

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

| INCOME: | MAY 31, 2023 CURRENT MONTH | MAY 31, 2023 CURRENT FISCAL YEAR TO DATE | % | MAY 31, 2022 PRIOR FISCAL YEAR TO DATE | % | Inc or (Dec) |
|---|-------------------------------|--|----------------|--|----------------|------------------------|
| | | | Of Sales | | Of Sales | |
| GAME SALES: | | | | | | |
| SCRATCH-OFFS | 290,923,987 | 3,095,317,231 | 67.07% | 3,247,850,440 | 70.19% | |
| FAST PLAY | 13,093,584 | 131,632,137 | 2.85% | 137,890,312 | 2.98% | |
| DRAW | 92,623,542 | 1,341,478,544 | 29.07% | 1,190,279,164 | 25.72% | |
| MONITOR GAMES | 4,193,442 | 46,689,687 | 1.01% | 51,394,495 | 1.11% | |
| PICK 2 | 526,886 | 5,610,924 | 0.12% | 5,737,820 | 0.12% | |
| PICK 3 | 21,835,529 | 237,968,882 | 5.16% | 260,068,090 | 5.62% | |
| PICK 4 | 18,774,685 | 205,422,056 | 4.45% | 226,265,443 | 4.89% | |
| PICK 5 | 4,773,082 | 49,865,183 | 1.08% | 53,697,156 | 1.16% | |
| WILD BALL | 4,040,387 | 41,102,303 | 0.89% | 42,507,992 | 0.92% | |
| CASH 5 | 9,334,062 | 95,656,302 | 2.07% | 103,327,926 | 2.23% | |
| MATCH 6 | 8,329,124 | 116,545,272 | 2.53% | 105,364,740 | 2.28% | |
| TREASURE HUNT | 1,958,543 | 25,726,946 | 0.56% | 30,444,444 | 0.66% | |
| POWERBALL/POWERPLAY/DOUBLEPLAY | 13,776,459 | 296,372,838 | 6.42% | 235,886,554 | 5.10% | |
| MEGAMILLIONS/MEGAPLIER | 7,351,147 | 236,201,920 | 5.12% | 95,264,563 | 2.06% | |
| CASH4LIFE | 1,923,638 | 21,005,918 | 0.46% | 21,714,436 | 0.47% | |
| RAFFLE | 0 | 10,000,000 | 0.22% | 10,000,000 | 0.22% | |
| KENO | 3,098,138 | 34,473,016 | 0.75% | 38,183,457 | 0.83% | |
| XPRESS SPORTS | 1,095,304 | 12,216,671 | 0.26% | 13,211,038 | 0.29% | |
| TOTAL TRADITIONAL GAME SALES | \$400,834,555 | \$4,615,117,599 | 100.00% | \$4,627,414,411 | 100.00% | (\$12,296,812) |
| LESS COST OF SALES: | | | | | | |
| LOST/STOLEN TICKETS | 855 | 46,084 | 0.00% | 56,087 | 0.00% | |
| VENDOR COMMISSIONS | | | | | | |
| ONLINE GAMES | 5,455,809 | 67,030,394 | 1.45% | 63,863,789 | 1.38% | |
| INSTANT GAMES | 1,862,261 | 28,161,316 | 0.61% | 48,880,986 | 1.06% | |
| RETAILER COMMISSION | 20,569,461 | 243,113,908 | 5.27% | 234,814,091 | 5.07% | |
| TOTAL COMMISSION | 27,887,531 | 338,305,618 | 7.33% | 347,558,866 | 7.51% | |
| LIABILITY FOR PRIZES | 259,129,466 | 3,065,111,296 | 66.41% | 3,101,066,951 | 67.02% | |
| TOTAL COST OF SALES | 287,017,852 | 3,403,462,998 | 73.75% | 3,448,681,904 | 74.53% | (\$45,218,906) |
| NET REVENUE BEFORE OPERATING EXPENSES | 113,816,703 | 1,211,654,601 | | 1,178,732,507 | | |
| LOTTERY BUREAU EXPENSES | | | | | | |
| Advertising | 3,627,999 | 39,873,825 | | 37,924,234 | | |
| Personnel | 2,049,262 | 22,913,681 | | 21,659,367 | | |
| Operating | 1,346,144 | 18,460,697 | | 17,585,315 | | |
| Fixed Assets | 90,706,700 | 172,452,337 | | 80,000 | | |
| Sub Total | 94,102,106 | 213,826,715 | | 39,324,682 | | |
| Augmentations | (2,100) | (159,200) | | (162,630) | | |
| TOTAL ADMINISTRATIVE COSTS | 97,728,005 | 253,541,340 | 5.49% | 77,086,286 | 1.67% | \$176,455,054 |
| NET OPERATING REVENUE | \$16,088,698 | \$958,113,261 | | \$1,101,646,221 | | (\$143,532,960) |
| % OF TRADITIONAL SALES | 4.01% | 20.76% | | 23.81% | | |
| OTHER: | | | | | | |
| INTEREST | 2,841,686 | 20,566,438 | | 467,564 | | |
| MISCELLANEOUS | 0 | 0 | | 0 | | |
| TOTAL | 2,841,686 | 20,566,438 | | 467,564 | | |
| NET TRADITIONAL REVENUE | \$18,930,384 | \$978,679,700 | | \$1,102,113,785 | | (\$123,434,085) |
| % OF TRADITIONAL SALES | 4.72% | 21.21% | | 23.82% | | |
| RETAIL INCENTIVE PROGRAM | \$0 | \$25,043,829 | | \$26,512,344 | | |
| PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS | | \$5,008,765,795 | | | | |
| RETAIL INCENTIVE % | | 0.50% | | | | |
| NET GAMING REVENUE | \$5,690,248 | \$72,414,881 | | \$65,832,439 | | |
| TOTAL NET REVENUE | \$24,620,632 | \$1,026,050,752 | | \$1,141,433,880 | | |

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

| INCOME: | MAY 31, 2023 CURRENT MONTH | MAY 31, 2023 CURRENT FISCAL YEAR TO DATE | MAY 31, 2022 PRIOR FISCAL YEAR TO DATE | Inc or (Dec) |
|----------------------------------|-------------------------------|--|--|----------------------|
| PLAYS | 69,731,784 | 807,578,017 | 693,836,451 | |
| PRIZE PAYOUT | 61,793,060 | 715,164,313 | 603,403,187 | |
| PROMOTION & BONUSES | 1,397,140 | 16,495,703 | 11,711,604 | |
| GROSS GAMING REVENUE | \$6,541,584 | \$75,918,001 | \$78,721,660 | (\$2,803,659) |
| PICK 2 | 16,138 | 160,342 | 21,332 | |
| PICK 3 | 222,413 | 2,056,277 | 226,095 | |
| PICK 4 | 214,847 | 1,971,375 | 207,618 | |
| PICK 5 | 114,729 | 1,080,556 | 117,195 | |
| WILD BALL | 164,784 | 1,536,436 | 174,526 | |
| MATCH 6 | 358,022 | 4,850,432 | 387,732 | |
| TREASURE HUNT | 115,294 | 1,595,615 | 1,839,416 | |
| POWERBALL/POWERPLAY/DOUBLEPLAY | 919,682 | 17,137,102 | 13,518,782 | |
| MEGAMILLIONS/MEGAPLIER | 470,241 | 13,345,669 | 5,740,783 | |
| CASH4LIFE | 254,666 | 2,881,890 | 2,771,976 | |
| TRADITIONAL GAME SALES | 2,850,816 | 46,615,694 | 25,005,455 | |
| TRADITIONAL PRIZES | 795,662 | 12,222,182 | 5,420,293 | |
| PROMOTION & BONUSES | 178,742 | 1,907,368 | 641,705 | |
| GROSS TRADITIONAL REVENUE | \$1,876,412 | \$32,486,144 | \$18,943,457 | \$13,542,687 |
| AFFILIATE COSTS | 14,129 | 155,422 | 160,953 | |
| VENDOR COMMISSIONS | 1,291,657 | 15,007,744 | 13,329,602 | |
| PRIZE LIABILITY | 535,163 | 11,625,742 | 7,435,312 | |
| ADVERTISING | 622,001 | 6,876,175 | 8,825,766 | |
| PERSONNEL | 130,000 | 1,500,259 | 1,308,592 | |
| OPERATING | 134,813 | 824,507 | 773,413 | |
| AUGMENTATIONS | (15) | (585) | (960) | |
| TOTAL COSTS | \$2,727,748 | \$35,989,264 | \$31,832,678 | \$4,156,586 |
| NET GAMING REVENUE | \$5,690,248 | \$72,414,881 | \$65,832,439 | \$6,582,442 |