



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

Note: Financials as of Q2 2024/2025 ended on August 31, 2024.

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

Definitions are available in ABOUT YOU's Half-year Report 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 | Q1 23/24 | Q2 23/24 | Q3 23/24 | Q4 23/24 | FY 23/24 | Q1 24/25 | Q2 24/25 |      |     |
|--|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|----------|----------|----------|------|-----|
| Group key customer metrics                 |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |          |          |          |      |     |
| 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    | 12.8     | 12.6     | 12.4     | 12.3     | 12.3     | 12.3     | 12.3     | 12.4 |     |
| 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     | 3.1      | 3.1      | 3.1      | 3.1      | 3.1      | 3.1      | 3.1      | 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    | 39.6     | 39.1     | 38.4     | 37.8     | 37.8     | 37.7     | 37.7     | 37.9 |     |
| 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    | 54.8     | 55.6     | 56.6     | 58.0     | 58.0     | 58.5     | 58.5     | 58.8 |     |
| Group key performance metrics (in €m)      |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |          |          |          |      |     |
| Revenue                                    | 461.2   | 153.0    | 154.3    | 228.0    | 208.1    | 743.4   | 253.1    | 258.0    | 346.2    | 307.1    | 1,166.5 | 422.1    | 395.6    | 512.5    | 401.4    | 1,731.6 | 504.1    | 430.6    | 554.9    | 415.0    | 1,904.6 | 507.1    | 439.6    | 551.9    | 436.6    | 1,935.2  | 518.3    | 450.1    |      |     |
| % 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%    | 53.3%    | 48.0%    | 30.7%    | 48.5%   | 19.4%    | 8.9%     | 8.3%     | 3.4%     | 10.0%   | 0.6%     | 2.1%     | -0.5%    | 5.2%     | 1.6%     | 2.2%     | 2.4%     |      |     |
| 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    | 199.3    | 173.9    | 703.7   | 214.8    | 168.4    | 196.4    | 141.0    | 720.6   | 200.1    | 154.1    | 222.6    | 171.6    | 748.4    | 224.0    | 170.6    |      |     |
| % margin                                   | 40.8%   | 42.3%    | 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%   | 39.5%    | 35.1%    | 40.3%    | 39.3%    | 38.7%    | 43.2%    | 37.9%    |      |     |
| 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)   | (11.0)   | (66.9)  | (28.8)   | (42.8)   | (43.1)   | (22.3)   | (137.0) | 4.2      | (12.9)   | 19.8     | (7.8)    | 3.2      | 15.0     | (2.3)    |      |     |
| % 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)%   | (3.3)%   | (6.0)%   | (2.7)%   | (3.9)%  | (5.7)%   | (9.9)%   | (7.8)%   | (5.4)%   | (7.2)%  | 0.8%     | (2.9)%   | 3.6%     | (1.8)%   | 0.2%     | 2.9%     | (0.5)%   |      |     |
| 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) | (2.8)    | (20.4)   | 9.7      | (9.1)    | (22.5)   | 9.1      | (7.9)    |      |     |
| % 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)%  | (0.5)%   | (4.6)%   | 1.8%     | (2.1)%   | (1.2)%   | 1.8%     | (1.8)%   |      |     |
| 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) | (20.2)   | (37.8)   | (7.4)    | (24.3)   | (89.8)   | (7.6)    | (26.3)   |      |     |
| % 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)% | (4.0)%   | (8.6)%   | (1.3)%   | (5.6)%   | (4.6)%   | (1.5)%   | (5.8)%   |      |     |
| Financial position (in €m)                 |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |         |          |          |          |          |          |          |          |      |     |
| 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    | 30.8     | 40.6     | (46.5)   | (16.9)   | (16.9)   | (63.0)   | (50.0)   |      |     |
| % of net revenue                           | 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%    | 6.1%     | 9.2%     | (8.4)%   | (3.9)%   | (0.9)%   | (12.1)%  | (11.1)%  |      |     |
| 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) | (23.8)   | (46.0)   | (10.4)   | (32.0)   | (112.2)  | (9.5)    | (28.1)   |      |     |
| 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) | 26.0     | (31.3)   | 96.8     | (43.7)   | 47.8     | 59.3     | (21.4)   |      |     |
| 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)  | (15.2)   | (12.2)   | (3.7)    | (7.7)    | (38.8)   | (13.3)   | (10.7)   |      |     |
| % of net revenue                           | (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)%  | (3.0)%   | (2.8)%   | (0.7)%   | (1.8)%   | (2.0)%   | (2.6)%   | (2.4)%   |      |     |
| 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) | 10.8     | (43.5)   | 93.1     | (51.5)   | 9.0      | 46.0     | (32.0)   |      |     |
| 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)  | (12.0)   | (12.0)   | (11.7)   | (14.2)   | (49.9)   | (15.1)   | (17.0)   |      |     |
| 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   | 203.7    | 148.2    | 229.6    | 163.9    | 163.9    | 194.8    | 145.8    |      |     |
| 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)  | (15.2)   | (12.2)   | (3.7)    | (7.7)    | (38.8)   | (13.9)   | (10.7)   |      |     |

## ABOUT YOU Group

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 | FY21/22   | Q1 22/23 | Q2 22/23 | Q3 22/23 | Q4 22/23 | FY22/23   | Q1 23/24 | Q2 23/24 | Q3 23/24 | Q4 23/24 | FY23/24   | Q1 24/25 | Q2 24/25 |
|--|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|-----------|----------|----------|
| 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   | 507.1    | 439.6    | 551.9    | 436.6    | 1,935.2   | 518.3    | 450.1    |
| % 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%    | 53.3%    | 48.0%    | 30.7%    | 48.5%     | 19.4%    | 8.9%     | 8.3%     | 3.4%     | 10.0%     | 0.6%     | 2.1%     | -0.5%    | 5.2%     | 1.6%      | 2.2%     | 2.4%     |
| 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) | (307.0)  | (285.5)  | (329.3)  | (265.1)  | (1,186.9) | (294.3)  | (279.5)  |
| 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    | 154.2    | 199.3    | 173.9    | 703.7     | 214.8    | 168.4    | 196.4    | 141.0    | 720.6     | 200.1    | 154.1    | 222.6    | 171.6    | 748.4     | 224.0    | 170.6    |
| % 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%     | 39.5%    | 35.1%    | 40.3%    | 39.3%    | 38.7%     | 43.2%    | 37.9%    |
| 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)   | (89.6)   | (347.4)   | (110.2)  | (122.6)  | (129.8)  | (103.7)  | (466.2)   | (120.5)  | (104.5)  | (112.4)  | (107.4)  | (444.8)   | (125.4)  | (103.9)  |
| % 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)%   | (23.8)%  | (23.8)%  | (20.4)%  | (24.6)%  | (23.0)%   | (24.2)%  | (23.1)%  |
| 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)   | (67.0)   | (108.7)  | (69.1)   | (328.5)   | (104.9)  | (68.2)   | (90.7)   | (38.8)   | (302.7)   | (51.3)   | (39.7)   | (68.6)   | (51.7)   | (211.3)   | (60.4)   | (49.8)   |
| % 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)%   | (10.1)%  | (9.0)%   | (12.4)%  | (11.8)%  | (10.9)%   | (11.7)%  | (11.1)%  |
| 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)    | (24.2)   | (22.8)   | (21.8)   | (20.3)   | (89.1)    | (23.2)   | (19.2)   |
| % 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)%    | (4.8)%   | (5.2)%   | (4.0)%   | (4.6)%   | (4.6)%    | (4.5)%   | (4.3)%   |
| 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)   | 4.2      | (12.9)   | 19.8     | (7.8)    | 3.2       | 15.0     | (2.3)    |
| % 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)%   | (3.3)%   | (6.0)%   | (2.7)%   | (3.9)%    | (5.7)%   | (9.9)%   | (7.8)%   | (5.4)%   | (7.2)%    | 0.8%     | (2.9)%   | 3.6%     | (1.8)%   | 0.2%      | 2.9%     | (0.5)%   |
| 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)    | (6.9)    | (7.5)    | (10.1)   | (1.3)    | (25.7)    | (5.9)    | (5.7)    |
| 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)   | (30.7)   | (15.8)   | (95.0)    | (31.3)   | (47.1)   | (43.6)   | (29.5)   | (151.6)   | (2.8)    | (20.4)   | 9.7      | (9.1)    | (22.5)    | 9.1      | (7.9)    |
| % 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)%    | (0.5)%   | (4.6)%   | 1.8%     | (2.1)%   | (1.2)%    | 1.8      | (1.8)%   |
| 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)    | (17.5)   | (17.5)   | (17.1)   | (15.2)   | (67.2)    | (16.7)   | (18.4)   |
| 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)   | (123.2)   | (20.2)   | (37.8)   | (7.4)    | (24.3)   | (89.8)    | (7.6)    | (26.3)   |
| % 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)%   | (4.0)%   | (8.6)%   | (1.3)%   | (5.6)%   | (4.6)%    | (1.5)%   | (5.8)%   |

## ABOUT YOU Group

### 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 | FY21/22 | Q1 22/23 | Q2 22/23 | Q3 22/23 | Q4 22/23 | FY22/23 | Q1 23/24 | Q2 23/24 | Q3 23/24 | Q4 23/24 | FY23/24 | Q1 24/25 | Q2 24/25 |
|------------------------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|
| 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    | 512.5    | 401.4    | 1,731.6 | 504.1    | 430.6    | 554.9    | 415.0    | 1,904.6 | 507.1    | 439.6    | 551.9    | 436.6    | 1,935.2 | 518.3    | 450.1    |
| 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    | 197.4    | 248.4    | 175.9    | 839.9   | 239.0    | 206.7    | 268.7    | 201.8    | 916.3   | 248.8    | 207.3    | 249.9    | 210.7    | 916.7   | 252.7    | 225.1    |
| 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   | 228.8    | 212.1    | 285.2    | 199.8    | 925.9   | 234.1    | 212.5    |
| 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   | 48.3     | 44.8     | 51.4     | 44.3     | 188.9   | 46.8     | 44.1     |
| 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) | (18.7)   | (24.6)   | (34.7)   | (18.2)   | (96.2)  | (15.2)   | (31.7)   |
| % 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%    | 30.7%    | 48.5%   | 19.4%    | 8.9%     | 8.3%     | 3.4%     | 10.0%   | 0.6%     | 2.1%     | (0.5)%   | 5.2%     | 1.6%    | 2.2%     | 2.4%     |
| 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%    | 4.1%     | 0.3%     | (7.0)%   | 4.4%     | 0.0%    | 1.6%     | 8.6%     |
| 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%   | -0.3%    | 1.3%     | 7.1%     | 2.4%     | 2.8%    | 2.3%     | 0.2%     |
| 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%   | (3.5)%   | (3.0)%   | (3.6)%   | (2.6)%   | (3.2)%  | (3.1)%   | (1.5)%   |
| 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) | 4.2      | (12.9)   | 19.8     | (7.8)    | 3.2     | 15.0     | (2.3)    |
| 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     | 7.8      | 13.6     | 16.7     | 55.5    | 9.9      | 0.9      | (4.2)    | 7.0      | 13.5    | 13.0     | 3.9      | 10.8     | 5.2      | 33.0    | 8.4      | 1.1      |
| 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) | (12.1)   | (22.4)   | (12.8)   | (15.5)   | (62.8)  | (7.8)    | (12.3)   |
| 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      | 6.1      | 7.1      | 11.1     | 29.0    | 7.0      | 4.1      | 8.3      | 12.1     | 31.4    | 8.8      | 10.5     | 19.7     | 11.4     | 50.4    | 11.5     | 10.1     |
| 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)    | (2.0)    | (6.3)   | 0.4      | (8.4)    | (0.4)    | (4.8)    | (13.2)  | (5.5)    | (4.9)    | 2.0      | (9.0)    | (17.4)  | 3.0      | (1.2)    |
| 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)%  | 0.8%     | (2.9)%   | 3.6%     | (1.8)%   | 0.2%    | 2.9%     | (0.5)%   |
| 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%    | 5.2%     | 1.9%     | 4.3%     | 2.5%     | 3.6%    | 3.3%     | 0.5%     |
| 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)% | (5.3)%   | (10.6)%  | (4.5)%   | (7.8)%   | (6.8)%  | (3.3)%   | (5.8)%   |
| 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%   | 18.2%    | 23.4%    | 38.3%    | 25.7%    | 26.7%   | 24.5%    | 22.9%    |

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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 | FY21/22 | Q1 22/23 | Q2 22/23 | Q3 22/23 | Q4 22/23 | FY22/23 | Q1 23/24 | Q2 23/24 | Q3 23/24 | Q4 23/24 | FY 23/24 | Q1 24/25 | Q2 24/25 |      |     |
|--|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|----------|----------|----------|------|-----|
| 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    | 12.8     | 12.6     | 12.4     | 12.3     | 12.3     | 12.3     | 12.3     | 12.4 |     |
| 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     | 3.1      | 3.1      | 3.1      | 3.1      | 3.1      | 3.1      | 3.1      | 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    | 39.6     | 39.1     | 38.4     | 37.8     | 37.8     | 37.7     | 37.9     | 37.9 |     |
| 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    | 54.8     | 55.6     | 56.0     | 58.0     | 58.0     | 58.5     | 58.8     | 58.8 |     |
| 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      | 9.5      | 7.9      | 32.9    | 9.9      | 9.6      | 10.7     | 9.2      | 39.4    | 10.1     | 9.1      | 10.1     | 8.6      | 37.8     | 9.9      | 9.3      |      |     |

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### 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 | FY21/22   | Q1 22/23 | Q2 22/23 | Q3 22/23 | Q4 22/23 | FY22/23   | Q1 23/24 | Q2 23/24 | Q3 23/24 | Q4 23/24 | FY 23/24  | Q1 24/25 | Q2 24/25 |
|---|---------|---------|----------|----------|----------|----------|---------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|-----------|----------|----------|
| 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    | 1904.6    | 507.1    | 439.6    | 551.9    | 436.6    | 1935.2    | 518.3    | 450.1    |
| % 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%     | 0.6%     | 2.1%     | -0.5%    | 5.2%     | 1.6%      | 2.2%     | 2.4%     |
| 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) | (302.2)  | (284.3)  | (326.2)  | (261.5)  | (1,174.3) | (290.7)  | (274.7)  |
| 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)   | (29.9)   | (27.4)   | (28.6)   | (24.4)   | (110.3)   | (30.5)   | (30.4)   |
| 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)   | (187.8)  | (157.9)  | (199.2)  | (167.1)  | (711.9)   | (196.8)  | (168.4)  |
| 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      | 0.9      | 0.6      | 3.4      | (0.8)    | 4.0       | 0.5      | 6.4      |
| 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      | 9.1      | 9.0      | 8.5      | 8.1      | 34.7      | 8.4      | 9.1      |
| 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)   | (2.8)    | (20.4)   | 9.7      | (9.1)    | (22.5)    | 9.1      | (7.9)    |
| % 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)%    | (0.5)%   | (4.6)%   | 1.8%     | (2.1)%   | (1.2)%    | 1.8%     | (1.8)%   |
| 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)    | (17.5)   | (17.5)   | (17.1)   | (15.2)   | (67.2)    | (16.7)   | (18.4)   |
| 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)   | (20.2)   | (37.8)   | (7.4)    | (24.3)   | (69.8)    | (7.6)    | (26.3)   |
| % 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)%   | (4.0)%   | (8.6)%   | (1.3)%   | (5.6)%   | (4.6)%    | (1.5)%   | (5.8)%   |
| Financial 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)    | (2.8)    | (5.1)    | (3.1)    | (12.2)   | (23.3)    | (2.6)    | (2.3)    |
| 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)   | (23.1)   | (43.0)   | (10.5)   | (36.5)   | (113.1)   | (10.2)   | (28.6)   |
| 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)     | (0.7)    | (3.0)    | 0.1      | 4.6      | 0.9       | 0.7      | 0.5      |
| 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)   | (23.8)   | (46.0)   | (10.4)   | (32.0)   | (112.2)   | (9.5)    | (28.1)   |

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### 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 | FY21/22        | Q1 22/23 | Q2 22/23 | Q3 22/23 | Q4 22/23 | FY22/23        | Q1 23/24 | Q2 23/24 | Q3 23/24 | Q4 23/24 | FY 23/24       | Q1 24/25 | Q2 24/25      |
|--|----------------|---------------|----------|----------|----------|----------|---------------|----------|----------|----------|----------|----------------|----------|----------|----------|----------|----------------|----------|----------|----------|----------|----------------|----------|---------------|
| Adjusted EBITDA                                  | <b>(106.5)</b> | <b>(69.9)</b> | (10.7)   | (12.9)   | (14.3)   | 2.4      | <b>(35.5)</b> | (12.3)   | (13.1)   | (30.5)   | (11.0)   | <b>(66.9)</b>  | (28.8)   | (42.8)   | (43.1)   | (22.3)   | <b>(137.0)</b> | 4.2      | (12.9)   | 19.8     | (7.8)    | <b>3.2</b>     | 15.0     | <b>(2.3)</b>  |
| Equity-settled share-based compensation expenses | <b>0.0</b>     | <b>0.0</b>    | 0.0      | 0.0      | 0.0      | (8.4)    | <b>(8.4)</b>  | (1.6)    | (8.4)    | (0.2)    | (4.6)    | <b>(14.8)</b>  | (2.5)    | (4.3)    | (0.5)    | (5.1)    | <b>(12.4)</b>  | (5.3)    | (3.8)    | (4.5)    | 1.1      | <b>(12.5)</b>  | (5.5)    | <b>(5.3)</b>  |
| Restructuring costs and one-time effects         | <b>0.0</b>     | <b>0.0</b>    | 0.0      | 0.0      | 0.0      | (0.2)    | <b>(0.2)</b>  | (4.7)    | (8.3)    | 0.0      | (0.2)    | <b>(13.2)</b>  | 0.0      | 0.0      | 0.0      | (2.1)    | <b>(2.1)</b>   | (1.6)    | (3.7)    | (5.6)    | (2.4)    | <b>(13.2)</b>  | (0.4)    | <b>(0.3)</b>  |
| EBITDA   | <b>(106.5)</b> | <b>(69.9)</b> | (10.7)   | (12.9)   | (14.3)   | (6.1)    | <b>(44.0)</b> | (18.6)   | (29.8)   | (30.7)   | (15.8)   | <b>(95.0)</b>  | (31.3)   | (47.1)   | (43.6)   | (29.5)   | <b>(151.6)</b> | (2.8)    | (20.4)   | 9.7      | (9.1)    | <b>(22.5)</b>  | 9.1      | <b>(7.9)</b>  |
| Amortization, depreciation, and write-downs      | <b>(5.9)</b>   | <b>(9.5)</b>  | (2.7)    | (2.7)    | (2.8)    | (3.2)    | <b>(11.4)</b> | (3.8)    | (3.9)    | (7.7)    | (9.6)    | <b>(25.0)</b>  | (11.6)   | (14.6)   | (15.8)   | (19.6)   | <b>(61.6)</b>  | (17.5)   | (17.5)   | (17.1)   | (15.2)   | <b>(67.2)</b>  | (16.7)   | <b>(18.4)</b> |
| Financial result                                 | <b>(1.8)</b>   | <b>(0.9)</b>  | (0.6)    | 0.3      | (0.4)    | (0.9)    | <b>(1.6)</b>  | (1.1)    | (1.2)    | (0.5)    | 0.1      | <b>(2.7)</b>   | (1.1)    | (1.2)    | (1.9)    | (9.8)    | <b>(14.0)</b>  | (2.8)    | (5.1)    | (3.1)    | (12.2)   | <b>(23.3)</b>  | (2.6)    | <b>(2.3)</b>  |
| Income taxes                                     | <b>(0.5)</b>   | <b>0.4</b>    | (0.1)    | (0.1)    | (0.1)    | (2.5)    | <b>(2.8)</b>  | 0.0      | (0.1)    | (0.9)    | (0.8)    | <b>(1.8)</b>   | (0.3)    | (0.5)    | (0.7)    | (0.3)    | <b>(1.9)</b>   | (0.7)    | (3.0)    | 0.1      | 4.6      | <b>0.9</b>     | 0.7      | <b>0.5</b>    |
| Profit / (loss) for the period (EAT)             | <b>(114.7)</b> | <b>(79.8)</b> | (14.1)   | (15.4)   | (17.7)   | (12.7)   | <b>(59.9)</b> | (23.5)   | (35.0)   | (39.9)   | (26.0)   | <b>(124.4)</b> | (44.4)   | (63.4)   | (62.0)   | (59.2)   | <b>(229.0)</b> | (23.8)   | (46.0)   | (10.4)   | (32.0)   | <b>(112.2)</b> | (9.5)    | <b>(28.1)</b> |

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### Statement of Financial Position

| (in EUR million)                            | FY 18/19 | FY 19/20 | 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 | Q1 23/24 | Q2 23/24 | Q3 23/24 | Q4 23/24 | FY 23/24 | Q1 24/25 | Q2 24/25 |
|---|----------|----------|---------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| 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    | 303.8    | 295.8    | 281.0    | 257.7    | 257.7    | 260.9    | 260.4    |
| 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     | 69.4     | 73.3     | 76.7     | 79.6     | 79.6     | 83.1     | 86.9     |
| 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    | 193.9    | 182.0    | 169.6    | 147.8    | 147.8    | 143.6    | 137.9    |
| 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      | 6.6      | 6.3      | 6.1      | 6.0      | 6.0      | 5.9      | 5.5      |
| 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     | 33.9     | 34.2     | 28.3     | 24.4     | 24.4     | 28.3     | 30.0     |
| 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      | 0.0      | 0.0      | 0.2      | 0.0      | 0.0      | 0.0      | 0.2      |
| 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    | 886.7    | 888.8    | 1,020.0  | 887.0    | 887.0    | 896.9    | 807.2    |
| 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    | 538.2    | 548.2    | 541.2    | 519.7    | 519.7    | 486.9    | 465.6    |
| Trade receivables and 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     | 54.0     | 89.4     | 126.9    | 106.5    | 106.5    | 107.6    | 102.3    |
| 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      | 0.0      | 15.6     | 15.1     | 13.4     | 13.4     | 14.4     | 13.2     |
| 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     | 90.8     | 87.4     | 107.2    | 83.4     | 83.4     | 93.1     | 80.4     |
| 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    | 203.7    | 148.2    | 229.6    | 163.9    | 163.9    | 194.8    | 145.8    |
| 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  | 1,190.5  | 1,184.6  | 1,301.0  | 1,144.7  | 1,144.7  | 1,157.8  | 1,067.6  |
| 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    | 348.2    | 305.9    | 300.4    | 267.3    | 267.3    | 263.3    | 240.6    |
| 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    | 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    | 951.1    | 955.2    | 959.7    | 958.6    | 958.6    | 964.1    | 969.5    |
| 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)  | (789.1)  | (835.1)  | (845.5)  | (877.4)  | (877.4)  | (886.9)  | (915.0)  |
| 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)    | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| 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    | 190.1    | 178.8    | 163.7    | 137.5    | 137.5    | 129.4    | 115.6    |
| 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    | 166.8    | 154.4    | 141.4    | 121.7    | 121.7    | 116.2    | 105.9    |
| Non-current liabilities                     | 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      | 15.6     | 13.6     | 11.5     | 9.7      | 9.7      | 7.9      | 4.6      |
| 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      | 7.7      | 10.8     | 10.8     | 6.1      | 6.1      | 5.3      | 5.1      |
| 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    | 652.2    | 700.0    | 836.8    | 739.9    | 739.9    | 765.0    | 711.5    |
| 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    | 431.1    | 437.4    | 501.6    | 456.7    | 456.7    | 479.5    | 478.0    |
| 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     | 47.3     | 49.4     | 51.5     | 53.2     | 53.2     | 54.3     | 56.4     |
| 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    | 103.9    | 116.4    | 156.1    | 115.9    | 115.9    | 103.6    | 90.7     |
| 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     | 68.6     | 95.0     | 125.8    | 112.3    | 112.3    | 126.0    | 84.6     |
| 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      | 1.4      | 1.8      | 1.9      | 1.7      | 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  | 1,190.5  | 1,184.6  | 1,301.0  | 1,144.7  | 1,144.7  | 1,157.8  | 1,067.6  |



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### 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       | Q1 23/24 | Q2 23/24 | Q3 23/24 | Q4 23/24 | FY 23/24       | Q1 24/25 | Q2 24/25      |
|---|----------------|---------------|----------|----------|----------|----------|---------------|----------|----------|----------|----------|----------------|----------|----------|----------|----------|----------------|----------|----------|----------|----------|----------------|----------|---------------|
| Profit / (loss) for the period (EAT)                                | <b>(114.7)</b> | <b>(79.8)</b> | (14.1)   | (15.4)   | (17.7)   | (12.7)   | <b>(59.9)</b> | (23.5)   | (35.0)   | (39.9)   | (26.0)   | <b>(124.4)</b> | (44.4)   | (63.4)   | (62.0)   | (59.2)   | <b>(229.0)</b> | (23.8)   | (46.0)   | (10.4)   | (32.0)   | <b>(112.2)</b> | (9.5)    | <b>(28.1)</b> |
| Amortization, depreciation, and write-downs                         | <b>5.9</b>     | <b>9.5</b>    | 2.7      | 2.7      | 2.8      | 3.2      | <b>11.4</b>   | 3.8      | 3.9      | 7.7      | 9.6      | <b>25.0</b>    | 11.6     | 14.6     | 15.8     | 19.6     | <b>61.6</b>    | 17.5     | 17.5     | 17.1     | 15.2     | <b>67.2</b>    | 16.7     | <b>18.4</b>   |
| Income taxes  | <b>0.5</b>     | <b>(0.4)</b>  | 0.1      | 0.1      | 0.1      | 2.5      | <b>2.8</b>    | 0.0      | 0.1      | 0.9      | 0.8      | <b>1.8</b>     | 0.3      | 0.5      | 0.7      | 0.3      | <b>1.9</b>     | 0.7      | 3.0      | (0.1)    | (4.6)    | <b>(0.9)</b>   | (0.7)    | <b>(0.5)</b>  |
| Net interest result   | <b>2.0</b>     | <b>0.2</b>    | 0.0      | 0.1      | 0.1      | 1.7      | <b>1.9</b>    | 2.0      | 1.4      | 0.4      | 0.3      | <b>4.0</b>     | 0.3      | 0.6      | 0.8      | 0.7      | <b>2.5</b>     | 1.2      | 1.2      | 1.0      | 8.5      | <b>11.9</b>    | 2.8      | <b>1.7</b>    |
| Taxes paid  | <b>0.0</b>     | <b>(0.2)</b>  | (0.1)    | (0.1)    | (0.1)    | 0.5      | <b>0.2</b>    | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | (0.1)    | 0.1      | <b>0.0</b>     | 0.0      | <b>0.0</b>    |
| Increase / decrease in working capital                              | <b>(9.9)</b>   | <b>27.0</b>   | 36.8     | 0.6      | 11.0     | (24.5)   | <b>23.9</b>   | 34.9     | (1.4)    | 0.4      | (56.7)   | <b>(22.7)</b>  | 28.9     | (46.2)   | 34.1     | (48.0)   | <b>(31.2)</b>  | 9.9      | (9.8)    | 87.1     | (29.6)   | <b>57.6</b>    | 46.1     | <b>(12.9)</b> |
| Increase / decrease in remaining assets / liabilities <sup>1</sup>  | <b>0.0</b>     | <b>(3.6)</b>  | 0.2      | 0.4      | (0.5)    | 0.0      | <b>0.1</b>    | (1.0)    | 0.2      | (12.7)   | 4.7      | <b>(8.9)</b>   | (10.6)   | (10.8)   | (7.5)    | (4.3)    | <b>(33.1)</b>  | 13.5     | (4.2)    | (4.3)    | (3.9)    | <b>1.0</b>     | (3.0)    | <b>(5.7)</b>  |
| Non-cash expenses   | <b>8.8</b>     | <b>4.9</b>    | 1.2      | 0.3      | 2.3      | 9.3      | <b>13.1</b>   | 1.9      | 8.4      | 0.2      | 4.6      | <b>15.2</b>    | 2.5      | 4.3      | 0.3      | 13.8     | <b>20.9</b>    | 7.0      | 7.1      | 6.4      | 2.6      | <b>23.1</b>    | 6.9      | <b>5.8</b>    |
| Cash flow from operating activities                                 | <b>(107.3)</b> | <b>(42.4)</b> | 26.9     | (11.3)   | (2.0)    | (19.9)   | <b>(6.4)</b>  | 18.1     | (22.4)   | (43.0)   | (62.8)   | <b>(110.1)</b> | (11.3)   | (100.4)  | (17.8)   | (77.1)   | <b>(206.5)</b> | 26.0     | (31.3)   | 96.8     | (43.7)   | <b>47.8</b>    | 59.3     | <b>(21.4)</b> |
| Acquisition of intangible assets and property, plant, and equipment | <b>(9.5)</b>   | <b>(10.5)</b> | (2.1)    | (3.3)    | (4.2)    | (7.3)    | <b>(16.9)</b> | (4.4)    | (4.6)    | (8.7)    | (10.3)   | <b>(28.1)</b>  | (8.4)    | (8.7)    | (11.3)   | (9.7)    | <b>(38.2)</b>  | (9.2)    | (9.1)    | (8.6)    | (8.4)    | <b>(35.4)</b>  | (8.7)    | <b>(9.1)</b>  |
| Acquisition of companies  | <b>0.0</b>     | <b>(4.2)</b>  | 0.0      | 0.0      | 0.0      | (1.9)    | <b>(1.9)</b>  | (0.6)    | (0.4)    | 0.0      | (2.8)    | <b>(3.8)</b>   | 0.0      | (0.1)    | 0.0      | (0.1)    | <b>(0.2)</b>   | 0.0      | (1.3)    | 0.0      | 0.0      | <b>(1.3)</b>   | 0.0      | <b>(1.3)</b>  |
| Payments / repayments for loans                                     | <b>0.0</b>     | <b>(0.5)</b>  | (0.1)    | 0.0      | 0.0      | 0.0      | <b>(0.1)</b>  | (6.0)    | (3.2)    | (1.1)    | (4.1)    | <b>(14.4)</b>  | (5.0)    | (1.6)    | (4.1)    | (6.9)    | <b>(17.5)</b>  | (6.5)    | (2.4)    | 4.4      | 0.2      | <b>(4.4)</b>   | (5.3)    | <b>(0.8)</b>  |
| Interest received   | <b>0.0</b>     | <b>0.0</b>    | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>    | 0.0      | 0.0      | 0.3      | 0.1      | <b>0.4</b>     | 0.2      | 0.3      | 0.3      | 0.5      | <b>1.4</b>     | 0.6      | 0.6      | 0.6      | 0.5      | <b>2.3</b>     | 0.7      | <b>0.6</b>    |
| Cash flow from investing activities                                 | <b>(9.5)</b>   | <b>(15.1)</b> | (2.2)    | (3.3)    | (4.2)    | (9.2)    | <b>(18.9)</b> | (11.0)   | (8.2)    | (9.5)    | (17.1)   | <b>(45.8)</b>  | (13.1)   | (10.0)   | (15.1)   | (16.3)   | <b>(54.5)</b>  | (15.2)   | (12.2)   | (3.7)    | (7.7)    | <b>(38.8)</b>  | (13.3)   | <b>(10.7)</b> |
| Free cash flow  | <b>(116.8)</b> | <b>(57.6)</b> | 24.7     | (14.6)   | (6.3)    | (29.1)   | <b>(25.4)</b> | 7.1      | (30.7)   | (52.5)   | (79.9)   | <b>(155.9)</b> | (24.4)   | (110.4)  | (32.8)   | (93.3)   | <b>(261.0)</b> | 10.8     | (43.5)   | 93.1     | (51.5)   | <b>9.0</b>     | 46.0     | <b>(32.0)</b> |
| Proceeds from issue of share capital                                | <b>250.0</b>   | <b>0.0</b>    | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>    | 0.0      | 637.3    | 0.0      | 0.0      | <b>637.3</b>   | 0.0      | 0.1      | 0.0      | 0.0      | <b>0.1</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | <b>0.0</b>    |
| Proceeds / payments from shareholder loans                          | <b>(13.6)</b>  | <b>0.0</b>    | 0.0      | 0.0      | 0.0      | 75.0     | <b>75.0</b>   | 0.0      | (75.0)   | 0.0      | 0.0      | <b>(75.0)</b>  | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | <b>0.0</b>    |
| Proceeds from shareholders  | <b>10.9</b>    | <b>13.3</b>   | 4.1      | 4.5      | 3.8      | 2.0      | <b>14.4</b>   | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | <b>0.0</b>    |
| Payments to shareholders  | <b>(10.9)</b>  | <b>(13.3)</b> | (4.1)    | (4.5)    | (3.8)    | (2.0)    | <b>(14.4)</b> | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | <b>0.0</b>    |
| Payment from leasing agreements                                     | <b>0.0</b>     | <b>(3.3)</b>  | (1.0)    | (0.9)    | (1.0)    | (1.0)    | <b>(3.9)</b>  | (1.3)    | 0.1      | (4.9)    | (6.0)    | <b>(12.1)</b>  | (6.0)    | (5.9)    | (8.1)    | (6.6)    | <b>(26.6)</b>  | (10.3)   | (10.3)   | (10.2)   | (5.6)    | <b>(36.4)</b>  | (11.8)   | <b>(15.0)</b> |
| Interest paid   | <b>(2.0)</b>   | <b>(0.2)</b>  | 0.0      | (0.1)    | (0.1)    | (0.1)    | <b>(0.2)</b>  | (0.1)    | (5.0)    | (0.6)    | (0.4)    | <b>(6.1)</b>   | (0.6)    | (0.9)    | (1.1)    | (1.2)    | <b>(3.8)</b>   | (1.7)    | (1.7)    | (1.5)    | (8.6)    | <b>(13.5)</b>  | (3.3)    | <b>(2.0)</b>  |
| Cash flow from financing activities                                 | <b>234.4</b>   | <b>(3.4)</b>  | (1.0)    | (0.9)    | (1.1)    | 74.0     | <b>70.9</b>   | (1.3)    | 557.5    | (5.5)    | (6.5)    | <b>544.2</b>   | (6.6)    | (6.7)    | (9.2)    | (7.9)    | <b>(30.4)</b>  | (12.0)   | (12.0)   | (11.7)   | (14.2)   | <b>(49.9)</b>  | (15.1)   | <b>(17.0)</b> |
| Cash and cash equivalents at beginning of period                    | <b>5.6</b>     | <b>123.3</b>  | 62.4     | 86.0     | 70.5     | 63.1     | <b>62.4</b>   | 107.9    | 113.7    | 640.6    | 582.5    | <b>107.9</b>   | 496.2    | 465.2    | 348.1    | 306.1    | <b>496.2</b>   | 204.9    | 203.7    | 148.2    | 229.6    | <b>204.9</b>   | 163.9    | <b>194.8</b>  |
| Net change in cash and cash equivalents                             | <b>117.6</b>   | <b>(61.0)</b> | 23.7     | (15.6)   | (7.3)    | 44.8     | <b>45.6</b>   | 5.8      | 526.8    | (58.0)   | (86.3)   | <b>388.3</b>   | (31.0)   | (117.2)  | (42.0)   | (101.2)  | <b>(291.4)</b> | (1.2)    | (55.5)   | 81.4     | (65.7)   | <b>(40.9)</b>  | 30.9     | <b>(49.1)</b> |
| Effect of changes in ownership interests on cash held               | <b>0.1</b>     | <b>0.0</b>    | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>    | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | 0.0      | 0.0      | 0.0      | <b>0.0</b>     | 0.0      | <b>0.0</b>    |
| Cash and cash equivalents at end of period                          | <b>123.3</b>   | <b>62.4</b>   | 86.0     | 70.5     | 63.1     | 107.9    | <b>107.9</b>  | 113.7    | 640.6    | 582.5    | 496.2    | <b>496.2</b>   | 465.2    | 348.1    | 306.1    | 204.9    | <b>204.9</b>   | 203.7    | 148.2    | 229.6    | 163.9    | <b>163.9</b>   | 194.8    | <b>145.8</b>  |

<sup>1</sup> Reversing of current IFRS 16 effects and remaining assets and liabilities