

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF REVENUE
PENNSYLVANIA LOTTERY
COMPARATIVE STATEMENT OF INCOME AND EXPENDITURES
FOR THE FISCAL YEARS ENDING JUNE 30, 2008 AND 2007

| INCOME: | CURRENT MONTH <u>June 2008</u> | June 2008 CURRENT FISCAL <u>YEAR TO DATE</u> | % | June 2007 PRIOR FISCAL <u>YEAR TO DATE</u> | % |
|--|-----------------------------------|--|----------------|--|----------------|
| | | | Of Sales | | Of Sales |
| GAME SALES: | | | | | |
| INSTANT | 136,747,763 | 1,706,847,190 | 55.25% | 1,703,503,107 | 55.37% |
| DAILY NUMBER | 34,817,096 | 416,091,499 | 13.47% | 412,838,871 | 13.42% |
| BIG 4 | 22,448,319 | 270,263,780 | 8.75% | 271,892,271 | 8.84% |
| CASH FIVE | 15,239,096 | 186,111,330 | 6.02% | 194,852,389 | 6.33% |
| LUCKY FOR LIFE ON | 0 | 0 | 0.00% | 10,206,777 | 0.33% |
| LUCKY FOR LIFE INST | 0 | 0 | 0.00% | 3,388,792 | 0.11% |
| POWERBALL | 14,232,842 | 302,587,246 | 9.80% | 273,796,848 | 8.90% |
| POWERPLAY | 3,072,088 | 54,344,285 | 1.76% | 53,141,900 | 1.73% |
| RAFFLE | 4,726,020 | 25,163,440 | 0.81% | 20,972,940 | 0.68% |
| MIX & MATCH | 2,452,916 | 26,665,268 | 0.86% | 25,313,206 | 0.82% |
| MATCH 6 | 5,677,492 | 77,654,458 | 2.51% | 102,293,574 | 3.33% |
| TREASURE HUNT | 1,722,994 | 23,459,717 | 0.76% | 4,138,434 | 0.13% |
| TOTAL GAME SALES | \$241,136,626 | \$3,089,188,213 | 100.00% | 3,076,339,109 | 100.00% |
| OTHER: | | | | | |
| INTEREST (1) | 855,855 | 14,325,804 | | 32,782,441 | |
| MISCELLANEOUS | 8,680 | 232,316 | | 185,177 | |
| GROSS REVENUE | 242,001,161 | 3,103,746,333 | | 3,109,306,727 | |
| LESS COST OF SALES: | | | | | |
| VENDOR COMMISSION | | | | | |
| S G I ONLINE SYSTEMS | 3,799,798 | 51,987,167 | 1.68% | 51,176,056 | 1.66% |
| S G I INSTANT SYSTEMS | 5,544,364 | 26,125,493 | 0.85% | 35,275,716 | 1.15% |
| RETAILER COMMISSION | 12,154,216 | 170,047,014 | 5.50% | 166,315,275 | 5.41% |
| TOTAL COMMISSIONS | 21,498,378 | 248,159,674 | 8.03% | 252,767,047 | 8.22% |
| LIABILITY FOR PRIZES | 122,821,960 | 1,845,395,879 | 59.74% | 1,832,626,704 | 59.57% |
| TOTAL COST OF SALES | 144,320,338 | 2,093,555,553 | 67.77% | 2,085,393,751 | 67.79% |
| NET REVENUE BEFORE OPERATING EXPENSES | 97,680,823 | 1,010,190,780 | | 1,023,912,977 | |
| LOTTERY FUND EXPENSES | | | | | |
| General Operations | | | | | |
| Personnel | 1,404,542 | 11,528,861 | | 11,469,898 | |
| Operating | 1,927,494 | 10,886,463 | | 9,958,393 | |
| Fixed Assets | 312,515 | 323,037 | | 566,176 | |
| Sub Total | 3,644,551 | 22,738,361 | | 21,994,467 | |
| Augmentations | (1,865) | (182,490) | | (173,595) | |
| General Operations | 3,642,686 | 22,555,871 | | 21,820,872 | |
| Advertising | 11,262,499 | 31,500,000 | | 29,659,895 | |
| Expanded Sales | 5,884,480 | 27,787,215 | | 23,370,409 | |
| TOTAL COST OF OPERATIONS | 20,789,665 | 81,843,086 | 2.65% | 74,851,176 | 2.43% |
| NET REVENUE BEFORE ADJUSTMENTS | \$76,891,158 | \$928,347,694 | | \$949,061,801 | |
| PRIOR YEAR ADJUSTMENTS (2) | (\$299,021) | (\$299,021) | | \$10,122 | |
| NET REVENUE AFTER ADJUSTMENTS | \$76,592,137 | \$928,048,673 | | \$949,071,923 | |
| % OF SALES | 31.76% | 30.04% | | 30.85% | |

FOOTNOTES: (1) INTEREST EARNED ON LOTTERY FUND BALANCE
(2) PRIOR YEAR ADJUSTMENTS:
UNDERSTATED LOTTERY FUND EXPENSES
UNCOLLECTABLE ACCOUNTS

June 2008
(291,505)
(7,516)
(299,021)