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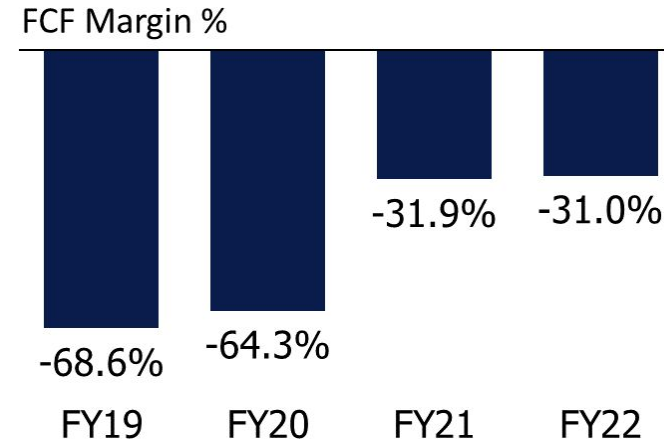
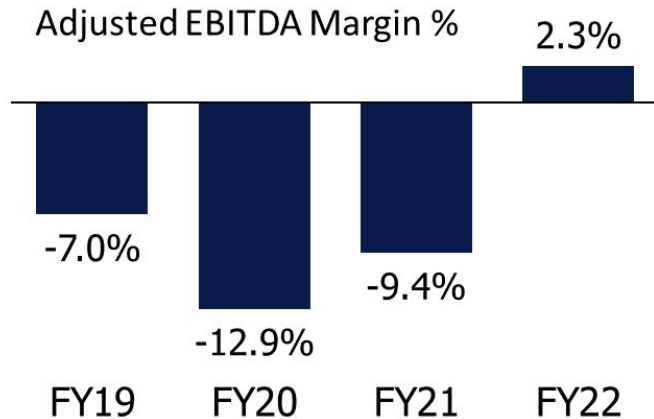
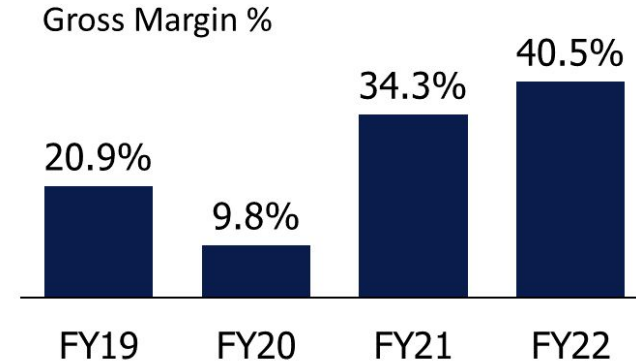
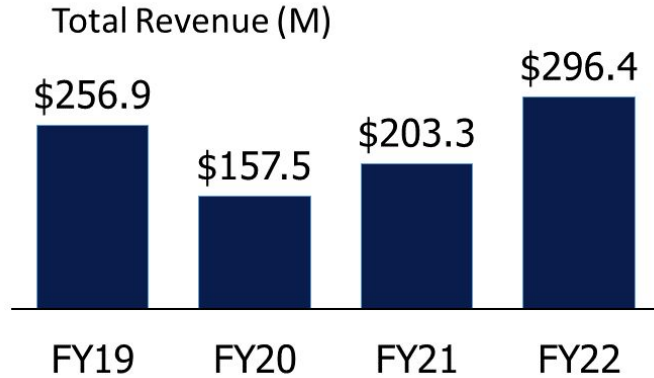
# Q3 2023 Earnings Presentation

December 5, 2023

# Forward-Looking Statements Disclaimer

This presentation contains forward-looking statements within the meaning of the 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, and revenue, impacts of the Company's debt restructuring on its business and operating flexibility, future product launches, business objectives, anticipated macroeconomic environment, benefits of our inventory-focused strategy and other strategic initiatives, including building inventory depth, promotional activities, and onboarding initiatives, anticipated cost savings including from the new transportation deal with a major national carrier, and expectations regarding subscriber trends. 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; our ability to cost-effectively grow our customer base; any failure to retain customers; risks related to the Company's debt, including the Company's ability to comply with covenants in its credit facility; the Company's ability to achieve anticipated cost savings and operate within its anticipated budget; risks related to the COVID-19 pandemic and other future pandemics or public health crises; risks related to shipping, logistics and our supply chain; 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; our ability to remediate our material weaknesses in our internal control over financial reporting; laws and regulations applicable to our business; failure by us 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 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; and risks related to our Class A capital stock and ownership structure. 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 July 31, 2023 as will be updated by our Quarterly Report on Form 10-Q for the quarter ended October 31, 2023. 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 third quarter 2023 financial results. For more information please refer to our press release dated December 5, 2023 and filings with the SEC.***

# Improved the Financial Profile of RTR Significantly Since FY19



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.

- Q3 2023 Summary
- Q3 Business Highlights
- Q4 and FY 2023 Guidance



# Q3 2023 Summary



# Q3'23 Key Metrics and Financial Highlights

Total Revenue

**\$72.5M**

*down 6% YoY*

Active Subscribers  
**131.7K**, *down 2% YoY*

Average Active Subs  
**134.6K**, *up 4% YoY*

Total Subscribers

**175.9K**

*flat YoY*

Gross Profit / Margin

**\$25.2M / 35%**

*Margin down 6 pts YoY*

Net Loss / Margin

**\$(31.5)M / (43)%**

*Margin up 3 pts YoY*

Adj. EBITDA / Margin

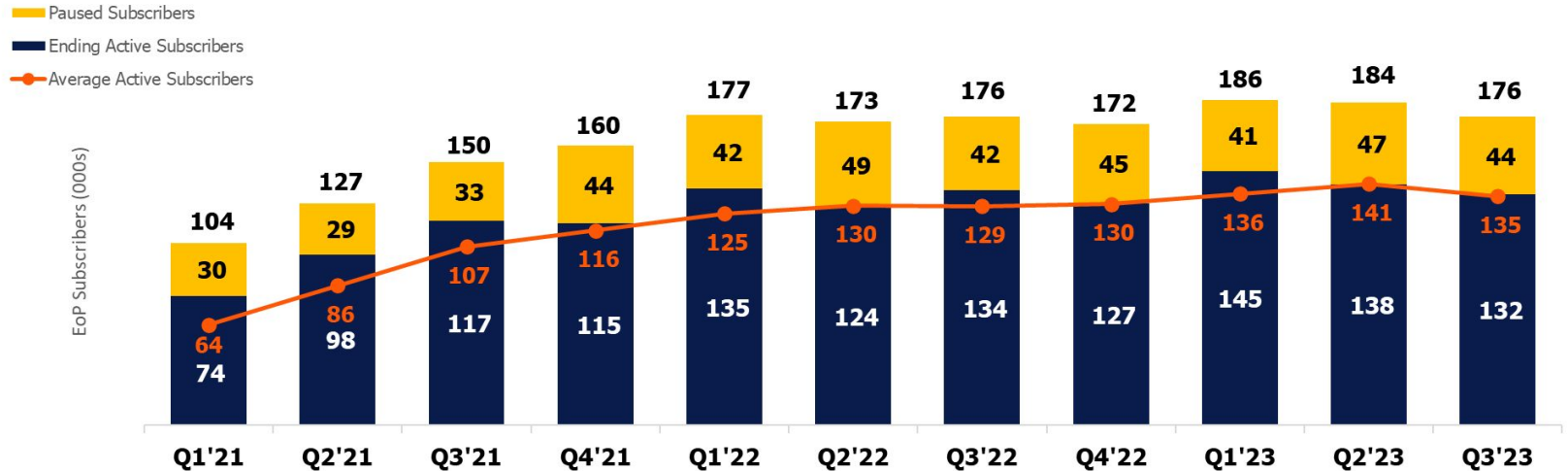
**\$3.5M / 5%**

*Margin down 4 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 October 31, 2023 (2%) YoY

Subscribers (in thousands)

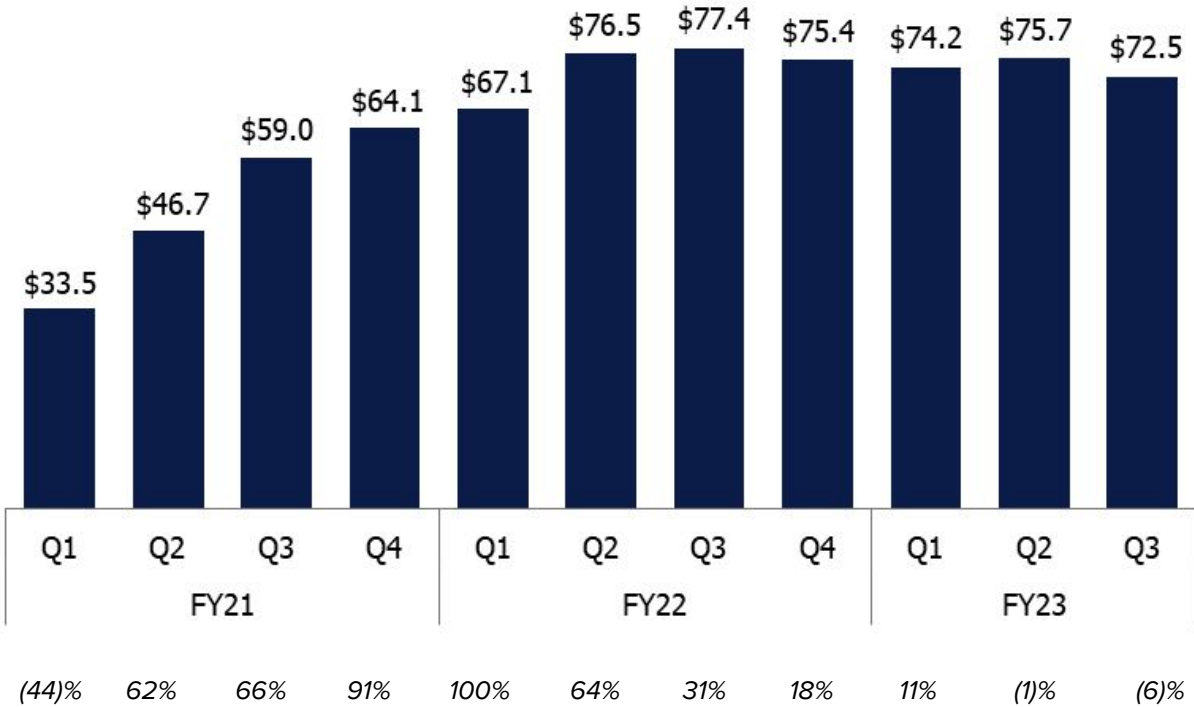


<b>YoY Active Sub Growth</b>	40%	80%	78%	110%	82%	27%	15%	10%	8%	11%	-2%
<b>YoY Avg Active Sub Growth</b>	(31)%	60%	79%	93%	94%	51%	20%	12%	9%	9%	4%
<b>Pause % of Total Subs</b>	29%	23%	22%	28%	24%	28%	24%	26%	22%	25%	25%

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 Down (6)% YoY in Q3'23

Total Revenue, Net (\$ in millions)

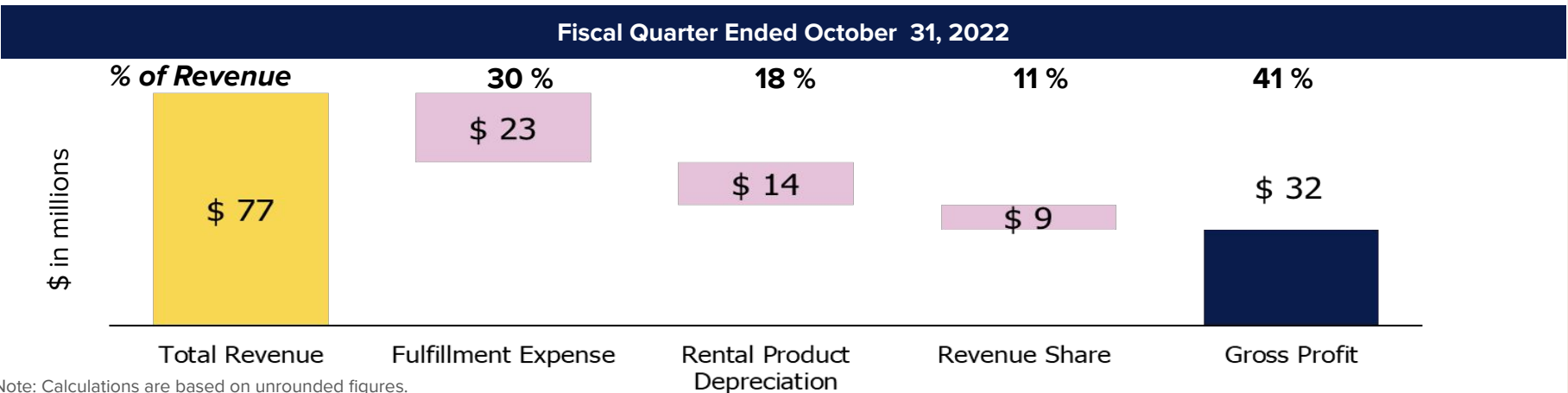
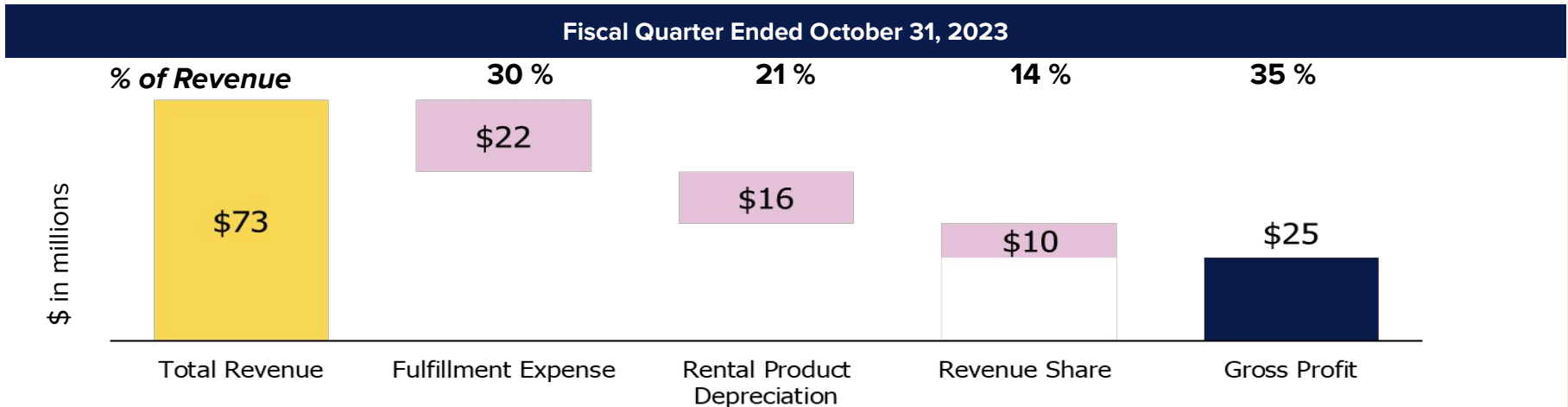


- **88% of revenue from subscribers** in Q3'23
- **24% of subscribers added one or more paid items** into their subscriptions in Q3'23

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



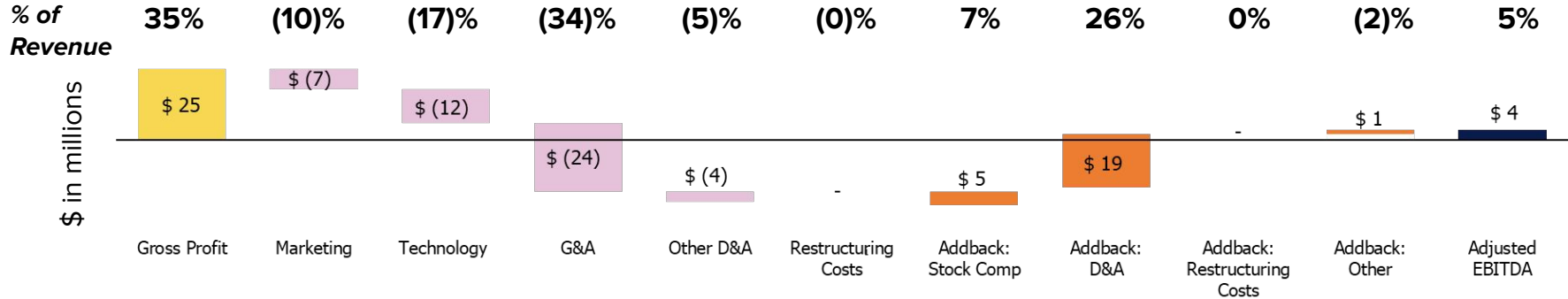
# Revenue to Gross Profit - Q3'23 and Q3'22



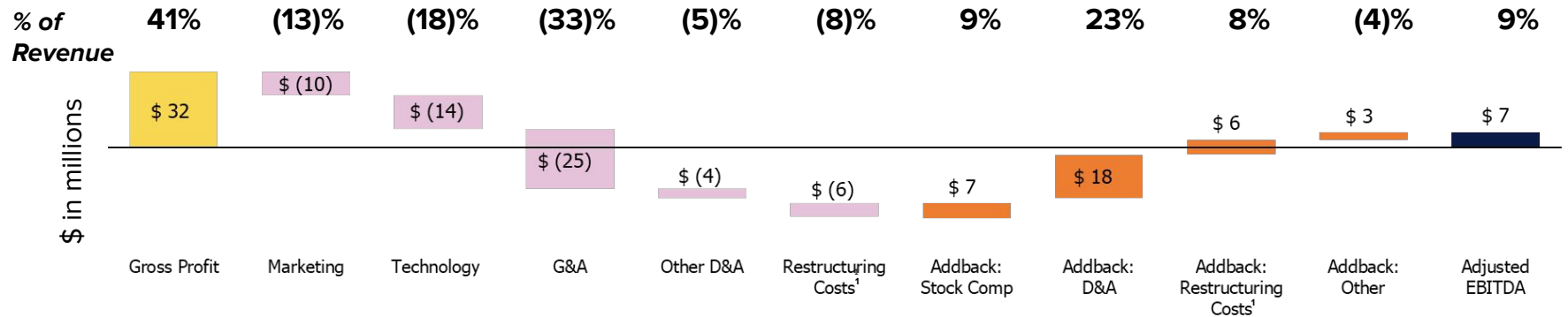
Note: Calculations are based on unrounded figures.

# Gross Profit to Adjusted EBITDA - Q3'23 and Q3'22

## Fiscal Quarter Ended October 31, 2023



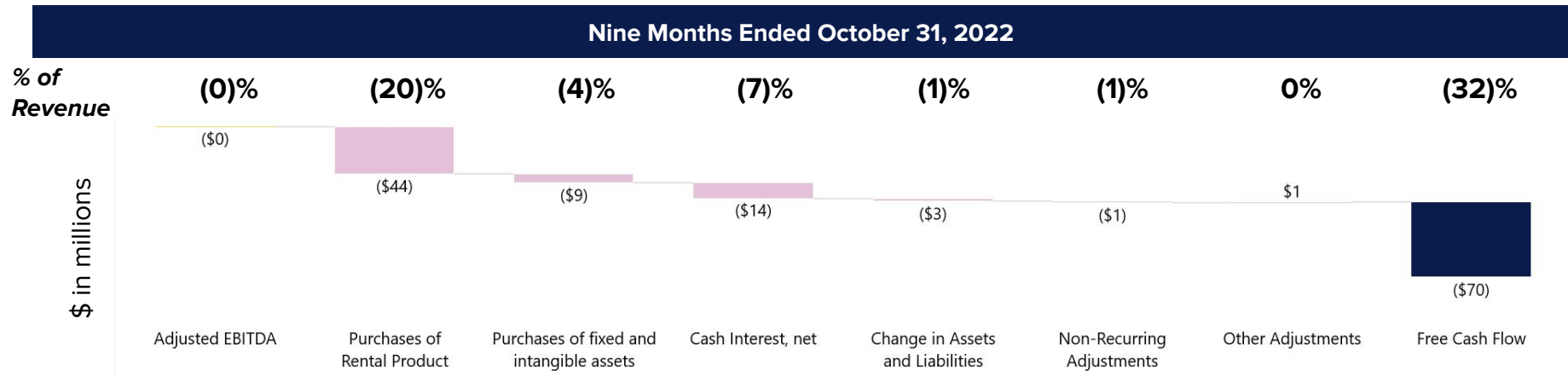
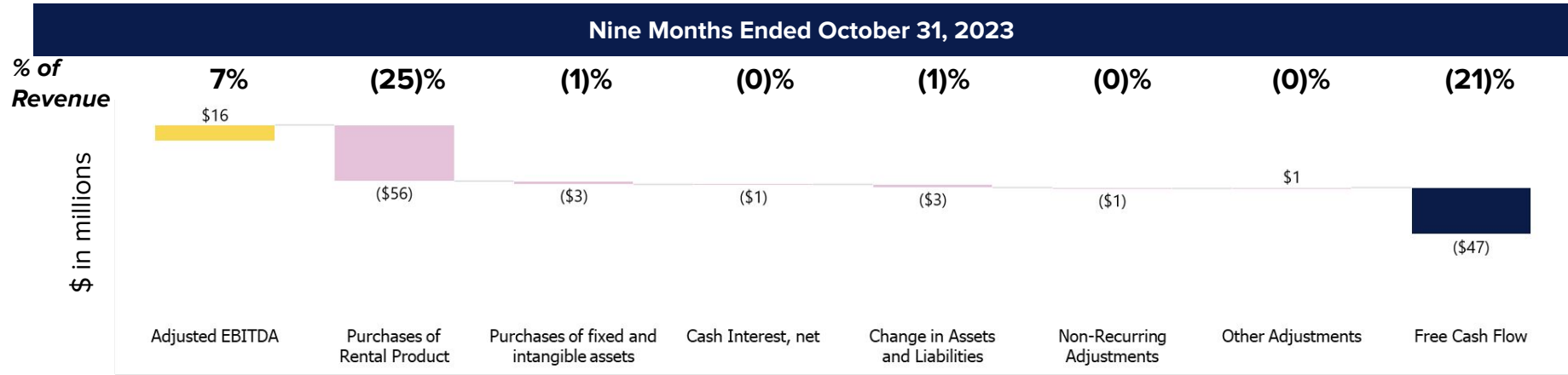
## Fiscal Quarter Ended October 31, 2022



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 \$3.8M of Loss on asset impairment related to restructuring.

# Adjusted EBITDA to Free Cash Flow - YTD'23 and YTD'22



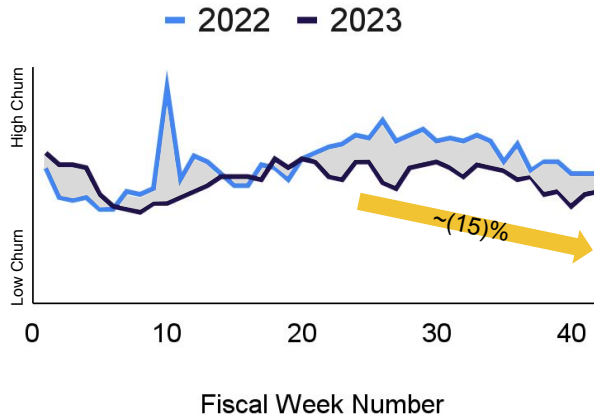
Note: See GAAP to Non-GAAP Reconciliation in appendix. Free cash flow defined as net cash (used in) provided by operating activities plus net cash (used in) provided by investing activities. Calculations based on unrounded figures. Non-Recurring Adjustments include public company SOX readiness costs and non-ordinary course legal fees. Other adjustments primarily include tax cash adjustments.

# Q3 2023 Business Highlights

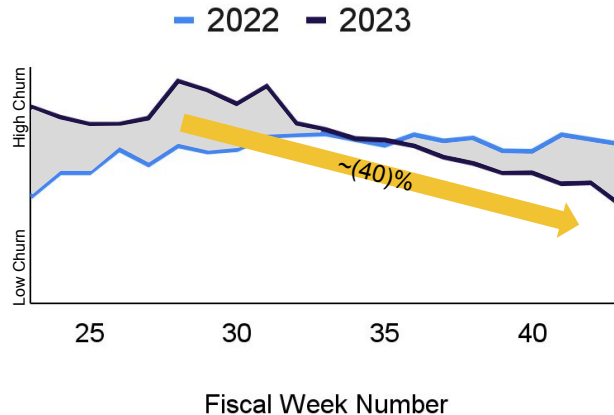


# Churn Has Improved as Inventory Availability (In-Stock) Has Increased

Year Over Year 90+ Day Customer Churn has Improved with In-Stock



Inventory as a Reason for Churn has Decreased



- As of Q3, in-stock rate was 1400bps higher than Q2 '23 and 1200bps higher than Q3 '22, contributing to higher customer satisfaction and retention rates
- As of October 2023, inventory as a reason for churn was down by more than 40% in 2023
- Churn amongst our 90+ day cohorts is down 15% YOY

**Loyalty is highly correlated to in-stock rates, and we have early data to show that the focus on our depth strategy is working.**

# We Introduced "The Vault" - a New Category of Luxury Evening Wear from 20+ Premium Designers



ETRO

BRANDON MAXWELL

Oscar de la Renta

RACHEL GILBERT

GIAMBATTISTA  
PARIS VALLI

ALTUZARRA

**ROSIE ASSOULIN**

ANNA OCTOBER

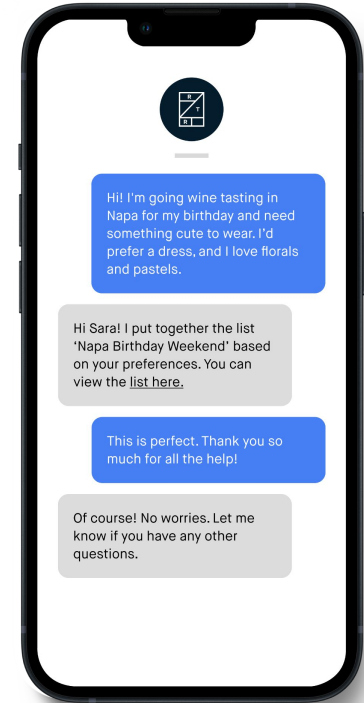


- Collection features styles with MSRPs up to **\$8,000**
- New to site brands like **Oscar de la Renta, Etro, Brandon Maxwell** and more available to rent for the very first time
- Offered exclusively for one-time rentals, driving awareness of our event rental business
- Key for RTR to offer this **new tier of luxury, celeb-loved brands** given high awareness and demand within pop-culture and social media
- Further **differentiates RTR as the premium player** in the rental space

**We believe The Vault is a key step in reinvigorating our special-event rental business based on renting aspirational brands that are not affordable or may not make sense to buy.**

# We Drove Record Adoption of RTR Concierge Service

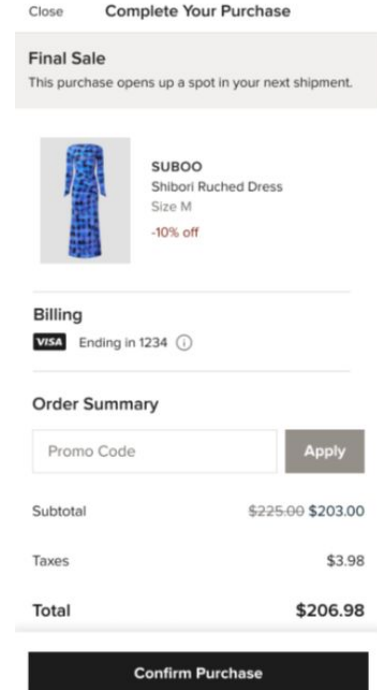
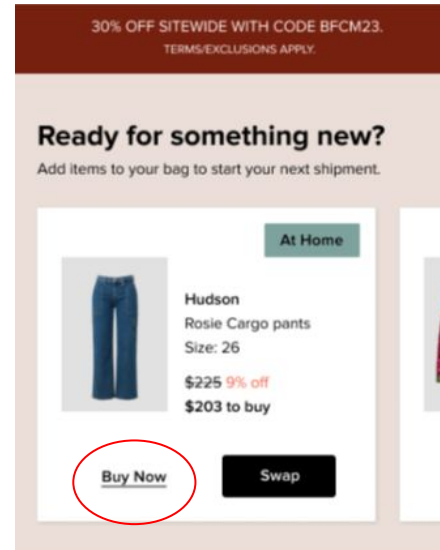
- Our SMS-based styling and support service, RTR Concierge has reached an all-time high adoption rate with **over 30%** of new subscribers opting in as of end of Q3
- We have seen sustained retention improvements not only for customers who use concierge in their first 30 days, but also for customers in their second and third months with us
- Early term customers who opt into concierge **have >15% lower churn rate** in first 3 months of membership than those who do not



**RTR Concierge continues to provide meaningful retention benefits for both early and later term customers.**

# We Have Grown Our Resale Business and Believe that Our “Try Before You Buy” Model is a Powerful Sales Channel

- Purchase rate is up 50% in units sold vs. last year, indicating that pricing & the assortment are resonating
- The vast majority of these at-home sales have recovery rates far above what we paid for the item
- We see higher loyalty rates in subs who purchase from us. We plan to continue to develop this channel in 2024



**We have the opportunity to generate significant, incremental margin-accretive revenue by selling inventory at discounts offered to our subscription members.**



# Our Customers Are Increasingly More Satisfied With Our New Cohort of Inventory vs. Last Year

2H'23 Buy Is Receiving >30% More Hearts per Style Than Last Year

Satisfaction Rate with Inventory is Higher YoY Driven By Accessories, Workwear, & Casual Dresses



Top hearted styles Q3

CONFIDENTIAL



# Q4 and FY 2023 Guidance



# Q4 and Fiscal Year 2023 Guidance

## Q4 2023 Guidance

Total Revenue:	At least \$74M
Adjusted EBITDA Margin <sup>1</sup> :	At least 7%

## Fiscal Year 2023 Guidance

Total Revenue:	At least \$296.4 million (FY2022 Revenue)
Adjusted EBITDA Margin <sup>1</sup> :	7% - 8% of Total Revenue
Purchases of Rental Product <sup>2</sup> :	~\$74M - \$77M
Share-based Compensation:	\$27M - \$30M

<sup>1</sup> Reconciliation of Adjusted EBITDA, Adjusted EBITDA margin and free cash flow expectations for Q4 2023, fiscal year 2023, 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.

# Appendix

# Condensed Consolidated Statements of Operations

	Three Months Ended 10/31/23	Three Months Ended 10/31/22	Nine Months Ended 10/31/23	Nine Months Ended 10/31/22	Year Ended 1/31/23
(In millions, except per share amounts)					
Total revenue, net	\$72.5	\$77.4	\$222.4	\$221.0	\$296.4
Fulfillment	21.5	23.2	65.9	69.5	92.2
Technology	12.1	14.1	38.1	42.6	55.4
Marketing	7.1	9.7	24.6	27.4	35.1
General and administrative	24.4	25.3	76.8	84.1	109.0
Rental product depreciation and revenue share	25.8	22.4	66.7	64.8	84.2
Other depreciation and amortization	3.5	3.9	11.0	12.6	16.4
Restructuring charges	-	2.0	-	2.0	2.4
Loss on asset impairment related to restructuring	-	3.8	-	3.8	5.3
Total costs and expenses	94.4	104.4	283.1	306.8	400.0
Operating loss	(21.9)	(27.0)	(60.7)	(85.8)	(103.6)
Interest income / (expense), net	(10.0)	(9.3)	(28.3)	(28.2)	(36.8)
Other income / (expense) and gains / (losses) <sup>1</sup>	0.2	0.1	0.3	1.4	1.5
Income tax benefit / (expense)	0.2	0.1	0.3	0.1	0.2
Net loss	\$(31.5)	\$(36.1)	\$(88.4)	\$(112.5)	\$(138.7)
Net loss per share attributable to common stockholders, basic and diluted	\$(0.45)	\$(0.56)	\$(1.31)	\$(1.76)	\$(2.16)
Weighted average basic and diluted shares outstanding	69.3	64.5	67.6	64.0	64.3
<u>Restructuring-related items:</u>					
Restructuring charges	-	(2.0)	-	(2.0)	(2.4)
Loss on asset impairment related to restructuring	-	(3.8)	-	(3.8)	(5.3)
Total Restructuring-Related Items	\$0.0	\$(5.8)	\$0.0	\$(5.8)	\$(7.7)
Restructuring-related items per share attributable to common stockholders, basic and diluted	\$0.00	\$(0.09)	\$0.00	\$(0.09)	\$(0.12)
Net loss excl. restructuring charges & loss on asset impairment related to restructuring	\$(31.5)	\$(30.3)	\$(88.4)	\$(106.7)	\$(131.0)

(1) The year ended 1/31/23 and the nine months ended 10/31/22 primarily includes \$1.3M of monetized tax credits.

# Condensed Consolidated Balance Sheets

	As Of 10/31/23	As Of 1/31/23
(in millions)		
Cash and cash equivalents	\$105.9	\$154.5
Restricted cash, current	4.8	3.1
Prepaid expenses and other current assets	10.6	14.5
Restricted cash, fixed	5.2	6.0
Rental product, net	103.9	78.7
Fixed and intangible assets, net	41.3	48.8
Operating lease and other assets	38.6	30.6
<b>Total assets</b>	<b>\$310.3</b>	<b>\$336.2</b>
Total current liabilities	65.5	60.0
Long-term debt, net	300.2	272.5
Operating lease and other liabilities	47.2	39.0
<b>Total liabilities</b>	<b>\$412.9</b>	<b>\$371.5</b>
<b>Total stockholders' equity (deficit)</b>	<b>\$(102.6)</b>	<b>\$(35.3)</b>
<b>Total liabilities and stockholders' equity (deficit)</b>	<b>\$310.3</b>	<b>\$336.2</b>

# Condensed Consolidated Statements of Cash Flows

	Nine Months Ended 10/31/23	Nine Months Ended 10/31/22	Year Ended 1/31/23
(in millions)			
Net loss	\$(88.4)	\$(112.5)	\$(138.7)
Net cash (used in) provided by operating activities	(7.7)	(39.4)	(47.7)
Net cash (used in) provided by investing activities	(39.6)	(30.5)	(44.3)
Net cash (used in) provided by financing activities	(0.4)	(3.8)	(4.0)
Net (decrease) increase in cash and cash equivalents and restricted cash	(47.7)	(73.7)	(96.0)
Cash and cash equivalents and restricted cash at beginning of period	163.6	259.6	259.6
<b>Cash and cash equivalents and restricted cash at end of period <sup>1</sup></b>	<b>\$115.9</b>	<b>\$185.9</b>	<b>\$163.6</b>

(1) Includes both current and non-current restricted cash.

# Reconciliation of Net Loss to Free Cash Flow

	Nine Months		Year Ended			
	Ended	Ended	1/31/23	1/31/22	1/31/21	1/31/20
	10/31/23	10/31/22				
(in millions)						
Net loss	\$(88.4)	\$(112.5)	\$(138.7)	\$(211.8)	\$(171.1)	\$(153.9)
Operating loss	(60.7)	(85.8)	(103.6)	(125.9)	(130.5)	(130.0)
Interest income / (expense), net	(28.3)	(28.2)	(36.8)	(53.0)	(46.6)	(24.0)
Gain / (loss) on warrant liability revaluation, net	-	-	-	(24.9)	0.4	-
Other income / (expense) and gains / (losses) <sup>1</sup>	0.3	1.4	1.5	(8.3)	5.6	(0.1)
Income tax benefit / (expense)	0.3	0.1	0.2	0.3	-	0.2
Net cash (used in) provided by operating activities	(7.7)	(39.4)	(47.7)	(42.3)	(42.8)	(37.6)
Net cash (used in) provided by investing activities	(39.6)	(30.5)	(44.3)	(22.5)	(58.4)	(138.6)
Free Cash Flow	\$(47.3)	\$(69.9)	\$(92.0)	\$(64.8)	\$(101.2)	\$(176.2)

(1) The year ended 1/31/23 and the nine months ended 10/31/22 primarily includes \$1.3M of monetized tax credits. The year ended 1/31/22 primarily includes a \$(12.2) million loss on debt extinguishment related to the Ares debt paydown upon the IPO, partially offset by \$4.0 million of insurance claim proceeds. The year ended 1/31/21 includes \$5.0 million of insurance claim proceeds, \$1.3 million of proceeds from monetization of tax credits, partially offset by a \$(0.6) million loss on debt extinguishment.



# Selected Cash Flows Detail and Supplemental Cash Flow Information

(in millions)	Nine Months Ended 10/31/23	Nine Months Ended 10/31/22	Year Ended 1/31/23
<b>INVESTING ACTIVITIES</b>			
Purchases of rental product	\$(56.3)	\$(43.6)	\$(62.1)
Proceeds from liquidation of rental product	\$3.7	\$7.9	\$8.8
Proceeds from sale of rental product	\$16.2	\$13.7	\$17.9
Purchases of fixed and intangible assets	\$(3.2)	\$(8.5)	\$(8.9)
Net cash (used in) provided by investing activities	\$(39.6)	\$(30.5)	\$(44.3)
<b>SUPPLEMENTAL CASH FLOW INFORMATION</b>			
Rental product received in the prior period	\$5.4	\$6.5	\$6.5
Purchases of rental product not yet settled	\$(17.3)	\$(14.0)	\$(5.4)

# Reconciliation of Purchases of Rental Product to Rental Product Acquired

	Nine Months Ended 10/31/23	Nine Months Ended 10/31/22	Year Ended 1/31/23	
(in millions)				
<b>Purchases of rental product</b>	\$(56.3)	\$(43.6)	\$(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	\$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	\$(17.3)	\$(14.0)	\$(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>\$(68.1)</b>	<b>\$(51.1)</b>	<b>\$(61.0)</b>	Cost of owned rental product received in the period.

# Reconciliation of Net Loss to Adjusted EBITDA

	Three Months Ended 10/31/23	Three Months Ended 10/31/22	Three Months Ended 7/31/23	Three Months Ended 7/31/22	Nine Months Ended 10/31/23	Nine Months Ended 10/31/22	Year Ended 1/31/23	Year Ended 1/31/22	Year Ended 1/31/21	Year Ended 1/31/20
(in millions)										
Net loss	\$(31.5)	\$(36.1)	\$(26.8)	\$(33.9)	\$(88.4)	\$(112.5)	\$(138.7)	\$(211.8)	\$(171.1)	\$(153.9)
Interest (income) / expense, net	10.0	9.3	9.5	9.6	28.3	28.2	36.8	53.0	46.6	24.0
Rental product depreciation	15.5	13.9	12.8	13.5	40.4	41.0	52.9	50.3	69.9	75.7
Other depreciation and amortization	3.5	3.9	3.7	4.5	11.0	12.6	16.4	19.4	23.0	21.6
Share-based compensation	4.9	6.6	7.4	6.9	21.1	19.0	25.4	26.6	8.2	6.8
Write-off of liquidated assets	0.9	2.5	0.7	1.8	2.6	4.9	5.8	4.8	3.3	4.1
Non-recurring adjustments	0.1	0.3	0.5	0.7	0.6	1.3	1.3	5.3	4.2	3.8
Non-ordinary course legal fees	0.2	-	-	-	0.2	-	0.1	-	-	-
Restructuring charges	-	2.0	-	-	-	2.0	2.4	-	-	-
Loss on asset impairment related to restructuring	-	3.8	-	-	-	3.8	5.3	-	-	-
Income Tax (Benefit) / Expense	(0.2)	(0.1)	(0.1)	-	(0.3)	(0.1)	(0.2)	(0.3)	-	(0.2)
(Gain) / loss on warrant liability revaluation, net	-	-	-	-	-	-	-	24.9	(0.4)	-
(Gain) / loss on debt extinguishment, net	-	-	-	-	-	-	-	12.2	0.6	-
Other (income) / expense, net	(0.2)	(0.1)	(0.1)	(1.3)	(0.3)	(1.4)	(1.5)	(3.9)	(6.2)	0.1
Other (gains) / losses	0.3	0.6	0.1	-	0.5	0.8	0.7	0.3	1.6	-
<b>Adjusted EBITDA</b>	<b>\$3.5</b>	<b>\$6.6</b>	<b>\$7.7</b>	<b>\$1.8</b>	<b>\$15.7</b>	<b>\$(0.4)</b>	<b>\$6.7</b>	<b>\$(19.2)</b>	<b>\$(20.3)</b>	<b>\$(18.0)</b>
Adjusted EBITDA Margin	4.8%	8.5%	10.2%	2.4%	7.1%	(0.2)%	2.3%	(9.4)%	(12.9)%	(7.0)%

Note: For additional information on each line item see the footnotes to the Adjusted EBITDA reconciliation in our Q3 2023 earnings press release, which is included as ex. 99.1 to our Form 8-K filed with the SEC on December 5, 2023

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

	Nine Months Ended 10/31/23	Nine Months Ended 10/31/22	Year Ended 1/31/23	Year Ended 1/31/22	Year Ended 1/31/21	Year Ended 1/31/20
(in millions)						
Net cash (used in) provided by operating activities	\$(7.7)	\$(39.4)	\$(47.7)	\$(42.3)	\$(42.8)	\$(37.6)
Purchases of rental product	(56.3)	(43.6)	(62.1)	(30.8)	(54.9)	(117.7)
Proceeds from liquidation of rental product	3.7	7.9	8.8	5.7	2.4	3.6
Proceeds from sale of rental product	16.2	13.7	17.9	12.9	17.9	19.3
Purchases of fixed and intangible assets	(3.2)	(8.5)	(8.9)	(10.3)	(23.8)	(43.8)
Free Cash Flow	\$(47.3)	\$(69.9)	\$(92.0)	\$(64.8)	\$(101.2)	\$(176.2)
Free Cash Flow Margin <sup>1</sup>	(21.3)%	(31.6)%	(31.0)%	(31.9)%	(64.3)%	(68.6)%

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

# Reconciliation of Net Loss to Free Cash Flow

	Nine Months Ended 10/31/23	Nine Months Ended 10/31/22
(in millions)		
Net loss	\$(88.4)	\$(112.5)
Interest (income) / expense, net	\$28.3	\$28.2
Rental product depreciation	\$40.4	\$41.0
Other depreciation and amortization	\$11.0	\$12.6
Share-based compensation	\$21.1	\$19.0
Write-off of liquidated assets	\$2.6	\$4.9
Non-recurring adjustments	\$0.6	\$1.3
Non-ordinary course legal fees	\$0.2	\$0.0
Restructuring charges	\$0.0	\$2.0
Loss on asset impairment related to restructuring	\$0.0	\$3.8
Income Tax (Benefit) / Expense	\$(0.3)	\$(0.1)
Other (income) / expense, net	\$(0.3)	\$(1.4)
Other (gains) / losses	\$0.5	\$0.8
Adjusted EBITDA	\$15.7	\$(0.4)
Purchases of Rental Product	(56.3)	(43.6)
Purchases of fixed and intangible assets	(3.2)	(8.5)
Cash Interest Expense	(4.8)	(14.9)
Cash Interest Earned	4.2	0.5
Change in Assets and Liabilities	(2.7)	(2.8)
Non-Recurring Adjustments <sup>1</sup>	(0.8)	(1.3)
Other Adjustments <sup>2</sup>	0.6	1.1
Free Cash Flow	\$(47.3)	\$(69.9)

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.

(1) Non-Recurring Adjustments include public company SOX readiness costs and non-ordinary course legal fees. (2) Other adjustments primarily includes tax cash adjustments.

# Operating Expense Detail

	Three Months Ended 10/31/23	Three Months Ended 10/31/22	Nine Months Ended 10/31/23	Nine Months Ended 10/31/22
(in millions)				
Technology	\$12.1	\$14.1	\$38.1	\$42.6
Marketing	\$7.1	\$9.7	\$24.6	\$27.4
General and administrative	\$24.4	\$25.3	\$76.8	\$84.1
<b>Total operating expenses</b>	<b>\$43.6</b>	<b>\$49.1</b>	<b>\$139.5</b>	<b>\$154.1</b>
Less: Share-based compensation	\$4.9	\$6.6	\$21.1	\$19.0
<b>Total operating expenses excluding share-based compensation</b>	<b>\$38.7</b>	<b>\$42.5</b>	<b>\$118.4</b>	<b>\$135.1</b>
Operating expenses including share-based compensation as a % of revenue	60.1%	63.4%	62.7%	69.7%
Operating expenses excluding share-based compensation as a % of revenue	53.4%	54.9%	53.2%	61.1%

## *Share-based compensation Details*

(in millions)				
Share-based compensation				
Technology	\$0.9	\$1.5	\$4.6	\$4.3
Marketing	\$0.0	\$0.1	\$0.1	\$0.4
General and administrative	\$4.0	\$5.0	\$16.4	\$14.3
<b>Total</b>	<b>\$4.9</b>	<b>\$6.6</b>	<b>\$21.1</b>	<b>\$19.0</b>
Share-based compensation as a % of revenue	6.8%	8.5%	9.5%	8.6%