



**Persons responsible for the figures inside the Company:**

K. Alexopoulos (COO)

G. Skouras (Finance Director)

B. Kaklopoulos (Head of PMO)

**Sport statistics – 2017**

Number of racecourses	Number of races			Number of starting horses		
	Trotting	Gallop/flat	Total	Trotting	Gallop/flat	Total
1	-	333	333	-	2504/386 386horses / 2054 starts	343 horses / 2051 starts

**Total Betting figures 2017 (in €)**

	Pari Mutuel betting turnover		Gross Gaming Revenue (GGR)	
	2017	2016	2017	2016
Off line	€40,7m	€38,5m	€10,5m	€9,5m
Online	-	-	-	-
Total	€40,7m	€38,5m	€10,5m	€9,5m

**International Racing and Betting in 2017**

	Number of races	Turnover
Separate pools/Simulcast	333	11,4m

Common pools	9.386	29,5m
--------------	-------	-------

### Bet types

Bet name	% of betting income
TRIFECTA	27,1%
EXACTA	23,5%
SUPERFECTA	9,9%
TRIO	9,2%
QUINELLA	6,9%
WIN	5,4%
JACKPOT	4,0%
DOUBLE	3,3%
QUINDBL	2,7%
PICK3	2,1%
PICK4	1,9%
SWINGER	1,5%
PLACE	1,3%
PLACEPOT	0,5%
QUADPOT	0,3%
PLACE7	0,2%
BIPO	0,2%
SWINGER2	0,1%

### Taxes and Funding

	Amount in €	% of turnover
--	-------------	---------------

<b>Return to winning punters/customers</b>	30.1m	74.1%
Operating fees (Foreign providers fees + Agents' Commissions + OPEX)	16.9m	41.5%
<b>Return to the horse racing industry</b> (Prizes + GJC)	3.0m	7.4%
Return to others: Health sector, Other charity (Disabled Jockeys)	10.700	
<b>State taxes</b>	<b>0.1m</b>	<b>0.3%</b>
<i>Tax on GGR</i>	<i>0.1m</i>	<i>0.3%</i>
<i>Tax on Winnings</i>	<i>0.9m</i>	<i>2.2%</i>
<i>Other Taxes</i>	<i>2.8m</i>	<i>6.9%</i>

### Highlights in 2017

#### Products/Services/Broadcast:

##### **Q1 2017**

- Conduction of 5 Greek race-days per month instead of 4 from January to June
- Double Quinella bet type offering on Greek races

##### **Q2 2016**

- Greek Derby with communication and media coverage. Live broadcasting of Greek Derby through Pay TV

##### **Q3 2017**

- European & Mediterranean Horseracing Federation membership induction
- International Cataloguing Standards (Blue Book) induction into Part III

##### **Q4 2017 – Q1 2018**

- Common pools offering-betting with Cyprus
- Launch of morning races (Mauritius, Zimbabwe)
- Live broadcasting of Winter Derby through Pay TV

#### Events:

- 11/2: 1<sup>st</sup> year of operations celebration and horse-racing awards 2016
- 12/3: Horse Races S.A. – Phumelela Partnership Event
- 18/03: CFA Event (hosted in Markopoulo)
- 12/04: SOS Children's Villages (NGO) event
- 5/7: 71<sup>st</sup> Greek Derby (6000 people)
- 12/7: Sports Marketing Awards by Boussias Communications
- 20/9: Volley League presentation (hosted in Markopoulo by OPAP)
- 22/7: Event Awards 2017 (hosted event)
- 15/10: Legion Run 2017 (hosted event)
- 25/10: EMEIS (NGO) event
- 1/11: Philanthropic fashion show Madame Shou-Shou

- 24/11: Andravida horse-exhibition event (hosted event)
- 15/12: Winter Challenge 2017

**Employment:** 51 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