

bet-at-home.com AG Group successfully continues its growth curve in the first 3 quarters of 2011

Figures for the first 3 quarters of 2011 (1.1. to 30.9.2011):

- Gross gaming revenue (Hold) has been increased by 10.6% to EUR 53.23 million (Q1 to Q3 2010: EUR 48.14 million).
- Group result before taxes of EUR 4.65 million (Q1 to Q3 2010: EUR 6.58 million).
- Cash, cash equivalents and marketable securities as at 30 September 2011 of EUR 28.81 million (30 September 2010: EUR 23.07 million).

Figures 3rd quarter 2011 (1.7.-30.9.2011):

- Gross gaming revenue (Hold) has been increased by 7.7% to EUR 18.07 million (Q3 2010: EUR 16.78 million).
- Group result before taxes of EUR 0.68 million (Q3 2010: EUR 7.16 million).

Betting and gaming turnover has been increased by 18.9% to EUR 423.25 million in the 3rd quarter 2011 (3rd quarter 2010: EUR 356.02 million).

The accumulated betting and gaming turnover of EUR 1,288.43 million for the first 9 months of the financial year 2011 is 23.5% higher than the comparative prior year value (January to September 2010: EUR 1,043.48 million).

Gross gaming revenue (Hold) as the most important key figure in the eGaming market has been increased from EUR 16.78 million in the 3rd quarter 2010 to EUR 18.07 million in the 3rd quarter 2011 (+7.7%).

The accumulated gross gaming revenue (Hold) of the first 3 quarters of 2011 was EUR 53.23 million, a significant increase of +10.6% over the value in the comparative period 2010 (January to September 2010: EUR 48.14 million). As a result, the remarkable growth of the prior year continued into the first 9 months of the financial year 2011, in spite of the fact that, in contrast to the financial year 2010 (Football World Cup in South Africa in June and July 2010), there was no major sports event in the financial year 2011.

Net gaming revenue (Hold minus Betting / Gaming Tax) in the 3rd quarter of 2011 of EUR

16.43 million was at nearly the same level as in the 3rd quarter of 2010 with EUR 16.65 million in spite of the introduction of the Betting / Gaming Tax in Austria on 1.1.2011 (-1.3%).

In terms of the accumulated result for the first 9 months of the financial year 2011, it was possible to fully compensate for the additional expense of the newly introduced betting taxes and gaming fees with disproportionately high growth in the gross gaming revenue (Hold). The net gaming revenue obtained (Hold minus Betting / Gaming Tax) of EUR 47.86 million was even slightly above the comparative prior year value (EUR 47.78 million).

The clear commitment of the bet-at-home.com AG Group to keeping the growth strategy above all showed in the fact that in spite of no large-scale sports event in 2011, the accumulated advertising expense of the first 3 quarters of EUR 28.85 million remained unchanged compared to the comparative period of 2010, for which it had been EUR 28.66 million. The corresponding increase in the gross gaming revenue (Hold) of 10.6% in the first 3 quarters of 2011 compared to the same period in 2010 highlighted the sustainable efficiency improvements when selecting the marketing measures taken. The advertising expense in the 3rd quarter of 2011 was EUR 10.55 million (3rd quarter of 2010: EUR 5.74 million).

Apart from the intensive acquisition of new customers, the continuously expanded measures to reactivate existing customers carried out during the financial year 2011 led to a further successful strengthening of the bet-at-home.com brand. The combination of all of these measures means that the customer base has been increased significantly. Meanwhile we have approx. 2.6 million registered customers.

The Group EBITDA for the 3rd quarter of 2011 was EUR 0.92 million (Q3 2010: EUR 7.01 million), with the significantly higher marketing expenses in the 3rd quarter of 2011 materially influencing the Group EBITDA. The marketing investments made corroborate the growth strategy and ensure future increases in the gross gaming revenue (Hold).

The Group EBITDA for the first 3 quarters of 2011 was EUR 4.75 million (Group EBITDA for the first 3 quarters of 2010: EUR 6.61 million), with the decrease being due to the growth-related increase in staff costs and other operating expenses.

The Group financial result for the first 3 quarters of 2011 was EUR 0.28 million (Q1 to Q3 2010: EUR 0.34 million).

The Group financial result for the 3rd quarter of 2011 was EUR -0.13 million (3rd quarter of 2010: EUR 0.28 million), with the depreciation of marketable securities to the rate at the balance sheet date 30.9.2011 resulting in this slightly negative group financial result.



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The Group result before taxes for the first 3 quarters of 2011 was EUR 4.65 million (Q1 to Q3 2010: EUR 6.58 million). The Group result before taxes for the 3rd quarter of 2011 was EUR 0.68 million (Q3 2010: EUR 7.16 million).

Consolidated net income for the first 3 quarters of 2011 was EUR 2.84 million (Q1 to Q3 2010: EUR 4.61 million).

Consolidated net income for the 3rd quarter of 2011 was EUR 0.35 million (Q1 to Q3 2010: EUR 5.09 million).

Based on the consolidated net income, Group equity as at 30.9.2011 of EUR 30.83 million can be deduced (31.12.2010: EUR 27.99 million).

The Group equity ratio as at 30.9.2011 was 54.74% (31.12.2010: 59.99%), with the moderate decrease being due to the growth-related increase in the Group balance sheet total.

Cash, cash equivalents and marketable securities as at 30.9.2011 were EUR 28.81 million (30.9.2010: EUR 23.07 million). Whereby, corresponding to the significant increase in current receivables a short-term loan granted to the main shareholder in the first quarter of 2011 of EUR 14.00 million should be regarded.

About bet-at-home.com:

bet-at-home.com AG is part of the 'Betclic Everest Group', a prominent French enterprise in online gaming and sports betting. Through wholly owned subsidiaries the company holds online gambling licenses issued in Malta and Khanawake. With approximately 2.6 Mio registered users from all European countries and listed on the Frankfurt and Vienna stock exchange, the renowned company is one of the most popular betting providers in Europe. bet-at-home.com AG has holdings in Germany, Austria and Malta.

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