

UNAUDITED CONSOLIDATED INTERIM REPORT LR HEALTH & BEAUTY GROUP

> UNAUDITED INTERIM REPORT LR HEALTH & BEAUTY SE

G OUR VISION IS TO BE THE WORLD'S MOST ATTRACTIVE COMPANY IN SOCIAL COMMERCE.

OUR MISSION IS TO OFFER PEOPLE THE CHOICE TO LIVE A SELF-DETERMINED LIFE. WE SUCCEED BECAUSE OF OUR BUSINESS OPPORTUNITY AND HIGH-QUALITY HEALTH AND BEAUTY SOLUTIONS. IR

HEALTH & BEAUTY





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FOR YOUR

FINANCIAL HIGHLIGHTS LR HEALTH & BEAUTY GROUP

in EUR m	2
Sales*	I
EBITDA	
EBITDA normalized in % of Sales	11
Free Cashflow	1
Cost of materials	(1
Personnel expenses	(1
Other operating expenses	(3
IR.LRworld.com	

*Sales as revenue from goods sold





Q1 2025	Q1 2024	YTD 2025	YTD 2024
74,0	72,6	74,0	72,6
7,4	6,1	7,4	6,1
8,2 1,1%	7,8 10,8%	8,2 11,3%	7,8 10.8%
11,8	9,1	11,8	9,1
13,6)	(13,4)	(13,6)	(13,4)
14,7)	(15,1)	(14,7)	(15,1)
39,2)	(38,7)	(39,2)	(38,7)

UNAUDITED CONSOLIDATED INTERIM REPORT Q1 2025 CONTENT

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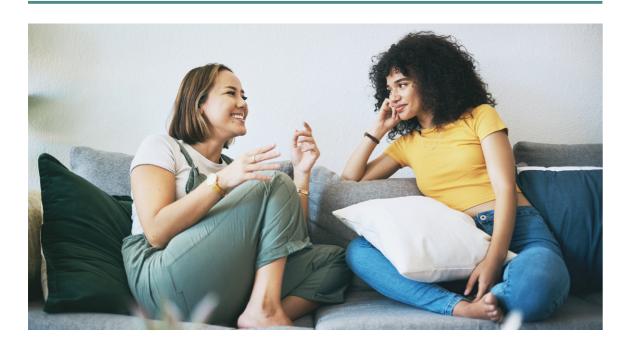
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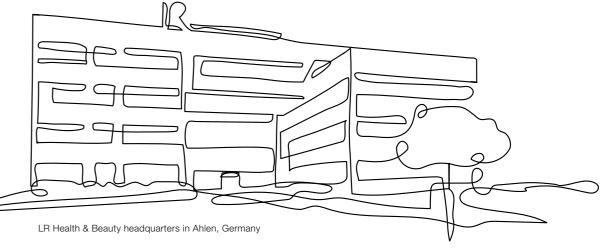
WE BELIEVE IN MORE STABILITY

IN 1985, LR STARTED AS A COMPANY WITH FIVE EMPLOYEES AND DEVELOPED INTO A SUCCESSFUL GLOBAL PLAYER. THE STABLE GROWTH OF MORE INTERNATIONALITY, QUALITY, RESPONSIBILITY AND OPPORTUNITIES STILL CONTINUES.

WE CARE FOR PEOPLE'S LIVES



YEARS SUCCESSFUL IN EUROPE



OUR COMPANY

The LR Group is one of the leading social commerce companies that distributes approx. 200 different products from the areas of nutritional supplements and cosmetic products in 32 countries through its hundreds of thousands registered distributors.

LR is a member of the European association Direct Selling Europe (DSE) and has around 1,200 employees across the globe. With quality "Made in Germany" and a unique business model, we have been a successful European business for almost 40 years.

In 2023, Dr Andreas Laabs took over the role of Chief Executive Officer. Dr Laabs, who has already been part of LR as managing director since 2014, is successfully driving the development of the LR Group together with Andreas Grootz, General Manager Legal & New Markets, Patrick Sostmann, General Manager Sales & Marketing and Thomas Heursen, General Manager Global Partner Relations, as well as his entire management team.

In February 2021, LR Global Holding GmbH successfully entered the capital market by issuing a bond. This bond was redeemed in 2024 and a new one was issued by the new parent company, LR Health & Beauty SE. In the past years, LR continued its dynamic growth course in order to further develop LR into a leading social commerce company. To this end, LR's structures were further aligned with the digitization trend in the market (e.g. LRneo with all its digital tools) and new blockbuster products were continuously launched.

Despite external circumstances such as the war in Ukraine, high inflation rates and cautious consumer sentiment, LR was able to further stabilize and increase its growth trend in 2024 and achieved a sales growth of 4,6%.

Thanks to our unique business opportunity and our innovative and competent health and beauty solutions, we sustainably improve the quality of life for many people. With an individual career program, targeted training, excellent service and a wide range of training tools, we have been leading our distributors to business success for almost 40 years. Our customers should feel healthy and beautiful when using our products. Irrespective of place, time, economic crises or other external challenges, we are offering an attractive and individual purchasing experience on our digital social commerce platforms - 24/7.

OUR SOCIAL COMMITMENT: LR GLOBAL KIDS FUND E.V.

"More quality for your life" not only applies to the products and the business model, but also to the social commitment of LR Health & Beauty. The charity, founded in 2009 and since September 2023 under the leadership of Kirsten Ueckmann as Chairwomen, is based on the collective commitment of the company, its employees, distributors and customers and supports children's aid projects in many LR countries.





OUR VISION & MISSION

Our VISION is to be the world's most attractive company in social commerce. **Our MISSION** is to offer people the best choice to live a self-determined life. We succeed because of our business opportunity and high-quality health and beauty solutions.

MORE STABILITY



OUR INNOVATIVE PRODUCTS

Our product portfolio comprises cutting-edge health and beauty solutions that combine natural ingredients with scientific innovation. This includes care products and decorative cosmetics, perfumes and nutritional supplements. In our modern aloe vera production facility with innovative high-tech machinery, we produce high-quality aloe vera drinking gels with up to 98% aloe vera leaf fillet content, setting standards throughout Europe. At the company's own development center, experts from the fields of cosmetics and health constantly research and work on new solutions and products. Numerous marketing awards and certificates by renowned German institutes such as SGS INSTITUT FRESENIUS or Dermatest, confirm the high quality and innovative strength of our products. The secret to our success? We have always banked on the quality principle "Made in Germany" and manufacture over 90% of our products in Germany. The high product quality is ensured by strict internal controls and double-checked by renowned and independent laboratories. We do not use animal testing and set great store by using reusable raw materials. We also promote environmentally friendly production processes and energy-saving logistics solutions.

With the LR ZEITGARD Pro Cosmetic Device launched in autumn 2022, LR achieved a quantum leap in apparative cosmetics. It is an innovative 4-in-1 device and a perfect recruiting tool for our distributors worldwide.

In January 2023, we had the next big launch: LR FIGUACTIVE. The products are better than ever and within the brand LR BODY MISSION, the highquality products offer everyone the smart way to a good body feeling. We achieved another successful launch in September 2023 with our "Mind Master Formula Gold" product – a daily drink containing a unique formula of vitamins, energy nutrients and antioxidants for mental well-being.



In April 2024, we launched a very successful product concept, the LR HEALTH MISSION – a well thought-out 3 to 6-months support for intestinal, liver and cell metabolism. In September 2024, we presented our new premium make-up brand LR ZEITGARD Signature – a high-end cosmetic line with state-of-the-art make-up essentials for all skin tones, created by make-up artists.

OUR BUSINESS CONCEPT

For almost 40 years, we have been giving people the opportunity to shape their lives independently and successfully by becoming LR distributors. Thousands of LR distributors have achieved financial freedom and a better quality of life thanks to LR. They are all part of an international team that has established LR's success with a modern sales system, digital possibilities, enthusiasm for fantastic products and plenty of passion.

The LR business model offers independence coupled with the security of a large company that supports its distributors in all phases of their careers. Also in difficult times, like in the past three years, this concept has proven to work well – an added bonus is the team spirit in the LR community.

In 2024, we presented a unique new program, the LR BUSINESS TRACK with a guaranteed monthly bonus. This innovation in the LR career plan is a sensation in social commerce and a real game changer for our business. Because with a steady income stream the LR business is even more predictable and offers our distributors the opportunity to concentrate fully on their job.

The merging of offline and online activities has become daily business for the distributors. Working with social media platforms in particular has proven to be very efficient. It gives every distributor the opportunity to quickly and easily get in touch with other people who have the same interests. Therefore, social media is a success factor and unlocks unlimited potential for social commerce to promote their business.

OUR AWARDS



2023 GERMAN INNOVATION AWARD 2024 SPECIAL

LR received the German Innovation Award 2023 for the ZEITGARD Pro Cosmetic Device. The German Innovation Award honors products, technologies and services every year that distinguish themselves through new, innovative features.



2023 GERMAN DESIGN AWARD SPECIAL 2023

LR received the German Design Award 2023 for the ZEITGARD Pro Cosmetic Device in the category "Bath and Wellness". The device convinced the top-class jury in the "Excellent Product Design" competition with its modern and timeless product design.



2021 COMPANY AWARD FEDERAL ASSOCIATION OF DIRECT SELLING GERMANY

LR has been awarded second place in the category "Large Companies" in 2021, which means that LR achieved the second strongest sales growth in this category in 2020.



2021 TOP 100 AWARD

LR Health & Beauty Germany has received the Top 100 Award for 2021– an award for the 100 most innovative, medium-sized companies in Germany. Q1 2025 | UNAUDITED CONSOLIDATED INTERIM REPORT | LR HEALTH & BEAUTY GROUP

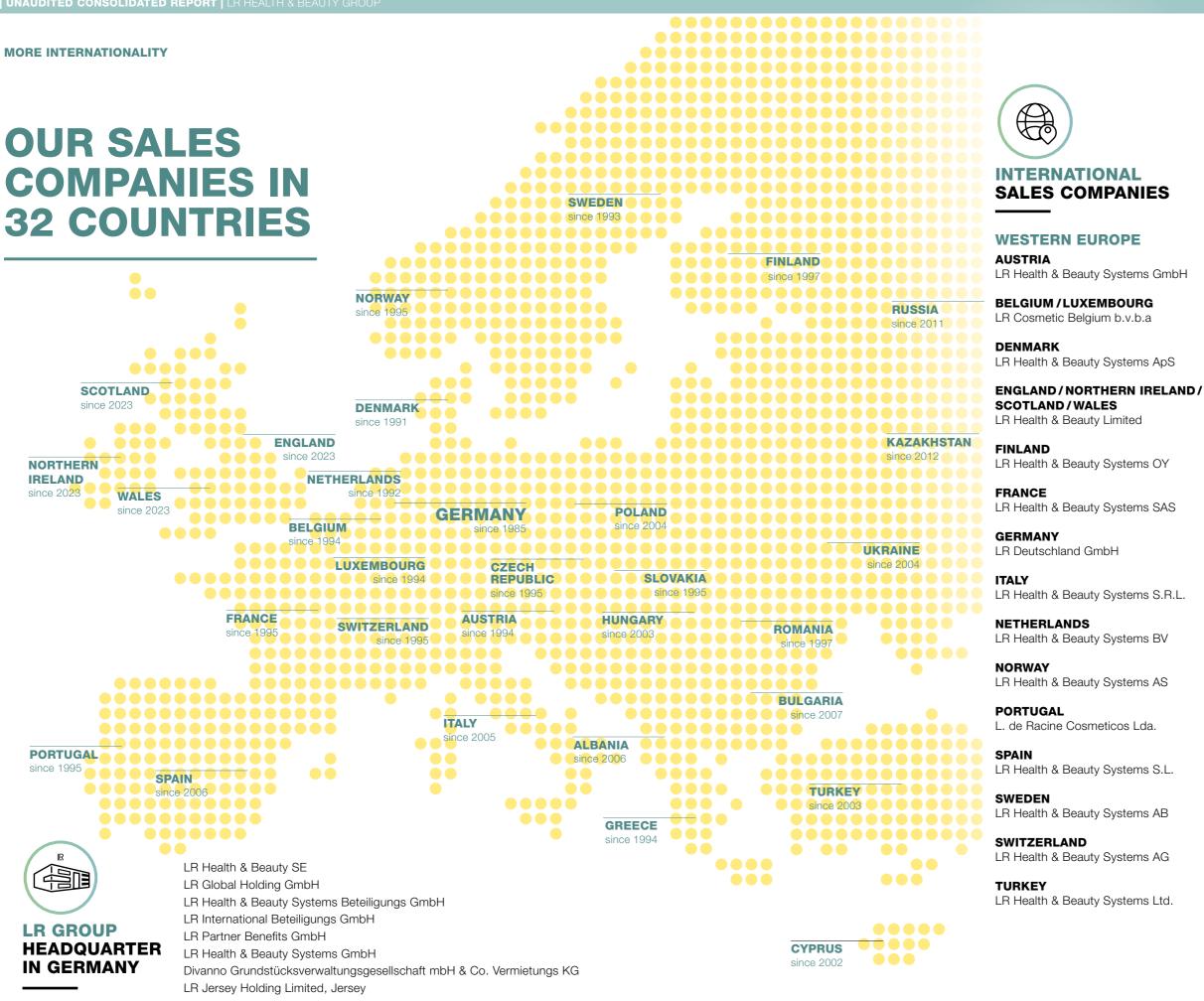


WE BELIEVE IN MORE INTERNATIONALITY

WITH OUR INTERNATIONAL SUBSIDIARIES IN 32 COUNTRIES, AROUND 1,200 EMPLOYEES AND THOUSANDS OF INDEPENDENT DISTRIBUTORS, WE ARE ONE OF THE LEADING SOCIAL COMMERCE COMPANIES IN EUROPE.







CENTRAL EASTERN EUROPE

ALBANIA LR Health & Beauty Systems Sh.p.k.

BULGARIA LR Health & Beauty Systems EOOD

CZECH REPUBLIC LR Health & Beauty Systems s.r.o.

GREECE/CYPRUS LR Health & Beauty Systems EPE

HUNGARY LR Health & Beauty Systems Kft.

POLAND LR Health & Beauty Systems Sp. z.o.o

ROMANIA LR Health & Beauty Systems S.R.L

RUSSIA/KAZAKHSTAN LR Russ 0.0.0

SLOVAKIA LR Health & Beauty Systems s.r.o

UKRAINE LR Health & Beauty Systems TOV

EXPANSION

SOUTH KOREA LR Health & Beauty LLC, South Korea





LR HEALTH & **BEAUTY GROUP**

MANAGEMENT REPORT & FINANCIAL STATEMENTS





MANAGEMENT REPORT

The LR Health & Beauty Group with its parent company LR Health & Beauty SE (hereinafter referred to as the LR Group, LR or the Group) is an internationally operating group that is primarily active in the cosmetics and dietary supplements industry. The LR Group is represented by 34 companies worldwide. The Group's production facilities are located in Ahlen (Germany), from which all subsidiaries are supplied. Research and development activities are also conducted exclusively in Germany. The product range comprises dietary supplements, perfumes, cosmetics, cosmetic devices, and accessories.

SALES AND OTHER INCOME

In the first guarter of 2025 (Q1 2025), LR Group achieved a sales volume of kEUR 74,002. This represents an increase of 2.0% compared to the first quarter of the previous year (Q1 2024: kEUR 72,584). Despite the differing developments in the various countries and thus in our two regions, LR recorded the second-best first quarter saleslevel in the company's history. This confirms the sales increase of the previous financial year 2024.

An important driver for the positive sales development is the consistent implementation of the strategic measures developed with a focus on the business opportunities of our distributors. The number of careers of our distributors has increased, resulting in improved sales levels. In addition, the revised concept for our product launches also supported the positive development. In the 2024 financial year, LR achieved two of the most successful product launches in the company's history with the comprehensive product concept "LR HEALTH MISSION" in April and LR ZEITGARD Signature, a

Other revenue amounts to kEUR 1,899 in the first quarter (Q1 2024: kEUR 2,131). Adding total sales and other revenues results in revenues before sales deductions of kEUR 75,901 for Q1 2025. After sales deductions in the amount of kEUR -2,640, revenue amounts to kEUR 73,261 in Q1 2025 (Q1 2024: kEUR 70,769. Other operating income in the first guarter of 2025 amounted to kEUR 883 (Q1 2024: kEUR 2,327).

high-quality make-up range, reduced to the essentials with great effect at the end of September.

For efficient management, the LR Group is organized into two regions:

- Region Western Europe comprises Austria, Belgium, Denmark, Finland, France, Germany, Italy, Luxembourg, Norway, Portugal, Spain, Sweden, Switzerland, the Netherlands, Turkey, and the United Kingdom.
- Region Central Eastern Europe comprises Albania, Bulgaria, Cyprus, the Czech Republic, Greece, Kazakhstan, Hungary, Poland, Romania, Russia, Slovakia, and Ukraine.

Region Western Europe, including LR's domestic market in Germany, decreased by -10.5% to kEUR 40,379 in Q1 2025 compared to kEUR 45,138 in Q1 2024. Sales in region Central Eastern Europe increased by +23.0% to kEUR 33,473 in Q1 2025 compared to kEUR 27,214 in Q1 2024.

COST STRUCTURE

LR Group's cost of materials increased by kEUR 266 to kEUR 13,645 in the first guarter of 2025 compared to Q1 2024 with kEUR 13,379.

LR HEALTH & BEAUTY GROUP

Changes in finished goods and work in progress amount to kEUR 799 in Q1 2025 (Q1 2024: kEUR 136). Thus, the total of cost of materials and changes in finished goods and work in progress decreased to kEUR 12,846 in Q1 2025 compared to kEUR 13,243 in Q1 2024. In relation to sales, this corresponds to a decreased ratio of 17.4% compared to 18.2% in Q1 2024.

Personnel expenses decreased in the first guarter of 2025 to kEUR 14,720 compared to kEUR 15,065 in Q1 2024. The headcount stood at 1.201 as of March 31, 2025. This corresponds to a slight decrease compared to the end of the previous year (1,204 as of December 31, 2024) and to a decrease compared to the end of the first quarter of the previous year (1,223 as of March 31, 2024).

Other operating expenses slightly increased to kEUR 39,188 in the first guarter of 2025 compared to kEUR 38,655 in the previous year. This increase is mainly caused by higher costs for bonus payments to distributors related to the higher sales volume.

ECONOMIC RESULTS

Q1 2025 closed with an increased reported EBITDA of kEUR 7,390 compared to Q1 2024 with kEUR 6,133. This is mainly due to the increase in sales while costs grew only slightly. Taking into account exceptional items of kEUR 844 in Q1 2025 (Q1 2024: kEUR 1,716), the normalized EBITDA amounted to kEUR 8,234 (Q1 2024: kEUR 7,849). Deducting amortization and depreciation in the amount of kEUR 3,332 in Q1 2025 (Q1 2024: kEUR 3,136) from the reported EBITDA results in an EBIT of kEUR 4,058 in Q1 2025 (Q1 2024: kEUR 2,997).

The financial result, including interest expenses for the corporate bond amounted to kEUR -4,470 in Q1 2025 (Q1 2024: kEUR -7,080; affected by one-off expense resulting from the repayment of the corporate bond of LR Global Holding GmbH in the first quarter 2024). After deducting income taxes

in the amount of kEUR -66 for Q1 2025 (Q1 2024: kEUR -1.334), the loss for the period amounts to kEUR -478 for the first guarter of 2025 (Q1 2024: kEUR -5,417).

FINANCIAL STATUS

Overall, total assets slightly increased from kEUR 225,571 as of December 31, 2024 (PY), to kEUR 227,376 as of March 31, 2025. Non-current assets increased to kEUR 154,568 compared to kEUR 152,218 at the end of the previous year, driven by an increase in right-of-use assets. Current assets slightly decreased by kEUR -545 to kEUR 72,808 at March 31, 2025 compared to kEUR 73,353 at the previous year end. Inventories increased to kEUR 28.347 (PY: kEUR 26.724) and trade receivables increased to kEUR 15,843 (PY: kEUR 14,591) while other assets decreased to kEUR 9,107 (PY: kEUR 11,201). The cash level decreased from kEUR 19,641 at the end of the previous year to kEUR 18,171 as of March 31, 2025.

The equity was reduced by the negative total comprehensive income of kEUR -424, resulting in total equity of kEUR 14,836 as of March 31, 2025 (PY. kEUR 15,260). This corresponds to an equity share of 6.5% (PY: 6.8%). It includes an amount of kEUR 1,376 from the shareholder loan of kEUR 4,000 nominal value that has been allocated to the capital reserve. Adding the remaining part of the shareholder loan amounting to kEUR 2,950, results in economic equity of kEUR 17,786, which corresponds to an economic equity ratio of 7.8% (PY: 8.0%).

The liabilities are mainly characterized by the corporate bond. On February 19, 2024, LR SE placed a senior secured corporate bond in the amount of EUR 130 million and issue proceeds of around EUR 125 million. The carrying amount of the corporate bond in the Group of kEUR 125,372 corresponds to the issue amount less the acquisition commission recognized, which is added back pro rata over the term of the bond plus accrued interest. The bond is issued in the so-called "Nordic

Bond Format" under Swedish law and with the involvement of Nordic Trustee & Agency AB as trustee. The bond has an interest rate of 7.5% + 3M EURIBOR (with a floor of zero) and matures on March 6, 2028. It is traded on the Open Market of the Frankfurt Stock Exchange and on February 28, 2025, the Nasdag Stockholm admitted the listing of the bond on the regulated market.

Non-current liabilities increased to kEUR 155,669 as of March 31, 2025, compared to kEUR 154,373 at the end of the previous year. This is mainly caused by an increase in lease liabilities. The non-current liabilities also include a shareholder loan with an interest rate of 0.5% and a due date of March 30. 2028. Due to partial allocation to the capital reserve in the amount of kEUR 1,376, as of March 31, 2025, the carrying amount of the subordinated loan with a nominal value of kEUR 4,000 amounts to kEUR 2,950. Current liabilities slightly increased to kEUR 56,871 as of March 31, 2025 compared to kEUR 55,938 as of December 31, 2024.

Cash flow from operating activities increased to kEUR 4,990 in Q1 2025 from kEUR 3,472 in Q1 2024. All relevant factors affecting operating cash flow, such as profit, changes in inventories or trade receivables and trade payables, are outlined in the sections above. Cash flow from investing activities amounted to kEUR -776 in Q1 2025 (Q1 2024: kEUR -769) and is therefore almost stable compared to the same periods of the previous year. Thus, free cash flow, including cash flow from operating activities and cash flow from investing activities, increased to kEUR 4,214 in Q1 2025 compared to kEUR 2,703 in Q1 2024. Cash flow from financing activities amounted to kEUR -6,144 in Q1 2025 (Q1 2024: kEUR -7,218). Overall, total cash flow amounted to kEUR -1,930 in the first quarter of 2025 (Q1 2024: kEUR -4,515). Including changes in cash due to exchange rates, cash amounted to kEUR 18,171 as of March 31, 2025.

OUTLOOK/GUIDANCE

The development of the overall economic situation and its impact on the various LR markets remains difficult to assess. The further course of the war in Ukraine, the mutual sanctions between Russia and the European Union, the persistence of the current decline in inflation rates and their impact on the general interest rate level, international trade conflicts and their impact on economic development, and the general consumer sentiment are factors that are difficult to calculate.

Against this backdrop, the Management Board still expects stable to moderately increasing sales (revenue from goods sold) in the 2025 financial year. Taking into account the expected sales and the absence of one-off costs compared to the previous vear, e.g. for the refinancing of the bond, the management still assumes that a significantly higher EBITDA can be achieved in the LR Group.

Munich, May 23, 2025

LR Health & Beauty SE - Executive Board -

A. Kul Dr. Andreas Laabs

Andreas Grootz (General Manager)



DR. ANDREAS LAABS ANDREAS GROOTZ CEO



GENERAL MANAGER

LR HEALTH & BEAUTY GROUP

INTERIM CONDENSED CONSOLIDATED BALANCE SHEET AS OF MARCH 31, 2025

R	Note	Mar. 31, 2025	Dec. 31, 2024
Non-current assets			
Intangible assets		120,388	120,705
Property, plant and equipment	7.	12,761	12,820
Right-of-use assets		19,361	16,941
Deferred taxes		2,058	1,752
		154,568	152,218
Current assets			
Inventories	8.	28,347	26,724
Trade receivables	9.	15,843	14,591
Income tax receivables		1,340	1,196
Other assets		9,107	11,201
Cash	10.	18,171	19,641
		72,808	73,353
TAL ASSETS		227,376	225,571

INTERIM CONDENSED CONSOLIDATED BALANCE SHEET AS OF MARCH 31, 2025

kEUR

Eq	uity
	Subscribed capital
	Capital reserve
	Currency translation reserve
	Accumulated loss
тота	L EQUITY
No	n-current liabilities
	Provisions
	Deferred taxes
	Liabilities from bonds
	Liabilities from loans
	Liabilities from shareholder loans
	Lease liabilities
	Other liabilities

Current liabilities Trade payables

Trade payables
Other liabilities
Lease liabilities
Liabilities from loans
Income tax liabilities
Provisions

TOTAL EQUITY AND LIABILITIES

laı	r. 31	, 20	25	Dec	. 31, 20)24
		10,1	20		10,1	120
	1	51,5	06		151,5	506
		-8,6	77		-8,7	731
	-13	38,1	13		-137,6	535
		14,8	36		15,2	260
		4	69			447
		5,1				945
	1:	25,3			124,9	
		7,6				730
		2,9				372
		14,1			12,1	
			0		2	286
	1	55,6	69		154,3	373
		32,4	63		34,2	215
		, 10,5				463
		6,4			5,8	342
			76			374
		3,4	73		2,8	320
		3,5				224
	ļ	56,8			55,9	738

227,376

225,571

INTERIM CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS FOR THE PERIOD JAN. 1, 2025 TO MAR. 31, 2025

			1,004		.,
Income taxes	6.	-66	-1,334	-66	-1.334
Profit or loss before tax		-412	-4,083	-412	-4,08
Financial result		-4,470	-7,080	-4,470	-7,08
Amortization and depreciation		-3,332	-3,136	-3,332	-3,13
EBITDA	4.	7,390	6,133	7,390	6,13
Other operating expenses		-39,188	-38,655	-39,188	-38,65
 b) Expenses for social security and pension schemes 		-2,278	-2,162	-2,278	-2,16
a) Wages and salaries		-12,442	-12,903	-12,442	-12,90
Personnel expenses		-14,720	-15,065	-14,720	-15,06
b) Cost of purchased services		-1,651	-2,073	-1,651	-2,07
a) Raw materials and supplies		-11,994	-11,306	-11,994	-11,30
Cost of material		-13,645	-13,379	-13,645	-13,37
Other operating income		883	2,327	883	2,32
Changes in finished goods and work in progress		799	136	799	13
Revenue	3. to 4.	73,261	70,769	73,261	70,76
EUR	Note	Q1 2025	Q1 2024	YTD 2025	YT 202

INTERIM CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD JAN. 1, 2025 TO MAR. 31, 2025

kEUR

Profit or loss for the period

Components of other comprehensive income which will be reclassified to profit or loss after tax in subsequent period

Currency translation differences

TOTAL COMPREHENSIVE INCOME

	Q1 2025	Q1 2024	YTD 2025	YTD 2024
	-478	-5,417	-478	-5,417
oe ods	54	-617	54	-617
	54	-617	54	-617
	-424	-6,034	-424	-6,034

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INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD JAN. 1, 2025 TO MAR. 31, 2025

EUR	Sub- scribed capital	Capital reserve	Accumu- lated loss	Currency translation reserve	Total equity
Jan. 1, 2025	10,120	151,506	-137,635	-8,731	15,260
Currency translation differences	0	0	0	54	54
Profit or loss for the period	0	0	-478	0	-478
Mar. 31, 2025	10,120	151,506	-138,113	-8,677	14,836
Jan. 1, 2024	10,120	150,130	-125,812	-7,209	27,229
Currency translation differences	0	0	0	-1,522	-1,522
Contribution of the shareholder loan at nominal value	0	1,376	0	0	1,376
Profit or loss for the period	0	0	-11,823	0	-11,823
Dec. 31, 2024	10,120	151,506	-137,635	-8,731	15,260

INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE PERIOD JAN. 1, 2025 TO MAR. 31, 2025

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EUR		Q1 2025	Q1 2024	YTD 2025	YTD 2024
l. Cash flow from operating activities	Note				
Profit or loss for the period		-478	-5,417	-478	-5,417
Amortization and depreciation (+) of fixed assets		3,332	3,136	3,332	3,136
Increase (+) / reduction (-) in provisions		380	858	380	858
Other non-cash expenses (+) / income (-)		56	-151	56	-151
Increase (-) / reduction (+) in inventories, trade receivables and other assets		-1,177	-766	-1,177	-766
Increase (+) / reduction (-) in trade payables and other liabilities		-976	-1,710	-976	-1,710
Interest expenses (+) / interest income (-)		4,470	7,080	4,470	7,080
Income tax expenses (+) / income (-)	7.	66	1,334	66	1,334
Income taxes paid (-)		-683	-892	-683	-892
CASH FLOW FROM OPERATING ACTIVITIES		4,990	3,472	4,990	3,472
2. Cash flow from investing activities		-,		-,	
Payments from (+) the disposal of property, plant and equipment		0	16	0	1
Payments for (-) investments in property, plant and equipment		-339	-186	-339	-18
Payments for (-) investments in intangible assets		-437	-599	-437	-599
CASH FLOW FROM INVESTING ACTIVITIES		-776	-769	-776	-769

3. Cash flow from financing activities

- Proceeds (+) from the issue of bonds
- Proceeds (+) from shareholder loan
- Proceeds (+) from interest
- Repayment (-) of bonds
- Repayment (-) of loan
- Payments for (-) interest
- Repayment (-) of lease liabilities

CASH FLOW FROM FINANCING ACTIVITIES

4. Cash at the end of period

- Net increase (+) / decrease (-) in cash
- Changes in cash due to exchange rates
- Cash at the beginning of period

CASH AT THE END OF PERIOD

122,135	0	122,135	0	
4,000	0	4,000	0	
51	65	51	65	
	0		0	
-90	-93	-90	-93	
-4,030	-3,482	-4,030	-3,482	
-2,471	-2,634	-2,471	-2,634	
-7,218	-6,144	-7,218	-6,144	

18,171	19,053	18,171	19,053
19,641	23,955	19,641	23,955
460	-387	460	-387
-1,930	-4,515	-1,930	-4,515

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LR HEALTH & BEAUTY SE MUNICH/GERMANY

NOTES TO THE INTERIM CONDENSED CONSOLIDATED **FINANCIAL STATEMENTS**

1. INFORMATION ON THE GROUP

LR Health & Beauty SE (hereinafter referred to as "LR SE") is a European stock corporation incorporated in Germany pursuant to Art. 3 (2) SE Regulation and has its registered office in Munich, Germany, and is registered in the commercial register of Munich under HRB No. 258262. The business address of the company is Kruppstraße 55, 59227 Ahlen, Germany.

LR SE and its subsidiaries (hereinafter jointly referred to as "the Group") are an internationally operating enterprise with a primary focus on cosmetics and dietary supplements. LR SE is represented with 34 subsidiaries worldwide. The Group's production sites are located in Ahlen (Germany). All subsidiaries are supplied from Ahlen. Research and development is also implemented exclusively in Germany.

The Group markets its products focused on the European and Asian social commerce markets. The product range comprises dietary supplements, perfumes, cosmetics, and accessories. The Group's business is primarily determined by private consumption and the pertinent cosmetics and food laws.

The ultimate controlling parent company is Aloco Holding S.à r.l, with registered office in Luxembourg, Luxembourg,

2. BASIS FOR PREPARING THE FINANCIAL STATEMENTS AND CHANGES **TO THE GROUP'S ACCOUNTING POLICIES**

a. Basis for preparing the financial statements

The unaudited interim condensed consolidated financial statements for the financial year 2024, have been prepared in accordance with IAS 34 Interim Financial Reporting. They are prepared in line with the International Financial Reporting Standards (IFRS) and its interpretations adopted by the International Accounting Standards Board (IASB) for interim financial information, effective within the European Union. Accordingly, these financial statements do not include all of the information and footnotes required by IFRS for complete financial statements for year-end reporting purposes and should be read in conjunction with the Group's annual consolidated financial statements as of December 31, 2024.

The Group assets were assessed according to the going-concern principle, i.e., with the assumption of continuation of the Company.

The functional currency and reporting currency of the Group is euro (EUR). The consolidated financial statements are prepared in euro, as the majority of transactions within the Group is implemented in said currency. Unless specified otherwise, all values are rounded up or rounded off to full thousand euro (kEUR).

b. New standards, interpretations and amendments adopted by the Group

The accounting policies adopted in the preparation of the unaudited interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended December 31, 2024. The Group has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective or not yet endorsed by the EU.

Several amendments apply for the first time in 2025, but do not have an impact on the unaudited interim condensed consolidated financial statements of the Group.

3. REVENUE FROM CONTRACT WITH CUSTOMERS

Revenues in the regions essentially comprise revenues from products of the Group. Other revenues comprise revenues from services rendered such as cost allocations, seminars, and events as well as revenue of kEUR 988 (PY: kEUR 1,166) recognized over time from subleasing vehicles to partners. The revenue reductions mainly comprise revenue-based discounts to partners.

4. OPERATING SEGMENTS

For management purposes, the Group is organized into business units and its respective local companies and establishments are combined into two regions. In some cases, the local companies are assigned to a region geographically, in other cases they are assigned individually.

The two reported regions break down in detail as follows:

- Region Western Europe comprises Austria, Belgium, Denmark, Finland, France, Germany, Italy, Luxembourg, Norway, Portugal, Spain, Sweden, Switzerland, the Netherlands, Turkey and United Kingdom.
- Region Central Eastern Europe comprises Albania, Bulgaria, Cyprus, Czech Republic, Greece, Kazakhstan, Hungary, Poland, Romania, Russia, Slovakia and Ukraine.

The regions are managed by the respective vice presidents of the region. The management board of LR SE is the chief operating decision maker, who separately monitors the region's operating results to make decisions about resources to be allocated and assess its performance. For the analysis of business performance and the Group's situation, the management board uses earnings before interest, taxes, depreciation, and amortization (EBITDA) as well as revenue without other revenue and before revenue reductions as financial ratios which are compared with the latest forecast for the reporting period. Group financing (including finance costs, finance income and other income) and income tax expenses are managed on a group basis and are not allocated to operating regions.

Transfer prices between the German production company and the local sales companies are based on the transactional net margin method in accordance with the OECD Guidelines. Transfer prices between the regions are on an arm's length basis in a manner similar to transactions with third parties.

The table below shows revenue, EBITDA, and goodwill of the LR Group's regions for the first three month ended Mar. 31, 2025:

kEUR	Region Western Europe	Region Central Eastern Europe	Total Segments	Adjust- ments	Total
Revenue external customers	40,379	33,473	73,852	150	74,002
Revenue other segment	13,522	465	13,987	-13,987	0
Revenue other	889	607	1,496	403	1,899
Revenue reduction	-1,187	-1,453	-2,640	0	-2,640
TOTAL REVENUE	53,603	33,092	86,695	-13,434	73,261
Segment EBITDA	6,750	3,539	10,289	-2,899	7,390
Goodwill	77,422	24,097	101,519	3	101,522

The table below shows revenue, EBITDA, and goodwill of the LR Group's regions for the first three months ended Mar. 31, 2024:

kEUR	Region Western Europe	Region Central Eastern Europe	Total Segments	Adjust- ments	Total
Revenue external customers	45,138	27,214	72,352	231	72,583
Revenue other segment	9,904	336	10,240	-10,240	0
Revenue other	966	780	1,746	385	2,131
Revenue reduction	-2,421	-1,524	-3,945	0	-3,945
TOTAL REVENUE	53,587	26,806	80,393	-9,624	70,769
Segment EBITDA	5,792	3,156	8,948	-2,815	6,133
Goodwill	77,422	24,097	101,519	3	101,522

The "Adjustments" column largely contains the Group's holding and management companies as well as eliminations. For a reconciliation of earnings before taxes please refer to the income statement.

5. IMPAIRMENT TESTING OF GOODWILL AND INTANGIBLE ASSETS WITH **INDEFINITE LIVES**

The Group performed its annual impairment test in December and when circumstances indicated that the carrying value may be impaired or if segments are changed. The Group's impairment test for goodwill and intangible assets with indefinite lives is based on value-in-use calculations. The key assumptions used to determine the recoverable amount units were disclosed in the annual consolidated financial statements for the year ended December 31, 2024.

For the allocation of goodwill to segments, we refer to note 4.

The last test performed in December 2024 concluded that no impairment is required.

6. INCOME TAX

The Group calculates the period income tax expense using the tax rate that would be applicable to the expected total annual earnings. The major items of income tax expenses for the first three months ended March 31, 2025 and March 31, 2024 are as follows:

kEUR

Current income tax		
Current tax expenses	-1,139	-810
Deferred tax result		
Origination and reversal of temporary differences	1,073	-524
from deferred tax assets	297	-21
from deferred tax liabilities	776	-503
TOTAL	-66	-1,334

7. PROPERTY, PLANT AND EQUIPMENT

Acquisitions and disposals

During the first three months ended March 31, 2025, the Group acquired assets with total acquisition costs of kEUR 339 (2024: kEUR 186). The major part of the acquisition belongs to other technical and office equipment.

No major disposal took place in the first three months ended March 31, 2025.

8. INVENTORIES

Inventories are measured at the lower of cost and net realizable value.

kEUR		
Raw materials and supplies		
Work in progress		
Finished products		
Goods for sale		
Goods in transit		

TOTAL INVENTORIES

Impairment of inventories recognized as expenditures amounts to kEUR 355 (2024: kEUR 276)

2025 2024

ar. 31, 2025	Dec. 31, 2024
5,758	6,247
750	394
16,205	15,095
4,854	4,573
780	415
28,347	26,724

9. FINANCIAL ASSETS AND FINANCIAL LIABILITIES

All assets and liabilities, for which the fair value is disclosed in the financial statements, are categorized within the measurement hierarchy, described as follows, based on the lowest level input that is significant to the fair-value measurement as a whole:

- Level 1: Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2: Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3: Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

With the exception of trade receivables, the Group measures financial assets at amortized cost plus transaction costs incurred. Trade receivables are measured at the transaction price.

Financial liabilities are initially measured at fair value or fair value less transaction costs. The Group's financial liabilities include trade payables, lease liabilities, other financial liabilities, bonds, and liabilities from loans.

Due to the maturity, the fair value of the financial assets including trade receivables and cash corresponds to the reported carrying amount. Also, the fair value of the trade payables and the lease liabilities corresponds to the reported carrying amount due to the maturity.

For the interest-bearing financial liabilities, the quantitative disclosures for fair value measurement of liabilities according to hierarchy as of March 31, 2025, as follows:

		Fair valu	le measuremen	t using	
kEUR		Quoted prices in ac- tive markets	Significant observable inputs	Significant unobserva- ble inputs	
	Carrying amount	Level 1	Level 2	Level 3	Total
Liabilities for which a fair value is reported	amount	Level I		Level J	Totat
Interest bearing loans					
Corporate bond 2024/2028	125,372	124,800	0	0	124,800
Fixed-rate loan	8,011	0	6,871	0	6,871
Fixed-rate shareholder loan	2,950	0	3,067	0	3,067

The fair value of the corporate bonds is based on the observed market price of EUR 960.00 per bond as of March 31, 2025.

The determination of the fair value of the fixed-rate loan is based on the development of the interest-yield curve for listed German Federal securities with a twenty-year term to maturity.

The determination of the fair value of the fixed-rate shareholder loan is based on the interest rate of the corporate bond as the issue date and duration is nearly the same.

For the interest-bearing financial liabilities, the quantitative disclosures for fair value measurement of liabilities according to hierarchy as of December 31, 2024, as follows:

		Fair value measurement using			
kEUR		Quoted prices in ac- tive markets	Significant observable inputs	Significant unobserva- ble inputs	
	Carrying amount	Level 1	Level 2	Level 3	Total
Liabilities for which a fair value is reported					
Interest bearing loans					
Corporate bond 2024/2028	124,974	118,625	0	0	118,625
Fixed-rate loan	8,104	0	7,273	0	7,273
Fixed-rate shareholder loan	2,872	0	2,959	0	2,959

The fair value of the corporate bonds is based on the observed market price of EUR 912.50 per bond as of December 31, 2024

Financial liabilities

On February 19, 2024, LR SE placed a senior secured corporate bond (ISIN: NO0013149658) with a nominal issue volume of EUR 130 million and issue proceeds of approximately EUR 125 million. The bond 2024/2028 is issued in the so-called "Nordic bond format" under Swedish law and with the involvement of Nordic Trustee & Agency AB as trustee. On February 28, 2025, the Nasdaq Stockholm admitted the listing of the senior secured corporate bond on the regulated market. The bond is even traded in the Open Market of the Frankfurt Stock Exchange.

The bond 2024/2028 bears interest at EURIBOR +7.50% (with a floor of zero). Interest is payable every three months. The bond 2024/2028 matures on March 6, 2028. The interest rate of the bond is currently 9.999%.

The Group companies have deposited collateral in this context. In addition, covenants in the form of a leverage ratio and a pre-IFRS 16 leverage ratio were agreed. The Group performs quarterly a maintenance test if these covenants are met. For the first quarter ended March 31, 2025, the covenants are met.

As of March 31, 2024, the carrying amount of the liabilities from the bond 2024/2028 was kEUR 125,372 and included accrued interest and capitalized transaction costs.

For further information regarding the fixed-rate shareholder loan, please refer to Note 11.

10. CASH

The Group has pledged a part of its cash at banks to fulfil collateral requirements.

Cash comprised the following as of March 31, 2025, and December 31, 2024:

kEUR	Mar. 31, 2025	Dec. 31, 2024
Cash at hand	60	90
Cash at banks	18,111	19,551
CASH	18,171	19,641

11. RELATED PARTY DISCLOSURES

For the Group, related companies and parties pursuant to IAS 24 are companies or parties which directly or indirectly control or are controlled by the Group or are under the joint control of and/or significantly influence the Group or are significantly influenced by the latter as well as members of the management in key positions.

Accordingly, the direct and ultimate parent company of LR SE, Aloco Holding S.à r.l., Luxembourg, Luxembourg, members of the management board as well as their relatives, members of the LR Health & Beauty SE supervisory board and subsidiaries of the Group are defined as related companies or parties.

On March 7, 2024, LR SE and Aloco Holding S. à. r. l. closed a fixed-rate shareholder loan agreement about an amount of 4 million Euro. The loan bears an interest rate of 0.5% p. a. The loan and the related interest are due March 30, 2028. Full or partial redemption of the loan is allowed at any time. Upon initial recognition, the loan is measured at a fair market interest rate, as the interest rate does not comply to the "at arm's length" principle compared to the interest rate of the simultaneously issued bonds in the amount of 3-Months-EURIBOR +7.5%. The difference resulting from the valuation amounts to kEUR 1,376. As the loan is a transaction with the shareholders, the difference resulting from the valuation is recognized as a contribution to capital reserve. As a result of the valuation, the loan is subject to interest at the fair market interest rate.

For the first three months ended Mar. 31, 2025, the related interest expense amounts to kEUR 79 (PY: kEUR 1). As of December 31, 2024, the carrying amount of the loan was kEUR 2,950 (PY: kEUR 4,001) including accrued interests.

Remuneration to individuals in key positions of the Group

kEUR	2025	2024
Short-term exmployee benefits	1,578	1,502
TOTAL REMUNERATION TO INDIVIDUALS IN KEY POSITIONS OF THE GROUP	1,578	1,502

The amounts shown in the table were recognized as expenditure in the reporting period in connection with individuals in key positions.

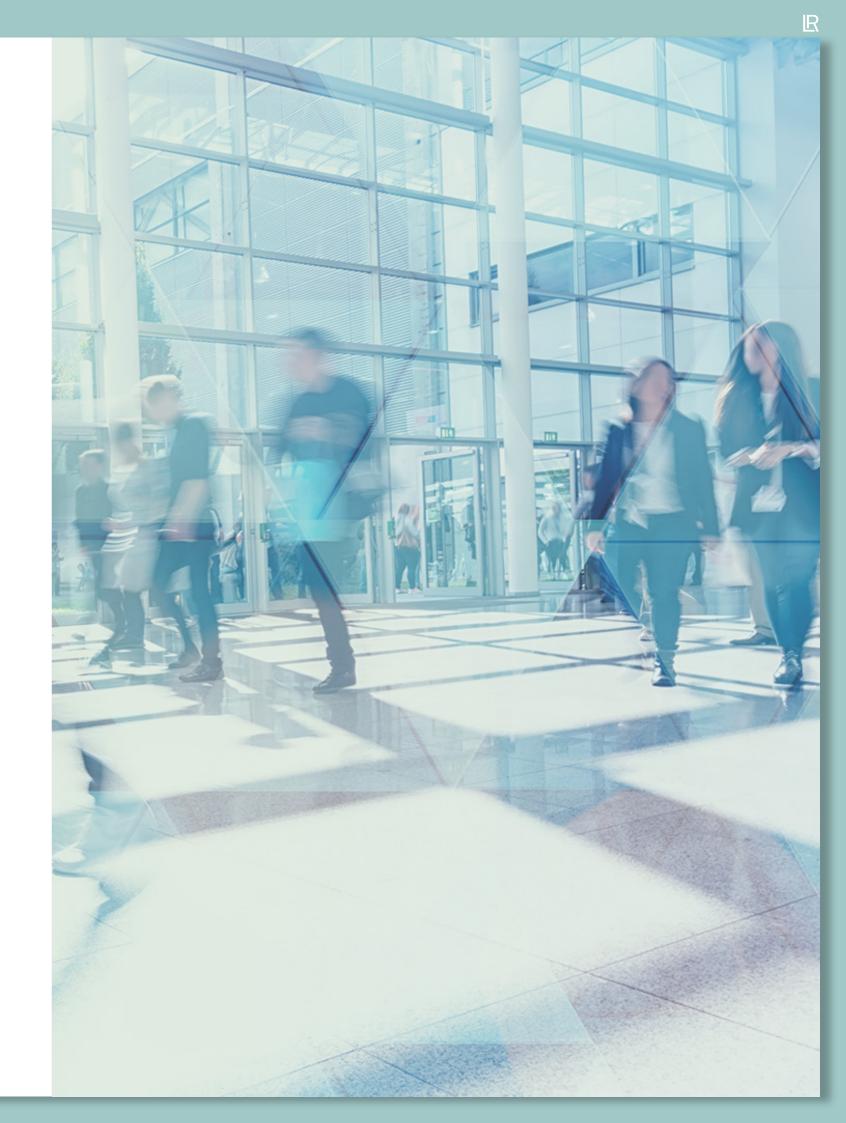
Munich, May 23, 2025

LR Health & Beauty SE - Executive Board -



Andreal Greek

Andreas Grootz (General Manager)





LR HEALTH & **BEAUTY SE**

MANAGEMENT REPORT & FINANCIAL STATEMENTS

MANAGEMENT REPORT

LR Health & Beauty SE (hereinafter referred to as "LR SE") is a European stock corporation incorporated in Germany with registered office in Munich, Germany, while the business address of the company is Kruppstrasse 55, 59227 Ahlen, Germany. LR SE is a holding company and holds direct or indirect shares in 33 active subsidiaries. LR SE and its subsidiaries (hereinafter jointly referred to as "LR Group", "LR Health & Beauty Group", or "the Group") are an internationally operating enterprise with a primary focus on cosmetics and dietary supplements.

In the first guarter of 2025 (Q1 2025), LR SE's revenues slightly increased to kEUR 236 compared to kEUR 226 in the first guarter of the previous year (Q1 2024). This mainly results from cost allocations to LR Health & Beauty Systems GmbH, Ahlen, for services rendered. Other operating income amounted to kEUR 6 in Q1 2025 (Q1 2024: kEUR 14).

Personnel expenses decreased from kEUR 493 in Q1 2024 to kEUR 347 in Q1 2025. Other operating expenses of LR SE, including legal and consulting fees, allowances for the Supervisory Board and travel expenses, amounted to kEUR 320 in the first quarter of 2025. This corresponds to a significant decline compared to the previous year (kEUR 685), which mainly results from legal and consulting fees related to the issuance of the corporate bond in Q1 2024.

The financial result amounted to kEUR -452 in Q1 2025 (Q1 2024: kEUR -141). It mainly results from interest expenses of the corporate bond, on the one hand, and from interest income from the intercompany loan to LR Global Holding GmbH, on the other hand.

Income taxes amounted to kEUR 340 in Q1 2025 (Q1 2024: kEUR 0). Overall, the net loss of the first guarter 2025 amounted to kEUR -1,217 (Q1 2024: kEUR -1,079).

Total assets as of March 31, 2025 increased to kEUR 286,468 compared to kEUR 286,596 as of December 31, 2024 (PY). The non-current assets remained stable at kEUR 281,278 compared to previous' year-end (kEUR 281,273) and consists of shares in affiliates, which remained constant at kEUR 152,458 (PY: kEUR 152,458) and loans to affiliates of kEUR 128.820 (PY: kEUR 128.815). Current assets increased from kEUR 1,146 as of December 31, 2024, to kEUR 1,354 as of March 31, 2025. This includes receivables from affiliates in the amount of kEUR 1,216 (PY: kEUR 1,067). In August 2024, LR SE was included in a cash pooling agreement with LR Health & Beauty Systems GmbH (cash pool leader), thus the cash balance amounted to kEUR 0 at the end of Q1 2025 (PY: kEUR 0). Prepaid expenses include the original issue discount on the corporate bond with a carrying amount of kEUR 3,836 (PY: kEUR 4,177; valuation according to German GAAP [Handelsgesetzbuch] differs from IFRS valuation in the Group reporting).

Equity decreased by the net loss in Q1 2025 in the amount of kEUR -1,217, from kEUR 140,326 as of December 31, 2024, to kEUR 139,109 as of March 31, 2025.

Provisions increased from kEUR 2.281 as of December 31, 2024, to kEUR 2,918 as of March 31, 2025, including tax provisions in the amount of kEUR 1,702 (PY: kEUR 1,362). Liabilities increased from kEUR 138,765 as of December 31, 2024, to kEUR 139,217 as of March 31, 2025. The liabilities are mainly characterized by the liabilities

to shareholders in the amount of kEUR 4,021 (valuation according to German GAAP [Handelsgesetzbuch] differs from IFRS valuation in the Group reporting; PY: kEUR 4,016), liabilities to affiliates in the amount of kEUR 3,964 (PY: kEUR 3,364) and to liabilities from the corporate bond in the amount of kEUR 131,155 (PY: kEUR 131,241; valuation according to German GAAP [Handelsgesetzbuch] differs from IFRS valuation in the Group reporting). On February 19, 2024, LR SE placed a senior secured corporate bond (ISIN: NO0013149658) with a nominal issue volume of EUR 130 million and issue proceeds of approximately EUR 125 million. These proceeds were used to refinance the existing 2021/2025 bond of LR Global Holding GmbH (ISIN NO0010894850). In this context, a loan agreement was concluded between LR Global Holding GmbH and LR Health & Beauty SE on March 1, 2024. The bond is issued in the so-called "Nordic bond format" under Swedish law and with the involvement of Nordic Trustee & Agency AB as trustee. The bond bears interest at 7.5% + 3M EURIBOR (with a floor of zero) and matures on March 6, 2028. It is traded on the Open Market of the Frankfurt Stock Exchange and on February 28, 2025, the Nasdag Stockholm admitted the listing of the bond on the regulated market.

Cash flow from operating activities amounts to kEUR 336 in Q1 2025 (Q1 2024: kEUR -92). The cash flow from investing activities in Q1 2025 amounts to kEUR 3.085 (Q1 2024; kEUR -128.800; including the issue of the intercompany loan in the amount of kEUR 128,800 to LR Global Holding GmbH), this includes the interest income from the intercompany loan issued to LR Global Holding GmbH in the amount kEUR 3,085.

Munich, May 23, 2025

A Kul Dr. Andreas Laabs

The cash flow from financing activities in Q1 2025 comprises the interest payments for the corporate bond and amounts to kEUR -3,421 (Q1 2024: kEUR 128,800; including the proceeds from issue of the corporate bond and from the shareholder loan). Overall, total cash flow amounted to kEUR 0 in the first guarter of 2025 (PY: kEUR -92).

LR Health & Beauty SE - Management Board -

Hidocal Khod

Andreas Grootz (General Manager)

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LR HEALTH & BEAUTY SE

INTERIM CONDENSED BALANCE SHEET AS OF MARCH 31, 2025

kEUR	Mar. 31, 2025	Dec. 31, 2024
NON-CURRENT ASSETS		
Financial assets	281,278	281,273
thereof shares in affiliates	152,458	152,458
thereof loans to affiliates	128,820	128,815
	281,278	281,273
CURRENT ASSETS		
Receivables and other assets	1,354	1,146
thereof receivables from affiliates	1,216	1,067
Cash	0	0
	1,354	1,146
PREPAID EXPENSES	3,836	4,177
TOTAL ASSETS	286,468	286,596

INTERIM CONDENSED BALANCE SHEET AS OF MARCH 31, 2024

kEUR		
EQU	ІІТҮ	
S	ubscribed capital	
С	Capital reserve	
A	ccumulated loss	
PRO	VISIONS	
Т	ax provision	
0	ther provisions	
LIA	BILITIES	
L	iabilities from corporate bond	
Т	rade payables	
L	iabilities to shareholders	
L	iabilities to affiliates	
0)ther liabilities	

DEFERRED TAX LIABILITIES

TOTAL EQUITY AND LIABILITIES

Mar. 31, 2025	Dec. 31, 2024	
10,120	10,120	
142,458	142,458	
-13,469	-12,252	
139,109	140,326	
1,702	1,362	
1,216	919	
2,918	2,281	
131,155	131,241	
41	89	
4,021	4,016	
3,964	3,364	
36	55	
139,217	138,765	
5,224	5,224	
286,468	286,596	

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LR HEALTH & BEAUTY SE

INTERIM CONDENSED STATEMENT OF PROFIT OR LOSS FOR THE PERIOD JAN. 1, 2025 TO MAR. 31, 2025

kEUR	Q1 2025	Q1 2024	YTD 2025	YTD 2024
Revenue	236	226	236	226
Other operating income	6	14	6	14
	242	240	242	240
Personnel expenses	347	493	347	493
thereof wages and salaries	339	485	339	485
thereof social security, pension and other benefit costs	8	8	8	8
Other operating expenses	320	685	320	685
	667	1,178	667	1,178
Other interest and similar income	3,234	1,110	3,234	1,110
Other interest and similar expenses	3,686	1,251	3,686	1,251
	-452	-141	-452	-141
Income taxes	340	0	340	0
NET PROFIT/LOSS FOR THE PERIOD	-1,217	-1,079	-1,217	-1,079

INTERIM CONDENSED STATEMENT OF CASH FLOWS FOR THE PERIOD JAN. 1, 2025 TO MAR. 31, 2025

kΕ

kEUR	Q1 2025	Q1 2024	YTD 2025	YTD 2024
CASHFLOW FROM OPERATING ACTIVITIES				
Profit or loss for the period	-1,218	-1,079	-1,218	-1,079
Reduction (-)/Increase (+) in provisions	297	726	297	726
Increase (-)/Reduction (+) of receivables and other assets	277	32	277	32
Increase (+)/Reduction (-) of trade payables and other liabilities	188	88	188	88
Interest expenses (+) / interest income (-)	451	141	451	141
Income tax expenses (+) / income (-)	341	0	341	0
	336	-92	336	-92

CASH FLOW FROM INVESTING ACTIVITIES				
Payments for (-) investments in financial assets				
Received interest (+)				

CASH FLOW FROM FINANCING ACTIVITIES				
Proceeds from (+) the issue of bonds				
Proceeds from (+) shareholder loan				
Payments (-) for interest				

CASH AT THE END OF PERIOD

Net increase in cash (subtotal 1 - 3)

Cash at the beginning of period

CASH AT THE END OF PERIOD

3,085	-128,800	3,085	-128,800
3,085	0	3,085	0
0	-128,800	0	-128,800

-3,421	0	-3,421	0
0	4,000	0	4,000
0	124,800	0	124,800
	0	0 4,000	0 4,000 0

0	-92	0	-92
0	141	0	141
0	49	0	49

BELIEVE IN A BRIGHT FUTURE

IMPRINT

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Management Board

Dr. Andreas Laabs (CEO), Andreas Grootz

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MORE QUALITY for your life.