Q1 2015 Financial Results

May 27, 2015

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Q1 performance demonstrates profitability growth well on track

- Revenues higher by 15.8% to €1,118.2m (Q1 2014: €965.5m) growing for a 7th sequential quarter on the back of Hellenic Lotteries contribution and core games resilience
- Gross Gaming Revenue (GGR) up 11.3% at €356.3m (Q1 2014: €320.1m) exhibiting once more a double digit growth rate
- EBITDA at €93.2m (Q1 2014: €76.3m), higher by 22.2% y-o-y, further improved vs. the revenue run rate, owing to the persisting & effective cost management across the Group's operations
- EBITDA margin, at 26.2% up by 2,4 p.p. y-o-y
- Distribution expenses at €25.2m, further reduced by 2.6% y-o-y despite the full consolidation of the Hellenic Lotteries related relevant cost lines
- Net Profit up 16.9% to €58.1m (Q1 2014: €49.7m)
- Strong cash position of €264.6m

(€ 'm)	Q1 2015	Q1 2014	% Δ
Revenues	1,118.2	965.5	15.8
GGR (Gross Gaming Revenue)	356.3	320.1	11.3
Payout (%)	68.1%	66.8%	
EBITDA	93.2	76.3	22.2
EBITDA margin (on GGR)	26.2%	23.8%	
Net profit	58.1	49.7	16.9
Net profit margin (on GGR)	16.3%	15.5%	
EPS	0.1820	0.1557	16.9

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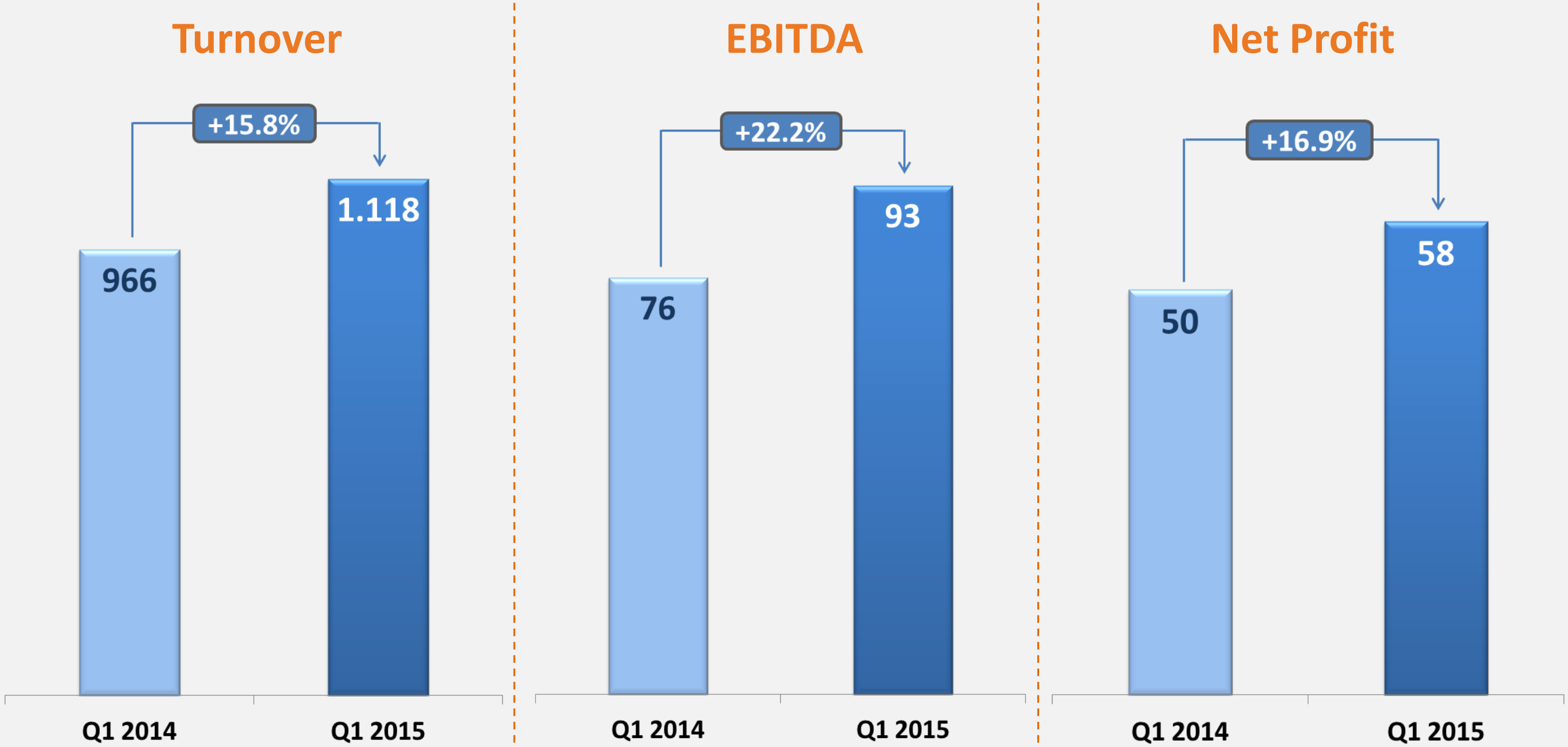
Key Financials Q1 2014-2015



>> Turnover

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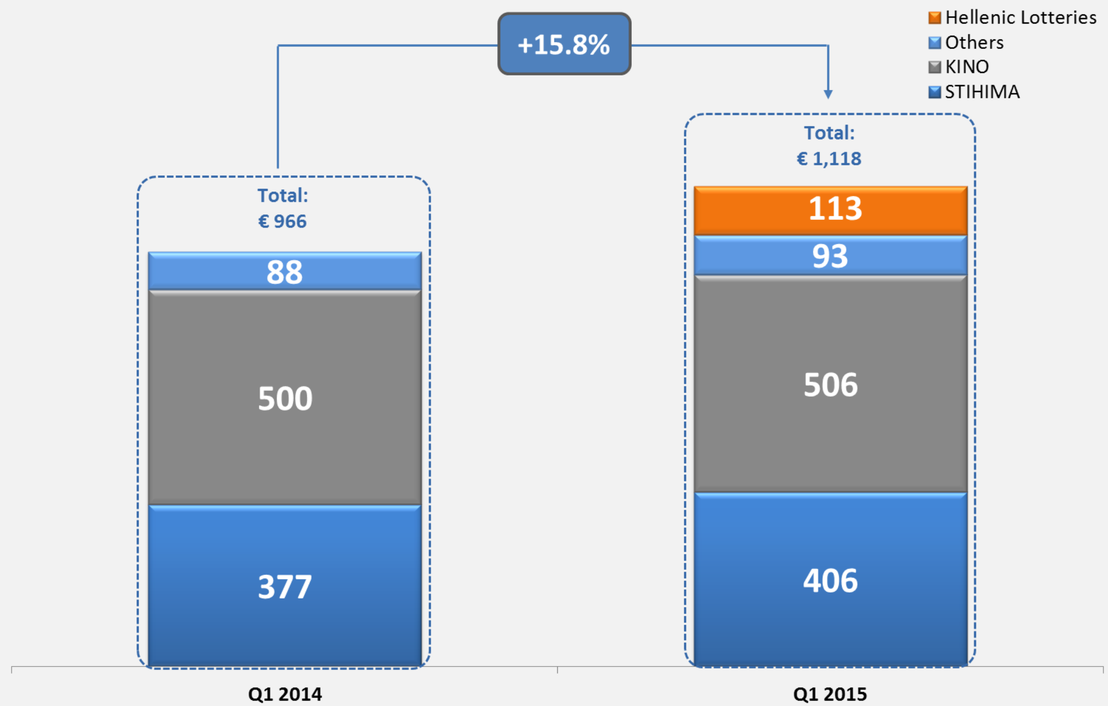
Q1 2015 Turnover

- OPAP's revenues[1] for Q1 2015 increased by 15.8% to €1,118.2m versus €965.5m in Q1 2014, aided by both Hellenic Lotteries that commenced operations in Q2 2014, as well as growth in all of the Group's legacy portfolio key games (KINO, Stihima and Joker).
- **Sports betting**

  Total sports betting revenues increased by 6.2% to €419.8m in Q1 2015 from €395.5m in Q1 2014. Stihima revenues increased by 7.8%, growing for a 7th consecutive quarter mainly on the back of live betting, which gained further ground during the course of the quarter.
- **Numerical games**

  Revenues from numerical games increased by 2.8% to €585.8m in Q1 2015 from €570.0m in Q1 2014. KINO's revenues reached €506.3m higher by 1.2% y-o-y, turning back positive for the first time after scratch tickets introduction.



(€ 'm)

[1] *OPAP's Q115 reported revenues exclude Payzone, whose contribution is recorded under the "other revenues" line*

>> Turnover – Hellenic Lotteries*

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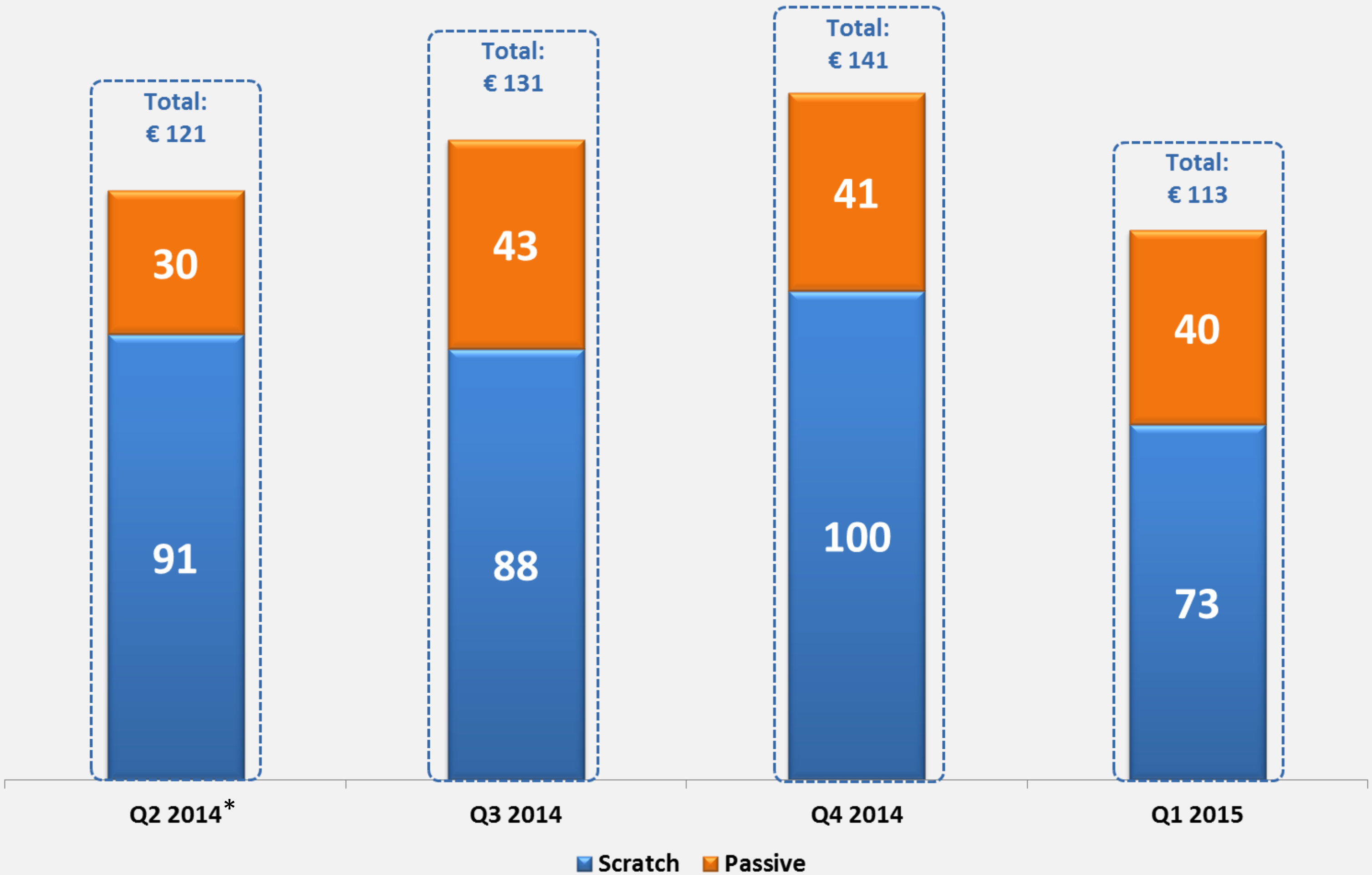
Q1 2015 Turnover

- Hellenic Lotteries revenues in Q1 2015 reached €112.6m, split between €72.8m for scratch and €39.8m for passives. Hellenic Lotteries revenues trend demonstrates the games' normalized performance to be expected for the remainder of the year as well.

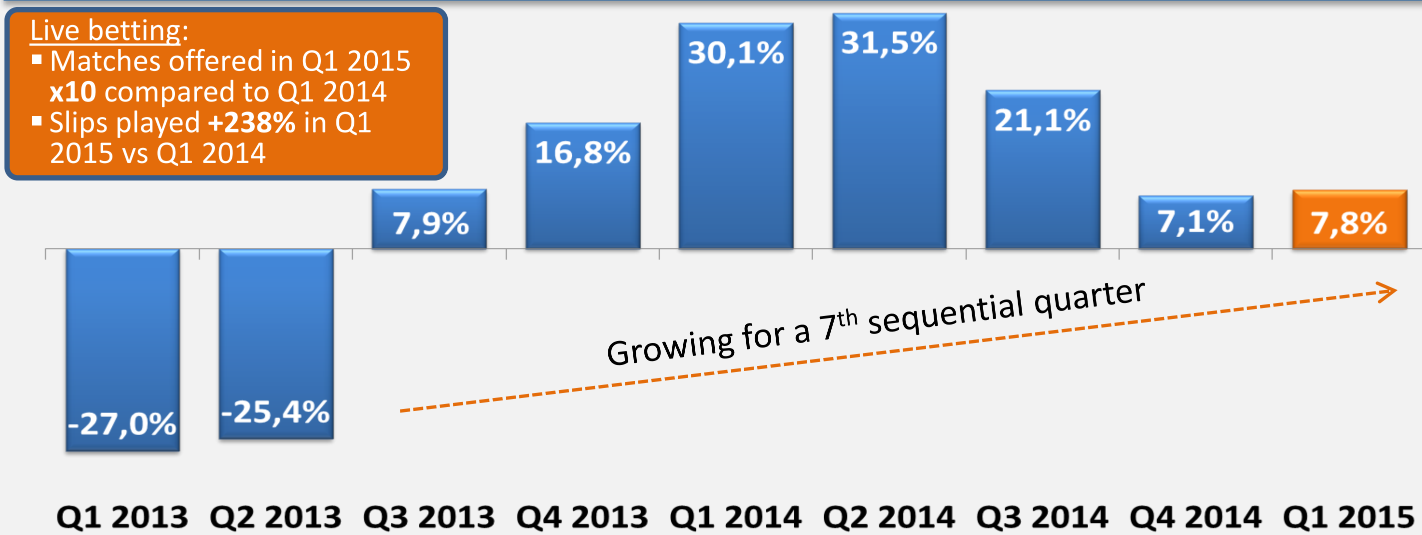


* Hellenic Lotteries S.A. started its operation in May 1st 2014.

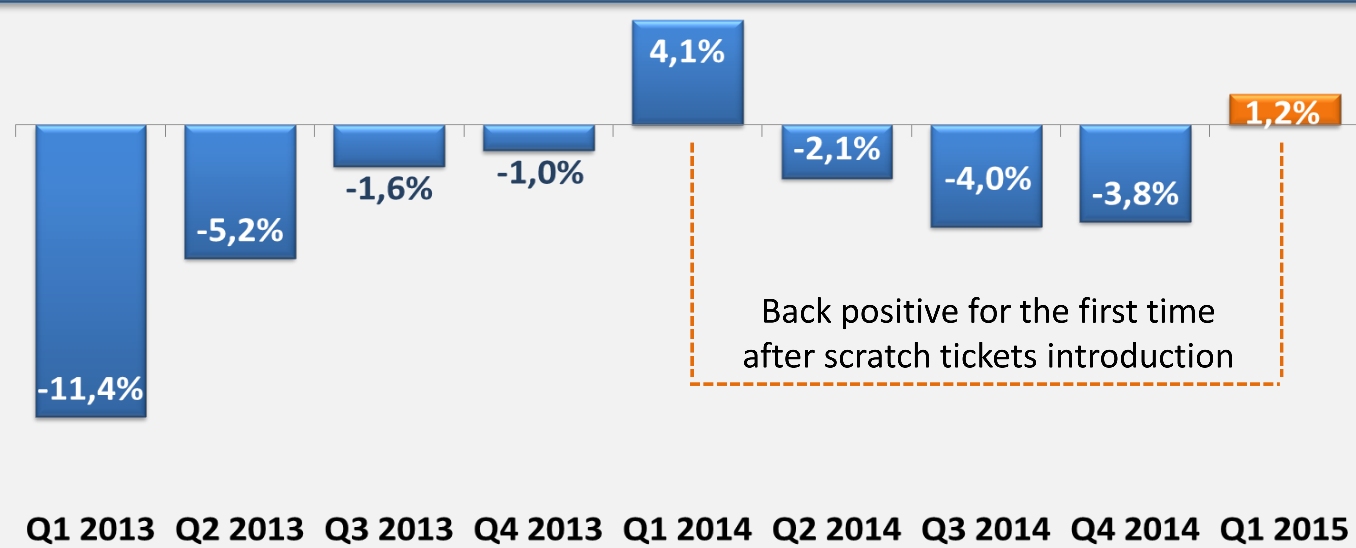
(€ 'm)

>> Core games performance

STIHIMA Turnover



KINO Turnover



>> GGR & Prize Payout

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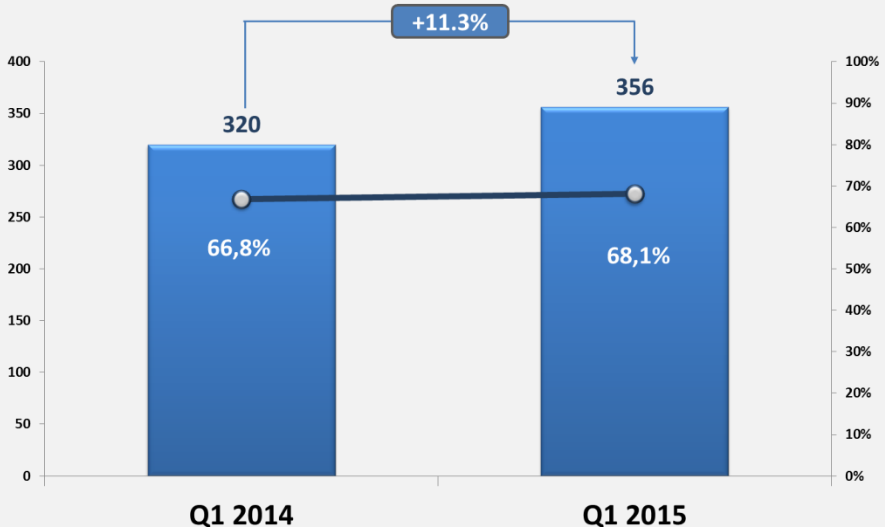
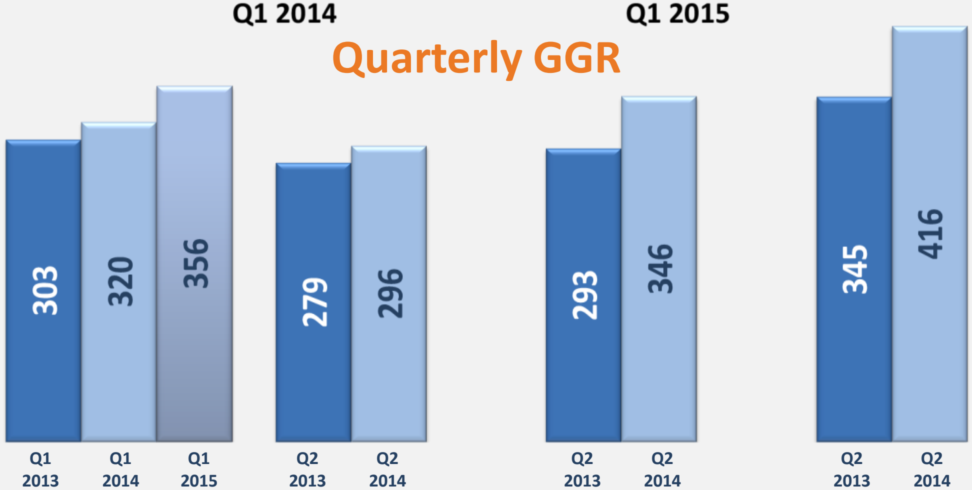
Q1 2015 Gross Gaming Revenue & Prize Payout

- Payout to lottery and sports betting winners in Q1 2015 reached €761.9m, at 68.1% vs. 66.8% in Q1 2014.
- **Stihima** payout reached 71.8% vs. 67.9% in Q1 2014. The uplift mostly stemmed from the increase of live betting weight in the mix, which in turn resulted in higher punters interest & revenues.
- **KINO** payout in Q1 2015 also increased slightly at 69.5% vs. 68.8% in Q1 2014.



Quarterly GGR



(€ 'm)

>> Payout

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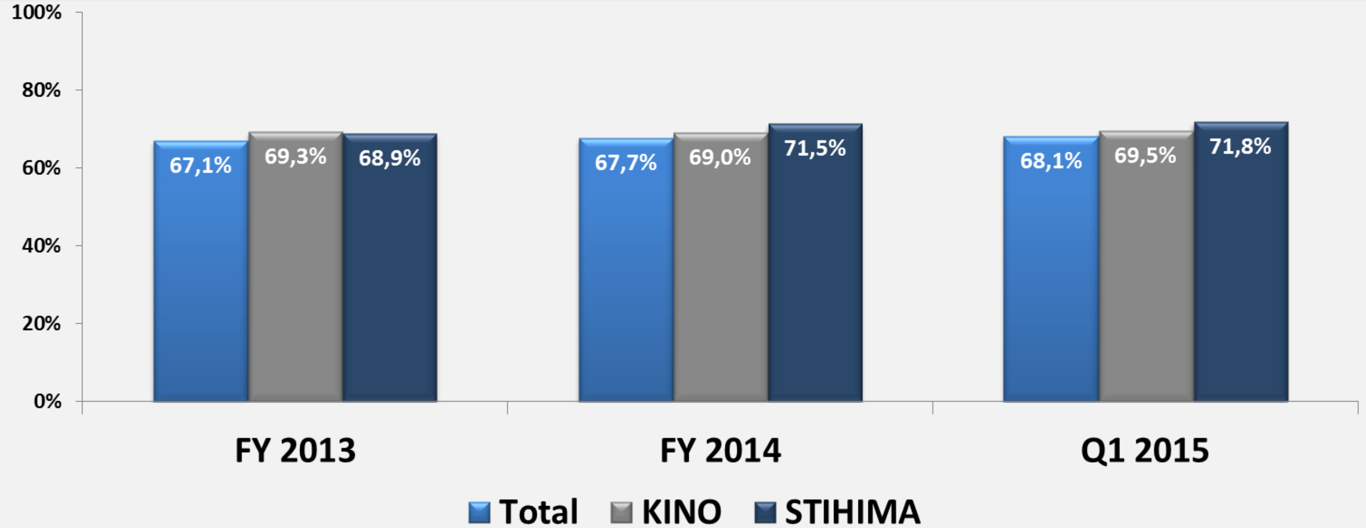
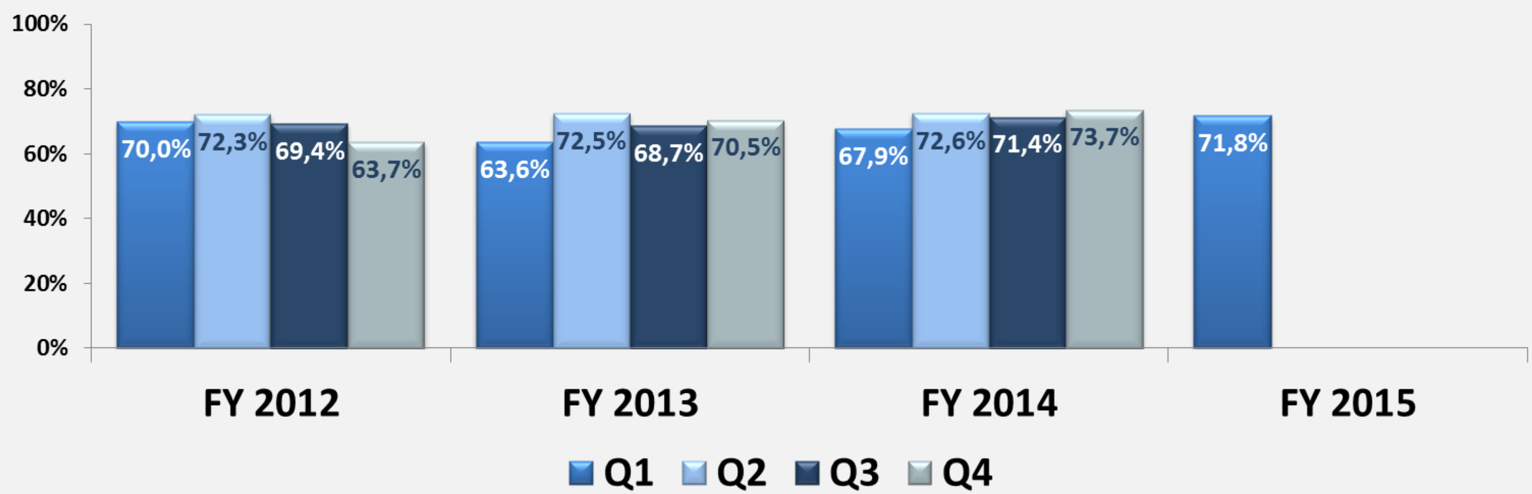
Payout ratio per game



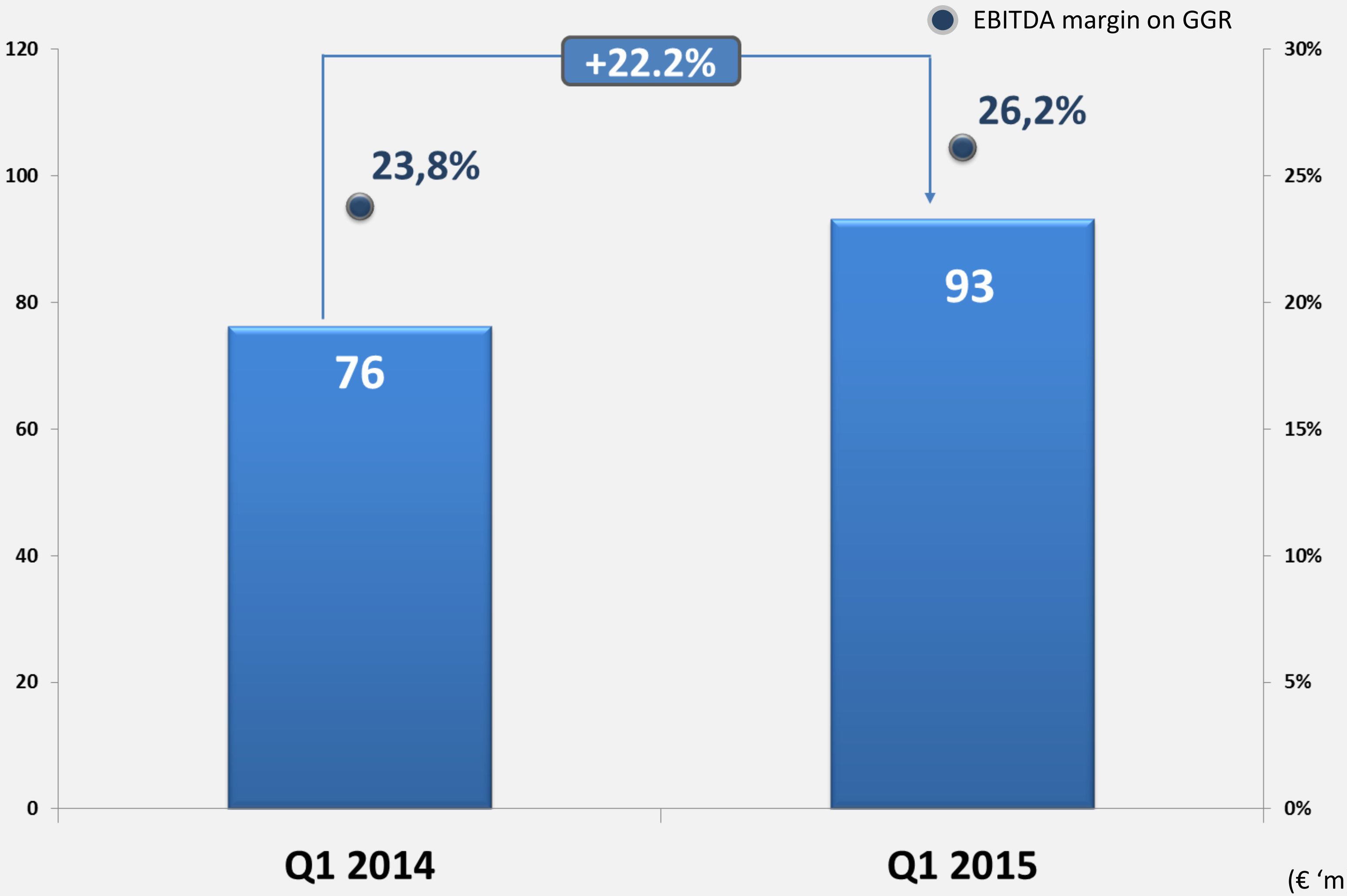
STIHIMA Payout ratio



>> EBITDA

Q1 2015 EBITDA & EBITDA margin (on GGR)

- The Group's EBITDA increased to €93.2m in Q1 2015 from €76.3m in Q1 2014 higher by 22.2% y-o-y. EBITDA growth was 6.4 p.p. higher compared to the revenue growth due in the most part to the effective monitoring of the Group's operating expenses.



>> EBITDA margin

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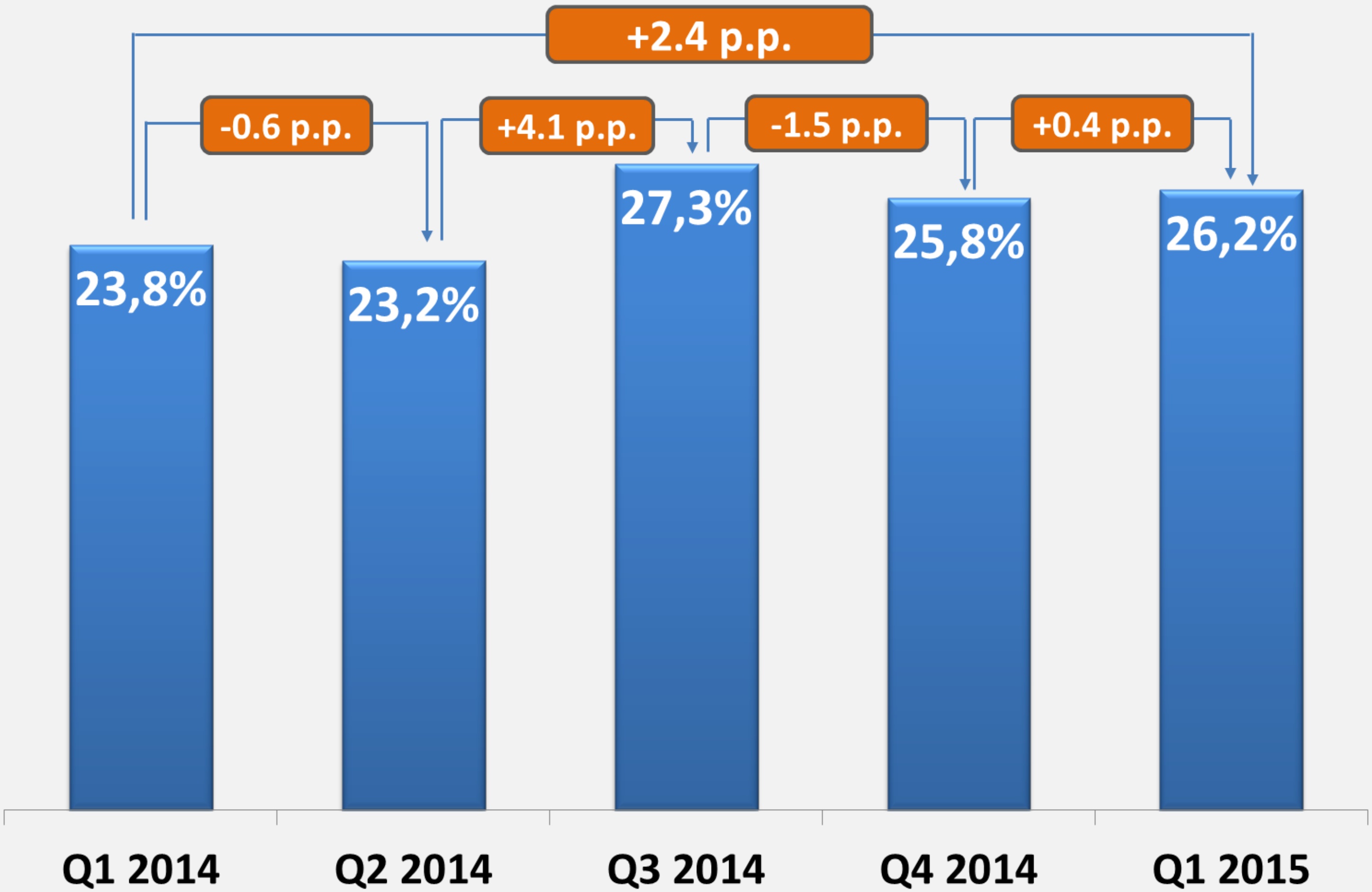
Quarterly consolidated EBITDA margin (on GGR)

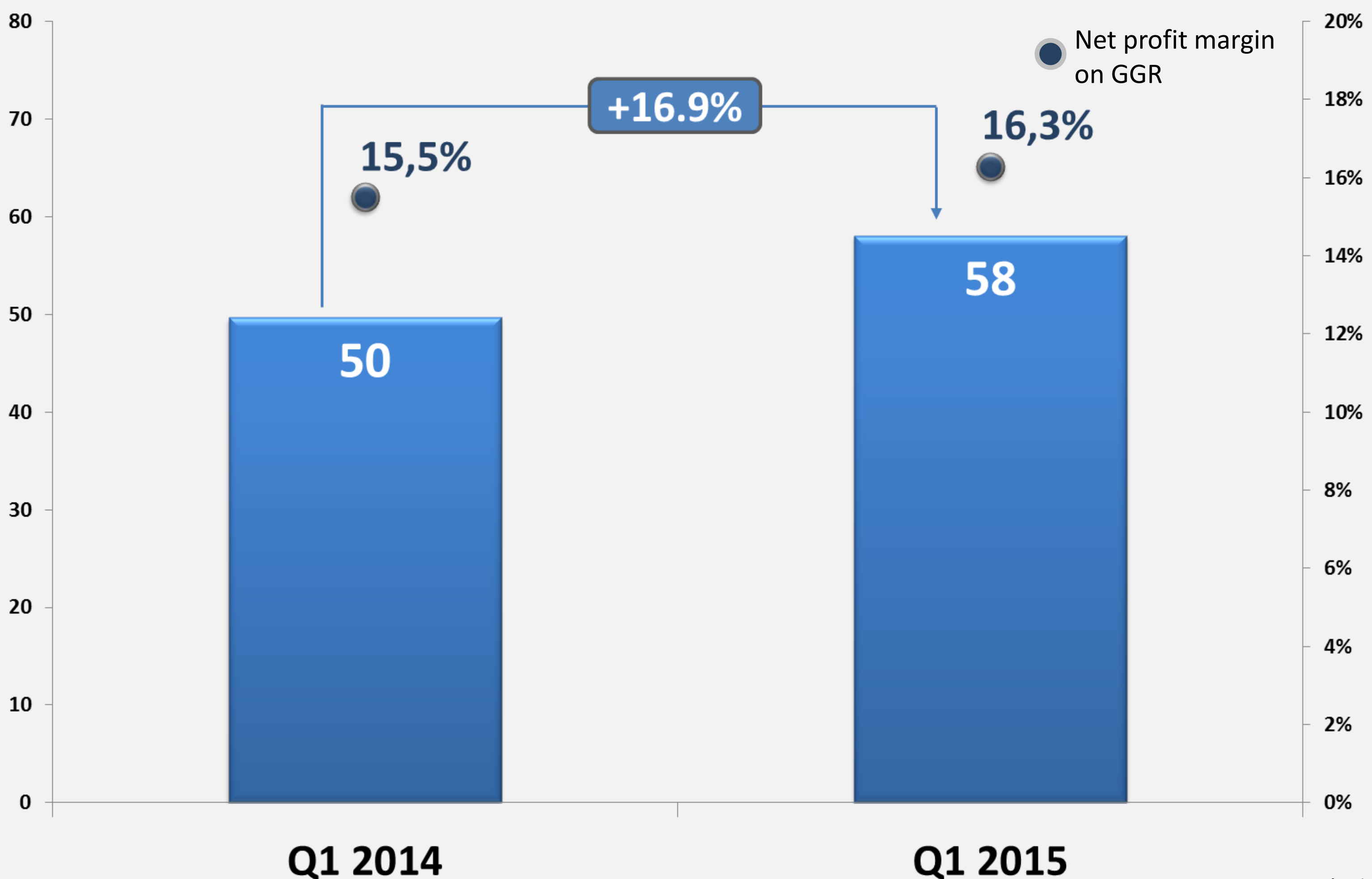
- The continuous focus on cost containment led to an improvement for EBITDA margin by 2,4 p.p. y-o-y standing in Q1 2015 at 26,2%.



>> Net Profit

Q1 2015 Net profit & Net profit margin (on GGR)

- Net profit in Q1 2015 increased at €58.1m from €49.7m in Q1 2014, up by 16.9% y-o-y.



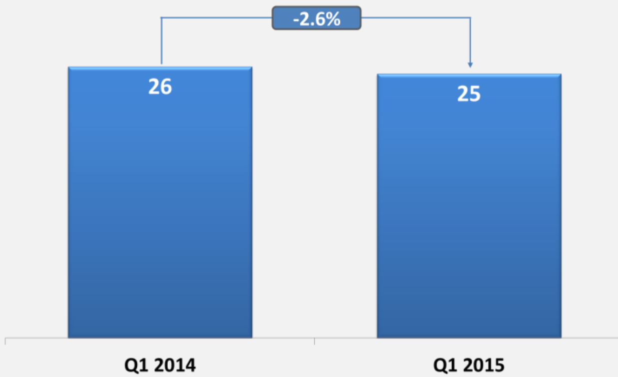
(€ 'm)

>> Total opex

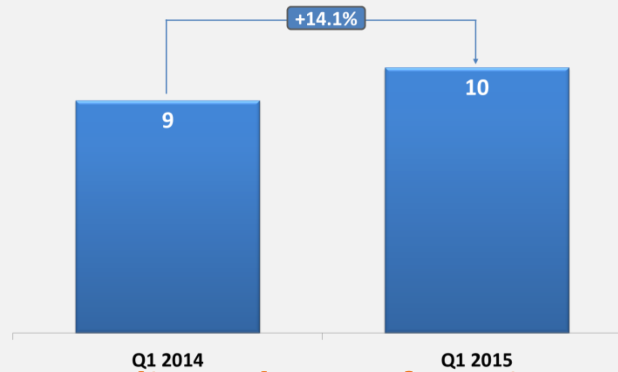
Q1 2015 Operating Expenses - Cost Optimization

- Total **distribution costs** in Q1 2015 reached €25.2m versus €25.8m in 2014 down by 2.6%. As expected, scratch tickets introduction along with the existing games communication campaign re-launch led to an increase in the advertising cost item line.
- In Q1 2015, **administrative expenses** stood at €10.1m compared to €8.9m in the respective period last year, due mostly to the full consolidation of Hellenic Lotteries & Payzone.
- Total **cost of services** in Q1 2015 reached €164.2m from €128.2m in Q1 2014, up by 28.0% y-o-y mostly due to Payzone's full consolidation. After excluding both Payzone and revenue based cost, adjusted cost of services reached €39.6m, down by 14.9% y-o-y despite the reported 15.8% revenue growth.

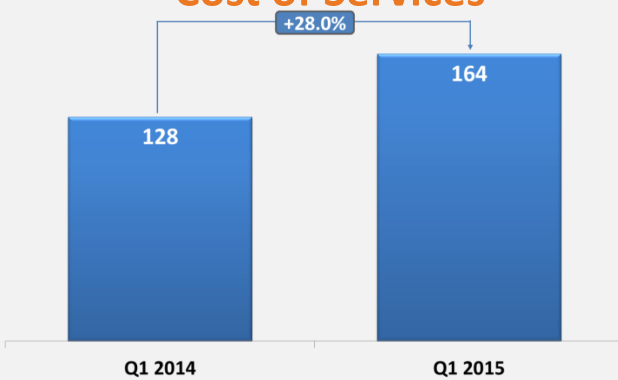
Distribution Cost



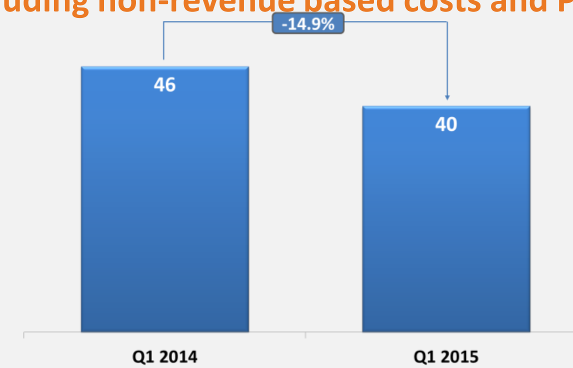
Administrative Cost



Cost of Services



Adjusted cost of services
(excluding non-revenue based costs and Payzone)



(€ 'm)

>> Cash Flow

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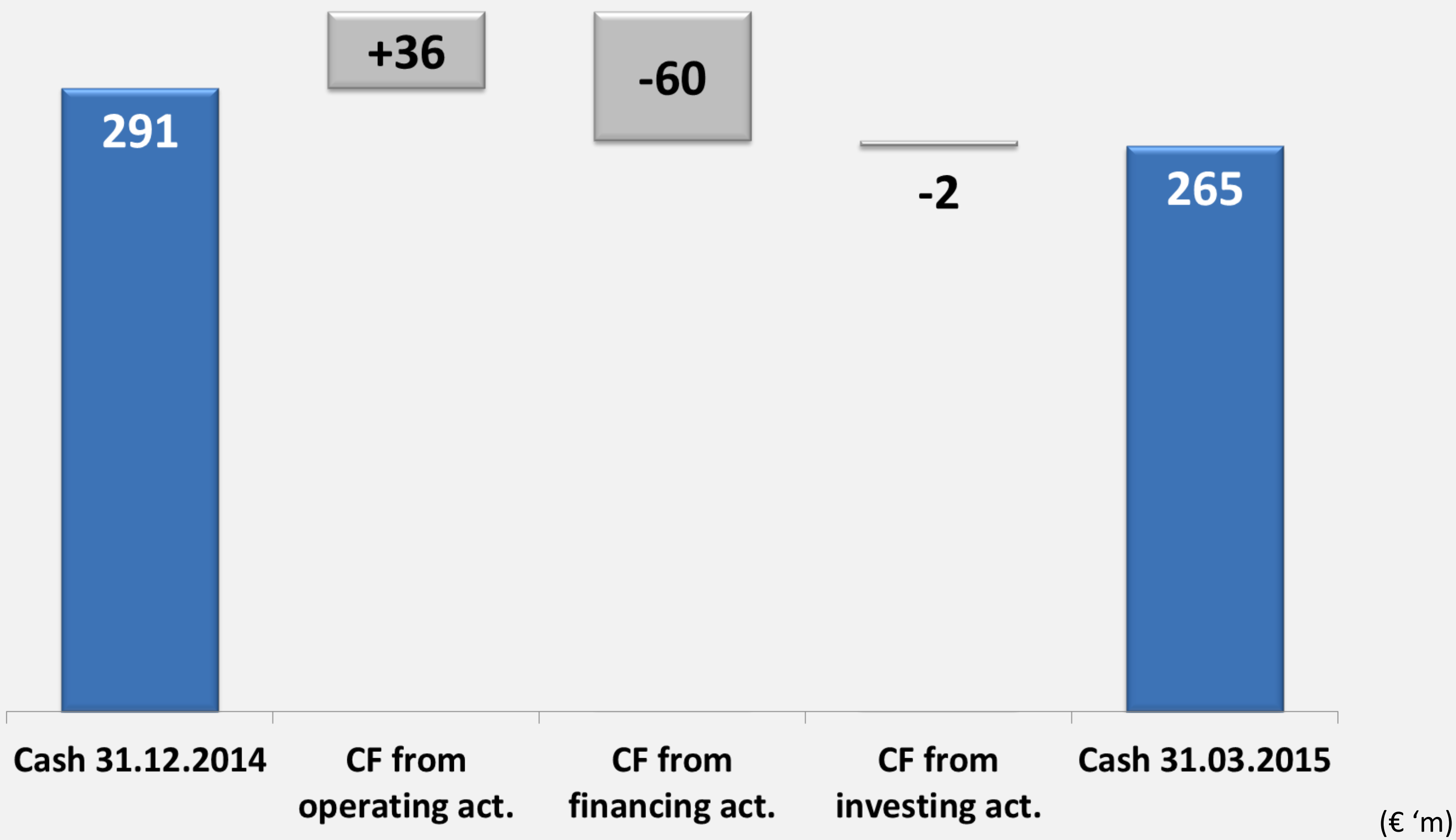
Q1 2015 Cash Flow

- Cash flow from **operating activities** in Q1 2015 decreased by 52.1% amounting to €35.9m from €75.1m in Q1 2014, due mostly to higher tax payments and the calendar effect related to agents' settlement.
- Cash flow from **investing activities** in Q1 2015 amounted to an outflow of €2.5m reflecting limited maintenance CAPEX needs.
- Cash flow from **financing activities** in Q1 2015 amounted to an outflow of €60.4m on the back of the interim dividend payment in January.



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>> 2015 Bloomberg Consensus

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(€ 'm)	2014a	2015(E)	Min. 2015	Max. 2015
GGR*	1,378	1,512	1,417	1,617
Gross Profit	424	464		
Margin %	10.0	8.6		
EBITDA	347	379	347	403
Margin %	8.1	7.0		
Net Income	195	213	195	232
Margin %	4.6	3.9		
EPS	0.61	0.67	0.60	0.73
Growth %, YoY		9.8		
DPS	0.70	0.63	0.38	0.83

* 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

- Strong financial position
- National leader of world class caliber
- 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.:** 2,731m (26/05/15)
- **Outstanding Shares:** 319,000,000
- **Free Float:** 67%

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Condensed Consolidated Statement of Financial Position as of 31 March 2015 & 31 December 2014

('000 €)	Consolidated Statement of Financial Position	
	31.03.2015	31.12.2014
ASSETS		
Current assets		
Cash and cash equivalents	264,578	291,499
Receivables	50,475	92,250
Other current assets	24,910	25,626
Total current assets	**339,963**	**409,375**
Non - current assets		
Intangible assets	1,257,075	1,267,236
Investments in associates	10,371	9,732
Other non - current assets	66,083	64,496
Total non - current assets	**1,333,529**	**1,341,463**
TOTAL ASSETS	**1,673,492**	**1,750,838**
EQUITY & LIABILITIES		
Liabilities		
Short-term Loans	1	1
Short-term payables (trade & other)	108,241	170,353
Other Short-term payables	213,080	286,553
Provisions	51,444	51,316
Other long-term liabilities	7,210	7,756
Total liabilities	**379,975**	**515,978**
Total equity	**1,239,517**	**1,234,859**
TOTAL EQUITY & LIABILITIES	**1,673,492**	**1,750,838**

Condensed Consolidated Statement of Comprehensive Income Q1 2015 & Q1 2014

('000 €)	Consolidated Statement of Comprehensive Income			
	Q1 2015	Q1 2014	Δ	Δ%
Revenues	1,118,197	965,509	152,688	15.8%
Payout	-761,936	-645,427	116,509	18.1%
GGR	**356,261**	**320,082**	**36,179**	**11.3%**
Contribution on the net revenues	-101,704	-90,856	10,848	11.9%
Other revenues	24,721	0	24,721	-
CoS	-164,164	-128,215	35,949	28.0%
Gross profit	**115,114**	**101,011**	**14,103**	**14.0%**
S&D	-25,148	-25,829	-0,681	-2.6%
G&A	-10,116	-8,865	1,251	14.1%
Other OPEX (net)	-1,369	363	-1,732	-
EBITDA	**93,194**	**76,276**	**16,918**	**22.2%**
EBIT	**78,480**	**66,679**	**11,801**	**17.7%**
EBT	**79,188**	**67,726**	**11,462**	**16.9%**
EAT and minorities	**58,052**	**49,676**	**8,376**	**16.9%**

Condensed Consolidated Cash Flow statement as of 31 March 2015 & 31 March 2014

('000 €)	Consolidated Cash flow statement	
	Q1 2015	Q1 2014
OPERATING ACTIVITIES		
Operating Activities before WCC	**93,384**	**76,345**
Changes in Working Capital		
Inventories	673	51
Receivables	40,730	19,948
Payables	-64,886	-11,027
Taxes payables	-16,416	-9,966
Interest expenses & Income taxes paid	-17,537	-289
Cash flows from operating activities	**35,947**	**75,061**
INVESTING ACTIVITIES		
Cash flows from investing activities	**-2,478**	**-2,166**
FINANCING ACTIVITIES		
Proceeds from borrowings	0	20,000
Payments of borrowings	0	-166,750
Dividends Paid	-60,395	-6
Other Paid	5	-103
Cash flows (used in)/from financing activities	**-60,390**	**-146,859**
Net increase / (decrease) in cash and cash equivalents	**-26,921**	**-73,964**
Cash and cash equivalents at the beginning of the period	291,499	242,036
Cash and cash equivalents at the end of the period	**264,578**	**168,072**

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