



Report of the Management Board

Berlin, June 23, 2020



Our Corona Response

1



Protect the health and safety of our employees

Working from home
where possible

Enhanced measures & social distancing rules
to create a safe working environment for jobs that cannot be done from home

2



Safeguard our financial success

Stress-tested
our financial health

Initiated
cost saving measures

Adjusted
our trading routines to the new environment

3

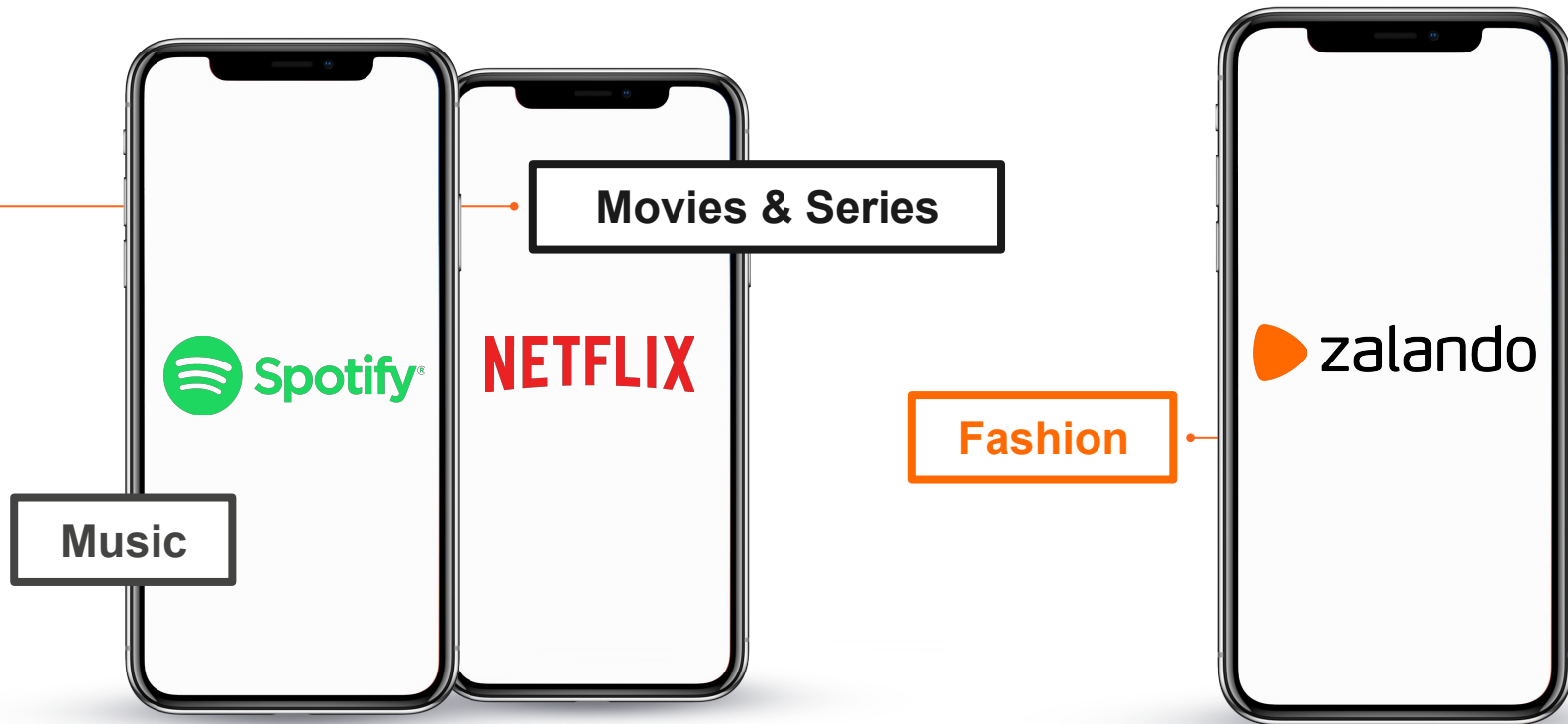


Find the right strategic response

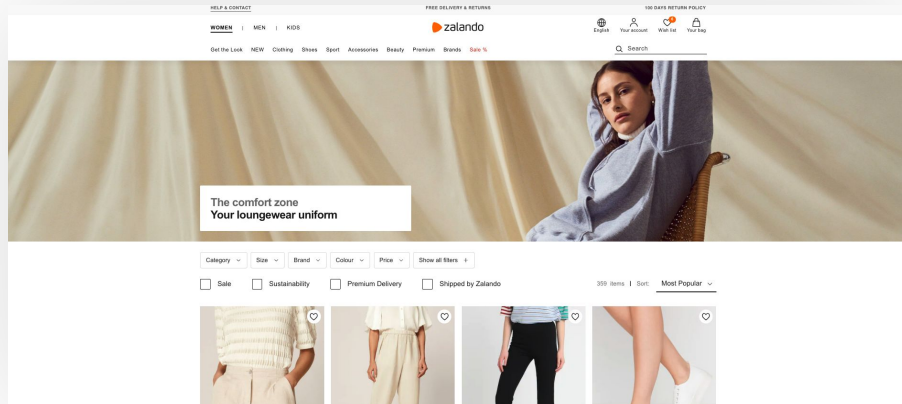
Opportunity
to be part of the solution for the fashion industry

Accelerate
our starting point strategy, specifically platform transition

Our Vision: To Become the Starting Point for Fashion



Strong and Profitable Growth in 2019



4.2bn
site visits (+33%)

56%
growth of GMV generated
through app

31 million
active customers in 2019

8.2bn
GMV
24%
GMV growth

EUR **224.9m**
adjusted EBIT



**We invest in technology
to create the best
customer experience**

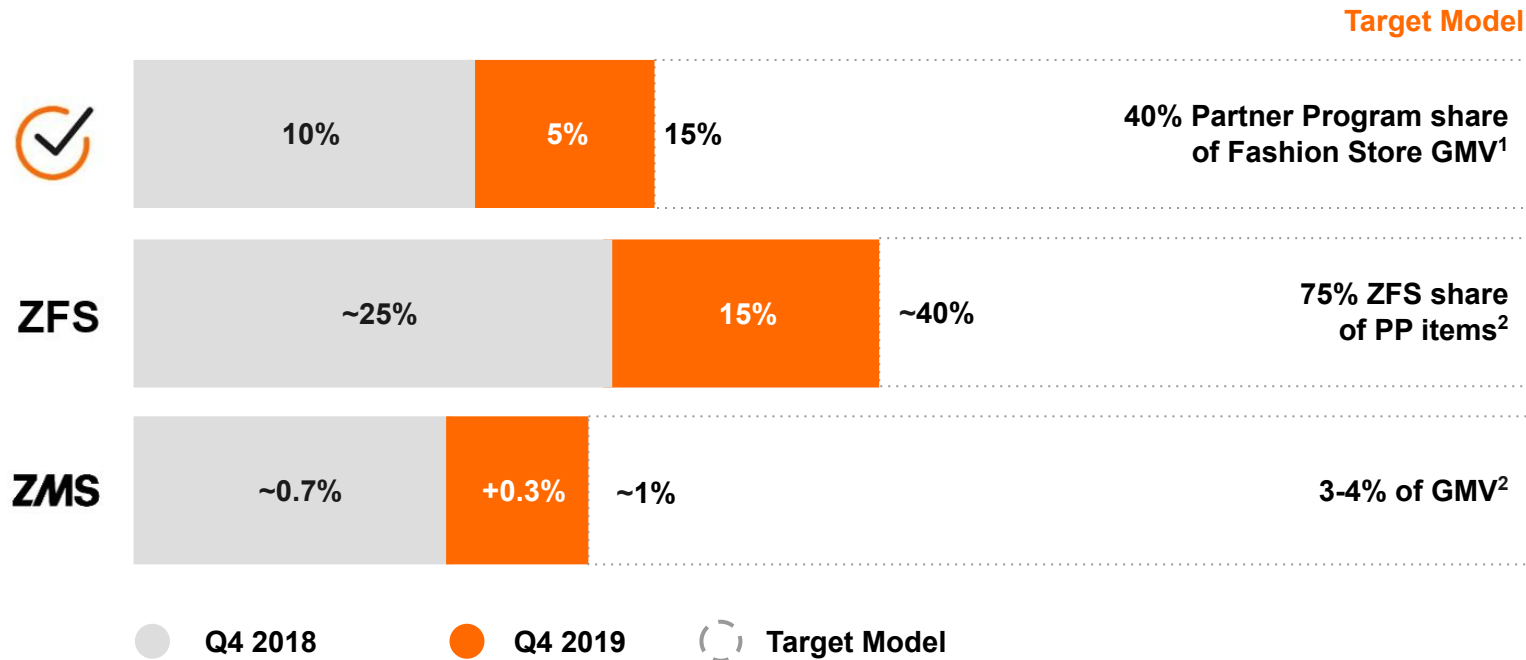


500,000
fashion items in
one mobile app

A close-up photograph of a young couple smiling and embracing outdoors. The woman, on the left, has short dark hair and is wearing a brown corduroy jacket over a white shirt. The man, on the right, is wearing a green jacket over an orange and white striped shirt. They are both looking towards the camera with warm expressions. The background is a blurred outdoor setting.

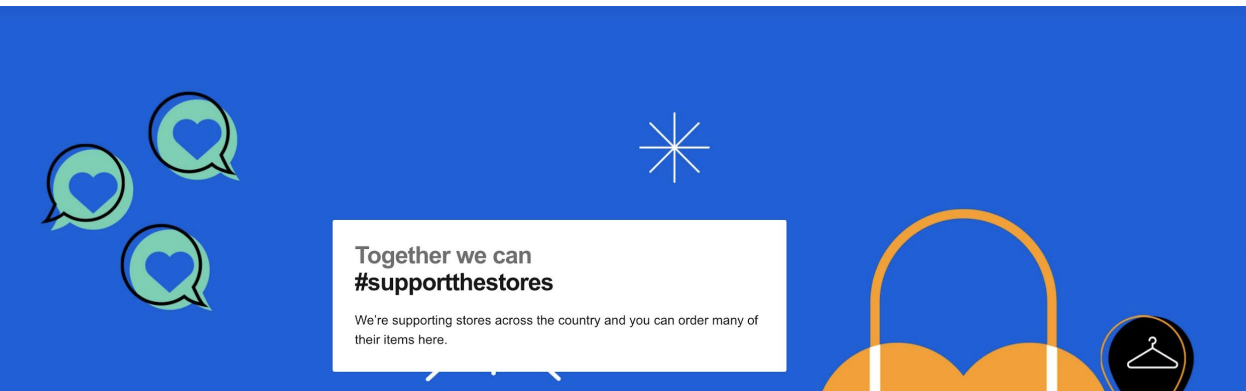
**We grow together with
our partners**

Scaling the Partner Program



- 1) Partner Program share of 40% refers to our business model mix ambition for 2023/24. In our long-term target model, we aim for a 50% Partner Program share.
2) Refers to our long-term target model ambition.

Development of our Partner Business in Times of COVID-19



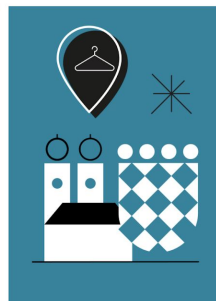
More stores coming soon
Support stores across Germany



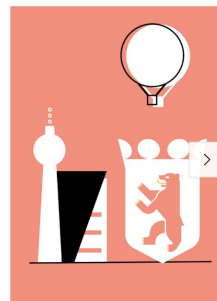
All stores



Baden-Württemberg



Bavaria



Berlin



Hesse



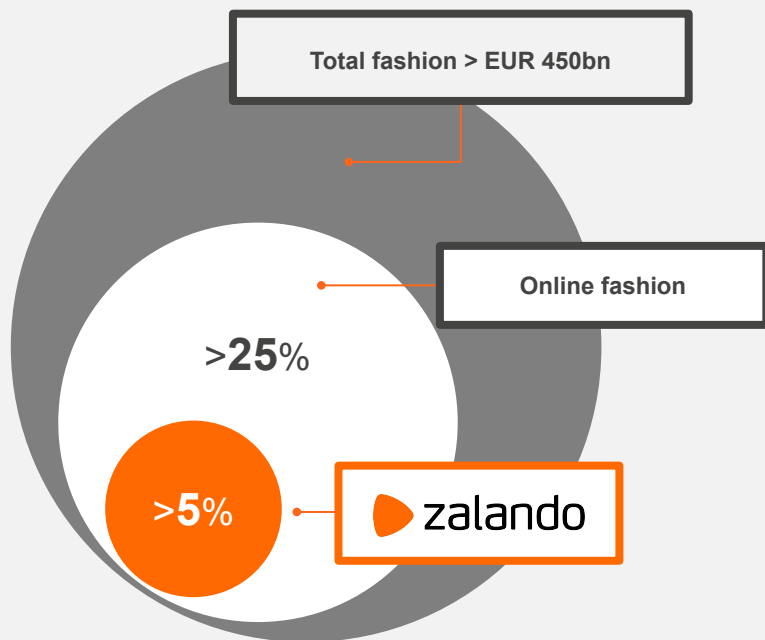
Lower Saxony



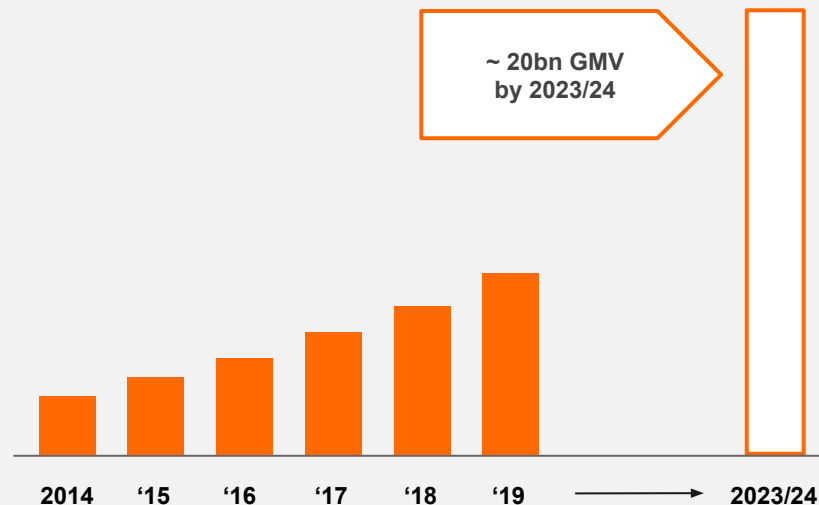
NRW

Our Focus in on Growth

We are targeting a huge market **opportunity**, ...



... aiming for **EUR 20bn GMV by 2023/24**

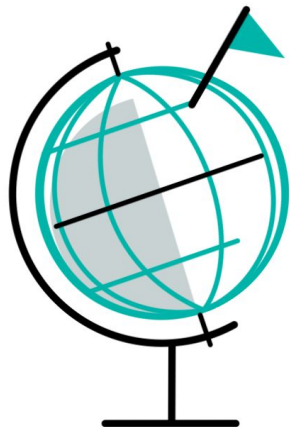




do.MORE

To be a sustainable
fashion platform with
a net-positive impact
for people and the
planet.

On our way to becoming more sustainable



 **Science**
 **Based**
 **Targets**

Diversity & Inclusion

New targets for making us a more diverse company

We will continue to grow profitably throughout the crisis

We have the right assets ...

Customer reach

32m active customers

Strong partnerships

2.500+ brand relationships

European logistics network

11 sites in 5 countries

Cash balance

> EUR 1bn



... and the right strategy.

**Starting
Point
for Fashion**

Thank you.