

17 October 2017 – Lottoland CEO, Luke Brill, said today the Queensland Government will forgo millions in tax revenue if it continues with its effort to ban Lottoland, rather than tax it.

Mr Brill's comments follows reports that the Queensland Government is exploring ways to ban Lottoland, despite concerns of a possible High Court challenge.

In 2008, a High Court ruling on Betfair's presence in Western Australia set a precedent for emerging sports betting companies being protected under the Australian constitution, rather than being banned on the basis of protectionism.

Mr Brill said Lottoland has a simple message for the Queensland Government: tax us, don't ban us.

"Over the next five years we estimate we will pay taxes in the realm of \$50 million, some of which could flow to Queensland. We want to give back to the state and its people, but there is no existing tax infrastructure that makes this possible. Put the tax in place, and we'll pay it."

Mr Brill said that as approximately 70 per cent of the bets Lottoland takes are on international lotteries, which customers can't buy a physical ticket for in a newsagency, there are millions of dollars in incremental tax revenue on offer for State governments.

"The majority of Lottoland's customers have never bought a lottery ticket in a newsagency, and are largely online sports betters who are embracing new technologies. We want to help the Queensland government capture tax from this emerging market."

"Shunning digital disruption is detrimental to consumer choice. Despite gaming giant Tatts running a smear campaign against Lottoland, they too are moving more and more of their services online due to demand."

Mr Brill said he has listened to the concerns of newsagents and wants to work with them, not against them.

"Lottoland wants to help newsagents diversify their offering and get their fair share of online lottery bets, rather than have companies like Tatts use them as pawns in a negative campaign."

"We are open to talks with the Australian Lottery and Newsagents Association about a model that lets newsagents cash-in on online punters. We want to grow the market together, not try to destroy it like Tatts is doing in a bid to maintain its monopoly."