

MUSIC

AUDIOBOOKS

SPORTS

MOVIES

CLIC

entertainment first

3Q/9M 2020 Earnings Call

29 October 2020

02 3Q/9M 2020 | HIGHLIGHTS

in millions of €	3Q 2019	3Q 2020	Δ in %
Gross revenue	16.8	29.7	+77%
Net revenue	11.9	22.8	+91%
Marketing spend	6.5	9.8	+51%
EBITDA	1.9	4.5	+137%
Net result	1.2	2.9	+143%
EPS (in €)	0.14	0.32	+133%

9M 2019	9M 2020	Δ in %
45.0	76.8	+71%
31.6	58.1	+84%
16.4	26.2	+60%
3.7	10.9	+190%
2.7	7.3	+170%
0.25	0.81	+226%

Quarterly Highlights:

- Gross revenue increased by 77% to €29.7 million
- EBITDA rose to €4.5 million (+137% against PY); 15% EBITDA margin (PY: 11%)
- € 0.32 EPS (PY: €0.14)
- € 2.6 million free cash flow generated (including €1.7 million dividend payout)
- 1.65x CLIQ Factor; €33 million Customer Base Value

03 PROFITABLE GROWTH | QUARTERLY DEVELOPMENT

In millions of €

Marketing spend ■
Gross revenue ■
EBITDA ■

Q1 2019

Q2 2019

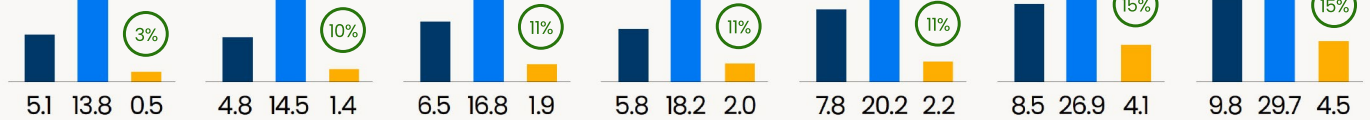
Q3 2019

Q4 2019

Q1 2020

Q2 2020

Q3 2020



FY 2019: €0.36 EPS

9M 2020: €0.81 EPS

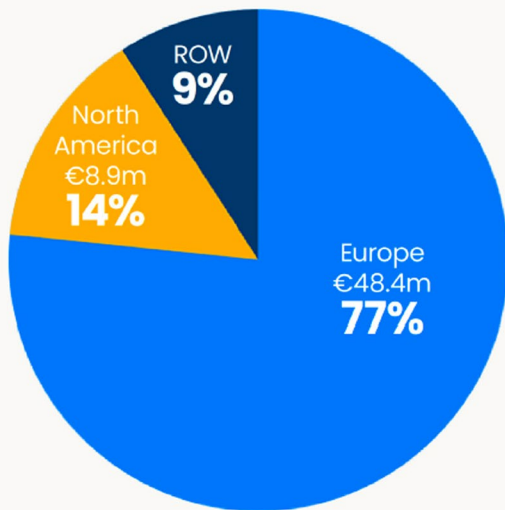
04 NET DEBT & CASH FLOW

In millions of €	As at 30/06/2020		As at 30/09/2020
Cash and bank balances	4.8		3.8
Bank borrowings and overdraft facilities	-10.2		-6.5
Net debt	-5.3		-2.7

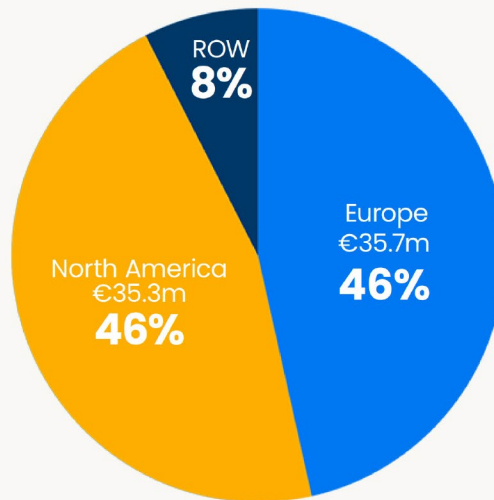
In millions of €	6M 2020	3Q 2020	9M 2020
Cash flow from operating activities	5.7	4.6	10.3
Cash flow from investing activities	-0.1	-0.1	-0.2
Cash flow from financing activities	-1.3	-1.9	-3.2
Free cash flow	4.3	2.6	6.9

05 GROSS REVENUE | GEOGRAPHIC SPLIT

FY 2019



9M 2020



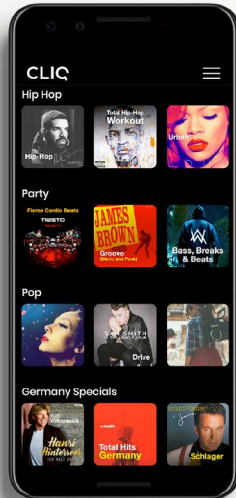
ONE PLATFORM FOR FIVE CATEGORIES

MOVIES



- Unlimited streaming
- Warner Bros. & Disney blockbusters available from Q4 2020

MUSIC



- Curated playlists with popular artists and genres

SPORTS



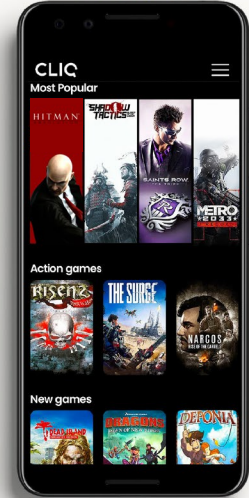
- Match highlights
- La Liga (Spain)
- Ligue 1 (France)
- Serie A (Italy)

AUDIOBOOKS



- Over 150.000 audiobooks
- Several languages

GAMES



- Available from Q4 2020 in "All-in-One"-store

€ 14.99 PER MONTH

Objective: Sustainable revenue growth in existing and new countries

Focus: Customer satisfaction and brand equity

Expertise: Increasing conversions with direct marketing

Product portfolio: Improving content and adding categories

Growth Drivers: Direct media buying

M&A: Taking an opportunistic approach to non-organic growth

Dividends: Attractive 40% payout ratio

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