THE EUROPEAN LOTTERIES

FOR THE BENEFIT OF SOCIETY

REPORT ON THE LOTTERY SECTOR IN EUROPE
2018

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REPORT SUMMARY

Dear reader,

this is the already the thirteenths report about the European Lotteries sector having as objective to make you understand how current Members of the European Lotteries Association (hereinafter EL) worked and what were their contributions to society in 2018.

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 2018 and includes comparative statistics for the years 2014 – 2018, 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.

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[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 2018 consolidates the activities of all reporting EL Members and thus covers 42 European countries and represents data from 74 regular and affiliate EL Members.

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

	2014	2015	2016	2017	2018
EL Members in the EU28	53	52	53	53	53
EL Members outside the EU28	20	20	20	20	21
TOTAL	73	72	73	74	74

Source: Reporting EL Members.

The data for this report was collected during spring 2018 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 2018.[3] The **report provides** 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).

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[3] *The report presents data from 2014, 2015, 2016, 2017 and 2018. 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 2018, 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 2014 to 2017, 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 figures 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 2018

	Reporting EU Members	All Reporting EL Members
EL Members All member lotteries reporting within the EU/in Europe	53	74
Money for Society	€18.0bn	€20.0bn
Direct Full-time Employment [8] Yearly average number of full-time employees	42.000	47.056
Indirect Employment [9] Created full-time jobs	336.720	412.560
Sales Includes Sales from the six "Lottery" categories (see introduction)	€84.6bn	€92.3bn
Gross Gaming Revenue Sales minus prizes of the eight gaming categories (see introduction)	€35.0bn	€38.3bn
Online Gross Gaming Revenue	€2.8bn	€3.4bn

Source: EL Members who took part in the 2018 survey; data being collected and aggregated by Kantar CZ, 2019.

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

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[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 2018

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 2018, the money contributed to society by 51 EL Members in the EU (that reported their contributions) amounted to €18.0bn. The funds were channelled towards sports, funds for other good causes and taxes for treasury. **As for all EL Members** reporting the category (72 in total), **their contributions to society amounted to €20.0bn in 2018.** It means that **52% 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 €3.0bn, Germany with €2.9bn and the U.K. with €2.7bn. **The average amount** that EL Members in the EU **paid back to society in 2018** (across the 28 EU member states, population of 512.4 million) **was €35 per capita.**

Another important contribution of the EL Members is the contribution to employment in their respective countries. In 2018, the 50 EL Members operating in the EU **directly employed 42,000 full-time employees and all 71 reporting EL Members employed 47,056 full-time employees**, whilst they **indirectly created 336,720 full-time jobs in the EU and 412,560 jobs across Europe**, typically in the sectors selling lottery products.

Responsible gaming activities are an integral part of the EL Members' business. In 2018, 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, Unspecified [10]) **by EL Members in the EU amounted to €84,6bn** in 2018, and showing a solid increase of 3,6% in comparison with 2017. This progress is the same when taking into account **all EL Members in total**, where **total Sales amounted to €92.3bn,** resulting in a year on year **increase of 3.9%**.

In 2018, the key industry KPI, the total **GGR of the four "Lottery" categories reported by EL Members operating in the EU was €35bn, representing an increase of 3.0%** compared with 2017. Viewing **all 73 reporting EL Members**, their **total GGR was €38.3bn,** which is **an increase of 3.2%**. The GGR figures thereby present **already a third year of solid growth** since 2015. As for the 52 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 €68.** The corresponding **figure for all 73 reporting EL Members was €45**. This includes the Russia, covering a population of nearly 146.5 million with GGR spending of €2 per capita, on one side, and Norway, with €160 per capita GGR spending, on the other side of the range.

The largest "Lottery" activity of EL Members **is comprised of Draw Based Games** with brand names like Lotto, EuroMillions, Eurojackpot and Joker. This category of games,

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[10] *Netherlands/ Nederlandse Loterij provided only the overall figure for Lottery Sales without a split by game category. France/ La Française des Jeux provided only the overall figure for Sales for Sports Games without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.*

offered by EL Members in 28 EU states, had **Sales of €47.5bn and GGR of €17.8bn, growing by 1.9% and 2.8% respectively in comparison with 2017.** The generated GGR accounted for almost 51% of total GGR. **All EL Members had Sales of €52.2bn and GGR of €19.9bn**, **growing by 2.2% and 3.0% respectively** in comparison with 2017. Again, the **Draw Based Games' GGR accounted for almost 52% of EL Members generated total GGR**. Per capita GGR spending on Draw Based Games reported by EL Members in EU countries ranges widely from €1 in Cyprus to €112 in Finland. Non-EU countries show smaller figures where almost three quarters of them show per capita GGR spending of €5 or less, and 40% of non-EU countries did not even reach €2. However, Iceland, Israel, Switzerland and especially Norway show significantly higher figures, namely €50 and more per capita.

The second largest category is Instant Games, offered by EL Members in 26 EU countries and 14 non-EU countries, **showing a continuous Sales increase for the last seven years**. The **EL Members in the EU had Sales from Instant Games of €25.9bn** (46 reported the category) which is a **growth of 4.4% in comparison with 2017 and GGR at €5.6bn** (44 reported; representing some **16.0% of their total GGR. All EL Members had Sales** from Instant Games **of €27.4bn, i.e. a growth of 4.8% compared to 2017** (63 reported the category) **and GGR of €6.2bn** (61 reported the category) that showed an **increase of 4.8 % compared to 2017**.. Instant Games in EU countries have shown per capita GGR spending ranging from €0.3 in Romania, to €20 and more in Bulgaria, 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 was €10 and more: Israel, Norway and Switzerland. Overall, Italy remains the largest Instant Games market with €2.4bn in GGR.

The **two Sports Games categories, Pari-Mutuel and Fixed Odds wagering**, were reported by the least number of EL members (27 EL members from 15 EU countries, 36 EL members altogether). **These two categories totalled a GGR of €1.5bn by EL Members from the EU (4.3% of their total GGR) and €2.0bn by all EL Members (i.e. 5.1% of their total GGR)**. The most important product category (representing more than 81% of the GGR generated for the two product categories) is **Sports Games Fixed Odds**. This category was reported by 27 EL Members in 15 EU states and showed a total GGR of €1.2bn in 2018. This represented a third year of continuous growth; driven mainly by the Italian, Hungarian and Portuguese markets' GGR, these markets contributed three-fourth of the overall growth.

The fourth category is EGMs outside casinos and includes slot machines separate from casinos, Video Lottery Terminals, and Electronic Instant Lotteries. These were operated by the least number of **EL Members in 8 EU member states with a GGR of €3.6bn and in 12 states in total generating €3.8bn in 2018**. The GGR figure accounted for **10% of the total GGR** of EL Members in the EU. Compared to 2017, the year on year growth driven by the Greek market, amounted to 2.7%. For all EL Members in total, their GGR share of the category on the total GGR accounted for 10% and recorded a year on year increase of 2.4%.

Online growth continues to be a major industry trend. The 40 **EL Members in 22 EU states** reported **GGR for online activities of €2.8bn**, **an increase of 13.2%** compared to 2017. **Out of all EL Members, 54 reported GGR of €3,4bn, showing a 12.4% growth** compared to 2017. The annual compound growth of GGR via the Internet has averaged 18.4% over the past five years. The GGR for online activities, representing **8.9% of the total GGR**, is composed mainly of Draw Based Games, representing 58% of the total, complemented All other games with 14%, Sports Games Fixed Odds with 7%, Instant Games with 8%, and Sports Games Pari-Mutuel with the remaining 3%.

A total of €18bn was raised as Money for Society, reported by 51 EL Members in the EU, which represents 96% of all 53 EL members in the EU, **€20bn by all EL members.** The

Money for Society per capita in the EU ranged from single digit amounts for instance in Romania to €230 in Finland with **average of €32. EL members outside the EU raised €23 per capita on average**, the highest being Norway with €109. 76% of the Money for Society goes to state budgets with no reported knowledge of the final allocation, 9.2% goes directly for sports and 14.9% for other good causes. Money for Society makes half (52.2%) of the 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.[2]

The data gathered covers the results of current regular EL Members in calendar year 2018.[3] 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 CZ) collected all data from EL Members for 2018.[4] 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 2019.

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 "Complimentary Data" involving figures of employment, money for society, money for responsible gaming and information related to the Points of Sales (POS) network. In the "Key data" section, two types of figures for each gaming category were collected in an aggregated form – Sales and GGR, with a distinction between online and offline results. If an EL Member decided to provide only an overall figure for Sales or GGR without a split by game category, the unspecified amount is 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 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 2018, either from Eurostat or, if not available, then from the European Central Bank or the national bank of each country.[5] In addition to the data for 2018, data from previous years is also included, namely from the period of 2014 – 2017.[6,7]

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

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[2] *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.*

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

[4] *Kantar CZ, Klimentská 10, 11000 Praha, Czech Republic.*

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

[6] *This report includes historical data reported by current EL Members in spring 2019 (figures for 2014, 2015, 2016 and 2017).*

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

those years in currencies other than the euro have also been converted into euros using the same average exchange rate for 2018 (in other words, all amounts in this report are reported in the average 2018 euro value).[8] Thus, looking at the previous years' reports, which have used exchange rates from 2014, 2015, 2016 and 2017 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 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 mentionned exchange rate methodology used.[9] 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.[10] The introduction brings a short overview of the results achieved in the respective year (and in comparison to previous year(s)) and conclusions, 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.[11] 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.[12,13] 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).

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[7] *All comparisons in this report as well as all recalculations of historical monetary figures using the average exchange rates for 2018 have been calculated by Kantar CZ.*

[8] *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.*

[10] *The supportive tables and figures were provided by an independent party, Kantar CZ, which analysed the primary data for the years 2014 - 2018, that were independently collected via an online questionnaire.*

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

[12] *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 2017 and 2018 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.*

[13] *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 (2017 and 2018). Aditionally, an explanation for possibly surprising 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.[14],[15] All percentage changes between years have been calculated based on the figures in the national currency converted to their euro value.

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[14] *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 opposite case "n/a" is displayed. Change 2018–2017 for EL Members in the EU28 and EL Members in total may be influenced by differences in the structure of reporting EL Members.*

[15] *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 – 2018 (€M)

TOTAL 2018 = **€17,962M**

■ Sports (36)

■ Other Good Causes (36)

■ Treasury with no knowledge of the final allocation (49)

7,2% 11,9% 80,9%
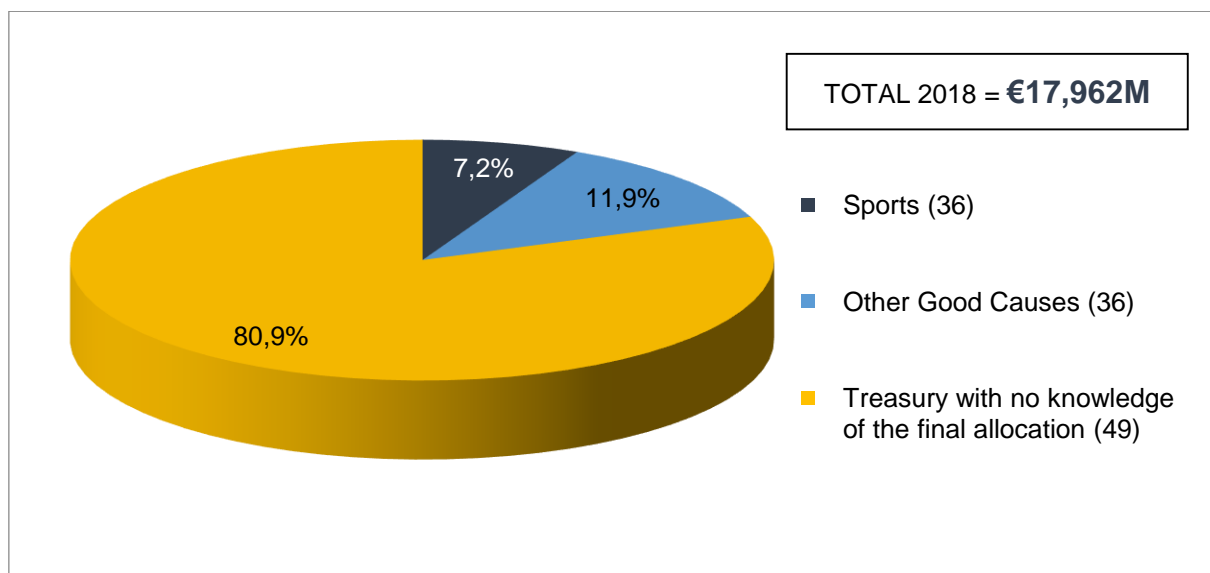
Sources: EL Members in the EU reporting figures for their Money for Society for 2018

51 reported (96% of 53 EL Members in the EU, i.e. all except for Denmark/ Danske Spil a/s and Italy/ Lottomatica).

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

Figure 2. EL Members: Money for Society by Target – 2018 (€M)

TOTAL 2018 = **€19,982M**

■ Sports (45)

■ Other Good Causes (45)

■ Treasury with no knowledge of the final allocation (65)

9,2% 14,9% 76,0%

Sources: EL Members reporting figures for their Money for Society for 2017

72 reported (97% of 74 EL Members, i.e. all except for Denmark/ Danske Spil a/s and Italy/ Lottomatica).

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

Figure 3. Contribution to Direct Employment – Development 2014–2018
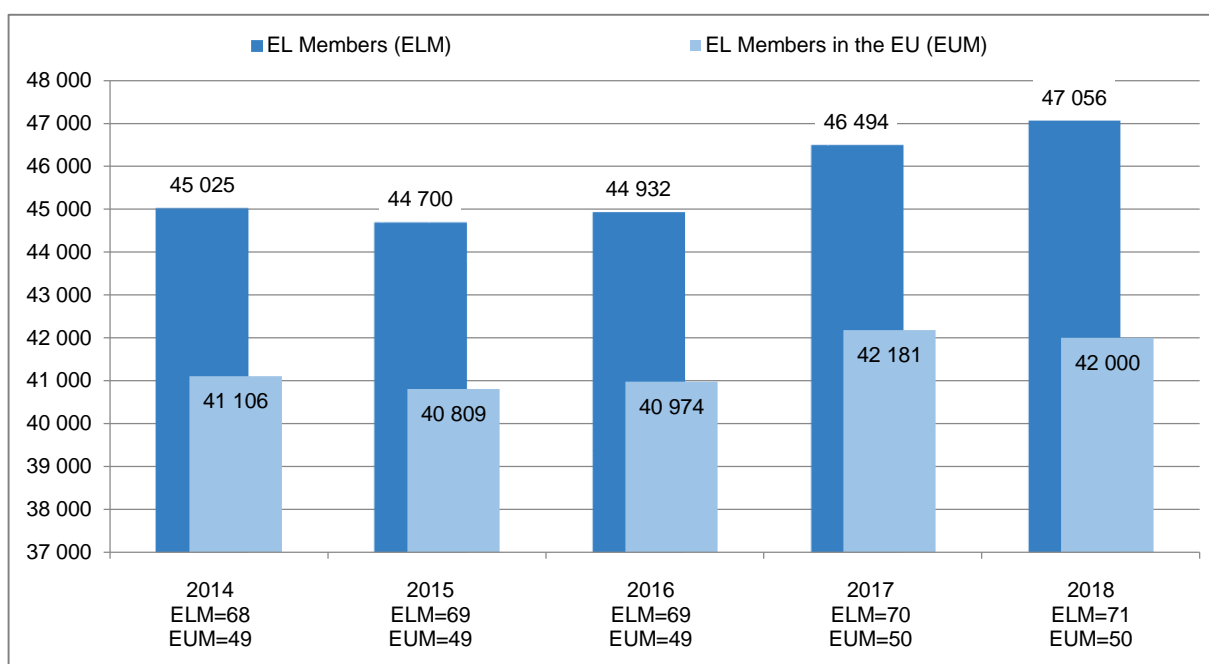
Sources: EL Members reporting the category for 2018

For 2018: 71 reported (96% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Denmark/ Danske Spil a/s, Italy/ Lottomatica).

For 2017: 70 reported (95% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd., Denmark/ Danske Spil a/s, Italy/ Lottomatica, Kazakhstan/ Satty Zhuldyz JSC).

The figure for Spain includes 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 4.a. EL Members in the EU: Lottery Sales by Game Category – 2018 (€M)

TOTAL 2018 = **€84,632M**

- ■ Draw Based Games (49)
- ■ Instant Games (46)
- ■ Sports Games Pari-Mutuel (34)
- ■ Sports Games Fixed Odds (29)
- ■ Unspecified* (2)

56,1%   30,5%   1,0%   7,4%   5,0%

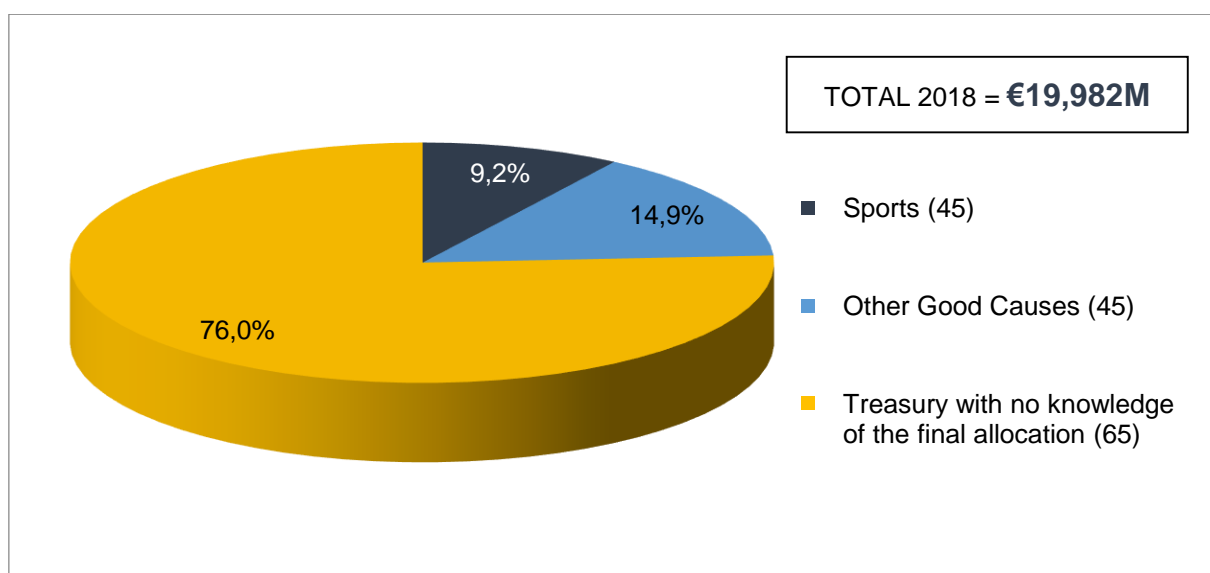*Sources: EL Members in the EU reporting their Lottery Sales for 2018*

52 reported (98% of 53 EL Members in the EU, i.e. all except for Sweden/ AB Svenska Spel).

* Netherlands/ Nederlandse Loterij provided only the overall figure for Lottery Sales without a split by game category. France/ La Française des Jeux provided only the overall figure for Sales for Sports Games 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 – 2018 (€M)

Game category	Number of EUM reporting Lottery Sales for 2018	EUM: Lottery Sales for 2018 (€M)	Share out of total
Draw Based Games	49	47 492	56.1%
Instant Games	46	25 848	30.5%
Sports Games Pari-Mutuel	34	831	1.0%
Sports Games Fixed Odds	29	6 244	7.4%
Unspecified*	2	4 216	5.0%
Total	**52**	**84 632**	**100%**

Sources: EL Members in the EU reporting their Lottery Sales for 2018, 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 – 2018 (€M)

TOTAL 2018 = **€92,251M**

- Draw Based Games (68)
- Instant Games (63)
- Sports Games Pari-Mutuel (41)
- Sports Games Fixed Odds (38)
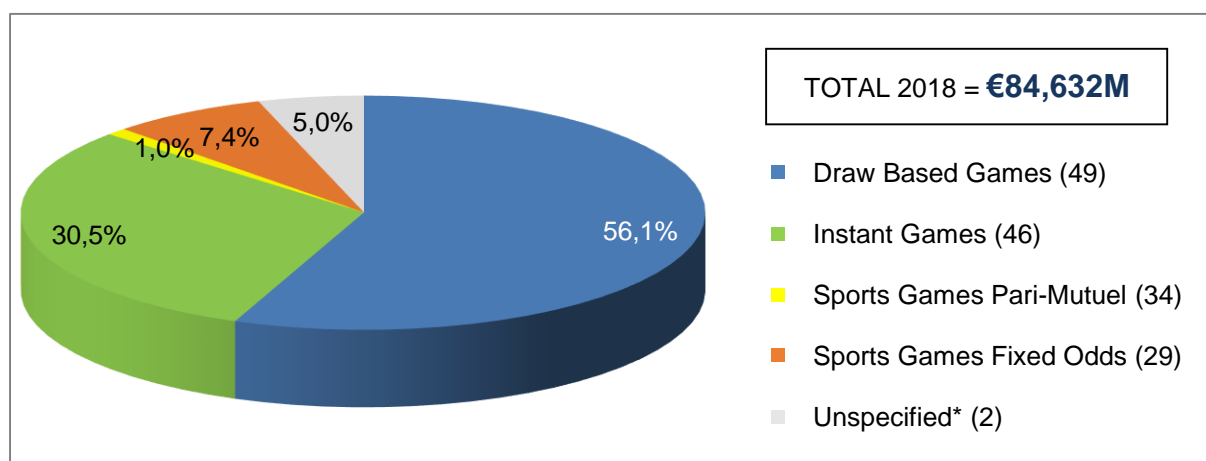- Unspecified* (2)

56,5% 29,7% 1,2% 8,1% 4,6%

Sources: EL Members reporting their Lottery Sales for 2018

  73 reported (99% of 74 EL Members, i.e. all except for Sweden/ AB Svenska Spel).

* Netherlands/ Nederlandse Loterij provided only the overall figure for Lottery Sales without a split by game category. France/ La Française des Jeux provided only the overall figure for Sales for Sports Games without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.
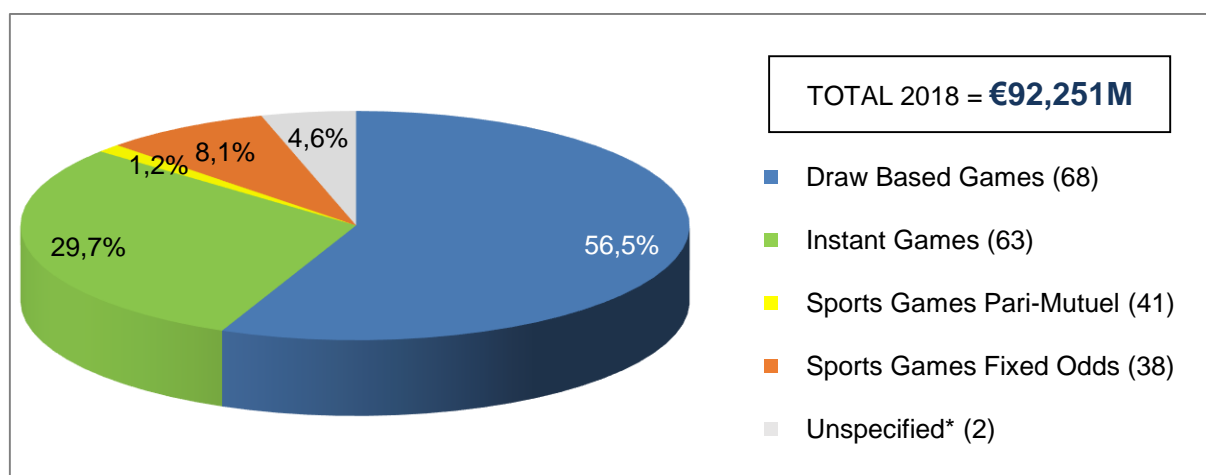
 "Game category" ("Number of reporting EL Members").

Figure 5.b. EL Members: Lottery Sales by Game Category – 2018 (€M)

Game category	Number of ELM reporting Lottery Sales for 2018	ELM: Lottery Sales for 2018 (€M)	Share out of total
Draw Based Games	68	52 148	56.5%
Instant Games	63	27 360	29.7%
Sports Games Pari-Mutuel	41	1 095	1.2%
Sports Games Fixed Odds	38	7 432	8.1%
Unspecified*	2	4 216	4.6%
Total	**73**	**92 251**	**100%**

Sources: EL Members reporting their Lottery Sales for 2018, 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 2014–2018 (€M)

Sources: EL Members in the EU reporting their Lottery Sales for 2018

For 2018 and 2017: 52 reported (98% of 53 EL Members in the EU, i.e. all except for Sweden/ AB Svenska Spel).

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

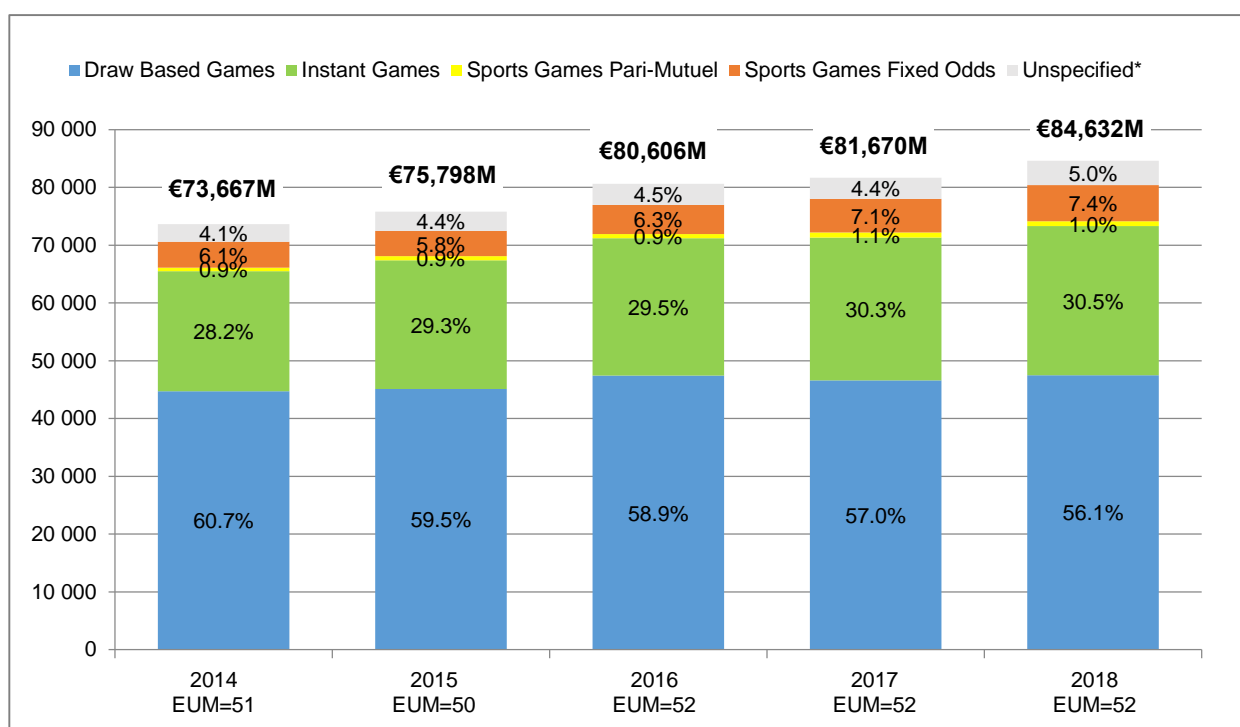EUM = "Number of EL Members in the EU reporting figures in the respective column (share of all EL Members in the EU)"

Figure 6.b. EL Members in the EU: Lottery Sales by Game Category – Development 2014–2018 (€M)

Game category	EUM rep. Lottery Sales for 2018	EUM: Lottery Sales for the respective year in €M					2018-2017 Evolution *	CAGR * 2018-2014
		2014 (51)	2015 (50)	2016 (52)	2017 (52)	2018 (52)		
Draw Based Games	49	44 742	45 135	47 457	46 588	47 492	1.9%	1.5%
Instant Games	46	20 757	22 246	23 753	24 756	25 848	4.4%	5.6%
Sports Games Pari-Mutuel	34	633	714	702	889	831	-6.5%	7.1%
Sports Games Fixed Odds	29	4 483	4 390	5 082	5 814	6 244	7.4%	8.6%
Unspecified**	2	3 052	3 313	3 613	3 623	4 216	16.4%	8.4%
Total	**52**	**73 667**	**75 798**	**80 606**	**81 670**	**84 632**	**3.6%**	**3.5%**

Sources: EL Members in the EU reporting their Lottery Sales for 2018, 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 2017 and 2018.

"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.

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Figure 7.a. EL Members: Lottery Sales by Game Category – Development 2014–2018 (€M)
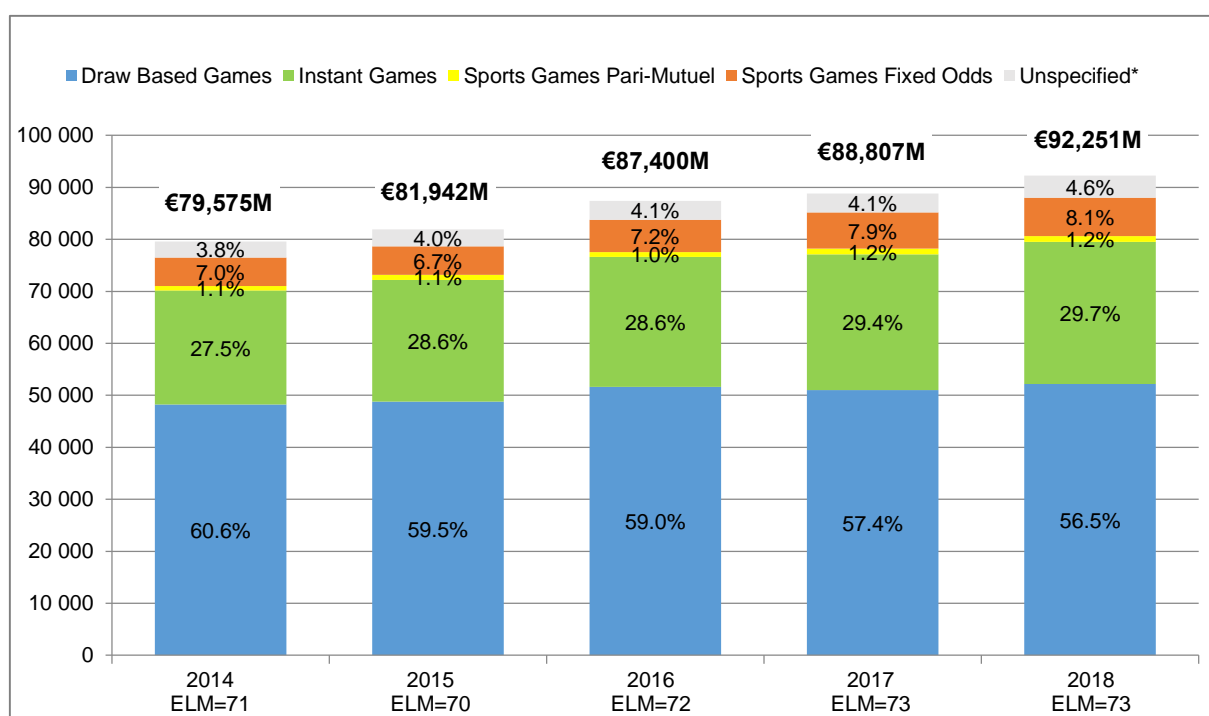
Sources: EL Members reporting their Lottery Sales for 2018

   For 2018 and 2017: 73 reported (99% of 74 EL Members, i.e. all except for Sweden/ AB Svenska Spel).

* Netherlands/ Nederlandse Loterij provided only the overall figure for Lottery Sales without a split by game category. France/ La Française des Jeux provided only the overall figure for Sales for Sports Games 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 (share of all EL Members)"

Figure 7.b. EL Members: Lottery Sales by Game Category – Development 2014–2018 (€M)

| Game category	ELM rep. Lottery Sales for 2018	ELM: Lottery Sales for the respective year in €M					2018-2017 Evolution *	CAGR * 2018-2014
		2014 (71)	2015 (70)	2016 (72)	2017 (73)	2018 (73)		
Draw Based Games	68	48 233	48 775	51 602	51 001	52 148	2.2%	2.0%
Instant Games	63	21 909	23 439	25 023	26 106	27 360	4.8%	5.7%
Sports Games Pari-Mutuel	41	844	939	912	1 089	1 095	0.5%	6.7%
Sports Games Fixed Odds	38	5 536	5 475	6 251	6 988	7 432	6.4%	7.6%
Unspecified**	2	3 053	3 315	3 613	3 623	4 216	16.4%	8.4%
Total	73	79 575	81 942	87 400	88 807	92 251	3.9%	3.8%

Sources: EL Members reporting their Lottery Sales for 2018, 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 2017 and 2018.

"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 – 2018 (€M)

TOTAL 2018 = **€34,971M**

- Draw Based Games (48)
- Instant Games (44)
- Sports Games Pari-Mutuel (33)
- Sports Games Fixed Odds (27)
- EGMs outside casinos (9)
- All other games (11)
- Unspecified* (3)

Sources: EL Members in the EU reporting their GGR for 2018

52 reported (98% of 53 EL Members in the EU, i.e. all except for Bulgaria/ Eurofootball Ltd).

* Netherlands/ Nederlandse Loterij AND France/ La Française des Jeux provided only the overall figure for GGR without a split by game category. Sweden/ AB Svenska Spel provided only the overall figure for GGR for Sports Games 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 – 2018 (€M)

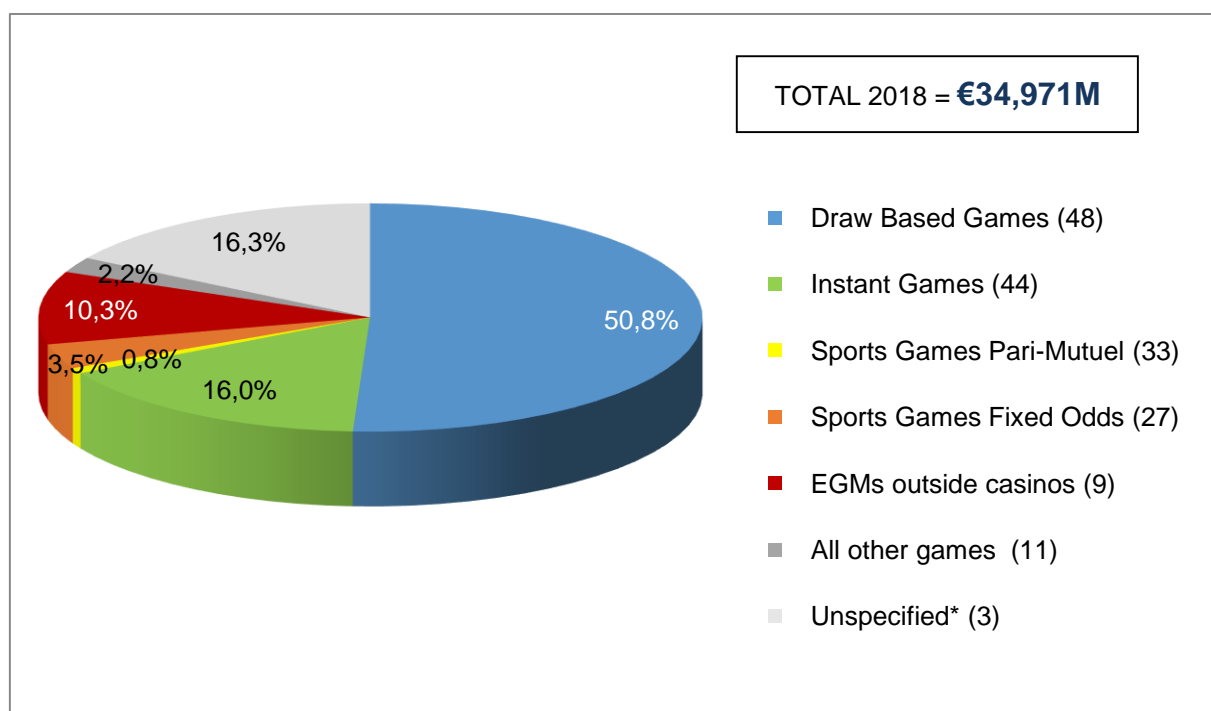| Game category	Number of EUM reporting GGR for 2018	EUM: GGR for 2018 (€M)	Share out of total
Draw Based Games	48	17 774	50.8%
Instant Games	44	5 611	16.0%
Sports Games Pari-Mutuel	33	278	0.8%
Sports Games Fixed Odds	27	1 235	3.5%
EGMs outside casinos	9	3 611	10.3%
All other games	11	765	2.2%
Unspecified*	3	5 697	16.3%
Total	**52**	**34 971**	**100%**

Sources: EL Members in the EU reporting their GGR for 2018, 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 – 2018 (€M)

TOTAL 2018 = **€38,307M**

- Draw Based Games (67)
- Instant Games (61)
- Sports Games Pari-Mutuel (40)
- Sports Games Fixed Odds (36)
- EGMs outside casinos (14)
- All other games (14)
- Unspecified* (3)

Sources: EL Members reporting their GGR for 2018

   73 reported (99% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd.).

* Netherlands/ Nederlandse Loterij AND France/ La Française des Jeux provided only the overall figure for GGR without a split by game category. Sweden/ AB Svenska Spel provided only the overall figure for GGR for Sports Games without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.
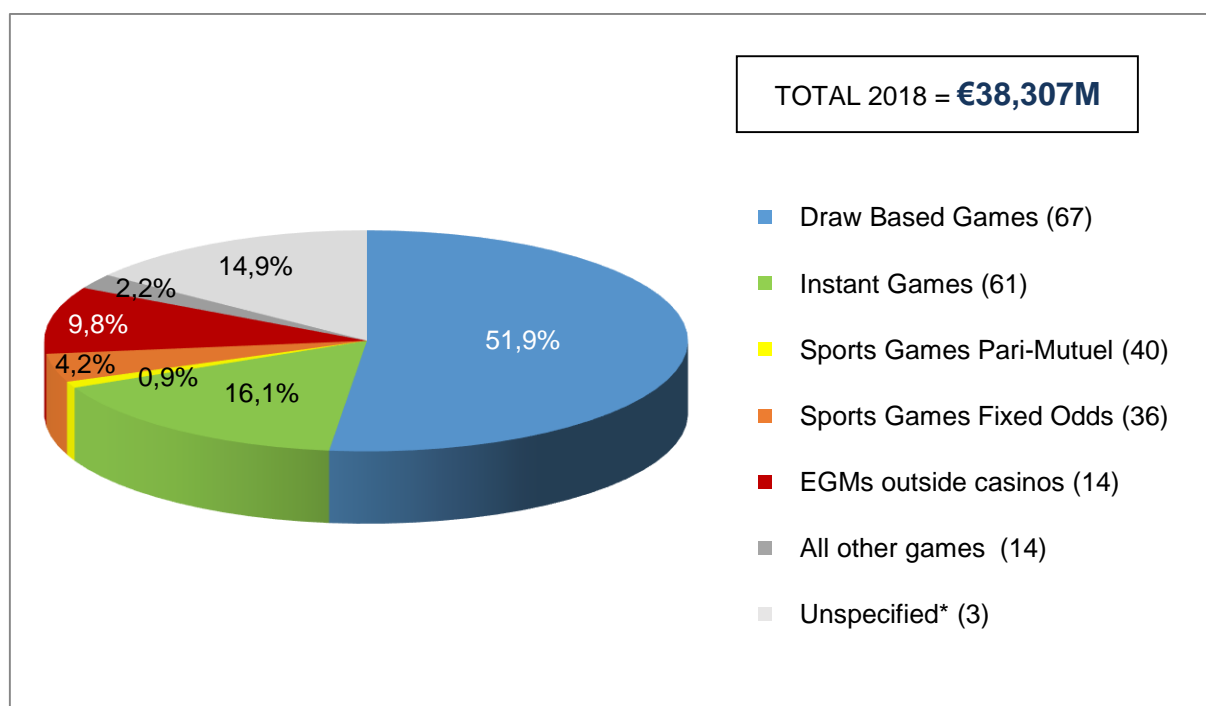
 "Game category" ("Number of reporting EL Members").

Figure 9.b. EL Members: GGR by Game Category – 2018 (€M)

Game category	Number of ELM reporting GGR for 2018	ELM: GGR for 2018 (€M)	Share out of total
Draw Based Games	67	19 869	51.9%
Instant Games	61	6 185	16.1%
Sports Games Pari-Mutuel	40	357	0.9%
Sports Games Fixed Odds	36	1 594	4.2%
EGMs outside casinos	14	3 765	9.8%
All other games	14	839	2.2%
Unspecified*	3	5 697	14.9%
Total	**73**	**38 307**	**100%**

Sources: EL Members reporting their GGR for 2018, 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 2014–2018 (€M)

Sources: EL Members in the EU reporting their GGR for 2018

For 2018: 52 reported (98% of 53 EL Members in the EU, i.e. all except for Bulgaria/ Eurofootball Ltd.).

For 2017: 51 reported (96% of 53 EL Members in the EU, i.e. all except for Bulgaria/ Eurofootball Ltd., Germany/ Staatliche Toto-Lotto GmbH Baden-Württemberg).

* Netherlands/ Nederlandse Loterij AND France/ La Française des Jeux provided only the overall figure for GGR without a split by game category. Sweden/ AB Svenska Spel provided only the overall figure for GGR for Sports Games without a split by game category. For the purpose of this chart, the amounts are assigned to Unspecified.

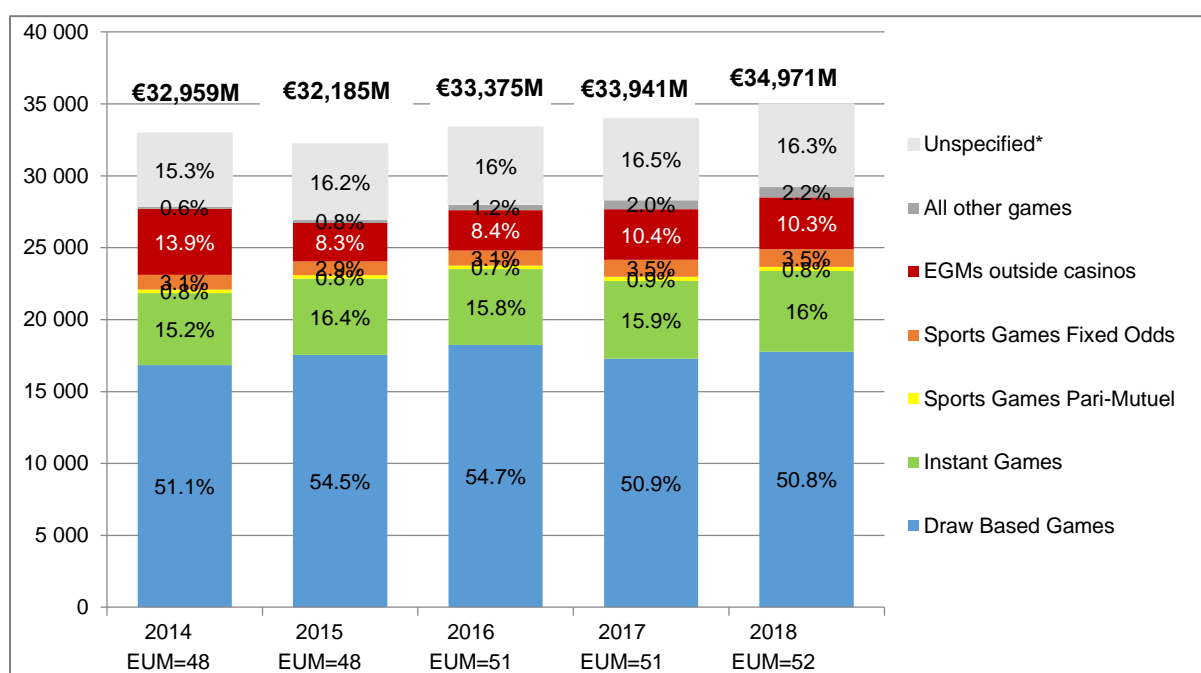EUM = "Number of EL Members in the EU reporting figures in the respective column (share of all EL Members in the EU)"

Figure 10.b. EL Members in the EU: GGR by Game Category – Development 2014–2018 (€M)

Game category	EUM rep. GGR for 2018	EUM: GGR for the respective year in €M					2018-2017 Evolution *	CAGR * 2018-2014
		2014 (48)	2015 (48)	2016 (51)	2017 (51)	2018 (52)		
Draw Based Games	48	16 840	17 546	18 243	17 291	17 774	2.8%	1.4%
Instant Games	44	4 995	5 294	5 269	5 388	5 611	4.1%	2.9%
Sports Games Pari-Mutuel	33	259	260	244	296	278	-6.2%	1.7%
Sports Games Fixed Odds	27	1 007	947	1 049	1 182	1 235	4.4%	5.2%
EGMs outside casinos	9	4 585	2 670	2 811	3 516	3 611	2.7%	-5.8%
All other games and non-gaming activities	11	214	259	413	674	765	13.5%	37.5%
Unspecified**	3	5 058	5 210	5 346	5 594	5 697	1.9%	3.0%
Total	**52**	**32 959**	**32 185**	**33 375**	**33 941**	**34 971**	**3.0%**	**1.5%**

Sources: EL Members in the EU reporting their GGR for 2018, 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 2017 and 2018.

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 2014–2018 (€M)
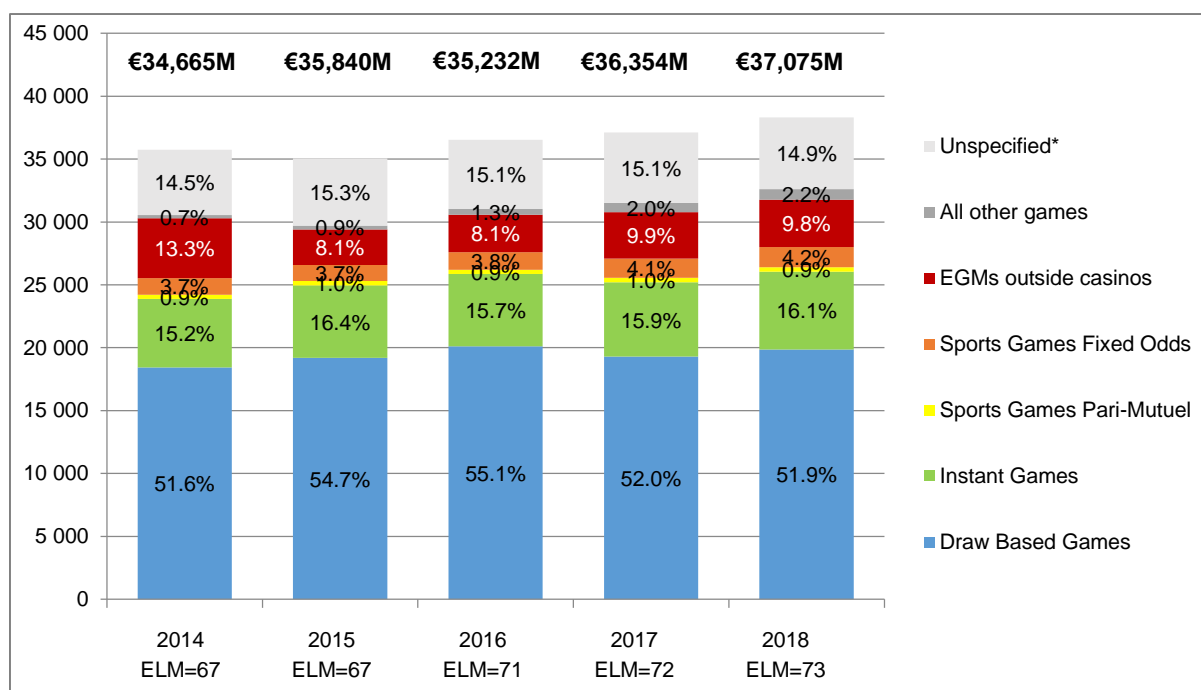
Sources: EL Members reporting their GGR for 2018

For 2018: 73 reported (99% of 74 EL Members, i.e. all except for Bulgaria/ Eurofootball Ltd.).

For 2017: 72 reported (97% of 74 EL Members , i.e. all except for Bulgaria/ Eurofootball Ltd., Germany/ Staatliche Toto-Lotto GmbH Baden-Württemberg).

* Netherlands/ Nederlandse Loterij AND France/ La Française des Jeux provided only the overall figure for GGR without a split by game category. Sweden/ AB Svenska Spel provided only the overall figure for GGR for Sports Games 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 (share of all EL Members)"

Figure 11.b. EL Members: GGR by Game Category – Development 2014–2018 (€M)

Game category	ELM rep. GGR for 2018	ELM: GGR for the respective year in €M					2018-2017 Evolution *	CAGR * 2018-2014
		2014 (67)	2015 (67)	2016 (71)	2017 (72)	2018 (73)		
Draw Based Games	67	18 434	19 191	20 123	19 289	19 869	3.0%	1.9%
Instant Games	61	5 448	5 758	5 754	5 904	6 185	4.8%	3.2%
Sports Games Pari-Mutuel	40	333	344	322	365	357	-2.3%	1.8%
Sports Games Fixed Odds	36	1 330	1 284	1 398	1 535	1 594	3.9%	4.6%
EGMs outside casinos	14	4 752	2 833	2 975	3 678	3 765	2.4%	-5.7%
All other games and non-gaming activities	14	245	300	462	737	839	13.9%	36.1%
Unspecified**	3	5 193	5 353	5 500	5 603	5 697	1.7%	2.3%
Total	**73**	**35 734**	**35 063**	**36 534**	**37 110**	**38 307**	**3.2%**	**1.8%**

Sources: EL Members reporting their GGR for 2018, 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 2017 and 2018.

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 2014–2018 (€M)
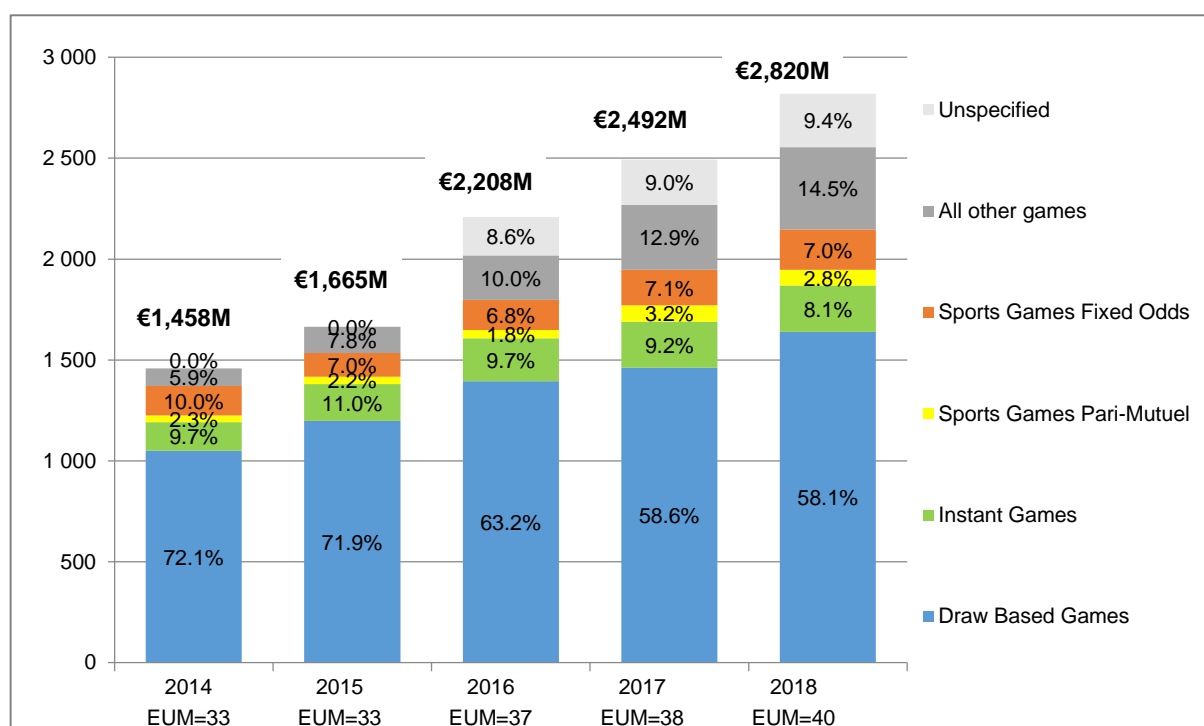
Sources: EL Members in the EU reporting their Online GGR for 2018

For 2018: 47 EL Members in the EU (89% of 53) offer online games and 40 (85% 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/ Bremer Toto und Lotto GmbH, Germany/ Toto-Lotto Niedersachsen GmbH, Germany/ Sächsische Lotto-GmbH, Netherlands/ Nederlandse Loterij).

For 2017: 45 EL Members in the EU (85% of 53) offer online games and 38 (84% of 45) 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).

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"

Figure 12.b. EL Members in the EU: Online GGR by Game Category – Development 2014–2018 (€M)

Game category	EUM rep. online GGR for 2018	EUM: Online GGR for the respective year in €M					2018-2017 Evolution*	CAGR * 2018-2014
		2014 (33)	2015 (33)	2016 (37)	2017 (38)	2018 (40)		
Draw Based Games	37	1 051	1 198	1 395	1 462	1 639	12.1%	11.8%
Instant Games	20	141	183	213	229	230	0.3%	13.0%
Sports Games Pari-Mutuel	14	34	37	40	80	79	-0.6%	23.7%
Sports Games Fixed Odds	12	146	117	149	176	199	12.6%	7.9%
All other games	9	86	130	221	322	409	26.8%	47.6%
Unspecified	1	0	0	190	223	265	18.7%	n/a
Total	**40**	**1 458**	**1 665**	**2 208**	**2 492**	**2 820**	**13.2%**	**17.9%**

Sources: EL Members in the EU reporting their Online GGR for 2018, 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 2017 and 2018 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 may be 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 2014–2018 (€M)
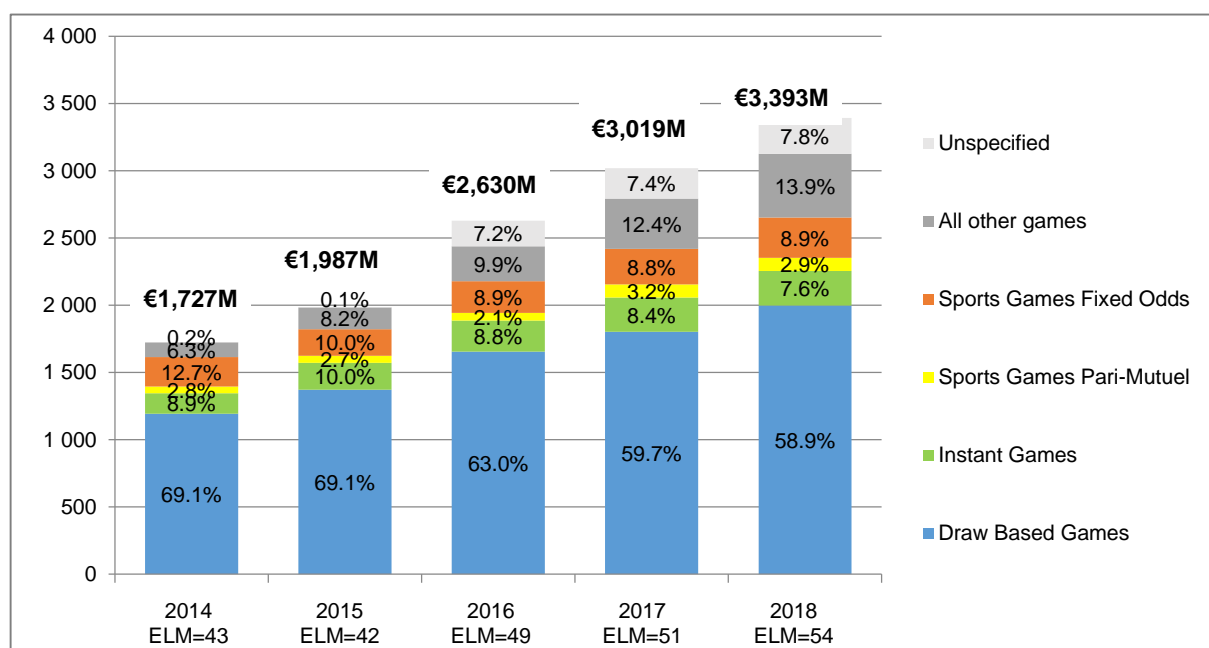
Sources: EL Members reporting their Online GGR for 2018

For 2018: 62 EL Members (84% of 74) offer online games and 54 (87% 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/ Bremer Toto und Lotto GmbH, Germany/ Toto-Lotto Niedersachsen GmbH, Germany/ Sächsische Lotto-GmbH, Netherlands/ Nederlandse Loterij, Switzerland/ Swisslos Interkantonale Landeslotterie).

For 2017: 59 EL Members (80% of 74) offer online games and 51 (86% of 59) 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).

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 is 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 2014–2018 (€M)

| Game category	ELM rep. online GGR for 2018	ELM: Online GGR for the respective year in €M					2018-2017 Evolution*	CAGR * 2018-2014
		2014 (43)	2015 (42)	2016 (49)	2017 (51)	2018 (54)		
Draw Based Games	48	1 194	1 373	1 656	1 803	1 998	10.8%	13.7%
Instant Games	25	154	199	231	254	257	1.5%	13.8%
Sports Games Pari-Mutuel	19	48	53	56	98	98	0.0%	19.6%
Sports Games Fixed Odds	19	220	198	235	264	301	13.9%	8.2%
All other games	10	109	163	261	375	472	25.8%	44.2%
Unspecified	2	3	2	191	224	266	18.8%	216.4%
Total	**54**	**1 727**	**1 987**	**2 630**	**3 019**	**3 393**	**12.4%**	**18.4%**

Sources: EL Members reporting their Online GGR for 2018, 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 2017 and 2018 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 may be 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 – 2014–2018

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2014	2015	2016	2017	2018
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
National Lottery JSC	2013	Y	Y	Y	Y	Y
Croatia						
Hrvatska Lutrija d.o.o.	1973	Y	Y	Y	Y	Y
Cyprus						
Cyprus Government Lottery	1958	Y	Y	Y	Y	Y
Czech Republic						
Sazka a.s.	1956	Y	Y	Y	Y	Y
Denmark						
Det Danske Klasselotteri A/S	1753	Y	Y	Y	Y	Y
Danske Spil a/s	1948	N	N	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
Lotterie-Treuhand-Gesellschaft mbHThüringen	1991	Y	Y	Y	Y	Y
Lotto-Toto GmbH Sachsen-Anhalt	1991	Y	Y	Y	Y	Y
Nordwestlotto Schleswig-Holstein GmbH & Co. KG	1991	Y	Y	Y	Y	Y
Verwaltungs-Gesellschaft Lotto und Toto in Mecklenburg--Vorpommern mbH	1991	Y	Y	Y	Y	Y
GKL Gemeinsame Klassenlotterie der Länder**	2012	Y	Y	Y	Y	Y
Greece						
OPAP S.A.	1959	Y	Y	Y	Y	Y
Hungary						
Szerencsejáték Zrt.	1991	Y	Y	Y	Y	Y
Ireland						
Premier Lotteries Ireland	1987	Y	Y	Y	Y	Y
Italy						
Sisal S.p.A.	1946	Y	Y	Y	Y	Y
Lottomatica	1990	Y	Y	Y	Y	Y
Latvia						
Latvijas Loto	1993	Y	Y	Y	Y	Y
Lithuania						
Olifėja Inc.	1993	Y	Y	Y	Y	Y
Euloto UAB	2008	Y	Y	Y	Y	Y

Figure M1. Currently Reporting EL Members: Overview of Reporting Activity – 2014–2018 (continued)

Country		ELM reported for each year (Y or N)				
EL Member	Founded	2014	2015	2016	2017	2018
Luxembourg						
Loterie Nationale	1945	Y	Y	Y	Y	Y
Malta						
Maltco Lotteries Ltd.	2004	Y	Y	Y	Y	Y
Netherlands*						
Nederlandse Staatsloterij	1726	Y	N	N	N	N
De Lotto	1959	Y	N	N	N	N
Nederlandse Loterij	2016	N	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						
Sociedad Estatal Loterías y Apuestas del Estado	1812	Y	Y	Y	Y	Y
ONCE	1938	Y	Y	Y	Y	Y
Loteria de Catalunya	1987	Y	Y	Y	Y	Y
Sweden						
AB Svenska Spel	1996	Y	Y	Y	Y	Y
United Kingdom						
Camelot UK Lotteries Ltd.	1994	Y	Y	Y	Y	Y
Number of Currently Reporting EUM who provided data		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
FYROM						
National Lottery of Macedonia	2008	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	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	N	Y	Y

Figure M1. Currently Reporting EL Members: Overview of Reporting Activity – 2014–2018 (continued)

Country EL Member	Founded	ELM reported for each year (Y or N)				
		2014	2015	2016	2017	2018
Kosovo						
Lotaria e Kosovës	1974	Y	Y	Y	Y	Y
Norway						
Norsk Tipping AS	1948	Y	Y	Y	Y	Y
Russia						
JSC TD Stoloto	2006	Y	Y	Y	Y	Y
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		**73**	**72**	**73**	**74**	**74**

Sources: EL Members who took part in the 2018 survey collecting data for 2014 - 2018.

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 are 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 former Azerinteltek CJSC (name changed in 2019).

Figure M2. Currently Reporting EL Members: Operation Status in Individual Gaming Categories – 2017–2018

Country EL Member	ELM actively operated the Gaming Category Y / N in 2018 (Y / N in 2017)					
	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)
National Lottery JSC	Y (Y)	Y (Y)	N (N)	Y (Y)	N (N)	Y (Y)
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)	Y (N)
Denmark						
Det Danske Klasselotteri AS	Y (Y)	N (N)	N (N)	N (N)	N (N)	N (N)
Danske Spil a/s	Y (Y)	Y (Y)	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 (Y)	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 (LOTTO Bayern)	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 Baden-Württemberg	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)
Verwaltungsgesellschaft Lotto & 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 (Y)	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)

Country EL Member	ELM actively operated the Gaming Category Y / N in 2018 (Y / N in 2017)					
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	EGMs	All other games
Lithuania						
Oliféja Inc.	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Euloto UAB	Y (Y)	Y (Y)	Y (N)	N (N)	N (N)	N (N)
Luxembourg						
Loterie Nationale	Y (Y)	Y (Y)	Y (Y)	Y (Y)	N (N)	N (N)
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)	Y (N)	Y (Y)
Spain						
Loteria de Catalunya	Y (Y)	Y (Y)	N (N)	N (N)	Y (Y)	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	**51 (51)**	**48 (48)**	**37 (36)**	**32 (32)**	**10 (9)**	**11 (10)**
Albania						
Lotaria Kombëtare	Y (Y)	Y (Y)	N (N)	N (N)	N (N)	N (N)
Azerbaijan						
Caspian Tech 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						
Happdrætti 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 (N)	N (N)
TOTO (The Israel Sports Betting Board)	N (N)	N (N)	Y (Y)	Y (Y)	N (N)	N (N)
Kazakhstan						
Satty Zhuldyz JSC	Y (N)	Y (Y)	N (N)	N (N)	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)

Figure M2. Currently Reporting EL Members: Operation Status in Individual Gaming Categories – 2017–2018 (continued)

Country EL Member	ELM actively operated the Gaming Category Y / N in 2018 (Y / N in 2017)					
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	EGMs	All other games
Russia						
JSC TD Stoloto	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)
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)	Y (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 (Y)	N (N)	Y (Y)	Y (Y)	N (N)
Number of ELM operating the category	**70 (69)**	**65 (65)**	**44 (43)**	**41 (41)**	**17 (15)**	**14 (13)**

Sources: EL Members who took part in the 2018 survey collecting data for 2014 - 2018.

* 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 former Azerinteltek CJSC (name changed in 2019).

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2018 (Y / N in 2017)				
	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)
National Lottery JSC	Y (Y)	N (N)	N (N)	Y (Y)	Y (Y)
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 (Y)	Y (Y)	Y (N)	Y (Y)	Y (N)
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)	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 (Y)	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 (LOTTO Bayern)	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 (Y)	N (N)	N (N)	N (N)
Staatliche Toto-Lotto GmbH Baden-Württemberg	Y (Y)	N (N)	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)	N (N)	N (N)	N (N)	N (N)
Westdeutsche Lotterie GmbH & Co. OHG	Y (Y)	Y (N)	Y (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)

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2018 (Y / N in 2017)				
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	All other games
Lithuania					
Oliféja Inc.	Y (N)	Y (N)	N (N)	N (N)	N (N)
Euloto UAB	Y (Y)	Y (Y)	Y (N)	N (N)	N (N)
Luxembourg					
Loterie Nationale LUX	Y (Y)	Y (Y)	N (N)	N (N)	N (N)
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.	Y (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 (Y)	Y (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	**45 (43)**	**25 (22)**	**21 (18)**	**15 (15)**	**10 (9)**
Albania					
Lotaria Kombëtare	N (N)	N (N)	N (N)	N (N)	N (N)
Azerbaijan					
Caspian Tech 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)	Y (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					
Happdrætti 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)
Kazakhstan					
Satty Zhuldyz JSC	Y (N)	N (N)	N (N)	N (N)	N (N)
Kosovo					
Lotaria e Kosovës	N (N)	N (N)	N (N)	N (N)	N (N)

Figure M3. Currently Reporting EL Members: Operation Status in Individual Gaming Categories Operated Online – 2017–2018 (continued)

Country EL Member	ELM actively operated the Gaming Category Online Y / N in 2018 (Y / N in 2017)				
	DBGs	Instants	Sp. Games Pari-Mutuel	Sp. Games Fixed Odds	All other games
Norway					
Norsk Tipping AS	Y (Y)	Y (Y)	Y (Y)	Y (Y)	Y (Y)
Russia					
JSC TD Stoloto	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)
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)	Y (N)	N (N)	Y (Y)	N (N)
Number of ELM operating the category	**57 (54)**	**32 (27)**	**27 (24)**	**23 (23)**	**13 (12)**

Sources: EL Members who took part in the 2018 survey collecting data for 2014 - 2018.

* 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 former Azerinteltek CJSC (name changed in 2019).

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 fill in all data in their national currency. The AGENCY team used the yearly average exchange rates from 2018 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 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*(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.
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 best estimate for mobile sales share.
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 *(incl. Horse Racing Games)*	All games on sports events, including horce racing, with running odds i.e. games where players play against each other about 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 *(incl. Horse Racing Games)*	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 contest, 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 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) 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) *of which goes to sport* *of which goes to other good causes (e.g. culture, education, health, social...)* *of which goes to the treasury (with no knowledge of the final allocation, i.e. taxes, duties)*	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: • Sports: This covers mandatory payments allocated to sports. Include all amounts in national currency your lottery provides for sports purposes you pay it directly to sports associations/ institution. Do NOT Include money you pay for sponsorships to sports. • Other good causes: This covers mandatory payments allocated to good causes where you are certain of the end allocation. Include all amounts in 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 alloction. 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 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.

Total spending on measures to prevent problem gambling	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. Include also cost 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.
Number of Points of Sales (POS)	The number of physical points of sales where your lottery products (DBGs, Instants and/ or sports betting) are sold. Do NOT include POS where EGMs are only lottery product sold.

Following categories of POS are identified:

I. Exclusive POSs (Lottery/ Sports Betting/ EGM)

- Owned POSs - The number of POS owned by your lottery
- Third-parties POSs (franchise partners) - The number of POS that are not owned by your lottery, but lottery products are the dominant activity (no competitive products may be sold; e.g. "franchise" concept).

II. Third-parties POSs with another predominant product portfolio - The number of Third-parties POSs where products offerd by your lottery are sold based on the contract with the owner of the POS; however dominat products/ services are different from lotteries; there can be sold also products offered by competitive lotteries.

- Tobacco/News agents - Third-parties POSs where lottery products are sold, but Tobacco/Newspapers is the main activity.
- Petrol Station - Third-parties POSs where lottery products are sold, but petrol sale is the main activity.
- Food Retail - Third-parties POSs where lottery products are sold, but food retail is the main activity.
- Public Services (post offices, railway, etc.) - Third-parties POSs where lottery products are sold, but Public Services is the main activity.
- HoReCa (Pubs, Bars, Restaurants, etc.) - Third-parties POSs where lottery products are sold, but HoReCa is the main activity.
- Other or Unspecified - Third-parties POSs where lottery products are sold, but not specified above. |

Source: EL, 2018

Annex D: Other Data Sources

Central Bank of the Republic of Azerbaijan (2018). *Official average exchange rates of AZN*, from
https://www.cbar.az/page-40/statistical-bulletin

Eurostat (2018). *Population*, from
https://ec.europa.eu/eurostat/databrowser/view/tps00001/default/table?lang=en

Eurostat (2018). *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 (2018). *Population* in *World Economic Outlook Database April 2019,* from
https:/ / www.imf.org/ external/ ns/ cs.aspx?id=28

National Bank of Kazakhstan (2018). *Official Foreign Exchange Rates on average for the period*, from
https://nationalbank.kz/?docid=364&switch=english

National Bank of the Republic of Belarus (2018). *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/engl/statistics/Rates/AvgRate//

National Bank of Ukraine (2018). *Official hryvnia exchange rate against foreign currencies (period average)*, from https://bank.gov.ua/statistic/sector-external/data-sector-external#6

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