



WHERE THE WORLD RIDES™

BIKEEXCHANGE (ASX: BEX)

## QUARTERLY BUSINESS UPDATE

January 28th, 2022



# Disclaimer

## IMPORTANT NOTICE

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The financial information should be read in conjunction with the basis of preparation set out in the Appendix on page 23.

## Forward-looking statements

This presentation may contain forward-looking statements which are statements that may be identified by words such as "may", "will", "would", "could", "expects", "intends", "anticipates", and other similar words that involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions and on a number of best estimate assumptions regarding future events and actions that, at the date of this document, are expected to take place. No person who has made any forward-looking statements in this document has any intention to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events or any other factors affect the information contained in this document, other than to the extent required by law. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company.





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## Overview

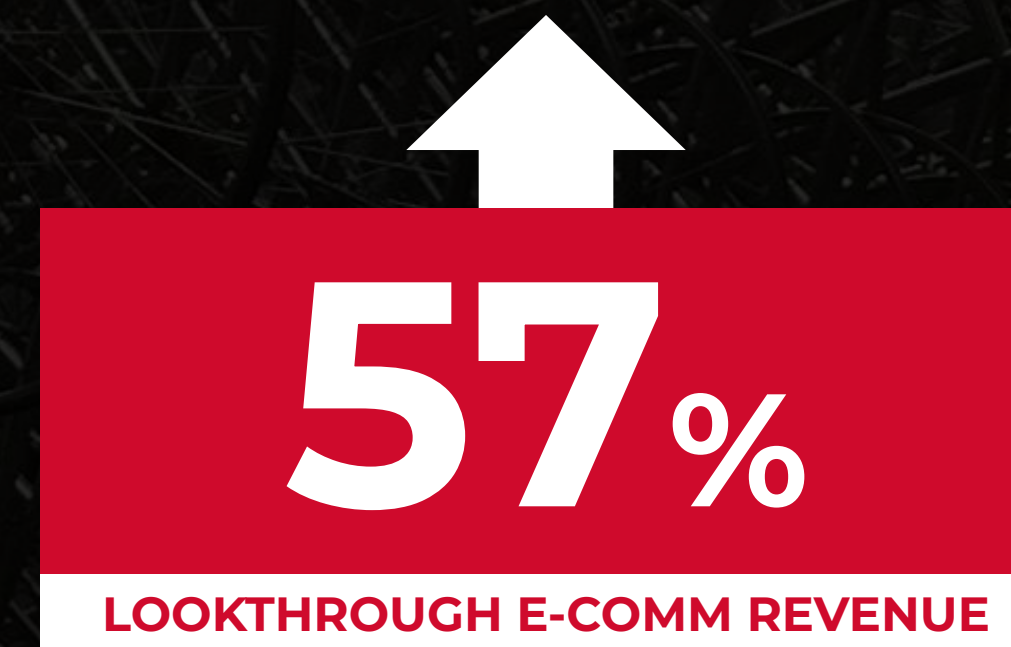
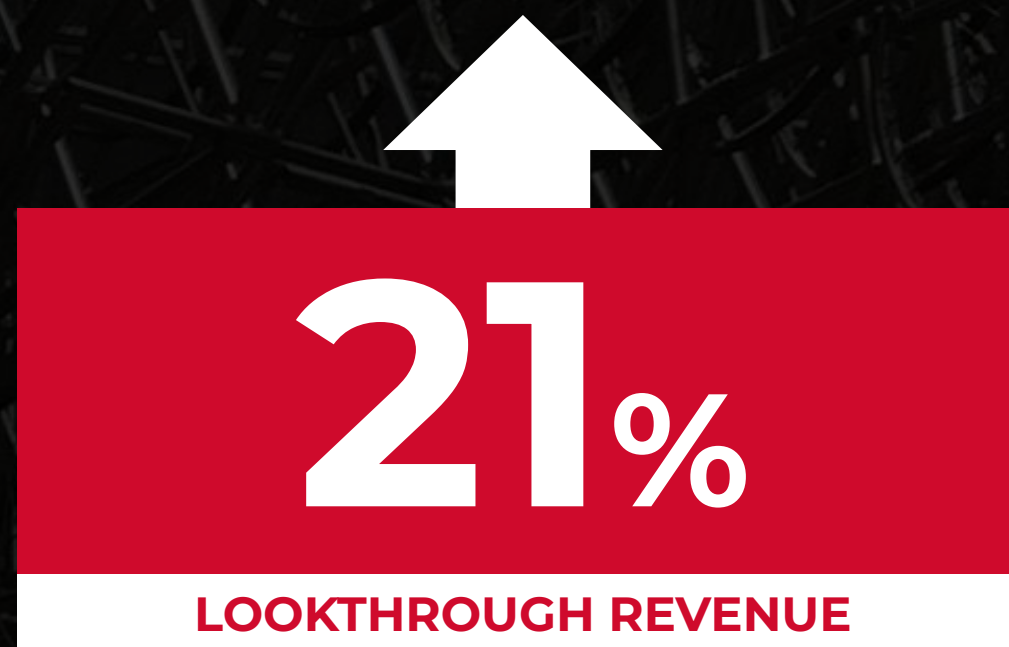


# BikeExchange overview

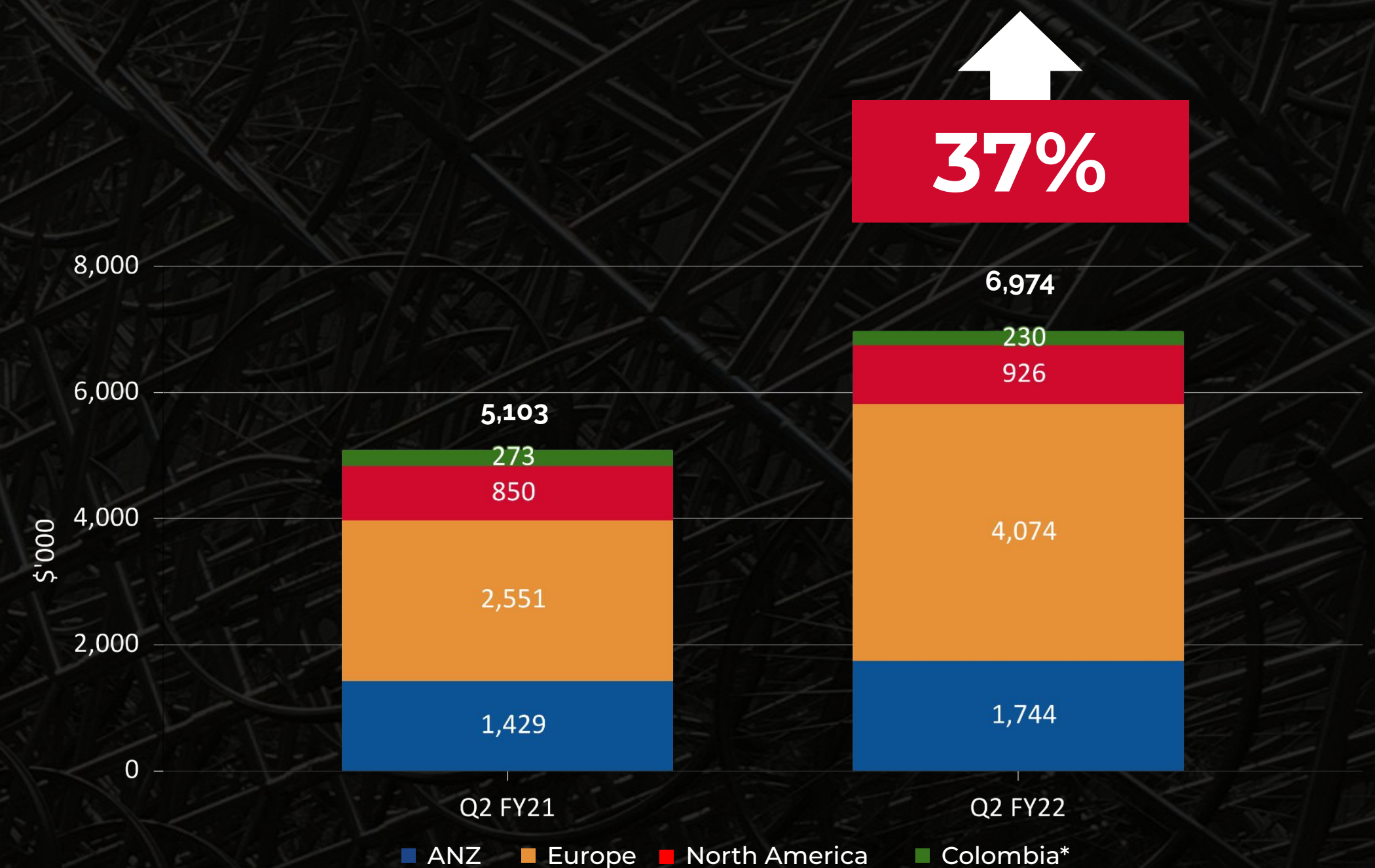
## WORLD'S LEADING BICYCLE MARKETPLACE

- **BikeExchange** is one of the world's largest online cycling marketplaces.
- Operations: 8 countries & 4 hubs - ANZ, North America, Europe (Germany, Belgium & Netherlands), LatAm (Colombia) with over 85 employees.
- Enabling our network of brands, retailers and distributors to connect via single destination marketplaces.
- Ongoing focus on e-Commerce first strategy remains, executive team and functional structure now in place, whilst delivering solid financial results.
- Acquisition of Kitzuma in Dec 2021 offers key value-add service with delivery of 'ready to ride' bikes.
- Strategic shift to focus on e-Commerce first strategy reflected in gross transactions and volume growth and revenue contributions.

### KEY H1 FY22 HIGHLIGHTS



### LOOKTHROUGH TOTAL TRANSACTION VALUE<sup>2</sup> BY GEOGRAPHY – Q2 FY22



1. All countries are 100% owned except for Colombia\* (50% Joint Venture). 2. Lookthrough Total Transaction Value and Revenue includes 50% of the Colombian Joint Venture's TTV.

All metrics above are for H1 FY22 vs pcp (active accounts as at 31 December 2021 vs 31 December 2020) and exclude the Colombian Joint Venture except for Active Accounts or those marked as lookthrough. See page 23 for metric definitions and page 24 for impact of prior year revenue restatement.



# A leading competitive position

**The cycling category is experiencing a once in a generation revolution**

- Global cycling market worth over \$80bn.
- Continued consumer take up and growth in the mass market - outside of sport related cycling.
- Shaped by continued government investment in cycling infrastructure - cycling an active transport solution.
- Increased proactive awareness by consumers on the environmental, health & convenience aspects of cycling.
- 5.8 million\* Australian Adults (29% of adults between 18 & 90) spent money on cycling in 2020.

**BEX is the World's largest network of cycling focused marketplaces**

- BEX has the first mover advantage, built over a decade. 1,734 active accounts\* and growing, in a four region market worth over \$15 billion.
- An established presence with a 28 million+ audience\* across ANZ, Europe, North America and Colombia, to scale with capital deployment.
- Established relationships with a network of brands, retailers and sellers, delivering a compelling customer value proposition.
- Strong scalable technology foundation already in place.

**Diversified business with significant growth potential**

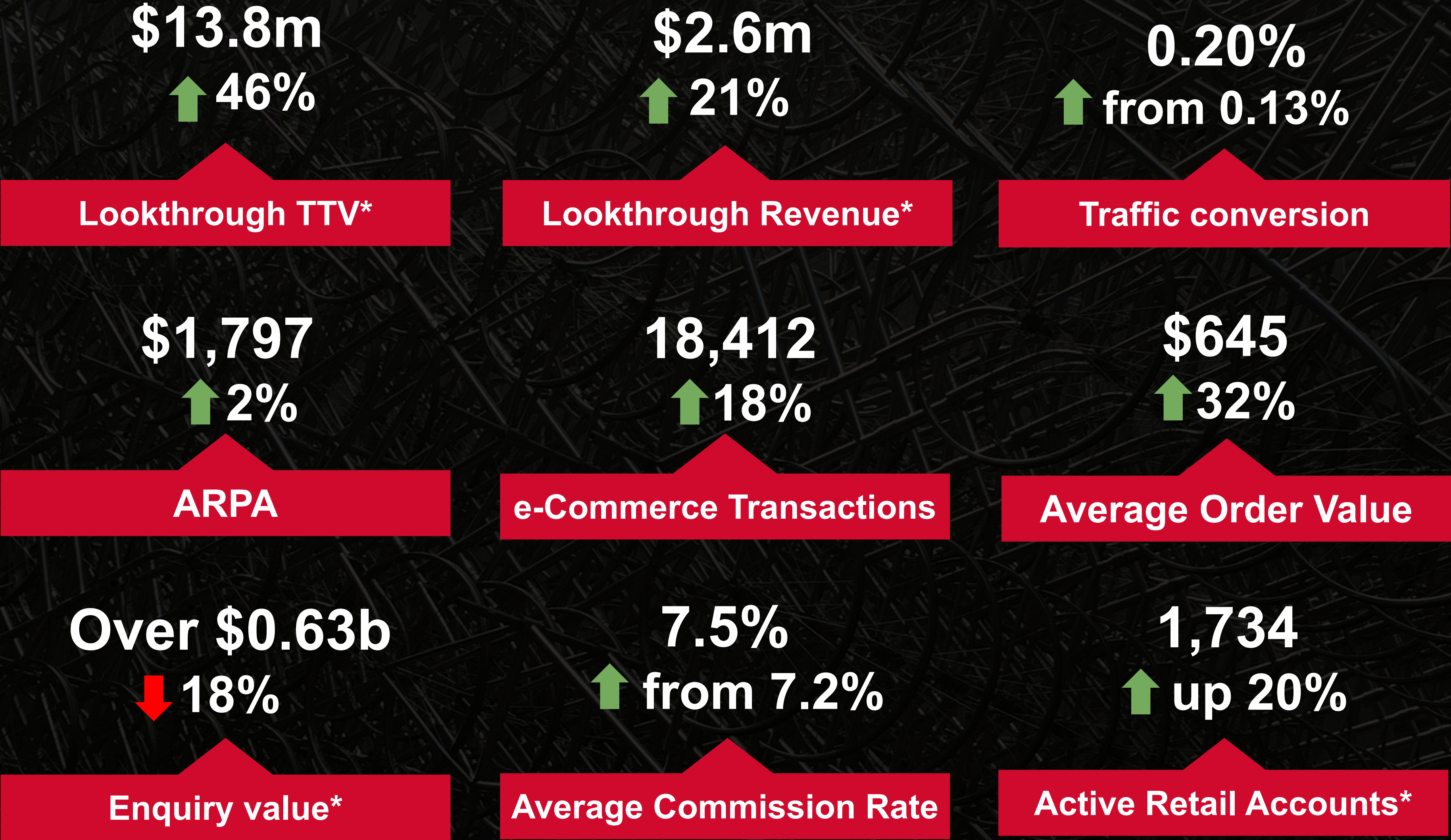
- e-Commerce enabled marketplace model with diverse revenue model, and significant room to extend.
- Strong growth metrics established to date with selective capital deployment showing strength of our model.
- Focus on key areas of sellers, stock and transactions with consistency will see accelerated scaling and robust growth across all regions.
- Key acquisition in Q2 FY22 of Kitzuma, a logistics business for the delivery of 'ready to ride' bikes from retailers to customers.

\* Active Accounts as at 31 December 2021. Audience reflects annual traffic sessions for the FY21 year. Refer to basis of preparation of page 23 for metric definitions.

+ Australian Cycling Economy Report Published October 2021 by EY and We Ride.



# Strong growth and metrics in H1 FY22



\* All metrics for the 6 month period to 31 December 2021 vs the comparable period in FY21 and unless otherwise stated by \* (traffic sessions, enquiry value and active retail accounts) or defined as lookthrough metrics exclude the Colombian Joint Venture. Refer to basis of preparation of page 23 for metric definitions and page 24 for impact of prior year revenue restatement. Active Retail Accounts increase of 20% vs 31 December 2020.





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## Strategic Update



# H1 FY22 - Delivering on our strategic priorities

## Organisational Structure Aligned With Strategic Focus Areas



## Enabling More Sellers

## Scalable Technology Operations

## Growing on site e-Commerce Transactions

- e-Commerce first growth strategy.
- Focus and structure around more sellers, stock & e-Commerce transactions with the Executive Team Structure reflecting this. Cross Geography teams starting to demonstrate benefits to the business.
- New Chief Customer Officer, Rebecca Boxall, commenced. Responsible for leading e-Commerce, marketing & customer service.
- New Global Head of Seller Success, Joe McArdle, commenced bringing 13 years of Amazon Experience.
- New Regional and Sales Lead for Europe, Andreas Liertz, commencing in February. Bringing 30 years of cycling industry experience in Europe.
- Led by Chief Sales & Partnerships Officer, Sam Salter.
- Focus on brands, retailers and direct to consumer sellers. 20% lift in active accounts in the last 12 months.
- Europe continued to add seller accounts and upsell existing sellers with 40% growth in active accounts compared to December 2020.
- Australia recorded good seller account growth with 11% ARPA Growth for H1 FY22 on pcp.
- North America saw 10% more accounts selling on the platform vs PCP reflecting better trading and new Sales Team efforts.
- Led by Global Head of Technology Operations, Ryan McMillan.
- Continued focus on integrations and e-Commerce enablement in the quarter with retailers seeing the benefits of both.
- Hubspot B2B CRM platform fully implemented assisting acquisition cycle through to seller success / organic growth.
  - Scoping phase of frontend, headless solution, for platform advanced. Key project targeting Q4 FY22 commencement.
  - Ongoing scoping of new integrations solution for live inventory feeds with sellers. Purpose to better enable product flow onto site and optimise trading. Expected commencement in Q4 FY22.
- Led by newly appointed Chief Customer Officer, Rebecca Boxall.
- Maximising onsite transactions and maximising customer conversion of existing enquiries.
- Australia saw H1 FY22 e-Commerce revenue growth of 133% on pcp. Continued increase in bike transactions vs P&A.
- Europe continued to see strong demand for bikes, navigating supply chain issues well, with H1 gross e-Commerce transaction value up 78% on pcp.
- Kitsuma acquisition - high growth business that is a force multiplier for e-Commerce in North America and potential to quickly scale into new regions.



# Kitzuma Acquisition - Highlights

## Transforming How Bikes Are Shipped

- **Kitzuma:** Specialist bike delivery service and logistics business from retailers to consumers across the USA.
  - Deliver **“ready to ride”** bikes.
  - Ensuring safety and efficiency through a purpose-built, white glove process.
  - No boxes or assembly. Bikes picked up assembled from retailers / brands.
  - High growth business already servicing all major regions of North America.
  - Ships all types of bikes including e-bikes.
  - Logistics platform and technology developed by the Kitzuma team.
- 3x Founders to remain in Kitzuma business as Key Executives.
  - Strong logistics / technology career backgrounds.

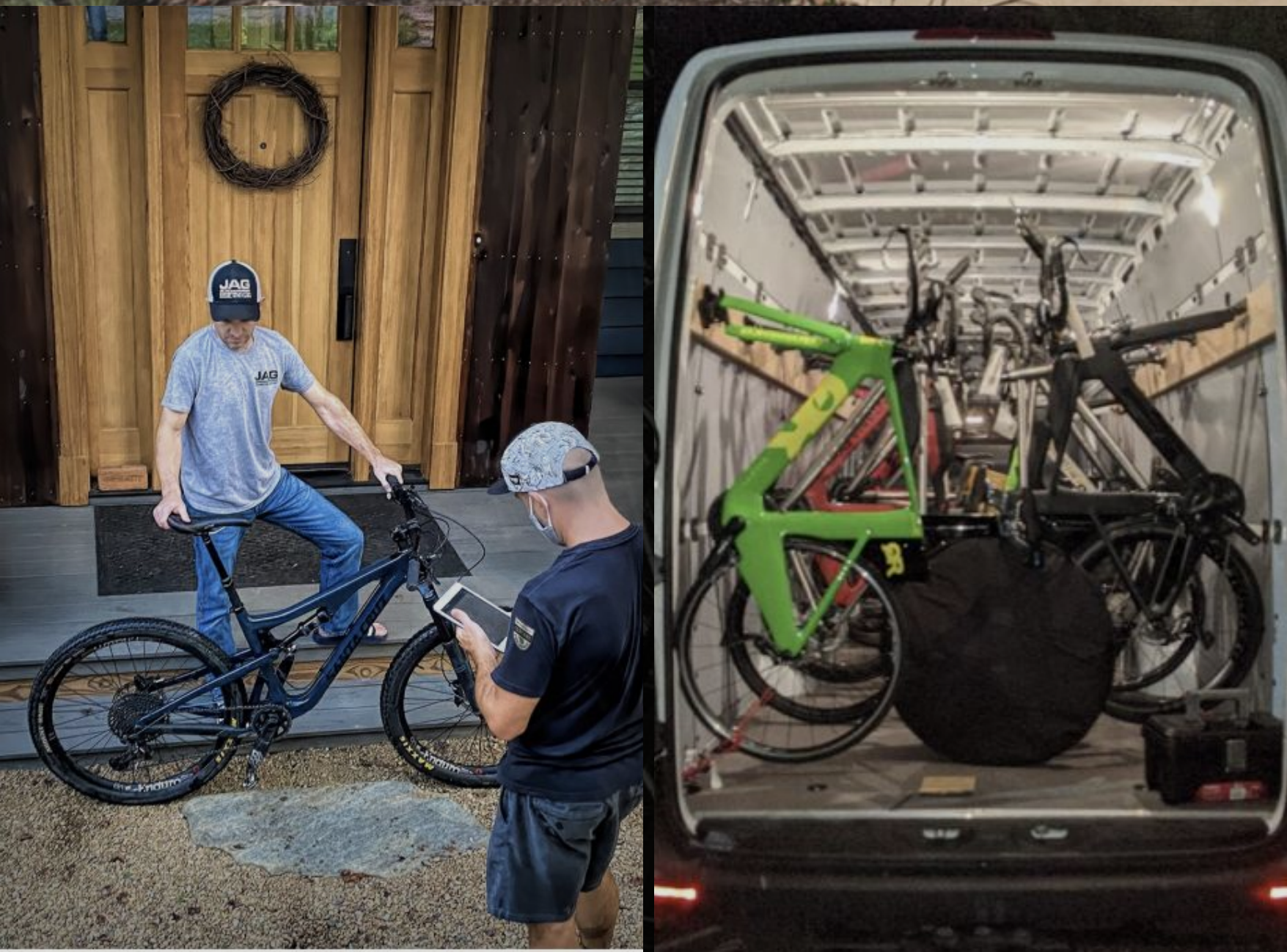
## Globally Scalable & Driving e-Commerce

- Complementary business to the current BEX North American operations providing a value-add service with proven appeal to retailers, brands and customers.
- Significant potential to scale considerably in 2022 from the strong foundation of 35+ key existing North American retailer and brand accounts. Annual run rate currently of 6,700 bikes shipped (based off Dec 2021).
- Consumer service launching for shipping bikes for travel and events.
- Accelerates BEX North American growth plans and reduces planned organic growth spend in H2 FY22. Immediate overlay of existing retailer and brand accounts provides good cross sell and organic opportunities.
- The Kitzuma logistics model and technology platform is globally scalable and can be replicated by market. The primary ambition is to roll out the service across the other BikeExchange existing regions.

## Strong Growth Potential & Strategic Alignment

- The acquisition is expected to add over A\$2 million of revenue to the Group in the second half of FY22.
- 100% acquisition for USD \$3.375 million (~AUD\$4.75 million). Majority equity transaction with 67% in BEX Shares (deferred issuance up to 5 years) and 33% cash component (US \$1.113 million). Funded by existing cash reserves.
- The vendors can receive up to 50% of the BEX deferred shares 12 months after completion, with the remaining 50% to be received no earlier than 24 months after completion (and up to 5 years from the completion date).





# Kitzuma: Problem Solved & Core Services

## PROBLEM KITZUMA IS SOLVING

- Kitzuma disrupts the typical model:  
Manufacturer builds up a new bike, then breaks it down again to box it up ---> Shipping company delivers it via truck / air cargo to the retailer / consumer; ----> Recipient has to unbox and rebuild the bike.
- Shipping bikes **"Ready To Ride"** (no boxes) across states, enabling more e-Commerce through a trustworthy service.
- Kitzuma ships all types of bikes including e-bikes (notoriously hard to ship.)

## CORE SERVICES

- Weekly pick ups from stores. Bikes already built in retailers.
- Kitzuma ensures the bike is ready to ride upon delivery with the consumer.
- Kitzuma has built a logistics & booking platform for retailer access.
- Average over US\$200 per shipment (charged to retailer).
- Service can be booked by consumers via a registered retailer.
- Working with D2C brands as well now (Wahoo deal signed for US national delivery of indoor bike).
- Planned launch of a consumer service early in 2022 for shipping ready to ride bikes for people travelling with a bike. Designated travel hubs across North America to service pick up and drop off locations.



# Kitzuma - Key Metrics

- Achieved run rate of over **US\$1.4 million annualised sales** (based on Dec 2021) in first year of trading.
- Annualised shipments of **6,700** (based on Dec 2021) - off a base of 35+ active accounts, with substantial growth in average shipments per week achieved in the 3 week trading months of November and December due to Thanksgiving and Christmas holidays.
- Growing brand sign ups accelerating over the last quarter. Strong brand growth potential demonstrated through existing relationships (Wahoo, Ventum, Litespeed, Quintana Roo, LeMond, Alchemy and ENVE).
- Average shipment revenue over US\$200 per bike. Contribution margin per bike approaching breakeven as business scales rapidly.
- Low current overlap between Kitzuma and BEX retail account base currently - strong growth opportunity.
- 35 key regional areas within North America identified, & Kitzuma delivers across all regions.
- Team of 29 people in the business based in North America.
- Efficiency / scaling comes with the volumes of shipments. Working from a fleet of vans.
  - Flexible asset utilisation model - most are flexibly leased (or driver owned).
  - Allows capacity to be rapidly scaled up with lower upfront capital.



# BikeExchange | Kitzuma

## Strategic Alignment & Opportunity

- Helping customers purchase and receive bikes ready to ride.
- Key service to enable the retailers and brands to sell more bikes.
- Helping solve a key friction point with purchasing and shipping bikes online.
- Force multiplier on BEX e-Commerce first strategy. Marketplace Supply + White Glove Delivery.
- Kitzuma Business complimentary to BEX - Builds on the strong network effect established.
- Key injection for BEX Group North American growth with immediate geographic coverage of the region.
- Kitzuma business has warehousing locations across North America with plans to expand to support the logistics and fulfilment of core services that support the buying and selling of all things bike.
- Effective replication and expansion of business model across all BEX regions.
- Key developer for relationships / partnerships with brands and industry globally.



# Progressing BikeExchange Colombia Acquisition

## BIKEEXCHANGE COLUMBIA SUMMARY

- Signed a non-binding Indicative offer to acquire the remaining 50% of BikeExchange Colombia S.A.S (BECOL).
- BECOL has operated as a Joint Venture for the four years since inception. The acquisition will see the entity 100% owned by BikeExchange Limited.
- Acquisition includes four retail store presences in Colombia - important touchpoints for the brand, industry relationships and the customer experience.
- Acquisition price of approximately \$1.2m with expectations to complete in February 2022, with contracts well advanced.
- Sets the foundation to fully develop the strategic partnership with Auteco - the leading distributor of bikes and electric vehicles in Colombia.
- Partnership aims to leverage both the Colombian market but expand into the other LatAm regions including Mexico and Chile which the Group expects to progress in H2 FY22.





A photograph of two cyclists standing on a city street. The cyclist on the left is wearing a teal and white cycling jersey, black shorts, and a white helmet. The cyclist on the right is wearing a bright pink cycling jersey, black leggings, and a pink helmet. Both are standing next to their road bikes. The background shows a city street with a large ornate gate and trees.

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**H1 and Q2 FY22 TTV and  
Revenue Performance**



# Key Metrics e-Commerce – H1 FY22 & Q2 FY22

H1 FY22 (6 MONTHS)

↑ 57%  
on PCP

e-Commerce Revenue\*

18,412  
↑ 18%

e-Commerce Transactions

\$645  
↑ 32%

Av. Order Value

7.5%  
↑ Up from 7.2%

Av. Commission Rate

0.20%  
↑ from 0.13%

Traffic conversion

↑ 22%  
on PCP

Av. Unique Monthly Sellers

Q2 FY22 (3 MONTHS)

↑ 11%  
on PCP

e-Commerce Revenue\*

9,300  
↑ 13%

e-Commerce Transactions

\$638  
↑ 21%

Av. Order Value

7.9%  
↓ from 10.0%

Av. Commission Rate

0.24%  
from 0.15%

Traffic conversion

↑ 13%  
on PCP

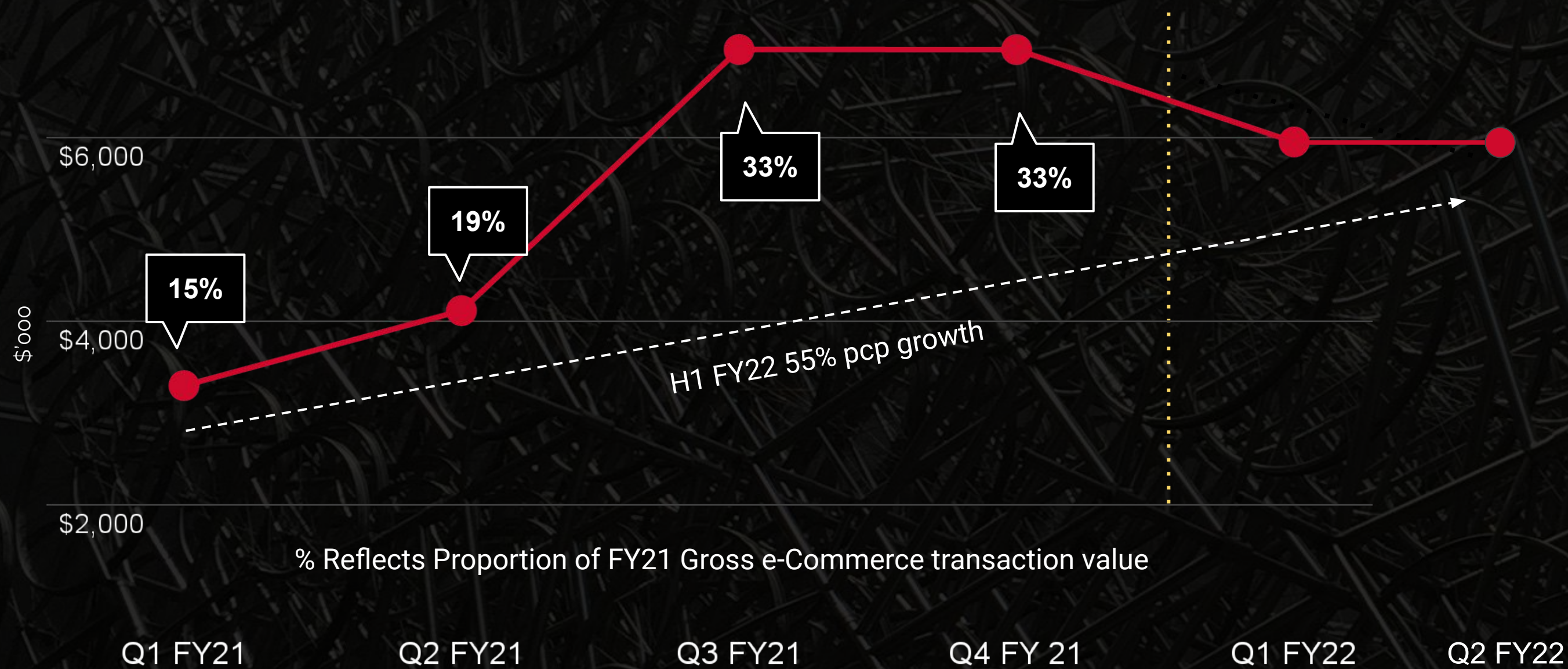
Av. Unique Monthly Sellers

\* All metrics for the 6 month period to 31 December 2021 vs the comparable period in FY21 and unless otherwise stated with \* (e-Commerce Revenue) exclude the Colombian Joint Venture. Refer to basis of preparation of page 23 for metric definitions and page 24 for impact of prior year revenue restatement.



# e-Commerce First Strategy - H1 FY22 and Q2 FY21

GROSS E-COMMERCE TRANSACTION VALUE BY QUARTER



- Gross e-Commerce transaction value remained strong with H1 up 55% and Q2 up 36% on pcp, in the historically lower seasonal half for e-Commerce.
- On a lookthrough basis, H1 FY22 e-Commerce revenue was up 57% on pcp, reflecting focus on conversion, quality of products and e-Commerce enablement.
- Traffic conversion rates improved to 0.20% in H1, and 0.24% in Q2, reflecting improved traffic quality and benefit from conversion initiatives. The business is also seeing more normalised levels of overall traffic, after the high peaks experienced in the initial COVID lockdown periods, with traffic 26% above the comparable period for H1 FY20
- e-Commerce transaction volumes for H1 were the highest ever for a half year period at 18,412 reflecting the e-Commerce first strategy and initiatives. In particular, Q2 e-Commerce transaction volumes were the highest in 6 quarters at 9,300 transactions with less paid marketing vs PCP.
- Ongoing retailer and brand stock issues in the quarter continued due to COVID related supply issues, BEX has managed this through focussing on availability, working with sellers & maintaining breadth of choice.
- 22% increase on pcp for H1 in the Average Unique Monthly Sellers reflects the e-Commerce first strategy and the broadening retailer base.

\* All metrics for the 6 month period to 31 December 2021 vs the comparable period in FY21 and unless otherwise stated exclude the Colombian Joint Venture. Refer to basis of preparation of page 23 for metric definitions and page 24 for impact of prior year revenue restatement.



# Key Retail Account Metrics – H1 FY22 & Q2 FY22

H1 FY22 (6 months)

↑15%  
on H2 FY21

Subscription Revenue\*

\$1797  
↑2%

ARPA

↑15%  
on pcp

Subscription Revenue\*

1,734  
↑20% on pcp

Active Retail Accounts\*

Q2 FY22 (3 months)

↑9%  
on Q1 FY22

Subscription Revenue\*

\$940  
↑6%

ARPA

↑19%  
on pcp

Subscription Revenue\*

1,734  
↑5% Over Q1

Active Retail Accounts\*

- Lookthrough subscription revenue was \$1,427k in the half, up 15% on both H2 FY21 and on pcp.
- Active Retail Accounts increased 20% vs 31 December 2020 including increases in subscriber numbers and D2C e-Commerce retailers.
- ARPA increased with continued higher yielding brandstores and premium retailers driving growth. Positive retailer sign ups in both Europe and ANZ on e-Commerce enabled packages.
- Enquiry value was ~\$630m in the half, down 18% on pcp which reflects improvement in e-Commerce conversion rates & onsite customer experience.

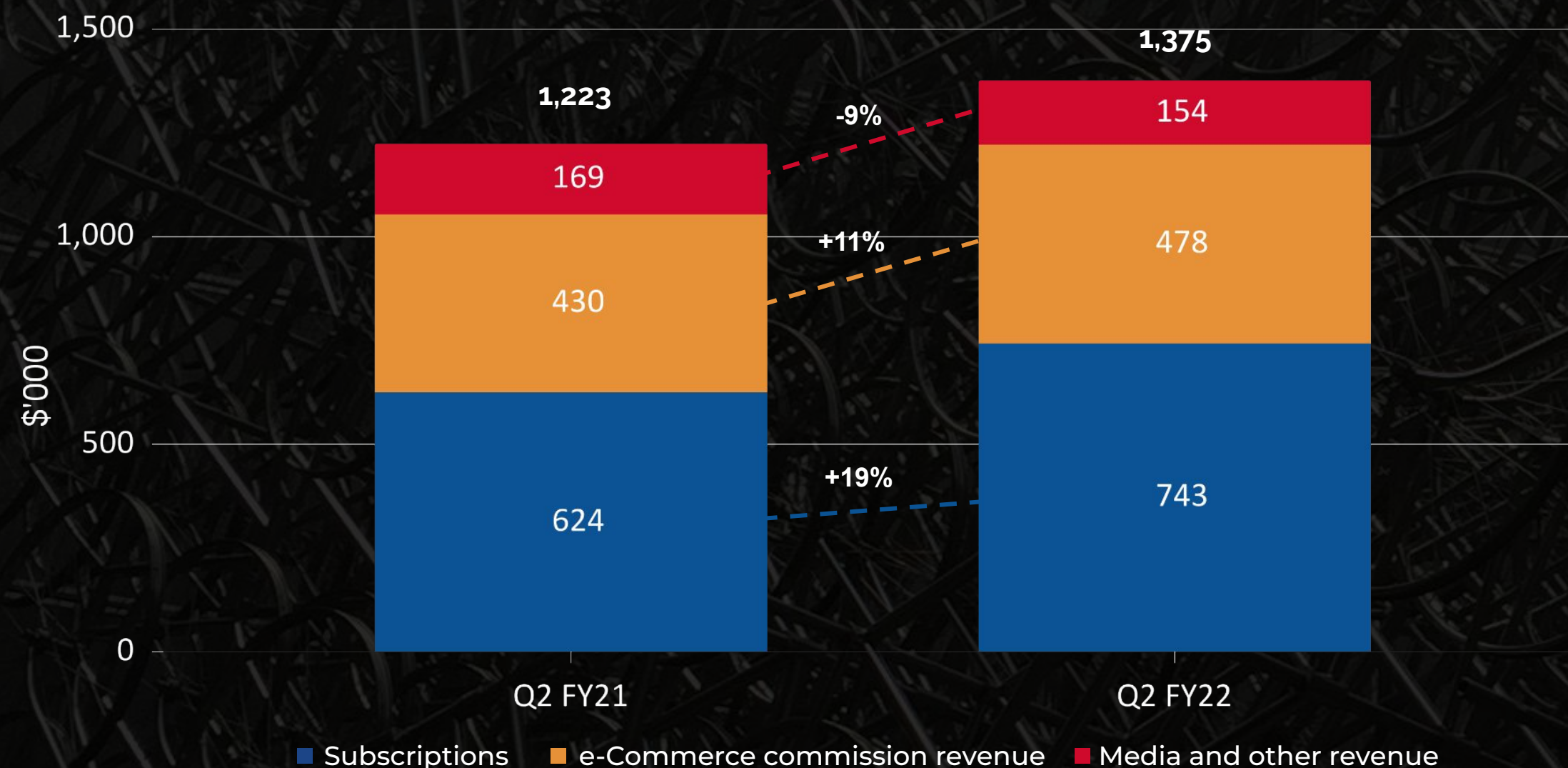
- Lookthrough subscription revenue was \$743k in the quarter, up 19% on pcp and 9% on Q1 FY22. Continued focus on quality e-Commerce enabled retailers and sellers and value added packages improving ARPA.
- Active Retail Accounts increased 5% vs 30 September 2021 with continued focus on quality retailers and brands.
- Seller success and onboarding focus utilising Hubspot and Integrations and e-Commerce enablement all contributing to ongoing growth.

\* All metrics for the 6 month (H1 FY22) and 3 month (Q2 FY22) periods to 31 December 2021 vs the comparable period in FY21 and unless otherwise stated by a \* (active retail accounts and subscription revenues) exclude the Colombian Joint Venture. Refer to basis of preparation of page 23 for metric definitions. Active Retail Accounts are counted as at 31 December 2021 and are up 20% vs 31 December 2020 and 6% over 30 September 2021.



# TTV and revenue performance – Q2 FY22 (3 Months)

## LOOKTHROUGH REVENUE BY CATEGORY



## COMMENTARY

- Lookthrough TTV growth of 37% on pcp was solid as the business continued to navigate retailer stock availability pressures. Excluding Colombia, reported TTV was up 40% on pcp.
- Lookthrough e-Commerce commission revenues up 11% on pcp from continued improvements in AOV, offset by lower commission rates from mix of products reflecting higher proportion of bikes.
- Lookthrough subscription revenues increased 19% on pcp and 9% on Q1 FY22 reflecting increased retail subscriber numbers signed up in the quarter and improved ARPA from package upsells.
- Lookthrough Media and Other Services revenues decreased by 9% on pcp. This reflects a lower contribution from BikeExchange COL compared to Q2 FY21 due to ongoing rephasing of contract delivery.
- ANZ grew revenue 21% on pcp reflecting growth across all revenue categories, in particular delivering strong subscription growth and continued good e-Commerce revenue in the quarter.
- EU delivered 25% revenue growth reflecting strong demand for bikes and focus on e-Commerce first, with commission rates achieved lower on mix of bikes sold.
- NA grew e-Commerce enabled active accounts on Q1 FY22 with retailer supported promotions dampening revenue performance in the quarter. Colombia was impacted by payment technology issues from a 3rd party provider which have been addressed in Q2.

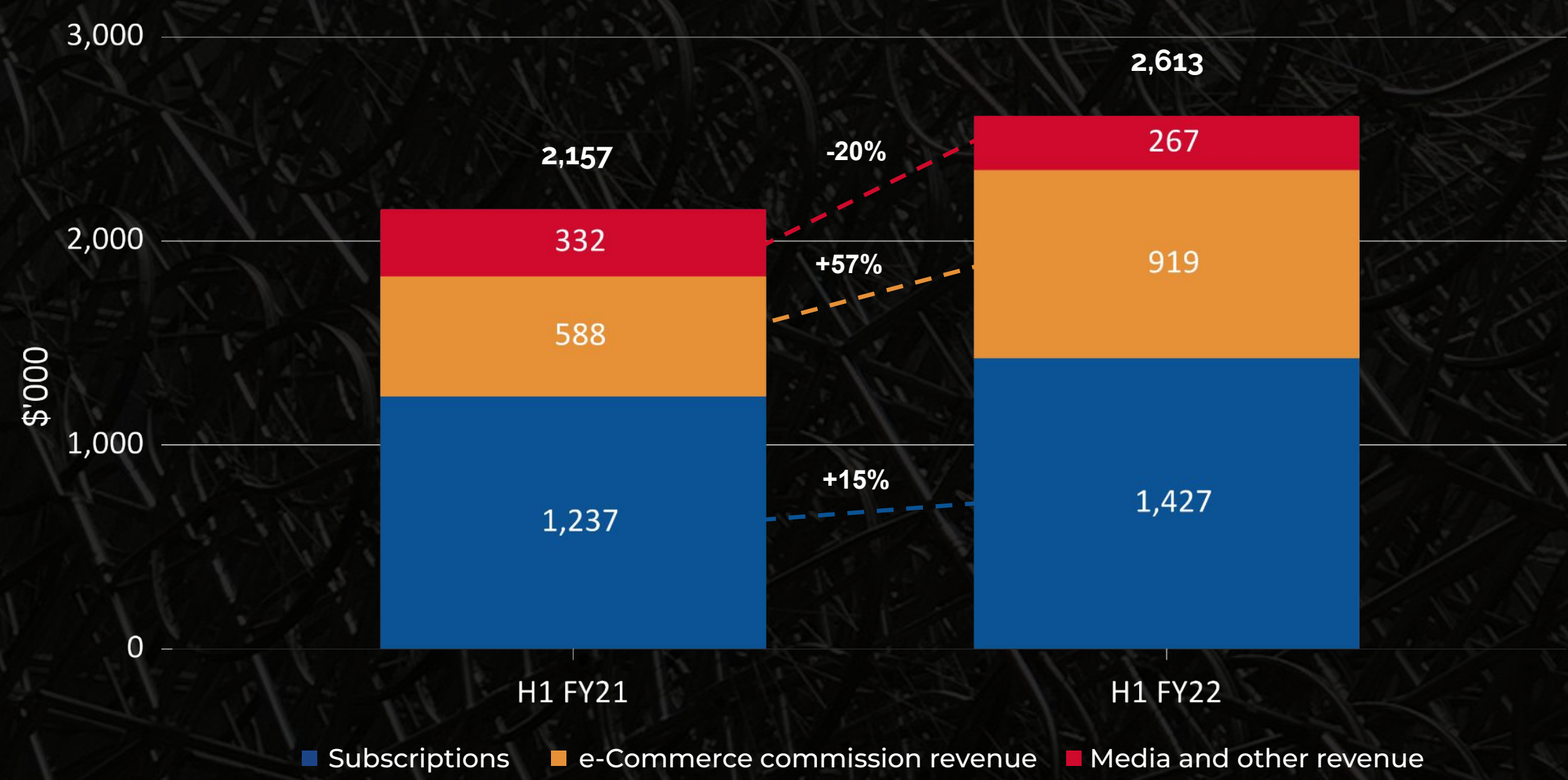
Q2 FY22 (3M) in \$ thousands	Australia and New Zealand	Europe	North America	Colombia <sup>1</sup>	Total
Lookthrough TTV	1,744	4,074	926	230	<b>6,974</b>
Growth on pcp	22%	60%	9%	(16%)	<b>37%</b>
Lookthrough Revenue	483	657	137	98	<b>1,375</b>
Growth on pcp	21%	25%	(37%)	22%	<b>12%</b>

1. Lookthrough TTV and revenue includes 50% of the Colombian Joint Venture's TTV and revenue respectively. Refer to basis of preparation on page 23 and page 24 for impact of prior year revenue restatement.



# TTV and revenue performance – H1 FY22 (6 Months)

## LOOKTHROUGH REVENUE BY CATEGORY



H1 FY22 (6M) in \$ thousands	Australia and New Zealand	Europe	North America	Colombia <sup>1</sup>	Total
Lookthrough TTV	3,578	8,133	1,735	388	13,834
Growth on pcp	33%	83%	4%	(39%)	46%
Lookthrough Revenue	936	1,222	307	148	2,613
Growth on pcp	25%	40%	(12%)	(19%)	21%

1. Lookthrough TTV and revenue includes 50% of the Colombian Joint Venture’s TTV and revenue respectively. Refer to basis of preparation on page 23 and page 24 for impact of prior year revenue restatement.





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## Summary and Outlook



# Summary & FY22 Outlook

Cycling category is experiencing a generational revolution  
**\$80bn+ Market**

BEX is the World's largest network of cycling focused marketplaces

Diversified business with significant growth potential

- Q3 FY22 trading up to 27th January 2022 is solid with e-Commerce transactions and retail account numbers also showing growth on pcp.
- The refreshed executive team and organisational structure is delivering benefits and is anticipated to accelerate the trends seen in FY21, with an e-Commerce first focus. A newly appointed Chief Customer Officer creates increased focus on e-Commerce, Marketing & Customer Service. In addition the appointment of a Global Head of Seller & Merchant Success, brings 13 years of experience from Amazon to optimise seller operations and trading.
- Kitzuma expected to grow and scale strongly in the coming half. Immediate opportunity to accelerate core North American growth on lower planned organic spend as the integrated businesses benefit from a stronger combined retailer and brand proposition.
- Expected to complete acquisition of the remaining 50% of BikeExchange Colombia in Q3 FY22.
- TTV and revenue growth rates for FY22 are expected to be significantly above FY21. Including the acquisitions of Kitzuma and BikeExchange Colombia, the Company anticipates significantly exceeding consensus revenue expectations for FY22 of \$7.5m.







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## Appendix



# Basis of preparation

## BASIS OF PREPARATION

The information contained in this presentation is based on the historical financial information (BEX Financial Information) for the BikeExchange Group and should be read in conjunction with the BikeExchange Ltd FY21 Annual Report. It has not been reviewed or audited by the Group's auditor, Deloitte Touche Tohmatsu.

The BEX Financial Information in this presentation is that of BikeExchange Limited Group which is made up of a consolidation of all entities within the Group, except as specifically noted in this basis of preparation. The legacy BikeExchange Holdings Pty Ltd Group was acquired by BikeExchange Limited (previously RPro Holdings Ltd) on 5 February 2021, prior to the Group's listing on the ASX on 9 February 2021. The purpose of the BEX Financial Information is to show certain financial results of the Group for the 3 and 6 month financial periods ending 31 December 2021 (Q2 FY22 and H1 FY22 respectively), and 31 December 2020 as a comparative (Q2 FY21 and H1 FY21 respectively).

BikeExchange Limited generated no revenues and acted as an investment holding company prior to the transaction with the BikeExchange Group and so the acquisition of the BikeExchange Holdings Pty Ltd Group by BikeExchange Limited is treated as a reverse acquisition for accounting purposes. Therefore this presentation presents the financial results of the BikeExchange Holdings Pty Ltd Group for H1 FY21 and Q2 FY21 and the consolidated results of BikeExchange Limited and the BikeExchange Holdings Pty Ltd Group for H1 FY22 and Q2 FY22.

The BEX Financial Information has been prepared and presented in accordance with the accounting policies set out in the FY21 Annual Report.

## NON-AIFRS FINANCIAL INFORMATION

BikeExchange's results are reported under Australian International Financial Reporting Standards (AIFRS). This presentation also includes certain non-AIFRS measures including "KPIs", and "look through". These measures are used internally by management to assess the performance of our business and our Joint ventures, make decisions on the allocation of resources and assess operational management. Non-AIFRS measures have not been subject to audit or review. The following non-AIFRS measures are defined below:

- **Total Transaction Value (TTV)** is the aggregate of revenues, net of sales taxes, generated from display/media sales, retail subscriptions and other online sales and the gross merchandise value for e-Commerce transactions that are executed on the BikeExchange network of websites.
- **Lookthrough basis** - For equity accounted joint ventures and consolidated subsidiaries, add the total revenue or TTV within the reporting period multiplied by the Group's % ownership. All entities are owned 100% by the Group with the exception of the Group's interest in BikeExchange Colombia, which is 50% owned.
- **Average Revenue per account (ARPA)** is the total revenue for the period for subscriptions earned from retailers and affiliates divided by the average number of paying retailers accessing BikeExchange network of websites for the period, and does not include revenues or accounts relating to BikeExchange's 50% interest in BikeExchange Colombia.
- **Unique Monthly sellers (Sellers)** is the average number of retailers for the period who fulfilled at least 1 e-Commerce order in a individual month.
- **Traffic** represents total unique sessions visiting the Group's network of sites across the period.
- **E-commerce transactions** are the total number of e-Commerce transactions occurring on BikeExchange network of websites in each period. A transaction is defined as a single item or basket of items paid for in a single payment transaction through the BikeExchange network of websites.
- **Average Order Value (AOV)** is the gross merchandise value for e-Commerce transactions that transact on the BikeExchange network of websites divided by the number of e-Commerce transactions for the financial period.
- **Average Commission Rate** - calculated as e-Commerce commission revenue divided by the gross e-Commerce transaction value for all transactions across the relevant period.
- **Prior corresponding period (pcp)** means the equivalent period in the previous financial year.



# Prior Year Revenue Restatement

## FY21 Revenue Restatement

BEX anticipates that in the BikeExchange Ltd Interim Financial Report for the half year end 31 December 2021 to be published around 24 February 2021 that the Group will restate FY21 revenues. A summary on the anticipated restatement is set out in the table opposite.

The restatement arises due to incorrect classification of sales taxes of a small proportion of e-Commerce transactions occurring prior to June 2021 in Europe which overstated revenue and understated sales taxes payable. The system misconfiguration that caused the incorrect classification has been identified and remediated and therefore there is no impact in the FY22 financial year.

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21
Lookthrough revenue originally reported	944	1,242	1350	1,403	<b>4,939</b>
Restatement impact	(10)	(19)	(45)	(72)	<b>(146)</b>
<b>Restated Lookthrough Revenue</b>	<b>934</b>	<b>1,223</b>	<b>1,304</b>	<b>1,331</b>	<b>4,793</b>





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