



PRESS RELEASE

TRADER MEDIA EAST LTD 2015 Financial Results (Unaudited)

Amsterdam, The Netherlands – March 8, 2016

Trader Media East Limited (“TME” or the “Group”), operating in Russia and CIS released today its fourth quarter (4Q) and full year (FY) financial results for 2015.

Financial Summary (IFRS)

(US\$ millions)	4Q15	4Q14	Change *	Org ch. **	2015	2014	Change *	Org ch. **
Revenue	3,9	12,6	(69,0%)	(65,3%)	21,4	63,3	(66,2%)	(50,2%)
Russia	2,7	9,8	(72,4%)	(69,1%)	15,7	51,8	(69,7%)	(53,3%)
CIS	1,2	2,8	(57,1%)	(47,4%)	5,7	11,5	(50,4%)	(34,7%)
Operating EBITDA	(0,4)	(0,7)	(42,9%)		(3,4)	(0,5)		
- Corporate Cost	(0,0)	(0,7)	(100%)		(0,4)	(1,0)	(60,0%)	
Consolidated EBITDA	(0,4)	(1,4)			(3,8)	(1,5)		
Net (loss)/profit from continuing operations	0,2	(42,7)			(13,6)	(64,2)		
Operating EBITDA Margin %	(12,1)%	(5,6)%			(15,0)%	(0,8)%		
Consolidated EBITDA Margin %	(12,1)%	(11,1)%			(18,9)%	(2,4)%		

(US\$ millions)	4Q15	4Q14	Change *	Org ch. **	2015	2014	Change *	Org ch. **
Online Revenue	2,2	5,7	(61,4%)	(48,3%)	11,6	25,2	(54,0%)	(50,2%)
Share of total revenue	66,7%	45,2%			54,2%	39,8%		

*Change: Change is calculated in USD terms.

**Organic change: Change in local currency terms, including only continuing operations.

TRADER MEDIA EAST LTD
Consolidated Balance Sheets
(In millions of US Dollars, unless otherwise stated)
(Unaudited)

	31 December 2015	31 December 2014
ASSETS		
Non-current assets		
Property, plant and equipment	0,8	1,8
Goodwill	32,2	42,7
Intangible assets	23,7	30,4
Investment in associates	-	1,1
Deferred tax assets	0,2	0,7
Total non-current assets	56,9	76,7
Current assets		
Inventories	0,1	0,2
Trade and other receivables	0,8	2,2
Cash and cash equivalents	0,6	2,2
Other current assets	0,9	2,2
Total current assets	2,4	6,8
Total assets	59,3	83,5

TRADER MEDIA EAST LTD
Consolidated Balance Sheets (continued)
(In millions of US Dollars, unless otherwise stated)
(Unaudited)

	31 December 2015	31 December 2014
EQUITY		
Capital and reserves attributable to equity holders of the company		
Share capital	9,6	9,6
Additional paid-in capital	696,8	696,8
Translation reserve	5,0	15
Accumulated losses	(743,8)	(730,3)
	(32,4)	(8,9)
Equity attributable to non-controlling interests	(0,1)	(0,1)
Total shareholders' equity	(32,5)	(9,0)
LIABILITIES		
Non-current liabilities		
Deferred tax liabilities	2,7	4,3
Total non-current liabilities	2,7	4,3
Current liabilities		
Financial liabilities - senior credit facility	37,7	38,4
Financial liabilities to non-controlling interests	-	7,7
Trade and other payables	3,5	3,1
Amounts due to shareholders	46,3	35,2
Current income tax liability	0,1	0,5
Other current liabilities	1,5	3,3
Total current liabilities	89,1	88,2
Total liabilities	91,8	92,5
Total liabilities and shareholders' equity	59,3	83,5

TRADER MEDIA EAST LTD
Consolidated Profit and Loss Statement
(In millions of US Dollars, unless otherwise stated)
(Unaudited)

	31 December 2015	31 December 2014
Continuing operations		
Revenue	21,4	63,3
Cost of sales	(11,8)	(32,7)
Gross profit	9,6	30,6
Marketing, selling and distribution expenses	(5,5)	(14,6)
General administrative expenses	(9,7)	(21,8)
Other expense, net	2,4	1,3
Operating (loss)	(3,2)	(4,5)
Share in profit of associates	(0,8)	0,1
Finance costs, net	(10,7)	(57,7)
(Loss) before income tax	(14,7)	(62,1)
Income/(expense) tax benefit	1,1	(2,1)
Net (loss) for the period from continuing operations	(13,6)	(64,2)
Discontinued operations		
Net (loss) for the period from discontinued operations	-	-
Net (loss) /profit for the period	(13,6)	(64,2)
Attributable to:		
Equity holders of the parent	(13,5)	(65,9)
Non-controlling interests	(0,2)	1,4
	(13,7)	(64,5)
Weighted average number of ordinary shares in issue (thousands)	60.000	52,849
Basic and diluted (losses) / earnings per share for the period attributable to the equity holders of the group (expressed in full US Dollar per share)	(0,223)	(1,247)

Forward-Looking Statements

Some of the statements in this document are forward-looking. Forward-looking statements include statements regarding the intent, belief and current expectations of Trader Media East or its officers *with respect to various matters. When used in this document, the words “expects,” “believes,” “anticipates,” “plans,” “may,” “will,” “should” and similar expressions, and the negatives thereof, are intended to identify forward-looking statements. Such statements are not promises or guarantees, and are subject to risks and uncertainties that could cause actual outcome to differ materially from those suggested by any such statements. Those factors include, but are not limited to, risks or uncertainties relating to our highly competitive industry, our dependence on advertising including print and online advertising, our ability to make and integrate acquisitions, our ability to obtain financing for acquisitions and other needs on terms acceptable to us, the uncertain operating environment created by political, economic and social conditions, including corruption, in some of the countries in which we operate, the currencies in which we do business, our ability to remit funds freely from the jurisdictions in which we operate, restraints on our operations resulting from minority holdings in some of our subsidiaries, our ability to manage foreign exchange exposures, our dependence on our management team and key personnel, our ability to attract and retain key sales staff, our content, our brands, our limited operating history of our online operations in the countries in which we do business, our inability to adapt to technological changes, as well as general economic and market conditions relating generally to emerging markets.*

These forward-looking statements speak only as of the date of this document. We expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement contained herein to reflect any change in our expectations with regard thereto or any change in events, conditions or circumstances on which any forward-looking statement is based.

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