

A woman with long dark hair is sitting on a silver metal chair on a tennis court. She is wearing a strapless, form-fitting dress with vertical stripes and a geometric pattern on the bodice. She is holding a tennis racket with both hands, resting it on the ground. She is wearing high-heeled sandals with crisscrossing straps. The background shows a tennis court with a net and several tennis balls scattered on the ground. The lighting is bright, suggesting a sunny day.

Q1 2024 Earnings Presentation

June 6, 2024

RENT THE RUNWAY

RENT THE RUNWAY

Forward-Looking Statements Disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements 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 Rent the Runway, Inc.'s (the "Company," "our" or "we") future results of operations, financial position, revenue, Adjusted EBITDA Margin and free cash flow, including the trends underlying expected free cash flow breakeven for FY2024; 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 drive future growth or 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, acquire and 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; our ability to adequately obtain, maintain, protect and enforce our intellectual property and proprietary rights; 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 to provide 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 our debt, including our ability to comply with covenants in our credit facility; risks related to our Class A capital stock and ownership structure; and risks related to future pandemics/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 Annual Report on Form 10-K for the year ended January 31, 2024, as updated in our Quarterly Report on Form 10-Q for the quarter ended April 30, 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 Q1 financial results. For more information please refer to our press release dated June 6, 2024 and filings with the SEC.**

- 01 Q1 2024 Summary
- 02 Recent Business Highlights
- 03 Q2 + FY2024 Guidance



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Q1 2024 Summary

Q1'24 Key Metrics and Financial Highlights

TOTAL REVENUE

\$75.0M

Up 1.1% YoY

ACTIVE SUBSCRIBERS

145.8K, Up Slightly YoY

AVERAGE ACTIVE SUBSCRIBERS

135.9K, Relatively Flat YoY

TOTAL SUBSCRIBERS

185.3K

Relatively Flat YoY

GROSS PROFIT / MARGIN

\$28.4M / 38%

Margin down 4 pts YoY

NET LOSS / MARGIN

\$(22.0)M / (29)%

Margin up 11 pts YoY

ADJ. EBITDA / MARGIN

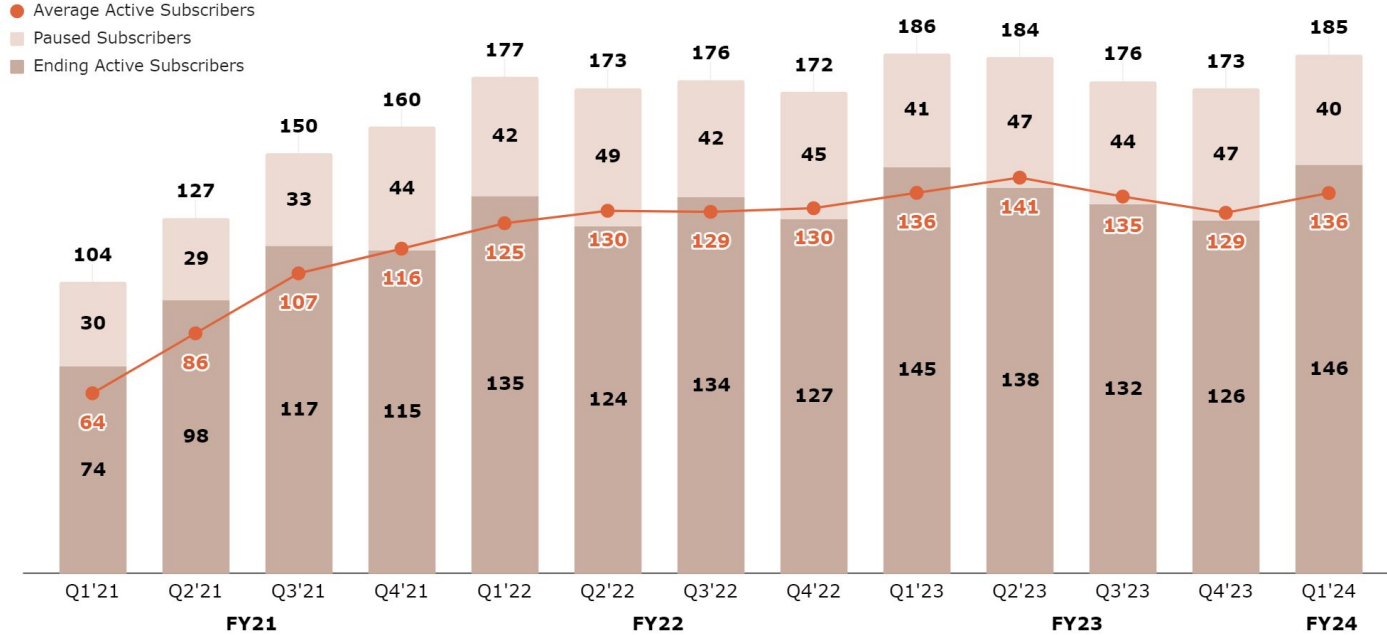
\$6.5M / 9%

Margin up 3 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 April 30, 2024 Up 0.4% YoY

SUBSCRIBERS (IN THOUSANDS)



	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24
YoY Active Subs	40%	80%	78%	110%	82%	27%	15%	10%	8%	11%	(2)%	(1)%	0%
YoY Avg Active Subs	(31)%	60%	79%	93%	94%	51%	20%	12%	9%	9%	4%	(1)%	(0)%
Paused % of Total	29%	23%	22%	28%	24%	28%	24%	26%	22%	25%	25%	27%	21%

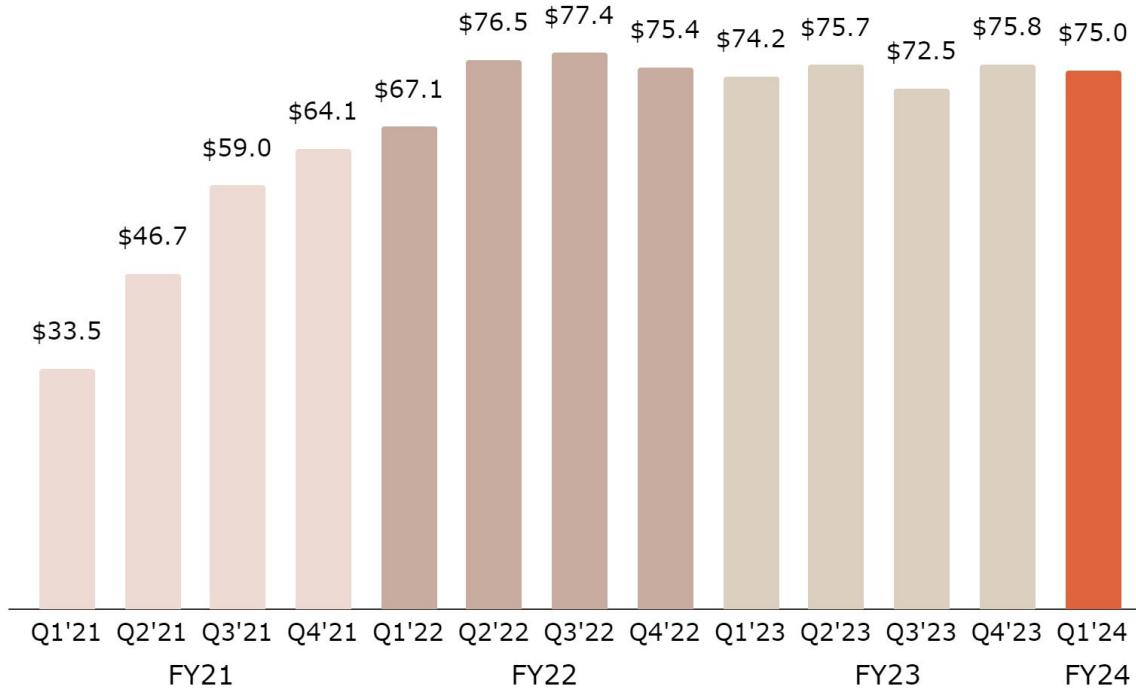
Note: Active Subscribers represent the number of subscribers with an active membership as of the last day of any given period and excludes paused subscribers. Total subscribers includes both active and paused subscribers. Average Active Subscribers represents the mean of the beginning of quarter and 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. Calculations are based on unrounded figures.

Total Revenue Up 1% YoY in Q1'24

TOTAL REVENUE, NET (\$ IN MILLIONS)

Subscriber Highlights

- 88% of revenue from subscribers in Q1'24
- 26% of subscribers added one or more paid items into their subscriptions in Q1'24



YoY

Growth (44)% 62% 66% 91% 100% 64% 31% 18% 11% (1)% (6)% 1% 1%

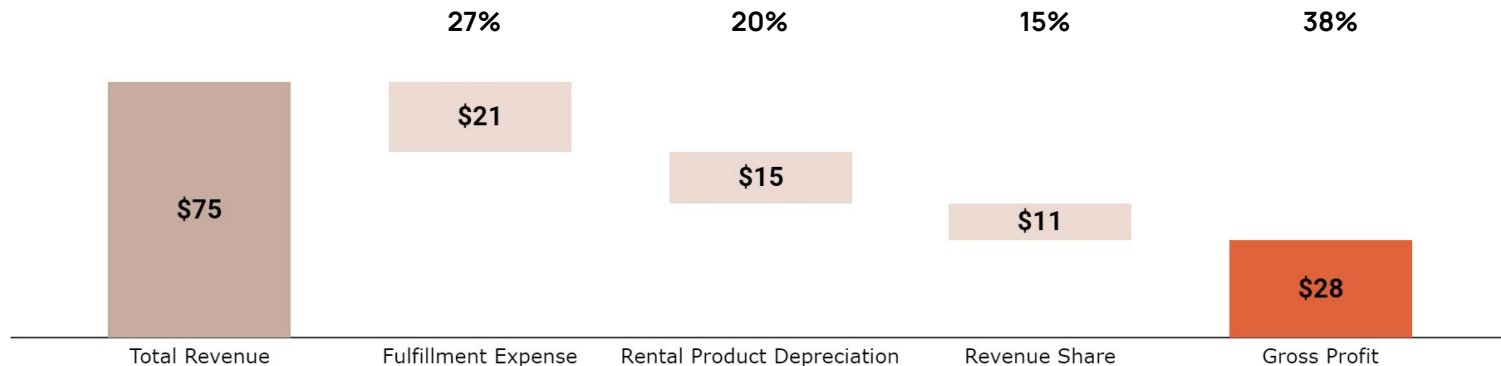
Note: FY21 ended January 31, 2022; FY22 ended January 31, 2023; FY23 ended January 31, 2024; Q1'24 ended April 30, 2024.

Revenue to Gross Profit - Q1'24 and Q1'23

FISCAL QUARTER ENDED APRIL 30, 2024

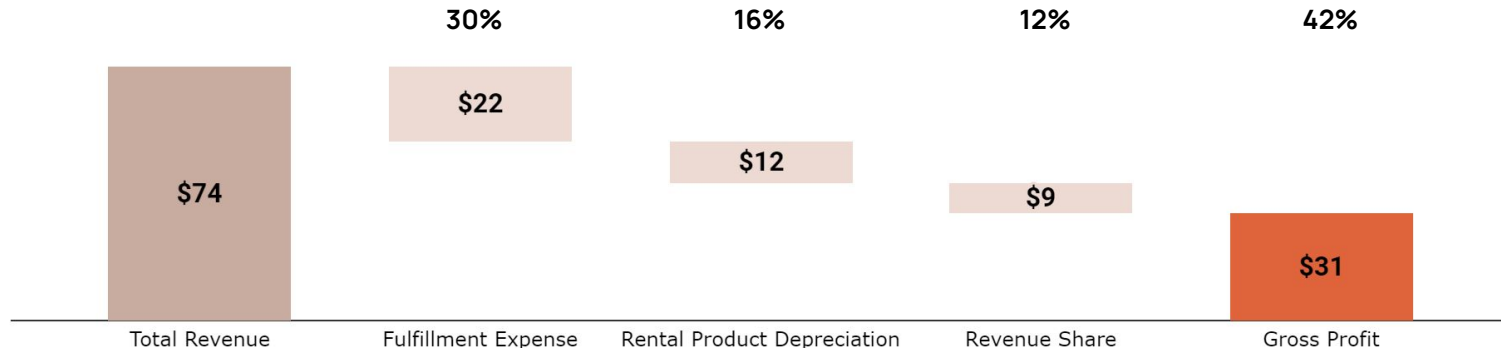
% of Revenue

\$ IN MILLIONS



FISCAL QUARTER ENDED APRIL 30, 2023

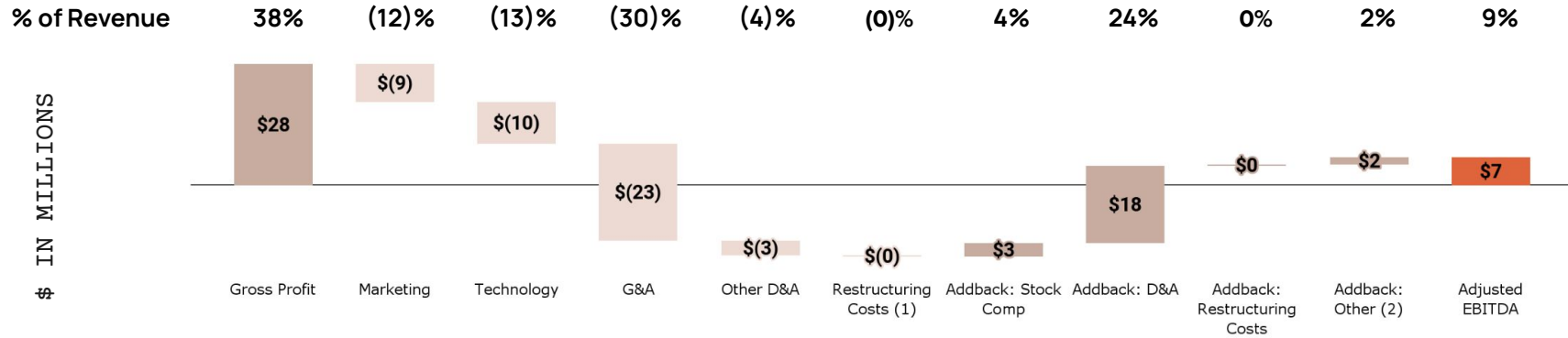
% of Revenue



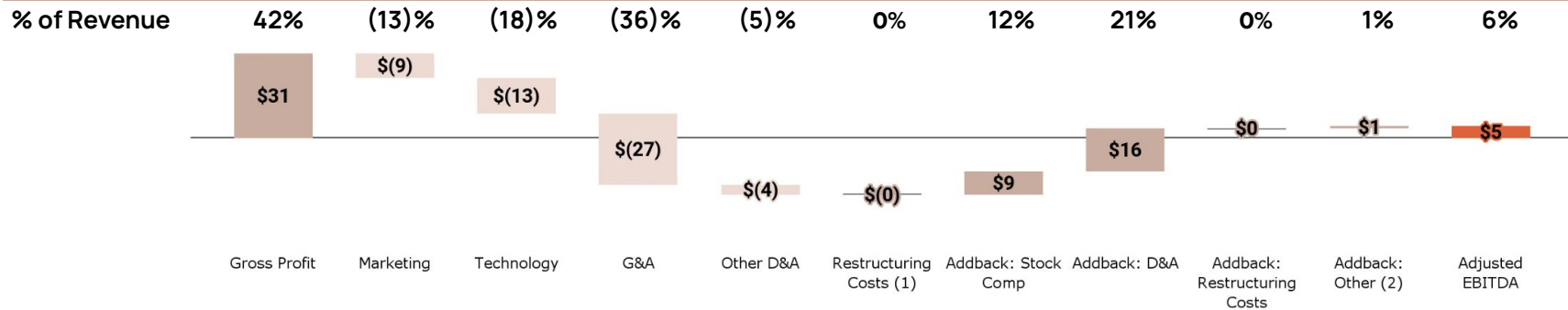
Note: Calculations are based on unrounded figures.

Gross Profit to Adjusted EBITDA - Q1'24 and Q1'23

FISCAL QUARTER ENDED APRIL 30, 2024



FISCAL QUARTER ENDED APRIL 30, 2023



Note: See GAAP to Non-GAAP Reconciliation in appendix. Calculations based on unrounded figures.

¹ Includes \$0.2M of Restructuring Charges for Q1'24.

² Addback: Other includes write-offs of liquidated assets, non-recurring adjustments, and other adjustments.

Adjusted EBITDA to Free Cash Flow - Q1'24 and Q1'23

FISCAL QUARTER ENDED APRIL 30, 2024

% of Revenue

9%

(17)%

(1)%

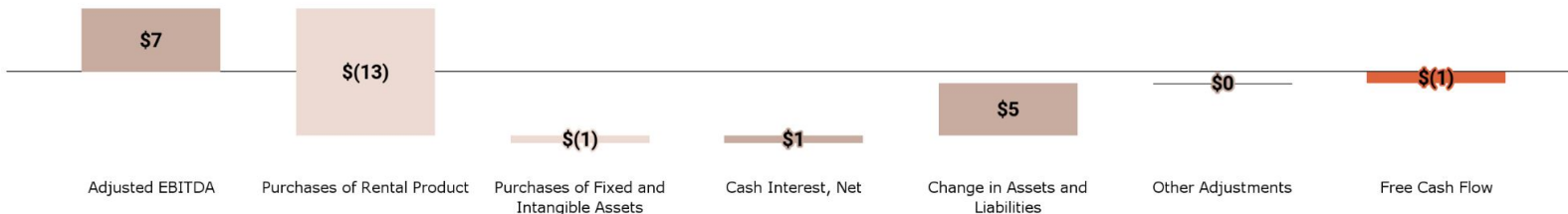
1%

7%

0%

(2)%

\$ IN MILLIONS



FISCAL QUARTER ENDED APRIL 30, 2023

% of Revenue

6%

(20)%

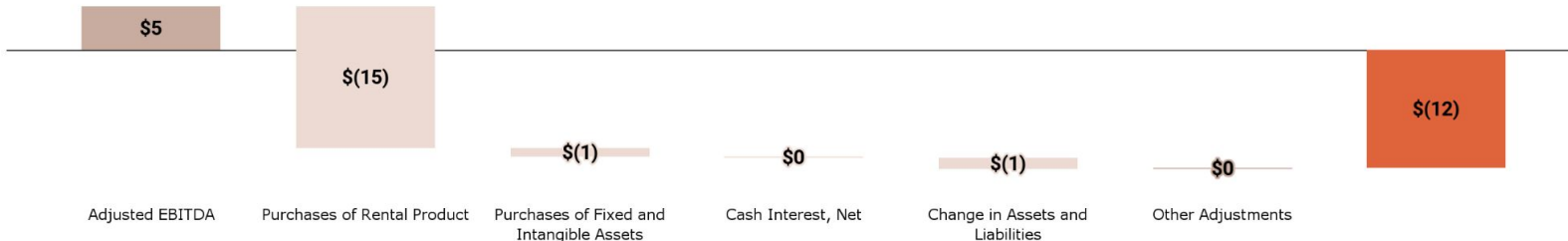
(1)%

(0)%

(1)%

0%

(16)%



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. Other adjustments in Q1'23 of \$0.1M primarily includes cash tax adjustments and other cash gains (losses).

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Recent Business Highlights

We Began to Reignite our Brand IRL in NYC and Atlanta

Our multi-prong acquisition and win-back strategy married earned media, influencer marketing and consumers at our NYC flagship and Atlanta pop-up to surprise, delight and engage the community.



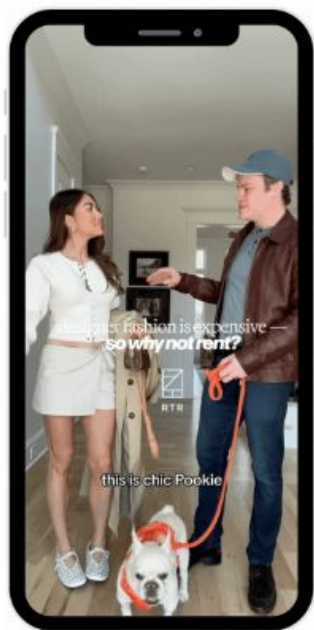
FIRST UP - NEW YORK CITY

“I remember coming here all the time! How exciting that RTR is making a comeback in a real way.”



We Launched New Paid Creative in May with a Top of Funnel and Creative Approach

Prioritized top of funnel creative approach re-positioning Rent the Runway as a fashion-first brand, utilizing visual storytelling to communicate our brand key reasons to believe and tapping into unique and fun brand and creator-led content to reinvigorate the RTR 'cool' factor.



We Launched our Summer “Make it a Moment” Creative Refresh with Big Plans for the Rest of FY24

We are focused on visual consistency, aimed at reinforcing our fashion credibility, and plan to bring users down the funnel to understand how a fashion subscription can work for their everyday - we want “make it a moment” to be the beginning.

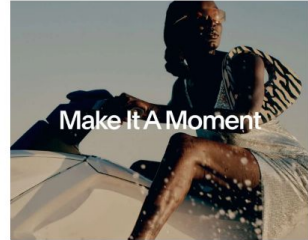


Rent with Subscription
Designer styles on rotation from \$89 per month

[Learn More](#)

Reserve an Event Rental
Elevated formal attire from \$30 per style

[Browse Now](#)



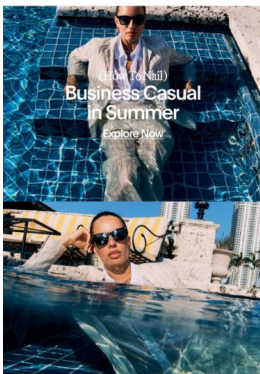
SUBSCRIPTION

- About Subscription
- Pick a Plan
- How-to Videos
- NEW: Become an RTR Curator

EVENT RENTALS

- About Event Rentals
- NEW: The Vault

Browse



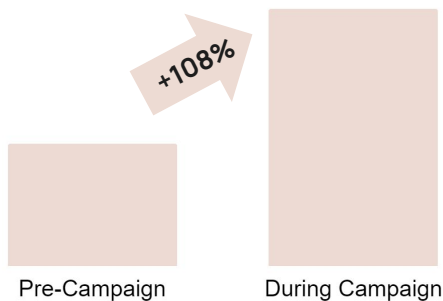
Browse



Our Lifecycle Efforts Focus on Driving More Revenue per Customer Segment

In April, we launched multiple reactivation campaigns across email, push, SMS, CX calls and CX emails. And leveraged our Customer Experience team as a powerful reactivation channel.

Daily Un-Pausers Before and During Reactivation Campaigns



Note: Pre-campaign was measured as the average daily pausers for the ~2 weeks prior to the campaign launch.

Hi Katherine,

I want to make sure this was at the top of your inbox! We truly value you as a member and would love for you to come back and check out our new and improved experience: **for only a few more days, we're offering you 35% off your first month back of 10-item plan, with code TAKE35.**

We've introduced [trending styles from 750+ designers](#). Our availability is stronger than ever, with new curations to inspire you with the latest for weddings, weekends, and more. We've launched free at home pick up in most zip codes to save you time.

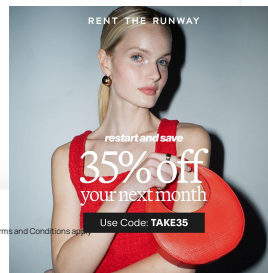
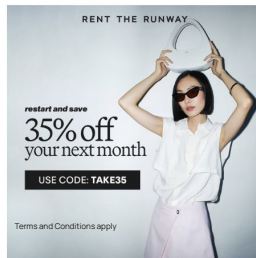
We've also launched our complimentary RTR Concierge service (real stylists, never robots) to help you select items and create shipments, with expert fashion tips along the way. [Text our Concierge team here to get started.](#)

We hope you'll come back and unlock the limitless closet once again!

Sincerely,
Kristen
Director, Customer Experience at **Rent the Runway**

Instructions for redeeming code:

Go to the [Plans Page](#) >> Under '10-item plan', click **Get Started** >> Sign in and navigate to checkout >> enter the code **TAKE35** at checkout to apply 35% discount to the first month of your new membership



Rent The Runway: Your closet can be limitless. Restart your subscription and enjoy 40% off your next month. Use code SAVE40.
<https://renttherunway.attn.tv/l-0g>

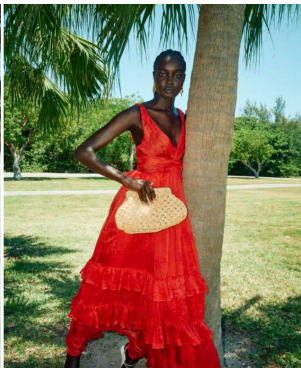
We are Focused on Improving How We Merchandise Inventory, Aimed at Making it Easier to Discover Styles to Rent

USE CASE HUBS / BOUTIQUES

Aimed at increasing traffic, conversion and customer engagement



Playful
Vacation or staycation, when you're up for anything, start here.
[Explore Now](#)



Party-Primed
Weddings, daytime fêtes, and summer soirées abound.
[Explore Now](#)



Ambitious
The (sometimes-remote) office-wear edit for any kind of 9-5.
[Explore Now](#)



EUROPEAN VACATION

To pack: Floral prints, floor-sweeping hems, raffia bags, and more.



ROOFTOP PARTIES

Summery, standout looks that tell a story — from however many stories up.



ALL WHITE COLORWAYS

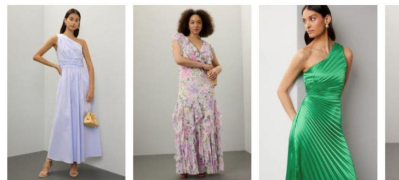
Striking, versatile, refined: Summer whites are finally back.

NEW APP BROWSE TAB & GRIDS

Aimed at increasing customer engagement and reducing churn

Browse

Clothing Summer '24 Accessories To Buy



Summer Dresses Wedding Guest Dresses Cocktail Dresses Da

Party-Primed



Trend
**Florals For—
Summer?
(Yes)**

Out Of The



BROWSE



BAG



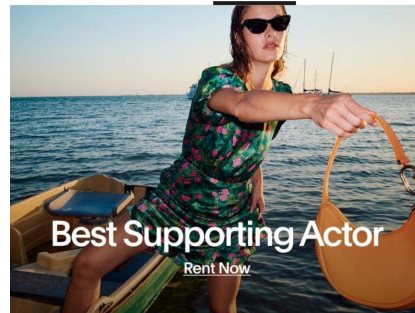
HEARTS



MY RTR

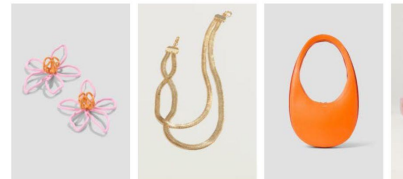
Browse

Clothing Summer '24 Accessories To Buy



Best Supporting Actor
Rent Now

Rent by Category



Earrings Necklaces Shoulder Bags Sur



HOME



BROWSE



BAG



HEARTS




MY RTR

We're Attacking Critical Pathways in Customer Journey With a Goal of Improving Conversion

INCREASED PHOTO REVIEWS

Reviews per unit rented increased over **8x** in Q1

< Rate your items SKIP



NADAAM
Off the Shoulder Tunic

Size worn
Medium

ITEM 2 OF 5

How did you like it?
☆☆☆☆☆

Show us the look! (Optional)

+
Add your photo

Leave a review (Optional)

Headline

Tell the RTR community how it fit, where you wore it, or how you styled it

NEXT

STREAMLINED THE CHECKOUT PROCESS

Which already increased subscription checkout completion rate by **20%+**

Your Bag X

4 day rental Arrives by: 10/19/23 Return on: 10/22/23

Kate Spade NY
One Shoulder Satin Gown
Retail \$695
Rent for \$54
Size 10

Kate Spade NY
One Shoulder Satin Gown
Retail \$695
FREE
Size 12

Subtotal: \$54.00
Taxes, shipping, discounts etc to be entered at checkout

Checkout

< Back RTR Secure checkout

Your rentals (1) \$57.89 ^

4 day rental 10/19/23 - 10/22/23

Kate Spade NY \$54
One Shoulder Satin Gown
Primary size: 10
Free backup size: 12

We offset all CO₂ emissions from shipping orders

Promo Code Apply

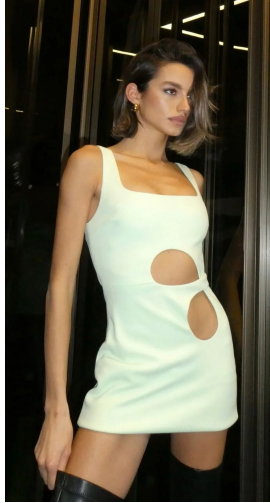
Subtotal ~~\$60.00~~ \$54.00
Tax \$3.98
Total \$57.98

Express checkout

Apple Pay

We Plan to Expand the Reserve Assortment to Win Dresses for Every Customer Psychographic

Gen - Z



Fashion Enthusiasts



Classic Customers



for Love & Lemons

ROTATE
BIRGERCHRISTENSEN

Acler

THE NEW ARRIVALS

Shoshanna

SACHIN & BABI

v. chapman

BERNADETTE LAPOINTE

Proenza Schouler

coperni

MARCHESA
NOTTE

CHIARA BONI
La Petite Robe

PHILOSOPHY
DI
LORENZO SERAFINI

BEC & BRIDGE

RETROFÊTE

SIR.

rabanne

A G U A
AGUABENDITA

Reformation

ANNA
OCTOBER

BADGLEY
MISCHKA

RENT
THE
RUNWAY

Q2 + FY2024 Guidance

Fiscal Year 2024 Guidance

Q2 2024 Guidance

Total Revenue:	\$76M - \$78M
Adjusted EBITDA Margin ¹ :	14%-15% of Total Revenue

FY2024 Guidance

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

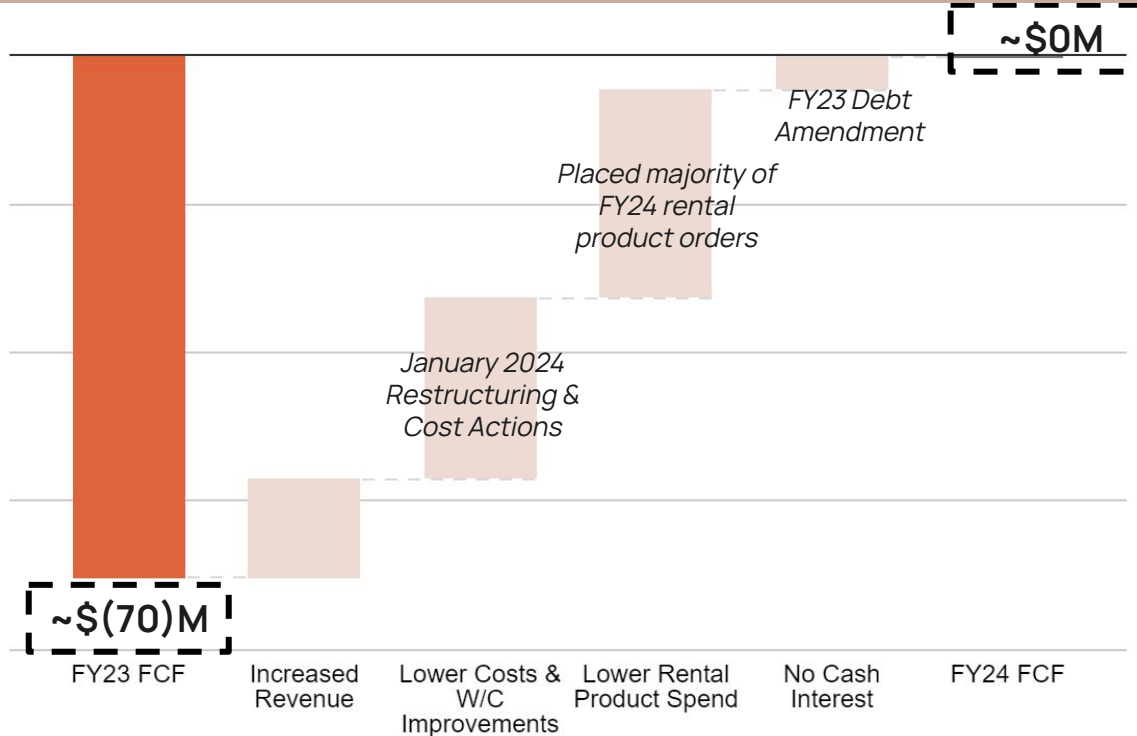
¹ Reconciliation of Adjusted EBITDA, Adjusted EBITDA margin and free cash flow expectations for Q2 2024 and fiscal year 2024 (as applicable) to the closest corresponding GAAP measure is not available without unreasonable efforts on a forward-looking basis due to the high variability, complexity, and 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.

² 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.

³ 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 is to Become FCF Breakeven for FY24

Projected 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 on credit facility reduced to zero until Q2 2025

*Exact figures are illustrative and not to scale.

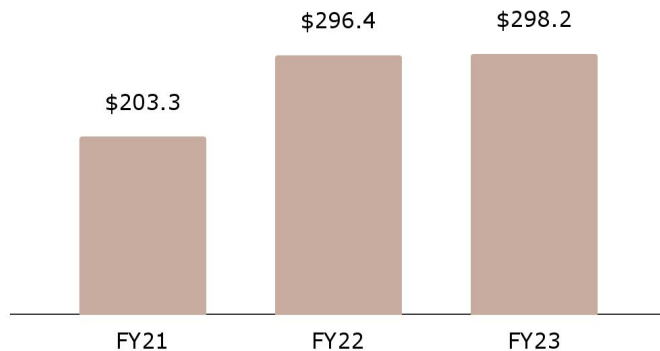
Note: Free cash flow defined as net cash (used in) provided by operating activities plus net cash (used in) provided by investing activities.

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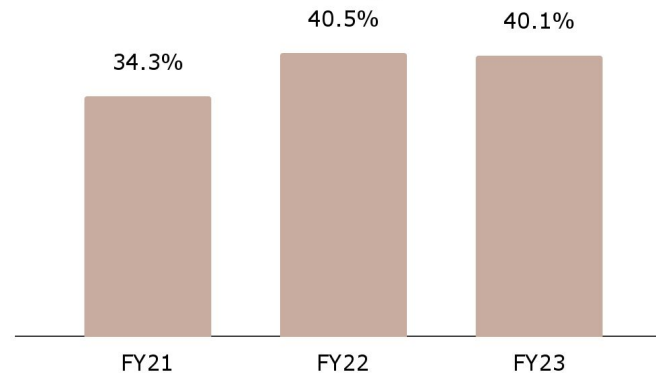
Appendix

Improved the Financial Profile of RTR Significantly Since FY21

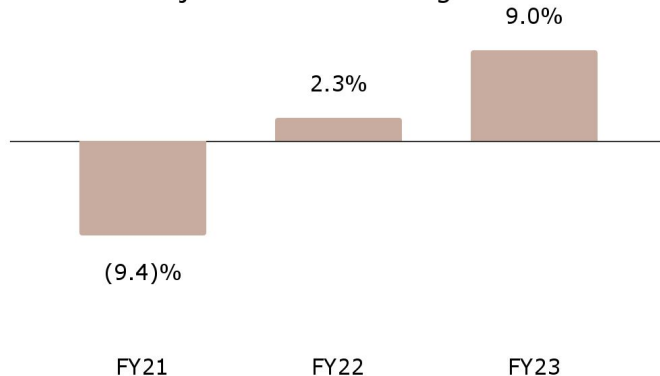
Total Revenue (M)



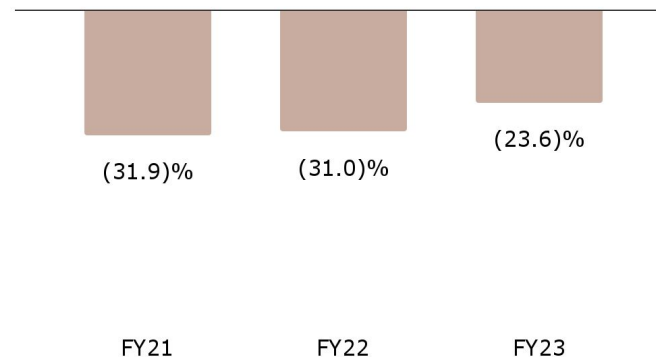
Gross Margin %



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.

Condensed Consolidated Statements of Operations

	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023	Year Ended 1/31/2024	Year Ended 1/31/2023
(In millions, except per share amounts)				
Total revenue, net	\$75.0	\$74.2	\$298.2	\$296.4
Fulfillment	20.6	21.9	86.0	92.2
Technology	9.6	13.1	49.1	55.4
Marketing	9.0	9.3	31.2	35.1
General and administrative	22.8	26.5	101.6	109.0
Rental product depreciation and revenue share	26.0	20.9	92.5	84.2
Other depreciation and amortization	3.3	3.8	14.7	16.4
Restructuring charges	0.2	-	2.0	2.4
Loss on asset impairment related to restructuring	-	-	1.1	5.3
Total costs and expenses	91.5	95.5	378.2	400.0
Operating loss	(16.5)	(21.3)	(80.0)	(103.6)
Interest income / (expense), net	(5.6)	(8.8)	(33.7)	(36.8)
Other income / (expense) and gains / (losses)	0.1	-	0.7	1.5
Income tax benefit / (expense)	-	-	(0.2)	0.2
Net loss	\$(22.0)	\$(30.1)	\$(113.2)	\$(138.7)
Net loss per share attributable to common stockholders, basic and diluted ¹	\$(6.03)	\$(9.14)	\$(33.12)	\$(43.17)
Weighted average basic and diluted shares outstanding	3.6	3.3	3.4	3.2
<u>Restructuring-related items:</u>				
Restructuring charges	(0.2)	-	(2.0)	(2.4)
Loss on asset impairment related to restructuring	-	-	(1.1)	(5.3)
Total Restructuring-Related Items	\$(0.2)	\$0.0	\$(3.1)	\$(7.7)
Restructuring-related items per share attributable to common stockholders, basic and diluted	\$(0.05)	\$0.00	\$(0.91)	\$(2.40)
Net loss excl. restructuring charges & loss on asset impairment related to restructuring	\$(21.8)	\$(30.1)	\$(110.1)	\$(131.0)

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

Condensed Consolidated Balance Sheets

(in millions)	As Of 4/30/2024	As Of 1/31/2024
Cash and cash equivalents	\$82.0	\$84.0
Restricted cash, current	5.2	5.2
Prepaid expenses and other current assets	12.1	13.0
Restricted cash, fixed	4.8	4.8
Rental product, net	99.7	94.0
Fixed and intangible assets, net	36.5	39.1
Operating lease and other assets	38.1	38.4
Total assets	\$278.4	\$278.5
Total current liabilities	61.6	48.1
Long-term debt, net	313.1	306.7
Operating lease and other liabilities	45.0	46.0
Total liabilities	\$419.7	\$400.8
Total stockholders' equity (deficit)	\$(141.3)	\$(122.3)
Total liabilities and stockholders' equity (deficit)	\$278.4	\$278.5

Condensed Consolidated Statements of Cash Flows

	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023	Year Ended 1/31/2024	Year Ended 1/31/2023	Year Ended 1/31/2022
(in millions)					
Net loss	\$(22.0)	\$(30.1)	\$(113.2)	\$(138.7)	\$(211.8)
Net cash (used in) provided by operating activities	4.6	(3.3)	(15.7)	(47.7)	(42.3)
Net cash (used in) provided by investing activities	(6.0)	(8.8)	(54.6)	(44.3)	(22.5)
Net cash (used in) provided by financing activities	(0.6)	(0.1)	0.7	(4.0)	215.2
Net (decrease) increase in cash and cash equivalents and restricted cash	(2.0)	(12.2)	(69.6)	(96.0)	150.4
Cash and cash equivalents and restricted cash at beginning of period	94.0	163.6	163.6	259.6	109.2
Cash and cash equivalents and restricted cash at end of period ¹	\$92.0	\$151.4	\$94.0	\$163.6	\$259.6

¹ Includes both current and non-current restricted cash.

Reconciliation of Net Loss to Free Cash Flow

	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023	Year Ended 1/31/2024	Year Ended 1/31/2023	Year Ended 1/31/2022
(in millions)					
Net loss	\$ (22.0)	\$ (30.1)	\$ (113.2)	\$ (138.7)	\$ (211.8)
Operating loss	(16.5)	(21.3)	(80.0)	(103.6)	(125.9)
Interest income / (expense), net	(5.6)	(8.8)	(33.7)	(36.8)	(53.0)
Gain / (loss) on warrant liability revaluation, net	-	-	-	-	(24.9)
Other income / (expense) and gains / (losses) ¹	0.1	-	0.7	1.5	(8.3)
Income tax benefit / (expense)	-	-	(0.2)	0.2	0.3
Net cash (used in) provided by operating activities	4.6	(3.3)	(15.7)	(47.7)	(42.3)
Net cash (used in) provided by investing activities	(6.0)	(8.8)	(54.6)	(44.3)	(22.5)
Free Cash Flow	\$ (1.4)	\$ (12.1)	\$ (70.3)	\$ (92.0)	\$ (64.8)

¹Other income / (expense) in prior years primarily consists of proceeds from previous insurance claims, proceeds from monetizing tax credits associated with growth and the loss on debt extinguishment.

Selected Cash Flows Detail and Supplemental Cash Flow Information

(in millions)	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023	Year Ended 1/31/2024	Year Ended 1/31/2023
INVESTING ACTIVITIES				
Purchases of rental product	\$(13.1)	\$(14.6)	\$(77.9)	\$(62.1)
Proceeds from liquidation of rental product	\$1.1	\$1.3	\$4.6	\$8.8
Proceeds from sale of rental product	\$6.8	\$5.4	\$23.3	\$17.9
Purchases of fixed and intangible assets	\$(0.8)	\$(0.9)	\$(4.6)	\$(8.9)
Net cash (used in) provided by investing activities	\$(6.0)	\$(8.8)	\$(54.6)	\$(44.3)
SUPPLEMENTAL CASH FLOW INFORMATION				
Rental product received in the prior period	\$3.3	\$5.4	\$5.4	\$6.5
Purchases of rental product not yet settled	\$(12.3)	\$(13.0)	\$(3.3)	\$(5.4)

Reconciliation of Purchases of Rental Product to Rental Product Acquired

	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023	Year Ended 1/31/2024	Year Ended 1/31/2023	
(in millions)					
Purchases of rental product	\$ (13.1)	\$ (14.6)	\$ (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	\$ 3.3	\$ 5.4	\$ 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	\$ (12.3)	\$ (13.0)	\$ (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.
Rental Product Acquired	\$ (22.1)	\$ (22.2)	\$ (75.8)	\$ (61.0)	Cost of owned rental product received in the period.

Reconciliation of Net Loss to Adjusted EBITDA

	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023	Year Ended 1/31/2024	Year Ended 1/31/2023	Year Ended 1/31/2022
(in millions)					
Net loss	\$(22.0)	\$(30.1)	\$(113.2)	\$(138.7)	\$(211.8)
Interest (income) / expense, net	5.6	8.8	33.7	36.8	53.0
Rental product depreciation	14.9	12.1	57.1	52.9	50.3
Other depreciation and amortization	3.3	3.8	14.7	16.4	19.4
Share-based compensation	3.0	8.8	26.2	25.4	26.6
Write-off of liquidated assets	1.6	1.0	3.4	5.8	4.8
Non-recurring adjustments	-	-	1.7	1.3	5.3
Non-ordinary course legal fees	-	-	0.3	0.1	-
Restructuring charges	0.2	-	2.0	2.4	-
Loss on asset impairment related to restructuring	-	-	1.1	5.3	-
Income Tax (Benefit) / Expense	-	-	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	(0.1)	-	(0.7)	(1.5)	(3.9)
Other (gains) / losses	-	0.1	0.4	0.7	0.3
Adjusted EBITDA	\$6.5	\$4.5	\$26.9	\$6.7	\$(19.2)
Adjusted EBITDA Margin	8.7%	6.1%	9.0%	2.3%	(9.4)%

Note: For additional information on each line item see the footnotes to the Adjusted EBITDA reconciliations in our Q2 24 earnings press release, which is included as ex. 99.1 to our Form 8-K filed with the SEC on June 6, 2024.

Reconciliation of Cash Used by Operating Activities to Free Cash Flow

	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023	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	\$4.6	\$(3.3)	\$(15.7)	\$(47.7)	\$(42.3)
Purchases of rental product	(13.1)	(14.6)	(77.9)	(62.1)	(30.8)
Proceeds from liquidation of rental product	1.1	1.3	4.6	8.8	5.7
Proceeds from sale of rental product	6.8	5.4	23.3	17.9	12.9
Purchases of fixed and intangible assets	(0.8)	(0.9)	(4.6)	(8.9)	(10.3)
Free Cash Flow	\$ (1.4)	\$ (12.1)	\$ (70.3)	\$ (92.0)	\$ (64.8)
Free Cash Flow Margin ¹	(1.9)%	(16.3)%	(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.

¹ Free Cash Flow Margin calculated as Free Cash Flow as a percentage of revenue.

Reconciliation of Net Loss to Free Cash Flow

(in millions)	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023	Year Ended 1/31/2024	Year Ended 1/31/2023
Net loss	\$(22.0)	\$(30.1)	\$(113.2)	\$(138.7)
Interest (income) / expense, net	\$5.6	\$8.8	\$33.7	\$36.8
Rental product depreciation	\$14.9	\$12.1	\$57.1	\$52.9
Other depreciation and amortization	\$3.3	\$3.8	\$14.7	\$16.4
Share-based compensation	\$3.0	\$8.8	\$26.2	\$25.4
Write-off of liquidated assets	\$1.6	\$1.0	\$3.4	\$5.8
Non-recurring adjustments	\$0.0	\$0.0	\$1.7	\$1.3
Non-ordinary course legal fees	\$0.0	\$0.0	\$0.3	\$0.1
Restructuring charges	\$0.2	\$0.0	\$2.0	\$2.4
Loss on asset impairment related to restructuring	\$0.0	\$0.0	\$1.1	\$5.3
Income Tax (Benefit) / Expense	\$0.0	\$0.0	\$0.2	\$(0.2)
Other (income) / expense, net	\$(0.1)	\$0.0	\$(0.7)	\$(1.5)
Other (gains) / losses	\$0.0	\$0.1	\$0.4	\$0.7
Adjusted EBITDA	\$6.5	\$4.5	\$26.9	\$6.7
Purchases of rental product	(13.1)	(14.6)	(77.9)	(62.1)
Purchases of fixed and intangible assets	(0.8)	(0.9)	(4.6)	(8.9)
Cash interest expense	-	(1.5)	(4.7)	(20.1)
Cash interest earned	0.8	1.4	5.2	1.9
Change in assets and liabilities	5.4	(1.1)	(11.7)	(7.2)
Non-recurring adjustments ¹	-	-	(1.7)	(1.3)
Non-ordinary course legal fees	-	-	(0.3)	(0.1)
Restructuring charges	(0.2)	-	(2.0)	(2.4)
Other adjustments ²	(0.0)	0.1	0.5	1.5
Free Cash Flow	\$(1.4)	\$(12.1)	\$(70.3)	\$(92.0)

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

¹ 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.

² Other adjustments primarily includes cash tax adjustments and other cash gains (losses).

Operating Expense Detail

	Three Months Ended 4/30/2024	Three Months Ended 4/30/2023
(in millions)		
Technology	\$9.6	\$13.1
Marketing	\$9.0	\$9.3
General and administrative	\$22.8	\$26.5
Total operating expenses	\$41.4	\$48.9
Less: Share-based compensation	\$3.0	\$8.8
Total operating expenses excluding share-based compensation	\$38.4	\$40.1
Operating expenses including share-based compensation as a % of revenue	55.2%	65.9%
Operating expenses excluding share-based compensation as a % of revenue	51.2%	54.0%

Share-based compensation Details

(in millions)		
Share-based compensation		
Technology	\$0.6	\$1.9
Marketing	\$0.0	\$0.1
General and administrative	\$2.4	\$6.8
Total	\$3.0	\$8.8
Share-based compensation as a % of revenue	4.0%	11.9%