



E | L | G

EUROPEAN LINGERIE GROUP AB

QUARTERLY REPORT –
9 MONTHS AND
THIRD QUARTER 2020

European Lingerie Group (ELG) is a fully vertically integrated intimate apparel and lingerie group, supplying lingerie materials to all major intimate apparel brands and distributing own ready garment lingerie products through more than 4,500 points of sale in 46 countries worldwide and online. ELG includes three business segments – **Lauma Fabrics, Felina International** and online business **Dessus-Dessous**.

ELG has successfully embarked upon a growth strategy involving international M&A targets and building size, and is today a renowned and strong player in the European intimate apparel industry.

Key numbers

1,122

Employees
worldwide

46

Countries

4,500

Points of sale

6 brands

Lauma Fabrics,
Felina, Conturelle,
Senselle,
Lauma Medical,
Dessus-Dessous

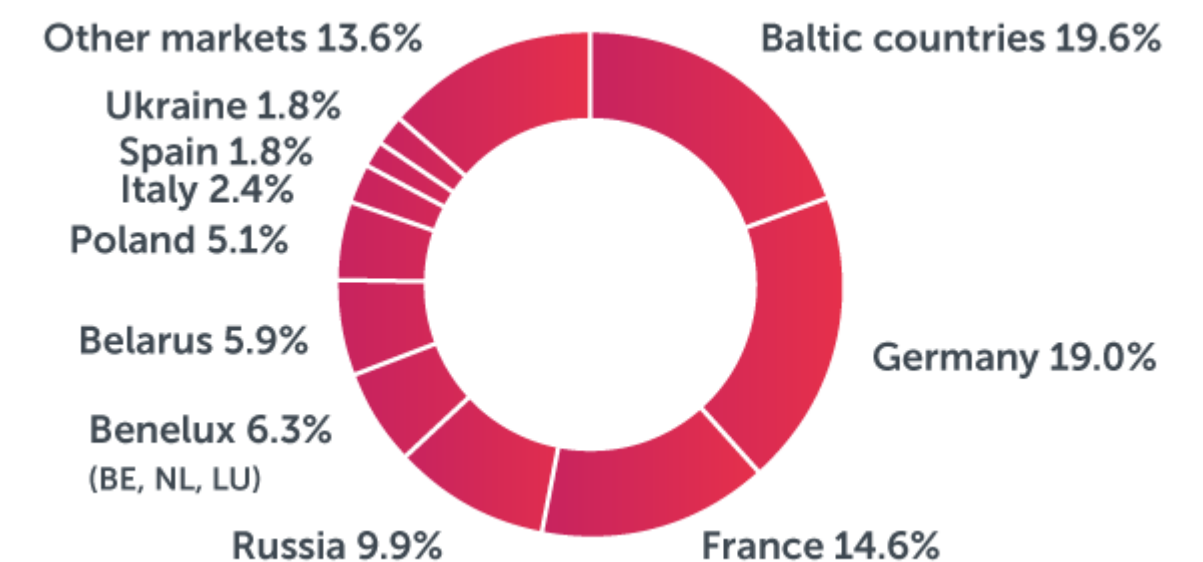
€ 16.0m

Sales Q3 2020

€ 48.6m

Sales 9M 2020

Sales by markets 9M 2020



Company Locations

Key company locations –

sourcing, design, development

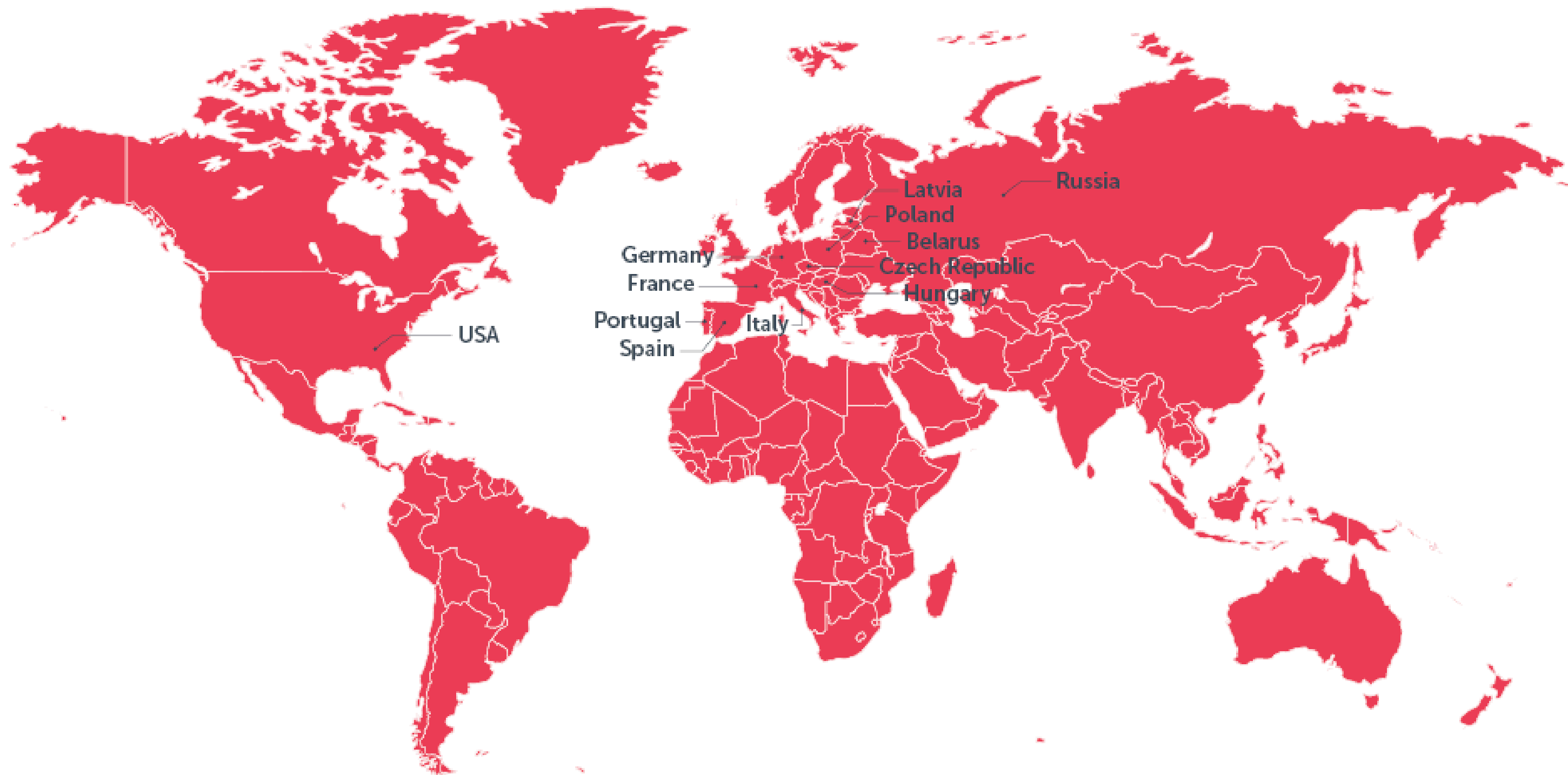
Germany (Mannheim), Latvia (Liepaja)

Production

Germany, Latvia, Hungary, Belarus

Trading

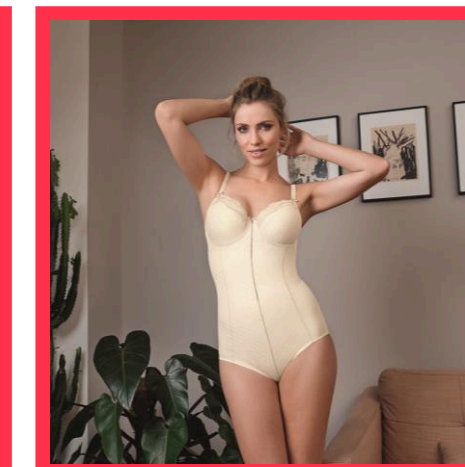
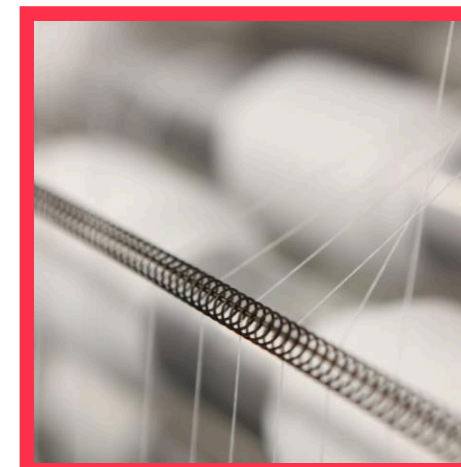
Germany, Latvia, Hungary, Poland,
France, Italy, USA, Spain, Portugal,
Czech Republic, Russia



Company Products

Lace, embroidery, elastic fabrics,
narrowes, private label products

Premium branded lingerie under
Conturelle and Felina brands



Business case

Unique for lingerie industry

ELG is one of few **fully vertically integrated** companies in the lingerie industry in Europe producing lace and fabrics for international lingerie brands as well as producing and distributing lingerie garments under its own brands.

Established position in CEE and excellent platform for growth

The Group has historically demonstrated **stable performance**. The leadership team have identified **further growth opportunities** in private label business expansion, geographical expansion, product portfolio expansion and new distribution channels, especially online; also – licencing projects by large global brands.

ELG's strong market position, brand awareness and network in CEE support **integration of new business segments** and **geographical expansion**.

Highly experienced Management team

The Group has a **capable and highly experienced leadership team**, who are supported by a well-established 2nd tier management team responsible for the daily operations of the Group and its subsidiaries.

Manufacturing arm with blue-chip customer base

ELG is **one-stop-shop manufacturer** with diversified blue-chip customer base.

The Group supplies all major European manufacturers of intimate apparel.

Innovative **European design and quality** for relatively **low cost**.

High brand awareness and customer proximity

Its established brands, Felina and Conturelle, have **high brand awareness**.

Close customer proximity through department stores and other retailers. Wide distribution network exceeding **4,500 points of sale** throughout Western Europe.

Several profitability initiatives available

Optimisation of manufacturing and organisation, and **development of online sales**.

Value creation through vertical integration

Deep integration of the supply chain (from fabrics to retail).

Efficient supply chain management.

Integration as a response to new demands for speed to market of 6 – 10 weeks (previously up to 9 months) for all types of products (classic, flash, seasonal) and quick reaction to market demands.

Efficient inventory management across the whole supply chain.

High asset/capital turnover and realization of full gross margin in-house.

Reduction of risk through controlling key elements of the industry value chain.

Diversification of the group sales and markets.

ELG has a track record of successfully expanding into new geographies through acquisitions. Acquired companies include Elastic (fine fabrics, a client) and Felina (premium lingerie, a client), facilitating the geographical expansion and vertical integration.

Raw material (yarns) > Fashion trends > Fabric design > Fabric production > Product design > Lingerie production > Branding / marketing > Wholesale > Retail

Lauma Fabrics

Felina



felina

CONTURELLE
— *felina* —


senselle
by *felina*

Felina SS19



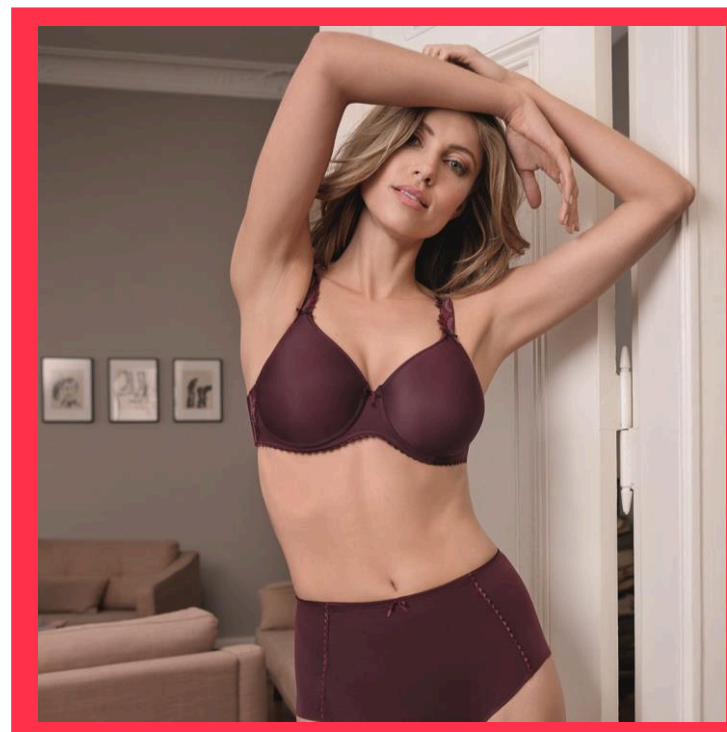
Felina

Premium quality lingerie since 1885

Well-established player in an intimate wear niche focused on **premium** bras, slips and other intimate wear products.

Over **100 years** of brand heritage and excellent product fit with loyal end customers obtaining a low degree of price sensitivity.

Two distinct and complimentary premium brands – ***Felina*** and ***Conturelle***. Newest addition ***Senselle*** is a fusion collection



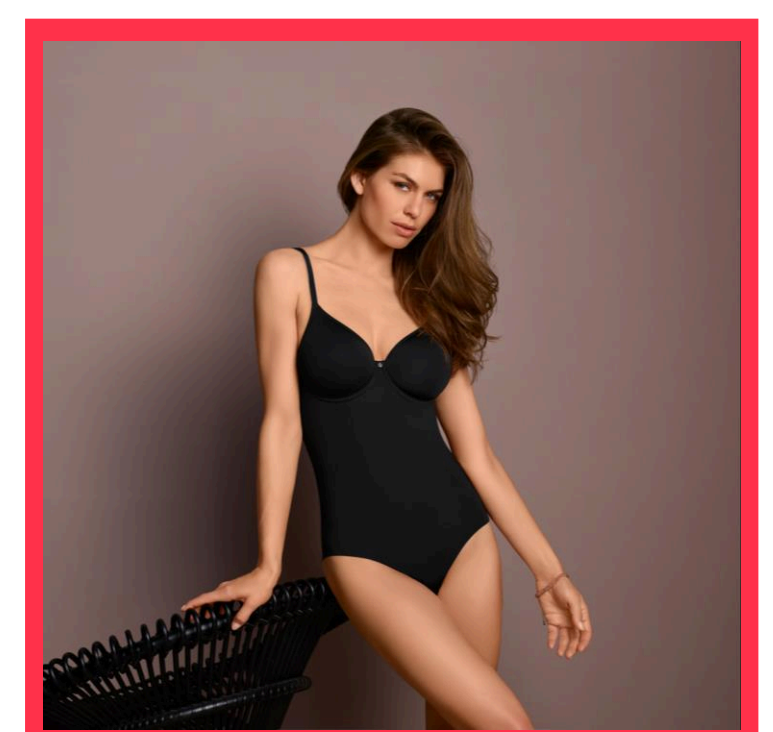
Vertical integration. The combination of in-house large-scale fabrics and lace production by Lauma and strong end-product and distribution experience by Felina.

Close customer proximity through regional sales subsidiaries focusing on department stores as well as fashion and lingerie retailers.



Low risk, asset-light business model, due to growing core business with high share of NOS (never-out-of-stock) products.

High internal value-add from product design and collection management to two own production sites in Hungary that secures highest quality standards and short lead times.



Own Brands sales and distribution

Felina has long-standing international customer relationship and a well-developed lingerie distribution network covering most of the European countries and serving over 4,500 wholesale customers worldwide. Wholesale business is mainly in the CIS region. Felina realizes approximately 75% of sales through specialized shops, fashion boutiques and department stores.

Felina mainly sells lingerie to the European market, which is the world's largest women's lingerie market. Germany, is the core market for Felina.

Core Markets

Germany



Western Europe



Russia



Felina has a strong international presence, generating more than 60% of sales outside Germany (22% Western Europe, 14% Southern Europe, 24% Eastern Europe, 3% Northern America and Asia). In 2018, a new back-up brand *Senselle by Felina* was launched to grow the market share in Eastern Europe as well as CIS countries and target the medium price segment.

In the near future the Group sees good potential in expanding further into Scandinavia, Spain and the UK. Such an expansion can be facilitated either through greenfield expansion or via strategic acquisitions.

Product development, sales and logistics of Felina are located in Mannheim, Germany and manufacturing in 2 plants in South-East Hungary. Felina employs 680 people.





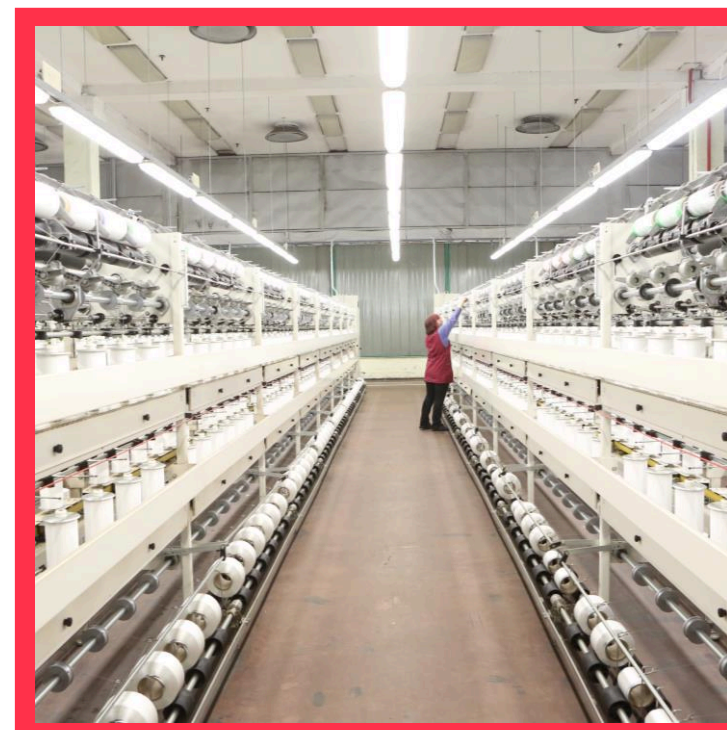
Business strengths

The company, situated in Liepaja, Latvia **supplies all major manufacturers** of intimate apparel throughout Europe.

Lauma Fabrics balances **European design and quality** for a relatively low cost in comparison with old European producers.

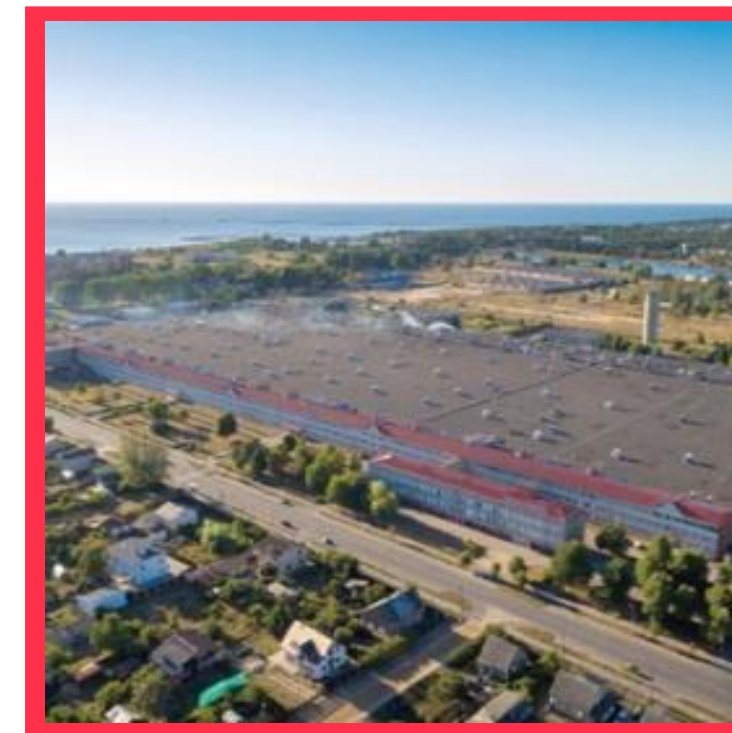
Financially sound and strong cash flow generative business.

Lauma Fabrics historical success has been built on '**one-stop-shop**' strategy whereas a full set of materials for ladies underwear (warp knitted fabrics, laces, narrows, embroideries, moulded cups) is offered to the customer.



Lauma Fabrics has a **full production process under one roof** (warping, knitting, dyeing and finishing), very rare for a European producer.

The company has a **modern dye-house**, which enables beam and jet dyeing as well as includes water scouring equipment and stenters.



Convenient location for European production and historically loyal employee base.

Balanced geographical sales to CIS / Russia and Central and Western Europe with **market leaders** as the **key customers**.



Lauma Fabrics product portfolio

Product portfolio includes elastic knitted fabrics, rigid knitted fabrics, elastic laces, narrows and embroideries.

Lauma Fabrics also offers SCM* services where ready garments are produced under customer brands.

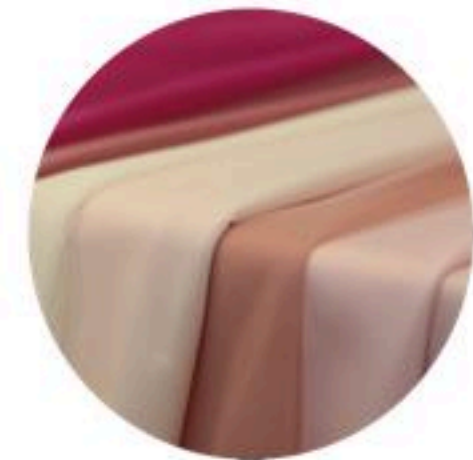
In addition to its core products, Lauma produces medical textile – compression bands and back supports. These products are sold under the brand Lauma Medical.



Lace



Embroidery



Elastic fabric



Narrows



Medical goods

*SCM - Supply
chain management

Lauma Fabrics – Factories and manufacturing



All **production** including warping, knitting, dyeing and finishing **under one roof** with no outsourcing involved.

The building of the main production site in Liepaja ranked as the **8th largest factory** in the World in 2016 (**100k sqm**), after Volkswagen, Hyundai, Tesla, Boeing, Belvidere, Mitsubishi and Jean-Luc Lagardère Plant.

The company made an **investment of €6.4 million** in 2014-2015 and 2019 in dye-house modernization in Latvia, which enables beam and jet dyeing; includes water scouring machine and stenters.

The Group has **own machinery** needed for the full production cycle:

- In Latvia & Germany: 10 yarn weaving machines, 249 fabrics/narrows knitting and weaving machines, 4 drying machines, 27 dyeing machines as well as other supplementary equipment.

Fabrics and laces are mainly produced in the Latvian factory in Liepaja in the north of Latvia (471 employees):

- **Built in** the early **1970s** to provide textile products throughout the Soviet Union. Consequently, the business was established with both **knitting and dyeing & finishing facilities**
- **Dye-house** recently **modernized**
- The entire production process takes place in the same factory, enabling Lauma to **fully control all stages** of the process
- Provides ample **space for expansion**
- The knitting **machinery** is **well maintained** and generally is adequate for current needs

There are **two** smaller operating elastic fabrics **units in Neukirchen, Germany** (knitting) and **Wuppertal, Germany** (dyeing and finishing) with 65 employees.

Lauma Fabrics sales

Lauma Fabrics blue-chip customer base:

Lauma Fabrics has a **strong reputation** and **loyal customer base** built by using high quality materials, manufacturing all products in-house and reasonable product pricing.

Lauma Fabrics's client base is diversified in terms of size and geography – the Company serves all main lingerie brands in Europe and has around **200 client accounts**.

Lauma Fabrics currently produces a wide range of lace plus a variety of basic broad elastic fabrics. The majority of its production is used in intimate apparel garments, with principal markets being the CIS countries and Russia.

Sales to Western European countries are also growing steadily. More than 85% of fabrics, laces and other materials exported to more than **20 countries all over the world**.

Fabrics and laces are sold and marketed by dedicated distribution teams aiming to develop a close link between materials manufactured by Lauma Fabrics and the clothing where these products are used. In combination, the Latvian and German production facilities provide **wide geographic coverage**.

Lauma Fabrics carries a **wide range of fabrics** covering all product types. These are presented to customers either at trade fairs, customer conventions or directly at the customers' premises.



Dessus
Dessous
LINGERIE
FRENCH LUXURY LINGERIE SHOP

www.dessus-dessous.com

Customer : +33 (0)4 67 71 58 60

EN | EUR

Connect

My Cart

Dessus
Dessous
LINGERIE
FRENCH LUXURY LINGERIE SHOP

New! Look for brand, product , size

BRANDS | LINGERIE | NEW | MEN | DISCOUNT

Plus Size Lingerie | The Invisibles | Swimwear | Outlet

NEW ! Free delivery in Europe relay points. > More information

-40%

All our
Good Deals of
your
lingerie brands

LISE CHARMEL
PRIMA DONNA

SP
SIMONE PÉRELE
PARIS

Chantal Thomass
PARIS

> Shop now

-50%

Aubade

Recently Viewed Products

My wishlist



Dessus-Dessous. headquartered in Lunel, France, is the French leader in online sales of lingerie. The Company specializes in online sales of luxury lingerie brands including Lise Charmel, Van De Velde, Simone Pérèle, Felina, Conturelle and others.

Dessus-Dessous has been leading the French online lingerie market since 2000 and enjoys extraordinary rates of customer satisfaction and loyalty, thanks to superb customer service, reliable delivery and a constantly up-to-date selection of over 150 thousand articles from over 50 brands.

Key numbers

No 1

in French online
lingerie market

50+ brands

Represented on website

150 thousand

Articles in selection

214 thousand

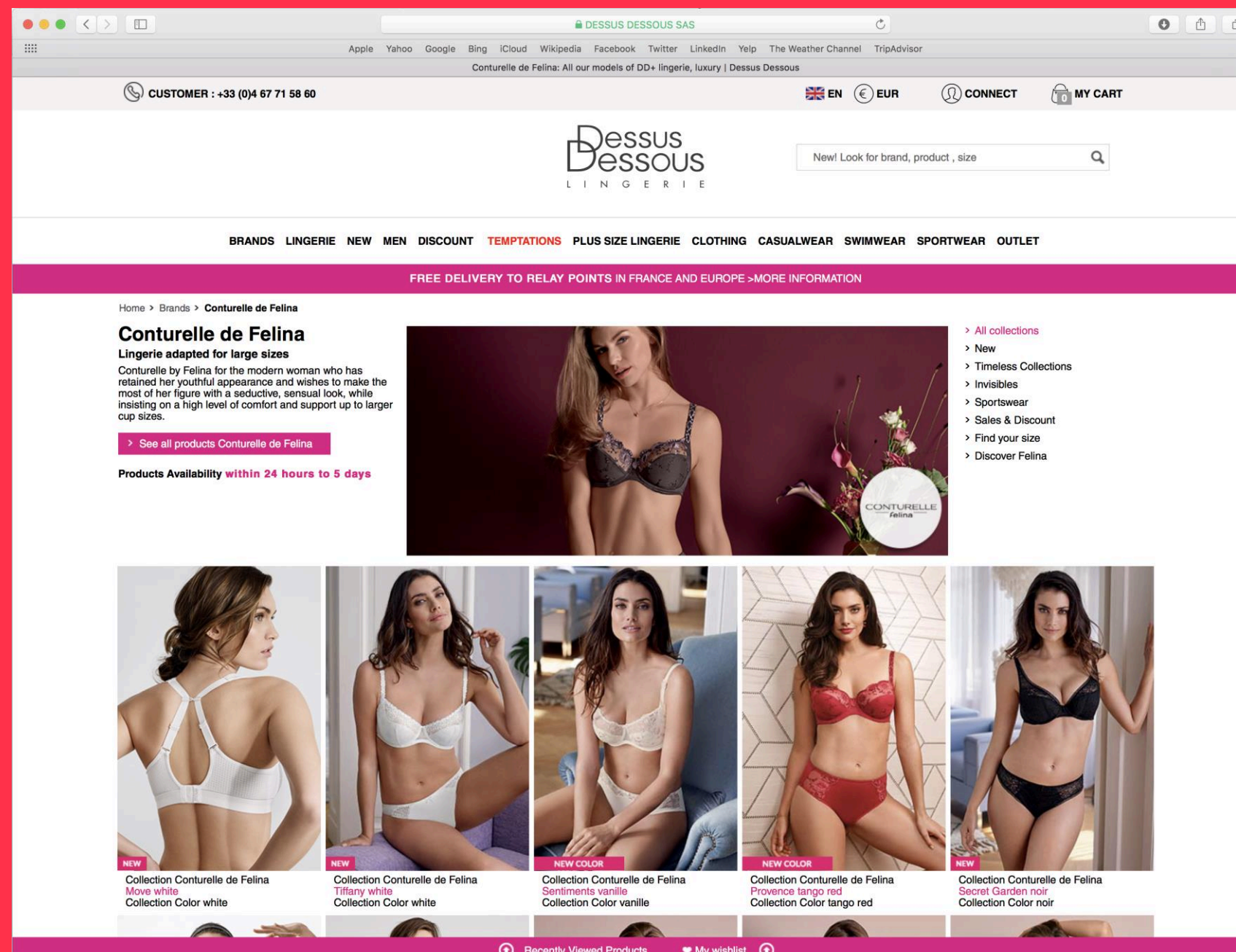
Customers in database



Business Strengths

The acquisition of Dessus-Dessous, completed in June 2018, marked ELG's expansion to the online retail segment of the lingerie market, reinforcing the Group's strategic commitment to building a truly vertically integrated business.

Sales of consumer goods are increasingly moving online, as is the modern lingerie business. The acquisition of Dessus-Dessous is the response of ELG towards the persistent market trends.



ELG believes the acquisition of Dessus-Dessous is of great long-term strategic value for the Group.



Business Strengths & Opportunities

Magento 2 project is in preparation phase. The project improves performance through increased conversion, a better and more user-friendly admin interface even for non-technical users and is a mobile friendly platform.

Numerous initiatives are in the pipeline to facilitate the **conversion rate** as well as **average basket** increase.

Dessus & Dessous has been successful with Google campaigns in France while international campaigns have not been prioritised in the past. Target is to **grow international reach**, specifically English speaking countries and Russia.

E-mail channel is being substantially re-enforced in 2020 after GDPR implementation. Conversion of customer data base into opt-ins was also completed. E-mail is the highest conversion channel for the Company and the Company will continue to aim to strengthen this channel.

Further **connection to the brands' warehouse** databases is planned to facilitate the product availability and decrease stock requirement.

For 2021, **translation of the web page** into one language annually is planned for countries where local language is preferred for a better shopping experience.

Highlights of 9M/Q3 2020

COVID-19 pandemic

The COVID-19 pandemic, which spread with alarming speed to the rest of the world in 2020, brought economic activity in the first and the second quarter of 2020 to a near-standstill as countries imposed tight restrictions on movement to halt the spread of the virus. The economic damage is evident and represents the largest economic shock the world has experienced in decades. After release of the restrictions and re-opening of shops at the end of the second quarter of 2020 and throughout the third quarter of 2020, the Group experienced rather stable recovery of its volumes during the whole reporting quarter and filled its production close to fully utilised capacity.

Some of the novelty production in the lingerie ready garment segment for Autumn 2020 collection was delayed due to the slowed down production in the second quarter of 2020 as well as the short-time regime of part of the suppliers of materials. Due to that, shipments of the novelties were shifted from the third to the fourth quarter of 2020, which influenced the volume and revenue fluctuations in the reporting quarter on a comparable basis.

Reaching an agreement on a standstill with the Bondholder Committee

As announced on the website and in the Annual Report 2019, in July 2020 the Group reached an agreement on a standstill with the Bondholder Committee (representing approximately 60 per cent of the Total Nominal Amount of the Bonds) regarding ELG's defaults under the Terms and Conditions as well as a cooperation between the ELG and the Bondholder Committee to explore and execute a potential restructuring of the Group and the Bonds. The initial long stop date for the standstill was 30 November 2020 (the "Standstill Period"), which was later extended to accommodate the investment process deadlines with a requirement to sign binding investment agreement by mid-December at the latest and full closing of transaction in January 2021 at the latest.

Key findings of 9M/Q3 2020

As a result of pandemic, revenue in 9 months 2020 for European Lingerie Group was 17.6% lower than in 9 months 2019. The drop in traditional textile and lingerie products was larger, but the Group was able to outweigh part of it with additional business from sewing protective masks as well as trading imported medical masks and respirators. This gave large support to the Group in covering its operating costs during the down-time period.

Revenue in the third quarter 2020 for the Group was 15.5% lower than in the third quarter 2019. The textiles segment achieved a growth in revenue and the lingerie segment experienced a drop. The drop in the revenue of the lingerie ready garment segment is mainly explained by the continuing relatively weak customer turnover in physical stores as tourism was still limited throughout the whole period and people in general were reluctant to visit public places in order to escape from the risk of being infected. Also, the delay of novelty shipments explained above negatively influenced the revenue of the reporting quarter.

As response measures to the volume drop, the management initiated several cost saving actions to save the profitability. These were implemented across all the Group's companies according to the available state supports in the counties of operations and contractual possibilities. The measures taken were downtime initiation for the employees, reduction of the number of employees where possible, reduction of production volumes with subcontractors to maximize internal capacity utilisation, initiation of alternative business opportunities, i.e. production of protective masks, cancellation or putting on hold of all possible contracts and costs as well as application for state subsidies and state supported loans.

These actions allowed the Group to restart production in June 2020 when lockdown measures in the countries were fully or partially released and when the customers restarted their operations and restarted their orders from the Group and continue to still be EBITDA profitable and liquidity stable throughout the whole period. Online retail of the Group continued working as normal during the lock-down period and sales were even higher than in the same period last year.

Financial highlights of 9M/Q3 2020

The Group's sales amounted to EUR 48,664 thousand in 9 months 2020 (Q3 2020: EUR 16,013 thousand), representing a 17.6% decrease as compared to sales of 9 months 2019 (15.5% decrease to Q3 2019). In 9 months 2020, the decrease in sales was mainly a result of COVID-19 outbreak followed by partial deferral of orders by customers as well as significant reduction of orders during the lock-down period.

Profitability margins in 9 months 2020 were below previous year which is explained by COVID-19 outbreak and shortfall in revenue which made it difficult to cover part of the fixed costs. The drop in profitability though was partly outweighed by the additional business from protective masks, state subsidies received for the down-time payments to employees and strict cost control during the lockdown period. Q3 2020 profitability from traditional textile and lingerie product operations was satisfactory, however, it was negatively affected by the write downs accrued for the face masks stock in the amount of EUR 960 thousand to reflect their net realisable value at period-end and outweigh the higher profit realised on the medical mask business during the second quarter of 2020.

| <i>In thousands of EUR</i> | 9 months 2020 | 9 months 2019 | Change |
|------------------------------------|------------------|------------------|---------|
| Revenue | 48,664 | 59,060 | -17.6% |
| Normalised operating profit | 43 | 4,824 | -99.1% |
| Normalised EBITDA | 2,951 | 7,619 | -61.3% |
| Normalised net loss | (2,804) | 1,085 | -358.4% |
| Operating cash flow for the period | 4,389 | 1,488 | 195.0% |

| <i>In thousands of EUR</i> | Q3 2020 | Q3 2019 | Change |
|------------------------------------|---------|---------|---------|
| Revenue | 16,013 | 18,951 | -15.5% |
| Normalised operating profit | (49) | 2,063 | -102.4% |
| Normalised EBITDA | 952 | 2,991 | -68.2% |
| Normalised net profit /(loss) | (1,078) | 660 | -263.3% |
| Operating cash flow for the period | 636 | 472 | 34.7% |

Financial highlights of 9M/Q3 2020

Normalised EBITDA in 9 months 2020 amounted to EUR 2,951 thousand (Q3 2020: EUR 952 thousand) and decreased by 61.3% compared to 9 months 2019 (68.2% decrease to Q3 2019).

Normalised EBITDA margin in 9 months 2020 and 9 months 2019 was 6.1% and 12.9% respectively (Q3 2020 and Q3 2019: 5.9% and 15.8% respectively).

Normalised net profit in 9 months 2020 amounted to a loss of EUR 2,804 thousand (Q3 2020: loss of EUR 1,078 thousand), compared to normalised net profit of EUR 1,085 thousand in 9 months 2019 (Q3 2019: EUR 660 thousand).

Normalised net profit margin in 9 months 2020 and 9 months 2019 was -5.8% and 1.8% respectively (-6.7% and 3.5% in Q3 2020 and Q3 2019 respectively).

| Marginal analysis, % | 9 months 2020 | 9 months 2019 | Change |
|------------------------------------|---------------|---------------|--------|
| Normalised operating profit margin | 0.1 % | 8.2% | -8.1% |
| Normalised EBITDA margin | 6.1% | 12.9% | -6.8 % |
| Normalised net profit margin | -5.8% | 1.8% | -7.6% |

| Marginal analysis, % | Q3 2020 | Q3 2019 | Change |
|------------------------------------|---------|---------|--------|
| Normalised operating profit margin | -0.3% | 10.9% | -11.2% |
| Normalised EBITDA margin | 5.9% | 15.8% | -9.9% |
| Normalised net profit margin | -6.7% | 3.5% | -10.2% |

Sales of 9M/Q3 2020

Core operating markets for European Lingerie Group are Germany, Spain, France, Poland, Benelux countries, Baltic countries, Russia, Belarus, Italy and Ukraine. Group's sales in its core markets in 9 months 2020 were 86.5% of its total sales against 84.1% in 9 months 2019 (85.1% in Q3 2020 against 84.3% in Q3 2019).

As a result of COVID-19 outbreak, sales in all markets operated by the Group demonstrated **a decrease** in 9 months, except Baltic countries and France. In Q3 2020, also Belarussian and Polish markets demonstrated a recovery and growth. Sales in the Baltic countries increased by 39.9% in 9 months 2020 compared to previous year (Q3 2020: increase by 27.7%). 9 months increase is explained by sales of medical masks and respirators, while Q3 growth was a result of the market and production recovery after the first wave of COVID-19.

Sales in France increased by 41.4% in 9 months 2020 and by 22.0% in Q3 2020 compared to previous year. Such an outstanding growth was caused by two factors. Firstly, Felina's Hungarian production facility concluded a contract for sewing protective masks for a French customer. Secondly, switch of demand from traditional shopping to online during the lock-down period resulted in higher sales achieved by the Group's online retailer – Dessus-Dessous S.A.S.

Sales by markets – 9 months

| <i>In thousands of EUR</i> | 9 months 2020 | 9 months 2019 | Change, % | 9 months 2020, % of sales | 9 months 2019, % of sales |
|----------------------------|---------------|---------------|---------------|---------------------------|---------------------------|
| Baltic countries | 9,532 | 6,815 | 39.9% | 19.6% | 11.5% |
| Germany | 9,240 | 13,281 | -30.4% | 19.0% | 22.5% |
| France | 7,115 | 5,032 | 41.4% | 14.6% | 8.5% |
| Russia | 4,823 | 7,773 | -38.0% | 9.9% | 13.2% |
| Benelux countries | 3,076 | 4,246 | -27.6% | 6.3% | 7.2% |
| Belarus | 2,860 | 3,924 | -27.1% | 5.9% | 6.6% |
| Poland | 2,502 | 3,403 | -26.5% | 5.1% | 5.8% |
| Italy | 1,189 | 1,516 | -21.6% | 2.4% | 2.6% |
| Spain | 896 | 2,609 | -65.7% | 1.8% | 4.4% |
| Ukraine | 866 | 1,061 | -18.4% | 1.8% | 1.8% |
| Other markets | 6,565 | 9,400 | -30.2% | 13.6% | 15.9% |
| Total | 48,664 | 59,060 | -17.6% | 100.0% | 100.0% |

Sales of 9M/Q3 2020

Sales in Spain had the most dramatic drop - by 65.7% in 9 months 2020 and by 149.0% in Q3 2020 compared to previous year. This was mainly a result of Covid-19 impact. Sales in Italy decreased by 21.6% in 9 months 2020 and by 55.7% in Q3 2020 compared to previous year. 9 months drop was not as significant as Q3 because of sales of medical masks imported by the Group from China. Both Spain and Italy suffered severely from the COVID-19 and applied restrictions, which lowered substantially the level of tourists in the country during the summer vacation period and as a result reduced customer flow and sales in the retail stores.

Sales in Russia decreased by 38.0% in 9 months and 28.0% in Q3 2020. This was a result of tighter restrictions on movement imposed by the government in the region together with complete closure of stores except for pharmacies and grocery shops for 2 months during Q2. Belarus and Poland suffered from the same effect as large portion of lingerie ready garments produced in these countries are exported to Russia for retail. After the release of restrictions in June 2020, the Russian market started recovering quite fast and sales volume started to pick up.

Sales in Ukraine decreased by 18.4% in 9 months 2020 and by 29.6% in Q3 2020 compared to previous year. The lower year-to-date drop is explained by Senselle by Felina lingerie sales in the region which are not shipped regularly on monthly basis.

Sales by markets – Q3

| <i>In thousands of EUR</i> | Q3 2020 | Q3 2019 | Change, % | Q3 2020, % of sales | Q3 2019, % of sales |
|----------------------------|---------------|---------------|---------------|---------------------|---------------------|
| Germany | 3,524 | 4,490 | -21.5% | 22.0% | 23.7% |
| Baltic countries | 2,603 | 2,038 | 27.7% | 16.3% | 10.8% |
| France | 2,075 | 1,701 | 22.0% | 13.0% | 9.0% |
| Russia | 1,805 | 2,506 | -28.0% | 11.3% | 13.2% |
| Belarus | 1,434 | 982 | 46.0% | 9.0% | 5.2 % |
| Poland | 1,281 | 1,014 | 26.3% | 8.0% | 5.4% |
| Benelux countries | 1,028 | 1,452 | -29.2% | 6.4% | 7.7% |
| Ukraine | 231 | 328 | -29.6% | 1.4% | 1.7% |
| Italy | 176 | 397 | -55.7% | 1.1% | 2.1% |
| Spain | (524) | 1,069 | -149.0% | -3.3% | 5.6% |
| Other markets | 2,380 | 2,974 | -20.0% | 14.8% | 15.6% |
| Total | 16,013 | 18,951 | -15.5% | 100.0% | 100.0% |

Sales of 9M/Q3 2020

The Group has the following two strategic divisions, which are its reportable segments. These divisions offer different products and are managed separately because they require different technology and marketing strategies.

| Reportable segments | Operations |
|---------------------|---|
| Textiles | Manufacturing, processing and wholesale of textiles |
| Lingerie | Manufacturing, processing, wholesale and retail (including online) of lingerie products |

During 9 months, both textiles and lingerie segment demonstrated a decrease, though textile segment decrease was minor. Lingerie segment suffered more from COVID-19 as it was hit immediately upon the closure of retail stores in most of our core markets. Textile segment felt the reduction 2 weeks later when stopped retail sales hit lingerie manufacturers and brands and these decided to temporarily stop their production as well. In both segments the drop in sales was partially outweighed by the additional sales of imported medical masks and respirators carried out during the lock-down period in the textile segment and by additional income from sewing protective masks in the lingerie segment. In Q3 2020 the textiles segment achieved a growth in revenue whereby the lingerie segment still experienced a drop.

Sales by business segments

| <i>In thousands of EUR</i> | 9 months 2020 | 9 months 2019 | Change, % | 9 months 2020, % of sales | 9 months 2019, % of sales |
|----------------------------|---------------|---------------|---------------|---------------------------|---------------------------|
| Textiles | 24,367 | 25,117 | -3.0% | 47.4% | 41.0% |
| Lingerie | 25,573 | 34,844 | -26.6% | 52.6% | 59.0% |
| Intercompany eliminations | (1,276) | (901) | - | - | - |
| Total | 48,664 | 59,060 | -17.6% | 100.0% | 100.0% |

| <i>In thousands of EUR</i> | Q3 2020 | Q3 2019 | Change, % | Q3 2020, % of sales | Q3 2019, % of sales |
|----------------------------|---------------|---------------|---------------|---------------------|---------------------|
| Textiles | 8,694 | 7,214 | 20.5% | 51.6% | 36.4% |
| Lingerie | 7,747 | 12,059 | -35.8% | 48.4% | 63.6% |
| Intercompany eliminations | (428) | (322) | - | - | - |
| Total | 16,013 | 18,951 | -15.5% | 100.0% | 100.0% |



E | L | G

EUROPEAN LINGERIE
GROUP

www.elg-corporate.com