

Divisional Key Performance Indicators H1 2021

Unaudited pro forma¹

£m	UK & Ireland			Australia			International			US			Group		
	H1 2021	H1 2020	CC ² % Change	H1 2021	H1 2020	CC ² % Change	H1 2021	H1 2020	CC ² % Change	H1 2021	H1 2020	CC ² % Change	H1 2021	H1 2020	CC ² % Change
Average monthly players³ (000's)	3,303	2,299	+44%	906	596	+52%	1,945	1,999	-3%	1,470	552	+166%	7,625	5,445	+40%
Sportsbook stakes	6,091	3,614	+68%	5,000	3,723	+27%	871	555	+61%	5,072	1,090	+402%	17,034	8,982	+87%
<i>Sportsbook net revenue margin</i>	10.7%	12.8%	-210bps	11.7%	11.7%	—bps	9.1%	8.7%	+40bps	6.2%	4.9%	+130bps	9.6%	11.1%	-150bps
Sports revenue	738	525	+40%	585	435	+27%	118	74	+62%	452	164	+202%	1,894	1,199	+57%
Gaming revenue	397	350	+14%	0	0	0%	562	727	-19%	200	113	+95%	1,159	1,190	+1%
Total revenue	1,135	875	+30%	585	435	+27%	680	801	-11%	652	278	+159%	3,053	2,389	+30%
Cost of Sales	(342)	(241)	+42%	(275)	(200)	+30%	(199)	(181)	+14%	(293)	(116)	+177%	(1,109)	(738)	+51%
<i>Cost of sales as % of net revenue</i>	30.1%	27.6%	+260bps	47.0%	45.9%	+100bps	29.3%	22.6%	+640bps	44.9%	41.9%	+300bps	36.3%	30.9%	+510bps
Gross Profit	793	634	+25%	310	235	+25%	481	620	-18%	359	162	+145%	1,944	1,650	+20%
Sales & marketing	(207)	(168)	+23%	(59)	(59)	-6%	(171)	(110)	+71%	(292)	(88)	+262%	(728)	(426)	+77%
Contribution	587	465	+26%	252	176	+35%	310	510	-37%	67	73	+2%	1,215	1,224	+1%
Other operating costs	(227)	(215)	+6%	(51)	(55)	-11%	(131)	(113)	+16%	(154)	(93)	+83%	(563)	(475)	+20%
Corporate costs	0	0	0%	0	0	0%	0	0	0%	0	0	0%	(55)	(66)	-10%
Adjusted EBITDA	359	251	+42%	201	121	+56%	179	397	-52%	(87)	(19)	+376%	597	684	-12%
<i>Adjusted EBITDA margin</i>	31.6%	28.6%	+270bps	34.3%	27.9%	+630bps	26.3%	49.5%	-2,280bps	(13.3%)	(6.9%)	-610bps	19.6%	28.6%	-930bps
Depreciation & amortisation	(63)	(58)	+9%	(13)	(14)	-15%	(25)	(24)	+7%	(22)	(18)	+33%	(125)	(117)	+8%
Adjusted operating profit/(loss)	297	193	+51%	188	107	+66%	154	373	-56%	(108)	(38)	+213%	472	567	-16%

¹ Flutter's combination with TSG completed on 5 May 2020. Pro forma numbers show the Group's financials with TSG included for a full 12-month period in 2020. Jungle, acquired in January 2021 and Singular acquired in September 2021, have not been included on a pro forma basis. See Appendix 2 for a reconciliation of pro forma results to statutory results.

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Divisional Key Performance Indicators H2 2021

Unaudited pro forma¹

£m	UK & Ireland			Australia			International			US			Group		
	H2 2021	H2 2020	CC ² % Change	H2 2021	H2 2020	CC ² % Change	H2 2021	H2 2020	CC ² % Change	H2 2021	H2 2020	CC ² % Change	H2 2021	H2 2020	CC ² % Change
Average monthly players³ (000's)	3,003	2,765	+9%	1,109	992	+12%	1,857	1,877	-1%	1,643	1,268	+30%	7,613	6,902	+10%
Sportsbook stakes	5,285	5,786	-8%	6,702	5,990	+15%	721	813	-7%	6,212	3,321	+93%	18,920	15,910	+22%
<i>Sportsbook net revenue margin</i>	9.1%	11.5%	-240bps	10.6%	10.7%	-10bps	8.1%	8.4%	-30bps	6.4%	4.5%	+190bps	8.7%	9.6%	-90bps
Sports revenue	544	761	-28%	708	641	+14%	102	106	0%	526	294	+86%	1,880	1,801	+7%
Gaming revenue	384	393	-2%	0	0	0%	506	558	-5%	214	123	+81%	1,104	1,074	+6%
Total revenue	928	1,154	-19%	708	641	+14%	609	664	-4%	739	417	+84%	2,984	2,876	+6%
Cost of Sales	(279)	(336)	-16%	(361)	(321)	+16%	(192)	(184)	+10%	(321)	(203)	+64%	(1,153)	(1,043)	+14%
<i>Cost of sales as % of net revenue</i>	30.1%	29.1%	+100bps	50.9%	50.0%	+90bps	31.6%	27.6%	+390bps	43.4%	48.7%	-530bps	38.7%	36.3%	+240bps
Gross Profit	648	818	-20%	347	320	+12%	416	481	-9%	419	214	+103%	1,830	1,833	+2%
Sales & marketing	(184)	(206)	-10%	(60)	(70)	-11%	(164)	(169)	0%	(371)	(259)	+50%	(780)	(704)	+14%
Contribution	465	611	-24%	287	250	+18%	252	312	-15%	47	(45)	-211%	1,051	1,128	-5%
Other operating costs	(208)	(231)	-8%	(52)	(53)	0%	(139)	(135)	+4%	(203)	(105)	+100%	(601)	(525)	+18%
Corporate costs	0	0	0%	0	0	0%	0	0	0%	0	0	0%	(46)	(56)	-16%
Adjusted EBITDA	257	380	-33%	236	197	+23%	113	177	-30%	(156)	(151)	+9%	404	548	-25%
<i>Adjusted EBITDA margin</i>	27.7%	32.9%	-570bps	33.3%	30.7%	+260bps	18.7%	26.7%	-690bps	(21.2%)	(36.1%)	+1,470bps	13.5%	19.0%	-560bps
Depreciation & amortisation	(63)	(61)	+3%	(13)	(16)	-19%	(27)	(26)	+5%	(25)	(19)	+37%	(130)	(124)	+6%
Adjusted operating profit/(loss)	194	318	-40%	223	181	+27%	87	151	-37%	(181)	(169)	+12%	274	423	-34%

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Quarterly Divisional Key Performance Indicators

Unaudited pro forma¹

Quarter 1

	UK & Ireland			Australia			International			US			Group		
	Q1 2021	Q1 2020	CC ² %	Q1 2021	Q1 2020	CC ² %	Q1 2021	Q1 2020	CC ² %	Q1 2021	Q1 2020	CC ² %	Q1 2021	Q1 2020	CC ² %
	£m	£m	Change	£m	£m	Change	£m	£m	Change	£m	£m	Change	£m	£m	Change
Average monthly players ³ (000's)	3,167	2,571	+23%	831	581	+43%	2,027	1,774	+14%	1,648	710	+132%	7,672	5,635	+36%
Sportsbook stakes	3,083	2,240	+37%	2,451	1,545	+46%	452	311	+47%	2,714	864	+235%	8,700	4,959	+72%
Sportsbook net revenue margin	10.6%	13.0%	-240bps	11.4%	10.4%	+100bps	8.6%	10.1%	-150bps	4.4%	4.6%	-20bps	8.8%	10.5%	-170bps
Sports revenue	371	331	+12%	279	161	+59%	57	47	+22%	189	88	+130%	896	627	+41%
Gaming revenue	196	158	+24%				294	297	+4%	99	43	+146%	589	498	+22%
Total revenue	568	489	+16%	279	161	+59%	351	344	+7%	288	132	+135%	1,485	1,126	+33%

	UK & Ireland Online			UK & Ireland Retail		
	Q1 2021	Q1 2020	CC ² %	Q1 2021	Q1 2020	CC ² %
	£m	£m	Change	£m	£m	Change
Average monthly players ³ (000's)	3,167	2,571	+23%			
Sportsbook stakes	3,081	1,883	+63%	2	356	-99%
Sportsbook net revenue margin	10.6%	12.7%	-210bps	(5.7%)	14.6%	-2,030bps
Sports revenue	371	279	+33%	—	52	-100%
Gaming revenue	196	139	+41%	—	19	-100%
Total revenue	568	419	+35%	—	71	-100%

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Quarterly Divisional Key Performance Indicators
Unaudited pro forma¹

Quarter 2

	UK & Ireland			Australia			International			US			Group		
	Q2 2021	Q2 2020	CC ² %	Q2 2021	Q2 2020	CC ² %	Q2 2021	Q2 2020	CC ² %	Q2 2021	Q2 2020	CC ² %	Q2 2021	Q2 2020	CC ² %
	£m	£m	Change	£m	£m	Change	£m	£m	Change	£m	£m	Change	£m	£m	Change
Average monthly players³ (000's)	3,440	2,027	+70%	982	611	+61%	1,863	2,223	-16%	1,292	395	+227%	7,578	5,256	+44%
Sportsbook stakes	3,009	1,374	+120%	2,548	2,177	+13%	419	245	+79%	2,358	226	+1,074%	8,333	4,023	+105%
<i>Sportsbook net revenue margin</i>	10.8%	12.6%	-180bps	12.0%	12.6%	-60bps	9.6%	7.0%	+260bps	8.3%	6.2%	+210bps	10.4%	11.9%	-150bps
Sports revenue	367	194	+89%	306	273	+8%	61	27	+132%	264	76	+289%	998	571	+75%
Gaming revenue	201	192	+5%				268	430	-34%	101	70	+62%	570	692	-14%
Total revenue	568	386	+47%	306	273	+8%	329	457	-24%	364	146	+181%	1,567	1,263	+27%

	UK & Ireland Online			UK & Ireland Retail		
	Q2 2021	Q2 2020	CC ² %	Q2 2021	Q2 2020	CC ² %
	£m	£m	Change	£m	£m	Change
Average monthly players³ (000's)	3,440	2,027	+70%			
Sportsbook stakes	2,804	1,348	+109%	205	27	+677%
<i>Sportsbook net revenue margin</i>	10.6%	12.6%	-200bps	12.7%	14.6%	-190bps
Sports revenue	341	190	+80%	26	4	+576%
Gaming revenue	185	187	-1%	16	4	+270%
Total revenue	526	378	+40%	42	8	+416%

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Quarter 3

	UK & Ireland			Australia			International			US			Group		
	Q3 2021	Q3 2020	CC ² %	Q3 2021	Q3 2020	CC ² %	Q3 2021	Q3 2020	CC ² %	Q3 2021	Q3 2020	CC ² %	Q3 2021	Q3 2020	CC ² %
	£m	£m	Change	£m	£m	Change	£m	£m	Change	£m	£m	Change	£m	£m	Change
Average monthly players³ (000's)	3,060	2,567	+19%	1,086	876	+24%	1,799	1,835	-2%	1,312	1,122	+17%	7,257	6,401	+13%
Sportsbook stakes	2,627	2,790	-5%	3,323	3,003	+15%	349	375	-2%	2,109	1,247	+80%	8,409	7,415	+17%
<i>Sportsbook net revenue margin</i>	10.1%	10.4%	-30bps	11.1%	10.7%	+40bps	8.6%	7.2%	+140bps	6.2%	2.1%	+410bps	9.5%	9.0%	+50bps
Sports revenue	302	333	-9%	370	320	+20%	50	46	+14%	184	99	+97%	906	798	+17%
Gaming revenue	189	186	+2%	—	—	—%	249	279	-6%	95	62	+65%	534	527	+5%
Total revenue	491	519	-5%	370	320	+20%	299	325	-3%	280	161	+85%	1,439	1,325	+12%

	UK & Ireland Online			UK & Ireland Retail		
	Q3 2021	Q3 2020	CC ² %	Q3 2021	Q3 2020	CC ² %
	£m	£m	Change	£m	£m	Change
Average monthly players³ (000's)	3,060	2,567	+19%			
Sportsbook stakes	2,262	2,396	-5%	365	394	-5%
<i>Sportsbook net revenue margin</i>	9.8%	9.9%	-10bps	12.5%	13.4%	-90bps
Sports revenue	256	281	-8%	45	53	-11%
Gaming revenue	167	165	+2%	22	21	+6%
Total revenue	423	446	-5%	68	74	-6%

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Quarter 4

	UK & Ireland			Australia			International			US			Group		
	Q4 2021	Q4 2020	CC ² %	Q4 2021	Q4 2020	CC ² %	Q4 2021	Q4 2020	CC ² %	Q4 2021	Q4 2020	CC ² %	Q4 2021	Q4 2020	CC ² %
	£m	£m	Change	£m	£m	Change	£m	£m	Change	£m	£m	Change	£m	£m	Change
Average monthly players³ (000's)	2,946	2,964	-1%	1,133	1,109	+2%	1,915	1,918	0%	1,975	1,413	+40%	7,969	7,404	+8%
Sportsbook stakes	2,658	2,996	-11%	3,379	2,987	+16%	372	439	-11%	4,102	2,073	+101%	10,511	8,495	+26%
<i>Sportsbook net revenue margin</i>	8.0%	12.5%	-450bps	10.0%	10.7%	-70bps	7.7%	9.3%	-160bps	6.5%	6.0%	+50bps	8.1%	10.1%	-200bps
Sports revenue	242	427	-43%	338	321	+8%	52	60	-10%	342	195	+80%	974	1,003	-1%
Gaming revenue	194	207	-6%	—	—	0%	258	278	-4%	118	62	+96%	570	547	+6%
Total revenue	437	634	-31%	338	321	+8%	309	339	-5%	460	256	+84%	1,544	1,550	+2%

	UK & Ireland Online			UK & Ireland Retail		
	Q4 2021	Q4 2020	CC ² %	Q4 2021	Q4 2020	CC ² %
	£m	£m	Change	£m	£m	Change
Average monthly players³ (000's)	2,946	2,964	-1%			
Sportsbook stakes	2,326	2,775	-16%	332	221	+55%
<i>Sportsbook net revenue margin</i>	7.3%	12.3%	-500bps	12.8%	15.5%	-270bps
Sports revenue	200	393	-49%	42	34	+29%
Gaming revenue	172	194	-11%	22	13	+69%
Total revenue	372	587	-36%	65	47	+40%

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