

CONNECTICUT LOTTERY CORPORATION
SCHEDULE OF PROFIT MARGINS BY GAME TYPE, YEAR ENDED JUNE 30, 2012, AS AMENDED

PROFIT CONTRIBUTIONS (\$000's)

	Instant	Play3 Night	Play4 Night	Play3 Day	Play4 Day
NET SALES	\$ 653,310	\$ 73,881	\$ 61,139	\$ 47,642	\$ 37,399
DIRECT COSTS					
Gross prize expense	451,714	34,670	31,101	22,470	14,646
Unclaimed prize credit	(7,023)	(574)	(626)	(284)	(306)
Use of unclaimed prize reserve	1	89	5	83	–
<i>Net prize expense</i>	444,692	34,185	30,480	22,269	14,340
Retailer commissions	37,568	4,036	3,289	2,605	1,990
On-line systems	5,961	675	559	435	342
Marketing, advertising and promotion	4,926	154	106	178	66
Production expenses	6,449	65	65	66	65
<i>Total direct costs</i>	499,596	39,115	34,499	25,553	16,803
GROSS PROFIT	\$ 153,714	\$ 34,766	\$ 26,640	\$ 22,089	\$ 20,596

PROFIT MARGIN (% OF NET SALES)

NET SALES	100.0%	100.0%	100.0%	100.0%	100.0%
DIRECT COSTS					
Gross prize expense	69.1%	46.9%	50.9%	47.2%	39.2%
Unclaimed prize credit	(1.1%)	(0.8%)	(1.0%)	(0.6%)	(0.8%)
Use of unclaimed prize reserve	0.0%	0.1%	0.0%	0.2%	0.0%
<i>Net prize expense</i>	68.0%	46.2%	49.9%	46.8%	38.4%
Retailer commissions	5.8%	5.5%	5.4%	5.5%	5.3%
On-line systems	0.9%	0.9%	0.9%	0.9%	0.9%
Marketing, advertising and promotion	0.8%	0.2%	0.2%	0.4%	0.2%
Production expenses	1.0%	0.1%	0.1%	0.1%	0.2%
<i>Total direct costs</i>	76.5%	52.9%	56.5%	53.7%	45.0%
GROSS PROFIT	23.5%	47.1%	43.5%	46.3%	55.0%

Classic Lotto	Cash5	Powerball	Mega Millions	Lucky for Life*	CT Super Draw	Total
\$ 27,372	\$ 33,781	\$ 74,281	\$ 40,628	\$ 26,871	\$ 5,436	\$ 1,081,740
14,485	18,238	37,150	20,515	16,269	2,776	664,034
(296)	(491)	(2,180)	(440)	(422)	(94)	(12,736)
1,999	–	–	–	6,423	–	8,600
16,188	17,747	34,970	20,075	22,270	2,682	659,898
1,473	1,866	4,006	2,087	1,518	302	60,740
250	309	675	354	245	51	9,856
130	57	1,334	807	1,714	1,054	10,526
63	63	115	37	65	–	7,053
18,104	20,042	41,100	23,360	25,812	4,089	748,073
\$ 9,268	\$ 13,739	\$ 33,181	\$ 17,268	\$ 1,059	\$ 1,347	\$ 333,667
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
52.9%	54.0%	50.0%	50.5%	60.5%	51.1%	61.4%
(1.1%)	(1.5%)	(2.9%)	(1.1%)	(1.6%)	(1.7%)	(1.2%)
7.3%	0.0%	0.0%	0.0%	23.9%	0.0%	0.8%
59.1%	52.5%	47.1%	49.4%	82.8%	49.4%	61.0%
5.4%	5.5%	5.4%	5.1%	5.6%	5.6%	5.6%
0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%
0.5%	0.2%	1.8%	2.0%	6.4%	19.4%	1.0%
0.2%	0.2%	0.2%	0.1%	0.2%	0.0%	0.7%
66.1%	59.3%	55.4%	57.5%	95.9%	75.3%	69.2%
33.9%	40.7%	44.6%	42.5%	4.1%	24.7%	30.8%

**“Lucky for Life” includes both the CT-only Lucky-4-Life game which ended in March, 2012 and the Lucky for Life game which began in March, 2012.