

Kambi Group plc

Full year and Q4 report 2018

Financial summary

- Revenue amounted to €21.7 (19.0) million for the fourth quarter of 2018, and €76.2 (62.1) million for the period January to December 2018
- Operating profit (EBIT) for the fourth quarter of 2018 was €4.2 (5.0) million, with a margin of 19.2% (26.3%), and €12.7 (7.7) million for the period January to December 2018, with a margin of 16.7% (12.4%)
- Profit after Tax amounted to €3.3 (3.9) million for the fourth quarter of 2018, and €9.8 (5.9) million for the period January to December 2018
- Earnings per share for the fourth quarter of 2018 were €0.110 (0.131), and €0.326 (0.198) for the period January to December 2018
- Cash flow from operating and investing activities (excluding working capital) amounted to €2.8 (3.8) million for the fourth quarter of 2018, and €8.6 (4.7) million for the period January to December 2018
- The AGM will be held on 16 May 2019 at Kambi's Stockholm office. The Board has decided to propose that no dividend is paid out (2017: no dividend)

Fourth quarter financial breakdown

€m	Q4 2018	Q4 2017	Jan - Dec 2018	Jan - Dec 2017
Revenue	21.7	19.0	76.2	62.1
Operating result	4.2	5.0	12.7	7.7
Operating margin	19.2%	26.3%	16.7%	12.4%
Result after tax	3.3	3.9	9.8	5.9
Cash flow ¹	2.8	3.8	8.6	4.7
Net cash	31.1	26.9	31.1	26.9
Earnings per share	€0.110	€0.131	€0.326	€0.198

¹ Cash flow from operating and investing activities excluding movements in working capital

Key highlights

- Strong financial performance including 42% operator turnover growth, with Kambi revenue growing 14%
- Operator trading margin of 8.5% was above expectation, although below the 9.7% margin in Q4 2017
- Launched on-property Sportsbooks with DraftKings in New Jersey and Rush Street Interactive's Rivers Casino and SugarHouse Casino in Pennsylvania
- Contract signed with Greenwood Gaming & Entertainment, owner of the largest gaming complex in Pennsylvania, Parx Casino
- Received full licence in Mississippi, an interim licence in Pennsylvania and supported operators in securing licences in Sweden

CEO comment



“It gives me great pleasure to present another strong quarter for Kambi, bringing to a close what was the most successful year in our history. Thanks to the hard work of all Kambi staff, Q4 2018 produced another period of financial growth, new customer signings and regulated market entries.

Kambi’s operator turnover increased by 42% year-on-year in Q4 2018 while revenue was up 14%. Meanwhile, operator trading margin came in at 8.5%, once again above our long-term expected average. Bearing in mind the comparative period in 2017 delivered Kambi’s highest ever operator trading margin, our Q4 2018 performance is particularly pleasing and highlights the positive momentum we have built within the business.

While there were many positive aspects to our Q4 2018 performance, the highlight was Kambi’s retail delivery. During the quarter, Kambi successfully launched on-property sportsbooks with DraftKings at the Resorts Casino in New Jersey and with Rush Street Interactive in two casinos in Pennsylvania. Furthermore, much of the planning and preparation work for the launches of ATG in 2,000 retail stores in Sweden and two properties owned by new customer signing Greenwood Gaming & Entertainment in Pennsylvania, took place in Q4, enabling their successful launches in January 2019.

With the US market high on Kambi’s priority list, our ability to demonstrate our high-quality on-property Sportsbook and prompt time-to-market leaves us well-placed moving forward, particularly considering the emphasis US operators and state regulators place on the retail channel. When also factoring in the early success we have had online in New Jersey, I’m not surprised Kambi is now seen as the leading multi-channel sports betting supplier in this burgeoning market.

Reflecting on the year as a whole, 2018 will be remembered as one of achievement and one in which Kambi reached new heights. And although much hard work remains in front of us, the strong foundations we have put in place leave me confident Kambi can remain on this upward trajectory throughout 2019.

The year has already begun positively with the successful launch of new customers in multiple markets and the signing of an agreement to relaunch the popular German sports betting brand mybet later this year. The business remains in great shape for the challenges and opportunities that lie ahead.”

Q4 Highlights

Trading results

Year-on-year operator turnover growth in Q4 2018 amounted to 42%, driven by underlying growth of existing customers, new customers and new markets. Q4 was the first full quarter of trading in the US which helped contribute to the record turnover for the quarter.

Commercial agreements

In October, Kambi signed a commercial agreement with White Hat Gaming, a leading white label platform provider and supplier of casino and games content to dozens of operators in regulated markets. The alignment provides the opportunity for Kambi to provide its Sportsbook and managed services to a select number of White Hat Gaming-operated casino brands.

In November, Kambi signed a new customer in Greenwood Gaming & Entertainment, owner of Parx Casino, the highest grossing gaming establishment in Pennsylvania. Greenwood Gaming & Entertainment also owns the South Philadelphia Turf Club and the Valley Forge Turf Club, two off-track betting facilities also located in Pennsylvania. Parx Casino and the South Philadelphia Turf Club launched a Kambi Sportsbook in January 2019.

New licences

As detailed in previous reports, Kambi has been pursuing licences in a number of US states to ensure prompt market access for both Kambi and its customers. Due to our focus on integrity and corporate probity, Kambi has an unblemished record of successfully obtaining licences in regulated markets across the world, and this continued in Q4 with two new permits gained in the US.

In October, Kambi was awarded its full licence from the Mississippi Gaming Commission, while in November it received a temporary permit from the Pennsylvania Gaming Control Board. Kambi had previously obtained licences in New Jersey and West Virginia, both on a temporary basis as the respective regulators work through their full licensing processes.

EGR Power 50

In December, EGR Intel published its annual Power 50 table – a ranking of the biggest and most influential online gaming operators. This year's publication makes particularly good reading for Kambi, with nine customers ranked within the top 40 spots, three of which were in the top 10. This compares favourably to six Kambi customers in the top 40 in 2017, with two in the top 10. This achievement illustrates Kambi's ability to attract the highest calibre of customer, as well as a growing trend for operators to use third-party sportsbooks. EGR Intel, one of the gaming industry's leading B2B publications, collaborates with international accountancy firm BDO to compile the most comprehensive ranking of online gaming operators in the world.

Events after Q4

New customer signing

In February, Kambi signed an agreement with Rhinoceros Operations Ltd. – the new owner of the popular sports betting brand mybet, which until recently was one of the market leaders in Germany. The mybet brand and digital assets have been acquired by Rhinoceros Operations, who will relaunch mybet into the online German market in the coming months. The new management team has valuable experience of the German market having successfully operated its Wunderino online casino brand in the country and is confident mybet can regain a prominent market position.

Customer launches

On 1 January 2019, Sweden's new re-regulated gambling framework came into force. Seven Kambi customers, including recent signing ATG, were launched online and were ready to take bets as soon as the new regime commenced at midnight. In addition to online, Kambi was able to support ATG with the launch of sports betting in approximately 2,000 retail stores across the country.

On 8 January 2019, Kambi launched its on-property Sportsbook with the Greenwood Gaming & Entertainment-owned Parx Casino, one of the leading gaming venues in Pennsylvania. One week later, Kambi launched within Parx Casino's sister venue the South Philadelphia Turf Club, adding sports betting to its existing off-track betting facility. The Turf Club is located in the heart of the state's major league sports neighbourhood, providing fans with a convenient betting location on gameday. At the time of writing, Kambi was the Sportsbook supplier to four of the six properties to have launched sports betting within the state.

Market overview

Regulation

US

The evolving regulatory landscape continues to dominate the sector with the expansion of licensed markets presenting Kambi with exciting growth opportunities. The main focus of regulatory change is currently centred on the US, with last year's repeal of the federal Professional and Amateur Sports Protection Act (PASPA) handing each state the power to establish their own sports betting laws.

Following the repeal of PASPA, six states have passed sports betting bills and we anticipate that number could double by this time next year. Current legislative movement indicates sports betting could be approved in states including Connecticut, Massachusetts and Michigan over the next 12 months. In addition, the governor of New York State recently announced plans to launch on-property sports betting later this year through an existing law, passed in 2013, which permits sports betting on the premises of the state's four commercial casinos. Kambi will continue to monitor the progress of online regulation.

Europe

In Europe, jurisdictions continue to amend their sports betting laws and related tax frameworks. On 1 January, Sweden launched its re-regulated market, which replaced its monopoly model with a liberalised gambling framework. Additionally, Romania and Italy both recently amended their gaming regulations.

South America

In Argentina, Buenos Aires City and Buenos Aires Province, both separately regulated territories, each voted to legalise online sports betting and collaborate regarding the formation of their regulatory frameworks, which should streamline the regulatory approval process. Although gambling, including sports betting, is already legal in other Argentinian states, these two provinces account for almost half of the national population.

In late 2018, Brazil passed a law which paves the way for secondary sports betting regulation and tax legislation to be drawn up. Although this process could take up to two years, we anticipate further clarity on the situation during the course of 2019, which should inform Kambi's preparations for sports betting in the country.

Kambi initiatives

Proven retail quality and delivery

Kambi has operated a retail solution for many years, however, a combination of recent re-regulation in Sweden and the licensing of sports betting in a growing number of US states has resulted in Kambi providing retail at a much larger scale than it had previously been accustomed to. In preparation for this scenario, Kambi formulated and executed a thorough retail strategy to ensure our customers could launch their retail sportsbooks as quickly and efficiently as possible, with a high-quality product.

This preparation, which pre-dates Q4 2018, included the development of modern digital signage, the strengthening of our supply chain with third-party hardware providers, the localisation of the product for specific markets, the deployment of Kambi retail expertise, and the training of customer staff in back office functionality and bet acceptance procedures.

This detailed approach enabled three successful on-property Sportsbook launches across two states in the US in Q4 2018, including the launch of the DraftKings Sportsbook at Resorts Casino in New Jersey, which saw the Kambi Sportsbook replace the previous sportsbook supplier used by the Resorts

Casino. Due to this switch, the timeframe to install a new Sportsbook was limited, with Kambi having just a matter of weeks to complete the work.

In Pennsylvania, Kambi launched two sportsbooks on the same day for customer Rush Street Interactive: Rivers Casino in Pittsburgh and SugarHouse Casino in Philadelphia. Despite the mid-December launches, figures published by the Pennsylvania Gaming Control Board showed the Kambi-powered Sportsbooks had generated 85% of the state's sports betting gross revenue in December, despite a competitor sportsbook having been open for the duration of the month.

The US on-property launches continued into Q1 2019, with Greenwood Gaming & Entertainment's Parx Casino and South Philadelphia Turf Club unveiling their Kambi-powered Sportsbooks in consecutive weeks. Following the Turf Club launch, Kambi was provider to four of the five on-property Sportsbooks in what is one of the most populous states in the US. With online betting still to be sanctioned by the Pennsylvania regulator, Kambi partners have rolled out our innovative Bring Your Own Device technology, which enables players to view odds and build their bet slips on mobile from anywhere in the state, with a generated QR code to be scanned for quick bet placement at the property. Not only does this reduce bet placement times, but it educates the local player on how mobile betting will work for when it becomes available.

Furthermore, Kambi is setting the standard for self-service-betting-terminals (SSBTs) in the US and elsewhere. Kambi partners have recently had to increase the number of terminals originally ordered to satisfy increased player demand. In total, Kambi has fast approaching 100 SSBTs in operation across its five on-property Sportsbooks with more than half of all on-property bets being placed via the terminals. SSBTs are not yet commonplace in other retail sportsbooks in the US, giving Kambi customers a distinct competitive advantage.

Kambi has also supported ATG with the launch of sports betting across approximately 2,000 retail stores in Sweden. Through close collaboration with ATG, Kambi was able to ensure every one of those retail establishments were up and running as soon as regulation permitted on 1 January 2019. While this intensive period of retail launches provided an operational challenge, Kambi was able to deliver on time and with a quality product that leads the way in each customer's respective market. With more markets set to regulate in 2019, Kambi fully expects to expand its retail footprint further and strengthen our position as the world's leading online and retail sports betting supplier.

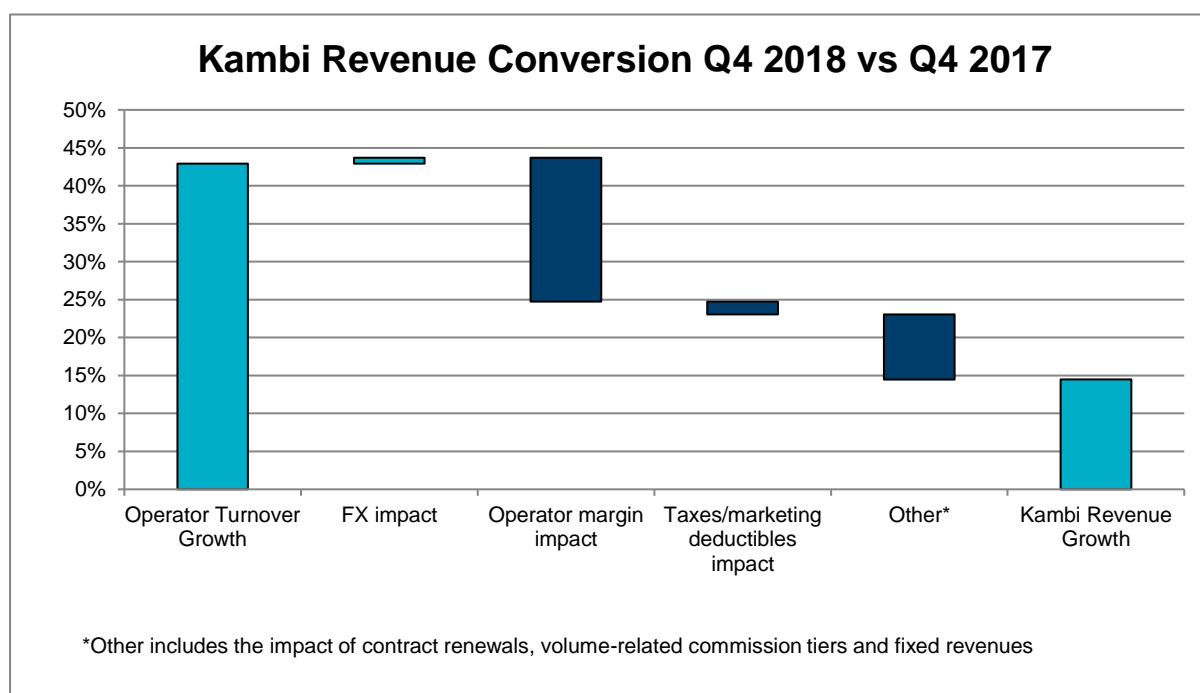
Financial review

Revenue

Revenue represents fees received for sports betting services rendered to Kambi's operators. In the fourth quarter of 2018, revenue was €21.7 (19.0) million. For the full year of 2018, revenue was €76.2 (62.1) million. In Q4, 56% (48%) of Kambi's revenue was derived from locally regulated markets.

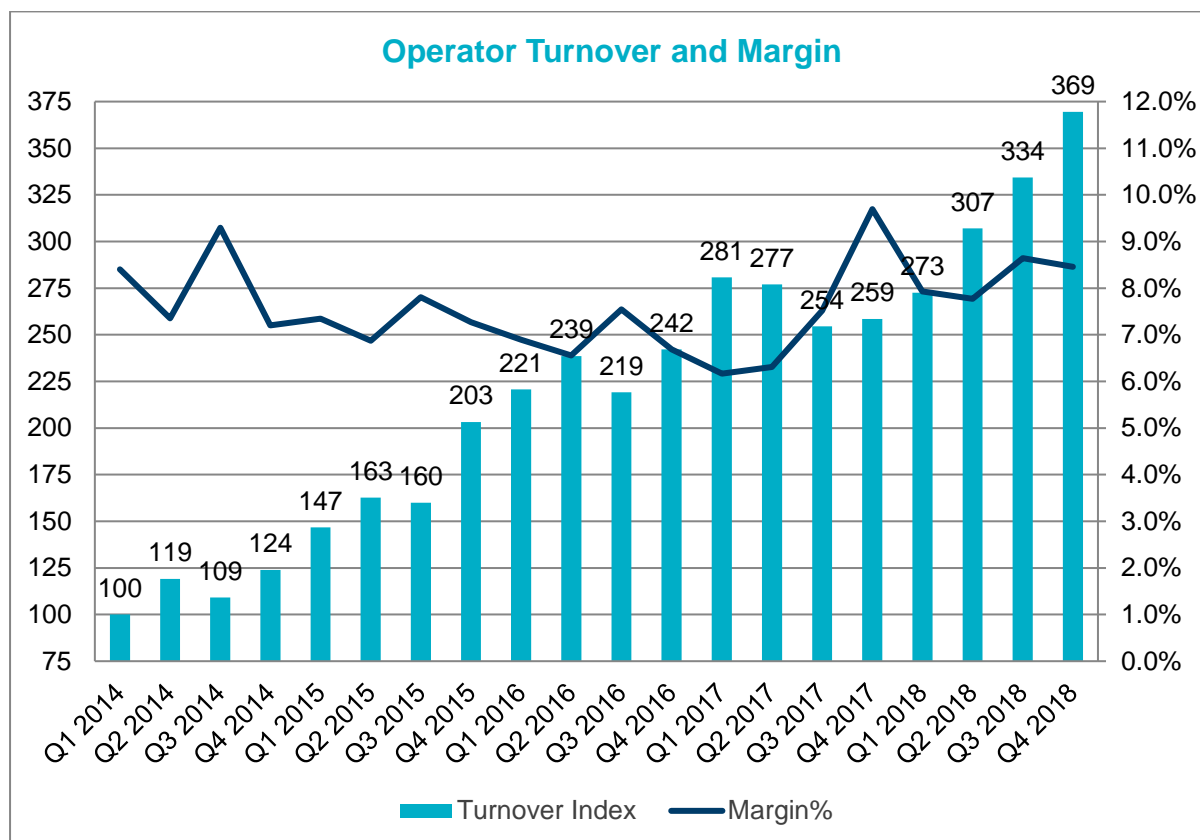
Kambi charges its operators a fee based on a number of variables including fixed fees, the number of live events offered and commission based on a revenue share of operators' Gross Gaming Revenue less deductible costs, such as free bets and tax. The most significant part of Kambi's revenue comes from the revenue share element. The operator turnover growth in Q4 2018 amounted to 42%. The operator trading margin of 8.5%, while still higher than expected, was significantly below the Q4 2017 margin of 9.7%. The operator trading margin for the full year 2018 was 8.2%. As mentioned in previous reports, a significant number of customers have renewed their contracts with Kambi in the last 12 months, and therefore this has had an impact, in aggregate, on Kambi's revenue growth when compared to 2017. The net effect of the above factors was a €2.7 million increase in quarterly revenue year-on-year.

The graph below demonstrates how the growth in operator turnover ultimately results in Kambi's revenue growth.



Operator trading analysis

In the interest of commercial sensitivity, Kambi presents its customers' sports betting turnover as an index called The Kambi Turnover Index, with the first quarter of 2014 indexed at 100. The graph below shows the index since Q1 2014 and also illustrates Kambi's operators' quarterly trading margin.



Operator turnover for the fourth quarter of 2018 was 369, a significant increase from 334 in Q3 2018. This increase was particularly impressive considering that Q3 included the latter stages of the World Cup football tournament. Major contributing factors to this record turnover were both a full quarter of operation in the US and the major football leagues.

The operator trading margin of 8.5% was higher than expected for the quarter, driven by strong football results, particularly in European cup competitions, along with good margins in ice hockey.

At Kambi, we aim for the optimal trading margin to drive turnover growth for our operators, in order to maximise their financial performance both short-term and long-term. The trading margin fluctuates over time mainly due to the outcome of sporting events with the highest betting volumes and value, such as the major football leagues, having a big impact on the average margin each quarter. Kambi currently believes the trading margin will average between 6.5 - 8% over time.

Currency effects

Kambi's principal currency is the Euro, which is also the reporting currency. However, we have both cost and revenue in certain other currencies, such as SEK, NOK and GBP. There was no material impact on profitability due to FX movements in the quarter.

Cost development

Kambi's cost development is driven by our continued commitment to building a market-leading Sportsbook. This requires investment, which impacts both operating expenses and capitalised costs, in:

- Improving the existing offering for all our operators, including player experience, automation, differentiation and risk management
- Channel expansion, primarily development of the retail product
- Market expansion, including into the US and South American markets
- New customer integrations

Operating expenses

Operating expenses are a combination of activity-related costs and fixed costs; the main expenses are salaries, office costs, live information feeds, consultant costs and amortisation. Operating expenses for the fourth quarter of 2018 were €17.5 (14.0) million and €63.5 (54.4) million for the year to December 2018. Staff costs have increased from Q4 2017 due to an increase in headcount from the expansion of staff in trading and product development, allowing us to continually improve and expand our technical expertise and Sportsbook product. This is in line with our communicated strategy of investment to create a strong business proposition.

In line with expectations, Kambi has accounted for a share of the loss from operations in relation to its investment in Virtus totalling €75k at 31 December 2018. This, along with costs associated with licensing and marketing for Kambi's US commercial operations, contributed to the growth in other operating expenses.

During Q1 2019, Kambi will establish an office in Philadelphia in order to facilitate its US-facing operations.

Total operating expenses are anticipated to increase during the first half of 2019 by 5 - 7% each quarter. We currently anticipate the cost growth to increase at a lower rate for the remainder of 2019.

Operating profit

Operating profit for the fourth quarter of 2018 was €4.2 (5.0) million, with a margin of 19.2% (26.3%), and €12.7 (7.7) million for the full year 2018, with a margin of 16.7% (12.4%).

Capitalised development costs

In the fourth quarter of 2018, development expenditure of €3.1 (2.3) million was capitalised, bringing the total for 2018 to €9.9 (8.2) million. These capitalised development costs are amortised over three years, starting in the year the costs are incurred. The amortisation charge this quarter was €1.8 (1.8) million, and €8.0 (6.7) million for the full year 2018.

Profit before tax

Profit before tax for the fourth quarter of 2018 was €4.0 (4.9) million. Profit before tax for the year to December 2018 was €12.3 (7.4) million.

Taxation

The tax expense for the fourth quarter of 2018 was €0.7 (1.0) million. The tax expense for the full year 2018 was €2.4 (1.5) million.

Profit after tax

Profit after tax for the fourth quarter of 2018 was €3.3 (3.9) million. Profit after tax for the year to December 2018 was €9.8 (5.9) million.

Financial position and cash flow

The net cash position at 31 December 2018 was €31.1 (26.9) million.

Cash flow from operating and investing activities (excluding working capital) amounted to €2.8 (3.8) million for the fourth quarter of 2018 and €8.6 (4.7) million for the full year 2018. Trade and other receivables at 31 December 2018 were €18.3 (14.6) million. This includes two months of invoices to most of Kambi's operators, due to the timing of the issue of invoices at the end of each calendar month.

Personnel

Kambi had 695 (604) employees equivalent to 690 (604) full time employees at 31 December 2018, across offices in Australia, Malta (headquarters), Philippines, Romania, Sweden and the United Kingdom.

Main shareholders

The five largest shareholders as at 11 January 2019 were:

<i>Name</i>	<i>Shares</i>	<i>% of total shares</i>
Veralda Investment Ltd	7,336,900	24.3%
Swedbank Robur Fonder	2,502,414	8.3%
Bodenholm Master	2,301,360	7.6%
Keel Capital	1,816,074	6.0%
Second Swedish National Pension Fund	1,406,333	4.7%

Nomination Committee

The Nomination Committee has been updated to reflect Kambi's largest shareholders. The Nomination Committee shall consist of not less than three and not more than five members, of which one shall be the Chairman of the Board of Directors, and shall represent all shareholders.

The Nomination Committee is responsible for reviewing the size, structure and composition of the Board. The Committee also looks at succession planning, the appointment of replacement and/or additional directors and for making the appropriate recommendations to the Board.

The members of the Nomination Committee are:

- Lars Stugemo, Chairman of the Board of Kambi Group plc
- Anders Ström, Veralda Investment Ltd
- Per Johansson, Bodenholm Capital
- Mathias Svensson, Keel Capital

Shareholders who would like to make proposals to the Nomination Committee may do so via e-mail to: nomination.committee@kambi.com.

Financial information

The financial information has been presented in accordance with International Financial Reporting Standards as adopted by the European Union. All numbers in this report are unaudited. All numbers in this report are shown in Euro (€) and all the numbers in brackets refer to the equivalent period in the previous year.

Financial calendar

24 April 2019	Q1 report
16 May 2019	AGM
24 July 2019	Q2 report
25 October 2019	Q3 report

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About Kambi

Kambi is a provider of premium sports betting services to licensed B2C gaming operators. Kambi Group plc is listed on First North at Nasdaq Stockholm. Our services encompass a broad offering from front-end user interface through to odds compiling, customer intelligence and risk management, built on an in-house developed software platform. Kambi's 20+ customers include 888, ATG, Corredor Empresarial, DraftKings, Kindred Group, LeoVegas and Rush Street Gaming. Kambi employs approximately 700 staff across offices in Australia, Malta (headquarters), Philippines, Romania, Sweden and the United Kingdom.

Kambi utilises a best of breed security approach, with guiding principles from ISO 27001. Kambi is eCOGRA certified. Kambi Group plc is listed on First North at Nasdaq Stockholm under the symbol "KAMBI". The Company's Certified Advisor is Redeye AB.

Legal disclaimer

Kambi does not give any forecasts. Certain statements in this report are forward-looking and the actual outcomes may be materially different. In addition to the factors discussed, other factors could have an impact on actual outcomes. Such factors include developments for customers, competitors, the impact of economic and market conditions, national and international legislation and regulations, fiscal regulations, the effectiveness of copyright for computer systems, technological developments, fluctuation in exchange rates, interest rates and political risks.

Publication

The information in this report is such that Kambi Group plc is required to disclose under the EU Directive of Market Abuse Regulation, the Swedish Securities Market Act and rules for companies listed on the First North at Nasdaq Stockholm.

The information in this report was sent for publication on Wednesday, 13th February 2019 at 07:45 CET by CEO Kristian Nylén.

CONSOLIDATED INCOME STATEMENT
€ '000

	Q4 2018	Q4 2017	Jan - Dec 2018	Jan - Dec 2017
Revenue	21,710	18,967	76,187	62,066
Staff costs	-7,933	-6,673	-28,205	-24,121
Amortisation	-1,788	-1,784	-7,956	-6,700
Other operating expenses	-7,820	-5,521	-27,315	-23,552
Profit from operations	4,169	4,989	12,711	7,693
Investment income	10	2	32	9
Finance costs	-149	-82	-483	-317
Profit before tax	4,030	4,909	12,260	7,385
Income tax	-704	-986	-2,442	-1,483
Profit after tax	3,326	3,923	9,818	5,902

**CONSOLIDATED STATEMENT OF COMPREHENSIVE
 INCOME**
€ '000

	Q4 2018	Q4 2017	Jan - Dec 2018	Jan - Dec 2017
Profit after tax for the period	3,326	3,923	9,818	5,902
Other comprehensive income:				
Currency translation adjustments taken to equity	121	-431	-277	-594
Actuarial loss on employee defined benefit scheme	-57	-	-57	-
Comprehensive income for the period	3,390	3,492	9,484	5,308

CONSOLIDATED STATEMENT OF FINANCIAL POSITION
€ '000

	31 Dec 2018	31 Dec 2017
ASSETS		
<i>Non-current assets</i>		
Intangible assets	13,353	11,428
Investment in associate	494	-
Property, plant and equipment	3,918	3,883
Deferred tax assets	3,599	1,504
	21,364	16,815
<i>Current assets</i>		
Trade and other receivables	18,329	14,586
Cash and cash equivalents	38,350	34,303
	56,679	48,889
Total assets	78,043	65,704
EQUITY AND LIABILITIES		
<i>Capital and reserves</i>		
Share capital	90	90
Share premium	53,810	53,660
Other reserves	3,496	2,135
Currency translation reserve	-1,824	-1,547
Retained earnings	2,198	-8,019
Total equity	57,770	46,319
<i>Non-current liabilities</i>		
Convertible bond	7,251	7,407
Other liabilities	134	61
Deferred tax liabilities	96	218
	7,481	7,686
<i>Current liabilities</i>		
Trade and other payables	9,930	10,222
Tax liabilities	2,862	1,477
	12,792	11,699
Total liabilities	20,273	19,385
Total equity and liabilities	78,043	65,704

CONSOLIDATED STATEMENT OF CASH FLOWS

€ '000

	Q4 2018	Q4 2017	Jan - Dec 2018	Jan - Dec 2017
OPERATING ACTIVITIES				
Profit from operations	4,169	4,989	12,711	7,693
<i>Adjustments for:</i>				
Depreciation of property, plant and equipment	493	423	1,835	1,621
Amortisation of intangible assets	1,788	1,784	7,956	6,700
Share of loss/(profit) from associate	75	-	75	-
Share-based payment	446	95	578	318
Operating cash flows before movements in working capital	6,971	7,291	23,155	16,332
(Increase)/decrease in trade and other receivables	-2,079	-2,982	-3,743	-5,447
(Decrease)/increase in trade and other payables	-561	1,014	-292	2,435
(Decrease)/increase in other liabilities	73	12	73	12
Cash flows from operating activities	4,404	5,335	19,193	13,332
Income taxes paid net of tax refunded	-613	-438	-2,279	-1,157
Interest income received	20	9	32	9
Net cash generated from operating activities	3,811	4,906	16,946	12,184
INVESTING ACTIVITIES				
Purchases of property, plant and equipment	-451	-725	-1,875	-2,285
Development and acquisition costs of intangible assets	-3,133	-2,348	-9,872	-8,224
Acquired assets - investment in associate	-	-	-569	-
Net cash used in investing activities	-3,584	-3,073	-12,316	-10,509
FINANCING ACTIVITIES				
Proceeds from issue of new shares	55	81	150	387
Interest paid	-70	-2	-363	-248
Net cash generated/(used in) financing activities	-15	79	-213	139
Net increase in cash and cash equivalents	212	1,912	4,417	1,814
Cash and cash equivalents at beginning of period	38,226	32,243	34,303	32,388
Effect of foreign exchange differences	-88	148	-370	101
Cash and cash equivalents at end of period	38,350	34,303	38,350	34,303

**CONSOLIDATED STATEMENT OF CHANGES
 IN EQUITY**

€ '000

	Q4 2018	Q4 2017	Jan - Dec 2018	Jan - Dec 2017
Opening balance at beginning of period	52,640	42,319	46,319	39,974
<i>Comprehensive income</i>				
Profit for the period	3,326	3,923	9,818	5,902
<i>Other comprehensive income:</i>				
Translation adjustment	121	-431	-277	-594
Actuarial loss on employee defined benefits	-57	-	-57	-
	3,390	3,492	9,484	5,308
<i>Transactions with owners</i>				
Share options - value of employee services	446	95	578	318
Other	325	82	420	388
Tax on share options	969	331	969	331
	1,740	508	1,967	1,037
Closing balance at end of period	57,770	46,319	57,770	46,319

KEY RATIOS

This table is for information only and does not form part of the condensed financial statements

	Q4 2018	Q4 2017	Jan - Dec 2018	Jan - Dec 2017
Operator turnover ¹ as index of Q1 2014	369	259	n/a	n/a
Operating (EBIT) margin, %	19.2%	26.3%	16.7%	12.4%
EBITDA (€m)	6.5	7.2	22.5	16.0
EBITDA margin, %	29.7%	37.9%	29.5%	25.8%
Equity/assets ratio, %	74%	70%	74%	70%
Employees at period end	695	604	695	604
Earnings per share (€)	0.110	0.131	0.326	0.198
Fully diluted earnings per share (€)	0.108	0.128	0.318	0.192
Number of shares at period end	30,180,197	30,015,197	30,180,197	30,015,197
Fully diluted number of shares at period end	30,875,820	30,864,731	30,875,820	30,864,731
Average number of shares	30,141,447	29,985,197	30,097,697	29,878,197
Average number of fully diluted shares	30,779,959	30,814,476	30,870,276	30,735,270

¹Operator turnover is defined as total stakes placed with operators by end users