

# Kambi Group plc

Q3 Report 2017

## Financial summary

- Revenue amounted to €14.8 (14.8) million for the third quarter of 2017, and €43.1 (41.7) million for the period January to September 2017
- Operating profit (EBIT) for the third quarter of 2017 was €1.1 (3.1) million, with a margin of 7% (21%), and €2.7 (7.0) million for the period January to September 2017, with a margin of 6% (17%)
- Profit after Tax amounted to €0.8 (2.7) million for the third quarter of 2017, and €2.0 (6.3) million for the period January to September 2017
- Earnings per share for the third quarter of 2017 were €0.026 (0.092), and €0.066 (0.211) for the period January to September 2017
- Cash flow from operating and investing activities (excluding working capital) amounted to €0.6 (1.6) million for the third quarter of 2017, and €0.9 (3.1) million for the period January to September 2017

## Third quarter financial breakdown

€m	Q3 2017	Q3 2016	Jan - Sep 2017	Jan - Sep 2016	Jan - Dec 2016
Revenue	14.8	14.8	43.1	41.7	56.0
Operating result	1.1	3.1	2.7	7.0	8.8
Operating Margin	7%	21%	6%	17%	16%
Result after tax	0.8	2.7	2.0	6.3	7.5
Cash flow	0.6	1.6	0.9	3.1	4.1
Net cash	24.9	22.0	24.9	22.0	25.1
Earnings per share	€0.026	€0.092	€0.066	€0.211	€0.253

## Key highlights

- Continued strong performance with operator turnover growth of 16%
- In July, Kambi signed a multi-year agreement with National Lottery AD in Bulgaria
- In October, Kambi extended its contracts with LeoVegas and Paf

## CEO comment



*“In many ways, Q3 could be viewed as a springboard quarter for Kambi. I’m pleased to report Kambi was able to continue its progress, with operator turnover rising 16% year-on-year versus a period which included the final stages of Euro 2016 and the Olympic Games.*

*Furthermore, this growth was delivered in the context of an unusually high operator margin of 7.5%, and means our margin for the first nine months of the year is 6.6% – a figure which falls within our projected annual range of 6.5-7%.*

*This strengthens our belief that while margins will fluctuate due to the outcome of sporting events, we don’t see any long-term trends that suggest any continued downward pressure.*

*The period saw us face a particularly tough revenue comparative in terms of both an equally strong trading margin in Q3 2016 and the impact of the 888sport contract renewal. Despite these factors, we still managed to post revenues on a par with Q3 last year.*

*I’m pleased that I can once again say we have signed a new partner, this time in the shape of Bulgaria’s National Lottery, the country’s largest privately-owned gaming operator. This represents the seventh consecutive quarter in which Kambi has added a new customer. We will provide National Lottery’s online 7777.bg brand, a market leader in gaming products, with our Sportsbook. Kambi is delighted to have been chosen by National Lottery and we expect to launch during the current quarter.*

*I’m also delighted to confirm Kambi has agreed extended deals with both LeoVegas and Paf for the long-term. Contract renewals are always pleasing, as they re-affirm the strength and relevance of the Kambi product, as well as the strong relationships we foster with our customers.*

*In addition, Kambi launched with Greentube in Italy and Romania and with LeoVegas in Germany, while Mr Green unveiled a new version of its Kambi-powered Sportsbook, which takes full advantage of our empowerment capabilities and places a focus on our market-leading Instant Betting tennis product.*

*In light of the evolving landscape, this quarter also saw us complete an in-depth strategic review of the business. This led to improvements to our strategy, processes and organisational structure, and re-affirmed our belief that we possess a unique capacity to build a high-performance Sportsbook.*

*Finally, it was pleasing to see six of Kambi’s customers ranked within the top 40 of EGR’s annual Power 50 rankings this week, and all of the developments I’ve mentioned underline the quality, scalability and flexibility of the Kambi Sportsbook, giving us great confidence for the future,” says Kristian Nylén, CEO of Kambi.*

## Q3 Highlights

Kambi’s operator turnover increased by 16% during the third quarter. The underlying operator performance, in the face of tough comparatives to the same period last year, demonstrates the power of the Kambi Sportsbook. However, the operator margin of 7.5% was higher than our long-term expectations of 6.5–7%. The main reasons for the high margin were the outcomes in English football and the Europa League. Wimbledon tennis also produced strong margins.

### National Lottery AD – 7777.bg

In July, Kambi signed a multi-year contract with National Lottery AD, Bulgaria’s largest privately held gaming operator. Kambi will provide its sports betting and technology services to the operator’s 7777.bg brand. With a customer base in excess of two million, 7777.bg is considered Bulgaria’s premier online operator, holding strong positions in online gaming verticals in the domestic market. In 2016, 7777.bg

added a sports betting service to its portfolio, but in order to meet its growth objectives, National Lottery AD decided to upgrade to Kambi's award winning Sportsbook.

## **Events after Q3**

### **Contract extensions**

In recent weeks Kambi has signed extended deals with both Paf and LeoVegas. Paf has been a Kambi customer since 2010 and this latest deal strengthens this close partnership even further. Meanwhile, LeoVegas will continue to offer the Kambi Sportsbook to its players having successfully leveraged Kambi's empowerment capabilities to develop a unique sports betting experience. These renewals will not impact revenues in Q4; they will have some impact on expected revenues in future years but it is not substantial.

### **International expansion**

Kambi customer Televisa has just launched its PlayCity online sportsbook into the Mexican market. This followed a successful retail roll-out with Kambi's retail solution installed in 16 PlayCity bricks and mortar casinos. This Latin American launch will soon be followed up in Colombia, with Corredor Empresarial set to unveil its Kambi-powered BetPlay brand to the market. With both Mexico and Colombia having qualified for next year's football World Cup, Kambi sees great potential for both brands to gain market share in their respective countries.

In addition, we expect Bulgaria's National Lottery AD to go live with its Kambi Sportsbook brand before the end of Q4. These three launches – Mexico, Colombia and Bulgaria - increase Kambi's international reach and underline the scalability and local relevance of the Kambi Sportsbook.

## **Market overview**

### **Regulatory developments**

The sports betting market continues to evolve and this year we have seen significant regulatory progress made in a number of potentially key markets for Kambi. For instance, in Sweden we expect a licensing model to come into effect within the next 18 months, while in the past few weeks the Netherlands' gaming regulator said it expected its framework to go live at the beginning of 2019.

However, it is perhaps in the US where most eyes are focused at present. It was recently announced that the US Supreme Court was preparing to hear New Jersey's long-running battle against the Department of Justice's federal prohibition of sports betting (bar four states which have carve outs) on 4 December 2017. While it remains to be seen which way the Supreme Court will go, around 70% of cases put before the court are overturned. However, the overall evolution of the situation is highly promising.

Should the court rule each state has the right to dictate their own sports betting laws, as New Jersey argues, we can expect a significant number of states to decriminalise and potentially license sports betting of some kind. Approximately 20 states have already submitted bills to regulate sports wagering in the event New Jersey's appeal is successful, while gaming research firm Eilers & Krejcik Gaming predicts as many as 32 states could offer legal sports betting within five years.

Meanwhile, earlier this week EGR (eGaming Review) published its Power 50 rankings – a list comprising the biggest and most influential online gaming operators. This year's publication makes particularly good reading for Kambi, with six of our customers ranked within the top 40 spots, comfortably more than any other end-to-end Sportsbook supplier.

Kambi customers 888sport and Kindred Group maintained their positions among the elite top 10, while LeoVegas, which recently signed a long-term extension to its deal with Kambi, was this year's highest climber, rising 17 places to 14th. With Rank Group moving up two spots to 17th, Kambi has four customers ranked within the top 20 places, which is a great achievement.

With Mr Green and Paf also featuring in the top 40, the ranking underlines the strength of the Kambi Sportsbook and high performance of our customers.

Kambi is proud that it is the provider to 75% of the EGR Power 50 operators that outsource their end-to-end Sportsbooks.

EGR is the online gaming industry's leading publication and each year publishes the most comprehensive ranking of online gaming operators in the world. In order to compile the Power 50 ranking, EGR partners with international accountancy firm BDO to ensure accuracy and integrity.

## **Kambi initiatives**

### Strategic review

Recent regulatory developments indicate the market is finally approaching the shape we had predicted it would take and, as a result, is making our outsourced network model even more relevant to ambitious operators than previously. To ensure we are in the best position to take advantage of new opportunities as they arise, Kambi recently completed a strategic review of the business.

This review process re-affirmed Kambi's core belief that a scalable solution is the best and most efficient method with which operators can achieve long-term success. And as the market continues to align itself to Kambi's outsourced Sportsbook service, we will seek to emphasise our distinct capability.

Kambi's distinct capability is its unique capacity to build a scalable and high-performing Sportsbook core. This ensures Kambi can focus on the continued development of the service and empower customers to differentiate their product to meet their own individual strategies.

By taking this approach, Kambi can future-proof operators' Sportsbooks and ensure they are able to offer a competitive proposition. This continued drive to invest in building a market-leading Sportsbook will maximise our long-term revenue potential.

## Financial review

### Revenue

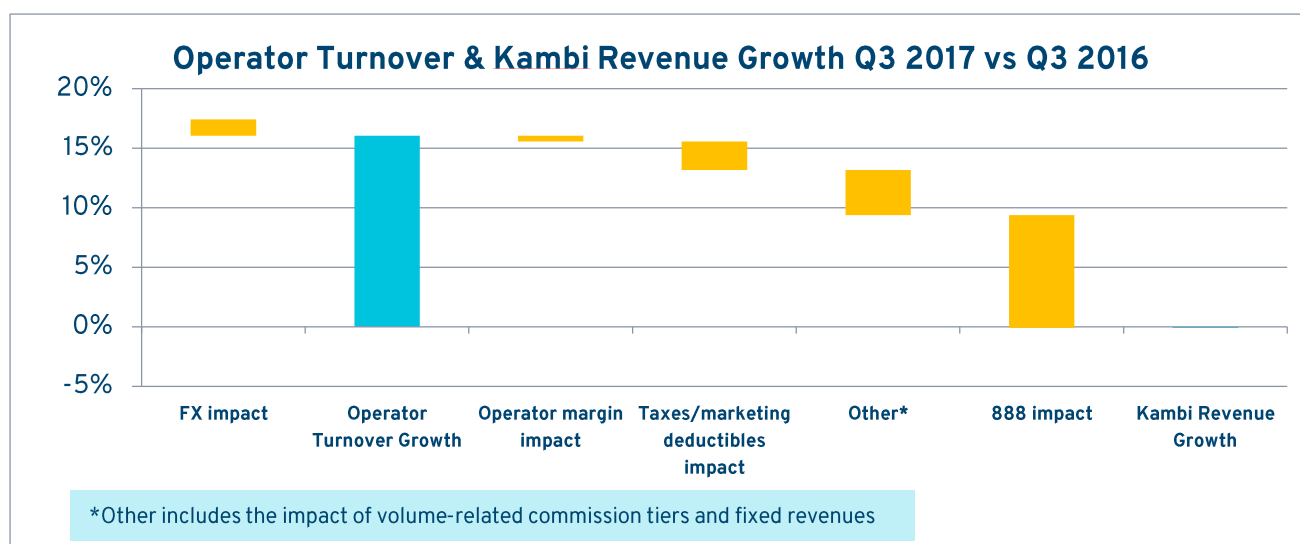
Revenue represents fees received for sports betting services rendered to Kambi's operators. In the third quarter of 2017, revenue was €14.8 (14.8) million. For the year up to September 2017, revenue was €43.1 (41.7) million. Revenue derived from locally regulated markets was 49%.

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 marketing and tax. The most significant part of Kambi's revenue comes from the revenue share element. The operator margin of 7.5% was in line with the margin in Q3 2016 and significantly higher than the first two quarters of 2017.

To promote and support growth, some of the customer contracts include tiers with lower commission rates on the higher levels of their sports betting revenues. The tiered commission levels run on a yearly basis depending on the contractual year. The growth in the business of many of the operators resulted in a lower effective commission rate in Q3 2017 than in Q3 2016. This, along with the part of revenues which are fixed (around 10% of total revenues) and not linked to the growth in operators' businesses, resulted in Kambi's revenues being in line with the revenues in Q3 2016.

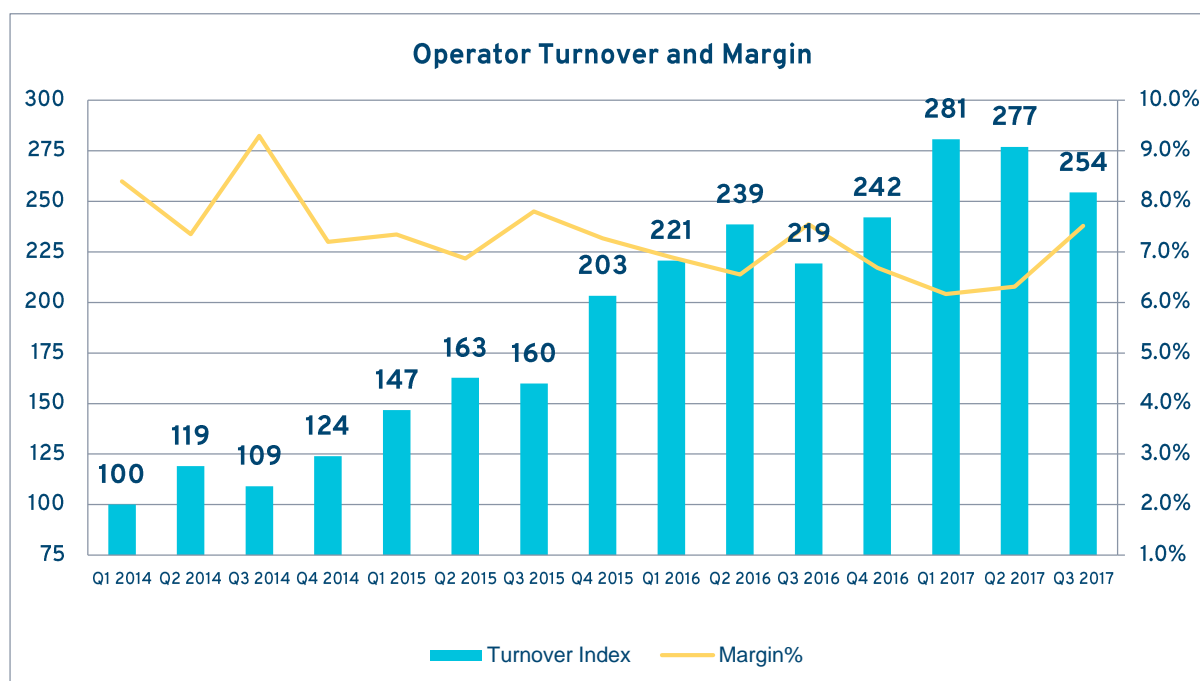
As mentioned in the Q2 2017 report, Kambi signed a new contract with 888. Compared with Q3 2016, the terms of the new contract had an adverse impact of €1.4 million in Q3 2017. The financial impact of the renewal peaked in Q3 and will diminish in future quarters.

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 third quarter of 2017 showed a solid performance with it rising 16% to 254, compared with 219 for the third quarter of 2016. This is despite the tough comparison this quarter as Q3 2016 included the last six games of Euro 2016, which contributed 5% to the turnover, as well as the Olympics which also added 5% to turnover. The trading margin increased to 7.5% compared to 6.3% in Q2 2017, bringing the year to date margin up to 6.6% and back to normalised levels we expect to see over a year. The trading margin was strengthened by operator-friendly results in certain sporting events mentioned in the Q3 Highlights. The strong trading margin had a negative impact on the level of turnover placed with our operators.

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 predicts the trading margin to average between 6.5 - 7% 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. In the third quarter of 2017 the British pound declined slightly when compared to both Q2 2017 and Q3 2016.

While the majority of Kambi's operators' players are based outside the UK, a weakened pound does decrease the reported value of Kambi's revenues from players in the UK; similarly, the reported value of Kambi's costs in sterling is decreased by a fall in the pound. The reported value of financial assets held in GBP is also decreased compared to Q3 2016.

### 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 third quarter of 2017 were €13.7 (11.7) million and €40.4 (34.7) million for the year to September 2017.

Staff costs have increased from Q3 2016 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. Other costs have also increased year-on-year due primarily to new office leases being taken in London, Stockholm and Romania towards the end of 2016 and the start of 2017, and the increase in the number of live events being offered requiring the purchase of live events data.

Total operating expenses have decreased by €0.1m when compared to Q2 2017. This was primarily driven by a reduction in staff costs as a result of the holiday season.

Total operating expenses are anticipated to increase during Q4 2017 by 3 - 5% compared to Q3 2017, as the business continues to grow according to the business plan and operator needs.

### Operating profit

Operating profit for the third quarter of 2017 was €1.1 (3.1) million, with a margin of 7% (21%), and €2.7 (7.0) million for the first three quarters of 2017, with a margin of 6% (17%).

### Capitalised development costs

In the third quarter of 2017, development expenditure of €1.7 (1.5) million was capitalised, bringing the total to September 2017 to €5.9 (5.5) million. These capitalised development costs are amortised over three years, starting in the year the costs are incurred. The amortisation charge this quarter was €1.7 (1.4) million, and €4.9 (4.2) million for the first three quarters of 2017.

### Profit before tax

Profit before tax for the third quarter of 2017 was €1.0 (3.0) million. Profit before tax for the year to September 2017 was €2.5 (6.8) million.

### Taxation

The tax expense for the third quarter of 2017 was €0.2 (0.3) million. The tax expense for the first three quarters of 2017 was €0.5 (0.5) million.

### Profit after tax

Profit after tax for the third quarter of 2017 was €0.8 (2.7) million. Profit after tax for the year to September 2017 was €2.0 (6.3) million.



### Financial position and cash flow

The net cash position at 30 September 2017 was €24.9 (22.0) million.

Cash flow from operating and investing activities (excluding working capital) amounted to €0.6 (1.6) million for the third quarter of 2017 and €0.9 (3.1) million for the first three quarters of 2017. Trade and other receivables at 30 September 2017 were €11.6 (10.3) 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 602 (512) employees equivalent to 589 (487) full time employees at 30 September 2017, across offices in Malta, Bucharest, London, Manila, Stockholm and Sydney.

### Main shareholders

The six largest shareholders as at 9 October 2017:

<i>Name</i>	<i>Shares</i>	<i>% of total shares</i>
Veralda Investment Ltd	7,031,710	23.47
Swedbank Robur Fonder	2,823,958	9.43
Bodenholm Master	2,206,848	7.37
Keel Capital	1,845,629	6.16
Andra AP-fonden	1,406,333	4.69
Fidelity Nordic Fund	1,379,654	4.61

## 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
- Evert Carlsson, Swedbank Robur Fonder
- 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](mailto: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

14 February 2018      Q4 report

### Contacts

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### About Kambi

Kambi Group plc is a B2B supplier of managed sports betting services on a proprietary software platform, providing premium turnkey sports betting services to gaming operators. Kambi's product encompasses a broad offering from front end through to odds compiling and risk management. The company's current coverage includes more than 185,000 live betting events and 300,000 pre-match events per year covering 65 different sports from all over the world. 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". Kambi'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.

Malta, 27 October 2017

## Q3 Report 2017 (unaudited)

### 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 Friday, 27 October 2017 at 07:45 CET by CEO Kristian Nylén.

**CONSOLIDATED INCOME STATEMENT**
**€ '000**

	Q3 2017	Q3 2016	Jan - Sep 2017	Jan - Sep 2016	Jan - Dec 2016
<b>Revenue</b>	<b>14,758</b>	<b>14,770</b>	<b>43,099</b>	<b>41,706</b>	<b>56,003</b>
Staff costs	-6,183	-5,220	-17,448	-16,354	-21,821
Amortisation	-1,705	-1,435	-4,916	-4,166	-5,668
Other operating expenses	-5,809	-5,024	-18,031	-14,187	-19,708
<b>Profit from operations</b>	<b>1,061</b>	<b>3,091</b>	<b>2,704</b>	<b>6,999</b>	<b>8,806</b>
Investment income	1	4	7	12	14
Finance costs	-78	-77	-235	-233	-313
<b>Profit before tax</b>	<b>984</b>	<b>3,018</b>	<b>2,476</b>	<b>6,778</b>	<b>8,507</b>
Income tax	-206	-291	-496	-499	-994
<b>Profit after tax</b>	<b>778</b>	<b>2,727</b>	<b>1,980</b>	<b>6,279</b>	<b>7,513</b>

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

	Q3 2017	Q3 2016	Jan - Sep 2017	Jan - Sep 2016	Jan - Dec 2016
<b>Profit after tax for the period</b>	<b>778</b>	<b>2,727</b>	<b>1,980</b>	<b>6,279</b>	<b>7,513</b>
Other comprehensive income:					
Currency translation adjustments taken to equity	-31	-655	-162	-836	-790
Actuarial loss on employee defined benefit scheme	-	-	-	-	24
<b>Comprehensive income for the period</b>	<b>747</b>	<b>2,072</b>	<b>1,818</b>	<b>5,443</b>	<b>6,747</b>

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

€ '000

	30 Sep 2017	30 Sep 2016	31 Dec 2016
<b>ASSETS</b>			
<b><i>Non-current assets</i></b>			
Intangible assets	10,985	9,461	10,025
Property, plant and equipment	4,042	3,538	3,760
Deferred tax assets	1,301	2,246	1,302
	<b>16,328</b>	<b>15,245</b>	<b>15,087</b>
<b><i>Current assets</i></b>			
Trade and other receivables	11,604	10,331	9,140
Cash and cash equivalents	32,243	29,336	32,388
	<b>43,847</b>	<b>39,667</b>	<b>41,528</b>
<b>Total assets</b>	<b>60,175</b>	<b>54,912</b>	<b>56,615</b>
<b>EQUITY AND LIABILITIES</b>			
<b><i>Capital and reserves</i></b>			
Share capital	89	89	89
Share premium	53,578	53,273	53,273
Other reserves	1,708	870	1,486
Currency translation reserve	-1,115	-1,000	-953
Retained earnings	-11,941	-15,154	-13,921
<b>Total equity</b>	<b>42,319</b>	<b>38,078</b>	<b>39,974</b>
<b><i>Non-current liabilities</i></b>			
Convertible bond	7,381	7,293	7,317
Other liabilities	53	53	49
Deferred tax liabilities	154	378	154
	<b>7,588</b>	<b>7,724</b>	<b>7,520</b>
<b><i>Current liabilities</i></b>			
Trade and other payables	9,207	6,733	7,788
Deferred revenue	-	181	-
Tax liabilities	1,061	2,196	1,333
	<b>10,268</b>	<b>9,110</b>	<b>9,121</b>
<b>Total liabilities</b>	<b>17,856</b>	<b>16,834</b>	<b>16,641</b>
<b>Total equity and liabilities</b>	<b>60,175</b>	<b>54,912</b>	<b>56,615</b>

**CONSOLIDATED STATEMENT OF CASH FLOWS**

€ '000

	Q3 2017	Q3 2016	Jan - Sep 2017	Jan - Sep 2016	Jan - Dec 2016
<b>OPERATING ACTIVITIES</b>					
Profit from operations	1,061	3,091	2,704	6,999	8,806
<i>Adjustments for:</i>					
Depreciation of property, plant and equipment	427	307	1,198	827	1,157
Amortisation of intangible assets	1,705	1,435	4,916	4,166	5,668
Share-based payment	80	82	222	245	350
<b>Operating cash flows before movements in working capital</b>	<b>3,273</b>	<b>4,915</b>	<b>9,040</b>	<b>12,237</b>	<b>15,981</b>
(Increase)/decrease in trade and other receivables	572	1,616	-2,465	92	1,283
(Decrease)/increase in trade and other payables	985	-454	1,421	-527	527
(Decrease)/increase in other liabilities	-	1	-	3	-1
(Decrease)/increase in deferred revenue	-	-221	-	182	-
<b>Cash flows from operating activities</b>	<b>4,830</b>	<b>5,857</b>	<b>7,996</b>	<b>11,987</b>	<b>17,790</b>
Income taxes paid net of tax refunded	-162	-135	-719	-779	-865
Interest income received	-1	6	-9	12	14
<b>Net cash generated from operating activities</b>	<b>4,667</b>	<b>5,728</b>	<b>7,268</b>	<b>11,220</b>	<b>16,939</b>
<b>INVESTING ACTIVITIES</b>					
Purchases of property, plant and equipment	-838	-1,717	-1,560	-2,828	-3,428
Development and acquisition costs of intangible assets	-1,719	-1,495	-5,876	-5,530	-7,577
<b>Net cash used in investing activities</b>	<b>-2,557</b>	<b>-3,212</b>	<b>-7,436</b>	<b>-8,358</b>	<b>-11,005</b>
<b>FINANCING ACTIVITIES</b>					
Proceeds from issue of new shares	111	-	305	-	-
Interest paid	-	-	-237	-225	-225
<b>Net cash used in financing activities</b>	<b>111</b>	<b>-</b>	<b>68</b>	<b>-225</b>	<b>-225</b>
<b>Net increase in cash and cash equivalents</b>	<b>2,221</b>	<b>2,516</b>	<b>-100</b>	<b>2,637</b>	<b>5,709</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>30,165</b>	<b>27,533</b>	<b>32,388</b>	<b>27,481</b>	<b>27,481</b>
<b>Effect of foreign exchange differences</b>	<b>-143</b>	<b>-713</b>	<b>-45</b>	<b>-782</b>	<b>-802</b>
<b>Cash and cash equivalents at end of period</b>	<b>32,243</b>	<b>29,336</b>	<b>32,243</b>	<b>29,336</b>	<b>32,388</b>

**CONSOLIDATED STATEMENT OF CHANGES  
 IN EQUITY**

€ '000

	<b>Q3 2017</b>	<b>Q3 2016</b>	<b>Jan - Sep 2017</b>	<b>Jan - Sep 2016</b>	<b>Jan - Dec 2016</b>
<b>Opening balance at beginning of period</b>	41,381	35,924	39,974	32,390	32,390
<b>Comprehensive income</b>					
Profit for the period	778	2,727	1,980	6,279	7,513
<i>Other comprehensive income:</i>					
Translation adjustment	-31	-655	-163	-836	-790
Actuarial loss on employee defined benefits	-	-	-	-	24
	<b>747</b>	<b>2,072</b>	<b>1,817</b>	<b>5,443</b>	<b>6,747</b>
<b>Transactions with owners</b>					
Share options - value of employee services	80	82	223	245	350
Other (share premium)	111	-	305	-	-
Deferred tax on share options	-	-	-	-	487
	<b>191</b>	<b>82</b>	<b>528</b>	<b>245</b>	<b>837</b>
<b>Closing balance at end of period</b>	<b>42,319</b>	<b>38,078</b>	<b>42,319</b>	<b>38,078</b>	<b>39,974</b>

**KEY RATIOS**

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

	<b>Q3 2017</b>	<b>Q3 2016</b>	<b>Jan - Sep 2017</b>	<b>Jan - Sep 2016</b>	<b>Jan - Dec 2016</b>
Operator turnover as index of Q1 2014	254	219	n/a	n/a	n/a
Operating (EBIT) margin, %	7%	21%	6%	17%	16%
EBITDA (€ m)	3.2	4.8	8.8	12.0	15.6
EBITDA margin, %	22%	33%	20%	29%	28%
Equity/assets ratio, %	70%	69%	70%	69%	71%
Employees at period end	602	512	602	512	525
Earnings per share (€)	0.026	0.092	0.066	0.211	0.253
Fully diluted earnings per share (€)	0.026	0.089	0.066	0.205	0.246
Number of shares at period end	29,955,197	29,741,197	29,955,197	29,741,197	29,741,197
Fully diluted number of shares at period end	30,764,220	30,570,928	30,764,220	30,570,928	30,605,809
Average number of shares	29,915,197	29,741,197	29,848,197	29,741,197	29,741,197
Average number of fully diluted shares	29,955,197	30,563,077	29,955,197	30,586,644	30,582,383