

# Bringing Dreams to Life

## Ag Fíorú Aislingí



ANNUAL REPORT  
TUARASCÁIL BHLIANTÚIL

**2007**



## Contents

Our Results	1	Report of the Directors	26
Facts and Figures	2	Statement of Directors' Responsibilities	35
Our Draw Games	4	Report of the Independent Auditor	36
Our Scratchcard Games	5	Accounting Policies	38
Twenty Years of the National Lottery	6	Profit and Loss Account	40
Chairman's Statement	8	Balance Sheet	41
Good Causes	10	Cash Flow Statement	42
Review of Operations	12	Notes to the Financial Statements	43
Directors & Management	24		

## Ábhar

Ár dTorthaí	1	Tuarascáil na Stiúrthóirí	26
Fíricí agus Figiúirí	2	Ráiteas faoi Fhreagrachtaí na Stiúrthóirí	35
Ár gCluichí Crannchuir	4	Tuarascáil an Iniúcháir	36
Ár gCluichí Scríobcháirte	5	Polasaithe Cuntasaíochta	38
Fiche Bliain de Chrannchur Náisiúnta	6	Cuntas Brabúis agus Caillteanais	40
Ráiteas an Chathaoirligh	8	Clár Comhardaithe	41
Dea-chúiseanna	10	Ráiteas faoi Shreabhadh Airgid	42
Athbhreithniú Oibríochta	12	Nótaí ar na Ráitis Airgeadais	43
Na Stiúrthóirí & an Bhainistíocht	24		

### 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.

### 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 réachtáil do mhuintir na hÉireann, cistí a ghnóthú do dhea-chúiseanna, thar ceann an Rialtais.

### ár luachanna

#### • Ionracas

Bíimid 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 dhúshlán shochoaí atá ag síor-athrú.

#### • Obair Bhuíne

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

87  
07

## In 2007 the National Lottery celebrated its Twentieth Anniversary

You can see some of our twenty years highlights on pages 6 and 7 of this report

## I 2007 bhí comóradh Fiche Bliain ag an gCrannchur Náisiúnta

Is féidir leat cuid de bhuaicphointí na bhfiche bliain a fheiceáil ar leathanaigh 6 agus 7 den tuarascáil seo



[www.lottery.ie](http://www.lottery.ie)

# Our Results

## Ár dTorthaí



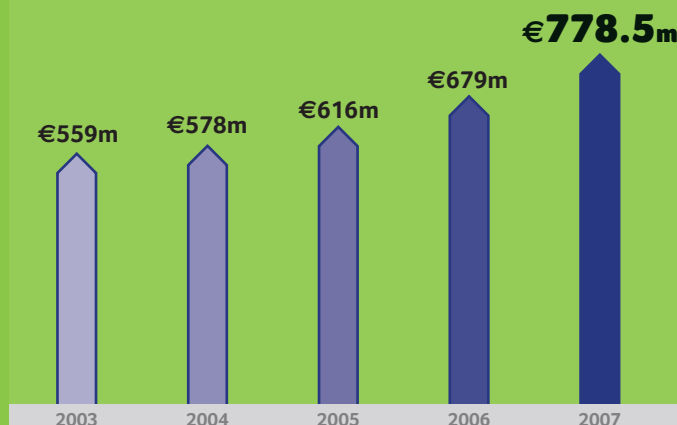
### Sales

#### Díolachán

€778.5m

€778.5 million sales in 2007 represents an increase of 14.6%, the highest ever increase in sales recorded by the National Lottery.

Is ionann €778.5 milliún de dhíolachán i 2007 agus méadú 14.6%, an méadú is mó ar dhíolachán riamh ag an gCrannchur Náisiúnta.



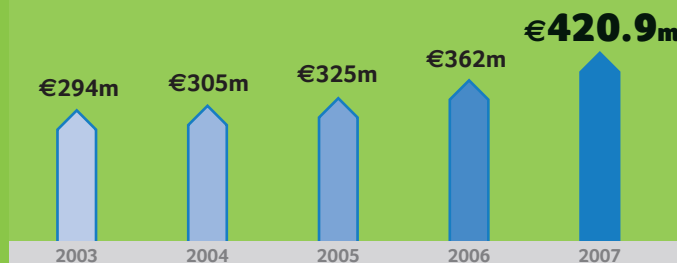
### Prizes

#### Duaiseanna

€420.9m

€420.9 million was won by our players through the sale of Lotto, EuroMillions, Scratchcard games and TellyBingo.

Bhuaigh ár n-imreoirí €420.9 milliún trí dhíolachán chluichí Lotto, EuroMillions agus Scríobchátaí, agus le TellyBingo.



### Costs

#### Costais

€112.1m

€112.1 million was the total cost of operating the National Lottery in 2007. Costs of sales were €90.4 million including agents commissions of €48.4 million, other costs of sales at €42.0 million, administration costs of €18.7 million and the management fee of €3.0 million.

B'ionann €112.1 milliún agus costas iomlán reachtáil an Chrannchuir Náisiúnta i 2007. Bhí costas €90.4 milliún ar dhíolachán, ar a n-áirítear €48.4 milliún ar choimisiúin ár ngníomhairí, costais díolacháin eile de €42.0 milliún, costais riaracháin de €18.7 milliún agus táille bainistíochta de €3.0 milliún.



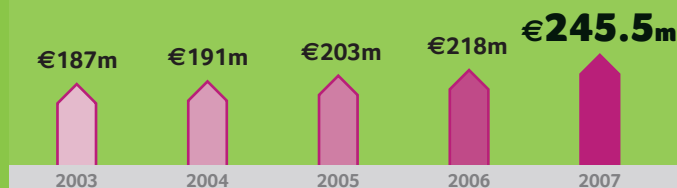
### Funds for Good Causes

#### Cistí do Dhea-chúiseanna

€245.5m

€245.5 million was raised for good causes in 2007 to fund projects in: Youth, Sport, Recreation and Amenities; Health and Welfare; Arts, Culture and National Heritage and the Irish Language.

Gnóthaíodh €245.5 milliún do dhea-chúiseanna i 2007 chun tionscadail a mhaoiniú sna réimsí seo: Óige, Spórt, Caitheamh Aimsire is Áiseanna, Sláinte is Leas Sóisialta, na hEalaíona, Cultúr agus an Oidhreacht Náisiúnta agus an Ghaeilge.



# Facts and Figures

## Fíricí agus Figiúirí



# over 1.2m

Over 1.2 million winning tickets in the TellyBingo game during the year.

Bhain breis is 1.2 milliún ticéad duais i gcluiche TellyBingo le linn na bliana.



Pauline McDonnell from Foxford, Co. Mayo was the top prize TellyBingo winner in 2007, winning a €65,000 TellyBingo Snowball prize in June 2007.

B'í Pauline Mc Donnell ó Bhéal Easa, Co. Mhaigh Eo, an chéad duine le barrduais a bhuachan i TellyBingo i 2007. Bhuaigh sí duais €65,000 i TellyBingo Snowball i mí an Mheithimh 2007.

# 3,623

3,623 National Lottery agents processed over 246 million ticket transactions in their busy outlets all over Ireland during 2007.

Phróiseáil 3,623 gníomhaire de chuid an Chrannchuir Náisiúnta breis is 246 milliún idirbhearta ticéad ina n-asraonta gnóthacha le linn 2007.

# 13

Thirteen lucky winners became new Lotto millionaires in 2007. There were also 19 Lotto jackpot group wins. These lucky groups won €104,792,328 between them.

Rinneadh milliúnaithe Lotto de thrí bhuaiteoir déag ámharaich i 2007. Bhí 19 grúpa ann a bhuigh ollduaiseanna Lotto freisin. Bhuaigh na grúpaí ámharaicha seo €104,792,328 eatarthu.



The happy 'Five-O' winner group from Cork who won a €2.7 million Lotto jackpot on Saturday 28 April, 2007. The lucky five member group, who have 34 grandchildren between them, said their windfall would allow them to retire for a second time.

Grúpa 'Five O' ó Chorcaigh a bhuigh ollduais Lotto de €2.7 milliún Dé Sathairn, 28 Aibreán, 2007. Dúirt cúigear an áidh, a bhfuil 34 garpháiste acu eatarthu, go ligfeadh an t-amhantar seo dóibh dul ar scor don dara huair.

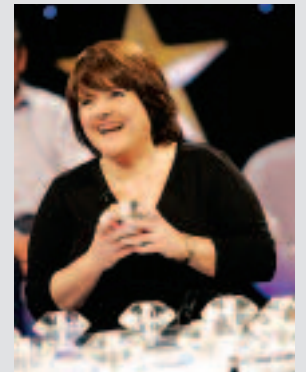
# 274

274 players appeared on The Winning Streak and The Trump Card TV game shows during the year.

Ghlac 274 imreoir páirt i seónna teilifíse Winning Streak agus Trump Card le linn na bliana.

Player, Amelia Kruger, from Convo, Co. Donegal makes her choice in the 'Diamond Dilemma' game on The Winning Streak TV game show in November 2007.

Déanann Amelia Kruger, imreoir ó Chonmhaigh, Co. Dhún na nGall, a rogha ar an gcluiche 'Diamond Dilemma' le linn seó teilifíse Winning Streak mí na Samhna 2007.



# Saturday 27 October 2007

Saturday 27 October, 2007 saw the first ever Lotto draw broadcast outside Dublin. It took place in Emmet Place, Cork City outside the Cork Opera House, which received over €200,000 in National Lottery beneficiary funding in 2007.

B'ar an Satharn, 27 Deireadh Fómhair, 2007, a bhí an chéad chrannchur Lotto riamh a craoladh taobh amuigh de Bhaile Átha Cliath. Ba i bPlás Emmet, taobh amuigh d'Áras Ceoldrámaíochta Chorcaí a tharla sé. Fuair an tÁras Ceoldrámaíochta €200,000 ó chiste an Chrannchuir Náisiúnta i 2007.



Lotto draw presenter, Shane O'Donoghue, calling out the magic six numbers at the Cork Outside Broadcast.

Láithreoir chrannchur Lotto, Shane O'Donoghue, agus é ag glaoch amach na sé uimhir dhraíochta ag Craoladh Seachtrach Chorcaí.



The Desperate Housewives group from Mallow, Co. Cork collected their €350,000 in January 2007. This happy group's winning line comprised of birthdays.

Bhailigh an grúpa, the Desperate Housewives, ó Mhalla, Co. Chorcaí, a nduais de €350,000 mí Eanáir 2007. Bhí line an ghrúpa shona seo, a bhain an duais, bunaithe ar bhreithlaethanta.

# 30

Thirty winners won the Lotto Plus 1 top prize of €350,000 and 23 winners won the Lotto Plus 2 top prize of €250,000 during 2007.

Bhuaigh tríocha buaiteoir barrduais Lotto Plus 1 de €350,000 agus bhuaigh 23 buaiteoir barrduais Lotto Plus 2 de €250,000 le linn 2007.

# 142

142 cars were won by lucky players on The Winning Streak and The Trump Card TV game shows in 2007.

Bhuaigh imreoirí ámharaicha 142 carranna i seónna teilifíse Winning Streak agus Trump Card i 2007.



# €16,185,749

€16,185,749 was the largest Lotto jackpot won since the game began in 1988.

Bhí €16,185,749 ar an ollduais Lotto ba mhó a buadh ó thosaigh an cluiche i 1988.

*The Cunningham family from Cork won this record breaking jackpot on Saturday 28 July, 2007.*

*Muintir Cunningham ó Chorcaigh a bhuaigh an bharrdhuais ollmhór seo Dé Sathairn 28 Iúil, 2007.*



# 7

Seven lucky winners won €100,000 each on National Lottery scratchcards 'Winning Streak Double Your Money', Trump Card and 'Christmas Countdown' in 2007. These prizes were won by lucky winners from Cork (4), Tipperary, Mayo and Carlow.

Bhuaigh seacht mbuaiteoir ámharch €100,000 an duine ar scríobcháirteá an Chrannchuir Náisiúnta, 'Winning Streak Double Your Money', Trump Card' agus 'Christmas Countdown' i 2007. Buaiteoirí ámharcha ó Chorcaigh (4), Tiobraid Árann, Maigh Eo agus Ceatharlach a fuair na duaiseanna.



# over €420m

During the year, €420.9 million was won in prizes to an average of 100,000 winners per day.

Le linn na bliana, buadh €420.9 milliún mar dhuaiseanna le meán-líon de 100,000 buaiteoir in aghaidh an lae.



*The Headborough winners group from Co. Waterford won €1,303,840 in March 2007. The lucky group had been playing together for 14 years when they won the jackpot.*

*Grúpa buaiteoirí Headborough ó Cho. Phort Láirge a bhuaigh €1,303,840 i mí an Mhárta 2007. Bhí an grúpa ámharch seo ag imirt le chéile ar feadh 14 bliana nuair a bhain siad an ollduais.*

# over €14m

Over €14 million was won in prizes on National Lottery TV game shows, The Winning Streak and The Trump Card in 2007.

Buadh breis is €14 milliún mar dhuaiseanna i seóchluichí teilifíse an Chrannchuir Náisiúnta, Winning Streak agus Trump Card i 2007.



*Winnie Wilson from Balla, Co. Mayo was the top prize winner on Winning Streak during the year. She is pictured here receiving her cheque for €321,000 from show host Derek Mooney.*

*Winnie Wilson ó Bhalla, Co. Mhaigh Eo, a bhain an duais a b'airde ar Winning Streak le linn na bliana. Feictear í anseo ag glacadh a seic ar €321,000 ón seó óstach, Derek Mooney.*

# €245m

Over €245 million was raised through the sale of National Lottery games to fund good causes countrywide in 2007. This is the largest amount ever raised by the National Lottery in a single year for good causes and brings the total amount of funding raised to over €2.85 billion since 1987.

Gnóthaíodh breis is €245 milliún trí dhíolachán chluichí an Chrannchuir Náisiúnta chun maoiniú a dhéanamh ar dhea-chúiseanna ar fud na tíre le linn 2007. Seo an tsuim is mó a ghnóthaigh an Crannchur Náisiúnta riamh in aon bhliain chun dea chúiseanna a mhaoiniú agus fágann sé seo gur €2.85 billiún a gnóthaíodh ó 1987.



*Lotto presenter, Nuala Carey, enjoying the fun in the run up to the amazing €16 million jackpot.*

*Láithreoir Lotto, Nuala Carey, ag baint spraoi as an gceic roimh an crannchur don ollduais iontach de €16 milliún.*

# over 330,000

Over 330,000 tickets were sold between 4 and 7.45pm on Saturday 28 July, 2007 for the record Lotto jackpot draw of over €16 million.

Díoladh 330,000 ticéad idir 4 pm agus 7.45 pm Dé Sathairn, 28 Iúil, 2007, don chrannchur ollduaise Lotto ba mhó riamh ina raibh breis is €16 milliún.

# 80

Eighty exotic holidays to sun, sea and ski destinations were won during 2007 on both The Winning Streak and The Trump Card TV game shows.

Buadh ochtó saoire in áiteanna andúchasacha gréine, farraige agus sciála le linn 2007 ar sheóchluichí Winning Streak agus Trump Card araon.

# Our Draw Games

## Ár gCluichí Crannchuir

**Overall Sales €617.6m**

**EuroMillions Sales €135.2m**

**Lotto continues to be our most popular game, with sales of €357.7m in 2007**

**Díolachán Iomlán €617.6m**

**Díolachán EuroMillions €135.2m**

**Is é Lotto an cluiche is mó éilimh atá againn i gcónaí le díolachán de €357.7m i 2007**



### Lotto Games

The Lotto Games category grew significantly during 2007 and finished the year up 29.5% to €468.7 million.

In the core Lotto game, Lotto sales increased by 40.2% to €357.7 million. This was the largest ever growth in the Lotto game. Lotto Plus also performed very well with a 4.7% increase in sales to €100.1 million.

D'fhás catagóir Chluichí Lotto go suntasach le linn 2007 agus bhí méadú de 29.5% air go dtí €468.7 milliún.

I gcroí-chluiche Lotto, bhí méadú 40.2% ar dhíolachán Lotto go dtí €357.7 milliún. Bhí sé seo ar an méadú ba mhó riamh ar chluiche Lotto. D'fheidhmigh Lotto Plus go han-mhaith freisin le méadú 4.7% go dtí €100.1 milliún.

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

Sales of Lotto 5-4-3-2-1 amounted to nearly €11 million. With a prize payout level of 66%, Lotto 5-4-3-2-1 continues to provide an attractive option for players who prefer higher odds of winning. In 2007, those players shared €7.2 million in prizes.

Bhí díolachán de beagnach €11 milliún ar Lotto 5-4-3-2-1. Agus leibhéal íocaíocht duaiseanna aige de 66%, leanann Lotto 5-4-3-2-1 air de bheith ag soláthar rogha mealltaí d'imreoirí ar fearr leo corrlaigh buachana níos airde. I 2007, roinneadh €7.2 milliún de dhuaisianna ar na himreoirí úd.

### EuroMillions

EuroMillions sales in Ireland in 2007 were €118.7 million. The highest jackpot roll was €75 million. There was added excitement with two Super Draws in 2007 - one in February, when €100 million was guaranteed, and one in September when €130 million was guaranteed.

The EuroMillions Plus game, launched in June 2007, generated sales of €16.4 million, bringing the overall sales of EuroMillions related games to €135.2 million for 2007.

Bhí díolachán de €118.7 milliún ag EuroMillions in Éirinn i 2007. B'é €75 milliún an ollduais charnach a b'airde. Bhí corraill bhreise ann le dhá Shár-Chrannchur i 2007 - ceann díobh i mí Feabhra nuair a bhí duais de €100 milliún ráthaithe, agus ceann i mí Mheán Fómhair nuair a bhí €130 milliún rathaithe.

Ghnóthaigh cluiche EuroMillions Plus, a seoladh i mí an Mheithimh 2007, díolachán de €16.4 milliún. Fágann sé seo go raibh díolachán iomlán de €135.2 milliún ag cluichí EuroMillions i 2007.

### TellyBingo

The ever-popular TellyBingo game continued in its twice weekly lunchtime TV slot on RTE One. It generated sales of €13.7 million and provided great entertainment value for viewers. Players shared €9.9 million in prizes during 2007, a 72% prize payout level. In all there were over 1.2 million TellyBingo prize winners, including 24 Snowball winners, the largest of which was Pauline McDonnell from Foxford, Co. Mayo who won €65,000 in June.

Lean cluiche TellyBingo, a mbíonn síor-tóir air, ina dhá shliotán seachtainiúil teilifíse am lóin ar RTÉ 1. Ghnóthaigh sé díolachán de €13.7 milliún agus sholáthair sé siamsaíocht den scoth don lucht féachana. Roinneadh €9.9 milliún ina nduaisianna ar imreoirí le linn 2007 - leibhéal íocaíochta de 72%. Bhí os cionn 1.2 milliún buaiteoir duaise i TellyBingo. Orthusan bhí 24 buaiteoir Snowball, a raibh Pauline McDonnell ó Bhéal Easa, Co. Mhaigh Eo, ar an duine a b'airde duais, nuair a bhain sí €65,000 i mí an Mheithimh.

# Our Scratchcard Games

## Ár gCluichí Scríobchártaí

**Scratchcard Game Sales up 2.2% to €160.9m**

**Winning Streak Sales were €35m**

**31 games on sale during 2007**

**Méadú 2.2% ar Dhíolachán Chluichí Scríobchártaí go dtí €160.9m**

**Shroich díolachán Winning Streak €35m**

**Bhí 31 cluiche ar díol le linn 2007**



### Scratchcard Games in 2007

### Cluichí Scríobchártaí i 2007

All Cash  
All Cash Gold  
Bonus Bingo  
Diamond Bingo  
Viva Las Vegas  
Pinball Winner  
Astro Cash  
333

Photo Finish  
Easter Breakaway  
Cool Hand Loot  
Card Shark  
Congratulations  
Money Comb  
Gold Card  
Trump Card

Cash Break  
Clash of the Cash  
One for the Money  
Winning Streak  
Double Your Money  
Ten Pin Payout  
Spooky Loot  
Hampers and Roses

High Roller  
Snow Bank  
Christmas Countdown  
High Fives  
Happy Birthday  
Winning Streak  
Money Spinner  
Crossword Cash  
Crossword Xtra



# Twenty Years of the National Lottery

## Fiche Bliain de Chrannchur Náisiúnta

### 1987

The first Grand Prize Game was televised live on the Late Late Show in 1987.

Craoladh an chéad chluiche Grand Prize ar an Late Late Show i 1987.



### 1988

The Lotto game launched on 10 April, 1988 with a spectacular fireworks extravaganza in the Phoenix Park, Dublin.

Seoltar cluiche Lotto ar 10 Aibreán, 1988 le seó mór tinte ealaíne i bPáirc an Fhionnuisce, Baile Átha Cliath.



### 1989

Rita Power from Portumna, Co. Galway made Lotto history in 1989 when she became Ireland's first Lotto millionaire.

Rinne Rita Power ó Phort Omna, Co. na Gaillimhe, stair Lotto i 1989 nuair a rinneadh an chéad mhilliúnaí Lotto di in Éirinn.



### 1990

Winning Streak, currently the longest running TV game show in Europe, was launched in September 1990.

Seoladh Winning Streak, an seóchluiche teilifíse is faide atá á chraoladh san Eoraip, i mí Mheán Fómhair 1990.



### 1991

The National Lottery celebrated Dublin's year as European City of Culture by bringing Pavarotti to the capital for a concert.

Cheiliúir an Crannchur Náisiúnta Baile Átha Cliath a bheith mar Chathair Eorpach an Chultúir trí Pavarotti a thabhairt chun na hardchathrach le haghaidh ceolchoirme.



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### 1997

78 lucky Fame and Fortune players won the trip of a lifetime when they travelled to Paris on Concorde in November 1997.

Bhuaigh 78 buaiteoir ámharaigh i Fame and Fortune turas ar dóigh nuair a thaistead siad chuig Páras ar Concorde mí na Samhna 1997.



### 1998

The National Lottery sponsored Paul McGrath's Soccer Testimonial, in May. 1,500 people won match tickets in a Lottery draw.

Rinne an Crannchur Náisiúnta urraíocht ar Chluiche Teistiméireachta Sacair Paul McGrath i mí na Bealtaine. Bhuaigh 1,500 duine ticéid don gcluiche i gCrannchur.



### 1999

The TellyBingo game launched in September. This popular game continues to combine a traditional bingo format with a studio game.

Seoladh cluiche TellyBingo i mí Mheán Fómhair. Nascann an cluiche seo, a bhfuil tóir air i gcónaí, formáid thraidisiúnta bingo le cluiche stiúideo.



### 2000

Winning Streak gave families from all over Ireland the chance to travel to Lapland for fun and games and to meet Santa in the snow.

Thug Winning Streak deis do theaghlaigh ar fud na tíre dul ar thuras chun na Laplainne mar spraoi agus chun casadh ar Shan Nioclás sa sneachta.



### 2001

The ESB made it into the National Lottery's history books as the company with a record number of winning Lotto groups.

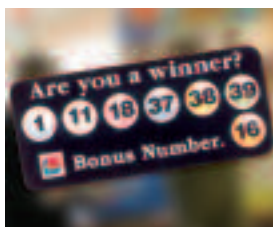
Bhain an BSL áit amach i stair an Chrannchuir Náisiúnta leis an líon a b'airde foirne a bhuaigh an Lotto.



## 1992

In Lotto, a new prize category of three numbers plus the bonus number was introduced. Lotto changed from 6/36 to 6/39.

Tosaíodh catagóir nua duaise i Lotto le trí uimhir móide an uimhir bhónais. D'athraigh Lotto ó 6/36 go dtí 6/39.



## 1993

Marie Burke travelled by helicopter from Galway to collect a Lotto jackpot of IR£3.03 million, a record Lotto win at that time.

Thaisteal Marie Burke ar héileacaptar ó Ghaillimh chun ollduais Lotto de IR£3.03 milliún a bhailiú. Curiarracht nua a bhí ann ag an am.



## 1994

The National Lottery celebrated the 100th anniversary of the Irish Congress of Trade Unions with a May Day Congress Centenary Carnival.

Cheiliúir an Crannchur Náisiúnta comóradh 100 bliain Chomhdháil Éireannach na gCeardchumann le Carnabhal Chomóradh Céad Bliain na Comhdhála Lá Bealtaine.



## 1995

Breege Carrabine from Sligo became the first European TV game show millionaire.

Bhí Breege Carrabine ó Shligeach ar an gcéad mhilliúnaí san Eoraip ar sheóchluiche teilifíse.



## 1996

The Magnificent Seven models held a rodeo in Dublin to mark a record Lotto jackpot of IR£7,486,025.

Bhí róidió i mBaile Átha Cliath ag mainicíní Magnificent Seven chun ollduais Lotto de IR£7,486,025 a cheiliúradh.



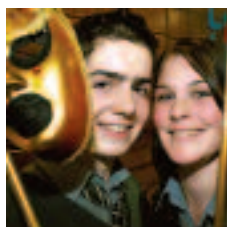
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## 2002

The Lotto Plus game was redesigned with the addition of the Lotto Plus 2 draw, for an extra top prize.

Athdhearadh cluiche Lotto Plus agus cuireadh Lotto Plus 2 leis, do bharndhuais breise.



## 2003

The National Lottery's 'Act Up' sponsorship celebrated The Abbey Theatre's 100th anniversary. Over 5,000 post-primary students took part.

Cheiliúir pátrúnacht 'Act Up' an Chrannchuir Náisiúnta comóradh 100 bliain Amharclann na Mainistreach. Ghlac os cionn 5,000 mac léinn iarbhunscoile páirt inti.



## 2004

The EuroMillions game was launched in Ireland. From 2004, players from nine European countries could play.

Seoladh cluiche EuroMillions in Éirinn. Ó 2004 ar aghaidh bhí imreoirí ó naoi dtír Eorpach ábalta ar pháirt a ghlacadh ann.



## 2005

In July, Limerick woman Dolores McNamara made European Lottery history when she won over €115 million.

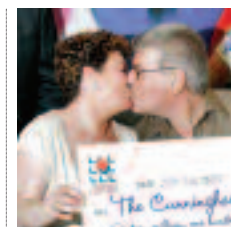
Mí Iúil, rinne Dolores McNamara ó Luimneach stair Chrannchuir Eorpaigh nuair a bhuaigh sí os cionn €115 milliún.



## 2006

Lotto jackpots beginning at €2,000,000, with an extra prize category added – Match 3. Lotto changed from 6/42 to 6/45.

D'athraigh Lotto ó 6/42 go 6/45 nuair a seoladh ollduaiseanna, a thosaigh le €2,000,000 agus le catagóir duaise breise – Match 3.



## 2007

The Cunningham family from Cork city made Lotto history when they won over €16 million in July. This currently ranks as the highest Lotto jackpot ever.

Rinne muintir Cunningham ó chathair Chorcaí stair Chrannchuir nuair a bhuaigh siad os cionn €16 milliún i mí an Iúil. Tá sé seo ar an ollduais Lotto is mó fós.

# Chairman's Statement

## Ráiteas an Chathaoirleach



**In 2007, we celebrated the National Lottery's 20th anniversary with a very successful business performance. Sales growth for the year was an impressive 14.6%, achieving an unprecedented sales level of €778.5 million, up from €679.1 million in 2006. This generated the highest ever amount of funds for good causes in the history of the company.**

**I 2007, cheiliúramar comóradh 20 bliain an Chrannchuir Náisiúnta le comhall gnó sár-rathúil. Ráta fáis 14.6% a bhí ar an díolachán, a bhain amach leibhéal díolacháin gan fasach de €778.5 milliún, ar ardú é ó €679.1 milliún i 2006. Ghnóthaigh se seo an tsuim ba mhó riamh do chistí le roinnt ar dhea chúiseanna i stair an chomhlachta.**

The success of the National Lottery in 2007 demonstrates the ability of the organisation to effectively develop the structure and range of its games to optimise player participation levels and maximise returns to the Irish community.

2007 was a particularly good year for our players with an increase of 16.2% in prizes won as they shared in the fun and excitement of increased prizes across National Lottery games. This was particularly apparent in the Lotto game where we had the highest rollover in eleven years culminating in a record jackpot win of over €16 million.

Apart from the lucky winners of National Lottery games, the other real winners are, of course, the good causes which benefit directly from the success of the National Lottery. During the year, €245.5 million was raised for distribution by Government to beneficiaries throughout Ireland. This represents an increase of 12.9% from €217.5 million in the previous year. Over the twenty years since the National Lottery was launched, the cumulative amount of money raised for Irish good causes now stands at a very impressive €2.85 billion. This level of funding has 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 2007, our draw games – Lotto and EuroMillions – accounted for 77.6%, or €603.9 million, of sales – an increase of €96.6 million compared to the previous year. Within this category, undoubtedly the star performer was the Lotto game. Driven by as many as seven jackpots over €5 million, and the exciting record €16 million jackpot win by the Cunningham family in Cork, Lotto sales were up an exceptional 40.2% to €357.7 million. This is by far the best performance ever by the Lotto game and demonstrates the suitability of the 6/45 game format, introduced in November 2006, for our player base.

Léiríonn an rath a bhí ar an gCrannchur Náisiúnta i 2007 cumas na heagraíochta chun struchtúr agus raon a gcluichí a fhorbairt go héifeachtach agus chun leibhéal rannpháirtíochta imreoirí a bharrfheabhsú is na fáltais do phobal na hÉireann a uasmhéadú.

Bliain an-mhaith a bhí i 2007 d'ár n-imreoirí leis an méadú de 16.2% ar dhuaiseanna a buadh agus iad ag glacadh páirt sa spraoi is sa craic a ghabh le duaiseanna méadaithe i gcluichí an Chrannchuir Náisiúnta. Bhí sé seo rí-shoiléir i gcluiche Lotto mar a raibh an duais charnach ba mhó le haon bhliain déag anuas againn, a raibh ollduais de €16 milliún mar thoradh air.

Seachas buaiteoirí ámhara chluichí an Chrannchuir Náisiúnta, b'iad na fíor bhuaiteoirí eile, ar ndóigh, na dea-chúiseanna a bhaineann tairbhe as rath an Chrannchuir Náisiúnta. Le linn na bliana, gnóthaíodh €245.5 milliún don Rialtas le dáileadh ar thairbhíthe ar fud na hÉireann. Is ionann é seo agus méadú 12.9% ó €217.5 milliún don bhliain roimhe sin. Seasann an tsuim charnach a gnóthaíodh do dhea-chúiseanna Éireannacha, ó bunaíodh an Crannchur Náisiúnta fiche bliain ó shin ag €2.85 billiún – suim an-shuntasach. Tá difríocht nach beag déanta ag an leibhéal seo cistíochta do phobail, do thograí is do dhaoine aonair sna réimsí seo: Óige, Spórt, Caitheamh Aimsire & Áiseanna; Sláinte agus Leas Sóisialta; na hEalaíona, Cultúr & an Oidhreacht Náisiúnta, agus an Ghaeilge.

Le linn 2007, sholáthair ár gcluichí crannchuir – Lotto agus EuroMillions – 77.6% nó €603.9 milliún den díolachán. Ardú é seo de €96.6 milliún ón mbliain roimhe sin. Taobh istigh de chatagóir seo, b'é an cluiche Lotto an réalta gan aon agó. Agus é á thiomáint chun cinn ag seacht n-ollduais de bhreis is €5 milliún an ceann, agus barr-ollduais a bhuaigh muintir Cunningham ó Chorcaigh, arbh fhiú €16 milliún í, bhí méadú eisceachtúil de 40.2% ar dhiolachán Lotto go dtí €357.7 milliún. Seo na torthaí is fearr riamh ar an gcluiche Lotto agus léiríonn se cé chomh oiriúnach is atá formáid chluiche 6/45, a tógadh isteach mí na Samhna 2006, d'ár mbonn imreoirí.

# +14.6%

**+14.6% increase in National Lottery sales in 2007.**

**méadú de +14.6% ar dhíolachán Lotto i 2007.**

Following a roll of exceptionally large jackpots in 2006, the EuroMillions jackpots in the year under review tended to be somewhat lower. The successful launch of EuroMillions Plus mid year contributed to overall EuroMillions sales for 2007 of €135.2 million, compared to €145.3 million in 2006.

Our scratchcard business was also successful during 2007, achieving record sales of €160.9 million, up 2.2% from €157.4 million in 2006. This performance was driven by the strategy of having multiple games of different styles on offer to players at any one time and the continuing popularity of our TV game shows.

Throughout the year, a considerable amount of work was undertaken on the development of games for internet and mobile phones, to ensure that our control procedures are robust before proceeding to a player launch.

During 2007, a record €420.9 million was won by players in prizes across all our games, with an overall prize payout rate of 54.1% of sales. On average, the National Lottery paid out over €8 million to winners each week in 2007.

I am delighted to report that the increased level of sales and activity across the business was achieved with a reduction in our total operating costs as a percentage of sales. Our 3,623 agents shared €48.4 million in commissions and bonuses and other costs of sales were €42.0 million reflecting the increased level of sales. Administration costs for the year amounted to €18.7 million and were reduced to 2.4% of sales.

I would like to thank our employees and agents for their hard work and commitment to growing the business during 2007.

I would also like to thank our regulator, Tánaiste and Minister for Finance, Brian Cowen, TD, and his department for their ongoing support during the year. Together with our other shareholder, An Post, they continue to provide guidance and counsel to the board and management team.

2007 was my first full year as Chairman of An Post National Lottery Company and my job was certainly made easier by the calibre and contribution of my board colleagues and the National Lottery management team, to whom I would like to pay a particular tribute.

As we face into 2008, we will continue to focus on delivering our vision of providing exciting and engaging lottery games that bring fun and entertainment to everyone.

In doing so, we are committed to operating the business at the highest levels of efficiency and integrity, thus maximising the benefits for good causes, players and Irish society.

Ag leanúint ar shraith d'ollduaiseanna carnacha eisceachtúla i 2006, bhí ollduaiseanna EuroMillions sa bhliain atá faoi chaibidil ábhairín níos ísle. Chuir seoladh EuroMillions Plus i lár na bliana le díolachán foriomlán 2007 – díolachán de €135.2 milliún i comparáid le €145.3 milliún i 2006.

Bhí rath ar ghnó na scríobcháirteá freisin i 2007. Bhain siad amach díolachán de €160.9 milliún, ar méadú de 2.2% é, ar €157.4 milliún i 2006. B'í an straitéis chun ilchluichí de chineálacha éagsúla a chur ar fáil d'imreoirí ag am ar bith agus an tóir leanúnach ar ár seóchluichí teilifíse, ba bhonn leis an gcomhall seo.

Le linn na bliana bhí go leor oibre ar lámha chun cluichí idirlín agus teileafóin póca a fhorbairt, le go mbeifí cinnte go raibh ár ngnásanna rialaithe láidir sula ndeachamar ar aghaidh go dtí an seoladh.

Le linn 2007, bhuaigh imreoirí €420.9 milliún – suim gan fasach – inár gcluichí uile. Is ionann é seo agus íocaíocht duaiseanna de 54.1% den díolachán. Ar an meán, dhíol an Crannchur Náisiúnta amach os cionn €8 milliún do bhuaiteoirí gach seachtain le linn 2007.

Ábhar áthais dom a thuairisciú daoibh gur baineadh amach an leibhéal ardaithe seo díolacháin agus gníomhaíochta sa ghnó ina iomláine in ainneoin laghdú ar ár gcostais oibríochta mar chéatadán den díolachán. Roinneadh €48.4 milliún ar ár 3,623 gníomhaire i bhfoirm coimisiúin agus bónaís agus bhí costas de €42.0 milliún ar chostais eile díolacháin a bhí mar thoradh ar leibhéal méadaithe díolacháin. €18.7 milliún a bhí ar chostais riaracháin don bhliain agus laghdaíodh iad go dtí 2.4% den díolachán.

Ba mhaith liom buíochas a ghabháil lenár bhfostaithe agus lenár ngníomhairí as a gcruashaothar agus a dtiomantas agus iad ag forbairt an ghnó le linn 2007.

Ba dheas liom chomh maith buíochas a ghabháil lenár rialtóir, an Tánaiste agus Aire Airgeadais, Brian Cowen TD, agus lena roinn as a dtacaíocht leanúnach le linn na bliana. Leanann siadsan agus ár scairshealbhóir eile, An Post, de bheith ag soláthar treorach agus comhairle don bhord is don fhoireann bainistíochta.

Bhí 2007 ar an gcéad bhliain iomlán a bhí agamsa mar Chathaoirleach ar Chomhlacht Chrannchur Náisiúnta An Phoist agus is cinnte gur éascaigh caighdeán agus rannpháirtíocht mo chomhghleacaithe ar an mbord agus an fhoireann bainistíochta, a bhfuil focal molta ar leith ag dul dóibh, mo chuidse oibre.

Agus aghaidh á thabhairt againn ar 2008, leanfaimid orainn ag díriú ar ár bhfís de bheith ag soláthar cluichí crannchuir spreagúla agus mealltacha, a thugann spraoi agus caitheamh aimsire do chách.

Agus sinn i mbun an chúraim sin, táimid tiomanta do bheith ag reáchtáil an gnó ar an leibhéal éifeachtachta agus ionracais is airde dá bhfuil ann agus sa tslí sin an tairbhe do dheachúiseanna, d'imreoirí agus do phobal na hÉireann a uasmhéadú.



**Donal Connell**

Chairman, 19 February, 2008  
Cathaoirleach, 19 Feabhra, 2008



# We generated over €245m for good causes throughout Ireland

## Ghnóthaíomar os cionn €245m do dhea-chúiseanna ar fud na hÉireann

### Youth, Sport, Recreation, Amenities

An Óige, Spórt, Caitheamh Aimsire, Áiseanna

#### WATERFORD REGIONAL SPORTS CENTRE

The newly refurbished Waterford Regional Sports Centre provides full leisure facilities to the local community and meets the training and coaching needs of competitive players and athletes. The Sports Complex is also home to Waterford United FC. Built by Waterford City Council in a Public Private Partnership, it received €750,000 in Lottery funding last year from the Department Of Arts Sports and Tourism, bringing its total Lottery funding to €6.4m.

#### IONAD RÉIGIÚNACH SPÓIRT PHORT LÁIRGE

Soláthraíonn Ionad Réigiúnach Spóirt Phort Láirge, atá athchóirithe le déanaí, áiseanna iomlán fíillíochta don phobal áitiúil agus freastalaíonn sé ar riachtanais traenála agus oiliúna imreoirí iomaíochta. Tá an tIonad Spóirt mar bhaile freisin ag club sacair Waterford United. Thóg Comhairle Chathrach Phort Láirge é i gcomhpháirtíocht phríobháideach phoiblí agus fuair sé €750,000 d'airgead an Chranchnuir anuraidh ón Roinn Ealaíon, Spóirt agus Turasóireachta. €6.4m ina iomláine atá faighte aige d'airgead an Chranchnuir.

### Health & Welfare

Sláinte & Leas Sóisialta

#### SPECIAL OLYMPICS IRELAND

The Department of Health allocated €45,000 in National Lottery funds towards the cost of delivering a vaccination programme to the Special Olympics Ireland Team members participating in the Special Olympics in China. Pictured below is Sarah Meade, from Dublin, who won a Bronze medal in softball at the Athletics track at the 2007 Special Olympics.

#### OILIMPICÍ SPEISIALTA NA HÉIREANN

Dháil an Roinn Sláinte €45,000 d'airgead an Chranchnuir Náisiúnta ar scéim vacsaínithe do chomhaltaí fhoireann na hÉireann a bhí ag glacadh páirt sna hOilimpicí Speisialta sa tSín. Pictiúr é seo thíos de Sarah Meade ó Bhaile Átha Cliath a bhuaigh bonn cré-umha i mBogliathróid ar an raon Lúthchleasaíochta ag Oilimpicí Speisialta 2007.



Photo: Sportsfile



## Arts, Culture, National Heritage

### Na hEalaíona, Cultúr, Oidhreacht Náisiúnta

#### IRISH CHAMBER ORCHESTRA

Based at the University of Limerick, the Irish Chamber Orchestra is one of the country's world-class cultural assets. It has commissioned and performed many new works by Irish composers, both nationally and internationally. In 2007 it received funding of €1.3 million from the Arts Council which is part funded by the National Lottery Beneficiary Fund through the Department of Arts, Sports and Tourism.

#### CEOLFHOIREANN AIREAGAIL NA HÉIREANN

Tá Ceolfhoireann Aireagail na hÉireann, atá lonnaithe in Ollscoil Luimnigh, ina shócmhainn chultúrtha, ar chaighdeán domhanda, ag an tír seo. Choimisiúnaigh agus sheinn sí go leor píosaí ceoil ó chumadóirí Éireannacha go náisiúnta agus go hidirnáisiúnta. I 2007 fuair sí maoiniú de €1.3 milliún ón gComhairle Ealaíon a fhaigheann páirt-mhaoiniú ó Chiste Thairbhíthe an Chrannchuir Náisiúnta tríd an Roinn Ealaíon, Spóirt agus Turasóireachta.



Photo: Amelia Stein RHA

## Irish Language

### An Ghaeilge

#### BORD NA LEABHAR GAEILGE

Bord na Leabhar Gaeilge supports writers and publishers in providing Irish language publications, which boost the general public's interest in Irish language books. Last year it received €2.07 million from Ciste na Gaeilge, funded by the National Lottery Beneficiary Fund through the Department of Community Rural and Gaeltacht Affairs. Pictured below are some children who took part in Scríobh Leabhar 07.

#### BORD NA LEABHAR GAEILGE

Tacaíonn Bord na Leabhar Gaeilge le scríbhneoirí agus le foilsitheoirí chun foilseacháin Ghaeilge a chur ar fáil, rud a spreagann spéis an phobail i leabhair Ghaeilge. Anuraidh fuair sé €2.07 milliún ó Chiste na Gaeilge, a mhaoinítear ó Chiste Thairbhíthe an Chrannchuir Náisiúnta tríd an Roinn Gnóthaí Pobail, Tuaithe agus Gaeltachta. Sa phictiúr thíos tá roinnt páistí a ghlac páirt i Scríobh Leabhar 07.



## Review of Operations

### Athbhreithniú Oibríochta

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Following a strong performance in 2006 when sales grew by 10.2%, I am delighted to report that the performance in the year under review again showed extremely strong growth with a further 14.6% increase in sales. Our turnover for the year reached a record high of €778.5 million compared to €679.1 million in 2006, enabling us to raise a record €245.5 million for good causes.

Ag leanúint ar an gcomhall láidir i 2006 nuair a bhí fás 10.2% ar an díolachán, is áthas liom a thuairisciú gur léirigh comhall na bliana atá faoi chaibidil fás fíor láidir agus go raibh méadú eile de 14.6% ar an díolachán. Shroich ár láimhdeachas don bhliain figiúr ard gan fasach de €778.5 milliún i gcomparáid le €679.1 milliún i 2006. Chuir se seo ár ar gcumas figiúr gan fasach de €245.5 milliún a ghnóthú do dhea chúiseanna.



Mary Wallace, Angela Ryan and their dog Patch from Douglas, Co. Cork enjoy the festivities in Cork at the first ever broadcast of the Lotto draw outside Dublin on Saturday 27 October, 2007 on the weekend of the Cork Jazz Festival.

Mary Wallace, Angela Ryan agus a madra, Patch, ó Dhúghlas, Co. Chorcaí, agus spraoi á bhaint acu as an gceard i gCorcaigh ag an gcéad chrannchur Lotto a craoladh beo taobh amuigh de Bhaile Átha Cliath, Dé Sathairn, 27 Deireadh Fómhair, 2007, ar dheireadh seachtaine Jazz Fhéile Chorcaí.



## PLAYERS

2007 was a great year for players. 54% of the adult population now play lottery games frequently. They shared a record €420.9 million in prizes during the year, up €58.8 million from €362.1 million the previous year.

Throughout 2007 we continued to focus strongly on the preferences of our players as the basis for implementing changes to our games and prize structure.

Our players responded well to the new Lotto game structure introduced in late 2006 and we had a fantastic year of wins. Great excitement was experienced by players with many Lotto jackpot rollovers. We also provided a wide array of scratchcard games.

The good luck continued for players who became winners in 2007. The total jackpot money paid out to players was €112.9 million up from €88.2 million in 2006. 13 lucky Lotto winners became millionaires in 2007, and there were also 19 Lotto jackpot groups who won over €100 million between them.

## DRAW GAMES

Combined sales of our draw games – Lotto, Lotto Plus, EuroMillions and Plus – increased by 19% from €507.2 million to €603.9 million in 2007 which was an impressive performance.

These games accounted for 77.6% of our total business and we continued to introduce innovative developments during 2007 with the launch of EuroMillions Plus – a new addition to the EuroMillions draw.

## Lotto Games

The overall Lotto Games category grew significantly during 2007 and finished the year up 29.5% to €468.7 million from €361.9 million in 2006.

The big driver here was the Lotto game where players benefited from all jackpots starting at €2 million and increased prizes across all categories. Lotto sales increased by 40.2% to €357.7 compared with €255.1 million in the previous year. This was the largest ever growth in the Lotto game and illustrates how well suited the new game format is to our players in a contemporary Ireland.

## IMREOIRÍ

An-bhliain d'imreoirí ba ea 2007. Imríonn 54% d'aoisigh na tíre cluichí Lotto go minic. Roinneadh figiúr gan fasach de €420.9 milliún orthu mar dhuaisianna le linn na bliana. Méadú de €58.8 milliún é seo ar an €362.1 milliún a bhí ann an bhliain roimhe sin.

Le linn 2007 leanamar de bheith ag díriú ar rogha ár n-imreoirí mar bhonn le hathruithe ar bith ar ár gcluichí nó ar an struchtúr duaise.

D'fhreagair ár n-imreoirí go maith do struchtúr nua an chluiche Lotto a cuireadh i bhfeidhm déanach i 2006 agus bhí bliain iontach buanna againn. Ghin go leor ollduaiseanna carnacha carabuaic i measc na n-imreoirí. De bhreis air sin, chuireamar ar fáil raon leathan de chluichí scríobcháirtaí.

Lean an t-ádh do na himreoirí a bhí ina mbuaiteoirí i 2007. Díoladh amach €112.9 milliún ina n-ollduaiseanna d'imreoirí. Méadú é seo ar an €88.2 milliún a díoladh amach i 2006. Rinneadh milliúnaithe de 13 buaiteoirí ámharaigh Lotto i 2007. Thairis sin, bhí 19 grúpa ann a bhain ollduaiseanna Lotto agus bhuaigh siadsan os cionn €100 milliún eatarthu.

## CLUICHÍ CRANNCHUIR

Bhí méadú de 19%, ó €507.2 milliún go €603.9 milliún, ar dhíolachán iomlán ár gcluichí crannchuir – Lotto, Lotto Plus, EuroMillions agus Plus – i 2007. Curiarracht nach beag!

B'ionann na cluichí seo agus 77.6% d'ár ngnó ar fad agus leanamar orainn le forbairtí nuálaíocha le linn 2007 le seoladh EuroMillions Plus – aguisín nua le crannchur EuroMillions.

## Cluichí Lotto

D'fhás catagóir na gCluichí Lotto go suntasach le linn 2007 agus faoi dheireadh na bliana bhí méadú orthu de 29.5% go €468.7 milliún ó €361.9 milliún i 2006.

B'é an cluiche Lotto an crann seoil anseo mar bhain na himreoirí tairbhe as gach ollduais a bheith ag tosú le €2 milliún agus as duaiseanna méadaithe thar na catagóirí uile. Bhí méadú 40.2% ar dhíolachán Lotto go dtí €357.7 milliún ó €255.1 milliún an bhliain roimhe sin. Bhí sé seo ar an bhfás ba mhó riamh ar an gcluiche Lotto agus léiríonn se cé chomh hoiriúnach is atá an fhormaid nua cluiche d'ár n-imreoirí in Éirinn na linne seo.

Tánaiste and Minister for Finance, Brian Cowen, T.D. presented €1 million from the National Lottery Beneficiary Fund to the People in Need Telethon live on The Winning Streak TV Game Show on Saturday 20 October, 2007.

An Tánaiste agus Aire Airgeadais, Brian Cowen TD, agus é ag bronnadh €1 milliún ó Chiste Thairbhíthe an Chrannchuir Náisiúnta do Theileatón 'Daoine i nGáir' ar sheóchluiche teilifíse Winning Streak, Dé Sathairn, 20 Deireadh Fómhair, 2007.

€1,000,000



The highlight of the year was undoubtedly the record €16,185,749 Lotto jackpot win by the Cunningham family from Cork in July. This was the largest rollover since the previous record of €8 million in 1996 and captured the imagination of the country generating huge excitement over six weeks.

In all there were 13 jackpots greater than €3 million, three of which were over €10 million. At the end of the year we had another exciting series of rollovers culminating in a Christmas jackpot of €13,295,379 which was won by a group from Galway. Throughout the year, Lotto players participated in the excitement of seven draws where the jackpot exceeded €5 million.

In 2007, there were 13 new Lotto millionaires. The total amount of money won by Lotto players in 2007 was €186.0 million and €112,890,982 was paid out in jackpot prizes. During the year there were 173 Match 5 plus Bonus wins.

Lotto Plus also performed very well with a 4.7% increase in sales to a record high of €100.1 million. The Lotto Plus games continued to be an integral part of the Lotto game with 85% of players opting to participate in both Lotto and Lotto Plus draws. During the year there were 30 winners of the top Lotto Plus 1 prize of €350,000, while 23 players won the €250,000 top prize on the Lotto Plus 2 draw. A further 161 lucky players won Match 5 plus bonus prizes on Lotto Plus 1 and 128 players won the same prize category on Lotto Plus 2.

On the October bank holiday weekend, we held our first ever outdoor broadcast of the Lotto draw at the Cork Opera House, a recipient of National Lottery funding. This was a hugely popular event with players and agents and attracted large crowds. We look forward to repeating the experience of holding the Lotto draw outside Dublin in 2008.

We also had three special Lotto draws during 2007 including the additional prize of a Saab convertible car worth €50,000 for all Match 5 plus bonus winners in June and September and a guaranteed €100 prize for all Match 4 winners in October. These prize innovations add to the attractiveness of the game for our players and create extra excitement on bank holiday weekends in particular.

Sales of Lotto 5-4-3-2-1 amounted to nearly €11 million. With an attractive prize payout level of 66%, Lotto 5-4-3-2-1 continues to provide an important game for players who prefer higher chances of winning smaller prizes. Those players shared €7.2 million in prizes during 2007.

Is cinnte gurbh é buaicphointe na bliana muintir Cunningham ó Chorcaigh an ollduais Lotto gan fasach de €16,185,749 a bhuachan mí an Iúil. Bhí sé seo ar an duais charnach ba mhó ón mbuaic dheiridh de €8 milliún i 1996. Mheall sé samhlaíocht na muintire agus bhí sé ina ábhar carabuaice ar feadh sé seachtaine.

Bhí 13 ollduais ann ar fad ar mhó iad ná €3 milliún agus bhí trí cinn díobhsan níos mó ná €10 milliún. Ag deireadh na bliana bhí sraith eile de dhuaiséanna carnacha againn a raibh ollduais Nollag de €13,295,379 mar thoradh uirthi. Grúpa ó Ghaillimh a bhain í seo. Le linn na bliana, bhí páirt ag imreoirí Lotto sa scleondar a bhain le seacht gcrannchur, mar a raibh an ollduais níos mó ná €5 milliún ar gach ceann díobh.

I 2007, rinneadh milliúnaithe Lotto de 13 duine eile. B'é €186.0 milliún iomlán an airgid a bhuaigh imreoirí Lotto agus íocadh €112,890,982 de seo mar ollduaiseanna. Le linn na bliana bhí 173 bua Match 5 plus Bonus ann.

Bhí an rath freisin ar Lotto Plus mar a raibh méadú de 4.7% ar an díolachán go dtí €100.1 milliún. Lean cluichí Lotto Plus orthu de bheith ina ndlúthchuid de chluiche Lotto. Shocraigh 85% de na himreoirí ar pháirt a ghlacadh i gcrannchuir Lotto agus Lotto Plus araon. Le linn na bliana bhain 30 buaiteoir barrdhuais Lotto Plus 1 de €350,000 agus bhuaigh 23 imreoir barrdhuais chrannchur Lotto Plus 2. Bhuaigh 161 imreoir ámharch eile duaiseanna Match 5 plus bonus ar Lotto Plus 1 agus bhuaigh 128 imreoir sa chatagóir céanna duaise ar Lotto 2.

Deireadh seachtaine shaorlá bainc mhí Dheireadh Fómhair bhí an chéad chraoladh seachtrach riamh againn de chrannchur Lotto. Ag Áras Ceoldrámaíochta Chorcaí, a bhí tar éis airgead ón gCrannchur Náisiúnta a fháil, a bhí sé. Bhí an-tóir ag imreoirí agus ag gníomhairí ar an imeacht seo agus mheall sí slua mór. Tá mar rún againn crannchur Lotto mar í a cur ar siúl taobh amuigh de Bhaile Átha Cliath le linn 2008.

Bhí trí chrannchur speisialta Lotto againn le linn 2007, ina measc duais bhreise de charr inathraithe Saab, arbh fhiú €50,000 é do gach buaiteoir Match 5 plus bonus i mí an Mheithimh agus mí Mheán Fómhair agus duais ráthaithe de €100 do gach buaiteoir Match 4 i mí Dheireadh Fómhair. Cuireann na nuálaíochtaí duaise seo le mealltacht an chluiche d'ár n-imreoirí agus cruthaíonn siad geidimín breise ag deirí seachtaine shaorlaethanta bainc.

B'ionann díolachán Lotto 5-4-3-2-1 agus €11 milliún nach mór. Lena leibhéal mealltach íocaíocht duaise de 66% leanann Lotto 5-4-3-2-1 de bheith ina chluiche tábhachtach d'imreoirí ar fearr leo corrlaigh níos airde chun duaiseanna níos lú a bhuachan. Roinneadh €7.2 milliún ina nduaiséanna ar na himreoirí sin le linn 2007.

# Bringing Winners' Dreams to Life

## Ag Fíorú Aislingí na mBuaiteoirí

**The Cunningham Family, Cork city**  
**Muintir Cunningham, cathair Chorcaí**

**"Winning the biggest Lotto jackpot ever was like a bolt from the blue. It has changed the way our family lives and we're enjoying every day of it".**

The Cunningham Family from Fairhill in Cork city became the biggest Lotto winners ever when they won a Lotto jackpot worth over €16 million in July 2007.

This was the largest Lotto jackpot ever played for in Ireland since the game began in 1988. This particular jackpot started to roll on 20 June, 2007 and reached its 12th draw before the Cunninghams, with a €4 Quickpick ticket, won on Saturday 28 July, 2007, six weeks later. In the course of this jackpot roll, record sales of Lotto tickets were recorded, and raised a record €20 million for National Lottery good causes.

**"Ba gheall le spréach ón spéir dúinn an ollduais Lotto ba mhó riamh a bhuachan. Tá sé tar éis an tslí ina mhaireann ár dteaghlach a athrú agus táimid ag baint taitneamh as gach lá".**

Rinneadh na buaiteoirí Lotto ba mhó riamh de mhuintir Cunningham ó Chnoc an Aonaigh, Corcaigh, nuair a bhuaigh siad ollduais de bhreis is €16 milliún i mí Iúil 2007.

Bhí sé seo ar an ollduais Lotto ba mhó ar imródh di ó thosaigh an cluiche i 1988. Thosaigh an ollduais áirithe seo ag carnadh ar 20 Meitheamh, 2007 agus shroich sí a dara crannchur déag sula bhuaigh muintir Cunningham í ar 28 Iúil, 2007 sé sheachtain ina dhiaidh sin le ticéad Quickpick ar €4. Le linn charnadh seo na hollduaise shroich díolachán ticéad Lotto leibhéal nár sroicheadh cheana agus gnóthaíodh €20 milliún do dhea-chúiseanna an Chrannchuir Náisiúnta.





## Review of Operations

### Athbhreithniú Oibríochta

Corina Grant became the Lotto Snow Queen for a day when she celebrated an amazing Lotto jackpot of over €13 million in December 2007. This jackpot became the second largest Lotto jackpot won since the game began in 1988. It was won by a lucky group from Galway.

Rinneadh Banríon Sneachta Lotto ar feadh lae de Corina Grant nuair a cheiliúir sí ollduais iontach Lotto de bhreis is €13 milliún i mí na Nollag 2007. Bhí an ollduais ar an dara hollduais ba mhó riamh ó thosaigh an cluiche i 1988. Grúpa ámharaigh ó Ghaillimh a bhuaigh í.

# €13,000,000



## EuroMillions

The performance of EuroMillions in Ireland during 2007 mirrored the experience of the eight other countries that are part of this pan European game. Following an exceptional year in 2006 when we had two full rollover sequences to the maximum €180 million, EuroMillions rollovers in 2007 were shorter, with a highest jackpot of €75 million. The exception was, of course, the two Super jackpots in February and September when €100 million was guaranteed.

On 9 February, the biggest single win of the year went to Belgium when €100 million was won. Then in September the €130 million Superjackpot prize was shared among 16 winners. This means that Ireland still holds the record for the largest ever individual European jackpot win in Europe with the world famous €115 million win by Dolores McNamara.

We had our biggest win of the year in Ireland in June when a couple from Cork won a €1,298,414 Match 5 plus one Star prize. A total of €59.4 million was won by Irish EuroMillions winners in 2007, representing an average weekly prize payout of over €1 million.

EuroMillions sales in Ireland in 2007 were €118.7 million. In addition, the launch of the EuroMillions Plus game in June generated sales of €16.4 million in just six months, bringing the overall total sales of EuroMillions related games to €135.2 million for 2007.

The new EuroMillions Plus game gives all EuroMillions players in Ireland the chance to enter the first five of their EuroMillions numbers into an extra draw every Friday. Players of this new game won a total of €8.9 million in prizes over the last six months of the year. Nine winners won the top €500,000 prize.

## TellyBingo

As our popular TellyBingo game continued in its twice weekly lunchtime TV slot on RTE One TV, it generated sales of €13.7 million and provided great entertainment value for viewers. Its loyal group of players shared €9.9 million in prizes during 2007 representing a 72% prize payout level. In all there were over 1.2 million TellyBingo prize winners, including 24 Snowball winners, the largest of which was Pauline McDonnell from Foxford, Co. Mayo who won €65,000 in June.

## EuroMillions

Ba chosúil feidhmíocht EuroMillions in Éirinn i 2007 agus an taithí a bhí ag ocht dtír eile ar chuid iad den chluiche pan-Eorpach seo. Mar leanúint ar bhliain eisceachtúil i 2006 nuair a bhí dhá shraith thar-rollda charnach ann, le huasmhéid de €180 milliún, bhí na sraitheanna tar-rollda carnacha i 2007 níos giorra, le huas-ollduais de €75 milliún ar an gceann ba mhó. Bhí eisceacht ann, ar ndóigh – dhá Shár-Ollduais i mí Feabhra agus mí Mheán Fómhair nuair a bhí €100 milliún rathaithe.

Bhí an bua ba mhó le linn na bliana ann ar 9 Feabhra nuair a chuaigh duais de €100 milliún chun na Beilge. Ansin mí Mheán Fómhair roinneadh an tSár Ollduais ar 16 buaiteoir. Fágann sé seo gur ag Éirinn atá an chraobh fós don ollduais aonair is mó san Eoraip nuair a bhuaigh Dolores McNamara a duais cháiliúil de €115 milliún.

Bhí an bua ba mhó le linn na bliana in Éirinn againn nuair a bhuaigh lánúin ó Chorcaigh duais Match 5 plus one Star arbh fhiú €1,298,414 í. Bhain buaiteoirí Éireannacha i EuroMillions i 2007 iomlán de €59.4 milliún, arbh ionann é agus íocaíocht sheachtainiúil duaiseanna de bhreis is €1 milliún.

Shroich díolachán EuroMillions in Éirinn figiúr de €118.7 milliún. De bhreis air sin, thuill seoladh an chluiche EuroMillions Plus i mí an Mheithimh díolachán de €16.4 milliún taobh istigh de shé mhí. D'fhág se sin díolachán iomlán chluichí EuroMillions ag €135.2 milliún i 2007.

Tugann EuroMillions Plus deis d'imreoirí EuroMillions in Éirinn a gcéad chúig uimhir a iontráil i gcrannchur breise gach Aoine. Bhuaigh imreoirí an chluiche nua seo iomlán de €8.9 milliún i nduaiseanna sna sé mhí deiridh den bhliain. Bhuaigh naoi mbuaiteoir an bharrrduais de €500,000.

## TellyBingo

Lean ár gcluiche móréilimh TellyBingo ina dhá shliotán teilifíse am lón dhá uair sa tseachtain ar RTÉ 1. Ghnóthaigh sé €13.7 milliún agus chuir sé ard-chaitheamh aimsire ar fail don lucht féachana. Roinneadh duaiseanna dar luach €9.9 milliún ar a ghrúpa dílis imreoirí le linn 2007. B'ionann é seo agus leibhéal íocaíocht duaiseanna de 72%. Bhí breis is 1.2 milliún buaiteoir TellyBingo ann ina iomláine. Ina measc bhí 24 buaiteoir Snowball, a raibh Pauline McDonnell ó Bhéal Easa, Co. Mhaigh Eo, a bhuaigh €65,000 mí an Mheithimh, ar an duine a b'airde duais orthu.

# Bringing Players' Dreams to life

## Ag Fíorú Aislingí na mBuaiteoirí

Mary Fenelon on behalf of her aunt, Colette Fenelon, Carlow  
Mary Fenelon, thar ceann a haintín, Colette Fenelon, Ceatharlach

"The experience of appearing on Winning Streak was extremely enjoyable. The day spent in RTE was a very busy and exciting one and I would be delighted to appear on the show again if I ever got the opportunity".

Mary Fenelon played on the Winning Streak Double Your Money TV game show in January 2007 on behalf of her aunt, Colette Fenelon from Carlow. On her behalf, Mary won €66,000 cash, a Volkswagen Passat car worth €30,000, a Peugeot 407 car worth €30,000, a holiday to Japan worth €4,000 and a holiday to India, worth €4,000.

Colette's lucky Winning Streak ticket was purchased in Tesco in the Fairgreen Shopping Centre, Carlow.

"Eispéireas an-taitneamhach é dul ar Winning Streak. Lá an-ghnóthach agus spreagúil a bhí agam i RTÉ agus bheadh ríméad orm dul ar an gclár arís dá bhfaighinn deis chuige".

D'imir Mary Fenelon ar sheóchluiche teilifíse Winning Streak Double Your Money thar ceann a haintín, Colette Fenelon, ó Cheatharlach. Bhuaigh Mary, thar a ceann, €66,000 d'airgead tirim, carr Volkswagen Passat, arbh fhiú €30,000 é, carr Peugeot 407, arbh fhiú €30,000 é, saoire sa tSeapáin, dar luach €4,000 agus saoire san India, dar luach €4,000.

Ceannaíodh ticéad Winning Streak ámharch Cholette i Tesco i Siopalann Fhaiche an Aonaigh, Ceatharlach.



# Bringing Our Employees' Dreams to Life

## Ag Fíorú Aislingí ár bhfostaithe

Aisling Boyle, National Lottery  
Aisling Boyle, An Crannchur Náisiúnta

"I enjoy working in the National Lottery. It's a unique place, with a great team spirit. Everyone works together and gets along. People are always interested when I tell them where I work".

Aisling Boyle works as part of the Operations Team within the National Lottery. With her colleagues, she provides support for the work of all National Lottery teams.

"Is aoibhinn liom bheith ag obair sa Chrannchur Náisiúnta. Is áit ar leith í ina bhfuil spiorad foirne den scoth. Oibrímid agus réitimid uile le chéile. Léiríonn daoine spéis i gcónaí nuair a deirim leo cá bhfuilim ag obair".

Oibríonn Aisling Boyle mar chuid d'Fhoireann Oibríochta taobh istigh den Chrannchur Náisiúnta. Soláthraíonn síe agus a comhghleacaithe tacaíocht d'obair fhoirne uile an Chrannchuir Náisiúnta.







Roberta Rowat enjoys a money shower at the launch of the Plus game for Ireland's EuroMillions players. The top prize in the Plus game is €500,000 and the first EuroMillions Plus draw took place on Friday 15 June, 2007.

Baineann Roberta Rowat spraoi as cith airgid ag seoladh chluiche Plus d'imreoirí Éireannacha EuroMillions. Tá €500,000 mar bharrdhuais sa chluiche Plus agus bhí an chéad EuroMillions Plus ann Dé hAoine, 15 Meitheamh, 2007.

## EuroMillions Plus

### SCRATCHCARD GAMES

The performance of our scratchcard side of the business in 2007 demonstrated the positive effects of our marketing strategy for these games. Over the last couple of years, we have been focussing on re-invigorating the scratchcard game offering for our many loyal customers and providing them with a range of choices both in terms of types of games and price points. Sales of scratchcard games reached a record €160.9 million during the year, an increase of 2.2% on the previous year's figure of €157.4 million. This continues a positive upturn in sales of scratchcards, following a decline in sales some years previously. We launched a total of 31 new games at prices ranging from €1 to €10.

The long running Winning Streak game continues to be the National Lottery's most popular scratchcard game with the new game variant 'Double Your Money' generating sales of €35 million over its two TV seasons – January to May and September to December. The show, which has the highest prize payout TV game in Europe, continues to be one of RTE's top rated shows regularly achieving viewership levels of 500,000 people.

Over the 38 weeks of the Winning Streak TV game show, hosted by Derek Mooney, players won the grand total of €10,827,570. This was shared by 190 participants on the show, together with 128 cars and 64 holidays. There were great celebrations in April when Winnie Wilson from Ballina, Co Mayo won €321,000, the highest prize of the year.

In addition to the TV game show, there were thousands of winners of prizes on the Winning Streak scratchcards where the chances of winning were high.

In June we launched the new TV game show and scratchcard, Trump Card, presented by Laura Woods. Over the 14 weeks of this popular show sales of €10.5 million were achieved and the total prize payout was €7.1 million, including €3.2 million was paid out in prizes to the 84 players selected to participate in the TV game show. In addition they shared a total of 14 cars and 16 holidays. The biggest single winner was Samantha Mc Carra from Castlepollard, Co Westmeath who won €103,315 in July.

Overall, €101.8 million was returned to our scratchcard players in prizes. In addition, various games included much sought after special prizes, for example, All Ireland final tickets on 'Clash of the Cash' and Easter eggs and city breaks on 'Easter Breakaway', and hampers and chocolates on our popular Christmas game.

### CLUICHÍ SCRÍOBCHÁRTAÍ

Léirigh feidhmiú thaobh ár gcluichí scríobcháirtaí den ghnó éifeacht dhearfach ar straitéis margaíochta do na cluichí seo. Le cúpla bliain anuas bhíomar ag díriú ar a raibh le tairiscint i bhfoirm chluichí scríobcháirtaí a athnuachan d'ár n-iliomad custaiméirí dílse agus rogha a thabhairt dóibh maidir le cineálacha cluichí agus raon praghsanna. Shroich díolachán na gcluichí scríobcháirtaí buaicphointe nua de €160.9 milliún. Méadú 2.2% é seo ar €157.4 milliún an bhliain roimhe sin. Is ionann é seo agus cor chun feabhais i ndíolachán scríobcháirtaí tar éis titim sa díolachán sna blianta beaga roimhe sin. Sheolamar iomlán de 31 cluiche nua a dtéann a bpraghsanna ó €1 go €10.

Leanann an cluiche seanbhunaithe, Winning Streak de bheith ar an gcluiche scríobcháirtaí is mó éilimh de chuid an Chranchnuir Náisiúnta agus ghin an mhalairt leagan nua den chluiche, 'Double Your Money', díolachán de €35 milliún thar dhá thréimhse teilifíse – Eanáir go Bealtaine agus Meán Fómhair go Nollaig. Áirítear an seó teilifíse seo, a bhfuil an leibhéal íocaíochta duaiseanna is airde san Eoraip aige, ar cheann de na seónna is mó éilimh ag RTÉ agus is minic a bhíonn lucht féachana de 500,000 duine aige.

Bhuaigh imreoirí mór-iomlán de €10,827,570 ar Winning Streak thar an 38 seachtain a raibh an seóchluiche teilifíse ar siúl, agus é á chur i láthair le Derek Mooney. Roinneadh an duaischiste seo ar 190 rannpháirtí ar an seó, maille le 128 gluaisteán agus 64 saoire. Bhí an-cheiliúradh ann mí Aibreáin nuair a bhuaigh Winnie Wilson ó Bhéal an Átha, Co. Mhaigh Eo, €321,000, an duais ba mhó le linn na bliana.

Anuas ar an seóchluiche teilifíse, bhí na mílte buaitheoir duaiseanna ag scríobcháirtaí Winning Streak mar a raibh seans ard buachana.

Mí an Mheithimh, sheolamar an seóchluiche nua teilifíse, a chuireann Laura Woods i láthair, agus an scríobcháirtaí, Trump Card. Baineadh amach díolachán de €10.5 milliún thar an 14 seachtain a mhair an seó móréilimh seo. Íocadh duaiseanna dar luach €7.1 milliún ar a n-áirítear €3.2 milliún a íocadh mar dhuaisceanna leis an 84 imreoir a roghnaíodh chun páirt a ghlacadh sa seóchluiche teilifíse seo. Thairis sin, roinneadh 14 gluaisteán agus 16 saoire orthu. B'í Samantha McCarra ó Bhaile na gCros, Co. na hIarmhí, a bhuaigh €103,315 i mí Iúil, an buaitheoir aonair a b'airde.

Ina iomláine, íocadh €101.8 milliún thar n-ais lenár n-imreoirí scríobcháirtaí i bhfoirm duaiseanna. De bhreis air sin, bhí duaiseanna speisialta móréilimh ag dul le cluichí áirithe, mar shampla, ticéid do Chluiche Ceannais na hÉireann ar 'Clash of the Cash' agus uibheacha Cásca is mion-shaoire chathrach ar 'Easter Breakaway', agus ciseáin is seacláidí ar ár gcluiche móréilimh Nollag.

# +16.2%

**+16.2% more money paid out to our winners in prizes during 2007.**

**Íocadh +16.2% níos mó airgid lenár mbuaiteoirí le linn 2007.**

We also continued our strategy of designing games to appeal as gifts. Congratulations was particularly successful this year and our €10 Christmas Countdown and High Fives pack were very popular for special occasions.

The National Lottery's sponsorship of Coronation Street on TV3 finished its second year in 2007 and is an innovative and successful way of promoting our range of scratchcard games to our players.

The average prize payout level on scratchcard games during 2007 was 63%.

## OPERATIONS

On the operations side of the business, our business development strategy of expanding our retail network and developing our employee resource worked well to deliver the record 14.6% increase in sales.

Total operating costs were €112.1 million. This figure included cost of sales of €42.0 million and agents' bonuses and commissions of €48.4 or 6.2 % of sales. During the year we increased our number of agents to 3,623 up 134 from 3,489 in 2006, reflecting Ireland's increased population in recent years. Our administration costs were reduced to 2.4% of sales.

On the retail development side of the business, we installed an extra 127 ticket checkers, bringing the overall number of ticket checkers to 1,320. We plan to extend this service to all Lotto agents during 2008.

We increased our number of permanent employees by five to 83 during the year as part of our business development strategy. Internationally, many lotteries use a 'sales per employee' ratio as a measure of efficiency, and Ireland compares very well in this regard with €9.4 million sales per employee.

Throughout the year our systems and technology supported six draw games with a total of 601 draws and over 246 million ticket transactions.

In 2007 we completed our review of our telecommunications requirements and have an approved plan to convert the majority of Lotto retail sites to wired broadband DSL in 2008.

During the year we developed and tested our games for internet and mobile phone and prepared for a player launch.

2007 was an extremely busy year for the National Lottery and I would like to thank my colleagues, our agents, the board, our regulator and our shareholders for their tremendous hard work during the year. Their energy and commitment were fundamental to our successful performance.

Leanamar den straitéis bheith ag dearadh cluichí a bheadh mealltach mar fhéiríní. Bhí rath ar leith ar Congratulations i mbliana agus bhí éileamh maith freisin ar ár bpacáí Christmas Countdown agus High Fives d'ócáidí speisialta.

Chríochnaigh an dara bliain pátrúnachta ag an gCrannchur Náisiúnta ar Coronation Street ar TV3 i 2007. Bealach nuálaíoch agus rathúil é seo chun ár gcluichí scríobcháirt a chur chun cinn i measc ár n-imreoirí.

B'é 63% an meán-leibhéal íocaíocht duaiseanna ar ár gcluichí scríobcháirt le linn 2007.

## OIBRÍOCHTAÍ

Ar thaobh na hoibríochta den ghnó, bhí toradh fóna ar ár straitéis chun ár líonra miondíola a leathnú agus acmhainn ár bhfostaithe a fhorbairt, agus baineadh amach méadú gan fasach de 14.6% ar an díolachán.

Bhí €112.1 milliún ar na costais oibríochta ina n-iomláine. San áireamh anseo bhí costas €42.0 milliún ar dhíolachán agus coimisiún is bónaís do na gníomhairí de €48.4 milliún nó 6.2% den díolachán. Le linn na bliana chuireamar 134 le líon na ngníomhairí ó 3,489 i 2006 go dtí 3,623 – rud a léiríonn an fás ar dhaonra na hÉireann le blianta beaga anuas. Laghdaíodh ár gcostais riaracháin go dtí 2.4% den díolachán.

Maidir le forbairt a dhéanamh ar thaobh miondíola den gnó shuiteáladh 127 meaisín seiceála breise, rud a fhágann go bhfuil 1,320 meaisín seiceála ar fad anois ann. Tá rún againn an tseirbhís seo a leathnú go dtí gach gníomhaire Lotto le linn 2008.

Mhéadaíomar líon na mbuan-fhostaithe le cúigear breise go dtí 83 mar chuid d'ár straitéis forbartha gnó. Go hidirnáisiúnta, úsáideann an-chuid crannchur coibhneas 'díolachán in aghaidh an fhostaí' mar shlat tomhais éifeachta. Leis an modh comparáide seo, tagann Éire go maith as le díolachán de €9.4 milliún in aghaidh an fhostaí.

Le linn na bliana rinne ár gcórais is ár dteicneolaíocht fónamh ar shé chluiche crannchuir le hiomlán de 601 crannchur agus breis is 246 milliún idirbhearta ticéid.

I 2007 chríochnaíomar ár n-athbhreithniú ar riachtanais teiléachumarsáide agus tá plean faofa againn chun formhór na n-asraonta miondíola Lotto a aistriú go dtí leathanbhanda sreangaithe DSL i 2008.

Le linn na bliana d'fhorbraíomar is thástáladh ár gcluichí don idirlíon agus do theileafóin phóca agus réitíomar do sheoladh imreora.

Bliain fhíor-ghnóthach a bhí i 2007 don Chrannchur Náisiúnta agus ba mhaith liom mo bhuíochas a ghabháil le mo chomhghleacaithe, ár ngníomhairí, an bord, ár rialtóir agus ár scairshealbhóirí as a ndianshaothar le linn na bliana.

# Bringing Our Agents' Dreams to Life

## Ag Fíorú Aislingí ár nGníomhairí

Jarlath and Cherry O'Connor, owners of 'News 'n' Choose' in Loughrea, Co. Galway

Jarlath agus Cherry O'Connor, úinéirí 'News 'n' Choose' i mBaile Locha Riach, Co. na Gaillimhe

"It was fantastic for us to sell the winning ticket for the Christmas Lotto jackpot of over €13 million. The excitement in the shop in December was electric – for staff, for customers – everyone became part of the buzz. Our sales rocketed – we're looking forward to selling more jackpot winning tickets in the future".

Jarlath and Cherry O'Connor in Loughrea, pictured with National Lottery Field Sales Representative Mary Grace (left), work as part of the team of National Lottery agents, of which there were 3,623 countrywide in 2007. The O'Connors received a bonus of €15,000 from the National Lottery for selling the sole winning ticket for the second biggest Lotto jackpot on offer in 2007, for over €13 million.

In 2007, 3,623 National Lottery agents shared commission and bonus amounts of over €48 million for retailing National Lottery products.

"Rud iontach dúinne ba ea an ticéad a bhuaigh Ollduais Lotto na Nollag, arbh fhiú breis is €13 milliún é, a dhíol. Ní raibh aon teorainn leis an gcarabuaic sa tsiopa mí na Nollag – don fhoireann, do na custaiméirí. Chuaigh an geidimín i gcionn ar gach duine. Tháinig borradh ollmhór faoin díolachán agus táimid ag súil le ticéid ollduaise eile a dhíol amach anseo".

Jarlath agus Cherry O'Connor ó Bhaile Locha Riach le hionadaí Díolacháin Páirce an Chrannchuir Náisiúnta, Mary Grace (ar chlé). Oibríonn siad mar chuid d'fhoireann ghníomhairí an Chrannchuir Náisiúnta, a raibh 3,623 dóbh ar fud na tíre i 2007. Fuair muintir O'Connor bónas de €15,000 ón gCrannchur Náisiúnta as an aon ticéad amháin a bhuaigh an dara ollduais ba mhó i 2007, arbh fhiú os cionn €13 milliún é, a dhíol.

I 2007, roinn an Crannchur Náisiúnta coimisiún agus bónaís, arbh fhiú breis is €48 milliún iad, ar 3,623 gníomhaire as táirgí an Chrannchuir Náisiúnta a mhiondíol.





Miss Ireland Blathnaid McKenna and Sommelier Ian Brosnan create a fabulous champagne fountain in anticipation of the amazing €130 million EuroMillions Superdraw on Friday 28 September, 2007.

Cruthaíonn Miss Ireland, Blathnaid McKenna, agus an sommelier, Ian Brosnan, scairdeán champagne agus iad ag tnúth le Sár-Chrannchur dochreidte EuroMillions ar €130 milliún Dé hainne, 28 Meán Fómhair, 2007.

€130,000,000



## GOOD CAUSES

The raising of €245.5 million for distribution to good causes during 2007 set a new record and brings the cumulative amount of funds raised over the 20 years of the National Lottery to €2.85 billion. We are confident that we will bring this figure to over €3 billion next year.

Thousands of projects are supported each year by National Lottery funding. The examples of where this money goes really bring home the benefits of the funds raised by National Lottery players. Some examples of good causes which received funding in 2007 are as follows:

The newly refurbished *Waterford Regional Sports Centre* provides full leisure facilities to the local community and meets the training and coaching needs of competitive players and athletes. The Sports Complex is also home to Waterford United FC. Built by Waterford City Council in a Public Private Partnership, it received €750,000 in National Lottery funding last year from the Department of Arts Sports and Tourism, bringing its total Lottery funding to €6.4 million.

The 2007 *Special Olympics World Summer Games* ran in October in Shanghai, China with 7,200 athletes from 165 nations and regions taking part. TEAM Ireland, comprising of 141 athletes and their 55 coaches, had an outstanding performance at the Games, winning a total of 119 Medals and 69 Ribbons in 11 sports; Aquatics, Athletics, Badminton, Basketball, Bocce, Bowling, Equestrian, Football, Golf, Gymnastics and Table-Tennis. 200 Irish volunteers also travelled to the Special Olympics World Summer Games to support TEAM Ireland. The Department of Health allocated €45,000 in National Lottery funds towards the cost of delivering a vaccination programme to the Special Olympics Ireland Team members participating in the Special Olympics in China.

Based at the University of Limerick, the *Irish Chamber Orchestra* has gained a remarkable reputation as a fresh and vibrant force on the Irish and international music scene. Under Artistic Director, Anthony Marwood, the orchestra is one of the country's world-class cultural assets. It has commissioned and performed many new works by Irish composers, both nationally and internationally and has facilitated the artistic and professional development of many of the country's most talented classical musicians. In 2007 the Irish Chamber Orchestra received funding of €1.3 million from the Arts Council which is part funded by the National Lottery Beneficiary Fund through the Department of Arts, Sports and Tourism.

## DEA-CHÚISEANNA

Sroicheadh buaicphointe nua i 2007 maidir le ciste a sholáthar do dhea chúiseanna nuair a gnóthaíodh €245.5 milliún le roinnt orthu. Fágann sé seo gur gnóthaíodh €2.85 billiún sna fiche bliain ó tosaíodh an Crannchur Náisiúnta. Táimid dóchasach go dtí €3 billiún an bhliain seo chugainn.

Faigheann na mílte tionscadal tacaíocht maoinithe gach bliain ón gCrannchur Náisiúnta. Cuireann samplaí de na cúiseanna, a dtéann an t-airgead seo chucu, ar ár súile dúinn an tairbhe a bhaintear as an airgead a sholáthraíonn imreoirí an Chrannchuir Náisiúnta. I measc na ndea-chúiseanna a fuair airgead i 2007 bhí:

Soláthraíonn *Ionad Réigiúnach Spóirt Phort Láirge*, a osclaíodh le déanaí, áiseanna iomlán fóillíochta don phobal áitiúil agus freastalaíonn sé ar riachtanais traenála agus oiliúna imreoirí iomaíochta. Tá an tIonad Spóirt mar bhaile freisin ag club sacair Waterford United. Thóg Comhairle Chathrach Phort Láirge é i gcomhpháirtíocht phríobháideach phoiblí agus fuair sé €750,000 d'airgead an Chrannchuir anuraidh ón Roinn Ealaíon, Spóirt agus Turasóireachta. €6.4m ina iomláine atá faighte aige d'airgead an Chrannchuir.

Bhí Cluichí Samhraidh Domhanda na nOilimpicí Speisialta ar siúl mí Dheireadh Fómhair i Shanghai sa tSín. Ghlac 7,200 lúthchleasaí ó 165 náisiún agus réigiún páirt iontu. Bhí torthaí thar cionn ag TEAM Ireland, ar a raibh 141 lúthchleasaí agus 55 cóitseálaí, ag na Cluichí. Bhuaigh siad 119 Bonn, agus 69 Ribín in aon spórt déag: Spóirt Uisceacha, Lúthchleasaí, Badmantan, Cispheil, Bocce, Babhláil, Eachaíocht, Peil, Galf, Gleacaíocht agus Leadóg Bhoird. Thaisteal 200 oibrí deonach Éireannach go dtí Cluichí Samhraidh Domhanda na nOilimpicí Speisialta chun tacú le TEAM Ireland. Dháil an Roinn Sláinte €45,000 d'airgead an Chrannchuir Náisiúnta ar scéim vacsaínithe do chomhaltaí fhoireann na hÉireann a bhí ag glacadh páirt sna hOilimpicí Speisialta sa tSín.

Tá cáil bainte amach ag *Ceolfhoireann Aireagail na hÉireann*, atá lonnaithe in Ollscoil Luimnigh, mar fhórsa úr, briomhar, i saol ceoil na hÉireann agus go hidirnáisiúnta. Agus Anthony Marwood mar Stiúrthóir Ealaíne uirthi, tá an ceolfhoireann ina shócmhainn chultúrtha, ar chaighdeán domhanda, ag an tír seo. Choimisiúnaigh agus sheinn sí go leor píosaí ceoil ó chumadóirí Éireannacha go náisiúnta agus go hidirnáisiúnta. Thairis sin, d'éascaigh sí forbairt phroifisiúnta go leor de shár-cheoltóirí clasaiceacha na tíre. I 2007 fuair Ceolfhoireann Aireagail na hÉireann maoiniú de €1.3 milliún ón gComhairle Ealaíon a fhaigheann páirt mhaoiniú ó Chiste Thairbhíthe an Chrannchuir Náisiúnta tríd an Roinn Ealaíon, Spóirt agus Turasóireachta.

# +12.9%

**+12.9% increase in the amounts raised for good causes, as funded by the National Lottery in 2007.**

**Bhí méadú de +12.9% ar an méid airgid a gnóthaíodh do dhea-chúiseanna a fhaigheann maoiniú ón gCrannchur Náisiúnta i 2007.**

*Bord na Leabhar Gaeilge* supports writers and publishers in providing Irish language publications, which boost the general public's interest in Irish language books. This support is given through schemes such as Scéim na Foilsitheoireachta and Scéimeanna Scríbhneoireachta. The accomplishments of publishers and writers alike are recognised through the Book of the Year competition, run in partnership with Oireachtas na Gaeilge. Budding young writers are also encouraged through 'Scríobh Leabhar', organised in conjunction with the Comhairle um Oideachas Gaeltachta agus Gaelscolaíochta and Educational Institutes. Through this scheme, primary school children are encouraged to write books in Irish. Primary school students from inside and outside the Gaeltacht wrote 1,198 books under this pilot scheme. Last year Bord na Leabhar Gaeilge received €2.07 million from Ciste na Gaeilge, funded by the National Lottery Beneficiary Fund through the Department of Community Rural and Gaeltacht Affairs.

## THE FUTURE

As part of the review of the business which we commenced in 2005 we have undertaken work on the development of a more contemporary and co-ordinated image for the National Lottery. This will more appropriately reflect the company's vision. The new corporate identity will be introduced across all aspects of the National Lottery's operations over the coming year and we believe that it will have a very positive effect on the future development of the business.

During 2008 we plan to particularly focus on the retail dimension of the business, introducing new developments in line with the expressed preferences of players and agents. We believe that these developments will re-energise the National Lottery as it enters its third decade of operating a world-class lottery for the people of Ireland and continues to raise funds for good causes.

We are fully committed to delivering continued business efficiency with integrity and innovation as we work successfully as a team.

Tacaíonn *Bord na Leabhar Gaeilge* le scríbhneoirí agus le foilsitheoirí araon chun foilseacháin i nGaeilge a chur ar fáil, rud a spreagann spéis na gnáth-mhuintire sa Ghaeilge. Tugtar an tacaíocht seo trí scéimeanna, dála Scéim na Foilsitheoireachta agus Scéimeanna Scríbhneoireachta. Aithnítear saíocht na scríbhneoirí is na bhfoilsitheoirí araon trí chomórtas Leabhar na Bliana, a eagraítear i gcomhar le hOireachtas na Gaeilge. Spreagtar scríbhneoirí óga bisiúla chomh maith trí 'Scríobh Leabhar', a eagraítear i gcomhar leis an gComhairle um Oideachas Gaeltachta agus Gaelscolaíochta agus na hinstiitíúidí oideachais. Spreagann an scéim seo daltaí bunscoile chun scaoileadh faoi leabhair i nGaeilge a scríobh. Faoi treoir scéim seo, scríobh daltaí bunscoile ón nGaeltacht agus taobh amuigh di, 1,198 leabhar. An bhliain seo caite, fuair Bord na Leabhar Gaeilge €2.07 milliún ó Chiste na Gaeilge, a mhaoineítear le hairgead ó Chiste Thairbhíthe an Chrannchuir Náisiúnta tríd an Roinn Gnóthaí Pobail, Tuaithe agus Gaeltachta.

## A BHFUIL ROMHAINN AMACH

Mar chuid den athmheastóireacht ar an ngnó a thosaíomar i 2005, chuamar i mbun oibre chun iomhá níos comhaimseartha agus comhordaithe don Chrannchur Náisiúnta a fhorbairt. Is fearr a fhreagróidh sí seo d'fhís an chomhlachta. Tógfar an comhionannas nua corparáideach isteach i ngach gné d'oiríochtaí an Chrannchuir Náisiúnta thar an mbliain atá romhainn amach agus creidim go mbeidh éifeacht dhearfach aige ar fhorbairt an ghnó amach anseo.

Le linn 2008, tá rún againn díriú ar ghné miondíola an ghnó agus scaoileadh faoi fhorbairt nua mar atá ag teastáil ó imreoirí agus ó ghníomhairí. Creidimid go gcuirfidh na forbairtí seo fuinneamh nua sa Chrannchur Náisiúnta agus é ag tabhairt aghaidh ar an tríú tréimhse deich mbliana dá shaolré agus é ag reáchtáil crannchur de chaighdeán domhanda do mhuintir na hÉireann agus ag gnóthú airgead do dhea chúiseanna.

Táimid tiomanta do leanúint de bheith ag soláthar éifeacht gnó maille le hionracas agus nuálaíocht agus sinn ag saothrú go rathúil mar fhoireann.



**Dermot Griffin**

Chief Executive, 19 February, 2008

Príomhfheidhmeannach, 19 Feabhra, 2008

# Directors & Management

## Na Stiúrthóirí & an Bhainistíocht



### Board of Directors An Bord Stiúrtha

- |   |  |
|---|--|
| <p>01 Donal Connell C.Eng., F.I.E.I., B.E.<sup>2</sup><br/>Chairman<br/>Chief Executive, An Post<br/>Cathaoirleach<br/>Príomhfheidhmeannach, An Post</p> <p>02 Dermot Griffin<br/>Chief Executive, National Lottery<br/>Príomhfheidhmeannach, An Crannchur Náisiúnta</p> <p>03 Micheál Ó Muircheartaigh<sup>1,2</sup><br/>Chairman, Guaranteed Irish Limited<br/>and RTÉ Broadcaster<br/>Cathaoirleach, Guaranteed Irish Limited<br/>agus Craoltóir le RTÉ</p> <p>04 Niamh McGowan<sup>1,2</sup><br/>Barrister-at-Law/Management Consultant<br/>Abhcóide/Comhairleoir Bainistíochta</p> | <p>05 James Hyland<sup>1</sup><br/>Partner<br/>Hyland Johnson Murray<br/>Chartered Accountants<br/>Páirtí<br/>Hyland Johnson Murray<br/>Cuntasóirí Cairte</p> <p>06 Barbara Patton<br/>Business Marketing Consultant<br/>Comhairleoir Margaíochta Gnó</p> <p>07 Michael Tyndall<br/>Company Secretary<br/>Rúnaí Cuideachta</p> |
|---|--|

HUGH O'REILLY  
COMPANY SOLICITOR  
ATURNAE COMHLACHTA

AUDITORS  
INIÚCHÓIRÍ  
KPMG  
CHARTERED ACCOUNTANTS

BANKERS  
BAINCÉIRÍ  
BANK OF IRELAND

SOLICITORS  
ATURNAETHA  
MATHESON ORMSBY PRENTICE





## Management An Bhainistíocht

- 01 Eddie Banville  
Head of Marketing  
Ceann Margaíochta
- 02 Noel Browne  
Head of Finance  
Ceann Airgeadais
- 03 Dermot Griffin  
Chief Executive  
Príomhfheidhmeannach
- 04 Peter Plunkett  
Head of IT  
Ceann ar TF
- 05 Gerald Devin  
Head of Sales  
Ceann ar Dhiolachán
- 06 Harry Cooke  
Head of Operations and Corporate Affairs  
Ceann ar Oibríochtaí agus Gnóthaí Corparáideacha

<sup>1</sup> Member of the Audit Committee Comhalta den Choiste Iniúchóireachta

<sup>2</sup> Member of the Remuneration Committee Comhalta den Choiste Luach Saothair

Registered Office: General Post Office, O'Connell Street, Dublin 1.

Oifig Chláraithe: Ardoifig an Phoist, Sráid Uí Chonaill, Baile Átha Cliath 1.

## Index to Financial Statements Innéacs do na Ráitis Airgeadais

Report of the Directors	26
Statement of Directors' Responsibilities	35
Report of the Independent Auditor	36
Accounting Policies	38
Profit and Loss Account	40
Balance Sheet	41
Cash Flow Statement	42
Notes to the Financial Statements	43
Tuarascáil na Stiúrthóirí	26
Ráiteas faoi Fhreagrachtaí na Stiúrthóirí	35
Tuarascáil an Iniúcháora Neamhspleách	36
Polasaithe Cuntasaíochta	38
Cuntas Brabúis agus Caillteanais	40
Clár Comhardaithe	41
Ráiteas faoi Shreabhadh Airgid	42
Nótaí ar na Ráitis Airgid	43

# Report of the Directors

# Tuarascáil na Stiúrthóirí

The Directors have pleasure in submitting their twenty first annual report, together with the audited financial statements of the Company, for the year ended 31 December, 2007, in fulfilment of their obligations under the Companies Acts, 1963 to 2006.

## 1. The Company

The Company carries on the business of operating the National Lottery under Licence from the Minister for Finance 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 Finance.

## 2. Results for the Year

The results for the year are set out on page 40.

## 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 8 to 23. As described therein, the performance of the Company was again very positive with sales growing by 14.6%, in part driven by the inclusion of a full year of Lotto 6/45 matrix revenue and the introduction of the Euromillions Plus game in 2007.

As a result, €245 million was raised for the beneficiary fund in 2007, compared to €218 million in 2006.

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

KPI	2007	2006
Prizes as a percentage of sales	54.1%	53.3%
Operating costs as a percentage of sales	14.4%	14.6%
Surplus earned as a percentage of sales	31.5%	32.0%
Spend per capita	€179.42	€160.35
Number of retail outlets	3,623	3,489
Prize liability	€67.6 million	€60.0 million

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

The key risks and uncertainties facing the future development of the Company include the retention of the Company's licence to operate the National Lottery, the Company's significant reliance upon its IT infrastructure and retailer operations and the introduction of new games and channels. The Directors have developed a range of strategies to address these and other risks faced by the Company. The Corporate Governance Statement on page 27 sets 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 Finance in accordance with Section 14 of the National Lottery Act, 1986.

The terms of office of Niamh McGowan and Paraic O'Rourke expired on 5 November, 2007. Niamh McGowan was re-appointed from that date.

The Directors and Secretary who held office at 31 December, 2007 had no interest in, shares in, or debentures of, the Company or any Group Company.

Is cúis áthais do na Stiúrthóirí a n-aonú tuarascáil bhliantúil is fiche a chur i láthair, maille le ráitis airgeadais iniúchta an Chomhlachta, don bhliain dar críoch 31 Nollaig, 2007 agus, dá réir, a gcuid dualgas faoi Achtanna na gCuideachtaí 1963 go 2006 a chomhlíonadh.

## 1. An Comhlacht

Ritheann an Comhlacht a ghnó chun an Crannchur Náisiúnta a reáchtáil le Ceadúnas ón Aire Airgeadais faoi réir fhorálacha an Achta um Chrannchur Náisiúnta, 1986.

Tá 80% den scairchaipiteal eisithe i lámha An Post agus tá 20% ag an Aire Airgeadais.

## 2. Torthaí na Bliana

Tá torthaí na bliana leagtha amach ar leathanach 40.

## 3. Athbhreithniú Gnó

Tá an t-eolas a éilítear faoi réir Acht na gCuideachtaí (Leasú) 1986, ar fhorbairt an ghnó agus ar imeachtaí tábhachtacha, clúdaithe i Ráiteas an Chathaoirligh agus san Athbhreithniú Oibríochtaí ar leathanaigh 8 go 23. Mar a ríomhtar ansin, bhí feidhmiú an Chomhlachta an-dearfach arís agus fás 14.6% ar an díolaíocht, mar thoradh cuid mhór ar bhliain iomlán ioncaim a bheith san áireamh ó mhaitris Lotto 6/45 agus cluiche EuroMillions Plus a bheith tógtha isteach i 2007.

Mar thoradh air seo, gnóthaíodh €245 milliún do chiste na dtairbhíthe i 2007 i gcomparáid le €218 milliún i 2006.

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

ETF	2007	2006
Duaiséanna mar chéatadán den díolachán	54.1%	53.3%
Costais oibríochta mar chéatadán den díolachán	14.4%	14.6%
Barrachas tuillte mar chéatadán den díolachán	31.5%	32.0%
Caiteachas per capita	€179.42	€160.35
Líon na n-asraon miondíola	3,623	3,489
Dliteanas duaise	€67.6 milliún	€60.0 milliún

Tá na ETFanna thuasluaite taobh istigh de théarmaí an cheadúnais chun an Crannchur Náisiúnta a reáchtáil.

I measc na n-eochair-rioscaí agus na neamhchinnteachtaí atá ar aghaidh fhorbairt an chomhlachta amach sa todhchaí tá coinneáil cheadúnas an chomhlachta chun an Crannchur Náisiúnta a reáchtáil, spleáchas suntasach an chomhlachta ar a bhonneagar theicneolaíocht faisnéise agus tabhairt isteach chluichí agus chainéil nua. Tá na Stiúrthóirí tar éis raon straitéisí a cheapadh chun déileáil leo seo agus le rioscaí eile a gaitheann an comhlacht aghaidh a thabhairt orthu. Tá polasaithe agus cur chuige an chomhlachta maidir le rioscaí agus gnáthaimh inmheánacha rialaithe gaolmhara leagtha amach sa Ráiteas ar Rialachas Corparáide ar leathanach 27.

## 4. Stiúrthóirí, Rúnaí agus a leas tairbhíuil

Is é an tAire Airgeadais a cheapann Stiúrthóirí an Chomhlachta faoi réir Alt 14 den Acht um Chrannchur Náisiúnta, 1986.

Tháinig tréimhsí oifige Niamh McGowan agus Paraic O'Rourke chun críche ar 5 Samhain, 2007. Athcheapadh Niamh McGowan ón dáta sin ar aghaidh.

Ní raibh leas tairbhíuil ná scaireanna sa Chomhlacht ná bintiúir a bhain leis nó le haon Ghrúp-Chuideachta ag na Stiúrthóirí ná ag an Rúnaí a bhí in oifig ar 31 Nollaig, 2007.

## 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 as appropriate the relevant main and supporting principles of good governance in the 2006 Combined Code issued by the Financial Reporting Council in the UK. While the provisions of the Combined Code are of direct relevance only to listed companies, the Board feels that their application, where appropriate, assists the Company in its compliance with best corporate governance practice.

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 and the 2006 Combined Code have been applied within An Post National Lottery Company.

## 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.

## 5. Fostaithe

Fostóirí comhdheise 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 bhaineann sé le hoiliúint, le forbairt gairme agus le hardú céime a thabhairt.

Déantar cúram de dhearbhaíl na foirne, atá ag obair leis an gComhlacht trí chloí go docht le caighdeáin shábháilteachta agus sláinte. Leagann An tAcht um Shábháilteacht, Sláinte agus Leas ag an Obair, 2005, dualgais áirithe i leith na foirne agus tá na céimeanna riachtanacha glactha ag an gComhlacht chun déanamh de réir an Achta. Áirítear orthusan glacadh le Ráiteas Sábháilteachta.

## 6. Rialachas Corparáide

Tosaíocht é ag Stiúrthóirí Chomhlacht Chránnchur Náisiúnta an Phoist ardchaighdeán rialachais corparáide a choinneáil. D'fhorbair an Bord a pholasáí ar rialachas corparáide le go mbeadh feidhm ag an gCód Sárchleachtais um Rialachas Chomhlachtaí Stáit a d'eisigh an Roinn Airgeadais agus chun feidhm a thabhairt nuair is cuí do príomhphrionsabail agus do phrionsabail thacaíochta ábhartha um dhearbhaíl atá sa Chomhchód a d'eisigh an Financial Reporting Council sa Ríocht Aontaithe i 2006. Siúd is go mbaineann forálacha an Chomhchóid go díreach le cuideachtaí liostáilte amháin, braitheann an Bord go gcuidíonn a bhfeidhmiú mar is cuí leis an gComhlacht chun sár-chleachtas rialachais corparáide a chomhlíonadh.

Tá na Stiúrthóirí freagrach do na scairshealbhóirí as dearbhaíl corparáide agus pléann an tuarascáil seo leis an tsli inar cuireadh i bhfeidhm na príomhphrionsabail agus na prionsabail thacaíochta ábhartha atá le fáil sa Chód Sárchleachtais um Rialachas Chomhlachtaí Stáit agus i gComhchód 2006 i gcás Chomhlacht Chránnchur Náisiúnta an Phoist.

## An Bord

Rialaítear an Comhlacht trína Bhord Stiúrtha. Is iad príomhróil an Bhoird maoirseacht a dhéanamh ar oibríochtaí an Chomhlachta, cinnteacht a sholáthar don Chomhlacht, 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 chéile le linn na bliana. Tá sceideal ábhar atá forchoimeáda le fhaomhadh ag an mBord.

I measc na sainfhreagrachtaí atá forchoimeáda don Bhord tá: straitéis an Chomhlachta a cheapadh; an buiséad bliantúil agus na réamh-mheastacháin mheántéarmacha a fhaomhadh; feidhmiú oibríochtaí agus airgeadais a athbhreithniú; mórchaiteachas caipitil a fhaomhadh; deimhin a dhéanamh de go bhfuil téarmaí an cheadúnais chun an Cránnchur Náisiúnta a reáchtáil á gcomhlíonadh; córais an Chomhlachta um rialú airgeadais agus bainistiú riosca a athbhreithniú; deimhin a dhéanamh de go bhfuil pleananna 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 tarmilgthe ag an mBord don bhainistíocht: pleananna 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 fheidhmiú; faireachán a dhéanamh ar thorthaí oibríochta agus airgeadais i gcomparáid le pleananna agus le buiséid; córais rialaithe a fhorbairt do reáchtáil na gcránnchur; tosaíochtaí a cheapadh do chionroinnt acmhainní daonna is teicniúla; agus córais bainistíochta riosca a cheapadh is a chur i bhfeidhm.



# Report of the Directors

# Tuarascáil na Stiúrthóirí

## 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.

## Senior Independent Director

The Board has considered the matter of designating a recognised senior member other than the Chairman to whom concerns can be conveyed and, in view of the manner of appointment of Directors, the shareholding structure and existing Board procedures, has concluded it is not appropriate in the circumstances.

## 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 page 24. The positions of Chairman and Chief Executive are held by different persons. Given its status as a State Company, its shareholding structure and the appointment of the Directors by the Minister, the Board believes that the criteria normally used by the board of a listed Company in considering the independence of its Directors do not apply to the Company. 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. The independent Directors are of sufficient calibre and number that their views carry significant weight in the Board's decision making.

The 2006 Combined Code requires the Chairman to hold 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.

All of the non-executive Directors are independent of management. The Board includes both the chief executive of the Company's parent company, An Post, as Chairman and James Hyland, a non-executive director of An Post. The Board considers all other non-executive Directors to be independent on the basis of the following:

- they have not been an employee of the Company within the last five years;
- they have no material business relationship with the Company, nor have they had any within the last three years;
- they receive no remuneration other than through Director's fees;
- they have no close family ties with any of the Company's advisers, Directors or senior employees; and
- they hold no cross-directorships and have no significant links with other Directors through involvement in other companies or bodies.

## Ról an Chathaoirligh agus an Phríomhfheidhmeannaigh

Is é An Cathaoirleach a threoraíonn an Bord maidir le cinneadh polasaí agus le baint amach a chuid cuspóirí. Is é an Cathaoirleach atá freagrach as gnó an Bhoird a eagrú, as a éifeacht a chinntiú agus as an clár gnó a shocrú. Éascaíonn an Cathaoirleach rannpháirtíocht éifeachtach na Stiúrthóirí neamhfheidhmiúcháin agus deachaidreamh idir iad agus an Stiúrthóir feidhmiúcháin agus cinntiann sé go bhfaigheann na Stiúrthóirí eolas cruinn, tráthúil agus soiléir. Bainistíonn sé freisin cumarsáid éifeachtach leis na scairshealbhóirí.

Is ag Príomhfheidhmeannach an Chrannchuir Náisiúnta atá údarás díreach ar an gComhlacht ó lá go chéile agus tá sé freagrach don Bhorad as feidhmiú oibríoch agus airgeadais an Chomhlachta.

## Stiúrthóir Sinsearach Neamhspleách

Scrúdaigh an Bord an fhéidearthacht go gceapfaí comhalta sinsearach inaitheanta, seachas an Cathaoirleach, mar dhuine go bhféadfaí ábhair imní a chur faoina bhráid. I ngeall ar an tsli ina gceaptar Stiúrthóirí, struchtúr an scairchaipitil agus gnáthaimh reatha an Bhoird, shocraigh an Bord nach mbeadh a leithéid de shocrú oiriúnach faoi láthair.

## Stiúrthóirí agus Neamhspleáchas na Stiúrthóirí

San am i láthair, is iad comhaltaí an Bhoird an Cathaoirleach, ceathrar Stiúrthóirí neamhfheidhmiúcháin agus an Príomhfheidhmeannach. Tá ainmneacha na Stiúrthóirí mar aon le sonraí beathaisnéise orthu leagtha amach ar leathanach 24. Daoine difriúla atá i bpost an Chathaoirligh agus i bpost Phríomhfheidhmeannach an Chrannchuir Náisiúnta. Nuair a chuirtear san áireamh gur comhlacht Stáit atá i gceist, struchtúr an scairchaipitil agus gurb é an tAire a cheapann na Stiúrthóirí, measann an Bord nach dtagann na gnáth-chritéir, a d'úsáidfeadh stiúrthóirí chuideachta liostáilte chun neamhspleáchas a Stiúrthóirí a mheas, i bhfeidhm sa chás seo. Áirítear ar an mBord Stiúrthóirí neamhfheidhmiúcháin neamhspleácha a cheistíonn ar bhealach dearfach moltaí faoi chúrsaí straitéise agus a chabhraíonn le hiad a fhorbairt. Thairis sin, tugann siad breithiúnas láidir, neamhspleách, maille le heolas agus taithí agus ceisteanna á scrúdú ag an mBord. Tá na Stiúrthóirí neamhspleácha líonmhar a dhóthain agus de chaighdeán sách ard le go mbeadh tionchar nach beag ag a dtuairimí ar chinntí an Bhoird.

Faoi Chomhchód 2006 tá dualgas ar an gCathaoirleach cruinnithe a bheith aige leis na Stiúrthóirí neamhfheidhmiúcháin gan an Stiúrthóir feidhmiúcháin a bheith i láthair. Tá gnáthaimh fhoirmeálta chuige seo i bhfeidhm ag an mBord.

Tá sé de cheart ag Stiúrthóirí deimhin a dhéanamh de go gcláraítear i miontuairiscí an Bhoird aon ábhar imní gan réiteach atá acu faoi réachtáil an Chomhlachta nó faoi bheart atá molta. De bhreis air sin, iarrfar ar an Stiúrthóir neamhfheidhmiúcháin a éiríonn as oifig, ráiteas i scríbhinn a thabhairt don Chathaoirleach, le cur thart ar an mBord, má tá aon ábhar imní 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 bhfeadfaidís a gcuid dualgas a chomhlíonadh.

Tá na Stiúrthóirí neamhfheidhmiúcháin uile neamhspleách ar an mbainistíocht. Comhaltaí den Bhorad iad príomhfheidhmeannach mháthair-chuideachta an Chomhlachta, An Post, atá ina Chathaoirleach, agus James Hyland, stiúrthóir neamhfheidhmiúcháin ar An Post. Measann an Bord na Stiúrthóirí neamhfheidhmiúcháin eile a bheith neamhspleách ar an mBord seo a leanas:

- nárbh fhostaí ag an gComhlacht iad le cúig bliana anuas;
- nach bhfuil aon ghaol gnó ábhartha acu leis an gComhlacht agus nach raibh aon ghaol den chineál sin acu le trí bliana anuas;
- nach bhfuil aon luach saothair, seachas a dtáillí mar Stiúrthóirí, á fháil acu;
- nach bhfuil aon ghaol gairid clainne acu le haon chomhairleoir, stiúrthóir nó fostaí sinsearach de chuid an Chomhlachta; agus
- nach bhfuil tras-stiúrthóireachtaí acu ná aon cheangal suaithinseach le Stiúrthóirí eile trí chuideachtaí nó comhlachtaí eile.

# Report of the Directors

# Tuarascáil na Stiúrthóirí

## 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 principal Board and Board 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 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 Finance 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. The Board considers that the introduction of any further formal evaluation of individual Directors would be inappropriate given the manner of appointment of Directors, the shareholding structure and existing Board procedures.

## 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 Finance 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.

## Forbairt Phroifisiúnta

Ar a gceapadh dóibh glacann na Stiúrthóirí nua go léir páirt i gcúrsa intreorach mar a bhfaigheann siad eolas i dtaobh an Chomhlachta, ar ról an Bhoird agus na nithe atá forchoimeáda dá chinneadh, ar théarmaí tagartha agus ar bhallraíocht an Phríomh-Bhoird agus choistí an Bhoird, ar chleachtas is ar ghnáthaimh rialachais chorpóraidigh an Chomhlachta, ina measc na freagrachtaí atá tarmlichte le bainisteoirí sinsearach an Chomhlachta, maille leis an eolas airgeadais is déanaí faoin gComhlacht. De ghnáth, cuirtear leis seo trí chruinnithe le heochair-fheidhmeannaigh sinsearach. 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 fhreagracht shóisialta chorpóraideach agus ar athruithe eile a bhfuil éifeacht acu ar an gComhlacht agus ar thionscal na gcrannchur ina iomláine. Déantar é seo trí mhionteagasc i scríbhinn agus trí chruinnithe le feidhmeannaigh shinsearach. Cuirtear Stiúrthóirí ar an eolas freisin faoin a gcuid dualgas dlíthiúla agus eile mar Stiúrthóirí. Déantar é seo i scríbhinn agus ag cruinnithe i láthair 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 Airgeadais na Stiúrthóirí ar an mBord faoi réir Alt 14 den Acht um Chrannchur Náisiúnta, 1986 agus leagtar amach a dtréimhsí oifige (trí bliana sa ghnáthshli) i scríbhinn.

Tá glactha ag an mBord le próiseas foirmiúil chun meastóireacht bhliantúil a dhéanamh ar fheidhmiú an Bhoird agus a phríomhchoistí. Tá an Bord den tuairim nach mbeadh aon mheastóireacht fhoirmiúil bhreise ar Stiúrthóirí aonair cuí nuair a chuirtear san áireamh an tslí ina gceaptar Stiúrthóirí, an struchtúr scairsheilbhe agus na gnáthaimh atá ag an mBord faoi láthair.

## Rúnaí an Chomhlachta

Fostaí 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 Bhorad ina iomláine é Rúnaí an Chomhlachta a cheapadh is a bhriseadh.

## Eolas

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

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

## Caidreamh le Scairsealbhóirí

Bionn idirphlé leanúnach idir an Bord is an bhainistíocht le scairsealbhóirí an Chomhlachta faoi nithe straitéiseacha. Thairis sin, faoin Acht um Chrannchur Náisiúnta 1986, ní mór faomhadh an Aire Airgeadais a fháil do ghnóthaí oibríocha áirithe agus chuige sin coinnítear teagmháil leanúnach leis an Aire.

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

# Report of the Directors

# Tuarascáil na Stiúrthóirí

## Internal Control

An ongoing process exists for identifying, evaluating and managing the significant risks faced by the Company. This process, which is based on the Combined Code Guidance for directors issued by the Institute of Chartered Accountants in England and Wales (the Turnbull Guidance), 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.

In accordance with the guidance of the Turnbull committee, 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.

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

## Rialú Inmheánach

Tá próiseas leanúnach ann chun na rioscaí suntasacha, a gcaitheann an Comhlacht aghaidh a thabhairt orthu, a aithint, a mheasúnú agus a bhainistiú. Tá an próiseas seo bunaithe ar Threoracha an Chomhchóid do stiúrthóirí a d'eisigh Institiúid na gCuntasóirí Cairte i Sasana agus sa Bhreatain Bheag (Treoracha Turnbull). Athbhreithníonn na Stiúrthóirí iad ó am go chéile agus bhí feidhm leo le linn na tréimhse cuntasáiochta suas go dtí an dáta ar a faomhadh na ráitis airgeadais.

Faoi réir na treorach a thugann coiste Turnbull, 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 shásóidh iad go bhfuil an córas ag feidhmiú go héifeachtach 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 caillteanas.

Lean na Stiúrthóirí de bheith ag athbhreithniú éifeacht chóras rialaithe airgeadais agus neamh-airgeadais an Chomhlachta, ina measc rialúcháin oibríoch agus oiriúna, bainistíocht rioscaí agus socruithe rialaithe ardleibhéil an Chomhlachta. Mar chuid den athbhreithniú seo rinneadh meastóireacht ar rialúcháin inmheánacha na bainistíochta, ar dheimhniú ón mbainistíocht go leantar 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 eochair-ghníomhaíocht de chuid na bainistíochta é bainistiú cáiréiseach a dhéanamh ar rioscaí. Buneilimint in aon ghníomhaíocht 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, bidis ina rioscaí straitéiseacha, oibríoch, deacháile, airgeadais nó timpeallachta, intuigthe agus sofheicthe. In aon chúinse ar leith, is é an comhthéacs gnó a shocraíonn leibhéal inghlactha rialú rioscaí agus cinn ghaolmhara.

Ar an mbainistíocht atá an fhreagracht chun rioscaí suntasacha a aithint agus a mheas agus as rialúcháin 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. Tuairiscíonn an bhainistíocht go rialta don Bhord ar na príomh-rioscaí a bhaineann leis an ngnó agus ar an tslí ina 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 rialaithe é an próiseas a úsáidtear chun na príomh-rioscaí a aithint agus a bhainistiú.



# Report of the Directors

# Tuarascáil na Stiúrthóirí

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 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 Committee meetings held during the year ended 31 December, 2007 and the attendance records of individual Directors.

	Board meetings	Audit Committee meetings	Remuneration Committee meetings
<b>Total number of meetings</b>	12	5	3
Donal Connell	12 (12)	–	3 (3)
Dermot Griffin	12 (12)	–	–
James Hyland	9 (12)	5 (5)	–
Niamh McGowan	10 (12)	5 (5)	3 (3)
Micéál Ó'Muircheartaigh	10 (12)	5 (5)	3 (3)
Paraic O'Rourke	7 (10)	–	–
Barbara Patton	12 (12)	–	–

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

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

- Na príomhchuspóirí gnó, mar atá leagtha amach ag an mBord, a thabhairt chun cruinne agus na freagrachtaí reachtúla is próifil riosca an Chomhlachta tugtha san áireamh.
- Struchtúr sainithe eagraíochta le línte soiléire freagrachta, tarmligeán údarais agus dealú dualgas a cheapadh chun timpeallacht tairbheach rialaithe 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 plananna airgeadais agus spriocanna feidhmithe i gcomhthéacs chuspóirí foriomlána an Chomhlachta.
- Córas tuairiscithe agus rialaithe a chuireann ar fáil tacar uileghabhálach de thuairiscí airgeadais. Faomhann an Bord an buiséad bliantúil. Déanann an bhainistíocht meastóireacht go laethúil ar eochair-staistice airgeadais. Tuairiscítear na torthaí iarbhire míosúla i gcomparáid leis an mbuiséad agus scrúdaítear difríochtaí substaintiúla diúltacha agus féachtar le hiad a cheartú.
- Gnáthaimh rialaithe – 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 soláthairtí, caiteachas caipitil agus reachtáil na gcrannchur.
- Córas faireacháin – déanann bainistíocht an Chomhlachta faireachán ar chomhlíonadh na gcuspoirí rialaithe ar bhonn leanúnach. Déantar faireachán ar an gcóras rialaithe freisin trí iniúchadh inmheánach a dhéanamh ar na gnéithe úd is mó riosca don Chomhlacht.

Tá gnáthaimh i bhfeidhm ag an gComhlacht a chinntiú gur féidir le fostaithe ceisteanna faoi aon iompar míchuí, a fhéadfadh a bheith ann, a ardú faoi dhíscréid agus go leantar an cheist ansin ar bhealach cuí. Tá bealaí tuairiscithe ceaptha trínar féidir aon iompar míchuí, a mheastar a bheith ann, a thuairisciú de bheal, 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 gcruinnithe a bhí ag an mBord agus ag a chuid Choistí le linn na bliana dar críoch 31 Nollaig, 2007 maille leis an bhfreastal a rinne gach Stiúrthóir.

	Cruinnithe Boid	Cruinnithe an Choiste Iniúcháin-reachta	Cruinnithe an Choiste Luach Saothair
<b>Líon iomlán na gcruinnithe</b>	12	5	3
Donal Connell	12 (12)	–	3 (3)
Dermot Griffin	12 (12)	–	–
James Hyland	9 (12)	5 (5)	–
Niamh McGowan	10 (12)	5 (5)	3 (3)
Micéál Ó'Muircheartaigh	10 (12)	5 (5)	3 (3)
Paraic O'Rourke	7 (10)	–	–
Barbara Patton	12 (12)	–	–

Léiríonn an figiúr faoi lúbíní líon iomlán na gcruinnithe le linn na tréimhe nuair a bhí an duine i dteideal freastal ar chruinniú den Bhord/Choiste.

# Report of the Directors

# Tuarascáil na Stiúrthóirí

## Directors' remuneration

The remuneration of the Chief Executive is subject to the approval of the Remuneration Committee 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 Finance.

No Director has a service contract with the Company.

During the year, the Remuneration Committee comprised Donal Connell, Niamh McGowan and Micheál Ó Muircheartaigh. Donal Connell acts as Chairman of the Committee. When necessary, non-Committee members are invited to attend. The Committee's principal responsibilities are:

- to determine, on behalf of the Board, the remuneration and other terms and conditions of employment of the Chief Executive;
- to determine, on behalf of the Board, the pay structures and terms and conditions of other senior personnel (as identified by the Chairman of the Board);
- to act, on behalf of the Board, and take all decisions related to pay and pay related matters, as the Chairman of the Board shall determine; and
- to consider any other matters considered by the Committee to be relevant to the foregoing.

The disclosures made in these financial statements relating to Directors' emoluments and pension information are those required under the Irish Companies Acts, 1963 to 2006.

## The Audit Committee

During the year, the Audit Committee comprised James Hyland, Niamh McGowan and Micheál Ó Muircheartaigh. James Hyland acts as Chairman of the Committee. All the members of the Committee are non-executive Directors.

Members of the Committee bring to it a wide range of experience from senior positions in business, including that of managing partner of an accounting practice.

Under its terms of reference, the Audit 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.

## Luach Saothair na Stiúrthóirí

Ní mór do Choiste Luach Saothair an Chomhlachta luach saothair Phríomhfheidhmeannach an Chrannchuir Náisiúnta a fhaomhadh. Tá sé mar chuspóir luach saothair Phríomhfheidhmeannach an Chrannchuir Náisiúnta a choinneáil ar leibhéal a bheadh mealltach dó agus, ag an am céanna, a thabharfadh luach maith airgid don Chomhlacht. Ioctar sciar de luach saothair Phríomhfheidhmeannach an Chrannchuir Náisiúnta de réir feidhmíochta agus, ar an dóigh seo, tá baint aige le cuspóirí an Chomhlachta agus leis an duine aonair.

Is é an tAire Airgeadais a shocraíonn táillí na Stiúrthóirí.

Níl conradh seirbhíse ag aon Stiúrthóir leis an gComhlacht.

Le linn na bliana b'iad Donal Connell, Niamh McGowan agus Micheál Ó Muircheartaigh comhaltaí an Choiste Luach Saothair. Feidhmíonn Donal Connell mar Chathaoirleach ar an gCoiste. Nuair ba ghá tugadh cuireadh do chomhaltaí nár bhaill den Choiste iad freastal ar chruinnithe. Seo a leanas príomh-fhreagrachtaí an Choiste:

- socruithe a dhéanamh, thar ceann an Bhoird, faoi luach saothair agus téarmaí is coinníollacha eile fostaíochta Phríomhfheidhmeannach an Chrannchuir Náisiúnta;
- an struchtúr tuarastail is téarmaí oibre agus coinníollacha fostaíochta chomhaltaí sinsearacha eile foirne (mar a aithníonn Cathaoirleach an Bhoird iad) a shocrú;
- gníomhú thar ceann an Bhoird, agus na cinntí uile a ghlacadh faoi thuarastal agus faoi nithe gaolmhara, de réir mar a chinneann Cathaoirleach an Bhoird; agus
- meastóireacht a dhéanamh ar nithe eile a shíleann an Coiste a bheith ábhartha do na gnóthaí thuasluaite.

Is éard atá san fhaisnéisiú atá déanta sna ráitis airgeadais seo a bhaineann le luach saothair nó le heolas pinsin na Stiúrthóirí ná an faisnéisiú a éilítear faoi Actanna na gCuideachtaí 1963 go 2006 in Éirinn.

## An Coiste Iniúcháireachta

Le linn na bliana b'iad James Hyland, Niamh McGowan agus Micheál Ó Muircheartaigh comhaltaí an Choiste Iniúcháireachta. James Hyland a fheidhmíonn mar Chathaoirleach ar an gCoiste. Stiúrthóirí neamh-feidhmiúcháin iad comhaltaí uile an choiste.

Tá taithí leathan ag comhaltaí an Choiste de bharr poist thábhachtacha sa saol gnó a bheith acu, ar a n-áirítear bheith ina chomhpháirtí bainistíochta i gcleachtas cuntasaiochta.

Faoina théarmaí tagartha, déanann an Coiste Iniúcháireachta faireachán ar ionracas ráitis airgeadais an Chomhlachta. Tá an Coiste freagrach as faireachán a dhéanamh ar éifeachtúlacht phróiseas an iniúchta seachtarigh agus as moltaí a chur faoi bhráid an Bhoird maidir le ceapadh, athcheapadh agus luach saothair na n-iniúchóirí seachtarigh. Tá sé freagrach chomh maith as deimhin a dhéanamh de go gcoimeádtar gaol cuí idir an Comhlacht agus na hiniúchóirí seachtarigh agus athbheithníú ar sheirbhísí is ar tháillí neamh-iniúcháireachta san áireamh. De bharr riachtanais rialacháin nó cinn dá shórt, is gá iniúchóirí seachtarigh an Chomhlachta a fhostú le haghaidh seirbhísí áirithe a bhaineann leis an iniúchadh agus cinn neamh-iniúcháireachta. Chun go gcaomhnófaí neamhspleáchas na n-iniúchóirí seachtarigh, rianaigh an Coiste Iniúcháireachta polasaithe faoi na seirbhísí, idir sheirbhísí a bhaineann leis an iniúchadh agus sheirbhísí neamh-iniúcháireachta, a fhéadfadh iniúchóirí seachtarigh 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 seachtarigh a sholáthródh seirbhísí mar bhreathnadóir neamhspleách agus seirbhísí a bhaineann leis an gcrannchur. De réir na bpolasaithe seo, ní dhéantar obair chomhairleoireachta a thairiscint do na hiniúchóirí seachtarigh mura bhfuil buntáistí soiléire éifeachtachta agus breisluacha le fáil ag an gComhlacht agus oibiachtúlacht is neamhspleáchas na n-iniúchóirí seachtarigh a bheith slán i gcónaí. Déanann an Coiste faireachán ar leibhéal na dtáillí a íoctar leis na hiniúchóirí seachtarigh.

# Report of the Directors

# Tuarascáil na Stiúrthóirí

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.

In 2007, 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;
- 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;
- overseeing a tender process for the appointment of external 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;
- 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 Finance, 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 apply as appropriate the relevant main and supporting principles of good governance in the 2006 Combined Code issued by the Financial Reporting Council in the UK.

The Directors confirm that the Company has been in compliance with the Code of Best Practice for the Governance of State Bodies and the relevant main and supporting principles of the 2006 Combined Code throughout the financial year under review, with the exception of a number of areas noted above where voluntary compliance with the 2006 Combined Code is not considered appropriate for the Company given the manner of appointment of Directors, the shareholding structure of the Company and existing Board procedures.

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 hiniúcháirí seachtracha.

Le linn 2007 chomhlíon an Coiste Iniúcháireachta a chuid dualgas trí:

- athbhreithniú a dhéanamh ar dhréacht-ráitis airgeadais an Chomhlachta sular dhein an Bord iad a fhaomhadh agus trí chasadh ar na hiniúcháirí seachtracha is a dtuairiscí ar na ráitis airgeadais a athbhreithniú i bpáirt leo;
- oiriúnacht pholasaithe cuntasáíochta an Chomhlachta a athbhreithniú;
- an éifeacht fhéideartha a fhéadfadh a bheith ar ráitis airgeadais an chomhlachta ag rudaí suntasacha athbhreithniú;
- acmhainní an iniúchta inmheánaigh a athbhreithniú, pleananna an iniúchta inmheánaigh a fhaomhadh, tuairiscí an iniúchta inmheánaigh a athbhreithniú agus déileáil le ceistanna suntasacha a thógann na hiniúcháirí inmheánacha;
- próiseas tairisceana, chun iniúcháirí seachtracha a cheapadh, a mhaoirsiú;
- táillí an iniúchta agus táillí neamh-iniúcháireachta, iniúchta le hiniúcháirí seachtracha an Chomhlachta, a athbhreithniú is a fhaomhadh;
- athbhreithniú a dhéanamh ar phleananna na n-iniúcháirí seachtracha chun iniúchadh a dhéanamh ar ráitis airgeadais an Chomhlachta, ar dheimhniú ar neamhspleáchas na n-iniúcháirí is ar an táille a mholtar don iniúchadh agus ar théarmaí an chonartha don iniúchadh;
- leormhaitheas chóras an Chomhlachta chun rioscaí a aithint is a thomhas, a mheas;
- 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 eochair-ghnéithe riosca den rialú airgeadais.

## Coiste Ainmniúcháin

Toisc go bhfuil iomlán an údarais a bhaineann le ceapadh Stiúrthóirí dílsithe san Aire Airgeadais ní gá don Bhord déileáil le coiste ainmniúcháin a bhunú.

## Ráiteas Comhlíonta

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 nuair is cuí do phríomhphrionsabail agus do phrionsabail thacaíochta ábhartha um dheal-rialachas atá sa Chomhchód a d'eisigh an Financial Reporting Council sa Ríocht Aontaithe i 2006.

Dearbhaíonn na Stiúrthóirí gur chomhlíon an Comhlacht an Cód Sárchleachtais um Rialachas Chomhlachtaí Stáit maille le príomhphrionsabail agus prionsabail thacaíochta ábhartha Chomhchód 2006 le linn na bliana airgeadais atá faoi chaibidil, ach amháin i gcás líon áirithe réimsí a luadh thuas nuair a measadh nach mbeadh comhlíonadh deonach Chomhchód 2006 cuí don Chomhlacht nuair chuirtear san áireamh an tslí ina cheaptar na Stiúrthóirí, struchtúr scairsheilbhe an Chomhlachta agus gnáthaimh reatha an Bhoird.



# Report of the Directors

# Tuarascáil na Stiúrthóirí

## Going Concern

The Directors have reviewed the Company's business plan and other relevant information including the terms of the licence granted by the Minister for Finance to the Company for the operation of the National Lottery until 31 December, 2010. On that basis, the Directors have a reasonable expectation that the Company will continue in operational existence for the foreseeable future. For this reason, the Directors continue to adopt the going concern basis in preparing the financial statements.

## 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**  
Director

19 February, 2008

## Gnóthas Leantach

D'athbhreithnigh na Stiúrthóirí plean gnó an Chomhlachta agus eolas ábhartha eile, ina measc an ceadúnas a thug an tAire Airgeadais don Chomhlacht chun an Crannchur Náisiúnta a réachtáil go dtí 31 Nollaig, 2010. Ar an mbonn sin, tá ionchas réasúnta ag na Stiúrthóirí go leanfaidh an Comhlacht de bheith ag feidhmiú go ceann i bhfad. Ar an gcúis sin, leanann na Stiúrthóirí orthu de bheith ag ullmhú na ráiteas airgeadais ar an mbonn gur gnóthas leantach é an Comhlacht.

## Taifid Chuntasaíochta

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

## 7. Iniúcháirí

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**  
Stiúrthóir

19 Feabhra, 2008

# Statement of Directors' Responsibilities

# Ráiteas faoi Fhreagrachtaí na Stiúrthóirí

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.

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 2006. 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 2006.

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.

On behalf of the Board

**Donal Connell**  
Chairman

**Dermot Griffin**  
Director

19 February, 2008

Tá na Stiúrthóirí freagrach as an Tuarascáil Bhliantúil agus na ráitis airgeadais a ullmhú faoi réir dhlíthe agus rialacháin infheidhmithe.

Éilíonn dlí chuideachtaí go n-ullmhóidh 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 infheidhmithe na hÉireann agus na caighdeáin chuntasaíochta a d'eisigh an UK Accounting Standards Board agus a d'fhoilsigh Institiúid na gCuntasóirí Cairte in Éirinn.

Éilítear faoin dlí go dtabharfadh 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 cuntasaíochta oiriúnacha a roghnú agus ansin iad a chur i gcrích go rialta;
- breithiúnais agus meastacháin atá réasúnta agus stuama a dhéanamh;
- ráitis airgeadais a ullmhú ar bhonn gnóthas leantach ach amháin nuair atá sé neamhoiriúnach a cheapadh go leanfaidh an Comhlacht ar aghaidh mar ghnó.

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 thabharfadh seans dóibh a chinntiú go gcomhlíonann na ráitis airgeadais Achtanna na gCuideachtaí, 1963 go 2006. Tá siad freagrach i gcoitinne as pé céimeanna atá riachtanach a thógáil chun sócmhainní an Chomhlachta a chosaint agus chun aon chalaois nó aon mhírialtacht a thabhairt faoi deara agus a stopadh.

Tá na Stiúrthóirí freagrach chomh maith as Tuarascáil Stiúrthóirí a ullmhú a chomhlíonann forálacha Achtanna na gCuideachtaí 1963 go 2006.

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

Thar ceann an Bhoird

**Donal Connell**  
Cathaoirleach

**Dermot Griffin**  
Stiúrthóir

19 Feabhra, 2008

# Report of the Independent Auditor

To the members of An Post National Lottery Company

# Tuarascáil an Iniúcháora Neamhspleách

Do Bhaill Chomhlacht Chranncur Náisiúnta an Phoist

We have audited the financial statements of An Post National Lottery Company for the year ended 31 December, 2007 which comprise the Profit and Loss Account, the Balance Sheet, the Cash Flow Statement and the related notes. These financial statements have been prepared under the accounting policies set out therein.

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 auditors' 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 Auditors

The Directors responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and the accounting standards issued by the Accounting Standards Board and promulgated by the Institute of Chartered Accountants in Ireland (Generally Accepted Accounting Practice in Ireland), are set out in the Statement of Directors' responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view in accordance with Generally Accepted Accounting Practice in Ireland and are properly prepared in accordance with the Companies Acts, 1963 to 2006. We also report to you whether in our opinion: proper books of account have been kept by the Company; whether at the balance sheet date, there exists a financial situation requiring the convening of an extraordinary general meeting of the Company; and whether the information given in the Directors' Report is consistent with the financial statements. In addition, we state whether we have obtained all the information and explanations necessary for the purposes of our audit, and whether the financial statements are in agreement with the books of account.

We also report to you if, in our opinion, information specified by law regarding Directors' remuneration and transactions with the Company is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

We review, at the request of the Directors, whether (1) the voluntary statement on pages 27 to 33 reflects the Company's compliance with the nine provisions of the 2006 FRC Combined Code that the Listing Rules of the Irish Stock Exchange specifies for review by Auditors, and (2) the statement on the system of internal control on page 30 reflects the Company's compliance with the provision of the Code of Best Practice for the Governance of State Bodies that is specified for review by Auditors and we report if those statements do not. We are not required to consider whether the Board's statements on internal control cover all risks and controls, or form an opinion on the effectiveness of the Company's corporate governance procedures or its risk and control procedures.

We read the other information contained in the Annual Report, including the corporate governance statement, and consider whether it is consistent with the audited financial statements. This information comprises only the Report of the Directors, the Chairman's Statement and the Review of Operations. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

Tá iniúchadh déanta againn ar ráitis airgeadais Chomhlacht Chranncur Náisiúnta an Phoist don bhliain dar críoch 31 Nollaig, 2007 ar a n-áirítear an Cuntas Brabúis agus Cailteanaís, an Clár Comhardaithe, an Ráiteas faoi Shreabhadh Airgid agus na nótaí gaolmhara. Ullmhaíodh na ráitis airgeadais seo faoi réir na bpolasaithe cuntasáiochta atá leagtha amach iontu.

Is do chomhaltaí an Chomhlachta amháin, mar chomhlacht, faoi réir Alt 193 d'Acht na gCuideachtaí, a dhéantar an tuarascáil seo. Chuamar i mbun na hoibre iniúchta ionas go bhféadfaimis a lua le comhaltaí an Chomhlachta 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 Chomhlacht agus do chomhaltaí an Chomhlachta mar chomhlacht, as ár n-obair iniúchta, as an tuarascáil seo, ná as na tuairimí a dtángamar orthu.

## Freagrachtaí Stiúrthóirí agus Iniúchóirí faoi seach

Tá freagrachtaí na Stiúrthóirí as ullmhú na Tuarascála Bliantúla agus na ráiteas airgeadais de réir dhlíthe oiriúnacha agus na gcleachtais cuntasáiochta, a bhfuil gnáth-ghlacadh leo in Éirinn, ar a n-áirítear na caighdeáin chuntasáiochta atá eisiithe ag an Auditing Practices Board agus atá foilsithe ag Institiúid na gCuntasóirí Cairte in Éirinn leagtha amach sa Ráiteas ar Fhreagrachtaí na Stiúrthóirí.

Is é an dualgas s'againne na ráitis airgeadais a iniúchadh faoi réir na riachtanas dlíthiúla agus rialaitheacha gaolmhara agus na gCaighdeán Iniúcháireachta Idirnáisiúnta (Ríocht Aontaithe agus Éire).

Tugaimid tuairisc ar ár dtuairim daoibh faoi fhírinne agus faoi chothromas an léargais a thugann na ráitis airgeadais, faoi réir Chleachtais Chuntasáiochta, a bhfuil gnáth-ghlacadh leo in Éirinn agus cé acu ar ullmhaíodh nó nár ullmhaíodh i gceart iad de réir Achtanna na gCuideachtaí, 1963 go 2006. Tuairiscimid daoibh freisin ár dtuairim faoi na hábhair seo a leanas: cé acu ar choinnigh nó nár choinnigh an comhlacht leabhair chuntais cearta; an bhfuil nó nach bhfuil staid airgeadais ann ar dháta an chlár comhardaithe a fhéadfadh dualgas a leagan ar an gcomhlacht cruinniú ginearálta urhghnách a thionól; agus an bhfuil nó nach bhfuil an t-eolas a thugtar i dtuarascáil na stiúrthóirí ag teacht leis na ráitis airgeadais. Thairis sin, deirimid cé acu an bhfuairéamar nó nach bhfuairéamar an t-eolas agus na mínithe riachtanacha uile chun críche an iniúchta agus cé acu an bhfuil nó nach bhfuil na ráitis airgeadais ag teacht leis na leabhair chuntais.

Deirimid libh freisin más ár dtuairim é nach bhfuil eolas a éilítear de réir dlí maidir le híocaíocht agus le bearta na stiúrthóirí leis an gComhlacht tugtha.

Léimid tuarascáil na stiúrthóirí agus cuirimid ar an meá na himpleachtaí dár dtuarascáil má mheasaimid cuma mhíchruinn a bheith ar aon ráiteas inti.

Athbhreithnímid, ar iarratas na Stiúrthóirí, cé acu an sásaíonn nó nach sásaíonn (1) an ráiteas deonach ar leathanaigh 27 go 33 géilliúlacht an Chomhlachta i leith na naoi gcoinneall de Chomhchód 2006 FRC a leagann Rialacha Liosála Stocmhalartán na hÉireann amach do Iniúchóirí agus iad i mbun athbhreithnithe agus (2) an ráiteas ar an gcóras rialaithe inmheánaigh ar leathanach 30 géilliúlacht an Chomhlachta i leith an Chóid Cleachtais um Rialú comhlachtaí Stáit atá luaite chun athbhreithnithe ag Iniúchóirí agus deirimid é mura sásaíonn na ráitis seo iad. Níl dualgas orainn a mheas cé acu an gclúdaíonn nó nach gclúdaíonn ráitis an Bhoird ar rialú inmheánach na rioscaí agus na rialaithe uile ná teacht ar thuairim faoi éifeacht ghnáthaimh an Chomhlachta um rialachas inmheánach ná a ghnáthaimh um rioscaí agus rialaithe.

Léimid an t-eolas eile atá sa Tuarascáil Bhliantúil, an ráiteas ar rialachas corparáideach san áireamh, agus féachaimid cé acu an bhfuil nó nach bhfuil sé ag teacht leis na ráitis airgeadais iniúchta. Ní áirítear anseo ach Tuarascáil na Stiúrthóirí, Ráiteas an Chathaoirigh agus an Athbhreithniú Oibriúcháin. Cuirimid san áireamh na himpleachtaí dár dtuairisc má thagaimid ar aon ráiteas, a bhfuil cuma mhíchruinn air, nó ar aon neamh-chomhsheasmhacht ábhartha leis na ráitis airgeadais. Ní bhaineann ár bhfreagrachtaí le haon eolas eile.



# Report of the Independent Auditor

To the members of An Post National Lottery Company

# Tuarascáil na nIniúcháirí Neamhspleácha

Do bhaill Chomhlacht Chrannchur Náisiúnta an Phoist

## Basis of Audit Opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the Directors in the preparation of the financial statements and of whether the accounting policies are appropriate to the Company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion, we also evaluated the overall adequacy of the presentation of information in the financial statements.

## Opinion

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 affairs of the Company as at 31 December, 2007 and of its surplus for the year then ended; and
- have been properly prepared in accordance with the Companies Acts, 1963 to 2006.

We have obtained all the information and explanations we considered necessary for the purposes of our audit. In our opinion, proper books of account have been kept by the Company. The financial statements are in agreement with the books of account.

In our opinion, the information given in the Report of the Directors on pages 26 to 34 is consistent with the financial statements.

The net assets of the Company, as stated in the balance sheet on page 41, 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, 2007 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.



Chartered Accountants  
Registered Auditor  
1 Stokes Place, St Stephen's Green, Dublin 2

19 February, 2008

## Bunús Thuairim an Iniúchta

Rinneamar ár n-iniúchadh de réir na gCaighdeán Iniúcháireachta Idirnáisiúnta (Ríocht Aontaithe agus Éire) arna eisiúint ag an Auditing Practices Board. Áirítear in iniúchadh scrúdú, ar bhonn trialach, ar fhianaise a bhaineann leis na suimeanna agus na faisnéisithe sna ráitis airgeadais. Áirítear ann freisin measúnú ar na meastacháin shuntasacha agus ar na breitheanna a thug na Stiúrthóirí agus na ráitis airgeadais á n-ullmhú acu, mar aon le measúnú ar oiriúnacht na bpolasaithe cuntasaíochta do chúinsí an Chomhlachta, agus ar cé acu an gcuirtear nó nach gcuirtear na polasaithe sin i bhfeidhm go comhsheasmhach agus an nochtar go leordhóthanach iad.

Rinneamar ár n-iniúchadh a phleanáil agus a chur i gcrích ionas go bhfaighfi an fhaisnéis agus na mínithe go léir a mheasamar ba ghá chun fianaise leordhóthanach a sholáthar dúinn le go mbeadh cinnteacht réasúnta ann go bhfuil na ráitis airgeadais saor ó mhíráiteas ábhartha, cibé acu calaois nó mírialtacht nó earráid eile ba chúis leis. Le linn dúinn teacht ar ár dtuairim rinneamar meastóireacht freisin ar dhóthanacht iomlán na slíte inar léiríodh an fhaisnéis sna ráitis airgeadais.

## An Tuairim

Is é ár dtuairim maidir leis na ráitis airgeadais:

- go dtugann siad léargas fíor agus cothrom ar ghnóthai an Chomhlachta, faoi réir na gCleachtas Cuntasaíochta, a bhfuil gnáth-ghlacadh leo in Éirinn, mar a bhí ar an 31 Nollaig, 2007 agus ar a bharrachas don bhliain a chríochnaigh ansin,
- gur ullmhaíodh iad i gceart de réir Achtanna na gCuideachtaí, 1963 go 2006.

Fuaireamar an fhaisnéis agus na mínithe go léir a mheasamar ba ghá i gcomhair ár n-iniúchta. Is é ár dtuairim gur choimeád an Comhlacht leabhair chuntais chuí. Tá na ráitis airgeadais ag teacht leis na leabhair chuntais.

Is é ár dtuairim go bhfuil an fhaisnéis a thugtar i dTuarascáil na Stiúrthóirí ar leathanaigh 26 go 34 i gcomhréir leis na ráitis airgeadais.

Tá glansócmhainní an Chomhlachta, mar atá luaite sa chlár comhardaithe ar leathanach 41, comhionann le méid is mó ná leath a scairchaipitil ghlaioite agus is é ár dtuairim ar an mbonn sin, nach raibh ar 31 Nollaig, 2007 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.



Cuntasóirí Cairte  
Iniúcháirí Cláraithe  
1 Plás Stokes, Faiche Stiabhna, Baile Átha Cliath 2

19 Feabhra, 2008

# Accounting Policies

# Polasaithe Cuntasaíochta

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.

## 2. Turnover

Turnover from the sale of National Lottery tickets is recognised as the tickets are sold, with adjustments being made for scratchcard ticket stocks held by agents and for Lotto/Lotto Plus/Lotto 5-4-3-2-1/Euromillions/Euromillions Plus multi draw tickets / advance tickets. Phone Play turnover comprises a portfolio of games where sales are recognised on a draw by draw basis.

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 are provided for as revenue is recognised on the basis of the games particular prize structure and any difference between the total amount provided and the amounts actually distributed is 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 are charged to the Profit and Loss Account on a straight line basis over the lease term.

## 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 is provided.

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

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

## 1. Bunús na Cuntasaíochta

Ullmhaítear na ráitis airgeadais de réir dlíthe oiriúnacha na hÉireann agus na gCleachtas Cuntasaíochta, a bhfuil gnáth-ghlacadh leo in Éirinn, ar a áirítear cloí leis na caighdeáin a d'eisigh an UK Accounting Standards Board ar thuairisciú airgeadais agus a d'fhoilsigh Institiúid na gCuntasóirí Cairte in Éirinn.

## 2. Láimhdeachas

Aithnítear an láimhdeachas ó dhíolachán thicéid an Chrannchuir Náisiúnta de réir mar a dhíoltar na ticéid agus déantar coigeartuithe don stoc ticéad do na tob-chluichí a choinníonn na gníomhairí agus do thicéid/réamh-thicéid-ilchrannchuir Lotto/Lotto Plus/Lotto 5-4-3-2-1/EuroMillions/EuroMillions Plus. Is éard atá i láimhdeachas Phone Play ná punann chluichí agus aithnítear an díolachán ó chrannchur go crannchur.

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, dáilfear 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 mar a aithnítear an t-ioncam agus 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

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

## 5. Sócmhainní ar léasanna oibriúcháin

Gearrtar costas chíosanna ar léasanna oibriúcháin ar an gCuntas Brabúis agus Caillteanais ar bhonn mhéid chothroim thar tréimhse an léasa.

## 6. Cánachas

Tá díolúine ag an gComhlacht ó Cháin Chorporáide 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 dímhéasa i gceist.

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

## 8. Fixed Assets - Financial Assets

Financial fixed assets are shown at cost less provisions for impairments in value. Income from financial fixed assets is recognised in the profit and loss account in the year in which it is receivable.

## 9. Stocks

Stocks comprise scratchcard ticket stocks and are valued at cost. Cost includes import duties, V.A.T. and transport costs. All unusable and obsolete stock is written off.

## 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

The Company provides pensions to 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.

The Company is unable to identify its share of the underlying assets and liabilities in the defined benefit schemes 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.

## 8. Sócmhainní Seasta – Sócmhainní Airgeadais

Léirítear sócmhainní seasta airgeadais ar luach a gcostas, lúide soláthar d'aon laghdú luacha. Tá aon ioncam a fhaightear ó shócmhainní seasta airgeadais le feiceáil sa chuntas brabúis agus caillteanais sa bhliain ina fhaightear é.

## 9. Stoic

Áirítear mar stoic aon stoc ticéad do thob-chluichí agus luacháiltear iad ar a gcostas. Áirítear sa chostas dleachtanna allmhairithe, CBL agus costais iompair. Discríobhtar aon stoc atá as dáta nó nach féidir a úsáid.

## 10. Airgeadra Coigríche

Aistrítear isteach in euro aon bheart, a chéad léiríodh in airgeadra coigríche, agus an ráta malairte, a bhí i bhfeidhm lá an bhirt, á úsáid. Aistrítear isteach in euro dliteanais airgeadaíochta, a chéad léiríodh in airgeadra coigríche, agus úsáid á bhaint as an ráta malairte a bhí i bhfeidhm ar dháta an Chláir Chomhardaithe nó ar rátaí chonarthaí réamhcheannacháin más ann do chonarthaí dá shórt. Déileáiltear le gach difríocht malairte sa chuntas brabúis agus caillteanais.

## 11. Pinsin

Soláthraíonn an Comhlacht pinsin don fhoireann trí scéimeanna aoisliúntais ilfhostóra le sochar réamh-shainithe a riarann An Post, máthair-chuideachta an Chomhlachta, agus trí scéim ranníocach réamh-shainithe. I dtaca leis an scéim ranníocach réamh-shainithe, fabhraítear na ranníocaíochtaí agus aithnítear iad sa sochar is dochar sa tréimhse ina dtuillteann an fhoireann ábhartha iad.

Níl ar chumas an Chomhlachta a chuid de na sócmhainní agus de na dliteanais bhunúsacha sna scéimeanna shocair réamh-shainithe a aithint ar bhonn comhsheasmhach nó réasúnta. Dá réir sin agus faoi mar a cheadaíonn FRS 17, coinníonn an comhlacht cuntas ar an scéim shocair réamh-shainithe amhail is dá mba scéim ranníocaíochta sainithe í.



# Profit and Loss Account

For the year ended 31 December, 2007

# Cuntas Brabúis agus Cailteanaís

Don bhliain dar críoch 31 Nollaig, 2007

		NOTES	NÓTAÍ	2007 €'000	2006 €'000
Turnover - continuing operations	Láimhdeachas - oibríochtaí leanúnacha	2		778,489	679,069
Cost of sales	Costas an díolacháin				
Prizes	Duaiseanna	3		420,892	362,112
Other costs of sales	Costais eile díolacháin	4		90,423	79,815
Gross surplus	Barrachas comhlán			267,174	237,142
Administrative costs	Costais riaracháin			18,701	16,772
Management fee	Táille bainistíochta	20		2,993	2,844
Surplus for the financial year - continuing operations	Barrachas don bhliain airgeadais - oibríochtaí leanúnacha	5		245,480	217,526
Attributable to National Lottery Fund	Inchurtha i leith Chiste an Chranncuir Náisiúnta	11		245,480	217,526
<b>Surplus Retained</b>	<b>Barrachas Coimeádta</b>			<b>–</b>	<b>–</b>

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 gnóthachan ná cailteanas ar bith ag an gComhlacht sa bhliain airgeadais ná sa bhliain airgeadais a chuaigh roimpi seachas iadsan ar déileáladh leo sa Chuntas Brabúis agus Cailteanaís.

On behalf of the Board

Thar ceann an Bhoird



**Donal Connell**  
Chairman  
Cathaoirleach



**Dermot Griffin**  
Director  
Stiúrthóir

# Balance Sheet

At 31 December, 2007

# Clár Comhardaithe

Ar 31 Nollaig, 2007

		NOTES	NÓTAÍ	2007 €'000	2006 €'000
<b>Fixed Assets</b>	<b>Sócmhainní Seasta</b>				
Tangible assets	Sócmhainní inláimhsithe	7		–	–
Financial assets	Sócmhainní airgeadais	8		7	7
<b>Current Assets</b>	<b>Sócmhainní Reatha</b>				
Stocks	Stoic	9		792	522
Debtors	Féichiúnaithe	10		30,632	33,303
Amount due from National Lottery Fund	Suim dlite ó Chiste an Chranchnuir Náisiúnta	11		63,075	42,964
Cash at bank and in hand	Airgead sa bhanc agus ar láimh			119	229
				<b>94,618</b>	<b>77,018</b>
<b>Creditors</b>	<b>Creidiúnaithe</b>				
Amounts falling due within one year	Suimeanna dlite taobh istigh de bhliain amháin	12		94,625	77,025
<b>Net Current Liabilities</b>	<b>Glandliteanais Reatha</b>			<b>7</b>	<b>7</b>
<b>Total Assets Less Current Liabilities</b>	<b>Iomlán na Sócmhainní Lúide Dliteanais Reatha</b>			<b>–</b>	<b>–</b>
<b>Shareholders' Funds</b>	<b>Cistí na Scairshealbhóirí</b>				
Called up share capital	Scairchaipiteal glaoite	13		–	–
Capital conversion reserve fund	Cúlchiste comhshó caipitil	13		–	–
<b>Shareholders' funds</b>	<b>Cistí na Scairshealbhóirí</b>	15		<b>–</b>	<b>–</b>

On behalf of the Board



**Donal Connell**  
Chairman  
Cathaoirleach

Thar ceann an Bhoird



**Dermot Griffin**  
Director  
Stiúrthóir

# Cash Flow Statement

For the year ended 31 December, 2007

# Ráiteas faoi Shreabhadh Airgid

Don bhliain dar críoch 31 Nollaig, 2007

CASH FLOW STATEMENT	RÁITEAS FAOI SHREABHADH AIRGID	NOTES NÓTAÍ	2007 €'000	2006 €'000
<b>Net Cash Outflow from Operating Activities</b>	<b>Eis-Shreabhadh Glan Airgid ó Ghníomhaíochtaí Oibríocha</b>		<b>(110)</b>	<b>(489)</b>
<b>Capital Expenditure and Financial Investment</b>	<b>Caiteachas Caipitil agus Infheistíocht Airgeadais</b>	14	<b>–</b>	<b>–</b>
<b>Decrease in Cash</b>	<b>Laghdú ar Airgead</b>		<b>(110)</b>	<b>(489)</b>

RECONCILIATION OF SURPLUS FOR THE YEAR TO NET CASH OUTFLOW FROM OPERATING ACTIVITIES	RÉITEACH AN BHARRACHAIS DON BHLIAIN LE HEIS-SREABHADH GLAN AIRGID		2007 €'000	2006 €'000
Surplus for year	Barrachas don bhliain		<b>245,480</b>	217,526
Payments to National Lottery Fund	Íocaíochtaí le Ciste an Chranncuir Náisiúnta		<b>(265,591)</b>	(242,931)
Increase in stocks	Méadú ar stoic		<b>(270)</b>	(113)
(Increase) / decrease in debtors	(Méadú) / laghdú ar fhéichiúnaithe		<b>(1,443)</b>	6,434
Decrease / (increase) in cash held in trust	Laghdú / (méadú) ar airgead coinnithe faoi iontaobhas		<b>4,114</b>	(7,958)
Increase in creditors	Méadú ar chreidiúnaithe		<b>17,600</b>	26,553
<b>Net cash outflow from operating activities</b>	<b>Eis-sreabhadh glan airgid ó ghníomhaíochtaí oibríochta</b>		<b>(110)</b>	<b>(489)</b>

RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS	RÉITEACH AR SHREABHADH GLAN AIRGID LE GLUAISEACHT SNA CISTÍ/FIACHA GLANA		2007 €'000	2006 €'000
Decrease in cash in the year	Laghdú ar airgead sa bhliain		<b>(110)</b>	(489)
Net funds at beginning of year	Glan-chistí ag tús na bliana		<b>229</b>	718
<b>Net funds at end of year</b>	<b>Glan-chistí ag deireadh na bliana</b>		<b>119</b>	229

Net funds comprises only cash at bank and in hand.

Ní áirítear mar ghlan-chistí ach amháin airgead sa bhanc agus ar láimh.



# Notes to the Financial Statements

For the year ended 31 December, 2007

# Nótaí ar na Ráitis Airgeadais

Don bhliain dar críoch 31 Nollaig, 2007

## 1. The Company An Comhlacht

The Company is a limited liability company, incorporated under the Companies Acts, 1963 to 2006. Under the Postal and Telecommunications Services Act, 1983, the Company is entitled to omit the word "Limited" from its name.

Cuideachta faoi dhliteanas teoranta é an Comhlacht agus tá sé corpraithe faoi Achtanna na gCuideachtaí 1963 go 2006. Faoin Acht Seirbhísí Poist agus Teileachumarsáide 1983 is ceadmhach don Chomhlacht an focal "Teoranta" a fhágail ar lár as a ainm.

## 2. Turnover - Continuing Operations Láimhdeachas - Oibríochtaí Leanúnacha

		2007 €'000	2006 €'000
Lotto Games	Cluichí Lotto		
Lotto	Lotto	357,656	255,078
Lotto Plus	Lotto Plus	100,125	95,651
Lotto 5-4-3-2-1	Lotto 5-4-3-2-1	10,924	11,161
		468,705	361,890
EuroMillions Games	Cluichí EuroMillions		
EuroMillions	EuroMillions	118,743	145,325
Plus	Plus	16,416	–
		135,159	145,325
Scratchcards (including PhonePlay)	Scriobchártaí (PhonePlay san áireamh)	160,876	157,382
TellyBingo	TellyBingo	13,749	14,472
		778,489	679,069

All turnover originated in Ireland. B'as Éirinn a tháinig an láimhdeachas ar fad.

## 3. Prizes Duaiseanna

		2007 €'000	2006 €'000
Lotto Games	Cluichí Lotto		
Lotto	Lotto	185,981	129,600
Lotto Plus	Lotto Plus	47,751	44,679
Lotto 5-4-3-2-1	Lotto 5-4-3-2-1	7,234	7,347
		240,966	181,626
EuroMillions Games	Cluichí EuroMillions		
EuroMillions	EuroMillions	59,372	72,662
Plus	Plus	8,896	–
		68,268	72,662
Scratchcards (including PhonePlay)	Scriobchártaí (PhonePlay san áireamh)	101,766	97,636
TellyBingo	TellyBingo	9,892	10,188
		420,892	362,112

## 4. Other costs of sales Costais eile díolacháin

		2007 €'000	2006 €'000
Agents' commission and bonuses	Coimisiún agus bónaís ghníomhairí	48,386	42,126
Printing, marketing and distribution costs	Costais priontála, margaíochta agus dáileacháin	19,875	18,194
On-line facilities and services costs	Costais áiseanna agus seirbhísí ar líne	22,162	19,495
		90,423	79,815

## 5. Statutory and other information Eolas reachtúil agus eile

		2007 €'000	2006 €'000
Directors' emoluments	Luach saothair na Stiúrthóirí		
Fees	Táillí	68	64
Other emoluments	Luach saothair eile	262	252
Payments on retirement	locaíochtaí scoir	–	562
Pension contributions	Ranníocaíochtaí pinsin	27	26
Auditors' remuneration	Luach saothair na nIníúcháirí		
Audit	Iníúchadh	55	52
Audit related services	Seirbhísí a bhain leis an iníúchadh	439	473
Non - audit	Seirbhísí nár bhain leis an iníúchadh	5	45
Operating lease rentals:	Cíos ar léasanna oibríochta:		
Buildings	Foirgnimh	907	901
Telephone Lines	Línte Teileafóin	3,350	3,700

		2007 €'000	2006 (7 Months) (7 Mí) €'000
Director's fee	Táille stiúrthóra	14	8
Basic salary	Buntuarastal	195	98
Non-pensionable performance related bonus	Bónas neamh-inphinsin i leith feidhmíochta	47	24
Taxable benefits	Sochair incháinithe	20	11
		276	141
Pension contributions	Ranníocaíochtaí Pinsin	27	14
		303	155

The remuneration package of Mr Dermot Griffin, who was appointed as Chief Executive on 10 June, 2006, is included in the amounts shown above as Directors' emoluments.

Tá pacáiste luach saothair Dermot Griffin, a ceapadh ina Phríomhfheidhmeannach ar an gCrannchur Náisiúnta ar 10 Meitheamh, 2006, san áireamh sna suimeanna atá thuasluaite mar luach saothair Stiúrthóirí.

# Notes to the Financial Statements

For the year ended 31 December, 2007

# Nótaí ar na Ráitis Airgeadais

Don bhliain dar críoch 31 Nollaig, 2007

## 5. Statutory and other information (continued) Eolas reachtúil agus eile (ar lean)

		2007 €'000	2006 €'000
Director's fee	Táille stiúrtóra	-	6
Basic salary	Buntuarastal	-	82
Non-pensionable performance related bonus	Bónas neamh-inphinsin i leith feidhmíochta	-	25
Taxable benefits, including the use of a company car	Sochair incháinite, úsaid ghluaistean comhlachta san áireamh	-	12
Pension contributions	Ranníocaíochtaí pinsin	-	12
		-	137
Payments on retirement	Íocaíochtaí scoir	-	562
		-	699

Included in the prior year amounts shown above as Director's emoluments are amounts payable to Mr Ray Bates, who retired as National Lottery Director on 9 June, 2006.

The amounts above with respect to payments on retirement represent payments made under the normal terms of the An Post early retirement scheme, including €490,000 of additional pension contributions made to the An Post superannuation schemes.

Mr Bates entered into a three year consultancy agreement with the Company, commencing on 10 June, 2006, on agreed commercial terms. These include payment of €30,000 per annum for the provision of services.

Áirítear sna figiúirí, a léirítear mar luach saothair Stiúrtóirí don bhliain roimhe seo, suimeanna a bhí iníoctha le Ray Bates, a d'éirigh as bheith ina Stiúrtóir ar an gCrannchur Náisiúnta ar 9 Meitheamh, 2006.

Léiríonn na suimeanna atá luaite le hÍocaíochtaí scoir íocaíochtaí scoir a rinneadh faoi ghnáth-théarmaí scéim luathscoir an Phoist, ar a n-áirítear €490,000 de ranníocaíochtaí breise pinsin a rinneadh le scéimeanna pinsin An Phoist.

Thosaigh an tUas. Bates ar shocrú comhairleoireachta trí bliana leis an gComhlacht, ag tosú ar 10 Meitheamh, 2006. Faoi théarmaí tráchtála a rinneadh an socrú ar a n-áirítear íocaíocht de €30,000 p.a. i leith sholáthar seirbhísi.

## 6. Staff numbers and costs Líon agus costais foirne

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

Seo a leanas meán-líon na buanfhoirne a bhí ag obair leis an gComhlacht:

		2007	2006
Marketing and distribution	Margaíocht agus dáileachán	34	33
Administration	Riarachán	49	45
		83	78

The aggregate payroll costs were as follows:

Seo a leanas costas comhiomlán an phárola:

		2007 €'000	2006 €'000
Wages and salaries	Pá agus tuarastail	5,555	4,850
Social welfare costs	Costais leasa sóisialta	205	127
Other pension costs	Costais eile pinsin	753	683
		6,513	5,660

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

In addition, the Company recognised costs of €500,000 (2006: €2,850,000) with respect to organisational restructuring costs during the year.

Gearann An Post costais, a bhaineann leis an bhfoireann atá ag obair leis an gComhlacht, ar costas.

Thairis sin, d'aithin an Comhlacht costais de €500,000 (2006: €2,850,000) a bhain le costais athstruchtúraithe eagraíochta le linn na bliana.

# Notes to the Financial Statements

For the year ended 31 December, 2007

# Nótaí ar na Ráitis Airgeadais

Don bhliain dar críoch 31 Nollaig, 2007

## 7. Tangible Fixed Assets Sócmhainní Seasta Inláimhsithe

	Leasehold Improvements Feabhsuithe Léasacha €'000	Computer Equipment Trealamh Ríomhair-eachta €'000	Draw and Other Equipment Trealamh Crannchuir agus Eile €'000	Total Iomlán €'000
<b>COST</b>				
At 31 December, 2006 Ar 31 Nollaig, 2006	2,969	1,354	10,369	14,692
Additions during year Breiseanna le linn na bliana	23	657	1,311	1,991
Disposals during year Díuscairteanna le linn na bliana	–	–	(25)	(25)
At 31 December, 2007 Ar 31 Nollaig, 2007	2,992	2,011	11,655	16,658
<b>REIMBURSEMENT FROM NATIONAL LOTTERY FUND</b> <b>CÚITEAMH Ó CHISTE AN CHRANNCUIR NÁISIÚNTA</b>				
At 31 December, 2006 Ar 31 Nollaig, 2006	2,969	1,354	10,369	14,692
Additions during year Breiseanna le linn na bliana	23	657	1,311	1,991
Disposals during year Díuscairteanna le linn na bliana	–	–	(25)	(25)
At 31 December, 2007 Ar 31 Nollaig, 2007	2,992	1,354	10,369	16,658
<b>NET BOOK VALUE</b> <b>LEABHARLUACH GLAN</b>				
At 31 December, 2006 and 2007 Ar 31 Nollaig, 2006 agus 2007	–	–	–	–

## 8. Fixed Assets – Financial Assets Sócmhainní Seasta – Sócmhainní Airgeadais

		€'000
<b>COST</b>	<b>COSTAS</b>	
At beginning and end of year	Ag tús 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 in the EuroMillions operating company, Services aux Lotteries en Europe SCRL for €7,400.

In the opinion of the Directors, the recoverable amount of financial fixed assets is not less than their net book value.

Chun tabhairt isteach an chluiche EuroMillions go hÉirinn a éascú cheannaigh Crannchur Náisiúnta an Phoist 7,400 scair €1 i gcuideachta oibríoch EuroMillions, Services aux Lotteries en Europe SCRL ar €7,400 ar 8 Meán Fómhair, 2004.

Tá na Stiúrthóirí den tuairim nach lú luach inghnóthaithe na sócmhainní seasta aigrid ná a leabharluach glan.

## 9. Stocks Stoic

Stocks comprise scratchcard ticket stocks held for resale. The replacement cost of stocks is not considered to be materially different to its carrying value.

Áirítear mar stoic na ticéid do thob-chluichí atá á gcoinneáil le hathdhíol. Meastar nach bhfuil aon difríocht ábhartha idir luach athsholáthair stoic agus a luach reatha.

## 10. Debtors Féichiúnaithe

		2007 €'000	2006 €'000
Trade debtors	Féichiúnaithe trádála	18,622	17,262
Prepayments and accrued income	Réamhiocaíochtaí agus ioncam fabhráithe	1,479	1,396
Cash held in trust	Airgead faoi iontaobhas	10,531	14,645
		30,632	33,303

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 éilítear faoi chomhaontú EuroMillions, ar glacadh leis ar 8 Meán Fómhair, 2004, agus chun tabhairt isteach chluiche EuroMillions go hÉirinn maille le hÍoc leanúnach duaiseanna a éascú, chuir Crannchur Náisiúnta an Phoist airgead i dtaisce in institiúidí údaraithe airgeadais. Tá an t-airgead seo faoi iontaobhas ag an Law Debenture Trust Corporation agus níl teacht go neamhshrianta ag an gComhlacht air le húsáid in oibriú a ghnó. Áirítear sa tsuim seo airgead i dtaisce mar urrús do rannpháirtithe eile EuroMillions i leith oibleagáidí iocaíocht duaise an Chomhlachta. Tá an tsuim seo (nó an chuid ábhartha di) inaisíoctha leis an gComhlacht, faoi réir téarmaí chomhaontú EuroMillions, taobh istigh de thréimhse ar mó í ná bliain.

Tá na féichiúnaithe eile go léir le hÍoc taobh istigh de bhliain amháin.

# Notes to the Financial Statements

For the year ended 31 December, 2007

# Nótaí ar na Ráitis Airgeadais

Don bhliain dar críoch 31 Nollaig, 2007

## 11. Amount Due from National Lottery Fund An Méid atá Dlite ó Chiste an Chrannchuir Náisiúnta

		2007 €'000	2006 €'000
Opening balance	Comhardú tosaigh	42,964	17,559
Cost of fixed assets (Note 7)	Costas na sócmhainní seasta (Nóta 7)	1,991	1,881
Net transfers to National Lottery Fund	Glan-aistrithe chuig Ciste an Chrannchuir Náisiúnta	263,600	241,050
Surplus for year attributable to fund	Barrachas na bliana atá inchurtha leis an gciste	(245,480)	(217,526)
Closing balance	Comhardú deiridh	63,075	42,964

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 é an tAire a bhainistíonn an Ciste agus tá iomlán an bharrachais a shaothraíonn an Comhlacht 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 caipitil (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.

## 12. Creditors (amounts falling due within one year) Creidiúnaithe (suimeanna atá dlite taobh istigh de bhliain amháin)

		2007 €'000	2006 €'000
Trade creditors	Creidiúnaithe trádála	4,549	5,369
Other creditors - value added tax	Creidiúnaithe eile - cáin bhreisluacha	199	129
Due to An Post	Dlite do An Post	1,167	819
Accrual for ticket stocks held by agents	Fabhrú do stoc ticéad coinnithe ag gníomhairí	9,870	4,418
Other accruals and deferred income	Fabhruite eile agus ioncam iarchurtha	11,211	6,282
Prize liability	Dliteanas ar dhuaiseanna	67,629	60,008
		94,625	77,025

## 13. Called Up Share Capital Scairchaipiteal Glaoite

		2007 €	2006 €
Authorised, Allotted, Called Up and Fully Paid:	Údaraithe, Leithroinnte, Glaoite agus íoctha go hionlán:		
100 Ordinary shares of €1.25 each	100 Gnáthscair ar €1.25 an ceann	125	125

On 5 June, 2003, the ordinary share capital of the Company was renominised 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 airgeadra de €2 chun an difríocht a eascraíonn as an athrú seo a léiriú.

## 14. Gross Cash Flows Sreabhadh Comhlán Airgid

		2007 €'000	2006 €'000
Capital expenditure:	Caiteachas Caipitil:		
Payments to acquire tangible fixed assets	Íocaíochtaí le glacadh sócmhainní seasta inláimhsithe	(1,991)	(1,881)
Less: reimbursement from National Lottery Fund	Lúide: aisiocaíocht ó Chiste an Chrannchuir Náisiúnta	1,991	1,881
Net cash flow from capital expenditure	Glansreabhadh airgid ó chaiteachas caipitil	-	-

## 15. Reconciliation of Shareholders' Funds Réiteach ar Chistí Scairshealbhóirí

		2007 €'000	2006 €'000
Shareholders' funds at beginning of year	Cistí scairshealbhóirí ag tús na bliana	-	-
Surplus for the financial year	Barrachas don bhliain airgeadais	245,480	217,526
Attributable to National Lottery Fund	Inchurtha le Ciste an Chrannchuir Náisiúnta	(245,480)	(217,526)
Shareholders' funds at end of year	Cistí scairshealbhóirí ag deireadh na bliana	-	-



# Notes to the Financial Statements

For the year ended 31 December, 2007

# Nótaí ar na Ráitis Airgeadais

Don bhliain dar críoch 31 Nollaig, 2007

## 16. 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 and the Company is unable to identify its share of the underlying assets and liabilities in the schemes 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 valuations of the An Post defined benefit schemes used for the purposes of the FRS17 disclosures have been based on the previous actuarial valuations carried out at 1 January, 2005, updated by the independent actuaries in accordance with FRS17 to assess the schemes' liabilities at 31 December, 2006. The schemes' assets were stated at their market value at that date. The net pension liabilities of the pension schemes at 31 December, 2006, the most recently available information, amounted to €180 million (31 December, 2005: €294 million). At 31 December, 2006, An Post had 8,140 permanent employees not including the 78 staff of An Post National Lottery Company.

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, 2005, using the attained age method and disclosed that the assets of the schemes at that date were sufficient to cover more than 99.9% of the accrued liabilities after allowing for expected future increases in pensionable remuneration.

The principal actuarial assumption was that, over the long term, the annual rate of return on investments would be 2% higher than the annual increase in pensionable remuneration.

Contributions to the defined benefit schemes were at a rate of 14.4% (2006: 14.4%) of pensionable remuneration.

The actuarial valuations are not available for public inspection but the results of the valuations have been advised to 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, 2007 was €753,000 (2006: €1,173,000), which included, in respect of 2006, costs associated with organisational restructuring of the Company.

An amount of €20,000 is included in accruals (2006: €4,000) representing contributions payable to An Post with respect to the pension schemes at 31 December, 2007.

## 16. Pínsin

Eascraíonn teidlíochtaí pínsin na foirne faoi roinnt scéimeanna pínsin de chuid An Post, atá maoinithe go seachtrach le sochar sainithe agus le ranníocaíochtaí sainithe agus a bhfuil a sócmhainní dílsithe le hiontaobhaithe seachtracha atá ceaptha ag An Post chun sochar na foirne agus a gleithiúnaithe agus iadsan amháin.

Riarann An Post scéimeanna il-fhostóra le sochar réamh-shainithe agus níl ar chumas an Chomhlachta a chuid de na sócmhainní agus de na dliteanais bhunúsacha a aithint ar bhonn comhsheasmhach nó réasúnta. Dá réir sin agus faoi mar a cheadaíonn FRS 17, coinneoidh an Comhlacht cuntas ar na scéimeanna amháin is dá mba scéimeanna ranníocaíochta sainithe iad.

Bunaíodh luachálacha scéimeanna sochar sainithe An Post, chun críche faisnéisithe FRS 17, ar luachálacha achtúireacha a rinneadh roimhe sin ar 1 Eanáir, 2005 agus a thug na hachtúiríthe neamhspleácha suas chun dáta faoi réir FRS 17 chun measúnú a dhéanamh ar dhliteanas na scéime ar 31 Nollaig, 2006. Luadh sócmhainní na scéime ar a luach margaidh ar an dáta sin. B'é €180 milliún glansócmhainní na scéimeanna pínsin ar 31 Nollaig, 2006 (31 Nollaig, 2005: €294 milliún), an dáta deiridh ar a raibh eolas le fáil. Ar 31 Nollaig, 2006, bhí 8,140 buanfhostaí ag An Post, gan an 78 fostaí de chuid Chomhlacht Chrannchur Náisiúnta An Phoist a áireamh.

Measúnaítear costais scéimeanna pínsin le sochar sainithe An Post faoi réir chomhairle ó achtúire neamhspleách atá oílte go gairmiúil. Rinneadh an luacháil achtúireach dheiridh ar 1 Eanáir, 2005 agus modh na haoise sroichte á úsáid. Fuarthas amach gur leor na sócmhainní ar an dáta sin chun 99.9% agus breis den dliteanas fabhráithe a chlúdach tar éis soláthar a dhéanamh do arduithe measta i luach saothair inphinsin.

B'é an príomh-bhonn tuisceana achtúireach ná go mbeadh na torthaí a bhainfeadh infheistíocht amach 2% níos airde ná an méadú bliantúil ar luach saothair inphinsin.

B'ar ráta de 14.4% (2006: 14.4%) den luach saothair inphinsinithe a bhí na ranníocaíochtaí do na scéimeanna le sochar sainithe.

Níl fáil ar na luachálacha achtúireacha le scrúdú ag an bpobal ach tá torthaí na luachálacha curtha in iúl do chomhaltaí na scéimeanna.

B'ar ráta malartach idir 5% agus 9% den luach saothair inphinsinithe a bhí ranníocaíochtaí an fhostóra leis an scéim le sochar sainithe.

Bé €753,000 costas iomlán na bpinsean sa bhliain dar críoch 31 Nollaig, 2007 (2006: €1,173,000), ar a n-áirítear, i gcás 2006, costais a bhain le hathstruchtúrú eagraíochta an Chomhlachta.

Tá suim de €20,000 (2006: €4,000) san áireamh sna creidiúnaithe i leith ranníocaíochtaí atá inioctha leis na scéimeanna pínsin ar 31 Nollaig, 2007.

Ranníocaíochtaí atá inioctha le An Post iad seo.

## 17. Contingencies Teagmhais

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

Ní raibh dliteanas ábhartha teagmhach ann ar dháta an chlár chomhardaithe.

# Notes to the Financial Statements

For the year ended 31 December, 2007

# Nótaí ar na Ráitis Airgeadais

Don bhliain dar críoch 31 Nollaig, 2007

## 18. Commitments

### Ceangaltais

#### OPERATING LEASES

The Company has commitments payable at 31 December in respect of leases as follows:

#### LÉASANNA OIBRIÚCHÁIN

Tá ceangaltais ar an gComhlacht, ata iníoctha ar 31 Nollaig i leith na léasanna seo a leanas:

		2007 €'000	2006 €'000
Land & buildings Expiring after one and before five years	Talamh & foirgnimh iad éagtha taobh istigh de thréimhse cúig bliana ach i ndiaidh bliana amháin	46	–
Land & buildings Expiring after five years	Talamh & foirgnimh iad éagtha tar éis cúig bliana	862	901
Telecommunications Expiring after one and before five years	Teileachumarsáid iad éagtha taobh istigh de thréimhse cúig bliana ach i ndiaidh bliana amháin	2,600	2,600
		3,508	3,501

		2007 €'000	2006 €'000
CAPITAL COMMITMENTS	CEANGALTAIS CHAIPITIL		
Approved and contracted for	Faofa agus Conarthaí sinthe ina leith	2,000	–

## 19. Group Membership and Controlling Party

### Grúp-chomhaltas agus Páirtí Urláimhis

The Company is a subsidiary undertaking of An Post which holds 80% of the issued share capital.

The sole activity of the Company is the operation of the National Lottery under Licence from the Minister for Finance in accordance with the provisions of the National Lottery Act, 1986. The Licence expires on 31 December, 2010.

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 Finance.

Foghnóthas le An Post, a bhfuil 80% den scairchaipiteal eisithe aige, é an Comhlacht.

Is é oibriú an Chrannchuir Náisiúnta le Ceadúnas ón Aire Airgeadais aon-ghníomhaíocht an Chomhlachta faoi réir fhorálacha an Ahta um Chrannchuir Náisiúnta, 1986. Éagfaidh an Ceadúnas ar 31 Nollaig, 2010.

Tá iomlán an bharrachais a gnóthaítear gach bliain inchurtha le Ciste an Chrannchuir Náisiúnta agus, dá réir, níl torthaí an Chomhlachta comhdhlúite taobh istigh 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 Airgeadais.

## 20. Related Party Disclosures

### Faisnéisithe Pháirtí Ghaolmhaire

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 Finance 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 6) and including the Management Fee, expenses for the year in respect of services provided by An Post Group undertakings to the Company amounted to €5,586,000 (2006: €5,363,000).

Amounts due to An Post are set out in Note 12 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 Finance. An Post has provided the guarantee, the maximum liability of which amounts to €10 million, for the duration of the Licence.

De bhreis 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. Soláthraítear na seirbhísí seo ar bhonn fad láimhe nó, nuair is cuí, faoi réir théarmaí an Cheadúnais a thug an tAire Airgeadais don Chomhlacht chun an Crannchuir Náisiúnta a reáchtáil. De bhreis air sin soláthraíonn An Post seirbhísí gníomhaireachta. Baineann na seirbhísí seo le díolachán agus le hioc duaiseanna faoi réir na dtéarmaí agus na gcoinníollacha caighdeánacha agus ar bhonn an struchtúir luach saothair comónta atá ag gníomhairí uile an Chomhlachta.

Gan costais foirne a thabhairt san áireamh (Nóta 6) ach an Táille Bainistíochta a bheith san áireamh, bhí costas €5,586,000 (2006: €5,363,000) 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 Nóta 12 ar na cuntais.

Tá máthair-chuideachta an Chomhlachta, An Post, tar éis ráthaíocht a dhéanamh ar fheidhmiú an Chomhlachta maidir lena chuid dualgas faoi théarmaí an Cheadúnais, a thug an tAire Airgeadais, chun an Crannchuir Náisiúnta a reáchtáil. Tá An Post tar éis an ráthaíocht, ar €10 milliún é uasmhéid a dhliteanas, a thabhairt i leith tréimhse an Cheadúnais.

## 21. Board Approval

### Faomhadh an Bhoird

The financial statements were approved by the Board of Directors on 19 February, 2008.

D'fhaomhaigh an Bord Stiúrtha na ráitis airgeadais ar 19 Feabhra, 2008.



[www.lottery.ie](http://www.lottery.ie)



## An Post National Lottery Company

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