



# **GAMBLING INDUSTRY STATISTICS**

# ✓ FINANCIAL RESULTS✓ QUANTITATIVE DATA

JANUARY 2015 - DECEMBER 2018

(UPDATED TO INCLUDE RESULTS FROM OCTOBER TO DECEMBER 2018)



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# **Table of Contents**

| Main Findings (fourth quarter of 2018: October-December 2018) | 3 |
|---|---|
| Abstract  |   |
| Class A&B licensed bookmakers' data for the period 2015-2018  | 5 |
| ·<br>Appendix - Terminology                                   |   |

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€177.724.368

Comprehensive Income (Pay In) of Class A and B Bookmakers (OCTOBER – DECEMBER 2018)



Total Profit Distribution (Pay Out) of Class A and B (OCTOBER – DECEMBER 2018)



Gross Gaming Revenue (GGR) of Class A and B (OCTOBER – DECEMBER 2018)

€2.351.797

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

8 Number of Class A licensed bookmakers

**11** Number of Class B licensed bookmakers

# 18%

Percentage (%) change of Class A and B's Pay in (COMPARISON OF 4<sup>TH</sup> QUARTER OF 2017-2018)

**19%** 

Percentage (%) change of Class A and B's Pay Out (COMPARISON OF 4<sup>TH</sup> QUARTER OF 2017-2018)

**13.23% Profit Margins for Class A and B** (OCTOBER – DECEMBER 2018)

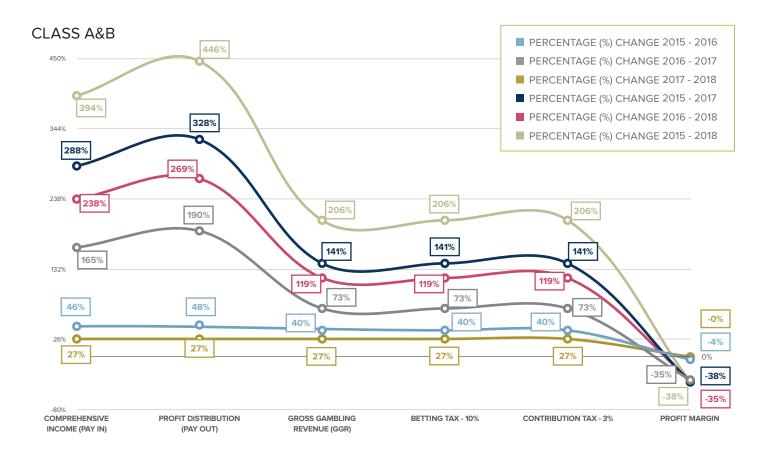
9%

Percentage (%) change of betting tax for Class A and B (COMPARISON OF 4<sup>TH</sup> QUARTER OF 2017-2018)

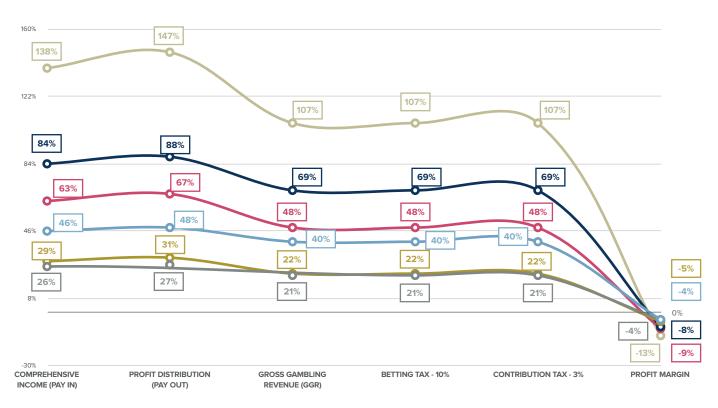
564 Licensed premises

8103

Number of blocked websites, which do not hold a Class B license or offer illegal betting services



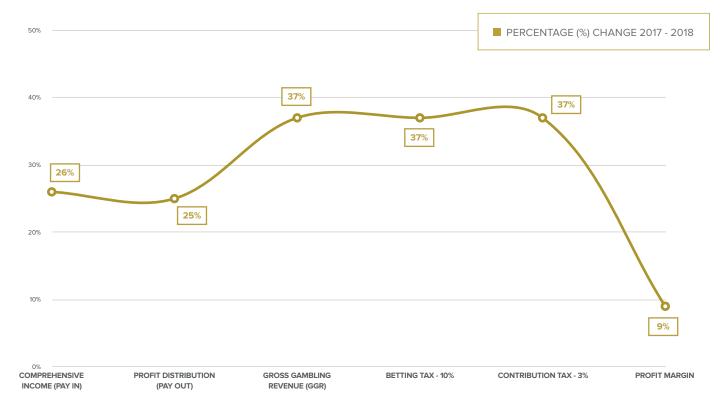
# CLASS A



NATIONAL BETTING AUTHORITY



### CLASS B



# CLASS B

There are no data for Class B bookmakers available for the period 2015-2016, so that the percentage (%) change could be demonstrated, as the first Class B bookmakers were granted a license by the end of year 2016 and have commenced the provision of betting services at the beginnings of year 2017.



This report has been prepared by the National Betting Authority and includes the publication of the Financial Results and Quantitative Data of the fourth quarter of the year 2018 (October-December), 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 fourth quarter of 2018 and figures for Class A<sup>1</sup> and B<sup>2</sup> 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 fourth quarter of 2018, a significant increase of 18% was recorded in the comprehensive income of Class A and B bookmakers (€177,724,368) compared to the same quarter of 2017 (€150,689,941). Compared to the fourth quarter of 2016, the comprehensive income increased by 227%.

From the aforementioned comprehensive total income, an amount of €85,105,185 refers to Class A bookmakers, while an amount of €92,619,183 refers to Class B bookmakers. The comprehensive income of Class A bookmakers showed a significant increase of 13% between October-December 2018, with respect to the fourth quarter of 2017, and 57% increase with respect to the fourth quarter of 2016. Regarding Class B bookmakers' comprehensive income, an increase of 23% was recorded in comparison to the fourth quarter of 2017.

During the fourth quarter of 2018, both the numbers of Class A (8) and Class B (11) bookmakers remained constant, with respect to the third 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 fourth quarter of 2018 has reached a total of  $\in$ 154,206,401 recording an increase of 19% 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 249% was recorded. The largest share of the total profit distribution (pay out), which reached €85,636,394 were paid to Class B players.

The Gross Gaming Revenue (GGR) for Class A and B bookmakers during the fourth quarter of 2018 (€23,517,966) recorded in their entirety an increase of 9% in comparison to the same quarter of 2017 (€21,509,125). In detail, the GGR for Class A bookmakers for the fourth quarter of 2018 increased and reached a total amount of €16,535,178, denoting an increase of 12% in comparison to the same quarter of 2017. The GGR for Class B bookmakers for the period between October-December2018, reached a total amount of €6,982,788, resulting to a 4% 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 12% during the fourth 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 (188), followed by Limassol (172), Larnaca (92), Paphos (65) and Famagusta (47). It is worth noting, that an increase of 95% was recorded in the number of cancellations and withdrawal of licenses during the fourth quarter of 2018 with respect to the same quarter of 2017. The employees within the licensed premises reached the number of 1359 during the fourth quarter of 2018, indicating an increase of 4% in regard 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 1379% between the fourth quarter of 2018 and the same quarter of 2015. Specifically, the blocking list includes 8103 websites as recorded in the fourth quarter of 2018, while just 548 websites were blocked in the same quarter of 2015. Furthermore, the number of blocked websites increased by 8.59%, compared to the third quarter of 2018, with 641 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.

<sup>&</sup>lt;sup>1</sup> The term "Class A" refers to land based betting/ offline betting

<sup>&</sup>lt;sup>2</sup> The term "Class B" refers to online betting



# CLASS A&B

|    | QUARTER                       | JANUARY-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>DECEMBER | 2015          |
|----|-------------------------------|-------------------|----------------|--------------------|----------------------|---------------|
|    | Number of Licensees           | 11                | 10             | 10                 | 10                   |               |
| 15 | 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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|---|---|
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2017

| QUARTER                       | JANUARY-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>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-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>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-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>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€    |

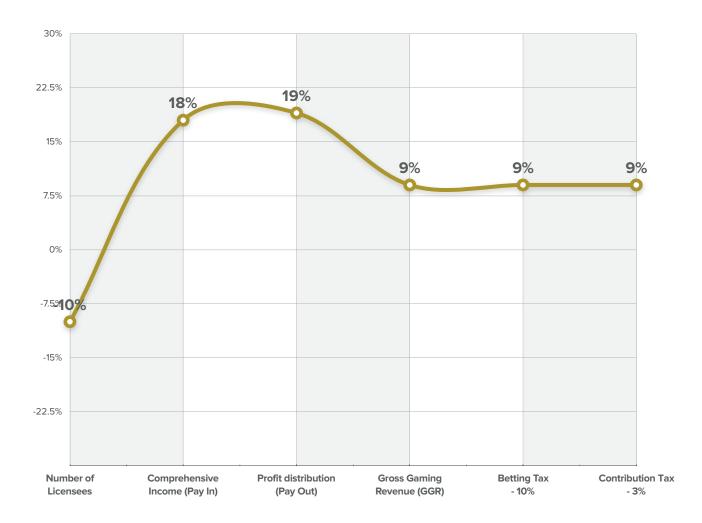


### CLASS A&B

#### Percentage (%) change

| QUARTER                       | OCTOBER-<br>DECEMBER<br>2015-2016 | OCTOBER-<br>DECEMBER<br>2015-2017 | OCTOBER-<br>DECEMBER<br>2016-2017 | OCTOBER-<br>DECEMBER<br>2016-2018 | OCTOBER-<br>DECEMBER<br>2017-2018 |
|-------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Number of Licensees           | 10% 🔺                             | 110% 🔺                            | 91% 🔺                             | 73% 🔺                             | -10% 💌                            |
| Comprehensive Income (Pay In) | 19% 🔺                             | 230% 🔺                            | 177% 🔺                            | 227% 🔺                            | 18% 🔺                             |
| Profit distribution (Pay Out) | 20% 🔺                             | 250% 🔺                            | 193% 🔺                            | 249% 🔺                            | 19% 🔺                             |
| Gross Gaming Revenue (GGR)    | 17% 🔺                             | 145% 🔺                            | 110% 🔺                            | 129% 🔺                            | 9% 🔺                              |
| Betting Tax - 10%             | 17% 🔺                             | 145% 🔺                            | 110% 🔺                            | 129% 🔺                            | 9% 🔺                              |
| Contribution tax - 3%         | 17% 🔺                             | 145% 🔺                            | 110% 🔺                            | 129% 🔺                            | 9% 🔺                              |

#### PERCENTAGE (%) CHANGE OCTOBER - DECEMBER 2017-2018





# CLASS A

| QUARTER                       | JANUARY-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>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-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>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-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>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-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>DECEMBER | 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%          |

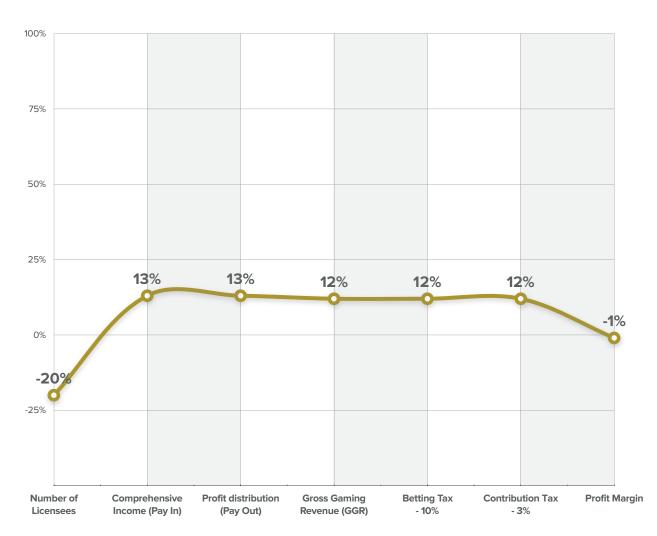


### CLASS A

#### Percentage (%) change

| QUARTER                       | OCTOBER-<br>DECEMBER<br>2015-2016 | OCTOBER-<br>DECEMBER<br>2015-2017 | OCTOBER-<br>DECEMBER<br>2016-2017 | OCTOBER-<br>DECEMBER<br>2016-2018 | OCTOBER-<br>DECEMBER<br>2017-2018 |
|-------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Number of Licensees           | 10% 🔺                             | 0% =                              | -9% 💌                             | -27% 💌                            | -20% 💌                            |
| Comprehensive Income (Pay In) | 19% 🔺                             | 65% 🔺                             | 38% 🔺                             | 57% 🔺                             | 13% 🔺                             |
| Profit distribution (Pay Out) | 20% 🔺                             | 64% 🔺                             | 37% 🔺                             | 55% 🔺                             | 13% 🔺                             |
| Gross Gaming Revenue (GGR)    | 17% 🔺                             | 68% 🔺                             | 44% 🔺                             | 61% 🔺                             | 12% 🔺                             |
| Betting Tax - 10%             | 17% 🔺                             | 68% 🔺                             | 44% 🔺                             | 61% 🔺                             | 12% 🔺                             |
| Contribution tax - 3%         | 17% 🔺                             | 68% 🔺                             | 44% 🔺                             | 61% 🔺                             | 12% 🔺                             |
| Profit Margin                 | -2% 💌                             | 2% 🔺                              | 4% 🔺                              | 3% 🔺                              | -1% 💌                             |

#### PERCENTAGE (%) CHANGE OCTOBER - DECEMBER 2017-2018





# CLASS A

|                    |                      | 8                                    |                                      |   | Ex  |                                 |
|--------------------|----------------------|--------------------------------------|--------------------------------------|---|---|---------------------------------|
|                    | LICENSED<br>PREMISES | AUTHORISED<br>REPRESENTA-<br>TIVES * | PREMISES<br>OF CLASS A<br>BOOKMAKERS | PERSONS<br>RESPONSIBLE<br>FOR<br>PREMISES | TERMINATION/<br>REVOCATION<br>OF LICENSES | TOTAL<br>NUMBER OF<br>EMPLOYEES |
|                    |                      |                                      | 2015                                 |   |   |                                 |
| JANUARY-<br>MARCH  | 542                  | 399                                  | 123                                  | 564                                       | 31  | 934                             |
| APRIL-<br>JUNE     | 548                  |                                      | 113                                  | 585                                       | 12  | 953                             |
| JULY-<br>SEPTEMBER | 553                  | 406                                  |                                      | 608                                       |   | 980                             |
|                    |                      |                                      |                                      |   |   |                                 |
|                    |                      |                                      | 2016                                 |   |   |                                 |
| JANUARY-<br>MARCH  | 575                  | 417                                  | 127                                  | 670                                       | 13  | 1050                            |
| APRIL-<br>JUNE     | 576                  | 406                                  | 139                                  | 750                                       | 23  | 1122                            |
| JULY-<br>SEPTEMBER | 577                  | 406                                  |                                      |   | 10  | 1157                            |
|                    |                      |                                      |                                      |   |   |                                 |
|                    |                      |                                      | 2017                                 |   |   |                                 |
| JANUARY-<br>MARCH  | 541                  | 439                                  | 68                                   | 532                                       | 20  | 947                             |
| APRIL-<br>JUNE     | 610                  | 477                                  | 84                                   | 559                                       | 56  | 1011                            |
| JULY-<br>SEPTEMBER | 634                  | 433                                  |                                      |   |   | 1097                            |
|                    |                      |                                      |                                      |   |   |                                 |
| 2018               |                      |                                      |                                      |   |   |                                 |
| JANUARY-<br>MARCH  | 554                  | 432                                  | 79                                   | 794                                       | 60  | 1196                            |
| APRIL-<br>JUNE     | 570                  | 445                                  | 80                                   | 868                                       | 86  | 1277                            |
| JULY-<br>SEPTEMBER |                      | 442                                  |                                      | 917                                       | 106                                       | 1322                            |
|                    |                      |                                      |                                      |   |   |                                 |

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



# CLASS A

|                                 |                      | 8                                    |                                      |   | Ex  |                                 |
|---------------------------------|----------------------|--------------------------------------|--------------------------------------|---|---|---------------------------------|
|                                 | LICENSED<br>PREMISES | AUTHORISED<br>REPRESENTA-<br>TIVES * | PREMISES<br>OF CLASS A<br>BOOKMAKERS | PERSONS<br>RESPONSIBLE<br>FOR<br>PREMISES | TERMINATION/<br>REVOCATION<br>OF LICENSES | TOTAL<br>NUMBER OF<br>EMPLOYEES |
| Percentage (%) change           |                      |                                      |                                      |   |   |                                 |
| OCTOBER - DECEMBER<br>2015-2016 | 6% 🔺                 | 1% 🔺                                 | 24% 🔺                                | 28% 🔺                                     | 100% 🔺                                    | 17% 🔺                           |
| OCTOBER - DECEMBER<br>2015-2017 | 15% 🔺                | 27% 🔺                                | -25% 💙                               | 30% 🔺                                     | 1200% 🔺                                   | 30% 🔺                           |
| OCTOBER - DECEMBER<br>2016-2017 | 9% 🔺                 | 25% 🔺                                | -39% 🔻                               | -2% 🔻                                     | 550% 🔺                                    | 11% 🔺                           |
| OCTOBER - DECEMBER<br>2016-2018 | -5% 🤝                | 8% 🔺                                 | -49% 💎                               | 19% 🔺                                     | 1167% 🔺                                   | 16% 🔺                           |
| OCTOBER - DECEMBER<br>2017-2018 | -12% 🔻               | -13% 🔻                               | -16% 🔻                               | 17% 🔺                                     | 95% 🔺                                     | 4% 🔺                            |



# CLASS A LICENSED PREMISES JANUA MARCH JULY-SEPTEN OCTOE DECEM

| NICOSIA              | 2015 | 2016 | 2017 | 2018 |
|----------------------|------|------|------|------|
| JANUARY-<br>MARCH    | 189  | 197  | 180  | 186  |
| APRIL-<br>JUNE       | 187  | 196  | 199  | 186  |
| JULY-<br>SEPTEMBER   | 195  | 195  | 210  | 180  |
| OCTOBER-<br>DECEMBER | 197  | 200  | 215  | 188  |

| LARNACA              | 2015 | 2016 | 2017 | 2018 |
|----------------------|------|------|------|------|
| JANUARY-<br>MARCH    | 89   | 98   | 93   | 90   |
| APRIL-<br>JUNE       | 96   | 95   | 103  | 96   |
| JULY-<br>SEPTEMBER   | 90   | 95   | 103  | 97   |
| OCTOBER-<br>DECEMBER | 97   | 98   | 101  | 92   |

| LIMASSOL             | 2015 | 2016 | 2017 | 2018 |
|----------------------|------|------|------|------|
| JANUARY-<br>MARCH    | 173  | 171  | 164  | 171  |
| APRIL-<br>JUNE       | 171  | 176  | 195  | 180  |
| JULY-<br>SEPTEMBER   | 169  | 178  | 202  | 178  |
| OCTOBER-<br>DECEMBER | 165  | 181  | 206  | 172  |

| PAPHOS               | 2015 | 2016 | 2017 | 2018 |
|----------------------|------|------|------|------|
| JANUARY-<br>MARCH    | 55   | 61   | 59   | 63   |
| APRIL-<br>JUNE       | 54   | 65   | 67   | 63   |
| JULY-<br>SEPTEMBER   | 58   | 64   | 69   | 63   |
| OCTOBER-<br>DECEMBER | 58   | 69   | 75   | 65   |

| FAMAGUSTA            | 2015 | 2016 | 2017 | 2018 |
|----------------------|------|------|------|------|
| JANUARY-<br>MARCH    | 36   | 48   | 45   | 44   |
| APRIL-<br>JUNE       | 40   | 44   | 46   | 45   |
| JULY-<br>SEPTEMBER   | 41   | 45   | 50   | 46   |
| OCTOBER-<br>DECEMBER | 42   | 43   | 47   | 47   |

#### Percentage (%) change

COMPARISON OF OCTOBER-DECEMBER 2017 WITH OCTOBER-DECEMBER 2018



LARNACA

PAPHOS

-9%

-13%

\_\_\_\_\_

LIMASSOL



FAMAGUSTA

- 0%

| QUARTER   | OCT-DEC<br>2015-2016 | OCT-DEC<br>2015-2017 | OCT-DEC<br>2016-2017 | OCT-DEC<br>2016-2018 | OCT-DEC<br>2017-2018 |
|-----------|----------------------|----------------------|----------------------|----------------------|----------------------|
| NICOSIA   | 2% 🔺                 | 9% 🔺                 | 8% 🔺                 | -6% 💌                | -13% 💌               |
| LARNACA   | 1% 🔺                 | 4% 🔺                 | 3% 🔺                 | -6% 💌                | -9% 💌                |
| LIMASSOL  | 10% 🔺                | 25% 🔺                | 14% 🔺                | -5% 💌                | -17% 💌               |
| PAPHOS    | 19% 🔺                | 29% 🔺                | 9% 🔺                 | -6% 💌                | -13% 💌               |
| FAMAGUSTA | 2% 🔺                 | 12% 🔺                | 9% 🔺                 | 9% 🔺                 | 0% =                 |



### CLASS B\*

| QUARTER                       | JANUARY-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>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-<br>MARCH | APRIL-<br>JUNE | JULY-<br>SEPTEMBER | OCTOBER-<br>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%            |

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

#### Percentage (%) change

| QUARTER                       | OCTOBER -<br>DECEMBER<br>2017-2018 |
|-------------------------------|------------------------------------|
| Number of Licensees           | 0% =                               |
| Comprehensive Income (Pay In) | 23% 🔺                              |
| Profit distribution (Pay Out) | 25% 🔺                              |
| Gross Gaming Revenue (GGR)    | 4% 🔺                               |
| Betting Tax - 10%             | 4% 🔺                               |
| Contribution tax - 3%         | 4% 🔺                               |
| Profit Margin                 | -15% 💌                             |

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

2017



#### 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 548 3955



2018

JANUARY-MARCH

APRIL-JUNE



JULY-SEPTEMBER

october-december

#### Percentage (%) change

| QUARTER                      | NUMBER OF WEBSITES |
|------------------------------|--------------------|
| OCTOBER - DECEMBER 2015-2016 | 0% =               |
| OCTOBER - DECEMBER 2015-2017 | 416% 🔺             |
| OCTOBER - DECEMBER 2016-2017 | 416% 🔺             |
| OCTOBER - DECEMBER 2016-2018 | 228% 🔺             |
| OCTOBER - DECEMBER 2017-2018 | 105% 🔺             |

\* **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 December 2018. The results have been distributed on a quarterly basis. As it can be seen in the table above, when comparing the fourth quarter of 2015 with the fourth quarter of 2016 no increase is recorded in the number of websites that have been blocked. However, when comparing the fourth quarter of 2016 with the fourth quarter of 2018 a significant increase of 228% 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

#### www.nba.gov.cy

Digeni Akrita 83, 1070, Nicosia Call centre: 22 881800 Email: info@nba.gov.cy

#### www.responsiblegaming.gov.cy

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