



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

November 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 October 2012.

Lottery sales continue to climb with overall sales for the month up \$9 million over October 2011 sales. The prize payout for the month of October was 70.4 percent as compared to 71.2 percent for October 2011. The lower prize payout for the month brought our overall prize payout for the first four months of the fiscal year from 73.9 percent to 72.6 percent, a 1.3 percent reduction. The Lottery's net profit for these first four months is \$1.5 million behind last year, a marked improvement compared to the results through the first quarter, which were \$17.8 million behind. It is our belief that this trend will continue and the prize payout will return over the course of the fiscal year to the 72.3 percent payout assumed in our annual net profit projections. As explained in previous correspondence, the payout percentage fluctuates based on the schedule or rate at which players cash in prizes.

October sales increase can be attributed to a \$10 million increase in the Instant Ticket portfolio; a \$1 million increase in KENO sales; and, \$3 million in new sales brought in from the regional Lucky for Life draw game, which debuted in March 2012.

Four draw games in the portfolio experienced sales decreases in October, including: a \$1 million decline in Mega Millions sales due to smaller jackpots compared to last year's offerings; a \$2 million decrease in Powerball sales due to smaller jackpots; a \$1 million decrease in Megabucks Doubler also due to smaller jackpots; and, a \$2 million decrease in Cash WinFall sales because there have been no sales since the game officially ended in January 2012.

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

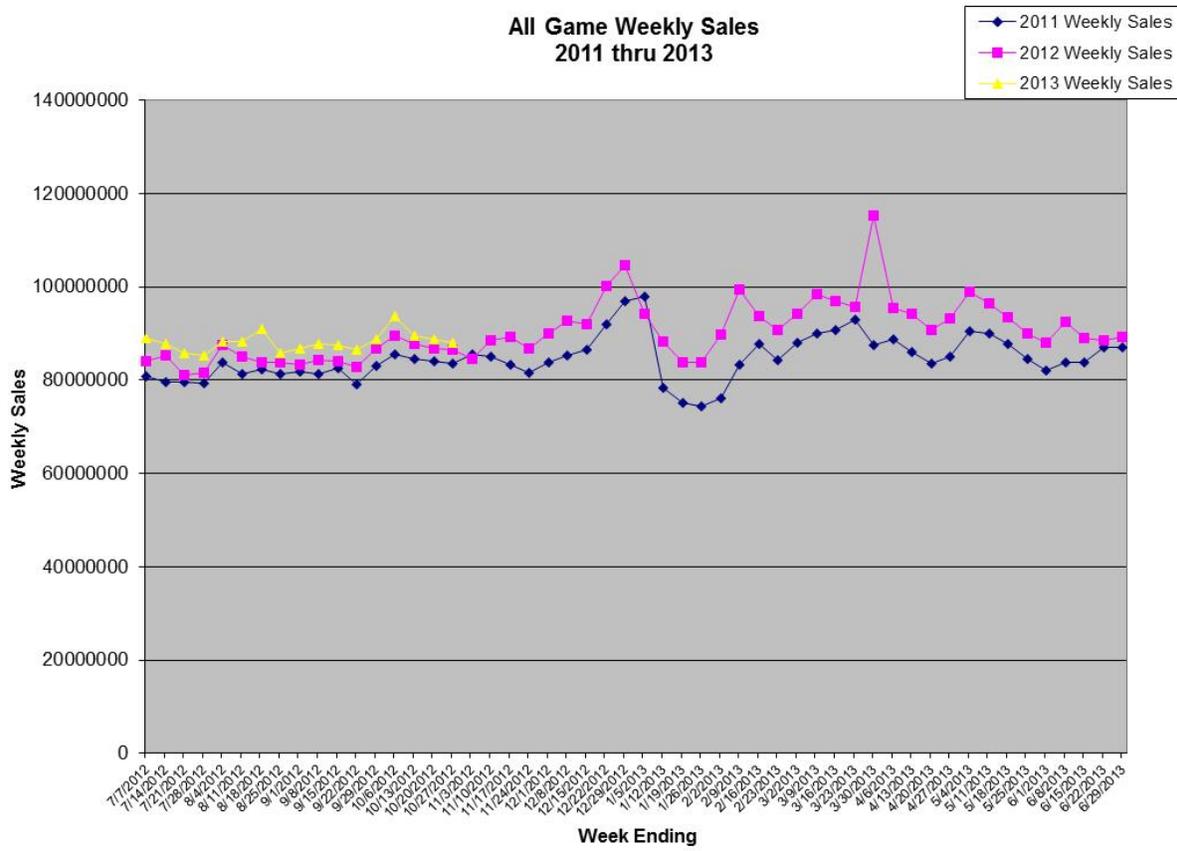
Sincerely,

Paul R. Sternburg
Executive Director



Supporting the 351 Cities and Towns of Massachusetts

All Game Weekly Sales 2011 thru 2013



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MSLC Revenue Results

October FY13 vs. FY12

(\$ millions)

Through October 27, 2012

	<u>FY13</u>	<u>% of Total</u>	<u>FY12</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	\$253	70.4%	\$243	69.3%	\$10	4.3%
MegaMillions	4	1.1%	5	1.3%	-1	-19.1%
Powerball	5	1.4%	8	2.2%	-3	-32.9%
Keno	60	16.8%	59	16.9%	1	2.2%
Mass Cash	5	1.5%	5	1.6%	0	-1.6%
Race Game	2	0.5%	2	0.5%	0	11.8%
Lucky For Life	3	0.9%	0	0.0%	3	100.0%
Cash WinFall	0	0.0%	2	0.5%	-2	-100.0%
Numbers Game	25	6.9%	25	7.1%	0	0.0%
Raffle Game	0	0.1%	0	0.0%	0	2145.0%
Megabucks	1	0.4%	2	0.7%	-1	-38.3%
Total	\$360	100.0%	\$351	100.0%	\$9	2.7%
Instant Tickets	\$253	70.4%	\$243	69.3%	\$10	4.3%
Online Games	107	29.6%	108	30.7%	-1	-1.0%
Total	\$360	100.0%	\$351	100.0%	\$9	2.7%



Supporting the 351 Cities and Towns of Massachusetts

MSLC Revenue Results

Year-to-Date FY13 vs. FY12

(\$ millions)

Through October 27, 2012

	<u>FY13</u>	<u>% of Total</u>	<u>FY12</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	\$1,038	69.3%	\$995	68.9%	\$44	4.4%
MegaMillions	18	1.2%	22	1.5%	-4	-19.7%
Powerball	33	2.2%	25	1.7%	9	34.7%
Keno	253	16.9%	248	17.1%	7	2.8%
Mass Cash	22	1.5%	22	1.5%	0	0.9%
Race Game	8	0.5%	7	0.5%	1	15.7%
Lucky For Life	15	1.0%	0	0.0%	15	100.0%
Cash WinFall	0	0.0%	10	0.7%	-10	-100.0%
Numbers Game	105	7.0%	108	7.5%	-3	-2.7%
Raffle Game	0	0.0%	0	0.0%	0	0.0%
Megabucks	7	0.5%	10	0.7%	-3	-26.5%
Total	\$1,499	100.0%	\$1,444	100.0%	\$56	3.8%
Instant Tickets	\$1,038	69.3%	\$995	68.9%	\$44	4.4%
Online Games	461	30.7%	449	31.1%	12	2.6%
Total	\$1,499	100.0%	\$1,444	100.0%	\$56	3.8%



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