



NATIONAL  
BETTING  
AUTHORITY

# GAMBLING INDUSTRY STATISTICS

- ✓ FINANCIAL RESULTS
- ✓ QUANTITATIVE DATA

January 2015-March 2017

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**€124.993.893**

Comprehensive Income (Pay In)  
of Class A and B Bookmakers  
(JAN- MAR 2017)

**153%**

Percentage (%) change  
of Class A and B's Pay in  
(COMPARISON OF 1<sup>ST</sup> QUARTER 2016-2017)

**€110.827.197**

Total Profit Distribution (Pay Out)  
of Class A and B  
(JAN-MAR 2017)

**187%**

Percentage (%) change  
of Class A and B's Pay out  
(COMPARISON OF 1<sup>ST</sup> QUARTER 2016-2017)

**€14.166.697**

Gross Gaming Revenue (GGR)  
of Class A and B  
(JAN-MAR 2017)

**11.33%**

Profit Margins  
(JAN-MAR 2017)

**€1.416.670**

Betting tax (10%) on the GGR  
for Class A and B  
(JAN-MAR 2017)

**32%**

Percentage (%) change of  
betting tax for Class A and B  
(COMPARISON OF 1<sup>ST</sup> QUARTER 2016-2017)

**11**

Number of Class A licensed bookmakers

**541**

Licensed premises

**5**

Number of Class B licensed bookmakers

**2638**

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 constitutes the first publication of the quarterly Financial Results and Quantitative Data for the years 2015-2017, and will act as a basis for the systematic communication of quarterly results, whose ultimate goal is the maximization of transparency and better public awareness. Particularly, the present report provides aggregated financial results per quarter for the years 2015, 2016 and 2017, and figures for Class A<sup>1</sup> and B<sup>2</sup> bookmakers, authorised representatives, licensed premises, persons in charge of premises and the list of blocked websites.

The licencing and regulating procedure of online betting services for Class B licensees has been put into effect on the 1st October 2016. The first betting company was granted a license by the end of December 2016 and was able to provide betting services from 1st January 2017. The majority of Class B bookmakers started, nevertheless, the provision of betting services in the second quarter of 2017. Therefore, the first financial results regarding the activities of the rest of the Class B bookmakers, will be included in the report of the second quarter of 2017.

The comprehensive income (pay in) of Class A bookmakers, during the first quarter of 2015, amounted to €32.512.121, amount that was raised to €49.340.612 during the first quarter of 2016, marking a significant percentage increase in the order of 52%. During the first quarter of 2017, the amount of €124.993.893 for the comprehensive income was recorded, that is to say a percentage increase in the order of 153%, compared to the first quarter of 2016, and a percentage increase in the order of 284%, compared to the first quarter of 2015. It is noted that, the amount of gross revenue within the first quarter of 2017 includes the performance of Class B bookmakers.

Profit distribution (pay out) were on the increase during the period 2015-2017. Comparing the first quarters of profit distribution, one can observe that the amount increased from €25.368.153 in 2015 to €38.640.145 in 2016, and reached the total amount of €110.827.197 in the first quarter of 2017 (included the financial results of Class B bookmakers in the first quarter of 2017), resulting to a percentage increase in the order of 337%.

Gross gaming revenue (GGR) for Class A and B bookmakers during the first quarter of 2017, recorded in their entirety a significant increase in the order of 98% compared to the first quarter of 2015, an increase which has resulted, among other factors, from the licencing and regulating of Class B betting services.

Specifically, Class A's GGR increased from €7.143.968 during the first quarter of 2015 to €10.700.467 during the first quarter of 2016, i.e. by 50%. It is worth noting that Class A's GGR was approximately at the same level in the first quarter of 2016 and 2017 respectively.

With regards to the total number of Class A licenced premises, a slight increase of 6% was recorded in the first quarter of 2016 compared to the first quarter of 2015. This increase was followed, however, by a corresponding decrease in the first quarter of 2017 compared to the same period of 2016. This resulted to the total number of Class A licenced premises returning to the same level as it was in the first quarter of 2015. Nicosia holds the lead in terms of premises' number with a total of 180 premises in the first quarter of 2017, followed by Limassol with 154 premises. It is noteworthy that the number of premises in Famagusta, which lags behind the other cities, recorded a significant increase in the order of 25% ranging from the first quarter of 2015 to the corresponding period of 2017.

Further, reviewing the first quarterly financial information for Class B, one can observe gross gaming revenue (GGR) in the order of €3.568.636. Specifically, Class B's pay in was €66.085.862 and pay out was €62.517.226.

Finally, this report focuses on the data regarding the blocking list of websites, which either do not hold a Class B license or offer illegal betting services, that was implemented during the period 2015 until March of 2017. It can be observed that in the first quarter of 2017 a sharp rise of blocked websites in the order of 434% was recorded, compared to the first quarter of 2015. This percentage increase, is due to the implementation of an effective procedure, on the basis of which the Authority establishes the blocking list of illegal websites. When referring to absolute figures, the blocking list recording only 494 websites in the first quarter of 2015, while in the first quarter of 2017 lists a total of 2638 websites.

This report reflects the most important findings that represent the current betting activity in Cyprus and is accompanied by table 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
	Number of Licensees	16
	Comprehensive Income (Pay In)	124,993,893 €
	Profit distribution (Pay Out)	110,827,197 €
	Gross Gaming Revenue (GGR)	14,166,697 €
	Betting Tax - 10%	1,416,670 €
Contribution tax - 3%	425,001 €	

### Percentage (%) change

QUARTER	2015 - 2016	JANUARY- MARCH 2015-2016	JANUARY- MARCH 2016-2017	JANUARY- MARCH 2015-2017
Number of Licensees	-	-9% ▼	60% ▲	45% ▲
Comprehensive Income (Pay In)	46% ▲	52% ▲	153% ▲	284% ▲
Profit distribution (Pay Out)	48% ▲	52% ▲	187% ▲	337% ▲
Gross Gaming Revenue (GGR)	40% ▲	50% ▲	32% ▲	98% ▲
Betting Tax - 10%	40% ▲	50% ▲	32% ▲	98% ▲
Contribution tax - 3%	40% ▲	50% ▲	32% ▲	98% ▲

# 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
	Number of Licensees	11
	Comprehensive Income (Pay In)	58,908,032 €
	Profit distribution (Pay Out)	48,309,971 €
	Gross Gaming Revenue (GGR)	10,598,061 €
	Betting Tax - 10%	1,059,806 €
	Contribution tax - 3%	317,942 €
Profit Margin	18%	

### Percentage (%) change

QUARTER	2015 - 2016	JANUARY- MARCH 2015-2016	JANUARY- MARCH 2016-2017	JANUARY- MARCH 2015-2017
Number of Licensees	-	-9% ▼	10% ▲	0%
Comprehensive Income (Pay In)	46% ▲	52% ▲	19% ▲	81% ▲
Profit distribution (Pay Out)	48% ▲	52% ▲	25% ▲	90% ▲
Gross Gaming Revenue (GGR)	40% ▲	50% ▲	-1% ▼	48% ▲
Betting Tax - 10%	40% ▲	50% ▲	-1% ▼	48% ▲
Contribution tax - 3%	40% ▲	50% ▲	-1% ▼	48% ▲

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

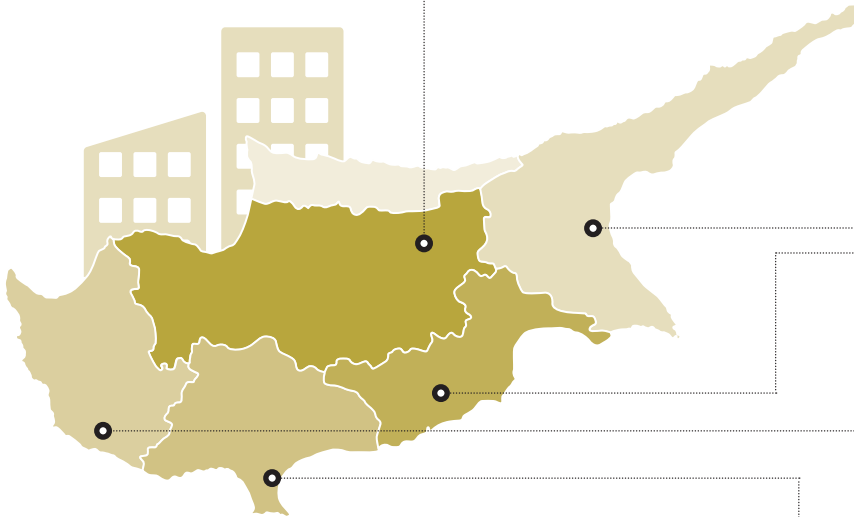
## CLASS A

						
	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
<b>Percentage (%) change</b>						
JANUARY-MARCH 2015-2016	6% ▲	4% ▲	3% ▲	16% ▲	-138% ▼	11% ▲
JANUARY-MARCH 2016-2017	-6% ▼	8% ▲	-51% ▼	-29% ▼	-13% ▼	-16% ▼
JANUARY-MARCH 2015-2017	-0%	10% ▲	-45% ▼	-6% ▼	-35% ▼	1% ▲

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

# 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	
JULY-SEPTEMBER	195	195	
OCTOBER-DECEMBER	197	200	

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

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

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

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

### Percentage (%) change JANUARY-MARCH 2015-2017

NICOSIA	▼ -4.76%	LARNACA	▲ 4.49%
LIMASSOL	▼ -5.20%	PAPHOS	▲ 7.27%
FAMAGUSTA	▲ 25.00%		

QUARTER	JANUARY-MARCH 2015-2016	JANUARY-MARCH 2016-2017	JANUARY-MARCH 2015-2017
NICOSIA	4.06% ▲	-8.89% ▼	-4.76% ▼
LARNACA	9.18% ▲	-2.15% ▼	4.49% ▲
LIMASSOL	-1.17% ▼	-7.32% ▼	-5.20% ▼
PAPHOS	9.84% ▲	-10.17% ▼	7.27% ▲
FAMAGUSTA	25.00% ▲	2.22% ▲	25.00% ▲



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

## CLASS B\*

2017	QUARTER	JANUARY- MARCH
	Number of Licensees	5
	Comprehensive Income (Pay In)	66,085,862 €
	Profit distribution (Pay Out)	62,517,226 €
	Gross Gaming Revenue (GGR)	3,568,636 €
	Betting Tax - 10%	356,864 €
	Contribution tax - 3%	107,059 €
	Profit Margin	5%

\* As mentioned in the Executive Summary, while most of Class B bookmakers were licensed during the first quarter of 2017, they commenced the provision of betting services in the second quarter. This postponement was due to the fact that the bookmakers did not comply with the conditions of approval for their license within the first quarter.

# 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>	
JULY-SEPTEMBER <b>548</b>	JULY-SEPTEMBER <b>548</b>	
OCTOBER-DECEMBER <b>548</b>	OCTOBER-DECEMBER <b>2473</b>	

### Percentage (%) change

QUARTER	NUMBER OF WEBSITES
JANUARY-MARCH 2015-2016	11% ▲
JANUARY-MARCH 2016-2017	381% ▲
JANUARY-MARCH 2015-2017	434% ▲

\* **NOTE:** The above mentioned table summarizes the results from the blocking of websites, which either do not hold a Class B license or offer illegal betting services, and was implemented during the period 2015 until March of 2017. The results are distributed on a quarterly basis. As it can be shown in the table above, when comparing the first quarter of 2015 with that of 2016, one can observe an increase in the number of websites that were added in the blocking list. Comparing, however, the first quarter of 2016 with that of 2017, there is a much greater increase in the number of blocked websites. This can be interpreted by the implementation of blocking websites, which entered into force on 1st November 2016 (4th quarter of 2016), and applies to legal persons who did not submit an application for obtaining a Class B license and were operating on a transitional basis according to article 91(3) of the Betting law of 2012. The biggest increase was observed comparing the first quarter of 2015 with that of 2017.

**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

**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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