Q2 & H1 2023 Financial Results

5 September 2023

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Highlights

Financial Performance

- **Strong H1’23 performance** with consistently high online growth and further delivery of our strategic initiatives
- **Increased retail footfall & activity,** on the back of solid commercial plan and positive overall retail sentiment
- **Solid H1’23 operating profitability and on track to deliver 2023 outlook**
- **Strong cash position** with Net Debt/LTM EBITDA at 0.1x

Operational Progress

- OPAPONLINE.gr (our new iLottery platform) starts promisingly, supported by an appealing 360 campaign, diversifying revenue streams
- New Sportsbook in retail, launched in July, upgrades players’ experience, enabling advanced features to increase customers’ engagement
- OPAP Store App growing further, boosted by Free Win Game launch, delivering new record high monthly players’ activity

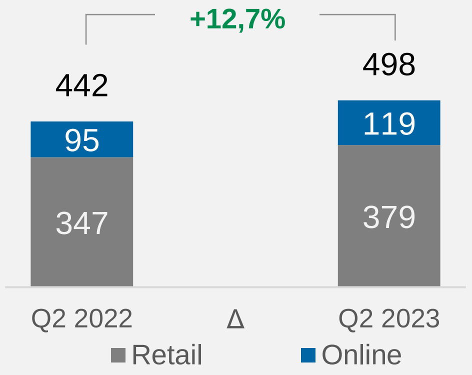
Q2 & H1 2023
Financial Review

Pavel Mucha,
Chief Financial Officer

Q2 2023 Overview

Q2'2023 performance demonstrates solid retail pickup coupled with strong online growth

Revenues (GGR)

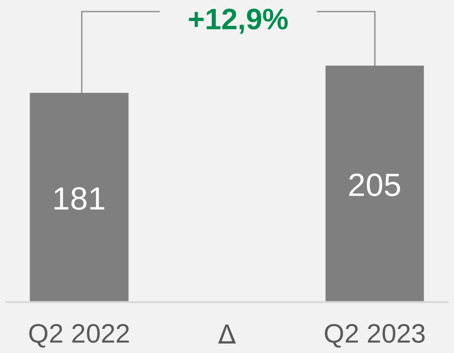


- **Retail GGR** contribution supported by the overall positive retail sentiment
- **Consistent Online outperformance and strong revenue generation** aided by product enhancements and commercial initiatives

EBITDA

- **+5.1% YoY on a comparable basis** excluding one-off items
- Q2'23 Ebitda margin remains at high levels of 35.7%

Gross Profit (from gaming operations)[1]



- Growth in-line with revenue increase
- Healthy Gross profit margin exceeding 41%

Net Profit

- **+12.2% YoY on a comparable basis** excluding one-off items
- Net profit benefitted from lower financial expenses on the back of financial deleveraging

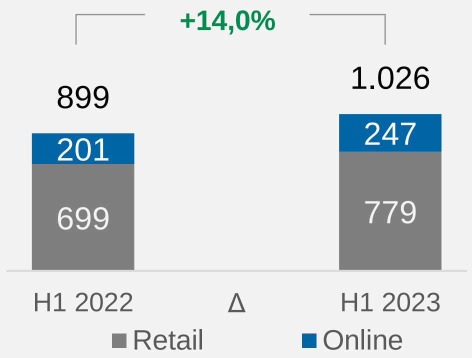
[1] *GGR-GGR contribution-Agents' commission-other Direct Costs*

Amounts in €m

H1 2023 Overview

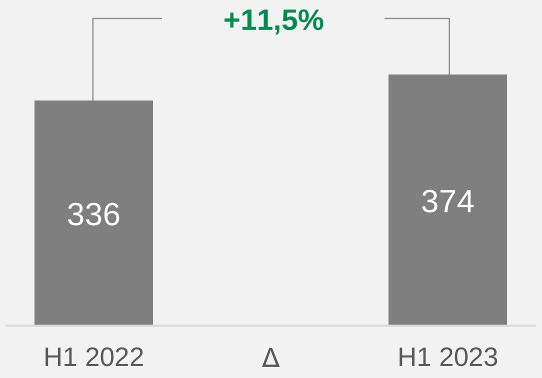
Solid retail performance and continuously strong online operations

Revenues (GGR)



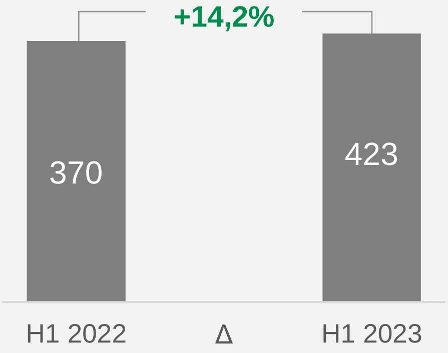
- **Retail GGR significantly** increased due to solid fast games (KINO, PowerSpin, Virtuals) performance, aided by the absence of healthcare restrictions in 2023
- **Online significant growth** mostly on the back on strong casino offering

EBITDA



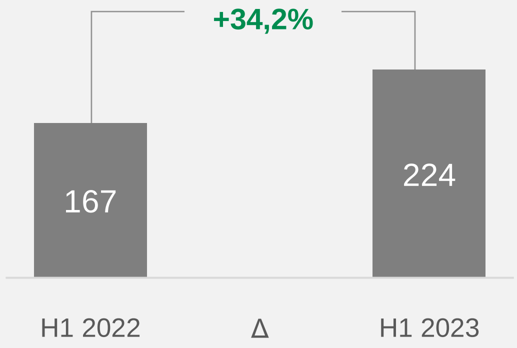
- **€375.1m** on a l-f-l basis excluding one-off items in H1'23
- Margin remains strong at 36.5% levels despite increased Opex to support elevated operations

Gross Profit (from gaming operations)[1]



- In-line with revenue increase
- Gross profit margin at high levels

Net Profit



- **€225.6m** on a l-f-l basis excluding one-off items in H1'23
- Net profit margin higher by c.3pp

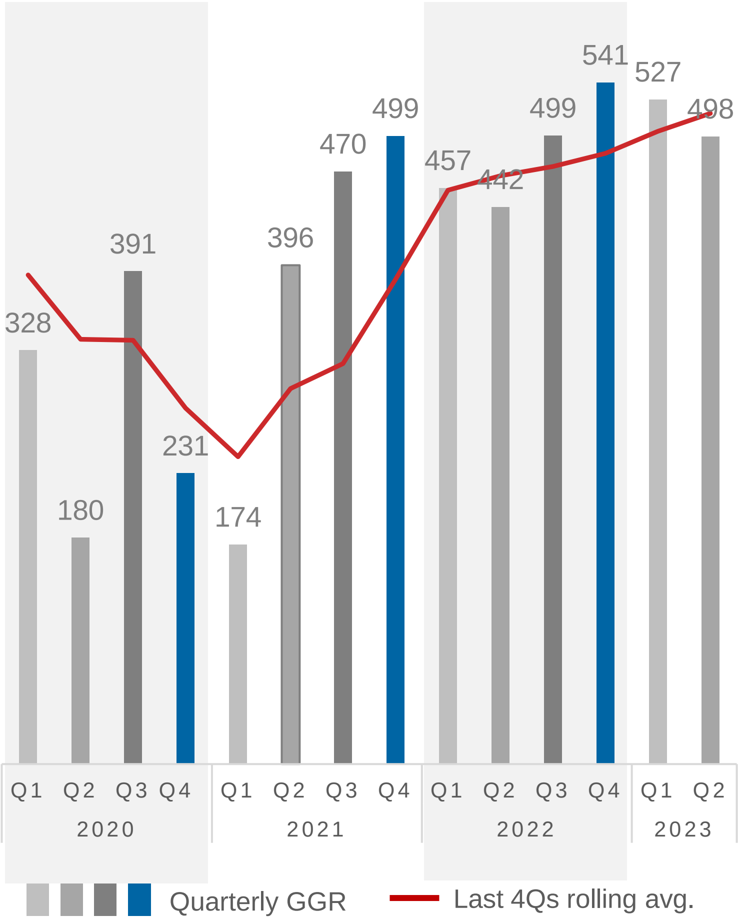
[1] *GGR-GGR contribution-Agents' commission-other Direct Costs*

Amounts in €m

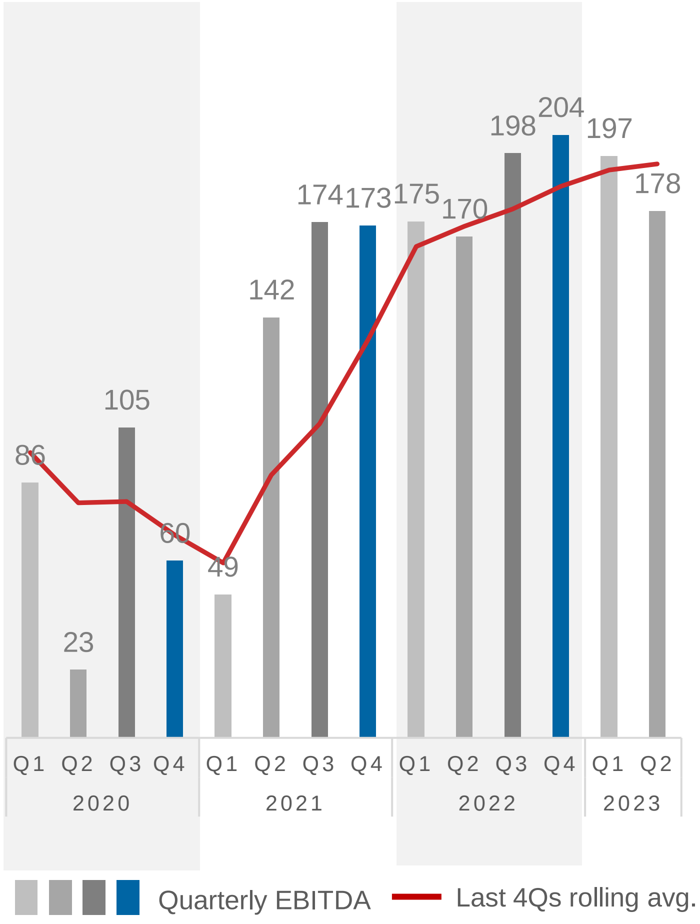
Key Quarterly Financials 2020-2023

Underlying ongoing momentum across key performance indicators

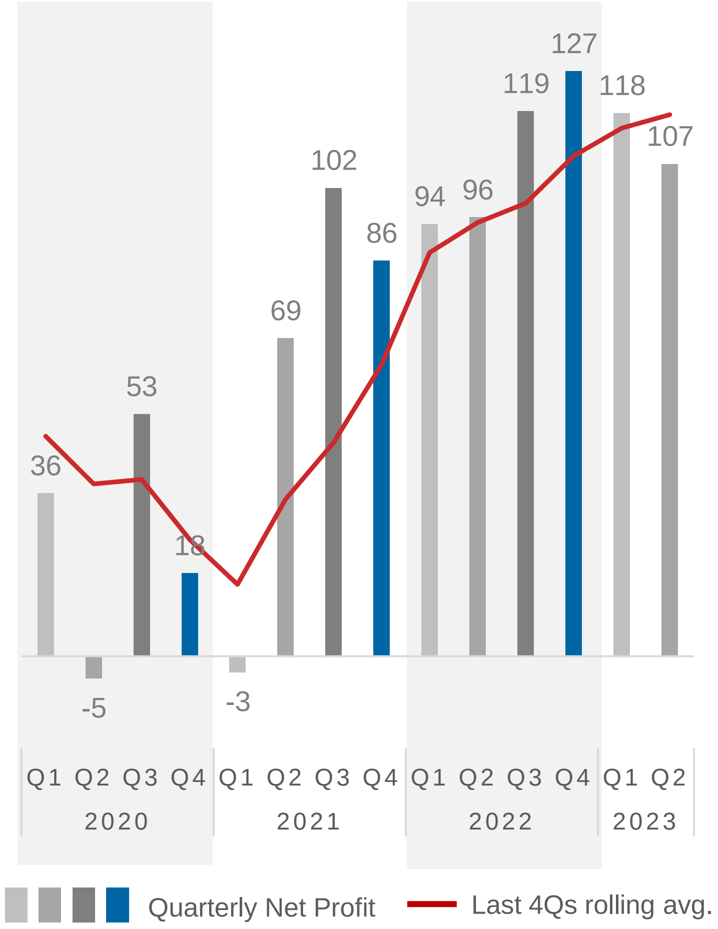
Revenues (GGR)



EBITDA recurring



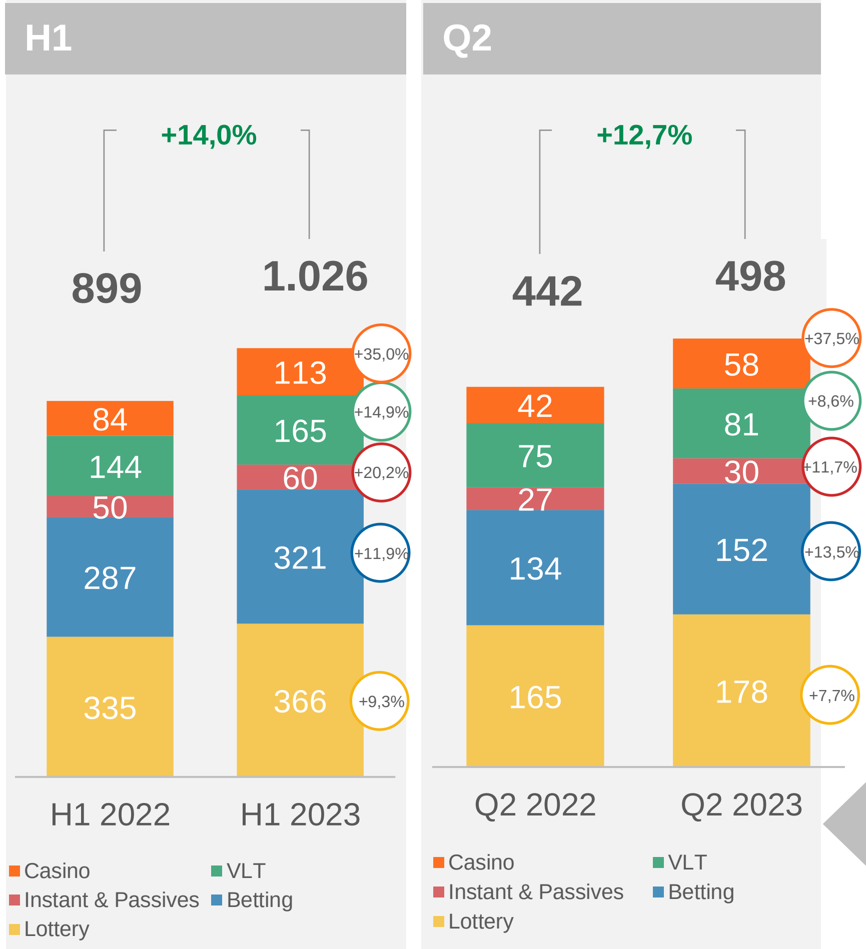
Net Profit recurring



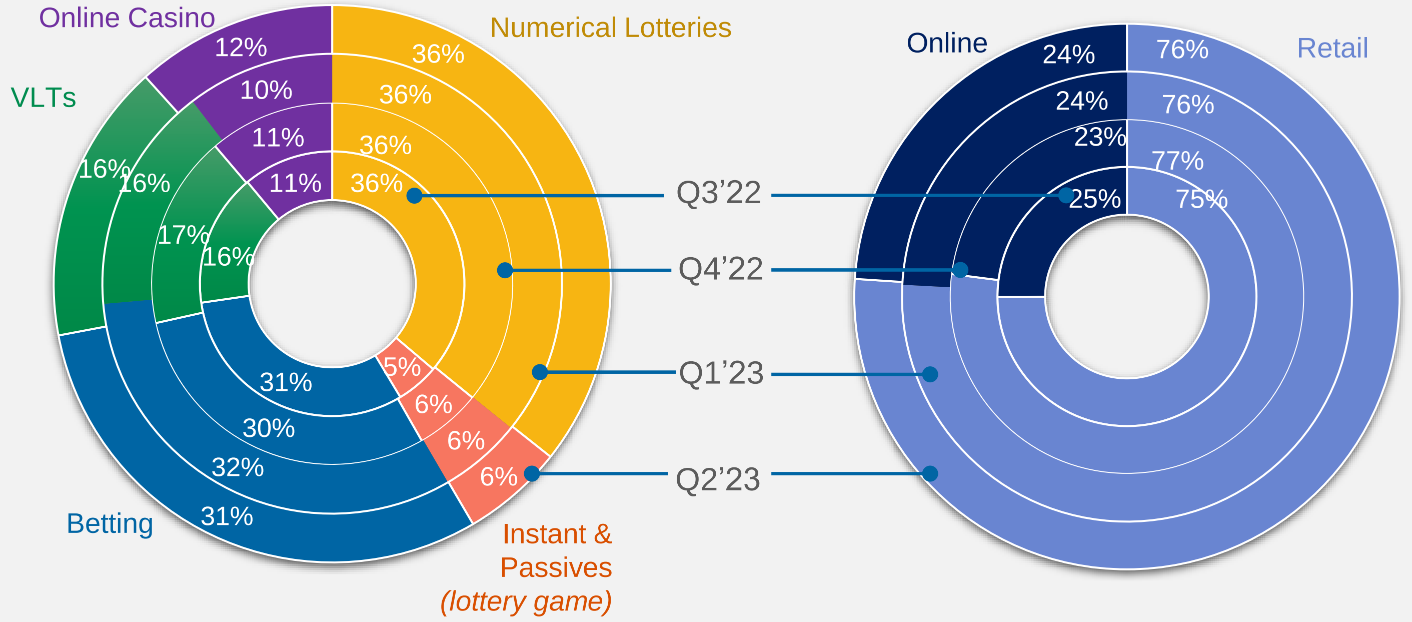
Amounts in €m, excluding one-off items in EBITDA and Net Profit

Revenues (GGR)

H1 – Q2 2023 GGR analysis



Last 4 quarters GGR breakdown per product & channel

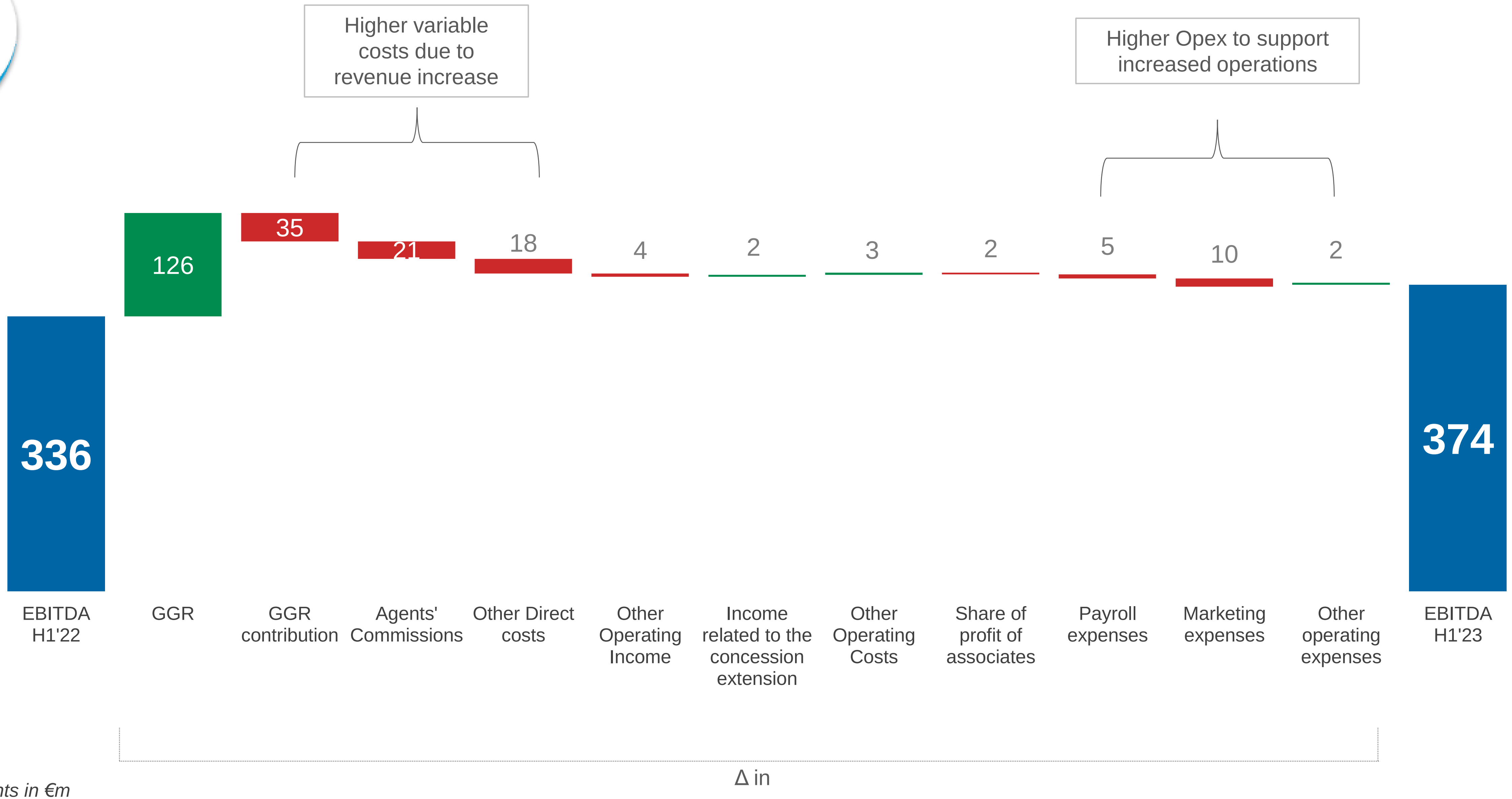


Q2

- **Numerical lotteries:** +7.7% on the back of strong KINO performance
- **Betting:** +13.5% with PowerSpin and Virtuals growing significantly while online demand picks up
- **VLTs:** +8.6% boosted by promotional activities, increased walk-ins and favorable comps
- **Instant & Passives:** +11.7% on the back of Laiko jackpot rollovers and fresh Scratch offerings
- **Online Casino:** +37.5% aided by players' elevated spending levels and engagement

Amounts in €m

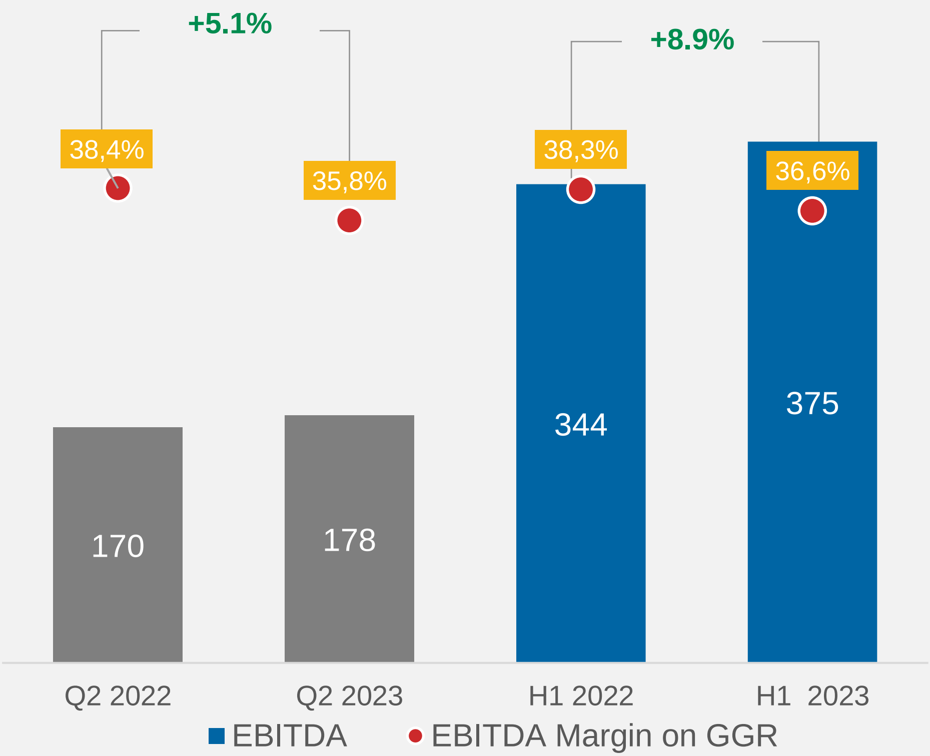
EBITDA bridge



Amounts in €m

Profitability *(recurring figures)*

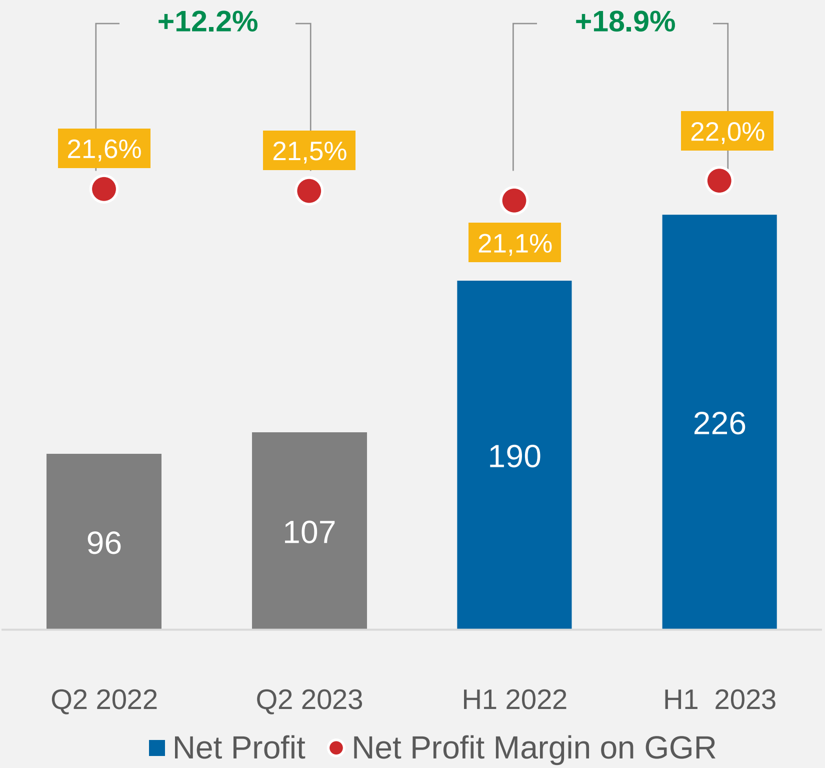
H1 - Q2 EBITDA*



** Excl. one-off expenses of €0.7m in H1'23 and expenses of €8.7m in H1'22 (expenses of €0.3m in Q2'23 and expenses of €2.8m in Q2'22)*

Hefty operating profitability along with healthy margin reflecting revenue increase in both channels

H1 – Q2 Net Profit**



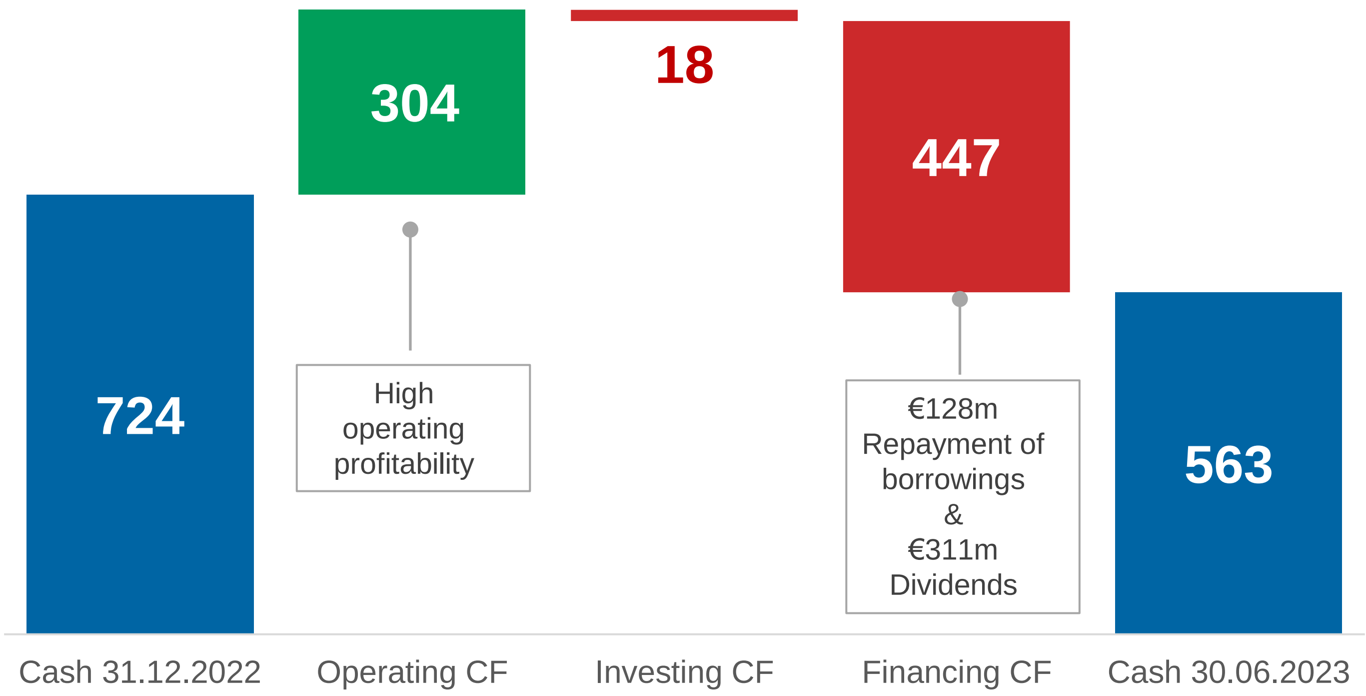
***Excl. one-off expenses of €1.2m in H1'23 and expenses of €22.5m in H1'22 (expenses of €0.8m in Q2'23 and expenses of €16.6m in Q2'22).*

Strong profitability accompanied by high margins aided by growth in revenue streams and financial deleverage

Amounts in €m

Cash Flow & Net Debt

Cash Flow Bridge



Amounts in €m

Net Debt

Strong financial position with Net Debt at €90m*

***as of 30.06.2023, pre IFRS 16 basis**

- **0.1x Net Debt / LTM Ebitda**
  (or 0.18x incl. leases)
- **74.2x Interest Coverage**
  based on LTM figures
- **Fixed interest rates**
  c2.5% avg. cost of lending
  long maturity profile

Shareholders’ remuneration

Consistently strong cash generation and robust balance sheet support expansion of shareholder remuneration to include buy-backs, complementing cash dividends

Long track record of returning capital to shareholders

Since IPO

€ 25.3 DPS[1]

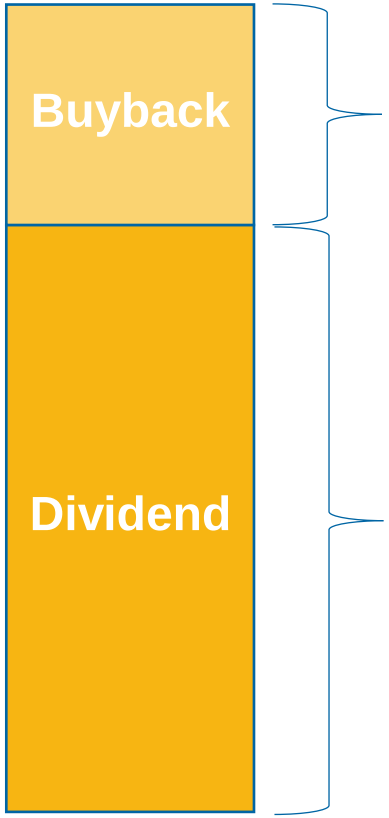
Record interim dividend for FY 2023:

€ 1 / share

Avg. dividend yield since IPO: 8.5%[2]

Distribution commitment: Min. €1.00 DPS

Enhanced shareholders’ remuneration policy



Additional cash returns through share buy-backs

Initial programme of up to €150m by end of 2024*

Bulk of net profit distributed as cash dividends

Dividend policy remains unchanged

Annual distributions to be more balanced between interim and final

End of scrip programme

[1]*DPS includes special dividends & capital return payments in 2016, 2017, 2020, 2022, 2023*
[2]*Dividend yield calculated with respective year’s closing price at each year end*

** Precise amount and timing subject to market conditions*

Operational & Business Update

Jan Karas,
Chief Executive Officer

Solid implementation of our successful retail commercial plan while delivering on our ambitious online strategy

Retail

7s & Cats Scratch Family Launch

New campaign enhancing the family concept, leading to increased **customer engagement** and record **high daily revenues**

KINO BONUS Revamp

Refreshed **random** KINO BONUS increasing **excitement** of regular players and activity

PLAY New Era

Campaign promoting the **new HD cabinets** that are now available into our stores, spicing up the gaming experience

Spin and Win with extra Markets

3 new markets in Powerspin Combo **simplifying play & win** and enhancing **entertainment levels**

Online

Launch of new Opaponline.gr

An innovative 360 campaign with the use of the new **"ball heroes"** introducing a **leading online brand** to new and existing customers

SB Re-platforming

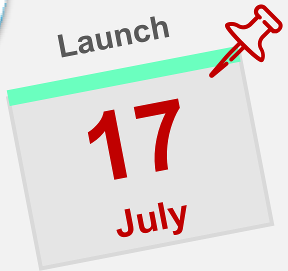
Upgraded and refreshed platform of **Pamestoixima.gr** offering **unique** sports betting experience

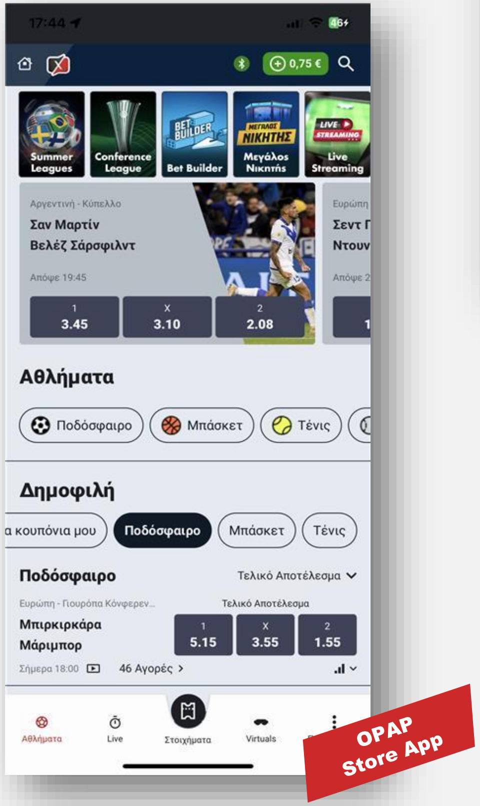
Pamestoixima "PS Magic Land"

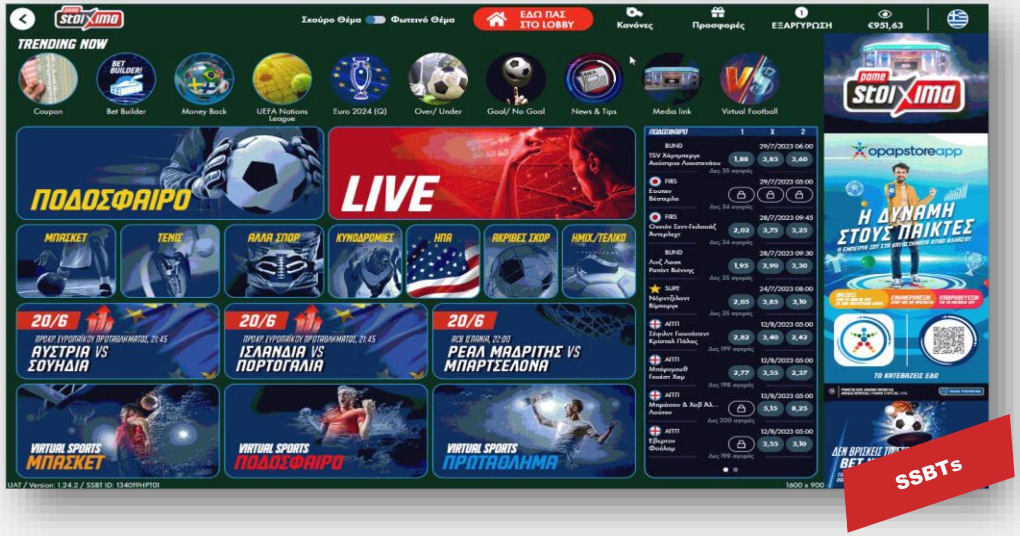
New Casino **loyalty reward scheme** elevating **engagement levels** and increasing **spending**

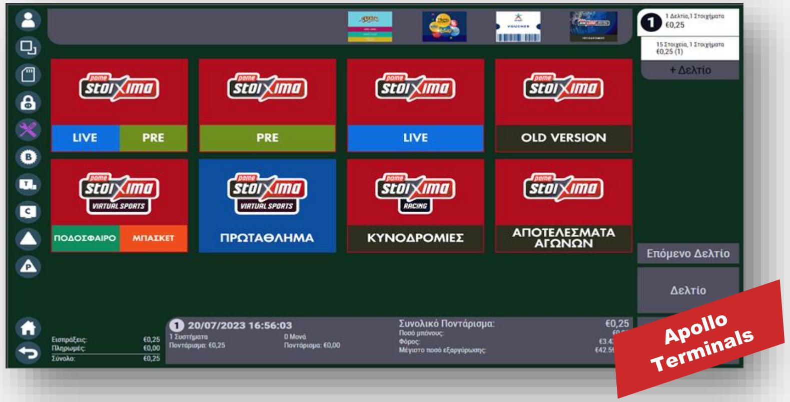
New Retail SPORTSBOOK

Top class customer experience utilizing platform's advanced features









Better Cashout & easier to use (with more options; Partial, Auto)

Significant **speed improvement** of the system and the platform

New UI & UX of OpapStoreApp & SSBTs, with faster navigation & new functionalities

UX improvements in agents' terminals, providing more flexibility

Our retail estate

A social entertainment hub

OPAP estate end of Q2'23

OPAP stores		Play Stores	Indirect POS & Street vendors
Greece	Cyprus	Greece	Greece
3,301	202	354	c.8,600

Digitalization

Audio solution	Smart Digital Infrastructure
940 stores	c.1,150 stores

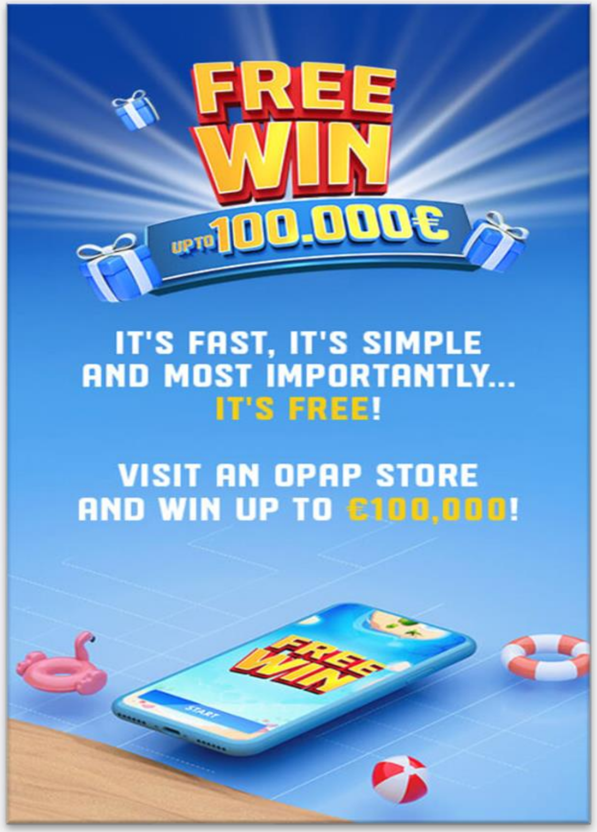
In-store events & promos in Q2'23

OPAP Stores	PLAY Stores
>4,5k events	>7,2k events

FreeWin – 1st Free Game ever in Retail Stores!

A new highly promising proposition favorably welcomed so far by retail players

Simple, fun & **FREE** game exclusively in retail stores via **OPAPStore App** offering prizes up to **€100,000** every day!



150k unique players

~1.5m FreeWin plays

~450k wins

>75% Conversion to play

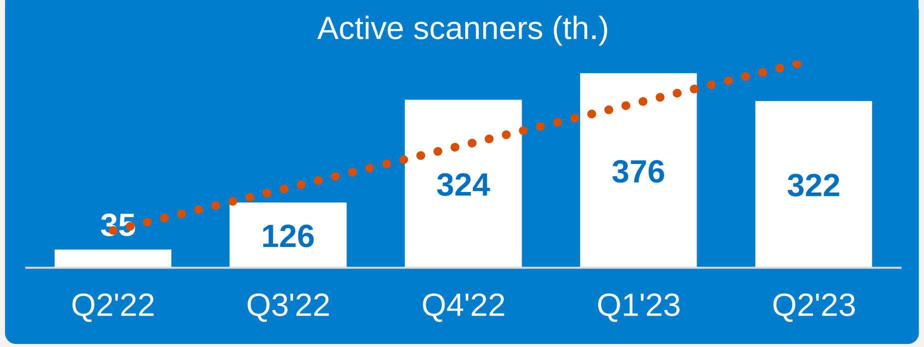
+150% NEW registrations in OPAPStore app

In the first 53 days

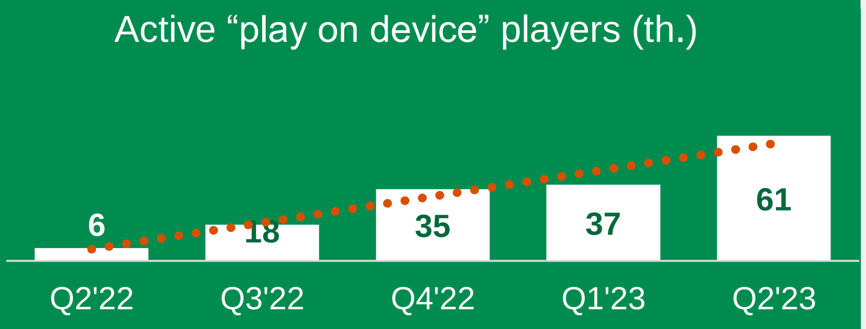
OPAP Store App

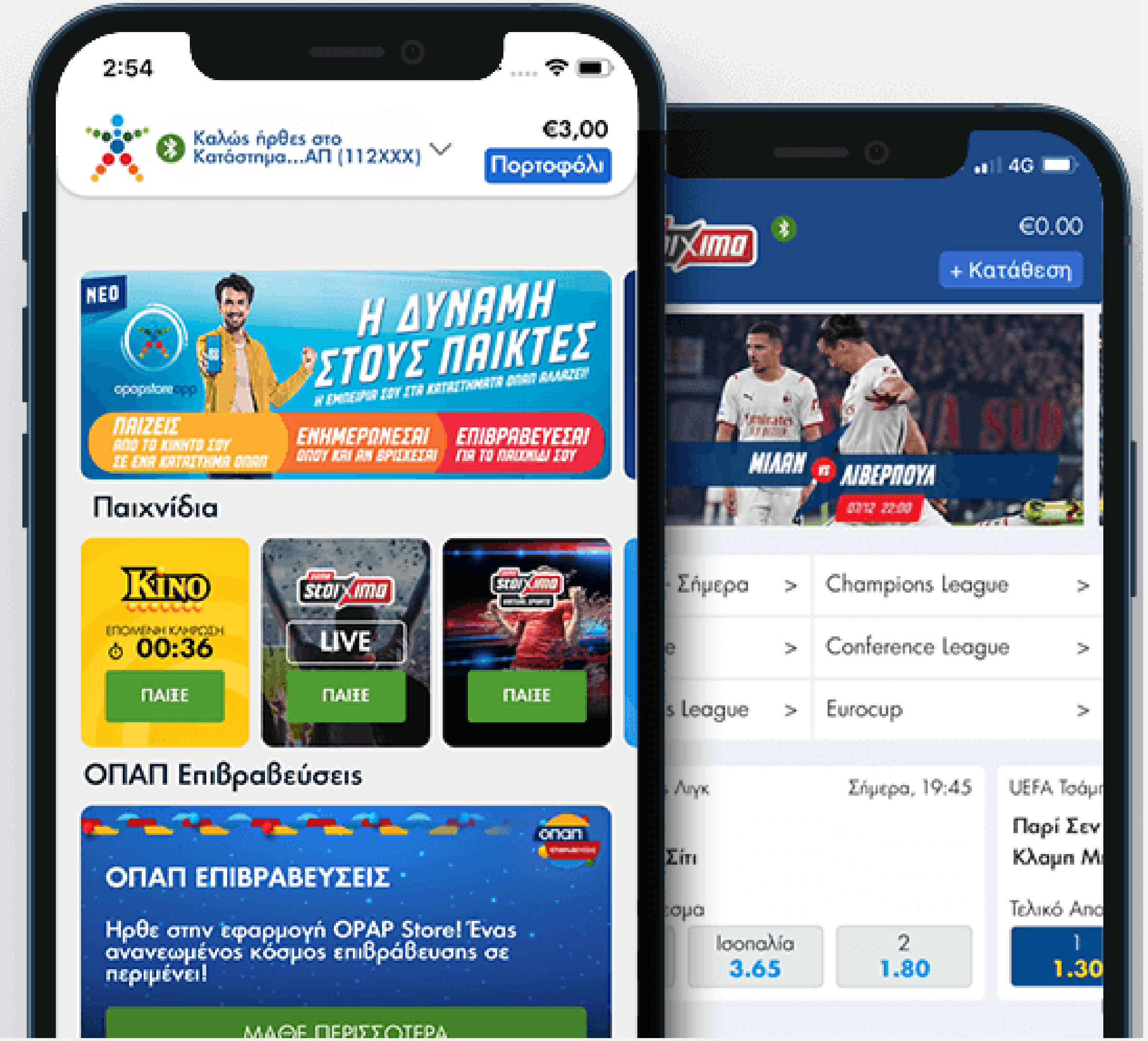
Gaining ground among players’ preferences & actively promoting retail digitalization process

Welcomed by retail players with an overall positive trend since initiation



Uplifting engagement levels while facilitating in-store digital experience

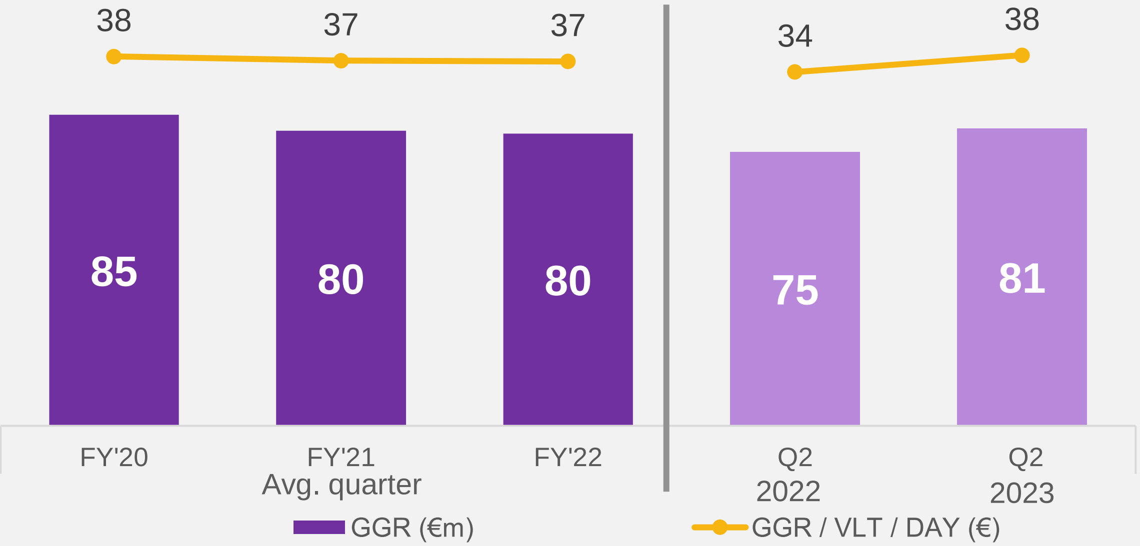




* Active players refers to bet placement through OPAP Store App

VLTs trending upwards with solid growth

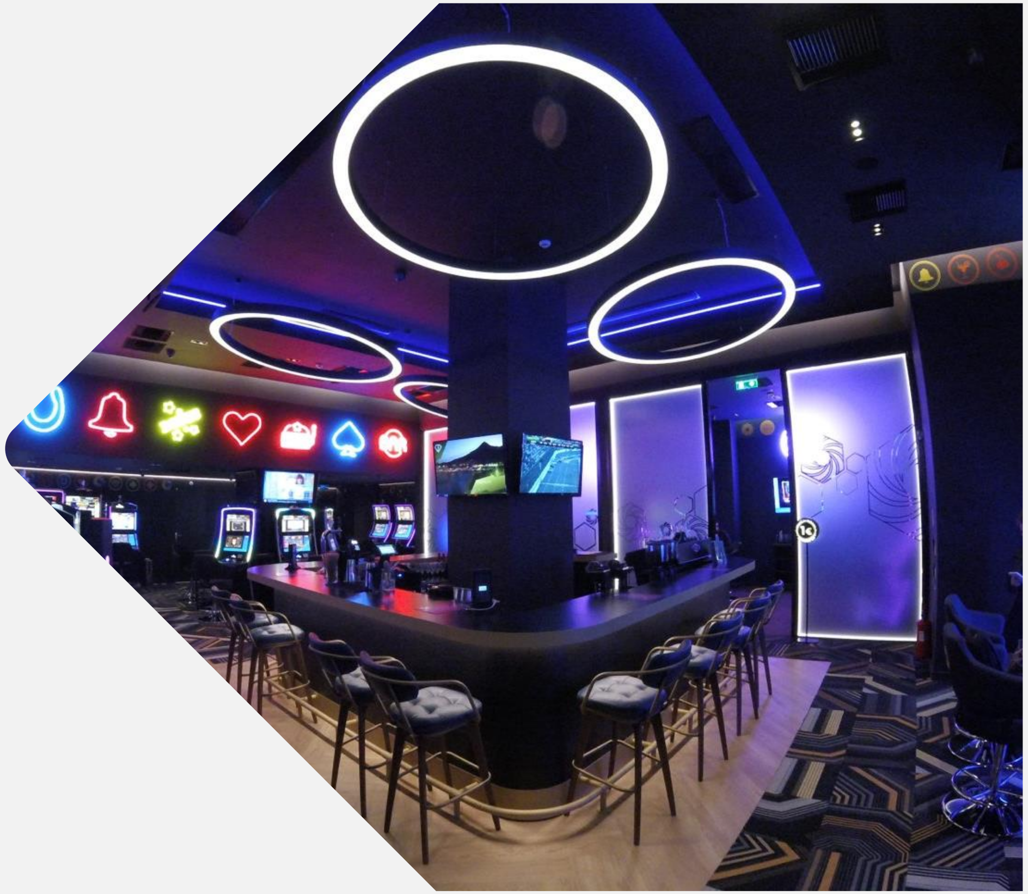
Performance overview (GGR €m)



Offering

VLTs Estate Upgrade

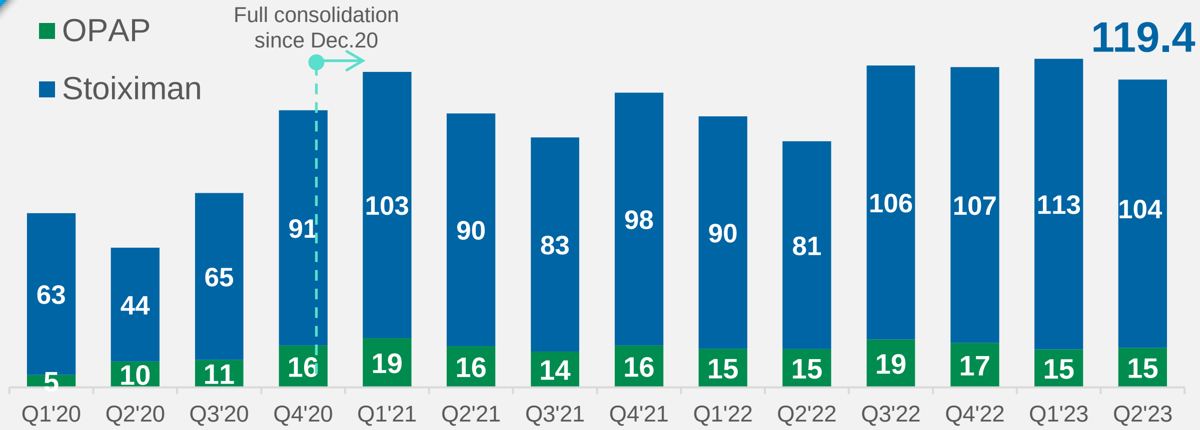
- **>1,600 stores** have benefited from VLTs cabinets optimization
- **>8,200 cabinets** have been replaced so far with new ones. Modern design-large screens-new games
- **70% of active players** in the past 3 months have experienced the new machines



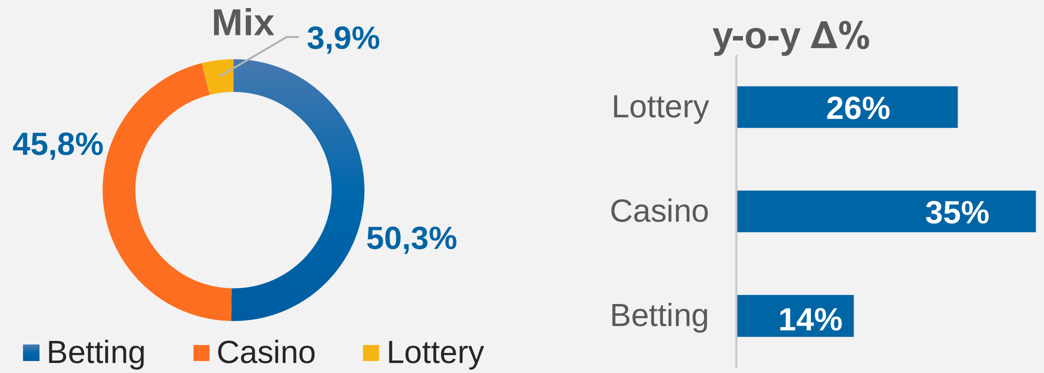
188 Number of VLT games available

Online consistently outperforming

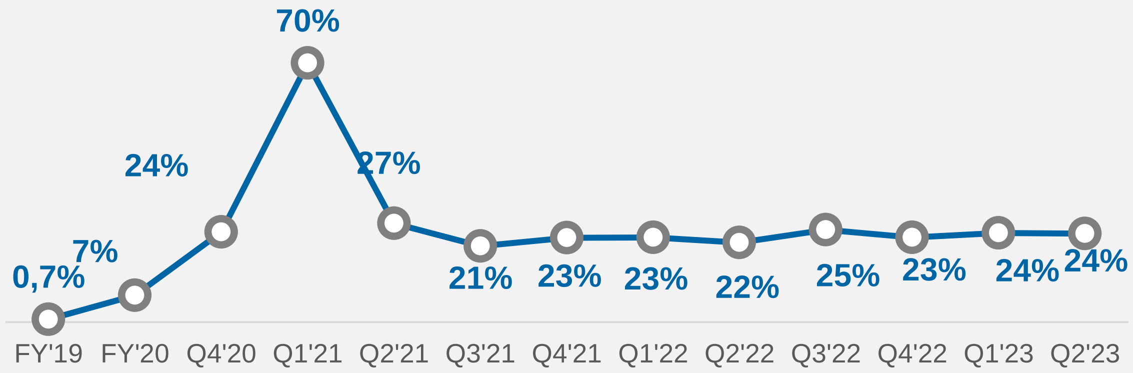
Online revenues per brand (€m)



Online product mix & performance (H1'23 GGR)

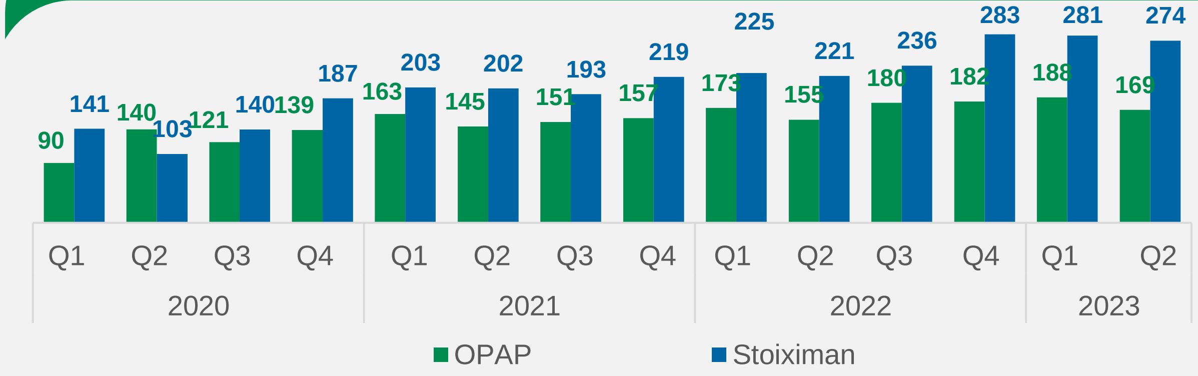


Online contribution to reported GGR



Online penetration at high levels alongside strong retail

Active monthly players ('000)



High customer activity levels aided by continuously improved product offering

National Basketball Team Gold Sponsor

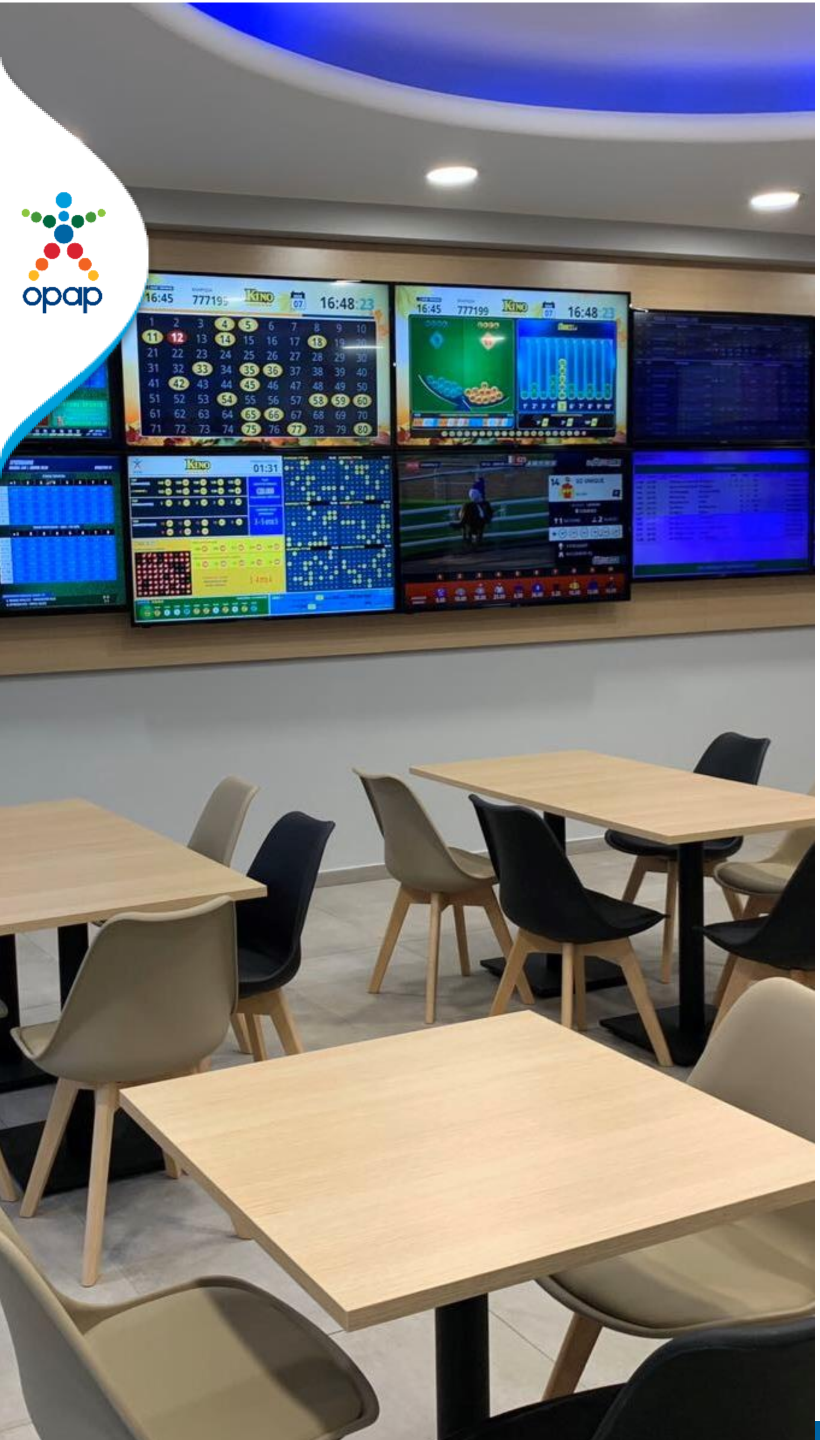
Appendix

Consolidated Statement of Financial Position

Consolidated Statement of Financial Position		
('000 €)	30.06.2023	31.12.2022
Assets		
Current assets		
Cash and cash equivalents	563,261	724,433
Receivables	74,705	102,123
Other current assets	204,504	191,487
Total current assets	**842,470**	**1,018,043**
Non - current assets		
Intangible assets	973,101	1,021,349
Property, plant & equipment	51,397	56,752
Other non - current assets	474,933	475,145
Total non - current assets	**1,499,431**	**1,553,246**
TOTAL ASSETS	**2,341,901**	**2,571,289**
Equity & Liabilities		
Short-term Loans	34,059	281,707
Short-term trade payables	130,832	181,684
Other Short-term liabilities	380,979	356,033
Long-term Loans	626,024	506,679
Other long-term liabilities	172,079	169,754
Total liabilities	**1,343,973**	**1,495,856**
Total equity	**997,928**	**1,075,433**
TOTAL EQUITY & LIABILITIES	**2,341,901**	**2,571,289**

Consolidated Statement of Comprehensive Income

('000 €)	30.06.2023	30.06.2022	Δ	Δ%
	Consolidated Statement of Comprehensive Income			
Revenue (GGR)	**1,025,554**	**899,302**	**126,252**	**14.0%**
GGR contribution and other levies and duties	-317,229	-282,650	-34,579	12.2%
Net gaming revenue (NGR)	**708,325**	**616,652**	**91,673**	**14.9%**
Agents' commission	-200,476	-179,232	-21,244	11.9%
Other direct costs	-85,224	-67,208	-18,016	26.8%
Revenue from non-gaming activities	52,603	56,598	-3,995	-7.1%
Other operating income related to the extension of the concession of the exclusive right 2020-2030	115,406	113,017	2,389	2.1%
Cost of sales related to non-financial assets	-31,795	-34,584	2,789	-8.1%
Share of profit/(loss) of associates	-	2,330	-2,330	-
Payroll expenses	-45,069	-40,103	-4,966	12.4%
Marketing expenses	-55,888	-45,920	-9,968	21.7%
Other operating expenses	-83,141	-85,461	2,320	-2.7%
Net impairment losses on financial assets	-314	-376	62	-16.5%
EBITDA	**374,427**	**335,713**	**38,714**	**11.5%**
EBIT	**309,667**	**249,507**	**60,160**	**24.1%**
EBT	**304,622**	**222,059**	**82,563**	**37.2%**
EAT and minorities	**228,699**	**167,240**	**61,459**	**36.7%**



Consolidated Cash Flow statement

('000 €)	Consolidated Cash flow statement 30.06.2023	30.06.2022
OPERATING ACTIVITIES		
Operating Activities before WCC	**379,062**	**335,750**
Changes in Working Capital		
Inventories	-5,022	-7,875
Receivables	29,123	124
Payables (except banks)	-56,652	-32,405
Interest paid	-12,491	-13,804
Income taxes paid	-30,170	-5,537
Cash flows from operating activities	**303,850**	**276,255**
INVESTING ACTIVITIES		
Cash flows from investing activities	**-18,461**	**-110,092**
FINANCING ACTIVITIES		
Proceeds from borrowings	252,046	364
Repayment of borrowings	-380,046	-210,046
Payment of lease liabilities	-5,401	-4,634
Other financing inflows / (outflows)	-2,494	-1,949
Dividends paid / Share Capital returned	-310,667	-172
Cash flows from financing activities	**-446,562**	**-216,437**
Net increase / (decrease) in cash and cash equivalents	**-161,172**	**-50,275**
Cash and cash equivalents at the beginning of the period	724,433	860,361
Cash and cash equivalents at the end of the period	**563,261**	**810,086**