

telegate Group

Munich, August 06, 2015



Agenda item

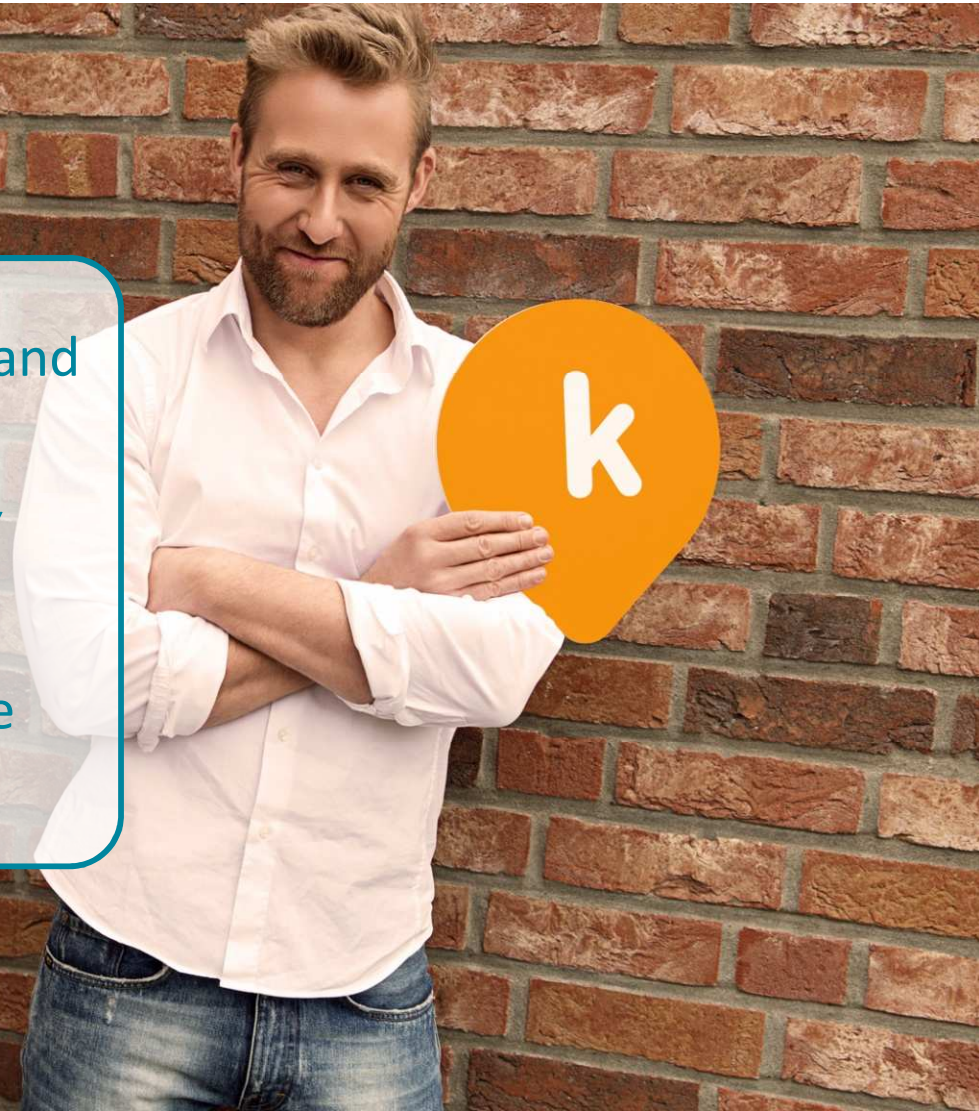
01 Business development

02 Financials

03 Outlook

We started to sharpen our market approach ...

- Smart and easy to understand online marketing solutions
- A clear „We-Do-It-For-You“ commitment
- Solutions with easily visible positive results



... to better address our customers' needs

Our improved product portfolio ...

Presence

- Website
- Listing
- Video clip
- Facebook Page
- Google My Business
- Google Business View



Advertising

- Landing-Page
- Top-Listing
- Google AdWords
- Facebook Advertising



... brings our customers from offline to online

Online presence for business owners on the biggest social network Facebook

Kölner Hof
Historisches Gasthaus
seit 1868

Kölner Hof
Hotel

Gefällt mir Abmelden Nachricht senden

Chronik **Info** Fotos „Gefällt mir“-Angaben Videos

Über Kölner Hof

Seiteninfo

| SEITENINFO | |
|---------------------------|--|
| Adresse | Schmittmannstr. 40, 53507 Demau |
| Kurze Beschreibung | Unser Restaurant und Hotel „Kölner Hof“ befindet sich in Demau im Ahtal – eines der schönsten Seitentäler des Rheins. |
| Impressum | http://www.koelnerhofdemau.de/impresum |
| Ausführliche Beschreibung | <p>Entspannen Sie im idyllischen Ahtal</p> <p>Lassen Sie bei uns im „Kölner Hof“ bei gutbürgerlicher Küche und gemütlichen Gästezimmern den Alltag hinter sich.</p> <p>Das Ahtal bietet eine Vielzahl an Entspannungs- und Erholungsmöglichkeiten. Wander- und Radwege bieten Ihnen die Gelegenheit, die Umgebung zu erkunden. Wir garantieren Ihnen, dass Sie von der Schönheit des Ahtals fasziniert sein werden. Für Sportbegeisterte ist der Weg zum Wald-Kletterpark in Bad Neuenahr nicht weit und wer es kulturell mag, der kann im Museum Römervilla in die Vergangenheit reisen.</p> <p>Am Abend können Sie in unserem Biergarten bei einem guten, regionalen Essen und einer schönen Flasche Wein den Tag ausklingen lassen. Das Highlight für Bierliebhaber: ein frisch Gezapftes! Außerdem sorgt unsere Kegelbahn für umwerfenden Spielspaß.</p> <p>Fazit: Wenn Sie einmal bei uns waren, kommen Sie immer wieder!</p> |
| Telefon | (02643) 8407 |
| E-Mail-Adresse | koelnerhofdemau@t-online.de |
| Webseite | http://www.koelnerhofdemau.de/ |

Fotos

Fotos von Kölner Hof

Fotos Alben

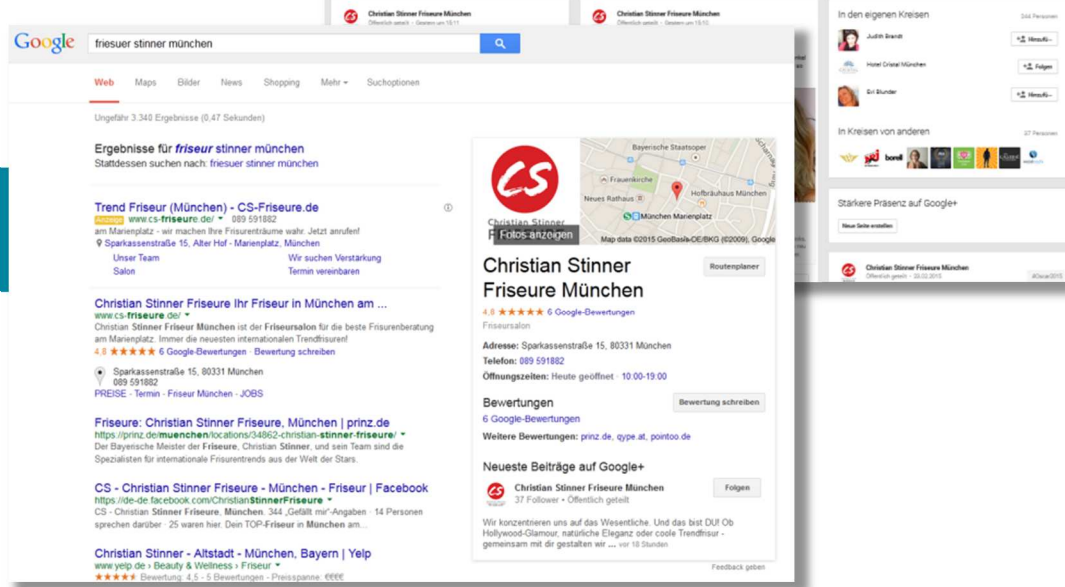
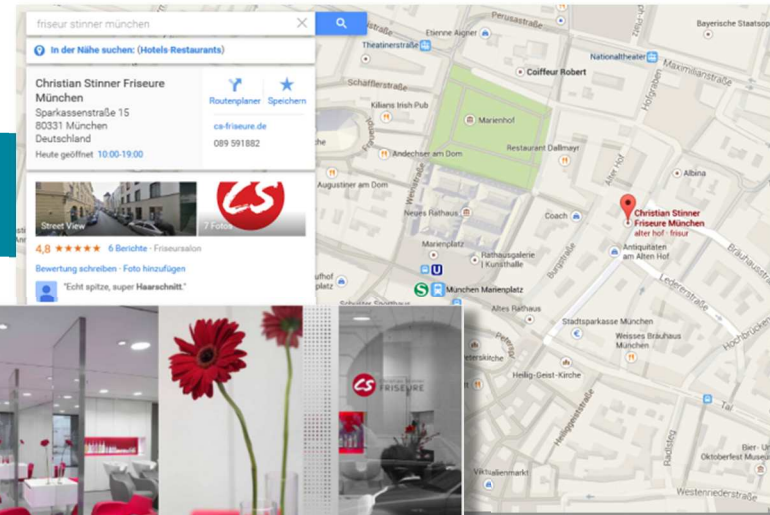
Kölner Hof
Historisches Gasthaus
seit 1868

Google My Business - professional presence on all important Google services

Maps ✓

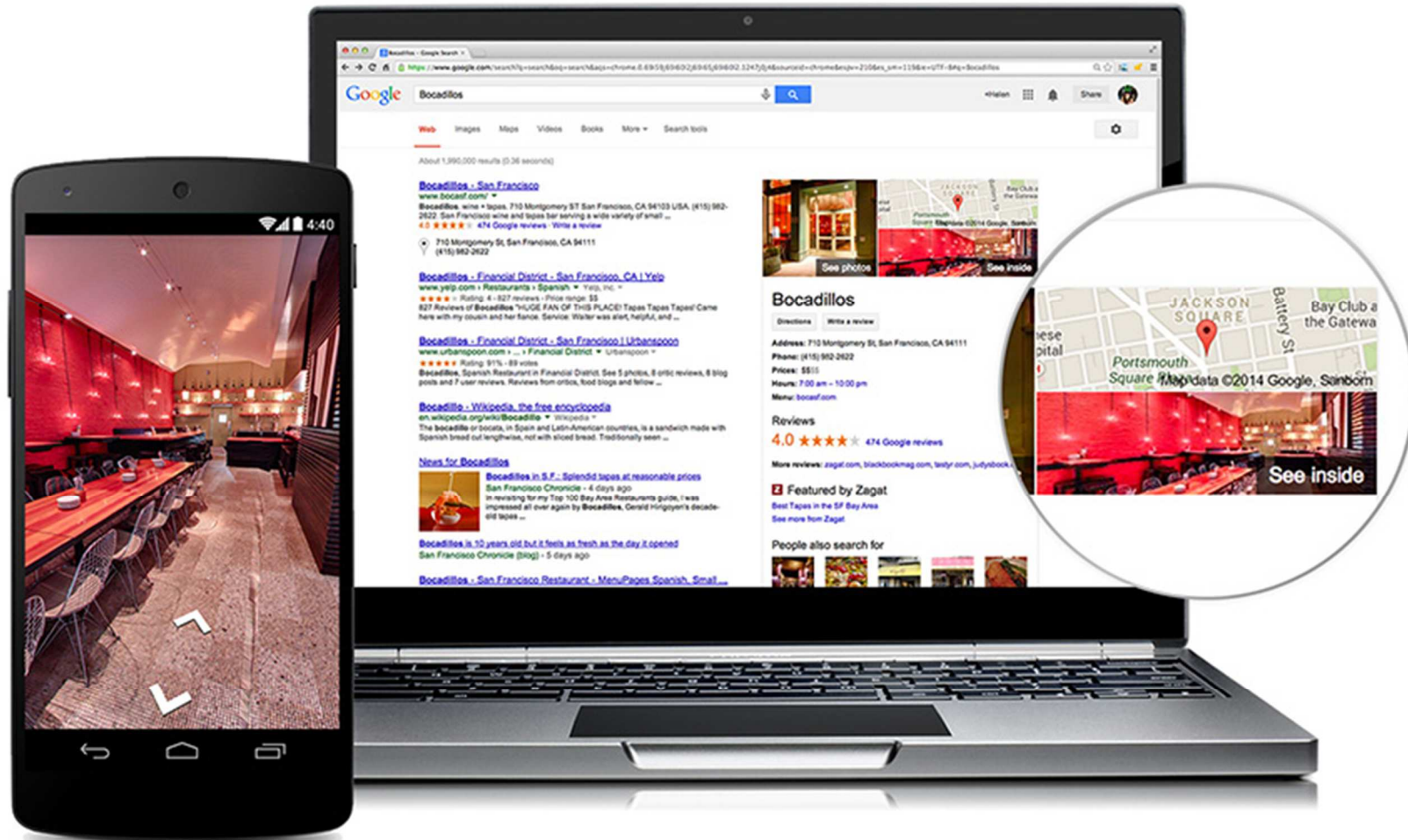
Google+ ✓

Google Suche ✓



Company presentation based on results 6mth 2015

With Google Business View our customers enable their potential customers to visit their enterprise online before entering real life



We extended our market coverage ...

| | Target Group | Advertising Behaviour | Ø Online Advertising Spending per Month | Offer |
|---|---|---|---|---|
| 1 | Beginners in online advertising | No experience with online marketing or want to test several providers | < 100 € | Easy online presence & low entry product |
| 2 | SMEs attracted to online advertising (focus target group) | First positive experience | 100 – 500 € | Professional online presence & performance products |
| 3 | Professional | Long-standing positive experience | > 500 € | Performance product & VIP treatment |

Addressed with social media products

Comprehensive offer with new products

Enhanced Google Adwords Packages



... by customer segmentation



Agenda item

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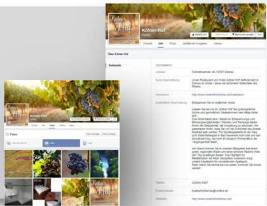
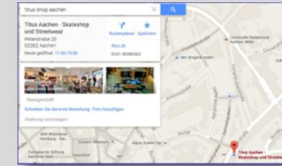
03 Outlook

We extended our presence product portfolio



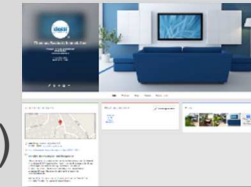
Websites
#8,600 (+5%)*

**Google
Business View**
90 (just launched)



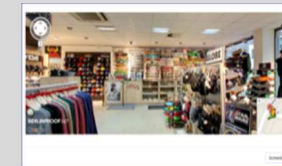
Facebook
#150 (just launched)

**Google
My Business**
300 (just launched)



Listings
#18,000 (-19%)*

Video
#6,200 (flat)



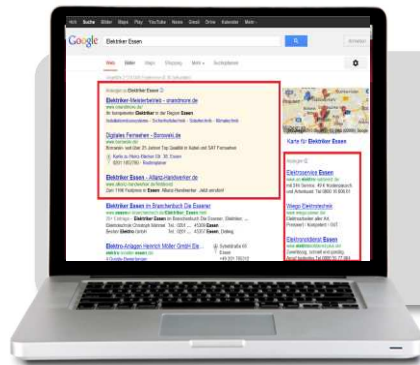
Customer base
€ 14,4 m€ (-7%)**
#22,000 (-13%)***

* Revenues YTD vs. previous year

** Sales (non-deferred) YTD vs. previous year

*** Number of customer

We will further extend our advertising product portfolio with Facebook Advertising..



Google AdWords

11m € revenues (+11%)*
40% mobile
Best reseller DACH



Facebook Advertising

Launch Autumn 2015
(highly competitive market)



Top-Listings

250 m searches on own and partner platforms (32% mobile; > 3 m apps downloads)

* Revenues YTD vs. previous year

Digital business improvements with focus on presence products and customer retention

| | 2011 | HY1 2014 | HY1 2015 |
|--|----------------------------|-----------------------------|-----------------------------|
| <ul style="list-style-type: none"> EBITDA* | -4.1m€ | 1.1m€ | 0.4m€ |
| Customer acquisition | | | |
| <ul style="list-style-type: none"> Presence penetration ARPA | 12% 1,023€ | 54% 1,571€ | 65% 1,537€ |
| Customer retention | | | |
| <ul style="list-style-type: none"> Presence penetration ARPA CHURN Customer > 3 years | 5% 1,022€ 43% 15% | 33% 1,295€ 30% 28% | 35% 1,358€ 30% 33% |

* EBITDA before non-recurring items, incl. platform cost and incl. website capitalisation



However, next steps necessary to grow the business

Revenue & EBITDA* in line with guidance

| TG Group (m€) | HY1 2015 | HY1 2014 | % | D |
|-----------------------------------|-------------|-------------|------|------|
| Revenues | 27,4 | 32,1 | -15% | -4,7 |
| <i>Revenues DA</i> | <i>11,0</i> | <i>14,5</i> | -24% | -3,5 |
| <i>Revenues Digital</i> | <i>16,4</i> | <i>17,6</i> | -7% | -1,2 |
| Cost of revenues * | 13,9 | 17,4 | -20% | -3,5 |
| Gross profit | 13,5 | 14,7 | -8% | -1,2 |
| Gross profit % | 49% | 46% | | |
| Selling and distribution costs * | 12,8 | 13,4 | -4% | -0,6 |
| General administrative expenses * | 5,6 | 7,3 | -23% | -1,7 |
| Other operating income/expense * | 0,0 | -0,1 | | 0,1 |
| EBITDA | 0,5 | 0,0 | | 0,5 |
| OTEs | 2,3 | 5,2 | | -2,9 |
| EBITDA w/o OTEs | 2,8 | 5,2 | -46% | -2,4 |

*all figures in m€ and incl. non-recurring items

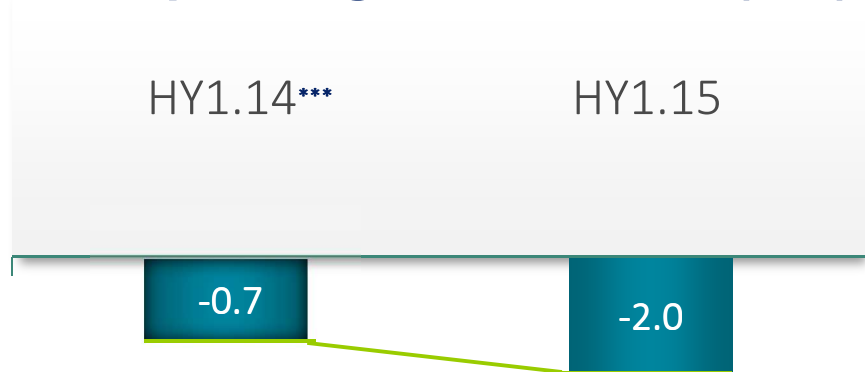
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Thanks to cost-optimisation program:

- Increase of gross profit margin
- Significant reduction of general admin costs
- EBITDA incl. non-recurring items increased

Cash flow in line with guidance

Operating Cash Flow^{*,***} (m€)



Net Cash Flow^{*,**} (m€)



- Business transformation and investments in product launch burdens cash flow

- Lower Capex and capitalisation of provision compensate lower operating cash flow year on year

* adjusted by effects related to data cost claims

** Net Cash Flow: Operating CF + investing CF (w/o available for sale financial assets) +/- interest income/expenses + valuation of financial assets

*** amount adjusted according to IAS 8



Cash position of 21.6m€ available to strengthen our digital business

We confirm our 2015 guidance, thanks to strict cost management

Profitability

EBITDA** of 2-3 m€ in 2015

Net cash flow* 2015: -6 to -7 m€ due to investments & business transformation

Investments Digital

Revenues Digital

Double digit growth 2016 Yoy will be challenging

*without data cost items **before non-recurring items

Damage claim against Deutsche Telekom AG...

- The Higher Regional Court in Dusseldorf rejected telegate's appeal of the damage claim against Deutsche Telekom. Appeal of this ruling has not been granted.
- In the legal dispute, the value of the damage claim amounts to 86 million Euro plus interest, which telegate AG asks for as the company had to pay higher than necessary costs for the provision of subscriber data to Deutsche Telekom and hence, had less money available to push the company's development.
- Telegate appeals against non-allowance at the federal court of justice



...will continue with appeal against non-allowance



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Short Term telegate will make a shift from a sales focused to a product centric organization ...

- improving profitability by initiating efficiency optimization initiatives – start immediately
- massive revision and realignment of the existing product portfolio – until end of 2015
- enter the market with new innovative solutions – until end of 2015



... to have enough development capacity for future growth plans.

Contacts and financial calendar

telegate AG

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Management Board | Franz Peter Weber
| Michael Geiger

Investor Relations | Thomas Kley

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Financial Calendar

August 6, 2015 | 6-months results 2015

November 12, 2015 | 9-months results 2015

November 23rd-25th, 2015 | German Equity
Forum 2015

Disclaimer

This presentation contains “forward looking statements” regarding telegate Group (telegate), including opinions, estimates and projections regarding telegate’s financial position, business strategy, plans and objectives of management and future operations. Such forward looking statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of telegate to be materially different from future results, performance and achievements expressed or implied by such forward looking statements. These forward looking statements speak only as of the date of this presentation and are based on numerous assumptions which may or may not prove to be correct.

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Backup



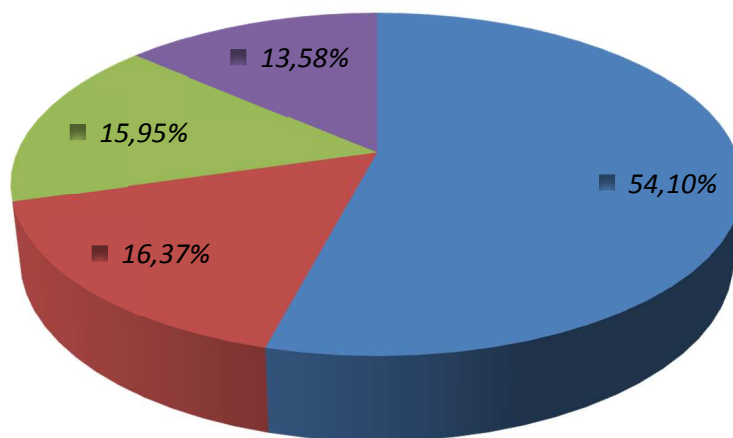
Key data of the share

ISIN DE0005118806

| | |
|---------------------------------------|---|
| Outstanding shares | 19.111.091 |
| Dividend 2014 | 0.00 Euro/share |
| 52W high | 5.78 Euro |
| 52W low | 1.16 Euro |
| Market capitalisation (June 30, 2015) | 24m Euro |
| Average turnover per day (12-months) | 29k Euro |
| Transparency standard | Prime Standard |
| Indices | CDAX, Prime All Share, Technology All Share |
| Official market | Frankfurt and Xetra |
| Liquidity class | 2 |
| Market makers | Oddo Seydler Bank AG |

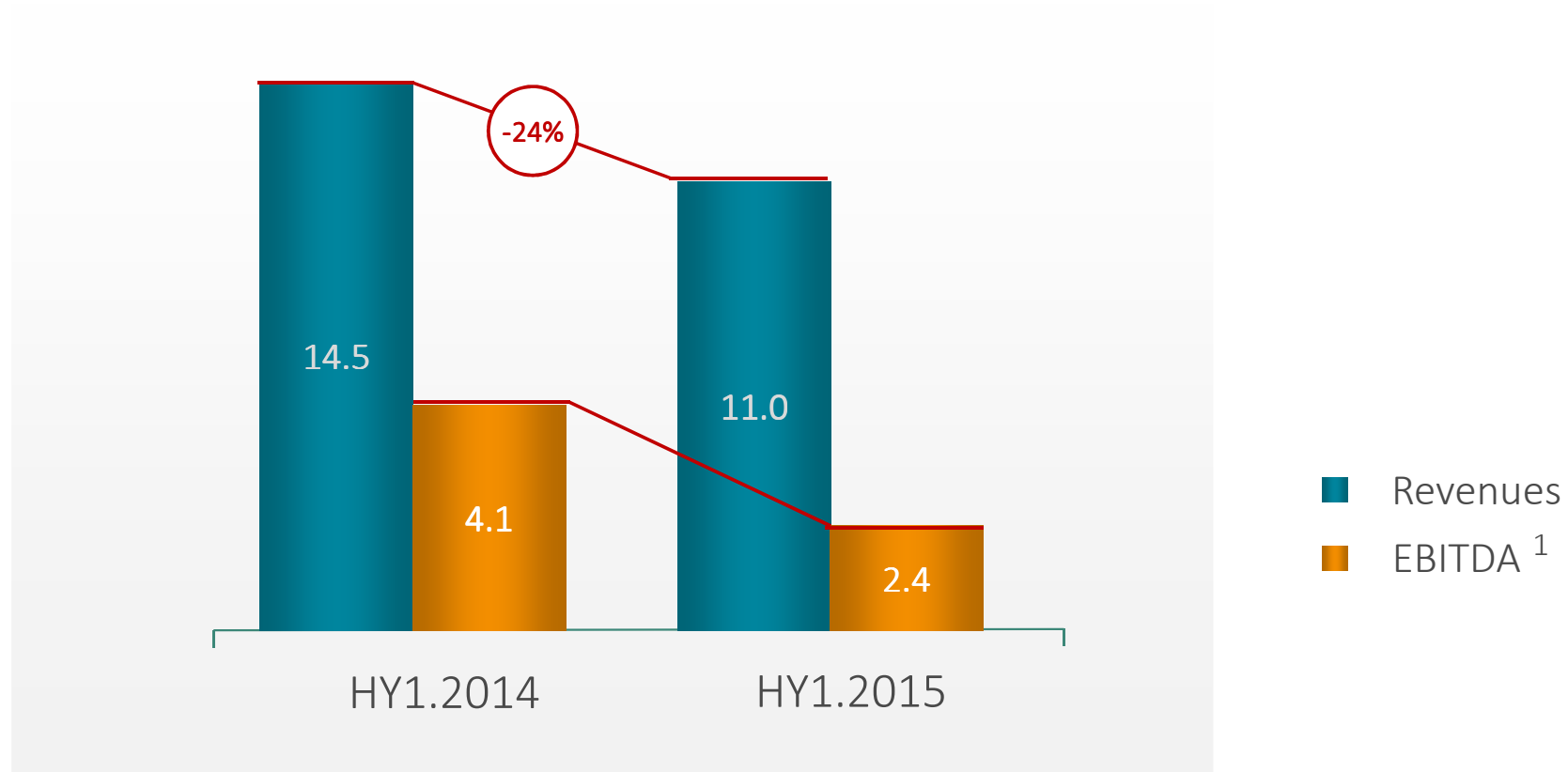
Shareholder structure

ISIN DE0005118806



- Freefloat:
- SEAT Pagine Gialle
- Golden Tree asset management Lux. S.à.r.l (incl. Steven A. Tananbaum):
- GL Europe Lux. S.à.r.l.

KPIs Directory Assistance HY1.'14 vs. HY1.'15

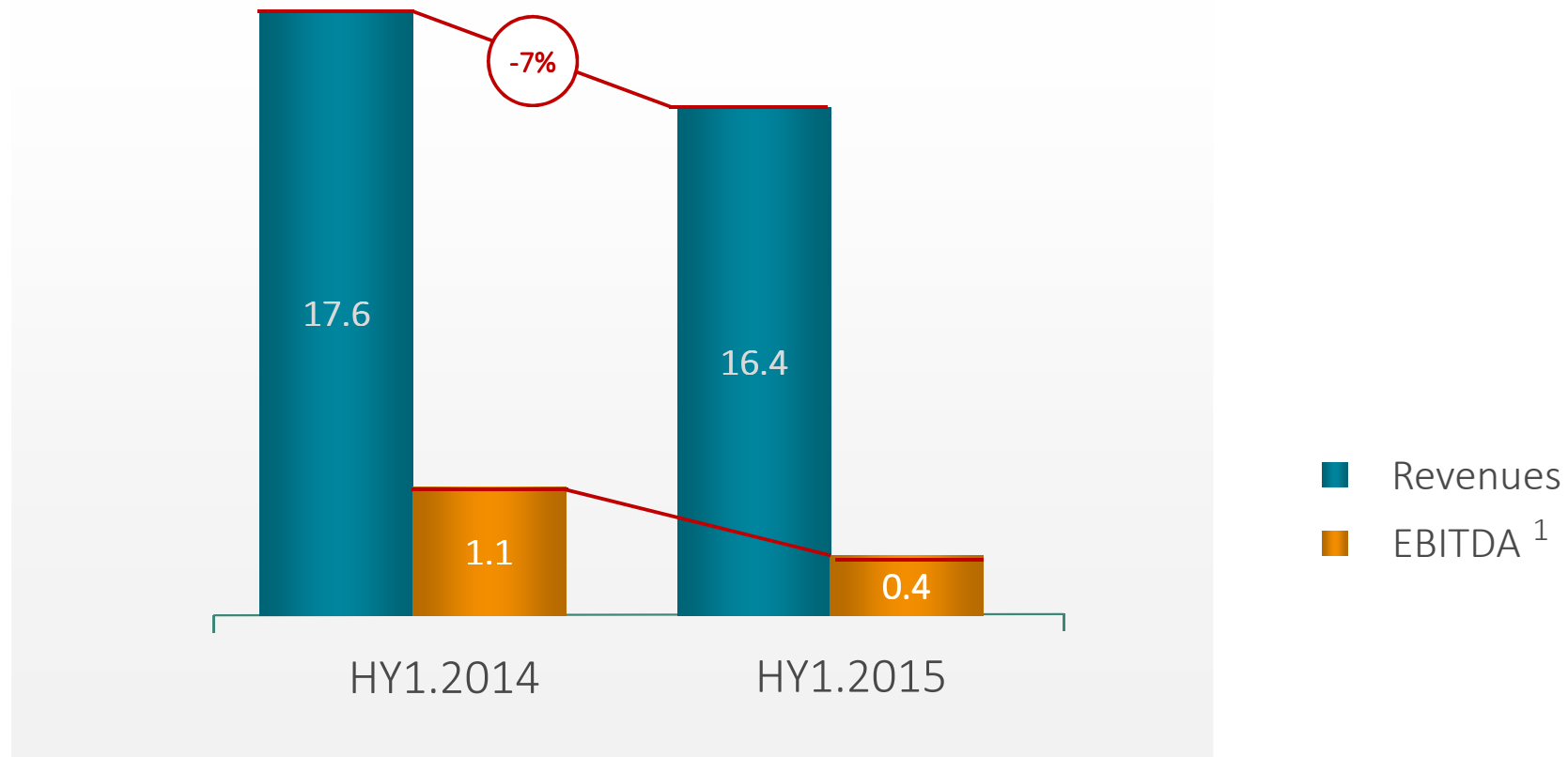


¹ EBITDA before non-recurring items, incl. platform cost and incl. website capitalisation



DA business remains profitable due to revenue & cost optimization

KPIs Digital Business HY1.`14 vs. HY1`15



¹ EBITDA before non-recurring items, incl. platform cost and incl. website capitalisation



Digital business displays a positive result again

Consolidated P&L

| k€ | Q2 2015 | Q2 2014 | % | 6M 2015 | 6M 2014 | % |
|--|---------------|---------------|-------------|---------------|---------------|-------------|
| <i>Continuing operations</i> | | | | | | |
| Revenues | 13.412 | 15.645 | -14% | 27.371 | 32.069 | -15% |
| Revenues DA solutions | 5.387 | 7.000 | -23% | 10.971 | 14.483 | -24% |
| Revenues Media | 8.025 | 8.645 | -7% | 16.400 | 17.586 | -7% |
| Cost of revenues | -6.808 | -8.913 | -24% | -13.903 | -17.400 | -20% |
| Gross profit | 6.604 | 6.732 | | 13.468 | 14.669 | -8% |
| Gross profit in % | 49,2% | 43,0% | | 49,2% | 45,7% | |
| Selling and distribution costs | -6.436 | -6.553 | -14% | -12.797 | -13.403 | -5% |
| General administrative expenses | -2.912 | -3.405 | -14% | -5.635 | -7.285 | -23% |
| Other operating income | 0 | 10 | | 2 | 159 | |
| Other operating expense | -1 | -10 | | -7 | -10 | |
| EBITDA incl. non-recurring effects | -164 | -219 | | 484 | -16 | |
| non-recurring effects | 1.304 | 2.441 | | 2.316 | 5.184 | |
| EBITDA w/o non-recurring effects | 1.140 | 2.223 | -49% | 2.800 | 5.168 | -46% |
| Financial income | 97 | 7 | | 201 | 292 | |
| Income before tax | -2.648 | -3.219 | | -4.768 | -5.578 | |
| Income tax | 456 | 1.021 | | 733 | 1.731 | |
| Income from continuing operations | -2.192 | -2.198 | | -4.035 | -3.847 | |
| <i>Discontinued operations</i> | | | | | | |
| Income from discontinued operations | -10 | 520 | | -15 | 476 | |
| Net Income | -2.202 | -1.678 | | -4.050 | -3.371 | |
| Earnings per share (in Euro) | -0,12 | -0,09 | | -0,21 | -0,18 | |

Consolidated balance sheet

| in kEUR | June 30, 2015 | June 30, 2014 | Dec 31, 2014 |
|---|---------------|---------------|---------------|
| Assets | | | |
| <i>Cash and cash equivalents</i> | 1.176 | 3.924 | 4.262 |
| <i>Trade accounts receivable</i> | 10.886 | 12.898 | 11.915 |
| <i>Current tax assets</i> | 215 | 505 | 145 |
| <i>Available for sale financial assets</i> | 20.471 | 22.583 | 22.606 |
| <i>Other financial assets</i> | 176 | 30.646 | 413 |
| <i>Other current assets</i> | 1.964 | 2.161 | 1.697 |
| Total current assets | 34.888 | 72.717 | 41.038 |
| <i>Tangible and intangible assets</i> | 18.441 | 23.735 | 20.921 |
| <i>Other non-current assets</i> | 19 | 18 | 15 |
| Total non-current assets | 18.460 | 23.753 | 20.936 |
| Total Assets | 53.348 | 96.470 | 61.974 |
| Liabilities & Shareholders' equity | | | |
| Current liabilities | 8.271 | 42.802 | 11.888 |
| Non-current liabilities | 1.652 | 3.025 | 2.506 |
| Shareholders' equity | 43.425 | 50.643 | 47.580 |
| Total liabilities & shareholders' equity | 53.348 | 96.470 | 61.974 |

Consolidated Cash flow statement

| kEUR | 6M 2015 | 6M 2014 |
|---|---------------|---------------|
| Income from continuing operations | -4.768 | -5.578 |
| Income from discontinued operations | -15 | 476 |
| Income before income tax | -4.783 | -5.102 |
| Depreciation & amortisation | 5.456 | 5.854 |
| Changes in operating assets & liabilities | -3.624 | -1.703 |
| Interest income / expense | -221 | -259 |
| Income taxes paid | -50 | -1.098 |
| Other items | 36 | -346 |
| Cash provided by (used in) operating activities | -3.186 | -2.654 |
| Purchase of assets & capitalisation | -2.068 | -3.479 |
| disposal of subsidiaries | -21 | -164 |
| Purchase of other current financial assets | 0 | -5.914 |
| Disposal of available for sale financial assets | 8.950 | 12.006 |
| Purchase of available for sale financial assets | -6.986 | -4.499 |
| Interest received | 231 | 278 |
| Cash provided by (used in) investing activities | 106 | -1.772 |
| Dividend paid | 0 | -1.730 |
| Interest paid | -10 | -22 |
| Cash provided by (used in) financing activities | -10 | -1.752 |
| Effect of exchange rate changes on cash and cash equivalents | 4 | 0 |
| Change in cash and cash equivalents | -3.086 | -6.178 |
| Cash and cash equivalents at the beginning of reporting period | 4.262 | 9.950 |
| Cash and cash equivalents for CF purposes at the end of reporting period | 1.176 | 3.772 |
| Utilized current account credits at the end of the period | 0 | 152 |
| Cash and cash equivalents at the end of reporting period | 1.176 | 3.924 |

**Thank you for
your attention!**

telegate AG

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