

**HOOSIER LOTTERY  
INCOME STATEMENT  
(Dollars in Millions)**

	FISCAL YEAR 2011 BUDGET	FISCAL YEAR 2010 ACTUAL	FISCAL YEAR 2009 ACTUAL	FISCAL YEAR 2008 ACTUAL
<b>INSTANT TICKET SALES</b>	\$ 490.0	\$ 474.2	\$ 484.6	\$ 539.3
<b>ONLINE TICKET SALES</b>	297.4	266.1	248.0	283.6
<b>TOTAL REVENUE</b>	787.4	740.3	732.6	822.9
<b>PRIZE EXPENSE</b>	480.1	456.3	453.2	503.3
<b>RETAILER COMMISSIONS</b>	52.7	51.1	50.5	59.5
<b>TICKET EXPENSE</b>	8.8	7.9	7.4	8.6
<b>ADV &amp; PROMO EXPENSE</b>	14.5	11.1	11.3	9.8
<b>DRAW GAME EXPENSE</b>	9.7	8.3	7.2	8.4
<b>ITVM &amp; COURIER SERV</b>	2.5	2.9	3.7	3.7
<b>TOTAL GAME EXPENSES</b>	88.2	81.3	80.1	90.0
<b>SALARY, WAGES &amp; BEN</b>	14.5	14.2	13.9	14.6
<b>OTHER GEN/ADMIN EXPS</b>	4.6	5.0	7.4	5.0
<b>TOTAL GEN/ADMIN EXPS</b>	19.1	19.2	21.3	19.6
<b>TOTAL EXPENSES</b>	587.4	556.8	554.6	612.9
<b>OPERATING PROFIT</b>	\$ 200.0	\$ 183.5	\$ 178.0	\$ 210.0