



NATIONAL
BETTING
AUTHORITY

GAMBLING INDUSTRY STATISTICS

- ✓ FINANCIAL RESULTS
- ✓ QUANTITATIVE DATA

JANUARY 2015 - JUNE 2018

(UPDATED TO INCLUDE RESULTS FROM APRIL TO JUNE 2018)

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€169.121.314

Comprehensive Income (Pay In)
of Class A and B Bookmakers
(APRIL – JUNE 2018)

37%

Percentage (%) change of
Class A and B's Pay in
(COMPARISON OF 2ND QUARTER
OF 2017-2018)

€147.229.831

Total Profit Distribution (Pay Out)
of Class A and B
(APRIL – JUNE 2018)

35%

Percentage (%) change of
Class A and B's Pay Out
(COMPARISON OF 2ND QUARTER
OF 2017-2018)

€21.891.483

Gross Gaming Revenue (GGR)
of Class A and B
(APRIL – JUNE 2018)

12.94%

Profit Margins for Class A and B
(APRIL – JUNE 2018)

€2.189.148

Betting tax (10%) on the GGR
for Class A and B
(APRIL – JUNE 2018)

49%

Percentage (%) change of
betting tax for Class A and B
(COMPARISON OF 2ND QUARTER
OF 2017-2018)

8

Number of Class A licensed bookmakers

570

Licensed premises

11

Number of Class B licensed bookmakers

6284

Number of blocked websites, which do
not hold a Class B license or offer illegal
betting services

This report has been prepared by the National Betting Authority and includes the publication of the Financial Results and Quantitative Data of the second quarter of the year 2018 (April-June), and is the continuation of the result's publication, whose ultimate goal is the maximization of transparency and better public awareness. More specifically, the present report provides the aggregated financial results for the second quarter of 2018 and figures for Class A¹ and B² bookmakers, authorized representatives, licensed premises, people in charge of the premises and the list of blocked websites.

It should be noted that, the process for licensing and regulating online betting services for Class B bookmakers was implemented on the 1st of October 2016. The first betting company granted a license by the end of December 2016 and was able to provide betting services from the 1st of January 2017. Three (3) Class B bookmakers commenced the provision of betting services towards the end of the second quarter of 2017.

Reviewing the most important financial results of the second quarter of 2018, a significant increase of 37% was recorded in the comprehensive income of Class A and B bookmakers (€169.121.314) compared to the same quarter of 2017 (€123.395.478). Compared to the second quarter of 2016, the comprehensive income increased by 238%.

From the aforementioned comprehensive total income, an amount of €78.669.110 refers to Class A bookmakers, while an amount of €90.452.204 refers to Class B bookmakers. The comprehensive income of Class A bookmakers showed a significant increase of 43% between April-June 2018, with respect to the second quarter of 2017, and 57% increase with respect to the second quarter of 2016. Regarding Class B bookmakers's comprehensive income, an increase of 32% was recorded in comparison to the second quarter of 2017.

During the second quarter of 2018, both the numbers of Class A (8) and Class B (11) bookmakers remained constant, with respect to the first quarter of 2018. It should be noted that the license of a Class A bookmaker has been suspended since the 5th of December 2017, whereas two (2) of the Class B bookmakers have temporarily discontinued the provision of their services, by their own decision.

The total profit distribution (pay out) for Class A and B players in the second quarter of 2018 has reached a total of €147.229.831, recording an increase of 35% in comparison to the same quarter of the last year. In comparison to the total profit distribution during the same quarter of 2016, an increase of 271% was recorded. The largest share of the total profit distribution (pay out), which reached €83.040.840, were paid to Class B players.

The Gross Gaming Revenue (GGR) for Class A and B bookmakers during the second quarter of 2018 (€21.891.483) recorded in their entirety an increase of 49% in comparison to the same quarter of 2017 (€14.692.923). In detail, the GGR for Class A bookmakers for the second quarter of 2018 increased and reached a total amount of €14.480.119, denoting an increase of 38% in comparison to the same quarter of 2017. The GGR for Class B bookmakers for the period between April-June 2018, reached a total amount of €7.411.364, resulting to a 76% increase compared to the same period in 2017, which reveals the effectiveness of the licensing and regulating processes with respect to the Class B betting activities.

The total number of Class A licensed premises has decreased nationwide by 7% during the second quarter of 2018 in comparison to the same quarter of the last year. In detail, the number of licensed premises reached a total amount of 570 nationwide, where Nicosia holds the highest number of licensed premises (186), followed by Limassol (180), Larnaca (96), Paphos (63) and Famagusta (45). It is worth noting, that an increase of 54% was recorded in the number of cancellations and withdrawal of licenses during the second quarter of 2018 with respect to the same quarter of 2017. The employees within the licensed premises reached the number of 1277 during the second quarter of 2018, indicating an increase of 26% in regards to the same quarter of 2017.

Finally, blocking procedure results (in action since 2015 and with regards to Class B bookmakers) reveal a significant increase of 1047% between the second quarter of 2018 and the same quarter of 2015. Specifically, the blocking list includes 6284 websites as recorded in the second quarter of 2018, while just 548 websites were blocked in the same quarter of 2015. Furthermore, the number of blocked websites increased by 19%, compared to the first quarter of 2018, with 995 illegal websites being added to the list.

This report presents the findings of the current betting activity in Cyprus, and is accompanied by tables with detailed figures and data.

¹ The term "Class A" refers to land based betting/ offline betting

² The term "Class B" refers to online betting

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

CLASS A&B

2015	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2015
	Number of Licensees	11	10	10	10	
	Comprehensive Income (Pay In)	32,512,121 €	28,700,361 €	28,859,193 €	45,664,685 €	135,736,360 €
	Profit distribution (Pay Out)	25,368,153 €	23,005,311 €	21,301,155 €	36,867,729 €	106,542,348 €
	Gross Gaming Revenue (GGR)	7,143,968 €	5,695,050 €	7,558,038 €	8,796,955 €	29,194,012 €
	Betting Tax - 10%	714,396 €	569,505 €	755,804 €	879,696 €	2,919,400 €
Contribution tax - 3%	214,319 €	170,851 €	226,741 €	263,909 €	875,820 €	

2016	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2016
	Number of Licensees	10	10	11	11	
	Comprehensive Income (Pay In)	49,340,612 €	50,098,257 €	44,574,714 €	54,375,688 €	198,389,271 €
	Profit distribution (Pay Out)	38,640,145 €	39,720,033 €	35,155,330 €	44,122,583 €	157,638,091 €
	Gross Gaming Revenue (GGR)	10,700,467 €	10,378,224 €	9,419,384 €	10,253,105 €	40,751,180 €
	Betting Tax - 10%	1,070,047 €	1,037,822 €	941,938 €	1,025,311 €	4,075,118 €
Contribution tax - 3%	321,014 €	311,347 €	282,582 €	307,593 €	1,222,535 €	

2017	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2017
	Number of Licensees	16	19	19	21	
	Comprehensive Income (Pay In)	124,993,893 €	123,395,478 €	127,642,160 €	150,689,941 €	526,721,473 €
	Profit distribution (Pay Out)	110,827,197 €	108,702,555 €	107,682,721 €	129,180,816 €	456,393,288 €
	Gross Gaming Revenue (GGR)	14,166,697 €	14,692,923 €	19,959,439 €	21,509,125 €	70,328,185 €
	Betting Tax - 10%	1,416,670 €	1,469,292 €	1,995,944 €	2,150,913 €	7,032,819 €
Contribution tax - 3%	425,001 €	440,788 €	598,783 €	645,273 €	2,109,845 €	

2018	QUARTER	JANUARY- MARCH	APRIL- JUNE
	Number of Licensees	19	19
	Comprehensive Income (Pay In)	153,447,670 €	169,121,314 €
	Profit distribution (Pay Out)	133,671,527 €	147,229,831 €
	Gross Gaming Revenue (GGR)	19,776,144 €	21,891,483 €
	Betting Tax - 10%	1,977,614 €	2,189,148 €
Contribution tax - 3%	593,284 €	656,744 €	

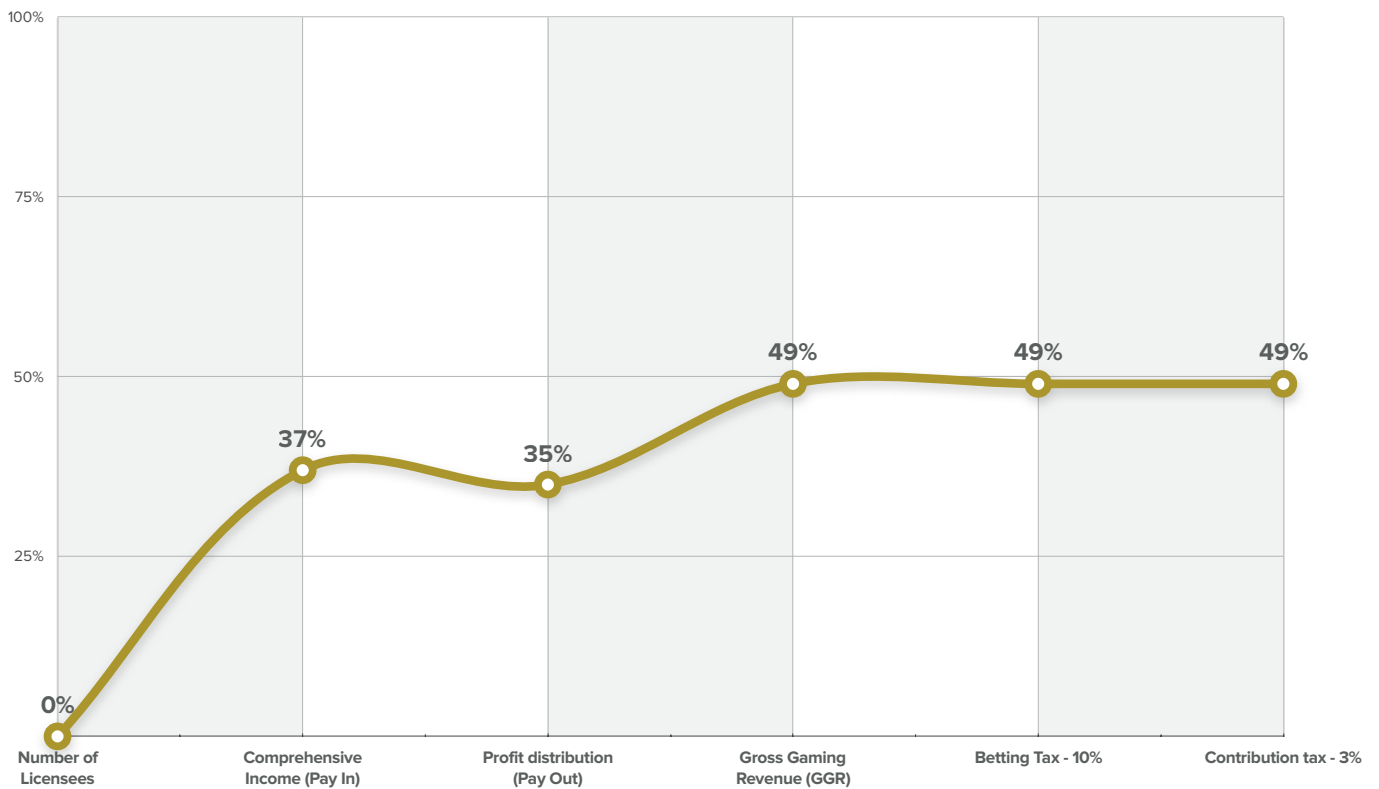
CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

CLASS A&B

Percentage (%) change

QUARTER	APRIL - JUNE 2015-2016	APRIL - JUNE 2015-2017	APRIL - JUNE 2016-2017	APRIL - JUNE 2016-2018	APRIL - JUNE 2017-2018
Number of Licensees	0% —	90% ▲	90% ▲	90% ▲	0% —
Comprehensive Income (Pay In)	75% ▲	330% ▲	146% ▲	238% ▲	37% ▲
Profit distribution (Pay Out)	73% ▲	373% ▲	174% ▲	271% ▲	35% ▲
Gross Gaming Revenue (GGR)	82% ▲	158% ▲	42% ▲	111% ▲	49% ▲
Betting Tax - 10%	82% ▲	158% ▲	42% ▲	111% ▲	49% ▲
Contribution tax - 3%	82% ▲	158% ▲	42% ▲	111% ▲	49% ▲

PERCENTAGE (%) CHANGE APRIL-JUNE 2017-2018



CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

CLASS A

2015	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2015
	Number of Licensees	11	10	10	10	
	Comprehensive Income (Pay In)	32,512,121 €	28,700,361 €	28,859,193 €	45,664,685 €	135,736,360 €
	Profit distribution (Pay Out)	25,368,153 €	23,005,311 €	21,301,155 €	36,867,729 €	106,542,348 €
	Gross Gaming Revenue (GGR)	7,143,968 €	5,695,050 €	7,558,038 €	8,796,955 €	29,194,012 €
	Betting Tax - 10%	714,396 €	569,505 €	755,804 €	879,696 €	2,919,400 €
	Contribution tax - 3%	214,319 €	170,851 €	226,741 €	263,909 €	875,820 €
Profit Margin	22%	20%	26%	19%	22%	

2016	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2016
	Number of Licensees	10	10	11	11	
	Comprehensive Income (Pay In)	49,340,612 €	50,098,257 €	44,574,714 €	54,375,688 €	198,389,271 €
	Profit distribution (Pay Out)	38,640,145 €	39,720,033 €	35,155,330 €	44,122,583 €	157,638,091 €
	Gross Gaming Revenue (GGR)	10,700,467 €	10,378,224 €	9,419,384 €	10,253,105 €	40,751,180 €
	Betting Tax - 10%	1,070,047 €	1,037,822 €	941,938 €	1,025,311 €	4,075,118 €
	Contribution tax - 3%	321,014 €	311,347 €	282,582 €	307,593 €	1,222,535 €
Profit Margin	22%	21%	21%	19%	21%	

2017	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2017
	Number of Licensees	11	11	10	10	
	Comprehensive Income (Pay In)	58,908,032 €	54,982,648 €	60,810,715 €	75,255,093 €	249,956,487 €
	Profit distribution (Pay Out)	48,309,971 €	44,502,341 €	47,334,999 €	60,440,380 €	200,587,691 €
	Gross Gaming Revenue (GGR)	10,598,061 €	10,480,308 €	13,475,716 €	14,814,713 €	49,368,797 €
	Betting Tax - 10%	1,059,806 €	1,048,031 €	1,347,572 €	1,481,471.34 €	4,936,880 €
	Contribution tax - 3%	317,942 €	314,409 €	404,272 €	444,441 €	1,481,064 €
Profit Margin	18%	19%	22%	20%	20%	

2018	QUARTER	JANUARY- MARCH	APRIL- JUNE
	Number of Licensees	8	8
	Comprehensive Income (Pay In)	76,302,358 €	78,669,110 €
	Profit distribution (Pay Out)	62,568,789 €	64,188,991 €
	Gross Gaming Revenue (GGR)	13,733,570 €	14,480,119 €
	Betting Tax - 10%	1,373,357 €	1,448,012 €
	Contribution tax - 3%	412,007 €	434,404 €
Profit Margin	18%	18%	

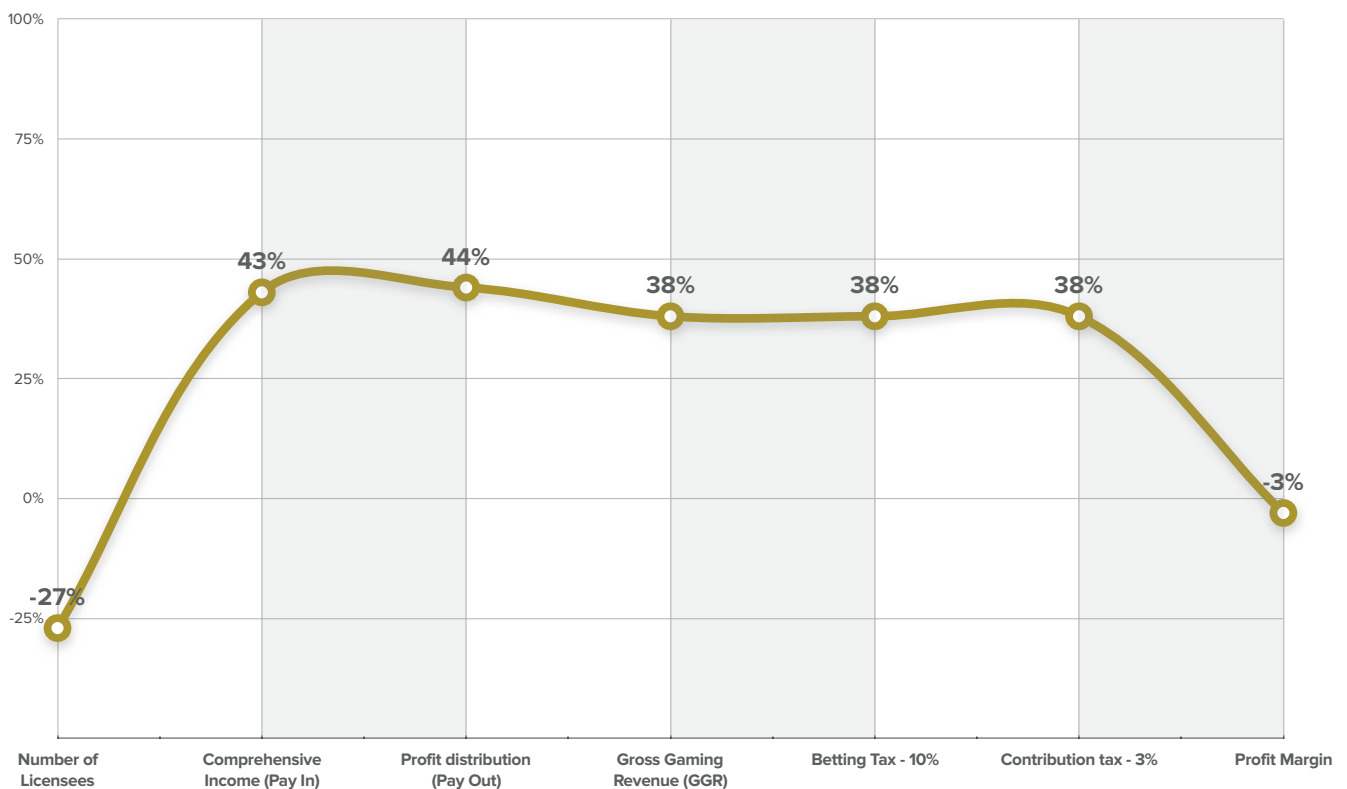
CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

CLASS A

Percentage (%) change






QUARTER	APRIL- JUNE 2015-2016	APRIL- JUNE 2015-2017	APRIL- JUNE 2016-2017	APRIL- JUNE 2016-2018	APRIL- JUNE 2017-2018
Number of Licensees	0% —	10% ▲	10% ▲	-20% ▼	-27% ▼
Comprehensive Income (Pay In)	75% ▲	92% ▲	10% ▲	57% ▲	43% ▲
Profit distribution (Pay Out)	73% ▲	93% ▲	12% ▲	62% ▲	44% ▲
Gross Gaming Revenue (GGR)	82% ▲	84% ▲	1% ▲	40% ▲	38% ▲
Betting Tax - 10%	82% ▲	84% ▲	1% ▲	40% ▲	38% ▲
Contribution tax - 3%	82% ▲	84% ▲	1% ▲	40% ▲	38% ▲
Profit Margin	4% ▲	-4% ▼	-8% ▼	-11% ▼	-3% ▼

PERCENTAGE (%) CHANGE APRIL-JUNE 2017-2018



CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

CLASS A

	 LICENSED PREMISES	 AUTHORISED REPRESENTATIVES *	 PREMISES OF CLASS A BOOKMAKERS	 PERSONS RESPONSIBLE FOR PREMISES	 TERMINATION/ REVOCATION OF LICENSES	 TOTAL NUMBER OF EMPLOYEES
2015						
JANUARY-MARCH	542	399	123	564	31	934
APRIL-JUNE	548	399	113	585	12	953
JULY-SEPTEMBER	553	406	119	608	13	980
OCTOBER-DECEMBER	559	411	119	624	9	1004
2016						
JANUARY-MARCH	575	417	127	670	13	1050
APRIL-JUNE	576	406	139	750	23	1122
JULY-SEPTEMBER	577	406	146	786	10	1157
OCTOBER-DECEMBER	591	416	147	800	18	1176
2017						
JANUARY-MARCH	541	439	68	532	20	947
APRIL-JUNE	610	477	84	559	56	1011
JULY-SEPTEMBER	634	433	76	691	91	1097
OCTOBER-DECEMBER	644	520	89	813	117	1302
2018						
JANUARY-MARCH	554	432	79	794	60	1196
APRIL-JUNE	570	445	80	868	86	1277

* Number of authorised representatives who hold licenses for more than one premise.

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

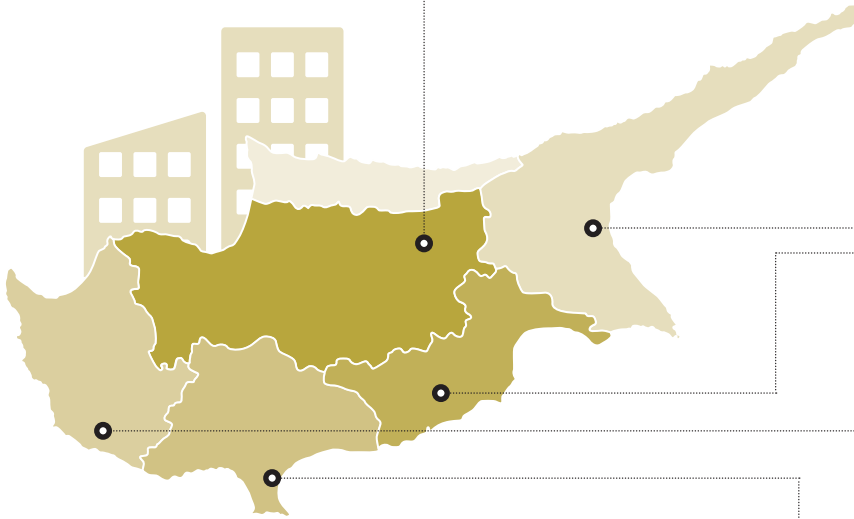
CLASS A

	 LICENSED PREMISES	 AUTHORISED REPRESENTATIVES *	 PREMISES OF CLASS A BOOKMAKERS	 PERSONS RESPONSIBLE FOR PREMISES	 TERMINATION/ REVOCATION OF LICENSES	 TOTAL NUMBER OF EMPLOYEES
Percentage (%) change						
APRIL-JUNE 2015-2016	5% ▲	2% ▲	23% ▲	28% ▲	92% ▲	18% ▲
APRIL-JUNE 2015-2017	11% ▲	20% ▲	-26% ▼	-4% ▼	367% ▲	6% ▲
APRIL-JUNE 2016-2017	6% ▲	17% ▲	-40% ▼	-25% ▼	143% ▲	-10% ▼
APRIL-JUNE 2016-2018	-1% ▼	10% ▲	-42% ▼	16% ▲	274% ▲	14% ▲
APRIL-JUNE 2017-2018	-7% ▼	-7% ▼	-5% ▼	55% ▲	54% ▲	26% ▲

* Number of authorised representatives who hold licenses for more than one premise.

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

CLASS A LICENSED PREMISES



NICOSIA	2015	2016	2017	2018
JANUARY-MARCH	189	197	180	186
APRIL-JUNE	187	196	199	186
JULY-SEPTEMBER	195	195	210	
OCTOBER-DECEMBER	197	200	215	

LARNACA	2015	2016	2017	2018
JANUARY-MARCH	89	98	93	90
APRIL-JUNE	96	95	103	96
JULY-SEPTEMBER	90	95	103	
OCTOBER-DECEMBER	97	98	101	

LIMASSOL	2015	2016	2017	2018
JANUARY-MARCH	173	171	164	171
APRIL-JUNE	171	176	195	180
JULY-SEPTEMBER	169	178	202	
OCTOBER-DECEMBER	165	181	206	

PAPHOS	2015	2016	2017	2018
JANUARY-MARCH	55	61	59	63
APRIL-JUNE	54	65	67	63
JULY-SEPTEMBER	58	64	69	
OCTOBER-DECEMBER	58	69	75	

FAMAGUSTA	2015	2016	2017	2018
JANUARY-MARCH	36	48	45	44
APRIL-JUNE	40	44	46	45
JULY-SEPTEMBER	41	45	50	
OCTOBER-DECEMBER	42	43	47	

Percentage (%) change

COMPARISON OF JANUARY-MARCH 2017 WITH JANUARY-MARCH 2018

NICOSIA	▼ -7%	LARNACA	▼ -7%
LIMASSOL	▼ -8%	PAPHOS	▼ -6%
FAMAGUSTA	▼ -2%		

QUARTER	APR-JUN 2015-2016	APR-JUN 2015-2017	APR-JUN 2016-2017	APR-JUN 2016-2018	APR-JUN 2017-2018
NICOSIA	5% ▲	6% ▲	2% ▲	-5% ▼	-7% ▼
LARNACA	-1% ▼	7% ▲	8% ▲	1% ▲	-7% ▼
LIMASSOL	3% ▲	14% ▲	11% ▲	2% ▲	-8% ▼
PAPHOS	20% ▲	24% ▲	3% ▲	-3% ▼	-6% ▼
FAMAGUSTA	10% ▲	15% ▲	5% ▲	2% ▲	-2% ▼

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

CLASS B*

2017	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2017
		Number of Licensees	5	8*	9	11
	Comprehensive Income (Pay In)	66,085,862 €	68,412,830 €	66,831,446 €	75,434,848 €	276,764,986 €
	Profit distribution (Pay Out)	62,517,226 €	64,200,214 €	60,347,722 €	68,740,436 €	255,805,598 €
	Gross Gaming Revenue (GGR)	3,568,636 €	4,212,616 €	6,483,724 €	6,694,412 €	20,959,388 €
	Betting Tax - 10%	356,864 €	421,262 €	648,372.40 €	669,441.23 €	2,095,939 €
	Contribution tax - 3%	107,059 €	126,378 €	194,512 €	200,832 €	628,782 €
	Profit Margin	5%	6%	10%	9%	8%

2018	QUARTER	JANUARY- MARCH	APRIL- JUNE
		Number of Licensees	11
	Comprehensive Income (Pay In)	77,145,312 €	90,452,204 €
	Profit distribution (Pay Out)	71,102,738 €	83,040,840 €
	Gross Gaming Revenue (GGR)	6,042,574 €	7,411,364 €
	Betting Tax - 10%	604,257 €	741,136 €
	Contribution tax - 3%	181,277 €	222,341 €
	Profit Margin	8%	8%

Percentage (%) change

QUARTER	APRIL-JUNE 2017-2018
Number of Licensees	38% ▲
Comprehensive Income (Pay In)	32% ▲
Profit distribution (Pay Out)	29% ▲
Gross Gaming Revenue (GGR)	76% ▲
Betting Tax - 10%	76% ▲
Contribution tax - 3%	76% ▲
Profit Margin	33% ▲

* It should be noted that two (2) licensed Class B bookmakers by their own decision, have temporarily interrupted the provision of betting services.

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2018

Blocking list of illegal betting services providers*

2015	2016	2017
JANUARY-MARCH 494	JANUARY-MARCH 548	JANUARY-MARCH 2638
APRIL-JUNE 548	APRIL-JUNE 548	APRIL-JUNE 2762
JULY-SEPTEMBER 548	JULY-SEPTEMBER 548	JULY-SEPTEMBER 2829
OCTOBER-DECEMBER 548	OCTOBER-DECEMBER 2473	OCTOBER-DECEMBER 3955

2018
JANUARY-MARCH 5289
APRIL-JUNE 6284



Percentage (%) change

QUARTER	NUMBER OF WEBSITES
APRIL-JUNE 2015-2016	0% —
APRIL-JUNE 2015-2017	404% ▲
APRIL-JUNE 2016-2017	404% ▲
APRIL-JUNE 2016-2018	1047% ▲
APRIL-JUNE 2017-2018	128% ▲

* **NOTE:** The table above summarizes the results with regards to the blocking procedure of illegal websites, which either do not hold a Class B license or offer illegal betting services. The procedure was implemented during the period of 2015 until June 2018. The results have been distributed on a quarterly basis. As it can be seen in the table above, when comparing the second quarter of 2015 with the second quarter of 2016 no increase is recorded in the number of websites that have been blocked. However, when comparing the second quarter of 2016 with the second quarter of 2018 a significant increase of 1047% is recorded. This is due to the blocking of illegal websites, that was employed on the 1st of November 2016 (4th quarter of 2016), and applied to legal entities who had not submitted an application for a Class B license and operated on a transitional level according to article 91(3) of the 2012 Betting Law.

Authorised Representative – means the person who provides betting services on account of a Class A licensed bookmaker

Authority – means the National Betting Authority

Bet – means any type of bet carried out on sporting or other events by a number of natural persons who participate in the same, under the condition that the winnings of every player are determined by the person organizing the bet, prior to or at the time of processing the bet, with reference, not only to the amount each player has paid for his participation in the bet, but also with regard to the fixed odd of the particular bet and which is carried out following a license for a Class A or B bet, as established in the Betting Law of 2012

Betting Tax – the amount of betting tax, for each accounting period, amounts to ten per cent (10%) on the net proceeds from the licensed Class A or B bookmaker's bet, for the corresponding accounting period

Blocking List - Internet service providers are obliged to apply a blocking system to prevent their clients/users from accessing betting service providers who do not hold a Class B license and to service providers, as established in sections 78, 79, 81, 82 and 83 of the Betting Law of 2012, provided they have been notified by the Authority, in accordance with subsection (2). The Authority makes available online the updated blocking list with the total number of websites that did not apply for a Class B license or offer illegal betting services at the link blocking.nba.com.cy, as well as on the Authority's website www.nba.gov.cy

Class A bookmaker – means the legal person for whom a bookmaker's license is issued and which authorizes the provision of carrying out betting services within licensed premises excluding Class B betting services and horse racing betting

Class B bookmaker – means the legal person for whom a bookmaker's license is issued and which authorizes the provision of online betting services

Comprehensive income X (pay in) – is the total amounts paid to Class A or B licensed bookmaker, for a particular accounting period, in relation to bets carried out by him

Contribution tax – the amount payable to the Authority as a contribution, amounts to three per cent (3%) of the net proceeds from bets from a Class A or B licensed bookmaker, for the corresponding accounting period

Gross Gaming Revenue (GGR) – is the amount of net proceeds from a bet from a Class A or B licensed bookmaker, for a particular accounting period, and equals with (comprehensive income) pay in minus profit distribution (pay out)

Licensed premises – means the premises for which a license for premises is issued

License for premises – means the license to use the premises to provide Class A betting services

Person – means a natural or a legal person

Person in charge of premises – means the person who is named as the person responsible for the application of the provisions of the Betting Law of 2012 within the premises

Profit distribution Y (pay out) – is the total amounts paid by the Class A or B licensed bookmaker, for a particular period, as winnings to persons who bet, irrespective as to when the bets were placed or played

Unlawful bet – means a bet carried out contrary to the provisions of the present Law or any other bet expressly prohibited by the provisions of the same

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