



GAMBLING INDUSTRY STATISTICS

✓ FINANCIAL RESULTS✓ QUANTITATIVE DATA

JANUARY 2015-MARCH 2018

(UPDATED TO INCLUDE RESULTS FROM JANUARY TO MARCH 2018)



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Table of Contents

Main Findings (first quarter of 2018: January-March 2018)	. 3
Executive Summary	.4
Class A&B licensed bookmakers' data for the period 2015-2018	. 5
Appendix - Terminology	14

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€153.447.670

Comprehensive Income (Pay In) of Class A and B Bookmakers (JANUARY – MARCH 2018)



Total Profit Distribution (Pay Out) of Class A and B (JANUARY – MARCH 2018)



Gross Gaming Revenue (GGR) of Class A and B (JANUARY – MARCH 2018)

€1.977.614

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

8 Number of Class A licensed bookmakers

11 Number of Class B licensed bookmakers 23%

Percentage (%) change of Class A and B's Pay in (COMPARISON OF 1ST QUARTER OF 2017-2018)

21%

Percentage (%) change of Class A and B's Pay Out (COMPARISON OF 1ST QUARTER OF 2017-2018)

12.89% Profit Margins for Class A and B (JANUARY – MARCH 2018)

40%

Percentage (%) change of betting tax for Class A and B (COMPARISON OF 1ST QUARTER OF 2017-2018)

554 Licensed premises

5289

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 first quarter of the year 2018 (January-March), 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 first 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 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 first quarter of 2018, a significant increase of 23% was observed in the comprehensive income of Class A and B bookmakers (€153.447.670) in comparison to the same quarter of 2017 (€124.993.893). A comparison of the comprehensive income, with the first quarter of 2016 (€49.340.612), revealed an increase of 211%.

Among the aforementioned comprehensive income numbers, a total of \in 76.302.358 refers to Class A bookmakers, while a total of \in 77.145.312 refers to Class B bookmakers. The comprehensive income of Class A bookmakers recorded a significant increase of 30% between the months of January-March 2018 in comparison to the first quarter of 2017. Additionally, an increase of 55% was recorded in comparison to the same quarter of 2016. Regarding the comprehensive income of Class B bookmakers, an increase of 17% was observed in comparison to the first quarter of 2017.

It should be noted that during the first quarter of 2018, the number of Class A bookmakers has been decreased to 8 bookmakers. The number of Class B bookmakers has remained the same (11 Class B bookmakers) as in the last quarter of 2017. It should be also noted tha the license of a Class A bookmaker has been suspended since the 5th of December 2017. Furthermore, 2 of the Class B bookmakers by their own decision, have temporarily interrupted the provision of betting services.

The total profit distribution for Class A and B players in the first quarter of 2018 has reached the amount of €133.671.527, which records an increase of 21% 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 246% was recorded. The largest share of the profits which reached the amount of €71.102.738 were also in this quarter of Class B bookmakers.

Gross gaming revenue (GGR) for Class A and B bookmakers during the first quarter of 2018 recorded in their entirety an increase of 40% in comparison to the same quarter of 2017, reaching the amount of €19.776.144. In more detail, the gross gaming revenue (GGR) for Class A bookmakers for the first quarter of 2018 increased and reached the total amount of €13.733.570, denoting the increase of 30% in comparison to the same quarter of 2017. The gross gaming revenue (GGR) for Class B bookmakers for the current quarter reached the total amount of €6.042.574, which records an increase of 69% in comparison to the same quarter of the last year. That reveals once again 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 (2%) nationwide during the first quarter of 2018 in comparison to the same quarter of the last year. However, a decrease of 14% was noted in comparison to the fourth quarter of 2017. In more detail, the number of licensed premises reached a total of 554 nationwide. Nicosia holds the highest number of licensed premises (186 licensed premises), followed by Limassol (171 licensed premises), Larnaca (90 licensed premises), Paphos (63 licensed premises) and Famagusta (44 licensed premises). It should be noted, that an increase of 200% in the number of cancellations and withdrawal of licenses was observed during the first quarter of 2018 in comparison to the same quarter of 2017. The employees in the licensed premises reached the number of 1196 during the first quarter of 2018, denoting an increase of 26% in relation to the same quarter of the last year.

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 971% in the number of websites during the first quarter of 2018 in comparison to the same quarter of 2015. With regards to absolute numbers, the blocking list included only 494 websites during the first quarter of 2015, while the first quarter of 2018 records a total of 5289 websites. The number of blocked websites increased significantly by 34%, in comparison to the fourth quarter of 2017, with 1334 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.

4

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

² The term "Class B" refers to online betting



CLASS A&B

	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2015
	Number of Licensees	11	10	10	10	
<u>1</u>	Comprehensive Income (Pay In)	32,512,121€	28,700,361€	28,859,193 €	45,664,685 €	135,736,360 €
20	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€

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2017

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€

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 €

QUARTER	JANUARY- MARCH
Number of Licensees	19
Comprehensive Income (Pay In)	153,447,670 €
Profit distribution (Pay Out)	133,671,527 €
Gross Gaming Revenue (GGR)	19,776,144 €
Betting Tax - 10%	1,977,614 €
Contribution tax - 3%	593,284€

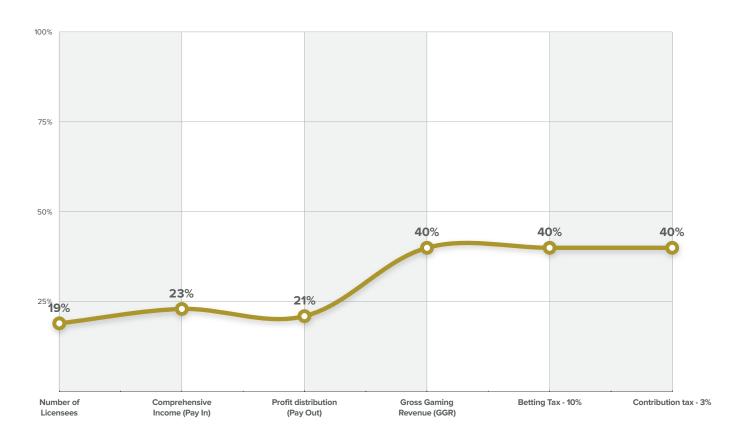


CLASS A&B

Percentage (%) change

QUARTER	JANUARY- MARCH 2015-2016	JANUARY- MARCH 2015-2017	JANUARY- MARCH 2016-2017	JANUARY- MARCH 2016-2018	JANUARY- MARCH 2017-2018
Number of Licensees	-9% 💌	45% 🔺	60% 🔺	90% 🔺	19% 🔺
Comprehensive Income (Pay In)	52% 🔺	284% 🔺	153% 🔺	211% 🔺	23% 🔺
Profit distribution (Pay Out)	52% 🔺	337% 🔺	187% 🔺	246% 🔺	21% 🔺
Gross Gaming Revenue (GGR)	50% 🔺	98% 🔺	32% 🔺	85% 🔺	40% 🔺
Betting Tax - 10%	50% 🔺	98% 🔺	32% 🔺	85% 🔺	40% 🔺
Contribution tax - 3%	50% 🔺	98% 🔺	32% 🔺	85% 🔺	40% 🔺

PERCENTAGE (%) CHANGE JANUARY-MARCH 2017-2018





CLASS A

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%

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%

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%

QUARTER	JANUARY- MARCH
Number of Licensees	8
Comprehensive Income (Pay In)	76,302,358€
Profit distribution (Pay Out)	62,568,789€
Gross Gaming Revenue (GGR)	13,733,570 €
Betting Tax - 10%	1,373,357€
Contribution tax - 3%	412,007€
Profit Margin	18%

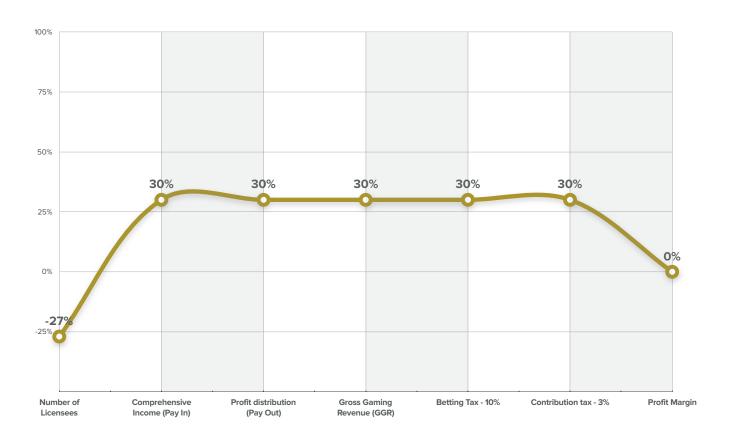


CLASS A

Percentage (%) change

QUARTER	JANUARY- MARCH 2015-2016	JANUARY- MARCH 2015-2017	JANUARY- MARCH 2016-2017	JANUARY- MARCH 2016-2018	JANUARY- MARCH 2017-2018
Number of Licensees	-9% 💌	0%	10% 📥	-20% 💌	-27% 💌
Comprehensive Income (Pay In)	52% 📥	81% 🔺	19% 🔺	55% 📥	30% 🔺
Profit distribution (Pay Out)	52% 🔺	90% 📥	25% 📥	62% 🔺	30% 🔺
Gross Gaming Revenue (GGR)	50% 🔺	48% 🛦	-1% 💌	28% 🔺	30% 🔺
Betting Tax - 10%	50% 📥	48% 🔺	-1% 💌	28% 🔺	30% 🔺
Contribution tax - 3%	50% 📥	48% 📥	-1% 💌	28% 📥	30% 🔺
Profit Margin	-1% 💌	-18% 💌	-17% 💌	-17% 💌	0%

PERCENTAGE (%) CHANGE JANUARY-MARCH 2017-2018





CLASS A

		8	Ē		Ex	
	LICENSED PREMISES	AUTHORISED REPRESENTA- TIVES *	PREMISES OF CLASS A BOOKMAKERS	PERSONS RESPONSIBLE FOR PREMISES	TERMINATION/ REVOCATION OF LICENSES	TOTAL NUMBER OI EMPLOYEES
			2015		1	
JANUARY- MARCH	542	399	123	564	31	934
APRIL- JUNE	548		113	585	12	953
JULY- SEPTEMBER	553	406		608		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			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		691		1097
OCTOBER- DECEMBER	644	520	89	813	117	1302
			2018			
JANUARY- MARCH	554	432	79	794	60	1196



CLASS A

		8	I I		Ex	
	LICENSED PREMISES	AUTHORISED REPRESENTA- TIVES *	PREMISES OF CLASS A BOOKMAKERS	PERSONS RESPONSIBLE FOR PREMISES	TERMINATION/ REVOCATION OF LICENSES	TOTAL NUMBER OF EMPLOYEES
Percentage (%) change						
JANUARY-MARCH 2015-2016	6% 🔺	5% 🔺	3% 🔺	19% 🔺	-58% 🔻	12% 🔺
JANUARY-MARCH 2015-2017	0%	10% 🔺	-45% 🔻	-6% 🤝	-35% 🔻	1% 🔺
JANUARY-MARCH 2016-2017	-6% 🔻	5% 🔺	-46% 🔻	-21% 🔻	54% 🔺	-10% 🔻
JANUARY-MARCH 2016-2018	-4% 🐨	4% 🔺	-38% 💌	19% 🔺	362% 🔺	14% 🔺
JANUARY-MARCH 2017-2018	2% 🔺	-2% 🔻	16% 🔺	49% 🔺	200% 🔺	26% 🔺



CLASS A LICENSED PREMISES 0 Ó 0 0 0

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

LA	RNACA	2015	2016	2017	2018
	NUARY- IRCH	89	98	93	90
AP JU	RIL- NE	96	95	103	
JU SE	LY- PTEMBER	90	95	103	
	CTOBER- CEMBER	97	98	101	

LIMASSOL	2015	2016	2017	2018
JANUARY- MARCH	173	171	164	171
APRIL- JUNE	171	176	195	
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	
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	
JULY- SEPTEMBER	41	45	50	
OCTOBER- DECEMBER	42	43	47	

Percentage (%) change

COMPARISON OF JANUARY-MARCH 2017 WITH JANUARY-MARCH 2018



LARNACA

PAPHOS

-3.0%

▲ 7.0%

LIMASSOL



FAMAGUSTA

~ -2.0%

QUARTER	JAN-MAR 2015-2016	JAN-MAR 2015-2017	JAN-MAR 2016-2017	JAN-MAR 2016-2018	JAN-MAR 2017-2018
NICOSIA	4% 🔺	-5% 💌	-9% 💌	-6% 💌	3% 🔺
LARNACA	10% 🔺	4% 🔺	-5% 🔻	-8% 💌	-3% 💌
LIMASSOL	-1% 💌	-5% 💌	-4% 💌	0%	4% 🔺
PAPHOS	11% 🔺	7% 🔺	-3% 🔻	3% 🔺	7% 🔺
FAMAGUSTA	33% 🔺	25% 🔺	-6% 💌	-8% 💌	-2% 💌



CLASS B*

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%

2017

QUARTER	JANUARY- MARCH
Number of Licensees	11
Comprehensive Income (Pay In)	77,145,312 €
Profit distribution (Pay Out)	71,102,738 €
Gross Gaming Revenue (GGR)	6,042,574 €
Betting Tax - 10%	604,257€
Contribution tax - 3%	181,277 €
Profit Margin	8%

Percentage (%) change

QUARTER	JANUARY- MARCH 2017-2018
Number of Licensees	120% 🔺
Comprehensive Income (Pay In)	17% 🔺
Profit distribution (Pay Out)	14% 🔺
Gross Gaming Revenue (GGR)	69% 🔺
Betting Tax - 10%	69% 🔺
Contribution tax - 3%	69% 🔺
Profit Margin	45% 🔺

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



Blocking list of illegal betting services providers*

2015 2016 2017 JANUARY-MARCH JANUARY-MARCH JANUARY-MARCH 63 APRIL-JUNE APRIL-JUNE APRIL-JUNE 2762 548 548 JULY-SEPTEMBER JULY-SEPTEMBER JULY-SEPTEMBER 282 548 548 OCTOBER-DECEMBER OCTOBER-DECEMBER OCTOBER-DECEMBER 2473 3955 548



2018

JANUARY-MARCH

Percentage (%) change

QUARTER	NUMBER OF WEBSITES
JANUARY-MARCH 2015-2016	11% 🔺
JANUARY-MARCH 2015-2017	434% 🔺
JANUARY-MARCH 2016-2017	381% 🔺
JANUARY-MARCH 2016-2018	865% 🔺
ΙΑΝΟΥΑΡΙΟΣ-ΜΑΡΤΙΟΣ 2017-2018	100% 🔺

^{*} **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 March 2018. The results have been distributed on a quarterly basis. As it can be seen in the table above, when comparing the first quarter of 2015 with the first quarter of 2016 an increase of 11% is recorded in the number of websites that have been blocked. However, when comparing the first quarter of 2016 with the first quarter of 2018 the increase in the number of blocked websites is even more significant and reaches 865%. 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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