INTERIM STATEMENT 1ST QUARTER

*mybet* se

# **KEY FIGURES FOR THE GROUP** (IFRS)

#### **INCOME STATEMENT**

EUR '000	Q1 / 2016	Q1 / 2015	Δ
Revenue	14,883	16,728	-11.0%
Sports Betting segment	8,201	9,175	-10.6%
Online	2,226	3,633	-38.7%
Retail	5,155	4,537	13.6%
B2B	671	707	-5.1%
Casino & Poker segment	4,344	5,494	-20.9%
Horse Betting segment	2,336	2,025	15.4%
EBITDA	-140	-121	n/a
EBIT	-467	-689	n/a
Net profit/loss for the period	-802	-878	n/a
Earnings per share (diluted, Euro)	-0.04	-0.04	n/a

#### **BALANCE SHEET**

EUR '000	31/03/2016	31/12/2015	Δ
Balance sheet total	32,161	34,114	-5.7%
Shareholders' equity	10,877	11,668	-6.8%
Equity ratio	33.8%	34.2%	-0.4pp
Net liabilities	3,641	2,262	61.0%
Cash and cash equivalents	4,640	6,834	-32.1%

### **CUSTOMERS AND SHOPS**

	31/03/2016	31/12/2015	Δ
Registered customers	1,533,222	1,489,218	44,004
Physical betting shops (in Germany)	153	155	-2

## INTRODUCTION



#### DEAR SHAREHOLDERS,

The implementation of our HERA strategic programme continues to determine the development of mybet. We realised improvements in both retail and B2B service business as well as in our internal processes in the first quarter of 2016: this was reflected in increased revenue per betting shop; the basis that we put in place for expanding our service business in Africa in particular; and effective measures for optimising costs and processes. The period under review also saw us introduce the new platform in its first external test phase, and the UEFA European Championship represents an initial major event that we expect will deliver a positive impetus for sports betting.

Nevertheless the first quarter of 2016 did not progress satisfactorily for us, in particular in terms of mybet's financial performance and financial position: our revenue was down on the corresponding period of 2015, above all due to two factors. Although we had been able to win back the Greek customers lost as a result of the capital controls in 2015, this catch-up process took time and the level of activity of Greek customers is currently lower than previously. In addition, because of the restricted appeal of our existing platform we are still unable to develop the desired momentum in our day-to-day business. The lower revenue for Q1 2016 compared with the previous year is also reflected in the negative EBIT. Nevertheless, the trend is positive because our international optimisation drive is beginning to bite. The liquidity situation, too, remains unchanged with the sale of C4U still not yet completed, even though we received indications that the transaction would go through at the end of April.

After the end of the first quarter of 2016 we furthermore took the decision to introduce our new platform after the UEFA European Championship. We would have liked to use the specific attention of EURO 2016 as a launch occasion. However in the interests of the best possible standard of customer satisfaction with the new system, we have opted to complete additional detail work along the project's last mile. The larger positive economic stimulus for mybet will commence with the start of Europe's next league season.

Looking ahead, we continue to expect a positive conclusion to the C4U transaction in the short term, which will give the group improved financial leeway. We moreover remain absolutely convinced of the performance of both the new platform and our employees, and therefore confirm the revenue and earnings forecast made in the Annual Report – even if the later rollout of the new system now obviously makes that goal a big challenge.

Kiel, May 12, 2016

Yours sincerely,

Zeno Osskó Markus Peuler

Management Board of mybet Holding SE

# 1 DEVELOPMENT OF THE GROUP

Following the reclassification of service proceeds within group accounting, from now on the mybet Group will report on B2B business separately. For better comparability all prior-year figures reported in the following are adjusted for this effect.

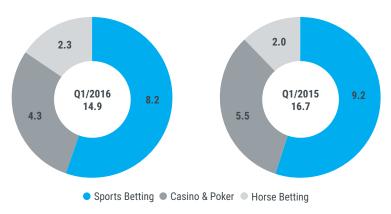
#### **BUSINESS PROGRESS**

Three factors essentially determined the operating performance of the mybet Group in the first quarter of 2016: first, a regrettably still weak performance in online business; second, the successful optimisation of all business activities and internal processes; and third, progress with work on the new platform.

In the first quarter of the 2016 financial year these factors were reflected in consolidated revenue totalling EUR 14.9 million. This revenue figure was consequently 11.0 percent down on the previous year's total of EUR 16.7 million. Although the conditions for our business activities in Greece have been reinstated after the interruption due to the capital controls, the number of active customers only regained its former level after the end of the period under review and the level of activity is currently lower. That, in particular, had an impact on revenue. A weak performance for online business overall, which is fundamentally attributable to the limited appeal and product depth of the existing platform, also contributed to this unsatisfactory revenue performance. In contrast, the on-going measures to improve quality in our retail business, in other words the betting offering in the physical shops, did generate an additional clear revenue stimulus as intended. The period under review also saw us expand our activities in the service domain, especially in Africa.

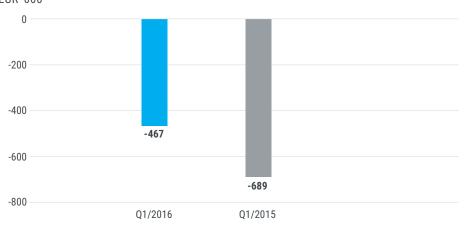
#### **REVENUE BY SEGMENT**

in EUR million



In spite of a lower revenue basis, we were able to improve the EBIT compared to the previous-year period by EUR 222 thousand. This improvement is principally the result of our internal cost control measures and process optimisations.

**EARNINGS BEFORE INTEREST AND TAXES (EBIT)**EUR '000

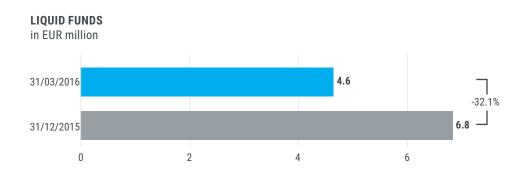


## **CASH FLOW FROM OPERATING ACTIVITIES** EUR '000

-200
-400
-433
-600
-800
-846
-1000
-1000
-1000
-1000
-1000
-1000

The cash flow from operating activities showed a marked deterioration compared with the previous year in spite of substantial internal savings and improvements. The main reason for this development was a special tax payment in Schleswig-Holstein. Without this special payment, the cash flow from operating activities for the mybet Group would have been positive in Q1 2016.

Above all investment spending on the new platform and a special tax payment in Schleswig-Holstein prompted significant cash outflows in the first quarter. Liquidity ratio 2 was 101 percent at the end of the first quarter. (The liquid funds reported at March 31, 2016 include liquid funds of the subsidiary pferdewetten.de AG in the amount of EUR 3.5 million.)



We made good progress with the development work on the new platform in cooperation with Amelco over the period under review. However in view of the details not yet conclusively settled, and with an eye to the overarching goal of maximum customer satisfaction with the new product range, the platform only made the transition to the external test phase at the end of the period under review. At the time of this report's publication, the platform is being suitably examined by external testers (see also Report on post-balance sheet date events, p. 9).

#### **REGULATORY DEVELOPMENTS**

On April 15, 2016 in a proceeding initiated by a competitor of mybet, the Wiesbaden Administrative Court found against the decision of the Hesse Ministry of the Interior to award sports betting licences. According to the selection decision of the agency in question, the plaintiff is not in line to receive a licence because its application was not among the best 20. The court has now obliged the Hesse Ministry of the Interior to grant the plaintiff a licence, valid for seven years, to arrange sports betting. One of the reasons quoted by the court was that the restriction on the number of licences to 20 envisaged in the State Treaty on Gaming, which was the reason for the plaintiff's exclusion, is not compatible with European law and is therefore inapplicable. If the ruling should acquire a legally binding character, mybet assumes that it too will be able to file successfully for the granting of a licence. However no conclusive assessment or decision regarding the next steps has been reached yet. Nevertheless, the ruling is already a clear indication that a numerical limit on the licences available for awarding is fundamentally not compatible with European law.

At a conference entitled "Regulatory Briefing Greece" on April 19, 2016 the Greek government presented its ideas on a new licensing model for sports betting providers. There are also plans for an increase in gambling tax by five percent, which might be introduced retroactively with effect from January 1, 2016 (see also Report on post-balance sheet date events as well as Opportunities and risks report, p. 9).

# **DEVELOPMENT OF THE SEGMENTS**

The group segment Sports
Betting encompasses the sports
betting business on the online
platforms mybet.com and mybet.
de as well as at the physical
betting shops, and also includes
proceeds from B2B service
business.

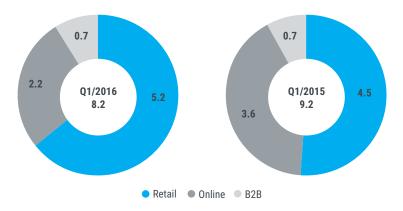
#### **SPORTS BETTING**

Total betting stakes for sports betting in the first quarter of 2016 came to EUR 41.4 million and were therefore 11.6 percent below the corresponding prior-year figure of EUR 46.8 million. Betting stakes placed online were down -21.3 percent on the previous year, while the figure for the retail sphere remained steady with a -0.2 percent change.

The first quarter of 2016 saw revenue for the Sports Betting segment decline by 10.6 percent to EUR 8.2 million. The principal strain on revenue was the lower level of activity among, and number of, active customers compared with the previous year. Ripple-down effects from Greece are to blame for this. In technical terms, namely, the mybet product range is once again fully available and is not limiting business operations. However only towards the end of the period under review were we gradually able to regain roughly the level of activity that we had enjoyed in Greece before the imposition of capital controls. Furthermore, the limited appeal and breadth of the current sports betting range on the online platform is clearly hampering positive business development compared to key competitors. Unfortunately these two effects could not compensate for the strongly positive development in revenue in the physical betting shops. However growth in the retail sphere is a clear outcome of our on-going measures to boost quality and improve the offering in the shops.

#### **REVENUE FOR SEGMENT BY SALES CHANNEL**

in EUR million

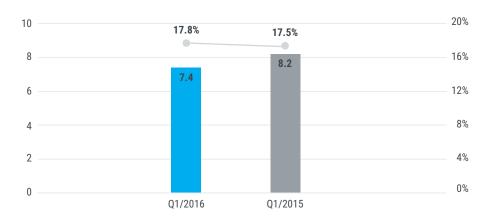


As a result of the lower revenue level, EBIT for the group segment Sports Betting was in the negative range at EUR -449 thousand and was also down compared with the prior-year figure of EUR -400 thousand. We prevented a stronger decline thanks to cost-cutting measures, a positive business performance for the retail business and a slightly improved hold margin.

Because betting stakes as a whole declined, the hold was also lower than in the first quarter of 2015. The downturn in the online hold was quite sharp at -38.7 percent, while the hold for retail business improved by 13.6 percent, thanks to our quality drive among other factors. Hold margin saw a slight increase overall from 17.5 percent in the previous year to 17.8 percent; the online hold margin in the first quarter of 2016 came to 11.1 percent and the retail hold margin to 24.1 percent.

#### **HOLD AND HOLD MARGIN**

in EUR million / percent



#### **B2B BUSINESS**

Alongside our activities in Belgium that are making good progress, the first quarter of 2016 saw the mybet Group establish the basis for a future expansion in business volume in the service sphere, in Africa in particular. The biggest African market is Ghana, though in the short term other African markets will likewise contribute to growth in this area. In the period under review the income from B2B business that is now accounted for as service proceeds came to EUR 671 thousand, which is overall still at a relatively low level. The corresponding figure for the first quarter of 2015 was EUR 707 thousand.

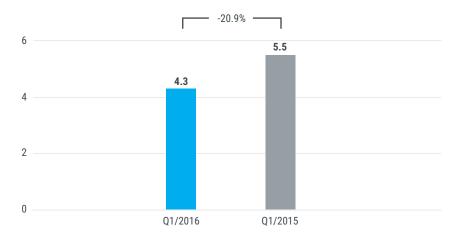
#### **CASINO & POKER**

The group segment Casino & Poker encompasses the range of typical casino games and slot machines, a live casino on the platform and a poker network for games involving other players and in tournaments.

In the first quarter of 2016 mybet achieved revenue of EUR 4.3 million in the group segment Casino & Poker. Revenue from this exclusively online offering thus fell 20.9 percent compared with the prior-year figure of EUR 5.5 million. Here again, the development was attributable to the current product range, which is set to become much broader and more attractive with the launch of the new platform. All the same, we were able to increase EBIT in this segment markedly from EUR -177 thousand in Q1 2015 to now EUR 127 thousand in Q1 2016. As already mentioned in the Annual Report 2015, the Management Board is assessing the continuation of poker operations.

#### **REVENUE FOR SEGMENT**

in EUR million



#### **HORSE BETTING**

The group segment Horse Betting comprises the activities of pferdewetten.de AG and its subsidiaries. Revenue for the first quarter of 2016 grew 15.4 percent to EUR 2.3 million, up from EUR 2.0 million in the prior-year period. EBIT for this group segment also rose, from EUR 481 thousand in the first quarter of 2015 to EUR 600 thousand in the period under review.

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## **FURTHER INFORMATION**

#### REPORT ON POST-BALANCE SHEET DATE EVENTS

#### **SALE OF C4U**

At the time of preparation of this quarterly statement, the positive conclusion of the sale of the subsidiary C4U expected for the end of April 2016 had not yet been completed. The Maltese regulatory body responsible has not yet reached a decision. Nevertheless the Management Board continues to anticipate a favourable decision soon, triggering the short-term disbursement to mybet of the selling price of around EUR 3.3 million, which is already held in an escrow account.

#### INTRODUCTION OF NEW PLATFORM

After the end of the period under review the Management Board took the decision that the new platform will now be launched after the UEFA European Championship, instead of in the second quarter of 2016 as previously forecast.

#### **OPPORTUNITIES AND RISKS REPORT**

Compared with the opportunities and risks presented in the 2015 Annual Report of the mybet Group (see 2015 Annual Report, pp. 38-50) the following new or changed opportunities and risks arose in the period under review:

#### **REGULATION IN GREECE**

At a conference entitled "Regulatory Briefing Greece" on April 19, 2016 the Greek government presented its ideas on a new licensing model. It is unclear to date whether a limited number of licences are to be auctioned or whether there will be an unlimited, open licensing system. Which model is given preference should also be considered in conjunction with the pending legal dispute with OPAP described in the Annual Report (R7: Monopoly situation in Greece, 2015 Annual Report, p. 47). It is no longer expected that these plans will be implemented in the current reporting period.

The government is also planning to increase gambling tax by five percent to 35 percent retroactively with effect from January 1, 2016. If these plans should take shape and if mybet is not in a position to pass on these costs to customers, there is the risk of a significant burden on the profitability of the business activities in Greece.

#### **FORECAST**

The mybet Group confirms its revenue and profit forecast for the 2016 financial year made in the 2015 Annual Report (see 2015 Annual Report, pp, 51-52). The forecast envisages revenue growth of between eight and twelve percent on 2015, as well as a marked improvement in the operating result (EBIT) to a positive figure in the low seven-digit range. However based on the changed conditions compared with the forecast in the 2015 Annual Report, in other words the later introduction of the new mybet platform and the emergence of a new regulatory risk from a possible retroactive increase in gambling tax in Greece, the Management Board is focusing more on the lower end of the revenue forecast range for the current financial year. The introduction of the new platform is now scheduled for after the UEFA European Championship and before the start of the new league season in Europe, in other words for the period between mid-July and the start of August 2016.

With regard to the liquidity situation and as already mentioned in the Annual Report 2015, the Management Board is now preparing alternative scenarios in detail to ensure the financing of business operations in case of a continuing delay of the inflow of the funds from the sale of C4U.

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# CONSOLIDATED FINANCIAL STATEMENTS

#### **INCOME STATEMENT**

EUR '000	Q1 / 2016	Q1 / 2015	Δ
Revenue	14,883	16,728	-11.0%
Production for own assets capitalised	356	647	-45.0%
Other operating income	390	230	69.3%
Cost of purchased materials	9,994	11,582	-13.7%
a) Commission charges	6,971	7,965	-12.5%
b) Licence fees, gambling taxes	884	1,059	-16.5%
c) Betting bonuses	1,378	1,279	7.7%
d) Payment transaction expenses	404	785	-48.5%
e) Other cost of purchased materials	357	494	-27.7%
Personnel expenses	2,794	2,558	9.2%
a) Wages and salaries	2,456	2,239	9.7%
b) Social insurance	338	319	5.8%
Depreciation and amortisation	327	568	-42.4%
Other operating expenses	2,980	3,587	-16.9%
Operating profit/loss	-467	-689	n/a
Other interest and similar income	0	0	n/a
Interest and similar expenses	129	0	n/a
Financial result	-129	-1	n/a
Earnings before tax	-596	-690	n/a
Income tax	106	91	16.5%
Net profit/loss for the period from continued operations	-702	-781	n/a
Net profit/loss for the period from discontinued operations	-100	-97	n/a
Net profit/loss for the period	-802	-878	n/a
Profit attributable to non-controlling interests	247	237	
Profit attributable to the shareholders of mybet Holding SE	-1,049	-1,115	
Earnings per share			
Earnings per share (basic, Euro)	-0.04	-0.04	
Earnings per share (diluted, Euro)	-0.04	-0.04	

#### STATEMENT OF COMPREHENSIVE INCOME

EUR '000	Q1 / 2016	Q1 / 2015	Δ
Net profit/loss for the period	-802	-878	n/a
Foreign currency translation gains and losses from the financial statements of foreign subsidiaries	0	0	n/a
Overall result	-802	-878	n/a
of which non-controlling interests	247	237	4.0%
of which shareholders of mybet Holding SE	-1,049	-1,115	n/a

## CONSOLIDATED BALANCE SHEET ASSETS

EUR '000	31/03/2016	31/12/2015
Non-current assets	15,602	14,995
Intangible assets	11,648	11,061
Goodwill	5,581	5,581
Other intangible assets	3,860	3,983
Construction in progress	2,207	1,498
Property, plant and equipment	860	851
Leasehold improvements	33	37
Other plant and equipment	827	814
Financial assets	489	489
Other receivables	489	489
Deferred taxes	2,605	2,593
Current assets	16,559	19,120
Inventories	150	165
Receivables and other assets	7,680	7,945
Trade accounts receivable / other receivables	3,114	3,536
Other financial assets	4,566	4,410
Cash and cash equivalents	4,640	6,834
Assets held for sale	4,089	4,175
Total assets	32,161	34,114

# CONSOLIDATED BALANCE SHEET EQUITY AND LIABILITIES

EUR '000	31.03.2016	31.12.2015
Shareholders' equity	10,877	11,668
Share capital	25,585	25,585
Additional paid-in capital	12,949	12,938
Retained earnings	-31,847	-30,798
Shareholders' equity attributable to the shareholders of mybet Holding SE	6,687	7,725
Non-controlling interests	4,190	3,943
Non-current liabilities	4,953	4,882
Bonds	3,870	3,817
Deferred tax liabilities	1,084	1,065
Current liabilities	16,330	17,564
Trade accounts payable / other liabilities	7,117	8,383
Tax liabilities	1,843	2,276
Other financial liabilities	4,133	3,747
Other accrued expenses	734	555
Income taxes	32	81
Liabilities directly in connection with assets held for sale	2,472	2,523
Total shareholders' equity and liabilities	32,161	34,114

#### **CASH FLOW STATEMENT**

EUR '000	Q1 / 2016	Q1 / 2015
Net profit/loss for the period	-802	-878
Depreciation and amortisation of intangible assets and property, plant and equipment	327	615
Income tax	106	91
Interest and similar expenses	129	0
Other non-cash expenses and income	11	63
Cash flow before changes to working capital	-229	-109
Changes in inventories, receivables and other assets that are not investing or financing activities	792	-1,292
Changes in liabilities and other items on the shareholders' equity and liabilities	-1,497	895
Increase/decrease in short-term accruals	179	115
Interest paid	0	-2
Income taxes paid	-92	-40
Cash flow from operating activities	-846	-433
Cash payments for investments in intangible assets and property, plant and equipment	-922	-1,318
Cash flow from investing activities	-922	-1,318
Cash flow from financing activities	0	0
Overall effective adjustment	-1,768	-1,751
Change in cash and cash equivalents from exchange rate fluctuations and from discontinued operations	-426	5
Cash and cash equivalents at the start of the period	6,834	8,101
Cash and cash equivalents at the end of the period	4,640	6,355

# **SEGMENT REPORTING** Q1/2016

EUR '000	SPORTS BETTING	CASINO & POKER	HORSE BETTING	OTHER OPERATING SEGMENT
Revenue	8,201	4,344	2,336	123
Other operating income	230	15	46	0
Expense (EBITDA costs)	-8,800	-4,214	-1,717	-126
EBITDA	-369	145	665	-3
Depreciation and amortisation	-80	-18	-65	0
EBIT	-449	127	600	-3
Financial expenses				
Earnings before tax				
Taxes				
Net profit/loss for the period from discontinued operations				-100
Net profit/loss for the period (IFRS)				

### Q1/2015

Revenue         9,715         5,494         2,025           Other operating income         149         31         50	<b>25</b> 10
Other operating income 149 31 50	10
Expense (EBITDA costs) -9,669 -5,676 -1,506	68
EBITDA -345 151 569	104
Depreciation and amortisation -55 -26 -88	6
EBIT -400 -177 481	109
Financial expenses	
Earnings before tax	
Taxes	
Net profit/loss for the period from discontinued operations	-97
Net profit/loss for the period (IFRS)	

# **SEGMENT REPORTING** Q1/2016

EUR '000	TOTAL OPERATING SEGMENTS	MISCELLA- NEOUS	TOTAL SEGMENTS	CONSO- LIDATED TRANSFERS	TOTAL
Revenue	15,004	2	15,006	-123	14,883
Other operating income	291	99	390	356	746
Expense (EBITDA costs)	-14,857	-1,132	-15,989	221	-15,768
EBITDA	437	-1,031	-594	454	-140
Depreciation and amortisation	-163	-87	-250	-77	-327
EBIT	275	-1,118	-844	377	-467
Financial expenses		-129	-129		-129
Earnings before tax					-596
Taxes		-106	-106		-106
Net profit/loss for the period from discontinued operations	-100		-100		-100
Net profit/loss for the period (IFRS)					-802

### Q1/2015

EUR '000	TOTAL OPERATING SEGMENTS	MISCELLA- NEOUS	TOTAL SEGMENTS	CONSO- LIDATED TRANSFERS	TOTAL
Revenue	16,720	2	16,722	6	16,728
Other operating income	240	21	261	616	877
Expense (EBITDA costs)	-16,783	-858	-17,641	-84	-17,725
EBITDA	177	-835	-658	538	-120
Depreciation and amortisation	-163	-62	-225	-343	-568
EBIT	13	-897	-884	195	-689
Financial expenses		-1	-1		-1
Earnings before tax					-690
Taxes		-91	-91		-91
Net profit/loss for the period from discontinued operations	-97		-97		-97
Net profit/loss for the period (IFRS)					-878

#### **FINANCIAL CALENDAR**

12/05/2016 Publication of interim statement Q1

11/08/2016 Publication of 6-month-report

10/11/2016 Publication of interim statement Q3

Nov. 2016 Analyst Presentation at the German Equity Forum, Frankfurt/Main

#### **FUTURE-RELATED STATEMENTS**

This Interim Statement contains predictive statements and information – in other words, statements about events that lie ahead rather than in the past. These future-related statements can be identified by words such as "expect", "anticipate", "intend", "plan", "believe", "aim", "estimate", "assess" and similar. Such future-related statements are based on our present expectations and on certain assumptions. They therefore entail a number of risks and uncertain factors. The business activities, success, business strategy and results of mybet are influenced by a great many factors, many of which are beyond the control of mybet. These factors may mean that the actual results, achievements and performance of the mybet Group could depart substantially from the figures used to indicate results, achievements or performance, whether explicitly or implicitly, in the future-related statements.

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