

ACTUALS AND HEADLINES

Summary \$'000	CentralNic Total Group Q3 18	CentralNic Total Group Q3 19	Var	CentralNic Total Group YTD
Revenue	16,601	27,431	10,830	77,124
Margin	7,047	10,856	3,809	30,588
Margin %	42%	40%	(2)%	40%
OPEX (Excl. dpn & amort)	(4,590)	(6,985)	(2,395)	(17,475)
EBITDA exc. FX	2,458	3,871	1,413	13,113
EBITDA exc. FX %	15%	14%	(1)%	17%

- **Revenue** is favourable in Q3 19 by \$10.8M which is a combination of organic growth and acquisitions.
- **Gross margin** is (2)% adverse in Q3 19 predominantly driven by lower margin of the Hexonet Group.
- **Opex** is high in Q3 19 due to the inclusion of the new acquisitions, increased in staff costs, increased in rent due to change in headquarter and other expense streams related to the normal activity of the Group.
- **EBITDA** is favourable by \$1.4M in Q3 19 mainly driven by KeyDrive and the new acquisitions, notably TTP Wholesale, Hexonet Group and Ideegeo. The Group continues to trade in line with the high-end analyst expectations.

REVENUE AND GROSS MARGIN

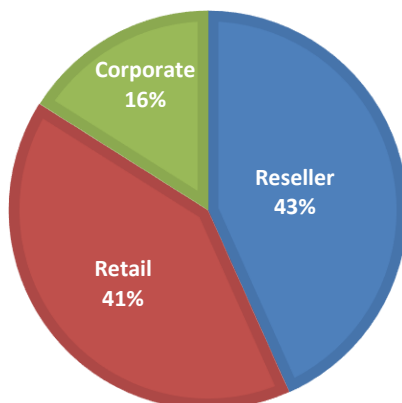
Summary \$'000	CentralNic Total Group Q3 18	CentralNic Total Group Q3 19	Var	CentralNic Total Group YTD
Reseller	8,686	16,470	7,784	41,979
Retail	6,137	8,868	2,731	28,637
Corporate	1,778	2,092	314	6,509
Revenue	16,601	27,431	10,830	77,124
Reseller	3,709	5,016	1,307	13,245
Retail	2,144	4,213	2,069	12,432
Corporate	1,194	1,627	433	4,910
Gross Margin	7,047	10,856	3,809	30,588
Reseller	43%	30%	-13%	32%
Retail	35%	48%	13%	43%
Corporate	67%	78%	11%	75%
Gross Margin	42%	40%	-2%	40%

Key variances in the Q3

- **Reseller** – Revenue is favourable by \$7.8M in Q3 19, mainly driven by KeyDrive (RRPproxy & PartnerGate) and the new acquisitions, notably TPP Wholesale and Hexonet Group. Lower gross margin in Q3 is driven by the partial impact of KeyDrive's performance and Hexonet Group.
- **Retail** – Revenue is favourable by \$2.7M in Q3 19 driven by KeyDrive (domaindiscount24 & Moniker) and Ideegeo, the newly acquired target. Gross margin reflected an increase of \$2.1M as a direct result of the revenue increased representing a gross margin of 48%.
- **Corporate** – Revenue is favourable by \$0.3M driven by the consistent performance in KeyDrive. Gross margin increased of \$0.4M reflects the increased in revenue and is due to the sale of high margin product.

Total revenue for Q3 19 is favourable by \$10.8M, mainly driven by organic growth and through acquisitions whilst gross margin % showed a slight decline of (2%) due to lower margin in Hexonet Group. Management is confident that the full year result should be around the top end of the current range of analyst forecasts.

GM YTD MIX



REVENUE YTD MIX

