

## ***bet-at-home.com AG Group company figures 2012 (1/1 to 31/12/2012)***

- Gross gaming revenue (Hold) increased by 17.4% to EUR 85.46 million (2011: EUR 72.81 million)
- Group result before taxes is EUR 2.27 million (2011: EUR 5.52 million); betting taxes and gaming duties for financial year 2012 of EUR -9.94 million (2011: EUR -6.70 million) were recorded as expenditure thus reducing profits
- Almost unchanged cash, cash equivalents and marketable securities amounted to EUR 39.60 million as of 31/12/2012 (EUR 11.3 per share) (31/12/2011: EUR 40.12 million (EUR 11.4 per share))

Betting and gaming turnover also increased in 2012 by an above-average figure of 14.8% to EUR 2,039.78 million (2011: EUR 1,776.30 million).

Gross gaming revenue (Hold), as the most important key figure in the eGaming market increased significantly from EUR 72.81 million in financial year 2011 to EUR 85.46 million in financial year 2012 (+17.4% or EUR +12.65 million).

Net gaming revenue (Hold minus betting and gaming tax) improved significantly in financial year 2012 by +14.2% to EUR 75.51 million (2011: EUR 66.12 million).

The significant increase of EUR 40.81 million in advertising expenses in financial year 2011 to EUR 50.02 million in financial year 2012 (+22.6%) emphasises the clear commitment of the bet-at-home.com AG Group to maintain its growth strategy. We see the large-scale advertising activities as an investment in the future for the further strengthening of the bet-at-home.com brand.

The large investments in the acquisition of new customers in the course of the major event, the European Football Championship in Poland and the Ukraine in June/July 2012, the intensive efforts made to reactivate existing clients, at the same time successfully improving efficiencies in marketing activities, also led to a significant increase in customer numbers in financial year 2012. We now have considerably more than 3.23 million registered customers. This is a marked increase of +19.0% or +518,000 customers in the number of customers compared to the balance sheet date of 31/12/2011.

Group EBITDA in financial year 2012 amounted to EUR 1.83 million (2011: EUR 5.53 million) and is influenced by the aforementioned betting fees and gaming taxes to the extent of EUR -9.94 million (2011: EUR -6.70 million) reducing profits.

The Group financial result for financial year 2012 increased to EUR 1.08 million (2011: EUR 0.53 million).

The Group result before taxes for financial year 2012 thus amounts to EUR 2.27 million (2011: EUR 5.52 million).

The Group annual net profit for financial year 2012 is EUR 1.71 million (2011: EUR 4.60 million).

Group equity as of 31/12/2011 of EUR 32.59 million is reconciled with the Group's annual net profit for 2012 of EUR 1.71 million to Group equity as of 31/12/2012 in the amount of EUR 34.29 million.

The Group equity ratio as of 31/12/2012 increased to 64.16% year-over-year (31/12/2011: 62.12%).

Cash, cash equivalents and marketable securities as at the reporting date remained almost unchanged at EUR 39.60 million as of 31/12/2012 (31/12/2011: EUR 40.12 million).

From the present point of view, the Board expects to further strengthen profitability for the bet-at-home.com AG Group in financial year 2013.

### **About bet-at-home.com**

The company has an online gaming licence issued from Malta owing to having wholly-owned companies. With more than 3.2 million registered customers from all over Europe at the current time, the company, which is listed on both the Frankfurt and Vienna Stock Exchanges, is one of the most popular providers of betting in Europe. There are offices of bet-at-home.com in Malta, Germany and Austria. The range of services provided on [www.bet-at-home.com](http://www.bet-at-home.com) encompasses sports betting, casino games and poker.

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