

INTERIM MANAGEMENT STATEMENT FOR THE 3RD QUARTER 2023

### **Financial Key Figures**

Financial key figures of 11880 Solutions Group at a glance

in EUR million	9M 2023	9M 2022 adjusted (*)	Variance absolute	Variance in percent
Revenues and earnings 11880 Solutions Group				
Revenues	42.3	41.0	1.2	3.0%
EBITDA <sup>1</sup>	1.3	1.6	-0.3	-16.5 %
Netincome (loss)	-2.9	-3.0	0.1	4.5%
Details segments				
Revenues Digital	33.5	32.3	1.2	3.6%
EBITDA¹ Digital	1.5	1.7	-0.2	-12.6%
Revenues Directory Assistance	8.8	8.7	0.0	0.6%
EBITDA <sup>1</sup> Directory Assistance	-0.2	-0.1	0.0	-37.4%
Statement of financial position <sup>2</sup>				
Total assets	22.7	26.4	-3.7	-14.0 %
Cash and cash equivalents <sup>3</sup>	1.4	1.5	-0.1	-8.0%
Equity	4.8	6.6	-1.8	-27.8 %
Equity ratio	21.0%	25.1%		
Cash Flow				
Cash Flow from operating activities	1.1	-0.3	1.5	>100%
Cash Flow from investment activities	0.1	0.2	-0.1	-30.0%
Cash Flow from financing activities	-1.4	-0.3	-1.1	>-100%
Net Cash Flow <sup>4</sup>	-0.1	-0.5	0.4	77.7 %
Key figures for the 11 88 0 share				
Earnings per share (in EUR)	-0.11	-0.12	0.01	8.3%
Share price (in EUR) <sup>5</sup>	0.87	1.10	-0.24	-21.4%
Market capitalisation	22.4	27.4	-5.0	-18.2%
Other KPIs				
Number of employees <sup>6</sup> group	513	541	-28	-5.2%

<sup>1</sup> Earnings before interest, tax, depreciation and amortisation

<sup>2</sup> Comparison value as of 31 December 2022

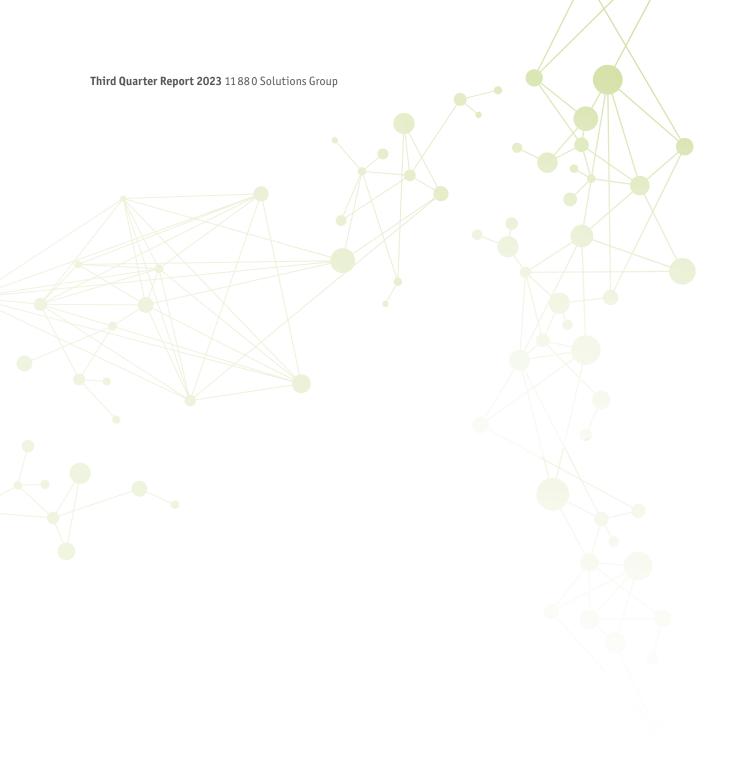
<sup>3</sup> Portfolio of cash and cash equivalents

<sup>4</sup> Operating cash flow plus cash flow from investing activities plus cash flow from financing activities

<sup>5</sup> Xetra-closing prices as of 29 September 2023

<sup>6</sup> Headcounts as of 30 September 2023 closing date (excluding the Managment Board, trainees, "mini-jobs" and dormant employment contracts)

<sup>(\*)</sup> The comparative period was adjusted due to an error correction made in the consolidated financial statements as at 31 December 2022. For detailed information please refer to our consolidated financial statements as at 31 December 2022.



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# Course of business, material events

11880 Solutions AG defined profitability as its most important goal for the 2023 financial year. At the start of the year, the Company developed an action plan that has been successively implemented since then. This action plan included cost savings, process optimisation, the increased implementation of credit checks and prepayment processes and an internal restructuring.

The Company has made tremendous progress from a strategic perspective in the first nine months of 2023. For many years now, the Company's intention has been to establish itself in the promising pay-per-lead market. In line with this strategy, 11880 Solutions AG acquired Cologne-based pay-per-lead provider Ormigo GmbH on 30 August 2023 as part of a non-cash capital increase. Acquiring Ormigo GmbH now gives the Company the opportunity to further expand its activities in the pay-per-lead business, accelerate the growth of 11880 Solutions AG and save costs for future business development. At the same time, we are harnessing synergies and centralising services currently provided to Ormigo GmbH by external contractors.

In the Digital business, the Company launched its new cleverb2b platform, where companies can search for products, manufacturers and service providers in Germany and invite almost 300,000 suppliers to submit a professional offer to purchase from them. The platform makes it easier for companies to gather offers in just a few clicks. Providers in turn can respond directly to inquiries, thus opening up a further sales channel and securing additional orders. This market offers significant potential, as more than half a million professional buyers search online in Germany for suitable products and services for their companies each month.

In the Directory Assistance segment, the Company gained a new corporate customer in the Car-Sharing sector for its call centre services business during the third quarter of 2023. Given the continued decline in the directory assistance market, the Company can continue to offset this revenue by expanding its customer base in the call centre services business.

As part of the internal reorganisation of our company, processes and hierarchies are being significantly streamlined. One of the central objectives here was to forge a stronger link between our product and sales teams to ensure that we can react even more quickly and flexibly to customer requirements and new trends in future.

## **Financial situation**

To improve comparability, the previous year's figures for the reporting period from 1 January to 30 September 2022 have been restated based on the application of IAS 8 as of 31 December 2022. For detailed information, please refer to note 6 "IAS 8 Correction of errors" in the notes to the consolidated financial statements for the financial year ended 31 December 2022.

The income statement figures presented below include the September figures for Ormigo GmbH, which was acquired on 30 August 2023.

### **Results of operations**

In the first nine months of 2023, the 11880 Group generated consolidated revenues of EUR 42.3 million (previous year: EUR 41.0 million), which represents an increase of EUR 1.2 million (3.0%) compared with the prior-year period. Further information on the segment breakdown and changes is provided in the section entitled "Segment report".

The Group's cost of revenues increased by EUR 0.8 million year-on-year, amounting to EUR 24.8 million at the end of the third quarter. This is mainly due to higher external production costs in connection with the positive revenue performance and an increase in personnel costs.

Up to the third quarter of 2023, the Group incurred selling and distribution costs of EUR 10.0 million (previous year: EUR 9.8 million). The slight year-on-year increase is mainly due to lower capitalisation of costs to obtain a contract in accordance with IFRS 15.

General administrative expenses for the first nine months amounted to EUR 7.7 million (previous year: EUR 8.5 million). The considerable decrease is mainly attributable to a reduction in consulting costs, partly as a result of the cost efficiency measures implemented.

Impairment losses on receivables increased by EUR 0.9 million from EUR 1.6 million in the prior-year period to EUR 2.5 million in the reporting period.

In the first nine months of 2023, consolidated earnings before interest, taxes, depreciation and amortisation (EBITDA) at EUR 1.3 million decreased by EUR 0.3 million year-on-year, mainly as a result of higher bad debt losses and an increase in production and personnel costs. Growth in revenue and a significant decrease in consulting costs driven by cost savings had an offsetting effect.

Earnings after taxes amounted to EUR -2.9 million as of the reporting date (previous year: EUR -3.0 million).

### Net assets and financial position

### **Capital expenditures**

The Group invested EUR 0.4 million in the first three quarters of 2023 (previous year: EUR 1.0 million). This figures does not include capitalised costs to obtain a contract. Total capital expenditures mainly include capitalised rights-of-use assets of EUR 0.1 million (previous year: EUR 0.6 million) and internally generated intangible assets totalling EUR 0.2 million (previous year: EUR 0.2 million).

### Statement of financial position

The figures in the statement of financial position are calculated taking into account the provisional initial consolidation of Ormigo GmbH, which was acquired effective 30 August 2023, and the extrapolation of its statement of financial position figures for September 2023.

As of 30 September 2023, total assets amounted to EUR 22.7 million, showing a decrease of EUR 3.7 million compared with 31 December 2022 (31 December 2022: EUR 26.4 million).

On the assets side, current assets declined from EUR 10.7 million as of 31 December 2022 to EUR 7.9 million. Cash including restricted cash as of the reporting date decreased by EUR 0.1 million from EUR 1.5 million to EUR 1.4 million compared with 31 December 2022. Trade accounts receivable of EUR 5.8 million decreased by EUR 2.7 million compared with the previous year (31 December 2022: EUR 8.5 million). This was due mainly to the considerable decrease in trade accounts receivable in particular because of an increased derecognition of non-impaired receivables.

Non-current assets as of the reporting date decreased by EUR 0.9 million from EUR 15.7 million to EUR 14.8 million compared with 31 December 2022. The reduction resulted mainly from a decrease in capitalised right-of-use assets pursuant to IFRS 16 and lower capitalised sales commission compared to the previous year. The provisional goodwill from the initial consolidation of Ormigo GmbH in the amount of EUR 0.8 million had an offsetting effect on non-current assets.

On the liabilities side, current liabilities decreased by EUR 1.1 million to EUR 12.4 million (31 December 2022: EUR 13.5 million). The increase in accrued liabilities was offset mainly by a considerable decrease in contract liabilities.

Non-current liabilities totalled EUR 5.5 million as of the reporting date (31 December 2022: EUR 6.3 million). This decrease is mainly attributable to a reduction in non-current lease liabilities as planned.

Equity fell by EUR 1.8 million to EUR 4.8 million (31 December 2022: EUR 6.6 million) due to the net loss for the period and the offsetting effects from the capital increase. Further explanations on the "Capital increase" can be found in the section of the same name below.

### Cash flow & financing

Cash flow from operations as of the end of the third quarter of 2023 amounted to EUR 1.1 million, compared to EUR -0.3 million during the prior-year period.

The cash flow from investing activities after nine months was EUR 0.1 million (previous year: EUR 0.2 million).

Cash flow from financing activities amounted to EUR -1.4 million in the first nine months of the year (previous year: EUR -0.3 million). The main reason for the change is the addition of the shareholder loan totalling EUR 1.0 million in the same period of the previous year.

### Capital increase

On 30 August 2023, the Management Board of 11880 Solutions AG decided, with the approval of the Supervisory Board, to carry out a capital increase from authorised capital in exchange for contributions in kind at an issue price of EUR 1.05 per new share and disapplying the pre-emption rights of shareholders in order to acquire Cologne-based pay-per-lead provider Ormigo GmbH.

In accordance with the takeover and contribution agreement dated 30 August 2023, the company's main shareholder, Euro Serve Media GmbH, based in Nuremberg, was granted the right to make its contribution for 1,000,000 new shares as a contribution in kind in the form of the contribution of the shareholding in Ormigo GmbH, Cologne.

On 30 August 2023, 11880 Solutions AG and Euro Serve Media GmbH also signed an acquisition and capital contribution agreement relating to Ormigo GmbH with a capital contribution amount of EUR 1,050,000.00. The agreement constitutes a transaction with a related party of 11880 Solutions AG as defined by Section 111a (1) of the German Stock Corporation Act (Aktiengesetz – AktG). The contribution of shares made by Euro Serve Media Gmbh exceeds the threshold to be considered for related party transactions pursuant to Section 111b (1) AktG.

The intrinsic value of the contribution in kind was confirmed on 30 August 2023 in a contribution-in-kind audit report provided by a recognised German auditing firm appointed by the court as the contribution auditor.

Acquiring Ormigo GmbH gives 11880 Solutions AG the opportunity to expand its activities in the pay-per-lead domain more quickly, accelerate its corporate growth and save costs for the future development of the pay-per-lead business. At the same time, 11880 Solutions AG will harness synergies and centralise services currently provided to Ormigo GmbH by external contractors.

As a result of the issue of new shares, the share capital of 11880 Solutions AG increased by EUR 1,000,000.00 from its current level of EUR 24,915,200.00 to EUR 25,915,200.00. The new shares carry dividend rights from 1 January 2023 and will be admitted to trading in the fourth quarter of 2023 in the Prime Standard segment of the Frankfurt Stock Exchange.

### Initial consolidation of acquired companies

Based on the takeover and contribution agreement dated 30 August 2023, 11880 Solutions AG directly acquired 100% of the equity interest in Ormigo GmbH FAIRRANK GmbH by means of a capital increase through contributions in kind. The necessary information for the acquired company is summarised below. The acquisition was accounted for using the acquisition method in accordance with IFRS 3 and should still be considered provisional with regard to the identification of assets and their measurement.

The presentation of the fair value of the assets and liabilities in the statement of financial position at the time of initial consolidation should also be considered provisional due to ongoing accounting-related integration activities. Initial consolidation was made effective 01 September 2023.

The acquired assets and liabilities of Ormigo GmbH were included in the consolidated financial statements with the following fair values as part of the initial consolidation:

Acquired net assets	in EUR thousand
Cash	379
Trade accounts receivable	239
Other current assets	9
Goodwill	0
Intangible assets	0
Property and equipment	0
TOTAL ASSETS	627
Trade accounts payable	121
Provisions	90
Other current liabilities	153
Other non-current liabilities	0
TOTAL LIABILITIES	364
NET ASSETS AT FAIR VALUE	263

The provisional difference resulting from the acquisition of Ormigo GmbH has so far been defined as goodwill by way of a simplified preliminary approach and is shown in the consolidated financial statements of 11880 Solutions AG as follows:

Goodwill	in EUR thousand
Consideration transferred	1.050
Net assets at fair value	-263
GOODWILL	787

Ormigo GmbH specialises in the generation and marketing of B2B enquiries from interested parties, so-called leads. It generates these leads organically via SEO activities and inorganically by advertising on Google or Facebook. After qualifying them, Ormigo GmbH offers these leads to business partner. The goodwill was allocated to the Digital segment.

The company's main shareholder, Nuremberg-based Euro Serve Media GmbH, was granted the right under the terms of the non-cash capital increase to make its contribution for 1,000,000 new shares as a non-cash contribution by contributing Cologne-based Ormigo GmbH. The purchase price for the equity investment in Ormigo GmbH was set at EUR 1,050 thousand.

As the company was included in the consolidated financial statements with effect from 1 September 2023, consolidated revenues and consolidated earnings have only been taken into account for the month of September 2023 so far as of the reporting date. If these companies had been initially consolidated on 1 January 2023, consolidated revenues would have increased by EUR 1.2 million and consolidated earnings would have decreased by EUR 0.1 million.

### **Cash holdings**

Cash holdings (cash and cash equivalents) declined slightly from EUR 1.5 million to EUR 1.4 million compared with 31 December 2022.

## Segment report

At EUR 33.5 million, revenues in the Digital segment were up year-on-year (previous year: EUR 32.3 million). As in the previous year, the Digital business accounted for around 79 percent of total revenue in the third quarter of 2023. Nine-month earnings (EBITDA) were EUR 1.5 million (previous year: EUR 1.7 million).

The Directory Assistance segment accounted for EUR 8.8 million of total revenues (previous year: EUR 8.7 million). Nine-month earnings (EBITDA) were EUR -0.2 million (previous year: EUR -0.1 million).

# Updated report on expected developments

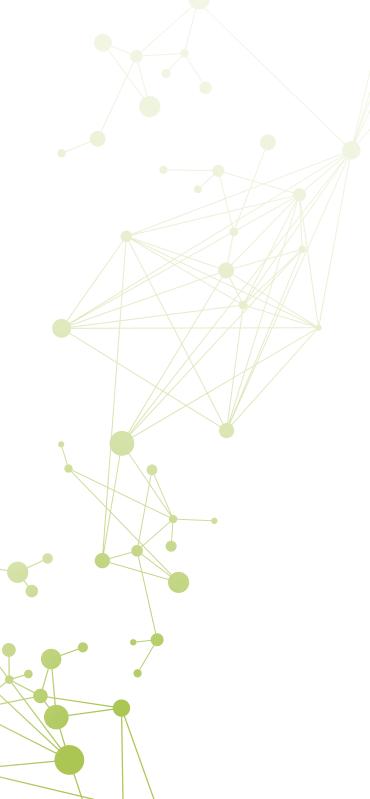
Consolidated revenues as well as EBITDA and cash holdings are developing in line with expectations.

# Comparability of disclosures

The 9-month report for 2022 and the consolidated financial statements for the year ended 31 December 2022 are available on the 11880 Solutions AG website at: https://ir.11880.com/finanzberichte.

Essen, 25 October 2023

The Management Board





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Consolidated income statement (IFRS)	Quarterly (unaudit	-	9-Months Report (unaudited)	
in kEUR	01.07 – 30.09.2023	01.07 – 30.09.2022 adjusted (*)	01.01 – 30.09.2023	01.01 – 30.09.2022 adjusted (*)
Revenues	14,032	13,950	42,274	41,046
Cost of revenues	-7,809	-8,045	-24,846	-24,021
Gross profit	6,223	5,905	17,428	17,025
Selling and distribution costs	-3,123	-3,100	-10,022	-9,758
General administrative expenses	-2,349	-2,624	-7,654	-8,424
Impairment losses from receivables	-901	-516	-2,489	-1,586
Operating income (loss)	-150	-335	-2,737	-2,743
Interest income	0	1	1	2
Interest expense	-33	-20	-104	-46
Interest expenses from lease liabilities (IFRS 16)	-45	-60	-144	-180
Gain (loss) from marketable securities	0	0	0	-24
Gain (loss) on foreign currency translation	0	0	-1	1
Financial income (loss)	-78	-79	-248	-247
Income (loss) before income tax	-228	-414	-2,985	-2,990
Dereferred income tax	46	-5	98	-33
Net income (loss)	-182	-419	-2,887	-3,023
Attributable to:				
Owners of the parent	-182	-419	-2,887	-3,023
Earnings per share for net income (loss) for the reporting period attributable to ordinary equity holders of the parent (in euro)	-0.01	-0.02	-0.11	-0.12

<sup>(\*)</sup> The comparative period was adjusted due to the error corrections made in the consolidated financial statements as at 31 December 2022 (revenue deferral in the Digital segment and reclassifications in the consolidated income statement). Detailed information can be found in the Notes to the Consolidated Financial Statements under Note 6 "TAS 8 Error Corrections" as at 31 December 2022.

Consolidated statement of comprehensive income (IFRS)	Quarterly Report (unaudited)		9-Months Report (unaudited)	
in kEUR	01.07 - 30.09.2023	01.07 – 30.09.2022 adjusted (*)	01.01 - 30.09.2023	01.01 – 30.09.2022 adjusted (*)
Net income (loss)	-182	-419	-2,887	-3,023
Other comprehensive income (loss)				
Items that will not be reclassified to profit or loss				
Actuarial gains (losses) from pensions and similar obligations, net	0	0	0	0
Deferred tax on acturial gain (losses) from pensions and similar obligations, net	0	0	0	0
Items that can be reclassified subsequently to profit or loss				
Other comprehensive income (loss) after tax	0	0	0	0
Total comprehensive income (loss)	-182	-419	-2,887	-3,023
Attributable to:				
Owners of the parent	-182	-419	-2,887	-3,023

<sup>(\*)</sup> The comparative period was adjusted due to the error corrections made in the consolidated financial statements as at 31 December 2022 (revenue deferral in the Digital segment and reclassifications in the consolidated income statement). Detailed information can be found in the Notes to the Consolidated Financial Statements under Note 6 "IAS 8 Error Corrections" as at 31 December 2022.



### Consolidated statement of financial position (IFRS)

in kEUR	30. September 2023	30. September 2022 adjusted (*)	31. December 2022	
ASSETS	(unaudited)	(unaudited)		
Current assets				
Cash	1,261	819	1,382	
Restricted cash	134	134	134	
Trade accounts receivable	5,837	9,028	8,516	
Current tax assets	5	5	5	
Other financial assets	83	0	38	
Other current assets	569	806	575	
Total current assets	7,889	10,792	10,650	
Non-current assets				
Goodwill	4,504	3,717	3,717	
Intangible assets	4,759	5,849	5,578	
Property and equipment	570	723	707	
Capitalized rights of use (IFRS 16)	2,843	3,971	3,665	
Other non-current assets	400	421	405	
Deferred tax assets	1,746	1,352	1,674	
Total non-current assets	14,822	16,033	15,746	
Total assets	22,711	26,825	26,396	



in kEUR	30. September 2023	30. September 2022 adjusted (*)	31. December 2022
LIABILITIES AND EQUITY	(unaudited)	(unaudited)	
Current liabilities			
Trade accounts payable	779	1,208	641
Accrued liabilities	5,248	5,193	4,791
Income tax liabilities	71	64	72
Short-term lease liabilities (IFRS 16)	1,403	1,339	1,403
Other Liabilities due to related parties	136	17	44
Other current liabilities	4,764	6,176	6,514
Total current liabilities	12,401	13,997	13,465
Non-current liabilities			
Provisions	685	543	465
Provisions for retirement benefits	0	495	0
Other non-current liabilities	188	328	281
Non-current liabilities to Group companies	2,000	1,000	2,000
Long-term lease liabilities (IFRS 16)	2,187	3,444	3,070
Deferred tax liabilities	476	272	502
Total non-current liabilities	5,536	6,082	6,318
Total liabilities	17,937	20,079	19,783
Equity			
Share capital	25,915	24,915	24,915
Additional paid in capital	34,523	34,473	34,473
Accumulated deficit	-55,665	-52,309	-52,776
Other components of equity	1	-333	1
Equity attributable to owners of the parent	4,774	6,746	6,613
Total equity	4,774	6,746	6,613
Total liabilities and equity	22,711	26,825	26,396

<sup>(\*)</sup> The comparative period was adjusted due to the error corrections made in the consolidated financial statements as at 31 December 2022 (revenue deferral in the Digital segment and reclassifications in the consolidated income statement). Detailed information can be found in the Notes to the Consolidated Financial Statements under Note 6 "IAS 8 Error Corrections" as at 31 December 2022.

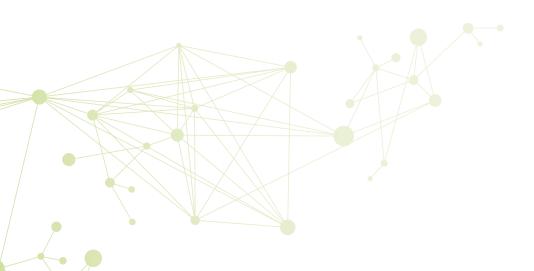
### Consolidated statement of cash flows (IFRS)

n kEUR	01.01 30.09.2023	01.01 30.09.2022 adjusted (*)
	(unaudited)	(unaudited)
Cash flow from operating activities		
Income (loss) before income tax	-2,985	-2,990
Adjustments for:		
Depreciation and amortisation of intangible assets	2,907	3,132
Depreciation and amortisation of capitalized-rights-of-use IFRS 16	970	980
Depreciation and amortisation of property and equipment	184	214
Gain (loss) on disposal of property and equipment	0	1
Interestincome	-1	0
Interest expense	247	227
Gain (loss) from marketable securities	0	24
Gain (loss) on foreign currency translation	1	0
Changes in valuation allowance for trade accounts receivable	-441	317
Impairment of other non-current assets	227	225
Changes in non-current provisions	220	314
Changes in non-current other and financial assets	-222	-195
Payments for contract acquistion costs (customer contracts)	-1,902	-2,536
Cash inflows before changes in operating assets and liabilities	-795	-287
Changes in operating assets and liabilities:		
Trade accounts receivable	3,353	-878
Miscellaneous current assets	-30	-171
Trade accounts payable	30	934
Accrued expenses and other current liabilities	-1,431	60
Cash outflows/inflows from operating activities	1,127	-342



in kEUR	01.01 30.09.2023	01.01 30.09.2022 adjusted (*)
Cash flow from investing activities	(unaudited)	(unaudited)
Payments for investments in intangible assets excl. customer contracts	-186	-232
Purchase of intangible assets	0	1
Payments for investments in property and equipment	-48	-126
Disposal of financial assets at fair value through profit and loss	0	565
Interest received		0
Cash from the initial consolidation of Ormigo GmbH	379	0
Cash inflows / outflows from investing activities	146	208
Cash flow from financing activities  Interest paid  Outflows from the repayment of loans	-8 -193	-31 -141
Outflows from the repayment of loans	-193	-141
Deposit from loans received from related companies	0	1,000
Interest expenses for leases in accordance with IFRS 16	-144	-180
Payments from the repayment of liabilities lease liabilities (IFRS 16)	-1,030	-978
Cash outflows in financing activities	-1,375	-330
Change in cash	-102	-464
Cash at the beginning of the reporting period	1,381	1,274
Cash at the end of the reporting period	1,279	810
Cash and cash equivalentes with and without restricted cash as well as financial assets at fair value through profit or loss at the end of reporting period	1,394	953

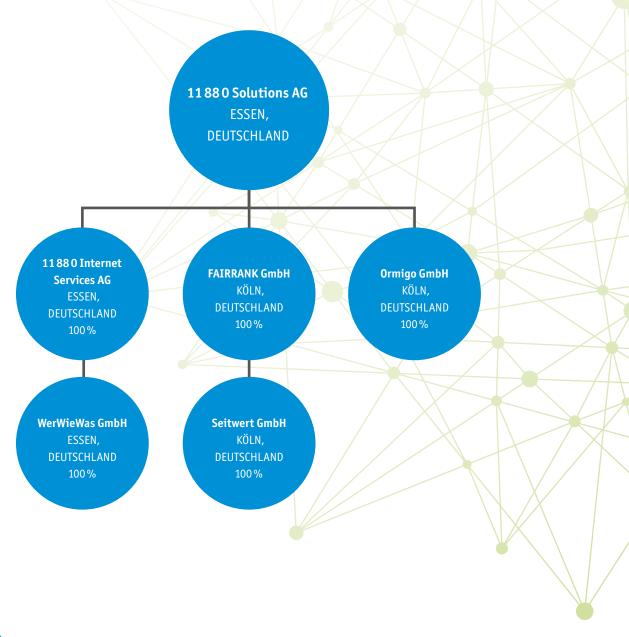
<sup>(\*)</sup> The comparative period was adjusted due to the error corrections made in the consolidated financial statements as at 31 December 2022 (revenue deferral in the Digital segment and reclassifications in the consolidated income statement). Detailed information can be found in the Notes to the Consolidated Financial Statements under Note 6 "TAS 8 Error Corrections" as at 31 December 2022.



### Consolidated statement of changes in equity (IFRS)

	Equity attributable to owners of the parent				
in kEUR	Share capital	Additional paid in capital	Accumulated deficit	Other components of equity	Total equity
Balance at January 1, 2023	24,915	34,473	-52,776	1	6,613
Net income (loss)			-2,887		-2,887
Actuarial gains (losses) from pensions and similar obligations					
Deferred tax on acturial gains (losses) from pensions and similar obligations					
Other comprehensive income (loss)					
Total comprehensive income (loss)			-2,887		-2,887
Issue of new shares	1,000				
Share Premium		50			
Balance at September 30, 2023	25,915	34,523	-55,665	1	4,774
Balance at January 1, 2022	24,915	34,473	-49,285	-333	9,770
Net income (loss)			-3,023		-3,023
Actuarial gains (losses) from pensions and similar obligations					
Deferred tax on acturial gains (losses) from pensions and similar obligations					
Other comprehensive income (loss)					
Total comprehensive income (loss)			-3,023	-333	-3,356
Balance at September 30, 2022	24,915	34,473	-52,308	-333	6,747

# Corporate Structure 11 88 0 Solutions Group



## **Imprint**

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