



NATIONAL
BETTING
AUTHORITY

GAMBLING INDUSTRY STATISTICS

- ✓ FINANCIAL RESULTS
- ✓ QUANTITATIVE DATA

JANUARY 2015 - DECEMBER 2017

(UPDATED TO INCLUDE RESULTS FROM OCTOBER TO DECEMBER 2017)

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€150.689.941

Comprehensive Income (Pay In)
of Class A and B Bookmakers
(OCTOBER – DECEMBER 2017)

177%

Percentage (%) change of
Class A and B's Pay in
(COMPARISON OF 4TH QUARTER
OF 2016-2017)

€129.180.816

Total Profit Distribution (Pay Out)
of Class A and B
(OCTOBER – DECEMBER 2017)

193%

Percentage (%) change of
Class A and B's Pay Out
(COMPARISON OF 4TH QUARTER
OF 2016-2017)

€21.509.125

Gross Gaming Revenue (GGR)
of Class A and B
(OCTOBER – DECEMBER 2017)

14.27%

Profit Margins for Class A and B
(OCTOBER – DECEMBER 2017)

€2.150.913

Betting tax (10%) on the GGR
for Class A and B
(OCTOBER – DECEMBER 2017)

110%

Percentage (%) change of
betting tax for Class A and B
(COMPARISON OF 4TH QUARTER
OF 2016-2017)

9

Number of Class A licensed bookmakers

644

Licensed premises

11

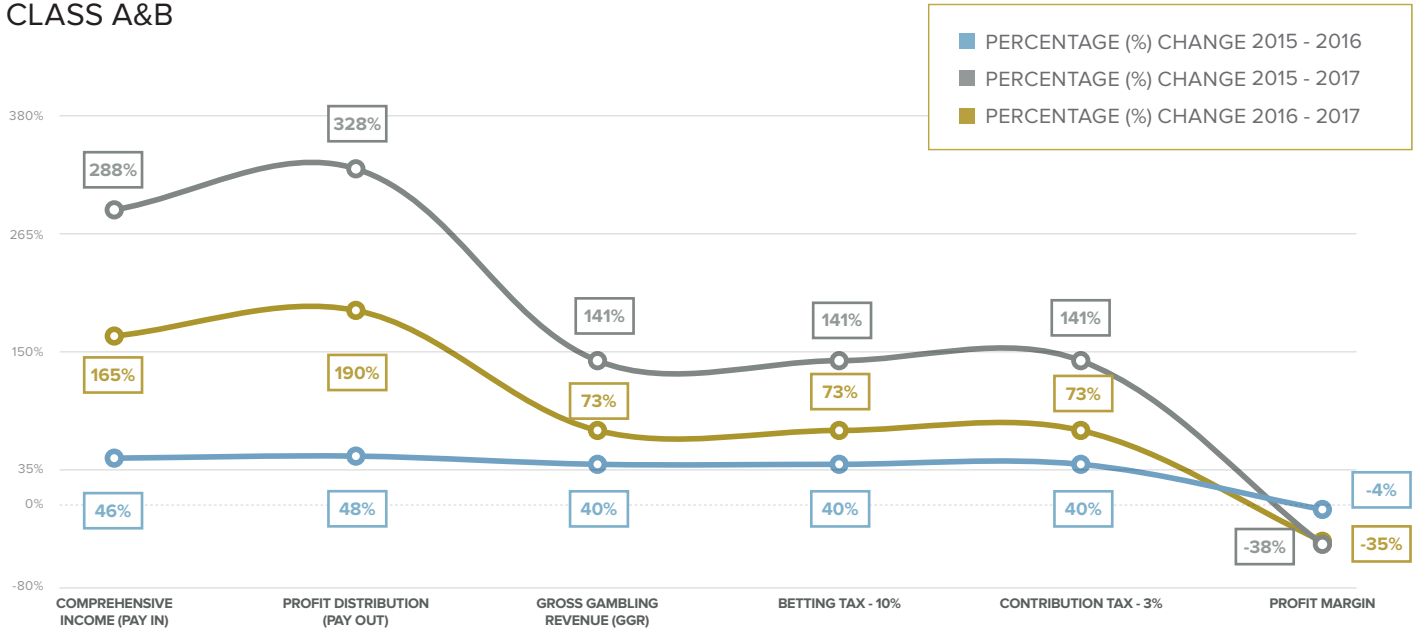
Number of Class B licensed bookmakers

3955

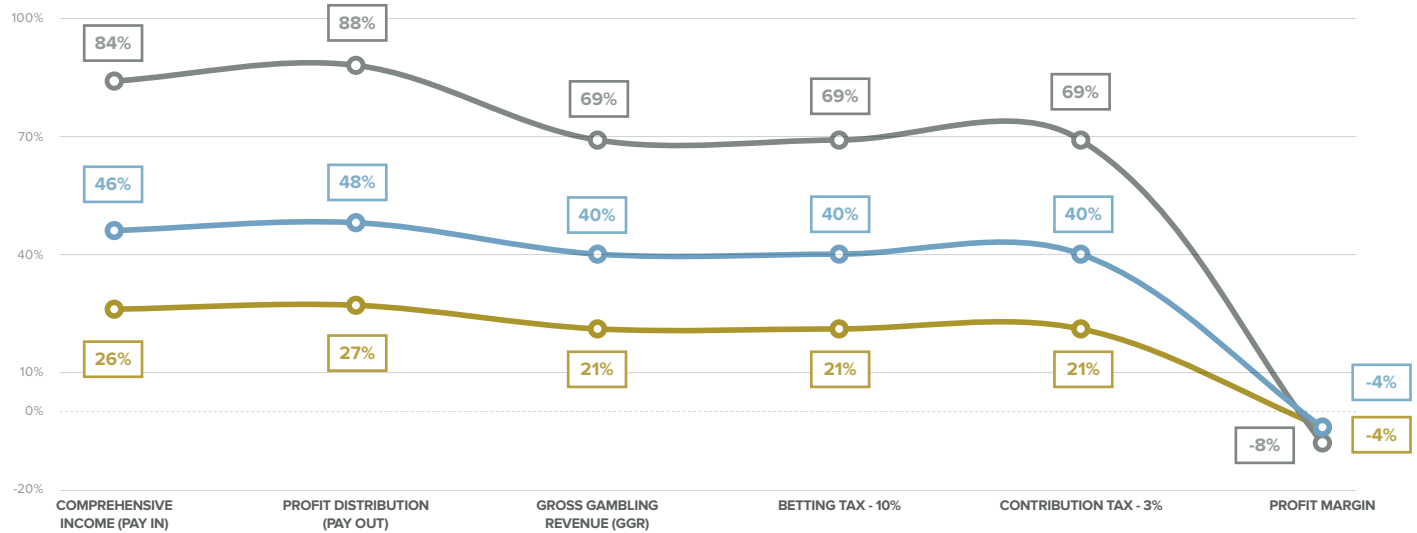
Number of blocked websites, which do
not hold a Class B license or offer illegal
betting services

COMPARATIVE ANNUAL DATA OF CLASS A&B LICENSED BOOKMAKERS FOR THE PERIOD 2015-2017

CLASS A&B



CLASS A



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.

The present 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 2017 (October-December), and is the continuation of the effort for a systematic communication of quarterly results, 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 2017 and figures for Class A and B 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 put into effect 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.

Moving forward to a review of the most important financial results of the fourth quarter of 2017, a significant increase of 18% was observed in the comprehensive income of Class A and B bookmakers (€150.689.941) in comparison to the third quarter of the same year (€127.642.160). A comparison of the comprehensive income, with the same quarter of 2016, revealed an increase of 177%.

Among the aforementioned comprehensive income numbers, a total of €75.255.093 refers to Class A bookmakers, while a total of €75.434.848 refers to Class B bookmakers. The comprehensive income of Class A bookmakers recorded an increase of 24% between the months of October-December in comparison to the third quarter of 2017. Additionally, an increase of 38% was recorded in comparison to the same quarter of 2016. Regarding the comprehensive income of Class B bookmakers, an increase of 14% was observed in comparison to the third quarter of 2017.

It should be noted that during the fourth quarter of 2017, Class A bookmakers were 9 in total, after the decrease by one (1) bookmaker during the third quarter and by one (1) during the fourth quarter. Noteworthy is the increase of Class B bookmakers by two (2) in the fourth quarter. Therefore, Class A and B bookmakers reached 20 in total. It should be also noted that the license of a Class A bookmaker has been suspended since the 5th of December 2017.

The total profit distribution for Class A and B players in the last quarter of 2017 has reached the amount of €129.180.816, which records an increase of 20% in comparison to the previous quarter of the same year. In comparison to the total profit distribution during the same quarter of 2016, a significant

increase of 193% was recorded. The largest share of the profits which reached the amount of €68.740.436 were also in this quarter of Class B bookmakers.

Gross gaming revenue (GGR) for Class A and B bookmakers during the fourth quarter of 2017 recorded in their entirety an increase of 8% in comparison to the third quarter of the same year, reaching the amount of €21.509.125. In more detail, the gross gaming revenue (GGR) for Class A bookmakers increased and reached the total amount of €14.814.713, denoting the increase of 10% in comparison to the third quarter of 2017. The gross gaming revenue (GGR) for Class B bookmaker for the current quarter reached the total amount of €6.694.412, continuing the increasing trend (increase of 3% in comparison to the third quarter) and therefore revealing once again the effectiveness of the license granting and regulating process for Class B betting activities.

The total number of Class A licensed premises has slightly increased nationwide during the fourth quarter of 2017 in comparison to the third quarter. In more detail, the number of licensed premises reached a total of 644 nationwide. Nicosia holds the highest number of licensed premises (215 licensed premises), followed by Limassol (206 licensed premises). An increasing trend was observed also in Paphos (75 licensed premises). A slight decrease of the number of licensed premises was noted in Larnaca (101 licensed premises) and Famagusta (47 licensed premises). It should be noted however, that an increase of 29% in the number of cancellations and withdrawal of licenses was observed, during the fourth quarter in comparison to the third quarter. The employees in the licensed premises reached the number of 1302 during the fourth quarter, denoting an increase of 19% in relation to the last quarter. It should be noted that the operations of about 48 premises have been suspended due to the suspension of a Class A bookmaker's license, as mentioned above.

Finally, the results of the blocking procedure for websites which either do not hold a Class B license or offer illegal betting services, that was put into action in the year 2015, revealed that there was a sharp increase of 622% in the number of websites, in comparison to the same quarter in 2015. With regards to absolute numbers, the blocking list included 548 websites during the fourth quarter of 2015, while the fourth quarter of 2017 records a total of 3955 websites. The number of blocked websites increased significantly by 40%, in comparison to the third quarter of 2017, with 1126 illegal websites being added to the list.

The present report reflects the most important findings that represent 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 2015-2017

CLASS A&B

2015	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2015
	Number of Licensees	11	10	10	10	
	Comprehensive Income (Pay In)	32,512,121 €	28,700,361 €	28,859,193 €	45,664,685 €	135,736,360 €
	Profit distribution (Pay Out)	25,368,153 €	23,005,311 €	21,301,155 €	36,867,729 €	106,542,348 €
	Gross Gaming Revenue (GGR)	7,143,968 €	5,695,050 €	7,558,038 €	8,796,955 €	29,194,012 €
	Betting Tax - 10%	714,396 €	569,505 €	755,804 €	879,696 €	2,919,400 €
Contribution tax - 3%	214,319 €	170,851 €	226,741 €	263,909 €	875,820 €	

2016	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2016
	Number of Licensees	10	10	11	11	
	Comprehensive Income (Pay In)	49,340,612 €	50,098,257 €	44,574,714 €	54,375,688 €	198,389,271 €
	Profit distribution (Pay Out)	38,640,145 €	39,720,033 €	35,155,330 €	44,122,583 €	157,638,091 €
	Gross Gaming Revenue (GGR)	10,700,467 €	10,378,224 €	9,419,384 €	10,253,105 €	40,751,180 €
	Betting Tax - 10%	1,070,047 €	1,037,822 €	941,938 €	1,025,311 €	4,075,118 €
Contribution tax - 3%	321,014 €	311,347 €	282,582 €	307,593 €	1,222,535 €	

2017	QUARTER	JANUARY- MARCH	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 €	

Percentage (%) change

QUARTER	OCTOBER- DECEMBER 2015-2016	OCTOBER- DECEMBER 2015-2017	OCTOBER- DECEMBER 2016-2017	OCTOBER- DECEMBER 2017
Number of Licensees	10% ▲	100% ▲	81% ▲	11% ▲
Comprehensive Income (Pay In)	19% ▲	230% ▲	177% ▲	18% ▲
Profit distribution (Pay Out)	20% ▲	250% ▲	193% ▲	20% ▲
Gross Gaming Revenue (GGR)	17% ▲	145% ▲	110% ▲	8% ▲
Betting Tax - 10%	17% ▲	145% ▲	110% ▲	8% ▲
Contribution tax - 3%	17% ▲	145% ▲	110% ▲	8% ▲

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

CLASS A

2015	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2015
	Number of Licensees	11	10	10	10	
	Comprehensive Income (Pay In)	32,512,121 €	28,700,361 €	28,859,193 €	45,664,685 €	135,736,360 €
	Profit distribution (Pay Out)	25,368,153 €	23,005,311 €	21,301,155 €	36,867,729 €	106,542,348 €
	Gross Gaming Revenue (GGR)	7,143,968 €	5,695,050 €	7,558,038 €	8,796,955 €	29,194,012 €
	Betting Tax - 10%	714,396 €	569,505 €	755,804 €	879,696 €	2,919,400 €
	Contribution tax - 3%	214,319 €	170,851 €	226,741 €	263,909 €	875,820 €
Profit Margin	22%	20%	26%	19%	22%	

2016	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2016
	Number of Licensees	10	10	11	11	
	Comprehensive Income (Pay In)	49,340,612 €	50,098,257 €	44,574,714 €	54,375,688 €	198,389,271 €
	Profit distribution (Pay Out)	38,640,145 €	39,720,033 €	35,155,330 €	44,122,583 €	157,638,091 €
	Gross Gaming Revenue (GGR)	10,700,467 €	10,378,224 €	9,419,384 €	10,253,105 €	40,751,180 €
	Betting Tax - 10%	1,070,047 €	1,037,822 €	941,938 €	1,025,311 €	4,075,118 €
	Contribution tax - 3%	321,014 €	311,347 €	282,582 €	307,593 €	1,222,535 €
Profit Margin	22%	21%	21%	19%	21%	







2017	QUARTER	JANUARY- MARCH	APRIL- JUNE	JULY- SEPTEMBER	OCTOBER- DECEMBER	2017
	Number of Licensees	11	11	10	9	
	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%	

Percentage (%) change

QUARTER	OCTOBER- DECEMBER 2015-2016	OCTOBER- DECEMBER 2015-2017	OCTOBER- DECEMBER 2016-2017	OCTOBER- DECEMBER 2017
Number of Licensees	10% ▲	0%	-18% ▼	0%
Comprehensive Income (Pay In)	19% ▲	65% ▲	38% ▲	24% ▲
Profit distribution (Pay Out)	20% ▲	64% ▲	37% ▲	28% ▲
Gross Gaming Revenue (GGR)	17% ▲	68% ▲	44% ▲	10% ▲
Betting Tax - 10%	17% ▲	68% ▲	44% ▲	10% ▲
Contribution tax - 3%	17% ▲	68% ▲	44% ▲	10% ▲
Profit Margin	-2% ▼	2% ▲	4% ▲	-11% ▼

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

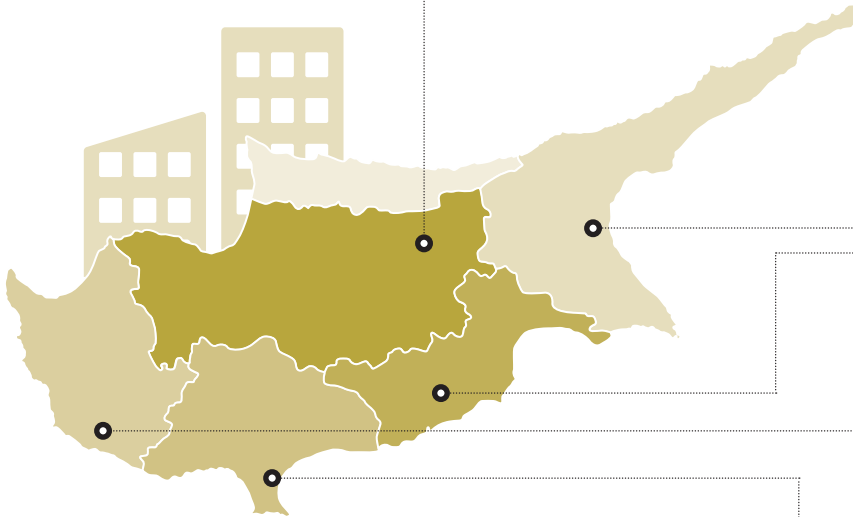
CLASS A

	 LICENSED PREMISES	 AUTHORISED REPRESENTATIVES *	 PREMISES OF CLASS A BOOKMAKERS	 PERSONS RESPONSIBLE FOR PREMISES	 TERMINATION/ REVOCATION OF LICENSES	 TOTAL NUMBER OF EMPLOYEES
2015						
JANUARY-MARCH	542	399	123	564	31	934
APRIL-JUNE	548	399	113	585	12	953
JULY-SEPTEMBER	553	406	119	608	13	980
OCTOBER-DECEMBER	559	411	119	624	9	1004
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
Percentage (%) change						
OCTOBER - DECEMBER 2015-2016	6% ▲	1% ▲	24% ▲	28% ▲	100% ▲	17% ▲
OCTOBER - DECEMBER 2015-2017	15% ▲	27% ▲	-25% ▼	30% ▲	1200% ▲	30% ▲
OCTOBER - DECEMBER 2016-2017	9% ▲	25% ▲	-39% ▼	2% ▲	550% ▲	11% ▲
JULY - SEPTEMBER 2016-2017	2% ▲	20% ▲	17% ▲	18% ▲	29% ▲	19% ▲

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

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

CLASS A LICENSED PREMISES



NICOSIA	2015	2016	2017
JANUARY-MARCH	189	197	180
APRIL-JUNE	187	196	199
JULY-SEPTEMBER	195	195	210
OCTOBER-DECEMBER	197	200	215

LARNACA	2015	2016	2017
JANUARY-MARCH	89	98	93
APRIL-JUNE	96	95	103
JULY-SEPTEMBER	90	95	103
OCTOBER-DECEMBER	97	98	101

LIMASSOL	2015	2016	2017
JANUARY-MARCH	173	171	164
APRIL-JUNE	171	176	195
JULY-SEPTEMBER	169	178	202
OCTOBER-DECEMBER	165	181	206

PAPHOS	2015	2016	2017
JANUARY-MARCH	55	61	59
APRIL-JUNE	54	65	67
JULY-SEPTEMBER	58	64	69
OCTOBER-DECEMBER	58	69	75

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

Percentage (%) change

COMPARISON OF JULY-SEPTEMBER 2017 WITH OCTOBER-DECEMBER 2017

NICOSIA	▲ 2.0%	LARNACA	▼ -2.0%
LIMASSOL	▲ 2.0%	PAPHOS	▲ 9.0%
FAMAGUSTA	▼ -6.0%		

QUARTER	OCTOBER-DECEMBER 2015-2016	OCTOBER-DECEMBER 2015-2017	OCTOBER-DECEMBER 2016-2017	JUL - SEP OCT - DEC 2017
NICOSIA	2% ▲	9% ▲	8% ▲	2% ▲
LARNACA	1% ▲	4% ▲	3% ▲	-2% ▼
LIMASSOL	10% ▲	25% ▲	14% ▲	2% ▲
PAPHOS	19% ▲	29% ▲	9% ▲	9% ▲
FAMAGUSTA	2% ▲	12% ▲	9% ▲	-6% ▼

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

CLASS B*

2017	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%

Percentage (%) change

QUARTER	JAN - MAR OCT - DEC 2017	APR - JUN OCT - DEC 2017	JUL - SEP OCT - DEC 2017
Number of Licensees	120% ▲	38% ▲	22% ▲
Comprehensive Income (Pay In)	14% ▲	10% ▲	13% ▲
Profit distribution (Pay Out)	10% ▲	7% ▲	14% ▲
Gross Gaming Revenue (GGR)	88% ▲	59% ▲	3% ▲
Betting Tax - 10%	88% ▲	59% ▲	3% ▲
Contribution tax - 3%	88% ▲	59% ▲	3% ▲
Profit Margin	64% ▲	44% ▲	-9% ▼

* It should be noted that three (3) licensed Class B bookmakers provided their services towards the end of the second quarter of 2017, even though they had been granted their license at the beginning of the first quarter of 2017. This postponement was due to the fact that the bookmakers initially did not comply with the conditions of approval for their license.

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

Blocking list of illegal betting services providers*

2015	2016	2017
JANUARY-MARCH 494	JANUARY-MARCH 548	JANUARY-MARCH 2638
APRIL-JUNE 548	APRIL-JUNE 548	APRIL-JUNE 2762
JULY-SEPTEMBER 548	JULY-SEPTEMBER 548	JULY-SEPTEMBER 2829
OCTOBER-DECEMBER 548	OCTOBER-DECEMBER 2473	OCTOBER-DECEMBER 3955

Percentage (%) change

QUARTER	NUMBER OF WEBSITES
OCTOBER - DECEMBER 2015-2016	351% ▲
OCTOBER - DECEMBER 2015-2017	622% ▲
OCTOBER - DECEMBER 2016-2017	60% ▲
JULY - SEPTEMBER - OCTOBER - DECEMBER 2017	40% ▲

* **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 2017. 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 a sharp increase of 351% is recorded in the number of websites that have been blocked. However, when comparing the fourth quarter of 2016 with the fourth quarter of 2017 the increase in the number of blocked websites reached 60%. 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 individuals 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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