



**THE EUROPEAN
LOTTERIES**

FOR THE BENEFIT OF SOCIETY

**REPORT ON THE
LOTTERY SECTOR
IN EUROPE
2019**

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REPORT SUMMARY

Dear reader,

This is already the fourteenth report on the European Lotteries sector with the objective of helping you understand how current Members of the European Lotteries Association (hereinafter the EL) worked and what their contributions to society were in 2019.

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 2019 and includes comparative statistics for the years 2015 – 2019, 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 **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” and since 2019, the Working Group has been renamed again to Data & Research Working Group.*

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

The report for 2019 consolidates the activities of all reporting EL Members and thus covers 43 European countries and represents data from 71 regular and affiliate EL Members.

Table A. Number of EL Members Participating in the 2019 Data Collection Who Provided Data for Individual Years

	2015	2016	2017	2018	2019
EL Members in the EU28	52	53	53	53	51
EL Members outside the EU28	20	20	20	21	20
TOTAL	72	73	74	74	71

Source: Reporting EL Members.

The data for this report was collected during spring 2019 and subsequently aggregated by an independent third party, Kantar CZ, 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 2019.³

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

- Draw Based Games;
- Instant Games;
- Sports Games⁵
- Electronic Gaming Machines (EGMs) outside casinos;
- All other games.

and consolidated Sales broken down into the first three “Lottery” categories (Draw Based Games, Instant Games, Sports Games).

³ The report presents data from 2015, 2016, 2017, 2018 and 2019. 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 2018 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 2019, 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 2015 to 2018, 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 This category contains all Sports Games, including e.g. horse racing or dogs racing betting. The Pari-Mutuel and Fixed Odds wagering, reported until 2018 as two separate categories, were merged into one category from 2019. 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 2019

	Reporting EU Members	All Reporting EL Members
EL Members All member lotteries reporting within the EU/in Europe	51	71
Money for Society	€15.4bn	€17.5bn
Direct Full-time Employment ⁸ Yearly average number of full-time employees	42.080	47.069
Sales Includes Sales from the five "Lottery" categories (see introduction)	€88.3bn	€96.5bn
Gross Gaming Revenue Sales minus prizes of the six gaming categories	€32.9bn	€36.4bn
Online Gross Gaming Revenue	€2.2bn	€2.9bn

Source: EL Members who took part in the 2019 survey; data being collected and aggregated by Kantar CZ, 2020.

Enjoy your reading,

Hansjörg HÖLTKEMEIER

President of the European Lotteries and Toto Association

&

Robert CHVÁTAL

2nd Vice-President of the European Lotteries and Toto Association

& Chair of its Data & Research Working Group

⁷ See the complete information on methodology in the Annex.

⁸ The figure includes sales 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 Rest of Europe in 2019

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 2019, the money contributed to society by 47 EL Members in the EU (that reported their contributions) amounted to €15.4bn. The funds were channelled towards sports, funds for other good causes and taxes for treasury. As for **all EL Members** reporting the category (67 in total), their **contributions to society amounted to €17.5bn in 2019**. It means that **48% 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: France with €3.5bn, Spain with €3.3bn and Germany with €2.9bn. **The average amount** that EL Members in the EU paid back to society in 2019 (across the 25 EU member states that reported, population of 376.2 million) **was €41 per capita**.

Another important contribution of the EL Members is the **contribution to employment** in their respective countries. In 2019, the 49 EL Members operating in the EU **directly employed 42,080 full-time employees** (all 69 reporting EL Members employed 47,069 full-time employees).

Responsible gaming activities are an integral part of the EL Members’ business. In 2019, EL Members continued to spend a significant effort on measures to prevent the problem gambling.

3. Specific Gaming Activities

Sales for the three main “Lottery” categories (Draw Based Games, Instant Games, Sports Games) by **EL Members in the EU amounted to €88.3bn** in 2019, and showing a significant increase of 5.2% in comparison with 2018. This progress was similar when taking into account **all EL Members in total**, where **total Sales amounted to €96.5bn**, resulting in a year on year **increase of 5.3%**.

In 2019, the **total GGR** (being the sector’s key KPI) of the three “Lottery” categories reported by EL Members operating in the EU was €32.9bn, representing an increase of 4.4% compared with 2018, while **all 70 reporting EL Members** reported their total **GGR of €36,4bn**, a similar **increase of 4.4%** compared with 2018. The GGR figures thereby presented **already a fourth year of solid growth since 2015**, with an average yearly growth of 3.8% per annum. As for the 50 EL Members operating in the EU, who reported their GGR, the GGR spending per capita ranged from €4 in Romania to more than €100 in Finland, Greece, Italy and Portugal, with the highest one of €306 per capita generated in Finland. **Average GGR per capita** across the EU Members **reached €74**. The corresponding **figure for all 70 reporting EL Members was €46 per capita**. This includes Ukraine with €0,3 GGR per capita on one side and Norway with €156 GGR per capita on the other side of the range.

The largest “Lottery” activity of EL Members was 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 €49.3bn**. Their **GGR of €18.1bn** accounted for **almost 55.1% of total GGR** and **grew by 3.1%** in comparison with 2018, already a fourth consecutive year of growth with an average yearly growth of 3.8% from 2015. **All EL Members** had **Sales of €54.2bn**. Their **GGR of €20.3bn** accounted for **almost 55.8% of total GGR**, **growing by 3.8%** in comparison with 2018. The Draw Based Games GGR per capita reported by EL Members in EU countries ranged widely from single digit to €108 in Finland with an average of €42. The non-EU EL Members countries generated smaller figures where almost three quarters of them generated GGR per capita of €5 or less, however, Iceland, Israel, Switzerland and especially Norway generated GGR per capita of €50 and more.

The second largest category was **Instant Games**, offered by EL Members in 26 EU countries and 13 non-EU countries, showing a continuous Sales and GGR increase for the last eight years. The **EL Members in the EU** (45 reported the category) had Instant Games **Sales of €26.9 bn** in 2019. They generated **GGR of €7.1 bn** (43 reported), representing 21.7% of their total GGR and 5.9% growth in comparison with 2018. **All EL Members** (61 reported the category) had **Sales of €28.5bn**. Their **GGR** (59 reported the category) **was €7.7bn**, representing **24.6% of their total GGR and 5.8% growth compared to 2018**. Instant Games in EU countries generated GGR per capita ranging from €0.3 in Romania to €20 and more in France, Ireland, Italy and Portugal. Whereas most of the non-EU countries did not exceed €1, three EL Member countries (Israel, Norway and Switzerland) had GGR per capita above €10. Overall, Italy remained the largest Instant Games market with GGR of €2.5bn, closely followed by France with €2.4bn.

The **Sports Games category** (merging Pari-Mutuel and Fixed Odds wagering from 2019), was reported by the least number of EL members (37 EL Members from 21 EU countries, 47 EL Members altogether). The **EU EL Members generated GGR of €2.6bn**, representing 7.8% of their total GGR and a growth of 5.3% compared to 2018. **All EL Members generated GGR of €3bn, representing 8.4% of their total GGR and a growth of 5.3% compared to 2018**. The Sports Games presented already a fourth year of continuous GGR growth, driven in absolute value mainly by the French, Italian, Swiss, Portuguese and Hungarian markets while half of the reporting EL Members reported a decrease.

The fourth category, EGMs outside casinos, included slot machines, Video Lottery Terminals, and Electronic Instant Lotteries located outside of casinos. Only ten EL Members operated them, generating a GGR of €3.8bn, representing on average 7.8% of their total GGR and a growth of 5.0% compared to 2018, driven mainly by Italian and Greek markets. From all EL Members, 15 Members generated GGR of €3bn, representing on average 8.4% of their total GGR and a growth of 4.1% compared to 2018.

Growth of online sales was, similar to previous years, **the dominant lottery sector trend**. The **EL Members in EU states** (39 reported the category) generated **GGR from online activities of €2.2bn**, a growth of 13.5% compared to 2018. **All EL Members** (53 reported the category) generated **GGR of €2.9bn, representing 8% of their total GGR**, composed mainly of Draw Based Games with 51% share of the total, complemented by All other games with 19%, Sports Games with 15%, Instant Games with 5%, and 10% as Unspecified ¹⁰, and a growth of 17.6%

¹⁰ Bosnia and Herzegovina/ Lottery of Bosnia & Herzegovina and Sweden/ AB Svenska Spel provided only the overall figure for Online GGR without a split by game category, so their amounts are assigned to Unspecified.

compared to 2018. **The average annual growth of online GGR averaged 25.1% over the past five years.**

The money for society: the **EL Members in the EU** (47 Members representing 89% of all EL Members in the EU have reported) **raised in total €15.4bn in 2019, 5.6% more compared to 2018. All EL Members raised total of €17.5bn in 2019, 5.4% more compared to 2018.** The **money for society per capita raised in the EU averaged €41** and ranged from single digit amounts for instance in Romania and Bulgaria, to €226 in Finland. **All EL members raised on average €24 per capita**, the highest non-EU state being Norway with €108. As the allocation of the money for society concerned, 72.4% of the total went to state budgets (with no reported knowledge of the final allocation), 9.7% went to support sports and 17.8% to support other good causes. **Money for society constituted 48.2% of the total GGR raised by EL members.**

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.¹¹

The data gathered covers the results of regular EL Members in the 2019 calendar year.¹² The report presents only the data that individual members felt comfortable delivering or that they were able to report in terms of their activities. Thus, the breadth of data reported may differ in specific areas and relevant footnotes on this issue are available under the figures and tables when necessary.

An independent third party (Kantar CZ) collected all data from EL Members for 2019.¹³ 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 2020.

The questionnaire was divided into the two main sections processed in this report: “Key data” on five gaming categories (i.e. Draw Based Games, Instant Games, Sports Games, Electronic Gaming Machines (EGMs) outside casinos and All other games), and “Complimentary Data”, involving figures of employment, money for society, money for responsible gaming and information related to the Point 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. If an EL Member chose to provide only an overall figure for Sales or GGR without a split by game category, the unspecified amount was attributed to the “Unspecified” game category. 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 EL Members. To get to the net profit, further items needed 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 2019, either from Eurostat or, if not available, then from the European Central Bank or the national bank of each country.¹⁴ In addition to the data for 2019, data from previous years was also included, namely from the period of 2015–2018.^{15,16}

To make the 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 other than the Euro have also been converted into Euros using the same average exchange rate for 2019 (in other words, all amounts in this report are reported in the average

¹¹ 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.

¹² This report does not include observer members, which are Morocco/La Marocaine des Jeux et des Sports and Morocco/Loterie nationale.

¹³ Kantar CZ, Klimentská 10, 11000 Praha, Czech Republic.

¹⁴ Until the 8th edition, the exchange rate closest to the end of the reported period was used (e.g. 2 January 2013 for the 2012 EL report). In the last six editions, current customization has been done so as to make the analysis more meaningful.

¹⁵ This report includes historical data reported by current EL Members in spring 2020 (figures for 2015, 2016, 2017 and 2018).

¹⁶ The decision was made to use two types of comparison starting from the 2014 report: comparison with the previous year, and where possible, within a five-year period.

2019 Euro value).¹⁷ Thus, looking at the previous years' reports, which have used exchange rates from 2015, 2016, 2017 and 2018 respectively, differences appear because of the change in exchange rates and also because of the change in the number of Currently Reporting EL Members. This approach of using a sole exchange rate across historical periods enables better depiction (and observation), and therefore, better 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.¹⁸ The aim is to provide the regular reader of this report with ease of orientation and with the possibility of comparison. The report consists of two reporting parts: an introduction and supportive tables and figures.¹⁹ The introduction brings a short overview of the results achieved in the respective year (and in comparison to previous year(s)) and conclusions, while the 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.²⁰ 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.^{21,22} In the break downs, each game category has its own distinctive colour. 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).

¹⁷ All comparisons in this report, as well as all recalculations of historical monetary figures using the average exchange rates for 2019, have been calculated by Kantar CZ.

¹⁸ 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.

¹⁹ The supportive tables and figures were provided by an independent party, Kantar CZ, which analysed the primary data for the years 2015–2019 that were independently collected via an online questionnaire.

²⁰ All members of European Lotteries are further abbreviated as "EL Members" or "EL Members in total" or, where necessary due to a 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 in a home country in the EU.

²¹ Monetary values provided by EL Members are always written without decimals, unless a value without decimal places is zero. In that case, the value is written with the minimum number of decimals necessary for displaying the value other than zero, with the maximum number of decimals being two. Furthermore, if the resultant values shown for a respective country for the individual years 2018 and 2019 had different numbers of decimals in large tables with monetary figures by single countries, the displayed decimals of the resultant yearly figures for the respective country were united at the higher number of decimals. This process does not concern per capita figures and GGR Ratio tables.

²² 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 (2018 and 2019). Additionally, an explanation for possibly unusual trends is available too.

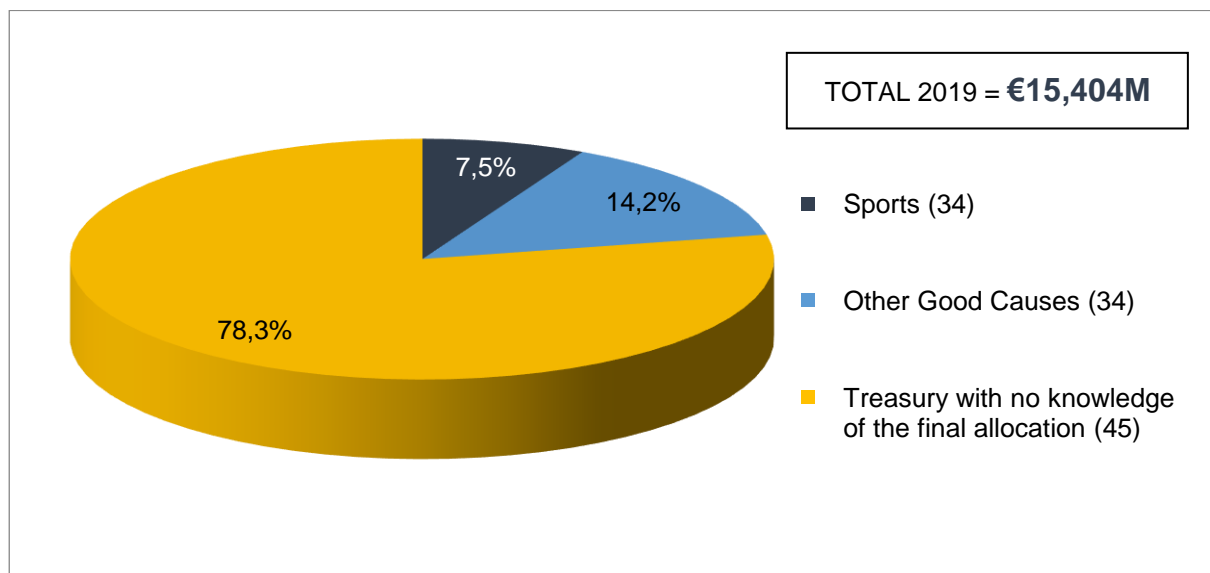
A comparison with previous results is always available and is within a two- or five-year period, or both. The changes displayed include each Currently Reporting EL Member that reported at least once in the monitored period.^{23,24} All percentage changes between years have been calculated based on the figures in the national currency converted to their Euro value.

²³ In the case of larger tables that show the results of single countries, annual changes are displayed only by countries where the structure of reporting EL Members remained the same in both years/for both categories (i.e. there has not been any change in the number or structure of reporting EL Members from this country); in the opposite case, "n/a" is displayed. Change in 2019–2018 for EL Members in the EU28 and EL Members in total may be influenced by differences in the structure of reporting EL Members.

²⁴ The results of comparisons are always written with one decimal unless the value is zero. If the result of the comparison is other than zero, the value is written with two decimals, and no decimals are shown if the resultant value is truly zero. Negative values are always highlighted in red, and in the case of very small differences (0.00), the colour indicates whether the result of the comparison is less or more than zero.

Annex B: Figures and Tables

Figure 1. EL Members in the EU: Money for Society by Target – 2019 (€M)

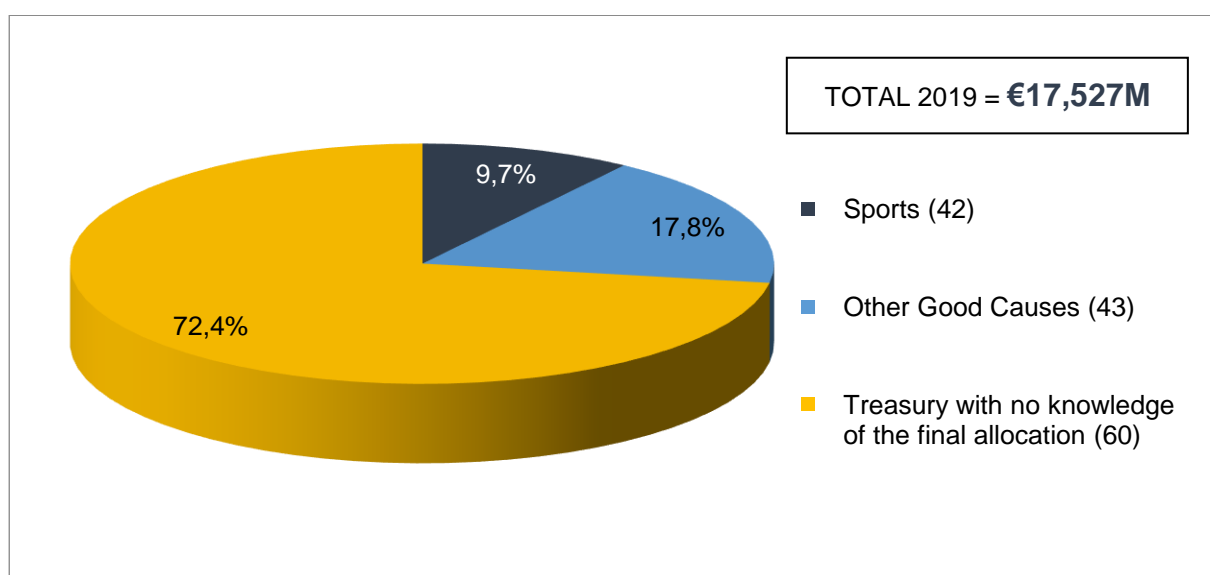


Sources: EL Members in the EU reporting figures for their Money for Society for 2019

47 EL Members reported (89% of 53 EL Members in the EU, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, Italy/ Lottomatica, Italy/ Sisal SpA, Sweden/ AB Svenska Spel, United Kingdom/ Camelot UK Lotteries Ltd.).

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

Figure 2. EL Members: Money for Society by Target – 2019 (€M)

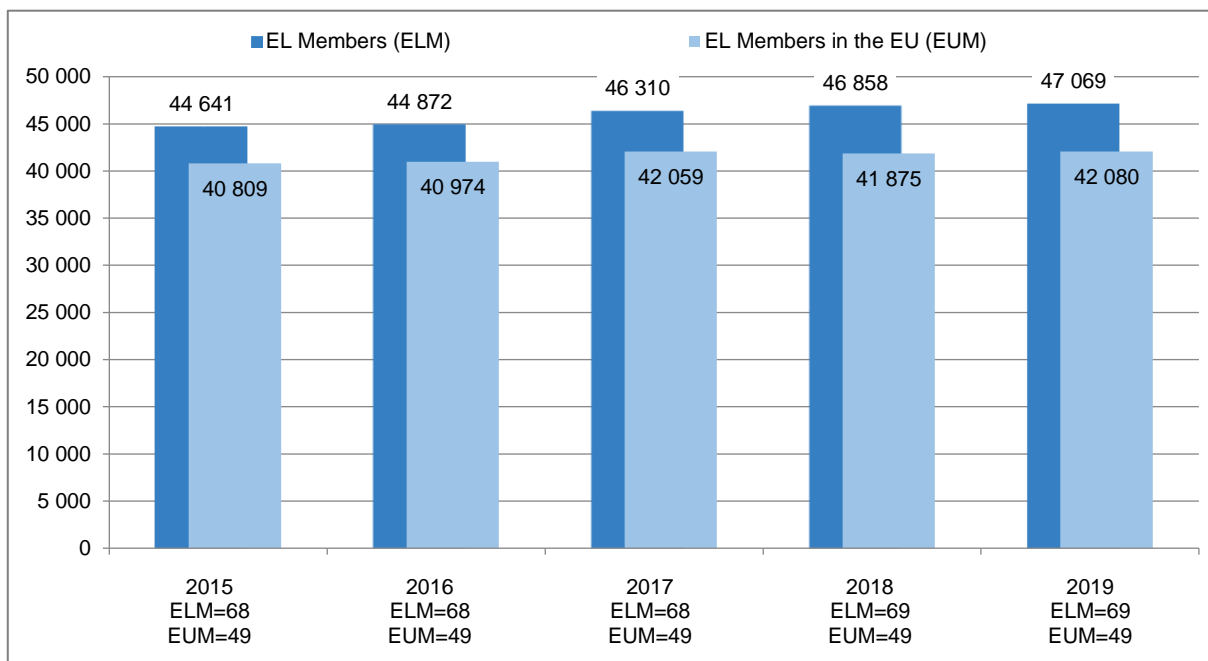


Sources: EL Members reporting figures for their Money for Society for 2019

67 EL Members reported (91% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, Italy/ Lottomatica, Italy/ Sisal SpA, Kosovo/ Lotaria e Kosovës SH. A., Sweden/ AB Svenska Spel, United Kingdom/ Camelot UK Lotteries Ltd.).

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

Figure 3. Contribution to Direct Employment – Development 2015–2019



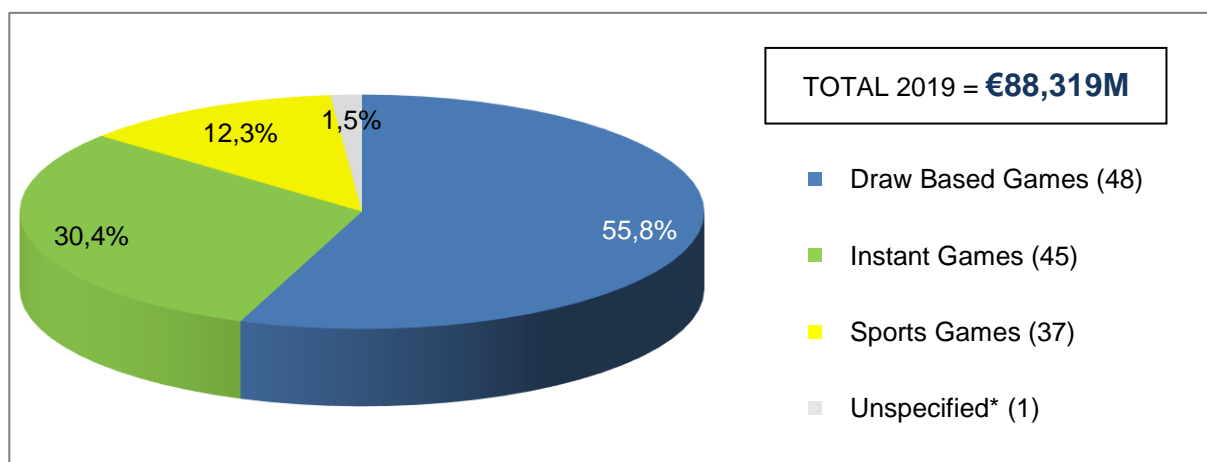
Sources: EL Members reporting the category for 2019

For 2019 and 2018: 69 EL Members reported (93% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, Denmark/ Danske Spil a/s, Italy/ Lottomatica, Kosovo/ Lotaria e Kosovës SH. A.).

The figure for Spain included salespeople 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 4.a. EL Members in the EU: Lottery Sales by Game Category – 2019 (€M)



Sources: EL Members in the EU reporting their Lottery Sales for 2019

50 EL Members reported (94% of 53 EL Members in the EU, i.e. all except for Sweden/ AB Svenska Spel, Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC).

* Netherlands/ Nederlandse Loterij provided only the overall figure for Lottery Sales without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

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

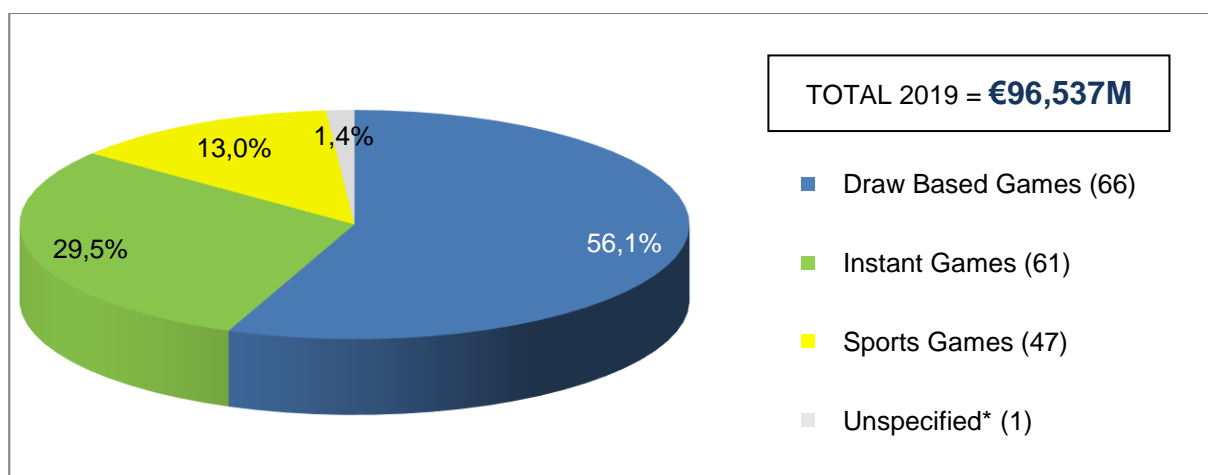
Figure 4.b. EL Members in the EU: Lottery Sales by Game Category – 2019 (€M)

Game category	Number of EUM reporting Lottery Sales for 2019	EUM: Lottery Sales for 2019 (€M)	Share out of total
Draw Based Games	48	49 251	55.8%
Instant Games	45	26 871	30.4%
Sports Games	37	10 882	12.3%
Unspecified*	1	1 315	1.5%
Total	50	88 319	100%

Sources: EL Members in the EU reporting their Lottery Sales for 2019, see the comment above for information on those EL Members who participated in this data collection but did not report.

* See the comment above for information on the reported "Unspecified" category.

Figure 5.a. EL Members: Lottery Sales by Game Category – 2019 (€M)



Sources: EL Members reporting their Lottery Sales for 2019

70 EL Members reported (95% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, Kosovo/ Lotaria e Kosovës SH. A., Sweden/ AB Svenska Spel).

* Netherlands/ Nederlandse Loterij provided only the overall figure for Lottery Sales without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

"Game category" ("Number of reporting EL Members").

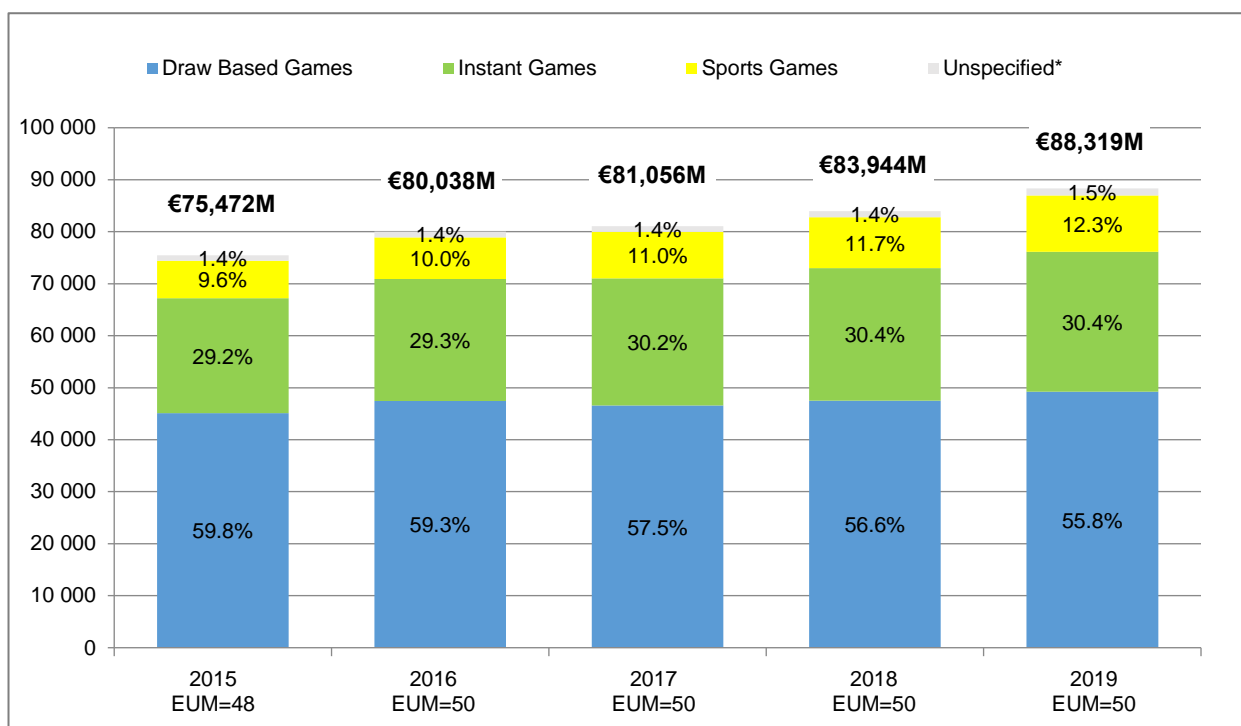
Figure 5.b. EL Members: Lottery Sales by Game Category – 2019 (€M)

Game category	Number of ELM reporting Lottery Sales for 2019	ELM: Lottery Sales for 2019 (€M)	Share out of total
Draw Based Games	66	54 178	56.1%
Instant Games	61	28 508	29.5%
Sports Games	47	12 538	13.0%
Unspecified*	1	1 315	1.4%
Total	70	96 537	100%

Sources: EL Members reporting their Lottery Sales for 2019, see the comment above for information on those EL Members who participated in this data collection but did not report.

* See the comment above for information on the reported "Unspecified" category.

Figure 6.a. EL Members in the EU: Lottery Sales by Game Category – Development 2015–2019 (€M)



Sources: EL Members in the EU reporting their Lottery Sales for 2019

For 2019 and 2018: 50 EL Members reported (94% of 53 EL Members in the EU, i.e. all except for Sweden/ AB Svenska Spel, Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC).

* Netherlands/ Nederlandse Loterij provided only the overall figure for Lottery Sales without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

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

Figure 6.b. EL Members in the EU: Lottery Sales by Game Category – Development 2015–2019 (€M)

Game category	EUM rep. Lottery Sales for 2019	EUM: Lottery Sales for the respective year in €M					2019-2018 Evolution *	CAGR * 2019-2015
		2015 (48)	2016 (50)	2017 (50)	2018 (50)	2019 (50)		
Draw Based Games	48	45 134	47 442	46 578	47 488	49 251	3.7%	2.2%
Instant Games	45	22 071	23 490	24 449	25 507	26 871	5.4%	5.0%
Sports Games	37	7 218	8 003	8 925	9 781	10 882	11.3%	10.8%
Unspecified**	1	1 050	1 103	1 105	1 169	1 315	12.4%	5.8%
Total	50	75 472	80 038	81 056	83 944	88 319	5.2%	4.0%

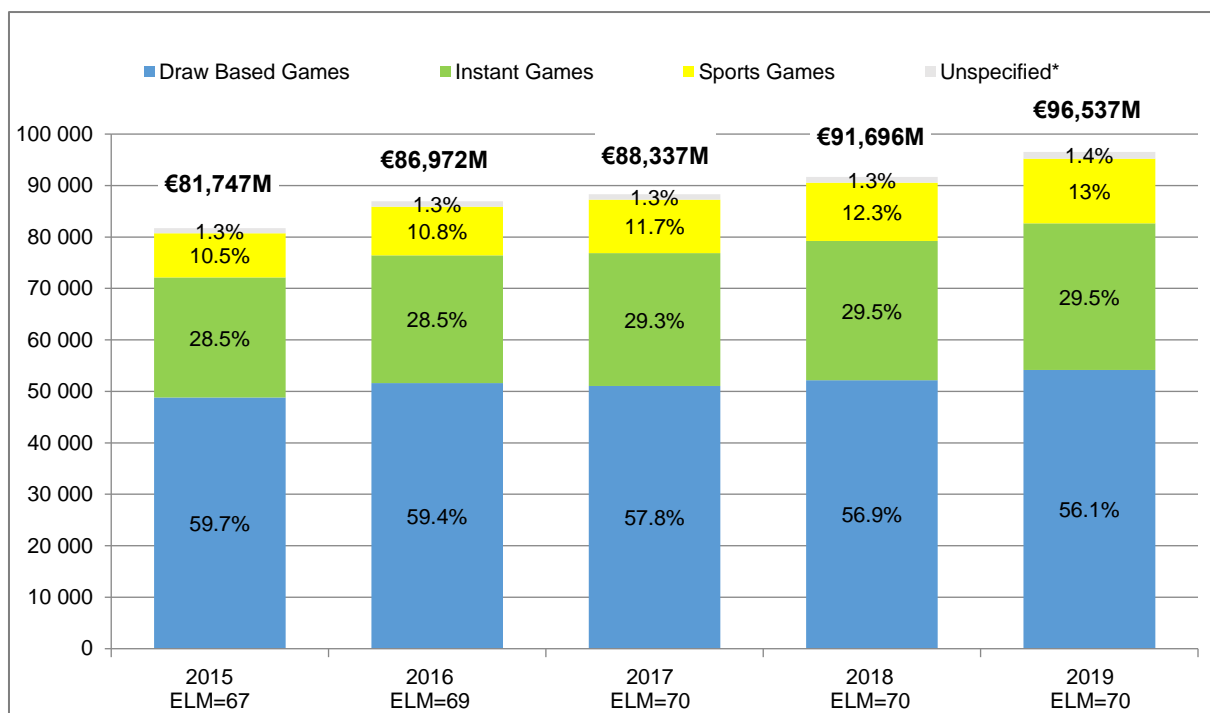
Sources: EL Members in the EU reporting their Lottery Sales for 2019, see the comment above for information on those EL Members in the EU who participated in this data collection but did not report the category for the individual years of 2018 and 2019.

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

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

** See the comment above for information on the reported "Unspecified" category.

Figure 7.a. EL Members: Lottery Sales by Game Category – Development 2015–2019 (€M)



Sources: EL Members reporting their Lottery Sales for 2019

For 2019 and 2018: 70 EL Members reported (95% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, Kosovo/ Lotaria e Kosovës SH. A., Sweden/ AB Svenska Spel).

* Netherlands/ Nederlandse Loterij provided only the overall figure for Lottery Sales without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

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

Figure 7.b. EL Members: Lottery Sales by Game Category – Development 2015–2019 (€M)

Game category	ELM rep. Lottery Sales for 2019	ELM: Lottery Sales for the respective year in €M					2019-2018 Evolution*	CAGR * 2019-2015
		2015 (67)	2016 (69)	2017 (70)	2018 (70)	2019 (70)		
Draw Based Games	66	48 815	51 632	51 037	52 169	54 178	3.8%	2.6%
Instant Games	61	23 304	24 803	25 845	27 073	28 508	5.3%	5.2%
Sports Games	47	8 576	9 435	10 351	11 285	12 538	11.1%	10.0%
Unspecified**	1	1 052	1 103	1 105	1 169	1 315	12.4%	5.7%
Total	70	81 747	86 972	88 337	91 696	96 537	5.3%	4.2%

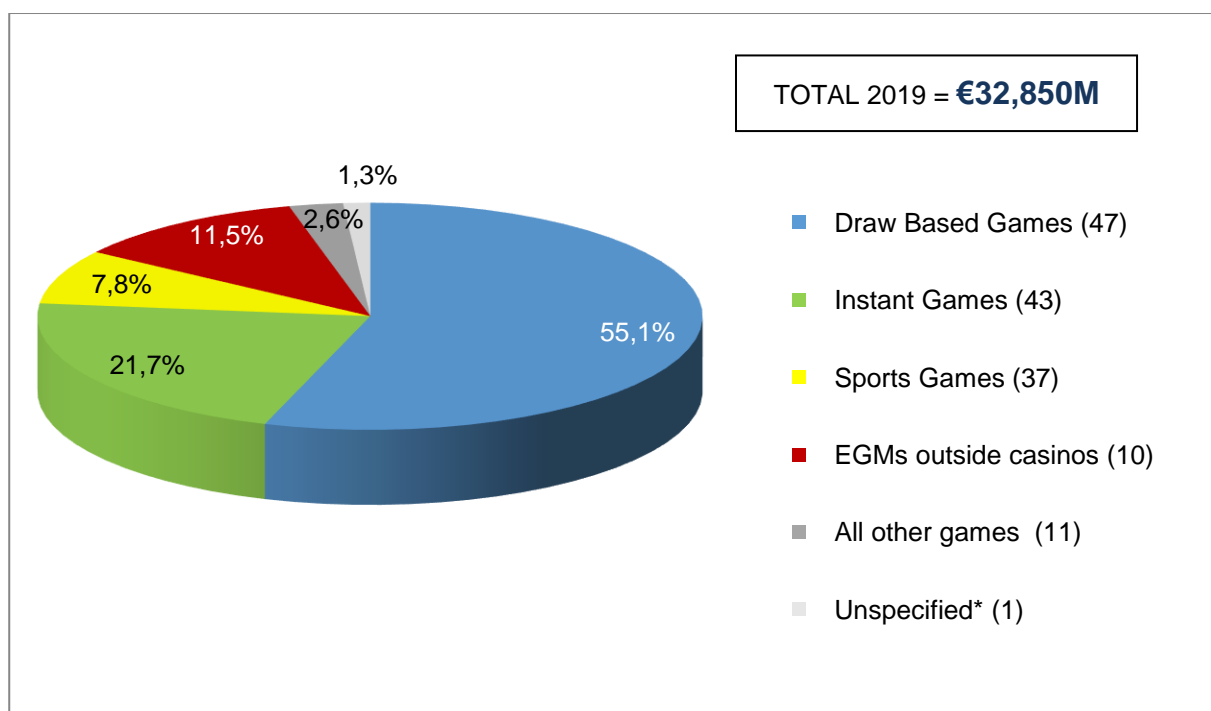
Sources: EL Members reporting their Lottery Sales for 2019, see the comment above for information on those EL Members who participated in this data collection but did not report the category for the individual years of 2018 and 2019.

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

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

** See the comment above for information on the reported “Unspecified” category.

Figure 8.a. EL Members in the EU: GGR by Game Category – 2019 (€M)



Sources: EL Members in the EU reporting their GGR for 2019

50 EL Members reported (94% of 53 EL Members in the EU, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, United Kingdom/ Camelot UK Lotteries Ltd.).

* Netherlands/ Nederlandse Loterij provided only the overall figure for GGR without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

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

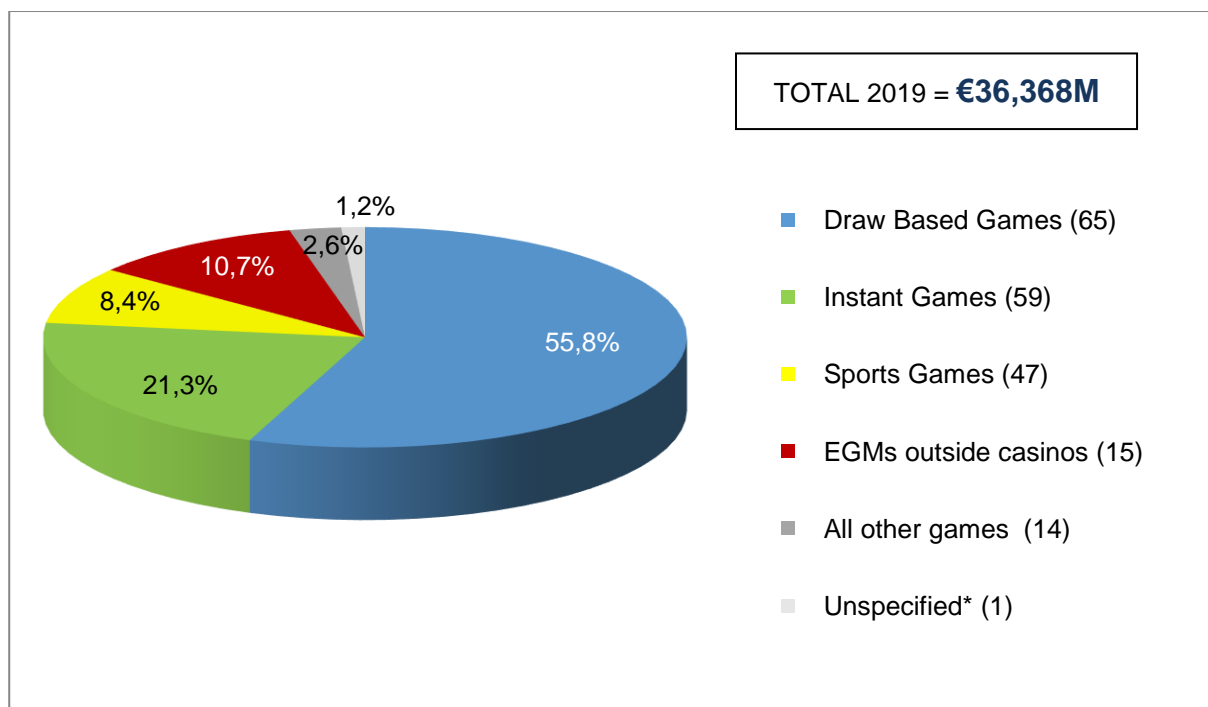
Figure 8.b. EL Members in the EU: GGR by Game Category – 2019 (€M)

Game category	Number of EUM reporting GGR for 2019	EUM: GGR for 2019 (€M)	Share out of total
Draw Based Games	47	18 107	55.1%
Instant Games	43	7 123	21.7%
Sports Games	37	2 547	7.8%
EGMs outside casinos	10	3 781	11.5%
All other games	11	861	2.6%
Unspecified*	1	430	1.3%
Total	50	32 850	100%

Sources: EL Members in the EU reporting their GGR for 2019, see the comment above for information on those EL Members who participated in this data collection but did not report.

* See comment above for information on the reported “Unspecified” category.

Figure 9.a. EL Members: GGR by Game Category – 2019 (€M)



Sources: EL Members reporting their GGR for 2019

70 EL Members reported (95% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, Kosovo/ Lotaria e Kosovës SH. A., United Kingdom/ Camelot UK Lotteries Ltd.).

* Netherlands/ Nederlandse Loterij provided only the overall figure for GGR without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

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

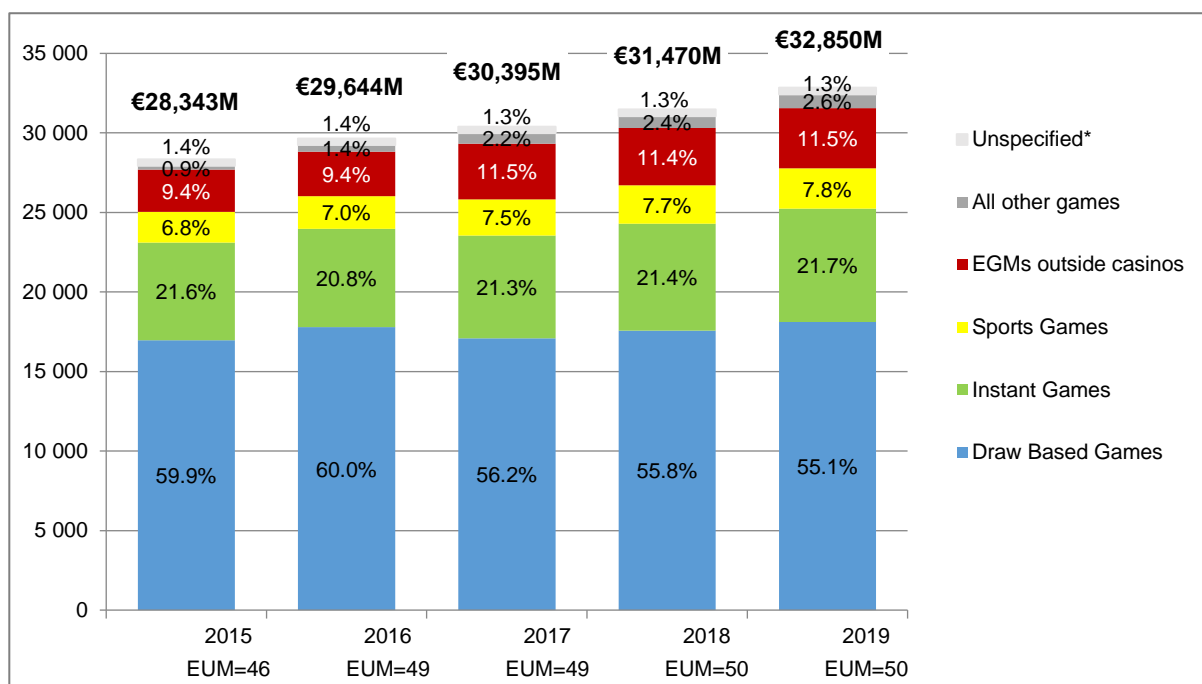
Figure 9.b. EL Members: GGR by Game Category – 2019 (€M)

Game category	Number of ELM reporting GGR for 2019	ELM: GGR for 2019 (€M)	Share out of total
Draw Based Games	65	20 302	55.8%
Instant Games	59	7 738	21.3%
Sports Games	47	3 043	8.4%
EGMs outside casinos	15	3 909	10.7%
All other games	14	945	2.6%
Unspecified*	1	430	1.2%
Total	70	36 368	100%

Sources: EL Members reporting their GGR for 2019, see the comment above for information on those EL Members who participated in this data collection but did not report.

* See comment above for information on the reported “Unspecified” category.

Figure 10.a. EL Members in the EU: GGR by Game Category – Development 2015–2019 (€M)



Sources: EL Members in the EU reporting their GGR for 2019

For 2019 and 2018: 50 EL Members reported (94% of 53 EL Members in the EU, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, United Kingdom/ Camelot UK Lotteries Ltd.).

* Netherlands/ Nederlandse Loterij provided only the overall figure for GGR without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

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

Figure 10.b. EL Members in the EU: GGR by Game Category – Development 2015–2019 (€M)

Game category	EUM rep. GGR for 2019	EUM: GGR for the respective year in €M					2019-2018 Evolution*	CAGR * 2019-2015
		2015 (46)	2016 (49)	2017 (49)	2018 (50)	2019 (50)		
Draw Based Games	47	16 968	17 788	17 092	17 566	18 107	3.1%	1.6%
Instant Games	43	6 131	6 176	6 464	6 724	7 123	5.9%	3.8%
Sports Games	37	1 928	2 068	2 266	2 418	2 547	5.3%	7.2%
EGMs outside casinos	10	2 657	2 798	3 504	3 601	3 781	5.0%	9.2%
All other games	11	255	408	664	748	861	15.1%	35.6%
Unspecified**	1	404	406	406	412	430	4.4%	1.6%
Total	50	28 343	29 644	30 395	31 470	32 850	4.4%	3.8%

Sources: EL Members in the EU reporting their GGR for 2019, 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 2018 and 2019.

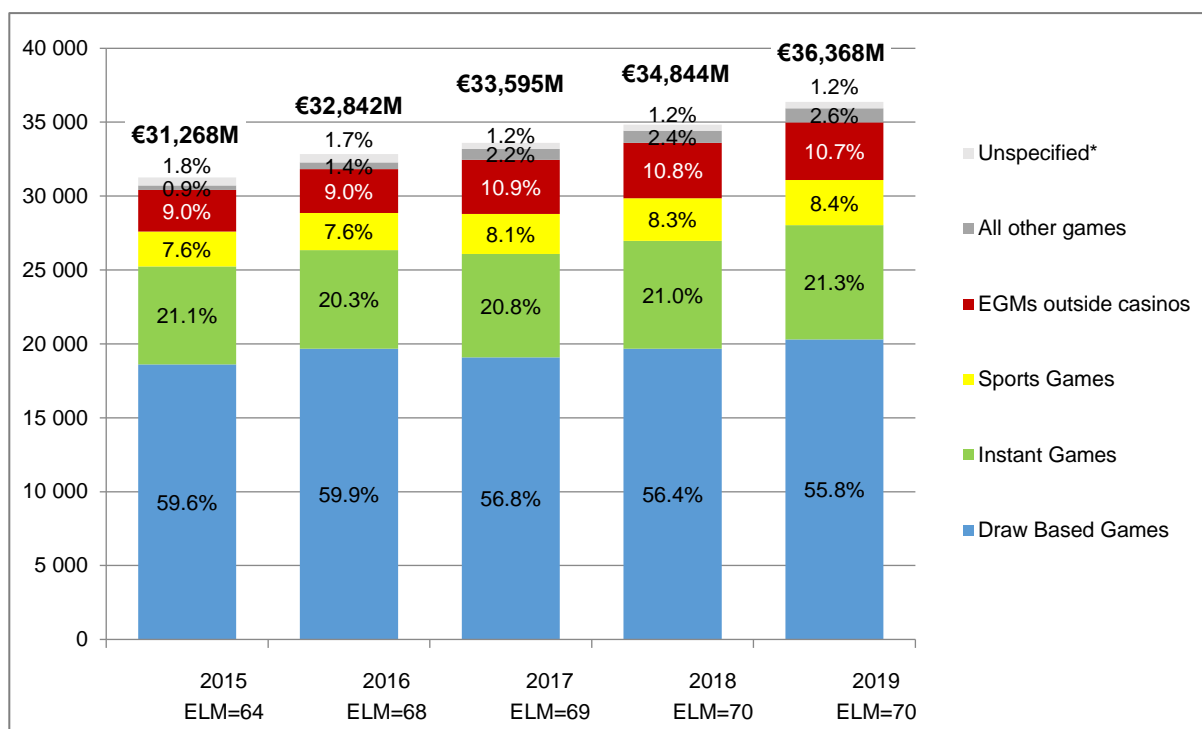
The annual increase in 2017 concerning GGR for EGMs and All other games categories is driven by Finland, which saw a merge of three Finnish companies and consequent change in the product portfolio structure.

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

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

** See the comment above for information on the reported "Unspecified" category.

Figure 11.a. EL Members: GGR by Game Category – Development 2015–2019 (€M)



Sources: EL Members reporting their GGR for 2019

For 2019 and 2018: 70 EL Members reported (95% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Bulgaria/ National Lottery JSC, Kosovo/ Lotaria e Kosovës SH. A., United Kingdom/ Camelot UK Lotteries Ltd.).

* Netherlands/ Nederlandse Loterij provided only the overall figure for GGR without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

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

Figure 11.b. EL Members: GGR by Game Category – Development 2015–2019 (€M)

Game category	ELM rep. GGR for 2019	ELM: GGR for the respective year in €M					2019-2018 Evolution*	CAGR * 2019-2015
		2015 (64)	2016 (68)	2017 (69)	2018 (70)	2019 (70)		
Draw Based Games	65	18 620	19 676	19 096	19 663	20 302	3.2%	2.2%
Instant Games	59	6 610	6 677	6 997	7 317	7 738	5.8%	4.0%
Sports Games	47	2 365	2 512	2 705	2 875	3 043	5.8%	6.5%
EGMs outside casinos	15	2 821	2 963	3 666	3 756	3 909	4.1%	8.5%
All other games	14	295	456	726	821	945	15.1%	33.8%
Unspecified**	1	556	559	406	412	430	4.4%	-6.2%
Total	70	31 268	32 842	33 595	34 844	36 368	4.4%	3.8%

Sources: EL Members reporting their GGR for 2019, 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 2018 and 2019.

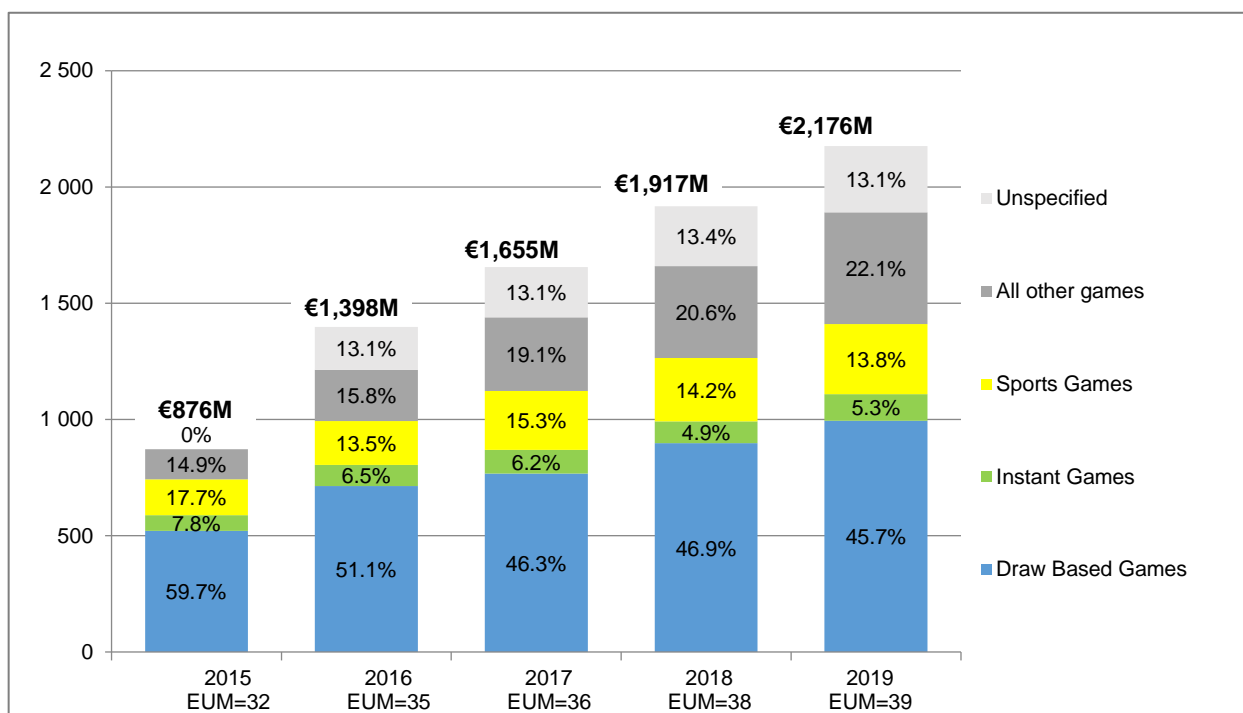
The annual increase in 2017 concerning GGR for EGMs and All other games categories is driven by Finland, which saw the merge of three Finnish companies and consequent change in the product portfolio structure.

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

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

** See the comment above for information on the reported "Unspecified" category.

Figure 12.a. EL Members in the EU: Online GGR by Game Category – Development 2015–2019 (€M)



Sources: EL Members in the EU reporting their Online GGR for 2019

For 2019: 47 EL Members in the EU (89% of 53) offered online games and 39 (83% of 47) provided the figures (i.e. all except for France/ La Française des Jeux, Germany/ Staatliche Toto-Lotto GmbH Baden-Württemberg, Germany/ Staatliche Lotterieverwaltung (LOTTO Bayern), Germany/ Toto-Lotto Niedersachsen GmbH, Germany/ Sächsische Lotto-GmbH, Netherlands/ Nederlandse Loterij, Romania/ C.N. Loteria Romana SA, United Kingdom/ Camelot UK Lotteries Ltd.).

For 2018: 46 EL Members in the EU (87% of 53) offered online games and 38 (83% of 46) provided the figures (i.e. all except for France/ La Française des Jeux, Germany/ Staatliche Toto-Lotto GmbH Baden-Württemberg, Germany/ Staatliche Lotterieverwaltung (LOTTO Bayern), Germany/ Bremer Toto und Lotto GmbH, Germany/ Toto-Lotto Niedersachsen GmbH, Germany/ Sächsische Lotto-GmbH, Netherlands/ Nederlandse Loterij, United Kingdom/ Camelot UK Lotteries Ltd.).

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 was assigned to Online GGR: Unspecified.

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

Figure 12.b. EL Members in the EU: Online GGR by Game Category – Development 2015–2019 (€M)

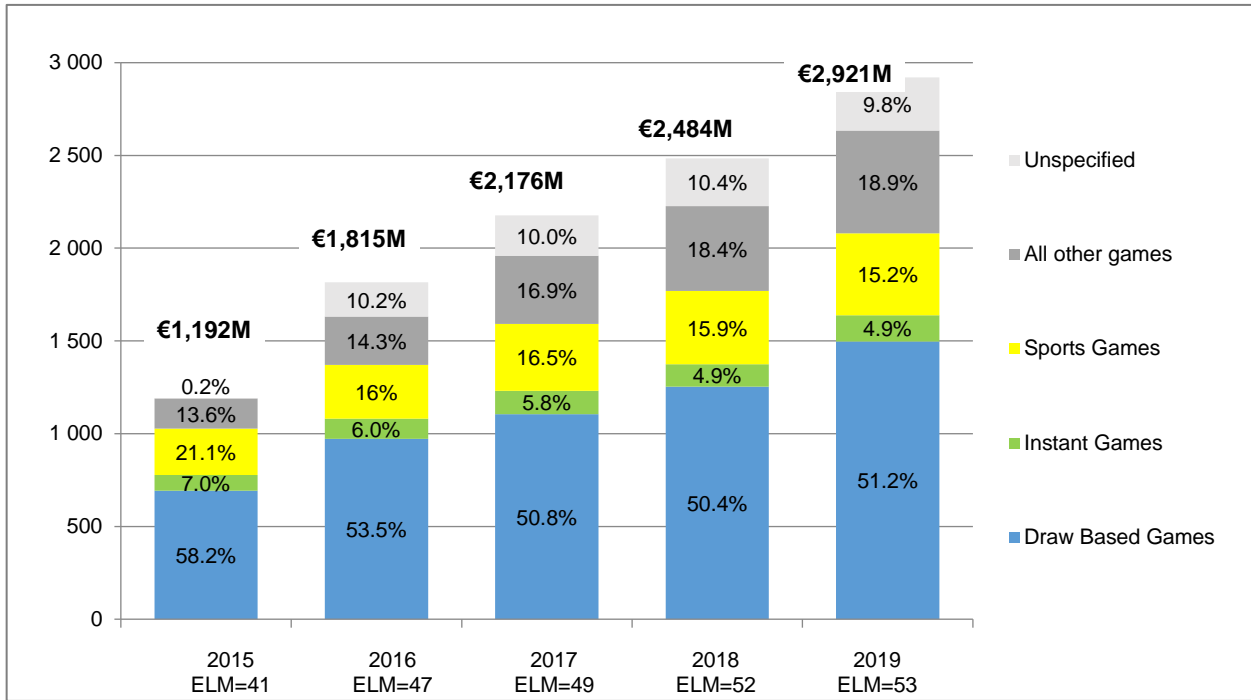
Game category	EUM rep. online GGR for 2019	EUM: Online GGR for the respective year in €M					2019-2018 Evolution*	CAGR * 2019-2015
		2015 (32)	2016 (35)	2017 (36)	2018 (38)	2019 (39)		
Draw Based Games	37	521	713	767	898	995	10.8%	17.6%
Instant Games	21	68	91	103	94	114	21.5%	14.0%
Sports Games	22	154	188	253	272	301	10.6%	18.2%
All other games	9	130	221	316	396	481	21.6%	38.6%
Unspecified	1	0	184	216	257	285	11.1%	n/a
Total	39	873	1 398	1 655	1 917	2 176	13.5%	25.7%

Sources: EL Members in the EU reporting their Online GGR for 2019. See the comment above for information on those who participated in this data collection, but did not report the category for the individual years of 2018 and 2019 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 and CAGR evolution might have been influenced by differences in the structure of EL Members in the EU reporting in the respective category for individual years.

Figure 13.a. EL Members: Online GGR by Game Category – Development 2015–2019 (€M)



Sources: EL Members reporting their Online GGR for 2019

For 2019: 62 EL Members (84% of 74) offered online games and 53 (85% of 62) provided the figures (i.e. all except for France/ La Française des Jeux, Germany/ Staatliche Toto-Lotto GmbH Baden-Württemberg, Germany/ Staatliche Lotterieverwaltung (LOTTO Bayern), Germany/ Toto-Lotto Niedersachsen GmbH, Germany/ Sächsische Lotto-GmbH, Netherlands/ Nederlandse Loterij, Romania/ C.N. Loteria Romana SA, Switzerland/ Swisslos Interkantonale Landeslotterie, United Kingdom/ Camelot UK Lotteries Ltd.).

For 2018: 61 EL Members (82% of 74) offered online games and 52 (85% of 61) provided the figures (i.e. all except for France/ La Française des Jeux, Germany/ Staatliche Toto-Lotto GmbH Baden-Württemberg, Germany/ Staatliche Lotterieverwaltung (LOTTO Bayern), Germany/ Bremer Toto und Lotto GmbH, Germany/ Toto-Lotto Niedersachsen GmbH, Germany/ Sächsische Lotto-GmbH, Netherlands/ Nederlandse Loterij, Switzerland/ Swisslos Interkantonale Landeslotterie), United Kingdom/ Camelot UK Lotteries Ltd.).

Bosnia and Herzegovina/ Lottery of Bosnia & Herzegovina 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 was assigned to Online GGR: Unspecified.

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

Figure 13.b. EL Members: Online GGR by Game Category – Development 2015–2019 (€M)

Game category	ELM rep. online GGR for 2019	ELM: Online GGR for the respective year in €M					2019-2018 Evolution*	CAGR * 2019-2015
		2015 (41)	2016 (47)	2017 (49)	2018 (52)	2019 (53)		
Draw Based Games	48	694	972	1 105	1 253	1 496	19.4%	21.2%
Instant Games	26	83	109	127	122	142	16.7%	14.4%
Sports Games	30	251	291	360	394	443	12.3%	15.2%
All other games	10	162	259	368	457	553	20.9%	35.9%
Unspecified	2	2	185	217	258	287	11.2%	247.5%
Total	53	1 192	1 815	2 176	2 484	2 921	17.6%	25.1%

Sources: EL Members reporting their Online GGR for 2019. See the comment above for information on those who participated in this data collection, but did not report the category for the individual years of 2018 and 2019, 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 and CAGR evolution might have been influenced by differences in the structure of EL Members reporting in the respective category for individual years.

Figure M1. Currently Reporting EL Members: Overview of Reporting Activity – 2015–2019

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2015	2016	2017	2018	2019
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	N
National Lottery JSC	2013	Y	Y	Y	Y	N
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
Danske Spil a/s	1948	N	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						
Staatliche Lotterieverwaltung (LOTTO Bayern)	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 Baden-Württemberg	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	Y	Y	Y
Land Brandenburg LOTTO GmbH	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
Thüringer Staatslotterie	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
Euloto UAB	2008	Y	Y	Y	Y	Y

Figure M1. Currently Reporting EL Members: Overview of Reporting Activity – 2015–2019
(continued)

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2015	2016	2017	2018	2019
Luxembourg						
Loterie Nationale	1945	Y	Y	Y	Y	Y
Malta						
Maltco Lotteries Ltd.	2004	Y	Y	Y	Y	Y
Netherlands***						
Nederlandse Staatsloterij	1726	N	N	N	N	N
De Lotto	1959	N	N	N	N	N
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, národná lotériová spoločnosť, a. s.	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, SME SA	1812	Y	Y	Y	Y	Y
ONCE	1938	Y	Y	Y	Y	Y
Loterías 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		53	52	53	53	53
Albania						
Lotaria Kombëtare	2013	Y	Y	Y	Y	Y
Azerbaijan						
Caspian Tech 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
Iceland						
Happdrætti Háskóla Íslands	1934	Y	Y	Y	Y	Y
Íslensk Getspá	1986	Y	Y	Y	Y	Y
Israel						
Mifal Hapais - Israel National Lottery	1951	Y	Y	Y	Y	Y
TOTO (The Israel Sports Betting Board)	1968	Y	Y	Y	Y	Y
Kazakhstan						
Satty Zhuldyz JSC	2017	N	N	Y	Y	Y

Figure M1. Currently Reporting EL Members: Overview of Reporting Activity – 2015–2019
(continued)

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2015	2016	2017	2018	2019
Kosovo						
Lotaria e Kosovës SH. A.	1974	Y	Y	Y	Y	N
Norway						
Norsk Tipping AS	1948	Y	Y	Y	Y	Y
Republic of North Macedonia						
National Lottery of Macedonia	2008	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
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		72	73	74	74	71

Sources: EL Members who took part in the 2019 survey collecting data for 2015–2019.

Countries in the EU and outside the EU in alphabetical order. The EL Members within the 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 were not included.

* 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.

**** Caspian Tech CJSC represents the former Azerinteltek CJSC (name changed in 2019).

Figure M2. Currently Reporting EL Members: Operation Status in Individual Gaming Categories – 2018–2019

Country EL Member	ELM actively operated the Gaming Category Y / N in 2019 (Y / N in 2018)				
	DBGs	Instants	Sports Games	EGMs	All other games
Austria					
Austrian Lotteries	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Belgium					
Loterie Nationale	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Bulgaria					
Bulgarian Sports Totalizator	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Eurofootball Ltd.	-- (N)	-- (N)	-- (Y)	-- (N)	-- (N)
National Lottery JSC	-- (Y)	-- (Y)	-- (Y)	-- (N)	-- (Y)
Croatia					
Hrvatska Lutrija d.o.o.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Cyprus					
Cyprus Government Lottery	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Czech Republic					
SAZKA a.s.	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)
Denmark					
Det Danske Klasselotteri AS	Y (Y)	N (N)	N (N)	N (N)	N (N)
Danske Spil a/s	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Estonia					
AS Eesti Loto	Y (Y)	Y (Y)	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)	Y (Y)	N (N)	N (N)
Germany					
Bremer Toto und Lotto GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Deutsche Klassenlotterie Berlin	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
GKL Gemeinsame Klassenlotterie der Länder **	Y (Y)	N (N)	N (N)	N (N)	N (N)
Land Brandenburg Lotto GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
LOTTO Hamburg GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
LOTTO Hessen GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Lotto Rheinland-Pfalz GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Lotto-Toto GmbH Sachsen-Anhalt	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
NordwestLotto Schleswig-Holstein GmbH & Co. KG	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Saarland Sporttoto GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Sächsische Lotto-GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Staatliche Lotterieverwaltung (LOTTO Bayern)	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)
Staatliche Toto-Lotto GmbH Baden-Württemberg	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Thüringer Staatslotterie	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Toto-Lotto Niedersachsen GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Verwaltungsgesellschaft Lotto & Toto in Mecklenburg-Vorpommern mbH	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Westdeutsche Lotterie GmbH & Co. OHG	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Greece					
OPAP S.A.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)
Hungary					
Szerencsejáték Zrt.	Y (Y)	Y (Y)	Y (Y)	N (N)	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)

Figure M2. Currently Reporting EL Members: Operation Status in Individual Gaming Categories – 2018–2019 (continued)

Country EL Member	ELM actively operated the Gaming Category Y / N in 2019 (Y / N in 2018)				
	DBGs	Instants	Sports Games	EGMs	All other games
Lithuania					
Olifėja Inc.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Euloto UAB	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Luxembourg					
Loterie Nationale LUX	Y (Y)	Y (Y)	Y (Y)	Y (N)	N (N)
Malta					
Maltco Lotteries Ltd.	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Netherlands					
Nederlandse Loterij ***	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Poland					
Totalizator Sportowy Sp. z.o.o.	Y (Y)	Y (Y)	Y (Y)	Y (N)	Y (N)
Totolotek SA	N (N)	N (N)	Y (Y)	N (N)	N (N)
Portugal					
Santa Casa da Misericórdia de Lisboa	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
Romania					
C.N. Loteria Romana SA	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)
Slovakia					
TIPOS, národná lotériová spoločnosť, a. s.	Y (Y)	Y (Y)	Y (Y)	N (N)	Y (Y)
Slovenia					
Loterija Slovenije d.d.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Športna Loterija d.d.	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Spain					
Loterias de Catalunya	Y (Y)	Y (Y)	N (N)	N (Y)	N (N)
ONCE	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Sociedad Estatal Loterías y Apuestas del Estado, SME SA	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	50 (51)	47 (48)	39 (41)	11 (10)	11 (11)
Albania					
Lotaria Kombëtare	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Azerbaijan					
Caspian Tech CJSC ****	N (N)	N (N)	Y (Y)	N (N)	N (N)
Azerlotereya SJSC	Y (Y)	Y (Y)	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	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Lottery of the Republic of Srpska	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Iceland					
Happdrætti Háskolá Íslands	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)
Íslensk Getspá	Y (Y)	N (N)	Y (Y)	N (N)	N (N)
Israel					
Mifal Hapais - Israel National Lottery	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
TOTO (The Israel Sports Betting Board)	N (N)	N (N)	Y (Y)	N (N)	N (N)
Kazakhstan					
Satty Zhuldyz JSC	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Kosovo					
Lotaria e Kosovës SH. A.	-- (Y)	-- (Y)	-- (N)	-- (N)	-- (N)
Norway					
Norsk Tipping AS	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)

Figure M2. Currently Reporting EL Members: Operation Status in Individual Gaming Categories – 2018–2019 (continued)

Country EL Member	ELM actively operated the Gaming Category Y / N in 2019 (Y / N in 2018)				
	DBGs	Instants	Sports Games	EGMs	All other games
Republic of North Macedonia					
National Lottery of Macedonia	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
Russia					
JSC Technology Company „Center“	Y (Y)	Y (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)
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)	Y (Y)	N (N)	N (N)	N (N)
Ukraine					
MSL	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)
Ukrainian National Lottery	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)
Number of ELM operating the category	68 (70)	63 (65)	49 (51)	18 (17)	14 (14)

Sources: EL Members who took part in the 2019 survey collecting data for 2015–2019.

* 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.

**** Caspian Tech CJSC represents the former Azerinteltek CJSC (name changed in 2019).

**Figure M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
Operated Online – 2018–2019**

Country EL Member	ELM actively operated the Gaming Category Online			
	DBGs	Y / N in 2019 (Y / N in 2018)		All other games
		Instants	Sports Games	
Austria				
Austrian Lotteries	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Belgium				
Loterie Nationale	Y (Y)	Y (Y)	Y (Y)	N (N)
Bulgaria				
Bulgarian Sports Totalizator	Y (Y)	N (N)	Y (Y)	N (N)
Eurofootball Ltd.	-- (N)	-- (N)	-- (N)	-- (N)
National Lottery JSC	-- (Y)	-- (N)	-- (Y)	-- (Y)
Croatia				
Hrvatska Lutrija d.o.o.	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Cyprus				
Cyprus Government Lottery	N (N)	N (N)	N (N)	N (N)
Czech Republic				
SAZKA a.s.	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Denmark				
Det Danske Klasselotteri AS	Y (Y)	N (N)	N (N)	N (N)
Danske Spil a/s	Y (Y)	Y (Y)	N (N)	N (N)
Estonia				
AS Eesti Loto	Y (Y)	N (N)	N (N)	N (N)
Finland				
Veikkaus Oy *	Y (Y)	Y (Y)	Y (Y)	Y (Y)
France				
La Française des Jeux	Y (Y)	Y (Y)	Y (Y)	N (N)
Germany				
Bremer Toto und Lotto GmbH	Y (Y)	N (N)	Y (Y)	N (N)
Deutsche Klassenlotterie Berlin	Y (Y)	Y (N)	N (N)	N (N)
GKL Gemeinsame Klassenlotterie der Länder **	N (N)	N (N)	N (N)	N (N)
Land Brandenburg Lotto GmbH	Y (Y)	N (N)	N (N)	N (N)
LOTTO Hamburg GmbH	Y (Y)	N (N)	N (N)	N (N)
LOTTO Hessen GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)
Lotto Rheinland-Pfalz GmbH	Y (Y)	N (N)	Y (Y)	N (N)
Lotto-Toto GmbH Sachsen-Anhalt	Y (Y)	N (N)	N (N)	N (N)
NordwestLotto Schleswig-Holstein GmbH & Co. KG	Y (Y)	N (N)	Y (Y)	N (N)
Saarland Sporttoto GmbH	Y (Y)	N (N)	N (N)	N (N)
Sächsische Lotto-GmbH	Y (Y)	Y (Y)	N (N)	N (N)
Staatliche Lotterieverwaltung (LOTTO Bayern)	Y (Y)	N (N)	Y (Y)	N (N)
Staatliche Toto-Lotto GmbH Baden-Württemberg	Y (Y)	Y (N)	Y (Y)	N (N)
Thüringer Staatslotterie	Y (Y)	N (N)	N (N)	N (N)
Toto-Lotto Niedersachsen GmbH	Y (Y)	Y (Y)	Y (Y)	N (N)
Verwaltungsgesellschaft Lotto & Toto in Mecklenburg-Vorpommern mbH	Y (Y)	Y (N)	Y (N)	N (N)
Westdeutsche Lotterie GmbH & Co. OHG	Y (Y)	Y (Y)	Y (Y)	N (N)
Greece				
OPAP S.A.	Y (N)	N (N)	Y (Y)	N (N)
Hungary				
Szerencsejáték Zrt.	Y (Y)	N (N)	Y (Y)	N (N)
Ireland				
Premier Lotteries Ireland	Y (Y)	Y (Y)	N (N)	N (N)
Italy				
Lottomatica	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Sisal SpA	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Latvia				
Latvijas Loto	Y (Y)	Y (Y)	N (N)	N (N)

**Figure M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
Operated Online – 2018–2019 (continued)**

Country EL Member	ELM actively operated the Gaming Category Online			
	DBGs	Y / N in 2019 (Y / N in 2018)		All other games
		Instants	Sports Games	
Lithuania				
Olifėja Inc.	Y (Y)	Y (Y)	N (N)	N (N)
Euloto UAB	Y (Y)	Y (Y)	Y (Y)	N (N)
Luxembourg				
Loterie Nationale LUX	Y (Y)	Y (Y)	Y (N)	N (N)
Malta				
Maltco Lotteries Ltd.	N (N)	N (N)	N (N)	N (N)
Netherlands				
Nederlandse Loterij ***	Y (Y)	Y (Y)	Y (Y)	N (N)
Poland				
Totalizator Sportowy Sp. z.o.o.	Y (Y)	Y (N)	Y (N)	Y (N)
Totolotek SA	N (N)	N (N)	Y (Y)	N (N)
Portugal				
Santa Casa da Misericórdia de Lisboa	N (N)	N (N)	N (N)	N (N)
Romania				
C.N. Loteria Romana SA	Y (N)	N (N)	N (N)	N (N)
Slovakia				
TIPOS, národná lotériová spoločnosť, a. s.	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Slovenia				
Loterija Slovenije d.d.	Y (Y)	Y (Y)	N (N)	N (N)
Športna Loterija d.d.	Y (Y)	N (N)	Y (Y)	Y (Y)
Spain				
Loterias de Catalunya	Y (Y)	Y (Y)	N (N)	N (N)
ONCE	Y (Y)	Y (Y)	N (N)	N (N)
Sociedad Estatal Loterías y Apuestas del Estado, SME SA	Y (Y)	N (N)	Y (Y)	N (N)
Sweden				
AB Svenska Spel	Y (Y)	Y (Y)	Y (Y)	Y (Y)
United Kingdom				
Camelot UK Lotteries Ltd.	Y (Y)	Y (Y)	N (N)	N (N)
Number of EUM operating the category	46 (45)	29 (25)	29 (27)	10 (10)
Albania				
Lotaria Kombëtare	N (N)	N (N)	N (N)	N (N)
Azerbaijan				
Caspian Tech CJSC ****	N (N)	N (N)	Y (Y)	N (N)
Azerlotereya SJSC	Y (Y)	N (N)	N (N)	N (N)
Belarus				
CJSC Sport-Pari	Y (Y)	N (N)	Y (Y)	N (N)
Bosnia and Herzegovina				
Lottery of Bosnia & Herzegovina	Y (N)	Y (Y)	Y (N)	Y (Y)
Lottery of the Republic of Srpska	N (N)	N (N)	N (N)	N (N)
Iceland				
Happdrætti Háskolá Íslands	N (N)	N (N)	N (N)	N (N)
Íslensk Getspá	Y (Y)	N (N)	Y (Y)	N (N)
Israel				
Mifal Hapais - Israel National Lottery	N (N)	N (N)	N (N)	N (N)
TOTO (The Israel Sports Betting Board)	N (N)	N (N)	Y (Y)	N (N)
Kazakhstan				
Satty Zhuldyz JSC	Y (Y)	Y (N)	N (N)	N (N)
Kosovo				
Lotaria e Kosovës SH. A.	-- (N)	-- (N)	-- (N)	-- (N)
Norway				
Norsk Tipping AS	Y (Y)	Y (Y)	Y (Y)	Y (Y)

**Figure M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories
Operated Online – 2018–2019 (continued)**

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2019 (Y / N in 2018)			
	DBGs	Instants	Sports Games	All other games
Republic of North Macedonia				
National Lottery of Macedonia	N (N)	N (N)	N (N)	N (N)
Russia				
JSC Technology Company „Center“	Y (Y)	N (N)	N (N)	N (N)
Serbia				
State Lottery of Serbia d.o.o.	Y (Y)	Y (Y)	N (N)	N (N)
Switzerland				
Société de la Loterie de la Suisse Romande	Y (Y)	Y (Y)	Y (Y)	N (N)
Swisslos Interkantonale Landeslotterie	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Turkey				
Turkish National Lottery Administration	Y (Y)	N (N)	N (N)	N (N)
Ukraine				
MSL	Y (Y)	Y (Y)	Y (Y)	N (N)
Ukrainian National Lottery	Y (Y)	Y (Y)	Y (Y)	N (N)
Number of ELM operating the category	59 (57)	37 (32)	39 (36)	13 (13)

Sources: EL Members who took part in the 2019 survey collecting data for 2015–2019.

* 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.

**** Caspian Tech CJSC represents the former Azerinteltek CJSC (name changed in 2019).

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

Country	The lotteries' country of origin.
Lottery	The lottery name needed to be confirmed.
Contact person	The following details of a contact person were requested: name, email address and phone number.
National currency	EL Members were asked to fill in all data in their national currency. The AGENCY team used the yearly average exchange rates from 2019 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) should be in your national currency. Do not deduct anything from Sales – not prizes, not commissions 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. Thus, you can 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.
Sales generated via mobile devices	Mobile sales generated through all mobile devices, this typically includes tablets and smartphones. If you don't have an exact figure for historical numbers, please provide the best estimate for the mobile sales share.
Gross Gaming Revenue via the Internet/ mobiles	GGR via Internet/mobiles should include and reflect the same content as the 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 <i>(incl. Horse Racing Games)</i>	All pari-mutuel betting games AND all fixed odds betting games, including betting on sports events, horse racing, e-sports and all novelty bets (e.g. weather, song contests, political events, etc.)
EGMs outside casinos	Electronic Gaming Machines 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 or virtual games. The category DOES NOT INCLUDE activities other than gaming (for example, financial services) and SALES figures are not required.
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>	<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 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.</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 national currency your lottery provides for sports purposes that you pay it directly to sports associations/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 national currency your lottery provides for good causes like culture, education, 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 group covers mandatory payments with no knowledge of the final allocation. Include all amounts in 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, it must also be included. Do NOT include sponsorships or other NON-mandatory payments.
Sponsorships or patronage of sports	Some lotteries use sponsorships and/ or patronage as marketing and public relations tools. Please include the cost for any such sponsorship and/ or patronage.

<p>Total spending on measures to prevent problem gambling</p>	<p>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 national currency that was used for measures to prevent problem gaming - covering all 11 elements of the EL Responsible Gaming Standards. It should include costs for prevention, research and treatment of problem gaming supported by your lottery. Also include costs for information 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 Sale (POS)</p>	<p>The number of physical points of sale where your lottery products (DBGs, Instants and/ or sports betting) are sold.</p> <p>Do NOT include POS where EGMs are the only lottery product sold.</p> <p>The following categories of POS are identified:</p> <p>I. Exclusive POS (Lottery/Sports Betting/EGM)</p> <ul style="list-style-type: none"> • Owned POS - the number of POS owned by your lottery; • Third-party POS (franchise partners) - the number of POS that are not owned by your lottery, but with lottery products the dominant activity (no competitive products may be sold; e.g. "franchise" concept). <p>II. Third-party POS with another predominant product portfolio - the number of Third-party POS where products offered by your lottery are sold based on a contract with the owner of the POS; however, where the dominant products/ services are different from lotteries; products offered by competitive lotteries can also be sold there.</p> <ul style="list-style-type: none"> • Tobacco/News agents - Third-party POS where lottery products are sold, but Tobacco/Newspapers are the main activity; • Petrol Station - Third-party POS where lottery products are sold, but petrol sale is the main activity; • Food Retail - Third-party POS where lottery products are sold, but food retail is the main activity; • Public Services (post offices, railway, etc.) - Third-party POS where lottery products are sold, but Public Services is the main activity; • HoReCa (Pubs, Bars, Restaurants, etc.) - Third-party POS where lottery products are sold, but HoReCa is the main activity; • Other or Unspecified - Third-party POS where lottery products are sold, but that do not fall into those specified above.

Source: EL, 2019

Annex D: Other Data Sources

Central Bank of the Republic of Azerbaijan (2019). *Official average exchange rates of AZN*, from <https://www.cbar.az/page-40/statistical-bulletin>

Eurostat (2019). *Population*, from <https://ec.europa.eu/eurostat/databrowser/view/tps00001/default/table?lang=en>

Eurostat (2019). *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 (2019). *Population in World Economic Outlook Database October 2019*, from <https://www.imf.org/external/pubs/ft/weo/2019/02/weodata/index.aspx>

National Bank of Kazakhstan (2019). *Official Foreign Exchange Rates on average for the period (2019)*, from <https://nationalbank.kz/en/news/oficialnye-kursy>

National Bank of the Republic of Belarus (2019). *Official Average Exchange Rate of the Belarusian Ruble Against Foreign Currencies for 2019*, from <http://www.nbrb.by/eng/statistics/Rates/AvgRate/>

National Bank of Ukraine (2019). *Official hryvnia exchange rate against foreign currencies (period average)*, from <https://bank.gov.ua/en/statistic/sector-external/data-sector-external>

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