

## QRY Management Report (MTD: December 1-05, 2025)

kEUR	Dec-25A MTD	Budget	Prior	% vs Bud
Germany	72	330	321	21.8%
Benelux	31	137	151	22.5%
Switzerland	20	56	58	35.9%
Spain	-	11	11	0.0%
France	-	10	2	0.0%
Italy	-	-	-	-
UK - Spa	1	21	15	3.2%
UK - Retail	2	9	13	20.0%
USA - Spa	-	101	64	0.0%
USA - Retail	-	4	-	0.0%
Distributor - Austria	-	42	34	0.0%
Distributor - South Africa	-	72	-	0.0%
Distributor - Russia	-	-	-	-
Distributor - Other EU	-	46	8	0.0%
Distributor - Other ROW	-	7	-	0.0%
Distributor - New	-	5	-	0.0%
Export - Direct business	-	4	0	0.0%
Company 1 Sales	125	855	677	14.6%
Distributor - China	-	-	-	-
Distributor - Middle East	-	99	-	0.0%
Distributor - APAC	-	44	-	0.0%

Company 2 Sales	-	143	-	0.0%
eCommerce EU (incl. UK)	6	88	43	6.8%
Amazon	4	5	5	76.8%
eCommerce USA	4	26	45	16.2%
Global etailers	-	2	-	0.0%
Company 3 Sales	14	121	94	11.6%
Total Sales	139	1120	771	12.4%
Kerstin	17	58	58	29.7%
Marina	10	60	55	16.0%
Sibylle	33	132	116	24.9%
Aracelli	6	54	60	11.7%
Retail	-	14	16	0.0%
Other DE	2	8	17	28.1%
Germany	68	326	322	20.9%
Marjelein	13	70	65	18.6%
Gabrielle	18	73	85	24.5%
Other NL	-	3	-	0.0%
Benelux	31	146	150	21.2%
Christiane	20	54	55	37.3%
FR Swiss	-	5	1	0.0%
Other CH	-	1	2	0.0%
Switzerland	20	60	58	33.7%
Spain	-	18	11	0.0%
France	-	14	2	0.0%
Italy	-	-	-	-
Total Core Markets	119	563	543	21.2%
Northeast	-	26930	-	0.0%

<b>Central</b>	-	<b>28190</b>	-	<b>0.0%</b>
<b>Southeast</b>	-	<b>34660</b>	-	<b>0.0%</b>
<b>West</b>	-	<b>45615</b>	-	<b>0.0%</b>
<b>USA Spa</b>	-	<b>135395</b>	-	<b>0.0%</b>