

**GALA CORAL GROUP**

**RESULTS FOR THE 12 WEEKS ENDED 5 JULY 2014**

KEY FINANCIALS

	Quarter 3			Year to date		
	Total results			Total results		
	FY14	FY13	Change	FY14	FY13	Change
	£m	£m	%	£m	£m	%
Continuing Opco Turnover <sup>{1}</sup>	292.7	254.9	15%	951.0	853.1	11%
Continuing Opco Gross Profit <sup>{1}</sup>	208.3	189.6	10%	678.4	639.7	6%
<b>Continuing Opco EBITDA <sup>{1/2}</sup></b>	<b>60.6</b>	<b>50.4</b>	<b>20%</b>	<b>183.8</b>	<b>172.4</b>	<b>7%</b>
Propco rent	<u>6.6</u>	<u>6.5</u>	<b>2%</b>	<u>21.7</u>	<u>21.4</u>	<b>1%</b>
<b>Total Group EBITDA <sup>{2/3}</sup></b>	<b>67.2</b>	<b>56.9</b>	<b>18%</b>	<b>205.5</b>	<b>193.8</b>	<b>6%</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 3

The key trading highlights for the Continuing Operations <sup>{1/2}</sup> for the twelve weeks ended 5 July 2014 were as follows:

- Turnover was 15% ahead of last year and gross profit of £208.3m was £18.7m or 10% ahead, reflecting strong growth in Eurobet Retail (184%) and the Online business (50%).
- Continuing Opco EBITDA (pre-exceptionals) of £60.6m was £10.2m or 20% ahead of last year, with growth in all divisions.
- Underlying EBITDA (pre-exceptionals) grew year-on-year by £3.5m or 7% after adjusting for the impact of the World Cup<sup>{4}</sup> and the phasing of machine costs.
- Coral Retail gross profit was £3.4m or 3% ahead of last year, and EBITDA was £0.1m ahead. A strong World Cup<sup>{4}</sup> delivered £5.4m of EBITDA which was offset by a poor Royal Ascot and the phasing of machine costs recorded in gross profit (£1.7m). Machines gross win per machine per week of £956 (£8 ahead of 2013) remained ahead of both main competitors.
- Eurobet Retail gross profit was £4.2m or 184% ahead of last year and EBITDA (pre-exceptionals) was £4.2m or 382% ahead, with the World Cup<sup>{4}</sup> contributing £1.5m EBITDA.
- The Online business's gross profit was £11.7m or 50% ahead of last year and EBITDA (pre-exceptionals) was £4.4m or 51% ahead. The World Cup<sup>{4}</sup> contributed £1.1m EBITDA in Coral.co.uk and £0.4m EBITDA in Eurobet.it.
- Gala Retail's EBITDA (pre-exceptionals) was £1.6m or 24%, ahead of last year - ahead for the third quarter running, while like-for-like admissions were in-line with last year.
- The Group has commenced a process to explore the possibility of a disposal of Gala Retail. This process is likely to take several months.

{4} World Cup impact includes all matches up to and including the quarter finals. The semi finals and final occurred in the first week of Quarter 4

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

"The Group delivered another strong performance with EBITDA ahead in all divisions and 20% overall.

Growth in the Online business continues to be very encouraging, in particular in Coral.co.uk, where customer acquisition offers, together with 'Coral Connect' sign ups, helped drive actives 94% ahead of last year. During the World Cup the Coral app was regularly ranked as the first or second most downloaded iOS sportsbetting app, and crucially we are also seeing improved levels of customer retention as new customers respond positively to the online and mobile user experience. During the quarter 'Coral Connect', which allows customers to access a single wallet across Retail and Online channels, continued to receive a positive response from customers with signups now over 110k. Coral.co.uk customers acquired through this channel are spending 2.5 times more than other online customers, demonstrating the importance of a multi-channel offering going forward.

We remain pleased with the turnaround in the performance of Gala Retail and have recently embarked on a process to explore the potential sale of this division."

GROUP PERFORMANCE

QUARTER 3: CONTINUING OPERATIONS <sup>{1}</sup>	Gross profit	Gross profit	EBITDA <sup>{3}</sup>	EBITDA <sup>{2/3}</sup>
	FY14	FY13	FY14	FY13
	£m	£m	£m	£m
<b>RETAIL</b>				
Coral Retail	119.1	115.7	35.5	35.4
Eurobet Retail	<u>7.1</u>	<u>2.5</u>	<u>5.3</u>	<u>1.1</u>
	<b>126.2</b>	<b>118.2</b>	<b>40.8</b>	<b>36.5</b>
<b>ONLINE</b>				
Online	35.3	23.6	<b>13.0</b>	<b>8.6</b>
<b>GALA</b>				
Gala Retail Bingo	46.8	47.8	<b>8.2</b>	<b>6.6</b>
<b>CORPORATE</b>				
Corporate costs	—	—	<u>(1.4)</u>	<u>(1.3)</u>
<b>TOTAL</b>	<b>208.3</b>	<b>189.6</b>	<b>60.6</b>	<b>50.4</b>

{1} Results include all revenue and expenses for the continuing “Opco” Group and exclude the disposed casinos (FY14: £0.0m and FY13: £2.1m) and Propco rental income (FY14: £6.6m and FY13: £6.5m)

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

{3} Pre-exceptional items

QUARTER 3 YEAR TO DATE: CONTINUING OPERATIONS <sup>{1}</sup>	Gross profit	Gross profit	EBITDA <sup>{3}</sup>	EBITDA <sup>{2}</sup>
	FY14	FY13	FY14	FY13
	£m	£m	£m	£m
<b>RETAIL</b>				
Coral Retail	396.6	393.5	113.6	124.5
Eurobet Retail	<u>21.0</u>	<u>14.2</u>	<u>14.6</u>	<u>9.5</u>
	<b>417.6</b>	<b>407.7</b>	<b>128.2</b>	<b>134.0</b>
<b>ONLINE</b>				
Online	<b>105.2</b>	<b>72.3</b>	<b>34.7</b>	<b>20.6</b>
<b>GALA</b>				
Gala Retail Bingo	<b>155.6</b>	<b>159.7</b>	<b>24.2</b>	<b>20.9</b>
<b>CORPORATE</b>				
Corporate costs	—	—	<u>(3.3)</u>	<u>(3.1)</u>
<b>TOTAL</b>	<b>678.4</b>	<b>639.7</b>	<b>183.8</b>	<b>172.4</b>

{1} Results include all revenue and expenses for the continuing “Opco” Group and exclude the disposed casinos (FY14: £0.2m and FY13: £13.1m) and Propco rental income (FY14: £21.7m and FY13: £21.4m)

{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 3			Year to date		
	Underlying	One offs	Reported	Underlying	One offs	Reported
	£'m	£'m	£'m	£'m	£'m	£'m
<b>FY13 EBITDA (pre-exceptionals)</b>	<b>50.4</b>		<b>50.4</b>	<b>172.4</b>		<b>172.4</b>
Gross Profit Movements:						
Underlying Improvements	12.0		12.0	44.8		44.8
MGD		-	-		1.7	1.7
Weather Adjustment		-	-		1.8	1.8
Machine Cost Phasing <sup>{3}</sup>		(1.7)	(1.7)		1.7	1.7
World Cup <sup>{4}</sup>		8.4	8.4		8.4	8.4
Football Margin	—	—	—	—	(19.7)	(19.7)
<b>Total Gross Profit Movements</b>	<b>12.0</b>	<b>6.7</b>	<b>18.7</b>	<b>44.8</b>	<b>(6.1)</b>	<b>38.7</b>
Cost Movements:						
Underlying Costs Increase	(8.5)		(8.5)	(19.6)		(19.6)
MGD		-	-		(5.6)	(5.6)
LBO Content Costs	—	—	—	—	(2.1)	(2.1)
<b>Total Cost Movements</b>	<b>(8.5)</b>	<b>-</b>	<b>(8.5)</b>	<b>(19.6)</b>	<b>(7.7)</b>	<b>(27.3)</b>
<b>FY14 EBITDA (pre-exceptionals)</b>	<b>53.9</b>	<b>6.7</b>	<b>60.6</b>	<b>197.6</b>	<b>(13.8)</b>	<b>183.8</b>
Year-on-year increase £'m	3.5		10.2	25.2		11.4
Year-on-year increase %	7%		20%	15%		7%

{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: £13.1m and Quarter 3 FY14: £0.0m and FY13: £2.1m) and Propco rental income (Year to date FY14: £21.7m and FY13: £21.4m and Quarter 3 FY14: £6.6m and FY13: £6.5m)

{2} Pre-exceptional items

{3} The phasing of machine costs in Coral Retail resulted in £5.5m additional cost being recognised in Quarter 1 in FY13. £3.8m of this timing variance has reversed during Quarters 2 and 3, and the remaining £1.7m will reverse during Quarter 4

{4} World Cup impact includes all matches up to and including the quarter finals. The semi finals and final occurred in the first week of Quarter 4

## QUARTER 3

### Gross Profit Movements

Underlying gross profit increased year-on-year by £12.0m or 6% reflecting growth in both Eurobet Retail and the Online business. After adjusting gross profit for the positive impact of the World Cup<sup>{4}</sup> (£8.4m) and the phasing of machine costs<sup>{3}</sup> (£1.7m), reported gross profit increased year-on-year by £18.7m or 10%

### Cost Movements

Underlying costs increased by £8.5m or 6% primarily as a result of new Coral shops (£1.8m), and both higher operating costs (£2.6m) and marketing costs (£4.7m) in support of the growing Online business. These increases were partially offset by tight cost control particularly in Gala Retail where operating costs decreased by £2.9m.

The increase in irrecoverable VAT (due to the introduction of MGD) and shop content costs annualised during Quarter 2.

## QUARTER 3 YEAR TO DATE

The Group saw significant growth in underlying EBITDA (pre-exceptionals), which was £25.2m or 15% ahead of last year. Reported EBITDA (pre-exceptionals) which grew by £11.4m or 7%, was significantly impacted by the exceptionally poor football margins in the first half of the year (£19.7m) and the net impact of the introduction of MGD (£3.9m). These negative impacts were partly offset by £8.4m of EBITDA generated by the World Cup<sup>{4}</sup>.

	12 weeks ended 5 July 2014	12 weeks ended 6 July 2013	Year on Year variance
<b>KPIs <sup>{1}</sup></b>			
<i>OTC</i>			
Gross win margin (%)	17.4%	16.3%	1.1pp
Average number of LBOs	1,827	1,776	3%
<i>Machines</i>			
Average number of machines	7,291	7,082	3%
Gross win/machine/week (£)	956	948	1%
<b>P&amp;L <sup>{1}</sup></b>			
OTC amount staked	414.2	406.6	2%
Machines amount staked	<u>2,197.1</u>	<u>2,143.4</u>	<u>3%</u>
<b>Total stakes</b>	<b>2,611.3</b>	<b>2,550.0</b>	<b>2%</b>
OTC gross win	72.0	66.1	9%
Machines gross win	<u>83.7</u>	<u>80.5</u>	<u>4%</u>
<b>Total gross win</b>	<b>155.7</b>	<b>146.6</b>	<b>6%</b>
<b>Divisional gross profit</b>	<b>119.1</b>	<b>115.7</b>	<b>3%</b>
Operating costs <sup>{2}</sup>	<u>(83.6)</u>	<u>(80.3)</u>	<u>(4%)</u>
<b>EBITDA <sup>{3}</sup></b>	<b>35.5</b>	<b>35.4</b>	<b>0%</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

{4} World Cup impact includes all matches up to and including the quarter finals. The semi finals and final occurred in the first week of Quarter 4

Coral Retail EBITDA (pre-exceptionals) of £35.5m was £0.1m ahead of last year. A strong World Cup<sup>{4}</sup> performance, delivering £5.4m of EBITDA, was partly offset by a poor Royal Ascot and the phasing of machine content costs (£1.7m).

OTC gross win was £5.9m or 9% higher than last year. Excluding the impact of the World Cup<sup>{4}</sup> (£6.4m), gross win was £0.5m behind last year primarily driven by the poor Royal Ascot performance and weaker football margins at the end of the domestic season.

Machines gross win of £83.7m was £3.2m or 4% ahead of last year. Gross win per machine per week continued to grow, increasing by 1% to £956, and remained ahead of both main competitors.

Operating costs increased by £3.3m or 4%, of which £1.8m was as a result of estate development. Underlying operating cost increases were limited to £1.5m or 2%, reflecting ongoing operational efficiencies, particularly in the management of payroll costs.

‘Coral Connect’, which allows customers to access a single wallet across all channels, continues to receive a positive customer response with customer signups now over 110k.

The pilot of ‘Retail-Bet-in-Play’ was launched at the end of the quarter, which through the use of a Coral Connect card, enables customers to place in-play bets on exclusive live content shown on dedicated screens in-shop.

	12 weeks ended 5 July 2014	12 weeks ended 6 July 2013	Year on Year variance
<b>KPIs<sup>{1}</sup></b>			
LBO sports gross win margin (%)	22.5%	18.4%	4.1pp
Average number of licences	810	365	122%
<b>P&amp;L<sup>{1}</sup></b>			
LBO sports stakes	55.3	29.0	91%
Virtual betting stakes	35.4	-	-
Other stakes	<u>43.9</u>	<u>28.4</u>	<u>55%</u>
<b>Total amounts staked</b>	<b>134.6</b>	<b>57.4</b>	<b>135%</b>
LBO sports gross win	12.4	5.3	136%
Virtual betting gross win	5.9	-	-
Other gross win	<u>2.5</u>	<u>1.5</u>	<u>67%</u>
<b>Total gross win</b>	<b>20.8</b>	<b>6.8</b>	<b>206%</b>
<b>Total gross profit</b>	<b>7.1</b>	<b>2.5</b>	<b>184%</b>
Operating costs <sup>{2}</sup>	<u>(1.8)</u>	<u>(1.4)</u>	<u>(29%)</u>
<b>EBITDA<sup>{3}</sup></b>	<b>5.3</b>	<b>1.1</b>	<b>382%</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

{4} World Cup impact includes all matches up to and including the quarter finals. The semi finals and final occurred in the first week of Quarter 4

Eurobet Retail EBITDA (pre-exceptionals) was £4.2m or 382% ahead of last year following the opening of all the new licences, the strong performance of the newly launched virtual betting product and a good World Cup<sup>{4}</sup>. Excluding the impact of the World Cup<sup>{4}</sup>, EBITDA (pre-exceptionals) was £2.8m or 280% ahead of last year.

Sports stakes increased by £26.3m or 91% and gross win by £7.1m or 136%. Excluding the impact of the World Cup<sup>{4}</sup>, sports stakes were £11.4m or 39% ahead and gross win was £3.6m or 68% ahead, primarily as a result of the increased number of licences. Eurobet Retail's share of the retail sports market was 11.6% at the end of the quarter, representing an increase of 4.5pp over the last twelve months.

Virtual betting performance was significantly ahead of expectations, contributing stakes of £35.4m. Eurobet Retail's virtual betting market share stood at 16.7% at the end of the quarter.

Other stakes (VLTs/AWPs) increased by £15.5m or 55%, and a strong margin resulted in gross win £1.0m or 67% ahead of last year.

Operating costs were £0.4m higher, reflecting the costs associated with supporting the larger retail estate.

	12 weeks ended 5 July 2014	12 weeks ended 6 July 2013	Year on Year variance
<b>KPIs</b>			
Actives – Coral.co.uk ('000)	381.7	197.1	94%
Actives – Eurobet.it ('000)	83.3	58.7	42%
Actives – Galabingo.com ('000)	136.3	137.9	(1%)
Actives – Galacasino.com ('000)	21.9	38.8	(44%)
Sports Gross Win Margin - Coral.co.uk (%)	6.6%	6.7%	(0.1pp)
Sports Gross Win Margin – Eurobet.it (%)	16.0%	10.4%	5.6pp
<b>P&amp;L<sup>{1}</sup></b>			
<b>Total amounts staked</b>	<b>1,190.2</b>	<b>778.1</b>	<b>53%</b>
<b>Total gross win</b>	<b>60.1</b>	<b>38.1</b>	<b>58%</b>
<b>Total gross profit</b>	<b>35.3</b>	<b>23.6</b>	<b>50%</b>
Operating costs <sup>{2}</sup>	(10.4)	(7.8)	(33%)
Marketing	(11.9)	(7.2)	(65%)
<b>EBITDA<sup>{3}</sup></b>	<b>13.0</b>	<b>8.6</b>	<b>51%</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 (including employee bonus costs)

{3} EBITDA is stated pre-exceptional items

{4} World Cup impact includes all matches up to and including the quarter finals. The semi finals and final occurred in the first week of Quarter 4

Online EBITDA (pre-exceptionals) of £13.0m was £4.4m or 51% ahead of last year. Gross profit was £11.7m or 50% ahead of last year at £35.3m.

Coral.co.uk actives were 94% ahead of last year, driven by ‘Coral Connect’ sign-ups and enhanced pricing offers during the World Cup. Customers continued to respond well to the online and mobile user experience, resulting in strong spend per head levels; sports stakes were £85.1m or 126% ahead of last year and sports gross win £5.5m or 121% ahead. Excluding the impact of the World Cup<sup>{4}</sup>, sports stakes were £60.8m or 90% ahead and sports gross win £4.4m or 97% ahead. Bet in play stakes increased by 140% year-on-year primarily driven by the launch of live streaming in January.

Cross-sell into Gaming continues to improve and gaming stakes in Coral.co.uk were 86% ahead of last year. This, combined with a 0.4pp improvement in margin, resulted in gross win £8.3m or 111% ahead at £15.8m.

Mobile penetration at the end of the quarter was 66.5% of actives, an increase of 19.2pp on last year.

Successful digital marketing helped drive Eurobet.it actives 42% ahead of last year with more customers now being recruited directly, although the Retail estate still contributed 39% of first time depositors, reflecting the success of Eurobet’s multi-channel offering. The new Eurobet.it website has been well received by customers, and the increased range of bet-in-play opportunities launched in the quarter, together with the World Cup, helped push sports stakes £7.2m or 39% ahead of last year and sports gross win £2.2m or 114% ahead. Sports gross profit was £0.9m or 129% ahead of last year. Excluding the impact of the World Cup<sup>{4}</sup>, sports stakes were £1.9m or 10% ahead of last year, sports gross win was £1.2m or 62% ahead and sports gross profit was £0.5m or 71% ahead. At the end of the quarter Eurobet.it’s share of the sports betting market was 9.9%, an increase of 0.2pp in the last 12 months.

Eurobet.it gaming stakes were £12.9m or 11% ahead of last year, driving gaming gross profit £0.4m or 28% ahead. Virtual betting continued to prove very popular with customers with Eurobet.it’s share of the online virtual betting market reaching 21.9% at the end of the quarter.

Eurobet.it mobile penetration at the end of the quarter was 41.2% of actives, an increase of 15.9pp on last year.

Galabingo.com actives were 1% behind last year reflecting a focus on real money players, which year-to-date are 5% ahead of last year. In the quarter, spend per head was 29% up on last year driving stakes £63.1m or 27% ahead. Gross win was £4.4m or 29% ahead and mobile penetration increased by 21.2pp to 53.5% of actives.

Galacasino.com actives were 44% behind last year; with the same period last year having benefited from a very high level of bonus-led customer acquisition activity and subsequently a high number of free money actives. Year-to-date actives are 11% ahead of last year and year-to-date real money players are 30% ahead, again, as with Galabingo.com, reflecting the drive for better quality players who are more likely to stay with the brand for a longer period. Very strong spend per head levels drove a £37.6m or 37% increase in stakes and a £1.2m or 31% increase in gross win. Mobile penetration increased by 31.7pp to 48.5% of actives.

Marketing costs were £4.7m or 65% higher than last year, and other operating costs were £2.6m or 33% higher, as a result of the investment in customer acquisition and the increased headcount in support of the growing business.

GALA RETAIL BINGO – QUARTER 3

	12 weeks ended 5 July 2014	12 weeks ended 6 July 2013	Year on Year variance
<b>KPIs <sup>{1}</sup></b>			
Admissions ('000)	3,673	3,691	(0%)
Spend per head (£)	34.11	34.59	(1%)
<b>P&amp;L<sup>{2}</sup></b>			
<b>Net income</b>	<b>67.4</b>	<b>69.4</b>	<b>(3%)</b>
<b>Total gross profit</b>	<b>46.8</b>	<b>47.8</b>	<b>(2%)</b>
Operating costs <sup>{3}</sup>	(28.6)	(31.5)	9%
Rent (including propco rent) <sup>{4}</sup>	<u>(10.0)</u>	<u>(9.7)</u>	<u>(3%)</u>
<b>EBITDA <sup>{5}</sup></b>	<b>8.2</b>	<b>6.6</b>	<b>24%</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: £5.4m

{5} EBITDA is stated pre-exceptional items

EBITDA (pre-exceptionals) of £8.2m was £1.6m or 24% ahead of the prior year.

Admissions were flat year-on-year; the growth seen in the last two quarters was curtailed by the impact of the hot weather in late June and early July. National Bingo Association statistics placed Gala Retail admissions growth for the year to date 5.3pp ahead of the rest of the industry. As anticipated, spend per head continued to improve following the initial decline after the introduction of the 'Price Smash' offering, with a quarter-on-quarter improvement of £0.53 or 2%

Machines gross profit was ahead by £0.5m or 3%, driven by a 2% year-on-year growth in machines spend per head and a 1.4pp margin improvement. Total gross profit was £1.0m or 2% behind at £46.8m, however tight cost control resulted in a £2.9m or 9% reduction in operating costs, driven primarily by the focus on more efficient staffing.

## CORPORATE COSTS

Central overheads (before depreciation and amortisation) were £0.1m higher than in FY13 at £1.4m primarily due to the timing of VAT claims.

## EXCEPTIONAL ITEMS

Exceptional items in the quarter amounted to a £2.4m charge (2013: £11.0m).

£5.4m (2013: £3.9m) of the charge related 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: £2.1m) and a non-cash onerous lease charge of £1.3m (2013: £5.0m) arising as a result of the change in the discount rate applied to future years.

These charges were offset by credits of £5.1m (2013: £nil) as a result of successful Conde Nast VAT claim receipts.

## FINANCING

Opcos external net debt (net of issue costs and excluding shareholder loan notes) was £1,117.0m (September 2013: £1,097.4m, July 2013: £1,128.8m). The increase since the year end was primarily due to the Opcos cash outflow, driven by the timing of interest payments on the senior secured and unsecured notes, and the repayment of the £54.5m VAT 'slots' claim (see 'VAT Claims' below). During quarter 3 the Group completed the £35.0m redemption of 10% of the senior secured loan notes.

Total Group net debt of £2,237.5m (September 2013: £2,150.7m) also includes the 2005 Propco Three Limited debt of £329.5m (net of issue costs) and GCGL loan notes of £796.0m. The 2005 Propco Three Limited debt is ring-fenced from the operating Group.

Cash at bank and in hand of £164.0m includes cash for covenant purposes of £147.9m.

## REGULATORY AND RESPONSIBLE GAMING

The impact of the tax and regulatory changes announced by the Government in recent months have had the expected impact on the business with the first of the necessary shop closures expected to take place during the autumn. The total number of closures will be reviewed on a rolling basis and is likely to be in line with those announced by the Group's competitors.

However, while the challenges presented to date by the political climate have been considerable, the industry as a whole and the Group in particular, has been working constructively with the Government and regulators to implement the planned changes.

The Group is also working on harm minimisation innovations which, together with its existing extensive practices, will ensure that it remains at the forefront of the industry in enabling its customers to enjoy gambling as a leisure pursuit while always protecting the vulnerable and giving them information which helps them stay in control. More information on this plan will be shared during the autumn.

Finally, the Government is planning to extend the horse racing betting Levy to overseas online operators. There has been concern expressed by the betting industry on the sustainability of horse racing if costs increase further. In Coral's case, the profitability of horse racing in its shops has halved over the last 5 years and the trend shows no sign of abating. The Group is pressing for the Levy rate to be reduced if it is extended to overseas operators, in order that the overall yield to horse racing is maintained, rather than increased.

## VAT CLAIMS

Following the ruling against Rank PLC by the Court of Appeal in respect of certain VAT 'slots' claims, £54.5m was paid by the Group to HMRC 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.

The Group received £19.4m of Conde Nast VAT claim net receipts during the quarter, bringing the year-to-date value of Conde Nast net receipts to £35.9m.

## GALA RETAIL

As has been widely reported, the Group has commenced a process to explore the possibility of a disposal of Gala Retail. This process is likely to take several months and does not guarantee that the Group will exit this business.

## PROPCO

2005 Propco Three Limited's loan of £329.5m 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 have continued to explore options with lenders in relation to this loan.

## CURRENT TRADING

Trading in the six weeks since the quarter end has been positive with growth in all divisions. The final week of the World Cup (encompassing the semi-finals and final) delivered a further £1.0m of EBITDA across the Group, helping offset customer friendly horse racing and golf results. During this period, Coral Retail OTC gross win was 17% ahead of last year, and Machines gross win was 11% ahead. Growth in the Online division continued, with stakes and gross win ahead across all websites. Momentum from the World Cup has carried forward into the period, with Coral.co.uk gross win 105% ahead of last year. The first two weeks of the domestic football season have seen significant growth in football stakes, in part driven by the successful customer recruitment during the summer. Gala Retail's performance was also pleasing, with admissions, gross profit and EBITDA all ahead of last year, despite the very warm weather in the four weeks immediately following the end of quarter 3.

## 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 5 July 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.