



National  
Lottery

National  
Lottery  
Annual  
Report 2013

Tuarascáil  
Bhliantúil an  
Chrannchuir  
Naisiúnta 2013



**Investing in Ireland's Future**

**Infheistíocht a dhéanamh i dTodhchaí na hÉireann**

WINNING

Good Luck  
John

GO  
HNNY  
GO

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andad  
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Kerry

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Card  
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Each week, the audience for the National Lottery's Winning Streak TV Gameshow comprises the family and friends of each of the five players. Many bring their own banners, posters and flags which creates a lively gameshow atmosphere for both players and audience.

Gach seachtain, is iad teaghlaigh agus cairde gach duine den cúigear iomaitheoir a bhíonn mar lucht féachana ar Sheóchluiche Teilifísé Winning Streak ar Chranncuir Náisiúnta. Tógann go leor díobh a gcuid meirgí, póstaer agus bratacha leo – rud a chruthaíonn atmaisféar bríomhar sheóchluiche do na himreoirí agus don lucht féachana araoí.

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# Vision, Mission and Values

## Our Vision

To provide exciting and engaging lottery games that bring fun and entertainment to everyone. As a result, we aim to be the best-known brand in Ireland.

## Our Mission

To operate a world-class lottery for the people of Ireland, raising funds for good causes, on behalf of Government.

## Our Values

### • Integrity

We are fair and honest in everything we do and operate to the highest professional standards in all our activities.

### • Innovation

We manage our business in a dynamic and progressive way that best meets the challenges of an ever-changing society.

### • Teamwork

We work together as a team in which everyone supports and encourages each other.

# Fís, Misean agus Luachanna

## Ár bhFís

Cluichí crannchuir spreagúla agus mealltacha a chur ar fáil, a thugann spraoi agus caitheamh aimsire do chách. Mar thoradh air sin, is mian linn bheith ar an mbranda is fearr aithne in Éirinn.

## Ár Misean

Crannchur ar chaighdeán domhanda a reáchtáil do mhuintir na hÉireann, cistí a ghnóthú do dhea-chúiseanna, thar ceann an Rialtais.

## Ár Luachanna

### • Ionracas

Bímid cóir agus cothrom inár gcuid oibre uile agus feidhmímid de réir na gcaighdeán is airde inár gcuid gníomhaíochtaí.

### • Nuálaíocht

Bainistímid ár ngnó ar bhealach dinimiciúil agus forásach is fearr a fhreagraíonn do dhúshláin shochaí atá ag síor-athrú.

### • Obair Bhuíne

Oibrímid le chéile mar fhoireann ina dtacaíonn agus ina spreagann daoine a chéile.



Over €13 billion in sales over the last 27 years

Breis is €13 billiún de dhíolachán le 27 bliain anuas



## 27 Years Results Figures

### Over €13 billion in Sales

Over the 27 years since it was established, the National Lottery has steadily increased its turnover. From sales of €130 million in its first nine months, accumulated sales now stand at €13.5 billion.

### Over €7 billion in Prizes

National Lottery players have reaped the benefits of playing. From 1986 to 2013, over €7 billion in prize money has been won by millions of players.

### €4.4 billion raised for Good Causes

Over the last 27 years, €4.4 billion has been raised by the National Lottery, and distributed by Government, to benefit good causes all over Ireland.

## Figiúirí thorthaí 27 bliana

### Breis is €13 billiún de Dhíolachán

Thar an tréimhse 27 bliana ó bunaíodh é, mhéadaigh an Crannchur Náisiúnta a láimhdeachas go leanúnach. Ó dhíolachán de €130 milliún ina naoi mí tosaigh, seasann an díolachán carnach anois ag €13.5 billiún.

### Breis is €7 billiún de Dhuaiseanna

Bhain imreoirí an Chrannchuir Náisiúnta tairbhe as bheith ag imirt. Ó 1986 i leith go dtí 2013, tá €7 billiún de dhuais-airgead buaite ag na milliúin imreoirí.

### €4.4 billiún cruinnithe do Dhea-Chúiseanna

Le 27 bliain anuas, tá €4.4 billiún cruinnithe ag an gCrannchur Náisiúnta, agus dáilte ag an Rialtas, ar dea-chúiseanna ar fud na hÉireann.



**The PaperDolls Performance Company, formed in 2011, specialises in aerial and circus influenced performance.**

**Taispeántais faoi anáil aerógach agus sorcais atá mar shain-ghníomhaíocht ag an PaperDolls Performance Company, a bunaíodh i 2011.**

## PaperDolls

The performance company comprises of three central creative directors, and a widely diverse team of collaborators, technicians, and guest performers all of whom are committed to making aerial performance more accessible in Dublin city.

The combination of initiative, innovation and resourcefulness and the rarity of aerial performance in Ireland has contributed to the company's unique approach to presenting and performing contemporary circus.

PaperDolls has been supported by National Lottery funding, through the Arts Council of Ireland.



## PaperDolls

Tá triúr lár-stiúrthóir cruthaitheacha agus foireann éagsúil de chomhoibrithe, teicneolaithe agus aothairbheoirí sa chomhlacht agus táid uile tiomanta do thaibhiú aerógach a dhéanamh níos inrochtana i gcathair Bhaile Átha Cliath.

Tá an meascán tionscnaíochta, nuálaíochta agus seiftíulachta agus a ghainne is atá taibhiú aerógach in Éirinn tar éis cur le cur chuige leithleach na comhlachta maidir le sorcas comhaimseartha a chur i láthair is a thaibhsiu.

Faigheann PaperDolls cúnamh maoinithe ón gCrannchur Náisiúnta trí Chomhairle Ealaíon na hÉireann.





## Chairman's Statement

**2013 was a significant year in the development of Ireland's National Lottery. In early October, Premier Lotteries Ireland - a consortium of the Ontario Teachers' Pension Plan, An Post and An Post Pension Funds - was named as the preferred bidder for the new 20 year National Lottery licence, following a tender process.**

**We are delighted that An Post will continue to have an important role in the operation of the National Lottery, and that the current management team and staff will transfer to the new company, ensuring that there will be no loss of the expertise that has made the National Lottery so successful.**

### 2013 Performance

I'm pleased to report that, although the retail market continued to be challenging in 2013, a further €205.9 million or 30.1% of sales was raised for good causes. Since the establishment of the National Lottery 27 years ago, a cumulative total of €4.4 billion has been generated from National Lottery sales for distribution by the Government to projects and communities throughout Ireland.

The high rate of player participation continued during the year with 62% of all adults playing one or more National Lottery games on a regular basis. Players, between them, shared prizes to the value of €382.7 million in 2013, representing 56% of sales, up from 55% in the previous year.

Our overall sales for the year were €685.2 million, a decrease of 6.8% from sales of €735.1 million in 2012. The main reason for this decline was a lack of significant jackpot rolls on both of our main draw games, Lotto and EuroMillions, coupled with a continued difficult retail trading environment.

## Ráiteas an Chathaoirligh

**Bliain shuntasach ba ea 2013 i bhforbairt Chrannchur Náisiúnta na hÉireann. Go luath i mí Dheireadh Fómhair ainmníodh Premier Lotteries Ireland – cuibhreannas de Phlean Pinsin Mhúinteoirí Ontario, An Post agus Cistí Pinsin An Phoist – mar an rogha táirgeora don cheadúnas nua 20 bliain don Chrannchur Náisiúnta, i ndiaidh próiseas tairisceana.**



**Is áthas linn go leanfaidh An Post de bheith i mbun ról fíor-thábhachtach i reáchtáil an Chrannchuir Náisiúnta agus go n aistreoidh an fhoireann bainistíochta agus foirne go dtí an chuideachta nua, rud a chinnteoidh nach gcaillfear aon chuid den saineolas ba chionsiocair leis an rath a bhí ar an gCrannchur Náisiúnta.**

### Feidhmíocht i 2013

Is áthas liom a thuirisciú, in ainneoin an margadh miondíola a bheith dúshlánach i 2013, gur ghineamar €205.9 milliún breise nó 30.1% den díolachán do dheadhúiseanna. Ó bunaíodh an Crannchur Náisiúnta 27 bliana ó shin ghní díoláocht an Chrannchuir Náisiúnta mór-ionmlán de €4.4 billiún le dáileadh ag an Rialtas ar thionscadail is ar phobail ar fud na hÉireann.

Lean an ráta ard rannpháirtíochta ag imreoirí le linn na bliana agus d'imir 62% d'aoaigh uile cluiche amháin ar a laghad de chuid an Chrannchuir Náisiúnta ar bhonn rialta le linn na bliana. Roinneadh duaiseanna dar luach €382.7 milliún ar imreoirí le linn 2013. B'ionann sin agus 56% den díolachán – méadú ó 55% an bhliain roimhe sin.

Bhí díolachán mór-ionmlán de €685.2 milliún againn sa bhliain, laghdú de 6.8% ar dhíolachán de €735.1 milliún i 2012. Bí an phríomhchúis leis an laghdú seo ná gan líon dóthanach de thar-rolaí don phota óir a bheith ann ar ár dhá phríomhchluiche, Lotto agus EuroMillions, anuas ar thimpeallacht trádála miondíola deacair a bheith fós ann.



Over €7 billion in prize  
money over the last  
27 years

Breis is €7 billiún  
de dhuais-airgead  
le 27 bliain anuas

Eighteen year old student Andrew Yague from Ashford, Co. Wicklow became the first Leaving Cert student to appear on the National Lottery's Winning Streak TV Gameshow and spin the Gameshow wheel, where he won €67,600 in March 2013.

Bé Andrew Yague, mac léinn ocht mbliana déag d'aois ó Áth na Fuinseoige, Co. Chill Mhantáin, an chéad mhac léinn Ard-Teistiméireachta le dul ar Sheóchluiche Teilihíse Winning Streak de chuid an Chraonchuir Náisiúnta agus roth an tSeóchluiche a chasadh nuair a bhuaigh sé €67,600 mí an Mhárta 2013.

During 2013 the Lotto family of games generated sales of €310.4 million which represented 45% of our overall turnover. Within this category, Lotto sales were €229.5 million, down 9% compared to 2012, while sales of the associated Lotto Plus games were down from €74.3 million in 2012 to €67.9 million in the year under review.

EuroMillions sales were down 10.4% to €117.8 million in 2013 from €131.5 million in the previous year, whilst sales of its sister game, EuroMillions Plus, were €40.7 million compared to €44.6 million in 2012.

Our lucky numbers game, Lotto 5-4-3-2-1, generated sales of €13 million on a par with 2012.

The growth of Scratch Card games continued for the third successive year with sales of €167.7 million, up 2.6% from €163.5 million in the previous year. This category accounts for close to 25% of the overall National Lottery business and continues to be very successful in attracting a strong base of new and existing players.

Daily Million, including the Daily Million Plus game, achieved sales of €21.9 million in its first full year, up from €10.8 million in 2012, while sales of TellyBingo were €17.1 million, similar to 2012.

We had two very successful limited edition Millionaire Raffle games, one at Easter and another for the Christmas season, which between them generated sales of €9.4 million.

The Play Online channel again demonstrated strong growth with sales of €11.2 million, up 30% from 2012. The number of registered online players increased to 57,000 from 40,000 in the previous year.

Le linn 2013 ghin ár bhfine de chluichí Lotto díolachán de €310.4 milliún, arbh ionann é agus 45% d'ár láimhdeachas uile. Taobh istigh den chatagóir seo b'ionann díolachán Lotto agus €229.5 milliún, laghdú 9% i gcomparáid le 2012, agus bhí an díolachán ar chluichí gaolmhara Lotto Plus thíos ó €74.3 milliún i 2012 go dtí €67.9 milliún sa bhliain atá faoi chaibidil.

Bhí laghdú 10.4% ar dhíolachán EuroMillions go €117.8 milliún i 2013 ó €131.5 milliún sa bhliain roimhe sin, agus bhí laghdú ar dhíolachán a chomhchluiche, EuroMillions Plus, go dtí €40.7 milliún i gcomparáid le €44.6 milliún i 2012.

Ghin ár gcluiche d'uimhreacha ádhúla, Lotto 5-4-3-2-1, díolachán de €13 milliún –figúr a bhí ar chomhchéim le 2012.

Lean an fás faoinár gcluichí Scriobchártaí don tríú bliain as a chéile le díolachán de €167.7 milliún, méadú 2.6% ó €163.5 milliún sa bhliain roimhe sin. Is ionann an catagóir seo agus 25% de ghnó iomlán an Chrannchuir Náisiúnta agus leanann sé de bheith rathúil agus bonn láidir d'imreoirí nua agus reatha á mhealladh aige.

Bhain Daily Million, ar a n áirítear an cluiche Daily Million Plus, díolachán de €21.9 milliún le linn a chéad bliana iomláine, méadú ó €10.8 milliún i 2012. Bhí díolachán de €17.1 milliún ar TellyBingo a bhí ar aon dul le 2012.

Bhí dhá chluiche an-rathúil d'eagrán teoranta, Millionaire Raffle, againn – ceann um Cháisc agus ceann eile do shéasúr na Nollag. Eatarthu ghin siad díolachán de €9.4 milliún.

Bhí fás láidir le feiceáil chomh maith sa chainéal Play Online agus fás 30% ar dhíolachán ó 2012 go dtí €11.2 milliún. Bhí méadú ar líon na n imreoirí cláraithe ar líne ó 40,000 an bhliain roimhe sin go dtí 57,000.

Sales of our Scratch Card games increased to €167.7 million.

Mhéadaigh an diólachán ar ár gcluichí Scriobchartaí go dtí €167.7 milliún.

€167.7  
million

## **Operations**

A continued focus on cost control contributed to a 6.5% reduction in total operating costs to €96.6 million in 2013, down from €103.4 million in the previous year.

I would like to thank the National Lottery management team and employees for their professionalism and continued commitment to the successful operation of the organisation and, in particular, for their assistance with the licence process during the year.

As chairman, I would also like to thank my fellow board members for their valued support and advice in what was a pivotal year for the organisation.

The continued support provided by our shareholders, the Minister for Public Expenditure and Reform, who is also our Regulator, and An Post, was much appreciated.

2014 will be a year of transition as the operations and staff of the National Lottery transfer to the new operator, Premier Lotteries Ireland.

For our players and agents, 2014 will be business as usual as we continue to develop and grow Ireland's National Lottery raising further funds for good causes.

I am confident that we will deliver on both these parallel strands of activity in the coming year.

## **Oibríochtaí**

Bhí fócas leanúnach ar rialú costas ina chúis le laghdú 6.5% ar na costais iomlána oibríochta go dtí €96.6 milliún in 2013 - laghdú ó €103.4 milliún sa bhliain roimhe sin.

Ba dheas liom buíochas a ghabháil le foireann bainistíochta agus le fostaithe an Chrannchuir Náisiúnta as a ngairmiúlacht agus a dtiomantas d'fheidhmiú rathúil na heagraíochta agus, go ró-speisialta, as a gcúnamh le linn phróiseas an cheadúnais le linn na bliana.

Mar cathaoirleach, ba mhaith liom buíochas a ghabháil le mo chomhchomhaltaí den bhord as a dtacaíocht is a gcomhairle luachmar le linn bliana a bhí cinniúnach don eagraíocht.

Ba mhór agam freisin an tacaíocht leanúnach a fuarthas ónár scairshealbhóirí, an tAire Caiteachais Phoiblí agus Athchóirithe, atá mar Rialtóir againn chomh maith, agus An Post.

Bliaín trasdula a bheidh i 2014 mar a astreofar oibríochtaí agus foireann an Chrannchuir Náisiúnta go dtí an t oibreoir nua, Premier Lotteries Ireland.

Leanfaidh an gnó mar is gnách d'ár n imreoirí is dárgníomhairí i 2014 mar a dhéanfaimid Crannchur Náisiúnta na hÉireann a fhás chun cistí breise a thuilleamh do dhea-chúiseanna.

Táim muiníneach go n éireoidh linn an dá shraith chomhthreomhar gníomhaíochta seo a sheachadadh le na linn na bliana atá romhainn amach.



**Donal Connell**

Chairman / Cathaoirleach

25 March, 2014 / 25 Mártá, 2014

**Pupils from 1st and 2nd class at Scoil Cholmcille in Baile na hAbhann, Co. na Gaillimhe, took part in An Fhéile Scoildrámaíochta, the Connacht Final of the all Irish speaking drama competition for schools, in Seanscoil Sailearna, Indreabhán, Co. na Gaillimhe.**

**Ghlac daltaí ó Rang 1 agus ó Rang 2 i Scoil Cholmcille, Baile na hAbhann, Co. na Gaillimhe, páirt san Fhéile Scoildrámaíochta, Craobh Chonnacht de chomórtas drámaíochta lán Ghaeilge do scoileanna i Seanscoil Sailearna, Indreabhán, Co. na Gaillimhe.**

## **An Cumann Scoil Drámaíochta**

The Féile is an annual event and 40 schools from every part of the county attend yearly. The Galway Féile is the largest in the country, outside of the National Féile.

The work of Cumann Scoil Drámaíochta has been assisted by National Lottery funding through the Department of Arts, Heritage and the Gaeltacht.

## **An Cumann Scoil Drámaíochta**

Imeacht bhliantúil í an Fhéile agus glacann 40 scoil ó gach ceann den chontae páirt inti gach bliain. Tá Féile na Gaillimhe ar an gceann is mó sa tír taobh amuigh den Fhéile Náisiúnta.

Fuair obair an Chumann Scoildrámaíochta cúnamh ó mhaoiniú an Chrannchuir Náisiúnta tríd an Roinn Ealaíon, Oidhreachta agus Gaeltachta.





## Review of Operations

**In 2013, we generated €205.9 million in funds for good causes, despite the continued difficult retail environment and the impact of short jackpot roll sequences on our main games, Lotto and EuroMillions. The company also dedicated significant resources to assist the Department of Public Expenditure and Reform in running the new licence competition, resulting in an upfront payment of €405 million, half of which will fund the new children's hospital.**

Sales of Scratch Card games increased for the third year in a row and our online games channel continued to grow in 2013. Another highlight was the high profile and high value EuroMillions jackpot wins by players in Ireland, again making us one of the luckiest countries participating in this game.

Overall sales for 2013 were €685.2 million, which represents close to €200 for each adult in the country.

### Players

Ireland's participation rate in National Lottery games is among the highest in the world, with 62% of all adults playing on a regular basis.

2013 was a good year for our players who were rewarded with prizes to the value of €382.7 million or 56% of sales.

Players in Ireland also won big EuroMillions jackpots. We had a winner of €94 million on a EuroMillions ticket bought in Beaumont, Dublin 9 in June, followed by a further €12.8 million jackpot win by a young man from the South East on a ticket bought in Waterford in September.

Along with the big jackpot wins, there were 757 winners of prizes over €10,000 across all games in the course of the year.

## Athbhreithniú Oibríochtaí

**I 2013 thuilleamar luach €205.9 milliún do na cistí do dhea-chúiseanna in ainneoin na timpeallachta miondíola a bheith fós achrannach agus in ainneoin an éifeacht a bhí ag sraitheoga tar-rollta gairide ar ár bpriomh-chluichí, Lotto agus EuroMillions. Thairis sin, chuir an comhlacht acmhainní suntasacha i leataobh chun cabhrú leis an Roinn Caiteachais Phoiblí agus Athchóirithe an comórtas a reáchtáil don cheadúnas nua ar a raibh íocaíocht d'airgead láithreach de €405 milliún i gceist. Maoineoidh leath de seo an t ospidéal nua do leanáí.**

Bhí méadú ar dhíolachán scríobchártaí don tríú bliain as a chéile agus lean ár gcainéal cluichí ar líne de bheith ag fás i 2013. Buaicphointe eile ba ea na buanna pota óir ardluacha i EuroMillions ag imreoirí Éireannacha, rud a d'fhág arís go bhfuilimid ar cheann de na tíortha is mó áidh sa chluiche.

Bhí díolachán iomlán ann i 2013 de €685.2 milliún, arbh ionann é ar bhonn per capita agus €200 do gach duine fásta sa tír.

### Imreoirí

Tá an ráta rannpháirtíochta i gcluichí an Chrannchuir Náisiúnta ar cheann de na rátaí is airde ar domhan le 62% de na daoine fásta uile ag imirt ar bhonn rialta.

Dea-bhliain d'ár n imreoirí ba ea 2013 a cúitíodh le duaiseanna dar luach €382.7 milliún nó 56% den díolachán.

Bhain imreoirí in Éirinn potaí óir móra i EuroMillions chomh maith. Bhí buaiteoir a bhuaigh €94 milliún ar thicéad EuroMillions a ceannaíodh i mBeaumont, Baile Átha Cliath 9, agaínn mí an Mheithimh, agus ina dhiaidh sin bhí bua eile de phota óir dar luach €12.8 milliún ag fear óg ón oirdheisceart a cheannaigh ticéad i bPort Láirge mí Mheán Fómhair.

Anuas ar na buanna móra pota óir bhí 757 buaiteoir ann a bhain duaiseanna de bhreis is €10,000 sna cluichí uile le linn na bliana.





Twenty eight year old Donegal man John Gallagher was on top of the world when he matched five numbers in the EuroMillions draw in November 2013 and won €41,096.

Bhí John Gallagher, fear ocht mbliana is fiche d'aois ó Dhún na nGall, ar bharr an tsaoil nuair a mheaitseáil se cúig uimhir i gcrannchur EuroMillions mí na Samhna 2013 is mar a bhuaigh sé €41,096.

## Lotto

Lotto games represent by far the largest category in the National Lottery business. Lotto sales as a percentage of overall sales, account for a significant 33%. When the other Lotto related games – Lotto Plus and Lotto 5-4-3-2-1 – are included this figure for the Lotto family of games becomes 45% of overall sales. This compares to 46% in 2012.

During 2013, Lotto sales were €229.5 million, down 9% compared to €252.3 million in 2012. Overall the level of jackpots was lower than the previous year, with the highest jackpot of the year at €10.6 million, compared to €11.5 million in 2012.

In 2013, the average Lotto jackpot value was just over €4 million, 4.8% below the average value in the previous year. There were two jackpot wins over €10 million during the year. Lotto players shared a total of €119.3 million in prizes and 17 new millionaires were created.

In late January, a Lotto jackpot of €10,613,747 was won by a family syndicate from Tipperary. The winning ticket was sold in Scanlon's Newsagents, Thurles, Co. Tipperary.

## Lotto

Bhí na cluichí Lotto níos mó go mór ná aon chatagóir eile cluichí i ngníomh an Chraonchuir Náisiúnta. Is ionann díolachán Lotto agus 33% suntasach den díolachán uile. Nuair a áirítear anseo na cluichí eile a bhaineann le Lotto - Lotto Plus agus Lotto 5-4-3-2-1 – fásann an figiúr do raon iomlán na gcluichí Lotto go dtí 45% den díolachán uile, i gcomparáid le 46% i 2012.

Le linn 2013, bhí díolachán €229.5 milliún ar Lotto, laghdú 9% i gcomparáid le figiúr de €252.3 milliún i 2012. Tríd is tríd, bhí leibhéal na bpotaí óir níos ísle ná mar a bhí an bliain roimhe. Bhí €10.6 milliún ar an bpota óir ba mhó i mbliana i gcomparáid le €11.5 milliún i 2012.

I 2013, bhí meán luach an phota óir Lotto díreach os cionn €4 milliún, 4.8% faoi bhun an mheán luach an bliain roimhe. Bhí dhá bhua pota óir de bhreis is €10 milliún le linn na bliana. Roinneadh duaiseanna dar luach €119.3 milliún ar imreoirí Lotto agus cruthaíodh 17 milliúnaí nua.

Déanach i mí Eanáir bhuaigh sindeacáit clainne ó Thiobraid Árann pota óir dar luach €10,613,747. Díoladh ticéad an bhua i Siopa Nuachta Scanlon, Durlas, Co. Thiobraid Árann.

For the 25 May draw, the Lotto jackpot was topped up by €2.9 million to a guaranteed €10 million. The following draw, the jackpot rolled to €10,651,567 and there was great excitement when it was won by Carol Loran and Kevin Geoghegan from Westmeath. The ticket was bought in Tesco Ireland, Ash Road, Mullingar, Co. Westmeath.

To add excitement to the Lotto and Lotto Plus games, we ran several special promotions throughout the year. In February, five lucky Match 5 + Bonus winners also won €100,000 worth of diamonds each. An extra €1 million was added to Lotto jackpots in May and December. There were also six special prize promotions during the year whereby Lotto and Lotto Plus winners also won an extra prize of free tickets for other National Lottery games.

### Lotto Plus

The performance of the Lotto Plus game closely reflects that of Lotto with 90% of Lotto players also playing Lotto Plus. Lotto Plus sales were €67.9 million in 2013, which was 8.7% below the 2012 performance.

Lotto Plus players shared €32.4 million in prizes, with 30 top prize winners. 18 of these won €350,000 each on Lotto Plus 1 and 12 won €250,000 each on the Lotto Plus 2 game. A further 201 players won Match 5 + Bonus prizes on the Lotto Plus games.

### Lotto 5-4-3-2-1

Our lucky numbers game, Lotto 5-4-3-2-1, remained a favourite with those players looking for higher odds of winning amounts from €4 to €100,000. Sales of €13 million were generated in 2013, marginally down from €13.1 million in 2012.

Cuireadh €2.9 milliún leis an bpota óir Lotto don chrannchur ar 25 Bealtaine chun go mbeadh figiúr de €10 milliún ann faoi mar a bhí geallta. Rollaigh an pota óir go dtí €10,651,567 don chead chrannchur eile agus bhí an-chibeal ann nuair a bhuaigh Carol Loran agus Kevin Geoghegan ón Iarmhí é. Ba i Tesco Ireland, Bóthar na Fuinseoge, An Muileann gCéarr, Co. na hIarmhí, a ceannaíodh ticéad an bhua.

Chun cur leis an gcarabuaic a bhaineann le cluichí Lotto agus Lotto Plus reáchtálar go leor promóisean le linn na bliana. Mí Feabhra, bhuaigh cùigear buaiteoir ádhúla Match 5 + Bonus luach €100,000 de dhiamaint an duine. Cuireadh €1 milliún breise le potaí óir Lotto mí Bealtaine agus mí na Nollag. Bhí sé phromóisean de dhuais speisialta ann le linn na bliana mar a bhain buaiteoirí Lotto agus Lotto Plus duais bhereise de thicéid saor-in-asce do chluichí eile an Chranncuir Náisiúnta.

### Lotto Plus

Ba chosúil go maith feidhmíocht chluiche Lotto Plus le feidhmíocht Lotto agus 90% d'imreoirí Lotto ag imirt Lotto Plus chomh maith. B'ionann díolachán Lotto Plus i 2013 agus €67.9 milliún, figiúr a bhí 8.7% faoi bhun feidhmíocht 2012.

Roinneadh €32.4 milliún mar dhuaiseanna ar imreoirí Lotto Plus agus bhí 30 buaiteoir barr-dhuaise ann. Bhain 18 díobh seo €350,000 an duine ar Lotto Plus 1 agus bhain dáréag €250,000 an duine ar chluiche Lotto Plus 2. Bhuaigh 201 imreoir eile duaiseanna Match 5 + Bonus i Lotto Plus.

### Lotto 5-4-3-2-1

Bhí an-tóir ar ár gcluiche le huimhreacha ádhúla, Lotto 5-4-3-2-1, i measc na n-imreoirí úd a raibh corraigh níos airde de shuimeanna buachana uathu ó €4 go €100,000. Gineadh díolachán de €13 milliún i 2013, laghdú imeallach ó €13.1 milliún i 2012.

Lotto Plus players shared €32.4 million in prizes.

Roinneadh luach €32.4 milliún de dhuaiseanna ar imreoirí Lotto Plus.

€32.4 million

Lotto 5-4-3-2-1 players won a total of €8.7 million in prizes, with a high prize payout of 67%.

During 2013, for the first time ever we ran a ‘Lucky 13’ promotion on Lotto 5-4-3-2-1. Whenever a Lotto draw date fell on the 13th of the month, if the number 13 was drawn in Lotto or Lotto Plus draws, all prizes in Lotto 5-4-3-2-1 and Lotto 5-4-3-2-1 Plus were doubled. There were four such promotions during the year in March, April, July and November. To end 2013 on a high, the number 13 promotion also ran on five nights in December.

### EuroMillions

The 2013 EuroMillions performance followed an exceptionally good jackpot roll sequence in 2012, including a new record €190 million jackpot in August of that year. In contrast, 2013 delivered a higher than expected number of jackpot wins which impacted negatively on sales across EuroMillions countries.

EuroMillions sales were €117.8 million, a 10.4% reduction on 2012 when sales were boosted by a strong run of 17 jackpots over €100 million compared to only eight jackpots over €100 million in 2013.

The average jackpot amount for the year was €42.9 million, 23.1% lower than the corresponding amount of €55.8 million in 2012.

In 2013, the combined sales of EuroMillions and EuroMillions Plus for the year decreased to €158.6 million from €176.1 million in the previous year.

EuroMillions players in Ireland did very well in 2013 with an average of 89,169 players winning cash prizes each week. 11 of these won the March 5 + 1 Lucky Star prize, missing the jackpot by just one number.

In June, an Irish player shared a EuroMillions jackpot of €188 million, the biggest of the year, with a Belgian player, each taking home €93,968,807. The winning Irish ticket was bought in Mace, Shantalla Road, Beaumont, Dublin 9 causing tremendous excitement for the agent, customers and players.

Then in September, there was a further magnificent win in Waterford when a young man from the south east won his share of a €25.6 million EuroMillions jackpot, taking home €12,801,494 from a ticket bought at Ardkeen Superstores, Dunmore Road, Waterford City.

Bhain imreoirí Lotto 5-4-3-2-1 iomlán de €8.7 milliún de dhuaiseanna, le ráta ard íocaíochta amach de 67%.

Le linn 2013, don chéad uair riamh ritheamar promóisean ‘Lucky 13’ ar Lotto 5-4-3-2-1. Uair ar bith a thit dáta crannchuir ar an 13ú lá den mhí, má tarraingfodh uimhir 13 i gcrannchuir Lotto 5-4-3-2-1 nó Lotto 5-4-3-2-1 Plus, dúblaíodh na duaiseanna uile. Bhí ceithre promóisean den chineál sin ann le linn na bliana i Mártá, in Aibreán, in Iúil agus i mí na Samhna. Chun 2013 a chríochnú ar bhuaicphointe, ritheadh an promóisean le huimhir 13 ar chúig oíche le linn mí na Nollag.

### EuroMillions

Lean feidhmíocht EuroMillions i 2013 ar thar-rolladh phota óir eisceachtúil i 2012, ar a n-áirítear pota óir le curfhigiúr nua de €190 milliún mí Lúnasa na bliana sin. I gcodarsnacht leis seo bhí líon níos airde de bhuanna an phota óir i 2013 ná mar a rabhthas ag súil leis, rud a raibh éifeacht dhiúltach aige ar dhíolachán sna tíortha uile EuroMillions.

Bhí díolachán de €117.8 milliún ar EuroMillions, laghdú de 10.4% ar 2012 nuair a chuir rith láidir de 17 pota óir de bheiris is €100 milliún leis an díolachán i gcomparáid le hocht bpotá óir de bheiris is €100 milliún i 2013.

Bé €42.9 milliún meán-luach an phota óir i 2013, 23.1% níos ísle ná an luach chéanna de €55.8 milliún i 2012.

I 2013, thit díolachán comhionlán EuroMillions agus EuroMillions Plus don bhliain go €158.6 milliún ó €176.1 milliún an bhliain roimhe sin.

D’éisigh go maith le himreoirí EuroMillions in Éirinn i 2013, nuair a bhuaigh meán-fhigiúr de 89,169 duaiseanna airgid gach seachtain. Bhuaigh 11 díobh seo duais Match 5 + 1 Lucky Star agus gan an pota óir á chailliúint acu ach le huimhir amháin.

Mí an Mheithimh, roinn imreoir Éireannach pota óir EuroMillions de €188 milliún, an ceann ba mhó le linn na bliana, le himreoir Beilgeach. €93,968,807 an duine a rugadar abhaile leo. Ceannaíodh ticéad Éireannach an bhua i siopa Mace, Bóthar Sheantalaímh, Beaumont, Baile Átha Cliath 9, rud ba chúis le han-chorraíl don ghníomhaire, do na custaiméirí agus do na himreoirí.

Ansin mí Mheán Fómhair, bhí bua den scoth eile ann i bPort Láirge nuair a bhuaigh fear óg ón oirdheisceart a sciar de phota óir EuroMillions de €25.6 milliún. Rug sé abhaile leis €12,801,494 ón ticéad a cheannaigh sé in Ardkeen Superstores, Bóthar an Dúin Mhóir, Cathair Phort Láirge.

**Kilbeggan Shamrocks GAA Club in Westmeath is a thriving hub of activity, particularly since the addition of an AstroTurf pitch with floodlights. This pitch was assisted by National Lottery funding, through the Department of Transport, Tourism and Sport.**

**Mol ceart gníomhaíochta é Club CLG – Seamróga Chill Bheagáin go háirithe ó cuireadh páirc AstroTurf maille le tuilsoilse leis. Fuarthas tacaíocht don pháirc seo ó mhaoiniú an Chrannchuir Náisiúnta tríd an Roinn Iompair, Turasóireachta agus Spóirt.**

## **Kilbeggan Shamrocks GAA Club**

The Kilbeggan Shamrocks Club is over 100 years old and has over 150 members. The new AstroTurf pitch has been used for TRX training, Youthreach activities and events for senior members. It is also used for junior and senior play when Kilbeggan's main pitch is not available. Games can now continue at night because of the addition of floodlights. Plans are also underway for a 5-week camp for junior club members across the summer months.

## **Club CLG – Seamróga Chill Bheagáin**

Tá Club CLG – Seamróga Chill Bheagáin breis is 100 bliain d'aois agus tá os cionn 150 ball ann. Tá úsáid bainte as an bpáirc AstroTurf d'oiliúint TRX, d'imeachtaí Youthreach agus d'imeachtaí do bhaill aosacha. Úsáidtear í freisin d'imirt shóisearch agus shinsearach nuair nach mbíonn fáil ar phríomh-pháirc Chill Bheagáin. Is féidir anois leanúint leis na cluichí istoíche i ngeall ar na tuilsoilse a bheith curtha isteach. Tá pleananna á gceapadh anois do champa 5-seachtaíne do bhaill shóisearch an chlub thar míonna an tsamhraidh.





These two EuroMillions jackpot wins further demonstrated how lucky players in Ireland are when it comes to winning big EuroMillions jackpots. In 2013 alone, our players won over €165 million in prizes, and raised millions of euros for Irish good causes.

There were three special EuroMillions draws in 2013, where the jackpot was guaranteed at a minimum of €100 million. These were held in March, June and November.

### EuroMillions Plus

Given its close association with the performance of the EuroMillions game, sales of EuroMillions Plus were also down, from €44.6 million in 2012 to €40.7 million in 2013. 77% of EuroMillions players also played the Plus game, compared to 76% in 2012.

During the year EuroMillions Plus players shared €22.1 million in prizes, with 26 top prize winners of €500,000, including two winners playing online.

### Scratch Card Games

Sales of Scratch Cards, including online Instant Win Games, continued the successful trend of recent years, with a further 2.5% increase in sales from €163.5 million in 2012 to €167.7 million in 2013. Since 2010, sales of these games have grown by €14.6 million and in 2013, reached the second highest level ever.

The growth in Scratch Card games was facilitated by increased player participation, up from 17% in 2012 to 19% in 2013. During the year, 24 creative Scratch Card games were launched including Mr Bean, ChipMunx Cash and Elvis. Prices ranged from €1 to €10, whilst the value of instant cash prizes to be won ranged from €2 to €200,000.

The All Cash group of games was the most popular Scratch Card game category in 2013, including the new €10 All Cash Spectacular game. All Cash Gold was the most popular individual game with sales of €38.4 million while the biggest seller in terms of unit sales was All Cash €1 which sold 23.9 million tickets.

The prize fund on Scratch Card games was €111.1 million in 2013, up 3.6% from €107.2 million in the previous year. Players enjoyed a 66% payout on Scratch Card games with prizes such as hampers, chocolates, shopping vouchers and Easter Eggs along with an incredible €100 million in instant cash wins.

Léirigh an dá bhua phota óir EuroMillions seo arís an t-ádh a bhíonn le himreoirí in Éirinn nuair is gnóthú photaí móra óir EuroMillions a bhíonn i gceist. I 2013 amháin, bhuaign ár n-imreoirí breis is luach €165 milliún de dhuaiseanna agus ghnóthaigh siad na milliún euro do dhea-chúiseanna Éireannacha.

Bhí trí chranncur speisialta EuroMillions ann i 2013, nuair a bhí pota óir ráthaithe le híosmhéid de €100 milliún ann. Reáchtáladh iadsan mí an Mhárta, mí an Mheithimh agus mí na Samhna.

### EuroMillions Plus

Nuair a chuirtear san áireamh an gaol gairid atá aige le cluiche EuroMillions, bhí titim fosta ar dhíolachán EuroMillions Plus ó €44.6 milliún i 2012 go dtí €40.7 milliún i 2013. D'imir 77% d'imreoirí EuroMillions an cluiche Plus chomh maith i gcomparáid le 76% i 2012.

Roinneadh luach €22.1 milliún de dhuaiseanna ar imreoirí EuroMillions Plus le linn na bliana ar a n-áirítear 26 buaiteoir barr-dhuaise de €500,000, agus beirt díobh seo tar éis an cluiche a imirt thar an idirlón.

### Cluichí Scríobchártaí

Lean an díolachán ar cluichí Scríobchártaí, ar a n-áirítear Cluichí Tob-Bhua ar líne, dá chlaonadh rathúil le blianta beaga anuas nuair a bhain siad amach ardú eile de 2.5% ar dhíolachán ó €163.5 milliún i 2012 go dtí €167.7 milliún i 2013. Ó 2010, tháinig fás €14.6 milliún ar dhíolachán na gcluichí seo agus i 2013, shroicheadar an dara leibéal a b'airde riagh.

Chabhraigh ranpháirtíocht méadaithe na n-imreoirí leis an bhfás ar na cluichí Scríobchártaí le méadú ó 17% i 2012 go dtí 19% i 2013. Le linn na bliana, seoladh 24 cluiche cruthaitheach Scríobchártaí ar a n-áirítear Mr Bean, ChipMunx Cash agus Elvis. Bhí raon praghnsanna orthu ó €1 go €10, agus bhí raon de thob-duaiseanna airgid ar fáil ó €2 go dtí €200,000.

Bé fine cluichí All Cash na cluichí Scríobchártaí ba mhó élimh i 2013, an cluiche nua €10 All Cash Spectacular san áireamh. Bé All Cash Gold an cluiche aonair ba mhó élimh agus díolachán de €38.4 milliún air agus bé All Cash €1 a b'fhearr a raibh ceannach air i dtéarmaí díolacháin aonad agus díoladh 23.9 milliún ticéad.

Bhí duais-chiste de €111.1 milliún ann do na cluichí Scríobchártaí i 2013, méadú 3.6% ó €107.2 milliún an bhliain roimhe sin. Bhain na himreoirí taibhe as 66% de ráta íoctha amach ar na cluichí Scríobchartaí agus bhí ciseacha, sealáidí, dearbháin siopadóireachta agus Uibheacha Cáscá ar fáil le hais figiúr dochreidte de €100 milliún de thob-duaiseanna airgid.

## TV Game Shows

The National Lottery's TV Game Shows – Winning Streak and Big Money Game – remained popular with players, with viewership figures regularly in RTÉ's top 10 watched programmes for 2013. Between them, these games generated sales of €42.1 million.

During the year, 299 players won just over €10 million in prizes on Winning Streak and €2.8 million on Big Money Game. Along with cash prizes, 60 holidays and 39 cars were won on TV Game Shows in 2013. In September, 39 lucky Big Money players and their guests travelled to New York on the trip of a lifetime in the company of Game Show host Brian Ormond. As well as the trip a payment of €2,500 spending money made this a fantastic experience for players.

Jerry Rooney from Coolaney, Co. Sligo was the biggest winner of the year on Winning Streak, winning €304,200 in March. Big Money Game had its biggest winner of the season in June when €143,000 was won by David Whelan from Dungarvan, Co. Waterford.

## Millionaire Raffle

We have been running the successful limited edition Millionaire Raffle Game over several years now and in 2013 concentrated on the most popular festive occasions, Easter and Christmas.

These two raffles generated sales of €9.4 million between them, with the Christmas Raffle selling out early.

The 180,000 limited edition Easter Millionaire tickets were popular as gifts for Valentine's Day, Mother's Day and Easter itself, while a further 300,000 Millionaire Raffle tickets were bought in the run-up to Christmas and the New Year.

2,814 Millionaire Raffle players shared €4.8 million in prizes, including the two top millionaire winners. The €1 million Easter Raffle winner was a man from Co. Westmeath who bought his ticket in Centra, Navan, Co. Meath.

On New Year's Eve, another Westmeath man was the lucky winner of the top €1 million Christmas Raffle prize when his ticket was drawn live on RTÉ One as part of New Year's Eve Live – The Ultimate Gathering, broadcast from College Green in Dublin. The lucky ticket was purchased in Tesco, Mullingar, Co. Westmeath.

There were also two winners of the €250,000 prize and six winners of €100,000 across the two Millionaire Raffle draws during 2013.

## Seóchluichí Teilifíse

Bhí an-tóir i measc imreoirí ar Sheóchluichí Teilifíse an Chrannchuir Náisiúnta - Winning Streak agus Big Money Game – agus lucht féachana go rialta acu a d'fhág iad i measc an 10 gclár ba mhó lucht féachana ar RTÉ i 2013. Eatarthu ghní na cluichí díolachán de €42.1 milliún.

Le linn na bliana, bhuaign 299 imreoir díreach os cionn luach €10 milliún de dhuaiseanna ar Winning Streak agus €2.8 milliún ar Big Money Game. Anuas ar na duaiseanna airgid, buadh 60 saoire agus 39 gluaisteán ar na Seóchluichí teilifíse i 2013. Mí Mheán Fómhair thaisteal 39 buaiteoir ádhúil d'imreoirí Big Money, maille lena n-aionna, go dtí Nua-Eabhrach ar thuras na haonuaire, agus láithreoir an tseóchluiche, Brian Ormond, ina gcuideachta. Anuas ar an turas féin, d'fhág íocaíocht de €2,500 mar airgead póca gur eachtra dhodharmadta a bhí ann do na himreoirí.

Bé Jerry Rooney ó Chúil Áine, Co. Shligigh, an buaiteoir ba mhó ar Winning Streak le linn na bliana, nuair a bhain sé €304,200 mí an Mhárta. Ba i mí an Mheithimh a bhí an buaiteoir ba mhó le linn an tséasúir ag Big Money Game nuair a bhain David Whelan ó Úllord de Faoite, Dún Garbhán, Co. Phort Láirge, €143,000.

## Millionaire Raffle

Táimid le tamall maith de bhlianta anois ag reáchtáil cluiche an eagrán teoranta den Millionaire Raffle rathúil agus i 2013 dhíríomar ar na hócáidí féiltíúla is mó élimh, an Cháisc is an Nollaig.

Ghní an dá chrannchur seo díolachán de €9.4 milliún idir eatarthu agus díoladh amach Crannchur na Nollag go luath.

Bhí an-tóir ar an 180,000 ticéad d'eagrán teoranta na Cásca mar fhéiríni do Lá San Vailintín, do Lá na Máthar agus don Cháisc fhéin, agus ceannaíodh 300,000 ticéad do Millionaire Raffle sna laethanta roimh an Nollaig is an Athbhliaín.

Roinneadh luach €4.8 milliún de dhuaiseanna ar 2,814 imreoir Millionaire Raffle, ar a n áirítéar beirt bhuaiteoir a bhain milliún an duine. Fear ó Cho. na hIarmhí, a cheannaigh a thicéad i siopa Centra, An Uaimh, Co. na Mí, a bhuaign an duais de €1 milliún um Cháisc.

Ansin ar Oíche na Seanbhliana, bhí fear eile ón Iarmhí ina bhuaiteoir ádhúil de bharr- dhuais €1 milliún i gCrannchur na Nollag nuair a tarraingíodh a thicéad beo ar RTÉ a hAon mar chuid den chlár New Year's Eve Live – The Ultimate Gathering, a craoladh ó Fhaiche an Choláiste i mBaile Átha Cliath. Ceannaíodh ticéad an áidh i siopa Tesco, An Muileann gCéarr, Co. na hIarmhí.

De bhreis air sin bhí beirt bhuaiteoir den duais de €250,000 agus seisear buaiteoir den duais de €100,000 thar an dá chrannchur Millionaire Raffle le linn 2013.

## TellyBingo

Sales of the popular TellyBingo game were €17.1 million, compared to €17.3 million in 2012.

Players benefited from increased prizes to a total of €13.3 million including a number of special promotions throughout the year. There were 26 Snowball winners, the largest of which was a Co. Cavan based player who won €90,000 in May on a ticket bought in Costcutter, Lisduff, Kells, Co. Meath.

Eight TellyBingo promotions ran throughout the year including additions of a €50,000 cash bonus to the Snowball prize in May and special car prizes for Snowball winners in February and December. There were also seasonal promotions for Valentine's Day and Halloween, whilst lucky number 13 promotions ran on 13 June, 13 September and 13 December. All prizes except the Snowball, were doubled if the number 13 was drawn.

## Daily Million

Sales of Daily Million and Daily Million Plus amounted to €21.9 million in 2013. On average, 82% of Daily Million players also played the Daily Million Plus game where players can win prizes up to €500,000 for as little as 50 cents.

Players of these games shared winnings of €12.2 million representing a 55% prize payout level.

There were three new Daily Million millionaires created during 2013. The winning tickets were sold by Aherne's Newsagency, Thurles, Co. Tipperary, Garvey's SuperValu, Listowel, Co. Kerry and Eurospar, Newpark Shopping Centre, Kilkenny.

In addition, six players won the top €500,000 prize on Daily Million Plus from tickets bought in Ballina, Co. Mayo; Ballinasloe, Co. Galway; Galway City; Crumlin, Dublin; Waterford City and Moate, Co. Westmeath.

## Play Online

Online play was the fastest growing area of our business in 2013 notwithstanding the cumbersome registration and advertising constraints. Throughout the year, our player base grew by a further 17,000 players to 57,000 registered online players at the year end, a 42.5% increase on 2012.

Sales were up 30% to €11.3 million, with €10 million of this amount accounted for by draw games and the remaining €1.3 million by Instant Win Game sales. 16 new Instant Win Games were launched during the year, bringing the total number of games in the online portfolio to 49.

## TellyBingo

Bhí dhíolachán de €17.1 milliún ar an gcluiche mó-r-éilimh, TellyBingo, i gcomparáid le €17.3 milliún i 2012.

Bhain na himreoirí buntáiste le linn na bliana as duais-chiste méadaithe le hiomlán de €13.3 milliún, ar a n-áirítear roinnt promóisean speisialta. Bhí 26 buaiteoir Snowball ann. Imreoir atá lonnaithe i gCo. an Chabhán a bhain an duais ba mhó de €90,000 mí na Bealtaine le ticéad a ceannaíodh i siopa Costcutter, an Lios Dubh, Ceanannas, Co. na Mí.

Reáchtáladh ocht bpromóisean TellyBingo le linn na bliana ar a n-áirítear bónas de €50,000 de dhuais airgid a cuireadh leis an duais Snowball mí na Bealtaine agus duaiseanna speisialta de charranna do bhuaiteoirí Snowball mí Feabhra agus mí na Nollag. Bhí promóisin shéasúracha ann do Lá San Vailintín agus d'Óche Shamhna agus reáchtáladh promóisin d'uimhir ádhúil 13 ar 13 Meitheamh, 13 Meán Fómhair agus 13 Nollaig. Dúblaíodh na duaiseanna uile, cé is moite den Snowball, má tarraingíodh uimhir 13.

## Daily Million

Bhí dhíolachán de €21.9 milliún ar Daily Million agus ar Daily Million Plus i 2013. Mar mheán, imríonn 82% d'imreoirí Daily Million cluiche Daily Million Plus freisin mar ar féidir le himreoirí duaiseanna suas le €500,000 a bhuachan ar shuim chomh beag le 50 cent.

Roinneadh duaiseanna dar luach €12.2 milliún ar imreoirí na gcluchí seo, arbh ionann é agus ráta íoctha amach duaise de 55%.

Cruthaíodh triúr milliúnaí nua Daily Million le linn 2013. Díoladh ticéid an bhua i Siopa Nuachta Aherne, Durlas, Co. Thiobraid Arann, siopa Supervalu Uí Ghairbhith, Lios Tuathail, Co. Chiarraí agus siopa i Eurospar, Ionad Siopadóireachta na Páircé Nua, Cill Chainnigh.

De bhreis air sin, bhuaigh seisear buaiteoir an bharr-dhuais de €500,000 ar Daily Million Plus le ticéid a ceannaíodh i mBéal an Átha, Co. Mhaigh Eo; Béal Átha na Sluaighe, Co. na Gaillimhe; Cathair na Gaillimhe; Cromghlinn, Baile Átha Cliath; Cathair Phort Láirge agus An Móta, Co. na hIarmhí.

## Imir Ar Líne

Bhí imirt ar líne ar an raon ba thapúla fáis dár ngató i 2013 in ainneoin na srianta ciotrúná cláraithe agus fógraíochta. Le linn na bliana, d'fhás ár mbunachar imreoirí le 17,000 imreoir breise go dtí 57,000 imreoir cláraithe ar líne faoi dheireadh na bliana – méadú 42.5% ar fhigiúr 2012.

Bhí ardú 30% ar dhíolachán go dtí €11.3 milliún. Cluichí crannchuir ba bhun le €10 milliún den tsúim seo agus ba dhíolachán ar chluichí thob-bhuachana ba chionsiocair leis an €1.3 milliún eile. Seoladh 16 Cluiche nua Tob-Bhuachana le linn na bliana, rud a fhágann go bhfuil iomlán de 49 cluiche inár bpunann ar líne anois.



There were scenes of jubilation at National Lottery offices as colleagues from the medical device manufacturing company VistaMed, based in Rooskey, Co. Leitrim, won a €2 million Lotto jackpot in October 2013.

Bhí ollghairdeas le sonrú in oifigí an Chraonchuir Náisiúnta nuair a bhuaigh comhgleacaithe ó chuideachta Vistamed, a dhéanann feistí leighis, agus atá bunaithe i Rúscaigh, Co. Liatroma, €2 milliún de phota óir Lotto mí Dheireadh Fómhair 2013.

B'íad na himreoirí ar líne ba mhó duaise le linn na bliana ná beirt bhuaiteoir barr-dhuaise EuroMillions Plus a bhain €500,000 an duine. Imreoir ó Lár Tíre a bhain an duais mí na Bealtaine agus imreoir ó Bhaile Átha Cliath a bhain ceann mí na Samhna. Bhí roinnt buaiteoir Lotto Match 5+Bonus a bhain €25,000 an duine agus ceathrar buaiteoir Daily Million a bhuaigh €10,000 an duine freisin. Bé an buaiteoir ar líne ba mhó go nuige seo ná grúpa clainne ó Chorcaigh a bhuaigh €5,513,556 mí Feabhra 2010.

The biggest online winners of the year were two EuroMillions Plus top prizes of €500,000 each. These were won by players from the Midlands in May and Dublin in November. We also had a number of Lotto Match 5+Bonus winners of €25,000 and four Daily Million game winners of €10,000 each. The biggest online winner to date was a family in Cork who won €5,513,556 in February 2010.

## Operations

The scale of the National Lottery is brought home by the statistics around its operations. In 2013, over 226 million individual transactions were processed and our staff managed a total of 1,671 draws up from 1,496 in 2012, with 32 draws now taking place every week.

Total operating expenses for the year were €96.6 million, down 6.5% from €103.4 million in the previous year. The largest of these expenses was agents' commission which at €42.1 million represented 6% of total sales.

## Oibríochtaí

Is féidir scála an Chraonchuir Náisiúnta a mheas ach na staitisticí a bhaineann lena chuid oibríochtaí a bheithimí. I 2013 bhí os cionn 226 milliún idirbheart ar leith próisithe agus stiúir ár bhfoireann ionmlán de 1,671 crannchur – méadú ó 1,496 i 2012 – agus bhí 32 crannchur ann gach seachtain.

Bhí ionmlán €96.6 milliún de chostais oibríochta ann sa bhliain, laghdú 6.5% ó €103.4 milliún an bhliain roimhe. Bé coimisiún na ngníomhairí an ceann ba mhó díobh seo agus, ar costas €42.1 milliún, b'ionann é agus 6% den díolachán ar fad.

Reflecting an ongoing focus on cost control, administrative costs for 2013 were reduced to €18.5 million from €19.1 million in 2012 and equate to 2.7% of sales.

The number of retail agents during the year was 3,745 compared to 3,744 in 2012. Our investment in installing digital display screens in agents' premises continued in 2013, with a further 316 screens installed, bringing the total number of agents with this facility to 2,158. These large display screens are an effective means of communicating real-time jackpot details and other National Lottery game information directly to our players at the point of purchase.

We also continued to invest in developing our website and the annual number of visits was again over 20 million in 2013. The trend towards mobile access via mobile phone and tablets to our website continued upwards during the year from 25% in 2012 to 41% in 2013.

Our Facebook community continued to grow ahead of target, reaching 120,000 fans by the end of December 2013. Our ranking also improved during the year as the National Lottery page moved to 30th of all Irish Facebook pages for brands by year end, up from 38th in the previous year. We were delighted that a special Peggy's Pad competition designed to promote the €100 million EuroMillions jackpot won 'Best Social Media Campaign' at the 2013 Bord Gáis Energy Social Media Awards.

The successful launch of Daily Million also won a number of high profile marketing awards during the year including 'Best Integrated Campaign' at the An Post Direct Marketing Awards and 'Finalist for the Integrated Marketing Award' at the All Ireland Marketing Awards. In addition, Daily Million won the 'Best Outdoor Campaign' at the Checkout Awards and 'Best Press Ad' at the National Newspapers of Ireland Awards, whilst the Lotto proposal ad as part of the 'What's The First Thing You Would Do' campaign won a Silver Award at the Love Radio Awards.

Mar thoradh ar an mbéim leanúnach ar chostais a shrianadh, laghdaíodh na costais riarrachán i 2013 go dtí €18.5 milliún ó €19.1 milliún i 2012. B'ionann iad agus 2.7% den díolachán.

Bé lón iomlán na ngníomhairí miondíola le linn na bliana ná 3,745 i gcomparáid le 3,744 i 2012. Leanamar d'ár n infheistiú trí scáileán taispeána digiteacha a chur isteach in áitribh ár ngníomhairí i 2013. Suiteáladh 316 scáileán breise, rud a fhágann lón iomlán na ngníomhairí leis an áis seo anois ag 2,158. Bealach éifeachtach iad na scáileáin seo chun faisnéis fhíora faoi photaí óir agus eolas eile faoi chluichí an Chrannchuir Náisiúnta a chur i láthair ár n-imreoirí ag an ionad ceannaigh.

Leanamar fosta de bheith ag infheistiú i bhforbairt ár suíomh gréasán agus arís eile bhí 20 milliún amas air le linn na bliana. Leanadh den chlaonadh i dtreo rochtain mhóibíleach ár suímh gréasán trí theileafóin mhóibíleacha agus trí tháibléid le linn na bliana le hardú ó 25% i 2012 go dtí 41% i 2013.

Lean ár gcomhlúdar Facebook de bheith ag fás ag ráta a sháraigh ár sprioc agus sroicheadh lín 120,000 de lucht leanúna faoi dheireadh mhí na Nollag 2013. Bhí feabhas chomh maith ar ár rangú le linn na bliana nuair a d'ardaigh leathanach an Chrannchuir Náisiúnta go dtí an 30ú háit ón 38ú háit do leathanaigh Facebook Éireannacha do bhrandaí. Bhí ríméad orainn gur bhuaigh comórtas speisialta Peggy's Pad, a ceapadh chun pota óir EuroMillions de €100 milliún a chur chun cinn, duais don Fheachtas is Fearr ar na Meáin Shóisialta ag Bronnadh Fhuinneamh Bhord Gáis do na Meáin Shóisialta i 2013.

Bhuaigh seoladh rathúil Daily Million roinnt duaiseanna iomráiteacha margáiochta le linn na bliana ar a n áirítear an 'Feachtas is Fearr Comhtháite' ag Bronnadh Duaiseanna Margáiochta Dírí An Phoist agus 'Iomaitheoir Ceannais don Duais Margáiochta Dírí' ag Craobh na hÉireann do Dhuaiseanna Margáiochta. Anuas air sin, bhuaigh Daily Million an 'Feachtas is Fearr Faoin Aer' ag Bronnadh Duaiseanna Seiceála Amach agus an 'Fógra Preas is Fearr' ag Bronnadh Duaiseanna Nuachtáin Náisiúnta na hÉireann. Bhuaigh an fógra taigthe Lotto mar cuid den fheachtas 'Cad é an Chéad Rud a Dhéanfá-sa' Duais Airgid ag Bronnadh Duaise Gráimis Raidió.

Daily Million, including the Daily Million Plus game, achieved sales of €21.9 million in its first full year.

Bhí díolachán de €21.9 milliún ar Daily Million (Daily Million Plus san áireamh) ina chéad bhliain.

€21.9  
million

## **Corporate Responsibility**

Implementation of our Responsible Gaming policy remains the cornerstone of the National Lottery's approach to Corporate Responsibility.

Promoting responsible gaming is a core value of the National Lottery. To protect vulnerable groups and prevent underage play, we adhere to the policies and guidelines enshrined in the European Lotteries and World Lottery Association's Responsible Gaming Standards. Our primary aim is to establish, maintain and improve our responsible gaming programmes, based on prevention and education, thus minimising any possible risk to society.

Our commitment to the highest standards of responsible gaming continues to be recognised at European and international level. Following a successful continuous assessment audit in May 2013, we continue to be aligned with European Lotteries Responsible Gaming Standards and World Lottery Association Responsible Gaming Framework.

Further information on the National Lottery's responsible gaming initiatives is available in our Responsible Gaming report on our website.

## **Good Causes**

The National Lottery's mission is to operate a world class lottery raising funds for good causes on behalf of the Government and we are proud to have delivered on this objective again in 2013, raising a further €205.9 million for good causes.

Since the National Lottery was launched, €4.4 billion has been raised with over 30% of all National Lottery sales funding good causes around the country.

These funds have made a significant difference to communities, projects and individuals in the areas of Youth, Sports, Recreation, Amenities, Health, Welfare, Arts, Culture, National Heritage and the Irish Language. During 2013, we continued to highlight the level and positive impact of funds raised by featuring beneficiary projects on TV Game Shows, in The Spark – our good causes newsletter - and on the National Lottery website.

We're delighted that the signing of the new licence will provide an additional €405 million for the Government with around half of this money going towards the much needed National Children's Hospital and the remainder to other job-rich projects including the Wild Atlantic Way, the 1916 Commemoration and the National Sports Campus.

## **Freagracht Chorparáideach**

Leanann ár bPolasaí faoi Chluichíocht Fhreagrach de bheith mar chloch bhunaidh ag cur chuige an Chranncuir Náisiúnta i leith Fhreagracht Chorparáideach.

Bun-luach é ag an gCrannchur Náisiúnta cluichíocht fhreagrach a chur chun cinn. Chun grúpaí soghonta a chosaint agus chun imirt faoi bhun aoise a chosc cloífidim go dlúth leis na polasaithe agus leis na treoirínté atá cuimsithe sa European Lotteries and World Lottery Association's Responsible Gaming Standards. Tá sé mar chéad aidhm againn cláir fhreagracha cluichíochta a bhunú, a choinneáil agus a fheabhsú agus iad bunaithe ar chosc is ar oideachas, agus ar an tsúl sin aon bhaol don sochaí a íoslachdú.

Leantar de bheith ag aithint ár dtiomantas do na caighdeán is airde cluichíochta freagraí ar leibhéal Eorpach is ar leibhéal idirnáisiúnta. I ndiaidh iniúchadh meastóireachta, inar éirigh linn, mí Bealtaine 2013, leanaimid de bheith ag teacht le na European Lotteries Responsible Gaming Standards agus leis an World Lottery Association Responsible Gaming Framework.

Tá eolas breise faoi thionscnaimh an Chranncuir Náisiúnta um chluichíocht fhreagrach le fail inár dtuairisc ar Chluichíocht Fhreagrach ar ár suíomh gréasáin.

## **Dea-Chúiseanna**

Is é misean an Chranncuir Náisiúnta ná crannchur de chaighdeán domhanda a reáchtáil agus cistí a ghnóthú do dhea-chúiseanna thar ceann an Rialtais agus is ábhar bróid dúinn go ndearnamar é sin athuair i 2013 nuair a ghnóthaíomar €205.9 milliún breise eile le déileadh.

Ó seoladh an Crannchur Náisiúnta bailíodh ós ciomb €4.4 milliún agus d'ímigh os ciomb 30% den díolachán ar mhaoiniú dhea-chúiseanna ar fud na tíre.

Rinne na cistí seo an-difríocht do phobail, do thionscadail agus do dhaointe aonair i réimsí dála Óige, Spóirt, Fóillíocht, Áiseanna, Sláinte, Leas Sóisialta, na hEalaíona, Cultúr, an Oidhreacht Náisiúnta agus an Ghaeilge. Le linn 2013, d'fhéachamar le leibhéal agus le héifeacht dhearfach na gcistí seo a aibhsíú trí mhíreanna ar thionscadail thairbhíocha a léiriú ar ár Seóchluichí Teilifíse agus i The Spark – ár nuachtlitir do dhea-chúiseanna – agus ar shuíomh gréasáin an Chranncuir Náisiúnta.

Is ábhar ríméid dúinn go gcuirfidh síniú an cheadúnais nua €405 milliún breise ar fáil don Rialtas. Rachaidh thart ar leath an airgid seo ar an Ospidéal Náisiúnta do Leanaí, a bhfuil géarghá leis, agus caithfear an chuid eile ar thionscadail le mórán jabanna dála Slí an Atlantaigh Fhiáin, Comóradh 1916 agus an Campas Náisiúnta Spóirt.



Lucky couple Carol Loran and Kevin Geoghegan from Mullingar, Co. Westmeath scooped a massive €10,651,567 Lotto jackpot in May 2013. They bought their winning €4 Quick Pick ticket in Tesco, Mullingar, Co. Westmeath.

Bhailigh lánún ádhúil, Carol Loran agus Kevin Geoghegan, ón Muileann gCéarr, Co. na hIarmhí, sláin airgid de €10,651,567 sa phota óir Lotto mí na Bealtaine 2013. Cheannaigh siad an ticéad Quick Pick ar €4, a bhuaigh, i siopa Tesco, An Muileann gCéarr, Co. na hIarmhí.





## The Future

We have a number of priorities for 2014.

Internet and mobile play will be an important area for the future development of the National Lottery and will have a strong focus in 2014. Under the terms of the new National Lottery Act, the registration process for online play has been modified and we are now in a position to market this channel directly to players. This will enable us to provide choice for our players in the channel they wish to play our games.

We will also continue to seek the input of our players as we develop and evolve our portfolio of National Lottery games.

Similarly we will work with our EuroMillions partners to develop international games, including ongoing consideration of the appropriate timing and format for a new international game and exciting promotions.

All our new game developments will be implemented in a socially responsible manner with the objective of ensuring games are entertaining and exciting for our players, thus optimising funds generated for good causes.

Alongside our business development initiatives, we will be supporting Premier Lotteries Ireland, the new National Lottery operating company, in transitioning seamlessly to new state of the art technology over the course of 2014. This technology, along with the existing plans of Premier Lotteries Ireland, will ensure the National Lottery will continue to grow and develop, providing substantial funds for good causes over the next 20 years for the benefit of Ireland's future generations.

## A bhfuil Romhainn amach

Tá roinnt tosaíochtaí againn do 2014.

Beidh ról tábhachtach ag imirt Idirlín agus mhóibíleach i bhforbairt an Chranncuir Náisiúnta amach anseo agus difreofar go géar orthu i 2014. Faoi réir théarmaí an Achta nua um Chranncuir Náisiúnta, tá leasú déanta ar an bpróiseas d'imirt ar líne agus táimidanois sa rocht go dtig linn an cainéal seo a thairiscint go díreach do na himreoirí. Cuirfidh sé seo ar ár gcumas rogha a chur ar fáil do na himreoirí ar an gcainéal ar ar mian leo ár gcluichí a imirt.

Leanfaimid freisin de bheith ag lorg a n ionchur ónár n-imreoirí de réir mar a dhéanfaimid ár bpunann de chluichí Crannchuir Náisiúnta a fhorbairt is a éabhlóidiú.

Ar an dóigh chéanna, oibreomíd lenár bpáirtithe ar EuroMillions chun cluichí idirmáisiúnta a fhorbairt maille le breithniúchán leanúnach ar thráthúlacht is ar fhormáid chluiche nua idirmáisiúnta agus promóisin chorraitheacha.

Cuirfear aon fhorbairt ar ár gcluichí nua i bhfeidhm go freagrach go sóisialta agus í mar aidhm againn go mbeidh na cluichí siamsúil agus floschach d'ár n-imreoirí agus, ar an dóigh dir, ag baint barr feabhas as na cistí a thuillfear do dhea-chúiseanna.

Taobh lenár dtosaíochtaí forbartha gnó, beimid ag tacú le Premier Lotteries Ireland, an chuideachta nua oibríochta don Chranncuir Náisiúnta, chun trasdul gan uaim a dhéanamh chuig teicneolaíocht úrscothach le linn 2014. Cinnteoidh an teicneolaíocht seo, anuas ar phleananna reatha Premier Lotteries Ireland, go leanfaidh an Crannchuir Náisiúnta de bheith ag fás is ag forbairt, agus maoiniú leordhóthaineach á sholáthar aige do dhea-chúiseanna thar an fiche bliain atá romhainn amach chun leasa na nglún atá le teacht.

**Dermot Griffin**

Chief Executive / Príomhfheidhmeannach  
25 March, 2014 / 25 Márta, 2014

**James Kingston from Dunmanway, Co. Cork, has benefited from the support of Autism Assistance Dogs Ireland (AADI) a national charity providing highly trained dogs for children with autism and their families.**

**Bhain James Kingston í Dhún Mánmhaí, Co. Chorcaí, tairbhe as tacaíocht ó Autism Assistance Dogs Ireland (AADI), cumann carthanachta náisiúnta a sholáthraíonn madraí sár-oilte do pháistí a bhfuil uathachas orthu agus dá muintir.**

## **Autism Assistance Dogs**

AADI dogs have been specially trained to provide safety, independence and companionship for children with autism. Currently, 12 assistance dogs from AADI are in place with families with an additional 13 dogs placed as companion dogs, helping to alleviate the isolation felt by many.

The work of AADI has been assisted by funds from the National Lottery, through the Department of Health.

## **Madraí Cúnta Uathachais**

Tá oiliúint ar leith curtha ar mhadraí AADI chun sábháilteacht, neamhspleáchas agus comhluadar a chur ar fáil do pháistí le huathachas. Faoi láthair, tá 12 madraí a sholáthraíonn cúnamh, curtha ar fáil ag an AADI do theaghlaigh agus tá 13 madra eile curtha ar fáil mar mhadraí comhluadair – rud a mhaolaíonn na braistintí scoiteachta a mhothaíonn go leor daoine.

Faigheann obair an AADI cúnamh ó chistí an Chrannchuir Náisiúnta tríd an Roinn Sláinte.





# Board of Directors

## An Bord Stiúrtha



Left to Right | Clé go Deas:

Oliver Wilkinson  
Dermot Griffin  
Caroline Murphy  
Jack Dempsey  
Donal Connell  
Peter Quinn  
Micheál Ó Muircheartaigh

### **Oliver Wilkinson,**

Director | Stiúrthóir

Appointed 6 November, 2013; fourth term

Ceaptha 6 Samhain, 2013; ceathrú téarma

Mr. Wilkinson is a farmer in Co. Waterford and chairman of Cappoquin Community Development Company Limited. He has had a long career in local and national politics and was a member of Waterford County Council for 17 years until 2002. He was mayor of Waterford County Council in 2001/2002 and a member of Dáil Éireann from 2002 until 2007.

Feirmeoir i gCo. Phort Láirge é Oliver Wilkinson agus tá sé ina Chathaoirleach ar an Cappoquin Community Development Company Limited. Tá saolré fada caite aige sa pholaitíocht ar leibhéal náisiúnta agus leibhéal áitiúil. Bhí se ina bhall de Chomhairle Chontae Phort Láirge ar feadh 17 mbliana go dtí 2002. Bhí sé ina mhéara ar Chomhairle Contae Phort Láirge i 2001/2002 agus ba theachta é i nDáil Éireann ó 2002 go 2007.

### **Dermot Griffin,**

B.Comm., F.C.C.A.

Director | Stiúrthóir

Appointed 30 June, 2013; fifth term

Ceaptha 30 Meitheamh, 2013; cúigiú téarma

Mr. Griffin joined An Post National Lottery Company in June 2005 as Chief Operating Officer and he was appointed as Chief Executive in June 2006. He joined the Company from Vodafone Ireland where he was Commercial Director, having previously held the positions of Business Development Director and Finance Director in that company. He commenced his career with KPMG, Chartered Accountants. He is a non-executive director of Services Aux Lotteries En Europe which manages the EuroMillions game. He is also a Director of the E-services and Communications Credit Union Limited.

Chuaigh Dermot Griffin isteach i gComhlacht

Chranncur an Phoist mar Phríomhoifigeach

Oibriúchán mí an Mheithimh 2005 agus ceapadh é ina

Phríomhfheidhmeannach mí an Mheithimh 2006. Tháinig

sé isteach sa Chomhlacht ó Vodafone Ireland, áit a raibh

sé ina Stiúrthóir Tráchtála tar éis dó bheith ina Stiúrthóir

Forbartha Gnó agus ina Stiúrthóir Airgeadais roimhe

sin ag an gcuideachta úd. Thosaigh sé a shaolré oibre le

KPMG, Cuntasóirí Caire. Stiúrthóir neamh-fheidhmiúcháin



é ar Services Aux Loteries En Europe a bhainistíonn an cluiche EuroMillions. Thairis sin, is Stiúrthóir é i gComhar Creidmheasa na R-Sheirbhísí agus Cumarsáide.

**Caroline Murphy,**

BA, HDip Psych, MA Psych

Director | Stiúrthóir

Appointed 6 November, 2013; second term

Ceaptha 6 Samhain, 2013; dara téarma

Ms. Murphy is an organisational psychologist who specialises in Media and Communication Consultancy and Training and Web TV production. She is also a well-known broadcaster and can be heard presenting 'It Says in the Papers' on RTÉ's Morning Ireland. She has worked previously for RTÉ both as a producer and as a presenter of programmes on television and radio. She is a board member of the Family Support Agency and of the National Sports Campus Development Authority.

Síceolaí eagraíochta í Caroline Murphy a dhéanann sainchúram d'Obair Chomhairleachta is Oiliúna sna Meáin agus i gCumarsáid agus freisin i léiriúchán Teilifíse Gréasáin. Craoltóir aithnidíúl í chomh maith agus biónn sí le cloisteáil ar 'It Says in the Papers' ar chlár Morning Ireland ar RTÉ. Roimhe seo d'oibrigh sí do RTÉ mar léiritheoir agus mar láithreoir chlár ar an teilifís agus ar an raidió. Comhalta í de bhord na Gníomhaireachta um Thacaíocht Teaghlaigh is d'Údarás Forbartha an Champais Náisiúnta Spórt.

**Jack Dempsey,**

B.Comm., M.B.A., M.P.A.

Company Secretary | Rúnaí Cuideachta

Appointed 21 March, 2011; first term

Ceaptha 21 Marta, 2011; an chéad téarma

Mr. Dempsey joined the Post Office in 1968 as an Executive Officer in the Department of Posts and Telegraphs. During his career, he has gained wide experience in all aspects of postal operations and commercial activities, both national and international, occupying a variety of senior management positions across An Post. He was appointed as Company Secretary in March 2011.

Chuaigh Jack Dempsey chun oibre le hOifig an Phoist i 1968 mar Oifigeach Feidhmiúcháin sa Roinn Poist agus Teileagraf. Le linn a shaol oibre fuair sé taithí an-leathan ar gach gné d'oibríochtaí poist agus tráchtála, go náisiúnta is go hidirnáisiúnta, agus é ceaptha i raon de phoist shinsearacha bainistíochta in An Post. Ceapadh é ina Rúnaí Cuideachta mí an Mhárta 2011.

**Donal Connell,**

C.Eng., F.I.E.I., B.E.

Chairman | Cathaoirleach

Appointed 30 June, 2013; fourth term

Ceaptha 30 Meitheamh, 2013; ceathrú téarma

Mr. Connell is Chief Executive of An Post, having been appointed to that position in August 2006. He began his career in the Department of Post and Telegraphs and has held senior management positions in Unitrode Ireland, 3Com Ireland and Maxtor Ireland where he was General

Manager prior to joining An Post. He is an executive director of An Post and a non-executive director of Xilinx Corporation's European Board.

Is é Donal Connell Príomhfheidhmeannach an Phoist.

Ceapadh é sa phost sin mí Lúnasa 2006. Thosaigh sé a shaolré oibre sa Roinn Poist agus Teileagraf agus bhí poist bhainistíochta shinsearacha aige in Unitrode Ireland, 3Com Ireland agus Maxtor Ireland, áit a raibh sé ina Bhainisteoir Ginearálta sula ndeachaigh sé isteach in An Post. Stiúrthóir feidhmiúcháin é ar An Post agus is stiúrthóir neamh-fheidhmiúcháin é ar Bhord Eorpach Xilinx Corporation.

**Peter Quinn,**

B.Comm., F.C.A., M.B.A.

Director | Stiúrthóir

Appointed 16 February, 2012; second term

Ceaptha 16 Feabhra, 2012; dara téarma

Mr. Quinn is Chief Financial Officer of An Post, having been appointed to that position in August 2004. Prior to this, he held senior financial and strategic positions in PJ Carroll and Company plc and Monaghan Mushrooms Limited. He is a Chartered Accountant and trained in practice with KPMG.

Priomhoifigeach Airgeadais an Phoist é an tUas. Quinn agus tá sé sa phost sin ó mí Lúnasa 2004 i leith. Roimhe sin, bhí poist shinsearacha airgeadais agus straitéisearcha aige le PJ Carroll agus a Chuideachta cpt agus le Monaghan Mushrooms Limited. Cuntasóir Cairete é agus oileadh é i KPMG.

**Micheál Ó Muircheartaigh,**

N.T., B.A., B.Comm., H.D.E., D.P.A.

Director | Stiúrthóir

Appointed 30 June, 2013; eighth term

Ceaptha 30 Meitheamh, 2013; ochtú téarma

Mr. Ó Muircheartaigh is a sports journalist and was a sports commentator with RTÉ from 1949 until he retired in 2010. He is a founder member of Gaelscoil Oilibhéir serving the Blanchardstown / Clonsilla / Castleknock area of Dublin and acted as Chairman of that school board for three terms. He has served as President of Gaelscoileanna, the national organisation for Irish-medium schools and he was a member of Bord Na Gaeilge for nine years and Chairman for seven. He also served as Chairman of the Board of Guaranteed Irish for nine years.

Iriseoir spóirt é Micheál Ó Muircheartaigh agus ba thráchtairespóirt é le RTÉ ó 1949 i leith go dtí gur éirigh sé as i 2010. Duine de bhunaitheoirí Ghaeilge Oilibhéir é, scoil a fhreastalaíonn ar cheantar Bhaile Bhlaínséir / Chluain Saileach / Chaisleán Cnucha i mBaile Átha Cliath, agus chaith sé trí théarma mar Chathaoirleach ar bhord na scoile. Bhí sé ina Uachtaráin ar Ghaeilge, an eagraíocht náisiúnta do scoileanna lán-Ghaeilge. Ba chomhalta é de chuid Bhord na Gaeilge ar feadh naoi mbliana agus é ina Chathaoirleach air ar feadh seacht mbliana. Ba Chathaoirleach é chomh maith ar Bhord Guaranteed Irish ar feadh naoi mbliana.

# Management Team

## An Bhainistíocht



Left to Right | Clé go Deas:

Declan Harrington  
Nigel Scully  
Dermot Griffin  
Eddie Banville  
Peter Plunkett  
Harry Cooke



### Declan Harrington

F.C.A.  
Head of Finance  
Ceann Airgeadais

### Eddie Banville

M.Sc., MGrad, FMII  
Head of Marketing  
Ceann Margaíochta

### Nigel Scully

B.B.S., M.B.S.  
Head of Sales  
Ceannasaí Díolacháin

### Peter Plunkett

B.Sc., M. Ind. Eng.  
Head of IT  
Ceann ar TF

### Dermot Griffin

B.Comm., F.C.C.A.  
Chief Executive  
Príomhfeidhmeannach

### Harry Cooke

M.Sc.(Mgmt.), Dip. Applied Fin.  
Head of Operations  
and Corporate Affairs  
Ceann ar Oibríochtaí agus  
Gnóthaí Corparáideacha

### Company Solicitor

#### Aturnae Comhlachta

Hugh O'Reilly

### Bankers

#### Baincéirí

Bank of Ireland

### Registered Office

General Post Office,  
O'Connell Street, Dublin 1

### Auditor

#### Iniúchóir

KPMG

Chartered Accountants

### Solicitors

#### Aturnaetha

Matheson

### Oifig Chláraithe

Ardoifig an Phoist,  
Sráid Uí Chonaill,  
Baile Átha Cliath 1



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# Report of the Directors

The Directors have pleasure in submitting their twenty seventh annual report, together with the audited financial statements of the Company, for the year ended 31 December 2013, in fulfilment of their obligations under the Companies Acts, 1963 to 2013.

## 1. The Company

The Company carries on the business of operating the National Lottery under Licence from the Minister for Public Expenditure and Reform in accordance with the provisions of the National Lottery Act, 1986.

80% of the issued share capital is held by An Post and 20% is held by the Minister for Public Expenditure and Reform.

## 2. Results for the Year

The results for the year are set out on page 51.

## 3. Business Review

The information required by Section 13 of the Companies (Amendment) Act, 1986, on the development of the business and important events, is included in the Chairman's Statement and Review of Operations on pages 6 to 27.

As described therein, the Company had a substantial surplus of €206m in 2013 (2012: €225m) to the benefit of the Beneficiary Fund. This resulted from sales of €685m in 2013 (2012: €735m).

In monitoring the Company's performance, the Directors and management have regard to a range of key performance indicators (KPIs).

KPI	2013	2012
Prizes as a percentage of sales	55.9%	55.3%
Operating costs as a percentage of sales	14.1%	14.1%
Surplus earned as a percentage of sales	30.1%	30.6%
Spend per capita	€149	€160
Number of retail outlets	3,745	3,744

The above KPIs are within the terms of the Licence to operate the National Lottery.

The key risks facing the Company include the Company's significant reliance upon its IT infrastructure and retailer operations, the impact of general economic factors on the Company and the transition to the new licence operator. The Directors have developed a range of strategies to address these and other risks faced by the Company. The Corporate Governance Statement on pages 33 to 42 sets

# Tuarascáil na Stiúrthóirí

Is cús áthais do na Stiúrthóirí a seachtú tuarascáil bhliantúil is fiche a chur i láthair, maille le ráitis airgeadais iniúchta an Chomhlachta, don bhliain dar críoch 31 Nollaig 2013 agus, dá réir, a gcuid dualgas faoi fhorálacha Achtanna na gCuideachtaí 1963 go 2013 á gcomhlíonadh acu.

## 1. An Comhlacht

Ritheann an Comhlacht a ghnó chun an Crannchur Náisiúnta a reáctail le Ceadúnas ón Aire Caiteachais Phoiblí agus Athchóirithe faoi réir fhorálacha an Acharta um Chrannchur Náisiúnta, 1986.

Tá 80% den scairchaipiteal eisithe i láimha An Phoist agus tá 20% ag an Aire Caiteachais Poiblí agus Athchóirithe

## 2. Torthaí na Blíana

Tá torthaí na bliana leagtha amach ar leathanach 51.

## 3. Athbhreithniú Gnó

Tá an t-eolas a éilítear faoi réir Alt 13 d'Acht na gCuideachtaí (Leasú) 1986, ar fhorbairt an ghnó agus ar imeachtaí tábhachtacha, clúdaithe i Ráiteas an Chathaoirligh agus san Athbhreithniú Oibróchtaí ar leathanaigh 6 go 27.

Mar atá ráite ansin, bhí barrachas substaintiúil de €206m i 2013 (2012: €225m) agus cuireadh é chun leasa Chiste na dTairbhithe. D'eascair an toradh seo as díolachán de €685m i 2013 (2012: €735m).

Agus monatóireacht á dhéanamh acu ar fheidhmiú an chomhlachta, tógann na Stiúrthóirí agus an bhainistíocht aird ar raon d'eochairtháscairí feidhmiúcháin (ETFanna).

EFT	2013	2012
Duaiseanna mar chéadadán den díolachán	55.9%	55.3%
Costaí oibróchta mar chéadadán den díolachán	14.1%	14.1%
Barrachas tuillte mar chéadadán den díolachán	30.1%	30.6%
Caiteachas per capita	€149	€160
Líon na n-asraon miondíola	3,745	3,744

Tá na ETFanna thuasluaithe taobh istigh de théarmaí an cheadúnais chun an Crannchur Náisiúnta a reáctail.

Ar na heochair-rioscaí a gcaithfidh an Comhlacht aghaidh a thabhairt orthu tá chomh mór is atá an Comhlacht i dtuilleamaí a infreastreachtú TF agus a oibróchtaí miondíola, éifeacht tosca eacnamaíochta ginearálta ar an gComhlacht agus an trasdul chuirg oibreoir nua ceadúnais. Tá raon straitéisí forbartha ag na Stiúrthóirí chun plé leo seo agus le rioscaí eile a gcaithfidh an Comhlacht aghaidh a thabhairt orthu. Tá polasaithe agus cur chuige an

out the Company's policies and approach to risks and the related internal control procedures and responsibilities.

#### **4. Directors, Secretary and their interests**

The Directors of the Company are appointed by the Minister for Public Expenditure and Reform for a fixed term, usually three years, and their conditions of appointment and fees are set out in writing.

The terms of office of Donal Connell, Dermot Griffin, Micheál Ó Muircheartaigh and Peter Quinn expired on 30 June, 2013 and they were re-appointed from that date. The terms of office of Oliver Wilkinson and Caroline Murphy expired on 5 November, 2013 and they were re-appointed from that date.

The Directors and Secretary who held office at 31 December, 2013 had no interest in the shares in, or debentures of, the Company or any Group Company.

#### **5. Employees**

The Company and An Post, which provides seconded staff to the Company, are equal opportunities employers. All applications for employment are given full and fair consideration, due regard being given to the aptitude and ability of the individual and the requirements of the position concerned.

All persons are treated on equal terms as regards training, career development and promotion.

The well-being of staff working in the Company is safeguarded through the strict adherence to health and safety standards. The Safety, Health and Welfare at Work Act, 2005 imposes certain requirements in respect of staff and the Company has taken the necessary action to ensure compliance with the Act, including the adoption of a Safety Statement.

#### **6. Corporate Governance**

Maintaining high standards of corporate governance continues to be a priority of the Directors of An Post National Lottery Company. The Board has developed its corporate governance policy so as to give effect to the Code of Practice for the Governance of State Bodies issued by the Department of Finance and to apply the principles of good governance as appropriate to such an enterprise.

The Directors are accountable to the shareholders for good corporate governance and this report addresses how the relevant main and supporting principles of the Code of Best Practice for the Governance of State Bodies have been applied within An Post National Lottery Company.

Chomhlachta maidir le rioscaí agus gnáthaimh inmheánacha rialithe agus freaghrachtaí gaolmhara leagtha amach sa Ráiteas ar Rialachas Corparáide ar leathanach 33 go 42.

#### **4. Stiúrthóirí, Rúnaí agus a leas tairbhiúil**

Is é an tAire Caiteachais Poiblí agus Athchóirithe a cheapann Stiúrthóirí an Chomhlachta do thréimhse réamhshocraithe, trí bliana sa ghnáthshlá, agus leagtar amach a dtéarmaí ceapacháin agus a dtáillí i scribhinn.

Tháinig deireadh le tréimhsí oifice Donal Connell, Dermot Griffin, Mhichíl Úi Mhuircheartaigh agus Peter Quinn ar 30 Meitheamh 2013 agus athcheapadh iad ón dáta sin. Tháinig tréimhse oifice Oliver Wilkinson agus Caroline Murphy chun críche ar 5 Samhain 2013 agus athcheapadh iad le feidhm ón dáta sin.

Ní raibh leas tairbhiúil i scaireanna ná bintíúir an Chomhlachta a bhain leis nó le haon Ghrúp Chuideachta ag na Stiúrthóirí ná ag an Rúnaí a bhí in oifig ar 31 Nollaig 2013.

#### **5. Fostaithe**

Fostóirí comhdhise iad an Comhlacht agus An Post, a sholáthraíonn foireann ar shealscarúint don Chomhlacht. Cuirtear gach iarratas ar fhostaíocht san áireamh go hiomlán agus go cothrom agus tugtar aird chuí ar mhianach agus ar chumas an duine agus ar riachtanais an phoist atá i gceist.

Caitear le gach duine ar bhonn cothrom chomh fada is a bhaimeann sé le hoiliúint, le forbairt gairme agus le hardú céime.

Déantar cúram de dhea-bhail na foirne atá ag obair leis an gComhlacht trí chloí go docht le caighdeán shábháilteachta agus sláinte. Leagann An tAcht um Shábháilteachta, Sláinte agus Leas ag an Obair, 2005, dualgas áirithe i leith na foirne agus tá na céimeanna riachtanacha glactha ag an gComhlacht chun déanamh de réir an Acharta. Áirítear orthusan glacadh le Ráiteas Sábháilteachta.

#### **6. Rialachas Corparáide**

Tosaíocht é ag Stiúrthóirí Chomhlacht Chrannchur Náisiúnta an Phoist ardchaighdeán rialachais chorparáide a choinneáil. D'fhorbair an Bord a pholasaí ar rialachas corparáide le go mbeadh feidhm ag an gCód Cleachtais um Rialachas Chomhlachtaí Stáit a d'eisigh an Roinn Airgeadais agus chun feidhm a thabhairt do phrionsabail an dearialachais mar is cuí i ngnóthas mar seo.

Tá na Stiúrthóirí freaghrach do na scairshealbhóirí as dearialachas corparáide agus pléann an tuarascáil seo leis an tstí inar cuireadh i bhfeidhm na príomhphrionsabail agus na prionsabail thacaíochta ábhartha atá le fáil sa Chód Sár-Chleachtais um Rialachas Chomhlachtaí Stáit i gcás Chomhlacht Chrannchur Náisiúnta an Phoist.

## The Board

The Company is controlled through its Board of Directors. The Board's main roles are to oversee the operation of the Company, to provide leadership to the Company, to approve the Company's strategic objectives and to ensure that the necessary financial and other resources are made available to enable them to meet those objectives. The Board, which meets monthly during the year, has a schedule of matters reserved for its approval.

The specific responsibilities reserved to the Board include: setting Company strategy and approving an annual budget and medium-term projections; reviewing operational and financial performance; approving major capital expenditure; ensuring compliance with the terms of the licence to operate the National Lottery, reviewing the Company's systems of financial control and risk management; ensuring that appropriate management development and succession plans are in place; reviewing the environmental, health and safety performance of the Company; approving the appointment of the Company Secretary; and ensuring that a satisfactory dialogue takes place with shareholders.

The Board has delegated the following responsibilities to management: the development and recommendation of strategic plans for consideration by the Board that reflect the longer-term objectives and priorities established by the Board; implementation of the strategies and policies of the Company as determined by the Board; monitoring of the operating and financial results against plans and budgets; development of controls over the operation of draws; prioritising the allocation of technical and human resources; and developing and implementing risk management systems.

## The roles of the Chairman and Chief Executive

**The Chairman** leads the Board in the determination of its strategy and in the achievement of its objectives. The Chairman is responsible for organising the business of the Board, ensuring its effectiveness and setting its agenda. The Chairman facilitates the effective contribution of non-executive Directors and constructive relations between the executive Director and non-executive Directors, ensures that Directors receive accurate, timely and clear information and manages effective communication with shareholders.

**The Chief Executive** has direct charge of the Company on a day-to-day basis and is accountable to the Board for the financial and operational performance of the Company.

## An Bord

Rialaítear an Comhlacht trína Bhord Stiúrtha. Is iad príomhról an Bhoird maoirseachta a dhéanamh ar oibríochtaí an Chomhlachta, cinnireacht a sholáthar don Chomhlachta, cuspóirí straitéiseacha an Chomhlachta a fhaomhadh agus deimhin a dhéanamh de go gcuirtear ar fáil na hacmhainní riachtanacha airgeadais agus eile chun gur féidir leo na cuspóirí sin a bhaint amach. Uair sa mhí a thagann an Bord le cheile le linn na bliana. Tá sceideal ábhar atá forchoimeádta le faomhadh ag an mBord.

I measc na sainfhreagrachtaí atá forchoimeádta don Bhord tá: straitéis an Chomhlachta a cheapadh agus an buiséad bliantúil agus na réamh-mheastacháin mheántéarmacha a fhaomhadh; feidhmiú oibríoch agus airgeadais a athbhreithniú; mórchaiteachas caipil a fhaomhadh; deimhin a dhéanamh de go bhfuil téarmaí an cheadúnais chun an Crannchur Náisiúnta a reáchtáil á gcomhlíonadh; córais an Chomhlachta um rialú airgeadais agus bainistíú riosca a athbhreithniú; deimhin a dhéanamh de go bhfuil pleannanna cuí i bhfeidhm chun forbairt agus comharbaíocht na bainistíochta a chinntiú; feidhmiú an Chomhlachta ó thaobh na timpeallachta agus cúrsaí sláinte is sábháilteachta de a athbhreithniú; ceapadh Rúnaí an Chomhlachta a fhaomhadh; deimhin a dhéanamh de go mbíonn idirphlé sásúil ann leis na scairshealbhóirí.

Tá na freagrachtaí seo a leanas tarmligthe ag an mBord don bhainistíocht: pleannanna straitéiseacha, a bheadh ag teacht le cuspóirí agus le tosaíochtaí fadtéarmacha an Bhoird, a cheapadh agus a mholadh don Bhord le scrúdú; straitéisí agus polasaithe an Chomhlachta, mar atá sonraithe ag an mBord, a feidhmiú; faireachán a dhéanamh ar thortháí oibríocha agus airgeadais i gcomparáid le pleannanna agus le buiséid; córais rialithe a fhorbairt do reáchtáil na grannchur, tosaíochtaí a cheapadh do chionroinnt acmhainní daonna is teicniúla; agus córais bainistíochta riosca a cheapadh is a chur i bhfeidhm.

## Ról an Cathaoirligh agus an Phríomhfeidhmeannach

Is é **An Cathaoirleach** a threoráíonn an Bord maidir le cinneadh straitaise agus le baint amach a chuid cuspóirí. Is é an Cathaoirleach atá freagrach as gnó an Bhoird a eagrú, as a éifeacht a chinntí agus as an clár gnó a shocrú. Éascaíonn an Cathaoirleach ranpháirtíocht éifeachtach na Stiúrthóirí neamh-fheidhmiúcháin agus deachaidreamh idir iad agus an Stiúrthóir feidhmiúcháin agus ciintíonn sé go bhfaigheann na Stiúrthóirí eolas cruinn, tráthúil agus soiléir. Bainistíonn sé freisin cumarsáid éifeachtach leis na scairshealbhóirí.

Is ag an **Príomhfeidhmeannach** atá údarás díreach ar an gComhlacht ó lá go chéile agus tá sé freagrach don Bhord as feidhmiú oibríoch agus airgeadais an Chomhlachta.

### **Directors and Directors' independence**

The Board currently comprises the Chairman, four non-executive Directors and the Chief Executive. The names of the Directors together with their biographical details are set out on pages 28 and 29. The positions of Chairman and Chief Executive are held by different persons. The Board includes independent non-executive Directors who constructively challenge and help develop proposals on strategy, bring strong, independent judgement, knowledge, and experience to the Board's deliberations. These independent Directors are of sufficient calibre and number that their views carry significant weight in the Board's decision making.

The National Lottery Act, 1986, prescribes that the number of Directors of the Company shall be seven. The authority regarding selection, nomination and appointment of the Directors is directly vested with the Company's shareholders. As such, considerations such as Board composition, Board appointments and Board renewal rest with the Company's shareholders rather than with the Board.

The Chairman holds meetings with the non-executive Directors without the executive Director being present. The Board has formal procedures in place in this regard. Directors have the right to ensure that any concerns they have, which cannot be resolved, about the running of the Company or a proposed action, are recorded in the Board minutes. In addition, upon resignation, a non-executive Director will be asked to provide a written statement to the Chairman, for circulation to the Board, if they have any such concerns.

The Directors are given access to independent professional advice at the Company's expense, when the Directors deem it is necessary in order for them to carry out their responsibilities.

### **Professional development**

On appointment, all new Directors take part in an induction programme when they receive information about the Company, the role of the Board and the matters reserved for its decision, the terms of reference and membership of the Board and its principal committees, the Company's corporate governance practices and procedures, including the responsibilities delegated to Company senior management, and the latest financial information about the Company. This will typically be supplemented by meetings with key senior executives. Throughout their period in office, the Directors are continually updated on the Company's business, the competitive and regulatory environments in which it operates, corporate social responsibility matters and other

### **Stiúrthóirí agus Neamhspleáchas na Stiúrthóirí**

San am i láthair, is iad comhaltaí an Bhoird an Cathaoirleach, ceathrar Stiúrthóirí neamh fheidhmiúchán agus an Príomhfheidhmeannach. Tá ainmneacha na Stiúrthóirí mar aon lena sonraí beathaisnéise leagtha amach ar leathanach 28 agus 29. Daoine difriúla atá i bpost an Chathaoirligh agus i bpost an Phríomhfheidhmeannaigh. Áirítear ar an mBord Stiúrthóirí neamh-fheidhmiúchán neamhspleácha a cheistíonn ar bhealach dearfach moltaí faoi chúrsáí straitéise agus a bheireann leo breithiúnas láidir, neamhspleách maille le heolas agus taithí agus gnóthaí an Bhoird faoi chaibidil. Tá na Stiúrthóirí neamhspleácha lónmhar a dhóthain agus de chaighdeán sách ard le go mbeadh tionchar nach beag ag a dtuairimí ar chinntí an Bhoird.

Leagtar amach faoi fhorálacha an Acharta um Chrannchur Náisiúnta, 1986, gurb é seachtar líon na Stiúrthóirí ar an gComhlacht. Tá an t-údarás a bhaineann le roghnú, ainmniú agus ceapadh na Stiúrthóirí dílsithe i scairshealbhóirí an Chomhlachta. Baineann aon cheist, dála comhdhéanamh an Bhoird, ceapacháin ar an mBord nó athnuachan an Bhoird, le scairshealbhóirí an Chomhlachta seachas leis an mBord.

Bíonn cruinnithe ag an gCathaoirleach leis na Stiúrthóirí neamh-fheidhmiúchán gan an Stiúrthóir feidhmiúchán a bheith i láthair. Tá gnáthaimh fhoirmiúla chuige seo i bhfeidhm ag an mBord. Tá sé de cheart ag Stiúrthóirí deimhin a dhéanamh de go gcláraithear i miontuairiscí an Bhoird aon ábhar immí gan réiteach atá acu faoi reáchtáil an Chomhlachta nó faoi bheart atá molta. De bhereis air sin, iarrfar ar aon Stiúrthóir neamh-fheidhmiúchán a éiríonn as oifig, ráiteas i scríbhinn a thabhairt don Chathaoirlach, le cur thart ar an mBord, má tá aon ábhar immí aige.

Cuirtear comhairle neamhspleách phroifisiúnta ar fáil do na Stiúrthóirí ar chostas an Chomhlachta má shíleann na Stiúrthóirí go bhfuil gá lena leithéid le go bhfeadfaídís a gcuid dualgas a chomhlíonadh.

### **Forbairt Phroifisiúnta**

Arna gceapadh dóibh glacann na Stiúrthóirí nua go léir páirt i gcúrsa intreorach mar a bhfaigheann siad eolas i dtaoibh an Chomhlachta, ar ról an Bhoird agus na nithe atá forchoimeádta dá chinneadh, ar théarmaí tagartha agus ar bhallraochta an Bhoird agus phríomhchoistí an Bhoird, ar cheleachas is ar ghnáthaimh rialachais chorparáidigh an Chomhlachta, ina measc na freagrachtaí atá tarmligthe le bainisteoirí sinsearacha an Chomhlachta, maille leis an eolas airgeadais is déanaí faoin gComhlacht. De ghnáth, cuirtear leis seo trí chruinnithe le heochair fheidhmeannaigh sinsearacha. Le linn a dtréimhsí oifige coinnítear Stiúrthóirí suas chun dáta ar ghnóthaí an Chomhlachta, ar na tosca iomaíocha agus rialála faoin a bhfuil sé ag gníomhú, ar

changes affecting the Company and the lottery industry as a whole, by written briefings and meetings with senior executives. Directors are also advised on appointment of their legal and other duties and obligations as a Director, both in writing and in face-to-face meetings with the Company Secretary. They are also updated on changes to the legal and governance requirements of the Company and upon themselves as Directors.

#### **Performance evaluation**

All Directors are appointed to the Board by the Minister for Public Expenditure and Reform in accordance with Section 14 of the National Lottery Act, 1986 and their terms of office (generally three years) are set out in writing.

The Board has adopted and performed a formal process for the annual evaluation of the performance of the Board and its principal Committees. During the year, an evaluation of the performance of the Board was conducted.

#### **The Company Secretary**

The Company Secretary is a full time employee of the Company's parent company, An Post. The Company Secretary is responsible for advising the Board, through the Chairman, on all governance matters. All Directors have access to the advice and services of the Company Secretary. The Company's Articles of Association provide that the appointment and removal of the Company Secretary is a matter for the full Board.

#### **Information**

Regular reports and papers are circulated to the Directors in a timely manner in preparation for Board and Committee meetings. These papers are supplemented by information specifically requested by the Directors from time to time.

The non-executive Directors receive monthly management accounts and regular management reports and information which enables them to scrutinise the Company's and management's performance against agreed objectives.

#### **Relations with shareholders**

The Board and management maintain an ongoing dialogue with the Company's shareholders on strategic issues. In addition, under the National Lottery Act, 1986, certain operational matters require the approval of the Minister for Public Expenditure and Reform in respect of which ongoing contact with the Minister is maintained.

The Chairman gives feedback to the Board on issues raised with him by the shareholders. All Directors normally attend the Annual General Meeting and shareholders are invited to ask questions during the meeting and to meet with Directors after the formal proceedings have ended.

fhreagracht shóisialta chorparáideach agus ar athruithe eile a bhfuil éifeacht acu ar an gComhlacht agus ar thionscal na gcrannchur ina ionmláine. Déantar é seo trí mhionteagasc i scribhinn agus trí chruinnithe le feidhmeannaigh shinsearacha. Arna gceapadh dóibh, cuirtear Stiúrthóirí ar an eolas freisin faoin a gcuid dualgas agus oibleagáidí dlíthiúla agus eile mar Stiúrthóirí. Déantar é seo i scribhinn agus ag cruinnithe aghaidh ar aghaidh le Rúnaí an Chomhlachta. Coinnítear suas chun dáta iad chomh maith faoi athruithe i riachtanais dlíthiúla agus rialachais an Chomhlachta agus a gcuid féin mar Stiúrthóirí.

#### **Meastóireacht ar Fheidhmiú**

Ceapann an tAire Caiteachais Phoiblí agus Athchóirithe na Stiúrthóirí uile ar an mBord faoi réir Alt 14 den Acht um Chrannchur Náisiúnta 1986 agus leagtar amach a dtréimhsí oifige (trí bliana sa ghnáthshlí) i scribhinn.

Tá glactha ag an mBord le próiseas foirmiúil chun meastóireacht bhliantúil a dhéanamh ar fheidhmiú an Bhoird agus a phríomhchoistí. Le linn na bliana, rinneadh meastóireacht ar fheidhmiú an Bhoird.

#### **Rúnaí an Chomhlachta**

Fostaí lánimseartha de chuid na máthair-chuideachta, An Post, é Rúnaí an Chomhlachta. Tá Rúnaí an Chomhlachta freagrach as eolas a choinneáil leis an mBord tríd an gCathaoirleach ar gach gnó rialachais. Tá fáil ag na Stiúrthóirí uile ar chomhairle is ar sheirbhísí Rúnaí an Chomhlachta. Faoi réir na nAirteagal Comhlachais is gnó don Bhord ina ionmláine é Rúnaí an Chomhlachta a cheapadh is a bhriseadh.

#### **Eolas**

Cuirtear tuarascála agus páipéis thart ar na Stiúrthóirí in am tráth do chruinnithe Boird is Coistí. Cuirtear leis na páipéis seo trí eolas ar leith a sholáthar de réir mar a iarrann Stiúrthóirí é ó am go chéile.

Faigheann na Stiúrthóirí neamhfheidhmiúcháin cuntas mhiosúla bainistíochta maille le tuairiscí agus eolas rialta ón mbainistíocht, rud a chuireann ar a gumas mionscrúdú a dhéanamh ar fheidhmiú na bainistíochta agus an Chomhlachta i gcomparáid le spriocanna aontaithe.

#### **Caidreamh le Scairshealbhóirí**

Bíonn idirphlé leanúnach idir an Bord is an bainistíocht le scairshealbhóirí an Chomhlachta faoi nithe straitéisearcha. Thairis sin, faoin Acht um Chrannchur Náisiúnta 1986, ní mór faomhadh an Aire Caiteachais Phoiblí agus Athchóirithe a fháil do ghnóthai oibríocha áirithe agus chuige sin coinneáil teagháil leanúnach leis an Aire.

Tugann an Cathaoirleach aiseolas don Bhord ar cheisteanna a thíosaí na scairshealbhóirí leis. Is gnách leis na Stiúrthóirí uile freastal ar an gCruinniú Cinnbhliana agus tugtar cuireadh do na scairshealbhóirí ceisteanna a chur le linn an chruinnithe agus casadh ar na Stiúrthóirí nuair a bhíonn deireadh leis na himeachtaí foirmiúla.

### **Internal Control and Risk Management**

An ongoing process exists for identifying, evaluating and managing the significant risks faced by the Company. This process is periodically reviewed by the Directors and has been in place throughout the accounting period and up to the date the financial statements were approved.

The Directors are responsible for the Company's system of internal control, should set appropriate policies on internal control, should seek regular assurance that will enable them to satisfy themselves that the system is functioning effectively and should ensure that the system of internal control is effective in managing risks in the manner which it has approved. Such a system is designed to manage rather than eliminate business risks and can provide only reasonable rather than absolute assurance against material misstatement or loss.

The Directors have continued to review the effectiveness of the Company's system of financial and non-financial controls, including operational and compliance controls, risk management and the Company's high level internal control arrangements. These reviews have included an assessment of internal controls by management, management assurance of the maintenance of controls, reports from the internal auditor and reports from the external auditor on matters identified in the course of its statutory audit work.

The Company views the careful management of risk as a key management activity. Managing business risk to deliver opportunities is a key element of all activities. This is done using a simple and flexible framework which provides a consistent and sustained way of implementing the Company's values. These business risks, which may be strategic, operational, reputational, financial or environmental, should be understood and visible. The business context determines in each situation the level of acceptable risk and controls.

The key risks facing the Company, as identified on page 32, have been considered throughout the year by the Board and management. The management of these risks includes frequent interaction with the Company's shareholders, identification of measures to mitigate the risks identified and consideration of contingency measures. External advisors have been consulted in this regard as required.

Management is responsible for the identification and evaluation of significant risks and for the design and implementation of appropriate internal controls.

### **Rialú Inmheánach agus Bainistíocht Rioscaí**

Tá próiseas leanúnach ann chun na rioscaí suntasacha, a gcaitheann an Comhlacht aghaidh a thabhairt orthu, a aithint, a mheasúnú agus a bhainistiú. Athbhreithníonn na Stiúrthóirí é ó am go chéile agus bhí feidhm leo le linn na tréimhse cuntasáiochta suas go dtí an dáta ar ar faomhadh na ráitis airgeadais.

Tá na Stiúrthóirí freagrach as córas rialaithe inmheánaigh an Chomhlachta. Ba chóir dóibh polasaithe cuí ar rialú inmheánach a shocrú, deimhniú a lorg go rialta a shásódh iad go bhfuil an córas ag feidhmiú go hífeachtach agus ní mór dóibh a bheith sásta go bhfuil an córas rialaithe inmheánaigh éifeachtach chun rioscaí a bhainistiú ar an dóigh a faomhadh. Ceaptar córas mar seo chun rioscaí gnó a bhainistiú seachas fáil réidh leo agus ní thig leis ach barántas réasúnta, seachas barántas iomlán, a thabhairt in aghaidh aon mhíráiteas ábhartha nó cailleasan.

Lean na Stiúrthóirí de bheith ag athbhreithniú éifeacht chóras rialaithe airgeadais agus neamh-airgeadais an Chomhlachta, ina measc rialúchán oibríoch agus géilliúntais, bainistíocht rioscaí agus socruthé rialaithe ardleibhéal an Chomhlachta. Mar chuid den athbhreithniú seo rinneadh meastóireacht ar rialúchán inmheánacha na bainistíocha, ar dheimhnithe ón mbainistíocht go leanatar den rialú, ar thuairiscí ón iniúchóir inmheánach agus ar thuairiscí ón iniúchóir seachtrach ar chúrsaí a aithníodh agus an obair reachtúil iniúchóireachta ar bun.

Tá an Comhlacht den tuairim gur príomh-ghníomhaíocht de chuid na bainistíocha é bainistiú cáiréiseach a dhéanamh ar rioscaí. Buneilmint i ngach gníomhaíocht é rioscaí gnó a bhainistiú chun deiseanna a thapú. Déantar é seo trí úsáid a bhaint as frámaíocht shimplí sholúbtha a chruthaíonn bealach buan agus seasmhach chun luachanna an Chomhlachta a chur i bhfeidhm. Ba chóir go mbeadh na rioscaí gnó seo, bídís ina rioscaí straitéisearcha, oibríocha, dea-cháile, airgeadais nó timpeallachta, intuigthe agus sofheicthe. I ngach cúinse, is é an comhthíacs gnó a shocraíonn leibhéal inghlactha rialú rioscaí agus rialúcháin.

Bhreithnígh an Bord agus an bhainistíocht le linn na bliana ar fad na heochair-rioscaí ar aghaidh an Chomhlachta amach, mar atá siad luaite ar leathanach 32. Éilíonn bainistiú na rioscaí seo idirbheartaíocht go minic le scairshealbhóirí an Chomhlachta, céimeanna chun na rioscaí a aithníodh a mhaolú agus machnamh a dhéanamh ar chéimeanna teagmhásacha. Chuige sin, glacadh comhairle ó chomhairleoirí seachtracha de réir mar ba ghá.

Ar an mbainistíocht atá an fhreagracht chun rioscaí suntasacha a aithint agus a mheas agus as rialúchán inmheánacha cuí a cheapadh is a chur i bhfeidhm. Déantar meastóireacht leanúnach ar na rioscaí seo agus í bunaithe ar raon foinsí inmheánacha agus seachtracha.

These risks are assessed on an ongoing basis and are derived from a variety of external and internal sources. Management reports regularly to the Board on the key risks inherent in the business and on the way in which these risks are managed. Management also reports to the Board on any significant changes in the Company's business and on any risks associated with such changes. The process used to identify and manage key risks is an integral part of the internal control environment.

The key procedures which the Directors have established with a view to providing effective internal control are as follows:

- A clear focus on business objectives as determined by the Board after consideration of the statutory responsibilities and risk profile of the Company's business.
- A defined organisational structure with clear lines of responsibility, delegation of authority and segregation of duties designed to foster a beneficial control environment.
- A risk management process which considers the strategy and development of the business in the context of the annual budget process when financial plans and performance targets are set and reviewed by the Board in light of the Company's overall objectives.
- A report and control system which produces a comprehensive set of financial reports. The annual budget is approved by the Board. Key financial statistics are monitored by management on a daily basis. Actual results are reported monthly against budget and any significant adverse variances are examined and remedial action taken.
- Control procedures – comprehensive procedures manuals are maintained by the Company in respect of all its main activities. In particular, there are clearly defined limits and procedures for financial expenditure, including procurement and capital expenditure, and for all draw operations.
- Monitoring system – compliance with control objectives is monitored on an ongoing basis by management. The control system is also monitored by internal audit whose work is focused on the areas of greatest risk to the Company.

The Company has procedures to ensure that appropriate arrangements are in place for employees to be able to raise, in confidence, matters of possible impropriety, with

Tuairiscíonn an bhainistíocht go rialta don Bhord ar na príomh-rioscaí a bhaineann leis an ngató agus ar an tstí i na ndéantar bainistiú ar na rioscaí. Tuairiscíonn an bhainistíocht don Bhord freisin ar athruithe suntasacha i ngnóthaí an Chomhlachta agus aon rioscaí a eascraíonn as na hathruithe seo. Dlúthchuid den timpeallacht inmheánach rialithe é an próiseas a úsáidtear chun na príomh-rioscaí a aithint agus a bhainistiú.

Seo a leanas na príomh-ghnáthaimh a cheap na Stiúrthóirí chun rialú inmheánach éifeachtach a chinntí:

- Fócas grinn ar na cuspóirí gnó, mar atá leagtha amach ag an mBord, tar éis na freagrachtaí reachtúla is próifíl riosca an Chomhlachta a thabhairt san áireamh.
- Struchtúr sainithe eagraíochta le línte soíléire freagrachta, tarmligeán údarás agus dealú dualgas a cheapadh chun timpeallacht tairbheach rialithe a chothú.
- Próiseas bainistiú rioscaí a thugann san áireamh straitéis agus forbairt an ghnó i gcomhthéacs phróiseas bliantúil an bhuiséid nuair a leagann an Bord amach is mar a athbhreithníonn sé pleananna airgeadais agus spriocanna feidhmithe i gcomhthéacs chuspóirí foriomlána an Chomhlachta.
- Córás tuairiscithe agus rialithe a chuireann ar fáil tacar uileghabhálach de thuairiscí airgeadais. Faomhann an Bord an buiséad bliantúil. Déanann an bhainistíocht meastóireacht go laethúil ar eochair-staitisticí airgeadais. Tuairiscítear na tortháí iarbhíre míosúla i gcomparáid leis an mbuiséad agus scrúdaítear difríochtaí substaintíúla diúltacha agus féachtar le hiad a cheartú.
- Gnáthaimh rialithe – coinníonn an Comhlacht lámhleabhair chuimsitheacha gnáthaimh ar a phríomh-imeachtaí uile. Tá, ach go háirithe, teorainneacha agus gnáthaimh leagtha amach go soiléir faoi chaiteachas airgid. Áirítear anseo soláthairí, caiteachas caipítí agus reáchtáil na gcrannchur.
- Córás faireacháin – déanann an bhainistíocht faireachán ar chomhlónadh na gcuspóirí rialithe ar bhonn leanúnach. Déantar faireachán ar an gcorás rialithe freisin trí iniúchadh inmheánach a dhéanamh ar na gnéithe úd is mó riosca don Chomhlacht.

Tá gnáthaimh i bhfeidhm ag an gComhlacht a chinntíonn gur féidir le fostaithe ceisteanna faoi aon iompar míchuí, a fhéadfadh a bheith ann, a ardú faoi dhiscriéid agus go leantar an cheist ansin ar bhealach cuí. Tá bealaí

suitable subsequent follow-up action. Reporting channels have been created whereby perceived wrongdoing may be reported orally and via post, telephone and email, anonymously if preferred.

#### **Attendance at Board and Board Committee meetings**

The following table shows the number of Board and Board Audit & Risk Committee meetings held during the year ended 31 December, 2013 and the attendance records of individual Directors.

	<b>Board meetings</b>	<b>Audit &amp; Risk Committee meetings</b>
<b>Total number of meetings</b>	<b>9</b>	<b>5</b>
Donal Connell	9(9)	5(5)
Dermot Griffin	9(9)	-
Micheál Ó'Muircheartaigh	9(9)	4(4)
Caroline Murphy	9(9)	5(5)
Peter Quinn	8(9)	-
Oliver Wilkinson	9(9)	-

Figures in brackets indicate maximum number of meetings in the period in which the individual was eligible to attend the Board/Committee meeting.

#### **Directors' remuneration**

The remuneration of the Chief Executive is subject to the approval of the Board of the Company. The objective is to maintain the remuneration of the Chief Executive at a level which is attractive to the individual while, at the same time, representing value for money for the Company. A proportion of the Chief Executive's remuneration is performance related and, in this way, is linked to the Company and individual objectives.

Fees for Directors are determined by the Minister for Public Expenditure and Reform.

No Director has a service contract with the Company. No executive Director serves as a paid non-executive Director elsewhere.

The Board:

- determines the remuneration and other terms and conditions of employment of the Chief Executive;
- determines the pay structures and terms and conditions of other senior personnel;

tuariscithe ceaptha trínr féidir aon iompar míchuí, a mheastar a bheith ann, a thuairisciú de bhéal, tríd an bpost, thar an teileafón nó i ríomhphost, agus é sin gan ainm a thabhairt más fearr sin.

#### **Freastal ar chruinnithe de chuid an Bhoird agus Choistí an Bhoird**

Léiríonn an tábla thíos líon na gcruiinnithe a bhí ag an mBord agus ag Coiste Iniúchóireachta & Rioscáí an Bhoird le linn na bliana dar críoch 31 Nollaig, 2013 maille leis an bhfreastal a rinne gach Stiúrthóir.

	<b>Cruinnithe Boird</b>	<b>Cruinnithe an Iniúchóireachta Choiste agus Rioscáí</b>
<b>Líon iomlán na gcruiinnithe</b>	<b>9</b>	<b>5</b>
Donal Connell	9(9)	5(5)
Dermot Griffin	9(9)	-
Micheál Ó'Muircheartaigh	9(9)	4(4)
Caroline Murphy	9(9)	5(5)
Peter Quinn	8(9)	-
Oliver Wilkinson	9(9)	-

Léiríonn na figiúirí faoi lúibíní líon iomlán na gcruiinnithe le linn na tréimhse nuair a bhí an duine i dteideal freastal ar chruinniú den Bhord/Choiste.

#### **Luach Saothair na Stiúrthóirí**

Ní mór do Bhord an Chomhlachta luach saothair an Phríomhfeidhmeannaigh a thaomhadh. Tá sé mar chuspóir luach saothair an Phríomhfeidhmeannaigh a choinneáil ar leibhéal a bheadh mealltach dó agus, ag an am céanna, a thabharfadh luach maith airgid don Chomhlacht. Íocatar sciar de luach saothair an Phríomhfeidhmeannaigh de réir feidhmíochta agus, ar an dóigh seo, tá baint aige le cuspóirí an Chomhlachta agus leis an duine aonair.

Is é an tAire Caiteachais Phoiblí agus Athchóirithe a shocraíonn táillí na Stiúrthóirí.

Níl conradh seirbhísé ag aon Stiúrthóir leis an gComhlacht. Ní fheidhmíonn aon Stiúrthóir feidhmeach mar Stiúrthóir neamh-fheidhmeach faoi íocaíocht áit ar bith eile.

Socraíonn an Bord:

- luach saothair agus téarmaí is coinníollacha eile fostáiochta an Phríomhfeidhmeannaigh;
- an struchtúr tuarastail is téarmaí oibre agus coinníollacha fostáiochta chomhaltaí sinsearacha eile forne;

- takes all decisions related to pay and pay related matters; and
- considers any other matters which it deems to be relevant to the foregoing.

The disclosures made in these financial statements note 5 relating to Directors' emoluments and pension information are those required under the Irish Companies Acts, 1963 to 2013.

#### **The Audit & Risk Committee**

During the year, the Audit & Risk Committee comprised of Micheál Ó Muircheartaigh, Caroline Murphy and Donal Connell. Micheál Ó Muircheartaigh currently acts as Chairman of the Committee. All the members of the Committee are independent non-executive Directors.

Members of the Committee bring to it a wide range of experience from senior positions in business.

Under its terms of reference, the Audit & Risk Committee monitors the integrity of the Company's financial statements. The Committee is responsible for monitoring the effectiveness of the external audit process and making recommendations to the Board in relation to the appointment, re-appointment and remuneration of the external auditors. It is responsible for ensuring that an appropriate relationship between the Company and the external auditors is maintained, including reviewing non-audit services and fees. As a result of regulatory or similar requirements, it is necessary to employ the Company's external auditors for certain audit related and non-audit services. In order to maintain the independence of the external auditors, the Committee has determined policies as to what audit related and non-audit services can be provided by the Company's external auditors and the approval process related to these services. In particular, the Board considers it appropriate that independent observer and draw related services, which are the principal constituent of audit related fees paid, be performed by the external auditors. Under these policies, work of a consultancy nature will not be offered to the external auditors unless there are clear efficiencies and value added benefits to the Company while ensuring that the objectivity and independence of the external auditors is maintained. The Committee monitors the level of fees paid to the external auditors.

The Committee reviews annually the Company's systems of internal control and the processes for monitoring and evaluating the risks facing the Company. The Committee meets with management, as well as privately with the external auditors.

- na cinntí uile a bhaineann le tuarastal agus le nithe a bhaineann le tuarastal; agus
- measúnú a dhéanamh ar nithe eile a shíleann sé a bheith ábhartha do na gnótháí thuasluaite.

Is éard atá san fhaisnéisiú atá déanta sna ráitis airgeadais seo nota 5 a bhaineann le luach saothair nó le heolas pinsin na Stiúrthóirí, ná an faisnéisiú a éilítear faoi Achtanna na gCuideachtaí 1963 go 2013 in Éirinn.

#### **An Coiste Iniúchóireachta & Rioscaí**

Le linn na bliana b'íad Micheál Ó Muircheartaigh, Caroline Murphy agus Donal Connell comhaltaí an Choiste Iniúchóireachta & Rioscaí. Micheál Ó Muircheartaigh a fheidhmíonn faoi láthair mar Chathaoirleach ar an gCoiste. Stiúrthóirí neamh fheidhmiúchán neamhspleácha iad comhaltaí uile an choiste.

Tá taithí leathan ag comhaltaí an choiste de bharr poist thábhachtacha sa saol gnó a bheith acu.

Faoina théarmaí tagartha, déanann an Coiste Iniúchóireachta & Rioscaí faireachán ar ionracas ráitis airgeadais an Chomhlachta. Tá an Coiste freagrach as faireachán a dhéanamh ar éifeachtúlacht phróiseas an iniúchta seachtraigh agus as moltaí a chur faoi bhráid an Bhoird maidir le ceapadh, athcheapadh agus luach saothair na n-iniúchóirí seachtracha. Tá sé freagrach chomh maith as deimhin a dhéanamh de go gcoimeádtar gaol cuí idir an Comhlacht agus na hiniúchóirí seachtracha agus athbhreithniú ar sheirbhísí is ar tháillí neamh-iniúchóireachta san áireamh. De bharr riachtanais rialacháin nó cinn dá shórt, is gá iniúchóirí seachtracha an Chomhlachta a fhostú le haghaidh seirbhísí áirithe a bhaineann leis an iniúchadh agus cinn neamh-iniúchóireachta. Chun go gcaomhnófaí neamhspleáchas na n-iniúchóirí seachtracha, ríanaigh an Coiste Iniúchóireachta polasaithe faoi na seirbhísí, idir sheirbhísí a bhaineann leis an iniúchadh agus sheirbhísí neamh iniúchóireachta, a fhéadfadh iniúchóirí seachtracha an Chomhlachta a sholáthar agus faoin bpróiseas chun na seirbhísí seo a fhaomhadh. Measann an Bord, ach go háirithe, go bhfuil sé cuí gurb iad na hiniúchóirí seachtracha a sholáthródh seirbhísí mar bhreathnadóir neamhspleách agus seirbhísí a bhaineann leis an gcrannchur, ar phríomhghná iad de na táillí iniúchóireachta a íocatar. De réir na bpolasaithe seo, ní dhéantar obair chomharleoireachta a thairiscint do na hiniúchóirí seachtracha mura bhfuil buntáistí soileáire éifeachtachta agus breislucha le fáil ag an gComhlacht agus oibachtúlacht is neamhspleáchas na n-iniúchóirí seachtracha a bheith slán i gcónaí. Déanann an Coiste faireachán ar leibhéal na dtáillí a íocatar leis na hiniúchóirí seachtracha.

Athbhreithníonn an Coiste go bliantúil córais rialaithe inmheánaigh an Chomhlachta agus na modhanna chun faireachán agus meastóireacht a dhéanamh ar na rioscaí a gcaitheann an Comhlacht aghaidh a thabhairt orthu. Buaileann an Coiste leis an mbainistíocht agus freisin go príobháideach leis na hiniúchóirí seachtracha.

In 2013, the Committee discharged its responsibilities by:

- reviewing the Company's draft financial statements prior to Board approval and meeting and reviewing with the external auditors their reports thereon;
- reviewing the appropriateness of the Company's accounting policies and the basis of preparation of the Company's financial statements;
- reviewing the potential impact on the Company's financial statements of significant matters;
- reviewing the resources of internal audit, approving the internal audit plans, reviewing internal audit reports and dealing with control issues raised by the internal auditors;
- reviewing and approving the audit fee and reviewing non-audit fees payable to the Company's external auditors;
- reviewing the external auditors' plan for the audit of the Company's financial statements, confirmations of auditor independence and the proposed audit fee, and approving the terms of engagement for the audit;
- considering the adequacy of the Company's system of risk identification and assessment;
- considering the key risks faced by the Company, such as the retention of the licence to operate the National Lottery, the integrity of operations and the impact of the economy on the Company, and the measures in place to mitigate the risks;
- reviewing an annual report on the Company's systems of internal control and its effectiveness, reporting to the Board on the results of the review and receiving regular updates on key risk areas of financial control.

#### Nomination Committee

As all the authority regarding the appointment of Directors is vested with the Minister for Public Expenditure and Reform, the matter of constituting a nomination committee is not required to be considered by the Board.

#### Compliance statement

The Board has developed its corporate governance policy so as to give effect to the Code of Practice for the Governance of State Bodies issued by the Department of Finance and to meet the appropriate standards of good governance for such an entity.

Le linn 2013 chomhlíon an Coiste Inniúchóireachta a chuid dualgais trí:

- athbhreithniú a dhéanamh ar dhréacht-ráitis airgeadais an Chomhlachta sular dhein an Bord iad a fhaomhadh agus trí chasadh ar na hiniúchóirí seachtracha is a dtuairiscí ar na ráitis airgeadais a athbhreithniú i bpáirt leo;
- oiriúnacht pholasaithe cuntasáiochta an Chomhlachta a athbhreithniú agus an bonn ar a n-ullmhaítear ráitis airgeadais an Chomhlachta;
- an éifeacht fhéideartha a fhéadfadh a bheith ar ráitis airgeadais an chomhlachta ag rudaí suntasacha a athbhreithniú;
- acmhainní an iniúchta inmheánaigh a athbhreithniú, pleannanna an iniúchta inmheánaigh a fhaomhadh, tuairiscí an iniúchta inmheánaigh a athbhreithniú agus déileáil le ceisteanna suntasacha a thógann na hiniúchóirí inmheánacha;
- táille an iniúchta agus táillí neamh-iniúchóireachta, iníoctha le hiniúchóirí seachtracha an Chomhlachta, a athbhreithniú is a fhaomhadh;
- athbhreithniú a dhéanamh ar phleananna na n-iniúchóirí seachtracha chun iniúchadh a dhéanamh ar ráitis airgeadais an Chomhlachta, ar dheimhnithe ar neamhspleáchas na n-iniúchóirí is ar an táille a mholtar don iniúchadh agus téarmaí an chonartha don iniúchadh a fhaomhadh;
- leordhóthaineacht chóras an Chomhlachta chun rioscaí a aithint is a thomhas, a mheas;
- na príomh-rioscaí, a gcaitheann an Comhlacht aghaidh a thabhairt orthu, dála coinneáil an cheadúnaísh chun an Crannchur Náisiúnta a reáchtáil, sláine a n-oibríochtaí agus éifeacht an gheilleagair ar an gComhlacht, agus na céimeanna atá glactha chun na rioscaí a mhaolú;
- tuairisc bhliantúil ar chórais an Chomhlachta um rialú inmheánach agus a éifeachtúlacht a athbhreithniú, tuairisc a thabhairt don Bhord ar thorthaí an athbhreithnithe agus tuairiscí suas-chun-dáta a fháil go rialta ar príomh-ghnéithe riosca den rialú airgeadais.

#### Coiste Ainmniúcháin

Toisc go bhfuil iomlán an údarás a bhaineann le ceapadh Stiúrthóirí dílsithe san Aire Caiteachais Phoiblí agus Athchóirithe ní gó don Bhord déileáil le coiste ainmniúcháin a bhunú.

#### Ráiteas Géilliúntais

D'fhorbair an Bord a pholasaí ar rialachas corparáide le go mbeadh feidhm ag an gCód Cleachtais um Rialú Comhlachtaí Stáit a d'eisigh an Roinn Airgeadais agus chun feidhm a thabhairt do na caighdeáin chuí dearialachais d'aonán mar é.

The Directors confirm that the Company has been in compliance with the Code of Practice for the Governance of State Bodies throughout the financial year under review.

#### **Going Concern**

In October 2013, the Department of Public Expenditure and Reform announced that Premier Lotteries Ireland had been selected as the preferred applicant of the next National Lottery Licence which will be in place for a 20 year period. The new licence was signed on 27 February 2014 and under the new licence, it is envisaged that Premier Lotteries Ireland will take over the operation of the National Lottery within a year. To provide for a smooth transition to the new operator, the Minister for Public Expenditure and Reform has extended the current Licence held by An Post National Lottery Company until the earlier of the date on which the new licence comes into effect or 30 June, 2015. In light of these events, the Directors have considered the basis of accounting and have deemed it appropriate that the financial statements reflect the fact that the company will cease to hold the National Lottery licence, which means that assets and liabilities are stated at their net recoverable or payable amounts and costs associated with the transition of the license to Premier Lotteries Ireland are provided for.

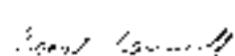
#### **Accounting Records**

The Directors believe that they have complied with the requirements of Section 202 of the Companies Act, 1990 with regard to books of account by employing accounting personnel with appropriate expertise and by providing adequate resources to the financial function. The books of account of the Company are maintained at An Post National Lottery Company Headquarters, Lower Abbey Street, Dublin 1.

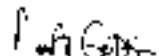
#### **7. Auditors**

KPMG, Chartered Accountants, continue in office in accordance with Section 160(2) of the Companies Act, 1963.

#### **On behalf of the Board**



**Donal Connell,**  
Chairman



**Dermot Griffin,**  
Chief Executive

**25 March, 2014**

Dearbháonn na Stiúrthóirí gur chomhlíon an Comhlacht an Cód Cleachtais um Rialachas Chomhlachtaí Stáit le linn na bliana airgeadais atá faoi chaibidil.

#### **Gnóthas Leantach**

I mí Dheireadh Fómhair 2013 d'fhógair an Roinn Caiteachais Phoiblí agus Athchóirithe go raibh Premier Lotteries pioctha mar rogha iarrthóra don chéad Cheadúnas eile don Chrannchur Náisiúnta, a mbeidh feidhm leis ar feadh tréimhse 20 bliain. Síniódh an ceadúnas nua ar 27 Feabhra 2014 agus faoin gceadúnas nua, glacfaidh Premier Lotteries reáchtáil An Chrannchuir Náisiúnta chuige féin taobh istigh de bhliain. Le go rachadh an trasdul go dtí an oibreoir nua go réidh chuir an tAire Caiteachais Phoiblí agus Athchóirithe le Ceadúnas reatha Chomhlacht Chrannchur Náisiúnta an Phoist go dtí an dáta ar a dtiocfaidh an ceadúnas nua i bhfeidhm nó go dtí 30 Meitheamh 2015, cibé ceann acu is túisce. I bhfianaise na nimeachaí seo rinne na Stiúrthóirí machnamh ar an mbonn cuntasáiochta agus mheas siad go mbeadh se cuí go léireodh na ráitis airgeadais nach mbeidh an ceadúnas don Chrannchur Náisiúnta ag an gcomhlacht, rud a chiallaíonn go léireofar na sócmhainní agus na dliteanais ag a luach inghnóthaithe nó iníochta agus go ndéanfar soláthar na costais a ghabhfaidh le trasdul an cheadúnais chug Premier Lotteries Ireland.

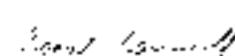
#### **Taifid Chuntasáiochta**

Creideann na Stiúrthóirí gur chomhlíon siad riachtanais Alt 202 d'Acht na gCuideachtaí, 1990 i dtaca leis na leabhair chuntasáiochta trí fhoireann cuntasáiochta, leis an saineolas cuí, a fhostú agus trí dhóthain acmhainní a chur ar fáil do na feidhmeanna cuntasáiochta. Coinnítear leabhair chuntas in Ard-Oifig Chomhlacht Chrannchur Náisiúnta an Phoist, ag Sráid na Mainistreach Íochtarach, Baile Átha Cliath 1.

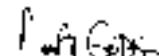
#### **7. Iniúchóiri**

Leanann KPMG, Cuntasóirí Cairte, orthu in oifig faoi réir Alt 160(2) d'Acht na gCuideachtaí, 1963.

#### **Thar ceann an Bhoird**



**Donal Connell,**  
Cathaoirleach



**Dermot Griffin,**  
Príomhfheidhmeannach

**25 Márt, 2014**

## Statement of Directors' Responsibilities

The Directors are responsible for preparing the Annual Report and financial statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare financial statements for each financial year. Under that law, the Directors have elected to prepare the Company's financial statements in accordance with Generally Accepted Accounting Practice in Ireland, comprising applicable Irish law and the accounting standards issued by the UK Accounting Standards Board and promulgated by the Institute of Chartered Accountants in Ireland.

The Company's financial statements are required by law to give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period.

In preparing those financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business. As explained in the basis of accounting policy on page 48 to the financial statements, in relation to the National Lottery licence the Directors do not believe that it is appropriate to prepare the accounts on a going concern basis.

The Directors are responsible for keeping proper books of account which disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the financial statements comply with the Companies Acts, 1963 to 2013. They are also responsible for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities.

The Directors are also responsible for preparing a Directors' Report that complies with the requirements of the Companies Acts 1963 to 2013.

## Ráiteas faoi Fhreagrachtaí na Stiúrthóirí

Tá na Stiúrthóirí freagrach as an Tuarascáil Bhliantúil agus na ráitis airgeadais a ullmhú de réir dhlíthe agus rialachán oiriúnacha.

Éilíonn dlí chuideachtaí go n-ullmhódh na Stiúrthóirí ráitis airgeadais do gach bliain airgeadais. Shocraigh na Stiúrthóirí faoin dlí sin ráitis airgeadais a ullmhú a bheadh ag teacht leis na Cleachtais Chuntasaíochta, a bhfuil gnáth ghlacadh leo in Éirinn, a chuimsíonn dlí ínfheidhmithe na hÉireann agus na caighdeáin chuntasaíochta a d'eisigh an Bord um Chaighdeáin Cuntasaióchtana Ríocht Aontaithe agus a d'fhogair Institiúid na gCuntasóirí Caire in Éirinn.

Éilítéar faoin dlí go dtabharfadhl ráitis airgeadais an Chomhlachta tuairisc fíor agus cothrom ar staid chúrsaí an Chomhlachta agus ar bhrabús nó ar chaillteanas an Chomhlachta i rith na tréimhse sin.

Mar chuid de ullmhúcháin na ráiteas airgeadais seo, tá sé de dhualgas ar na Stiúrthóirí:

- polasaithe cuntasaióchta oiriúnacha a roghnú agus ansin iad a chur i gcríoch go rialta,
- breithiúnais agus meastacháin atá réasúnta agus stuama a dhéanamh, agus
- ráitis airgeadais a ullmhú ar bhonn gnóthas leantach ach amháin nuair atá sé neamhoiriúnach a cheapadh go leanfaidh an Comhlacht ar aghaidh mar ghnó. Mar atá míniithe sa bhunús atá le polasaí cuntasaióchta ar na ráitis airgeadais ar leathanach 48 i dtaca le ceadúnas an Chrannchuir Náisiúnta ní shíleann na stiúrthóirí go mbeadh sé cuí na cuntas a réiteach ar bhonn ghnó leantaigh.

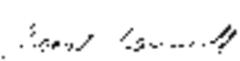
Tá na Stiúrthóirí freagrach as leabhair chuntais chuí a choinneáil ag léiriú go réasúnta beacht ag am ar bith staid airgeadais an Chomhlachta agus a thabharfadhl seans dóibh a chinntí go gcomhlíonann na ráitis airgeadais Achtanna na gCuideachtaí 1963 go 2013. Tá siad freagrach i gcoitinne as pé céimeanna atá riachtanach a thógáil chun sócmhainní an Chomhlachta a chosaint agus chun aon chalaos ná aon mhírialtachtaí a stopadh agus a thabhairt faoi deara.

Tá na Stiúrthóirí freagrach chomh maith as Tuarascáil Stiúrthóirí a ullmhú a chomhlíonann forálacha Achtanna na gCuideachtaí 1963 go 2013.

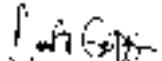
The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the Republic of Ireland governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Tá na Stiúrthóirí freagrach chomh maith as cothabháil agus sláine an eolais chorparáide agus airgeadais a chuimsítear ar shuíomh gréasán an Chomhlachta. Is féidir go bhfuil difríochtaí idir reachtaíocht Phoblacht na hÉireann maidir le réiteach agus le dáileadh ráiteas airgeadais agus an reachtaíocht i ndlínsí eile.

**On behalf of the Board**



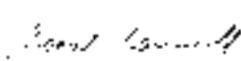
**Donal Connell,**  
Chairman



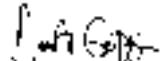
**Dermot Griffin,**  
Chief Executive

**25 March, 2014**

**Thar ceann an Bhoird**



**Donal Connell,**  
Cathaoirleach



**Dermot Griffin,**  
Stiúrthóir

**25 Márta, 2014**

## **Independent Auditor's Report to the Members of An Post National Lottery Company**

We have audited the financial statements of An Post National Lottery Company for the year ended 31 December, 2013 which comprise the Profit and Loss Account, the Balance Sheet, the Cash Flow Statement, the Accounting Policies and the related notes. The financial reporting framework that has been applied in their preparation is Irish law and accounting standards issued by the Financial Reporting Council and promulgated by the Institute of Chartered Accountants in Ireland (Generally Accepted Accounting Practice in Ireland).

This report is made solely to the Company's members, as a body, in accordance with section 193 of the Companies Act 1990. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### **Respective responsibilities of Directors and Auditor**

As explained more fully in the Directors' Responsibilities Statement set out on page 43, the Directors are responsible for the preparation of the financial statements giving a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with Irish law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Ethical Standards for Auditors issued by the Auditing Practices Board.

### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the Company circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

## **Tuarascáil An Iníúchóra Neamhspleách Do Bháill Chomhlacht Chrannchur Náisiúnta An Phoist**

Tá iniúchadh déanta againn ar ráitis airgeadais Chomhlacht Chrannchur Náisiúnta an Phoist don bhliain dar críoch 31 Nollaig, 2013 ar a n-áirítear an Cuntas Brabús agus Caillteanaís, an Clár Comhardaithe, an Ráiteas faoi Shreabhadh Airgid agus na notaí gaolmhara. Ullmhaíodh na cuntas faoi réir chreatlach thuairisciú airgeadais dhlí na hÉireann agus de réir na gcaighdeán cuntasáiochta a d'eisigh an Chomhairle um Thuairisciú Airgeadais agus a d'fhogair Institiúid na gCuntasáirí Caire in Éirinn (na Cleachtais Chuntasáiochta a bhfuil gnáth-ghlacadh leo in Éirinn).

Is do chomhaltaí an Chomhlactha amháin, mar chomhlacht, faoi réir Alt 193 d'Acht na gCuideachtaí, 1990, a dhéantar an tuarascáil seo. Chuamar i mbun na hoibre iniúchta ionas go bhféadfaimis a lua le comhaltaí an Chomhlactha na nithe sin a cheanglaítear orainn a lua leo i dtuarascáil iniúchóirí agus chun na críche sin amháin. Chomh fada agus is ceadmhach dúinn de réir dlí ní ghlacaimid ná ní ghabhaimid chugainn féin freagracht do dhuine ar bith seachas don Chomhlacth agus do chomhaltaí an Chomhlactha mar chomhlacht, as ár n-obair iniúchta, as an tuarascáil seo, ná as na tuairimí a dtángamar orthu.

### **Freagrachtaí Stiúrthóirí agus Iníúchóra faoi seach**

Mar a míniúdh ar dhóigh níos iomláine sa Ráiteas faoi Fhreagrachtaí na Stiúrthóirí ar leathanach 43, tá na Stiúrthóirí freagrach as ráitis airgeadais a ullmhú a thabharfaidh léargas fíor agus cothrom. Is é an dualgas s'againne na ráitis airgeadais a iniúchadh faoi réir na riachtanas dlíthiúla agus rialaitheacha gaolmhara agus na gCaighdeán Iníúchóireachta Idirnáisiúnta (Ríocht Aontaithe agus Éire). Éilonn na caighdeáin sin go gcomhlíonfaimis na Caighdeán Eiticiúla d'Iníúchóirí a d'eisigh an Bord um Chleachtais Iníúchóireachta.

### **Scóip an Iníúchta ar na ráitis airgeadais**

Tá i gceist le hiniúchadh fianaise a fháil faoi na suimeanna agus aon fhaisnéisí sna ráitis airgeadais a bheidh dóthanach chun barántas réasúnta a thabhairt go bhfuil na ráitis airgeadais saor ó aon mhíráiteas ábhartha, bíodh calaois nó earráid ina chuí leis. Áirítear anseo meastóireacht ar cé acu an bhfuil, nó nach bhfuil, polasaithe cuntasáiochta an Chomhlactha oiriúnach do thosca an Chomhlactha agus go bhfuilid curtha i bhfeidhm go comhsheasmhach agus nochta a dhóthain; cé chomh réasúnta is a bhí meastachán shuntasacha airgeadais a rinne na stiúrthóirí; agus cur i láthair foriomlán na ráiteas airgeadais. Thairis sin, léimid an fhaisnéis airgeadais agus neamh-airgeadais uile sa tuarascáil bhliantúil chun aon neamh-chomhsheasmhacht leis na ráitis airgeadais iniúchta a aithint. Má thagaimid ar aon mhíráiteas ná neamh-chomhsheasmhacht ábhartha sofheicthe smaoinímid ar na himpleachtaí dár dtuarascáil.

## Opinion on financial statements

In our opinion:

- the financial statements give a true and fair view, in accordance with Generally Accepted Accounting Practice in Ireland, of the state of the Company's affairs as at 31 December, 2013 and of the Company's result for the year then ended; and
- the financial statements have been properly prepared in accordance with the Companies Acts 1963 to 2013.

## Emphasis of matter – non-going concern basis of preparation of the financial statements

In forming our opinion, which is not modified, we have considered the adequacy of the disclosure made in the basis of accounting policy on page 48 and in note 6 to the financial statements which explains that the financial statements have not been prepared on a going concern basis for the reasons set out in that note.

## Matters on which we are required to report by the Companies Acts 1963 to 2013

We have obtained all the information and explanations which we considered necessary for the purposes of our audit.

The financial statements are in agreement with the books of account and, in our opinion, proper books of account have been kept by the Company.

In our opinion the information given in the Directors' report is consistent with the financial statements.

The net assets of the Company, as stated in the balance sheet are more than half of the amount of its called-up share capital and, in our opinion, on that basis there did not exist at 31 December, 2013 a financial situation which under Section 40(1) of the Companies (Amendment) Act, 1983 would require the convening of an extraordinary general meeting of the Company.

## Tuairim i dtaobh na ráiteas airgeadais

Is í ár dtuairim:

- go dtugann na ráitis airgeadais léargas fíor agus cothrom ar ghnóthaí an Chomhlactha, faoi réir na gCleachtas Cuntasáiochta a bhfuil gnáth-ghlacadh leo in Éirinn, mar a bhí ar an 31 Nollaig, 2013 agus ar a thoradh don bliaín a chríochnaigh ansin; agus
- gur ullmhaíodh iad i gceart de réir Achtanna na gCuideachtaí, 1963 go 2013.

## Béim ar ábhar – bunús ghnó neamh-leantaigh mar bhonn le hullmhú na ráiteas airgeadais

Agus sinn ag teacht ar ár dtuairim, nach bhfuil leasaithe, phléamar leordhóthanacht an fhaisméisithe atá déanta faoin mbonn polasaí cuntasáiochta ar leathanach 48 agus i nota 6 leis sna ráitis airgeadais a mhínníonn nár réitíodh na ráitis airgeadais ar bhonn ghnó leantaigh ar na cúiseanna ata tugtha sa nota sin.

## Ábhair ar gá dúinn tuairisciú orthu faoi réir Achtanna na gCuideachtaí 1963 go 2013

Fuaireamar an fhaisméis agus na mínithe go léir a mheasamar ba ghá i gcomhair ár n-iniúchta.

Tá na ráitis airgeadais ag teacht leis na leabhair chuntais agus is í ár dtuairim gur choimeád an Comhlacht leabhair chuntais chuí.

Is í ár dtuairim í go bhfuil an fhaisméis a thugtar i dTuarascáil na Stiúrthóirí i gcomhréir leis na ráitis airgeadais.

Tá glansócmhainní an Chomhlactha, mar atá luaite sa chlár comhardaithé comhionann le méid is mó ná leath a scairchaipítil ghlauite agus is í ár dtuairim ar an mbonn sin, nach raibh ar an 31 Nollaig, 2013 staid airgeadais ann a bheadh ina cúis le cruinniú ginearálta urghnách den Chomhlacht a thionól faoi Alt 40(1) d'Acht na gCuideachtaí (Leasú), 1983.

**Matters on which we are required to report by exception**

We have nothing to report in respect of the following:

Under the Companies Acts 1963 to 2013 we are required to report to you if, in our opinion the disclosures of Directors' remuneration and transactions specified by law are not made.

Under the Code of Practice for the Governance of State Bodies ("the Code"), we are required to report to you if the statement regarding the system of internal financial control required under the Code as included in the Corporate Governance Statement on pages 33 to 42 does not reflect the Company's compliance with paragraph 13.1 (iii) of the Code or if it is not consistent with the information of which we are aware from our audit work on the financial statements and we report if it does not.



**Patricia Carroll**  
for and on behalf of  
KPMG

Chartered Accountants, Statutory Audit Firm  
1 Stokes Place  
St Stephen's Green  
Dublin 2

25 March, 2014

**Ábhair a bhfuil dualgas orainn tuairisc a thabhairt orthu ar bhonn eisceachtúil**

Níl aon ní le tuairisciú faoi na nithe seo a leanas:

Faoi Achtanna na gCuideachtaí 1963 go 2013 tá dualgas orainn tuairisc a thabhairt daoibh mura bhfuil an fainseáisiú faoi luach saothair agus faoi idirbhearta na Stiúrthóirí déanta mar atá leagtha amach sa dlí.

Faoi gCód Cleachtais um Rialachas Chomhlachtaí Stáit ("An Cód"), tá dualgas orainn tuairisc a thabhairt daoibh mura bhfuil an ráiteas faoin gcóras inmheánach rialaithe airgeadais, a éilítear sa Chód, cuimsithe sa Ráiteas ar Rialachas Corparáide ar leathanaigh 33 go 42, ag teacht le géilliúntas an Chomhlachta i leith pharagraf 13.1 (iii) den Chód nó mura bhfuil sé ag teacht leis an eolas atá agaíne mar thoradh ar ár n obair ar na ráitis airgeadais agus tugaimid tuairisc air mura bhfuil sé.



**Patricia Carroll**  
Ar son agus thar ceann  
KPMG

Cuntasóirí Caire, Comhlacht Reachtúil Iniuicíreachta  
1 Plás Stokes  
Faiche Stiabhna  
Baile Átha Cliath 2

25 Márta, 2014

# Accounting Policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the Company's financial statements.

## 1. Basis of Accounting

The financial statements are prepared under the historical cost convention in accordance with applicable law and Irish Generally Accepted Accounting Practice which includes compliance with the financial reporting standards of the UK Accounting Standards Board as promulgated by The Institute of Chartered Accountants in Ireland.

In October 2013, the Department of Public Expenditure and Reform announced that Premier Lotteries Ireland had been selected as the preferred applicant of the next National Lottery Licence which will be in place for a 20 year period. The new licence was signed on 27 February, 2014 and under the new licence it is envisaged that Premier Lotteries Ireland will take over the operation of the National Lottery within a year. To provide for a smooth transition to the new operator, the Minister for Public Expenditure and Reform has extended the current Licence held by An Post National Lottery Company until the earlier of the date on which the new licence comes into effect or 30 June, 2015. In light of these events, the Directors have considered the basis of accounting and have deemed it appropriate that the financial statements reflect the fact that the Company will cease to hold the National Lottery licence.

This will be effected through a solvent transfer of the Company's operations to Premier Lotteries Ireland. Consequently, assets have been stated at their estimated recoverable amounts and full provision has been made for expected operating results up to the date that the company is expected to cease to trade. In line with the terms of the licence, the Company's expected net surplus after costs, consequent on the cessation of the licence, will continue to accrue to the National Lottery Fund as is presented in note 6 to the financial statements. The comparatives relating to the year ended 31 December, 2012 have been prepared on a going concern basis as the financial statements relating to that year had been approved and finalised prior to completion of the licence process.

Aside from the above, the following accounting policies have been applied consistently in dealing with items which are considered material to the financial statements for the year ended 31 December, 2013:

# Polasaithe Cuntasáiochta

Cuireadh i bhfeidhm go rialta na polasaithe cuntasáiochta seo a leanas i gcás míreanna a measadh a bheith ábhartha i gcomhthéacs ráitis airgeadais an Chomhlachta.

## 1. Bunús na Cuntasáiochta

Ullmhaítear na ráitis airgeadais de réir an ghnás chéadchostais agus de réir dlíthe oiriúnacha agus na gCleachtas Cuntasáiochta, a bhfuil gnáth-ghlacadh leo in Éirinn, ar a n-áirítear cloí leis na caighdeán tuairiscithe airgeadais a d'eisigh an UK Accounting Standards Board agus a d'fhogair Institiúid na gCuntasáiochta Cairte in Éirinn.

Mí Dheireadh Fómhair 2013 d'fhogair an Roinn Caiteachais Phoiblí agus Athchóirithe go raibh Premier Lotteries Ireland pioctha mar rogha iarrthóra don chéad Cheadúnas eile don Chrannchur Náisiúnta, a mbeidh feidhm leis ar feadh tréimhse 20 bliain. Sínódh an ceadúnas nua ar 27 Feabhra, 2014 agus faoin gceadúnas nua glacfaidh Premier Lotteries Ireland reáchtáil An Chrannchuir Náisiúnta chuige féin taobh istigh de bhliain. Le go rachadh an trasdul go dtí an oibreoir nua go réidh chuir an tAire Caiteachais Phoiblí agus Athchóirithe le Ceadúnas reatha Chomhlacht Chrannchur Náisiúnta an Phoist go dtí an dáta ar a dtiocfaidh an ceadúnas nua i bhfeidhm nó go dtí 30 Meitheamh, 2015, cibé ceann acu is túisce. I bhfianaise na n imeachtaí seo rinne na Stiúrthóirí machnamh ar an mbonn cuntasáiochta agus mheas siad go mbeadh se cúig go léireodh na ráitis airgeadais nach mbeidh an ceadúnas don Chrannchur Náisiúnta ag an gcomhlacht.

Bainfear é seo amach trí oibríochtaí an Chomhlachta a aistriú chuig Premier Lotteries Ireland ar bhonn sócmhainneach. Mar thoradh air seo, tá na sócmhainní tugtha ag a luach measta inghnóthaithe agus tá soláthar ionlán déanta do na tortaí oibríochta measta suas go dtí an dáta ar a mheastar go n'éireoidh an Comhlacht as bheith ag trádáil. De réir téarmaí an cheadúnais, leanfaidh glan-fharasbarr an Chomhlachta i ndiaidh costais, nuair a rachaidh an ceadúnas i léig, chun tairbhe Chiste an Chrannchuir Náisiúnta mar a léis an mbliain dar críoch 31 Nollaig, 2012 réitithe ar bhonn ghnó leantaigh toisc go raibh na ráitis airgeadais don bhliain sin faofa agus críochnaithe sular críochnaíodh próiseas an cheadúnais.

Cé is moite de na rudai úd thua, cuireadh na polasaithe cuntasáiochta i bhfeidhm i gcás míreanna a measadh a bheith ábhartha do na ráitis airgeadais don bhliain dar críoch 31 Nollaig, 2013:

## **2. Turnover**

Turnover from the sale of National Lottery tickets have been recognised as the tickets were sold, with adjustments being made for Scratch Card ticket stocks held by agents and for multi draw tickets / advance tickets.

All turnover is derived from and originates in Ireland.

## **3. Prizes**

The prize structure complies with the requirements of Section 4(2) of the National Lottery Act, 1986 whereby, taking one year with another, not less than 40% of the total monies received by the Company in respect of the sale of National Lottery tickets shall be distributed in prizes. Prizes have been provided for as revenue is recognised on the basis of the game's particular prize structure. Any difference between the total amount provided and the amounts actually distributed has been included in Creditors in the balance sheet.

## **4. Advertising and Promotional Expenditure**

Advertising and promotional expenditure is written off in full in the year in which the costs are incurred.

## **5. Leased Assets - Operating**

Operating lease rentals and associated costs have been provided for as appropriate.

## **6. Taxation**

The Company is exempt from Corporation Tax under Section 220 Taxes Consolidation Act, 1997.

## **7. Fixed Assets - Tangible Assets**

Tangible assets are shown as having no book value, as the total cost thereof to the Company is reimbursed out of the National Lottery Fund. Accordingly, no depreciation has been provided.

Under Section 17(1) (a) of the National Lottery Act, 1986, the Company holds these assets in trust for the State.

## **8. Fixed Assets - Financial Assets**

Financial fixed assets are shown at their estimated recoverable amounts.

## **9. Stocks**

Stocks comprise Scratch Card ticket stocks and are valued at their estimated recoverable amounts.

## **2. Láimhdeachas**

Aithnítear an láimhdeachas ó dhíolachán thicéid an Chrannchuir Náisiúnta de réir mar a dhíoltar na ticéid agus déantar coigearuithe don stoc ticéad scríobchártaí a choinníonn na gníomhairí agus do thicéid/réamh-thicéid-ilchranncuir.

As Éirinn a thagann agus is in Éirinn a fhaightear an láimhdeachas uile.

## **3. Duaiseanna**

Tá an duais-struchtúr ag teacht le forálacha Alt 4(2) den Acht um Chrannchur Náisiúnta 1986. Faoi na forálacha seo, agus bliain amháin á ghlacadh le bliain eile, dálfeart mar dhuaiseanna suim nach lú ná 40% den airgead iomlán a fuair an Comhlacht mar thoradh ar dhíolachán thicéid an Chrannchuir Náisiúnta. Déantar soláthar do na duaiseanna de réir an bhonn duaise ar leith a bhíonn ag cluiche. Léirítear i measc na gCreidiúnaithe ar an gClár Comhardaithe cibé difríocht a bhíonn idir an tsuim iomlán a sholáthraítear agus na suimeanna a dháiltear.

## **4. Caiteachas ar Fhógraíocht is ar Chur Chun Cinn**

Discréobhtar iomlán an chaiteachais ar fhógraíocht is ar chur chun cinn sa bhliain ina tharraingítear na costais.

## **5. Sócmhainní ar léasanna oibriúcháin**

Tá soláthar déanta do chostas chíosanna agus do chostais ghaolmhara mar is cuí.

## **6. Cánachas**

Tá díolúine ag an gComhlacht ó Cháin Chorparáide faoi Alt 220 den Acht Comhdhlúite Cánacha 1997.

## **7. Sócmhainní Seasta – Sócmhainní Inláimhsithe**

Ní léirítear aon leabharluach a bheith ag sócmhainní inláimhsithe ón uair go n-aisíoctar a gcostas iomlán leis an gComhlacht as Ciste an Chrannchuir Náisiúnta. Dá réir, ní thagann aon mhuirear dímheasa i gceist.

I gcás na sócmhainní seo, feidhmíonn an Comhlacht mar iontaobháí thar ceann an Stáit, faoi Alt 17(1) (a) d'Acht um Chrannchur Náisiúnta 1986.

## **8. Sócmhainní Seasta – Sócmhainní Airgeadais**

Léirítear sócmhainní seasta airgeadais ar luach a n-inghnóthaithe.

## **9. Stoic**

Áirítear mar stoic aon stoc ticéad do scríobchártaí agus luacháiltear iad ar a luach measta in-aisghabhála.

## 10. Foreign Currencies

Transactions denominated in foreign currencies are translated into Euro and recorded at the rate of exchange ruling at the date of the transaction. Monetary liabilities denominated in foreign currencies are translated into Euro at the rate of exchange ruling at the balance sheet date or at forward purchase contract rates where such contracts exist. All exchange differences are dealt with in the Profit and Loss Account.

## 11. Pensions

Pensions are provided to seconded staff under multi-employer defined benefit superannuation schemes which are administered by the Company's parent, An Post and a defined contribution scheme. In relation to the defined contribution scheme, contributions are accrued and recognised in operating profit or loss in the period in which they are earned by the relevant staff.

Due to the seconded nature of staff, the Company is unable to identify its share of the underlying assets and liabilities in the defined benefit scheme which may be attributable to the Company on a consistent and reasonable basis. Because of this, as permitted by FRS 17, the defined benefit schemes are accounted for by the Company as if the schemes were defined contribution schemes.

## 10. Airgeadra Coigríche

Aistrítear isteach in Euro aon bheart, a chéad léiríodh in airgeadra coigríche, agus an ráta malaирte, a bhí i bhfeidhm lá an bhirt, á úsáid. Aistrítear isteach in Euro dliteanais airgeadaíochta, a chéad léiríodh in airgead coigríche, agus úsáid á bhaint as an ráta malaирte a bhí i bhfeidhm ar dháta an Chláir Chomhardaithe nó ar rátaí chonarthaí réamhcheannacháin más ann do chonarthaí dá shórt. Déileáiltear le haon difríocht malaирte sa Chuntas Brabúis agus Cailleanais.

## 11. Pinsin

Cuirtear pinsin ar fáil don fhoireann, atá ar iasacht, faoi scéimeanna pinsin aoisliúntais il-fhostóra le sochar réamh-shainnithe. An Post, máthair-chuideachta an Chomhlachta a riarrann iad maille le scéim ranníocaíocht sainnithe. Maidir leis an scéim le ranníocaíocht shainnithe, déantar na ranníocaíochtaí a fhabhru agus aithnítear iad sa chuntas brabúis agus cailleanais le linn na tréimhse ina dtuilleann an fhoireann ábhartha iad.

Toisc an fhoireann a bheith ar iasacht ní thig leis an gComhlacht a sciar de na sócmhainní agus de na dliteanais bhunúsacha a aithint sa scéim le sochar réamh shainnithe ar bhealach comhsheasmhach agus réasúnta. I ngeall air seo, agus faoi mar a cheadaítear faoi FRS 17, tugann an Comhlacht cuntas ar na scéimeanna le sochar réamh-shainnithe amhail is dá mba scéimeanna iad le ranníocaíocht shainnithe.

**Profit and Loss  
Account**

For the year ended  
31 December, 2013

**Cuntas Brabúis  
agus Caillteanais**

Don bhliain dar chríoch  
31 Nollaig, 2013

		Notes	2013 €'000	2012 €'000
Turnover	Láimhdeachas	2	<b>685,183</b>	735,088
Cost of sales	Costas Díolacháin			
Prizes	Duaiseanna	3	<b>382,696</b>	406,409
Other costs of sales	Costais eile díolacháin	4	<b>75,703</b>	81,720
Gross surplus	Barrachas comhlán		<b>226,784</b>	246,959
Administrative costs	Costais riarracháin		<b>18,466</b>	19,086
Management fee	Táille Bainistíochta	21	<b>2,383</b>	2,586
Surplus for the financial year	Barrachas don bhliain airgeadais	5/16	<b>205,935</b>	225,287
Impact of completion of current National Lottery licence	Éifeacht le críochnú an cheadúnais reatha don Chrannchur Náisiúnta	6	-	-
Attributable to National Lottery Fund	Inchrurtha in aghaidh Chiste an Chrannchuir Náisiúnta	12	<b>205,935</b>	225,287

**Surplus Retained**

**Barrachas coinnithe**

The Company had no gains or losses in the financial year or the preceding financial year other than those dealt with in the Profit and Loss Account.

Ní raibh aon ghnóthachán ná aon chaillteanas ag an gComhlacht le linn na bliana airgeadais nó le linn na bliana airgeadais a chuaigh roimpi.

On behalf of the Board

Thar ceann an Bhoird

**Donal Connell,**  
Chairman  
Cathaoirleach

**Dermot Griffin,**  
Chief Executive  
Príomhfheidhmeannach

## Balance Sheet

For the year ended  
31 December, 2013

## Clár Comhardaithe

Don bhliain dar chríoch  
31 Nollaig, 2013

	Notes	2013 €'000	2012 €'000
<b>Fixed Assets</b>			
Tangible assets	Sócmhainní Inláimhsithe	8	-
Financial assets	Sócmhainní Airgeadais	9	7
		<b>7</b>	7
<b>Current Assets</b>			
Stocks	Stoic	10	390
Debtors	Féichiúnaithe	11	30,107
Amount due from National Lottery Fund	Suim dlite ó Chiste an Chrannchuir Náisiúnta	12	30,692
Cash at bank and in hand	Airgead sa bhanc agus ar láimh		285
		<b>61,474</b>	64,255
<b>Creditors</b>			
Amounts falling due within one year	Suimeanna dlite taobh istigh de bhliain amháin	13	61,481
<b>Net Current Liabilities</b>	<b>Glandliteanais Reatha</b>	<b>7</b>	7
<b>Total Assets Less Current Liabilities</b>	<b>Iomlán Na Sócmhainní Lúide</b>		-
	<b>Dliteanais Reatha</b>		-
<b>Shareholders' Funds</b>	<b>Cistí Na Scairshealbhóirí</b>		
Called up share capital	Scairchaipeatal glaoite	14	-
Capital conversion reserve fund	Cúlchiste Chomhshó Caipitil	14	-
<b>Shareholders' funds</b>	<b>Cistí na Scairshealbhóirí</b>	<b>16</b>	-

On behalf of the Board

Thar ceann an Bhoird

**Donal Connell,**  
Chairman  
Cathaoirleach

**Dermot Griffin,**  
Chief Executive  
Príomhfheidhmeannach

**Cash Flow Statement**

For the year ended  
31 December, 2013

**Ráiteas Faoi  
Shreabhadh Airgid**

Don bhliain dar chríoch  
31 Nollaig, 2013

	Notes	2013 €'000	2012 €'000
Net cash inflow / (outflow) from operating activities	Inshreabhadh/ (eis-sreabhadh) glan airgid ó ghníomhaíochtaí oibríocha	198	(413)
Capital expenditure and financial investment	Caiteachas caipitil agus infheistiú airgeadais	15	-
<b>Increase / (decrease) in cash</b>	<b>Méadú / (laghdú) ar airgead</b>	<b>198</b>	<b>(413)</b>

**Reconciliation Of Surplus For The Year To Net Cash Flow From Operating Activities**

**Réiteach An Bharrachais Don Bhliain Le Glan-Sreabhadh Airgid Ó Ghníomhaíochtaí Oibríocha**

		2013 €'000	2012 €'000
Surplus for year	Barrachas don bhliain	205,935	225,287
Payments to national lottery fund	Íocaíochtaí le ciste an chranncuir náisiúnta	(199,643)	(233,868)
Decrease in stocks	Laghdú ar stoic	120	34
(Increase) / decrease in debtors (excluding cash held in trust)	(Méadú) / laghdú ar fhéichiúnaithe (gan airgead iontaobhais a áireamh)	(4,075)	11,016
Decrease / (increase) in cash held in trust	Laghdú/(méadú) ar airgead coimeádta mar iontaobhas	642	(2,151)
Decrease in creditors	Laghdú ar chreidiúnaithe	(2,781)	(731)
<b>Net cash inflow / (outflow) from operating activities</b>	<b>Insreabhadh/ (eis-sreabhadh) glan ó ghníomhaíochtaí oibríocha</b>	<b>198</b>	<b>(413)</b>

**Reconciliation Of Net Cash Flow To Movement In Net Funds**

**Réiteach Ar Shreabhadh Glan Airgid Le Gluaiseacht Sna Cistí Glana**

		2013 €'000	2012 €'000
Increase / (decrease) in cash in the year	Méadú/(laghdú) ar airgead sa bhliain	198	(413)
Net funds at beginning of year	Glan-chistí ag túis na bliana	87	500
Net funds at end of year	Glan-chistí ag deireadh na bliana	285	87
Net funds comprise only cash at bank and in hand.	Ní áirítear mar ghlan-chistí ach amháin airgead sa bhanc agus ar láimha		

## Notes to the Financial Statements

For the year ended  
31 December, 2013

## Nótaí ar na Ráitis Airgeadais

Don bhliain dar chríoch  
31 Nollaig, 2013

### 1. The Company

The Company is a limited liability company, incorporated under the Companies Acts, 1963 to 2013. Under the Postal and Telecommunications Services Act, 1983, the Company is entitled to omit the word "Limited" from its name.

### 1. An Comhlacht

Cuideachta faoi dhliteanas teoranta is ea an Comhlacht, corpraithe faoi Acht na gCuideachtaí, 1963 go 2013. Faoin Acht Seirbhísí Poist agus Teileacumarsáide, 1983, tá sé i dteideal an focal "teoranta" a fhágáil ar lár as a ainm.

### 2. Turnover

### 2. Láimhdeachas

		2013 €'000	2012 €'000
Lotto Games	Cluichí Lotto		
Lotto	Lotto	<b>229,500</b>	252,297
Lotto Plus	Lotto Plus	<b>67,895</b>	74,338
Lotto 5-4-3-2-1	Lotto 5-4-3-2-1	<b>13,019</b>	13,085
		<b>310,414</b>	339,720
EuroMillions Games	Cluichí EuroMillion		
EuroMillions	EuroMillions	<b>117,837</b>	131,477
Plus	Plus	<b>40,720</b>	44,638
		<b>158,557</b>	176,115
Scratch Cards and Online Instant Win Games	Scríobchártaí agus Cluichí Tob-Bhuachana Ar Líne	<b>167,722</b>	163,504
TellyBingo	TellyBingo	<b>17,124</b>	17,282
Millionaire Raffle	Millionaire Raffle	<b>9,436</b>	12,352
Daily Million and Daily Million Plus	Daily Million agus Daily Million Plus	<b>21,930</b>	10,772
Monday Million and Monday Million Plus	Monday Million agus Monday Million Plus	-	11,420
All or Nothing	All or Nothing	-	3,923
		<b>685,183</b>	735,088

All turnover originated in Ireland.

As Éirinn do láimhdeachas ar fad.

### 3. Prizes

### 2. Láimhdeachas

		2013 €'000	2012 €'000
Lotto Games	Cluichí Lotto		
Lotto	Lotto	<b>119,340</b>	131,194
Lotto Plus	Lotto Plus	<b>32,381</b>	35,453
Lotto 5-4-3-2-1	Lotto 5-4-3-2-1	<b>8,710</b>	8,709
		<b>160,431</b>	175,356
EuroMillions Games	Cluichí EuroMillion		
EuroMillions	EuroMillions	<b>58,918</b>	65,737
Plus	Plus	<b>22,067</b>	24,190
		<b>80,985</b>	89,927
Scratch Cards and Online Instant Win Games	Scríobchártaí agus Cluichí Tob-Bhuachana Ar Líne	<b>111,055</b>	107,163
TellyBingo	TellyBingo	<b>13,267</b>	12,902
Millionaire Raffle	Millionaire Raffle	<b>4,800</b>	6,310
Daily Million and Daily Million Plus	Daily Million agus Daily Million Plus	<b>12,158</b>	5,968
Monday Million and Monday Million Plus	Monday Million agus Monday Million Plus	-	6,394
All or Nothing	All or Nothing	-	2,389
		<b>382,696</b>	406,409

### 4. Other costs of sales

### 4. Costais eile díolacháin

		2013 €'000	2012 €'000
Agents' commission	Coimisiún na ngníomhairí	<b>42,144</b>	45,362
Printing, marketing and distribution costs	Clódóireacht, margáiocht agus costais dáiliúcháin	<b>16,883</b>	18,365
On-line facilities and services costs	Costais áiseanna agus seirbhísí ar-líne	<b>16,676</b>	17,993
		<b>75,703</b>	81,720

## 5. Statutory and other information

## 5. Eolas reachtúil agus eile

		2013 €'000	2012 €'000
Directors' emoluments	Luach saothair na Stiúrthóirí		
Fees	Táillí	39	50
Other emoluments	Luach saothair eile	250	250
Pension contributions	Ranníocaíochtaí pinsin	33	33
Expenses paid to Directors	Costais a íocadh leis na Stiúrthóirí	13	10
Auditors' remuneration	Luach saothair na nIniúchóirí		
Audit	Iniúchádh	42	46
Audit related services	Seirbhísí a bhain leis an Iniúchadh	440	670
Non-audit	Neamh-Iniúchadh	3	4
Operating lease rentals:	Cíos ar léasanna		
Buildings	Foirgnimh	998	934
Telecommunications	Teileachumarsáid	2,411	2,492

The Directors' expenses above include travel and subsistence of €10,000 (2012: €7,000) and other outlay of €3,000 (2012: €3,000).

Cuimsíonn costais na Stiúrthóirí thusa taisteal agus cothabháil de €10,000 (2012: €7,000) agus costais eile de €3,000 (2012: €3,000) mar luach saothair stiúrthóirí.

The remuneration package of the Chief Executive which is included in the amounts shown above as Directors emoluments was as follows:

Ba mar seo a leanas a bhí pacáiste luach saothair an Phríomhfeidhmeannaigh atá cuimsithe thusa sna figiúirí a thaispeántar:

		2013 €'000	2012 €'000
Director's fee	Táille Stiúrthóra	-	11
Basic salary	Buntuarastal	230	230
Taxable benefits	Sochar Inchánaithe	20	20
		250	261
Pension contributions	Ranníocaíochtaí Pinsin	33	33
		283	294
		2013 €'000	2012 €'000

The fees paid to other Directors were as follows:

Mar seo a leanas a bhí na táillí a íocadh le Stiúrthóirí eile:

Oliver Wilkinson	Oliver Wilkinson	13	13
Caroline Murphy	Caroline Murphy	13	13
Micheál Ó Muircheartaigh	Micheál Ó Muircheartaigh	13	13
		39	39

## **6. Impact of completion of current National Lottery licence**

In October 2013, the Department of Public Expenditure and Reform announced that Premier Lotteries Ireland had been selected as the preferred applicant for the next National Lottery Licence which will be in place for a 20 year period. The new licence was signed on 25 February, 2014 and under the new licence it is envisaged that Premier Lotteries Ireland will take over the operation of the National Lottery within a year.

In this regard, and as described in the accounting policies, these financial statements have been prepared on the basis that this entity will no longer hold the lottery licence. However the Company expects to continue to earn a surplus up to the date of its cessation, which is expected to be sufficient to provide for the associated costs arising on the transfer of the licence to Premier Lotteries Ireland. The surplus for the period to late 2014 is expected to be broadly similar to the annual surplus earned over the past 3 years and the associated costs arising on the transfer of the licence are not expected to be material in relation to this. This balance remaining after all associated costs and prize fund liabilities are paid will continue to be attributable to the National Lottery Fund in accordance with the existing licence and consequently the net effect of these adjustments amounts to €NIL.

There are no significant liabilities on hand consequent on the transfer of the licence to Premier Lotteries Ireland.

## **6. Éifeacht dheireadh bheith ag teacht leis an gceadúnas reatha don Chrannchur Náisiúnta**

Mí Dheireadh Fómhair 2013, d'fhógair an Roinn Caiteachais Phoiblí agus Athchóirithe go raibh Premier Lotteries Ireland pioctha mar rogha iarrthóra don chéad Cheadúnas eile don Chrannchur Náisiúnta, a mbeidh feidhm leis ar feadh tréimhse 20 bliain. Sínodh an gceadúnas nua ar 25 Feabhra, 2014 agus faoin gceadúnas nua glacfaidh Premier Lotteries Ireland réachtáil An Chrannchur Náisiúnta chuige féin taobh istigh de bliaín.

I dtaca leis seo, agus faoi mar a míníodh sna polasaithe cuntasáiochta, ullmháiodh na ráitis airgeadais seo ar an mbonn nach mbeidh ceadúnas ar an mbonn nach mbeidh an ceadúnas don chrannchur ag an aonán seo feasta. Mar sin fein, tá an Comhlacht ag síul le barrachas a thuilleamh suas go dtí an dáta ar a scorfar é - barrachas a bheidh mór a dhóthain chun soláthar a dhéanamh do na costais ghaolmhara a eascróidh as aistriú an cheadúnais chuig Premier Lotteries Ireland. Meastar go mbeidh an barrachas don tréimhse go dtí déanach i 2014 a bheag nó a mhór ar aon dul leis an mbarrachas bliantúil a tuilleadh le 3 bliana anuas agus nach mbeidh na costais a bhainfidh le haistriú an cheadúnais ábhartha. Cuirfear cibé comhardú a bheidh fágtha nuair a bheidh na costais ghaolmhara uile agus dliteanais an duais-chiste díolta i leith Ciste an Chrannchur Náisiúnta faoi réir an cheadúnais reatha agus dá réir is €NIL a bheidh mar éifeacht ag na coigearuithe seo.

Níl aon dliteanais suntasacha ar lámha i ngeall ar aistriú an cheadúnais chuig Premier Lotteries Ireland.

**7. Staff numbers and costs**

The average number of permanent staff working in the Company was as follows:

	<b>Seo a leanas meán-líon na buan-foirne a bhí ag obair leis an gComhlacht:</b>	<b>2013</b>	<b>2012</b>
Marketing and distribution	Margaíocht agus Dáileachán	<b>41</b>	41
Administration	Riarachán	<b>66</b>	66
		<b>107</b>	107

The aggregate payroll costs were as follows:

	<b>Seo a leanas costas comhiomlán an phárola:</b>	<b>2013</b>	<b>2012</b>
		<b>€'000</b>	<b>€'000</b>
Wages and salaries	Pá agus Tuarastal	<b>7,087</b>	7,183
Social welfare costs	Costais Leasa Sóisialta	<b>370</b>	364
Pension costs	Costais Pinsin	<b>864</b>	894
		<b>8,321</b>	8,441

Costs in respect of the staff working in the Company are charged from An Post at cost.

**7. Líon agus Costais Foirne****8. Tangible Fixed Assets****8. Sócmhainní Seasta Inláimhsithe**

<b>Cost</b>	<b>Costas</b>	Leasehold Improvements	Computer Equipment	Equipment Trealamh	Draw and Other	<b>Total Iomlán</b>
		Feabhsuithe	Trealamh	Crannchuir agus Eile		
		Léasacha	Ríomhaireachta			
		€'000	€'000	€'000	€'000	
At 31 December, 2012	Ar 31 Nollaig, 2012	5,751	4,403	23,293	<b>33,447</b>	
Additions during year	Breiseanna le linn na bliana	-	484	639	<b>1,123</b>	
Disposals during year	Diúscairteanna le linn na bliana	-	-	-	-	
At 31 December, 2013	Ar 31 Nollaig, 2013	5,751	4,887	23,932	<b>34,570</b>	
<b>Reimbursement from National Lottery Fund</b>	<b>Cúiteamh ó Chiste an Chrannchuir Náisiúnta</b>					
At 31 December, 2012	Ar 31 Nollaig, 2012	5,751	4,403	23,293	<b>33,447</b>	
Additions during year	Breiseanna le linn na bliana	-	484	639	<b>1,123</b>	
Disposals during year	Diúscairteanna le linn na bliana	-	-	-	-	
<b>At 31 December, 2013</b>	<b>Ar 31 Nollaig, 2013</b>	5,751	4,887	23,932	<b>34,570</b>	
<b>Net Book Value</b>	<b>Leabharluach Glan</b>					
<b>At 31 December, 2013</b>	<b>Ar 31 Nollaig, 2013</b>	-	-	-	-	

## 9. Fixed Assets - Financial Assets

## 9. Sócmhainní Seasta - Sócmhainní Airgeadais

Cost	Costas	€'000
At beginning and end of year	Ag túis agus ag deireadh na bliana	7
On 8 September, 2004 and to facilitate the introduction of the EuroMillions game in Ireland, An Post National Lottery Company purchased 7,400 €1 shares, a 2% share, in the EuroMillions operating company, Services aux Lotteries en Europe SCRL for €7,400.	Ar 8 Meán Fómhair, 2004 agus chun tabhairt isteach cluiche EuroMillions go hÉirinn a éascú cheannaigh Comhlacht Chrannchur an Phoist 7,400 scair €1,2% den scáirchaipéal, i gcuideachta oibríoch EuroMillions, Services aux Lotteries en Europe SCRL ar €7,400.	
In the opinion of the Directors, the recoverable amount of financial fixed assets is not less than their net book value.	Tá na Stiúrthóirí den tuairim nach lú luach inghnóthaithe na sócmhainní seasta airgid ná a leabharluach glan.	

## 10. Stocks

Stocks comprise Scratch Card ticket stocks held for resale.

## 10. Stoic

Áirítear mar stoic na ticéid do scríobchártaí atá á gcoinneáil le hathdhíol.

## 11. Debtors

## 11. Féichiúniathé

	2013 €'000	2012 €'000
Trade debtors	20,028	15,753
Prepayments and accrued income	1,192	1,392
Cash held in trust	8,887	9,529
	<b>30,107</b>	26,674

As required by the EuroMillions Agreement entered into on 8 September, 2004 and in order to facilitate the introduction of the EuroMillions game in Ireland and the on-going payment of prizes, An Post National Lottery Company has placed cash on deposit with approved financial institutions. The money is held in trust by The Law Debenture Trust Corporation and is not freely available to the Company for use in the operation of its business. This amount includes a deposit to provide security to other EuroMillions participants for the Company's prize payment obligations. This amount (or the relevant part) will be repayable to the Company in accordance with the EuroMillions agreement, in a period which is greater than one year. All other debtors fall due within one year.

Mar a éiltear faoi chomhaontú EuroMillions, ar glacadh leis ar 8 Meán Fómhair, 2004 agus chun tabhairt isteach chluiche EuroMillions go hÉirinn maille le híocaíocht leanúnach duaiseanna a éascú, chuir Comhlacht Chrannchur an Phoist airgead i dtaisce in institiúidí údaraithe. Sealbhaíonn an Law Debenture Trust Corporation an t-airgead seo ar iontaobhas agus níl fáil go saoráideach ag an gcomhlacht air le húsáid in oibriú a ghnó. Áirítear sa tsuim seo airgead i dtaisce mar urrús do ranpháirtithe eile EuroMillions i leith oibleagáidí íocaíocht duaise an Chomhlachta. Tá an tsuim seo (nó cuid ábhartha di) inaísíochta leis an gComhlacht, faoi réir téarmaí chomhaontú EuroMillions, taobh istigh de thréimhse ar mó í ná bliain amháin. Tá na féichiúnuithe uile eile le híoc taobh istigh de bhliain amháin.

**12. Amount Due from  
National Lottery Fund**
**12. Suim dlite ó Chiste an  
Chrannchuir Náisiúnta**

		2013 €'000	2012 €'000
Opening balance	Iarmhéid tosaigh	<b>36,984</b>	28,403
Cost of fixed assets (Note 8)	Costas na sócmhainní seasta (Nóta 8)	<b>1,123</b>	2,993
Net transfers to National Lottery Fund	Glan-Aistrithe chuig Ciste an Chrannchuir Náisiúnta	<b>198,520</b>	230,875
Surplus for year attributable to Fund	Barrachas na bliana inchurtha leis an gCiste	<b>(205,935)</b>	(225,287)
<b>Closing Balance</b>	<b>Comhardú deiridh</b>	<b>30,692</b>	36,984

The National Lottery Fund was established by the Minister for Finance in the Central Bank of Ireland under Section 8 of the National Lottery Act, 1986. The Fund is managed and controlled by the Minister and the surplus generated by the Company each year is attributed in its entirety to this Fund.

Cash received by the Company is transferred into the Fund on a regular basis in accordance with Section 8 of the National Lottery Act, 1986 and the money necessary to meet prize payments, operating costs and capital expenditure (net of proceeds) is transferred as required from the Fund to the Company. The amount due from the Fund to the Company comprises the net aggregate balance of all such transactions.

Bhunaigh an tAire Airgeadais Ciste an Chrannchuir Náisiúnta i mBanc Ceannais na hÉireann faoi Alt 8 den Acht um Chrannchur Náisiúnta, 1986. Is éan tAire a bhainistíonn an Ciste agus tá ionlán an bharrachais a shaothraíonn an Comhlacht gach bliain inchurtha leis an gciste seo.

Aistrítear airgead, a fhaigheann an Comhlacht, isteach sa Chiste ar bhonn rialta mar atá leagtha amach in Alt 8 den Acht um Chrannchur Náisiúnta 1986. Aistrítear an t-airgead, a bhfuil gá leis chun na duaiseanna, costais oibríochta agus caiteachas caipítel (glan ó fháltais) a chlúdach ón gCiste go dtí an Comhlacht. Cuimsíonn an méid atá dlite ón gCiste don Chomhlacht comhardú glan na mbearta seo uile.

**13. Creditors (amounts  
falling due within  
one year)**
**13. Creidiúnaithe (suimeanna  
dlite taobh istigh de  
bhliain amháin)**

		2013 €'000	2012 €'000
Trade creditors	Creidiúnaithe Trádála	<b>5,084</b>	5,041
Other creditors - value added tax	Creidiúnaithe eile - cáin bhreislúacha	<b>123</b>	129
Due to An Post	Dlite do An Post	<b>462</b>	640
Accrual for ticket stocks held by agents	Fabhrúithe do stoic ticéad coinnithe ag gníomhairí	<b>4,700</b>	5,170
Other accruals	Fabhrúithe eile	<b>7,284</b>	7,771
Deferred income	Ioncam iarchurtha	<b>826</b>	755
Prize liability	Dliteanas ar dhuaiseanna	<b>43,002</b>	44,756
		<b>61,481</b>	64,262

## 14. Called Up Share Capital

## 14. Scairchaipiteal Glaote

		2013	2012
Authorised, Allotted, Called Up and Fully Paid : 100 Ordinary shares of €1.25 each	Údaraithe, Leithroinnte, Glaote agus Íoftha go hIomlán: 100 Gnáthscair ar €1.25 an ceann	€ <b>125</b>	€ <b>125</b>
On 5 June, 2003, the ordinary share capital of the Company was renominalised from €1.269738 per share to €1.25 per share. A capital conversion reserve fund of €2 was created to account for the difference arising from this change.	Ar 5 Meitheamh, 2003, athluacháladh gnáth-scairchaipiteal an Chomhlachta ó €1.269738 an scair go dtí €1.25 an scair. Cruthaíodh cúlchiste chomhshó caipitil de €2 chun an difríocht a easraíonn as an athrú seo a léiriú.		

## 15. Capital Expenditure and Financial Investment

## 15. Caiteachas Caipitil agus Infheistiú Airgeadais

		2013	2012
		€'000	€'000
Capital expenditure:	Caiteachas caipitil:		
Payments to acquire tangible fixed assets	Íocaíochtaí chun glacadh le sócmhainní seasta inláimhsithe	<b>(1,123)</b>	(2,993)
Proceeds on disposal of tangible fixed assets	Fáltais ó dhiúscairt shócmhainní seasta inláimhsithe	-	-
Less: reimbursement from National Lottery Fund	Lúide: aisíocaíocht ó Chiste an Chrannchuir Náisiúnta	<b>1,123</b>	2,993
<b>Net cash flow from capital expenditure</b>	<b>Glansreabhadh airgid ó chaiteachas caipitil</b>	-	-

## 16. Reconciliation of Shareholders' Funds

## 16. Réiteach ar Chistí Scairshealbhóirí

		2013	2012
		€'000	€'000
Shareholders' funds at beginning of year	Cistí Scairshealbhóirí ag túis na bliana	-	-
Surplus for the financial year	Barrachas don bhliain airgeadais	<b>205,935</b>	225,287
Attributable to National Lottery Fund	Inchurtha le Ciste an Chrannchuir Náisiúnta	<b>(205,935)</b>	(225,287)
<b>Shareholders' funds at end of year</b>	<b>Cistí Scairshealbhóirí ag deireadh na bliana</b>	-	-

## 17. Pensions

The pension entitlements of staff arise under a number of An Post externally funded defined benefit and defined contribution pension schemes, the assets of which are vested in independent trustees appointed by An Post for the sole benefit of employees and their dependants.

An Post operates multi-employer defined benefit schemes. Due to the seconded nature of staff, the Company is unable to identify the share of the underlying assets and liabilities in the schemes, which may be attributable to the Company, on a consistent and reasonable basis. Because of this, as permitted by FRS17, the schemes have been accounted for by the Company as if the schemes were defined contribution schemes.

The pension costs of the An Post defined benefit schemes are assessed in accordance with the advice of an independent professionally qualified actuary. The most recent actuarial valuations were carried out at 1 January, 2013, using the attained age method and disclosed that the assets of the schemes at that date were sufficient to cover 92% of the accrued liabilities after allowing for expected future increases in pensionable remuneration.

The actuarial valuation of 1 January, 2013 recommended a contribution rate of 14.4% of pensionable remuneration.

The scheme assets were stated at their market value at that date. The net pension liabilities of the pension schemes at 31 December, 2013 amounted to €229 million.

The actuarial valuations are not available for public inspection but the results have been advised to the members of the schemes.

Employer contributions to the defined contribution scheme are at rates varying between 5% and 9% of pensionable remuneration.

The total pension cost in respect of the Company for the year ended 31 December, 2013 was €864,000 (2012: €894,000).

An amount of €26,000 is included in accruals (2012: €24,000) representing contributions payable to An Post with respect to the pension schemes at 31 December, 2013.

## 17. Pinsin

Eascaíonn teidlíochtaí pinsin na foirne as roinnt scéimeanna pinsin de chuid An Post, idir cinn le sochar sainnithe agus cinn le ranníocaócht sainnithe, atá maoinithe go seachtarach, a bhfuil a sócmhainní dílsithe ag An Post le hiontaobhaithe neamhspleácha chun leasa na bhfostaithe agus a gcleithiúnaithe agus iadsan amháin.

Riarann An Post scéimeanna il-fhostóra le sochair réamh-shainnithe. Toisc an fhoireann a bheith tugtha ar shealscarúint níl ar chumas an Chomhlachta a chuid de na sócmhainní ná na dliteanais, a fhéadfaí chur i leith an Chomhlachta, a aithint ar bhonn comhsheasmhach nó réasúnta. I ngeall air seo agus faoi réir mar a cheadaítear faoi FRS 17, tá cuntas tugtha ar na scéimeanna amhail is dá mba scéimeanna ranníocaóchta sainnithe iad.

Measúnaítear costais scéimeanna sochar réamh-shainnithe An Phoist faoi réir chomhairle ó achtúire neamhspleách atá oilte go gairmiúil. Rinneadh an luacháil achtúireach dheiridh ar 1 Eanáir, 2013, ag úsáid modh na haoise sroichte agus fuarthas amach gur leor sócmhainní na scéimeanna ar an dáta sin chun 92% de na dliteanais fabhraithe a chlúdach tar éis soláthar a dhéanamh d'arduithe measta i luach saothair inphinsin.

Mhol an luacháil achtúireach ar 1 Eanáir 2013 ráta ranníocaóchta de 14.4% de thuarastal inphinsithe.

Luadh sócmhainní na scéime ar an dáta sin ag a luach margaidh. Is iad glan-dliteanais na scéime ar 31 Nollaig 2013 ná €229 milliún.

Níl fáil ar na luachanna achtúireacha le go ndéanfaí scrúdú orthu ach tá na luachanna curtha in iul do bhailí na scéimeanna.

Is ar rátaí idir 5% agus 9% den tuarastal inphinsithe atá ranníocaóchtaí na bhfostóirí leis na scéimeanna le ranníocfocantaí sainnithe.

Bé €864,000 (2012: €894,000) costas iomlán na bpínsean i leith an Chomhlachta don bhliain dar chríoch 31 Nollaig 2013.

Tá suim de €26,000 san áireamh sna fabhruithe (2012: €24,000) i leith ranníocaóchtaí atá iníochta leis An Post i leith na scéimeanna pinsin ar 31 Nollaig 2013.

## 18. Contingencies

The Company has been notified of a legal case involving Rehab and the Minister for Justice and Equality, the National Lottery, Ireland and the Attorney General in relation to competition in the Irish lottery market. The Company is preparing a full defence to this case and no provision has been made in the Financial Statements in respect of this case.

There were no other material contingent liabilities at the balance sheet date.

## 18. Teagmhais

Tá an Comhlacht curtha ar an eolas faoi chás dlí ina mbeidh Rehab agus an tAire Dlí agus Cirt agus Comhionannais, an Crannchur Náisiúnta, Éire agus an tArd Aighne faoi iomaíocht ar mhargadh crannchuir na hÉireann. Tá cosaint iomlán á réiteach ag an gComhlacht don chás agus níl aon soláthar déanta sna Ráitis Airgeadais i leith an cháis seo.

Ní raibh aon teagmhais ábhartha eile ann ar dháta an chlár comharduithe.

## 19. Commitments

## 19. Ceangaltais

	2013 €'000	2012 €'000
<b>Operating Leases</b>		
The Company has commitments payable at 31 December in respect of leases as follows:		
<b>Land &amp; buildings</b>		
Expiring after less than one year		
<b>Talamh &amp; Foirgnimh</b>		
Iad ag éagadh taobh istigh de bhliain	934	35
<b>Land &amp; buildings</b>		
Expiring after five years		
<b>Talamh &amp; Foirgnimh</b>		
Iad ag éagadh tar éis cúig bliana	-	899
<b>Telecommunications</b>		
Expiring after less than one year		
<b>Teileachumarsáid</b>		
Iad ag éagadh taobh istigh de bhliain amháin	2,574	-
<b>Telecommunications</b>		
Expiring after one and before five years		
<b>Teileachumarsáid</b>		
Iad ag éagadh tar éis bliana amháin agus roimh cúig bliana	-	2,485
	<b>3,508</b>	3,419
<b>Capital Commitments</b>		
Approved and contracted for		
<b>Ceangaltais Chaipítil</b>		
Faofa agus conarthaí déanta ina leith	-	-
	<b>2013 €'000</b>	2012 €'000

## 20. Group Membership and Controlling Party

An Post holds 80% of the issued share capital of the Company.

The sole activity of the Company is the operation of the National Lottery under Licence from the Minister for Public Expenditure and Reform in accordance with the provisions of the National Lottery Act, 1986. The surplus generated each year is entirely attributable to the National Lottery Fund and, accordingly, the results of the Company are not consolidated within the An Post Group.

The Company was managed and controlled throughout the year by the Directors on behalf of An Post and the ultimate controlling party, the Minister for Public Expenditure and Reform.

## 20. Grúp-chomhaltais agus Páirtí Urláimhis

Is ag An Post atá 80% de scairchaipiteal eisithe an Chomhlachta.

Is é aon ghníomhaíocht an Chomhlachta an Crannchur Náisiúnta a réachtail faoi Cheadúnas ón Aire Caiteachais Poiblí agus Athchóirithe faoi réir fhorálacha an Acharta um Chrannchur Náisiúnta, 1986. Tá iomlán an bharrachais a ghintear gach bliain inchrutha go hiomlán i leith Chiste an Chrannchuir Náisiúnta agus, dá réir, níl tortháí an Chomhlachta comhdhlúite taobh isitigh de Ghrúpa An Phoist.

Rialaigh agus bhainistigh na Stiúrthóirí an Comhlacht le linn na bliana thar ceann An Phoist agus an bhunpháirtí rialaithe, an tAire Caiteachais Phoiblí agus Athchóirithe.

## 21. Related Party Disclosures

In addition to the secondment of staff working in the Company, undertakings in the An Post Group provide the Company with management and delivery services. Such services are carried out on an arm's length basis or, where appropriate, in accordance with the terms of the Licence granted by the Minister for Public Expenditure and Reform to the Company, to operate the National Lottery. An Post also provides agency services to the Company whereby An Post makes sales and pays prizes on behalf of the Company in accordance with the standard terms and conditions and remuneration structure common to all of the Company's agents.

Excluding staff costs (Note 7) and including the Management Fee, expenses for the year in respect of services provided by An Post Group undertakings to the Company amounted to €5,160,000 (2012: €5,683,000).

Amounts due to An Post are set out in Note 13 of the accounts.

The Company's parent, An Post, has agreed to guarantee the performance by the Company of its obligations under the Licence for the holding of the National Lottery granted by the Minister for Public Expenditure and Reform. An Post has provided the guarantee, the maximum liability of which amounts to €10 million, for the duration of the Licence.

## 21. Faisnéisithe Pháirtí Ghaolmhair

De bhréis ar fhoireann a ligean ar shealscarúint chun dul ag obair leis an gComhlacht, soláthraíonn gnóthais i nGrúpa An Phoist seirbhísí bainistíochta agus seachadta don Chomhlacht. Soláthraítéar na seirbhísí seo ar bhonn fad láimhe nó, nuair is cuí, faoi réir théarmaí an Cheadúnais a thug an tAire Caiteachais Phoiblí agus Athchóirithe don Chomhlacht chun an Crannchur Náisiúnta a réachtáil. De bhréis air sin soláthraíonn An Post seirbhísí gníomhaireachta. Baineann na seirbhísí seo le díolachán agus le híoc duaiseanna faoi réir na dtéarmaí agus na gcoinníollacha caighdeánacha agus ar bhonn an struchtúir luach saothair comónta atá ag gníomhairí uile an Chomhlachta.

Gan costas foirne a thabhairt san áireamh (Nóta 7) ach an Táille Bainistíochta a bheith san áireamh, bhí costas €5,160,000 (2012: € 5,683,000) ar na seirbhísí a sholáthraigh Gnóthais Ghrúpa An Phoist don Chomhlacht le linn na bliana.

Tá na suimeanna atá dlite do An Post leagtha amach i Nótá 13 ar na cuntasí.

Tá máthair-chuideachta an Chomhlachta, An Post, tar éis rátháiocht a dhéanamh ar fheidhmiú an Chomhlachta maidir lena chuid dualgas faoi théarmaí an Cheadúnais, a thug an tAire Caiteachais Phoiblí agus Athchóirithe, chun an Crannchur Náisiúnta a réachtáil.

Tá An Post tar éis an rátháiocht, ar €10 milliún é uasmhéid a dhlíteanais, a thabhairt i leith tréimhse an Cheadúnais.

## 22. Board Approval

The financial statements were approved by the Board of Directors on 25 March, 2014.

## 22. Faomhadh an Bhoird

D'fhaomhaigh an Bord Stiúrtha na ráitis airgeadais ar 25 Márta, 2014.





**National  
Lottery**

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