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Sport statistics – 2016

Number of racecourses	Number of races			Number of starting horses		
	Trotting	Gallop/flat	Total	Trotting	Gallop/flat	Total
1	-	293	293	-	343 horses / 2051 starts	343 horses / 2051 starts

Total Betting figures 2016 (in €)

	Pari Mutuel betting turnover		Gross Gaming Revenue (GGR)	
	2015	2016	2015	2016
Off line	€34,7m	€38,5m	n/a	€9,5m
Online	-	-	-	-
Total	€34,7m	€38,5m	n/a	€9,5m

International Racing and Betting in 2016

	Number of races	Turnover

Separate pools/Simulcast	2.547	18,0m
Common pools	5.152	20,5m

Bet types

Bet name	% of betting income
TRIFECTA	33.6%
EXACTA	22.6%
TRIO	10.0%
SUPERFECTA	8.2%
QUINELLA	8.2%
WIN	3.5%
DOUBLE	3.3%
JACKPOT	2.6%
PICK3	2.3%
SWINGER + SWINGER 2	2.1%
PICK4	1.5%
PLACE	1.0%
PLACEPOT	0.6%
QUADPOT	0.4%
QUINELLA DOUBLE	0.1%
PLACE7	0.1%

Taxes and Funding

	Amount in €	% of turnover
Return to winning punters/customers	29.1m	75.6%
Operating fees (Foreign providers fees + Agents' Commissions + OPEX)	16.9m	43.9%
Return to the horse racing industry (Prizes + FEE)	2.7m	7.0%
Return to others: Health sector, Other charity (Disabled Jockeys)	7.5th	
State taxes	0.1m	0.3%
<i>Tax on GGR</i>	<i>0.1m</i>	<i>0.3%</i>
<i>Tax on Winnings</i>	<i>0.7m</i>	<i>1.8%</i>
<i>Other Taxes</i>	<i>1.5m</i>	<i>3.9%</i>

Highlights in 2016

Products/Services/Broadcast:

Q1 2016

- Horse Races Launch on January 2016 along with common pools from UK and South Africa
- Info and Corporate Websites launch

Q2 2016

- New odds screen
- Makedonia TV airing of Greek races
- Greek Derby communication and media coverage

Q3 2017

- Initiatives (horse sales/credit facilitations) that resulted in the 50% increase of horse population in Markopoulo
- Enhancement of Races screen

Q4 2017

- Roll-out to over 1,000 OPAP stores
- Common pools offering-betting with 3 world class foreign providers (PMU, Phumelela, GBI)

Events:

- 29/6: Veteran Jockeys' Event at Markopoulo
- 20/7: Greek Derby
- 29/9: Auction from Horse Races S.A.
- 8/10: GBI event and press conference
- 19/11: NGO event at Markopoulo "Home of the Disabled"
- 26/1: PMU event and press conference
- 26/1: OPAP Internal Event
- 17/12: NGO event at Markopoulo "MDA Hellas"

Employment: 49 full-time, 55 part-time

Legal situation: Exclusive Right to organize and conduct mutual betting on horse races in Greece for a period of twenty years, starting on 8/1/2016