

## **telegate announces financial results 2014:**

- **EBITDA before non-recurring effects at EUR 9.4 million**
- **In digital segment the contract termination rate decreased by 8 percent**
- **Further expansion of product portfolio**

Munich / Planegg, 19 March 2015 – telegate AG today announced that it generated an EBITDA before non-recurring effects of EUR 9.4 million (2013: EUR 12 million) in the past financial year 2014. With this result the company fully met the guidance of EUR 7 to 9 million, announced at the beginning of 2014. The EBITDA before non-recurring effects includes an amount of EUR 1.1 million caused by a different valuation of the digital segment's website production in the balance sheet. The revenues at group level added up to EUR 62.3 million (2013: EUR 72.3 million), whereas the digital business accounted for EUR 34.6 million (2013: EUR 35.3 million) and the directory assistance business (11 88 0\*) at EUR 27.7 million (2013: EUR 37 million). "In 2014, we internally laid important foundations for further growth from which we will benefit in the future. One first success was the contract termination rate's decrease by 8 percent. This year we will invest in a further expansion of our product portfolio in order to achieve a two-digit growth rate for revenues 2016 in the digital business segment", said Franz Peter Weber, telegate's Spokesman of the Board.

For the expansion of its product portfolio which focuses on small and medium-sized enterprises (SME), telegate also relies on the marketing offers of the Internet giants Google and Facebook. "Our in-depth experience in the German market combined with Google's and Facebook's enormous online coverage makes our product range a perfect match for German SME's. In the next weeks we will offer new attractive products especially for company founders, in order to lower the threshold for this target group", said Franz Peter Weber.

telegate's annual report 2014 can be downloaded at:

<http://www.telegate.com/investor-relations/english/reports.html>

telegate AG is the second-largest German service provider for regional advertising and directory inquiries. Via the [www.11880.com](http://www.11880.com) and [www.klicktel.de](http://www.klicktel.de) online directories, the corresponding smart phone and iPad apps as well as klicktel's software products, consumers can access contact details for private subscribers, business information and regional news. More than one million users in Germany access these online and mobile services each day, making them effective advertising platforms for businesses. In addition to prominently placed entries in the digital directories, telegate offers small and medium-sized enterprises numerous opportunities for marketing their products and services on the Internet via its telegate MEDIA subsidiary. Following the liberalisation of the telecommunications market at the end of the 1990s, telegate rapidly became Germany's second-largest provider of directory assistance services through the country's best known telephone number 11 88 0\*. With a market share of nearly 40 per cent, it is now the leading alternative provider of such services. telegate AG has around 1,000 employees at eight sites in Germany. The company's share is listed in the Prime Standard of the Frankfurt Stock Exchange.

\* EUR 1.99 per minute from a Deutsche Telekom landline. Other prices may apply to calls made from mobile networks. Text message inquiries are just EUR 1.99 (Vodafone D2 portion: EUR 0.12) in Germany.