

1 November 2011

Perform Group plc Q3 Interim Management Statement

Perform Group plc, the global market leader in the distribution and commercialisation of sports content across connected digital platforms, today issues its interim management statement for the three months ending 30 September 2011 ("the period").

Highlights

- On track to deliver 2011 revenue and EBITDA full year forecasts in line with the board's expectations.
- Year on year revenue growth of 55% to £27.4m (Q3 2010: £17.7m), with growth across all business areas.
- Quarter on quarter revenue growth of 17%.
- £98m of revenue contracted for full year 2011 and £78m of revenue contracted for full year 2012.
- Increase in Watch&Bet licensees to 34.
- Improved ePlayer headline sell through rate of 19%, increased total quarterly streams viewed to 985m and average monthly unique users to 86m.
- Launch of ePlayer in Japan, increasing the number of ePlayer territories to 19.
- Launch of Total College Sport product on the US ePlayer.

Oliver Slipper, Joint Chief Executive Officer, said:

"We are very pleased to report that our strong performance has continued through Q3, with further growth across all our businesses and geographies. We have continued to execute our strategy as illustrated by today's launch of Total College Sports in the US and the recent rollout of ePlayer in Japan. We are on track to deliver full year 2011 results in line with the board's expectations.

We are very excited about the launch of Total College Sports given the huge college sports fan base and the success we have achieved to date in the US market with the ePlayer.

The funds raised on listing give us a substantial platform to growth through acquisition and this pipeline remains promising.

As we look further out, our contracted revenues for full year 2012 are £78m, which gives us confidence that we are on track to deliver strong growth in 2012."

Conference call

A conference call for analysts and investors is being held today at 08:00

Dial-in: +44 (0)20 3140 0668

Passcode: 474981#

A replay facility will be available following the call for a period of 7 days

Replay dial-in: +44 (0)20 3140 0698
Replay passcode: 380204#

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Business Performance

Content Distribution

Year on year revenue growth of 60% to £17.4m (Q3 2010: £10.9m) with a strong performance across all products, in particular Watch&Bet. Headline KPIs for the quarter:

- Four new Watch&Bet license deals increasing the total number of licensees to 34 (30 September 2010: 23).
- 3,256 live Watch&Bet events streamed (Q3 2010: 2,436). 8,610 in the year to date and on track to deliver in excess of 10,000 events in the full year.

In addition, at period end the Group had 93 OMNISPORT licensees (30 September 2010: 33), 161 GSM licensees (30 September 2010: 102) and 47 Watch&Trade licensees (30 September 2010: 31).

	Quarter ended 30 September 2011	Quarter ended 30 June 2011	Quarter ended 31 March 2011
Watch&Bet licensees at quarter end	34	30	26
Watch&Bet live events streamed during the quarter	3,256	2,586	2,768
OMNISPORT licensees at quarter end	93	80	59
GSM data licensees at quarter end	161	147	136
Watch&Trade licensees at quarter end	47	44	42

Advertising & Sponsorship (video)

Year on year revenue growth of 214% to £1.8m (Q3 2010: £0.6m), with quarter on quarter growth of 31%. Strong start to Q4 with increasing revenues and improved sell through rates.

- Strong quarter in the United States and United Kingdom with the combined audience growing to 254 million streams and an improved sell through rate of 58%. Continued strong performance in October.
- Weaker quarter in FIGS (France, Italy, Germany, Spain) due primarily to seasonality in Southern Europe which saw total sold streams decline to 32 million. Total streams viewed declined to 407 million as we improved the quality of our advertising inventory by optimising the placement of the player, improving our click-to-play ratio and by removing the player from poor performing sites in Germany and France. We have already seen revenue and sell through rate improvement as a result of these changes in October.
- Across the rest of the world total streams increased to 324 million as we launched Japan and had strong growth in Korea and Turkey.

Headline KPIs for the quarter:

	Quarter ended 30 September 2011	Quarter ended 30 June 2011	Quarter ended 31 March 2011
Number of territories	19	18	17
Total for all territories			
Total streams (millions)	985	946	585
Total streams sold (millions)	188	170	85
Average monthly unique users (millions)	86	80	58
Sell through rate (%)	19%	18%	15%
United States and United Kingdom			
Total streams (millions)	254	223	130
Total streams sold (millions)	147	100	52
Average monthly unique users (millions)	27	25	17
Sell through rate (%)	58%	45%	40%
FIGS			
Total streams (millions)	407	463	257
Total streams sold (millions)	32	58	27
Average monthly unique users (millions)	24	29	19
Sell through rate (%)	8%	13%	11%
Rest of World			
Total streams (millions)	324	260	198
Total streams sold (millions)	9	12	6
Average monthly unique users (millions)	35	26	22
Sell through rate (%)	3%	5%	3%

Advertising & Sponsorship (display)

Year on year revenue growth of 81% to £1.9m (Q3 2010: £1.1m), with the majority of this growth due to the acquisition of Goal.com. Headline KPIs for the quarter:

- Average of 30 million monthly website unique users and over 330 million average monthly page impressions on Goal.com.

Subscription

Year on year revenue growth of 15% to £2.5m (Q3 2010: £2.1m). Headline KPIs for the quarter:

- 358,000 subscribers across the Group's web TV, smartphone application and SMS products (30 September 2010: 236,000).
- 26 LIVESPORT.tv channels live with new launches including channels for World Snooker, English Cricket Board (ECB) and IBAF Baseball World Cup.

	Quarter ended 30 September 2011	Quarter ended 30 June 2011	Quarter ended 31 March 2011
Total web TV, smartphone application and SMS subscribers at quarter end (thousands)	358	323	248
LIVESPORT.tv channels live at quarter end	26	25	14

Technology and production

Year on year revenue growth of 25% to £3.9m (Q3 2010: £3.1m). Significant new client wins in the quarter included Al Jazeera Sport and the Norwegian Professional Football League.

To assist in understanding these results included below are quarterly revenue comparatives for 2010 and 2011 to date.

2011

	Quarter to 30 September £'000	Quarter to 30 June £'000	Quarter to 31 March £'000
Content distribution	17,387	14,803	14,472
Subscription	2,461	2,233	2,173
Technology and production	3,857	3,192	3,043
Advertising and sponsorship (video)	1,799	1,377	881
Advertising and sponsorship (display)	1,901	1,827	1,091
Total	27,405	23,432	21,660

2010

	Quarter to 31 December £'000	Quarter to 30 September £'000	Quarter to 30 June £'000	Quarter to 31 March £'000
Content distribution	11,539	10,853	10,060	8,637
Subscription	2,315	2,134	1,823	1,755
Technology and production	3,577	3,076	2,709	2,319
Advertising and sponsorship (video)	648	572	909	841
Advertising and sponsorship (display)	938	1,052	833	839
Total	19,017	17,687	16,334	14,391

The above non-statutory consolidated revenue numbers have not been audited nor reviewed by the Group's auditors, Grant Thornton UK LLP.