



Fyber N.V. published results for Q1 2020

36% growth of programmatic business in Q1 2020 year-over-year

Key Facts Q1 2020

- Revenue of €30.7 million, gross profit of €4.5 million
- Programmatic business grew by 36% in Q1 2020 compared to Q1 2019
- 38% growth in adjusted EBITDA to €-0.8 million
- Revenue growth driven by increased share of video advertising

Berlin, 29 May 2020 – Fyber N.V. (“Fyber” or the “Company”, FSE:FBEN), a leading advertising technology company, today published its financial results for the first quarter of 2020, confirming the preliminary figures published in April 2020.

The Company achieved revenue of €30.7 million (Q1 2019: €27.5 million) at an adjusted EBITDA of €-0.8 million (Q1 2019: €-1.3 million). The operational cost base was reduced by 17%, based on a decrease in expenses for sales & marketing as well as general & administrative.

The 12% year-over-year growth in the overall revenue during the first three months of 2020 was driven by a 36% increase in the programmatic business, which amounted to €19.6 million and made up 65% of total business. The development was based on the growth Fyber achieved with its full-screen ad units video and interstitials on the Fyber Marketplace.

The non-programmatic business – mainly consisting of Fyber’s rewarded ad format Offer Wall Edge – was negatively affected by a decline of the overall offer wall market during 2019. Fyber continues the initiatives launched last year to diversify its offer wall revenue base, minimize the impact from the changed market environment and return to growth within this format during 2020.

Fyber CEO Ziv Elul, commented: “Advanced programmatic trading remains our current growth engine and the future of the company. During the first quarter, we delivered on our product road map and successfully expanded our share of revenue from video advertising. We expect this trend to continue, as our innovation and sales efforts remain focused on this interactive high-value format. Despite the negative impact of COVID-19 on the overall market and our March performance, we still managed to deliver a solid year-over-year growth in revenue of 12% during the first quarter, driven by our programmatic business.”

The complete interim statement is available on the Fyber website under: <https://investors.fyber.com/reports-presentations>

Fyber N.V.

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Managing Directors: Ziv Elul, Dani Sztern, Yaron Zaltsman
Chairman of the Supervisory Board: Yair Safrai



Key Figures

<i>In € millions</i>	Q1			Full year
	2020	2019	Change YoY	2019
Revenue	30.7	27.5	12%	119.0
Cost of sales	-26.2	-22.6	16%	-99.5
Gross profit	4.5	4.9	-8%	19.5
EBITDA*	-0.8	-1.3	38%	-2.7

*Note: Unaudited, adjusted EBITDA excluding one-off impacts, not a measure calculated in accordance with IFRS.

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About Fyber

Fyber (Fyber N.V. and its subsidiaries) is a global technology company, developing a next-generation monetization platform for mobile publishers. Fyber combines proprietary technologies and expertise in mediation, real-time bidding, video advertising, and audience segmentation to create holistic solutions that empower app developers and mobile publishers to unlock the true value of their properties. Fyber has offices in Berlin, Tel Aviv, San Francisco, New York, London, Beijing, and Seoul employs more than 250 people. The Company is listed on the Prime Standard of Frankfurt Stock Exchange under the symbol 'FBEN'.

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