

Shared 2022 Value report

Aggregate executive summary
of the ONCE Social Group



“

I write these lines to show you the reality of what we are at the ONCE Social Group. To show, in short, what this unique social and economic model is and how it works, and how we try to incorporate many persons with disabilities (and many without disabilities), who find it more difficult, into the social reality.

From vulnerability to opportunity, an extraordinary eleven-letter word. **From fear to certainty**. Trying to transform lives for a better life, as we have been doing for almost 85 years now, and all of this with the reliability, reliability and determination of all of us who make up this great family that is full of **so-li-da-ri-ty**.

The ONCE Social Group is more than the sum of the ONCE, the ONCE Foundation and Ilunion: we are people who work as a team with an ongoing commitment to society, to each and every citizen in order to, from humility and the reality we live in, try to promote fairer and more inclusive societies. We owe it all to those citizens who trust us, and with whom we have a pact, a **cooperation** agreement (eleven letters), which has not been signed in any document, but is supported by a handshake, by a "thank you very much and good luck", by the trust that is generated every day in all our fields of action.

People are our **inspiration** (eleven letters) and we look forward to the future we want to earn every day. The data in this ONCE Social Group 2022 Shared Value Report leave no room for doubt and are proof that it is possible to combine the commitment acquired with society and with all people, with a model of economic profitability, social profitability and institutional stability for the present and future; that it is possible to have a model that is essentially based on social return, on giving back to citizens up to the very last euro of what we receive from them, multiplied by employment, training, education, accessibility, technology, innovation, autonomy, inclusion...life opportunities..."

”



Miguel Carballeda Piñeiro
Chairman of the ONCE Social Group

Value
Report

ONCE Social Group

A Group whose purpose, the actual inclusion of blind persons and persons with disability, has become a unique model in the world for generating social value for all citizens.

A model of leadership in the social economy capable of bringing together the social, foundational and business sides and making them converge in a global brand, while preserving the work of each area.

ONCE

A reference of **inclusion** and **autonomy** of **persons who are blind or have a severe visual impairment**. It bases its work on the **management of responsible, safe and social** lottery products, under strict public control, and with full reinvestment of all revenues in social return.

The ONCE Foundation

The ONCE Foundation was created in 1988 to spread the solidarity of the **ONCE** social model to the rest of persons with disability and thus promote their inclusion, **acting on the levers of training, employment and universal accessibility**, indissolubly linked as a path to the future.

Ilunion

Brand of the business initiatives of the **ONCE Social Group**, united under an economic-social umbrella diversified into six major areas (**services; hotel and hospitality; consulting; social and health care; marketing; and circular economy**) with the ultimate goal of sustainability and employment of persons with disabilities.



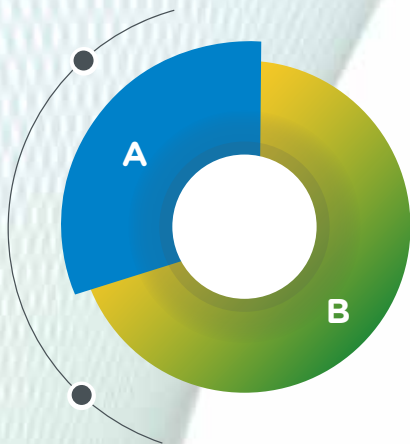
Legitimacy

In 2022, the **ONCE Social Group** has given an unprecedented boost to two realities that are part of our DNA: **equality through employment for persons with disabilities and also equality for women.**

We have increased the percentage of persons with disabilities in the **ONCE Social Group's** global workforce by 4.2 points, to 62.4%; and we have reached 44.3% of women, 1.5 points more than in 2021.

We are 68,705 workers, the fourth largest employer in Spain, with 42,844 persons with disabilities on our payroll (the largest employer of persons with disabilities in the world) and 30,434 women.

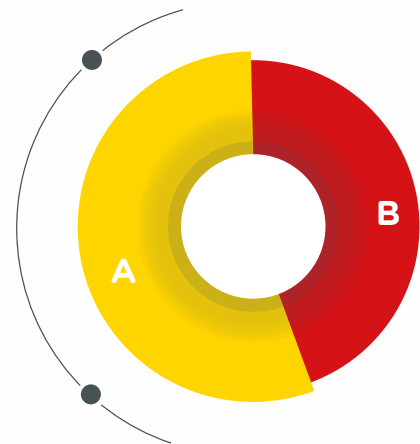
Employment by disability



| | | | |
|---|----------------------------|--------|-------|
| A | Persons without disability | 25,861 | 37.6% |
| B | Persons with disability | 42,844 | 62.4% |

TOTAL 68,705

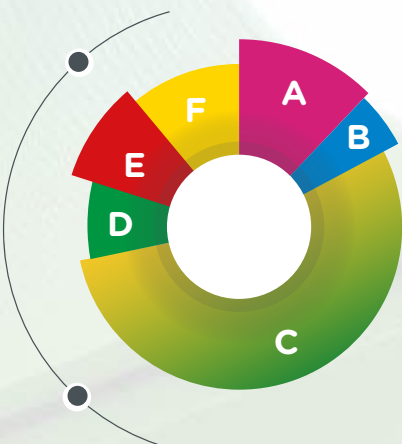
Employment by gender



| | | | |
|---|-------|--------|-------|
| A | Men | 38,271 | 55.7% |
| B | Women | 30,434 | 44.3% |

TOTAL 68,705

Employment by different disability



| | | | |
|---|-------------------------------|--------|-------|
| A | Blind persons who are members | 5,206 | 12.2% |
| B | Other visual impairment | 2,141 | 5.0% |
| C | Physical disability | 23,392 | 54.6% |
| D | Hearing sensory impairment | 3,482 | 8.1% |
| E | Intellectual disability | 3,853 | 9.0% |
| F | Psychosocial disability | 4,770 | 11.1% |

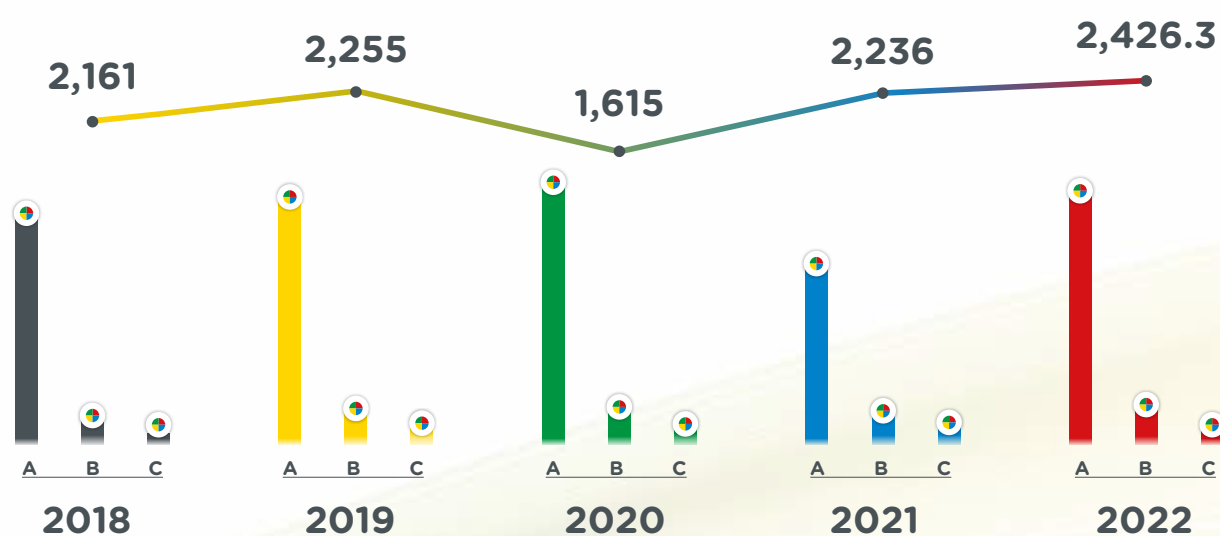
TOTAL 42,844

Certainty

For the **ONCE Social Group**, data are important as elements that prove the realities that lie behind them. They are so because they clearly show the dimension of an economic and social project that puts persons first, especially those with disability or those who are at risk of exclusion.

Hence our insistence on the idea that these are numbers that are persons because, behind every number, there is an opportunity for life.

Evolution of ONCE lottery product revenue (euro millions)



Breakdown of total sales and evolution by channel (euro millions)

| | | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|--|----------------|----------------|----------------|----------------|----------------|
| A | Main Channel (sales agent) | 1,959.9 | 2,030.4 | 1,414.9 | 1,976.2 | 2,148.5 |
| B | Supplementary physical channel | 166.4 | 182.5 | 141.5 | 195.5 | 205.7 |
| C | Internet Channel | 34.6 | 42.4 | 58.7 | 64.3 | 72.1 |
| | Total sales of lottery products | 2,160.9 | 2,255.3 | 1,615.2 | 2,236.0 | 2,426.3 |

Responsible gambling

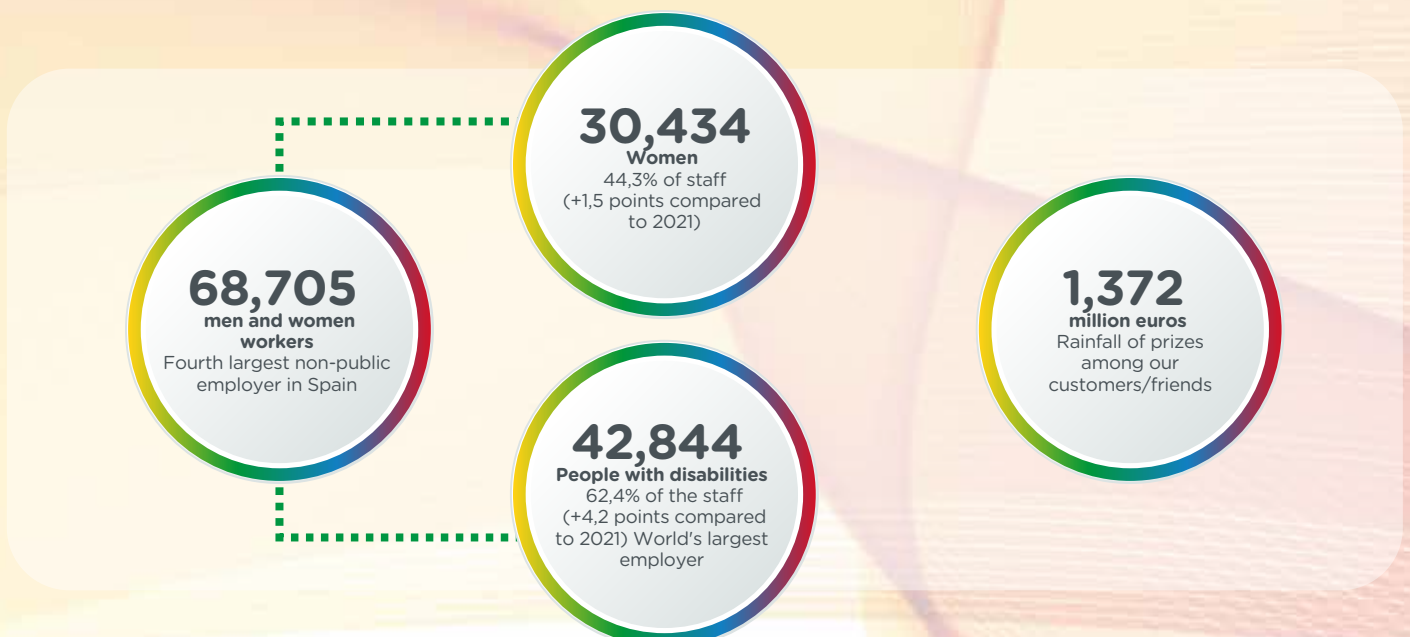
ONCE adheres to the Responsible Gambling principles of the World Lottery Association (WLA) and the European Lotteries Association (EL) - in 2022 we were awarded a special seal after achieving five consecutive certifications.

A guarantee of our **responsible gambling**, which is always audited; **safe**, from its design to its commercialisation; **and social**, all the resources generated are fully invested in the inclusion of persons with disabilities.



In 2022 we welcomed 3,100 persons who lost their sight and received tailor-made care. The same applies to the 70,490 blind persons who are members of the ONCE, with direct support from 1,500 professionals.

More than 92,500 hours of special mediation for persons with deafblindness, 130 new guide dogs, 2,580 projects funded through Fundación ONCE and much more.



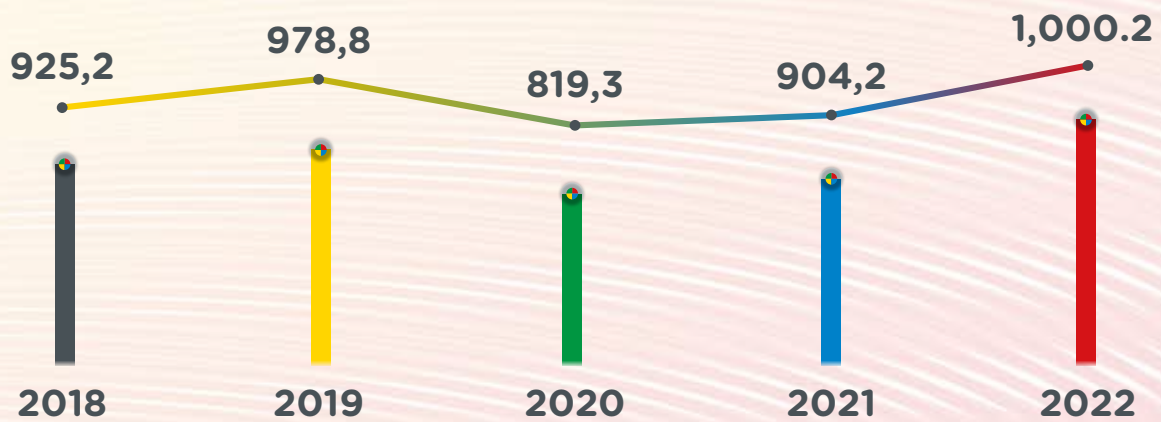
Social return

Economic figures on the ONCE Foundation

| Total income and breakdown by source (euro millions) | 2022 |
|---|--------------|
| ONCE | 72.8 |
| European Social Fund | 30.9 |
| Private donations | 1.7 |
| Other income | 12.7 |
| TOTAL | 118.1 |

| Total resources implemented and breakdown (euro millions) | 2022 |
|---|--------------|
| Employment and training plan | 88.6 |
| Accessibility plan | 27.0 |
| Administrative expenses | 1.3 |
| TOTAL | 116.9 |
| Surplus | 1.2 |
| TOTAL | 118.1 |

Economic figures of the Ilunion Sales (euro millions)



258,1
million euros
Social investment
2022

3,131
Persons who came
to ONCE in 2022 after
losing their eyesight
For a total of 70,490 blind
or severely visually
impaired persons with
comprehensive
coverage

259
Women with disabilities
who are victims
of gender-based
violence

