



Fortuna Entertainment Group NV

9 Months 2013 Financial Results

November 7, 2013



Agenda

Introduction

9M 2013 Financial Highlights

Fortuna Lottery in 9M 2013

Outlook & Summary

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Fortuna - Leading regulated CEE sports betting & lottery operator



Pop. 38.2 million
89k registered users
No. 1 market position (37%)
Retail & Online
Reg. vs offshore market:
EUR 200 mm vs. EUR 1.1 bn



Pop. 10.5 million
228k registered users
No. 2 market position (31%)
Retail & Online & Lottery
Reg. vs offshore market:
EUR 780 mm vs. EUR 500 mm



Pop. 5.4 million
90k registered users
No. 2 market position (34%)
Retail & Online
Reg. vs offshore market:
EUR 365 mm vs. EUR 100 mm



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Financial Highlights 9M 2013

- ▶ **Group Amounts Staked increased to EUR 405.2 million (+21.3%)**
- ▶ **Gross Win EUR increased to EUR 83.4 million (+6.9%)**
- ▶ **EBITDA increased to EUR 18.1 million (+36.2%)**
- ▶ **No. of registered LIVE customers increased by 17% since 30**

June 2013

- ▶ **Group Gross Win from on-line sports betting EUR 36.2 million (+40.1%)**

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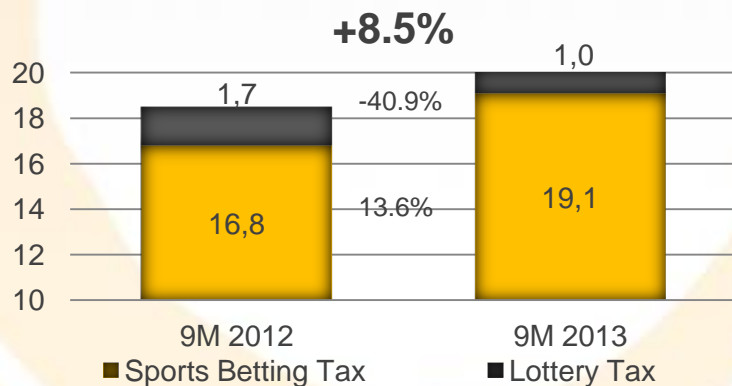
9M 2013 Financial Performance



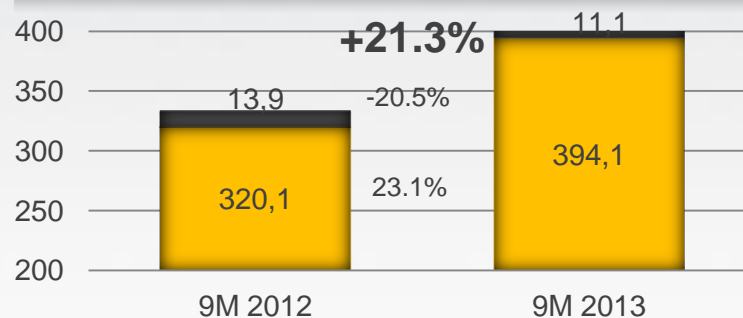
Financial results 9M 2013

- ▶ Amounts Staked EUR 405.2 mil. (+21.3%)
- ▶ Sports Betting Service Fee EUR 16.2 mil. (-3.1%)
- ▶ Total Betting Tax EUR 20.1 mil. (+8.5%)
- ▶ Total Gross Win EUR 83.4 mil. (+6.9%)

Betting Tax

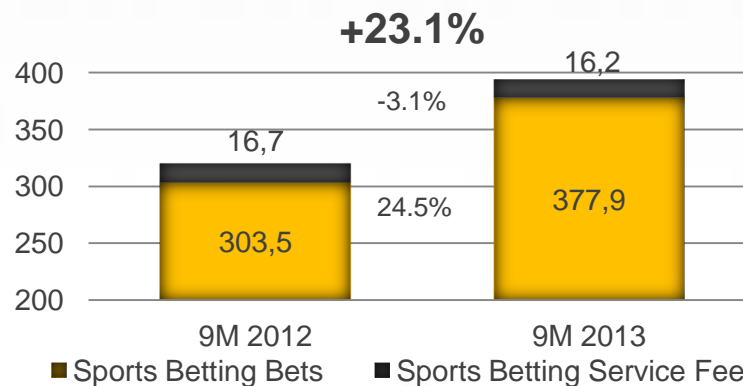


Amounts Staked



■ Amounts Staked sports betting ■ Amounts Staked lottery

SB Bets & Commission



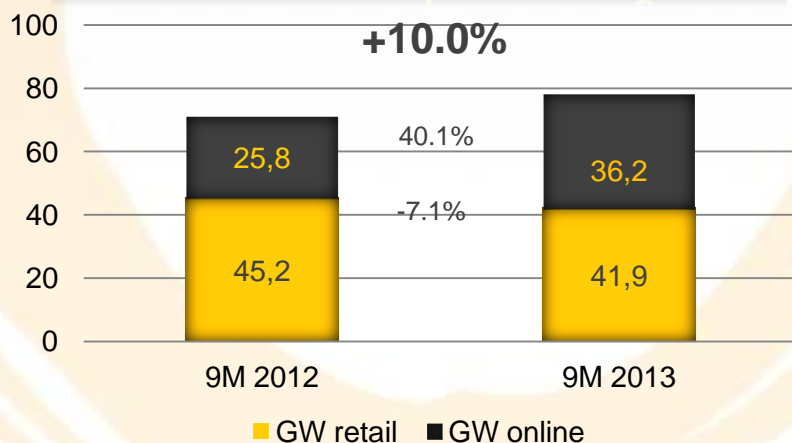
■ Sports Betting Bets ■ Sports Betting Service Fee

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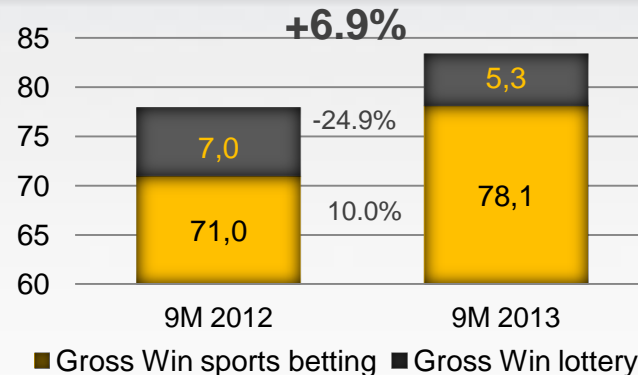
Financial results 9M 2013 cont.

- ▶ Total Gross Win EUR 83.4 mil. (+6.9%)
- ▶ Gross Win sports betting EUR 78.1 mil. (+10.0%)
- ▶ Gross Win sports betting online EUR 36.2 mil. (+40.1%)
- ▶ EBITDA EUR 18.1 mil. (+36.2%)

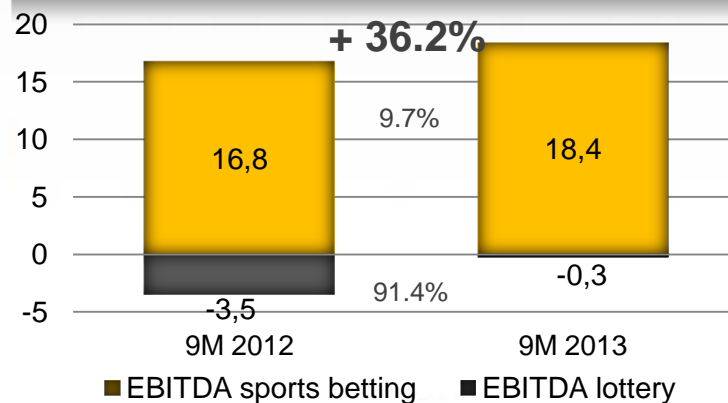
Gross Win Sports Betting



Gross Win



EBITDA



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Sports betting in regions in 9M 2013



- Amounts Staked growing by high single digit
- GW up on the back of a rapid on-line expansion
- On-line betting in Poland doubled
- Retail betting down, yet generates $\frac{3}{4}$ of total GW



- Amounts Staked growing by double digit
- Increase in volumes due to service fee abolition on internet betting
- Over 50% of Gross Win now generated by on-line and live betting
- GW on-line showing a double digit growth
- GW retail betting continues declining



- Amounts Staked showed a double digit growth
- Strong GW performance supported by stable retail betting
- GW on-line showing a double digit growth
- Retail betting stable

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Fortuna Lottery in 9M 2013



Lottery loss in line with guidance

In EUR million	9M 2012	9M 2013	change %
Amounts Staked Lottery	13.9	11.1	(20.5%)
Gross Win Lottery	7.0	5.3	(24.9%)
Revenues Lottery	7.1	5.3	(24.9%)
EBITDA Lottery	(3.5)	(0.3)	91.4%

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Czech Lottery strategy under review

- Controlled numbers games decline
- Continue successful scratch card business
- Acquisition of Gamestar
- Focus on distribution with GECO as a strong partner
- Low cost operation as Lottery becomes another betting product through existing channels



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Summary & Outlook



Key business opportunities

Poland

Mobile
access

On-line
gaming



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Regulatory update



Regulated market today	Potential changes
<ul style="list-style-type: none">• A high 12% tax on amounts staked (the consumer)• Restricted advertising and sponsorship	<ul style="list-style-type: none">• Blocking off-shore operators• Free marketing• Taxation change to GPT• On-line gaming & casino
<ul style="list-style-type: none">• A 20% GW tax	<ul style="list-style-type: none">• On-line gaming & casino• On-line registration to be allowed
<ul style="list-style-type: none">• A 6% tax on amounts staked	<ul style="list-style-type: none">• On-line gaming & casino

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Summary & Opportunities

- **Overall CEE market dominance with over 1,600 POS and growing on-line business**
 - Retail efficiency: shops with no stock/ back area and focus on franchise
 - On-line – no logistics element
- **Near-term opportunities**
 - On-line growth driven by mobile/ tablet
 - Maintaining still relevant retail operation including franchised sports bars
 - Regulation - Poland and online gaming
 - Manageable, cost effective Czech lottery business