



FOR THE BENEFIT OF SOCIETY

**REPORT ON THE
LOTTERY SECTOR
IN EUROPE
2017**

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Report Summary

Dear reader,

This is already the twelfth 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 2017.

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 2017 and includes comparative statistics for the years 2013 – 2017, where appropriate.

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 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, or be a public company, or be privately owned, or be a company focused solely on sports-betting and online gaming, or a company with a completely different gaming orientation.

¹ *Until 2014, the report had 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 renamed to “EL Report on the Lottery Sector in Europe”.*

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

The report for 2017 consolidates the activities of all reporting EL Members and thus covers 42 European countries and represents data from 70 regular and affiliate EL Members.

Table A. Number of EL Members Participating in the 2018 Data Collection Who Provided Data for Individual Years

	2013	2014	2015	2016	2017
EL Members in the EU28	49	50	50	50	50
EL Members outside the EU28	20	20	20	20	20
TOTAL	69	70	70	70	70

Source: Reporting EL Members.

The data for this report was 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 detailed data to any party.

All monetary figures are calculated in euros using the average exchange rate for 2017.³

The report provides key KPIs of all reporting EL Members consolidated Gross Gaming Revenue (GGR)⁴ broken down into six gaming categories:

- Draw Based Games;
- Instant Games;
- Sports Games Pari-Mutuel;⁵
- Sports Games Fixed Odds;
- Electronic Gaming Machines (EGMs) outside casinos;
- All other games.⁶

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

³ The report presents data from 2013, 2014, 2015, 2016 and 2017. To make figures comparable over time, historical figures provided only by EL Members who participated in this years’ data collection process and reported the specific figure for 2017 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 2017, 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 2013 to 2016, 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 Horse Racing is aggregated into Sports Games categories.

⁶ A detailed definition of the games is given in the Annex.

The tables and charts in Annex B are accompanied with explanatory footnotes covering data from the last two years and comments on significant changes; otherwise they are left uncommented to serve as a basis for readers' own analysis.⁷

Table B. Overview of Key Data 2017

	Reporting EU Members	All Reporting EL Members
EL Members All member lotteries reporting within the EU/in Europe	50	70
Money for Society	€21.2bn	€23.3bn
Direct Full-time Employment ⁸ Yearly average number of full-time employees	43.916	48.229
Indirect Employment ⁹ Created full-time jobs	365.460	430.155
Sales Includes Sales from the six "Lottery" categories (see introduction)	€80.9bn	€88.5bn
Gross Gaming Revenue Sales minus prizes of the eight gaming categories (see introduction)	€33.7bn	€37.1bn
Online Gross Gaming Revenue	€3.3bn	€2.7bn

Source: EL Members who took part in the 2018 survey; data being collected and aggregated by Kantar TNS, 2018.

Enjoy your reading,

Hansjörg HÖLTKEMEIER

President of European Lotteries Association

⁷ See the complete information on methodology in the Annex.

⁸ The figure includes 19,552 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.

⁹ 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 the EU and the Rest of Europe in 2017

A key characteristic of the EL Members 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 2017, the money contributed to society by 50 EL Members in the EU (that reported their contributions) amounted to €21.2bn. The funds were channeled towards sports, funds for other good causes and taxes for treasury. **As for all EL Members** reporting the category (69 in total), **their contributions to society amounted to €23.3bn in 2017.** It means that **63% 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 €3.8bn, France with €3.2bn, Spain with €3.0bn, Germany with €2.8bn and the U.K. with €2.7bn. **The average amount that EL Members in the EU paid back to society in 2017** (across the 28 EU member states, population of 505.6 million) **was €41 per capita.**

Another important contribution of the EL Members is the contribution to employment in their respective countries. In 2017, the 50 EL Members operating in the EU **directly employed 43,916** full-time employees (all 70 reporting EL Members employed 48,229 full-time employees), whilst they **indirectly created 365,460 full-time jobs in the EU (430,155 jobs across Europe)**, typically in the sectors selling lottery products.

Responsible gaming activities are an integral part of the EL Members’ business. In 2017, EL Members continued to spend a significant effort on measures to prevent problem gambling.

3. Specific Gaming Activities

Sales for the four “Lottery” categories (Draw Based Games, Instant Games, Sports Games Pari-Mutuel, Sports Games Fixed Odds) **by EL Members in the EU amounted to €80.9bn in 2017, representing already a fourth year of growth** and showing an **increase of 1.3% in comparison with 2016.** When taking into account **all EL Members**, the **total Sales amounted to €88.5bn**, resulting in a year on year **increase of 1.6%.**

In 2017, the key industry KPI, the total **GGR of the four “Lottery” categories reported by 47 EL Members operating in the EU was €29.4bn**, representing a **decrease of 1.5%** compared with 2016. Viewing **all 67 EL Members reporting the category for 2017**, their **total Lottery GGR was €32.6bn**, which is a **decrease of 0.9%** after three consecutive years of growth. **The total GGR of all six gaming categories, including EGMs outside casinos and all other games, reported by 48 EL Members operating in the EU was €33.7bn in 2017**, representing an **increase of 1.6%** compared with 2016. Viewing **all 68 EL Members**

reporting the category for 2017, their total GGR was €37.1bn, which is an increase of 2.0% compared to 2016. The major growth driver was the merger of three Finnish gaming companies (Veikkaus, RAY and Fintoto) into the new Veikkaus Oy reporting therefore the consolidated results for all three companies (instead of one in the previous year). As for the 48 EL Members operating in the EU, who reported their GGR, the per capita GGR spending ranges from €4 in Romania to more than €100 in Finland, Greece, Italy and Portugal. **Average per capita GGR across the EU was €66.** The corresponding **figure for all 68 reporting EL Members was €44.** This includes the Russian JSC Technology Company "Center", covering a population of nearly 144.0 million with GGR spending of €2 per capita, on one side, and, beside EU countries mentioned above, also Israel, Norway and Switzerland, with €100 per capita GGR spending and more, 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, offered by **EL Members in 28 EU states, had Sales of €47.0bn and GGR of €19.6bn, decreasing by 1.8% and 4.6% respectively in comparison with 2016.** The generated GGR accounted for more than 58% of total GGR. **All EL Members reporting the category had Sales of €51.8bn and GGR of €21.7bn, decreasing by 1.1% and 3.6% respectively** in comparison with 2016. The generated GGR accounted for nearly **59% of total GGR.** Per capita GGR spending on Draw Based Games reported by EL Members in EU countries averaged €38 and ranges widely from €1 in Cyprus to €114 in Finland. Non-EU countries show smaller figures where over three quarters of them generate per capita GGR lower than €5, and over one half of non-EU countries did not even reach €2. However, Iceland, Israel, Norway and Switzerland show figures higher than €50 per capita, where per capita GGR in Norway even amounted to €102.

The second largest category is Instant Games, offered by EL Members in 27 EU countries and in 13 non-EU countries. It is **a growth category, showing a continuous Sales increase for the last five years.** The **EL Members in the EU had Sales from Instant Games of €24.5bn** (44 reported the category) with a **growth of 4.1% and GGR of €7.5bn** (43 reported; representing **22.4% of their total GGR**) with a **growth of 3.7% in comparison with 2016.** **All EL Members had Sales from Instant Games of €25.9bn** (60 reported the category), **i.e. a growth of 4.2% compared to 2016 and GGR of €8.1bn** (59 reported the category), which **grew by 3.9%** compared to 2016. Instant Games in EU countries generated average **GGR per capita €15** and have shown per capita GGR ranging from €1 in Bulgaria, Croatia, Germany and Malta, to more than €20 in Finland, France, Italy and Portugal. Whereas most of the non-EU countries usually did not exceed €1, there are three EL Member countries where customers' per capita GGR spending exceeded €14: Israel, Norway and Switzerland. Overall, Italy remains the largest Instant Games market with GGR of €2.4bn.

The **two Sports Games gaming categories,** including also the Horse Racing, both collected and analysed separately for Pari-Mutuel and Fixed Odds wagering, **totaled a GGR of €2.3bn by 36 EL Members from the EU and €2.8bn by all 46 EL Members reporting the**

category for 2017. Although Sports Games are rather the minor product categories, generating for EL Members from the EU **only 7.0% of their total GGR** and for all EL Members 7.5% of their total GGR, they are both **fast growing categories, increasing in terms of joint GGR by 9.0% and by 11.1%** for EL Members from the EU and for all EL Members respectively (compared to 2016). Out of the two product categories **Sports Games Fixed Odds** is important more, **representing over 81% of the GGR generated for the two product categories.** The category GGR was reported by 28 EL Members in 17 EU states, showed a total GGR of €1.9bn in 2017 and **grew by 11.1% compared to 2016 and 9.6% on average for four consecutive years.** All 37 EL Members reporting this category enjoyed a total GGR of €2.3bn, which also meant a year on year increase by 9.4% compared to 2016 with an average growth of 9.6% for four consecutive years.

The fourth category, EGMs outside casinos, includes: slot machines separate from casinos, Video Lottery Terminals and Electronic Instant Lotteries. In 2017, they were **operated and reported by 8 EL Members in 7 EU member states, with a GGR of €3.5bn, and in 12 states in total generating €3.7bn in 2017.** For the EL Members in the EU, the GGR figure accounted for **10% of the total GGR.** Compared to 2016, the growth amounted to 25.5%, mainly driven by inclusion of Finnish operator RAY into the Veikkaus Oy, annual progress in Italy and launch of VLTs by Greek Lottery OPAP. GGR ratio of all EL Members in total reporting EGMs GGR for 2017 accounted for 10%, too, while they recorded a year on year increase of 23.9%.

Last category, **Other Games, is the smallest category,** reported by EL Members in 8 EU states, and by 11 EL Member states in total, generating in both cases **only 2% of their total GGR.**

A major industry trend is the continuous growth in Online Sales. Out of 42 EU Members offering online games, **39 EL Members in 23 EU states** reported **GGR for all online activities of €2.7bn, an increase of 15.6%** compared to 2016. Out of **all 56 EL Members offering one or more categories online,** 52 reported **GGR of €3.3bn, showing a 17.1% growth** when compared to 2016. The annual **compound growth of Online GGR has averaged 21.1% over the past four years.** **The GGR for online activities represented 8.9% of the total GGR in 2017,** while in 2016 represented only 7.7% of the total GGR. It is composed mainly of Draw Based Games, representing 54.3% of the total, complemented by All other games with 11.8 %, Sports Games Fixed Odds with 9.2%, Instant Games with 7.6%, and Sports Games Pari-Mutuel with 3.0% (while the remaining 14.1% were unspecified).

APPENDICES TO THE REPORT

Annex A: Methodology Applied

Annex B: Figures & 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.¹⁰

The data gathered covers the results of current regular and affiliate EL Members in calendar year 2017.¹¹ The report presents only the data that individual members felt comfortable to deliver or that they were able to report in terms of their activities. Thus, breadth of data reported may differ in specific areas 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 2017.¹² They were responsible for the data collection, consistency, aggregation and non-disclosure of any detailed data to any party. The data was collected via a secured online questionnaire during spring 2018. The questionnaire was divided into two main sections, which are processed in this report – “Key data” on six gaming categories (i.e. Draw Based Games, Instant Games, Sports Games Pari-Mutuel, Sports Games Fixed Odds, Electronic Gaming Machines (EGMs) outside casinos, and All other games) and “Other Data” involving figures of employment, money for society 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 get to 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 2017, either from Eurostat or, if not available, then from the European Central Bank or the national bank of each country.

In addition to the data for 2017, data from previous years is also included, namely from the period of 2013 – 2016.^{13, 14}

To make figures comparable over time, historical figures provided only by EL Members who participated in this years’ data collection process (hereinafter: Currently Reporting EL Members) are shown in this report and, at the same time, all historical monetary figures from those years in currencies

¹⁰ The only external sources used have been EUROSTAT, the World Economic Outlook Database for population figures, the European Central Bank’s sites, Worldbank’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.

¹¹ 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.

¹² Kantar TNS, Klimentská 10, 11000 Praha, Czech Republic.

¹³ This report includes historical data reported by current EL Members in spring 2018 (figures for 2017 and 2016, Kantar TNS), in spring 2017 (figures for 2015, Kantar TNS) and in spring 2016 (figures for 2014 and 2013; collected, aggregated and further processed by Ipsos).

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

other than the euro have also been converted into euros using the same average exchange rate for 2017 (in other words, all amounts in this report are reported in the average 2017 euro value).^{15, 16} The 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 2010.¹⁷ The aim is to provide the regular reader of these reports with ease of orientation and with 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 year/s), while supportive tables and figures show the relevant data behind the conclusions.

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, but 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).

A comparison with previous results is always available and is within a two or five year period, or both. The historical charts and tables include only those Currently Reporting EL Members, who provided 2017 data for respective category. The changes displayed may be influenced by differences in the structure of EL Members reporting in the respective category for individual years.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 2008 to 2016 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 2017 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). Since EL reports 2016, it has been distinguished between EL Members who do not operate and those who do not report the individual category. In this year collection, it was resigned from monitoring Horse Races category separately, as the size of the category is not material, and hereby it has been collected as part of the Sports Games categories. Also a new color code for displaying individual gaming categories in charts has been applied (see further).

¹⁸ The supportive tables and figures were provided by an independent party, Kantar TNS, which analysed the primary data for the years 2013 - 2017, 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 the EU.

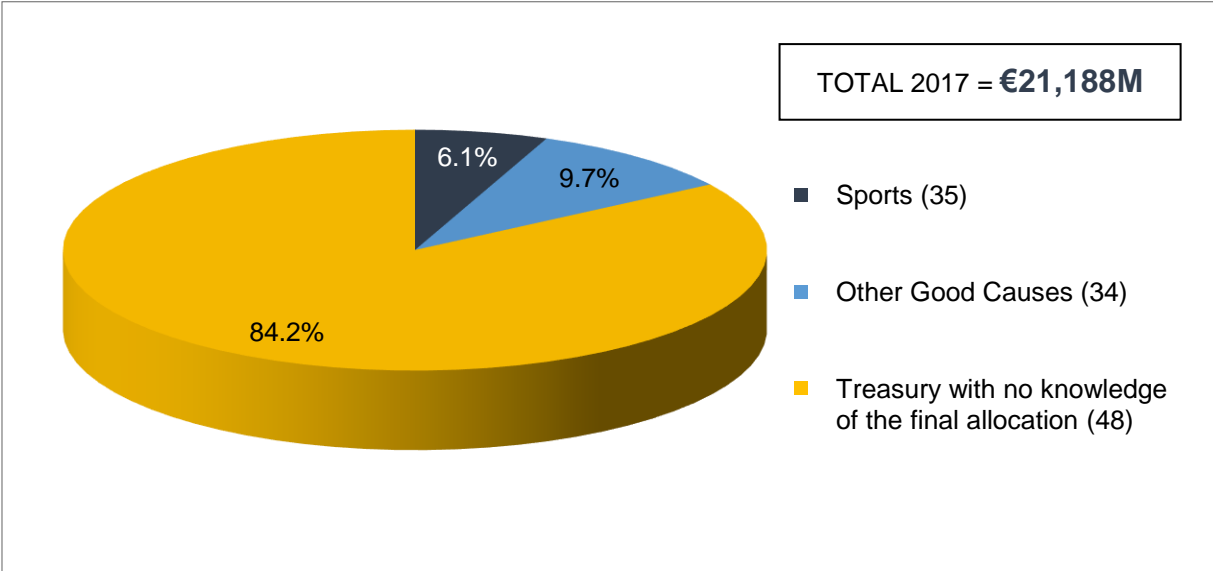
²⁰ The method of display may differ according to the space available, however the explanation under the figure/table or in the footnote is always present, namely for the last two years of reporting (2016 and 2017). Additionally, an explanation for possibly surprising trends is available too.

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

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

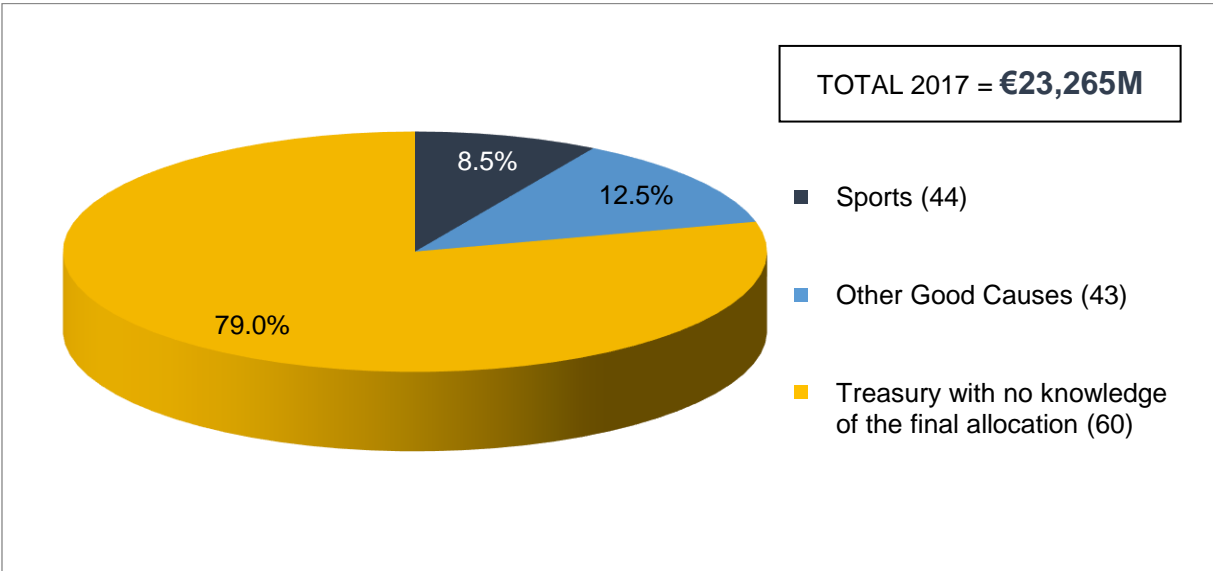
Annex B: Figures and Tables

Figure C1. EL Members in the EU: Money for Society by Target – 2017 (€M)



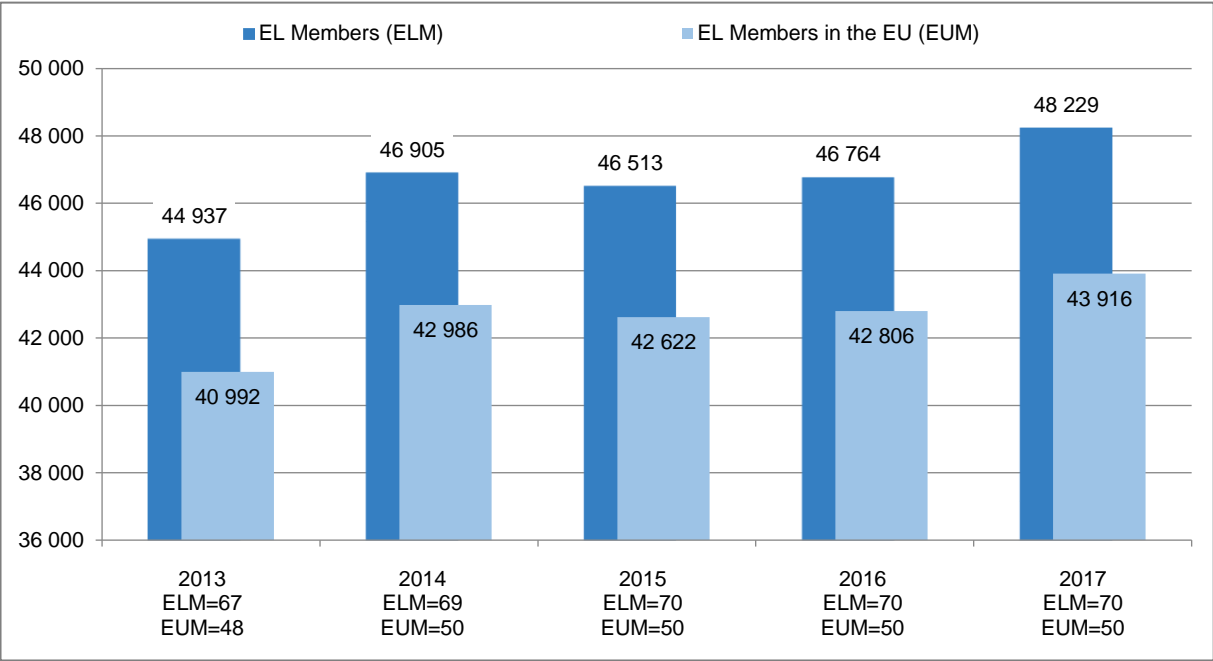
Sources: EL Members in the EU reporting figures for their Money for Society for 2017
 50 reported (100% of 50 EL Members in the EU).
 "Target category" ("Number of reporting EL Members in the EU").

Figure C2. EL Members: Money for Society by Target – 2017 (€M)



Sources: EL Members reporting figures for their Money for Society for 2017
 69 reported (99% of 70 EL Members, i.e. all except for Belarus/ CJSC Sport-Pari).
 FYROM/ National Lottery of Macedonia provided only the overall figure for Money for Society for 2017 without a split by target. For the purpose of this chart, the whole amount is assigned to Money for Society: Treasury with no knowledge of the final allocation.
 "Target category" ("Number of reporting EL Members").

Figure C3. Contribution to Direct Employment – Development 2013–2017



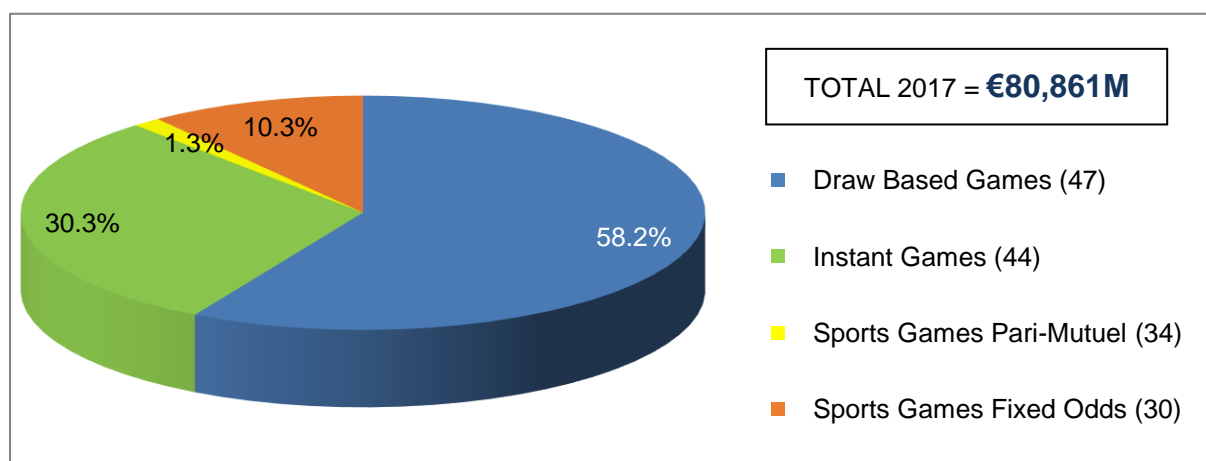
Sources: EL Members reporting the category for 2017

For 2017 and 2016: 70 reported (100% of 70 EL Members)

The figure for Spain includes 19.552 sales people from Spain/ Organización Nacional de Ciegos Españoles – ONCE, who are also full-time employees.

ELM/ EUM = “Number of EL Members/ EL Members in the EU reporting figures in the respective column”

Figure 1. EL Members in the EU: Lottery Sales by Game Category – 2017 (€M)



Sources: EL Members reporting their Lottery Sales for 2017

49 reported (98% of 50 EL Members in the EU, i.e. all except for Sweden/aB Svenska Spel).

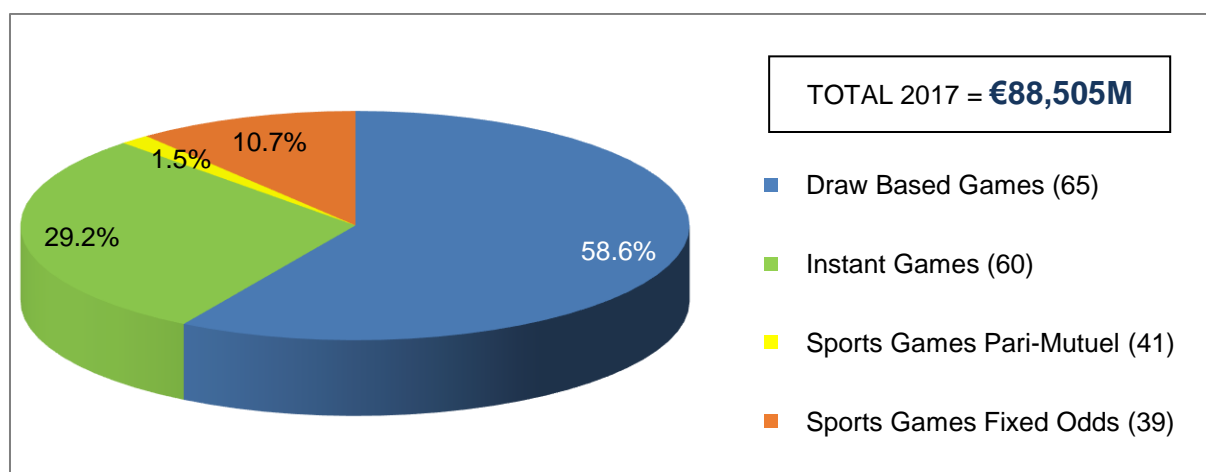
“Game category” (“Number of reporting EL Members in the EU”).

Table 1. EL Members in the EU: Lottery Sales by Game Category – 2017 (€M)

Game category	Number of EUM reporting Lottery Sales for 2017	EUM: Lottery Sales for 2017 (€M)	Share out of total
Draw Based Games	47	47 026	58.2%
Instant Games	44	24 465	30.3%
Sports Games Pari-Mutuel	34	1 079	1.3%
Sports Games Fixed Odds	30	8 291	10.3%
Total	49	80 861	100%

Sources: EL Members in the EU reporting their Lottery Sales for 2017, see the comment above for information on those who did not report.

Figure 2. EL Members: Lottery Sales by Game Category – 2017 (€M)



Sources: EL Members reporting their Lottery Sales for 2017

69 reported (99% of 70 EL Members, i.e. all except for Sweden/aB Svenska Spel).

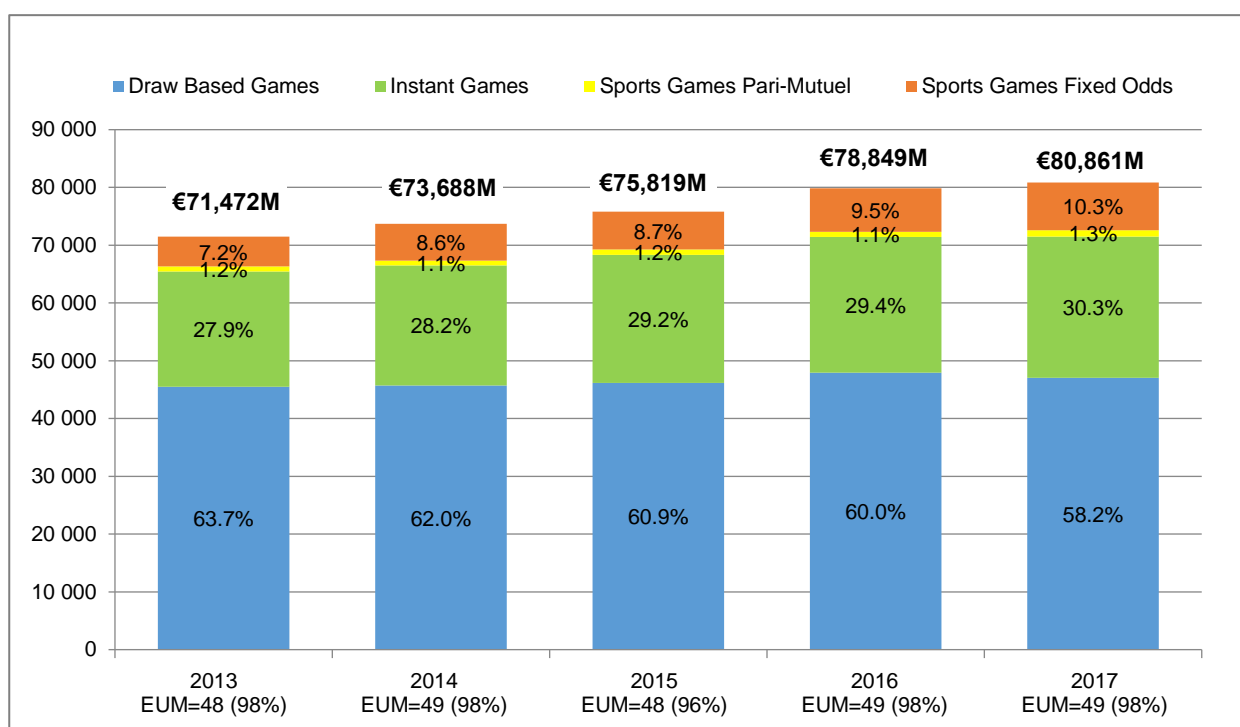
“Game category” (“Number of reporting EL Members”).

Table 2. EL Members: Lottery Sales by Game Category – 2017 (€M)

Game category	Number of ELM reporting Lottery Sales for 2017	ELM: Lottery Sales for 2017 (€M)	Share out of total
Draw Based Games	65	51 823	58.6%
Instant Games	60	25 882	29.2%
Sports Games Pari-Mutuel	41	1 286	1.5%
Sports Games Fixed Odds	39	9 513	10.7%
Total	69	88 505	100%

Sources: EL Members reporting their Lottery Sales for 2017, see the comment above for information on those EL Members in the EU who participated in this data collection but did not report.

Figure 3. EL Members in the EU: Lottery Sales by Game Category – Development 2013–2017 (€M)



Sources: EL Members in the EU reporting their Lottery Sales for 2017

For 2017 and 2016: 49 reported (98% of 50 EL Members in the EU, i.e. all except for Sweden/aB Svenska Spel).

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 2013–2017 (€M)

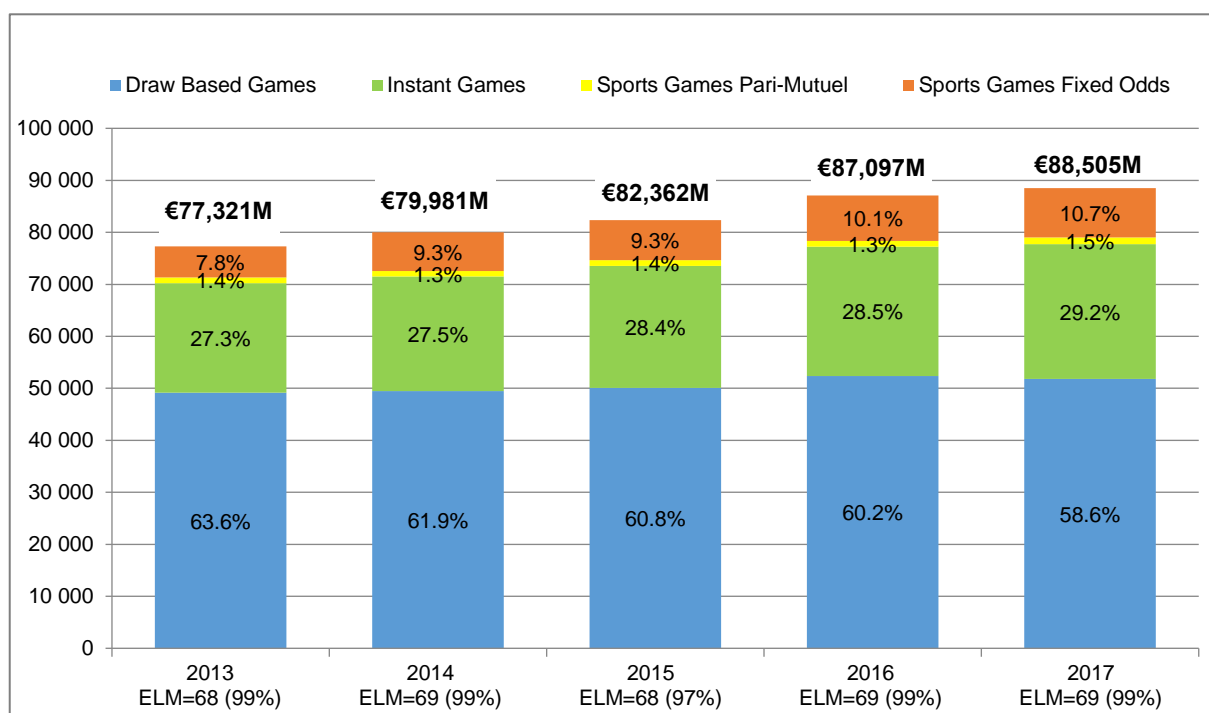
Game category	EUM rep. Lottery Sales for 2017	EUM: Lottery Sales for the respective year in €M					Change* 2017-2016	Avg. YoY change* 2017-2013
		2013 (48)	2014 (49)	2015 (48)	2016 (49)	2017 (49)		
Draw Based Games	47	45 502	45 711	46 177	47 911	47 026	-1.8%	0.8%
Instant Games	44	19 953	20 805	22 168	23 505	24 465	4.1%	5.2%
Sports Games Pari-Mutuel	34	876	821	902	879	1 079	22.7%	5.3%
Sports Games Fixed Odds	30	5 139	6 350	6 570	7 553	8 291	9.8%	12.7%
Total	49	71 472	73 688	75 819	79 849	80 861	1.3%	3.1%

Sources: EL Members in the EU reporting their Lottery Sales for 2017, see the comment above for information on those EL Members in the EU who participated in this data collection but did not report the category for the individual years of 2016 and 2017.

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

* YoY changes 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 2013–2017 (€M)



Sources: EL Members reporting their Lottery Sales for 2017

For 2017 and 2016: 69 reported (99% of 70 EL Members, i.e. all except for Sweden/aB Svenska Spel).

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 2013–2017 (€M)

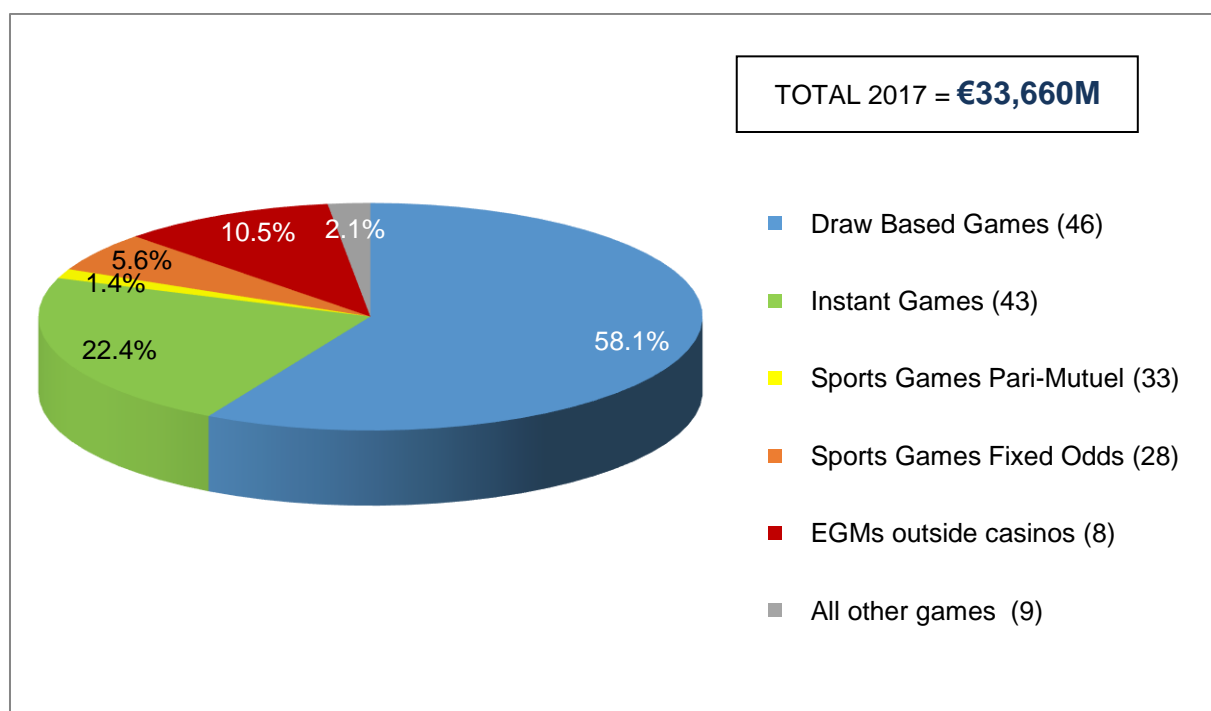
Game category	ELM rep. Lottery Sales for 2017	ELM: Lottery Sales for the respective year in €M					Change* 2017-2016	Avg. YoY change* 2017-2013
		2013 (68)	2014 (69)	2015 (68)	2016 (69)	2017 (69)		
Draw Based Games	65	49 150	49 477	50 104	52 391	51 823	-1.1%	1.3%
Instant Games	60	21 075	22 015	23 422	24 840	25 882	4.2%	5.3%
Sports Games Pari-Mutuel	41	1 098	1 040	1 134	1 097	1 286	17.2%	4.0%
Sports Games Fixed Odds	39	5 996	7 446	7 699	8 769	9 513	8.5%	12.2%
Total	69	77 321	79 981	82 362	87 097	88 505	1.6%	3.4%

Sources: EL Members reporting their Lottery Sales for 2017, see the comment above for information on those EL Members who participated in this data collection but did not report the category for the individual years of 2016 and 2017.

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

* YoY changes 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 – 2017 (€M)



Sources: EL Members in the EU reporting their GGR for 2017

48 reported (96% of 50 EL Members in the EU, i.e. all except for Bulgaria/ Eurofootball Ltd., Germany/ Staatliche Toto-Lotto GmbH).

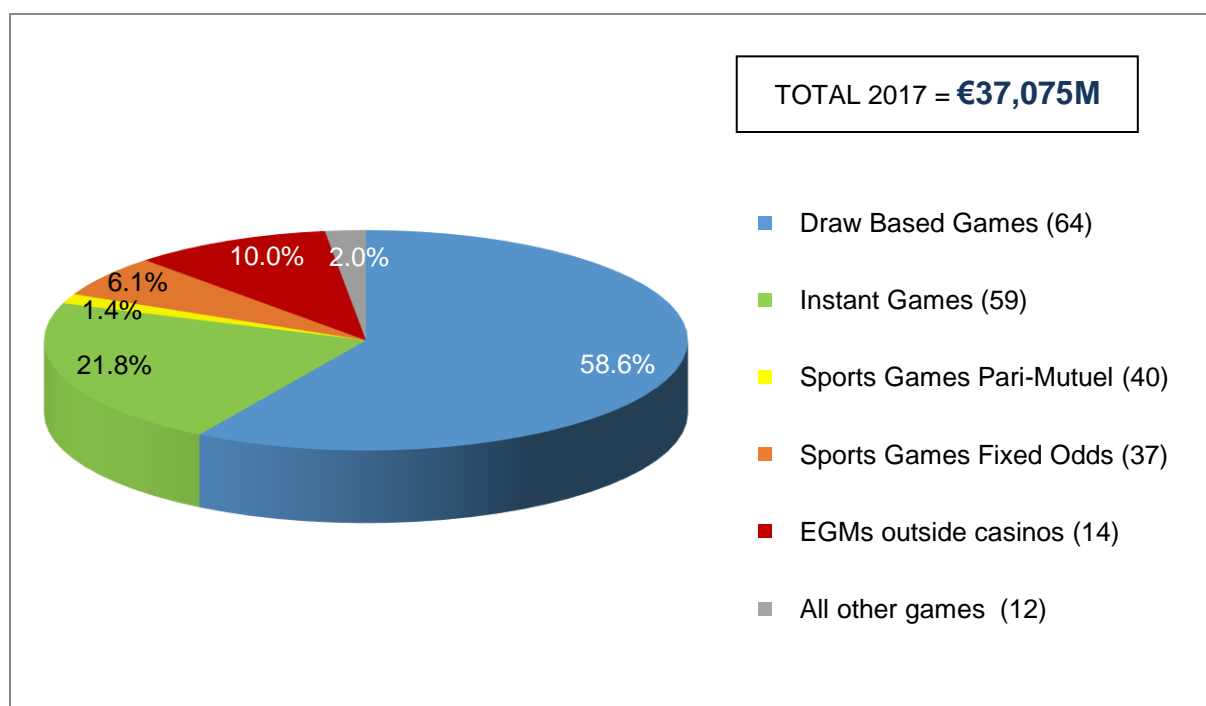
“Game category” (“Number of reporting EL Members in the EU”).

Table 5. EL Members in the EU: GGR by Game Category – 2017 (€M)

Game category	Number of EUM reporting GGR for 2017	EUM: GGR for 2017 (€M)	Share out of total
Draw Based Games	46	19 554	58.1%
Instant Games	43	7 541	22.4%
Sports Games Pari-Mutuel	33	455	1.4%
Sports Games Fixed Odds	28	1 891	5.6%
EGMs outside casinos	8	3 526	10.5%
All other games	9	694	2.1%
Total	48	33 660	100%

Sources: EL Members in the EU reporting their GGR for 2017, see comment above for information on those EL Members in the EU who participated in this data collection but did not report.

Figure 6. EL Members: GGR by Game Category – 2017 (€M)



Sources: EL Members reporting their GGR for 2017

68 reported (97% of 70 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Germany/ Staatliche Toto-Lotto GmbH).

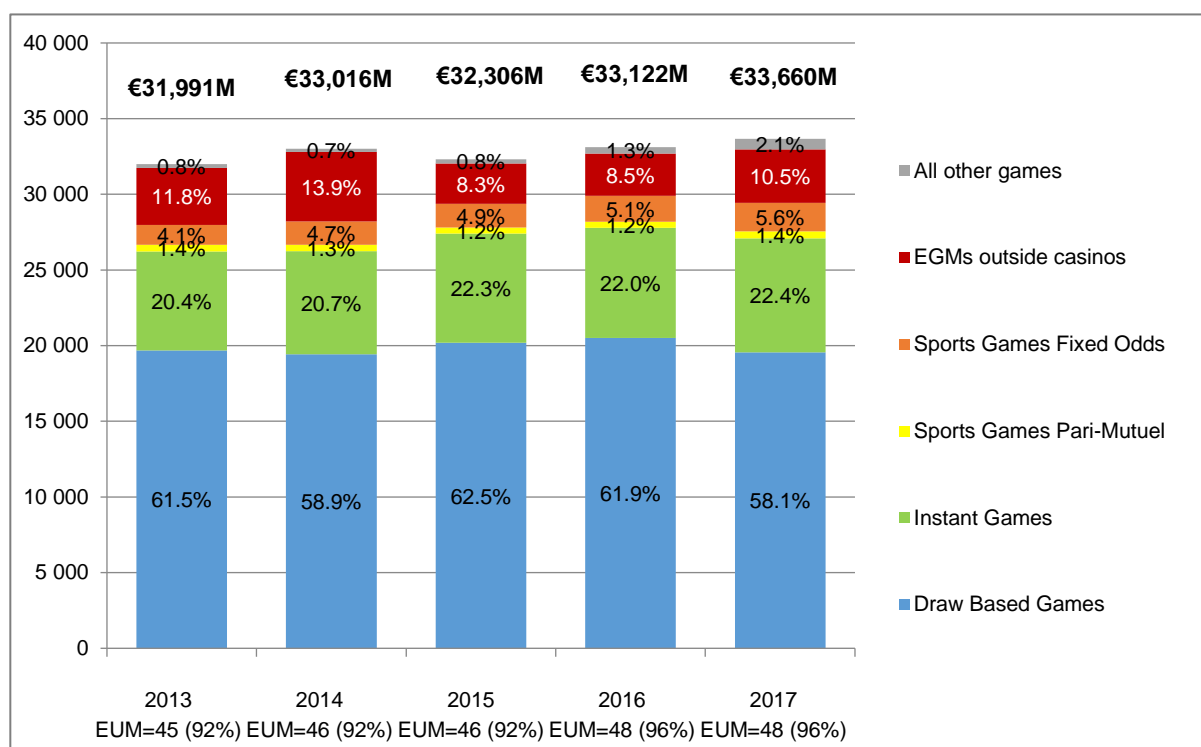
“Game category” (“Number of reporting EL Members”).

Table 6. EL Members: GGR by Game Category – 2017 (€M)

Game category	Number of ELM reporting GGR for 2017	ELM: GGR for 2017 (€M)	Share out of total
Draw Based Games	64	21 743	58.6%
Instant Games	59	8 087	21.8%
Sports Games Pari-Mutuel	40	526	1.4%
Sports Games Fixed Odds	37	2 259	6.1%
EGMs outside casinos	14	3 702	10.0%
All other games	12	758	2.0%
Total	68	37 075	100%

Sources: EL Members reporting their GGR for 2017, see the comment above for information on those EL Members who participated in this data collection but did not report.

Figure 7. EL Members in the EU: GGR by Game Category – Development 2013–2017 (€M)



Sources: EL Members in the EU reporting their GGR for 2017

For 2017 and 2016: 48 reported (96% of 50 EL Members in the EU, i.e. all except for Bulgaria/ Eurofootball Ltd., Germany/ Staatliche Toto-Lotto GmbH).

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

Table 7. EL Members in the EU: GGR by Game Category – Development 2013–2017 (€M)

Game category	EUM rep. GGR for 2017	EUM: GGR for the respective year in €M					Change* 2017-2016	Avg. YoY change* 2017-2013
		2013 (45)	2014 (46)	2015 (46)	2016 (48)	2017 (48)		
Draw Based Games	46	19 690	19 433	20 186	20 505	19 554	-4.6%	-0.2%
Instant Games	43	6 537	6 819	7 217	7 275	7 541	3.7%	3.6%
Sports Games Pari-Mutuel	33	443	415	397	409	455	11.3%	0.7%
Sports Games Fixed Odds	28	1 312	1 541	1 568	1 702	1 891	11.1%	9.6%
EGMs outside casinos	8	3 763	4 587	2 669	2 810	3 526	25.5%	-1.6%
All other games	9	245	222	267	420	694	65.0%	29.7%
Total	48	31 991	33 016	32 306	33 122	33 660	1.6%	1.3%

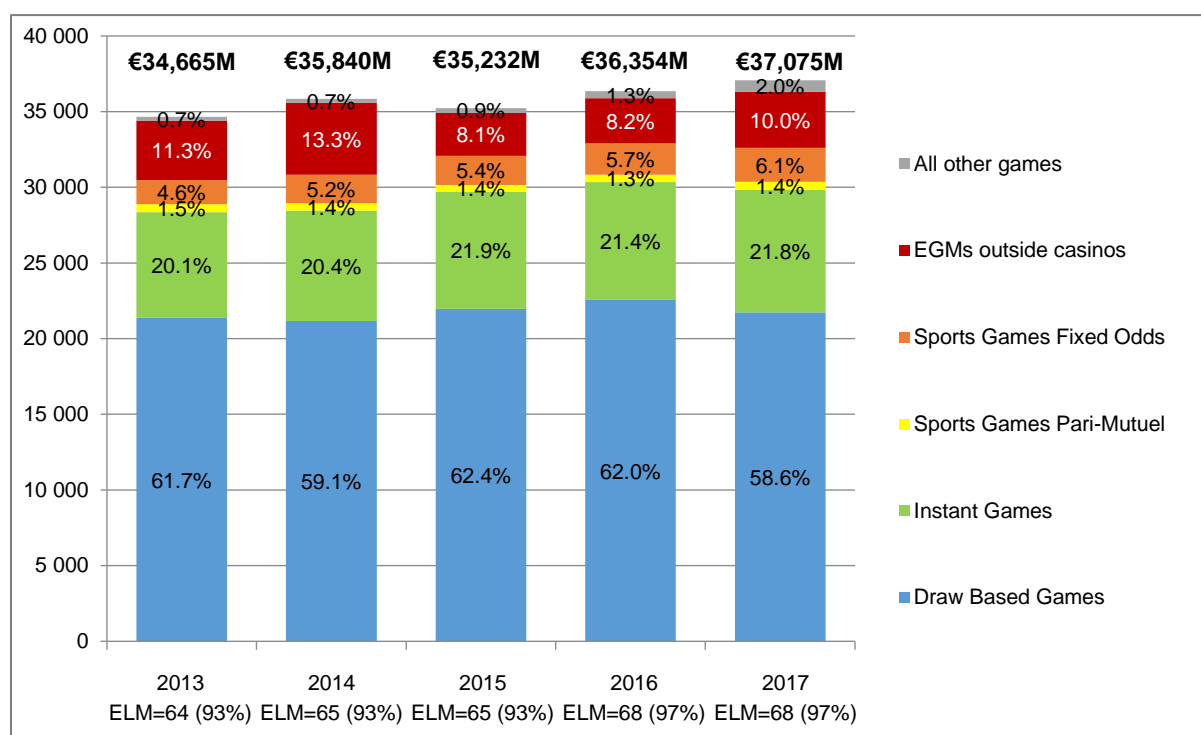
Sources: EL Members in the EU reporting their GGR for 2017, see the comment above for information on those EL Members in the EU who participated in this data collection but did not report the category for the individual years of 2016 and 2017.

The annual increase in 2017 concerning GGR for EGMs and All other games categories is driven by Finland, which saw a merge of three Finnish companies and consequent change in the product portfolio structure.

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

* YoY changes may be influenced by differences in the structure of EL Members in the EU reporting in the respective category for individual years.

Figure 8. EL Members: GGR by Game Category – Development 2013–2017 (€M)



Sources: EL Members reporting their GGR for 2017

For 2017 and 2016: 68 reported (97% of 70 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Germany/ Staatliche Toto-Lotto GmbH).

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

Table 8. EL Members: GGR by Game Category – Development 2013–2017 (€M)

Game category	ELM rep. GGR for 2017	ELM: GGR for the respective year in €M					Change* 2017-2016	Avg. YoY change* 2017-2013
		2013 (64)	2014 (65)	2015 (65)	2016 (68)	2017 (68)		
Draw Based Games	64	21 380	21 166	21 976	22 554	21 743	-3.6%	0.4%
Instant Games	59	6 983	7 294	7 705	7 785	8 087	3.9%	3.7%
Sports Games Pari-Mutuel	40	521	491	484	489	526	7.6%	0.3%
Sports Games Fixed Odds	37	1 596	1 877	1 918	2 065	2 259	9.4%	9.1%
EGMs outside casinos	14	3 932	4 759	2 838	2 989	3 702	23.9%	-1.5%
All other games	12	253	253	309	471	758	61.1%	31.6%
Total	68	34 665	35 840	35 232	36 354	37 075	2.0%	1.7%

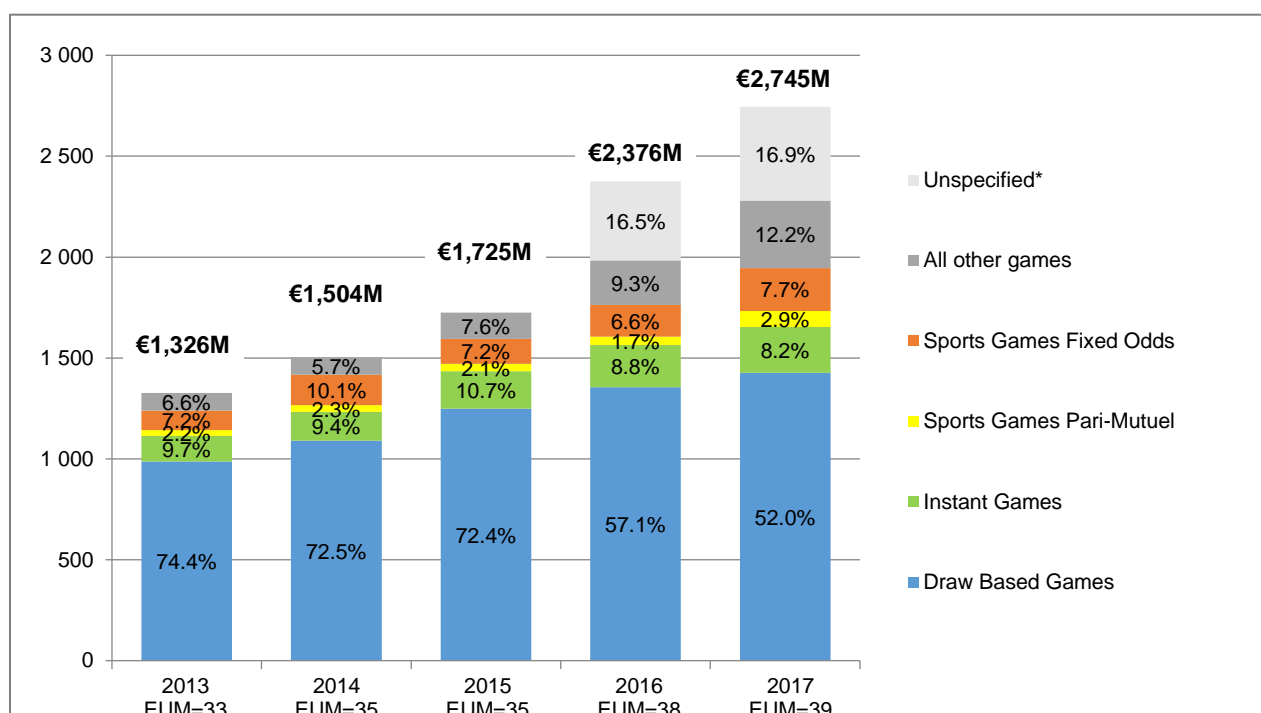
Sources: EL Members reporting their GGR for 2017, see the comment above for information on those EL Members who participated in this data collection but did not report the category for the individual years of 2016 and 2017.

The annual increase in 2017 concerning GGR for EGMs and All other games categories is driven by Finland, which saw the merge of three Finnish companies and consequent change in the product portfolio structure.

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

* YoY changes may be influenced by differences in the structure of EL Members reporting in the respective category for individual years.

Figure 9. EL Members in the EU: Online GGR by Game Category – Development 2013–2017 (€M)



Sources: EL Members in the EU reporting their Online GGR for 2017

For 2017: 42 EL Members in the EU (84% of 50) offer online games and 39 (93% of 42) provided the figures (i.e. all except for Germany/ Staatliche Toto-Lotto GmbH, Germany/ Staatliche Lotterieverwaltung, Germany/ Sächsische Lotto-GmbH).

For 2016: 41 EL Members in the EU (82% of 50) offer online games and 38 (93% of 41) provided the figures (i.e. all except for Germany/ Staatliche Toto-Lotto GmbH, Germany/ Staatliche Lotterieverwaltung, Germany/ Sächsische Lotto-GmbH).

* France/ La Française des Jeux and Sweden/aB Svenska Spel provided only the overall figure for Online GGR without a split by game category. For the purpose of this table, the whole amount is assigned to Online GGR: Unspecified.

EUM = "Number of EL Members in the EU reporting figures in the respective column"

Table 9. EL Members in the EU: Online GGR by Game Category – Development 2013–2017 (€M)

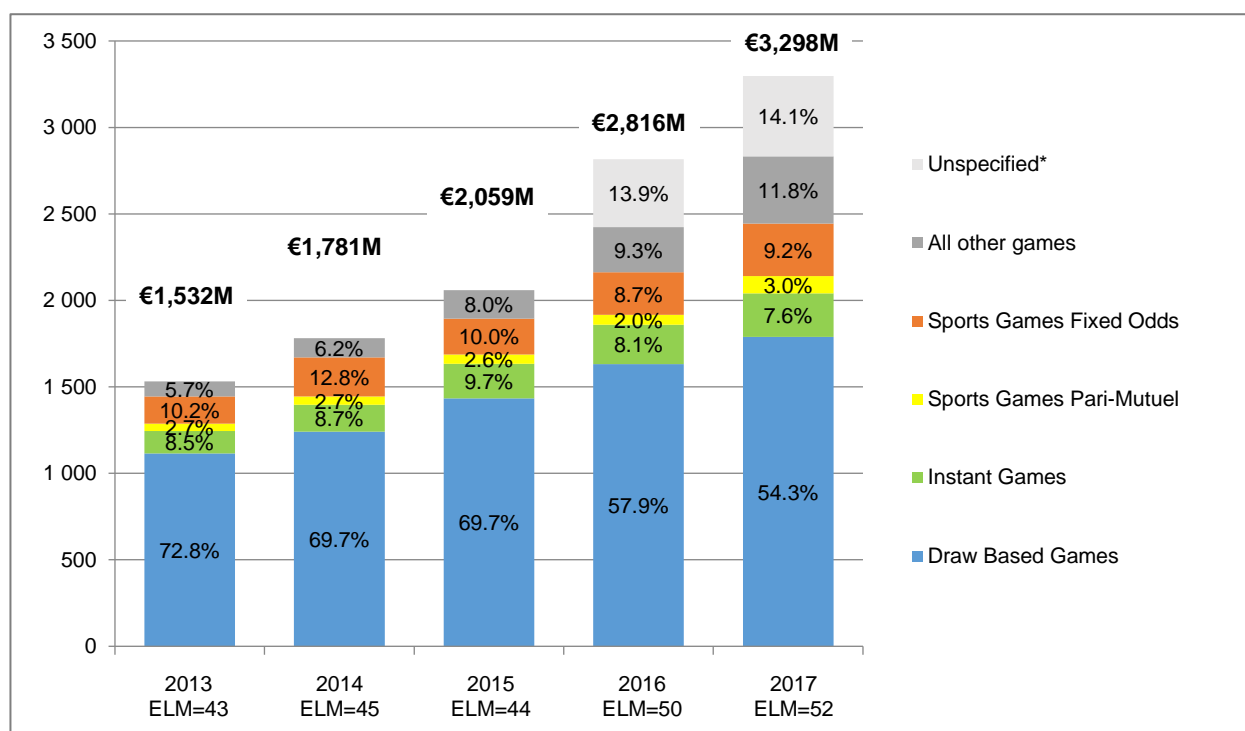
Game category	EUM rep. online GGR for 2017	EUM: Online GGR for the respective year in €M					Change* 2017-2016	Avg. YoY change* 2017-2013
		2013 (33)	2014 (35)	2015 (35)	2016 (38)	2017 (39)		
Draw Based Games	34	986	1 091	1 250	1 356	1 427	5.3%	9.7%
Instant Games	17	128	142	184	210	226	8.0%	15.3%
Sports Games Pari-Mutuel	14	29	34	37	40	80	97.6%	29.3%
Sports Games Fixed Odds	12	96	151	124	157	213	35.1%	22.0%
All other games	7	87	86	130	221	334	51.4%	39.9%
Unspecified	2				392	465	18.6%	n/a
Total	39	1 326	1 504	1 725	2 376	2 745	15.6%	20.0%

Sources: EL Members in the EU reporting their Online GGR for 2017, see the comment above for information on those EL Members in the EU who participated in this data collection but did not report the category for the individual years of 2016 and 2017 and on those who provided only the overall figure without a split by game category (being assigned to Unspecified).

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

* YoY changes may be influenced by differences in the structure of EL Members in the EU reporting in the respective category for individual years.

Figure 10. EL Members: Online GGR by Game Category – Development 2013–2017 (€M)



Sources: EL Members reporting their Online GGR for 2017

For 2017: 56 EL Members (80% of 70) offer online games and 52 (93% of 56) provided the figures (i.e. all except for Switzerland/ Swisslos Interkantonale Landeslotterie, Germany/ Staatliche Toto-Lotto GmbH, Germany/ Staatliche Lotterieverwaltung, Germany/ Sächsische Lotto-GmbH).

For 2016: 55 EL Members (79% of 70) offer online games and 50 (91% of 55) provided the figures (i.e. all except for Iceland/ Íslensk Getspá, Switzerland/ Swisslos Interkantonale Landeslotterie, Germany/ Staatliche Toto-Lotto GmbH, Germany/ Staatliche Lotterieverwaltung, Germany/ Sächsische Lotto-GmbH).

* France/ La Française des Jeux and Sweden/aB Svenska Spel provided only the overall figure for Online GGR without a split by game category. For the purpose of this table, the whole amount is assigned to Online GGR: Unspecified.

ELM = "Number of EL Members reporting figures in the respective column"

Table 10. EL Members: Online GGR by Game Category – Development 2013–2017 (€M)

Game category	ELM rep. online GGR for 2017	ELM: Online GGR for the respective year in €M					Change* 2017-2016	Avg. YoY change* 2017-2013
		2013 (43)	2014 (45)	2015 (44)	2016 (50)	2017 (52)		
Draw Based Games	44	1 115	1 241	1 434	1 631	1 790	9.7%	12.6%
Instant Games	21	131	155	200	228	252	10.3%	17.8%
Sports Games Pari-Mutuel	19	42	48	54	57	98	72.8%	23.8%
Sports Games Fixed Odds	19	157	227	207	246	304	23.3%	18.0%
All other games	9	87	110	164	262	390	48.9%	45.4%
Unspecified	2	-	-	-	392	465	18.6%	n/a
Total	52	1 532	1 781	2 059	2 816	3 298	17.1%	21.1%

Sources: EL Members reporting their Online GGR for 2017, see the comment above for information on those EL Members who participated in this data collection but did not report the category for the individual years of 2016 and 2017 and on those who provided only the overall figure without a split by game category (being assigned to Unspecified).

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

* YoY changes may be influenced by differences in the structure of EL Members reporting in the respective category for individual years.

Table M1. Countries: Overview of Reporting Activity by Country – 2013–2017

Country	Number of Currently Reporting ELM who provided data for individual years				
	2013	2014	2015	2016	2017
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***	16	17	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****	1	1	1	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	49	50	50	50	50
Albania	1	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	69	70	70	70	70

Sources: EL Members who took part in the 2018 survey collecting data for 2016 and 2017.

* 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.

** Veikkaus Oy is the result of a merger between three Finnish companies, namely, Veikkaus, RAY and Fintoto as of 1.1.2017. For earlier years Veikkaus Oy represents just data delivered by Veikkaus as RAY and Fintoto did not report before 2017.

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

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

Table M2. Currently Reporting EL Members: Overview of Reporting Activity – 2013–2017

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2013	2014	2015	2016	2017
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 AS	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						
Bremer Toto und Lotto GmbH	1948	Y	Y	Y	Y	Y
Deutsche Klassenlotterie Berlin	1947	Y	Y	Y	Y	Y
GKL Gemeinsame Klassenlotterie der Länder***	2012	Y	Y	Y	Y	Y
Land Brandenburg LOTTO GmbH	1991	Y	Y	Y	Y	Y
Lotterie-Treuhandgesellschaft mbHThüringen	1991	Y	Y	Y	Y	Y
Staatliche Lotterieverwaltung (LOTTO Bayern)	1946	Y	Y	Y	Y	Y
LOTTO Hamburg GmbH	1948	Y	Y	Y	Y	Y
LOTTO Hessen GmbH	1949	Y	Y	Y	Y	Y
Lotto Rheinland-Pfalz GmbH	1948	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
Saarland-Sporttoto GmbH	1951	Y	Y	Y	Y	Y
Sächsische Lotto- GmbH	1990	N	Y	Y	Y	Y
Staatliche Toto-Lotto GmbH	1948	Y	Y	Y	Y	Y
Toto-Lotto Niedersachsen GmbH	1949	Y	Y	Y	Y	Y
Verwaltungs-Gesellschaft Lotto und Toto in Mecklenburg-Vorpommern mbH	1991	Y	Y	Y	Y	Y
Westdeutsche Lotterie GmbH & Co. OHG	1957	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						
Lottomatica	1990	Y	Y	Y	Y	Y
Sisal S.p.A.	1946	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 – 2013–2017
(continued)

Country	ELM reported for each year (Y or N)					
EL Member	Founded	2013	2014	2015	2016	2017
Malta						
Maltco Lotteries Ltd.	2004	Y	Y	Y	Y	Y
Netherlands						
Nederlandse Loterij****	2016	Y	Y	Y	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						
Loteria de Catalunya	1987	Y	Y	Y	Y	Y
ONCE	1938	Y	Y	Y	Y	Y
Sociedad Estatal Loterías y Apuestas del Estado	1812	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		49	50	50	50	50
Albania						
Lotaria Kombëtare	2013	Y	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 Technology Company „Center“	2006	Y	Y	Y	Y	Y
Serbia						
State Lottery of Serbia d.o.o.	2004	Y	Y	Y	Y	Y

Table M2. Currently Reporting EL Members: Overview of Reporting Activity – 2013–2017
(continued)

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2013	2014	2015	2016	2017
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		69	70	70	70	70

Sources: EL Members who took part in the 2018 survey collecting data for 2016 and 2017.

Countries in the EU and outside the EU in alphabetical order. The EL Members within the countries 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.

* 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.

** Veikkaus Oy is the result of a merger between three Finnish companies, namely, Veikkaus, RAY and Fintoto as of 1.1.2017. For earlier years Veikkaus Oy represents just data delivered by Veikkaus as RAY and Fintoto did not report before 2017.

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

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

**Table M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
– 2016–2017**

Country EL Member	ELM actively operated the Gaming Category Y / N in 2017 (Y / N in 2016)					
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	EGMs	All other games
Austria						
Austrian Lotteries	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)	Y (Y)
Belgium						
Loterie Nationale	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Bulgaria						
Bulgarian Sports Totalizator	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Eurofootball Ltd.	N (N)	N (N)	N (N)	Y (Y)	N (N)	N (N)
Croatia*						
Hrvatska Lutrija d.o.o.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Cyprus						
Cyprus Government Lottery	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Czech Republic						
Sazka a.s.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Denmark						
Det Danske Klasselotteri AS	Y (Y)	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)
Finland						
Veikkaus Oy**	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (N)	Y (Y)
France						
La Française des Jeux	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Germany						
Bremer Toto und Lotto GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Deutsche Klassenlotterie Berlin	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
GKL Gemeinsame Klassenlotterie der Länder***	Y (Y)	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)
Lotterie-Treuhandgesellschaft mbH Thüringen	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Staatliche Lotterieverwaltung	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)
LOTTO Hamburg GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
LOTTO Hessen GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Lotto Rheinland-Pfalz GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Lotto-Toto GmbH Sachsen-Anhalt	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
NordwestLotto Schleswig-Holstein GmbH & Co. KG	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Saarland Sporttoto GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Sächsische Lotto-GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Staatliche Toto-Lotto GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Toto-Lotto Niedersachsen GmbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Verwaltungs-Gesellschaft Lotto und Toto in Mecklenburg-Vorpommern mbH	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Westdeutsche Lotterie GmbH & Co. OHG	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Greece						
OPAP S.A.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (N)	N (N)
Hungary						
Szerencsejáték Zrt.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Ireland						
Premier Lotteries Ireland	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Italy						
Lottomatica	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)
Latvia						
Latvijas Loto	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Lithuania						
Olifeja Inc.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Luxembourg						
Loterie Nationale	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)

Table M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories – 2016–2017 (continued)

Country EL Member	ELM actively operated the Gaming Category Y / N in 2017 (Y / N in 2016)					
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	EGMs	All other games
Malta						
Maltco Lotteries Ltd.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Netherlands						
Nederlandse Loterij****	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Poland						
Totalizator Sportowy Sp. z.o.o.	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Totolotek SA	N (N)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)
Portugal						
Santa Casa da Misericórdia de Lisboa	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Romania						
C.N. Loteria Romana SA	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)
Slovakia						
Tipos National Lottery Company AS	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	Y (Y)
Slovenia						
Loterija Slovenije d.d.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Športna Loterija d.d.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)
Spain						
Loteria de Catalunya	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
ONCE	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Sociedad Estatal Loterías y Apuestas del Estado	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Sweden						
AB Svenska Spel	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
United Kingdom						
Camelot UK Lotteries Ltd.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Number of EUM operating the category	48 (48)	45 (45)	36 (36)	31 (31)	8 (6)	9 (9)
Albania						
Lotaria Kombëtare	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Azerbaijan						
Azerinteltek CJSC	N (N)	N (N)	N (N)	Y (Y)	N (N)	N (N)
Azerlotereya SJSC	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Belarus						
CJSC Sport-Pari	Y (Y)	N (N)	Y (Y)	N (N)	N (N)	N (N)
Bosnia and Herzegovina						
Lottery of Bosnia & Herzegovina	Y (Y)	Y (Y)	N (N)	Y (Y)	Y (Y)	Y (Y)
Lottery of the Republic of Srpska	Y (Y)	Y (Y)	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)
Iceland						
Happdratti Háskolá Íslands	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)	N (N)
Íslensk Getspá	Y (Y)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)
Israel						
Mifal Hapais	Y (Y)	Y (Y)	N (N)	N (N)	N (Y)	N (N)
TOTO (The Israel Sports Betting Board)	N (N)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)
Kosovo						
Lotaria e Kosovës	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Norway						
Norsk Tipping AS	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Russia						
JSC Technology Company „Center“	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Serbia						
State Lottery of Serbia d.o.o.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)

**Table M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
– 2016–2017 (continued)**

Country EL Member	ELM actively operated the Gaming Category Y / N in 2017 (Y / N in 2016)					
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	EGMs	All other games
Switzerland						
Société de la Loterie de la Suisse Romande	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)
Swisslos Interkantonale Landeslotterie	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)
Turkey						
Turkish National Lottery Administration	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Ukraine						
MSL	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)
Ukrainian National Lottery	Y (Y)	Y (N)	N (N)	Y (Y)	Y (Y)	N (N)
Number of ELM operating the category	66 (66)	61 (60)	43 (43)	40 (40)	14 (13)	12 (12)

Sources: EL Members who took part in the 2018 survey collecting data for 2016 and 2017.

* 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.

** Veikkaus Oy is the result of a merger between three Finnish companies, namely, Veikkaus, RAY and Fintoto as of 1.1.2017. For earlier years Veikkaus Oy represents just data delivered by Veikkaus as RAY and Fintoto did not report before 2017.

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

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

Table M4. Currently Reporting EL Members: Operation Status in Individual Gaming Categories Operated Online – 2016–2017

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2017 (Y / N in 2016)				
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	All other games
Austria					
Austrian Lotteries	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)
Belgium					
Loterie Nationale	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)
Bulgaria					
Bulgarian Sports Totalizator	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Eurofootball Ltd.	N (N)	N (N)	N (N)	N (N)	N (N)
Croatia*					
Hrvatska Lutrija d.o.o.	Y (Y)	Y (Y)	N (N)	Y (Y)	Y (Y)
Cyprus					
Cyprus Government Lottery	N (N)	N (N)	N (N)	N (N)	N (N)
Czech Republic					
Sazka a.s.	Y (N)	Y (N)	N (N)	Y (Y)	N (N)
Denmark					
Det Danske Klasselotteri AS	Y (Y)	N (N)	N (N)	N (N)	N (N)
Estonia					
AS Eesti Loto	Y (Y)	N (N)	N (N)	N (N)	N (N)
Finland**					
Veikkaus Oy	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
France					
La Française des Jeux	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)
Germany					
Bremer Toto und Lotto GmbH	Y (Y)	N (N)	Y (N)	N (N)	N (N)
Deutsche Klassenlotterie Berlin	Y (Y)	N (N)	N (N)	N (N)	N (N)
GKL Gemeinsame Klassenlotterie der Länder***	N (N)	N (N)	N (N)	N (N)	N (N)
Land Brandenburg Lotto GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)
Lotterie-Treuhandgesellschaft mbH Thüringen	Y (Y)	N (N)	N (N)	N (N)	N (N)
Staatliche Lotterieverwaltung	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
LOTTO Hamburg GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)
LOTTO Hessen GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Lotto Rheinland-Pfalz GmbH	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Lotto-Toto GmbH Sachsen-Anhalt	Y (Y)	N (N)	N (N)	N (N)	N (N)
NordwestLotto Schleswig-Holstein GmbH & Co. KG	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Saarland Sporttoto GmbH	Y (Y)	N (N)	N (N)	N (N)	N (N)
Sächsische Lotto-GmbH	Y (Y)	Y (N)	N (N)	N (N)	N (N)
Staatliche Toto-Lotto GmbH	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Toto-Lotto Niedersachsen GmbH	Y (Y)	Y (N)	Y (N)	N (N)	N (N)
Verwaltungs-Gesellschaft Lotto und Toto in Mecklenburg-Vorpommern mbH	Y (Y)	N (N)	N (N)	N (N)	N (N)
Westdeutsche Lotterie GmbH & Co. OHG	Y (Y)	N (N)	N (N)	N (N)	N (N)
Greece					
OPAP S.A.	N (N)	N (N)	N (N)	Y (Y)	N (N)
Hungary					
Szerencsejáték Zrt.	Y (Y)	N (N)	Y (Y)	Y (Y)	N (N)
Ireland					
Premier Lotteries Ireland	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Italy					
Lottomatica	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Sisal SpA	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Latvia					
Latvijas Loto	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Lithuania					
Olifeja Inc.	N (N)	N (N)	N (N)	N (N)	N (N)
Luxembourg					
Loterie Nationale	Y (Y)	Y (Y)	N (N)	N (N)	N (N)

Table M4. Currently Reporting EL Members: Operation Status in Individual Gaming Categories Operated Online – 2016–2017 (continued)

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2017 (Y / N in 2016)				
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	All other games
Malta					
Maltco Lotteries Ltd.	N (N)	N (N)	N (N)	N (N)	N (N)
Netherlands					
Nederlandse Loterij****	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)
Poland					
Totalizator Sportowy Sp. z o.o.	N (N)	N (N)	N (N)	N (N)	N (N)
Totolotek SA	N (N)	N (N)	Y (Y)	Y (Y)	N (N)
Portugal					
Santa Casa da Misericórdia de Lisboa	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)
Slovakia					
Tipos National Lottery Company AS	Y (Y)	Y (Y)	N (N)	Y (Y)	Y (Y)
Slovenia					
Loterija Slovenije d.d.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Športna Loterija d.d.	Y (Y)	N (N)	Y (Y)	Y (Y)	Y (Y)
Spain					
Loteria de Catalunya	Y (N)	N (N)	N (N)	N (N)	N (N)
ONCE	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Sociedad Estatal Loterías y Apuestas del Estado	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Sweden					
AB Svenska Spel	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
United Kingdom					
Camelot UK Lotteries Ltd.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Number of EUM operating the category	40 (38)	20 (17)	18 (16)	14 (14)	8 (8)
Albania					
Lotaria Kombëtare	N (N)	N (N)	N (N)	N (N)	N (N)
Azerbaijan					
Azerinteltek CJSC	N (N)	N (N)	N (N)	Y (Y)	N (N)
Azerlotereya SJSC	Y (Y)	N (N)	N (N)	N (N)	N (N)
Belarus					
CJSC Sport-Pari	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Bosnia and Herzegovina					
Lottery of Bosnia & Herzegovina	N (N)	N (N)	N (N)	N (N)	Y (Y)
Lottery of the Republic of Srpska	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)
Iceland					
Happdratti Háskolá Íslands	N (N)	N (N)	N (N)	N (N)	N (N)
Íslensk Getspá	Y (Y)	N (N)	Y (Y)	Y (Y)	N (N)
Israel					
Mifal Hapais	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)
Kosovo					
Lotaria e Kosovës	N (N)	N (N)	N (N)	N (N)	N (N)
Norway					
Norsk Tipping AS	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Russia					
JSC Technology Company „Center“	Y (Y)	N (Y)	N (N)	N (N)	N (N)
Serbia					
State Lottery of Serbia d.o.o.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)

Table M4. Currently Reporting EL Members: Operation Status in Individual Gaming Categories Operated Online – 2016–2017 (continued)

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2017 (Y / N in 2016)				
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	All other games
Switzerland					
Société de la Loterie de la Suisse Romande	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)
Swisslos Interkantonale Landeslotterie	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Turkey					
Turkish National Lottery Administration	Y (Y)	N (N)	N (N)	N (N)	N (N)
Ukraine					
MSL	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)
Ukrainian National Lottery	Y (Y)	N (N)	N (N)	Y (Y)	N (N)
Number of ELM operating the category	51 (49)	25 (23)	24 (22)	22 (22)	11 (11)

Sources: EL Members who took part in the 2018 survey collecting data for 2016 and 2017.

* 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.

** Veikkaus Oy is the result of a merger between three Finnish companies, namely, Veikkaus, RAY and Fintoto as of 1.1.2017. For earlier years Veikkaus Oy represents just data delivered by Veikkaus as RAY and Fintoto did not report before 2017.

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

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

Annex C: Explanations of the 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, email 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 players pay buying 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, such as 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 payout rate as a percentage. If, for example, you sell €50 of instant tickets with a payout 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 payout percentage and the actual payout, 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 payout 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 such as the Internet, mobiles, tablets and interactive TVs.
Gross Gaming Revenue via the Internet/ mobiles	GGR via Internet/ mobiles should include and reflect the same content as total GGR data, however, only from channels such as 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>(incl. Horse Racing Games)</i>	All games on sports events, including horse racing, 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 and horse racing with Pari-Mutuel odds. Do not include any fixed odds games.
Sports Games Fixed Odds <i>(incl. Horse Racing Games)</i>	All games where players bet on the outcome of a sports event, including horse racing, 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 and live betting.
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. The category DOES NOT INCLUDE activities other than gaming (for example, financial services).
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 the treasury (with no knowledge of the final allocation, i.e. taxes, duties)</i>	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 such as sports, culture, the environment, education, etc. The entry in this field should reflect the total money your lottery contributes to society as mandatory payments. For the purpose of this study, the total amount your lottery contributes to society as mandatory payments is broken down into four categories: <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 of 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 such as 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 for sponsorships to good causes. • Treasury: This covers mandatory payments to the 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 the treasury, this must also be included. Do not include sponsorships or other non-mandatory payments.
Sponsorships or patronage to sports	Some lotteries use sponsorships and/ or patronage as a marketing and public relations tool. Please include the cost for any such sponsorship and/ or patronage.

<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 prevention, research and treatment of problem gambling supported by your lottery. Also include 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, the necessary equipment for selling products is provided. No other competitive products may be sold in these POS. E.g. the “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, 2018

Annex D: Other Data Sources

Central Bank of the Republic of Azerbaijan (2016 - 2017). *Official average exchange rates of AZN*, from <https://en.cbar.az/assets/2365/2.16.pdf>

Eurostat (2016 - 2017). *Population*, from <http://ec.europa.eu/eurostat/tgm/table.do?tab=table&init=1&language=en&pcode=tps00001&plugin=1>

Eurostat (2016 - 2017). *Euro/ ECU exchange rates – annual data*, from http://appsso.eurostat.ec.europa.eu/nui/show.do?dataset=ert_bil_eur_a&lang=en

International Monetary Fund (2016 - 2017). *Population in World Economic Outlook Database April 2018*, from <https://www.imf.org/external/ns/cs.aspx?id=28>

National Bank of the Republic of Belarus (2016 - 2017). *Official Exchange Rate of the Belarusian Rouble Against Foreign Currencies Set by the National Bank of the Republic of Belarus as average*, from <http://www.nbrb.by/eng/statistics/Rates/AvgRate/>

National Bank of Ukraine (2016 - 2017). *Official hryvnia exchange rate against foreign currencies*, from https://bank.gov.ua/control/en/publish/category?cat_id=7693083

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