

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

| INCOME: | AUGUST 31, 2022 CURRENT MONTH | AUGUST 31, 2022 CURRENT FISCAL YEAR TO DATE | % | AUGUST 31, 2021 PRIOR FISCAL YEAR TO DATE | % | Inc or (Dec) |
|---|----------------------------------|---|----------------|---|----------------|-----------------------|
| | | | Of Sales | | Of Sales | |
| GAME SALES: | | | | | | |
| SCRATCH-OFFS | 285,679,940 | 555,368,188 | 65.86% | 601,024,321 | 70.31% | |
| FAST PLAY | 11,167,999 | 21,999,811 | 2.61% | 25,753,046 | 3.01% | |
| DRAW | 97,262,578 | 257,715,559 | 30.56% | 218,192,155 | 25.53% | |
| MONITOR GAMES | 3,989,327 | 8,185,939 | 0.97% | 9,809,845 | 1.15% | |
| PICK 2 | 488,413 | 982,497 | 0.12% | 1,088,175 | 0.13% | |
| PICK 3 | 22,369,314 | 45,118,788 | 5.35% | 49,706,949 | 5.82% | |
| PICK 4 | 18,794,741 | 37,812,873 | 4.48% | 42,819,283 | 5.01% | |
| PICK 5 | 4,562,396 | 9,187,745 | 1.09% | 10,200,843 | 1.19% | |
| WILD BALL | 3,573,330 | 7,207,426 | 0.85% | 7,907,485 | 0.93% | |
| CASH 5 | 13,804,336 | 21,233,016 | 2.52% | 22,024,338 | 2.58% | |
| MATCH 6 | 9,122,838 | 17,012,280 | 2.02% | 24,828,468 | 2.90% | |
| TREASURE HUNT | 2,439,277 | 5,195,770 | 0.62% | 6,402,711 | 0.75% | |
| POWERBALL/POWERPLAY/DOUBLEPLAY | 12,393,045 | 27,192,237 | 3.22% | 29,678,953 | 3.47% | |
| MEGAMILLIONS/MEGAPLIER | 7,792,836 | 82,887,371 | 9.83% | 19,241,550 | 2.25% | |
| CASH4LIFE | 1,922,052 | 3,885,556 | 0.46% | 4,293,400 | 0.50% | |
| RAFFLE | 0 | 0 | 0.00% | 0 | 0.00% | |
| KENO | 2,917,389 | 5,940,973 | 0.70% | 7,359,214 | 0.86% | |
| XPRESS SPORTS | 1,071,938 | 2,244,966 | 0.27% | 2,450,631 | 0.29% | |
| TOTAL TRADITIONAL GAME SALES | \$398,099,844 | \$843,269,497 | 100.00% | \$854,779,367 | 100.00% | (\$11,509,870) |
| LESS COST OF SALES: | | | | | | |
| LOST/STOLEN TICKETS | 15,966 | 18,608 | 0.00% | 0 | 0.00% | |
| VENDOR COMMISSIONS | | | | | | |
| ONLINE GAMES | 4,712,189 | 10,678,230 | 1.27% | 10,209,818 | 1.19% | |
| INSTANT GAMES | 2,262,437 | 4,798,659 | 0.57% | 5,742,835 | 0.67% | |
| RETAILER COMMISSION | 20,049,716 | 42,326,981 | 5.02% | 42,917,205 | 5.02% | |
| TOTAL COMMISSION | 27,024,342 | 57,803,870 | 6.85% | 58,869,858 | 6.89% | |
| LIABILITY FOR PRIZES | 260,007,527 | 549,319,469 | 65.14% | 564,549,968 | 66.05% | |
| TOTAL COST OF SALES | 287,047,835 | 607,141,947 | 72.00% | 623,419,826 | 72.93% | (\$16,277,879) |
| NET REVENUE BEFORE OPERATING EXPENSES | 111,052,009 | 236,127,550 | | 231,359,541 | | |
| LOTTERY BUREAU EXPENSES | | | | | | |
| Advertising | 3,623,118 | 7,246,237 | | 6,883,674 | | |
| Personnel | 2,062,151 | 3,603,216 | | 3,434,034 | | |
| Operating | 1,670,386 | 2,320,910 | | 2,211,857 | | |
| Fixed Assets | 0 | 0 | | 0 | | |
| Sub Total | 3,732,537 | 5,924,126 | | 5,645,891 | | |
| Augmentations | (1,020) | (2,955) | | (5,155) | | |
| TOTAL ADMINISTRATIVE COSTS | 7,354,635 | 13,167,408 | 1.56% | 12,524,410 | 1.47% | \$642,998 |
| NET OPERATING REVENUE | \$103,697,374 | \$222,960,142 | | \$218,835,131 | | \$4,125,011 |
| % OF TRADITIONAL SALES | 26.05% | 26.44% | | 25.60% | | |
| OTHER: | | | | | | |
| INTEREST | 614,165 | 1,016,472 | | 40,668 | | |
| MISCELLANEOUS | 0 | 0 | | 0 | | |
| TOTAL | 614,165 | 1,016,472 | | 40,668 | | |
| NET TRADITIONAL REVENUE | \$104,311,539 | \$223,976,614 | | \$218,875,799 | | \$5,100,815 |
| % OF TRADITIONAL SALES | 26.20% | 26.56% | | 25.61% | | |
| RETAIL INCENTIVE PROGRAM | \$564,132 | \$759,308 | | \$372,189 | | |
| PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS | | \$5,008,765,795 | | | | |
| RETAIL INCENTIVE % | | 0.02% | | | | |
| NET GAMING REVENUE | \$3,301,812 | \$10,341,455 | | \$11,641,944 | | |
| TOTAL NET REVENUE | \$107,049,219 | \$233,558,761 | | \$230,145,554 | | |

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| INCOME: | AUGUST 31, 2022 CURRENT MONTH | AUGUST 31, 2022 CURRENT FISCAL YEAR TO DATE | AUGUST 31, 2021 PRIOR FISCAL YEAR TO DATE | Inc or (Dec) |
|----------------------------------|----------------------------------|---|---|----------------------|
| PLAYS | 64,974,698 | 131,274,533 | 130,836,459 | |
| PRIZE PAYOUT | 59,434,430 | 117,651,099 | 114,245,216 | |
| PROMOTION & BONUSES | 1,217,065 | 2,568,674 | 2,016,666 | |
| GROSS GAMING REVENUE | \$4,323,203 | \$11,054,760 | \$14,574,577 | (\$3,519,817) |
| PICK 2 | 15,602 | 30,805 | 0 | |
| PICK 3 | 166,392 | 330,234 | 0 | |
| PICK 4 | 153,687 | 301,223 | 0 | |
| PICK 5 | 96,341 | 183,802 | 0 | |
| WILD BALL | 133,361 | 256,640 | 0 | |
| MATCH 6 | 306,578 | 556,462 | 0 | |
| TREASURE HUNT | 146,917 | 311,599 | 337,066 | |
| POWERBALL/POWERPLAY/DOUBLEPLAY | 864,053 | 1,853,515 | 1,425,529 | |
| MEGAMILLIONS/MEGAPLIER | 542,970 | 3,946,521 | 1,017,157 | |
| CASH4LIFE | 268,674 | 541,508 | 471,526 | |
| TRADITIONAL GAME SALES | 2,694,575 | 8,312,309 | 3,251,278 | |
| TRADITIONAL PRIZES | 897,098 | 2,307,385 | 538,952 | |
| PROMOTION & BONUSES | 96,975 | 255,915 | 80,995 | |
| GROSS TRADITIONAL REVENUE | \$1,700,502 | \$5,749,009 | \$2,631,331 | \$3,117,678 |
| AFFILIATE COSTS | 26,120 | 35,120 | 33,267 | |
| VENDOR COMMISSIONS | 1,348,318 | 2,656,512 | 2,530,931 | |
| PRIZE LIABILITY | 517,892 | 2,190,796 | 1,116,701 | |
| ADVERTISING | 626,882 | 1,253,763 | 1,616,326 | |
| PERSONNEL | 138,967 | 241,975 | 195,814 | |
| OPERATING | 63,774 | 84,238 | 71,330 | |
| AUGMENTATIONS | (60) | (90) | (405) | |
| TOTAL COSTS | \$2,721,893 | \$6,462,314 | \$5,563,964 | \$898,350 |
| NET GAMING REVENUE | \$3,301,812 | \$10,341,455 | \$11,641,944 | (\$1,300,489) |