

## ***bet-at-home.com AG: Group figures for the first quarter of 2020***

### **Group figures for the first quarter of 2020 (01.01. to 31.03.2020):**

- Gross betting and gaming revenue at EUR 32.2 million
- EBITDA in the first quarter of 2020 at EUR 9.0 million
- Cash and short-term time deposits at EUR 55.3 million

### ***Revenue development in Q1 2020***

As a result of the COVID-19 pandemic, the immediate stop in European sports in mid-March 2020 led to a drop in sales in the online sports betting segment, although above all the short-term expansion of eSports as well as sport events in “more exotic” leagues, contributed to keep up the betting offer within the bet-at-home.com AG Group. The online gaming segment remained nearly unaffected by any protective measures due to the purely virtual variety of entertainment offers and was responsible for 57.6% of gross betting and gaming revenue in the first quarter of 2020.

Overall, gross betting and gaming revenue in the first quarter of 2020 was EUR 32.2 million, 13.4% below the previous year’s figure (Q1 2019: EUR 37.2 million). The decline in gross betting and gaming revenue is mainly due to the loss of essential parts of the Swiss market and the significant decline in the Polish market.

The betting and gaming volume in the bet-at-home.com AG Group totaled EUR 677.8 million in this period (Q1 2019: EUR 827.3 million).

Betting fees and gaming levies were at EUR 5.6 million in the first quarter of 2020 (Q1 2019: EUR 5.3 million). In the same period, VAT on electronic services had a negative impact on earnings of EUR 1.1 million (Q1 2019: EUR 0.9 million).

Accordingly, the net betting and gaming revenue amounted to EUR 25.5 million in the first quarter of 2020 (Q1 2019: EUR 31.1 million).

### ***Brand awareness increased despite the lack of sport events and postponement of Euro 2020***

According to the absence of numerous sporting events from mid-March 2020, fewer bonus offers were taken up by our customers. Therefore the total marketing expenses in the first quarter of 2020 were EUR 6.6 million and thus below the comparative value of the previous year (Q1 2019: EUR 8.2 million).

With regard to the European Football Championship, which was originally scheduled for 2020, bet-at-home was able to immediately adjust its marketing strategy to the postponement by one year, so that no significant marketing agreements with a focus on the planned major event were concluded in the reporting period and beyond. As a consequence, bet-at-home will set its marketing focus on the second quarter of 2021.

As at 31 March 2020, the bet-at-home.com AG Group had 5.3 million registered customers (31.03.2019: 5.1 million).

### ***Earnings development in the first quarter of 2020***

In the first quarter of 2020, **EBITDA** amounted to EUR 9.0 million and was therefore below the very strong prior-year period (Q1 2019: EUR 12.7 million), but could outperform the previous quarter (Q4 2019: EUR 8.2 million). Earnings before taxes (**EBT**) were at EUR 8.5 million (Q1 2019: EUR 12.2 million).

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

As a result of the contribution to earnings made in the current reporting period, Group equity increased to EUR 47.5 million as of 31 March 2020 (31.12.2019: EUR 41.6 million), resulting in a consolidated equity ratio of 48.9% (31.12.2019: 43.7%).

The bet-at-home.com AG Group also held liquid assets and short-term time deposits in the amount of EUR 55.3 million as of 31 March 2020 (31.12.2019: EUR 54.8 million).

### ***Outlook for the fiscal year 2020***

From the current perspective, the Management Board still expects a gross betting and gaming revenue between EUR 120 million and EUR 132 million in the financial year 2020. The decline in gross betting and gaming revenue compared to the financial year 2019 is attributable to the loss of essential parts of the Swiss market and the significant decline in the Polish market. A potential decline in revenues due to regulatory changes in Germany can currently not be estimated and is therefore not considered.

Furthermore, the Management Board still expects EBITDA to amount between EUR 23 million and EUR 27 million for the financial year 2020.

### ***Group quarterly statement for the first quarter of 2020***

The detailed Group quarterly statement can be downloaded on the Group's Investor Relations website at <https://www.bet-at-home.ag/en/finance/download>.

## **About bet-at-home**

The bet-at-home.com AG Group is active in the domain of online gaming and online sports betting. With 5.3 million registered customers, the company (which is listed on the Frankfurt stock exchange) represents, together with its subsidiaries, one of Europe's most successful online betting and online gaming providers. The varied options offered on [www.bet-at-home.com](http://www.bet-at-home.com) include sports betting, poker, casino, games and virtual sports. bet-at-home has companies in Germany, Austria, Malta and Gibraltar. The successful development of the company can be attributed to its 292 employees as at 31 March 2020. 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.

## **Contact**

Klaus Fahrnberger  
Head of Investor Relations  
+49 211 179 34 770  
[ir@bet-at-home.com](mailto:ir@bet-at-home.com)  
[www.bet-at-home.ag](http://www.bet-at-home.ag)