



OPAP S.A.

Corporate Presentation

June 2007



Agenda

- ↪ Company Overview
- ↪ Recent Developments
- ↪ Financials
- ↪ Stock Info
- ↪ Investment Perspectives





Company Overview



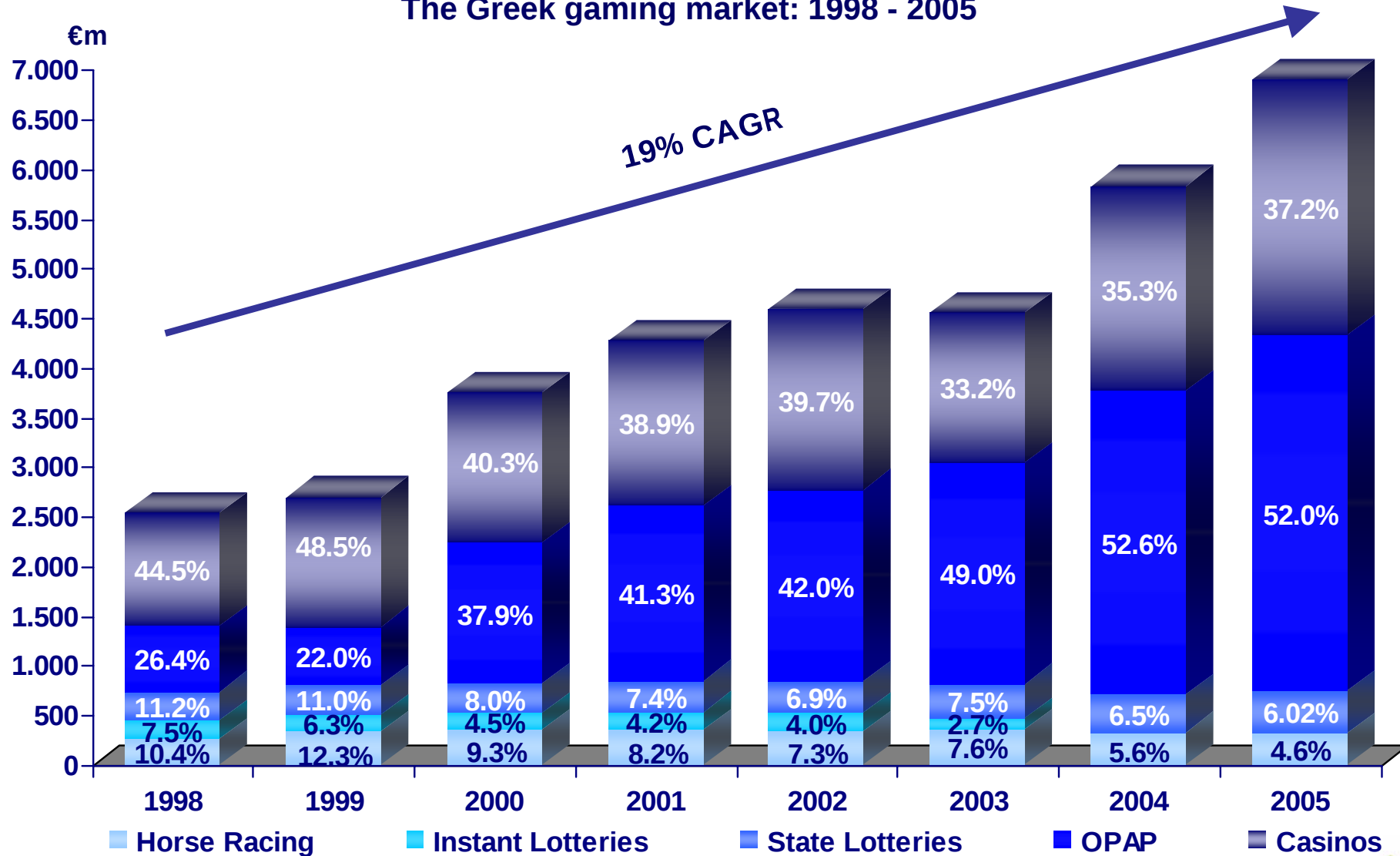
Company Snapshot

- **The leading Greek gaming company**
- **Fixed-odds presence in Cyprus**
- **Market cap on Athens Exchange c. €9.0 bn (June 2007)**
- **20-year exclusive Concession**
- **52% of the total Greek gaming market**
- **Largest on-line retail network in Greece**
- **2006 revenues of €4,633m and adjusted EBITDA of €738m**
- **High dividend pay-out policy**
- **Current free-float: 66%**
- **Hellenic Republic ownership: 34%**



Industry Background

The Greek gaming market: 1998 - 2005



Source: 1998-2003 OPAP; 2004-2005 Greek National Statistics Services



Company Evolution

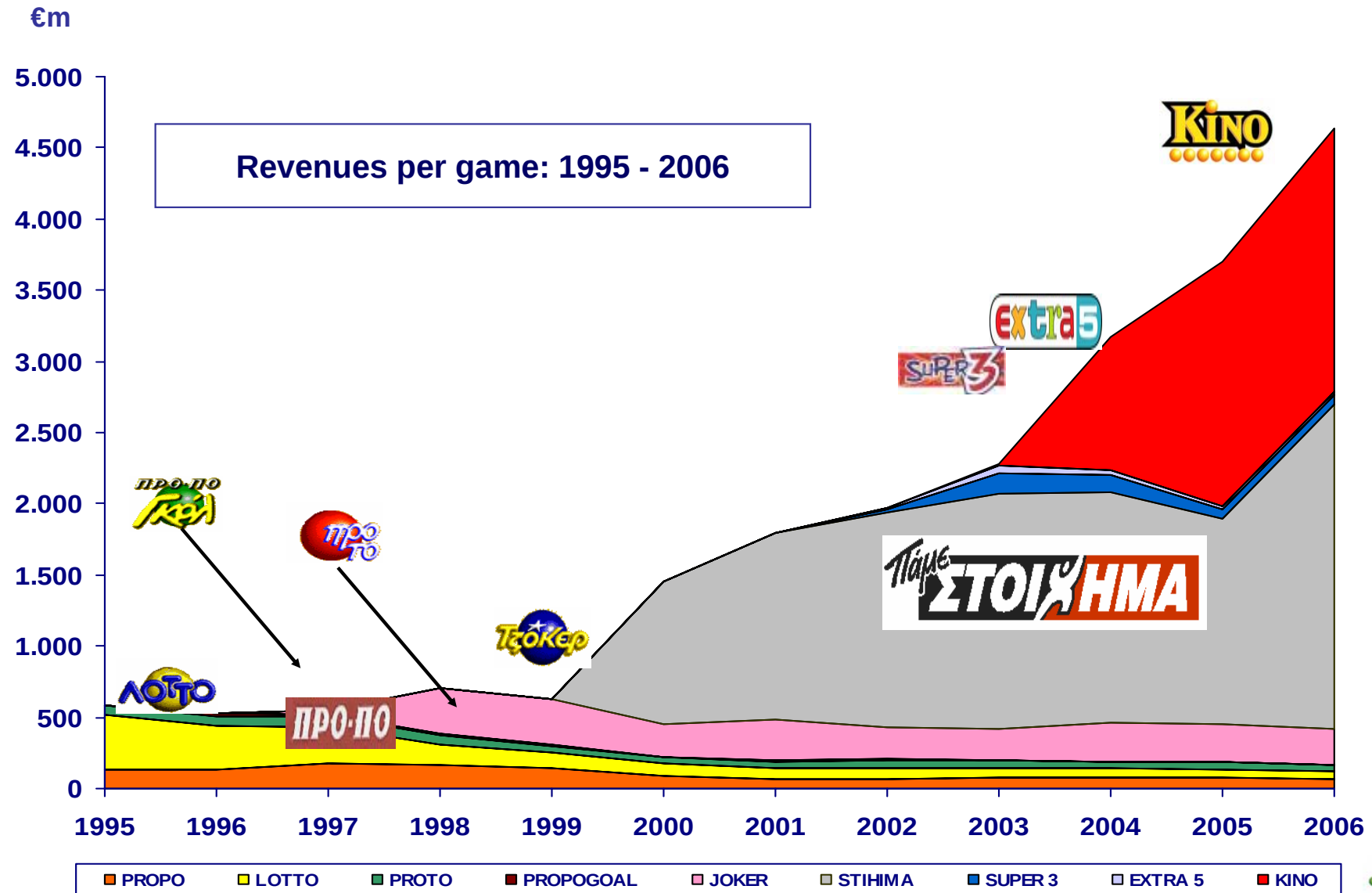
Introduction of Games

roduction of Games		1958	• OPAP established • Subsidies sports and cultural events
1959		1999	• Converted into a Société Anonyme
1990		2000	• OPAP acquires 20 year exclusive license for € 323m
1992		2001	• OPAP listed on the Athens Stock Exchange
1996		2003	• New agreement with Cyprus Republic • Acquisition of fixed odds betting company in Cyprus
1997		2004	• Establishment of subsidiary “OPAP Services SA”
2000		2005-2006	
2002		• Additional forms of betting in “STIHIMA” – Introduction of non sport events and Greek sport events	
2002		2007	• In house operation and management of “STIHIMA”
2003			





Evolution of Games 1995-2006



Overview of Existing Games



Game	Stihima	Joker	Lotto	Propo	Proto	Super 3	Extra 5	Propo-Goal	Kino
Type of Game	Sports	Numerical	Numerical	Sports	Numerical	Numerical	Numerical	Sports	Numerical
Fixed / Mutual	Fixed-odds	Mutual	Mutual	Mutual	Mutual	Fixed-odds	Fixed-odds	Mutual	Fixed-odds
2006 Revenues ⁽¹⁾	€2,283m	€248.8m	€54.2m	€64.7m	€48.7m	€ 65.7m	€16.4m	€1.5m	€ 1,850.4m
2006 Gross Profit	€282.6m	€89.8m	€24.9m	€23.5m	€16.0m	€18.5m	€5.4m	€0.5m	€397.3m
OPAP Gross Margin ⁽²⁾	23% ⁽³⁾	38.0%	48.4%	36.0%	35.2%	32.0%	32.0%	37.8%	21.0%
Year of Introduction	2000	1997	1990	1959	1992	2002	2002	1996	2003
Agent Commission	8%	12%	12%	12%	12%	8%	12%	12%	8% ⁽⁴⁾
Frequency of play	Daily	Twice weekly	Twice weekly	Three times weekly	Twice weekly	Three draws daily	One draw daily	Once a week	108 draws daily / 132 draws weekend

(1) Group revenues

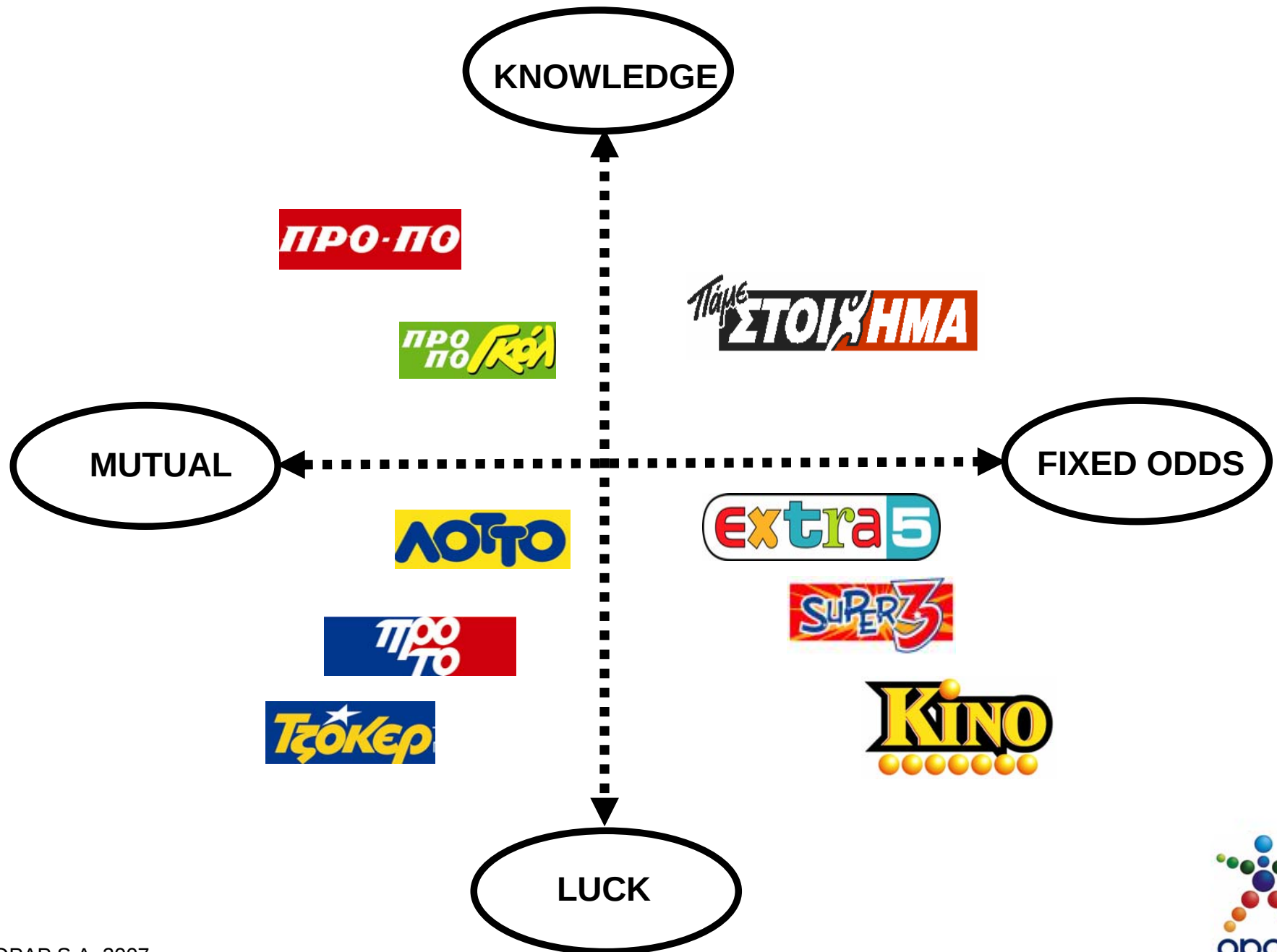
(2) Sales minus pay out ratio and agents' commission

(3) Depending on the pay out ratio. 2007 target is 68%-69%

(4) 1% is reserved for the renovation of agencies



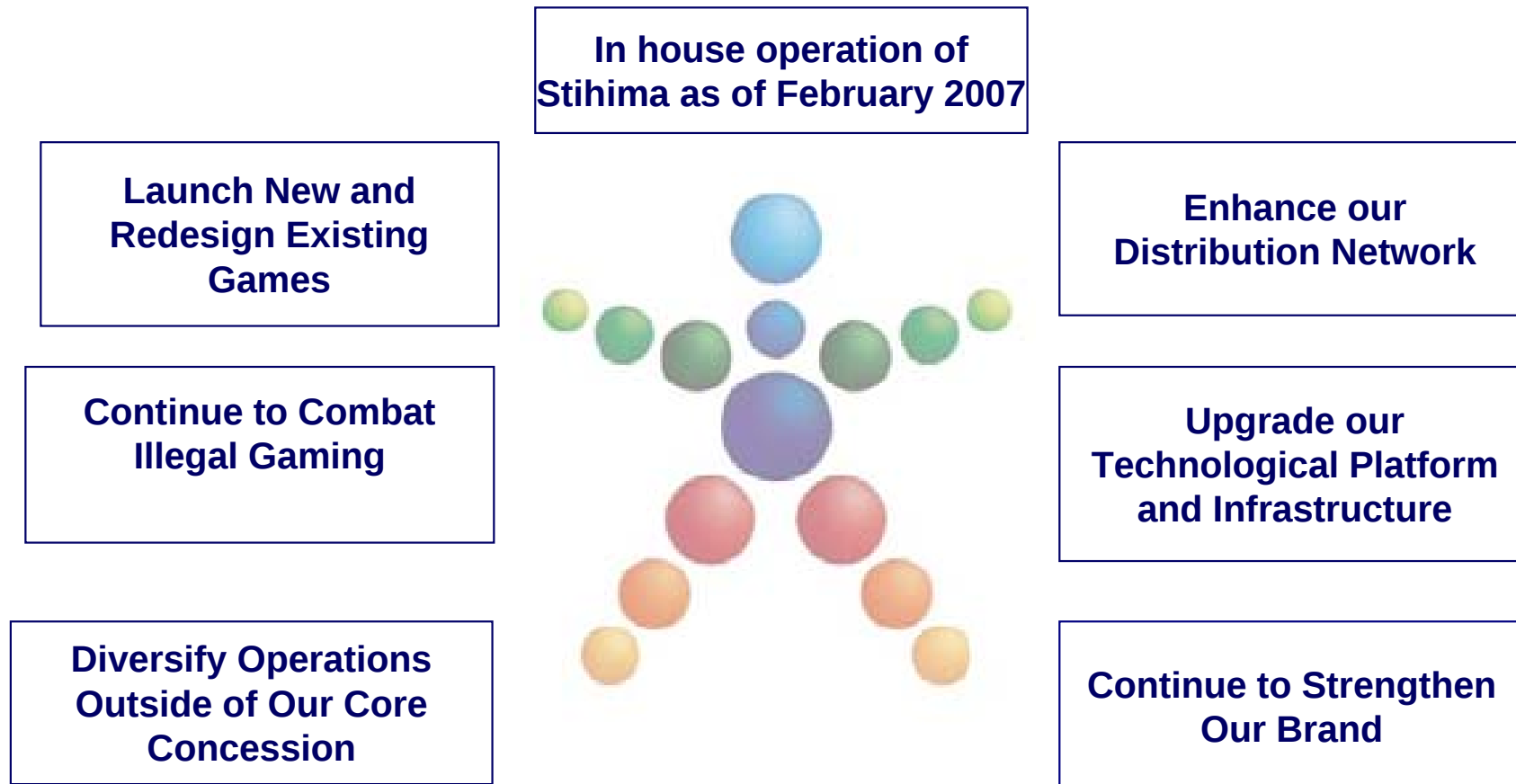
Games Characteristics



Largest On-Line Retail Network in Greece



OPAP's Strategy



**Drive Value Through Sustainable Earnings Growth and Dividend Distributions
Within Framework of Social Acceptance**





Recent Developments



Recent Developments

- ↪ **30/01/2007: In house undertaking of the risk management and operation of the STIHIMA game.**
- ↪ **March and May 2007: the European Court of Justice and the European Free Trade Association Court reached significant decisions (Placanica, Unibet, Kingdom of Norway). The President of the European State Lotteries and Toto Association Dr. Winfried Wortmann commented on the outcome of the above judgments, stating that they are all in favor of the maintenance of the existing state monopolies in the gaming sector.**
- ↪ **The Annual Ordinary General Meeting of shareholders approved on June 6, 2007 the distribution of a total dividend for the fiscal year 2006 of €1.58 per share. Following the deduction of the interim dividend of €0.55 per share, the remained dividend of €1.03 per share will be paid out on June 19, 2007.**



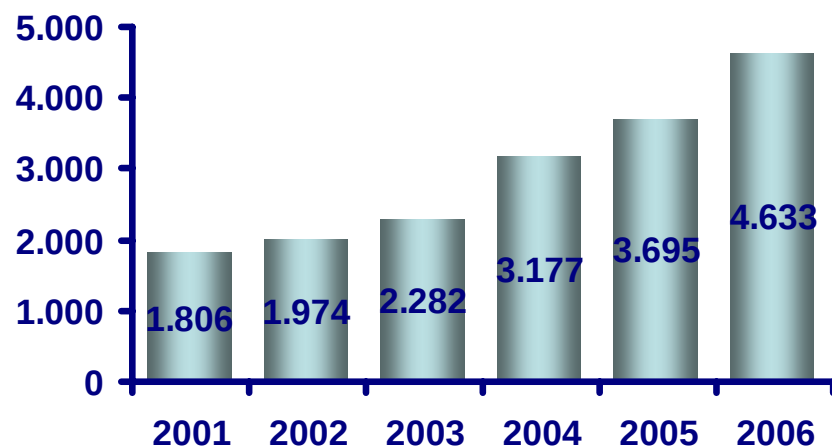


Financials

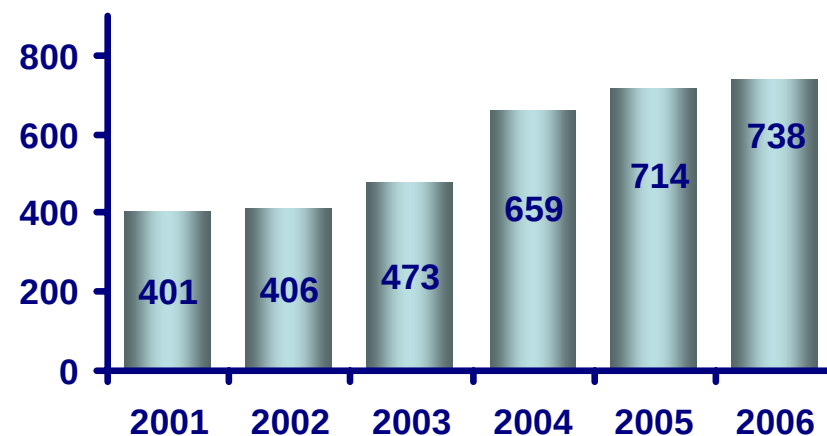


Track Record of Growth

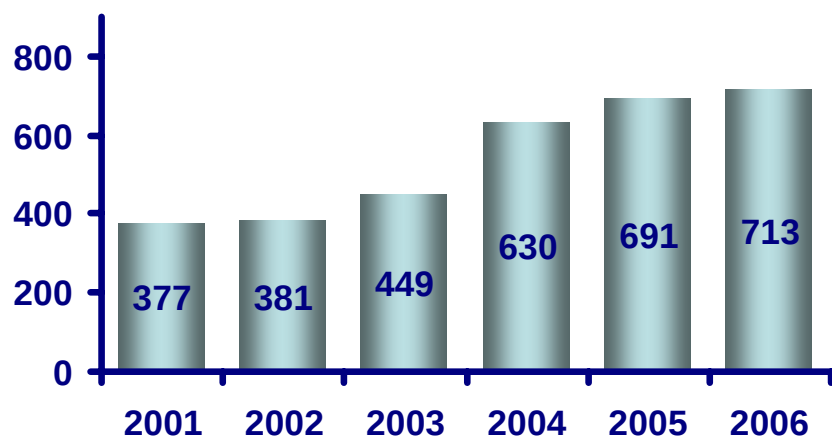
Revenue (€m) 2001 - 06



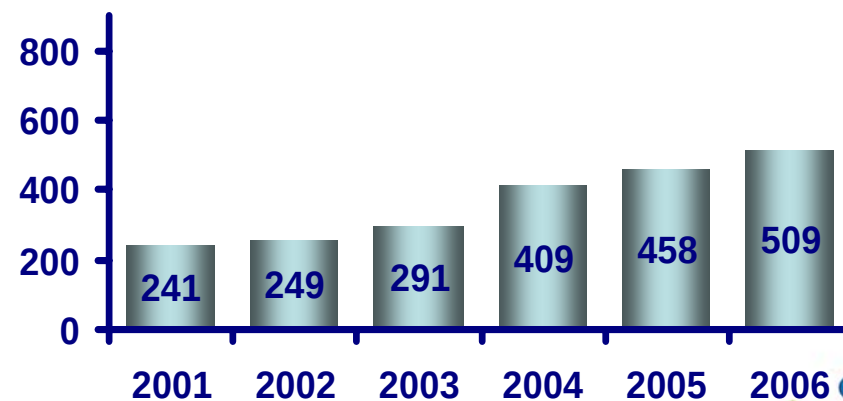
Adjusted EBITDA (€m) 2001 - 06



Adjusted EBIT (€m) 2001 - 06



Adjusted Net Profit (€m) 2001 - 06

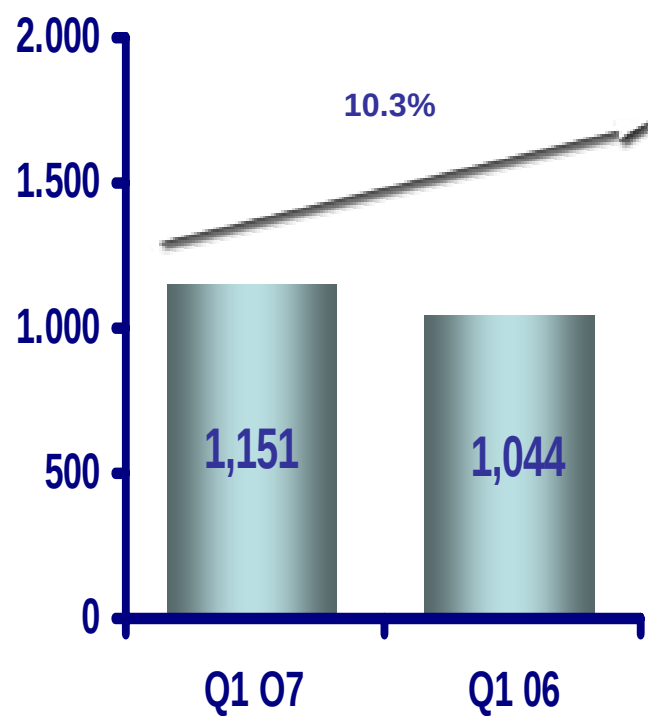


Note: Financial figures for 2004 do not include the provision for Intralot arbitration and also financing liabilities of the insurance deficit.

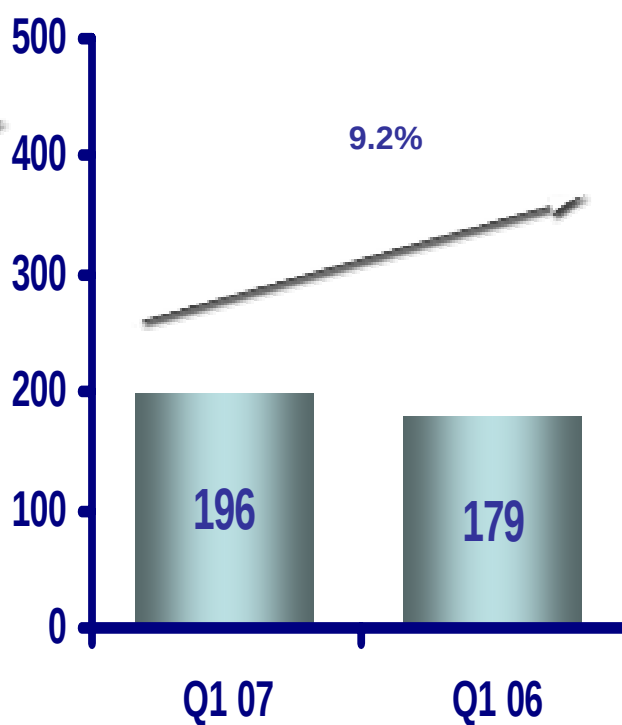


Q1 2007-2006 Results

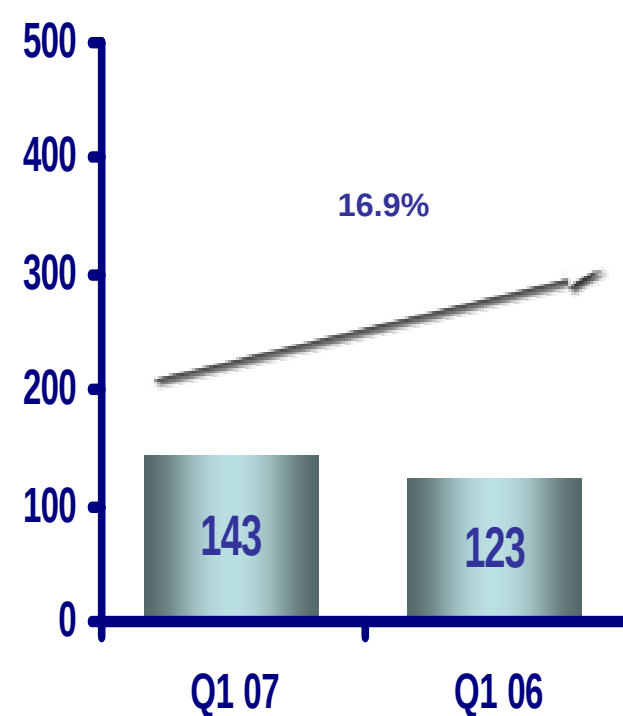
Q1 2007-06
Operating Revenues (m €)



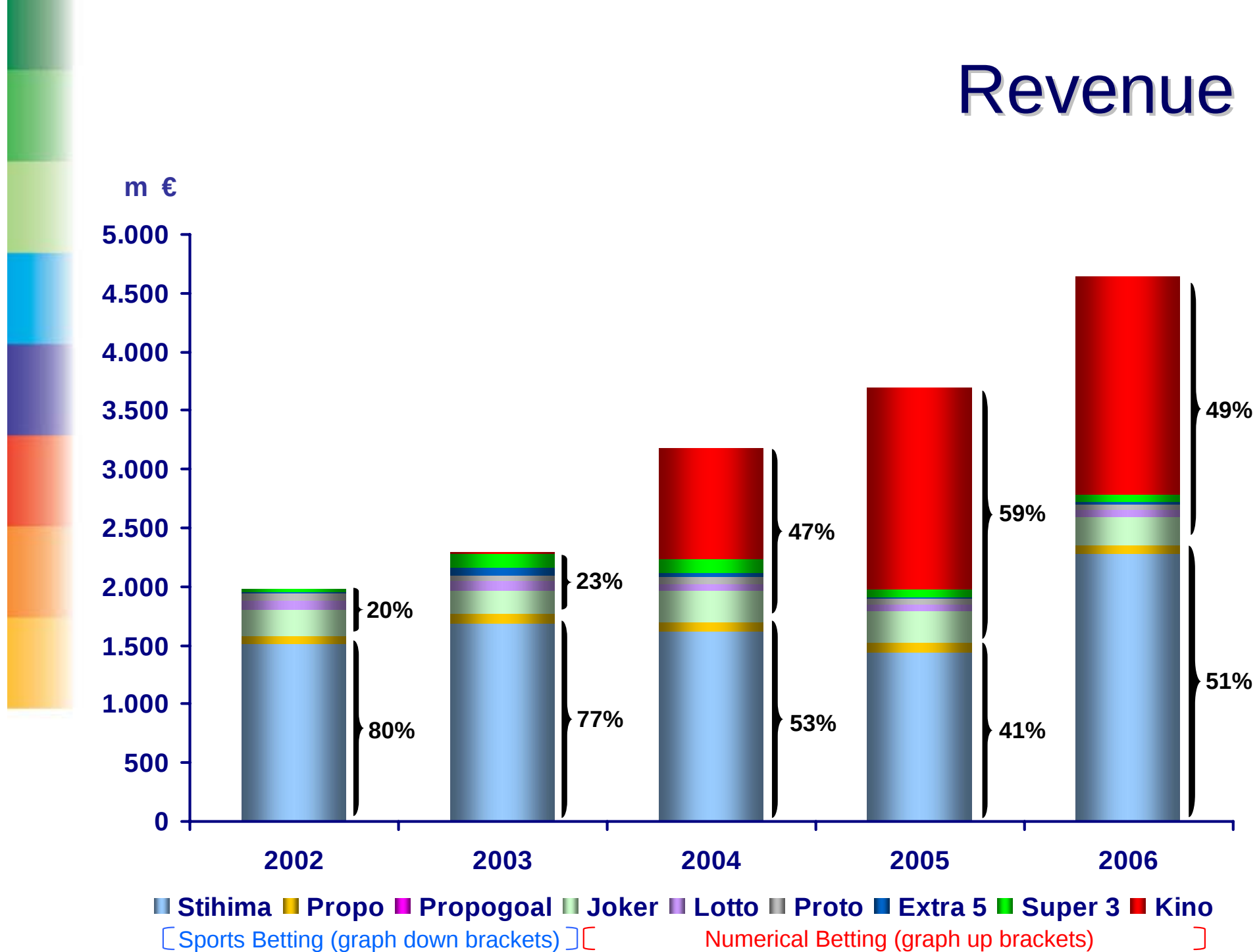
Q1 2007-06
EBITDA (m €)



Q1 2007-06
Net Profit (m €)

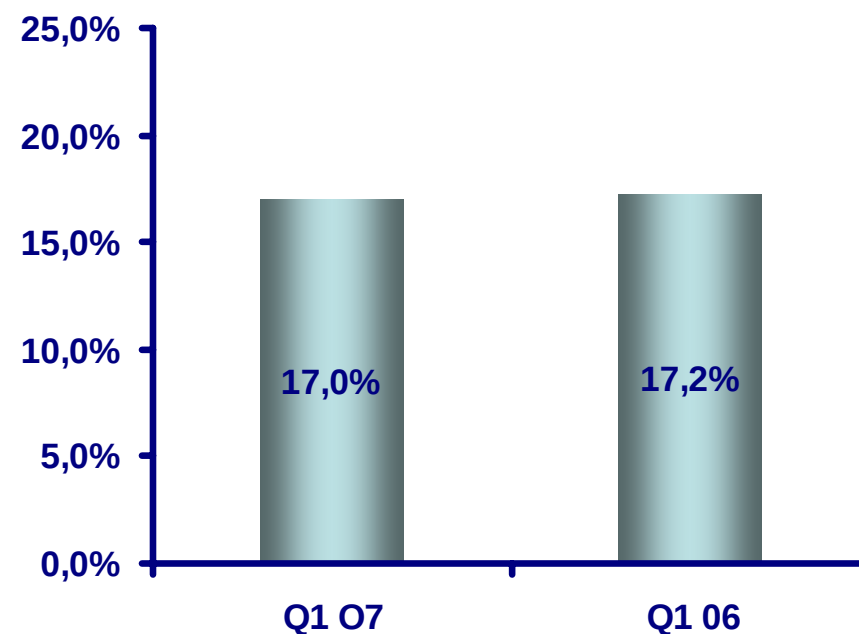
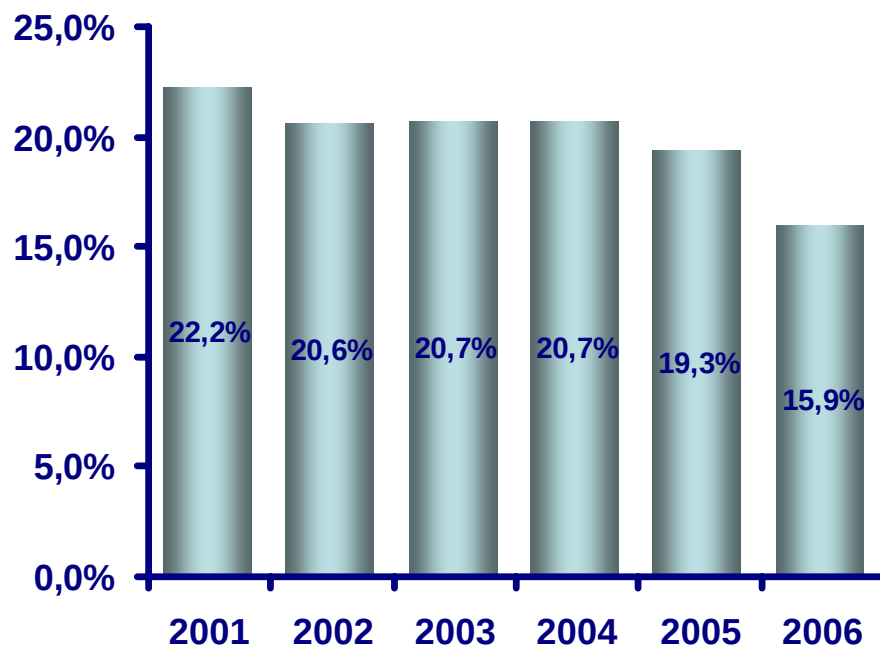


Revenue Mix



Margins

Adjusted EBITDA Margin



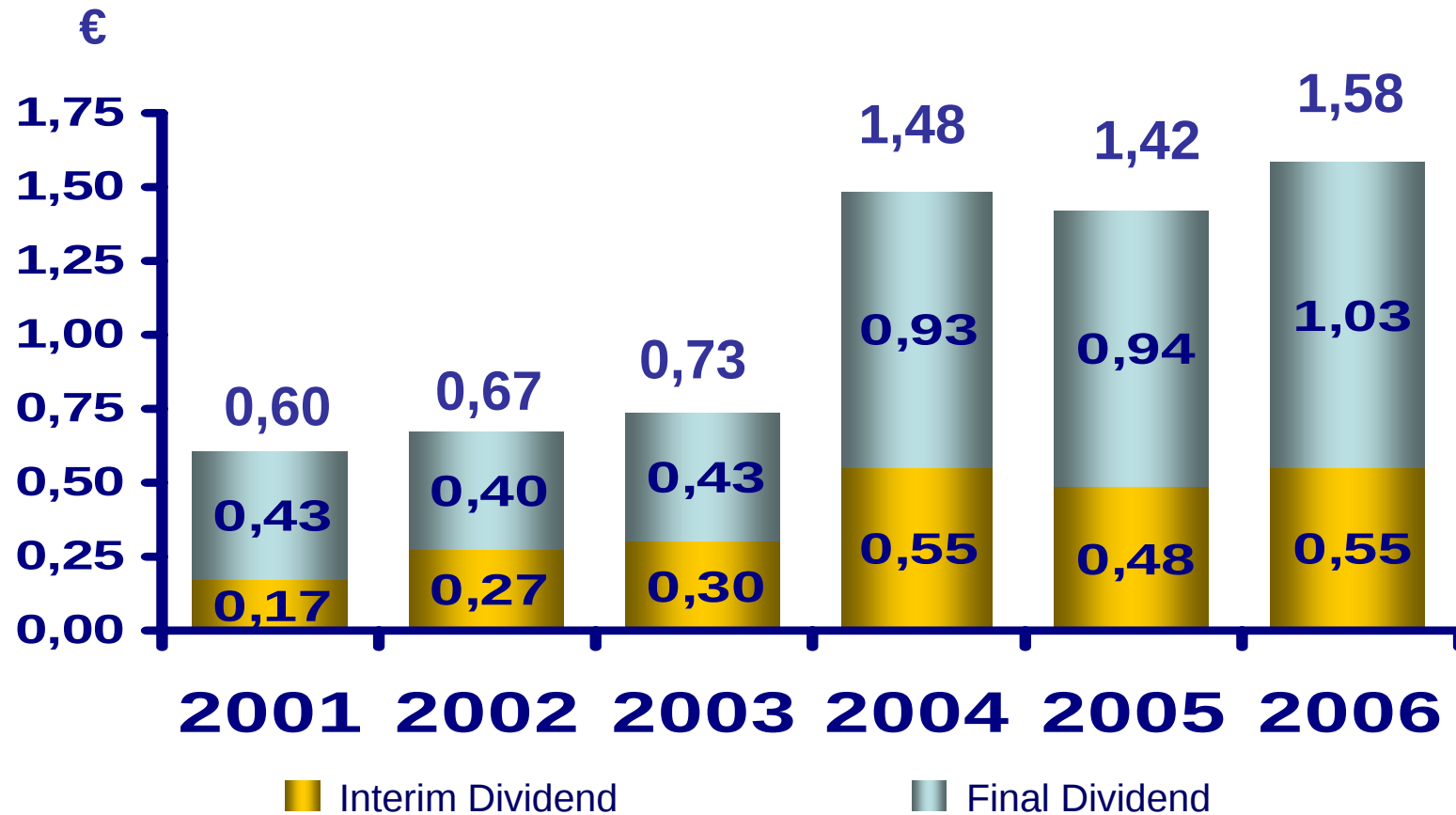
↳ Margin stabilization during Q1 2007

Source: OPAP

Note: 2002 / 2003 / 2004 financials stated pre provision for Intralot arbitration and pre expenses for unfunded pension liabilities is not included



Dividend Policy





Stock Data



Stock Info

↩ **Listing date in ATHEX:** 25/4/2001

↩ **OASIS:** OPAP

↩ **ISIN:** GRS419003009

↩ **Bloomberg:** OPAP GA

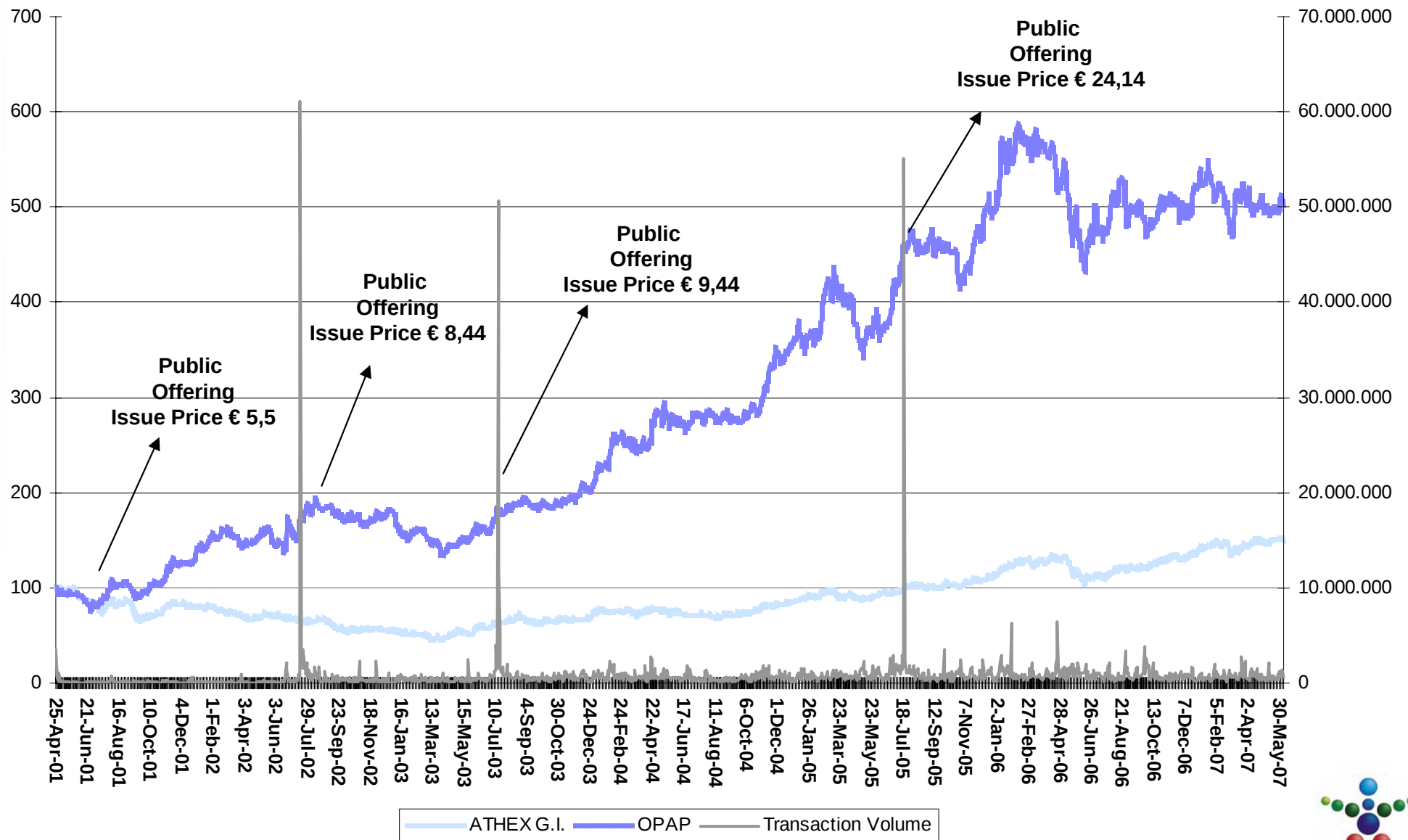
↩ **Reuters:** OPAr.AT

↩ **Index Participation**

- ⊕ FTSE/ATHEX International
- ⊕ FTSE/ATHEX Travel – Leisure
- ⊕ FTSE/ATHEX 140
- ⊕ FTSE/ATHEX 20
- ⊕ ATHEX General Index
- ⊕ ATHEX Composite Index Total Return Index
- ⊕ S&P Europe 350
- ⊕ S&P Euro Plus
- ⊕ S&P Euro

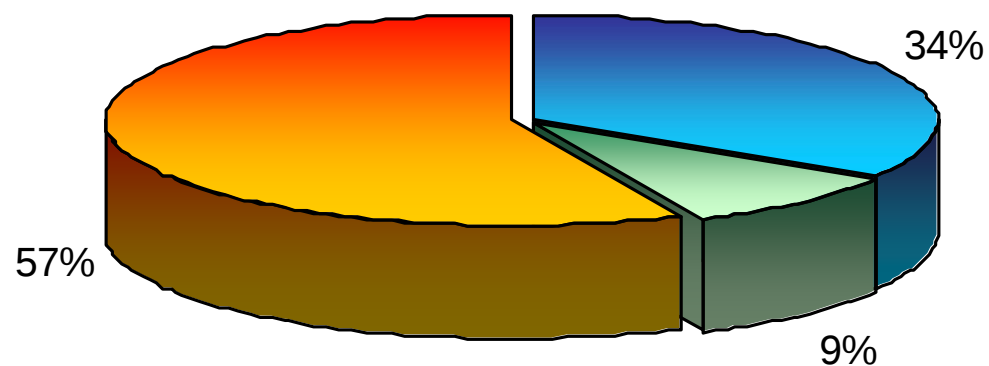


Stock Chart



Shareholder Structure

June 2007



■ Hellenic Republic ■ Retail Investors ■ Institutional Investors





Investment Highlights



Superiority Highlights

**Sole Concession
for 20 years**

**Permits OPAP S.A. to enjoy the growth of the Greek
Gaming Market**

Sales Network

Further the potential cross selling opportunities

**Strong Cash
Flows**

**Secure stable Dividend efficiency and effective Investment
Policy**

**Strong
Fundamentals**

Favourable Market Dynamics, Credibility and Growth

**Strong Management
Team**

**Possesses Experience, Knowledge, and proven successful
introduction of new games**





...Thank you



Greek Organization of Football Prognostics S.A.