

20 YEARS WINNING TOGETHER

CORPORATE REPORT 2012

TIPOS, NÁRODNÁ LOTÉRIOVÁ
SPOLOČNOSŤ, A.S.
IN FAVOUR OF PUBLIC

	2012	2011	2010
Expenses from games of chance in EUR	267,444,915	222,558,503	212,724,953
Levies for winnings in EUR	32,068,211	30,580,533	29,668,015
Economic results after taxes in EUR	10,585,942	32,332,816	12,080,674
Number of employees	120	115	107
Number of active sales outlets	2,439	2,420	2,375
Number of active terminals	2,479	2,464	2,423

MISSION OF THE COMPANY :
WE LET PEOPLE KNOW WHAT DREAMS MAY COME

LUCKY WINNERS WERE PAID OUT
267,444,915 EUR IN 2012

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FOREWORD FROM THE CHAIRMAN OF BoD AND GENERAL DIRECTOR



PhDr. LADISLAV KRIŠKA
CHAIRMAN OF BoD AND GENERAL DIRECTOR

Dear ladies and gentlemen,

I am pleased the year 2012 was a successful one for TIPOS, národná lotériová spoločnosť, a.s. In 2013 our company is celebrating 20th anniversary of its existence and with pleasure I may admit TIPOS has kept its stable and strong position on the market. A number of players and fans of lottery and betting games of TIPOS increased in 2012 and I am happy our customers still look for high quality and attractive products of our company that bring fun, pleasure of game and a chance to win. I appreciate our company still goes ahead and is able to optimize growing and fully justifiable demands of the customers.

The following numbers prove that thanks to our products and services the great prizes can be won. Most of all I would like to mention the amount of 6,317,276.76 EUR. It is an exceptionally high JACKPOT of LOTO, first draw. It happened on August 12th, 2012 and it represents the third highest paid out prize in the history of TIPOS. I should not forget to mention a number of paid out prizes in the last year in the amount of 267,444,915 EUR. Comparing to last year it is 44.9 mil EUR more. A chance to win always exists thanks to our products. Many of our players and fans have been convinced about that and thanks to their luck they have brought home decent money.

The revenue growth by 14% in the amount of 360,200,684 EUR proves our customers trust our products and remain loyal to TIPOS trademark.

TIPOS builds its success on top quality and high professional approach of its staff as well as on supporting philosophy that our products must be convenient for public. In 2012 we managed 2,439 sales points. Tendency to be closer to our customers and let them enjoy trouble free pleasure of game remain our priority for the future. Naturally, the quantity may not affect the quality and therefore we will focus on quality of service, good customer approach, innovation and extension of our services to fulfill our ambitious goals.

TIPOS, národná lotériová spoločnosť, a.s., in 2012 proved its key role in contribution to the state budget of Slovak Republic. The levies reached the amount of 32,068,211 EUR which is 1.5 mil EUR more than last year.

In 2012 TIPOS entered the process of WLA certification - World Lottery Association Security Standards by which we confirm the security standards of our company on international level. Despite the fact TIPOS has worked on high level of security degree, the certificate opens new room for international lottery projects. The successful certification is planned in 2014. The security has always been and always will be one of our the most important tasks we are committed with to our each and everyone customer.

An important change that started in 2012 is a redesign of the Internet game room that will compete with run-in Internet game rooms with high standard products and services. New Internet game room for players will be more attractive and must fulfill security criteria for financial transactions as well as personal data security. We believe the Internet game room will fulfill our expectations and will bring more fans and players.

In 2012 TIPOS as an operator of state lottery started to participate in a unique project of national tax lottery together with Ministry of Finance. Its target is to contribute to customer motivation to ask for electronic cash register receipts and to participate in this unique lottery via the receipts. The launch of the national tax lottery is planned in the second half of 2013 and its primary gain will be reduction of the tax evasion and improvement of public awareness about consumer rights.

New management has been on the board since September 2012 and will cooperate to fulfill the ambitious goals and will provide growth and confirmation of a strong player on the market. Our future success lies in the fact we will be a company that is based on professional approach, credibility, customer approach and what not only life holds but a game as well, fair play and respectability. In 2013 together with our customers we will celebrate 20th anniversary of shared prizes. On the occasion we are launching Jubilejní žreb available all year round for our customers to win attractive prizes. A year 2013 is a big challenge for us in many ways that we are accepting with pleasure and looking forward to realize them.

In the end let me thank to all TIPOS employees, customers and business partners for the trust they have been expressing past 20 years and I am convinced they will continue to do so.

EXECUTIVE STRUCTURE OF THE COMPANY

(VALID AS OF DECEMBER 31st, 2012)





COMPANY PROFILE

The company TIPOS, národná lotériová spoločnosť, a.s., (hereinafter "TIPOS" or "Company" or "company TIPOS") was established by a corporate indenture closed on the day 11 December 1992. The Company originated by enrollment in the Commercial Registry of District Court of Bratislava I. on the day 28 January 1993 with basic capital of 4 million Slovak crowns. In 2010 the Company had basic capital in the amount of 365,133.107625 EUR.

The Slovak Republic, represented by the Ministry of Finance of the Slovak Republic, is the only shareholder in the company registered in the record of the registered securities kept by the Central Securities Depository of the Slovak Republic, a. s.

Commercial name: TIPOS, národná lotériová spoločnosť, a.s.
Legal form: joint-stock company
Company seat: Brečtanová ul. č. 1, Bratislava
Identification number: 31 340 822
Date founded: December 11th, 1992
Basic capital: 365,133.107625 EUR
Number of shares: 11
Form of shares: registered securities bearing a name



Board of Directors of TIPOS, národná lotériová spoločnosť, a. s.

Subject of activities:

- brokering of trade and services
- the purchase of goods for the purpose of selling them to end-users (retail)
- the purchase of goods for the purpose of selling them to other operators (wholesale)
- advertising activities
- business consulting as permitted by an open trade license, • administrative work
- organizing training sessions, courses and seminars
- survey of the market and public opinion
- copying work
- the leasing of movables as permitted by an open trade license
- the leasing of non-movables associated with the provision of services other than basic services - acquisition activities
- the leasing of machines, devices, equipment and technological units in the form of a free trade license
- keeping accounts
- the activities of executive, economic and accounting consultants
- operation of lottery games according to prov. § 4 par. 3 letters c), d) and e) Act no. 171/2005 Coll. on games of chance and on a change and supplementing of some laws, as amended
- operation of games of chance through the Internet according to prov. § 3 par. 2 letter f) Act no. 171/2005 Coll. on games of chance and on a change and supplementing of some laws, as amended
- carrying out of business activities associated with the operation of games of chance according to prov. § 53 par. 1 of Act no. 171/2005 Coll. on games of chance and on a change and supplementing of some laws, as amended: - participation in the establishment and operation of games of chance according to the relevant law in trade companies in the Slovak Republic; - activities for executive and economic consultants in the area of operation of games of chance according to Act of the NR SR no. 171/2005 Coll. on games of chance and supplementing of some laws, as amended
- the provision of brokerage services for companies doing business in the field of games of chance.

COMPANY AUTHORITIES

The General Assembly

Is the highest body of the Company. The Slovak Republic, represented by the Ministry of Finance of the Slovak Republic, is the only shareholder in the company registered in the record of the registered securities kept by the Central Securities Depository of the Slovak Republic, a. s.

Board of Directors

Is the statutory body of the Company, manages its activities, represents the Company and decides on all matters of the Company, with the exception of decisions which are specified exclusively to the sphere of the General Meeting.

The structure:

Chairman of BoD



PhDr. Ladislav Kriška

JUDr. Ing. Miloš Ronec 29/09/11 - 11/04/12

Ing. Ján Barczy 31/05/12 - 3/09/12

BoD members



Ing. Ján Barczy

Ing. Günther Furin until 5/06/12



Ing. Peter Vanek

Ing. Milan Homola until 3/09/12



Ing. Ivan Litvaj

JUDr. Jozef Bannert until 3/09/12



Mgr. Renáta Pisárová

Ing. Katarína Štefaničková until 3/09/12

The Supervisory Board

Is the controlling body of the Company. It supervises the performance of the Board of Directors and carries out the business activities of the Company. It informs the General Meeting regarding results.

The structure:

Chairman of Supervisory Board



JUDr. Marián Valko

Ing. Peter Malík until 23/04/12

Ing. Jaroslav Mikla until 31/08/12

Members



Ing. Vladimír Štric

Ing. Robert Hulák until 3/09/12

Bc. Roman Foltin until 3/09/12



Ing. Ján Štefanek



Ing. Veronika Manduchová

General Director

Is the executive body of the Company, manages the Company following written mandates to him from the Board of Directors and from the Company's operating regulations. The position of General Director is performed by the Chairman of the Board of Directors.

General Director



PhDr. Ladislav Kriška

JUDr. Ing. Miloš Ronec 29/09/11 - 11/04/12

Ing. Ján Barczy 31/05/12 - 3/09/12

2012 BRIEFLY

January

- launching of the instant lottery "Prasa v žite 1201", start of sales on January 2nd, 2012, price of 0.50 EUR per game, print run of 12 mil. units;
- launching of the instant lottery "Sejf #1202", start of sales on January 13th, 2012, price of 5 EUR per game, print run of 0.5 mil. units;
- launching of the instant lottery "Rýchla 5 #1203", start of sales on January 23rd, 2012, price of 1 EUR per game, print run of 5 mil. units.

February

- launching of the instant lottery "Amorov šíp #1204", start of sales on February 6th, 2012, price of 2 EUR per game, print run of 1 mil. units;
- launching of the instant lottery "Kominár #1205", start of sales on February 27th, 2012, price of 0.50 EUR per game, print run of 12 mil. units;
- the second highest winning in a history of JOKER game in the amount of 203,709.41 EUR.

March

- launching of the instant lottery "Super prasa v žite 1206", start of sales on March 15th, 2012, price of 2 EUR per game, print run of 5 mil. units.

April

- launching of the instant lottery "Bingo #1207", start of sales on April 2nd, 2012, price of 2 EUR per game, print run of 2 mil. units;
- reprint of instant lottery "Sejf #1202" print run of 0.5 mil (total 1 mil).

May

- launching of the instant lottery "Smajlík # 1208", start of sales on May 7th, 2012, price of 1 EUR per game, print run of 4 mil. units;
- launching of the instant lottery "Znamenia # 1209", start of sales on May 28th, 2012, price of 2 EUR per game, print run of 3 mil. units;
- launching of LOTO 5 z 35 drawing on Wednesday, the first drawing was on May 16th, 2012 start of sales on May 7th, 2012;
- JOKER bet may be closed with LOTO 5 z 35 (from May 14th, 2012 - until then with LOTO)
- new LOTO 5 z 35 lottery tickets (JOKER game) - proposal, print, distribution;
- launching of a new premium game LOTO with 2 mil. EUR - for the first time valid for SMS bets, 1 LOTO bet and JOKER;
- preparation of the company for ISO 27001 certification - Information Security Management.

June

- launching of the instant lottery "Ovocíčko # 1210", start of sales on June 15th, 2012, price of 1 EUR per game, print run of 4 mil. units.

July

- end of premium game - the prize was not achieved; the premium winning quote was transferred to the first draw Jackpot of LOTO.

August

- the second highest winning in the history of LOTO game and the third highest winning in the history of numbers lotteries in the amount of 6,317,276.75 EUR (1st draw);
- August 27th, 2012 - the highest winnings in the history of KENO 10 game from one draw (#5895) in the amount of 756,416.20 EUR (27 winnings higher than 10,000 EUR, 1 winning in the amount of 200,000 EUR for 0.40 EUR bet x 500,000x - 10/10 B).

September

- reprint of instant lottery "Prasa v žite #1201" print run of 2.8 mil. units.

October

- launching of the instant lottery "Vianočná lotéria # 1212", start of sales on October 1st, 2012, price of 5 EUR per game, print run of 1.5 mil. units;
- implementation of new winning machines into Internet game room.

November

- launching of the instant lottery "Drahokamy #1213", start of sales on November 20th, 2012, price of 3 EUR per game, print run of 1 mil. units;
- implementation of new electronic lots;
- the first intentions of Cash register - tax lottery.

December

- the highest JOKER winning via SMS bet - 184,312 EUR.

OUR MOST IMPORTANT ACTIVITIES OF 2012

Numbers lotteries

In February 2012 TIPOS supported its key keno type game - KENO 10 in a form of huge marketing campaign in media. The campaign with a theme - Play every day for 2,000,000 EUR - addressed many players with convenience of every day draw and the game mechanism itself. During and after the campaign the KENO 10 revenues went up by more than 8% that proves the success of the communication activity.

Instant lotteries

TIPOS supported several selected cards in a form of campaign "Scratching" that via untraditional TV and radio spots and supporting materials in a point of sale supported sales results of various cards such as "Prasa v žite" and "Amorov šíp". TV campaign promoted favourite lottery at the end of the year - "Vianočná lotéria". The sale reached record number of 1,237,000 units.

Social networks (Facebook)

TIPOS tries to profit as a modern company and addresses all age categories including younger generation. The official fan page was launched on the most important social network Facebook on October 2011. There you can find much information and curiosities from the world of lotteries, games or sports as well as information about records and unusual events. The page is positively accepted thanks to high interaction, too. Many fans of all ages participate in games, post comments, notes with immediate feedback. In 2012 TIPOS provided many competitive bookmarks for its fans on the page and the number of fans exceeded 45,000 at the end of the year.

VISION OF THE COMPANY

Mission

The mission of our company is provide entertainment to our players and to bring them happiness and joy by the winnings they achieve. We help the winners of our games to fulfill their hopes and dreams. We bring joy to our players in the form of financial prizes, entertainment of playing the game and also the excitement from expectations to win.

Our approach to players is in accordance with responsible gaming, thus we try to create and maintain a safe gaming environment with an effort to avoid any possible negative effects.

Aims

The strategic aim of TIPOS is to collect financial resources through its games as effectively as possible and to return them back to the Slovak society in the form of levies from games to the state budget and through different sponsorships and charitable activities. The obligation to pay levies is the fundamental purpose of the existence of our company.

Decalogue of TIPOS

- to offer tradition, experience, professionalism
- to support responsible gaming
- to play fair
- to guarantee payouts to winners
- to ensure discretion
- to provide entertainment, joy, excitement
- to help fulfill players dreams
- to contribute to beneficial activities
- to prefer players' demands
- to help to create a transparent gaming environment

THE STRATEGY AND GOALS

The primary goal of TIPOS is to continue to fulfill its life meaning via creation of sources for community services. In economic sphere indications such as incomes, revenues, earnings, expenses, levies and profits it plans to achieve comparable results of 2012.

The company will emphasize the active cooperation with bodies of regulation environment and other institutions of gambling field on Slovak and international level.

TIPOS, národná lotériová spoločnosť, a.s., last year repeatedly confirmed its position in the area of lottery and betting games as well as their high quality operator in Slovak Republic. The strategy is to keep the positive trend and to maintain the game attractiveness via innovation and quality services.

TIPOS is needle sharp to its customer needs, dynamically evolving market of lottery and betting games on Slovak market and abroad and will fulfill expectations and wishes of the customers at product creation and innovation.

The company can appreciate its customers loyalty therefore in the second half of 2013 it considers loyalty programs for its most important players in accordance with basic principles of responsible gambling.

In the area of numbers lotteries in 2013 the company is planning a marketing support, a huge campaign for BONUS and SUPERJACKPOT launching in LOTO game. Bonus is a new category that improves attractiveness of LOTO and addresses today's and future players.

In the area of Internet games TIPOS will prepare an important innovation in casino and progress games in the second half of 2013. The company plans to provide an Internet campaign to promote important increase of number of games, editing of gambling environment and general change of Internet games concept. The mentioned innovation will bring new unique project to Slovakia and the company will try to create interesting projects and innovations in other product lines for players.

In 2013 TIPOS expects increased interest of players in the area of instant lotteries. High attractiveness of cards in the past few years has to do with possibility of instant winning. In 2013 there will be new options of popular instant lotteries. Just to mention one - a card of rent type with gradually paid out prize.



INTERNATIONAL ACTIVITIES AND ACTIVITY IN INTERNATIONAL ORGANIZATIONS

International cooperation

The international cooperation of national lottery companies is covered up by two organizations mostly. One of them is European Lotteries (EL) whose members are mostly European national lottery companies. The other organization is World Lottery Association (WLA) that coordinates cooperation of national lottery companies all around the world.

EL cooperation

EL focuses on advocacy of national lottery companies interests prior to EU bodies. EL provides information feedback from international lottery environment, discloses verdicts of International Court of Justice. EL informs on happening on local market via press news published on its website.

The main activity of EL in 2012 was a defense of legal status quo of gambling and a right of each state to set its own operation rules. This condition is violated more and more by Internet games providers who provide uncontrolled gambling all around the world.

TIPOS employees participated in international trainings, conferences and seminars organized by EL and World Lottery Association in the areas of safety, responsibility and innovation in lotteries.

Global lottery market has changed faster than ever. We witness birth of internationally joined lotteries and international cooperation. The basic of the cooperation is an absolute trust, confidentiality and correct feedback.

Cross-border cooperation

A pilot project of united instant lottery within V4 was activated by the end of 2012. It should be fundamental for wider cooperation within V4 group. It is not only commercial cooperation but also cooperation in the area of information providing, joined approach to European legislation and united cross-border support of good will.

Sports support

EU appealed to its members to propose projects for exchange of experience and cooperation to fight sport results manipulation and sport and sportsmen integrity protection. The goal is to fight sport corruption and EL whose member is TIPOS, finds it important to participate in the project. In cooperation with IRIS (Institute des Relations Internationales et Stratégiques), non-profit association located in Paris that has addressed the issue for some time submitted on behalf of its members a project proposal to EL. It was accepted and will be co-financed by EU.

The project started in November 2012 and its goal is to increase corruption awareness in sports. IRIS has received relevant information, experiences, contacts of concerned parties of the process and is ready to support effort of EL members with its knowledge. Within the project, in which TIPOS participates as a national coordinator, national symposiums in EU countries will be organized to increase awareness and exchange of information in the area of sport results manipulation. IRIS consultants will share their know-how and submit a proposal to coordinate and cooperate within EU.

COMMUNITY SERVICES

Since its start-up in 1993 the company has supported many community projects.

In 2012 TIPOS paid 32,068,211 EUR into the state treasury through levies on games of chance. That is respectable and record amount that again fulfilled the main purpose of a national lottery company, i.e. the effective creation of resources for useful public works and services especially in the areas of healthcare, social work and humanitarian care; the creation, development, protection and renewal of cultural values, promotion of artistic work and cultural activities, education and training, sport, caring for and protecting the environment, and public health protection.

As well as making mandatory payments to the state treasury, TIPOS also supported many charity and philanthropic activities in the areas of:

- SPORTS
- JUVENILE EDUCATION
- HANDICAPPED PEOPLE
- REGION SUPPORT
- CULTURE

We support the youngest

The company provided financial support to a project "Use a ball, not drugs" that develop tutorial activities for children at primary and secondary graham schools. It also helped to realize rehab stays for physically impaired children and provided financial means to develop a playground for little patients at a medical institution in Biela Skala.

We help those who need our help

In 2012 we financially supported an institution "Clean Soul" that takes care of physically impaired people with multiple disabilities. We contributed for a purchase of a new sport wheel chair for a young athlete who has been an active sportsman since he was seven despite his handicap . His goal is to win through to paralympic games.

We develop sports and culture

In 2012 the company focused on supporting the sports development in individual regions in Slovakia. Besides many, the development of juvenile basketball team in Handlová was supported. Financial contributions to a sport-social event for everybody, a horse riding race in a spa town Trenčianske Teplice were provided. TIPOS sponsored an alternative theater and dance academy whose activities includes tutorials for professionals, semi-professionals and commencing artists, seminars, festivals, workshops and conferences.



REPORT OF THE BOARD OF DIRECTORS ON ECONOMIC RESULTS FOR THE YEAR 2012

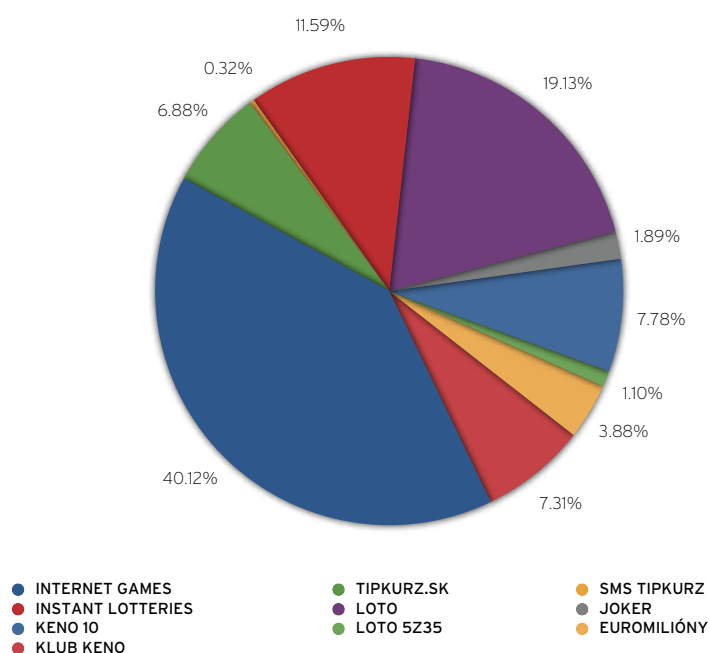
FINANCIAL RESULTS FOR 2012

Sales

Gross sales from games of chance account for 99.60% of overall company revenues. In 2012 they reached the level of 358,649,968 EUR, which represents an increase of 14.18% year-on-year with 2011.

Structure of sales from games of chance in EUR	2012	2011	Abs. 12/11	Relat.% 12/11
NUMBERS LOTTERIES	147,518,847	154,097,410	-6,578,563	95.73
LOTO	68,686,830	71,656,546	-2,969,716	95.86
JOKER	6,791,613	6,196,672	594,941	109.60
KENO 10	27,921,526	27,421,168	500,358	101.82
LOTO 5 z 35	3,940,874	2,577,703	1,363,171	152.88
EUROMILIÓNY	13,917,541	18,358,440	-4,440,899	75.81
KLUB KENO	26,260,463	27,886,882	-1,626,419	94.17
INTERNET GAMES	144,034,780	108,695,587	35,339,193	132.51
Internet bets TIPKURZ.SK	24,691,137	19,495,554	5,195,583	126.65
SMS TIPKURZ	1,165,249	882,385	282,864	132.06
INSTANT LOTTERIES	41,239,955	30,944,978	10,294,977	133.27
TOTAL	358,649,968	314,115,913	44,534,054	114.18

Share of individual games in overall sales - 2012



Levies from games of chance

The gross volume of levies from operations of games of chance into the state budget of the Slovak Republic represents a sum of 32,068,211 EUR, which represents year-on-year growth in comparison with 2011 by 1,487,678 EUR or 4.86%. At the same time this is highest value for total achieved levies since the start-up of the company.

The company thus maintains its position as the largest contributor to the state budget from all operators of games of chance in Slovakia.

Structure of levies from games of chance in EUR	2012	2011	Abs. 12/11	Relat. % 12/11
NUMBERS LOTTERIES	27,263,831	26,682,061	581,770	102.18
INTERNET GAMES	1,020,645	799,204	221,441	127.71
Internet bets TIPKURZ.SK	491,211	514,251	-23,040	95.52
SMS TIPKURZ	64,089	46,124	17,965	138.95
INSTANT LOTTERIES	3,228,435	2,538,893	689,542	127.16

The largest share in the overall levies was typically achieved by the numbers lotteries. Levies from these represents 85.02% of the total levies from the company.

Paid out winnings

For 2012 more than 35 million winnings were paid out with a total value of 267,444,915 EUR.

Structure of winnings in EUR	2012**	2011*	Abs. 12/11	Relat. % 12/11
NUMBERS LOTTERIES	75,042,734	77,885,566	-2,842,832	96.35
INTERNET GAMES	140,254,614	105,735,571	34,519,043	132.65
Internet bets TIPKURZ.SK	22,871,835	17,590,922	5,280,913	130.02
SMS TIPKURZ	968,176	728,972	239,204	132.81
INSTANT LOTTERIES	25,815,587	17,877,264	7,938,323	144.40

* The data does not include obligatory subsidies in the amount of 740,207 EUR and a bonus prize of 2,000,000 EUR

**The data does not include obligatory subsidies in the amount of 491,969 EUR and a bonus prize of 2,000,000 EUR

From the structure of paid out winnings according to the individual products, it follows that in a year-on-year comparison the greatest growth was recorded in the instant lottery games, namely by 44.40%.

10 biggest winnings in the history of TIPOS in EUR					
Pos.	Amount won in EUR	Game	Year	Wagering period	Region
1.	11,002,675	LOTO	2009	3 rd week - Sunday	Bet received via the gaming portal www.tipos.sk
2.	7,782,561	EUROMILIÓNY	2011	23 rd week - Friday	Košice
3.	6,317,277	LOTO	2012	32 nd week - Sunday	Trnava
4.	3,668,810	LOTO	2009	44 th week - Wednesday	Nitra
5.	3,394,035	LOTO	2007	46 th week - Wednesday	Prešov
6.	3,359,416	LOTO	2007	36 th week - Wednesday	Bratislava
7.	3,014,660	LOTO	2009	17 th week - Sunday	Košice
8.	2,997,340	LOTO	2005	23 rd week - Sunday	Bratislava
9.	2,835,116	LOTO	2007	37 th week - Sunday	Bratislava
10.	2,831,527	LOTO	2011	43 rd week - Sunday	Bratislava

BUSINESS PARTNERS

Mandate relations and sales network

In 2012 the Internet sales reached the highest peak for past three years. Electronic sales points (Internet, SMS) share comes close to share of sales outlets at the total revenues of TIPOS.

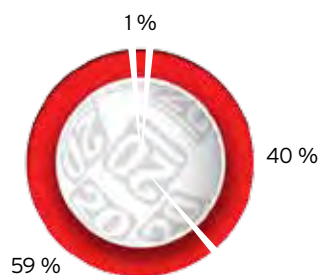
General customer behaviour changes reflects how people play games in Slovakia. A need to play when I have time and feel like it. To play conveniently, safely and discreetly in the private. Expectations of higher interaction, action and fun. Desire to enjoy the game and winning immediately. These are main reasons why the share of electronic sales channels still grows. TIPOS reflects changes in players' behaviour and prepares significant improvements in a form of greater variety, design, attractiveness and availability of games on the Internet.



Selling channels

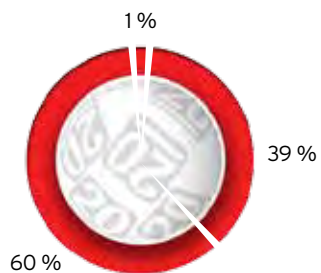
On-line outlets + Internet + SMS

Shares of channels for annual sale for 2010



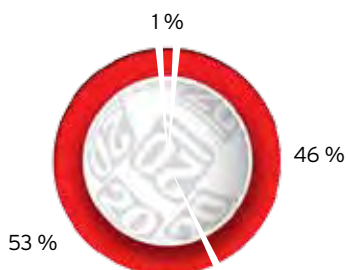
1 %	SMS mobile phones: 4,232,998.20 EUR
40 %	Internet: 135,507,140 EUR
59 %	Outlets with ON-LINE terminal: 203,292,817 EUR

Shares of channels for annual sale for 2011



1 %	SMS mobile phones: 4,610,062.40 EUR
39 %	Internet: 132,687,375.10 EUR
60 %	Outlets with ON-LINE terminal: 204,708,062.50 EUR

Shares of channels for annual sale for 2012



1 %	SMS mobile phones: 5,289,987.60 EUR
46 %	Internet: 173,804,225.60 EUR
53 %	Outlets with ON-LINE terminal: 202,307,559.45 EUR

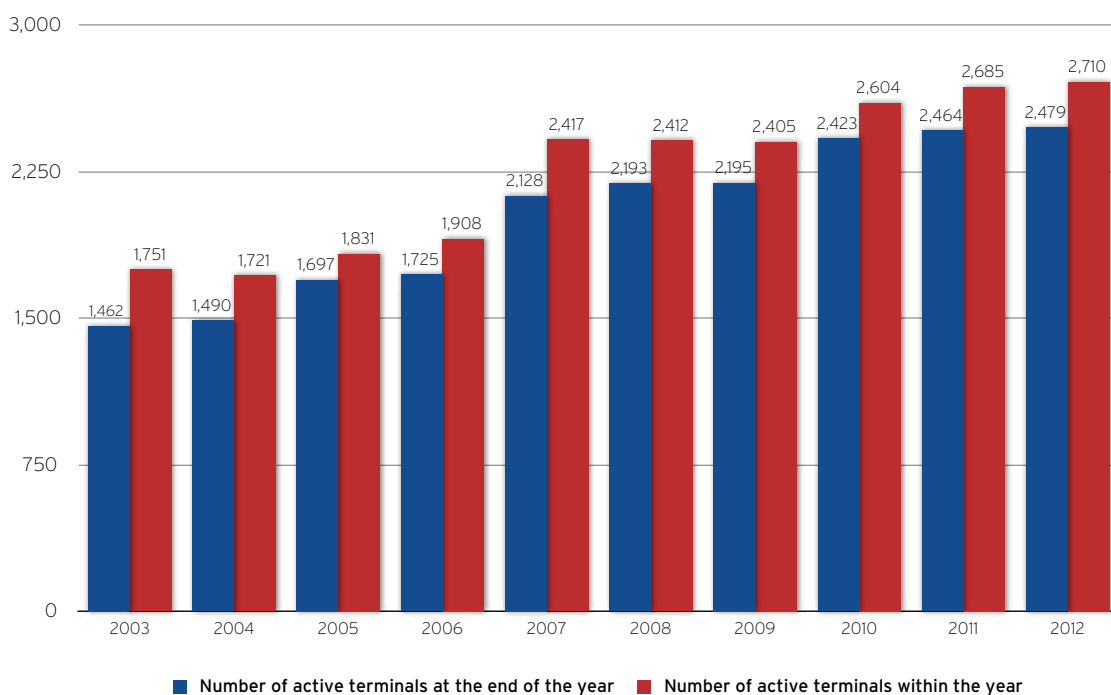
Revenues of on-line outlets include sale of non-lottery product and services of Slovak Telecom, a.s. and Orange Slovensko, a.s. - charging of EASY and PRIMA card that are not revenues of the company and were as follows:

- in 2012 in the amount of 20,840,083 EUR
- in 2011 in the amount of 26,323,030 EUR
- in 2010 in the amount of 30,971,139 EUR

Regional covering of Slovakia

In 2012 TIPOS operated 2,479 active terminals in its business partners network in Slovakia. In last 10 years the number of active terminals was increased by 70% - from 1,462 (2003) to 2,479 (2012). The main reason was, besides the increased demand, effort of TIPOS to become more convenient for its players and be available in different region of Slovakia. To let them play their favourite games where they live instead of spending time and money on traveling to the nearest terminals to place a bet on their favourite numbers lottery.

Number of terminals in the business network for online sales outlets



Average revenue EUR/ citizen

The average revenue per citizen for TIPOS products depends on their economic power, positive relations to the society, game playing and availability of TIPOS outlets.

In general, the highest average revenues per citizen are reached in big cities in the south and south-west of Slovakia. The differences between the highest revenue per citizen (74 EUR, Bratislava) and the lowest revenues (12 EUR, Sobrance) is more than 6 times.

from	to	
10	20	Sobrance, Tvrdošín, Námestovo, Sabinov, Gelnica, Stará Ľubovňa
20	30	Myjava, Bardejov, Medzilaborce, Stropkov, Krupina, Levoča, Čadca, Košice-okolie, Turčianske Teplice, Kežmarok, Vranov nad Topľou, Bytča, Skalica, Zlaté Moravce, Detva, Trebišov, Veľký Krtíš, Poltár, Bánovce nad Bebravou, Snina, Svidník
30	40	Michalovce, Žarnovica, Ružomberok, Liptovský Mikuláš, Púchov, Dolný Kubín, Nové Mesto nad Váhom, Kysucké Nové Mesto, Banská Štiavnica, Revúca, Martin, Prešov, Rimavská Sobota, Rožňava, Brezno, Spišská Nová Ves, Humenné, Hlohovec, Senica, Považská Bystrica, Šaľa, Partizánske, Nové Zámky, Žilina, Senec, Zvolen, Ilava, Levice, Komárno, Trnava
40	50	Lučenec, Bratislava 4, Prievidza, Košice 3, Nitra, Žiar nad Hronom, Banská Bystrica, Trenčín, Bratislava 5, Pezinok, Košice 4, Topoľčany, Malacky, Poprad, Košice 2
50	60	Piešťany, Galanta, Dunajská Streda, Bratislava 2
60	70	Bratislava 1, Košice 1, Bratislava 3

Business partners - mandators

Every year TIPOS continually increases number of active business partners who provide the services based on the mandate contracts.

The highest number of representative business partners are physical entities, entrepreneurs (985) followed by legal entities (284). The lowest is number of associations (33).

Representation of business partners within the year

	Business partners	Number	Revenues in EUR	Revenues share	Terminals	Terminals share
1	Physical entity	1,106	75,002,727.15	37.07 %	1,285	47.42 %
2	Legal entity	318	116,738,952.20	57.70 %	1,349	49.78 %
3	Associations	34	10,565,880.15	5.22 %	76	2.80 %
	Mandate activities	1,458	202,307,559.50	100.00 %	2,710	100.00 %

Despite the fact TIPOS is a medium size company with its number of internal employees, through network of its business partners contributes to employ several thousands citizens of Slovakia.

For high number number of TIPOS business partners, only 10 subjects (0.75% of business partners) participate on 43% of all revenues of mandate activities. Even higher 45% share is on the sale of numbers and instant lotteries.

PRODUCTS PORTFOLIO

NUMBERS LOTTERIES



LOTO

- a numbers lottery of the LOTO type;
- 6 out of 49;
- six winning numbers and one additional bonus are drawn from a set of individual numbers in the range of 1 - 49 for 1st draw and six winning numbers and one additional bonus are drawn from a set of individual numbers in the range of 1 - 49 for 2nd draw;
- drawing of winning numbers for the 1st and 2nd draw takes place twice a week, on Wednesday and Sunday;
- the prize pool is made up of the product of the number of bets received times the price of a wager for a single bet;
- the price for one bet on both the 1st and 2nd draws (a double-bet) is 0.70 EUR;
- the prize pool is made up of 50% of the gross wagers for a given game for the relevant betting period; it is divided into equal ratios for the prize pool of the 1st and 2nd draw;
- the prize pool is divided into a winning sums for individual winning categories as follows:

Winning categories	Number of matches	Distribution of prize pool
I.	6	32 %
II.	5 + 1	6 %
III.	5	9 %
IV.	4	13 %
V.	3	40 %

- Jackpot - shifting of accumulated funds allocated for the 1st winning category to the betting period when the prize in 1st winning category is reached;
- Jackpot is guaranteed in a minimum amount of 300,000 EUR.

LOTO	2012	2011	2010
Revenue in EUR	68,686,830	70,892,263	78,644,690
% share of overall revenue	19.13	22.63	25.80



LOTO 5 Z 35

- a numbers lottery of LOTO type;
- players guess 5 numbers out of 35 total numbers;
- 5 numbers out of 35 are draw;
- the drawing took place once a week, on Sunday until 19th week of 2012 and from 20th week twice a week, on Wednesday and Sunday;
- the prize pool is made up of the product of the number of bets received times the price of a single bet;
- the price for one bet is 0.30 EUR;
- the prize pool is made up of 52% of the gross wagers for the relevant betting period;
- the prize pool is divided into winning sums for individual winning categories (from 20th week of 2012) as follows:

Winning categories	Number of matches	Distribution of the prize pool
I.	5	52 % of the prize pool
II.	4	48 % of the prize pool
III.	3	Fixed win in the amount of 3.30 EUR

- Jackpot - shifting of accumulated funds allocated for the 1st winning category to the betting period when the prize in 1st winning category is reached.
- An additional game JOKER is bound to the number lottery LOTO or LOTO 5 z 35 (from May 14th, 2012).

LOTO 5 Z 35	2012	2011	2010
Revenue in EUR	3,940,874	2,534,794	2,310,613
% share of overall revenue	1.10	0.81	0.76



JOKER

- an additional game is bound to the number lottery LOTO or LOTO 5 z 35 (from May 14th, 2012);
- a bet on the final six digits of ticket number confirming by placing a bet;
- the drawing takes place twice a week, on Wednesday and Sunday;
- the prize pool is made up of summary of bets received for the relevant betting period;
- the prize pool is made up of the product of the number of bets received times the price of a single bet;
- the price for a bet is 0.35 EUR;
- the prize pool is made up of 50% of the gross wagers for the relevant betting period;
- structure of prize pool is made up of fixed winnings from 2nd to 5th category, if there is no Jackpot, there is a fixed winning, min. of 6 600 EUR;
- the prize pool is divided into winning sums for individual winning categories as follows:

Winning categories	Number of matches	Distribution of the prize pool
I.	6	Remains of the overall parts determined for winners, min. 6,600 EUR
II.	5	3,300 EUR
III.	4	330 EUR
IV.	3	33 EUR
V.	2	3.30 EUR

- Jackpot - shifting of accumulated funds allocated for the 1st winning category to the betting period when the prize in 1st winning category is reached.

JOKER	2012	2011	2010
Revenue in EUR	6,791,613	6,129,485	6,307,112
% share of overall revenue	1.89	1.96	2.07

EUROMILIÓN

- a numbers lottery of the LOTO type with a power ball element and a combined matrix of 7/35 and 1/5;
- a player guess 7 numbers out of 35 and 1 number out of 5;
- 7 LOTO numbers out of 35 are drawn and one winning power ball number;
- the drawing takes place once a week, on Friday;
- the prize pool is made up of the product of the number of bets received times the price of a single bet;
- the price of one bet is 1.10 EUR;
- the prize pool is made up of 50% of the gross wagers for the relevant betting period;
- the prize pool is divided into winning sums for individual winning categories as follows:

Winning category	Number of matches	Distribution of prize pool
1.	7 + 1	18 %
2.	7	4 %
3.	6 + 1	4 %
4.	6	5 %
5.	5 + 1	5 %
6.	5	5 %
7.	4 + 1	7 %
8.	4	13 %
9.	3 + 1	16 %
10.	0 + 1	23 %

- Jackpot (EUROJACKPOT) - shifting of the accumulated funds allocated for the 1st winning category into the betting period when the prize in the 1st winning category is reached;
- minimum guaranteed Jackpot is 1,000,000 EUR.

EUROMILIÓN	2012	2011	2010
Revenue in EUR	13,917,541	18,358,483	14,150,257
% share of overall revenue	3.88	5.86	4.70



KENO 10

- a numbers lottery of the keno type;
- players choose from 1 to 10 numbers out of a possible 80 numbers;
- a draw takes place every day of the week with 20 winning numbers being drawn; in May 2007 the KENO PLUS bet was introduced with players betting on;
- KENO PLUS bet - choosing one of their chosen numbers as the last winning number to be drawn in that day's draw;
- the price of a bet is a minimum of 0.20 EUR and then multiples of that amount up to a maximum of 4 EUR (multiple of min. bet of 0.20 EUR);
- with bets on KENO PLUS, the overall fee for one tip is always twice the chosen stake with half covering the bet without KENO PLUS and half the KENO PLUS bet;
- the prize pool is made up of 100% of the gross wagers for the relevant betting period;
- the winning amount is set by a combination of how many numbers have been chosen, how many numbers correctly tipped and the amount of money staked and depends on a bet with or without KENO PLUS number;
- the prize pool is divided into winning sums for individual winning categories as follows:

Number of correctly tipped numbers	Total of number chosen																				
	10		9		8		7		6		5		4		3		2		1		
	A	B	A	B	A	B	A	B	A	B	A	B	A	B	A	B	A	B	A	B	
10	200,000x	500,000x																			
9	10,000x	25,000x	50,000x	125,000x																	
8	500x	1,250x	2,000x	5,000x	20,000x	50,000x															
7	20x	50x	200x	500x	400x	1,400x	4,000x	10,000x													
6	10x	25x	20x	50x	40x	140x	100x	300x	600x	2 100x											
5	3x	9x	3x	9x	4x	19x	10x	30x	20x	70x	200x	600x									
4		2x		2x	1x	6x	2x	12x	2x	12x	16x	46x	50x	170x							
3		2x		2x		2x		4x	1x	6x	2x	12x	8x	33x	16x	66x					
2		2x		2x		2x		3x		5x		5x		7x	2x	22x	8x	58x			
1		6x		7x		3x		3x		5x		5x		5x		5x		10x	2x	42x	
0	1x		1x		1x		1x		1x												

KENO 10	2012	2011	2010
Revenue in EUR	27,921,526	27,341,675	26,708,338
% share of overall revenue	7.78	8.73	8.79



KLUB KENO

- a numbers lottery of the keno type;
- players choose from 1 to 7 numbers out of 80 possible numbers;
- only on-line bets;
- a draw of winning numbers takes place every 4 minutes in the course of a playing day, which is usually every day of the week;
- 253 drawings during a day;
- during every draw, 20 winning numbers are drawn out of 1 to 80;
- the price of a bet is from 0.30 EUR (minimum) and multiples of this amount up to a maximum of 1.80 EUR;
- the winning amount is set by a combination of how many numbers have been chosen, how many numbers correctly tipped and the amount of money staked;
- value of individual winnings represents conjunction of bets and equal winning multiple as follows:

Number of correctly tipped numbers	Total of number chosen						
	7	6	5	4	3	2	1
7	3,000x						
6	100x	700x					
5	20x	30x	200x				
4	3x	5x	25x	55x			
3		2x	2x	5x	23x		
2				1x	2x	10x	
1							2x
0	1x						

KLUB KENO	2012	2011	2010
Revenue in EUR	26,260,463	27,827,251	28,558,644
% share of overall revenue	7.31	8.88	9.40

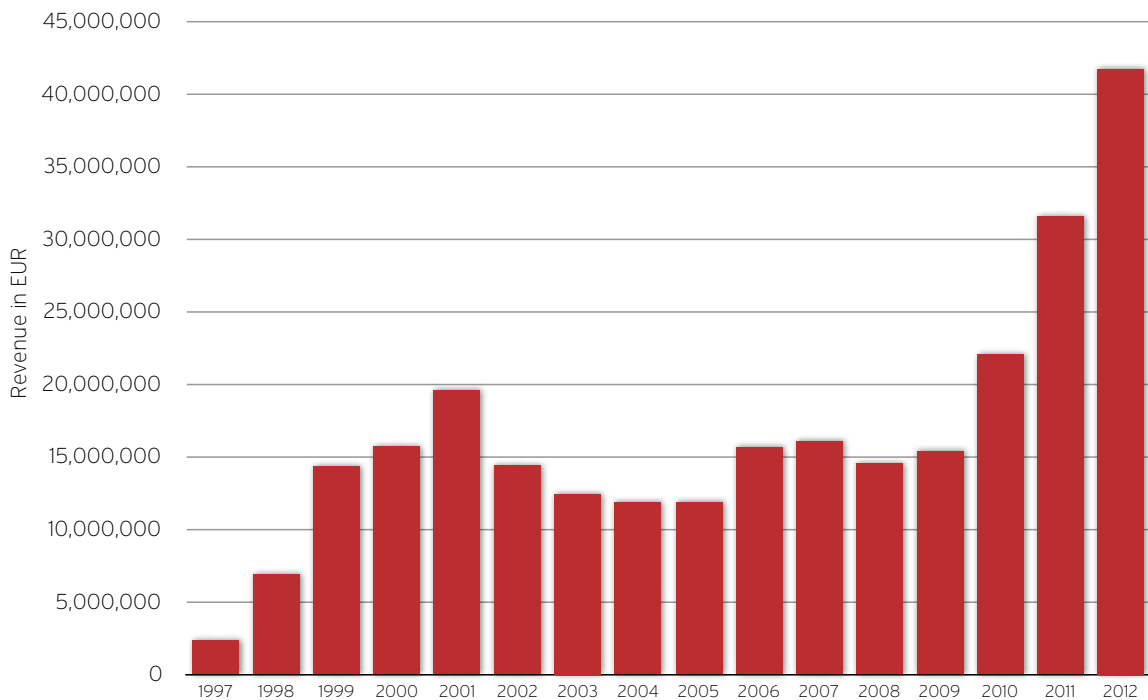
INSTANT LOTTERIES

2012 is the third year that we can consider to be historically the most successful and promising period for product line of instant lotteries - scratch cards.

In 2012 the company entered 12 new instant lotteries onto the market with an overall value of 54.3 mil EUR cards. The overall revenue from sales of instant lotteries was 41,741,925 EUR meaning 42,189,225 sold cards. An increase of 33.27% in 2011, in total it is increase of 10,294,977 EUR. Number of sold cards is 3.45 mil cards more than in 2011.

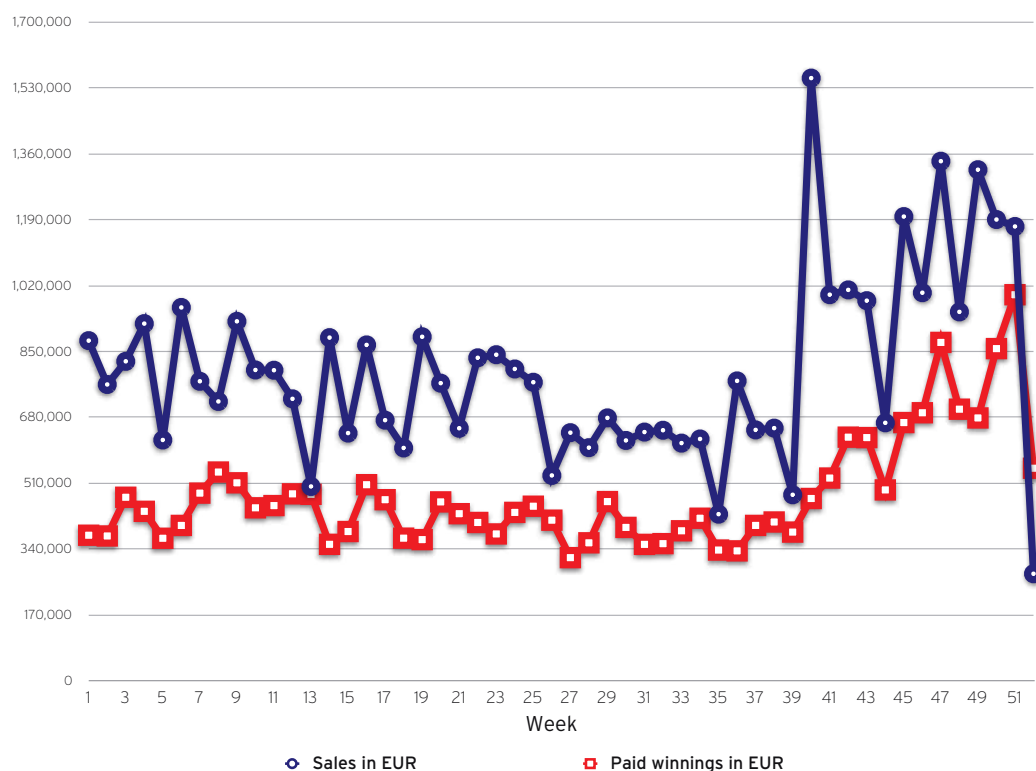
In 2012 as a result of volume sales cards growth as well as gradual movement of price per piece to the higher level, the average price of sold card went up from 0.82 EUR in 2011 to 0.99 EUR in 2012.

Summary of sales in 1997-2012

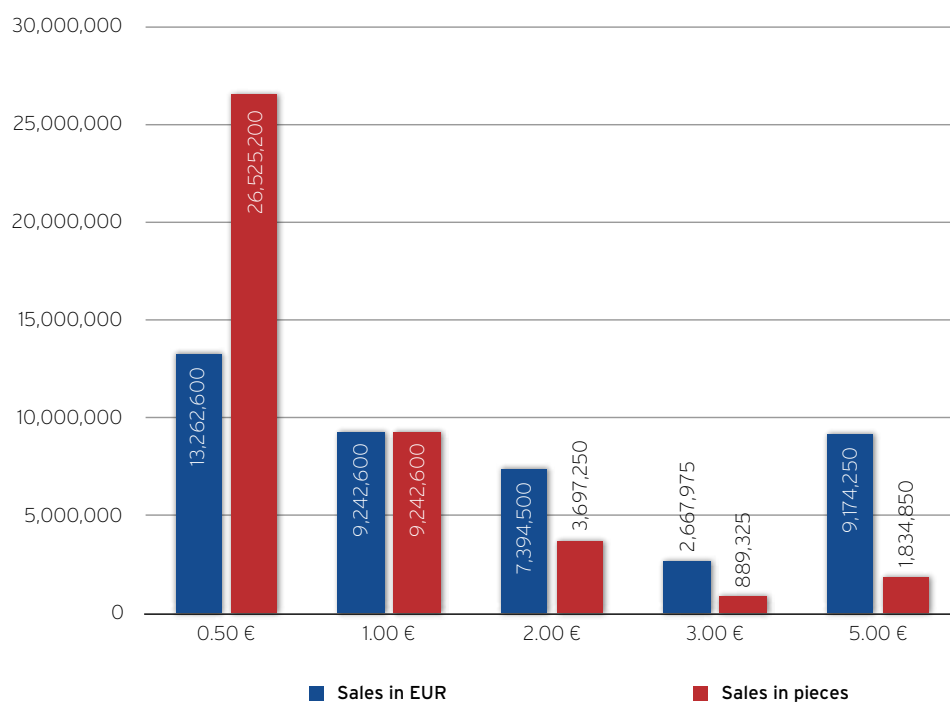


* figures for 1997 to 2008 are converted from SKK to € with exchange rate of 30.1260

Summary of sales and paid winnings in 2012



Summary of instant lottery sales in EUR and pieces according to nominal value



* The summary does not include accrued receipts and adjustment of account in the amount of 501,970 EUR

Summary of instant lotteries sales in 2012

	Game nr.	Name of IL	Nominal value in EUR	Print run	Revenue in EUR	Revenue in pieces	Winnings in EUR	Winnings in pieces
OLD IL	1101	Prasa v žite	0.50		5,300.00	10,600	34,315.00	38,979
	1102	Kominár	0.50		86,100.00	172,200	118,315.00	112,009
	1104	Bankomat	2.00		96,500.00	48,250	95,331.00	18,655
	1105	Super prasa v žite	1.00		15,700.00	15,700	19,125.00	9,004
	1106	Pat a Mat	0.50		482,200.00	964,400	394,399.00	296,445
	1107	Šťastné čísla	1.00		170,100.00	170,100	196,486.00	72,098
	1109	Ohnivá 5	0.50		624,400.00	1,248,800	471,139.00	335,826
	1110	Super prasa v žite	1.00		132,100.00	132,100	118,036.00	53,818
	1111	Bláznivé kocky	2.00		1,071,400.00	535,700	746,178.00	163,542
	1112	Super Prasa v žite	1.00		370,600.00	370,600	279,893.00	120,502
	1113	Vianočná lotéria	5.00		5,000.00	1,000	153,000.00	13,054
	1114	Super Prasa v žite	1.00		683,100.00	683,100	466,600.00	208,569
	1115	Zlato	3.00		1,807,125.00	602,375	1,215,255.00	147,648
NEW IL	1201	Prasa v žite	0.50	14,800,000	6,760,000.00	13,520,000	3,772,048.00	3,646,328
	1202	Sejf	5.00	1,000,000	2,988,125.00	597,625	1,995,755.00	132,075
	1203	Rýchla 5	1.00	5,000,000	2,553,800.00	2,553,800	1,379,439.00	515,936
	1204	Amorov šíp	2.00	1,000,000	1,623,300.00	811,650	945,414.00	180,102
	1205	Kominár	0.50	12,000,000	5,304,600.00	10,609,200	2,874,807.00	2,570,362
	1206	Super Prasa v žite	1.00	5,000,000	1,535,200.00	1,535,200	826,910.00	354,884
	1207	Bingo	2.00	2,000,000	2,076,700.00	1,038,350	1,141,039.00	219,512
	1208	Smajlík	1.00	4,000,000	2,008,700.00	2,008,700	1,001,093.00	403,537
	1209	Znamená	2.00	3,000,000	2,526,600.00	1,263,300	1,404,336.00	270,069
	1210	Ovocíčko	1.00	4,000,000	1,773,300.00	1,773,300	901,368.00	358,256
	1212	Vianočná lotéria	5.00	1,500,000	6,181,125.00	1,236,225	4,081,120.00	270,529
	1213	Drahokamy	3.00	1,000,000	860,850.00	286,950	364,642.00	46,933
	TOTAL				54,300,000	41,741,925.00	42,189,225	24,996,043.00

PRASA V ŽITE #1201

Period of sale: January 2nd, 2012 - January 1st, 2013

- the eighth version of the Prasa v žite scratch card;
- a scratch card in five colour variants;
- the card contains one playing field covered with scratch-off layer;
- the winning amount is determined by three matching sums;
- a card with three symbols of a „pig's head“ wins the main prize worth 5,000 EUR.

PRASA V ŽITE #1201	2012
Revenue in Euro	6,760,000
% share of overall revenue	16.19
% gaming revenue share	1.88



SEJF #1102

Period of sale: January 13th, 2012 - January 12th, 2013

- a cratch card in a form of a card with a money motif;
- the scratch card contains five integrated cards with ten games covered with scratch-off layer;
- two principles of the game lie in finding three identical symbols and same sums;
- a main prize worth 75,000 EUR.

SEJF #1202	2012
Revenue in Euro	2,988,125
% share of overall revenue	7.16
% gaming revenue share	0.83



RÝCHLA 5 #1203

Period of sale: January 23rd, 2012 - January 22nd, 2013

- an instant lottery with a lucky number 5 motif on it;
- the card contains one playing field covered with a scratch-off layer;
- the principle of the game lies in finding symbol 5;
- a main prize worth 10,000 EUR.

RÝCHLA 5 #1203	2012
Revenue in Euro	2,553,800
% share of overall revenue	6.12
% gaming revenue share	0.71



AMOROV ŠÍP #1204

Period of sale: February 6th, 2012 - June 25th, 2012

- the fourth version of the Lásky čas scratch card;
- an occasional instant lottery with a motif of love;
- the card contains five playing fields marked as TVOJE ŠŤASTNÉ ČÍSLO, HRA 1, HRA 2, HRA 3 and HRA 4 covered by a scratch-off layer;
- the principle of the game lies in finding a number from TVOJE ŠŤASTNÉ ČÍSLO field in playing field HRA 1 - HRA 4;
- a main win worth 20,000 EUR.

AMOROV ŠÍP #1204	2012
Revenue in Euro	1,623,300
% share of overall revenue	3.89
% gaming revenue share	0.45



KOMINÁR #1205

Period of sale: February 27th, 2012 - February 26th, 2013

- an instant lottery with a good luck motif on it;
- the card contains one playing field covered with a scratch-off layer;
- the principle of the game lies in finding three identical symbols;
- main prize worth 5,000 EUR;
- bonus: quadruple of the winning.

KOMINÁR #1205	2012
Revenue in Euro	5,304,600
% share of overall revenue	12.71
% gaming revenue share	1.48



SUPER PRASA V ŽITE #1206

Period of sale: March 15th, 2012 - March 15th, 2013

- the fifth version of the SUPER Prasa v žite scratch card;
- the card contains two playing fields covered with scratch-off layer;
- in the first game the winning amount is determined by three matching sums;
- a card with three symbols of a „pig's head“ wins the main prize worth 10,000 EUR;
- in the second game the principle lies in finding three identical symbols, main prize is constant in the amount of 10,000 EUR.

SUPER PRASA V ŽITE #1206	2012
Revenue in Euro	1,535,200
% share of overall revenue	3.68
% gaming revenue share	0.43



BINGO #1207

Period of sale: April 2nd, 2012 - April 2nd, 2013

- an instant lottery with BINGO principle simulation;
- the card contains one playing field marked as VÝHERNÉ ČÍSLA and three BINGO fields covered with scratch-off layer;
- the principle of the game lies in finding VÝHERNÉ ČÍSLA in BINGO fields in winning order LÍNIA, 4 ROHY or in a shape of X;
- a main prize worth 30,000 EUR.

BINGO #1207	2012
Revenue in Euro	2,076,700
% share of overall revenue	4.98
% gaming revenue share	0.58



SMAJLÍK #1208

Period of sale: May 7th, 2012 - May 7th, 2013

- instant lottery with a smiley motif;
- the card contains two playing fields covered by a scratch-off layer;
- the principle lies in finding smiley symbol in a row;
- the winning amount in the second game is set by three identical symbols in the amount of win
- a main win worth 10,000 EUR.

SMAJLÍK #1208	2012
Revenue in Euro	2,008,700
% share of overall revenue	4.81
% gaming revenue share	0.56



ZNAMENIA #1209

Period of sale: May 28th, 2012 - May 28th, 2013

- instant lottery with zodiac signs motif in four graphics reflecting zodiac signs according to elements;
- the card contains one playing field consisting of two parts marked as VÝHERNÉ ZNAMENIA and TVOJE ZNAMENIA covered with scratch-off layer;
- the principle lies in finding the same symbols in TVOJE ZNAMENIA field and VÝHERNÉ ZNAMENIA;
- a main win worth 25,000 EUR.

ZNAMENIA #1209	2012
Revenue in Euro	2,526,600
% share of overall revenue	6.05
% gaming revenue share	0.70



OVOCÍČKO #1210

Period of sale: June 15th, 2012 - June 15th, 2013

- an instant lottery with a fruit motif on it;
- the card contains one playing field divided into three games covered with a scratch-off layer;
- the principle of the game lies in finding three identical symbols;
- main prize worth 10,000 EUR.

OVOCÍČKO #1210	2012
Revenue in Euro	1,773,300
% share of overall revenue	4.25
% gaming revenue share	0.49

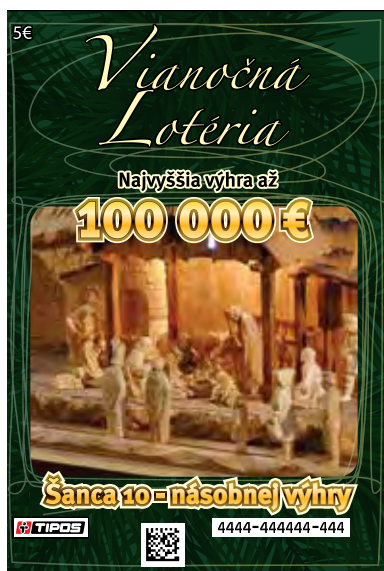


VIANOČNÁ LOTÉRIA #1212

Period of sale: October 1st, 2012 - December 31st, 2012

- occasional instant lottery;
- a scratch card as an opening card;
- a card contains 24 playing fields with winning symbols and a playing field VIANOČNÝ BONUS with one number out of ten, all fields are covered with a scratch-off layer;
- the principle lies in finding of winning symbols in 24 fields, the amount of winning is set by given numbers of the same symbols shown in legend;
- bonus as a multiple of winning;
- main prize worth 100,000 EUR.

VIANOČNÁ LOTÉRIA #1212	2012
Revenue in Euro	6,181,125
% share of overall revenue	14.81
% gaming revenue share	1.72



DRAHOKAMY #1213

Period of sale: November 20th, 2012 - November 20th, 2013

- instant lottery with a precious stone motif in three colours and graphic designs;
- the card contains two playing fields (two games) covered with a scratch-off layer;
- main prize of 35,000 EUR.

DRAHOKAMY #1213	2012
Revenue in Euro	860,850
% share of overall revenue	2.06
% gaming revenue share	0.24



INTERNET GAMES

- the Internet (gambling) games are operated exclusively via Internet network and on official website www.tipos.sk;
- players must register and sign-in into their account on registering and payment portal of the provider from which they pay bets and to which they receive the winnings;
- financial means are transferred from the player's account to the personal account via standard commercial bank tools;
- types of Internet games:
 - TIPKURZ.SK
 - TIPCLUB
 - e-CASINO
 - e-ZREBY
 - e-BINGO



TIPKURZ.SK

- Internet fixed-odds game for sports and other events.

Revenues and winnings in TIPKURZ.SK Internet game:

TIPKURZ.SK	2012	2011	2010
Revenues in EUR	24,691,136.60	19,495,553.50	17,860,475.80
Winnings in EUR	22,871,835.26	17,590,921.87	16 002 500.76
% winning share	92.63	90.23	89.60

TIPCLUB

e-KLUB KENO

- a number game of the keno type in which players choose from 1 to 7 numbers and 20 numbers out of 80 are drawn;
- the choice of bet is done by making a manual choice of numbers from the playing field or automatically by making a random tip;
- the draw is done through generating random numbers;
- the minimum stake is 0.30 EUR for one tip and one draw; the maximum stake is 1.80 EUR and is limited by the current balance.

Total numbers correctly tipped	Total numbers chosen						
	7	6	5	4	3	2	1
7	3,000x						
6	100x	700x					
5	20x	30x	200x				
4	3x	5x	25x	55x			
3		2x	2x	5x	23x		
2				1x	2x	10x	
1							2x
0	1x						

Revenue and winnings in e-KLUB KENO Internet game:

e-KLUB KENO	2012	2011	2010
Revenues in EUR	465,705.30	427,454.10	341,884.73
Winnings in EUR	267,380.10	261,651.90	208,045.50

e-CASINO

Internet e-ROULETTE

- an Internet form of the classic roulette wheel with 37 numbers including 0 on the wheel;
- the choice of bet is done by placing your stake on one or more of the standard positions (number, even, odd, low, high, dozens, columns, 4 numbers, 6 numbers etc.) on the roulette wheel;
- minimum stake is 0.50 EUR, then multiples thereof with the maximum stake limited by the system;
- winning amounts are multiples of the stake according to standard roulette matrix.

Revenue and winnings in the ROULETTE Internet game:

Internet e-ROULETTE	2012	2011	2010
Revenues in EUR	99,314,741.00	70,982,853.50	66,733,699.00
Winnings in EUR	97,163,808.25	69,388,060.50	65,161,851.50

Internet e-BLACKJACK

- an Internet form of the classic BLACKJACK card game;
- the game takes place on a table with seven betting boxes arranged in a semicircle, the player plays in the middle box against the croupier who deals out individual cards at the instruction of the player;
- minimum stake is 0.50 EUR, then multiples thereof with the maximum stake limited by the player's account balance at the time;
- winning amounts are multiples of the stake according to standard Blackjack rates.

Revenues and winnings in BLACKJACK Internet game:

Internet e-BLACKJACK	2012	2011	2010
Revenues in EUR	17,749,779.25	16,451,120.75	16,457,268.00
Winnings in EUR	17,245,520.00	15,926,064.25	15,913,691.50

Internet e-POKER

- an Internet form of the classic POKER card game;
- the player plays against the croupier in only one betting box on the poker table;
- minimum stake is 0.50 EUR, then multiples thereof with the maximum stake limited by the system;
- winning amounts are multiples of the stake according to standard poker rates.

Revenue and winnings in the POKER Internet game:

Internet e-POKER	2012	2011	2010
Revenues in EUR	5,853,942.50	4,735,757.00	11,234,304.00
Winnings in EUR	5,639,162.00	4,570,328.00	10,897,541.00

Internet slot machines - three- and five-reel

- a traditional three-reel or five-reel slot machine with graphic symbols;
- the entry fee is 0.50, 1 or 5 EUR;
- the winning amounts are multiples of the stake according to the standard rates for slot machines.

Revenues and winnings in Internet 3-reel and 5-reel slot machines together:

Internet slot machines - three- and five-reel	2012	2011	2010
Revenues in EUR	437,199.00	345,831.00	393,458.50
Winnings in EUR	330,188.00	258,081.50	297,289.50

New Internet slot machines - three-reel

- three new games were launched in December 2012;
- traditional three-reel slot machine with graphic symbols;
- the entry fee is 0.50, 1, 1.5, 2, 2.5, 3, 3.5, 4, 4.5 or 5 EUR;
- the winning amounts are multiples of the stake according to the standard rates for slot machines.

Revenues and winnings in Internet 3-reel and 5-reel slot machines together:

New Internet slot machines - three-reel	2012
Revenues in EUR	272,114.50
Winnings in EUR	247,178.25

Internet game e-Texas Hold'em Poker

- a specific version of poker enabling two or more players to play against one another at the card table, so-called multipoker;
- players can choose their table and sit at either an open table or open their own table;
- playing tables differ according to minimum and maximum stakes from 0.50 EUR to 20 EUR;
- winning amounts are set according to the standard structure of poker games. Winners have to pay a certain charge to the operator.

e-Texas Hold'em Poker	2012	2011	2010
Revenues in EUR	15,162,967.81	12,971,060.31	10,896,345.32
Winnings in EUR	14,845,664.70	12,697,703.34	10,664,916.31

Internet game e-MultiRoulette

- variety of roulette enabling two or more players to play against each other at one table;
- players can choose their table and sit at either an open table or open their own table;
- winning amounts are in accordance with the standard structure of roulette games.

e-MultiRoulette	2012	2011	2010
Revenues in EUR	1,710,654.00	1,495,266.50	338,643.00
Winnings in EUR	1,674,724.50	1,462,010.50	322,202.00

Internet game e-Texas Hold'em Poker Tournaments

- a specific poker card game;
- at registration a player pays defined fee (not valid for freerolle - free entrance);
- jackpot is divided according to a given key based on final positions of the players in the tournament;
- a player is randomly seated at one of the tournament tables before the beginning;
- each player receives the same number of tokens;
- structure of tokens and registration fee are defined in the tournament definition;
- the game follows No-Limit Texas Hold'em Poker rules;
- game management and seating of players is provided by the system.

e-Texas Hold'em Poker Tournaments	2012	2011
Revenues in EUR	320,357.05	105,118.80
Winnings in EUR	294,203.10	94,747.20

Internet game e-MultiBlackjack

- Blackjack game with 1 to 4 player at one table option;
- an Internet game with standard international rules valid for standard Blackjack;
- the stake according to winning amounts are multiples of standard Blackjack matrix.

e-MultiBlackjack	2012	2011
Revenues in EUR	1,307,341.00	410,821.25
Winnings in EUR	1,266,271.75	398,290.75

Internet game e-MultiPoker single

- a poker game with 1 to 4 players at one table;
- players can choose one of the open tables;
- the stake according to winning amounts are multiples of standard Poker matrix.

e-MultiPoker single	2012	2011
Revenues in EUR	98,749.50	63,363.50
Winnings in EUR	90,534.00	58,119.00

e - SCRATCH CARDS

Zlaté kopýtko 2011

Price of a card: 0,30 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- an electronic scratch card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 15 EUR.

Zlaté kopýtko	2012	2011	2010
Revenues in EUR	137,892.60	162,168.30	109,032.90
Winnings in EUR	124,315.25	145,730.75	98,333.85

Oslík otras sa 2011

Price of a card: 0,30 EUR

- an Internet game which simulates classic scratch cards in an electronic environment;
- the Oslík otras sa electronic scratch card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 15 EUR.

Oslík otras sa	2012	2011	2010
Revenues in EUR	159,862.50	106,525.50	85,854.60
Winnings in EUR	143,842.90	95,978.50	77,759.90

Truhlica pokladov

Price of a card: 0,65 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 30 EUR.

Truhlica pokladov	2012	2011	2010
Revenues in EUR	75,288.85	111,372.95	191,811.75
Winnings in EUR	69,088.75	100,582.20	171,517.85

Béčko Céčko 2011

Price of a card: 1 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 33 EUR.

Béčko Céčko	2012	2011
Revenues in EUR	79,312.00	115,748.00
Winnings in EUR	71,286.00	104,548.00

Veselá dúha

Price of a card: 0,50 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 35 EUR.

Veselá dúha	2012	2011
Revenues in EUR	147,104.50	6,691.50
Winnings in EUR	132,076.50	5,953.00

Šťastný slon

Price of a card: 1 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 50 EUR.

Šťastný slon	2012	2011
Revenues in EUR	159,863.00	1,192.00
Winnings in EUR	144,758.00	990.00

Bláznivá Rely

Price of a card: 2 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 100 EUR.

Bláznivá Rely	2012	2011
Revenues in EUR	303,648.00	6,814.00
Winnings in EUR	274,658.00	6,164.00

Fontána výhier

Price of a card: 0,50 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 25 EUR.

Fontána výhier	2012
Revenues in EUR	19,903.00
Winnings in EUR	18,255.50

Eso z rukáva

Price of a card: 1 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 5 symbols, having any three the same wins you a prize;
- the maximum win is 75 EUR.

Eso z rukáva	2012
Revenues in EUR	13,643.00
Winnings in EUR	12,031.00

Tvoja šťastena

Price of a card: 2 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 200 EUR.

Tvoja šťastena	2012
Revenues in EUR	17,960.00
Winnings in EUR	15,879.00

Zlatý gól

Price of a card: 3 EUR

- an Internet game which simulates traditional scratch cards in an electronic environment;
- the card has 6 symbols, having any three the same wins you a prize;
- the maximum win is 500 EUR.

Zlatý gól	2012
Revenues in EUR	25,116.00
Winnings in EUR	21,952.00

e-BINGO

- an Internet game based on the graphic simulation of a bingo game with cumulative jackpot;
- the level of the guaranteed jackpot is 330 EUR;
- tickets contain a combination of 25 numbers from 1 to 75;
- the price of one ticket is 0.65 EUR;
- players may buy from one to three tickets for each draw.

e-BINGO	2012	2011	2010
Revenues in EUR	201,635.85	196,428.05	154,308.05
Winnings in EUR	161,836.47	160,568.06	126,072.24

FIXED-ODDS BETS TIPKURZ SMS

- fixed-odds bets can be made only by sending short text messages (SMS);
- to make fixed-odd bets, players must sign in and register using their SIM cards;
- a player pays for their bets through their telephone bills with the relevant mobile operator;
- players can have winnings transferred to their personal bank account or can collect them in person at the company offices.

TIPKURZSMS	2012	2011	2010
Revenues in EUR	1,165,249.00	882,384.50	397,414.50
Winnings in EUR	968,176.38	730,962.86	298,542.57



NON-LOTTERY PRODUCTS

In 2012 TIPOS, národná lotériová spoločnosť, a. s., provided its customers with not only games of chance but also the following non- lottery products and services. In the sale and provision of these given products and services, the company its technological facilities and business network. Providing of such services is not obeyed by the law on gambling.

RECHARGING EASY CREDIT

- The service enables customers of the T-Mobile Slovakia a. s., Bratislava, mobile operator to make cash payments to recharge their EASY credit on prepaid mobile phone SIM cards through online terminals in TIPOS commercial sites;
- the price of credit is from 9 to 50 EUR;
- recharging is carried out by filling in a recharging ticket or by verbal request made to terminal staff.

Value of EASY credit recharge, number of recharges and average value per recharge:

EASY	2012	2011	2010
Value of credit recharges in EUR	13,524,695	17,240,738	20,418,963
Number of recharges	1,212,794	1,599,432	2,009,823
Average value of recharge in EUR	11.15	10.78	10.16

RENEWAL OF PRIMA CREDIT

- The service enables customers of the Orange Slovakia, a. s., Bratislava, mobile operator to pay cash to renew their PRIMA credit on mobile phone prepaid SIM cards through online terminals at TIPOS collection points;
- the amount of the recharge sum is from 9 to 50 EUR;
- recharging is carried out by filling in a recharging ticket or by verbal request made to terminal staff.

Value of PRIMA credit recharge, number of recharges and average value per recharge:

PRIMA	2012	2011	2010
Value of credit recharges in EUR	8,439,061	10,476,859	12,269,956
Number of recharges	847,715	1,062,262	1,257,640
Average value of recharge in EUR	9.96	9.86	9.76

TIPOSTICKET



- Sale of sports and cultural events service;
- sale of tickets is provided via:
 - a) TIPOS terminals for cash
 - b) booking on www.tiposticket.sk and cash payment in TIPOS premises
 - c) booking and credit payment on www.tipos.sk
- every ticket is protected with a unique bar code.

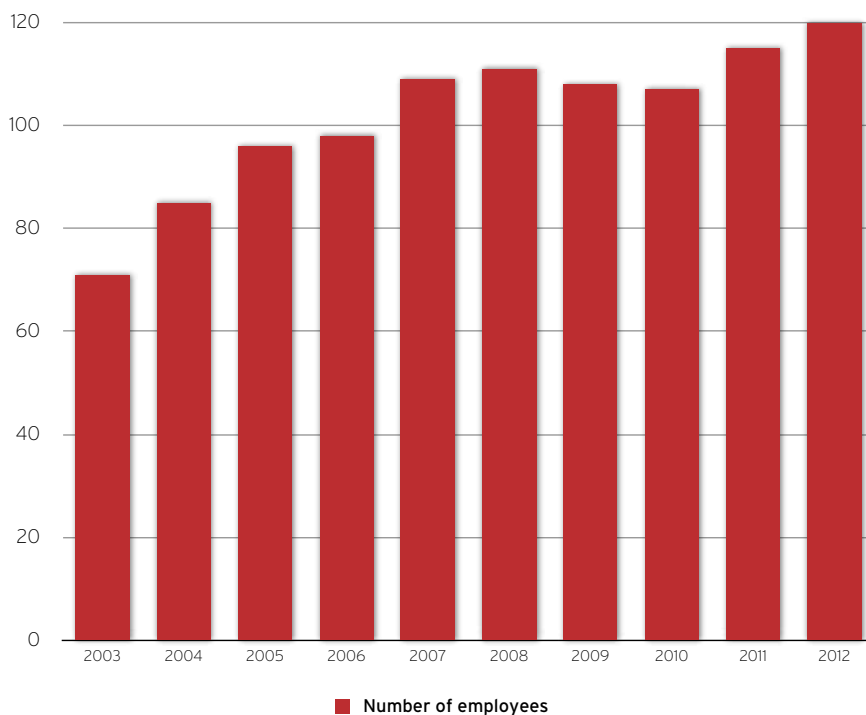
HUMAN RESOURCES

Qualified staff contributes to a growth and development of the company significantly. In 2012 the company was ambitious to become an attractive employer not only for present but prospective employees as well. Its effort to contribute to development of human resources to facilitate the change, to be flexible to the labour market changes and provide the best solutions and services for our employees along its priorities and needs.

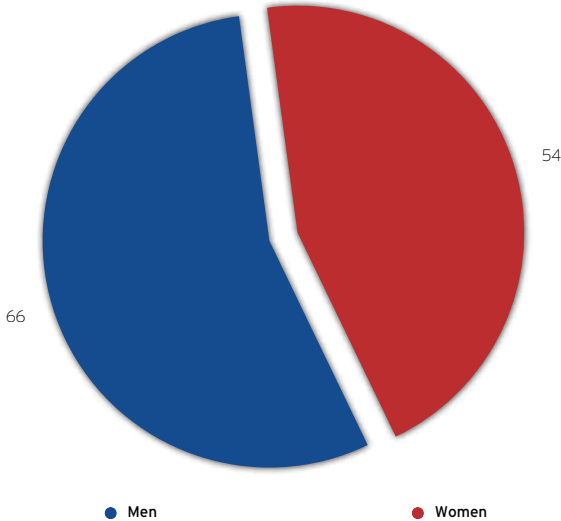
On the date December 31st, 2012 the company employed 120 employees, from that 54 women and 66 men. Within 2012 14 employees started to work in the company. 2 female employees were on maternity leave.

Average age of the employees was 42 years and it remained the same comparing to the last year.

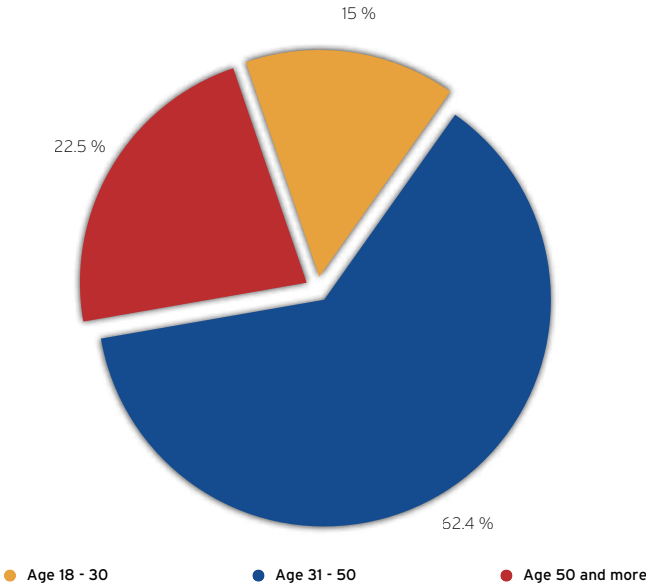
Number of employees development



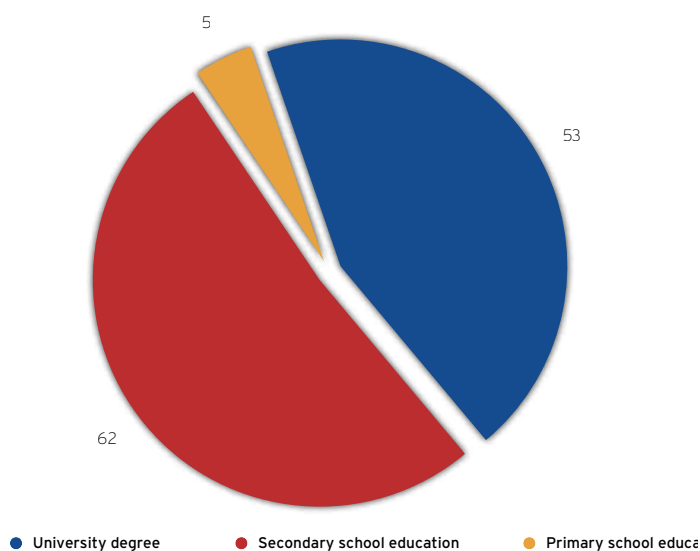
Comparsion of number of women and men in 2012



Age structure of company in 2012



Employees education structure



Education

Besides mandatory tutorial activities resulting from legislation and trainings oriented to its changes, our company supports many professional language courses and trainings. The company continued in encouraging its employees to gain further educational qualifications in the following fields:

- public acquisition seminars, internal marketing audit, etc.
- language courses
- lectures and courses mainly economic in character and in response to new legislation

In 2012, the company spent a total of 42,261.52 EUR on educational programs. Comparing to the last year, the amount was 27,067.09 EUR lower. There were no trainings and seminars for top and middle management.

Social policy

In the area of social policy the company provided a wide range of benefits to its employees covered up from the social fund. Money from the social fund was used to: subsidize employees' meals, providing assistance to employees after exceptional events have occurred, culture, sports.

Despite the fact there was not valorization besides the social fund means, the company provided more means from its expenses in the amount of 153,864.24 EUR for supplementary retirement, health service and preventive healthcare.

RESPONSIBLE LOTTERY COMPANY

PRINCIPLES OF TIPOS, NÁRODNÁ LOTÉRIOVÁ SPOLOČNOSŤ, A.S. SOCIAL RESPONSIBILITY.

SOLIDARITY – INTEGRITY – SUPPORT – PRECAUTION

Social Responsibility Division

Purpose of Social Responsibility Division founded in 2012 is institutionalized activity in the area of responsible gambling as it is common in national lottery companies in the world. The most important is its responsible approach towards the players and employees. The company intensely and deliberately supports responsible gambling and ethical principles in lottery business.

In May 2007, TIPOS applied for the European Standards of Responsible Gambling and received them together with the other members of EL. For positive approach TIPOS was awarded the first level of the international certificate for responsible gambling in May 2009 and then, after fulfilling the conditions, received the second level in July 2010 (certificate was awarded by the WLA).

Responsible gambling

Responsibility is a base of every our activity. TIPOS wants to offer its players attractive products but is still aware of possible risks associated with games of chance.

In 2012 the company started to educate public community on responsible gambling using standards of Responsible gambling. The company financially supported articles by experts on gambling pathology in the amount of more than 20,000 EUR. Through a Bedeker magazine, print run of 70,000 pieces, that is distributed free all over Slovakia were published articles on gambling pathology, precaution and a therapy possibility.

In 2012 TIPOS executed historically first analyses of gambling pathology from 1996 - 2011 based on objective information from National Center for Health Information. The document is a base for precaution to lower risk of gambling pathology behaviour. Gradual implementation of particular precautions and the communication is in the competence of Social Responsibility Division. The principles has become inseparable part of every work of all TIPOS employees.

TIPOS' priorities in this area of Responsible gambling:

- no minors play games of chance (only adults of 18 +)
- principles of Responsible gambling training for TIPOS employees and mandataries
- availability of information concerning Responsible gambling on Internet and in other materials of the company
- support of Responsible gambling projects presented by EL and WLA
- players are informed about the possible risks of games of chance
- players are informed about means of prevention and help
- players gamble responsibly
- players gamble for fun and pleasure but not as a means of earning money

ENVIRONMENT

TIPOS, NÁRODNÁ LOTÉRIOVÁ SPOLOČNOSŤ, A.S. PROTECT THE ENVIRONMENT WITH A SYSTEM

GREEN POINT

TIPOS acts responsibly and obeys the waste regulations. It is not careless to the environment either and that is why it became an active supporter of Green Point system operated by ENVI-PAK organization in Slovakia. The main task is to support recycling of packaging and education of population.

Company TIPOS shows its social responsibility to the environment via Green Point system and co-participates to create good conditions to show how to recycle and for recycling itself.

In 2012 TIPOS according to waste regulations evaluated via ENVI-PAK organization 420 kg of plastic, 27,334 kg of paper and card-board (packaging) and saved 6,935.65 kg of CO₂ and 113,692.93 MJ of energy. In the last year it was 68,759 kg of paper and card-board (products - cards).



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TIPOS' annual report for 2012 is intended for business partners, employees and the wider specialized and general public interested. The electronic annual report is available on our website at www.tipos.sk in section „O spoločnosti“ (About company).

TIPOS INFOLINK: 18 177, 18 277



 **TIPOS**
Keď hráš, vyhrávaš