



Massachusetts State Lottery Commission

DEBORAH B. GOLDBERG
Treasurer and Receiver General

MICHAEL R. SWEENEY
Interim Executive Director

July 30, 2015

Continuing the commitment to transparent and open operations at the State Lottery, included are fiscal performance documents accounting for results through June 2015. These figures represent our unaudited year-end sales and estimated net profit figures for fiscal year 2015.

The Lottery's fiscal year commenced on July 1, 2014 and ended June 30, 2015. Estimated sales of \$5.011 billion topped the previous sales record of \$4.863 billion set last year by \$148 million, marking the fourth consecutive year of record-setting sales. We anticipate returning \$983.5 million in net profit to the Commonwealth, \$35.7 million higher than the \$947.8 million that was included in the FY14 state budget.

The Lottery spent an estimated \$100.5 million on administrative costs in FY15. These costs remained at approximately 2 percent of overall revenues, the lowest of any Lottery operating in the United States.

June 2015 sales were up over \$28 million over last year and our prize payout for the month was 75.46 percent. This drove the overall estimated prize payout for FY15 to 72.65 percent, which is just under the 72.7 percent payout rate that was budgeted for the fiscal year. As explained in previous correspondence, the prize payout percentage fluctuates based on the schedule or rate at which players cash in their prizes.

June's sales increase was driven by a \$17 million bump in the Instant Ticket portfolio, thanks to four new games that were released (\$1, \$2, \$5, \$10 tickets) and continued excitement around the \$30 Supreme Millions ticket that debuted in late April. Additionally, there was a nearly \$9 million increase in KENO sales; a \$2 million increase in Mega Millions sales; and, nearly a \$2 million bump in Numbers Game sales. Powerball experienced a sales decrease of over \$1 million in June.

Over the coming weeks, we will be performing final work on the year-end figures and look forward to sharing our finalized financial statement of operations in September.

Please note that the charts that follow include game sales only, and do not include other revenue-generating items such as fees collected and interest earned which contribute to our overall sales figures. These items will be detailed in the statement of operations.

In the meantime, I am happy to answer any questions you may have about the estimated net profit figure shared above or concerning the Lottery's overall fiscal performance. I can be reached directly at 781-849-5500.

Sincerely,

Michael R. Sweeney
Interim Executive Director



Supporting the 351 Cities and Towns of Massachusetts

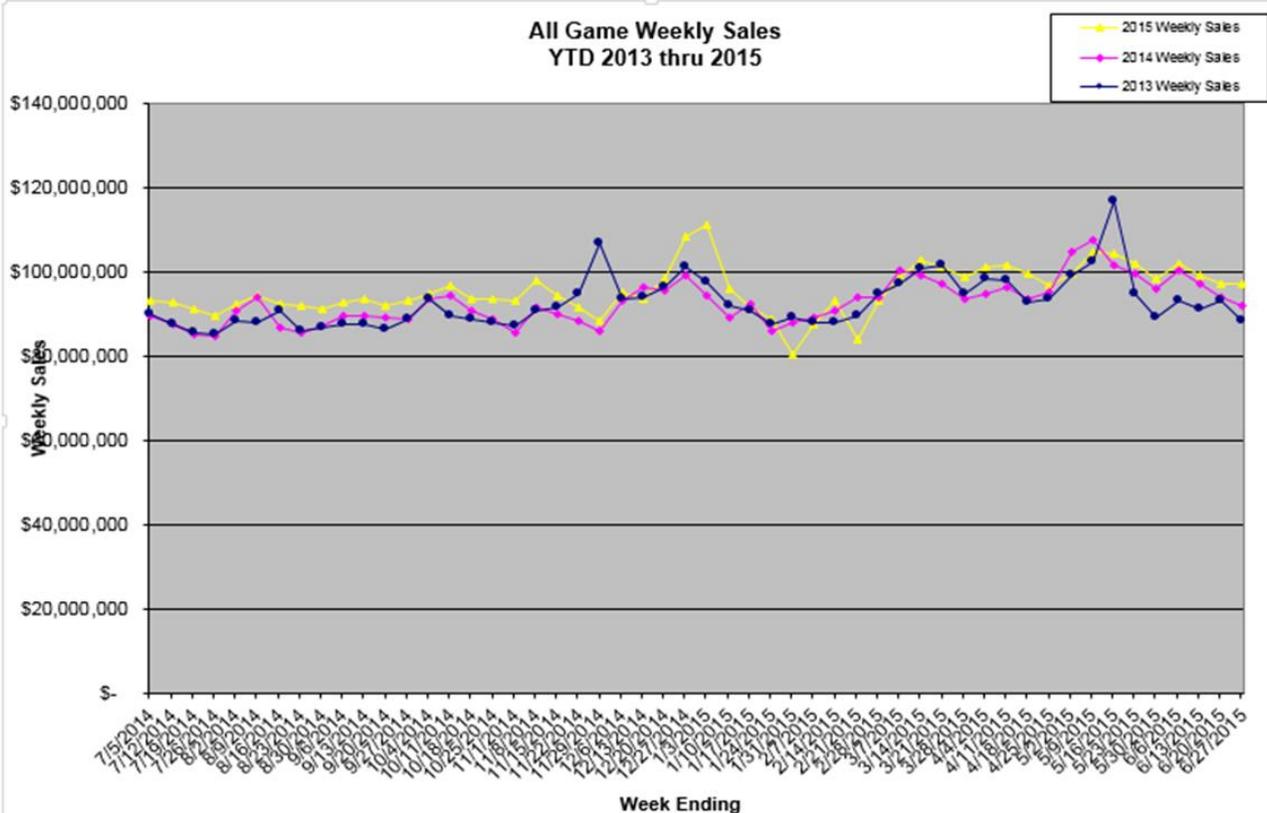
MSLC Revenue Results							
June FY15 vs. FY14 (Adjusted)							
(\$ millions)							
Through June 30, 2015							
	FY15	% of Total	FY14	% of Total	\$ Change	% Change	
Instant Tickets	\$314.3	71.7%	\$297.1	72.5%	\$17.1	5.8%	
MegaMillions	\$5.5	1.3%	\$3.5	0.9%	\$2.0	58.1%	
Powerball	\$5.6	1.3%	\$7.0	1.7%	-\$1.4	-19.5%	
Keno	\$74.1	16.9%	\$65.4	16.0%	\$8.7	13.4%	
Mass Cash	\$6.6	1.5%	\$6.2	1.5%	\$0.4	6.8%	
Race Game	\$0.0	0.0%	\$0.0	0.0%	\$0.0	0.0%	
Lucky For Life	\$2.4	0.5%	\$2.3	0.6%	\$0.1	5.8%	
Numbers Game	\$27.9	6.4%	\$26.2	6.4%	\$1.7	6.5%	
Super 50-50 Raffle	\$0.0	0.0%	\$0.3	0.1%	-\$0.3	-100.0%	
Megabucks	\$1.5	0.4%	\$1.4	0.4%	\$0.1	7.4%	
Jackpot Poker	\$0.2	0.0%	\$0.3	0.1%	-\$0.1	-25.7%	
Total	\$438.1	100.0%	\$409.7	100.0%	\$28.5	7.0%	
Instant Tickets	\$314.3	71.7%	\$297.1	72.5%	\$17.1	5.8%	
Online Games	\$123.9	28.3%	\$112.5	27.5%	\$11.4	10.1%	
Total	\$438.1	100.0%	\$409.7	100.0%	\$28.5	7.0%	

MSLC Revenue Results							
Year-to-Date FY15 vs. FY14 (Adjusted)							
(\$ millions)							
Through June 30, 2015							
	FY15	% of Total	FY14	% of Total	\$ Change	% Change	
Instant Tickets	\$3,523.3	70.6%	\$3,384.2	69.9%	\$139.1	4.1%	
MegaMillions	\$77.0	1.5%	\$78.9	1.6%	-\$2.0	-2.5%	
Powerball	\$93.1	1.9%	\$106.3	2.2%	-\$13.2	-12.4%	
Keno	\$850.6	17.0%	\$814.2	16.8%	\$36.4	4.5%	
Mass Cash	\$75.1	1.5%	\$73.1	1.5%	\$2.0	2.8%	
Race Game	\$0.0	0.0%	\$0.0	0.0%	\$0.0	0.0%	
Lucky For Life	\$26.9	0.5%	\$31.0	0.6%	-\$4.0	-13.0%	
Numbers Game	\$322.9	6.5%	\$322.7	6.7%	\$0.2	0.1%	
Super 50-50 Raffle	\$0.0	0.0%	\$1.2	0.0%	-\$1.2	-100.0%	
Megabucks	\$18.7	0.4%	\$20.4	0.4%	-\$1.8	-8.6%	
Jackpot Poker	\$2.8	0.1%	\$6.6	0.1%	-\$3.8	-57.6%	
Total	\$4,990.2	100.0%	\$4,838.5	100.0%	\$151.7	3.1%	
Instant Tickets	\$3,523.3	70.6%	\$3,384.2	69.9%	\$139.1	4.1%	
Online Games	\$1,467.0	29.4%	\$1,454.4	30.1%	\$12.6	0.9%	
Total	\$4,990.2	100.0%	\$4,838.5	100.0%	\$151.7	3.1%	



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**All Game Weekly Sales
YTD 2013 thru 2015**



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