

**GALA CORAL GROUP**

**RESULTS FOR THE 12 WEEKS ENDED 12 APRIL 2014**

KEY FINANCIALS

	Quarter 2 Total results			Year to date Total results		
	FY14	FY13	Change	FY14	FY13	Change
	£m	£m	%	£m	£m	%
Continuing Opco Turnover <sup>{1}</sup>	302.2	279.9	8%	658.3	598.2	10%
Continuing Opco Gross Profit <sup>{1}</sup>	215.0	208.8	3%	470.1	450.1	4%
<b>Continuing Opco EBITDA <sup>{1/2}</sup></b>	<b>62.7</b>	<b>62.7</b>	<b>0%</b>	<b>123.2</b>	<b>122.0</b>	<b>1%</b>
Propco rent	<u>6.5</u>	<u>6.4</u>	<b>2%</b>	<u>15.1</u>	<u>14.9</u>	<b>1%</b>
<b>Total Group EBITDA <sup>{2/3}</sup></b>	<b>69.2</b>	<b>69.1</b>	<b>0%</b>	<b>138.3</b>	<b>136.9</b>	<b>1%</b>

{1} Results include all revenue and expenses for the continuing "Opco" Group and exclude the disposed casinos

{2} Pre-exceptional items

{3} Results include all revenue and expenses for the continuing "Opco" Group and Propco rental income

HIGHLIGHTS – QUARTER 2

The key trading highlights for the Continuing Operations <sup>{1/2}</sup> for the twelve weeks ended 12 April 2014 were as follows:

- Turnover was 8% ahead of last year and gross profit of £215.0m was £6.2m or 3% ahead, reflecting growth in the Online business, Eurobet Retail and Gala Retail.
- Continuing Opco EBITDA (pre-exceptionals) of £62.7m was in-line with last year, despite particularly poor football results in weeks 17, 25, and 28.
- Underlying EBITDA (pre-exceptionals) grew year-on-year by £9.9m or 16% after adjusting for the adverse impact of exceptional football losses (£8.1m), MGD, weather and the phasing of machine costs.
- Coral Retail's gross profit was £5.6m behind last year, due to the abnormally poor football results in the quarter (£5.4m) particularly over two weekends, and the phasing of machine costs recorded in gross profit (£2.1m). Machines continue to outperform the market, delivering gross win per machine per week of £965 (£12 ahead of 2013). EBITDA (pre-exceptionals) was £8.9m behind.
- Eurobet Retail's gross profit was £3.1m or 61% ahead of last year and EBITDA (pre-exceptionals) was £2.2m or 63% ahead. Sports stakes were £24.7m or 63% ahead of last year, with 445 of the new tender licences open at the end of the quarter and the remaining 55 licences due to open in quarter 3.
- The Online business continued to deliver market leading growth, with gross profit £10.1m or 44% ahead of last year and EBITDA (pre-exceptionals) £6.6m or 138% ahead. Stakes were 62% ahead driven by increasing active numbers and spend per head.
- Gala Retail grew like-for-like admissions (3% ahead of last year) and EBITDA (pre-exceptionals) (5% ahead) for the second quarter running.

*Carl Leaver, Group Chief Executive of Gala Coral Group, commented:*

"The Group delivered strong underlying growth for the second quarter in a row, with underlying year to date EBITDA (pre-exceptionals) ahead in all divisions and 16% overall. Online growth momentum is very encouraging with Coral.co.uk now coming through strongly. The combination of a single online wallet, improved content and simplified customer journeys is driving both actives and spend per head significantly ahead of expectations. The take-up on mobile is particularly pleasing with over 66% of sportsbook actives now using our mobile platform.

During the quarter we launched 'Coral Connect', which enables customers to access the single online wallet in shops both over-the-counter and on machines. The initial take up of the Connect card has been positive with sign-ups already ahead of our full year target.

In Italy, the demand for the new virtual betting products launched in the new year remains very strong in both Retail and Online, and the rollout of the tender shops continues to drive market share gain, with retail sportsbook market share now at 11.5%, up 4.1pp in twelve months."

GROUP PERFORMANCE

QUARTER 2: CONTINUING OPERATIONS <sup>{1}</sup>	Gross profit	Gross profit	EBITDA <sup>{2}</sup>	EBITDA <sup>{2/3}</sup>
	FY14	FY13	FY14	FY13
	£m	£m	£m	£m
<b>RETAIL</b>				
Coral Retail	125.0	130.6	38.1	47.0
Eurobet Retail	<u>8.2</u>	<u>5.1</u>	<u>5.7</u>	<u>3.5</u>
	<b>133.2</b>	<b>135.7</b>	<b>43.8</b>	<b>50.5</b>
<b>ONLINE</b>				
Online	32.9	22.8	11.4	4.8
<b>GALA</b>				
Gala Retail Bingo	48.9	50.3	8.7	8.3
<b>CORPORATE</b>				
Corporate costs	<u>—</u>	<u>—</u>	<u>(1.2)</u>	<u>(0.9)</u>
<b>TOTAL</b>	<b>215.0</b>	<b>208.8</b>	<b>62.7</b>	<b>62.7</b>

{1} Results include all revenue and expenses for the continuing “Opco” Group and exclude the disposed casinos (FY14: £0.0m and FY13:£5.1m) and Propco rental income (FY14: £6.5m and FY13:£6.4m)

{2} FY13 operating costs have been restated to include costs that were previously managed centrally (including employee bonus costs)

{3} Pre-exceptional items

QUARTER 2 YEAR TO DATE: CONTINUING OPERATIONS <sup>{1}</sup>	Gross profit	Gross profit	EBITDA <sup>{2}</sup>	EBITDA <sup>{2}</sup>
	FY14	FY13	FY14	FY13
	£m	£m	£m	£m
<b>RETAIL</b>				
Coral Retail	277.5	277.8	78.1	89.1
Eurobet Retail	<u>13.9</u>	<u>11.7</u>	<u>9.3</u>	<u>8.4</u>
	<b>291.4</b>	<b>289.5</b>	<b>87.4</b>	<b>97.5</b>
<b>ONLINE</b>				
Online	69.9	48.7	21.7	12.0
<b>GALA</b>				
Gala Retail Bingo	108.8	111.9	16.0	14.3
<b>CORPORATE</b>				
Corporate costs	<u>—</u>	<u>—</u>	<u>(1.9)</u>	<u>(1.8)</u>
<b>TOTAL</b>	<b>470.1</b>	<b>450.1</b>	<b>123.2</b>	<b>122.0</b>

{1} Results include all revenue and expenses for the continuing “Opco” Group and exclude the disposed casinos (FY14: £0.2m and FY13:£10.9m) and Propco rental income (FY14: £15.1m and FY13:£14.9m)

{2} FY13 operating costs have been restated to include costs that were previously managed centrally (including employee bonus costs)

{3} Pre-exceptional items

The main factors impacting year-on-year movements in EBITDA (pre-exceptionals) and Gross Profit were as follows:

CONTINUING OPERATIONS <sup>(1/2)</sup>	Quarter 2			Year to date		
	Underlying	One offs	Reported	Underlying	One offs	Reported
	£'m	£'m	£'m	£'m	£'m	£'m
<b>FY13 EBITDA (pre-exceptionals)</b>	<b>62.7</b>		<b>62.7</b>	<b>122.0</b>		<b>122.0</b>
Gross Profit Movements:						
Underlying Improvements	15.5		15.5	32.8		32.8
MGD		0.2	0.2		1.7	1.7
Weather Adjustment		0.7	0.7		1.8	1.8
Machine Cost Phasing		(2.1)	(2.1)		3.4	3.4
Football Margin	—	(8.1)	(8.1)	—	(19.7)	(19.7)
<b>Total Gross Profit Movements</b>	<b>15.5</b>	<b>(9.3)</b>	<b>6.2</b>	<b>32.8</b>	<b>(12.8)</b>	<b>20.0</b>
Cost Movements:						
Underlying Costs Increase	(5.6)		(5.6)	(11.1)		(11.1)
MGD		(0.6)	(0.6)		(5.6)	(5.6)
LBO Content Costs	—	—	—	—	(2.1)	(2.1)
<b>Total Cost Movements</b>	<b>(5.6)</b>	<b>(0.6)</b>	<b>(6.2)</b>	<b>(11.1)</b>	<b>(7.7)</b>	<b>(18.8)</b>
<b>FY14 EBITDA (pre-exceptionals)</b>	<b>72.6</b>	<b>(9.9)</b>	<b>62.7</b>	<b>143.7</b>	<b>(20.5)</b>	<b>123.2</b>
Year-on-year increase £'m	9.9		-	21.7		1.2
Year-on-year increase %	16%		0%	18%		1%

{1} Results include all revenue and expenses for the continuing "Opco" Group and exclude the disposed casinos (Year to date FY14: £0.2m and FY13: £10.9m and Quarter 2 FY14: £0.0m and FY13: £5.1m) and Propco rental income (Year to date FY14: £15.1m and FY13: £14.9m and Quarter 2 FY14: £6.5m and FY13: £6.4m)

{2} Pre-exceptional items

## QUARTER 2

### Gross Profit Movements

Underlying gross profit improved by £15.5m or 7% in the quarter, reflecting growth in the Online business and Eurobet Retail. However, after including the adverse impact of poor football results (£8.1m), the phasing of certain costs in Coral Retail (£2.1m), and the positive impacts of MGD (£0.2m) and weather (£0.7m), the increase in reported gross profit reduces to £6.2m or 3%.

As reported by competitors in the last few weeks, adverse UK football results on the weekends of 25<sup>th</sup> January (week 17), 22<sup>nd</sup> March (week 25) and in Italy on the weekend of 12<sup>th</sup> April (week 28) significantly impacted football margins for the quarter, with Coral Retail behind expectations by £5.4m, Coral.co.uk by £1.6m and Eurobet Retail by £1.1m.

The phasing of machine costs in Coral Retail resulted in £5.5m additional cost being recognised in Q1 in FY13. £2.1m of this timing variance has reversed during quarter 2 and the remaining £3.4m will reverse over the rest of the financial year.

### Cost Movements

Underlying costs increased by £5.6m or 4% as a result of new Coral shops (£4.2m) and higher operating costs incurred in support of both the larger Eurobet Retail estate (£0.9m) and the growing Online business (£3.5m, including £1.1m of marketing costs). These increases were partially offset by tight cost control particularly in the UK retail businesses. In addition, a £0.6m increase in irrecoverable VAT (due to the introduction of MGD) resulted in a £6.2m or 4% increase in reported costs. The impact on costs of the introduction of MGD fully annualised in the second quarter.

## QUARTER 2 YEAR TO DATE

The Group saw significant growth in underlying EBITDA (pre-exceptionals), which was £21.7m or 18% ahead of last year. However reported EBITDA (pre-exceptionals) grew by £1.2m or 1% primarily due to the abnormally poor football margins (£19.7m), with other one-offs more-or-less netting out.

	12 weeks ended 12 April 2014	12 weeks ended 13 April 2013	Year on Year variance
<b>KPIs <sup>{1}</sup></b>			
<i>OTC</i>			
Gross win margin (%)	17.9%	20.6%	(2.7pp)
Average number of LBOs	1,817	1,760	3%
<i>Machines</i>			
Average number of machines	7,242	6,991	4%
Gross win/machine/week (£)	965	953	1%
<b>P&amp;L <sup>{1}</sup></b>			
OTC amount staked	440.4	420.8	5%
Machines amount staked	<u>2,204.6</u>	<u>2,135.6</u>	<u>3%</u>
<b>Total stakes</b>	<b>2,645.0</b>	<b>2,556.4</b>	<b>3%</b>
OTC gross win	78.8	86.6	(9%)
Machines gross win	<u>83.9</u>	<u>79.9</u>	<u>5%</u>
<b>Total gross win</b>	<b>162.7</b>	<b>166.5</b>	<b>(2%)</b>
<b>Divisional gross profit</b>	<b>125.0</b>	<b>130.6</b>	<b>(4%)</b>
Operating costs <sup>{2}</sup>	<u>(86.9)</u>	<u>(83.6)</u>	<u>(4%)</u>
<b>EBITDA <sup>{3}</sup></b>	<b>38.1</b>	<b>47.0</b>	<b>(19%)</b>

{1} Results are for the total estate unless otherwise stated

{2} FY13 operating costs have been restated to include costs that were previously managed centrally (including employee bonus costs)

{3} EBITDA is stated pre-exceptional items

Coral Retail EBITDA (pre-exceptionals) of £38.1m was £8.9m or 19% lower than last year primarily as a result of poor football margins and the phasing of machine content costs.

OTC gross win was £7.8m or 9% lower than last year of which exceptional UK football results, primarily in weeks 17 and 25 accounted for £6.4m (GP impact: £5.4m). The Aintree Festival performance, where gross win margin was 4.7pp lower than last year's record breaking margin, also reduced gross win by £1.5m compared to the prior year. This was partially offset by a strong Cheltenham Festival performance, with stakes 7% ahead of last year and gross win £0.6m or 36% ahead.

Machines gross win of £83.9m was £4.0m or 5% ahead of last year. Gross win per machine per week continued to grow, increasing by 1% to £965. This improvement has been driven primarily by slots games, and the acquisition of a small games development company during the year has further strengthened the depth and quality of exclusive new machine games in the product pipeline.

Operating costs increased by £3.3m or 4%. Excluding the impact of estate development costs (£4.2m) and increased irrecoverable VAT as a result of the introduction of MGD (£0.6m), operating costs actually decreased by £1.5m or 2%. This emphasises the continued management focus on tight cost control, particularly of payroll costs following the optimisation of shop opening hours and staffing levels.

'Coral Connect', which enables customers to use their online wallet across all channels, including shops, was launched in the quarter. Customer response has been positive, with Coral.co.uk sign-ups already ahead of full year expectations.

On average there were 57 more shops open in the quarter compared to last year and 10 shops opened in the quarter. The total number of shops at the end of the quarter was 1,822.

	12 weeks ended 12 April 2014	12 weeks ended 13 April 2013	Year on Year variance
<b>KPIs<sup>{1}</sup></b>			
LBO sports gross win margin (%)	23.7%	27.1%	(3.4pp)
Average number of licences	740	362	104%
<b>P&amp;L<sup>{1}</sup></b>			
LBO sports stakes	64.0	39.3	63%
Other stakes	<u>76.6</u>	<u>31.1</u>	<u>146%</u>
<b>Total amounts staked</b>	<b>140.6</b>	<b>70.4</b>	<b>100%</b>
LBO sports gross win	15.2	10.7	42%
Other gross win	<u>8.4</u>	<u>1.8</u>	<u>367%</u>
<b>Total gross win</b>	<b>23.6</b>	<b>12.5</b>	<b>89%</b>
<b>Total gross profit</b>	<b>8.2</b>	<b>5.1</b>	<b>61%</b>
Operating costs <sup>{2}</sup>	<u>(2.5)</u>	<u>(1.6)</u>	<u>(56%)</u>
<b>EBITDA<sup>{3}</sup></b>	<b>5.7</b>	<b>3.5</b>	<b>63%</b>

{1} Results are for the total estate unless otherwise stated

{2} FY13 operating costs have been restated to include costs that were previously managed centrally (including employee bonus costs)

{3} EBITDA is stated pre-exceptional items

Eurobet Retail EBITDA (pre-exceptionals) was £2.2m or 63% ahead of last year following the opening of the majority of the new licences and the strong performance of the newly launched virtual betting product.

Of the 500 licences successfully applied for in FY13, a further 90 were opened during the quarter, bringing the total number of active new licences to 445. The rollout is now expected to be completed by the end of quarter 3.

The increased number of licences helped drive a £24.7m or 63% increase in sports stakes. Sports gross win was £4.5m or 42% ahead of last year despite a 3.4pp decline in sports gross win margin attributable to adverse football results during the final week of the quarter. This is estimated to have reduced sports gross win by £1.8m (GP impact: £1.1m). Sports market share is now 11.5%, representing growth of 4.1pp in the last twelve months.

Other stakes (VLTs / AWP and virtual) increased by £45.5m or 146%. In the first full quarter since launch, virtual betting stakes of £32.1m and gross win of £5.7m were well ahead of expectations. Eurobet Retail's virtual betting market share was 15.1% in March, reflecting the quality of the Eurobet offering and the speed with which it was brought to market.

A strong margin on other gaming products resulted in gross win £0.9m or 50% ahead of last year at £2.7m. Total gross profit therefore increased by £3.1m or 61% versus last year, with £2.7m attributable to virtual betting.

Operating costs were £0.9m higher than last year, reflecting the costs associated with supporting the larger retail estate.

During the quarter, 56% of all Eurobet.it first time depositors were acquired through the retail estate, underlining the strength of the multi-channel offering.

	12 weeks ended 12 April 2014	12 weeks ended 13 April 2013	Year on Year variance
<b>KPIs</b>			
Actives – Coral.co.uk ('000)	320.7	233.1	38%
Actives – Eurobet.it ('000)	79.0	66.0	20%
Actives – Galabingo.com ('000)	140.6	158.3	(11%)
Actives – Galacasino.com ('000)	21.5	15.6	38%
Sports Gross Win Margin - Coral.co.uk (%)	7.7%	8.2%	(0.5pp)
Sports Gross Win Margin – Eurobet.it (%)	15.6%	15.8%	(0.2pp)
<b>P&amp;L<sup>{1}</sup></b>			
<b>Total amounts staked</b>	<b>1,075.8</b>	<b>662.6</b>	<b>62%</b>
<b>Total gross win</b>	<b>55.5</b>	<b>39.2</b>	<b>42%</b>
<b>Total gross profit</b>	<b>32.9</b>	<b>22.8</b>	<b>44%</b>
Operating costs <sup>{2}</sup>	(11.0)	(8.6)	(28%)
Marketing	<u>(10.5)</u>	<u>(9.4)</u>	<u>(12%)</u>
<b>EBITDA<sup>{3}</sup></b>	<b>11.4</b>	<b>4.8</b>	<b>138%</b>

{1} Online businesses include Coral.co.uk, Eurobet.it, Galabingo.com, Galacasino.com and Coral Telebet

{2} FY13 operating costs have been restated to include costs that were previously managed centrally

{3} EBITDA is stated pre-exceptional items

Online EBITDA (pre-exceptionals) of £11.4m was £6.6m or 138% ahead of last year, representing significant growth following the investment made over the last two years. Gross profit was £10.1m or 44% ahead at £32.9m.

Coral.co.uk actives were 38% ahead of last year, driven by TV advertising, “Coral Connect” sign-ups, and improved site performance. Combined with strong spend per head levels, this drove sports stakes £43.5m or 64% ahead of last year. Gross win was adversely affected by exceptional UK football results, primarily in weeks 17 and 25, reducing gross win less revenue shares by £1.6m and sports gross win margin by 0.5pp to 7.7%.

Live streaming was launched in January and over 65,000 markets per annum are now available on the Coral.co.uk website. The number of bets placed on streamed products has increased significantly, helping drive the overall increase in staking levels. Overall, bet in play stakes have increased by 84% year-on-year.

Gaming stakes in Coral.co.uk were 56% ahead of last year and a 0.9pp improvement in margin resulted in gross win £6.8m or 103% ahead at £13.4m.

Mobile penetration in Coral.co.uk increased by 12.3pp to 64% of actives.

Eurobet.it actives were 20% ahead of last year, with sports stakes £5.3m or 24% ahead and gaming stakes £28.7m or 26% ahead, driving total gross win £1.7m or 22% ahead of last year. Sports gross profit was £0.1m ahead, benefiting from less volatile sports margins than Eurobet Retail. Gaming gross profit was £0.2m ahead, with virtual betting and growth in in-house games offsetting a decline in poker.

Continued growth is expected in the third quarter and beyond, following the launch of the new Eurobet.it website on 24<sup>th</sup> March 2014, new mobile casino games at the end of the quarter 2, and the launch of an increased range of live sports betting opportunities during quarter 3. Eurobet.it mobile penetration is now at 42% of actives, and online sports-betting market share is 9.4%, an increase of 1.0pp in the last 12 months.

A continued focus on real money players resulted in a 39% increase in Galabingo.com spend per active and a planned reduction in the number of actives, the decline in actives being driven by the high number of free money players in the same quarter last year. Year to date real money players are 5% ahead of last year. Stakes were £51.5m or 24% ahead of last year and gross win was £2.6m or 17% ahead. Mobile penetration increased by 21.7pp to 52% of actives.

Galacasino.com actives were 38% ahead of last year and spend per active was 70% ahead, driving a 133% increase in stakes and a £2.0m or 73% increase in gross win. Mobile penetration increased by 9.9pp to 31%.

Marketing costs were £1.1m higher than last year. Other operating costs were £2.4m or 28% higher than last year, primarily as a result of the investment in headcount in the growing business.

	12 weeks ended 12 April 2014	12 weeks ended 13 April 2013	Year on Year variance
<b>KPIs <sup>{1}</sup></b>			
Admissions ('000)	3,893	3,784	3%
Spend per head (£)	33.58	34.98	(4%)
<b>P&amp;L<sup>{2}</sup></b>			
<b>Net income</b>	<b>70.2</b>	<b>71.4</b>	<b>(2%)</b>
<b>Total gross profit</b>	<b>48.9</b>	<b>50.3</b>	<b>(3%)</b>
Operating costs <sup>{3}</sup>	(30.5)	(32.3)	6%
Rent (including propco rent) <sup>{4}</sup>	<u>(9.7)</u>	<u>(9.7)</u>	<u>0%</u>
<b>EBITDA <sup>{5}</sup></b>	<b>8.7</b>	<b>8.3</b>	<b>5%</b>

{1} KPIs are stated on a like for like basis

{2} P&L results are for the total estate

{3} FY13 operating costs have been restated to include costs that were previously managed centrally and propco rent

{4} Propco Rent: FY14: £5.7m and FY13: £5.5m

{5} EBITDA is stated pre-exceptional items

EBITDA (pre-exceptionals) of £8.7m was £0.4m or 5% ahead of the prior year with a shortfall in gross profit offset by tight cost control. Last year, quarter 2 results were adversely impacted by severe weather, the year-on-year impact of which is a benefit of £0.4m. Therefore, underlying EBITDA (pre-exceptionals) is in line.

Admissions continue to increase following the full roll-out of 'Price Smash' in quarter 1, with admissions up 3% over the previous year. National Bingo Association statistics place Gala Retail admissions growth for the year to date 5.7pp ahead of the rest of the industry. Spend per head, as anticipated, is currently running 4% lower than the prior year. However, the resulting shortfall in net income is primarily caused by a handful of clubs with specific, isolated issues.

Machines gross profit was ahead by £1.0m or 6%, driven by the increase in admissions, and machines spend per head was in line with last year. Total gross profit was down only 3% at £48.9m.

Tight cost control resulted in a £1.8m or 6% reduction in operating costs, most notably in payroll due to more efficient staffing.

Gala Retail welcomes the recently announced reduction in bingo levy which will benefit the FY14 numbers by £3.3m and £15.3m on an annualised basis.

## CORPORATE COSTS

Central overheads (before depreciation and amortisation) were £0.3m higher than in FY13 at £1.2m primarily due to the timing of VAT claims. Central costs are expected to be between £3m to £4m for the full year.

## EXCEPTIONAL ITEMS

Exceptional items in the quarter amounted to a £7.9m charge (2013: credit of £14.9m).

The charge included a £1.3m (2013: £0.4m) charge relating to corporate re-structuring, focused on ensuring the businesses can operate on a stand-alone basis, a share-based payments charge for the period of £0.8m (non-cash) (2013: £1.4m) and a write down of trading potential of £5.2m (2013: £0.7m) as a result of the closure of two Gala Retail clubs in the period (non-cash).

These charges were offset by credits of £2.9m (2013: £0.3m) due to Conde Naste VAT claim receipts and a non-cash onerous lease credit of £3.3m (2013: £19.2m) associated with the release of various property provisions (non-cash).

## FINANCING

Net debt for covenant purposes was £1,107.5m (net of issue costs). The decrease since the year end is primarily due to the Opco cash inflow in the period. Total Group net debt of £2,155.7m (13 April 2013: £2,139.9m) also includes the 2005 Propco Three Limited debt of £334.9m (net of issue costs) and GCGL loan notes of £770.7m. The 2005 Propco Three Limited debt is ring-fenced from the operating Group.

Cash at bank and in hand of £259.0m includes cash for covenant purposes of £237.6m.

## REGULATORY AND RESPONSIBLE GAMING

Along with the rest of the industry, the Group has taken substantive steps in recent months to address concerns about problem gambling, in particular through the introduction of the ABB Code. Despite these steps, the Government has continued to react to scaremongering and misleading information about the impact of FOBTs on problem gambling, and recently announced a range of measures which will have very serious negative consequences for the sector.

As a result of the announced changes, and consistent with statements made by our competitors, the Group regards shop closures, and therefore jobs losses, as inevitable. Tax revenues will also suffer and payments to racing will reduce, which will threaten the fragile economic position of the UK's second most popular sport.

Government action, and the prejudicial statements made by campaigners and some politicians, should be seen in the context of the recent independent report by the Gambling Commission. This report stated that problem gamblers typically use 7 different gambling products, of which FOBTs are the 6th most commonly used. This data demonstrates that the aggressive criticism of FOBTs is disproportionate and unfair. It is also important to note that the UK has one of the lowest rates of problem gambling in the world and that this rate has not increased since 1999, when there were no FOBTs; nor, indeed, was there any online gambling.

Problem gambling is complex and is about the person not the specific product. Gala Coral, and the bookmaking sector as a whole, is determined to play a leadership role in identifying appropriate measures that improve player protection for those who need it whilst, as far as possible, protecting the freedom of the millions who enjoy betting responsibly.

## VAT CLAIMS

Following the ruling against Rank by the Court of Appeal in respect of certain VAT "slots" claims, £54.5m was paid to HMRC at the beginning of quarter 3 on 24<sup>th</sup> April 2014. The Group remains confident that an appeal will ultimately find in favour of the gaming operators. This payment will have no adverse impact on the available financial headroom under the Group's financial covenants, as the Senior Facility Agreement includes an adjustment for this VAT repayment.

## PROPCO

2005 Propco Three Limited's loan of £334.9m was repayable on 22 April 2014 and is now in default. This loan is ring-fenced from the operating Group and security for the loan is restricted to the assets of 2005 Propco Three Limited and the shares in 2005 Propco Three Limited which are owned by 2005 Propco Two Limited only. In addition, the operating leases between Gala Leisure Limited and 2005 Propco Three Limited are unaffected by the default on the loan. There is therefore no impact on Gala Retail, or on the directors' assessment of the going concern for the Group. The directors of 2005 Propco Three Limited continue to explore options with lenders in relation to the loan.

## CURRENT TRADING

Trading for the five weeks since the end of the quarter has been positive. Coral Retail OTC and Machines volumes are ahead of last year and the new tender shops in Italy are driving increasing volumes in Eurobet Retail. All websites continue to show positive year-on-year growth in stakes and net revenue. Gala Retail admissions are ahead of last year, and spend per head is in line with expectations.

## ENQUIRIES:

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### ***Forward Looking Statements***

This press release may include forward looking statements. All statements other than statements of historical facts included in this release, including those regarding Gala Coral's financial position, business and acquisition strategy, plans and objectives of management for future operations are forward looking statements. Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Gala Coral, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements.

The words "believe," "anticipate," "expect," "predict," "intend," "estimate," "plan," "aim," "assume," "forecast," "project," "will," "may," "should," "risk," "probable" and similar expressions, which are predictions or indications of future events and future trends, which do not relate to historical matters, identify forward-looking statements. All statements other than statements of historical facts included in this release including, without limitation, in relation to the Group's investment performance, results of operations, financial position, liquidity, prospects, growth potential, strategies and information about the macro-economic, industry and regulatory environment in which the Group operates are forward-looking. Readers of this release should not rely on forward-looking statements because, by their nature, such forward-looking statements involve known and unknown risks and uncertainties that could cause the Group's actual results, performance or achievements and the development of the industry in which it operates to be materially different from those expressed in, or suggested by, the forward-looking statements contained in this release.

These forward-looking statements are made as of the date of this release and are not intended to give any assurance as to future results. Neither the Group nor any of the Group's Directors or other officers undertake any obligation, except as required by law or by any appropriate regulatory authority, to release publicly any revisions or updates to these forward-looking statements to reflect events that occur, circumstances that arise or new information of which they become aware after the date of this release.

### ***Notice***

The accounts for the 12 weeks ended 12 April 2014 have been prepared at the level of Gala Coral Group Limited. From a profit and loss account perspective, the difference between accounts consolidated at Gala Coral Group Limited and those at Gala Electric Casinos plc is an immaterial amount of Group interest payable. The differences between balance sheets consolidated at Gala Coral Group Limited and Gala Electric Casinos plc are an immaterial difference in net assets relating to the amount due in respect of subordinated group debt and immaterial classification differences in capital and reserves.