

Buy EUR 9.00 Price EUR 2.44 Upside 268.9 %	Value Indicators: EUR DCF: 9.00	Warburg ESG Risk Score: 1.2 ESG Score (MSCI based): 3.0 Balance Sheet Score: 0.5 Market Liquidity Score: 0.0	Description: elumeo is a vertically-integrated, multi-channel, precious jewellery retailer
	Market Snapshot: EUR m Market cap: 13.9 No. of shares (m): 5.7 EV: 12.6 Freefloat MC: 8.7 Ø Trad. Vol. (30d): 12.30 th	Shareholders: Freefloat 62.50 % Blackflint Ltd. (Boyé) 25.80 % Management 11.70 %	Key Figures (WRe): 2023e Beta: 1.4 Price / Book: 1.4 x Equity Ratio: 47 %

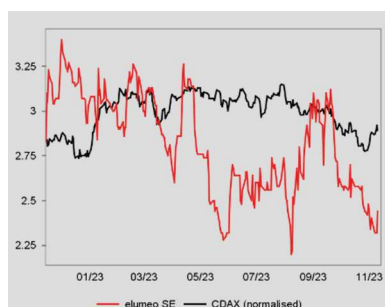
Slight growth despite challenging environment

Stated Figures Q3/2023:

in EURm	Q3 actual	Q3 2023(e)	Q3 2022	% change
Sales	11.00	11.35	10.93	0.7%
Gross profit	5.57	6.10	6.05	-7.9%
Gross profit margin	50.6%	53.7%	55.4%	
selling expenses	4.13	4.25	4.26	-3.1%
admin. expenses	2.02	1.80	1.80	12.2%
EBITDA	-0.05	0.29	0.33	>-100%
EBITDA-margin	-0.5%	2.5%	3.0%	
adj. EBITDA	0.53	0.59	0.71	-25.8%
adj. EBITDA-margin	4.8%	5.2%	6.5%	

Comment on Figures:

- Online sales of jewellery and watches declined 20% in Q3, which was 3pp weaker than in Q2. In this very challenging market, elumeo continued to outgrow the market strongly. Indeed, the 3pp slowdown in elumeo's growth compared to Q2 (+4%yoy) can be entirely explained by the slowdown in the market in the period.
 - Active customer growth accelerated to 16% yoy and customer acquisition costs declined around 10% in the quarter with the optimisation of the online marketing campaign and an improved landing page.
 - The gross margin declined nearly 5pp, which reflects some mix effects and a general price-conscious environment.
 - Operating expenses continue to reflect management's cost-saving efforts. Despite a 20% increase in marketing expenses (to EUR 0.95m), selling expenses declined 3%. Underlying administrative expenses continue to decline, e.g. personnel expenses, the single largest line item, declined 15% in the quarter.
 - Adj. EBITDA, which strips out the impact of the Jooli ramp-up, reached EUR 0.53m and thus improved by more than EUR 0.2m sequentially.
- For the second quarter in a row, elumeo's sales were 20pp better than the overall online market while its customer acquisition continues to improve. The adverse economic environment, however, led to a 14%-decline in the average price point but this is a good illustration of the substantial operating leverage to an improving consumption environment. Management is not simply waiting for better times - a relaunch of the app is currently in progress and AI-based translations of the shopping shows are to be created to leverage the video material. The first of these shows will be transmitted in France. We thus consider elumeo to be well on track to meet our full-year estimates and its reiterated guidance.
 - The video shopping app Jooli is in an exciting phase. In August, the payment function was successfully launched in India, the largest market, with cash on delivery as a first payment option and the check-out process was included in the app. During the process, the merchant base was kept stable. Jooli is now rolling out an improved customer onboarding process and is optimizing the marketing mix in order to reduce customer acquisition costs, during this period management will continue to work with a tight marketing budget (in October just EUR 10k). While Jooli has now generated the first orders, we currently do not yet consider these to be indicative of the potential of the platform. The key to success is consumer engagement and this continues to perform well. By October, the daily user retention in India improved to 16% (from 9% in May) and the average impressions per user increased from 14 in Q1 to 27 in Q3.
 - We confirm our Buy rating and estimates on the back of the strong market-share gains in jewellery and the potential of the Jooli app.



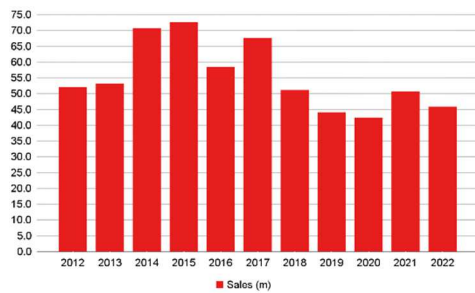
Rel. Performance vs CDAX:

1 month:	-7.1 %
6 months:	4.2 %
Year to date:	-24.7 %
Trailing 12 months:	-10.2 %

Company events:

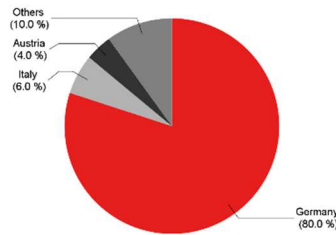
FY End: 31.12. in EUR m	CAGR (22-25e)	2019	2020	2021	2022	2023e	2024e	2025e
Sales	6.3 %	44.1	42.4	50.7	45.8	45.5	50.0	55.0
Change Sales yoy		-13.7 %	-3.8 %	19.5 %	-9.5 %	-0.8 %	9.9 %	10.0 %
Gross profit margin		46.8 %	52.4 %	57.0 %	54.9 %	52.3 %	55.5 %	55.5 %
EBITDA adj.	26.8 %	-0.3	0.9	4.9	2.2	1.7	3.0	4.5
Margin		-5.3 %	-0.1 %	7.8 %	2.8 %	1.7 %	4.3 %	6.7 %
EBIT	-	-2.3	0.3	2.0	-1.4	-1.2	0.2	1.7
Margin		-5.3 %	0.7 %	3.9 %	-3.1 %	-2.7 %	0.3 %	3.1 %
Net income	-	-2.6	0.2	5.4	-3.3	-1.3	0.1	1.2
EPS	-	-0.47	0.03	0.99	-0.60	-0.24	0.02	0.21
EPS adj.	-	-0.47	-0.03	0.51	-0.12	-0.13	0.12	0.31
DPS	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCFPS		0.11	0.40	0.15	-0.27	0.06	0.12	0.29
EV / Sales		0.3 x	0.3 x	0.7 x	0.5 x	0.3 x	0.2 x	0.2 x
EV / EBITDA		n.a.	10.7 x	11.8 x	n.a.	n.a.	12.3 x	4.4 x
EV / EBIT		n.a.	45.3 x	17.4 x	n.a.	n.a.	82.1 x	6.5 x
P / E		n.a.	73.8 x	6.7 x	n.a.	n.a.	133.2 x	11.7 x
P / E adj.		n.a.	n.a.	13.0 x	n.a.	n.a.	19.7 x	7.8 x
FCF Potential Yield		-6.3 %	6.5 %	17.6 %	-12.9 %	-5.4 %	5.4 %	15.5 %
Net Financial Debt		-0.4	-2.3	-2.8	-1.4	-1.4	-1.7	-2.9
ROE		-47.8 %	3.6 %	60.3 %	-27.0 %	-13.1 %	1.1 %	11.3 %
ROCE (NOPAT)		n.a.	4.1 %	64.2 %	n.a.	n.a.	1.8 %	14.6 %
Guidance:	Stable sales and low-single digit EURm adj. EBITDA							

Sales
in EUR m



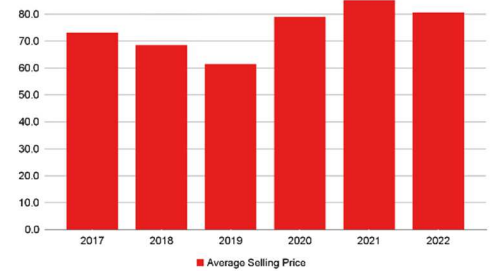
Source: Warburg Research

Sales by regions
2022 in %



Source: Warburg Research

average selling price
in EUR



Source: Warburg Research

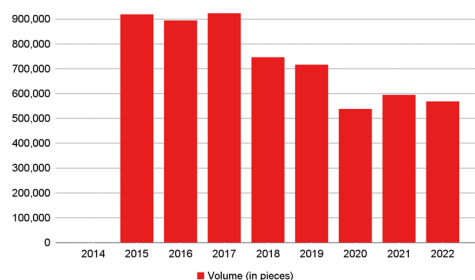
Company Background

- Elumeo is a precious jewellery retailer offering a broad range of gemstones mostly in the price range of EUR 25 to EUR 1,000. Products priced at more than EUR 1,000 generate about 15% of sales.
- Elumeo is a multi-channel retailer. Revenues generated in the live business, shows broadcasted via TV and internet amount to over 60% of sales while e-commerce generates around 30%.
- On its TV channels, Elumeo sells its products exclusively in a Dutch auction-like process. The auction starts with a high price, which is gradually lowered until customers bid at a price level they deem attractive.
- Elumeo has a range of collections targeting a variety of target customers with specific design elements.
- Due to the vertically integrated structure, elumeo is the price leader in (online-) jewellery.

Competitive Quality

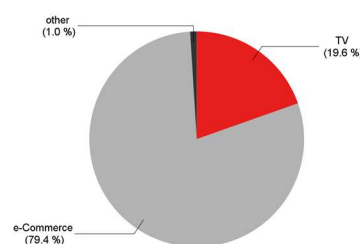
- Elumeo's vertically integrated business model cuts out several steps in the supply chain. It uses its cost leadership for a price differentiation to peers and prices are significantly lower than the competition.
- The integration of design and production processes in combination with distribution via a proprietary TV channel represent high barriers to entry. This model ensures very short lead times and a wide product assortment.
- The auction process leads to a higher customer engagement while the limited product availability coupled with the continuous supply of "fresh" merchandise prompts frequent purchases.
- The internet is already responsible for attracting about 60% of new customers. Structural growth of the internet sales channel should also be a major driver of growth for the company.

pieces sold



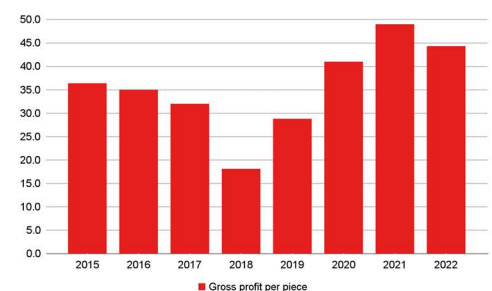
Source: Warburg Research

New customers by channel
2022; in %



Source: Warburg Research

Gross profit per piece
in EUR



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	
Sales	45.5	50.0	55.0	59.4	63.6	67.4	70.7	74.3	78.0	81.9	86.0	90.3	92.1	2.0 %
Sales change	-9.5 %	-0.8 %	9.9 %	8.0 %	7.0 %	6.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	2.0 %	
EBIT	0.8	2.2	3.7	4.5	5.1	5.4	5.7	5.9	6.2	6.6	6.9	7.2	7.4	8.0 %
EBIT-margin	1.7 %	4.3 %	6.7 %	7.5 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	
Tax rate (EBT)	0.0 %	0.0 %	12.5 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	7.0
NOPAT	0.8	2.2	3.2	4.2	4.8	5.1	5.4	5.6	5.9	6.2	6.5	6.9	7.0	
Depreciation	0.9	0.9	0.8	1.2	1.3	1.3	1.4	1.5	1.6	1.6	1.7	1.8	1.8	2.0 %
in % of Sales	2.1 %	1.7 %	1.5 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
Changes in provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Change in Liquidity from														
- Working Capital	0.0	0.0	0.0	0.4	0.6	0.6	0.5	0.5	0.6	0.6	0.6	0.6	0.3	1.8
- Capex	0.1	0.4	0.4	1.2	1.3	1.3	1.4	1.5	1.6	1.6	1.7	1.8	1.8	
Capex in % of Sales	0.1 %	0.8 %	0.7 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	0.0
- Other	0.4	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	1.2	2.2	3.2	3.8	4.2	4.5	4.9	5.1	5.4	5.6	5.9	6.2	6.7	5
PV of FCF	1.1	1.9	2.5	2.6	2.6	2.6	2.5	2.4	2.3	2.2	2.1	2.0	1.9	
share of PVs	11.43 %			48.91 %										39.66 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.20
Cost of debt (after tax)	3.8 %	Liquidity (share)	2.50
Market return	8.25 %	Cyclicality	1.00
Risk free rate	2.75 %	Transparency	1.10
		Others	1.00
WACC	10.23 %	Beta	1.36

Valuation (m)

Present values 2035e	29		
Terminal Value	19		
Financial liabilities	0		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	2		
Liquidity	1	No. of shares (m)	5.7
Equity Value	51	Value per share (EUR)	8.90

Sensitivity Value per Share (EUR)

		Terminal Growth									Delta EBIT-margin						
Beta	WACC	1.04 %	1.54 %	1.79 %	2.04 %	2.29 %	2.54 %	3.04 %	Beta	WACC	-5.0 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+5.0 pp
1.63	11.7 %	7.28	7.38	7.44	7.50	7.56	7.63	7.77	1.63	11.7 %	2.34	6.47	6.98	7.50	8.01	8.53	12.66
1.54	11.2 %	7.66	7.78	7.84	7.91	7.99	8.07	8.24	1.54	11.2 %	2.47	6.83	7.37	7.91	8.46	9.00	13.36
1.45	10.7 %	8.07	8.22	8.30	8.38	8.47	8.56	8.76	1.45	10.7 %	2.63	7.23	7.80	8.38	8.95	9.53	14.13
1.36	10.2 %	8.54	8.71	8.80	8.90	9.00	9.11	9.36	1.36	10.2 %	2.80	7.68	8.29	8.90	9.51	10.12	15.00
1.27	9.7 %	9.05	9.26	9.37	9.49	9.61	9.75	10.05	1.27	9.7 %	2.99	8.19	8.84	9.49	10.13	10.78	15.98
1.18	9.2 %	9.64	9.88	10.01	10.15	10.31	10.47	10.84	1.18	9.2 %	3.21	8.77	9.46	10.15	10.85	11.54	17.10
1.09	8.7 %	10.29	10.59	10.75	10.92	11.11	11.31	11.77	1.09	8.7 %	3.47	9.43	10.18	10.92	11.67	12.41	18.38

- We expect a return to mid single-digit sales growth and assume 2% growth in the terminal value
- The group EBITDA margin should reach the 10%-level, less than 70% of the historical peak margin of 15% in Germany (2014)
- We assume a beta of 1.4 to account for the low liquidity and the execution risk for the gross margin increase
- More than EUR 50m tax loss carry-forwards are not recognized as tax assets, thus the low tax rate in the outer years

Free Cash Flow Value Potential

Warburg Research's valuation tool "FCF Value Potential" reflects the ability of the company to generate sustainable free cash flows. It is based on the "FCF potential" - a FCF "ex growth" figure - which assumes unchanged working capital and pure maintenance capex. A value indication is derived via the perpetuity of a given year's "FCF potential" with consideration of the weighted costs of capital. The fluctuating value indications over time add a timing element to the DCF model (our preferred valuation tool).

in EUR m	2019	2020	2021	2022	2023e	2024e	2025e	
Net Income before minorities	-2.6	0.2	5.4	-3.4	-1.3	0.1	1.2	
+ Depreciation + Amortisation	2.0	0.9	1.0	0.9	0.9	0.9	0.8	
- Net Interest Income	-0.2	-0.1	-0.1	-0.1	-0.1	0.0	0.0	
- Maintenance Capex	0.4	0.4	0.4	0.4	0.4	0.3	0.3	
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Free Cash Flow Potential	-0.7	0.8	6.1	-2.8	-0.7	0.7	1.7	
FCF Potential Yield (on market EV)	-6.3 %	6.5 %	17.6 %	-12.9 %	-5.4 %	5.4 %	15.5 %	
WACC	10.23 %	10.23 %	10.23 %	10.23 %	10.23 %	10.23 %	10.23 %	
= Enterprise Value (EV)	11.1	13.1	34.4	21.4	12.6	12.3	11.1	
= Fair Enterprise Value	n.a.	8.3	59.3	n.a.	n.a.	6.5	16.7	
- Net Debt (Cash)	11.3	2.0	0.4	0.0	0.0	0.0	0.0	
- Pension Liabilities	7.5	4.5	4.0	0.5	0.1	0.1	0.1	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Market value of minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
+ Market value of investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Fair Market Capitalisation	n.a.	1.8	54.9	n.a.	n.a.	6.3	16.6	
Number of shares, average	5.5	5.5	5.5	5.5	5.7	5.7	5.7	
= Fair value per share (EUR)	n.a.	0.32	9.98	n.a.	n.a.	1.11	2.93	
premium (-) / discount (+) in %						-54.4 %	20.0 %	
Sensitivity Fair value per Share (EUR)								
WACC	13.23 %	n.a.	n.a.	7.54	n.a.	n.a.	0.88	2.33
	12.23 %	n.a.	0.08	8.22	n.a.	n.a.	0.96	2.52
	11.23 %	n.a.	0.19	9.02	n.a.	n.a.	1.04	2.75
	10.23 %	n.a.	0.32	9.98	n.a.	n.a.	1.11	2.93
	9.23 %	n.a.	0.49	11.15	n.a.	n.a.	1.28	3.35
	8.23 %	n.a.	0.69	12.60	n.a.	n.a.	1.43	3.76
	7.23 %	n.a.	0.95	14.46	n.a.	n.a.	1.64	4.28

■ We estimate maintenance capex in line with depreciation

Valuation	2019	2020	2021	2022	2023e	2024e	2025e
Price / Book	1.7 x	2.6 x	2.7 x	2.1 x	1.4 x	1.4 x	1.2 x
Book value per share ex intangibles	0.66	0.71	2.43	1.89	1.69	1.71	1.92
EV / Sales	0.3 x	0.3 x	0.7 x	0.5 x	0.3 x	0.2 x	0.2 x
EV / EBITDA	n.a.	10.7 x	11.8 x	n.a.	n.a.	12.3 x	4.4 x
EV / EBIT	n.a.	45.3 x	17.4 x	n.a.	n.a.	82.1 x	6.5 x
EV / EBIT adj.*	n.a.	n.a.	8.7 x	16.9 x	16.6 x	5.7 x	3.0 x
P / FCF	11.5 x	5.2 x	44.0 x	n.a.	38.9 x	19.8 x	8.4 x
P / E	n.a.	73.8 x	6.7 x	n.a.	n.a.	133.2 x	11.7 x
P / E adj.*	n.a.	n.a.	13.0 x	n.a.	n.a.	19.7 x	7.8 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	-6.3 %	6.5 %	17.6 %	-12.9 %	-5.4 %	5.4 %	15.5 %
*Adjustments made for: -							

Company Specific Items	2019	2020	2021	2022	2023e	2024e	2025e
Active Customers	59,750	58,821	81,328	75,195	78,955	90,798	99,878
Revenue per Customer	737.87	721.00	623.12	609.67	576.28	0.00	0.00
Average Selling Price	61.54	79.00	85.21	80.66	80.06	82.22	83.74
Volume (in pieces)	716,395	538,019	594,730	568,344	568,344	608,128	656,778
Gross profit per piece	28.80	41.00	49.00	44.32	41.88	45.63	46.48

Consolidated profit and loss

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Sales	44.1	42.4	50.7	45.8	45.5	50.0	55.0
Change Sales yoy	-13.7 %	-3.8 %	19.5 %	-9.5 %	-0.8 %	9.9 %	10.0 %
COGS	23.5	20.2	21.8	20.7	21.7	22.3	24.5
Gross profit	20.6	22.2	28.9	25.2	23.8	27.8	30.5
<i>Gross margin</i>	<i>46.8 %</i>	<i>52.4 %</i>	<i>57.0 %</i>	<i>54.9 %</i>	<i>52.3 %</i>	<i>55.5 %</i>	<i>55.5 %</i>
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Sales and marketing	18.1	15.6	18.7	18.0	17.3	19.0	19.8
Administration expenses	8.3	7.0	8.5	8.8	8.1	8.6	9.0
Other operating expenses	1.2	0.2	0.1	0.4	0.1	0.1	0.1
Other operating income	4.7	0.9	0.5	0.6	0.5	0.1	0.1
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	-0.3	1.2	2.9	-0.5	-0.3	1.0	2.5
<i>Margin</i>	<i>-0.7 %</i>	<i>2.9 %</i>	<i>5.8 %</i>	<i>-1.0 %</i>	<i>-0.7 %</i>	<i>2.0 %</i>	<i>4.5 %</i>
Depreciation of fixed assets	2.0	0.9	1.0	0.9	0.9	0.9	0.8
EBITDA adj.	-0.3	0.9	4.9	2.2	1.7	3.0	4.5
<i>Margin</i>	<i>-0.7 %</i>	<i>2.1 %</i>	<i>9.7 %</i>	<i>4.8 %</i>	<i>3.7 %</i>	<i>6.0 %</i>	<i>8.2 %</i>
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-2.3	0.3	2.0	-1.4	-1.2	0.2	1.7
<i>Margin</i>	<i>-5.3 %</i>	<i>0.7 %</i>	<i>3.9 %</i>	<i>-3.1 %</i>	<i>-2.7 %</i>	<i>0.3 %</i>	<i>3.1 %</i>
EBIT adj.	-2.3	-0.1	4.0	1.3	0.8	2.2	3.7
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	-2.6	0.2	1.9	-1.5	-1.3	0.1	1.6
<i>Margin</i>	<i>-5.9 %</i>	<i>0.4 %</i>	<i>3.8 %</i>	<i>-3.2 %</i>	<i>-3.0 %</i>	<i>0.2 %</i>	<i>3.0 %</i>
Total taxes	0.0	0.0	-3.5	1.9	0.0	0.0	0.5
Net income from continuing operations	-2.6	0.2	5.4	-3.4	-1.3	0.1	1.2
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Net income before minorities	-2.6	0.2	5.4	-3.3	-1.3	0.1	1.2
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-2.6	0.2	5.4	-3.3	-1.3	0.1	1.2
<i>Margin</i>	<i>-5.9 %</i>	<i>0.4 %</i>	<i>10.7 %</i>	<i>-7.2 %</i>	<i>-3.0 %</i>	<i>0.2 %</i>	<i>2.2 %</i>
Number of shares, average	5.5	5.5	5.5	5.5	5.7	5.7	5.7
EPS	-0.47	0.03	0.99	-0.60	-0.24	0.02	0.21
EPS adj.	-0.47	-0.03	0.51	-0.12	-0.13	0.12	0.31

*Adjustments made for:

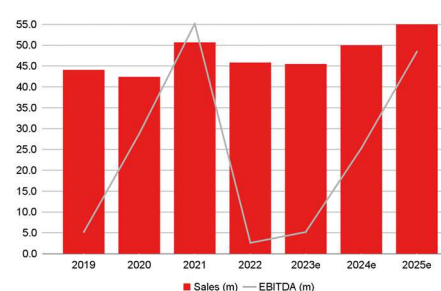
Guidance: Stable sales and low-single digit EURm adj. EBITDA

Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Total Operating Costs / Sales	62.8 %	53.7 %	54.0 %	59.2 %	56.0 %	55.4 %	52.6 %
Operating Leverage	6.3 x	n.a.	30.0 x	n.a.	15.6 x	n.a.	103.0 x
EBITDA / Interest expenses	n.m.	9.1 x	50.5 x	n.m.	n.m.	20.0 x	49.9 x
Tax rate (EBT)	0.0 %	0.0 %	-183.0 %	-131.5 %	0.0 %	0.0 %	28.0 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	n.a.	n.a.	227,251	205,578	n.a.	n.a.	n.a.

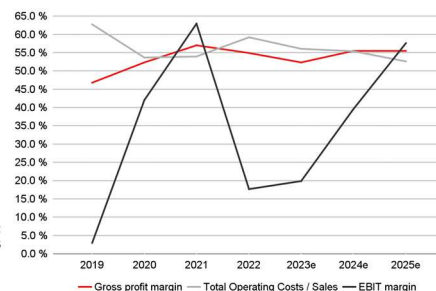
Sales, EBITDA

in EUR m

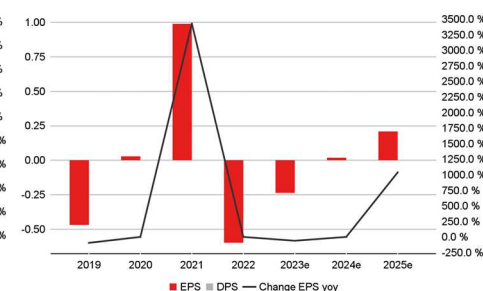


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

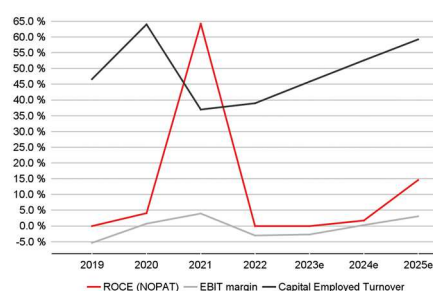
Consolidated balance sheet

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Assets							
Goodwill and other intangible assets	0.5	0.4	0.3	0.3	0.2	0.2	0.2
thereof other intangible assets	0.5	0.4	0.3	0.3	0.2	0.2	0.2
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	1.6	1.3	1.2	0.8	0.7	0.7	0.8
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	3.3	3.0	2.4	2.3	1.9	1.5	1.1
Fixed assets	5.4	4.7	3.9	3.3	2.8	2.4	2.1
Inventories	13.4	12.1	13.1	13.0	12.3	13.0	14.3
Accounts receivable	1.4	1.2	2.3	1.7	1.4	1.5	1.7
Liquid assets	0.9	2.3	2.8	1.4	1.4	1.7	2.9
Other short-term assets	0.5	0.8	1.6	1.1	1.1	1.1	1.1
Current assets	16.2	16.5	19.8	17.3	16.1	17.3	20.0
Total Assets	21.6	21.2	27.9	22.7	21.1	21.8	23.7
Liabilities and shareholders' equity							
Total equity	4.1	4.3	13.7	11.2	9.8	9.9	11.1
Provisions	7.5	6.9	4.0	3.4	3.0	2.6	2.2
thereof provisions for pensions and similar obligations	4.5	4.0	0.5	0.1	0.1	0.1	0.1
Financial liabilities (total)	0.4	0.0	0.0	0.0	0.0	0.0	0.0
Short-term financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	5.6	6.8	5.9	4.9	5.0	6.0	7.2
Other liabilities	3.8	3.2	4.3	3.3	3.3	3.3	3.3
Liabilities	17.5	16.8	14.2	11.6	11.2	11.8	12.6
Total liabilities and shareholders' equity	21.6	21.2	27.9	22.7	21.1	21.8	23.7

Financial Ratios

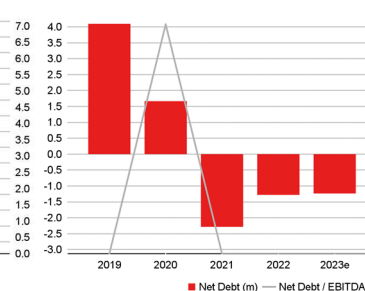
	2019	2020	2021	2022	2023e	2024e	2025e
Efficiency of Capital Employment							
Operating Assets Turnover	4.1 x	5.4 x	4.8 x	4.3 x	4.9 x	5.5 x	5.7 x
Capital Employed Turnover	5.4 x	7.1 x	4.4 x	4.6 x	5.3 x	5.9 x	6.6 x
ROA	-47.9 %	3.3 %	138.6 %	-98.6 %	-47.4 %	4.4 %	56.9 %
Return on Capital							
ROCE (NOPAT)	n.a.	4.1 %	64.2 %	n.a.	n.a.	1.8 %	14.6 %
ROE	-47.8 %	3.6 %	60.3 %	-27.0 %	-13.1 %	1.1 %	11.3 %
Adj. ROE	-47.8 %	-4.5 %	31.3 %	-5.5 %	-7.3 %	7.1 %	17.0 %
Balance sheet quality							
Net Debt	4.1	1.7	-2.3	-1.3	-1.2	-1.5	-2.8
Net Financial Debt	-0.4	-2.3	-2.8	-1.4	-1.4	-1.7	-2.9
Net Gearing	99.4 %	38.3 %	-16.7 %	-11.4 %	-12.6 %	-15.4 %	-25.0 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	0.7	0.8	2.5	1.9	1.7	1.8	2.0
Book value per share ex intangibles	0.7	0.7	2.4	1.9	1.7	1.7	1.9

ROCE Development



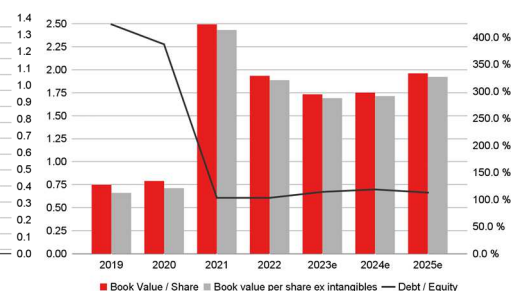
Source: Warburg Research

Net debt in EUR m



Source: Warburg Research

Book Value per Share in EUR



Source: Warburg Research

Consolidated cash flow statement

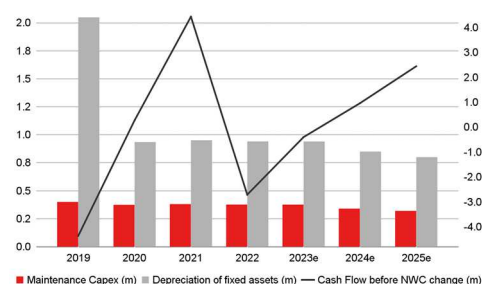
In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Net income	-2.6	0.2	5.4	-3.3	-1.3	0.1	1.2
Depreciation of fixed assets	2.0	0.9	1.0	0.9	0.9	0.9	0.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in long-term provisions	0.6	-0.3	-2.4	-2.1	0.0	0.0	0.0
Other non-cash income and expenses	-4.4	-0.5	0.5	1.8	0.0	0.0	0.5
Cash Flow before NWC change	-4.4	0.3	4.4	-2.7	-0.4	1.0	2.4
Increase / decrease in inventory	7.1	1.2	-1.0	0.1	0.8	-0.7	-1.3
Increase / decrease in accounts receivable	0.6	0.0	-1.6	1.3	0.3	-0.1	-0.2
Increase / decrease in accounts payable	-2.5	0.9	-0.6	-0.1	0.1	1.0	1.2
Increase / decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	5.1	2.2	-3.2	1.3	1.2	0.1	-0.3
Net cash provided by operating activities [1]	0.8	2.4	1.2	-1.4	0.8	1.1	2.1
Investments in intangible assets	0.0	0.0	0.0	0.0	0.1	0.1	0.1
Investments in property, plant and equipment	0.2	0.2	0.4	0.1	0.3	0.3	0.4
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by investing activities [2]	-0.2	-0.2	-0.4	-0.1	-0.4	-0.4	-0.5
Change in financial liabilities	-2.2	-0.8	-0.4	-0.4	-0.4	-0.4	-0.4
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.6	0.0	0.0	0.0
Other	0.0	0.0	0.0	-0.3	0.0	0.0	0.0
Net cash provided by financing activities [3]	-2.2	-0.8	-0.4	-0.2	-0.4	-0.4	-0.4
Change in liquid funds [1]+[2]+[3]	-1.6	1.4	0.5	-1.7	0.0	0.3	1.2
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	0.9	2.3	2.8	1.4	1.4	1.7	2.9

Financial Ratios

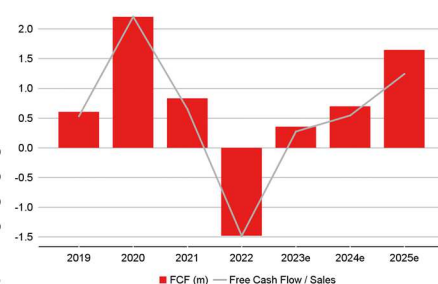
	2019	2020	2021	2022	2023e	2024e	2025e
Cash Flow							
FCF	0.6	2.2	0.8	-1.5	0.4	0.7	1.6
Free Cash Flow / Sales	1.4 %	5.2 %	1.6 %	-3.2 %	0.8 %	1.4 %	3.0 %
Free Cash Flow Potential	-0.7	0.8	6.1	-2.8	-0.7	0.7	1.7
Free Cash Flow / Net Profit	-23.5 %	1428.4 %	15.3 %	45.0 %	-26.4 %	672.1 %	138.9 %
Interest Received / Avg. Cash	0.2 %	0.3 %	0.2 %	0.2 %	0.3 %	0.3 %	0.2 %
Interest Paid / Avg. Debt	19.5 %	60.0 %	n.a.	n.a.	n.a.	n.a.	n.a.
Management of Funds							
Investment ratio	0.4 %	0.5 %	0.7 %	0.1 %	0.9 %	0.8 %	0.9 %
Maint. Capex / Sales	0.9 %	0.9 %	0.8 %	0.8 %	0.8 %	0.7 %	0.6 %
Capex / Dep	8.7 %	23.9 %	37.4 %	6.3 %	42.6 %	47.1 %	62.5 %
Avg. Working Capital / Sales	25.0 %	18.6 %	15.8 %	21.0 %	20.3 %	17.1 %	15.7 %
Trade Debtors / Trade Creditors	24.8 %	18.2 %	38.1 %	34.6 %	27.3 %	25.0 %	23.1 %
Inventory Turnover	1.8 x	1.7 x	1.7 x	1.6 x	1.8 x	1.7 x	1.7 x
Receivables collection period (days)	12	11	16	14	11	11	11
Payables payment period (days)	88	122	100	87	84	98	107
Cash conversion cycle (Days)	132	108	137	157	133	126	118

CAPEX and Cash Flow

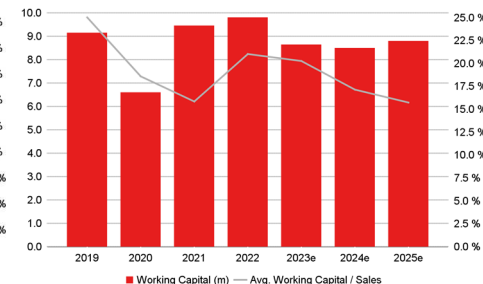
in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
elumeo	5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A11Q059.htm

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

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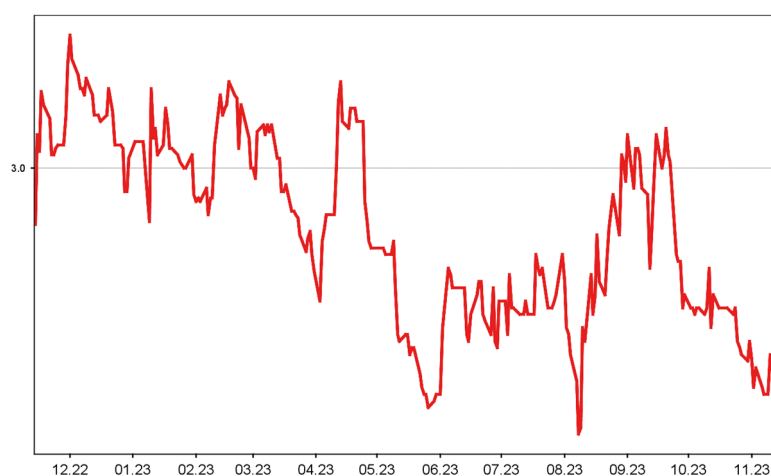
Rating	Number of stocks	% of Universe
Buy	154	72
Hold	47	22
Sell	5	2
Rating suspended	7	3
Total	213	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	43	81
Hold	7	13
Sell	0	0
Rating suspended	3	6
Total	53	100

PRICE AND RATING HISTORY ELUMEO AS OF 13.11.2023



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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