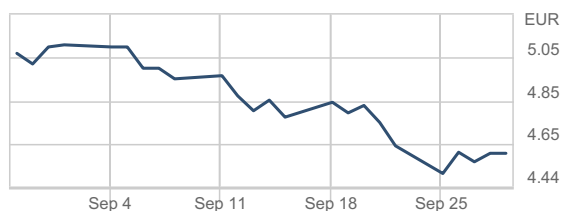




COMPANY PROFILE

tonies® is the world's largest interactive audio platform for children with more than 5.3 million Tonieboxes and 67 million Tonies sold. The intuitive and award winning audio system has changed the way young children play and learn independently with its child-safe, wireless, and screen-free approach. Tonieboxes have been activated in over 100 countries, the content portfolio includes more than 700 Tonies figurines.

SHARE CHART



SHAREHOLDER STRUCTURE

27.54%	Armira
11.04%	Treasury Shares
8.25%	Höllenhunde GmbH
6.84%	468 SPAC Sponsors
5.48%	Santo Ella Co-Invest GmbH & Co. KG
40.86%	Public Float

FINANCIAL CALENDAR

2023/11/13	Q3 2023
2023/11/16	Warburg Conference
2023/11/27	Deutsches Eigenkapitalforum
2023/11/28	Deutsches Eigenkapitalforum
2023/11/29	Deutsches Eigenkapitalforum
2023/12/05	Berenberg European Conference, Pennyhill

MANAGEMENT BOARD



Marcus Stahl
Co-CEO



Patric Faßbender
Co-CEO



Dr. Jan Middelhoff
CFO

SUPERVISORY BOARD

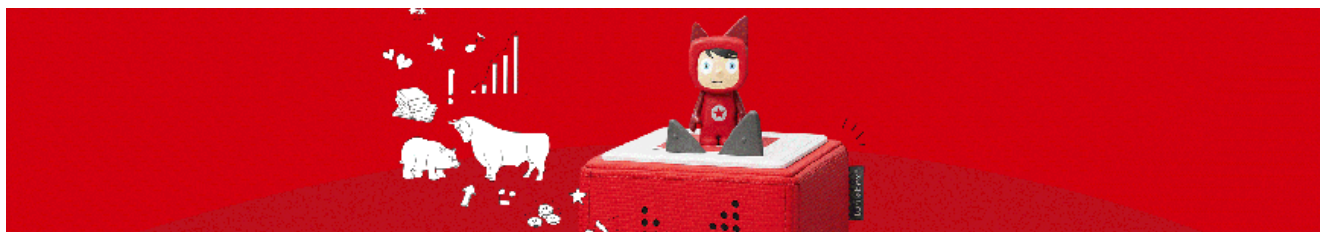
- > Anna Dimitrova (Chairperson)
- > Dr. Stephanie Caspar
- > Helmut Jeggler
- > Alexander Schemann
- > Christian Bailly (Vice Chairperson)
- > Dr. Thilo Fleck
- > Alexander Kudlich

STOCK FUNDAMENTALS

ISIN	LU2333563281
Share type	Ordinary
Bloomberg Code	TNIE@GR
Segment	Prime Standard
No. of shares	126,847,586
Market Cap	EUR 583.50 mn
52 week high	6.24 EUR
52 week low	4.40 EUR
Stock exchanges	Frankfurt

ANALYST COVERAGE

Institution	Analyst	E-Mail Adress
Alster Research	Oliver Wojahn	o.wojahn@alsterresearch.com
Berenberg	Gerhard Orgonas	gerhard.orgonas@berenberg.com
Hauck & Aufhäuser	Christian Salis	christian.salis@ha-ib.de
Warburg	Thilo Kleibauer	tkleibauer@warburg-research.com



KEY FIGURES

	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023
Revenue								
Group revenue (in EUR m)	188.0	45.9	38.5	53.8	120.1	258.3	65.1	48.0
by region (in EUR m)								
DACH	151.3	35.3	28.2	34.4	60.4	158.3	39.2	27.0
US	20.3	5.9	6.6	12.6	40.5	65.6	19.0	14.8
Rest of World	16.3	4.7	3.7	6.8	19.2	34.4	6.9	6.2
by product category (in EUR m)								
Tonieboxes	57.2	9.3	11.3	15.8	50.4	87.3	13.5	11.4
Tonies figurines	123.6	35.0	25.1	34.9	64.5	159.1	48.5	33.8
Accessories & Digital	7.2	1.6	2.0	3.1	5.1	11.9	3.1	2.8
Group revenue growth year-over-year								
by region								
DACH	20.1%	13.8%	11.8%	-9.0%	5.5%	4.6%	11.2%	-4.3%
US	635.7%	456.4%	371.5%	360.9%	167.6%	223.2%	220.8%	125.6%
Rest of World	179.3%	202.1%	142.6%	71.7%	106.1%	110.6%	46.8%	66.4%
by product category								
Tonieboxes	31.8%	15.3%	67.2%	46.3%	60.5%	52.5%	45.3%	0.6%
Tonies figurines	41.6%	42.0%	23.1%	9.4%	37.8%	28.8%	38.6%	34.6%
Accessories & Digital	83.3%	74.8%	114.2%	67.8%	48.9%	65.8%	93.6%	36.9%

	FY 2021	H1 2022	FY 2022	H1 2023
Profitability				
Gross margin	54.1%	57.9%	54.2%	65.0%
Gross margin after licensing costs	35.4%	41.7%	41.9%	56.5%
Contribution margin	21.3%	28.2%	27.4%	40.2%
Adjusted EBITDA margin	-8.1%	-7.8%	-2.4%	2.6%
Financial position & Assets and liabilities				
Cash (in EUR m)	75.6	21.0	54.9	14.6
Net working capital(in EUR m)	18.5	46.6	79.7	104.6
Free cash flow(in EUR m)	-35.4	-54.2	-87.6	-39.0

tonies SE

9 rue de Bitbourg
L-1273 Luxembourg
Luxembourg

Tel.: +4915157846012
ir@tonies.com

Contact Investor Relations

Manuel Bösing
Head of Investor Relations
Tel. +4915157846012
E-Mail ir@tonies.com