



NATIONAL
BETTING
AUTHORITY

GAMBLING INDUSTRY STATISTICS

- ✓ FINANCIAL RESULTS
- ✓ QUANTITATIVE DATA

JANUARY 2015 - JUNE 2017

(UPDATED TO INCLUDE RESULTS FROM APRIL TO JUNE 2017)

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€123.395.478

Comprehensive Income (Pay In)
of Class A and B Bookmakers
(APRIL – JUNE 2017)

146%

Percentage (%) change of
Class A and B's Pay in
(COMPARISON OF 2ND QUARTER
OF 2016-2017)

€108.702.555

Total Profit Distribution (Pay Out)
of Class A and B
(APRIL – JUNE 2017)

174%

Percentage (%) change of
Class A and B's Pay Out
(COMPARISON OF 2ND QUARTER
OF 2016-2017)

€14.692.923

Gross Gaming Revenue (GGR)
of Class A and B
(APRIL – JUNE 2017)

11.91%

Profit Margins for Class A and B
(APRIL – JUNE 2017)

€1.469.292

Betting tax (10%) on the GGR
for Class A and B
(APRIL – JUNE 2017)

42%

Percentage (%) change of
betting tax for Class A and B
(COMPARISON OF 2ND QUARTER
OF 2016-2017)

11*

Number of Class A licensed bookmakers

610

Licensed premises

8

Number of Class B licensed bookmakers

2762

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

* It should be noted that, a Class A bookmaker did not renew its license, which expired on the 1st of June 2017, during the second quarter of 2017.

This report has been prepared by the National Betting Authority and constitutes the publication of the Financial Results and Quantitative Data for the second quarter of 2017 (April – June), and is the continuation of the effort for a systematic communication of quarterly results, whose ultimate goal is the maximization of transparency and better public awareness. Particularly, the present report provides the aggregated financial results for the second quarter of 2017 and figures for Class A and B bookmakers, authorized representatives, licensed premises, people in charge of premises and the list of blocked websites.

The licensing and regulating procedure of online betting services for Class B licensees has been put into effect on the 1st of October 2016. The first betting company was granted a license by the end of December 2016 and was able to provide betting services from the 1st of January 2017. Nevertheless, three (3) out of eight (8) Class B bookmakers started 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 2017, a slight decrease of 1% was observed in the comprehensive income of Class A and B bookmakers (€123.395.478), in comparison to the first quarter of 2017 (€124.993.893). In comparison, however, with the second quarter of 2016 the comprehensive income revealed a percentage increase of 146%. Among the comprehensive income, €68.412.830 refer to Class B bookmakers, while €54.982.648 refer to Class A bookmakers.

It should be noted that the total number of Class A and B bookmakers increased from 16 in the first quarter of 2017 to 19 in the second quarter. This number includes a Class A bookmaker who did not renew their license, which expired on the 1st of June 2017, during the second quarter of the year.

The total profit distribution for Class A and B players in the second quarter of 2017 were €108.702.555, showing a slight decrease of 2% in comparison to the first quarter of 2017. In comparison to the profit distribution of the second quarter of 2016, however, a percentage increase of 174% was observed. The largest share of the profits, i.e. €64.200.214, refer to Class B players.

Gross gaming revenue (GGR) for Class A and B bookmakers during the second quarter of 2017, recorded in their entirety a slight increase in the order of 4%, in comparison to the first quarter of 2017, reaching the amount of €14.692.923. Specifically, Class A's Gross gaming revenue (GGR) increased to €10.480.308, recording a slight decrease in the order of 1% in comparison to the first quarter of 2017, while Class B's

Gross gaming revenue (GGR) recorded an increase in the order of 15%, reaching the amount of €4.212.616, an indication that the licensing and regulating of Class B betting services continue to bear fruit.

With regards to the total number of Class A licensed premises, including the premises which terminated, withdrew or did not renew their license during the second quarter of 2017, there was an increase of 13% in comparison to the first quarter of 2017. Specifically, the number of licensed premises is now 610 throughout Cyprus. Nicosia holds the lead in terms of the number of premises (199 premises), followed by Limassol (195 premises), with an increasing trend being observed in other cities as well. However, it should be noted at this point that there was a significant increase in the number of cancellations and withdrawal of licenses in the second quarter of 2017 (an increase of 180% in comparison to the previous quarter of 2017), that is mostly due to the fact that a Class A bookmaker did not renew their license during this quarter.

Focusing finally on the results of the blocking procedure for websites, which either do not hold a Class B license or offer illegal betting services, that was implemented during the period 2015 until June 2017, it can be observed that in the second quarter of 2017 there is a sharp increase of 404% in the number of blocked websites, in comparison to the second quarter of 2015. This percentage increase is due to the implementation of an effective procedure used by the Authority to block illegal websites. When referring to absolute figures, the blocking list for the second quarter of 2015 recorded just 548 websites, while the second quarter of 2017 recorded a number of 2762 websites. The number of blocked websites recorded a slight increase of 5%, in comparison to the first quarter of 2017, with 124 illegal websites being added to the list.

The present report reflects the most important findings that represent 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 2015-2017

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
	Number of Licensees	16	19
	Comprehensive Income (Pay In)	124,993,893 €	123,395,478 €
	Profit distribution (Pay Out)	110,827,197 €	108,702,555 €
	Gross Gaming Revenue (GGR)	14,166,697 €	14,692,923 €
	Betting Tax - 10%	1,416,670 €	1,469,292 €
Contribution tax - 3%	425,001 €	440,788 €	

Percentage (%) change

QUARTER	2015 - 2016	APRIL- JUNE 2015-2016	APRIL- JUNE 2016-2017	APRIL- JUNE 2015-2017	JAN - MAR APR - JUN 2017
Number of Licensees	-	0%	90% ▲	90% ▲	19% ▲
Comprehensive Income (Pay In)	46% ▲	75% ▲	146% ▲	330% ▲	-1% ▼
Profit distribution (Pay Out)	48% ▲	73% ▲	174% ▲	373% ▲	-2% ▼
Gross Gaming Revenue (GGR)	40% ▲	82% ▲	42% ▲	158% ▲	4% ▲
Betting Tax - 10%	40% ▲	82% ▲	42% ▲	158% ▲	4% ▲
Contribution tax - 3%	40% ▲	82% ▲	42% ▲	158% ▲	4% ▲

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2017

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
	Number of Licensees	11	11*
	Comprehensive Income (Pay In)	58,908,032 €	54,982,648 €
	Profit distribution (Pay Out)	48,309,971 €	44,502,341 €
	Gross Gaming Revenue (GGR)	10,598,061 €	10,480,308 €
	Betting Tax - 10%	1,059,806 €	1,048,031 €
	Contribution tax - 3%	317,942 €	314,409 €
Profit Margin	18%	19%	

Percentage (%) change

QUARTER	2015 - 2016	APRIL- JUNE 2015-2016	APRIL- JUNE 2016-2017	APRIL- JUNE 2015-2017	JAN - MAR APR - JUN 2017
Number of Licensees	-	0%	10% ▲	10% ▲	0%
Comprehensive Income (Pay In)	46% ▲	75% ▲	10% ▲	92% ▲	-7% ▼
Profit distribution (Pay Out)	48% ▲	73% ▲	12% ▲	93% ▲	-8% ▼
Gross Gaming Revenue (GGR)	40% ▲	82% ▲	1% ▲	84% ▲	-1% ▼
Betting Tax - 10%	40% ▲	82% ▲	1% ▲	84% ▲	-1% ▼
Contribution tax - 3%	40% ▲	82% ▲	1% ▲	84% ▲	-1% ▼
Profit Margin	-4% ▼	4% ▲	-8% ▼	-4% ▼	6% ▲

* It should be noted that, a Class A bookmaker did not renew its license, which expired on the 1st of June 2017, during the second quarter of 2017.

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2017

CLASS A

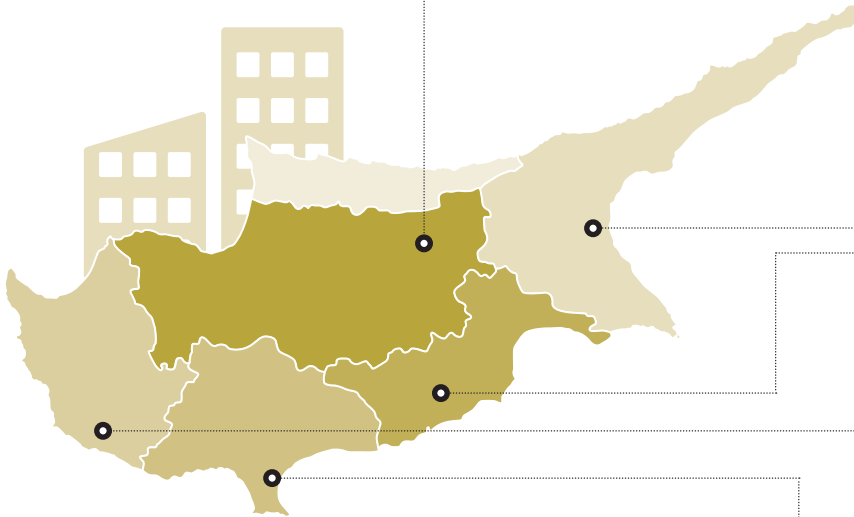
	 LICENSED PREMISES *	 AUTHORISED REPRESENTATIVES **	 PREMISES OF CLASS A BOOKMAKERS	 PERSONS RESPONSIBLE FOR PREMISES	 TERMINATION/ REVOCATION OF LICENSES	 TOTAL NUMBER OF EMPLOYEES
2015						
JANUARY-MARCH	542	399	123	564	31	934
APRIL-JUNE	548	399	113	585	12	953
JULY-SEPTEMBER	553	406	119	608	13	980
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
Percentage (%) change						
APRIL-JUNE 2015-2016	5% ▲	2% ▲	23% ▲	28% ▲	92% ▲	18% ▲
APRIL-JUNE 2016-2017	6% ▲	17% ▲	-40% ▼	-25% ▼	143% ▲	-10% ▼
APRIL-JUNE 2015-2017	11% ▲	20% ▲	-26% ▼	-4% ▼	367% ▲	6% ▲
JANUARY-MARCH 2015-2017	13% ▲	9% ▲	24% ▲	5% ▲	180% ▲	7% ▲

* It should be noted that the number of licensed premises includes premises that terminated, withdrew or did not renew their licenses during the second quarter of 2017. As it can be seen in the above table, there is a substantial increase of 180% between the first and the second quarter of 2017, with regards to the terminations and non-renewals of the licenses. This is largely due to the fact that during the second quarter of 2017 there was one license of a Class A bookmaker that was not renewed.

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

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2017

CLASS A LICENSED PREMISES



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

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

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

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

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

Percentage (%) change

COMPARISON OF JANUARY-MARCH 2017 WITH APRIL-JUNE 2017

NICOSIA	▲ 11.0%	LARNACA	▲ 11.0%
LIMASSOL	▲ 19.0%	PAPHOS	▲ 14.0%
FAMAGUSTA	▲ 2.0%		

QUARTER	APRIL-JUNE 2015-2016	APRIL-JUNE 2016-2017	APRIL-JUNE 2015-2017	JAN - MAR APR - JUN 2017
NICOSIA	5% ▲	2% ▲	6% ▲	11% ▲
LARNACA	-1% ▼	8% ▲	7% ▲	11% ▲
LIMASSOL	3% ▲	11% ▲	14% ▲	19% ▲
PAPHOS	20% ▲	3% ▲	24% ▲	14% ▲
FAMAGUSTA	10% ▲	5% ▲	15% ▲	2% ▲

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2017

CLASS B*

2017

QUARTER	JANUARY- MARCH	APRIL- JUNE
Number of Licensees	5	8*
Comprehensive Income (Pay In)	66,085,862 €	68,412,830 €
Profit distribution (Pay Out)	62,517,226 €	64,200,214 €
Gross Gaming Revenue (GGR)	3,568,636 €	4,212,616 €
Betting Tax - 10%	356,864 €	421,262 €
Contribution tax - 3%	107,059 €	126,378 €
Profit Margin	5%	6%

Percentage (%) change

QUARTER	JAN - MAR APR - JUN 2017
Number of Licensees	38% ▲
Comprehensive Income (Pay In)	3% ▲
Profit distribution (Pay Out)	3% ▲
Gross Gaming Revenue (GGR)	15% ▲
Betting Tax - 10%	15% ▲
Contribution tax - 3%	15% ▲
Profit Margin	12% ▲

* As it was previously mentioned in the Executive Summary, the three (3) out of eight (8) Class B bookmakers provided their services towards the end of the second quarter of 2017, even though they had been granted their license at the beginning of the first quarter of 2017. This postponement was due to the fact that the bookmakers initially did not comply with the conditions of approval for their license.

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2015-2017

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	
OCTOBER-DECEMBER 548	OCTOBER-DECEMBER 2473	

Percentage (%) change

QUARTER	NUMBER OF WEBSITES
APRIL-JUNE 2015-2016	0%
APRIL-JUNE 2016-2017	404% ▲
APRIL-JUNE 2015-2017	404% ▲
JANUARY-MARCH APRIL-JUNE 2017	5% ▲

* **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 2017. 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 there is no change in the number of websites that have been blocked. When comparing the second quarter of 2016 with the second quarter of 2017 there is a considerable increase of 404% in the number of websites blocked. 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 individuals 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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