

## ***bet-at-home.com AG: group company figures for 2018 (01.01.2018 until 31.12.2018)***

- Historical peak in EBITDA of EUR 36.2 million
- Gross betting and gaming revenue at EUR 143.4 million
- Cash and short-term time deposits at EUR 78.3 million

### ***Highest EBITDA in the company's history in the financial year 2018***

At EUR 36.2 million in the financial year 2018, EBITDA increased again in relation to the previous period, thus reaching the highest level in the history of bet-at-home.com AG Group (FY 2017: EUR 35.5 million). At constant depreciation, EBIT also increased to EUR 34.9 million (FY 2017: EUR 34.1 million). After the deduction of taxes on income and earnings, which amounted to EUR 2.4 million (FY 2017: EUR 2.8 million), the consolidated profit for the financial year 2018 was at EUR 32.6 million (FY 2017: EUR 32.8 million).

### ***Earnings development in the financial year 2018***

Due to the successful acquisition of new customers and the reactivation of existing customers, the bet-at-home.com AG Group was able to further strengthen its presence and brand awareness in the European core markets in the financial year 2018. As a result, the group achieved the highest betting and gaming volume in the history of bet-at-home.com at a level of EUR 3,188.0 million. In addition, the gross betting and gaming revenue increased again in the fourth quarter of 2018 to EUR 39.1 million compared to the previous periods (Q1 2018: EUR 33.2 million, Q2 2018: EUR 33.4 million, Q3 2018: EUR 37.6 million). Thus, the accumulated gross betting and gaming revenue for the financial year 2018 reached EUR 143.4 million (FY 2017: EUR 145.4 million).

Betting fees and gambling levies in the financial year 2018 amounted to EUR 21.0 million (FY 2017: EUR 18.8 million). The VAT regulations for suppliers of electronic services within the European Union led to a negative impact on earnings in the amount of EUR 7.3 million in the financial year 2018 (FY 2017: EUR 8.8 million).

The net betting and gaming revenue in the financial year 2018 therefore resulted in EUR 115.1 million (FY 2017: EUR 117.8 million).

### ***Further increase of the brand's popularity due to targeted marketing campaigns***

In the course of the Football World Cup in Russia from 14 June to 15 July, bet-at-home.com was increasingly present from May 2018 through international advertising campaigns in the form of TV spots, print advertisement and online media as well as a comprehensive and customer-friendly bonus campaign throughout its European core markets. A major event of this magnitude

has always been the ideal time for bet-at-home.com to increase brand awareness and the number of registered customers.

Marketing expenses in the financial year 2018 were at EUR 38.3 million (FY 2017: EUR 42.0 million), with the marketing focus being set at EUR 13.5 million in the second quarter of 2018 due to the major sporting event. As at 31 December 2018, bet-at-home.com AG group had more than 5.0 million registered customers (31 December 2017: 4.8 million).

### ***Stable asset and capital structure***

Taking into account the equity-reducing distribution of a dividend in May 2018 in the amount of EUR 52.6 million – thus EUR 7.50 per share – the consolidated group equity as of 31 December 2018 amounted to EUR 69.3 million (31 December 2017: EUR 89.3 million). This resulted in a consolidated equity ratio of 67.0% as of the reporting date (31 December 2017: 71.7%).

The bet-at-home.com AG Group also held liquid funds and short-term time deposits in the amount of EUR 78.3 million as of 31 December 2018 (31 December 2017: EUR 101.8 million).

### ***Outlook for the fiscal year 2019***

From the current perspective, and assuming an unchanging regulatory and tax law environment, the Management Board expects a gross betting and gaming revenue between EUR 130 million and EUR 143 million in the fiscal year 2019. The decline in gross betting and gaming revenue compared to the financial year 2018 is attributable to legal uncertainties in Switzerland.

Furthermore, the Management Board expects EBITDA to amount between EUR 29 million and EUR 33 million in the fiscal year 2019.

### ***Dividend proposal***

Due to the excellent liquidity and high level of cash and cash equivalents, Management and Supervisory Board will propose the distribution of a total dividend for the financial year 2018 of EUR 6.50 per share to the Annual General Meeting in May 2019. The payment will be effected in May 2019.

### ***About bet-at-home.com***

The bet-at-home.com AG Group is active in the domain of online gaming and online sports betting. With more than 5.0 million registered customers, the stock listed company represents, together with its subsidiaries, one of Europe's most successful gaming providers. The varied options offered on www.bet-at-home.com include sports betting, poker, casino, games and virtual sports. bet-at-home.com has companies in Germany, Austria, Malta and Gibraltar. The successful development of the company can be attributed to its 301 employees as at

31 December 2018. The Group holds various licenses via its Maltese companies for online sports betting and gaming. The licenses allow the company to organize and market online sports betting and online casinos. Since 2009, bet-at-home.com AG has been a part of the Betclix Everest SAS Group, which is a leading French Group in the domain of online gaming and sports betting.

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