



RENT THE RUNWAY RENT THE RUNWAY

# Q4 2023 Earnings Presentation

April 10, 2024

# Forward-Looking Statements Disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward looking statements. These statements include, but are not limited to, statements regarding our future results of operations, financial position, revenue, Adjusted EBITDA Margin and free cash flow, including the trends underlying expected free cash flow breakeven; expected operational efficiencies; planned capital expenditures; expected sales growth; marketing initiatives and goals; and other business objectives and strategic initiatives. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. In some cases, you can identify forward-looking statements because they contain words such as “aim,” “anticipate,” “believe,” “contemplate,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “toward,” “will,” or “would,” or the negative of these words or other similar terms or expressions. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all. Forward-looking statements are based on information available at the time those statements are made and were based on current expectations, estimates, forecasts, and projections as well as the beliefs and assumptions of management as of that time with respect to future events. These statements are subject to risks and uncertainties, many of which involve factors or circumstances that are beyond our control, that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements. In light of these risks and uncertainties, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. These risks and uncertainties include our ability to manage our growth effectively; the highly competitive and rapidly changing nature of the global fashion industry; risks related to the macroeconomic environment; our ability to cost-effectively grow our customer base; any failure to retain customers; our ability to accurately forecast customer demand, manage our offerings effectively and plan for future expenses; risks arising from the restructuring of our operations; our reliance on the effective operation of proprietary technology systems and software as well as those of third-party vendors and service providers; risks related to shipping, logistics and our supply chain; our ability to remediate our material weaknesses in our internal control over financial reporting; laws and regulations applicable to our business; our reliance on the experience and expertise of our senior management and other key personnel; compliance with data privacy, data security, data protection and consumer protection laws and industry standards; risks associated with our brand and manufacturing partners; our reliance on third parties for elements of the payment processing infrastructure underlying our business; our dependence on online sources to attract consumers and promote our business which may be affected by third-party interference or cause our customer acquisition costs to rise; failure by us, our brand partners, or third party manufacturers to comply with our vendor code of conduct or other laws; risks related to the Company’s debt, including the Company’s ability to comply with covenants in the Company’s credit facility; risks related to our compliance with Nasdaq’s continued listing requirements and other Nasdaq rules; risks related to our Class A capital stock and ownership structure; and risks related to future pandemics or public health crises. Additional information regarding these and other risks and uncertainties that could cause actual results to differ materially from the Company’s expectations is included in our Quarterly Report on Form 10-Q for the quarter ended October 31, 2023 as will be updated by our Annual Report on Form 10-K for the year ended Jan 31, 2024. Except as required by law, we do not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments, or otherwise. ***This presentation is a high-level summary of our fiscal fourth quarter and fiscal year 2023 financial results. For more information please refer to our press release dated April 10, 2024 and filings with the SEC.***

- 01 Q4 + FY2023 Summary
- 02 Recent Business Highlights
- 03 2024 Plans
- 04 Q1 + FY2024 Guidance

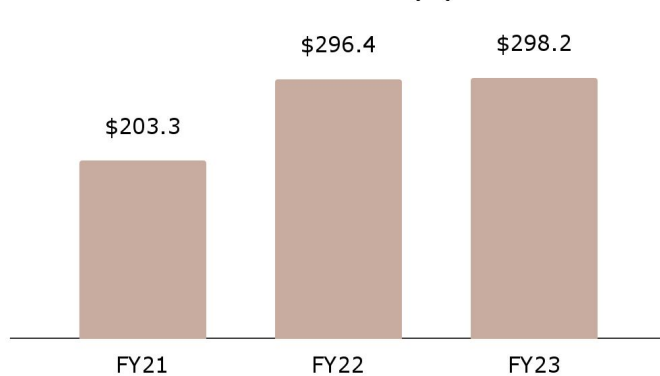


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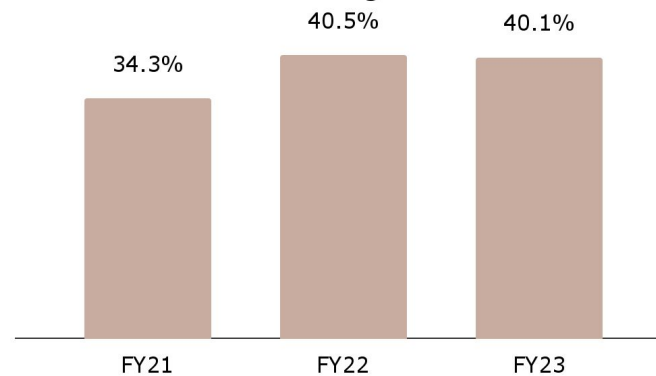
# Q4 + FY2023 Summary

# Improved the Financial Profile of RTR Significantly Since FY21

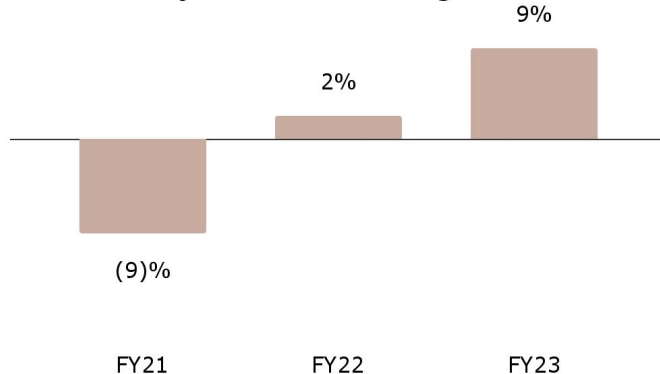
### Total Revenue (M)



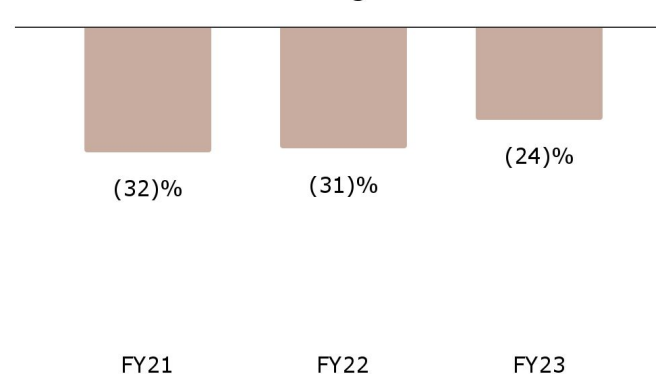
### Gross Margin %



### Adjusted EBITDA Margin %



### FCF Margin %



Note: See GAAP to Non-GAAP Reconciliation in appendix. Free cash flow defined as net cash (used in) provided by operating activities plus net cash (used in) provided by investing activities. Margins calculated as percentage of revenue in respective fiscal years based on unrounded figures.

# Q4'23 Key Metrics and Financial Highlights

## TOTAL REVENUE

\$75.8M

Up 0.5% YoY

## ACTIVE SUBSCRIBERS

126.0K, Down 1% YoY

## AVERAGE ACTIVE SUBSCRIBERS

128.8K, Down 1% YoY

## TOTAL SUBSCRIBERS

173.2K

Up 1% YoY

## GROSS PROFIT / MARGIN

\$29.9M / 39%

Margin down 5 pts YoY

## NET LOSS / MARGIN

\$(24.8)M / (33)%

Margin up 2 pts YoY

## ADJ. EBITDA / MARGIN

\$11.2M / 15%

Margin up 5 pts YoY

Note: Active Subscribers represent the number of subscribers with an active membership as of the last day of any given period and excludes paused subscribers. Average Active Subscribers represents the mean of the beginning of quarter and end of quarter Active Subscribers for a quarterly period; and for other periods, represents the mean of the Average Active Subscribers of every quarter within that period. Total Subscribers includes both active and paused subscribers.

# FY23 Key Metrics and Financial Highlights

## TOTAL REVENUE

\$298.2M

Up 0.6% YoY

## ACTIVE SUBSCRIBERS

126.0K, Down 1% YoY

## AVERAGE ACTIVE SUBSCRIBERS

135.2K, Up 5% YoY

## TOTAL SUBSCRIBERS

173.2K

Up 1% YoY

## GROSS PROFIT / MARGIN

\$119.7M / 40%

Margin flat YoY

## NET LOSS / MARGIN

\$(113.2)M / (38)%

Margin up 9 pts YoY

## ADJ. EBITDA / MARGIN

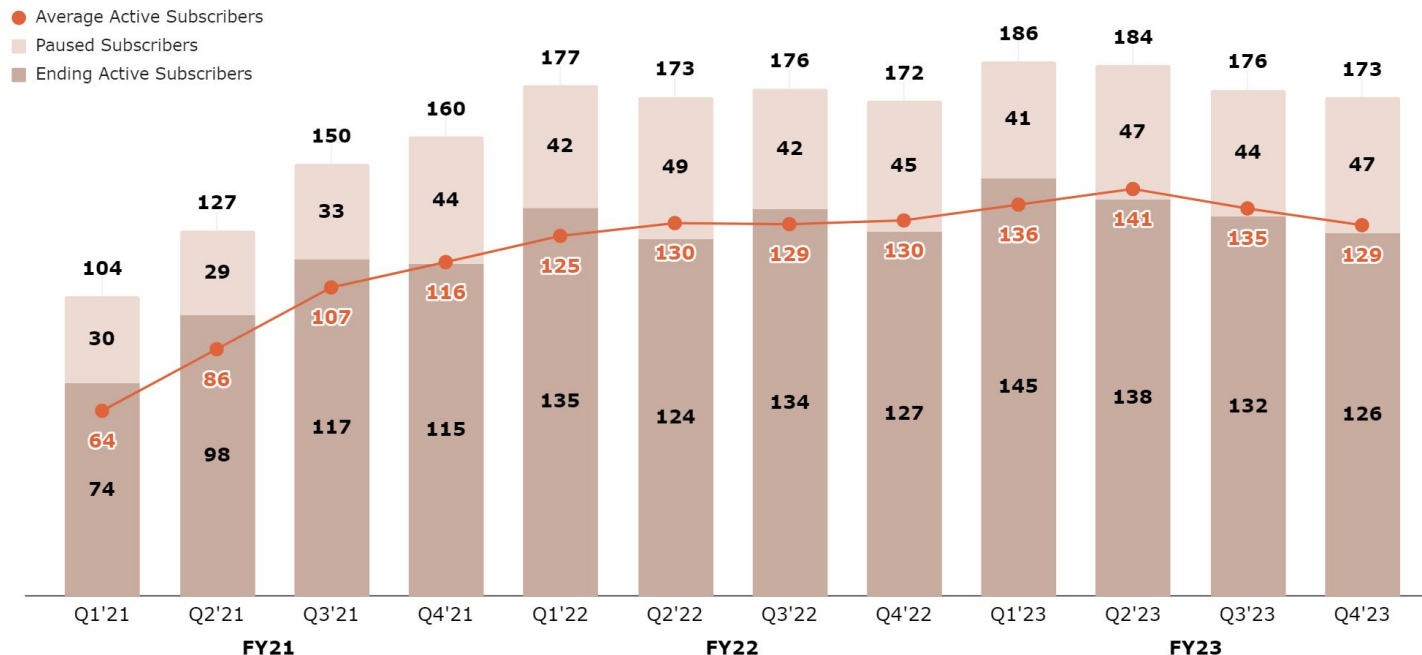
\$26.9M / 9%

Margin up 7 pts YoY

Note: Active Subscribers represent the number of subscribers with an active membership as of the last day of any given period and excludes paused subscribers. Average Active Subscribers represents the mean of the beginning of quarter and end of quarter Active Subscribers for a quarterly period; and for other periods, represents the mean of the Average Active Subscribers of every quarter within that period. Total Subscribers includes both active and paused subscribers.

# Active Subscribers as of January 31, 2024 (1)% YoY

## SUBSCRIBERS (IN THOUSANDS)



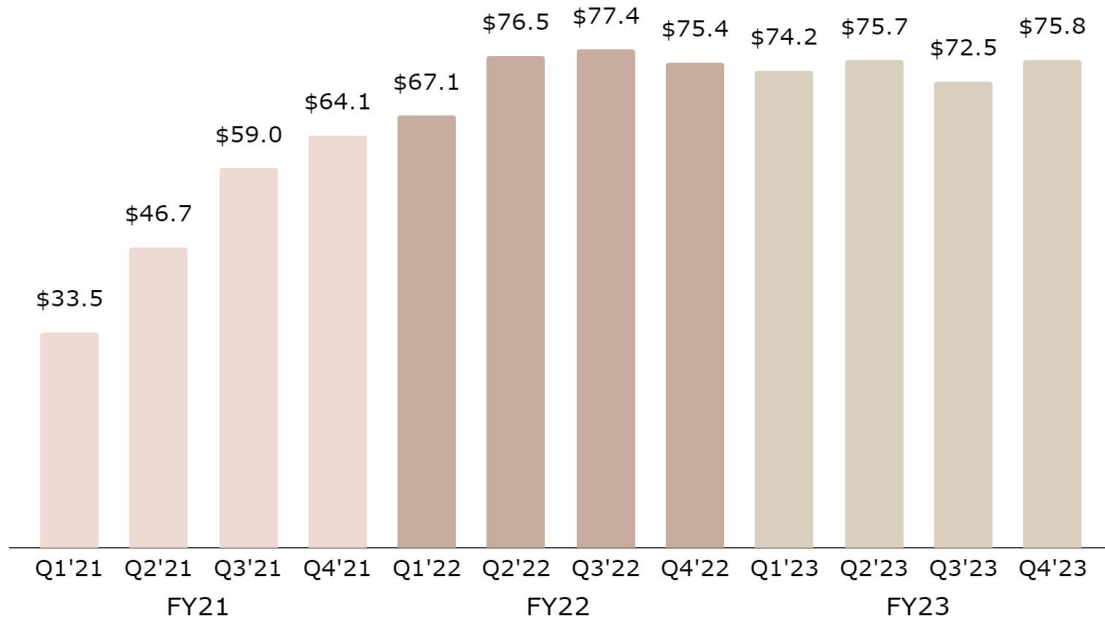
	FY21				FY22				FY23			
YoY Active Subs	40%	80%	78%	110%	82%	27%	15%	10%	8%	11%	(2)%	(1)%
YoY Avg Active Subs	(31)%	60%	79%	93%	94%	51%	20%	12%	9%	9%	4%	(1)%
Paused % of Total	29%	23%	22%	28%	24%	28%	24%	26%	22%	25%	25%	27%

Note: Active Subscribers represent the number of subscribers with an active membership as of the last day of any given period and excludes paused subscribers. Total subscribers includes both active and paused subscribers. Average Active Subscribers represents the mean of the beginning of quarter and end of quarter Active Subscribers for a quarterly period; and for other periods, represents the mean of the Average Active Subscribers of every quarter within that period.



# Total Revenue Up 1% YoY in Q4'23

TOTAL REVENUE, NET (\$ IN MILLIONS)



## Subscriber Highlights

- 89% of revenue from subscribers in Q4'23
- 27% of subscribers added one or more paid items into their subscriptions in Q4'23

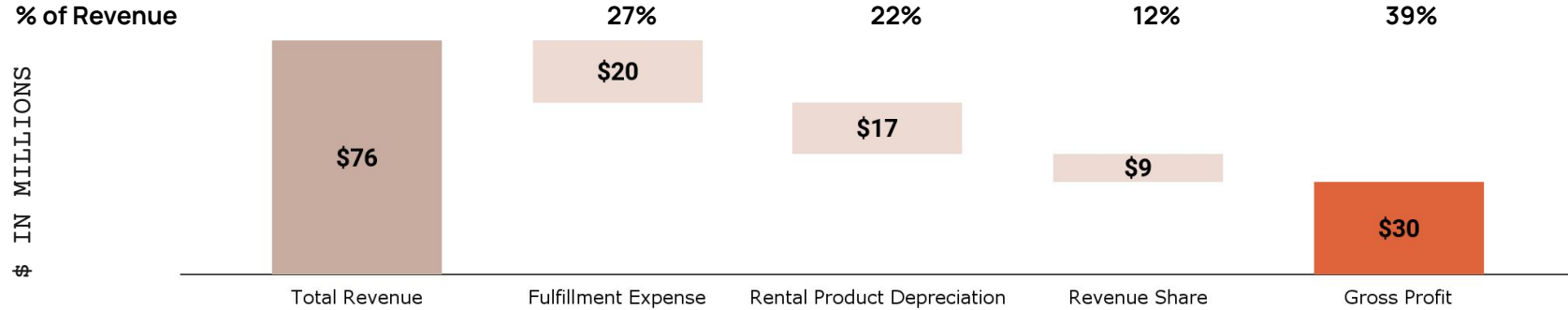
YoY Growth	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23
	(44)%	62%	66%	91%	100%	64%	31%	18%	11%	(1)%	(6)%	1%

Note: FY21 ended January 31, 2022; FY22 ended January 31, 2023; FY23 ended January 31, 2024.

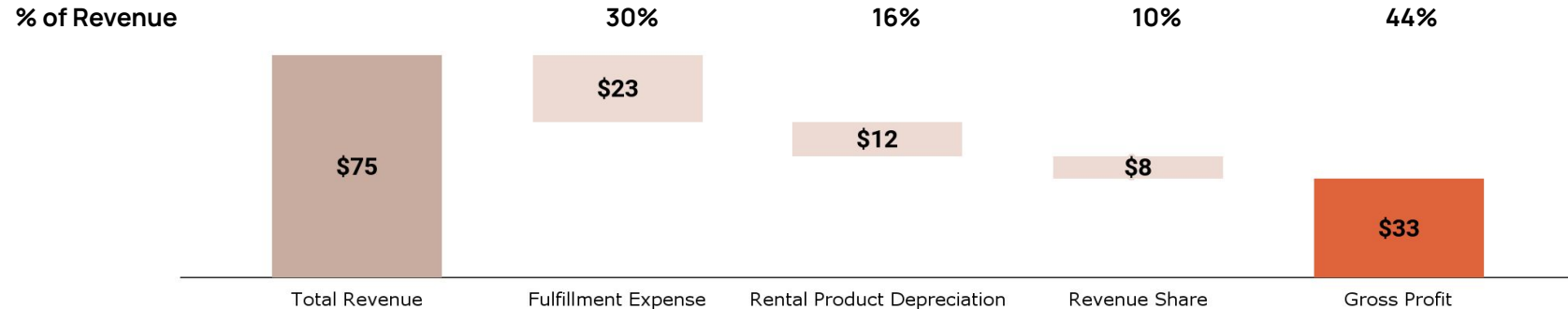
# Revenue to Gross Profit - Q4'23 and Q4'22

Rental Product Expenses (Depreciation & Revenue Share) \$26M in Q4'23 vs. \$19M in Q4'22 primarily due to the impact of the depth adjustments on inventory purchases in FY23

## FISCAL QUARTER ENDED JANUARY 31, 2024



## FISCAL QUARTER ENDED JANUARY 31, 2023



Note: Calculations are based on unrounded figures.

# Revenue to Gross Profit - FY23 and FY22

## FISCAL YEAR ENDED JANUARY 31, 2024

% of Revenue

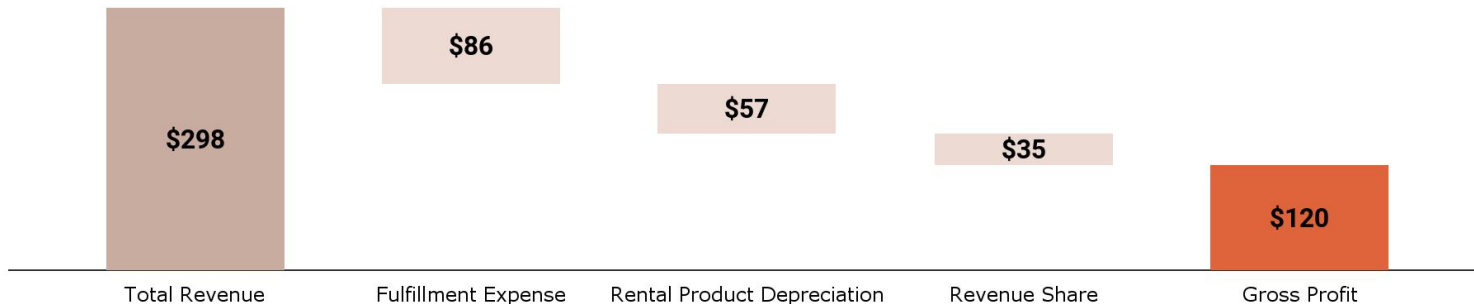
29%

19%

12%

40%

\$ IN MILLIONS



## FISCAL YEAR ENDED JANUARY 31, 2023

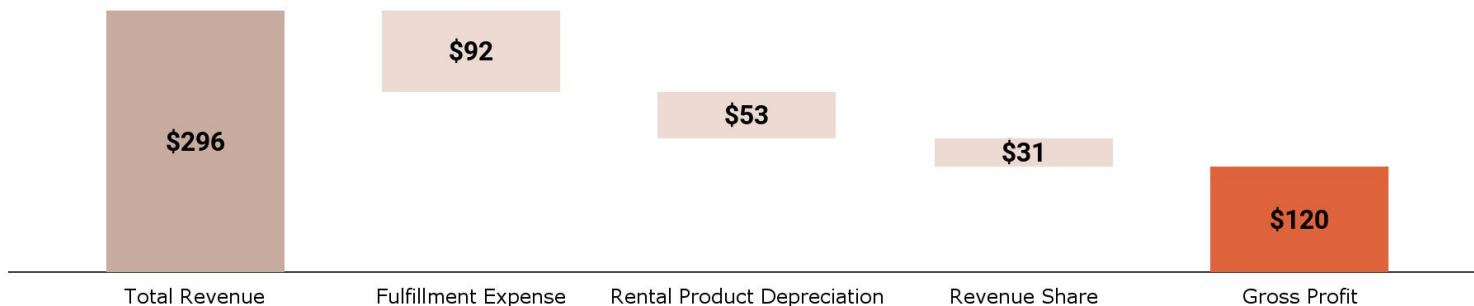
% of Revenue

31%

18%

11%

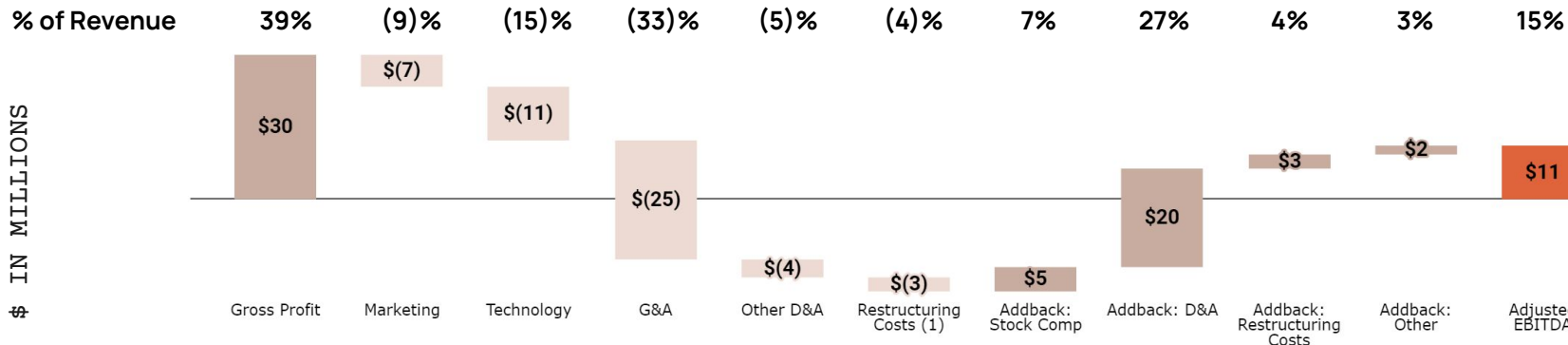
40%



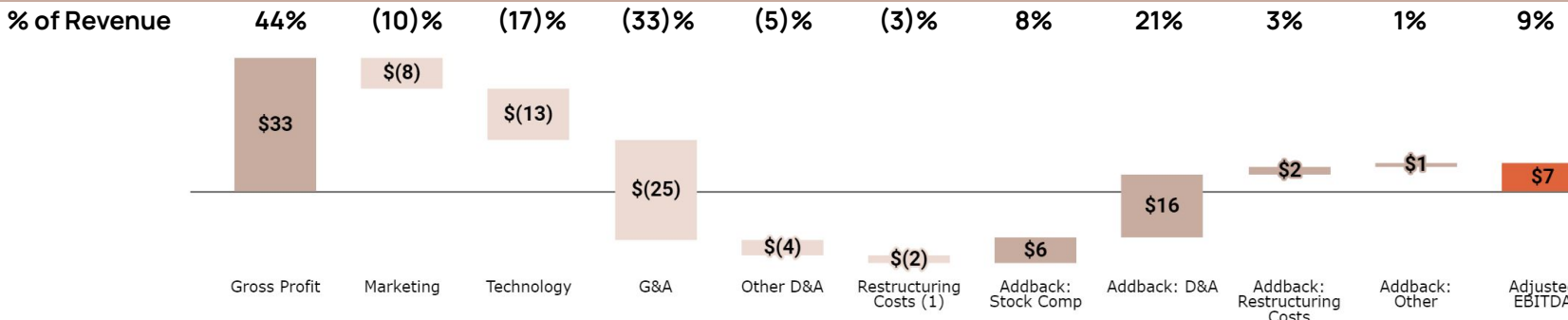
Note: Calculations are based on unrounded figures.

# Gross Profit to Adjusted EBITDA - Q4'23 and Q4'22

## FISCAL QUARTER ENDED JANUARY 31, 2024



## FISCAL QUARTER ENDED JANUARY 31, 2023



Note: See GAAP to Non-GAAP Reconciliation in appendix. Calculations based on unrounded figures. Addback: Other includes write-offs of liquidated assets, non-recurring adjustments, and other adjustments.

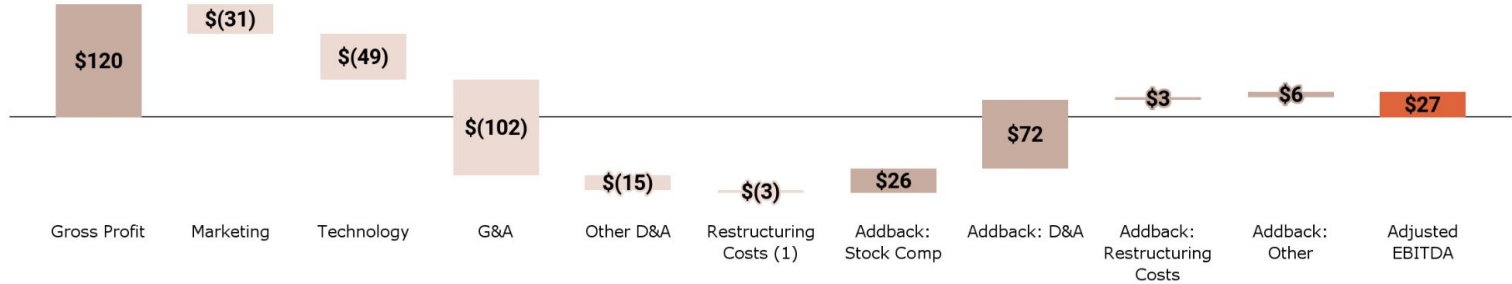
<sup>1</sup> Includes \$2.0M of Restructuring Charges and \$1.1M of Loss on Asset Impairment Related to Restructuring and \$0.4M of Restructuring and \$1.5M of Loss on Asset Impairment Related to Restructuring for Q4'23 and Q4'22, respectively.

# Gross Profit to Adjusted EBITDA - FY23 and FY22

## FISCAL YEAR ENDED JANUARY 31, 2024

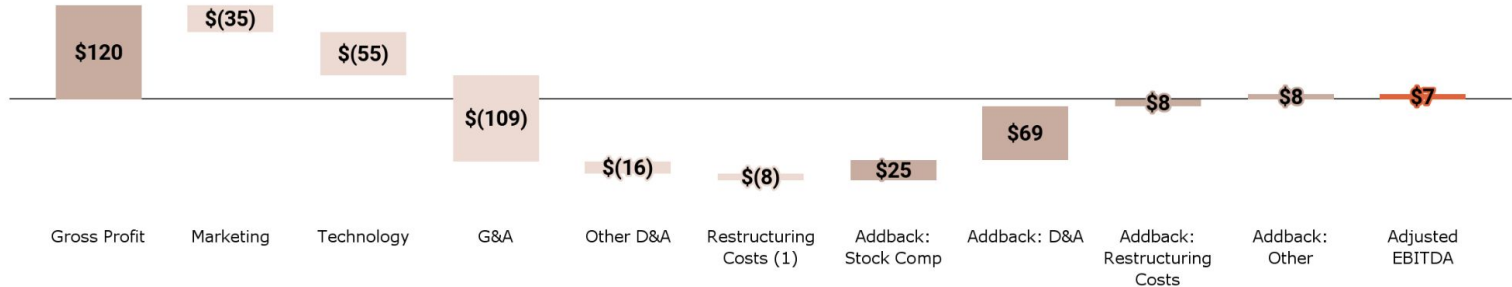
% of Revenue      40%      (10)%      (16)%      (34)%      (5)%      (1)%      9%      24%      1%      2%      9%

\$ IN MILLIONS



## FISCAL YEAR ENDED JANUARY 31, 2023

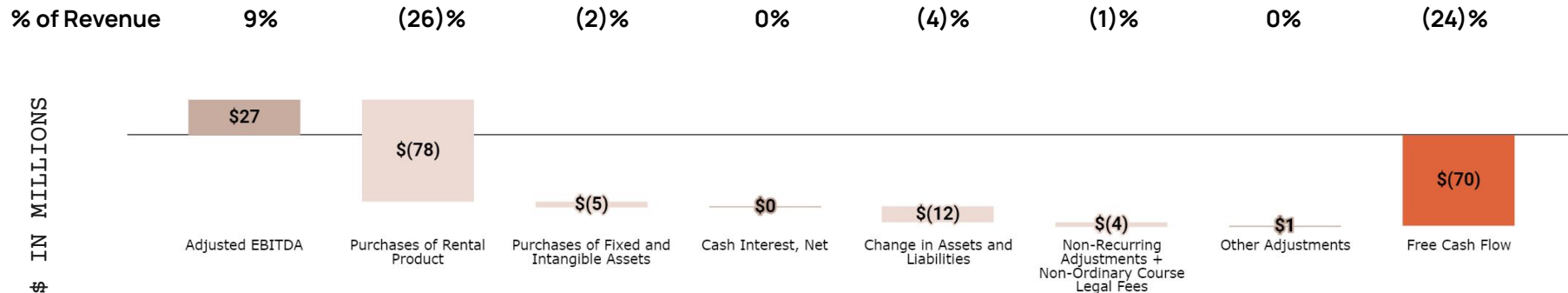
% of Revenue      40%      (12)%      (19)%      (37)%      (6)%      (3)%      9%      23%      3%      3%      2%



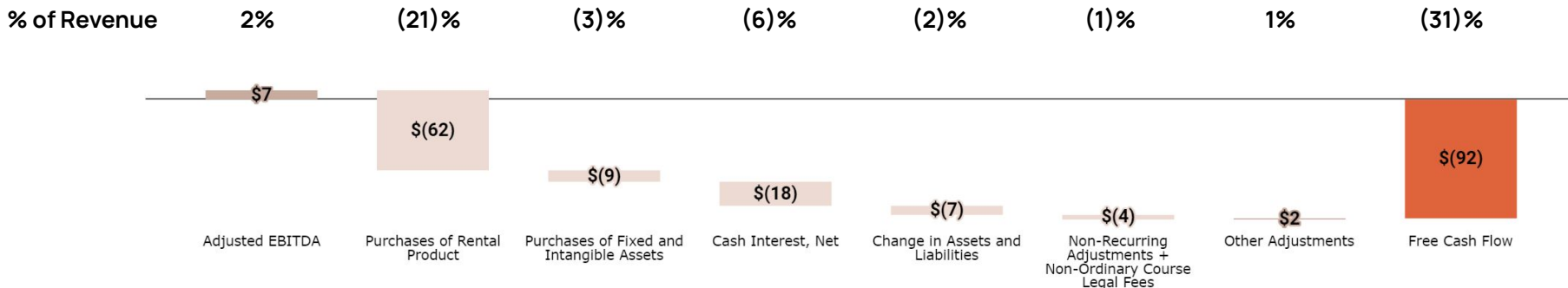
Note: See GAAP to Non-GAAP Reconciliation in appendix. Calculations based on unrounded figures. Addback: Other includes write-offs of liquidated assets, non-recurring adjustments, and other adjustments.  
<sup>1</sup> Includes \$2.0M of Restructuring Charges and \$1.1M of Loss on Asset Impairment Related to Restructuring and \$2.4M of Restructuring and \$5.3M of Loss on Asset Impairment Related to Restructuring for FY23 and FY22, respectively.

# Adjusted EBITDA to Free Cash Flow - FY23 and FY22

## FISCAL YEAR ENDED JANUARY 31, 2024



## FISCAL YEAR ENDED JANUARY 31, 2023



Note: See GAAP to Non-GAAP Reconciliation in appendix. Free cash flow defined as net cash (used in) provided by operating activities plus net cash (used in) provided by investing activities. Calculations based on unrounded figures. Non-Recurring Adjustments include costs related to the debt refinancing and related fees and the option exchange, in addition to public company SOX readiness costs, non-ordinary course legal fees and restructuring costs. Other adjustments primarily includes Other income/expense, Other gain/losses and income tax cash adjustments.

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# Recent Business Highlights

# Q4 Other Revenue Grew 49% YoY, Driven by Strong Inventory Selling Performance

## Record Resale Revenue

Achieved record quarterly and annual inventory resale sales in Q4 '23 and FY2023

## Cash Flow Accretive

Our pricing strategy enables us to generate ROI on items sold on top of rental revenue already generated

## 2024 Plan: Always on Replenishment Engine

Key high-margin categories will be quickly replenished, primarily through consignment, to drive sales.

## Buy from Cart

Member Perk: Buy your favorite styles online or at-home for 25% off with code YOURS25.

Your next 2 shipments unlock April 24

### Don't want to say goodbye?

Buy items you have at home at a discounted price.



-57%

Adam Lippes Collective  
Shearling Collar Jacket  
Size 6

Buy for \$185



-33%

DL1961  
Hepburn Jeans  
Size 24

Buy for \$140

## Buy from Homepage

AT HOME



kate spade new y...  
Dragonfly Riviera ...  
Size: S

~~\$368~~ 38% off  
\$230 to buy

Buy Now

Swap



# We are Showing the Value in Buying by Embedding it Deeper in the Experience

## IMPROVED SHOPPING More ways to purchase items from our racks



BUY THE RUNWAY	CLEARANCE	CLEARANCE BY PRICE
Resort Wear	Dresses	Under \$50
Workwear	Tops	Under \$75
Weekend Style	Outerwear	Under \$100
Party Looks	Sweaters	Under \$150
View All	View All	View All

× RTR 🔍 **SUBSCRIPTIONS**  
 TRY FROM \$89

- TO BUY

**BUY THE RUNWAY**  
 Resort Wear  
 Workwear  
 Weekend Style  
 Party Looks  
 View All

**CLEARANCE**  
 Dresses  
 Tops

**Ready for something new?**  
Choose what to swap, keep, or buy as you browse.

AT HOME

Levi's  
Middy Ankle Pants

Don't want to say goodbye?  
 You don't have to

We noticed you've had this item at home for the past 2 months, take 30% off with code TKTKTK

**Buy Now**

**Order #49737930**  
Placed December 2, 2023

SHIPPED SHIPPED

Buy for \$XXX Buy for \$XXX

Leave a Review Leave a Review

New opportunities across the experience to keep her rentals forever

Placed November 20, 2023

Merchandising-focused shopping for new and recurring RTR customers

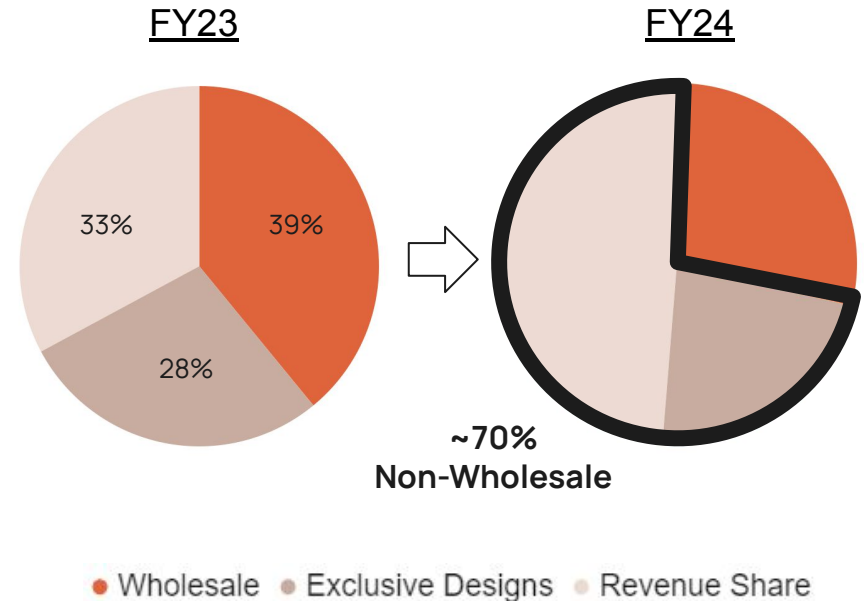
# With Continued Movement Towards a Capital Light Model, Planned 2024 Inventory Capex is 37% less than last year

Higher Inventory Depth

High In-Stock Rate

Lower Upfront Capital

Non-Wholesale Channels Expected to be ~70% of New Receipts in FY24

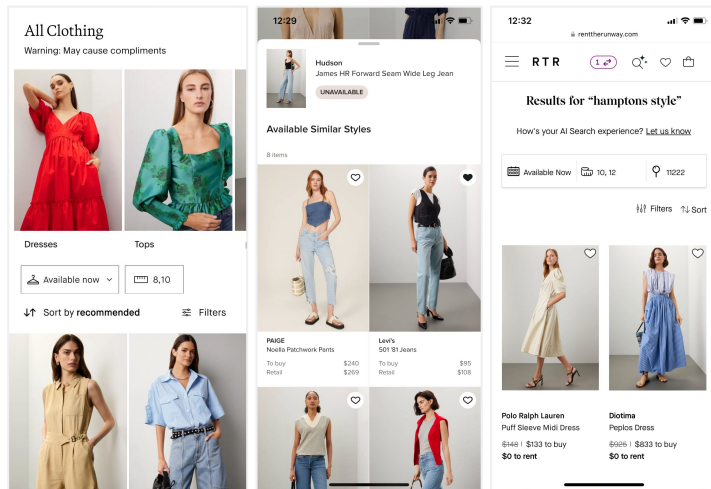


# We Significantly Improved Our Customer Experience in 2023

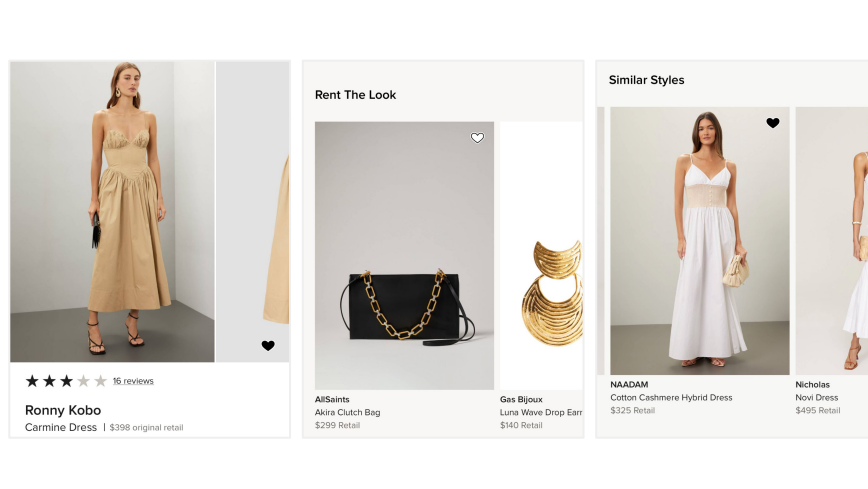
## Outputs of Improved Customer Experience

20 point Improvement in Subscription Net Promoter Score

10% Q4 YOY Loyalty Improvement



Improved discovery



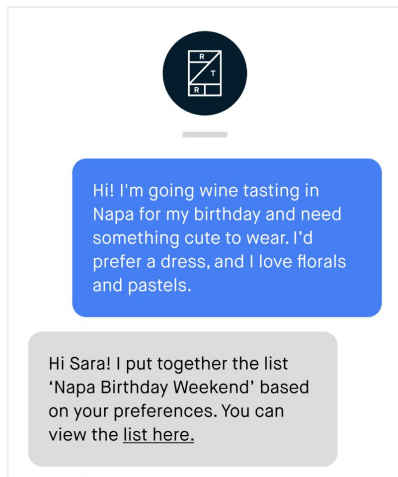
Easier to use + better merchandised product pages

# We Significantly Improved Our Customer Experience in 2023

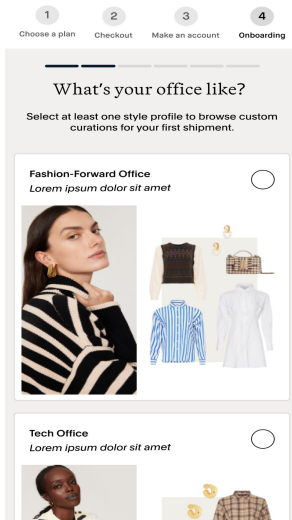
## Outputs of Improved Customer Experience

20 point Improvement in Subscription Net Promoter Score

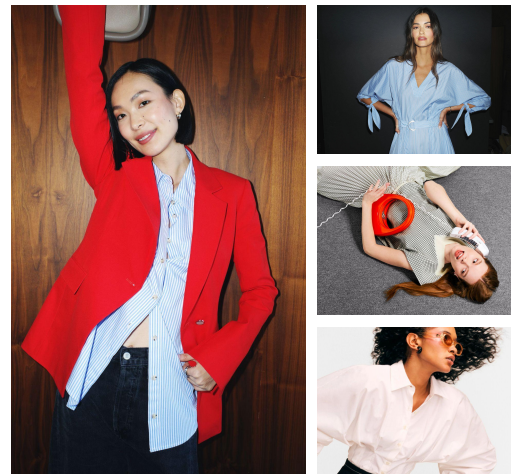
10% Q4 YOY Loyalty Improvement



Text with a stylist



Customer Onboarding



Improved photography & styling

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2024 Plans

# We Plan to Continue to Innovate How we Merchandise to Drive Increases in Conversion and Loyalty

We've introduced use-case based shopping hubs to show how the RTR closet can fully outfit her for work, events, travel and beyond



**The Spring Travel Closet**  
A wardrobe primed for any adventure.



**The Spring Wedding Closet**  
Alluring looks for every dress code.



**The Spring Weekend Closet**  
Versatile styles for your free days.



**The Spring Party Closet**  
We only play (and wear) the hits.

## The Spring Wedding Closet

Our spring collection of wedding-guest gowns, hand-selected straight from the runways and ready for any dress code. Make the commitment now.



Best Dressed Guest    Cocktail

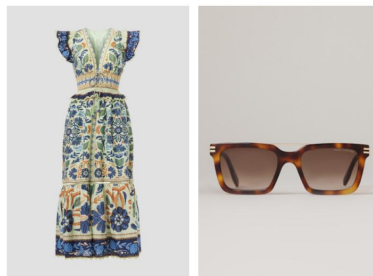


## your packing list



Versatile denim

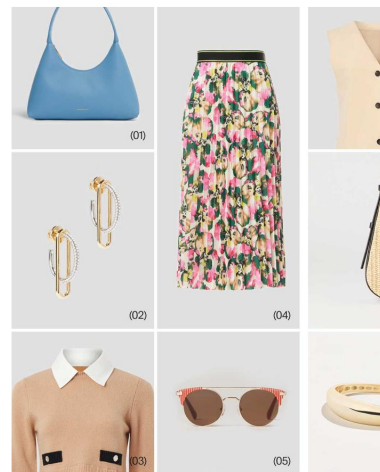
Light layers



Eye-catching midis

Sightseeing shades

## Curated style for every version of work you



when you block off your cal for coffee & creativity

(01) mini candy bag **mansur gavriel** (02) mini astra hoops **demarson** (03) dale sweater **sandro** (04) warhol floral skirt **le superbe** (05) palma aviator sunglasses **lele sadoughi**

when you

(01) franci maev handbag (05) fal

# We Plan to Continue to Innovate How we Merchandise to Drive Increases in Conversion and Loyalty

Styling advice & immersive visuals show customers how to use our assortment and educate her on latest trends and designers

spring '24 trend guide

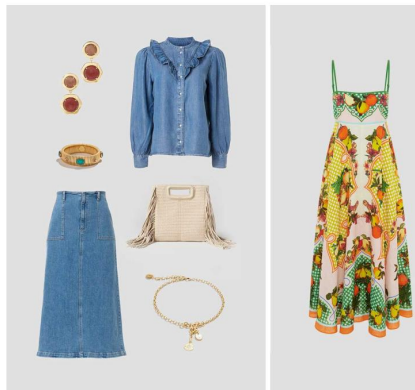


muted pastels

Cue the calm: Soothing shades are glazing over our spring styles, from light lilac to sky blue.

Rent Pastels

we cracked those niche dress codes for you



For the "Refined Rodeo" Invite

For the Birthday Bash

we have some ideas for your next shipment...



The Shirt Dress

Be comfy and camera-ready in a breezy silhouette with just the right amount of structure.

Jumpsuits

Buttoned-up, style. Swap th clean lines an



Seasonal hubs showcase trends with styled collections for easy wear

Styling advice highlighted throughout the experience

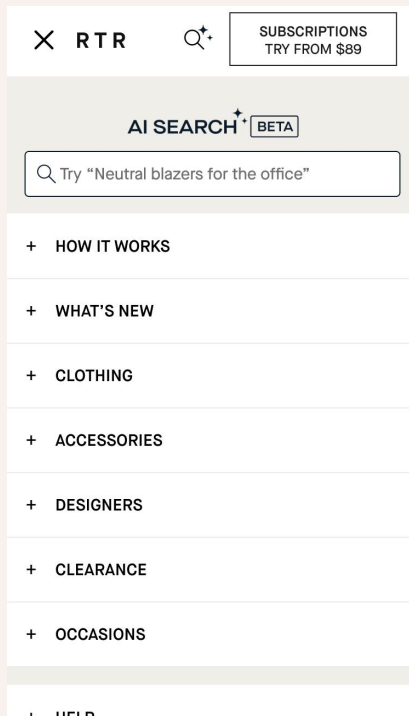
Helping her put the whole look together

Partnership with celebrity stylist Maeve Reilly, guides us in styling looks for the office + beyond

# We are Focused on Evolving Navigation to Proven Content to Make Her Journey Seamless

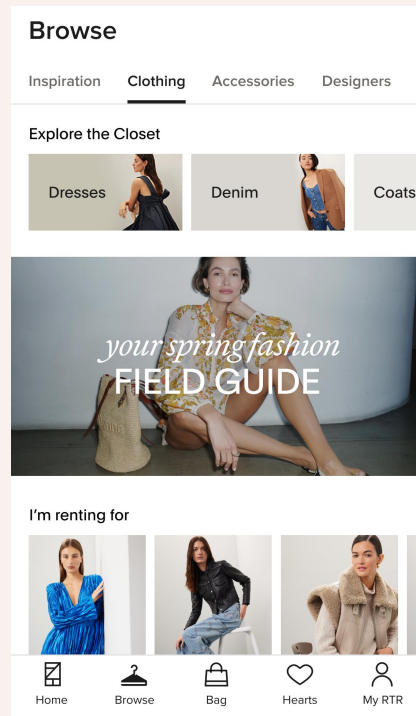
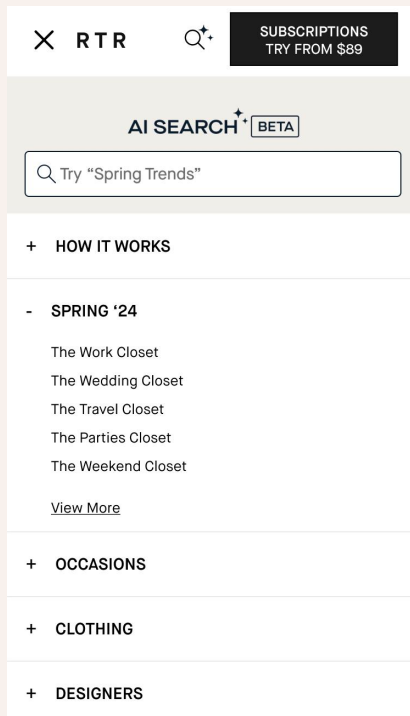
NOV 2023

From focusing on broad categories...



APR 2024

...To highlighting use cases and style guides that make it easy to get dressed.





# We Plan to Accelerate Our Marketing Efforts Around Big Bets

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- Building mid funnel **consideration** marketing plans focusing on driving customer reasons to believe and supporting incremental conversion
- Scaling new marketing channels with a social first approach
- Rebuilding our lifecycle engine and customer marketing approach
- Re focusing our efforts of on our creative strategy that is supporting the needs of our customers: Discovery of trends, saving them time and use case based shopping. Supercharging our approach to **content**.
- Reinvesting in our reserve business

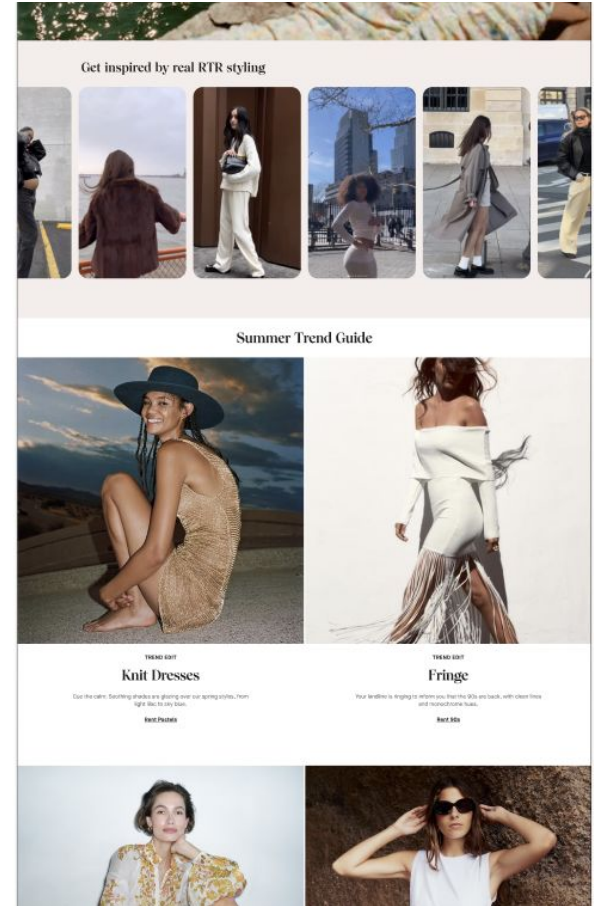
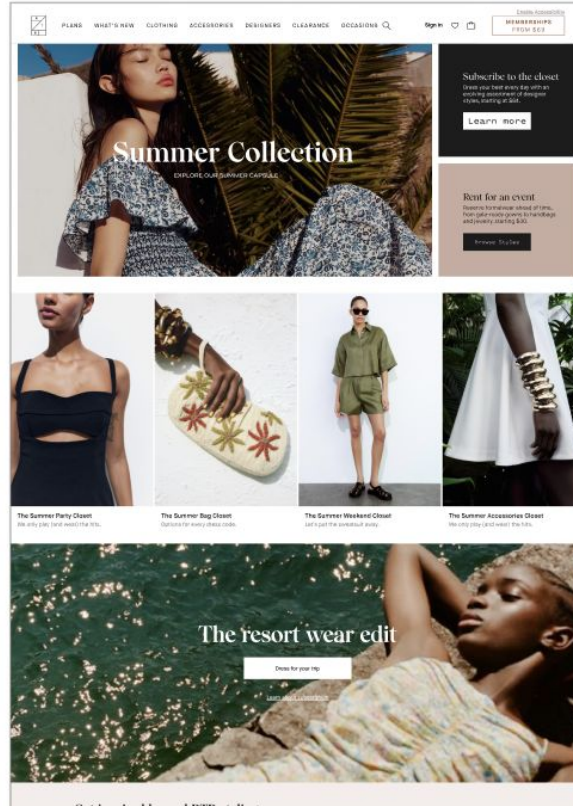
# Reigniting Creative

## Where we're going

### OPTIMIZED CREATIVE CAPTURE FOR BRAND STORYTELLING

Utilizing content as a lever for growth by diversifying our creative approach through distinct capture style- intermixing lo-fi, influencer, refreshed pdp and editorial content to inspire. Focus on content volume to showcase breadth and depth of product assortment.

We plan to move towards a UGC inspired creative Treatment showcasing trends, and use case based shopping of how RTR can fit in to everyday lives.



# Building More Brand Love

## Current Plans Include:

- Focusing our marketing efforts towards mid and upper funnel work designed to put brand love back at the forefront of our marketing campaigns
- Our storytelling and investments will be social first - we will drive our strategy around being at the forefront of cultural relevance and ignite channels to acquire a new, relevant customer
- Begin to move our media investments towards influencers that we can measure, scale and show positive ROI against
- Conviction that our brand will thrive with a strong point of differentiation on our reserve business along with our subscription business
- Reigniting IRL events and pop ups in DMA's that are highly lucrative to our business goals



# We are Focused on Rebuilding our Lifecycle Strategy to Drive Further Customer Loyalty

We believe we have a sizeable opportunity to realize more value across the network with our existing customer base and plan to focus our efforts on 4 distinct life stage segments of the customer journey with unique activation plans

## CUSTOMER SEGMENTS

EARLY TERM

HABITUATED SUBSCRIBERS

VIP

WINBACK



## HOW WE'RE ACTIVATING

EMAIL  
PUSH

SMS

DIRECT MAIL

STYLING SERVICE

CX PERSONALIZED OUTREACH

EVENTS

LOYALTY PROGRAM

RENT  
THE  
RUNWAY

# Q1 + FY2024 Guidance

# Fiscal Year 2024 Guidance

## Q1 2024 Guidance

Total Revenue:	\$73M - \$75M; (2)% - 1% YoY Growth
Adjusted EBITDA Margin <sup>1</sup> :	7% - 8% of Total Revenue

## FY2024 Guidance

Total Revenue:	\$301M - \$316M; 1% - 6% YoY Growth
Adjusted EBITDA Margin <sup>1</sup> :	15% - 16% of Total Revenue
Purchases of Rental Product <sup>2</sup> :	~\$48M - \$50M
Share-based Compensation:	\$13M - \$16M
Free Cash Flow <sup>3</sup> :	Breakeven

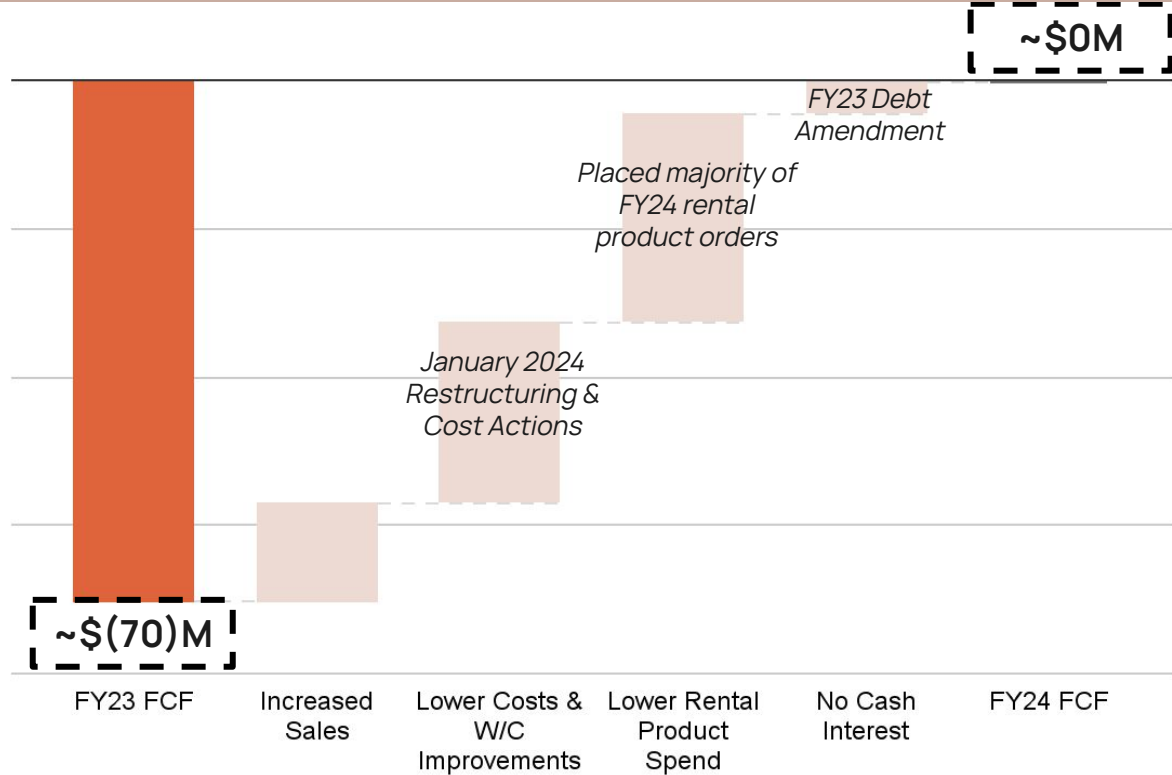
<sup>1</sup> Reconciliation of Adjusted EBITDA, Adjusted EBITDA margin and free cash flow expectations for Q1 2024 and fiscal year 2024 (as applicable) to the closest corresponding GAAP measure is not available without unreasonable efforts on a forward-looking basis due to the high variability, complexity, and low visibility with respect to the charges excluded from these non-GAAP measures, in particular, share-based compensation expense, and non-recurring expenses, which can have unpredictable fluctuations based on unforeseen activity that is out of our control and/or cannot reasonably be predicted.

<sup>2</sup> Purchases of Rental Product as presented on the Consolidated Statement of Cash Flows may vary from Rental Product Acquired (presented above) due to timing of payments for rental product. Rental Product Acquired reflects the cost of owned rental product received in the period. See appendix for reconciliation of Purchases of Rental Product to Rental Product Acquired.

<sup>3</sup> Free cash flow defined as net cash (used in) provided by operating activities plus net cash (used in) provided by investing activities.

# Our Primary Focus in FY24 is to Become FCF Breakeven

Free Cash Flow Bridge FY23 vs. FY24\*



- We anticipate reaching FCF breakeven based on a wide range of revenue growth strategies
- Our cost base has reduced significantly as a result of the recent restructuring and continued fulfillment and transportation efficiencies
- Our planned inventory spend is dramatically lower than FY23 due to the right sized depth strategy
- Cash interest reduced to zero until Q2 2025

\*Exact figures are illustrative and not to scale.

Note: Free cash flow defined as net cash (used in) provided by operating activities plus net cash (used in) provided by investing activities.

RENT  
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RUNWAY

# Appendix



# Condensed Consolidated Statements of Operations

	Three Months Ended 1/31/2024	Three Months Ended 1/31/2023	Year Ended 1/31/2024	Year Ended 1/31/2023
(In millions, except per share amounts)				
Total revenue, net	\$75.8	\$75.4	\$298.2	\$296.4
Fulfillment	20.1	22.7	86.0	92.2
Technology	11.0	12.8	49.1	55.4
Marketing	6.6	7.7	31.2	35.1
General and administrative	24.8	24.9	101.6	109.0
Rental product depreciation and revenue share	25.8	19.4	92.5	84.2
Other depreciation and amortization	3.7	3.8	14.7	16.4
Restructuring charges	2.0	0.4	2.0	2.4
Loss on asset impairment related to restructuring	1.1	1.5	1.1	5.3
Total costs and expenses	95.1	93.2	378.2	400.0
Operating loss	(19.3)	(17.8)	(80.0)	(103.6)
Interest income / (expense), net	(5.4)	(8.6)	(33.7)	(36.8)
Other income / (expense) and gains / (losses)	0.4	0.1	0.7	1.5
Income tax benefit / (expense)	(0.5)	0.1	(0.2)	0.2
Net loss	\$(24.8)	\$(26.2)	\$(113.2)	\$(138.7)
Net loss per share attributable to common stockholders, basic and diluted <sup>1</sup>	\$(7.02)	\$(8.07)	\$(33.12)	\$(43.17)
Weighted average basic and diluted shares outstanding	3.5	3.2	3.4	3.2
<u>Restructuring-related items:</u>				
Restructuring charges	(2.0)	(0.4)	(2.0)	(2.4)
Loss on asset impairment related to restructuring	(1.1)	(1.5)	(1.1)	(5.3)
Total Restructuring-Related Items	\$(3.1)	\$(1.9)	\$(3.1)	\$(7.7)
Restructuring-related items per share attributable to common stockholders, basic and diluted	\$(0.88)	\$(0.58)	\$(0.91)	\$(2.40)
Net loss excl. restructuring charges & loss on asset impairment related to restructuring	\$21.7	\$24.3	\$110.1	\$131.0

<sup>1</sup> Amounts have been adjusted to reflect the 1-for-20 reverse stock split that became effective on April 2, 2024.

# Condensed Consolidated Balance Sheets

	As Of 1/31/2024	As Of 1/31/2023
(in millions)		
Cash and cash equivalents	\$84.0	\$154.5
Restricted cash, current	5.2	3.1
Prepaid expenses and other current assets	13.0	14.5
Restricted cash, fixed	4.8	6.0
Rental product, net	94.0	78.7
Fixed and intangible assets, net	39.1	48.8
Operating lease and other assets	38.4	30.6
<b>Total assets</b>	<b>\$278.5</b>	<b>\$336.2</b>
Total current liabilities	48.1	60.0
Long-term debt, net	306.7	272.5
Operating lease and other liabilities	46.0	39.0
<b>Total liabilities</b>	<b>\$400.8</b>	<b>\$371.5</b>
<b>Total stockholders' equity (deficit)</b>	<b>\$(122.3)</b>	<b>\$(35.3)</b>
<b>Total liabilities and stockholders' equity (deficit)</b>	<b>\$278.5</b>	<b>\$336.2</b>

# Condensed Consolidated Statements of Cash Flows

	Year Ended 1/31/2024	Year Ended 1/31/2023	Year Ended 1/31/2022
(in millions)			
Net loss	\$(113.2)	\$(138.7)	\$(211.8)
Net cash (used in) provided by operating activities	(15.7)	(47.7)	(42.3)
Net cash (used in) provided by investing activities	(54.6)	(44.3)	(22.5)
Net cash (used in) provided by financing activities	0.7	(4.0)	215.2
Net (decrease) increase in cash and cash equivalents and restricted cash	(69.6)	(96.0)	150.4
Cash and cash equivalents and restricted cash at beginning of period	163.6	259.6	109.2
<b>Cash and cash equivalents and restricted cash at end of period <sup>1</sup></b>	<b>\$94.0</b>	<b>\$163.6</b>	<b>\$259.6</b>

<sup>1</sup> Includes both current and non-current restricted cash.

# Reconciliation of Net Loss to Free Cash Flow

	Year Ended 1/31/2024	Year Ended 1/31/2023	Year Ended 1/31/2022
(in millions)			
Net loss	\$(113.2)	\$(138.7)	\$(211.8)
Operating loss	(80.0)	(103.6)	(125.9)
Interest income / (expense), net	(33.7)	(36.8)	(53.0)
Gain / (loss) on warrant liability revaluation, net	-	-	(24.9)
Other income / (expense) and gains / (losses) <sup>1</sup>	0.7	1.5	(8.3)
Income tax benefit / (expense)	(0.2)	0.2	0.3
Net cash (used in) provided by operating activities	(15.7)	(47.7)	(42.3)
Net cash (used in) provided by investing activities	(54.6)	(44.3)	(22.5)
Free Cash Flow	\$(70.3)	\$(92.0)	\$(64.8)

<sup>1</sup>Other income / (expense) consists primarily of proceeds from previous insurance claims and proceeds from monetizing tax credits associated with growth.

# Selected Cash Flows Detail and Supplemental Cash Flow Information

	Year Ended 1/31/2024	Year Ended 1/31/2023
(in millions)		
<b>INVESTING ACTIVITIES</b>		
Purchases of rental product	\$(77.9)	\$(62.1)
Proceeds from liquidation of rental product	\$4.6	\$8.8
Proceeds from sale of rental product	\$23.3	\$17.9
Purchases of fixed and intangible assets	\$(4.6)	\$(8.9)
Net cash (used in) provided by investing activities	\$(54.6)	\$(44.3)
<b>SUPPLEMENTAL CASH FLOW INFORMATION</b>		
Rental product received in the prior period	\$5.4	\$6.5
Purchases of rental product not yet settled	\$(3.3)	\$(5.4)

# Reconciliation of Purchases of Rental Product to Rental Product Acquired

	Year Ended 1/31/2024	Year Ended 1/31/2023	
(in millions)			
<b>Purchases of rental product</b>	\$(77.9)	\$(62.1)	Cost of owned rental product paid for in the period, as presented on the Condensed Consolidated Statements of Cash Flows.
Plus: Rental product received in the prior period	\$5.4	\$6.5	Cost of owned rental product paid for in the period, but received in the period immediately preceding, as presented on the Supplemental Cash Flow Information table.
Plus: Purchases of rental product not yet settled	\$(3.3)	\$(5.4)	Cost of owned rental product received in the period, but not yet paid for, as presented on the Supplemental Cash Flow Information table.
<b>Rental Product Acquired</b>	<b>\$(75.8)</b>	<b>\$(61.0)</b>	Cost of owned rental product received in the period.

# Reconciliation of Net Loss to Adjusted EBITDA

	Three Months Ended 1/31/2024	Three Months Ended 1/31/2023	Year Ended 1/31/2024	Year Ended 1/31/2023	Year Ended 1/31/2022
(in millions)					
Net loss	\$(24.8)	\$(26.2)	\$(113.2)	\$(138.7)	\$(211.8)
Interest (income) / expense, net	5.4	8.6	33.7	36.8	53.0
Rental product depreciation	16.7	11.9	57.1	52.9	50.3
Other depreciation and amortization	3.7	3.8	14.7	16.4	19.4
Share-based compensation	5.1	6.4	26.2	25.4	26.6
Write-off of liquidated assets	0.8	0.9	3.4	5.8	4.8
Non-recurring adjustments	1.1	-	1.7	1.3	5.3
Non-ordinary course legal fees	0.1	0.1	0.3	0.1	-
Restructuring charges	2.0	0.4	2.0	2.4	-
Loss on asset impairment related to restructuring	1.1	1.5	1.1	5.3	-
Income Tax (Benefit) / Expense	0.5	(0.1)	0.2	(0.2)	(0.3)
(Gain) / loss on warrant liability revaluation, net	-	-	-	-	24.9
(Gain) / loss on debt extinguishment, net	-	-	-	-	12.2
Other (income) / expense, net	(0.4)	(0.1)	(0.7)	(1.5)	(3.9)
Other (gains) / losses	(0.1)	(0.1)	0.4	0.7	0.3
Adjusted EBITDA	\$11.2	\$71	\$26.9	\$6.7	\$(19.2)
Adjusted EBITDA Margin	14.8%	9.4%	9.0%	2.3%	(9.4)%

Note: For additional information on each line item see the footnotes to the Adjusted EBITDA reconciliation in our FY23 earnings press release, which is included as ex. 99.1 to our Form 8-K filed with the SEC on April 10, 2024.

# Reconciliation of Cash Used by Operating Activities to Free Cash Flow

	Year Ended 1/31/2024	Year Ended 1/31/2023	Year Ended 1/31/2022
(in millions)			
Net cash (used in) provided by operating activities	\$(15.7)	\$(47.7)	\$(42.3)
Purchases of rental product	(77.9)	(62.1)	(30.8)
Proceeds from liquidation of rental product	4.6	8.8	5.7
Proceeds from sale of rental product	23.3	17.9	12.9
Purchases of fixed and intangible assets	(4.6)	(8.9)	(10.3)
Free Cash Flow	\$(70.3)	\$(92.0)	\$(64.8)
Free Cash Flow Margin <sup>1</sup>	(23.6)%	(31.0)%	(31.9)%

Note: Free cash flow defined as net cash (used in) provided by operating activities plus net cash (used in) provided by investing activities.

<sup>1</sup> Free Cash Flow Margin calculated as Free Cash Flow as a percentage of revenue.



# Reconciliation of Net Loss to Free Cash Flow

	Year Ended 1/31/2024	Year Ended 1/31/2023
(in millions)		
Net loss	\$(113.2)	\$(138.7)
Interest (income) / expense, net	\$33.7	\$36.8
Rental product depreciation	\$57.1	\$52.9
Other depreciation and amortization	\$14.7	\$16.4
Share-based compensation	\$26.2	\$25.4
Write-off of liquidated assets	\$3.4	\$5.8
Non-recurring adjustments	\$1.7	\$1.3
Non-ordinary course legal fees	\$0.3	\$0.1
Restructuring charges	\$2.0	\$2.4
Loss on asset impairment related to restructuring	\$1.1	\$5.3
Income Tax (Benefit) / Expense	\$0.2	\$(0.2)
Other (income) / expense, net	\$(0.7)	\$(1.5)
Other (gains) / losses	\$0.4	\$0.7
Adjusted EBITDA	\$26.9	\$6.7
Purchases of rental product	(77.9)	(62.1)
Purchases of fixed and intangible assets	(4.6)	(8.9)
Cash interest expense	(4.7)	(20.1)
Cash interest earned	5.2	1.9
Change in assets and liabilities	(11.7)	(7.2)
Non-recurring adjustments <sup>1</sup>	(1.7)	(1.3)
Non-ordinary course legal fees	(0.3)	(0.1)
Restructuring charges	(2.0)	(2.4)
Other adjustments <sup>2</sup>	0.5	1.5
Free Cash Flow	\$(70.3)	\$(92.0)

Note: See GAAP to Non-GAAP Reconciliation in appendix. Free cash flow defined as net cash (used in) provided by operating activities plus net cash (used in) provided by investing activities.

<sup>1</sup> Non-recurring adjustments for the year ended 1/31/24 includes \$1.7 million of costs primarily related to debt refinancing and related fees and the option exchange and for the year ended 1/31/23 includes \$1.3 million of costs related to public company SOX readiness.

<sup>2</sup> Other adjustments primarily includes cash tax adjustments and other cash gains (losses).

# Operating Expense Detail

	Three Months Ended 1/31/2024	Three Months Ended 1/31/2023	Year Ended 1/31/2024	Year Ended 1/31/2023
(in millions)				
Technology	\$11.0	\$12.8	\$49.1	\$55.4
Marketing	\$6.6	\$7.7	\$31.2	\$35.1
General and administrative	\$24.8	\$24.9	\$101.6	\$109.0
Total operating expenses	\$42.4	\$45.4	\$181.9	\$199.5
Less: Share-based compensation	\$5.1	\$6.4	\$26.2	\$25.4
Total operating expenses excluding share-based compensation	\$37.3	\$39.0	\$155.7	\$174.1
Operating expenses including share-based compensation as a % of revenue	55.9%	60.2%	61.0%	67.3%
Operating expenses excluding share-based compensation as a % of revenue	49.2%	51.7%	52.2%	58.7%

## Share-based compensation Details

	Three Months Ended 1/31/2024	Three Months Ended 1/31/2023	Year Ended 1/31/2024	Year Ended 1/31/2023
(in millions)				
Share-based compensation				
Technology	\$0.9	\$1.6	\$5.5	\$5.9
Marketing	\$0.1	\$0.1	\$0.2	\$0.5
General and administrative	\$4.1	\$4.7	\$20.5	\$19.0
Total	\$5.1	\$6.4	\$26.2	\$25.4
Share-based compensation as a % of revenue	6.7%	8.5%	8.8%	8.6%