

The background features a large, abstract graphic with purple and blue splatters and a black line. The purple splatters are concentrated on the right side, while the blue splatters are on the left. A black line starts from the top left and curves across the top of the image.

ABOUT YOU[®]

Q2 21/22
Quarterly Statement Presentation
9 November 2021

Agenda Conference Call Q2 21/22

9th November 2021

1	Introduction and highlights
2	Business update
3	Financial update
4	Outlook
Q&A	

Today's speaker: Hannes Wiese



Co-Founder & Co-CEO, Operations & Finance

Our vision: become the global #1 fashion platform

We digitise the offline shopping stroll for Gen Y&Z



We create incremental revenues for fashion brands



We provide the technology to help our partners grow their own online business



Q2 21/22 highlights

1

Strong revenue growth across all segments leading to 53% YoY growth for the group in Q2 21/22

2

All customer metrics improved (LTM)¹: active customers 9.7m (+34% YoY), AOF² 2.9x (+8% YoY), AOV €58.5 (+5% YoY)

3

International roll-out continued with successful launch campaigns in Italy, France, Greece, and Portugal in Q3 21/22

4

Hypergrowth in TME segment: +181% YoY as all B2B revenue streams scaled rapidly and profitably in Q2 21/22

5

Improved Group profitability: Adj. EBITDA margin at (3.3)% vs. (5.0)% in Q2 20/21, driven by a higher gross margin

6

FY revenue guidance confirmed at €1,725-1,775m (+48-52% YoY), Adj. EBITDA guidance (c. €(70)m) unchanged

1. LTM: last twelve months

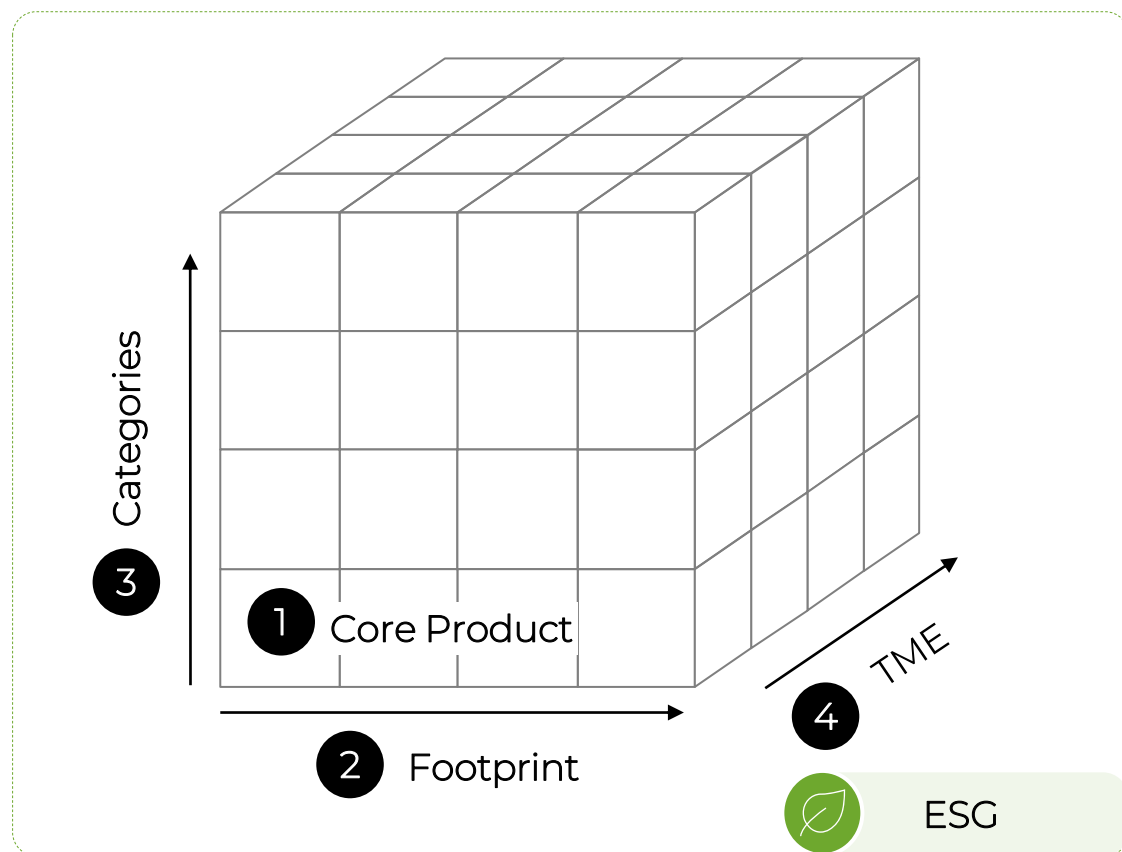
2. AOF: average order frequency



BUSINESS UPDATE

Growth strategy targets massive opportunities

Our growth levers



Our growth strategy

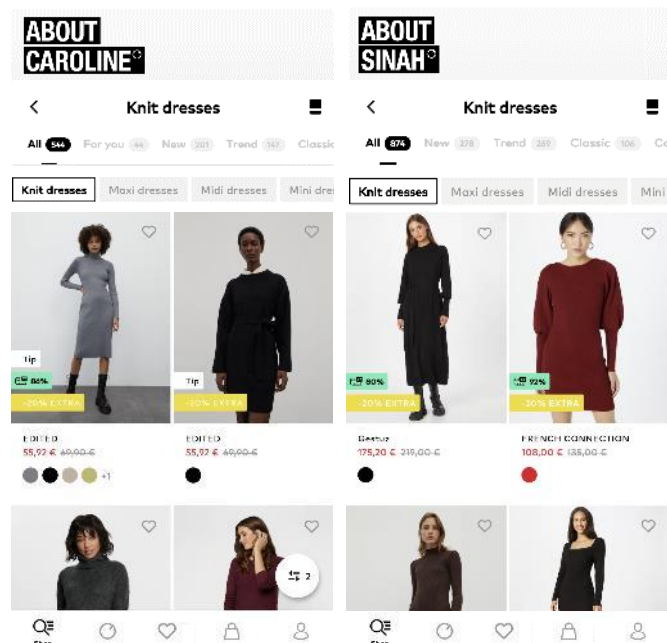


1 Tech-enabled product improvements enhanced with events

Improved personalized sorting



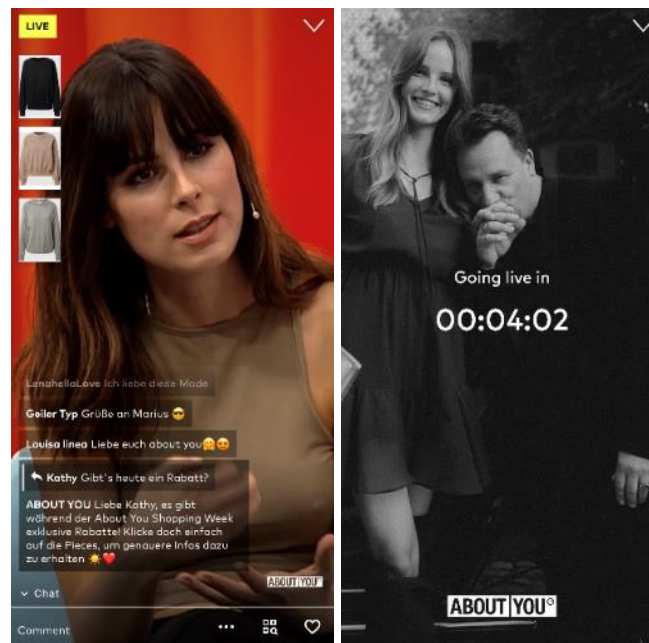
Better integration of individual price sensitivities leading to strong CLV uplift



New live-shopping features



Enabling personalised and interactive shopping with live show integration



Revival of events



AY Fashion Week (reach >1bn), AY Pangea Festival, launch events & more



2 Footprint expansion continues to progress well

Highlights



Big bang campaigns in Greece, Portugal and Italy successfully executed



France scaling strongly under adapted market entry campaign scheme



Czechia and Slovakia first CEE countries to reach profitability on LTM basis



Global shipping platform already in final implementation stages and expected to launch this year

Current country roll-out stage status

Explore

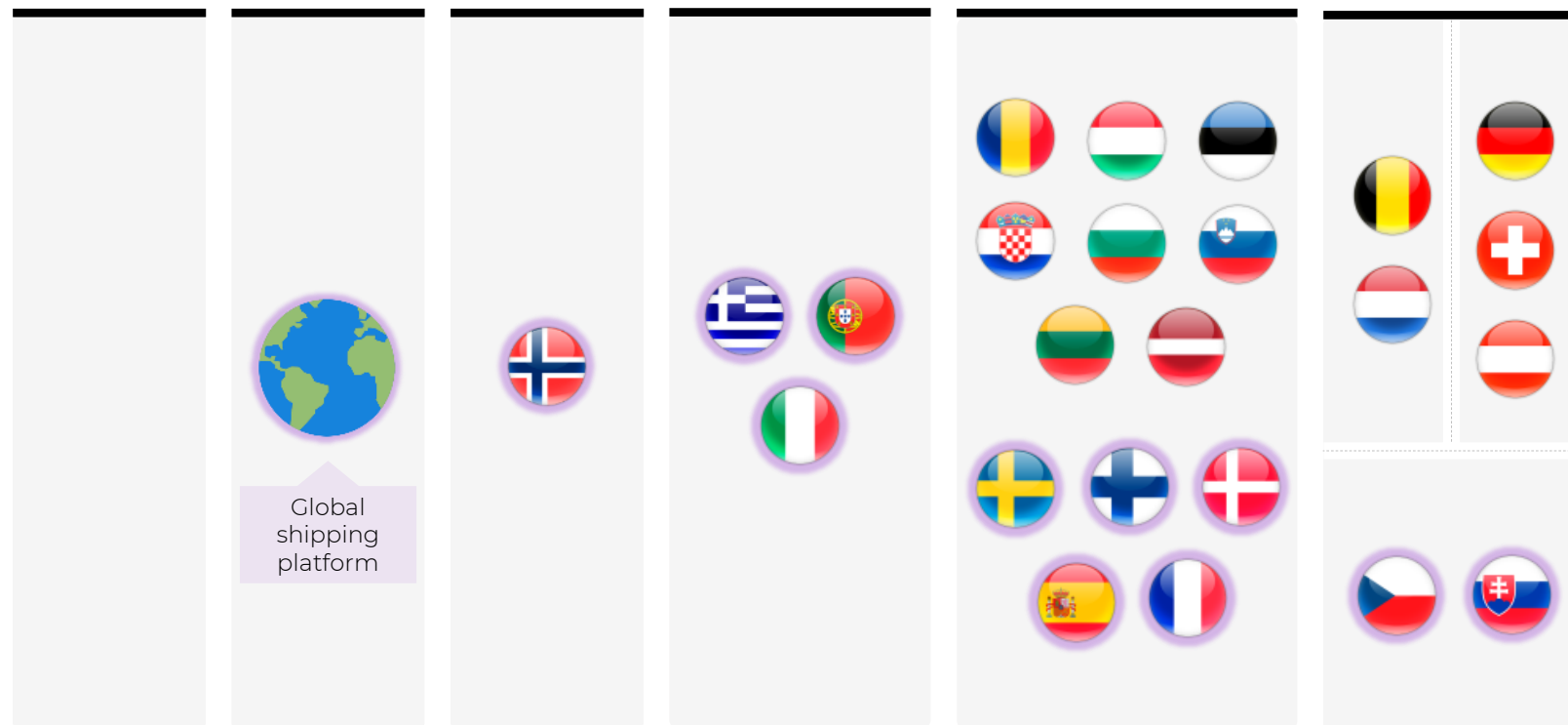
Set-Up

Soft launch

Big Bang

Scaling

Profitability¹



Countries that have changed status in H1 21/22 | Deprioritized: | Total = 26 countries

1. Based on LTM figures per August 2021 – includes: Germany, Austria, Switzerland, Belgium, Netherlands, Czech Republic, and Slovakia

2 Increasing distribution centre capacity in line with growth plans

Progressive distribution centre hub opening timeline

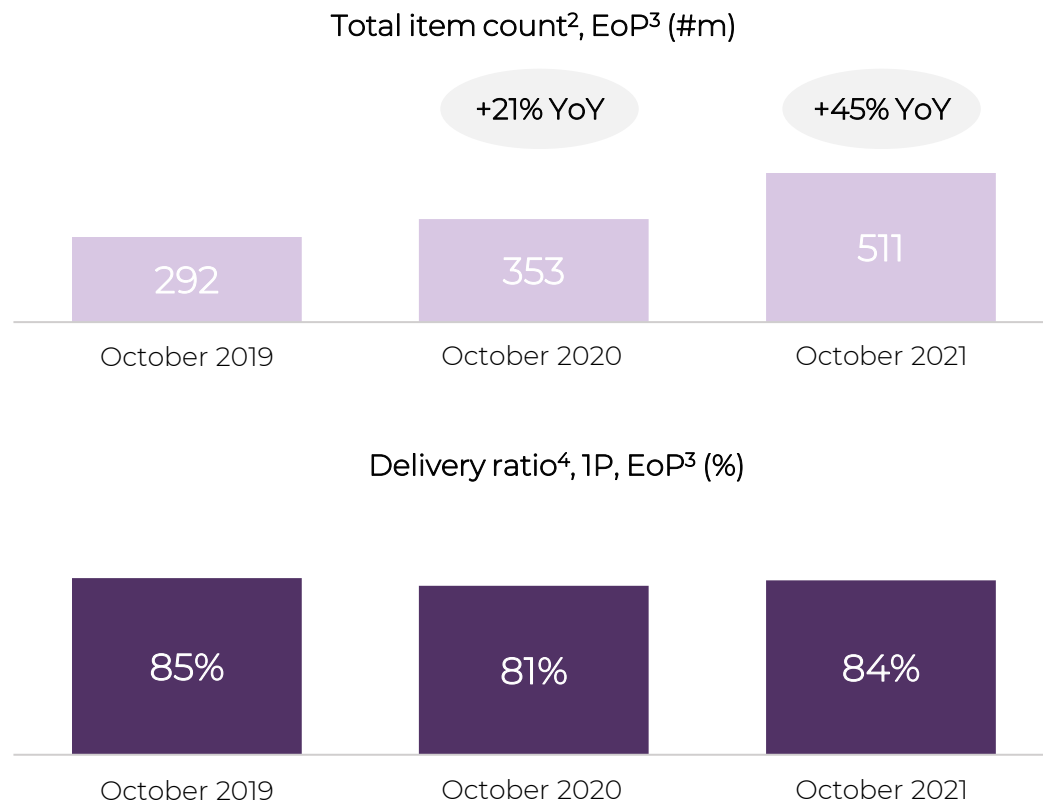
	2020	2021	2022	2023
Location	Germany	Slovakia	Eastern Europe	Southern Europe
Current status	Live	Live	Preparation	Tender
Productive area (sqm)	>100k	>100k	>100k	>100k
Cumulative capacity vs. 2020	1x	~2x	~3x	~4x

Slovakian DC ramped-up within 12 months



3 Global supply disruptions with limited effect on business

Supply-side well prepared for A/W¹ 21 peak-demand



Robust business model to meet supply challenges

Discovery model enables active demand management

- » Personalization reduces demand concentration
- » Inelastic impulse buys follow prioritized offerings

Supply model limits vulnerability for supply chain issues

- » 1P/3P hybrid model leverages tech to assure supply
- » 3rd party vs. own brand mix limits margin pressure

Further precautionary measures in place for 2022

- » Increased pre-orders and stock-buffers for S/S⁵ 22
- » Leveraging strong partnerships with key suppliers

1. A/W: Autumn / winter
2. Total items online per end of October, based on data from Germany, including 1P and 3P, excluding second love items
3. EoP: End of period
4. Delivery ratio defined as value of delivered goods / value of ordered goods for seasonal assortments
5. S/S: Spring / summer

3 Continuing to execute on our exclusives ramp-up

Highlights Exclusives

Kendall for ABOUT YOU

- ★ Launched 1st drop of Kendall for ABOUT YOU, 2nd drop is planned for Q4 21/22

Achievements:

- ✓ Brand building with >1bn media contacts created
- ★ FOMO dynamics with most items sold-out within 24h
- ✓ Reputation effect expands international top tier influencer pipeline



LENI KLUM x ABOUT YOU

- ★ Launched 1st Capsule Collection with LENI KLUM in October 2021

- ★ ABOUT YOU is the first company worldwide entering in a fashion collaboration with the model

- ★ Released 44 pieces reflecting current Y2K-fashion trend appreciated by young audience



← **kendalljenner** ✓



819
Posts

194M
Followers

233
Following

← **leniklum** ✓



60
Posts

1.1M
Followers

107
Following

4 Our B2B SaaS and 360° offers are rebranded to SCAYLE

Heterogenous B2B service branding



Fulfillment by ABOUT YOU



Unified SCAYLE brand



Enterprise commerce shop-software (formerly AY Commerce Suite)



Online marketing services to support the growth of our SCAYLE clients



Operations services for third party shops (fulfilment, customer service, SCM¹)

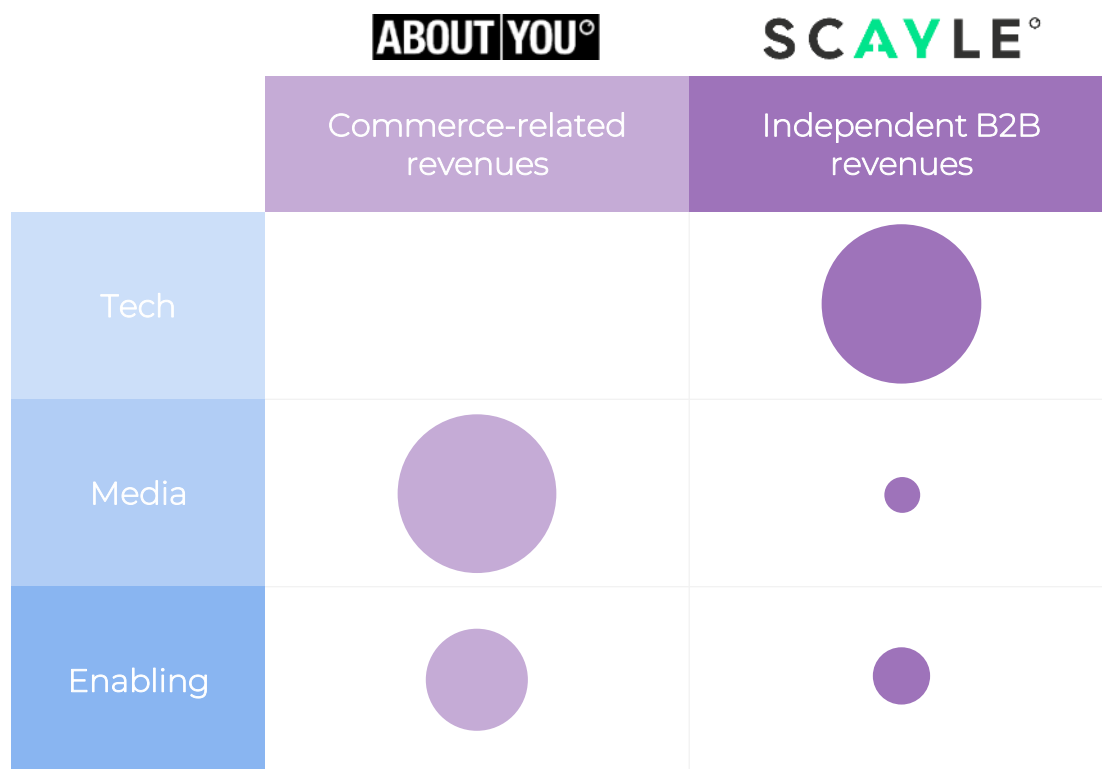
Basis for a large-scale B2B branding and sales initiative in 2022

1. SCM: Supply Chain Management

4 SCAYLE is the independent part of TME

SCAYLE as part of TME

TME revenues by stream and brand (LTM, illustrative)



SCAYLE as an organization

- » Separate organization with dedicated teams
- » Services independent from commerce ecosystem
- » Powering >100 online shops across Europe
- » Standalone client-base over various verticals
- » Own brand DNA (apart from the “AY” hint)
- » Potential basis for future separate disclosure

Making progress on our ESG initiatives

ABOUT YOU Responsibility Report 2021¹

Planet



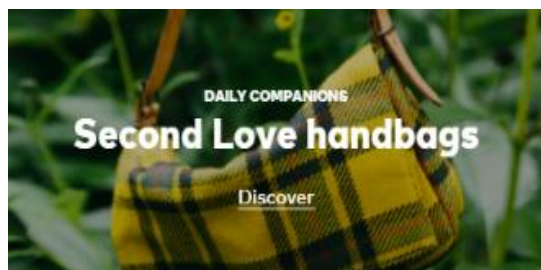
On track to achieve 2025 science-based targets set in Q1 21/22



13% of sustainable core assortment² in Q2 21/22 (8% in Q4 20/21), accounting for >20% of Revenue³



Fostering circular fashion initiatives, with a focus on second-hand and upcycling in 2021



Our People



Offering assistance program for mental health, financial, legal, and family problems



Enhancing Peakon eNPS score with D&I questions and attributes to form diversity-related personas



Society



D&I themed campaigns:

- Generations of Pride
- Brix Schaumburg (Germany's first officially outed transgender actor)



1. <https://corporate.aboutyou.de/en/responsibility>

2. As of 10 September 2021; Percentage share of Sustainable Product Count in Core Assortment for Germany / Total Product Count Core Assortment for Germany. Core assortment includes all product assortments excluding jewellery, watches, sunglasses, beauty, hair accessories, smartphone cases, keychains and cases, home accessories

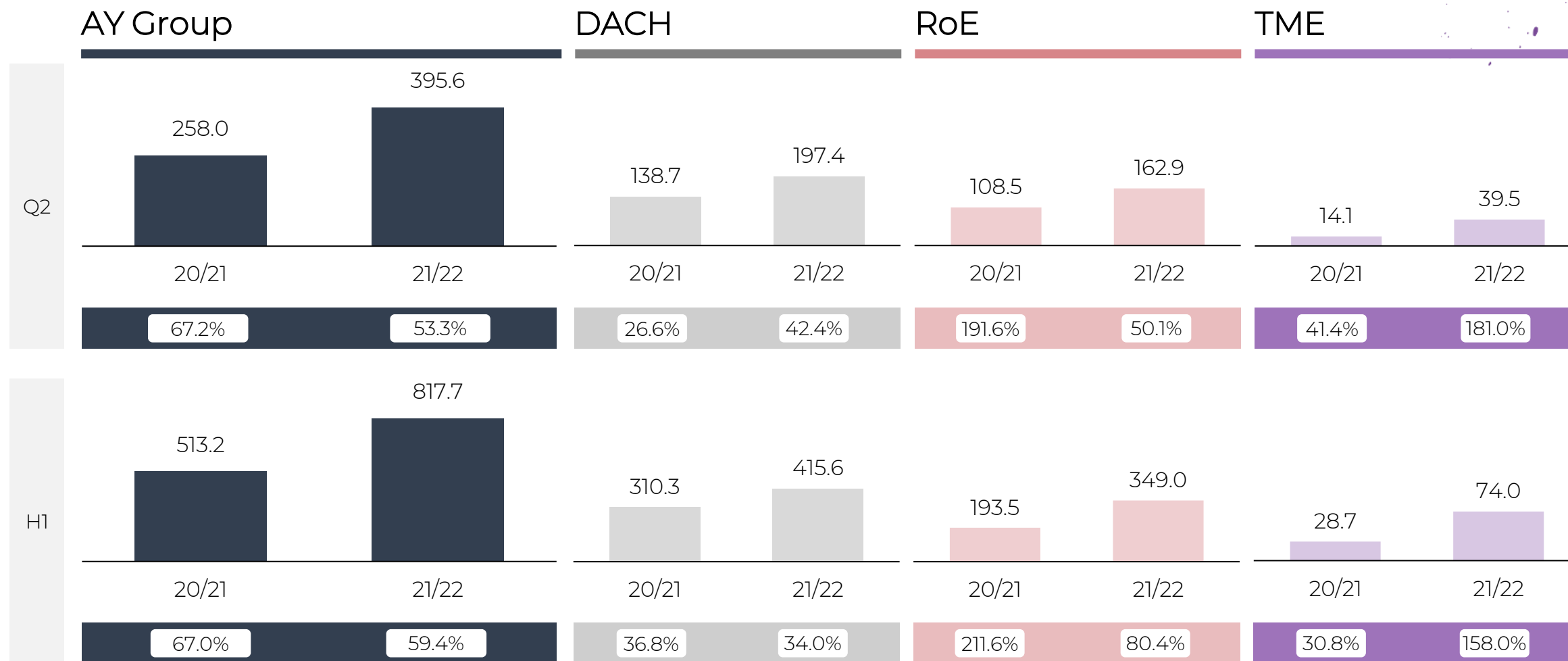
14 3. Average percentage share for the months March-August 2021; Revenue (actual, excl. VAT) of Sustainable products in Core Assortment in Germany / Total Revenue (actual, excl. VAT) in Germany



FINANCIAL UPDATE[⌚]

High revenue growth rates across all our segments

Revenue¹ (€m) – % growth YoY



Note: Q2 21/22 ending in August; financials based on IFRS accounting with reconciliation from segment to Group

1. Reconciliation from segment to Group revenue of €(4.2)m for Q2 21/22, €(3.2)m for Q2 20/21, €(20.9)m for H1 21/22, and €(19.3)m for H1 20/21

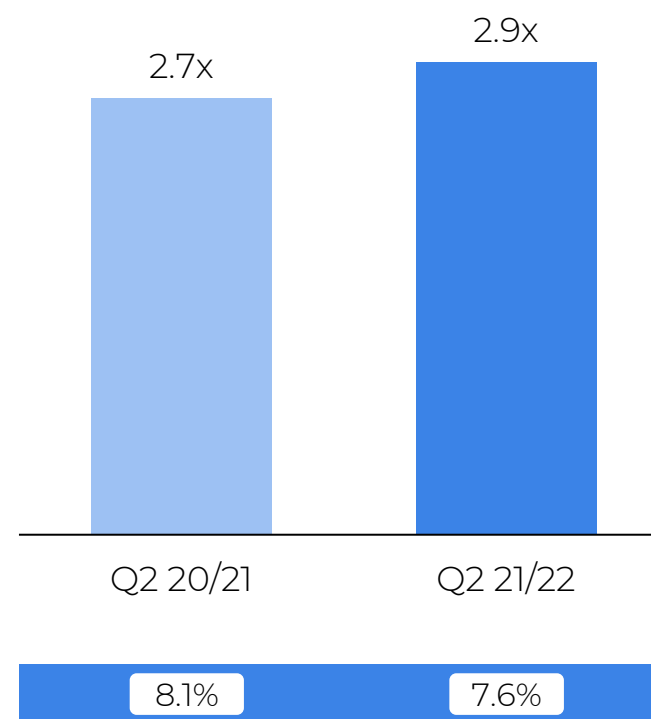
Strong customer metrics drive commerce revenues

AY Commerce (AY DACH+AY RoE), Q2 21/22 Last Twelve Months (LTM)

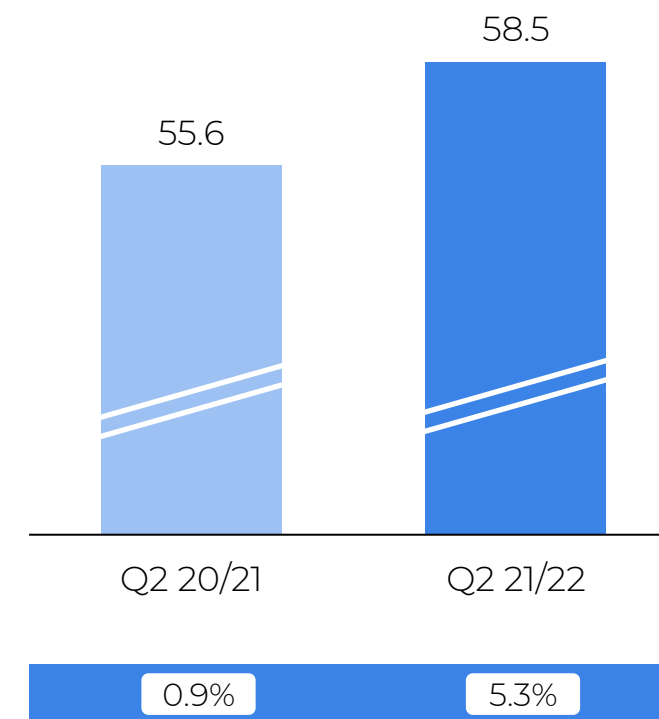
Total active customers¹
(m)



Average order frequency²
(#)



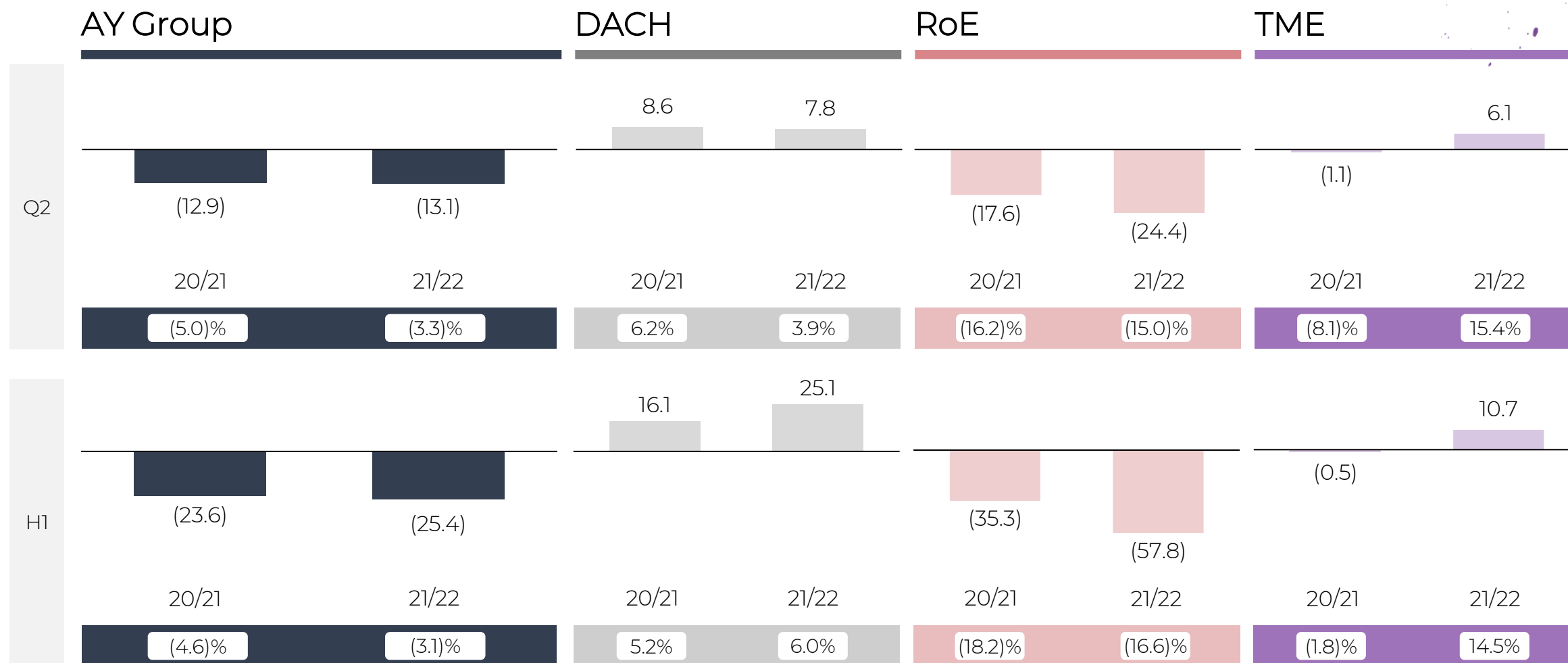
Average order value^{3,4}
(€)



1. Defined as customers who made at least one purchase through our apps and websites within the last 12 months 2. Defined as the total number of all orders divided by the total number of all active customers 3. Defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders 4. Chart with illustrative scale

EBITDA margin improvements despite growth investments

Adj. EBITDA¹ (€m) – % margin



Note: Q2 21/22 ending in August; financials based on IFRS accounting with reconciliation from segment to Group

1. Reconciliation from segment to Group Adj. EBITDA of €(2.5)m for Q2 21/22, €(2.8)m for Q2 20/21, €(3.5)m for H1 21/22, and €(3.9)m for H1 20/21; EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q2 21/22: €8.4m; H1 21/22: €10.0m) (ii) restructuring costs and one-time effects (Q2 21/22: €8.3m; H1 21/22: €13.0m)

Operating leverage drives group profitability improvements

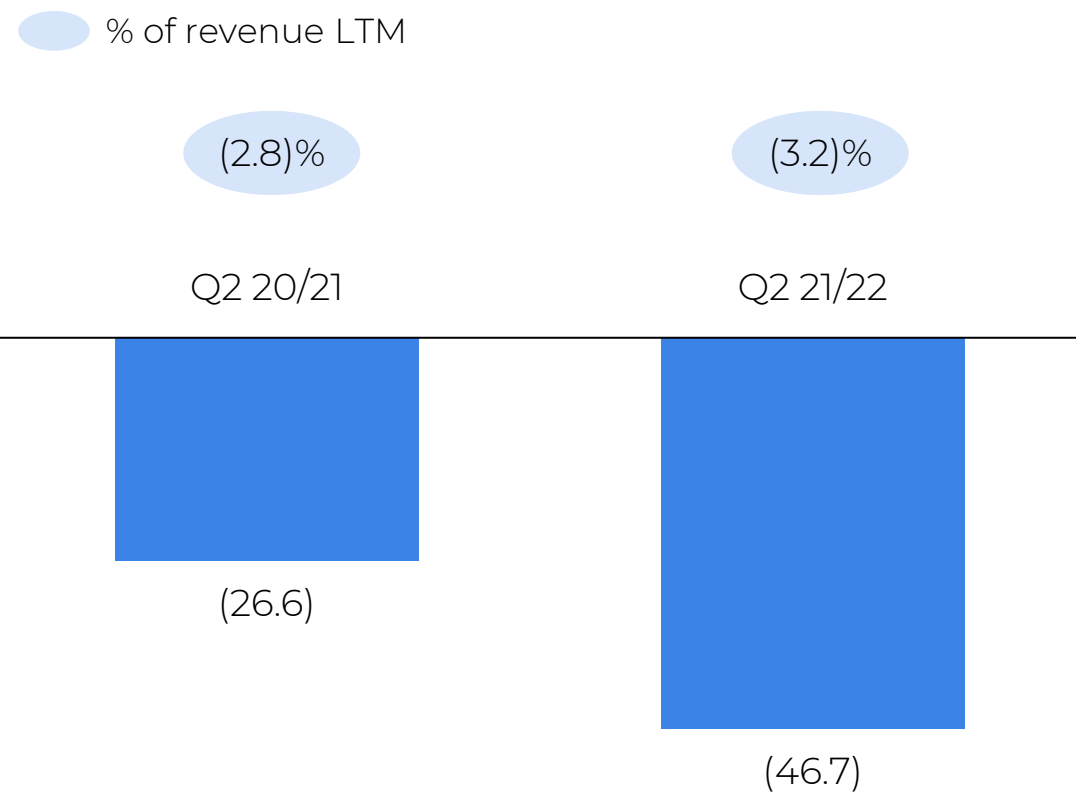
Key margin and cost lines AY Group

	Q2			H1		
% of revenue	20/21	21/22	YoY Delta	20/21	21/22	YoY Delta
Gross margin ¹	34.4%	39.0%	4.6pp	37.6%	40.4%	2.8pp
(-) Fulfilment costs ¹	20.8%	20.3%	(0.5)pp	20.9%	19.7%	(1.2)pp
(-) Marketing costs ¹	13.1%	16.9%	3.8pp	15.3%	18.4%	3.2pp
(-) Admin & other costs ¹	5.4%	5.0%	(0.4)pp	6.0%	5.4%	(0.6)pp
Adj. EBITDA margin	(5.0)%	(3.3)%	1.7pp	(4.6)%	(3.1)%	1.5pp

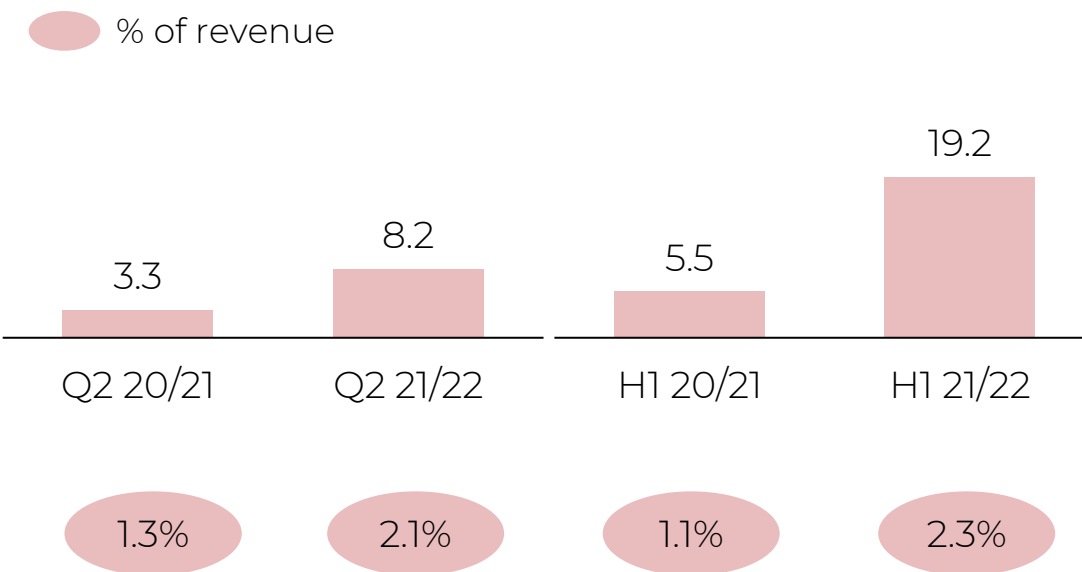
1. Defined as Alternative Performance Measure (APM) and not recognised under IFRS

Strong cash profile sustained in Q2 21/22

Net working capital¹ (€m)



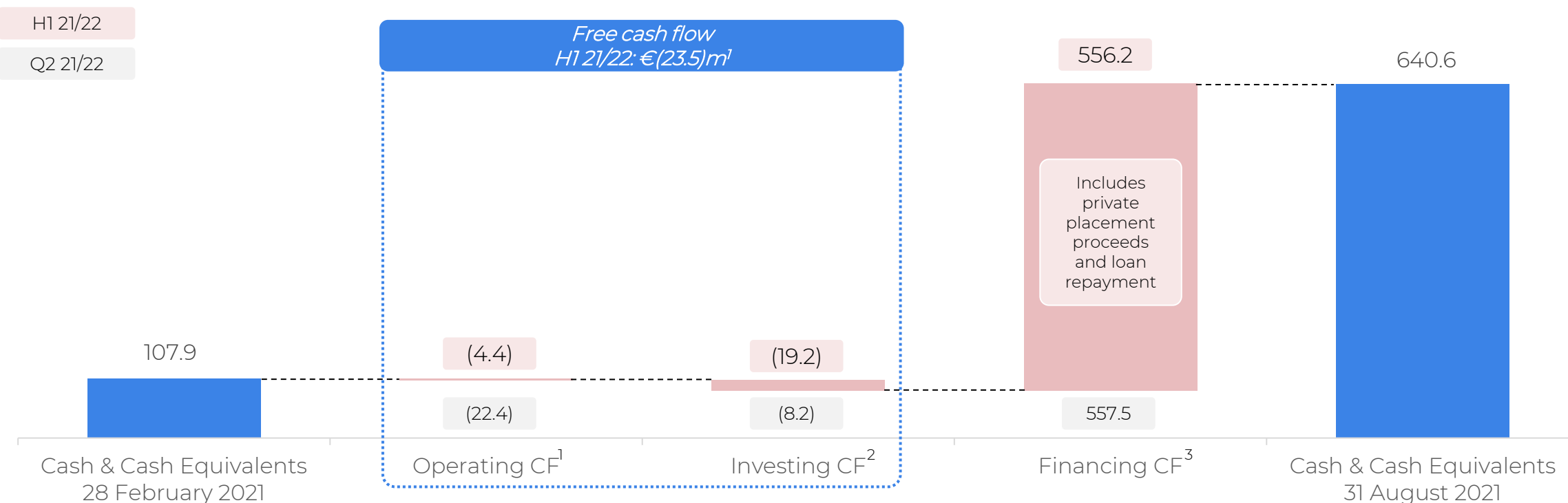
Capital expenditure² (€m)



1. Net working capital defined as: inventories plus receivables (includes trade receivables and other current assets) minus liabilities (includes trade payables, other payables and provisions for returns)
2. Includes investments in loans granted to subsidiaries e.g. LeGer c. €(3.0)m and own work capitalised €(3.8)m - and payments for acquisition of companies €(0.4)m in Q2 21/22

Solid cash position enables exploitation of opportunities

Liquidity position, H1 21/22 (€m)



1. Not adjusted for private placement expenses of c. €13m

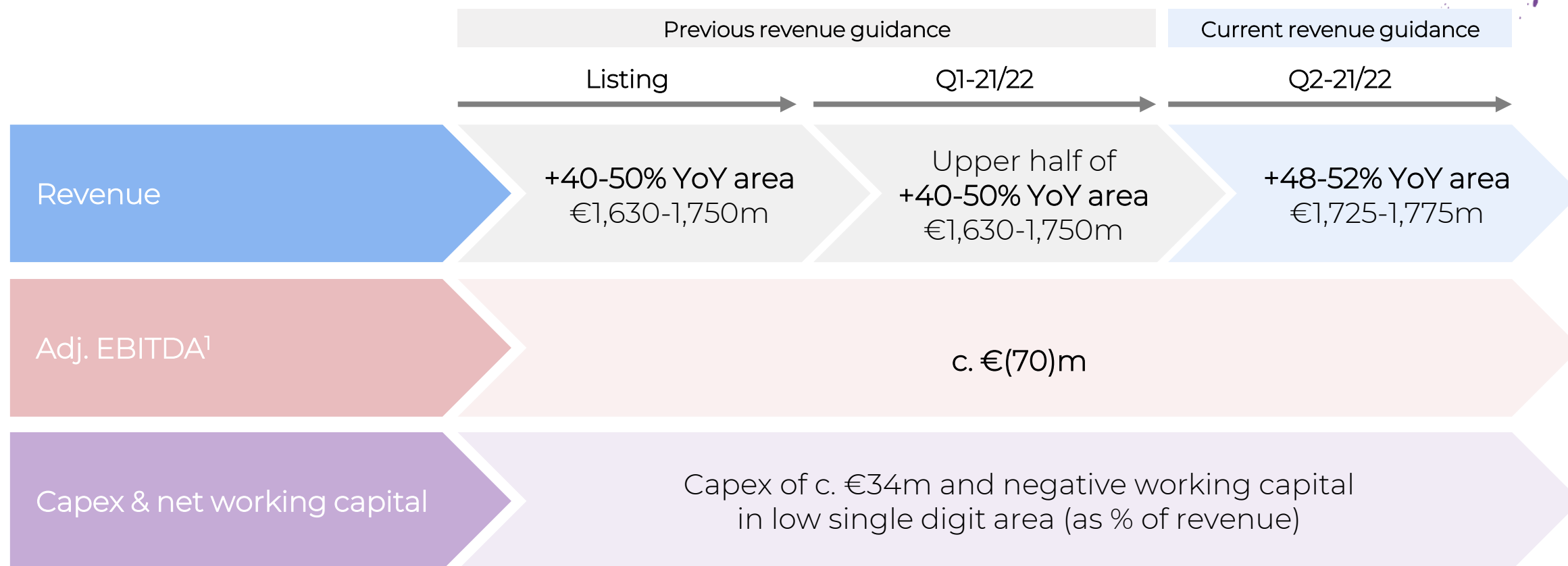
2. Includes investments in loans granted to subsidiaries e.g. LeGer c. €(9.0)m and own work capitalised €(7.7)m - and payments for acquisition of companies €(0.9)m in H1 21/22

3. Includes private placement proceeds €637.3m, loan repayment €75.0m, payments of lease liabilities €(1.1)m, interest expenses €(5.0)m in H1 21/22

The background is a complex abstract composition. It features large, overlapping geometric shapes in shades of purple and blue. There are numerous splatters and paint-like textures in various colors, including purple, blue, and white. Thin, black, curved lines are scattered across the upper portion of the image. The overall aesthetic is modern and artistic.

OUTLOOK[®]

Reconfirming guidance for our fiscal year 21/22

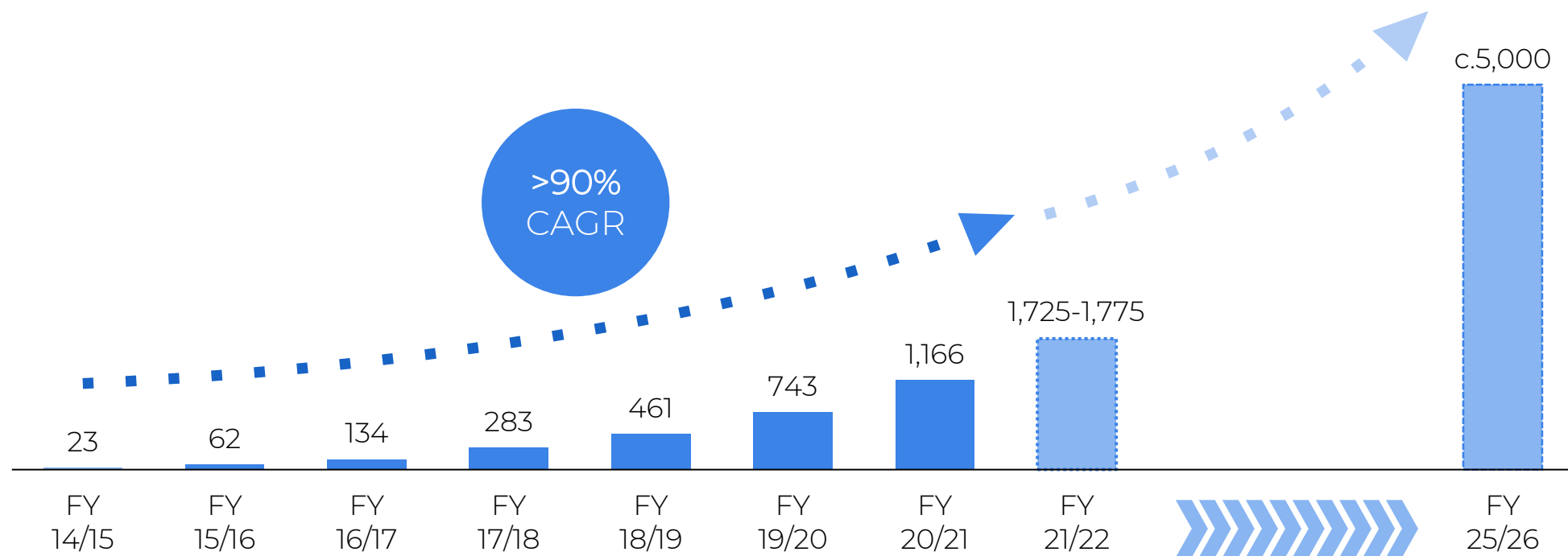


Note: Financial year ends February 2022

1. EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q2 21/22: €8.4m) (ii) restructuring costs and one-time effects (Q2 21/22: €8.3m)

Well on track to reach goal of €5bn revenues FY 25/26

AY Group revenue, FY14/15 – FY21/22
(€m)



% growth YoY

170%

116%

111%

63%

61%

57%

48-52%

Actuals Guidance

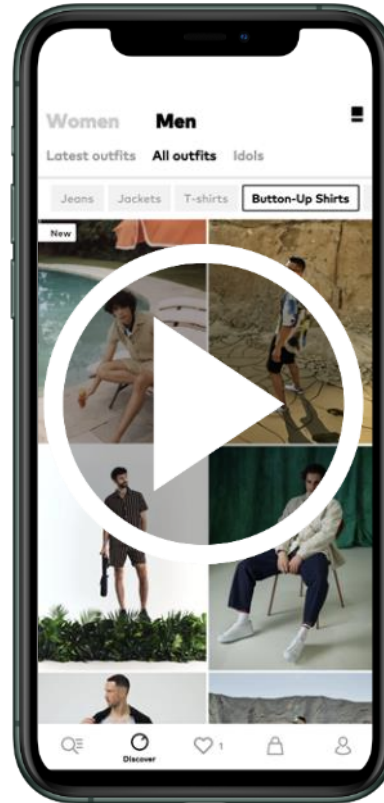


Q&A 



APPENDIX[©]

Check out the ABOUT YOU app experience via our product demo



Keep updated with the newly launched Media Board

VIDEO HIGHLIGHTS SUMMARY OF RESULTS THIRD PARTY WEBINARS PODCASTS SOCIAL MEDIA INVESTORS' FAQ GLOSSARY

Summary of Results

2021/2022



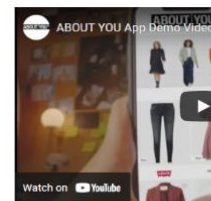
ABOUT YOU Q2 2021/2022 Highlights

VIDEO HIGHLIGHTS SUMMARY OF RESULTS THIRD PARTY WEBINARS PODCASTS SOCIAL MEDIA FAQ FOR INVESTORS GLOSSARY

Video highlights



Company video



Video App Demo (as of July 22, 2021)



ABOUT YOU Fashion Show @ ABOUT YOU Fashion Week '21



ABOUT YOU Pangea Festival 2021

VIDEO HIGHLIGHTS SUMMARY OF RESULTS THIRD PARTY WEBINARS PODCASTS SOCIAL MEDIA FAQ FOR INVESTORS GLOSSARY

Podcasts

18 Aug 2021
OMR # 411 with Tarek Müller and the About You IPO diary

12 Aug 2021
Scalable Capital - About You: Tarek Müller on fashion trends, IPO & more

16 Jun 2021
OMR # 393 This is what Tarek Müller, Lena Gercke, Florian Heinemann and more are saying about the About You IPO



Group key performance metrics

€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
<i>% growth y-o-y</i>	<i>62.8%</i>	<i>66.5%</i>	<i>67.2%</i>	<i>54.6%</i>	<i>60.6%</i>	<i>61.2%</i>	<i>66.8%</i>	<i>67.2%</i>	<i>51.9%</i>	<i>47.6%</i>	<i>56.9%</i>	<i>65.5%</i>	<i>53.3%</i>
Cost of sales ¹	(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
<i>% margin</i>	<i>40.8%</i>	<i>42.1%</i>	<i>37.5%</i>	<i>44.4%</i>	<i>45.6%</i>	<i>42.8%</i>	<i>40.9%</i>	<i>34.4%</i>	<i>40.7%</i>	<i>45.4%</i>	<i>40.6%</i>	<i>41.8%</i>	<i>39.0%</i>
Fulfilment costs ¹	(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 ¹	(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 ¹	(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)
Adj. EBITDA²	(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)
<i>% margin</i>	<i>(23.1)%</i>	<i>(13.9)%</i>	<i>(19.9)%</i>	<i>(5.3)%</i>	<i>(2.7)%</i>	<i>(9.4)%</i>	<i>(4.2)%</i>	<i>(5.0)%</i>	<i>(4.1)%</i>	<i>0.8%</i>	<i>(3.0)%</i>	<i>(2.9)%</i>	<i>(3.3)%</i>
Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(8.5)	(8.5)	(6.3)	(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)
<i>% margin</i>	<i>(23.1)%</i>	<i>(13.9)%</i>	<i>(19.9)%</i>	<i>(5.3)%</i>	<i>(2.7)%</i>	<i>(9.4)%</i>	<i>(4.2)%</i>	<i>(5.0)%</i>	<i>(4.1)%</i>	<i>(2.0)%</i>	<i>(3.8)%</i>	<i>(4.4)%</i>	<i>(7.5)%</i>
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)
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)
<i>% margin</i>	<i>(24.4)%</i>	<i>(15.4)%</i>	<i>(21.2)%</i>	<i>(6.2)%</i>	<i>(4.3)%</i>	<i>(10.7)%</i>	<i>(5.2)%</i>	<i>(6.0)%</i>	<i>(5.0)%</i>	<i>(3.0)%</i>	<i>(4.8)%</i>	<i>(5.3)%</i>	<i>(8.5)%</i>

1. Defined as Alternative Performance Measure (APM) and not recognised under IFRS

2. EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q2 21/22: €8.4m; H1 21/22: €10.0m) (ii) restructuring costs and one-time effects (Q2 21/22: €8.3m ; H1 21/22: €13.0m)

Segment information

€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 revenue¹	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)
Revenue 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%
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%
Adj. EBITDA²	(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	(0.7)	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)	(0.1)	1.9	4.3	2.4	(1.1)	(2.8)	(1.5)	6.2	0.8	(1.0)	(2.5)
Adj. 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	(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%
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%

1. Reconciliation from segment to Group revenue of €(4.2)m for Q2 21/22, €(3.2)m for Q2 20/21, €(20.9)m for H1 21/22, and €(19.3)m for H1 20/21

2. Reconciliation from segment to Group Adj. EBITDA of €(2.5)m for Q2 21/22, €(2.8)m for Q2 20/21, €(3.5)m for H1 21/22, and €(3.9)m for H1 20/21; EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q2 21/22: €8.4m; H1 21/22: €10.0m) (ii) restructuring costs and one-time effects (Q2 21/22: €8.3m ; H1 21/22: €13.0m)

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) ¹	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) ²	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 LTM³													
Active customers (in million) ⁴	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 (#) ⁵	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) ⁶	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 (€) ⁷	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

1. Defined as all sessions across all countries excluding sessions without interaction

2. Defined as all session via a mobile device, e.g. a smartphone

3. Last twelve months (LTM)

4. Defined as customers who made at least one purchase through our apps and websites within the last 12 months

5. Defined as the total number of all orders divided by the total number of all active customers

6. Defined as the number of customer orders placed within the last 12 months

7. Defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders

Short profit & loss statement

€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)	(2.7)	(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	(0.1)	(0.1)	(2.8)	(0.0)	(0.1)
Profit / (loss) for the period	(114.7)	(79.8)	(14.1)	(15.4)	(59.9)	(23.5)	(35.0)

Reconciliation of adj. EBITDA to net income

€m	FY18/19	FY 19/20	Q1 20/21	Q2 20/22	FY20/21	Q1 21/22	Q2 21/22
Adj. EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(35.5)	(12.3)	(13.1)
Equity-settled share-based compensation	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)	(2.7)	(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	(0.1)	(0.1)	(2.8)	(0.0)	(0.1)
Profit / (loss) for the period	(114.7)	(79.8)	(14.1)	(15.4)	(59.9)	(23.5)	(35.0)

Short balance sheet

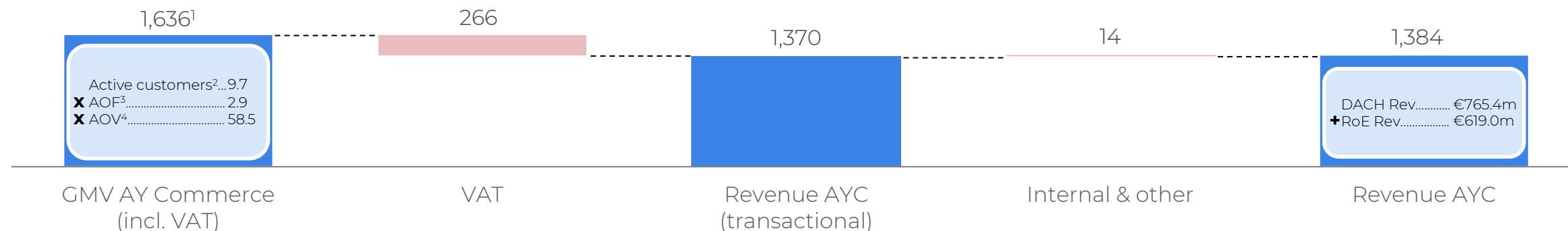
€m	FY18/19	FY19/20	FY20/21	Q1 21/22	Q2 21/22
Total non-current assets	17.7	39.3	48.3	63.0	66.0
o/w intangible assets	15.2	23.4	32.6	34.2	35.8
o/w right-of-use assets	0.0	11.8	10.3	16.6	14.0
o/w property, plant and equipment	2.5	2.6	3.5	3.7	4.1
Total current assets	277.0	267.6	408.9	461.9	1,015.0
o/w 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 share 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

Cash flow statement

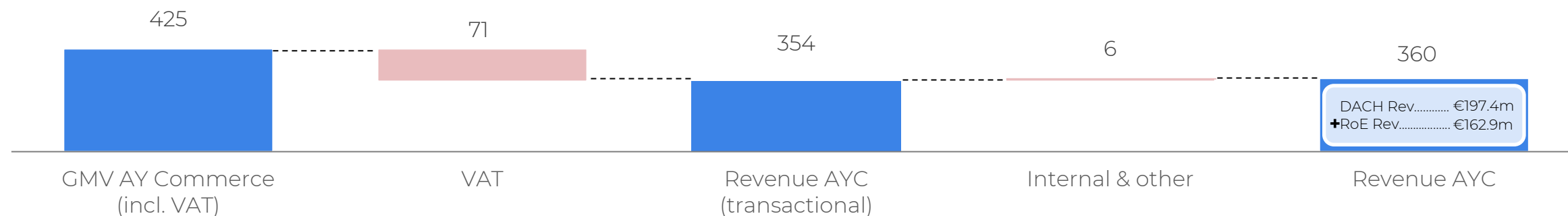
€m	FY18/19	FY19/20	Q1 20/21	Q2 20/21	FY20/21	Q1 21/22	Q2 21/22
Consolidate earnings after tax (EAT)	(114.7)	(79.8)	(14.1)	(15.4)	(59.9)	(23.5)	(35.0)
Amortisation, depreciation and write-downs	5.9	9.5	2.7	2.7	11.4	3.8	3.9
Income taxes	0.5	(0.4)	0.1	0.1	2.8	0.0	0.1
Net interest result	2.0	0.2	0.0	0.1	1.9	2.0	1.4
Taxes paid	0.0	(0.2)	(0.1)	(0.1)	0.2	(0.0)	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 flows 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)	(0.1)	0.0	(0.1)	(6.0)	(3.2)
Cash flows 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	(0.1)	(0.2)	(0.1)	(5.0)
Cash flows 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

GMV to revenue bridge

Q2 21/22 LTM (€m)



Q2 21/22 (€m)



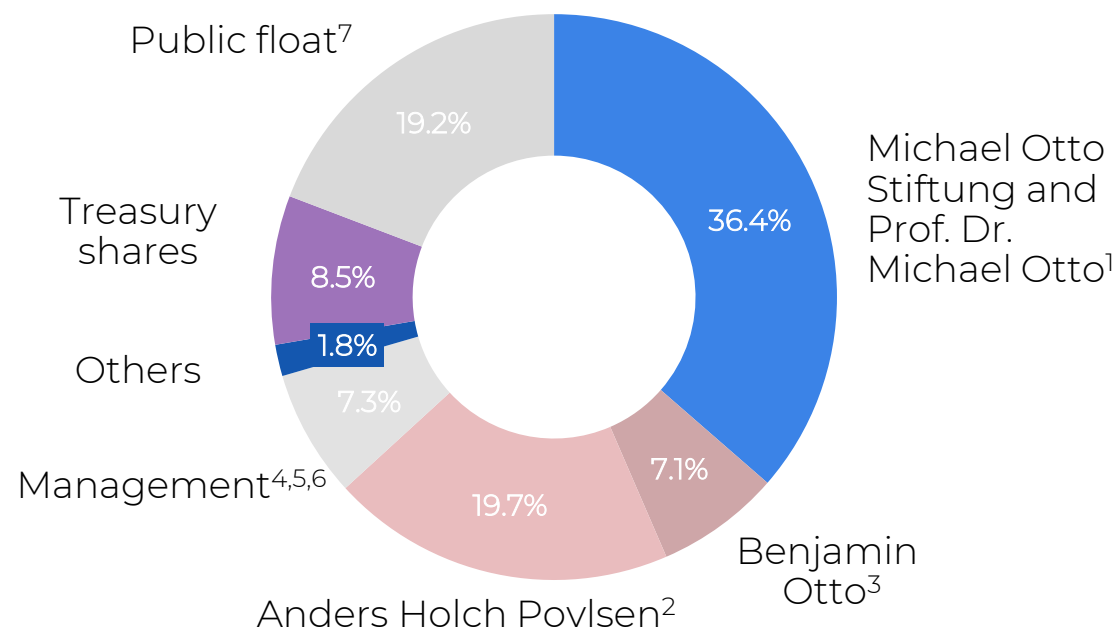
1. Due to rounding, calculation for GMV AY Commerce (incl. VAT) is not resulting in exact figure displayed
2. Active customers defined as customers who made at least one purchase through our apps and websites within the last 12 months
3. Average order frequency (AOF) defined as the sum of all orders divided by the sum of all active customers
4. Average order value (AOV) defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders

Upcoming events

Date	Event
9-12.11.2021	H1 21/22 Management Roadshow (Virtual)
10.11.2021	European Virtual Conference (UBS)
17.11.2021	European TMT Conference & Fireside Chat (Morgan Stanley)
18.11.2021	Consumer and Retail Conference (Bank of America)
11.01.2022	Q3 21/22 Quarterly Statement
29.03.2022	FY 21/22 Preliminary Results
24.05.2022	FY 21/22 Annual Report
23.08.2022	21/22 Annual General Meeting

The ABOUT YOU share

Shareholder structure



Structure as of 15 June 2021

1. Otto (GmbH & Co KG)
2. Aktieselskabet af 12/6/2018
3. GFH Gesellschaft für Handelsbeteiligungen m.b.H
4. Tarek Müller Beteiligungsgesellschaft mbH – 3.0%
5. Sebastian Betz Beteiligungsgesellschaft mbH – 2.6%
6. Hannes Wiese Beteiligungsgesellschaft mbH – 1.7%
7. Free float as defined by Deutsche Börse AG amounts to 21%, upon expiry of lockup of other shareholders

Share information

First Day of Trading	16 June, 2021
Issuer	ABOUT YOU Holding SE
Listing Venue	Frankfurt Stock Exchange
Market Segment	Regulated Market (Prime Standard) of Frankfurt Stock Exchange
Index	SDAX
ISIN	DE000A3CNK42
WKN	A3CNK4
Ticker Symbol	YOU
Total Number of Shares Outstanding	170,395,415
Total number of Shares Issued	186,153,487
Share Capital	€ 186,153,487
Type of Shares	Ordinary bearer shares
Paying Agent	Deutsche Bank

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