



FOR THE BENEFIT OF SOCIETY

**REPORT ON THE
LOTTERY SECTOR
IN EUROPE
2016**

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REPORT SUMMARY

Dear reader,

this is already the eleventh report on the European Lotteries sector having as objective to make you understand how current Members of the European Lotteries Association (hereinafter EL) work and what their contributions were to society in 2016.

1. Introduction

This is the most detailed report regarding both EL Members operating in the European Union (EU 28) and EL Members all together.^{1 2} The report covers key descriptive statistics about current EL Members operating in Europe in 2016 and includes comparative statistics for the years 2012 – 2016, where appropriate. This year's report is enriched by new tables & charts in Appendices providing further insight into online activities.

The EL Members share the following common characteristics as they:

- 1) are **located in Europe**;
- 2) **hold state licenses** from the country in which they operate, or are directly controlled by the state;
- 3) **return a large part of their earnings** in the form of taxes or a different type of contribution to the state and/or to state defined **good causes** in the area of sports, education and culture;
- 4) **provide lottery games in a responsible way** according to the requirements defined by the licensor and only within the area of their respective jurisdiction, and they provide complete coverage of the said area.

EL Members **operate a variety of game activities**, depending on their historical background, local legal conditions, or their position in the market. Therefore, the emphasis placed on particular gaming activities may differ from one member to another – an EL Member can either hold an exclusive license for lotteries, be a public company or be privately owned or be a company focused on sports betting besides other lottery games and have online games,

The report for 2016 consolidates the activities of all reporting EL Members covering 42 European countries and represents data from 70 regular and affiliate EL Members.

¹ Until 2014, the report has been called "ELISE" report (ELISE = "European Lotteries Information Sharing Extended"), published historically by the EL's ELISE Working Group. Since 2016, this Working Group has been renamed to the Knowledge Sharing Working Group and the report has been re-named to "EL Report on the Lottery Sector in Europe".

² A detailed list of the EL Members is given in the Annex.

Table A. Number of EL Members Participating in the 2017 Data Collection Who Provided Data for Individual Years

	2012	2013	2014	2015	2016
EL Members in the EU28 * **	51	50	51	50	50
EL Members outside the EU28	19	20	20	20	20
TOTAL	70	70	71	70	70

Source: Reporting EL Members.

* Croatia has been a member of the EU since 2014. For comparability, their data are also included in the EU data for the years prior to 2014.

** For the Netherlands, two members reported till 2014, while in anticipation of their merger (in 2016) they reported as one member since 2015

The data for this report were collected during spring 2017 and subsequently aggregated by an independent third party, Kantar TNS, responsible for the data collection, consistency, aggregation and non-disclosure of any detailed data to any party.

All monetary figures are calculated in euros using the average exchange rate for 2016. ³

The report provides key Lottery sector KPIs: consolidated Gross Gaming Revenue (GGR) ⁴ broken down into eight gaming categories:

- Draw Based Games;
- Instant Games;
- Sports Games Pari-Mutuel;
- Sports Games Fixed Odds;
- Horse Racing Pari-Mutuel;
- Horse Racing Fixed Odds;
- Electronic Gaming Machines (EGMs) outside casinos;
- All other games. ⁵

and consolidated Sales broken down into the first six “Lottery” categories (Draw Based Games, Instant Games, Sports Games Pari-Mutuel, Sports Games Fixed Odds, Horse Racing Pari-Mutuel and Horse Racing Fixed Odds).

The tables and charts in Annex B are always accompanied with explanatory footnotes covering data from the last two years and comments on significant changes; otherwise left uncommented to serve as a basis for readers’ own analysis. ⁶

³ The report presents data from 2012, 2013, 2014, 2015 and 2016. To make figures comparable over time, historical figures provided only by EL Members who participated in this years’ data collection process are shown in this report and, at the same time, all lottery monetary figures from those years in currencies other than the euro have been converted into euros using the average exchange rates for 2016, either from Eurostat, or if not available, from the European Central Bank or the national bank of each country. Thus, looking at previous years’ reports, which have used exchange rates from 2011 to 2015, differences appear as a consequence of the change in exchange rates and also changes in the number of reporting EL Members.

⁴ Sales minus prizes and hereinafter GGR. This key figure reflects the lottery business better than Sales figures.

⁵ A detailed definition of the games is given in the Annex.

⁶ See the complete information on methodology in the Annex.

Table B. Overview of Key Data 2016

	Reporting EU Members	All Reporting EL Members
EL Members All lotteries reporting within the EU/in Europe	50	70
Money for Society	€ 21.3bn	€ 23.5bn
Direct Full-time Employment ⁷ Yearly average number of full-time employees	22.986	26.944
Indirect Employment ⁸ Created full-time jobs	344.790	404.160
Sales Includes Sales from the six "Lottery" categories (see introduction)	€ 79.8bn	€ 87.1bn
Gross Gaming Revenue Sales minus prizes of the eight gaming categories (see introduction)	€ 33.1bn	€ 36.5bn
Gross Gaming Revenue via the internet	€ 2.0bn	€ 2.4bn

Source: Data from reporting EL Members collected and aggregated by Kantar TNS, 2017.

Enjoy your reading,

Hansjörg HÖLTKEMEIER

President of European Lotteries Association

⁷ The figure does not include 19,791 people employed by Spain/ Organización Nacional de Ciegos Españoles - ONCE who were reported to be persons with disabilities selling the tickets and considered as full-time employees.

⁸ The calculation is based on the London Economics study "The case for State lotteries", Sept. 2006, which found a multiplier effect of 15. In other words, for each full-time employee of the lotteries, an average of 15 full-time jobs were created in sectors where lotteries are sold.

2. Specific Member Activities in 2016

A key characteristic of the EL state licensed lotteries is that they were founded to supply a legally controlled set of lottery-games that protect the players from illegal operations and harmful games. As a side effect of their operations, and regulated via their respective licenses, they generate money for “good causes” or the States’ budget.

In 2016, the **money contributed to society by 49 EL Members in the EU (that reported their contributions) amounted to €21.3bn**. The funds have been channelled towards sports, funds for other good causes and taxes for treasury. **As for all EL Members** reporting their contributions (68 in total), **their contributions to society amounted to €23.5bn in 2016**. Thus, in 2016, lotteries within Europe were able to grow their contribution society by 4.4% in comparison with the previous year. It means that more than 64% of the GGR generated by EL Members (not including sponsorships) went back to society in the respective countries. The largest EU member states, where the amounts provided by EL Members to society exceeded €2.0bn were the following: Italy with €4.4bn, France with €3.1bn, the U.K. with €3.0bn, Spain with €3.0bn and Germany with €2.9bn. **The average amount** that EL Members in the EU paid back to society in 2016 (across the 28 EU member states, population of 505.6 million) **was €42 per capita**.

Another important contribution of the EL Members is the **contribution to employment** in their respective countries. In 2016, the 50 EL Members operating in the EU **directly employed 22,986 people** (full-time employees; all 70 reporting EL Members employed **26,944 full-time employees**), whilst they **indirectly created 344,790 full-time jobs in the EU (404,160 jobs across Europe)**, typically in the sectors selling lottery products.

Responsible gaming activities are an integral part of the EL Members’ business. In 2016, EL Members continued to spend a significant and ongoing effort on measures to prevent problem gambling, which is similar to previous years.

3. Specific Gaming Activities

Sales for the six “Lottery” categories (Draw Based Games, Instant Games, Sports Games Pari-Mutuel, Sports Games Fixed Odds, Horse Racing Pari-Mutuel and Horse Racing Fixed Odds) **by EL Members in the EU amounted to €79.8bn** in 2016, representing already a third year of growth after a period of decrease in 2011-2013, and showing a solid increase of 4.2% in comparison with 2015. When taking into account **all EL Members**, the progress is even more impressive with a **total Sales amounting to €87.1bn**, resulting in a year on year **increase of 4.7%**.

In 2016, the key industry KPI, the total **GGR of the category reported by EL Members operating in the EU was €33.1bn**, representing an increase of 1.3% compared with 2015. Viewing **all 65 reporting EL Members**, their **total GGR was €36.5bn**, which is an increase of 2.0%. The GGR figures thereby represent already a **third year of solid growth**. **The Average per capita GGR across the EU was €65**, the corresponding figure for **all 65 reporting EL Members was €44**. This includes the Russian JSC TD Stoloto lottery, covering a population of nearly 146.5 million with GGR spending of €1 per capita, on one side, and Israel, Norway and Switzerland, with more than €100 per capita GGR spending, on the other side of the range.

The largest “Lottery” activity of EL Members is comprised of **Draw Based Games** with brand names like Lotto, EuroMillions, Eurojackpot and Joker. This category of games, **reported by EL Members in 27 EU states, had Sales of €47.9bn and GGR of €20.5bn, growing by 2.5% and 0.3% respectively in comparison with 2015.** The generated GGR accounted for almost 62% of total GGR. **All EL Members had Sales of €52.4bn and GGR of €22.6bn, growing by 3.4% and 1.4% respectively in comparison with 2015.** Again, the generated GGR accounted for almost **62% of total GGR.**

The second largest category is Instant Games, reported by EL Members in 27 EU countries and 13 non-EU countries. It is a **growth category, showing a continuous Sales increase for the last six years.** The **EL Members in the EU had Sales from Instant Games of €23.5bn** (43 reported the category) which is a **growth of 5.0% in comparison with 2015 and GGR remained stable at €7.3bn** (42 reported; representing some **22.5% of their total GGR.** **All EL Members had Sales from Instant Games of €24.8bn, i.e. a growth of 5.1% compared to 2015** (59 reported the category) **and GGR of €7.8bn** (57 reported the category) that equalled the 2015 level.

The **two Sports Games and two Horse Racing categories,** both collected and analysed separately for Pari-Mutuel and Fixed Odds wagering, are **rather minor product categories** and **totalled a GGR of €2.2bn by EL Members from the EU (6.5% of their total GGR) and €2.6bn by all EL Members (i.e. 7.1% of their total GGR).** The **most important product category** (representing more than 80% of the GGR generated for the four product categories) is **Sports Games Fixed Odds.** This category was reported by 29 EL Members in 18 EU states and showed a total GGR of €1.8bn in 2016. This represented already a fifth year of continuous growth in EU Member states which amounted to 10.5% growth compared to 2015. All 39 EL Members reporting this category enjoyed a **total GGR of €2.1bn,** which also meant a year on year **increase by 9.1% compared to 2015.**

The fourth category, EGMs outside casinos, includes: slot machines separate from casinos, Video Lottery Terminals and Electronic Instant Lotteries. These were **operated by EL Members in 6 EU member states, with a GGR of €2.8bn, and in 11 states in total generating €3.1bn in 2016.** For the EL Members in the EU, the GGR figure accounted for **8.5% of the total GGR.** Compared to 2015, the growth amounted to 5.2%, mainly driven by the Italian market. For all EL Members in total, their GGR share of the category on the total GGR accounted for 8.6% and recorded a year on year increase of 4.7%.

A major industry trend is the continuous growth in sales via the internet. The **35 EL Members in 20 EU states** reported **GGR for online activities of €2.0bn, an increase of 13.5%** compared to 2015. Out of **all EL Members,** 45 reported **GGR of €2.4bn, showing a 16.2% growth** when compared to 2015. The annual **compound growth of GGR via the Internet has averaged 6.5% over the past five years.** The GGR for online activities, representing 6.7% of the total GGR, is composed mainly of Draw Based Games, representing 67.8% of the total, complemented by All other games with 10.5 %, Sports Games Fixed Odds with 9.8% and Instant Games with 9.6%.

APPENDIXES TO THE REPORT

Annex A: Methodology Applied

Annex B: Charts & Tables

Annex C: Explanations of the Collected Data Included in This Report

Annex D: Other Data Sources

Annex A: Methodology Applied

This report, traditionally and almost exclusively relies on primary data sources from EL Members.⁹

The data gathered covers the results of all current, regular, and affiliate EL Members in calendar year 2016.¹⁰ It is only in this scope that individual members felt comfortable to deliver data or that they were able to report in terms of their activities. Thus, breadth of data reported may differ in some cases and relevant footnotes on this issue are available under figures and tables when necessary.

An independent third party (Kantar TNS) collected all data from EL Members for 2016.¹¹ They were responsible for the data collection, aggregation and consistency, and the non-disclosure of detailed data to any party. The data was collected via a secured online questionnaire during spring 2017. The questionnaire was divided into two main sections, which are processed in this report – “Key data” on eight gaming categories (i.e. Draw Based Games, Instant Games, Sports Games Pari-Mutuel, Sports Games Fixed Odds, Horse Racing Pari-Mutuel, Horse Racing Fixed Odds, Electronic Gaming Machines (EGMs) outside casinos and All other games) and “Other Data” involving figures of employment, money for society, money for responsible gaming and information related to the Points of Sales (POS) network. In the “Key data” section, two types of figures for each gaming category were collected in an aggregated form – Sales and GGR, with a distinction between online and offline results. GGR, defined as Sales minus prizes, is the best key figure to reflect the results of gaming activities. Nevertheless, this figure represents only the gross income of gaming providers. To obtain the net profit, further items need to be deducted such as: taxes and other obligatory charges, retailer commissions, sponsorship payments, money for society, spending on responsible gaming, and typical operational costs.

Data was requested from EL Members in their national currency and figures from the non-euro countries were converted into euros using the average exchange rates for 2016, either from Eurostat or, if not available, from the European Central Bank or the national bank of each country.¹² In addition to the data for 2016, data from previous years is also included, namely from the period of 2012 – 2015.^{13,14}

To make figures comparable over time, historical figures shown in this report were provided only by EL Members who participated in this years’ data collection process (hereinafter: Currently Reporting EL Members) and, at the same time, all historical monetary figures from those years in currencies other than the euro have also been converted into euros using the same average exchange rate for 2016 (in other words, all amounts in this report are reported

⁹ The only external sources used have been EUROSTAT, the World Economic Outlook Database for population figures, the European Central Bank’s sites, World bank’s sites and some local banks’ sites as information sources for the conversion of exchange rates. For further information see Annex D: Other Data Sources.

¹⁰ The affiliate members of the EL are Albania/ Lotaria Kombëtare and Poland/ Totolotek SA. This report does not include observer members, which are Morocco/ La Marocaine des Jeux et des Sports and Morocco/ Loterie nationale.

¹¹ Kantar TNS, Soukenická 1194/13, 11000 Praha, Czech Republic.

¹² Until the 8th edition, the exchange rate closest to the end of the reported period has been used (e.g. 2 January 2013 for the 2012 EL report). In the last four editions, a current customization has been done so as to make the analysis more meaningful.

¹³ This report includes historical data reported by current EL Members in spring 2017 (figures for 2016 and 2015), 2015 (figures for 2014) and 2014 (figures for 2013 and 2012).

¹⁴ It was decided to use two types of comparison starting from the 2014 report: comparison with the previous year and where possible within a five-year period.

in the average 2016-euro value).^{15,16} This approach of using a sole exchange rate across historical periods enables better depiction (and observation) and therefore understanding of the trends freed from local macro-economic influence.

In terms of data processing, the methodology has been quite stable since the very first public report in 2010, with the exception of the above-mentioned exchange rate methodology used.¹⁷ The aim is to provide the regular reader of these reports the ease of orientation and the possibility of comparison. The report consists of two reporting parts – an introduction, and supportive tables and figures.¹⁸ The introduction brings a short overview of the results achieved in the respective year (and in comparison, to previous years), while supportive tables and figures show the relevant data behind the conclusions. Since the 2013 report and again in this year's report, the second part has been broadened twice to inform the reader even better than in previous years.

In the report, the results of the Currently Reporting EL Members are displayed for two groups of members – all EL Members in total and EL Members operating in the EU.¹⁹ To provide the best overview of the results, the data is displayed in aggregated form or broken down into categories or countries, and always with the number of reporting EL Members.²⁰ In the break downs, each game category has its own distinctive colour.²¹ In line with previous years, Sales data is presented only based on the "Lottery" category (i.e. not including the EGMs and All other games categories that are rarely calculated, but rather estimated in Sales).

A comparison with previous results is always available and is within a two or five-year period, or both. The changes displayed include each Currently Reporting EL Member that reported at least once in the monitored period.²² All percentage changes between years have been calculated based on the figures in the national currency converted to their euro value.

¹⁵ Thus, looking at the previous years' reports, which have used exchange rates from 2012, 2013, 2014 and 2015 respectively, differences appear because of the change in exchange rates and also because of the change in the number of Currently Reporting EL Members.

¹⁶ All comparisons in this report as well as all recalculations of historical monetary figures using the average exchange rates for 2016 have been calculated by Kantar TNS.

¹⁷ Changes were made in the employment of an external research agency service, transition to online data collection, exchange rate conversion and setting a fixed rule for involving specific historical data and their reporting in predefined stable periods, see above for further details.

¹⁸ The supportive tables and figures were provided by an independent party, Kantar TNS, which analysed the primary data (excel files with filled in questionnaires) from the year 2012, together with the data for the years 2013 - 2016, that were independently collected via an online questionnaire.

¹⁹ All members of European Lotteries are further abbreviated as "EL Members" or "EL Members in total" or, where necessary because of the lack of space, "ELM". Members of European Lotteries operating in the EU are further abbreviated as "EL Members in the EU" or "EUM". Affiliation to the group of EL Members in the EU is given by membership home country in EU

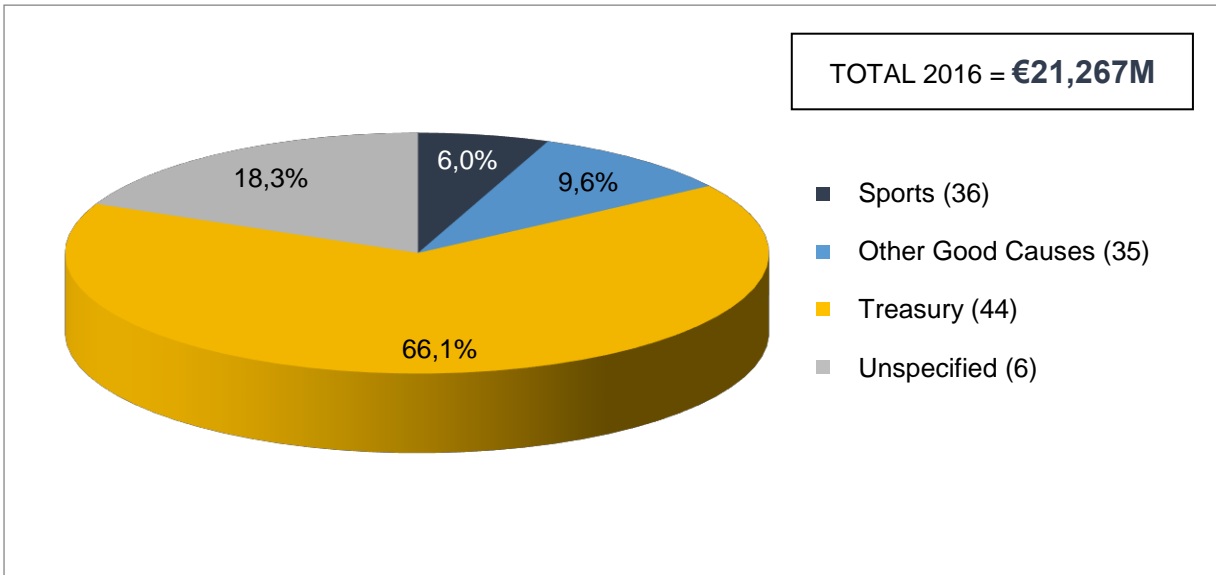
²⁰ The method of display may differ according to the space available, however the explanation under the figure/table or in the footnote is always present, namely for the last two years of reporting (2015 and 2016). Additionally, an explanation for possibly surprising trends is available too.

²¹ Draw Based Games in blue, Instant Games in orange, Sports Games Pari-Mutuel in green, Sports Games Fixed Odds in red, Electronic Gaming Machines (EGMs) outside casinos in grey and all other games in yellow.

²² The results of comparisons are always written with one decimal and negative values are always highlighted in red.

Annex B: Figures and Tables

Figure C1. EL Members in the EU: Money for Society by Target – 2016 (€M)

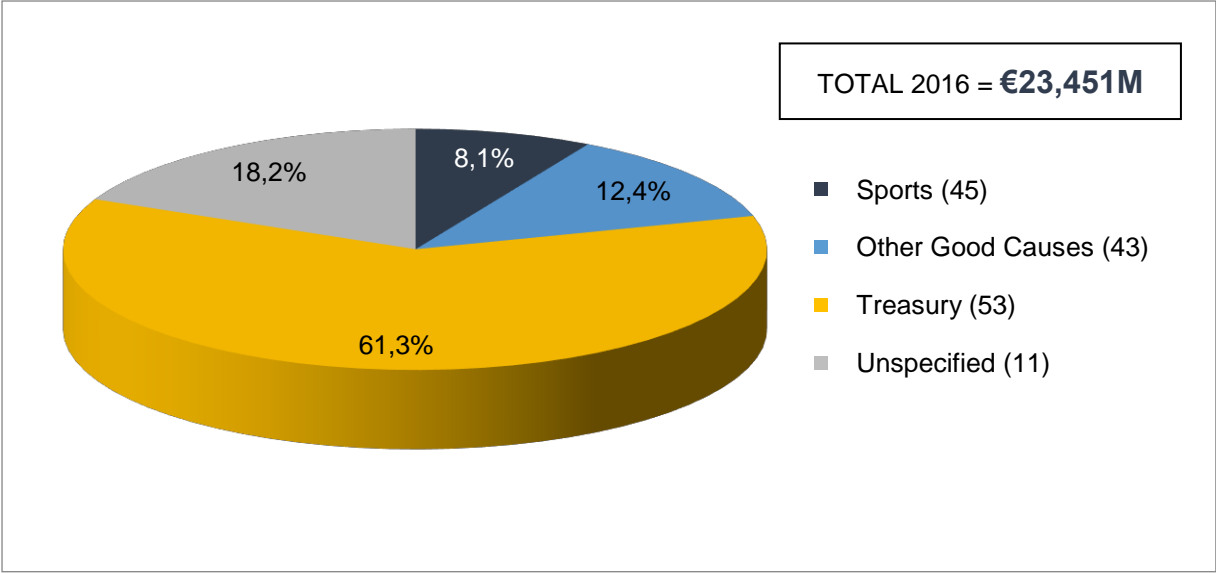


Sources: Currently reporting EL Members in the EU, 49 reported their 2016 Money for Society figures (98% of 50 EL Members in the EU, i.e. all except for Ireland /Premier Lotteries Ireland/).

Germany /LOTTO Bayern (Staatliche Lotterieverwaltung)/ provided only the overall figure for Money for Society for 2015 and 2016 without split by target. For the purpose of this figure, the whole amount is assigned to Money for Society: Unspecified.

“Game category” (“Number of reporting EL Members in the EU”).

Figure C2. EL Members: Money for Society by Target – 2016 (€M)

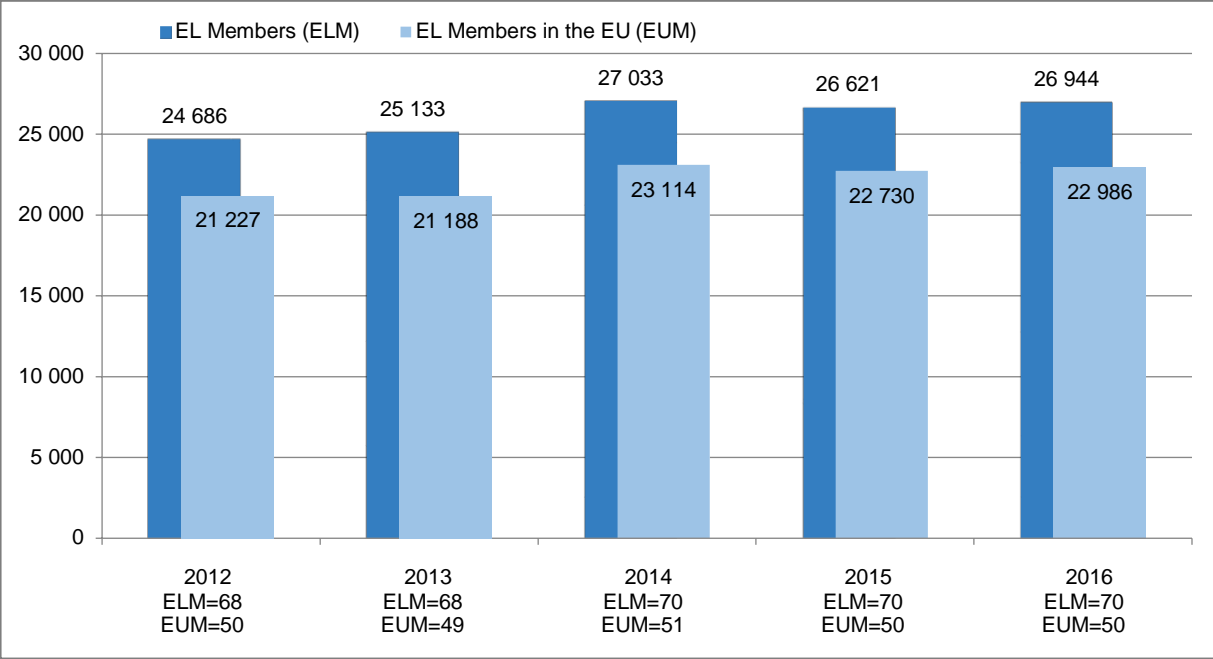


Sources: Currently reporting EL Members, 68 reported their 2016 Money for Society figures (97% of 70 EL Members, i.e. all except for Belarus /CJSC Sport-Pari/, Ireland /Premier Lotteries Ireland/).

Germany /LOTTO Bayern (Staatliche Lotterieverwaltung)/ provided only the overall figure for Money for Society for 2015 and 2016 without split by target. For the purpose of this figure, the whole amount is assigned to Money for Society: Unspecified.

“Game category” (“Number of reporting EL Members”).

Figure C3. Contribution to Direct Employment – Development 2012 - 2016 (€M)

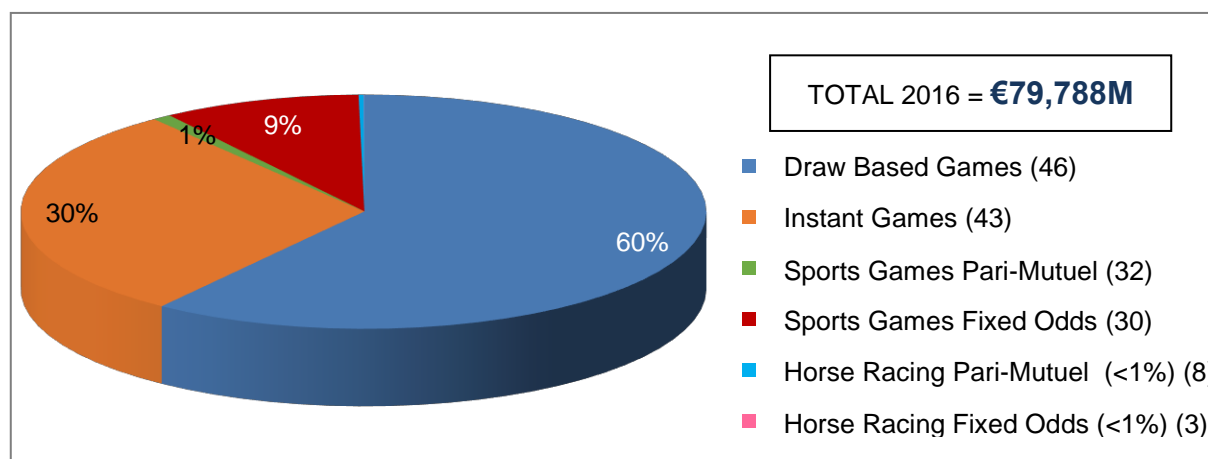


Sources: Currently reporting EL Members

For 2016: 70 EL Members (100% of 70 EL Members) provided the figures.

For 2015: 70 EL Members (100% of 70 EL Members) provided the figures.

Figure 1. EL Members in the EU: Lottery Sales by Game Category – 2016 (€M)



Sources: Currently reporting EL Members in the EU, 47 reported their 2016 Lottery Sales (94% of 50 EL Members in the EU, i.e. all except for Bulgaria /Eurofootball Ltd./, Ireland /Premier Lotteries Ireland/, Sweden /AB Svenska Spel/).

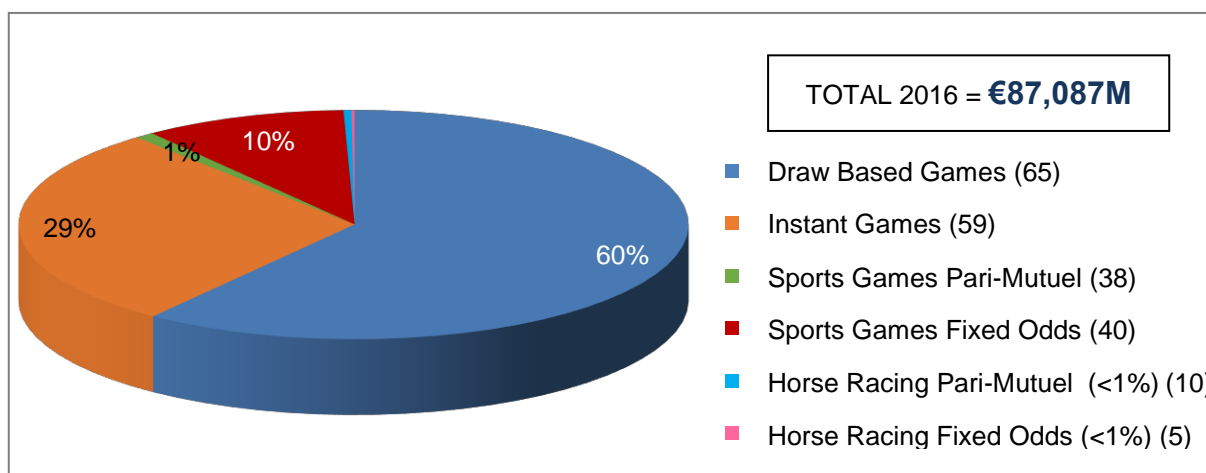
"Game category" ("Number of reporting EL Members in the EU").

Table 1. EL Members in the EU: Lottery Sales by Game Category – 2016 (€M)

Game category	Number of EUM reporting Lottery Sales for 2016	EUM: Lottery Sales for 2016 (€M)	Share out of total
Draw Based Games	46	47 894	60.0%
Instant Games	43	23 507	29.5%
Sports Games Pari-Mutuel	32	711	0.9%
Sports Games Fixed Odds	30	7 455	9.3%
Horse Racing Pari-Mutuel	8	204	0.3%
Horse Racing Fixed Odds	3	16	0.0%
Total	47	79 788	100%

Sources: Currently reporting EL Members in the EU, 47 reported their 2016 Lottery Sales (94% of 50 EL Members in the EU, i.e. all except for Bulgaria /Eurofootball Ltd./, Ireland /Premier Lotteries Ireland/, Sweden /AB Svenska Spel/).

Figure 2. EL Members: Lottery Sales by Game Category – 2016 (€M)



Sources: Currently reporting EL Members, 67 reported their 2016 Lottery Sales (96% of 70 EL Members, i.e. all except for Bulgaria /Eurofootball Ltd./, Ireland /Premier Lotteries Ireland/, Sweden /AB Svenska Spel/).

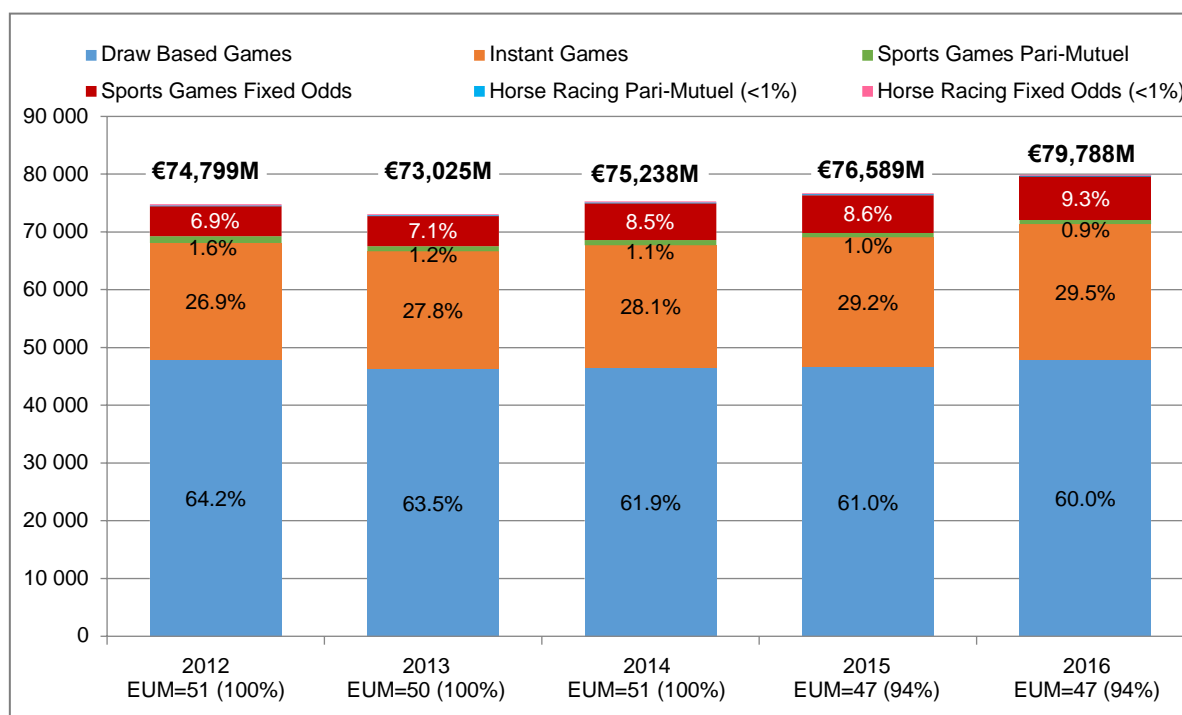
“Game category” (“Number of reporting EL Members”).

Table 2. EL Members: Lottery Sales by Game Category – 2016 (€M)

Game category	Number of ELM reporting Lottery Sales for 2016	ELM: Lottery Sales for 2016 (€M)	Share out of total
Draw Based Games	65	52 440	60.2%
Instant Games	59	24 848	28.5%
Sports Games Pari-Mutuel	38	807	0.9%
Sports Games Fixed Odds	40	8 531	9.8%
Horse Racing Pari-Mutuel	10	327	0.4%
Horse Racing Fixed Odds	5	135	0.2%
Total	67	87 087	100%

Sources: Currently reporting EL Members, 67 reported their 2016 Lottery Sales (96% of 70 EL Members, i.e. all except for Bulgaria /Eurofootball Ltd./, Ireland /Premier Lotteries Ireland/, Sweden /AB Svenska Spel/).

Figure 3. EL Members in the EU: Lottery Sales by Game Category – Development 2012 - 2016 (€M)



Sources: Currently reporting EL Members in the EU

For 2016: 47 EL Members in the EU (94% of 50) reported their Lottery Sales (i.e. all except for Bulgaria /Eurofootball Ltd./, Ireland /Premier Lotteries Ireland/, Sweden /AB Svenska Spel/).

For 2015: 47 EL Members in the EU (94% of 50) reported their Lottery Sales (i.e. the same who provided the figures for 2016).

“EUM = Number of EL Members in the EU reporting figures in the respective column (share of all EL Members in the EU)”

Table 3. EL Members in the EU: Lottery Sales by Game Category – Development 2012 - 2016 (€M)

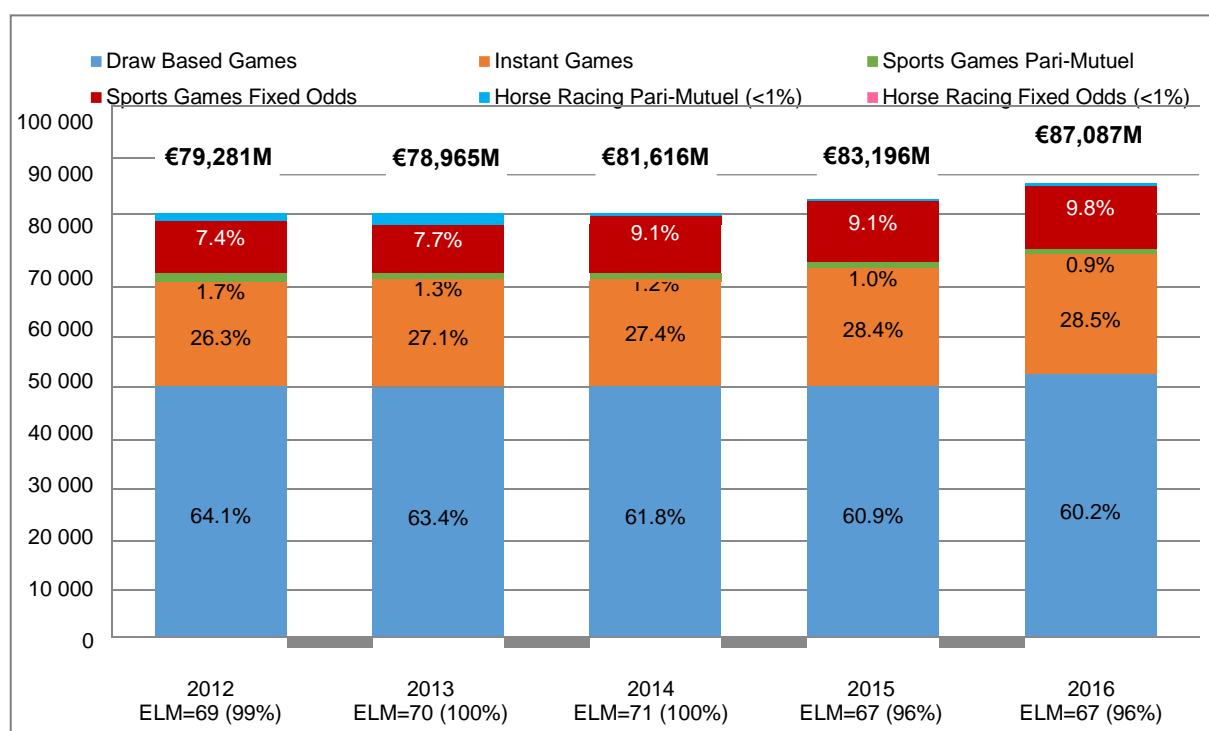
Game category	EUM rep. Lottery Sales for 2016	EUM: Lottery Sales for the respective year in €M					Change* 2016-2015	Avg. YoY change* 2016-2012
		2012 (51)	2013 (50)	2014 (51)	2015 (47)	2016 (47)		
Draw Based Games	46	48 005	46 352	46 554	46 704	47 894	2.5%	-0.1%
Instant Games	43	20 090	20 311	21 169	22 380	23 507	5.0%	4.0%
Sports Games Pari-Mutuel	32	1 204	891	858	750	711	-5.1%	-12.3%
Sports Games Fixed Odds	30	5 172	5 211	6 425	6 549	7 455	13.8%	9.6%
Horse Racing Pari-Mutuel	8	119	149	122	197	204	3.7%	14.5%
Horse Racing Fixed Odds	3	211	111	111	10	16	65.0%	-47.7%
Total	47	74 799	73 025	75 238	76 589	79 788	4.2%	1.6%

Sources: Currently reporting EL Members in the EU, see the comment above for information on those who did not report Lottery Sales for individual year,.

“Year (Number of EL Members in the EU reporting figures in the respective column)”

* “Avg. YoY change 2016-2012” may be influenced by differences in the structure of EL Members in the EU reporting in the respective category for individual years.

Figure 4. EL Members: Lottery Sales by Game Category – Development 2012 - 2016 (€M)



Sources: Currently reporting EL Members

For 2016: 67 EL Members (96% of 70) reported their Lottery Sales (i.e. all except for Bulgaria /Eurofootball Ltd./, Ireland /Premier Lotteries Ireland/, Sweden /AB Svenska Spel/).

For 2015: 67 EL Members (96% of 70) reported their Lottery Sales (i.e. the same who provided the figures for 2016).

“ELM = Number of EL Members reporting figures in the respective column (share of all EL Members)”

Table 4. EL Members: Lottery Sales by Game Category – Development 2012 - 2016 (€M)

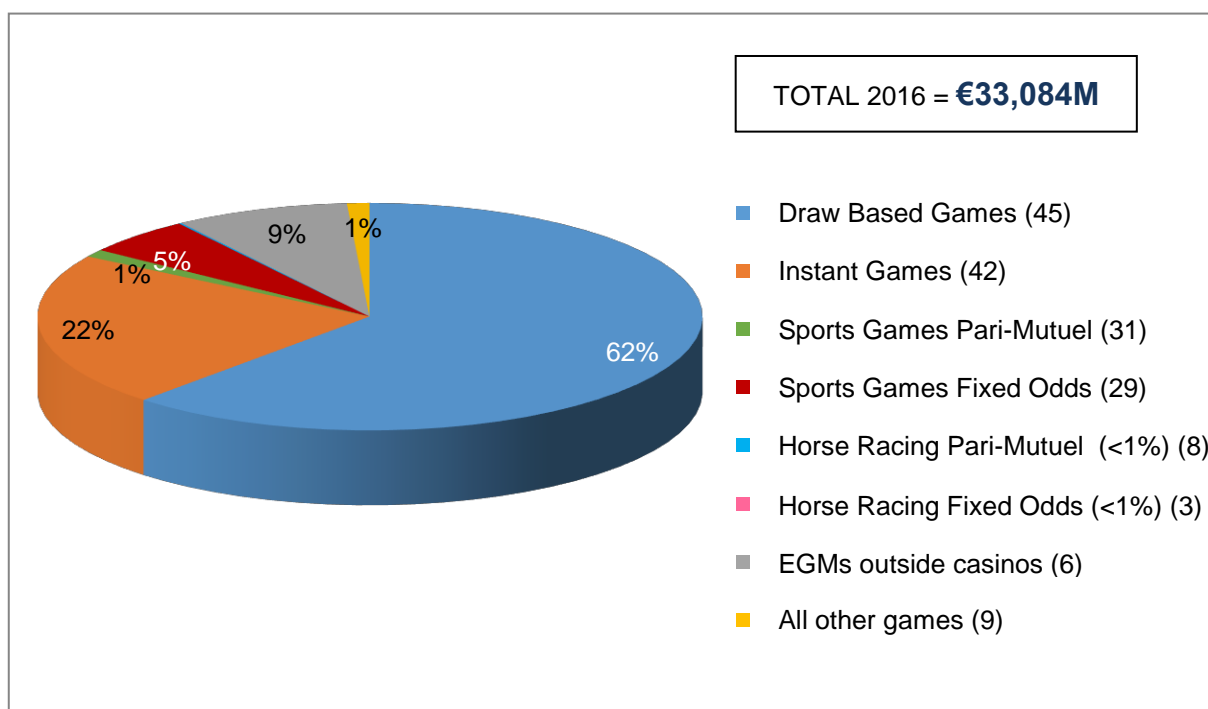
Game category	ELM rep. Lottery Sales for 2016	ELM: Lottery Sales for the respective year in €M					Change* 2016-2015	Avg. YoY change* 2016-2012
		2012 (69)	2013 (70)	2014 (71)	2015 (67)	2016 (67)		
Draw Based Games	65	50 843	50 090	50 408	50 706	52 440	3.4%	0.8%
Instant Games	59	20 821	21 439	22 385	23 642	24 848	5.1%	4.5%
Sports Games Pari-Mutuel	38	1 310	995	954	856	807	-5.8%	-11.4%
Sports Games Fixed Odds	40	5 876	6 048	7 449	7 568	8 531	12.7%	9.8%
Horse Racing Pari-Mutuel	10	221	267	246	323	327	1.2%	10.3%
Horse Racing Fixed Odds	5	211	126	173	101	135	34.1%	-10.5%
Total	67	79 281	78 965	81 616	83 196	87 087	4.7%	2.4%

Sources: Currently reporting EL Members, see the comment above for information on those who did not report Lottery Sales for individual years.

“Year (Number of EL Members reporting figures in the respective column)”

* “Avg. YoY change 2016-2012” may be influenced by differences in the structure of EL Members reporting in the respective category for individual years.

Figure 5. EL Members in the EU: GGR by Game Category – 2016 (€M)



Sources: Currently reporting EL Members in the EU, 46 provided their 2016 GGR (92% of 50 EL Members in the EU, i.e. all except for Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung)/, Ireland /Premier Lotteries Ireland/, Bulgaria /Eurofootball Ltd./).

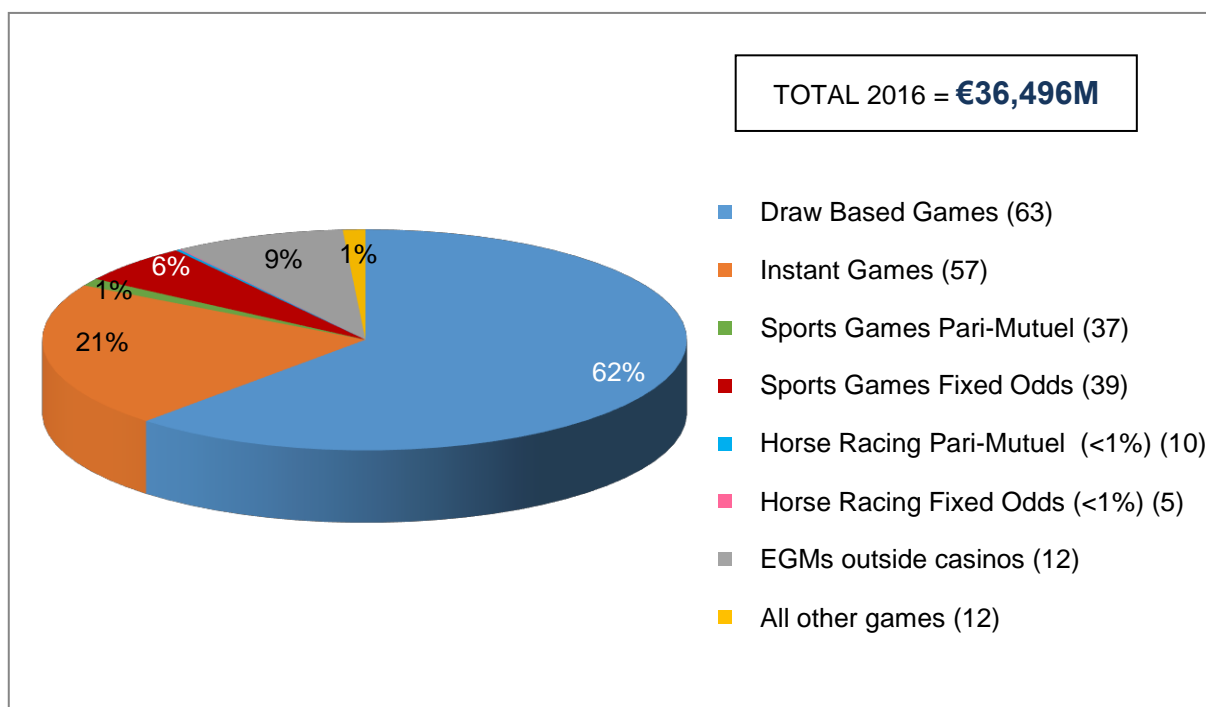
“Game category” (“Number of reporting EL Members in the EU”).

Table 5. EL Members in the EU: GGR by Game Category – 2016 (€M)

Game category	Number of EUM reporting GGR for 2016	EUM: GGR for 2016 (€M)	Share out of total
Draw Based Games	45	20 477	61.9%
Instant Games	42	7 272	22.0%
Sports Games Pari-Mutuel	31	353	1.1%
Sports Games Fixed Odds	29	1 760	5.3%
Horse Racing Pari-Mutuel	8	44	0.1%
Horse Racing Fixed Odds	3	4	0.0%
EGMs outside casinos	6	2 812	8.5%
All other games	9	362	1.1%
Total	46	33 084	100%

Sources: Currently reporting EL Members in the EU, see comment above for information on those who did not report GGR for 2016.

Figure 6. EL Members: GGR by Game Category – 2016 (€M)



Sources: Currently reporting EL Members, 65 provided their 2016 GGR (93% of 70 EL Members in the EU, i.e. all except for FYROM /National Lottery of Macedonia/, Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung)/, Ireland /Premier Lotteries Ireland/, Bulgaria /Eurofootball Ltd./).

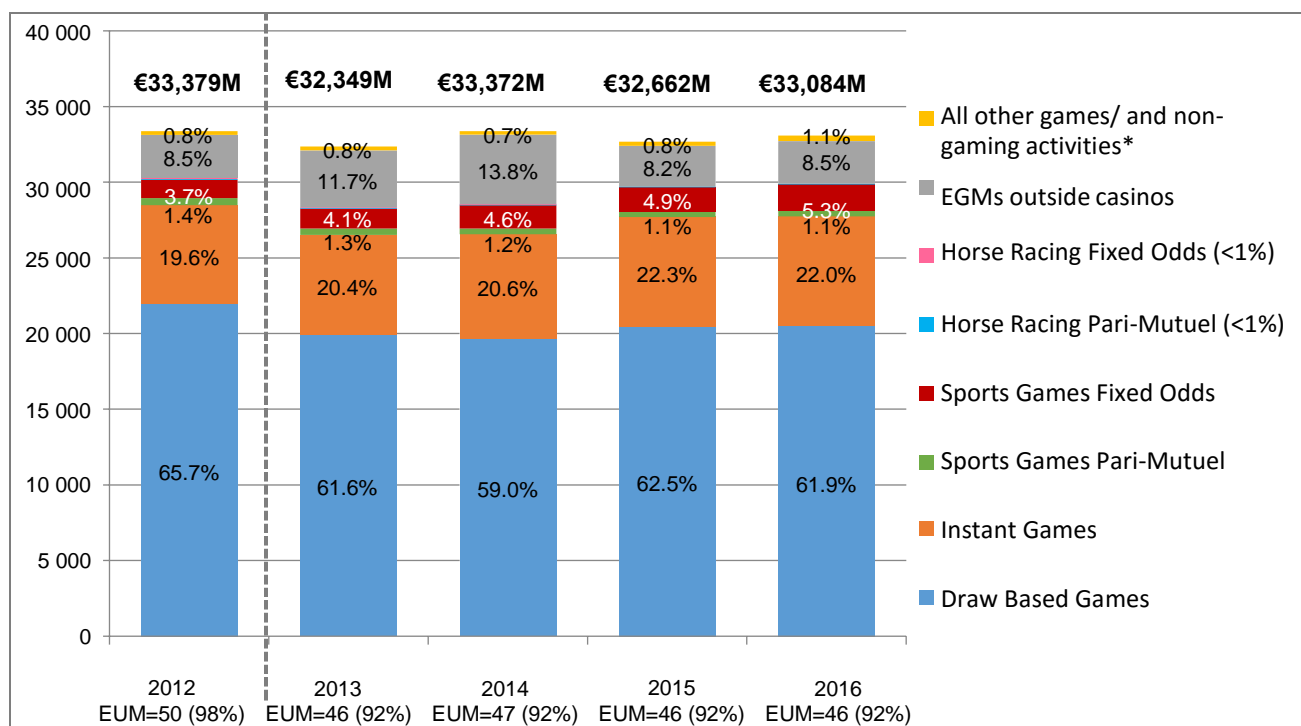
“Game category” (“Number of reporting EL Members”).

Table 6. EL Members: GGR by Game Category – 2016 (€M)

Game category	Number of ELM reporting GGR for 2016	ELM: GGR for 2016 (€M)	Share out of total
Draw Based Games	63	22 576	61.9%
Instant Games	57	7 784	21.3%
Sports Games Pari-Mutuel	37	400	1.1%
Sports Games Fixed Odds	39	2 092	5.7%
Horse Racing Pari-Mutuel	10	78	0.2%
Horse Racing Fixed Odds	5	28	0.1%
EGMs outside casinos	12	3 126	8.6%
All other games	12	412	1.1%
Total	65	36 496	100%

Sources: Currently reporting EL Members, see comment above for information on those who did not report GGR for 2016.

Figure 7. EL Members in the EU: GGR by Game Category – Development 2012 - 2016 (€M)



Sources: Currently reporting EL Members in the EU

For 2016: 46 EL Members in the EU (92% of 50) provided their GGR (i.e. all except for Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung)/, Ireland /Premier Lotteries Ireland/, Bulgaria /Eurofootball Ltd./).

For 2015: 46 EL Members in the EU (92% of 50) provided their GGR (i.e. the same who provided the figures for 2016).

"EUM = Number of EL Members in the EU reporting figures in the respective column (share of all EL Members in the EU)"

* Until 2013, the "All other games and non-gaming activities" category was reported. Since 2013, this category includes only "All other games" and does not include "non-gaming activities".

Table 7. EL Members in the EU: GGR by Game Category – Development 2012 – 2016 (€M)

Game category	EUM rep. GGR for 2016	EUM: GGR for the respective year in €M					Change* 2016-2015	Avg. YoY change* 2016-2012
		2012 (50)	2013 (46)	2014 (47)	2015 (46)	2016 (46)		
Draw Based Games	45	21 941	19 931	19 674	20 425	20 477	0.3%	-1.7%
Instant Games	42	6 534	6 595	6 877	7 285	7 272	-0.2%	2.7%
Sports Games Pari-Mutuel	31	465	411	391	368	353	-4.0%	-6.7%
Sports Games Fixed Odds	29	1 237	1 314	1 546	1 593	1 760	10.5%	9.2%
Horse Racing Pari-Mutuel	8	43	48	37	43	44	1.9%	0.8%
Horse Racing Fixed Odds	3	59	25	25	2	4	61.3%	-50.1%
EGMs outside casinos	6	2 829	3 776	4 597	2 673	2 812	5.2%	-0.1%
All other games/ and non-gaming activities**	9	271	248	225	272	362	32.8%	7.4%
Total	46	33 379	32 349	33 372	32 662	33 084	1.3%	-0.2%

Sources: Currently reporting EL Members in the EU, see the comment above for information on those who did not report GGR for individual years.

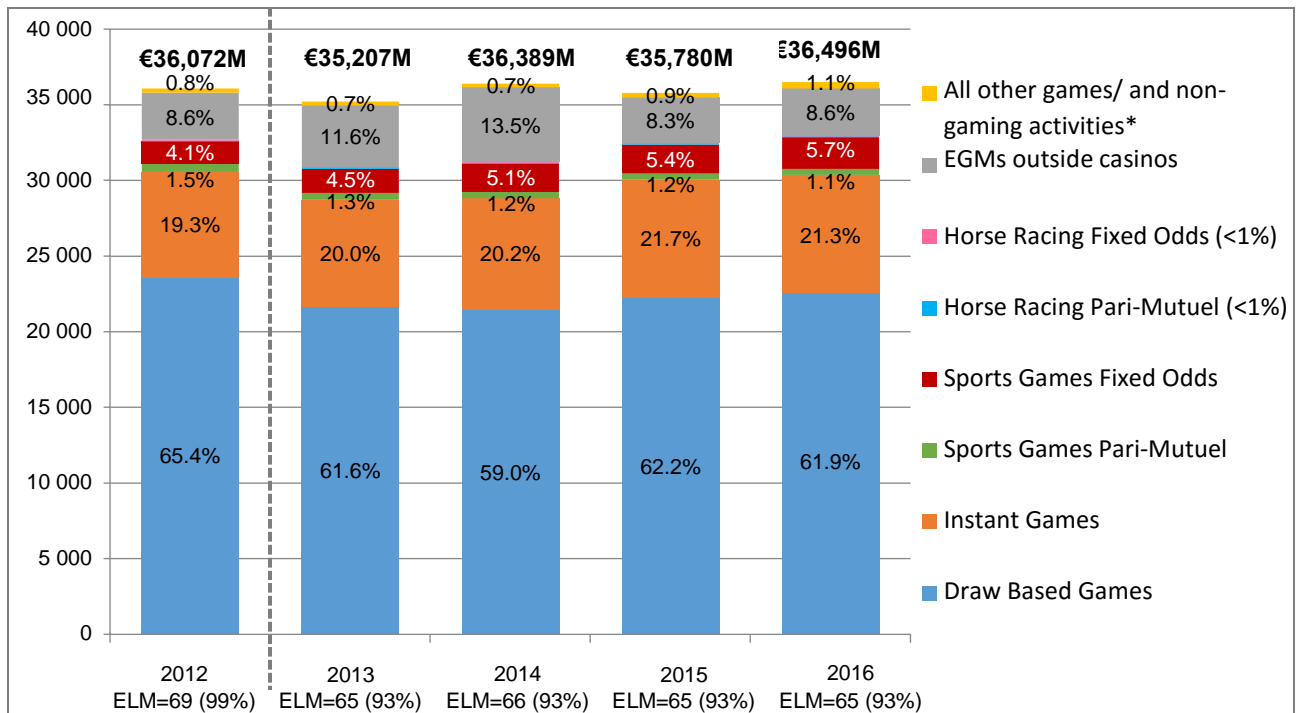
The unusual trend variation in GGR for EGMs is driven by data provided by Italy/ Lottomatica.

"Year (Number of EL Members in the EU reporting figures in the respective column)"

* "Avg. YoY change 2016-2012" may be influenced by differences in the structure of EL Members in the EU reporting in the respective category for individual years.

** Until 2013, the "All other games and non-gaming activities" category was reported. Since 2013, this category includes only "All other games" and does not include "non-gaming activities".

Figure 8. EL Members: GGR by Game Category – Development 2012 - 2016 (€M)



Sources: Currently reporting EL Members

For 2016: 65 EL Members (93% of 70) provided their GGR (i.e. all except for FYROM /National Lottery of Macedonia/, Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung)/, Ireland /Premier Lotteries Ireland/, Bulgaria /Eurofootball Ltd./).

For 2015: 65 EL Members (93% of 70) provided their GGR (i.e. the same who provided the figures for 2016).

“ELM = Number of EL Members reporting figures in the respective column (share of all EL Members)”

* Until 2013, the “All other games and non-gaming activities” category was reported. Since 2013, this category includes only “All other games” and does not include “non-gaming activities”.

Table 8. EL Members: GGR by Game Category – Development 2012 - 2016 (€M)

Game category	ELM rep. GGR †	ELM: GGR for the respective year in €M					Change* 2016-2015	Avg. YoY change*
Draw Based Games	63	23 609	21 679	21 464	22 266	22 576	1.4%	-1.1%
Instant Games	57	6 957	7 043	7 355	7 776	7 784	0.1%	2.8%
Sports Games Pari-Mutuel	37	531	458	435	421	400	-5.0%	-6.9%
Sports Games Fixed Odds	39	1 468	1 592	1 866	1 919	2 092	9.1%	9.3%
Horse Racing Pari-Mutuel	10	69	79	70	77	78	1.3%	3.1%
Horse Racing Fixed Odds	5	59	28	37	21	28	34.1%	-16.7%
EGMs outside casinos	12	3 102	4 072	4 906	2 986	3 126	4.7%	0.2%
All other games/ and non-gaming activities**	12	277	255	256	314	412	31.0%	10.4%
Total	65	36 072	35 207	36 389	35 780	36 496	2.0%	0.3%

Sources: Currently Reporting EL Members, see the comment above for information on those who did not report GGR for individual years.

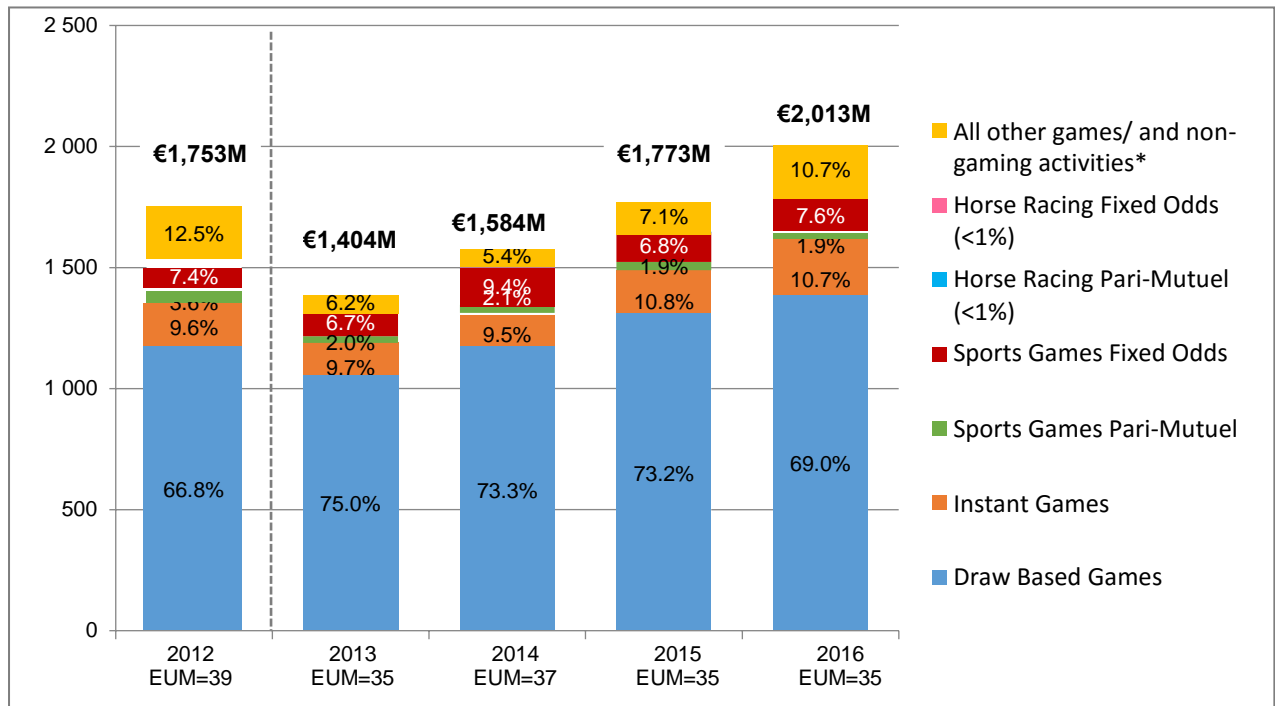
The unusual trend variation in GGR for EGMs is driven by data provided by Italy/ Lottomatica.

“Year (Number of EL Members reporting figures in the respective column)”

* “Avg. YoY change 2016-2012” may be influenced by differences in the structure of EL Members reporting in the respective category for individual years.

** Until 2013, the “All other games and non-gaming activities” category was reported. Since 2013, this category includes only “All other games” and does not include “non-gaming activities”.

Figure 9. EL Members in the EU: Online GGR by Game Category – Development 2012 - 2016 (€M)



The decline between 2012 and 2013 resulted mainly from changes in reporting. France/ FDJ and Sweden/ AB Svenska Spel provided their figures for GGR via the Internet only for 2012. These two lotteries make up about 17% of the GGR via the Internet that was provided by the currently reporting EL Members in the EU for 2012.

Sources: Currently reporting EL Members in the EU

For 2016: 41 (82% of 50 EL Members in the EU) offer online games and 35 (85% of 41) provided the figures (i.e. all except for Sweden /AB Svenska Spel/, Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung), Sächsische Lotto-GmbH/, Ireland /Premier Lotteries Ireland/, France /La Française des Jeux/).

For 2015: 41 (82% of 50 EL Members in the EU) offer online games and 35 (85% of 41) provided the figures (i.e. the same who provided the figures for 2016).

* Until 2013, the "All other games and non-gaming activities" category was reported. Since 2013, this category includes only "All other games" and does not include "non-gaming activities".

Table 9. EL Members: Online GGR by Game Category – Development 2012 - 2016 (€M)

Game category	ELM rep. online GGR for 2016	ELM: GGR via the Internet for the respective year in €M					Change* 2016-2015	Avg. YoY change* 2016-2012
		2012 (49)	2013 (46)	2014 (47)	2015 (44)	2016 (45)		
Draw Based Games	40	1 264	1 180	1 311	1 480	1 659	12.0%	7.0%
Instant Games	17	168	140	166	209	234	11.7%	8.5%
Sports Games Pari-Mutuel	15	77	41	47	50	53	6.6%	-9.0%
Sports Games Fixed Odds	18	175	155	224	202	240	18.8%	8.1%
Horse Racing Pari-Mutuel	4	-	1	2	4	4	-4.7%	n/a
Horse Racing Fixed Odds								
All other games/ and non-gaming activities**	7	220	87	110	159	256	61.0%	3.9%
Total	45	1 906	1 610	1 862	2 106	2 447	16.2%	6.5%

Sources: Currently reporting EL Members

For 2016: 54 (77% of 70 EL Members) offer online games and 45 (83% of 54) provided the figures (i.e. all except for Iceland /Íslensk Getspá/, Azerbaijan /Azerlotereya SJSC/, France /La Française des Jeux/, Sweden /AB Svenska Spel/, Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung), Sächsische Lotto-GmbH/, Ireland /Premier Lotteries Ireland/, Switzerland /Swisslos Interkantonale Landeslotterie/).

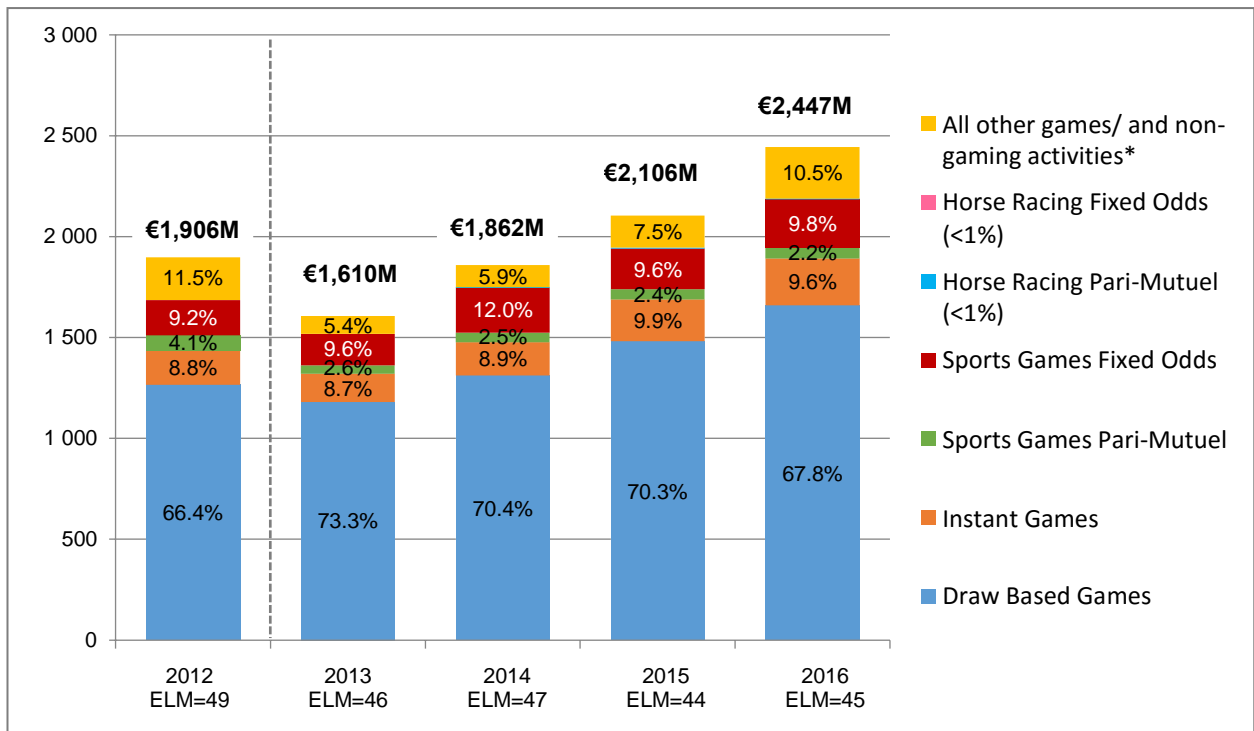
For 2015: 53 (76% of 70 EL Members) offer online games and 44 (83% of 53) provided the figures (i.e. all except for Iceland /Íslensk Getspá/, Azerbaijan /Azerlotereya SJSC/, France /La Française des Jeux/, Sweden /AB Svenska Spel/, Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung), Sächsische Lotto-GmbH/, Ireland /Premier Lotteries Ireland/, Switzerland /Swisslos Interkantonale Landeslotterie/).

"Year (Number of EL Members reporting figures in the respective column)"

* "Change 2016–2015"/ "Avg. YoY change 2016–2012" may be influenced by differences in the structure of EL Members reporting in the respective category for individual years.

** Until 2013, the "All other games and non-gaming activities" category was reported. Since 2013, this category includes only "All other games" and does not include "non-gaming activities".

Figure 10. EL Members: Online GGR by Game Category – Development 2012 - 2016 (€M)



The decline between 2012 and 2013 resulted mainly from changes in reporting. France/ FDJ and Sweden/ AB Svenska Spel provided their figures for GGR via the Internet only for 2012. These two lotteries make up about 15% of the GGR via the Internet that was provided by the currently reporting EL Members for 2012.

Sources: Currently reporting EL Members

For 2016: 54 (77% of 70 EL Members) offer online games and 45 (83% of 54) provided the figures (i.e. all except for Iceland /Íslensk Getspá/, Azerbaijan /Azerlotereya SJSC/, France /La Française des Jeux/, Sweden /AB Svenska Spel/, Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung), Sächsische Lotto-GmbH/, Ireland /Premier Lotteries Ireland/, Switzerland /Swisslos Interkantonale Landeslotterie/).

For 2015: 53 (76% of 70 EL Members) offer online games and 44 (83% of 53) provided the figures (i.e. all except for Iceland /Íslensk Getspá/, Azerbaijan /Azerlotereya SJSC/, France /La Française des Jeux/, Sweden /AB Svenska Spel/, Germany /Staatliche Toto-Lotto GmbH, LOTTO Bayern (Staatliche Lotterieverwaltung), Sächsische Lotto-GmbH/, Ireland /Premier Lotteries Ireland/, Switzerland /Swisslos Interkantonale Landeslotterie/).

* Until 2013, the “All other games and non-gaming activities” category was reported. Since 2013, this category includes only “All other games” and does not include “non-gaming activities”.

Table M1. Countries: Overview of Reporting Activity by Country – 2012 - 2016

Country	Number of Currently Reporting ELM who provided data for individual years				
	2012	2013	2014	2015	2016
Austria	1	1	1	1	1
Belgium	1	1	1	1	1
Bulgaria	2	2	2	2	2
Croatia*	1	1	1	1	1
Cyprus	1	1	1	1	1
Czech Republic	1	1	1	1	1
Denmark	1	1	1	1	1
Estonia	1	1	1	1	1
Finland	1	1	1	1	1
France	1	1	1	1	1
Germany	17	16	17	17	17
Greece	1	1	1	1	1
Hungary	1	1	1	1	1
Ireland	1	1	1	1	1
Italy	2	2	2	2	2
Latvia	1	1	1	1	1
Lithuania	1	1	1	1	1
Luxembourg	1	1	1	1	1
Malta	1	1	1	1	1
Netherlands**	2	2	2	1	1
Poland	2	2	2	2	2
Portugal	1	1	1	1	1
Romania	1	1	1	1	1
Slovakia	1	1	1	1	1
Slovenia	2	2	2	2	2
Spain	3	3	3	3	3
Sweden	1	1	1	1	1
United Kingdom	1	1	1	1	1
EL Members in the EU28	51	50	51	50	50
Albania	0	1	1	1	1
Azerbaijan	2	2	2	2	2
Belarus	1	1	1	1	1
Bosnia and Herzegovina	2	2	2	2	2
FYROM	1	1	1	1	1
Iceland	2	2	2	2	2
Israel	2	2	2	2	2
Kosovo	1	1	1	1	1
Norway	1	1	1	1	1
Russia	1	1	1	1	1
Serbia	1	1	1	1	1
Switzerland	2	2	2	2	2
Turkey	1	1	1	1	1
Ukraine	2	2	2	2	2
EL Members in total	70	70	71	70	70

Sources: Currently reporting EL Members, i.e. only members who took part in the 2017 survey collecting data for 2015 and 2016.

* Croatia has been a member of the EU since 2014. For comparability, their data are also included in the EU data for the years prior to 2014.

** For the Netherlands, two members are reported until 2014, while they have both reported as one member since 2015 (after a merger).

Table M2. Currently Reporting EL Members: Overview of Reporting Activity – 2012 - 2016

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2012	2013	2014	2015	2016
Austria						
Austrian Lotteries	1986	Y	Y	Y	Y	Y
Belgium						
Loterie Nationale	1934	Y	Y	Y	Y	Y
Bulgaria						
Bulgarian Sports Totalizator	1957	Y	Y	Y	Y	Y
Eurofootball Ltd.	1993	Y	Y	Y	Y	Y
Croatia***						
Hrvatska Lutrija d.o.o.	1973	Y	Y	Y	Y	Y
Cyprus						
Cyprus Government Lottery	1958	Y	Y	Y	Y	Y
Czech Republic						
Sazka a.s.	1956	Y	Y	Y	Y	Y
Denmark						
Det Danske Klasselotteri A/S	1753	Y	Y	Y	Y	Y
Estonia						
AS Eesti Loto	1971	Y	Y	Y	Y	Y
Finland						
Veikkaus Oy	1940	Y	Y	Y	Y	Y
France						
La Française des Jeux	1933	Y	Y	Y	Y	Y
Germany						
LOTTO Bayern (Staatliche Lotterieverwaltung)	1946	Y	Y	Y	Y	Y
Deutsche Klassenlotterie Berlin	1947	Y	Y	Y	Y	Y
Bremer Toto und Lotto GmbH	1948	Y	Y	Y	Y	Y
LOTTO Hamburg GmbH	1948	Y	Y	Y	Y	Y
Lotto Rheinland-Pfalz GmbH	1948	Y	Y	Y	Y	Y
Staatliche Toto-Lotto GmbH	1948	Y	Y	Y	Y	Y
LOTTO Hessen GmbH	1949	Y	Y	Y	Y	Y
Toto-Lotto Niedersachsen GmbH	1949	Y	Y	Y	Y	Y
Saarland-Sporttoto GmbH	1951	Y	Y	Y	Y	Y
Westdeutsche Lotterie GmbH & Co. OHG	1957	Y	Y	Y	Y	Y
Sächsische Lotto- GmbH	1990	Y	Y	N	Y	Y
Land Brandenburg LOTTO GmbH	1991	Y	Y	Y	Y	Y
Lotterie-Treuhand-Gesellschaft mbHThüringen	1991	Y	Y	Y	Y	Y
Lotto-Toto GmbH Sachsen-Anhalt	1991	Y	Y	Y	Y	Y
Nordwestlotto Schleswig-Holstein GmbH & Co. KG	1991	Y	Y	Y	Y	Y
Verwaltungs-Gesellschaft Lotto und Toto in Mecklenburg-- Vorpommern mbH	1991	Y	Y	Y	Y	Y
GKL Gemeinsame Klassenlotterie der Länder**	2012	Y	Y	Y	Y	Y
Greece						
OPAP S.A.	1959	Y	Y	Y	Y	Y
Hungary						
Szerencsejáték Zrt.	1991	Y	Y	Y	Y	Y
Ireland						
Premier Lotteries Ireland	1987	Y	Y	Y	Y	Y
Italy						
Sisal S.p.A.	1946	Y	Y	Y	Y	Y
Lottomatica	1990	Y	Y	Y	Y	Y
Latvia						
Latvijas Loto	1993	Y	Y	Y	Y	Y
Lithuania						
Olifėja Inc.	1993	Y	Y	Y	Y	Y
Luxembourg						
Loterie Nationale	1945	Y	Y	Y	Y	Y

Table M2. Currently Reporting EL Members: Overview of Reporting Activity – 2012 – 2016
(continued)

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2012	2013	2014	2015	2016
Malta						
Maltco Lotteries Ltd.	2004	Y	Y	Y	Y	Y
Netherlands****						
Nederlandse Staatsloterij	1726	Y	Y	Y	N	N
De Lotto	1959	Y	Y	Y	N	N
Nederlandse Loterij	2016	N	N	N	Y	Y
Poland						
Totalizator Sportowy Sp. z.o.o.	1956	Y	Y	Y	Y	Y
Totolotek SA	2007	Y	Y	Y	Y	Y
Portugal						
Santa Casa da Misericórdia de Lisboa	1783	Y	Y	Y	Y	Y
Romania						
C.N. Loteria Romana SA	1906	Y	Y	Y	Y	Y
Slovakia						
Tipos National Lottery Company AS	1993	Y	Y	Y	Y	Y
Slovenia						
Loterija Slovenije d.d.	1952	Y	Y	Y	Y	Y
Športna Loterija d.d.	1996	Y	Y	Y	Y	Y
Spain						
Sociedad Estatal Loterías y Apuestas del Estado	1812	Y	Y	Y	Y	Y
ONCE	1938	Y	Y	Y	Y	Y
Loteria de Catalunya	1987	Y	Y	Y	Y	Y
Sweden						
AB Svenska Spel	1996	Y	Y	Y	Y	Y
United Kingdom						
Camelot UK Lotteries Ltd.	1994	Y	Y	Y	Y	Y
Number of Currently Reporting EUM who provided data		51	50	51	50	50
Albania						
Lotaria Kombëtare	2013	N	Y	Y	Y	Y
Azerbaijan						
Azerinteltek CJSC	2001	Y	Y	Y	Y	Y
Azerlotereya SJSC	2010	Y	Y	Y	Y	Y
Belarus						
CJSC Sport-Pari	2007	Y	Y	Y	Y	Y
Bosnia and Herzegovina						
Lottery of Bosnia & Herzegovina	1973	Y	Y	Y	Y	Y
Lottery of the Republic of Srpska	1992	Y	Y	Y	Y	Y
FYROM						
National Lottery of Macedonia	2008	Y	Y	Y	Y	Y
Iceland						
Happdratti Háskolá Íslands	1934	Y	Y	Y	Y	Y
Íslensk Getspá	1986	Y	Y	Y	Y	Y
Israel						
Mifal Hapais	1951	Y	Y	Y	Y	Y
TOTO (The Israel Sports Betting Board)	1968	Y	Y	Y	Y	Y
Kosovo						
Lotaria e Kosovës	1974	Y	Y	Y	Y	Y
Norway						
Norsk Tipping AS	1948	Y	Y	Y	Y	Y
Russia						
JSC TD Stoloto	2006	Y	Y	Y	Y	Y

**Table M2. Currently Reporting EL Members: Overview of Reporting Activity – 2012 – 2016
(continued)**

Country	ELM reported for each year (Y or N)					
EL Member	Founded	2012	2013	2014	2015	2016
Serbia						
State Lottery of Serbia d.o.o.	2004	Y	Y	Y	Y	Y
Switzerland						
Société de la Loterie de la Suisse Romande	1937	Y	Y	Y	Y	Y
Swisslos Interkantonale Landeslotterie	2003	Y	Y	Y	Y	Y
Turkey						
Turkish National Lottery Administration	1939	Y	Y	Y	Y	Y
Ukraine						
MSL	1971	Y	Y	Y	Y	Y
Ukrainian National Lottery	1997	Y	Y	Y	Y	Y
Number of Currently Reporting ELM who provided data		70	70	71	70	70

Sources: Currently reporting EL Members, i.e. only members who took part in the 2017 survey collecting data for 2015 and 2016.

Countries in the EU and outside the EU in alphabetical order. EL Members within countries are in the order of their foundation and then listed in alphabetical order.

* This report covers data from all regular EL Members and from affiliate members. The data from two Moroccan observer members are not included.

** GKL Gemeinsame Klassenlotterie der Länder is the result of a merger between SKL and NKL as per July 1st, 2013. In this report, they were treated as one entity.

*** Croatia has been a member of the EU since 2014. For comparability, their data are also included in the EU data for the years prior to 2014.

**** Nederlandse Loterij is the result of a merger between Nederlandse Staatsloterij and De Lotto. In this report, they have been treated as one entity since 2015.

**Table M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
– 2015 - 2016**

Country EL Member	ELM actively operated the Gaming Category Y / N in 2016 (Y / N in 2015)							
	DBGs	Instants	SG PM	SG FO	Horses PM	Horses FO	EGMs	All other games
Austria								
Austrian Lotteries	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	Y (Y)	Y (Y)
Belgium								
Loterie Nationale	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Bulgaria								
Bulgarian Sports Totalizator	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Eurofootball Ltd.	N (N)	N (N)	N (N)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Croatia								
Hrvatska Lutrija d.o.o.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)	Y (Y)
Cyprus								
Cyprus Government Lottery	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Czech Republic								
SAZKA a.s.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Denmark								
Det Danske Klasselotteri AS	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Estonia								
AS Eesti Loto	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Finland								
Veikkaus Oy	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	Y (Y)
France								
La Française des Jeux	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Germany								
Bremer Toto und Lotto GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Deutsche Klassenlotterie Berlin	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
GKL Gemeinsame Klassenlotterie der Länder	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Land Brandenburg Lotto GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Lotterie-Treuhandgesellschaft mbH Thüringen	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
LOTTO Bayern (Staatliche Lotterieverwaltung)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	Y (Y)
LOTTO Hamburg GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
LOTTO Hessen GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Lotto Rheinland-Pfalz GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Lotto-Toto GmbH Sachsen-Anhalt	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
NordwestLotto Schleswig-Holstein GmbH & Co. KG	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Saarland Sporttoto GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Sächsische Lotto-GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Staatliche Toto-Lotto GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Toto-Lotto Niedersachsen GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Verwaltungsgesellschaft Lotto & Toto in Mecklenburg-Vorpommern mbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Westdeutsche Lotterie GmbH & Co. OHG	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Greece								
OPAP S.A.	Y (Y)	Y (Y)	N (N)	Y (Y)	Y (N)	N (N)	N (N)	N (N)
Hungary								
Szerencsejáték Zrt.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Ireland								
Premier Lotteries Ireland	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Italy								
Lottomatica	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Sisal SpA	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Latvia								
Latvijas Loto	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Lithuania								
Olifeja Inc.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Luxembourg								
Loterie Nationale	Y (Y)	Y (Y)	N (N)	Y (N)	Y (Y)	N (N)	N (N)	N (N)

**Table M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
– 2015 - 2016 (continued)**

Country EL Member	ELM actively operated the Gaming Category Y / N in 2016 (Y / N in 2015)							
	DBGs	Instants	SG PM	SG FO	Horses PM	Horses FO	EGMs	All other games
Malta								
Maltco Lotteries Ltd.	Y (Y)	Y (Y)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Netherlands								
Nederlandse Loterij	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Poland								
Totalizator Sportowy Sp. z.o.o.	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Totolotek SA	N (N)	N (N)	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	Y (Y)
Portugal								
Santa Casa da Misericórdia de Lisboa	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Romania								
C.N. Loteria Romana SA	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	Y (Y)	N (N)
Slovakia								
Tipos National Lottery Company AS	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)	Y (Y)
Slovenia								
Loterija Slovenije d.d.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Športna Loterija d.d.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (Y)	Y (Y)
Spain								
Loteria de Catalunya	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
ONCE	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Sociedad Estatal Loterías y Apuestas del Estado	Y (Y)	N (N)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Sweden								
AB Svenska Spel	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)	Y (Y)
United Kingdom								
Camelot UK Lotteries Ltd.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Number of EUM operating the category	48 (48)	45 (45)	33 (33)	32 (31)	8 (7)	3 (3)	6 (7)	10 (10)
Albania								
Lotaria Kombëtare	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Azerbaijan								
Azerinteltek CJSC	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Azerlotereya SJSC	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Belarus								
CJSC Sport-Pari	Y (Y)	N (N)	N (N)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Bosnia and Herzegovina								
Lottery of Bosnia & Herzegovina	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)	Y (Y)
Lottery of the Republic of Srpska	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
FYROM								
National Lottery of Macedonia	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Iceland								
Happdratti Háskolá Íslands	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	Y (Y)	N (N)
Íslensk Getspá	Y (Y)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Israel								
Mifal Hapais	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	Y (Y)	N (N)
TOTO (The Israel Sports Betting Board)	N (N)	N (N)	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Kosovo								
Lotaria e Kosovës	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Norway								
Norsk Tipping AS	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)	Y (Y)
Russia								
JSC TD Stoloto	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)

**Table M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
– 2015 - 2016 (continued)**

Country EL Member	ELM actively operated the Gaming Category Y / N in 2016 (Y / N in 2015)							
	DBGs	Instant	SG PM	SG FO	Horses PM	Horses FO	EGMs	All other games
Serbia								
State Lottery of Serbia d.o.o.	Y (Y)	Y (Y)	N (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Switzerland								
Société de la Loterie de la Suisse Romande	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)
Swisslos Interkantonale Landeslotterie	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)
Turkey								
Turkish National Lottery Administration	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Ukraine								
MSL	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)	N (N)
Ukrainian National Lottery	Y (Y)	N (N)	N (N)	Y (Y)	N (N)	N (N)	Y (Y)	N (N)
Number of ELM operating the category	67 (67)	61 (61)	39 (40)	42 (41)	10 (9)	5 (5)	12 (13)	13 (13)

Sources: Currently reporting EL Members, i.e. only members who took part in the 2017 survey collecting data for 2015 and 2016.

Table M4. Currently Reporting EL Members: Operation Status in Individual Gaming Categories Operated Online – 2015 - 2016

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2016 (Y / N in 2015)						
	DBGs	Instants	SG PM	SG FO	Horses PM	Horses FO	All other games
Austria							
Austrian Lotteries	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	Y (Y)
Belgium							
Loterie Nationale	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Bulgaria							
Bulgarian Sports Totalizator	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Eurofootball Ltd.	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Croatia							
Hrvatska Lutrija d.o.o.	Y (Y)	N (N)	N (N)	Y (Y)	N (N)	N (N)	Y (Y)
Cyprus							
Cyprus Government Lottery	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Czech Republic							
SAZKA a.s.	N (N)	N (N)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Denmark							
Det Danske Klasselotteri AS	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Estonia							
AS Eesti Loto	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Finland							
Veikkaus Oy	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)
France							
La Française des Jeux	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Germany							
Bremer Toto und Lotto GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Deutsche Klassenlotterie Berlin	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
GKL Gemeinsame Klassenlotterie der Länder	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Land Brandenburg Lotto GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Lotterie-Treuhandgesellschaft mbH Thüringen	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
LOTTO Bayern (Staatliche Lotterieverwaltung)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)	N (N)
LOTTO Hamburg GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
LOTTO Hessen GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Lotto Rheinland-Pfalz GmbH	Y (Y)	N (N)	Y (N)	N (N)	N (N)	N (N)	N (N)
Lotto-Toto GmbH Sachsen-Anhalt	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
NordwestLotto Schleswig-Holstein GmbH & Co. KG	Y (Y)	N (N)	Y (N)	N (N)	N (N)	N (N)	N (N)
Saarland Sporttoto GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Sächsische Lotto-GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Staatliche Toto-Lotto GmbH	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Toto-Lotto Niedersachsen GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Verwaltungsgesellschaft Lotto & Toto in Mecklenburg-Vorpommern mbH	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Westdeutsche Lotterie GmbH & Co. OHG	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Greece							
OPAP S.A.	N (N)	N (N)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Hungary							
Szerencsejáték Zrt.	Y (Y)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Ireland							
Premier Lotteries Ireland	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Italy							
Lottomatica	N (N)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Sisal SpA	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)

**Table M4. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
Operated Online – 2015 - 2016 (continued)**

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2016 (Y / N in 2015)						
	DBGs	Instants	SG PM	SG FO	Horses PM	Horses FO	All other games
Latvia							
Latvijas Loto	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Lithuania							
Olifeja Inc.	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Luxembourg							
Loterie Nationale	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Malta							
Maltco Lotteries Ltd.	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Netherlands							
Nederlandse Loterij	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Poland							
Totalizator Sportowy Sp. z.o.o.	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Totolotek SA	N (N)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Portugal							
Santa Casa da Misericórdia de Lisboa	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Romania							
C.N. Loteria Romana SA	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Slovakia							
Tipos National Lottery Company AS	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	Y (Y)
Slovenia							
Loterija Slovenije d.d.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Športna Loterija d.d.	Y (Y)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)
Spain							
Loteria de Catalunya	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
ONCE	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Sociedad Estatal Loterías y Apuestas del Estado	Y (Y)	N (N)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Sweden							
AB Svenska Spel	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)
United Kingdom							
Camelot UK Lotteries Ltd.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Number of EUM operating the category	37 (37)	16 (16)	16 (14)	14 (14)	3 (3)	2 (2)	8 (8)
Albania							
Lotaria Kombëtare	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Azerbaijan							
Azerinteltek CJSC	Y (Y)	N (N)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Azerlotereya SJSC	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Belarus							
CJSC Sport-Pari	Y (Y)	N (N)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Bosnia and Herzegovina							
Lottery of Bosnia & Herzegovina	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Lottery of the Republic of Srpska	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
FYROM							
National Lottery of Macedonia	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Iceland							
Happdratti Háskolá Íslands	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Íslensk Getspá	Y (Y)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Israel							
Mifal Hapais	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
TOTO (The Israel Sports Betting Board)	N (N)	N (N)	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)
Kosovo							
Lotaria e Kosovës	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Norway							
Norsk Tipping AS	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)

Table M4. Currently Reporting EL Members: Operation Status in Individual Gaming Categories Operated Online – 2015 - 2016 (continued)

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2016 (Y / N in 2015)						
	DBGs	Instants	SG PM	SG FO	Horses PM	Horses FO	All other games
Russia							
JSC TD Stoloto	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Serbia							
State Lottery of Serbia d.o.o.	Y (N)	Y (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Switzerland							
Société de la Loterie de la Suisse Romande	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Swisslos Interkantonale Landeslotterie	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)
Turkey							
Turkish National Lottery Administration	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)	N (N)
Ukraine							
MSL	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Ukrainian National Lottery	Y (Y)	N (N)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Number of ELM operating the category	49 (48)	22 (21)	21 (19)	23 (23)	4 (4)	3 (3)	10 (10)

Sources: Currently reporting EL Members, i.e. only members who took part in the 2017 survey collecting data for 2015 and 2016.

Annex C: Explanations of Collected Data Included in This Report

Country	The lotteries' country of origin needed to be confirmed.
Lottery	The lottery name needed to be confirmed.
Contact person	The following details of a contact person were asked for: name, e-mail address and phone number.
National currency	EL Members were asked to confirm their national currency and to fill in all data in their national currency. The AGENCY team used the yearly average exchange rates from 2015 provided by Eurostat or, if these were not available, the yearly average exchange rates from the European Central Bank and the national banks of each country.
Sales	Sales (or turnover or handles for slot machines) should be in your national currency. Do not deduct anything from Sales – not prizes, not commission for retailers, nor anything else. The amount should reflect the gross amount that players pay to buy lottery products. If you do not operate games in a category just leave the field blank. If players also pay a tax on top of the price of the lottery product, please include this tax on top of the Sales figure. Include Sales of the lottery and its subsidiaries from all channels like retail, own shops, the Internet, mobiles, tablets and interactive TVs. The Sales figures should correspond to the figures provided in the audited reports if available.
Gross Gaming Revenue (GGR)	Gross Gaming Revenue (GGR) is equal to Sales minus prizes. For each game, GGR should be equal to Sales multiplied by 100% – the pay-out rate as a percentage. If, for example, you sell €50 of instant tickets with a pay-out of 58% in prizes for players, the GGR is equal to $50 \times (100\% - 58\%) = 21$. There may be a slight difference between the theoretical prize pay-out percentage and the actual pay-out, as some players never collect their prizes. However, for the purpose of this study the difference does not matter. You may thus use the theoretical pay-out rates to calculate GGR from Sales figures as shown above. GGR also equals the amount kept by the operator after prizes to cover all costs, retail commissions, taxes, money for good causes and profit. You should include GGR for all channels including retail, own shops, the Internet, mobiles, tablets and interactive TVs. The GGR figures should correspond to the figures provided in the audited reports if available.
Sales via the Internet/ mobiles	Sales via the Internet/ mobiles should include and reflect the same content as total Sales data, however only from channels like the Internet, mobiles, tablets and interactive TVs.
Gross Gaming Revenue via the Internet/mobiles	GGR via the Internet/ mobiles should include and reflect the same content as total GGR data, however only from channels like the Internet, mobiles, tablets and interactive TVs.
Draw Based Games	All nationwide games based on numbers or letters and thus typical lottery games with both pari-mutuel and fixed prizes. For example, Lotto, Pick 3, Euro Millions, Joker, Spiel, Draw, Class Lotteries, Keno both daily and fast draw and Bingo. Do not include EGMs or Instant Games based on numbers in this category.
Instant Games	All instant or scratch games and pull tab games – the so-called pre-drawn lotteries.

Sports Games Pari-Mutuel <i>(except Horse Racing Games)</i>	All games on sports events, with running odds i.e. games where players play against each other for one or more prize pools defined as a percentage of the total stake sum. For example: Tips, Toto, Maljagt, ... Do not include any fixed odds games.
Sports Games Fixed Odds <i>(except Horse Racing Games)</i>	All games, except Horse Racing Games, where players bet on the outcome of a sports event and all novelty bets on, for example, the weather, song contests, political events where the lottery offers fixed odds i.e. games where the player plays against the lottery. For example: Oddset, live betting....
Horse Racing Games Pari-Mutuel	All Horse Racing Games with running odds i.e. games where players play against each other for one or more prize pools defined as a percentage of the total stake sum. Does not include any fixed odds games.
Horse Racing Games Fixed Odds	All Horse Racing Games where players bet on the outcome of a horse racing event where the lottery offers fixed odds i.e. games where the player plays against the lottery.
EGMs outside casinos	Electronic Gaming Machines (EGMs) located outside licensed brick and mortar casinos. For example, slot machines outside casinos, VLTs and EILs.
All other games	Typically, the category includes casino games or poker.
Average number of full-time employees	The average number of lottery employees over the year calculated on a full-time basis. Do not include employees of service providers or retailers.
Mandatory Money for Society (Tax/Duties/Good Causes) <i>of which goes to sport</i> <i>of which goes to other good causes (e.g. culture, education, health, social...)</i> <i>of which goes to treasury (with no knowledge of the final allocation, i.e. taxes, duties)</i> <i>with no knowledge of the final allocation</i>	<p>Include everything your lottery contributes to society in the form of mandatory taxes/ levies (local and national, company tax, license fee) and mandatory payments allocated to good causes like sports, culture, the environment, education, etc. The entry in this field should reflect the total money your lottery contributes to society as mandatory payments.</p> <p>For the purpose of this study, the total amount your lottery contributes to society as mandatory payments is broken down into four categories:</p> <ul style="list-style-type: none"> • Sports: This covers mandatory payments allocated to sports. Include all amounts in your national currency that your lottery provides for sports purposes whether you pay it directly to sports associations or indirectly to a ministry or another institution. Do not include money you pay for sponsorships to sports. • Other good causes: This covers mandatory payments allocated to good causes where you are certain of the end allocation. Include all amounts in your national currency that your lottery provides for good causes like culture, education, the environment, health, social, etc., whether you pay it directly to the good cause or indirectly through a ministry or another institution. Do not include money you pay as sponsorships to good causes. • Treasury: This covers mandatory payments to treasury (state budget) with no specific allocation. Include all amounts in your national currency for all taxes and duties (local and national, company tax, license fee) and any tax paid on prizes. If your profit or part of it goes to treasury this must also be included. Do not include sponsorships or other non-mandatory payments. • A special category for Mandatory money for society with no knowledge of the final allocation (might by either of three subcategories)

<p>Total spending on measures to prevent problem gambling</p>	<p>The EL has established a programme of Responsible Gaming Certification. This entry is meant to support evidence that lotteries are fully aware of the obligations to promote responsible gaming. You should report the amount in your national currency that was used for measures to prevent problem gambling – covering all 11 elements of the EL Responsible Gaming Standards. It should include costs for the prevention, research and treatment of problem gambling supported by your lottery. Include also costs for informational material; stakeholder engagement and costs associated with helpline support; education of staff and retailers and costs for employees directly involved in such activities.</p>
<p>Number of Points of Sales (POS)</p>	<p>The number of physical Points of Sales (POS) at the end of the period where your lottery sells its products – either all or part of them. Do NOT include POS where EGMs are the only lottery product sold.</p> <p>In countries with more than one active EL Member, the number of POS shared with other EL Members are indicated separately.</p> <p>4 categories of POS are identified:</p> <ul style="list-style-type: none"> • Direct POS: Total number of POS owned by the Lottery; • Semi-direct POS: the number of physical POS that are not owned by the lottery, necessary equipment for selling products is provided. No other competitive products may be sold in these POS. E.g. “franchise” concept; • Indirect POS: The number of physical POS where products offered by lottery are sold based on the contract with the owner of the POS; however, competitive products can be sold there; • Limited Service POS: Number of physical POS that do not offer the full range of products and lottery services (Lottery Inside, Lottery Online, self vending machines etc.).

Source: EL, 2017

Annex D: Other Data Sources

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