3)	(9.7)	(38.2)
Acquisition of companies	0.0	(4.2)	0.0	0.0	0.0	(1.9)	(1.9)	(0.6)	(0.4)	(0.0)	(2.8)	(3.8)	0.0	(0.1)	0.0	(0.1)	(0.2)
Payments / repayments for loans as well as interest received	0.0	(0.5)	(0.1)	0.0	0.0	0.0	(0.1)	(6.0)	(3.2)	(0.8)	(3.9)	(13.9)	(4.7)	(1.3)	(3.7)	(6.4)	(16.2)
Cash flow from investing activities	(9.5)	(15.1)	(2.2)	(3.3)	(4.2)	(9.2)	(18.9)	(11.0)	(8.2)	(9.5)	(17.1)	(45.8)	(13.1)	(10.0)	(15.1)	(16.3)	(54.5)
Free cash flow	(116.8)	(57.6)	24.7	(14.6)	(6.3)	(29.1)	(25.4)	7.1	(30.7)	(52.5)	(79.9)	(155.9)	(24.4)	(110.4)	(32.8)	(93.3)	(261.0)
Proceeds from issue of share capital	250.0	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0	637.3	0.0	0.0	637.3	0.0	0.1	0.0	0.0	0.1
Proceeds / payments from shareholder loans	(13.6)	0.0	0.0	0.0	0.0	75.0	75.0	0.0	(75.0)	0.0	0.0	(75.0)	0.0	0.0	0.0	0.0	0.0
Proceeds from shareholders	10.9	13.3	4.1	4.5	3.8	2.0	14.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payments to shareholders	(10.9)	(13.3)	(4.1)	(4.5)	(3.8)	(2.0)	(14.4)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payment from leasing agreements	0.0	(3.3)	(1.0)	(0.9)	(1.0)	(1.0)	(3.9)	(1.3)	0.1	(4.9)	(6.0)	(12.1)	(6.0)	(5.9)	(8.1)	(6.6)	(26.6)
Interest paid	(2.0)	(0.2)	0.0	(0.1)	(0.1)	(0.1)	(0.2)	(0.1)	(5.0)	(0.6)	(0.4)	(6.1)	(0.6)	(0.9)	(1.1)	(1.2)	(3.8)
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)	(6.5)	544.2	(6.6)	(6.7)	(9.2)	(7.9)	(30.4)
Cash and cash equivalents at beginning of period	5.6	123.3	62.4	86.0	70.5	63.1	62.4	107.9	113.7	640.6	582.5	107.9	496.2	465.2	348.1	306.1	496.2
Net change in cash and cash equivalents	117.6	(61.0)	23.7	(15.6)	(7.3)	44.8	45.6	5.8	526.8	(58.0)	(86.3)	388.3	(31.0)	(117.2)	(42.0)	(101.2)	(291.4)
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	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	107.9	113.7	640.6	582.5	496.2	496.2	465.2	348.1	306.1	204.9	204.9