



Fortuna Entertainment Group NV

Q1 2012 Financial Results

May 10, 2012



Agenda

- **Introduction**

Vladan Crha, IR

- **Q1 2012 Financial Results**

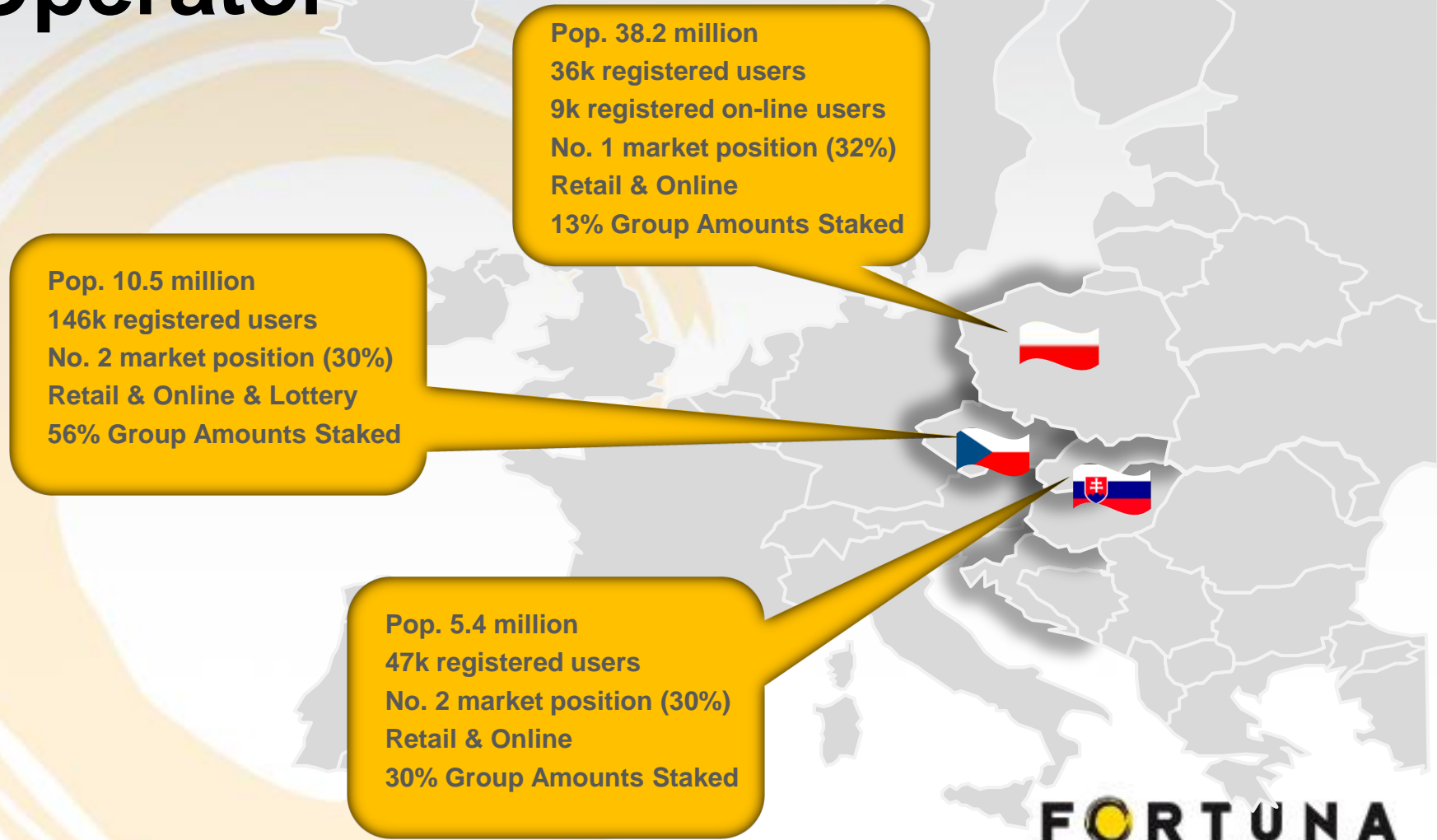
Michal Vepřek, CFO

- **2012 – Products & Strategy**

Wilf Walsh, Vice Chairman of the Board and Interim CEO

- **Q&A**

Fortuna - Leading CEE Betting Operator





Q1 2012 Financial Results



Financial Highlights Q1 2012

Sports Betting

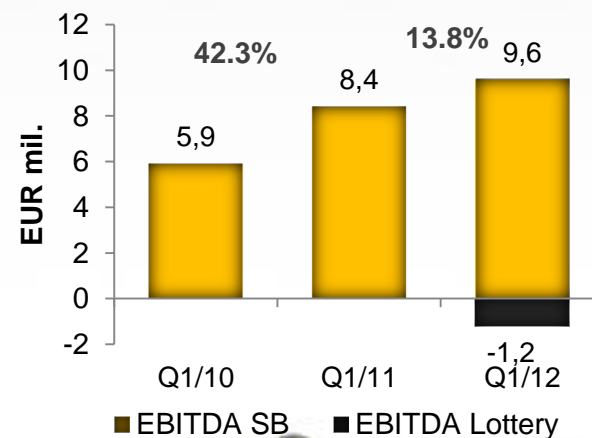
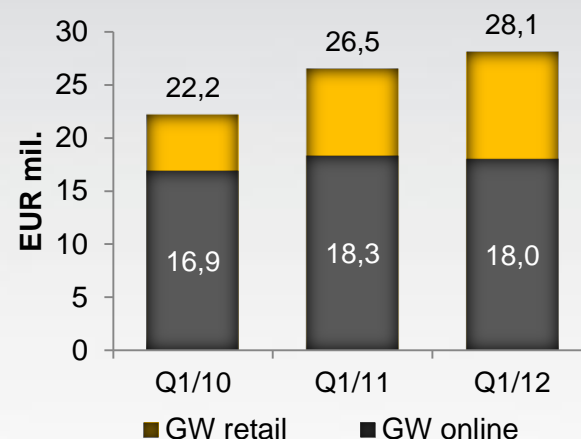
- ▶ Amounts Staked EUR 108.6 million (-4.9%)
- ▶ Gross Win EUR 28.1 million (+6.1%)
- ▶ Gross Win from on-line EUR 10.2 million (+24.2%)
- ▶ **EBITDA EUR 9.6 million (+13.8%)**

Lottery

- ▶ Lottery total Amounts Staked EUR 5.2 million
- ▶ Gross Win EUR 2.6 million
- ▶ EBITDA EUR -1.2 million

Group Total

- ▶ Amounts Staked EUR 113.8 million (-0.3%)
- ▶ Gross Win EUR 30.7 million 15.9%
- ▶ **EBITDA EUR 8.4 million (-0.3%)**



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High margin performance in Sports Betting

In EUR million	Q1 2012	Q1 2011	change %
Amounts Staked SB	108.6	114.2	(4.9%)
Gross Win SB	28.1	26.5	6.1%
Revenues SB	24.7	23.2	6.3%
EBITDA SB	9.6	8.4	13.8%

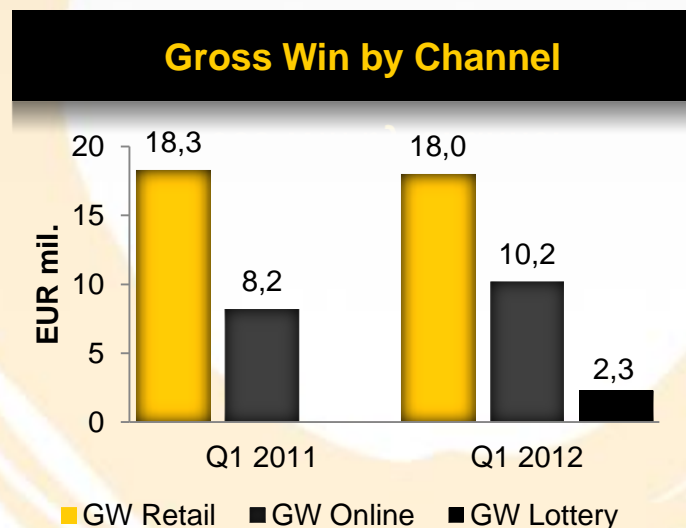
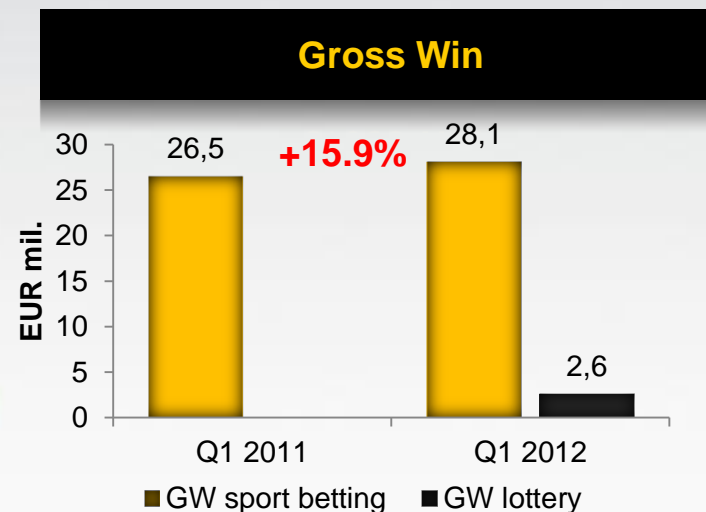
Lottery on Plan

In EUR million	Q1 2012	Q1 2011	change %
Amounts Staked Lottery	5.2	0	n/a
Gross Win Lottery	2.6	0	n/a
Revenues Lottery	2.6	0	n/a
EBITDA Lottery	(1.2)	0	n/a

Top Line Profitability Retained

In EUR million	Q1 2012	Q1 2011	change %
Amounts Staked	113.8	114.2	(0.3%)
Gross Win	30.7	26.5	15.9%
Revenues	27.3	23.2	17.5%
EBITDA	8.4	8.4	(0.3%)

Increased Profit and Growing Margins

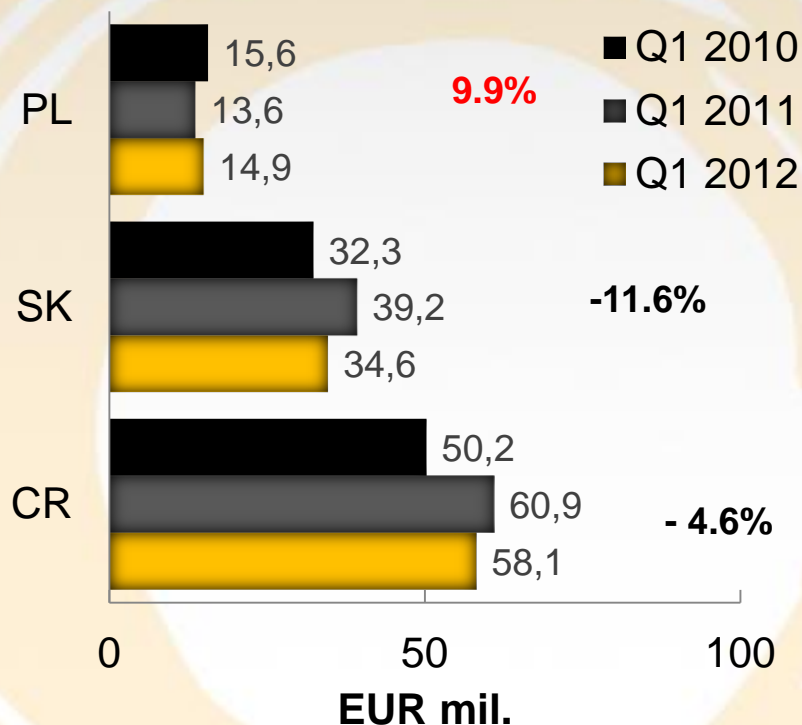


Profits as a % to Amounts Staked

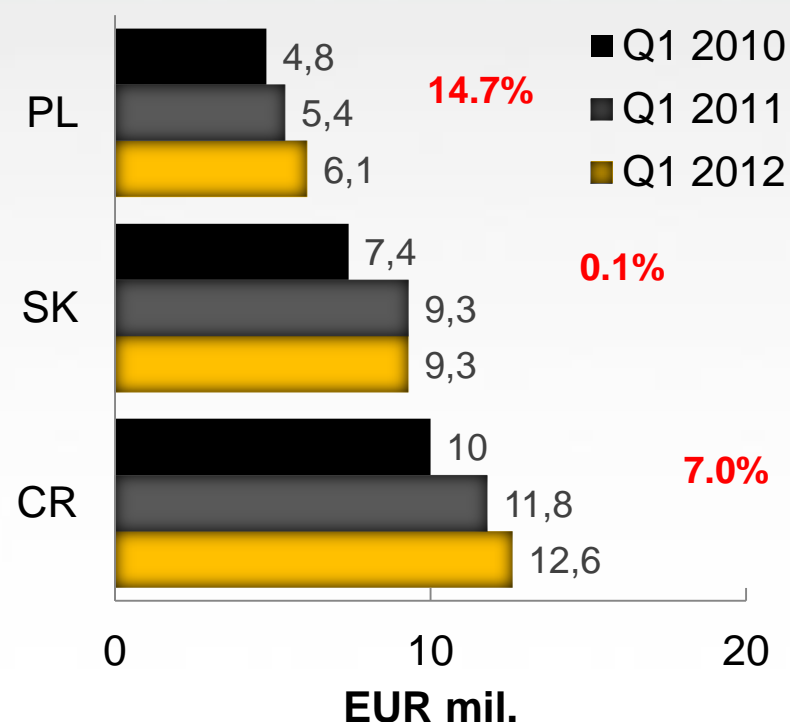
	Q1 2011	Q1 2012
Gross Win Margin (SB)	23.2%	25.9%
Gross Profit Margin (SB)	18.5%	20.2%

Sport Betting by Territory

Amounts Staked



Gross Win



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Contribution by Channel and Territory

Total Gross Win +15.9% (inc. Lottery)

Gross Win Sports Betting Growth +6.1%

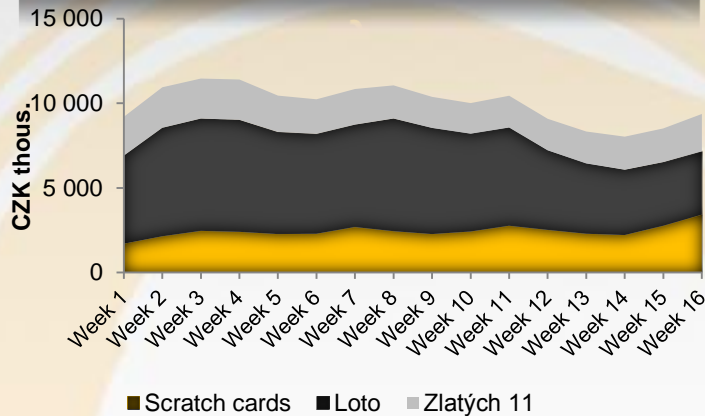
Gross Win Online +24.2%

Gross Win Retail (1.9%)

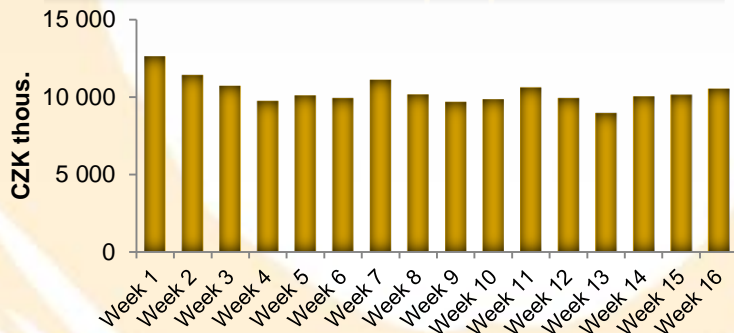
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Lottery Trading Performance Q1 2012

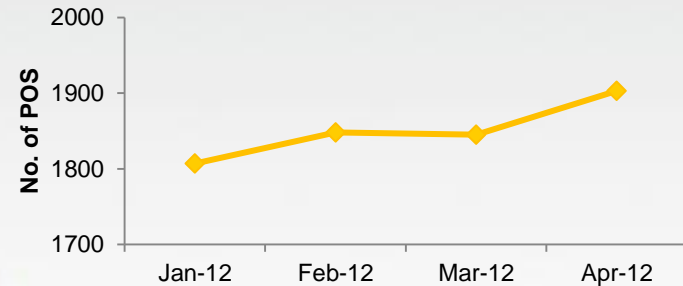
Lottery sales



Mobile top ups



Terminals



- ▶ No. of terminals 1,903 at the end of April
- ▶ Mobile top ups sales stable

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Dividend Declaration

The Management Board of Fortuna will propose to the upcoming AGM dividend payment of 90% of the 2011 consolidated net profit

- ▶ It represents EUR 0.23 per share and 6 % dividend yield (based on share price CZK 97)
- ▶ Record date was set to June 8, 2012 (based on T + 3 settlement) and payment date to June 25, 2012
- ▶ The dividend will be subject to approval of the AGM on May 25, 2012

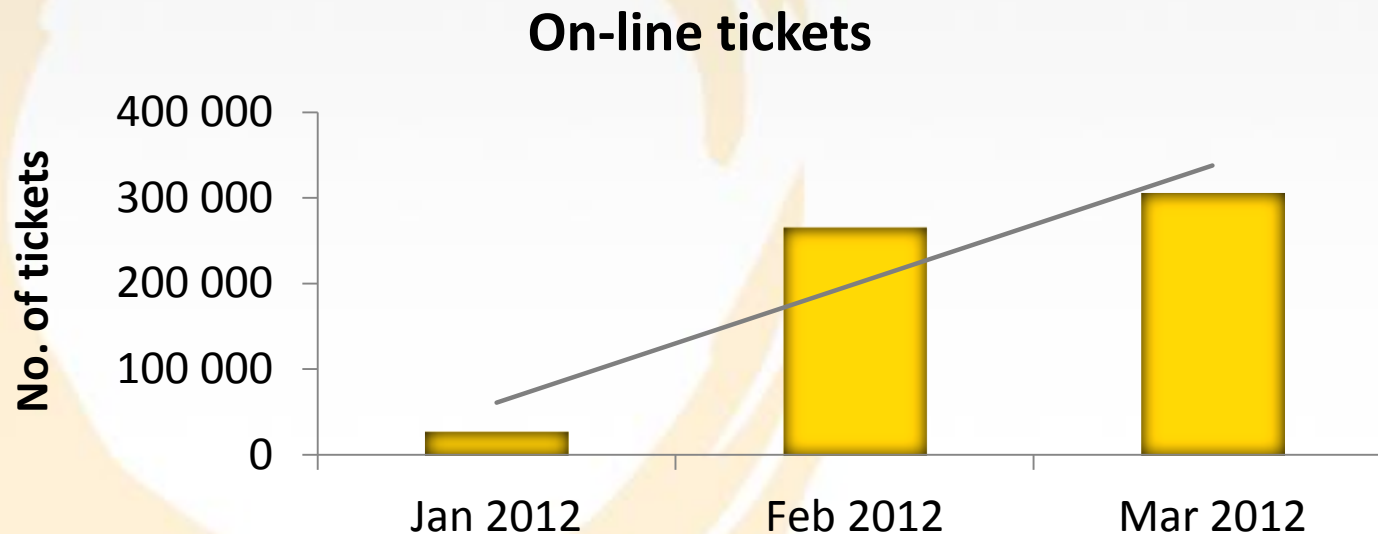


Products & Strategy



On-line in Poland on track

- ▶ **Huge potential** for on-line betting development
- ▶ Over **9,000 on-line users** registered at efortuna.pl since end of January – **most of them are new to Fortuna**
- ▶ EURO 2012 buzz has already started



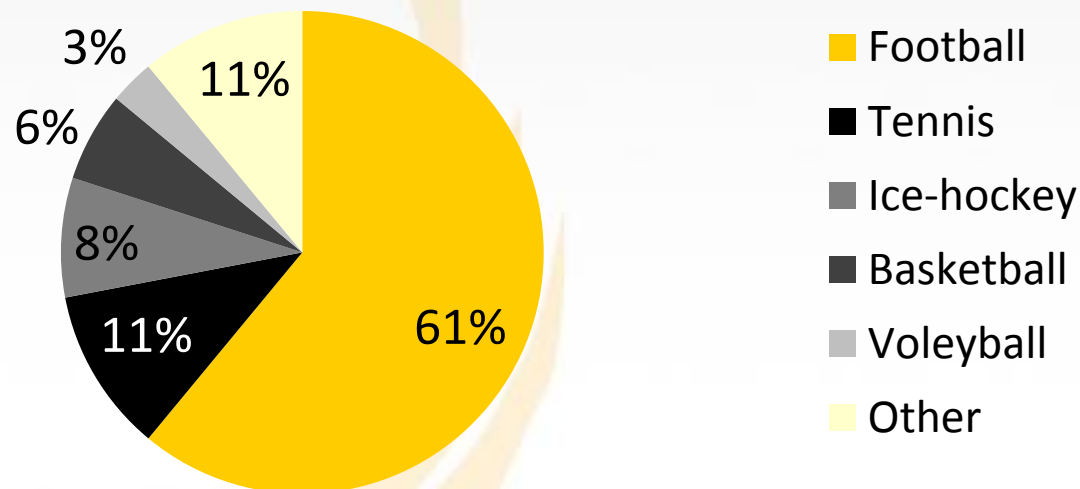
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On-line in Poland on track

► **Biggest number of customers come to efortuna.pl from**

- Województwo śląskie
- W. mazowieckie
- W. dolnośląskie

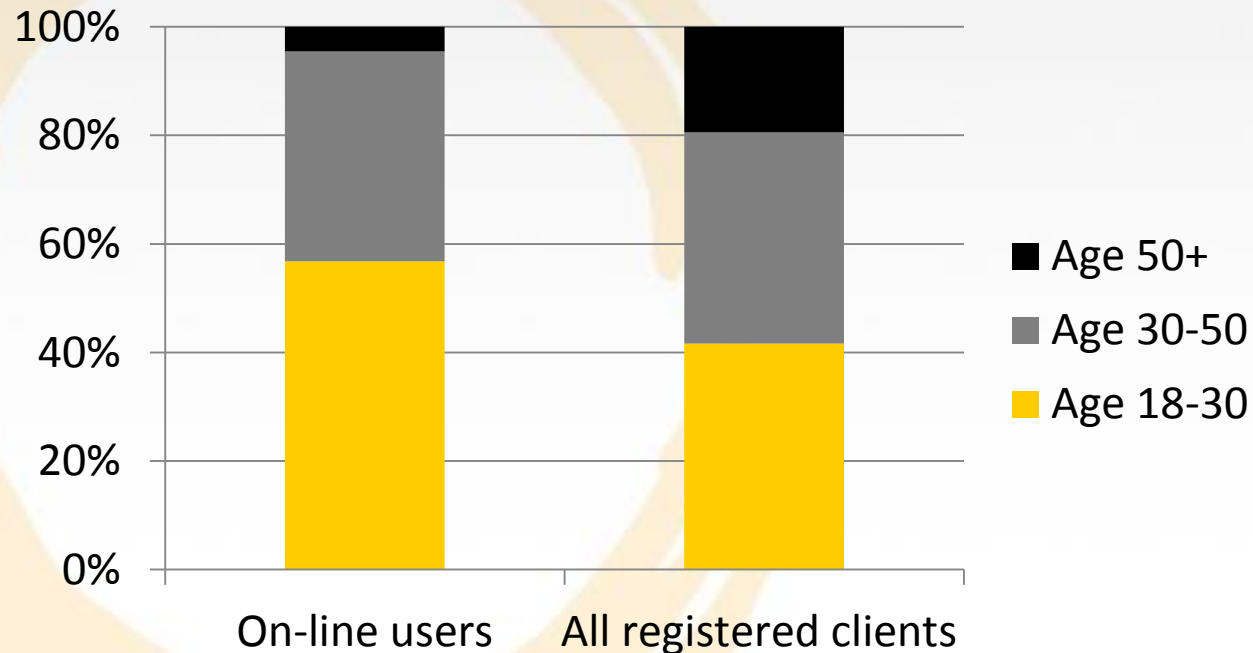
Sports by popularity - betting



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On-line in Poland on track

- ▶ Typical customer : male between 18 – 40 years
- ▶ On-line attracts younger customers
- ▶ Average bet about 9 PLN



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UEFA EURO 2012

KONKURS
EURO2012

DO ZDOBYCIA
300 KOSZULEK
REPREZENTACJI
POLSKI
10 PIŁEK
TANGO 12
5 TABLETÓW
APPLE IPAD



- ▶ Full utilization of Fortuna internet expertise
- ▶ Acquisition of new customers to on-line betting across the region
- ▶ Leverage “first to market” position in Polish on-line
- ▶ Fortuna offers number of attractive benefits and prizes for newly registered customers

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Q1 2012 Results – Strong Margins and prudent cost control

High Margins in Sports Betting Boosting Return

- ▶ **Group s Gross Win EUR 30.7 million (+15.9%)**
 - Gross Win SB EUR 28.1 million (+6.1%)
 - Gross Win Lottery EUR 2.6 million

- ▶ **Group s EBITDA EUR 8.4 million (-0.3%)**
 - EBITDA SB EUR 9.6 million (+13.8%)
 - EBITDA Lottery EUR -1.2 million

Outlook 2012

Building on record breaking 2011 performance:

- ▶ Transforming, investing in and innovating the on-line and on-the-move offer
- ▶ Ensure No. 1 market position for efortuna.pl
- ▶ Exploiting business potential of EURO 2012
- ▶ Utilizing our established, trusted retail network
- ▶ Operating with social responsibility in regulated markets with political acceptance of sports betting as a social/leisure activity

IR Calendar & Contacts

Event	Date
AGM	May 25, 2012
Dividend Record Date	June 8, 2012
Dividend Payment Date	June 25, 2012
Half Year 2012 Report	August 29, 2012
Q3 2012 Interim Report	November 8, 2012

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