



AnglerGaming

Interim report for 1st quarter 2020

1st January to 31st March 2020

Angler Gaming plc, reg. no. C55255, Malta

ANGLER GAMING PLC

Financial report for the period ended 31st March 2020

Key Facts for the 1st Quarter 2020 (1st January 2020 – 31st March 2020)

All Time High in Revenues and Profits

All figures are compared to the same quarter last year if not explicitly stated otherwise

- Revenues increased by 54.7% to € 9,753,050 (€6,303,333).
- EBIT increased by 135.6% to € 2,865,253 (€1,216,127).
- EBIT margin of 29.37% (19.29%).
- Customer deposits increased 40.0% to €22,858,312 (€16,324,713).
- 55,227 new registered customers (36,100), increase of 53.0%.
- 30,291 new depositing customers (14,995), increase of 102.0%.
- Earnings per share of €0.0326 (€0.0146), increase of 123.29%.

- The average daily Net Gaming Revenue for the 40 first days in Q2 2020 is 9% higher compared to the average daily Net Gaming Revenue in Q1 2020.

- Premiergaming Ltd, the Group's subsidiary focusing on Northern Europe, represented 19% of the Group's revenues in Q1 2020.

- In Q1 2020, Premiergaming's revenues grew 18%, while the marketing expenses decreased 26%, compared to Q4 2019.

- Due to the Coronavirus, and that many of the sportsbook-related events have been postponed, the launch of the Sportsbook for Premiergaming Ltd has been postponed. Instead, the Group is focusing on launching two new markets in Asia and a new brand under the Malta Gaming Authority licence.

- As mentioned in the Q4 2019 report, the Board of Directors proposes distribution of €5,248,950 on the basis of the financial results of 2019 (€3,374,325 was distributed with respect to 2018) by way of a dividend to shareholders, which corresponds to €0.07 per share (€0.045), an increase of 55.6% per share. Angler Gaming will not compensate for currency exchange costs.

Key Performance Indicators (EUR)

	Q1 2020	Q1 2019	Jan-Dec 2019
Customer Deposits	€22,858,312	€16,324,713	€72,292,951
Active Customers	59,914	33,303	127,718
New Registered Customers	55,227	36,100	180,547
New Depositing Customers	30,291	14,995	78,934
Gross Game Win	€11,065,602	€7,094,712	€32,132,276
Net Game win	€10,464,729	€6,927,803	€30,801,110
Hold	45.8%	42.4%	42.6%

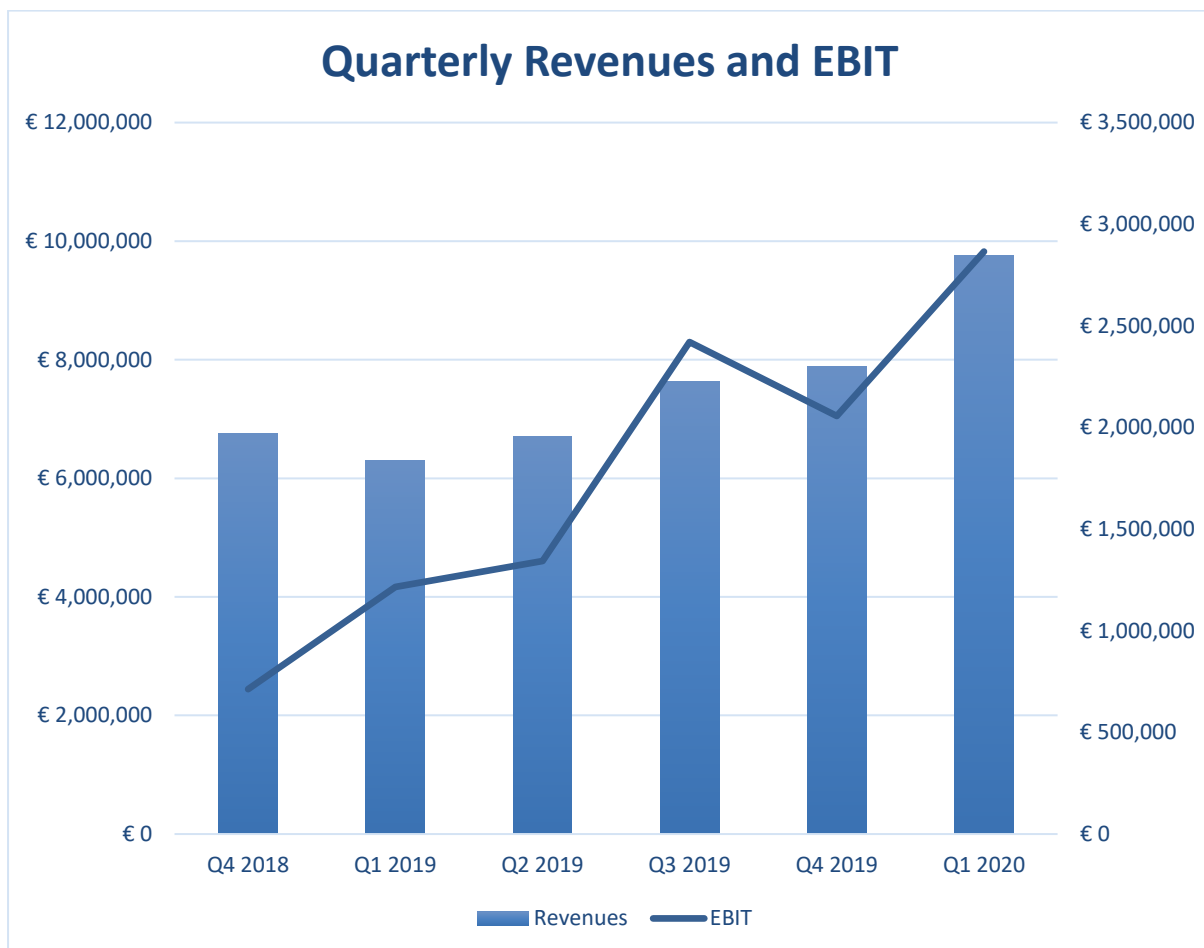
* Definition Active Customers: Customer that wagered at least one bet in the indicated period

** Definition New Registered Customer: A new customer registered in the indicated period

*** Definition New Depositing Customer: A customer that deposited the first time in the indicated period

**** Definition Net Game Win: Real money bets minus real money wins

***** Definition Hold: Net Game Win / Customer Deposits



Comments from the CEO



Thomas Kalita, CEO Angler Gaming plc

We are delighted by the result in Q1 with All-Time High in both Revenue and Net Profit. Our investments in various fields continued to pay off in Q1. I would like to point out a few of our focus points:

1. The Group's focus on experienced and talented staff is key to our existing and future success. We continue to perform well when it comes to measurements such as EBIT per employee (EBIT per employee for Q1 only was €95,508).
2. The Group's investment in a modern and scalable gaming platform which the Group fully owns is a unique asset and a competitive advantage since the Group can grow with new brands, markets, products, partnerships and end users at a low marginal cost. The platform also enables effective data-driven CRM.
3. Daily focus on follow-up and actions on important KPIs.

While we recognise the extraordinary challenges surrounding the COVID-19 situation, our staff, mainly working from home, have continued to serve customers and have kept all operations going. We are mindful that in case of persistence of the pandemic, the business environment outlook over the long term may present higher than normal levels of uncertainty, and a clear determination of the overall financial impact cannot be made at this early stage. Currently, however, there have been no observable negative effects on the business. The Group has already taken and will continue taking steps to safeguard the business, and the strategic priority remains the long-term sustainability of the Group with a focus on growing the business.

As regards Responsible Gaming and Anti-Money Laundering ('AML') matters, two very important factors for the long-term sustainability of the industry, the Group have invested heavily in resources, policy, procedures and automated systems. As an example, the Group has implemented a system throughout the Group that calculates and analyses daily the risk profile for each customer from the Responsible Gaming and AML points of view. The system calculates and analyses many variables and parameters. For instance, from Responsible Gaming point of view, customers are automatically coded daily into three risk levels using the 'traffic light system', where 'Green' means low risk, 'Yellow' means to monitor the customer, while 'Red' indicates that the customer is more prone to gaming problems and accordingly necessary actions are promptly taken by the Group.

In summary it is very encouraging how 2020 has started with excellent momentum as regards both growth and profit. Our constant work to focus on revenues and profits continues to pay off. Our strong growth the last couple of years have been 100% organic, but we will intensify our search for acquisitions that match both in price and structure going forward.

Consolidated Income Statement for period

ended 31 March 2020

	Q1 Group	Q1 Group	Full Year Group	Group	Q1 Angler Gaming PLC	Q1 Angler Gaming PLC
	2020	2019	2019	Jan - Mar 2020	2020	2019
	€	€	€		€	€
Revenue	9,753,050	6,303,333	28,526,664	9,753,050		
Cost of services sold	(5,422,963)	(3,768,081)	(16,020,829)	(5,422,963)		
Gross profit / (loss)	4,330,087	2,535,252	12,505,835	4,330,087	-	-
Marketing expenses	(584,659)	(823,967)	(3,134,397)	(584,659)	(17,742)	(7,206)
Personnel expenses	(280,253)	(295,650)	(1,243,072)	(280,253)	(18,820)	(32,218)
Other external expenses	(598,620)	(184,079)	(1,031,211)	(598,620)	(48,243)	(42,437)
Depreciation, amortization	(1,302)	(15,429)	(59,896)	(1,302)	(24)	(24)
Other operating income/expenses						
Operating expenses	(1,464,834)	(1,319,125)	(5,468,576)	(1,464,834)	(84,829)	(81,885)
Operating profit / (loss)	2,865,253	1,216,127	7,037,259	2,865,253	(84,829)	(81,885)
Financial income / (expenses)	(363,400)	(86,558)	(401,273)	(363,400)	(307)	(802)
Income / (Loss) before tax	2,501,853	1,129,569	6,635,986	2,501,853	(85,136)	(82,687)
Tax	(59,760)	(31,879)	(169,264)	(59,760)	-	-
Net income / (loss) for the period	2,442,093	1,097,690	6,466,722	2,442,093	(85,136)	(82,687)
No of shares	74,984,995	74,464,995	74,984,995	74,984,995		
Basic and dilute earnings per share	0.0326	0.0147	0.0862	0.0326		

*Definition of Revenue: 'Bet - win - jackpot contribution - bonus cost - loyalty points - manual adjustments user balances'.

**Definition of Cost of Services Sold: – Cost of sales includes: 'Payment processing fees to payment suppliers, affiliate expenses, Gaming License fees for products, software licence fees, gaming taxes and affiliate costs'

*** Financial income/expenses consist mainly of income/expenses related to fluctuations in currency rates

Angler Gaming plc
Financial Report for the period ended 31 March 2020

**Consolidated Statement of Financial Position
for the period ended 31 March 2020**

	Group Period end March 2020	Group Period end March 2019	Angler Gaming plc Period end March 2020	Angler Gaming plc Period end March 2019
	Euro	Euro	Euro	Euro
Assets				
Non-current assets				
Investment in subsidiaries **	-	-	101,998	101,997
Intangible assets	1,183,237	1,221,997	-	-
Property, plant and equipment	19,405	20,061	268	364
Total non-current assets	1,202,642	1,242,058	102,266	102,361
Current assets				
Trade and other receivables **	8,879,471	5,334,499	5,203,799	3,835,854
Cash and cash equivalents	5,695,582	3,460,059	39,346	78,284
Total current assets	14,575,053	8,794,558	5,243,145	3,914,138
Total assets	15,777,695	10,036,615	5,345,411	4,016,499
Equity and liabilities				
Capital and reserves				
Paid up capital **	749,849	749,849	749,849	749,849
Non-refundable shareholder contribution	177,089	177,089	177,089	177,089
Premium Capital **	1,815,802	1,815,802	1,815,802	1,815,802
Retained Earnings	9,866,666	5,822,747	2,591,257	(2,087,789)
	12,609,406	8,565,487	5,333,997	654,951
Creditors : amounts falling due within one year				
Trade and other payables **	2,937,352	1,429,439	11,414	3,361,548
Taxation payable	230,937	41,689	-	-
Total liabilities	3,168,289	1,471,128	11,414	3,361,548
Total equity and liabilities	15,777,695	10,036,615	5,345,411	4,016,499

Angler Gaming plc
Cashflow report for the period ended 31 March 2020

**Consolidated Statements of Cashflow Position
for the period ended 31 March 2020**

	Group Period end March 2020 Euro	Group Period end March 2019 Euro	Angler Gaming plc Period end March 2020 Euro	Angler Gaming plc Period end March 2019 Euro
Cash flow from operating activities				
Profit / (Loss) before taxation	2,501,853	1,129,569	(85,133)	3,269,141
Reconciliation to cash generated from operations:				
Depreciation	1,302	15,429	24	24
Taxation	-	(95,838)	-	-
Operating loss before working capital changes:	2,503,155	1,049,160	(85,109)	3,269,165
Movement in trade receivables	(2,432,989)	(44,639)	-	-
Movement in other debtors	(44,185)	(347,431)	7,524,521	(3,370,446)
Movement in trade payables	541,146	36,008	-	-
Movement in other creditors	616,964	(85,004)	(7,425,048)	158,022
Net cash used in operating activities	1,184,091	608,094	14,364	56,741
Cash flow from investing activities				
Cash issued by shareholders	-	-	-	-
Intangible fixed assets	(892)	-	-	-
Tangible fixed assets	-	(1,270)	-	-
Investment in subsidiaries	-	-	-	-
Net cash generated from/used in investing activities	(892)	(1,270)	-	-
Cash flows from financing activities				
Dividends proposed and paid	-	-	-	-
Short term loans	-	-	-	-
Intra-group finance	-	-	-	-
Net cash generated from financing activities	-	-	-	-
Net movement in cash and cash equivalents in the year	1,183,199	606,824	14,364	56,741
Cash and cash equivalents at beginning of the year	4,512,383	2,853,235	24,982	21,542
Cash and cash equivalents at end of year	5,695,582	3,460,059	39,346	78,283

Date and Place for the next Annual General Meeting

The Annual General Meeting will be held on Thursday the 11th June 2020 at 13.00 CEST.

Due to COVID-19 pandemic and reasons of public health, the Board has decided to change the previously announced place of the Annual General Meeting and hold the meeting in Malta, instead of Stockholm. Shareholders are encouraged to use their right to appoint the Chairman of the AGM, or any other person, as their proxy to attend the meeting and vote on their behalf. Angler Gaming looks forward to engaging with shareholders in person as soon as the circumstances allow it. Further details about the time, venue and means to attend and cast votes at the meeting will be provided in the notice of the Annual General Meeting.

Other Information

This report has not been reviewed by the Company's Auditor – The Annual Report and Audited Financial Statements for 2019 were published on the 30th of April 2020.

Q2 2020 report will be published on 12th of August 2020.

Q3 2020 report will be published on 11th November 2020.

Q4 and the annual report 2020 report will be published on 18th February 2021.

Malta, 12th of May 2020

Board of Directors of Angler Gaming plc

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Angler Gaming plc

ANGLER GAMING PLC (PUBL) IS A MALTESE HOLDING COMPANY LISTED ON THE SWEDISH STOCK EXCHANGE, SPOTLIGHT STOCK MARKET (ANGL), THAT INVESTS IN COMPANIES WHICH PROVIDE GAMING SERVICES OVER THE INTERNET. ANGLER GAMING'S CORE BUSINESS IS TO OWN AND ADMINISTER SHAREHOLDING IN INTERNET GAMBLING COMPANIES.