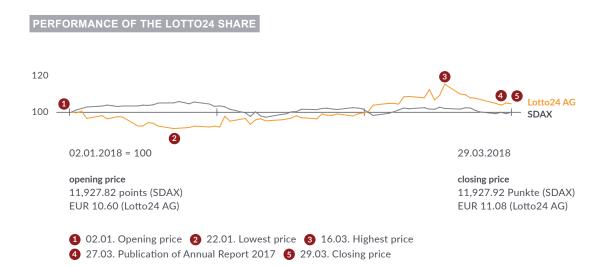


Quarterly statement **01.01.-31.03.2018** 

# An exceptionally good start





## KEY FIGURES OF LOTTO24 AG

Q.I 2018	Q.I 2017
8,560	6,663
-277	-127
-1,329	-1,097
-989	614
23,300	24,629
92	82
	8,560 -277 -1,329 -989 23,300

<sup>1)</sup> not including members of the Executive Board and student helpers

Subscribed capital equals the Company's capital stock and is fully paid.

# BASIC DATA ON THE LOTTO24 SHARE

WKN	LTT024
ISIN <sup>1)</sup>	DE000LTT0243
Ticker symbol	LO24
Reuters code	LO24G.DE
Bloomberg code	LO24:GR
Stock exchange	Frankfurt
Market segment	Regulated Market, Prime Standard
Designated sponsor	ODDO SEYDLER BANK AG
1) International Convition Identificati on Number	

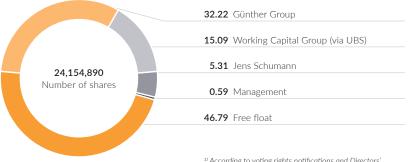
<sup>1)</sup> International Securities Identificati on Number

# KEY FIGURES FOR THE LOTTO24 SHARE

Q.I 2018	Q.I 2017
24,154,890	24,154,890
12.20	10.05
9.66	7.56
11.08	9.24
267.6	223.2
9,988	44,844
-0.06	-0.05
	24,154,890 12.20 9.66 11.08 267.6 9,988

## SHAREHOLDER STRUCTURE <sup>1)</sup>

in %



<sup>1)</sup> According to voting rights notifications and Directors' Dealings disclosures received up to 2 May 2018

# 01

# FOREWORD

## Ladies and gentlemen,

The fiscal year 2018 began exceptionally well for Lotto24 AG – thanks in part to a very positive jackpot trend for the European lottery »EuroJackpot«: at EUR 73.3 million, billings in the first quarter of 2018 rose strongly by 25.9% year on year (prior year: EUR 58.2 million) with even faster growth of 28.5% in revenues to EUR 8.6 million (prior year: EUR 6.7 million). At 11.7%, our gross margin was also up on the previous year (prior year: 11.4%).

With 179.5 thousand new customers in the first three months of 2018 (prior year: 95.1 thousand), the total number of customers registered with Lotto24 grew by 27.3% to 1,753 thousand (prior year: 1,377 thousand) – despite consistently strong competition. In addition to the jackpot-related increase in marketing activities, we launched a test run of comparatively more expensive TV commercials in March. As a result, our marketing expenses in the first quarter of 2018 rose to EUR 4.6 million (prior year: EUR 2.3 million). Cost per lead (CPL) was also slightly up on the previous year at EUR 25.52 for the first quarter of 2018 (prior year: EUR 24.07).

In spite of the strong revenue trend, the increase in marketing expenses led to a slight year-on-year decline in our EBIT to EUR -0.3 million (prior year: EUR -0.1 million). Our net profit for the period of EUR -1.3 million was also slightly lower than in the previous year (prior year: EUR -1.1 million) – due to a negative technical tax effect.

Ladies and gentlemen, dear shareholders, we have made a successful start to fiscal year 2018 and are confident that Lotto24 will maintain its upward trajectory in future. We hope, therefore, that you will continue to accompany us as we further extend our market lead.

Hamburg, 2 May 2018

Petra von Strombeck Chief Executive Officer

Magnus von Zitzewitz Member of the Executive Board

# 02 |

# DEVELOPMENT OF BUSINESS AND MATERIAL EVENTS IN THE REPORTING PERIOD

# **BUSINESS AND ECONOMIC CONDITIONS**

## Compelling business model

Lotto24 AG is Germany's leading online provider of state-licensed lotteries (Lotto24.de) and is attractively positioned in the value chain of the lottery business: we broker lottery products via the Internet and receive brokerage commissions from the lottery operators. We can therefore generate income without bearing the bookmaking risk ourselves.

We offer our customers the possibility to participate in such state-licensed lottery products as »Lotto 6aus49«, »Spiel 77«, »Super 6«, »EuroJackpot«, »DuoLotto«, »GlücksSpirale«, »Keno«, »Plus 5«, lotto clubs and »Deutsche Fernsehlotterie«. On behalf of, and in the name of, our customers, we enter into gaming agreements with the respective lottery operator.

Following our foundation in 2010 and IPO in 2012 on the Frankfurt Stock Exchange (Prime Standard), we are now the market leader. As a fast-growing company with a strong service and customer orientation, we aim to provide our customers with the most convenient, secure and modern game experience possible – both online and mobile.

# Corporate management

Lotto24 AG is headed by Petra von Strombeck (CEO) and Magnus von Zitzewitz (Executive Board member).

Petra von Strombeck is responsible for Corporate Strategy and Development, Marketing, Sales, the B2C (Business-to-Customer) and B2B (Business-to-Business) business fields, as well as Investor Relations, Human Resources and Organisation.

Magnus von Zitzewitz heads the divisions Legal Affairs and Regulation, Finance, Accounting, Taxes, Controlling, Compliance, Risk Management and Communication.

Until 31 January 2018, Kai Hannemann was responsible for IT Strategy, IT Systems, IT Processes and IT Operation, as well as Process and Innovation Management, and the B2G (Business-to-Government) business field. Until a successor has been appointed, the IT departments are being headed on an interim basis by Petra von Strombeck.

## EMPLOYEES

	31.03.2018	31.03.2017
Marketing	34	33
IT	38	32
Corporate Services	19	17
Total <sup>1)</sup>	92	82
Number of student helpers, mostly in the call centre	9	8

<sup>1)</sup> Full-time equivalents; not including members of the Executive Board and student helpers, rounded according to department

# **ECONOMIC REPORT**

## Legal and political conditions

### Nationwide brokerage permit

On 24 September 2012, Lotto24 AG first received the permit allowing it to broker state lotteries via the Internet throughout Germany. With a decision dated 26 July 2017, the Ministry of the Interior for Lower Saxony granted us the corresponding extension permit. It will expire on 30 June 2021, the day on which the current German State Treaty on Games of Chance (»Glücksspielstaatsvertrag« – GlüStV) also expires, and still contains many restrictive and in part uncertain ancillary provisions and conditions. Our entrepreneurial freedom is restricted above all by strict regulations regarding the age verification of players and the duty to divide gaming revenues among all 16 state lottery companies (regionalisation) – based on the player's place of residence. Compared to the previously valid regulations contained in the permit, the newly granted brokerage permit restricted the possibility to grant discounts. However, in response to our request in September 2017, the Ministry of the Interior for Lower Saxony granted preliminary toleration of the original discount measures. With an amendment decision dated 9 February 2018, the Ministry of the Interior for Lower Saxony granted our application for the issue of a permit pursuant to the discount restrictions which previously applied in the advertising permit. On issue of the decision, the original discount restrictions now apply again for the entire duration of the follow-up permit.

## Permit for scratch cards

With a decision dated 28 March 2018, the Ministry of the Interior for Lower Saxony granted us our first permit for the online brokerage of state-operated instant lotteries (scratch cards). The permit initially applies solely to the federal states of Lower Saxony, Saxony and Hesse, where the lottery companies have also received a corresponding game permit. It will expire on 30 June 2021, the day on which the current GlüStV also expires, and still contains many restrictive and in part uncertain ancillary provisions and conditions.

In addition to the legal conditions already described in detail in the Annual Report 2017, there were no further new developments in the reporting period.

## Economic conditions

We reported extensively on the economic conditions, the development of the overall lottery market and its online segment in the Annual Report 2017. Moreover, as the German Association of State Lottery Companies (»Deutscher Lotto- und Totoblock, DLTB«) only provides information on market figures for the online segment once at the beginning of each fiscal year, we did not receive any new information on this matter during the reporting period.

### Good jackpot situation

We expect particularly strong increases in the activity rate and number of registered customers when potential players have greater expectations of exceptional winnings, in other words whenever there are large jackpots. Such jackpots are comprised of stakes submitted by players who did not meet the conditions for winning prizes and which are then paid out to the winners on top of regular prizes in a subsequent draw. In the German »6aus49« lottery, this relates in particular to the combination of six correct numbers and the super number.

In the first quarter of 2018, the German lottery »6aus49« reported no jackpots of over EUR 20 million (prior year: two) and thus also no guaranteed jackpot payout after the 13th draw (prior year: one). However, the significance of large »Lotto 6aus49« jackpots continued to steadily decline in view of the much larger jackpots of the European lottery »EuroJackpot«. The latter reached EUR 90 million twice in the first quarter of 2018 and thus performed better than in the prior-year period when the 90 million-euro mark was reached in just one draw.

Lotto 6aus49 in EUR million 40 20 T 31 March I | 3 January T - 2018 | 2017 EuroJackpot in EUR million 100 80 60 40 20 0 | 5 January T T 30 March I

On the basis of statistical probability, we expect higher jackpots in fiscal year 2018 than in 2017.

- 2018 2017

# Business development

### CIO Kai Hannemann leaves Lotto24

There has been a change in the Executive Board of Lotto24 AG: Kai Hannemann, responsible for IT Strategy, IT Systems, IT Processes and IT Operation, as well as Process and Innovation Management, and the B2G (Business-to-Government) business field, stepped down from the Executive Board on 31 January 2018 for personal reasons and asked the Supervisory Board to prematurely terminate his service agreement. The Supervisory Board agreed to his request with regret.

Kai Hannemann joined Lotto24 AG as CIO (Chief Information Officer) in February 2014 and was appointed to the Executive Board in July 2016. Under his guidance, we successfully completed the insourcing of IT activities. He shaped the entire IT organisation and infrastructure of Lotto24 AG, whose highly scalable technology has enabled the continued growth and ongoing expansion of our product offerings.

Until a successor has been appointed, the IT departments are being headed on an interim basis by Petra von Strombeck, CEO of Lotto24 AG.

# POSITION

Unless stated otherwise, all key performance indicators (KPIs) are disclosed in thousands of euros (EUR thousand), which may lead to rounding differences in certain cases.

## INCOME STATEMENT

in EUR thousand	Q.I 2018	Q.I 2017	Change %
Billings	73,275	58,200	25.9
Stakes to be remitted (less revenues)	-64,715	-51,537	25.6
Revenues	8,560	6,663	28.5
Personnel expenses	-1,924	-2,606	-26.2
Other operating expenses	-6,687	-3,905	71.2
less other operating income	77	14	460.4
Operating expenses	-8,534	-6,498	31.3
EBITDA	26	166	-84.3
Amortisation and depreciation	-303	-292	3.7
EBIT	-277	-127	118.9
Financial result	-29	-104	-72
Earnings before taxes	-306	-230	32.8
Income taxes	-1,023	-867	18.0
Net profit	-1,329	-1,097	21.1

Breakdown of other operating expenses			
Marketing expenses	-4,582	-2,288	100.3
Direct operating expenses	-793	-656	20.8
Indirect operating expenses	-1,313	-961	36.6
Other operating expenses	-6,687	-3,905	71.2

#### **KEY FIGURES**

Direct operating expenses as a proportion of billings (%)	1.1	1.1
Gross margin (%)	11.7	11.4
Cost per lead (CPL, in EUR)	25.52	24.07
Average billings per active customer (in EUR) <sup>1)</sup>		-
Average activity rate (%) <sup>1)</sup>		-
Average number of active customers (in thousand) <sup>1)</sup>		-
Average number of registered customers (in thousand) <sup>1)</sup>	_	-
Number of new customer registrations in Q.I (in thousand)	180	95
Number of registered customers as of 31 March (in thousand)	1,753	1,377
	Q.I 2018	Q.I 2017

92

82

Number of employees (31 March)<sup>2)</sup>

<sup>1)</sup> Figures only disclosed on annual basis.
 <sup>2)</sup> Full-time equivalents, not including members of the Executive Board and student helpers.

Registered customers: customers who have successfully completed the registration process on our website.

This number is disclosed after adjustment for multiple registrations and deregistrations.

Average number of registered customers: the arithmetic mean of the month-end figures for registered customers

in the period under review.

Active customers: customers who complete at least one transaction per month.

Average activity rate: the relationship between the average number of active customers and the average number of registered customers in one year.

of registered customers in one yet

Average number of active customers in one year: the arithmetic mean of the number of active customers in each month of a year.

Average billings per active customer: the relationship between total billings of Lotto24 AG (incl. B2B and business services) and the average number of active customers.

#### Further improvement in KPIs

2018 began exceptionally well for Lotto24 AG – thanks in part to a very positive jackpot trend for the European lottery »EuroJackpot«: at EUR 73,275 thousand, billings in the first quarter of 2018 rose strongly by 25.9% year on year (prior year: EUR 58,200 thousand) with even faster growth of 28.5% in revenues to EUR 8,560 thousand (prior year: EUR 6,663 thousand).

Revenues resulted mainly from

- commissions received from the state lottery companies for the brokerage of lottery products,
- additional fees and ticket fees incurred in connection with the brokerage of stakes.

We offer IT and marketing services to major online portals for the operation of their own online lottery services (B2B and business services). In 2012, we already recruited two major partners as multipliers for these services with WEB.de and GMX.net. The billings from these cooperations and the corresponding revenues are included in our figures, but not disclosed separately for contractual reasons. Customers generated via these partners are also not included in the »Number of registered customers«.

Our gross margin of 11.7% in the first quarter of 2018 was up on the previous year (prior year: 11.4%). With 179.5 thousand new customers in the first three months of 2018 (prior year: 95.1 thousand), the total number of customers registered with Lotto24 grew by 27.3% to 1,753 thousand (prior year: 1,377 thousand) – despite consistently strong competition.

In addition to the jackpot-related increase in marketing activities, we launched a test run of comparatively more expensive TV commercials in March. As a result, our marketing expenses in the first quarter of 2018 rose to EUR 4,582 thousand (prior year: EUR 2,288 thousand). Cost per lead (CPL) was also slightly up on the previous year at EUR 25.52 for the first quarter of 2018 (prior year: EUR 24.07).

#### Key earnings figures

In spite of the strong revenue trend, the increase in marketing expenses led to a slight year-on-year decline in our EBIT to EUR -277 thousand (prior year: EUR -127 thousand). Net profit for the period of EUR -1,329 thousand was also slightly lower than in the previous year (EUR -1,097 thousand) – due to a negative technical tax effect.

In the first quarter of 2018, the effects influencing income from changes to deferred tax assets on loss carryforwards were taken into account. Due to the positive forecast for the years 2019 to 2023 and the resulting additional use of existing tax loss carryforwards, we expect a net increase in deferred tax assets of approximately EUR 4.1 million in 2018 with the corresponding tax income – even though our projections indicate a profit for the fiscal year 2018.

According to IAS 34, the income tax expense of each interim reporting period is to be recognised based on the best estimate of the weighted average annual income tax rate expected for the year as a whole.

This constellation leads to a negative tax rate of -334% for the year as a whole. Taking this tax rate into account, the tax expense for the first quarter of 2018 amounts to EUR 1,023 thousand, due to a negative result (change of sign). In the case of positive results in the remaining quarters, there will be a corresponding tax income.

The financial result amounted to EUR -29 thousand (prior year: EUR -104 thousand). This figure includes interest paid on loans taken out.

Earnings per share was at EUR -0.06 (prior year: EUR -0.05).

#### Development of key income statement items

As of 31 March 2018, Lotto24 AG employed 92 people (full-time equivalents, excluding the two Executive Board members and student helpers, prior year: 82). 37% (prior year: 40%) of our employees and 9 student helpers (prior year: 8) were employed in Marketing (including customer service). 41% (prior year: 39%) of staff were employed in the IT department.

The decrease in personnel expenses to EUR 1,924 thousand (prior year: EUR 2,606 thousand) was mainly due to the year-on-year decline in expenses for long-term multi-year variable remuneration components for Executive Board members.

Compared to the same period last year, other operating expenses rose from EUR 3,905 thousand to EUR 6,687 thousand:

- In view of the exceptionally strong jackpot trend in the first quarter of 2018 especially for the »EuroJackpot« lottery – marketing expenses in the first three months of 2018 were well above the prior-year figure at EUR 4,582 thousand (prior year: EUR 2,288 thousand).
- Due to increased billings, direct costs of operations (mainly costs for billings-related payment transactions as well as B2B and business services) rose to EUR 793 thousand (prior year: EUR 656 thousand). We expect that the remaining direct costs will continue to increase in future, as they develop more or less in proportion with billings.
- Indirect operating expenses increased from EUR 961 thousand to EUR 1,313 thousand. There was
  a particularly strong rise in the use of external consultancy services to EUR 585 thousand (prior year:
  EUR 439 thousand). At the same time, there was an increase especially in maintenance/service costs
  to EUR 213 thousand (prior year: EUR 180 thousand) and in costs for rent/incidental rental costs and
  office remodelling to EUR 211 thousand (prior year: EUR 111 thousand).

Scheduled depreciation/amortisation of tangible and intangible assets for investments in our IT infrastructure, our smartphone and tablet apps, and our acquired office and communication technology rose to EUR 303 thousand (prior year: EUR 292 thousand).

# Financial position

### **Financial analysis**

FOUITY

Our financial situation is mainly shaped by equity and short-term liabilities. The proportion of long-term liabilities fell slightly due to a reduction in interest-bearing loans for hire-purchase agreements.

As of 31 March 2018, equity of EUR 23,300 thousand comprised the following items:

Total	23,300	24,629
Retained earnings	-3,270	-1,941
Capital reserves	2,415	2,415
Subscribed capital	24,155	24,155
in EUR thousand	31.03.2018	31.12.2017
Egoni		

Subscribed capital equals the Company's share capital and is fully paid. As of 31 March 2018, trade payables comprised the following items:

#### TRADE PAYABLES

in EUR thousand	31.03.2018	31.12.2017
Trade payables	1,522	1,416
Total	1,522	1,416

Trade payables mostly comprise open payment obligations as of the balance sheet date for marketing services already received, as well as for legal and technical consultancy. All trade payables have remaining terms of up to one year.

As of 31 March 2018, other liabilities comprised the following items:

#### OTHER LIABILITIES

in EUR thousand	31.03.2018	31.12.2017
Liabilities from gaming operations	8,754	9,532
Interest-bearing loans	2,312	2,283
Other	172	228
Holiday obligations	122	90
Amounts due in connection with taxes (VAT, payroll and church taxes) and social security	117	431
Interest liabilities	23	3
Total	11,499	12,567

As of 31 March 2018, other liabilities fell to EUR 11,499 thousand (prior year: EUR 12,567 thousand). They mainly comprised liabilities from gaming operations of EUR 8,754 thousand (prior year: EUR 9,532 thousand). This item, which is expected to increase further as billings grow, comprises obligations from invoicing our customers and the state lottery companies. It also includes small winnings which customers leave on their gaming accounts and use later to pay for tickets.

Interest-bearing loans include current payments, due within one year, for the loan granted by the Günther Group in September 2016 (EUR 2,000 thousand; prior year: EUR 2,000 thousand), as well as instalments due within twelve months for IT equipment at our new data centres (hire purchase agreements: EUR 312 thousand; prior year: EUR 283 thousand).

As a result of reporting date effects, there was a decrease in amounts due in connection with taxes – mostly from sales activities (EUR 7 thousand; prior year: EUR 320 thousand) – while payroll obligations were largely unchanged (EUR 108 thousand; prior year: EUR 109 thousand). Holiday obligations were up on the previous year (EUR 122 thousand; prior year: EUR 90 thousand). The remaining other liabilities mainly comprised provisions for other personnel expenses.

Interest obligations at the end of the reporting period (EUR 23 thousand; prior year: EUR 3 thousand) resulted from the loans taken out with the Günther Group in September 2016. With the exception of amounts due in connection with taxes and holiday obligations, the items above were exclusively financial liabilities.

#### Investment analysis

In the reporting period, we invested a total of EUR 226 thousand (prior year: EUR 521 thousand) – mainly in software and hardware needed for operations, as well as in our apps, our IT data centre, our workplace equipment and our business intelligence system.

### Liquidity analysis

## KEY CASH FLOW ITEMS

in EUR thousand	Q.I 2018	Q.I 2017
Cash flow from operating activities	-989	614
Cash flow from investing activities	-226	-521
thereof operative investments	-226	-521
Cash flow from financing activities	-165	206
Change in available funds	-1,380	299
Available funds at the beginning of the period	8,271	10,178
Available funds at the end of the period	6,891	10,477
Available funds	6,891	10,477

Due to the very positive jackpot trend for the European lottery »EuroJackpot«, our marketing expenses rose, which in turn led to lower cash flow from operating activities of EUR -989 thousand (prior year: EUR 614 thousand).

Cash flow from investing activities amounted to EUR -226 thousand (prior year: EUR -521 thousand). Most investments were in property, plant and equipment.

Cash flow from financing activities of EUR -165 thousand (prior year: EUR 206 thousand) includes net incoming and outgoing payments for hire purchase agreements.

As of 31 March 2018, other assets and prepaid expenses comprised the following items:

#### OTHER ASSETS AND PREPAID EXPENSES

in EUR thousand	31.03.2018	31.12.2017
Receivables from gaming operations	4,113	4,450
Deposits	1,005	1,011
Prepaid expenses	664	531
Other	37	6
Total	5,819	5,998

# Asset position

Compared to 31 December 2017, total assets decreased by EUR 2,468 thousand to EUR 40,225 thousand as of 31 March 2018 – mainly due to the decline in cash and cash equivalents.

Current assets mostly comprised other assets and prepaid expenses (EUR 5,820 thousand; prior year: EUR 5,998 thousand) as well as cash and cash equivalents (EUR 6,891 thousand; prior year: EUR 8,271 thousand).

Non-current assets were dominated by our goodwill (EUR 18,850 thousand; prior year: EUR 18,850 thousand) and net deferred tax assets (EUR 6,216 thousand; prior year: EUR 7,239 thousand).

## Subsequent events

Between the end of the reporting period and the publication date, there were no significant events with a relevant influence on the financial position and performance of Lotto24 AG.

# REPORT ON EXPECTED DEVELOPMENTS AND ASSOCIATED MATERIAL OPPORTUNITIES AND RISKS

# Opportunities and risks

We reported in detail on expected developments and associated material opportunities and risks in the Annual Report 2017. There were no changes or new opportunities and risks during the reporting period.

## Forecast report

In 2018, we plan to increase our marketing investments in order to extend our market leadership as an online provider of state-licensed lotteries. We expect to raise billings by 15% to 20% with a growing number of new customers and an increased CPL. Moreover, we anticipate a slight year-on-year improvement in gross margin. Depending on external conditions – especially the jackpot trend – and marketing investments to attract new customers, both EBIT and net profit will continue to be above the break-even point.

### Overall statement on the expected development of Lotto24 AG

We have many years of sector and management experience, as well as an attractive range of products and services. We are well positioned as market leader in the fast-growing online lottery market. We believe we are therefore well prepared for the future and are confident that we can not only consolidate and extend our lead as Germany's leading online provider of lottery products but also benefit from the huge potential of the online lottery segment.

Hamburg, 2 May 2018 The Executive Board

**Petra von Strombeck** Chief Executive Officer

Magnus von Zitzewitz Member of the Executive Board

03 |

# ECONOMIC FIGURES

## **INCOME STATEMENT**

FROM 1 JANUARY TO 31 MARCH ACCORDING TO IFRS

in EUR thousand	Q.I 2018	Q.I 2017
Billings	73,275	58,200
Remitted stakes (less commissions)	-64,715	-51,537
Revenues	8,560	6,663
Other operating income	77	14
Total performance	8,637	6,677
Personnel expenses	-1,924	-2,606
Amortisation/depreciation on intangible assets and property, plant and equipment	-303	-292
Other operating expenses	-6,687	-3,905
Result from operating activities (EBIT)	-277	-127
Revenues from financial activities	0	_
Expenses from financial activities	-29	-104
Financial result	-29	-104
Net profit before taxes	-306	-230
Income taxes	-1,023	-867
Net profit (after taxes)	-1,329	-1,097
Earnings per share (undiluted and diluted, in EUR/share)	-0.06	-0.05
Weighted average of ordinary shares outstanding (undiluted and diluted, in shares)	24,154,890	24,154,890

Net profit after taxes is attributable solely to the owners of Lotto24 AG, Hamburg.

# STATEMENT OF COMPREHENSIVE INCOME

FROM 1 JANUARY TO 31 MARCH ACCORDING TO IFRS

in EUR thousand	Q.I 2018	Q.   2017
Net profit for the period	-1,329	-1,097
Other comprehensive income to be reclassified to the income statement in subsequent periods		
(+) Gains/(-) losses from the revaluation of available-for-sale financial assets		-1
Income tax effects		0
Other comprehensive income after taxes		-1
Total comprehensive income after taxes	-1,329	-1,098

Total comprehensive income after taxes is attributable solely to the owners of Lotto24 AG, Hamburg.

# **BALANCE SHEET**

AS AT 31 MARCH ACCORDING TO IFRS

	31.03.2018	31.12.2017
ASSETS in EUR thousand		
Current assets		
Cash and cash equivalents	6,891	8,271
Trade receivables	370	179
Other receivables and prepaid expenses	5,820	5,998
Current assets, total	13,080	14,448
Non-current assets		
Goodwill	18,850	18,850
Intangible assets	523	554
Property, plant and equipment	1,556	1,602
Deferred tax assets	6,216	7,239
Non-current assets, total	27,145	28,245
ASSETS	40,225	42,693
EQUITY AND LIABILITIES in EUR thousand		
Current liabilities		
Trade payables	1,522	1,416
Other liabilities	11,499	12,567
Short-term provisions	1,696	1,840
Current liabilities, total	14,718	15,823
Non-current liabilities		
Interest-bearing financial loans	293	488
Long-term provisions	1,813	1,732
Other non-current liabilities	101	22
Non-current liabilities, total	2,207	2,242
Equity		
Subscribed capital	24,155	24,155
Capital reserves	2,415	2,415
Retained earnings	-3,270	-1,941
Equity, total	23,300	24,629
EQUITY AND LIABILITIES	40,225	42,693

# CASH FLOW STATEMENT

FOR THE PERIOD FROM 1 JANUARY TO 31 MARCH ACCORDING TO IFRS

	Q.I 2018	Q.I 2017
in EUR thousand		
Net profit before tax	-306	-230
Adjustments for:		
Amortisation/depreciation on non-current assets	303	292
Financial income/financial expenditure	29	104
Other non-cash expenses/income	-	-1
Changes in:		
Trade receivables	-191	-68
Other assets and prepaid expenses	178	6,686
Trade payables	106	-418
Other liabilities	-1,116	-6,110
Short-term provisions	-144	-188
Non-current other liabilities	79	_
Long-term provisions	81	666
Interest received	0	_
Interest paid	-9	-120
Taxes paid	-	_
Cash flow from operating activities	-989	614
Investments in intangible assets	-26	-295
Investments in tangible assets	-199	-226
Cash flow from investing activities	-226	-521
Payments received (+) from taking out/ disbursements (-) for redeeming financing loans	-165	206
Cash flow from financing activities	-165	206
Change in available funds	-1,380	299
Available funds at the beginning of the period	8,271	10,178
Available funds at the end of the period	6,891	10,477
Composition of cash, cash equivalents and securities at the end of the period	6,891	10,477
Cash and cash equivalents	6,891	9,781
Available-for-sale financial investments (available <3 months)		696

# STATEMENT OF CHANGES IN EQUITY

FOR THE PERIOD FROM 1 JANUARY TO 31 MARCH ACCORDING TO IFRS

	Subscribed capital	Capital reserves	Other reserves	Retained earnings	Total equity
in EUR thousand					
As of 1 January 2017	24,155	41,012	-6	-43,070	22,091
Net profit	-	-	_	-1,097	-1,097
Other comprehensive income	-	-	-1	-	-1
Total comprehensive income	_	_	-1	-1,097	-1,098
As of 31 March 2017	24,155	41,012	-6	-44,167	20,993
Reclassification		-38,596		38,596	
Net profit	-	-	-	3,630	3,630
Other comprehensive income	_	_	6	_	6
Total comprehensive income	_	_	6	3,630	3,636
As of 31 December 2017	24,155	2,415	0	-1,941	24,629
As of 1 January 2018	24,155	2,415	0	-1,941	24,629
Net profit		_	_	-1,329	-1,329
Other comprehensive income	_	_			
Total comprehensive income		_	_	-1,329	-1,329
As of 31 March 2018	24,155	2,415	-	-3,270	23,300

## **KEY FIGURES**

in EUR thousand	Q.I 2018	Q.IV 2017	Q. III 2017	Q. II 2017	Q.I 2017
Billings	73,275	56,163	51,801	54,572	58,200
Stakes to be remitted (less revenues)	-64,715	-49,711	-46,010	-48,262	-51,537
Revenues	8,560	6,452	5,791	6,310	6,663
Other operating income	77	17	5	3	14
Total performance	8,637	6,470	5,795	6,312	6,677
Personnel expenses	-1,924	-1,914	-2,082	-2,270	-2,606
Amortisation/depreciation on intangible assets and property, plant and equipment	-303	-252	-241	-250	-292
Other operating expenses	-6,687	-3,796	-3,319	-3,314	-3,905
Result from operating activities (EBIT)	-277	508	153	478	-127
Revenues from financial activities	0	_	_	10	-
Expenses from financial activities	-29	-51	-65	-83	-104
Financial result	-29	-51	-65	-73	-104
Net profit before taxes	-306	457	88	406	-230
Income taxes	-1,023	754	626	1,300	-867
Net profit	-1,329	1,210	713	1,706	-1,097

Breakdown of other operating expenses					
Marketing expenses	-4,582	-2,132	-1,712	-1,759	-2,288
Direct operating expenses	-793	-596	-617	-650	-656
Indirect operating expenses	-1,313	-1,067	-991	-905	-961
Other operating expenses	-6,687	-3,796	-3,319	-3,314	-3,905

## FINANCIAL CALENDAR

4 May 2018	Annual General Meeting
8 August 2018	Half-yearly financial report as of 30 June 2018
7 November 2018	Quarterly statement as of 30 September 2018

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