



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

February 20, 2013

As part of the continuing effort to uphold State Treasurer Steven Grossman's commitment to transparent and open operations at the Lottery, enclosed are fiscal performance documents accounting for January 2013.

Lottery sales were up \$18 million for the month of January. The prize payout for January 2013 was 73.5 percent as compared to 73.6 percent for January 2012. Even though our prize payout was 0.1% lower for the month, our overall prize payout percentage for the year increased to 72.9 percent due to accruals. This is 0.3 percent higher than the first seven months of last year. The increase caused our overall net profit to drop \$18.3 million behind FY12's record-setting pace through January 2013.

Games experiencing sales increases in January were Instant Tickets, which were up \$16 million thanks to the introduction of a four ticket suite of "multiplier" themed games; Powerball, which was up \$1 million due to higher jackpot offerings as compared to last year; and, KENO, which was up \$2 million. Additionally, we were able to bring in \$4 million in new sales with the regional Lucky for Life game, which debuted in March 2012.

Games experiencing sales declines in January were Mega Millions, which was down \$1 million in sales due to lower jackpots offerings as compared to last year; Megabucks Doubler, which experienced a \$2 million decrease due to decreased jackpots in FY13; Cash WinFall, which saw a \$3 million decrease because the game has not generated sales since it 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.

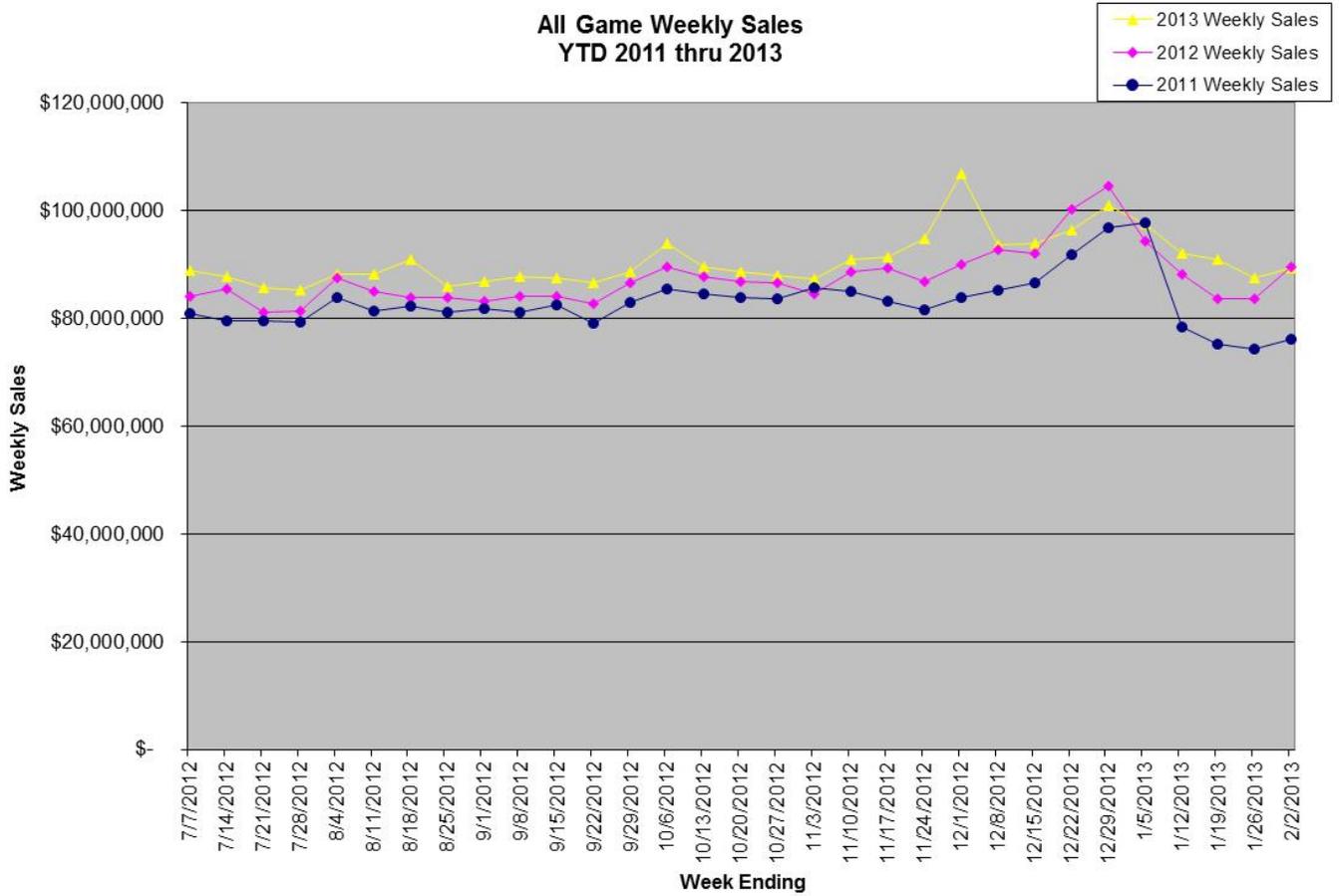
Sincerely,

Paul R. Sternburg
Executive Director



Supporting the 351 Cities and Towns of Massachusetts

**All Game Weekly Sales
YTD 2011 thru 2013**



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MSLC Revenue Results

January FY13 vs. FY12

(\$ millions)

Through February 2, 2013

	<u>FY13</u>	<u>% of Total</u>	<u>FY12</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	\$321	70.2%	\$305	69.2%	\$16	5.2%
MegaMillions	5	1.1%	6	1.4%	-1	-16.7%
Powerball	9	2.0%	8	1.8%	1	12.5%
Keno	76	16.6%	74	16.9%	2	2.1%
Mass Cash	7	1.5%	7	1.6%	0	0.0%
Race Game	2	0.4%	2	0.5%	0	0.0%
Lucky For Life	4	0.9%	0	0.0%	4	100.0%
Cash WinFall	0	0.0%	3	0.7%	-3	-100.0%
Numbers Game	31	6.8%	31	7.0%	0	0.0%
Online Raffle	0	0.0%	0	0.0%	0	0.0%
Super 50-50 Raffle	0	0.0%	0	0.0%	0	100.0%
Megabucks	2	0.4%	4	0.9%	-2	-50.0%
Total	\$457	100.0%	\$440	100.0%	\$17	3.8%
Instant Tickets	\$321	70.2%	\$305	69.2%	\$16	5.2%
Online Games	136	29.8%	135	30.8%	1	0.4%
Total	\$457	100.0%	\$440	100.0%	\$17	3.8%



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MSLC Revenue Results

Year-to-Date FY13 vs. FY12

(\$ millions)

Through February 2, 2013

	<u>FY13</u>	<u>% of Total</u>	<u>FY12</u>	<u>% of Total</u>	<u>\$ Change</u>	<u>% Change</u>
Instant Tickets	\$1,942	69.1%	\$1,871	69.0%	\$71	3.8%
MegaMillions	31	1.1%	43	1.6%	-12	-27.9%
Powerball	83	3.0%	43	1.6%	40	93.0%
Keno	468	16.6%	458	16.9%	10	2.2%
Mass Cash	41	1.5%	41	1.5%	0	0.0%
Race Game	15	0.5%	13	0.5%	2	15.4%
Lucky For Life	25	0.9%	0	0.0%	25	100.0%
Cash WinFall	0	0.0%	16	0.6%	-16	-100.0%
Numbers Game	192	6.8%	196	7.2%	-4	-2.0%
Online Raffle	0	0.0%	10	0.4%	-10	0.0%
Super 50-50 Raffle	2	0.1%	0	0.0%	2	100.0%
Megabucks	13	0.5%	20	0.7%	-7	-35.0%
Total	\$2,812	100.0%	\$2,711	100.0%	\$101	3.7%
Instant Tickets	\$1,942	69.1%	\$1,871	69.0%	\$71	3.8%
Online Games	870	30.9%	840	31.0%	30	3.6%
Total	\$2,812	100.0%	\$2,711	100.0%	\$101	3.7%



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