

Report Price: £1750.00 | \$2834.04 | €2223.04

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



"The new casinos opening under the terms of the 2005
Gambling Act are helping make the case for further liberalisation, while bingo's duty cut is creating a one-off opportunity to invest in the innovative new formats needed to refresh and revive the customer base."

— David Walmsley, Senior Leisure Analyst

This report looks at the following areas:

- · How quickly can bingo change the old guard?
- · Do casinos need more than gaming on the table?
- · Bingo versus pubs: Out-of-home leisure's next big battle?

The casino and bingo club markets have experienced contrasting fortunes in recent years, with the former enjoying strong growth on the back of some important new openings and the latter enduring slow but sustained decline in venue numbers, admissions and profitability.

However, the halving of Bingo Duty in the 2014 Budget has created an important opportunity for capital investment in the club estate on a scale that could radically redefine its future, while the casino sector requires another round of regulatory liberalisation to create a similar sea change in potential.

As well as these and other key developments in the two markets, this report examines consumers' experience of casinos and bingo clubs, the activities they are interested in taking part in within them, and how operators can respond to the challenges and possibilities emerging.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

+61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Table of Contents

Introduction

Definition

Abbreviations

Executive Summary

The market

New casinos prove an instant hit

Figure 1: Consumer expenditure in casinos*, 2009/10-2019/20

Duty cut creates a new platform for bingo revival

Figure 2: Consumer expenditure in bingo clubs, 2009-19

Casino's gaming focus continues to grow

Figure 3: Consumer expenditure in casinos, by segment, 2013/14

Decline in bingo play sees machines continue to close the gap

Figure 4: Consumer expenditure in bingo clubs, by segment, 2014

Market drivers

New casinos make case for further freedoms

Duty cut proves an instant win for bingo players

Companies, brands and innovation

Pubs and clubs to open a new front in bingo competition?

Figure 5: Leading land-based bingo club operators, by number of venues, February 2015

The consumer

Casino crowds small - but willing and able to spend

Figure 6: Casino visiting habits, September 2013 and December 2014

Seeking social spaces beyond the casino bar

Figure 7: People visited a casino with, December 2014

Cost-conscious customers have an appetite for casino dining deals

Figure 8: Casino activities interested in doing in the future, December 2014

New promotional possibilities for a refreshed bingo crowd

Figure 9: Bingo club visiting habits, September 2013 and December 2014

Bingo builds appeal to friends and family alike

Figure 10: People visited a bingo club with, December 2014

Bingo clubs' secondary gaming offer still under-exposed

Figure 11: Bingo activities interested in doing in the future, December 2014

What we think

Issues and Insights

How quickly can bingo change the old guard?

The facts



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100



Report Price: £1750.00 | \$2834.04 | €2223.04

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

The implications

Do casinos need more than gaming on the table?

The facts

The implications

Bingo versus pubs: Out-of-home leisure's next big battle?

The facts

The implications

Trend Application

Trend: Locavore
Trend: Influentials
Trend: Click and Connect

Market Drivers

Key points

Declining lottery play an opportunity for other formats?

Figure 12: Participation in gambling activities, 2011-14

Bingo's budget boost not yet growing club numbers

Figure 13: Active licensed casino and bingo premises, March 2011-March 2014

Casinos lead the way in multichannel play

Figure 14: Modes of participation in bingo and casino gaming, 2014

March of the machines continues in bingo clubs

Figure 15: Average number of gaming machines/terminals in casinos and bingo clubs, 2009/10-2013/14

Taxation changes benefit bingo and casino prospects

Figure 16: Rates of Bingo Duty, 2009/10-2014/15

Casinos and bingo clubs strengthen problem gambling protections

Figure 17: Locations used to gamble by GamCare clients, 2011/12-2013/14

Smoking ban still casting a shadow

Figure 18: Prevalence of cigarette smoking, by age, 2003-13

Persuading older adults to regain the bingo habit

Figure 19: Trends in the age structure of the UK population 2014-19 $\,$

More people in work, but still little cash in pockets

Figure 20: Unemployment rate, 2006-14

Who's Innovating?

Key points

Eyes down for a full public house?

An outside chance

Bingo brings its own balls to the match

Hippodrome goes for Vegas style, not scale

Matt Goss has left the building...



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Dial a drink

The art of gaming

Market Size and Forecast

Key points

New breed of casinos driving growth

Figure 21: Consumer expenditure in casinos*, 2009/10-2019/20

Admissions top the 20 million mark

Figure 22: Casino admissions, 2009/10-2013/14

Forecast: Casinos

Figure 23: Forecast of consumer expenditure in casinos*, 2009/10-2019/20

Figure 24: Forecast of casino admission numbers, 2009/10-2019/20

Can duty cut re-start stalled bingo revival?

Figure 25: Consumer expenditure in bingo clubs, 2009-19

Gradient of decline starting to ease off

Figure 26: Bingo club admissions, 2009-13

Forecast: Bingo

Figure 27: Forecast of consumer expenditure in bingo clubs, 2009-19

Figure 28: Forecast of bingo club admissions, 2009-19

Forecast methodology

Segment Performance

Key points

Gaming appetites grow as taste for casino dining stalls

Figure 29: Consumer expenditure in casinos, by segment, 2011/12-2013/14

High rollers stack the odds

Figure 30: Casino house win, by game, 2011/12-2013/14

Players' value focus felt in all bottom lines

Figure 31: Consumer expenditure in bingo clubs, by segment, 2012-14

Main stage games first to benefit from Bingo Duty cut

Figure 32: Share of bingo GGY (participation fees), by product, 2012-14

Market Share

Key points

Rank and Genting dominate market shares

Figure 33: Leading land-based casino operators, by number of venues, February 2015

Gala sells out but stays in front

Figure 34: Leading land-based bingo club operators, by number of venues, February 2015

Companies and Products

Key points

Rank Group

BUY THIS REPORT NOW VISIT: store.mintel.com

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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Recent activity

Financials

Figure 35: Rank Group financials, Grosvenor Casinos division, 2013-14

Figure 36: Rank Group financials, Mecca Bingo division, 2013-14

Promotion

Figure 37: Rank Group advertising expenditure, casino and bingo brands, 2012-14

Future strategy

Gala Coral Group

Recent activity

Financials

Figure 38: Gala Coral financials, Gala Retail division, 2013-14

Promotion

Figure 39: Gala Bingo advertising expenditure, 2012-14

Future strategy

Genting UK

Recent activity

Financials

Figure 40: Genting UK financials, 2012-13

Promotion

Figure 41: Genting UK advertising expenditure, 2012-14

Future strategy

London Clubs International

Recent activity

Financials

Figure 42: London Clubs International financials, 2012-13

Promotion

Figure 43: London Clubs International advertising expenditure, 2012-14

Future strategy

Aspers Group

Recent activity

Financials

Figure 44: Aspers UK Holdings Ltd financials and KPIs

Promotion

Figure 45: Aspers Group advertising expenditure, 2012-14

Future strategy

Majestic Bingo

Recent activity

Promotion

Figure 46: Majestic Bingo advertising expenditure, 2012-14



VISIT: store.mintel.com

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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Carlton Clubs

Recent activity

Financials

Figure 47: Carlton Clubs financials, 2013-14

Promotion

Figure 48: Carlton Clubs advertising expenditure, 2012-14

Beacon Bingo

Recent activity

Financials

Figure 49: Beacon Bingo Limited financials*, 2012-13

Promotion

Figure 50: Beacon Bingo advertising expenditure, 2012-14

Future strategy

Brand Communication and Promotion

Key points

Aspers and Grosvenor drive up casino adspend

Figure 51: Advertising expenditure of UK casinos, 2012-14

Gala bets biggest on bingo ads

Figure 52: Advertising expenditure of UK bingo club operators, 2012-14

The Consumer – Casino Visiting

Key points

Casino visiting a memory for most

Figure 53: Casino visiting habits, September 2013 and December 2014

Younger crowds prompt more bets on digital

Figure 54: Future interest in casino visitors among current non-attenders, by online activity in the past month, December 2014

The Consumer - Casino Visiting Companions

Key points

Making gaming a team sport

Figure 55: People visited a casino with, December 2014

Female visitors put family first

Figure 56: People visited a casino with, by gender, December 2014

The family that games together, stays together

Figure 57: Casino visiting habits, by Lifestage, December 2014

The Consumer – Casino Activities

Key points

Customers ready to eat, drink, gamble

Figure 58: Casino activities interested in doing in the future, December 2014

A taste of the high life on the menu for diners

BUY THIS REPORT NOW VISIT: store.mintel.com

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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Figure 59: Interest in attending a private event or using VIP facilities at a casino in the future, by other casino activities interested in doing in the future, December 2014

The Consumer - Bingo Club Visiting

Key points

New audiences, but same focus

Figure 60: Bingo club visiting habits, September 2013 and December 2014

Filling the gap while clubs wait for younger look

Figure 61: Lapsed and potential bingo club visiting, by age, December 2014

The Consumer - Bingo Visiting Companions

Key points

Women put friends ahead of family

Figure 62: People visited a bingo club with, December 2014

Families prefer to play

Figure 63: Bingo club activities interested in doing in the future, by people attended with, December 2014

The Consumer – Bingo Club Activities

Key points

Main stage still the main staple

Figure 64: Bingo activities participated in, December 2014

Lack of knowledge and awareness holds secondary gaming back

Figure 65: Bingo activities interested in doing in the future, December 2014

The Consumer – Alternative Means of Play

Key points

Operators to import the holiday feeling

Figure 66: Experience of casino and bingo play outside UK land-based venues, December 2014

Figure 67: Casino visiting habits, by experience of visiting a casino outside the UK

The Consumer – Correspondence Analysis

Methodology

Improved visibility needed for bingo to battle pubs

Figure 68: Correspondence analysis, December 2014

A club scene for casinos?

Appendix - Market Drivers

Figure 69: Permitted gaming machine numbers, by venue, from September 2012

Figure 70: UK tax regime for bingo clubs and casinos, February 2015

Appendix – Market Size and Forecast

Figure 71: Forecast of consumer expenditure in casinos, 2014/15-2019/20

Figure 72: Forecast of consumer expenditure in casinos, 2014/15-2019/20 (continued)

Figure 73: Forecast of casino admission numbers, 2014/15-2019/20

Figure 74: Forecast of casino admission numbers, 2014/15-2019/20 (continued)

BUY THIS REPORT NOW VISIT: store.mintel.com

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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Figure 75: Forecast of consumer expenditure in bingo clubs, 2014-19

Figure 76: Forecast of consumer expenditure in bingo clubs, 2014-19 (continued)

Figure 77: Forecast of bingo club admissions, 2014-19

Figure 78: Forecast of bingo club admissions, 2014-19 (continued)

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100