

Interim Report

1st Quarter

Berlin, May 30th

2013

# YOC AG Interim Report 1st Quarter 2013

## Content

**1** S. 02

LETTER TO THE SHAREHOLDERS

2

S. 03

YOC AT A GLANCE

3

S. 04

INTERIM CONSOLIDATED MANAGEMENT REPORT

4

S. 11

INTERIM CONSOLIDATED FINANCIAL STATEMENTS

5

S. 21

FINANCIAL CALENDAR

6

S. 21

**IMPRINT** 



### Letter to the Shareholders

Dear Shareholders,

Ladies and Gentlemen,

The first quarter of 2013 began with numerous challenges for the YOC Group, which I will describe below. Let's start with the facts: YOC began 2013 with slightly declining revenues despite expected market growth of more than 50% in 2013. This is not good news. We still have a long way to go.

### Our operating business

We are very well positioned in England, Austria and Spain and are generating corresponding growth in these countries. Meanwhile in Germany and France, we have already started to reorganise. The Mobile Technology segment generated sales revenues of EUR 3.0 million in the first three months of the fiscal year, thus suffering a revenue decline of 12% compared to the previous year.

#### Our liquidity situation

One main area of focus for us has been to improve the liquidity situation. The capital increase that we performed in February 2013 was oversubscribed 2.8-fold, helping us to pay back loans upon maturity and to reduce tax liabilities.

Another capital increase approved in April 2013 was also fully placed.

### Extending our coverage

YOC was able to considerably expand its international publisher portfolio in Q1 2013. In the UK, Spain and Austria in particular, the company managed to renew cooperations with publishers who feature strong coverage and gain new partners such as Europapress and Kurier.at. In the domestic market of Germany, Tagesspiegel, Formel1.de and Android.de were added to an existing portfolio which already features established premium publishers such as barcoo, N24 and radio.de.

### Our prospects

Staff is one of the crucial issues in our company environment. We recruit talents and give our employees the opportunity to go on developing. The company is becoming leaner and faster as we are reducing hierarchy structures. We issue weekly, honest circulars to our employees, informing them about what we are working on. We aim to involve more and more persons in actively shaping the company.

We have been working on a new strategy for YOC since the day I took office. Our course is set for returning to growth at the same pace as the market. In addition to smartphones, YOC Media is concentrating on selling advertising inventory for tablets, where we will work on our video competence to become one of the main players in this segment. Our aim is to develop the tablet market into our core market.

We are also currently conducting test in international behavioural targeting and real time bidding, with the goal of monetising these areas as well. Additionally, we are working on gaining a foothold in promising fields like gaming, where 30% of user time in the mobile web is already spent. Here, we will present our corresponding product at dmexco.

We would like to emphasise the following: The main feature of the new strategy is a dynamic, productive, visionary and data-driven positioning of YOC Media. We have already seen results in Q1, for instance in the development of new ad formats. Existing customers such as Opel in particular are benefiting from YOC's innovative vision.

We are already seeing first positive results with the sale in Q2, meaning we are returning to the growth path. After having presented these promising prospects, I would like to close this letter by thanking you, our shareholders, for the trust you place in us. I am looking forward to continuing our exciting cooperation.

Yours sincerely

Dirk Freytag, CEO of YOC AG

## YOC at a Glance

	Q1/2013	Q1/2012	Change	Change in %
Revenue and earnings				
Total revenue	4,780	4,962	-182	-49
Germany	1,953	2,548	-595	-23
Other countries	2,827	2,413	413	17
Total	5,030	5,087	-57	-1
EBITDA	-1,565	-1,221	-344	-28
EBITDA - margin (in %)	-31%	-24%	n/a	n,
Earnings after taxes	-1,740	-1,055	-685	-65
Earnings per share (diluted in EUR)	-0.69	-0.51	-0.18	-35
Earnings per share (basic in EUR)	-0.70	-0.55	-0.15	-27
Employees				
Average number of employees*1	103	103	0	0
Number of employees at end of quarter	102	111	-9	-8
Total output per employee (in kEUR)	49	49	0	0
Revenue and earnings  Total revenue	3,008	3,403	-395	-12
	3,009	2.402	305	120
	· ·			
Germany	2,521	2,282	239	10
Germany Other countries	2,521 487	2,282 1,121	239 -634	
,	-	-		-57
Other countries	487	1,121	-634	-57 -14
Other countries  Total  EBITDA	487 3,221	1,121 3,733	-634 -512	-57 -14 19
Other countries  Total  EBITDA  EBITDA - margin (in %)	487 3,221 418	1,121 3,733 350	-634 -512 68	-57 -14 19
Other countries  Total  EBITDA	487 3,221 418 13%	1,121 3,733 350 9%	-634 -512 68 n/a	-57 -14 19 n, >100
Other countries  Total  EBITDA  EBITDA - margin (in %)  Earnings after taxes	487 3,221 418 13% 216	1,121 3,733 350 9% 37	-634 -512 68 n/a 179	-57 -14 19 n/ >100
Other countries  Total  EBITDA  EBITDA - margin (in %)  Earnings after taxes  Earnings per share (diluted in EUR)	487 3,221 418 13% 216 0.09	1,121 3,733 350 9% 37 0.02	-634 -512 68 n/a 179 0.07	-57 -14 19 n, >100
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Other countries  Total  EBITDA  EBITDA - margin (in %)  Earnings after taxes  Earnings per share (diluted in EUR)  Earnings per share (basic in EUR)  Employees  Average number of employees*1  Number of employees at end of quarter  Total output per employee (in kEUR)	487 3,221 418 13% 216 0.09 0.09 116 117 28	1,121 3,733 350 9% 37 0.02 0.02 121 111 31	-634 -512 68 n/a 179 0.07 0.07	-57 -14 -19
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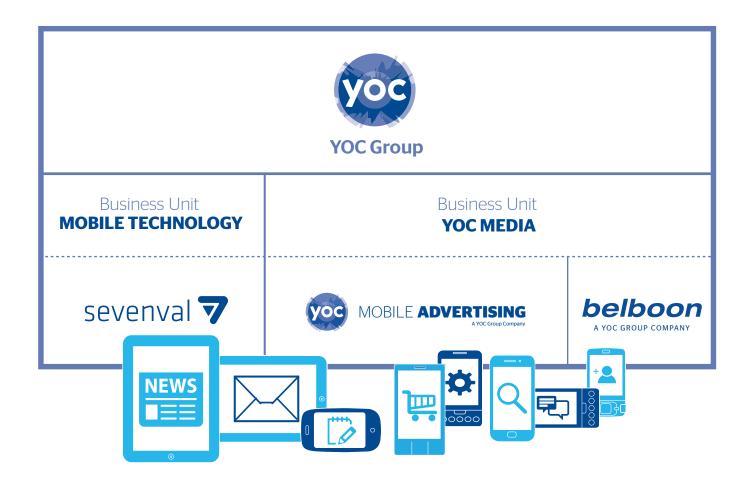
<sup>\*1</sup> Based on permanent employees.

<sup>\*2</sup> at 31/12/2012

<sup>•</sup> Where rounded figures are used, differences may occur due to commercial rounding.

# YOC AG Interim Report 1st Quarter

# Interim Consolidated Management Report (unaudited)



# The Company's Performance in the First Quarter of 2013

The YOC Group's total revenues sank by 7% to EUR 7.8 million in the period under review (Q1 2012: EUR 8.4 million). 61% thereof pertain to the Media segment (Q1 2012: 59%), while 39% are attributable to the Mobile Technology segment (Q1 2012: 41%).

The operating result of the YOC Group before depreciation and amortisation stood at EUR 1.1 million in the first three months of 2013.

Cash flow from operating activities came out to EUR 0.9 million.

The YOC Group's revenues in its international markets shrank slightly by 6% in the first three months of 2013 from EUR 3.6 million to EUR 3.3 million and still account for some 43% of total revenues, unchanged compared to the first quarter of 2012.

### **MEDIA**

### Mobile Advertising

In the mobile advertising business area, YOC Group markets the mobile internet portals and applications of media companies, publishing groups and independent portal operators as well as the applications for internet-enabled end devices and monetises these. Throughout the course of targeted mobile marketing, YOC works particularly closely with media and advertising agencies, and directly with advertising companies from the consumer goods, services and financial industries.

It is operated on a CPM (cost per mille), reach and performance basis. YOC offers its customers the complete spectrum of mobile marketing solutions. With a portfolio of several hundred international publishers, YOC Group has the largest premium media network in Europe. Premium pages such as The Sun, krone.at, MTV and Europa Press are marketed at a fixed price.

With its YOC Media Network, YOC offers classic banner formats, video ad formats to monetise video content and interactive rich media advertising formats, which proactively involve users and thus contribute to positive brand building. Premium-based campaigns focus above all on branding and image, but also factor in the advertiser's awareness targets. To achieve these objectives and create maximum visibility media agencies nowadays use high-profile rich media advertising formats such as the YOC Touch and Play Ad, which provokes a high user-engagement.

### **Affiliate Marketing**

Within the YOC Group, the subsidiary belboon GmbH (former belboon-adbutler GmbH) represents the performance marketing network belboon. With about 1,300 partner programmes and 65,000 active publishers from 30 countries, belboon belongs to the top three affiliate networks on the German speaking market. It includes online and mobile marketing, which is operated on a performance-based pricing model. Publishers and advertisers can thus benefit from significant synergy effects due to a purely performance-based pricing model and enormous network reach. The expansion of international operations of belboon is focused on the French market in particular. A constantly increasing reach in Europe is part of the aims of the network in the sense of a physical growth.

An affiliate network provides an independent internet-based platform, which acts as a marketplace for advertisers, merchants and sales partners. Therefore, belboon links the online advertising of advertisers to the advertising space of publishers. The portfolio of services offered by the affiliate network provides its customers with marketing solutions which are tailored to individual needs. These include retargeting, performance display advertising, SEO/ SEM, voucher code marketing, social media marketing, affiliate marketing, email marketing and mobile affiliate marketing.

The belboon affiliate network is responsible for the financial interactions between business partners and the administrative technology. This includes the tracking and classification of generated commissions via tracking technologies and the provision of sophisticated management and controlling platforms for advertisers and publishers. In line with the industry standards, belboon operates its services according to a performance-based pricing model, mainly based on generated sales and leads.

1st Quarter

### **MOBILE TECHNOLOGY**

The business unit Mobile Technology is mainly represented through the YOC subsidiaries Sevenval GmbH and Sevenal Ltd. With in-house developed technology mobile internet portals and applications are implemented and hosted and the necessary software licensed.

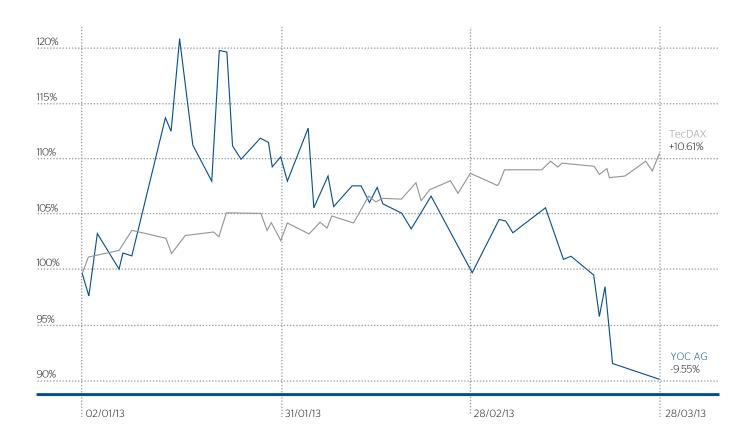
In this way, Sevenval offers to create individual mobile websites, with content that may partially or significantly differ from the customer's stationary internet website, as well as the automatic optimisation of stationary content for mobile end devices and is therefore able to react quickly to market innovations, for example tablets. The FIT Technology developed by Sevenval can adjust websites to the properties of devices, operating systems and browsers and enables the optimised conversion of existing online content for all internet-enabled devices.

As part of the concentration process on the business unit Media, the company decided during the second half of 2012 to dispose of its Mobile Technology business area, mainly consisting of its subsidiaries Sevenval GmbH and Sevenval Ltd. This decision remains valid and will be driven forward. The business area continues to work towards increasing recurring revenues and license income and focuses on licensing the Sevenval FIT software and implementing related solutions.



### The YOC Share

### YOC Share and TecDAX Performance Index developments



	YOC AG	TecDAX Performance Index
02/01/2013	8.48 EUR *1	842.7 Points
28/03/2013	7.67 EUR *1	932.1 Points
Change	-9.55%	+10.61%

Information on the listing	TecDAX Performance Index
Stock type	Domestic stock
Trading place	XETRA
Stock exchange segment	Prime Standard
Security identification number	593273
ISIN	DE0005932735
Number of shares as of 31/03/2013	2,600,000



### Development of net assets, financial position and results of operations

#### Revenue trend and total output

In the first three months of the 2013 fiscal year, the YOC Group's revenues decreased 7% from EUR 8.4 million to EUR 7.8 million.

Total output fell by 6% to EUR 8.3 million in the period under review.

#### Revenues by segment

In the Media segment, sales revenues dropped 4% or EUR 0.2 million to EUR 4.8 million in the first three months of the 2013 fiscal year (Q1 2012: EUR 5.0 million).

Revenue growth abroad was thus not able to fully compensate for over the previous year at 43%. the revenue decline in Germany. The revenue drop of 12% seen in the strategic decision to shut down the ubiyoo platform.

In England (+12%), Austria (+36%) and Spain (+35%), YOC saw pleasing revenue growth in the Media segment compared to the previous year, whereas the trend in France showed contrasting effects. Changes to the publisher portfolio caused YOC's revenues in France to drop 34% below the prior-year period.

The Media segment accounted for 61% of the YOC Group's total revenues in Q1 2013, up from 59% in Q1 2012.

lion). This revenue decline is attributable to the discontinuation of margin in Q1 2013. peripheral activities and phase-out of areas that are no longer part

of Mobile Technology's core business in the course of the strategic streamlining of the company focus.

#### Revenues by region

In the first quarter of the current fiscal year, the revenue trend in the YOC Group's international markets faced a slight decline by 6% to EUR 3.3 million (Q1 2012: EUR 3.6 million). This trend was caused above all by the drop in the Mobile Technology segment's revenues in the UK.

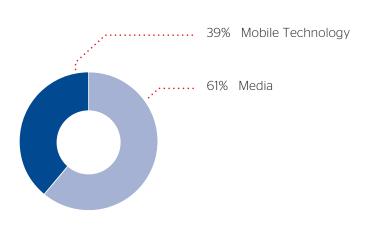
The share of revenues that were generated abroad is unchanged

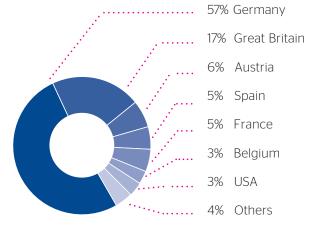
Q1 2013 in the domestic market of Germany is owed primarily to Sales revenues in the domestic market of Germany dropped from EUR 4.8 million in the prior-year period to EUR 4.5 million in the period under review.

#### Gross income

The positive gross margin trend in Q1 2013 was boosted in particular by the disproportionately strong decrease in expenses for goods and services in relation to the sales trend, which went down 19% to EUR 3.8 million (Q1 2012: EUR 4.7 million).

The Mobile Technology segment was able to further reduce the share of external resources in customer projects, meaning The Mobile Technology segment generated sales revenues of the gross margin improved significantly in this segment to 93% EUR 3.0 million in the first three months of the fiscal year, reflecting (Q1 2012: 76%). The closing of the low-margin Mobile Messaging a 12% drop in revenues compared to the previous year (EUR 3.4 mil-







The gross margin in the Media segment rose slightly to 29% EBIT, earnings after tax and net income (Q1 2012: 25%).

(Q1 2012: 47%).

#### Personnel expenses and personnel development

The YOC Group had a slight reduction of 5 in overall staff to 219 longer depreciated and according to IFRS 5. employees in the first three months of the 2013 fiscal year.

Personnel expenses climbed by kEUR 431 to kEUR 4,132 attributable mainly to compensation for severance payments and increased bonuses and commissions.

### Other operating expenses

Other operating expenses in the Group increased by EUR 0.2 mil- Cash-Flow lion to EUR 1.5 million (Q1 2012: EUR 1.3 million). Other operating expenses pertaining to continuing operations amounted to EUR 1.0 million (Q1 2012: EUR 0.8 million). Exchange rate effects and the use of external service providers in the field of research and As at the reporting date, the YOC Group's cash and cash equidevelopment each contributed EUR 0.1 million to expenses.

In the Mobile Technology segment, other operating expenses remained nearly unchanged at EUR 0.5 million.

total output in the period under review, up 3 percentage points year. compared to the prior-year period.

### **EBITDA**

Operating earnings before interest, tax, depreciation and amortisation in the YOC Group stood at EUR -1.1 million in the first three months of 2013 (Q1 2012: EUR -0.9 million). The EUR 0.2 million change over the prioryear period is attributable to the sales revenue decline in discontinued operations and products as well as peripheral activities.

EBITDA in the Media segment in the first three months of the fiscal year is slightly below the prior year period at EUR -0.6 million (Q1 2012: EUR -0.5 million).

The Mobile Technology segment generated a positive contribution of EUR 0.4 million to results (Q1 2012: EUR 0.4 million) in the period under review

Together with the expenses of the holding organisation in the amount 14%. of EUR -0.9 million (Q1 2012: EUR -0.7 million), the company's operating business suffered a loss overall in the first three months of 2013.

Given the significant reduction in depreciation and amortisation in Q1 2013 by 67% compared to the prior-year period, YOC reached an ope-For the company as a whole, the gross margin came out to 54% rating result before interest and tax at the prior-year level in the amount of EUR -1.3 million. The reduction in depreciation and amortisation in O1 2013 is based primarily on a lower basis due to the impairments in Q4 2012 and the fact that assets in discontinued operations are no

> The YOC Group's net income in Q1 2013 amounts to EUR 1.5 million. Tax expenses pertain nearly entirely to changes in deferred taxes.

> In contrast to the comparable prior-year period, there were no deferred tax assets recognized on tax loss carry forwards.

The following information refers to both continuing and discontinued operations:

valents amounted to EUR 0.9 million, up EUR 0.6 million since 31 December 2012.

Cash flow from operating activities stood at EUR -0.9 million (Q1 2012: EUR -0.4 million) in the first three months, thus basically reflecting the The other operating expenses of the Group accounted for 18% of business performance in the first three months of the current fiscal

> Cash flow from/used in investing activities amounted to EUR -0.2 million in the period under review. EUR -0.1 million thereof pertained to payments for investments in property, plant and equipment. Another EUR -0.1 million represent development costs in connection with the further development of technological platforms. Technological competitiveness is essential for the YOC Group's further growth and the expansion of the market position, which is why we pursue further development and new development of our software solutions and platforms in-house.

> Cash flow from financing activities in the amount of EUR 1.8 million resulted primarily from the capital increase in February 2013 with proceeds of EUR 1.8 million and the repayment of loan liabilities to banks as scheduled.

> As at 31 March 2013, the equity ratio of the YOC Group came out to

### Report on Risks and Opportunities

### Outlook

operating in a dynamic market, which naturally involves company and sector-specific risks as well as fiscal risks. These primarily include risks in connection with the market and the competitive environment, technological risks, personnel risks, planning risks, The company plans to use any opportunities that might arise in the organisational risks as well as financial and treasury risks. Such Media segment in the second quarter of 2013 and to continue its risks may arise from the Group's own entrepreneurial actions or from external factors. The YOC Group has taken measures to to see positive revenue momentum from this new strategy in the detect and reduce potential risks early on. For this purpose, a corresponding risk management system was set up. Within this system, risks are regularly recorded, evaluated and, if necessary, bidding and gaming towards the end of the year. continually monitored through a group-wide risk inventory.

The YOC Group's risk policy, which was enacted by the Management Board, has not changed and is a component of the company-wide policy seeking to achieve sustainable growth, an increase of company value as well as the long-term ensurance consciously takes on necessary risks under consideration of the risk/return ratio in order to make use of market opportunities and to be able to exploit the generated potential for success.

Due to the anticipatory risk controlling measures within the internal monitoring system, risks and opportunities can be detected and evaluated early on, meaning the company can promptly react to such risks and opportunities in an appropriate manner, thereby quaranteeing efficient control in the interest of the company's success. Measures to be taken in the scope of risk control are implemented by the operating units.

With cash and cash equivalents of EUR 0.9 million as at 31 March 2013, the company has a rather low liquidity reserve in relation to the company size. For this reason and to strengthen the equity base, the Management Board performed a capital increase in February 2013 that generated cash in the amount of EUR 1.8 million.

The YOC Group is an internationally oriented service provider YOC will continue to streamline the company's business focus. Therefore the management is further pursuing the sale of the Mobile Technology segment.

> steady growth, thus also improving company results. YOC expects further course of the year. The company aims to achieve effects from the planned monetisation of behavioural targeting, real time

> Revenue volumes and the profitability in the Mobile Technology segment are projected to rise and to show a positive performance

In the second quarter of the 2013 fiscal year, we anticipate a posiof the Group's continued existence. In this context, the company tive revenue performance and better earnings situation both at Group level and in the two segments active in operating business.

### YOC AG Interim Report 1st Quarter

## Interim Consolidated Financial Statements

(unaudited

# Consolidated Statement of Comprehensive Income

onsolidated Income Statement Q1 2013 (in EUR)	Media and Holding (continuing operations)	Mobile Technology (discontinued operations)	Total
Revenue	4,780,444	3,007,877	7,788,321
Own work capitalised	31,126	90,980	122,106
Other operating income	218,861	122,537	341,398
Total output	5,030,431	3,221,394	8,251,825
Expenses for goods and services	3,584,833	229,427	3,814,260
Personnel expenses	2,060,259	2,071,393	4,131,652
Other operating expenses	950,772	502,809	1,453,581
EBITDA	-1,565,433	417,765	-1,147,668
Deprication and amortisation expenses	147,076	0	147,076
EBIT	-1,712,509	417,765	-1,294,744
Financial income	247	0	247
Financial expenses	26,286	0	26,286
Financial result	-26,039	0	-26,039
ЕВТ	-1,738,548	417,765	-1,320,783
Income taxes	1,495	201,702	203,197
Net income	-1,740,043	216,063	-1,523,979
Earnings per share diluted	-0.69	0.09	-0.60
Earnings per share basic	-0.70	0.09	-0.61

Consolidated statement of comprehensive income Q1 2013 (in EUR)	Media und Holding (continuing operations)	Mobile Technology (discontinued operations)	Total
Net income	-1,740,043	216,063	-1,523,979
Unrealised gains from foreign currency translation	-6,874	5,665	-1,209
Total other comprehensive income	-6,874	5,665	-1,209
Total comprehensive income	-1,746,917	221,728	-1,525,188

The figures are not subject to an auditor's review.
 Manor calculations differences may occur due to commercial rounding of individual items and percentage values.

# Consolidated Statement of Comprehensive Income

onsolidated Income Statement Q1 2012 (in EUR)	Media and Holding (continuing operations)	Mobile Technology (discontinued operations)	Total
Revenue	4,961,934	3,402,972	8,364,906
Own work capitalised	59,189	122,019	181,208
Other operating income	65,548	208,323	273,871
Total output	5,086,671	3,733,314	8,819,985
Expenses for goods and services	3,798,018	898,663	4,696,681
Personnel expenses	1,752,108	1,948,074	3,700,182
Other operating expenses	757,332	536,758	1,294,090
EBITDA	-1,220,787	349,819	-870,968
Deprication and amortisation expenses	269,621	180,483	450,105
EBIT	-1,490,408	169,336	-1,321,073
Financial income	26,322	34	26,355
Financial expenses	73,604	991	74,595
Financial result	-47,282	-958	-48,240
ЕВТ	-1,537,691	168,378	-1,369,313
Income taxes	-482,981	131,162	-351,819
Net income	-1,054,710	37,216	-1,017,494
Earnings per share diluted	-0.51	0.02	-0.50
Earnings per share basic	-0.55	0.02	-0.53

Consolidated statement of comprehensive income Q1 2012 (in EUR)	Media und Holding (continuing operations)	Mobile Technology (discontinued operations)	Total
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### Consolidated Statement of Financial Position

EUR (condensed)	31/03/2013	31/12/2012 (audited)
sets		
Non-Current Assets	3,727,860	3,772,768
Property, plant and equipment	637,986	679,748
Goodwill	1,639,739	1,639,739
Intangible assets	739,316	756,613
Deferred tax assets	710,818	696,668
Current assets	18,169,928	19,288,287
Trade receivables	3,629,194	4,828,697
Other receivables	282,719	282,009
Tax assets	49,833	43,951
Securities	14,101	14,101
Cash and cash equivalents	864,342	235,737
Assets classified as held-for-sale	13,329,740	13,883,792
Total assets	21,897,788	23,061,056
uity and Liabilities		
Equity	3,020,389	2,702,56
Subscribed capital	2,600,000	2,380,00
Additional paid in capital	19,208,308	17,585,298
Retained earnings	-18,822,892	-17,298,913
Other comprehensive income from currency translation differences	85,292	86,50
Own shares	-50,319	-50,319
Non-current liabilities	1,133,623	404,999
Provisions	62,220	52,29
Loans and borrowings	712,687	(
Other liabilities	302,501	289,488
Other financial liabilities	26,430	35,67
Deferred tax liabilities	29,784	27,54
Current liabilities	17,743,776	19,953,489
Prepayments received	1,819,111	1,945,002
Trade payables	3,804,963	3,867,91
Loans and borrowings	2,721,720	3,493,677
Other liabilities	1,809,819	2,045,098
Other financial liabilities	3,653,720	4,288,505
Tax liabilities	0	157,91
Provisions	0	75,000
Liabilities associated with assets classified as held-for-sale	3,934,443	4,080,379
Total equity and liabilities	21,897,788	23,061,056

The figures are not subject to an auditor's review. Manor calculations differences may occur due to commercial rounding of individual items and percentage values.

### Consolidated Statement of Cash Flows

EUR	Q1 2013	Q1 2012	
Earnings after tax out of continuing operations	-1,740,043	-1,054,709	
Earnings after tax out of discontinued operations	216,063	37,216	
Depreciation, amortisation and impairments	147,076	450,105	
Taxes recognised in the income statement	203,197	-351,819	
Interests recognised in the income statement	-26,039	48,240	
Other non-cash income and expenses	21,801	47,854	
Cash-Earnings	-1,177,946	-823,112	
Result from disposal of assets	-852	4,347	
Changes in receivables and other receivables	1,813,869	429,721	
Changes in liabilities, prepayments received and other liabilities	-1,444,588	83,583	
Changes in provisons	-65,077	21,000	
Interests received	247	478	
Interests paid	-25,288	-51,032	
Income taxes paid	-42,018	-32,192	
Cash flow from operating activities	-941,653	-367,207	
Purchase of property, plant and equipment	-63,124	-386,269	
Purchase of intangible assets	-3,912	-1,050	
Outflow from development costs	-122,106	-181,208	
Cash flow from investing activities	-189,142	-568,527	
Inflows from capital increases	1,870,000	0	
Transaction costs related to issuance of new shares	-50,000	0	
Repayments of liabilities under finance lease	0	-9,949	
Repayment of bank loans	-62,500	-220,500	
Issuance of bank loans	0	900,000	
Cash-Flow from financing activities	1,757,500	669,551	
Net increase/decrease	626,705	-266,183	
Changes in cash and cash equivalents due to exchange rates	0	1,896	
Cash and cash equivalents at the beginning of the period	259,809	1,571,368	
Cash and cash equivalents at the end of the period	886,514	1,307,081	

The figures are not subject to an auditor's review.
Manor calculations differences may occur due to commercial rounding of individual items and percentage values.

### Consolidated Statement of Changes in Equity

in EUR	Subscribed capital	Additional paid in capital	Retained Earnings	Other comprehensive income from currency translation differences	Own Shares	Total
as of 01/01/2013	2,380,000	17,585,298	-17,298,913	86,501	-50,319	2,702,568
Net income		_	-1,523,979			-1,523,979
Currency translation diffenrences				-1,209		-1,209
Comprehensive income	0	0	-1,523,979	-1,209	0	-1,525,188
Issuance of subscribed capital	220,000	1,650,000				1,870,000
Stock option programme		16,480				16,480
Transaction costs including tax benefits		-43,470		-		-43,470
as of 31/03/2013	2,600,000	19,208,307	-18,822,892	85,292	-50,319	3,020,389
as of 01/01/2012	1,915,000	15,013,955	-5,955,498	58,237	-50,319	10,981,376
Net income			-1,017,493			-1,017,493
Currency translation diffenrences				5,488		5,488
Comprehensive income	0	0	-1,017,493	5,488	0	-1,012,006
Issuance of subscribed capital						0
Stock option programme		47,854				47,854
Transaction costs including tax benefits						0
as of 31/03/2012	1,915,000	15,061,809	-6,972,991	63,725	-50,319	10,017,225

No Shares are held by non-controlling Shareholders.

The figures are not subject to an auditor's review.
Manor calculations differences may occur due to commercial rounding of individual items and percentage values.

YOC AG Interim Report 1st Quarter

## Notes to the financial statements

### 1. General information

YOC AG with headquarters at Karl-Liebknecht-Straße 1, Berlin, Germany is an international service provider in the field of Mobile Technology (development of mobile internet portals and mobile marketing campaigns) and Media (marketing of media packages and advertising formats).

The stock of YOC AG is listed in the Prime Standard of the Frankfurt Stock Exchange under the identification number WKN 593273/ISIN DE 0005932735.

### 2. Principles for the preparation of the financial statements, accounting and valuation methods

### Principles for the preparation of the financial statements

Pursuant to Section 290 II of the German Commercial Code (HGB), YOC AG is obliged to prepare consolidated financial statements. The interim consolidated financial statements of YOC AG as at 31 March 2013 have been prepared pursuant to Section 315a of the HGB in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB), London, United Kingdom, and the interpretations of the International Financial Reporting Interpretations Committee (IFRIC), as applicable in the European Union (EU), in effect on the closing date of the financial statements. The interim consolidated financial statements of YOC AG as at 31 March 2013 thus comply with IFRS as mandatory in the European Union from 1 January 2013.

The condensed and unaudited interim consolidated financial statements of YOC AG were prepared in accordance with the provisions of the International Accounting Standard (IAS) 34.

At the end of July 2012, the YOC Group decided to further pursue the strategic streamlining of the company's business focus. Therefore, the Management Board of YOC AG resolved to sell the Mobile Technology segment. The affected segment has been therefore classified as discontinued operations pursuant to IFRS 5. The explanations in the Notes to the statement of financial position and the statement of comprehensive income therefore refer to the Media segment only, classified as continuing operations.

### Accounting and valuation methods

The financial reporting methods used for the preparation of the consolidated financial statements as at 31 December 2012 were taken as a basis for the preparation of the condensed interim consolidated financial statements of YOC AG.

### 3. Segment reporting

### Identification of the reportable segments

Segment reporting is based on the internal management structure. The Group organisation comprises the following reportable business segments:

### 1. Media

### 2. Mobile Technology (discontinued operations)

The following table shows the earnings in the individual segments. In accordance with the internal reporting structure, EBITDA is used as the measure of earnings:

	continuing operations	discontinued operations				
kEUR (condensed)	Media	Mobile Technology	Overhead	Consolidation	YOC Group	
Q1 2013						
External revenues	4,780	3,008			7,788	
Internal revenues	5	13		-18		
Total revenues	4,785	3,021	-	-18	7,788	
Own work capitalised	31	91			122	
Other operating income	219	123	••••		341	
Total output	5,030	3,221			8,252	
Cost of goods sold	3,585	229	•		3,814	
Personnel expenses	1,507	2,071	553		4,132	
Other operating expenses	553	503	398		1,454	
EBITDA	-614	418	-951		-1,148	
Q1 2012						
External revenues	4,962	3,403			8,365	
Internal revenues	682	583	-	-1,265		
Total revenues	5,644	3,986		-1,265	8,365	
Own work capitalised	59	122	•		181	
Other operating income	66	208	•		274	
Total output	5,087	3,733	•		8,820	
Cost of goods sold	3,798	899	***************************************		4,697	
Personnel expenses	1,379	1,948	373		3,700	
Other operating expenses	443	537	314		1,294	
EBITDA	-534	350	-687		-871	

3,934

FBITDA is reconciled to net income as follows:

Reconciliation (in kEUR )	Q1/2013	Q1/2012
EBITDA	-1,565	-1,221
Depreciation	-147	-269
Financial Result	-26	-47
Taxes	-1	483
Net income from discontinued operations	216	37
Net income	-1,524	-1,017

### 4. Notes to the statement of financial position

The following information pertains exclusively to the segment that is classified as continuing operations:

### Equity

In February 2013, YOC AG performed a capital increase for 220.000 6. Discontinued operations bearer shares with a calculated share of EUR 1.00 per share of the The Mobile Technology segment has been classified as disconcapital stock to strenghten the equity base. The share were issued at EUR 8.50 each.

### Loans

The YOC Group was unable to fulfil the financial covenants of the lending banks as at 31 December 2012. In March 2013, before the consolidated financial statements for 2012 were published, the lender declared in writing that they would waive their right of termination resulting from the breach of covenants until presentation of the consolidated financial statements for 2013. Therefore, the loans are shown with their contractually agreed maturities as at 31 March 2013.

YOC AG has a credit line granted by its commercial bank in the amount of kEUR 1,000. kEUR 958 of the credit line had been drawn as at 31 March 2013. The credit line is subject to an interest rate of 2.69% p.a. as at 31 March 2013.

### 5. Notes to the cash flow statement

The following information refers to both continuing and discontinued operations:

As at the reporting date, the YOC Group's cash and cash equivalents amounted to kEUR 887, up kEUR 627 since 31 December 2012.

Cash flow from operating activities stood at kEUR 942 (Q1 2012: kEUR 367) in the first three months, thus largely reflecting business performance in the first three months of the current fiscal year.

Cash flow from investing activities amounted to kEUR 189 in the period under review. kEUR 63 thereof pertained to payments for investments in property, plant and equipment. Another kEUR 122 represented development costs in connection with the further development of technological platforms. Technological competitiveness is essential for the YOC Group's further growth and the expansion of the market position, which is why we pursue further development and new development of our software solutions and platforms in-house.

Cash flow from financing activities in the amount of kEUR 1,758 results primarily from the capital increase in February 2013 with proceeds of approximately kEUR 1,820 and the repayment of loan liabilities to banks as scheduled.

As at 31 March 2013, the equity ratio of the YOC Group came out to 14%

Liabilities associated with assets

classified as held for sale

tinued operations pursuant to IFRS 5.

The main components of the assets and liabilities in discontinued operations as at 31 March 2013 are as follows:

### Assets and liabilities

e discontinued operations (in TEUR)	
Property, plant and equipment	458
Goodwill	6,795
Intangible assets	2,867
Deferred Taxes	C
Trade receivables	2,935
Other assets	253
Cash and cash equivalents	22
ets classified as held for sale	13,330
ets classified as held for sale	13,330
ets classified as held for sale Provisions	13,330
	·
Provisions Deferred taxes	
Provisions Deferred taxes Advances received	1,044
Provisions  Deferred taxes  Advances received  Trade payables	1,044 599 49
Provisions	1,04

segment was valued at the lower of its previous carrying amount July 2013 based on current planning. and fair value in the financial statements as at 31 December 2012. The same figure was applied in the interim financial statements as The YOC AG Management Board will determine the subscription at 31 March 2013

Cash flows from discontinued operations are as follows:

Cash flows

from discontinued operations (in kEUR)	Q1/2013
Operating cash flow	862
Investing cash flow	-130
Financing cash flow	0
Cash flows from discontinued operations	732

### 7. Guarantees, contingent liabilities and similar obligations

The Group furnished a blanket assignment covering all YOC AG and Sevenval GmbH's domestic trade receivables as security for its existing liabilities to banks that amounted to kEUR 3,434 as at 31 March 2013. These had a value of kEUR 1,317 as at 31 March 2013.

For the pledge of the share in Sevenval GmbH in the scope of the shareholder loan that was granted after the reporting date, please refer to item 9.

### 8. Related party disclosures

No significant business transactions were performed with related companies or persons in the period under review. For the shareholder loan granted after the end of the reporting period, please refer to item 9.

### 9. Events after the interim reporting period

### Capital increases

Following significant events have occured between the end of the reporting period and the publication deadline of the interim consolidated financial statements:

In May 2013, YOC AG performed a capital increase for 258.500 bearer shares with a calculated share of EUR 1.00 per share of the capital stock to strenghten the equity base. The share were issued at EUR 5.00 each.

YOC AG announced in April 2013 that the agenda for the Annual General Meeting on 6 June 2013 will include a plan to a vote on raising up to EUR 2 million in nominal terms to strengthen the equity base with an ordinary capital increase for cash with subscription rights. The newly issued shares are to be fully entitled to dividends as from 1 January 2013.

Upon classification as assets held-for-sale, the Mobile Technology The capital increase for cash is to be performed in early to mid-

price, subscription ratio, number of shares to be issued and other details concerning the capital increase at a later date, subject to Supervisory Board approval.

#### Shareholder loan

At the end of April 2013, YOC AG was granted a shareholder loan by DIH Deutsche Industrie-Holding GmbH, Frankfurt am Main, Germany, in the nominal amount of kEUR 610 (amount paid out: kEUR 600). The loan is subject to an interest rate of 8.5% p.a. and due for repayment at the end of July 2013. YOC AG pledged its share in Sevenval GmbH, Cologne, to the lender as security.



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### Financial Calendar

### 06/06/2013

Annual General Meeting

### 29/08/2013

Publication of the Report of the first half 2013

### 29/11/2013

Publication of the Report of the 3rd Quarter 2013

Provisional dates. An updated version can be found at: http://ir.yoc.com

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The English translation of the interim report of the YOC Group is for convenience only. The German original is definitive.



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