

# News



28 August 2006

## **Camelot Publishes Annual Report**

***Camelot reports on a year of success – beating targets on sales, returns to Good Causes and key performance standards***

Camelot Group plc this week publishes its Annual Report for 2005/6, confirming that annual National Lottery ticket sales rose by more than £246 million in 2005/6 – further boosting returns to the Good Causes.

Total National Lottery ticket sales for the year to 31 March 2006 grew to £5,012.8 million, an increase of £246.7 million, on the figure of £4,766.1 million for the same period last year. Returns to the Good Causes rose to £1,399.6 million, an increase of £50.5 million on the figure of £1,349.1 million for the previous year. In total, National Lottery players helped to raise more than £1,500 million for Good Causes this financial year (£1,399 million in sales and unclaimed prizes, £109 million in investment returns).

At the same time, underlying growth, discounting the effect of ‘event draws’ such as Lotto and EuroMillions Rollovers and Lotto Superdraws, remained solid at 3 per cent.

The Annual Report also details Camelot’s success in meeting its challenging performance targets. Highlights include:

- **Computer Systems:** Year end ‘terminal sales availability’ and ‘terminal validation availability’ were 99.99 per cent and 99.96 per cent, against targets of 99.50 per cent and 99.00 per cent respectively
- **System Availability:** ‘Availability to play games’ and ‘availability to pay prizes’ were 99.85 per cent and 100 per cent respectively, again beating the targets of 99.00% for each measure.

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.../2

- **Key Indicators: Stakeholders**

- **Retailers:** Camelot operates a unique test purchase scheme called Operation Child to guard against underage play. The percentage of retailers who refused to sell to an Operation Child test purchaser on a first visit was 92.7 per cent, against a target of 90 per cent – the best ever result
- **MPs:** The percentage of MPs who agreed with the statement “I trust Camelot to run The National Lottery” was 76 per cent, beating the target of 70 per cent
- **Suppliers:** The percentage of suppliers satisfied with their overall relationship with Camelot was 95 per cent, beating the target of 80 per cent.

Sir Peter Middleton, Chairman of Camelot, said: “This Annual Report confirms an impressive set of results for Camelot and The National Lottery. The strategy for growth helped deliver the biggest annual sales rise in eight years, pushing sales above £5 billion and total contributions to Good Causes for the year above £1.5 billion.

“It is worth highlighting the tremendous amount of behind-the-scenes work that goes into delivering those figures. The Annual Report also details Camelot’s success in exceeding challenging targets in crucial areas such as systems availability and stakeholder satisfaction – something of which Camelot’s staff can be justifiably proud.”

The Annual Report also provides details of executive remuneration. As a result of this year’s exceptional performance in exceeding the challenging targets for sales, profitability, and returns to the Good Causes, all employees who participated in the Camelot performance-related scheme were eligible for their full bonus entitlement. As with all other remuneration, long-term incentive arrangements aimed at retaining staff are paid for by Camelot’s shareholders out of their own funds.

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.../3

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**Notes to Editors:**

- Camelot Group plc is the operator of The National Lottery® and is committed to raising money for the Good Causes designated by Parliament. Camelot is not responsible for distributing or awarding these funds
- To date, over £18.6 billion has been raised for Good Causes by The National Lottery, and more than 240,000 individual awards have been made across the UK – the biggest programme of civic and social regeneration since the 19<sup>th</sup> Century. The National Lottery has given away over £26 billion in prizes and created more than 1,900 millionaires or multi-millionaires since launch in 1994
- Camelot runs one of the most cost-efficient lotteries in the world, with around 5 per cent of total revenue taken in operating costs. At 40 per cent of total sales (28 per cent to Good Causes and 12 per cent in lottery duty to the Government), Camelot returns a higher proportion of lottery revenue back to society than any other lottery operator in the world. National Lottery retailers receive 5 per cent of total revenue in commission, and 50 per cent of sales is paid out to players in prizes
- Camelot is committed to the highest standards in player protection and social responsibility in both the retail and interactive environments. The National Lottery website, Sky Active and Play By Text services have been accredited by GamCare, the UK's national centre for information, advice and practical help regarding the social impact of gambling – while Camelot's approach to game design, test purchasing and retailer vigilance campaigns ensures player protection at retail. Camelot has been ranked among the top 40 UK companies in Business in the Community's 2006 Corporate Responsibility Index, and is a sector leader in the leisure category
- For further information on Camelot, The National Lottery and its games, please visit the following websites: [www.camelotgroup.co.uk](http://www.camelotgroup.co.uk) and [www.national-lottery.co.uk](http://www.national-lottery.co.uk)
- Players of all National Lottery games must be aged 16 or over.

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