

*Massachusetts State Lottery Commission
60 Columbian Street
Braintree, Massachusetts 02184-1738*

Tel: 781-849-5555 Fax: 781-849-5554 TTY: 781-849-5678

*STEVEN GROSSMAN
Treasurer and Receiver General*

*PAUL R. STERNBURG
Executive Director*

May 2012

As part of the continuing effort to uphold State Treasurer Steve Grossman's commitment to transparent and open operations at the Lottery, enclosed are fiscal performance documents accounting for results through April 2012.

Lottery sales continue to rise with last month's sales ringing in \$30 million higher than April 2011 sales. Strong sales coupled with a 1.1 percent drop in the overall prize payout for the year, from last year's 72.4 percent to the current 71.3 percent, has increased the Lottery's net profit for the year by \$92.5 million over the same period during fiscal year 2012. This represents a \$10.8 million increase over last month.

April's top sales performers were Instant Tickets which saw a \$26 million increase; the multi-state Powerball game, which was up \$1 million; Mass Cash, which was up \$2 million; and the regional Lucky For Life game, which brought in \$4 million in new sales.

The two games that experienced sales decreases in April were Cash WinFall, which saw a \$2 million decrease as compared to last year because there have been no ticket sales since the game officially ended on January 23; and, the Numbers Game saw a \$1 million decrease due to cannibalization from Mass Cash's expansion to a seven-day-a-week draw schedule.

We hope to continue the momentum into the final months of fiscal year 2012 with several player-focused promotions, along with the release of four new Instant Tickets in early June.

As always I am happy to answer any questions you may have about the above mentioned figures or concerning the Lottery's overall performance. I can be reached directly at 781-849-5500.

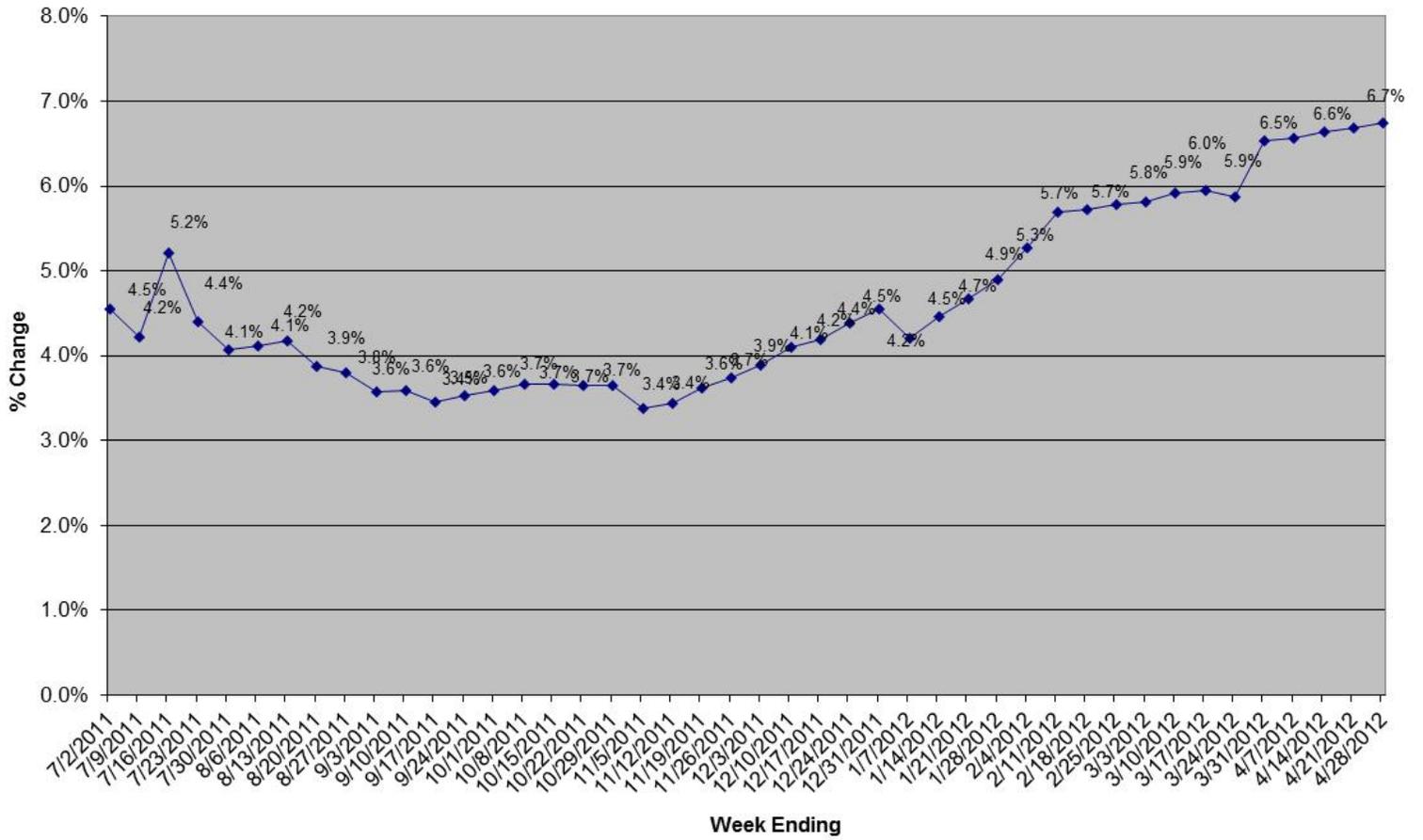
Sincerely,



Paul R. Sternburg
Executive Director

All Game Sales YTD Percentage Change in 2012 vs 2011

◆ % Change



MSLC Revenue Results
March FY12 vs. March FY11
(\$ millions)

	Payout %	FY12	% of Total	FY11	% of Total	\$ Change	% Change
Instant Tickets	69.9% to 80.4%	\$260	69.7%	\$235	68.3%	\$26	11.0%
MegaMillions	50%	5	1.4%	6	1.6%	0	-8.7%
Powerball	50%	6	1.7%	5	1.5%	1	24.9%
Keno	70%	62	16.7%	62	18.0%	0	0.8%
Mass Cash	55%	6	1.5%	4	1.0%	2	58.4%
Race Game	70%	2	0.5%	2	0.5%	0	12.5%
Cash WinFall	60%	0	0.0%	2	0.6%	-2	-100.0%
Numbers Game	63%	26	6.9%	27	7.9%	-1	-4.6%
Megabucks	55%	2	0.4%	2	0.6%	0	-14.2%
Raffle Game	50%	0	0.0%	0	0.0%	0	100.0%
Lucky For Life	60%	4		0		4	
Total		\$374	100.0%	\$344	100.0%	\$30	8.8%
Instant Tickets		\$260	69.7%	\$235	68.3%	\$26	11.0%
Online Games		113	30.3%	109	31.7%	4	4.1%
Total		\$374	100.0%	\$344	100.0%	\$30	8.8%

MSLC Revenue Results

FY12 vs. FY11

(\$ millions)

	Payout %	FY12	% of Total	FY11	% of Total	\$ Change	% Change
Instant Tickets	69.9% to 80.4%	\$2,716	68.6%	\$2,522	68.0%	\$194	7.7%
MegaMillions	50%	88	2.2%	91	2.5%	-3	-3.4%
Powerball	50%	68	1.7%	50	1.4%	18	35.0%
Keno	70%	663	16.8%	646	17.4%	17	2.6%
Mass Cash	55%	59	1.5%	39	1.0%	21	53.3%
Race Game	70%	19	0.5%	17	0.5%	2	11.0%
Cash WinFall	60%	17	0.4%	28	0.8%	-11	-40.2%
Numbers Game	63%	281	7.1%	290	7.8%	-9	-3.0%
Megabucks	55%	27	0.7%	23	0.6%	3	14.8%
Raffle Game	50%	10	0.3%	0	0.0%	10	100.0%
Lucky For Life	60%	8		0		8	
Total		\$3,958	100.0%	\$3,707	100.0%	\$250	6.7%
Instant Tickets		\$2,716	68.6%	\$2,522	68.0%	\$194	7.7%
Online Games		1,241	31.4%	1,185	32.0%	56	4.8%
Total		\$3,958	100.0%	\$3,707	100.0%	\$250	6.7%