



Unibet Group plc restated quarterly tables

This document provides restated quarterly tables of results including regional and product analysis for Unibet Group plc. The tables show historic restated results following the reclassification of certain operational expenses between Gross winnings revenue, cost of sales and operating expenses both including and excluding Kambi.

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Please note the figures presented within this document must be considered alongside the following:

Pages 1-3 contain previously reported figures, which therefore include Kambi revenue and costs.

Pages 4-6 contain restated prior period figures, including Kambi. These restated figures will be used as comparatives for Unibet Group's future financial reports beginning Q2 2014.

Pages 7-9 provide pro forma prior period figures, excluding Kambi. These will not form part of Unibet Group's future financial reporting and have been provided within this document as one-off information to assist investors and analysts understand Unibet's business excluding Kambi.


CONSOLIDATED INCOME STATEMENT AS PREVIOUSLY REPORTED
GBP 'm

	Unaudited Q1 2012	Unaudited Q2 2012	Unaudited Q3 2012	Unaudited Q4 2012	Unaudited Q1 2013	Unaudited Q2 2013	Unaudited Q3 2013	Unaudited Q4 2013	Unaudited Q1 2014	Audited Full Year 2012	Audited Full Year 2013
Gross winnings revenue	51.1	45.3	43.8	56.9	59.3	54.1	56.1	65.2	67.6	197.1	234.7
Betting duties	-2.9	-2.7	-2.5	-3.6	-3.7	-3.5	-3.8	-5.3	-5.3	-11.7	-16.3
Other cost of sales	-3.6	-3.3	-3.3	-4.2	-4.5	-4.2	-4.7	-5.0	-4.7	-14.4	-18.4
Cost of sales	-6.5	-6.0	-5.8	-7.8	-8.2	-7.7	-8.5	-10.3	-10.0	-26.1	-34.7
Gross profit	44.6	39.3	38.0	49.1	51.1	46.4	47.6	54.9	57.6	171.1	200.0
Marketing costs	-11.6	-11.8	-10.0	-14.2	-15.2	-15.0	-14.0	-14.1	-16.0	-47.6	-58.3
Administrative expenses	-19.3	-20.1	-19.9	-21.7	-22.8	-23.2	-23.3	-23.2	-24.3	-81.0	-92.5
Underlying profit before items affecting comparability:	13.7	7.4	8.1	13.2	13.1	8.2	10.3	17.6	17.3	42.4	49.2
M&A transaction costs	-0.8	-0.3	-	-	-	-	-	-	-	-1.1	-
Settlement of prior year betting duties	-	-	-2.6	-	-	-	-	-	-	-2.6	-
Settlement of litigation	-	-	-	-	-	-	-	-1.1	-	-	-1.1
Amortisation of acquired intangible assets	-0.8	-0.8	-0.7	-0.8	-0.9	-0.8	-0.6	-0.5	-0.5	-3.1	-2.8
Adjustment to carrying value of discontinued brand	-	-1.2	-	-	-	-	-	-	-	-1.2	-
Adjustment to carrying value of contingent consideration	-	1.8	-	-	-	-	-	-	-	1.8	-
Foreign currency (loss) / gain on operating items	-0.4	-0.5	-0.3	0.2	0.3	-0.1	-0.5	-0.4	-0.2	-1.0	-0.6
Profit from operations	11.7	6.4	4.5	12.6	12.5	7.3	9.2	15.6	16.6	35.2	44.6
Finance costs	-0.0	-0.1	-0.6	-0.5	-1.0	-0.1	0.1	-0.0	-0.0	-1.2	-1.1
Finance income	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.1
Share of result from associates	-0.0	-0.0	0.0	-0.0	-0.1	-0.0	-0.0	-0.1	-0.1	-0.0	-0.2
Profit before tax	11.7	6.4	4.0	12.1	11.4	7.2	9.3	15.5	16.5	34.2	43.4
Income tax expense	-1.0	-0.7	-0.6	-0.3	-0.9	-0.6	-1.1	-0.7	-1.2	-2.6	-3.3
Profit after tax	10.7	5.7	3.4	11.8	10.5	6.6	8.2	14.8	15.3	31.6	40.1
Other key Income Statement data:											
EBITDA	15.3	11.8	8.6	16.8	17.1	12.0	14.1	20.2	21.3	52.5	63.4
Depreciation	-0.6	-0.6	-0.6	-0.7	-0.8	-0.8	-0.9	-0.8	-0.9	-2.5	-3.3
Amortisation	-3.0	-4.8	-3.5	-3.5	-3.8	-3.9	-4.0	-3.9	-3.9	-14.8	-15.6
Key ratios:											
Marketing % of GWR	29.7%	33.3%	30.4%	32.3%	33.2%	35.6%	33.3%	29.3%	30.6%	31.5%	32.7%
Opex % of GWR	37.8%	44.3%	45.4%	38.1%	38.4%	42.9%	41.5%	35.6%	36.0%	41.1%	39.4%
EBITDA % of GWR	29.9%	26.0%	19.7%	29.5%	28.8%	22.2%	25.1%	31.0%	31.5%	26.6%	27.0%
Profit before tax % of GWR	22.9%	14.1%	9.1%	21.3%	19.3%	13.2%	16.6%	23.8%	24.3%	17.4%	18.5%
Profit after tax % of GWR	20.9%	12.6%	7.7%	20.8%	17.8%	12.1%	14.7%	22.8%	22.6%	16.0%	17.1%

This page contains previously reported figures and includes Kambi revenue and costs.


Gross Winnings Revenue (GWR) by region as previously reported (based on country of residence of the customer)
GBP 'm

	2012	2012	2012	2012	2013	2013	2013	2013	2014	2012	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
SPORTS BETTING BY REGION											
Gross winnings revenue											
Nordics	10.8	8.0	7.4	10.8	12.0	9.6	11.1	12.0	12.6	37.0	44.7
Western Europe	8.6	7.0	6.3	9.7	10.0	8.0	8.3	13.1	15.5	31.6	39.4
Central, Eastern and Southern Europe	2.6	1.7	0.9	1.9	1.4	3.2	2.1	2.0	2.8	7.1	8.7
Other	1.5	1.8	2.1	3.1	2.0	1.3	1.8	0.8	0.8	8.5	5.9
Total	23.5	18.5	16.7	25.5	25.4	22.1	23.3	27.9	31.7	84.2	98.7
Quarterly Year-on-Year & Year-on-Year growth %											
Nordics	31%	22%	0%	9%	11%	20%	50%	11%	5%	15%	21%
Western Europe	80%	94%	37%	80%	17%	13%	32%	35%	55%	72%	25%
Central, Eastern and Southern Europe	40%	0%	-62%	-19%	-46%	90%	136%	5%	97%	-14%	23%
Other	485%	879%	-1440%	517%	33%	-26%	-16%	-75%	-59%	982%	-31%
Total	55%	53%	18%	40%	8%	19%	40%	9%	25%	41%	17%
OTHER PRODUCTS - CASINO, POKER, & OTHER GAMES BY REGION											
Gross winnings revenue											
Nordics	16.0	15.9	16.7	19.6	20.1	19.3	19.9	21.5	19.7	68.2	80.9
Western Europe	8.0	8.2	7.5	8.0	9.5	9.1	8.6	10.3	10.5	31.7	37.4
Central, Eastern and Southern Europe	3.2	2.4	2.5	3.1	3.4	2.7	3.2	3.7	3.6	11.3	13.0
Other	0.4	0.3	0.4	0.7	0.9	0.9	1.1	1.8	2.1	1.8	4.7
Total	27.6	26.8	27.1	31.4	33.9	32.0	32.8	37.3	35.9	112.9	136.0
Quarterly Year-on-Year & Year-on-Year growth %											
Nordics	21%	15%	17%	22%	26%	22%	19%	10%	-2%	19%	19%
Western Europe	40%	46%	22%	15%	19%	11%	14%	28%	10%	29%	18%
Central, Eastern and Southern Europe	2%	-10%	-7%	1%	5%	12%	28%	19%	6%	-3%	16%
Other	47%	55%	-7%	57%	121%	218%	180%	156%	132%	34%	163%
Total	24%	20%	15%	18%	23%	19%	21%	19%	6%	19%	20%
TOTAL BY REGION											
Gross winnings revenue											
Nordics	26.8	23.9	24.1	30.4	32.1	28.9	31.1	33.5	32.3	105.1	125.6
Western Europe	16.6	15.2	13.8	17.7	19.5	17.0	16.9	23.4	26.0	63.3	76.8
Central, Eastern and Southern Europe	5.8	4.1	3.4	5.0	4.8	6.0	5.4	5.7	6.3	18.4	21.8
Other	1.9	2.0	2.5	3.8	2.9	2.2	2.9	2.6	2.9	10.2	10.5
Total	51.1	45.3	43.8	56.9	59.3	54.1	56.1	65.2	67.6	197.1	234.7
Share of total %											
Nordics	53%	53%	55%	53%	54%	53%	55%	51%	48%	54%	54%
Western Europe	32%	34%	32%	31%	33%	32%	30%	36%	39%	32%	33%
Central, Eastern and Southern Europe	11%	9%	8%	9%	8%	11%	10%	9%	9%	9%	9%
Other	4%	4%	5%	7%	5%	4%	5%	4%	4%	5%	4%
Quarterly Year-on-Year & Year-on-Year growth %											
Nordics	25%	17%	11%	17%	20%	21%	29%	10%	1%	17%	19%
Western Europe	58%	65%	28%	43%	18%	12%	22%	32%	33%	48%	21%
Central, Eastern and Southern Europe	16%	-6%	-32%	-8%	-18%	44%	57%	14%	32%	-7%	18%
Other	258%	464%	853%	301%	52%	8%	15%	-32%	0%	386%	3%
Total	36%	32%	16%	27%	16%	19%	28%	14%	14%	28%	19%

This page contains previously reported figures and includes Kambi revenue and costs.


Gross Winnings Revenue (GWR) by product as previously reported (after free bets)
GBP 'm

TOTAL BY PRODUCT	2012	2012	2012	2012	2013	2013	2013	2013	2014	2012	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
Gross winnings revenue											
Sports Betting	23.5	18.5	16.7	25.5	25.4	22.1	23.3	27.9	31.7	84.2	98.7
Casino & Games	21.8	22.1	22.0	26.3	28.3	27.4	28.2	31.6	30.6	92.2	115.5
Poker	4.1	3.4	3.2	3.2	3.6	2.6	2.4	2.7	2.0	13.9	11.3
Other	1.7	1.3	1.9	1.9	2.0	2.0	2.2	3.0	3.3	6.8	9.2
Total	51.1	45.3	43.8	56.9	59.3	54.1	56.1	65.2	67.6	197.1	234.7
Share of total %											
Sports Betting	46%	41%	38%	45%	43%	41%	42%	43%	47%	43%	42%
Casino & Games	43%	49%	51%	46%	48%	50%	50%	48%	45%	47%	49%
Poker	8%	8%	7%	6%	6%	5%	4%	4%	3%	7%	5%
Other	3%	3%	4%	3%	3%	4%	4%	5%	5%	3%	4%
Quarterly Year-on-Year & Year-on-Year growth %											
Sports Betting	55%	53%	18%	40%	8%	19%	39%	9%	25%	41%	17%
Casino & Games	27%	23%	18%	25%	30%	24%	28%	20%	8%	23%	25%
Poker	5%	16%	5%	-8%	-12%	-23%	-25%	-14%	-44%	4%	-18%
Other	31%	-8%	1%	-6%	18%	54%	16%	58%	64%	3%	36%

This page contains previously reported figures and includes Kambi revenue and costs.


CONSOLIDATED INCOME STATEMENT RESTATED (INCLUDING KAMBI)
GBP 'm

	Unaudited Q1 2012	Unaudited Q2 2012	Unaudited Q3 2012	Unaudited Q4 2012	Unaudited Q1 2013	Unaudited Q2 2013	Unaudited Q3 2013	Unaudited Q4 2013	Unaudited Q1 2014	Unaudited Full Year 2012	Unaudited Full Year 2013
Gross winnings revenue	58.4	52.4	51.0	64.9	67.6	62.0	64.0	74.4	76.5	226.7	268.0
Betting duties	-2.9	-2.7	-2.5	-3.6	-3.7	-3.5	-3.8	-5.3	-5.3	-11.7	-16.3
Marketing revenue share	-3.6	-3.3	-3.3	-4.2	-4.5	-4.2	-4.7	-5.0	-4.7	-14.4	-18.4
Other cost of sales	-7.7	-7.4	-7.5	-8.7	-8.7	-8.4	-8.5	-9.4	-9.4	-31.3	-35.0
Cost of sales	-14.2	-13.4	-13.3	-16.5	-16.9	-16.1	-17.0	-19.7	-19.4	-57.4	-69.7
Gross profit	44.2	39.0	37.7	48.4	50.7	45.9	47.0	54.7	57.1	169.3	198.3
Marketing costs	-11.6	-11.8	-10.0	-14.2	-15.2	-15.0	-14.0	-14.1	-16.0	-47.6	-58.3
Administrative expenses	-18.9	-19.8	-19.6	-21.0	-22.4	-22.7	-22.7	-23.0	-23.8	-79.3	-90.8
Underlying profit before items affecting comparability:	13.7	7.4	8.1	13.2	13.1	8.2	10.3	17.6	17.3	42.4	49.2
M&A transaction costs	-0.8	-0.3	-	-	-	-	-	-	-	-1.1	-
Settlement of prior year betting duties	-	-	-2.6	-	-	-	-	-	-	-2.6	-
Settlement of litigation	-	-	-	-	-	-	-	-1.1	-	-	-1.1
Amortisation of acquired intangible assets	-0.8	-0.8	-0.7	-0.8	-0.9	-0.8	-0.6	-0.5	-0.5	-3.1	-2.8
Adjustment to carrying value of discontinued brand	-	-1.2	-	-	-	-	-	-	-	-1.2	-
Adjustment to carrying value of contingent consideration	-	1.8	-	-	-	-	-	-	-	1.8	-
Foreign currency (loss) / gain on operating items	-0.4	-0.5	-0.3	0.2	0.3	-0.1	-0.5	-0.4	-0.2	-1.0	-0.7
Profit from operations	11.7	6.4	4.5	12.6	12.5	7.3	9.2	15.6	16.6	35.2	44.6
Finance costs	-0.0	-0.1	-0.6	-0.5	-1.0	-0.1	0.1	-0.0	-0.0	-1.2	-1.1
Finance income	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.1
Share of result from associates	-0.0	-0.0	0.0	-0.0	-0.1	-0.0	-0.0	-0.1	-0.1	-0.0	-0.2
Profit before tax	11.7	6.4	4.0	12.1	11.4	7.2	9.3	15.5	16.5	34.2	43.4
Income tax expense	-1.0	-0.7	-0.6	-0.3	-0.9	-0.6	-1.1	-0.7	-1.2	-2.6	-3.3
Profit after tax	10.7	5.7	3.4	11.8	10.5	6.6	8.2	14.8	15.3	31.6	40.1
Other key Income Statement data:											
EBITDA	15.3	11.8	8.6	16.8	17.1	12.0	14.1	20.2	21.3	52.5	63.4
Depreciation	-0.6	-0.6	-0.6	-0.7	-0.8	-0.8	-0.9	-0.8	-0.8	-2.5	-3.3
Amortisation	-3.0	-4.8	-3.5	-3.5	-3.8	-3.9	-4.0	-3.9	-3.9	-14.8	-15.6
Key ratios:											
Marketing % of GWR	26.0%	28.8%	26.1%	28.4%	29.1%	31.0%	29.2%	25.7%	27.1%	27.4%	28.6%
Opex % of GWR	32.4%	37.8%	38.4%	32.4%	33.1%	36.6%	35.5%	30.9%	31.1%	35.0%	33.9%
EBITDA % of GWR	26.1%	22.5%	16.9%	25.9%	25.3%	19.4%	22.0%	27.2%	27.8%	23.2%	23.7%
Profit before tax % of GWR	20.0%	12.2%	7.8%	18.6%	16.9%	11.6%	14.5%	20.9%	21.5%	15.1%	16.2%
Profit after tax % of GWR	18.3%	10.9%	6.6%	18.2%	15.6%	10.6%	12.8%	19.9%	19.9%	13.9%	15.0%

This page contains restated prior period figures, including Kambi. These restated figures will be used as comparatives for Unibet Group's future financial reports beginning Q2 2014.


Gross Winnings Revenue (GWR) by region as restated - including Kambi (based on country of residence of the customer)
GBP 'm
SPORTS BETTING BY REGION

	2012	2012	2012	2012	2013	2013	2013	2013	2014	2012	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
Gross winnings revenue											
Nordics	11.3	8.4	7.8	11.3	12.4	10.0	11.5	12.4	13.1	38.8	46.3
Western Europe	9.0	7.4	6.6	10.2	10.4	8.3	8.6	13.5	16.1	33.2	40.9
Central, Eastern and Southern Europe	2.7	1.8	1.0	2.0	1.5	3.3	2.2	2.1	2.9	7.5	9.0
Other	1.3	1.6	1.9	3.0	1.9	1.2	1.7	0.7	0.8	7.8	5.5
Total	24.3	19.2	17.3	26.5	26.2	22.8	24.0	28.7	32.9	87.3	101.7

Quarterly Year-on-Year & Year-on-Year growth %

Nordics	34%	26%	3%	10%	10%	19%	47%	10%	6%	18%	19%
Western Europe	85%	99%	40%	83%	16%	12%	31%	32%	54%	76%	23%
Central, Eastern and Southern Europe	43%	3%	-58%	-17%	-45%	84%	119%	3%	92%	-11%	21%
Other	554%	1334%	-876%	712%	48%	-23%	-11%	-77%	-57%	1700%	-29%
Total	58%	56%	20%	43%	8%	19%	39%	8%	25%	44%	16%

OTHER PRODUCTS - CASINO, POKER, & OTHER GAMES BY REGION

	2012	2012	2012	2012	2013	2013	2013	2013	2014	2012	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
Gross winnings revenue											
Nordics	19.7	19.7	20.8	24.1	24.5	23.4	24.2	26.3	23.9	84.3	98.4
Western Europe	9.5	9.8	9.0	9.6	11.3	11.1	10.2	12.6	13.3	37.9	45.2
Central, Eastern and Southern Europe	4.0	3.0	3.2	3.9	4.4	3.5	4.1	4.6	4.2	14.1	16.7
Other	0.9	0.7	0.7	0.8	1.2	1.2	1.5	2.2	2.2	3.1	6.1
Total	34.1	33.2	33.7	38.4	41.4	39.2	40.0	45.7	43.6	139.4	166.3

Quarterly Year-on-Year & Year-on-Year growth %

Nordics	22%	18%	19%	26%	24%	19%	16%	9%	-2%	22%	17%
Western Europe	39%	40%	18%	13%	19%	13%	13%	31%	18%	27%	19%
Central, Eastern and Southern Europe	1%	-13%	-5%	2%	11%	15%	28%	18%	-6%	-3%	18%
Other	119%	107%	18%	18%	28%	71%	119%	175%	94%	53%	96%
Total	25%	21%	16%	19%	21%	18%	19%	19%	5%	20%	19%

TOTAL BY REGION

	2012	2012	2012	2012	2013	2013	2013	2013	2014	2012	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
Gross winnings revenue											
Nordics	31.0	28.1	28.6	35.4	36.9	33.4	35.7	38.7	37.0	123.1	144.7
Western Europe	18.5	17.2	15.6	19.8	21.7	19.4	18.8	26.1	29.4	71.1	86.0
Central, Eastern and Southern Europe	6.7	4.8	4.2	5.9	5.9	6.8	6.3	6.7	7.0	21.6	25.7
Other	2.2	2.3	2.6	3.8	3.1	2.4	3.2	2.9	3.1	10.9	11.6
Total	58.4	52.4	51.0	64.9	67.6	62.0	64.0	74.4	76.5	226.7	268.0

Share of total %

Nordics	53%	54%	56%	55%	55%	54%	56%	52%	49%	54%	54%
Western Europe	32%	33%	31%	30%	32%	31%	29%	35%	38%	31%	32%
Central, Eastern and Southern Europe	11%	9%	8%	9%	9%	11%	10%	9%	9%	10%	10%
Other	4%	4%	5%	6%	4%	4%	5%	4%	4%	5%	4%

Quarterly Year-on-Year & Year-on-Year growth %

Nordics	26%	21%	14%	20%	19%	19%	25%	9%	0%	20%	18%
Western Europe	58%	61%	27%	41%	17%	13%	20%	32%	35%	46%	21%
Central, Eastern and Southern Europe	15%	-7%	-27%	-6%	-11%	41%	50%	13%	19%	-6%	19%
Other	259%	407%	643%	263%	40%	6%	24%	-24%	0%	343%	6%
Total	37%	32%	17%	28%	16%	18%	25%	15%	13%	28%	18%

This page contains restated prior period figures, including Kambi. These restated figures will be used as comparatives for Unibet Group's future financial reports beginning Q2 2014.


Gross Winnings Revenue (GWR) by product as restated - including Kambi (after free bets)
GBP 'm

TOTAL BY PRODUCT	2012	2012	2012	2012	2013	2013	2013	2013	2014	2012	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
Gross winnings revenue											
Sports Betting	24.3	19.2	17.4	26.4	26.2	22.8	24.0	28.7	32.9	87.3	101.7
Casino & Games	25.0	25.5	25.6	30.2	32.3	31.4	31.9	36.0	35.3	106.3	131.6
Poker	4.9	4.0	3.9	3.9	4.3	3.1	2.9	3.2	2.4	16.7	13.5
Other	4.2	3.7	4.1	4.4	4.8	4.7	5.2	6.5	5.9	16.4	21.2
Total	58.4	52.4	51.0	64.9	67.6	62.0	64.0	74.4	76.5	226.7	268.0
Share of total %											
Sports Betting	42%	37%	34%	41%	39%	37%	38%	39%	43%	39%	38%
Casino & Games	43%	48%	50%	46%	48%	50%	50%	48%	46%	47%	49%
Poker	8%	8%	8%	6%	6%	5%	4%	4%	3%	7%	5%
Other	7%	7%	8%	7%	7%	8%	8%	9%	8%	7%	8%
Quarterly Year-on-Year & Year-on-Year growth %											
Sports Betting	58%	56%	21%	42%	8%	19%	38%	9%	25%	44%	16%
Casino & Games	29%	25%	20%	26%	29%	23%	25%	19%	9%	25%	24%
Poker	5%	11%	5%	-4%	-12%	-23%	-26%	-17%	-43%	4%	-19%
Other	33%	10%	4%	8%	15%	27%	26%	48%	22%	13%	29%

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CONSOLIDATED PRO FORMA INCOME STATEMENT RESTATED (EXCLUDING KAMBI)

GBP 'm	Unaudited Q1 2012	Unaudited Q2 2012	Unaudited Q3 2012	Unaudited Q4 2012	Unaudited Q1 2013	Unaudited Q2 2013	Unaudited Q3 2013	Unaudited Q4 2013	Unaudited Q1 2014	Unaudited Full Year 2012	Unaudited Full Year 2013
Gross winnings revenue	57.6	52.4	50.4	63.7	67.3	61.2	62.9	73.1	74.6	224.1	264.5
Betting duties	-2.9	-2.7	-2.5	-3.6	-3.7	-3.5	-3.8	-5.3	-5.3	-11.7	-16.3
Marketing revenue share	-3.6	-3.3	-3.3	-4.2	-4.5	-4.2	-4.7	-5.0	-4.7	-14.4	-18.4
Other cost of sales	-11.3	-10.2	-10.1	-12.4	-12.4	-11.7	-11.9	-13.4	-13.9	-44.0	-49.4
Cost of sales	-17.8	-16.2	-15.9	-20.2	-20.6	-19.4	-20.4	-23.7	-23.9	-70.1	-84.1
Gross profit	39.8	36.2	34.5	43.5	46.7	41.8	42.5	49.4	50.7	154.0	180.4
Marketing costs	-11.5	-11.8	-10.0	-14.2	-15.1	-15.0	-14.0	-14.0	-15.9	-47.5	-58.1
Administrative expenses	-14.4	-15.1	-14.6	-16.0	-16.6	-17.0	-16.6	-16.8	-17.3	-60.1	-67.0
Underlying profit before items affecting comparability:	13.9	9.3	9.9	13.3	15.0	9.8	11.9	18.6	17.5	46.4	55.3
M&A transaction costs	-0.8	-0.3	-	-	-	-	-	-	-	-1.1	-
Settlement of prior year betting duties	-	-	-2.6	-	-	-	-	-	-	-2.6	-
Settlement of litigation	-	-	-	-	-	-	-	-1.1	-	-	-1.1
Amortisation of acquired intangible assets	-0.8	-0.8	-0.7	-0.8	-0.9	-0.8	-0.6	-0.5	-0.5	-3.1	-2.8
Adjustment to carrying value of discontinued brand	-	-1.2	-	-	-	-	-	-	-	-1.2	-
Adjustment to carrying value of contingent consideration	-	1.8	-	-	-	-	-	-	-	1.8	-
Foreign currency (loss) / gain on operating items	-0.4	-0.5	-0.3	0.2	0.3	-0.1	-0.5	-0.4	-0.2	-1.0	-0.7
Profit from operations	11.9	8.3	6.3	12.7	14.4	8.9	10.8	16.6	16.8	39.2	50.7
Other key Income Statement data:											
EBITDA	14.7	12.7	9.5	15.9	17.7	12.2	14.3	20.0	20.3	52.9	64.2
Depreciation	-0.4	-0.4	-0.5	-0.6	-0.6	-0.6	-0.6	-0.6	-0.6	-1.9	-2.4
Amortisation	-2.4	-4.0	-2.7	-2.6	-2.7	-2.7	-2.9	-2.8	-2.9	-11.7	-11.1
Key ratios:											
Marketing % of GWR	26.2%	28.8%	26.4%	28.9%	29.1%	31.4%	29.7%	26.0%	27.6%	27.6%	28.9%
Opex % of GWR	25.0%	28.8%	29.0%	25.1%	24.7%	27.8%	26.4%	23.0%	23.2%	26.8%	25.3%
EBITDA % of GWR	25.6%	24.3%	18.9%	25.0%	26.3%	19.9%	22.8%	27.3%	27.2%	23.6%	24.3%

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Pro forma Gross Winnings Revenue (GWR) by region as restated - excluding Kambi (based on country of residence of the customer)

GBP 'm

	2012	2012	2012	2012	2013	2013	2013	2013	2014	2012	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
SPORTS BETTING BY REGION											
Gross winnings revenue											
Nordics	11.3	8.4	7.8	11.3	12.4	10.0	11.5	12.4	13.1	38.8	46.3
Western Europe	9.0	7.4	6.6	10.2	10.4	8.3	8.6	13.5	16.1	33.2	40.9
Central, Eastern and Southern Europe	2.7	1.8	1.0	2.0	1.5	3.3	2.2	2.1	2.9	7.5	9.0
Other	0.8	1.9	1.6	2.2	2.3	1.2	1.6	1.1	0.9	6.4	6.2
Total	23.8	19.5	17.0	25.7	26.6	22.8	23.9	29.1	32.9	85.9	102.4
Quarterly Year-on-Year & Year-on-Year growth %											
Nordics	34%	26%	3%	10%	10%	19%	47%	10%	6%	18%	19%
Western Europe	85%	99%	40%	83%	16%	12%	31%	32%	54%	76%	23%
Central, Eastern and Southern Europe	43%	3%	-58%	-17%	-45%	84%	119%	3%	92%	-11%	21%
Other	487%	848%	1304%	1764%	188%	-35%	0%	-50%	-61%	1042%	-4%
Total	55%	58%	15%	40%	12%	17%	41%	13%	24%	41%	19%
OTHER PRODUCTS - CASINO, POKER, & OTHER GAMES BY REGION											
Gross winnings revenue											
Nordics	19.7	19.7	20.8	24.1	24.5	23.4	24.2	26.3	23.9	84.3	98.4
Western Europe	9.5	9.8	9.0	9.6	11.3	11.1	10.2	12.6	13.3	37.9	45.2
Central, Eastern and Southern Europe	4.0	3.0	3.2	3.9	4.4	3.5	4.1	4.6	4.2	14.1	16.7
Other	0.6	0.4	0.4	0.4	0.5	0.4	0.5	0.5	0.3	1.9	1.9
Total	33.8	32.9	33.4	38.0	40.7	38.4	39.0	44.0	41.7	138.2	162.1
Quarterly Year-on-Year & Year-on-Year growth %											
Nordics	22%	18%	19%	26%	24%	19%	16%	9%	-2%	22%	17%
Western Europe	39%	40%	18%	13%	19%	13%	13%	31%	18%	27%	19%
Central, Eastern and Southern Europe	1%	-13%	-5%	2%	11%	15%	28%	18%	-6%	-3%	18%
Other	52%	24%	7%	-12%	-20%	-17%	30%	25%	-43%	17%	1%
Total	24%	20%	16%	19%	20%	16%	17%	16%	2%	20%	17%
TOTAL BY REGION											
Gross winnings revenue											
Nordics	31.0	28.1	28.6	35.4	36.9	33.4	35.7	38.7	37.0	123.1	144.7
Western Europe	18.5	17.2	15.6	19.8	21.7	19.4	18.8	26.1	29.4	71.1	86.0
Central, Eastern and Southern Europe	6.7	4.8	4.2	5.9	5.9	6.8	6.3	6.7	7.0	21.6	25.7
Other	1.4	2.3	2.0	2.6	2.8	1.6	2.1	1.6	1.2	8.3	8.1
Total	57.6	52.4	50.4	63.7	67.3	61.2	62.9	73.1	74.6	224.1	264.5
Share of total %											
Nordics	54%	54%	57%	56%	55%	54%	57%	53%	50%	55%	55%
Western Europe	32%	33%	31%	31%	32%	32%	30%	36%	39%	32%	32%
Central, Eastern and Southern Europe	12%	9%	8%	9%	9%	11%	10%	9%	9%	9%	10%
Other	2%	4%	4%	4%	4%	3%	3%	2%	2%	4%	3%
Quarterly Year-on-Year & Year-on-Year growth %											
Nordics	26%	21%	14%	20%	19%	19%	25%	9%	0%	20%	18%
Western Europe	58%	61%	27%	41%	17%	13%	20%	32%	35%	46%	21%
Central, Eastern and Southern Europe	15%	-7%	-27%	-6%	-11%	41%	50%	13%	19%	-6%	19%
Other	161%	326%	308%	350%	96%	-32%	6%	-39%	-58%	286%	-3%
Total	35%	32%	16%	27%	17%	17%	25%	15%	11%	27%	18%

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Pro forma Gross Winnings Revenue (GWR) by product as restated - excluding Kambi (after free bets)

GBP 'm

TOTAL BY PRODUCT	2012 Q1	2012 Q2	2012 Q3	2012 Q4	2013 Q1	2013 Q2	2013 Q3	2013 Q4	2014 Q1	2012 FY	2013 FY
Gross winnings revenue											
Sports Betting	23.7	19.5	17.0	25.7	26.5	22.9	23.9	29.1	32.9	85.9	102.4
Casino & Games	25.1	25.5	25.6	30.2	32.3	31.4	32.0	36.0	35.3	106.4	131.7
Poker	4.9	4.0	3.9	3.8	4.3	3.1	2.8	3.2	2.5	16.6	13.4
Other	3.9	3.4	3.9	4.0	4.2	3.8	4.2	4.8	3.9	15.2	17.0
Total	57.6	52.4	50.4	63.7	67.3	61.2	62.9	73.1	74.6	224.1	264.5
Share of total %											
Sports Betting	41%	37%	34%	40%	39%	38%	38%	40%	44%	38%	39%
Casino & Games	44%	49%	51%	48%	48%	51%	51%	49%	47%	48%	50%
Poker	9%	8%	7%	6%	7%	5%	4%	4%	4%	7%	5%
Other	7%	6%	8%	6%	6%	6%	7%	7%	5%	7%	6%
Quarterly Year-on-Year & Year-on-Year growth %											
Sports Betting	54%	59%	18%	38%	12%	18%	40%	13%	24%	41%	19%
Casino & Games	29%	25%	20%	26%	29%	23%	25%	19%	9%	25%	24%
Poker	6%	10%	5%	-7%	-13%	-22%	-28%	-15%	-42%	3%	-19%
Other	23%	2%	-2%	-2%	8%	13%	8%	20%	-7%	4%	12%

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