

Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"By positioning digital platforms as an easier way for players to purchase tickets and a way to ensure they never miss their chance of taking part, operators can increase not only the number of those playing, but the frequency with which they do so."

- Zameira Hersi, Leisure Analyst

This report looks at the following areas:

- The annuity game
- Growing importance of digital

# BUY THIS REPORT NOW

**VISIT:** store.mintel.com

**CALL:**EMEA
+44 (0) 20 7606 4533

Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

**EMAIL:** reports@mintel.com

**DID YOU KNOW?** 

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

#### **Table of Contents**

#### **Overview**

What you need to know

Products covered in this Report

#### **Executive Summary**

The market

Set for healthy growth

Figure 1: Forecast of UK lottery sales, 2013/14-2023/24

Retail accounts for 78% of National Lottery sales...

...however, it is digital sales that are growing

Figure 2: National Lottery draw game and scratchcard/IWG sales, by channel, April 2017-March 2018

Companies and brands

Increased chances to win big

Going from an instant winner to a lifetime winner

Camelot upped its game in 2018

The consumer

Lottery draws are the firm favourite...

 $\ldots$ despite the decline in those playing

Figure 3: Lottery games played, October 2017 and October 2018

People's Postcode Lottery is the only draw to enjoy increased uptake

Figure 4: Lottery draw games played, October 2017 and October 2018

Traditional means of purchasing tickets are preferred...

...however, growing numbers are turning online

Figure 5: Methods of purchasing lottery draw tickets, October 2017 and October 2018

Three in 10 players purchase lottery tickets on impulse

Figure 6: Lottery behaviours, October 2018

Four in 10 interested in playing the new annuity game

Figure 7: Likelihood to purchase tickets for the new lottery game, October 2018

Those who would purchase believe the move is socially responsible

Clarification is required

Figure 8: Attitudes towards the new annuity games, October 2018

What we think

# **Issues and Insights**

The annuity game

The facts

The implications

Growing importance of digital

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

The facts

The implications

#### The Market - What You Need to Know

Market benefits from unexpected boost

The market is forecast to grow further

Lottery remains in strong second position for gambling spend

Significant rise in large society sales

Retail accounts for 78% of National Lottery sales...

...however, it is digital sales that are growing

Opportunity to exploit online offerings

#### **Market Size and Forecast**

Market set to grow with new games in the works

Large society lotteries aided the growth

Figure 9: UK lottery sales, 2013/14-2023/24

Forecast

Figure 10: Forecast of UK lottery sales, 2013/14-2023/24

Forecast methodology

#### **Market Segmentation**

Sizeable increase in draw-based games sales...

Figure 11: National Lottery sales, by segment, 2013/14-2017/18

...which has brought about increased contributions to good causes

Figure 12: Lotteries' contributions to good causes, 2012/13-2017/18

### **Market Drivers**

Retail accounts for 78% of National Lottery sales...

Figure 13: National Lottery draw game and scratchcard/IWG sales, by channel, April 2017-March 2018

...however, it is digital sales that are growing

Large society lotteries' contributions set to grow further

The basis of the reform

Government recommendation

### **Market Share**

Lottery remains in strong second position for gambling spend...

 $\ldots\!$  but continues to be the firm favourite for participation

Opportunity to exploit online offerings

The provider that benefited from doing this

What others can do to replicate this

Figure 14: Consumer expenditure\* on gambling, April 2017-March 2018

Significant rise in large society sales

Figure 15: UK lottery sales, by operator share, 2013/14-2017/18

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

**EMAIL:** reports@mintel.com



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

### Companies and Brands - What You Need to Know

Increased chances to win big

Going from an instant winner to a lifetime winner

Health Lottery launches Mega Raffle

Camelot upped its game in 2018

People's Postcode Lottery remains consistent

# **Launch Activity and Innovation**

Increased chances to win big

Greater prize draw

Shared amongst more people

EuroMillions set to make 40 players millionaires in the spring

Going from an instant winner to a lifetime winner

The new annuity lottery

Rationale behind its creation

Health Lottery launches Mega Raffle

The draw

The goal

Loteri Cymru's fresh new start

# **Advertising and Marketing Activity**

# Sharp increase in charities' advertising spend

Figure 16: UK lottery operators' main monitored media advertising spend, 2015-18

Camelot upped its game in 2018

People's Postcode Lottery remains consistent

Nielsen Ad Intel coverage

# The Consumer - What You Need to Know

Lottery draws are the firm favourite...

...despite the decline in those plying

People's Postcode Lottery is the only draw to enjoy increased uptake

Traditional means of purchasing tickets are preferred...

...however, growing numbers are turning online

Three in 10 players purchase lottery tickets on impulse

Four in 10 interested in playing the new annuity game

Those who would purchase believe the move is socially responsible

# **Lottery Games Played**

# Lottery draws are the firm favourite...

Figure 17: Lottery games played, October 2018

### ...despite the decline in those playing

Figure 18: Lottery games played, October 2017 and October 2018

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | China +86 (21) 6032 7300 APAC +61 (0) 2 8284 8100 |

EMAIL: reports@mintel.com



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

### Age differences in types of games played

Figure 19: Participation in lottery scratchcard and online instant win games, by age, October 2018

Scratchcards appeal to wider demographics

#### **Lottery Draw Games**

#### National Lottery remains the firm favourite

Figure 20: Lottery draw games played, October 2018

It appeals to the older players

# People's Postcode Lottery is the only draw to enjoy increased uptake

Figure 21: Lottery games played, October 2017 and October 2018

EuroMillions experiences a noticeable decline

#### **Future Interest in Lottery Play**

Fewer than one in five non-players are potentials

Income is holding some back

Figure 22: Future interest in playing lottery games, October 2018

There is room to grow interest in playing the lottery

## **Methods of Lottery Play**

### Traditional means of purchasing tickets are preferred...

Figure 23: Methods of purchasing lottery draw tickets, October 2018

### ...however, growing numbers are turning online

Figure 24: Methods of purchasing lottery draw tickets, October 2017 and October 2018

Younger players are most likely to buy tickets 'the traditional way'

# **Lottery Behaviours**

# Three in 10 players purchase lottery tickets on impulse

Figure 25: Lottery behaviours, October 2018

Impulse purchases are driven by younger players

Once the impulse decision has been made, it is important not to deter them

Operators can benefit from replicating the impulse purchase online

Emotions drive younger players to buy lottery tickets...

Figure 26: Lottery behaviours, by age, October 2018

...whilst the older generation are driven by their moral compass

# **Interest in the New Annuity Game**

The new annuity game

### Four in 10 interested in playing the new annuity game

Figure 27: Likelihood to purchase tickets for the new lottery game, October 2018

# Interest in playing annuity game declines with age

Figure 28: Likelihood to purchase tickets for the new lottery game, by age, October 2018

#### **Attitudes towards the New Annuity Game**

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Those who would purchase believe the move is socially responsible

Social responsibility stretches further

Figure 29: Attitudes towards the new annuity game, October 2018

Clarification is required

Appendix - Data Sources, Abbreviations and Supporting Information

Data sources

Abbreviations

Consumer research methodology

**Appendix - Market Size and Forecast** 

Market forecast

Figure 30: Forecast of UK lottery sales, 2018/19-2023/24

Forecast methodology

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com