

Results for the six months ended 30 June 2006

14 September 2006



Agenda

Delivering on our StrategyFinancial ReviewOperating Review
Operating Review
Regulation
Summary and Q&A



Financial Highlights

- Profit before tax up 88% to \$48.0m* (H1 2005: \$25.6m)
- Net Gaming Revenue up 32% to \$163.5 m (H1 2005: \$123.7m)
- PBT* margin widened to 29.4% (H1 2005: 20.7%)
- Operating expenses % of NGR down to 25.6% (H1 2005: 28.0%)
- Net cash generated from operations up 109.5% to \$56.1m (H1 2005: \$26.8m)
- Basic EPS* up 89% to 13.8¢ (H1: 2005: 7.3¢)
- Interim dividend of 4.5 ¢ per share
- Special dividend of 4.0 ¢ per share
- Unlevered balance sheet



Delivering on our Strategy

Investment in brand	 Substantial expansion of sports sponsorships in additional middlesbrough the addition of Seville FC, Toulouse FC Snooker Championship 	
Geographic Expansion	 Faster growth in NGR outside of the US Rapid First Time Depositors growth outside of the US Ongoing roll out of multilingual product offering 	
One stop shop	 Move to unified wallet and single gaming platform Clear road map to expanded product offering 	Coherent strategy of profitable growth Market Leaders
Efficient Payment Processing	Ongoing development of payment options to suit new and to remain at the "cutting edge"	target markets
Harvesting Data base	Continued innovative Data Mining resulting in cost efficient sustainable LTV	cient CPA and



Current Trading

- Recovery in July from World Cup effect in June
- Performance during the first 10 weeks of Q3, typically a slow quarter, as anticipated

Trading in line with management's expectations
On track to achieving current year-end profit expectations



Financial Review



Profit and loss account

	H1 2006	H1 2005	% Change
	\$m	\$m	76 Onlange
Net Gaming Revenue	163.5	123.7	32%
	41.8		21%
Operating expenses		34.6	
Research and development expenses	9.2	4.6	97%
Selling and marketing expenses	49.0	51.8	(5)%
Administrative expenses*	17.1	7.3	136%
Operating profit*	46.4	25.4	83%
Finance income	1.6	0.2	745%
Profit before tax*	48.0	25.6	88%
Taxation	(1.4)	(1.1)	28%
Profit after tax*	46.6	24.5	90%
Earnings per share			
Basic*	¢13.8	¢7.3	89%



Quarterly NGR

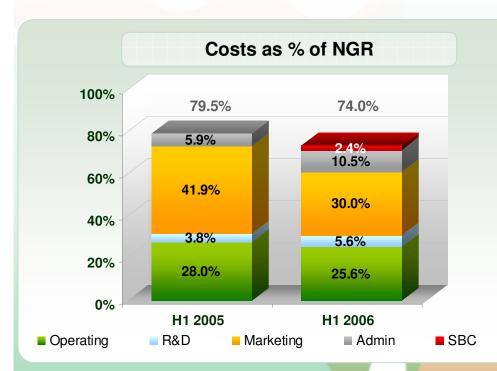
- NGR in H1 2006 up **32%** to **\$163.5m** (H1 2005: \$123.7m)
- Quarterly CAGR of 7.5% from Q1 2004 to Q2 2006

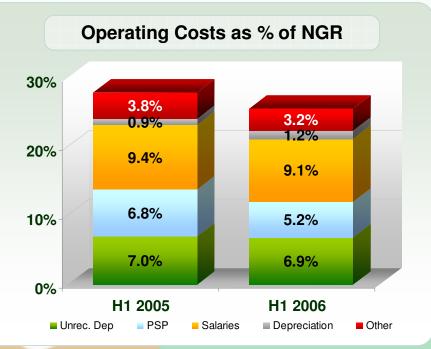




Costs

- Overall expenses as % of NGR reduced to 74% since 2003 (2003: 83%)
- Largest expense in H1 2006 was marketing, 30.0% of NGR, down from 41.9% in H1 2005
- Operating expense **25.6%** of NGR (H1 2005: 28.0%)







Costs - Marketing

- In H1 2006 CPA Marketing costs represent 77% of total marketing cost (H1 2005: 79%)
- On average, CPA in H1 2006 was \$165* (H1 2005: \$200)

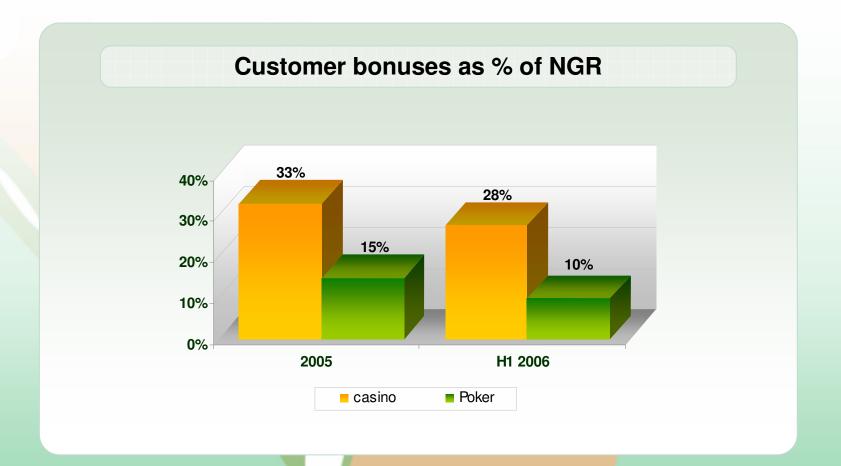


^{*} Excluding customers recruited on a revenue share basis



Customer Bonuses

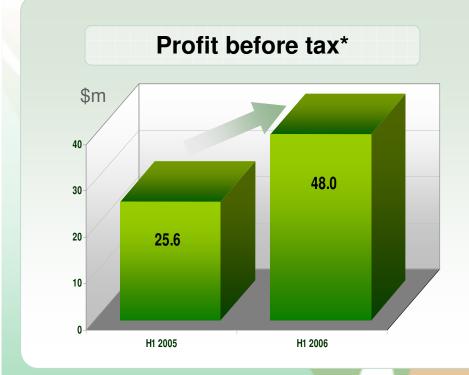
- Poker bonuses reduced to 10% in H1 2006 from 15% in 2005
- Casino bonuses reduced to 28% in H1 2006 from 33% in 2005

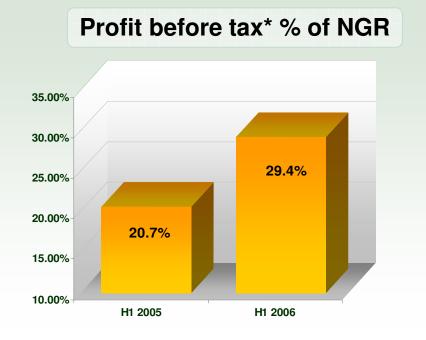




Profit before tax

- Profit before tax in H1 2006 was \$48.0m*, (H1 2005: \$25.6m)
- Profit margin in H1 2006 up to **29.4%*** (H1 2005: 20.7%)
- Profit before tax* CAGR from H1 2005 to H1 2006 was 37%







Balance sheet as at 30th June 2006

	30 June 2006	30 June 2005
	\$m	\$m
Non-current assets		
Property, plant and equipment	9.4	7.8
Intangible assets		0.4
Deferred tax	0.5	
	9.9	8.2
Current assets		
Cash and cash equivalents	116.9	42.1
Trade and other receivables	11.7	23.8
	128.6	65.9
Total Assets	138.5	74.1
Equity		
Share capital	3.1	3.1
Share benefit reserve	6.0	
Retained earnings	69.8	28.5
	78.9	31.6
Liabilities		
Current liabilities		
Trade and other payables	29.6	17.4
Members deposits	30.0	25.1
	59.6	42.5
Total equity and liabilities	138.5	74.1

Unlevered balance sheet



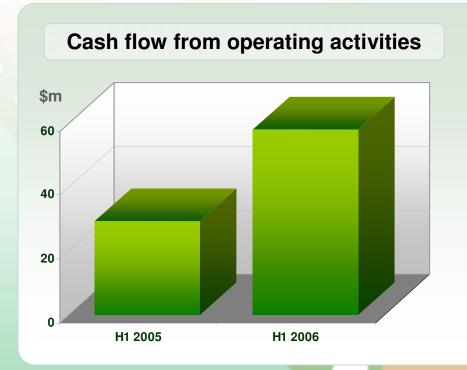
Cash flow statement

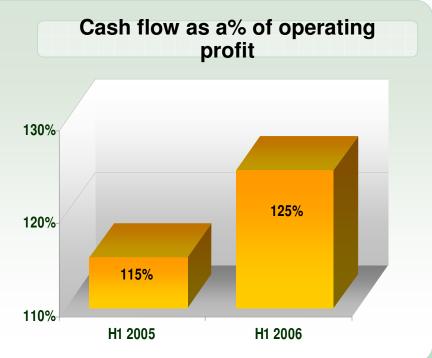
	H1 2006	H1 2005
	\$m	\$m
Cash flows from operating activities		
Profit before tax	44.1	25.6
Share benefit charges	3.9	
Profit before tax and SBC	48.0	25.6
Depreciation and Amortization	1.9	1.2
Interest received	(1.6)	(0.2)
Change in current assets and liabilities	9.6	2.8
	57.9	29.4
Tax paid	(1.8)	(2.6)
Net cash generated from operating activities	56.1	26.8
Net cash used in Investing Activities	(1.4)	(1.9)
Financing activities		
Dividends paid		(23.1)
	(1.4)	(25.0)
Net increase in cash and cash equivalents	54.7_	1.8
Cash and cash equivalents - beginning of year	62.2	40.3
Cash and cash equivalents - end of H1	116.9	42.1



Cash flow from operating activities

- Cash flow from operating activities grew by 97.4% between the 2 periods to \$57.9m (H1 2005: \$29.4m)
- Cash flow from operating activities as percentage of operating profit* grew to 125% (H1 2005: 115%)







Operating Review



What are we aiming to achieve?

We aim to achieve **Profitable Growth** through the Acquisition and Retention of Valuable Customers by providing our customers a Differentiated, Intentional Customer Experience



The Market is Changing

- Market growth continues
- Continuous competition
- Brand power is critical
- Major brands emerging as market leaders
- Brands becoming 'one stop shops' based on a 'shared wallet' infrastructure
- Consolidation is starting with visible M&A activity in the market
- Changes are expected in a consolidating market
- The future a small number of large, branded global operators



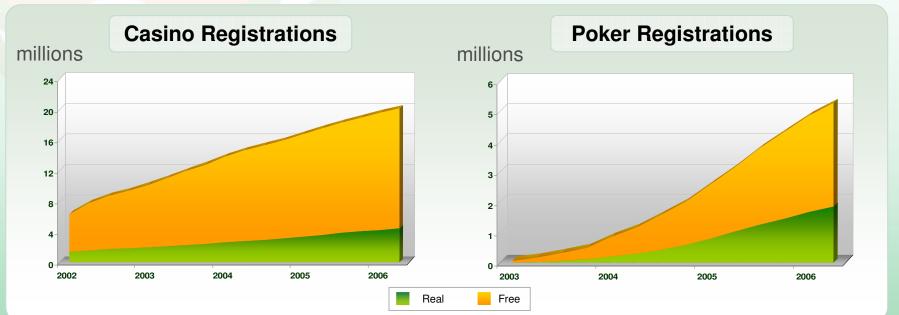
Profitable Growth

- Top line growth is not enough as some customers have low Life Time Value due to:
 - Sign on bonuses
 - Acquisition costs
- As the market evolves, picking the right customers becomes more difficult:
 - Customers are more aware of the various options
 - Acquisition channels push to get paid upfront for each customer
- Acquiring the high-value customers becomes the operator's major challenge
- Our focus on acquisition and retention of high-value customers, resulted in bottom line growth of 88%



Registrations and First Time Depositors

- Member registrations have increased consistently and reached 25.4 million by Q2 2006
- Includes 5.3 million Poker registered member accounts and 20.1 million Casino registered member accounts
- In 2006, Casino real money new registrations exceeded **370,000** and Poker real money new registrations exceeded **380,000**
- In H1 2006 888 recruited 209,766 First Time Depositors





Valuable Customers

- LTV measured from the first encounter
- Many parameters analysed in calculating value model is customer specific
- Goal immediate analysis of the profitability of online campaigns and maximum marketing efficiency
- Acquisition and retention decisions must be based on LTV:
 - Focus on acquiring and retaining high-value customers
 - Minimize the acquisition and retention of low-value customers
- Customer experience is fundamental to acquiring and retaining high-value customers



Why is Customer Experience so Critical

- The Online Gaming world has a few unique characteristics:
 - Low switching costs (the cost for a customer to open an account with a different operator)
 - Huge selection (each customer can easily find alternative operators)
 - Some inherent 'emotional churn' (when losing)
 - Some customers (especially in Poker) have more than one account (with different operators)
- The first level of acquisition and retention is based on brand power
- The key to success between the major branded operators is the customer experience
- Only the best customer experience can improve acquisition of high value customers and generate loyalty



The Customer Experience

- Customer experience is comprised of many different aspects:
 - Brand association
 - Gaming experience
 - Membership experience
 - Customer service experience
 - Deposit experience
 - Cash-out experience
- Everything the customer feels in any interaction with the operator is a part of the customer's experience
- Vital to get it right



Differentiation in Customer Experience

- Every operator strives to provide the best customer experience
- Not a valid strategy always:
 - Every element of the customer experience has a price tag (bonuses, promotions, SLAs etc.)
 - Low LTV customers should not get the best customer experience as the investment does not pay back
 - Regular' players should get a better customer experience than offered by competitors
 - High value customers should get a unique customer experience, unparalleled in the market
- An ongoing, real-time process:
 - Determine the customer's potential value
 - Decide what customer experience should he/she get
- Examples:
 - Differentiated SLA in the call center, different bonuses and promotions to different customers, VIP CSRs to key customers, different deposit limits per customer etc.



Customer Acquisition and Retention

Our growth in customers acquisition and retention comes from various aspects of the customer experience:

	Acquisition	Retention
The 888 Brand	+	+
Geographic expansion with regional focus	+	=
Enhanced offering – more variety in existing games	+	+
Enhanced offering – new games	+	+
One stop shop	+	+
Market leading customer service	+	+



The 888 Brand

Why:

- Ensuring better, more effective and efficient marketing
- Building the 'trust me' factor
- Enabling smoother entry to new markets
- Reducing churn through positive brand association

What did we do:

- New 888 branding campaign in the UK
- Branding campaigns in the USA and across Europe
- Additional 4 years of World Snooker Championship sponsorship
- 2 additional football shirt sponsorships (Toulouse and Seville)
- Extensive additional marketing activities including 2 sponsored WSOP finalists

• Results:

- 888 most recognized online gaming brand in the UK
- Increased brand recognition in the USA, continental Europe, and the Far East



Brand-Enhancing Sponsorships





Geographic Expansion

• Why:

- Maintaining quick growth rates
- Reducing USA exposure

• What did we do:

- Online and offline campaigns across Europe (in 13 countries)
- Football sponsorship deals in Spain and France, the cornerstones of a comprehensive, multi channel marketing plan for these markets
- Recruitment of local executives in various countries

Results:

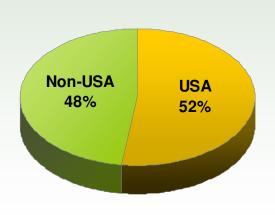
- Overall growth
- Quicker growth in our ROW business



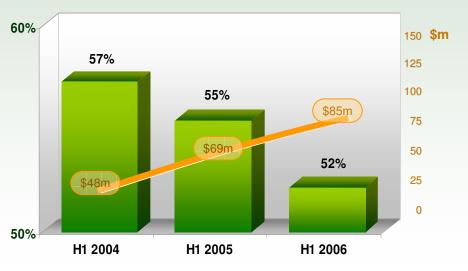
Geographic Segmentation

- % of NGR from the USA has reduced from 57% in H1 2004 to 52% in H1 2006
- USA Poker NGR increased 31% and USA Casino NGR increased 19% from H1 2005

Geographic segmentation, NGR H1 2006



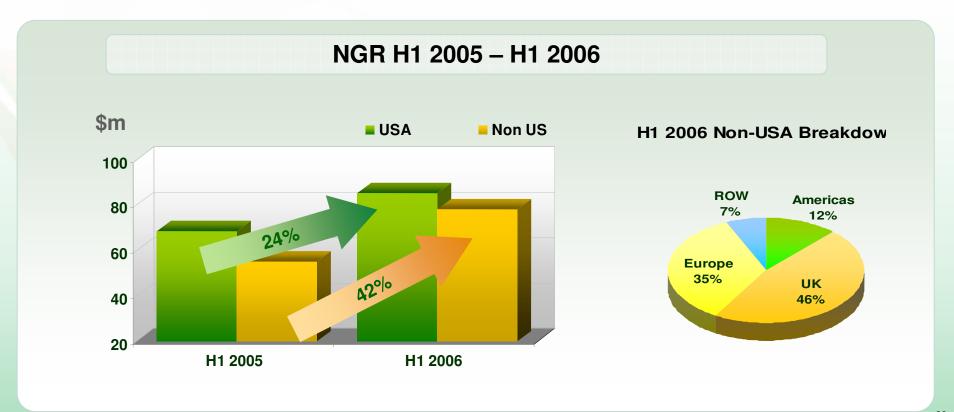
% of NGR from US H1 2004 - H1 2006





Geographic Segmentation

- Non-USA NGR up 42% to \$78m (H1 2005: \$55m)
- USA is still the largest market with NGR of \$85m in H1 2006 (H1 2005: \$69m)

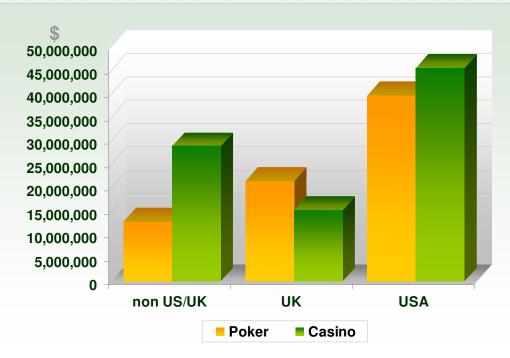




NGR by Product and Region

- Casino NGR increased 12% to \$89.6m in H1 2006 (H1 2005: \$79.9m), 22% growth in UK
- Poker NGR up 68% to \$73.9m (H1 2005: \$43.8m), 106% growth in UK, and 385% in rest of Europe

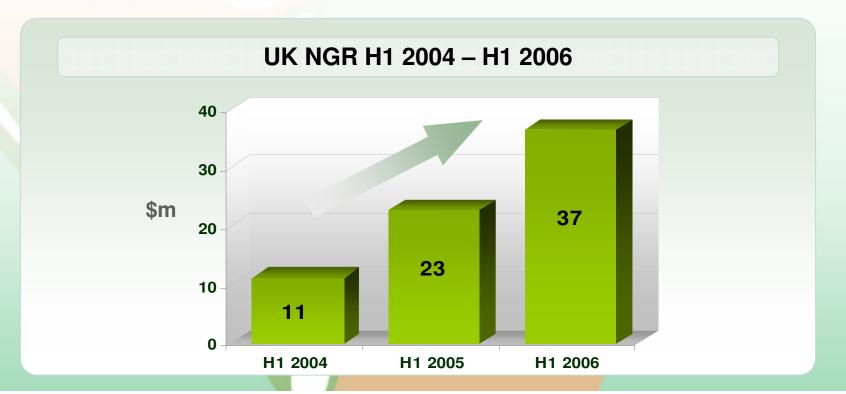






The UK Growth

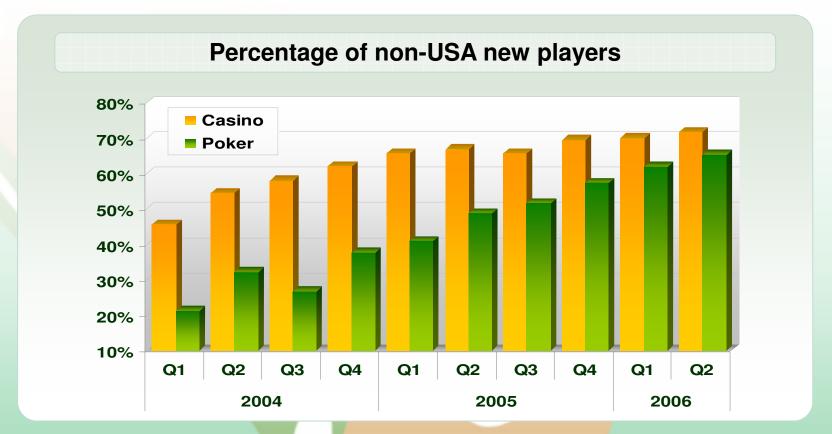
- UK NGR grew **61%** to **\$37m** in H1 2006 (H1 2005: \$23m)
- CAGR H1 2004 to H1 2006 of 34%
- UK results demonstrate the impact of a multi channel marketing approach, template for ROW expansion
- UK Poker NGR grew 106% to \$21.4m (H1 2005: \$10.4m)





Rest of the World - New Player Growth

- 68% of new players* in Q2 2006 are non-USA players, (Q2 2006: 56%)
- Percentage of non-USA new players is rising in both Poker and Casino





France/Spain/Swedish/additional European campaigns





Japanese/Swedish/Danish Casino





More Variety in Existing Games

Why:

- Keeping customers' interest
- Maximize our share of customers' spend in online gaming
- Improving acquisition based on an innovative gaming experience

• What did we do:

- Significant new Casino version:
 - New Video Slots huge success
- Significant new version in our Poker:
 - Multi-hand version

Results:

- Increased NGR per active customer
- Clear playing habits shifting toward new games/features
- Increased share of spend from our customers



60's/Egyptian/Football/Snooker Video Slots





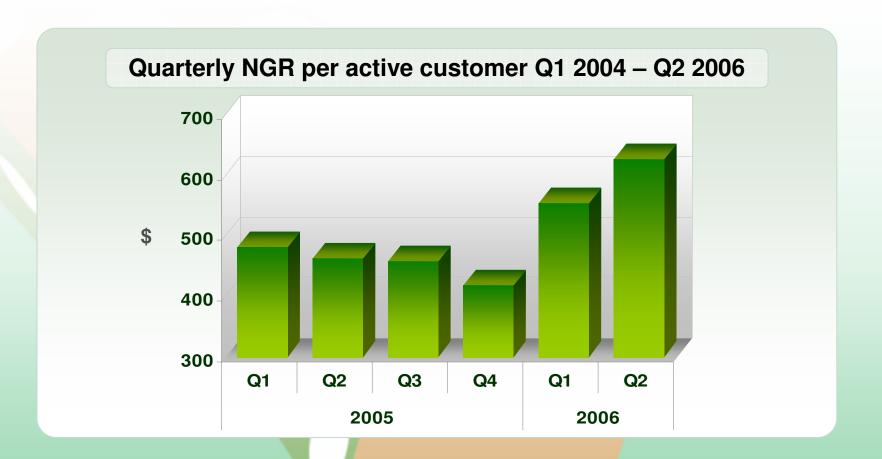
Poker - Multi Hand/Bad Beat Jackpot/Royal Jackpot





Casino KPI's

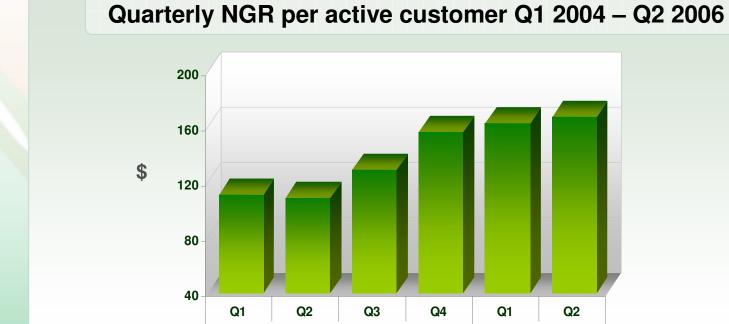
- Casino quarterly NGR per active customer in Q2 2006 reached \$629
- An increase of **36%** over Q2 2005 (Q2 2005: \$463)





Poker KPI's

- Poker quarterly NGR per active customer in Q2 2006 reached \$167
- An increase of **54%** over Q2 2005 (Q2 2005: \$109)



2005

2006



New Offering

• Why:

- Same as adding games to existing proposition
- Creating a new customer experience, relevant to new customers

• What did we do:

- Invested in a new peer-to-peer to be launched in Q1 2007
- Sportsbook:
 - Looking into the various options (buy/build)
 - Committed to providing our customers with a sports proposition which will fit our overall strategy

• Results:

2 New games to be introduced in 2007



One Stop Shop

• Why:

- Cross selling
- Retention
- Overall customer experience

What did we do:

- Introducing the 888 client in Q4 selected Casino games in Poker
- Simple to use shared wallet will be introduced in Q1 2007
- Built the data mining capabilities required to create a simple to use shared wallet, unlike anything available today in the market

• Results:

 Our customers can access today Poker from the Casino client and soon some Casino games in Poker



Market Leading Customer Service

Why:

- Critical for the customer experience
- Strengthening the trust-me factor
- Positive human interaction improves loyalty

What did we do:

- Improved our (already unique) SLA:
 - 99% of all incoming calls in English and 96% of all other calls are answered within 20 seconds
 - 93% of all chat requests answered within 37 seconds
 - 90% of all casino and 78% of all poker e-mails in English are answered within 20 minutes
- Added 3 new support languages for Poker in our call center (French, Italian, and German)
- Continued improvement of our CRM back office system which enables CSRs to decide immediately how to deal with each customer's query or request

Results:

- Visibly the best customer service in the industry
- Improved satisfaction from our customer service



What Can You expect us to Do in the Coming Quarters

- Brand-enhancing activities in target countries
- Significantly more marketing activity in Europe and Asia Pacific
- Specific campaigns in UK, France and Spain around our football shirt sponsorships
- Continued Casino and Poker innovation:
 - One new video slot per month
 - Major new poker version in Q1 2007
- One new peer-to-peer offering; introduction in Q1 2007
- Sportsbook proposition; introduction in H1 2007
- Shared wallet for casino and poker in Q1 2007
- Innovative new promotions and loyalty plans aimed to harvest extensive customer data base



Regulation





Regulation - USA

LAW

- Constitutional
- Federal
- State

LEGISLATION / CASES

- 18 USC 1084 (Wire Act)
- Federal Fifth Circuit (Louisiana MasterCard)

CURRENT BILLS

• HR / 4411 (Combination of Leach and Goodlatte)

ENFORCEMENT

- Jay Cohen 2001 (Sports Book)
- Bet on Sports 2006 (Sports Book)
- Sportingbet 2006



Regulation - European Union

LAW

• Treaty of Rome (freedom of trade)

LEGISLATION / CASES

- Gambelli
- UK Gaming Act

STATE ACTION

- Member states take action for self protection (Italy / Sweden / Germany)
- EC more action to enforce principal of free trade

COMING

- Next 6 months will see opening of opportunities to EU members
- Openness (includes Gibraltar)



Regulation - Rest of the World

LAW

- Situation mostly a "grey" area
- Notable exceptions China
 - Korea

FUTURE

- UK Domino effect
- Sin Tax
- Worldwide accreditation based on existing licensed jurisdictions



Summary

- We delivered
- Record first half profits
- Operational improvement
- High dividend as promised
- Growth stock high dividend



Q&A

