

WyoLotto FY2026

Q1 Board Report



Corporate Responsibility

WyoLotto ultimately exists to be another revenue stream for the state of Wyoming while bringing fun, low-cost entertainment options to our residents. We take our mission seriously and are always looking for ways to give back to the state.



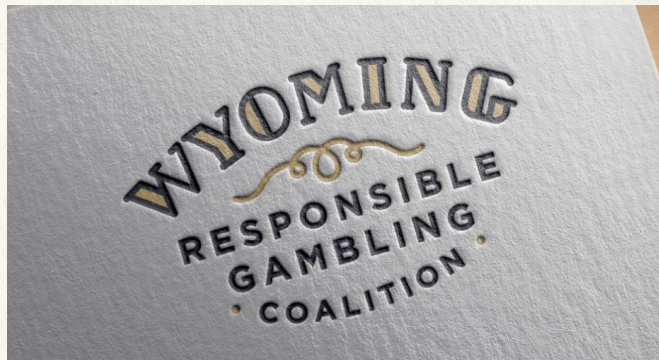
Transfer Update for Q1

- Quarterly Transfers to Wyoming
 - Q1 Fiscal Year 2026: \$1,816,222
 - Total Since Launch: \$44,071,189



Problem Gambling

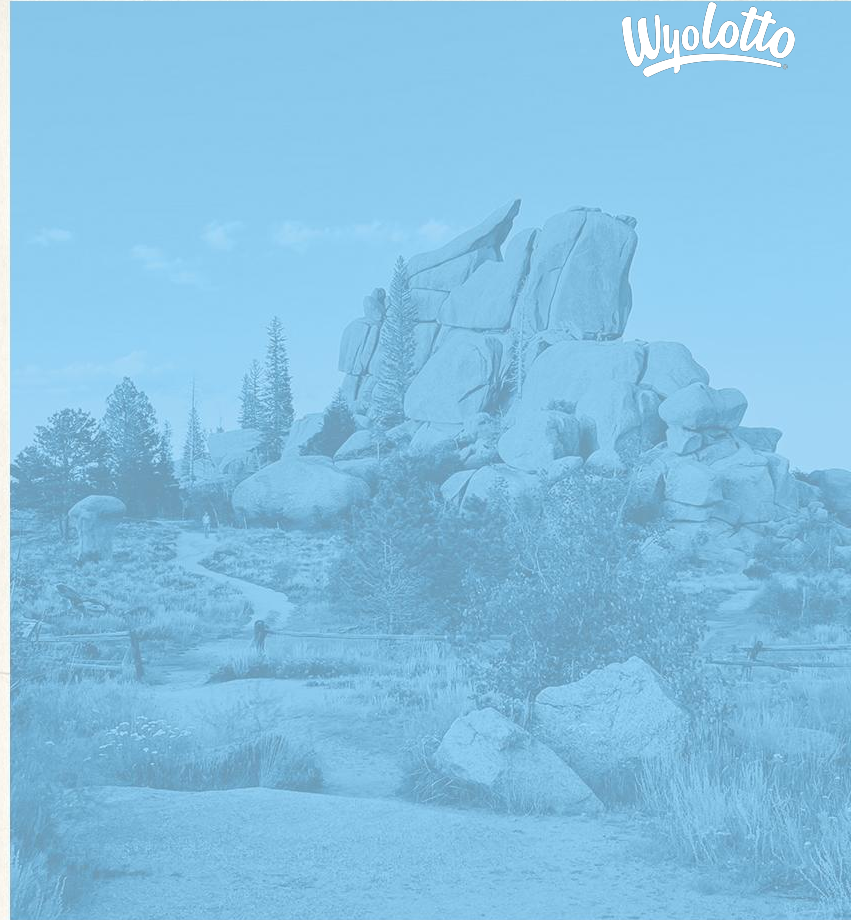
- In collaboration with the Wyoming Department of Health, formed the Wyoming Responsible Gambling Coalition to raise awareness of responsible gambling
- Single transactions are capped at \$125 and products are not available 24/7
- The Problem Gambling Hotline is posted on every ticket, listed on play slips, and on our website
- Problem Gambling brochures are located wherever Lottery tickets are sold
- Continued education regarding Problem and Responsible Gambling is a priority
- Achieved Responsible Gambling Verification Planning Level from NASPL and NCPG in early 2024



Game Security

In collaboration with the Wyoming Department of Leadership in game security and integrity

- With each game release and subsequent upgrades, the central game system and Random Number Generator (RNG) are tested
- With each batch release, the Statement of Work (SOW) is thoroughly reviewed for accuracy and release outcomes are verified
- In advance of all system changes, game risks are proactively documented, assessed and analyzed
- Lottery's Internal Control System (ICS) provides its players with a sense of security, knowing the central gaming system is operating at the highest degree of integrity
- Continued work with Department of Family Services (DFS) to collect back child support owed by a player from prize payments



HEADING

Update on FY2026 Q1 Financials



Financial Update

Balance Sheet

As of September 30th, 2025



Wyoming Lottery Corp

Balance Sheet

As of September 30, 2025

ASSETS	Sept 30, 25	Sept 30, 24	\$ Change
Current Assets			
Checking/Savings			
Operating Checking/Savings Accounts	5,106,808.35	3,481,561.72	1,625,246.63
Prize Fund Checking/Savings Account	1,525,361.85	898,334.52	627,027.33
Prize Account Petty Cash (Till)	903.24	909.24	(6.00)
Restricted Cash			
Unclaimed Prizes	890,214.98	1,202,611.68	(312,396.70)
Responsible Gambling Funds	227,321.91	150,286.65	77,035.26
Fidelity Fund	97,520.08	91,278.51	6,241.57
Total Checking/Savings	7,848,130.41	5,824,982.32	2,023,148.09
Other Current Assets			
Prepaid Expenses	33,073.93	37,024.57	(3,950.64)
Retail Accounts Receivable	755,734.68	576,754.94	178,979.74
Other Receivables	16,805.95	0.00	16,805.95
Lease Receivable-Current	47,305.00	67,562.00	(20,257.00)
Total Other Current Assets	852,919.56	681,341.51	171,578.05
Total Current Assets	8,701,049.97	6,506,323.83	2,194,726.14
Noncurrent Assets			
Land	611,503.52	611,503.52	0.00
Capital Assets, Net	3,257,384.57	2,432,793.05	824,591.52
Capital Assets, Trademarks	51,200.00	51,200.00	0.00
Construction/Building In Progress	0.00	65,738.98	(65,738.98)
Deposits - Building	7,500.00	7,500.00	0.00
Right To Use Lease/Subscription Assets	326,152.00	415,756.00	(89,604.00)
Lease Receivables-Long Term	0.00	531,738.00	(531,738.00)
Total Noncurrent Assets	4,253,740.09	4,116,229.55	137,510.54
Deferred Outflows of Resources			
Pension Related Outflows	135,695.72	112,702.72	22,993.00
TOTAL ASSETS	13,090,485.78	10,735,256.10	2,355,229.68
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	999,918.17	501,730.26	498,187.91
Jonah Bank Credit Card	39,849.84	17,687.11	22,162.73
State of Wyoming Transfer Payable	1,816,222.79	803,703.00	1,012,519.79
Unearned Revenue (net)	465,813.00	403,698.00	62,115.00
Deferred Revenue	0.00	0.00	0.00
Prizes Payable	2,264,429.17	1,277,667.51	986,761.66
Payroll Liabilities	65,265.61	59,300.06	5,965.55
Total Current Liabilities	5,651,498.58	3,063,785.94	2,587,712.64

Financial Update

Balance Sheet, Continued

As of September 30th, 2025

Wyoming Lottery Corp Balance Sheet As of September 30, 2025

	<u>Sept 30, 25</u>	<u>Sept 30, 24</u>	<u>\$ Change</u>
Noncurrent Liabilities			
Lease Liabilities - Copiers	32,966.03	46,947.11	(13,981.08)
Lease Liabilities - Building	8,819.00	109,447.00	(100,628.00)
Lease Liabilities - SBITA	292,313.00	270,595.00	21,718.00
Def Inflow - Lease Receivable	38,772.00	598,543.00	(559,771.00)
Net Pension Liability	1,007,390.09	1,075,478.09	(68,088.00)
Pension Related Inflows	136,295.59	55,034.59	81,261.00
Total Noncurrent Liabilities	<u>1,516,555.71</u>	<u>2,156,044.79</u>	<u>(639,489.08)</u>
Total Liabilities	7,168,054.29	5,219,830.73	1,948,223.56
Equity			
Retained Earnings	5,430,553.79	5,395,539.45	35,014.34
Net Income	<u>491,877.70</u>	<u>119,885.92</u>	<u>371,991.78</u>
TOTAL LIABILITIES & EQUITY	<u><u>13,090,485.78</u></u>	<u><u>10,735,256.10</u></u>	<u><u>2,355,229.68</u></u>

Financial Update

Q1 Profit & Loss

July 2025- September 2025



Wyoming Lottery Corp

Profit Loss

July 2025 through Sept 2025

Operating Income/Expense	July - Sept 25	July - Sept 25	\$ Change
Income			
Income / Revenues			
Mega Millions Sales (net)	1,918,152.90	2,003,421.92	-85,269.02
Power Ball Sales (net)	6,427,008.18	1,863,609.20	4,563,398.98
Cowboy Draw Sales (net)	2,656,720.30	2,036,505.00	620,215.30
Lucky For Life Sales (net)	696,188.24	663,384.00	32,804.24
2by2 Sales (net)	256,766.12	258,809.00	-2,042.88
Keno Sales	953,137.40	1,229,162.50	-276,025.10
Total Income / Revenues	12,907,973.14	8,054,891.62	4,853,081.52
Other Revenues			
Application Fees (Fidelity-Res)	600.00	1,100.00	-500.00
Rental Income	24,000.00	36,433.55	-12,433.55
Other Revenues	248.89	366.66	-117.77
Total - Other Revenues	24,848.89	37,900.21	-13,051.32
Total Income	12,932,822.03	8,092,791.83	4,840,030.20
Cost of Goods Sold			
Direct Gaming Costs			
Prize Expense			
Megamillions	911,811.00	962,567.64	-50,756.64
Powerball	3,364,516.30	846,642.10	2,517,874.20
Cowboy Draw	1,560,921.67	1,267,150.50	293,771.17
Lucky For Life	404,700.83	393,928.21	10,772.62
2by2	134,682.93	134,076.66	606.27
Keno	627,166.00	822,229.00	-195,063.00
Total Direct Gaming Costs / Prize Expense	7,003,798.73	4,426,594.11	2,577,204.62
Gaming Expenses			
Gaming Retail Commissions	833,062.32	492,455.64	340,606.68
Gaming Retail Validation Bonus	21,232.05	17,416.69	3,815.36
Vendor Expense - (Intralot)	1,502,335.90	937,909.86	564,426.04
Total Gaming Expenses	2,356,630.27	1,447,782.19	908,848.08
Total COGS	9,360,429.00	5,874,376.30	3,486,052.70
Gross Profit	3,572,393.03	2,218,415.53	1,353,977.50
Expense			
Operating Expenses			
Bank Fee	50.00	50.00	0.00
Board Expenses	5,155.72	7,165.12	-2,009.40
Employee Recruitment & Relocate	7,906.65	0.00	7,906.65
Insurance	6,732.82	6,090.25	642.57
Membership Dues	1,416.25	1,050.00	366.25
Responsible Gambling Program	7,596.66	4,961.72	2,634.94
Accounting / Audit Fees	36,200.00	40,000.00	-3,800.00
Legal Fees	24,406.83	18,950.00	5,456.83
Marketing	423,940.20	475,965.83	-52,025.63
Keno / Marketing Expenses	0.00	10,145.54	-10,145.54
MM Game Change/Development	0.00	109,388.88	-109,388.88
New Game Developmnet KTD all games	18,620.00	0.00	18,620.00

Financial Update

Q1 Profit & Loss, Continued

July 2025- September 2025



Wyoming Lottery Corp Profit Loss July 2025 through Sept 2025

M4L New Game Development	74,875.00	0.00	74,875.00
Outside Contract Services (IT)	65,833.30	48,330.90	17,502.40
Operating Income/Expense	July - Sept 25	July - Sept 26	\$ Change
Vendor Background Services	1,265.00	39.00	1,226.00
Payroll Services	2,705.00	1,950.00	755.00
Retail Investigation	3,060.00	2,160.00	900.00
Facilities & Equipment	102,334.45	116,379.47	-14,045.02
Communications	3,938.64	3,163.07	775.57
Office Costs	8,288.32	7,359.53	928.79
Outside Services	23,831.28	24,328.15	-496.87
Petty Cash Over/Short	-8.00	-31.50	23.50
Other	0.00	0.00	0.00
Retailer Special Incentive	2,500.00	2,500.00	0.00
Rent & Janitorial	19,984.64	28,571.98	-8,587.34
Ticket Problem Expense	0.00	0.00	0.00
Salaries, Wages & Benefits	416,027.62	394,078.18	21,949.44
Travel	22,604.93	23,319.56	-714.63
EE Uniforms	4,535.23	0.00	4,535.23
Pension Expense	0.00	0.00	0.00
Total Operating Expenses	1,283,800.54	1,325,915.68	-42,115.14
Net Operating Income	2,288,592.49	892,499.85	1,396,092.64
Other Income			
Interest Income	27,502.42	31,734.05	-4,231.63
Gain/Loss on Sale of Assets	-7,845.56	0.00	-7,845.56
Total Other Income	19,656.86	31,734.05	-12,077.19
Other Expenses			
Interest Expense	148.86	644.98	-496.12
Total Other Expense	148.86	644.98	-496.12
Net Income Before State Transfer	2,308,100.49	923,588.92	1,384,511.57
State of Wyoming Transfers	1,816,222.79	803,703.00	1,012,519.79
Net Income	491,877.70	119,885.92	371,991.78
State Transfer % of Net Income	78.69%	87.02%	-8.33%

Financial Update

Profit & Loss Budget Vs. Actual

July 2025- September 2025

Wyoming Lottery Corp Profit & Loss Budget vs. Actual July 2025 through September 2025

	FY 26 QTR 1			
	TOTAL			
	Jul 26-Sept 26	Budget	- Favorable	% of Budget
Ordinary Income/Expense				
Total 40000 - Income / Revenues	12,907,973.14	6,668,997.00	6,238,976.14	193.55%
Total 48000 - Other Revenues	24,848.89	0.00	24,848.89	100.0%
Total Income	12,932,822.03	6,668,997.00	6,263,825.03	193.93%
Cost of Goods Sold				
Total 60000 - A Direct Gaming Costs	7,003,798.73	3,902,599.98	3,101,198.75	179.47%
Total 61000 - B Gaming Expenses	2,356,630.27	1,203,087.60	1,153,542.67	195.88%
Total COGS	9,360,429.00	5,105,687.58	4,254,741.42	183.33%
Gross Profit	3,672,393.03	1,563,308.42	2,009,084.61	228.62%
	Jul 26-Sept 26	Budget	+ Favorable	% of Budget
Expense				
Total 60000 - Business Expenses	28,858.10	46,485.00	-17,626.90	62.08% *
Total 61000 - Contract Services	650,905.33	802,340.01	-151,434.68	81.13% **
Total 62000 - Facilities and Equipment	102,334.45	168,929.00	-66,594.55	60.58% ***
Total 63000 - Operations	58,534.88	63,175.00	-4,640.12	92.66% ****
Total 64000 - Personnel Salaries, Benefits & Travel	443,167.78	526,595.00	-83,427.22	84.16% *****
Total Expense	1,283,800.54	1,607,524.01	-323,723.47	79.86%
Net Ordinary Income	2,288,592.49	-44,214.59	2,332,807.08	-5.176.1%
Other Income/Expense				
70000 - Interest Income	27,502.42	22,500.00	5,002.42	122.23%
81000 - Interest Expense	148.86	750.00	-601.14	19.85%
82000 - Loss on Disposal of Assets	7,845.56	0.00	7,845.56	100.0%
Total Other Expense	7,994.42	750.00	7,244.42	1,065.92%
Net Other Income	19,508.00	21,750.00	-2,242.00	89.69%
	Jul 26-Sept 26	Budget	- Favorable	% of Budget
Net Income before Transfers to State of Wyoming	2,308,100.49	-22,464.69	2,330,565.08	-10,274.39%
Transfers to State of Wyoming	1,816,222.79			
Net Income	491,877.70			

* Under \$5,000 Board Expenses; Over \$3,400 EE Recruitment; Under \$18,000 Insurance; Under Dues \$5,000; Includes RG Expenses of \$7,600

** Over \$3,400 Legal; Under \$104,000 Mktg; Under \$27,000 KTD Change; Under \$22,000 IT

*** Under \$17,000 Depreciation; Under \$38,000 IT Equipment; Under \$8,000 Insurance; Under \$4,000 Utilities

**** Under \$1,200 Office; Under \$3,000 Outside Services

***** Under \$12,000 Benefits; Under \$42,000 Comp & Taxes; Under \$30,000 Travel

Net Income:

491,877.70

Financial Update

Profit & Loss Responsible Gambling

Budget vs. Actual

July 2025 - September 2025

Wyoming Lottery Corp
Profit & Loss Responsible Gambling Budget vs. Actual
July 2025 through September 2025

	FY 26 QTR 1 YTD		
	TOTAL		
	July 25 - September 25	FY26 Budget	Available
Responsible Gambling Expenses			
Tracker Study Follow Up Research	0.00	0.00	0.00
Certifications - University of Minnesota	0.00	0.00	0.00
Strategic Plan 2019	0.00	0.00	0.00
Brochure Reprints	0.00	0.00	0.00
Media Planning & Buying		0.00	0.00
Responsible Gambling Travel/Conferences as Needed	7,596.66	20,000.00	12,403.34
Fremont County Service Research	0.00	0.00	0.00
Dues & Sponsorships	0.00	2,500.00	2,500.00
Allocation To Be Determined		212,418.57	212,418.57
Total Responsible Gambling Expenses	7,596.66	234,918.57	227,321.91

Responsible Gambling Balance	
4/30/18 Responsible Gambling Balance	64.06
5/1/18 Unclaimed Prize Funding	200,000.00
FY18 Expenses	-25,869.63
FY 19 Expenses	-109,165.65
FY 20 Expenses	-2,188.00
FY 21 Expenses	-7,188.00
FY 22 Expenses	-48,311.80
7/29/22 Unclaimed Prize Funding	200,000.00
FY 23 Expenses	-19,288.00
FY 24 Expenses	-37,766.33
FY 25 Expenses	-115,368.08
7/01/25 Unclaimed Prize Funding	200,000.00
FY 26 Expenses	-7,596.66
9/30/25 Responsible Gambling Balance	227,321.91

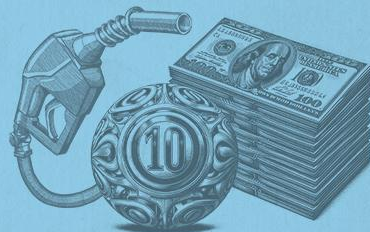
Unclaimed Prize Fund Balance as of 9/30/25

\$838,057.98



Sales

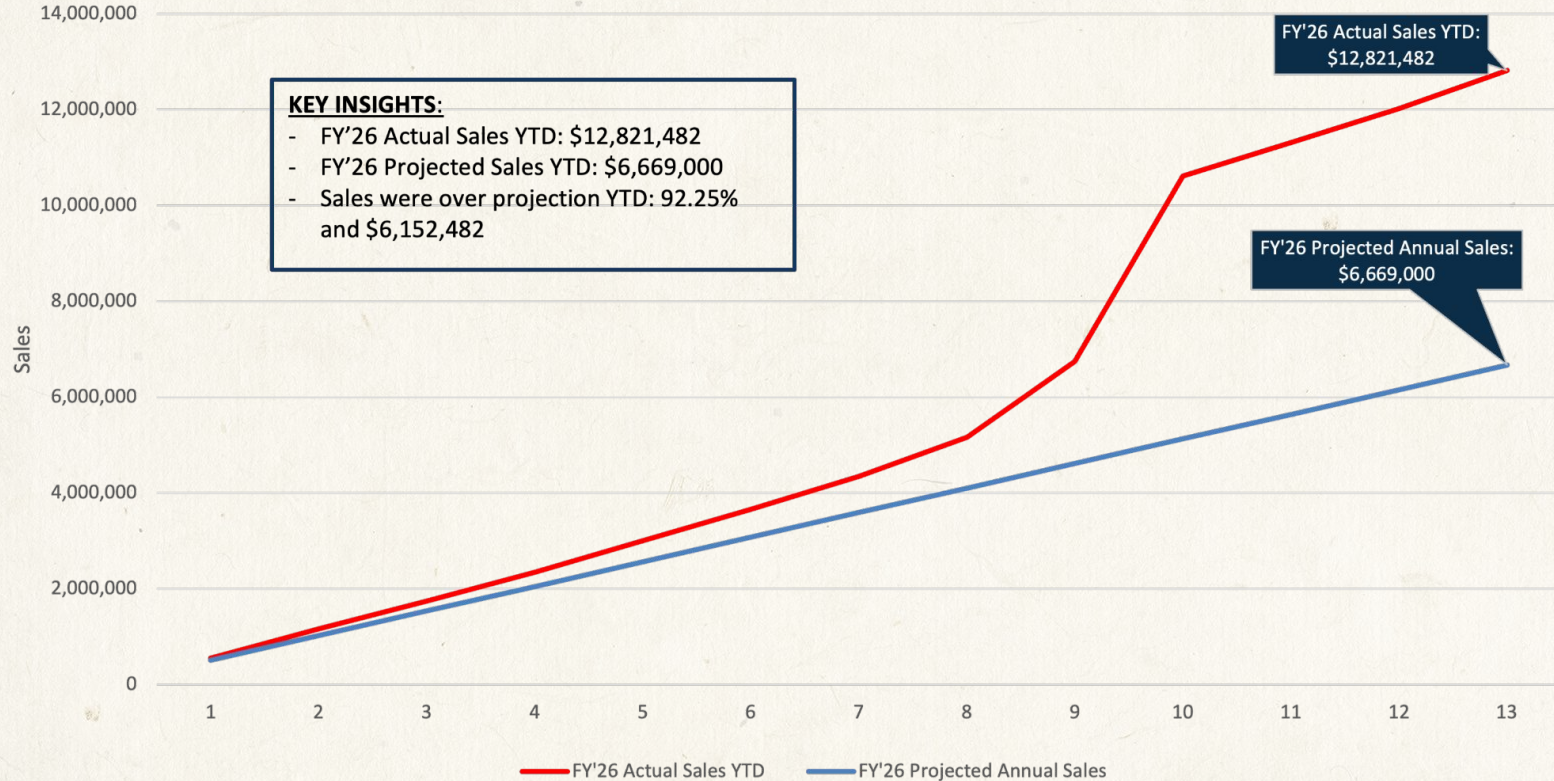
Update on FY2026 Q1
Sales for all games.



Sales Update



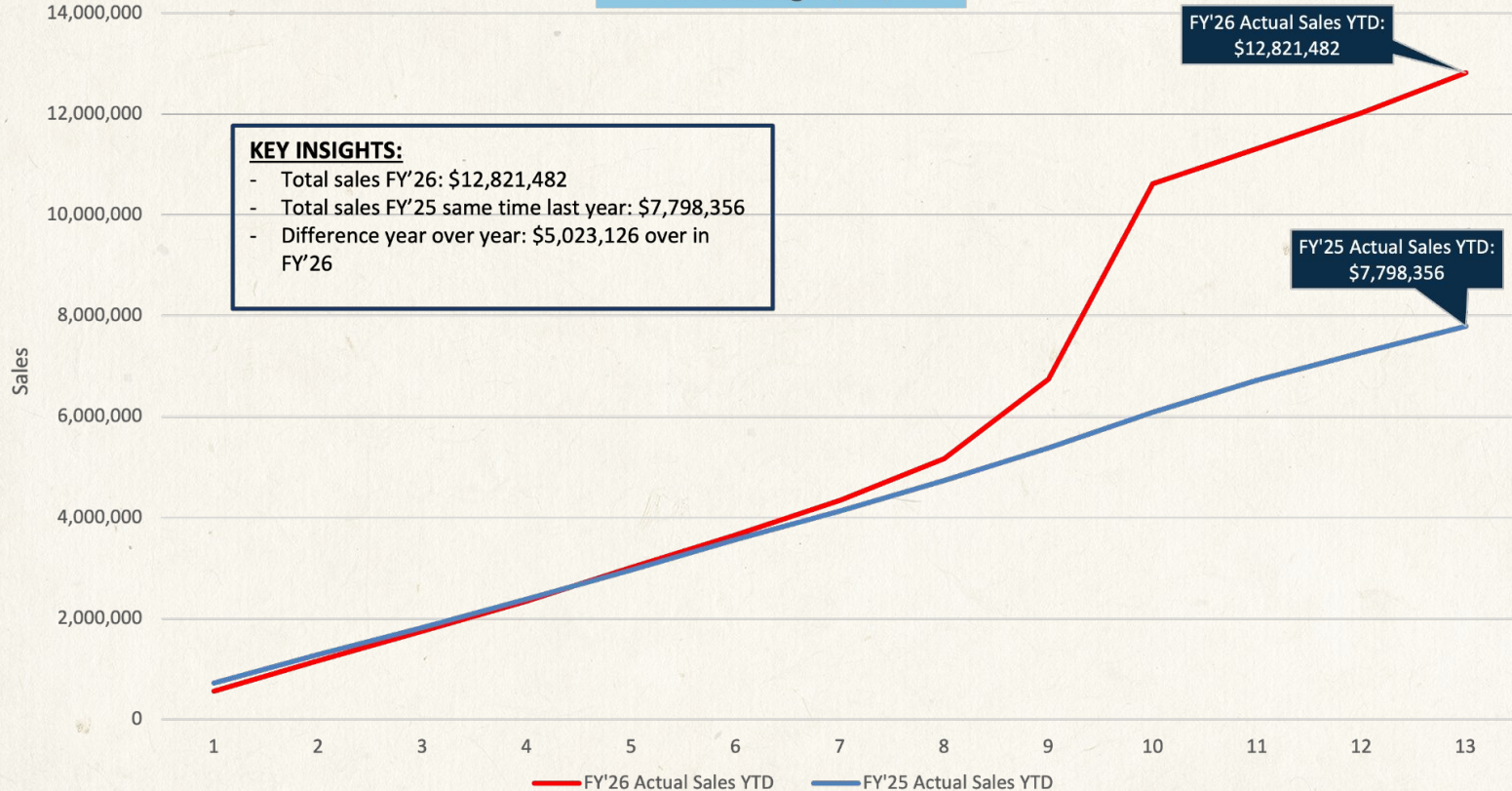
Total Sales - FY'26 Actual vs. Projection
Week ending: 9/27/25



Sales Update



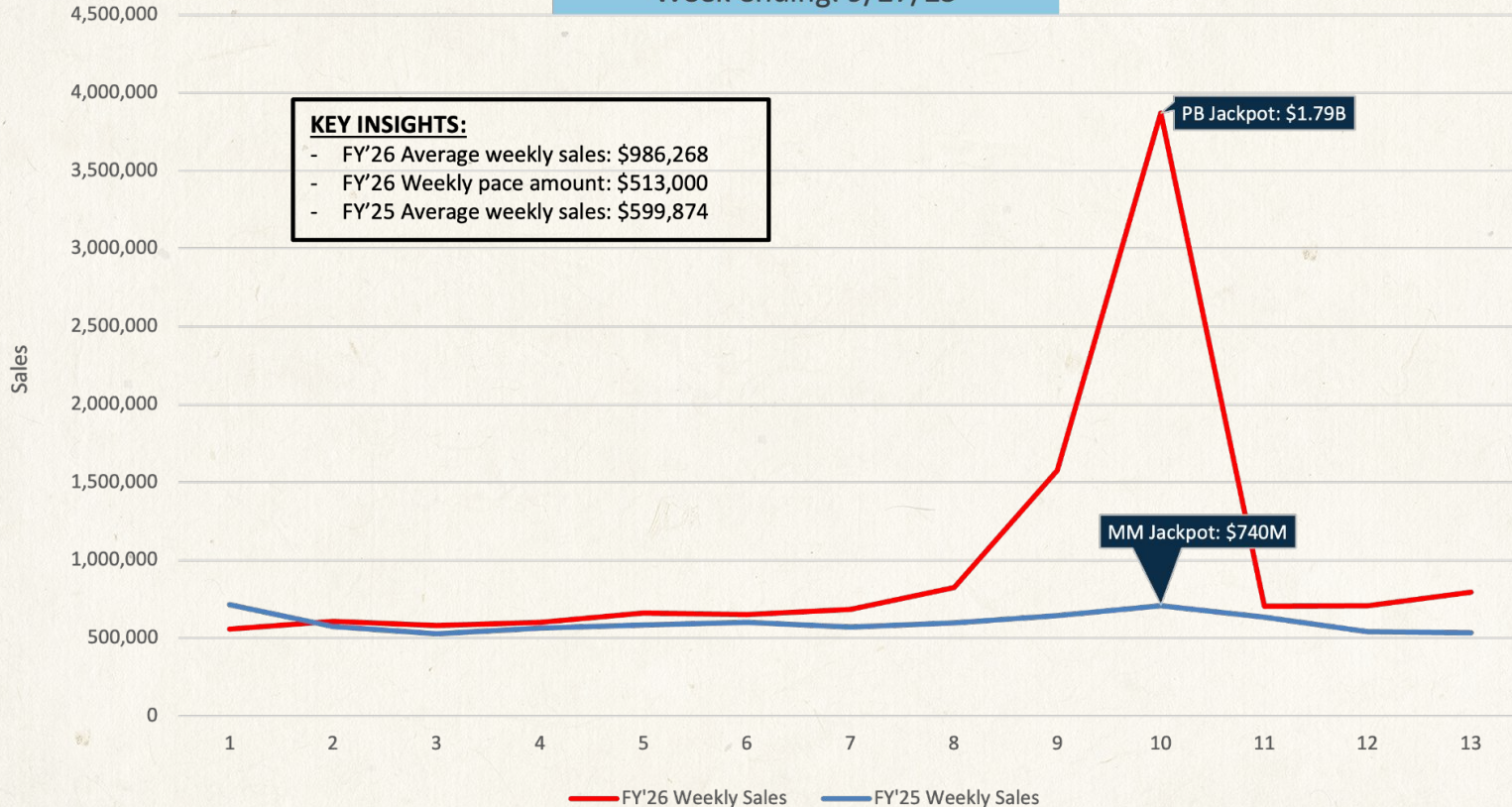
Total Sales - FY'26 vs. FY'25
Week ending: 9/27/25



Sales Update



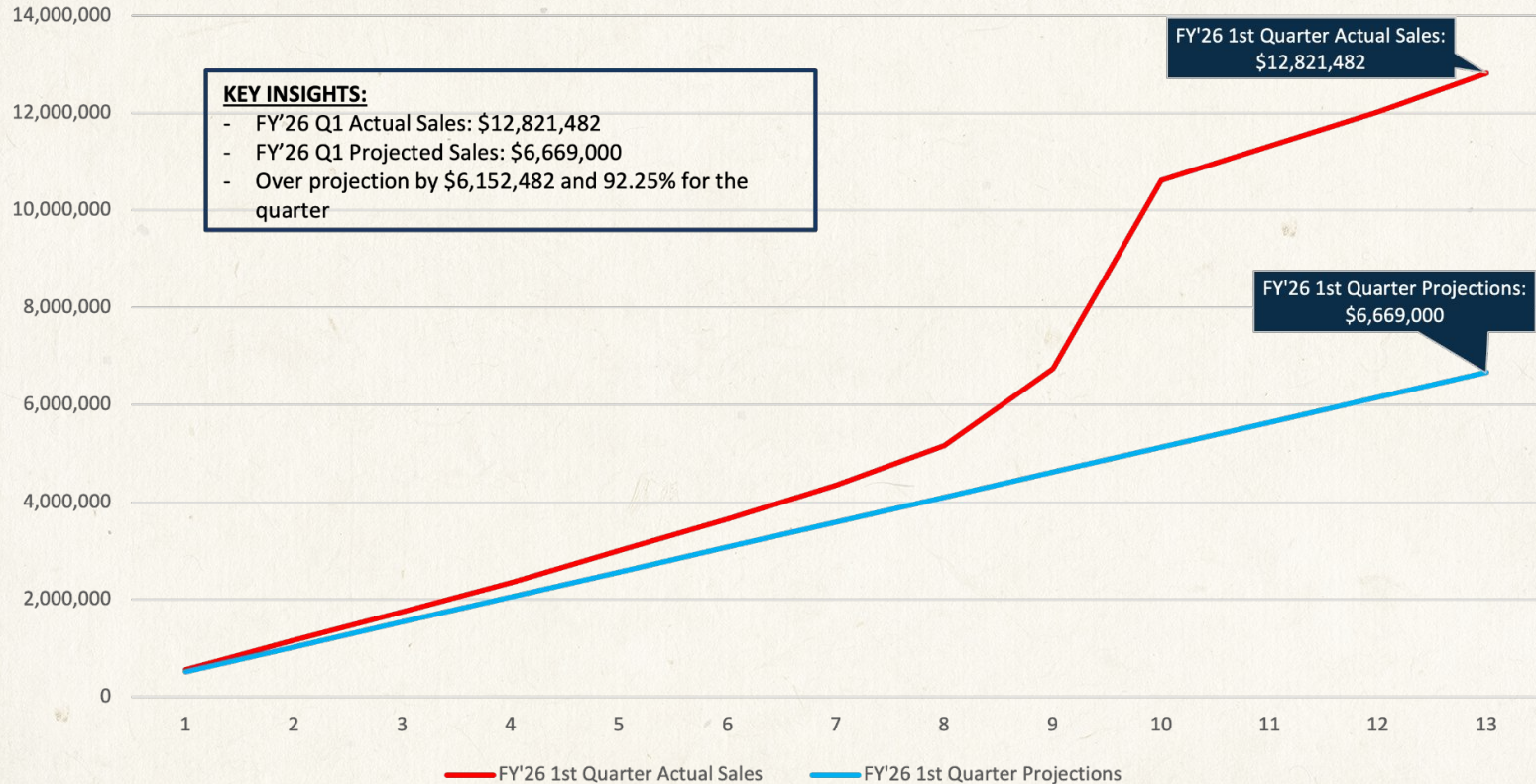
Actual Weekly Sales - FY'26 vs. FY'25
Week ending: 9/27/25



Sales Update



Total 1st Quarter Sales - FY'26 Actual vs. Projections Quarter Ending 9/27/25



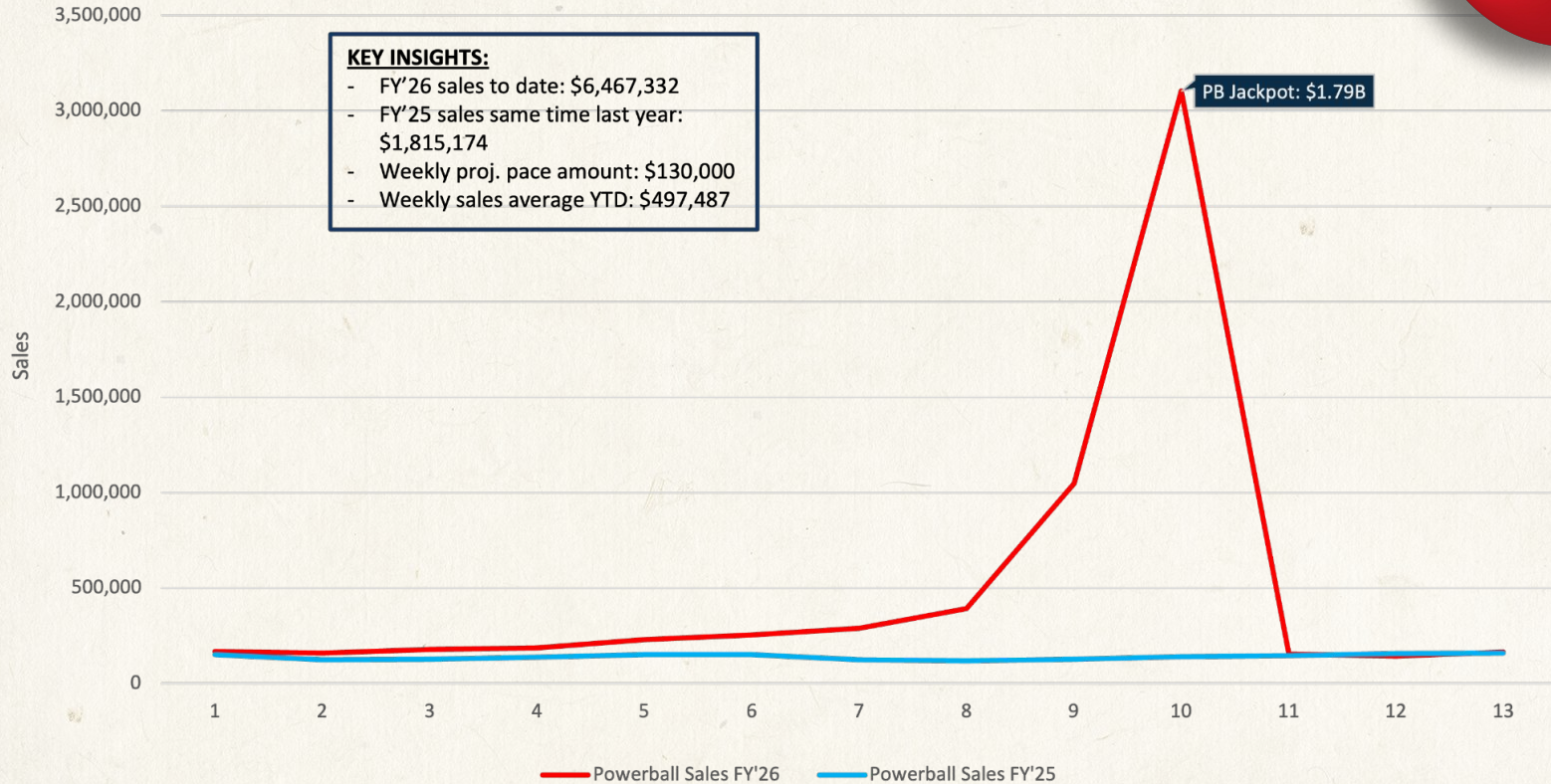
Sales Update



Powerball Sales - FY'26 vs. FY'25 Week Ending: 9/27/25

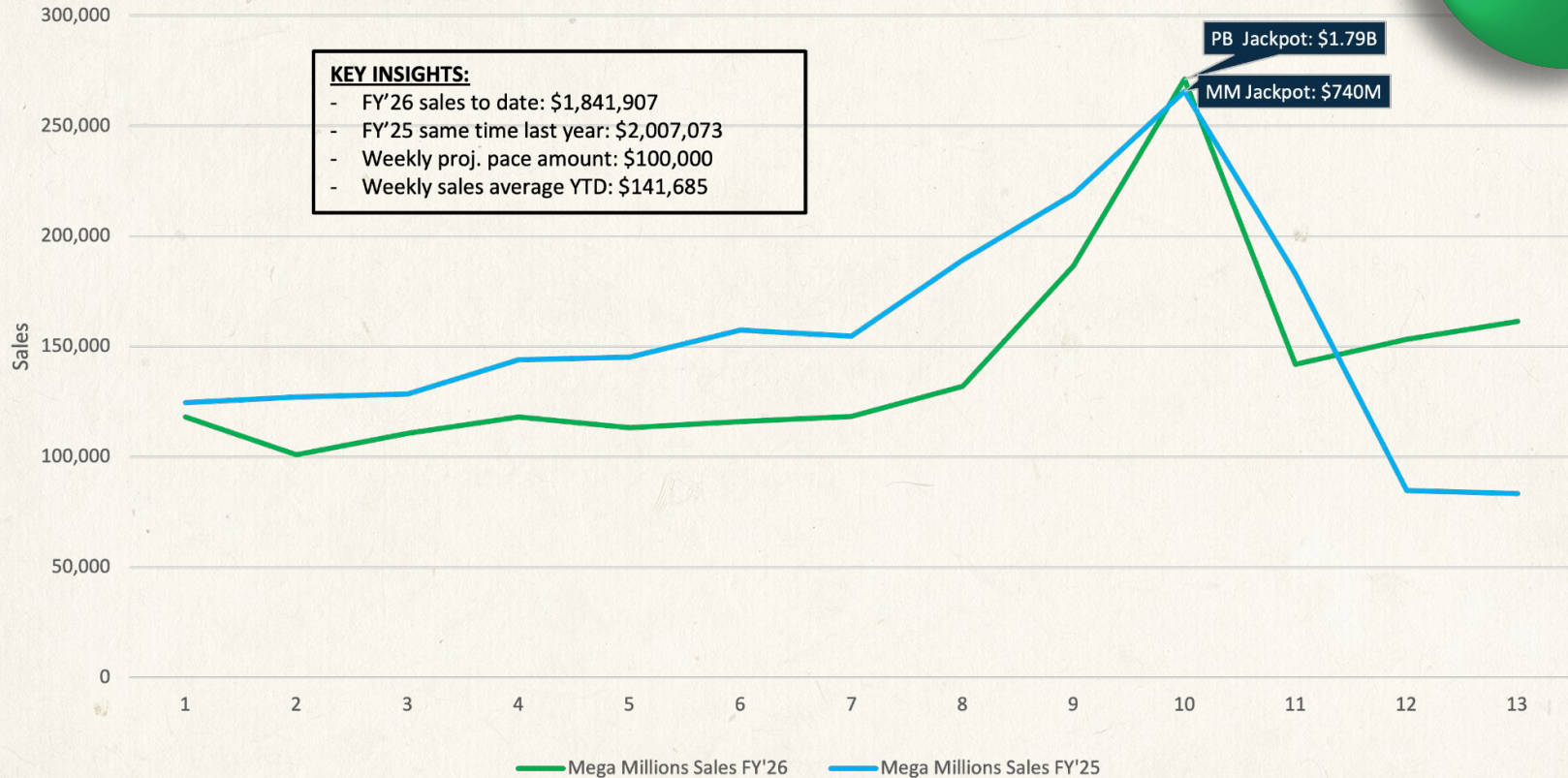
KEY INSIGHTS:

- FY'26 sales to date: \$6,467,332
- FY'25 sales same time last year: \$1,815,174
- Weekly proj. pace amount: \$130,000
- Weekly sales average YTD: \$497,487



Sales Update

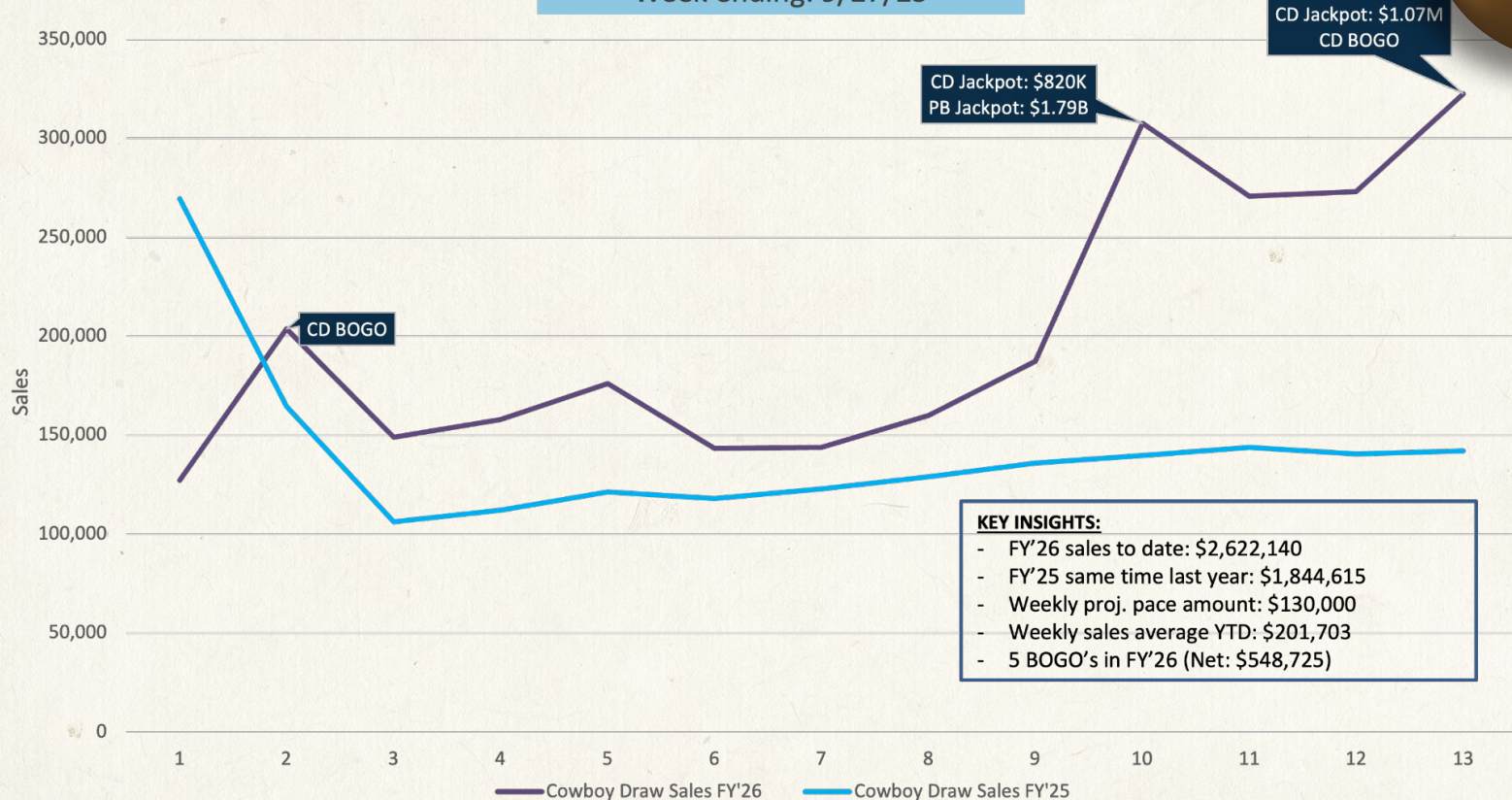
Mega Millions Sales - FY'26 vs. FY'25
Week Ending: 9/27/25



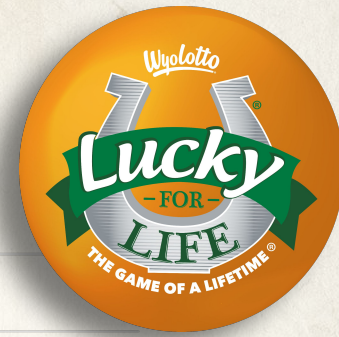
Sales Update



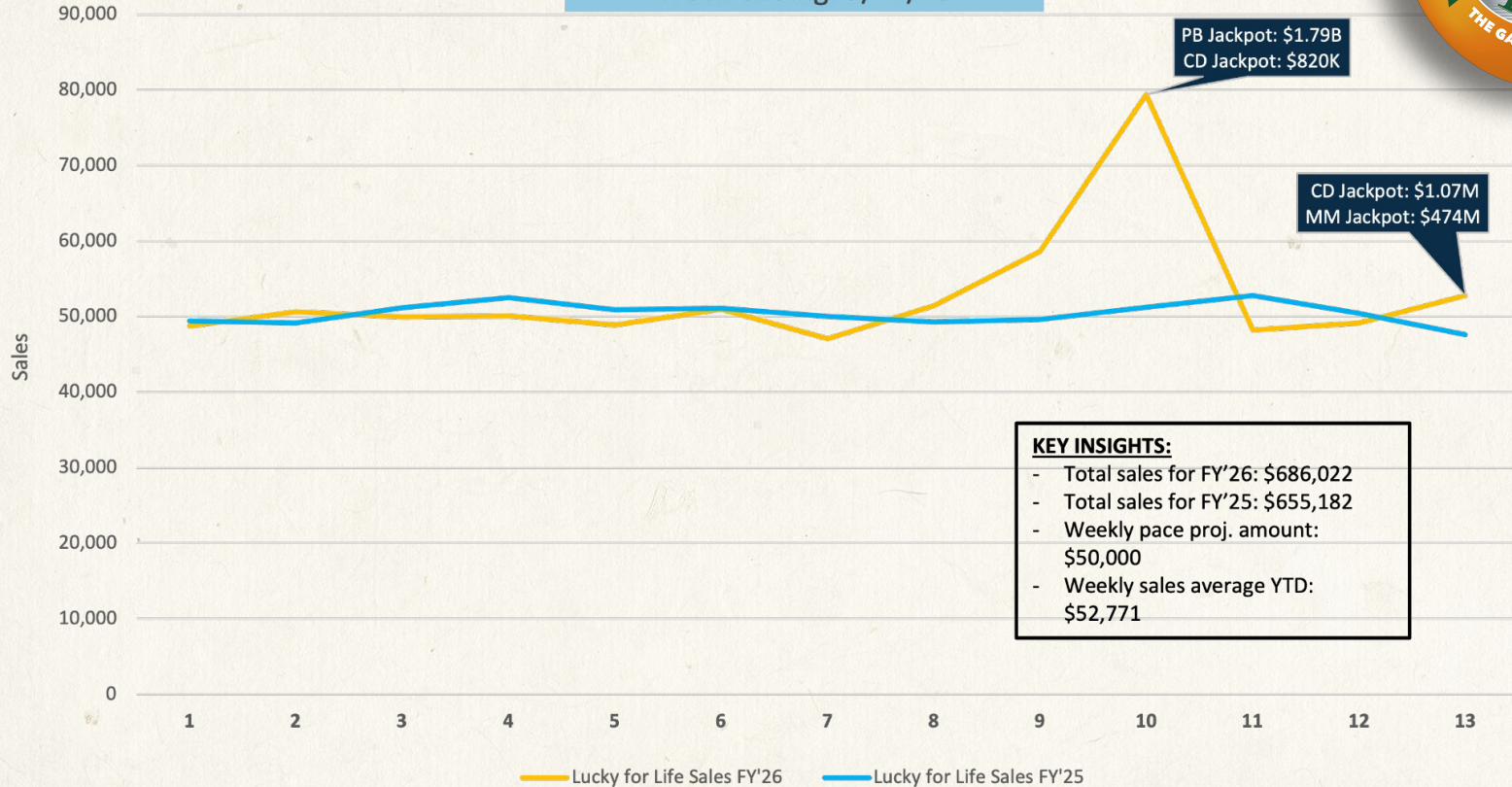
Cowboy Draw Sales - FY'26 vs. FY'25
Week ending: 9/27/25



Sales Update



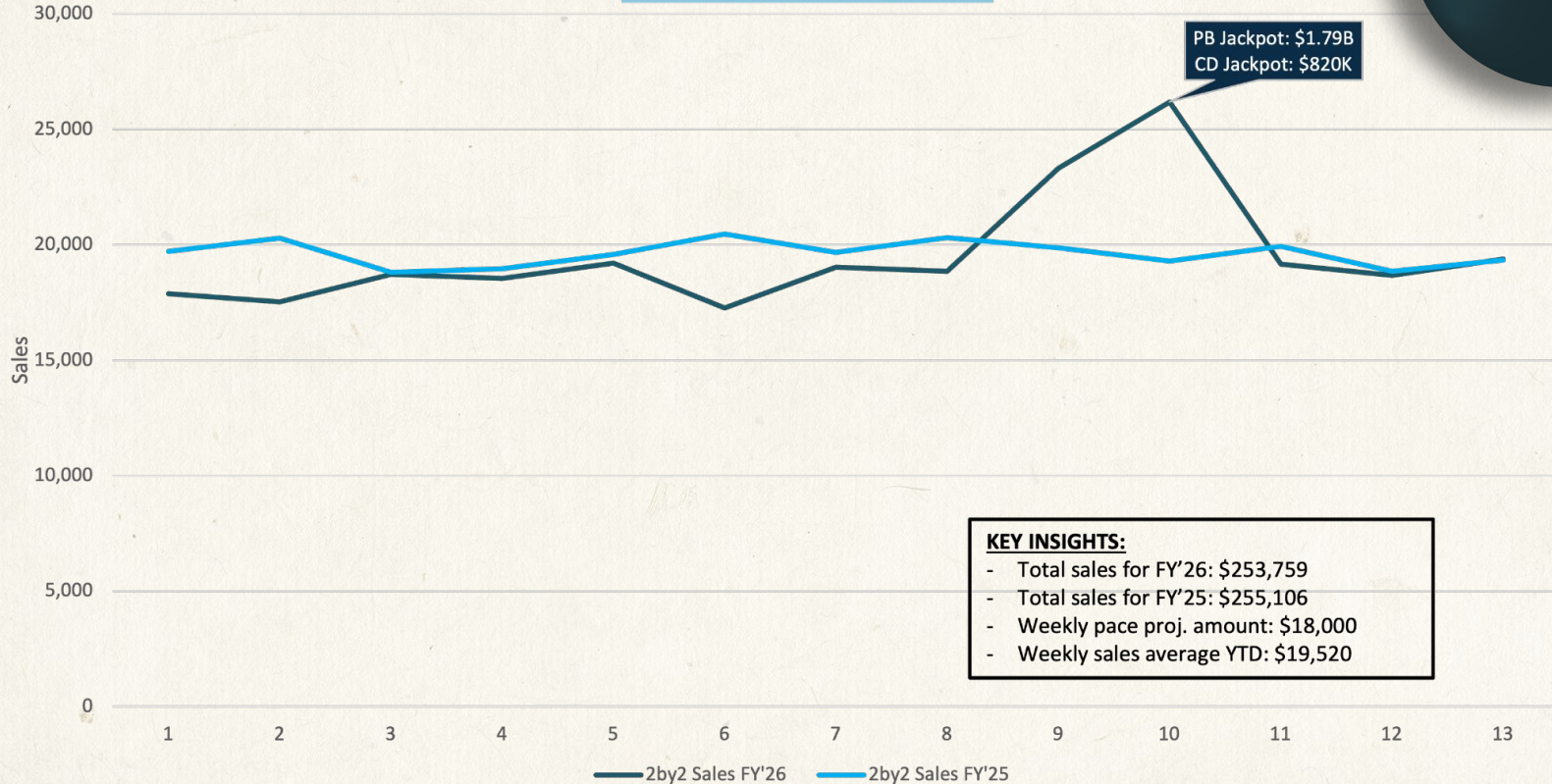
Lucky for Life Sales - FY'26 vs. FY'25
Week ending: 9/27/25



Sales Update



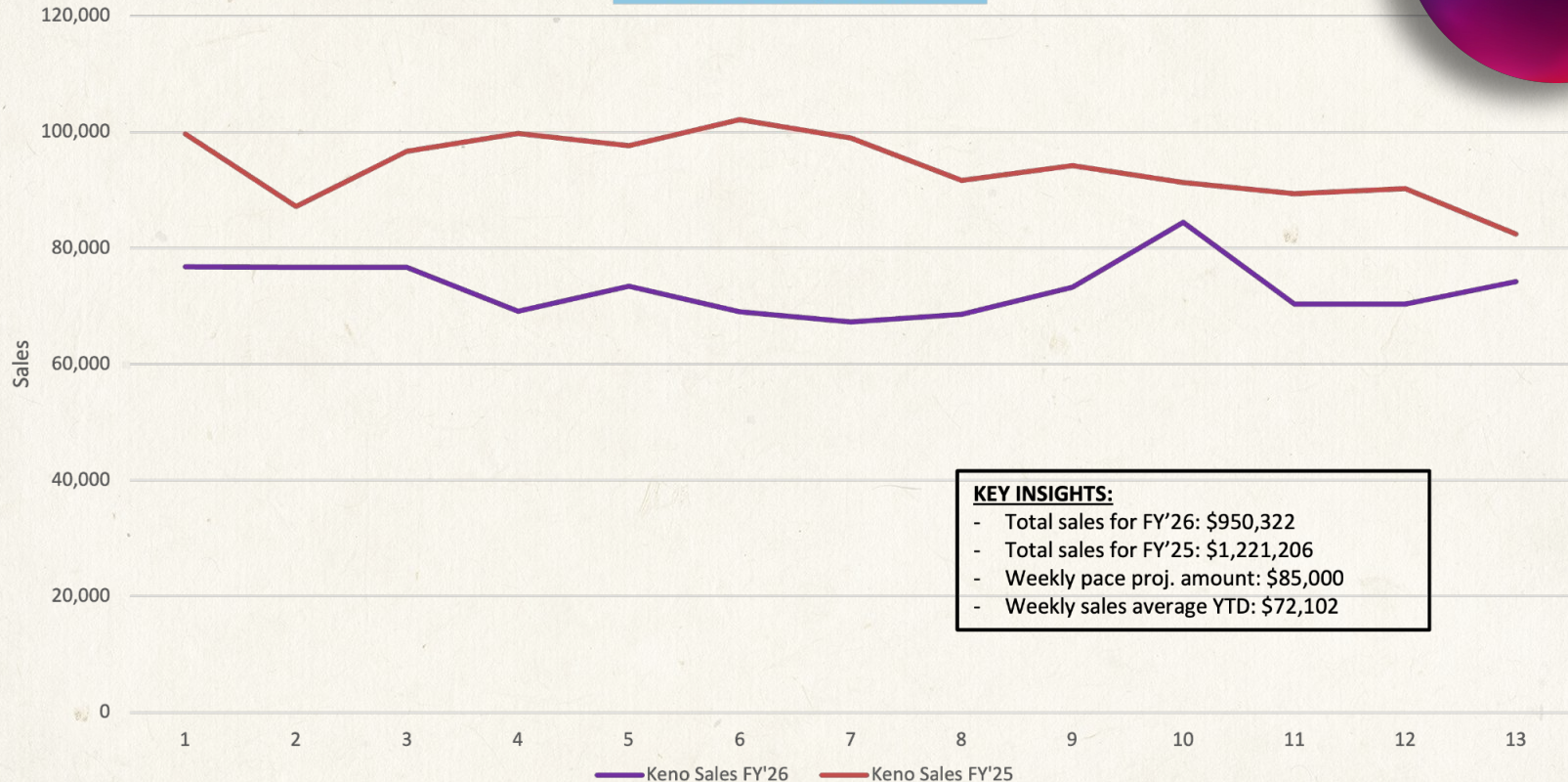
2by2 Sales - FY'26 vs. FY'25
Week ending: 9/27/25



Sales Update



Keno Sales - FY'26 vs. FY'25
Week ending 9/27/25

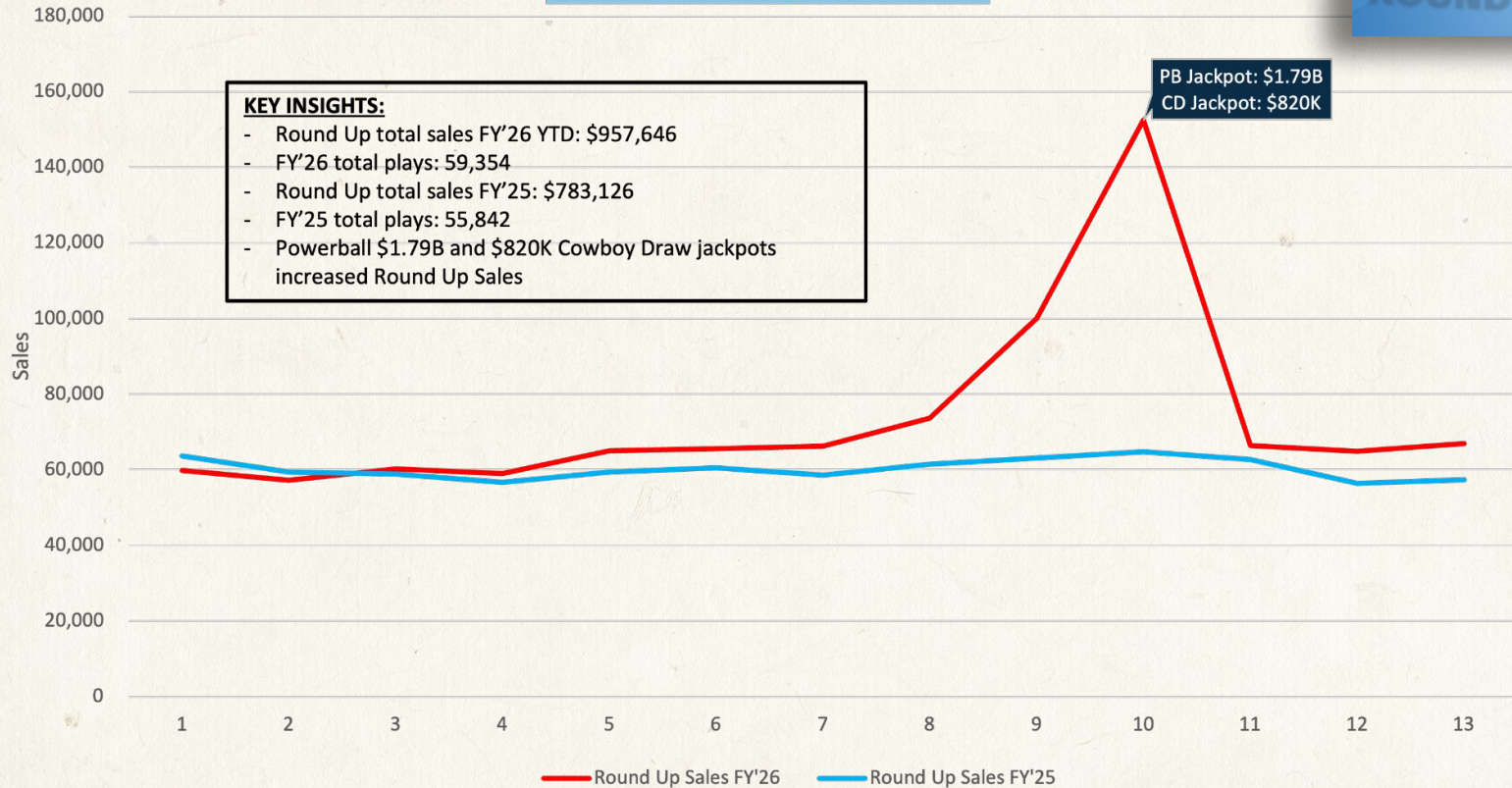


KEY INSIGHTS:

- Total sales for FY'26: \$950,322
- Total sales for FY'25: \$1,221,206
- Weekly pace proj. amount: \$85,000
- Weekly sales average YTD: \$72,102

Sales Update

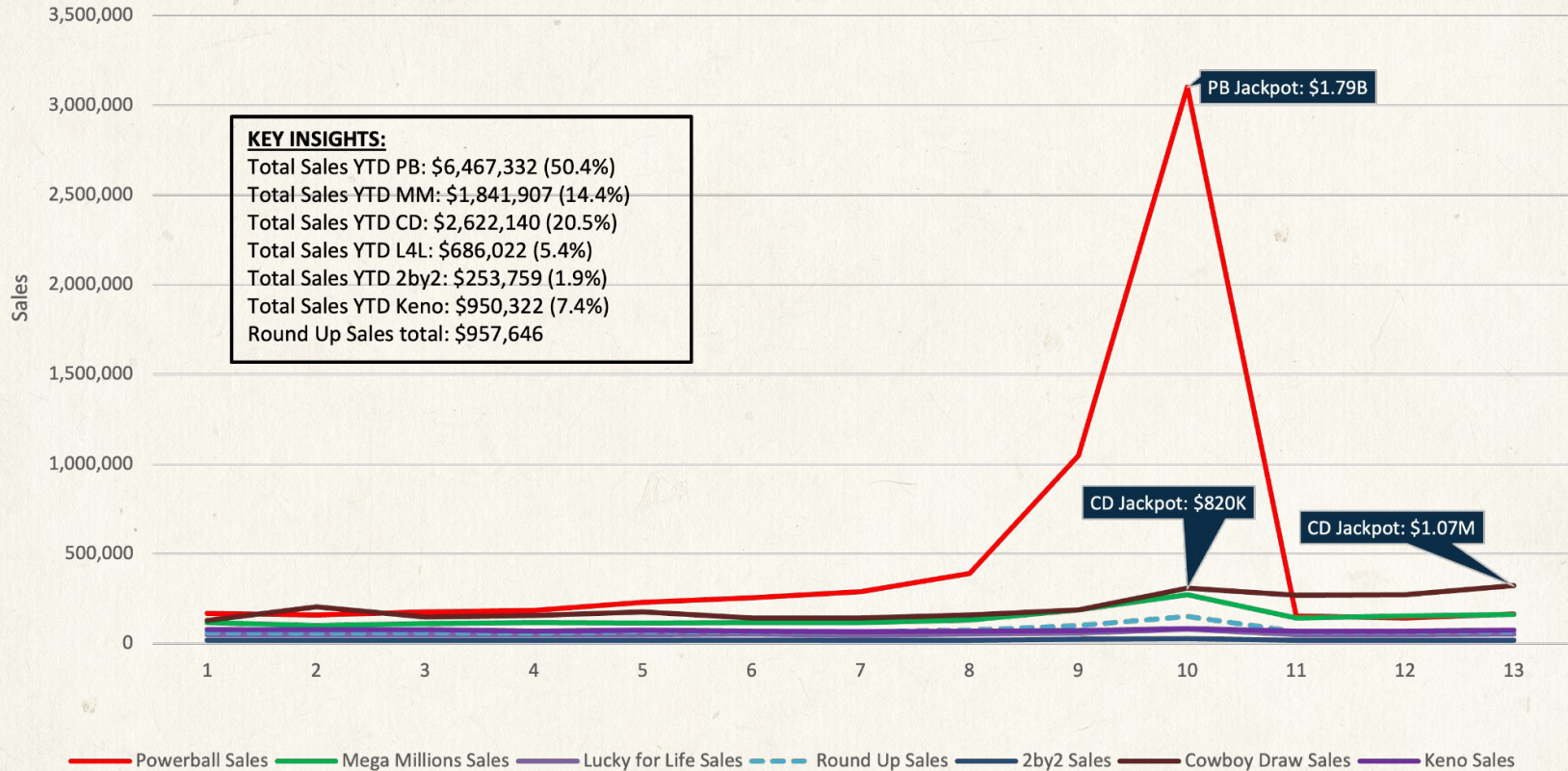
Round Up Sales - FY'26 vs. FY'25
Week ending: 9/27/25



Sales Update

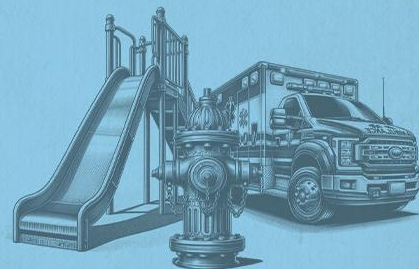


WyoLotto All Product Sales YTD
Week ending 9/27/25



Marketing

Update on FY2026 Q1 **Marketing** initiatives.

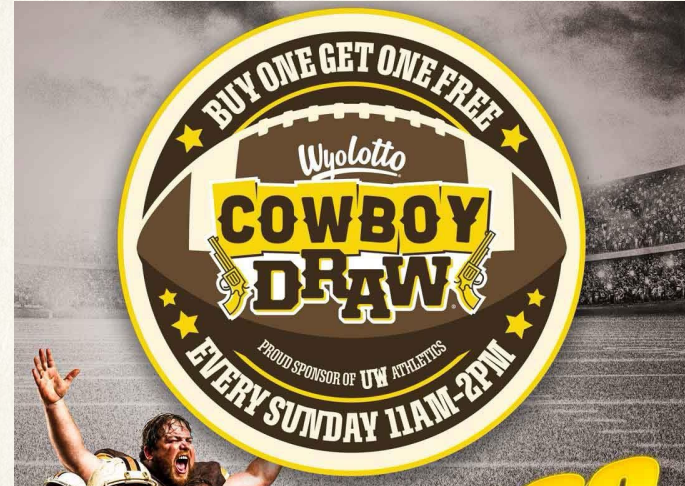


Cowboy Draw BOGOs



Summer BOGOs June 22 - July 27

- Avg. Sunday net sales 4 weeks before: **\$17,000**
- Average Sunday net sales during BOGOs in July: **\$74,908**
- Total Net: **\$299,635**



UW Football

- Avg. Sunday net sales 4 weeks before: **\$23,300**
- Average Sunday net sales during BOGOs: **\$108,171**
- Total Net: **\$432,685**

Millionaire For Life



Live February 22, 2026

- Grand Prize - Million dollars a year, for life!
- Second-Tier Prize - \$100,000 a year, for life!
- Ticket price will be \$5
- Daily draws
- There are two sets of numbers
 - 58 numbers in the first set
 - 5 numbers in the second set
 - Matching all 6 is the Grand Prize
- Odds same as Lucky for Life

Wyoming Marketing

- Statewide advertising:
 - Radio, TV, social, digital, other channels TBD
- In-store:
 - One-pager to post near terminal, pad content, ticket advertising, other channels TBD
- Corporate Communications:
 - Website, app, social, public relations, email

Powerball Jackpot Run Up



Longest running jackpot run up

- Jackpot reached **\$1.787 billion**
- Second largest Powerball jackpot
- Run lasted 42 drawings, a record for the longest jackpot run in Powerball history

Wyoming winner!

- Press release and media outreach resulted in 9 unique stories reaching 37 million people = **\$56,370** ad value equivalency
- Jerry Ragsdale chose the Power Play taking his \$1 million winning ticket to \$2 million!



Game Updates

Update on FY2026 Q1 Game Totals



Cowboy Draw

FY2026 Q1:

- 112,779 Total Winners
- \$883,490 Total Won
- 199 that won \$1,000
- 0 Jackpot Wins

Since Launch:

- 4,034,413 Total Winners
- \$72,342,215 Total Won
- 7,611 have won \$1,000
- 43 Jackpot Wins



Powerball

FY2026 Q1:

- 111,605 Total Winners
- \$3,054,443 Total Won
- 4 that won \$1,000 or more
- 0 Jackpot Wins

Since Launch:

- 1,848,629 Total Winners
- \$25,195,374 Total Won
- 70 have won \$1,000 or more
- 0 Jackpot Wins



Mega Millions

FY2026 Q1:

- 16,626 Total Winners
- \$339,372 Total Won
- 14 that won \$1,000 or more
- 0 Jackpot Wins

Since Launch:

- 1,583,908 Total Winners
- \$16,470,509 Total Won
- 259 have won \$1,000 or more
- 0 Jackpot Wins



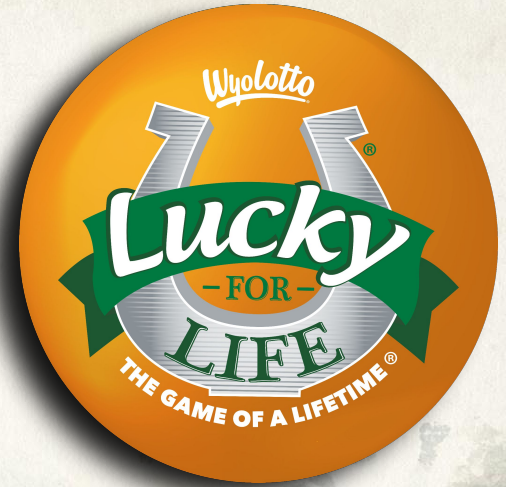
Lucky For Life

FY2026 Q1:

- 44,885 Total Winners
- \$264,253 Total Won
- 3 that won \$1,000 or more
- 0 Jackpot Wins

Since Launch:

- 1,457,392 Total Winners
- \$17,265,506 Total Won
- 87 have won \$1,000
- 1 Jackpot Wins



2by2

FY2026 Q1:

- 95,345 Total Winners
- \$171,666 Total Won
- 5 Jackpots Wins

Since Launch:

- 2,112,236 Total Winners
- \$3,021,345 Total Won
- 67 Jackpot Wins



KENO

FY2026 Q1:

- \$631,959 Total Won
- 17 that won \$1,000 or more
- 0 Jackpots Wins

Since Launch:

- \$10,583,160 Total Won
- 339 have won \$1,000 or more
- 2 Jackpot Wins



What comes next...

- KENO Freebie Fridays October
- Meals on Wheels sponsorship
- Community events
- RG verification/ Wyoming Responsible Gambling Coalition Study
- Millionaire For Life development and marketing
- UW presence at home games
- All products on KTD's



Wyolotto



**THANK
YOU**