# LuxExperience

## Investor Presentation

November 2026



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LuxExperience

**Forward Looking Statements & Industry Information**

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We are not able to forecast net income (loss) on a forward-looking basis without unreasonable efforts due to the high variability and difficulty in predicting certain items that affect net income (loss), including, but not limited to, Income taxes and Interest expense and, as a result, are unable to provide a reconciliation to forecasted Adjusted EBITDA.

Unless otherwise indicated, information contained in this presentation concerning our industry, competitive position and the markets in which we operate is based on information from independent industry and research organizations, other third- party sources and management estimates. Management estimates are derived from publicly available information released by independent industry analysts and other third-party sources, as well as data from our internal research, and are based on assumptions made by us upon reviewing such data, and our experience in, and knowledge of, such industry and markets, which we believe to be reasonable. In addition, projections, assumptions and estimates of the future performance of the industry in which we operate and our future performance are necessarily subject to uncertainty and risk due to a variety of factors, including those described above. These and other factors could cause results to differ materially from those expressed in the estimates made by independent parties and by us. Industry publications, research, surveys and studies generally state that the information they contain has been obtained from sources believed to be reliable, but that the accuracy and completeness of such information is not guaranteed. Forecasts and other forward-looking information obtained from these sources are subject to the same qualifications and uncertainties as the other forward-looking statements in this presentation.

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# LuxExperience Offers A Unique Investment Opportunity

**Outstanding market opportunity** given resilience of luxury and high growth potential of online

**Unique valuable assets** in differentiated brands, global geographic reach, and a large, high-value customer base

**Bold transformation plan** and highly experienced management team to deliver on the ambition

**Ambitious financial targets** for value creation, backed by a healthy balance sheet





# LuxExperience

## Business Highlights
## Q1 FY27

# LuxExperience Business Highlights Q1 FY27

LuxExperience

**Luxury | Mytheresa**

- **Strong top line growth** with Net Sales increasing by **+10.0% ex-FX (reported +10.8%)** in Q1 FY27
- **Growth in number of Top Customer of +18.0%** vs. Q1 FY26 while **GMV per Top Customer remained stable vs. Q1 FY26** and increase in **AOV** (LTM) with **+10.9%** to now **€ 884**
- **Continued Gross Profit Margin expansion** of +160 bps to 46.2% in Q1 FY27
- **Net Promoter Score (NPS) improving +640 bps to 84.7%** in Q1 FY27 compared to last year
- **18 high-impact top customer activations** and **true "money can't buy" experiences** in Europe, the US and Asia
- Launch of **4 exclusive capsule collections** and featured **10 exclusive pre-launches or exclusive styles campaigns**

**Luxury | NAP & MRP**

- **Continued top line growth** with Net Sales increasing by **+7.2% ex-FX (reported +8.8%)** in Q1 FY27
- **Strong increase in GMV per Top Customer with +11.7%** vs. Q1 FY26 and strong increase in **AOV** (LTM) of **+8.0%** vs. Q1 FY26 to **€ 903**
- Focus on full-price selling drove **Gross Profit Margin increase** of **+30 bps to 47.7%** in Q1 FY27
- **18 editorial campaigns for exclusive brand and product launches** in Q1 FY27
- **7 unique EIP experiences at NET-A-PORTER** and **10 unique EIP experiences at MR PORTER** in the United States and Europe
- **3 PORTER magazine covers** featuring Penélope Cruz, Emma Mackey and Cindy Crawford for NAP and top **Journal stories** including New York Chef Eddie Huang and Ruben Lambrechts amongst others for MRP boosting their editorial authority

**Off-price | YOOX**

- **Continued top line growth** with Net Sales increasing by **+8.2% ex-FX (reported +8.4%)**, driven by strong growth in Europe excl. UK of +18.9% in Q1 FY27
- **Gross Profit Margin increase** of **+80 bps** to 37.1% in Q1 FY27
- Significant increase in **GMV per Top Customer of +23.8%** in Q1 FY27
- **NPS increase of +1,690 bps to 51.7%** in Q1 FY27, showcasing significant customer service improvements
- **14 community events** across Europe leveraging key cultural moments

**LuxExperience**

- Strong **Net Sales** growth of **+8.5% ex-FX (reported +9.6%),** driven by strong **+15.8% ex-FX (reported +18.0%) growth in the US** in Q1 FY27
- **FY Net Sales guidance narrowed towards the upper end to +6% to +9%** (Prior: +MSD-HSD%) and **FY Adjusted EBITDA Margin guidance increased** to **2.5% to 3.5%** (Prior: 2% to 3%)
- **Successful implementation of Group-wide collaboration tools**, migrating to Google Workspace
- **Full rollout of Group-wide marketing messaging** tool Braze also to Mytheresa fully on track for year end 2026
- **Implementation of new buying and merchandising tools** for NET-A-PORTER and MR PORTER in Q2 fully on track
- **E-Commerce stack migration ahead of plan with launch** on NET-A-PORTER and MR PORTER in summer 2027

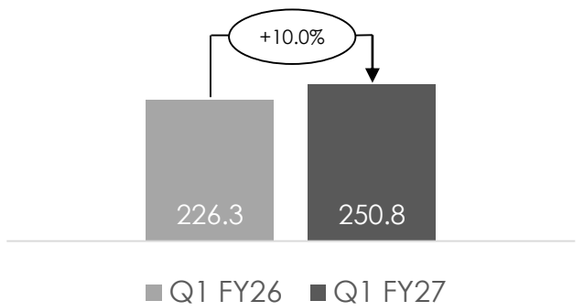
# Accelerated Growth And Significant Profit Improvement In All Segments In Q1 FY27

LuxExperience

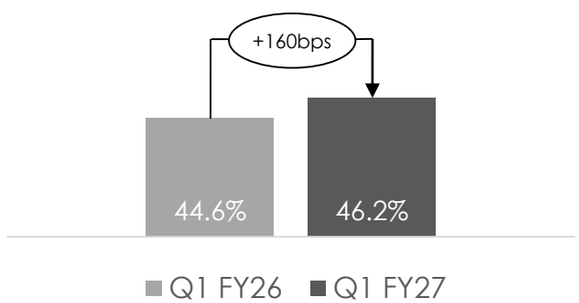
= vs. Q1 FY26[1]

## Luxury | Mytheresa

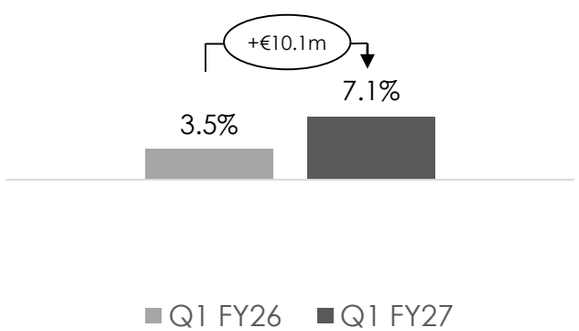
### Net Sales
(in €mm / ex-FX YoY)



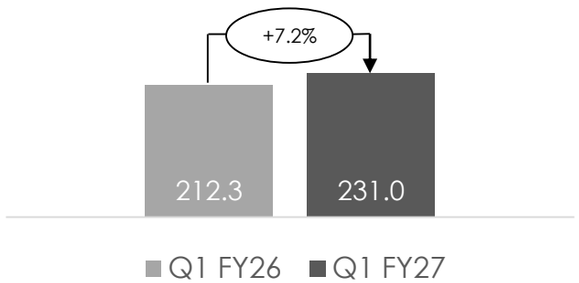

### Gross Profit Margin
(in % of net sales)

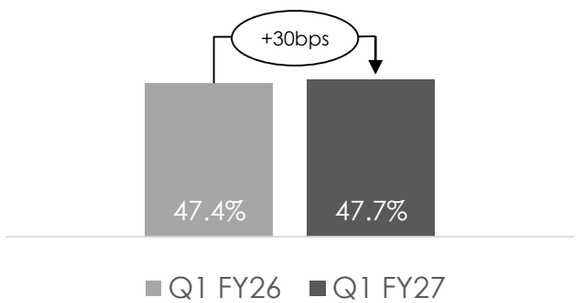


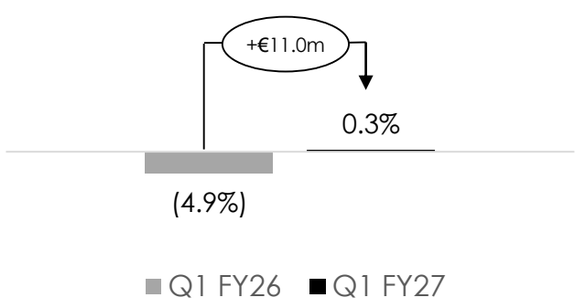

### Adj. EBITDA Margin[2]
(in % of net sales)



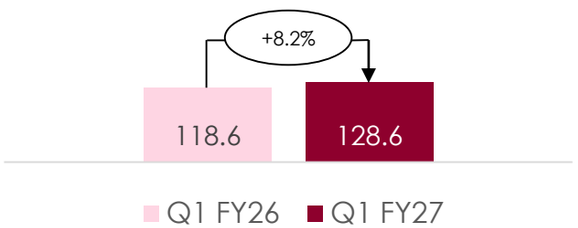

## Luxury | NAP & MRP

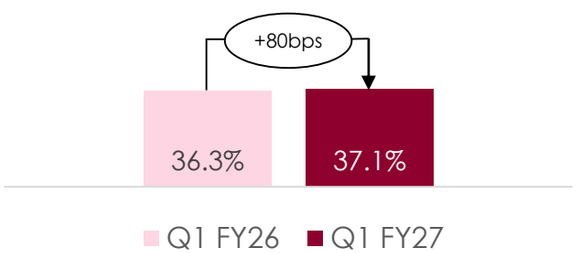


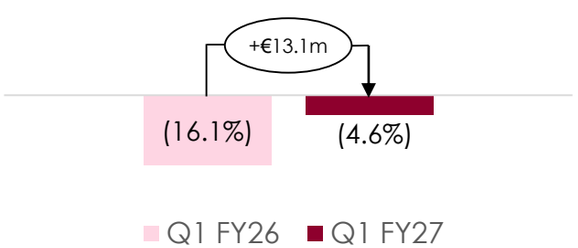




## Off-price | YOOX




1) For the three months ended September 30, 2025, Adjusted EBITDA was retrospectively adjusted to exclude intercompany foreign exchange losses of €5.3 million for Luxury | NAP & MRP and €2.4 million for Off-Price | YOOX, with no impact on Other, and include additional expenses previously allocated to THE OUTNET of €1.0 million, less than €0.1 million and €0.2 million for Luxury | NAP & MRP, Off-Price | YOOX and Other, respectively. The net effects were increases of €4.3 million for Luxury | NAP & MRP and €2.4 million for Off-Price | YOOX and a decrease of €0.2 million for Other, resulting in an aggregate increase in Adjusted EBITDA of €6.5 million. These adjustments were already reflected in the year-to-date results presented in the fiscal year 2026 Annual Report on Form 20-F.

2) For a definition of Adjusted EBITDA, and reconciliation to Net income (loss) from continuing operations, please see "Reconciliation to IFRS Metrics".




# LuxExperience

## Luxury | Mytheresa
## Q1 FY27

# Mytheresa with Strong Results Across All Customer Spend Economics in Q1 FY27

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Luxury | Mytheresa




## Q1 FY27 Highlights Luxury | Mytheresa

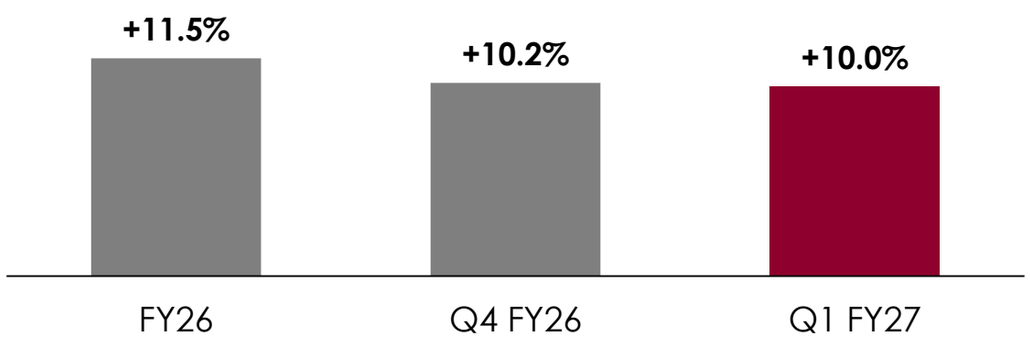
| | |
|---|---|
| **Total Active Customers LTM** (in '000)<br>**781**<br>(3.8%) vs. LY | **Average Order Value (AOV) LTM** (in €)<br>**884**<br>+10.9% vs. LY |
| **Top Customer Share of Total Customers**<br>**10.6%**<br>+100bps vs. LY | **Growth in Spend per Top Customer**<br>**(0.1%)**<br>vs. LY |
| **Gross Profit Margin**<br>**46.2%**<br>+160bps vs. LY | **NPS** (in %)<br>**84.7**<br>+640bps vs. LY |

# Mytheresa Delivered Continued Double-digit Top Line Growth in Q1 FY27 Alongside Net Sales Expansion in the United States

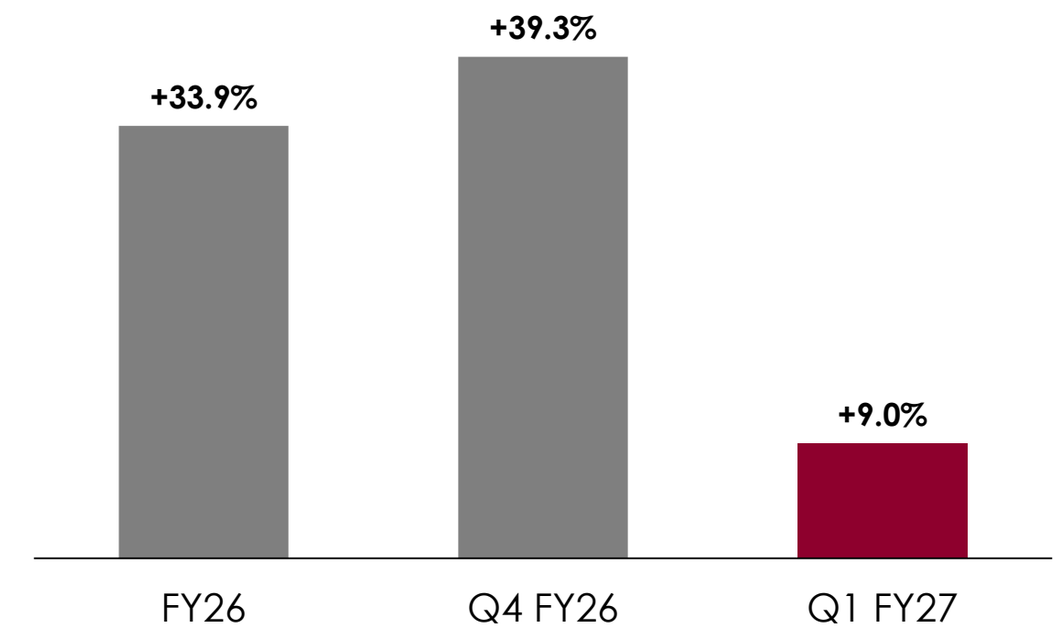
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Luxury | Mytheresa

## Net Sales Development

### YoY Growth (ex-FX)




### United States YoY Growth (ex-FX)



# Outstanding Top Customer Engagement With Digital and Physical Experiences at Mytheresa in Q1 FY27

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Luxury | Mytheresa

## Unique TC Events & Experiences




**Chloë Sevigny, New York**




**Moncler, Scotland**




**The Bridge, Bridgehampton**

## Luxury Brand Collaborations

### BALENCIAGA



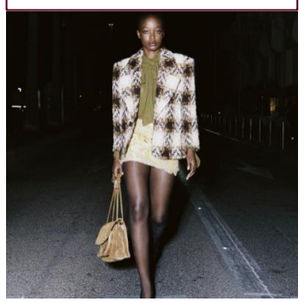
Launch of the Winter '26 collection feat. exclusive styles for WW, only available at Mytheresa.

### PRADA



Launch of Fall '26 collection feat. the exclusive Aimee Bag for WW, only available at Mytheresa.

### SAINT LAURENT



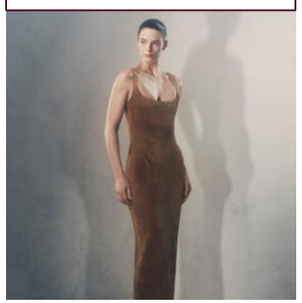
Launch of the Fall '26 WW collection feat. exclusive styles, only available at Mytheresa.

### MONCLER



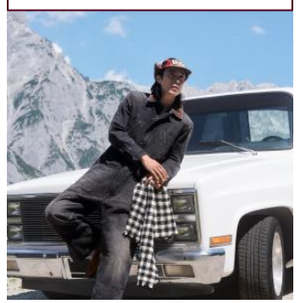
Launch of Fall Winter '26 collection feat. exclusive styles for WW & MW, only available at Mytheresa.

### ALAÏA



Launch of the Fall '26 collection for WW, exclusively pre-launching at Mytheresa.

### RRL



Launch of the Western Ski Capsule Collection for MW, available only at Mytheresa.

### GUCCI



Launch of Primavera collection feat. exclusive styles for WW & MW, only available at Mytheresa.

### BOTTEGA VENETA



Launch of Winter '26 collection feat. exclusive styles for WW & MW, only available at Mytheresa.

# Mytheresa Sustained Outstanding Double-Digit Top Line Growth and delivered Significant Bottom Line Expansion in Q1 FY27

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Luxury | Mytheresa

## Key Operating and Financial Metrics – Luxury | Mytheresa

| | Q1 FY26[2] | Q1 FY27[1] | *YoY Growth* |
|---|---|---|---|
| **Gross Merchandise Value** (€mm / ex-FX YoY) | 245.9 | 276.6 | *+11.6%* |
| **Net Sales** (€mm / ex-FX YoY) | 226.3 | 250.8 | *+10.0%* |
| **Gross Profit Margin[3]** | 44.6% | 46.2% | *+160bps* |
| **Adjusted EBITDA[4]** (€mm) | 7.9 | 17.9 | *>+100%*<br>*+€10.1m* |
| **Adjusted EBITDA Margin[3,4]** | 3.5% | 7.1% | *+370bps* |

1) Three months ended September 30, 2026.
2) Three months ended September 30, 2025.
3) As a % of Net Sales.
4) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation.



# LuxExperience

## Luxury | NAP & MRP
## Q1 FY27

# NET-A-PORTER and MR PORTER With Strongly Improved Customer Spend Economics in Q1 FY27

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Luxury | NAP & MRP




## Q1 FY27 Highlights Luxury | NAP & MRP

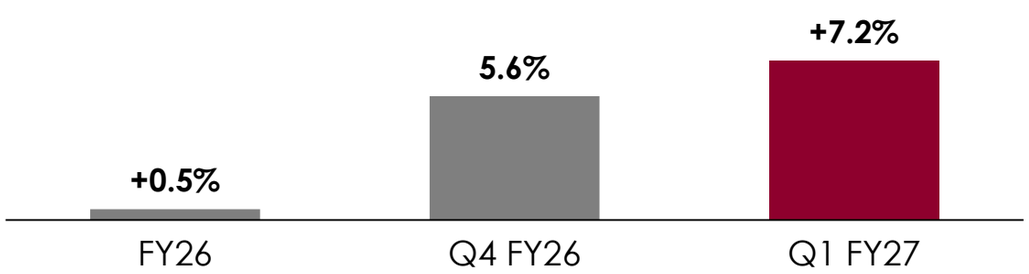
| | |
|---|---|
| **Total Active Customers LTM** (in '000)<br>**820**<br>(6.0%) vs. LY | **Average Order Value (AOV) LTM** (in €)<br>**903**<br>+8.0% vs. LY |
| **Top Customer Share of Total Customers**<br>**10.2%**<br>+10bps vs. LY | **Growth in Spend per Top Customer**<br>**+11.7%**<br>vs. LY |
| **Gross Profit Margin**<br>**47.7%**<br>+30bps vs. LY | **NPS NET-A-PORTER** (in %)<br>**62.7**<br>+20bps vs. LY |

# NET-A-PORTER and MR PORTER With Accelerated Top Line Performance Driven by Strong Growth in The United States

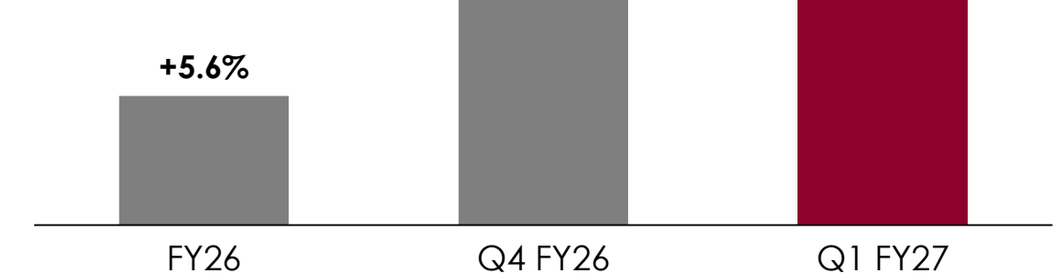
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Luxury | NAP & MRP

## Net Sales Development

### YoY Growth (ex-FX)




### United States YoY Growth (ex-FX)



# NET-A-PORTER and MR PORTER Driving Customer Engagement through Unique and Inspiring EIP Experiences in Q1 FY27

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Luxury | NAP & MRP

## NET-A-PORTER






**A two-day getaway on the French Riviera with Aquazzura**

- In celebration of an exclusive capsule collection NET-A-PORTER brought together press, friends of the brand and EIPs at the iconic Palais Bulles

**A special dinner at home with Joseph Altuzarra**

- An intimate dinner in the Hamptons, at the home of Joseph Altuzarra, Creative Director of Altuzarra, for a curated list of EIPs.

**INCREDIBLE WOMEN: an exclusive NYFW party with Cindy Crawford**

- A celebration of NET-A-PORTER's community of Incredible Women with PORTER cover star Cindy Crawford amongst other celebrities and EIPs hosted at Straker's, exclusively before the official opening, with Thomas Straker himself cooking.

## MR PORTER






**Beachside takeover with Orlebar Brown in Ibiza**

- MR PORTER celebrated summer with Orlebar Brown and over 70 special guests at El Chiringuito Ibiza with a long Ibizan lunch

**Dinner with Stone Island & Chef Eddie Huang in Los Angeles**

- Bringing the East and West coasts together, MR PORTER partnered with Stone Island and chef Eddie Huang to bring NYC's Baohaus to LA's Chez Jay hosting over 85 VIPs, EIPs, editors, and tastemakers.

**MR PORTER celebrates exclusive visvim capsule in London**

- MR PORTER hosted over 20 EIPs and key editors at London's The Devonshire for a dinner co-hosted by founder Hiroki Nakamura, celebrating the launch of visvim's 27-piece motorsport-themed collection.

# NET-A-PORTER and MR PORTER Further Boosted Their Editorial Authority in Q1 FY27

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Luxury | NAP & MRP

## NET-A-PORTER – PORTER



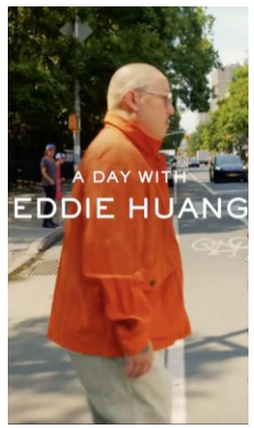


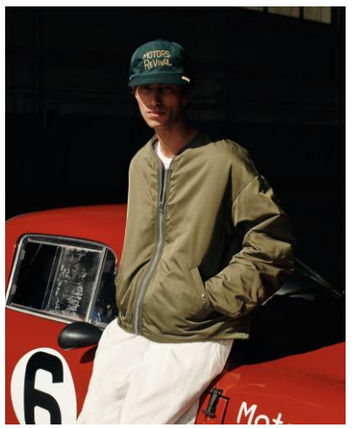





- NET-A-PORTER secured three exclusive PORTER cover stories with Penélope Cruz , Emma Mackey and Cindy Crawford with a combined reach of 704m and 84 press credits.

## MR PORTER – THE JOURNAL






- New York Chef Eddie Huang took MR PORTER around his favorite haunts in East Village as part of a campaign with Stone Island reaching over 100k views.
- ‘Behind The Brand’ series continues to create strong engagement, with visvim, Metier and Fortela, driving over 1.6m views.
- MR PORTER interviewed "The Farmer Who Broke The Internet" Ruben Lambrechts at his Namibian home resulting in one of its best-performing Journal stories and over 1.2m organic channel views.

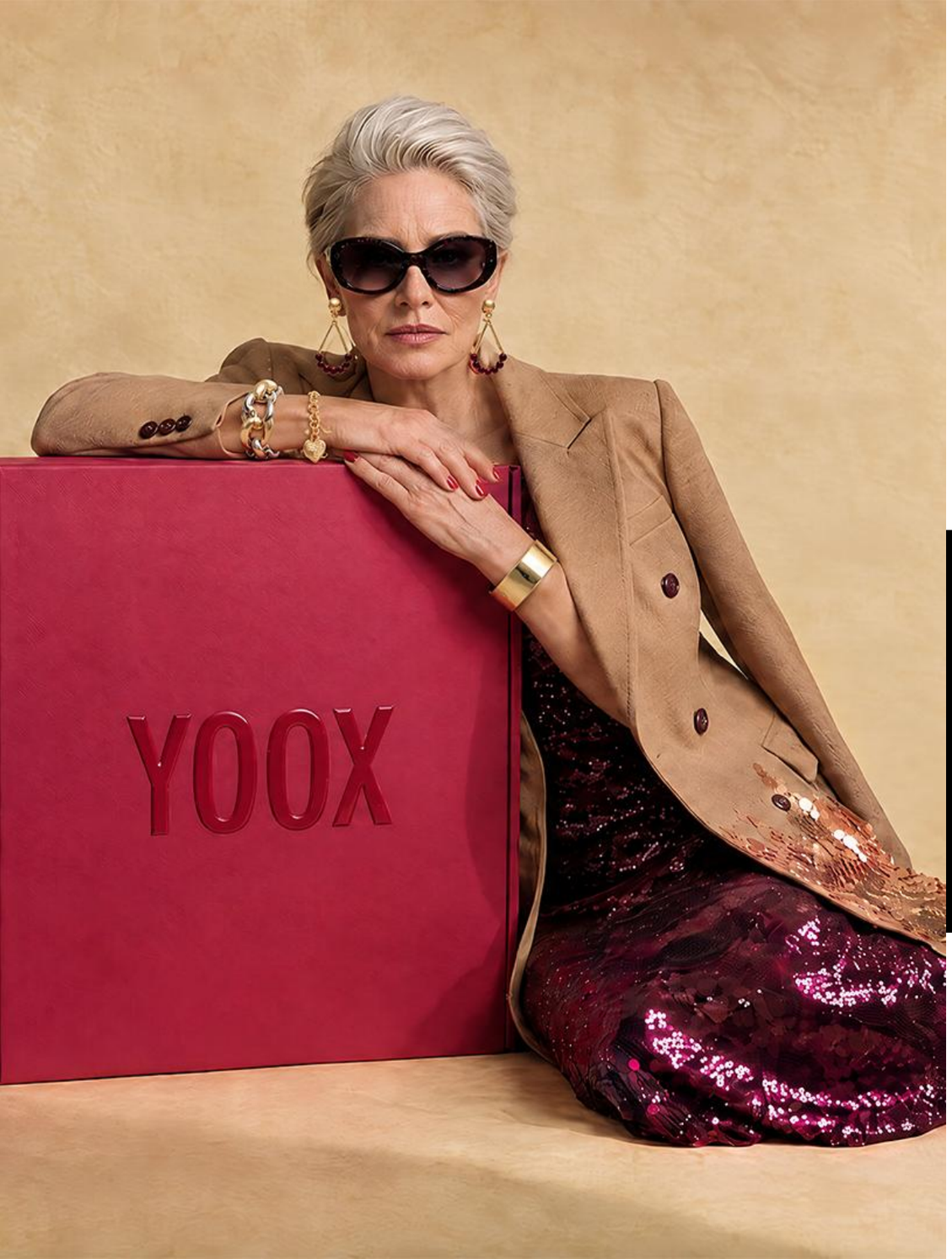
# NET-A-PORTER and MR PORTER With Significant Improvement on Top and Bottom Line Performance in Q1 FY27

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Luxury | NAP & MRP

## Key Operating and Financial Metrics – Luxury | NAP & MRP

| | Q1 FY26[2] | Q1 FY27[1] | *YoY Growth* |
|---|---|---|---|
| **Gross Merchandise Value** (€mm / ex-FX YoY) | 224.5 | 245.2 | *+7.6%* |
| **Net Sales** (€mm / ex-FX YoY) | 212.3 | 231.0 | *+7.2%* |
| **Gross Profit Margin[3]** | 47.4% | 47.7% | *+30bps* |
| **Adj. EBITDA[4]** (€mm) | (10.3) | 0.7 | *>+100%*<br>*+€11.0m* |
| **Adj. EBITDA Margin[3,4]** | (4.9%) | 0.3% | *+520bps* |

1) Three months ended September 30, 2026.
2) Three months ended September 30, 2025: For the three months ended September 30, 2025, Adjusted EBITDA for Luxury | NAP & MRP was retrospectively adjusted to exclude intercompany foreign exchange losses of €5.3 million and include additional expenses of €1.0 million previously allocated to THE OUTNET, resulting in a net increase of €4.3 million. These adjustments were already reflected in the year-to-date results presented in the fiscal year 2026 Annual Report on Form 20-F.
3) As a % of Net Sales.
4) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation.




# LuxExperience

## Off-price | YOOX
## Q1 FY27

# Focus of YOOX on Core European Markets Drives Sustainable Improvement of Customer Economics

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Off-price | YOOX




## Q1 FY27 Highlights Off-price | YOOX

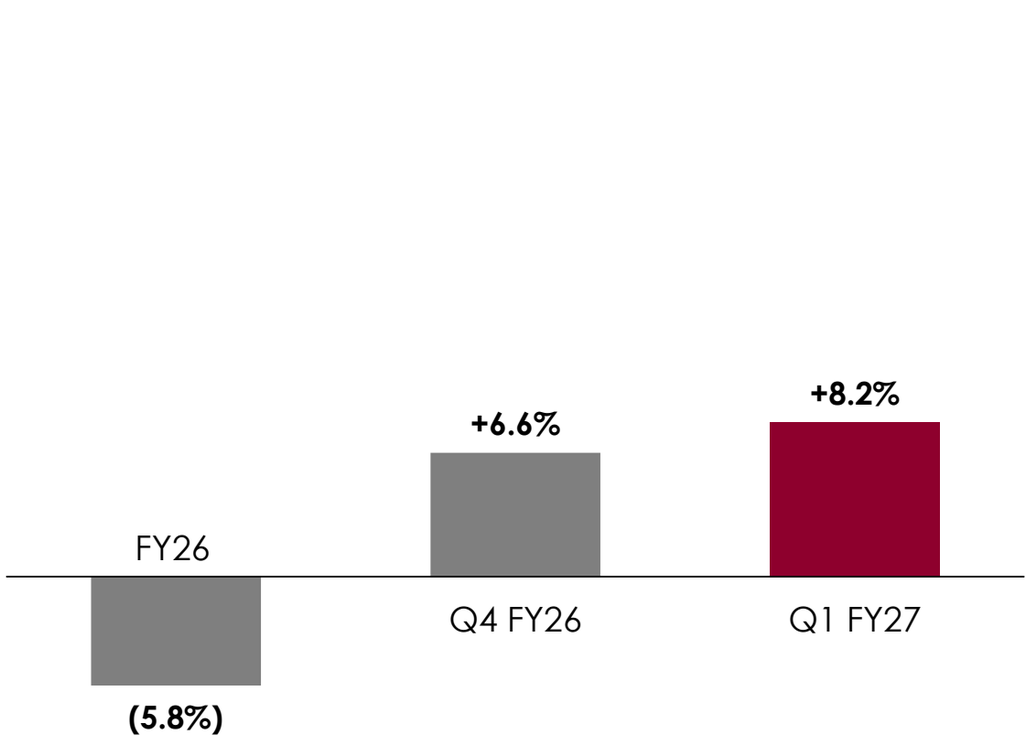
| | |
|---|---|
| **Total Active Customers LTM** (in '000)<br>**1,071**<br>(4.4%) vs. LY | **Average Order Value (AOV) LTM** (in €)<br>**242**<br>(5.4%) vs. LY |
| **Top Customer Share of Total Customers**<br>**1.8%**<br>(30bps) vs. LY | **Growth in Spend per Top Customer**<br>**+23.8%**<br>vs. LY |
| **Gross Profit Margin**<br>**37.1%**<br>+80bps vs. LY | **NPS** (in %)<br>**51.7**<br>+1,690bps vs. LY |

# YOOX's Accelerated Top Line Growth Fueled by Continued Strong Growth in Core European Markets

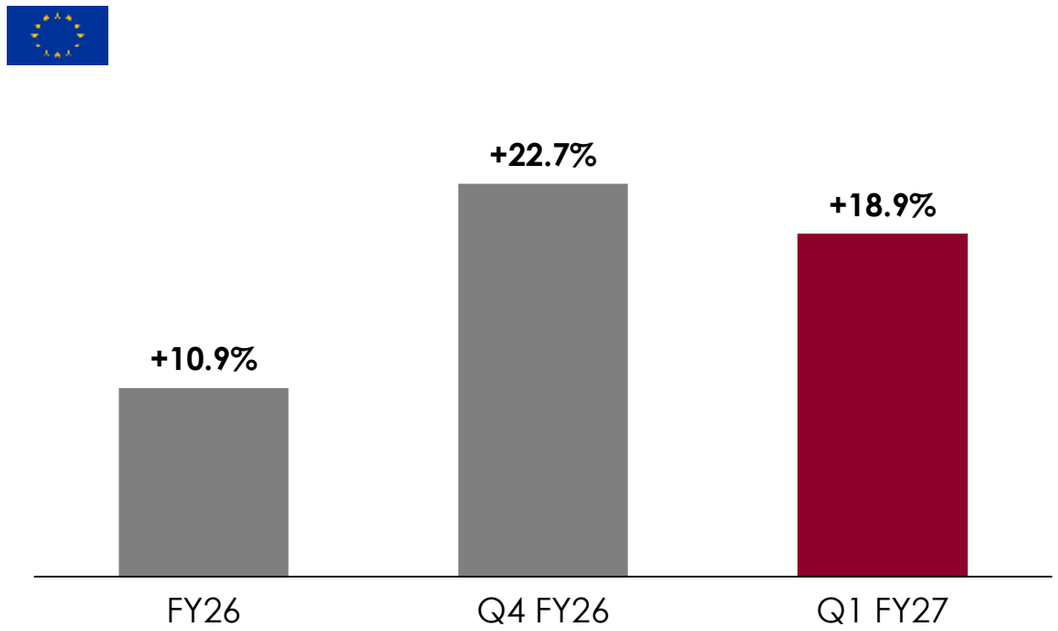
LuxExperience
Off-price | YOOX

## Net Sales Development

### YoY Growth (ex-FX)




### EU[1] Net Sales Growth




1) Excluding UK

# YOOX Accelerated Brand Building Through High-Impact Activations, Driving Visibility and Community Engagement

LuxExperience
Off-price | YOOX

## EVENTS




**Berlin Art Week**

- YOOX hosted three activations in Germany: YOOX Camerino at Thomas Kretschmann's exhibition, an Italian cocktail at Schattenlos Atelier, and SOMEBODY, a social experiment on timeless fashion.

**Key facts:**

- 1m+ est. reach
- 2,000+ guests; 640+ new potential customer registrations



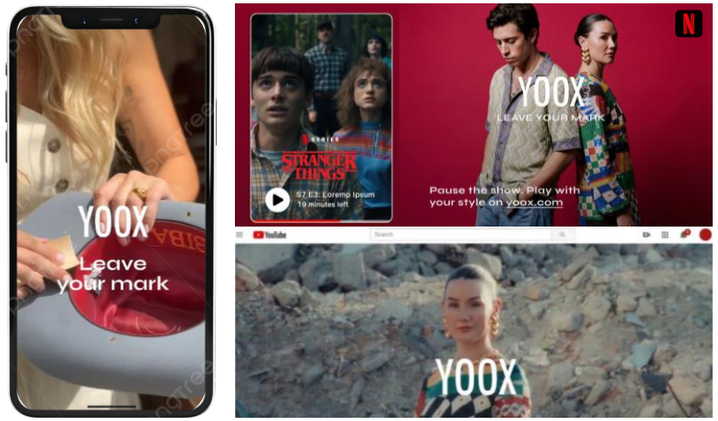

**Milan Fashion Week**

- Partnering with Bronda Architects for MFW, YOOX transformed Camerino into a 3-day, 9-event community hub at Circolo Filologico Milanese

**Key facts:**

- 19.7m est. reach
- 1,200+ guests, 360+ UGC, 621 new potential customer registrations

## CAMPAIGN




**"Leave your mark" Campaign**

- YOOX launched 'Leave Your Mark' across Italy, Germany and Spain on YouTube and TikTok
- Extended the narrative into Fall with creator-led storytelling, turning everyday moments into bold, playful statements

**Key facts:**

- 21.3m est. reach
- 7 talents involved

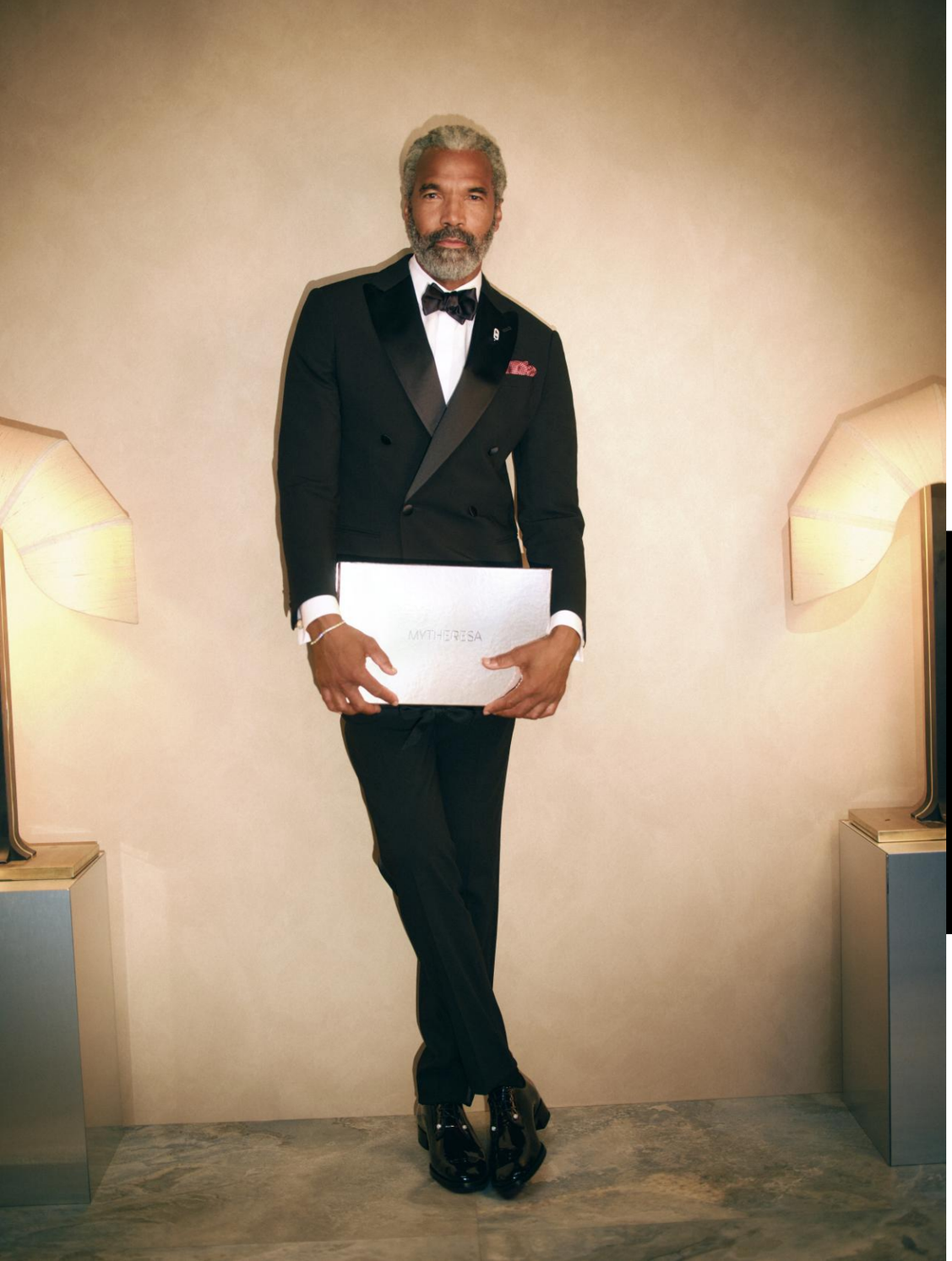
# YOOX Achieved Continued Top Line Growth and a Significant Improvement on Bottom Line in Q1 FY27

LuxExperience
Off-price | YOOX

## Key Operating and Financial Metrics – Off-price | YOOX

| | Q1 FY26[2] | Q1 FY27[1] | *YoY Growth* |
|---|---|---|---|
| **Gross Merchandise Value** (€mm / ex-FX YoY) | 118.6 | 128.6 | *+8.2%* |
| **Net Sales** (€mm / ex-FX YoY) | 118.6 | 128.6 | *+8.2%* |
| **Gross Profit Margin[3]** | 36.3% | 37.1% | *+80bps* |
| **Adj. EBITDA[4]** (€mm) | (19.1) | (6.0) | *+68.8%*<br>*+€13.1m* |
| **Adj. EBITDA Margin[3,4]** | (16.1%) | (4.6%) | *+1,150bps* |

1) Three months ended September 30, 2026.
2) Three months ended September 30, 2025: For the three months ended September 30, 2025, Adjusted EBITDA for Off-Price | YOOX was retrospectively adjusted to exclude intercompany foreign exchange losses of €2.4 million and include additional expenses of less than €0.1 million previously allocated to THE OUTNET, resulting in a net increase of €2.4 million. These adjustments were already reflected in the year-to-date results presented in the fiscal year 2026 Annual Report on Form 20-F.
3) As a % of Net Sales.
4) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation.




# LuxExperience

## Financial Results
## Q1 FY27

# LuxExperience Achieved +590bps Adjusted EBITDA Margin Improvement Driven by Further SG&A Cost Efficiencies in Q1 FY27

LuxExperience

## LuxExperience[1]

| | Q1 FY26[3] | Q1 FY27[2] | *YoY Growth* |
|---|---|---|---|
| **Gross Merchandise Value** (€mm / ex-FX YoY) | 589.0 | 650.4 | *+9.4%* |
| **Net Sales** (€mm / ex-FX YoY) | 557.2 | 610.5 | *+8.5%* |
| **Gross Profit Margin** | 43.9% | 44.9% | *+90bps* |
| **Adj. SG&A Cost Ratio[4,6]** | 21.8% | 17.6% | *(430bps)* |
| **Adj. EBITDA[6]** (€mm) | (21.5) | 12.7 | *>+100%*<br>*+€34.2m* |
| **Adj. EBITDA Margin[5,6]** | (3.9%) | 2.1% | *+590bps* |

1) Unless otherwise indicated, the financial and operating measures presented in this release are presented on a Total Segments basis. Total Segments represent the aggregate of the corresponding amounts for each of LuxExperience's reportable segments – Luxury Mytheresa, Luxury NAP & MRP, and Off-Price YOOX – and exclude "Other"
2) Three months ended September 30, 2026.
3) Three months ended September 30, 2025: For the three months ended September 30, 2025, Adjusted EBITDA was retrospectively adjusted to exclude intercompany foreign exchange losses of €5.3 million for Luxury | NAP & MRP and €2.4 million for Off-Price | YOOX, with no impact on Other, and include additional expenses previously allocated to THE OUTNET of €1.0 million, less than €0.1 million and €0.2 million for Luxury | NAP & MRP, Off-Price | YOOX and Other, respectively. The net effects were increases of €4.3 million for Luxury | NAP & MRP and €2.4 million for Off-Price | YOOX and a decrease of €0.2 million for Other, resulting in an aggregate increase in Adjusted EBITDA of €6.5 million. These adjustments were already reflected in the year-to-date results presented in the fiscal year 2026 Annual Report on Form 20-F.
4) As % of GMV.
5) As % of Net Sales.
6) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation.

# In Q1 FY27 All Segments Increased Profitability Driven by SG&A Efficiencies and GPM Expansion

LuxExperience

## LuxExperience – Key P&L-Line Items by Segment

in €mm

| | Luxury \| Mytheresa | | Luxury \| NAP & MRP | | Off-price \| YOOX | | LuxExperience Group | |
|---|---|---|---|---|---|---|---|---|
| | **Q1 FY27** | ***YoY Growth*** | **Q1 FY27** | ***YoY Growth*** | **Q1 FY27** | ***YoY Growth*** | **Q1 FY27** | ***YoY Growth*** |
| **Gross Profit** (€mm) | 115.9 | *+14.8%* | 110.3 | *+9.5%* | 47.7 | *+10.8%* | 273.9 | *+11.9%* |
| **Gross Profit Margin**[1] | 46.2% | *+160bps* | 47.7% | *+30bps* | 37.1% | *+80bps* | 44.9% | *+90bps* |
| **Adj. SG&A**[2] (€mm) | 33.9 | *+7.1%* | 53.9 | *(13.1%)* | 26.5 | *(24.2%)* | 114.3 | *(11.1%)* |
| **Adj. SG&A Cost Ratio**[2,3] | 12.3% | *(60bps)* | 22.0% | *(560bps)* | 20.6% | *(890bps)* | 17.6% | *(430bps)* |
| **Adj. EBITDA**[3](€mm) | 17.9 | *>+100%*<br>*+€10.1m* | 0.7 | *>+100%*<br>*+€11.0m* | (6.0) | *+68.8%*<br>*+€13.1m* | 12.7 | *>+100%*<br>*+€34.2m* |
| **Adj. EBITDA Margin**[1,3] | 7.1% | *+370bps* | 0.3% | *+520bps* | (4.6%) | *+1,150bps* | 2.1% | *+590bps* |

1) As a % of Net Sales.
2) As a % of GMV.
3) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation.

# Continued Success In Bringing Down SG&A Expenses and SG&A Cost Ratio

LuxExperience

## LuxExperience Group – SG&A Cost Development

in €mm

| | Q1 FY26[2] | *as % of GMV* | Q1 FY27[1] | *as % of GMV* | *YoY* |
|---|---|---|---|---|---|
| **Sales & Marketing** | 24.8 | 4.2% | 23.2 | 3.6% | (€1.6m) (60bps) |
| **Operations** | 46.3 | 7.9% | 46.2 | 7.1% | (€0.1m) (80bps) |
| **Tech** | 29.7 | 5.1% | 23.1 | 3.6% | (€6.6m) (150bps) |
| **Corporate** | 27.8 | 4.7% | 21.8 | 3.3% | (€6.0m) (140bps) |
| **Total Adj. SG&A Expenses[3]** | 128.6 | **21.8%** | 114.3 | **17.6%** | (€14.3m) (430bps) |

1) Three months ended September 30, 2026.
2) Three months ended September 30, 2025: For the three months ended September 30, 2025, Adjusted EBITDA was retrospectively adjusted to exclude intercompany foreign exchange losses of €5.3 million for Luxury | NAP & MRP and €2.4 million for Off-Price | YOOX, with no impact on Other, and include additional expenses previously allocated to THE OUTNET of €1.0 million, less than €0.1 million and €0.2 million for Luxury | NAP & MRP, Off-Price | YOOX and Other, respectively. The net effects were increases of €4.3 million for Luxury | NAP & MRP and €2.4 million for Off-Price | YOOX and a decrease of €0.2 million for Other, resulting in an aggregate increase in Adjusted EBITDA of €6.5 million. These adjustments were already reflected in the year-to-date results presented in the fiscal year 2026 Annual Report on Form 20-F.
3) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation.

# LuxExperience Raised Full FY27 Guidance

LuxExperience



1 **LuxExperience Net Sales expected to increase +6% to +9% (Prior: +MSD% to +HSD%)**

2 **LuxExperience Adjusted EBITDA Margin at 2.5% to 3.5% (Prior: 2% to 3%)**

# At Group Level, LuxExperience Targets €4bn Net Sales And 7-9% Adj. EBITDA In The Medium-term

LuxExperience

| | Medium-term targets[1] |
|---|---|
| **GMV / Net Sales**<br>*% Growth* | **10-15% CAGR**<br>to achieve €4bn net sales in FY30 |
| **Adjusted EBITDA Margin**<br>*as % of Net Sales* | **7-9%** |

1. These are not projections; they are goals / targets and are forward-looking, subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management, and are based upon assumptions with respect to future decisions, which are subject to change. Actual results will vary and those variations may be material. For discussion of some of the important factors that could cause these variations, please consult the "Risk Factors" section of the Form 20-F filed with the U.S. Securities and Exchange Commission on September 16, 2025. Nothing in this presentation should be regarded as a representation by any person that these goals / targets will be achieved and the Company undertakes no duty to update its goals.

# LuxExperience Offers A Unique Investment Opportunity

**Outstanding market opportunity** given resilience of luxury and high growth potential of online

**Unique valuable assets** in differentiated brands, global geographic reach, and a large, high-value customer base

**Bold transformation plan** and highly experienced management team to deliver on the ambition

**Ambitious financial targets** for value creation, backed by a healthy balance sheet





# LuxExperience

## Appendix

# Reconciliation to IFRS Metrics

LuxExperience

The following tables set forth the reconciliations of net loss from continuing operations to EBITDA to Adjusted EBITDA, and their corresponding margins as a percentage of net sales for the three months ended September 30:

| | Three months ended September 30, | | | |
|---|---|---|---|---|
| **(in € millions) (unaudited)** | **2025** | **2026** | **Change** | |
| **Net loss from continuing operations** | **(87.7)** | **(34.1)** | **61.1** | **%** |
| Income tax expense (benefit) | 2.6 | 14.4 | 462.3 | % |
| Finance (income) costs, net | 1.4 | 0.4 | (72.3) | % |
| Depreciation, amortization and impairment losses | 12.8 | 12.0 | (6.3) | % |
| **EBITDA** | **(70.9)** | **(7.2)** | **89.8** | **%** |
| Other transaction-related, certain legal and other expenses[(1)] | 41.5 | 18.7 | (55.8) | % |
| Share-based compensation[(2)] | 3.5 | 5.5 | 55.6 | % |
| Foreign exchange (gains) losses [(3)] | 7.7 | (5.2) | (167.8) | % |
| **Adjusted EBITDA**[(4)] | **(18.2)** | **11.8** | **164.5** | **%** |
| | | | | |
| Net sales | 573.5 | 614.1 | 7.1 | % |
| Adjusted EBITDA margin | (3.2) % | 1.9% | 510 | BPs |

(1) Includes professional fees, including advisory and accounting fees, related to actual or potential transactions, certain legal and other expenses, and distribution-center closure costs. Of these expenses, €1.3 million and €17.4 million are included in shipping and payment costs and SG&A expenses, respectively, for the three months ended September 30, 2026. Of these expenses, €1.1 million and €40.9 million are included in shipping and payment costs and SG&A expenses, respectively, while €0.5 million is reflected as a benefit in other income (expense), net, for the three months ended September 30, 2025. Please refer to the adjusted shipping and payment, adjusted SG&A expense and adjusted other income (expense), net, tables in the Results of Operations section in Form 6-K for further details.

(2) Includes share-based compensation expense recognized during the periods presented for management and supervisory board awards, including applicable long-term incentive awards. These expenses are included in SG&A expenses.

(3) Includes foreign exchange losses and gains arising on intercompany balances that are recognized in other income (expense), net.

(4) For the three months ended September 30, 2025, LuxExperience Group Adjusted EBITDA was retrospectively adjusted to exclude intercompany foreign exchange losses of €7.7 million and include additional expenses of €1.2 million previously allocated to THE OUTNET, resulting in a net increase of €6.5 million. These adjustments were already reflected in the year-to-date results presented in the fiscal year 2026 Annual Report on Form 20-F.

# Reconciliation to IFRS Metrics

LuxExperience

The following table sets forth the reconciliations of GMV to growth of GMV on a constant currency basis and of net sales to growth of net sales on a constant currency basis for LuxExperience for the three months ended September 30, 2025 and 2026:

| | Three Months Ended September 30, | | |
|---|---|---|---|
| | 2025 | 2026 | Year-over-Year Change in % |
| *(in € millions) (unaudited)* | | | |
| Gross Merchandise Value (GMV) | € 589.0 | € 650.4 | 10.4% |
| Foreign Exchange Impact[1] | € 0.0 | € 6.2 | |
| Gross Merchandise Value (GMV) at Constant Currency (ex-FX) | € 588.9 | € 644.3 | 9.4% |
| | | | |
| Net Sales | € 557.2 | € 610.5 | 9.6% |
| Foreign Exchange Impact[1] | € 0.0 | € 5.8 | |
| Net Sales at Constant Currency (ex-FX) | € 557.2 | € 604.7 | 8.5% |

The following table sets forth the reconciliations of GMV to growth of GMV on a constant currency basis and of net sales to growth of net sales on a constant currency basis for Luxury | Mytheresa segment for the three months ended September 30, 2025 and 2026:

| | Three Months Ended September 30, | | |
|---|---|---|---|
| | 2025 | 2026 | Year-over-Year Change in % |
| *(in € millions) (unaudited)* | | | |
| Gross Merchandise Value (GMV) | € 245.9 | € 276.6 | 12.5% |
| Foreign Exchange Impact[1] | € (0.1) | € 2.1 | |
| Gross Merchandise Value (GMV) at Constant Currency (ex-FX) | € 245.9 | € 274.6 | 11.6% |
| | | | |
| Net Sales | € 226.3 | € 250.8 | 10.8% |
| Foreign Exchange Impact[1] | € (0.1) | € 1.9 | |
| Net Sales at Constant Currency (ex-FX) | € 226.4 | € 248.9 | 10.0% |

# Reconciliation to IFRS Metrics



The following table sets forth the reconciliations of GMV to growth of GMV on a constant currency basis and of net sales to growth of net sales on a constant currency basis for Luxury | NAP & MRP segment for the three months ended September 30, 2025 and 2026:

| | Three Months Ended September 30, | | |
|---|---|---|---|
| | 2025 | 2026 | Year-over-Year Change in % |
| *(in € millions) (unaudited)* | | | |
| Gross Merchandise Value (GMV) | € 224.5 | € 245.2 | 9.2% |
| Foreign Exchange Impact[1] | € 0.1 | € 3.8 | |
| Gross Merchandise Value (GMV) at Constant Currency (ex-FX) | € 224.4 | € 241.4 | 7.6% |
| | | | |
| Net Sales | € 212.3 | € 231.0 | 8.8% |
| Foreign Exchange Impact[1] | € 0.1 | € 3.6 | |
| Net Sales at Constant Currency (ex-FX) | € 212.2 | € 227.5 | 7.2% |

The following table sets forth the reconciliations of GMV to growth of GMV on a constant currency basis and of net sales to growth of net sales on a constant currency basis for Off-Price | YOOX segment for the three months ended September 30, 2025 and 2026:

| | Three Months Ended September 30, | | |
|---|---|---|---|
| | 2025 | 2026 | Year-over-Year Change in % |
| *(in € millions) (unaudited)* | | | |
| Gross Merchandise Value (GMV) | € 118.6 | € 128.6 | 8.4% |
| Foreign Exchange Impact[1] | € 0.0 | € 0.3 | |
| Gross Merchandise Value (GMV) at Constant Currency (ex-FX) | € 118.6 | € 128.3 | 8.2% |
| | | | |
| Net Sales | € 118.6 | € 128.6 | 8.4% |
| Foreign Exchange Impact[1] | € 0.0 | € 0.3 | |
| Net Sales at Constant Currency (ex-FX) | € 118.6 | € 128.3 | 8.2% |

(1) Foreign Exchange Impact means translating current period financial data using the average foreign exchange rates during the corresponding period in the prior fiscal year applicable to the local currency in which the transactions are denominated so as to calculate what our results would have been had exchange rates remained stable from one fiscal year to the next. These calculations do not include any other macroeconomic effect such as local currency inflation effects or any price adjustment to compensate local currency inflation or devaluations.

# Reconciliation to IFRS Metrics

LuxExperience

The following tables present the results of our three operating segments and Other, together with intersegment elimination, through Adjusted EBITDA for LuxExperience Group for the three months ended September 30, 2025 and 2026. For the reconciliation to net income (loss) from continuing operations, refer to "Reconciliation of Net loss from continuing operations to Adjusted EBITDA"

| | Three months ended September 30, 2025 | | | | | | |
|---|---|---|---|---|---|---|---|
| (in € million) (unaudited) | Luxury Mytheresa | Luxury NAP & MRP | Off-Price YOOX | Total Operating Segments | Other [1] | Intersegment Elimination [2] | LuxExperience Group |
| Net sales | 226.3 | 212.3 | 118.6 | 557.2 | 19.2 | (2.9) | 573.5 |
| Cost of sales | (125.4) | (111.6) | (75.5) | (312.5) | (13.0) | 2.9 | (322.6) |
| **Gross profit** | **101.0** | **100.7** | **43.1** | **244.7** | **6.2** | **—** | **250.9** |
| Adjusted shipping and payment cost | (36.0) | (28.1) | (18.5) | (82.7) | (1.6) | — | (84.3) |
| Marketing expenses | (25.6) | (17.6) | (6.8) | (50.0) | 0.0 | — | (50.0) |
| Adjusted SG&A expenses | (31.7) | (62.0) | (35.0) | (128.6) | (1.5) | — | (130.2) |
| Adjusted other income (expense), net | 0.2 | (3.3) | (1.9) | (4.9) | 0.2 | — | (4.7) |
| **Adjusted EBITDA[3] [4]** | **7.9** | **(10.3)** | **(19.1)** | **(21.5)** | **3.3** | **—** | **(18.2)** |

(1) Represents the Online Flagship Stores ("OFS") and Feng-Mao ("FM") businesses, which were progressively wound down during fiscal year 2026. Their financial information was not regularly reviewed by the chief operating decision maker for resource allocation and performance assessment, and these businesses were therefore not identified as operating segments.

(2) During the three months ended September 30, 2025, intersegment net sales of €2.9 million between Luxury | Mytheresa and THE OUTNET were included in net sales, with an equal amount included in cost of sales. These amounts are eliminated in the intersegment elimination column and have no impact on Adjusted EBITDA.

(3) The Adjusted EBITDA amount in the LuxExperience Group column agrees with the corresponding amount in Reconciliation of Net loss from continuing operations to Adjusted EBITDA'. For the reconciliation of net income (loss) from continuing operations to EBITDA and Adjusted EBITDA for the three months ended September 30, 2025, refer to "Reconciliation of Net loss from continuing operations to Adjusted EBITDA".

(4) For the three months ended September 30, 2025, Adjusted EBITDA was retrospectively adjusted to exclude intercompany foreign exchange losses of €5.3 million for Luxury | NAP & MRP and €2.4 million for Off-Price | YOOX, with no impact on Other, and include additional expenses previously allocated to THE OUTNET of €1.0 million, less than €0.1 million and €0.2 million for Luxury | NAP & MRP, Off-Price | YOOX and Other, respectively. The net effects were increases of €4.3 million for Luxury | NAP & MRP and €2.4 million for Off-Price | YOOX and a decrease of €0.2 million for Other, resulting in an aggregate increase in Adjusted EBITDA of €6.5 million. These adjustments were already reflected in the year-to-date results presented in the fiscal year 2026 Annual Report on Form 20-F.

# Reconciliation to IFRS Metrics

LuxExperience

| | Three months ended September 30, 2026 | | | | | | |
|---|---|---|---|---|---|---|---|
| (in € million) (unaudited) | Luxury Mytheresa | Luxury NAP & MRP | Off-Price YOOX | Total Operating Segments | Other [1] | Intersegment Elimination | LuxExperience Group |
| Net sales | 250.8 | 231.0 | 128.6 | 610.5 | 3.6 | — | 614.1 |
| Cost of sales | (134.9) | (120.8) | (80.9) | (336.6) | (0.6) | — | (337.2) |
| **Gross profit** | **115.9** | **110.3** | **47.7** | **273.9** | **3.0** | **—** | **276.9** |
| Adjusted shipping and payment cost | (37.0) | (32.1) | (19.6) | (88.6) | (2.2) | — | (90.8) |
| Marketing expenses | (26.7) | (23.3) | (7.4) | (57.4) | (0.0) | — | (57.4) |
| Adjusted SG&A expenses | (33.9) | (53.9) | (26.5) | (114.3) | (1.9) | — | (116.2) |
| Adjusted other income (expense), net | (0.4) | (0.3) | (0.1) | (0.8) | 0.2 | — | (0.6) |
| **Adjusted EBITDA[2]** | **17.9** | **0.7** | **(6.0)** | **12.7** | **(0.9)** | **—** | **11.8** |

(1) Represents revenues recognized and expenses incurred during the three months ended September 30, 2026 in connection with the Transitional Services Agreement entered into in connection with the completed sale of THE OUTNET. The Transitional Services Agreement was terminated on July 24, 2026.

(2) The Adjusted EBITDA amount in the LuxExperience Group column agrees with the corresponding amount in 'Reconciliation of Net loss from continuing operations to Adjusted EBITDA'. For the reconciliation of net income (loss) from continuing operations to EBITDA and Adjusted EBITDA for the three months ended September 30, 2026, refer to "Reconciliation of Net loss from continuing operations to Adjusted EBITDA".

YOOX NET-A-PORTER MYTHERESA

MR PORTER YOOX

NET-A-PORTER MYTHERESA MR PORTER

# LuxExperience

MR PORTER YOOX NET-A-PORTER

MYTHERESA MR PORTER

NET-A-PORTER MR PORTER YOOX