catenamedia

INTERIM REPORT FIRST QUARTER 2020

Interim Report January – March 2020
Strong performance despite Covid-19

JANUARY – MARCH 2020 (COMPARED WITH JANUARY – MARCH 2019)

- Operating revenue amounted to EUR 26.7m (26.1) resulting in an increase of 2 percent
- Adjusted EBITDA increased by 15 percent and totalled EUR 12.9m (11.2), corresponding to an adjusted EBITDA margin of 48 percent (43)
- EBITDA increased by 12 percent and totalled EUR 12.5m (11.2), corresponding to an EBITDA margin of 47 percent (43)
- Net cash generated from operating activities amounted to EUR 11.2m (9.1)
- On 31 March, cash and cash equivalents amounted to EUR 19.3m (9.3).
- New Depositing Customers (NDCs) totalled 119,529 (124,007), a decrease of 4 percent
- Earnings per share amounted to EUR 0.15 (0.03) before dilution
- Earnings per share amounted to EUR 0.15 (0.03) after dilution

"Both our revenue and EBITDA increased compared to the corresponding period last year with organic search revenue at an all-time-high."

Per Hellberg / CEO

KEY TAKEAWAYS

- Strong growth in profit (adjusted EBITDA), +15% YOY and vs Q419 (+10%)
- Growth in revenues +2% YOY and vs Q419 (+1%)
- Covid-19 impacted the business, in particular the Sports segment, but was offset to an extent by a stronger Casino performance. Cost-saving measures related to direct costs (PPC) and mainly in the Sports segment, and other operational expenses such as travel.
- Growth in organic search revenues +10% YOY with revenue at an all-time-high.
- Strong continued growth in the US despite Covid-19 impact from mid-March, and in the Casino segment in particular.
- The new management team is now fully in place.
- Q2 having started strong with April revenues +17% YOY and also showing a healthy growth compared to March 2020.

RIGHTS ISSUE AND SENIOR UNSECURED BONDS

As communicated on 17 April 2020, the Board of Directors of Catena Media has proposed a fully guaranteed rights issue of units consisting of hybrid capital securities and warrants, with preferential rights for the Company's existing shareholders. In addition to the rights issue, Catena Media announced the initiation of a written procedure in order to receive the bondholders' approval to amend the terms and conditions for the current senior unsecured bonds in order to, inter alia, extend the final maturity date until March 2022 and make a partial repayment of EUR 49.5 million.

JAN – MARCH 2020

2%

EUR 26.7m

REVENUE GROWTH YOY

JAN – MARCH 2020

10%

EUR 23.9m

ORGANIC SEARCH REVENUE GROWTH YOY

JAN – MARCH 2020

15%

EUR 12.9m

ADJUSTED EBITDA GROWTH YOY

JAN – MARCH 2020

48%

ADJUSTED EBITDA MARGIN

"I am very excited about joining Catena Media and the fantastic team around Per Hellberg. The company has been through significant operational improvements over the past few quarters, and with the new financing proposal, is well equipped for further growth. Despite the challenging circumstances around the globe right now, I could not be more optimistic about the future."

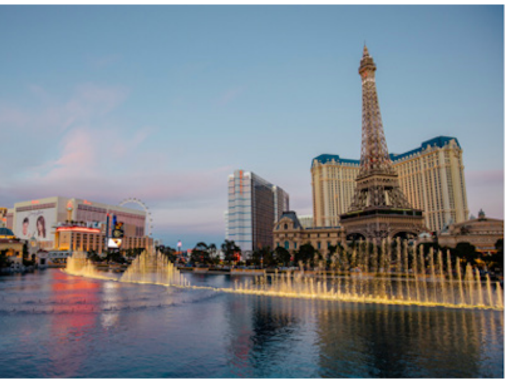
Peter Messner / Group CFO



CATENA MEDIA IN BRIEF

CATENA MEDIA PROVIDES COMPANIES WITH HIGH-QUALITY ONLINE LEAD GENERATION

Through strong organic growth and strategic acquisitions since 2012, Catena Media has established a leading market position with approximately 400 employees in the US, Canada, Australia, Japan, Serbia, the UK, Sweden, Italy and Malta (HQ). Total sales in 2019 reached EUR 102.8m. The company is listed on Nasdaq Stockholm, Mid Cap.




CATENA MEDIA'S BRAND STORY

Catena Media has become the largest lead generator delivering high-value iGaming online customers. In recent years we have achieved unparalleled growth because we have adapted to market developments and user needs, and built a scalable business model and an advanced technology platform. We have carried out several M&As and adapted our organisation for organic growth, through both expertise and resources.

We aim to be the number-one choice within global, innovative, performance-based online marketing, in any business we enter. We will build outstanding relationships and always ensure partner brand growth by providing high-quality, partner-integrated products with superior user experiences.

By focusing on strong brands within Sports, Casino and Financial Services – moving from M&As to more organic growth – our goal is to become a global business with local presence on all continents.

Catena Media is partner-focused and will continue to deliver high-value users at low risk to growing companies. We are the perfect choice for top management, and specifically for communication managers, fulfilling their need for a strong partner that can show clear return on investment.

In the ever-growing, ever-changing, performance-based marketing business, where technology is constantly developing, regulations changing, competitors merging and personnel moving between organisations, Catena Media aims to be the true leader: setting the benchmark through cutting-edge business intelligence, continuous innovation, quality content, regulatory compliance and social responsibility.

Well-distanced from our competitors, we offer a reliable alternative to traditional media – a smarter branding choice – by providing better, more actionable, ROI-driven content.

Consolidated key data and ratios

In addition to financial measures defined by IFRS, Catena Media presents some alternative performance measures in this interim report that are not defined by IFRS. These alternative performance measures provide valuable additional information to investors and management for evaluating the financial performance and position of Catena Media. These non-IFRS measures, as defined on page 25 of this report, will not necessarily be comparable to similarly titled measures in other companies' reports. Neither should they be considered as substitutes to financial reporting measures prepared in accordance with IFRS. More information, as well as calculations of key ratios, are found at **www.catenamedia.com/investors/key-performance-indicators-definitions**

	Jan–Mar 2020	Jan–Mar 2019	**Jan–Dec 2019**
Financial measures defined by IFRS			
Revenues (EUR '000)	**26,698**	26,112	**102,817**
Earnings per share before dilution (EUR)	**0.15**	0.03	**(0.18)**
Earnings per share after dilution (EUR)	**0.15**	0.03	**(0.17)**
Weighted average number of outstanding shares at period's end before dilution (EUR '000)	**60,464**	56,546	**57,556**
Weighted average number of outstanding shares at period's end after dilution (EUR '000)*	**60,915**	62,450	**60,676**
Alternative Performance Measures			
EBITDA (EUR '000)	**12,482**	11,187	**40,506**
EBITDA margin (%)	**47**	43	**39**
Adjusted EBITDA (EUR '000)	**12,934**	11,187	**43,471**
Adjusted EBITDA margin (%)**	**48**	43	**42**
Effective tax rate (%)	**2.8**	5.7	**1.7**
New depositing customers ('000)	**120**	124	**437**
Average shareholders' equity, last 12 months (EUR '000)	**162,997**	127,188	**158,626**
Return on equity, rolling 12 months (%)	**(2)**	22	**(7)**
Equity to assets ratio (%)	**50**	39	**44**
Quick ratio (%)	**23**	43	**123**
Net interest-bearing liabilities (NIBL) (EUR '000)	**143,239**	143,733	**150,214**
NIBL/EBITDA multiple	**3.43**	2.96	**3.71**
NIBL/adjusted EBITDA multiple	**3.17**	2.94	**3.46**
Debt/equity ratio multiple	**1.01**	1.59	**1.26**
Equity per share before dilution (EUR)	**2.79**	2.63	**2.55**
Equity per share after dilution (EUR)	**2.77**	2.38	**2.42**
Average number of employees	**394**	383	**396**
Employees at period-end/year-end	**385**	387	**404**
Productivity ratio (EUR '000)	**68**	68	**260**
Adjusted EBITDA productivity ratio (EUR '000)	**33**	29	**110**

*Includes the maximum portion of shares that will be issued in settlement of earn-out payments according to the respective agreements.
**Adjusted for reorganisation costs of EUR 0.4m (nil) and credit facility costs of EUR 0.1m (nil) in Q1 2020. Adjustments for the year ended 31 December 2019 related to reorganisation costs of EUR 0.3m, credit faclity costs of EUR 0.1m, loss allowances on trade receivables of EUR 2.7m and impairment on intangible assets of EUR 32.1m.

CEO COMMENTS FOR THE FIRST QUARTER 2020

Strong performance - Continue to execute on our long-term strategy

A first quarter is normally slower compared to a fourth quarter due to seasonality. Add the Covid-19 impact to that and one might expect a declining result, but that has not been the case. Both our revenue and EBITDA increased compared to the corresponding period last year and the fourth quarter, performing our third-best quarter in the history of the company with organic search revenue at an all-time-high. Margins increased, as did cash flow, as we continued to execute on our long-term strategy, and with a product offering that is aligned with our strategy execution.

TAKING EARLY ACTIONS IN RELATION TO COVID-19

I am very proud of what we have achieved so far considering the Covid-19 circumstances and how they actually have helped us to rethink and improve the way we operate. Teamwork and morale have never been better. We are more efficient than ever and are prepared to stay in this mode for a long period of time if needed. We began readjusting to working from home early on and have maintained our organizational cohesion. First and foremost, we secured our technology to keep the business running. And since then we have invested a lot in motivating our personnel through frequent update meetings, activities and training, as well as simply calling them to check how they are doing.

SPORTS IMPACTED

The first two months of the quarter developed well with sports and esports leagues running as usual, but starting around 10 March, sports events started to get cancelled. With our broad geographical presence, we were able to work closely with operators to promote the betting events that were still running, as well as reroute traffic to their casino business. As sports events have been almost completely shut down since mid-March, our revenue from pure sports-related business was low, and we were able to reduce our cost base to protect our profit. We needed less content from freelancers, pay per click advertising was reduced, and we made use of government grants where appropriate. Furthermore, the sports team has been focusing a lot on preparing post-Covid-19 activities and are standing by for implementation once the various sports leagues reopen during the second quarter.

CASINO TRENDED UPWARDS BEFORE COVID-19

Our Casino business has been developing very well, due to higher demand in the absence of sports betting, but it was already trending upwards before the world faced Covid-19 and we believe it will likely continue to do so afterwards. Among the positive results are an all-time-high in traffic and revenues for AskGamblers, our European legacy business keeps improving according to plan, the US is developing very well, and Japan has moved into a busier season.

US LOOKING STRONG

After Super Bowl in February, nearly every sports event in the US was shut down due to Covid-19 and this resulted in Sports betting revenue going down. However, we were able to mitigate those losses through our strong performance in Casino, supported by Social Casino lead generation growing rapidly, since all land-based casinos in the US were closed. In its entirety, our US business has not been impacted negatively by the current situation. Additional US states are voting through their online gambling bills, and others have opened or will be opening up shortly: Colorado opened on 1 May and Tennessee is expected to do so in the second half of the year. The US market keeps on getting bigger and when sports events start again, we will be in an even better position.

SHORT-TERM COST CONTROL – LONG-TERM INVESTMENTS

The Covid-19 outbreak has greatly changed how we operate. We do not travel, meet or participate in fairs and events. Among other policies, this has allowed us to cut back on cost to improve our margin. But this way of working remotely has also helped us to understand how to operate more efficiently in the future. We are, however, not holding back on strategic investments. We are, for example, preparing for new states to go live in the US in the coming six to eighteen months and introducing new language versions of core brands and tools to improve our operational efficiency. And we are doing all this without increasing our total cost levels.

STRONG MANAGEMENT TEAM AND NEW REFINANCING

Our new management team is now fully in place with our new Group CFO, VP Casino and VP Sports having started since February onwards, and we have continued to execute on our strategy during the first quarter. Our Sports and Commercial teams have been reorganised, with great effects already as a result.

As we have announced, we have concluded our work in relation to the refinancing of our current debt and managed that process well under challenging circumstances in the financial markets. To reduce our risk and put ourselves in a better position going forward, we decided to bring our level of debt down by moving borrowings from debt to equity investors, our shareholders, who get the possibility to benefit from the proposed Hybrid solution. In the longer term, our cost of financing will decrease while the short-term effects of the new solution will increase costs.

LOOKING FORWARD - GOOD START TO THE SECOND QUARTER

We continue to execute on our long-term strategy, and we are starting to see good results on the actions and investments we carried out last year. April started the second quarter very strong with revenues 17% above the previous year and a healthy growth from March, clearly showing that we are on the right track. As countries start to open again, people will get back to work, sports events will kick off, and we will continue our growth journey. Our strategy remains unchanged and we will continue to invest in our bright future.

Per Hellberg, CEO

Financial performance January – March 2020

REVENUES

Revenue for the first quarter amounted to EUR 26.7m (26.1), an increase of 2 percent compared to the corresponding quarter. Growth of organic search revenue has been 10 percent for the first quarter of 2020 when compared to the same quarter of 2019. During the first quarter, search revenue represented EUR 23.9m (21.7) and hit an all-time-high, paid revenue EUR 2.4m (3.5), and subscription revenue EUR 0.4m (0.9) of total revenues. Revenues derived through revenue-sharing arrangements comprised 44 (44) percent of total revenues for the quarter, while revenues from cost per acquisition comprised 39 (39) percent, fixed fees comprised 15 (13) percent and subscription revenue comprised 2 (4) percent. This quarter we saw a shift in subscription revenues to flat fee revenues, compared to the corresponding quarter.

EXPENSES

Total operating expenses including exceptional costs amounted to EUR 17.6m (18.3).

Direct costs related to paid revenue decreased when compared to the corresponding period in the previous year and amounted to EUR 2.4m (3.4), as a result of a decreased spend in pay-per-click (PPC) costs.

Personnel costs increased to EUR 6.2m (5.6) when compared to the corresponding quarter, mainly as a result of further investment in the US market. This strategic investment will continue to grow our business and strengthen our margins. Furthermore, other operating expenses of EUR 5.2m (5.9) decreased when compared to the corresponding quarter, as a result of a decreased spend in SEO support and marketing costs.

Exceptional costs amounted to EUR 0.5m during the quarter and comprised of credit facility-related costs amounting to EUR 0.1m and reorganisation costs of EUR 0.4m. During the corresponding period there were no costs classified as exceptional.

EARNINGS

EBITDA increased by 12 percent and amounted to EUR 12.5m (11.2). This corresponds to an EBITDA margin of 47 percent (43). The increase in the margin is a result of an increase in revenue and a decrease in direct costs and other operating expenses, which offset the increase in personnel costs and exceptional costs.

Adjusted EBITDA increased by 15 percent and amounted to EUR 12.9m (11.2). This corresponds to an adjusted EBITDA margin of 48 percent (43). The increase is mainly due to the fact that there were no exceptional costs in the same quarter of the previous year.

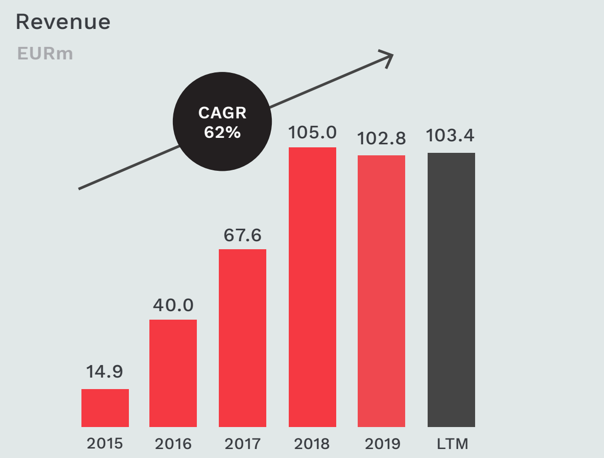
The effective tax rate for the Group amounted to 2.8 percent (5.7), while earnings after tax amounted to a profit of EUR 9.3m (1.9). EUR 4.2m of this profit relates to the gain on financial liabilty measured at fair value. The fair value movement in the corresponding quarter resulted in a loss of EUR 1.5m. Earnings per share (EPS) before dilution amounted to EUR 0.15 (0.03). EPS after dilution amounted to EUR 0.15 (0.03). EPS was also impacted positively by the revaluation gain of EUR 4.2m attributable to the financial liability. In terms of IFRS, the dilution presumes that the earn-outs will be settled with the maximum portion of shares according to the agreement. However, the portion that will be paid in shares or cash is decided by the Board of Directors of Catena Media, and may vary for each payment.

INVESTMENTS

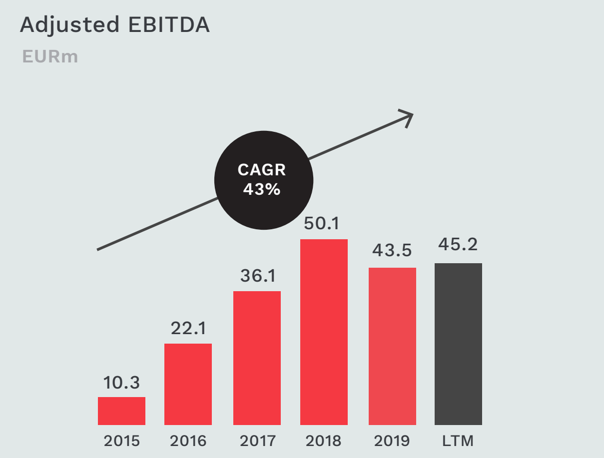
Investments in intangible assets amounted to EUR 1.3m (1.6) in the first quarter and were mainly related to costs for the development of websites and other applications.

LIQUIDITY AND CASHFLOW

On 31 March, cash and cash equivalents amounted to EUR 19.3m (9.3). High operating cash flow and solid cash conversion underlie Catena Media's operations. Net cash generated from operating activities increased by 22 percent compared with the first quarter of 2019 and amounted to EUR 11.2m (9.2). The cash conversion rate at the end of the period was 90 percent (81).



- In the period from 2015 to 2019, Catena Media increased its revenue by EUR 87.9m, equaling a CAGR (compound annual growth rate) of 62 percent.



- In the period from 2015 to 2019, Catena Media increased its adjusted EBITDA by EUR 33.2m, equaling a CAGR (compound annual growth rate) of 43 percent.

EXISTING FUNDING

In March 2018, Catena Media refinanced the then secured bond of EUR 100m with a senior unsecured bond of EUR 150m which will mature on 2 March 2021 and carries a floating rate of Euribor 3m +5.50 percent, with Euribor 3m being subject to a floor of 0 percent. The new bond had a total framework of EUR 250m. Furthermore, a multicurrency revolving bank facility of EUR 30m exists with Swedbank, of which EUR 12.5m has been utilised. This revolving bank facility will mature on 15 January 2021, and carries a floating rate of Euribor 3m +2.50 percent, with Euribor 3m being subject to a floor of 0 percent. The Company did not utilise any additional funds from the credit facility during the period ended 31 March 2020.

PROPOSED RIGHTS ISSUE

On 17 April the Company announced that the Board of Directors of Catena Media plc proposed that an Extraordinary General Meeting be held to decide on a guaranteed rights issue of units consisting of hybrid capital securities (the ”Hybrids”), accredited 100 percent equity treatment according to International Financial Reporting Standards (IFRS), and warrants (the “Warrants”) together ("Units") with preferential right for the Company's existing shareholders (the “Rights Issue”). The EGM is scheduled to be held 10 June 2020. The subscription price in the Rights Issue is set to SEK 100 per Unit. Each ordinary share in the Company entitles the holder to one (1) subscription right and each Unit requires nine (9) subscription rights. The Rights Issue will provide the Company with approximately SEK 684 million before deduction of transaction-related expenses. The objective of the Rights Issue is to decrease the senior debt position and materially reduce leverage of the Company, resulting in a more balanced financing structure.

PROPOSED AMENDMENTS OF OUTSTANDING BONDS

In addition to the Rights Issue, the Company will summon a procedure in writing (“Written Procedure”) for its outstanding bonds 2018/2021 (ISIN: SE0010832154) with an aggregate amount outstanding of EUR 150 million (the “Senior Unsecured Bonds”). The notice of the Written Procedure includes proposed amendments to the terms and conditions for the Senior Unsecured Bonds. These proposed amendments include an extension of the final redemption date by a year; addition of a mandatory partial prepayment of EUR 49.5 million in aggregate and voluntary partial prepayments of up to EUR 6 million in aggregate per quarter; removal of the possibility of issuing subsequent bonds; inclusion of transaction security; and amendments to the distributions undertaking to allow for dividend and interest payments under the Hybrids. Holders of Senior Unsecured Bonds representing 58.0 percent of the outstanding nominal amount have undertaken to vote in favour of these proposed amendments, described in the notice of Written Procedure, https://www.catenamedia. com/release/catena-media-plc-initiates-a-written-procedure-of-its-senior-outstanding-bond-loan-20182021/.

INTEREST-BEARING DEBT AND LEVERAGE

Catena Media has outstanding senior unsecured bonds of EUR 150m as of 31 March 2020. The ratio of net interest-bearing liability to adjusted EBITDA was 3.17 as of 31 March 2020, compliant with the maintenance covenants. While such leverage is above the (long-term) financial target set by the Board of Catena Media, which is 1.75x times the adjusted EBITDA, the proposed rights issue, partial repayment of EUR 49.5m of the current senior unsecured bonds, and extension of the final maturity date to March 2022 will by themselves significantly improve leverage in the short term. In total, these measures are key steps in the alignment of the Company’s capital structure and strategic development, and will improve the Company’s potential for future long-term debt financing.

COVID-19 IMPACT ON THE IGAMING INDUSTRY

Due to the outbreak of Covid-19 at the beginning of 2020, almost all major sports events have been put on hold and a significant part of betting activity has been paused. iGaming operators with an offering primarily focused on sports betting are facing severe losses in betting volumes. Operators are focused on sports that are not yet cancelled, or those that are being played without live audiences. However, alternative sports will not be enough to compensate for the significant drop in betting volumes. As operators experience significant drops, revenue streams from their complementary online casino offering are growing in importance, and affiliation will presumably play an important role in this extraordinary situation. Affiliate companies such as Catena Media, with the ability to generate volumes of high-quality casino leads, will therefore likely experience increased demand over the coming months. The Covid-19 outbreak will likely continue to paralyse societies across the globe, as it has since the beginning of 2020. But as we described in the trading updates presented on 25 March and 29 April, Catena Media has experienced limited negative operational effects so far. The overall operational business performance in April 2020 has continued in line with the last two weeks in March 2020.

Our Segments

Due to changed market conditions following the global outbreak of COVID-19, on March 25 as well as on April 30, Catena Media provided trading updates on the outcome of the first quarter of 2020 and an update of operational performance up until 2020. The Casino segment represented 61 percent of the company's revenues during the first quarter in 2020, Sports revenues represented 33 percent and Financial Services revenues represented 6 percent. EBITDA margin for Casino amounted to 60 percent, for Sports 31 percent and for Financial Services 24 percent.

Casino

In the first quarter, the Casino segment represented 61 percent (EUR 16.4m) of total revenue and generated an adjusted EBITDA of EUR 9.8m, representing a margin of 60 percent.

ANOTHER ALL-TIME HIGH FOR ASKGAMBLERS

AskGamblers, one of Catena Media's core brands, reached yet another all-time high in revenue in the first quarter, supported by strong growth in organic traffic and rankings, extending the positive trend of the past two quarters. The team continued to work on key product upgrades as well as preparing to launch the product in Sweden in the second quarter.

EUROPE – STRONG GROWTH FROM ITALY AND GERMANY

The growth trend from the fourth quarter 2019 continued in the first quarter, with key legacy brands seeing strong growth in organic traffic. The Italian market continued to be a strong driver of growth for the segment, with solid month-on-month growth from all Italian brands. The German brands also showed a strong growth trend and the offering has been further optimised to maintain and grow player value as traffic further increases. Product and sales teams have been focusing on refining product strategies, optimising the enabling platform technologies as well as developing cross-segment brand offerings to leverage Catena Media's scale, resulting in resumed partnerships with global key customers.

JAPAN - HIGH-PERFORMANCE START

The Asian business has been out-performing expectations and the new office in Japan has been successfully established as a platform from which to further grow the Casino business in the region, as well as being the entry point for other Catena Media brands. AskGamblers was successfully launched in Japan in the fourth quarter 2019 and started out well in 2020.

THE US - ABOVE EXPECTATIONS

Catena Media's key markets in the US are Pennsylvania and New Jersey, which both continued to perform above expectations in the first quarter. Both states have seen strong growth in casino, social casino, and poker (Pennsylvania), and increasingly so because of a heavily reduced Sports offering, as well as land-based casinos closing in March.

Sports

In the first quarter, the Sports segment represented 33 percent (EUR 8.7m) of total revenue and generated an adjusted EBITDA of EUR 2.7m, representing a margin of 31 percent.

UNITED KINGDOM - PIVOTING

A good start into the first quarter, continuing from a promising fourth quarter in 2019, and ended with COVID-19 impacting global sports events. We pivoted with current and new partners towards promoting non-sports with some success, including casino, e-sports, poker and lotteries. At the same time, we continued to restructure the UK business to further improve the cost base and margin. As a landmark during the first quarter, our Squawka brand achieved 1 million twitter follows.

ITALY – GREAT MOMENTUM STALLED

The first quarter was trending to become an all-time high quarter before the impact of COVID-19. In Italy, the drop in the overall volume of searches started in the second half of February, with a material impact on all Sports brands.

GERMANY – PERFORMANCE AS EXPECTED

Like other markets, Germany was negatively impacted by the COVID-19 pandemic but was performing in line with expectations, with a strong Casino performance offsetting weaker Sports revenue, in particular during March.

STRONG START OF THE YEAR IN US

The first quarter for the US was very strong, even though by mid-March, most of the sports events were cancelled due to COVID-19. Sports this quarter started on track, with record-high traffic for Catena Media generated from the Superbowl event in early February. But the second large sports event planned for the quarter, the March Madness college basketball tournament, was cancelled due to COVID-19. While traditional sports events stopped, the team focused on mitigating the shortfall in traffic and revenue by optimising offerings to e-sports and virtual sports, as well as casino, social casino and poker.

Financial Services

In the first quarter, the Financial Services segment represented 6 percent (EUR 1.5m) of total revenue and generated an adjusted EBITDA of EUR 0.4m, representing a margin of 24 percent.

OVERALL INCREASE IN TRAFFIC

The first quarter provided several high-points for the Financial Services segment, as the team focused solely on financial trading (versus forex trading). The high uncertainty situation, and hence the high volatility in financial markets, led to a huge increase in queries globally, especially on stock trading. The segment saw a double-digit percent increase overall in traffic and subsequent conversions, with particular growth from the German market. While the Financial Services segment beat our forecast in terms of traffic and revenues for the quarter, some costs also increased, for example, due to new content activity serving specific stocks.

ASKTRADERS – AHEAD OF TARGETS

The planned development of our leading brand, AskTraders.com, has gone especially well, with a record-high three-digit percent increase in traffic and a successful deployment of many of the new features we had lined up. The brand is ahead of revenue and traffic targets and we are continuing to build an asset for our brand portfolio.

THE HAMMERSTONE

Our US-based Hammerstone subscription business has remained stable, albeit with some hedge funds cutting staff and professional equity traders operating remotely. There have been fewer new clients due to the difficulty in making contact, but the new clients we have won are showing promise for further business down the line. We continue to migrate professional traders onto the Hammerstone proprietary application, and now 10 percent of traders receive our data feed via the Bloomberg terminal using the Hammerstone app.

Other

THE CATENA MEDIA SHARE

On 11 February 2016, Catena Media plc was listed on Nasdaq First North Premier, Stockholm (CTM). On 4 September 2017, Catena Media plc made the move to Nasdaq Stockholm's main market, Mid Cap. The shares are traded under the same ticker (CTM) and with the same ISIN code (MT0001000109) as before. Further information about the listing is presented in the prospectus, which is available on the Company's website at https://www.catenamedia.com/investors/prospectus.

On 31 January 2019, the Company announced that it had resolved on a directed issue of 22,000 shares by virtue of the Company's incentive programme.

On 28 February 2019, the Company announced that it had resolved on a directed issue of 468,132 shares as part payment of the upfront purchase price for acquired assets in Baybets Ltd.

On 30 April 2019, the Company announced that it had resolved on a directed issue of 108,860 shares by virtue of the Company's incentive programme.

On 28 June 2019, the Company announced that it had resolved on a directed issue of 103,280 shares as earn-out payments for acquired assets in BonusSeeker and BrokerDeal.

On 31 July 2019, the Company announced that it had resolved on a directed issue of 1,440,454 shares as final earn-out payments for US assets acquired in December 2016.

On 29 November 2019, the Company announced that it had resolved on a directed issue of 183,672 shares as final earn-out payments for the final part of the purchase price for the acquisition of ASAP Italia S.r.l.

On 28 February 2020, the Company announced that it had resolved on a directed issue of 2,955,470 shares as part of the payment of the final purchase price for the US assets acquired in December 2016.

SHARE CAPITAL

As of 31 March 2020, share capital amounted to EUR 92,353 divided among 61,568,740 ordinary shares. As of 31 March 2020, the closing price for the Catena Media share was SEK 15.68. The Company has one (1) class of shares.
Each share entitles the owner to one (1) vote at the General Meeting. The total number of shareholders as of 31 March 2020 was approximately 10,900.

RELATIONSHIPS WITH RELATED PARTIES

In view of its shareholding structure, the Group has no ultimate controlling party. All companies forming part of the Group and other entities under common control are considered by the directors to be related parties.

DIVIDEND

According to the current dividend policy, Catena Media will focus on growth, meaning that dividends may be low or not occur at all in the medium term. There was no dividend paid for the financial period ended 31 March 2020.

FINANCIAL TARGETS

Catena Media has two main financial targets. The first one is to reach profitable double-digit organic growth on a yearly basis. The second relates to leverage, where the goal is to operate below a net interest-bearing debt/adjusted EBITDA of 1.75x long term.

EMPLOYEES

As of 31 March 2020, the Group had a total of three hundred and eighty-five (385) employees, of whom one hundred and forty- one (141) were women and two hundred and forty-four (244) men. Expressed as percentages, women represented thirty- seven percent (37) of the total number of employees, while men represented sixty-three percent (63). Of our 385 employees, 383 are employed full-time and 2 employed part-time.

SHAREHOLDER STRUCTURE

Shareholders in Catena Media plc as of 31 March 2020.

Ten largest shareholders as of 31 March 2020	%
Investment AB Öresund	8.4%
Ruane, Cunnif & Goldfarb	8.2%
Second Swedish National Pension Fund	5.9%
Erik Bergman	3.9%
Avanza Pension	3.7%
Baybets Ltd	3.3%
OceanView Marketing	3.0%
Third Swedish National Pension Fund	2.9%
Long Light Capital LLC	2.4%
Capital Group	2.3%
Subtotal, 10 largest shareholders	**44.0%**
Other shareholders	**56.0%**
Total	**100%**

PARENT COMPANY

The Parent Company is the ultimate holding company and was incorporated in Malta on 29 May 2015 with the purpose of receiving dividend income from the main operating company, Catena Operations Limited.

During the first quarters of 2020 and 2019, there was no dividend received from the subsidiary. Total credit facility costs for the quarter ended 31 March 2020 amounted to EUR 0.1m (nil), Bond and credit facility finance costs, classified as "Interest payable on borrowings", amounted to EUR 2.2m (2.1) during the first quarter.

The credit facility costs and the interest payable on borrowings have been recharged to Catena Operations Limited. The bond's fair value movement classified in "Other gains/(losses) on financial liability at fair value through profit or loss", recognised in the first quarter of 2020, resulted in a gain of EUR 4.2m and a loss of EUR 1.5m in the same quarter of the previous year.

During the first quarter of 2020, personnel expenses amounted to EUR 0.5m (0.2), while other operating expenses amounted to EUR 0.03m (0.05). Profit for the period amounted to EUR 3.7m, while a loss of EUR 1.7m resulted during the corresponding quarter of the previous year.

The Parent Company's cash and cash equivalents amounted to EUR 0.5m (0.8), while borrowings, comprising the bond at fair value through profit and loss and the bank credit facility, amounted to EUR 146.8m (148.5) during the period ended 31 March 2020. Equity amounted to EUR 107.9m (74.7) at the end of the reporting period.

SIGNIFICANT RISKS AND UNCERTAINTIES

Although the Group does not conduct any online gambling operations, the Group is dependent on the online gambling industry, which comprises the majority of its customers.

The laws and regulations surrounding the online gambling industry are complex, constantly evolving and in some cases also subject to uncertainty, and in many countries online gambling is prohibited or restricted. If enforcement or other regulatory actions are brought against any online gambling operators within longstanding or emerging markets – which are the Group's current and future customers – the Group's revenue streams from such customers may be adversely affected. Furthermore, the concerned authority might also claim that the same or similar actions should be brought against any third party that has promoted the business of such online gambling operators, including the Group. Accordingly, any such event, including future changes to laws and regulations, could have a material adverse effect on the Group's business, financial condition and the results of its operations. To manage this risk, the Group is active in regulated and unregulated markets and Catena Media's customer base is highly diverse.

Another risk faced by the Group relates to its reliance on customers when determining the fees to be invoiced to them. Once a player directed by the Group has registered with one of its customers, the Group has no direct insight into the activities of that player. Although the Group may request access to the net revenue calculations upon which the Group's fees are determined, there remains a risk of miscalculation, including fraudulent or negligent calculations made by its customers, or as a result of human error.

If such miscalculations occur without being detected and subsequently remedied or adjusted, the Group could receive a lower fee than it is entitled to under its customer agreements, which in turn would result in less revenue. Accordingly, any such miscalculation could have an adverse effect on the Group's business, financial condition and results of operations.

In addition to the above, the Directors also consider the following risks as being relevant to the Group:

- Credit risk – the risk that customers do not pay for the services rendered.
- Market risk – the risk arising from adverse movement in foreign exchange rates and interest rates.
- Liquidity risk – the risk of difficulties in obtaining funding to meet the Group's obligations when they fall due.
- Operational risk – the risk that the Group loses its ability to maintain efficient SEO and PPC capabilities.

Full details on risks are published in the 2019 Annual Report. **https://www.catenamedia.com/app/uploads/2020/03/Catena-Media_AR_2019_Final_07_LR.pdf**

A SCALABLE BUSINESS MODEL

All industries are potential Catena Media industries and we are a new type of media agency – acting online, hand in hand with the ever-changing online behaviour of consumers. Under established brands, Catena Media operates websites that guide consumers to make the right choice when making their buying decisions for online services. Flight and hotel bookings are good examples of services managed online. A well-known lead generator and product peer is Hotels.com. Catena Media runs a number of own-branded lead generating products. Most other industries will develop online the same way as the hotel or iGaming industry, and education, healthcare, and automotive are well on their way. Catena Media has a highly scalable business model, so it works on any online service.

Put simply, we help consumers find relevant information and transparently guide them to the product or service that suits them. It benefits both consumers and sellers, who can find their customers. We aggregate information on products and services and what concerns them. We then create content and publish it on one of our established sites: news articles, product comparisons, guides, tips and advice, etc. With our SEO expertise, we then ensure that the content ends up at the top of the results on Google. And with knowledge about user behaviour, we can create an online journey that fits consumers so that they find their way, and our clients find their customers. View our business model movie: **https://www.youtube.com/watch?v=hvhn2pWWOrM&t=**

TRADING UPDATE 1. ON BASIS OF COVID-19

On 25 March Catena Media published a trading update on the basis of COVID-19 and subsequent changes in market conditions. The publication provided an update on the financial and operational performance (January-February 2020), changed conditions in daily operations and potential effects in the near future as well as the status of the refinancing process of the outstanding bond. For the full update: **https://www.catena-media.com/release/trading-update-on-the-basis-of-covid-19-and-subsequent-changed-market-conditions/**

TRADING UPDATE 2. ON BASIS OF COVID-19

29 April Catena Media published a trading update on the basis of COVID-19, subsequent changes in market conditions and ongoing refinancing process. The publication was providing an update on the financial and operational performance (January-March 2020), ongoing rights issue process and amendment of the senior unsecured bonds. For the full update: **https://www.catenamedia.com/release/strong-profit-in-q1-2020-covid-19-impact-and-ongoing-refinancing/**

ASKGAMBLERS COMPLAINT SERVICE

On 24 March 2020 the AskGamblers complaint service annual report 2019 was published. It showed that in 2019 the customer support team helped almost 2,000 players recover more than EUR 8,79 million in unpaid, delayed or unfairly confiscated money, which amounts to a 30 percent increase compared to the 2018 results. The team received and reviewed 9,809 new complaints in 2019, which were submitted by 6,804 players against 725 different online casino brands.

PROPOSED REGULATORY CHANGES IN SWEDEN

On 23 April 2020 the Swedish government announced proposed regulatory changes, as a result of the increased gambling caused by COVID-19. The new bill entails a maximum deposit level of SEK 5,000 per week and per operator, and a maximum bonus of SEK 100. In addition, the proposal restricts time spent gambling and strengthened reinforcement against illegal operators. These limitations may have a short-term impact and the proposal will primarily affect operators. At the same time, the steps now being taken presumably favour affiliations, due to increased demand for NDCs, as the operators will need more customers to compensate for the shortfall in their existing databases.

ANNUAL REPORT 2019

The Annual Report for 2019 was published digitally on 30 March 2020 at: **https://www.catenamedia.com/investors/reports/annual-reports/**.

ANNUAL GENERAL MEETING

This year's Annual General Meeting was held on Friday, 15 May 2020, at 10:00 (CEST) at Tändstickpalatset/Kapitel 8, Västra Trädgårdsgatan 15, Stockholm, Sweden. Adam Krejcik and Marcus Lindqvist were elected as new board members and Göran Blomberg was elected Chairman of the Board of Directors. Kathryn Moore Baker resigned as Chairwoman and Mats Alders as well as Cecilia Qvist declined to be relected. Documents related are to be found at: **https://www.catenamedia.com/corporate-governance/general-meeting/annual-general-meetings/agm-2020/**

EXTRAORDINARY ANNUAL GENERAL MEETING

The Extraordinary General Meeting will be held on Wednesday 10 June 2020, at 10:00 am (CEST) at Tändstickspalatset/Kapitel 8, Västra Trädgårdsgatan 15, Stockholm, Sweden. To be entitled to attend and vote at the Meeting (and for the Company to be able to determine the number of votes that may be cast), shareholders must be entered in the member registry maintained by Euroclear Sweden AB by Monday 11 May 2020. **https://tv.streamfabriken.com/catena-media-egm-2020**

SECOND EXTRAORDINARY ANNUAL GENERAL MEETING

The second Extraordinary General Meeting will be held on Wednesday 24 June 2020, at 09:30 (CEST) at Tändstickspalatset/ Kapitel 8, Västra Trädgårdsgatan 15, Stockholm, Sweden. The registration of shareholders starts at 09:00 (CEST).

EXECUTIVE MANAGEMENT FOR FURTHER FOCUS

The Executive Management of Catena Media as of April 2020 consists of: CEO Per Hellberg, Group CFO Peter Messner, Vice President North America Michael Daly, Chief Human Resources Officer Fiona Ewins-Brown, VP Financial Services Nigel Frith, VP Sports Chris Welch, VP Casino Hamish Brown and VP AskGamblers Nikola Teofilovic. These roles in executive management provide increased control, business optimisation and greater focus on each business area.

SIGNIFICANTS EVENTS DURING THE FIRST QUARTER

- Publication of Catena Media's Annual Report 2019 on 30 March 2020. Available online: https://www.catenamedia.com/app/uploads/2020/03/Catena-Media_AR_2019_Final_07_LR.pdf
- Notification of Major Holdings in Catena Media plc. The Notification indicates that J.P. Morgan Securities plc, as of 24 March 2020, holds 4.630% (previously 5.275%) of the voting rights in the Company and that J.P. Morgan Securities plc, which holds the relevant position in the Company, is a subsidiary of JP Morgan Chase & Co.
- The Nomination Committee's proposal of Catena Media's Board of Directors at the Annual General Meeting 2020. Göran Blomberg is proposed new Chairman of the Board of Directors.
- 25 March the company published a trading update on the basis of COVID-19 and subsequent changes in market conditions.
- Notification of Major Holdings in Catena Media plc. The notification indicates that The Company wishes to clarify that J.P. Morgan Securities plc, which holds the relevant position in the Company, is a subsidiary of JP Morgan Chase & Co.
- Notification of Major Holdings in Catena Media plc. The Notification indicates that J.P. Morgan Securities plc, as of 17 March 2020, holds 5.275% of the shares and voting rights in the Company.
- Notification of Major Holdings in Catena Media plc. The first notification, received 17 March, indicates that Bodenholm, as of 11 March 2020, holds 9.82% (previously 14.74%) of the voting rights in the Company. The second notification, received 18 March, indicates that Bodenholm, as of 17 March 2020, holds 4.49% (previously 9.82%) of the voting rights in the Company.
- Catena Media Appoints Peter Messner as New Group CFO. Messner will begin his employment on April 1, 2020 and will be part of the Company's executive management.
- Notification of Major Holdings in Catena Media plc. The notification indicates that Bodenholm, as of 28 February 2020, holds 14.74% of the voting rights in the Company.
- Increased number of shares and votes in Catena Media plc.
- Catena Media's Year-end report 2019.
- Catena Media foresees lower operating profit for Q4 2019 due to impairment of intangible assets, adoption of IFRS 9 accounting assumptions and an exceptional revenue adjustment in the US.
- Invitation to the presentation of Catena Media is Year-end report 2019.
- Notification of Major Holdings in Catena Media plc. The Notification indicates that Aveny Ltd, as of 16 January 2020, holds 4,36 % of the shares and voting rights in the Company.
- Catena Media resolves upon a directed share issue as payment of 70% of the final purchase price for the U.S assets acquired in December 2016.
- Catena takes lead in sustainable gambling with review site focusing on sustainable online casinos.
- Catena Media deepens the relationship with the sellers of the US assets after the earn-out period and secures competence in the important US market.

SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

- Notice of second Extraordinary General Meeting of Catena Media plc to be held 24 June in Stockholm.
- Catena Media intends to call an extraordinary general meeting for approval of an amendment to the articles of association not passed at today's annual general meeting, due to quorum requirements in Malta.
- Bulletin from the 2020 Annual General Meeting of Catena Media plc.
- Invitation to the presentation of Catena Media´s interim report January – March 2020.
- Consent received from the bondholders in the Written Procedure to amend the terms and conditions for Catena Media's senior unsecured bonds 2018/2021.
- Strong profit in Q1 2020, COVID-19 impact, and ongoing refinancing.
- Catena Media plc initiates a Written Procedure of its senior outstanding bond loan 2018/2021.
- Notice of Extraordinary General Meeting of Catena Media plc to be held 10 June 2020 in Stockholm.
- Catena Media decides upon fully guaranteed rights issue of units of SEK 684 million and initiates procedure to amend the terms of its senior unsecured bond loan.
- Notice of Annual General Meeting 2020 of Catena Media plc to be held 15 May in Stockholm.

PRESENTATION TO INVESTORS AND MEDIA

A combined audiocast with telephone conference with the opportunity to ask questions will be held on 20 May 2020 at 9:00 am CET, at which CEO Per Hellberg and the new Group CFO Peter Messner will present the Q1 report.

The presentation will be given in English and will be simultaneously audiocast at:
https://tv.streamfabriken.com/catena-media-q1-2020

To participate via telephone, please dial:

SE	+46 8 505 583 68
UK:	+44 333 300 90 31
US:	+1 833 249 84 07

The switchboard opens at 8:55 am (CET) and the presentation will be available on our website:
https://www.catenamedia.com/investors/reports/quarterly

Supplemental information

The Board of Directors and the CEO affirm that this quarterly report provides an accurate overview of the operations, financial position and performance of the Group and the Parent Company, and describes the significant risks and uncertainties faced by the Parent Company and the companies in the Group.

The interim report has not been reviewed or audited by the Company's auditors.

Malta, 20 May 2020

THE BOARD OF DIRECTORS

Göran Blomberg
Chairman

Theodore Bergquist

Öystein Engebretsen

Marcus Lindqvist

Per Widerström

Adam Krejcik

Upcoming events 2020

10 June
An Extraordinary Annual Meeting will be held on Wednesday 10 June 2020, at 10:00 am (CEST) at Tändstickspalatset/Kapitel 8, Västra Trädgårdsgatan 15, Stockholm, Sweden. The registration of shareholders starts at 9:00 am (CEST).

The EGM will also be audiocasted at: **https://tv.streamfabriken.com/catena-media-egm-2020**

24 June
An second Extraordinary Annual Meeting will be held on Wednesday 24 June 2020, at 09:30 am (CEST) at Tändstickspalatset/Kapitel 8, Västra Trädgårdsgatan 15, Stockholm, Sweden. The registration of shareholders starts at 9:00 am (CEST).

19 August
Interim report Q2 / January–June 2020

An audiocast with telephone conference will be held. The presentation starts at 9 am (CEST).

19 November
Interim report Q3 / January–September 2020

An audiocast with telephone conference will be held. The presentation starts at 9 am (CEST).

For further information, please contact

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Peter Messner, Group CFO
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Åsa Hillsten, Head of IR & Communication
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REGISTERED OFFICE

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Ta' Xbiex, Gzira, GZR 1052, Malta

This information is information that Catena Media plc is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons above, on 20 May 2020 at 07:00 CET.

Condensed consolidated interim statement of comprehensive income

Amounts in '000 (EUR)	Notes	**Jan–Mar 2020**	Jan–Mar 2019	Jan–Dec 2019
Revenue	2	**26,698**	26,112	102,817
Total revenue		**26,698**	26,112	102,817
Direct costs	4	**(2,386)**	(3,383)	(13,610)
Personnel expenses		**(6,167)**	(5,627)	(22,780)
Depreciation and amortisation		**(3,426)**	(3,380)	(14,083)
Exceptional costs:				
Credit facility related costs	5	**(53)**	–	(62)
Reorganisation costs	5	**(399)**	–	(253)
Loss allowances on trade receivables	5	**–**	–	(2,650)
Impairment on intangible assets	5	**–**	–	(32,103)
Other operating expenses		**(5,211)**	(5,915)	(22,956)
Total operating expenses		**(17,642)**	(18,305)	(108,497)
Operating profit/(loss)		**9,056**	7,807	(5,680)
Interest payable on borrowings		**(2,215)**	(2,126)	(8,718)
Other gains/(losses) on financial liability at fair value through profit or loss		**4,200**	(1,500)	5,550
Other finance costs		**(1,495)**	(2,194)	(1,510)
Profit/(loss) before tax		**9,546**	1,987	(10,358)
Tax expense		**(268)**	(114)	(178)
Profit/(loss) for the period/year attributable to the equity holders of the Parent Company		**9,278**	1,873	(10,536)
Other comprehensive income				
Items that may be reclassified to profit for the period/year				
Currency translation differences		**(53)**	93	(37)
Total other comprehensive (loss)/income for the period/year		**(53)**	93	(37)
Total comprehensive income/(loss) attributable to the equity holders of the Parent Company		**9,225**	1,966	(10,573)
Earnings per share attributable to the equity holders of the parent during the period/year (expressed in euro per share):				
Basic earnings per share				
From profit/(loss) for the period/year		**0.15**	0.03	(0.18)
Diluted earnings per share				
From profit/(loss) for the period/year		**0.15**	0.03	(0.17)

The notes on pages 16 to 22 are an integral part of these condensed consolidated interim financial statements.

Condensed consolidated interim balance sheet

Amounts in '000 (EUR)	Notes	31 Mar 2020	31 Mar 2019	31 Dec 2019
ASSETS				
Non-current assets				
Goodwill		**7,333**	11,966	7,333
Right-of-use asset	9	**6,735**	8,715	7,433
Other intangible assets	6	**280,525**	328,110	281,584
Property, plant and equipment		**3,177**	3,881	3,324
Total non-current assets		**297,770**	352,672	299,674
Current assets				
Trade and other receivables		**22,055**	22,802	20,553
Cash and cash equivalents		**19,261**	9,267	12,286
Total current assets		**41,316**	32,069	32,839
Total assets		**339,086**	384,741	332,513
EQUITY AND LIABILITIES				
Capital and reserves				
Share capital		**92**	85	88
Share premium		**88,874**	66,558	76,666
Other reserves		**7,125**	6,289	6,848
Retained earnings		**72,672**	75,803	63,394
Total equity		**168,763**	148,735	146,996
Liabilities				
Non-current liabilities				
Borrowings	7	**–**	148,500	150,950
Amounts committed on acquisition	8	**–**	2,985	–
Deferred tax liabilities		**3,795**	4,385	3,589
Lease liability	9	**4,286**	6,338	4,688
Total non-current liabilities		**8,081**	162,208	159,227
Current liabilities				
Borrowings*	7	**146,750**	–	–
Amounts committed on acquisition	8	**7,108**	65,521	18,068
Trade and other payables		**7,807**	8,070	7,683
Current tax liabilities		**577**	207	539
Total current liabilities		**162,242**	73,798	26,290
Total liabilities		**170,323**	236,006	185,517
Total equity and liabilities		**339,086**	384,741	332,513

* Although the bond has been classified as current based on the position as at 31 March 2020, as described on page 6 there are plans to settle EUR 49.5m through an issue of hybrid capital security, and an extension of the repayment date of the balance by one year.

The notes on pages 16 to 22 are an integral part of these condensed consolidated interim financial statements.
These condensed consolidated interim financial statements on pages 12 to 22 were authorised for issue by the Board on **20 May 2020** and were signed on its behalf by:

Göran Blomberg
Chairman

Øystein Engebretsen
Director

Condensed consolidated interim statements of changes in equity

Amounts in '000 (EUR)	Share capital	Share premium	Other reserves	Retained earnings	Total equity
	Attributable to owners of the parent				
Balance at 1 January 2020	88	76,666	6,848	63,394	146,996
Comprehensive income					
Profit for the period	–	–	–	9,278	9,278
Currency translation differences	–	–	(53)	–	(53)
Total comprehensive income for the period	–	–	(53)	9,278	9,225
Transactions with owners					
Issue of share capital	4	12,208	–	–	12,212
Equity–settled share-based payments	–	–	330	–	330
Total transactions with owners	4	12,208	330	–	12,542
Balance at 31 March 2020	**92**	**88,874**	**7,125**	**72,672**	**168,763**

Amounts in '000 (EUR)	Share capital	Share premium	Other reserves	Retained earnings	Total equity
	Attributable to owners of the parent				
Balance at 1 January 2019	84	61,770	6,063	73,930	141,847
Comprehensive income					
Profit for the period	–	–	–	1,873	1,823
Foreign currency translation movement	–	–	93	–	93
Total comprehensive income for the period	–	–	93	1,873	1,916
Transactions with owners					
Issue of share capital	1	4,788	–	–	4,789
Equity-settled share-based payments	–	–	133	–	133
Total transactions with owners	1	4,788	133	–	4,922
Balance at 31 March 2019	**85**	**66,558**	**6,289**	**75,803**	**148,735**

Amounts in '000 (EUR)	Share capital	Share premium	Other reserves	Retained earnings	Total equity
	Attributable to owners of the Parent Company				
Balance at 1 January 2019	84	61,770	6,063	73,930	141,847
Comprehensive income					
Loss for the period	–	–	–	(10,536)	(10,536)
Foreign currency translation movement	–	–	(37)	–	(37)
Total comprehensive income for the period	–	–	(37)	(10,536)	(10,573)
Transactions with owners					
Issue of share capital	4	14,896	–	–	14,900
Equity–settled share-based payments	–	–	822	–	822
Total transactions with owners	4	14,896	822	–	15,722
Balance at 31 December 2019	88	76,666	6,848	63,394	146,996

The notes on pages 16 to 22 are an integral part of these condensed consolidated interim financial statements.

Condensed consolidated interim statements of cash flows

Amounts in '000 (EUR)	**Jan–Mar 2020**	Jan–Mar 2019	Jan–Dec 2019
Cash flows from operating activities			
Profit/(loss) before tax	**9,546**	1,987	(10,538)
Adjustments for:			
Depreciation and amortisation	**3,426**	3,380	14,083
Loss on disposal of assets	**1**	90	95
Loss allowance on trade receivables	**94**	50	2,831
Bad debts	**340**	–	185
Impairment on intangible assets	**–**	–	32,103
Unrealised exchange differences	**1,142**	788	909
Interest expense	**2,496**	3,371	9,791
Net (gains)/losses on financial liability at fair value through profit or loss	**(4,200)**	1,500	(5,550)
Share based payments	**330**	149	878
	13,175	11,315	44,967
Taxation paid	**(23)**	(562)	(1,370)
Changes in:			
Trade and other receivables	**(2,120)**	(1,076)	(2,711)
Trade and other payables	**186**	(490)	(2,889)
Net cash generated from operating activities	**11,218**	9,187	37,997
Cash flows from investing activities			
Acquisition of property, plant and equipment	**(103)**	(195)	(503)
Acquisition of intangible assets	**(1,229)**	(13,087)	(39,285)
Net cash used in investing activities	**(1,332)**	(13,282)	(39,788)
Cash flows from financing activities			
Net proceeds on borrowings	**–**	3,000	12.500
Proceeds on exercise of share options	**–**	40	257
Interest paid	**(2,205)**	(2,152)	(8,594)
Lease payments	**(851)**	(724)	(3,042)
Net cash (used in)/generated from financing activities	**(3,056)**	164	1,121
Net movement in cash and cash equivalents	**6,830**	(3,931)	(670)
Cash and cash equivalents at beginning of period/year	**12,286**	13,161	13,161
Currency translation differences	**145**	37	205
Cash and cash equivalents at end of period/year	**19,261**	9,267	12,286

The notes on pages 16 to 22 are an integral part of these condensed consolidated interim financial statements.

Notes to the condensed consolidated interim financial statements

1. ACCOUNTING PRINCIPLES

This first quarter interim report is prepared in accordance with IAS 34 “Interim financial reporting”. It has been prepared under the historical cost convention, as modified by the fair valuation of financial liabilities measured at fair value through profit and loss. The principal accounting policies applied in the preparation of the Group’s condensed consolidated financial statements are consistent with those presented in the Annual Report for the year ended 31 December 2019.

COVID-19 and impact on financial and operational performance

The majority of the Group’s customers are operating in the online gambling industry (iGaming), which is affected by general economic and consumer trends outside the control of the Group or the operators. In early 2020, the outbreak of a new deadly virus, now known as COVID-19, was confirmed, and since then COVID-19 has become a pandemic. COVID-19 has caused disruption to businesses and economic activity, which has also been reflected in fluctuations in stock markets. Catena Media is closely following the global development of COVID-19 and its potential impact on the business. Several measures have been taken to mitigate any financial or operational impact and to ensure the well-being, safety and security of employees and partners. The Group has noted that gaming authorities in some jurisdictions have suggested or enforced certain temporary limitations for iGaming operators in the wake of the COVID-19 outbreak. These limitations may have a short-term impact on average player values, but we believe most of the impact will be offset by an increase in the number of players. To date, Catena Media has experienced limited negative operational effects. No negative long-term effects on the business are expected, as currently postponed events may contribute positively in the future when they are rescheduled.

Impact on Sports segment performance

Due to the halt of several sports leagues and postponement of major events across the globe, Catena Media is working closely with key operators to promote those sports events that are still running. In addition, to mitigate the shortfall in Sports revenue, the focus has been to convert traffic from a number of sports-related sites to e-sports, virtual sports, and in particular Casino revenue, while holding back on low-margin media spending.

Impact on performance of Casino and Financial Services segment

Both segments performed well during the first quarter, with key legacy casino brands seeing strong growth in organic traffic, and in particular in the Italian and German markets. The Financial Services segment witnessed an increase in search queries globally around stock trading, beating our own forecast and expectations for traffic and revenue.

Potential impact on outlook for all segments

The revenues of the Group are mainly driven by the gambling activity of online users who are directed by the Group to its customers. The gambling activity is in turn driven by the online users’ disposable incomes. There is a risk that the prevailing unfavourable economic conditions due to the outbreak of COVID-19 could reduce online users’ disposable incomes, the number of online users utilising online casino, sports betting and financial services platforms and the amounts being spent by online users. In turn, this may lead to a decrease in demand for services the Group provides to its customers. Accordingly, negative developments in the global economy that adversely affect demand for the Group’s services could have a negative impact on the Group’s operations, earnings, and financial position. Although the situation is uncertain, based on the information available at the time of this report, management believes that the COVID-19 outbreak will not have a negative long-term effect on the Group’s business.

Potential impact on the Group’s refinancing activity

All the factors described above could potentially impact the Group’s refinancing activity. The Group’s current senior unsecured bond, with a nominal value of EUR 150m, matures in March 2021. In addition, a further EUR 12.5m drawn on a revolving bank facility is renewable in January 2021. The Group explored different alternatives for the refinancing of the bond, and as communicated on 17 April 2020, the Board of Directors has proposed a fully guaranteed rights issue of units consisting of hybrid capital securities and warrants with preferential rights for the Company’s existing shareholders. In addition to the rights issue, Catena Media announced the initiation of a written procedure in order to receive the bondholders’ approval to amend the terms and conditions for the current senior unsecured bonds in order to extend the final maturity date until March 2022 and make a partial repayment of EUR 49.5 million. The refinancing activity is progressing according to plan, and management remains confident about the prospects. At the same time, management acknowledges that the impact of COVID-19 gives rise to an uncertain environment that is dependent on external factors outside the Group’s control.

Critical accounting estimates

CGUs and impairment assessment
In 2019, following changes in internal management reporting, three operating segments were identified, resulting in three cash-generating units (CGUs) for the purpose of IAS 36. The recoverable amount of the CGUs was assessed, based on value-in-use calculations. Following a detailed impairment assessment that was performed at the end of the previous reporting period, management concluded that the recoverable amount for Casino CGU and Sports CGU exceeded the carrying amount, and that the recoverable amount for the Financial Services CGU was lower than the carrying amount, having resulted in a total impairment loss of EUR 9.0m, as reported previously. In 2019 management also performed a strategic review of its portfolio of assets, and concluded that four products were not expected to produce economic benefits beyond an estimated life of eight years, and on this basis the Group recognised an impairment on intangible assets of EUR 23.1m, as reported previously.

Management's impairment assessment of the recoverable amount of intangible assets was last performed as of 31 December 2019. Management are continuously reviewing the risk of future impairment, particularly for the Sports segment, which depends on growth and the potentially prolonged impact of COVID-19 on the business. No revisions were made to the impairment assessment model as of 31 March 2020.

Trade receivables and loss allowances on trade receivables
The loss allowance on trade receivables is a critical accounting estimate. Management continued to review the impact of the IFRS 9 expected loss model. Given that the Group had limited historical experience, the judgement remains subjective. Management increased the loss allowance on trade receivables by a further EUR 0.1m in the first quarter of 2020. Management will continue to monitor the adequacy of this loss allowance, also considering any further impact that COVID-19 may have on credit risk.

2. REVENUE

The revenue of the Group for the first quarter of 2020 is analysed as follows:

Amounts in '000 (EUR)	**Jan-Mar 2020**	Jan-Mar 2019	Jan-Dec 2019
Search revenue	**23,919**	21,651	88,283
Subscriptions revenue	**414**	953	2,582
Paid revenue	**2,365**	3,508	11,952
Total revenue	**26,698**	26,112	102,817

Search revenue comprised EUR 16.0m Casino revenue, EUR 6.8m Sports revenue and EUR 1.1m Financial Services revenue for the current quarter. Comparative data for the corresponding quarter and for the first half of the year is not available, as only two operating segments were previously reported, namely iGaming and Financial Services. Search revenue for the first quarter of 2019 comprised EUR 20.5m iGaming revenue and EUR 1.2m Financial Services revenue. Paid revenue comprised EUR 1.9m Sports revenue and EUR 0.5m Casino revenue. In the comparable periods, paid revenue was reported within iGaming in its entirety.

3. SEGMENT REPORTING

The Group's operations are reported on the basis of the three operating segments, Casino, Sports and Financial Services, following a change in organisational structure implemented during the third quarter of 2019. The segments were identified in accordance with the definition of an operating segment in IFRS 8, Operating Segments. Comparative information is presented in a different way, as the Group's resources were previously allocated on the basis of only two reporting segments, iGaming and Financial Services, in line with the previous structure. Hence, comparative figures are presented on the basis of the previous organisational structure and operating segments. There were no intersegmental revenues during the period. Further, total assets and liabilities for each reportable segment are not presented, since they are not referred to for monitoring purposes. The tables below show figures for each period presented in this report.

Amounts in '000 (EUR)	Jan–Mar 2020 Casino	Sports	Financial Services	Unallocated	Total	Jan–Mar 2019 iGaming	Financial Services	Unallocated	Total
Revenue*	16,433	8,744	1,521	–	**26,698**	24,626	1,486	–	26,112
Total revenue	16,433	8,744	1,521	–	**26,698**	24,626	1,486	–	26,112
Direct costs	(1,092)	(1,196)	(98)	–	**(2,386)**	(3,129)	(254)	–	(3,383)
Personnel expenses	(3,186)	(2,449)	(532)	–	**(6,167)**	(5,082)	(545)	–	(5,627)
Depreciation and amortisation	(1,986)	(1,179)	(261)	–	**(3,426)**	(3,226)	(154)	–	(3,380)
Exceptional costs									
Bond and credit facility related costs	–	–	–	(53)	**(53)**	–	–	–	–
Reorganisation costs	–	–	–	(399)	**(399)**	–	–	–	–
Other operating expenses	(2,319)	(2,359)	(533)	–	**(5,211)**	(5,148)	(767)	–	(5,915)
Total operating expenses	(8,583)	(7,183)	(1,424)	(452)	**(17,642)**	(16,585)	(1,720)	–	(18,305)
Operating profit/(loss)	7,850	1,561	97	(452)	**9,056**	8,041	(234)	–	7,807
Interest payable on borrowings	–	–	–	(2,215)	**(2,215)**	–	–	(2,126)	(2,126)
Other gains/(losses) on financial liability at fair value through profit or loss	–	–	–	4,200	**4,200**	–	–	(1,500)	(1,500)
Other finance costs	–	–	–	(1,495)	**(1,495)**	–	–	(2,194)	(2,194)
Profit/(loss) before tax	7,850	1,561	97	38	**9,546**	8,041	(234)	(5,820)	1,987
Tax expense	–	–	–	(268)	**(268)**	–	–	(114)	(114)
Profit/(loss) for the period/year attributable to the equity holders of the Parent Company	7,850	1,561	97	(230)	**9,278**	8,041	(234)	(5,934)	1,873
Other comprehensive income									
Items that may be reclassified to profit for the period/year									
Currency translation differences	–	–	–	(53)	**(53)**	–	–	93	93
Total other comprehensive (loss)/income for the period	–	–	–	(53)	**(53)**	–	–	93	93
Total comprehensive income/(loss) attributable to the equity holders of the Parent Company	7,850	1,561	97	(283)	**9,225**	8,041	(234)	(5,841)	1,966
Adjusted EBITDA	9,836	2,740	358	–	**12,934**	11,267	(80)	–	11,187
Adjusted EBITDA margin	60%	31%	24%	–	**48%**	46%	(5%)	–	43%
NDCs ('000)	77	42	1	–	**120**	122	2	–	124

* Revenue reported under Financial Services includes Financial Services' revenue of EUR 1.1m and Subscriptions revenue amounting to EUR 0.4m.

Amounts in '000 (EUR)	Casino	Sports	iGaming	Financial Services	Unallocated	Total
			Jan–Dec 2019			
Revenue*	32,109	18,150	46,876	5,682	–	102,817
Total revenue	32,109	18,150	46,876	5,682	–	102,817
Direct costs	(3,261)	(3,521)	(6,248)	(580)	–	(13,610)
Personnel expenses	(5,825)	(4,730)	(10,089)	(2,136)	–	(22,780)
Depreciation and amortisation	(4,522)	(2,458)	(6,505)	(598)	–	(14,083)
Exceptional costs						
Bond and credit facility related costs	–	–	–	–	(62)	(62)
Reorganisation costs	–	–	–	–	(253)	(253)
Loss allowance on trade receivables	–	–	–	–	(2,650)	(2,650)
Impairment on intangible assets	(13,230)	(934)	–	(17,939)	–	(32,103)
Other operating expenses	(5,362)	(4,918)	(9,974)	(2,702))	–	(22,956)
Total operating expenses	(32,200)	(16,561)	(32,816)	(23,955)	(2,965)	(108,497)
Operating (loss)/profit	(91)	1,589	14,060	(18,273)	(2,965)	(5,680)
Interest payable on borrowings	–	–	–	–	(8,718)	(8,718)
Other gains on bond liability at fair value through profit or loss	–	–	–	–	5,550	5,550
Other finance costs	–	–	–	–	(1,510)	(1,510)
(Loss)/profit before tax	(91)	1,589	14,060	(18,273)	(7,643)	(10,358)
Tax expense	–	–	–	–	(178)	(178)
(Loss)/profit for the year attributable to the equity holders of the parent company	(91)	1,589	14,060	(18,273)	(7,821)	(10,536)
Other comprehensive income						
Items that may be reclassified to profit for the period						
Currency translation differences	–	–	–	–	(37)	(37)
Total other comprehensive loss for the period	–	–	–	–	(37)	(37)
Total comprehensive (loss)/income for the period attributable to the parent company	(91)	1,589	14,060	(18,273)	(7,858)	(10,573)
Adjusted EBITDA	17,661	4,981	20,565	264	–	43,471
Adjusted EBITDA margin	55%	27%	44%	5%	–	42%
NDCs ('000)	127	84	220	6	–	437

* Revenue reported under Financial Services includes Financial Services' revenue of EUR 4.2m and Subscriptions revenue amounting to EUR 1.5m.

4. DIRECT COSTS
Direct costs include costs related to paid revenue, cashbacks and other direct costs.

5. EXCEPTIONAL COSTS
Exceptional costs relate to costs that are deemed by management to be significant one-offs in nature, including credit facility and reorganisation costs.

During the first quarter of 2020, credit facility costs amounted to EUR 0.1m while reorganisation costs amounted to EUR 0.4m. No exceptional costs were incurred during the same quarter of 2019. During the financial year ended 31 December 2019 exceptional costs of EUR 0.1m and EUR 0.3m relate to the credit facility and reorganisation costs, respectively. Exceptional costs of EUR 2.7m related to the loss allowance on trade receivables and EUR 32.1m related to impairment on intangible assets. These were a result of Management's revised IFRS 9 assessment and the strategic review of the segments, which affected the value of the intangible assets in the last quarter of 2019.

6. OTHER INTANGIBLE ASSETS
The Group's acquisitions primarily comprise domains and websites, player databases and in certain instances other components of intellectual property, which include outsourced development. The consideration paid for player databases is determined by reference to the historical average revenue per active player for the portfolio of acquired players over the expected player life. In instances where other components of acquired intellectual property are identified, the allocation of the consideration was based on an estimate of the replacement value of the asset. The residual value is allocated to domains and websites.

	Group			
Amount in '000 (EUR)	Domains and websites	Player database	Other intellectual property	Total
Cost at 1 January 2020	298,948	16,055	16,882	331,885
Additions	8	–	1,308	1,316
Cost at 31 March 2020	**298,956**	**16,055**	**18,190**	**333,201**
Accumulated amortisation and impairment at 1 January 2020	(27,469)	(14,001)	(8,831)	(50,301)
Amortisation charge	(109)	(930)	(1,336)	(2,375)
At 31 March 2020	**(27,578)**	**(14,931)**	**(10,167)**	**(52,676)**
At 31 March 2020	**271,378**	**1,125**	**8,023**	**280,525**
At 31 March 2019	313,827	6,252	8,031	328,110

Additions of EUR 1.3m related to other intellectual property, which comprises costs for the development of websites and other applications. No asset acquisitions were concluded during the first quarter of 2020.

7. BORROWINGS
Borrowings at the end of the reporting period comprised a three-year unsecured bond loan amounting to EUR 150.0m, under a framework of EUR 250.0m maturing in March 2021, as well as EUR 12.5m representing the utilised portion of the revolving bank credit facility. The corresponding balance as at 31 March 2019 comprised the bond amounting to EUR 150.0m and the utilised portion of the bank credit facility amounting to EUR 3.0m. The bond was listed on Nasdaq Stockholm on 6 April 2018 at a nominal value of EUR 100,000. The debt securities bear a floating rate coupon of Euribor 3m + 5.5 percent. Euribor 3m is subject to a floor of 0 percent.

The bond was designated by management as a financial liability at fair value through profit or loss, since it contains an embedded derivative that may significantly modify the resulting cashflow. This embedded derivative is an early redemption option, with the redemption price set in accordance with a mechanism defined in the prospectus. The fair value of the bond, which at the end of the reporting period amounted to EUR 134.3m, was determined by reference to multiple broker quotes. Accordingly, the bond's fair value was categorised within the IFRS 13 fair value hierarchy as Level 3.

The movements in fair value for the first quarter of 2020 and for the same quarter of the previous year, comprising a gain of EUR 4.2m and a loss of EUR 1.5m respectively, are recognised in "Other gains/(losses) on financial liability at fair value through profit or loss'' in the income statement. The fair value movement for the year ended 31 December 2019 resulted in a gain of EUR 5.6m. If the estimated price of the bond increased by 1%, the estimated fair value of the bond would increase by EUR 1.3m. Similarly, if the estimated price of the bond decreased by 1%, the estimated fair value of the bond would decrease by EUR 1.3m.

Although the bond has been classified as current based on the position as at 31 March 2020, as described on page 6 there are plans to settle EUR 49.5m through an issue of hybrid capital security, and an extension of the repayment date of the balance by one year.

8. AMOUNTS COMMITTED ON ACQUISITION

Amounts committed on acquisition consist of contractual obligations resulting from the purchase of intangible assets from third parties. Some of the obligations have a predetermined value, while others include future payments whose value depends on target earnings. The latter are referred to as “contingent considerations”. Expected cash outflows relating to these contingent considerations are assessed by the Directors for each asset acquisition on the basis of their knowledge of the industry and how the economic environment is likely to impact it.

Movements during the period/year are summarised below:

Amounts in ‘000 (EUR)	**Jan–Mar 2020**	Jan–Mar 2019	Jan–Dec 2019
Opening balance	18,068	81,910	81,910
Settlements/set-offs	(11,103)	(16,002)	(50,195)
Notional interest charge	143	1,940	1,956
Adjustments arising as a result of a change in estimate	–	658	(15,603)
Closing balance	**7,108**	68,506	18,068

The maximum potential undiscounted amount that the Group may be required to settle under such contingent consideration arrangements is EUR 4.6m, of which EUR 1.8m has been recognised based on estimates of future earnings.

Amounts committed are further analysed as follows:

Amounts in ‘000 (EUR)	**31 Mar 2020**	31 Mar 2019	31 Dec 2019
Current			
Contingent	1,825	62,021	1,752
Non-contingent	5,283	3,500	16,316
	7,108	65,521	18,068
Non-current			
Contingent	–	2,985	–
Non-contingent	–	–	–
	–	2,985	–
Total amounts committed	**7,108**	68,506	18,068

Contingent considerations are measured at fair value and are included in Level 3 of the fair value hierarchy. The fair value is determined on the date of purchase and subsequently per each reporting date, by calculating the expected cash outflow on each purchase agreement. The expected cash flows are discounted to present value by utilising a discount rate of 6.75 percent.

The notional interest charge on the contingent considerations is included in “Other finance costs”, net of foreign exchange differences.

9 LEASES

Following the adoption of IFRS 16 “Leases” in January 2019, the Group recognised lease liabilities in relation to leases which had previously been classified as ‘operating leases’ under the principles of IAS 17 “Leases”. These liabilities were measured at the present value of the remaining lease payments, discounted using the Group’s incremental borrowing rate, being the rate at which similar borrowing could be obtained from an independent financier under comparable terms and conditions. The incremental borrowing rate applied to the lease liabilities on 1 January 2019 was 5.5%.

From 1 January 2019, each lease payment has been allocated between the liability and finance cost. The finance cost is charged to profit or loss over the lease period, so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Amounts in ‘000 (EUR)	
Operating lease commitments disclosed as of 31 December 2018	10,411
Discounted using the Group’s incremental borrowing rate at 1 January 2019	9,258

Movements during the period/year are summarised below:

Amounts in ‘000 (EUR)	**Jan-Mar 2020**	Jan-Mar 2019	Jan-Dec 2019
Opening balance	7,782	9,258	9,258
Notional interest charge for the period/year, net of foreign exchange differences	92	193	449
New lease arrangements during the period/year	128	–	1,036
Payments	(851)	(724)	(2,961)
Closing balance	**7,151**	8,727	7,782

Lease liability is further analysed as follows:

Amounts in ‘000 (EUR)	**31 Mar 2020**	31 Mar 2019	31 Dec 2019
Current lease liability	2,865	2,389	3,094
Non-current lease liability	4,286	6,338	4,688
	7,151	8,727	7,782

The current portion of the lease liability is included within “Trade and other payables” on the statement of financial position.

The associated right-of-use asset for property leases as of 1 January 2019 was measured at an amount equivalent to the lease liability plus prepaid lease expenses and amounted to EUR 9.3m. The asset is subsequently depreciated over the shorter of the asset’s useful life and the lease term on a straight-line basis.

The recognised right-of-use asset relates to the following type of asset:

Amounts in ‘000 (EUR)	**31 Mar 2020**	31 Mar 2019	31 Dec 2019
Properties	**6,735**	8,715	7,433

Condensed Parent Company interim statements of income and other comprehensive income

Amounts in '000 (EUR)	**Jan–Mar 2020**	Jan–Mar 2019	Jan–Dec 2019
Personnel expenses	**(474)**	(155)	(953)
Credit facility related costs	**(53)**	–	(30)
Recharge of credit facility related costs to subsidiary	**53**	–	30
Other operating expenses	**(34)**	(49)	(194)
Other operating income	**20**	20	79
Total operating expenses	**(488)**	(184)	(1,068)
Operating loss	**(488)**	(184)	(1,068)
Interest payable on borrowings	**(2,246)**	(2,148)	(8,716)
Recharge of interest to subsidiary	**2,246**	2,148	8,716
Other gains/(losses) on financial liability at fair value through profit or loss	**4,200**	(1,500)	5,550
Other finance costs	**(2)**	–	(9)
Finance income	**–**	–	2
Profit/(loss) before tax	**3,710**	(1,684)	4,475
Tax expense	**–**	–	–
Profit/(loss) for the period - total comprehensive income	**3,710**	(1,684)	4,475

Condensed Parent Company interim balance sheet

Amounts in '000 (EUR)	31 Mar 2020	31 Mar 2019	31 Dec 2019
ASSETS			
Non-current assets			
Investment in subsidiaries	**1,573**	1,319	1,509
Current assets			
Trade and other receivables	**258,151**	224,439	246,441
Cash and cash equivalents	**497**	873	109
Total current assets	**258,648**	225,312	246,550
Total assets	**260,221**	226,631	248,059
EQUITY AND LIABILITIES			
Capital and reserves			
Share capital	**92**	85	88
Share premium	**89,405**	67,090	77,196
Other reserves	**2,297**	1,278	1,967
Retained earnings	**16,090**	6,221	12,380
Total equity	**107,884**	74,674	91,631
Liabilities			
Non-current liabilities			
Borrowings	**–**	148,500	150,950
Total non-current liabilities	**–**	148,500	150,950
Current liabilities			
Borrowings	**146,750**	–	–
Trade and other payables	**5,587**	3,457	5,478
Total current liabilities	**152,337**	3,457	5,478
Total liabilities	**152,337**	151,957	156,428
Total equity and liabilities	**260,221**	226,631	248,059

Definitions of alternative performance measures

ATERNATIVE KEY RATIO	DESCRIPTION	SCOPE
EBITDA	Operating profit before depreciation and amortisation, and impairment on intangible assets.	The Group reports this key ratio so that users of the report can monitor operating profit and cash flow. This is also used by investors, analysts and the Group's management to evaluate the Group's operational profitability.
EBITDA MARGIN	EBITDA as a percentage of revenue.	The Group reports this key ratio so that the users of the report can monitor the value creation generated by the operation. This is also used by investors, analysts and the Group's management to evaluate the Group's operational profitability.
ADJUSTED EBITDA	EBITDA adjusted for exceptional costs.	The Group reports this key ratio because it provides a better understanding of the operating profit than non-adjusted EBITDA, which also provides a more comparable financial measure over time.
ADJUSTED EBITDA MARGIN	Adjusted EBITDA as a percentage of revenue.	The Group reports this key ratio to show the underlying EBITDA margin before exceptional costs, which provides a better understanding of EBITDA margin than non-adjusted EBITDA margin, which also provides a more comparable financial measure over time.
NDCs (NEW DEPOSITING CUSTOMERS)	New customers placing a first deposit on a client's website.	The Group reports this key figure since it is key to measure revenues and long-term organic growth.
EXCEPTIONAL COSTS	Costs that are not part of the normal operations of the business.	Exceptional costs are costs that do not relate to the ongoing operations of the business. Examples include bond issue costs, credit facility related costs, loss allowances on trade receivables, impairment on intangible assets as well as reorganisation costs.
ORGANIC GROWTH	Revenue growth rate excluding portfolios and products that have been acquired in the past 12 months. Paid revenue is excluded in the organic growth calculation. Organic growth includes the growth in existing portfolios and products.	The Group reports this key ratio since it is key to measure revenues and long-term organic growth.
REVENUE GROWTH	Increase in revenue compared to the previous accounting period as a percentage of revenue in the previous accounting period.	The Group reports this key ratio so that users of the report can monitor business growth.
QUICK RATIO	Current assets expressed as a percentage of short-term liabilities.	The Group reports this key ratio to show the Company's ability to pay its current obligations by having assets readily convertible to cash.
REVENUE PRODUCTIVITY RATIO	Revenue per average number of employees.	The Group reports this key ratio to be used by management and investors to assess productivity per employee.
ADJUSTED EBITDA PRODUCTIVITY RATIO	Adjusted EBITDA per average number of employees.	The Group reports this key ratio to be used by management and investors to assess productivity per employee.
CASH CONVERSION RATE	Net cash from operating activities divided by EBITDA.	The Group reports this key figure to determine the Company's ability to convert its profits into available cash.