

# LuxExperience

## Investor Presentation

February 2026



## Forward Looking Statements & Industry Information

This presentation contains forward-looking statements that are subject to risks and uncertainties. All statements other than statements of historical fact or relating to present facts or current conditions included in this presentation are forward-looking statements. Forward-looking statements give the Company's current expectations and projections relating to the YNAP acquisition and the operation of the combined companies; the Company's financial condition, results of operations, plans, objectives, future performance and business, including statements relating to financing activities; the impact of restrictions on identifiers for advertisers (IDFA); future sales, expenses, and profitability; future development and expected growth of our business and industry; our ability to execute our business model and our business strategy; having available sufficient cash and borrowing capacity to meet working capital, debt service and capital expenditure requirements for the next twelve months; and projected capital spending. You can identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements may include words such as "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "ongoing," "plan," "potential," "predict," "project," "should," "will," "would," or the negative of these terms or other comparable terminology, although not all forward-looking statements contain these words. The forward-looking statements contained in this presentation are based on assumptions that the Company has made in light of its industry experience and perceptions of historical trends, current conditions, expected future developments and other factors it believes are appropriate under the circumstances. As you read and consider this presentation, you should understand that these statements are not guarantees of performance or results. They involve risks, uncertainties (many of which are beyond the Company's control) and assumptions. Although the Company believes that these forward-looking statements are based on reasonable assumptions, you should be aware that many factors could affect its actual operating and financial performance and cause its performance to differ materially from the performance anticipated in the forward-looking statements. The Company believes these factors include, but are not limited to: the risk that the completed YNAP transaction and the post-transaction integration could have an adverse effect on the ability of YNAP to retain customers and retain and hire key personnel and maintain relationships with their brand partners and customers and on their operating results and businesses generally; the risk that problems may arise in successfully integrating the businesses of YNAP and Mytheresa, which may result in the combined company not operating as effectively and efficiently as expected; the risk that the combined company may be unable to achieve cost-cutting synergies or that it may take longer than expected to achieve those synergies; LuxExperience's ability to effectively compete in a highly competitive industry; LuxExperience's ability to respond to consumer demands, spending and tastes; general economic conditions, including economic conditions resulting from deteriorating geopolitical and macroeconomic conditions, such as the recent global trade war that escalated after the U.S. imposed tariffs on countries across the globe, and the adoption of retaliatory tariffs by those countries, that may adversely impact consumer demand; LuxExperience's ability to acquire new customers and retain existing customers; consumers of luxury products may not choose to shop online in sufficient numbers; the volatility and difficulty in predicting the luxury fashion industry; LuxExperience's reliance on consumer discretionary spending; and LuxExperience's ability to maintain average order levels and other factors. Should one or more of these risks or uncertainties materialize, or should any of these assumptions prove incorrect, the Company's actual operating and financial performance may vary in material respects from the performance projected in these forward-looking statements.

Any forward-looking statement made by the Company in this presentation speaks only as of the date on which it is made. Factors or events that could cause the Company's actual operating and financial performance to differ may emerge from time to time, and it is not possible for the Company to predict all of them. We caution you therefore against relying on these forward-looking statements, and we qualify all of our forward-looking statements by these cautionary statements. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.

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.

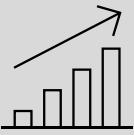
Unless otherwise indicated, information contained in this presentation concerning our industry, competitive position and the markets in which we operate is based on information from independent industry and research organizations, other third-party sources and management estimates. Management estimates 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.

## Non-IFRS Measures; Trademarks

This presentation includes certain financial measures not presented in accordance with IFRS including but not limited to Adjusted EBITDA, constant currency and Segment EBITDA (and Adjusted EBITDA Margin). These financial measures are not measures of financial performance in accordance with IFRS and may exclude items that are significant in understanding and assessing the Company's financial results. Therefore, these measures should not be considered in isolation or as an alternative to loss after tax, net sales, gross profit or other measures of profitability, liquidity or performance under IFRS. You should be aware that the Company's presentation of these measures may not be comparable to similarly titled measures used by other companies, which may be defined and calculated differently. See the appendix for a reconciliation of certain of these non-IFRS measures to the most directly comparable IFRS measure.

The trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the products or services of the Company.

# 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

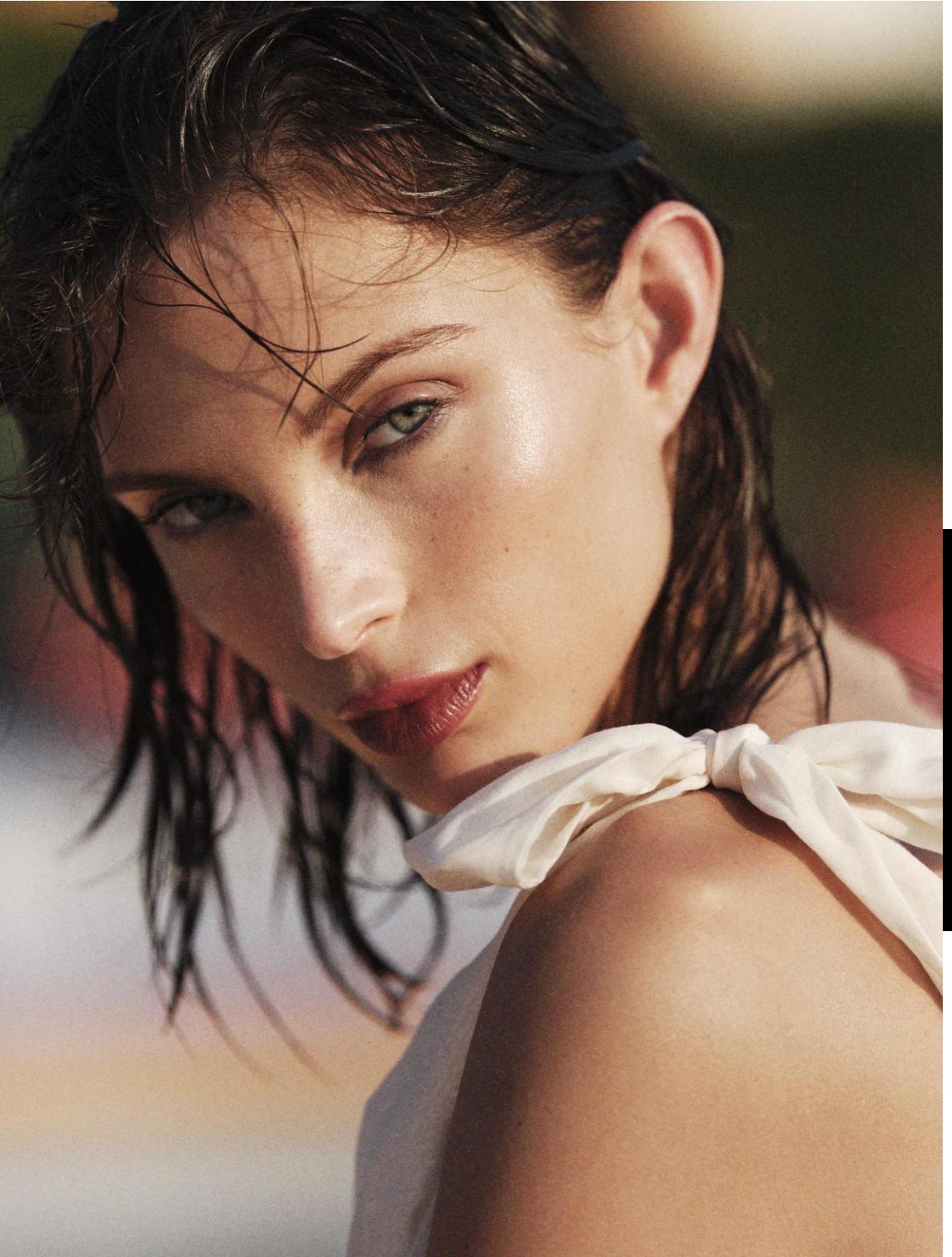


**Bold transformation plan** and highly experienced management team to deliver on the ambition



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





# **LuxExperience**

## **Business Highlights**

### **Q2 FY26**

# LuxExperience Business Highlights Q2 FY26

# LuxExperience



- Outstanding topline growth with GMV increasing by +12.7 ex-FX (+9.9% reported) and Net Sales by +11.6% ex-FX (+8.8% reported) in the prior year period
- Growth in number of top customer of +13.5% vs. Q2 FY25 and strong growth of GMV per all customers of +12.5% vs. Q2 FY25
- Outstanding increase in AOV LTM with +12.0% to now EUR 824
- Continued Gross Profit Margin expansion of 140bps to 52.3% in Q2 FY26 underlining increased full-price share
- Net Promoter Score (NPS) hitting a high note reaching 83.7% in Q2 FY26, showcasing continued excellence in customer service
- High-impact top customer activations, true "money can't buy" experiences and immersive customer experiences in Europe, the US and Asia
- Launch of exclusive capsule collections and pre-launches in collaboration with Dolce & Gabbana, Moncler Grenoble, Loewe, Bottega Veneta, Christian Louboutin, Etro, Roger Vivier, Studio Nicholson x Aaron Levine and many more



- GMV increase of +4.9% ex-FX (-1.9% reported) in Q2 FY26, significant sequential recovery from -10.8% decline reported in preceding Q1 FY26 and Net Sales increase of +6.0% ex-FX (-1.0% reported) in Q2 FY26, strong sequential improvement from -10.8% decline reported in Q1 FY26
- Increase in GMV per Top Customer of +3.6% in Q2 FY26
- Outstanding increase in AOV LTM of +13.6% vs. Q2 FY25 to EUR 861
- Consistent Gross Profit Margin of 46.1% in Q2 FY26
- Net Promoter Score (NPS) reached 65.3% in Q2 FY26 vs. 53.3% in Q2 FY25, underlining customer service improvements
- NET-A-PORTER and MR PORTER driving customer engagement through uniquely engaging editorial content. NAP featuring Le Club Rabanne and Serena Williams on PORTER Magazine and relaunching same day delivery; MRP featuring Josh Homme in the MR PORTER journal, executing three gifting video campaigns and hosting a London holiday season kick-off party

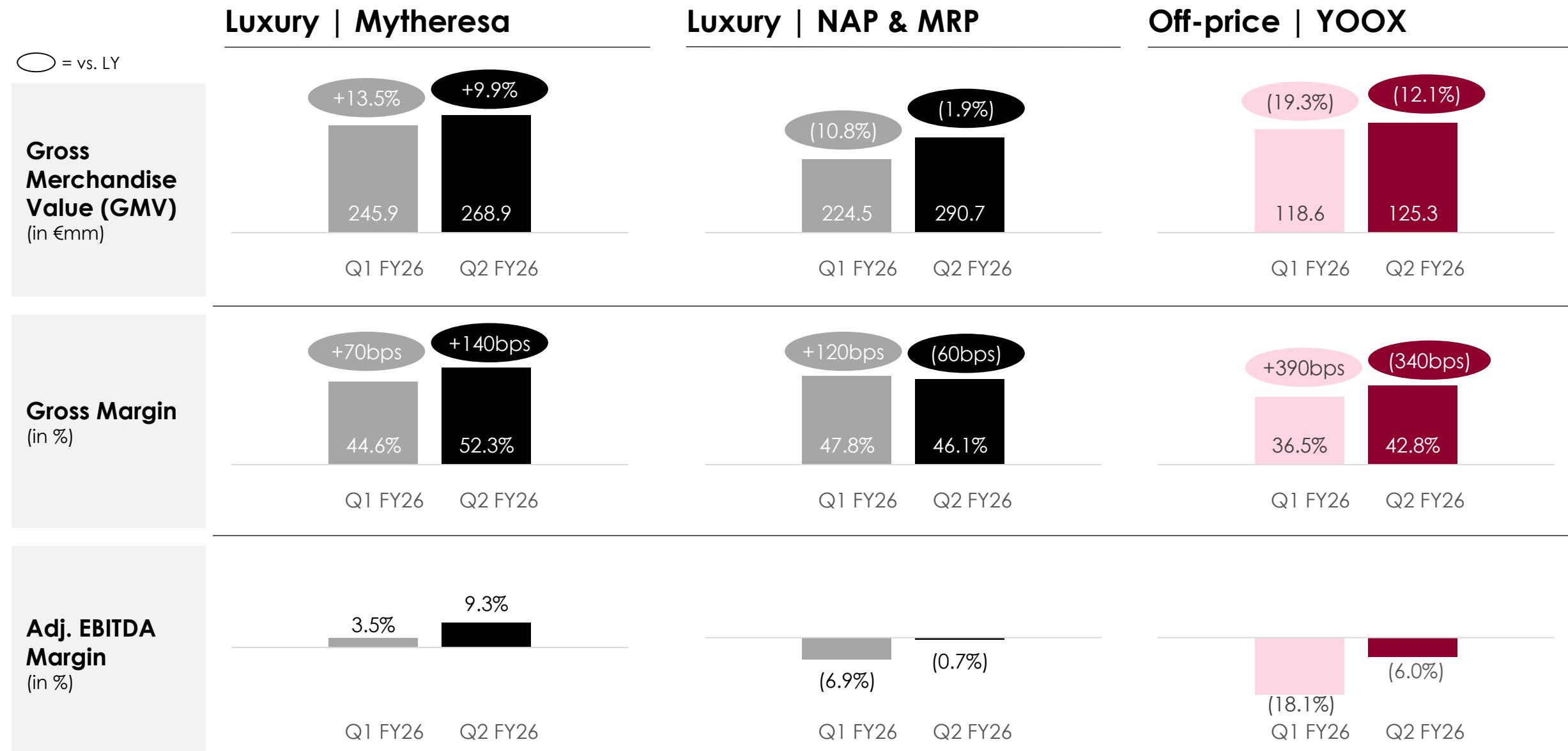


- GMV decline of -9.4% ex-FX (-12.1% reported) in Q2 FY26, clear improvement from reported -19.3% decline in Q1 FY26 and Net Sales decrease of -4.6% ex-FX (-7.3% reported) in the prior year quarter, sequential recovery from reported -16.5% in Q1 FY26
- Increase in GMV per Top Customer of +4.1% in Q2 FY26
- Outstanding increase in AOVs LTM in Q2 FY26 of +11.4% to now EUR 255
- Strong Gross Profit Margin of 42.8% in Q2 FY26
- Net Sales decline mainly driven by renewed focus on a healthy core and the deprioritization of overseas markets with high cost to serve
- Net Promoter Score (NPS) reached 50.2% in Q2 FY26 vs. 29.9% in Q2 FY25, showcasing significant customer service improvements
- First physical events in Berlin and Milan, boosting brand engagement and customer community-building



- GMV growth of +4.7% ex-FX (+0.2% reported) vs. Q2 FY25 and Net Sales increase of +5.7% ex-FX (+1.1% reported) compared to the prior year period
- United States share of LuxExperience in terms of Net Sales at 33.0% in Q2 FY26
- Partial workforce reduction across several sites now being executed
- Consolidation of infrastructure including warehouse footprint rationalization and consolidation of studio production facilities
- Tech migration kicked off with first major milestones in CY 2026
- Future cost savings secured based on comprehensive renegotiation of services contracts across the company

# Improving Performance Across all Segments of LuxExperience in Q2 FY26



Note: These measures are non-IFRS measures and are provided for illustrative purposes only, as if YNAP was part of the LuxExperience Group for the last year periods presented, and do not purport to represent what the actual consolidated results of operations or consolidated financial condition would have been had the combination actually occurred at the beginning of the earliest period indicated.

Organization	<ul style="list-style-type: none"><li>• New <b>Target Organization</b> for Luxury and Off-price finalized</li><li>• <b>Separation</b> of Luxury and Off-price structures almost complete</li><li>• YNAP Group-wide <b>workforce reduction</b> now in execution</li><li>• Completion of <b>THE OUTNET asset sale</b> expected at the end of Q3 FY26</li></ul>
Operations	<ul style="list-style-type: none"><li>• <b>Warehouse footprint</b> rationalization and <b>fulfilment models</b> simplification nearing completion</li><li>• <b>Customer care footprint</b> rationalization well advanced, with Luxury and Off-price organizations separated</li><li>• Consolidation of <b>Studio production facilities</b> under way</li></ul>
Technology	<ul style="list-style-type: none"><li>• Detailed plan for <b>Luxury Tech migration</b> and <b>simplification of the off-price tech stack</b> now in implementation</li><li>• <b>New Tech organization</b> set up and staffed to enable Luxury and Off-price to drive implementation</li><li>• Legacy tech cleanup under way, delivering YOOX <b>simplification and cost reductions</b></li></ul>
Data Analytics	<ul style="list-style-type: none"><li>• <b>Luxury and Off-price data platform</b> disentangled</li><li>• <b>Email marketing tools</b> simplified to improve customer experience and deliver savings</li><li>• Single, <b>joint Customer Analytics team</b> now serving all three Luxury stores</li></ul>
Corporate	<ul style="list-style-type: none"><li>• <b>New Cost Centre structure</b> implemented, aligned with new Group operating model</li><li>• <b>Single HR Information System</b> implementation under way</li><li>• Harmonization of <b>HR benefits and compensation</b> across the Group under way</li></ul>

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

**LuxExperience**

## Medium-term targets<sup>1</sup>

**GMV / Net Sales**  
*% Growth*

**10-15% CAGR**

to achieve €4bn net sales in FY30

**Adjusted EBITDA Margin**  
*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 October 30, 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

**Luxury | Mytheresa**  
**Q2 FY26 & H1 FY26**

# Mytheresa with Outstanding Results Across Key Performance Indicators in Q2 FY26

**LuxExperience**  
Luxury | Mytheresa



## Q2 FY26 Highlights Luxury | Mytheresa

Total Active Customers LTM (in '000)	Average Order Value (AOV) LTM (in €)
<b>788</b> (6.5%) vs. LY	<b>824</b> +12.0% vs. LY
Top Customer Share of Total Customers	Growth in Spend per Top Customer
<b>10.5%</b> +200bps vs. LY	<b>+12.5%</b> vs. LY
Gross Profit Margin	NPS (in %)
<b>52.3%</b> +140bps vs. LY	<b>83.7</b> +40bps vs. LY

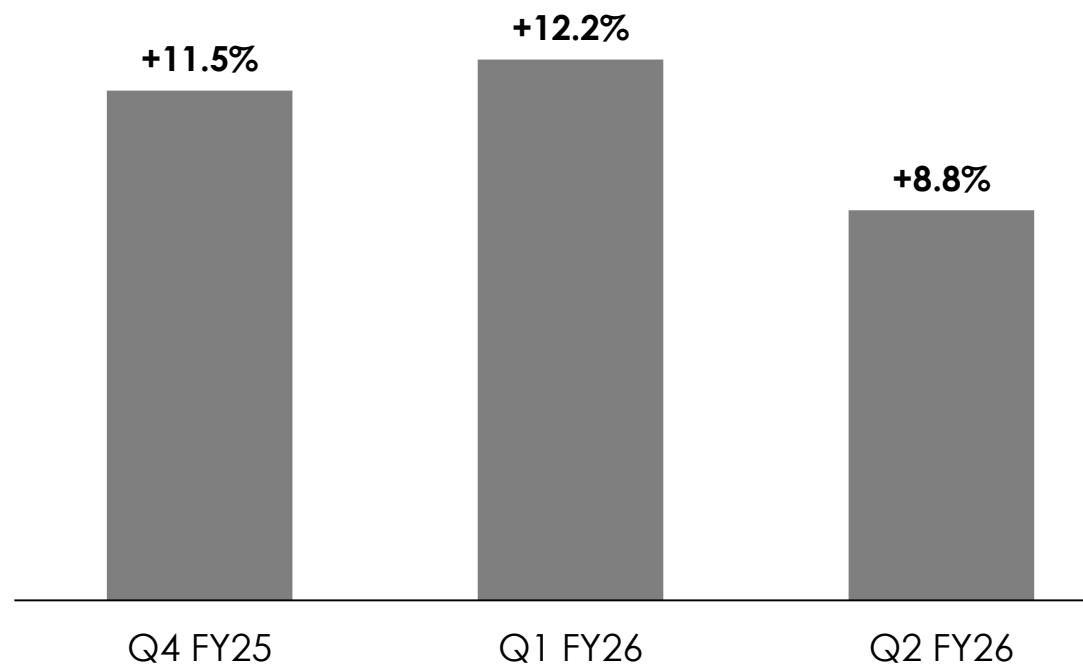
# Mytheresa's Outstanding Continued Double-digit Growth Strongly Driven by Success in the United States

## Net Sales Development

---

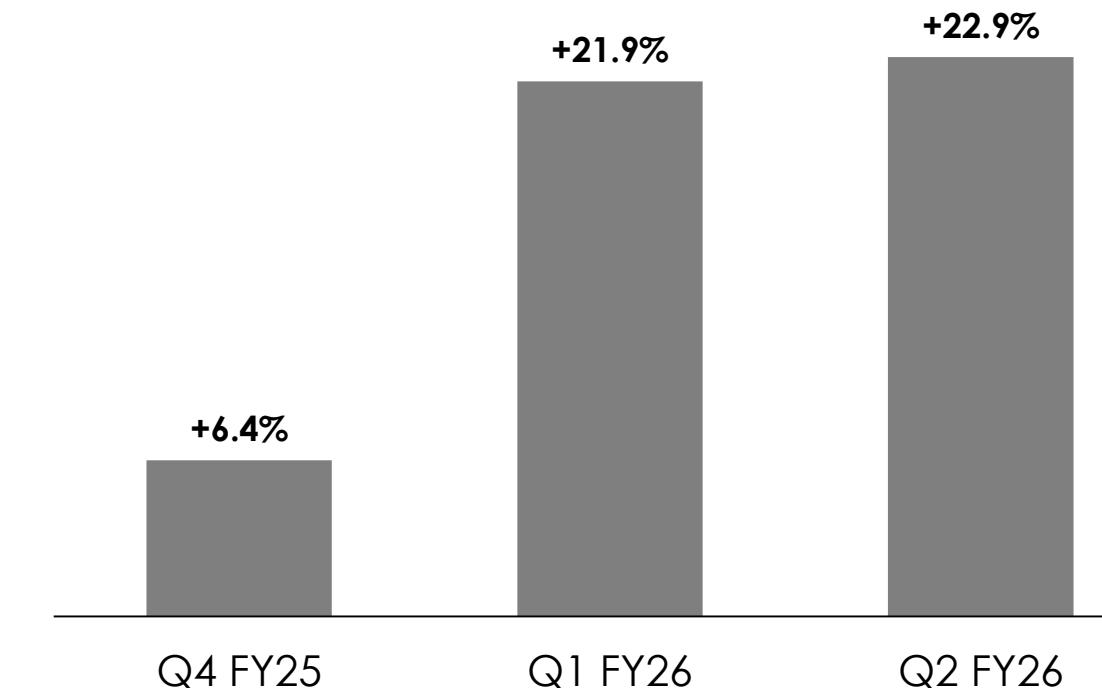
### YoY Growth

---



### United States YoY Growth

---



# Excellent Top Customer Engagement With Digital and Physical Experiences at Mytheresa in Q2 FY26

## Unique TC Events & Experiences



Dolce&Gabbana, New York



Tom Ford, London



Moncler Grenoble, Gstaad

## High-End Luxury Brand Collaborations

### DOLCE&GABBANA



Launch of Exclusive Holiday capsule collection for WW & KW, only available at Mytheresa.

### ROGER VIVIER



Launch of exclusive holiday capsule collection for WW, only available at Mytheresa.

### ETRO



Launch of exclusive capsule collection for WW, only available at Mytheresa.

### BOTTEGA VENETA



Launch of the Pre-Spring 26 collection feat. exclusive styles for WW, only available at Mytheresa.

### CHRISTIAN LOUBOUTIN



Launch of Exclusive Holiday capsule collection for WW, only available at Mytheresa.

### LOEWE



Launch of the Pre-Spring 26 collection feat. exclusive styles for WW, MW & LIFE only available at Mytheresa.

### MONCLER GRENOBLE



Launch of the new season collection feat. exclusive runway looks for WW & MW, only available at Mytheresa.

### STUDIO NICHOLSON X AARON LEVINE



Exclusive Pre-Launch of the Studio Nicholson x Aaron Levine collection for MW, only available at Mytheresa.

# Mytheresa Intensifying its Outreach to the High End Luxury Community in the US, Europe and Asia in Q2 FY26

**LuxExperience**  
Luxury | Mytheresa

## JILIN CITY (CN)



## NEW YORK (US)



## ST. MORITZ (CH)



### Exclusive Winter Experience, Jilin City:

- First-ever winter experience in China with an immersive journey combining alpine sport, après-ski culture, and a signature pop-up activation
- Top clients were invited to fully immerse themselves into Mytheresa's world including a ski outing on the alpine slopes, and a gathering at the Mytheresa Après-Ski pop-up bar

### Holiday Gift Shop, New York:

- Partnership with Hani's Bakery for an immersive holiday gift shop experience in New York
- Inviting guests to step into a world where the nostalgia of festive sweets meets the sophistication of high fashion

### Maison Mytheresa, St Moritz:

- An immersive, hotel-inspired space offering guests a captivating experience in St. Moritz over four months
- Envisioned as a private club, the setting brings Mytheresa's world to life through elegant environments, curated service, and whimsical cinematic touches that suggest timeless charm

# Outstanding Results On Top and Bottom Line for Mytheresa in Q2 FY26

**LuxExperience**  
Luxury | Mytheresa

## Key Operating and Financial Metrics – Luxury | Mytheresa<sup>1</sup>

Reported	Q1 FY26 <sup>2</sup>	YoY Growth	Q2 FY26 <sup>3</sup>	YoY Growth	H1 FY26 <sup>4</sup>	YoY Growth
<b>LTM Active Customers ('000)</b>	812	(3.6%)	788	(6.5%)	788	(6.5%)
<b>Gross Merchandise Value (€mm)</b>	245.9	+13.5%	268.9	+9.9%	514.7	+11.6%
<b>Net Sales (€mm)</b>	226.3	+12.2%	242.7	+8.8%	469.1	+10.4%
<b>Gross Profit Margin<sup>5</sup></b>	44.6%	+70bps	52.3%	+140bps	48.6%	+190bps
<b>Adjusted EBITDA<sup>6</sup> (€mm)</b>	7.9	+172.4%	22.6	39.5%	30.5	59.5%
<b>Adjusted EBITDA Margin<sup>5,6</sup></b>	3.5%	+210bps	9.3%	+200bps	6.5%	+200bps

1) The YoY Growth illustrative key operating and financial metrics of Luxury MYTHRESA has been prepared as if LuxExperience Group's management reporting included these segments during the fiscal periods presented here. This segment information should not be viewed as a substitute for LuxExperience Group's unaudited condensed consolidated financial statements as of and for the three and six months ended December 31, 2025 and 2024. Further, the segment information presented here is not necessarily indicative of LuxExperience Group's results to be expected for any future periods.

2) Three months ended September 30, 2025

3) Three months ended December 31, 2025

4) Six months ended December 31, 2025

5) As a % of Net Sales

6) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation



# LuxExperience

**Luxury | NAP & MRP  
Q2 FY26 & H1 FY26**

# NET-A-PORTER and MR PORTER With Clear Improvements Across Key Performance Indicators in Q2 FY26

**LuxExperience**  
Luxury | NAP & MRP



## Q2 FY26 Highlights Luxury | NAP & MRP

**Total Active Customers LTM** (in '000)

**831**

(23.3%) vs. LY

**Average Order Value (AOV) LTM** (in €)

**861**

+13.6% vs. LY

**Top Customer Share of Total Customers**

**9.0%**

+90bps vs. LY

**Growth in Spend per Top Customer**

**+3.6%**

vs. LY

**Gross Profit Margin**

**46.1%**

(60bps) vs. LY

**NPS NET-A-PORTER** (in %)

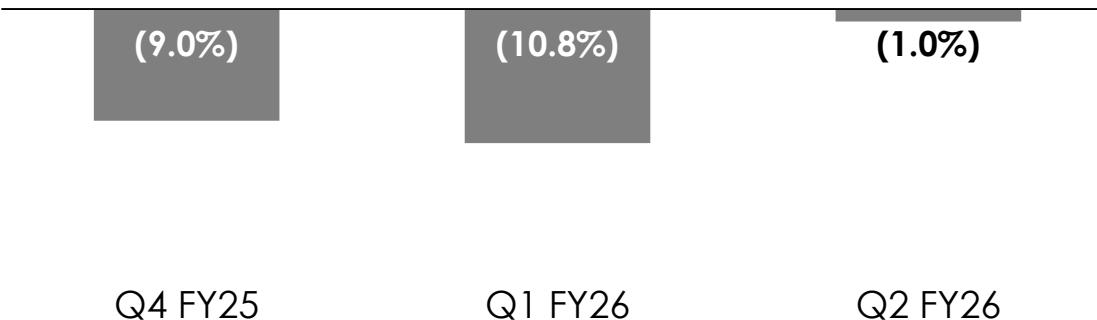
**65.3**

+1,200bps vs. LY

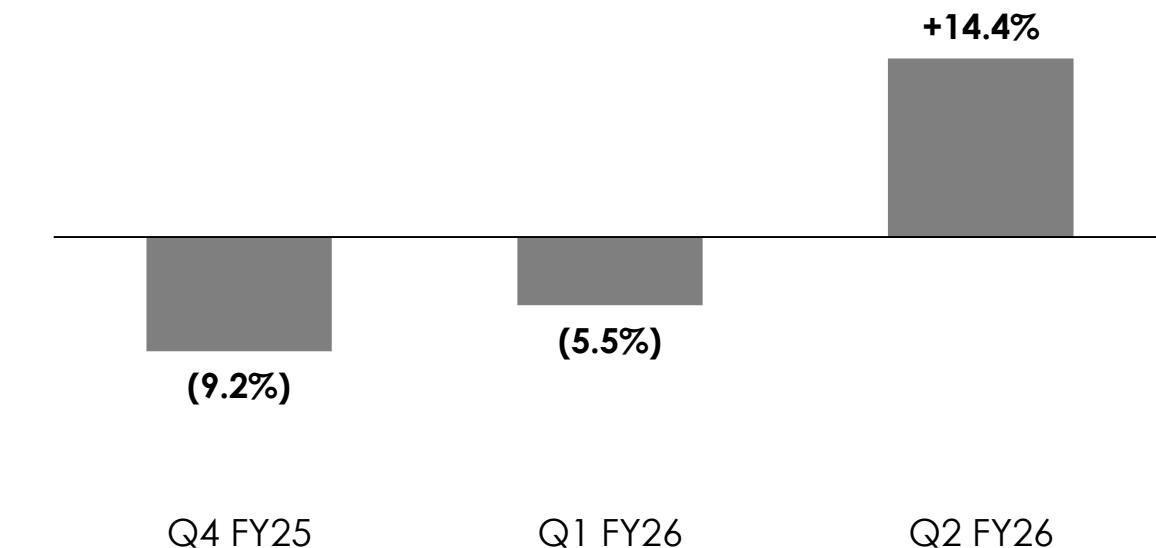
# NET-A-PORTER and MR PORTER With Clear Signs of Topline Turnaround With Europe Leading The Trend

## Net Sales Development

### YoY Growth



### EU<sup>1</sup> Net Sales Growth



1) excluding UK

# NAP and MRP Driving Outstanding Customer Engagement Through Uniquely Engaging Editorial Content

**LuxExperience**  
Luxury | NAP & MRP

## NET-A-PORTER



### Le Club Rabanne:

- Exclusive capsule collection amplified with intimate London cocktail party, cover interview and shoot, PR and influencer activity and multi-channel digital marketing takeover.

### 'The Holidays Begin With NET-A-PORTER' Campaign:

- Storytelling driven, video first campaign, inviting customers into the world of our women as she gets ready for party season.

### PORTER Magazine:

- Exclusive interview and fashion shoot with Serena Williams for the December issue, making it one of the most viewed covers of the year

## MR PORTER



### MR PORTER Journal:

- Feature of musician and writer Josh Homme drove 20k visits in its first week, whilst the video drove 1.6m views on IG, making it the 2nd most read talent story and viewed Instagram post in 2025

### Video Campaigns:

- Launch of brand new video franchises including Ways to Wear, Behind the Brand and three gifting video campaigns

### Kicking off the Holiday Season with MR PORTER:

- Joint London party hosted by Brand Director Jeremy Langmead and actor Billie Piper to create buzz during holiday season and female awareness; Event carousel on IG was the 4th most viewed post of all time, with over 1.5 million views and 74% new follower engagement

# Financial Results at NET-A-PORTER and MR PORTER in Q2 FY26 Clearly Up vs. Q1 FY26

**LuxExperience**  
Luxury | NAP & MRP

## Key Operating and Financial Metrics – Luxury | NAP & MRP<sup>1</sup>

Reported	Q1 FY26 <sup>2</sup>	YoY Growth	Q2 FY26 <sup>3</sup>	YoY Growth	H1 FY26 <sup>4</sup>	YoY Growth
<b>LTM Active Customers ('000)</b>	872	(25.9%)	831	(23.3%)	831	(23.3%)
<b>Gross Merchandise Value (€mm)</b>	224.5	(10.8%)	290.7	(1.9%)	515.2	(6.0%)
<b>Net Sales (€mm)</b>	212.3	(10.8%)	277.1	(1.0%)	489.3	(5.5%)
<b>Gross Profit Margin<sup>5</sup></b>	47.8%	+120bps	46.1%	(60bps)	46.7%	0bps
<b>Adjusted EBITDA<sup>6</sup> (€mm)</b>	(10.3)	(363.6%)	(1.9)	(116.3%)	(12.2)	(224.8%)
<b>Adjusted EBITDA Margin<sup>5,6</sup></b>	(4.9%)	(650bps)	(0.7%)	(490bps)	(2.5%)	(440bps)

1) The YoY growth illustrative key operating and financial metrics of Luxury NAP / MRP segment have been prepared as if YNAP Sub-Group's management reporting included these segments during the fiscal periods presented here. Further, the segment information presented here is not necessarily indicative of YNAP Sub-Group's results to be expected for any future periods

2) Three months ended September 30, 2025; Q1 FY26 figures shown above reflect adjustments applied for six-month comparability. These include the retrospective application of foreign exchange losses on intercompany cash pooling positions (€5.3 million) and a refinement of the cost allocation methodology in Q2 following the classification of THE OUTNET as a discontinued operation, resulting in an additional €1.0 million of costs allocated to this segment. Applying these impacts to the reported Q1 results reconciles to the Q1 figures presented above.

3) Three months ended December 31, 2025

4) Six months ended December 31, 2025

5) As a % of Net Sales

6) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation



# **LuxExperience**

**Off-price | YOOX**  
**Q2 FY26 & H1 FY26**

# Focus on Healthy Core for YOOX Drives Expected Volume Decline but Significantly Improves Quality of the Business

**LuxExperience**  
Off-price | YOOX



## Q2 FY26 Highlights Off-price | YOOX

<b>Total Active Customers LTM</b> (in '000)	<b>Average Order Value (AOV) LTM</b> (in €)
<b>1,081</b> (16.6%) vs. LY	<b>255</b> +11.4% vs. LY
<b>Top Customer Share of Total Customers</b>	<b>Growth in Spend per Top Customer</b>
<b>2.1%</b> (10bps) vs. LY	<b>+4.1%</b> vs. LY
<b>Gross Profit Margin</b>	<b>NPS</b> (in %)
<b>42.8%</b> (340bps) vs. LY	<b>50.2</b> +2,030bps vs. LY

# Focus on Healthy Core for YOOX Drives Already Growth in Lower Cost To Serve Geographies

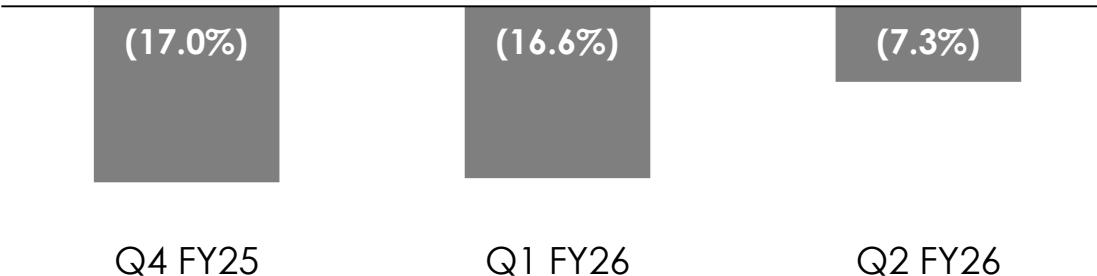
**LuxExperience**  
Off-price | YOOX

## Net Sales Development

---

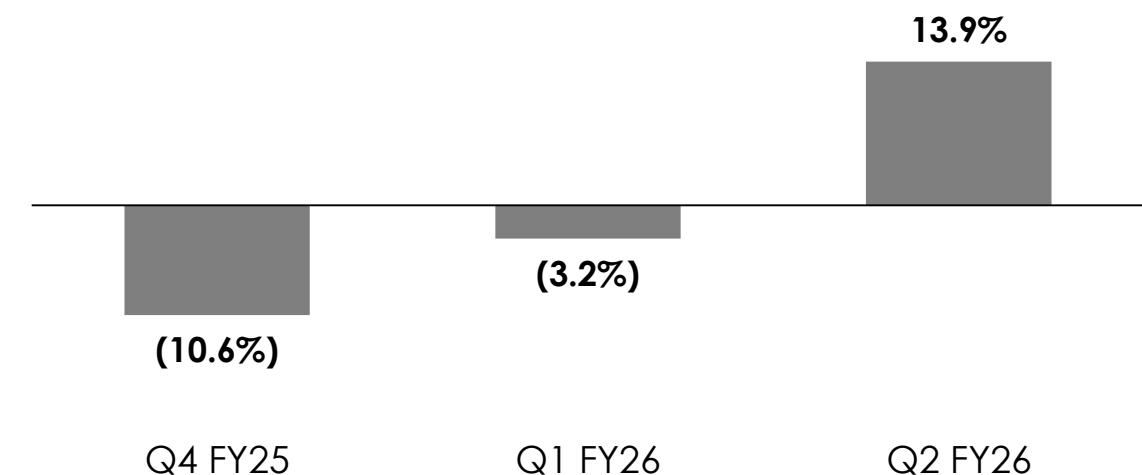
### YoY Growth

---



### EU<sup>1</sup> Net Sales Growth

---



1) excluding UK

# YOOX Engaging With Customers for the First Time in Years, Delivering on Brand Community Values

**LuxExperience**  
Off-price | YOOX

## Milan



## Berlin



### Holiday Fashion Dinner

- In line with its Holiday Campaign theme, YOOX curated an intimate Holiday Fashion Dinner at Milan's iconic Nilufar Depot
- Event designed to connect leading fashion media and key opinion leaders through culture, design, and the YOOX brand vision
- Key facts: 50 guests, 627K reach, 1.6 million impressions

### Fashion Meets Art Event

- Hosted at the surprising NOTAGALLERY, YOOX brought together fashion insiders, artists, and cultural tastemakers from diverse backgrounds, united by a shared passion for art and style
- Space for meaningful connections, creative exchange, and authentic brand engagement, reinforcing YOOX's role as a cultural connector within the city's vibrant creative scene
- Key facts: Over 140 guests, 520K est. reach, 1.1 million impressions

# Financial Results of Off-price Segment as Expected Driven by Focus on Healthy Core but Already Clearly Up vs. Q1 FY26

## Key Operating and Financial Metrics – Off-price | YOOX<sup>1</sup>

Reported	Q1 FY26 <sup>2</sup>	YoY Growth	Q2 FY26 <sup>3</sup>	YoY Growth	H1 FY26 <sup>4</sup>	YoY Growth
<b>LTM Active Customers ('000)</b>	1,121	(20.1%)	1,081	(16.6%)	1,081	(16.6%)
<b>Gross Merchandise Value (€mm)</b>	118.6	(19.3%)	125.3	(12.1%)	243.9	(16.0%)
<b>Net Sales (€mm)</b>	118.6	(16.6%)	125.3	(7.3%)	243.9	(12.1%)
<b>Gross Profit Margin<sup>5</sup></b>	36.5%	+390bps	42.8%	(340bps)	39.7%	+40bps
<b>Adjusted EBITDA<sup>6</sup> (€mm)</b>	(19.1)	(23.9%)	(7.5)	(1,778.5%)	(26.6)	(12.6%)
<b>Adjusted EBITDA Margin<sup>5,6</sup></b>	(16.1%)	(240bps)	(6.0%)	(570bps)	(10.9%)	10bps

1) The YoY growth illustrative key operating and financial metrics of the Off-price YOOX segment have been prepared as if YNAP Sub-Group's management reporting included these segments during the fiscal periods presented here. Further, the segment information presented here is not necessarily indicative of YNAP Sub-Group's results to be expected for any future periods

2) Three months ended September 30, 2025; Q1 FY26 figures shown above reflect adjustments applied for six-month comparability. These include the retrospective application of foreign exchange losses on intercompany cash pooling positions (€2.4 million) and a refinement of the cost allocation methodology in Q2 following the classification of THE OUTNET as a discontinued operation, resulting in an additional €0.1 million of costs allocated to this segment. Applying these impacts to the reported Q1 results reconciles to the Q1 figures presented above.

3) Three months ended December 31, 2025

4) Six months ended December 31, 2025

5) As a % of Net Sales.

6) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation



# **LuxExperience**

## **Group Financial Results**

### **Q2 FY26 & H1 FY26**

# LuxExperience Group Shows Topline Growth and Adj. EBITDA Profitability For The First Time Since The YNAP Acquisition

LuxExperience

## LuxExperience Group – Illustrative<sup>1</sup>

Reported	Q2 FY26 <sup>2</sup>	YoY Growth	H1 FY26 <sup>3</sup>	YoY Growth
<b>Gross Merchandise Value</b> (€mm)	684.8	+0.2%	1,274	(2.0%)
<b>Net Sales</b> (€mm)	645.1	+1.1%	1,202	(1.4%)
<b>Gross Profit Margin<sup>4</sup></b>	47.8%	(30bps)	46.0%	+70bps
<b>Adj. EBITDA<sup>5</sup></b> (€mm)	13.2	(52.2%)	(8.3)	(418.8%)
<b>Adj. EBITDA Margin*<sup>4,5</sup></b>	2.0%	(230bps)	(0.7%)	(60bps)

\* Includes IT expenses that have been capitalized in the prior year period. YNAP historically capitalized certain costs as intangible assets, whereas following the acquisition these costs are generally expensed as incurred under LuxExperience's accounting policies. This change in accounting treatment further affects period-over-period comparability, particularly for cost, margin, and asset-related metrics.

1) LuxExperience B.V. acquired 100% shares of the "YNAP Sub-Group" on April 23, 2025 (YNAP Acquisition). The YoY growth illustrative key operating and financial metrics of LuxExperience Group in this document include the YNAP Sub-Group as if it was part of the LuxExperience Group since beginning of Q1 FY25 but do not take into account the financial statement impact from the acquisition accounting, and excluding OFS, FM and THE OUTNET. These measures are non-IFRS measures and are provided for illustrative purposes only and do not purport to represent what the actual consolidated results of operations or consolidated financial condition would have been had the combination actually occurred on the date indicated. In addition, these measures have not been prepared in accordance with Article 11 of Regulation S-X.

2) Three months ended December 31, 2025

3) Six months ended December 31, 2025

4) As % of Net Sales

5) Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation

# LuxExperience Group P&L Fully in Line With Expectations and Transformation Plan

LuxExperience

## LuxExperience Group – Gross Profit and Cost Line Ratios by Segment - Illustrative

in €mm

Reported	Luxury   Mytheresa		Luxury   NAP & MPR		Off-price   YOOX		LuxExperience Group	
	Q2 FY26	YoY Growth	Q2 FY26	YoY Growth	Q2 FY26	YoY Growth	Q2 FY26	YoY Growth
<b>Gross Profit</b> (in €mm)	<b>127.0</b>	+11.8%	<b>127.9</b>	(0.8%)	<b>53.7</b>	(14.1%)	<b>308.5</b>	(2.1%)
<b>Gross Profit Margin<sup>2</sup></b>	<b>52.3%</b>	+140bps	<b>46.1%</b>	(360bps)	<b>42.8%</b>	(340bps)	<b>47.8%</b>	(160bps)
<b>Shipping &amp; Payment<sup>3</sup></b>	<b>15.3%</b>	+150bps	<b>13.4%</b>	+70bps	<b>14.8%</b>	(20bps)	<b>14.4%</b>	+80bps
<b>Marketing<sup>3</sup></b>	<b>11.6%</b>	(70bps)	<b>7.8%</b>	(20bps)	<b>6.2%</b>	(100bps)	<b>9.0%</b>	(40bps)
<b>Adj. SG&amp;A<sup>*3,4</sup></b>	<b>11.7%</b>	(220bps)	<b>22.7%</b>	(140bps)	<b>26.9%</b>	+210bps	<b>19.1%</b>	(30bps)

\* Includes IT expenses that have been capitalized in the prior year period. YNAP historically capitalized certain costs as intangible assets, whereas following the acquisition these costs are generally expensed as incurred under LuxExperience's accounting policies. This change in accounting treatment further affects period-over-period comparability, particularly for cost, margin, and asset-related metrics.

### Notes:

Excluding OFS, FM and THE OUTNET. Illustrative view on YoY Growth performance as closing of the YNAP Acquisition was on April 23, 2025.

1 Adjusted for addition of pre-acquisition gross profit of YNAP sub-group business areas, removal of YNAP acquisition accounting related adjustments, and release of inventory write-down provision.

2 As a % of Net Sales.

3 As a % of GMV.

4 Adjusted to exclude Foreign exchange (gains) losses, other transaction-related, certain legal and other expenses, share-based compensation

# First Good Results of SG&A Cost Reductions in Q1 FY26 and Q2 FY26

LuxExperience

## LuxExperience Group – SG&A Cost Development

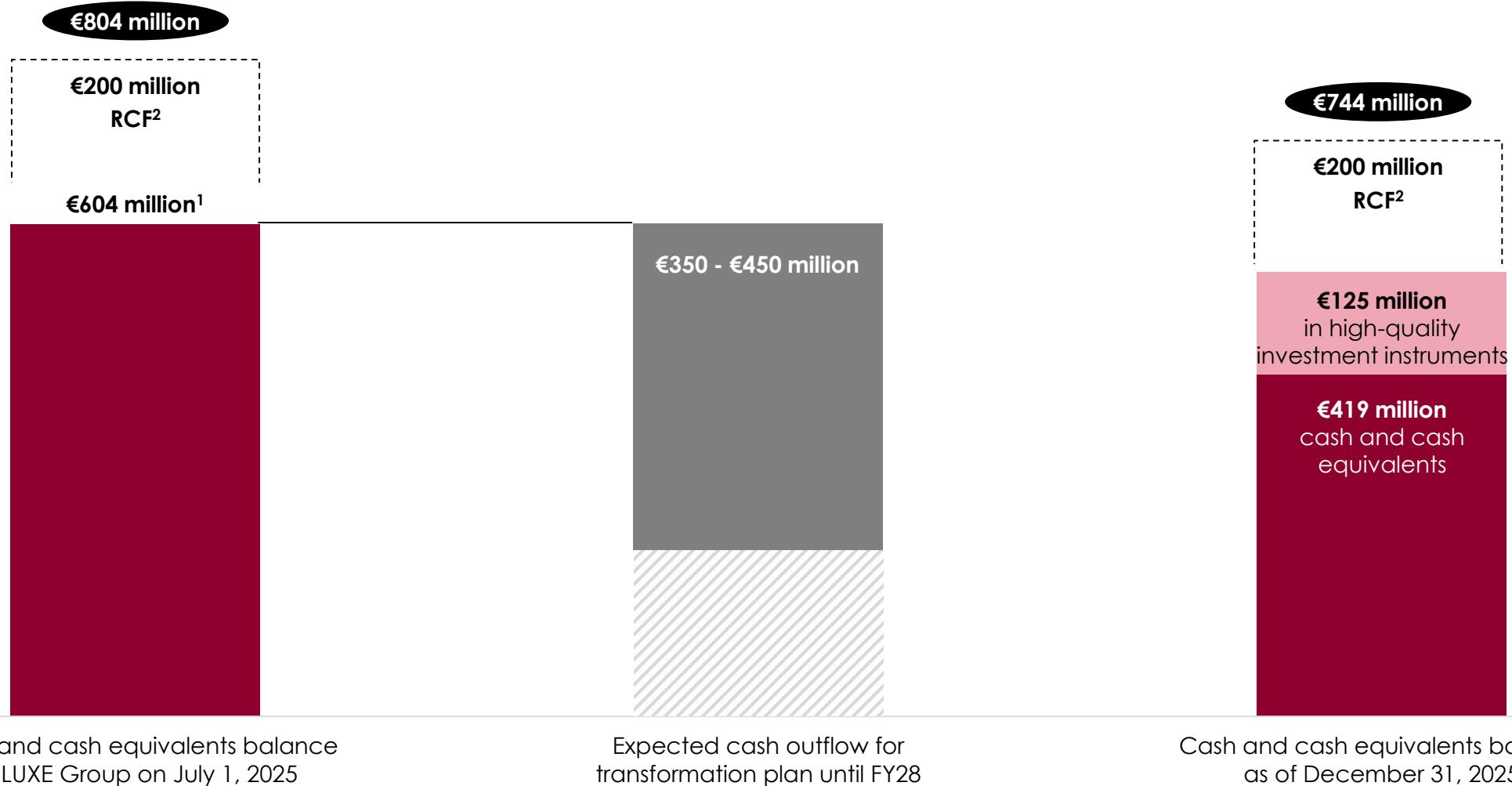
in €mm

Reported	Q1 FY26	as a % of GMV	Q2 FY26	as a % of GMV
<b>Sales &amp; Marketing</b>	25.0	4.2%	26.6	3.9%
<b>Operations</b>	46.0	7.8%	50.1	7.3%
<b>Tech</b>	29.5	5.0%	29.7	4.3%
<b>Corporate</b>	27.9	4.7%	24.7	3.6%
<b>Total SG&amp;A expenses*</b>	128.2	<b>21.8%</b>	131.1	<b>19.1%</b>

\* Includes IT expenses that have been capitalized in the prior year period. YNAP historically capitalized certain costs as intangible assets, whereas following the acquisition these costs are generally expensed as incurred under LuxExperience's accounting policies. This change in accounting treatment further affects period-over-period comparability, particularly for cost, margin, and asset-related metrics.

# Turnaround Plan Fully Funded With Significant Liquidity Headroom Left

**LuxExperience**



**Notes:**

1 At Completion, the SPA required Richemont to leave YNAP with a minimum Net Financial Position of EUR 555 million. The preliminary opening balance sheet shows EUR 603.6 million of cash, mainly due to timing of settlements and conservative classifications of certain balances, resulting in additional cash being left in the business.

2 Cash utilization of the RCF at €19.4 million as of December 31, 2025.

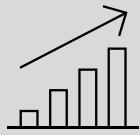
## Assumptions for Full FY26

- 1 Luxury | Mytheresa is expected to continue significant top-line growth and improved Adj. EBITDA profitability**
- 2 Luxury | NAP & MRP segment is expected to grow in the second half of FY26**
- 3 Off-price | YOOX segment is expected to continue the restructuring of its business model and topline focus is on the healthy core**

## Guidance for Full FY26

- 1 GMV between €2.5 billion to €2.7 billion (previously €2.4 billion to €2.7 billion) and**
- 2 Adjusted EBITDA Margin between -1% to 1% (previously -2% to 1%)**

# 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





# LuxExperience

## Appendix

# Reconciliation to IFRS Metrics

**LuxExperience**

(in millions) (unaudited)	Three Months Ended December 31,			Six Months Ended December 31,		
			Change in %			Change in %
	2024	2025		2024	2025	
<b>Net loss from continuing operations</b>	<b>(4.7)</b>	<b>(12.6)</b>	<b>169.6%</b>	<b>(28.2)</b>	<b>(99.2)</b>	<b>251.7%</b>
Finance costs, net	2.0	1.9	(4.4%)	3.2	3.0	(6.3%)
Income tax expense (benefit)	0.2	0.3	87.2%	(7.5)	2.9	(138.8%)
Depreciation and amortization	3.9	12.3	214.3%	11.1	23.9	115.8%
<b>EBITDA</b>	<b>1.4</b>	<b>1.9</b>	<b>39.4%</b>	<b>(21.5)</b>	<b>(69.5)</b>	<b>(222.8%)</b>
Other transaction-related, certain legal and other expenses <sup>(1)</sup>	9.6	11.8	22.2%	31.0	53.8	73.5%
Share-based compensation <sup>(2)</sup>	5.1	3.5	(31.4%)	9.6	7.0	(27.4%)
Foreign exchange (gains) losses <sup>(3)</sup>	-	(3.8)	-	-	3.9	-
<b>Adjusted EBITDA</b>	<b>16.2</b>	<b>13.4</b>	<b>(16.9%)</b>	<b>19.1</b>	<b>(4.8)</b>	<b>(125.1%)</b>
<i>Reconciliation to Adjusted EBITDA Margin</i>						
Net sales	223.0	646.9	190.1%	424.7	1,220.4	187.4%
Adjusted EBITDA margin	7.3%	2.1%	(520) BPs	4.5%	(0.4%)	(490) BPs

(1) Includes Other transaction-related, certain legal and other expenses including (i) professional fees, including advisory and accounting fees, related to potential transactions, (ii) certain legal and other expenses incurred outside the ordinary course of our business, and (iii) other non-recurring expenses incurred in connection with the costs of closing distribution centers.

(2) Share-based compensation [expense] includes expenses related to share-based compensation grants made to certain members of our management and Supervisory Board for which the share-based compensation expense will be recognized upon defined vesting schedules in the future periods. Our methodology to adjust for share-based compensation and subsequently calculate Adjusted EBITDA includes both share-based compensation expense connected to the IPO and share-based compensation expense recognized in connection with grants under the LTI for the LuxExperience Group's key management members as well as share-based compensation expense due to Supervisory Board Members Plan. We do not consider share-based compensation expense to be indicative of our core operating performance. This adjustment impacts sales, general and administrative expenses.

(3) Includes foreign exchange gains and losses arising on intercompany cash pooling positions. This adjustment impacts Other income (expense), net.

# Reconciliation to IFRS Metrics

# LuxExperience

The following table sets forth the reconciliations GMV to growth of GMV on a constant currency basis and net sales to growth of net sales on a constant currency basis for the LuxExperience Group for the three months ended December 31, 2024 and 2025:

Three Months Ended December 31,			
	2024	2025	Year-over-Year Change in %
<i>(in millions) (unaudited)</i>			
Gross Merchandise Value (GMV)	€ 683.5	€ 684.8	0.2%
Foreign Exchange Impact <sup>(1)</sup>	€ (0.9)	€ (31.9)	
Gross Merchandise Value (GMV) at Constant Currency (ex-FX)	€ 684.4	€ 716.7	4.7%
Net Sales	€ 638.0	€ 645.1	1.1%
Foreign Exchange Impact <sup>(1)</sup>	€ (0.9)	€ (30.4)	
Net Sales at Constant Currency (ex-FX)	€ 638.9	€ 675.5	5.7%

The following table sets forth the reconciliations US Net Sales to growth of US Net Sales on a constant currency basis for the LuxExperience Group for the three months ended December 31, 2024 and 2025:

Three Months Ended December 31,			
	2024	2025	Year-over-Year Change in %
<i>(in millions) (unaudited)</i>			
US Net Sales	€ 210.1	€ 213.6	1.7%
Foreign Exchange Impact <sup>(1)</sup>	€ (0.7)	€ (19.5)	
US Net Sales at Constant Currency (ex-FX)	€ 210.8	€ 233.1	10.6%

# Reconciliation to IFRS Metrics

# LuxExperience

The following table sets forth the reconciliations GMV to growth of GMV on a constant currency basis and net sales to growth of net sales on a constant currency basis for Luxury | Mytheresa segment for the three months ended December 31, 2024 and 2025:

	Three Months Ended December 31,		
	2024	2025	Year-over-Year Change in %
<i>(in millions) (unaudited)</i>			
Gross Merchandise Value (GMV)	€ 244.7	€ 268.9	9.9%
Foreign Exchange Impact <sup>(1)</sup>	€ (0.9)	€ (7.8)	
Gross Merchandise Value (GMV) at Constant Currency (ex-FX)	€ 245.6	€ 276.7	12.7%
Net Sales	€ 223.0	€ 242.7	8.8%
Foreign Exchange Impact <sup>(1)</sup>	€ (0.9)	€ (7.3)	
Net Sales at Constant Currency (ex-FX)	€ 233.9	€ 250.0	11.6%

The following table sets forth the reconciliations GMV to growth of GMV on a constant currency basis and net sales to growth of net sales on a constant currency basis for Luxury | NAP & MRP segment for the three months ended December 31, 2024 and 2025:

	Three Months Ended December 31,		
	2024	2025	Year-over-Year Change in %
<i>(in millions) (unaudited)</i>			
Gross Merchandise Value (GMV)	€ 296.2	€ 290.7	(1.9%)
Foreign Exchange Impact <sup>(1)</sup>	€ 0.0	€ (20.2)	
Gross Merchandise Value (GMV) at Constant Currency (ex-FX)	€ 296.3	€ 310.8	4.9%
Net Sales	€ 279.8	€ 277.1	(1.0%)
Foreign Exchange Impact <sup>(1)</sup>	€ 0.0	€ (19.2)	
Net Sales at Constant Currency (ex-FX)	€ 279.6	€ 296.3	6.0%

# Reconciliation to IFRS Metrics

# LuxExperience

The following table sets forth the reconciliations GMV to growth of GMV on a constant currency basis and net sales to growth of net sales on a constant currency basis for Off-price | YOOX segment for the three months ended December 31, 2024 and 2025:

	Three Months Ended December 31,		
	2024	2025	Year-over-Year Change in %
<i>(in millions) (unaudited)</i>			
Gross Merchandise Value (GMV)	€ 142.5	€ 125.3	(12.1%)
Foreign Exchange Impact <sup>(1)</sup>	€ 0.0	€ (3.9)	
Gross Merchandise Value (GMV) at Constant Currency (ex-FX)	€ 142.5	€ 129.2	(9.4%)
Net Sales	€ 135.2	€ 125.3	(7.3%)
Foreign Exchange Impact <sup>(1)</sup>	€ 0.0	€ (3.9)	
Net Sales at Constant Currency (ex-FX)	€ 135.4	€ 129.2	(4.6%)

(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

(in € millions) (unaudited)	Three months ended December 31, 2024					
	Luxury Mytheresa	Luxury NAP & MRP	Off-Price YOOX	Total Segments excl. Other	Other <sup>(3)</sup>	Aggregated
Net sales	223.0	279.8	135.2	638.0	52.6	690.6
Cost of sales, exclusive of depreciation and amortization	(109.4)	(148.9)	(72.6)	(330.9)	(51.9)	(382.8)
<b>Gross profit</b>	<b>113.6</b>	<b>130.9</b>	<b>62.5</b>	<b>307.0</b>	<b>0.7</b>	<b>307.8</b>
Shipping and payment cost	(33.7)	(33.7)	(20.7)	(88.1)	(4.7)	(92.8)
Marketing expenses	(30.1)	(24.9)	(9.8)	(64.8)	(1.9)	(66.7)
Selling, general and administrative expenses	(33.9)	(63.3)	(34.5)	(131.7)	(6.0)	(137.7)
Other income (expense), net	0.3	2.9	2.1	5.3	1.3	6.6
<b>Segment EBITDA</b>	<b>16.2</b>	<b>11.8</b>	<b>(0.4)</b>	<b>27.6</b>	<b>(10.7)</b>	<b>17.2</b>

(in € millions) (unaudited)	Six months ended December 31, 2024					
	Luxury Mytheresa	Luxury NAP & MRP	Off-Price YOOX	Total Segments excl. Other	Other <sup>(3)</sup>	Aggregated
Net sales	424.7	517.8	277.3	1,219.8	94.1	1,314.0
Cost of sales, exclusive of depreciation and amortization	(222.5)	(276.1)	(168.5)	(667.1)	(86.2)	(753.3)
<b>Gross profit</b>	<b>202.2</b>	<b>241.7</b>	<b>108.8</b>	<b>552.7</b>	<b>8.0</b>	<b>560.7</b>
Shipping and payment cost	(63.0)	(63.2)	(46.8)	(173.0)	(7.9)	(180.9)
Marketing expenses	(55.1)	(43.7)	(19.2)	(118.0)	(4.0)	(122.0)
Selling, general and administrative expenses	(64.2)	(125.2)	(72.3)	(261.7)	(18.2)	(279.9)
Other income (expense), net	(0.9)	0.2	(0.9)	(1.6)	3.0	1.4
<b>Segment EBITDA</b>	<b>19.0</b>	<b>9.8</b>	<b>(30.4)</b>	<b>(1.6)</b>	<b>(19.2)</b>	<b>(20.7)</b>

# Reconciliation to IFRS Metrics

# LuxExperience

(in € millions) (unaudited)	Three months ended December 31, 2025					
	Luxury Mytheresa	Luxury NAP & MRP	Off-Price YOOX	Total Segments excl. Other	Other <sup>(3)</sup>	Reconciliati <sup>(1)(2)(4)(5)</sup> on
Net sales	242.7	277.1	125.3	645.1	1.8	-
Cost of sales, exclusive of depreciation and amortization	(115.8)	(149.2)	(71.6)	(336.6)	(1.8)	-
<b>Gross profit</b>	<b>127.0</b>	<b>127.9</b>	<b>53.7</b>	<b>308.6</b>	<b>0.1</b>	<b>-</b>
Shipping and payment cost <sup>(1)</sup>	(41.3)	(39.0)	(18.5)	(98.8)	(0.4)	(2.6)
Marketing expenses	(31.3)	(22.7)	(7.8)	(61.8)	-	-
Selling, general and administrative expenses <sup>(1), (2)</sup>	(31.3)	(66.1)	(33.7)	(131.1)	0.2	(13.6)
Other income (expense), net <sup>(1), (5)</sup>	(0.5)	(2.0)	(1.2)	(3.7)	0.5	4.7
<b>Segment EBITDA</b>	<b>22.6</b>	<b>(1.9)</b>	<b>(7.5)</b>	<b>13.2</b>	<b>0.3</b>	<b>(11.5)</b>
						<b>1.9</b>

(in € millions) (unaudited)	Six months ended December 31, 2025					
	Luxury Mytheresa	Luxury NAP & MRP	Off-Price YOOX	Total Segments excl. Other	Other <sup>(3)</sup>	Reconciliatio <sup>(1)(2)(4)(5)</sup> n
Net sales	469.1	489.3	243.9	1,202.3	21.0	(2.9)
Cost of sales, exclusive of depreciation and amortization	(241.1)	(260.8)	(147.1)	(649.0)	(14.8)	2.9
<b>Gross profit</b>	<b>227.9</b>	<b>228.6</b>	<b>96.7</b>	<b>553.2</b>	<b>6.2</b>	<b>-</b>
Shipping and payment cost <sup>(1)</sup>	(77.3)	(67.2)	(37.0)	(181.5)	(2.0)	(3.7)
Marketing expenses	(56.9)	(40.3)	(14.6)	(111.8)	-	-
Selling, general and administrative expenses <sup>(1), (2)</sup>	(63.0)	(128.1)	(68.6)	(259.7)	(1.5)	(57.9)
Other income (expense), net <sup>(1), (5)</sup>	(0.3)	(5.2)	(3.1)	(8.6)	0.9	(3.1)
<b>Segment EBITDA</b>	<b>30.5</b>	<b>(12.2)</b>	<b>(26.6)</b>	<b>(8.3)</b>	<b>3.5</b>	<b>(64.7)</b>
						<b>(69.5)</b>

(1) Other transaction-related, certain legal and other expenses include professional fees (including advisory and accounting fees) related to potential transactions, as well as certain legal and other expenses incurred outside the ordinary course of business. For the three and six months ended December 31, 2025, expenses of €11,765 thousand and €53,739 thousand, respectively, were incurred and are reflected in the reconciliation column. These amounts have been excluded from Segment EBITDA and primarily impact Shipping and payment costs, Selling, general and administrative expenses, and Other income (expense), net.

(2) Certain members of management and supervisory board members have been granted share-based compensation for which the related expense is recognized over the applicable vesting periods. Management adjusts Segment EBITDA to exclude share-based compensation expense, as it is not considered indicative of the Group's underlying operating performance. For the three and six months ended December 31, 2025, share-based compensation expense amounted to €3,531 thousand and €7,004 thousand, respectively, and is reflected in the reconciliation column, primarily within Selling, general and administrative expenses.

# Reconciliation to IFRS Metrics

**LuxExperience**

(3) Represents Online Flagship Stores ("OFS") and Feng-Mao ("FM") businesses being wound down.

(4) During the three and six months ended December 31, 2025, intercompany sales of €0 and €2,858 thousand, respectively, were included in Net sales, with corresponding amounts included in Cost of sales, exclusive of depreciation and amortization. As these intercompany transactions are eliminated on consolidation, the related amounts are reflected in the reconciliation column.

(5) Includes foreign exchange gains and losses arising on intercompany cash pooling positions, recorded in Other income (expense), net. These amounts are excluded from Segment EBITDA, as they reflect increased foreign exchange volatility on intra-group cash balances. The adjustment represents a foreign exchange gain of €3,795 thousand for the three months ended December 31, 2025 and a foreign exchange loss of €3,914 thousand for the six months ended December 31, 2025.

MYTHERESA

NET-A-PORTER

MR PORTER

MR PORTER

YOOX

YOOX

MYTHERESA

NET-A-PORTER

# LuxExperience

MR PORTER

YOOX

MYTHERESA

MYTHERESA

NET-A-PORTER

NET-A-PORTER

MR PORTER

YOOX