

**MARYLAND STATE LOTTERY AGENCY**  
**F.Y. 2013 TO DATE SALES AND REVENUES**

22.1

WEEKS

| PRODUCT            | F.Y. 13<br>YEAR TO DATE<br>A/O December 2, 2012 | % of<br>Total<br>Sales | F.Y. 12<br>YEAR TO DATE<br>A/O December 4, 2011 | % of<br>Total<br>Sales | DIFFERENCE        | % of Change  |
|--------------------|-------------------------------------------------|------------------------|-------------------------------------------------|------------------------|-------------------|--------------|
| <b>GAME SALES:</b> |                                                 |                        |                                                 |                        |                   |              |
| PICK 3             | 102,025,018                                     | 13.9%                  | 105,066,642                                     | 14.9%                  | -3,041,624        | -2.89%       |
| PICK 4             | 111,780,570                                     | 15.3%                  | 109,634,416                                     | 15.5%                  | 2,146,154         | 1.96%        |
| KENO               | 76,203,571                                      | 10.4%                  | 83,729,129                                      | 11.9%                  | -7,525,558        | -8.99%       |
| KENO BONUS         | 16,268,767                                      | 2.2%                   | 18,177,609                                      | 2.6%                   | -1,908,842        | -10.50%      |
| KENO SUPER BONUS   | 52,331,998                                      | 7.2%                   | 56,783,008                                      | 8.0%                   | -4,451,010        | -7.84%       |
| INSTANT            | 198,669,994                                     | 27.1%                  | 195,096,506                                     | 27.7%                  | 3,573,488         | 1.83%        |
| MEGA-MILLIONS      | 28,184,556                                      | 3.9%                   | 31,076,974                                      | 4.4%                   | -2,892,418        | -9.31%       |
| MEGAPLIER          | 1,754,409                                       | 0.2%                   | 1,722,525                                       | 0.2%                   | 31,884            | 1.85%        |
| POWERBALL          | 59,560,047                                      | 8.1%                   | 27,532,444                                      | 3.9%                   | 32,027,603        | 116.33%      |
| POWERPLAY          | 2,170,204                                       | 0.3%                   | 2,222,480                                       | 0.3%                   | -52,276           | -2.35%       |
| BONUS MATCH-5      | 8,865,375                                       | 1.2%                   | 9,221,511                                       | 1.3%                   | -356,136          | -3.86%       |
| MULTI-MATCH        | 13,225,822                                      | 1.8%                   | 13,371,393                                      | 1.9%                   | -145,571          | -1.09%       |
| RACE TRAX          | 51,368,053                                      | 7.0%                   | 45,103,107                                      | 6.4%                   | 6,264,946         | 13.89%       |
| RACE TRAX BONUS    | 7,817,354                                       | 1.1%                   | 6,686,603                                       | 0.9%                   | 1,130,751         | 16.91%       |
| 5 CARD CASH        | 1,560,576                                       | 0.2%                   | -                                               | 0.0%                   | 1,560,576         | #DIV/0!      |
| <b>TOTALS</b>      | <b>731,786,312</b>                              | <b>100.0%</b>          | <b>705,424,347</b>                              | <b>100.0%</b>          | <b>26,361,965</b> | <b>3.74%</b> |

|                       |                    | Rate of Return |                    | Rate of Return |                 | % of Change   |
|-----------------------|--------------------|----------------|--------------------|----------------|-----------------|---------------|
| <b>GAME REVENUES:</b> |                    |                |                    |                |                 |               |
| PICK 3                | 37,097,139         | 36.4%          | 46,634,493         | 44.4%          | -9,537,354      | -20.45%       |
| PICK 4                | 50,013,256         | 44.7%          | 44,826,663         | 40.9%          | 5,186,594       | 11.57%        |
| KENO                  | 22,864,151         | 30.0%          | 25,983,024         | 31.0%          | -3,118,873      | -12.00%       |
| KENO BONUS            | 4,631,253          | 28.5%          | 5,023,604          | 27.6%          | -392,351        | -7.81%        |
| KENO SUPER BONUS      | 11,774,736         | 22.5%          | 13,653,117         | 24.0%          | -1,878,382      | -13.76%       |
| INSTANT               | 32,916,821         | 16.6%          | 35,113,699         | 18.0%          | -2,196,878      | -6.26%        |
| MEGA-MILLIONS         | 11,625,373         | 41.2%          | 13,451,559         | 43.3%          | -1,826,187      | -13.58%       |
| MEGAPLIER             | 783,791            | 44.7%          | 715,412            | 41.5%          | 68,379          | 9.56%         |
| POWERBALL             | 24,562,413         | 41.2%          | 11,590,746         | 42.1%          | 12,971,667      | 111.91%       |
| POWERPLAY             | 834,367            | 38.4%          | 1,084,718          | 48.8%          | -250,351        | -23.08%       |
| BONUS MATCH-5         | 3,510,143          | 39.6%          | 3,734,069          | 40.5%          | -223,926        | -6.00%        |
| MULTI-MATCH           | 4,643,455          | 35.1%          | 4,841,163          | 36.2%          | -197,708        | -4.08%        |
| RACE TRAX             | 11,228,794         | 21.9%          | 11,060,981         | 24.5%          | 167,813         | 1.52%         |
| RACE TRAX BONUS       | 1,409,134          | 18.0%          | 1,578,483          | 23.6%          | -169,349        | -10.73%       |
| 5 CARD CASH           | 417,145            | 26.7%          | -                  | #DIV/0!        | 417,145         | #DIV/0!       |
| <b>TOTALS</b>         | <b>218,311,971</b> | <b>29.8%</b>   | <b>219,291,731</b> | <b>31.1%</b>   | <b>-979,759</b> | <b>-0.45%</b> |

|                      |            |      |            |      |            |         |
|----------------------|------------|------|------------|------|------------|---------|
| <b>STADIUM AUTH.</b> | 12,409,164 | 1.7% | 14,482,681 | 2.1% | -2,073,517 | -14.32% |
|----------------------|------------|------|------------|------|------------|---------|

|                     |             |       |             |       |           |       |
|---------------------|-------------|-------|-------------|-------|-----------|-------|
| <b>GENERAL FUND</b> | 205,902,807 | 28.1% | 204,809,050 | 29.0% | 1,093,758 | 0.53% |
|---------------------|-------------|-------|-------------|-------|-----------|-------|

**TOTAL REVENUE**

|                            |                    |                               |
|----------------------------|--------------------|-------------------------------|
| <b>BRE ESTIMATES</b>       | <b>224,265,001</b> | <b>42.6% OF YEAR COMPLETE</b> |
| <b>OVER / (UNDER) EST.</b> | <b>(5,953,030)</b> | <b>-2.7% OF ESTIMATE</b>      |

**STADIUM AUTHORITY**

|                            |                  |                               |
|----------------------------|------------------|-------------------------------|
| <b>BRE ESTIMATES</b>       | <b>8,515,385</b> | <b>42.6% OF YEAR COMPLETE</b> |
| <b>OVER / (UNDER) EST.</b> | <b>3,893,779</b> | <b>45.7% OF ESTIMATE</b>      |

**BRE ESTIMATE**

|           |                    |
|-----------|--------------------|
| <b>\$</b> | <b>526,729,000</b> |
|-----------|--------------------|

**Prior Year Revenues - Next Week:**

|            |            |                      |
|------------|------------|----------------------|
| 12/11/2011 | 9,391,854  | Sales \$34.4 million |
| 12/18/2011 | 6,900,357  | Sales \$36.0 million |
| 12/25/2011 | 12,055,495 | Sales \$40.0 million |
| 1/1/2012   | 11,824,863 | Sales \$35.7 million |

| <b>EST UNCLAIMED PRIZE FUND USAGE</b> |                      |
|---------------------------------------|----------------------|
| Pick 3 Promotions                     | \$ 1,219,575         |
| Pick 4 Promotions                     | 1,285,620            |
| Keno Promotions                       | 4,228,293            |
| Mega Millions/Megaplier Promo/JP Su   | 0                    |
| Multi Match Promo/JP Supplement       | 27,127               |
| Racetrax Promotions                   | 472,665              |
| Public Affairs Giveaway Tickets       | 39,066               |
| Instant Scratch-Off Promotions        | 551,393              |
| Medal Madness                         | 2,259,211            |
| Powerball/Powerplay JP supp/Promot    | 0                    |
| 5 Card Cash Promotion                 | 506,290              |
| Bonus Match 5 Promotions              | 245,344              |
|                                       |                      |
|                                       |                      |
| <b>TOTAL</b>                          | <b>\$ 10,834,584</b> |

**UCPF ESTIMATED BALANCE**

|           |                  |
|-----------|------------------|
| <b>\$</b> | <b>6,700,000</b> |
|-----------|------------------|

\*\*NOTE For comparative purposes, FY12 excludes amounts from July 1-2, 2011 (Fri-Sat)  
(Sales \$11.5 mil. and Revenues \$1.87 mil.)

| <b>WEEKLY AVERAGES</b>       |               |
|------------------------------|---------------|
| Current Average Sales        | \$ 33,052,679 |
| Current Average Revenue      | 9,860,523     |
| Sales Needed to Reach Est.   | \$ 34,622,249 |
| Revenue Needed to Reach Est. | 10,328,769    |