

Press Release



FULL YEAR (FY) 2012 CONSOLIDATED FINANCIAL RESULTS

Significant profitability boost despite the recession. Ease of turnover decrease in the last quarter

CENTRIC MULTIMEDIA S.A. announces the consolidated financial results for the full year that ended on December 31st, 2012 based on the International Financial Reporting Standards (IFRS).

- ✓ **Turnover: € 504.0m vs € 567.0m in 2011 (-11.1%).**
- ✓ **Gross Profit: € 9.2m vs € 12.8m in 2011 (-28.3%).**
- ✓ **EBITDA: € 4.5m vs € 3.2m in 2011 (+39.1%).**
- ✓ **EATAM: € 3.0m vs € 0.2m in 2011 (before impairment charges in 2011)**
- ✓ **Own Equity as at 31.12.2012: € 45.4m (+7.3% vs 31.12.2011).**
- ✓ **Outstanding debt as at 31.12.2012: € 1.6m (as in 31.12.2011)**

Turnover:

Group turnover in 2012 amounted to € 504.0m vs € 567.0m in the FY 2011 marking a decrease of 11.1%. (-13.7% in the first nine months of the FY) The decrease is attributed mainly to the adverse impact of the prolonged recession in the markets where the group is active. The drop in turnover is considered reasonable, given the general economic conditions.

Profitability:

Group Gross Profit in 2012 amounted to **€ 9.2m** vs € 12.8m in 2011 marking a **28.3% decrease**. The drop of the gross profit is attributed mainly to the drop of turnover as well as to an increase of the payout ratio to the customers, and the biggest share in group's turnover of the product category of soft games which enjoys lower profit margin.

The reduction of gross profit was confronted with a significant easing of the operational expenses. The decreased Opex not only managed to offset the fall of gross margin but it has led to a substantial profitability boost. In specific, during the period the total of administrative and advertising expenses **are reduced by approximately € 5m** with respect to 2011. The decrease of OPEX by 45.0% led to a **Consolidated EBITDA** for the period of € 4.5m marking an **increase of 39.1%**, vs the corresponding figure in 2011. **Consolidated EBIT** in 2012 stood at **€ 4,2m increase by 45.1%**. (€ 2.9m in 2011)

The results of the financials have improved significantly, aided by the elimination of debt liabilities and the income from related companies, and stood positive at € 287 thous. improving even more the profitability of the group.)

In line with the other profitability figures, consolidated EATAM of 2012 stood at a profit of € 3.0m. vs a profit of € 189 thous. in 2011. (Please note that the results of 2011 include extraordinary charges of € 13m. due to impairment cost related to the value of group's participations

Capital Structure:

The profitable result of the period **improved further the capital structure of the group. Shareholder's equity** as at December 31 2012 **marked an increase** of 7.3% in relation to December 31 2011, and amounted to **€ 45.4m**. The Company and the Group are presented with a solid capital structure comprised by enhanced level of equity and limited liabilities, of which the debt is immaterial. This is a result of a deliberate effort with a view to deleverage the capital structure and ensure adequate liquidity. The **Debt to equity ratio** (total liabilities/shareholder's equity) is formed at 31.12.2012 at **0.11. (0.20 at 31.12.2011)**

Licensing process

Sporting Odds Ltd, a subsidiary of Sportingbet Plc which is a strategic partner of Centric group has voluntarily submitted in the tax regime of the transition period provisioned by the article 50 of the Law 4002/2011 and it is legally operating in Greece.

Perspectives – Goals:

The current financial environment has undoubtedly affected the whole economy and consequently the activity of the online gaming where the Centric group is active. Centric, being a modern enterprise is monitoring closely the developments and adjusts its strategies on a constantly evolving business landscape.

Rodolfo Odoni, CEO of Centric has commented:

"Centric has managed to conclude a financial year of solid profitability, achieving in the last quarter even to contain the decrease of the turnover. We are very satisfied that within adverse economic environment. We are still able to produce value and to improve our performance. We keep on trying at reinforcing the portfolio of our participations, further improving of the efficiency of our operations, being always oriented towards the development of the current services of the group through product offering and geographic diversification.

FY 2012 FIGURES:

FY 2012 Consolidated financial results			
<i>Amounts in 000 €</i>	FY 2012	FY 2011	Δ% 2012 vs. 2011
Sales	504,028	567,041	-11.1%
Gross Profit	9,177	12,803	-28.3%
(%)	1.8%	2.3%	
EBITDA	4,493	3,231	39.1%
(%)	0.9%	0.6%	
EBIT	4,199	2,894	45,1%
(%)	0.8%	0.5%	
EATAM (before impairment in 2011)	3.018	189	1496,8%
(%)	0.9%	0,03%	
EATAM (after impairment in 2011)	3.018	-12.821	N.A.
(%)	0.6%	-2.3%	