

# elumeo

Quarterly Release  
Q3/2019



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## Key Figures Q3/2019

EUR thousand [unless indicated otherwise]	Q3 2019		Q3 2018		YoY	9M 2019		9M 2018		YoY
<b>Information related to continuing business</b>										
<b>Revenue</b>	<b>10,205</b>	100.0%	<b>11,229</b>	100.0%	-9.1%	<b>33,468</b>	100.0%	<b>40,567</b>	100.0%	-17.5%
<u>Product revenue by regions</u> [absolutely and in % of product revenue]										
Germany	<b>8,782</b>	86.1%	<b>9,203</b>	82.1%	-4.6%	<b>28,657</b>	85.7%	<b>32,318</b>	79.7%	-11.3%
Italy	<b>1,408</b>	13.8%	<b>1,996</b>	17.8%	-29.5%	<b>4,757</b>	14.2%	<b>6,254</b>	15.4%	-23.9%
Other countries	<b>7</b>	0.1%	<b>17</b>	0.2%	-57.5%	<b>19</b>	0.1%	<b>1,962</b>	4.8%	-99.0%
[The following disclosures represent: absolute values and in % of revenue]										
<b>Gross profit</b>	<b>5,155</b>	50.5%	<b>5,115</b>	45.5%	0.8%	<b>15,861</b>	47.4%	<b>14,284</b>	35.2%	11.0%
<b>EBITDA</b>	<b>-1,142</b>	-11.2%	<b>-5,560</b>	-49.5%	79.5%	<b>-3,105</b>	-9.3%	<b>-14,169</b>	-34.9%	78.1%
<b>Total Segment EBITDA</b>	<b>-955</b>	-9.4%	<b>-2,662</b>	-23.7%	64.1%	<b>-2,139</b>	-6.4%	<b>-8,223</b>	-20.3%	74.0%
<b>Total segment EBIT</b>	<b>-1,254</b>	-12.3%	<b>-2,875</b>	-25.6%	56.4%	<b>-3,066</b>	-9.2%	<b>-8,836</b>	-21.8%	65.3%
<b>Selling and administrative expenses</b> [absolutely and in % of balance sheet total]	<b>6,443</b>	63.1%	<b>7,935</b>	70.7%	-18.8%	<b>19,019</b>	56.8%	<b>23,233</b>	57.3%	-18.1%
<b>Total assets</b> <sup>1</sup>						<b>23,419</b>	100.0%	<b>28,827</b>	100.0%	-18.8%
<b>Total equity</b> <sup>1</sup> [absolutely and in % of balance sheet total]						<b>2,760</b>	11.8%	<b>6,677</b>	23.2%	-58.7%
<b>Working capital</b> <sup>1</sup> [absolutely and in % of balance sheet total]						<b>7,827</b>	33.4%	<b>11,544</b>	40.0%	-32.2%
<sup>1</sup> Prior year disclosure: 31 Dec 2018										
[The following disclosures represent: absolute values and in % of revenue]										
<b>Net cash flow from operating activities</b>		0.0%		0.0%	n.a.	<b>392</b>	1.2%	<b>-9,489</b>	-23.4%	104.1%
<b>Net cash flow from investing activities</b>		0.0%		0.0%	n.a.	<b>-131</b>	-0.4%	<b>-401</b>	-1.0%	67.2%
<b>Net cash flow from financing activities</b>		0.0%		0.0%	n.a.	<b>-2,018</b>	-6.0%	<b>-203</b>	-0.5%	-89.6.4%
Items sold [pieces]	<b>169,299</b>		<b>180,916</b>		-6.4%	<b>482,338</b>		<b>713,709</b>		-32.4%
Average sales price (ASP) [EUR]	<b>60</b>		<b>62</b>		-2.9%	<b>69</b>		<b>57</b>		22.1%
Gross profit per item sold [EUR]	<b>30</b>		<b>28</b>		7.7%	<b>33</b>		<b>20</b>		64.3%
<u>New customer breakdown (Germany only)</u>										
[in % of new customers]										
TV only	<b>18%</b>		<b>25%</b>		-26%	<b>22%</b>		<b>25%</b>		-10%
Web only	<b>68%</b>		<b>59%</b>		15%	<b>61%</b>		<b>59%</b>		3%
Others	<b>13%</b>		<b>16%</b>		-16%	<b>16%</b>		<b>16%</b>		3%



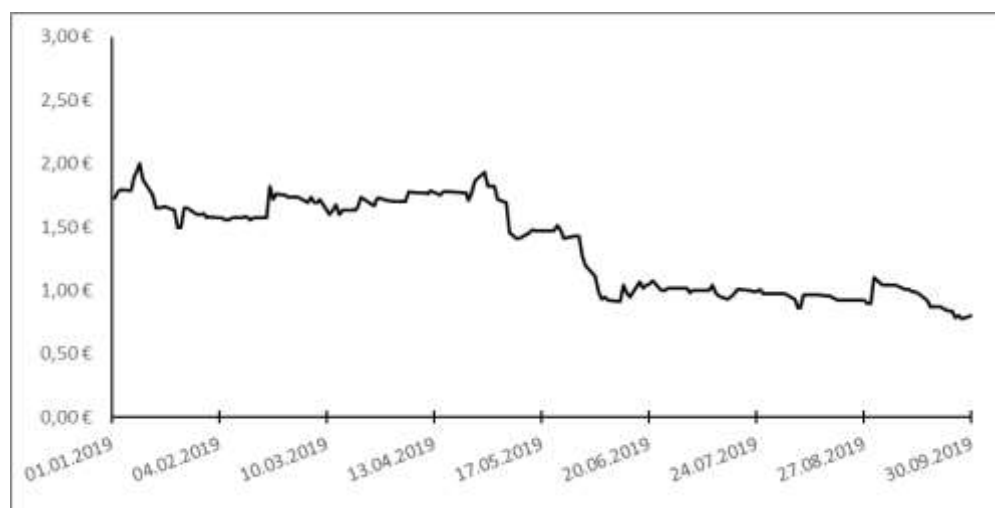
## Capital Market Information

Basic data and key figures on the share of elumeo SE  
(Status: 30 September 2019)

WKN	A11Q05
ISIN	DE000A11Q059
Earnings per share in Q3 2019	EUR -0.27
Number of outstanding shares	5,500,000
XETRA closing price at the end of the reporting period	EUR 0.80
Market capitalisation	EUR 4.4 million

### Share price development

(1 January to 30 September 2019: XETRA, in EUR)



### Shareholder structure

Shareholder structure (Status: 30 September 2019)	Shareholdings
1. Blackflint Ltd.	26.66%
2. Ottoman Strategy Holdings (Suisse) SA	26.23%
3. Universal Investment	9.55%
4. Sycomore Asset Management SA	5.09%
5. Executive Board members	5.53%
6. Heliad Equity Partners GmbH & Co. KGaA	4.59%
7. Free float	22.35%



## Publication of Results Q3/2019

### Principles

The principles of the elumeo Group described in the Annual Report for the financial year 2018 that ended on 31 December ("2018 Annual Report") continue to apply.

### Discontinued operations

In December 2017, the elumeo Group initially discontinued the loss-making distribution business in the UK ("discontinued operation UK").

In financial year 2018, it was decided to terminate all business activities of the production company PWK Jewelry Company Limited, Bangkok, Thailand ("PWK"), and to proceed with the orderly liquidation of the production company under its own management by utilising existing assets ("discontinued operation PWK"). The discontinuation of production activities was associated with economic problems of the production company PWK, which could not be eliminated by implementing targeted restructuring measures in financial year 2018. All business activities of the company were discontinued by the end of 2018.

As a result of the events in the third quarter of 2019, there are concrete indications that an orderly liquidation of PWK under its own management will not be possible. The Executive Board is currently evaluating the next steps. The elumeo Group already formed substantial provisions for potential risks in connection with a possible insolvency of PWK in financial year 2018.

### General information and comparability of disclosures

This quarterly release covers the period from 1 January to 30 September 2019 ("9M 2019"). The quarterly reporting period covers the period from 1 July to 30 September 2019 ("Q3 2019"). The changes in the period comparison are referred to as nine-month period to nine-month period ("9Mo9M") and quarter to quarter ("QoQ") respectively. Due to the application of IFRS 5 *Non-current Assets Held for Sale and Discontinued Operations* (discontinued operation PWK), the quarterly release differs from the presentation of the quarterly release Q3/2018 published on 14 November 2018. Unless stated otherwise, the comparative prior-year figures relate to the restated Interim Consolidated Financial Statements prepared in accordance with IFRS 5. The respective prior-year figures have been restated ("restated\*") to ensure comparability and transparency.

The discontinued operations are not included in the earnings from continuing operations and are presented in the Consolidated statement of income in a separate item as *Earnings for the period from discontinued operations*. The discontinued operations are not included in the detailed information on the composition of cash flows from operating, investing and financing activities and are presented in the Consolidated statement of cash flows as *Net cash flow from discontinued operations*. All disclosures in this quarterly release contain the amounts of the continuing operations to the extent that these were attainable or unless stated otherwise.



## Explanation of alternative performance indicators

The elumeo Group uses alternative performance measures (“APMs”) in its regulatory and mandatory publications that are not regulated in the applicable international Financial Reporting Standards (“IFRSs”). For further information on the definition, use and limitations of the usability of the alternative performance measures, the accounting methods used, and the reconciliations, please refer to <http://www.elumeo.com/ir/publications/explanation-alternative-performance-measures>.

## Business Development

In the first nine months of 2019, the economic development of the elumeo Group was characterised by the following material events:

Financial year 2018 was characterised by the considerable underutilisation of existing capacities at the Group’s own manufacturing facility. By switching from our own production to cooperation with local partners in India and Thailand, we are now in a position to develop a significantly diversified product range again. Our broad range of different designs and price categories is better defined by the brands and collections we have introduced and allows customers to better orient themselves overall with regard to our product diversity. The development of brands and collections will play a key role in future growth and in gaining new customers. The integration of the various distribution channels, TV, Web and mobile, in order to provide our customers with a comprehensive and contemporary shopping experience, is yet another building block for future growth. The return to profitability will be supported by a comprehensive cost-cutting programme.

With respect to the Italian broadcasting area we have reduced the daily broadcasting time from 15 hours to 5 hours. At the same time, we will broadcast the shortened transmission at a significantly reduced cost on a better air slot (previously Channel 133 and now Channel 65). In addition to a significant increase in profitability, we also expect an improved acquisition of new customers and thus revenue growth in the long-term.

Revenue in 9M 2019 were down on the previous year. At -9.1% QoQ, the deviation in Q3 2019 compared to the previous year was much smaller than in 9M 2018 with -17.5% 9Mo9M. The opening of the web shop for TV offers as well as an overall improved product range contributed significantly to this. As forecasted, the gross profit margin developed significantly better than revenue and was also up quarter to quarter in Q3 2019.

Selling and administrative expenses in 9M 2019 fell significantly compared to the prior-year period. Cost of reach (TV broadcasting) are the main driver of this cost reduction. The higher cost of reach in Q3 2019 compared to the previous quarter mainly resulted from provisions released in Q2 2019. In addition, significant reductions were also achieved in marketing expenses and other selling expenses (e.g. payment transaction costs, external services). With regard to the development of administrative expenses, it should be noted that last year’s report on 9M 2018 showed an increase of approximately EUR 1.5 million in personnel and other administrative expenses. Due to the purchase of goods from third parties, these costs are now no longer incurred. Overall, the personnel expenses of the continuing operations are slightly higher than in the previous year. Other administrative expenses also include considerable expenses for legal advice in connection with the legal disputes with a shareholder.



At EUR 10.2 million, revenue in the third quarter of 2019 was down -9.1% QoQ compared to the prior-year comparative period (Q3 2018: EUR 11.2 million).

As already reported in previous periods, a lack of product diversity led to a sharp decline in revenue in all territories and channels since the second quarter of 2018. The discontinuation of B2B business reinforced the negative trend.

By contrast, the gross profit margin of the continuing operations (as disclosed in the segment reporting) is already showing clear positive effects from the new supply chain. It developed from 35.2% in 9M 2018 to 47.4% in 9M 2019. In contrast to revenue, gross profit thus developed positively (+11.0% 9Mo9M).

The key performance indicator total segment EBITDA improved to EUR -1.0 million in the third quarter of 2019, compared to EUR -2.7 million in the same period of the previous year. Due to the adjustments resulting from IFRS 16 *Leases*, there were one-time special effects in the amount of EUR 294 thousand in total segment EBITDA compared to the prior-year period (9M).

Overall, earnings for the period from continuing operations of EUR -1.5 million were recorded in the third quarter of 2019 after EUR -6.0 million in Q3 2018. Total comprehensive income (including discontinued operations) improved to EUR -1.3 million in Q3 2019 after EUR -5.3 million in Q3 2018.

Explanations of the individual key financial figures are provided in the following sections.



## Earnings, Assets and Financial position

### (1) Foreign currency translation

The exchange rates used in the preparation of the Interim Consolidated Financial Statements for foreign currencies with a material impact on the elumeo Group are as follows:

Currency	Exchange rate on reporting date			Average exchange rate		
	30 Sep 2019	31 Dec 2018	Change in %	1 Jan - 30 Sep 2019	1 Jan - 30 Sep 2018	9Mo9M in %
Thai baht (THB)	0.0300	0.0270	11.2%	0.0285	0.0261	9.2%
British pound (GBP)	1.1281	1.1133	1.3%	1.1334	1.1315	0.2%
US dollar (USD)	0.9171	0.8733	5.0%	0.8908	0.8376	6.3%

As of the reporting date, the translation of assets and liabilities denominated in foreign currencies, and in particular the subsequent measurement of intra-Group receivables and payables denominated in foreign currencies using the closing rate, resulted in shifts in the presentation of the earnings, assets and financial Position.

### (2) Revenue

Revenue comprises the following:

EUR thousand   % of revenue	Q3 2019		Q3 2018 restated*		QoQ in %	1 Jan - 30 Sep 2019		1 Jan - 30 Sep 2018 restated*		9Mo9M in %
Revenue from product sales	10,197	99.9%	11,216	99.9%	-9.1%	33,433	99.9%	40,533	99.9%	-17.5%
Other revenue	8	0.1%	13	0.1%	-36.5%	35	0.1%	33	0.1%	5.2%
<b>Revenue</b>	<b>10,205</b>	<b>100.0%</b>	<b>11,229</b>	<b>100.0%</b>	<b>-9.1%</b>	<b>33,468</b>	<b>100.0%</b>	<b>40,567</b>	<b>100.0%</b>	<b>-17.5%</b>

#### Revenue from product sales by region

(recorded by the registered office of the selling company)

EUR thousand   % of revenue from product sales	Q3 2019		Q3 2018 restated*		QoQ in %	1 Jan - 30 Sep 2019		1 Jan - 30 Sep 2018 restated*		9Mo9M in %
Germany	8,782	86.1%	9,203	82.1%	-4.6%	28,657	85.7%	32,318	79.7%	-11.3%
Italy	1,408	13.8%	1,996	17.8%	-29.5%	4,757	14.2%	6,254	15.4%	-23.9%
Other countries	7	0.1%	17	0.2%	-57.5%	19	0.1%	1,962	4.8%	-99.0%
<b>Revenue from product sales</b>	<b>10,197</b>	<b>100.0%</b>	<b>11,216</b>	<b>100.0%</b>	<b>-9.1%</b>	<b>33,433</b>	<b>100.0%</b>	<b>40,533</b>	<b>100.0%</b>	<b>-17.5%</b>





### (3) Selling expenses

EUR thousand   % of revenue	Q3 2019		Q3 2018		QoQ in %	1 Jan - 30 Sep 2019		1 Jan - 30 Sep 2018		9Mo9M in %
Broadcasting and channel rental costs	1,281	12.5%	2,131	19.0%	-39.9%	3,962	11.8%	6,240	15.4%	-36.5%
Personnel expenses	1,678	16.4%	1,666	14.8%	0.7%	4,900	14.6%	5,005	12.3%	-2.1%
Expenses for external personnel services	276	2.7%	377	3.4%	-26.7%	855	2.6%	1,072	2.6%	-20.3%
Sales and marketing expenses	396	3.9%	597	5.3%	-33.6%	1,090	3.3%	1,811	4.5%	-39.8%
Depreciation and amortization	83	0.8%	97	0.9%	-14.9%	265	0.8%	271	0.7%	-2.2%
Other selling expenses	803	7.9%	1,243	11.1%	-35.4%	2,566	7.7%	3,505	8.6%	-26.8%
<b>Selling expenses</b>	<b>4,516</b>	<b>44.3%</b>	<b>6,111</b>	<b>54.4%</b>	<b>-26.1%</b>	<b>13,637</b>	<b>40.7%</b>	<b>17,904</b>	<b>44.1%</b>	<b>-23.8%</b>

Selling expenses were significantly lower compared to the same period of the previous year. Lower broadcasting and channel rental costs (cost of reach) were the main driver of this development. Here, it was possible to renegotiate cost reductions due to the TV market development. In addition, the costs of reach also include income from the reversal of provisions. The marketing measures were also optimised and are now increasingly focused on acquiring new customers. Other selling expenses decreased, among other factors, due to reduced payment transaction costs and external third-party services.

### (4) Administrative expenses

EUR thousand   % of revenue	Q3 2019		Q3 2018 restated*		QoQ in %	1 Jan - 30 Sep 2019		1 Jan - 30 Sep 2018 restated*		9Mo9M in %
Personnel expenses	742	7.3%	744	6.6%	-0.3%	2,219	6.6%	2,064	5.1%	7.5%
Depreciation and amortization	217	2.1%	116	1.0%	87.1%	662	2.0%	342	0.8%	93.5%
Equity-settled share-based remuneration	7	0.1%	-64	-0.6%	110.9%	37	0.1%	44	0.1%	-17.8%
Other administrative expenses	961	9.4%	1,028	9.2%	-6.6%	2,464	7.4%	2,879	7.1%	-14.4%
<b>Administrative expenses</b>	<b>1,927</b>	<b>18.9%</b>	<b>1,824</b>	<b>16.2%</b>	<b>5.6%</b>	<b>5,382</b>	<b>16.1%</b>	<b>5,330</b>	<b>13.1%</b>	<b>1.0%</b>

Administrative expenses in 9M 2019 were essentially unchanged compared to the previous year. However, administrative expenses for the comparable prior-year periods included expenses for rented premises (9M 2018: EUR 294 thousand, Q3 2018: EUR 103 thousand). As a result of the first-time application of IFRS 16, these expenses are now recognised in the form of lease payments as a financing transaction divided into a repayment portion (cash flow from financing activities) and a financing portion (interest and similar expenses). In 9M 2019, lease payments totalling EUR 418 thousand (Q3 2019: EUR 141 thousand) were made under real estate contracts.

The development of administrative personnel expenses as a result of the discontinuation of the PWK operations (IFRS 5) also deserves special mention. In the quarterly release Q3/2018 published in the previous year (figures including the discontinued operation PWK), approximately EUR 1.0 million were attributable to administrative personnel expenses associated with the Group's own manufacturing facility in Thailand.



## (5) Other operating income

Other operating income includes net gains from foreign currency translation of EUR 16 thousand in 9M 2019 and Q3 2019 (9M 2018 and Q3 2018: EUR 0 thousand).

## (6) Other operating expenses

In the first half of 2019, other operating expenses still included net losses from foreign currency translation, resulting in particular from the currency translation of intra-Group monetary items and consolidation of expenses and income. Due to the specific development of the exchange rates for foreign currencies as of the reporting dates, these expenses were reversed into an income item in the third quarter, resulting in a negative amount being disclosed under net losses from currency translation in Q3 2019. 9M 2019 also includes legal and consulting costs incurred from the legal dispute in connection with the manufacturing facility closed in Thailand.

Other operating expenses of the previous year exclusively comprise net losses from foreign currency translation.

## (7) Financial result

	Q3 2019		Q3 2018 restated*		QoQ in %	1 Jan - 30 Sep 2019		1 Jan - 30 Sep 2018 restated*		9Mo9M in %
<b>EUR thousand   % of revenue</b>										
Interest income from bank balances	0	0.0%	0	0.0%	n.a.	0	0.0%	0	0.0%	222.2%
Other interest and similar income	0	0.0%	4	0.0%	-100.0%	0	0.0%	4	0.0%	-100.0%
<b>Interest Income</b>	<b>0</b>	<b>0.0%</b>	<b>4</b>	<b>0.0%</b>	<b>-99.7%</b>	<b>0</b>	<b>0.0%</b>	<b>4</b>	<b>0.0%</b>	<b>-99.5%</b>
Interest expenses from financial debt (bank loans)	-8	-0.1%	-52	-0.5%	84.4%	-41	-0.1%	-153	-0.4%	72.9%
Interest expenses from finance lease liabilities	-1	0.0%	-4	0.0%	79.2%	-5	0.0%	-14	0.0%	67.5%
Interest expenses from operate lease liabilities	-36	-0.4%	0	0.0%	n.a.	-110	-0.3%	0	0.0%	n.a.
Other interest and similar expenses	-2	0.0%	0	0.0%	n.a.	-9	0.0%	0	0.0%	n.a.
<b>Interest expenses</b>	<b>-47</b>	<b>-0.5%</b>	<b>-56</b>	<b>-0.5%</b>	<b>15.8%</b>	<b>-165</b>	<b>-0.5%</b>	<b>-167</b>	<b>-0.4%</b>	<b>1.4%</b>
<b>Financial result</b>	<b>-47</b>	<b>-0.5%</b>	<b>-52</b>	<b>-0.5%</b>	<b>10.1%</b>	<b>-165</b>	<b>-0.5%</b>	<b>-164</b>	<b>-0.4%</b>	<b>-0.8%</b>

As a result of the further repayment of the credit line of Berliner Sparkasse, interest expenses from financial liabilities (bank loans) reduced overall. However, as a result of the first-time application of IFRS 16, interest expenses from operate lease liabilities (real estate contracts) (capitalisation of rental expenses) are reported for the first time under interest and similar expenses. As a result, the financial result is essentially unchanged.



## (8) Discontinued operations

The earnings for the period from the discontinued operation UK of EUR 0.3 million in 9M 2019 (Q3 2019: EUR 0.3 million) mainly stem from income from the reversal of a provision for rental obligations from a non-cancellable contract (EUR 0.3 million). The elumeo Group has reached agreement on the early termination with the respective tenant.

The earnings for the period from the discontinued operation PWK of EUR -1.6 million in 9M 2019 (Q3 2019: EUR -0.3 million) solely include expenses from net losses from foreign currency translation of intra-Group monetary items as of the reporting date (trade receivables due from the direct parent company Silverline Distribution Ltd., Hong Kong, PR China).

## (9) Personnel expenses

	Q3 2019		Q3 2018 restated*		QoQ in %	1 Jan - 30 Sep 2019		1 Jan - 30 Sep 2018 restated*		9Mo9M in %
EUR thousand   % of revenue										
Wages and salaries	2,029	19.9%	1,993	17.8%	1.8%	5,969	17.8%	5,920	14.6%	0.8%
Social security contributions	391	3.8%	417	3.7%	-6.3%	1,149	3.4%	1,148	2.8%	0.1%
<b>Personnel expenses</b>	<b>2,420</b>	<b>23.7%</b>	<b>2,410</b>	<b>21.5%</b>	<b>0.4%</b>	<b>7,119</b>	<b>21.3%</b>	<b>7,069</b>	<b>17.4%</b>	<b>0.7%</b>

The personnel expenses of the elumeo Group (excluding share-based remuneration) rose slightly by quarterly comparison.

## (10) Earnings per share

	Unit	Q3 2019	Q3 2018 restated*	QoQ in %	1 Jan - 30 Sep 2019	1 Jan - 30 Sep 2018 restated*	9Mo9M in %
<b>Earnings and number of shares</b>							
Earnings of shareholders of elumeo SE from continuing operations	EUR thousand	-1,488	-5,989	75.2%	-4,197	-15,281	72.5%
Earnings of shareholders of elumeo SE from discontinued operations	EUR thousand	5	-435	101.1%	-1,343	5,023	-126.7%
Earnings of shareholders of elumeo SE	EUR thousand	-1,483	-6,424	76.9%	-5,540	-10,258	46.0%
Average number of outstanding shares	thousands	5,500	5,500	0.0%	5,500	5,500	0.0%
<b>Earnings per share from continuing operations (basic and diluted)</b>	EUR	<b>-0.27</b>	<b>-1.09</b>	<b>75.2%</b>	<b>-0.76</b>	<b>-2.78</b>	<b>72.5%</b>
Earnings per share from discontinued operations (basic and diluted)	EUR	0.00	-0.08	101.1%	-0.24	0.91	-126.7%
<b>Earnings per share (basic and diluted)</b>	EUR	<b>-0.27</b>	<b>-1.17</b>	<b>76.9%</b>	<b>-1.01</b>	<b>-1.87</b>	<b>46.0%</b>



In financial years 2015 to 2018, the Executive Board issued option rights to subscribe to shares in elumeo SE in a total of seven tranches from the Stock Option Programme 2015 ("SOP 2015"). As of the reporting date, the service period criterion was fulfilled for a total of 113,660 option rights for the first time. The remaining option rights are not exercisable because the service time criterion was not met. The exercise of the option rights of each tranche after the vesting period has expired is linked to capital market-based performance targets.

The performance targets of all tranches were not met as of 30 September 2019. The potential shares are therefore not to be taken into account in the calculation of diluted earnings per share, irrespective of any pro-rata vesting that has already taken place. As a result, diluted earnings per share corresponds to the basic earnings per share. Irrespective of this, according to IAS 33 *Earnings per Share*, potential shares are only to be regarded as dilutive if their conversion into shares reduces earnings per share or increases the loss per share (IAS 33.41). If, however, the conversion into shares results in an increase in earnings per share or a reduction in the loss per share, this provides protection against dilution and the diluted earnings per share must be adjusted to the amount of basic earnings per share (IAS 33.43). As a result, diluted earnings per share correspond to basic earnings per share.

## (11) Notes to the segment reporting

As part of the discontinuation of PWK's production activities, the Executive Board changed the segment reporting in the 2018 Consolidated Financial Statements. The changes apply analogously to these Interim Consolidated Financial Statements, including the restated comparative prior-year information. For further information on segment presentation and the definition of the segment result, please refer to the Notes to the 2018 Consolidated Financial Statements in section [I.: Segment reporting].

### Definition of the segment result and effects of applying IFRS 16

The Executive Board assesses the success of the segments on the basis of revenue, gross profit and segment EBITDA (adjusted earnings figure) and sets forward-looking performance targets. The adjusted segment earnings figure segment EBITDA is defined as earnings before interest, taxes, depreciation and amortization (EBITDA) after adjustment for segment reconciliation items.

As a result of the application of IFRS 16, contracts for the rental of real estate in the elumeo Group are shown as financing transactions for the first time. This generally leads to the elimination of rental expenses (administrative expenses) and thus to an improvement in the previous segment EBITDA, as both the amortization of the newly recognised rights of use and the interest expenses for the newly recognised lease liabilities are not components of the segment EBITDA.

The Executive Board has reviewed the definition of the segment result against the backdrop of these effects. It has come to the conclusion that its internal reporting and segment information should continue to be based on the same disclosure, accounting and valuation methods as the Consolidated Financial Statements. By applying this consistency principle, the function of the accounting regulations under IFRSs as a uniform general standard is to be taken into account, particularly with regard to external communication with shareholders, investors, rating agencies, banks and other stakeholders.



For the purposes of internal information requirements, the Executive Board has decided to amend the internal reporting to include the amount of lease payments made in each reporting period (as the sum of principal and interest) as a separate financial indicator.

### Segment Continuing operations

The segment *Continuing operations* consists of the *Sales division* and *Group functions & eliminations*.

The previous segments Sales division Germany & Italy and Sales division Others have been combined to form one *Sales division*. *Group functions & eliminations* include the Group-wide administrative, control and management functions of the parent company elumeo SE as well as the elimination of remaining intra-Group business relationships between continuing operations.

While revenues of the *Sales division* were still down on the prior-year quarter (-9.1% QoQ), the gross profit margin developed positively (Q3 2019: 50.5%, Q3 2018: 44.8%). As a result of the extensive cost reduction measures, especially in the area of selling expenses, total segment EBITDA continued to develop positively overall.

In 9M 2019, lease payments from former operate leases amounting to EUR 418 thousand (Q3 2019: EUR 141 thousand) were attributable to the *Sales division* in accordance with IFRS 16. In 9M 2018, rental expenses of EUR 294 thousand (Q3 2018: EUR 103 thousand) were still reported under administrative expenses of the *Sales division*.

### Segment Discontinued operation Manufactory

The segment *Discontinued operation Manufactory* includes the business activities of PWK, consolidation effects as well as the costs of underutilisation and opportunity costs of distribution allocated to the division, which are, as part of the disclosure of the discontinued operation PWK, are reported in the Consolidated statement of income under continuing operations, because they were included in the invoice amounts for jewelry deliveries as part of the Group's internal cost allocation. In the opinion of the Executive Board, these costs will no longer be incurred in the future once the supply chain has been changed from PWK's internal supply to supply by third parties. For the sake of comparability, these cost components were therefore allocated accordingly as part of internal management reporting.

The segment was no longer operating in 9M 2019. The costs of underutilisation and opportunity costs of distribution allocated to the segment are related to inventory manufactured by the manufacturing facility as of 31 December 2018, which were sold in 9M 2019.

## (12) Intangible assets and property plant and equipment

In the third quarter of 2019, capital expenditures were limited to small-scale replacement investments.

The amortization of rights of use from real estate contracts (intangible assets) newly recognised as part of the first-time application of IFRS 16 amounted to EUR 373 thousand in 9M 2019 (Q3 2019: EUR 124 thousand).



### (13) Inventories

Inventories declined to EUR 14.7 million as of 30 September 2019 (31 December 2018: EUR 20.5 million). This reduction is to be continued.

### (14) Equity

#### Issued capital

The issued capital of elumeo SE as of 30 September 2019 totalled EUR 5,500,000 (31 December 2018: EUR 5,500,000) and is divided into 5,500,000 no-par value bearer shares with a theoretical share in the issued capital of EUR 1.00 per share.

There were no changes compared to the disclosures as of 31 December 2018.

#### Capital reserve

The capital reserve of elumeo SE as of 30 September 2019 amounted to EUR 34,416 thousand and increased compared to 31 December 2018 (EUR 34,380 thousand) due to equity-settled share-based remuneration commitments in accordance with IFRS 2.

#### Authorised Capital, Contingent Capital, convertible bonds and bonds with warrants

There were no changes compared to the disclosures as of 31 December 2018.

#### Share-based remuneration

As of 30 September 2019, the number of outstanding option rights from the SOP 2015 reduced to 233,257 option rights (30 September 2018: 256,004 option rights) due to the option rights forfeited (9M 2019: 30,562 option rights). No option rights were exercisable as of the reporting date as either the performance target criterion or the service period criterion were not met.

For the share-based remuneration commitments of the total of seven tranches (9M 2018: five tranches) from the SOP 2015, expenses totalling EUR 7 thousand were recognised in the third quarter of 2019 (Q3 2018: income of EUR 64 thousand).

There were no other significant changes compared to the disclosures as of 31 December 2018.

### (15) Financial debt

As of 31 December 2018, elumeo SE had loan liabilities of EUR 2.0 million, which were repaid as scheduled with repayments of EUR 1.0 million in April 2019, EUR 0.2 million in June 2019 and EUR 0.3 million in September 2019. The remaining loan amount of EUR 0.5 million is to be repaid in December 2019.

### (16) Other financial liabilities

In addition to minor finance lease liabilities for semi-automated order picking, warehousing and conveyor systems (plant and machinery), other financial liabilities relate in particular to the (current and non-current) leasing liabilities from rental agreements for office premises (real estate contracts) capitalised as part of the first-time application of IFRS 16.



## (17) Deferred taxes

Deferred taxes arise from differences between the carrying amount recognised in the IFRS Consolidated Financial Statements and the carrying amount recognised for tax purposes as well as from tax loss carryforwards to the extent to which future utilisation is expected.

As a result of the discontinuation of the PWK operations, all deferred tax assets (elimination of intercompany profits) as of 31 December 2018 were derecognized in full as income taxes. The deferred tax expenses reported in the Consolidated statement of income in 9M 2018 were still attributable to the regular elimination of the intercompany profits of the Group's own production and supply companies included in inventories.

## (18) Notes to the consolidated statement of cash flows

The Consolidated statement of cash flows was prepared in compliance with IAS 7 *Statement of Cash Flows* and shows the changes in the unrestricted cash and cash equivalents of the elumeo Group through cash inflows and outflows during the reporting period.

The elumeo Group has decided to present a Consolidated statement of cash flows in which the detailed information on the composition of the cash flows from operating, investing and financing activities exclusively includes the cash inflows and outflows from continuing operations (net cash flows from continuing operations). The cash inflows and outflows from discontinued operations are presented separately for each activity in a separate cumulative item (net cash flows from discontinued operations).

In accordance with IAS 7, cash flows are reported separately according to origin and use from operating, investing and financing activities. Cash inflows and outflows from operating activities are derived indirectly from earnings before taxes (EBT). Cash inflows and outflows from investing and financing activities are determined directly. Cash and cash equivalents comprise freely available cash on hand and bank balances. Bank overdrafts regularly used as short-term financing instruments are included as negative components in cash and cash equivalents.

The positive net cash flow from operating activities from continuing operations in 9M 2019 resulted mainly from improved earnings before taxes (EBT) from continuing operations (loss reduction) and a significant decrease in inventories.

The cash inflow was offset by a decrease in provisions and a decrease in other liabilities (mainly trade payables). In addition, non-cash income/expenses and transactions amounting to EUR +0.1 million were recorded. Overall, net cash flow from operating activities from continuing operations amounted to EUR +0.4 million in 9M 2019, compared to EUR -9.5 million in 9M 2018.

Net cash flow from investing activities from continuing operations totalled EUR -0.1 million in 9M 2019 (9M 2018: EUR -0.4 million).

The net cash flow from financing activities from continuing operations comprises payments for the repayment of financial debt and other financial liabilities (finance leases and operate leases in accordance with IFRS 16 and credit card liabilities).

Cash and cash equivalents as of the balance sheet date comprise EUR 0.4 million in unrestricted cash and cash equivalents (31 December 2018: EUR 2.6 million).



## Supplementary Report

On 4 November 2019, we received an action for declaration of nullity and rescission against the Annual General Meeting held on 7 August 2019. The action was filed by Ottoman Strategy Holding SA with the Regional Court of Berlin on 10 September 2019. The appointment of a further member of the Executive Board and, in part, the discharge of members of the Executive Board are being contested. The prospects of success, having consulted with legal advisors, are considered unlikely.

## Risk and Opportunity Report

The elumeo Group comprehensively describes its risk management system in the 2018 Annual Report. At present, the Executive Board does not see any significant changes to the risks and opportunities for the elumeo Group described in detail there.

## Forecast Report

The gross profit margin is expected to improve further as a result of the multi-manufacturing strategy adopted in 2018 and the discontinuation of B2B business. Here we expect to see a significant recovery in the gross profit margin and thus disproportionately higher gross profit growth in the low double-digit percentage range. We attach greater importance to absolute gross profit growth than to revenue growth. As a result, we expect an overall revenue level below the previous year's level. We also expect the cost base to improve in 2019, both in absolute terms and in relation to revenue. In particular, reduced cost of reach and costs for external service providers should be significantly lower. However, we also expect reduced expenses in other cost items, especially in relation to revenue (e.g. costs for payment service providers and costs for SEO marketing). The cost-cutting measures that have been introduced are already having an effect and have largely been implemented. The restructuring of the procurement of goods has also been completed and will be further optimised. We will continue to expand the existing supplier network. In order to take account of the associated uncertainties, the elumeo Group's management is planning an EBITDA earnings corridor for the segment Continuing operations for 2019, ranging from a low negative single-digit million amount to "break-even".

In order to be able to guarantee the solvency of the Group at all times, corresponding reductions in inventories are planned to continue. If the profitability of the Group cannot be increased, in case of scenarios that we classify as largely unlikely, or if an improvement in working capital cannot be achieved, this could endanger the solvency of the Group at any time. The top priority in 2019 continues to be the return to a positive development in the profitability of the elumeo Group while at the same time improving liquidity.





## Condensed Interim Consolidated Financial Statements

### Consolidated statement of income (unaudited)

for the period from 1 July to 30 September 2019 (Q3 2019) and for the period from 1 January to 30 September 2019

	Q3 2019		Q3 2018 restated*		QoQ in %	1 Jan - 30 Sep 2019		1 Jan - 30 Sep 2018 restated*		9Mo9M in %
EUR thousand   % of revenue										
Revenue	10,205	100.0%	11,229	100.0%	-9.1%	33,468	100.0%	40,567	100.0%	-17.5%
Cost of goods sold	5,275	51.7%	8,935	79.6%	-41.0%	18,457	55.1%	31,871	78.6%	-42.1%
<b>Gross profit</b>	<b>4,930</b>	<b>48.3%</b>	<b>2,294</b>	<b>20.4%</b>	<b>115.0%</b>	<b>15,011</b>	<b>44.9%</b>	<b>8,695</b>	<b>21.4%</b>	<b>72.6%</b>
Selling expenses	4,516	44.3%	6,111	54.4%	-26.1%	13,637	40.7%	17,904	44.1%	-23.8%
Administrative expenses	1,927	18.9%	1,824	16.2%	5.6%	5,382	16.1%	5,330	13.1%	1.0%
Other operating income	43	0.4%	10	0.1%	308.0%	72	0.2%	69	0.2%	4.6%
Other operating expenses	-29	-0.3%	142	1.3%	-120.5%	96	0.3%	313	0.8%	-69.3%
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-1,441</b>	<b>-14.1%</b>	<b>-5,773</b>	<b>-51.4%</b>	<b>75.0%</b>	<b>-4,033</b>	<b>-12.0%</b>	<b>-14,782</b>	<b>-36.4%</b>	<b>72.7%</b>
Interest income	0	0.0%	4	0.0%	-99.7%	0	0.0%	4	0.0%	-99.5%
Interest and similar expenses	-47	-0.5%	-56	-0.5%	15.8%	-165	-0.5%	-167	-0.4%	1.4%
Financial result	-47	-0.5%	-52	-0.5%	10.1%	-165	-0.5%	-164	-0.4%	-0.8%
<b>Earnings before from continuing operations</b>	<b>-1,488</b>	<b>-14.6%</b>	<b>-5,825</b>	<b>-51.9%</b>	<b>74.5%</b>	<b>-4,197</b>	<b>-12.5%</b>	<b>-14,946</b>	<b>-36.8%</b>	<b>71.9%</b>
Income taxes	0	0.0%	-164	-1.5%	100.0%	0	0.0%	-335	-0.8%	100.0%
<b>Earnings for the period from continuing operations</b>	<b>-1,488</b>	<b>-14.6%</b>	<b>-5,989</b>	<b>-53.3%</b>	<b>75.2%</b>	<b>-4,197</b>	<b>-12.5%</b>	<b>-15,281</b>	<b>-37.7%</b>	<b>72.5%</b>
<b>Earnings for the period from discontinued operations</b>	<b>5</b>	<b>0.0%</b>	<b>-435</b>	<b>-3.9%</b>	<b>101.1%</b>	<b>-1,343</b>	<b>-4.0%</b>	<b>5,023</b>	<b>12.4%</b>	<b>-126.7%</b>
<b>Earnings for the period</b>	<b>-1,483</b>	<b>-14.5%</b>	<b>-6,424</b>	<b>-57.2%</b>	<b>76.9%</b>	<b>-5,540</b>	<b>-16.6%</b>	<b>-10,258</b>	<b>-25.3%</b>	<b>46.0%</b>
<i>Earnings of shareholders of elumeo SE</i>	<i>-1,483</i>	<i>-14.5%</i>	<i>-6,424</i>	<i>-57.2%</i>	<i>76.9%</i>	<i>-5,540</i>	<i>-16.6%</i>	<i>-10,258</i>	<i>-25.3%</i>	<i>46.0%</i>
<b>Earnings per share in EUR (basis and diluted) applied to:</b>										
- Earnings of shareholders total	-0.27		-1.17		76.9%	-1.01		-1.87		46.0%
- Earnings of shareholders from continuing operations	-0.27		-1.09		75.2%	-0.76		-2.78		72.5%
- Earnings of shareholders from discontinued operations	0.00		-0.08		101.1%	-0.24		0.91		-126.7%

\* Some of the amounts shown differ from the amounts reported in the Quarterly Release Q3/2018 due to the classification of production activities as the discontinued operation PWK in accordance with IFRS 5 (see section [Principles | General information and comparability of disclosures]).



## Consolidated statement of comprehensive income (unaudited)

for the period from 1 July to 30 September 2019 (Q3 2019) and for the period from 1 January to 30 September 2019

EUR thousand   % of revenue	Note	Q3 2019		Q3 2018 restated*		QoQ in %	1 Jan - 30 Sep 2019		1 Jan - 30 Sep 2018 restated*		9Mo9M in %
<b>Earnings for the period</b>		<b>-1,483</b>	<b>-14.5%</b>	<b>-6,424</b>	<b>-57.2%</b>	<b>76.9%</b>	<b>-5,540</b>	<b>-16.6%</b>	<b>-10,258</b>	<b>-25.3%</b>	<b>46.0%</b>
<i>Items which will be reclassified to the consolidated statement of income in subsequent periods:</i>											
Differences from foreign currency translation of foreign subsidiaries		-39	-0.4%	1	0.0%	n.a.	-43	-0.1%	-30	-0.1%	-44.9%
<b>Other comprehensive income from continuing operations</b>		<b>-39</b>	<b>-0.4%</b>	<b>1</b>	<b>0.0%</b>	<b>n.a.</b>	<b>-43</b>	<b>-0.1%</b>	<b>-30</b>	<b>-0.1%</b>	<b>-44.9%</b>
Differences from foreign currency translation of foreign subsidiaries		267	2.6%	1,109	9.9%	-75.9%	1,630	4.9%	1,619	4.0%	0.7%
<b>Other comprehensive income from discontinued operations</b>		<b>267</b>	<b>2.6%</b>	<b>1,109</b>	<b>9.9%</b>	<b>-75.9%</b>	<b>1,630</b>	<b>4.9%</b>	<b>1,619</b>	<b>4.0%</b>	<b>0.7%</b>
<b>Total comprehensive income</b>		<b>-1,255</b>	<b>-12.3%</b>	<b>-5,314</b>	<b>-47.3%</b>	<b>76.4%</b>	<b>-3,954</b>	<b>-11.8%</b>	<b>-8,669</b>	<b>-21.4%</b>	<b>54.4%</b>
<i>Total comprehensive income of shareholders of elumeo SE</i>		<i>-1,255</i>	<i>-12.3%</i>	<i>-5,314</i>	<i>-47.3%</i>	<i>76.4%</i>	<i>-3,954</i>	<i>-11.8%</i>	<i>-8,669</i>	<i>-21.4%</i>	<i>54.4%</i>

\* Some of the amounts shown differ from the amounts reported in the Quarterly Release Q3/2018 due to the classification of production activities as the discontinued operation PWK in accordance with IFRS 5 (see section [Principles | General information and comparability of disclosures]).



## Consolidated statement of financial position (unaudited)

as of 30 September 2019 and 31 December 2018

<b>ASSETS</b>					
<b>EUR thousand   % of balance sheet total</b>	<b>30 Sep 2019</b>		<b>31 Dec 2018</b>		<b>Change in %</b>
<b>Non-current assets</b>					
Intangible assets	4,185	17.9%	578	2.0%	624.3%
Property, plant and equipment	1,863	8.0%	2,207	7.7%	-15.6%
Other financial assets	372	1.6%	409	1.4%	-8.9%
<b>Total non-current assets</b>	<b>6,674</b>	<b>28.5%</b>	<b>3,193</b>	<b>11.1%</b>	<b>109.0%</b>
<b>Current assets</b>					
Inventories	14,665	62.6%	20,453	71.0%	-28.3%
Trade receivables	951	4.1%	1,416	4.9%	-32.8%
Receivables due from related parties	20	0.1%	12	0.0%	71.6%
Other financial assets	81	0.3%	58	0.2%	38.9%
Other non-financial assets	552	2.4%	905	3.1%	-39.0%
Cash and cash equivalents	430	1.8%	2,608	9.0%	-83.5%
<b>Total current assets</b>	<b>16,699</b>	<b>71.3%</b>	<b>25,451</b>	<b>88.3%</b>	<b>-34.4%</b>
Assets held for sale	46	0.2%	183	0.6%	-75.0%
<b>Total assets</b>	<b>23,419</b>	<b>100.0%</b>	<b>28,827</b>	<b>100.0%</b>	<b>-18.8%</b>



## Consolidated statement of financial position (unaudited)

as of 30 September 2019 and 31 December 2018

### EQUITY & LIABILITIES

EUR thousand   % of balance sheet total	30 Sep 2019		31 Dec 2018		Change in %
<b>Equity</b>					
Issued capital	5,500	23.5%	5,500	19.1%	0.0%
Capital reserve	34,416	147.0%	34,380	119.3%	0.1%
Accumulated losses	-44,396	-189.6%	-38,856	-134.8%	-14.3%
Foreign currency translation reserve	7,239	30.9%	5,653	19.6%	28.1%
<b>Total equity</b>	<b>2,760</b>	<b>11.8%</b>	<b>6,677</b>	<b>23.2%</b>	<b>-58.7%</b>
<i>Attributable to shareholders of elumeo SE</i>	<i>2,760</i>	<i>11.8%</i>	<i>6,677</i>	<i>23.2%</i>	<i>-58.7%</i>
<b>Non-current liabilities</b>					
Other non-current financial liabilities	3,311	14.1%	0	0.0%	n.a.
Provisions	7,503	32.0%	7,455	25.9%	0.6%
Other non-financial liabilities	25	0.1%	25	0.1%	0.0%
<b>Total non-current liabilities</b>	<b>10,839</b>	<b>46.3%</b>	<b>7,480</b>	<b>25.9%</b>	<b>44.9%</b>
<b>Current liabilities</b>					
Financial debt	541	2.3%	2,000	6.9%	-72.9%
Other financial liabilities	479	2.0%	260	0.9%	84.4%
Provisions	425	1.8%	868	3.0%	-51.0%
Liabilities due to related parties	7	0.0%	57	0.2%	-87.3%
Trade payables	5,823	24.9%	8,950	31.0%	-34.9%
Advance payments received	55	0.2%	59	0.2%	-6.2%
Tax liabilities	100	0.4%	100	0.3%	0.0%
Other non-financial liabilities	2,132	9.1%	1,366	4.7%	56.0%
<b>Total current liabilities</b>	<b>9,562</b>	<b>40.8%</b>	<b>13,660</b>	<b>47.4%</b>	<b>-30.0%</b>
Liabilities directly associated with assets held for sale	258	1.1%	1,011	3.5%	-74.5%
<b>Total equity &amp; liabilities</b>	<b>23,419</b>	<b>100.0%</b>	<b>28,827</b>	<b>100.0%</b>	<b>-18.8%</b>



## Consolidated statement of changes in equity (unaudited)

for the period from 1 January to 30 September 2019

Reason for change	Attributable to shareholders of elumeo SE				
	Issued capital	Capital reserve	Accumulated losses	Foreign currency translation reserve	Total equity
<b>EUR thousand</b>					
<b>1 January 2019</b>	<b>5,500</b>	<b>34,380</b>	<b>-38,856</b>	<b>5,653</b>	<b>6,677</b>
Equity-settled share-based remuneration		37			37
Other comprehensive income				1,587	1,587
Earnings for the period			-5,540		-5,540
Total comprehensive income			-5,540	1,587	-3,954
<b>30 September 2019</b>	<b>5,500</b>	<b>34,416</b>	<b>-44,396</b>	<b>7,239</b>	<b>2,760</b>



## Consolidated statement of changes in equity (continuation) (unaudited)

for the period from 1 January to 30 September 2018

Reason for change	Attributable to shareholders of elumeo SE				
	Issued capital	Capital reserve	Accumulated losses	Foreign currency translation reserve	Total equity
<b>EUR thousand</b>					
<b>1 January 2018</b>	<b>5,500</b>	<b>34,179</b>	<b>-11,452</b>	<b>3,725</b>	<b>31,952</b>
Equity-settled share-based remuneration		44			44
Other comprehensive income				1,589	1,589
Earnings for the period			-10,258		-10,258
Total comprehensive income			-10,258	1,589	-8,669
<b>30 September 2018</b>	<b>5,500</b>	<b>34,223</b>	<b>-21,710</b>	<b>5,314</b>	<b>23,327</b>



## Consolidated statement of cash flows (unaudited)

for the period from 1 January to 30 September 2019

EUR thousand	1 Jan - 30 Sep 2019	1 Jan - 30 Sep 2018 restated*	9Mo9M in %
<b>Earnings before taxes (EBT) of continuing operations</b>	<b>-4,197</b>	<b>-14,946</b>	<b>71.9%</b>
Earnings before taxes (EBT) of discontinued operations	-1,343	+5,222	-125.7%
<b>Earnings before taxes (EBT)</b>	<b>-5,540</b>	<b>-9,724</b>	<b>43.0%</b>
+/- Depreciation and amortization on non-current assets	+927	+613	51.3%
+/- Increase/decrease in provisions	-566	-427	-32.6%
+/- Equity-settled share-based remuneration	+37	+44	-17.8%
+/- Other non-cash expenses/income	+65	-33	299.3%
+ Non-cash current interest expenses	+42	+1	n.a.
-/+ Increase/decrease in inventories	+5,788	+3,002	92.8%
-/+ Increase/decrease in other assets	+723	+2,052	-64.7%
+/- Increase/decrease in other liabilities	-2,417	+204	n.a.
<b>= Net cash flow from operating activities of continuing operations</b>	<b>+392</b>	<b>-9,489</b>	<b>104.1%</b>
= Net cash flow from operating activities from discontinued operations	-535	+6,405	-108.4%

\* Some of the amounts shown differ from the amounts reported in the Quarterly Release Q3/2018 due to the classification of production activities as the discontinued operation PWK in accordance with IFRS 5 (see section [Principles | General information and comparability of disclosures]).



## Consolidated statement of cash flows (continuation) (unaudited)

for the period from 1 January to 30 September 2019

EUR thousand	1 Jan - 30 Sep 2019	1 Jan - 30 Sep 2018 restated*	9Mo9M in %
- Payments for investments in intangible assets	-8	-80	89.6%
- Payments for investments in property, plant and equipment	-132	-321	58.8%
+ Proceeds from sale of intangible assets and property, plant and equipment	+9	0	n.a.
<b>= Net cash flow from investing activities of continuing operations</b>	<b>-131</b>	<b>-401</b>	<b>67.2%</b>
= Net cash flow from investing activities from discontinued operations	0	+3,886	-100.0%
- Payments for the redemption of financial debt	-1,500	0	n.a.
- Payments (net) for redemption of other financial liabilities	-518	-203	-155.9%
<b>= Net cash flow from financing activities of continuing operations</b>	<b>-2,018</b>	<b>-203</b>	<b>-896.4%</b>
= Net cash flow from financing activities from discontinued operations	0	+957	-100.0%
+/- Net increase/decrease in cash and cash equivalents	-2,293	+1,155	-298.5%
+/- Effects of foreign currency translation on cash and cash equivalents	+5	-17	131.0%
+/- Changes in cash and cash equivalents reclassified as part of a disposal group	+110	-36	403.0%
+ Cash and cash equivalents at beginning of period	+2,608	+1,511	72.6%
<b>= Cash and cash equivalents at end of period</b>	<b>+430</b>	<b>+2,613</b>	<b>-83.6%</b>
<b>Reconciliation of cash and cash equivalents</b>			
Cash and cash equivalents	+430	+3,418	-87.4%
- Current account overdrafts	0	-805	100.0%
<b>= Cash and cash equivalents at end of period</b>	<b>+430</b>	<b>+2,613</b>	<b>-83.6%</b>

\* Some of the amounts shown differ from the amounts reported in the Quarterly Release Q3/2018 due to the classification of production activities as the discontinued operation PWK in accordance with IFRS 5 (see section [Principles | General information and comparability of disclosures]).





## Group segment reporting (unaudited)

### Segment information

The following tables show the development of the segment-specific financial performance indicators of the new segments *Continuing operations* and *Discontinued operation Manufactory* in Q3 2019 and Q3 2018 and 9M 2019 and 9M 2018, respectively, as well as the change in the period comparison (QoQ and 9Mo9M):

EUR thousand   % of (segment) revenue	Q3 2019					
	Revenue		Gross profit		Segment EBITDA	
Sales division	10,205	100.0%	5,154	50.5%	-255	-2.5%
Group functions & eliminations	0	0.0%	2	n.a.	-700	n.a.
<b>Continuing operations</b>	<b>10,205</b>	<b>100.0%</b>	<b>5,155</b>	<b>50.5%</b>	<b>-955</b>	<b>-9.4%</b>
Discontinued operation Manufactory	0	0.0%	-225	n.a.	-225	n.a.
<b>Total</b>	<b>10,205</b>	<b>100.0%</b>	<b>4,930</b>	<b>48.3%</b>	<b>-1,180</b>	<b>-11.6%</b>

EUR thousand   % of (segment) revenue	Q3 2018					
	Revenue		Gross profit		Segment EBITDA	
Sales division	11,229	100.0%	5,033	44.8%	-2,159	-19.2%
Group functions & eliminations	0	0.0%	82	n.a.	-502	n.a.
<b>Continuing operations</b>	<b>11,229</b>	<b>100.0%</b>	<b>5,115</b>	<b>45.5%</b>	<b>-2,662</b>	<b>-23.7%</b>
Discontinued operation Manufactory	0	0.0%	-1,356	n.a.	-1,611	n.a.
<b>Total</b>	<b>11,229</b>	<b>100.0%</b>	<b>3,759</b>	<b>33.5%</b>	<b>-4,272</b>	<b>-38.0%</b>



EUR thousand   in %	QoQ					
	Revenue		Gross profit		Segment EBITDA	
Sales division	-1,024	-9.1%	121	2.4%	1,905	88.2%
Group functions & eliminations	0	n.a.	-80	-97.8%	-198	-39.4%
<b>Continuing operations</b>	<b>-1,024</b>	<b>-9.1%</b>	<b>41</b>	<b>0.8%</b>	<b>1,707</b>	<b>64.1%</b>
Discontinued operation Manufactory	0	n.a.	1,131	83.4%	1,386	86.0%
<b>Total</b>	<b>-1,024</b>	<b>-9.1%</b>	<b>1,172</b>	<b>31.2%</b>	<b>3,093</b>	<b>72.4%</b>

EUR thousand   % of (segment) revenue	1 Jan - 30 Sep 2019					
	Revenue		Gross profit		Segment EBITDA	
Sales division	33,468	100.0%	15,842	47.3%	-422	-1.3%
Group functions & eliminations	0	0.0%	18	n.a.	-1,716	n.a.
<b>Continuing operations</b>	<b>33,468</b>	<b>100.0%</b>	<b>15,861</b>	<b>47.4%</b>	<b>-2,139</b>	<b>-6.4%</b>
Discontinued operation Manufactory	0	0.0%	-850	n.a.	-850	n.a.
<b>Total</b>	<b>33,468</b>	<b>100.0%</b>	<b>15,011</b>	<b>44.9%</b>	<b>-2,989</b>	<b>-8.9%</b>

EUR thousand   % of (segment) revenue	1 Jan - 30 Sep 2018					
	Revenue		Gross profit		Segment EBITDA	
Sales division	40,567	100.0%	14,196	35.0%	-6,754	-16.6%
Group functions & eliminations	0	0.0%	88	n.a.	-1,469	n.a.
<b>Continuing operations</b>	<b>40,567</b>	<b>100.0%</b>	<b>14,284</b>	<b>35.2%</b>	<b>-8,223</b>	<b>-20.3%</b>
Discontinued operation Manufactory	0	0.0%	743	n.a.	-198	n.a.
<b>Total</b>	<b>40,567</b>	<b>100.0%</b>	<b>15,028</b>	<b>37.0%</b>	<b>-8,421</b>	<b>-20.8%</b>



EUR thousand   in %	9Mo9M					
	Revenue		Gross profit		Segment EBITDA	
Sales division	-7,099	-17.5%	1,646	11.6%	6,331	93.7%
Group functions & eliminations	0	n.a.	-69	-79.1%	-247	-16.8%
<b>Continuing operations</b>	<b>-7,099</b>	<b>-17.5%</b>	<b>1,576</b>	<b>11.0%</b>	<b>6,084</b>	<b>74.0%</b>
Discontinued operation Manufactory	0	n.a.	-1,593	-214.3%	-652	-329.5%
<b>Total</b>	<b>-7,099</b>	<b>-17.5%</b>	<b>-17</b>	<b>-0.1%</b>	<b>5,432</b>	<b>64.5%</b>



*Detailed statement of income of the newly defined segments for the period from 1 July to 30 September 2019 (Q3 2019) and the comparable prior-year period*

Q3 2019	Sales division	Group functions & eliminations	Continuing operations		Group owned manufactory (stand alone)	Intersegmental corrections	Group owned manufactory (economic "as-if" presentation)		Intersegmental consolidation	Discontinued operation Manufactory
EUR thousand   % of revenue										
Revenue	10,205	0	10,205	100.0%	0	-225	-225	100.0%	225	0
Cost of goods sold	5,052	-2	5,050	49.5%	0	0	0	0.0%	225	225
<b>Gross profit</b>	<b>5,154</b>	<b>2</b>	<b>5,155</b>	<b>50.5%</b>	<b>0</b>	<b>-225</b>	<b>-225</b>	<b>100.0%</b>	<b>0</b>	<b>-225</b>
Selling expenses	4,516	0	4,516	44.3%	0	0	0	0.0%	0	0
Administrative expenses	1,199	721	1,920	18.8%	0	0	0	0.0%	0	0
Other operating income	9	17	27	0.3%	0	0	0	0.0%	0	0
Other operating expenses	0	0	0	0.0%	0	0	0	0.0%	0	0
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-552</b>	<b>-702</b>	<b>-1,254</b>	<b>-12.3%</b>	<b>0</b>	<b>-225</b>	<b>-225</b>	<b>100.0%</b>	<b>0</b>	<b>-225</b>
Interest income	0	0	0	0.0%	0	0	0	0.0%	0	0
Interest and similar expenses	-39	-8	-47	-0.5%	0	0	0	0.0%	0	0
Financial result	-39	-8	-47	-0.5%	0	0	0	0.0%	0	0
<b>Earnings before Income taxes (EBT)</b>	<b>-591</b>	<b>-710</b>	<b>-1,301</b>	<b>-12.7%</b>	<b>0</b>	<b>-225</b>	<b>-225</b>	<b>100.0%</b>	<b>0</b>	<b>-225</b>
<b>Earnings for the period</b>	<b>-591</b>	<b>-710</b>	<b>-1,301</b>	<b>-12.7%</b>	<b>0</b>	<b>-225</b>	<b>-225</b>	<b>100.0%</b>	<b>0</b>	<b>-225</b>
<i>Earnings of shareholders of elumeo SE</i>	-591	-710	-1,301	-12.7%	0	-225	-225	100.0%	0	-225
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-552</b>	<b>-702</b>	<b>-1,254</b>	<b>-12.3%</b>	<b>0</b>	<b>-225</b>	<b>-225</b>	<b>100.0%</b>	<b>0</b>	<b>-225</b>
Depreciation and amortization on property, plant and equipment and intangible assets	298	2	299	2.9%	0	0	0	0.0%	0	0
<b>Segment EBITDA</b>	<b>-255</b>	<b>-700</b>	<b>-955</b>	<b>-9.4%</b>	<b>0</b>	<b>-225</b>	<b>-225</b>	<b>100.0%</b>	<b>0</b>	<b>-225</b>



Q3 2018	Sales division	Group functions & eliminations	Con- tinuing operations		Group owned manufactory (stand alone)	Interseg- mental correc- tions	Group owned manufactory (economic "as-if" presen- tation)	Interseg- mental consoli- dation	Discon- tinued operation Manu- factory		
<b>EUR thousand   % of revenue</b>											
Revenue	11,229	0	11,229	100.0%	2,811	100.0%	-1,646	1,165	100.0%	-1,165	0
Cost of goods sold	6,197	-82	6,115	54.5%	2,521	89.7%		2,521	216.4%	-1,165	1,356
<b>Gross profit</b>	<b>5,033</b>	<b>82</b>	<b>5,115</b>	<b>45.5%</b>	<b>291</b>	<b>10.3%</b>	<b>-1,646</b>	<b>-1,356</b>	<b>-116.4%</b>	<b>0</b>	<b>-1,356</b>
Selling expenses	6,067	44	6,111	54.4%	0	0.0%		0	0.0%		0
Administrative expenses	1,330	558	1,889	16.8%	425	15.1%		425	36.5%		425
Other operating income	8	2	10	0.1%	0	0.0%		0	0.0%		0
Other operating expenses	0	0	0	0.0%	0	0.0%		0	0.0%		0
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-2,357</b>	<b>-518</b>	<b>-2,875</b>	<b>-25.6%</b>	<b>-135</b>	<b>-4.8%</b>	<b>-1,646</b>	<b>-1,781</b>	<b>-152.9%</b>	<b>0</b>	<b>-1,781</b>
Interest income	0	4	4	0.0%	0	0.0%		0	0.0%		0
Interest and similar expenses	-4	-52	-56	-0.5%	-95	-3.4%		-95	-8.2%		-95
Financial result	-4	-48	-52	-0.5%	-95	-3.4%	0	-95	-8.2%	0	-95
<b>Earnings before Income taxes (EBT)</b>	<b>-2,361</b>	<b>-566</b>	<b>-2,927</b>	<b>-26.1%</b>	<b>-230</b>	<b>-8.2%</b>	<b>-1,646</b>	<b>-1,876</b>	<b>-161.1%</b>	<b>0</b>	<b>-1,876</b>
Income tax	-164	0	-164	-1.5%	-61	-2.2%		-61	-5.2%		-61
<b>Earnings for the period</b>	<b>-2,525</b>	<b>-566</b>	<b>-3,091</b>	<b>-27.5%</b>	<b>-291</b>	<b>-10.4%</b>	<b>-1,646</b>	<b>-1,938</b>	<b>-166.3%</b>	<b>0</b>	<b>-1,938</b>
<i>Earnings of shareholders of elumeo SE</i>	-2,525	-566	-3,091	-27.5%	-291	-10.4%	-1,646	-1,938	-166.3%	0	-1,938
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-2,357</b>	<b>-518</b>	<b>-2,875</b>	<b>-25.6%</b>	<b>-135</b>	<b>-4.8%</b>	<b>-1,646</b>	<b>-1,781</b>	<b>-152.9%</b>	<b>0</b>	<b>-1,781</b>
Depreciation and amortization on property, plant and equipment and intangible assets	197	16	213	1.9%	170	6.1%		170	14.6%		170
<b>Segment EBITDA</b>	<b>-2,159</b>	<b>-502</b>	<b>-2,662</b>	<b>-23.7%</b>	<b>36</b>	<b>1.3%</b>	<b>-1,646</b>	<b>-1,611</b>	<b>-138.3%</b>	<b>0</b>	<b>-1,611</b>



*Detailed statement of income of the newly defined segments for the period from 1 January to 30 September 2019 (9M 2019) and the comparable prior-year period*

1 Jan - 30 Sep 2019	Sales division	Group functions & eliminations	Con- tinuing operations		Group owned manu- factory (stand alone)	Interseg- mental correc- tions	Group owned manufactory (economic "as-if" presen- tation)	Interseg- mental consoli- dation	Discon- tinued operation Manu- factory	
<b>EUR thousand   % of revenue</b>										
Revenue	33,468	0	33,468	100.0%	0	-850	-850	100.0%	850	0
Cost of goods sold	17,625	-18	17,607	52.6%	0	0	0	0.0%	850	850
<b>Gross profit</b>	<b>15,842</b>	<b>18</b>	<b>15,861</b>	<b>47.4%</b>	<b>0</b>	<b>-850</b>	<b>-850</b>	<b>100.0%</b>	<b>0</b>	<b>-850</b>
Selling expenses	13,637	0	13,637	40.7%	0	0	0	0.0%	0	0
Administrative expenses	3,578	1,768	5,346	16.0%	0	0	0	0.0%	0	0
Other operating income	34	22	56	0.2%	0	0	0	0.0%	0	0
Other operating expenses	0	0	0	0.0%	0	0	0	0.0%	0	0
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-1,338</b>	<b>-1,728</b>	<b>-3,066</b>	<b>-9.2%</b>	<b>0</b>	<b>-850</b>	<b>-850</b>	<b>100.0%</b>	<b>0</b>	<b>-850</b>
Interest income	0	0	0	0.0%	0	0	0	0.0%	0	0
Interest and similar expenses	-123	-42	-165	-0.5%	0	0	0	0.0%	0	0
Financial result	-123	-42	-165	-0.5%	0	0	0	0.0%	0	0
<b>Earnings before Income taxes (EBT)</b>	<b>-1,461</b>	<b>-1,770</b>	<b>-3,231</b>	<b>-9.7%</b>	<b>0</b>	<b>-850</b>	<b>-850</b>	<b>100.0%</b>	<b>0</b>	<b>-850</b>
<b>Earnings for the period</b>	<b>-1,461</b>	<b>-1,770</b>	<b>-3,231</b>	<b>-9.7%</b>	<b>0</b>	<b>-850</b>	<b>-850</b>	<b>100.0%</b>	<b>0</b>	<b>-850</b>
<i>Earnings of shareholders of elumeo SE</i>	-1,461	-1,770	-3,231	-9.7%	0	-850	-850	100.0%	0	-850
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-1,338</b>	<b>-1,728</b>	<b>-3,066</b>	<b>-9.2%</b>	<b>0</b>	<b>-850</b>	<b>-850</b>	<b>100.0%</b>	<b>0</b>	<b>-850</b>
Depreciation and amortization on property, plant and equipment and intangible assets	915	12	927	2.8%	0	0	0	0.0%	0	0
<b>Segment EBITDA</b>	<b>-422</b>	<b>-1,716</b>	<b>-2,139</b>	<b>-6.4%</b>	<b>0</b>	<b>-850</b>	<b>-850</b>	<b>100.0%</b>	<b>0</b>	<b>-850</b>



1 Jan - 30 Sep 2018	Sales division	Group functions & eliminations	Con- tinuing operations		Group owned manufactory (stand alone)	Interseg- mental correc- tions	Group owned manufactory (economic "as-if" presen- tation)	Interseg- mental consoli- dation	Discon- tinued operation Manu- factory		
<b>EUR thousand   % of revenue</b>											
Revenue	40,567	0	40,567	100.0%	18,490	100.0%	-4,100	14,390	100.0%	-14,390	0
Cost of goods sold	26,370	-88	26,282	64.8%	13,646	73.8%		13,646	94.8%	-14,390	-743
<b>Gross profit</b>	<b>14,196</b>	<b>88</b>	<b>14,284</b>	<b>35.2%</b>	<b>4,843</b>	<b>26.2%</b>	<b>-4,100</b>	<b>743</b>	<b>5.2%</b>	<b>0</b>	<b>743</b>
Selling expenses	17,859	45	17,904	44.1%	0	0.0%		0	0.0%		0
Administrative expenses	3,735	1,551	5,285	13.0%	1,448	7.8%		1,448	10.1%		1,448
Other operating income	59	10	69	0.2%	0	0.0%		0	0.0%		0
Other operating expenses	0	0	0	0.0%	0	0.0%		0	0.0%		0
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-7,338</b>	<b>-1,498</b>	<b>-8,836</b>	<b>-21.8%</b>	<b>3,395</b>	<b>18.4%</b>	<b>-4,100</b>	<b>-705</b>	<b>-4.9%</b>	<b>0</b>	<b>-705</b>
Interest income	0	4	4	0.0%	0	0.0%		0	0.0%		0
Interest and similar expenses	-14	-153	-167	-0.4%	-258	-1.4%		-258	-1.8%		-258
Financial result	-14	-149	-164	-0.4%	-258	-1.4%	0	-258	-1.8%	0	-258
<b>Earnings before Income taxes (EBT)</b>	<b>-7,353</b>	<b>-1,647</b>	<b>-8,999</b>	<b>-22.2%</b>	<b>3,138</b>	<b>17.0%</b>	<b>-4,100</b>	<b>-962</b>	<b>-6.7%</b>	<b>0</b>	<b>-962</b>
Income tax	-335	0	-335	-0.8%	-183	-1.0%		-183	-1.3%		-183
<b>Earnings for the period</b>	<b>-7,688</b>	<b>-1,647</b>	<b>-9,334</b>	<b>-23.0%</b>	<b>2,954</b>	<b>16.0%</b>	<b>-4,100</b>	<b>-1,145</b>	<b>-8.0%</b>	<b>0</b>	<b>-1,145</b>
<i>Earnings of shareholders of elumeo SE</i>	-7,688	-1,647	-9,334	-23.0%	2,954	16.0%	-4,100	-1,145	-8.0%	0	-1,145
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-7,338</b>	<b>-1,498</b>	<b>-8,836</b>	<b>-21.8%</b>	<b>3,395</b>	<b>18.4%</b>	<b>-4,100</b>	<b>-705</b>	<b>-4.9%</b>	<b>0</b>	<b>-705</b>
Depreciation and amortization on property, plant and equipment and intangible assets	584	29	613	1.5%	507	2.7%		507	3.5%		507
<b>Segment EBITDA</b>	<b>-6,754</b>	<b>-1,469</b>	<b>-8,223</b>	<b>-20.3%</b>	<b>3,902</b>	<b>21.1%</b>	<b>-4,100</b>	<b>-198</b>	<b>-1.4%</b>	<b>0</b>	<b>-198</b>



## Segment reconciliation to Group earnings

Segment reconciliation for the period from 1 July to 30 September 2019 (Q3 2019) and the comparable prior-year period

The segment EBITDA of the reportable segment *Continuing operations* can be reconciled to earnings for the period from continuing operations and earnings for the period of the elumeo Group as follows (Q3 2019 and Q3 2018):

Q3 2019	Segment informationen (Continuing operations)		Effects from foreign currency translation	Equity-settled share-based remuneration	Legal and consulting fees related to the orderly liquidation of the Group owned and operated factory	Cost of under-utilization charged by the manufacturing and distribution factory	Earnings for the period from discontinued operations	Segment reconciliation items of continuing operations	Group information (Continuing operations)	
EUR thousand   % of revenue										
Revenue	10,205	100.0%						0	10,205	100.0%
Cost of goods sold	5,050	49.5%	0			225		225	5,275	51.7%
<b>Gross profit</b>	<b>5,155</b>	<b>50.5%</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-225</b>	<b>0</b>	<b>-225</b>	<b>4,930</b>	<b>48.3%</b>
Selling expenses	4,516	44.3%						0	4,516	44.3%
Administrative expenses	1,920	18.8%		7				7	1,927	18.9%
Other operating income	27	0.3%	16					16	43	0.4%
Other operating expenses	0	0.0%	-35		6			-29	-29	-0.3%
<b>Earnings before interest and taxes (EBIT)</b>	<b>-1,254</b>	<b>-12.3%</b>	<b>51</b>	<b>-7</b>	<b>-6</b>	<b>-225</b>	<b>0</b>	<b>-187</b>	<b>-1,441</b>	<b>-14.1%</b>
Interest income	0	0.0%						0	0	0.0%
Interest and similar expenses	-47	-0.5%						0	-47	-0.5%
Financial result	-47	-0.5%	0	0	0	0	0	0	-47	-0.5%
<b>Earnings before income taxes (EBT) from continuing operations</b>	<b>-1,301</b>	<b>-12.7%</b>	<b>51</b>	<b>-7</b>	<b>-6</b>	<b>-225</b>	<b>0</b>	<b>-187</b>	<b>-1,488</b>	<b>-14.6%</b>
<b>Earnings for the period from continuing operations</b>	<b>-1,301</b>	<b>-12.7%</b>	<b>51</b>	<b>-7</b>	<b>-6</b>	<b>-225</b>	<b>0</b>	<b>-187</b>	<b>-1,488</b>	<b>-14.6%</b>
<b>Earnings for the period from discontinued operations</b>	<b>0</b>	<b>0.0%</b>					<b>5</b>	<b>5</b>	<b>5</b>	<b>0.0%</b>
<b>Earnings for the period</b>	<b>-1,301</b>	<b>-12.7%</b>	<b>51</b>	<b>-7</b>	<b>-6</b>	<b>-225</b>	<b>5</b>	<b>-182</b>	<b>-1,483</b>	<b>-14.5%</b>
<i>Earnings of shareholders of elumeo SE</i>	<i>-1,301</i>	<i>-12.7%</i>	<i>51</i>	<i>-7</i>	<i>-6</i>	<i>-225</i>	<i>5</i>	<i>-182</i>	<i>-1,483</i>	<i>-14.5%</i>
<b>Earnings before interest and taxes (EBIT)</b>	<b>-1,254</b>	<b>-12.3%</b>	<b>51</b>	<b>-7</b>	<b>-6</b>	<b>-225</b>	<b>0</b>	<b>-187</b>	<b>-1,441</b>	<b>-14.1%</b>
Depreciation and amortization on property, plant and equipment and intangible assets	299	2.9%						0	299	2.9%
<b>EBITDA</b>	<b>-955</b>	<b>-9.4%</b>	<b>51</b>	<b>-7</b>	<b>-6</b>	<b>-225</b>	<b>0</b>	<b>-187</b>	<b>-1,142</b>	<b>-11.2%</b>





Q3 2018	Segment informationen (Continuing operations)		Effects from foreign currency translation	Equity-settled share-based remuneration	Cost of under-utilization charged by the manufactory and opportunity cost of distribution	Earnings for the period from discontinued operations	Segment reconciliation items of continuing operations	Group information (Continuing operations)
<b>EUR thousand   % of revenue</b>								
Revenue	11,229	100.0%					0	11,229 100.0%
Cost of goods sold	6,115	54.5%	21		2,800		2,821	8,935 79.6%
<b>Gross profit</b>	<b>5,115</b>	<b>45.5%</b>	<b>-21</b>	<b>0</b>	<b>-2,800</b>	<b>0</b>	<b>-2,821</b>	<b>2,294 20.4%</b>
Selling expenses	6,111	54.4%					0	6,111 54.4%
Administrative expenses	1,889	16.8%		-64			-64	1,824 16.2%
Other operating income	10	0.1%	0				0	10 0.1%
Other operating expenses	0	0.0%	142				142	142 1.3%
<b>Earnings before interest and taxes (EBIT)</b>	<b>-2,875</b>	<b>-25.6%</b>	<b>-163</b>	<b>64</b>	<b>-2,800</b>	<b>0</b>	<b>-2,898</b>	<b>-5,773 -51.4%</b>
Interest income	4	0.0%					0	4 0.0%
Interest and similar expenses	-56	-0.5%					0	-56 -0.5%
Financial result	-52	-0.5%	0	0	0	0	0	-52 -0.5%
<b>Earnings before income taxes (EBT) from continuing operations</b>	<b>-2,927</b>	<b>-26.1%</b>	<b>-163</b>	<b>64</b>	<b>-2,800</b>	<b>0</b>	<b>-2,898</b>	<b>-5,825 -51.9%</b>
Income tax	-164	-1.5%					0	-164 -1.5%
<b>Earnings for the period from continuing operations</b>	<b>-3,091</b>	<b>-27.5%</b>	<b>-163</b>	<b>64</b>	<b>-2,800</b>	<b>0</b>	<b>-2,898</b>	<b>-5,989 -53.3%</b>
<b>Earnings for the period from discontinued operations</b>	<b>0</b>	<b>0.0%</b>				<b>-435</b>	<b>-435</b>	<b>-435 -3.9%</b>
<b>Earnings for the period</b>	<b>-3,091</b>	<b>-27.5%</b>	<b>-163</b>	<b>64</b>	<b>-2,800</b>	<b>-435</b>	<b>-3,333</b>	<b>-6,424 -57.2%</b>
<i>Earnings of shareholders of elumeo SE</i>	<i>-3,091</i>	<i>-27.5%</i>	<i>-163</i>	<i>64</i>	<i>-2,800</i>	<i>-435</i>	<i>-3,333</i>	<i>-6,424 -57.2%</i>
<b>Earnings before interest and taxes (EBIT)</b>	<b>-2,875</b>	<b>-25.6%</b>	<b>-163</b>	<b>64</b>	<b>-2,800</b>	<b>0</b>	<b>-2,898</b>	<b>-5,773 -51.4%</b>
Depreciation and amortization on property, plant and equipment and intangible assets	213	1.9%					0	213 1.9%
<b>EBITDA</b>	<b>-2,662</b>	<b>-23.7%</b>	<b>-163</b>	<b>64</b>	<b>-2,800</b>	<b>0</b>	<b>-2,898</b>	<b>-5,560 -49.5%</b>



The segment EBITDA of the reportable segment *Discontinued operation Manufactury* can be reconciled to earnings for the period from the discontinued operation PWK as follows (Q3 2019 and Q3 2018):

Q3 2019	Segment information (Discontinued operation Manufactury)	<i>Effects from foreign currency translation</i>	<i>In terms of type, amount &amp; utilization uncertain obligations in connection with the discontinued distribution operation</i>	<i>Cost of under-utilization charged by the manufactory and opportunity cost of distribution</i>	Reconciliation items of the discontinued operation	Group information (Discontinued operation PWK)
<b>EUR thousand   % of revenue</b>						
Revenue	0				0	0
Cost of goods sold	225	0		-225	-225	0
<b>Gross profit</b>	<b>-225</b>	<b>0</b>	<b>0</b>	<b>225</b>	<b>225</b>	<b>0</b>
Other operating expenses	0	245			245	245
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-225</b>	<b>-245</b>	<b>0</b>	<b>225</b>	<b>-20</b>	<b>-245</b>
Interest and similar expenses	0		-13		-13	-13
Financial result	0	0	-13	0	-13	-13
<b>Earnings before income taxes (EBT) from the discontinued operation</b>	<b>-225</b>	<b>-245</b>	<b>-13</b>	<b>225</b>	<b>-32</b>	<b>-257</b>
<b>Earnings for the period from the discontinued operation</b>	<b>-225</b>	<b>-245</b>	<b>-13</b>	<b>225</b>	<b>-32</b>	<b>-257</b>
<i>Earnings of shareholders of elumeo SE</i>	<i>-225</i>	<i>-245</i>	<i>-13</i>	<i>225</i>	<i>-32</i>	<i>-257</i>
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-225</b>	<b>-245</b>	<b>0</b>	<b>225</b>	<b>-20</b>	<b>-245</b>
Depreciation and amortization on property, plant and equipment and intangible assets	0				0	0
<b>EBITDA</b>	<b>-225</b>	<b>-245</b>	<b>0</b>	<b>225</b>	<b>-20</b>	<b>-245</b>



Q3 2018	Segment information (Discontinued operation Manufactory)	Effects from foreign currency translation	Cost of under-utilization charged by the manufactory and opportunity cost of distribution	Reconciliation items of the discontinued operation	Group information (Discontinued operation PWK)
<b>EUR thousand   % of revenue</b>					
Revenue	0			0	0
Cost of goods sold	1,356	-21	-2,800	-2,821	-1,465
<b>Gross profit</b>	<b>-1,356</b>	<b>21</b>	<b>2,800</b>	<b>2,821</b>	<b>1,465</b>
Administrative expenses	425			0	425
Other operating income	0	0		0	0
Other operating expenses	0	954		954	954
<b>Earnings before interest and taxes (EBIT)</b>	<b>-1,781</b>	<b>-933</b>	<b>2,800</b>	<b>1,866</b>	<b>85</b>
Interest income	0			0	0
Interest and similar expenses	-95			0	-95
Financial result	-95	0	0	0	-95
<b>Earnings before income taxes (EBT) from the discontinued operation</b>	<b>-1,876</b>	<b>-933</b>	<b>2,800</b>	<b>1,866</b>	<b>-10</b>
Income tax	-61			0	-61
<b>Earnings for the period from the discontinued operation</b>	<b>-1,938</b>	<b>-933</b>	<b>2,800</b>	<b>1,866</b>	<b>-71</b>
<i>Earnings of shareholders of elumeo SE</i>	<i>-1,938</i>	<i>-933</i>	<i>2,800</i>	<i>1,866</i>	<i>-71</i>
<b>Earnings before interest and taxes (EBIT)</b>	<b>-1,781</b>	<b>-933</b>	<b>2,800</b>	<b>1,866</b>	<b>85</b>
Depreciation and amortization on property, plant and equipment and intangible assets	170			0	170
<b>EBITDA</b>	<b>-1,611</b>	<b>-933</b>	<b>2,800</b>	<b>1,866</b>	<b>256</b>



*Segment reconciliation for the period from 1 January to 30 September 2019 (9M 2019) and the comparable prior-year period*

The segment EBITDA of the reportable segment *Continuing operations* can be reconciled to earnings for the period from continuing operations and the earnings for the period of the elumeo Group as follows (9M 2019 and 9M 2018):

1 Jan - 30 Sep 2019	Segment informationen (Continuing operations)	Effects from foreign currency translation	Equity-settled share-based remuneration	Legal and consulting fees related to the orderly liquidation of the Group owned manu-factory	Cost of under-utilization charged by the manu-factory and opportunity cost of distribution	Earnings for the period from discontinued operations	Segment reconciliation items of continuing operations	Group information (Continuing operations)
<b>EUR thousand   % of revenue</b>								
Revenue	33,468 100.0%						0	33,468 100.0%
Cost of goods sold	17,607 52.6%	0			850		850	18,457 55.1%
<b>Gross profit</b>	<b>15,861 47.4%</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-850</b>	<b>0</b>	<b>-850</b>	<b>15,011 44.9%</b>
Selling expenses	13,637 40.7%						0	13,637 40.7%
Administrative expenses	5,346 16.0%		37				37	5,382 16.1%
Other operating income	56 0.2%	16					16	72 0.2%
Other operating expenses	0 0.0%	0		96			96	96 0.3%
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-3,066 -9.2%</b>	<b>16</b>	<b>-37</b>	<b>-96</b>	<b>-850</b>	<b>0</b>	<b>-967</b>	<b>-4,033 -12.0%</b>
Interest income	0 0.0%						0	0 0.0%
Interest and similar expenses	-165 -0.5%						0	-165 -0.5%
Financial result	-165 -0.5%	0	0	0	0	0	0	-165 -0.5%
<b>Earnings before Income taxes (EBT) from continuing operations</b>	<b>-3,231 -9.7%</b>	<b>16</b>	<b>-37</b>	<b>-96</b>	<b>-850</b>	<b>0</b>	<b>-967</b>	<b>-4,197 -12.5%</b>
<b>Earnings for the period from continuing operations</b>	<b>-3,231 -9.7%</b>	<b>16</b>	<b>-37</b>	<b>-96</b>	<b>-850</b>	<b>0</b>	<b>-967</b>	<b>-4,197 -12.5%</b>
<b>Earnings for the period from discontinued operations</b>	<b>0 0.0%</b>					<b>-1,343</b>	<b>-1,343</b>	<b>-1,343 -4.0%</b>
<b>Earnings for the period</b>	<b>-3,231 -9.7%</b>	<b>16</b>	<b>-37</b>	<b>-96</b>	<b>-850</b>	<b>-1,343</b>	<b>-2,309</b>	<b>-5,540 -16.6%</b>
<i>Earnings of shareholders of elumeo SE</i>	<i>-3,231 -9.7%</i>	<i>16</i>	<i>-37</i>	<i>-96</i>	<i>-850</i>	<i>-1,343</i>	<i>-2,309</i>	<i>-5,540 -16.6%</i>
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-3,066 -9.2%</b>	<b>16</b>	<b>-37</b>	<b>-96</b>	<b>-850</b>	<b>0</b>	<b>-967</b>	<b>-4,033 -12.0%</b>
Depreciation and amortization on property, plant and equipment and intangible assets	927 2.8%						0	927 2.8%
<b>EBITDA</b>	<b>-2,139 -6.4%</b>	<b>16</b>	<b>-37</b>	<b>-96</b>	<b>-850</b>	<b>0</b>	<b>-967</b>	<b>-3,105 -9.3%</b>



1 Jan - 30 Sep 2018	Segment informationen (Continuing operations)		Effects from foreign currency translation	Equity-settled share-based remuneration	Cost of under-utilization charged by the manufactory and opportunity cost of distribution	Earnings for the period from discontinued operations	Segment reconciliation items of continuing operations	Group information (Continuing operations)
<b>EUR thousand   % of revenue</b>								
Revenue	40,567	100.0%					0	40,567 100.0%
Cost of goods sold	26,282	64.8%	68		5,521		5,589	31,871 78.6%
<b>Gross profit</b>	<b>14,284</b>	<b>35.2%</b>	<b>-68</b>	<b>0</b>	<b>-5,521</b>	<b>0</b>	<b>-5,589</b>	<b>8,695 21.4%</b>
Selling expenses	17,904	44.1%					0	17,904 44.1%
Administrative expenses	5,285	13.0%		44			44	5,330 13.1%
Other operating income	69	0.2%	0				0	69 0.2%
Other operating expenses	0	0.0%	313				313	313 0.8%
<b>Earnings before interest and taxes (EBIT)</b>	<b>-8,836</b>	<b>-21.8%</b>	<b>-381</b>	<b>-44</b>	<b>-5,521</b>	<b>0</b>	<b>-5,946</b>	<b>-14,782 -36.4%</b>
Interest income	4	0.0%					0	4 0.0%
Interest and similar expenses	-167	-0.4%					0	-167 -0.4%
Financial result	-164	-0.4%	0	0	0	0	0	-164 -0.4%
<b>Earnings before income taxes (EBT) from continuing operations</b>	<b>-8,999</b>	<b>-22.2%</b>	<b>-381</b>	<b>-44</b>	<b>-5,521</b>	<b>0</b>	<b>-5,946</b>	<b>-14,946 -36.8%</b>
Income tax	-335	-0.8%					0	-335 -0.8%
<b>Earnings for the period from continuing operations</b>	<b>-9,334</b>	<b>-23.0%</b>	<b>-381</b>	<b>-44</b>	<b>-5,521</b>	<b>0</b>	<b>-5,946</b>	<b>-15,281 -37.7%</b>
<b>Earnings for the period from discontinued operations</b>	<b>0</b>	<b>0.0%</b>				<b>5,023</b>	<b>5,023</b>	<b>5,023 12.4%</b>
<b>Earnings for the period</b>	<b>-9,334</b>	<b>-23.0%</b>	<b>-381</b>	<b>-44</b>	<b>-5,521</b>	<b>5,023</b>	<b>-924</b>	<b>-10,258 -25.3%</b>
<i>Earnings of shareholders of elumeo SE</i>	<i>-9,334</i>	<i>-23.0%</i>	<i>-381</i>	<i>-44</i>	<i>-5,521</i>	<i>5,023</i>	<i>-924</i>	<i>-10,258 -25.3%</i>
<b>Earnings before interest and taxes (EBIT)</b>	<b>-8,836</b>	<b>-21.8%</b>	<b>-381</b>	<b>-44</b>	<b>-5,521</b>	<b>0</b>	<b>-5,946</b>	<b>-14,782 -36.4%</b>
Depreciation and amortization on property, plant and equipment and intangible assets	613	1.5%					0	613 1.5%
<b>EBITDA</b>	<b>-8,223</b>	<b>-20.3%</b>	<b>-381</b>	<b>-44</b>	<b>-5,521</b>	<b>0</b>	<b>-5,946</b>	<b>-14,169 -34.9%</b>



The segment EBITDA of the reportable segment *Discontinued operation Manufactury* can be reconciled to the earnings for the period from the discontinued operation PWK as follows (9M 2019 and 9M 2018):

1 Jan - 30 Sep 2019	Segment information (Discontinued operation Manufactury)	<i>Effects from foreign currency translation</i>	<i>In terms of type, amount &amp; utilization uncertain obligations in connection with the discontinued distribution operation</i>	<i>Cost of under-utilization charged by the manufactory and opportunity cost of distribution</i>	Reconciliation items of the discontinued operation	Group information (Discontinued operation PWK)
<b>EUR thousand   % of revenue</b>						
Revenue	0				0	0
Cost of goods sold	850	0		-850	-850	0
<b>Gross profit</b>	<b>-850</b>	<b>0</b>	<b>0</b>	<b>850</b>	<b>850</b>	<b>0</b>
Other operating expenses	0	1,571			1,571	1,571
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-850</b>	<b>-1,571</b>	<b>0</b>	<b>850</b>	<b>-721</b>	<b>-1,571</b>
Interest and similar expenses	0		-38		-38	-38
Financial result	0	0	-38	0	-38	-38
<b>Earnings before income taxes (EBT) from the discontinued operation</b>	<b>-850</b>	<b>-1,571</b>	<b>-38</b>	<b>850</b>	<b>-759</b>	<b>-1,609</b>
<b>Earnings for the period from the discontinued operation</b>	<b>-850</b>	<b>-1,571</b>	<b>-38</b>	<b>850</b>	<b>-759</b>	<b>-1,609</b>
<i>Earnings of shareholders of elumeo SE</i>	<i>-850</i>	<i>-1,571</i>	<i>-38</i>	<i>850</i>	<i>-759</i>	<i>-1,609</i>
<b>Earnings before Interest and taxes (EBIT)</b>	<b>-850</b>	<b>-1,571</b>	<b>0</b>	<b>850</b>	<b>-721</b>	<b>-1,571</b>
Depreciation and amortization on property, plant and equipment and intangible assets	0				0	0
<b>EBITDA</b>	<b>-850</b>	<b>-1,571</b>	<b>0</b>	<b>850</b>	<b>-721</b>	<b>-1,571</b>



1 Jan - 30 Sep 2018	Segment information (Discontinued operation Manufactory)	<i>Effects from foreign currency translation</i>	<i>Cost of under-utilization charged by the manufactory and opportunity cost of distribution</i>	Reconciliation items of the discontinued operation	Group information (Discontinued operation PWK)
<b>EUR thousand   % of revenue</b>					
Revenue	0			0	0
Cost of goods sold	-743	-68	-5,521	-5,589	-6,332
<b>Gross profit</b>	<b>743</b>	<b>68</b>	<b>5,521</b>	<b>5,589</b>	<b>6,332</b>
Administrative expenses	1,448			2	1,450
Other operating income	0	0		0	0
Other operating expenses	0	1,207		1,207	1,207
<b>Earnings before interest and taxes (EBIT)</b>	<b>-705</b>	<b>-1,139</b>	<b>5,521</b>	<b>4,380</b>	<b>3,676</b>
Interest income	0			0	0
Interest and similar expenses	-258			0	-258
Financial result	-258	0	0	0	-258
<b>Earnings before income taxes (EBT) from the discontinued operation</b>	<b>-962</b>	<b>-1,139</b>	<b>5,521</b>	<b>4,380</b>	<b>3,418</b>
Income tax	-183			0	-183
<b>Earnings for the period from the discontinued operation</b>	<b>-1,145</b>	<b>-1,139</b>	<b>5,521</b>	<b>4,380</b>	<b>3,235</b>
<i>Earnings of shareholders of elumeo SE</i>	-1,145	-1,139	5,521	4,380	3,235
<b>Earnings before interest and taxes (EBIT)</b>	<b>-705</b>	<b>-1,139</b>	<b>5,521</b>	<b>4,380</b>	<b>3,676</b>
Depreciation and amortization on property, plant and equipment and intangible assets	507			0	507
<b>EBITDA</b>	<b>-198</b>	<b>-1,139</b>	<b>5,521</b>	<b>4,380</b>	<b>4,183</b>



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elumeo SE

The Executive Managing Directors



Bernd Fischer



Thomas Jarmuske



Boris Kirn





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### Publisher

elumeo SE  
Erkelenzdammm 59/61  
10999 Berlin  
Germany

### Investor Relations

Phone: +49 30 69 59 79 - 231  
Fax: +49 30 69 59 79 - 650  
email: [ir@elumeo.com](mailto:ir@elumeo.com)  
[www.elumeo.com](http://www.elumeo.com)

### Photos

elumeo SE

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### Disclaimer

This release contains forward-looking statements. These statements are based on current experience, presumptions and projections of the Executive Board and the information it currently has available. These forward-looking statements are not to be considered guarantees of the future developments and events described in them. Future developments and results are dependent on a variety of factors. These involve various risks and uncertainties and are based on assumptions that may prove to be incorrect. We assume no obligation to update the forward-looking statements made in this release.

