

OPAP S.A.

June 29, 2018

[Bloomberg Ticker: OPAP:GA] [Reuters Ticker: OPAr.AT] **Greek Equities | Consumer Discretionary**
 Listed on Athens Stock Exchange, Greece **VRS Research Team | www.vrs.gr**

Earnings Estimates Update
STOCK PRICE € 9.64 | MKT CAP € 3,076.75 MN

Business Overview

- OPAP S.A. is the **undisputable leader** in the **Greek Gaming Market** controlling an impressive **70.2%** market share.
- OPAP's games** can be classified into 5 main categories:
 - Lotteries
 - Sports Betting
 - Instants/Passives
 - Video Lottery Terminals – VLTs (under development)
- OPAP offers its products through **the largest commercial network in Greece, counting 4,847 POS** (as of 31/12/2017).
- OPAP has acquired **several exclusive licenses from the Greek State** which support the dominant position of the company in the Greek Gaming Market and provide the pillars for expanding revenue generation in the future.

Financial Highlights & Investment Considerations

- The recently introduced VLTs provide significant growth potential for OPAP during the next two years, estimated at **€385 million of additional GGR** (Gross Gaming Revenue) **by FY2019**.
- The participation of the VLT segment to the total GGR is expected to grow from **4% in FY2017 to 22% in FY2019**
- So, we have projected a **16.5% 2Y EBITDA CAGR (FY2017-FY2019)** driven mostly from the gradual deployment of VLTs.
- However, **the maximum potential from the VLT segment will be achieved from FY2020 onwards**, since from that date the maximum allowed VLTs (25K) will be fully operational during the entire fiscal year.
- Capital Expenditures** for the projected period are expected at **€50 million in FY2018 and €20 million in FY2019**, oriented mostly to the installation of technological infrastructure in existing agencies and new Gaming Halls.
- Taking into account the strong cash flow generation of the company and the low needs for CAPEX, we have estimated a **dividend of €0.48 and €0.7 per share** to be distributed to the shareholders from the profits of FY2018 and FY2019 respectively, implying a **dividend payout ratio approaching 100%**.
- OPAP's most significant risk is the **frequent change on the regulatory framework** (changes in the terms of the exclusive licenses and the tax contribution). Currently, all regulatory issues have been settled with only exception the competition through the online betting market which is under a transitional regime.

OPAP S.A. – Summary of Consolidated Financials

June 29, 2018

(in € mn)	GGR	EBITDA	EBT	EATAM	EQUITY	BANK DEBT	DEBT/ EQUITY (x)	P/E (x)	P/BV (x)	EV/EBITDA (x)	ROE %
2009	1,780,936	966,756	946,906	593,789	618,412	0	0.00	5.18	5.0	2.5	96%
2010	1,653,921	905,530	889,550	575,802	696,574	0	0.00	5.35	4.4	2.7	83%
2011	1,413,414	734,156	699,723	537,458	884,744	284,072	0.32	5.73	3.5	4.3	61%
2012	1,302,110	673,660	638,232	505,487	1,162,466	250,589	0.22	6.09	2.6	4.3	43%
2013	1,219,923	221,712	187,756	141,115	1,125,283	165,447	0.15	21.81	2.7	13.5	13%
2014*	1,377,679	346,524	305,579	199,224	1,167,699	1	0.00	15.45	2.6	8.0	17%
2015	1,399,671	377,102	299,592	209,900	1,161,822	147,097	0.13	14.67	2.6	7.8	18%
2016	1,397,565	307,539	236,916	172,856	1,035,277	381,689	0.37	17.81	3.0	10.4	17%
2017	1,455,514	306,455	193,239	131,626	714,770	682,269	0.95	23.39	4.3	11.5	18%
2018	1,597,807	361,545	242,278	167,172	723,407	663,098	0.92	18.41	4.3	9.6	23%
2019	1,738,770	416,208	295,481	203,882	698,573	658,098	0.94	15.10	4.4	8.2	29%

Source: The Company, VRS Estimates

* In 2013 the company became fully private and a 35% tax contribution on the GGR introduced for the first time.

Please see important disclosure and disclaimer statements at the end of this report.

Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

Contents

	Page
Q1 2018 Results	4
Income Statement	5
Revenue Projections	6-7
Balance Sheet	8-9
Cash Flow Statement	10
Financial Ratios	11
Stock Price	12
Stock versus Athens Exchange General Index	13
Notes & Disclaimer	14-16

Notes: Projections are based on IFRS consolidated accounts. Projected years concern the period 2018 – 2019.

Q1 2018 Results

Source: Company

Financial Results

	2017 Q1	2018 Q1
Gross Gaming Revenue (GGR)	358,898	377,260
y-o-y Change %		5.12%
Net Gaming Revenue (NGR)	239,037	253,143
% of GGR	66.60%	67.10%
y-o-y Change %		5.90%
EBITDA	78,489	87,218
% of GGR	21.87%	23.12%
y-o-y Change %		11.12%
EBIT	55,744	64,364
% of GGR	15.53%	17.06%
y-o-y Change %		15.46%
Net Results After Taxes	33,797	39,931
% of GGR	9.42%	10.58%
y-o-y Change %		18.15%

Financial Position

	2017 Q4	2018 Q1
Total Non-Current Assets	1,356,527	1,345,247
% Total Assets	75.49%	74.97%
Total Current Assets	440,383	449,094
% Total Assets	24.51%	25.03%
TOTAL ASSETS	1,796,910	1,794,341
Total Equity	758,167	798,162
% Total Equity & Liabilities	42.19%	44.48%
Total L-Term Liabilities	556,723	695,485
Total Current Liabilities	482,020	300,694
Total Liabilities	1,038,743	996,179
% Total Equity & Liabilities	57.81%	55.52%
TOTAL EQUITY & LIABILITIES	1,796,910	1,794,341

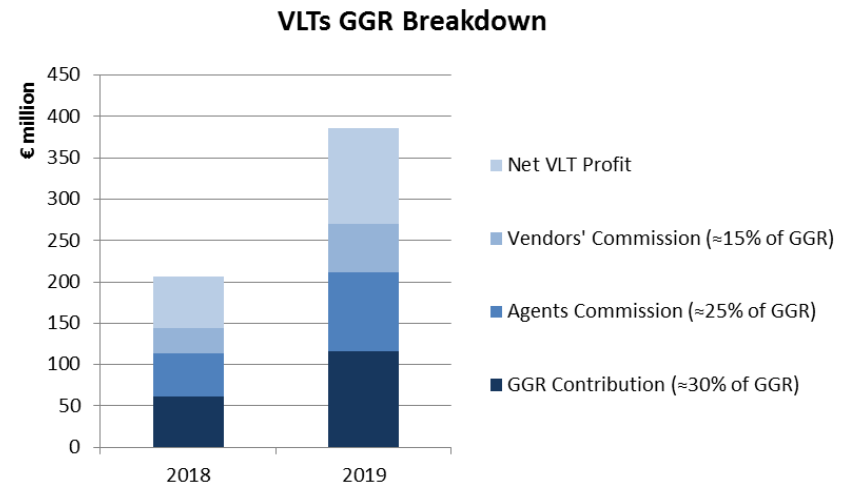
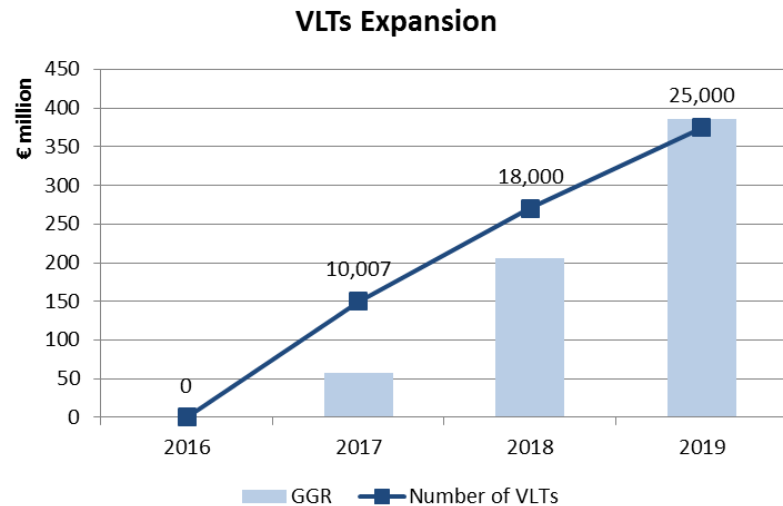
Income Statement

Source: Company, VRS Estimates.

		2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Gross Gaming Revenue (GGR)		1,780,936	1,653,921	1,413,414	1,302,110	1,219,923	1,377,679	1,399,671	1,397,565	1,455,514	1,597,807	1,738,770
	y-o-y Change %	-3.8%	-7.1%	-14.5%	-7.9%	-6.3%	12.9%	1.6%	-0.2%	4.1%	9.8%	8.8%
GGR Contribution		0	0	0	0	345,401	404,535	411,964	466,743	482,578	523,884	564,937
	% of GGR	0.0%	0.0%	0.0%	0.0%	28.3%	29.4%	29.4%	33.4%	33.2%	32.8%	32.5%
	y-o-y Change %						17.1%	1.8%	13.3%	3.4%	8.6%	7.8%
Net Gaming Revenue (NGR)		1,780,936	1,653,921	1,413,414	1,302,110	874,522	973,144	987,707	930,822	972,936	1,073,922	1,173,832
	% of GGR	100.0%	100.0%	100.0%	100.0%	71.7%	70.6%	70.6%	66.6%	66.8%	67.2%	67.5%
	y-o-y Change %	-3.8%	-7.1%	-14.5%	-7.9%	-32.8%	11.3%	1.5%	-5.8%	4.5%	10.4%	9.3%
Total Commissions		458,341	432,561	365,585	333,462	312,944	359,653	362,369	384,648	408,194	457,378	511,625
	% of GGR	25.7%	26.2%	25.9%	25.6%	25.7%	26.1%	25.9%	27.5%	28.0%	28.6%	29.4%
	y-o-y Change %	-0.5%	-5.6%	-15.5%	-8.8%	-6.2%	14.9%	0.8%	6.1%	6.1%	12.0%	11.9%
Operating Expenses		355,839	315,830	313,673	294,988	339,866	266,967	248,236	238,635	258,287	255,000	246,000
	% of GGR	20.0%	19.1%	22.2%	22.7%	27.9%	19.4%	17.7%	17.1%	17.7%	16.0%	14.1%
	y-o-y Change %	6.4%	-11.2%	-0.7%	-6.0%	15.2%	-21.4%	-7.0%	-3.9%	8.2%	-1.3%	-3.5%
EBITDA		966,756	905,530	734,156	673,660	221,712	346,524	377,102	307,539	306,455	361,545	416,208
EBITDA Margin		54.3%	54.8%	51.9%	51.7%	18.2%	25.2%	26.9%	22.0%	21.1%	22.6%	23.9%
	y-o-y Change %	-8.5%	-6.3%	-18.9%	-8.2%	-67.1%	56.3%	8.8%	-18.4%	-0.4%	18.0%	15.1%
Depreciation		42,908	39,587	43,690	43,791	44,111	50,321	74,332	58,286	91,885	92,000	94,000
	% of GGR	2.4%	2.4%	3.1%	3.4%	3.6%	3.7%	5.3%	4.2%	6.3%	5.8%	5.4%
EBIT		923,848	865,943	690,466	629,869	177,601	296,203	302,770	249,253	214,570	269,545	322,208
	% of GGR	51.9%	52.4%	48.9%	48.4%	14.6%	21.5%	21.6%	17.8%	14.7%	16.9%	18.5%
	y-o-y Change %	-3.8%	-6.3%	-20.3%	-8.8%	-71.8%	66.8%	2.2%	-17.7%	-13.9%	25.6%	19.5%
Net Financial Results		23,058	23,607	9,257	8,363	10,155	9,376	-3,178	-12,337	-21,331	-27,267	-26,727
Net Results Before Taxes		946,906	889,550	699,723	638,232	187,756	305,579	299,592	236,916	193,239	242,278	295,481
EBT Margin		53.2%	53.8%	49.5%	49.0%	15.4%	22.2%	21.4%	17.0%	13.3%	15.2%	17.0%
	y-o-y Change %	-4.7%	-6.1%	-21.3%	-8.8%	-70.6%	62.8%	-2.0%	-20.9%	-18.4%	25.4%	22.0%
Income Tax		353,117	313,748	162,265	132,745	46,641	106,355	89,692	64,060	61,613	75,106	91,599
	Effective Tax Rate	37.3%	35.3%	23.2%	20.8%	24.8%	34.8%	29.9%	27.0%	31.9%	31.0%	31.0%
Net Results After Taxes		593,789	575,802	537,458	505,487	141,115	199,224	209,900	172,856	131,626	167,172	203,882
EAT Margin		33.3%	34.8%	38.0%	38.8%	11.6%	14.5%	15.0%	12.4%	9.0%	10.5%	11.7%
	y-o-y Change %	-18.5%	-3.0%	-6.7%	-5.9%	-72.1%	41.2%	5.4%	-17.6%	-23.9%	27.0%	22.0%
Net Results (a.t.&m.i.)		593,789	575,802	537,458	505,487	141,115	194,998	210,719	170,236	126,211	161,757	198,467
Net Margin		33.3%	34.8%	38.0%	38.8%	11.6%	14.2%	15.1%	12.2%	8.7%	10.1%	11.4%
	y-o-y Change %	-18.5%	-3.0%	-6.7%	-5.9%	-72.1%	38.2%	8.1%	-19.2%	-25.9%	28.2%	22.7%

Video Lottery Terminals (VLTs)

Source: Company, VRS Estimates

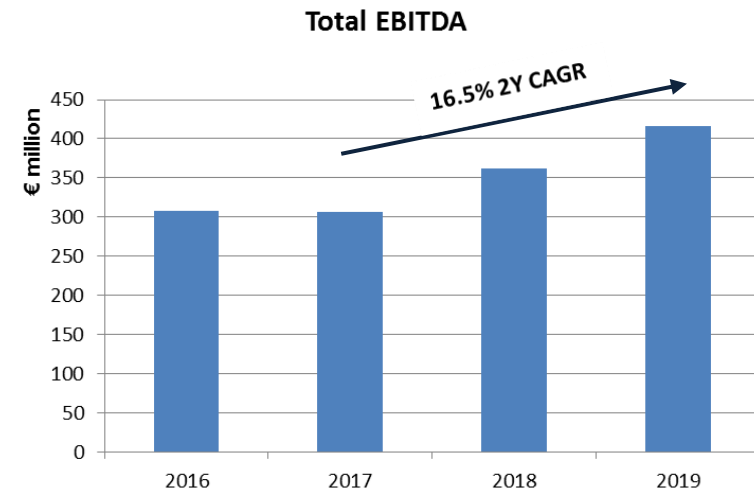
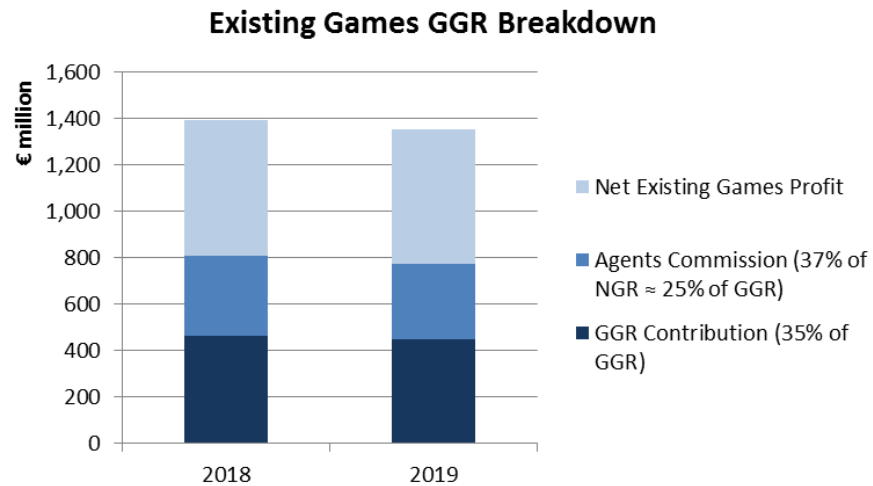


Important Assumptions:

- We have assumed a **conservative 47 and 48 €/VLT/day for FY2018 and FY2019** respectively, taking into account that the VLT segment is completely new in the Greek market.
- We expect these revenues to be acquired from
 1. The **illegal gaming market** which is estimated above €500 million in terms of GGR;
 2. **Cannibalization of the existing games of OPAP** (we have assumed 9% and 14% impact on the GGR of KINO for FY2018 and FY2019);
 3. Increased spending for gaming driven by the **recovery in disposable income, GDP and other macroeconomic indicators.**

Revenues from other activities

Source: Company, VRS Estimates



Assumptions on existing games:

- Positive effect from macroeconomic recovery on the GGR to be offset by the cannibalization due to the introduction of VLTs. The overall effect is expected to be a -1.6% 2Y GGR CAGR.
- Absence of significant changes in the market share of the online competitors under the transitional regime (around 17% of the market).
- New Contract with agents based on a 37% Agents' Commission on NGR – Net Gaming Revenue (GGR-GGR contribution). The percentage will be reduced to 36% for FY2019.

Balance Sheet – Asset Side

Source: Company, VRS Estimates.

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Assets											
Net Intangible Assets	233,305	208,554	1,110,089	1,114,286	1,111,646	1,284,181	1,237,170	1,231,041	1,218,543	1,163,543	1,095,543
Net Tangible Assets	85,637	86,982	89,597	81,052	49,314	44,205	56,238	67,585	109,298	122,298	116,298
Investment Property	1,295	1,227	1,159	2,320	1,139	1,540	1,398	940	922	922	922
Other L-term assets - Deferred Tax	52,184	32,095	19,668	16,516	142,207	13,436	24,114	30,726	27,764	28,000	28,000
Total Non-Current Assets	372,421	328,858	1,220,513	1,214,174	1,304,306	1,343,362	1,318,920	1,330,292	1,356,527	1,314,763	1,240,763
% Total Assets	28.59%	26.94%	81.08%	70.15%	81.45%	76.64%	77.18%	75.26%	75.49%	72.74%	69.14%
Inventories	1,166	428	475	724	880	2,976	4,166	12,469	7,920	8,755	9,528
Trade Receivables	35,509	44,553	51,651	27,859	36,466	92,250	55,234	80,634	127,829	140,082	152,440
Other Items	194,098	180,882	36,849	24,730	17,616	16,730	28,817	70,757	58,532	60,000	60,000
Cash in Bank and at Hand	699,587	665,959	195,894	463,292	242,061	297,418	301,695	273,523	246,102	283,914	331,943
Total Current Assets	930,360	891,822	284,869	516,605	297,023	409,374	389,912	437,383	440,383	492,751	553,911
% Total Assets	71.41%	73.06%	18.92%	29.85%	18.55%	23.36%	22.82%	24.74%	24.51%	27.26%	30.86%
TOTAL ASSETS	1,302,781	1,220,680	1,505,382	1,730,779	1,601,329	1,752,736	1,708,832	1,767,675	1,796,910	1,807,514	1,794,674

Balance Sheet – Liability Side

Source: Company, VRS Estimates.

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Equity & Liabilities											
Share Capital	95,700	95,700	95,700	95,700	95,700	95,700	95,700	95,700	95,700	95,700	95,700
Reserves	43,809	43,827	44,001	44,064	59,633	48,474	48,773	32,417	33,034	33,034	33,034
Profit Carried Forward & Treasury Share	478,903	557,047	745,043	1,022,702	969,950	1,023,525	1,017,349	907,160	586,036	594,673	569,839
Minority Rights	0	0	0	0	0	67,365	41,005	36,954	43,397	43,397	43,397
Total Equity	618,412	696,574	884,744	1,162,466	1,125,283	1,235,064	1,202,827	1,072,231	758,167	766,804	741,970
% Total Equity & Liabilities	47.47%	57.06%	58.77%	67.16%	70.27%	70.46%	70.39%	60.66%	42.19%	42.42%	41.34%
L-Term Bank Loans	0	0	250,629	165,686	0	0	115,000	263,000	513,098	613,098	613,098
Provisions	68,804	67,157	90,512	84,599	63,229	52,163	60,097	35,556	34,271	35,000	35,000
Other L-term - Deferred Tax Liabilities	7,864	9,353	89,957	14,155	12,416	7,627	5,926	6,699	9,354	10,000	10,000
Total L-Term Liabilities	76,668	76,510	431,098	264,440	75,645	59,790	181,023	305,255	556,723	658,098	658,098
Suppliers	145,341	94,550	86,887	58,714	65,746	170,353	127,091	149,283	173,860	192,612	209,605
Banks	0	0	33,443	84,903	165,447	1	32,097	118,689	169,171	50,000	45,000
Taxes-Duties	397,554	305,978	9,472	34,961	121,268	178,228	129,942	55,495	89,771	90,000	90,000
Other Payables & Prepayments	64,806	47,068	59,738	125,295	47,940	109,300	35,852	66,722	49,218	50,000	50,000
Total Current Liabilities	607,701	447,596	189,540	303,873	400,401	457,882	324,982	390,189	482,020	382,612	394,605
Total Liabilities	684,369	524,106	620,638	568,313	476,046	517,672	506,005	695,444	1,038,743	1,040,710	1,052,703
% Total Equity & Liabilities	52.53%	42.94%	41.23%	32.84%	29.73%	29.54%	29.61%	39.34%	57.81%	57.58%	58.66%
TOTAL EQUITY & LIABILITIES	1,302,781	1,220,680	1,505,382	1,730,779	1,601,329	1,752,736	1,708,832	1,767,675	1,796,910	1,807,514	1,794,674

Cash Flow Statement

Source: Company, VRS Estimates.

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Profit after Tax	593,789	575,802	537,458	505,487	141,115	199,224	209,900	172,856	131,626	167,172	203,882
Plus: Change of Depreciation	42,908	39,587	43,690	43,791	44,111	50,321	74,332	58,286	91,885	92,000	94,000
Gross Cash Flow	636,697	615,389	581,148	549,278	185,226	249,545	284,232	231,142	223,511	259,172	297,882
Change in:											
(-) Trade Debtors	35,509	9,044	7,098	-23,792	8,607	55,784	-37,016	25,400	47,195	12,253	12,358
(-) Other Receivables	194,098	-13,216	-144,033	-12,119	-7,114	-886	12,087	41,940	-12,225	1,468	0
(+) Trade Creditors	145,341	-50,791	-7,663	-28,173	7,032	104,607	-43,262	22,192	24,577	18,752	16,993
(+) Liabilities for Taxes	397,554	-91,576	-296,506	25,489	86,307	56,960	-48,286	-74,447	34,276	229	0
(+) Other Short - Term Liabilities	0	0	0	0	0	0	0	0	0	0	0
Change in Working Capital	312,122	-137,457	-167,281	32,978	91,690	104,573	-67,809	-127,898	28,432	4,426	3,862
Operating Cash Flow	948,819	477,932	413,867	582,256	276,916	354,118	216,423	103,244	251,943	263,597	301,744
Change in:											
(-) Assets	363,145	16,113	947,772	40,604	8,552	218,148	39,212	63,046	121,082	50,000	20,000
(-) Other Long - Term Receivables	52,184	-20,089	-12,427	-3,152	125,691	-128,771	10,678	6,612	-2,962	236	0
(+) Other Long - Term Liabilities	76,668	-158	103,959	-81,715	-23,109	-15,855	6,233	-23,768	1,370	1,375	0
(+) Cons. Diff. / Minority Interests	0	0	0	0	0	67,365	-26,360	-4,051	6,443	0	0
Cash Flow from Investment	-338,661	3,818	-831,386	-119,167	-157,352	-37,867	-70,017	-97,477	-110,307	-48,861	-20,000
Net Cash Flow before Financing Activities	610,158	481,750	-417,519	463,089	119,564	316,251	146,406	5,767	141,636	214,736	281,744
Net Change in Reserves	443,364	-6,398	-119,782	-45,998	-114,117	81,877	-89,295	131,085	-96,435	0	0
Change in Long - Term Debt	0	0	250,629	-84,943	-165,686	0	115,000	148,000	250,098	100,000	0
Change in Short - Term Debt	0	0	33,443	51,460	80,544	-165,446	32,096	86,592	50,482	-119,171	-5,000
Other Items and Dividends	493,444	508,998	217,010	116,273	157,105	161,940	201,048	380,640	368,404	152,338	223,300
Minority Interests on Profit	0	0	0	0	0	4,226	-819	2,620	5,415	5,415	5,415
Net Cash Flow from Financing	89,429	-515,378	-52,546	-195,691	-340,795	-260,894	-142,129	-33,939	-169,057	-176,924	-233,715
Cash at Beginning	0	699,587	665,959	195,894	463,292	242,061	297,418	301,695	273,523	246,102	283,914
Change in Cash and Marketable Securities	699,587	-33,628	-470,065	267,398	-221,231	55,357	4,277	-28,172	-27,421	37,812	48,029
Cash at End	699,587	665,959	195,894	463,292	242,061	297,418	301,695	273,523	246,102	283,914	331,943

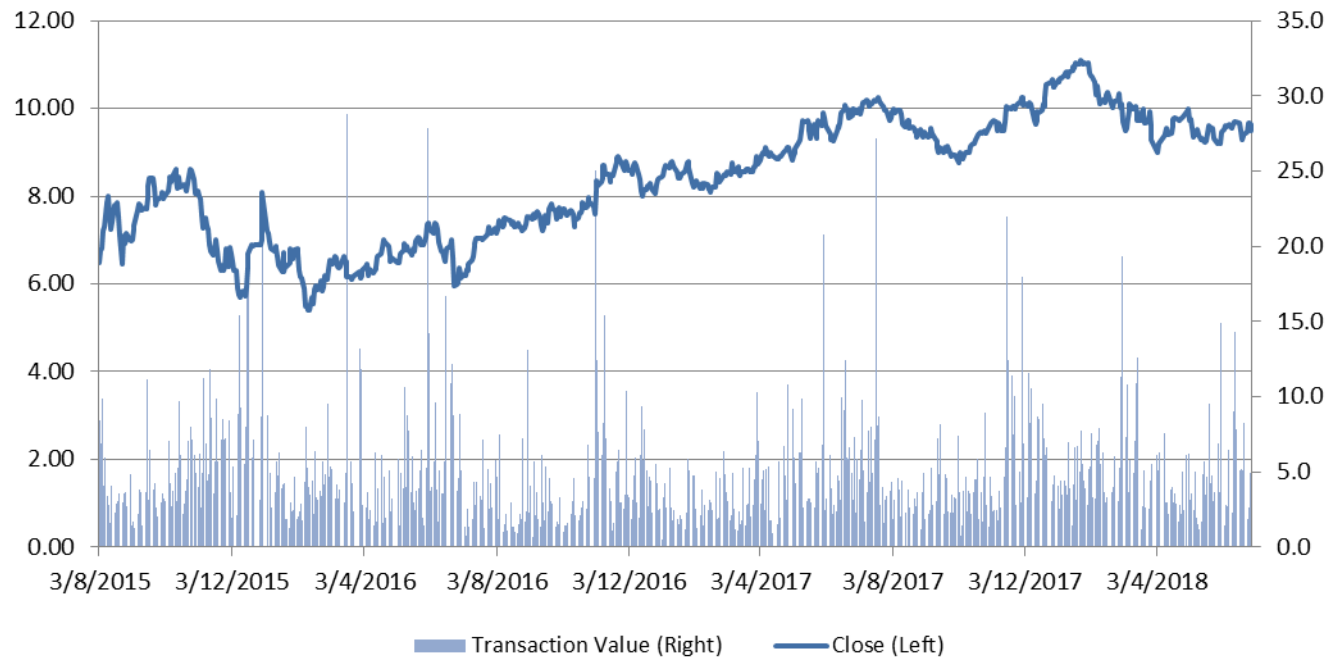
Financial Ratios

Source: Company, VRS Estimates.

PROFIT MARGINS	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Gross Margin	100.00%	100.00%	100.00%	100.00%	71.69%	70.64%	70.57%	66.60%	66.84%	67.21%	67.51%
EBITDA Margin	54.28%	54.75%	51.94%	51.74%	18.17%	25.15%	26.94%	22.01%	21.05%	22.63%	23.94%
EBIT Margin	51.87%	52.36%	48.85%	48.37%	14.56%	21.50%	21.63%	17.83%	14.74%	16.87%	18.53%
Pre-Tax Profit Margin	53.17%	53.78%	49.51%	49.02%	15.39%	22.18%	21.40%	16.95%	13.28%	15.16%	16.99%
Net Profit Margin	33.34%	34.81%	38.03%	38.82%	11.57%	14.15%	15.05%	12.18%	8.67%	10.12%	11.41%
BALANCE SHEET RATIOS	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Stock Days	0	0	0	0	0	1	1	3	2	2	2
Debtors Days	7	10	13	8	11	24	14	21	32	32	32
Creditors Days	30	21	22	16	20	45	33	39	44	44	44
Total Liab. / Total Equity	1.11	0.75	0.70	0.49	0.42	0.44	0.44	0.67	1.45	1.44	1.51
Bank Loans / Total Equity (D/E Ratio)	0.00	0.00	0.32	0.22	0.15	0.00	0.13	0.37	0.95	0.92	0.94
Current Ratio	1.53	1.99	1.50	1.70	0.74	0.89	1.20	1.12	0.91	1.29	1.40
Quick Ratio - Acid Ratio	1.53	1.99	1.50	1.70	0.74	0.89	1.19	1.09	0.90	1.26	1.38

Stock Price

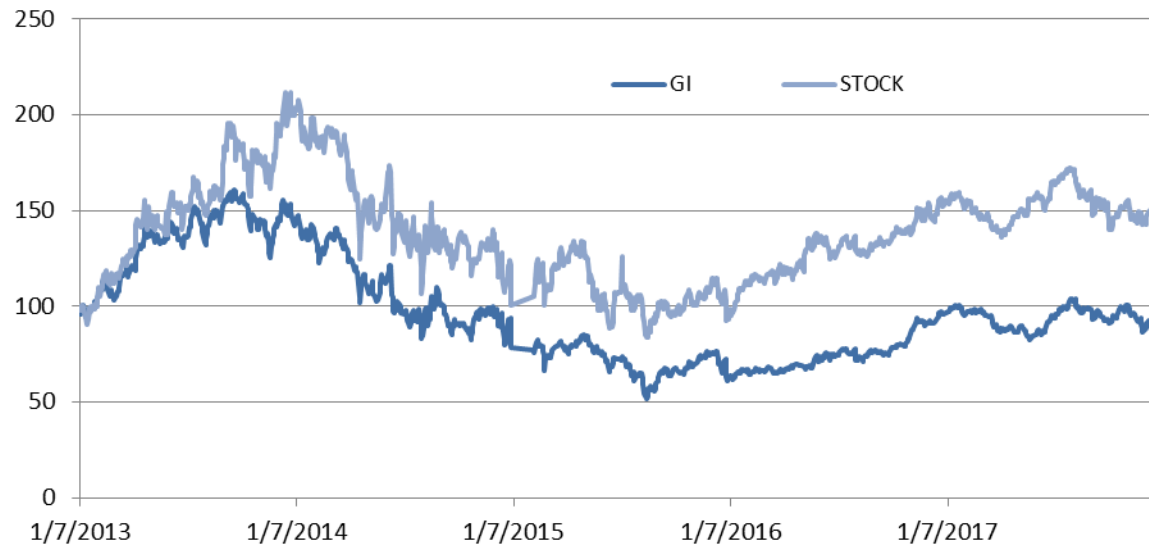
Period June 2015 – June 2018 | € (Euro) | Period as day/month/year



Source: Athens Stock Exchange. | Note: Transaction value is depicted in € million.

Stock versus Athens Exchange General Index

Period June 2013 – June 2018 | Basis = 100 | Period as day/month/year



Source: Athens Stock Exchange.

NOTES

DISCLOSURE STATEMENT (1)

VALUATION & RESEARCH SPECIALISTS (VRS) is an independent firm providing advanced equity research, quality valuations and value-related advisory services to local and international business entities and / or communities. VRS services include valuations of intangible assets, business enterprises, and fixed assets. VRS's focus business is in providing independent equity research to its institutional and retail clients / subscribers.

VRS is not a brokerage firm and does not trade in securities of any kind. VRS is not an investment bank and does not act as an underwriter for any type of securities.

VRS accepts fees from the companies it covers and researches (the "covered companies"), and from major financial institutions. The sole purpose of this policy is to defray the cost of researching small and medium capitalization stocks which otherwise receive little research coverage. In this manner VRS can minimize fees to its clients / subscribers and thus broaden investor's attention to the "covered companies."

VRS analysts are compensated on a per-company basis and not on the basis of their recommendations. Analysts are not allowed to solicit prospective "covered companies" for research coverage by VRS and are not allowed to accept any fees or other consideration from the companies they cover for VRS. Analysts are also not allowed to trade in the shares, warrants, convertible securities, or options of companies they cover for VRS.

Furthermore, VRS, its officers, and directors cannot trade in shares, warrants, convertible securities or options of any of the "covered companies." VRS accepts payment for research only in cash and will not accept payment in shares, warrants, convertible securities or options of "covered companies" by no means.

To ensure complete independence and editorial control over its research, VRS follows certain business practices and compliance procedures. Among other things, fees from "covered companies" are due and payable prior to the commencement of research and, as a contractual right, VRS retains complete editorial control over the research process and the final equity analysis report.

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

DISCLOSURE CHECKLIST

Covered Company	Bloomberg	Reuters	Stock Price	Date	Disclosure
OPAP S.A.	OPAP:GA	OPAr.AT	€ 9.64	June 29, 2018	2, 3, 6

- VRS has acted as financial consultant for the covered company within the past 24 months.
- VRS has sent the research report to the covered company, prior to publication or dissemination, for factual verification.
- VRS has changed the contents of the initially sent report, with respect to: only factual changes have been made.
- VRS has received compensation from the covered company for the preparation of this research report.
- VRS produces research reports for this company on systematic basis.
- VRS produces research reports for this company on demand basis.
- VRS has produced a research report for this company within the past 12 months.

DISCLOSURE STATEMENT (2)

The current research report as well as other statements that VRS may proceed with, may include future statements, regarding the future financial performance of a company or another entity or product, as well as strategies and expectations. Statements about the future may typically include expressions such as “trend”, “prospect”, “opportunity”, “course”, “believe”, “possibly”, “expect”, “current”, “intention”, “estimate”, “forecast”, continuation”, “remain”, “maintain”, “target” and other similar expressions or future or hypothetical verbs such as “will”, “must”, “could”, “may be” and other expressions.

VALUATION & RESEARCH SPECIALISTS (VRS) caution that forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Forward-looking statements speak only as of the date they are made, and VRS assumes no duty to and does not undertake to update forward-looking statements. Actual results could differ materially from those anticipated in forward-looking statements and future results could differ materially from historical performance.

In addition to factors previously disclosed in VRS reports and those identified elsewhere in this communication, the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: (1) the introduction, withdrawal, success and timing of business initiatives and strategies; (2) changes in political, economic or industry conditions, the interest rate environment or financial and capital markets, which could result in changes in demand for products or services or in the value of assets under management; (3) the impact of increased competition; (4) the impact of capital improvement projects; (5) the impact of future acquisitions or divestitures; (6) the unfavorable resolution of legal proceedings; (7) the extent and timing of any share repurchases; (8) the impact, extent and timing of technological changes and the adequacy of intellectual property protection; (9) the impact of legislative and regulatory actions and reforms and regulatory, supervisory or enforcement actions of government agencies; (10) terrorist activities and international hostilities, which may adversely affect the general economy, domestic and local financial and capital markets, as well as specific industries; (11) the ability to attract and retain highly talented professionals; (12) fluctuations in foreign currency exchange rates; (13) the impact of changes to tax legislation and, generally, the tax position of the covered company.

COMPLIANCE WITH EU DIRECTIVES and GREEK LAWS

VRS prepares its equity research reports in a best effort to comply with the provisions of the EU Directive 2003/6/EK of the European Commission (L 339/73/24.12.2003, L 096/16/2003), the Guidelines 2003/125/EK and the Decision 4/347/12.7.2005 of the Hellenic Capital Markets Committee, as well as with the provisions of article 14, Greek Law 3340/2005, and the relevant clarifications with regard to the legal obligations of equity analysts. VRS analysts are certified by the Hellenic Capital Markets Committee. The latter may request from VRS analysts to justify their views and conclusions with regard to this research report.

ANALYST CERTIFICATION

The views expressed in this report accurately reflect the personal views of the undersigned analyst(s) about the subject issuer and the securities of the issuer. In addition, the undersigned lead analyst(s) has not and will not receive any compensation for providing a specific recommendation or view in this research report.

VRS EQUITY RESEARCH TEAM

Dr. Nicholas Georgiadis, ngeorgiadis@valueinvest.gr
 Dr. Georgios A. Savvakis, gsavvakis@valueinvest.gr
 Zoe Vassiliou, zvasiliou@valueinvest.gr
 Maria Papadopoulou, mpapadopoulou@valueinvest.gr

INVESTMENT RESEARCH & ANALYSIS JOURNAL

Dr. Efstratios Livanis
 Assistant Editor