

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

INCOME:	CURRENT MONTH <u>JUNE 30, 2012</u>	JUNE 30, 2012 CURRENT FISCAL <u>YEAR TO DATE</u>	% Of Sales	JUNE 30, 2011 CURRENT FISCAL <u>YEAR TO DATE</u>	% Of Sales	Inc or (Dec)
<b>GAME SALES:</b>						
INSTANT	171,560,097	2,134,578,653	61.32%	1,922,112,455	59.92%	
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%	
<b>TOTAL GAME SALES</b>	<b>\$284,778,327</b>	<b>\$3,480,900,689</b>	<b>100.00%</b>	<b>\$3,207,908,050</b>	<b>100.00%</b>	<b>\$272,992,639</b>
<b>GROSS REVENUE</b>	<b>284,778,327</b>	<b>3,480,900,689</b>		<b>3,207,908,050</b>		
<b>LESS COST OF SALES:</b>						
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%	
<b>TOTAL COMMISSION</b>	<b>20,657,739</b>	<b>240,158,769</b>	<b>6.90%</b>	<b>220,899,619</b>	<b>6.89%</b>	
LIABILITY FOR PRIZES	184,034,404	2,120,499,549	60.92%	1,958,432,018	61.05%	
<b>TOTAL COST OF SALES</b>	<b>204,692,781</b>	<b>2,360,739,679</b>	<b>67.82%</b>	<b>2,179,413,013</b>	<b>67.94%</b>	<b>\$181,326,666</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>80,085,546</b>	<b>1,120,161,010</b>		<b>1,028,495,037</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
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)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>7,764,131</b>	<b>73,091,886</b>	<b>2.10%</b>	<b>73,698,050</b>	<b>2.30%</b>	<b>(\$606,164)</b>
<b>NET OPERATING REVENUE</b>	<b>\$72,321,415</b>	<b>\$1,047,069,124</b>		<b>\$954,796,987</b>		<b>\$92,272,137</b>
<b>% OF SALES</b>	<b>25.40%</b>	<b>30.08%</b>		<b>29.76%</b>		
<b>OTHER:</b>						
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		
<b>TOTAL</b>	<b>412,316</b>	<b>13,822,422</b>		<b>5,813,784</b>		<b>\$8,008,638</b>
<b>NET REVENUE</b>	<b>\$72,733,731</b>	<b>\$1,060,891,546</b>		<b>\$960,610,771</b>		<b>\$100,280,775</b>
<b>% OF SALES</b>	<b>25.54%</b>	<b>30.48%</b>		<b>29.95%</b>		

(1) Includes dividend income of \$270,936 for ManuLife and Prudential Securities

(2) One time sale of Prudential, MetLife and Manulife Securities