

# FIRST QUARTER 2016 RESULTS Cirsa Gaming Corporation S.A. May 24, 2016

• For 1Q-2016, we report Ebitda of €98.5 million: increased 8.5% from 1Q-2015

Ebitda Mix	1Q	FY	1Q
by Country	2015	2015	2016
Spain	28.5%	29.4%	33.3%
Italy	4.7%	5.7%	3.3%
Argentina	18.4%	24.8%	21.5%
Panama	21.2%	17.0%	17.6%
Colombia	15.2%	13.6%	11.5%
Mexico	7.8%	5.8%	7.4%
Other	4.2%	3.7%	5.4%

# • As of March 31, 2016 our financial position is:

- o Total net debt of €990.2 million; increased €2.6 million from December 31, 2015
- o Cash of €134.1 million; increased €19.2 million from December 31, 2015
- Available revolving credit facilities of €75.0 million
- Net debt to Ebitda ratio stands at 2.6x; unchanged from December 31, 2015

On April 27, 2016, our subsidiary Cirsa Funding Luxembourg S.A. completed the issuance of €450 million of 5.75% Senior Notes due 2021. The proceeds from the issuance are being used to redeem (and repurchase in a tender offer) €450 million of remaining Senior Notes due 2018. All commissions, fees and other expenses associated with the issuance are being paid with available cash.

P&L Consolidated	F	irst Quarter	
Thousands of Euros	2015	2016	Dif.
Operating Revenues	445,557	450,662	5,105
Variable rent	-62,413	-61,979	434
Net Operating Revenues	383,144	388,684	5,540
Consumptions	-18,071	-16,403	1,668
Personnel	-69,979	-67,258	2,721
Gaming taxes	-135,461	-140,274	-4,813
External supplies & services	-68,850	-66,232	2,618
Depreciation, amort. & impairment	-50,382	-49,079	1,303
EBIT	40,401	49,437	9,036
Financial results	-21,782	-19,567	2,215
Foreign exchange results	-48	762	810
Results on sale of non-current assets	-1,473	-1,576	-103
Profit before Income Tax	17,098	29,056	11,958
Income Tax	-8,978	-13,969	-4,991
Minority interest	-7,927	-6,382	1,545
Net Profit	193	8,705	8,512
EBITDA	90,783	98,516	7,733

## First quarter of 2016 compared to first quarter 2015

Net operating revenues increased by 1.5% and Ebitda grew by 8.5% from 1Q-2015 due to the improvement in our Spanish slots, bingo and casino operations and the positive underlying performance across our Latam operations that, despite the depreciation of the Argentinean Peso (69.2%), the Colombian Peso (27.3%) and the Mexican Peso (18.8%) against the Euro, continued to show steady organic growth. Financial expenses decreased by 10.2% mainly due to the refinancing, in April 2015, of €450 million of Senior Notes due 2018 (8.75% coupon) with Senior Notes due 2023 (5.875% coupon). In 1Q-2016 we recorded €5.0 million of impairment losses. The write-off, which was charged against Depreciation, amortization & impairment, was in respect of Spanish slot route operations acquired prior to 2005.

Average Exchange Rates	YTD	YTD	Variation
One Euro equals:	Mar. 31, 2015	Mar. 31, 2016	
Argentina Peso	9.6904	16.3944	69.2%
Colombia Peso	2,780.5009	3,539.2593	27.3%
Costa Rica Colon	600.3176	601.4127	0.2%
Dominican Republic Peso	49.7190	50.6476	1.9%
Mexico Peso	16.6651	19.7977	18.8%
Morocco Dirham	-	10.8735	-
Panama US Dollar	1.1101	1.1064	-0.3%
Peru Nuevo Sol	3.4241	3.8065	11.2%

#### **Slots Division**

P&L Consolidated			
Thousands of Euros			
Operating Revenues			
Variable rent			
Net Operating Revenues			
Consumptions Personnel			
Gaming taxes			
External supplies & services			
Depreciation, amort. & impairment			
EBIT			
EBITDA			

First Quarter					
2015	2016	Dif.			
204,770	218,009	13,239			
-59,170	-58,872	298			
145,600	159,137	13,537			
-7,753	-8,587	-834			
-14,249	-14,767	-518			
-82,069	-89,700	-7,631			
-17,891	-18,341	-450			
-20,252	-24,980	-4,728			
3,386	2,762	-624			
23,638	27,742	4,104			

### First quarter of 2016 compared to first quarter 2015

Net operating revenues grew by 9.3% and Ebitda increased by 17.4% from 1Q-2015. The 1Q-2016 Ebitda contribution by country was as follows:

- Ebitda of Spanish operations increased by 25.9%: €24.3 million from €19.3 million in 1Q-2015 mainly due to a 10% net revenue growth and the implementation of productivity measures.
- Ebitda of Italian operations decreased by 20.9%: €3.4 million from €4.3 million in 1Q-2015 due to the increase of gaming taxes which impacted 1Q-2016 Ebitda by €1.5 million despite an 8% net revenue growth.

Slot Machines As of March 31			
Slot machines, Spain			
Slot machines, Italy			
VLTs, Italy			
Total			

2015	2016	Var. units	Var. %
28,098	28,191	93	0.3
10,899	10,085	-814	-7.5
2,527	2,560	33	1.3
41,524	40,836	-688	-1.7

<sup>(\*)</sup> As of January 1, 2016, the number of slot machines in Spain is reported in accordance to the number of gaming positions (i.e. some slot machines offer two or more gaming positions). 1Q-2015 figures have been adjusted in accordance with the new criteria.

## Projects & main operational issues

In Spain and Italy, together with the ongoing implementation of efficiency programs, we plan to continue with our strategy of highly selective acquisitions and the discontinuation of underperforming machines to increase the quality of our slot operations portfolio.

#### **Casinos Division**

P&L Consolidated			
Thousands of Euros			
Operating Revenues			
Variable rent			
Net Operating Revenues			
Consumptions			
Personnel			
Gaming taxes			
External supplies & services			
Depreciation, amort. & impairment			
EBIT			
EBITDA			

First Quarter						
2015	2016	Dif.				
179,587	173,838	-5,749				
-874	-942	-68				
178,713	172,896	-5,817				
-3,571	-3,258	313				
-38,426	-35,482	2,944				
-40,057	-35,292	4,765				
-37,812	-36,457	1,355				
-21,543	-20,805	738				
37,304	41,602	4,298				
58,847	62,406	3,559				

## First quarter of 2016 compared to first quarter 2015

Ebitda grew by 6.1% and Net operating revenues decreased by only 3.3% from 1Q-2015 despite the significant depreciation of the Argentinean Peso (69.2%) and the Colombian Peso (27.3%) against the Euro. Even with the adverse impact of the currency depreciations in Argentina and Colombia, we recorded steady organic growth in all our markets (including Argentina and Colombia) supported by, among other factors, the contributions from our most recent acquisitions in Costa Rica and Morocco.

		2015			2016			Variation	
As of March 31	Casinos	Slots	Tables	Casinos	Slots	Tables	Casinos	Slots	Tables
Panama	28	7,619	28	29	7,766	25	1	147	-3
Argentina	9	7,329	210	9	7,411	197	0	82	-13
Colombia	65	6,029	206	66	6,017	216	1	-12	10
Peru	13	1,915	47	13	1,978	45	0	63	-2
Costa Rica	7	1,122	20	7	1,065	21	0	-57	1
Dominican Republic	3	411	57	5	596	75	2	185	18
Spain	4	279	37	4	295	47	0	16	10
Morocco	0	0	0	1	191	18	1	191	18
Total	129	24,704	605	134	25,319	644	5	615	39

# Projects & main operational issues

Our focus remains on the enhancement of our current casino operations supported by regular targeted marketing campaigns. The goal of our investment plan will be to upgrade our gaming offer, to expand our better performing halls, and to make selective acquisitions in our traditional and adjacent geographic markets.

**Bingo Division** 

P&L Consolidated	
Thousands of Euros	2015
Operating Revenues	50,191
Variable rent	-2,392
Net Operating Revenues	47,799
Consumptions	-2,254
Personnel	-9,555
Gaming taxes	-13,005
External supplies & services	-14,263
Depreciation, amort. & impairment	-9,126
EBIT	-404
EBITDA	8,722

First Quarter						
2015	2016	Dif.				
50,191	54,864	4,673				
-2,392	-2,165	227				
47,799	52,699	4,900				
-2,254	-2,493	-239				
-9,555	-10,353	-798				
-13,005	-15,006	-2,001				
-14,263	-13,872	391				
-9,126	-4,016	5,110				
-404	6,957	7,361				
8,722	10,973	2,251				

# First quarter of 2016 compared to first quarter 2015

Net operating revenues grew by 10.3% and Ebitda increased by 25.8% from 1Q-2015 despite the depreciation of the Mexican Peso (18.8%) against the Euro. The Ebitda contribution by country was as follows:

- Ebitda of Spanish operations increased by 133.4% to €3.5 million from €1.5 million in 1Q-2015 following the positive trend that started in early 2015 due to increased visits, higher expenditures per visit and the effects of operating efficiencies, including the discontinuation of one hall.
- Ebitda of Mexican operations increased by 4.2% to €7.5 million from €7.2 million in 1Q-2015. In Mexico, the depreciation of the Mexican Peso against the Euro (18.8%) was offset by the strong performance of our halls and the impact of operating efficiencies, including the discontinuation of two underperforming halls.

Bingo Halls As of March 31	
Spain	
Mexico	
Italy	
Total	

2015	2016	Var.
39	38	-1
20	18	-2
12	12	0
71	68	-3

# Projects & main operational issues

In Spain, our focus is on increasing our customer base and daily visits through the implementation of proactive marketing and sales programs. In Mexico, we plan to expand our better performing halls and increase our table games offer.

**B2B Division** 

DZD DIVISION			
P&L Consolidated	First Quarter		
Thousands of Euros	2015	2016	Dif.
Operating Revenues	26,715	24,670	-2,045
Variable rent	0	0	0
Net Operating Revenues	26,715	24,670	-2,045
Consumptions	-11,935	-11,770	165
Personnel	-4,976	-4,997	-21
Gaming taxes	-312	-260	52
External supplies & services	-5,053	-4,324	729
Depreciation, amort. & impairment	-1,188	-940	248
EBIT	3,251	2,379	-872
EBITDA	4,439	3,319	-1,120

#### First quarter of 2016 compared to first quarter 2015

Net operating revenues decreased by 7.7% and Ebitda decreased by 25.2% due to the continuing soft demand for slot machines in Spain. We have maintained our leadership position in the Spanish AWP slot machines market (above 50% market share) in a highly competitive market where customers are investing in refurbished kits rather than in new machines. This factor, combined with tighter credit scoring policies has, as expected, continued to negatively impact our operating revenue.

#### Projects & main operational issues

We will continue with our cost reduction initiatives and leverage on our market leadership to support our sales of gaming kits: Cirsa's high market share facilitates sales in the kits & refurbishment market segment. R&D activities will continue to focus on profitable segments: all current programs being developed are intended to positively impact P&L.

**Structure & Adjustments** 

P&L Consolidated			
Thousands of Euros			
Operating Revenues			
Variable rent			
Net Operating Revenues			
Consumptions			
Personnel			
Gaming taxes			
External supplies & services			
Depreciation, amort. & impairment			
EBIT			
EBITDA			

First Quarter					
2015	2016	Dif.			
-15,706	-20,718	-5,012			
23	0	-23			
-15,683	-20,718	-5,035			
7,442	9,705	2,263			
-2,773	-1,658	1,115			
-18	-15	3			
6,169	6,762	593			
1,727	1,661	-66			
-3,136	-4,264	-1,128			
-4,863	-5,925	-1,062			

# Millions of Euros

CAPEX		
YTD March 31		
Slots		
Casinos		
Bingo		
B2B		
Structure		
Total		

2015	2016	Var.
12.2	14.3	2.1
13.5	15.2	1.7
1.9	2.7	8.0
1.1	0.6	-0.5
0.0	0.2	0.2
28.7	33.0	4.3

Of the  $\leqslant$ 33.0 million of capital expenditures for 1Q-2016, we estimate that 75% corresponded to maintenance expenditures and 25% to the expansion of our business.

#### Millions of Euros

Leverage	2015			2016	
12 Trailing Months	Mar-31	Jun-30	Sep-30	Dec-31	Mar-31
Ebitda	343.1	356.7	367.7	380.0	387.7
Net Interest Expense*	87.3	93.9	91.9	95.0	92.8
Cash & Cash Equivalents Total Debt	90.5 1,112.4	101.7 1,122.5	126.3 1,119.8	114.9 1,102.6	134.1 1,124.3
Total Net Debt	1,021.9	1,020.8	993.5	987.6	990.2
Total Net Debt to Ebitda	3.0x	2.9x	2.7x	2.6x	2.6x
Ebitda to Net Interest Expense	3.9x	3.8x	4.0x	4.0x	4.2x

<sup>(\*)</sup> Net interest expense does not include €11.3 million of premium paid in 2Q-2015 for the redemption of €450 million of Senior Notes due 2018

#### Millions of Euros

Financial Debt	2015			2016	
As of	Mar-31	Jun-30	Sep-30	Dec-31	Mar-31
Bank Loans	147.5	139.7	131.9	130.3	136.1
Capital Lease Agreements	13.4	11.6	10.0	11.1	9.8
Senior Notes	917.9	944.5	952.7	935.5	950.8
Gaming Tax Deferrals	6.6	2.4	2.4	2.7	6.5
Other Loans	26.9	24.3	22.8	23.0	21.1
Total Financial Debt	1,112.4	1,122.5	1,119.8	1,102.6	1,124.3
Cash & Cash Equivalents	90.5	101.7	126.3	114.9	134.1
Total Net Financial Debt	1,021.9	1,020.8	993.5	987.6	990.2

On April 27, 2016, our subsidiary Cirsa Funding Luxembourg S.A. completed the issuance of €450 million of 5.75% Senior Notes due 2021. The proceeds from the issuance are being used to redeem (and repurchase in a tender offer) €450 million of remaining Senior Notes due 2018. All commissions, fees and other expenses associated with the issuance are being paid with available cash.

As part of our ongoing efforts to manage our debt profile, we may from time to time repay, prepay or repurchase our existing indebtedness prior to its scheduled maturity.

Cash-flow Statement	YT	D March 31	
Millions of Euros	2015	2016	Dif.
Cash-flows from operation activities			
Profit before tax, as per the consolidated P&L accounts	17.1	29.1	12.0
Adjustments for non-cash revenues and expenses:	17.1	29.1	12.0
Depreciation, amortization and impairment	49.5	48.7	-0.8
Allowances for doubtful accounts & inventories	0.9	0.4	-0.5
Other	6.4	-2.0	-8.4
Financial items included in profit before tax:			
Financial results	21.8	19.6	-2.2
Foreign exchange results	0.0	-0.8	-0.8
Results on sale of non-current assets	1.5	1.6	0.1
Adjusted profit from operations before tax and changes in net operating assets	97.2	96.5	-0.7
Variations in:			
Receivables	-7.2	2.9	10.1
Inventories	-3.8	-1.4	2.4
Payables	4.2	-2.5	-6.7
Gaming taxes, payables	5.1	3.4	-1.7
Accruals, net	3.1	-6.2	-9.3
Cash generated from operations	98.5	92.7	-5.8
Income taxes paid	-15.1	-6.1	9.0
Net cash-flows from operating activities	83.4	86.6	3.2
Cash-flows used in / from investing activities			
Purchase and development of property, plant and equipment	-21.9	-25.9	-4.0
Purchase and development of intangibles	-6.8	-7.1	-0.3
Acquisition of participating companies, net of cash acquired	-26.6	-1.9	24.7
Net inflow / outflow current account with Nortia Business Corporation	2.0	-1.8	-3.8
Proceeds from the sale of assets	0.1	0.3	0.2
Other financial investments	-4.3	-27.3	-23.0
Interest received on loans granted & cash revenues from other financial assets	1.9	1.7	-0.2
Net cash-flows used in investing activities	-55.5	-62.0	-6.5
Cash-flows from / used in financing activities			
Proceeds from bank borrowings	262.4	316.2	53.8
Repayment of bank borrowings	-262.4	-310.4	-48.0
Issuance of bonds	0.0	0.0	0.0
Purchase / sale of bonds	0.0	-2.2	-2.2
Capital lease payments	-3.7	-0.6	3.1
Interest paid on financial debt	-5.1	-2.9	2.2
Dividends and other	-8.0	-5.5	2.5
Net cash-flows from / used in financing activities	-16.8	-5.3	11.5
Net variation in cash & cash equivalents	11.0	19.2	8.2
•	1.1	-0.1	-1.2
Net foreign exchange difference			
Net foreign exchange difference  Cash & cash equivalents at January 1	78.4	114.9	36.5

Consolidated Balance Sheet Thousands of Euros		
Assets		
Intangibles		
Goodwill		
Property, plant & equipment		
Financial assets		
Deferred income tax		
Total non-current assets		
Inventories		
Accounts receivable		
Financial assets		
Cash & cash equivalents		
Other		
Total current assets		
Total Assets		

31-Mar-15	31-Dec-15	31-Mar-16
31-Wai-13	31-260-13	31-Wai-10
442,416	408,617	394,159
140,628	112,762	106,840
625,523	501,585	467,951
170,871	185,969	183,366
88,015	90,674	87,134
1,467,453	1,299,607	1,239,451
16,745	14,241	15,659
239,219	181,235	184,833
52,652	61,151	87,793
90,484	114,920	134,110
16,052	8,554	14,232
415,152	380,102	436,627
1,882,606	1,679,709	1,676,078

Liabilities		
Share capital		
Share premium		
Reserves		
Cumulative translation reserve		
Consolidated result for the period		
Treasury stock		
Minority interest		
Total net equity		
Provisions		
Credit institutions		
Bonds		
Tax authorities		
Other creditors		
Deferred income tax		
Total non-current liabilities		
Credit institutions		
Bonds		
Accounts payable		
Other creditors		
Current income tax payable		
Total current liabilities		
Total equity & liabilities		

24,577	24,577	24,577
9,500	9,500	9,500
47,249	46,632	30,910
-157,786	-267,671	-303,217
193	-15,722	8,705
-184	-184	-184
256,379	246,852	249,961
179,928	43,985	20,253
18,205	28,842	28,903
111,822	96,361	99,375
891,019	930,214	927,702
732	1,803	1,652
38,578	36,464	34,839
179,462	146,305	137,909
1,239,818	1,239,989	1,230,380
49,141	45,015	46,602
26,882	5,306	23,054
156,716	137,867	125,970
188,958	178,892	189,726
41,163	28,655	40,092
462,860	395,735	425,444
1,882,606	1,679,709	1,676,078

#### DISCLOSURE REGARDING FORWARD-LOOKING STATEMENTS

This interim report of our results includes forward-looking statements. These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes," "estimates," "anticipates," "expects," "intends", "may," "will" or "should" or, in each case, their negative, or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this interim report and include statements regarding our intentions, beliefsor current expectations concerning, among other things, our results of operations, financial condition, liquidity, prospects, growth, strategies and the industry in which we operate.

By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. We caution you that forward-looking statements are not guarantees for future performance and that our actual results of operations, financial condition and liquidity, and the development of the industry in which we operate may differ materially from those made in or suggested by the forward-looking statements contained in this interim report. In addition, even if our results of operations, financial condition and liquidity, and the development of the industry in which we operate are consistent with the forward-looking statements contained in this interim report, those results or developments may not be indicative of results or developments in subsequent periods. Important factors that could cause those differences include, but are not limited to:

- · the impact of the effects of the economic downturn in Spain and other markets in which we operate;
- · risks associated with our other operations outside of Spain;
- · adverse developments in our Argentine business;
- · the actions of our counterparties in our strategic partnerships, joint ventures and alliances;
- impact of individual events or betting outcomes and the failure to determine accurately the odds at which we will accept bets in relation to any particular event or any failure of our risk management processes;
- our inability to block access to our online services by players in certain jurisdictions;
- our ability to comply with the current gaming regulatory framework and to adapt to any regulatory changes and increases in the taxation of gaming;
- · risks associated with unfavorable outcomes with respect to pending litigation;
- potential exposure to an unfavorable outcome with respect to pending litigation, which could result in substantial monetary damages:
- our ability to comply with on-line gaming rules and regulations;
- · our failure to keep current with technological developments in the on-line gaming market;
- our failure to comply with regulations regarding the use of personal data;
- · risks associated with hacker intrusion, distributed denial of service attack, malicious viruses and other cyber crime attacks;
- our ability to manage growth in our business;
- our ability to provide secure gaming products and services and to maintain the integrity of our employees in order to attract customers;
- competition from other companies in our industry and our ability to retain our market share;
- changes in consumer preferences in relation to our gaming offerings;
- our dependence on maintaining and enhancing our brand;
- · risks associated with a failure to detect money laundering or fraudulent activities of our customers or third parties;
- our dependence on credit card payment service providers and other financial institutions to process payments and handle cash generated by our business;
- · risks associated with a disruption of operations at our manufacturing facilities;
- risks relating to taxes;
- our dependence on our founder, principal shareholder and chairman, Manuel Lao Hernández;
- · risks associated with security issues in the countries in which we operate;
- · risks associated with terrorist attacks and other acts of violence or war;
- · risks associated with negative perceptions and negative publicity surrounding the industry in which we operate; and
- our significant leverage, which may make it difficult to operate our business.
- · our results of operations are impacted by fluctuations in foreign currency exchange rates

We urge you to read the sections of our 2015 Annual Report entitled "Risk Factors," "Operating and Financial Review and Prospects" and "Business" for a more complete discussion of the factors that could affect our future performance and the industry in which we operate. In light of these risks, uncertainties and assumptions, the forward-looking events described in this interim report may not occur.

We undertake no obligation to publicly update or publicly revise any forward-looking statement, whether as a result of new information, future events or otherwise. All subsequent written and oral forward-looking statements attributable to us or to persons acting on our behalf are expressly qualified in their entirety by the cautionary statements referred to above and contained elsewhere in this interim report and the Annual Report.