elumeo

(CDAX, Retail, ELB GR)

WARBURG RESEARCH

Buy

EUR 3.90

Price	EUR 2.36
Upside	**65.3 %**

Value Indicators:	EUR
DCF:	3.90

Warburg Risk Score:	**0.0**
Balance Sheet Score:	0.0
Market Liquidity Score:	0.0

Description:

elumeo is a vertically-integrated, multi-channel, precious jewellery retailer

Market Snapshot:	EUR m
Market cap:	14.0
No. of shares (m):	5.9
EV:	15.5
Freefloat MC:	8.7
Ø Trad. Vol. (30d):	1.35 th

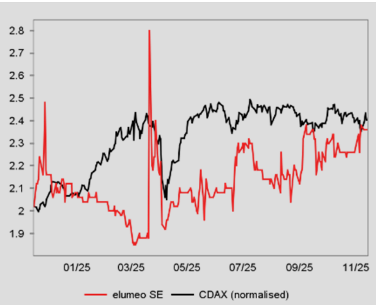
Shareholders:	
Freefloat	62.50 %
Blackflint ltd. (Boyé)	25.80 %
Management	11.70 %

Key Figures (WRe):	2025e
Beta:	1.5
Price / Book:	7.6 x
Equity Ratio:	12 %

Turnaround and more

Last Friday elumeo released its Q3 figures and hosted a capital markets day.

- In Q3, elumeo's sales-decline slowed to 11% and sequentially, the company was able to show an increase in sales of 2% compared with Q2. This basically confirms that the trough has passed and that, over time, customers will accept the higher entry price points and the obvious price increases made necessary by the surge in precious metals prices. We therefore consider elumeo to be on track for the upper end of its guidance for a sales decline of -15% to -10%. The current dynamics suggest that we should see a return to decent top-line growth in Q2 2026, with the anniversary of the reduction in live broadcast hours and increased entry prices. Another positive factor in Q3 was a 90bp increase in the gross margin. Q3 adj. of EUR -0.046m was close to breakeven and taken together Q2 & Q3 were even marginally profitable, proving the success of the major cost reduction. For Q4 we expect another small profit. On this lean cost base, we expect an outsized earnings contribution of incremental sales, consequently we continue to expect a mid-single-digit adj. EBIT margin in 2026.
- At the CMD, management elaborated on the competitive advantage of selling via video content and the corresponding higher conversion rates as well as its competitive pricing, which is more than 50% below peers, and a loyal customer base (trusted shops 4.7/5, i.e. better than Germany's largest jeweller Christ). While elumeo struggled in the past, this reflected the necessity to recreate its entire merchandising workflow following the unfriendly dissolution of the Thai production JV coupled with the COVID distortions and, most recently, the double whammy of a very weak consumer environment and the sharp decline in reach via German cable TV due to legislative changes. Nevertheless, elumeo is steadily increasing the share of is web revenues to now 35% while its recent product refinement has increased the profit per show minute of new products by 33%. Thus, it is now time to push the top line and a key driver is the international expansion. Currently elumeo only reaches 60m or 23% of European households mostly in the DACH region. Until 2030, elumeo plans to more than double the reach. On November 1, elumeo already launched in Poland and market entry to Romania and the Netherlands is planned for 2026. This internationalization push is made possible by elumeo's new self-developed multi-language platform, that uses AI to translate its German shows into foreign languages. Elumeo has already integrated AI into many other functions, e.g. automatic beauty shots, article texts or client newsletters. However, management still sees significantly more upside and has harmonized its data formats across the whole value chain to be compatible with the use of AI. This enables additional functions in procurement and merchandize planning, incorporating real-time sell-out data in the product planning, which should improve the gross margin. Even though sales per full-time employee have already increased from EUR 230k in 2023 to EUR 346k in 2025, management thus sees even more upside and envisages upside of around 35% in the next two years.
- We confirm our Buy rating on the back of the expected return to sales growth in 2026. In addition to the underlying margin upside which we have modelled for the next two years, a successful resolution of its legal action regarding excessive feed-in tariffs in the German cable network would, in our view, quickly enable adj. EBITDA margins to reach the high-single-digit level. We confirm our earnings estimates and price target of EUR 3.9



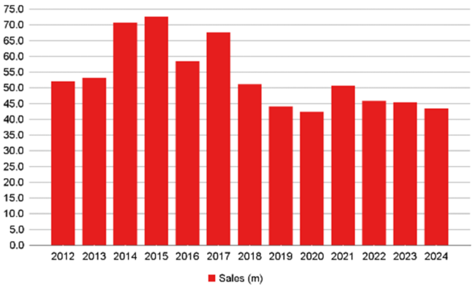
Rel. Performance vs CDAX:	
1 month:	4.6 %
6 months:	15.1 %
Year to date:	-2.5 %
Trailing 12 months:	-1.8 %

Company events:

FY End: 31.12. in EUR m	CAGR (24-27e)	2021	2022	2023	2024	2025e	2026e	2027e
Sales	0.5 %	50.7	45.8	45.4	43.4	39.0	41.0	44.0
Change Sales yoy		19.5 %	-9.5 %	-1.0 %	-4.4 %	-10.1 %	5.1 %	7.3 %
Gross profit margin		*57.0 %*	*54.9 %*	*50.0 %*	*47.1 %*	*47.0 %*	*49.0 %*	*49.5 %*
EBITDA adj.	-	4.9	2.2	-0.4	-0.8	-0.4	2.3	2.8
Margin		*9.7 %*	*4.8 %*	*-0.8 %*	*-1.9 %*	*-1.0 %*	*5.6 %*	*6.4 %*
EBIT	-	2.0	-1.4	-2.9	-3.3	-2.1	1.7	2.2
Margin		*3.9 %*	*-3.1 %*	*-6.3 %*	*-7.6 %*	*-5.3 %*	*4.0 %*	*4.9 %*
Net income	-	5.4	-3.3	-1.1	-4.4	-2.3	1.4	2.0
EPS	-	0.99	-0.60	-0.19	-0.77	-0.38	0.24	0.33
EPS adj.	-	0.51	-0.12	-0.50	-0.68	-0.33	0.24	0.33
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		0.15	-0.27	0.01	-0.04	-0.15	0.17	0.35
EV / Sales		0.7 x	0.5 x	0.3 x	0.3 x	0.4 x	0.4 x	n.a.
EV / EBITDA		11.8 x	n.a.	n.a.	n.a.	n.a.	6.5 x	n.a.
EV / EBIT		17.4 x	n.a.	n.a.	n.a.	n.a.	9.0 x	n.a.
P / E		6.7 x	n.a.	n.a.	n.a.	n.a.	9.8 x	7.2 x
P / E adj.		13.0 x	n.a.	n.a.	n.a.	n.a.	9.8 x	7.2 x
FCF Potential Yield		17.6 %	-12.9 %	-17.0 %	-27.9 %	-10.7 %	13.2 %	n.a.
Net Financial Debt		-2.8	-1.4	-0.2	0.1	1.4	0.8	-0.9
ROE		60.3 %	-27.0 %	-11.8 %	-72.7 %	-76.4 %	56.1 %	46.0 %
ROCE (NOPAT)		64.2 %	n.a.	n.a.	n.a.	n.a.	41.6 %	47.4 %
Guidance:	2025: adj. EBITDA of EUR -0.5m to EUR 0.1m							

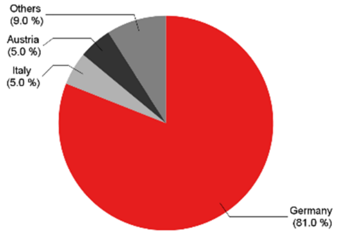
Analyst
Jörg Philipp Frey
jfrey@warburg-research.com
+49 40 309537-258

Sales
in EUR m



Source: Warburg Research

Sales by regions
2024 in %



Source: Warburg Research

average selling price
in EUR

Source: Warburg Research

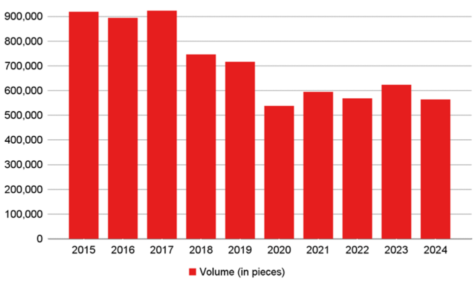
Company Background

- 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

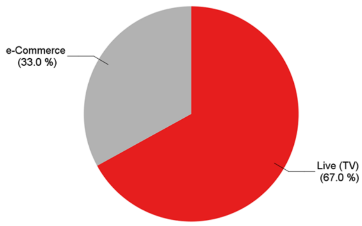
- Elumeo's vertically integrated business model cuts out several steps in the supply chain. It uses its cost leadership for a price differentiation to peers and prices are significantly lower than the competition.
- The integration of design and production processes in combination with distribution via 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



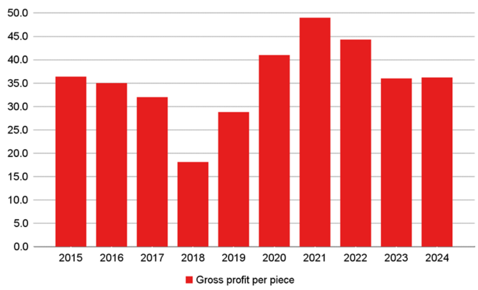
Source: Warburg Research

Sales by channel
2024; 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
	2025e	**2026e**	**2027e**	**2028e**	**2029e**	**2030e**	**2031e**	**2032e**	**2033e**	**2034e**	**2035e**	**2036e**	**2037e**	
Sales	39.0	41.0	44.0	47.5	50.8	53.9	56.6	59.4	62.4	65.5	68.8	72.2	73.7	
Sales change	*-10.1 %*	*5.1 %*	*7.3 %*	*8.0 %*	*7.0 %*	*6.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*2.0 %*	*2.0 %*
EBIT	-1.1	1.7	2.2	2.4	2.5	2.7	2.8	3.0	3.1	3.3	3.4	3.6	3.7	
EBIT-margin	*-2.7 %*	*4.0 %*	*4.9 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	
Tax rate (EBT)	*-89.0 %*	*0.0 %*	*3.5 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	
NOPAT	-2.0	1.7	2.1	2.3	2.4	2.6	2.7	2.8	3.0	3.1	3.3	3.4	3.5	
Depreciation	0.7	0.7	0.7	1.0	1.0	1.1	1.1	1.2	1.2	1.3	1.4	1.4	1.5	
in % of Sales	*1.7 %*	*1.6 %*	*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	
Change in Liquidity from														
- Working Capital	0.0	0.0	0.0	1.8	0.5	0.5	0.4	0.4	0.4	0.5	0.5	0.5	0.2	
- Capex	0.1	0.1	0.3	1.0	1.0	1.1	1.1	1.2	1.2	1.3	1.4	1.4	1.5	
Capex in % of Sales	*0.2 %*	*0.3 %*	*0.6 %*	*2.0 %*	*2.0 %*	*2.0 %*	*2.0 %*	*2.0 %*	*2.0 %*	*2.0 %*	*2.0 %*	*2.0 %*	*2.0 %*	
- Other	0.4	0.5	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)	-1.9	1.7	2.1	0.4	1.9	2.1	2.3	2.4	2.5	2.6	2.8	2.9	3.3	3
PV of FCF	-1.8	1.4	1.6	0.3	1.2	1.2	1.1	1.1	1.0	1.0	0.9	0.9	0.9	8
share of PVs	**6.85 %**			**51.70 %**										**41.44 %**

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.50
Cost of debt (after tax)	3.8 %	Liquidity (share)	3.00
Market return	8.25 %	Cyclicality	1.00
Risk free rate	2.75 %	Transparency	1.10
		Others	1.00
WACC	**11.11 %**	**Beta**	**1.52**

Valuation (m)

Present values 2037e	11		
Terminal Value	8		
Financial liabilities	2		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	5		
Liquidity	2	No. of shares (m)	5.9
Equity Value	**23**	**Value per share (EUR)**	**3.90**

Sensitivity Value per Share (EUR)

		Terminal Growth						
Beta	WACC	1.04 %	1.54 %	1.79 %	**2.04 %**	2.29 %	2.54 %	3.04 %
1.79	12.6 %	3.29	3.33	3.35	3.37	3.40	3.42	3.47
1.70	12.1 %	3.44	3.48	3.51	3.53	3.56	3.59	3.65
1.61	11.6 %	3.60	3.65	3.68	3.71	3.74	3.77	3.84
1.52	11.1 %	3.78	3.84	3.87	**3.90**	3.94	3.98	4.06
1.43	10.6 %	3.97	4.04	4.08	4.12	4.16	4.21	4.31
1.34	10.1 %	4.19	4.27	4.32	4.37	4.42	4.47	4.60
1.25	9.6 %	4.43	4.53	4.59	4.64	4.71	4.77	4.92

		Delta EBIT-margin						
Beta	WACC	-5.0 pp	-1.0 pp	-0.5 pp	**+0.0 pp**	+0.5 pp	+1.0 pp	+5.0 pp
1.79	12.6 %	-0.67	2.56	2.97	3.37	3.78	4.18	7.42
1.70	12.1 %	-0.70	2.69	3.11	3.53	3.95	4.38	7.76
1.61	11.6 %	-0.72	2.82	3.26	3.71	4.15	4.59	8.14
1.52	11.1 %	-0.75	2.97	3.44	**3.90**	4.37	4.83	8.55
1.43	10.6 %	-0.78	3.14	3.63	4.12	4.61	5.10	9.02
1.34	10.1 %	-0.81	3.33	3.85	4.37	4.88	5.40	9.54
1.25	9.6 %	-0.85	3.55	4.10	4.64	5.19	5.74	10.13

- We expect a return to mid single-digit sales growth and assume 2% growth in the terminal value
- The group EBITDA margin should approach the 10%-level, ca. 2/3 of the historical peak margin of 15% in Germany (2014)
- We assume a beta of 1.5 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	2021	2022	2023	2024	2025e	2026e	2027e
Net Income before minorities	5.4	-3.4	-3.3	-4.4	-2.3	1.4	n.a.
+ Depreciation + Amortisation	1.0	0.9	0.9	0.7	0.7	0.7	n.a.
- Net Interest Income	-0.1	-0.1	-0.1	-0.2	-0.2	-0.1	n.a.
- Maintenance Capex	0.4	0.4	0.4	0.3	0.3	0.3	n.a.
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	n.a.
= Free Cash Flow Potential	**6.1**	**-2.8**	**-2.6**	**-3.8**	**-1.7**	**2.0**	**n.a.**
FCF Potential Yield (on market EV)	17.6 %	-12.9 %	-17.0 %	-27.9 %	-10.7 %	13.2 %	n/a
WACC	11.11 %	11.11 %	11.11 %	11.11 %	11.11 %	11.11 %	11.11 %
= Enterprise Value (EV)	**34.4**	**21.4**	**15.5**	**13.6**	**15.5**	**14.9**	**n.a.**
= Fair Enterprise Value	**54.6**	**n.a.**	**n.a.**	**n.a.**	**n.a.**	**17.7**	**n.a.**
- Net Debt (Cash)	2.0	0.4	0.0	0.0	0.0	1.1	n.a.
- Pension Liabilities	4.5	4.0	0.5	0.1	0.1	0.1	n.a.
- Other	0.0	0.0	0.0	0.0	0.0	0.0	n.a.
- Market value of minorities	0.0	0.0	0.0	0.0	0.0	0.0	n.a.
+ Market value of investments	0.0	0.0	0.0	0.0	0.0	0.0	n.a.
= Fair Market Capitalisation	**48.1**	**n.a.**	**n.a.**	**n.a.**	**n.a.**	**16.5**	**n.a.**
Number of shares, average	5.5	5.5	5.7	5.7	5.9	5.9	5.9
= Fair value per share (EUR)	**8.74**	**n.a.**	**n.a.**	**n.a.**	**n.a.**	**2.79**	**n.a.**
premium (-) / discount (+) in %						18.1 %	

Sensitivity Fair value per Share (EUR)

	14.11 %	6.63	n.a.	n.a.	n.a.	n.a.	2.32	n.a.
	13.11 %	7.23	n.a.	n.a.	n.a.	n.a.	2.51	n.a.
	12.11 %	7.92	n.a.	n.a.	n.a.	n.a.	2.74	n.a.
WACC	**11.11 %**	**8.74**	**n.a.**	**n.a.**	**n.a.**	**n.a.**	**2.79**	**n.a.**
	10.11 %	9.73	n.a.	n.a.	n.a.	n.a.	3.32	n.a.
	9.11 %	10.92	n.a.	n.a.	n.a.	n.a.	3.71	n.a.
	8.11 %	12.42	n.a.	n.a.	n.a.	n.a.	4.20	n.a.

- We estimate maintenance capex in line with depreciation

Valuation

	2021	2022	2023	2024	2025e	2026e	2027e
Price / Book	2.7 x	2.1 x	1.9 x	3.2 x	7.6 x	4.3 x	2.7 x
Book value per share ex intangibles	2.43	1.89	1.39	0.67	0.30	0.55	0.88
EV / Sales	0.7 x	0.5 x	0.3 x	0.3 x	0.4 x	0.4 x	n.a.
EV / EBITDA	11.8 x	n.a.	n.a.	n.a.	n.a.	6.5 x	n.a.
EV / EBIT	17.4 x	n.a.	n.a.	n.a.	n.a.	9.0 x	n.a.
EV / EBIT adj.*	8.7 x	16.9 x	n.a.	n.a.	n.a.	9.0 x	n.a.
P / FCF	44.0 x	n.a.	200.5 x	n.a.	n.a.	13.8 x	6.7 x
P / E	6.7 x	n.a.	n.a.	n.a.	n.a.	9.8 x	7.2 x
P / E adj.*	13.0 x	n.a.	n.a.	n.a.	n.a.	9.8 x	7.2 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	17.6 %	-12.9 %	-17.0 %	-27.9 %	-10.7 %	13.2 %	n.a.

*Adjustments made for: -

Company Specific Items

	2021	2022	2023	2024	2025e	2026e	2027e
Active Customers	81,328	75,195	82,911	72,000	74,160	81,576	89,734
Revenue per Customer	623.12	609.67	547.00	0.00	0.00	0.00	0.00
Average Selling Price	85.21	80.66	73.00	76.93	98.78	98.90	101.09
Volume (in pieces)	594,730	568,344	623,371	564,000	394,800	414,540	435,267
Gross profit per piece	49.00	44.32	36.00	36.21	46.43	48.46	50.04

Consolidated profit and loss

In EUR m	2021	2022	2023	2024	2025e	2026e	2027e
Sales	**50.7**	**45.8**	**45.4**	**43.4**	**39.0**	**41.0**	**44.0**
Change Sales yoy	19.5 %	-9.5 %	-1.0 %	-4.4 %	-10.1 %	5.1 %	7.3 %
COGS	21.8	20.7	22.7	23.0	20.7	20.9	22.2
Gross profit	**28.9**	**25.2**	**22.7**	**20.4**	**18.3**	**20.1**	**21.8**
Gross margin	*57.0 %*	*54.9 %*	*50.0 %*	*47.1 %*	*47.0 %*	*49.0 %*	*49.5 %*
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Sales and marketing	18.7	18.0	16.9	16.2	13.7	12.7	13.5
Administration expenses	8.5	8.8	8.9	7.7	6.5	5.5	5.9
Other operating expenses	0.1	0.4	0.6	0.1	0.2	0.2	0.2
Other operating income	0.5	0.6	0.9	0.3	0.0	0.0	0.0
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	**2.9**	**-0.5**	**-2.0**	**-2.5**	**-1.4**	**2.3**	**2.8**
Margin	*5.8 %*	*-1.0 %*	*-4.3 %*	*-5.9 %*	*-3.6 %*	*5.6 %*	*6.4 %*
Depreciation of fixed assets	1.0	0.9	0.9	0.7	0.7	0.7	0.7
EBITDA adj.	**4.9**	**2.2**	**-0.4**	**-0.8**	**-0.4**	**2.3**	**2.8**
Margin	9.7 %	4.8 %	-0.8 %	-1.9 %	-1.0 %	5.6 %	6.4 %
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	**2.0**	**-1.4**	**-2.9**	**-3.3**	**-2.1**	**1.7**	**2.2**
Margin	*3.9 %*	*-3.1 %*	*-6.3 %*	*-7.6 %*	*-5.3 %*	*4.0 %*	*4.9 %*
EBIT adj.	**4.0**	**1.3**	**-1.3**	**-1.6**	**-1.1**	**1.7**	**2.2**
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.1	0.1	0.1	0.2	0.2	0.2	0.1
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	**1.9**	**-1.5**	**-3.0**	**-3.5**	**-2.3**	**1.5**	**2.1**
Margin	*3.8 %*	*-3.2 %*	*-6.5 %*	*-8.0 %*	*-5.8 %*	*3.7 %*	*4.7 %*
Total taxes	-3.5	1.9	0.3	1.0	0.0	0.1	0.1
Net income from continuing operations	**5.4**	**-3.4**	**-3.3**	**-4.4**	**-2.3**	**1.4**	**2.0**
Income from discontinued operations (net of tax)	0.0	0.1	2.2	0.0	0.0	0.0	0.0
Net income before minorities	**5.4**	**-3.3**	**-1.1**	**-4.4**	**-2.3**	**1.4**	**2.0**
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	**5.4**	**-3.3**	**-1.1**	**-4.4**	**-2.3**	**1.4**	**2.0**
Margin	*10.7 %*	*-7.2 %*	*-2.4 %*	*-10.2 %*	*-5.8 %*	*3.5 %*	*4.4 %*
Number of shares, average	5.5	5.5	5.7	5.7	5.9	5.9	5.9
EPS	**0.99**	**-0.60**	**-0.19**	**-0.77**	**-0.38**	**0.24**	**0.33**
EPS adj.	0.51	-0.12	-0.50	-0.68	-0.33	0.24	0.33

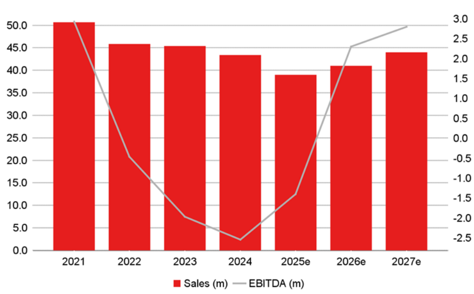
*Adjustments made for:

Guidance: 2025: adj. EBITDA of EUR -0.5m to EUR 0.1m

Financial Ratios

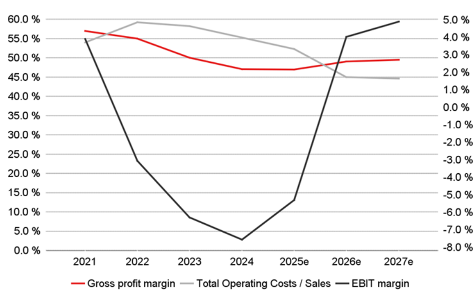
	2021	2022	2023	2024	2025e	2026e	2027e
Total Operating Costs / Sales	54.0 %	59.2 %	58.2 %	55.3 %	52.3 %	45.0 %	44.6 %
Operating Leverage	30.0 x	n.a.	-103.8 x	-3.4 x	3.6 x	n.a.	4.1 x
EBITDA / Interest expenses	50.5 x	n.m.	n.m.	n.m.	n.m.	15.3 x	28.0 x
Tax rate (EBT)	-183.0 %	-131.5 %	-10.9 %	-27.5 %	0.0 %	5.0 %	5.0 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	227,251	205,578	n.a.	n.a.	n.a.	n.a.	n.a.

Sales, EBITDA
in EUR m



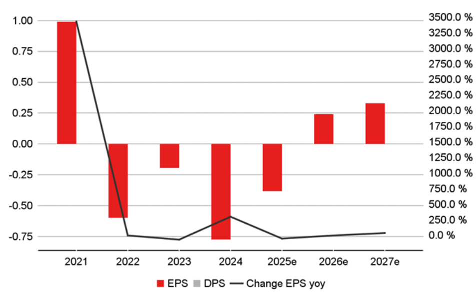
Source: Warburg Research

Operating Performance
in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

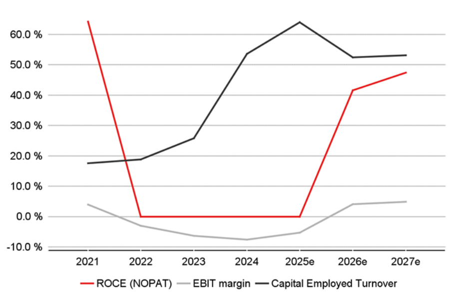
Consolidated balance sheet

In EUR m	2021	2022	2023	2024	2025e	2026e	2027e
Assets							
Goodwill and other intangible assets	0.3	0.3	0.2	0.1	0.1	0.0	0.0
thereof other intangible assets	0.3	0.3	0.2	0.1	0.1	0.0	0.0
thereof Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	1.2	0.8	0.4	0.3	0.2	0.1	0.1
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	2.4	2.3	2.0	1.5	1.1	0.7	0.3
Fixed assets	**3.9**	**3.3**	**2.6**	**1.9**	**1.3**	**0.8**	**0.4**
Inventories	13.1	13.0	13.2	11.5	10.1	10.7	11.4
Accounts receivable	2.3	1.7	2.3	1.9	1.6	1.6	1.8
Liquid assets	2.8	1.4	1.3	1.7	0.4	1.0	2.7
Other short-term assets	1.6	1.1	1.1	0.8	0.8	0.8	0.8
Current assets	**19.8**	**17.3**	**18.0**	**15.8**	**12.9**	**14.1**	**16.7**
Total Assets	**27.9**	**22.7**	**22.2**	**18.5**	**15.0**	**15.6**	**17.7**
Liabilities and shareholders' equity							
Total equity	**13.7**	**11.2**	**8.1**	**4.1**	**1.8**	**3.3**	**5.2**
Provisions	4.0	3.4	2.6	2.1	1.7	1.3	0.9
thereof provisions for pensions and similar obligations	0.5	0.1	0.1	0.1	0.1	0.1	0.1
Financial liabilities (total)	0.0	0.0	1.1	1.8	1.8	1.8	1.8
Short-term financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	5.9	4.9	8.0	8.7	7.8	7.4	7.9
Other liabilities	4.3	3.3	2.4	1.9	1.9	1.9	1.9
Liabilities	**14.2**	**11.6**	**14.1**	**14.4**	**13.2**	**12.4**	**12.5**
Total liabilities and shareholders' equity	**27.9**	**22.7**	**22.2**	**18.5**	**15.0**	**15.6**	**17.7**

Financial Ratios

	2021	2022	2023	2024	2025e	2026e	2027e
Efficiency of Capital Employment							
Operating Assets Turnover	4.8 x	4.3 x	5.7 x	8.7 x	9.6 x	8.2 x	8.2 x
Capital Employed Turnover	4.4 x	4.6 x	5.7 x	10.0 x	11.6 x	9.8 x	9.9 x
ROA	138.6 %	-98.6 %	-42.8 %	-232.0 %	-173.5 %	184.1 %	519.0 %
Return on Capital							
ROCE (NOPAT)	64.2 %	n.a.	n.a.	n.a.	n.a.	41.6 %	47.4 %
ROE	60.3 %	-27.0 %	-11.8 %	-72.7 %	-76.4 %	56.1 %	46.0 %
Adj. ROE	31.3 %	-5.5 %	-29.9 %	-64.2 %	-66.3 %	56.1 %	46.0 %
Balance sheet quality							
Net Debt	-2.3	-1.3	-0.1	0.2	1.5	0.9	-0.8
Net Financial Debt	-2.8	-1.4	-0.2	0.1	1.4	0.8	-0.9
Net Gearing	-16.7 %	-11.4 %	-1.4 %	5.9 %	83.4 %	28.0 %	-14.9 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	34.1 %	n.a.
Book Value / Share	2.5	1.9	1.4	0.7	0.3	0.6	0.9
Book value per share ex intangibles	2.4	1.9	1.4	0.7	0.3	0.5	0.9

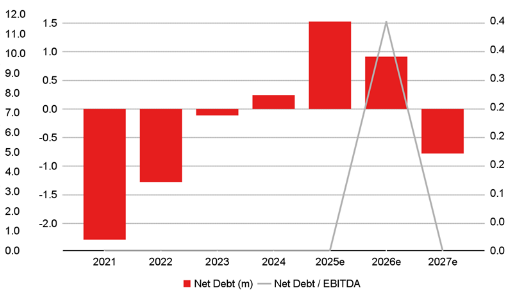
ROCE Development



Source: Warburg Research

Net debt

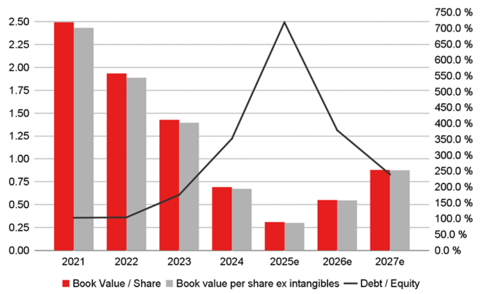
in EUR m



Source: Warburg Research

Book Value per Share

in EUR



Source: Warburg Research

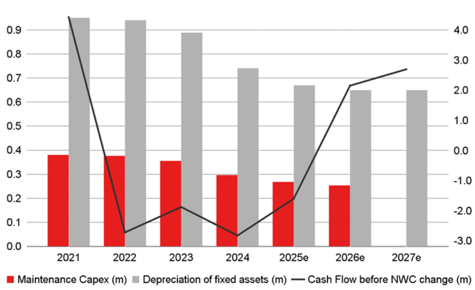
Consolidated cash flow statement

In EUR m	2021	2022	2023	2024	2025e	2026e	2027e
Net income	5.4	-3.3	-1.1	-4.4	-2.3	1.4	2.0
Depreciation of fixed assets	1.0	0.9	0.9	0.7	0.7	0.7	0.7
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	-2.4	-2.1	-0.2	0.0	0.0	0.0	0.0
Other non-cash income and expenses	0.5	1.8	-1.5	0.9	0.0	0.1	0.1
Cash Flow before NWC change	**4.4**	**-2.7**	**-1.9**	**-2.8**	**-1.6**	**2.2**	**2.7**
Increase / decrease in inventory	-1.0	0.1	-0.1	1.7	1.3	-0.5	-0.8
Increase / decrease in accounts receivable	-1.6	1.3	-0.9	1.0	0.3	-0.1	-0.1
Increase / decrease in accounts payable	-0.6	-0.1	3.0	0.0	-0.9	-0.4	0.5
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)	-3.2	1.3	2.0	2.7	0.8	-1.0	-0.4
Net cash provided by operating activities [1]	**1.2**	**-1.4**	**0.1**	**-0.1**	**-0.8**	**1.1**	**2.3**
Investments in intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Investments in property, plant and equipment	0.4	0.1	0.0	0.1	0.1	0.1	0.2
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]	**-0.4**	**-0.1**	**0.0**	**-0.1**	**-0.1**	**-0.1**	**-0.3**
Change in financial liabilities	-0.4	-0.4	0.1	0.1	-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	0.6	0.0	0.5	0.0	0.0	0.0
Other	0.0	-0.3	0.0	0.0	0.0	0.0	0.0
Net cash provided by financing activities [3]	**-0.4**	**-0.2**	**0.1**	**0.6**	**-0.4**	**-0.4**	**-0.4**
Change in liquid funds [1]+[2]+[3]	**0.5**	**-1.7**	**0.1**	**0.3**	**-1.3**	**0.6**	**1.7**
Effects of exchange-rate changes on cash	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Cash and cash equivalent at end of period	**2.8**	**1.4**	**1.3**	**1.7**	**0.4**	**1.0**	**2.7**

Financial Ratios

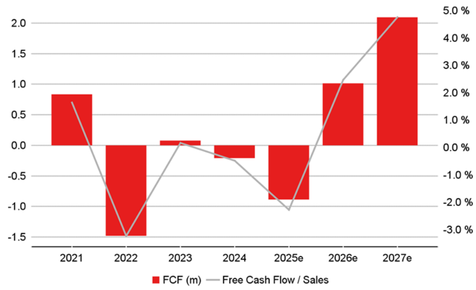
	2021	2022	2023	2024	2025e	2026e	2027e
Cash Flow							
FCF	0.8	-1.5	0.1	-0.2	-0.9	1.0	2.1
Free Cash Flow / Sales	1.6 %	-3.2 %	0.2 %	-0.5 %	-2.3 %	2.5 %	4.8 %
Free Cash Flow Potential	6.1	-2.8	-2.6	-3.8	-1.7	2.0	n.a.
Free Cash Flow / Net Profit	15.3 %	45.0 %	-7.1 %	4.7 %	39.1 %	71.0 %	107.3 %
Interest Received / Avg. Cash	0.2 %	0.2 %	0.3 %	0.3 %	0.4 %	0.6 %	0.2 %
Interest Paid / Avg. Debt	n.a.	n.a.	18.6 %	14.6 %	11.3 %	8.5 %	5.7 %
Management of Funds							
Investment ratio	0.7 %	0.1 %	0.0 %	0.2 %	0.2 %	0.3 %	0.6 %
Maint. Capex / Sales	0.8 %	0.8 %	0.8 %	0.7 %	0.7 %	0.6 %	n.a.
Capex / Dep	37.4 %	6.3 %	1.8 %	10.7 %	10.4 %	18.5 %	38.5 %
Avg. Working Capital / Sales	15.8 %	21.0 %	19.1 %	14.1 %	11.0 %	10.8 %	11.6 %
Trade Debtors / Trade Creditors	38.1 %	34.6 %	29.4 %	21.4 %	20.0 %	22.2 %	22.2 %
Inventory Turnover	1.7 x	1.6 x	1.7 x	2.0 x	2.0 x	2.0 x	1.9 x
Receivables collection period (days)	16	14	19	16	15	15	15
Payables payment period (days)	100	87	128	138	138	129	130
Cash conversion cycle (Days)	137	157	103	60	56	72	72

CAPEX and Cash Flow
in EUR m



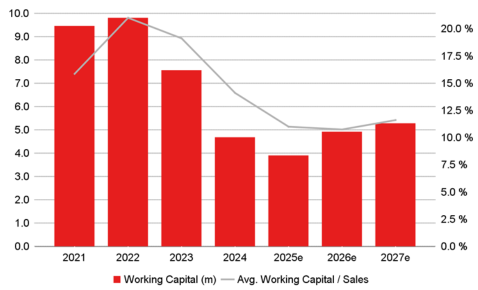
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



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.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

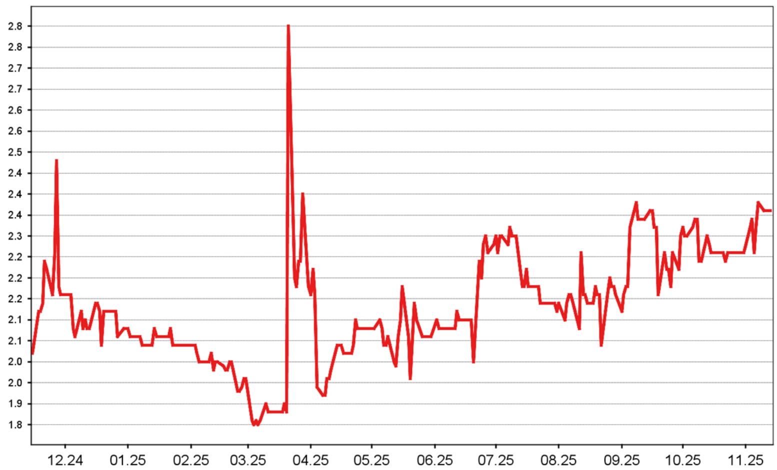
Rating	Number of stocks	% of Universe
Buy	140	70
Hold	51	25
Sell	6	3
Rating suspended	4	2
Total	**201**	**100**

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	37	73
Hold	11	22
Sell	1	2
Rating suspended	2	4
Total	**51**	**100**

PRICE AND RATING HISTORY ELUMEO AS OF 14.11.2025



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.

EQUITIES

Matthias Rode Head of Equities	+49 40 3282-2678 mrode@mmwarburg.com		

RESEARCH

Henner Rüschmeier Head of Research	+49 40 309537-270 hrueschmeier@warburg-research.com	**Simon Stippig** Real Estate, Telco	+49 40 309537-265 sstippig@warburg-research.com
Stefan Augustin Cap. Goods, Engineering	+49 40 309537-168 saugustin@warburg-research.com	**Marc-René Tonn** Automobiles, Car Suppliers	+49 40 309537-259 mtonn@warburg-research.com
Christian Cohrs Industrials & Transportation	+49 40 309537-175 ccohrs@warburg-research.com		
Felix Ellmann Software, IT	+49 40 309537-120 fellmann@warburg-research.com		
Jörg Philipp Frey Retail, Consumer Goods	+49 40 309537-258 jfrey@warburg-research.com		
Fabio Hölscher Automobiles, Car Suppliers	+49 40 309537-240 fhoelscher@warburg-research.com		
Philipp Kaiser Real Estate, Construction	+49 40 309537-260 pkaiser@warburg-research.com		
Thilo Kleibauer Retail, Consumer Goods	+49 40 309537-257 tkleibauer@warburg-research.com		
Andreas Pläsier Banks, Financial Services	+49 40 309537-246 aplaesier@warburg-research.com		
Malte Schaumann Technology	+49 40 309537-170 mschaumann@warburg-research.com		
Oliver Schwarz Chemicals, Agriculture	+49 40 309537-250 oschwarz@warburg-research.com		

INSTITUTIONAL EQUITY SALES

Klaus Schilling Head of Equity Sales, Germany	+49 69 5050-7400 kschilling@mmwarburg.com		
Tim Beckmann United Kingdom	+49 40 3282-2665 tbeckmann@mmwarburg.com		
Jens Buchmüller Scandinavia, Austria	+49 69 5050-7415 jbuchmueller@mmwarburg.com		
Matthias Fritsch United Kingdom, Ireland	+49 40 3282-2696 mfritsch@mmwarburg.com	**Leyan Ilkbahar** Roadshow/Marketing	+49 40 3282-2695 lilkbahar@mmwarburg.com
Roman Alexander Niklas Switzerland, Poland, Italy	+49 69 5050-7412 rniklas@mmwarburg.com	**Antonia Möller** Roadshow/Marketing	+49 69 5050-7417 amoeller@mmwarburg.com
Sascha Propp France	+49 40 3282-2656 spropp@mmwarburg.com	**Juliane Niemann** Roadshow/Marketing	+49 40 3282-2694 jniemann@mmwarburg.com

SALES TRADING

Oliver Merckel Head of Sales Trading	+49 40 3282-2634 omerckel@mmwarburg.com
Bastian Quast Sales Trading	+49 40 3282-2701 bquast@mmwarburg.com
Christian Salomon Sales Trading	+49 40 3282-2685 csalomon@mmwarburg.com

DESIGNATED SPONSORING

Sebastian Schulz Designated Sponsoring	+49 40 3282-2631 sschulz@mmwarburg.com
Jörg Treptow Designated Sponsoring	+49 40 3282-2658 jtreptow@mmwarburg.com

MACRO RESEARCH

Carsten Klude Macro Research	+49 40 3282-2572 cklude@mmwarburg.com	**Dr. Christian Jasperneite** Investment Strategy	+49 40 3282-2439 cjasperneite@mmwarburg.com

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For access please contact:

Andrea Schaper Sales Assistance	+49 40 3282-2632 aschaper@mmwarburg.com	**Kerstin Muthig** Sales Assistance	+49 40 3282-2703 kmuthig@mmwarburg.com