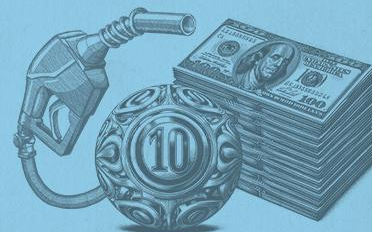


# WyoLotto FY2026 **Q2 Board Report**



Sales

FY26 Q2 **sales** update



# 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.



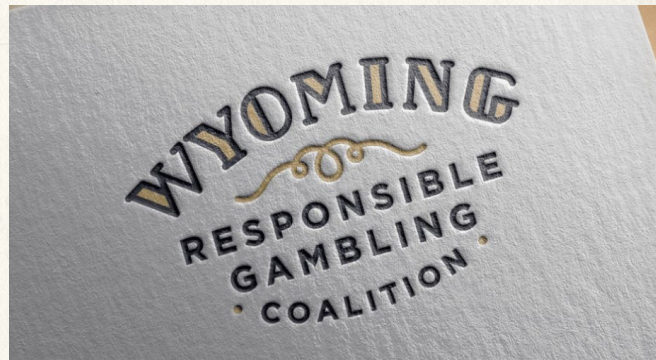
# Transfer Update for Q1

- Quarterly Transfers to Wyoming
  - Q2 Fiscal Year 2026: \$1,537,738
  - Total Since Launch: \$45,608,927



# Problem Gambling

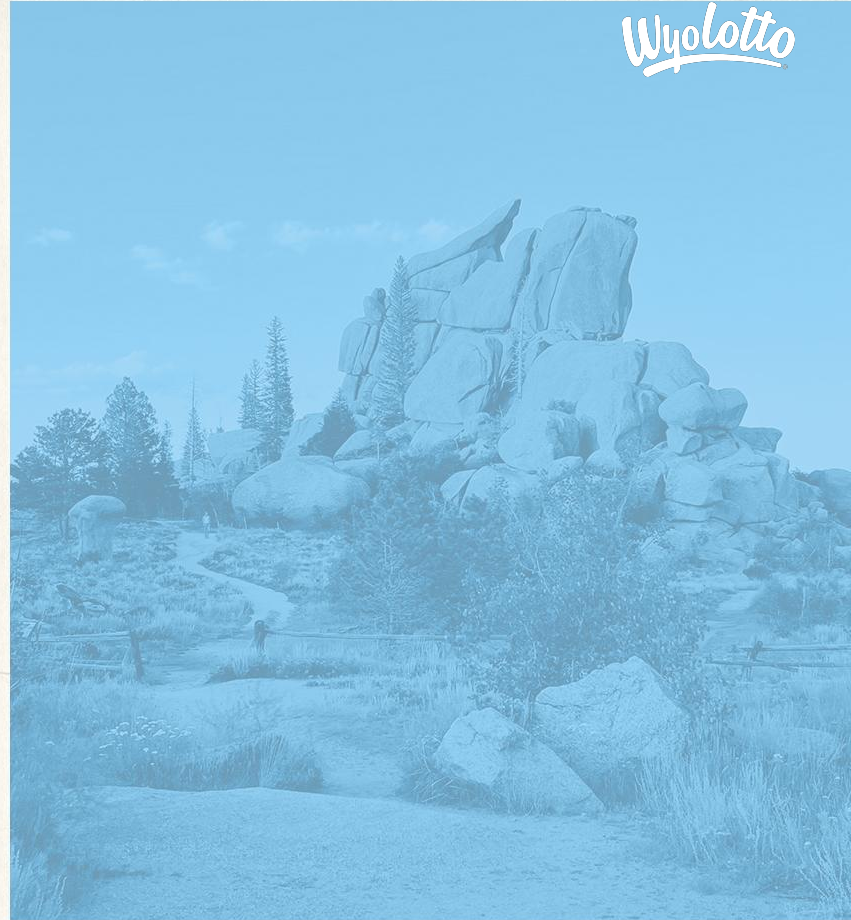
- In collaboration with the Wyoming Department of Health, formed the Wyoming Responsible Gambling Coalition to raise awareness of responsible gambling
- Single transactions are capped at \$125 and products are not available 24/7
- The Problem Gambling Hotline is posted on every ticket, listed on play 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

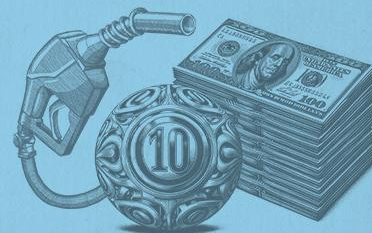
## Leadership in game security and integrity

- 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



## Financial Update

# Update on FY2026 Q2 Financials



# Financial Update

## Balance Sheet

As of December 31, 2025

Wyoming Lottery Corp

### Balance Sheet

As of December 31, 2025

| ASSETS                                 | Dec 31, 25                  | Dec 31, 24                  | \$ Change                  |
|--|-----------------------------|-----------------------------|----------------------------|
| <b>Current Assets</b>                  |                             |                             |                            |
| <b>Checking/Savings</b>                |                             |                             |                            |
| Operating Checking/Savings Accounts    | 5,709,837.91                | 3,375,066.14                | 2,334,771.77               |
| Prize Fund Checking/Savings Account    | 1,634,536.24                | 905,697.73                  | 728,838.51                 |
| Prize Account Petty Cash (Till)        | 903.24                      | 909.24                      | (6.00)                     |
| <b>Restricted Cash</b>                 |                             |                             |                            |
| Unclaimed Prizes                       | 965,570.77                  | 755,308.50                  | 210,262.27                 |
| Responsible Gambling Funds             | 195,827.80                  | 145,324.93                  | 50,502.87                  |
| Fidelity Fund                          | 99,521.48                   | 93,277.45                   | 6,244.03                   |
| <b>Total Checking/Savings</b>          | <u>8,606,197.44</u>         | <u>5,275,583.99</u>         | <u>3,330,613.45</u>        |
| <b>Other Current Assets</b>            |                             |                             |                            |
| Prepaid Expenses                       | 23,277.99                   | 21,817.99                   | 1,460.00                   |
| Retail Accounts Receivable             | 231,858.70                  | 1,919,263.71                | (1,687,405.01)             |
| Other Receivables                      | 5,280.00                    | 15,270.42                   | (9,990.42)                 |
| Lease Receivable-Current               | 47,305.00                   | 67,562.00                   | (20,257.00)                |
| <b>Total Other Current Assets</b>      | <u>307,721.69</u>           | <u>2,023,914.12</u>         | <u>(1,716,192.43)</u>      |
| <b>Total Current Assets</b>            | <u>8,913,919.13</u>         | <u>7,299,498.11</u>         | <u>1,614,421.02</u>        |
| <b>Noncurrent Assets</b>               |                             |                             |                            |
| Land                                   | 611,503.52                  | 611,503.52                  | 0.00                       |
| <b>Capital Assets, Net</b>             | <u>3,220,607.26</u>         | <u>2,366,503.10</u>         | <u>854,104.16</u>          |
| Capital Assets, Trademarks             | 51,200.00                   | 51,200.00                   | 0.00                       |
| Construction/Building In Progress      | 0.00                        | 67,604.58                   | (67,604.58)                |
| 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)               |
| <b>Total Noncurrent Assets</b>         | <u>4,216,962.78</u>         | <u>4,051,805.20</u>         | <u>165,157.58</u>          |
| <b>Deferred Outflows of Resources</b>  |                             |                             |                            |
| Pension Related Outflows               | 135,695.72                  | 112,702.72                  | 22,993.00                  |
| <b>TOTAL ASSETS</b>                    | <u><b>13,266,577.63</b></u> | <u><b>11,464,006.03</b></u> | <u><b>1,802,571.60</b></u> |

#### LIABILITIES & EQUITY

##### Liabilities

##### Current Liabilities

|                                   |                     |                     |                     |
|-----------------------------------|---------------------|---------------------|---------------------|
| Accounts Payable                  | 736,886.39          | 536,353.59          | 200,532.80          |
| Jonah Bank Credit Card            | 7,960.85            | 13,996.29           | (6,035.44)          |
| State of Wyoming Transfer Payable | 1,537,737.64        | 800,033.76          | 737,703.88          |
| Unearned Revenue (net)            | 445,914.33          | 473,340.00          | (27,425.67)         |
| Deferred Revenue                  | 0.00                | 0.00                | 0.00                |
| Prizes Payable                    | 2,661,670.32        | 2,011,429.49        | 650,240.83          |
| Payroll Liabilities               | 62,281.20           | 67,307.03           | (5,025.83)          |
| <b>Total Current Liabilities</b>  | <u>5,452,450.73</u> | <u>3,902,460.16</u> | <u>1,549,990.57</u> |



# Financial Update

## Balance Sheet, Continued

*As of December 31, 2025*

### Wyoming Lottery Corp Balance Sheet As of December 31, 2025

|                                       | <u>Dec 31, 25</u>    | <u>Dec 31, 24</u>    | <u>\$ Change</u>    |
|---------------------------------------|----------------------|----------------------|---------------------|
| <b>Noncurrent Liabilities</b>         |                      |                      |                     |
| Lease Liabilities - Copiers           | 27,655.27            | 42,815.70            | (15,160.43)         |
| 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           |
| <b>Total Noncurrent Liabilities</b>   | <u>1,511,244.95</u>  | <u>2,151,913.38</u>  | <u>(640,668.43)</u> |
| <b>Total Liabilities</b>              | 6,963,695.68         | 6,054,373.54         | 909,322.14          |
| <b>Equity</b>                         |                      |                      |                     |
| Retained Earnings                     | 5,430,553.79         | 5,395,539.45         | 35,014.34           |
| Net Income                            | 872,328.16           | 14,093.04            | 858,235.12          |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <u>13,266,577.63</u> | <u>11,464,006.03</u> | <u>1,802,571.60</u> |

# Financial Update

## Q2 Profit & Loss

October 2025- December 2025



### Wyoming Lottery Corp

### Profit Loss

Oct 2025 through Dec 2025

| Operating Income/Expense                         | Oct - Dec 25         | Oct -Dec 24         | \$ Change           |
|--|----------------------|---------------------|---------------------|
| <b>Income</b>                                    |                      |                     |                     |
| <b>Income / Revenues</b>                         |                      |                     |                     |
| Mega Millions Sales (net)                        | 2,316,655.40         | 2,457,850.00        | -141,194.60         |
| Power Ball Sales (net)                           | 4,615,886.00         | 1,749,282.92        | 2,866,603.08        |
| Cowboy Draw Sales (net)                          | 4,778,439.27         | 1,564,840.30        | 3,213,598.97        |
| Lucky For Life Sales (net)                       | 677,734.00           | 631,262.24          | 46,471.76           |
| 2by2 Sales (net)                                 | 262,177.00           | 247,036.00          | 15,141.00           |
| Keno Sales                                       | 1,004,919.00         | 1,113,447.60        | -108,528.60         |
| <b>Total Income / Revenues</b>                   | <b>13,655,810.67</b> | <b>7,763,719.06</b> | <b>5,892,091.61</b> |
| <b>Other Revenues</b>                            |                      |                     |                     |
| Application Fees (Fidelity-Res)                  | 400.00               | 700.00              | -300.00             |
| Rental Income                                    | 24,000.00            | 24,000.00           | 0.00                |
| Other Revenues                                   | 146.67               | 7,843.11            | -7,696.44           |
| <b>Total - Other Revenues</b>                    | <b>24,546.67</b>     | <b>32,543.11</b>    | <b>-7,996.44</b>    |
| <b>Total Income</b>                              | <b>13,680,357.34</b> | <b>7,796,262.17</b> | <b>5,884,095.17</b> |
| <b>Cost of Goods Sold</b>                        |                      |                     |                     |
| <b>Direct Gaming Costs</b>                       |                      |                     |                     |
| <b>Prize Expense</b>                             |                      |                     |                     |
| Megamillions                                     | 1,133,803.61         | 1,191,877.39        | -58,073.78          |
| Powerball  | 2,266,493.22         | 825,630.40          | 1,440,862.82        |
| Cowboy Draw                                      | 3,283,599.19         | 1,346,504.33        | 1,937,094.86        |
| Lucky For Life                                   | 395,767.71           | 362,223.52          | 33,544.19           |
| 2by2   | 138,502.05           | 130,666.38          | 7,835.67            |
| Keno   | 678,516.00           | 709,867.00          | -31,351.00          |
| <b>Total Direct Gaming Costs / Prize Expense</b> | <b>7,896,681.78</b>  | <b>4,566,769.02</b> | <b>3,329,912.76</b> |
| <b>Gaming Expenses</b>                           |                      |                     |                     |
| Gaming Retail Commissions                        | 937,753.42           | 480,093.06          | 457,660.36          |
| Gaming Retail Validation Bonus                   | 26,883.35            | 16,600.62           | 10,282.73           |
| Vendor Expense - (Intralot)                      | 1,589,586.07         | 903,519.97          | 686,066.10          |
| <b>Total Gaming Expenses</b>                     | <b>2,554,222.84</b>  | <b>1,400,213.65</b> | <b>1,154,009.19</b> |
| <b>Total COGS</b>                                | <b>10,450,904.62</b> | <b>5,966,982.67</b> | <b>4,483,921.95</b> |
| <b>Gross Profit</b>                              | <b>3,229,452.72</b>  | <b>1,829,279.50</b> | <b>1,400,173.22</b> |
| <b>Expense</b>                                   |                      |                     |                     |
| <b>Operating Expenses</b>                        |                      |                     |                     |
| Bank Fee   | 0.00                 | 0.00                | 0.00                |
| Board Expenses                                   | 9,971.97             | 2,242.19            | 7,729.78            |
| Employee Recruitment & Relocate                  | 6,782.75             | 4,945.60            | 1,837.15            |
| Insurance  | 5,171.00             | 10,204.83           | -5,033.83           |
| Membership Dues                                  | 28,540.69            | 25,288.75           | 3,251.94            |
| Responsible Gambling Program                     | 31,494.11            | 1,642.59            | 29,851.52           |
| Accounting / Audit Fees                          | 0.00                 | 19,600.00           | -19,600.00          |
| Legal Fees                                       | 27,441.40            | 32,031.40           | -4,590.00           |
| Marketing  | 371,651.12           | 235,404.64          | 136,246.48          |
| Keno / Marketing Expenses                        | 0.00                 | 2,402.41            | -2,402.41           |
| MM Game Change/Development                       | 0.00                 | 178,420.82          | -178,420.82         |
| New Game Developmnet KTD all games               | 17,419.50            | 0.00                | 17,419.50           |

# Financial Update

## Q2 Profit & Loss, Continued

October 2025- December 2025

### Wyoming Lottery Corp Profit Loss Oct 2025 through Dec 2025

|   | Oct - Dec 25        | Oct -Dec 24         | \$ Change           |
|---|---------------------|---------------------|---------------------|
| M4L New Game Development                | 251,730.00          | 0.00                | 251,730.00          |
| Outside Contract Services (IT)          | 47,524.75           | 44,923.52           | 2,601.23            |
| <b>Operating Income/Expense</b>         |                     |                     |                     |
| Vendor Background Services              | 0.00                | 322.00              | -322.00             |
| Payroll Services                        | 1,860.00            | 1,866.00            | -6.00               |
| Retail Investigation                    | 755.90              | 2,721.99            | -1,966.09           |
| Facilities & Equipment                  | 59,344.59           | 102,316.51          | -42,971.92          |
| Communications                          | 3,247.15            | 3,181.12            | 66.03               |
| Office Costs                            | 12,351.20           | 6,586.33            | 5,764.87            |
| Outside Services                        | 21,250.00           | 22,012.51           | -762.51             |
| Petty Cash Over/Short                   | 1.00                | 15.00               | -14.00              |
| Other                                   | 12,982.00           | 124.50              | 12,857.50           |
| Retailer Special Incentive              | 2,500.00            | 1,500.00            | 1,000.00            |
| Rent & Janitorial                       | 1,462.50            | 28,571.98           | -27,109.48          |
| Ticket Problem Expense                  | 0.00                | 0.00                | 0.00                |
| Salaries, Wages & Benefits              | 432,403.00          | 404,029.65          | 28,373.35           |
| Travel                                  | 3,242.47            | 29,066.58           | -25,824.11          |
| EE Uniforms                             | 3,258.94            | 318.69              | 2,940.25            |
| Pension Expense                         | 0.00                | 0.00                | 0.00                |
| <b>Total Operating Expenses</b>         | <b>1,352,386.04</b> | <b>1,159,739.61</b> | <b>192,646.43</b>   |
| <b>Net Operating Income</b>             | <b>1,877,066.68</b> | <b>669,539.89</b>   | <b>1,207,526.79</b> |
| <b>Other Income</b>                     |                     |                     |                     |
| Interest Income                         | 41,154.77           | 25,292.78           | 15,861.99           |
| Gain/Loss on Sale of Assets             | 0.00                | 0.00                | 0.00                |
| <b>Total Other Income</b>               | <b>41,154.77</b>    | <b>25,292.78</b>    | <b>15,861.99</b>    |
| <b>Other Expenses</b>                   |                     |                     |                     |
| Interest Expense                        | 0.00                | 591.79              | -591.79             |
| <b>Total Other Expense</b>              | <b>0.00</b>         | <b>591.79</b>       | <b>-591.79</b>      |
| <b>Net Income Before State Transfer</b> | <b>1,918,221.45</b> | <b>694,240.88</b>   | <b>1,223,980.57</b> |
| <b>State of Wyoming Transfers</b>       | <b>1,537,737.64</b> | <b>800,033.76</b>   | <b>737,703.88</b>   |
| <b>Net Income</b>                       | <b>380,483.81</b>   | <b>-105,792.88</b>  | <b>486,276.69</b>   |
| <b>State Transfer % of Net Income</b>   | <b>80.16%</b>       | <b>115.24%</b>      | <b>-35.07%</b>      |



# Financial Update

## YTD Profit & Loss

July 2025- December 2025



### Wyoming Lottery Corp

### Profit Loss

July 2025 through Dec 2025

| Operating Income/Expense                         | July - Dec 25        | July - Dec 24        | \$ Change            |
|--|----------------------|----------------------|----------------------|
| <b>Income</b>                                    |                      |                      |                      |
| <b>Income / Revenues</b>                         |                      |                      |                      |
| Mega Millions Sales (net)                        | 4,234,808.30         | 4,461,271.92         | -226,463.62          |
| Power Ball Sales (net)                           | 11,042,894.18        | 3,612,892.12         | 7,430,002.06         |
| Cowboy Draw Sales (net)                          | 7,435,159.57         | 3,601,345.30         | 3,833,814.27         |
| Lucky For Life Sales (net)                       | 1,373,922.24         | 1,294,646.24         | 79,276.00            |
| 2by2 Sales (net)                                 | 518,943.12           | 505,845.00           | 13,098.12            |
| Keno Sales                                       | 1,958,056.40         | 2,342,610.10         | -384,553.70          |
| <b>Total Income / Revenues</b>                   | <b>26,563,783.81</b> | <b>15,818,610.68</b> | <b>10,745,173.13</b> |
| <b>Other Revenues</b>                            |                      |                      |                      |
| Application Fees (Fidelity-Res)                  | 1,000.00             | 1,800.00             | -800.00              |
| Rental Income                                    | 48,000.00            | 60,433.55            | -12,433.55           |
| Other Revenues                                   | 395.56               | 8,209.77             | -7,814.21            |
| <b>Total - Other Revenues</b>                    | <b>49,395.56</b>     | <b>70,443.32</b>     | <b>-21,047.76</b>    |
| <b>Total Income</b>                              | <b>26,613,179.37</b> | <b>15,889,054.00</b> | <b>10,724,125.37</b> |
| <b>Cost of Goods Sold</b>                        |                      |                      |                      |
| <b>Direct Gaming Costs</b>                       |                      |                      |                      |
| <b>Prize Expense</b>                             |                      |                      |                      |
| Megamillions                                     | 2,045,614.61         | 2,154,445.03         | -108,830.42          |
| Powerball  | 5,631,009.52         | 1,672,272.50         | 3,958,737.02         |
| Cowboy Draw                                      | 4,844,520.86         | 2,613,654.83         | 2,230,866.03         |
| Lucky For Life                                   | 800,468.54           | 756,151.73           | 44,316.81            |
| 2by2   | 273,184.98           | 264,743.04           | 8,441.94             |
| Keno   | 1,305,682.00         | 1,532,096.00         | -226,414.00          |
| <b>Total Direct Gaming Costs / Prize Expense</b> | <b>14,900,480.51</b> | <b>8,993,363.13</b>  | <b>5,907,117.38</b>  |
| <b>Gaming Expenses</b>                           |                      |                      |                      |
| Gaming Retail Commissions                        | 1,770,815.74         | 972,548.70           | 798,267.04           |
| Gaming Retail Validation Bonus                   | 48,115.40            | 34,017.31            | 14,098.09            |
| Vendor Expense - (Intralot)                      | 3,091,905.37         | 1,841,429.83         | 1,250,475.54         |
| <b>Total Gaming Expenses</b>                     | <b>4,910,836.51</b>  | <b>2,847,995.84</b>  | <b>2,062,840.67</b>  |
| <b>Total COGS</b>                                | <b>19,811,317.02</b> | <b>11,841,358.97</b> | <b>7,969,958.05</b>  |
| <b>Gross Profit</b>                              | <b>6,801,862.35</b>  | <b>4,047,695.03</b>  | <b>2,754,167.32</b>  |
| <b>Expense</b>                                   |                      |                      |                      |
| <b>Operating Expenses</b>                        |                      |                      |                      |
| Bank Fee   | 50.00                | 50.00                | 0.00                 |
| Board Expenses                                   | 15,127.69            | 9,407.31             | 5,720.38             |
| Employee Recruitment & Relocate                  | 14,689.40            | 4,945.60             | 9,743.80             |
| Insurance  | 11,903.82            | 16,295.08            | -4,391.26            |
| Membership Dues                                  | 29,956.94            | 26,338.75            | 3,618.19             |
| Responsible Gambling Program                     | 39,090.77            | 6,604.31             | 32,486.46            |
| Accounting / Audit Fees                          | 36,200.00            | 59,600.00            | -23,400.00           |
| Legal Fees                                       | 51,848.23            | 50,981.40            | 866.83               |
| Marketing  | 795,591.32           | 711,370.47           | 84,220.85            |
| Keno / Marketing Expenses                        | 0.00                 | 12,547.95            | -12,547.95           |
| MM Game Change/Development                       | 0.00                 | 287,809.70           | -287,809.70          |
| New Game Developmnet KTD all games               | 36,039.50            | 0.00                 | 36,039.50            |

# Financial Update

## YTD Profit & Loss, Continued

July 2025- December 2025



### Wyoming Lottery Corp Profit Loss July 2025 through Dec 2025

|   | July - Dec 25        | July - Dec 24        | \$ Change           |
|---|----------------------|----------------------|---------------------|
| M4L New Game Development                | 326,605.00           | 0.00                 | 326,605.00          |
| Outside Contract Services (IT)          | 113,358.05           | 93,254.42            | 20,103.63           |
| <b>Operating Income/Expense</b>         | <b>July - Dec 25</b> | <b>July - Dec 24</b> | <b>\$ Change</b>    |
| Vendor Background Services              | 1,265.00             | 361.00               | 904.00              |
| Payroll Services                        | 4,565.00             | 3,816.00             | 749.00              |
| Retail Investigation                    | 3,815.90             | 4,881.99             | -1,066.09           |
| Facilities & Equipment                  | 161,728.99           | 218,695.98           | -56,966.99          |
| Communications                          | 7,185.79             | 6,344.19             | 841.60              |
| Office Costs                            | 20,639.52            | 13,945.86            | 6,693.66            |
| Outside Services                        | 45,081.28            | 46,340.66            | -1,259.38           |
| Petty Cash Over/Short                   | -7.00                | -16.50               | 9.50                |
| Other                                   | 12,982.00            | 124.50               | 12,857.50           |
| Retailer Special Incentive              | 5,000.00             | 4,000.00             | 1,000.00            |
| Rent & Janitorial                       | 21,447.14            | 57,143.96            | -35,696.82          |
| Ticket Problem Expense                  | 0.00                 | 0.00                 | 0.00                |
| Salaries, Wages & Benefits              | 848,430.62           | 798,107.83           | 50,322.79           |
| Travel                                  | 25,847.40            | 52,386.14            | -26,538.74          |
| EE Uniforms                             | 7,794.17             | 318.69               | 7,475.48            |
| Pension Expense                         | 0.00                 | 0.00                 | 0.00                |
| <b>Total Operating Expenses</b>         | <b>2,636,236.53</b>  | <b>2,485,655.29</b>  | <b>150,581.24</b>   |
| <b>Net Operating Income</b>             | <b>4,165,625.82</b>  | <b>1,562,039.74</b>  | <b>2,603,586.08</b> |
| <b>Other Income</b>                     |                      |                      |                     |
| Interest Income                         | 68,657.19            | 57,026.83            | 11,630.36           |
| Gain/Loss on Sale of Assets             | -7,845.56            | 0.00                 | -7,845.56           |
| <b>Total Other Income</b>               | <b>60,811.63</b>     | <b>57,026.83</b>     | <b>3,784.80</b>     |
| <b>Other Expenses</b>                   |                      |                      |                     |
| Interest Expense                        | 148.86               | 1,236.77             | -1,087.91           |
| <b>Total Other Expense</b>              | <b>148.86</b>        | <b>1,236.77</b>      | <b>-1,087.91</b>    |
| <b>Net Income Before State Transfer</b> | <b>4,226,288.59</b>  | <b>1,617,829.80</b>  | <b>2,608,458.79</b> |
| <b>State of Wyoming Transfers</b>       | <b>3,353,960.43</b>  | <b>1,603,736.76</b>  | <b>1,750,223.67</b> |
| <b>Net Income</b>                       | <b>872,328.16</b>    | <b>14,093.04</b>     | <b>858,235.12</b>   |
| <b>State Transfer % of Net Income</b>   | <b>79.36%</b>        | <b>99.13%</b>        | <b>-19.77%</b>      |

# Financial Update

## Q2 Profit & Loss Budget Vs. Actual

October 2025- December 2025

### Wyoming Lottery Corp Profit & Loss Budget vs. Actual October 2025 through December 2025

|   | FY 26 QTR 2   |              |              |              |
|---|---------------|--------------|--------------|--------------|
|   | TOTAL         |              |              |              |
|   | Oct 25-Dec 25 | Budget       | - Favorable  | % of Budget  |
| Ordinary Income/Expense                             |               |              |              |              |
| Total 40000 - Income / Revenues                     | 13,655,810.67 | 6,668,997.00 | 6,986,813.67 | 204.77%      |
| Total 48000 - Other Revenues                        | 24,546.67     | 0.00         | 24,546.67    | 100.0%       |
| Total Income  | 13,680,357.34 | 6,668,997.00 | 7,011,360.34 | 205.13%      |
| Cost of Goods Sold                                  |               |              |              |              |
| Total 50000 - A Direct Gaming Costs                 | 7,896,681.78  | 3,902,599.98 | 3,994,081.80 | 202.34%      |
| Total 51000 - B Gaming Expenses                     | 2,554,222.84  | 1,203,087.60 | 1,351,135.24 | 212.31%      |
| Total COGS  | 10,450,904.62 | 5,105,687.58 | 5,345,217.04 | 204.69%      |
| Gross Profit  | 3,229,452.72  | 1,563,309.42 | 1,666,143.30 | 206.58%      |
|   | Oct 25-Dec 25 | Budget       | + Favorable  | % of Budget  |
| Expense   |               |              |              |              |
| Total 60000 - Business Expenses                     | 81,960.52     | 123,375.00   | -41,414.48   | 66.43% *     |
| Total 61000 - Contract Services                     | 718,382.67    | 808,890.01   | -90,507.34   | 88.81% **    |
| Total 62000 - Facilities and Equipment              | 59,344.59     | 113,429.00   | -54,084.41   | 52.32% ***   |
| Total 63000 - Operations                            | 53,793.85     | 40,020.00    | 13,773.85    | 134.42% **** |
| Total 64000 - Personnel Salaries, Benefits & Travel | 438,904.41    | 475,745.00   | -36,840.59   | 92.26% ***** |
| Total Expense                                       | 1,352,386.04  | 1,561,459.01 | -209,072.97  | 86.61%       |
| Net Ordinary Income                                 | 1,877,066.68  | 1,850.41     | 1,875,216.27 | 101,440.58%  |
| Other Income/Expense                                |               |              |              |              |
| 70000 - Interest Income                             | 41,154.77     | 22,500.00    | 18,654.77    | 182.91%      |
| 81000 - Interest Expense                            | 0.00          | 750.00       | -750.00      | 0.0%         |
| 82000 - Loss on Disposal of Assets                  | 0.00          | 0.00         | 0.00         | 0.0%         |
| Total Other Expense                                 | 0.00          | 750.00       | -750.00      | 0.0%         |
| Net Other Income                                    | 41,154.77     | 21,750.00    | 19,404.77    | 189.22%      |
|   | Oct 25-Dec 25 | Budget       | - Favorable  | % of Budget  |
| Net Income before Transfers to State of Wyoming     | 1,918,221.45  | 23,600.41    | 1,894,621.04 | 8,127.92%    |
| Transfers to State of Wyoming                       | 1,537,737.64  |              |              |              |
| Net Income  | 380,483.81    |              |              |              |

\* Over \$2,500 Board Expenses; Over \$6,800 EE Recruitment; Over \$5,171 Insurance; Under Dues \$87,000; Includes RG Expenses of \$31,494.11

\*\* Under Audit \$10,800; Over \$6,500 Legal; Under \$6,000 Mktg; Over \$44,000 Swag, Under \$68,395 NGD; Under \$29,000 KTD; Under \$23,500 IT; Under \$4,000 Retail Investigations

\*\*\* Over \$1,900 Insurance; Under \$21,000 Depreciation; Under \$8,000 IT Equipment; Under \$4,000 Utilities; Under \$20,000 Maintenance

\*\*\*\* Over \$3,500 Office; Over \$10,000 Other Expenses

\*\*\*\*\* Under \$6,700 Benefits; Under \$16,000 Comp & Taxes; Under \$14,000 Travel

# Financial Update

## YTD Profit & Loss Budget Vs. Actual

July 2025- September 2025

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

|   | FY 26 QTR 2   |               |               |              |
|---|---------------|---------------|---------------|--------------|
|   | TOTAL         |               |               |              |
|   | Jul 25-Dec 25 | Budget        | - Favorable   | % of Budget  |
| Ordinary Income/Expense                             |               |               |               |              |
| Total 40000 · Income / Revenues                     | 26,563,783.81 | 13,337,994.00 | 13,225,789.81 | 199.16%      |
| Total 48000 · Other Revenues                        | 49,395.56     | 0.00          | 49,395.56     | 100.0%       |
| Total Income  | 26,613,179.37 | 13,337,994.00 | 13,275,185.37 | 199.53%      |
| Cost of Goods Sold                                  |               |               |               |              |
| Total 50000 · A Direct Gaming Costs                 | 14,900,480.51 | 7,805,199.96  | 7,095,280.55  | 190.91%      |
| Total 51000 · B Gaming Expenses                     | 4,910,836.51  | 2,406,175.20  | 2,504,661.31  | 204.09%      |
| Total COGS  | 19,811,317.02 | 10,211,375.16 | 9,599,941.86  | 194.01%      |
| Gross Profit  | 6,801,862.35  | 3,126,618.84  | 3,675,243.51  | 217.55%      |
|   | Jul 25-Dec 25 | Budget        | + Favorable   | % of Budget  |
| Expense   |               |               |               |              |
| Total 60000 · Business Expenses                     | 110,818.62    | 169,860.00    | -59,041.38    | 65.24% *     |
| Total 61000 · Contract Services                     | 1,369,288.00  | 1,611,230.02  | -241,942.02   | 84.98% **    |
| Total 62000 · Facilities and Equipment              | 161,728.99    | 282,358.00    | -120,629.01   | 57.28% ***   |
| Total 63000 · Operations                            | 112,328.73    | 103,195.00    | 9,133.73      | 108.85% **** |
| Total 64000 · Personnel Salaries, Benefits & Travel | 882,072.19    | 1,002,340.00  | -120,267.81   | 88.0% *****  |
| Total Expense                                       | 2,636,236.53  | 3,168,983.02  | -532,746.49   | 83.19%       |
| Net Ordinary Income                                 | 4,165,625.82  | -42,364.18    | 4,207,990.00  | -9.832.9%    |
| Other Income/Expense                                |               |               |               |              |
| 70000 · Interest Income                             | 68,657.19     | 45,000.00     | 23,657.19     | 152.57%      |
| 81000 · Interest Expense                            | 148.86        | 1,500.00      | -1,351.14     | 9.92%        |
| 82000 · Loss on Disposal of Assets                  | 7,845.56      | 0.00          | 7,845.56      | 100.0%       |
| Total Other Expense                                 | 7,994.42      | 1,500.00      | 6,494.42      | 532.96%      |
| Net Other Income                                    | 60,662.77     | 43,500.00     | 17,162.77     | 139.46%      |
|   | Jul 25-Dec 25 | Budget        | - Favorable   | % of Budget  |
| Net Income before Transfers to State of Wyoming     | 4,226,288.59  | 1,135.82      | 4,225,152.77  | 372,091.4%   |
| Transfers to State of Wyoming                       | 3,353,960.46  |               |               |              |
| Net Income  | 872,328.13    |               |               |              |

\* Under \$2,800 Board Expenses; Over \$10,000 EE Recruitment; Under \$13,000 Insurance; Under Dues \$92,000; Includes RG Expenses of \$39,000

\*\* Under \$11,500 Acct; Under \$65,000 Mktg; Under \$56,000 KTD Change; Under \$82,000 GLI; Under \$45,000 IT; Under \$5,000 BC; Over \$10,000 Legal; Over \$14,000 App updates

\*\*\* Under \$38,000 Depreciation; Under \$50,000 IT Equipment; Under \$36,000 Maint.

\*\*\*\* Over \$9,500 Other Expenses

\*\*\*\*\* Under \$19,000 Benefits; Under \$58,000 Comp & Taxes; Under \$43,000 Travel

# Financial Update

## YTD Profit & Loss Responsible Gambling

## Budget vs. Actual

July 2025 - December 2025

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

|   | FY 26 QTR 2 YTD    |                   |                   |
|---|--------------------|-------------------|-------------------|
|   | TOTAL              |                   |                   |
|   | July - December 25 | FY26 Budget       | Available         |
| <b>Responsible Gambling Expenses</b>              |                    |                   |                   |
| Tracker Study Follow Up Research                  | 0.00               | 0.00              | 0.00              |
| UW Survey   | 28,669.11          | 0.00              | -28,669.11        |
| 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 | 7,921.66           | 20,000.00         | 12,078.34         |
| Fremont County Service Research                   | 0.00               | 0.00              | 0.00              |
| Dues & Sponsorships                               | 2,500.00           | 2,500.00          | 0.00              |
| Allocation To Be Determined                       |                    | 212,418.57        | 212,418.57        |
|   |                    |                   |                   |
| <b>Total Responsible Gambling Expenses</b>        | <b>39,090.77</b>   | <b>234,918.57</b> | <b>195,827.80</b> |

### 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                               | -39,090.77        |
|  |                   |
| <b>12/31/25 Responsible Gambling Balance</b> | <b>195,827.80</b> |

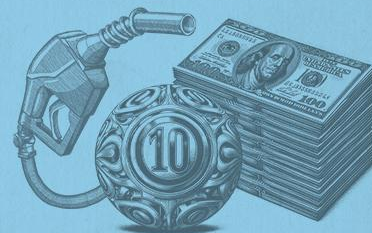
Unclaimed Prize Fund Balance as of 12/31/2025

\$965,570.77



## Sales

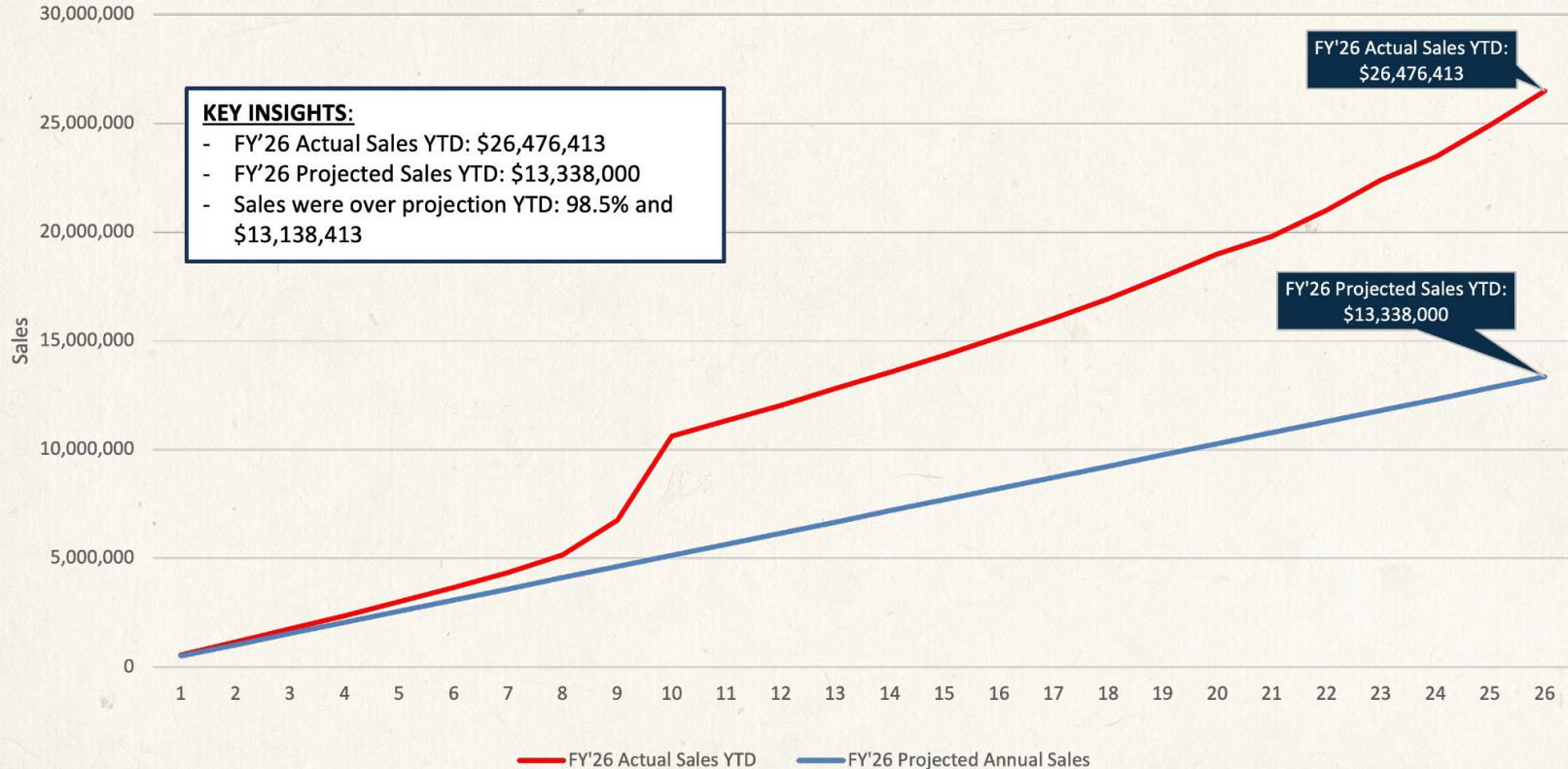
Update on FY2026 Q2  
**Sales** for all games.



# Sales Update



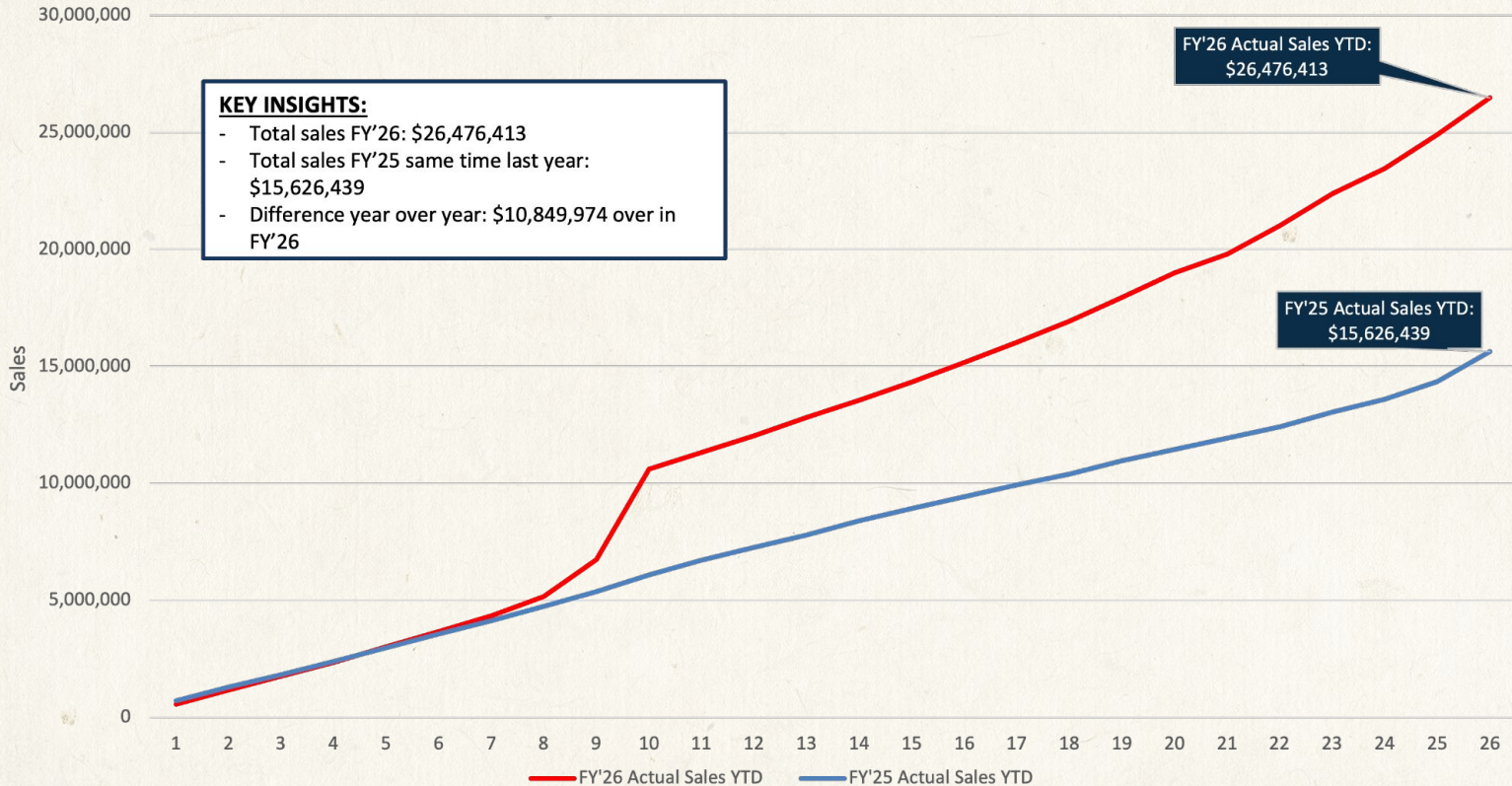
Total Sales - FY'26 Actual vs. Projection  
Week ending: 12/27/25



# Sales Update



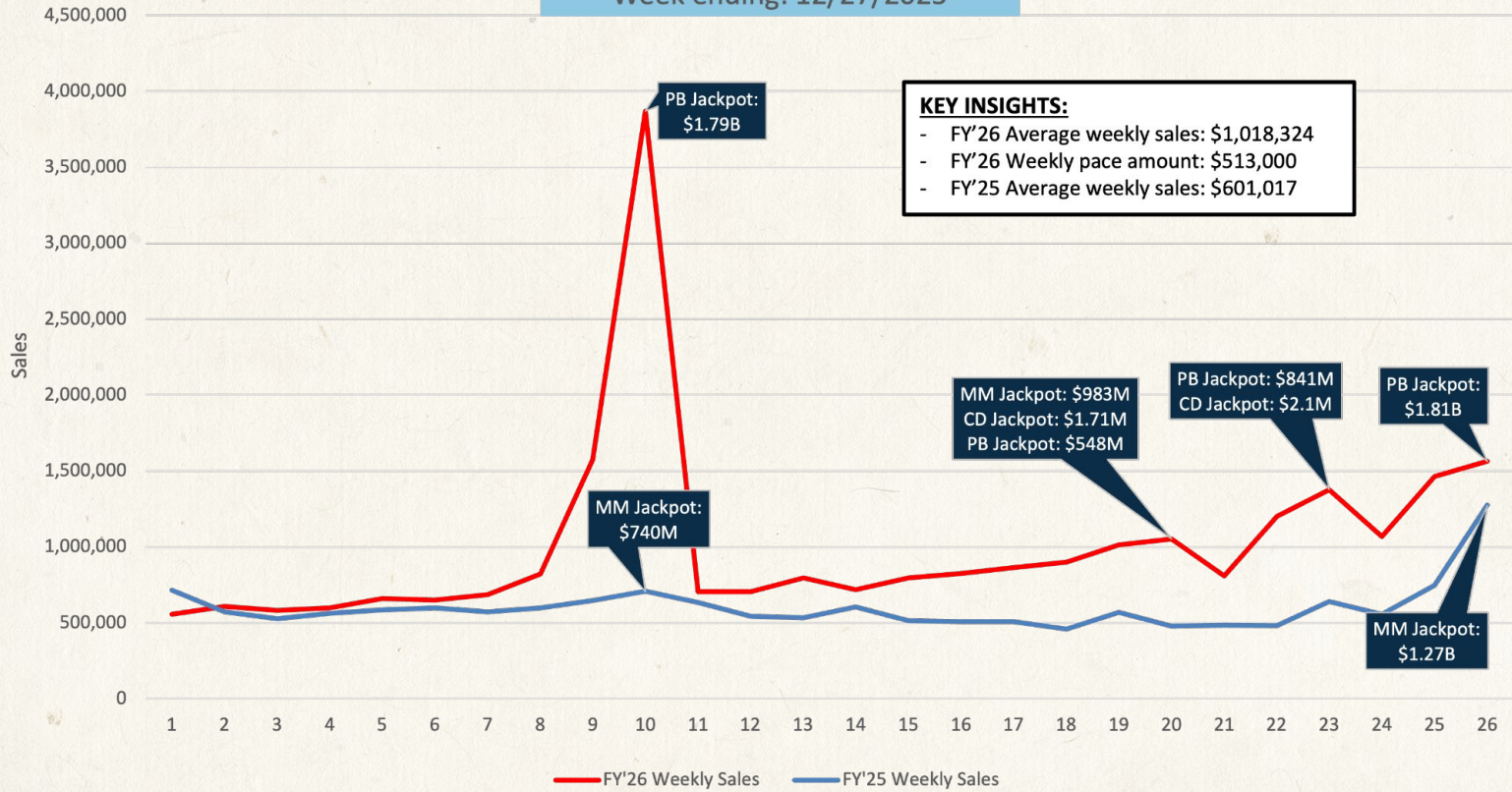
Total Sales - FY'26 vs. FY'25  
Week ending: 12/27/25



# Sales Update



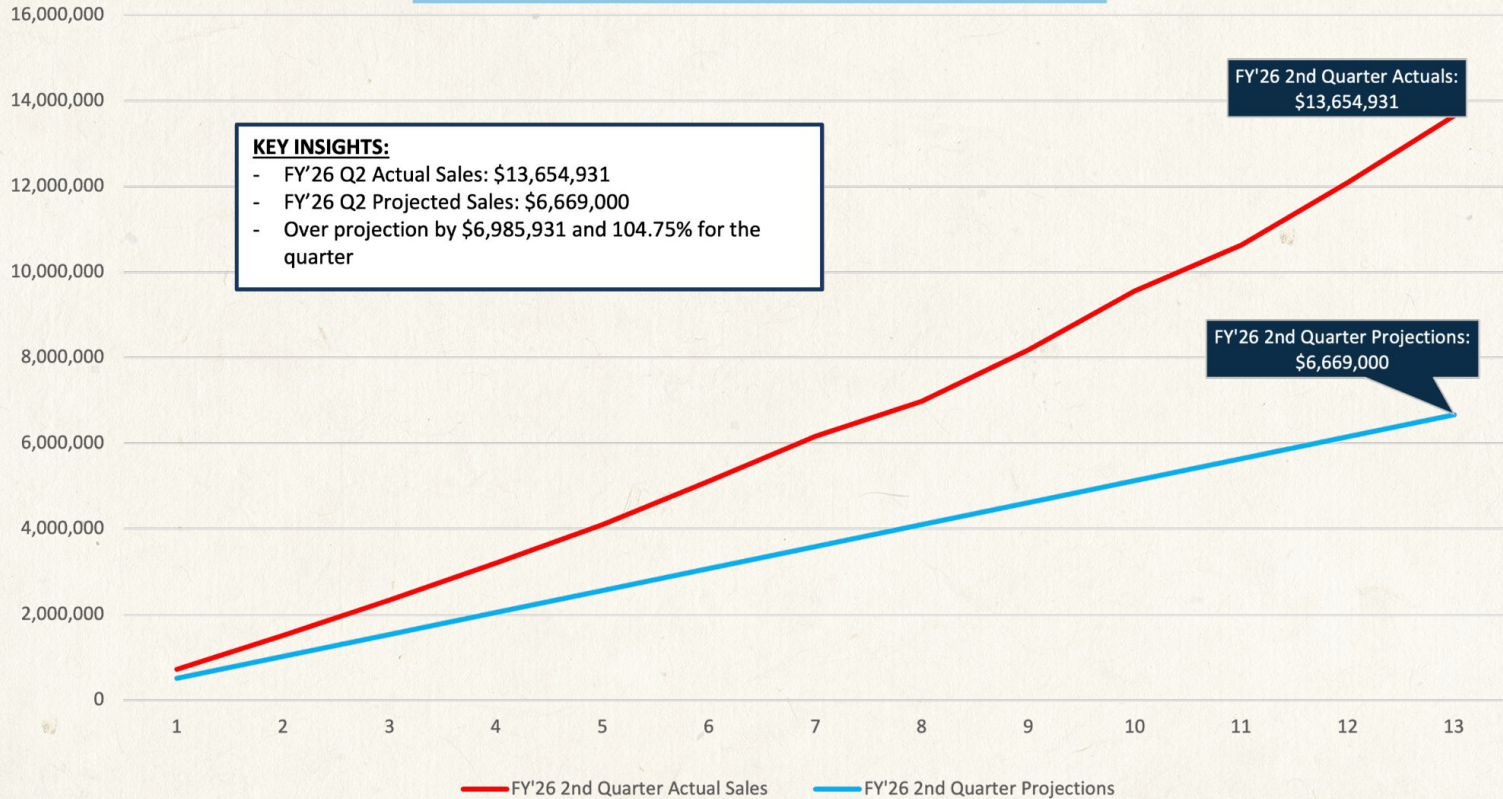
Actual Weekly Sales - FY'26 vs. FY'25  
Week ending: 12/27/2025



# Sales Update



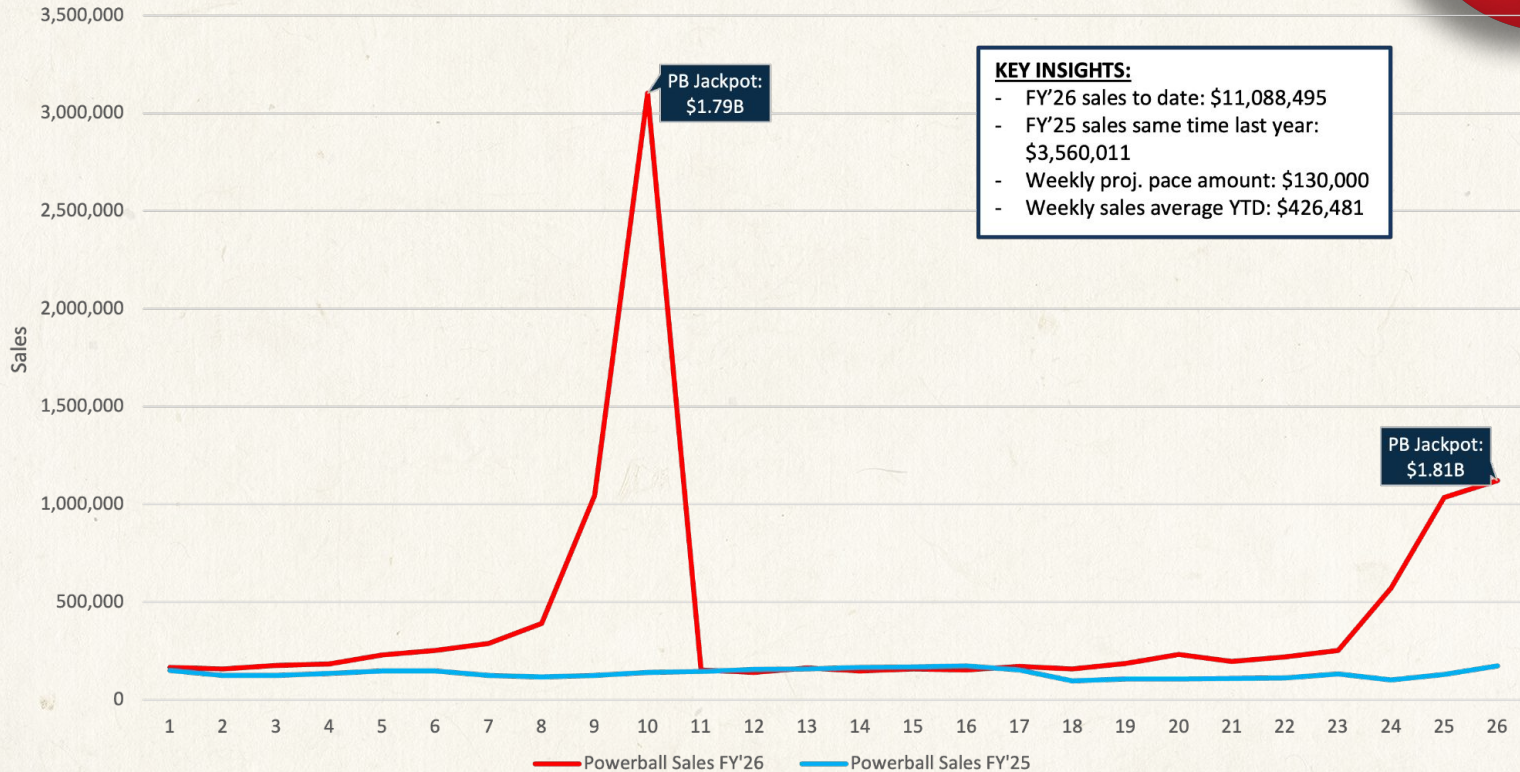
Total 2nd Quarter Sales - FY'26 Actual vs. Projections  
Quarter Ending 12/27/25



# Sales Update



Powerball Sales - FY'26 vs. FY'25  
Week Ending: 12/27/25



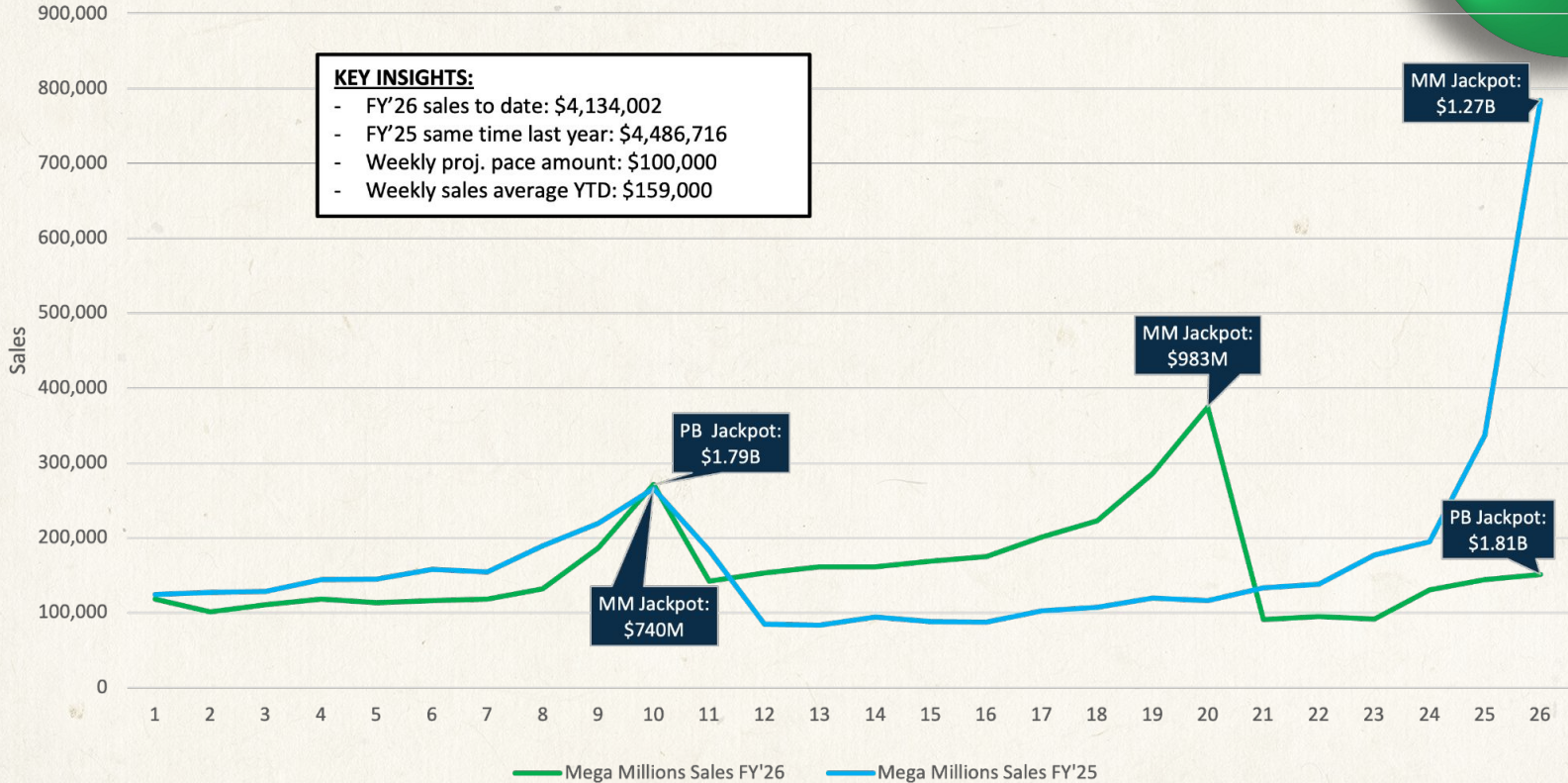
# Sales Update



Mega Millions Sales - FY'26 vs. FY'25  
Week Ending: 12/27/25

**KEY INSIGHTS:**

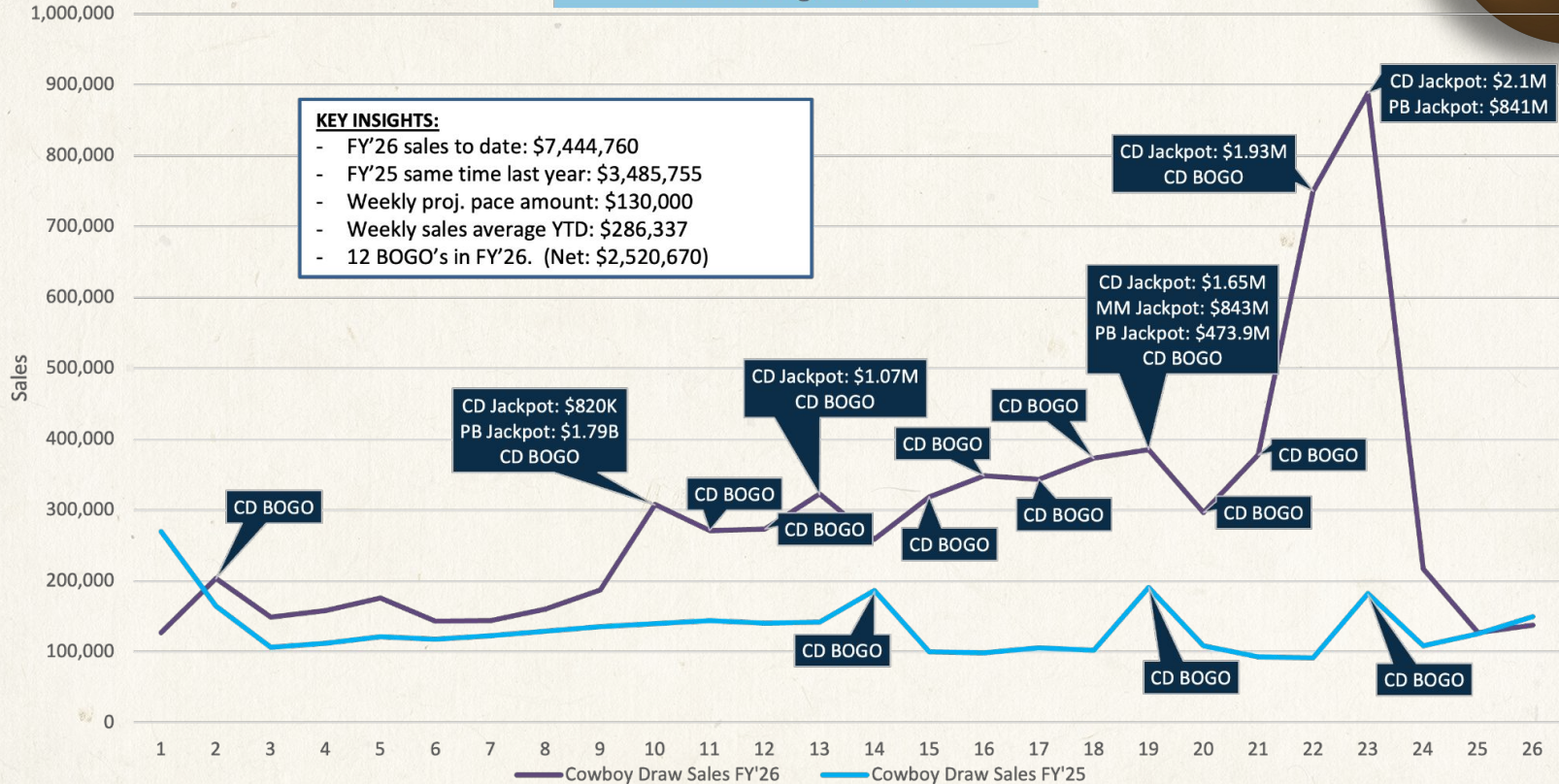
- FY'26 sales to date: \$4,134,002
- FY'25 same time last year: \$4,486,716
- Weekly proj. pace amount: \$100,000
- Weekly sales average YTD: \$159,000



# Sales Update



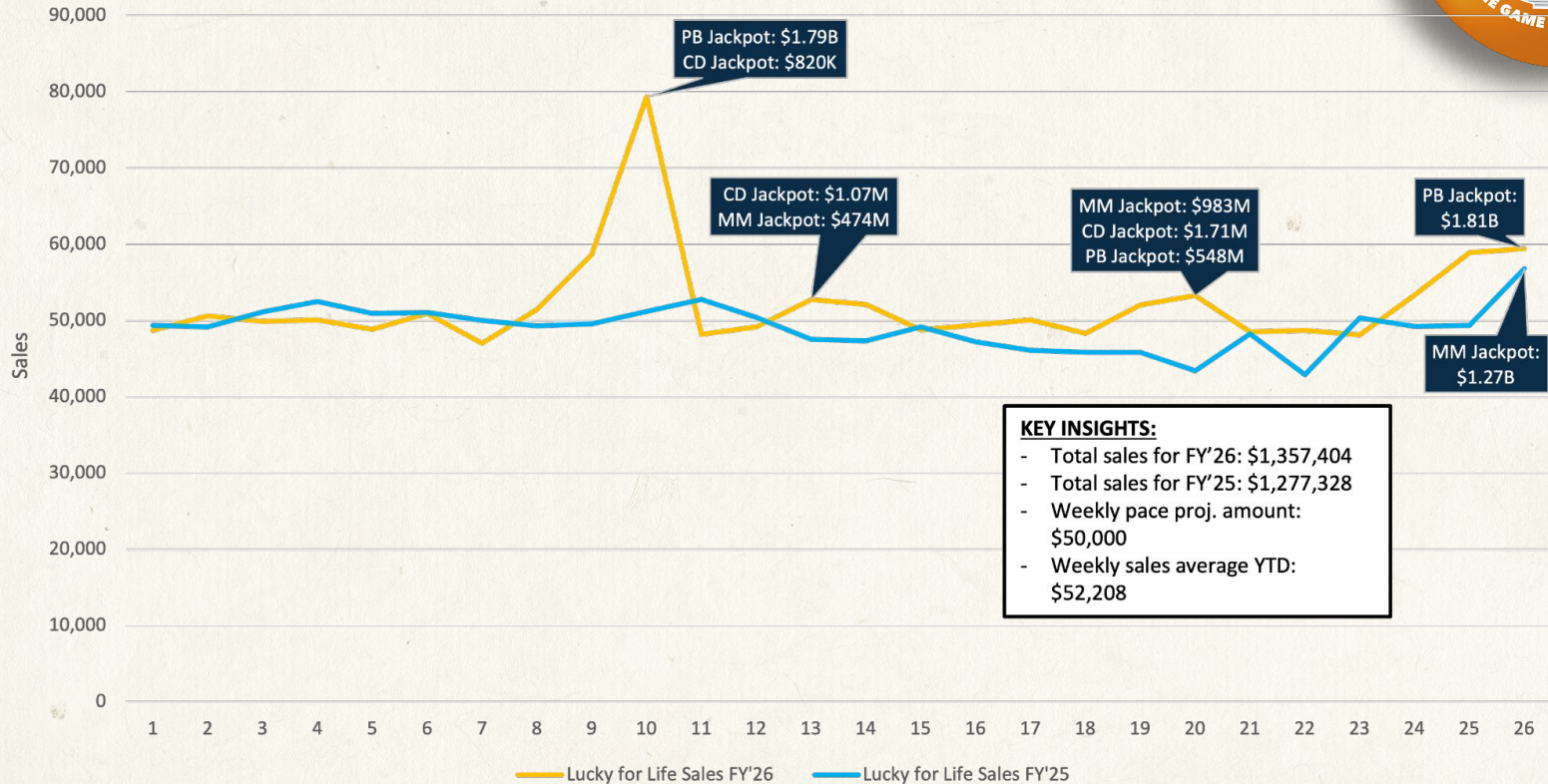
Cowboy Draw Sales - FY'26 vs. FY'25  
Week ending: 12/27/25



# Sales Update



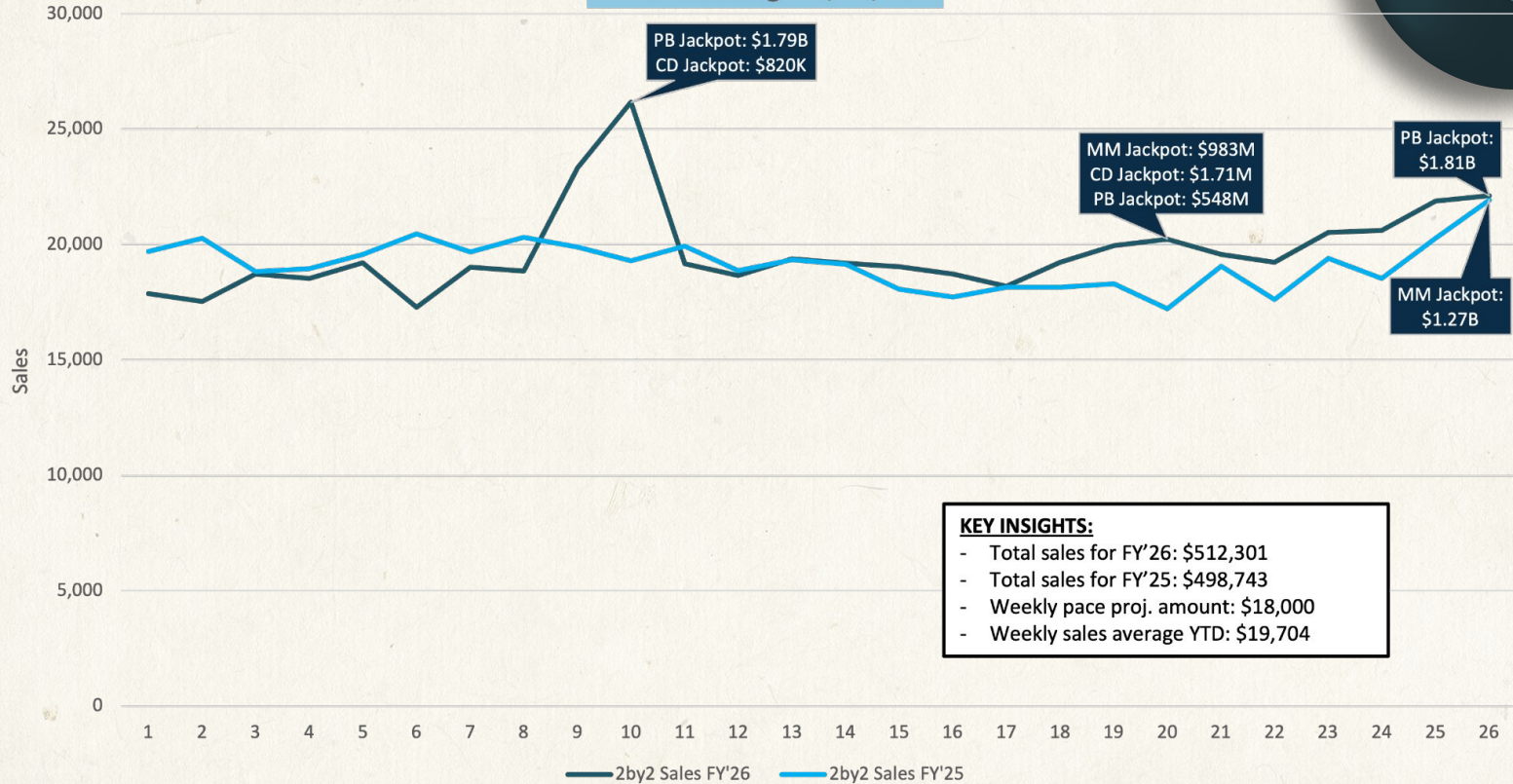
Lucky for Life Sales - FY'26 vs. FY'25  
Week ending: 12/27/25



# Sales Update



2by2 Sales - FY'26 vs. FY'25  
Week ending: 12/27/25



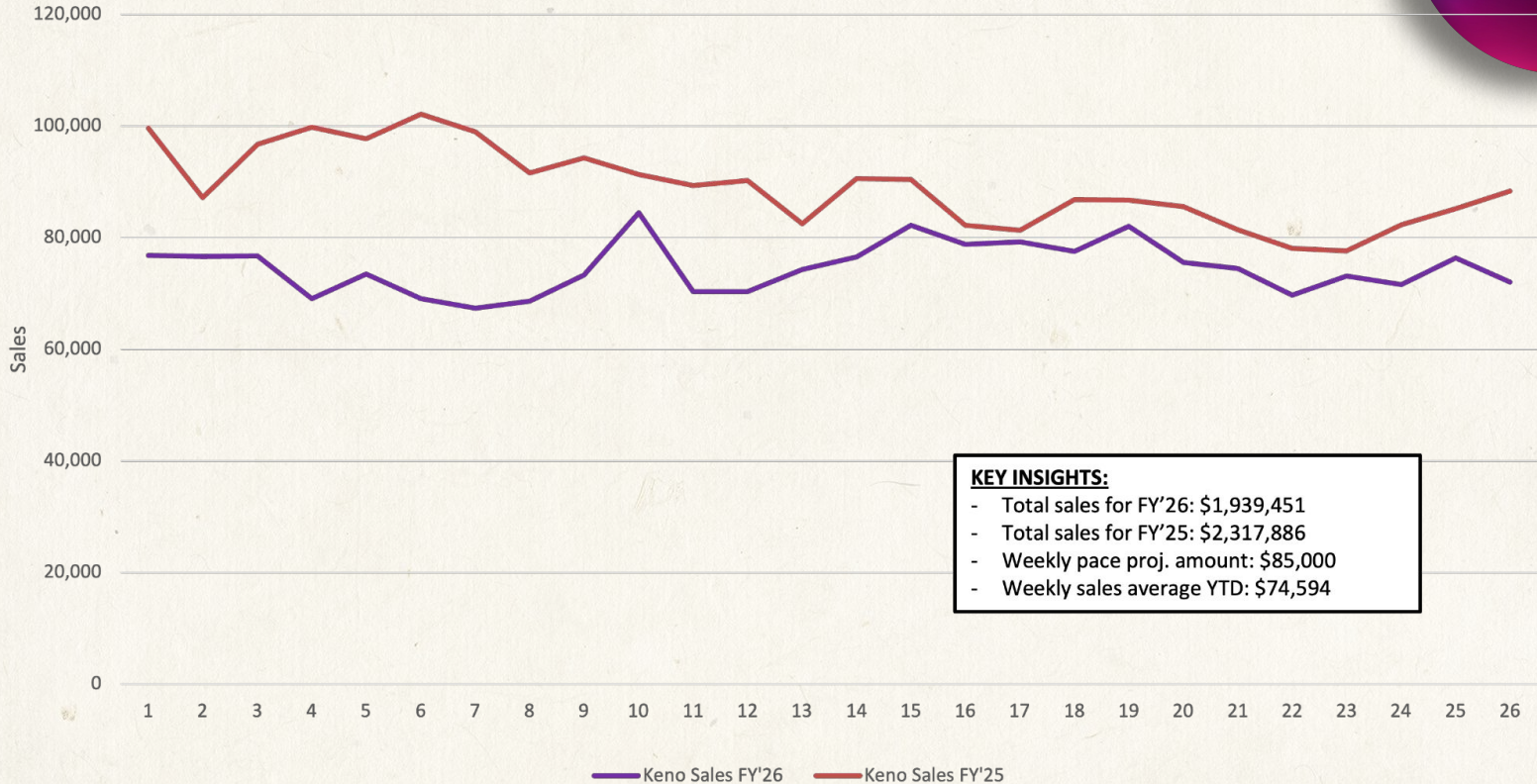
**KEY INSIGHTS:**

- Total sales for FY'26: \$512,301
- Total sales for FY'25: \$498,743
- Weekly pace proj. amount: \$18,000
- Weekly sales average YTD: \$19,704

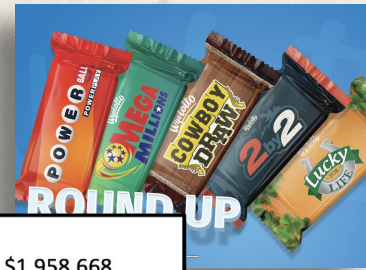
# Sales Update



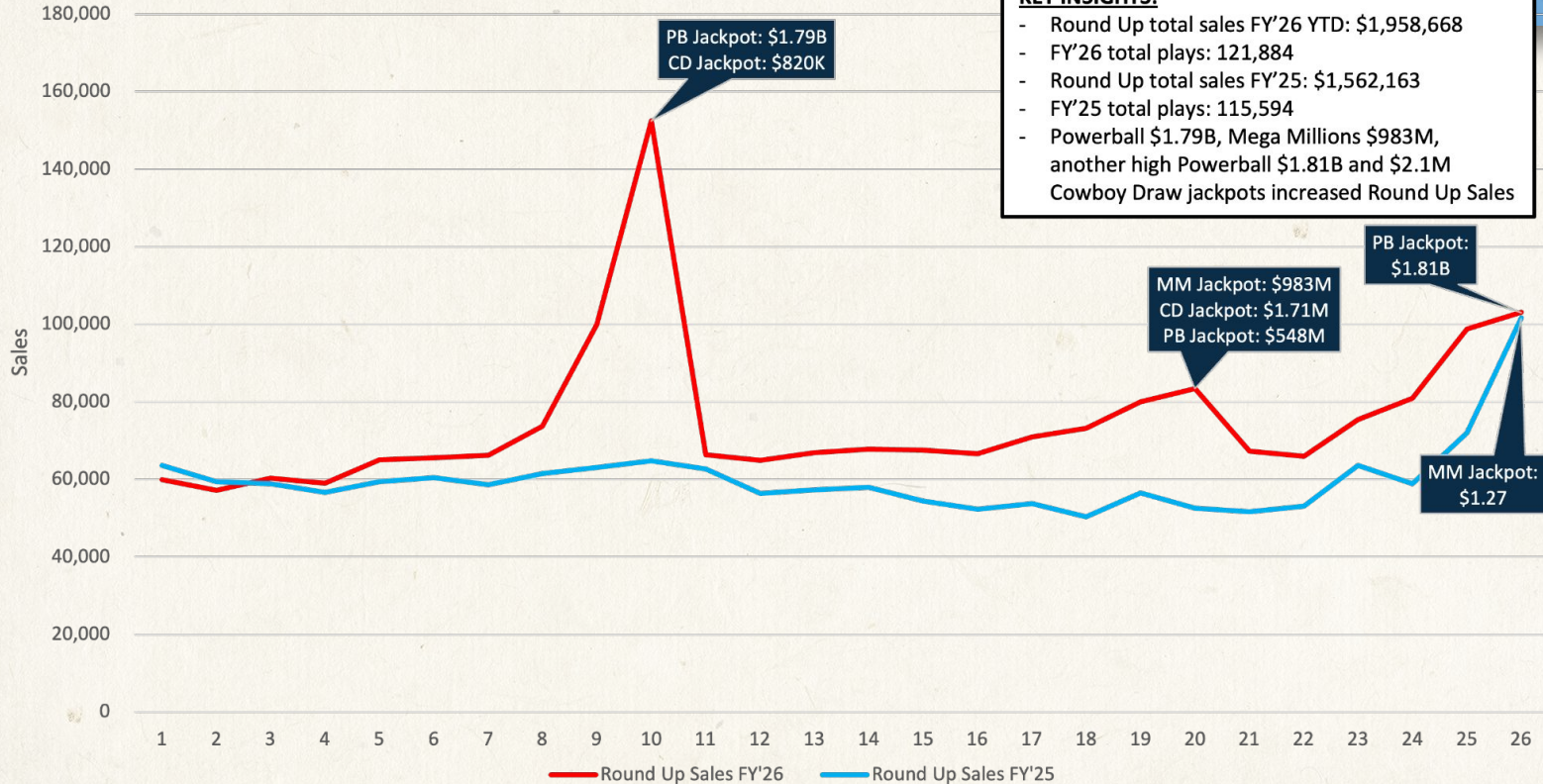
Keno Sales - FY'26 vs. FY'25  
Week ending 12/27/25



# Sales Update



Round Up Sales - FY'26 vs. FY'25  
Week ending: 12/27/25



**KEY INSIGHTS:**

- Round Up total sales FY'26 YTD: \$1,958,668
- FY'26 total plays: 121,884
- Round Up total sales FY'25: \$1,562,163
- FY'25 total plays: 115,594
- Powerball \$1.79B, Mega Millions \$983M, another high Powerball \$1.81B and \$2.1M
- Cowboy Draw jackpots increased Round Up Sales

PB Jackpot: \$1.79B  
CD Jackpot: \$820K

MM Jackpot: \$983M  
CD Jackpot: \$1.71M  
PB Jackpot: \$548M

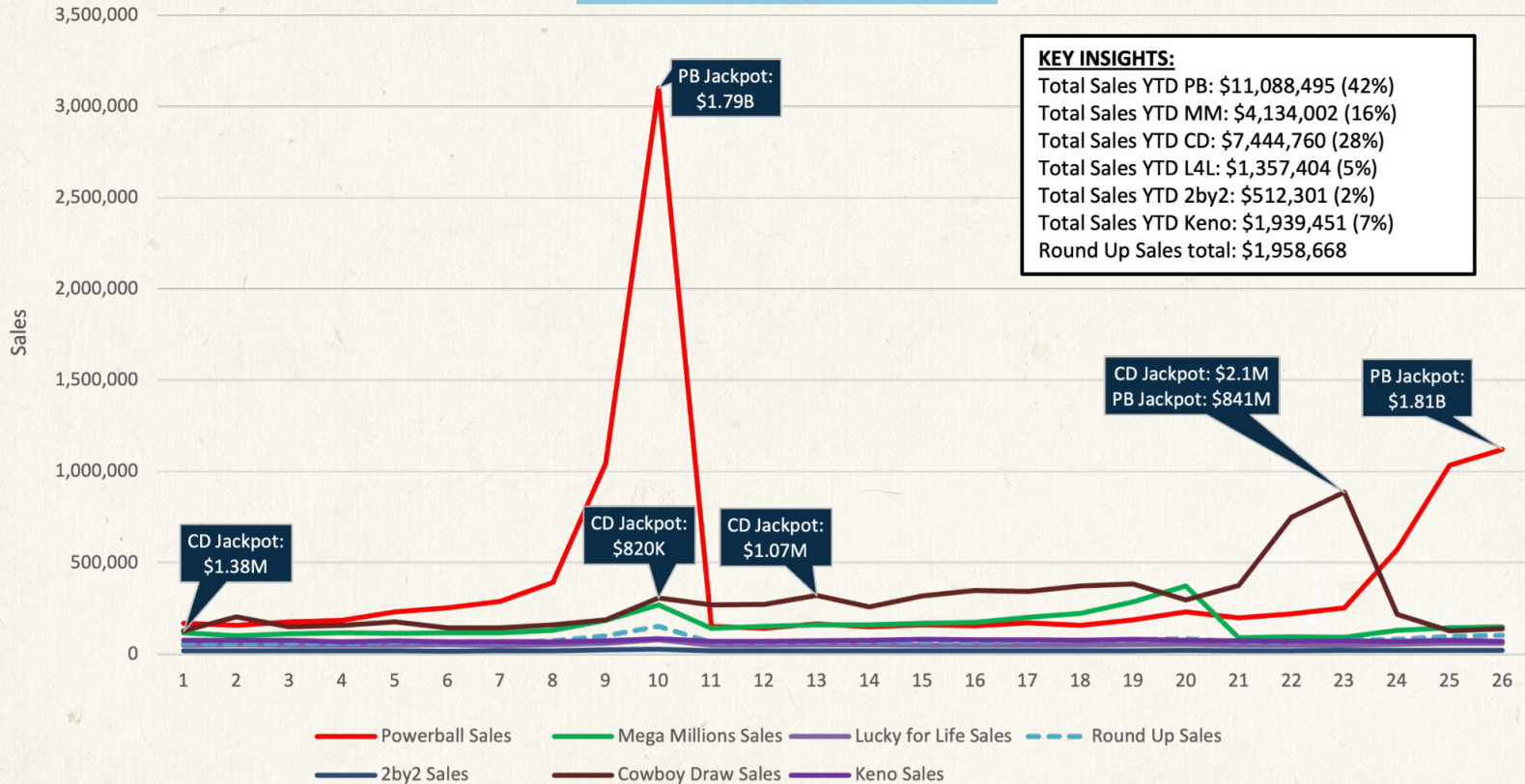
PB Jackpot: \$1.81B

MM Jackpot: \$1.27

# Sales Update

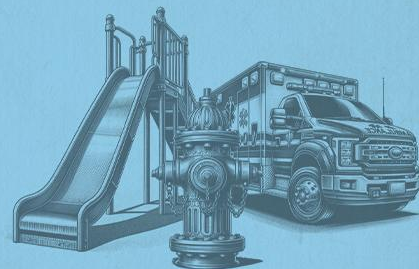


WyoLotto All Product Sales YTD  
Week ending 12/27/25



## Marketing

# Update on FY2026 Q2 **Marketing** initiatives.



# UW Football Cowboy Draw BOGOs

## UW Football

- Avg. Sunday net sales 4 weeks before: **\$23,300**
- Average Sunday net sales during BOGOs: **\$210,055**
- Total Net: **\$2,520,670**
- High jackpot approaching \$2 million influenced sales
- Highest BOGO sales ever (been running BOGO since 2018)



**GO POIKES!**

WYOMING VS FRESNO ST.

WyoLotto

PROUD SPONSOR OF UW ATHLETICS 

**COWBOY DRAW**

**BUY ONE GET ONE FREE  
THIS SUNDAY 11AM-2PM**

# Millionaire For Life



Digital video ad



WIN  
\$1 MILLION  
A YEAR FOR



PLAY  
TODAY

[wyolotto.com/newgame](http://wyolotto.com/newgame)

Pads

# Millionaire For Life



## Live February 22, 2026

- Pre-launch campaign Jan. 15 - Feb. 21, includes small media buy, social, PR, email, retailer communications
- Launch campaign Feb. 22 - May 10
  - Connected TV
  - Broadcast TV
  - Digital
  - Social
  - Radio



# Giving back - Holiday cheer



## Meals on Wheels

- Sponsor of meals being delivered throughout the fiscal year
- Volunteered to help package meals



## Grocery Stores

- Giving away fun swag and grocery store gift cards at grocery stores before Thanksgiving and Christmas
- Will continue in January and February



## Game Updates

# Update on FY2026 Q2 Game Totals



# Cowboy Draw

## **FY2026 Q2:**

- 231,409 Total Winners
- \$4,075,130 Total Won
- 387 that won \$1,000
- 1 Jackpot Win

## **Since Launch:**

- 4,265,822 Total Winners
- \$76,417,345 Total Won
- 7,998 have won \$1,000
- 44 Jackpot Wins



# Powerball

## **FY2026 Q2:**

- 74,497 Total Winners
- \$886,456 Total Won
- 4 that won \$1,000 or more
- 0 Jackpot Wins

## **Since Launch:**

- 1,923,126 Total Winners
- \$26,081,830 Total Won
- 74 have won \$1,000 or more
- 0 Jackpot Wins



# Mega Millions

## **FY2026 Q2:**

- 20,165 Total Winners
- \$429,662 Total Won
- 15 that won \$1,000 or more
- 0 Jackpot Wins

## **Since Launch:**

- 1,604,073 Total Winners
- \$16,900,171 Total Won
- 274 have won \$1,000 or more
- 0 Jackpot Wins



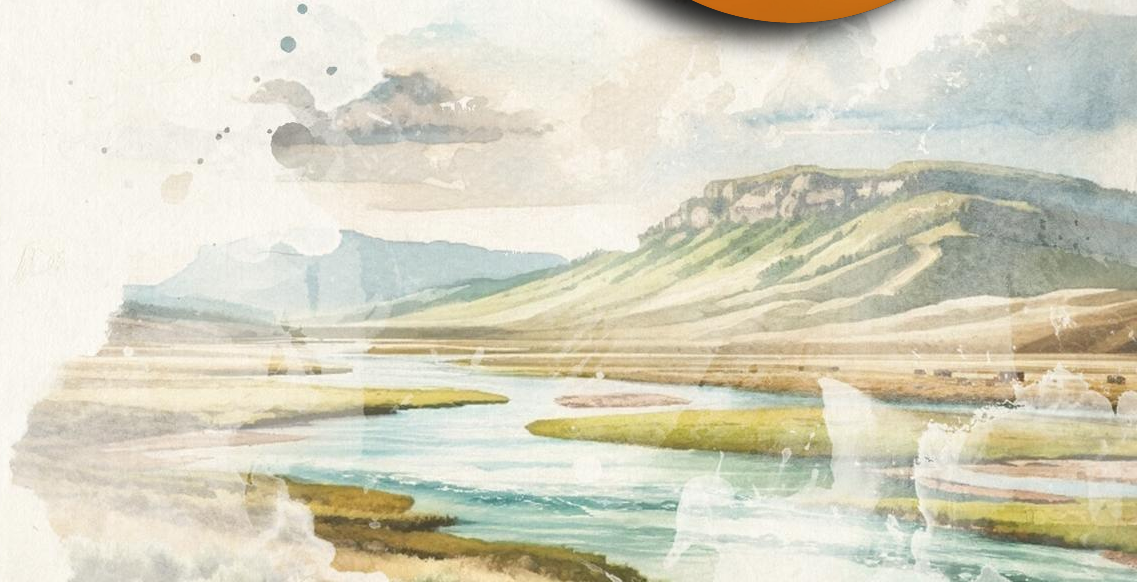
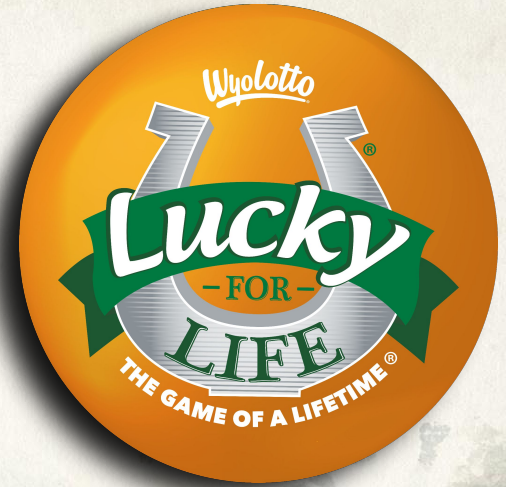
# Lucky For Life

## **FY2026 Q2:**

- 43,414 Total Winners
- \$649,326 Total Won
- 4 that won \$1,000 or more
- 0 Jackpot Wins

## **Since Launch:**

- 1,500,806 Total Winners
- \$17,914,832 Total Won
- 91 have won \$1,000
- 1 Jackpot Wins



# 2by2

## **FY2026 Q2:**

- 97,053 Total Winners
- \$177,012 Total Won
- 4 Jackpots Wins

## **Since Launch:**

- 2,209,289 Total Winners
- \$3,198,357 Total Won
- 71 Jackpot Wins



# KENO

## **FY2026 Q2:**

- \$680,269 Total Won
- 21 that won \$1,000 or more
- 0 Jackpots Wins

## **Since Launch:**

- \$11,263,429 Total Won
- 360 have won \$1,000 or more
- 2 Jackpot Wins



# What comes next...

- RG verification - Retailer training
- Wyoming Responsible Gambling Coalition Study
- Millionaire For Life launch
- New game development



Wyolotto



**THANK  
YOU**