



Fourth QUARTER 2017 RESULTS
Cirsa Gaming Corporation S.A.
March 20, 2018

- For 4Q-2017, we report Ebitda of €106.6 million: increased 6.5% from 4Q-2016
- For the FY 2017 we report Ebitda of €427.0 million: increased 7.2% from FY 2016

Ebitda Mix by Country	FY 2016	FY 2017
Spain	36.2%	37.9%
Italy	4.8%	4.9%
Argentina	18.3%	17.5%
Panama	17.7%	16.7%
Colombia	12.1%	11.1%
Mexico	6.6%	7.4%
Other	4.3%	4.5%

- **As of December 31, 2017 our financial position is:**
 - Total net debt of **€948.7** million; decreased €12.3 million from September 30, 2017
 - Cash of **€181.2** million; decreased €3.5 million from September 30, 2017
 - Available revolving credit facilities of **€75.0** million
 - Net debt to Ebitda ratio stands at **2.2x**; improved from 2.3x of September 30, 2017

On February 21, 2018, Cirsa acquired a 50% interest in a slot operating company which operates 875 slot machines and 9 arcades (with 226 additional slot machines) in Spain. The total cash consideration was €18.5 million, which represents an Ebitda multiple of 4.6x, was funded with available cash. In accordance with International Financial Reporting Standards (IFRS), the results of the joint venture, which is co-managed by Cirsa, will be consolidated by the equity method: net profit will be recorded in “Financial results”.

CIRSA Gaming Corporation S.A.

P&L Consolidated <i>Thousands of Euros</i>	Fourth Quarter			YTD December 31		
	2016	2017	Dif.	2016	2017	Dif.
Operating Revenues	492,950	503,312	10,362	1,871,732	1,982,787	111,055
Variable rent	-69,938	-68,720	1,218	-258,913	-266,636	-7,723
Net Operating Revenues	423,012	434,592	11,580	1,612,819	1,716,151	103,332
Consumptions	-23,264	-18,005	5,259	-71,861	-75,824	-3,963
Personnel	-79,075	-79,334	-259	-291,011	-312,646	-21,635
Gaming taxes	-146,532	-152,984	-6,452	-570,600	-604,478	-33,878
External supplies & services	-74,029	-77,634	-3,605	-281,078	-296,184	-15,106
Depreciation, amort. & impairment	-48,321	-45,243	3,078	-228,684	-197,610	31,074
EBIT	51,791	61,392	9,601	169,585	229,409	59,824
Financial results	-20,642	-19,491	1,151	-92,465	-67,713	24,752
Foreign exchange results	-1,815	-3,203	-1,388	-1,529	1,681	3,210
Results on sale of non-current assets	-3,059	-1,699	1,360	205	-5,013	-5,218
Profit before Income Tax	26,275	36,999	10,724	75,796	158,364	82,568
Income Tax	-22,000	-16,839	5,161	-52,258	-61,851	-9,593
Minority interest	-1,286	-5,505	-4,219	-20,274	-25,685	-5,411
Net Profit	2,989	14,655	11,666	3,264	70,828	67,564
EBITDA	100,112	106,635	6,523	398,269	427,019	28,750

Fourth quarter of 2017 compared to fourth quarter 2016

Net operating revenues increased by 2.7% and Ebitda grew by 6.5% from 4Q-2016. Despite negative FX movements (depreciation of most local currencies against the Euro) and the negative impact of gaming tax increases in Italy, Argentina and Colombia, the improvement in our Spanish operations, the positive underlying performance across our Latam operations and the contribution from our latest acquisitions resulted in steady organic growth.

Average Exchange Rates <i>One Euro equals:</i>	YTD <i>Dec. 31, 2016</i>	YTD <i>Dec. 31, 2017</i>	Variation
Argentina Peso	16.5277	19.0700	15.4%
Colombia Peso	3,350.6546	3,363.9338	0.4%
Costa Rica Colon	608.8533	650.8521	6.9%
Dominican Republic Peso	50.8751	54.1385	6.4%
Mexico Peso	20.6694	21.4158	3.6%
Morocco Dirham	10.8687	10.9939	1.2%
Panama US Dollar	1.1032	1.1370	3.1%
Peru Nuevo Sol	3.7281	3.7000	-0.8%

Slots Division						
P&L Consolidated <i>Thousands of Euros</i>	Fourth Quarter			YTD December 31		
	2016	2017	Dif.	2016	2017	Dif.
Operating Revenues	235,946	242,767	6,821	892,512	929,207	36,695
Variable rent	-67,212	-66,000	1,212	-247,599	-256,114	-8,515
Net Operating Revenues	168,734	176,767	8,033	644,913	673,093	28,180
Consumptions	-9,330	-11,187	-1,857	-34,025	-38,705	-4,680
Personnel	-15,744	-16,949	-1,205	-61,460	-66,018	-4,558
Gaming taxes	-90,314	-93,051	-2,737	-354,762	-363,205	-8,443
External supplies & services	-19,894	-19,455	439	-78,580	-76,414	2,166
Depreciation, amort. & impairment	-11,680	-26,095	-14,415	-90,327	-103,714	-13,387
EBIT	21,772	10,030	-11,742	25,759	25,037	-722
EBITDA	33,452	36,125	2,673	116,086	128,751	12,665

Fourth quarter of 2017 compared to fourth quarter 2016

Net operating revenues grew by 4.8% and Ebitda increased by 8.0% from 4Q-2016.

The 4Q-2017 Ebitda contribution by country was as follows:

- Ebitda of Spanish operations increased by 15.3%: €29.4 million from €25.5 million in 4Q-2016, mainly due to the addition, and the corresponding synergies, of 1,483 slot machines to our portfolio.
- Ebitda of Italian operations decreased by 16.3%: €6.7 million from €8.0 million in 4Q-2016 due to the increase of €0.7 million of gaming taxes. On April 24, 2017, AWP gaming taxes increased from 17.5% to 19.0% and VLT gaming taxes increased from 5.5% to 6.0%.

Slot Machines <i>As of December 31</i>			Var.	Var.
	2016	2017	units	%
Slot machines, Spain	28,402	29,885	1,483	5.2
Slot machines, Italy	9,009	8,545	-464	-5.2
VLTs, Italy	2,578	2,565	-13	-0.5
Total	39,989	40,995	1,006	2.5

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 slot machines to increase the quality of our slot operations portfolio.

Casinos Division						
P&L Consolidated <i>Thousands of Euros</i>	Fourth Quarter			YTD December 31		
	2016	2017	Dif.	2016	2017	Dif.
Operating Revenues	186,829	198,442	11,613	733,866	792,615	58,749
Variable rent	-1,013	-1,017	-4	-4,011	-3,072	939
Net Operating Revenues	185,816	197,425	11,609	729,855	789,543	59,688
Consumptions	-4,263	-4,020	243	-15,233	-15,814	-581
Personnel	-43,448	-42,772	676	-157,605	-167,976	-10,371
Gaming taxes	-41,466	-46,059	-4,593	-156,583	-186,682	-30,099
External supplies & services	-40,023	-43,301	-3,278	-154,765	-168,093	-13,328
Depreciation, amort. & impairment	-34,054	-21,660	12,394	-126,245	-87,290	38,955
EBIT	22,562	39,613	17,051	119,424	163,688	44,264
EBITDA	56,616	61,273	4,657	245,669	250,978	5,309

Fourth quarter of 2017 compared to fourth quarter 2016

Net operating revenues increased by 6.3% and Ebitda grew by 8.2% from 4Q-2016. The increase of gaming taxes in Argentina and Colombia, which impacted our 4Q-2017 ebitda by approximately €9.0 million, and the depreciation of the Argentinean Peso (15.4%) and the US Dollar (3.1%) against the Euro was fully offset by strong revenue growth, the contribution from the newly acquired casinos in Peru and the implementation of mitigation actions and cost reduction initiatives.

As of December 31	2016			2017			Variation		
	Casinos	Slots	Tables	Casinos	Slots	Tables	Casinos	Slots	Tables
Panama	29	7,426	24	32	7,729	18	3	303	-6
Argentina	9	7,360	180	9	7,675	202	0	315	22
Colombia	64	5,847	216	66	6,285	244	2	438	28
Peru	13	1,973	45	30	4,253	44	17	2,280	-1
Costa Rica	7	957	19	8	873	27	1	-84	8
Dominican Republic	5	661	71	5	674	64	0	13	-7
Spain	4	303	41	4	295	41	0	-8	0
Morocco	1	187	19	1	190	19	0	3	0
Total	132	24,714	615	155	27,974	659	23	3,260	44

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 <i>Thousands of Euros</i>	Fourth Quarter			YTD December 31		
	2016	2017	Dif.	2016	2017	Dif.
Operating Revenues	54,783	58,398	3,615	215,653	230,245	14,592
Variable rent	-1,716	-1,950	-234	-7,305	-7,881	-576
Net Operating Revenues	53,067	56,448	3,381	208,348	222,364	14,016
Consumptions	-2,522	-2,870	-348	-9,966	-10,684	-718
Personnel	-10,287	-10,591	-304	-40,904	-43,668	-2,764
Gaming taxes	-14,446	-13,488	958	-58,056	-53,284	4,772
External supplies & services	-15,443	-15,763	-320	-57,327	-60,849	-3,522
Depreciation, amort. & impairment	-3,694	-5,888	-2,194	-15,410	-17,789	-2,379
EBIT	6,675	7,848	1,173	26,685	36,090	9,405
EBITDA	10,369	13,736	3,367	42,095	53,879	11,784

Fourth quarter of 2017 compared to fourth quarter 2016

Net operating revenues grew by 6.4% and Ebitda increased by 32.5% from 4Q-2016. The Ebitda contribution by country was as follows:

- Ebitda of Spanish operations increased by 34.2% to €5.5 million from €4.1 million in 4Q-2016 continuing the positive trend that started in 2015 and has been supported by the implementation of advanced retention and loyalty programs.
- Ebitda of Mexican operations increased by 30.2% to €8.2 million from €6.3 million in 4Q-2016 due to the strong performance of our halls, marketing productivity programs, and the contribution from two newly acquired halls in January and June 2017 which was partially offset by the 3.6% depreciation of the Mexican Peso against the Euro.

Bingo Halls <i>As of December 31</i>	2016	2017	Var.
Spain	38	37	-1
Mexico	18	20	2
Italy	11	12	1
Total	67	69	2

Projects & main operational issues

In Spain, we are actively working to enhance our offer in order to attract more customers, taking advantage of improved market conditions. As part of our continuous portfolio review, during the last 12 months, we have discontinued two underperforming halls and acquired one hall.

In Mexico we plan to continue to expand our best performing halls and are currently evaluating the acquisition of new halls in our target regions (similar to the two halls acquired during 2017).

B2B Division						
P&L Consolidated	Fourth Quarter			YTD December 31		
<i>Thousands of Euros</i>	2016	2017	Dif.	2016	2017	Dif.
Operating Revenues	27,134	27,677	543	97,038	109,630	12,592
Variable rent	0	0	0	0	0	0
Net Operating Revenues	27,134	27,677	543	97,038	109,630	12,592
Consumptions	-11,334	-12,296	-962	-41,252	-49,119	-7,867
Personnel	-5,199	-5,601	-402	-19,511	-20,184	-673
Gaming taxes	-270	-271	-1	-1,106	-1,145	-39
External supplies & services	-5,051	-5,444	-393	-18,961	-20,531	-1,570
Depreciation, amort. & impairment	-908	-1,045	-137	-3,720	-3,670	50
EBIT	4,372	3,020	-1,352	12,488	14,981	2,493
EBITDA	5,280	4,065	-1,215	16,208	18,651	2,443

Fourth quarter of 2017 compared to fourth quarter 2016

Net operating revenues increased by 2.0% and Ebitda decreased by 23.0% due to a lower contribution from systems (usually with higher margin) in sales mix. 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 slot machine 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 <i>Thousands of Euros</i>	Fourth Quarter			YTD December 31		
	2016	2017	Dif.	2016	2017	Dif.
Operating Revenues	-11,742	-23,972	-12,230	-67,337	-78,910	-11,573
Variable rent	3	247	244	2	431	429
Net Operating Revenues	-11,739	-23,725	-11,986	-67,335	-78,479	-11,144
Consumptions	4,185	12,368	8,183	28,615	38,498	9,883
Personnel	-4,397	-3,421	976	-11,531	-14,800	-3,269
Gaming taxes	-36	-115	-79	-93	-162	-69
External supplies & services	6,382	6,329	-53	28,555	29,703	1,148
Depreciation, amort. & impairment	2,015	9,445	7,430	7,018	14,853	7,835
EBIT	-3,590	881	4,471	-14,771	-10,387	4,384
EBITDA	-5,605	-8,564	-2,959	-21,789	-25,240	-3,451

Millions of Euros

CAPEX YTD December 31	2016	2017	Var.
Slots	56.9	66.8	9.9
Casinos	55.2	60.0	4.8
Bingo	14.5	22.3	7.8
B2B	3.9	6.6	2.7
Structure	0.4	0.3	-0.1
Total	130.9	156.0	25.1

Of the €156.0 million of capital expenditures YTD December 31, 2017, we estimate that 73% corresponded to maintenance expenditures and 27% to the expansion of our business (mainly slot operations in Spain).

<i>Millions of Euros</i>					
Leverage	2016	2017			
12 Trailing Months	Dec-31	Mar-31	Jun-30	Sep-30	Dec-31
Ebitda	398.3	405.8	413.4	420.5	427.0
Net Interest Expense	92.5	89.4	81.1	68.9	67.7
Cash & Cash Equivalents	174.1	187.8	166.1	184.7	181.2
Total Debt	1,138.8	1,141.5	1,114.3	1,145.7	1,129.9
Total Net Debt	964.7	953.7	948.2	961.0	948.7
Total Net Debt to Ebitda	2.4x	2.3x	2.3x	2.3x	2.2x
Ebitda to Net Interest Expense	4.3x	4.5x	5.1x	6.1x	6.2x

<i>Millions of Euros</i>					
Financial Debt	2016	2017			
As of	Dec-31	Mar-31	Jun-30	Sep-30	Dec-31
Bank Loans	118.7	115.5	110.5	105.2	101.1
Capital Lease Agreements	9.0	7.5	6.0	7.3	6.1
Senior Notes	940.0	954.6	941.5	956.1	943.2
Tax Deferrals	56.4	49.9	43.8	40.9	41.7
Other Loans	14.7	14.0	12.5	36.2	37.8
Total Financial Debt	1,138.8	1,141.5	1,114.3	1,145.7	1,129.9
Cash & Cash Equivalents	174.1	187.8	166.1	184.7	181.2
Total Net Financial Debt	964.7	953.7	948.2	961.0	948.7

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 <i>Millions of Euros</i>	YTD December 31		
	2016	2017	Dif.
<i>Cash-flows from operation activities</i>			
Profit before tax, as per the consolidated P&L accounts	75.8	158.4	82.6
Adjustments for non-cash revenues and expenses:			
Depreciation, amortization and impairment	196.8	194.8	-2.0
Allowances for doubtful accounts & inventories	3.3	2.8	-0.5
Other	-6.8	-6.1	0.7
Financial items included in profit before tax:			
Financial results	92.5	67.7	-24.8
Foreign exchange results	1.5	-1.7	-3.2
Results on sale of non-current assets	-0.2	5.0	5.2
Adjusted profit from operations before tax and changes in net operating assets	362.9	420.9	58.0
Variations in:			
Receivables	-19.2	0.3	19.5
Inventories	-0.9	-1.1	-0.2
Payables	4.3	-8.9	-13.2
Deferred taxes, payables	53.7	-14.7	-68.4
Accruals, net	-8.1	-15.2	-7.1
Cash generated from operations	392.7	381.4	-11.3
Income taxes paid	-57.7	-50.6	7.1
Net cash-flows from operating activities	335.1	330.9	-4.2
<i>Cash-flows used in / from investing activities</i>			
Purchase and development of property, plant and equipment	-101.9	-108.6	-6.7
Purchase and development of intangibles	-29.0	-47.4	-18.4
Acquisition of participating companies, net of cash acquired	-24.7	-54.1	-29.4
Net inflow / outflow current account with Nortia Business Corporation	0.9	-0.9	-1.8
Proceeds from the sale of assets	4.2	8.9	4.7
Other financial investments	-10.9	-1.5	9.4
Interest received on loans granted & cash revenues from other financial assets	6.6	5.6	-1.0
Net cash-flows used in investing activities	-154.9	-198.0	-43.1
<i>Cash-flows from / used in financing activities</i>			
Proceeds from bank borrowings	2,009.7	1,631.2	-378.5
Repayment of bank borrowings	-2,022.2	-1,649.9	372.3
Issuance of Cirsa Senior Notes	447.6	0.0	-447.6
Repayment of Cirsa Senior Notes	-450.0	0.0	450.0
Purchase / sale of Cirsa Senior Notes	10.2	0.0	-10.2
Capital lease payments	-2.4	-2.4	0.0
Interest paid on financial debt	-84.6	-74.9	9.7
Dividends and other	-28.0	-25.6	2.4
Net cash-flows from / used in financing activities	-119.6	-121.5	-1.9
Net variation in cash & cash equivalents	60.5	11.5	-49.0
Net foreign exchange difference	-1.4	-4.3	-2.9
Cash & cash equivalents at January 1	114.9	174.1	59.2
Cash & cash equivalents at December 31	174.0	181.3	7.3

Consolidated Balance Sheet <i>Thousands of Euros</i>	31-Dec-16	31-Dec-17
Assets		
Intangibles	371,279	399,188
Goodwill	104,412	92,912
Property, plant & equipment	464,229	431,050
Financial assets	169,544	171,045
Deferred income tax	75,788	56,540
Total non-current assets	1,185,253	1,150,735
Inventories	15,319	17,753
Accounts receivable	188,181	185,693
Financial assets	69,595	63,514
Cash & cash equivalents	174,057	181,220
Other	7,405	16,569
Total current assets	454,557	464,749
Total Assets	1,639,810	1,615,484

Liabilities		
Share capital	24,577	24,577
Share premium	9,500	9,500
Reserves	30,910	34,174
Cumulative translation reserve	-307,187	-362,633
Consolidated result for the period	3,264	70,828
Treasury stock	-184	-184
Minority interest	250,955	236,679
Total net equity	11,835	12,941
Provisions	23,031	18,396
Credit institutions	78,375	37,927
Bonds	935,390	938,535
Tax authorities	38,284	25,353
Other creditors	30,430	38,217
Deferred income tax	130,640	121,222
Total non-current liabilities	1,236,148	1,179,650
Credit institutions	49,328	69,270
Bonds	4,654	4,615
Accounts payable	135,398	124,773
Other creditors	188,800	208,926
Current income tax payable	13,647	15,309
Total current liabilities	391,826	422,893
Total equity & liabilities	1,639,810	1,615,484

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, beliefs or 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 2016 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.