## **:Q2 & FIRST HALF OF 2004**

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**bet**and**win** group, the leading provider of online gaming products in Continental Europe, has set itself the goal of becoming the world's number one address for sports betting, gaming and entertainment on the Internet. Operating under licences issued in Austria, Germany, the United Kingdom and Gibraltar, the company's subsidiaries and affiliated companies offer sports betting, casino games and lottery-like products via Internet and mobile phone. BETandWIN.com Interactive Entertainment AG has been listed on the Vienna Stock Exchange since March 2000 (ID code "BWIN."), Reuters ID code "BWIN.VI"). Further information about the company can be found on its investor relations website at www.betandwin.ag.

You can expect exciting entertainment on the following websites: www.betandwin.com, www.playit.com, www.beteurope.com, www.sanalcasino.com, www.casinoturk.com, and www.bahsegir.com

## :NOTES - SECOND QUARTER AND FIRST HALF OF 2004

## NOTES – SECOND QUARTER AND FIRST HALF OF 2004

In compliance with the requirements of companies listed on the prime market of the Vienna Stock Exchange, with effect from the report for Q1 2003, BETandWIN.com Interactive Entertainment AG now publishes more detailed (unaudited) information, including a complete consolidated balance sheet, a consolidated income statement, a consolidated cash flow statement, and a consolidated statement of changes in shareholders' equity. This move is designed to significantly improve the quality and transparency of the interim financial reporting on the Group's assets and profitability.

In order to ensure improved comparability with previous periods, **bet**and**win** now publishes selected key figures both in a "pro forma" consolidated form and using the "at-equity" method.

However, the consolidated balance sheet, consolidated income statement, consolidated cash flow statement, and consolidated statement of changes in shareholders' equity are solely presented using the "at-equity" method.

This report contains statements about possible future developments that have been made on the basis of the information currently available. These statements reflect the opinion of the Executive Board with respect to such future events, and should not be taken as a guarantee of future performance, since they entail risks and uncertainties that are difficult to predict. For many different reasons, actual events or circumstances may differ significantly from the assumptions on which such statements are made.

### HIGHLIGHTS Q2 2004 (PRO FORMA CONSOLIDATED)

- Record quarterly turnover of over EUR 184 million; up 89% and 113%\* respectively (Q2 2003 adjusted for third-party turnover)
- Net winnings after commission and taxes of EUR 11.6 million almost doubled; up 167%\* compared to adjusted figure for Q2 2003
- Efficient marketing campaigns: internal objectives far exceeded with 107,000 new registrations
- Full earnings potential from new customers evident only in subsequent quarters: charge to result in current period

### FIRST HALF OF 2004 (PRO FORMA CONSOLIDATED)

- Record turnover of over EUR 320 million; up 71% and 95%\* respectively (1-6/2003 adjusted for third-party turnover)
- Net winnings after commission and taxes of over EUR 20 million; up 75% and 136%\* respectively (1-6/2003 adjusted for third-party turnover)
- Positive EBITDA of EUR 1.1 million despite pursuing growth strategy
- Liquid assets of EUR 28.2 million as of 30 June 2004 up 26%

### DEVELOPMENT OF BUSINESS IN SECOND QUARTER OF 2004 (PRO FORMA CONSOLIDATED)

RECORD QUARTERLY TURNOVER OF OVER EUR 184 MILLION; UP 89% AND 113%\* RESPECTIVELY (Q2 2003 ADJUSTED FOR THIRD-PARTY TURNOVER)

**bet**and**win** increased turnover from its betting and casino operations as well as lottery games to EUR 183.617 million, after a turnover of EUR 97.323\* million in the same period the previous year. This represents a rise in turnover of EUR 86.294 million, or 88.7%. Adjusted for third-party turnover\* – distribution partners also generated turnover up until June 2003 – this meant that turnover was up EUR 97.549 million, or 113.3%.

Partly due to the additional business created during the 2004 European Soccer Championships (EUR 13.637 million), turnover from betting operations grew to EUR 89.097 million (Q2 2003: EUR 44.155 million\*; up EUR 44.942 million, or 101.8%). Adjusted for third-party turnover\*, the increase in turnover was EUR 56.197 million, or 170.8%.

A rise in turnover from casino operations was reflected in record turnover of EUR 90.594 million (Q2 2003: EUR 53.168 million; up EUR 37.426 million, or 70.4%). Lottery games\*\* developed slowly but steadily, generating turnover of EUR 3.926 million.

(\*) Up to and including June 2003, the key indicators reported included sports betting turnover/net winnings after commission and taxes from a contract with a distribution partner. Turnover from sports betting generated by the distribution partner in the amount of EUR 11.3 million is reported in the period under review along with net winnings after commission and taxes of EUR 1.5 million.

(\*\*) Lottery Games: A lottery-like product was added to the product portfolio in May 2003, initially as a pilot project. Due to the low volume of revenues generated, this was initially shown under casino operations, and has been separately reported only since Q3/2003.

NET WINNINGS AFTER COMMISSION AND TAXES OF EUR 11.6 MILLION ALMOST DOUBLED; UP 167%\* COMPARED TO ADJUSTED FIGURE FOR Q2 2003

Net winnings after commission and taxes from betting and casino operations as well as lottery games amounted to EUR 11.553 million in the second quarter of 2004 (Q2 2003: EUR 5.789 million\*; up EUR 5.764 million, or 99.6%). Adjusted for third-party turnover\*, this represented an increase of EUR 7.219 million, or 166.6%.

Net winnings after commission and taxes from betting operations totalled EUR 8.712 million (Q2 2003: EUR 4.461 million\*; up EUR 4.251 million, or 95.3%). Adjusted for third-party net winnings after commission and taxes\*, this increase was EUR 5.706 million, or 189.8%. Net winnings after commission and taxes from casino operations amounted to EUR 2.573 million (Q2 2003: EUR 1.328 million; up EUR 1.245 million, or 93.8%). The figure for lottery games\*\* was EUR 0.268 million.

The net winnings margin after commission and taxes from betting and casino operations and lottery games was 6.3% (Q2 2003: 5.9% or 5.0% adjusted\*). The net winnings margin after commission and taxes from betting operations was 9.8% (Q2 2003: 10.1%, or 9.1% adjusted\*), that from casino operations 2.8% (Q2 2003: 2.5%), and that from lottery games\*\* 6.8%.

Revenues totalled EUR 12.183 million (Q2 2003: EUR 6.376 million\*; up EUR 5.807 million, or 91.1%). Apart from the above-mentioned net winnings after commission and taxes, they also include revenues from billing of payment charges, revenues from online gaming offerings based on third-party licences, and own work capitalized for software production.

EFFICIENT MARKETING CAMPAIGNS: INTERNAL OBJECTIVES FAR EXCEEDED WITH 107,000 NEW REGISTRATIONS

Taking advantage of the excitement and media interest surrounding the European Soccer Championships, the company invested some EUR 5.0 million in television and radio marketing, as well as print campaigns in Germany, Austria, Turkey and Greece, and mainly online advertising in France, Scandinavia, Spain, Poland and Italy. As a result of targeted campaigns, a total of 56,000 new registrations were recorded in June, the month of the European Soccer Championships; 41,000 of these were also active online. A further 8,000 registered customers were also reactivated following an intensive effort aimed at the existing customer base.

For the remainder of the period under review, the development of new registrations was better than expected, due not least to extensive investment in brand building. The total number of registrations was 107,141 compared to 30,418 in Q2 2003, representing an increase of 76,723 registrations, or 252.2%. The number of closed bets was also up to 10,439,891 (Q2 2003: 4,756,070), an increase of 119.5%.

FULL EARNINGS POTENTIAL FROM NEW CUSTOMERS EVIDENT ONLY IN SUBSEQUENT QUARTERS: CHARGE TO RESULT IN CURRENT PERIOD

As far as revenues are concerned, the full potential of newly registered customers will be realised only in subsequent periods. Against this background, the result was negative as anticipated. EBITDA for Q2 2004 amounted to -EUR 1.563 million (Q2 2003: EUR 1.498 million; down EUR 3.061 million). EBIT amounted to -EUR 2.924 million (Q2 2003: EUR 0.645 million; down EUR 3.569 million). There was a rise in the amortisation of goodwill due to the acquisition in the second half of 2003 of Playit.com Ltd. and beteurope.com (including all associated websites).

The company has consistently pursued the growth strategy announced at its Annual General Meeting, resulting in a rise in expenses for personnel, marketing and other expenses compared to the same period the previous year of EUR 8.868 million, or 181.8%, to EUR 13.746 million (Q2 2003: EUR 4.878 million).

Personnel expenses increased by EUR 0.689 million, or 43.4%, totalling EUR 2.276 million (Q2 2003: EUR 1.587 million). As at the reporting date of 30 June 2004, the company employed 163 people, including freelancers (30 June 2003: 123 employees; up 40). With the long-term development of the company in mind, in November 2003 a staff development programme was introduced with a special focus on promoting the sales department, product development, odds compilation and management and customer support. This programme has been consistently implemented, and the recruiting phase should be completed in the third quarter. Since the start of this programme in the fourth quarter of 2003, the company

has taken on 39 new employees in Vienna and Gibraltar, and on site in defined core target markets, twelve of them in the last quarter alone.

Marketing expenses in the second quarter of 2004 totalled EUR 8.418 million as against EUR 1.600 million in the comparable period the previous year, an increase of EUR 6.818 million, or 426.1%. Apart from the company's investment to speed up the establishment of the **bet**and**win** brand as a leading European online gaming provider, and activities to grow market shares in core target markets, existing customers were reactivated by means of promotions around major events. Expenses on campaigns centring on the European Soccer Championships amounted to some EUR 5.0 million.

Other expenses include expenses for bank charges, IT services, external odds calculation, consulting and investor relations, and increased to EUR 3.052 million (Q2 2003: EUR 1.691 million; up EUR 1.361 million, or 80.5%). Amongst other things, these increases were attributable to a rise in expenses directly proportional to the expanding volume of business. Bank charges are an example, up by EUR 0.512 million, or 152.4%, from EUR 0.336 million in Q2 2003 to EUR 0.848 million. In line with the company's communicated growth strategy, there was also an increase in expenses for consulting – mainly legal – travel and transport, as well as IT services.

betandwin reported a loss before tax for the second quarter of -EUR 3.040 million (Q2 2003: EUR 1.069 million; down EUR 4.109 million). After taking minority interests into account and writing down deferred taxes, consolidated earnings after tax amounted to -EUR 4.277 million (Q2 2003: EUR 0.063 million; down EUR 4.340 million). Minority interests relate to third-party shares in the result – so-called earn-out agreements were made in connection with past investments/betandwin e.K. and acquisitions/Playit.com Ltd., beteurope.com. As reported in the financial statements for 2003 the Austrian government reduced the rate of corporation tax from 34 to 25% with a view to making Austria more attractive as a business location. This reduction resulted in deferred taxes in the amount of EUR 0.950 million, which were written back so as to affect net income.

DEVELOPMENT OF BUSINESS IN THE FIRST HALF OF 2004 (PRO FORMA CONSOLIDATED) RECORD TURNOVER OF OVER EUR 320 MILLION; UP 71% AND 95%\* RESPECTIVELY (1-6/2003 ADJUSTED FOR THIRD-PARTY TURNOVER)

In the first half of 2004, **bet**and**win** increased turnover from its betting and casino operations as well as lottery games to EUR 319.938 million after a turnover of EUR 187.278 million\* in the first half of the previous year. This represents a rise in turnover of EUR 132.660 million, or 70.8%. Adjusted for third-party turnover\* – turnover generated by distribution partners was also reported up until June 2003 – this meant that turnover was up EUR 155.655 million, or 94.7%.

In the first half year, turnover from betting operations totalled EUR 147.535 million (1-6/2003\*: EUR 83.724 million; up EUR 63.811 million, or 76.2%). Adjusted for third-party turnover\*, the increase in turnover was EUR 86.806 million, or 142.9%. Turnover from casino operations amounted to EUR 167.193 million (1-6/2003: EUR 103.554 million; up EUR 63.639 million, or 61.5%). The same figure for lottery games\*\* was EUR 5.210 million.

(\*) Up to and including June 2003, the key indicators reported included sports betting turnover/net winnings after commission and taxes from a contract with a distribution partner. Turnover from sports betting generated by the distribution partner in the amount of EUR 23.0 million is reported in the period under review along with net winnings after commission and taxes of EUR 3.0 million.

(\*) Lottery Games: A lottery-like product was added to the product portfolio in May 2003, initially as a pilot project. Due to the low volume of revenues generated, this was initially shown under casino operations, and has been separately reported only since Q3/2003.

NET WINNINGS AFTER COMMISSION AND TAXES OF OVER EUR 20 MILLION; UP 75% AND 136%\* RESPECTIVELY (1-6/2003 ADJUSTED FOR THIRD-PARTY TURNOVER)

Net winnings after commission and taxes from betting and casino operations as well as lottery games amounted to EUR 20.266 million in the first half of 2004 (1-6/2003: EUR 11.567 million\*; up EUR 8.699 million, or 75.2%). Adjusted for third-party net winnings after commission and taxes\*, this represented an increase of EUR 11.660 million, or 135.5%.

Net winnings after commission and taxes from betting operations totalled EUR 15.376 million in the first half year (1-6/2003: EUR 8.965 million\*; up EUR 6.411 million, or 71.5%). Adjusted for third-party net winnings after commission and taxes\*, this increase was EUR 9.372 million, or 156.1%. Net winnings after commission and taxes from casino operations amounted to EUR 4.537 million (1-6/2003: EUR 2.602 million; up EUR 1.935 million, or 74.4%). The figure for lottery games\*\* was EUR 0.353 million.

The net winnings margin after commission and taxes from betting and casino operations and lottery games was 6.3% (1-6/2003: 6.2% or 5.2% adjusted\*). The net winnings margin after commission and taxes from betting operations was 10.4% (1-6/2003: 10.7%, or 9.9% adjusted\*), that from casino operations 2.7% (1-6/2003: 2.5%), and that from lottery games\*\* 6.8%.

Revenues totalled EUR 21.848 million (1-6/2003: EUR 12.632 million\*; up EUR 9.216 million, or 73%). Apart from the above-mentioned net winnings after commission and taxes, they also include revenues from billing of charges, revenues from online gaming offerings based on third-party licences, and own work capitalized for software production.

In the first half of 2004 the number of registrations increased to 167,613 compared to 61,809 in the first half-year of 2003. This represents an increase of 105,804 registrations, or 171.2%.

The number of closed bets increased by 114% to 19,437,374 (1-6/2003: 9,084,199).

#### POSITIVE EBITDA OF EUR 1.1 MILLION DESPITE PURSUING GROWTH STRATEGY

EBITDA for the first half of 2004 amounted to EUR 1.110 million (1-6/2003: EUR 3.017 million; down EUR 1.907 million, or 63.2%) with EBIT of -EUR 1.498 million (1-6/2003: EUR 0.649 million; down EUR 2.147 million).

Expenses for personnel, marketing and other expenses in the amount of EUR 20.738 million were up EUR 11.123 million, or 115.7%, compared to the same period the previous year (1-6/2003: -EUR 9.615 million).

Due to the gradual increase in staffing levels, personnel expenses of EUR 4.206 million were up as forecast by EUR 1.199 million, or 39.9% (1-6/2003: EUR 3.007 million). As of the reporting date of 31 December 2003, the company employed 146 people including freelancers: as of 30 June 2004 staff totalled 163 people.

In line with the growth strategy communicated by the company, marketing expenses in the first half-year of 2004 totalled EUR 11.095 million, as against EUR 2.968 million in the comparable period the previous year, an increase of EUR 8.127 million, or 273.8%. This figure includes EUR 5.0 million in expenses related to marketing campaigns in connection with the 2004 European Soccer Championships.

Other expenses include expenses for bank charges, IT services, external odds calculation, consulting and investor relations, and increased to EUR 5.437 million (1-6/2003: EUR 3.640 million; up EUR 1.797 million, or 49.4%). Amongst other things, these increases were attributable largely to a rise in expenses directly proportional to the expanding volume of business. Bank charges are an example, up by EUR 0.825 million, or 135.7%, from EUR 0.608 million in the first half of 2003 to EUR 1.433 million.

In line with the company's communicated growth strategy, there was also an increase in expenses for consulting – mainly legal – travel and transport, as well as IT services.

**bet**and**win** reported a loss before tax for the half-year of -EUR 1.173 million (1-6/2003: EUR 1.247 million; down EUR 2.420 million). After taking minority interests into account and writing back deferred taxes in the amount of EUR 1.265 million (of which EUR 0.950 million due to a change in the Austrian corporation tax rate from 34 to 25%), consolidated earnings after tax in the first half year amounted to -EUR 3.532 million (1-6/2003: -EUR 0.493 million; down EUR 3.039 million).

#### LIQUID ASSETS OF EUR 28.2 MILLION AS OF 30 JUNE 2004; UP 26%

Liquid assets including short-term securities totalled EUR 28.160 million as of 30 June 2004 as compared to EUR 22.407 million as per 30 June 2003 (up EUR 5.753 million, or 25.7%). Partly due to the low outflow of funds from working capital, liquid assets were up by EUR 0.315 million compared to 31 March 2004, an increase of 1.1%.

**OUTLOOK** 

The product segments sports betting and casino products have continued to experience substantial growth in recent weeks compared to the same period the previous year. Both the majority of new customers won in connection with the 2004 European Soccer Championships and reactivated customers subsequently took advantage of **bet**and**win**'s attractive range of gaming entertainment. The development of business in recent weeks was correspondingly good, although the third guarter tends to be somewhat guieter due to the summer break taken

by many European soccer leagues. To this extent, **bet**and**win** is confident that by the year 2007 it will be able to execute the strategy already communicated – such as a significant gain in market share with a view to catching up with the leading English online gaming providers.

In this connection, the most important drivers of growth will be the opening-up of alternative distribution channels, the gradual extension of the product portfolio, regional expansion (with a focus on continental Europe) and building the **bet**and**win** brand to become one of Europe's best recognised online gaming brands.

#### **Distribution channels**

Though any WAP-enabled mobile telephone can already be used to place tips online on all available types of bet, and to bet live on soccer, in the next few months **bet**and**win** customers will also be able to place live bets via their mobile phones on Formula I, baseball, volleyball and skiing. The company's efforts to achieve accelerated growth in the field of wireless distribution are underpinned by distribution agreements with major telecommunications providers like A1, Vodafon and E-plus.

#### **Product portfolio**

The first of the two person-to-person (P2P) applications announced for the year 2004 have already been available to **bet**and**win** customers since July 2004. The multiplayer poker application introduced under the brand name of "Poker Lounge" is currently undergoing an extensive pilot phase on the **bet**and**win** domain www.playit.com. The experience gained during these trials will be used for the development of the versions offered at www.betandwin.com in the future; these will probably be made available in the course of the third quarter. The **bet**and**win** portfolio has also been expanded with the addition of "Supertoto", a pool betting product. The virtual tip sheet has a minimum stake of just 10 cents and offers 14 European soccer matches every week.

#### **Regional expansion**

Following the initial success of activities in France, Scandinavia, Spain, Poland and Italy, **bet**and**win** will be stepping up its investment in these promising markets during the next few months.

#### **Brand building**

Thanks to the conscientious management of the brand during the last four years with a view to enhancing the value of the company, an Austrian brand value survey published in July 2004 placed the value of the **bet**and**win** brand at EUR 822.7 million. This put **bet**and**win** in 14th place in the overall ranking of the top 50 brands of Austrian companies. In view of the steadily increasing importance of the monetary value of a brand in shareholders' interests, in the next few quarters an extensive investment will be made in positioning **bet**and**win** as the European online gaming brand.

DEVELOPMENT OF THE EUROPEAN GAMING MARKET FROM THE VIEWPOINT OF THE EUROPEAN BETTING ASSOCIATION

In the opinion of Didier Dewyn, secretary general of the European Betting Association (EBA), much progress has already been made in the liberalization of European sports betting markets. Following the Gambelli judgement by the European Court of Justice in November 2003, courts at national level are beginning to implement the ECJ's ruling. In this context, for example, in a verdict passed down in April this year the German supreme court expressed its doubts as to the compatibility of Germany's sports betting and lottery regulations with European Community law.

The same is true of the interim verdict passed by a Dutch court in Arnhem (Netherlands/June 2004), where the state betting provider had taken action against a privately owned British competitor. The court found that — even taking the government's freedom of interpretation into account — the Dutch policy on gaming as implemented in practice was not sufficiently restrictive to justify the ban on the operations of foreign gaming providers.

The European Commission has also instituted infringement proceedings against Greece and Denmark, and in the mean time private sports betting providers from Italy, Germany and the Netherlands have also lodged complaints with the Commission. Further complaints are currently being prepared by EBA members (**bet**and**win** is a founder member of the EBA). A clearer ruling on the treatment of games of chance in the EU is expected by the end of the year at the latest in a guideline on the provision of services in the single market.

## **:SELECTED KEY FIGURES**

With effect from the fourth quarter of 2002 and for the sake of improved clarity, these figures are now presented in both a "pro forma" consolidated form and using the "at-equity" method:

Overview 1: **bet**and**win** Group (including **bet**and**win** e.K.) shown using "pro forma" consolidation

EUR 000 (except%)	Q2/2004	Q2/2003	1-6/2004	1-6/2003	2003	2002
Betting turnover	183,617	97,323	319,938	187,278	400,192	227,950
of which sports betting	89,097	44,155	147,535	83,724	169,619	104,239
of which casino	90,594	53,168	167,193	103,554	226,263	123,711
of which lottery games (**)	3,926	-	5,210	-	4,310	-
Customer winnings	-171,898	-89,052	-298,958	-170,240	-369,728	-208,046
of which sports betting	-80,245	-37,235	-131,490	-69,330	-145,701	-87,602
of which casino	-87,995	-51,817	-162,611	-100,910	-221,855	-120,444
of which lottery games (**)	-3,658	-	-4,857	-	-2,172	-
Betting duties, casino taxes &	-166	-2,482	-714	-5,471	-5,619	-6,004
commissions						
Net winnings	11,553	5,789	20,266	11,567	24,845	13,900
of which sports betting	8,712	4,461	15,376	8,965	18,383	10,712
of which casino	2,573	1,328	4,537	2,602	6,330	3,188
of which lottery games (**)	268	-	353	-	132	-
Net winnings as%	6.3%	5.9%	6.3%	6.2%	6.2%	6.1%
of which sports betting	9.8%	10.1%	10.4%	10.7%	10.8%	10.3%
of which casino	2.8%	2.5%	2.7%	2.5%	2.8%	2.6%
of which lottery games (**)	6.8%	-	6.8%	-	3.1%	-
Earnings	12,183	6,376	21,848	12,632	28,365	15,146
Expenses	-13,746	-4,878	-20,738	-9,615	-21,867	-21,305
EBITDA	-1,563	1,498	1,110	3,017	6,498	-6,159
EBIT	-2,924	645	-1,498	649	2,113	-11,349
Pre tax earnings	-3,040	1,069	-1,173	1,247	3,026	-11,494
Consolidated earnings	-4,277	63	-3,532	-493	508	-13,349
(incl. minority interests)						
of which taxes	-564	-662	-1,265	-1,052	-1,423	-1,786
Balance sheet total	56,710	42,909	56,710	42,909	52,573	40,497
Liquid assets (incl. short-term securities)	28,160	22,407	28,160	22,407	25,493	20,124
Shareholders' equity	39,846	33,733	39,846	33,733	42,347	33,318
as% of balance sheet total	70.3%	78.6%	70.3%	78.6%	80.5%	82.3%
Registrations	107,141	30,418	167,613	61,809	213,711(*)	163,276
Number of bets placed (sports betting)	10,439,891	4,756,070	19,437,374	9,084,199	22,121,816	12,112,270
Number of active customers	140,244	35,678	157,739	49,933	-	-
(sports betting)						
Number of new active customers	61,494	9,039	86,051	20,430	-	-
(sports betting)						

 $<sup>(^\</sup>star)$  Including new registrations as well as migrated customers through acquisition

<sup>(\*\*)</sup> Lottery Games: A lottery-like product was added to the product portfolio in May 2003, initially as a pilot project. Due to the low volume of revenues generated, this was initially shown under casino operations, and has been separately reported only since Q3/2003.

<sup>(\*\*\*)</sup> Until June 2003 this included commissions paid on the basis of an agreement (since expired) with a distribution partner.

Note: In the full consolidation, all the assets and liabilities, revenues and expenses of a subsidiary are included in the consolidated financial statements, and group receivables and liabilities are eliminated along with intra-group revenues and intermediate profits. During capital consolidation, any value of the investment exceeding the market value of its assets less liabilities is reported as goodwill and amortized over the usual period.

Overview 2: **bet**and**win** Group including **bet**and**win** e.K. shown using the "at-equity" method

EUR 000 (except%)	Q2/2004	Q2/2003	1-6/2004	1-6/2003	2003	2002
Betting turnover	183,614	97,318	319,930	187,267	400,167	227,921
of which sports betting	89,094	44,150	147,527	83,713	169,592	104,210
of which casino	90,594	53,168	167,193	103,554	226,263	123,711
of which lottery games (**)	3,926	-	5,210	-	4,312	-
Customer winnings	-171,898	-89,053	-298,958	-170,241	-369,730	-208,045
of which sports betting	-80,245	-37,236	-131,490	69,331	-145,701	-87,601
of which casino	-87,995	-51,817	-162,611	100,910	-219,849	-120,444
of which lottery games (**)	-3,658	-	-4,857	-	-4,180	-
Betting duties, casino taxes &	-4,275	-4,979	-8,166	-10,549	-14,870	-9,874
commission						
Net winnings	7,441	3,286	12,806	6,477	15,567	10,002
of which sports betting	4,600	1,958	7,916	3,875	9,105	6,814
of which casino	2,573	1,328	4,537	2,602	6,330	3,188
of which lottery games (**)	268	-	353	-	132	-
Net winnings as%	4.1%	3.4%	4.0%	3.5%	3.9%	4.4%
of which sports betting	5.2%	4.4%	5.4%	4.6%	5.4%	6.5%
of which casino	2.8%	2.5%	2.7%	2.5%	2.8%	2.6%
of which lottery games (**)	6.8%	-	6.8%	-	3.1%	-
Earnings	8,553	4,083	15,243	8,064	20,159	11,640
Expenses	-8,946	-3,566	-14,129	-7,486	-16,598	-17,996
EBITDA	-393	517	1,114	578	3,561	-6,356
EBIT	-1,630	-209	-1,248	-1,540	-327	-11,215
Pre tax earnings	-3,271	564	-1,851	368	1,384	-11,591
Consolidated earnings	-4,277	62	-3,532	-494	508	-13,349
(incl. minority interests)						
of which taxes	-714	-502	-1,263	-862	-876	-1,758
Balance sheet total	51,631	39,298	51,631	39,298	48,967	38,821
Liquid assets (incl. short-term securities)	24,931	20,324	24,931	20,324	23,154	17,912
Shareholders' equity	39,846	33,734	39,846	33,734	42,347	33,318
as% of balance sheet total	77.2%	85.8%	77.2%	85.8%	86.5%	85.8%
Registrations	107,141	30,418	167,613	61,809	213,711(*)	163,276
Number of bets placed (sports betting)	10,439,891	4,756,070	19,437,374	9,084,199	22,121,816	12,112,270
Number of active customers	140,244	35,678	157,739	49,933	-	-
(sports betting) Number of new active customers	61 404	0.000	06 0E1	20.420		
(sports betting)	61,494	9,039	86,051	20,430	_	-
(oporto botting)						

<sup>(\*)</sup> Including new registrations as well as migrated customers through acquistion

<sup>(\*\*)</sup> Lottery Games: A lottery-like product was added to the product portfolio in May 2003, initially as a pilot project. Due to the low volume of revenues generated, this was initially shown under casino operations, and has been separately reported only since Q3/2003

Note: In "at-equity" consolidation the prorated profit/loss of a subsidiary is shown in a line of the income statement (profit/loss from investments in associated companies) after deduction of amortization of the goodwill shown for the investment and other prorated intermediate profits. This increases or decreases the value of the investment accordingly. This method of consolidation — also referred to as single-line consolidation — generally produces the same consolidated result as full consolidation.

## :CONSOLIDATED FINANCIAL STATEMENTS

The consolidated balance sheet, consolidated income statement, consolidated cash flow statement, and the consolidated statement of changes in shareholders' equity are shown using the "at-equity" method only.

#### **CONSOLIDATED BALANCE SHEET**

As of 30 June 2004 – IAS/IFRS in comparison with figures as of 31 December 2003

EUR 000	30. 06. 2004	31. 12. 2003
Assets		
Goodwill*	8,294	9,417
Other intangible assets	830	775
Tangible assets	1,304	1,037
Financial assets	184	149
Investments in associated companies	1,901	2,852
Other	945	1,575
Total fixed assets	13,458	15,805
Deferred tax assets	3,317	4,580
Trade receivables	22	19
Receivables from affiliated companies	5,002	2,734
Other	3,651	2,012
Marketable securities	16,373	16,101
Liquid assets	8,558	7,053
Prepaid expenses	1,250	663
Total current assets	38,173	33,162
Total	51,631	48,967
Liabilities & equity		
Registered capital and capital reserves	12,201	11,870
Other reserves	63,495	62,969
Own shares	0	-550
Profit/loss for the year	-36,282	-32,750
Other	432	808
Shareholders' equity	39,846	42,347
Long-term provisions	115	93
Total long-term liabilities	115	93
Trade accounts payable	2,642	957
Short-term provisions	2,325	1,804
Other short-term liabilities	5,732	3,421
Deferred income	971	345
Total short-term liabilities	11,670	6,527
Total	51,631	48,967

<sup>\*</sup>Goodwill resulted from the acquisition of Playit.com Ltd. and some of the assets of EROVEST COMPANY LIMITED amounts to EUR 8.2 million as of 30 September 2003 and will be written off over a period of 5 years.

## CONSOLIDATED INCOME STATEMENT

For the second quarter of 2004 – IAS/IFRS in comparison with second quarter of 2003 and accumulated period  $\,$ 

EUR 000	01.04.2004 - 30.06.2004	01.01.2004 - 30.06.2004	01.04.2003 - 30.06.2003	01.01.2003 - 30.06.2003
Betting turnover	183,614	319,930	97,318	187,267
Customer winnings	-171,898	-298,958	-89,053	-170,241
Gross winnings	11,716	20,972	8,265	17,026
Betting duties, casino taxes & commissions	-4,275	-8,166	-4,979	-10,549
Net winnings after commission and taxes	7,441	12,806	3,286	6,477
Other operating income	926	2,090	638	1,306
Other capitalized costs	186	347	159	281
Earnings	8,553	15,243	4,083	8,064
Expenses for services rendered	-580	-1,102	-285	-522
Personnel expenses	-2,167	-4,014	-1,478	-2,798
Other operating expenses	-6,199	-9,013	-1,803	-4,166
Cash expenses	-8,946	-14,129	-3,566	-7,486
EBITDA	-393	1,114	517	578
Marketing expenses (non-cash)	0	0	0	-720
Amortization of goodwill	-561	-1,122	-132	-264
Depreciation/amortization (an intangible assets)	-676	-1,240	-594	-1,134
EBIT	-1,630	-1,248	-209	-1,540
Interest income/expenses	314	341	230	257
Securities income/expenses	-431	-21	190	333
Profit/loss from investments in associated companies	-1,524	-923	353	1,318
Earnings before income taxes	-3,271	-1,851	564	368
Income tax; Taxes deferred	-714	-1,263	-502	-862
Earnings before minority interests	-3,985	-3,114	62	-494
Minority interests	-292	-418	0	0
Profit/loss for the period	-4,277	-3,532	62	-494
Net earnings	-4,277	-3,532	62	-494
Earnings per share (undiluted)*	-0.359	-0.299	0.006	-0.047
Earnings per share (diluted)*	-0.356	-0.294	0.006	-0.047

 $<sup>^{\</sup>star}$  Differences caused by exercise of option rights under the ESOP

## CONSOLIDATED CASH FLOW STATEMENT

For the period of 1 January 2004 - 30 June 2004 - IAS/IFRS in comparison with 1 January 2003 - 30 June 2003

EUR 000	01.01.2004 - 30.06.2004	01.01.2003 - 30.06.2003
Cash flow from operating activities	1,493	2,374
Cash flow from investing activities	-1,394	-2,516
Cash flow from financing activities	1,406	199
Change in cash flow in reporting period	1,505	57
Liquid assets at beginning of period	7,053	6,105
Liquid assets at end of period	8,558	6,162

# CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

For the period 1 January 2004 - 30 June 2004 - IAS/IFRS in comparison with 1 January 2003 - 30 June 2003

EUR 000	01.01.2004 - 30.06.2004	01.01.2003 - 30.06.2003
Shareholders' equity at beginning of reporting period (adjusted)	42,346	33,318
Change in shareholders' equity due to currency translation differences	-376	710
Profit/loss for period	-3,532	-494
Change due to issue of share capital	1,406	199
Rounding differences	2	1
Shareholders' equity at end of period	39,846	33,734