

GAMBLING INDUSTRY STATISTICS

- **✓ FINANCIAL RESULTS**
- **✓ QUANTITATIVE DATA**

JANUARY 2015 - SEPTEMBER 2018

(UPDATED TO INCLUDE RESULTS FROM JULY TO SEPTEMBER 2018)



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€170.678.919

Comprehensive Income (Pay In) of Class A and B Bookmakers (JULY – SEPTEMBER 2018)

€146.672.217

Total Profit Distribution (Pay Out) of Class A and B
(JULY – SEPTEMBER 2018)

€24.006.703

Gross Gaming Revenue (GGR) of Class A and B
(JULY – SEPTEMBER 2018)

€2.400.670

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

8

Number of Class A licensed bookmakers

11

Number of Class B licensed bookmakers

34%

Percentage (%) change of Class A and B's Pay in (COMPARISON OF 3RD QUARTER OF 2017-2018)

36%

Percentage (%) change of Class A and B's Pay Out (COMPARISON OF 3RD QUARTER OF 2017-2018)

14.07%

Profit Margins for Class A and B (JULY – SEPTEMBER 2018)

20%

Percentage (%) change of betting tax for Class A and B (COMPARISON OF 3RD QUARTER OF 2017-2018)

564

Licensed premises

7462

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 third quarter of the year 2018 (July-September), 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 third 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 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.

Reviewing the most important financial results of the third quarter of 2018, a significant increase of 34% was recorded in the comprehensive income of Class A and B bookmakers (€170.678.919) compared to the same quarter of 2017 (€127.642.160). Compared to the third quarter of 2016, the comprehensive income increased by 283%.

From the aforementioned comprehensive total income, an amount of €82.989.307 refers to Class A bookmakers, while an amount of €87.689.612 refers to Class B bookmakers. The comprehensive income of Class A bookmakers showed a significant increase of 36% between July-September 2018, with respect to the third quarter of 2017, and 86% increase with respect to the third quarter of 2016. Regarding Class B bookmakers' comprehensive income, an increase of 31% was recorded in comparison to the third quarter of 2017.

During the third quarter of 2018, both the numbers of Class A (8) and Class B (11) bookmakers remained constant, with respect to the second 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 third quarter of 2018 has reached a total of €146.672.217, recording an increase of 36% 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 317% was recorded. The largest share of the total profit distribution (pay out), which

reached €79.371.549, were paid to Class B players.

The Gross Gaming Revenue (GGR) for Class A and B bookmakers during the third quarter of 2018 (€24.006.703) recorded in their entirety an increase of 20% in comparison to the same quarter of 2017 (€19.959.439). In detail, the GGR for Class A bookmakers for the third quarter of 2018 increased and reached a total amount of €15.688.639, denoting an increase of 16% in comparison to the same quarter of 2017. The GGR for Class B bookmakers for the period between July-September 2018, reached a total amount of €8.318.064, resulting to a 28% 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 11% during the third 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 564 nationwide, where Nicosia holds the highest number of licensed premises (180), followed by Limassol (178), Larnaca (97), Paphos (63) and Famagusta (46). It is worth noting, that an increase of 27% was recorded in the number of cancellations and withdrawal of licenses during the third quarter of 2018 with respect to the same quarter of 2017. The employees within the licensed premises reached the number of 1322 during the third quarter of 2018, indicating an increase of 21% 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 1262% between the third quarter of 2018 and the same quarter of 2015. Specifically, the blocking list includes 7462 websites as recorded in the third 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 second quarter of 2018, with 1178 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

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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 €

016

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 €

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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 €

018

QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER
Number of Licensees	19	19	19
Comprehensive Income (Pay In)	153,454,813 €	169,131,411 €	170,678,919 €
Profit distribution (Pay Out)	133,671,527 €	147,229,831€	146,672,217 €
Gross Gaming Revenue (GGR)	19,783,286 €	21,901,580 €	24,006,703 €
Betting Tax - 10%	1,978,329 €	2,190,158 €	2,400,670 €
Contribution tax - 3%	593,499€	657,047 €	720,201€

 $^{^{*}}$ Note: Insignificant changes in the figures for the first and second quarter of 2018 are due to accounting reconciliation.



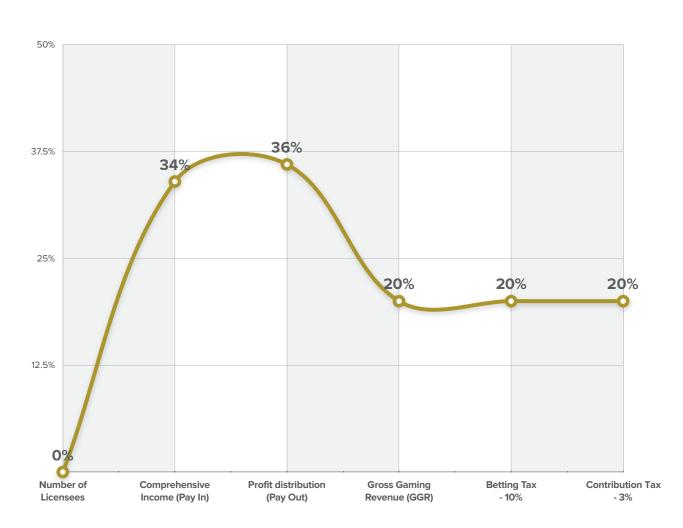
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CLASS A&B

Percentage (%) change

QUARTER	JULY - SEPTEMBER 2015-2016	JULY - SEPTEMBER 2015-2017	JULY - SEPTEMBER 2016-2017	JULY - SEPTEMBER 2016-2018	JULY - SEPTEMBER 2017-2018
Number of Licensees	10% 📥	90% 📥	73% 📤	73% 📤	0% =
Comprehensive Income (Pay In)	54% 🗻	342% 🗻	186% 📤	283% 📤	34% 🗻
Profit distribution (Pay Out)	65% 📤	406% 📤	206% 📤	317% 📤	36% 📤
Gross Gaming Revenue (GGR)	25% 🗻	164% 🗻	112% 🗻	155% 📤	20% 📤
Betting Tax - 10%	25% 📤	164% 📤	112% 📤	155% 📤	20% 📤
Contribution tax - 3%	25% 📤	164% 📤	112% 📤	155% 📤	20% 📤

PERCENTAGE (%) CHANGE JULY - SEPTEMBER 2017-2018



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



CLASS A

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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%

716

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%

717

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%

300

QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER
Number of Licensees	8	8	8
Comprehensive Income (Pay In)	76,302,358€	78,669,110 €	82,989,307€
Profit distribution (Pay Out)	62,568,789€	64,188,991 €	67,300,668 €
Gross Gaming Revenue (GGR)	13,733,570 €	14,480,119 €	15,688,639€
Betting Tax - 10%	1,373,357€	1,448,012 €	1,568,864 €
Contribution tax - 3%	412,007 €	434,404 €	470,659 €
Profit Margin	18%	18%	19%



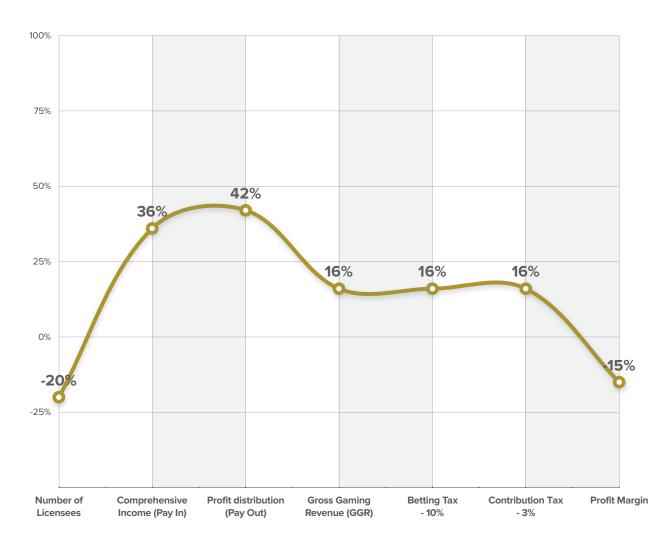
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CLASS A

Percentage (%) change

QUARTER	JULY- SEPTEMBER 2015-2016	JULY- SEPTEMBER 2015-2017	JULY- SEPTEMBER 2016-2017	JULY- SEPTEMBER 2016-2018	JULY- SEPTEMBER 2017-2018
Number of Licensees	10% 📥	0% =	-9%	-27%	-20% 🔍
Comprehensive Income (Pay In)	54% 🗻	111% 📥	36% 📤	86% 📤	36% 🗻
Profit distribution (Pay Out)	65% 📤	122% 🗻	35% 📤	91% 📤	42% 🗻
Gross Gaming Revenue (GGR)	25% 🔺	78% 📤	43% 📥	67% 📤	16% 📥
Betting Tax - 10%	25% 🛋	78% 📤	43% 🔺	67% 📤	16% 📥
Contribution tax - 3%	25% 📤	78% 📤	43% 🛋	67% 📤	16% 📥
Profit Margin	-19% 🔻	-15%	5% 📤	-11%	-15%

PERCENTAGE (%) CHANGE JULY - SEPTEMBER 2017-2018





CLASS A

				PERSONS	Ex	
	LICENSED PREMISES	AUTHORISED REPRESENTA- TIVES *	PREMISES OF CLASS A BOOKMAKERS	RESPONSIBLE FOR PREMISES	TERMINATION/ REVOCATION OF LICENSES	TOTAL NUMBER C EMPLOYEE
			2015			
JANUARY- MARCH	542	399	123	564	31	934
APRIL- JUNE	548		113	585	12	953
JULY- SEPTEMBER	553	406		608		980
			2016			
JANUARY- MARCH	575	417	127	670	13	1050
APRIL- JUNE	576	406	139	750	23	1122
JULY- SEPTEMBER	577	406			10	1157
			2017			,
JANUARY- MARCH	541	439	68	532	20	947
APRIL- JUNE	610	477	84	559	56	1011
JULY- SEPTEMBER	634	433				1097
2018						
JANUARY- MARCH	554	432	79	794	60	1196
APRIL- JUNE	570	445	80	868	86	1277
JULY- SEPTEMBER		442		917	106	1322

 $^{^{\}ast}$ Number of authorised representatives who hold licenses for more than one premise.



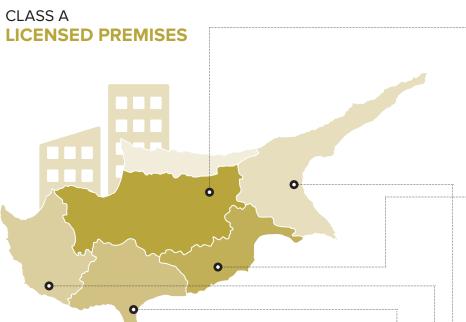
CLASS A

				TÜ	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						
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% 🔻
JULY - SEPTEMBER 2016-2018	-2% 💟	9% 🗻	-47% 💟	17% 📤	417% 📤	14% 🗻
JULY - SEPTEMBER 2017-2018	-11% 🔻	2% 🛦	6% 📥	40% 📤	27% 📤	21% 🛦

 $^{^{\}ast}$ Number of authorised representatives who hold licenses for more than one premise.

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





NICOSIA	2015	2016	2017	2018
JANUARY- MARCH	189	197	180	186
APRIL- JUNE	187	196	199	186
JULY- SEPTEMBER	195	195	210	180
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	97
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	178
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	63
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	46
OCTOBER- DECEMBER	42	43	47	

Percentage (%) change

COMPARISON OF JULY-SEPTEMBER 2017 WITH JULY-SEPTEMBER 2018

NICOSIA	LARNACA
-14 %	~-6 %
LIMASSOL	PAPHOS
-12 %	-9 %
FAMAGUSTA	

QUARTER	JUL-SEP 2015-2016	JUL-SEP 2015-2017	JUL-SEP 2016-2017	JUL-SEP 2016-2018	JUL-SEP 2017-2018
NICOSIA	0% =	8% 📤	8% 📥	-8%	-14%
LARNACA	6% 📥	14% 🗻	8% 📥	2% 📥	-6%
LIMASSOL	5% 📤	20% 🛋	13% 📥	0% =	-12%
PAPHOS	10% 📥	19% 📥	8% 📥	-2%	-9% 🔻
FAMAGUSTA	10% 📥	22% 🗻	11% 🗻	2% 🗻	-8% 🐷



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%

QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER
Number of Licensees	11	11	11
Comprehensive Income (Pay In)	77,152,455 €	90,462,301€	87,689,612 €
Profit distribution (Pay Out)	71,102,738 €	83,040,840€	79,371,549 €
Gross Gaming Revenue (GGR)	6,049,718 €	7,421,461€	8,318,064€
Betting Tax - 10%	604,972 €	742,146 €	831,806 €
Contribution tax - 3%	181,492 €	222,644€	249,542 €
Profit Margin	8%	8%	9%

^{*} Note: Insignificant changes in the figures for the first and second quarter of 2018 are due to accounting reconciliation.

Percentage (%) change

QUARTER	JULY - SEPTEMBER 2017-2018
Number of Licensees	22% 🛋
Comprehensive Income (Pay In)	31% 🗻
Profit distribution (Pay Out)	32% 🗻
Gross Gaming Revenue (GGR)	28% 📤
Betting Tax - 10%	28% 📤
Contribution tax - 3%	28% 📤
Profit Margin	-2% 🔻

^{*} 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
494	548	2638
APRIL-JUNE	APRIL-JUNE	APRIL-JUNE
548	548	2762
JULY-SEPTEMBER	JULY-SEPTEMBER	JULY-SEPTEMBER
548	548	2829
OCTOBER-DECEMBER	OCTOBER-DECEMBER	OCTOBER-DECEMBER
548	2473	3955



2018

JANUARY-MARCH

5289

APRIL-JUNE

6284

IUI Y-SEPTEMBER

7462

Percentage (%) change

QUARTER	NUMBER OF WEBSITES
JULY - SEPTEMBER 2015-2016	0% =
JULY - SEPTEMBER 2015-2017	416% 📤
JULY - SEPTEMBER 2016-2017	416% 📤
JULY - SEPTEMBER 2016-2018	1262% 🔺
JULY - SEPTEMBER 2017-2018	164% 📤

^{*}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 2018. 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 no increase is recorded in the number of websites that have been blocked. However, when comparing the third quarter of 2016 with the third quarter of 2018 a significant increase of 1262% 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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