

## **bet-at-home.com AG: Quarterly result (Q1 2013) confirms growth path**

### **Company figures for the first quarter of 2013 (1.1. to 31.3.2013)**

- Gross gaming revenue (Hold) increased by 7.5% to EUR 22.69 million (Q1 2012: EUR 21.11 million)
- Net gaming revenue (Hold minus betting and gaming tax) improved by 3.3% to EUR 19.47 million (Q1 2012: EUR 18.85 million).
- Group result before taxes is EUR 3.55 million (Q1 2012: EUR 2.10 million)

Betting and gaming turnover amounted to EUR 477.48 million in the 1<sup>st</sup> quarter of 2013 (1<sup>st</sup> quarter 2012: EUR 527.68 million).

Gross gaming revenue (Hold), as the most important key figure in the egaming market increased from EUR 21.11 million in the 1<sup>st</sup> quarter of 2012 to EUR 22.69 million in the 1<sup>st</sup> quarter of 2013 (+7.5%).

Net gaming revenue (Hold minus betting and gaming tax) improved significantly in the 1<sup>st</sup> quarter of 2013 by +3.3% to EUR 19.47 million (1<sup>st</sup> quarter 2012: EUR 18.85 million). The expense for betting fees and gambling levies amounted to a cumulative EUR 3.22 million in the first quarter of 2013 (Q1 2012: EUR 2.27 million).

Advertising expenses amounted to EUR 9.99 million in the 1<sup>st</sup> quarter of 2013 (1<sup>st</sup> quarter 2012: EUR 11.09 million). This planned reduction in the advertising expense in a financial year without a major sporting event serves to further increase the profitability of the bet-at-home.com AG Group.

The continuous and intensive acquisition of new customers, combined with the reactivation of existing customers, served to further successfully strengthen the bet-at-home.com brand. We now have considerably more than 3.3 million registered customers.

Group EBITDA for the 1<sup>st</sup> quarter of 2013 increased significantly to EUR 3.45 million (Q1 2012: EUR 1.94 million). This corresponds to an increase of 77.8% compared to the first quarter of the prior year.

The Group financial result for the 1<sup>st</sup> quarter of 2013 is EUR 0.25 million (1<sup>st</sup> quarter 2012: EUR 0.31 million).

Cash, cash equivalents and marketable securities as at 31.3.2013 amounted to EUR 25.56 million (31.3.2012: EUR 26.70 million). Correspondingly, reference is also made to current receivables in connection with two short-term loans granted to the main shareholder in the first quarter of 2013 amounting to a total of EUR 18 million.

Taking into account the reduction in the advertising expense and associated efficiency improvements in the area of customer acquisition, the Group result before taxes for the first quarter of 2013 has shown a significant improvement and amounts to EUR 3.55 million (Q1 2012: EUR 2.10 million).

Likewise, the Group annual net profit for the 1<sup>st</sup> quarter of 2013 improved by 62.9% and amounts to EUR 2.33 million (Group annual net profit for the 1<sup>st</sup> quarter of 2012: EUR 1.43 million).

This results in Group equity in the amount of EUR 36.62 million as of 31.3.2013 (31.12.2012: EUR 34.29 million).

The Group equity ratio as of 31.3.2013 increased slightly compared to the very high level of 31.12.2012 with 64.26% (31.12.2012: 64.16%).

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

The company has an online gaming licence issued from Malta owing to having wholly-owned companies. With more than 3.3 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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