



Baseball Hold | Reza Vahdati | Winner CEWE Photo Award 2019



Quarterly Statement Q1 2020

CEWE Stiftung & Co. KGaA
May 12, 2020

cewe

The CEWE-Group

EUROPE'S LEADING PHOTO SERVICE AND ONLINE PRINTING PROVIDER

From its beginnings in 1912, CEWE has established itself as the first choice as a photo service for anyone looking to make more of their photos. The company's CEWE PHOTOBOOK in particular stands for this, with multiple awards and significantly more than six million copies sold every year. Customers can obtain further personalised photo products through the brands CEWE, WhiteWall and Cheerz, for instance – and from many leading European retailers. These brand worlds inspire customers to produce a wide range of creative designs with their personal photos, and customers entrust the company with around 2.4 billion photos every year.

In addition, for the still young online printing market the CEWE Group has established a highly efficient production system for printed advertising media and business stationery. Billions of quality printing products reliably reach their customers via the distribution platforms SAXOPRINT, CEWE-PRINT.de, LASERLINE and viaprinto every year.

The CEWE Group is committed to a sustainable corporate management philosophy which is also supported by the Neumullers, the company's founding family and anchor investor, and has been recognised with multiple awards: for its long-term business focus; its fair, partnership-based relationships with customers, employees and suppliers; and for assuming social responsibility while pursuing an environmentally friendly approach and conserving resources. For instance, all CEWE brand products are produced on a climate-neutral basis.

The CEWE Group is present in more than 20 countries, with over 4,000 employees, and its turnover increased to 714.9 million euros in 2019. The CEWE share is listed in the SDAX index.

Key Indicators CEWE-Group



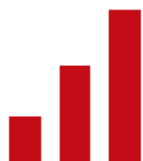
21

European countries¹



27

Distribution
offices



714.9 million euros
Turnover



6.6 million

CEWE
PHOTOBOOKS



4,200

Employees



14

Production plants

18,000

CEWE PHOTOSTATIONS



20,000

Retailers supplied



2.4 billion

Photos produced

Premium Quality with Leading Brands

PHOTOFINISHING

mein
cewe fotobuch

meine
cewe wandbilder

mein
cewe kalender

DeinDesign™

meine
cewe sofortfotos

meine
cewe cards

 **WHITE WALL**

CHERZ

RETAIL

cewe
JAPAN photo

FOTOLAB
cewe

FOTOJOKER
cewe

wöltje

COMMERCIAL ONLINE PRINTING

cewe-print.de
Ihr Online Druckpartner

SAXOPRINT
Where print meets passion.

 **viaprinto**
Meine Art zu drucken.

 **LASERLINE**
WE PRINT IT, YOU LOVE IT!

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In Q1, Corona effects visible but managed and, all in all, they counterbalance each other: Q1 results as last year

At a glance: Q1 2020

- Turnover in **Photofinishing** rose by 10.8% to EUR 114.7 million, EBIT improved by EUR 0.3 million to EUR 3.3 million. Sales of the CEWE PHOTOBOOK increased by 2.2% to 1.36 million copies. Due to corona, instant printing in the retail store is declining; online business is growing due to the onset of the “stay-at-home” effect.
- **Commercial Online-Print** is significantly affected by the corona crisis from mid-March, turnover at EUR 22.6 million is 10.5% below the previous year's level. Accordingly, the EBIT of EUR -0.8 million is around EUR 0.4 million weaker than in the previous year.
- The corona shutdown with store closures in March hits **(Hardware-)Retail**, turnover declines by 27.5% to EUR 7.5 million. Due to the good start in January and February, Retail ended the first quarter with an EBIT of EUR -0.5 million just EUR 0.1 million weaker than previous year.
- **Group EBIT is EUR 1.8 million** (Q1 2019: EUR 2.3 million), including an additional EUR 0.5 million burden from the purchase price allocation of WhiteWall that did not exist in the previous year. All in all a good first quarter.

Letter to our Shareholders

Dear Shareholders,

As in March, when we communicated our annual results for 2019 to you, this time round we naturally have to first and foremost address the issue of the Coronavirus as well.

CEWE has adjusted its operations well in the face of the coronavirus pandemic

Your company CEWE adjusted itself very quickly to the unique situation: the health and safety of all staff members has had top priority right from the first day on. This was the basis on which we secured our capacity to produce and deliver, so we were able to continue to communicate with our customers and keep our ordering channels open. We are also taking our typical, medium-sized company thrift even a step more seriously – in terms of expenses, investments and any payments we make.

The whole CEWE team was committed to right from the beginning - prudently and quickly

We were able to very swiftly implement all these steps and repeatedly readjust them as we gained more insight. Our staff members all understood the situation and rigorously implemented the measures. We feel safe at CEWE and the atmosphere is one of mutual consideration.

It is not yet possible to estimate the exact impact that the coronavirus will have

As we will explain again in the following, your company is being affected in different ways, sometimes negatively and sometimes positively, and to a varying extent. Today, at the beginning of May 2020, in the various countries it is still very unclear how the pandemic will continue to progress and which counter-measures will be taken. Will there be a second epidemic wave? How long and how strictly will social distancing be applied and how long and how hard will resulting restrictions on business be felt? Will there perhaps be more shutdowns? How long will travel bans be in place and to what extent? Given the number of possible answers to these questions, it is not yet foreseeable how the year will end for your company.

Your company is stable

Your company responded quickly and has found a balance for itself in these times as well. You hold shares in a sound company. Time will tell exactly what the impact on CEWE will be. Our measures are having an effect today and we do not see CEWE at risk; instead we see our company negotiating safely through these times.

The first quarter gave us a positive contribution to earnings in spite of the coronavirus ...

This safe path is evidenced in the results of the first quarter, which already showed clear traces of coronavirus effects as it came to an end. Yet turnover still increased by 4.1% to 144.8 million euros. First-quarter EBIT was for many years traditionally negative – because of the core business of photofinishing, which it has never been possible to operate positively in winter – and was substantially positive at 2.3 million euros for the first time in 2019. So it is even greater that Q1 2020, at 1.8 million euros, has also delivered an appreciably positive EBIT contribution.

... even – operatively, i.e. before non-recurring effects – at the same level as in the previous year

Before all the effects from depreciation and amortisation on purchase price allocations, "operative" EBIT is even almost exactly at the same level as that of the same quarter of the previous year: TEUR 3,056 became TEUR 3,042. A good result!

Commercial online printing was still growing at the end of February ...

At CEWE, commercial online printing will probably be hardest hit by the coronavirus. There is at present no need for placards and invitation flyers, such as those for store openings, flea markets and concerts, since these activities are currently not taking place. Turnover in commercial online printing thus declined by 10.5% to 22.6 million euros in Q1, after having been on track with a single-digit growth rate at the end of February. This clearly showed the impact the coronavirus has.

... but had to vehemently tackle the impact of the pandemic in March

Management countered this marked reduction in turnover with very significant cost-cutting measures, which limited the EBIT reduction. After -0.4 million euros in the same quarter of the previous year, the EBIT now amounted to -0.8 million euros. We were hence at least successful in limiting limit the decrease.

Hardware retailing sales were clearly affected by shop closures ...

We have been actively reducing turnover in hardware retailing by around 10% in that we have refrained from maintaining a low-margin hardware range for some years now. Our simultaneous focus on photofinishing products has also seen us increasing our photofinishing business through this channel. The decline in hardware turnover in Q1 2020, by 27.5% to 7.5 million euros, was, however, clearly accelerated by the coronavirus.

... but proved to be quite resistant in terms of earnings

Improved earnings in January and February, prior to the coronavirus shutdown, were another reason why retailing held its ground relatively well with the EBIT at -0.4 million euros (Q1 2020: -0.3 million euros) – at a level that was not exceptional for a first quarter when seen over the course of the year.

Our major line of business, photofinishing, feels the positive stay-at-home effect, ...

In CEWE's key line of business, photofinishing, we are delighted with the 10.8% rise in turnover, to 114.7 million euros, with photofinishing increasing organically as well as through the WhiteWall acquisition. We perceived an initial decline in orders when the shutdown was put in place, since customers all had to find their bearings in the new situation and ordering photo products did not have top priority. The number of orders rose as people got used to the stay-at-home situation. Photofinishing business is thus showing itself to be most stable.

... contributing more earnings with the same margin

In terms of our EBIT, we are pleased with the increase of 0.3 million euros to 3.3 million euros or – prior to purchase price allocation effects – in operative terms even by as much as 0.8 million to 4.4 million euros. Our core business thus offset the negative developments resulting from the coronavirus in other areas, as the adequate overall result outlined above shows.

Our main business of photofinishing is showing itself to be a world champion in 2020 as well: two TIPA awards won

Every year, the renowned Technical Image Press Association (TIPA) gives away its TIPA World Awards, the most prestigious distinction for photographic and imaging products worldwide. CEWE is particularly delighted with the awards this time round: After having already won two awards for its CEWE PHOTOBOOK and an award for its hexxas photo tiles, CEWE has this year once again won the trophy with its CEWE PHOTOBOOK. In the "Best Photo Service Worldwide" category, the jury awarded CEWE a prize for its newly launched leather and canvas bindings.

WhiteWall also won the "Best Photo Lab" award – the third TIPA World Award for WhiteWall. The TIPA World Awards are presented in various categories every year, and are arguably the most prestigious prizes in the photo industry worldwide. No other photofinishing enterprise has been distinguished more than CEWE, with a current total of seven TIPA World Awards: an outstanding compliment on the innovative strength of the CEWE Group.

The Annual General Meeting: a CEWE family gathering online in the second half of 2020

The 2020 CEWE family gathering, the Annual General Meeting, has also been impacted by the coronavirus. Just like many other annual general meetings, this one will not hold a vote on the scheduled date; instead, this will be postponed to the second half of 2020 and will be held online only, as a "virtual annual general meeting". This does not match the CEWE culture at all, which always sees the Annual General Meeting as a live exchange of information between shareholders, customer and staff members. But here too, the coronavirus requires special measures for the sake of personal health.

In spite of the coronavirus: beautiful photos can still be taken in the summer of 2020

Beautiful photos will certainly be taken in summer, even in the coronavirus phase. Perhaps they won't be taken at distant destinations, but instead at attractive locations at home. This period is nevertheless worth remembering and can be fittingly captured in CEWE photo products such as a CEWE PHOTOBOOK and others too.

Dear shareholders, CEWE is in a stable position and it will remain so. You are welcome to use our service. Whether this be through photo products or print products – CEWE services are all at your disposal.

We are curious to see what the overall situation will be like when we report on the figures for the second quarter in August. Your entire CEWE team is doing its utmost to achieve the best-possible figures.



Yours, Dr. Christian Friege

Agenda

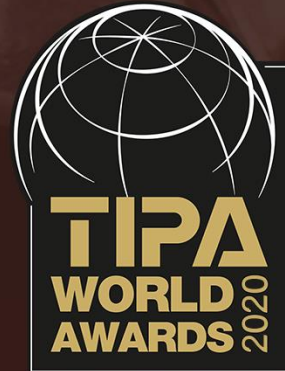
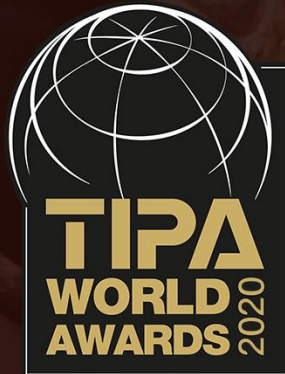
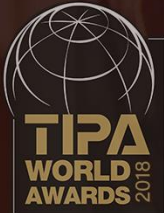
- 1. Business segment Photofinishing**
2. Business segment Commercial Online-Print
3. Business segment Retail
4. Business segment Other
5. Results CEWE-Group
6. Financial Report
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TIPA World Awards for CEWE PHOTOBOOK and WhiteWall

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WHITE WALL

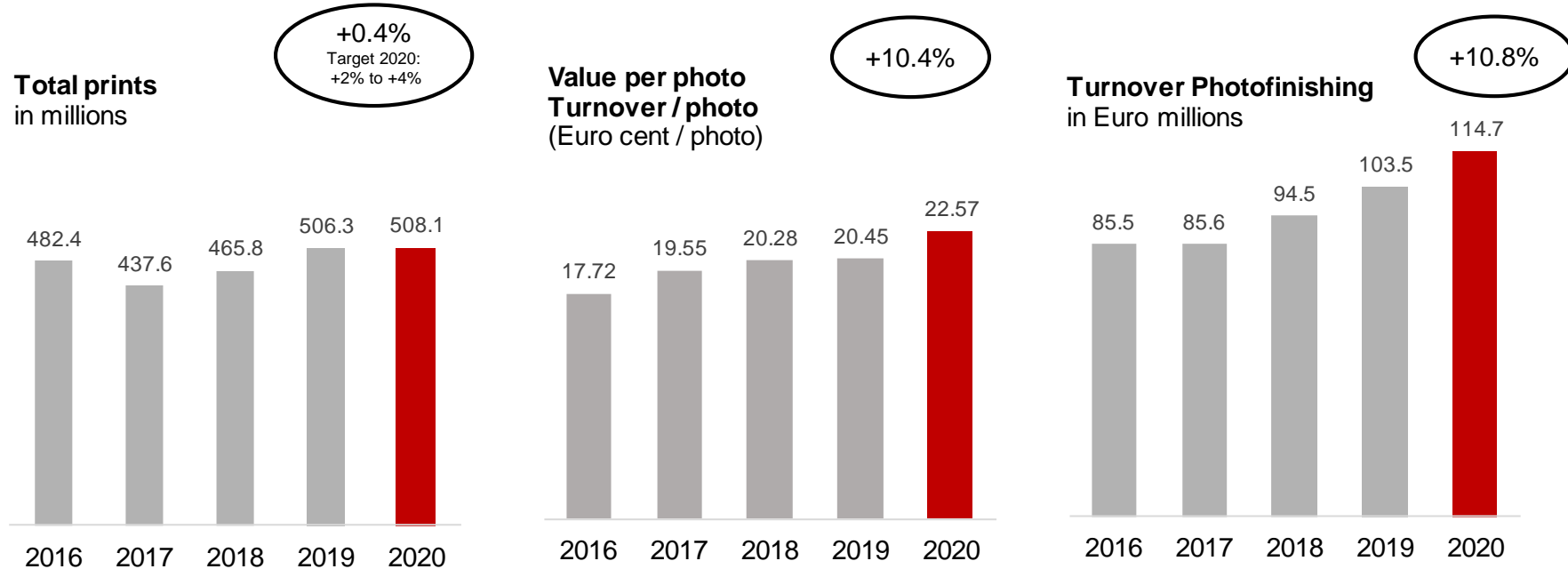


7x TIPA World Award

Success Factor „Innovation“



Number of prints and turnover Photofinishing Q1



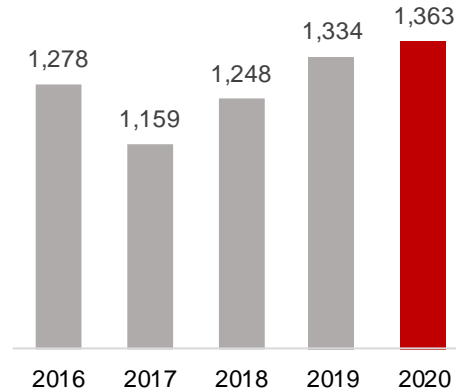
Rounding differences may occur.

- Rising share of value-added-products increases turnover per photo
- WhiteWall supports increase of turnover per photo

CEWE PHOTOBOOK with growth in Q1

Number of CEWE PHOTOBOOKS
in thousands

+2.2%
Target 2020:
+2% to +4%

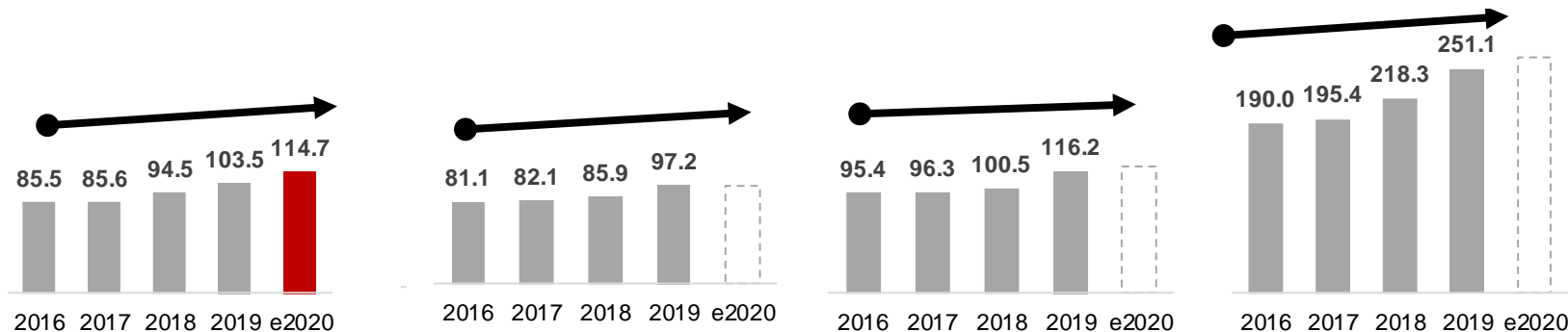


Rounding differences may occur.

- First, shock freezing at shutdown start mid March reduced growth in Q1
- Then, „stay-at-home“ effect kicked in when people got self-organized with the new situation

Photofinishing-Turnover by Quarter

Seasonal distribution: CEWE 2016 to 2020 – Share in turnover by quarter as a million



Rounding differences may occur.

Turnover pre-corona perspective* 2020
approx. 588 to 613 m€**

Q1 pre-corona perspective*
111.7 to 116.5 m€

Comparison against pre-corona perspective* 2020

Q1 Actual
114.7 m€



➤ **Photofinishing turnover in Q1 is even clearly within range of pre-corona perspective* for 2020**

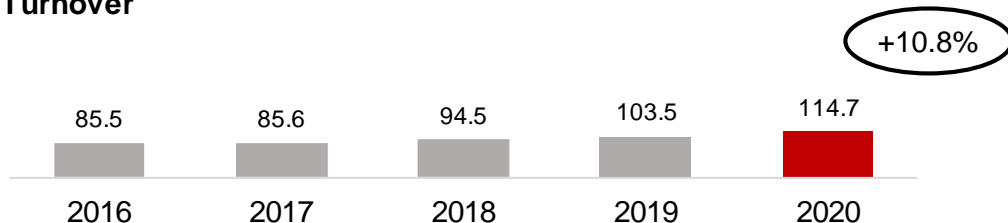
* due to corona situation no targets can be set for 2020 so far

** group turnover w/o segments retail, commercial online-print and other

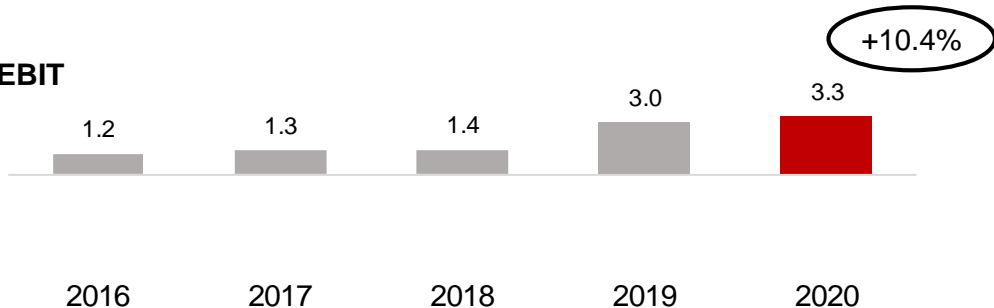
Business segment Photofinishing Q1

in Euro millions

Turnover



EBIT



- Very decent results in Photofinishing in Q1
- Stay-at-home effect with increasing online business overcompensates decrease in POS direct print business due to corona-shutdown

- Photofinishing grew by a strong 10.8% in Q1 2020, the acquired wall art specialist WhiteWall was contributing to this growth
- From mid-March, the corona pandemic also affected the photofinishing business: immediate business decline at the kiosk systems and other POS orders, later "stay-at-home effect" visible with good order intake in the online photofinishing business
- Photofinishing EBIT grew by 0.3 million euros in Q1 2020 coping with 0.5 million euros depreciation from the purchase price allocation of WhiteWall (which did not accrue in the previous year)
- Q1 2020 special effects: -1.1 million euros
 - PPA effects from DeinDesign purchase price allocation: -0.1 million euros
 - PPA effects from Cheerz purchase price allocation: -0.5 million euros
 - PPA effects from WhiteWall purchase price allocation: -0.5 million euros
- PY Q1 2019 special effects: -0.6 million euros
 - PPA effects from DeinDesign purchase price allocation: -0.1 million euros
 - PPA effects from Cheerz purchase price allocation: -0.5 million euros

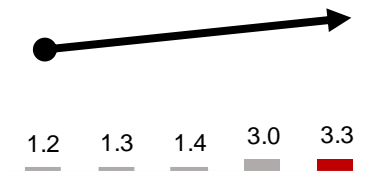
Rounding differences may occur.

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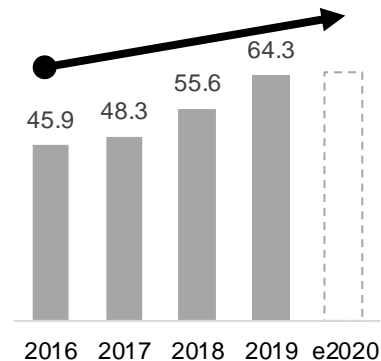
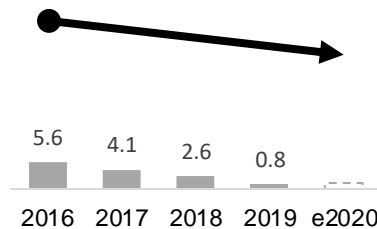
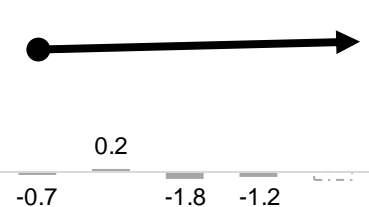
Photofinishing-EBIT by Quarter

Seasonal distribution: CEWE 2016 to 2020 – EBIT by quarter in Euro million

2016 2017 2018 2019 e2020



2016 2017 2018 2019 e2020



Rounding differences may occur.

EBIT pre-corona perspective* 2020
64.6 to 70.6 m€**

Q1 pre-corona perspective* 2020
+3.2 to +3.5 m€

Comparison against pre-corona perspective* 2020

Q1 Actual
+3.3 m€



➤ **Photofinishing turnover in Q1 is even clearly within range of pre-corona perspective* for 2020**

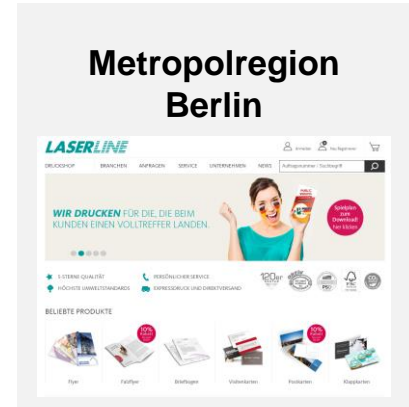
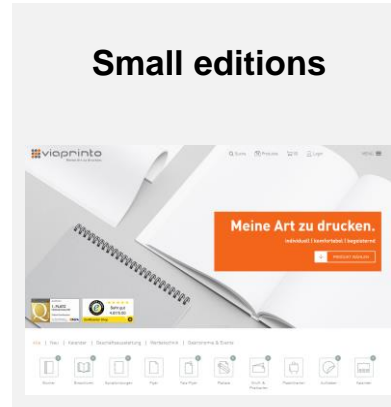
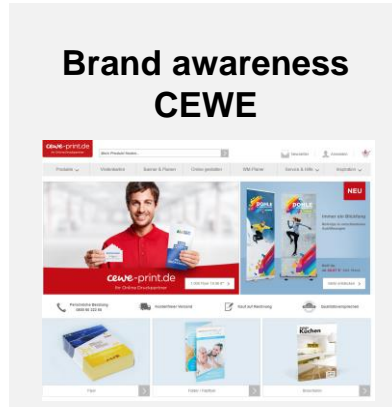
** due to corona situation no targets can be set for 2020 so far*

*** group EBIT w/o targets of segments retail, commercial online-print and other.*

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- 2. Business segment Commercial Online-Print**
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The CEWE online print brands

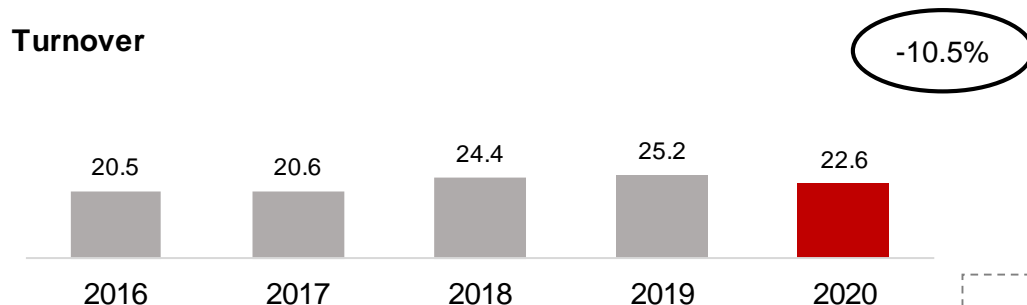


➤ Business and advertising prints: flyers, business cards, stationery, packaging, promotional items, etc.

Business segment Commercial Online-Print Q1

in Euro millions

Turnover



EBIT



- Since mid March, COP is under strong Corona influence in the B2B printing business and loses 10.5% in Q1 2020 sales
- Accumulated at the end of February 2020 turnover in COP increased with single digit growth rate
- As a result of the Corona-related decline in sales, the EBIT in COP also fell short of the previous year's result
- Q1 2020 special effects: -0.1 million euros
 - PPA effects from Laserline purchase price allocation: -0.1 million euros
- PY Q1 2019 special effects: -0.2 million euros
 - PPA effects from Saxoprint purchase price allocation: -0.1 million euros
 - PPA effects from Laserline purchase price allocation: -0.1 million euros

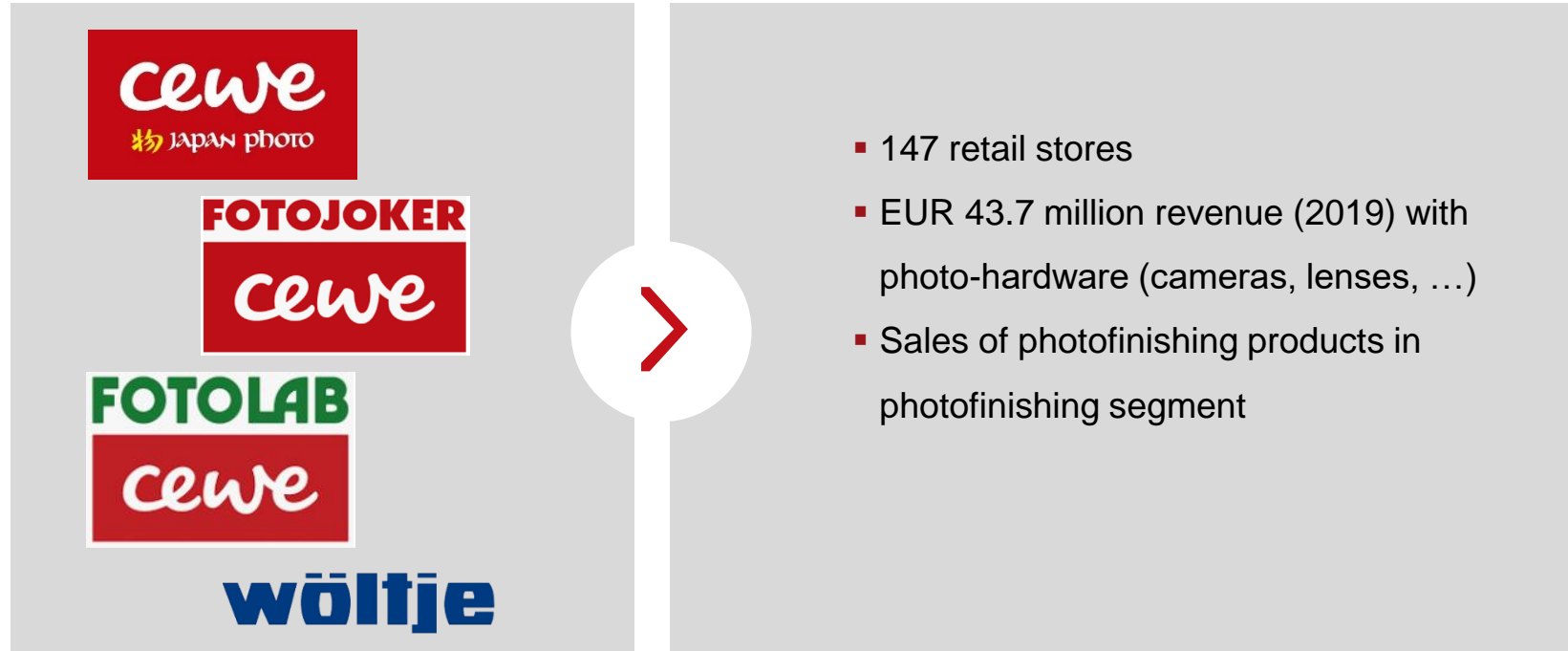
➤ Since mid March, COP is affected by Corona-situation in a B2B environment

Rounding differences may occur.

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CEWE's retail business

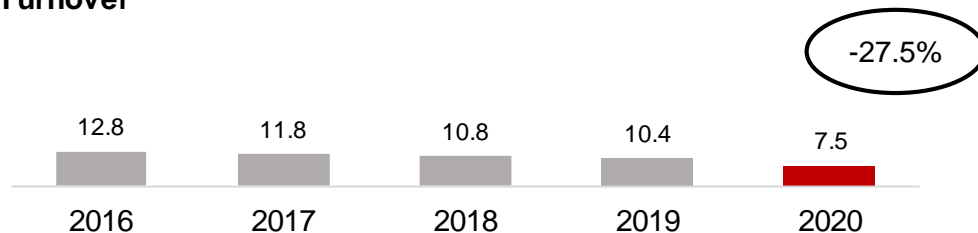


- Retail segment contains hardware revenue only, photofinishing revenue is shown in photofinishing segment
- Own retail business provides an excellent window to the market

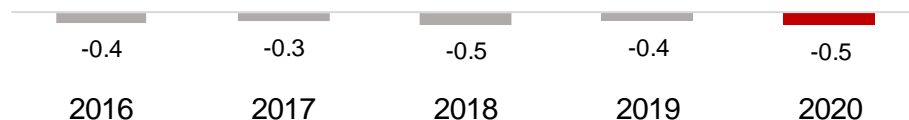
Business segment Retail* Q1

in Euro millions

Turnover *



EBIT *



- Hardware retailing is severely affected by the shutdown as of March due to corona-related closings and loses -27.5% in sales in Q1 2020: EUR 7.5 million (Q1 2019: 10.4 million euros)
- By focusing on the photofinishing business and abandonment of low-margin hardware business, the drop in sales until the end of February was around 15% and in line with the strategy
- At EUR -0.5 million, EBIT is only slightly weaker than in the same quarter of the previous year (Q1 2019: -0.4 million euros) as until the end of February Retail was ahead of previous year

** only hardware, no photofinishing
Rounding differences may occur.*

➤ **Hardware business affected by corona-shutdowns**

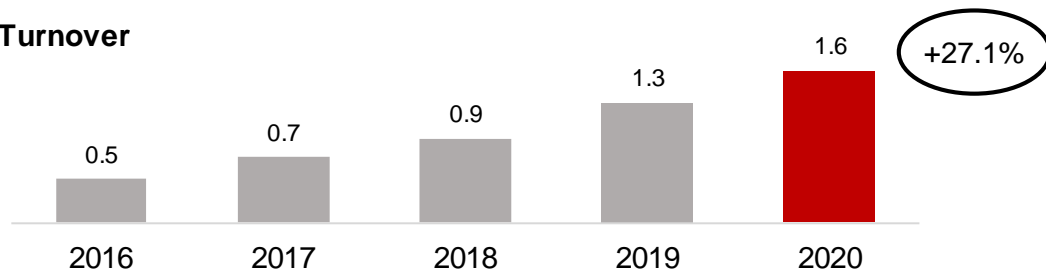
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Business Segment Other Q1

in Euro millions

Turnover



Structural and corporate costs and profits arising from real estate property and company investments are shown in the "other" business segment.

- The 1.6 million euros in reported turnover is to be exclusively allocated to futalis (Q1 2019: 1.3 million euros)

EBIT



- EBIT above all improved by futalis

CEWE Group company futalis (which is held for sale) is nevertheless still included in the "Other" business segment as a "discontinued operation" in the segment reports pursuant to IFRS 5.

Rounding differences may occur.

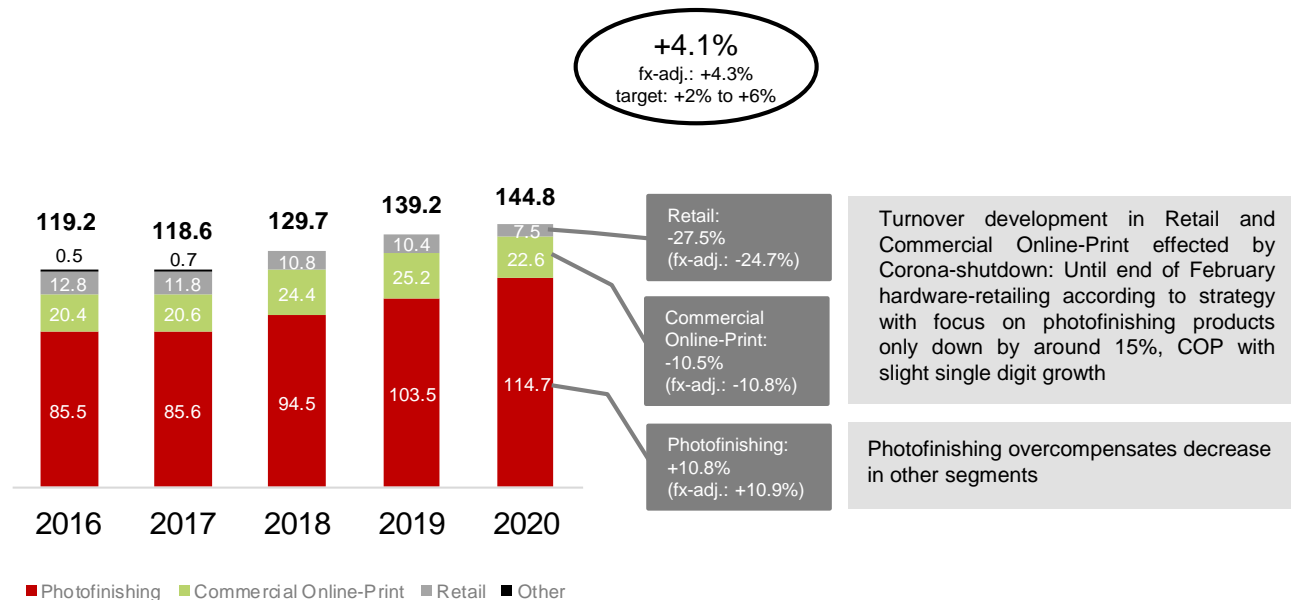
➤ **Segment for other business raises turnover and improves earnings slightly**

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1. Business segment Photofinishing
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Turnover Q1

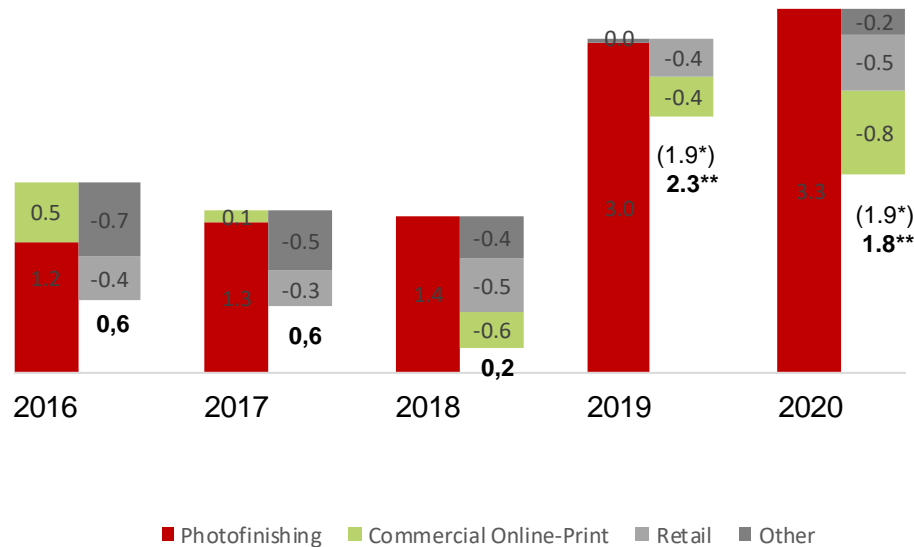
in Euro millions



➤ **Photofinishing overcompensates Corona-driven decrease in other segments**

EBIT Q1

in Euro millions



* incl. futalis
 ** without futalis pursuant to IFRS 5

The CEWE Group EBIT described here is shown excluding Group company futalis, which is held for sale and is nevertheless still included in the "Other" business segment as a "discontinued operation" in the segment reports pursuant to IFRS 5.

Rounding differences may occur.

- Photofinishing with EBIT increase in Q1, COP and Retail affected by corona-shutdowns

Agenda

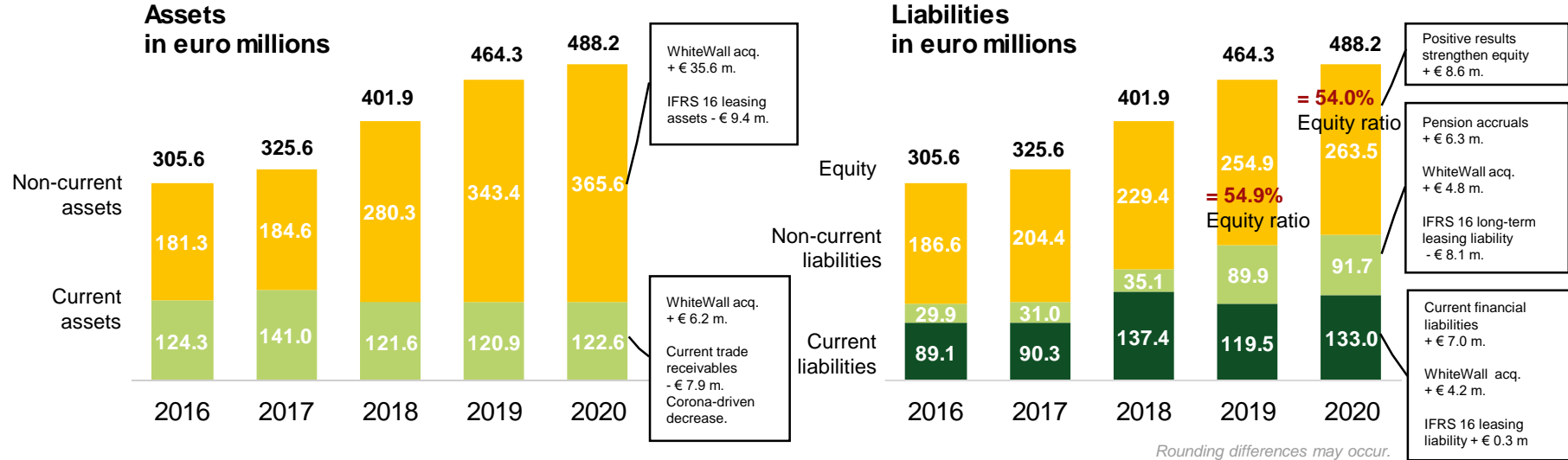
1. Business segment Photofinishing
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Consolidated profit and loss account Q1

<i>Figures in millions of euros</i>	Q1 2019	Q1 2020	Δ as %	Δ m€	
Revenues	139.2	144.8	4.1%	5.7	→ Increase of turnover in Photophinishing exceeds corona driven decrease in segments Commercial Online-Print and Retail
Increase / decrease in finished and unfinished goods	-0.2	-0.7	-234%	-0.5	
Other own work capitalised	0.2	0.2	51.3%	0.1	
Other operating income	4.6	5.8	25.7%	1.2	→ (+) Exchange rate gains
Cost of materials	-38.4	-36.5	4.9%	1.9	
Gross profit	105.3	113.7	7.9%	8.3	→ (+) Cost of material primarily in Retail and Commercial Online-Printing
Personnel expenses	-44.2	-47.7	-8.0%	-3.5	
Other operating expenses	-46.2	-50.6	-9.5%	-4.4	
EBITDA	15.0	15.4	2.8%	0.4	→ (-) Acquisition of WhiteWall
Amortisation/Depreciation	-12.7	-13.6	-7.4%	-0.9	→ (-) Wage increases in 2019
Earnings before interest, taxes (EBIT)	2.3	1.8	-22.7%	-0.5	
Financial income	0.0	0.0	-44.4%	0.0	
Financial expenses	-0.3	-0.3	3.5%	0.0	→ (-) Acquisition of WhiteWall
Financial result	-0.2	-0.3	7.2%	0.0	→ (-) Exchange rate losses
Earnings before taxes (EBT)	2.1	1.5	-26.2%	-0.5	→ (-) Mailorder costs

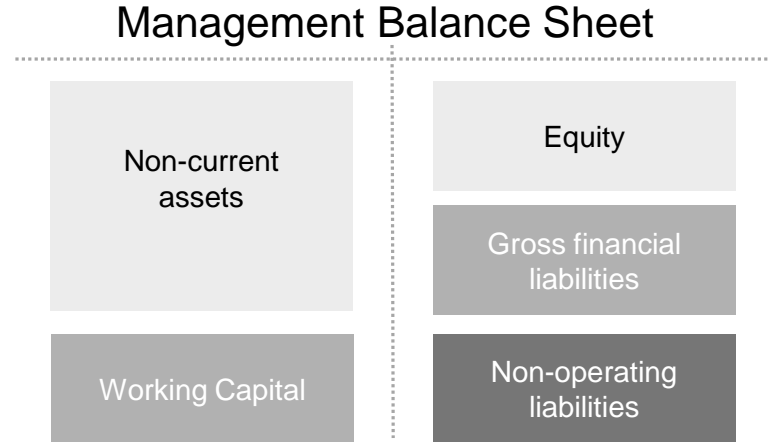
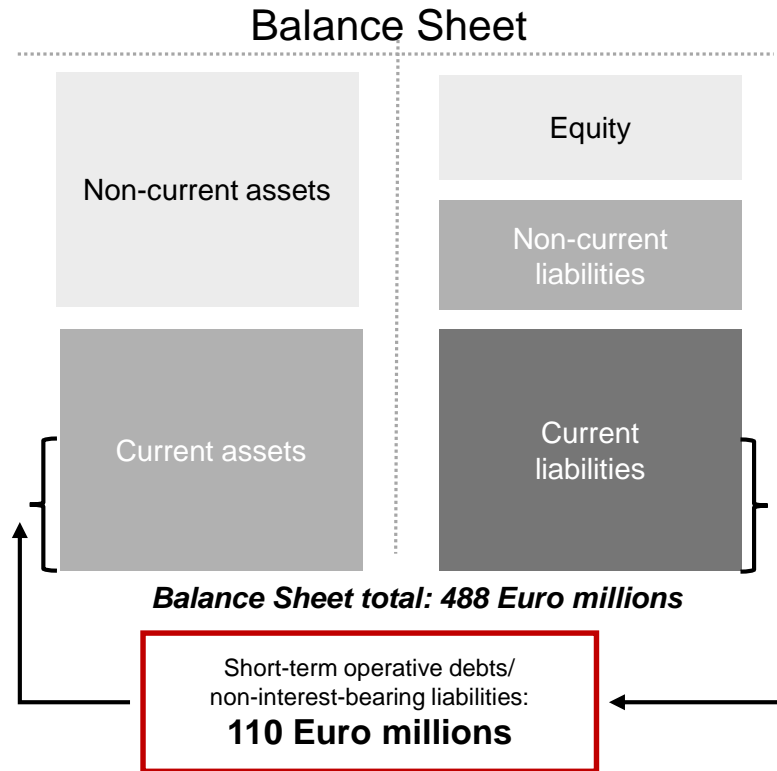
Rounding differences may occur.

Balance Sheet at 31 March



- > Acquisition of WhiteWall causes increase in the balance sheet total
- > Equity ratio strong at 54.0%, w/o IFRS 16 even at 61.4%

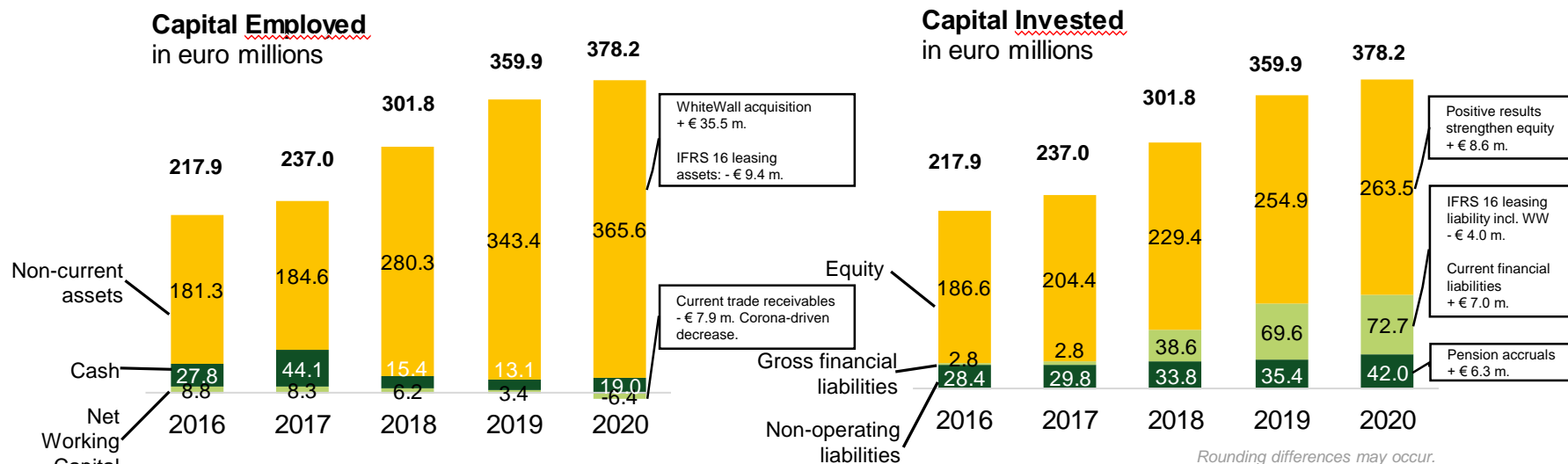
From Balance Sheet to Management Balance Sheet



Balance Sheet total: 378 Euro millions

- The Balance Sheet total is reduced to capital elements "to be paid for" (by way of dividends or interest) in the management balance sheet

Management-Balance Sheet at 31 March



➤ **Net working capital negative due to lower trade receivables reflecting effects of Corona crisis in late March**

Capital employed I: T-12

Figures in millions of euros	Mar 31, 2019	Mar 31, 2020	Δ as %	Δ as m€	
Property, plant and equipment	218.2	212.1	-2.8%	-6.1	(+) Acquisition of WhiteWall
Investment properties	17.5	17.2	-1.9%	-0.3	(-) Scheduled depreciation
Goodwill	59.7	77.8	30.2%	18.0	
Intangible assets	27.4	37.1	35.4%	9.7	(+) Goodwill WhiteWall
Financial assets	7.0	6.2	-12.1%	-0.9	
Non-current financial assets	1.3	1.3	0.8%	0.0	(+) Acquisition of WhiteWall
Non-current other receivables and assets	0.2	0.1	-75.2%	-0.2	(-) Scheduled depreciation
Deferred tax assets	12.1	14.0	15.6%	1.9	
Non-current assets	343.4	365.6	6.4%	22.1	(+) From temporary differences: Pension accruals
					(+) From tax losses carry forward
Inventories	45.4	44.0	-3.1%	-1.4	
+ Current trade receivables	42.0	34.8	-17.2%	-7.2	(+) Acquisition of WhiteWall
= Operating gross working capital	87.4	78.8	-9.8%	-8.6	(-) Decline of stocks in Retail
- Current trade payables	53.4	55.4	-	2.0	
= Operating net working capital	34.0	23.4	-31.3%	-10.6	(-) Corona driven decrease in segments Retail and Commercial Online-Print
					(+) Acquisition of WhiteWall

Rounding differences may occur.

Capital employed II: T-12

Figures in millions of euros	Mar 31, 2019	Mar 31, 2020	Δ as %	Δ as m€	
Assets held for sale	0.0	3.1	-	3.1	(+) futalis
+ Current receivables from income tax refunds	7.2	6.2	-15%	-1.1	
+ Current financial assets	2.8	3.4	21.2%	0.6	Capitalization of tax prepayments on balance sheet date
+ Other Current receivables and assets	10.4	12.2	17.2%	1.8	
= Other gross working capital	20.4	24.8	21.7%	4.4	
- Current tax liabilities	8.1	7.3	-9.7%	-0.8	(+) Capitalization of prepaid expenses and deferred charges (esp. IT projects)
- Current other accruals	4.3	6.4	49.2%	2.1	
- Current financial liabilities	10.2	8.5	-16.6%	-1.7	(+) Restructuring provision Laserline
- Current other liabilities	28.4	31.9	12.1%	3.4	(-) Variation of put und call options by valuation and execution
- Liabilities held for sale	0.0	0.5	-	0.5	(+) Personnel liabilities (holiday, bonus)
= Other net working capital	-30.6	-29.7	-2.9%	0.9	(+) Wage tax and VAT
Operating net working capital	34.0	23.4	-31.3%	-10.6	
- Other net working capital	-30.6	-29.7	-2.9%	0.9	
= Net working capital	3.4	-6.4	-289%	-9.8	
Non-current assets	343.4	365.6	6.4%	22.1	
+ Net working capital	3.4	-6.4	-289%	-9.8	(+) Acquisition of WhiteWall
+ Cash and cash equivalents	13.1	19.0	45.1%	5.9	(+) Non cash-pooling subsidiaries
= Capital employed	359.9	378.2	5.1%	18.3	

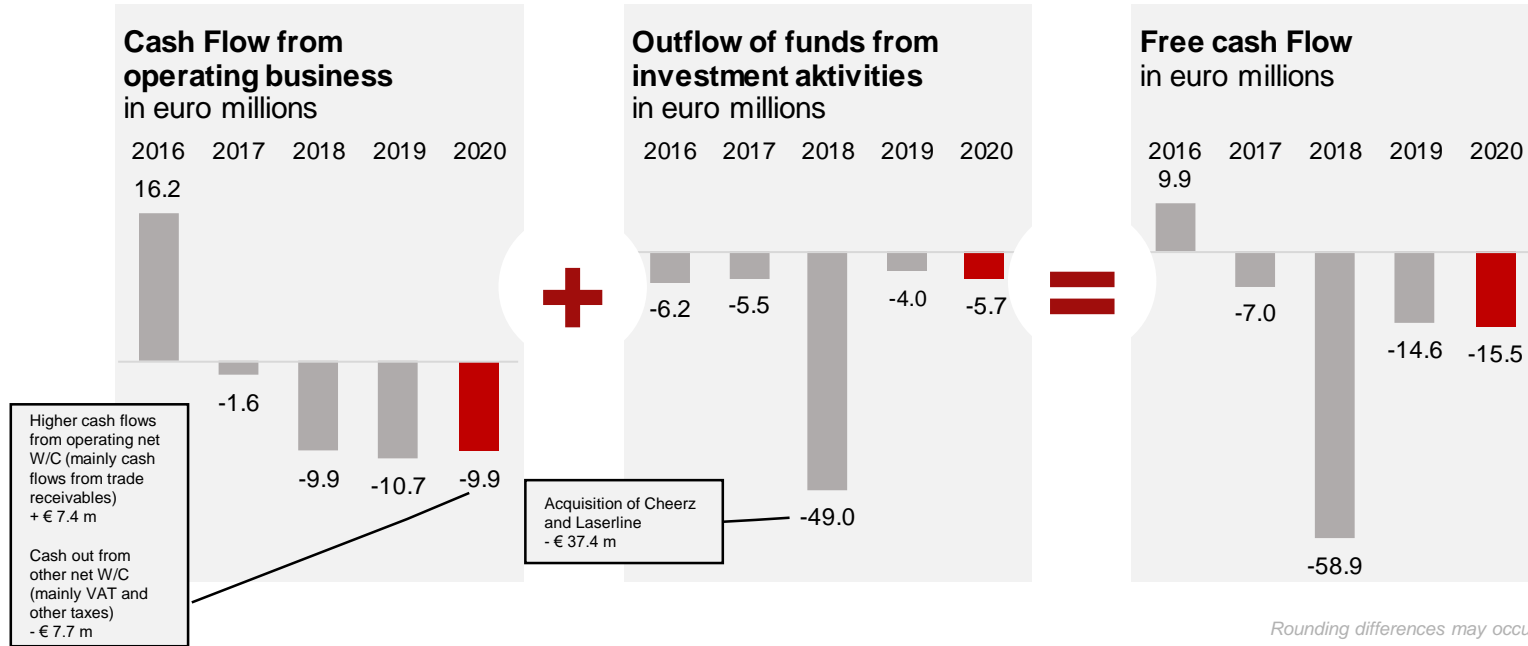
Rounding differences may occur.

Capital invested: T-12

Figures in millions of euros	Mar 31, 2019	Mar 31, 2020	Δ as %	Δ as m€	
Equity	254.9	263.5	3.4%	8.6	(+) Result
Non-current accruals for pensions	29.6	35.9	21.4%	6.3	(-) Dividend payments
+ Non-current deferred tax liabilities	3.3	3.4	2.4%	0.1	
+ Non-current other accruals	0.4	0.4	5.3%	0.0	(+) Actuarial valuation
+ Non-current financial liabilities	1.6	1.9	19.7%	0.3	
+ Non-current other liabilities	0.6	0.5	-22.1%	-0.1	
= = non operating liabilities	35.4	42.0	18.6%	6.6	(+) Acquisition of WhiteWall
Non-current interest-bearing financial liabilities	1.0	1.0	-1.0%	0.0	(-) Rental payments decrease remaining payments, net, increased by new rental contracts
+ Non-current leasing liabilities	53.5	48.6	-9.1%	-4.9	
+ Current interest-bearing financial liabilities	5.9	12.9	120%	7.0	(+) Operational given increase of financial liabilities
+ Current leasing liabilities	9.2	10.1	9.8%	0.9	
= brutto financial debt	69.6	72.7	4.4%	3.1	
= Capital Invested	359.9	378.2	5.1%	18.3	

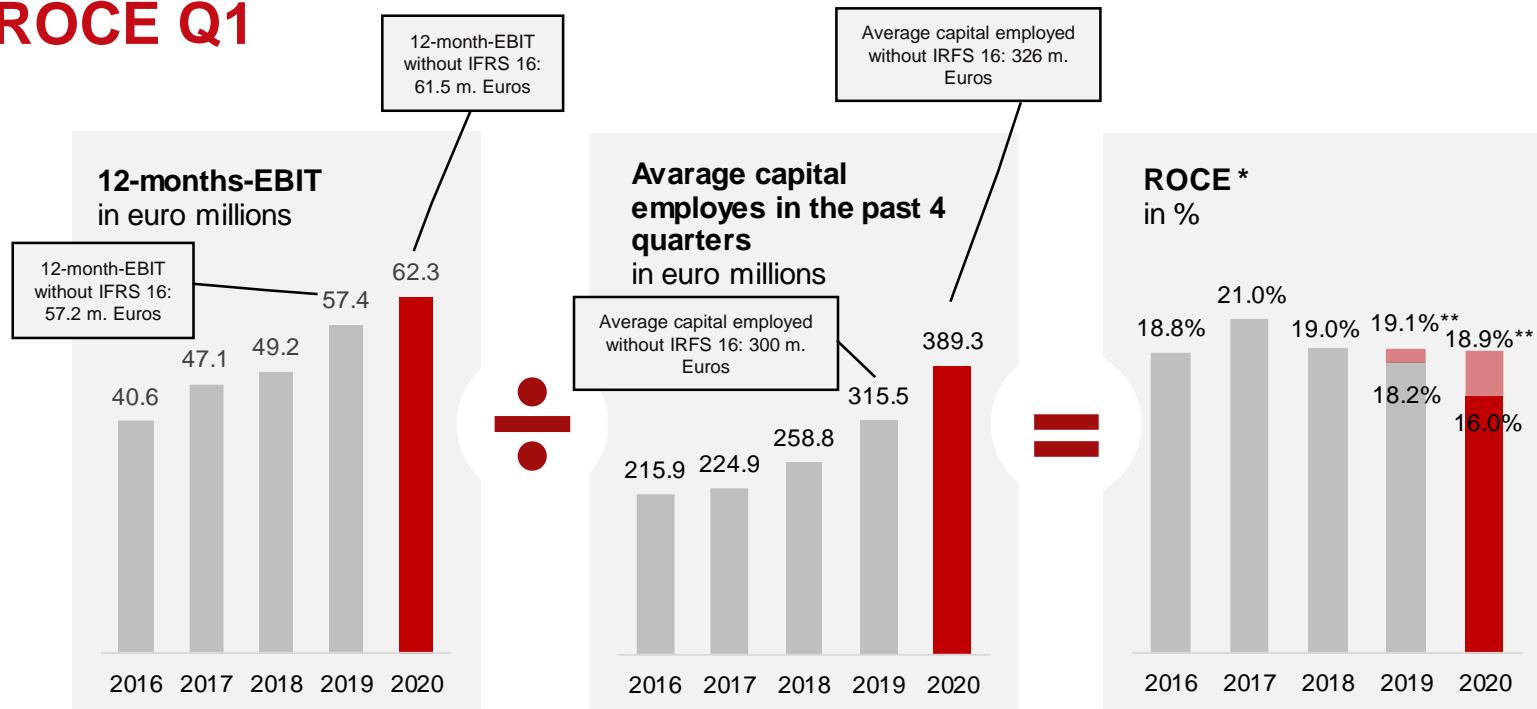
Rounding differences may occur.

Free cash flow Q1



➤ Cash Flow is stable: Slight EBITDA-improvement counterbalanced by slightly higher investments

ROCE Q1



- > Average capital employed increases to 389.3 million euros through IFRS 16 and WhiteWall acquisition
- > Positive development of earnings sees ROCE before IFRS 16 and restructuring very sound at 18.9%

* ROCE = EBIT / Ø Capital Employed. Rounding differences may result

** before IFRS 16 balance sheet extension and LASERLINE restructuring costs

Agenda

1. Business segment Photofinishing
2. Business segment Commercial Online-Print
3. Business segment Retail
4. Business segment Other
5. Results CEWE-Group
6. Financial Report
- 7. Notes**

Consolidated profit and loss account

<i>Figures in thousands of euros</i>	Q1 2019	Q1 2020	Δ as %
Revenues	139,154	144,811	4.1%
Increase / decrease in finished and unfinished goods	-208	-694	234%
Other own work capitalised	152	230	51.3%
Other operating income	4,645	5,838	25.7%
Cost of materials	-38,398	-36,498	-4.9%
Gross profit	105,345	113,687	7.9%
Personnel expenses	-44,157	-47,685	8.0%
Other operating expenses	-46,224	-50,626	9.5%
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	14,964	15,376	2.8%
Amortisation of intangible assets, depreciation of property, plant and equipment	-12,667	-13,601	7.4%
Earnings before interest, taxes (EBIT)	2,297	1,775	-22.7%
Financial income	18	10	-44.4%
Financial expenses	-254	-263	3.5%
Financial result	-236	-253	7.2%
Earnings before taxes (EBT)	2,061	1,522	-26.2%
Income taxes	-558	-5	-99.1%
Earnings after taxes from continuing operations	1,503	1,517	0.9%
Post-tax profit/loss for discontinued operation	-372	147	-140%
Group earnings after taxes	1,131	1,664	47.1%
Earnings per share (in euros)			
undiluted	0.16	0.23	43.8%
diluted	0.16	0.23	43.8%

Rounding differences may occur.

Consolidated balance sheet: Assets

<i>Figures in thousands of euros</i>	Mar. 31, 2019	Dec. 31, 2019	Mar. 31, 2020	Δ Dec. 31, 2019 as %	Δ Mar. 31, 2019 as %
Property, plant and equipment	218,212	221,130	212,081	-4.1%	-2.8%
Investment properties	17,530	17,240	17,204	-0.2%	-1.9%
Goodwill	59,718	77,758	77,758	0.0%	30.2%
Intangible assets	27,365	38,992	37,060	-5.0%	35.4%
Financial assets	7,006	5,579	6,155	10.3%	-12.1%
Non-current financial assets	1,293	1,468	1,303	-11.2%	0.8%
Non-current other receivables and assets	234	655	58	-91.1%	-75.2%
Deferred tax assets	12,072	14,203	13,950	-1.8%	15.6%
Non-current assets	343,430	377,025	365,569	-3.0%	6.4%
Inventories	45,392	48,358	44,003	-9.0%	-3.1%
Current trade receivables	41,986	91,162	34,769	-61.9%	-17.2%
Current receivables from income tax refunds	7,226	1,520	6,153	305%	-14.8%
Current financial assets	2,777	5,320	3,367	-36.7%	21.2%
Other current receivables and assets	10,402	8,565	12,195	42.4%	17.2%
Cash and cash equivalents	13,103	32,357	19,016	-41.2%	45.1%
	120,886	187,282	119,503	-36.2%	-1.1%
Assets classified as held for sale	0	2,951	3,108	5.3%	-
Current assets	120,886	190,233	122,611	-35.5%	1.4%
Assets	464,316	567,258	488,180	-13.9%	5.1%

Rounding differences may occur.

Consolidated balance sheet: Equity and liabilities

<i>Figures in thousands of euros</i>	Mar. 31, 2019	Dec. 31, 2019	Mar. 31, 2020	Δ Dec. 31, 2019 as %	Δ Mar. 31, 2019 as %
Subscribed capital	19,240	19,279	19,279	0.0%	0.2%
Capital reserve	73,903	76,491	73,380	-4.1%	-0.7%
Treasury shares at acquisition cost	-6,917	-6,655	-8,610	29.4%	24.5%
Retained earnings and unappropriated profits	168,630	180,646	179,431	-0.7%	6.4%
Equity of the shareholders of CEWE KGaA	254,856	269,761	263,480	-2.3%	3.4%
Non-current accruals for pensions	29,569	35,546	35,893	1.0%	21.4%
Non-current deferred tax liabilities	3,310	3,500	3,388	-3.2%	2.4%
Non-current other accruals	414	501	436	-13.0%	5.3%
Non-current interest-bearing financial liabilities	1,017	1,115	1,007	-9.7%	-1.0%
Non-current leasing liabilities	53,506	52,453	48,627	-7.3%	-9.1%
Non-current financial liabilities	1,552	1,865	1,858	-0.4%	19.7%
Non-current other liabilities	579	451	451	0.0%	-22.1%
Non-current liabilities	89,947	95,431	91,660	-4.0%	1.9%
Current tax liabilities	8,129	7,456	7,338	-1.6%	-9.7%
Current other accruals	4,303	6,329	6,420	1.4%	49.2%
Current interest-bearing financial liabilities	5,887	832	12,933	>1,000%	120%
Current leasing liabilities	9,220	10,576	10,126	-4.3%	9.8%
Current trade payables	53,379	113,552	55,419	-51.2%	3.8%
Current financial liabilities	10,158	11,198	8,472	-24.3%	-16.6%
Current other liabilities	28,437	51,618	31,877	-38.2%	12.1%
	119,513	201,561	132,585	-34.2%	10.9%
Liabilities classified as held for sale	0	505	455	-9.9%	-
Current liabilities	119,513	202,066	133,040	-34.2%	11.3%
Equity and liabilities	464,316	567,258	488,180	-13.9%	5.1%

Rounding differences may occur.

Multi-Year-Overview

Volumes and employees

		Q1 2015	Q1 2016	Q1 2017	Q1 2018	Q1 2019	Q1 2020
Total volume of photos	<i>millions of units</i>	465	482	438	466	506	508
CEWE PHOTOBOOKS	<i>millions of units</i>	1,160	1,278	1,159	1,248	1,334	1,363
Employees (as of the reporting date)	<i>converted to full-time equiva</i>	3,229	3,293	3,433	3,759	3,790	3,913

Income

		Q1 2015	Q1 2016	Q1 2017	Q1 2018	Q1 2019	Q1 2020
Turnover	<i>millions of euros</i>	106.8	119.2	118.6	130.6	140.4	144.8
EBITDA	<i>millions of euros</i>	4.8	9.6	9.1	10.0	14.7	15.4
EBITDA margin	<i>as % of turnover</i>	4.5	8.1	7.7	7.6	10.4	10.6
EBIT	<i>millions of euros</i>	-3.5	0.6	0.6	0.2	1.9	1.8
EBIT margin	<i>as % of turnover</i>	-3.3	0.5	0.5	0.2	1.4	1.2
Restructuring expenses	<i>in millions of euros</i>	1.0	0.0	0.0	0.0	0.0	0.0
EBIT prior to restructuring	<i>in millions of euros</i>	-2.5	0.6	0.6	0.2	1.9	1.8
EBT	<i>millions of euros</i>	-3.7	0.6	0.7	-0.2	1.7	1.5
Earnings after taxes	<i>millions of euros</i>	-3.6	0.4	0.5	-0.1	1.1	1.5

Capital

		Q1 2015	Q1 2016	Q1 2017	Q1 2018	Q1 2019	Q1 2020
Total assets	<i>millions of euros</i>	283.0	305.6	325.6	401.9	464.3	488.2
Capital employed (CE)	<i>millions of euros</i>	201.2	217.9	237.0	301.8	359.9	378.8
Equity	<i>in Mio. Euro</i>	171.7	186.6	204.4	229.4	254.9	263.5
Equity ratio	<i>as % of the balance sheet t</i>	60.7	61.1	62.8	57.1	54.9	54.0
Net financial liabilities	<i>in million euros</i>	-11.0	-25.0	-41.3	23.3	-6.2	53.7
ROCE (previous 12 months)	<i>as % of average capital employed</i>	16.9	18.8	20.9	19.0	18.2	14.7

Multi-Year-Overview

Cash Flow

		Q1 2015	Q1 2016	Q1 2017	Q1 2018	Q1 2019	Q1 2020
Cash flow from operating activities	<i>in million euros</i>	-0.9	16.2	-1.6	-9.9	-10.7	-9.9
Net cash used in investing activities	<i>in million euros</i>	-11.5	-6.2	-5.5	-49.0	-4.0	-5.7
Net cash flow	<i>millions of euros</i>	-12.5	9.9	-7.0	-58.9	-14.7	-15.5
Cash flow from financing activities	<i>millions of euros</i>	-0.5	-3.9	2.7	35.3	-0.3	2.6

Share

		Q1 2015	Q1 2016	Q1 2017	Q1 2018	Q1 2019	Q1 2020
Number of shares (nominal value: 2.60 euros)	<i>in units</i>	7,400,020	7,400,020	7,400,020	7,400,020	7,400,020	7,414,939
Earnings per share							
undiluted	<i>in euros</i>	-0.51	0.06	0.07	-0.01	0.16	0.23
diluted	<i>in euros</i>	-0.51	0.06	0.07	-0.01	0.16	0.23

Financial schedule

(insofar as already scheduled)

06.08.2020	Publication of Interim Report H1-2020
06.08.2020	Press release on the Interim Report H1-2020
22.09.2020	Berenberg & Goldman Sachs German Corporate Conference 2020
23.09.2020	Baader Investment Conference 2020
12.11.2020	Publication of Quarterly Statement Q3 2020
12.11.2020	Press release on Quarterly Statement Q3 2020
16.11.2020	2020 German Equity Forum

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All numbers are calculated as exactly as possible and rounded for the presentation. Figures may not sum to 100, because of rounding.*

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