

OPAP reports reinforced revenues coupled with solid EBITDA growth

ATHENS, Greece – May 27, 2014 – OPAP S.A. (OPAr.AT), the leading gaming operator in Greece, announces its consolidated financial results for the three month period ended March 31st, 2014, prepared in accordance with International Financial Reporting Standards (IFRS).

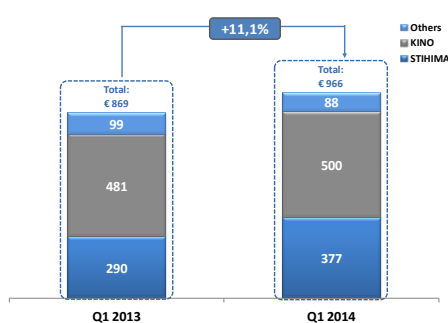
- Revenues up 11.1% to €965.5m (2013: €869.3m) demonstrating a sequentially improved for a 5th consecutive quarter rate of change on the back of a 30% growth in Stihima as well as KINO'S return to positive territory.
- Gross Gaming Revenue (GGR) up 5.8% at €320.1m (Q1 2013: €302.6m) reversing the Q4 2013 drop.
- EBITDA at €76.3m (Q1 2013: €57.6m), higher by 32.4% y-o-y, returning to growth path after 13 declining y-o-y quarters.
- Distribution expenses at €25.8m, further reduced by 12.2% y-o-y.
- Net Profit up 27.6% to €49.7m (2013: €38.9m).
- Strong cash position of €168m.

1. OVERVIEW

(€ 'm)	Q1 2014	Q1 2013	% Δ
Revenues	965.5	869.3	11.1
GGR (Gross Gaming Revenue)	320.1	302.6	5.8
EBITDA	76.3	57.6	32.4
Payout (%)	66.8%	65.2%	
EBITDA margin (on revenues)	7.9%	6.6%	
EBITDA margin (on GGR)	23.8%	19.0%	
Net profit	49.7	38.9	27.6
Net profit margin	5.1%	4.5%	
EPS	0.16	0.12	27.6

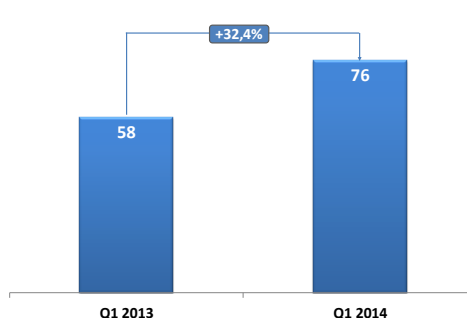
Revenue

OPAP's revenues for Q1 2014 increased by 11.1% to €965.5m versus €869.3m in Q1 2013, despite the ongoing domestic recession (Q1 2014 Greek GDP down 1.1%) aided by the on-going rejuvenation actions taken on Stihima as well as solid Kino performance.



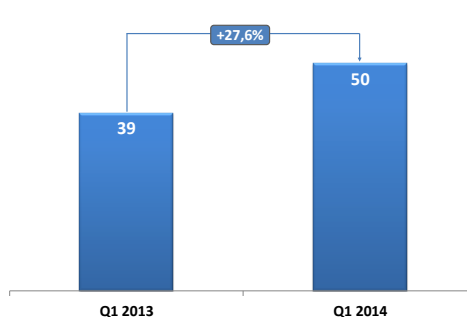
EBITDA

The Group's EBITDA increased to €76.3m in Q1 2014 from €57.6m in Q1 2013 higher by 32.4% y-o-y. EBITDA growth was 22 p.p. higher compared to the revenue growth due in the most part to the on-going reduction of the Group's operating expenses.



Net Profit

Net profit in Q1 2014 increased at €49.7m from €38.9m in 2013, up by 27.6% y-o-y.



Comment of OPAP's Chairman & CEO, Mr. Kamil Ziegler on Q1 2014 financial results

"Q1 2014 was marked by OPAP's return to meaningful profitability growth. The operating performance of our key games was further reinforced aided by the persisting revitalization actions in our games' portfolio, while we also increased operating efficiencies in line with our long-term commitment.

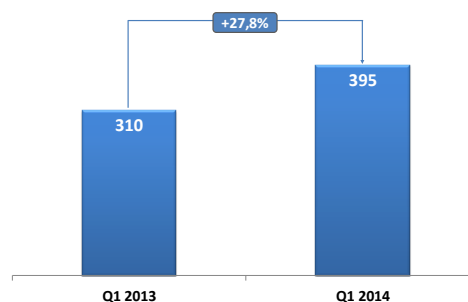
The improved performance together with the successful and well perceived launch of the scratch tickets, only the first game to come within a series of new products throughout the year, makes us confident that 2014 will prove to be overall a rewarding year for all of our stakeholders."

2. FINANCIAL REVIEW

Revenue per game for Q1 2014 and 2013			
(€ '000)	Q1 2014	Q1 2013	Δ%
STIHIMA	377,077	289,784	30.1
PROPO	3,468	4,125	(15.9)
PROPO-GOAL	187	291	(35.7)
MONITOR GAMES	14,457	14,797	(2.3)
GO LUCKY	274	503	(45.5)
TOTAL BETTING	395,463	309,501	27.8
% total revenues	41.0	35.6	
KINO	500,445	480,785	4.1
JOKER	44,844	45,484	(1.4)
LOTTO	11,016	19,998	(44.9)
Super 3	4,953	5,400	(8.3)
PROTO	6,756	6,164	9.6
Extra 5	2,034	1,997	1.9
TOTAL NUMERICAL GAMES	570,048	559,828	1.8
% total revenues	59.0	64.4	
TOTAL REVENUES	965,511	869,328	11.1

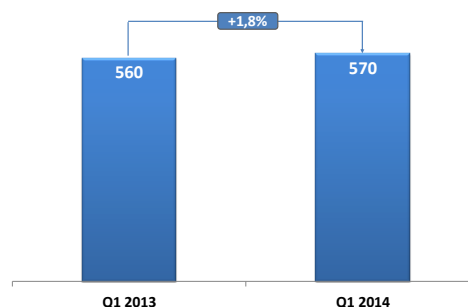
Sports betting

Total sports betting revenues increased by 27.8% to €395.5m in Q1 2014 from €309.5m in Q1 2013. Stihima revenues increased by 30.1%, growing for a 3rd consecutive quarter.



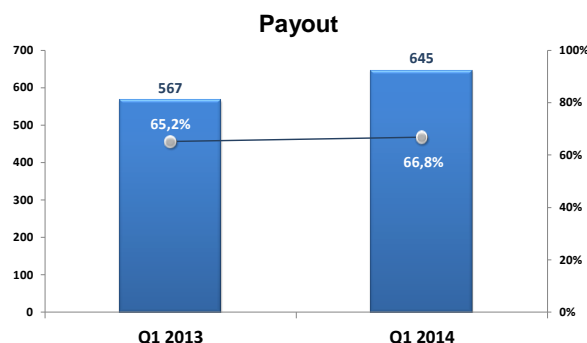
Numerical games

Revenues from numerical games increased by 1.8% to €570.0m in Q1 2014 from €559.8m in Q1 2013. KINO's revenues reached €500.4m higher by 4.1% y-o-y, turning positive after 18 declining quarters and further demonstrating improved sequential performance (-1.0% in Q4, -1.6% in Q3, -5.2% in Q2 and -11.4% in Q1 2013).



Prize payouts

Payout to lottery and sports betting winners in Q1 2014 reached €645.4m, at 66.8% vs. 65.2% in Q1 2013 due mainly to Stihima payout reaching 67.9% vs. 63.6% in Q1 2013. Despite the payout's increase, Stihima's GGR for the quarter reached €121.0m, reflecting a 15.3% growth y-o-y. KINO payout in Q1 2014 decreased slightly at 68.75% vs. 69.31% in Q1 2013.



Cost of Services for Q1 2014 and 2013

(€ '000)	Q1 2014	Q1 2013	Δ%
Agents' commissions	80,076	73,452	9.0
Depreciation & Amortization	9,313	10,566	(11.8)
Third party outsourcing	21,337	20,326	5.0
Monitor Games Commission	1,660	1,692	(1.9)
Staff Cost	7,000	7,790	(10.1)
Remaining cost of services	8,829	15,894	(44.5)
Total cost of services	128,215	129,720	(1.2)
% of total revenues	13.3	14.9	

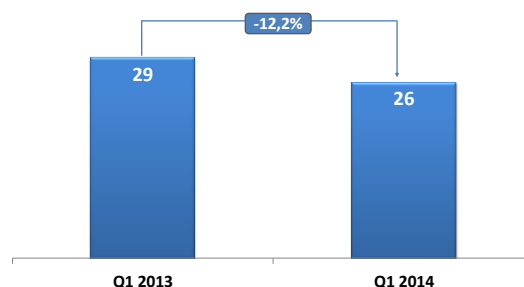
Total cost of services in Q1 2014 reached €128.2m from €129.7m in Q1 2013, decreased by 1.2% y-o-y. The total non-revenue based cost as recorded in the cost of services line, reached €46.5m, down by 14.8% y-o-y despite the reported 11.1% revenue growth.

Distribution costs for Q1 2014 and 2013

(€ '000)	Q1 2014	Q1 2013	Δ%
Advertisement	656	2,030	(67.7)
Donations-Grants	3,980	4,809	(17.2)
Sponsorship	19,140	21,238	(9.9)
Subtotal	23,775	28,077	(15.3)
Other distribution cost	2,054	1,338	53.5
Total	25,829	29,415	(12.2)

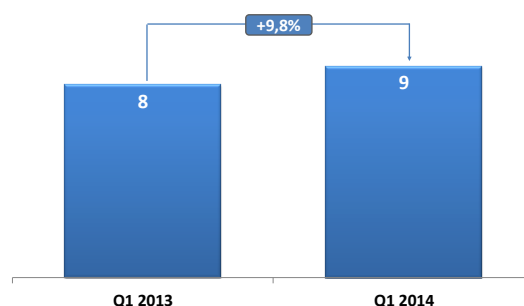
Distribution costs

Total distribution costs in Q1 2014 reached €25.8m versus €29.4m in 2013 down by 12.2%. Advertising declined by a significant 67.7%, however through a medium-term perspective the relevant expense should also be viewed along with new products' introduction. As such, the scratch tickets launch should lead to cost normalization for the remainder of the year.



Administrative costs for Q1 2014 and 2013			
(€ '000)	Q1 2014	Q1 2013	Δ%
Total	8,865	8,075	9.8

Administrative costs In Q1 2014, administrative expenses increased moderately by 9.8% to €8.9m due mostly to higher retirement benefits costs.

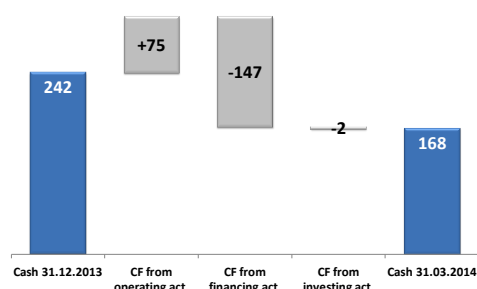


Cash Flows for Q1 2014 and 2013			
(€' .000)	Q1 2014	Q1 2013	Δ%
Cash Flow from Operating Activities	75,061	133,943	(44.0)
Cash Flow from Investing Activities	(2,166)	(2,732)	-
Cash Flow from Financing Activities	(146,859)	(318)	-

Cash Flow from Operating Activities Cash flow from operating activities in Q1 2014 decreased by 44.0% amounting to €75.1m from €133.9m in Q1 2013, due mostly to the calendar effect related to Q1 2013 GGR taxation occurring in Q2 2013.

Cash Flow from Investing Activities Cash flow from investing activities in Q1 2014 amounted to an outflow of €2.2m reflecting limited maintenance CAPEX needs.

Cash Flow from Financing Activities Cash flow from financing activities in Q1 2014 amounted to an outflow of €146.9m on the back of the early full repayment of the company's bond loan facility.



3. MAIN DEVELOPMENTS

Annual General Meeting (AGM) & Dividend Payment

OPAP, upon AGM on May 22nd 2014 approved the distribution of a €0.25 gross dividend for the fiscal year 2013. The ex-dividend date took place on Tuesday, May 27th 2014. Dividend payment to the entitled shareholders commences on Wednesday, June 4th 2014.

New Organizational Structure

OPAP announced the Group's new organizational structure consisting of 9 Business Units and effective as of May 1st 2014. The new structure is expected to lead to higher operational efficiencies and facilitate the decision making related to the new projects' implementation.

Instant Lottery Launch

The new instant ticket named Scratch was launched by Hellenic Lotteries on 1st May. It is available in four different editions €1, €2, €3 and €5. The current distribution network consists of agencies, kiosks and street vendors and currently stands at 6,500 POS. Instant lotteries is the second best-seller gaming category globally.

Revolving Credit Facility

OPAP has entered into a Revolving Bond Loan Agreement with Piraeus Bank and Geniki Bank. The Revolving Bond Loan Agreement secures to OPAP S.A. a credit line of up to € 75m for a period of 13 months (expiry date: March 9th 2015). Furthermore, contrary to the previous bond loan agreement, the new revolving bond loan agreement is not restricted by way of financial covenants and bears no restriction on dividend payout as the previous one.

Conference Call Invitation

Q1 2014 RESULTS CONFERENCE CALL

Wednesday, May 28th, 2014

04:00 PM (Athens) / 02:00 PM (London) / 09:00 AM (New York)

The Q114 Results Presentation will be available at Company's website one (1) hour prior to the Conference Call kick off.

Dial-in Numbers:

UK participants please dial
Greek participants please dial
US participants please dial
Other International please dial

+44 (0) 800 376 9250
+30 211 180 2000
+ 1 866 288 9315
+44 (0) 203 0595 872

Live Webcast:

The conference call will be webcasted in real time over the Internet and you may join by linking at the internet site:

www.opap.gr/14Q1 or <http://themediiframe.eu/links/opap1Q14.html>

If you experience any difficulty, please call + 30 210 9460803.

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ATTACHMENTS

1. Statement of Financial Position as of March 31st, 2014 and December 31st, 2013
2. Statement of Comprehensive Income for the three-month period that ended on March 31st, 2014 and 2013
3. Cash flow statement for the three-month period that ended on March 31st, 2014 and 2013

1. Condensed Interim Statement of Financial Position

As of 31 March 2014 and 31 December 2013

(Amounts in thousands of euro)

	GROUP		COMPANY	
	31.3.2014	31.12.2013	31.3.2014	31.12.2013
Current assets				
Cash and cash equivalents	168,072	242,036	112,854	192,617
Restricted Cash	0	25	0	0
Inventories	829	880	0	0
Receivables	23,681	36,466	27,499	39,886
Other current assets	<u>10,119</u>	<u>17,616</u>	<u>8,935</u>	<u>14,470</u>
Total current assets	202,701	297,023	149,288	246,973
Non - current assets				
Intangible assets	1,101,113	1,103,211	1,101,109	1,103,206
Tangible assets (for own use)	49,902	49,314	31,791	30,565
Investments	1,652	1,139	1,652	1,139
Goodwill	8,435	8,435	0	0
Investments in subsidiaries	0	0	173,354	173,354
Investments in associates	129,553	129,563	0	0
Long – term receivables	827	1,385	827	1,385
Other non - current assets	3,427	6,941	32,985	36,996
Deferred tax assets	<u>23,046</u>	<u>4,318</u>	<u>18,284</u>	<u>0</u>
Total non - current assets	<u>1,317,955</u>	<u>1,304,306</u>	<u>1,360,001</u>	<u>1,346,645</u>
TOTAL ASSETS	1,520,656	1,601,329	1,509,289	1,593,618
Short - term liabilities				
Loans	20,000	165,447	20,000	165,447
Trade payables	66,138	65,746	64,374	66,752
Payables from financial leases	340	393	0	0
Tax liabilities	126,108	121,268	124,510	119,676
Other payables	<u>47,246</u>	<u>47,547</u>	<u>42,815</u>	<u>42,118</u>
Total short - term liabilities	259,831	400,401	251,699	393,993
Long - term liabilities				
Loans	0	0	0	0
Payables from financial leases	0	42	0	0
Deferred tax	24,945	3,803	24,367	3,799
Employee benefit plans	2,920	13,937	2,260	13,307
Provisions	49,317	49,292	48,092	48,092
Other long-term liabilities	<u>8,683</u>	<u>8,571</u>	<u>8,500</u>	<u>8,386</u>
Total long - term liabilities	85,865	75,645	83,219	73,584
Equity				
Share capital	95,700	95,700	95,700	95,700
Reserves	59,633	59,633	59,633	59,633
Retained earnings	<u>1,019,626</u>	<u>969,950</u>	<u>1,019,039</u>	<u>970,708</u>
Total equity	<u>1,174,959</u>	<u>1,125,283</u>	<u>1,174,372</u>	<u>1,126,041</u>
TOTAL EQUITY & LIABILITIES	1,520,656	1,601,329	1,509,289	1,593,618

2. Condensed Statement of Comprehensive Income

For the three-month period that ended on 31 March 2014 and 2013

(Amounts in thousands of euro except earnings per share)

	GROUP		COMPANY	
	1.1-31.3.2014	1.1-31.3.2013	1.1-31.3.2014	1.1-31.3.2013
Revenues	965,509	869,328	915,056	818,561
Payout to the lottery and betting winners	<u>-645,427</u>	<u>-566,746</u>	<u>-612,034</u>	<u>-533,375</u>
Net revenues before tax (30%)	320,082	302,582	303,022	285,186
Tax on the net revenues	<u>-90,856</u>	<u>-85,469</u>	<u>-90,630</u>	<u>-85,469</u>
Net revenues after tax (30%)	229,226	217,113	212,391	199,717
Cost of services	<u>-128,215</u>	<u>-129,720</u>	<u>-117,034</u>	<u>-118,444</u>
Gross profit	101,011	87,393	95,357	81,273
Other operating income	723	361	4,950	5,118
Distribution expenses	-25,829	-29,415	-25,402	-29,277
Administrative expenses	-8,865	-8,075	-9,352	-8,558
Other operating expenses	-360	-3,401	-322	-1,094
Impairment of assets	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Operating result	66,679	46,863	65,231	47,462
Gain / (Loss) from sales of non-current assets	-6	0	-6	0
Income / (Loss) from associates	-10	-50	0	0
Impairment of investments	0	0	0	0
Financial income	1,228	5,178	971	4,590
Financial expenses	-164	-388	-146	-262
Dividends	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Profit before tax	67,726	51,603	66,050	51,790
Current income tax	-15,636	-13,004	-15,435	-13,562
Deferred tax	<u>-2,413</u>	<u>342</u>	<u>-2,285</u>	<u>-1,001</u>
Profit after tax	49,676	38,941	48,331	37,227
Parent company shareholders	49,676	38,941	48,331	37,227
Actuarial profit / (loss)	0	0	0	0
Deferred tax	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Other total income after tax	0	0	0	0
Total income after tax	49,676	38,941	48,331	37,227
Parent company shareholders	49,676	38,941	48,331	37,227
Basic earnings per share in €	0.1557	0.1221	0.1515	0.1167

3. Cash Flow Statement

For the three-month period that ended on 31 March 2014 and 2013
(Amounts in thousands of euro)

	GROUP		COMPANY	
	1.1- 31.3.2014	1.1- 31.3.2013	1.1- 31.3.2014	1.1- 31.3.2013
OPERATING ACTIVITIES				
Profit before tax	67,726	51,603	66,050	51,790
Adjustments for:				
Depreciation & Amortization	9,598	10,732	8,944	10,150
Financial results	-1,064	-4,751	-826	-4,289
Employee benefit plans	69	308	45	285
Provisions for bad debts	0	500	0	500
Other provisions	0	-3,630	0	-3,630
Exchange differences	1	-39	1	-39
Other non-cash items	0	204	0	0
Investment impairment	0	0	0	0
Share of (profit)/loss of associates	10	50	0	0
Results from investing activities	5	0	5	2
Impairment of assets	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	76,345	54,977	74,220	54,769
Changes in Working capital				
(Increase) / Decrease in inventories	51	-225	0	0
(Increase) / Decrease in receivables	19,948	-23,285	18,434	-22,115
Increase / (Decrease) in payables (except banks)	-11,027	27,461	-12,797	19,653
Increase / (Decrease) in taxes payables	<u>-9,966</u>	<u>87,999</u>	<u>-10,459</u>	<u>87,806</u>
Total	75,350	146,927	69,398	140,113
Interest expenses	-6	-108	-2	-4
Income taxes paid	<u>-283</u>	<u>-12,876</u>	<u>0</u>	<u>-12,789</u>
Cash flows from operating activities	75,061	133,943	69,395	127,320
INVESTING ACTIVITIES				
Proceeds from sales of tangible & intangible assets	3	0	3	0
Establishment of subsidiary	0	0	0	0
Establishment of associate	0	0	0	0
Increase in share capital of subsidiary	0	0	0	0
Restricted cash	25	0	0	0
Outflow of intangible assets	-2,986	-4,654	-2,986	-4,654
Outflow of tangible assets	-189	-2,533	-174	-39
Dividends from subsidiaries	0	0	0	0
Interest received	<u>982</u>	<u>4,455</u>	<u>755</u>	<u>3,910</u>
Cash flows used in investing activities	-2,166	-2,732	-2,402	-783
FINANCING ACTIVITIES				
Proceeds from loan	20,000	0	20,000	0
Payments of loan installments	-166,750	0	-166,750	0

Payments loan financing cost	0	0	0	0
Payments of financial lease interests	-8	-16	0	0
Payments of financial lease capital	-95	-88	0	0
Dividends paid	<u>-6</u>	<u>-214</u>	<u>-6</u>	<u>-214</u>
Cash flows used in financing activities	<u>-146,859</u>	<u>-318</u>	<u>-146,756</u>	<u>-214</u>
Net increase / (decrease) in cash and cash equivalents	-73,964	130,893	-79,763	126,323
Cash and cash equivalents at the beginning of the period	<u>242,036</u>	<u>367,582</u>	<u>192,617</u>	<u>305,766</u>
Cash and cash equivalents at the end of the period	168,072	498,475	112,854	432,089