

**OKLAHOMA LOTTERY COMMISSION**

December 3, 2015	FY'2006	FY'2007	FY'2008	FY'2009	FY'2010	FY'2011	FY'2012	FY'2013	FY'14	FY'15	FY'16 Proj. (12/3/2015)
<b>REVENUES</b>											
Instant (Scratchers)	\$111,318,511	\$86,966,117	\$78,212,513	\$77,883,679	\$88,966,304	\$102,969,295	\$95,978,562	\$89,393,668	\$85,876,010	\$81,600,192	\$77,500,000
On-line games:											
Instate Online Games	8,428,541	13,546,090	12,521,968	10,997,200	11,725,294	10,563,117	10,904,714	10,353,034	9,895,762	11,503,830	10,050,000
Hot Lotto game			6,736,044	13,253,129	12,467,350	9,514,730	7,407,098	8,306,635	8,858,804	9,917,136	8,100,000
MegaMillions					6,938,995	20,954,777	27,328,981	16,108,965	27,674,261	22,099,568	20,400,000
Powerball game	71,042,744	102,818,624	107,040,421	91,030,676	79,649,351	54,152,013	58,235,023	76,046,572	58,822,255	46,512,750	45,000,000
Total Online Game Revenues	79,471,285	116,364,714	126,298,433	115,281,005	110,780,990	95,184,637	103,875,816	110,815,206	105,251,082	90,033,284	83,550,000
Lottery Game Revenues	190,789,796	203,330,831	204,510,946	193,164,684	199,747,294	198,153,932	199,854,378	200,208,874	191,127,092	171,633,476	161,050,000
Retailer application fees	227,296	120,404	116,280	111,934	115,585	112,380	112,375	108,637	106,000	105,245	105,000
Other	4,333	28,497	6,984	49,425	63,019	8,234	6,600	6,848	7,250	7,975	5,000
<b>TOTAL REVENUES</b>	<b>191,021,425</b>	<b>203,479,732</b>	<b>204,634,210</b>	<b>193,326,043</b>	<b>199,925,898</b>	<b>198,274,546</b>	<b>199,973,353</b>	<b>200,324,359</b>	<b>\$191,240,342</b>	<b>\$171,746,696</b>	<b>\$161,160,000</b>
	FY'2006	FY'2007	FY'2008	FY'2009	FY'2010	FY'2011	FY'2012	FY'13	FY'14	FY'15	FY'16 Proj. (12/3/2015)
<b>DIRECT COSTS</b>											
Commissions and incentives to retail	12,924,387	13,428,925	13,425,128	12,753,727	13,150,714	13,219,310	13,233,747	13,114,765	12,647,675	11,425,710	10,742,035
Prize expenses:											
Instant games	56,305,309	42,976,371	42,002,753	42,361,471	53,159,059	60,780,047	54,410,671	50,727,284	47,973,892	44,669,301	44,516,000
Online games:											
Instate Online Games	4,328,051	6,344,565	5,741,284	5,184,941	5,686,532	5,017,454	5,138,173	5,430,443	4,916,180	5,387,197	5,025,000
Hot Lotto game			3,229,867	6,199,878	5,894,100	4,411,148	3,575,998	3,942,229	4,236,867	4,621,711	4,045,950
MegaMillions					3,621,713	10,436,364	13,445,425	7,218,111	13,263,233	10,669,022	10,189,800
Powerball game	34,951,355	49,211,756	51,598,711	42,176,660	36,731,212	25,955,811	26,482,543	37,145,357	27,106,383	22,435,696	22,477,500
Total online game prize expense	39,279,406	55,556,321	60,569,862	53,561,479	51,933,557	45,820,777	48,642,139	53,736,140	49,522,663	43,113,626	41,738,250
Total lottery game prize expenses	95,584,715	98,532,692	102,572,615	95,922,950	105,092,616	106,600,824	103,052,810	104,463,424	97,496,555	87,782,927	86,254,250
Instant and on-line costs	5,599,134	6,076,887	6,079,013	5,675,014	5,903,703	5,895,707	6,081,715	5,948,626	7,798,373	7,271,417	6,430,284
<b>2 TOTAL DIRECT COSTS</b>	<b>114,108,236</b>	<b>118,038,504</b>	<b>122,076,756</b>	<b>114,351,691</b>	<b>124,147,033</b>	<b>125,715,841</b>	<b>122,368,272</b>	<b>123,526,815</b>	<b>117,942,603</b>	<b>106,480,054</b>	<b>103,426,569</b>
<b>3 GROSS PROFIT</b>	<b>76,913,189</b>	<b>85,441,228</b>	<b>82,557,454</b>	<b>78,974,352</b>	<b>75,778,865</b>	<b>72,558,705</b>	<b>77,605,081</b>	<b>76,797,544</b>	<b>73,297,739</b>	<b>65,266,642</b>	<b>57,733,431</b>
	FY'2006	FY'2007	FY'2008	FY'2009	FY'2010	FY'2011	FY'2012	FY'13	FY'14	FY'15	FY'16 Proj. (12/3/2015)
<b>OPERATING EXPENSES</b>											
<b>4 TOTAL OPERATING EXPENSES</b>	<b>7,581,846</b>	<b>9,557,361</b>	<b>9,774,573</b>	<b>8,109,261</b>	<b>7,994,755</b>	<b>6,596,129</b>	<b>4,860,761</b>	<b>4,615,135</b>	<b>4,486,957</b>	<b>5,394,206</b>	<b>5,000,000</b>
<b>5 OPERATING INCOME</b>	<b>69,331,343</b>	<b>75,883,867</b>	<b>72,782,881</b>	<b>70,865,091</b>	<b>67,784,110</b>	<b>65,962,576</b>	<b>72,744,320</b>	<b>72,182,409</b>	<b>68,810,782</b>	<b>59,872,436</b>	<b>52,733,431</b>
NON-OPERATING INCOME (EXPENSE)											
Interest income	349,362	1,060,393	1,143,557	592,790	440,113	304,801	281,890	348,277	323,723	243,157	205,020
Transfer to/due to Mental Health	(44,600)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(750,000)	(750,000)	(750,000)
<b>6 Transfers to and due to OELTF</b>	<b>(68,948,959)</b>	<b>(69,378,465)</b>	<b>(71,608,831)</b>	<b>(69,226,501)</b>	<b>(69,974,064)</b>	<b>(69,396,091)</b>	<b>(69,990,674)</b>	<b>(70,113,527)</b>	<b>(66,934,120)</b>	<b>(60,111,343)</b>	<b>(56,406,000)</b>
<b>7 NET NON-OPERATING INCOME (EXPENSE)</b>	<b>(\$68,644,197)</b>	<b>(\$68,645,552)</b>	<b>(\$70,965,274)</b>	<b>(\$69,133,711)</b>	<b>(\$70,033,951)</b>	<b>(\$69,591,290)</b>	<b>(\$70,208,784)</b>	<b>(\$70,265,250)</b>	<b>(\$67,360,397)</b>	<b>(\$60,618,186)</b>	<b>(56,950,980)</b>
<b>Funds to Educ.as % of Total Revs.</b>	<b>36.1%</b>	<b>34.1%</b>	<b>35.0%</b>	<b>35.8%</b>	<b>35.0%</b>	<b>35.0%</b>	<b>35.0%</b>	<b>35.0%</b>	<b>35.0%</b>	<b>35.0%</b>	<b>35.0%</b>
<b>Opns as % of Sales</b>	<b>3.9739%</b>	<b>4.7004%</b>	<b>4.7795%</b>	<b>4.1981%</b>	<b>4.0024%</b>	<b>3.3288%</b>	<b>2.4322%</b>	<b>2.3052%</b>	<b>2.3476%</b>	<b>3.1429%</b>	<b>3.1046%</b>
<b>Advert./Promo. as % of Sales</b>	<b>2.2813%</b>	<b>2.6191%</b>	<b>2.7405%</b>	<b>2.1399%</b>	<b>1.9808%</b>	<b>1.5257%</b>	<b>0.8269%</b>	<b>0.8110%</b>	<b>0.7956%</b>	<b>1.5987%</b>	<b>1.1798%</b>
<b>Opns less Advert. as % of Sales</b>	<b>1.6926%</b>	<b>2.0813%</b>	<b>2.0390%</b>	<b>2.0582%</b>	<b>2.0216%</b>	<b>1.8031%</b>	<b>1.6052%</b>	<b>1.4941%</b>	<b>1.5520%</b>	<b>1.5442%</b>	<b>1.9249%</b>