

Kindred Group plc

Year end report January – December 2018 (unaudited)

Fourth quarter and full year highlights

- **Gross winnings revenue amounted to GBP 250.1 (238.0) million for the fourth quarter of 2018, and GBP 907.6 (751.4) million for the full year 2018.**
- **Underlying EBITDA for the fourth quarter of 2018 was GBP 58.8 (74.5) million, and GBP 203.7 (185.0) million for the full year 2018.**
- **Profit before tax for the fourth quarter of 2018 amounted to GBP 45.0 (55.9) million, and GBP 149.5 (132.0) million for the full year 2018.**
- **Profit after tax for the fourth quarter of 2018 amounted to GBP 39.3 (50.8) million and GBP 131.6 (117.4) million for the full year 2018.**
- **Earnings per share for the fourth quarter of 2018 were GBP 0.173 (0.223) and GBP 0.580 (0.516) for the full year 2018.**
- **Number of active customers during the fourth quarter was 1,568,574 (1,329,124).**
- **The Board of Directors propose a dividend of 0.496 (0.551) per share/SDR, which is approximately SEK 5.92 (6.48) per share/SDR and amounts to a proposed distribution to shareholders of GBP 112.5 (125.6) million which is 75 per cent of the Group's free cash flow for 2018. The dividend will be paid out in two equal instalments in order to facilitate a more efficient cash management.**
- **AGM to be held on Tuesday 14 May 2019 in Stockholm.**

"Strong levels of activity and all-time high in active customers resulted in all-time high for Gross winnings revenue"

"In the fourth quarter of 2018 we have seen strong levels of activity, together with an all-time high in active customers. This has resulted in record Gross winnings revenue, proving that our long-term strategy, to maintain a sustainable business by increasing the number of active customers rather than the ARPU, is paying off. Despite the exceptional sportsbook margin in the fourth quarter of 2017 making the comparatives for this quarter very tough, we have still managed to grow the business by 5 per cent."

"During the fourth quarter, Gross winnings revenue from mobile grew by 11 per cent compared to the fourth quarter last year and amounted to 74 per cent of our total Gross winnings revenue. Of the Group's Gross winnings revenue, 45 per cent came from locally regulated markets. For the full year 2018, betting duties increased by 40 per cent with an EBITDA margin of 22 per cent which shows the Group's ability to absorb betting duties through its focus on scalability and cost control."

"On 1 January, we successfully went live under the new local license in Sweden with five of our brands and we have also continued to lay the foundation for the USA early this year with the agreement in Pennsylvania. Always planning ahead, the Group prepared for the opening of the Swedish market and enlarged the customer base through bonus offers and marketing investments already from the start of the World Cup last summer. During the first six weeks of 2019, we awarded our Swedish customers with one additional bonus under the terms of the new licensing system, which resulted in new depositing customers up by 166 per cent and active customers up by 97 per cent over the last 90 days. As expected, we can now see the bonus expenditure tail off."

"For the period 1 January to 10 February 2019, the daily average Gross winnings revenue in GBP was 17 per cent higher (18 per cent in constant currency) than for the full first quarter last year." says Henrik Tjärnström, CEO of Kindred Group.

Today, Wednesday 13 February 2019, Kindred Group's CEO Henrik Tjärnström will host a presentation in English at FinancialHearings, Tändstickspalatset, Västra Trädgårdsgatan 15, in Stockholm at 9.00 CET.

The presentation is also webcast live on www.kindredgroup.com/Q42018. For those who would like to participate in the telephone conference in connection with the presentation, the telephone numbers are UK: **+44 3333 009 269** or USA: **+1 646 722 4956**.

The Kindred Group companies hold local gambling licences in UK, France, Belgium, Denmark, Sweden, Germany (Schleswig-Holstein), Italy, Australia, Ireland, Romania and Estonia. The Kindred Group also holds international gambling licences in Malta and Gibraltar. The Kindred Group pays betting duties in all markets in accordance with applicable local laws.

The information in this report is such that Kindred Group plc is required to disclose under the EU Directive of Market Abuse Regulation.

Q4 AND FULL YEAR SUMMARY

This table and the contents of this announcement are unaudited.

GBP	Q4		Full Year	
	2018 GBP 'm	2017 GBP 'm	2018 GBP 'm	2017 GBP 'm
Gross winnings revenue	250.1	238.0	907.6	751.4
EBITDA ¹	58.5	73.8	202.8	180.3
Underlying EBITDA ²	58.8	74.5	203.7	185.0
Profit before tax	45.0	55.9	149.5	132.0
Profit after tax	39.3	50.8	131.6	117.4
Unrestricted cash ³	98.0	101.6	98.0	101.6
Borrowings	-194.3	-195.6	-194.3	-195.6
Net cash/(Net debt) ⁴	-96.3	-94.0	-96.3	-94.0
	GBP	GBP		
EBITDA ¹ per share	0.258	0.324	0.893	0.792
Underlying EBITDA ² per share	0.260	0.327	0.897	0.813
Earnings per share	0.173	0.223	0.580	0.516
Unrestricted cash ³ per share	0.426	0.441	0.426	0.441
Net cash/(Net debt) ⁴ per share	-0.418	-0.408	-0.418	-0.408
SEK	Q4		Full Year	
	2018 SEK 'm	2017 SEK 'm	2018 SEK 'm	2017 SEK 'm
Gross winnings revenue	2,910.4	2,628.2	10,524.5	8,266.2
EBITDA ¹	680.8	815.0	2,351.7	1,983.5
Underlying EBITDA ²	684.3	822.7	2,362.1	2,035.2
Profit before tax	523.7	617.3	1,733.6	1,452.1
Profit after tax	457.3	561.0	1,526.0	1,291.5
Unrestricted cash ³	1,123.5	1,127.3	1,123.5	1,127.3
Borrowings	-2,227.5	-2,170.2	-2,227.5	-2,170.2
Net cash/(Net debt) ⁴	-1,104.0	-1,042.9	-1,104.0	-1,042.9
	SEK	SEK		
EBITDA ¹ per share	3.004	3.578	10.358	8.713
Underlying EBITDA ² per share	3.020	3.612	10.404	8.940
Earnings per share	2.018	2.463	6.721	5.673
Unrestricted cash ³ per share	4.882	4.898	4.882	4.898
Net cash/(Net debt) ⁴ per share	-4.797	-4.532	-4.797	-4.532
	No.	No.		
Active customers	1,568,574	1,329,124		
Registered customers (million)	24.9	21.3	24.9	21.3

Currency rate Q4 18 average: 1 GBP = 11.637 SEK, Q4 17 average: 1 GBP = 11.043 SEK, FY 18 average: 1 GBP = 11.596 SEK, FY 17 average: 1 GBP = 11.001 SEK, 31 December 2018: 1 GBP = 11.464 SEK, 31 December 2017: 1 GBP = 11.095 SEK

The Kindred Group reports in GBP and the SEK figures presented above are for information only and do not necessarily comply with IFRS.

Definition of Alternative Performance Measures

¹ EBITDA = Profit from operations before depreciation & amortisation.

² Underlying EBITDA = EBITDA less M&A costs and management incentive costs relating to acquisitions.

³ Unrestricted cash = Total cash at period end less customer balances.

⁴ Net cash/(Net debt) = Total cash at period end less customer balances and borrowings.

EBITDA margin = EBITDA as a percentage of Gross winnings revenue.

Refer to page 14 for the reconciliation of the Group's alternative performance measures to the most directly comparable measures reported in accordance with IFRS.



Significant events during the fourth quarter of 2018

On 16 October 2018, Kindred Group organised the third annual Sustainable Gambling Day in Stockholm with 230 delegates listening to leading academics, researchers, gambling operators, psychologists, regulators and treatment agencies discussing how we can work together to secure a sustainable gambling industry.

On 12 December 2018, Kindred Group applied for a license in Spain.

Significant events after the period end

On 1 January 2019, Kindred Group successfully went live under the new local license in Sweden with the brands, Unibet, Maria Casino, iGame, Storspelare and bingo.com.

On 28 January 2019, Kindred Group signed a strategic partnership with Mohegan Sun Pocono in Pennsylvania. The agreement covers an initial five years, with the possibility to extend for two additional five-year terms, giving Kindred the ability to offer online and offline sports betting and online gaming in Pennsylvania. Previously, in August last year, Kindred Group entered into an agreement with Hard Rock Hotel & Casino Atlantic City, in New Jersey. This agreement spans an initial five years that can be extended 5+5 years and both these agreements are important first steps for Kindred to offer online Sports betting and gaming in the US.

Market

The Kindred Group is one of Europe's leading providers of moneytainment, operating in 20 different languages in more than 100 countries. The Group offers pre-game and live Sports betting (including horse racing betting), Poker, Casino & Games and Bingo through several subsidiaries and brands. While the Group's core markets are in Europe and Australia, it addresses global markets excluding only territories that it has consistently blocked for legal reasons. The Kindred Group is a founding member of the European Gaming and Betting Association, the Remote Gambling Association in the UK and is audited and certified by eCOGRA in relation to the pan-European CEN standard on consumer protection and responsible gaming.

Current products

Sports betting

The Kindred Group's pre-game Sports betting and live betting service offers a comprehensive range of odds on a variety of international and local sports events, to a worldwide customer base 24 hours a day, 7 days a week. Bets are placed via the Group's websites and mobile devices.

The Group offered 48,489 live betting events in the fourth quarter of 2018 and streamed 30,976 events on desktop and mobile devices.

The majority of the Kindred Group's business is determined by the seasons for key sports such as the major football leagues in Europe, major golf and tennis tournaments, ice hockey leagues in the Nordic countries and North America and sports and racing in Australia. The seasonality of these events results in fluctuations in the Group's quarterly performance, especially in terms of the amounts staked. However, quarterly results can also vary widely, due to the volatility of Gross winnings margins in sports betting. Please also refer to page 5 for more information about the margin.

Casino & Games

The Kindred Group's casino product covers a wide range of suppliers and a diverse content library. The aim is to provide relevant content for different markets and brands, both using off-the-shelf content and the Group's own exclusive titles. During the quarter, Kindred has continued to take important steps in automating content recommendations for players. As well as ensuring full compliance with the re-regulated Swedish market, Kindred has strengthened its position through the release of its own games and other exclusive content.

Poker

The Kindred Group's poker product is one of the fastest growing licensed poker networks in the industry. During the quarter, Unibet released the new game format HexaPro, a jackpot version of the Sit & Go offering, which has attracted a lot of attention and interest from players. In addition, in November the Unibet Open was held in Dublin which attracted more than 1,500 entries.



Bingo

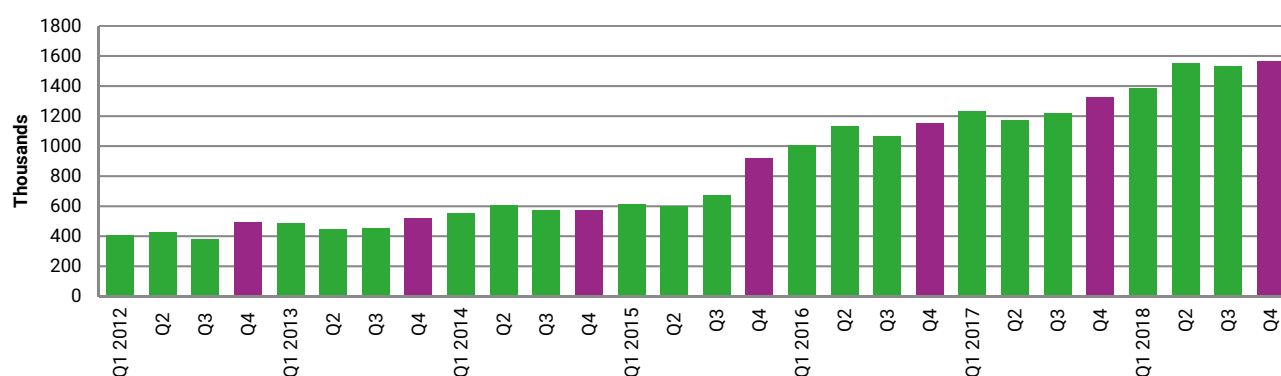
The Kindred Group's bingo product offers several different bingo rooms and game types, including big jackpots and a wide range of mini games. During the quarter, Kindred's bingo product was "Highly Commended" at the EGR Operator Awards, highlighting its market success. Kindred has also added a new bingo room and further localised the product, as well as increasing the monthly guaranteed winnings.

Customers

The total number of registered customers has continued to increase and amounted to over 24.9 (21.3) million at 31 December 2018, whilst at 30 September 2018, over 23.9 million customers were registered.

For the fourth quarter of 2018 the number of active customers amounted to 1,568,574 (1,329,124), compared with 1,530,327 for the third quarter of 2018. An active customer is defined as one placing a bet in the last three months.

Active Customers



Financial review

The financial information within this report has been presented in accordance with International Financial Reporting Standards as adopted by the European Union. The accounting policies remain unchanged from the last published Annual Report and Accounts for the year ended 31 December 2017, except for IFRS 9 and IFRS 15 which the Group has applied for the first time in the year ended 31 December 2018. The Group has assessed the impact of the application of both IFRS 9 and IFRS 15 to be immaterial.

Throughout the report where a comparative number is stated in brackets, this relates to the comparative of the period specified.

Gross winnings revenue

Gross winnings revenue on Sports betting represents the net receipt of bets and payouts for the financial period, as reduced for Free Bets granted. Free Bets are bonuses granted or earned in connection with customer acquisition.

Gross winnings revenue for Sports betting amounted to GBP 124.9 (121.2) million for the fourth quarter of 2018. For the full year 2018, Gross winnings revenue for Sports betting amounted to GBP 435.6 (346.5) million.

In the fourth quarter of 2018, live betting accounted for 57.6 (58.1) per cent of turnover on Sports betting and 44.4 (42.2) per cent of Gross winnings revenue on Sports betting.

Gross winnings revenue for other products amounted to GBP 125.2 (116.8) million for the fourth quarter of 2018. For the full year 2018, Gross winnings revenue for other products amounted to GBP 472.0 (404.9) million.

Please refer to pages 15 and 16 for more information on Gross winnings revenue per region and products.



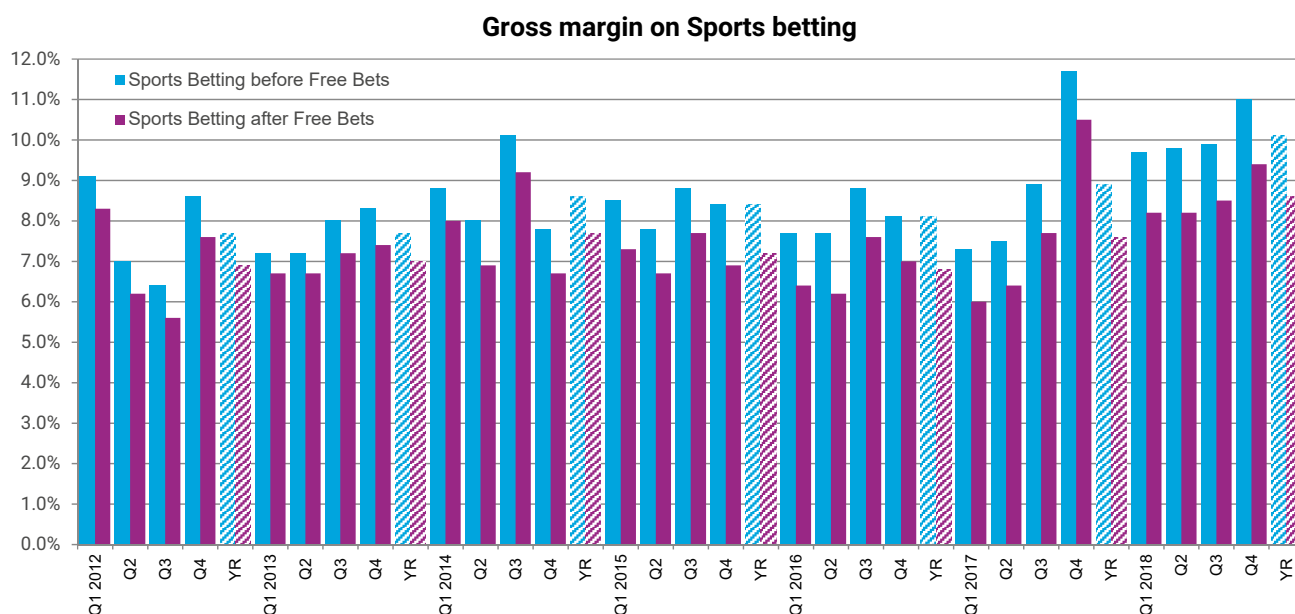
Gross margin on Sports betting

The gross margin for pre-game Sports betting before Free Bets for the fourth quarter of 2018 was 14.4 (16.2) per cent.

The gross margin for total Sports betting for the fourth quarter of 2018 before Free Bets was 11.0 (11.7) per cent. The gross margin for total Sports betting for the fourth quarter of 2018 after Free Bets was 9.4 (10.5) per cent.

Please refer to page 16 for more information on Sports betting margins.

Sports betting gross margins can vary quite significantly from one quarter to the next, depending on the outcome of sporting events. It is expected that over time these margins will even out. This can be seen in the graph below. The bars show total Sports betting gross margin by quarter and full year.



Cost of sales

Cost of sales includes betting duties, marketing revenue share and other costs of sales. For the fourth quarter of 2018 betting duties were GBP 44.5 (37.2) million and marketing revenue share amounted to GBP 14.0 (11.9) million. The betting duties for the full year 2018 were GBP 158.7 (113.6) million and marketing revenue share for the full year 2018 amounted to GBP 50.0 (41.3) million.

Gross profit

Gross profit for the fourth quarter of 2018 was GBP 152.5 (154.0) million. Gross profit for the full year 2018 was GBP 552.2 (471.3) million.

Operating costs (marketing and administrative expenses)

Operating costs include all indirect costs of running the business and are a combination of activity-related and fixed costs such as marketing, salaries and other administrative expenses.

During the fourth quarter of 2018, operating costs were GBP 103.0 (85.3) million. Of these operating costs, GBP 51.2 (40.0) million were marketing costs and GBP 22.6 (20.6) million were salaries. During the full year 2018, operating costs were GBP 378.1 (306.8) million. Of these operating costs, GBP 189.0 (145.3) million were marketing costs and GBP 84.0 (74.5) million were salaries.



FX rates

The net foreign exchange impact of the Kindred Group's main trading currencies against its reporting currency of GBP is shown in the tables on next page.

Balance sheet rates:

Rate to GBP	31-Dec-18	31-Dec-17	YoY Delta
SEK	11.464	11.095	-3.3%
NOK	11.121	11.091	-0.3%
EUR	1.118	1.127	0.8%
DKK	8.348	8.391	0.5%
AUD	1.813	1.730	-4.8%

Income statement averages for the quarter:

Rate to GBP	Avg Q4 18	Avg Q4 17	YoY Delta
SEK	11.637	11.043	-5.4%
NOK	10.865	10.837	-0.3%
EUR	1.127	1.127	0.0%
DKK	8.413	8.389	-0.3%
AUD	1.794	1.727	-3.9%

EBITDA and Profit from operations

Earnings before interest, tax, depreciation and amortisation (EBITDA) for the fourth quarter of 2018 was GBP 58.5 (73.8) million and for the full year 2018, was GBP 202.8 (180.3) million.

Underlying EBITDA for the fourth quarter of 2018 was GBP 58.8 (74.5) million and for the full year 2018, was GBP 203.7 (185.0) million.

Profit from operations for the fourth quarter of 2018 was GBP 47.0 (58.0) million. Profit from operations for the full year 2018 was GBP 156.0 (137.7) million.

Items affecting comparability

Amortisation of acquired intangible assets is the charge for acquired assets over the useful economic life of the asset under IFRS 3 Business Combinations, and is included as part of the Group's total amortisation charge.

As a result of the rationalisation of its brands and the migration of acquired brands to the Group's platform, the Group has taken a non-cash amortisation charge of GBP 1.0 (6.1) million for the fourth quarter of 2018. For the full year 2018 this amounts to GBP 4.7 (9.2) million. These fair value adjustments will have no impact on free cash flow or the dividend payment capacity of Kindred Group plc.

Finance costs/income

Net finance costs for the fourth quarter of 2018 were GBP 1.2 (1.3) million. Net finance costs for the full year 2018 were GBP 4.2 (3.2) million.

Profit before tax

Profit before tax for the fourth quarter of 2018 was GBP 45.0 (55.9) million. Profit before tax for the full year 2018 was GBP 149.5 (132.0) million.

Profit after tax

Profit after tax for the fourth quarter of 2018 was GBP 39.3 (50.8) million. Profit after tax for the full year 2018 was GBP 131.6 (117.4) million.

Development and acquisition costs of intangible assets

In the fourth quarter of 2018 intangible assets of GBP 6.0 (5.7) million have been capitalised, bringing the total capitalised for the full year 2018 to GBP 23.5 (20.4) million. Intangible assets comprise development costs and computer software. Capitalised development costs during 2018 are driving economic benefit through customer experience improvements, local licensing requirements, data analytics and information mining.



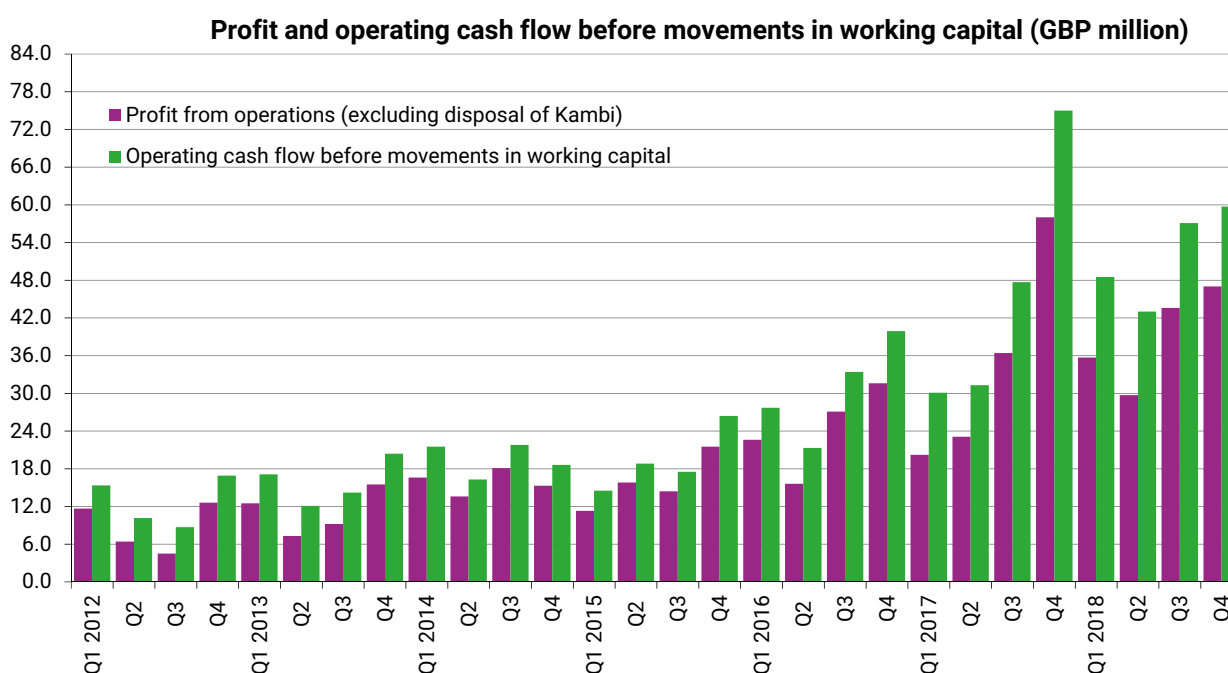
Financial position and cash flow

Cash and cash equivalents at the end of the fourth quarter of 2018 stood at GBP 160.3 (159.1) million while at the beginning of the quarter it was GBP 137.3 (153.8) million.

The net cash inflow for the fourth quarter of 2018 was GBP 21.9 (5.3) million despite the repayment of GBP 29.9 (52.1) million of borrowings.

As at 31 December 2018, GBP 194.3 (195.6) million of the term and revolving facilities was utilised out of a total of GBP 224.2 (255.3) million. During the quarter, Revolving Facility A reduced by EUR 8.0 million in line with the facilities agreement. For further information on the term and revolving facilities, please refer to note 9 of the interim report for the period January – September 2018 and page 79 of the 2017 Annual Report. Net debt/EBITDA (rolling 12-month basis) for the fourth quarter of 2018 was -0.475 (-0.521).

In the fourth quarter of 2018, GBP 59.7 (75.0) million was generated from operating activities before movements in working capital. The quarterly profit from operations and operating cash flow before movements in working capital is shown in the graph below.



Dividend

The Board of Directors proposes a dividend of GBP 0.496 (0.551), which is approximately SEK 5.92 (6.48) at the exchange rate 11.940 GBP/SEK at 12 February 2019 per ordinary share, to be paid to holders of ordinary shares and SDRs. In order to facilitate a more efficient cash management, the dividend is proposed to be paid in two equal instalments.

If approved at the AGM, the record date for the first instalment will be 16 May 2019 and distributed on 21 May 2019, and for the second instalment the record date will be 18 November 2019 and distributed on 21 November 2019.

The proposed dividend amounts to a total of GBP 112.5 (125.6) million, which is 75 per cent of the Group's free cash flow for 2018, which was GBP 150.0 (169.2) million. The Board has reviewed the projected cash requirements for 2019 and is proposing to increase the dividend above 50 per cent of free cash flow. This is in line with the dividend policy to distribute surplus cash. No dividend will be paid on the shares/SDRs held by the company as a result of the share purchase programme.

Employees

The Kindred Group had 1,465 (1,357) employees at 31 December 2018, compared with 1,425 employees at 30 September 2018.



Share based incentive programme

On 5 November 2018, the final 13,552 share awards from the 2015 Performance Share Plan vested, using 13,552 SDRs from the Kindred Group's Share purchase programme. Following the vesting of these awards, 3,534,135 SDRs from the Share purchase programmes continue to be held by Kindred Group.

Principal risks

The Kindred Group manages strategic, operational and financing risks on a group-wide basis. The principal risks affecting the Group are market risks, foreign exchange risks, credit risks and legal risks. Further details of the Group's risk management and risks arising from the legal environment can be found on pages 24 to 27 and pages 41 to 42 of the Annual Report for the year ended 31 December 2017 available from www.kindredgroup.com. Since 31 December 2017, the Group has identified further specific risks in relation to entering new markets (such as the United States) and the impact of Brexit (such as the free movement of EU citizens). There have been no other significant changes in any risks identified since the prior year end.

New standard effective from 1 January 2019

Kindred Group plc will adopt IFRS 16, "Leases", from its mandatory date of 1 January 2019. The Group expects to recognise in its balance sheet, right-of-use assets and lease liabilities (after adjustments for prepayments recognised as at 31 December 2018) of respectively and approximately GBP 75.8 million and GBP 75.2 million on 1 January 2019. The Group expects that profit before tax will decrease by approximately GBP 1.1 million for 2019 as a result of adopting the new rules. EBITDA, which comprised operating lease payments, is expected to increase by approximately GBP 10.3 million. Depreciation of property, plant and equipment and finance costs are expected to increase by respectively and approximately GBP 10.2 million and GBP 1.2 million.

Next AGM and Nomination Committee

The 2019 Annual General Meeting of Kindred Group plc will be held on 14 May 2019 in Stockholm. In view of the scheduled date for publishing the Notice of the Annual General Meeting, proposals have to be received by the Company and the Nomination Committee no later than 1 March 2019 in order to have sufficient time for including them in the Notice and the meeting's agenda.

The Nomination Committee for the 2019 AGM consists of Evert Carlsson, Swedbank Robur Fonder (chairman), Ossian Ekdahl, Första AP-fonden, Jonas Eixmann, Andra AP-fonden, Johan Strandberg, SEB Investment Management, and Anders Ström, chairman of the Board of Directors. The nomination committee can be contacted at the following address: Kindred Group plc, Level 6, The Centre, Tigne Point, Sliema, TPO 0001 Malta, or by email to: Nomination@kindredgroup.com.



Forthcoming financial reporting timetable

Interim Report January – March 2019	24 April 2019
Interim Report January – June 2019	24 July 2019
Interim Report January – September 2019	25 October 2019
Full Year Report 2019	12 February 2020

The Board of Directors and the CEO certify that the interim report gives a fair reflection of the Group's operations, financial position and results of operations, and describes significant risks and uncertainties facing the Group.

Malta, 13 February 2019

Henrik Tjärnström
CEO

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This report is unaudited.

This document is the English original. In the event of any discrepancy between the original English document and the Swedish translation, the English original shall prevail.

Kindred Group plc Level 6, The Centre, Tigne Point, Sliema, TPO 0001 Malta. Registered in Malta. Company number C 39017

Registered office: c/o Camilleri Preziosi, Level 2, Valletta Buildings, South Street, Valletta, Malta.



CONSOLIDATED INCOME STATEMENT GBP 'm	Unaudited Q4 2018	Unaudited Q4 2017	Unaudited Full Year 2018	Audited Full Year 2017
Continuing operations:				
Gross winnings revenue	250.1	238.0	907.6	751.4
Betting duties	-44.5	-37.2	-158.7	-113.6
Marketing revenue share	-14.0	-11.9	-50.0	-41.3
Other cost of sales	-39.1	-34.9	-146.7	-125.2
Cost of sales	-97.6	-84.0	-355.4	-280.1
Gross profit	152.5	154.0	552.2	471.3
Marketing costs	-51.2	-40.0	-189.0	-145.3
Administrative expenses	-51.8	-45.3	-189.1	-161.5
Underlying profit before items affecting comparability:	49.5	68.7	174.1	164.5
M&A costs	-	-	-	-3.2
Management incentive costs relating to acquisitions	-0.3	-0.7	-0.9	-1.5
Accelerated amortisation of acquired intangible assets	-1.0	-6.1	-4.7	-9.2
Amortisation of acquired intangible assets	-1.8	-3.5	-11.3	-11.4
Foreign currency gain/(loss) on operating items	0.6	-0.4	-1.2	-1.5
Profit from operations	47.0	58.0	156.0	137.7
Finance costs	-1.3	-1.4	-4.6	-3.5
Finance income	0.1	0.1	0.4	0.3
Foreign currency loss on loan	-0.7	-0.8	-2.0	-3.0
Share of (loss)/profit from associates	-0.1	0.0	-0.3	0.5
Profit before tax	45.0	55.9	149.5	132.0
Income tax expense	-5.7	-5.1	-17.9	-14.6
Profit after tax	39.3	50.8	131.6	117.4
Earnings per share (GBP)	0.173	0.223	0.580	0.516
Weighted average number of outstanding shares	226,586,762	227,762,388	227,043,853	227,652,726
Fully diluted earnings per share (GBP)	0.172	0.222	0.576	0.513
Weighted average number of fully diluted outstanding shares	227,899,179	228,776,218	228,348,308	228,712,559
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME GBP 'm	Unaudited Q4 2018	Unaudited Q4 2017	Unaudited Full Year 2018	Audited Full Year 2017
Profit for the period	39.3	50.8	131.6	117.4
Other comprehensive income				
Currency translation adjustments taken to equity	1.4	0.5	-2.0	3.9
Total comprehensive income for the period	40.7	51.3	129.6	121.3



CONSOLIDATED BALANCE SHEET GBP 'm	Unaudited 31 Dec 2018	Audited 31 Dec 2017
Assets		
Non-current assets		
Goodwill	282.7	279.1
Other intangible assets	151.8	162.8
Investment in associates	1.9	2.1
Property, plant and equipment	37.4	24.7
Deferred tax assets	15.8	13.4
Convertible bond	6.8	6.8
Other non-current assets	3.2	1.6
	499.6	490.5
Current assets		
Trade and other receivables	52.9	38.5
Taxation recoverable	43.0	37.9
Cash and cash equivalents	160.3	159.1
	256.2	235.5
Total assets	755.8	726.0
Equity and liabilities		
Capital and reserves		
Share capital	0.1	0.1
Share premium	81.5	81.5
Currency translation reserve	16.6	18.6
Reorganisation reserve	-42.9	-42.9
Retained earnings	236.7	240.9
Total equity	292.0	298.2
Non-current liabilities		
Borrowings	149.3	133.0
Deferred tax liabilities	4.3	5.7
	153.6	138.7
Current liabilities		
Borrowings	45.0	62.6
Trade and other payables	131.0	110.2
Customer balances	62.3	57.5
Deferred income	5.4	4.4
Tax liabilities	66.5	54.4
	310.2	289.1
Total liabilities	463.8	427.8
Total equity and liabilities	755.8	726.0



CONSOLIDATED CASH FLOW STATEMENT GBP 'm	Unaudited Q4 2018	Unaudited Q4 2017	Unaudited Full Year 2018	Audited Full Year 2017
Operating activities				
Profit from operations	47.0	58.0	156.0	137.7
Adjustments for:				
Depreciation of property, plant and equipment	3.8	2.1	13.0	7.2
Amortisation of intangible assets	7.7	9.4	33.8	31.1
Impairment losses recognised	-	4.3	-	4.3
Loss on disposal of intangible assets	0.0	0.2	0.3	0.2
Loss on disposal of property, plant & equipment	0.1	0.0	0.5	0.1
FX gain on dividend	-	-	0.3	-
Share-based payments	0.6	0.5	2.2	1.6
Equity settled employee benefit plan	0.5	0.5	2.2	1.9
Operating cash flows before movements in working capital	59.7	75.0	208.3	184.1
(Increase)/decrease in trade and other receivables	-7.0	2.4	-15.8	-4.2
Increase in trade and other payables, including customer balances	14.3	2.6	21.4	39.1
Cash flows from operating activities	67.0	80.0	213.9	219.0
Net income taxes paid	-4.3	-9.1	-15.0	-15.9
Net cash generated from operating activities	62.7	70.9	198.9	203.1
Investing activities				
Acquisition of subsidiary, net of cash acquired	-	-	-	-155.6
Interest received	0.0	0.0	0.2	0.2
Interest paid	-0.7	-1.2	-3.7	-3.8
Purchases of other non-current assets	-	-	-1.8	-6.6
Purchases of property, plant and equipment	-4.2	-6.6	-26.0	-18.3
Development and acquisition costs of intangible assets	-6.0	-5.7	-23.5	-20.4
Net cash used in investing activities	-10.9	-13.5	-54.8	-204.5
Financing activities				
Dividend paid	-	-	-125.6	-70.6
Treasury share purchase	-	-	-14.6	-
Proceeds from borrowings	-	-	112.0	233.7
Repayment of borrowings	-29.9	-52.1	-115.5	-95.3
Net cash (used in)/generated from financing activities	-29.9	-52.1	-143.7	67.8
Net increase in cash and cash equivalents	21.9	5.3	0.4	66.4
Cash and cash equivalents at beginning of period	137.3	153.8	159.1	89.4
Effect of foreign exchange rate changes	1.1	0.0	0.8	3.3
Cash and cash equivalents at end of period	160.3	159.1	160.3	159.1



CONSOLIDATED STATEMENT OF CHANGES IN EQUITY GBP 'm	Unaudited Q4 2018	Unaudited Q4 2017	Unaudited Full Year 2018	Audited Full Year 2017
Opening balance at beginning of period	250.1	245.4	298.2	243.5
Comprehensive income				
Profit for the period	39.3	50.8	131.6	117.4
Other comprehensive income:				
Translation adjustment	1.4	0.5	-2.0	3.9
	40.7	51.3	129.6	121.3
Transactions with owners				
Share awards - value of employee services	0.6	-0.5	0.7	0.6
Treasury share purchase	-	-	-14.6	-
Equity settled employee benefit plan	0.5	0.5	1.9	1.9
Deferred tax credit relating to share award schemes	-	0.5	-	0.5
Disposal of treasury shares	0.1	1.0	1.8	1.0
Dividend paid	-	-	-125.6	-70.6
	1.2	1.5	-135.8	-66.6
Closing balance at end of period	292.0	298.2	292.0	298.2

KEY RATIOS

This table is for information only and does not form part of the condensed financial statements.

	Unaudited Q4 2018	Unaudited Q4 2017	Unaudited Full Year 2018	Audited Full Year 2017
Operating margin (Profit from operations/gross winnings revenue for the period)	19%	24%	17%	18%
Return on total assets (Profit after tax/average of opening and closing assets for the period)	5%	7%	18%	20%
Return on average equity (annualised) (Profit from operations/average of opening and closing equity for the period)	69%	85%	53%	51%
Equity:assets ratio	39%	41%	39%	41%
EBITDA margin	23%	31%	22%	24%
Unrestricted cash/EBITDA (rolling 12-month basis)	0.483	0.564	0.483	0.564
Net debt/EBITDA (rolling 12-month basis)	-0.475	-0.521	-0.475	-0.521
Employees at period end	1,465	1,357	1,465	1,357
Total cash per share (GBP) (total cash at end of period/number of shares at end of period)	0.697	0.691	0.697	0.691
Net debt per share (GBP) (total cash at period end less customer balances and borrowings/number of shares at end of period)	-0.418	-0.408	-0.418	-0.408
Operating cash flow before movements in working capital per share (GBP)	0.263	0.329	0.917	0.809
Earnings per share (GBP)	0.173	0.223	0.580	0.516
Fully diluted earnings per share (GBP)	0.172	0.222	0.576	0.513
Number of shares at period end ¹	230,126,200	230,126,200	230,126,200	230,126,200
Fully diluted number of shares at period end	231,434,971	231,022,348	231,434,971	231,022,348
Weighted average number of outstanding shares	226,586,762	227,762,388	227,043,853	227,652,726
Weighted average number of fully diluted outstanding shares	227,899,179	228,776,218	228,348,308	228,712,559

¹ As at 31 December 2018 the total issued shares was 230,126,200. Of these 3,534,135 shares are held by the Group as a result of previous repurchase programmes. The intention of the Board is either to cancel the shares (requires further shareholder approval), use as consideration for an acquisition, or issue to employees under share option programmes.



ALTERNATIVE PERFORMANCE MEASURES

The Group presents the following alternative performance measures because they provide owners and investors with additional information about the performance of the business which the Directors consider to be valuable. Alternative performance measures reported by the Group are defined terms under IFRS and may therefore not be comparable with similarly-titled measures reported by other companies.

The following tables show the reconciliation of the Group's alternative performance measures to the most directly comparable measures reported in accordance with IFRS.

CONSOLIDATED INCOME STATEMENT MEASURES GBP 'm	Unaudited Q4 2018	Unaudited Q4 2017	Unaudited Full Year 2018	Audited Full Year 2017
Continuing operations:				
Profit from operations	47.0	58.0	156.0	137.7
Depreciation of property, plant and equipment	3.8	2.1	13.0	7.2
Amortisation of intangible assets	7.7	9.4	33.8	31.1
Impairment losses recognised	-	4.3	-	4.3
EBITDA	58.5	73.8	202.8	180.3
M&A costs	-	-	-	3.2
Management incentive costs relating to acquisitions	0.3	0.7	0.9	1.5
Underlying EBITDA	58.8	74.5	203.7	185.0
Gross winnings revenue	250.1	238.0	907.6	751.4
EBITDA margin	23%	31%	22%	24%

CONSOLIDATED BALANCE SHEET MEASURES GBP 'm	Unaudited 31 Dec 2018	Audited 31 Dec 2017
Cash and cash equivalents	160.3	159.1
Less: customer balances	-62.3	-57.5
Unrestricted cash	98.0	101.6
Less: borrowings	-194.3	-195.6
Net debt	-96.3	-94.0



NON-STATUTORY ANALYSIS OF GROSS WINNINGS REVENUE

This table is for information only and does not form part of the condensed financial statements.

Gross winnings revenue by region (based on country of residence of customer)
(GBP 'm)

SPORTS BETTING BY REGION	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 FY	2017 FY
Gross winnings revenue										
Nordics	31.2	29.7	25.7	25.3	34.4	26.6	20.4	21.6	111.9	103.0
Western Europe	82.2	70.4	68.3	59.8	74.9	49.6	44.8	37.0	280.7	206.3
Central, Eastern and Southern Europe	8.7	9.5	7.9	8.0	8.6	6.5	5.9	5.0	34.1	26.0
Other	2.8	1.5	3.0	1.6	3.3	3.0	2.1	2.8	8.9	11.2
Total	124.9	111.1	104.9	94.7	121.2	85.7	73.2	66.4	435.6	346.5
Quarterly Year-on-Year & Year-on-Year growth %										
Nordics	-9%	12%	26%	17%	62%	13%	19%	18%	9%	28%
Western Europe	10%	42%	52%	62%	90%	41%	36%	28%	36%	51%
Central, Eastern and Southern Europe	1%	46%	34%	60%	72%	23%	40%	4%	31%	35%
Other	-15%	-50%	43%	-43%	22%	7%	11%	40%	-21%	19%
Total	3%	30%	43%	43%	77%	28%	30%	23%	26%	41%
OTHER PRODUCTS - CASINO, POKER, & OTHER GAMES BY REGION										
Gross winnings revenue										
Nordics	48.3	49.3	48.3	48.7	49.2	49.8	47.4	47.6	194.6	194.0
Western Europe	65.5	60.0	55.1	55.0	56.0	51.1	39.0	32.6	235.6	178.7
Central, Eastern and Southern Europe	10.3	8.2	8.1	7.5	7.6	5.8	5.6	6.1	34.1	25.1
Other	1.1	2.1	2.6	1.9	4.0	1.2	1.4	0.5	7.7	7.1
Total	125.2	119.6	114.1	113.1	116.8	107.9	93.4	86.8	472.0	404.9
Quarterly Year-on-Year & Year-on-Year growth %										
Nordics	-2%	-1%	2%	2%	6%	23%	29%	33%	0%	22%
Western Europe	17%	17%	41%	69%	82%	84%	47%	30%	32%	62%
Central, Eastern and Southern Europe	36%	41%	45%	23%	23%	-15%	-15%	-10%	36%	-5%
Other	-73%	75%	86%	280%	400%	71%	180%	-17%	8%	173%
Total	7%	11%	22%	30%	39%	43%	33%	27%	17%	36%
TOTAL BY REGION										
Gross winnings revenue										
Nordics	79.5	79.0	74.0	74.0	83.6	76.4	67.8	69.2	306.5	297.0
Western Europe	147.7	130.4	123.4	114.8	130.9	100.7	83.8	69.6	516.3	385.0
Central, Eastern and Southern Europe	19.0	17.7	16.0	15.5	16.2	12.3	11.5	11.1	68.2	51.1
Other	3.9	3.6	5.6	3.5	7.3	4.2	3.5	3.3	16.6	18.3
Total	250.1	230.7	219.0	207.8	238.0	193.6	166.6	153.2	907.6	751.4
Share of total %										
Nordics	32%	34%	34%	36%	35%	40%	41%	45%	34%	40%
Western Europe	59%	56%	56%	55%	55%	52%	50%	46%	57%	51%
Central, Eastern and Southern Europe	7%	8%	7%	7%	7%	6%	7%	7%	7%	7%
Other	2%	2%	3%	2%	3%	2%	2%	2%	2%	2%
Quarterly Year-on-Year & Year-on-Year growth %										
Nordics	-5%	3%	9%	7%	23%	20%	26%	28%	3%	24%
Western Europe	13%	29%	47%	65%	86%	60%	41%	29%	34%	56%
Central, Eastern and Southern Europe	17%	44%	39%	40%	45%	2%	6%	-4%	33%	12%
Other	-47%	-14%	60%	6%	109%	20%	46%	27%	-9%	53%
Total	5%	19%	31%	36%	56%	36%	32%	25%	21%	38%



NON-STATUTORY ANALYSIS OF GROSS WINNINGS REVENUE

These tables are for information only and do not form part of the condensed financial statements.

Gross winnings revenue by product (after Free Bets)
(GBP 'm)

TOTAL BY PRODUCT	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 YTD	2017 FY
Gross winnings revenue										
Sports Betting	124.9	111.1	104.9	94.7	121.2	85.7	73.2	66.4	435.6	346.5
Casino & Games	114.7	109.9	104.0	103.2	106.3	99.3	84.3	77.4	431.8	367.3
Poker	4.9	4.4	4.0	4.6	4.6	3.0	3.9	3.7	17.9	15.2
Other	5.6	5.3	6.1	5.3	5.9	5.6	5.2	5.7	22.3	22.4
Total	250.1	230.7	219.0	207.8	238.0	193.6	166.6	153.2	907.6	751.4

Share of total %	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 YTD	2017 FY
Sports Betting	50%	48%	48%	46%	51%	44%	44%	43%	48%	46%
Casino & Games	46%	48%	47%	50%	45%	51%	51%	51%	48%	49%
Poker	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Other	2%	2%	3%	2%	2%	3%	3%	4%	2%	3%

Quarterly Year-on-Year & Year-on-Year growth %	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 YTD	2017 FY
Sports Betting	3%	30%	43%	43%	77%	28%	30%	23%	26%	41%
Casino & Games	8%	11%	23%	33%	42%	45%	30%	26%	18%	36%
Poker	7%	47%	3%	24%	31%	-6%	50%	16%	18%	22%
Other	-5%	-5%	17%	-7%	0%	44%	68%	50%	0%	34%

Sports Betting gross margins
(GBP 'm)

	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 YTD	2017 FY
Sports Betting Stakes	1,329.4	1,314.4	1,271.6	1,148.9	1,157.3	1,117.4	1,151.5	1,115.9	5,064.3	4,542.1
<i>Sports Betting Gross winnings revenue:</i>										
Live Betting	64.6	72.0	58.2	55.7	57.2	51.0	45.4	43.6	250.5	197.2
<i>Live Betting margin</i>	8.4%	8.6%	7.8%	8.1%	8.5%	7.2%	6.4%	6.5%	8.2%	7.2%
<i>Live Betting share</i>	44.4%	55.2%	46.5%	50.1%	42.2%	51.3%	52.3%	53.7%	48.9%	48.9%
Pre-game Betting	81.0	58.5	66.9	55.5	78.4	48.5	41.4	37.6	261.9	205.9
<i>Pre-game Betting margin</i>	14.4%	13.3%	13.2%	12.1%	16.2%	11.7%	9.4%	8.4%	12.9%	11.5%
<i>Pre-game Betting share</i>	55.6%	44.8%	53.5%	49.9%	57.8%	48.7%	47.7%	46.3%	51.1%	51.1%
Total before Free Bets	145.6	130.5	125.1	111.2	135.6	99.5	86.8	81.2	512.4	403.1
<i>Sports Betting margin (before FB)</i>	11.0%	9.9%	9.8%	9.7%	11.7%	8.9%	7.5%	7.3%	10.1%	8.9%
Free Bets	-20.7	-19.4	-20.2	-16.5	-14.4	-13.8	-13.6	-14.8	-76.8	-56.6
Total after Free Bets	124.9	111.1	104.9	94.7	121.2	85.7	73.2	66.4	435.6	346.5
<i>Sports Betting margin (after FB)</i>	9.4%	8.5%	8.2%	8.2%	10.5%	7.7%	6.4%	6.0%	8.6%	7.6%

Total margin (all products)
(%)

	2018 Q4	2018 Q3	2018 Q2	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2018 YTD	2017 FY
<i>Total margin all products* (before FB)</i>	5.1%	4.9%	5.0%	4.9%	5.4%	4.7%	4.6%	4.5%	5.0%	4.8%

* Includes Sports Betting and Casino & Games, but excludes Poker rakes and Other revenues.

