

**MARYLAND STATE LOTTERY AGENCY  
F.Y. 2015 TO DATE SALES AND REVENUES**

23.0 WEEKS

| PRODUCT            | F.Y. 15<br>YEAR TO DATE<br>A/O December 7, 2014 |                    | % of<br>Total<br>Sales | F.Y. 14<br>YEAR TO DATE<br>A/O December 8, 2013 |               | DIFFERENCE        | % of Change |
|--------------------|---|--------------------|------------------------|---|---------------|-------------------|-------------|
|                    |   |                    |                        |   |               |                   |             |
| <b>GAME SALES:</b> |   |                    |                        |   |               |                   |             |
| PICK 3             | \$  | 104,891,472        | 14.0%                  | 106,421,686                                     | 14.6%         | (1,530,214)       | -1.4%       |
| PICK 4             |   | 118,288,160        | 15.8%                  | 117,571,632                                     | 16.1%         | 716,528           | 0.6%        |
| KENO               |   | 67,523,249         | 9.0%                   | 69,779,885                                      | 9.5%          | (2,256,636)       | -3.2%       |
| KENO BONUS         |   | 13,125,432         | 1.8%                   | 14,314,106                                      | 2.0%          | (1,188,674)       | -8.3%       |
| KENO SUPER BONUS   |   | 47,921,563         | 6.4%                   | 48,055,265                                      | 6.6%          | (133,702)         | -0.3%       |
| INSTANT            |   | 225,214,195        | 30.1%                  | 194,194,549                                     | 26.6%         | 31,019,646        | 16.0%       |
| MEGA-MILLIONS      |   | 34,805,361         | 4.7%                   | 32,677,170                                      | 4.5%          | 2,128,191         | 6.5%        |
| MEGAPLIER          |   | 2,764,279          | 0.4%                   | 2,279,016                                       | 0.3%          | 485,263           | 21.3%       |
| POWERBALL          |   | 30,863,270         | 4.1%                   | 51,211,580                                      | 7.0%          | (20,348,310)      | -39.7%      |
| POWERPLAY          |   | 1,879,609          | 0.3%                   | 2,345,969                                       | 0.3%          | (466,360)         | -19.9%      |
| BONUS MATCH-5      |   | 9,198,974          | 1.2%                   | 9,158,683                                       | 1.3%          | 40,291            | 0.4%        |
| MULTI-MATCH        |   | 13,390,260         | 1.8%                   | 12,171,182                                      | 1.7%          | 1,219,078         | 10.0%       |
| RACE TRAX          |   | 56,943,901         | 7.6%                   | 58,400,782                                      | 8.0%          | (1,456,881)       | -2.5%       |
| RACE TRAX BONUS    |   | 8,233,046          | 1.1%                   | 8,805,235                                       | 1.2%          | (572,189)         | -6.5%       |
| 5 CARD CASH        |   | 3,134,527          | 0.4%                   | 3,885,660                                       | 0.5%          | (751,133)         | -19.3%      |
| ITLM               |   | 8,650,730          | 1.2%                   | -   | 0.0%          | 8,650,730         | 100.0%      |
| MONOPOLY MILLIONS  |   | 1,207,930          | 0.2%                   | -   | 0.0%          | 1,207,930         | 100.0%      |
| <b>TOTALS</b>      | \$  | <b>748,035,958</b> | <b>100.0%</b>          | <b>731,272,399</b>                              | <b>100.0%</b> | <b>16,763,559</b> | <b>2.3%</b> |

| GAME REVENUES:    |    |                    | Rate of Return |                    |              | Rate of Return       | Difference   | % of Change |
|-------------------|----|--------------------|----------------|--------------------|--------------|----------------------|--------------|-------------|
|                   |    |                    |                |                    |              |                      |              |             |
| PICK 3            | \$ | 42,841,550         | 40.8%          | 42,755,213         | 40.2%        | 86,337               | 0.2%         |             |
| PICK 4            |    | 52,395,912         | 44.3%          | 51,620,073         | 43.9%        | 775,839              | 1.5%         |             |
| KENO              |    | 20,564,084         | 30.5%          | 21,374,861         | 30.6%        | (810,777)            | -3.8%        |             |
| KENO BONUS        |    | 4,008,743          | 30.5%          | 4,130,073          | 28.9%        | (121,330)            | -2.9%        |             |
| KENO SUPER BONUS  |    | 11,431,101         | 23.9%          | 11,252,676         | 23.4%        | 178,425              | 1.6%         |             |
| INSTANT           |    | 39,848,529         | 17.7%          | 34,620,760         | 17.8%        | 5,227,769            | 15.1%        |             |
| MEGA-MILLIONS     |    | 13,731,466         | 39.5%          | 13,205,215         | 40.4%        | 526,251              | 4.0%         |             |
| MEGAPLIER         |    | 1,563,349          | 56.6%          | 1,032,439          | 45.3%        | 530,910              | 51.4%        |             |
| POWERBALL         |    | 12,109,750         | 39.2%          | 21,268,287         | 41.5%        | (9,158,537)          | -43.1%       |             |
| POWERPLAY         |    | 107,524            | 5.7%           | 1,164,876          | 49.7%        | (1,057,352)          | -90.8%       |             |
| BONUS MATCH-5     |    | 3,564,836          | 38.8%          | 3,208,033          | 35.0%        | 356,803              | 11.1%        |             |
| MULTI-MATCH       |    | 4,424,521          | 33.0%          | 4,238,802          | 34.8%        | 185,719              | 4.4%         |             |
| RACE TRAX         |    | 13,635,600         | 23.9%          | 13,803,324         | 23.6%        | (167,724)            | -1.2%        |             |
| RACE TRAX BONUS   |    | 1,775,455          | 21.6%          | 2,073,650          | 23.6%        | (298,195)            | -14.4%       |             |
| 5 CARD CASH       |    | 1,028,903          | 32.8%          | 1,168,004          | 30.1%        | (139,101)            | -11.9%       |             |
| ITLM              |    | 78,382             | 0.9%           | -                  | 0.0%         | 78,382               | 100.0%       |             |
| MONOPOLY MILLIONS |    | 514,885            | 42.6%          | -                  | 0.0%         | 514,885              | 100.0%       |             |
| <b>TOTALS</b>     | \$ | <b>223,624,589</b> | <b>29.9%</b>   | <b>226,916,286</b> | <b>31.0%</b> | <b>\$(3,291,697)</b> | <b>-1.5%</b> |             |

|               |    |            |      |    |            |      |           |      |
|---------------|----|------------|------|----|------------|------|-----------|------|
| STADIUM AUTH. | \$ | 15,294,815 | 2.0% | \$ | 14,237,654 | 1.9% | 1,057,161 | 7.4% |
|---------------|----|------------|------|----|------------|------|-----------|------|

|                    |    |       |         |    |   |      |       |        |
|--------------------|----|-------|---------|----|---|------|-------|--------|
| MD VETERAN'S TRUST | \$ | 7,838 | 0.0010% | \$ | - | 0.0% | 7,838 | 100.0% |
|--------------------|----|-------|---------|----|---|------|-------|--------|

|              |    |             |       |  |             |       |             |       |
|--------------|----|-------------|-------|--|-------------|-------|-------------|-------|
| GENERAL FUND | \$ | 208,321,936 | 27.8% |  | 212,678,632 | 29.0% | (4,356,696) | -2.0% |
|--------------|----|-------------|-------|--|-------------|-------|-------------|-------|

**TOTAL REVENUE**

|                     |    |             |                               |
|---------------------|----|-------------|-------------------------------|
| BRE ESTIMATES       | \$ | 231,533,481 | <b>44.2% OF YEAR COMPLETE</b> |
| OVER / (UNDER) EST. | \$ | (7,908,891) | <b>-3.4% OF ESTIMATE</b>      |

**STADIUM AUTHORITY**

|                    |    |            |                             |
|--------------------|----|------------|-----------------------------|
| BUDGET REQUIREMENT | \$ | 20,000,000 |                             |
| YTD CONTRIBUTION   | \$ | 15,294,815 | <b>76.5% OF REQUIREMENT</b> |

**BRE ESTIMATE**

|    |                    |
|----|--------------------|
| \$ | <b>523,467,000</b> |
|----|--------------------|

Prior Year Revenues:

|            |            |                      |
|------------|------------|----------------------|
| 12/8/2013  | 11,944,759 | Sales \$34.7 Million |
| 12/15/2013 | 13,855,369 | Sales \$36.8 Million |
| 12/22/2013 | 14,654,408 | Sales \$43.5 Million |
| 12/29/2013 | 10,490,809 | Sales \$33.8 Million |

**Fiscal Year 2015 Sales Goal Analysis**

|                  |                                   |
|------------------|-----------------------------------|
| \$ 1,776,780,000 | FY 2015 Sales Goal                |
| 34,168,846       | weekly sales needed to reach goal |
| 785,883,462      | sales needed as of 12/07/2014     |
| 748,035,958      | actual sales as of 12/07/2014     |
| \$ (37,847,504)  | under goal                        |

**Est Unclaimed Prize Fund Usage**

|                     |              |
|---------------------|--------------|
| UCPF Reserve-12.14  | \$ 6,616,058 |
| Dec 2014 Net Change | (498,656)    |
| UCPF Reserve-12.14  | \$ 6,117,402 |

**WEEKLY AVERAGES**

|                              |               |
|------------------------------|---------------|
| Current Average Sales        | \$ 32,523,303 |
| Current Average Revenue      | 9,722,808     |
| Sales Needed to Reach Est.   | \$ 34,585,812 |
| Revenue Needed to Reach Est. | 10,339,393    |