COMMONWEALTH OF PENNSYLVANIA DEPARTMENT OF REVENUE PENNSYLVANIA LOTTERY BUREAU COMPARATIVE STATEMENT OF INCOME AND EXPENDITURES

INCOME:	CURRENT MONTH JUNE 30, 2012	JUNE 30, 2012 CURRENT FISCAL YEAR TO DATE	% Of Sales	JUNE 30, 2011 CURRENT FISCAL YEAR TO DATE	% Of Sales	Inc or (Dec)
GAME SALES:	0011L 30, 201Z	TEAR TO DATE	Oi Gales	TEAR TO DATE	Oi Gales	inc or (Dec)
INSTANT	174 ECO 007	2 424 570 652	61.32%	1 022 112 455	59.92%	
_	171,560,097	2,134,578,653		1,922,112,455		
DAILY NUMBER	28,491,623	359,924,415	10.34%	379,674,036	11.84%	
BIG 4	19,548,084	245,600,821	7.06%	254,494,038	7.93%	
CASH 5	15,500,112	159,853,249	4.59%	172,249,332	5.37%	
POWERBALL	24,330,154	244,345,588	7.02%	178,163,756	5.55%	
POWERPLAY	2,288,446	33,346,262	0.96%	36,011,488	1.12%	
MEGAMILLIONS	6,319,581	131,589,844	3.78%	107,928,559	3.36%	
MEGAPLIER	1,081,157	19,643,855	0.56%	18,292,287	0.57%	
RAFFLE	4,680,620	20,946,320	0.60%	19,965,360	0.62%	
MATCH 6	5,237,628	66,008,050	1.90%	56,324,340	1.76%	
TREASURE HUNT	2,244,281	24,313,690	0.70%	22,703,721	0.71%	
QUINTO	3,496,544	40,749,942	1.17%	39,988,678	1.25%	
CONTO	3,430,344	40,143,342	1.17 /6	39,300,070	1.23/0	
TOTAL GAME SALES	\$284,778,327	\$3,480,900,689	100.00%	\$3,207,908,050	100.00%	\$272,992,639
GROSS REVENUE	284,778,327	3,480,900,689		3,207,908,050		
LESS COST OF SALES:						
LOST/STOLEN TICKETS	638	81,361	0.00%	81,376	0.00%	
VENDOR COMMISSIONS		, , , , ,		, ,		
ONLINE GAMES	2,979,272	34,212,692	0.98%	30,579,021	0.95%	
INSTANT GAMES	3,366,687	22,057,485	0.63%	21,727,781	0.68%	
RETAILER COMMISSION	14,311,780	183,888,592	5.28%	168,592,817	5.26%	
TOTAL COMMISSION	20,657,739	240,158,769	6.90%	220,899,619	6.89%	
TOTAL COMMISSION	20,057,759	240,136,769	0.90%	220,099,019	0.09%	
LIABILITY FOR PRIZES	184,034,404	2,120,499,549	60.92%	1,958,432,018	61.05%	
TOTAL COST OF SALES	204,692,781	2,360,739,679	67.82%	2,179,413,013	67.94%	\$181,326,666
NET REVENUE BEFORE OPERATING EXPENSES	80,085,546	1,120,161,010		1,028,495,037		
LOTTERY BUREAU EXPENSES						
Advertising	3,316,185	37,000,000		36,861,709		
Personnel	2,462,082	18,451,875		18,175,487		
Operating	1,209,473	13,606,595		14,201,114		
Fixed Assets	779,226	4,196,451		4,620,788		
Sub Total	4,450,781	36,254,921		36,997,389		
Augmentations	(2,835)	(163,035)		(161,048)		
TOTAL ADMINISTRATIVE COSTS	7,764,131	73,091,886	2.10%	73,698,050	2.30%	(\$606,164)
NET OPERATING						
REVENUE	\$72,321,415	\$1,047,069,124		\$954,796,987		\$92,272,137
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% OF SALES	25.40%	30.08%		29.76%		
OTHER:						
INTEREST(1)	145,042	2,121,100		5,654,794		
MISCELLANEOUS	550	3,936		158,990		
SALE OF SECURITIES (2)	266,724	11,697,386		0		
TOTAL	412,316	13,822,422		5,813,784		\$8,008,638
. SIAE	712,310	10,022,722		3,013,704		ψυ,υυυ,υυυ
NET REVENUE						
	\$72,733,731	\$1,060,891,546		\$960,610,771		\$100,280,775
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% OF SALES	25.54%	30.48%		29.95%		

⁽¹⁾ Includes dividend income of \$270,936 for ManuLife and Prudential Securities (2) One time sale of Prudential, MetLife and Manulife Securities