World Lottery Business

and

OPAP's role within it

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President
World Lottery Association (WLA)

WLA Overview

- Member based organisation – 152 Lottery Members & 74 Associate Members (Lottery Vendors/Suppliers)
- Mission – To advance the interests of State authorized Lotteries
- “Building Sustainable Gaming Excellence”

Core objectives

- Lottery business information gathering & dissemination.
- Establishment of ethical and business standards & best practices.
- Educational & professional development opportunities for members.
- Serve as respected reference point on gaming and lotteries, represent members.
- Maximize cooperation with regional associations

Opap's leadership roles

- WLA/Basile Neiadas, Executive Committee Member
- European State Lotteries & Toto Association (EL)/ Sotirios Koulosousas, Vice-President
- OPAP Host of 2008 WLA Convention in Rhodes

Overview of World Lottery sales Current & future challenges

- Summary of World lottery sales
- Comparison of selected US lotteries and OPAP
- Status and future of internet wagering

CALENDAR YEAR 2006

SUMMARY OF WORLDWIDE LOTTERY SALES (IN US $ MILLIONS)

SOURCE LAFLEURS 2007 WORLD LOTTERY ALMANAC

CONTINENT OR REGION	LOTTO	NUMBERS	KENO	OTHER	SPORTS BETTING	DRAW	INSTANT S	TOTAL
AFRICA	683	2	23	72	55	21	150	1,006
AUSTRALIA	3,030	20	116		10	85	524	3,785
ASIA/ MIDDLE EAST	15,521	6,889	267	3,730	2,246	7,025	1,477	37,155
CENTRAL & SOUTH AMERICA	2,128	532	20	3,146	89	614	80	6,609
EUROPE	47,749	3,536	3,941	2,938	7,555	13,605	14,588	93,912
NORTH AMERICA	13,625	9,438	3,040	827	435	1,056	31,673	60,094
TOTALS	82,736	20,417	7,407	10,713	10,390	22,406	48,492	202,561
PERCENTAGES	(40,84%)	(10,08%)	(3,66%)	(5,29%)	(5,13%)	(11,06%)	(23,94%)	
US (Fiscal Year 2006)	11,015	8,856	2,675	560	15		28,474	51,595
	(21,35%)	(17,2%)	(5,2%)	(1,1%)	(0,0%)	(0,0%)	(55,2%)	(100,0%)
CANADA (Fiscal Year 2006)	3,567	131	449	192	413		1,949	6,701
	(53,2%)	(2,0%)	(6,7%)	(2,9%)	(6,2%)	(0,0%)	(29,1%)	(100,0%)

COMPARISON OF SELECTED US LOTTERIES AND OPAP

CALENDAR YEAR 2006 SALES (IN US $ MILLIONS)

LOTTERY	POPULATION (IN MILLIONS)	LOTTO	NUMBERS	KENO	SPORTS BETTING	OTHER	INSTANTS	TOTAL	PER CAPITA
CALIFORNIA	36.5	1,239	149	155		13	1,882	3,438	$94
FLORIDA	18.1	1,085	572			200	2,298	4,155	$230
GEORGIA	9.4	299	730	60		10	2,107	3,206	$341
MASSACHUSETIS	6.4	232	341	783			3,196	4,552	$711
NEW JERSEY	8.7	451	708			10	1,161	2,330	$267
MICHIGAN	10.1	284	713	455		10	753	2,215	$219
NEW YORK	19.3	964	1,542	448		190	3,467	6,611	$343
TEXAS	23.5	520	303			53	2,868	3,744	$159
OPAP S.A.	10.7	73	111	2,498	3,235	337		6,254	$584

Worldwide Lottery Sales per capita

Singapore Pools	$ 827 annually
Massachusetts	$ 711 annually
OPAP – Greece	$ 584 annually

Status & Future of internet wagering

- US and Unlawful Internet Gambling Enforcement Act (UIGEA)
- World Trade Organization (WTO)-

  US vs Antigua & Barbuda
- Evolving position of the European Union & European Commission

US Lottery privatization initiatives / *an idea whose time has come?*

- Drivers:
  - venture capitalists and investment bankers
  - Valuations buoyed by recent US gaming company public offerings
  - Success of OPAP stock placements and operations/ cited by three official studies
  - Public & Political benefits of significance upfront $'s
  - Shift in role of government/regulator vs provider/ purveyor of gaming

SELECTED U.S. LOTTERY PRIVATISATION INITIATIVES

(IN MILLION $US)

STATE	2006 SALES (1)	2006 GOVERNMENT REVENUES (1)	ESTIMATED CAPITALIZED VALUE 2005 (2)	ESTIMATED UPFRONT CAPITAL FROM LEASING	MULTIPLE OF CURRENT EARNINGS
INDIANA	816	216	2,600	1,000-2,000	4.6-9.2
ILLINOIS	1,964	646	7,100	10,000	15.5
TEXAS	3,775	1,090	12,700	14,000	12.8
CALIFORNIA	3,585	1,259	13,600	15,000	11.9
NEW JERSEY	2,407	844	8,600	10,000-12,000	11.8-14.2
ALL US LOTTERIES COMBINED	51,600	17,200	202,700	N/A	11.8

Notes:

1. Sales and Government revenues (Net profits) are for fiscal years ending in 2006 from LaFleurs 2007 World Lottery Almanac
2. Estimated capitalized values are based on Fiscal Year 2005 operating results including VLT operations in 6 states (DE, NY, OR, RI, SD & WV) and are from a study by Christiansen Capital Advisors LLC.

Open issues and unanswered questions

- Handcuffs on and controls over future gaming opportunities
- Legal and constitutional law questions
- More than privatization – change in gaming policy
- Relatively low political & public support

Answer to question

Privatization's time has not yet come but it is most likely coming

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