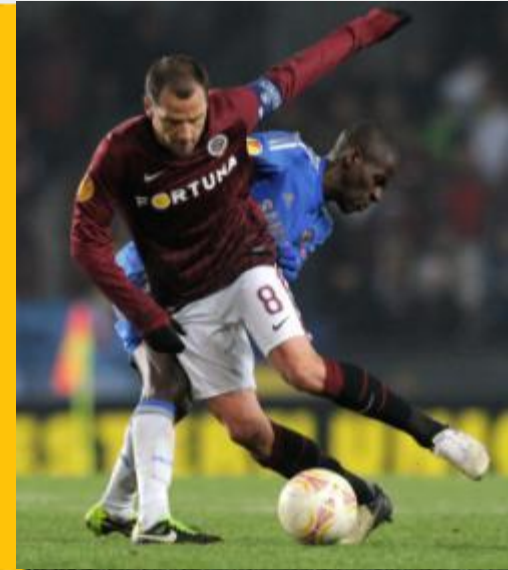




Fortuna Entertainment Group NV

2012 Preliminary Financial Results

March 7, 2013



Agenda

Introduction

Wilf Walsh, Chairman of the Management Board

2012 Key highlights

Radim Haluza, CEO

2012 Financial Results & Dividend Policy

Michal Vepřek, CFO

Fortuna Lottery

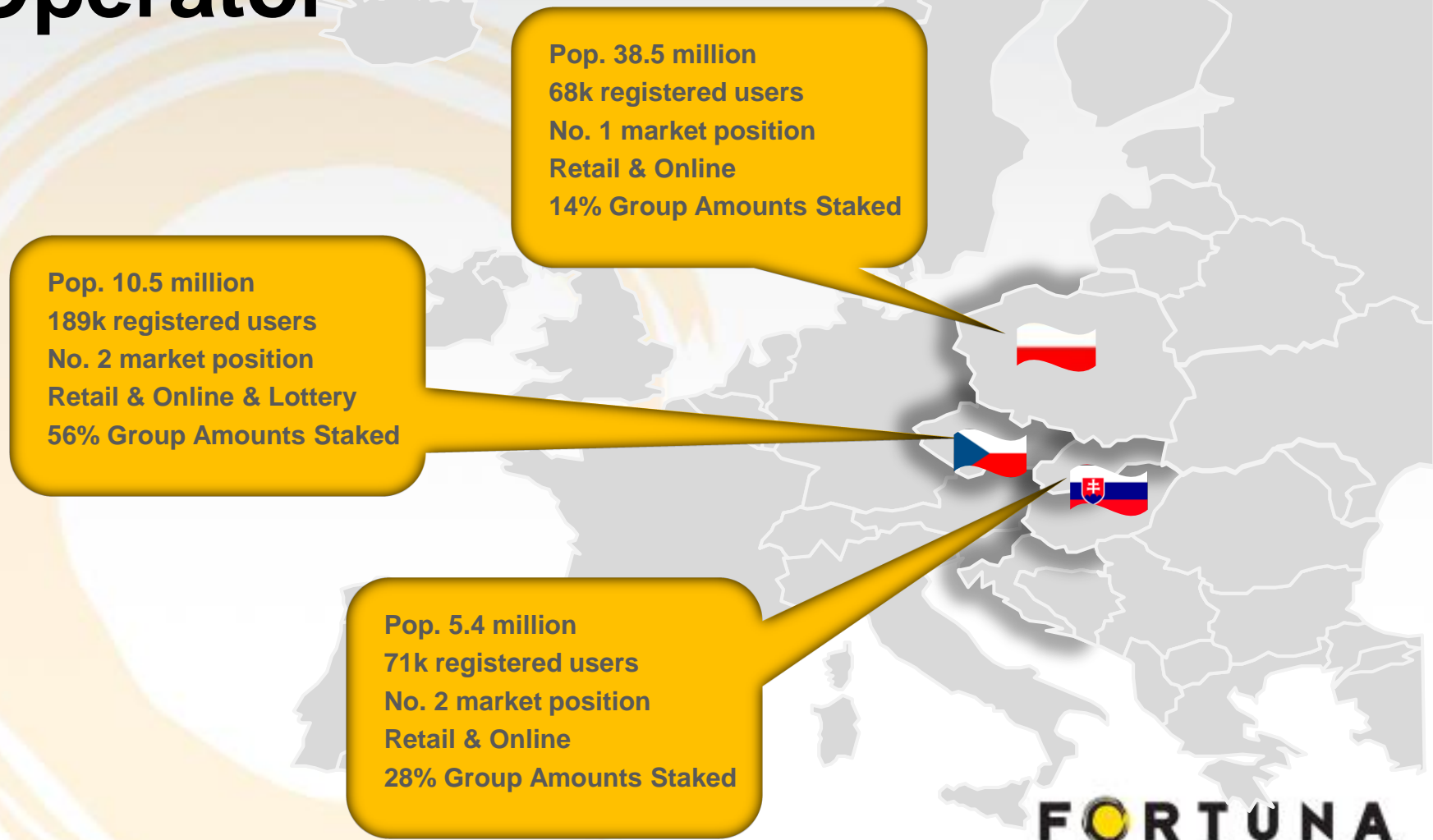
Radim Haluza, CEO

2013 Outlook & Summary

Wilf Walsh, Chairman of the Management Board

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Fortuna - Leading CEE Betting Operator





2012 Key Highlights



Financial Highlights FY 2012

- ▶ **Group Amounts Staked increased to EUR 467.9 million (+ 14.3%)**
- ▶ **Gross Win EUR increased to EUR 110.9 million (+8.9%)**
- ▶ **EBITDA increased to EUR 22.1 million (+ 10.6%)**
- ▶ **Total number of newly registered clients increased by 104.000 (+81%)**
- ▶ **Amounts Staked sports betting Poland up 39.5% to EUR 68.9 million**
- ▶ **Gross Win from on-line sports betting EUR 37.8 million (+27.9%)**
- ▶ **Total number of active customers up 24.5%**
- ▶ **Lottery loss: EBITDA EUR -3.8 million (-43.3%), in line with planned budget**

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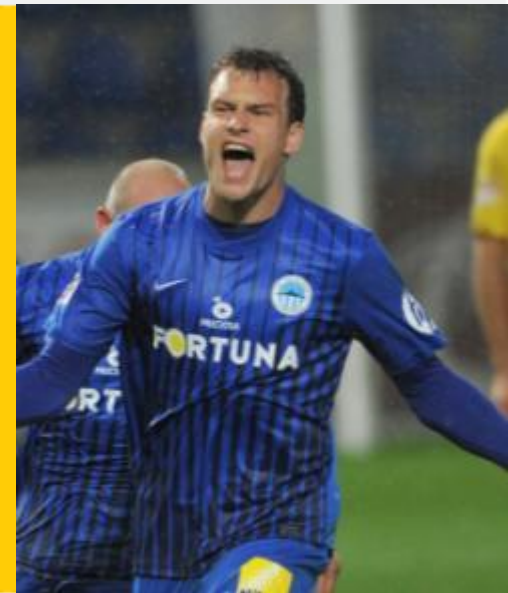
Financial Highlights 4Q 2012

- ▶ Q4 2012 Amounts Staked increased to EUR 133.8 million (+24.3%) – growing in all countries
- ▶ Q4 2012 Amounts Staked in sports betting EUR 128.1 million (+25.4%)
- ▶ Q4 2012 Amount Staked Poland EUR 20.2 million (+61.9%)
- ▶ Q4 2012 Gross Win on-line sports betting EUR 11.9 million (+38.9%)
- ▶ Q4 2012 EBITDA increased to EUR 8.8 million (+ 52%)
- ▶ Q4 2012 Lottery loss: EBITDA EUR –306 thousand (-88.4%), in line with planned budget

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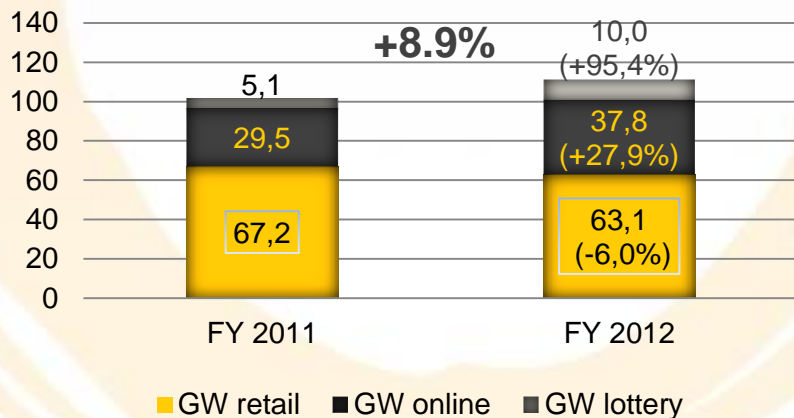
2012 Financial Performance



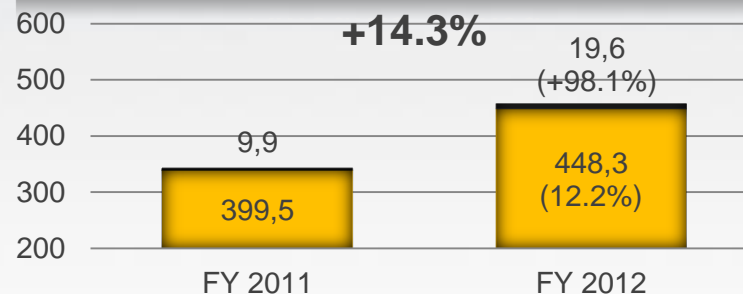
Financial results 2012

- ▶ Amounts Staked EUR 467.9 million (+14.3%)
- ▶ Gross Win EUR 110.9 million (+8.9%)
- ▶ Revenue EUR 96.2 million (+7.1%)
- ▶ EBITDA EUR 22.1 million (+10.6%)
- ▶ Net profit EUR 12.3 million (-7.5%)

Gross Win by Channel

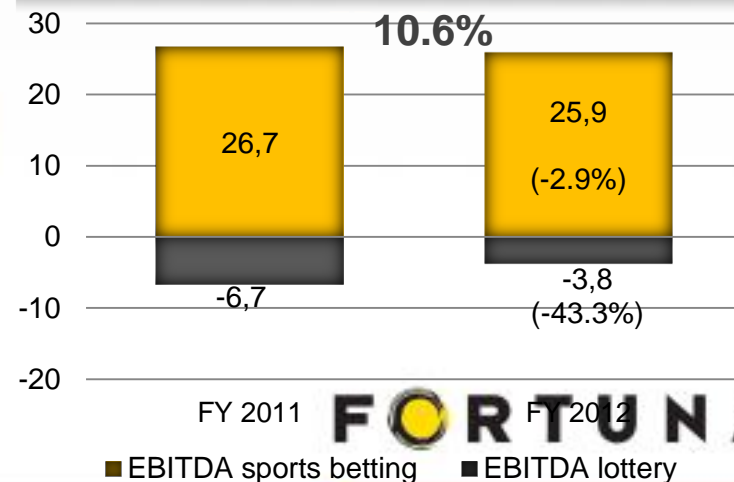


Amounts Staked



■ Amount Staked lottery ■ Amount Staked sports betting

EBITDA



Source: Calculated based on FEG consolidated unaudited financial results for 2012 and Company information

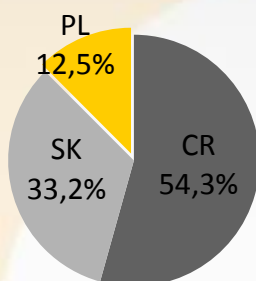
FX rates used for translation: average ČNB and National Bank of Poland

In EUR MM

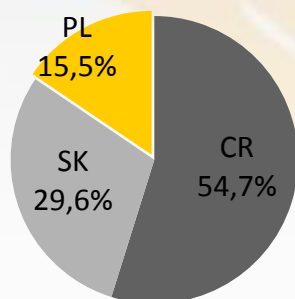
Sports betting by country

Amounts Staked

2011 (ex. Malta)



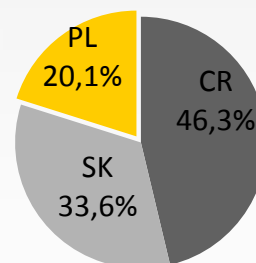
2012 (ex. Malta)



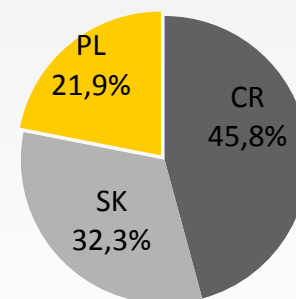
In EUR MM	2011	2012	%
Czech Republic	215,0	243,3	13,2%
Slovakia	131,3	131,5	0,1%
Poland	49,4	68,9	39,5%
Malta	3,8	4,6	21,1%

Gross Win

2011 (ex. Malta)



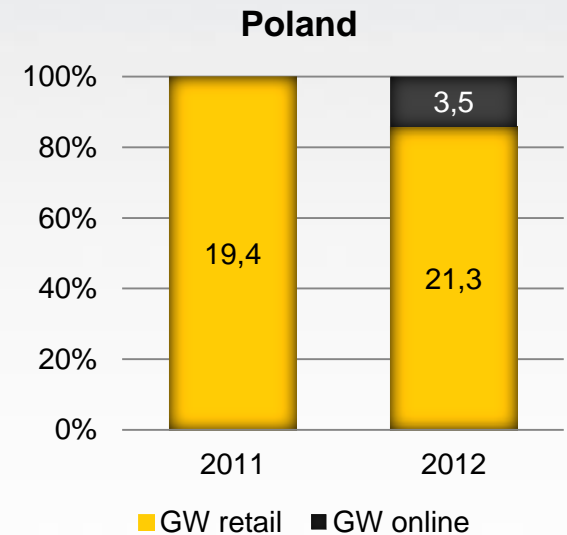
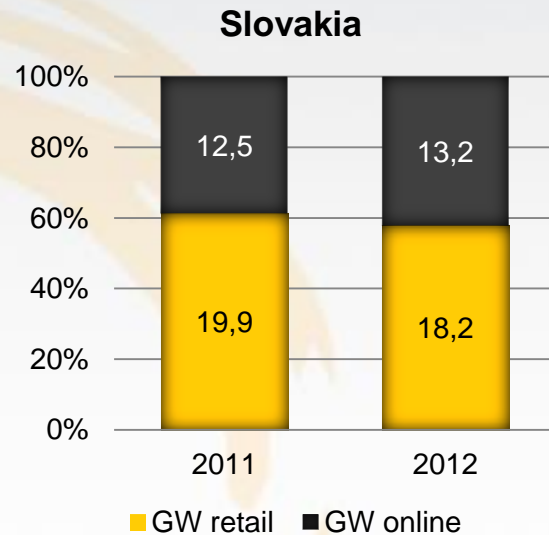
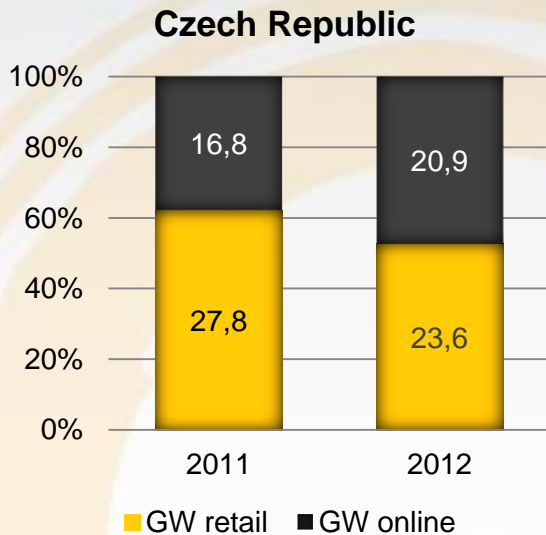
2012 (ex. Malta)



In EUR MM	2011	2012	%
Czech Republic	44,6	44,5	(0,3%)
Slovakia	32,4	31,4	(3,1%)
Poland	19,4	24,8	27,8%
Malta	0,2	0,1	(37,0%)

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Sports betting by channel and country

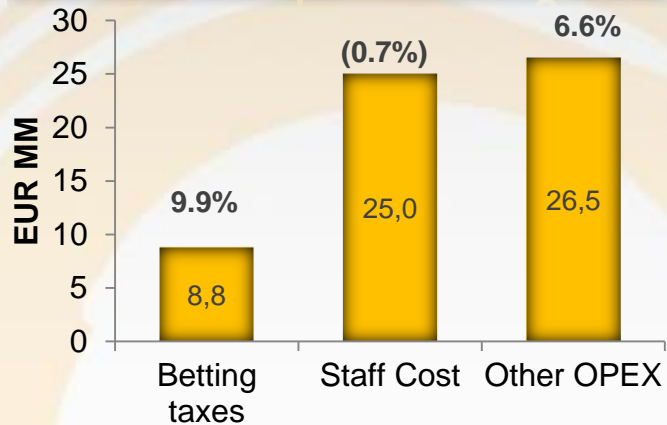


- ▶ Rising share of on-line and live betting – almost 50% share on total Gross Win in the Czech Republic
- ▶ Poland growing both on-line and retail due to new on-line betting offer, takeover of retail outlets from Tipsport PL and new customers acquisition

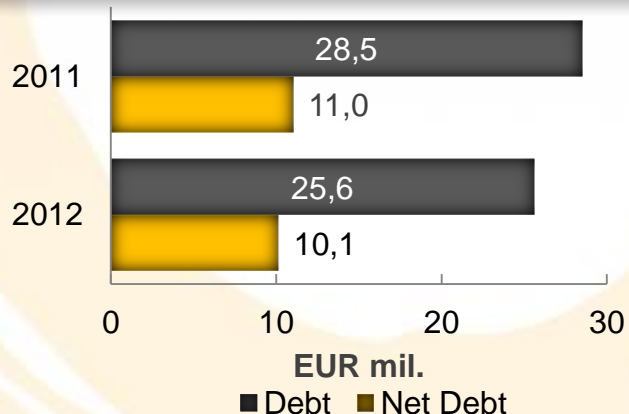
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Operating Cost & Net Debt

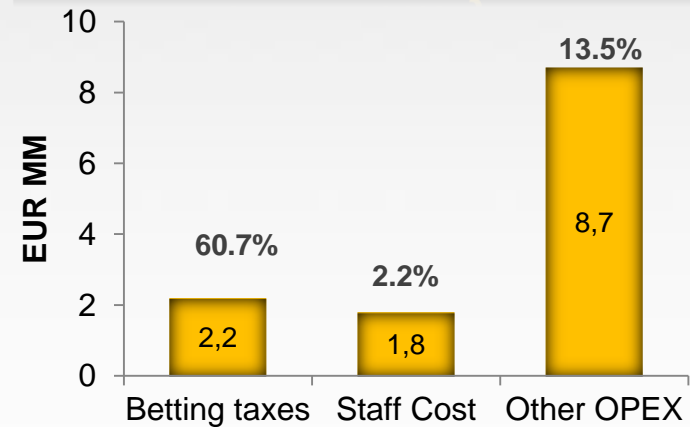
OPEX Sports Betting



Net Debt/ Net Cash



OPEX Lottery



- ▶ Betting taxes increased due to new GW tax in the Czech Republic
- ▶ Staff costs under control
- ▶ Increase of sales driven operating costs

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Sports betting bottom line impacted by new CZ taxation

Sports Betting results excluding high rollers

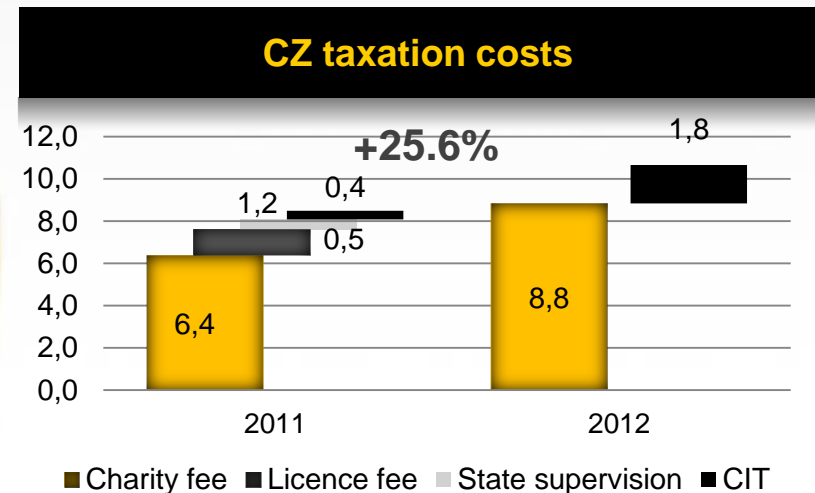
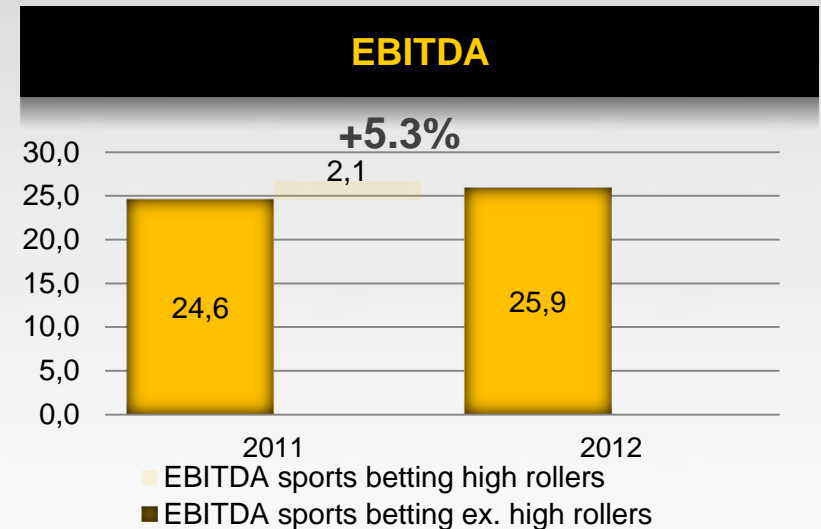
- ▶ EBITDA EUR 25.9 mil. (+5.3%)

CZ taxation changes

- ▶ Overall taxation negative impact on net profit EUR 2.2 mil. (+25.6%)
 - Licensing and taxation negative EBITDA impact EUR -0.8mil.
 - CIT impact EUR -1.4 mil.
- ▶ If 2012 taxation applied on 2011, EBITDA from sports betting would grow by 8.8%

Sports Betting results including high rollers and taxation impact

- ▶ EBITDA EUR 25.9 mil. (-2.9%)



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Strong Top line Performance

In EUR million	FY 2012 unaudited	FY 2011 audited	%
Amounts Staked	467.9	409.3	14.3%
Gross Win	110.9	101.8	8.9%
OPEX	(74.1)	(69.9)	6.1%
EBITDA	22.1	20.0	10.6%
Net Profit	12.3	13.3	(7.5%)

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2012 Fortuna Lottery



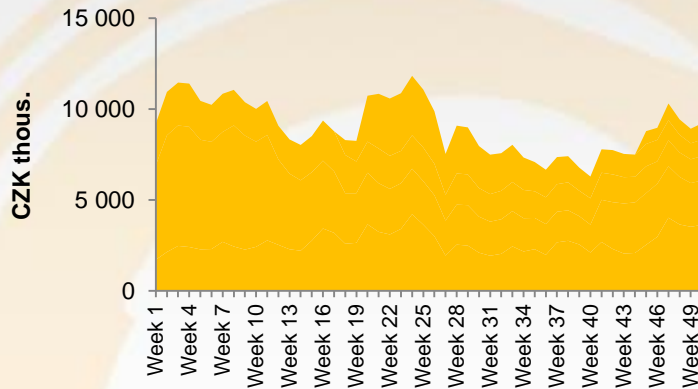
Lottery on plan

In EUR million	2012	2011	change %
Amounts Staked Lottery	19.6	9.9	98.1%
- numerical games	13.2	6.5	101.9%
- scratch tickets	6.5	3.4	90.8%
Gross Win Lottery	10.0	5.1	95.4%
- numerical games	7.1	3.5	101.1%
- scratch tickets	2.9	1.6	82.6%
Revenues Lottery	10.0	5.1	96.9%
EBITDA Lottery	(3.8)	(6.7)	(43.3%)

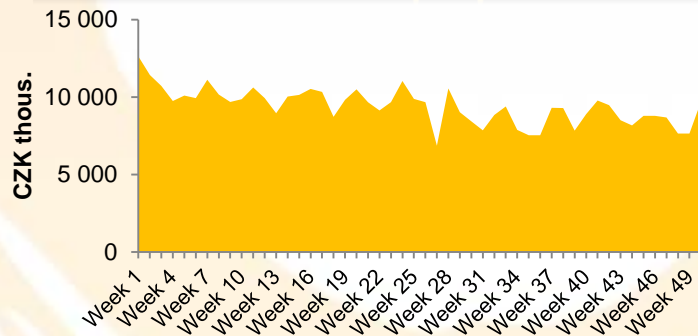
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Lottery trading performance in 2012

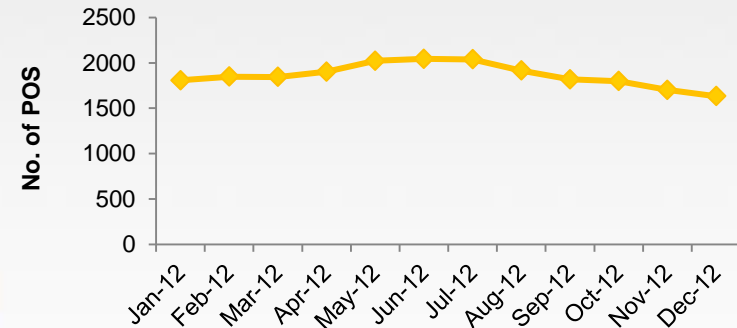
Total lottery sales



Mobile top ups



Terminals



- ▶ No. of terminals 1,632 in December 2012
- ▶ Network optimization to enhance profitability of POS
- ▶ Mobile top ups sales stable
- ▶ Improvement in sales of scratch cards – Czech Post

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Lottery in 2013 - Outlook

Future development of lottery project under revision:

- ▶ Cost under control, majority of operating costs are sales driven
- ▶ Break-even in 1H 2013 anticipated
- ▶ Several strategic options under review
- ▶ E-invest deal to be concluded by June
- ▶ An entry of a new partner cannot be excluded



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Dividend



Dividend Information

Fortuna confirms general dividend policy to pay out 70 – 100% of the consolidated net profit

- ▶ The management will propose a 100% dividend pay-out from the net consolidated profit of EUR 12.3 million
- ▶ The management will also consider a dividend pay-out from the retained earnings from previous years
- ▶ Final terms will be announced after the approval of the AGM in May 2012

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2013 Outlook



2013 Outlook

- ▶ Focus on on-line product development:
 - ▶ New application for tablets and mobile from Mobenga
 - ▶ More live streaming
- ▶ New trading format from Amelco
- ▶ Lottery in positive figures
- ▶ Operating with social responsibility in regulated markets with political acceptance of sports betting as a social/leisure activity

IR Calendar & Contacts

Event	Date
Annual Report 2012	April 16, 2013
Q1 2013 Interim Report	May 7, 2013
AGM	May 28, 2013
Half Year 2013 Report	August 29, 2013
Q3 2013 Interim Report	November 7, 2013

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