

## HIGHLIGHTS

- **Successfully launched in six new markets** with locally tailored assortment, digital experience and convenience services, paving the way to be the Starting Point for Fashion across Europe
- **Increased frequency of brand collaborations** showcasing our progress in bringing brand relationships to the next level and exciting our customers with exclusive offers
- **Introduced new business practices** for circularity along the full product lifecycle to ultimately extend the life of 50 million fashion products by 2023
- **Delivered strong financial performance:** GMV growth of +25.3%, Revenue growth of +23.4% and adj. EBIT of 9.8m EUR in Q3
- **Reiterating upgraded FY/2021 guidance:** GMV and revenue growth at +31-36% and +26-31% YoY, respectively, adj. EBIT in the upper half of 400-475m EUR range

## FIGURES

	Q3/20A	Q3/21A	Δ Q3/21 vs. Q3/20
<b>Group key Performance Indicators</b>			
Site Visits (m)	1,269	1,703	34%
Active Customers (m)	36	46	30%
Number of Orders (m)	44	56	27%
Average Orders per Active Customer (LTM)	5	5	6%
Average Basket Size (in €) (LTM)	57	57	0%
<b>Results of Operations</b>			
<b>Gross merchandise volume (GMV) (in €bn)</b>	<b>2.5</b>	<b>3.1</b>	<b>25%</b>
% growth	30.1%	25.3%	-4.9pp
<b>Revenue</b>	<b>1,850</b>	<b>2,283</b>	<b>23%</b>
% growth	21.6%	23.4%	1.8pp
Fashion Store	1,664	2,058	24%
<i>thereof DACH</i>	764	917	20%
<i>thereof Rest of Europe</i>	900	1,141	27%
<b>Adjusted EBIT (in €m)</b>	<b>118</b>	<b>10</b>	
Fashion Store	89	11	
<i>thereof DACH</i>	69	52	
<i>thereof Rest of Europe</i>	20	(42)	
<b>Adjusted EBIT (as % of revenue)</b>	<b>6.4%</b>	<b>0.4%</b>	-6.0pp
<b>Financial Position (in €m)</b>			
Net working capital	(223)	118	-153%
Cash flow from operating activities	212	(187)	
Cash flow from investing activities	1	(61)	
Capex	(32)	(58)	

Definitions are available in the financial reports.

## OUTLOOK

### Confirmed FY 2021 Outlook:

- GMV growth of 31 – 36%, and revenue growth of 26 – 31%
- Adj. EBIT<sup>1</sup> in the upper half of the 400 – 475m EUR range.
- Negative net working capital and Capex around 350m EUR<sup>2</sup>

<sup>1</sup> Excluding equity-settled share-based payment expense ("SBC") of ~€60m, restructuring costs and non-operating one-time effects for FY/21

<sup>2</sup> Excludes M&A transactions