



NATIONAL
BETTING
AUTHORITY

GAMBLING INDUSTRY STATISTICS

- ✓ FINANCIAL RESULTS
- ✓ QUANTITATIVE DATA

JANUARY 2016 – MARCH 2019

(UPDATED TO INCLUDE RESULTS FROM JANUARY TO MARCH 2019)

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€183.965.158

Comprehensive Income (Pay In)
of Class A and B Bookmakers
(JANUARY – MARCH 2019)

20%

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

€163.068.756

Total Profit Distribution (Pay Out)
of Class A and B
(JANUARY – MARCH 2019)

22%

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

€20.896.402

Gross Gaming Revenue (GGR)
of Class A and B
(JANUARY – MARCH 2019)

11%

Profit Margins for Class A and B
(JANUARY – MARCH 2019)

€2.090.021

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

6%

Percentage (%) change of
betting tax for Class A and B
(COMPARISON OF 1ST QUARTER
OF 2018-2019)

6

Number of Class A licensed bookmakers

523

Licensed premises

10

Number of Class B licensed bookmakers

8731

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 first quarter of the year 2019 (January-March), 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 first 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 first quarter of 2019, a significant increase of 20% was recorded in the comprehensive income of Class A and B bookmakers (€183.965.158) compared to the same quarter of 2018 (€153.454.813). Compared to the first quarter of 2017, the comprehensive income increased by 47%.

From the aforementioned comprehensive total income, an amount of €80.918.733 refers to Class A bookmakers, while an amount of €103.046.425 refers to Class B bookmakers. The comprehensive income of Class A bookmakers showed a significant increase of 6% between January-March 2019, with respect to the first quarter of 2018, and 37% increase with respect to the first quarter of 2017. Regarding Class B bookmakers' comprehensive income, an increase of 34% was recorded in comparison to the first quarter of 2018.

During the first quarter of 2019, both the numbers of Class A (6) and Class B (10) bookmakers decreased, with respect to the fourth quarter of 2018.

The total profit distribution (pay out) for Class A and B players in the first quarter of 2019 has reached a total of €163.068.756, recording an increase of 22% 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 47% was recorded. The largest share of the total profit distribution (pay out), which reached €96.700.091, were paid to Class B players.

The Gross Gaming Revenue (GGR) for Class A and B bookmakers during the first quarter of 2019 (€20.896.402) recorded in their entirety an increase of 6% in comparison to the same quarter of 2018 (€19.783.286). In detail, the GGR for Class A bookmakers for the first quarter of 2019 increased and reached a total amount of €14.550.067, denoting an increase of 6% in comparison to

the same quarter of 2018. The GGR for Class B bookmakers for the period between January-March 2019, reached a total amount of €6.346.334, resulting to a 5% increase compared to the same period in 2018, 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 -6% during the first 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 523 nationwide, where Nicosia holds the highest number of licensed premises (175), followed by Limassol (157), Larnaca (93), Paphos (55) and Famagusta (43). It is worth noting, that an decrease of -12% was recorded in the number of cancellations and withdrawal of licenses during the first quarter of 2019 with respect to the same quarter of 2018. The employees within the licensed premises reached the number of 1101 during the first quarter of 2019, indicating a decrease of -8% 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 1667% between the first quarter of 2019 and the same quarter of 2015. Specifically, the blocking list includes 8731 websites as recorded in the first quarter of 2019, while just 494 websites were blocked in the same quarter of 2015. Furthermore, the number of blocked websites increased by 8%, compared to the fourth quarter of 2018, with 628 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 2016-2019

CLASS A&B

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	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 €

2018	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 €

2019	QUARTER	JANUARY- MARCH
	Number of Licensees	
Comprehensive Income (Pay In)		183,965,158 €
Profit distribution (Pay Out)		163,068,756 €
Gross Gaming Revenue (GGR)		20,896,402 €
Betting Tax - 10%		2,090,021 €
Contribution tax - 3%		627,006 €

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

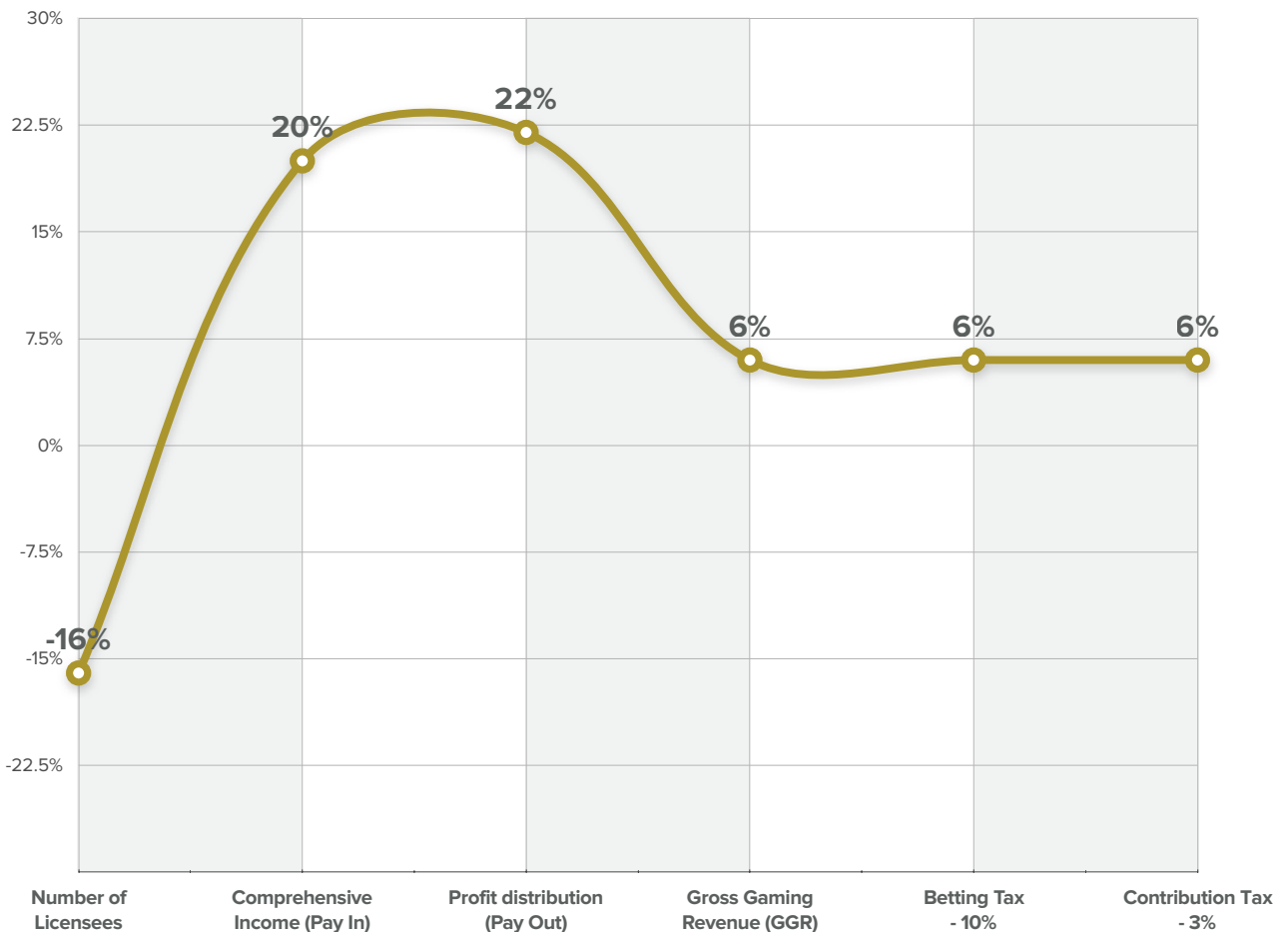
CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2016-2019

CLASS A&B

PERCENTAGE (%) CHANGE

QUARTER	JAN-MAR 2016-2017	JAN-MAR 2016-2018	JAN-MAR 2017-2018	JAN-MAR 2018-2019
Number of Licensees	60% ▲	90% ▲	19% ▲	-16% ▼
Comprehensive Income (Pay In)	153% ▲	211% ▲	23% ▲	20% ▲
Profit distribution (Pay Out)	187% ▲	246% ▲	21% ▲	22% ▲
Gross Gaming Revenue (GGR)	32% ▲	85% ▲	40% ▲	6% ▲
Betting Tax - 10%	32% ▲	85% ▲	40% ▲	6% ▲
Contribution tax - 3%	32% ▲	85% ▲	40% ▲	6% ▲

PERCENTAGE (%) CHANGE JANUARY - MARCH 2018-2019



CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2016-2019

CLASS A

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	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%	

2018	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%	

2019	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%	

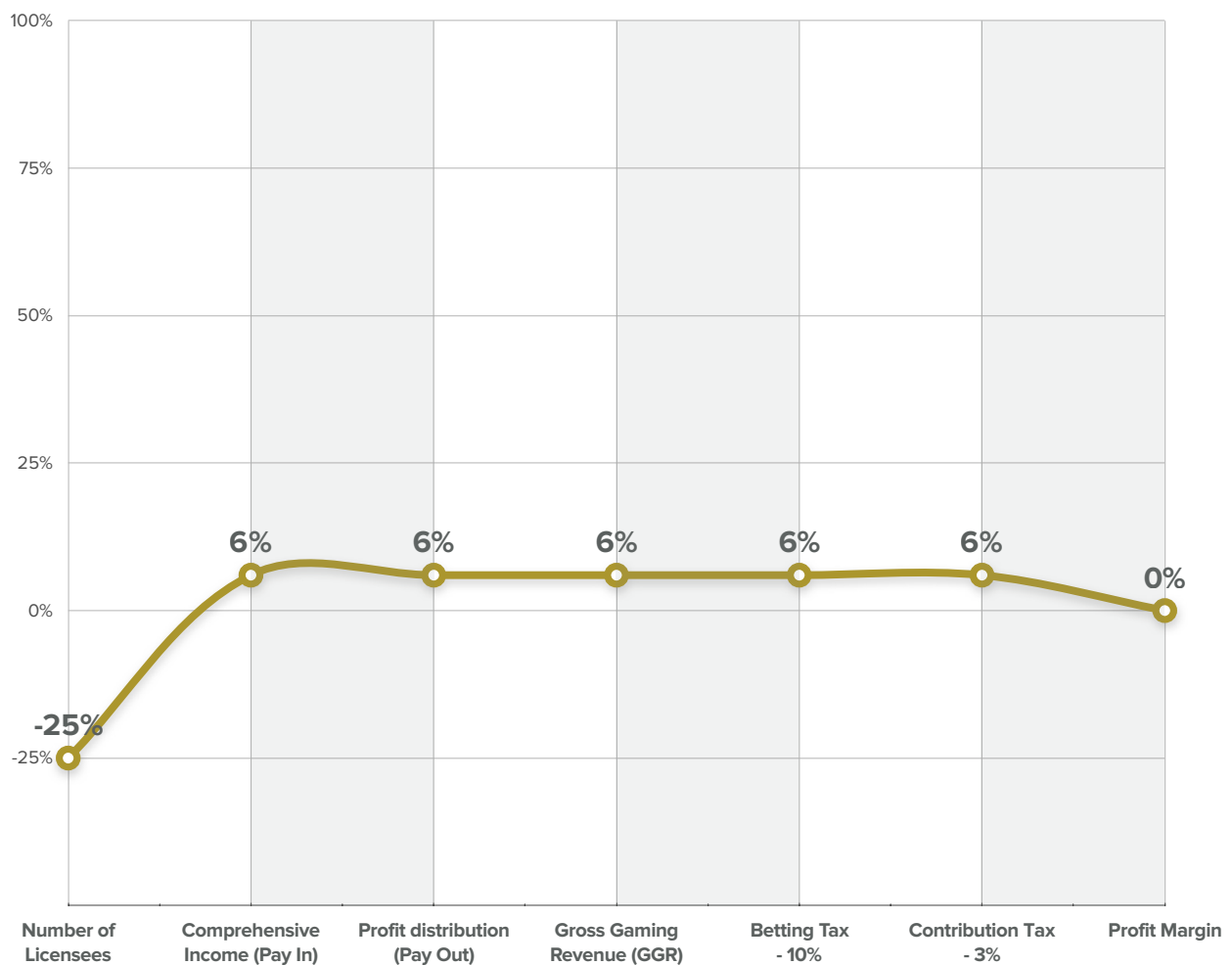
CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2016-2019

CLASS A

PERCENTAGE (%) CHANGE

QUARTER	JAN-MAR 2016-2017	JAN-MAR 2016-2018	JAN-MAR 2017-2018	JAN-MAR 2018-2019
Number of Licensees	10% ▲	-20% ▼	-27% ▼	-25% ▼
Comprehensive Income (Pay In)	19% ▲	55% ▲	30% ▲	6% ▲
Profit distribution (Pay Out)	25% ▲	62% ▲	30% ▲	6% ▲
Gross Gaming Revenue (GGR)	-1% ▼	28% ▲	30% ▲	6% ▲
Betting Tax - 10%	-1% ▼	28% ▲	30% ▲	6% ▲
Contribution tax - 3%	-1% ▼	28% ▲	30% ▲	6% ▲
Profit Margin	-17% ▼	-17% ▼	0% =	0% =

PERCENTAGE (%) CHANGE JANUARY - MARCH 2018-2019



CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2016-2019




CLASS A

	 LICENSED PREMISES	 AUTHORISED REPRESENTATIVES *	 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	146	786	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	76	691	91	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	564	442	81	917	106	1322
OCTOBER-DECEMBER	564	450	75	953	228	1359
2019						
JANUARY-MARCH	523	422	78	752	53	1101

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

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2016-2019

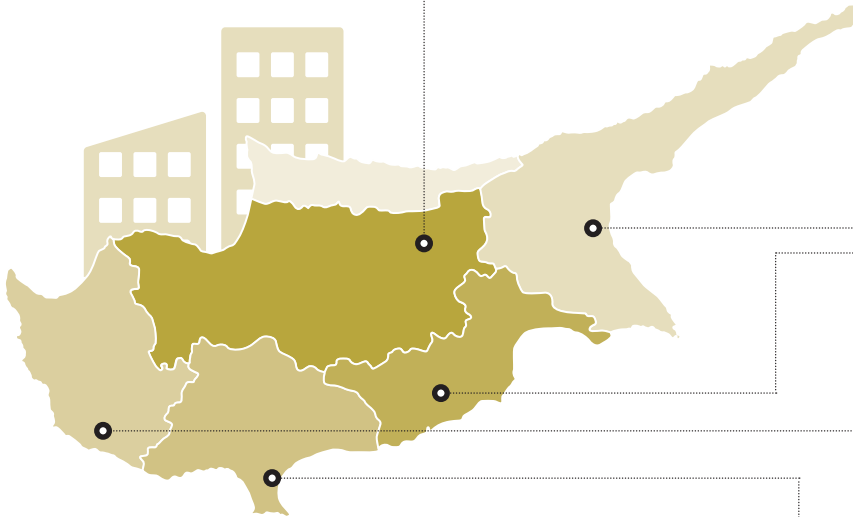
CLASS A

	 LICENSED PREMISES	 AUTHORISED REPRESENTATIVES *	 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% ▲
JANUARY - MARCH 2018-2019	-6% ▼	-2% ▼	-1% ▼	-5% ▼	-12% ▼	-8% ▼

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

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2016-2019

CLASS A LICENSED PREMISES



NICOSIA	2016	2017	2018	2019
JANUARY-MARCH	197	180	186	175
APRIL-JUNE	196	199	186	
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	
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	
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	
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	
JULY-SEPTEMBER	45	50	46	
OCTOBER-DECEMBER	43	47	47	

Percentage (%) change

COMPARISON OF JANUARY-MARCH 2018 WITH JANUARY-MARCH 2019

NICOSIA	▼ -6%	LARNACA	▼ 3%
LIMASSOL	▼ -8%	PAPHOS	▼ -13%
FAMAGUSTA	▼ -2%		

QUARTER	JAN-MAR 2016-2017	JAN-MAR 2016-2018	JAN-MAR 2017-2018	JAN-MAR 2018-2019
ΛΕΥΚΩΣΙΑ	-9% ▼	-6% ▼	3% ▲	-6% ▼
LARNACA	-5% ▼	-8% ▼	-3% ▼	3% ▲
LIMASSOL	-4% ▼	0% -	4% ▲	-8% ▼
PAPHOS	-3% ▼	3% ▲	7% ▲	-13% ▼
FAMAGUSTA	-6% ▼	-8% ▼	-2% ▼	-2% ▼

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2016-2019

CLASS B*

2018	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%	

2019	QUARTER	JANUARY- MARCH
	Number of Licensees	10
	Comprehensive Income (Pay In)	103,046,425 €
	Profit distribution (Pay Out)	96,700,091 €
	Gross Gaming Revenue (GGR)	6,346,334 €
	Betting Tax - 10%	635,014 €
	Contribution tax - 3%	190,504 €
Profit Margin	6%	

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

PERCENTAGE (%) CHANGE

QUARTER	JANUARY-MARCH 2017-2018	JANUARY-MARCH 2018-2019
Number of Licensees	120% ▲	-9% ▼
Comprehensive Income (Pay In)	17% ▲	34% ▲
Profit distribution (Pay Out)	14% ▲	36% ▲
Gross Gaming Revenue (GGR)	69% ▲	5% ▲
Betting Tax - 10%	69% ▲	5% ▲
Contribution tax - 3%	69% ▲	5% ▲
Profit Margin	45% ▲	-21% ▼

CLASS A&B LICENSED BOOKMAKERS' DATA FOR THE PERIOD 2016-2019

Blocking list of illegal betting services providers*

2016	2017	2018
JANUARY-MARCH 548	JANUARY-MARCH 2638	JANUARY-MARCH 5289
APRIL-JUNE 548	APRIL-JUNE 2762	APRIL-JUNE 6284
JULY-SEPTEMBER 548	JULY-SEPTEMBER 2829	JULY-SEPTEMBER 7462
OCTOBER-DECEMBER 2473	OCTOBER-DECEMBER 3955	OCTOBER-DECEMBER 8103

2019
JANUARY-MARCH 8731



PERCENTAGE (%) CHANGE

QUARTER	NUMBER OF WEBSITES
JANUARY - MARCH 2016-2017	381% ▲
JANUARY - MARCH 2016-2018	865% ▲
JANUARY - MARCH 2017-2018	100% ▲
JANUARY - MARCH 2018-2019	65.08% ▲

* **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 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 first quarter of 2019 a significant increase of 230% 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 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 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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Responsible
Gaming