


Final results HY 1 2015


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Final results HY 1 2015


 **Revenue** HY1 2015 is 4% above HY1 2014 on continued operations; Operating EBITDA significantly below last year, mainly as a result of CHF FX effect of EUR 1.7 million and increase in marketing spent costs of EUR 3.7 million;

 Revenue: EUR 54.7 million

 Operating EBITDA: EUR 4.1 million
EAT: EUR 14.3 million

 **Travel Segment:** EUR 54.6 million (+4%), EBITDA: EUR 7.0 million (-45%); HC with 7% growth in revenue, CHF FX effect HY1 2015: EUR -1.7 million, marketing spent up EUR 4.4 million; Zoover with slight decrease in revenue and decrease in earnings (as planned)

 **Other/Holding segment:** EBITDA: EUR -5.4 million as a result of various negative one-off effects in HY1 2015

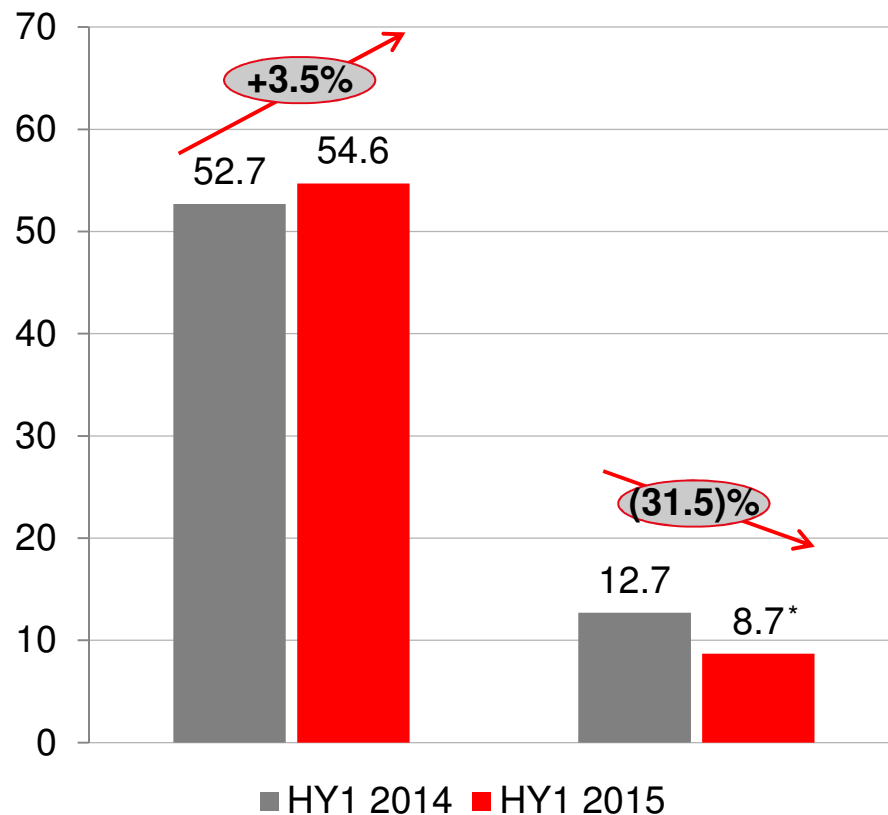
 **Discontinued operations:** Tomorrow Focus Publishing sold as of 30 April; Subscription segment dissolved; jameda and organize.me held for sale; EAT HY1 2015 of discontinued operations: EUR 17.3 million

Segments

HY1 2015: Travel segment

Revenue + EBITDA HY1 2015 vs HY1 2014

In EUR million



* Adjusted for CHF FX effect of EUR 1.7 million

Segment development

- HY1 2015: travel markets in DACH with (1) slight growth in bookings in Q1 and stagnation in Q2, (2) increased competition and record marketing spent, (3) all together resulting in high marketing spent. Benelux with flat market in HY1 2015.
- Travel segment with growth in revenue (+3.5%) and decrease in EBITDA (-44.5%) or by CHF FX adjusted EBITDA (-31.5%).
- HolidayCheck with stable market share in DACH and single-digit revenue growth (+6.6%); higher marketing invest (EUR 4.4 m.), negative CHF FX effect (EUR 1.7 m.), redundancy payments (EUR 0.5 m.) and advisory costs (EUR 0.5 m.).
- Zoover with slight decrease in revenue and decrease in earnings as a result of platform clean-up to increase the customer relevance with less ads on website.

HY1 2015: Product development

HolidayCheck:

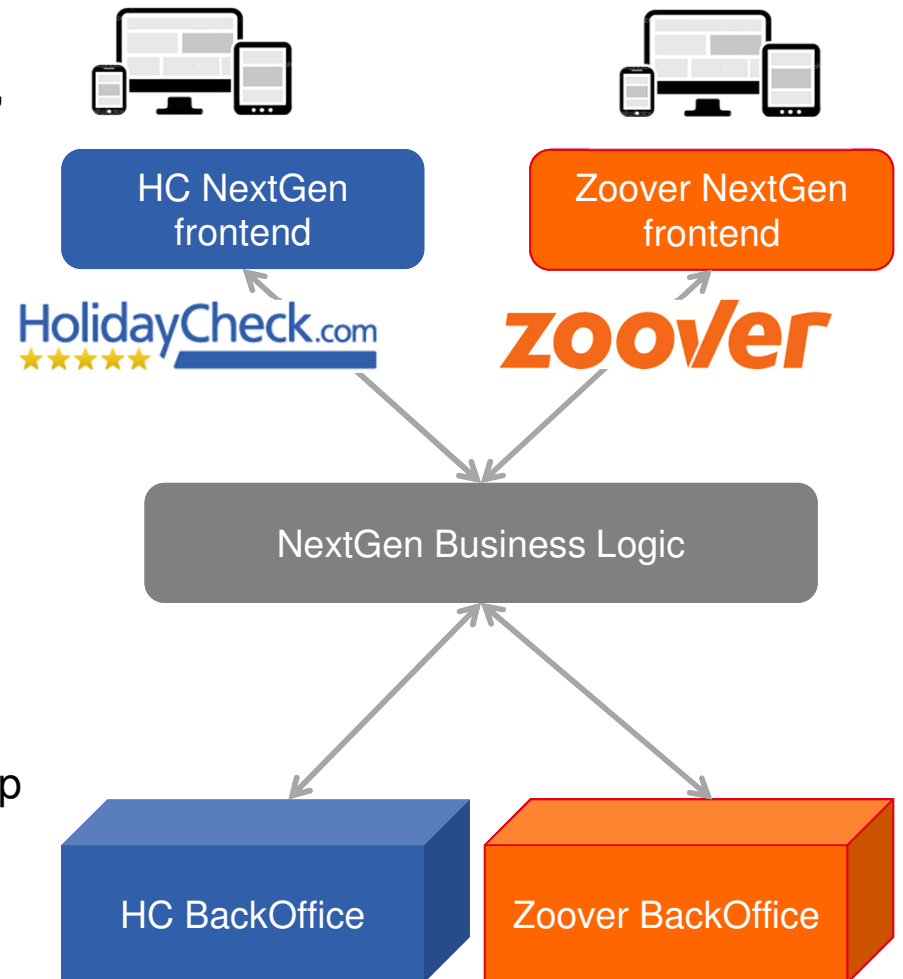
- Start rollout of NextGen Technology, done for Mobile, ongoing for Desktop
- New NextGen connectivity platform live with better conversion in booking funnel
- Start Implementation of Big Data Platform

Zoover:

- Staffing product organization (IT, product, UX)
- Switch to new technology stack to enable platform migration

What's next:

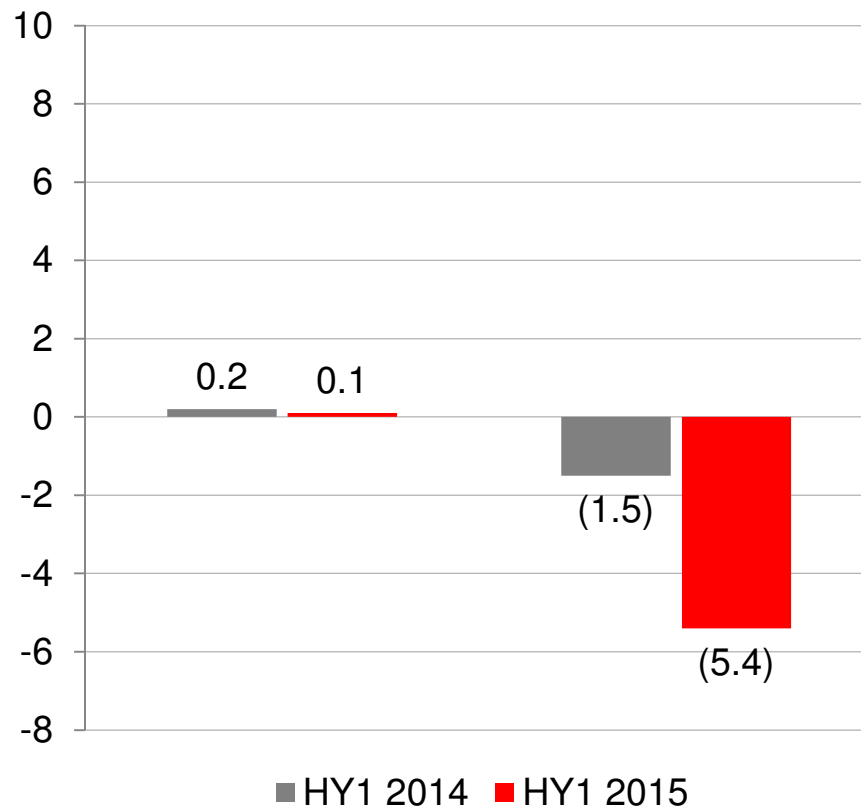
- Continue rollout of NextGen to HolidayCheck Desktop
- Finalize Version 1.0 of Big Data platform until Q4/2015
- Start implementation of NextGen frontend for Zoover



HY1 2015: Holding/Other segment

Revenue + EBITDA HY1 2015 vs HY1 2014

In EUR million



Segment development

- HY1 2014: positive one-off effect of EUR 1.6 million.
- HY1 2015: higher costs for strategy advisory (EUR -0.6 million), higher accruals for long-term incentive programs (EUR -1.2 million) and redundancy payments (EUR -0.5 million) lead to negative earnings effect.

HY1 2015: Discontinued operations – execution of new strategy with focus on travel is well on track

Former Publishing segment

- TOMORROW FOCUS Publishing: successful sale (as of 30 April 2015) lead to EUR +20.5 million one-off effect in Q2 2015

Former Subscription segment

- ElitePartner: Successful signing with buyer Oakley Capital on 8th of June, decision by the antitrust authorities is expected in October 2015; Held for sale according to IFRS, lead to valuation adjustment of EUR (2.6) million of goodwill in Q2 2015; sale will further lead to valuation adjustment of EUR (3) million of deferred taxes on loss carryforwards on group level in Q4 2015 (with deconsolidation)
- jameda: Held for sale according to IFRS; sales process supported by M&A advisor Altium Capital on track
- organize.me: Held for sale according to IFRS, lead to valuation adjustment of EUR (1.8) million of self developed software in Q2 2015; Sales process supported by M&A advisor Skillnet on track

Sales process jameda: All potential investors contacted – non-binding offers to be received until September 2nd



Project Conditions	
Advisor	
Qualification	Strong footprint in the TIME sector with relevant deals (incl. cross-border)
Objective	Search for strategic partner taking majority share up to 100%
Support	Full process support
Start	April 2015
Planned	December 2015

Fulfilled Milestones	
■ Project Setup	<input checked="" type="checkbox"/>
■ Preparation of Information Memorandum and Teaser	<input checked="" type="checkbox"/>
■ Creation of long list	<input checked="" type="checkbox"/>
■ Creation of short list	<input checked="" type="checkbox"/>
■ Distribution of Information Memorandum	<input checked="" type="checkbox"/>
■ Contact and appointment coordination	<input checked="" type="checkbox"/>
■ Preparation of data room	<input type="checkbox"/>
■ Conduction of management presentations	<input type="checkbox"/>
■ Non binding offers received	<input type="checkbox"/>
■ Due Diligence	<input type="checkbox"/>
■ Binding offers received	<input type="checkbox"/>
■ Contract negotiations	<input type="checkbox"/>
■ Signing	<input type="checkbox"/>

Sales process organize.me: Currently in talks with three potential investors in order to receive non-binding offers until CW 33



Project Conditions	
Advisor	SKILLNET
Qualification	Relevant experiences in TIME sector with specific app knowledge
Objective	Search for strategic partner taking majority share up to 100%
Support	Mainly creation of IM and steering of potential bidding process
Start	April 2015
Planned	Q4 2015

Fulfilled Milestones	
■ Project Setup	<input checked="" type="checkbox"/>
■ Preparation of Information Memorandum and Teaser	<input checked="" type="checkbox"/>
■ Creation of long list	<input checked="" type="checkbox"/>
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■ Distribution of Information Memorandum	<input checked="" type="checkbox"/>
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■ Preparation of data room	<input checked="" type="checkbox"/>
■ Conduction of management presentations	<input checked="" type="checkbox"/>
■ Non binding offers received	<input type="checkbox"/>

Next steps sales process organize.me:

- Synergy workshop with three potential investors to identify the potentials to achieve the business case
- Non binding offers expected in week 33

Financial KPI's

Group figures TOMORROW FOCUS AG (IFRS)*

	In EUR million	HY1 2015	HY1 2014	Change (in %)	Q2 2015	Q2 2014	Change (in %)
1	Revenue	54.7	52.9	+3.4	24.3	24.1	+0.8
2	Operating EBITDA Operating EBITDA margin	4.1 7.5%	9.7 18.3%	(57.7)	0.5 2.1%	4.5 18.7%	(88.9)
3	Depreciation	3.3	2.9	+13.8	1.6	1.4	+14.3
4	Op. EBIT EBIT margin	0.8 1.5%	6.8 12.9%	(88.2)	(1.1) (4.5)%	3.1 12.9%	-
5	Financial result	(0.6)	(2.4)	+75.0	(0.3)	(1.4)	+78.6
6	Op. EBT EBT margin	0.2 0.4%	4.4 8.3%	-	(1.4) (5.8)%	1.7 7.1%	-
7	Op. EAT of continued operations	(0.5)	2.3	-	(1.5)	0.6	-
8	EAT of discontinued operations	17.3	(4.3)	-	17.4	(0.3)	-
9	EAT	14.3	(0.6)	-	15.1	1.8	-
10	Op. EPS of continued operations (in EUR)	(0.01)	0.04	-	(0.03)	0.01	-
11	EPS (in EUR)	0.25	(0.01)	-	0,26	0.03	-

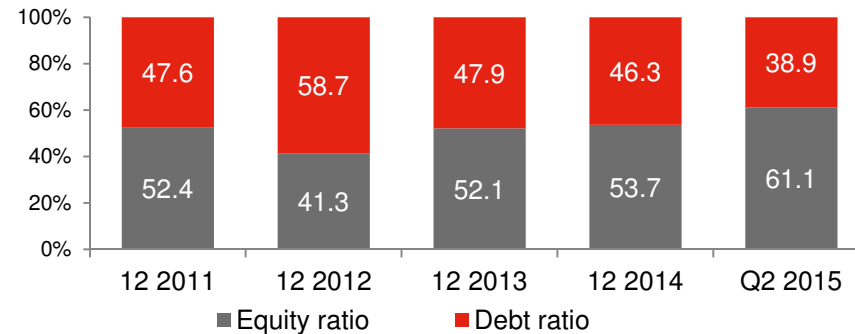
*operating earnings adjusted for:

income from sale of WebAssets: Q2 2014 EUR 1.6 million; long-term incentive programs: Q1 2015 EUR (1.6) million and Q2 2015 EUR 0.4 million; redundancy payments: Q2 2015 EUR (1.0) million; pension accrual adjustment: Q1 2012 EUR (0.1) million and Q2 2014 EUR 0.1 million, Q1 2015 EUR (0.1) million and Q2 2015 EUR (0.2) million

Sound balance sheet and debt structure

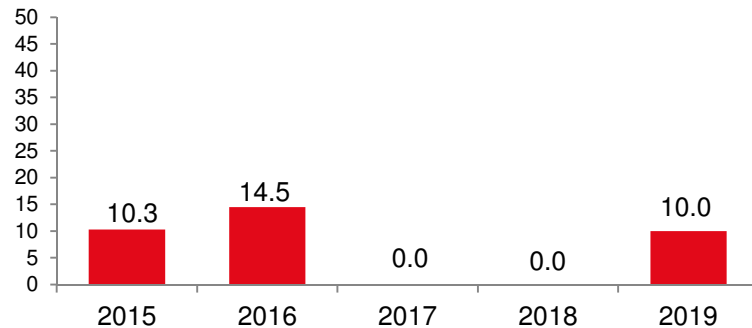
Equity ratio vs. debt ratio 2011 – Q2 2015

In percent



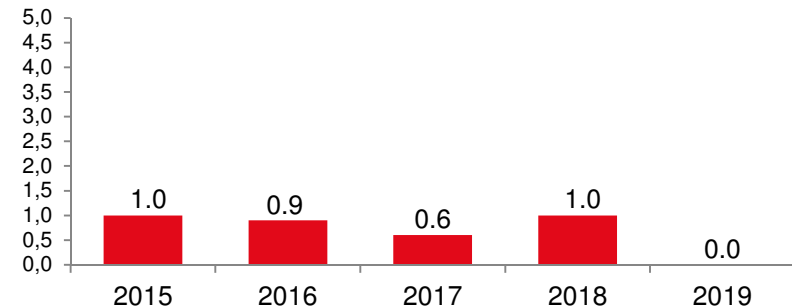
Maturity of bank loans 2015 - 2019

In EUR million



Earn-outs and put-calls 2015 - 2019

In EUR million



TOMORROW FOCUS AG with sound balance sheet and debt structure

Guidance FY 2015

New travel strategy:

- **Focus on sustainable accelerated growth in customer numbers and revenue** across the Travel segment operations in the German-speaking area (Germany, Austria and Switzerland) and the Benelux countries.
- **Scale up investment** over the next 18 months in a range of product and marketing campaigns designed to attract new and retain existing customers.
- **Objectives:**
 - Attract new target groups - in particular customers who are not yet making their holiday bookings online
 - Increase booking frequency with existing customers

The original forecast for the financial year of 2015 has been revised:

- Mid-to-high single digit revenue growth in percentage terms (comparative revenue generated in financial 2014: EUR 100.1 million)
- Operating EBITDA at least reaching the break-even point

Appendix

Financial calendar 2015*

Date	Event	Location
3 September 2015	db Access European TMT Conference	London, UK
23 September 2015	Berenberg & Goldman Sachs German Corp. Conference 2015	Unterschleißheim, Germany
6 November 2015	Publication of the 3Q 2015 interim report	Munich, Germany
24 November 2015	Corporate presentation at the German Equity Forum 2015	Frankfurt, Germany

* Provisional dates

Discontinued operations

Eliminated revenues of discontinued operations	HY1 2015	HY1 2014	Q2 2015	Q2 2014
Eliminated revenue	EUR 26.6 million	EUR 44.7 million	EUR 10.8 million	EUR 25.3 million
<i>French travel market</i>	<i>n/a</i>	<i>EUR 12.5 million</i>	<i>n/a</i>	<i>EUR 8.1 million</i>
<i>B2B business line</i>	<i>n/a</i>	<i>EUR 4.2 million</i>	<i>n/a</i>	<i>EUR 2.2 million</i>
<i>Publishing segment</i>	<i>EUR 10.3 million</i>	<i>EUR 12.2 million</i>	<i>EUR 2.7 million</i>	<i>EUR 7.2 million</i>
<i>Subscription segment</i>	<i>EUR 16.3 million</i>	<i>EUR 15.8 million</i>	<i>EUR 8.1 million</i>	<i>EUR 7.8 million</i>
Earning effects of discontinued operations	HY1 2015	HY1 2014	Q2 2015	Q2 2014
Operating EBIT of discontinued operations	EUR (2.9) million	EUR (3.9) million	EUR (3.0) million	EUR (0.2) million
<i>French travel market</i>	<i>n/a</i>	<i>EUR (2.1) million</i>	<i>n/a</i>	<i>EUR (1.0) million</i>
<i>B2B business line</i>	<i>n/a</i>	<i>EUR 0.3 million</i>	<i>n/a</i>	<i>EUR 0.2 million</i>
<i>Publishing segment</i>	<i>EUR 0.3 million</i>	<i>EUR (1.5) million</i>	<i>EUR 0.6 million</i>	<i>EUR 0.1 million</i>
<i>Subscription segment</i>	<i>EUR (3.2) million</i>	<i>EUR (0.6) million</i>	<i>EUR (3.6) million</i>	<i>EUR 0.5 million</i>
Deconsolidation effects	EUR 20.5 million	EUR 0.0 million	EUR 20.5 million	EUR 0.0 million
EAT of discontinued operations	EUR 17.3 million	EUR (4.4) million	EUR 17.4 million	EUR (0.3) million

Important one-off effects in 2014 & 2015

One-off impact	Effect 2014	Effect 2015e
PPA depreciation Tjingo, Zoover	EUR (2,1) million	EUR (1,5) million

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