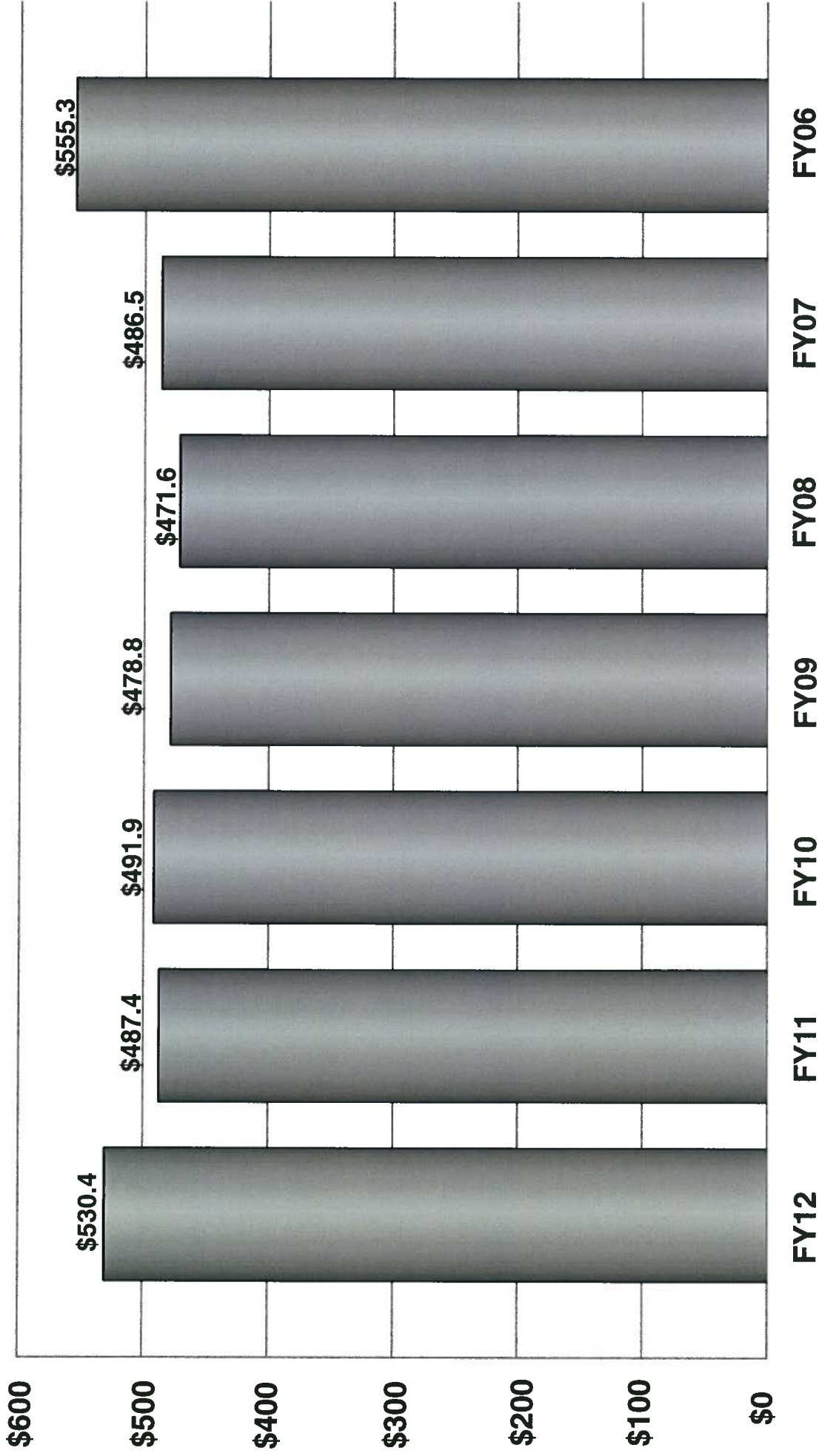


South Carolina Education Lottery  
Presentation to  
Ways & Means Committee  
The House of Representatives  
January 19, 2012



# Sales Revenue (\$M) JULY – DECEMBER FY06 – FY12





(amounts in \$millions)

## REVENUE & EXPENSES

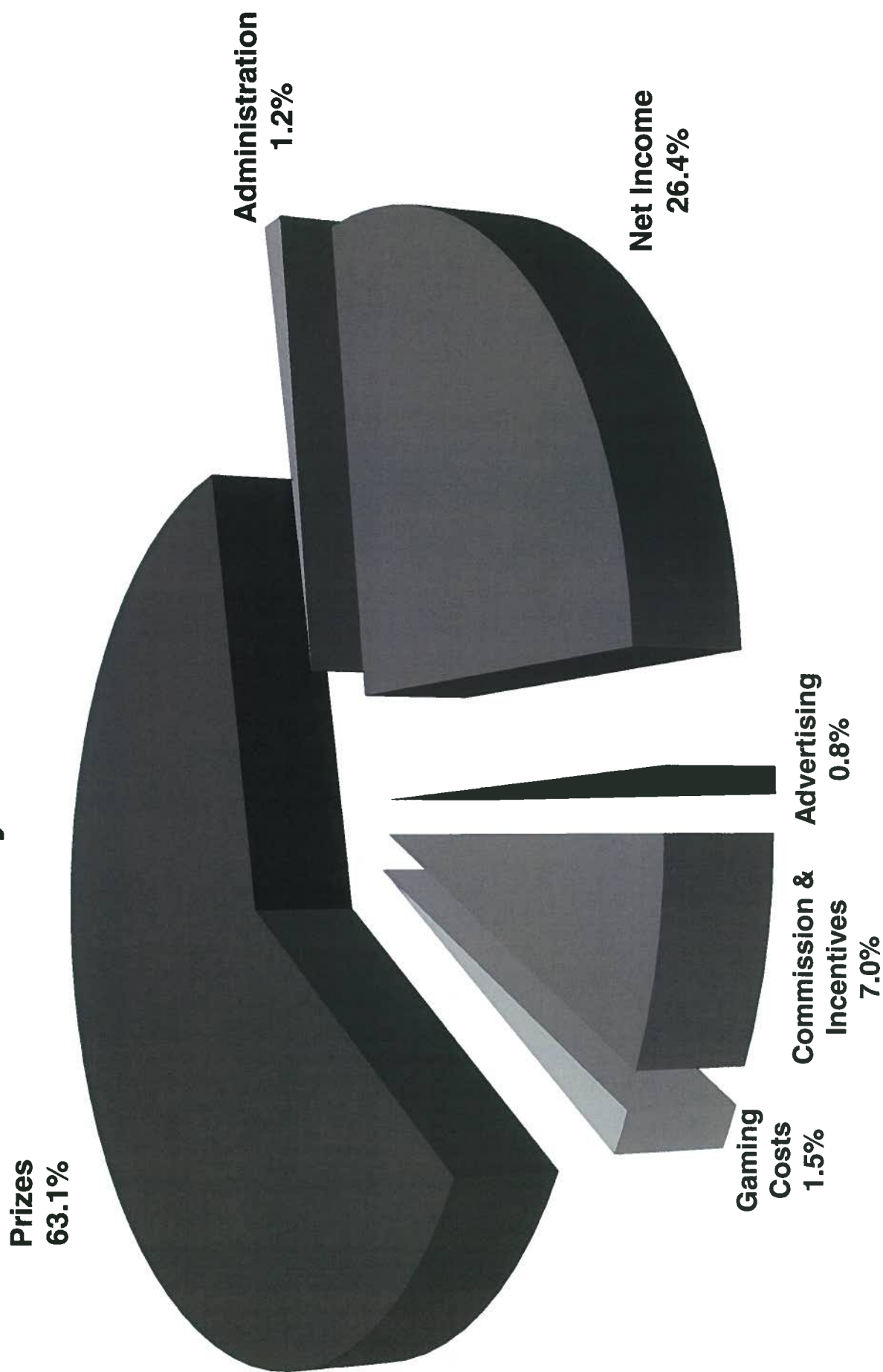
JULY - DECEMBER:

	<u>FY12</u>	<u>FY11</u>	<u>Change</u> <u>FY11 to</u> <u>FY12</u>
<b>TOTAL REVENUE</b>	<b>\$532.3</b>	<b>\$489.0</b>	<b>\$43.3</b>
<b>LESS:</b>			
COMMISSION	37.4	34.5	2.9
PRIZES	335.8	307.0	28.8
GAMING COSTS	8.2	7.9	0.3
ADVERTISING	3.9	4.0	(0.1)
OPERATING EXPENSES	6.4	6.9	(0.5)
<b>NET:</b>	<b>\$140.6</b>	<b>\$128.7</b>	<b>\$11.9</b>



# Percent of Total Revenue – FY12

## July - December





# Transfers FY12 and FY11 July – December

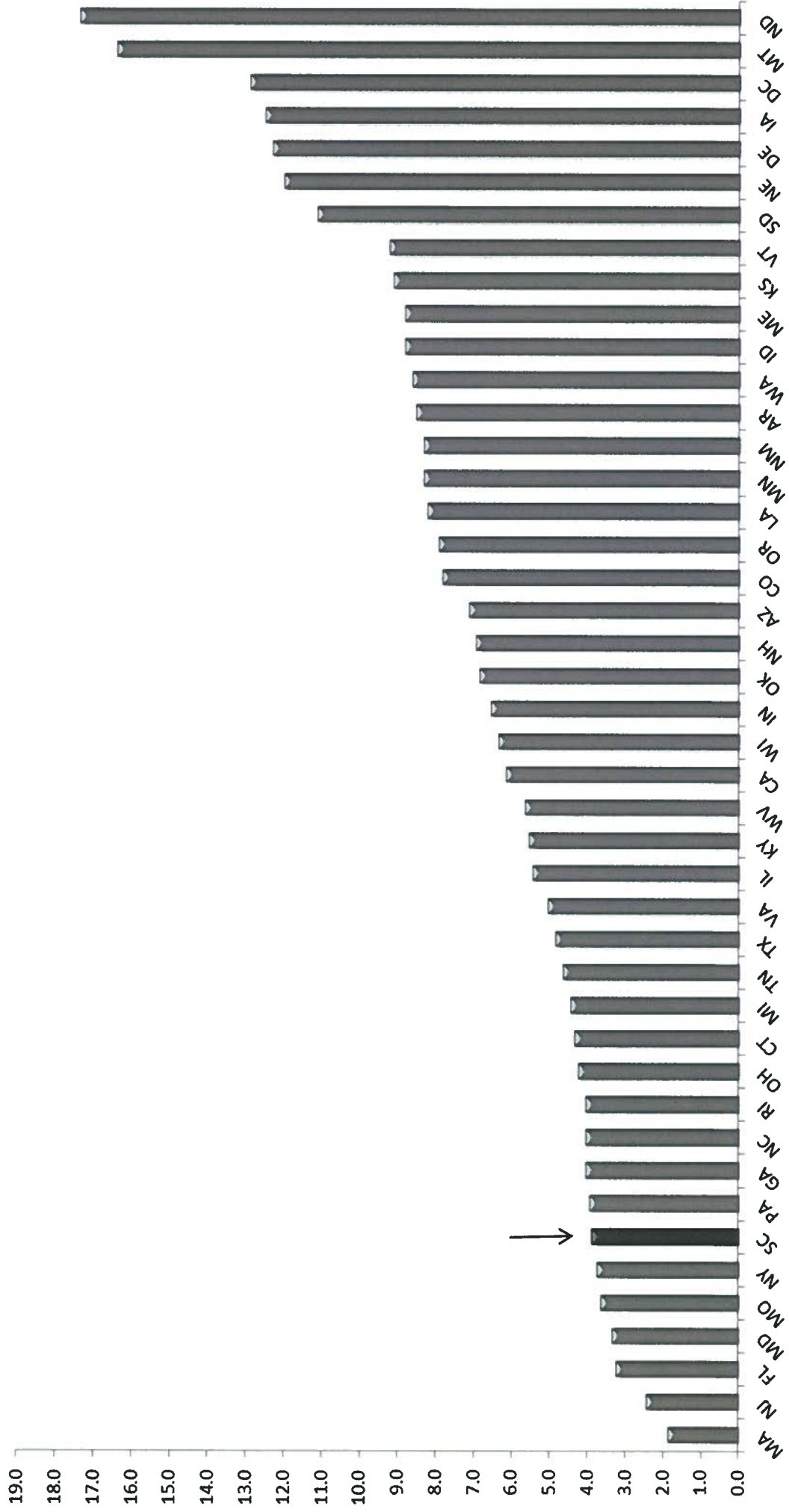


**FY12**

**FY11**



# Administrative Expense as % of Gross Sales (FY10)



# Advertising as % Sales (FY11 Budget)

