



NATIONAL  
BETTING  
AUTHORITY

# GAMBLING INDUSTRY STATISTICS

- ✓ FINANCIAL RESULTS
- ✓ QUANTITATIVE DATA

**JANUARY 2015 - SEPTEMBER 2017**

(UPDATED TO INCLUDE RESULTS FROM JULY TO SEPTEMBER 2017)

## Table of Contents

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Main Findings (third quarter of 2017: July-September 2017) .....	3
Executive Summary .....	4
Class A&B licensed bookmakers' data for the period 2015-2017.....	5
Appendix - Terminology .....	11

**€127.642.160**

Comprehensive Income (Pay In)  
of Class A and B Bookmakers  
(JULY – SEPTEMBER 2017)

**186%**

Percentage (%) change of  
Class A and B's Pay in  
(COMPARISON OF 3<sup>RD</sup> QUARTER  
OF 2016-2017)

**€107.682.721**

Total Profit Distribution (Pay Out)  
of Class A and B  
(JULY – SEPTEMBER 2017)

**206%**

Percentage (%) change of  
Class A and B's Pay Out  
(COMPARISON OF 3<sup>RD</sup> QUARTER  
OF 2016-2017)

**€19.959.439**

Gross Gaming Revenue (GGR)  
of Class A and B  
(JULY – SEPTEMBER 2017)

**15.64%**

Profit Margins for Class A and B  
(JULY – SEPTEMBER 2017)

**€1.995.944**

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

**112%**

Percentage (%) change of  
betting tax for Class A and B  
(COMPARISON OF 3<sup>RD</sup> QUARTER  
OF 2016-2017)

**10**

Number of Class A licensed bookmakers

**634**

Licensed premises

**9**

Number of Class B licensed bookmakers

**2829**

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

The present report has been prepared by the National Betting Authority and includes the publication of the Financial Results and Quantitative Data of the third quarter of the year 2017 (July-September), 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. More specifically, the present report provides the aggregated financial results for the third quarter of 2017 and figures for Class A and B 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 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. Three (3) Class B bookmakers commenced the provision of betting services towards the end of the second quarter of 2017.

Moving forward to a review of the most important financial results of the third quarter of 2017, a slight increase of 3% was observed in the comprehensive income of Class A and B bookmakers (€127.642.160) in comparison to the second quarter of the same year (€123.395.478). A comparison of the comprehensive income, with the same quarter of last year (2016), revealed a significant increase of 186%.

Among the aforementioned comprehensive income numbers, a total of €60.810.715 refers to Class A bookmakers, while a total of €66.831.446 refers to Class B bookmakers. The comprehensive income of Class A bookmakers recorded an increase of 11% between the months of July-September in comparison to the second quarter of 2017. Additionally, an increase of 36% was recorded in comparison to the same quarter of last year. Regarding the comprehensive income of Class B bookmakers, an insignificant decrease of 2% was observed in comparison to the second quarter of 2017.

It should be noted that during the third quarter of the current year, the number of Class A bookmakers has decreased by one (1) bookmaker in comparison to the second quarter. However, the number of Class B bookmakers has increased by one (1) bookmaker. Therefore, the number of Class A and B bookmakers has remained the same (19 bookmakers in total) after the increase in numbers that was observed between the first and the second quarter.

The total profit distribution for Class A and B players in the third quarter of 2017 has reached the amount of €107.682.721, which records an insignificant decrease of 1% in comparison to the previous quarter of the same year. In comparison to

the total profit distribution during the same quarter of 2016, a significant increase of 206% was recorded. The largest share of the profits which reached the amount of €60.347.722 were of Class B bookmakers.

Gross gaming revenue (GGR) for Class A and B bookmakers during the third quarter of 2017 recorded in their entirety a significant increase of 36% in comparison to the second quarter of the same year, reaching the amount of €19.959.439. In more detail, the gross gaming revenue (GGR) for Class A bookmakers increased and reached the total amount of €13.475.716, denoting the significant increase of 29% in comparison to the second quarter of the current year. The gross gaming revenue (GGR) for Class B bookmaker for the current quarter reached the total amount of €6.483.724, denoting an increase of 54% and therefore revealing the effectiveness of the license granting and regulating process for Class B betting activities.

The total number of Class A licensed premises has slightly increased during the third quarter of the current year in comparison to the second quarter. In more detail, the number of licensed premises reached a total of 634 nationwide. Nicosia holds the highest number of licensed premises (210 licensed premises), followed by Limassol (202 licensed premises). An increasing trend was observed in most districts, with the exception of Larnaca who still holds 103 licensed premises, the same number of licensed premises as in the last quarter. It should be noted however, that a significant increase of 63% in the number of cancellations and withdrawal of licenses was observed, during the third quarter in comparison to the second quarter. This observation is in line with the decrease in the number of Class A bookmakers. The number of employees in the licensed premises reached the number of 1097 during the third quarter, denoting an increase of 9% in relation to the last quarter.

Finally, the results of the blocking procedure for websites which either do not hold a Class B license or offer illegal betting services, that was put into action in the year 2015, revealed that there was a sharp increase of 416% in the number of websites, in comparison to the same quarter in 2015. With regards to absolute numbers, the blocking list included 548 websites during the third quarter of 2015, while the third quarter of 2017 records a total of 2829 websites. The number of blocked websites increased slightly by 2%, in comparison to the second quarter of 2017, with 67 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.

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

<sup>2</sup> 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	JULY- SEPTEMBER
	Number of Licensees	16	19	19
	Comprehensive Income (Pay In)	124,993,893 €	123,395,478 €	127,642,160 €
	Profit distribution (Pay Out)	110,827,197 €	108,702,555 €	107,682,721 €
	Gross Gaming Revenue (GGR)	14,166,697 €	14,692,923 €	19,959,439 €
	Betting Tax - 10%	1,416,670 €	1,469,292 €	1,995,944 €
Contribution tax - 3%	425,001 €	440,788 €	598,783 €	

### Percentage (%) change

QUARTER	2015 - 2016	JULY - SEPTEMBER 2015-2016	JULY - SEPTEMBER 2015-2017	JULY - SEPTEMBER 2016-2017	APR - JUN JUL - SEPT 2017
Number of Licensees	-	10% ▲	90% ▲	73% ▲	0%
Comprehensive Income (Pay In)	46% ▲	54% ▲	342% ▲	186% ▲	3% ▲
Profit distribution (Pay Out)	48% ▲	65% ▲	406% ▲	206% ▲	-1% ▼
Gross Gaming Revenue (GGR)	40% ▲	25% ▲	164% ▲	112% ▲	36% ▲
Betting Tax - 10%	40% ▲	25% ▲	164% ▲	112% ▲	36% ▲
Contribution tax - 3%	40% ▲	25% ▲	164% ▲	112% ▲	36% ▲

# 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	JULY- SEPTEMBER
	Number of Licensees	11	11	10
	Comprehensive Income (Pay In)	58,908,032 €	54,982,648 €	60,810,715 €
	Profit distribution (Pay Out)	48,309,971 €	44,502,341 €	47,334,999 €
	Gross Gaming Revenue (GGR)	10,598,061 €	10,480,308 €	13,475,716 €
	Betting Tax - 10%	1,059,806 €	1,048,031 €	1,347,572 €
	Contribution tax - 3%	317,942 €	314,409 €	404,272 €
Profit Margin	18%	19%	22%	

### Percentage (%) change

QUARTER	2015 - 2016	JULY - SEPTEMBER 2015-2016	JULY - SEPTEMBER 2015-2017	JULY - SEPTEMBER 2016-2017	APR - JUN JUL - SEPT 2017
Number of Licensees	-	10% ▲	0%	-9% ▼	-9% ▼
Comprehensive Income (Pay In)	46% ▲	54% ▲	111% ▲	36% ▲	11% ▲
Profit distribution (Pay Out)	48% ▲	65% ▲	122% ▲	35% ▲	6% ▲
Gross Gaming Revenue (GGR)	40% ▲	25% ▲	78% ▲	43% ▲	29% ▲
Betting Tax - 10%	40% ▲	25% ▲	78% ▲	43% ▲	29% ▲
Contribution tax - 3%	40% ▲	25% ▲	78% ▲	43% ▲	29% ▲
Profit Margin	-4% ▼	-19% ▼	-15% ▼	5% ▲	16% ▲

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

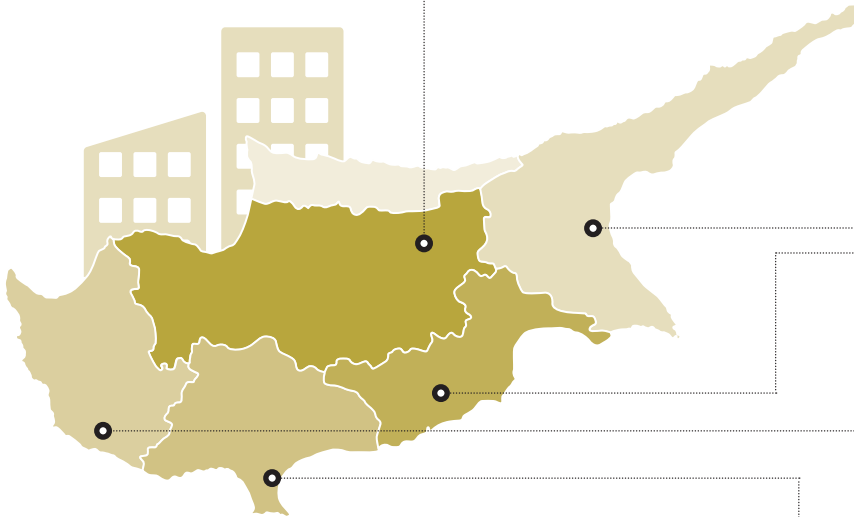
## CLASS A

						
	LICENSED PREMISES	AUTHORISED REPRESENTATIVES *	PREMISES OF CLASS A BOOKMAKERS	PERSONS RESPONSIBLE FOR PREMISES	TERMINATION/ REVOCATION OF LICENSES	TOTAL NUMBER OF EMPLOYEES
<b>2015</b>						
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
<b>2016</b>						
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
<b>2017</b>						
JANUARY-MARCH	541	439	68	532	20	947
APRIL-JUNE	610	477	84	559	56	1011
JULY-SEPTEMBER	634	433	76	691	91	1097
<b>Percentage (%) change</b>						
JULY - SEPTEMBER 2015-2016	4% ▲	0%	23% ▲	29% ▲	-23% ▼	18% ▲
JULY - SEPTEMBER 2015-2017	15% ▲	7% ▲	-36% ▼	14% ▲	600% ▲	12% ▲
JULY - SEPTEMBER 2016-2017	10% ▲	7% ▲	-48% ▼	-12% ▼	810% ▲	-5% ▼
APRIL - JUNE - JULY - SEPTEMBER 2017	4% ▲	-9% ▼	-10% ▼	24% ▲	63% ▲	9% ▲

\* 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	210
OCTOBER-DECEMBER	197	200	

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

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

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

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

### Percentage (%) change

#### COMPARISON OF APRIL-JUNE 2017 WITH JULY-SEPTEMBER 2017

NICOSIA	▲ 6.0%	LARNACA	■ 0%
LIMASSOL	▲ 4.0%	PAPHOS	▲ 3.0%
FAMAGUSTA	▲ 9.0%		

QUARTER	JULY - SEPTEMBER 2015-2016	JULY - SEPTEMBER 2015-2017	JULY - SEPTEMBER 2016-2017	APR - JUN JUL - SEPT 2017
NICOSIA	0%	8% ▲	8% ▲	6% ▲
LARNACA	6% ▲	14% ▲	8% ▲	0%
LIMASSOL	5% ▲	20% ▲	13% ▲	4% ▲
PAPHOS	10% ▲	19% ▲	8% ▲	3% ▲
FAMAGUSTA	10% ▲	22% ▲	11% ▲	9% ▲



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

## CLASS B\*

2017

QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER
Number of Licensees	5	8*	9
Comprehensive Income (Pay In)	66,085,862 €	68,412,830 €	66,831,446 €
Profit distribution (Pay Out)	62,517,226 €	64,200,214 €	60,347,722 €
Gross Gaming Revenue (GGR)	3,568,636 €	4,212,616 €	6,483,724 €
Betting Tax - 10%	356,864 €	421,262 €	648,372.40 €
Contribution tax - 3%	107,059 €	126,378 €	194,512 €
Profit Margin	5%	6%	10%

### Percentage (%) change

QUARTER	APR - JUN JUL - SEPT 2017
Number of Licensees	13% ▲
Comprehensive Income (Pay In)	-2% ▼
Profit distribution (Pay Out)	-6% ▼
Gross Gaming Revenue (GGR)	54% ▲
Betting Tax - 10%	54% ▲
Contribution tax - 3%	54% ▲
Profit Margin	58% ▲

\* It should be noted that three (3) licensed 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 <b>494</b>	JANUARY-MARCH <b>548</b>	JANUARY-MARCH <b>2638</b>
APRIL-JUNE <b>548</b>	APRIL-JUNE <b>548</b>	APRIL-JUNE <b>2762</b>
JULY-SEPTEMBER <b>548</b>	JULY-SEPTEMBER <b>548</b>	JULY-SEPTEMBER <b>2829</b>
OCTOBER-DECEMBER <b>548</b>	OCTOBER-DECEMBER <b>2473</b>	

## Percentage (%) change

QUARTER	NUMBER OF WEBSITES
JULY - SEPTEMBER 2015-2016	0%
JULY - SEPTEMBER 2015-2017	416% ▲
JULY - SEPTEMBER 2016-2017	416% ▲
APRIL - JUNE - JULY - SEPTEMBER 2017	2% ▲

\* **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 September 2017. The results have been distributed on a quarterly basis. As it can be seen in the table above, when comparing the third quarter of 2015 with the third quarter of 2016 there is no change in the number of websites that have been blocked. However, when comparing the third quarter of 2017 with the third quarter of 2016 there is a significant increase of 416% in the number of blocked websites. 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](http://blocking.nba.com.cy), as well as on the Authority's website [www.nba.gov.cy](http://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

**[www.nba.gov.cy](http://www.nba.gov.cy)**

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