



## OPAP S.A. Consolidated Financial Results for the Three Month period ended March 31<sup>st</sup>, 2012

**ATHENS, Greece – May 17, 2012 – OPAP S.A. (OPAr.AT),** the leading gaming operator in Greece, announces its consolidated financial results for the three month period ended March 31st, 2012, prepared in accordance with International Financial Reporting Standards (IFRS).

- Revenues down 5.0% to €1,065.2m (2011: €1,121.4m) due to the harsh local macroeconomic environment
- EBITDA 13.9% lower to €184.4m (2011: €214.2m)
- Distribution cost down by 7.6% at €28.5m (2011: €30.9m)
- Net Profit down 20.9% to €131.9m (2011: €166.9m)
- Earnings per share 20.9% lower to €0.41 (2011: €0.52)
- Cash position of €360.5m

Commenting on the Q1 2012 financial results, OPAP's Chairman & CEO, Mr. Ioannis Spanoudakis, noted that: **“Having run through the first quarter of 2012, once again OPAP delivered a resilient set of results compared to a negative macroeconomic environment (Q1 2012 Greek GDP down 6.2%) driven by the enduring demand in its core products together with on-going savings on the company's controllable costs.”**

**Although the economic conditions will remain very challenging and volatile throughout the year, OPAP will continue to pursue the execution of its growth strategy; Live betting introduction (Euro 2012), VLTs implementation, entry in the online market and the participation in the tender process for the Hellenic Lotteries exclusive license.”**

### 1. OVERVIEW

(€ 'm)	Q1 2012	Q1 2011	Δ%
<b>Revenues</b>	1,065.2	1,121.4	(5.0)
<b>GGR (Gross Gaming Revenue)</b>	349.3	379.8	(8.0)
<b>EBITDA</b>	184.4	214.2	(13.9)
<b>Payout (%)</b>	67.2%	66.1%	
<b>EBITDA margin (on revenues)</b>	17.3%	19.1%	
<b>EBITDA margin (on GGR)</b>	32.8%	33.9%	
<b>Net profit</b>	131.9	166.9	(20.9)
<b>Net profit margin</b>	12.4%	14.9%	

Although OPAP's revenues for the first quarter of 2012 decreased by 5.0% to €1,065.2m versus €1,121.4m in the corresponding period in 2011, they improved sequentially versus both the 7.9% decline in Q4 2011 and the 11.4% reduction in Q3 2011.

The Group's EBITDA reached €184.4m in Q1 2012 from €214.2m in Q1 2011 signifying a 13.9% decline due for the most part, to factors such as lower revenues and the increased Stihima payout, aided however, by the positive effect of lower distribution expenses.

The Group's Q1 2012 net profit amounted to €131.9m from €166.9m in the corresponding period in 2011 down by 20.9%, affected primarily by net interest expenses of €6.9m versus net interest income of €5.8m in Q1 2011.

## 2. FINANCIAL REVIEW

Revenue per game for Q1 2012 and 2011			
(€ '000)	Q1 2012	Q1 2011	Δ%
STIHIMA	397,111	430,080	(7.7)
PROPO	5,477	8,206	(33.3)
PROPO-GOAL	528	194	171.8
MONITOR GAMES	24,868	695	-
GO LUCKY	1,744	276	-
<b>TOTAL SPORTS BETTING</b>	<b>429,728</b>	<b>439,451</b>	<b>(2.2)</b>
% total revenues	<b>40.3</b>	<b>39.2</b>	
KINO	542,561	581,708	(6.7)
JOKER	59,355	64,146	(7.5)
LOTTO	15,567	16,371	(4.9)
Super 3	7,601	9,017	(15.7)
PROTO	7,720	8,152	(5.3)
Extra 5	2,698	2,603	3.7
<b>TOTAL NUMERICAL GAMES</b>	<b>635,502</b>	<b>681,997</b>	<b>(6.8)</b>
% total revenues	<b>59.7</b>	<b>60.8</b>	
<b>TOTAL REVENUES</b>	<b>1,065,230</b>	<b>1,121,448</b>	<b>(5.0)</b>

Total sports betting revenues decreased by 2.2% to €429.7m in Q1 2012 from €439.5m in Q1 2011 as a result of the 7.7% decrease in Stihima in the period which was partially offset by the Monitor & Go lucky games contribution.

Revenues from numerical games decreased by 6.8% to €635.5m in Q1 2012 from €682.0m in Q1 2011. KINO revenues in Q1 2012 stood at €542.6m down by a lower 6.7%, versus 8.2% in Q4 2011 and 14.4% in Q3 2011.

Cost of Sales for Q1 2012 and 2011			
(€ '000)	Q1 2012	Q1 2011	Δ%
Prize payouts to lottery and betting winners	715,918	741,612	(3.5)
Agents' commissions	89,588	94,382	(5.1)
Other cost of sales	<b>47,996</b>	<b>42,762</b>	12.2
<b>Total cost of sales</b>	<b>853,502</b>	<b>878,756</b>	<b>(2.9)</b>

Total cost of sales in Q1 2012 reached €853.5m from €878.8m in Q1 2011, decreasing by 2.9%.

Payout to lottery and sports betting winners in Q1 2012 reached €715.9m from €741.6m in Q1 2011, signifying a 3.5% decrease. This payout corresponds to 67.2% of total revenues versus 66.1% in Q1 2011. In particular, Stihima payout in Q1 2012 increased to 70.0% compared to 65.3% in Q1 2011, while KINO's payout decreased to 68.7% versus 70.2% in Q1 2011.

Distribution costs for Q1 2012 and 2011			
(€ '000)	Q1 2012	Q1 2011	Δ%
Advertisement	2,201	5,941	(63.0)
Donations-Grants	3,094	2,453	26.1
Sponsorship	21,766	20,725	5.0
<b>Subtotal</b>	<b>27,061</b>	<b>29,119</b>	<b>(7.1)</b>
Remaining distribution cost	1,459	1,756	(16.9)
<b>Total</b>	<b>28,520</b>	<b>30,875</b>	<b>(7.6)</b>

Total distribution costs in Q1 2012 decreased by 7.6% to €28.5m versus €30.9m in the corresponding period in 2011, due to management's on-going cost savings focus. Advertising costs declined by 63% to €2.2m, while donations and grants increased by 26.1% reflecting the company's enhanced social contribution.

Administrative costs for Q1 2012 and 2011			
(€ '000)	Q1 2012	Q1 2011	Δ%
<b>Total</b>	<b>7,559</b>	<b>7,853</b>	<b>(3.7)</b>

In Q1 2012, administrative expenses reached €7.6m, 3.7% lower compared to the corresponding period in Q1 2011.

Cash Flows for Q1 2012 and 2011			
(€ '000)	Q1 2012	Q1 2011	Δ%
<b>Cash Flow from Operating Activities</b>	<b>169,432</b>	<b>89,533</b>	<b>89.2</b>
<b>Cash Flow from Investing Activities</b>	<b>(593)</b>	<b>1,785</b>	<b>-</b>
<b>Cash Flow from Financing Activities</b>	<b>(4,266)</b>	<b>(482)</b>	

### Cash Flow from Operating Activities

Cash flow from operating activities in Q1 2012 increased by 89.2% amounting to €169.4m from €89.5m in the corresponding period in 2011. This was primarily due to the non occurrence of the cash outflow related to the one-off taxation in the current quarter, compared to a cash outflow of €91.9m in Q1 2011.

### Cash Flow from Investing Activities

Cash flow from investing activities in Q1 2012 amounted to an outflow of €0.6m mainly due to fixed asset additions of €2.6m.

### Cash Flow from Financing Activities

Cash flow from financing activities in Q1 2012 mainly reflects the instalment payments for the financial lease contract.



## News Release

### 3. MAIN DEVELOPMENTS

#### Annual General Meeting (AGM) - Dividend Distribution

On March 21<sup>st</sup> 2012, OPAP's Board of Directors resolved upon the proposal to the AGM the distribution of a €0.72 dividend for the fiscal year 2011. Subject to the AGM's (June 1<sup>st</sup> 2012) approval, the ex-dividend date will take place on Friday, June 8<sup>th</sup> 2012. Dividend payment to the entitled shareholders will then commence on Monday, June 18<sup>th</sup> 2012.

#### Conference Call Invitation

First Quarter 2012 Financial Results

Friday May 18<sup>th</sup>, 2011

04:00 p.m. (Athens) / 02:00 p.m. (London) / 09:00 a.m. (New York)

##### DIAL IN NUMBERS:

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Greek participants and other countries please dial

+30 211 180 2000

##### Note:

On Friday, May 18<sup>th</sup>, 2012, OPAP S.A.'s "Financial Status and Results" for the Q1 2012 along with the "Interim Financial Statements based on IFRS", will be published in the "Kerdos" and "Ethnos" daily newspapers. The above will also be available on the company's website: [www.opap.gr](http://www.opap.gr) as well as the Athens Exchange website: [www.ase.gr](http://www.ase.gr), following the Athens Exchange market close on 17.5.2012.



## ATTACHMENTS

1. Condensed Interim Statement of Financial Position as of March 31st, 2012 and December 31st, 2011
2. Condensed Statement of Comprehensive Income for the three-month period that ended on March 31st, 2012 and 2011
3. Condensed Cash Flow Statement for the three-month period that ended on March 31st, 2012 and 2011

## 1. Condensed Interim Statement of Financial Position

As of 31 March 2012 and 31 December 2011

(Amounts in thousand euro)

	GROUP		COMPANY	
	31.3.2012	31.12.2011	31.3.2012	31.12.2011
<b>ASSETS</b>				
<b>Current assets</b>				
Cash and cash equivalents	360,467	195,894	275,781	105,548
Inventories	786	475	-	-
Trade receivables	46,771	51,651	49,496	52,950
Other current assets	17,679	36,849	15,956	34,451
<b>Total current assets</b>	<b>425,703</b>	<b>284,869</b>	<b>341,233</b>	<b>192,949</b>
<b>Non - current assets</b>				
Intangible assets	1,095,301	1,101,654	1,095,295	1,101,647
Tangible assets (for own use)	87,507	89,597	76,027	79,753
Investments	1,142	1,159	2,431	2,467
Goodwill	8,435	8,435	-	-
Investments in subsidiaries	-	-	36,727	36,527
Investments in associates	2,908	2,919	1,200	1,200
Long – term trade receivables	1,122	1,122	1,102	1,102
Other non - current assets	11,664	11,409	64,719	64,728
Deferred tax assets	2,634	3,026	984	1,634
<b>Total non - current assets</b>	<b>1,210,713</b>	<b>1,219,321</b>	<b>1,278,485</b>	<b>1,289,058</b>
<b>TOTAL ASSETS</b>	<b>1,636,416</b>	<b>1,504,190</b>	<b>1,619,718</b>	<b>1,482,007</b>
<b>EQUITY &amp; LIABILITIES</b>				
<b>Short - term liabilities</b>				
Loans	33,557	33,443	33,557	33,443
Payables	78,487	86,887	82,613	83,103
Payables from financial leases	4,748	8,047	4,407	7,713
Tax liabilities	19,227	9,472	16,990	7,482
Accrued and other liabilities	52,156	51,691	46,220	46,346
<b>Total short - term liabilities</b>	<b>188,175</b>	<b>189,540</b>	<b>183,787</b>	<b>178,087</b>
<b>Long - term liabilities</b>				
Loans	251,224	250,629	251,224	250,629
Payables from financial leases	710	798	-	-
Employee benefit plans	18,712	20,711	18,170	20,208
Provisions	67,666	63,841	66,366	62,566
Other long-term liabilities	88,511	89,159	88,522	88,982
<b>Total long - term liabilities</b>	<b>426,823</b>	<b>425,138</b>	<b>424,282</b>	<b>422,385</b>
<b>Equity</b>				
Share capital	95,700	95,700	95,700	95,700
Reserves	44,001	44,001	43,060	43,060
Retained earnings	881,717	749,811	872,889	742,775
<b>Total equity</b>	<b>1,021,418</b>	<b>889,512</b>	<b>1,011,649</b>	<b>881,535</b>
Minority interest	-	-	-	-
<b>Total equity</b>	<b>1,021,418</b>	<b>889,512</b>	<b>1,011,649</b>	<b>881,535</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,636,416</b>	<b>1,504,190</b>	<b>1,619,718</b>	<b>1,482,007</b>

## 2. Condensed Statement of Comprehensive Income

For the three-month period that ended on 31 March 2012 and 2011

(Amounts in thousand euro except earnings per share)

	GROUP		COMPANY	
	31.3.2012	31.3.2011	31.3.2012	31.3.2011
Revenues	1,065,230	1,121,448	1,015,207	1,072,163
Payouts to lottery and betting winners	(715,918)	(741,612)	(683,199)	(709,613)
<b>Net revenues</b>	<b>349,312</b>	<b>379,836</b>	<b>332,008</b>	<b>362,550</b>
Cost of sales	(137,584)	(137,144)	(126,717)	(126,550)
<b>Gross profit</b>	<b>211,728</b>	<b>242,692</b>	<b>205,291</b>	<b>236,000</b>
Other operating income	423	296	5,207	4,933
Distribution costs	(28,520)	(30,875)	(27,936)	(30,235)
Administrative expenses	(7,559)	(7,853)	(7,985)	(7,973)
Other operating expenses	(2,770)	(190)	(2,758)	(189)
<b>Operating result</b>	<b>173,302</b>	<b>204,070</b>	<b>171,819</b>	<b>202,536</b>
Gain / (Loss) from sales of non-current assets	-	22	-	-
Gain / (Loss) from associates	(11)	(217)	-	-
Financial income	2,171	6,337	1,470	5,429
Financial expenses	(9,063)	(532)	(9,012)	(482)
<b>Profit before tax</b>	<b>166,399</b>	<b>209,680</b>	<b>164,277</b>	<b>207,483</b>
Income tax	(34,101)	(42,554)	(33,513)	(42,116)
Deferred tax	(392)	(275)	(650)	(383)
<b>Profit after tax</b>	<b>131,906</b>	<b>166,851</b>	<b>130,114</b>	<b>164,984</b>
Parent company shareholders	131,906	166,851	130,114	164,984
<b>Total income after tax</b>	<b>131,906</b>	<b>166,851</b>	<b>130,114</b>	<b>164,984</b>
Parent company shareholders	131,906	166,851	130,114	164,984
<b>Basic earnings per share</b>	<b>0.4135</b>	<b>0.5230</b>	<b>0.4079</b>	<b>0.5172</b>

### 3. Condensed Cash Flow Statement

For the three-month period that ended on 31 March 2012 and 2011  
 (Amounts in thousand euro)

	GROUP		COMPANY	
	31.3.2012	31.3.2011	31.3.2012	31.3.2011
<b>OPERATING ACTIVITIES</b>				
Profit before tax	166,399	209,680	164,277	207,483
<b>Adjustments for:</b>				
Depreciation & amortization	11,077	10,098	10,755	9,873
Financial result	6,857	(5,832)	7,507	(4,974)
Employee benefit plans	409	467	377	436
Provisions for bad debts	600	500	600	500
Other provisions	2,600	(70)	2,600	(70)
Exchange differences	35	27	35	27
Other non cash items	-	(3)	-	-
Loss / (income) from associates	11	217	-	-
Results from investing activities	-	(22)	-	-
<b>Total</b>	<b>187,988</b>	<b>215,062</b>	<b>186,151</b>	<b>213,275</b>
<b>Changes in working capital</b>				
(Increase) decrease in inventories	(311)	(180)	-	-
(Increase) decrease in receivables	2,731	21,073	1,519	19,635
Increase (decrease) in payables (except borrowings)	(11,599)	(27,155)	(4,900)	(18,898)
Increase (decrease) in taxes payables	(3,168)	(119,249)	(2,904)	(118,742)
<b>Total</b>	<b>175,641</b>	<b>89,551</b>	<b>179,866</b>	<b>95,270</b>
Interest expenses	(6,209)	(18)	(6,187)	(3)
Taxes paid	-	-	-	-
<b>Cash flows from operating activities</b>	<b>169,432</b>	<b>89,533</b>	<b>173,679</b>	<b>95,267</b>
<b>INVESTING ACTIVITIES</b>				
Proceeds from sales of tangible & intangible assets	-	59	-	-
Establishment of a subsidiary	-	-	(15)	-
Acquisition / proceed of financial assets	-	2,068	-	2,068
Purchase of intangible assets	(74)	(46)	(74)	(46)
Purchase of tangible assets	(2,543)	(6,111)	(567)	(5,529)
Interest received	2,024	5,815	1,372	4,907
<b>Cash flows used in investing activities</b>	<b>(593)</b>	<b>1,785</b>	<b>716</b>	<b>1,400</b>
<b>FINANCING ACTIVITIES</b>				
Payments of financial leases interests	(760)	(29)	(737)	-
Payments of financial lease capital	(3,387)	(75)	(3,306)	(8)
Dividends paid	(119)	(378)	(119)	(378)
<b>Cash flows used in financing activities</b>	<b>(4,266)</b>	<b>(482)</b>	<b>(4,162)</b>	<b>(386)</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>	<b>164,573</b>	<b>90,836</b>	<b>170,233</b>	<b>96,281</b>
Cash and cash equivalents at the beginning of the period	195,894	657,488	105,548	557,531
<b>Cash and cash equivalents in the end of the period</b>	<b>360,467</b>	<b>748,324</b>	<b>275,781</b>	<b>653,812</b>