

## **jobpilot group Q1 revenues increase 18 % over Q4 - driven by a declining loss on track for profitability**

Submitted by: Citigate Dewe Rogerson (London)

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11th May 2001 - jobpilot, Europe's career market on the internet, announces its financial results for the first quarter in 2001. Group net sales totaled 13.2 m Euro compared to 11.2 m Euro in Q4 2000, constituting a quarter on quarter growth of 18%. The corresponding increase to the first quarter 2000 was 160%. The Group operating loss 6.2 m Euro for the first quarter 2001 is significantly below the corresponding deficit in Q4 2000 of 9.2 m Euro.

The results of the first quarter are even more satisfactory when compared with the overall market conditions and the performance of the technology and internet sector in general. jobpilot's strategy to focus on cost efficiency, internal growth and the transfer of the success in its home market implemented business model to its European subsidiaries has paid off. German operations, which have been profitable for the last four years, developed positively. The European subsidiaries are picking up on this success story with revenues from international operations now accounting for nearly a third of the jobpilot group.

In the first quarter of 2001, jobpilot was the first European career portal to announce that it passed the one million registered user mark. At the end of the fourth quarter in 2000 jobpilot had already achieved a new European record with over 840,000 registered users and was ahead of its rival pan-European career portals. jobpilot also reached a new quarterly record with more than 116 million page impressions, compared with 95 million in the fourth quarter of 2000.

Dr. Roland Metzger, CEO of jobpilot AG commented: "During the first quarter of 2001 we clearly stayed on track to reach profitability at the group level in the fourth quarter 2001. With increasing revenues, a declining loss, and the launch of new products, jobpilot has consolidated its position as one of Europe's leading career portals."

For further information and full reports (including the full quarterly report and an additional presentation) see: <http://www.jobpilot.com/content/infopoint/investor/>

### About jobpilot AG

jobpilot AG (Neuer Markt: WKN 514 170, Ticker: JOA) offers Europe's career market on the Internet (<http://www.jobpilot.com>), with more than 130,000 positions in over 60,000 advertisements (April 2001). The company - founded as Jobs & Adverts - launched its innovative jobpilot Internet site in October 1995. Sites are online in 15 European countries as well as in Asia. Regular customers include 28 of the 30 companies listed in Germany's DAX share index as well as 21 companies in the EuroSTOXXsm 50 share index. The range of services includes several innovative products in addition to publishing job vacancies (WAP, Webcam, Online Assessment, Pre-Selection, Seminars, Workflow Software etc.). Offering employment opportunities in all sectors, jobpilot now scores more than 39 million page views per month (Audited by

ABC Interactive, as of March 2000). jobpilot is free of charge for job seekers.

jobpilot is based in Bad Homburg, Germany, which is near Frankfurt. European subsidiaries are located in Austria, Belgium, the Czech Republic, Denmark, France, Hungary, Italy, the Netherlands, Norway, Poland, Spain, Sweden, Switzerland and the United Kingdom.

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