



GAMBLING INDUSTRY STATISTICS

✓ FINANCIAL RESULTS✓ QUANTITATIVE DATA

JANUARY 2016 – JUNE 2019

(UPDATED TO INCLUDE RESULTS FROM APRIL TO JUNE 2019)



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€176.480.276

Comprehensive Income (Pay In) of Class A and B Bookmakers (APRIL – JUNE 2019)

€157.637.494

Total Profit Distribution (Pay Out) of Class A and B (APRIL – JUNE 2019)



Gross Gaming Revenue (GGR) of Class A and B (APRIL – JUNE 2019)

€1.886.086

Betting tax (10%) on the GGR for Class A and B (APRIL – JUNE 2019)

6

Number of Class A licensed bookmakers

9

Number of Class B licensed bookmakers

4%

Percentage (%) change of Class A and B's Pay in (COMPARISON OF 1ST QUARTER OF 2018-2019)

7%

Percentage (%) change of Class A and B's Pay Out (COMPARISON OF 2ND QUARTER OF 2018-2019)

10.68%

Profit Margins for Class A and B (APRIL – JUNE 2019)

-14%

Percentage (%) change of betting tax for Class A and B (COMPARISON OF 2^{ND} QUARTER OF 2018-2019)

554 Licensed premises

9624

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 second quarter of the year 2019 (April - June), 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 second quarter of 2019 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 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 second quarter of 2019, an increase of 4% was recorded in the comprehensive income of Class A and B bookmakers (€176,480,276) compared to the same quarter of 2018 (€169,131,411). Compared to the second quarter of 2017, the comprehensive income increased by 43%.

From the aforementioned comprehensive total income, an amount of €69,566,295 refers to Class A bookmakers, while an amount of €106,913,981 refers to Class B bookmakers. The comprehensive income of Class A bookmakers showed a decrease of 12% between April-June 2019, with respect to the second quarter of 2018, and 27% increase with respect to the second quarter of 2017. Regarding Class B bookmakers' comprehensive income, an increase of 18% was recorded in comparison to the second quarter of 2018.

During the second quarter of 2019, the number of Class A (6) bookmakers remained constant, with respect to the first quarter of 2019. The number of Class B bookmakers decreased to 9.

The total profit distribution (pay out) for Class A and B players in the second quarter of 2019 has reached a total of €157,637,494, recording an increase of 7% in comparison to the same quarter of last year. In comparison to the total profit distribution during the same quarter of 2017, an increase of 45% was recorded. The largest share of the total profit distribution (pay out), which reached €100,584,150 were paid to Class B players.

The Gross Gaming Revenue (GGR) for Class A and B bookmakers during the second quarter of 2019 (€18,842,782) recorded in their entirety a decrease of 14% in comparison to the same quarter of 2018 (€21,901,580). In detail, the GGR for Class A bookmakers for the second quarter of 2019 decreased and reached a total amount of €12,512,951, denoting a decrease

of 14% in comparison to the same quarter of 2018. The GGR for Class B bookmakers for the period between April-June 2019, reached a total amount of \in 6,329,831, resulting to a 15% decrease compared to the same period in 2018.

The total number of Class A licensed premises has decreased nationwide by -3% during the second quarter of 2019 in comparison to the same quarter of the last year. In detail, the number of licensed premises reached a total amount of 554 nationwide, where Nicosia holds the highest number of licensed premises (182), followed by Limassol (173), Larnaca (97), Paphos (59) and Famagusta (43). It is worth noting, that a decrease of -55% was recorded in the number of cancellations and withdrawal of licenses during the second quarter of 2019 with respect to the same quarter of 2018. The employees within the licensed premises reached the number of 1219 during the second quarter of 2019, indicating a decrease of 5% in regards to the same quarter of 2018.

Finally, blocking procedure results (in action since 2015 and with regards to Class B bookmakers) reveal a significant increase of 1656% between the second quarter of 2019 and he same quarter of 2015. Specifically, the blocking list includes 9624 websites as recorded in the second quarter of 2019, while just 548 websites were blocked in the first quarter of 2015. Furthermore, the number of blocked websites increased by 8%, compared to the first quarter of 2019, with 893 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.

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

² The term "Class B" refers to online betting



CLASS A&B *

2016

2017

2018

2019

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	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2018
Number of Licensees	19	19	19	19	
Comprehensive Income (Pay In)	153,454,813 €	169,131,411 €	170,678,919 €	177,724,368 €	670,989,510 €
Profit distribution (Pay Out)	133,671,527 €	147,229,831€	146,672,217 €	154,206,401€	581,779,976 €
Gross Gaming Revenue (GGR)	19,783,286 €	21,901,580 €	24,006,703 €	23,517,966 €	89,209,535€
Betting Tax - 10%	1,978,329 €	2,190,158 €	2,400,670 €	2,351,797 €	8,920,954 €
Contribution tax - 3%	593,499€	657,047 €	720,201€	705,539€	2,676,286€

QUARTER	JANUARY- MARCH	APRIL- JUNE
Number of Licensees	16	16
Comprehensive Income (Pay In)	183,965,158 €	176,480,276 €
Profit distribution (Pay Out)	163,068,756 €	157,637,494 €
Gross Gaming Revenue (GGR)	20,896,402 €	18,842,782 €
Betting Tax - 10% **	2,090,021€	1,886,086 €
Contribution tax - 3%	627,006 €	565,826€

* Insignificant changes in the figures for the first and second quarter of 2018 are due to accounting reconciliation.

** Betting Tax - 10% differs from the 10% of Gross Gaming Revenue due to the fact that certain Class B Licensees reported a negative Gross Gaming Revenue in the 2nd Quarter

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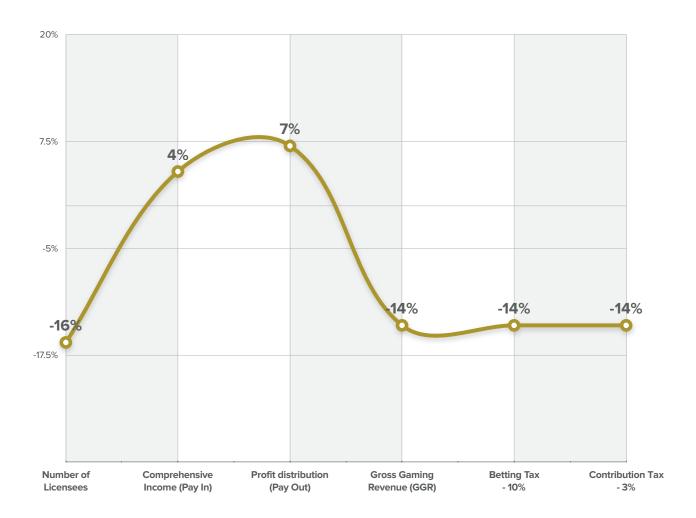


CLASS A&B

PERCENTAGE (%) CHANGE

QUARTER	APR - JUN 2016-2017	APR - JUN 2016-2018	APR - JUN 2017-2018	APR - JUN 2018-2019
Number of Licensees	90% 🔺	90% 🔺	0% =	-16% 🔍
Comprehensive Income (Pay In)	146% 🔺	238% 🔺	37% 🔺	4% 🔺
Profit distribution (Pay Out)	174% 🔺	271% 🔺	35% 🔺	7% 🔺
Gross Gaming Revenue (GGR)	42% 🔺	111% 🔺	49% 🔺	-14% 💌
Betting Tax - 10%	42% 🔺	111% 🔺	49% 🔺	-14% 💌
Contribution tax - 3%	42% 🔺	111% 🔺	49% 🔺	-14% 🔍

PERCENTAGE (%) CHANGE APRIL - JUNE 2018-2019





CLASS A

2016

2017

2018

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	ΟΚΤΩΒΡΙΟΣ- ΔΕΚΕΜΒΡΙΟΣ	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	APRIL- JUNE	JULY- SEPTEMBER	ΟΚΤΩΒΡΙΟΣ- ΔΕΚΕΜΒΡΙΟΣ	2018
Number of Licensees	8	8	8	8	
Comprehensive Income (Pay In)	76,302,358€	78,669,110 €	82,989,307€	85,105,185€	323,065,960€
Profit distribution (Pay Out)	62,568,789€	64,188,991€	67,300,668 €	68,570,007 €	262,628,455€
Gross Gaming Revenue (GGR)	13,733,570 €	14,480,119 €	15,688,639€	16,535,178 €	60,437,506€
Betting Tax - 10%	1,373,357€	1,448,012 €	1,568,864 €	1,653,518 €	6,043,751€
Contribution tax - 3%	412,007 €	434,404 €	470,659 €	496,055 €	1,813,125 €
Profit Margin	18%	18%	19%	19%	19%

APRIL-JUNE

69,566,295€

57,053,344 € 12,512,951 € 1,251,295 € 375,389 €

6

18%

QUARTER	JANUARY- MARCH	
Number of Licensees	6	
Comprehensive Income (Pay In)	80,918,733€	
Profit distribution (Pay Out)	66,368,666€	
Gross Gaming Revenue (GGR)	14,550,067€	
Betting Tax - 10%	1,455,007€	
Contribution tax - 3%	436,502 €	
Profit Margin	18%	

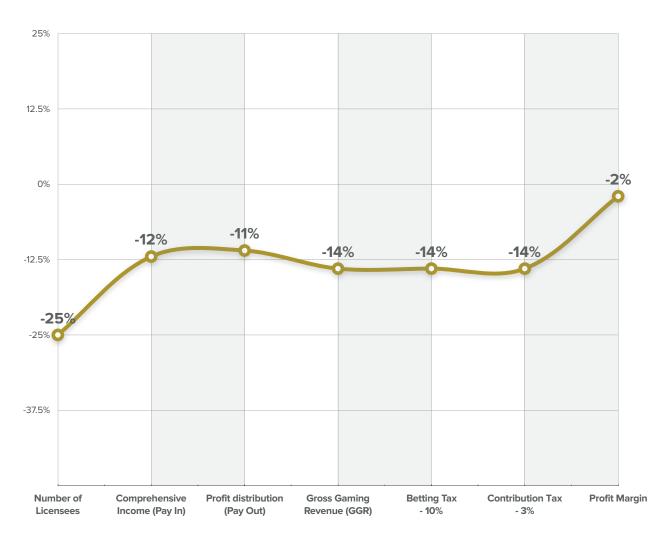


CLASS A

PERCENTAGE (%) CHANGE

QUARTER	APR - JUN 2016-2017	APR - JUN 2016-2018	APR - JUN 2017-2018	APR - JUN 2018-2019
Number of Licensees	10% 🔺	-20% 💌	-27% 💌	-25% 💌
Comprehensive Income (Pay In)	10% 🔺	57% 🔺	43% 🔺	-12% 💌
Profit distribution (Pay Out)	12% 🔺	62% 🔺	44% 🔺	-11% 💌
Gross Gaming Revenue (GGR)	1% 🔺	40% 🔺	38% 🔺	-14% 💌
Betting Tax - 10%	1% 🔺	40% 🔺	38% 🔺	-14% 💌
Contribution tax - 3%	1% 🔺	40% 🔺	38% 🔺	-14% 🔍
Profit Margin	-8% 💌	-11% 💌	-3% 💌	-2% 💌

PERCENTAGE (%) CHANGE APRIL - JUNE 2018-2019





CLASS A

					Ex	
	LICENSED PREMISES	AUTHORISED REPRESENTA- TIVES *	PREMISES OF CLASS A BOOKMAKERS	PERSONS RESPONSIBLE FOR PREMISES	TERMINATION/ REVOCATION OF LICENSES	TOTAL NUMBER OF EMPLOYEES
			2016			
JANUARY- MARCH	575	417	127	670	13	1050
APRIL- JUNE	576	406	139	750	23	1122
JULY- SEPTEMBER	577	406		786	10	1157
			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
APRIL- JUNE	570	445	80	868	86	1277
JULY- SEPTEMBER		442		917	106	1322
			2019			
JANUARY- MARCH	523	422	78	752	53	1101
APRIL- JUNE	554	432	84	865		1219

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



CLASS A

		8			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						
APRIL - JUNE 2015-2016	5% 🔺	2% 🔺	23% 🔺	28% 🔺	92% 🔺	18% 🔺
APRIL - JUNE 2015-2017	11% 🔺	20% 🔺	-26% 🔻	-4% 🐨	367% 🔺	6% 🔺
APRIL - JUNE 2016-2017	6% 🔺	17% 🔺	-40% 🔻	-25% 🔻	143% 🔺	-10% 🔻
APRIL - JUNE 2016-2018	-1% 🔻	10% 🔺	-42% 🔻	16% 🔺	274% 🔺	14% 🔺
APRIL - JUNE 2017-2018	-7% 💌	-7% 🔻	-5% 🔻	55% 🔺	54% 🔺	26% 🔺
APRIL - JUNE 2018-2019	-3% 🤝	-3% 🤝	5% 🔺	-0% —	-55% 🐨	-5% 🤝



CLASS A LICENSED PREMISES 0 Ó 0 0 0

Percentage (%) change

COMPARISON OF APRIL-JUNE 2018 WITH APRIL-JUNE 2019



LARNACA

PAPHOS

1%

-6%

LIMASSOL



FAMAGUSTA

~ -4%

QUARTER	APR - JUN 2016-2017	APR - JUN 2016-2018	APR - JUN 2017-2018	APR - JUN 2018-2019
ΛΕΥΚΩΣΙΑ	2% 🔺	-5% 💌	-7% 💌	-2% 💌
LARNACA	8% 🔺	1% 🔺	-7% 💌	1% 🔺
LIMASSOL	11% 🔺	2% 🔺	-8% 💌	-4% 💌
PAPHOS	3% 🔺	-3% 💌	-6% 💌	-6% 💌
FAMAGUSTA	5% 🔺	2% 🔺	-2% 💌	-4% 💌

NICOSIA	2016	2017	2018	2019
JANUARY- MARCH	197	180	186	175
APRIL- JUNE	196	199	186	182
JULY- SEPTEMBER	195	210	180	
OCTOBER- DECEMBER	200	215	188	

 LARNACA	2016	2017	2018	2019
JANUARY- MARCH	98	93	90	93
APRIL- JUNE	95	103	96	97
JULY- SEPTEMBER	95	103	97	
OCTOBER- DECEMBER	98	101	92	

LIMASSOL	2016	2017	2018	2019
JANUARY- MARCH	171	164	171	157
APRIL- JUNE	176	195	180	173
JULY- SEPTEMBER	178	202	178	
OCTOBER- DECEMBER	181	206	172	

 PAPHOS	2016	2017	2018	2019
JANUARY- MARCH	61	59	63	55
APRIL- JUNE	65	67	63	59
JULY- SEPTEMBER	64	69	63	
OCTOBER- DECEMBER	69	75	65	

FAMAGUSTA	2016	2017	2018	2019
JANUARY- MARCH	48	45	44	43
APRIL- JUNE	44	46	45	43
JULY- SEPTEMBER	45	50	46	
OCTOBER- DECEMBER	43	47	47	



CLASS B*

2018

2019

QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2018
Number of Licensees	11	11	11	11	
Comprehensive Income (Pay In)	77,152,455 €	90,462,301€	87,689,612 €	92,619,183 €	347,923,550 €
Profit distribution (Pay Out)	71,102,738 €	83,040,840€	79,371,549 €	85,636,394 €	319,151,520 €
Gross Gaming Revenue (GGR)	6,049,718 €	7,421,461€	8,318,064 €	6,982,788 €	28,772,030 €
Betting Tax - 10%	604,972 €	742,146 €	831,806 €	698,279 €	2,877,203 €
Contribution tax - 3%	181,492 €	222,644 €	249,542 €	209,484 €	863,161 €
Profit Margin	8%	8%	9%	8%	8%

QUARTER	JANUARY- MARCH	APRIL- JUNE
Number of Licensees	10	9
Comprehensive Income (Pay In)	103,046,425€	106,913,981€
Profit distribution (Pay Out)	96,700,091€	100,584,150 €
Gross Gaming Revenue (GGR)	6,346,334€	6,329,831€
Betting Tax - 10% **	635,014 €	634,791€
Contribution tax - 3%	190,504 €	190,437 €
Profit Margin	6%	6%

PERCENTAGE (%) CHANGE

QUARTER	APRIL-JUNE 2017-2018	APRIL-JUNE 2018-2019
Number of Licensees	38% 🔺	-9% 💌
Comprehensive Income (Pay In)	32% 🔺	18% 🔺
Profit distribution (Pay Out)	29% 🔺	21% 🔺
Gross Gaming Revenue (GGR)	76% 🔺	-15% 💌
Betting Tax - 10%	76% 🔺	-14% 🔍
Contribution tax - 3%	76% 🔺	-14% 💌
Profit Margin	33% 🔺	-28% 💌

* Insignificant changes in the figures for the first and second quarter of 2018 are due to accounting reconciliation.

** Betting Tax - 10% differs from the 10% of Gross Gaming Revenue due to the fact that certain Class B Licensees reported a negative Gross Gaming Revenue in the 2nd Quarter

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Blocking list of illegal betting services providers*

2016 2017 2018 JANUARY-MARCH JANUARY-MARCH JANUARY-MARCH 63 APRIL-JUNE APRIL-JUNE APRIL-JUNE 2762 548 6284 JULY-SEPTEMBER JULY-SEPTEMBER JULY-SEPTEMBER 787 7462 548 OCTOBER-DECEMBER OCTOBER-DECEMBER OCTOBER-DECEMBER 3955 2473 8103



2019 JANUARY-MARCH

8731

APRIL-JUNE



PERCENTAGE (%) CHANGE

QUARTER	NUMBER OF WEBSITES
APRIL - JUNE 2016-2017	404% 🔺
APRIL - JUNE 2016-2018	1047% 🔺
APRIL - JUNE 2017-2018	128% 🔺
APRIL - JUNE 2018-2019	53.15% 🔺

^{*} 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 2019. 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 no increase is recorded in the number of websites that have been blocked. However, when comparing the first quarter of 2017 with the second quarter of 2019 a significant increase of 265% 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 101(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 on sports events where the competitors are natural persons or on other type of events in which natural persons participate, which actually take place, provided that the winnings of each player are determined by the person who organises the bet, before or at the time of the placing of the bet, by reference both to the amount paid by each player in order to take part in the bet, as well as to the odds set for the specific bet, which is conducted pursuant to a Class A or B bookmaker's licence as specified in the Betting Law of 2019

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 83, 84, 85, 86 and 87 of the Betting Law of 2019, 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 2019 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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