

*Paddy Power plc*  
**Interim Report 2002**

**Paddy Power**  
BOOKMAKER





# Interim Report 2002 Highlights

|                                | Six months ended<br>30 June 2002<br>€'000 | Six months ended<br>30 June 2001<br>€'000 | % Change    |
|--------------------------------|---|---|-------------|
| <b>Turnover</b>                |   |   |             |
| Betting Offices                | 218,578                                   | 170,368                                   | +28         |
| Dial-a-Bet                     | 59,192                                    | 22,055                                    | +168        |
| On-line                        | 41,372                                    | 13,993                                    | +196        |
| <b>Total Group turnover</b>    | <b>319,142</b>                            | <b>206,416</b>                            | <b>+55</b>  |
| <b>Operating Profit/(Loss)</b> |   |   |             |
| Betting Offices                | 10,750                                    | 9,363                                     | +15         |
| Dial-a-Bet                     | 16  | 480                                       | -96         |
| On-line                        | (1,693)                                   | (5,833)                                   | -70         |
| <b>Total operating profit</b>  | <b>9,073</b>                              | <b>4,010</b>                              | <b>+127</b> |
| Profit after taxation          | 7,689                                     | 3,492                                     | +120        |
| Profit retained for the period | 6,086                                     | 2,691                                     | +126        |
| <b>Earnings per Share</b>      |   |   |             |
| Basic earnings per share       | 16.3c                                     | 7.41c                                     | +120        |
| Diluted earnings per share     | 15.1c                                     | 6.90c                                     | +119        |
| <b>Dividends per Share</b>     |   |   |             |
| Interim payable                | 3.40c                                     | 1.70c                                     |             |
| <b>Net Assets</b>              | <b>36,819</b>                             | <b>28,499</b>                             |             |

# Chairman's

## Chairman's Statement

I am delighted, in issuing my first report as Chairman of Paddy Power plc, to report record sales, operating profit and earnings per share for the 6 months ended 30 June 2002. Turnover grew by 55 % to €319.1m from €206.4m reflecting the impact of cancelled sporting events in the first half of 2001 due to the foot and mouth crisis along with solid underlying growth. Operating profits increased by 127% to €9.1m from €4.0m, driven by the turnover growth and good gross margins in the Betting Offices and On-line divisions. The results and operations are discussed in more detail in the following pages of the interim report.

The number of our Betting Offices in Ireland continues to grow with three new outlets opened during the period whilst we have commenced a process to create a Betting Office estate in the UK. Telephone betting continues to show strong growth in Ireland while its roll out in the UK is generating significant turnover growth. We are delighted with the continued development

of our On-line betting, which has shown continued turnover growth through the period with a consequent improvement in performance. We remain confident that this business will meet its profit objective of breakeven in 2003.

During the period the bookmaking industry reached agreement with the British Horseracing Board on the pricing for pre-race data. Given the cost we have had no choice but to pass this on to our customers, which in my view, is an unfair burden. Despite charging the 1% this will not cover the cost to Paddy Power of the additional charges paid to the British Horseracing Board. In Ireland reduced betting taxes came into effect from 1 May 2002, which is a far-seeing move by the Minister for Finance, Charlie McCreevy TD, which will stimulate the industry and increase employment. In addition, the positive response from the UK Government on the Budd report augurs well for the medium term growth of our UK Betting Offices. However, the continuation of

# Statement

the anti-competitive demand test for the next two to three years will limit the pace of organic growth in the UK.

The World Cup gave us a tremendous opportunity to show the unique differences between Paddy Power and other bookmakers, especially in the UK.

I am delighted to take up the position of Chairman and hope I can do as good a job as John Corcoran has done in guiding and giving long-term vision to Paddy Power over the past 15 years. Paddy Power would not be what it is today without his long-term vision, drive and practical team building skills. I am sure that the excellent team at Paddy Power, under the new leadership of John O'Reilly, Chief Executive, and Ross Ivers, Deputy Chief Executive and Finance Director, will continue to strengthen your Company.

The Board has decided to pay an interim dividend of 3.4 cent per share on 12 August

2002 to shareholders on the register at the close of business on 2 August 2002. This is an increase of 100% and reflects your Board's views of the financial strength of the Company.

We remain positive about the prospects for Paddy Power plc and look forward to being able to report continued growth at the full year.



Stewart Kenny  
**Chairman**

22 July 2002

## Operations Review

Paddy Power continues to be a small stake fixed odds bookmaker operating through the brand name Paddy Power Bookmaker. Distribution is primarily through a 129-shop Betting Office estate complemented by the fast growing Telephone and On-line channels.

## Betting Offices

The Group operates 129 Betting Offices (2001: 122) throughout Ireland and the UK. Three (2001: four) new Irish outlets were opened in the six months to 30 June 2002. 127 of the Betting Offices are in Ireland and two are in the UK. The Group also operates four racecourse outlets (2001: four) as well as a shop in Lansdowne Road, home of the Irish Rugby Football Union and home ground for the Football Association of Ireland. During the period the Group relocated one (2001: one) Betting Office to larger and better-positioned premises and undertook three (2001: three) refurbishments.

The Group has also identified a number of premises in the UK and has applied for licences to open a small number of new outlets in 2002 and 2003.



## Telephone Betting

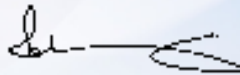
The Group operates a telephone betting service "Dial-a-Bet" available by freephone to Irish and UK based customers. We have continued to see strong growth in this channel with total active customers increasing to 19,085 from 9,227 at 31 December 2001. (Active customers are those that have bet with us in the previous three months). In January 2002, we commenced actively marketing this product in the UK, making our prices available via key mediums such as Channel 4 and ITV Text services, and as well as a range of other promotional activities. Our UK active customer base has grown to 13,178 from 2,665 at 31 December 2001. We are very pleased with the acceptance of the Paddy Power Brand in the UK and will continue to invest in it as one of our key distribution channels in this market.

## On-line

The On-line division (paddypower.com), has shown very strong growth throughout the period and achieved its first €2million turnover week in June 2002 during the World Cup. The total number of active customers continues to grow each month, reaching 33,988 at 30 June 2002, compared to 14,758 at 31 December 2001. Sterling customers account for 59% of active customers.

## Management

Following the appointment of John O'Reilly as Chief Executive, Ross Ivers has been appointed Deputy Chief Executive and Finance Director. In tandem with his responsibilities as Finance Director, he also assumes responsibility for managing strategic planning and development, investor relations, as well as undertaking a number of specific operational projects.



John O'Reilly

**Chief Executive Officer**

**Dial-a-Bet**

freephone

**1800 721 82**

**one**



## Financial Review

### Turnover

Turnover for the six months ended 30 June 2002 was €319.1m (2001: €206.4m) an increase of 55%.

Total Betting Office turnover was €218.6m (2001: €170.4m) an increase of 28% while like for like turnover in the Betting Office estate was €208.7m, an increase of 22.4%. Average slip value for the period was €14.55 (2001: €13.44) an increase of 8% while slip volumes for the period increased by 19%.

Turnover in the Dial-a-Bet division increased from €22.1m to €59.2m an increase of 168% as a result of a significant increase in customer numbers, together with an increase in average slip size. Average slip size increased from €81.86 to €101.15 compared to the same period in 2001.

On-line turnover grew to €41.4m from €14.0m an increase of 196%. Average bet size was €22.9 compared to €30.75 in the same period in 2001. This should ensure that a long-term stable margin is achieved.

The growth in turnover was significantly assisted by the return to a full sporting calendar following the disruption in 2001 due to the foot and mouth crisis. In addition, the World Cup generated additional revenues as well as providing many opportunities to build brand awareness.

### Gross Margin

Gross margin, measured as bets placed (excluding betting duty and levies) less winnings returned to customers (including money back specials), increased by 38% from €28.1m to €38.9m for the same period in 2001. The following gross margin percentages were achieved.

| Gross Margins   | H1 2002 | H1 2001 | H2 2001 |
|-----------------|---------|---------|---------|
| Betting Offices | 13.9%   | 14.9%   | 12.1%   |
| Dial-a-Bet      | 8.3%    | 9.8%    | 7.5%    |
| On-line         | 8.9%    | 4.5%    | 7.7%    |

The gross margin percentages for the period must be judged in context of historical norms. The 2001 margin percentage for the Betting Offices and Dial-a-Bet were abnormally high due to the unusual trading circumstances surrounding the foot and mouth outbreak, while the On-line margin was poor due to one off issues associated with the start up of this division.

The 2002 Betting Office margin percentage, while dropping from 2001, is at the high end of the normal trading range of 12% to 14%. The Telephone division gross margin decreased from 2001 as expected and is within the normal trading range. The On-line division margin improved to 8.85% as this division gains critical mass.

The World Cup diluted average gross margins as it was used as a self funding brand building exercise. The generally good results were used to finance a series of money back special offers to distinguish Paddy Power from its competitors.

## Operating Profit

Operating profit grew from €4.0m to €9.1m an increase of 127%, broken down in the table below.

Operating profit growth of 15% in the Betting Offices reflects the strong turnover growth offset by lower gross margins and higher general operating costs, as a result of inflation and longer opening hours. The Dial-a-Bet division has seen turnover growth of 168% while profits have reduced by 96%. This is due to the increased tax costs incurred as a consequence of providing tax-free telephone betting together with the increased cost base from the initial expansion into the UK in 2002.

Performance in the On-line division has improved by 70% as turnover continues to grow with small incremental cost impact.

| <b>Operating Profit/(Loss)</b> | <b>H1 2002<br/>€'000</b> | <b>H1 2001<br/>€'000</b> | <b>Increase/(decrease)</b> |
|--------------------------------|--------------------------|--------------------------|----------------------------|
| Betting Offices                | 10,750                   | 9,363                    | 15%                        |
| Dial-a-Bet                     | 16                       | 480                      | (96%)                      |
| On-line                        | (1,693)                  | (5,833)                  | 70%                        |
| <b>Total</b>                   | <b>9,073</b>             | <b>4,010</b>             | <b>127%</b>                |

## Taxes and Levies

With effect from 1 May 2002 the Irish betting tax rate was reduced to 2% from 5%. At the same date, the Irish Bookmakers agreed a new licensing regime for pre race data with the British Horseracing Board, at a cost of 10% of gross profits on British horse racing. Due to this new cost a 1% levy on all bets placed in the Betting Offices is now being charged by Paddy Power. This levy will not cover all of Paddy Power's additional costs for British Racing.

Corporation Tax charge for the six months ended 30 June 2002 amounted to €1.6m (2001: €0.8m ) an effective rate of 17% (2001: 19.3%). The reduction in the effective rate follows the reduction in the Irish statutory tax rate from 20% to 16% in 2002.

## Cash Flow

Net cash flow from operating activities for the six months ended 30 June 2002 increased by 226 % to €16m from €4.9m. This cash was primarily used to acquire fixed assets of €2.7m and pay dividends and taxes of €1.6m and €0.7m respectively. Cash balances at 30 June 2002 were €29.4m compared to €18.3m at 31 December 2001. This includes €3.7m of balances held on behalf of customers.

## Dividends

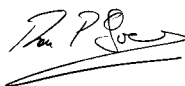
The Board has approved an interim dividend of 3.4 cent per share (2001: 1.7cent ) an increase of 100 %. It remains the Board's intention that the interim dividend be approximately one third of the total dividend.

## Shareholding

On issuing this results announcement the lock-in deed, entered into on flotation of the Company in December 2000, is unwound, with the exception of Mr Stewart Kenny's holding of 2,479,832 shares. Mr Kenny remains subject to the lock-in deed until 20 March 2003 under which he may not dispose of the shares without the permission of Goodbody Stockbrokers and ING Barings.

## Outlook

The outlook for all business channels remains positive. The exceptional turnover growth rates for the six months to 30 June are unlikely to be sustained in the second half of 2002, as the prior year comparatives returned to normal levels following the end of the foot and mouth crisis in May 2001. The Company will continue to actively market Paddy Power in the UK as it expands its Betting Offices, Telephone and On-line operations.



Ross Ivers  
**Deputy Chief Executive  
and Finance Director.**

## Substantial Holdings and Directors Interests

Other than the interests of the Directors, the Secretary and connected persons and the interests noted below, the Company is not aware of any other person who is interested, directly or indirectly, in five percent or more of the Company's issued share capital.

|                                   | <b>Number</b> | <b>%</b> |  |
|-----------------------------------|---------------|----------|--|
| Ian Armitage <sup>1</sup>         | 38,188        | 0.1      | <ol style="list-style-type: none"> <li>1. Rowan Nominees holds 3,098,107 shares for funds managed by HgCapital, formerly Mercury Private Equity, with which Ian Armitage is managing director.</li> <li>2. Included are 609,248 shares held by his spouse. In addition Peter O'Grady Walshe is trustee of a discretionary Trust, which is the beneficial owner of 107,200 shares. He has a non beneficial interest in the shares.</li> <li>3. Shares are held via the Noosa Pension fund in which Ross Ivers has a beneficial interest.</li> </ol> |
| John Corcoran                     | 6,690,176     | 14.2     |  |
| Charles Kelly<br>(Secretary)      | 30,000        | 0.1      |  |
| Stewart Kenny                     | 2,479,832     | 5.3      |  |
| Edward McDaid                     | 74,613        | 0.2      |  |
| Peter O'Grady Walshe <sup>2</sup> | 628,657       | 1.3      |  |
| John O'Reilly                     | 613,889       | 1.3      |  |
| David Power                       | 4,898,788     | 10.4     |  |
| Ross Ivers <sup>3</sup>           | 1,007         | -        |  |
| Michael Quinn                     | -             | -        |  |
| Rowan Nominees limited            | 3,098,107     | 6.6      |  |
| Fidelity Investments limited      | 3,012,943     | 6.8      |  |

## **Report to the Shareholders of Paddy Power plc**

We have been instructed by the Company to review the financial information for the six months ended 30 June 2002 set out on pages 11 to 15. We have read the other information contained in the Interim Report and considered whether it contains any apparent misstatements or material inconsistencies with the financial information.

## **Directors' Responsibilities**

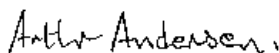
The Interim Report, incorporating the financial information contained therein, is the responsibility of, and has been approved by, the Directors. The Directors are responsible for preparing the Interim Report in accordance with the listing rules of the Irish Stock Exchange which require that the accounting policies and presentation applied to the interim financial information should be consistent with those applied in preparing the preceding annual report except where any changes, and the reasons for them, are disclosed.

## **Review Work Performed**

We conducted our review in accordance with guidance contained in Bulletin 1999/4 issued by the Auditing Practices Board for use in Ireland and the United Kingdom. A review consists principally of making enquiries of Group management and applying analytical procedures to the financial information and underlying financial data, and based thereon, assessing whether the accounting policies and presentation have been applied consistently unless otherwise disclosed. A review excludes audit procedures such as tests of controls and verification of assets, liabilities and transactions. It is substantially less in scope than an audit performed in accordance with Auditing Standards issued by the Auditing Practices Board and, therefore, provides a lower level of assurance than an audit. Accordingly, we do not express an audit opinion on the financial information.

## **Review Conclusion**

On the basis of our review we are not aware of any material modification that should be made to the financial information as presented for the six months ended 30 June 2002.



**Arthur Andersen**

Chartered Accountants  
Dublin

22 July 2002

# Consolidated Profit and Loss Account

Six months ended 30 June 2002 - unaudited

|  | Notes | Six months<br>ended 30<br>June 2002<br>€'000<br>(unaudited) | Six months<br>ended 30<br>June 2001<br>€'000<br>(unaudited) | Year<br>ended 31<br>December 2001<br>€'000<br>(audited) |
|--|-------|---|---|---|
| <b>Turnover</b>                                      | 2(a)  | 319,142   | 206,416   | 461,075   |
| Cost of winning bets paid                            |       | (280,272)   | (178,340)   | (404,624)   |
| <b>Gross profit</b>                                  | 2(b)  | 38,870  | 28,076  | 56,451  |
| Operating expenses                                   |       | (29,797)  | (24,066)  | (47,944)  |
| <b>Operating profit</b>                              | 2(c)  | 9,073   | 4,010   | 8,507   |
| Interest payable and similar charges                 |       | (75)  | -   | (71)  |
| Interest receivable and similar income               |       | 266   | 315   | 656   |
| <b>Profit on ordinary activities before taxation</b> |       | 9,264   | 4,325   | 9,092   |
| Tax on profit on ordinary activities                 |       | (1,575)   | (833)   | (1,763)   |
| <b>Profit on ordinary activities after taxation</b>  |       | 7,689   | 3,492   | 7,329   |
| Dividends  |       | (1,603)   | (801)   | (2,404)   |
| <b>Retained profit for the period</b>                |       | 6,086   | 2,691   | 4,925   |
| Retained profit brought forward                      |       | 21,792  | 16,867  | 16,867  |
| <b>Retained profit carried forward</b>               |       | 27,878  | 19,558  | 21,792  |
| <b>Earnings per Share</b>                            |       |   |   |   |
| Basic  |       | 16.3c   | 7.41c   | 15.5c   |
| Diluted  |       | 15.1c   | 6.90c   | 14.3c   |
| Dividend per share                                   |       | 3.4c  | 1.70c   | 5.10c   |

# Consolidated Balance Sheet

30 June 2002 - unaudited

|  | <b>30 June<br/>2002<br/>€'000<br/>(unaudited)</b> | 30 June<br>2001<br>€'000<br>(unaudited) | 31 December<br>2001<br>€'000<br>(audited) |
|--|---|---|---|
| <b>Fixed assets</b>                                    |   |   |   |
| Tangible assets  | 22,516  | 22,565                                  | 22,749                                    |
| Intangible assets                                      | 1,085   | 1,206                                   | 1,146                                     |
|  | 23,601  | 23,771                                  | 23,895                                    |
| <b>Current assets</b>                                  |   |   |   |
| Debtors  | 1,425   | 1,168                                   | 1,110                                     |
| Cash at bank and in hand                               | 29,436  | 14,318                                  | 18,307                                    |
|  | 30,861  | 15,486                                  | 19,417                                    |
| <b>Creditors</b> (amounts falling due within one year) | (16,326)  | (10,758)                                | (10,755)                                  |
| <b>Net current assets</b>                              | 14,535  | 4,728                                   | 8,662                                     |
| <b>Total assets less current liabilities</b>           | 38,136  | 28,499                                  | 32,557                                    |
| <b>Creditors (amounts due after one year)</b>          | (580)   | -                                       | (793)                                     |
| <b>Provision for liabilities and charges</b>           | (737)   | -                                       | (1,031)                                   |
| <b>Net assets</b>                                      | 36,819  | 28,499                                  | 30,733                                    |
| <b>Capital and reserves</b>                            |   |   |   |
| Called up share capital                                | 4,714   | 4,714                                   | 4,714                                     |
| Share premium  | 3,305   | 3,305                                   | 3,305                                     |
| Capital redemption reserve fund                        | 662   | 662                                     | 662                                       |
| Capital conversion reserve fund                        | 260   | 260                                     | 260                                       |
| Profit and loss account                                | 27,878  | 19,558                                  | 21,792                                    |
| <b>Shareholders' funds - all equity</b>                | 36,819  | 28,499                                  | 30,733                                    |

# Consolidated Cash Flow Statement

Six months ended 30th June 2002 - unaudited

|   |       | Six months ended<br>30 June<br>2002 |                      | Six months ended<br>30 June<br>2001 | Year ended<br>31 December<br>2001 |
|---|-------|-------------------------------------|----------------------|-------------------------------------|-----------------------------------|
|   | Notes | €'000                               | €'000<br>(unaudited) | €'000<br>(unaudited)                | €'000<br>(audited)                |
| <b>Net cash inflow from operating activities</b>                | 3 (a) |                                     | 16,035               | 4,897                               | 11,461                            |
| <b>Returns on investments and servicing of finance</b>          |       |                                     |                      |                                     |                                   |
| Interest received   |       | 266                                 |                      | 315                                 | 656                               |
| Interest element of finance lease payments                      |       | (75)                                |                      | -                                   | (71)                              |
|   |       |                                     | 191                  | 315                                 | 585                               |
| <b>Taxation</b>   |       |                                     |                      |                                     |                                   |
| Corporation tax paid  |       |                                     | (700)                | (2,556)                             | (2,840)                           |
| <b>Capital expenditure and financial investments</b>            |       |                                     |                      |                                     |                                   |
| Acquisition of tangible fixed assets                            |       | (2,660)                             |                      | (3,632)                             | (6,398)                           |
| Sale proceeds on disposal of fixed assets                       |       | -                                   |                      | 69                                  | 70                                |
|   |       |                                     | (2,660)              | (3,563)                             | (6,328)                           |
| <b>Equity dividends paid</b>                                    |       |                                     | (1,602)              | (550)                               | (1,351)                           |
| <b>Net cash inflow/(outflow) before financing</b>               |       |                                     | 11,264               | (1,457)                             | 1,527                             |
| <b>Financing</b>  |       |                                     |                      |                                     |                                   |
| Capital element of finance lease payments                       |       |                                     | (135)                | -                                   | 1,006                             |
| Issue of new shares including share premium less costs of issue |       |                                     | -                    | (279)                               | (280)                             |
| <b>Net cash inflow/(outflow)</b>                                | 3 (b) |                                     | 11,129               | (1,736)                             | 2,253                             |

# Notes to the Financial Statements

Six months ended 30 June 2002 - unaudited

## 1. Basis of Preparation

The financial statements have been prepared in euro in accordance with applicable accounting principles under the historical cost convention.

## 2. Segmental Information

The turnover, operating profit and net assets of the Group relate to the provision of betting services in the Republic of Ireland and the United Kingdom. With the exception of two offices, the Betting Office estate is based in the Republic of Ireland. The remaining two Betting Offices, the On-line division and Dial-a-Bet division are operated out of the UK.

### (a) Turnover by Delivery Channel

|                 | Six months ended 30 June 2002<br>€'000<br>(unaudited) | Six months ended 30 June 2001<br>€'000<br>(unaudited) | Year ended 31 December 2001<br>€'000<br>(audited) |
|-----------------|---|---|---|
| Betting Offices | 218,578   | 170,368   | 370,698   |
| Dial-a-Bet      | 59,192  | 22,055  | 55,544  |
| On-line         | 41,372  | 13,993  | 34,833  |
|                 | 319,142   | 206,416   | 461,075   |

### (b) Gross Profit by Delivery Channel

|                 |        |        |        |
|-----------------|--------|--------|--------|
| Betting Offices | 30,279 | 25,287 | 49,539 |
| Dial-a-Bet      | 4,929  | 2,158  | 4,677  |
| On-line         | 3,662  | 631    | 2,235  |
|                 | 38,870 | 28,076 | 56,451 |

### (c) Operating Profit/(Loss) by Delivery Channel

|                 |         |         |         |
|-----------------|---------|---------|---------|
| Betting Offices | 10,750  | 9,363   | 16,649  |
| Dial-a-Bet      | 16      | 480     | 961     |
| On-line         | (1,693) | (5,833) | (9,103) |
|                 | 9,073   | 4,010   | 8,507   |

# Notes to the Financial Statements

Six months ended 30 June 2002 - unaudited

## 3. Notes to the Cash Flow Statement

### (a) Reconciliation of Operating Profit to Net Cash Inflow from Operating Activities

|  | <b>Six months<br/>ended<br/>30 June<br/>2002<br/>€'000<br/>(unaudited)</b> | Six months<br>ended<br>30 June<br>2001<br>€'000<br>(unaudited) | Year<br>ended<br>31 December<br>2001<br>€'000<br>(audited) |
|--|--|--|--|
| Operating profit                                 | 9,073  | 4,010  | 8,507  |
| Depreciation                                     | 2,894  | 2,323  | 4,911  |
| Amortisation of goodwill                         | 61   | 61   | 121  |
| Increase in debtors                              | (315)  | (498)  | (440)  |
| Increase/(decrease) in creditors                 | 4,322  | (1,010)  | (1,642)  |
| Loss on disposal of fixed assets                 | -  | 11   | 4  |
| <b>Net cash inflow from operating activities</b> | <b>16,035</b>  | <b>4,897</b>   | <b>11,461</b>  |

### (b) Analysis of Changes in Cash During the Period

|                                 | <b>Six months<br/>ended<br/>30 June<br/>2002<br/>€'000<br/>(unaudited)</b> | Six months<br>ended<br>30 June<br>2001<br>€'000<br>(unaudited) | Year<br>ended<br>31 December<br>2001<br>€'000<br>(audited) |
|---------------------------------|--|--|--|
| Balance at beginning of period  | 18,307   | 16,054   | 16,054   |
| Net cash inflow/(outflow)       | 11,129   | (1,736)  | 2,253  |
| <b>Balance at end of period</b> | <b>29,436</b>  | <b>14,318</b>  | <b>18,307</b>  |

# Additional Information for Shareholders

## 1. Listings

Paddy Power plc is an Irish registered company. Its ordinary shares are quoted on the Irish Stock Exchange and the London Stock Exchange.

## 2. Registrar

Enquiries concerning shareholdings should be addressed to the Company's Registrar:

Computershare Services (Ireland) Limited, Heron House, Corrig Road, Sandyford Industrial Estate, Dublin 18

Telephone: +353-1-216 3100.

Facsimile: +353-1-216 3151.

Website: [www.computershare.com](http://www.computershare.com)

## 3. Payment of Dividends Direct to a Bank Account

Shareholders resident in Ireland or in the UK may have their dividends paid by electronic transfer direct to a designated bank account, under advice from the Company, showing full details of the amounts so credited. Shareholders who wish to avail of this facility should contact the Company's Registrar.

## 4. Payment of Dividends in Euro

Shareholders will have their dividends paid in Euro.

## 5. CREST

Transfer of the Company's shares takes place through the CREST settlement system. Shareholders have the choice of holding their shares in electronic form or in the form of share certificates.

## 6. Dividend Withholding Tax ('DWT')

With certain exceptions, dividends paid by Irish resident companies are subject to DWT at the standard rate of income tax, applied at the rate of 20% from 6 April 2001. DWT where applicable, is deducted by the Company from all dividends. Each shareholder receives a statement showing the shareholder's name & address, the dividend payment date, the amount of the dividend, and the amount of DWT, if any, deducted therefrom. In accordance with the requirements of legislation, this information is also furnished to the Irish Revenue Commissioners.

# Additional Information for Shareholders

Shareholders should take professional advice if they are in any doubt about their individual tax positions. Further information concerning DWT may be obtained from:

DWT Section, Office of the Revenue Commissioners,  
St. Conlon's Road, Nenagh, Co. Tipperary, Ireland.

Telephone: +353-67-33533.

Facsimile: +353-67-33822.

e-mail: [info@dwt.revenue.ie](mailto:info@dwt.revenue.ie) Website: [www.revenue.ie](http://www.revenue.ie)

## Financial calendar

|  |                  |
|--|------------------|
| Announcement of final results for 2001       | 19 February 2002 |
| Ex-dividend date for final dividend for 2001 | 27 February 2002 |
| Record date for final dividend for 2001      | 1 March 2002     |
| Annual General Meeting                       | 26 April 2002    |
| Final dividend payment date for 2001         | 29 April 2002    |
| Announcement of interim results for 2002     | 23 July 2002     |
| Ex-dividend date for interim dividend        | 31 July 2002     |
| Record date for interim dividend             | 2 August 2002    |
| Interim dividend payment date                | 12 August 2002   |

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