

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

INCOME:	SEPTEMBER 30, 2023 CURRENT MONTH	SEPTEMBER 30, 2023 CURRENT FISCAL YEAR TO DATE	%	SEPTEMBER 30, 2022 PRIOR FISCAL YEAR TO DATE	%	Inc or (Dec)
			Of Sales		Of Sales	
<b>GAME SALES:</b>						
SCRATCH-OFFS	240,737,317	764,906,556	61.30%	817,428,835	67.45%	
FAST PLAY	12,634,696	38,699,033	3.10%	33,525,285	2.77%	
DRAW	122,494,471	431,740,563	34.60%	348,862,809	28.79%	
MONITOR GAMES	4,063,814	12,455,672	1.00%	12,142,678	1.00%	
PICK 2	492,656	1,479,729	0.12%	1,449,981	0.12%	
PICK 3	20,046,197	61,660,673	4.94%	66,304,466	5.47%	
PICK 4	17,393,877	52,703,991	4.22%	56,174,231	4.63%	
PICK 5	4,390,520	13,336,590	1.07%	13,616,760	1.12%	
WILD BALL	3,675,079	11,166,727	0.89%	10,734,114	0.89%	
CASH 5	7,052,392	25,957,518	2.08%	27,824,208	2.30%	
MATCH 6	11,337,416	28,801,414	2.31%	24,647,312	2.03%	
TREASURE HUNT	2,193,247	6,956,385	0.56%	7,686,598	0.63%	
POWERBALL/POWERPLAY/DOUBLEPLAY	44,531,554	126,044,348	10.10%	41,128,296	3.39%	
MEGAMILLIONS/MEGAPLIER	9,533,005	97,704,450	7.83%	93,589,499	7.72%	
CASH4LIFE	1,848,528	5,928,738	0.48%	5,707,344	0.47%	
RAFFLE	0	0	0.00%	0	0.00%	
KENO	3,020,874	9,292,004	0.74%	8,826,650	0.73%	
XPRESS SPORTS	1,042,940	3,163,668	0.25%	3,316,028	0.27%	
<b>TOTAL TRADITIONAL GAME SALES</b>	<b>\$379,930,298</b>	<b>\$1,247,801,824</b>	<b>100.00%</b>	<b>\$1,211,959,607</b>	<b>100.00%</b>	<b>\$35,842,217</b>
<b>LESS COST OF SALES:</b>						
LOST/STOLEN TICKETS	7,283	10,223	0.00%	29,972	0.00%	
VENDOR COMMISSIONS						
ONLINE GAMES	6,762,280	19,159,762	1.54%	15,628,703	1.29%	
INSTANT GAMES	843,945	4,777,166	0.38%	7,851,803	0.65%	
RETAILER COMMISSION	18,996,056	62,482,740	5.01%	60,839,464	5.02%	
TOTAL COMMISSION	26,602,281	86,419,668	6.93%	84,319,970	6.96%	
LIABILITY FOR PRIZES	252,277,561	816,964,568	65.47%	807,148,692	66.60%	
<b>TOTAL COST OF SALES</b>	<b>278,887,125</b>	<b>903,394,459</b>	<b>72.40%</b>	<b>891,498,634</b>	<b>73.56%</b>	<b>\$11,895,825</b>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>101,043,173</b>	<b>344,407,365</b>		<b>320,460,973</b>		
<b>LOTTERY BUREAU EXPENSES</b>						
Advertising	3,472,005	10,416,015		10,869,356		
Personnel	2,188,715	6,027,927		5,571,485		
Operating	1,403,113	3,009,659		3,039,568		
Fixed Assets	0	0		0		
Sub Total	3,591,828	9,037,586		8,611,053		
Augmentations	(2,225)	(6,020)		(6,285)		
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>7,061,608</b>	<b>19,447,581</b>	<b>1.56%</b>	<b>19,474,124</b>	<b>1.61%</b>	<b>(\$26,543)</b>
<b>NET OPERATING REVENUE</b>	<b>\$93,981,565</b>	<b>\$324,959,784</b>		<b>\$300,986,849</b>		<b>\$23,972,935</b>
<b>% OF TRADITIONAL SALES</b>	<b>24.74%</b>	<b>26.04%</b>		<b>24.83%</b>		
<b>OTHER:</b>						
INTEREST	2,964,670	7,684,928		2,170,368		
MISCELLANEOUS	1,469	4,340		0		
<b>TOTAL</b>	<b>2,966,139</b>	<b>7,689,268</b>		<b>2,170,368</b>		
<b>NET TRADITIONAL REVENUE</b>	<b>\$96,947,704</b>	<b>\$332,649,052</b>		<b>\$303,157,217</b>		<b>\$29,491,835</b>
<b>% OF TRADITIONAL SALES</b>	<b>25.52%</b>	<b>26.66%</b>		<b>25.01%</b>		
<b>RETAIL INCENTIVE PROGRAM</b>	<b>\$11,752,285</b>	<b>\$12,224,286</b>		<b>\$9,028,352</b>		
<b>PY TRADITIONAL SALES AT PHYSICAL SALES LOCATIONS</b>		<b>\$4,984,702,192</b>				
<b>RETAIL INCENTIVE %</b>		<b>0.25%</b>				
<b>NET GAMING REVENUE</b>	<b>\$6,752,248</b>	<b>\$23,090,770</b>		<b>\$16,534,700</b>		
<b>TOTAL NET REVENUE</b>	<b>\$91,947,667</b>	<b>\$343,515,536</b>		<b>\$310,663,565</b>		

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ILOTTERY

INCOME:	SEPTEMBER 30, 2023 CURRENT MONTH	SEPTEMBER 30, 2023 CURRENT FISCAL YEAR TO DATE	SEPTEMBER 30, 2022 PRIOR FISCAL YEAR TO DATE	Inc or (Dec)
PLAYS	74,534,267	227,038,627	196,119,516	
PRIZE PAYOUT	66,707,240	201,417,525	174,368,330	
PROMOTION & BONUSES	1,501,091	4,648,152	3,752,102	
<b>GROSS GAMING REVENUE</b>	<b>\$6,325,936</b>	<b>\$20,972,950</b>	<b>\$17,999,084</b>	<b>\$2,973,866</b>
PICK 2	17,335	54,899	42,461	
PICK 3	233,376	721,135	482,355	
PICK 4	231,222	705,851	446,860	
PICK 5	114,643	350,258	269,972	
WILD BALL	166,343	513,941	375,948	
MATCH 6	548,848	1,446,986	826,496	
TREASURE HUNT	141,242	453,769	459,249	
POWERBALL/POWERPLAY/DOUBLEPLAY	2,784,232	7,962,908	2,754,825	
MEGAMILLIONS/MEGAPLIER	616,453	5,833,083	4,588,542	
CASH4LIFE	276,382	947,738	758,774	
TRADITIONAL GAME SALES	5,130,076	18,990,568	11,005,482	
TRADITIONAL PRIZES	1,290,495	4,430,944	2,973,560	
PROMOTION & BONUSES	277,743	913,260	358,386	
<b>GROSS TRADITIONAL REVENUE</b>	<b>\$3,561,838</b>	<b>\$13,646,364</b>	<b>\$7,673,536</b>	<b>\$5,972,828</b>
AFFILIATE COSTS	14,130	116,654	44,120	
VENDOR COMMISSIONS	994,962	3,832,478	3,943,066	
PRIZE LIABILITY	1,154,578	4,782,933	2,801,151	
ADVERTISING	777,995	2,333,985	1,880,644	
PERSONNEL	133,484	370,862	373,842	
OPERATING	60,452	91,902	95,262	
AUGMENTATIONS	(75)	(270)	(165)	
<b>TOTAL COSTS</b>	<b>\$3,135,526</b>	<b>\$11,528,544</b>	<b>\$9,137,920</b>	<b>\$2,390,624</b>
<b>NET GAMING REVENUE</b>	<b>\$6,752,248</b>	<b>\$23,090,770</b>	<b>\$16,534,700</b>	<b>\$6,556,070</b>