

## New investments delivering strong Q3 performance

**ATHENS, Greece – November 14, 2017 – OPAP S.A. (OPAr.AT, OPAP:GA)**, the leading gaming operator in Greece, announces its consolidated financial results for the nine month period ended September 30<sup>th</sup>, 2017, prepared in accordance with International Financial Reporting Standards (IFRS).

- Revenues (GGR) increased by 4.8% at €1,045.8m (9M 2016: €998.0m). Q3 2017 GGR increased by 11.9% at €357.4m (Q3 2016: €319.2m), on the back of strong growth in betting and increasing VLTs contribution.
- EBITDA at €223.5m (9M 2016: €223.8m) & Q3 2017 EBITDA at €92.9m up by 49%. After adjusting for the reversal of litigation provisions of €14.7m that boosted Q3 2017 numbers, as well as €6.4m of one-off VLT arbitration related costs that hurt Q3 2016, Q3 2017 EBITDA came in at €78.1m higher by 13.6% y-o-y. The reported growth came in despite development expenses linked with the implementation of several new projects.
- Net Profit at €109.0m (9M 2016: €115.1m) lower by 5.3% & Q3 2017 net profit at €48.1m higher by 64.1%. Adjusted Net profit in Q3 2017 reached €37.6m (adjusted Q3 2016 at €33.8m).
- Strong financial position, with Net Debt at €234.5m
- 5,297 installed VLTs at the end of Q3 with rollout picking up pace in Q4, 698 installed SSBTs and solid performance of virtual games
- Technology transformation of core gaming platforms continuing.
- Proposed distribution of retained earnings amounting to €0.70 per share

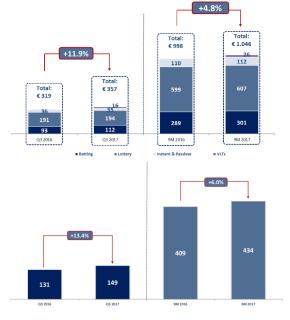
1.	OVERVIEV	V

(€ 'm)	Q3 2017	Q3 2016	%Δ	9M 2017	9M 2016	%Δ
Amounts wagered *	1,088.1	975.3	11.6	3,213.6	3,044.1	5.6
GGR (Gross Gaming Revenue)	357.4	319.2	11.9	1,045.8	998.0	4.8
Payout (%) *	68.7%	67.3%		68.3%	67.2%	
NGR (Net Gaming Revenue)	148.5	131.0	13.4	433.7	409.0	6.0
EBITDA	92.9	62.3	49.0	223.5	223.8	(0.1)
EBITDA margin	26.0%	19.5%		21.4%	22.4%	
Net profit	48.1	29.3	64.1	109.0	115.1	(5.3)
Net profit margin	13.5%	9.2%		10.4%	11.5%	
EPS (in €)	0.1513	0.0920	64.5	0.3429	0.3613	(5.1)

\* excl. VLTs



- Revenues (GGR) OPAP's revenues (GGR) in 9M 2017 increased by 4.8% to €1,045.8m versus €998.0m in 9M 2016. Revenues in Q3 2017 increased by 11.9% at €357.4m compared to €319.2m in the respective period last year due to the solid performance of betting products, VLTs contribution and favorable y-o-y Joker comparison.
- Net Gaming Revenue<sup>1</sup> NGR increased by 6.0% to €433.7m versus €409.0m in 9M 2016, closely following GGR trends, with Q3 2017 rising by a stronger 13.4% y-o-y at €148.5m

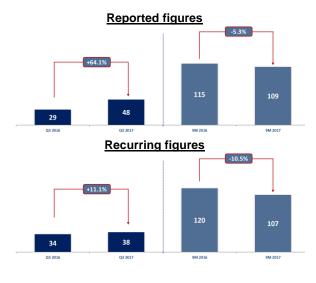


EBITDA EBITDA stood at €223.5m in 9M 2017 from €223.8m in 9M 2016, roughly unchanged y-o-y despite the expenses linked with the implementation of several new projects. Q3 2017 EBITDA increased at €92.9m from €62.3m in Q3 2016, higher by 49.0%; after adjusting for both the reversal of litigation provisions of €14.7m in Q3 2017, as well as one-off VLT costs of €6.4m mostly related to arbitration that hurt Q3 2016 results, Q3 2017 EBITDA reached €78.1m higher by 13.6% y-o-y.





Net Profit Net profit in 9M 2017 at €109.0m, decreased by 5.3% vs. €115.1m in 9M 2016. Adjusted net profit in Q3 2017 came in at €37.6m compared to €33.8m in Q3 2016.



<sup>&</sup>lt;sup>1</sup> NGR =GGR - GGR contribution - Agents' commission



#### Comment of OPAP's CEO, Mr. Damian Cope on Q3 2017 financial results:

"After a solid first half of the year, Q3 marked a return to meaningful growth in both revenues and profitability for OPAP. This growth was primarily driven by a strong performance from our portfolio of Betting products, including SSBTs and Virtuals, and an increased contribution from VLTs.

Notwithstanding the increasing pressures on our customers' disposable income, OPAP is demonstrating that it can offer a broad range of attractive, gaming entertainment experiences. We continue to invest heavily in our products, our technology and our people in the delivery of our 2020 Vision and further progress has been made in each of our 8 strategic objectives. These results are already demonstrating the early benefits of these investments and are also testament to the hard work and contributions from everyone in the OPAP team, both our employees and our agents.

We have also been intensifying our efforts in the important areas of corporate and social responsibility, including further investment in responsible gaming policies and programmes, while also working closely with the authorities in the battle against illegal gaming.

Looking forward, we have a particularly busy few months ahead with a number of important milestones for both our technology migrations and product rollouts, but remain confident that we will deliver on our objectives for FY17 and beyond."

Revenues GGR per game for Q3 and 9M 2017 and 2016							
(€ '000)	Q3 2017	Q3 2016	Δ%	9M 2017	9M 2016	Δ%	
Betting	112,316	92,542	21.4	300,907	289,273	4.0	
% total revenues	31.4	29.0	-	28.8	29.0	-	
Lottery	193,901	190,742	1.7	606,854	599,040	1.3	
% total revenues	54.3	59.8	-	58.0	60.0	-	
Instant & Passives	34,859	35,947	(3.0)	112,397	109,698	2.5	
% total revenues	9.8	11.3	-	10.7	11.0	-	
VLTs	16,276	0	-	25,652	0	-	
% total revenues	4.6	0.0	-	2.5	0.0	-	
TOTAL REVENUES	357,351	319,231	11.9	1,045,811	998,011	4.8	

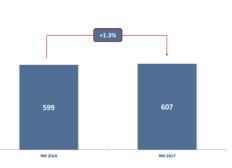
#### 2. FINANCIAL REVIEW



Betting Total betting revenues reached €300.9m in 9M 2017 from €289.3m in 9M 2016 up by 4.0% y-o-y. In Q3 2017 betting revenue increased at €112.3m vs. €92.5m in Q3 2016, up by 21.4%, due to virtual games' strong performance, while Stihima's H1 run rate was also materially improved.



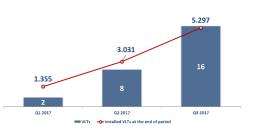
Lottery Revenues from lottery increased by 1.3% to €606.9m in 9M 2017 from €599.0m in 9M 2016. Q3 2017 revenues from lottery increased by 1.7% at €193.9m compared to €190.7m in Q3 2016, aided by Joker's y-o-y growth.



Instant & Revenues from Instant & Passives increased at €112.4m in 9M 2017 from €109.7m in 9M 2016, up by 2.5% y-o-y. In Q3 2017, Instant & Passives' revenues decreased by 3.0% at €34.9m compared to €35.9m in Q3 2016, owing to the passives' decline, while scratch remained on a growth path for a 5<sup>th</sup> consecutive quarter.



VLTs VLT revenues reached €25.7m in 9M 2017 and €16.3m in Q3 2017 respectively. The installed VLTs number reached 5,297 machines as of 30.09.2017, while rollout has picked up pace in Q4.





Payroll expense for Q3 and 9M 2017 and 2016							
(€ '000)	Q3 2017	Q3 2016	%Δ	9M 2017	9M 2016	%Δ	
Wages and salaries	14,111	12,275	15.0	39,131	33,862	15.6	
Social security costs	2,259	1,750	29.1	7,186	5,447	31.9	
Other staff costs	1,092	677	61.4	3,113	3,249	(4.2)	
Total cost	17,462	14,702	18.8	49,430	42,558	16.1	
% of total revenues (GGR)	4.9	4.6		4.7	4.3		

# PayrollPayroll expense in 9M 2017 reached €49.4mexpensecompared to €42.6m in 9M 2016 marking an<br/>increase by 16.1%. Q3 2017 payroll expense<br/>increased by 18.8%, standing at €17.5m vs.<br/>€14.7m in the respective quarter last year, due to



Marketing expense for Q3 and 9M 2017 and 2016							
(€ '000)	Q3 2017	Q3 2016	%Δ	9M 2017	9M 2016	%Δ	
CSR & sponsorship expense	4,464	3,766	18.5	17,966	16,483	9.0	
Advertising expense	9,142	8,842	3.4	33,229	28,151	18.0	
Total	13,606	12,608	7.9	51,195	44,635	14.7	

#### Marketing expense

9M 2017 marketing expenses stood at  $\in$ 51.2m compared to  $\in$ 44.6m in 9M 2016 up by 14.7% y-o-y. Marketing expenses in Q3 2017 increased by 7.9% y-o-y reaching  $\in$ 13.6m, however the run rate decelerated compared to Q2.

the enhancement of our teams' capacity.





Other operating expenses for Q3 and 9M 2017 and 2016								
(€ '000)	Q3 2017	Q3 2016	%Δ	9M 2017	9m 2016	%Δ		
IT related costs	20,551	15,259	34.7	55,554	43,805	26.8		
Utilities & Telco costs	3,125	3,871	(19.3)	10,828	10,496	3.2		
Rentals	1,569	2,096	(25.2)	4,995	6,555	(23.8)		
Inventory consumption	21,943	23,123	(5.1)	60,899	66,915	(9.0)		
Other	2,791	21,558	(87.1)	45,083	49,830	(9.5)		
Total	49,978	65,907	(24.2)	177,359	177,600	(0.1)		

Other operating expenses

Other operating expenses in 9M 2017 decreased by 0.1% y-o-y standing at €177.4m; the relevant figure reached €50.0m in Q3 2017 marking a decrease of 24.2% due to the reversal of litigation provisions, while IT costs remained on the rise owing to the new projects' revenue sharing and maintenance agreements. The latter for the 9M 2017 period stood at € 9.7m.



Cash Flows for 9M 2017 and 2016						
(€'.000)	9M 2017	9M 2016	Δ%			
Cash Flow from Operating Activities	153,255	53,183	188.2			
Cash Flow from Investing Activities	(82,457)	(113,049)	(27.1)			
Cash Flow from Financing Activities	3,514	(55,177)	-			

Cash Flow from Operating Activities	Cash inflow from operating activities in 9M 2017 at $\in$ 153.3m from $\in$ 53.2m in 9M 2016 mainly due to different frequency of the GGR contribution payment since 2016 (from quarterly to monthly basis).
Cash Flow from Investing Activities	Cash flow from investing activities in 9M 2017 amounted to an outflow of €82.5m mostly due to the payment of the last tranche related to the horse racing license acquisition & the increase of our stake in Neurosoft.
Cash Flow from	Cash flow from financing activities in 9M 2017 amounted to an inflow of $\in$ 3.5m on the back



Financing of dividend payments being offset by net Activities borrowings.



#### 3. MAIN DEVELOPMENTS

#### VLTs – Roll-out update

Following the initial commencement of operations with 4 pilot Play Gaming Halls on 11.01.2017, the roll-out is in progress, while on 30.09.2017, 157 Play Gaming Halls along with 468 Opap agencies were already operational hosting a total of 5,297 VLTs.

#### Extraordinary General Meeting (EGM) & Distribution of Retained Earnings

On November 13<sup>th</sup> 2017, the Board of Directors of OPAP resolved upon proposing to the EGM, the distribution of retained earnings, standing at the gross amount of  $\in 0.70$  per share. Subject to EGM (December 6th, 2017) approval, the cut-off date will be on Monday, December 11th 2017. Retained earnings payment to the entitled shareholders commences on Monday, December 18th 2017.

#### **Litigation provisions**

During the third quarter of 2017, three Supreme Court decisions which ruled in favour of the company, were brought to its attention. The aforementioned decisions modify the company's estimates for the outcome of 29 similar cases, resulting in the reversal of the respective provisions, in accordance with its standard practice in relation to the expected outcome of court cases, that boosted Q3 2017 results with an amount of €14.8m (net amount). 9M 2017 results were affected by €2.7m.



### **Conference Call Invitation**

9M 2017 Financial Results Conference Call

<u>Wednesday, November 15th, 2017</u> 04:00 PM (Athens) / 02:00 PM (London) / 09:00 AM (New York)

9M 2017 Financial 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) 800 368 1063 +30 211 180 2000 + 1 516 447 5632 +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: <a href="http://www.opap.gr/9M17">www.opap.gr/9M17</a> or <a href="http://themediaframe.eu/links/opap9M17.html">http://themediaframe.eu/links/opap9M17.html</a>

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

#### CONTACTS

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#### **ATTACHMENTS**

- 1. Statement of Financial Position As of 30 September 2017 and for the nine-month period then ended on that date
- 2. Statement of Comprehensive Income
- 2.1. Consolidated Statement of Comprehensive Income as of 30 September 2017 and for the nine -month period then ended on that date
- 2.2. Statement of Comprehensive Income of OPAP S.A. as of 30 September 2017 and for the nine -month period then ended on that date
- 3. Separate Statement of Changes in Equity
- 3.1. Consolidated Statement of Changes in Equity as of 30 September 2017 and for the nine-month period then ended on that date
- 3.2. Separate Statement of Changes in Equity as of 30 September 2017 and for the nine-month period then ended on that date
- 4. Cash flow statement as of 30 September 2017 and for the nine-month period then ended on that date



# **1.** Statement of Financial Position

## As of 30 September 2017 and for the nine-month period then ended on that date

(Amounts in thousands of euro)						
	GRO	OUP	COM	IPANY		
	30.09.2017	31.12.2016	30.09.2017	31.12.2016		
	ASSETS					
Non - current assets						
Intangible assets	1,192,309	1,216,858	1,024,352	1,041,090		
Property, plant & equipment	85,165	67,583	62,757	45,196		
Investment property	927	940	927	940		
Goodwill	54,676	14,183	-	-		
Investments in subsidiaries	-	-	295,604	280,604		
Investments in associates	-	12,175	-	-		
Long – term receivables	13	13	13	13		
Other non - current assets	4,618	6,384	22,908	21,263		
Deferred tax asset	<u>-</u>	<u>12,154</u>	<u>-</u>	-		
Total non - current assets	<u>1,337,708</u>	<u>1,330,291</u>	<u>1,406,560</u>	<u>1,389,107</u>		
Current assets						
Cash and cash equivalents	347,835	273,523	208,329	65,433		
Inventories	7,819	12,469	2,207	2,350		
Trade receivables	79,691	80,634	31,828	33,667		
Other current assets	<u>71,817</u>	<u>70,757</u>	41,723	<u>50,198</u>		
Total current assets	507,161	437,384	284,087	151,648		
TOTAL ASSETS	1,844,870	1,767,675	1,690,647	1,540,755		
EQUITY	& LIABILITIES					
Equity						
Share capital	95,700	95,700	95,700	95,700		
Reserves	32,417	32,417	31,900	31,900		
Treasury shares	(9,039)	(7,454)	(9,039)	(7,454)		
Retained earnings	<u>800,977</u>	<u>914,614</u>	<u>814,293</u>	<u>917,975</u>		
Equity attributable to owners of the	020.055	1 025 277	022.954	1 029 121		
Company	920,055	1,035,277	932,854	1,038,121		
Non-controlling interests	<u>39,558</u>	<u>36,954</u>	Ξ	<u> </u>		
Total equity	<u>959,613</u>	<u>1,072,231</u>	<u>932,854</u>	<u>1,038,121</u>		
Non-current liabilities						
Loans	409,856	263,000	364,856	208,000		
Deferred tax liability	3,188	-	14,950	3,962		
Employee benefit plans	3,842	1,507	3,296	1,355		
Provisions	30,754	34,049	29,379	32,673		
Other non-current liabilities	<u>8,427</u>	<u>6,699</u>	<u>6,790</u>	<u>5,306</u>		
Total non-current liabilities	456,066	305,254	419,271	251,296		
Current liabilities						
Loans	172,529	118,689	171,750	118,689		
Trade payables			61,279	65,100		
Tax liabilities	125,602	153,348	01,279	05,100		
	125,602 55,300	153,348 51,429	47,319	43,960		
Other current liabilities		,				
	55,300	51,429	47,319	43,960		
Other current liabilities	55,300 <u>75,760</u>	51,429 <u>66,722</u>	47,319 <u>58,174</u>	43,960 <u>23,590</u>		



# 2. Statement of Comprehensive Income

## 2.1. Consolidated Statement of Comprehensive Income

### As of 30 September 2017 and for the nine-month period then ended on that date

(Amounts in thousands of euro except earnings per share)

	20	17	2016	
GROUP	01.01-	01.07-	01.01-	01.07-
	30.09.2017	30.09.2017	30.09.2016	30.09.2016
Amounts wagered	3,213,588	1,088,057	3,044,091	975,255
The Statement of Comprehensive income is as follo	ows:			
Revenue (GGR)	1,045,811	357,351	998,011	319,231
GGR contribution and other levies and duties	(347,638)	(118,397)	(333,474)	(106,573)
Agents' commission	<u>(264,509)</u>	<u>(90,416)</u>	<u>(255,539)</u>	<u>(81,637)</u>
Net gaming revenue (NGR)	433,664	148,537	408,997	131,022
Other operating income	67,854	25,393	79,589	24,539
Operating expenses				
Payroll expenses	(49,430)	(17,462)	(42,558)	(14,702)
Marketing expenses	(51,195)	(13,606)	(44,635)	(12,608)
Other operating expenses	<u>(177,359)</u>	<u>(49,978)</u>	<u>(177,600)</u>	<u>(65,907)</u>
Profit before interest, tax, depreciation and	223,534	92,884	223,795	62,344
amortization (EBITDA)	223,334	52,004	223,733	02,344
Depreciation and amortization	<u>(44,059)</u>	<u>(15,237)</u>	<u>(43,578)</u>	<u>(14,317)</u>
Results from operating activities	179,475	77,647	180,217	48,027
Finance income	2,101	605	2,536	1,608
Finance costs	(17,357)	(5,740)	(11,896)	(4,745)
Other finance income	<u>(267)</u>	<u>(567)</u>	<u>450</u>	<u>150</u>
Profit before tax	163,952	71,945	171,307	45,040
Income tax expense	<u>(53,324)</u>	<u>(23,162)</u>	<u>(54,428)</u>	<u>(14,920)</u>
Profit for the period	110,629	48,782	116,879	30,120
Total comprehensive income	110,629	48,782	116,879	30,120
Profit attributable to:				
Owners of the Company	109,001	48,100	115,120	29,304
Non-controlling interests	<u>1,628</u>	<u>682</u>	<u>1,759</u>	<u>816</u>
Profit for the period	110,629	48,782	116,879	30,120
Total comprehensive income attributable to:				
Owners of the Company	109,001	48,100	115,120	29,304
Non-controlling interests	<u>1,628</u>	<u>682</u>	<u>1,759</u>	<u>816</u>
Total comprehensive income	110,629	48,782	116,879	30,120
Basic and diluted earnings (after tax) per	0.3429	0.1513	0.3613	0.0920
share in €	010-125	011910	013013	010520



## **2.2.** Statement of Comprehensive Income of OPAP S.A.

#### As of 30 September 2017 and for the nine-month period then ended on that date

(Amounts in thousands of euro except earnings per share)
(Amounts in thousands of care except carmings per share)

		20	17	20	2016	
COMPANY		01.01-	01.07-	01.01-	01.07-	
		30.09.2017	30.09.2017	30.09.2016	30.09.2016	
Amounts wagered		2,686,894	923,337	2,552,071	815,443	
The Statement of Comprehensive income is as	follows:					
Revenue (GGR)		863,519	300,118	827,947	264,103	
GGR contribution and other levies and duties		(300,382)	(103,818)	(289,448)	(92,424)	
Agents' commission		<u>(217,691)</u>	<u>(75,694)</u>	<u>(211,380)</u>	<u>(67,269)</u>	
Net gaming revenue (NGR)		345,446	120,607	327,118	104,409	
Other operating income		26,972	9,924	29,352	6,793	
Operating expenses						
Payroll expenses		(42,895)	(14,818)	(37,366)	(12,940)	
Marketing expenses		(38,422)	(10,721)	(34,010)	(9,647)	
Other operating expenses		<u>(90,573)</u>	<u>(20,993)</u>	<u>(80,870)</u>	<u>(30,550)</u>	
Profit before interest, tax, depreciation and		200,527	83,998	204,224	58,066	
amortization (EBITDA)		200,527	03,330	204,224	58,000	
Depreciation and amortization		<u>(27,408)</u>	<u>(9,533)</u>	<u>(27,489)</u>	<u>(9,046)</u>	
Results from operating activities		173,119	74,464	176,735	49,019	
Financial income		927	239	637	121	
Financial expenses		(14,787)	(4,943)	(9 <i>,</i> 085)	(3,771)	
Other financial income / (expense)		<u>6,592</u>	=	<u>9,103</u>	<u>3,000</u>	
Profit before tax		165,853	69,760	177,389	48,369	
Income tax expense		(47,062)	(20,669)	(51,438)	(13,577)	
Profit for the period		118,790	49,092	125,952	34,792	
Total comprehensive income		118,790	49,092	125,952	34,792	
Profit attributable to:						
Owners of the Company		118,790	49,092	125,952	34,792	
Profit for the period		118,790	49,092	125,952	34,792	
Total comprehensive income attributable to:						
Owners of the Company		118,790	49,092	125,952	34,792	
Total comprehensive income		118,790	49,092	125,952	34,792	
Basic and diluted earnings (after tax) per share in €		0.3737	0.1544	0.3953	0.1092	



# **3.** Statement of Changes in Equity

# **3.1. Consolidated Statement of Changes in Equity**

#### As of 30 September 2017 and for the nine-month period then ended on that date

(Amounts in thousands of euro)

GROUP	Share capital	Reserves	Treasury shares	Retained earnings	Non- controlling interests	Total equity
Balance as of 1 January 2016	95,700	48,773	(2,719)	1,020,068	41,005	1,202,827
Total comprehensive income for the period 01.01-30.09.2016	-	-	-	115,120	1,759	116,879
Transactions with owners of the Company					-	
Transfer between reserves	-	(16,574)	-	16,574	-	-
Share capital increase expenses of subsidiary	-	-	-	(202)	(73)	(275)
Share capital decrease of subsidiary	-	-	-	-	(6,598)	(6,598)
Share-based payment	-	-	-	1,326	-	1,326
Dividends paid	<u>-</u>	<u>-</u>	-	<u>(254,875)</u>	<u>-</u>	<u>(254,875)</u>
Total transactions with owners of the Company	-	(16,574)	-	(237,177)	(6,671)	(260,421)
Balance as of 30 September 2016	95,700	32,199	(2,719)	898,011	36,093	1,059,284
Balance as of 1 January 2017	95,700	32,417	(7,454)	914,614	36,954	1,072,231
Total comprehensive income for the period 01.01-30.09.2017	-	-	-	109,001	1,628	110,629
Transactions with owners of the Company						
Acquisition of treasury shares	-	-	(1,585)	-	-	(1,585)
Acquisition of subsidiary with NCI	-	-	-	-	2,675	2,675
Share capital increase expenses of subsidiaries	-	-	-	(165)	-	(165)
Dividends paid	-	_	_	<u>(222,472)</u>	<u>(1,698)</u>	<u>(224,171)</u>
Total transactions with owners of the Company	-	-	(1,585)	(222,638)	977	(223,246)
Balance as of 30 September 2017	95,700	32,417	(9,039)	800,977	39,558	959,613



## **3.2.** Separate Statement of Changes in Equity

#### As of 30 September 2017 and for the nine-month period then ended on that date

(Amounts in thousands of euro)

COMPANY	Share capital	Reserves	Treasury shares	Retained earnings	Total equity
Balance as of 1 January 2016	95,700	48,474	(2,719)	1,020,827	1,162,282
Total comprehensive income for the period 01.01-30.09.2016	-	-	-	125,952	125,952
Transfer between reserves	-	(16,574)	-	16,574	-
Share-based payment	-	-	-	1,326	1,326
Dividends paid	=	=	=	<u>(254,875)</u>	<u>(254,875)</u>
Balance as of 30 September 2016	95,700	31,900	(2,719)	909,803	1,034,684
Balance as of 1 January 2017	95,700	31,900	(7,454)	917,975	1,038,121
Total comprehensive income for the period 01.01-30.09.2017	-	-	-	118,790	118,790
Acquisition of treasury shares	-	-	(1,585)	-	(1,585)
Dividends paid	=	=	=	<u>(222,472)</u>	<u>(222,472)</u>
Balance as of 30 September 2017	95,700	31,900	(9,039)	814,293	932,854

# **4.** Cash Flow Statement

#### As of 30 September 2017 and for the nine-month period then ended on that date

	GROUP		СОМ	PANY			
	01.01- 30.09.2017	01.01- 30.09.2016	01.01- 30.09.2017	01.01- 30.09.2016			
OPERATING ACTIVITIES							
Profit before tax	163,952	171,307	165,853	177,389			
Adjustments for:							
Depreciation & Amortization	44,059	43,578	27,408	27,489			
Net finance costs	15,255	9,309	7,267	(704)			
Employee benefit plans	2,220	1,535	2,103	1,496			
Provisions for bad debts	25	161	-	-			
Other provisions	(2,668)	(6,721)	(2,668)	(6,619)			
Exchange differences	-	51	-	50			
Share of (profit)/loss from associates	267	(450)	-	-			
(Gain) /loss from investing activities	24	(728)	6	(670)			
Other non-cash items	=	<u>-</u>	<u>2,065</u>	<u>2,168</u>			
Total	223,134	218,042	202,033	200,600			

(Amounts in thousands of euro)



#### **Changes in Working capital**

Changes in working capital						
Decrease / (increase) in inventories	5,325	1,312	144	(1,290)		
(Increase) / decrease in receivables	(7,730)	(4,465)	(13,036)	3,599		
Decrease / (increase) in payables (except banks)	(37,300)	(20,836)	3,242	(10,510)		
Increase / (decrease) in taxes payable	<u>3,448</u>	<u>(70,744)</u>	<u>3,366</u>	<u>(67,879)</u>		
Total	186,877	123,309	195,748	124,520		
Interest paid	(17,896)	(10,680)	(15,238)	(8,005)		
Income tax paid	<u>(15,727)</u>	<u>(59,445)</u>	<u>(12,833)</u>	<u>(53,900)</u>		
Net cash flows from operating activities	153,255	53,183	167,677	62,615		
INVESTING ACTIVITIES						
Proceeds from sale of tangible & intangible assets	54	680	10	677		
Extra charge for the acquisition of subsidiary	(34,197)	(695)	-	-		
Loan repayments from third parties	174	-	-	-		
Share capital increase in subsidiaries	-	-	(15,000)	(145,000)		
Loans granted to third parties	-	(80,000)	-	-		
Loans granted to Group companies	-	-	(3,600)	-		
Increase in cash due to first consolidation of NEUROSOFT S.A.	2,613	-	-	-		
Purchase of intangible assets	(23,978)	(21,192)	(2,594)	(8,797)		
Purchase of property, plant and equipment & investment property	(28,804)	(12,915)	(25,638)	(9,583)		
Dividends received	-	-	6,592	9,103		
Interest received	<u>1,680</u>	<u>1,074</u>	<u>921</u>	<u>520</u>		
Net cash flows used in investing activities	(82,457)	(113,049)	(39,309)	(153,081)		
FINANCING ACTIVITIES						
Proceeds from loans & borrowings	233,524	236,429	233,524	183,929		
Payments of loans & borrowings	(33,939)	(30,097)	(23,939)	(97)		
Acquisition of treasury shares	(1,585)	-	(1,585)	-		
Share capital increase expenses of subsidiaries	(165)	(275)	-	-		
Return of share capital of subsidiary	-	(6 <i>,</i> 598)	-	-		
Dividends paid	<u>(194,320)</u>	<u>(254,636)</u>	<u>(193,470)</u>	<u>(254,636)</u>		
Net cash flows used in financing activities	<u>3,514</u>	<u>(55,177)</u>	<u>14,528</u>	<u>(70,804)</u>		
Net increase / (decrease) in cash and cash equivalents	74,312	(115,043)	142,896	(161,270)		
Cash and cash equivalents at the beginning of the period	<u>273,523</u>	<u>301,695</u>	<u>65,433</u>	<u>231,115</u>		
Cash and cash equivalents at the end of the period	347,835	186,652	208,329	69,845		