



# Q1 2016 Interim Management Statements

May 31, 2016

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## OPAP demonstrates resilient operating performance hit heavily by increased taxation

- **Revenues (GGR)** down 4.4% at €340.7m (Q1 2015: €356.3m), in line with Q4 2015 performance, affected mostly by a drop in sports betting, partially counterbalanced by numerical games
- **EBITDA** remained flat at €93.0m (Q1 2015: €93.2m) due to Management's sustained effort to optimize costs. Accounting for the increase of the GGR contribution, adjusted EBITDA stood at €78.8m
- Enhanced Q1 2016 **EBITDA margin** of 27.3% (Q1 2015: 26.2%)
- **Net Profit** came in at €52.8m (Q1 2015: €58.1m) lower by 9.0%, while after incorporating the increase of the GGR contribution, adjusted net profit stood at €42.8m
- Strong **cash position** of €343.2m
- **Additional distribution of retained earnings amounting to €0.57 per share**

(€ 'm)	Q1 2015	Q1 2016 (30% GGR contribution)	% Δ (Q1 '16 vs Q1 '15)	Q1 2016*	% Δ (Q1 '16* vs Q1 '15)
Wagers	1,118.2	1,047.2	(6.4)	1,047.2	(6.4)
Revenues (GGR)	356.3	340.7	(4.4)	340.7	(4.4)
Payout (%)	68.1%	67.5%		67.5%	
NGR (Net Gaming Revenue)	157.7	153.8	(2.5)	139.6	(11.5)
EBITDA	93.2	93.0	(0.2)	78.8	(15.4)
EBITDA margin	26.2%	27.3%		23.1%	
Net profit	58.1	52.8	(9.0)	42.8	(26.3)
Net profit margin	16.3%	15.5%		12.6%	
EPS	0.1820	0.16852	(8.9)	0.1342	(26.2)

\* Adjusted for GGR contribution increase

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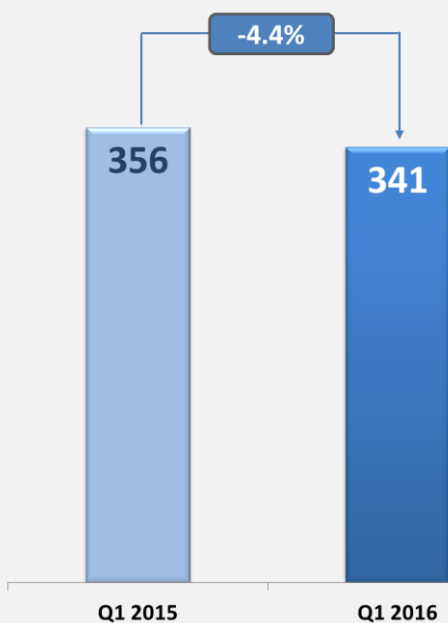
## Key Financials Q1 2015-2016

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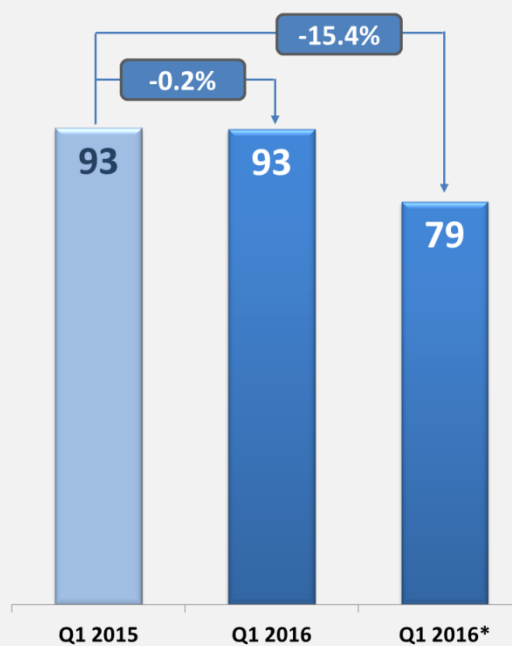
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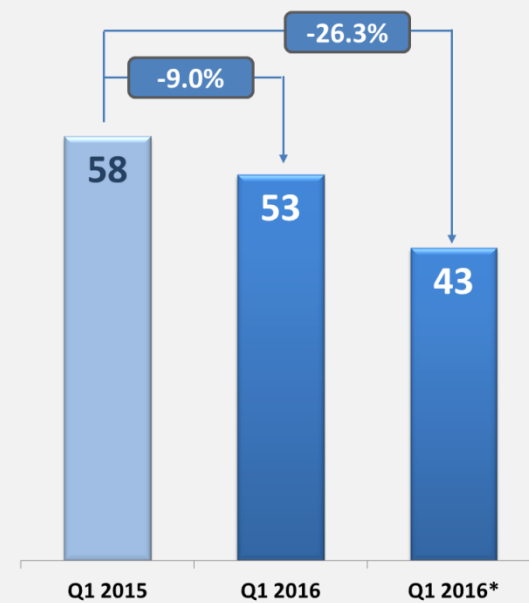
### Revenue (GGR)



### EBITDA



### Net Profit

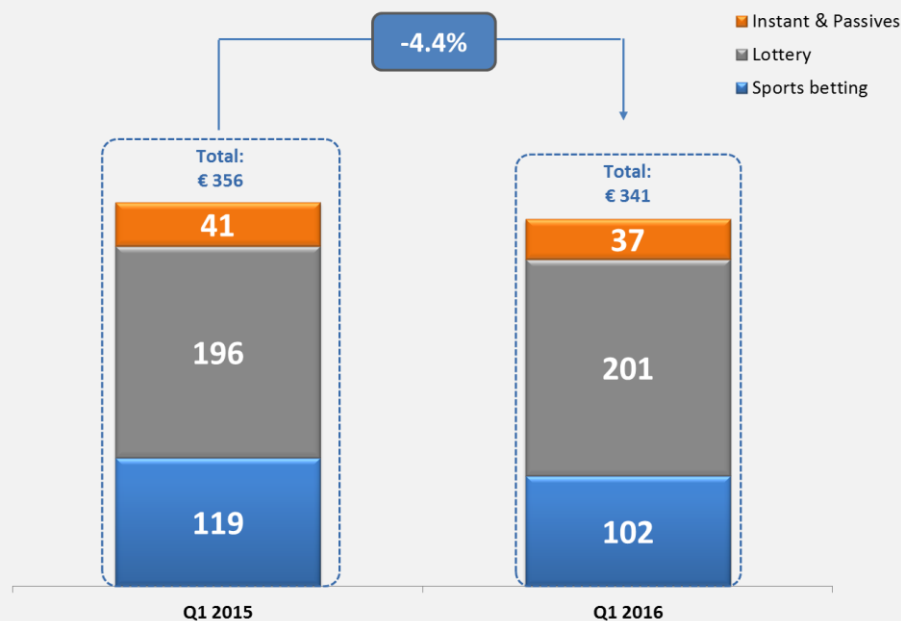


\* Adjusted for GGR contribution increase

# >> Revenues (GGR)

## Q1 2016 Revenues (GGR)

- Revenues (GGR) in Q1 2016 decreased by 4.4% to €340.7m versus €356.3m in Q1 2015. Numerical games outperformed when compared to both instant & passives and sports betting lower figures y-o-y.
- Sports betting**  
Total sports betting revenues at €102.5m in Q1 2016 from €119.3m in Q1 2015 down by 14.1% y-o-y, due in the most part to Stihima decline. Efficient containment of Stihima trading led NGR (excl. GGR contribution increase) to a lower decline y-o-y.
- Lottery**  
Revenues from lottery increased by 2.4% to €201.1m in Q1 2016 from €196.4m in Q1 2015 owing to the ongoing success of the KINO Bonus initiative.
- Instant & Passives**  
Revenues from Instant & Passives stood at €37.1m in Q1 2016 from €40.6m in Q1 2015. Passives continue their relative outperformance vs. scratch, staying most resilient in the post capital controls period.



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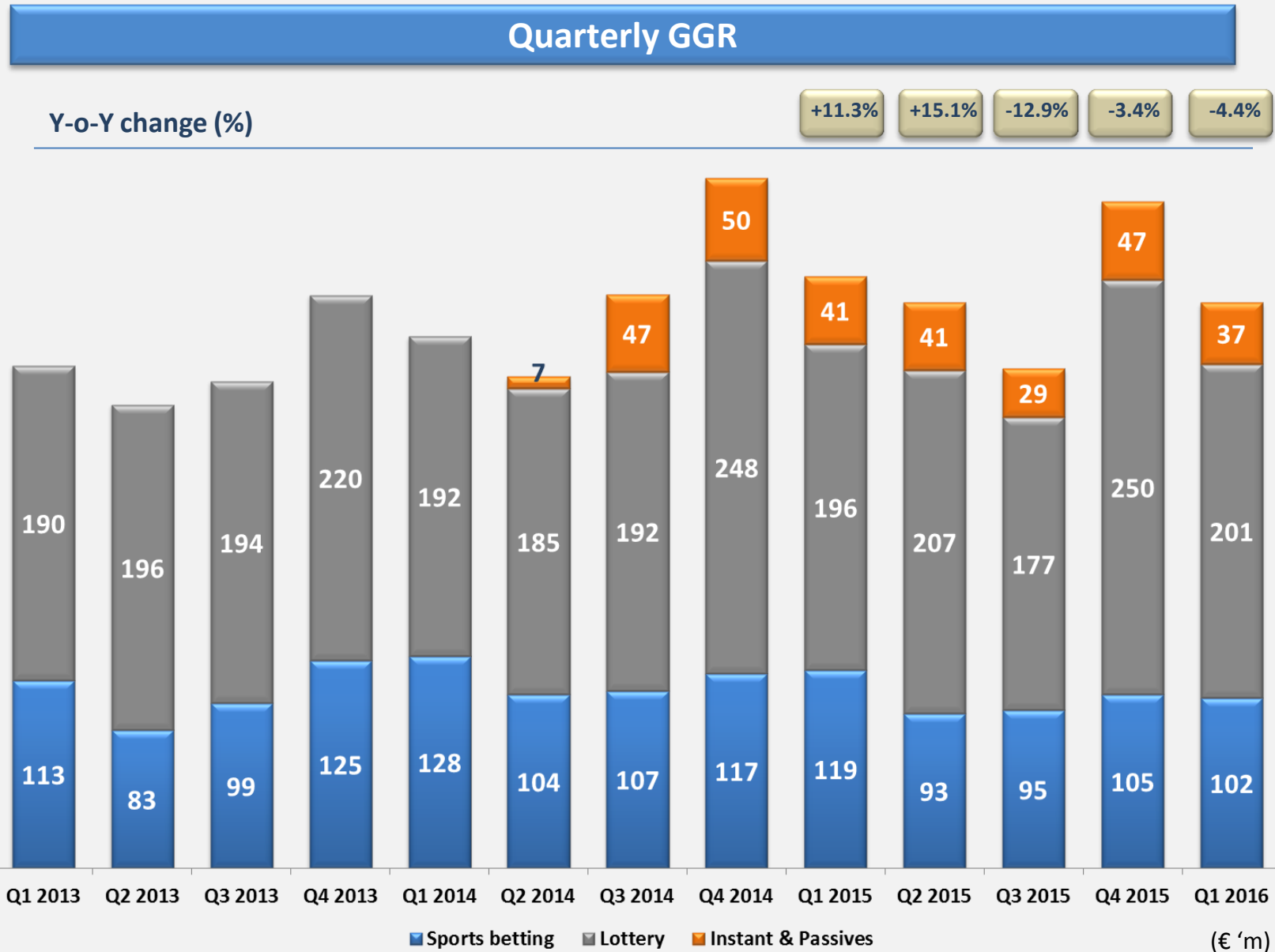
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# >> Segmental GGR quarterly analysis



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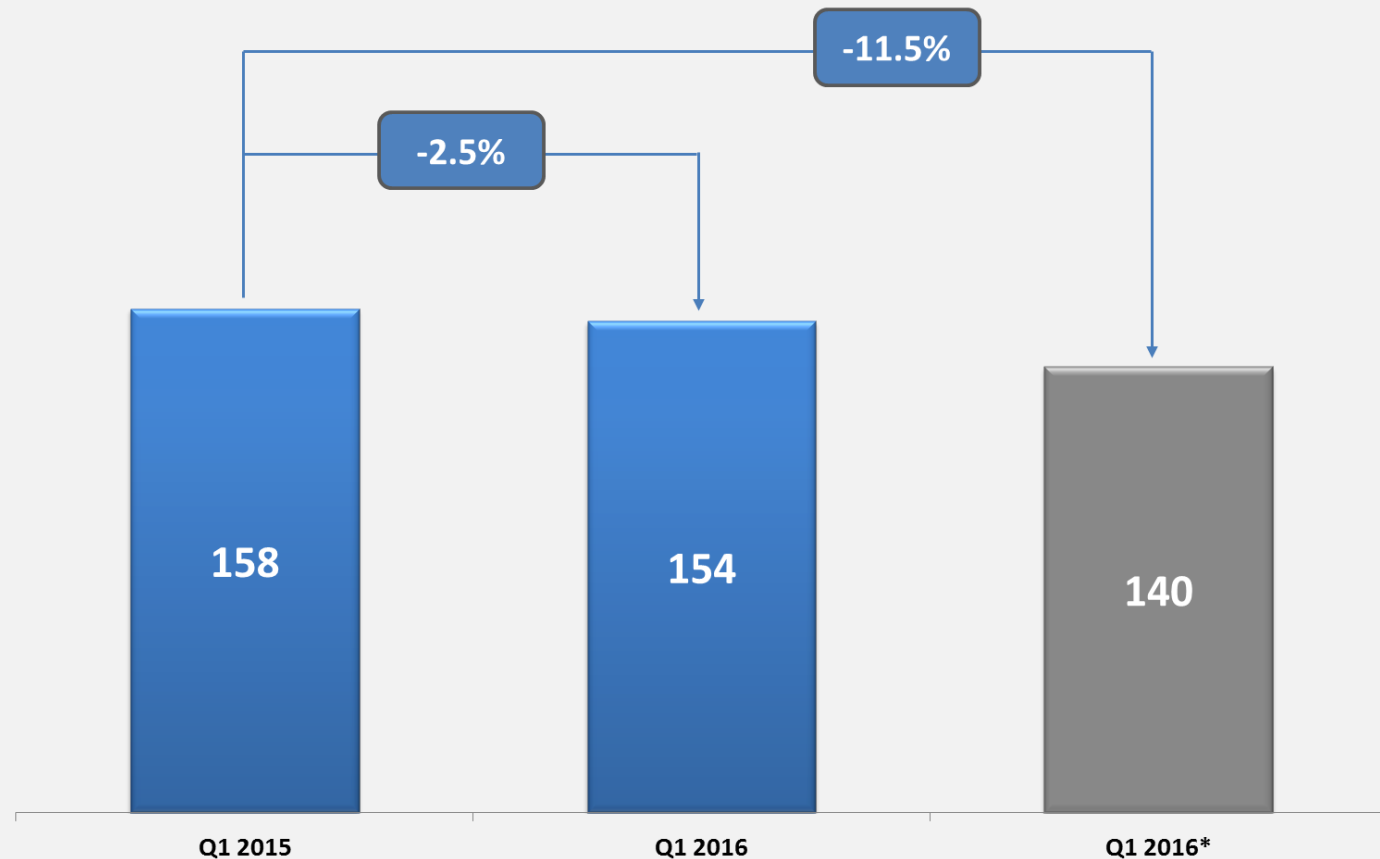


# >> Net Gaming Revenue (NGR)



## Q1 2016 Net Gaming Revenue

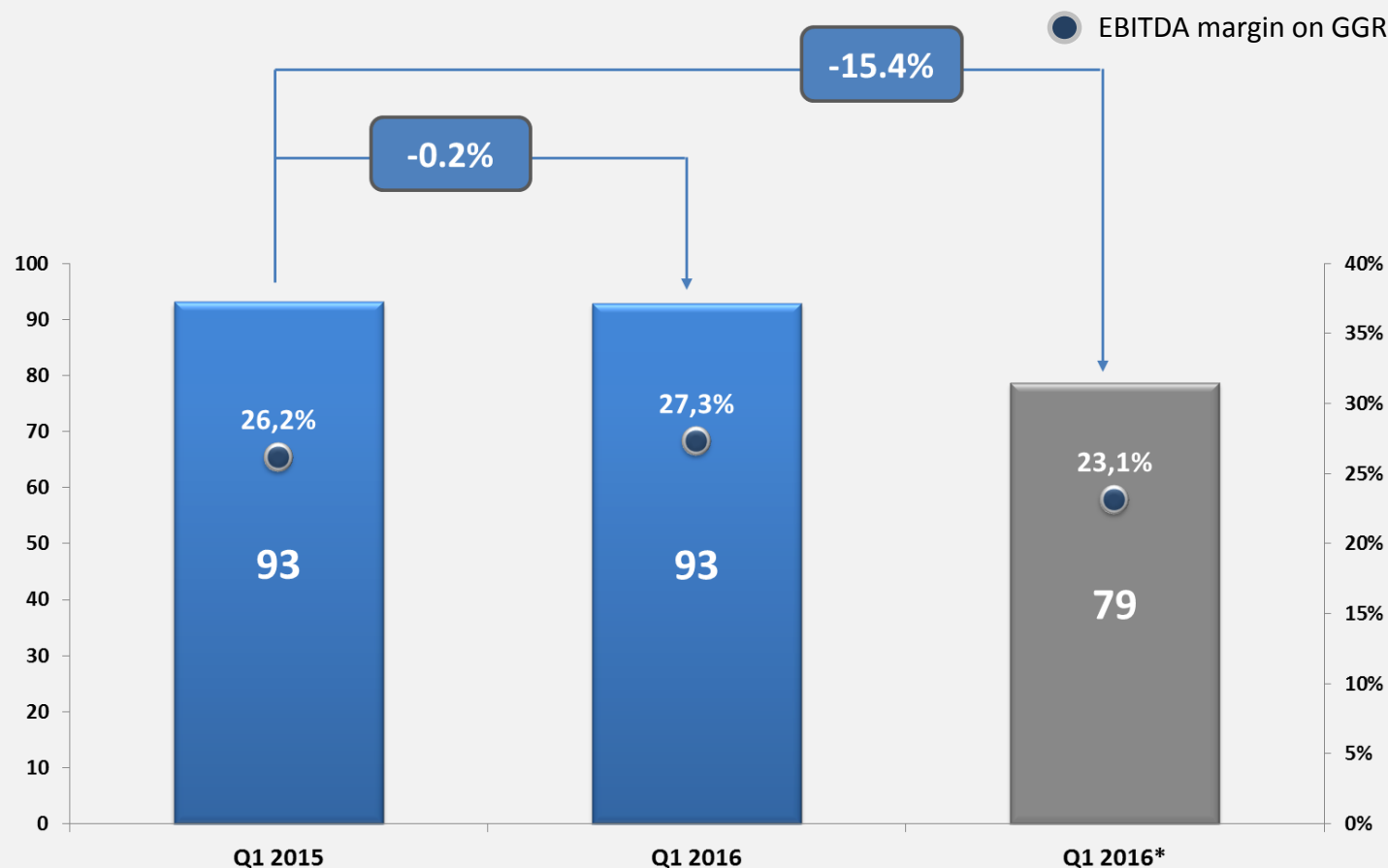
- NGR decreased by 2.5% to €153.8m versus €157.7m in Q1 2015. Following the retroactive imposition of the 35% GGR contribution as of January 1st, 2016, NGR decreased by 11.5% to €139.6m.



\* Adjusted for GGR contribution increase

## Q1 2016 EBITDA & EBITDA margin

- EBITDA at €93.0m in Q1 2016 broadly unchanged vs. the same period last year that stood at €93.2m, as a result of the persisting focus on cost efficiencies. Post adjustments related to the GGR contribution increase, EBITDA would stand at €78.8m down by 15.4% y-o-y.



\* Adjusted for GGR contribution increase

(€ 'm)

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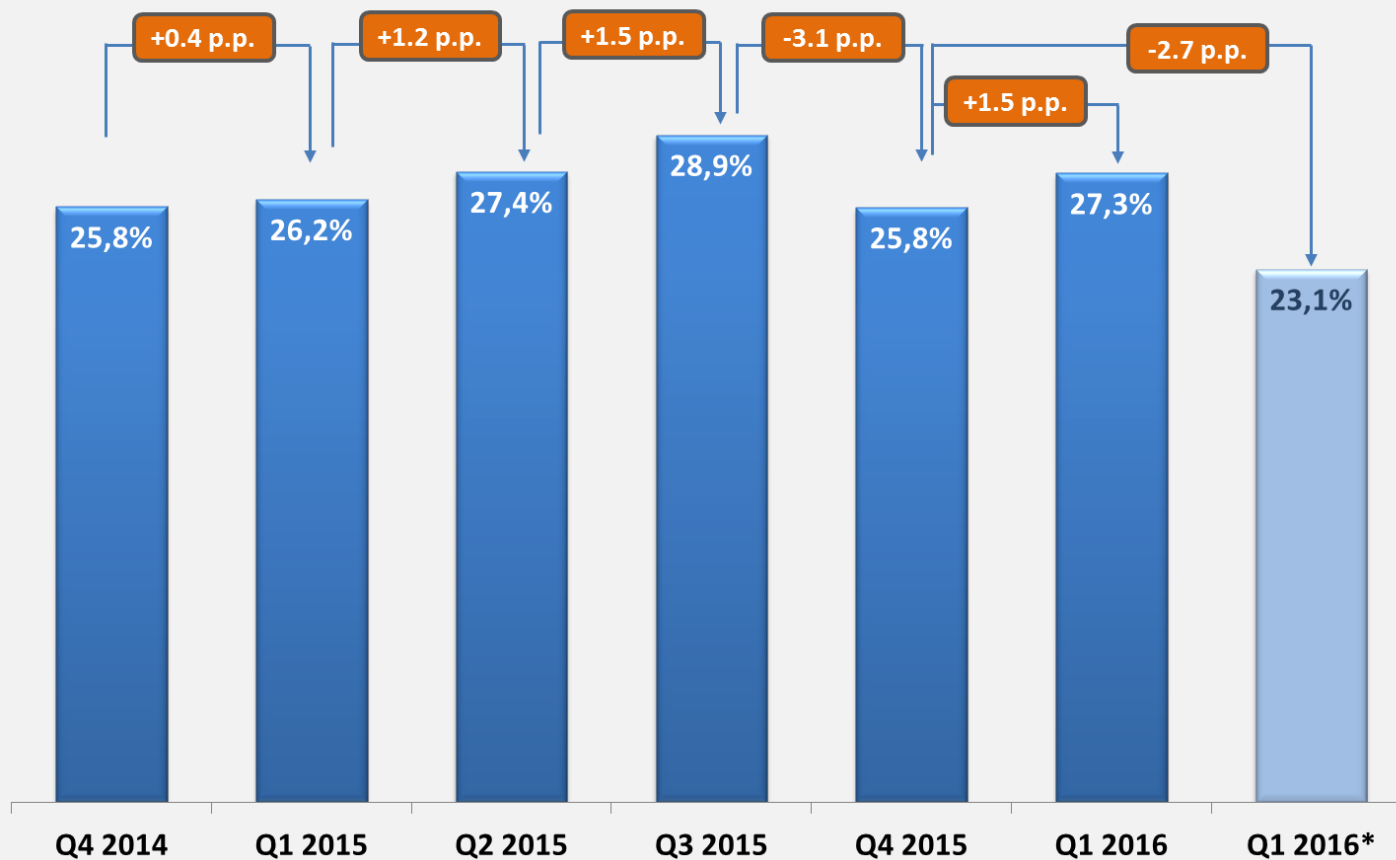
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# >> EBITDA margin

## Quarterly consolidated EBITDA margin

- EBITDA margin reached in Q1 2016 at 27,3% or 23,1% adjusted for GGR contribution increase



\* Adjusted for GGR contribution increase

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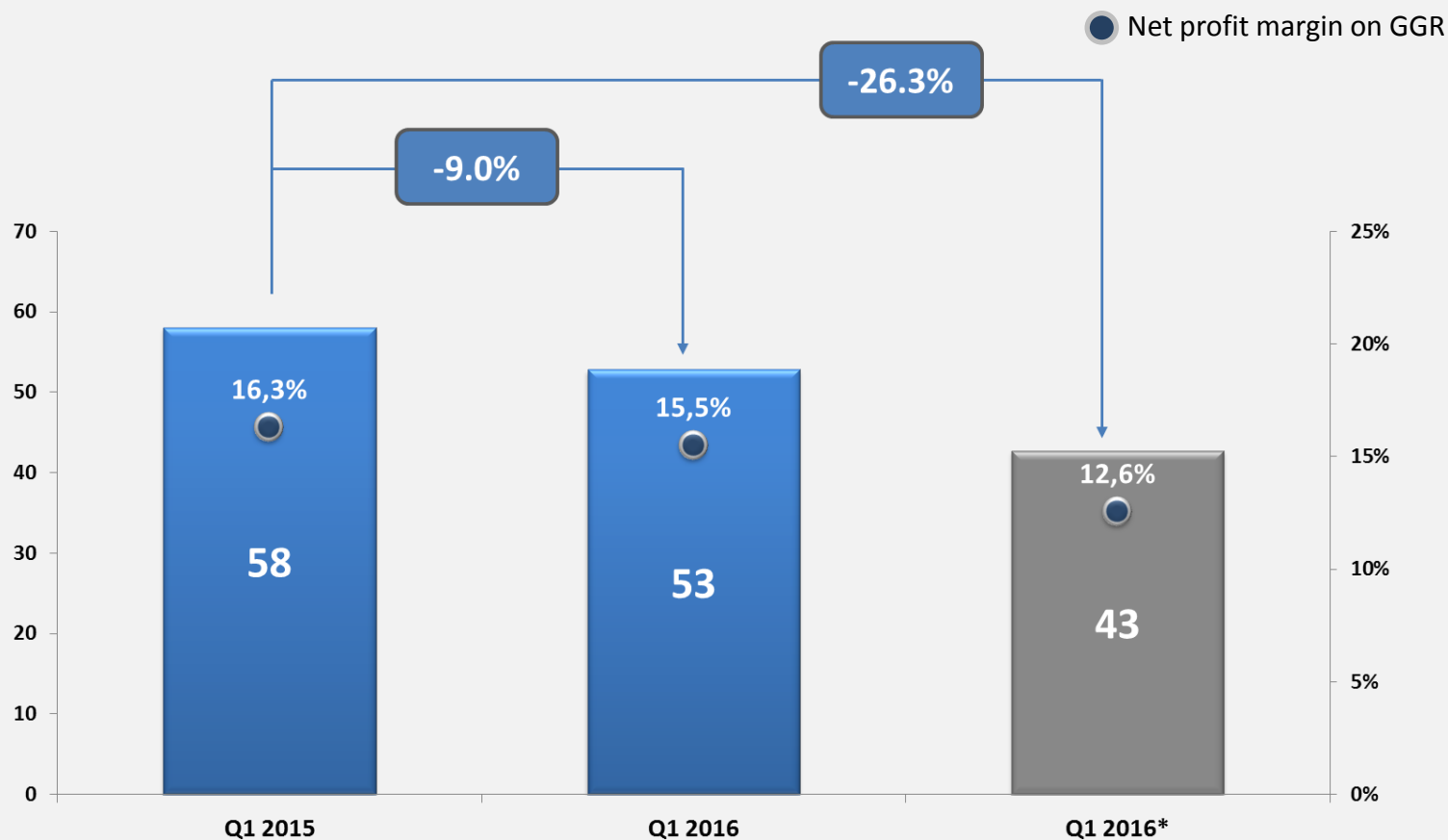
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# >> Net Profit

## Q1 2016 Net profit & Net profit margin

- Net profit in Q1 2016 at €52.8m, decreased by 9.0% vs. €58.1m in 2015. Adjusted net profit would come in at €42.8m lower by 26.3%.



\* Adjusted for GGR contribution increase

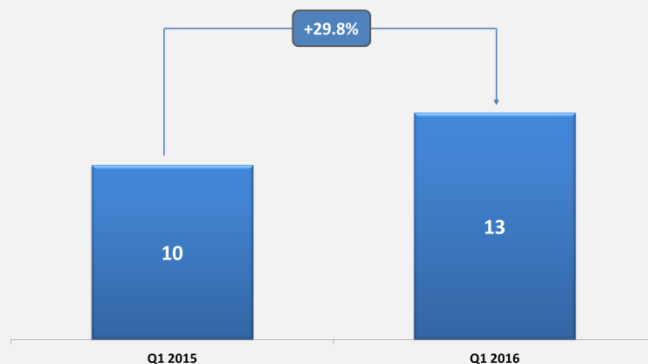
(€ 'm)

# >> Total opex

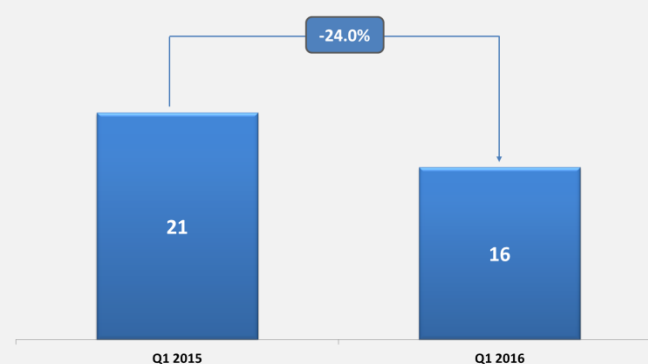
## Q1 2016 Operating Expenses

- **Payroll expense** in Q1 2016 was increased by 29.8%, at €13.4m vs €10.3m in the corresponding period last year, due to the ongoing enhancement of the company's workforce.
- The significant decrease of the CSR expenses led to a 24.0% reduction of total **marketing expenses** at €15.9m in Q1 2016 versus €20.9m in the corresponding period in 2015.
- **Other operating** expenses in Q1 2016 decreased by 7.3% at €55.3m versus €59.6m in the corresponding period in Q1 2015 mostly due to a reduction in Payzone related costs.

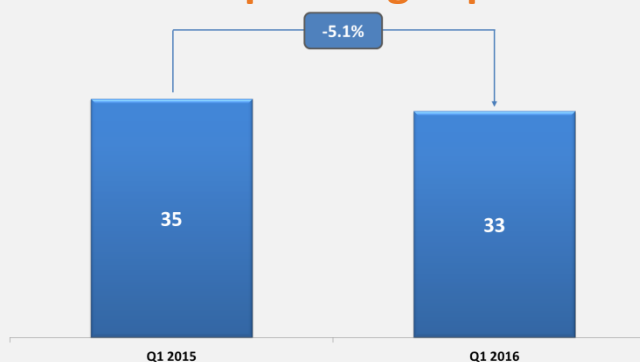
### Payroll expenses



### Marketing expenses



### Other operating expenses



\*Figures excluding  
Payzone Hellas.

(€ 'm)

# >> Cash Flow

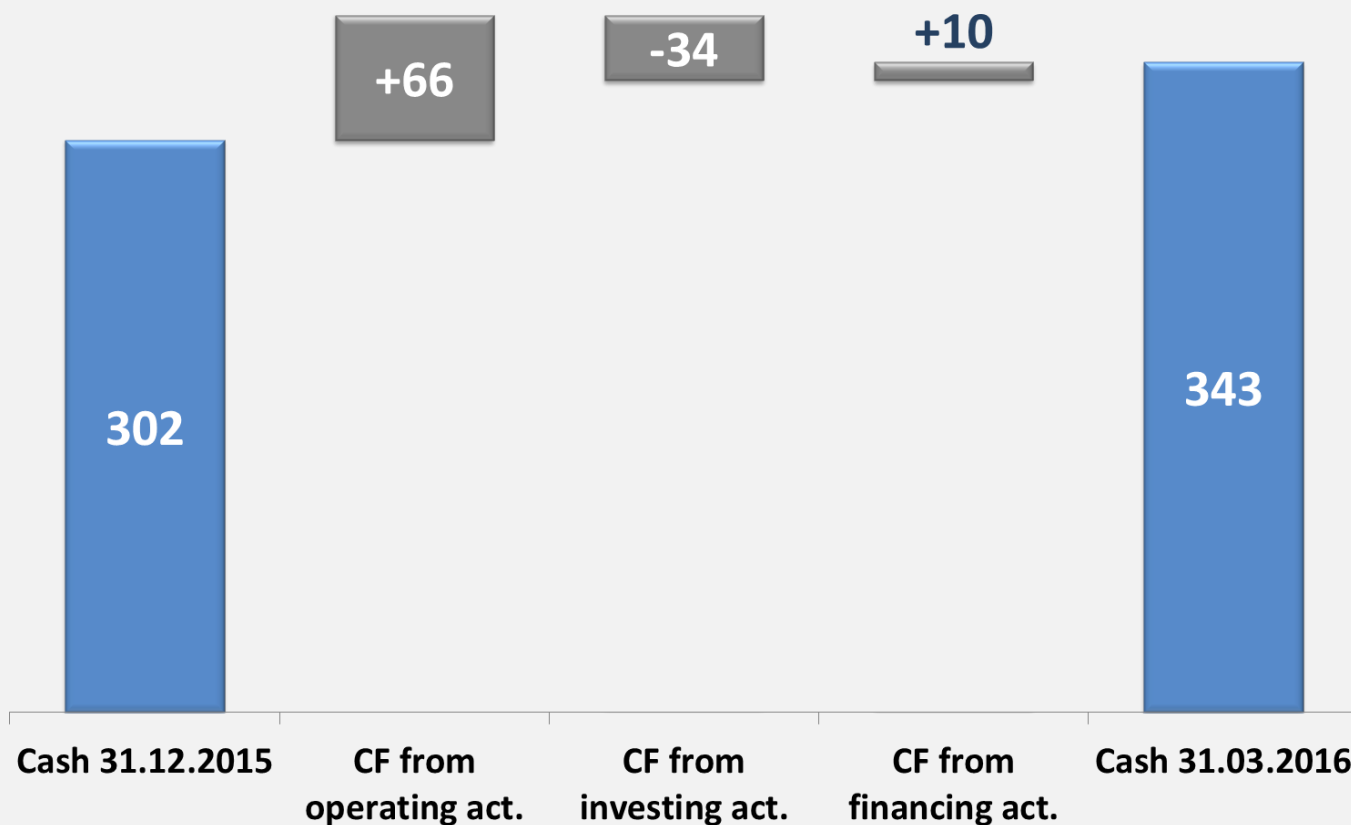
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## Q1 2016 Cash Flow

- Cash inflow from **operating activities** in Q1 2016 at €66.1m from €35.9m in Q1 2015 due to lower cash taxes & working capital needs.
- Cash flow from **investing activities** in Q1 2016 amounted to an outflow of €34.5m mostly related to the horse racing license acquisition.
- Cash flow from **financing activities** in Q1 2016 amounted to an inflow of €9.9m



# >> 2016 Bloomberg Consensus



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(€ 'm)	2015a	2016(E)	Min. 2016	Max. 2016
<b>GGR*</b>	1,400	1,357	1,231	1,588
<b>EBITDA</b>	377	301	235	364
<b>Margin %</b>	26.9	22,2		
<b>Net Income</b>	211	167	126	209
<b>Margin %</b>	15.1	12,3		
<b>EPS</b>	0.66	0.53	0.40	0.66
<b>Growth %, YoY</b>		-19.7		
<b>DPS</b>	0.40	0.50	0.36	0.70

\* Consensus by 8 analysts in the past 6 months. Data collected by the company.

Disclaimer: The above estimates are collected and provided by an independent body. OPAP, in any case, does not adopt these figures as guidance, neither provides investment recommendation or advice. The actual results could differ materially from those expressed in the third parties estimates.

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# >> Investment Highlights

**National leader of world class caliber**

**Strong financial position**

**The largest commercial network in Greece**

**Unique offering secured by exclusive concessions**

**Significant growth driven by new projects**

**Highly attractive market**

## Stock Exchange Data

- **Tickers:**  
OASIS: OPAP  
Reuters: OPAr.AT  
Bloomberg: OPAP:GA
- **Market Cap.:**  
2,252m (30/05/16)
- **Outstanding Shares:**  
319,000,000
- **Free Float: 67%**

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# Condensed Consolidated Statement of Financial Position as of 31 March 2016 & 31 December 2015



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('000 € )	Consolidated Statement of Financial Position	
	31.03.2016	31.12.2015
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	343,170	301,695
Receivables	47,126	55,234
Other current assets	29,867	32,984
<b>Total current assets</b>	<b>420,163</b>	<b>389,913</b>
<b>Non - current assets</b>		
Intangible assets	1,244,364	1,222,987
Investments in associates	11,375	11,225
Other non - current assets	85,436	84,708
<b>Total non - current assets</b>	<b><u>1,341,175</u></b>	<b><u>1,318,920</u></b>
<b>TOTAL ASSETS</b>	<b>1,761,338</b>	<b>1,708,833</b>
<b>Liabilities</b>		
Short-term Loans	2,000	32,097
Short-term payables (trade & other)	87,585	127,091
Other Short-term payables	194,931	165,795
Long-term Loans	155,000	115,000
Other long-term liabilities	65,335	66,022
<b>Total liabilities</b>	<b>504,851</b>	<b>506,006</b>
<b>Total equity</b>	<b><u>1,256,487</u></b>	<b><u>1,202,827</u></b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,761,338</b>	<b>1,708,833</b>

# Condensed Consolidated Statement of Comprehensive Income Q1 2016 & 2015



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('000 € )	Consolidated Statement of Comprehensive Income			
	Q1 2016	Q1 2015	Δ	Δ%
Amounts wagered	1,047,189	1,118,197	-71,008	-6,4%
Revenue (GGR)	340,711	356,261	-15,550	-4,4%
GGR contribution and other levies and duties	-99,198	-104,498	-5,300	-5,1%
Agents' commission	-87,708	-94,067	-6,359	-6,8%
Net gaming revenue (NGR)	153,805	157,696	-3,891	-2,5%
Other operating income	23,755	26,346	-2,591	-9,8%
Payroll expenses	-13,387	-10,315	3,072	29,8%
Marketing expenses	-15,901	-20,915	-5,014	-24,0%
Other operating expenses	<u>-55,309</u>	<u>-59,641</u>	-4,332	-7,3%
EBITDA	92,962	93,172	-210	-0,2%
EBIT	78,146	78,458	-312	-0,4%
EBT	75,930	79,188	-3,258	-4,1%
EAT and minorities	52,828	58,052	-5,224	-9,0%

# Condensed Consolidated Cash Flow statement as of 31 March 2016 & 31 March 2015



('000 €)	Consolidated Cash flow statement	
	Q1 2016	Q1 2015
<b>OPERATING ACTIVITIES</b>		
Operating Activities before WCC	93,436	93,384
Changes in Working Capital		
Inventories	2,263	673
Receivables	8,677	40,730
Payables	-12,173	-64,886
Taxes payables	-21,855	-16,416
Interest expenses & Income taxes paid	-4,392	-17,537
<b>Cash flows from operating activities</b>	<b>66,055</b>	<b>35,947</b>
<b>INVESTING ACTIVITIES</b>		
<b>Cash flows from investing activities</b>	<b>-34,468</b>	<b>-2,791</b>
<b>FINANCING ACTIVITIES</b>		
Proceeds from borrowings	10,000	-
Payments of borrowings	-97	-
Dividends Paid	-14	-60,395
Other Paid	-	5
<b>Cash flows (used in)/from financing activities</b>	<b>9,889</b>	<b>-60,390</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>	<b>41,476</b>	<b>-27,234</b>
Cash and cash equivalents at the beginning of the period	301,695	297,418
<b>Cash and cash equivalents at the end of the period</b>	<b>343,170</b>	<b>270,185</b>

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