

**FOR IMMEDIATE RELEASE**  
**28 September 2012**

**WEBIS HOLDINGS PLC**  
**(“Webis” or “the Group”)**

**FINAL RESULTS FOR THE 52 WEEK PERIOD ENDED 27 MAY 2012**

Webis Holdings plc, the global on-line gaming group, today announces its final results for the period.

**Summary:**

- Turnover of £113.8 million (2011: £105.6 million), an increase of 8%
- Gross profit of £3.18 million (2011: £3.04 million), an increase of 5%
- EBITDA profit of £181,000 (2011: profit of £149,000), an increase of 21%
- Loss for the period of £41,000 (2011: loss of £110,000)

Commenting on the results, Denham Eke, Chairman of Webis Holdings plc, said: “Overall, the board is encouraged by the recent improvements in EWS and betinternet’s trading and believes that both businesses are well-placed to capitalise on the opportunities available in the on-line gaming market. We plan to continue to invest in product development for both betinternet and EWS to improve our competitiveness within each area and anticipate that our turnover growth will continue over the forthcoming year”.

**ENDS**

**For further information:**

**Webis Holdings plc**  
Garry Knowles, Managing Director

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**Merchant Securities Limited (Nominated Adviser and Broker)**  
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**Notes to editors:**

The following are attached:

Chairman’s Statement  
Consolidated Statement of Comprehensive Income  
Consolidated Statement of Financial Position  
Statement of Changes in Equity  
Consolidated Statement of Cash Flows  
Notes to the Financial Statements

## **Chairman's Statement**

### **Introduction**

I am pleased to report improved results for the Group for the 52 week period ended 27 May 2012, with a better performance across the second half from both European Wagering Services Limited ("EWS") and betinternet.com (IOM) Limited ("betinternet"). The Group generated £114 million of turnover for the year (2011: £106 million), EBITDA of £181,000 (2011: £149,000) and recorded an operating loss of £8,000 (2011: £108,000 loss) and an overall loss of £41,000 (2011: £110,000 loss).

### **EWS**

EWS, the Group's pari-mutuel platform, delivered a good performance in the second half following a difficult start to the year and generated turnover for the year of £31 million (2011: £34 million). Over the year, average player numbers and volumes wagered both increased through the on-line platform and call centre, with the majority of these increases coming from leisure players. Further global racing content was added to EWS' product offering, including access to racetrack betting pools in Australia, Canada, Ireland, New Zealand, Sweden and the UK. Payment processing also improved during the latter part of the period.

During the year, EWS completed the transfer of its central business operations to San Francisco, California, where the board has established an office led by Ed Comins, Webis' director of pari-mutuel operations. This move has helped to bring the management team in closer contact with US industry connections, which has already led to the recent agreement to run standard-bred harness race meetings in California (see below). The US remains central to our growth strategy for EWS and the possession of a US pari-mutuel licence, together with other current developments, which I report on later, provide for some interesting prospects for this element of the Group.

### **betinternet**

betinternet, the Group's sportsbook operation, generated good growth in revenues throughout the financial year and turnover increased to £83 million (2011: £71 million). The fixed-odds content has been expanded at a rapid rate and the overall product offering, particularly around football betting where resource has been focused, has been made extremely competitive.

Our 'In Play' content, where odds are offered during live events, has also been strengthened significantly and related revenues accounted for 43% of betinternet's annual turnover on single bets, with football, tennis and basketball being the predominant 'In Play' sports selected by our customers. The 'In Play' growth helped total fixed-odds turnover and gross profit increase by 26% and 5% respectively over the previous year, an element of which was driven by the World Cup. The majority of this growth continued to originate from the Asian-Pacific region. Casino activity also increased during the financial year; however, this was offset by a reduction in play through the games suite.

Going into the new financial year, the performance during the European Football Championships was in line with management's expectations, although betinternet's overall margin, remains volatile as our current customer demographic has a smaller percentage of 'leisure players' than we would prefer, especially within Europe. The board anticipates, however, that the percentage of leisure players will increase as we develop our product further and our sportsbook marketing strategy for the betinternet brand is tailored to support this.

### **Overview of Results**

Group turnover for the 52 week period ended 27 May 2012 was £114 million (2011: £106 million), with betinternet's turnover increasing to £83 million (2011: £71 million) primarily due to the popularity of 'In Play' content. This more than offset the reduction in EWS' turnover to £31 million (2011: £34million).

Group gross profit increased by 5% to £3.18 million (2011: £3.04 million) with overall gross margin reducing slightly to 2.8% (2011: 2.9%). betinternet generated a gross profit of £1.9

million (2011: £1.86 million), with the reduction in gross margin to 2.28% (2011: 2.61%) being attributable to the effect of lower numbers of leisure players. EWS saw higher numbers of leisure players during the year and this helped increase gross margin to 4.2% (2011: 3.5%), generating an 8.5% rise in gross profit to £1.28 million (2011: £1.18 million).

Operating expenses increased by 4%, compared to the previous year, to £3.00 million (2011: £2.89 million). This increase is attributable to the rise in costs relating to the sportsbook's third-party data feeds and is in line with the board's expectations.

EWS generated EBITDA for the year of £193,000 (2011: £60,000 loss) offset slightly by an EBITDA loss of £12,000 (2011: £209,000 profit) at betinternet.

### **Board changes**

Jim Mellon stepped down from his position as non-executive director in January 2012 and was replaced on the board by Sir James Mellon KCMG, who brings a wealth of corporate experience to the company. Sir James has joined both the Remuneration and Audit Committees.

Damon Waddington stood down as Finance Director in April 2012 to pursue another opportunity. The Group's Financial Controller, Chris Allen, took over Damon's accounting and company secretarial responsibilities, with the other executive directors assuming responsibility for the business development work previously undertaken by Damon.

I would like to thank Jim and Damon for their invaluable contributions to the Group over many years.

### **Strategy**

We announced on 24 August 2012 that EWS' wholly owned subsidiary, WatchandWager.com ("WAW"), had received licence approval from the Californian Horse Racing Board and had entered into an agreement with California Exposition & State Fair ("Cal Expo") in Sacramento, California, for the lease and operation of standard-bred harness race meetings at Cal Expo for a five year term, with racing to commence in early November 2012.

The board is excited by the prospects that Cal Expo provides EWS to access further US content and believes that operating a 'bricks and mortar' racing facility within the US puts EWS on a more equal footing with its on-line pari-mutuel wagering competitors. We also anticipate that having a US presence will provide EWS' entire operation with greater leverage in other areas as the business develops and particularly if, as expected, state and federal legislation becomes less restrictive for on-line and off-line gaming.

The board continues to monitor the prospect of any further potential changes to the position of payment processors or their associated banks regarding the handling of US pari-mutuel gaming transactions.

It is anticipated that EWS will launch its new 'WatchandWager.com' website in the first half of the new financial year, which will provide for a significantly better user experience, including live-streaming of race video.

For betinternet, the board has invested in additional sportsbook product through third-party data providers, particularly for 'In Play', which represents betinternet's best growth opportunity. Using a variety of recognised third-party providers remains the operation's business strategy over the short to medium term. In support of this, we have recently recruited senior industry personnel to lead betinternet's trading, development and marketing functions. The board anticipates that these actions will build on the good growth over the last financial year, help stabilise the fixed-odds margin achieved and enhance the performance of the casinos and games products. The board also plans a further update to the betinternet website 'look and feel' in the forthcoming year.

**Outlook**

Overall, the board is encouraged by the recent improvements in EWS and betinternet's trading and believes that both businesses are well-placed to capitalise on the opportunities available in the on-line gaming market. We plan to continue to invest in product development for both betinternet and EWS to improve our competitiveness within each area and anticipate that our turnover growth will continue over the forthcoming year.

Finally, I would like to thank you for your support as shareholders and to our staff for their loyalty and dedication throughout the year.

**Denham Eke**  
**Chairman**

**Consolidated Statement of Comprehensive Income  
for the Period ended 27 May 2012**

	<b>Note</b>	<b>2012 £000</b>	<b>2011 £000</b>
<b>Turnover</b>	2	113,751	105,546
Cost of sales		(110,531)	(102,470)
Betting duty paid		(40)	(36)
		<hr/>	<hr/>
<b>Gross Profit</b>		3,180	3,040
Administration expenses		(2,999)	(2,891)
		<hr/>	<hr/>
<b>Earnings before interest, tax, depreciation and amortisation</b>		181	149
Depreciation and amortisation		(189)	(248)
Share-based payment costs	3	-	(9)
		<hr/>	<hr/>
<b>Total operating loss</b>		(8)	(108)
Net finance costs	4	(33)	(2)
Taxation	5	-	-
		<hr/>	<hr/>
<b>Total comprehensive loss for the period attributable to owners</b>		(41)	(110)
		<hr/>	<hr/>
<b>Basic and diluted loss per share (pence)</b>		(0.02)	(0.05)

**Consolidated Statement of Financial Position  
As at 27 May 2012**

	<b>Note</b>	<b>2012 £000</b>	<b>2011 £000</b>
<b>Non-current assets</b>			
Intangible assets - goodwill	7	111	111
Intangible assets - other	8	194	231
Property, equipment and company car	9	31	34
<b>Total non-current assets</b>		336	376
<b>Current assets</b>			
Trade and other receivables		621	838
Cash and cash equivalents		2,683	1,470
<b>Total current assets</b>		3,304	2,308
<b>Current liabilities</b>			
Trade and other payables		(3,046)	(2,049)
<b>Total current liabilities</b>		(3,046)	(1,882)
<b>Net assets</b>		594	635
<b>Equity</b>			
Called up share capital		2,302	2,302
Share premium account		10,049	10,049
Share option reserve		116	116
Profit and loss account		(11,873)	(11,832)
<b>Total equity</b>		594	635

**Statement of Changes in Equity  
for the Period ended 27 May 2012**

	<b>Called up share capital £000</b>	<b>Share premium £000</b>	<b>Share option reserve £000</b>	<b>Retained earnings £000</b>	<b>Total equity £000</b>
<b>Balance as at 30 May 2010</b>	2,068	9,927	107	(11,722)	380
Total Comprehensive loss for the period	-	-	-	(110)	(110)
<b>Transactions with owners</b>					
Arising on shares issued in the year	234	122	-	-	356
Share-based payment expense	-	-	9	-	9
<b>Balance as at 29 May 2011</b>	2,302	10,049	116	(11,832)	635
Total Comprehensive loss for the period	-	-	-	(41)	(41)
<b>Transactions with owners</b>					
Arising on shares issued in the year	-	-	-	-	-
Share-based payment expense	-	-	-	-	-
<b>Balance as at 27 May 2012</b>	2,302	10,049	116	(11,873)	594

**Consolidated Statement of Cash Flows  
for the Period ended 27 May 2012**

	<b>2012</b>	<b>2011</b>
	<b>£000</b>	<b>£000</b>
<b>Net cash inflow/(outflow) from operating activities</b>	1,395	607
<b>Cash flows from investing activities</b>		
Interest received	10	-
Purchase of intangible assets	(126)	(183)
Purchase of property, plant and equipment	(23)	(12)
	<hr/>	<hr/>
<b>Net cash outflow from investing activities</b>	(139)	(195)
<b>Cash flows from financing activities</b>		
Interest paid	(43)	(2)
Issue of equity shares	-	356
	<hr/>	<hr/>
<b>Net cash inflow/(outflow) from financing activities</b>	(43)	354
Net increase/(decrease) in cash and cash equivalents	1,213	766
Cash and cash equivalents at beginning of period	1,470	704
	<hr/>	<hr/>
<b>Net cash and cash equivalents at end of period</b>	2,683	1,470
<b>Cash and cash equivalents comprise</b>		
Cash and deposits	2,683	1,470
Bank overdraft	-	-
	<hr/>	<hr/>
	2,683	1,470
<b>Cash generated from operations</b>		
Loss from operations	(8)	(108)
Adjusted for:		
Depreciation and amortisation	189	248
Share-based payment cost	-	9
(Increase) / decrease in receivables	217	(4)
Increase / (decrease) in payables	997	462
	<hr/>	<hr/>
Net cash inflow/(outflow) from operating activities	1,395	607

**Notes to the Financial Statements  
For the Period ended 27 May 2012**

**1 Reporting entity**

Webis Holdings plc is a company domiciled in the Isle of Man. The address of the Company's registered office is Viking House, Nelson Street, Douglas, Isle of Man, IM1 2AH.

The Group's consolidated financial statements as at and for the period ended 27 May 2012 consolidate those of the Company and its subsidiaries (together referred to as "the Group").

This announcement does not constitute the Group's statutory financial statements. It is an extract from the financial statements for the period ended 27 May 2012 which have not yet been filed.

**1.1 Basis of preparation**

**(a) Statement of compliance**

The financial information included in this announcement has been extracted from the Group's consolidated financial statements prepared in accordance with International Financial Reporting Standards ("IFRS") and its interpretations adopted by the International Accounting Standards Board ("IASB").

**(b) Basis of measurement and functional currency**

The Group consolidated financial statements are presented in Pounds Sterling, rounded to the nearest thousand. They are prepared under the historical cost convention except where assets and liabilities are required to be stated at their fair value.

**(c) Use of estimates and judgement**

The preparation of Group financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. Although these estimates are based on management's best knowledge and experience of current events and expected economic conditions, actual results may differ from these estimates.

The directors believe the assumptions used in the model to calculate the fair value of the share based payments are the most appropriate for the Group.

**2 Segmental Analysis**

<b>Period ended 27 May 2012</b>	<b>2012 £000</b>	<b>2011 £000</b>
<b>Turnover</b>		
Sportsbook		
<b>Asia Pacific</b>	67,001	57,863
<b>UK &amp; Ireland</b>	10,360	8,692
<b>Europe</b>	4,684	4,070
<b>Rest of the World</b>	1,042	802
Pari-mutuel		
<b>United States</b>	17,119	17,694
<b>Caribbean</b>	8,921	13,912
<b>Australia</b>	4,023	2,513
<b>Asia Pacific</b>	601	-
	<hr/>	<hr/>
	113,751	105,546
<b>Profit / (loss) before tax</b>		
Sportsbook	(214)	1

Pari-mutuel Group	173	(102)
	-	(9)
	<u>(41)</u>	<u>(110)</u>

**Net assets**

Sportsbook	(970)	(756)
Pari-mutuel Group	1,650	1,477
	<u>(86)</u>	<u>(86)</u>
	<u>594</u>	<u>635</u>

**3 Share-based payment expense**

	<b>2012</b>	<b>2011</b>
	<b>£000</b>	<b>£000</b>
Share options	-	9
	<u>-</u>	<u>9</u>

**4 Net finance costs**

	<b>2012</b>	<b>2011</b>
	<b>£000</b>	<b>£000</b>
Bank interest receivable	10	-
	<u>10</u>	<u>-</u>
Bank interest payable	-	(5)
Loan interest payable	(43)	3
	<u>(43)</u>	<u>(2)</u>
Net finance costs	<u>(33)</u>	<u>(2)</u>

**5 Taxation**

No provision for taxation is required for either the current or previous periods, due to the zero per cent corporate tax regime in the Isle of Man. Unprovided deferred tax was £Nil (2011: £Nil).

**6 Earnings per ordinary share**

The calculation of the basic earnings per share is based on the earnings attributable to ordinary shareholders divided by the weighted average number of shares in issue during the period.

The calculation of the diluted earnings per share is based on the basic earnings per share, adjusted to allow for the issue of shares, on the assumed conversion of all dilutive share options.

An adjustment for the dilutive effect of share options and convertible debt in the previous period has not been reflected in the calculation of the diluted loss per share, as the effect would have been anti-dilutive.

	<b>2012</b>	<b>2011</b>
	<b>£000</b>	<b>£000</b>
Loss for the period	<u>(41)</u>	<u>(110)</u>
	<b>No.</b>	<b>No.</b>

Weighted average number of ordinary shares in issue	230,171,644	212,902,757
Diluted number of ordinary shares	230,171,644	230,171,644
Basic loss per share (pence)	(0.02)	(0.05)
Diluted loss per share (pence)	(0.02)	(0.05)

## 7 Intangible assets – goodwill

	<b>Goodwill £000</b>
<b>Cost</b>	
Balance at 29 May 2011	111
Additions during the period	-
	<hr/>
Balance at 27 May 2012	111
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<b>Amortisation and impairment</b>	
At 29 May 2011	-
Amortisation for the period	-
	<hr/>
At 27 May 2012	-
	<hr/>
<b>Net Book Value</b>	
At 27 May 2012	111
	<hr/>
At 29 May 2011	111
	<hr/>

The goodwill relates to the acquisition of the pari-mutuel business which is both a cash generating unit and a reportable segment, including goodwill arising on the acquisition in 2010 of WatchandWager.com LLC, a US registered entity licenced for pari-mutuel wagering in North Dakota.

The Group tests intangible assets annually for impairment, or more frequently if there are indications that the intangible assets may be impaired. The recoverable amount of goodwill on both pari-mutuel business units has been determined based on a value in use calculation using cash flow projections based on financial budgets approved by the Directors.

The key assumptions on which the Directors have based their three year discounted cash flow analysis are a pre-tax discount rate of 15% and growth rate in pari-mutuel business of 2%. The assumption of growth rate in pari-mutuel business has been based on the historic performance of the business as well as forecast performance based on the Board's plan to invest further in this business. In respect of the value in use calculations, cash flows have been considered for both the conservative and the full forecast potential of future cash flows with no impact to the valuation of goodwill.

## 8 Intangible assets – Other

	<b>Software &amp; Development Costs £000</b>
<b>Cost</b>	
Balance at 29 May 2011	2,632
Additions during the period	126
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Balance at 27 May 2012	2,758
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<b>Amortisation and impairment</b>	
At 29 May 2011	2,401
Amortisation for the period	163
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At 27 May 2012	2,564
<b>Net Book Value</b>	
At 27 May 2012	194
At 29 May 2011	231

## 9 Property and equipment

	Computer equipment £000	Fixtures & fittings £000	Company Car £000	Total £000
<b>Cost</b>				
At 29 May 2011	1,253	281	-	1,534
Additions	3	4	17	24
At 27 May 2012	1,256	285	17	1,558
<b>Depreciation</b>				
At 29 May 2011	1,221	279	-	1,500
Charge for the period	23	3	1	27
At 27 May 2012	1,244	282	1	1,527
<b>Net Book Value</b>				
At 27 May 2012	12	3	16	31
At 29 May 2011	32	2	-	34

## 10 Approval of financial statements and Notice of Annual General Meeting ("AGM")

The financial statements were approved by the Board on 28 September 2012. The Annual Report and Financial Statements for the period ended 27 May 2012 incorporating the Notice of AGM will, in due course, be posted to shareholders and made available on the Group's website ([www.webisholdingsplc.com](http://www.webisholdingsplc.com)) and at the Group's Registered Office: Viking House, Nelson Street, Douglas, Isle of Man IM1 2AH.

The AGM will be held at The Claremont Hotel, 18/19 Loch Promenade, Douglas, Isle of Man, on 1 November 2012 at 11.00 a.m.

The Group's nominated adviser and broker is Merchant Securities Limited, 1 City Square, Leeds LS1 2ES.