

Zalando Q2/23 Fact Sheet August 03, 2023

Highlights

- Zalando is lululemon's partner of choice for reaching millions of European customers
- Q2 performance shows significant improvement in adj. EBIT from EUR 77m to EUR 145m year-over-year despite a (1.8)% YoY decline in GMV and (2.5)% decline in revenue
- Partner business share up +7pp to 39% fueled by increased adoption of Zalando Fulfillment Solutions in H1
- Continued strong revenue growth of 16% in the Offprice segment

Key performance indicators*	Q2/22	Q2/23	Δ YoY
Gross merchandise volume (GMV) (in EUR m)	3,787.1	3,718.1	(1.8)%
Group revenue (in EUR m)	2,623.0	2,556.3	(2.5)%
Group adj. EBIT (in EUR m)	77.4	144.8	87.0%
Group adj EBIT margin (as % of revenue)	3.0%	5.7%	2.7pp
Active customers (m, last twelve months)	49.3	50.5	2.4%
Number of orders (m)	67.8	63.2	(6.8)%
Average orders per active customer (#times, last twelve months)	5.2	5.0	(3.0)%
Average GMV per active customer (in EUR, last twelve months)	291.0	293.3	0.8%
Average basket size (in EUR, last twelve months)	55.9	58.1	3.9%
Net working capital (in EUR m)	206.6	(114.2)	(320.8)
Capex (in EUR m)	(74.5)	(39.2)	35.3

Results by segment (in EUR m)*

Fashion Store revenue	2,229.0	2,090.9	(6.2)%
thereof DACH	1,009.7	938.5	(7.0)%
thereof Rest of Europe	1,219.4	1,152.4	(5.5)%
Offprice revenue	376.2	436.4	16.0%
All other segments revenue	81.9	97.1	18.5%
Fashion Store adj. EBIT	61.0	110.6	81.3%
thereof DACH	52.4	81.2	55.0%
thereof Rest of Europe	8.6	29.4	241.9%
Offprice adj. EBIT	9.5	25.4	168.2%
All other segments adj. EBIT	7.6	7.7	1.3%

Cash flows (in EUR m)*

Cash and cash equivalents	1,631.1	2,075.6	444.5
Cash flow from operating activities	136.2	371.1	234.9
Cash flow from investing activities	(77.5)	(45.3)	32.1
Cash flow from financing activities and other	(22.5)	(35.0)	(12.6)
Free cash flow	56.2	330.7	274.5

Narrowing of our full year 2023 guidance*:

- GMV and revenue growth in the lower half of the 1% – 7% and (1)% – 4% range, respectively
- Adj. EBIT narrowed to EUR 300 – 350m from previously EUR 280 - 350m
- Capex guidance at the low end of the EUR 300 – 380m range and negative net working capital

* Definitions are available in the financial reports