

# FINANCIAL STATEMENTS

### AS AT SEPTEMBER 30, 2005 AND 2004

### (ACCORDING TO INTERNATIONAL FINANCIAL REPORTING STANDARDS)

The attached interim financial statements were approved by the Board of Directors at November 21, 2005 and they are posted on the internet at the company's site «www.opap.gr». The attention of the reader is drawn to the fact that the extracts published in the press aim at providing the public with certain elements of financial information but they do not present a comprehensive view of the financial position and the results of operations of the Company and the Group, in accordance with International Financial Reporting Standards.



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# **Company information**

Board of directors:	Kostakos Sotirios (Chairman) Neiadas Basile (C.E.O.) Anisios Ioannis Karkasis Christos Koulosousas Sotirios Kranias Dimitrios Liapis Serafim Likopoulos Dimitrios Nikolaropoulos Sotirios Rigopoulos Konstantinos Stergiopoulos Evangelos
Legal Form:	Societe Anonyme (Anonymos Etairia)
<u>Country:</u>	Greece
<u>Register Number:</u>	46329/06/B/00/15
<u>Auditors:</u>	Grant Thornton

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#### FINANCIAL STATEMENTS OPAP S.A.

Income Statements

For the Nine-month Periods Ended September 30, 2005 and 2004

(Thousands of euro, except for per share amounts)

		20	05	20	004
	Notes	01/01- 30/09/2005	01/07- 30/09/2005	01/01- 30/09/2004	01/07- 30/09/2004
Revenues	F	2,523,436	863,129	2,128,618	674,951
Cost of sales	G	(1,984,120)	(675,426)	(1,647,180)	(523,587)
Gross profit		539,316	187,703	481,438	151,364
Other operating income		10,796	4,147	9,414	2,518
Distribution costs		(68,843)	(21,665)	(41,187)	(16,923)
Administrative expenses		(23,768)	(8,329)	(18,206)	(4,965)
Other operating expenses		(2,026)	(829)	(1,799)	(959)
Income from provisions	H/J	0	0	148,012	0
Profit from operations		455,475	161,027	577,672	131,035
Net financing results		7,241	1,969	4,652	1,525
Profit before tax		462,716	162,996	582,324	132,560
Tax expense	I	(155,674)	(52,009)	(209,249)	(47,760)
Profit after tax		307,042	110,987	373,075	84,800
Basic earnings per share		0.96	0.35	1.17	0.27

Chairman of Board<br/>of DirectorsChief Executive<br/>OfficerChief Financial<br/>OfficerChief Accounting<br/>OfficerKostakos SotiriosNeiadas BasileTsaousis KonstantinosTsilivis Konstantinos

#### The attached notes form an integral part of these financial statements

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**Capital and reserves** 

Dividends proposed

**Total capital & reserves** 

**TOTAL EQUITY & LIABILITIES** 

**Retained earnings** 

Issued capital

Reserves

#### OPAP S.A. Balance Sheets as at September 30, 2005 and December 31, 2004 (Thousands of euro)

100570		2004
ASSETS		
Current assets		
Cash and cash equivalents	452,298	383,553
Inventories	276	482
Trade receivables	43,555	36,445
Other receivables	180,597	226,974
Total current assets	676,726	647,454
Non - current assets		
Intangible assets	231,812	244,609
Property, plant and equipment	35,491	38,609
Investments in subsidiaries	42,877	42,877
Investments in associates	10,000	10,000
Other non current assets	11,427	11,519
Deferred tax assets	5,990	6,538
Total non-current assets	337,597	354,152
TOTAL ASSETS	1,014,323	1,001,606
EQUITY & LIABILITIES		
Current liabilities		
Borrowings	15,852	21,574
Trade and other payables	118,834	115,249
Tax liabilities	318,400	336,457
Accrued liabilities	33,433	4,230
Total current liabilities	486,519	477,510
Non - current liabilities		
Borrowings	17,786	25,345
Employee benefit plans	23,248	23,369
Provisions	730	0
Other liabilities	5,451	5,165
Total non current liabilities	47,215	53,879

#### The attached notes form an integral part of these financial statements

95,700

43,060

480,589

1,014,323

0 341,829

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95,700

43,060

296,670

34,787

470,217

1,001,606



#### OPAP S.A. Cash Flow Statements For the Nine-month Periods Ended September 30, 2005 and 2004 (Thousands of euro)

	Notes	2005	2004
OPERATING ACTIVITIES			
Profit before tax		462,716	582,324
Adjustments for:			
Depreciation & amortization		16,921	19,659
Net financing income		(8,354)	(6,633)
Employee benefit plans		1,175	671
Provisions for bad debts		1,600	3,797
Released provisions for contingent liabilities		0	(148,012)
Other non cash items		(566)	(837)
		473,492	450,969
Increase (decrease) in inventories		206	64
Increase (decrease) in trade & other receivable		52,802	(40,337)
Increase (decrease) in payables		39,769	3,540
Increase (decrease) in taxes payables		(4,140)	(659)
		562,129	413,577
Income taxes paid		(183,999)	(101,094)
Cash flow from operating activities		378,130	312,483
INVESTING ACTIVITIES			
Proceeds from sale of plant and equipment		0	118
Guarranties		(27)	0
Loans raised to personnel		(61)	(823)
Acquisition of subsidiary net of cash acquired		0	(25,172)
Purchase of plant and equipment		(8,540)	(13,986)
Purchase of intangible assets		(146)	(1,156)
Interest received		8,354	6,633
Cash flows from investing activities		(420)	(34,386)
FINANCING ACTIVITIES			
Repayment of borrowings		(13,282)	(21,426)
Dividends returns (paid)		(295,683)	(138,456)
Cash flow from financing activities		(308,965)	(159,882)
			(135,002)
Net increase in cash and cash equivalents		68,745	118,215
Cash and cash equivalents at beginning of year		383,553	286,005
Cash and cash equivalents at end of year		452,298	404,220

#### The attached notes form an integral part of these financial statements

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#### OPAP S.A. Statement of Changes in Net Equity For the Nine-month Periods Ended September 30, 2005 and December 31, 2004 (Thousands of euro)

	Notes	Share capital	Other reserves	Dividends proposed	Retained earnings	Total
Balance as at						
December 31, 2003		95,700	43,060	137,170	5,531	281,461
Changes in					(2.2)	
accounting policies		-	-	-	(28)	(28)
Restated at		05 700	42.050			201 422
December 31,2003		95,700	43,060	137,170	5,503	281,433
Net profit for the					272 075	272 075
period (restated)		-	-	-	373,075	373,075
Dividends paid		-	-	(137,170)	-	(137,170)
Balance as at						
September 30, 2004		95,700	43,060	0	378,578	517,338
Balance as at						
December 31, 2004		95,700	43,060	296,670	39,044	474,474
Changes in						
accounting policies		-	-	-	(4,257)	(4,257)
Restated at						
December 31,2004		95,700	43,060	296,670	34,787	470,217
Net profit for the						
period		-	-	-	307,042	307,042
Dividends paid		-	-	(296,670)	-	(296,670)
Balance as at						
September 30, 2005		95,700	43,060	0	341,829	480,589

#### The attached notes form an integral part of these financial statements

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## OPAP S.A. Notes to Financial Statements

# **General Information**

OPAP S.A. was established as a private legal entity in 1958.

OPAP S.A. was reorganized as a société anonyme in 1999 and its accounting as such began in 2000.

The Company has the sole concession to operate and manage nine existing numerical lottery and sports betting games as well as two new numerical lottery games, which it has yet to introduce. The Company also holds the sole concession to operate and manage any new sports betting games in Greece as well as a right of first refusal to the sole concession to operate and manage any new games permitted and regulated by the Hellenic Republic.

The Company currently operates six numerical lottery games (*Joker, Lotto, Proto, Extra 5 Super* and *3 Kino*) and three sports betting games (*Stihima, Propo* and *Propo-goal*). It has also designed two new lottery games (*Bingo,* and *Super 4*). It distributes its games through an extensive on-line network of approximately 5,126 dedicated agents.

# A. Basis of Preparation

The interim financial statements for the period ended as at September 30, 2005 have been prepared in accordance with International Financial Reporting Standards (and in particular International Accounting Standard No. 34), using the historical cost convention.

# **B.** Accounting Policies

The same accounting policies and methods of computation are followed in the interim financial statements as have been used in preparing the audited annual financial statements for the period ended as at December 31, 2004 (the "Annual Financial Statements"), except for the accounting policies discussed below.

In 2003 and 2004, the IASB issued a series of new IFRS and revised International Accounting Standards (IAS), which in conjunction with unrevised IAS's issued by the International Accounting Standards Committee, predecessor to the IASB, is referred to as "the IFRS Stable Platform 2005". The Group applies the IFRS Stable Platform 2005 from January 1, 2005.

# Bi. Adoption of IAS No 27 & 28 (rev 2003)

The company up to December 31, 2004 accounted investments in subsidiaries and investments in associates under equity method. According to the revised I.A.S. No 27 and No 28 investments in subsidiaries and associates in the parent company's statements are accounted either at cost or according to I.A.S. No 39. From January 1st ,2005 investments in subsidiaries and associates are accounted for under cost method. The changing in accounting policy is applied under I.AS. No 8.

The adoption of I.A.S. No 27 and I.A.S. No 28 resulted in the following adjustments in the income statement of the comparative period 2004:



	2004
Elimination of income from subsidiaries	(4,073)
Elimination of income from associates	(133)
Elimination of amortization of Goodwill	1,817
Decrease in profit after tax	(2,389)
Decrease in earnings per share	
Basic	(0.01)

#### **C. Main Developments**

On June 25th 2005, the Company gets on a partial revision of the contract with INTRALOT S.A as regards the operation of Stihima. The revision has retroactive validity from January 30th 2005. The main changes of the contract are as follows:

a) The increase in the percentage of attribution to the winners that the Contractor guarantees. The new percentage arises to 64.92% upon the revenues as a result of gradually induction games between Greek teams, live betting and non sports events respectively. Every amount over the above percentage is paid by the Contractor after the expiration of the contract.

b) The date of the clearance which will come by the completion of the contract concerning the period between January 30th 2005 and January 29th 2007.

### **D. Seasonality**

Under International Financial Reporting Standards, the Company's operations are not affected by seasonality or cyclical factors, except for operations relating to *Stihima*, for which the sales increase in connection with significant sports events, such as the European or World Cup.

### **E.** Reclassifications

Certain prior period amounts have been reclassified to conform to current presentation.



# F. Segment Information

Business Segments for the Period ended September 30, 2005

	PROPO	LOTTO	PROTO	STIHIMA	PROPO GOAL	JOKER	EXTRA 5	SUPER 3	KINO	TOTAL
(Thousands of euro)										
Revenues	56,567	38,961	28,581	939,620	947	185,907	14,519	49,321	1,209,013	2,523,436
Gross profit	20,560	17,821	9,384	141,958	136	67,163	2,892	15,104	264,298	539,316
Other information :										
Tangible and intangible	F 002	4 1 2 7	2 0 2 0	00 533	100	10 (02	1 520	E 224	120.000	267 202
assets Current assets	<u>5,992</u> 15,170	4,127 10,448	3,028 7,665	<u>99,532</u> 251,984	<u>100</u> 254	19,693 49,856	<u>1,538</u> 3,894	5,224 13,227	128,069 324,228	267,303 676,726
Segment assets	21,162	14,575	10,693	351,516	354	<b>69,549</b>	5,432	18,451	452,297	944,029
Unallocated assets										70,294
TOTAL ASSETS										1,014,323
Segment liabilities	4,290	2,954	2,167	71,253	72	14,098	1,101	3,740	91,681	191,356
Unallocated liabilities										342,378
TOTAL LIABILITIES										533,734
Additions of tangible and intangible										
assets	28	20	15	473	0	94	7	25	608	1,270
Depreciation and amortization	379	261	192	6,301	6	1,247	97	331	8,107	16,921

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Business Segments for the Period ended September 30, 2004

	PROPO	LOTTO	PROTO	STIHIMA	PROPO GOAL	JOKER	EXTRA 5	SUPER 3	KINO	TOTAL
(Thousands of euro)										
Revenues	53,991	42,449	30,810	1,226,088	1,319	171,361	26,814	96,106	479,680	2,128,618
Gross profit	19,899	19,495	10,095	233,702	463	61,231	7,845	27,395	101,313	481,438
Other information :	·									
Tangible and intangible assets	7,325	5,759	4,180	166,356	179	23,250	3,638	13,039	65,083	288,809
Current assets	15,681	12,329	8,948	356,114	383	49,772	7,788	27,913	139,322	618,250
Segment assets Unallocated assets	23,006	18,088	13,128	522,470	562	73,022	11,426	40,952	204,405	907,059 69,780
TOTAL ASSETS										976,839
Segment liabilities Unallocated	4,438	3,489	2,532	100,783	108	14,086	2,204	7,900	39,430	174,970
liabilities TOTAL										286,257
LIABILITIES										461,227
Additions of tangible and intangible assets	384	302	219	8,723	9	1.218	191	684	3.412	15,142
Depreciation and amortization	499	392	285	11,323	12	1,583	247	887	4,431	19,659

There are no sales transactions between the business segments. Segment assets consist of property, plant and equipment, intangible assets, inventories, trade and other receivables, cash and cash equivalents. Unallocated assets principally consist of other noncurrent assets, deferred tax assets, goodwill and investments in associates.

Segment liabilities comprise operating liabilities and exclude items such as taxation, employee benefit plans and provisions.

A portion of cost of sales has been allocated to each business segment according to the revenues of that business segment.



# G. Cost of sales

The analysis of cost of sales, classified by type of expenses, is as follows:

Nine Month Period Ending September 30,	2005	2004			
	(Thousands of euro)				
Prize payouts to lottery and betting winners	1,627,762	1,281,523			
Lottery agents' commissions	202,804	178,563			
Betting commissions	97,213	125,401			
Depreciation	2,850	5,284			
Amortization	12,985	13,236			
Repairs and maintenance	6,149	5,060			
Third party outsourcing	7,869	8,837			
Greek Professional Football Team Association	4,612	4,115			
Staff cost	10,135	9,537			
Provisions for bad debtors	1,600	3,797			
Other expenses	9,345	11,136			
Retirement benefit costs	796	691			
Total cost of sales	1,984,120	1,647,180			

# H. Income from provisions

During the nine month period ended September 30, 2004 the parent company, based on Decision 953/2004 of the Athens Court, recognized the reversal of the accumulated provision of 148,012,000  $\in$  that had been recognized by the Company through December 31, 2003, based on the 2/2003 decision of the Arbitration Court, pursuant to which the company would have been obligated to pay to INTRALOT S.A. an amount of 36,900,000  $\in$  for every year that it didn't include horserace and greyhound race betting as additional *Stihima* betting events.

# I. Other Information

- No share capital has been issued during the periods presented.
- No mergers or acquisitions have taken place during the periods presented.
- No loss from the impairment of property, plant and equipment and intangible assets has taken place during the periods presented.
- An amount of 6,421,000 € is included in the income tax expense of the current period. The amount relates to additional income tax charges that aroused after the finalization of tax obligations for the years 2003 and 2004 by tax authorities



## J. Commitments and Contingencies

OPAP S.A. has signed a contract with INTRALOT S.A., in relation to the operation of certain parts of *Stihima*. The contract signed by OPAP S.A. and INTRALOT S.A. specifies that the betting coupon will include a variety of betting events including absolute-fixed odds and variable-fixed odds betting games.

INTRALOT S.A. requested compensation from the Company for damages due to the Company's failure to introduce horse and greyhound race betting games.

The Company and INTRALOT S.A. sought to resolve the dispute through arbitration.

A three-member Arbitration Court issued a decision granting INTRALOT S.A., in relation to the operation of certain parts of *Stihima*, the amount of  $36,900,000 \in$  for every year that the commencement of the horse and greyhound racing betting was delayed after March 29, 2001, until horse and greyhound race betting began to operate or until the relevant contract expires (January, 28, 2007).

Regarding the above decision OPAP S.A. requested from the Athens Court of Appeal the rescission of the decision. The Appeal was heard by the Court on October 7<sup>th</sup>, 2003 which thereafter issued a decision favorable to the company.

INTRALOT S.A. has appealed against the Athens Court's decision, to the Supreme Court. The recantation was discussed in the 24/10/2005 and is expected the publication of decision.

The Company's management believes that it is not probable that INTRALOT S.A.'s appeal will be successful and that therefore it is not likely that the Company will be required to pay compensation to INTRALOT S.A.

No material changes have taken place during the nine month period ended September 30, 2005 in the Company's commitments and contingencies apart from those disclosed in the Annual Financial Statements, for the period ended as at December 31, 2004 and those disclosed above.

### **K. Subsequent Events**

There have not been any material events subsequent to the end of the interim period ended September 30, 2005.