

## Interim report January – June 2020 Records in Revenues and Profits

Catena Media plc (Nasdaq Stockholm: CTM)

April - June 2020 (compared with April - June 2019)

- Operating revenue amounted to EUR 27.8m (23.7), resulting in an increase of 17 percent.
- Adjusted EBITDA increased by 56 percent and totalled EUR 14.8m (9.5), corresponding to an adjusted EBITDA margin of 53 percent (40).
- EBITDA, including exceptional costs of EUR 1.7m (0.1), increased by 38 percent and totalled EUR 13.0m (9.4), corresponding to an EBITDA margin of 47 percent (40).
- Net cash generated from operating activities amounted to EUR 17.4m (10.4).
- On 30 June, cash and cash equivalents amounted to EUR 82.6m (15.1).
- New Depositing Customers (NDCs) totalled 104,326 (99,981), an increase of 4 percent.
- Earnings per share amounted to EUR -0.13 (0.12) before dilution.
- Earnings per share amounted to EUR -0.07 (0.11) after dilution.

January - June 2020 (compared with January - June 2019)

- Operating revenue amounted to EUR 54.5m (49.8) resulting in an increase of 9 percent.
- Adjusted EBITDA increased by 34 percent and totalled EUR 27.7m (20.7), corresponding to an adjusted EBITDA margin of 51 percent (42).
- EBITDA, including exceptional costs of EUR 2.2m (0.1), increased by 24 percent and totalled EUR 25.5m (20.6), corresponding to an EBITDA margin of 47 percent (41).
- Net cash generated from operating activities amounted to EUR 28.6m (19.5).
- On 30 June, cash and cash equivalents amounted to EUR 82.6m (15.1).
- New Depositing Customers (NDCs) totalled 223,855 (223,988), a decrease of 0.1 percent.
- Earnings per share amounted to EUR 0.02 (0.15) before dilution.
- Earnings per share amounted to EUR 0.01 (0.14) after dilution.

**“Our company set records this quarter with an all-time high in profits, 17 percent in total revenue growth compared to last year, and a record in organic search revenues.”**

Per Hellberg, CEO

## Q2 KEY TAKEAWAYS

- Records in revenues, organic search revenues, and profits.
- Casino segment as key revenue driver with all-time highs in revenue for AskGamblers, the US and the Japanese sites.
- Best quarter ever for the US business despite lack of Sports.
- Gradual recovery for the Sports business towards the end of the quarter.
- A major Google update impacted traffic numbers negatively, while conversion rates and revenues were not necessarily hit in the same way.
- Resilient and adaptable business and organisation successfully faced the challenges of Covid-19 and its impact around the globe.
- Successful conclusion of our Rights Issue and refinancing process.
- Ratio of net interest-bearing liabilities to adjusted EBITDA (“leverage”) of 1.68, being in line with the company’s long-term target of remaining below 1.75.
- Q3 had a positive start with July revenues +7% YOY and showing growth compared to June 2020.

**“With the successful conclusion of our refinancing process, we managed to significantly reduce our leverage already and align the long-term interest of all stakeholders, and in particular our shareholders. While continuing to deliver on our strategy, we track towards a leverage of 1.00 by year-end.”**

Peter Messner, Group CFO

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### About Catena Media

Catena Media has a leading position within online lead generation. The company has about 400 employees in US, Australia, Japan, Serbia, UK, Sweden, Italy and Malta (HQ). The company is listed on Nasdaq Stockholm. Further information is available at [www.catenamedia.com](http://www.catenamedia.com)