

Annual Comprehensive Financial Report

FOR THE FISCAL YEAR ENDED JUNE 30, 2025

NEW HAMPSHIRE LOTTERY COMMISSION
A department of the State of New Hampshire



Over \$3 Billion and Counting for our Schools

NEW HAMPSHIRE LOTTERY COMMISSION
A Department of the State of New Hampshire

ANNUAL COMPREHENSIVE FINANCIAL REPORT
For the Fiscal Year Ended June 30, 2025

*Prepared by the Finance Department of the
New Hampshire Lottery Commission*

Charles R. McIntyre, Executive Director
James C. Duris, Chief Financial Officer



Over \$3 Billion and Counting for our Schools

This page intentionally left blank.

Contents

Introductory Section (Unaudited)	7
Letter of Transmittal	9
New Hampshire Lottery Mission Statement/History	22
New Hampshire Lottery Commission Organizational Chart	24
Financial Section	25
Independent Auditor's Report	27
Management's Discussion and Analysis (Unaudited)	31
Statement of Net Position	46
Statement of Revenues, Expenses, and Changes in Net Position	47
Statement of Cash Flows	48
Notes to the Financial Statements for the Fiscal Year Ended June 30, 2025	49
Required Supplementary Information (Unaudited)	71
Schedule of the Lottery's Proportionate Share of the Net Pension Liability	71
Schedule of Lottery Contributions	71
Schedule of the Lottery's Proportionate Share of the Total OPEB Liability	71
Other Supplementary Information	72
Supplemental Schedule of Revenues, Expenses, and Distributions	72
Statistical Section (Unaudited)	73
Description of Statistical Section Contents	75
Revenues, Expenses, and Changes in Net Position for Last Ten Fiscal Years	76
Sales by Game for Last Ten Fiscal Years	78
Expenses and Distribution to Education for Last Ten Fiscal Years	79
Powerball and Instant Sales Last Ten Fiscal Years	80
Online Game Sales Other Than Powerball Last Ten Fiscal Years	81
Instant vs. Online Games Sales	81
Prizes as a Percentage of Sales	81
Game Statistics for the Last Ten Fiscal Years	82
Prizes by Game for the Last Ten Fiscal Years	82
Top Ten Revenue Producers Last Ten Fiscal Years	83
New Hampshire Lottery Commission Employee Statistics for Ten Fiscal Years	84
New Hampshire Demographics and Economic Statistics	84
US Lottery Statistics	85

NH Lottery

LUCKY FOR LIFE WINNER!

Lucky FOR LIFE
THE GAME OF A LIFETIME



JEAN AND JANE LEBLANC
from Gorham
WON \$25,000 A YEAR FOR LIFE
at the Jiffy Mart in Littleton!

ARE YOU GAME?

NH Lottery **NH QUICK DRAW WINNER!**

BIG WINNER!



Congratulations to Ben Adams of Manchester
who won \$200,303 playing the e-Instant game, NH Quick Draw.

NH Lottery **TWENTY 20'S WINNER!**

BIG WINNER!



Congratulations to Marjon Deery of Enfield who won \$105,398 playing \$20 Twenty 20's Fast Play.

NH Lottery

SCRATCH TICKET WINNER!



ROBERT BAKER
from Pelham
WON \$200,000
On a \$10 50X High Roller scratch ticket purchased at Cousin's Convenience in Pelham!

ARE YOU GAME?




Five high school hockey players had the opportunity to lace up their skates alongside NHL legend and former Boston Bruins captain Patrice Bergeron to win \$1,000 for their schools. From left to right: Dillon Boucher of Berlin High School, Lucas Arlen of John Stark Regional High, Ethan Peluso of Windham High School, and Cameron Roberge and Frank Tessier, both of Manchester Memorial High School.

NH Lottery TRI-STATE GIMME 5 WINNER!

BIG WINNER!



36

Congratulations to Randy Naylor of Merrimack who won \$100,000 playing Tri-State Gimme 5.

NH Lottery

TRI-STATE MEGABUCKS WINNER!



JERRY AND CAROLE TROMBLY
from Milford

WON \$30,000
On a Tri-State Megabucks ticket purchased at Sun Mart in Milford!

TRI-STATE MEGABUCKS
— EST. 1985 —

ARE YOU GAME?



4-26-24

PAY TO THE ORDER OF **ELAINE PARCHMENT** \$ **15,000.00**

FIFTEEN THOUSAND AND 00/100 DOLLARS

NH CASH EXPANDER



36

NH Lottery

PAY TO THE ORDER OF **Samuel Cody** May 1, 2024

Twelve-thousand, nine hundred, sixty-four and 47/100 DOLLARS

Farming Fortunes Jackpots!

Brayden French of Keene High School, McKenna Kenny of Goffstown High School, and Justus VonStrotha of John Stark Regional High School went toe-to-toe with former Patriots kicker Stephen Gostkowski in field goal kicking during halftime of the Saint Anselm-Southern Connecticut game for the chance to win \$2,000 for their schools.



This page intentionally left blank.

Introductory Section (Unaudited)



Over \$3 Billion and Counting for our Schools

This page intentionally left blank.

December 19, 2025

To the Citizens of the State of New Hampshire,

The Governor and Executive Council of the State of New Hampshire, and The New Hampshire Lottery Commission:

We are pleased to submit this Annual Comprehensive Financial Report of the New Hampshire Lottery Commission (Lottery) for the fiscal year ended June 30, 2025. The finance department of the Lottery has prepared this comprehensive report. Management assumes full responsibility for the completeness and reliability of all information presented in this report. To the best of our knowledge and belief, the enclosed data is accurate in all material respects and is reported in a manner designed to present fairly the financial position, results of operations, and cash flows of the Lottery. All disclosures necessary to enable the reader to gain an understanding of the Lottery's financial activities have been included.

Internal Control

Management of the Lottery is responsible for establishing and maintaining internal controls designed to ensure that assets are protected from loss, theft, or abuse; and to ensure that the accounting systems allow compilation of accurate and timely financial information. Internal controls are designed to provide reasonable, but not absolute, assurance that these objectives are met. The concept of reasonable assurance recognizes that the cost of a control should not exceed the benefits likely to be derived and that the valuation of cost and benefits requires estimates and judgments by management.

Access to the Lottery's office and instant ticket warehouse is limited through high-level security. The Lottery has segregated responsibilities to enhance controls over accounting procedures relative to personnel and payroll; purchasing and accounts payable; sales and accounts receivable; and general ledger. Management personnel maintain oversight and approval authority over all areas of operations. The Lottery's independent auditors review significant and relevant areas annually and issue a report to the Legislative Fiscal Committee on internal control and compliance in conjunction with their financial audit.

The Lottery manages ticket inventory and controls the payment of prizes. As such, various precautions (internal controls) are taken to ensure the integrity and security of lottery operations.

They are as follows:

- High-level security at the Lottery's headquarters restricts access to office and warehouse areas to authorized Lottery personnel.
- Security cameras are located in key locations throughout the inside and outside of the Lottery headquarters building; they record activity at all times and are monitored by security personnel.
- Criminal record checks are performed on all new Lottery employees, Keno retailers, and other employees performing services at Lottery headquarters.
- All scratch tickets are produced utilizing special inks, dyes, coatings, and security codes, among other proprietary security measures.
- Prize checks are printed with special non-erasable ink.
- Drawings held at Lottery headquarters have a designated secure drawing room, which is monitored 24 hours a day. The actual drawings are executed according to detailed procedures, witnessed by certified public accounting firm personnel, and recorded by primary and backup security cameras.
- Credit checks are performed on all Lottery retailers and contractors.
- Various levels of access and other controls are provided within the computer system.

The Lottery's financial statements have been audited by the State of New Hampshire Office of Legislative Budget Assistant, Audit Division (LBA). The LBA has issued an unmodified ("clean") opinion on the Lottery's financial statements for the fiscal year ended June 30, 2025. The independent auditor's report is presented as the first component in the financial section of this report.

Management's Discussion and Analysis (MD&A) immediately follows the independent auditor's report and provides a narrative introduction, overview, and analysis of the basic financial statements. MD&A complements the financial statements and should be read in conjunction with this transmittal letter.

The Lottery, as a department of the State of New Hampshire, is included within the State's Annual Comprehensive Financial Report. This report presents all activities of the Lottery in a single enterprise fund and does not include data or information related to any other state agency or fund.

Profile of the Lottery Division

The New Hampshire Lottery Commission (Lottery) was created in 1963 through the enactment of New Hampshire Revised Statutes Annotated (RSA) 284:21-a, for the sole purpose of raising revenues to help fund education in New Hampshire. The first tickets went on sale in March of 1964, making New Hampshire the first modern state-run lottery. A three-member Commission is appointed for a staggered term of two years by the Governor and Executive Council to oversee the Lottery. The lottery industry in the United States is com-

prised of 45 state lotteries, the District of Columbia, the U.S. Virgin Islands, and Puerto Rico.

The Lottery headquarters is located in the capital city of Concord, which is in the central part of the state. The Lottery operates enterprise activities as a department of the State of New Hampshire. These activities include the sale of lottery tickets to the public, administration of sports betting and simulcast racing, regulation of charitable gaming, and all necessary support functions. All profits are used exclusively for state aid to education in New Hampshire.

The Lottery is required to submit a biennial operating budget to the Governor for approval. The budget is further submitted to the Legislature for its approval and is ultimately included in the State of New Hampshire's operating budget. Due to the nature of the Lottery's activities, the majority of its cost of sales expenses, such as prizes, vendor fees, instant ticket printing costs, and retailer commissions, are not included in the budget. The Lottery budgets for approximately 3% of its operating expenses that consist primarily of salaries and benefits, and maintenance expenses, and advertising. Financial management staff consistently monitors adherence to budgeted appropriations.

The New Hampshire Lottery Commission provides customers the opportunity to participate in a variety of instant and on-line lottery games. The Commission is also responsible for licensing and regulatory activities of sports betting on mobile and retail platforms and charitable gaming operations, including historic horse racing. The Lottery is a member of three lottery joint ventures: the Tri-State Lotto Commission, comprised of New Hampshire, Maine, and Vermont Lotteries; the Multi-State Lottery Association (MUSL), currently comprised of 36 member state lotteries, plus the District of Columbia, Puerto Rico, and the United States Virgin Islands, and as such, operates a number of on-line games under those jurisdictions; and Lucky for Life, which as of November 2025, is comprised of lotteries in 22 states plus the District of Columbia. The following sections describe the products offered by the Lottery.

Instant Games

Instant Games were introduced in New Hampshire in 1975 with a ticket called Lucky X. Instant Games are played by scratching the “scratch off” from the play area on the ticket. There are several ways to win on an instant, or scratch ticket, including matching three like dollar amounts, symbols, or letters; or adding up numbers to a specified total; or the more traditional play type of key number match. If the correct combination appears, the player becomes an instant winner without having to wait for the results of a drawing (although some tickets have a component that allows entry into a drawing). The instant games offer a wide variety of themes and ticket prices. Players can win from one dollar to \$2 million, with ticket prices ranging from \$1 to \$25. The Lottery launched 42 new instant games and offered 103 instant games during FY 2025.



The top performing Instant game for FY 2025 was the \$25 game **\$100, \$250 or \$500 Series II**. The second iteration of this game proved to be popular with players and was strategically launched with the Holiday games. Players can only win prizes of \$100, \$250 or \$500, making the value proposition different than the regular \$25 games where a player can win from \$25 up to and including \$2 million. Unique enhancements are often used for higher price points or specialized games. This game was printed on platinum foil, giving it extra shine to provide a luxurious aesthetic with a red font to pull in the Holiday feel.

The **Patriots™** scratch ticket was another standout game for FY 2025. The \$5 ticket launched just before the NFL regular season kicked off and included two Bonus Spots for 17 total chances to win and was elevated with Metallic Ink and LuxTouch® coating for a premium look and feel. Additional features on the 8x4 ticket included a free game code for the iLottery e-Instant game Patriots Expander and a second chance drawing for Patriots game day ticket prizes.



The game outperformed expectations, and demonstrates the value of the Patriots brand, and its loyal fan base. The scratch ticket indexed 12.5 percent higher than the year’s average \$5 games during its first twelve weeks of sales, excluding holiday tickets. The free game codes generated 141,601 redemptions from 28,829 unique users, equating to almost 5 tickets per user, which increases foot traffic to retail stores. The free game code usage rate was 11% and came mostly from registered iLottery players.

The second chance drawing added another layer of activity, generating 149,925 ticket scans — 16% of all non-winning tickets — and engaged 8,834 unique players — an average of almost 17 second chance entries per player. Together, these features add value to traditional scratch tickets by offering meaningful and exclusive experiences while deepening engagement across channels.

Tri-State Lotto Commission Draw-Based Games



Pick 3/Pick 4 has been offered in New Hampshire since 1977, and by Tri-State since 1985. This is the only game that offers tickets for less than a dollar: players can wager from 50 cents to \$5 for twice-daily drawings that take place at mid-day and in the evening. Players select a three (Pick 3) or a four (Pick 4) digit number and select from several different play options. Numbers are drawn seven days a week for fixed prize amounts ranging from \$2.50 to \$25,000, depending on the amount bet. Although the Pick 3/Pick 4

game is considered a mature product, it continues to maintain strong sales through its loyal player base.



Megabucks was the first multi-state game to be offered by any jurisdiction in the United States. It was also the Lottery's first lotto-style game, and year after year it maintains a faithful player base. Megabucks has undergone some significant enhancements since its introduction in September 1985. The Megabucks game began with a six of 30 matrix and a weekly drawing each Saturday. The matrix changed to six of 36 in 1986 and to six of 40 in 1988. The Tri-State Lotto Commission added a second weekly jack-

pot drawing in 1990. More changes came to the game in 1997 with the addition of a bonus number, a new matrix of six of 42, and a guaranteed jackpot of \$500,000. In July 2009, Megabucks changed to Megabucks Plus, with guaranteed starting jackpots of \$1 million and lower tier prizes ranging from \$2 to \$30,000. The cost of a ticket went from \$1 to \$2. Players now choose five numbers from a matrix of 41 and one Megaball number from 1 to 6. A jackpot winner may choose to be paid in cash or as an annuity in 25 annual installments. Although this game is over 30 years old, it still remains a profitable product for the Lottery with a committed player base. The last day a player could purchase a subscription for Megabucks was October 31, 2022. This was in preparation for a game change to add a third draw on Mondays in addition to adding the game to iLottery in September 2023. Since Megabucks is also available through the iLottery platform, players can also purchase an auto-renewal, which permits a player to subscribe to the number of drawings and draws they desire, as well as the numbers they wish to play.



Fast Play is a Tri-State game vertical that began in June 2006. It is a terminal-based game that plays like an instant ticket and is generated by the lottery terminal at the time

of purchase. There is no waiting for a drawing like the other terminal games: players know instantly if they have won. Up to 20 different Fast Play games are offered each year. In April 2015, the Lottery introduced progressive jackpot Fast Play games for sale at \$1, \$2, and \$5 price points. Examples of the different games offered are Live Free and Win, \$20, \$50 or \$100, and a progressive family of games called High Roller Jackpot. Tickets cost \$1, \$2, \$5, \$10, or \$20 each

depending on the game. Top prizes range from \$300 to \$50,000 on fixed-prize games, and progressive jackpots have reached over \$600,000. One game was added in FY 2025, which is a standard game without a progressive prize, but it does have the highest top prize we have offered that is not a jackpot: \$10 100X the Ca\$h. This game was part of an omnichannel offering that included a family of scratch tickets (\$1, \$2, \$5 and \$10) and an e-Instant game. Fast Play has proven to be a successful companion offering on Keno self-service kiosks and is gaining traction at traditional retailers as well.



Gimme 5 was launched in May 2013 in conjunction with the Vermont and Maine State Lotteries. For this lotto game, tickets are sold for \$1 per play, and players can either let the computer generate an Easy Pick, or they can choose five numbers from a matrix of 1–39. Players are permitted

to purchase up to 30 draws on one ticket and drawings are held every weekday by the Multi-State Lottery Association on behalf of the Tri-State Lotto Commission. Prizes include \$2, \$7, \$250, and a jackpot of \$100,000. Since July 2021, Gimme 5 is also available through the iLottery platform, where players can also purchase an auto-renewal, which permits a player to subscribe to the number of drawings and draws they desire, as well as the numbers they wish to play.

Multi-State Lottery Draw-Based Games (MUSL)

NEW HAMPSHIRE



New Hampshire Powerball is a draw game jointly operated by the member lotteries of MUSL. A total of 48 lotteries participate in the sale of Powerball tickets, including 45 states as well as Washington DC, Puerto Rico, and the US Virgin Islands. This game was introduced in New Hamp-

shire in November 1995, although it has been operated by MUSL since April 1992. Powerball holds the record for the largest national lottery jackpot of \$2.04 billion on November 7, 2022. Players select one set of five numbers from a field of 1 through 69 plus one Powerball number from a field of 1 of 26. The minimum jackpot is \$20 million, which rolls over in the event that no ticket matches all five numbers and the Powerball. Powerball offers eight secondary prizes of fixed amounts ranging from \$4 to \$1,000,000 for a \$2 bet. For an extra \$1, players can choose the Power Play multiplier option for the chance to increase their winnings (except for the jackpot prize) up to \$2,000,000. A jackpot winner may choose to be paid in cash or as a graduated annuity in 30 annual installments. Powerball has been offered through iLottery since September 4, 2018.

An additional draw day was added on August 23, 2021. Drawings are held at the Florida Lottery's studio on Mondays, Wednesdays, and Saturdays. Players can purchase an auto-renewal option through the iLottery platform.



New Hampshire Mega Millions sales began in January of 2010. Like Powerball, Mega Millions is a MUSL game; although prior to January 31, 2010 any state that sold Powerball could not sell Mega Millions and vice versa.

There are a total of 45 states, the U.S. Virgin Islands, and the District of Columbia that currently participate. Originally a \$1 per play game, a multiplier option for an additional \$1 was added. In October 2017, the game changed to \$2 per play, plus a \$1 Megaplier option. On April 8, 2025 the Mega Millions game changed again. Previously, players selected five numbers from a field of 1 to 70 and a Megaball from a field of 1 to 20. Jackpots started at \$20 million. Other prizes range from \$2 to \$1 million. Since April 8th this year, Mega Millions now has a starting jackpot of \$50 million and still has a matrix of choosing 5 of a field of 1-70. However, there are now 24 Mega Balls, improving the odds of winning the jackpot. There is no longer a Megaplier as there is a built-in multiplier from 2X-10X for all eight non-jackpot prize tiers. Additionally, there are no breakeven prizes. With this change came a new price. The cost of a single ticket went from \$2 to \$5. Jackpot winners may choose to be paid in cash or as a graduated annuity in 30 annual installments. Drawings are held in Atlanta, Georgia on Tuesdays and Fridays. Mega Millions has been offered through iLottery since September 4, 2018. Players can purchase an auto-renewal option through the iLottery platform.



Lucky for Life sales began in March of 2012. It is a multijurisdictional game originally operated by the six New England state lotteries but expanded in January 2015, and now includes 22 states and the District of Columbia. Players choose five numbers from a field of 1 to 48, and one Lucky Ball from a field of 1 to 18. Easy Pick remains a choice as well. For \$2 per chance, players have the opportunity to win from 10 different prize levels ranging from \$4 up to \$25,000 a year for life, or the top prize of \$1,000 a day for life. Drawings are now held seven evenings a week in Johnston, Iowa. On December 12, 2022 Lucky for Life was launched through the iLottery platform, also allowing players to purchase an auto-renewal for their favorite numbers.

New Hampshire Lottery Draw Games, Internet Lottery, Sports Betting and My603Rewards



Keno was signed into law as an exclusive revenue source for kindergarten funding in New Hampshire in July 2017. Branded KENO 603, it launched on December 15, 2017 and is unique in that each municipality must vote whether to allow it in its jurisdiction. Keno locations are available at restaurants, bars, taverns, and retail stores. Players can use either a paper play slip or conduct their purchase at a self-service kiosk. They wager from \$1 to \$25 per draw, and can add the multiplier option Keno Plus, which gives winners the chance to multiply their prize by 3, 4, 5, or 10 times. The players choose between one and 12 numbers (“spots”) from a field of 1 to 80. Every five minutes, the computer randomly picks 20 numbers, and players win based on the number of spots they match. Up to 20 consecutive draws can be played, and the game runs from 11 a.m. to 1 a.m., seven days a week. In September 2019, HB 4 repealed Keno as the exclusive kindergarten funding source and its revenues now go into the Education Trust Fund. The expansion of Keno to grocery and convenient stores occurred in July 2022,

allowing those locations in municipalities that legally permit Keno to also sell it at traditional lottery retail locations though the draw show is not permitted at traditional lottery retail locations.



House Bill 517 was signed into law in June 2017 allowing the Commission “to sell lottery tickets on the Internet and by mobile applications and create certain practices to address problem gaming in such sales.” **Internet Lottery (“iLottery”)**

was developed and launched in the first quarter of FY 2019 on the Lottery’s website. Electronic games called e-Instants resemble scratch tickets and are available in demo mode for free play or money mode to play for cash prizes. When a player creates their account, their location and age are verified; and deposits are limited to daily, weekly, and monthly maximums to encourage responsible gaming. Access to money mode is strictly limited to within the physical borders of New Hampshire. Participants can set the value of their wager from \$0.01 to \$30 for e-Instants. Some e-Instants that were launched in FY 2025 include Bigfoot Bucks, Banker’s Bonus, Magic Winnings Tropical Escape, and 100X the Money. In all, 28 e-Instant games were launched during FY 2025, not including two previously launched Patriots e-Instant games, that were featured only during the playoffs in support of football, even though the Patriots were not in the playoffs. Powerball, Mega Millions, Lucky for Life, Megabucks and Gimme 5 draw based games can be purchased through iLottery for up to 20 consecutive drawings. Players can also use the auto-renewal option for draw games to subscribe to their favorite numbers and draws. In spring of 2020, NH Lottery contracted with additional gaming vendors to provide a wider variety of e-Instant games.



In July 2019, House Bill 480 was signed into law, authorizing the New Hampshire Lottery Commission to conduct and regulate sports wagering. The legislation allows three channels of sports wagering through contracted agents and vendors across internet and mobile platforms, at up to ten physical sports book retail locations, and through traditional lottery retailers. In November 2019, **DraftKings** was contracted to supply the mobile app and support retail sports book operations. The mobile app launched on December 30, 2019. There are currently five retail sports book locations: The Brook in Seabrook, Revo Casino and Social House (formerly Filotimo) in Manchester and Dover, and Gate City Casino and The Nash in Nashua.



My603Rewards and the NH Lottery mobile application launched in February 2022. The mobile app is available for iOS and Android and offers users the ability to scan their tickets to see if they are winners, check winning numbers and jackpot amounts, find a retailer, and provides easy access to QR codes for Fast Play games to scan at retail. Additionally, users can register with My603Rewards which allows players to enter second chance drawings and participate in surveys. In April FY 2024 My603Rewards expanded to retail rewards, which led to the high-

est month yet of Rewards sign-ups, increased player engagement of 83% versus the previous year, and provided more value to the players as they could use their reward points to purchase coupons, lottery cash, and enter additional drawings. In April 2025, the ability to scan for points was paused in order to prepare for the switchover on July 1, 2025 to a new vendor due to a new contract. Total app downloads in FY 2025 were 209,422, an 86% increase over the same time period last year. 59% of all downloads are on iOS.

Investigation and Compliance Division (Formerly Racing and Charitable Gaming Division)

The Racing and Charitable Gaming Division of the New Hampshire Lottery Commission was renamed as the Investigation and Compliance Division pursuant to RSA 284:3-a, effective January 1, 2022. The Division is charged with the regulation and oversight of pari-mutuel wagering, historic horse racing, Games of Chance, Bingo, and Lucky 7 ticket sales. Additionally, the Division provides investigative and auditing support to the Division of Sports Wagering.

The Division's authority derives from several distinct statutes: in 1933, RSA 284 was enacted to allow for public wagering on live horse races. Subsequently in 1971 and 1980, RSA 284 was amended to include greyhound racing and simulcast wagering, respectively. In 2009, live greyhound racing in New Hampshire was banned by the legislature. Live horse racing was discontinued in New Hampshire due to unfavorable economic conditions and has not been reinstated to date. In June 2021, RSA 284 was again amended to include historic horse racing, a machine-based style of gaming that is limited to facilities licensed to offer Games of Chance pursuant to RSA 287-D.

In 1949, RSA 287 was enacted to allow Bingo games and the sale of Lucky 7 tickets for charitable purposes only. In 1977, RSA 287-D was enacted to allow for Games of Chance for charitable purposes. RSA 287 was repealed and re-enacted in 1983 with various amendments as RSA 287-E.

In 2019, RSA 287-I legalized sports betting through the Lottery Commission's Division of Sports Wagering, which relies on the Investigation and Compliance Division for investigative and auditing support.

The Division is vested with the civil and administrative powers as are necessary to effectuate the purposes of the various statutes pertaining to charitable gaming including the power to receive intelligence on an applicant or licensees and to investigate any suspected violations of those state laws or any suspected violations of illegal gambling.

The Division is comprised of three units.

- The licensing unit is responsible for reviewing and issuing seventeen distinct licenses relating to pari-mutuel wagering, Historic Horse Racing, Games of Chance, Bingo, Lucky 7, and Daily Fantasy Sports. The licensing unit also works with the Lottery's Finance Division to collect all revenues associated with gaming.

- The auditing unit is responsible for auditing charitable organizations, gaming operators, distributors, manufacturers, and facilities to ensure that licensees comply with the relevant laws and regulations relating to gaming and to ensure that payments to charities and the state are made in a timely and accurate manner.
- The enforcement unit reviews and inspects Games of Chance facilities, Sports Betting retail locations, commercial Bingo halls, and Bingo and Lucky 7 charitable organizations to ensure that licensing documentation, equipment, accounting, and game operations are in compliance. This unit is also primarily responsible for conducting suitability determinations on license applicants in conjunction with the Department of Justice. The enforcement unit contracts an independent hearings examiner who is responsible for the adjudication of hearings under the Lottery Commission's administrative rules, as needed.

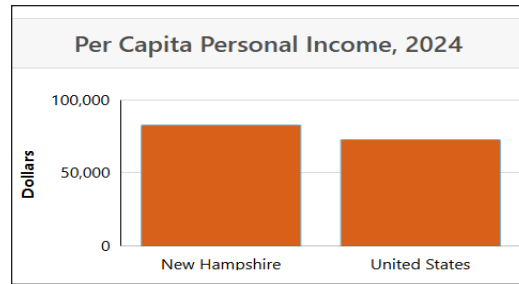
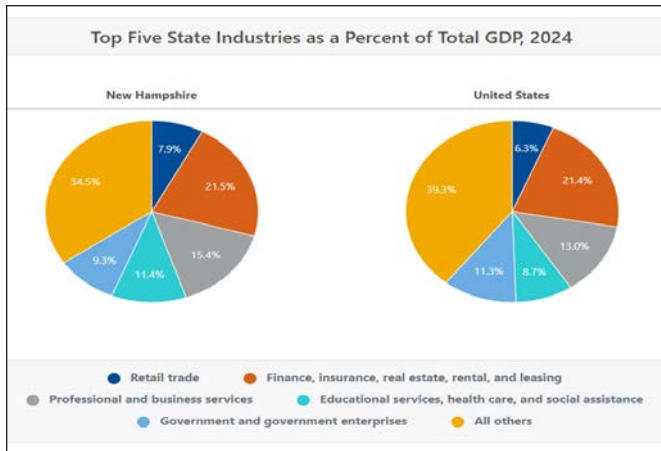
New Hampshire's Economy

New Hampshire is a small state with a population of over 1.4 million. Various news outlets and business publications have conducted surveys and rankings, and New Hampshire consistently rates within the top five best states to live. Criteria include education, state economy, business friendliness and employment opportunities, crime rates, and natural environment.

There is no sales tax, use tax, broad-base income tax, or capital gains tax in New Hampshire and the Tax Foundation ranked New Hampshire 6th best in America for overall tax in 2025. The Tax Foundation, a nonprofit fiscal policy research group, ranked New Hampshire's 2022 local and state tax burden as 16th in the United States (1 being the highest tax burden), at 9.6% of income; the U.S. average of state and local tax burden for 2022 is 11.2% of income. A state's business tax climate measures how each state's tax laws affect economic performance. For August 2025, according to the State of New Hampshire Economic and Labor Market Information Bureau, the seasonally adjusted unemployment rate for New Hampshire was 3.0%, compared with the national average of 4.3%.

The most recent data from the Bureau of Economic Analysis (BEA) states New Hampshire's per capita personal income ranks 8th highest in the nation for calendar year 2024, at \$83,192, which is higher than the United States average of \$73,204 by 13.6%. New Hampshire's 2024 current dollar Gross Domestic Product (GDP), reported by BEA, ranked 39th in the United States (1 being the highest GDP) at \$119,337 million. In 2024, real GDP for New Hampshire grew 1.4% compared to 2.8% increase for the nation. BEA reported that in 2024, the largest industries in New Hampshire were finance, insurance, real estate, rental, and leasing, accounting for 21.5% of GDP (0.2% growth). Business services made up 15.4%, and had a 2.5% real growth.

According to the New Hampshire Business Resource Center, New Hampshire offers exceptional quality of life because of its overall low taxes, low crime, high



BEA: BEARFACTS.
<https://apps.bea.gov/regional/bearfacts/>

quality health care, good schools, cultural opportunities, location, and environment.

In New Hampshire, within reasonable driving distance, one can visit beautiful mountains, the ocean, or the city, attracting a wide range of active, talented, and creative people, who in turn attract diverse industries. All of these favorable qualities suggest continued growth for New Hampshire.

The New Hampshire Lottery does well in per capita sales and experienced growth in fiscal year 2025. According to *LaFleur's Magazine*, a research company that reports facts and statistics on lotteries, New Hampshire's per capita sales ranked 13th of the 45 reporting state lotteries. LaFleur's also estimates U.S. lotteries paid over \$64 billion to prize winners and \$25 billion to their respective governments in fiscal year 2025. According to LaFleur's, fiscal year instant ticket sales for U.S. lotteries experienced a slight decrease at \$61.5 billion, representing 66% of total traditional sales. New Hampshire's revenue decreased 10% in fiscal year 2025, the 35th largest percentage decrease in the United States.¹

¹La Fleur's Fiscal 2025 Report, *La Fleur's Magazine*, Vol. 33 No. 1, September/October 2025, pages 31-36.

Long-term Financial Planning

The Lottery, as a department of the State of New Hampshire, follows a two-year budget process and is limited by State regulations in long-term financial planning. The Lottery transfers all estimated net income, on a monthly basis, to the State Education Trust Fund.

New Hampshire does not have a sales tax or income tax, and sources of State revenues are limited. The Lottery plays a significant part in the State revenue process by producing revenue to fund education in the State. As such, the Lottery always explores additional gaming options and revenue streams as ways of producing higher revenues.

Relevant Financial Policies

All investments of the Lottery's excess cash are made by the New Hampshire State Treasury Department, which is responsible for the investment of all State funds. RSA 6:8 sets forth the policies the State Treasurer must adhere to when investing State funds. The types of investments authorized, with the approval of the Governor and Council, include obligations of the United States Government, legal investments for savings banks and trust companies, savings accounts, participation units in the public deposit investment pool, and various certificates of deposit.

All profits from Lottery operations are designated for education by the State Constitution. Once a month, Lottery net income is transferred to the Education Trust Fund from investments made from Lottery cash flows by the State Treasurer. Prize payments due winners for jackpot prizes awarded under Megabucks are fully funded by investments in US Treasury Separate Trading of Registered Interest and Principal of Securities (STRIPS) held by the Tri-State Lotto Commission (Tri-State). Treasury STRIPS are fixed-income securities sold at a significant discount to face value and offer no interest payments because they mature at par. STRIPS are backed by the U.S. government and offer minimal risk.

The payments due winners for jackpot prizes awarded under Powerball and Mega Millions are satisfied through securities purchased by the Multi-State Lottery Association (MUSL). MUSL purchases U.S. government obligations to fund jackpot prizes, which are held in irrevocable trust or securities clearing accounts. The Lottery does not record a liability for jackpot awards which are payable in installments from funds provided by Tri-State or MUSL. Jackpot/ grand prizes for Lucky for Life winners are payable in installments and are satisfied through insurance annuities purchased by MUSL. MUSL purchases insurance annuities, on behalf of the member states, based on either \$365,000 or \$25,000 per year (depending on first or second prize level won) deferred annuity paid annually on the anniversary of the claim date, for the lifetime of the jackpot/ grand prize winner. Accordingly, the Lottery does not record a liability for jackpot awards which are payable in installments from funds provided by MUSL or the other party lotteries. The Lottery does accrue a current amount due for its proportionate share of prizes and expenses.

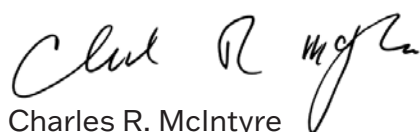
Awards and Acknowledgements

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to the New Hampshire Lottery Commission for its Annual Comprehensive Financial Report (ACFR) for the fiscal year ended June 30, 2024. This was the 25th consecutive year that the Lottery has received this prestigious award. In order to be awarded a Certificate of Achievement, a government agency must publish an easily readable and efficiently organized ACFR. This report must satisfy both generally accepted accounting principles and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year. We believe that our current ACFR continues to meet the Certificate of Achievement Program requirements and we are submitting it to the GFOA to determine its eligibility for another certificate.

This ACFR reflects our commitment to improve and maintain the Lottery's financial statements and record keeping systems in conformity with the highest standards of accountability. This report also reflects the Lottery's commitment to maintaining the public's trust through high ethics and uncompromising integrity. The dedicated efforts of the entire Lottery team, including those in the finance, product development, distribution, licensing and enforcement, and sales and marketing departments are greatly appreciated. We would also like to recognize Commission Chair Debra Douglas, Commissioner H. Andy Crews, Commissioner Erle B. Pierce, and Governor Kelly A. Ayotte and the Executive Council of the State of New Hampshire for their support, guidance, and dedication in operating the New Hampshire Lottery Commission.

Respectfully submitted,



Charles R. McIntyre
Executive Director



James C. Duris
Chief Financial Officer

New Hampshire Lottery Mission Statement

The mission of the New Hampshire Lottery Commission is to maximize revenues for aid to public education by providing secure and entertaining gaming products to its players. The Commission's dedicated staff recognizes that New Hampshire was the first state to offer a lottery in modern times and that the lottery shall continue to be an industry leader by striving to exceed minimum industry standards and goals established for accounting, security, marketing, and game design.

The mission of the Investigation and Compliance Division of New Hampshire Lottery is to protect the interest of the public, while fulfilling the objective of gaming as a source of revenue for education in the state. This is accomplished by ensuring the integrity of legalized gambling through the enforcement of applicable laws and regulations, licensing of qualified individuals and entities as well as encouraging economic opportunities.

Our History

State Representative Larry Pickett of Keene saw a sweepstakes as a viable and voluntary method of raising money for education. Between 1953 and 1963, Pickett proposed a Sweepstakes bill five times, finally succeeding in getting it passed in 1963. On April 30 of that year, Governor John King signed the bill. New Hampshire cities and towns voted by special ballot, with 198 of the state's 211 communities voting in favor of starting a lottery. On March 12, 1964, two days after the vote, Sweepstakes tickets went on sale — and the benefits to New Hampshire schools began.

The New Hampshire Lottery has seen a great deal of change over the years. We have gone from offering only one type of ticket that cost \$3 each to offering a variety of lotto-type games, numerous scratch games, online lottery, Keno, and Sports Betting. Since the start of the Lottery, sales have gone from \$5.7 million in 1964 to over \$604 million in 2025.

While players have come from both inside and outside New Hampshire, all of the revenue from the New Hampshire Lottery has stayed in the state, benefiting our local communities through our contributions to public education. To date, those contributions have amounted to over \$3 billion and have upheld the mission of the New Hampshire Lottery: to maximize revenues for aid to public education by providing secure and entertaining gaming products to its players.

Our Lottery was the first in the nation; now 45 states, plus the District of Columbia, Puerto Rico, and the U.S. Virgin Islands have followed suit. We take pride in setting the example of dedicating our profits to public education. When you play the lottery, everyone wins.



Government Finance Officers Association

Certificate of
Achievement
for Excellence
in Financial
Reporting

Presented to

New Hampshire Lottery Commission

For its Annual Comprehensive
Financial Report
For the Fiscal Year Ended

June 30, 2024

Christopher P. Morill

Executive Director/CEO

NEW HAMPSHIRE LOTTERY COMMISSION

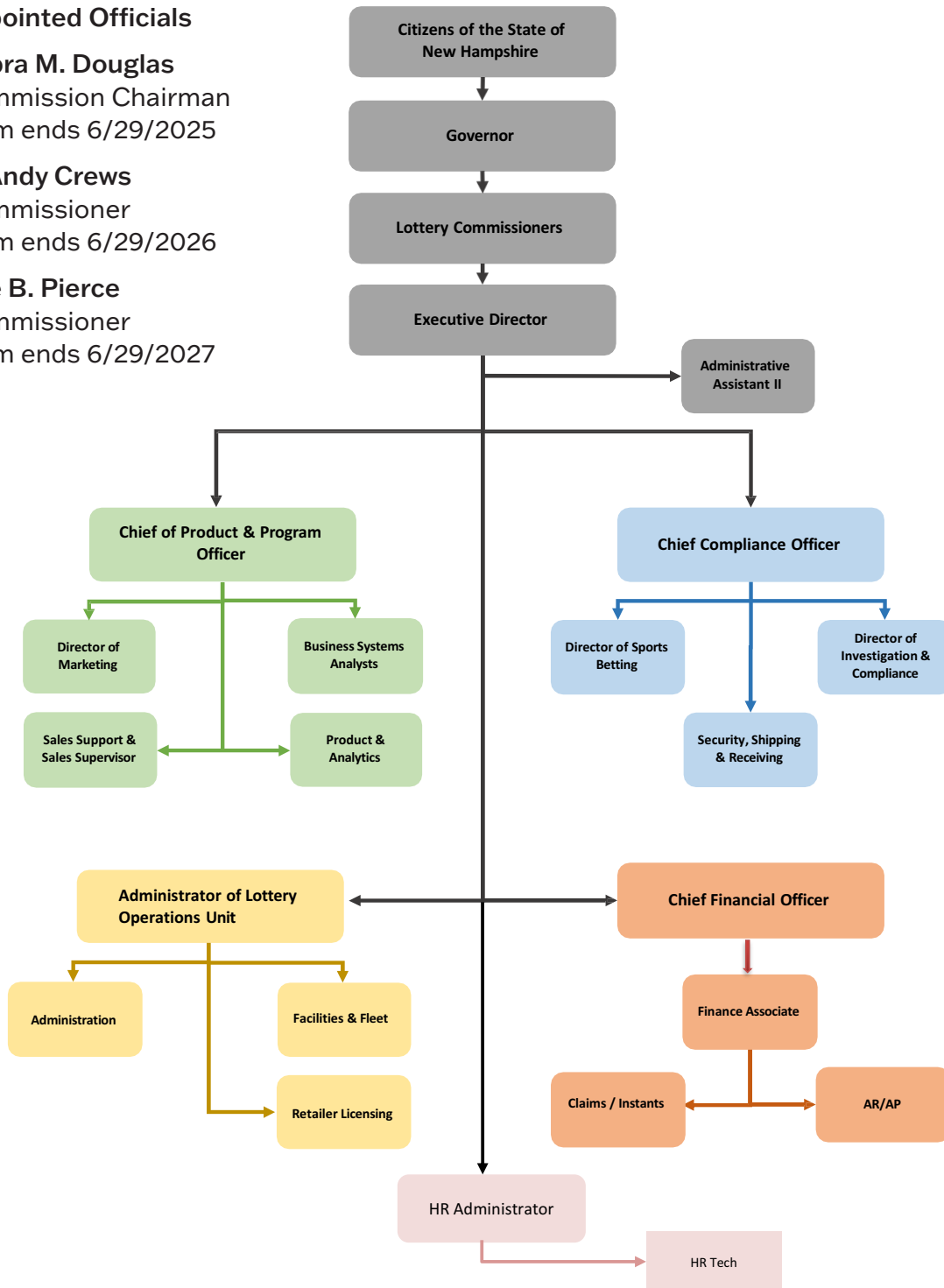
Appointed Officials and Organizational Chart

Appointed Officials

Debra M. Douglas
Commission Chairman
Term ends 6/29/2025

H. Andy Crews
Commissioner
Term ends 6/29/2026

Erle B. Pierce
Commissioner
Term ends 6/29/2027



Financial Section



Over \$3 Billion and Counting for our Schools

This page intentionally left blank.



MICHAEL W. KANE, MPA
Legislative Budget Assistant
(603) 271-3161

CHRISTOPHER M. SHEA, MPA
Deputy Legislative Budget Assistant
(603) 271-3161

State of New Hampshire
OFFICE OF LEGISLATIVE BUDGET ASSISTANT
State House, Room 102
Concord, New Hampshire 03301

CHRISTINE L. YOUNG, CPA
Director, Audit Division
(603) 271-2785

Independent Auditor's Report

To The Fiscal Committee Of The General Court:

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of the New Hampshire Lottery Commission which comprise the Statement of Net Position, as of June 30, 2025, and the related Statements of Revenues, Expenses, and Changes in Net Position and Cash Flows for the fiscal year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the New Hampshire Lottery Commission, as of June 30, 2025, and the changes in its financial position, and its cash flows for the fiscal year then ended, in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the New Hampshire Lottery Commission and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Emphasis of Matter – Reporting Entity

As discussed in Note 1, the New Hampshire Lottery Commission's financial statements include all financial activity of the New Hampshire Lottery Commission in a separate enterprise fund. They do not purport to, and do not, present fairly the financial position of any other State agency

or fund, as of June 30, 2025, or changes in financial position, or cash flows for the fiscal year then ended in accordance with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the New Hampshire Lottery Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- exercise professional judgment and maintain professional skepticism throughout the audit.
- identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the New Hampshire Lottery Commission's internal control. Accordingly, no such opinion is expressed.

- evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the New Hampshire Lottery Commission's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis on pages 31 through 45 and the Schedules of the Lottery Commission's Proportionate Share of the Net Pension Liability, the Lottery Commission's Contributions, and the Lottery Commission's Proportionate Share of the Total Other Postemployment Benefits Liability on page 71 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the New Hampshire Lottery Commission's basic financial statements. The Supplemental Schedule of Revenues, Expenses, and Distributions on page 72 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with GAAS. In our opinion, the Supplemental Schedule of Revenues, Expenses, and Distributions is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Information

Management is responsible for the other information included in the annual financial report. The other information comprises the introductory section and statistical section but does not include the basic financial statements and our auditor's report thereon. Our opinion on the basic financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the basic financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated December 19, 2025 on our consideration of the New Hampshire Lottery Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, rules, regulations, contracts, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the New Hampshire Lottery Commission's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the New Hampshire Lottery Commission's internal control over financial reporting and compliance.



Office of Legislative Budget Assistant

December 19, 2025

Management's Discussion and Analysis (Unaudited)

As management of the New Hampshire Lottery Commission (Lottery), we offer readers of the Lottery's financial statements this narrative overview and analysis of the financial activities of the New Hampshire Lottery Commission for the fiscal year ended June 30, 2025. We encourage readers to consider the information presented here in conjunction with the financial statements contained in this annual comprehensive financial report and our letter of transmittal, which begins on page 9.

Financial Highlights

- Operating revenues for the Lottery program decreased by \$29.3 million, or 4.6% for the current fiscal year. Revenue from instant scratch games decreased by \$18.0 million or 5.7%. MUSL games revenue decreased \$39.3 million or 42.8%. Instant scratch games contributed 49.1% to total revenue and MUSL games contributed 8.7%. Tri-State games, which contributed 7.7% to total revenue, increased \$2.0 million due to very strong Fast Play sales. Lucky for Life sales decreased \$0.9 million or 6.8% during fiscal year 2025.
- Revenues for the iLottery platform experienced a slight decrease. It offers an array of e-Instant (scratch-style) games with both set top prizes based on price point and progressive prizes through the website. iLottery contributed 7.8% to total Lottery revenues.
- Keno revenues were \$59.4 million in fiscal year 2025. This was an increase of \$4.3% over the previous year. Keno was offered in 564 locations during the year including over 307 retail locations.
- Sports betting contributed 6.7% of total revenues or \$40.6 million. This was an increase of \$8.1 million compared to the prior year. All three surrounding states also have sports betting operations. Retail sites operated at five locations contributing \$2.9 million or 7.2% of the total sports betting revenue.
- Historic horse racing (HHR) is a terminal-based game that is authorized to be played in licensed games of chance facilities. As the number of terminals continues to increase, so do the revenues. In fiscal year 2025, historic horse racing revenues were \$37.0 million. It operated in 12 charitable gaming locations during the year.
- Operating revenues for the Investigation and Compliance Division (formerly the Racing & Charitable Gaming Division [RCGD]) were \$49.8 million. This includes historic horse racing. Primary sources of revenue for this division include simulcast racing tax, games of chance, historic horse racing fees, and Bingo/Lucky 7 fees, and license fees from racetracks, charitable organizations, game operators, facilities, manufacturers, and distributors.

Investigation and Compliance revenues contributed 8.2% to total Lottery revenues.

- The Lottery's administrative costs for the current fiscal year increased approximately \$1.9 million, or 14.2% mainly due to increases in the information technology, staffing and retirement benefit expenses.
- Distributions to the Education Trust Fund increased \$1.1 million or 0.5% due to increases in revenues from sports betting and historic horse racing.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the New Hampshire Lottery's (Lottery) basic financial statements. The Lottery is accounted for as an enterprise fund, using the accrual basis of accounting. The Lottery's basic financial statements are comprised of four components: 1) the statement of net position, 2) the statement of revenues, expenses and changes in net position, 3) the statement of cash flows, and 4) notes to the financial statements. This report also contains required supplementary information and other supplementary information in addition to the basic financial statements.

The statement of net position on page 46 presents information on all of the Lottery's assets, liabilities, deferred inflows and outflows of resources. The total liabilities and deferred inflows of resources of the Lottery exceeded total assets and deferred outflows of resources as of the fiscal year ended June 30, 2025 by \$17.2 million.

The statement of revenues, expenses, and changes in net position on page 47 reports the Lottery's revenues and expenses and measures the success of the Lottery's operations over the past year. The Lottery is required by law to transfer all revenues, in excess of its administrative and operating costs, to the Education Trust Fund; therefore, the change in net position reflects those transfers.

The statement of cash flows on page 48 provides information about the Lottery's cash receipts, cash payments, and net changes in cash resulting from operating, investing, and financing activities. Notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements. The supplementary schedule of revenues, expenses, and distributions provides detailed information on the Lottery's operating revenues and expenses.

The Lottery is a self-supporting department of the State of New Hampshire. The financial statements of the Lottery represent all its functions, which are supported from the sale of Lottery tickets, sports betting, and the regulation of the State's Investigation and Compliance activities. The Lottery's financial statements are also included in the State of New Hampshire's Annual Comprehensive Financial Report as an enterprise fund of the State however with less detail in the notes to the financial statements than found in this report.

For fiscal year 2025, the Lottery produced \$604.4 million in total operating revenues, a 4.6% decrease from fiscal year 2024's \$633.6 million. Instant scratch games sales decreased below the previous fiscal year by approximately \$18.0 million or 5.7%. Multi-State (MUSL) games revenues decreased \$39.3 million or 42.8% during fiscal year 2025 as compared to fiscal year 2024. Tri-State games revenues increased by \$2.0 million or 4.4% for fiscal year 2025 as compared to fiscal year 2024. Lucky for Life game revenue decreased \$0.9 million in fiscal year 2025 as compared to fiscal year 2024. Keno revenue increased \$2.4 million in fiscal year 2025 as compared to fiscal year 2024. iLottery revenues decreased \$0.1 million or 0.3% in fiscal year 2025 as compared to fiscal year 2024. The Lottery distributed \$209.0 million of operating income to the Education Trust Fund in fiscal year 2025, a \$1.1 million increase from fiscal year 2024; \$5.5 million being due to the trust fund as of June 30, 2025. Total revenues since the inception of the Lottery in 1963 are more than \$10.4 billion and the Lottery has distributed over \$3.1 billion to help fund education in New Hampshire.

Net Position and Changes in Net Position

Article 6-b of the Constitution of the State of New Hampshire declares "All moneys received from a state-run lottery and all the interest received on such moneys shall, after deducting the necessary costs of administration, be appropriated and used exclusively for the school districts of the state. Such moneys shall be used exclusively for the purpose of state aid to education and shall not be transferred or diverted to any other purpose." As a result, the net position of the Lottery consists only of prize funds held on deposit with the Multi-State Lottery Association (MUSL) and the Tri-State Lotto Commission (Tri-State), net investments in capital assets, as well as the Lottery's unrestricted net deficit for pension liability and other postemployment benefits liabilities.

The total liabilities and deferred inflows of resources of the Lottery exceeded total assets and deferred outflows of resources at June 30, 2025, by \$17.2 million. A decrease of \$52 thousand was recorded in 2025.

Comparable figures for total assets at June 30, 2025 and 2024 were \$29.7 million and \$21.2 million, respectively. This represents an increase of \$8.5 million from fiscal year 2024 to 2025. Cash and cash equivalents were \$0.0 at June 30, 2025 and \$1.1 million at June 30, 2024.

Accounts receivable of lottery games were \$21.0 million at June 30, 2025 and \$12.0 million at June 30, 2024. Due from other funds for fiscal year 2025 consisted of the amount due from the state Liquor Commission for tickets sold. Instant scratch games ticket inventories were essentially zero at June 30, 2025 and \$14.0 thousand at June 30, 2024. Inventory values continue to decrease due to changes in instant scratch ticket distribution system. There is a balance due to the State's Education Trust Fund (ETF) of \$5.5 million; the Lottery estimates the profits for June and transfers the funds to the ETF based on that estimate, June's estimate was understated. Noncurrent, restricted deposits,

which represent New Hampshire's share of prize reserve funds held by MUSL and Tri-State, decreased by \$52 thousand during fiscal year 2025. Capital assets, net of accumulated depreciation (Note 4), increased \$1.1 million during fiscal year 2025. This was due to capital expenditures for building improvements. Deferred outflows of resources, which represent a consumption of net assets that are applicable to a future period, are specifically related to pension and other postemployment benefit (OPEB) expenses for the Lottery.

The Lottery is required by law to transfer all revenues, in excess of its operating costs, to the Education Trust Fund, therefore the change in net position reflects the actual results of the Lottery's operations after distributions to the Education Trust Fund.

The following table shows Condensed Net Position as of June 30, 2025, and June 30, 2024:

	2025	2024
Current and other assets	\$ 25,567,625	\$ 18,176,126
Capital assets (net of accumulated depreciation)	4,155,918	3,043,386
Total assets	29,723,543	21,219,512
Deferred outflows of resources	3,760,016	2,601,375
Current liabilities	29,614,812	21,078,974
Noncurrent liabilities	16,585,981	13,638,716
Total liabilities	46,200,793	34,717,690
Deferred inflows of resources	4,462,574	6,230,648
Net position:		
Net investments in capital assets	3,758,286	2,970,866
Restricted assets	4,370,330	4,422,690
Unrestricted (deficit)	(25,308,424)	(24,521,004)
Total net position	\$(17,179,808)	\$ (17,127,448)

Liabilities

The Lottery's current liabilities consist primarily of accounts payable, unclaimed prizes, accrued payroll, benefits, leases, due to the education trust fund and ticket sales for future draws (draws occurring after June 30). Noncurrent liabilities consist of compensated absences (Note 3), long term leases (Note 8), annuity payable (Note 11) and net pension liability (Note 6) and total other postemployment benefits liability (Note 7). Total liabilities during the current fiscal year increased \$11.5 million. The year end balances for total liabilities for fiscal years 2025 and 2024 were \$46.2 million and \$34.7 million, respectively. Unclaimed prizes increased \$7.4 million and unearned ticket sale revenue for future draws decreased \$22.0 thousand. Net pension liability increased \$490 thousand and total other post employment benefits liability increased by \$2.2 million. Funds due to the education trust fund decreased \$1.5 million. Accounts Payable increased in fiscal year 2025 by \$0.3 million. Deferred inflows

of resources, which represent an acquisition of net assets that are applicable to a future period, are specifically related to pension and OPEB expense for the Lottery.

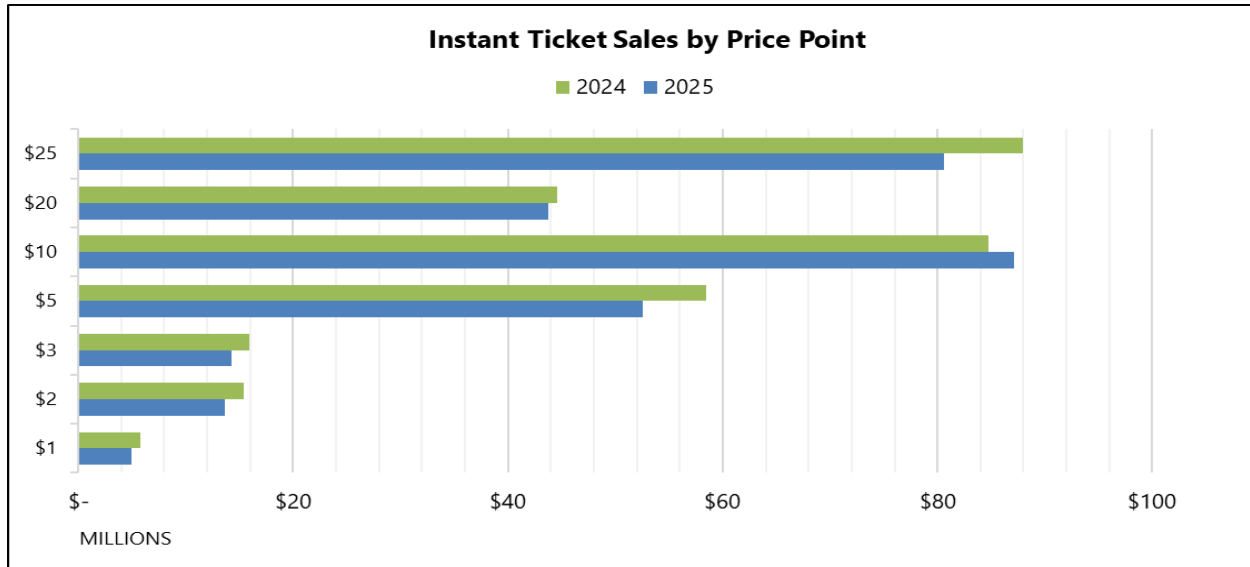
Operating Revenues: Game Sales

The New Hampshire Lottery's game revenues result from the sales of a variety of instant, online lottery and sports betting products. The Lottery is an active member of three separate joint venture arrangements: the Tri-State Lotto Commission (Tri-State), the Multi-State Lottery Association (MUSL), and Lucky for Life, operating several online games under those jurisdictions. MUSL online games consist of Powerball and Mega Millions. Tri-State games consist of Megabucks, Pick 3, Pick 4, Fast Play, and Gimme 5. Lucky for Life is the name of the game and a joint venture, of which the Lottery became a member in March, 2012. iLottery, mobile sports betting, retail sports betting, historic horse racing and gaming compliance fees have all become major contributors to revenues.

The following table shows operating revenues by Lottery game for the fiscal years ended June 30, 2025 and 2024:

Game	2025	2024	Change	% of Change
Instant Scratch Games	\$296,762,715	\$314,735,341	\$(17,972,626)	-5.7%
Keno	59,443,282	57,012,157	2,431,125	4.3%
MUSL Powerball	27,149,037	57,439,717	(30,290,680)	-52.7%
MUSL Mega Millions	25,289,175	34,261,662	(8,972,487)	-26.2%
Tri-State Megabucks	10,016,221	12,671,822	(2,655,601)	-21.0%
Tri-State Pick 3	4,712,680	4,856,221	(143,541)	-3.0%
Tri-State Pick 4	4,405,299	4,682,015	(276,716)	-5.9%
Lucky for Life	11,891,120	12,757,104	(865,984)	-6.8%
Tri-State Gimme 5	3,536,053	3,996,157	(460,104)	-11.5%
Tri-State Fastplay	23,732,245	18,232,579	5,499,666	30.2%
iLottery, Net Wins	47,018,977	47,139,563	(120,586)	-0.3%
Sports Betting	40,592,881	32,462,681	8,130,200	25.0%
Bingo/Lucky 7/Racing	12,847,733	10,074,559	2,773,173	27.5%
Historic Horse Racing	36,960,353	23,295,845	13,664,508	58.7%
Other Income	16,164	30,201	(14,037)	-46.5%
Total Operating Revenues	\$604,373,935	\$633,647,624	(29,273,889)	-4.6%

The Lottery saw a 4.6% decrease in total operating revenues for fiscal year 2025. Instant scratch games sales continue to be the Lottery's most popular product contributing approximately 49.1% and 49.7%, to total revenue for fiscal years 2025 and 2024 respectively. Instant scratch games sales decreased \$18.0 million or 5.7% in fiscal year 2025 compared to fiscal year 2024. The decrease in instant scratch game sales is mainly due to the increased nationwide inflationary pressures.

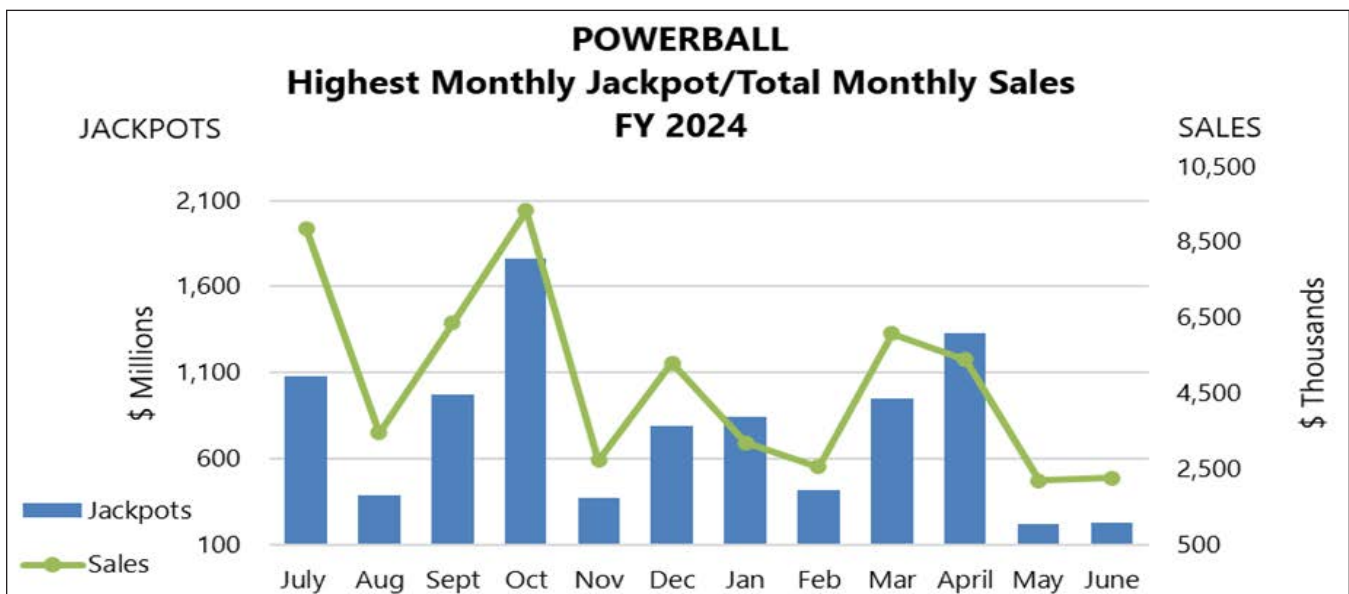
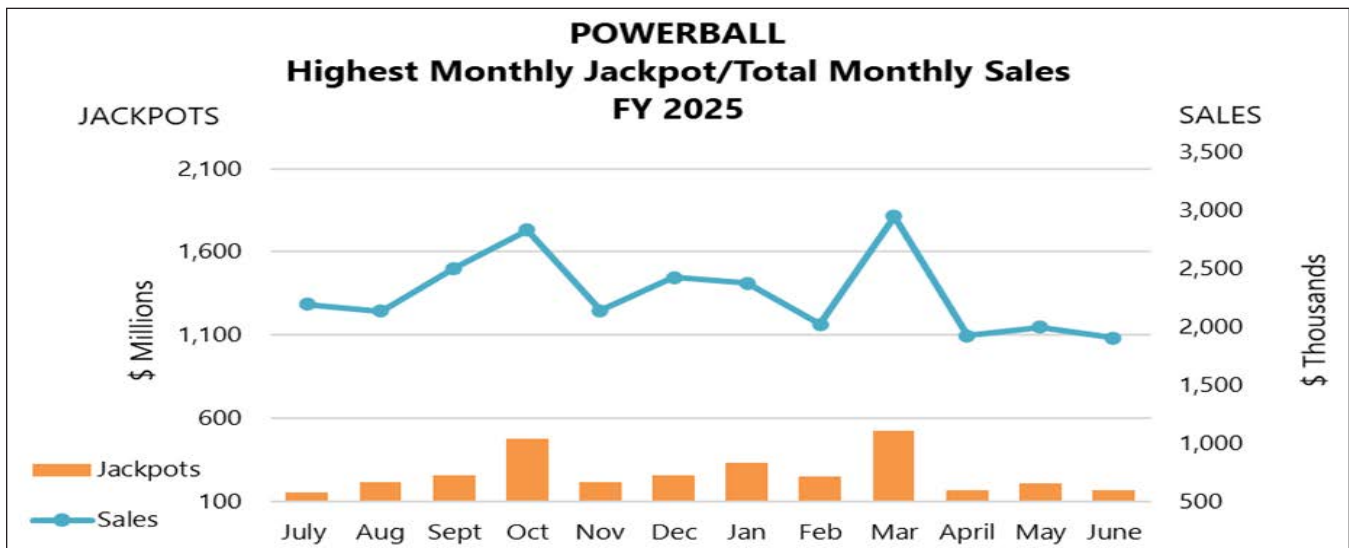


The graph above shows Instant scratch games for fiscal year 2025 and 2024 by selling price of ticket.

The sales in big jackpot games are directly related to the size of the jackpot, which causes a high level of uncertainty for revenues. The more frequently jackpots are won, the smaller the jackpot amount, which consequently lowers demand for tickets. When jackpots are won less frequently, they have more time to accrue. As jackpots rise in amount, so does the demand for tickets. This trend has shown that the public demands higher jackpot amounts every year before there is a noticeable increase in sales.

Powerball, a game in the MUSL jurisdiction, is the Lottery's fourth most popular lottery product for fiscal year 2025, contributing 4.5% and 9.0% to total fiscal year 2025 and 2024 sales. The graphs on the following page illustrate the correlation between jackpot amounts and game sales for the last two fiscal years.

The following two graphs show the relationship between jackpot amount and sales for fiscal years 2025 and 2024



Mega Millions is another high jackpot MUSL game sold by the Lottery. Mega Millions sales for fiscal year 2025 were \$25.3 million, a decrease of \$9.0 million below fiscal year 2024, mainly due to fewer large jackpots during the fiscal year.

Megabucks, another draw game offered by the Tri-State Lottery, had sales of \$10.0 million for fiscal year 2025, a decrease of 21.0% compared to the prior fiscal year. Megabucks is the oldest jackpot style game the Lottery offers, holding strong at 40 years. Megabucks retains a committed player base and accounts for 1.7% of revenues.

Pick 3 and Pick 4 sales decreased from fiscal year 2024 to fiscal year 2025 for both games. Pick 3 decreased \$144 thousand and Pick 4 decreased \$277 thousand from the previous year. Tri-State sales revenues decreased for Gimme 5 and increased for Fastplay. Fastplay increased \$5.5 million and is now the top performing Tri-State game. Gimme 5 decreased \$460 thousand below the prior year.

Overall, Tri-State games' combined sales increased compared to the prior year. Tri-State games in total amounted to 7.7% and 7.0% of total Lottery sales for fiscal years 2025 and 2024, respectively.

Keno sales grew in fiscal year 2025. Sales for 2025 were \$59.4 million, an increase of \$2.4 million over 2024. Keno machines also offer other draw-based games, Powerball, Mega Millions, Megabucks, Lucky for Life and Fast Play.

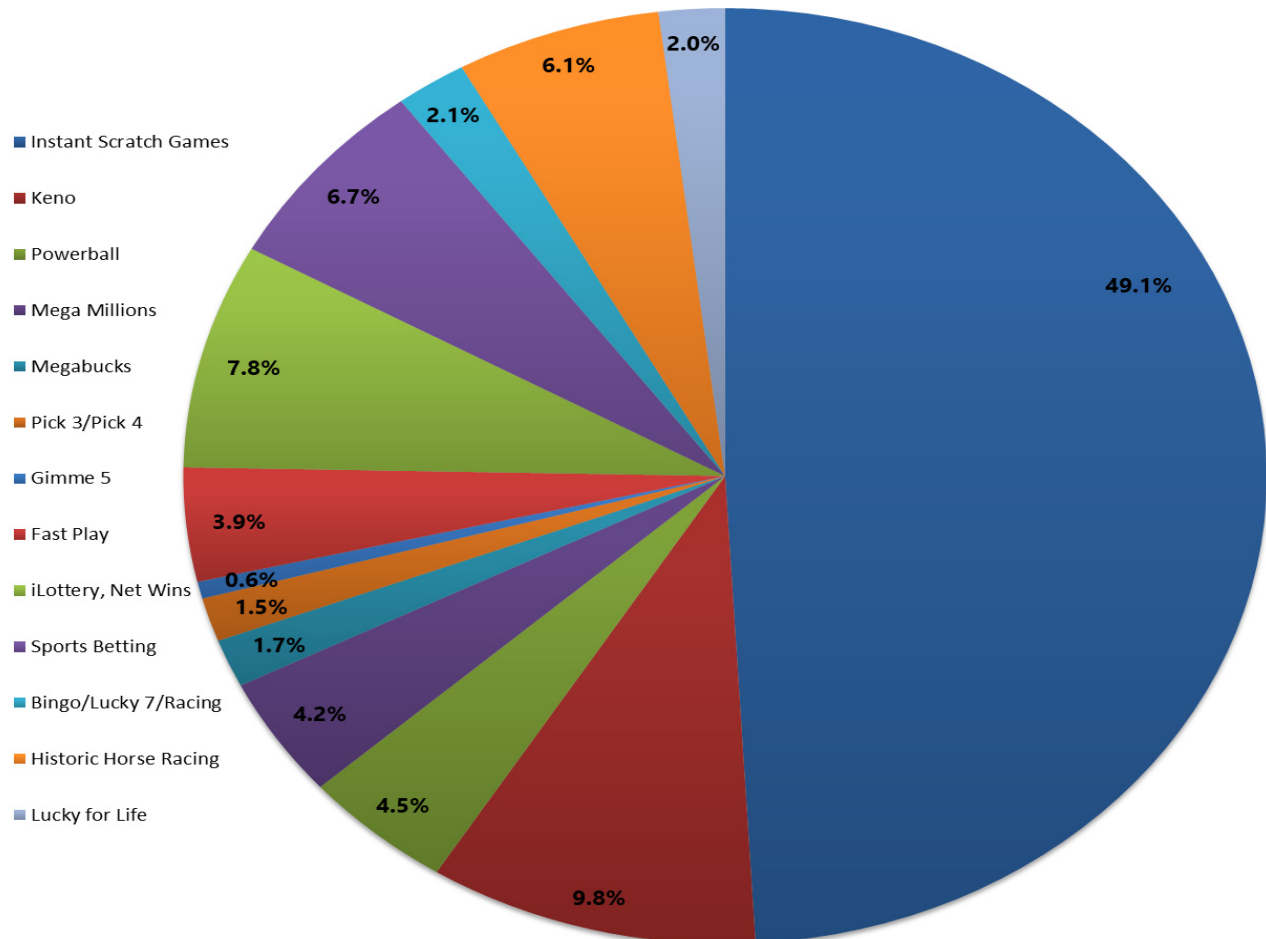
Lucky for Life sales revenues experienced a decrease of \$0.9 million or 6.8% in fiscal year 2025 with sales of \$11.9 million as compared to \$12.8 million in fiscal year 2024.

The iLottery program revenues remained relatively flat over the year. Players register and make a deposit to their iLottery account then can begin playing iLottery e-Instants of their choice and limited draw based games. iLottery currently includes e-Instants scratch games, and draw-based games Powerball, Mega Millions, Megabucks and Gimme 5 and Lucky for Life. Prizes of \$599 or less are deposited directly to their account while prizes of \$600 or more have an electronic claim created to be processed. Claims of \$10.0 thousand or more must be presented at Lottery Headquarters. eInstant iLottery net revenues in fiscal year 2025 were \$47.0 million, a decrease of \$121 thousand or 0.3% below fiscal year 2024 (refer to Note 12 in the accompanying notes to the financial statements).

In December of 2019, the Lottery and Draft Kings entered into an agreement to offer mobile and retail sports betting in New Hampshire. While players do not need to be New Hampshire residents, they do need to be within the boundaries of the State while betting on games. Players have the ability to bet on sporting events from across the world. All of the odds and betting is managed by Draft Kings while the Lottery retains oversight. Revenues are reported on a net income basis or sales less winnings and promotional expense. Revenues generated from sports betting totaled \$40.6 million for 2025, an increase of \$8.1 million or 25% above the prior fiscal year.

The addition of the iLottery and sports betting revenue streams has decreased the overall revenue contribution, as a percentage, of all other lottery games.

The following graph displays Lottery revenues by product/game for the fiscal year ended June 30, 2025:



Instant Scratch Games	\$ 296,762,715	49.1%
Keno	59,443,282	9.8%
Powerball	27,149,037	4.5%
Mega Millions	25,289,175	4.2%
Megabucks	10,016,221	1.7%
Pick 3/Pick 4	9,117,979	1.5%
Gimme 5	3,536,053	0.6%
Fast Play	23,732,245	3.9%
iLottery, Net Wins	47,018,977	7.8%
Sports Betting	40,592,881	6.7%
Bingo/Lucky 7/Racing	12,847,733	2.1%
Historic Horse Racing	36,960,353	6.1%
Lucky for Life	11,891,120	2.0%
	<u>\$ 604,357,771</u>	<u>100%</u>

Operating Expenses — Cost of Sales: Prizes

Prizes are the largest operating expense of the Lottery. Prize expense in general will increase or decrease from year to year in proportion to the increase or decrease in sales for that particular game. Fiscal year 2025 prize expense of \$318.7 million reflects a 7.6% decrease from fiscal year 2024 prize expense of \$345.0 million. This decrease in prizes reflects a corresponding decrease in total operating revenues.

Games in which the player wins instantly pay out at a higher percentage than draw games. Therefore, net profit will grow more quickly with an increase in the sales of draw games as compared to instant win type games. Traditional instant win games on average have a 62% to 79% (of possible sales) prize payout for each game, depending on price point, whereas draw games typically have a 50% to 60% (of sales) prize payout built into the design of the game. Keno has a prize payout of approximately 69%. More specifically, for instant scratch games, the higher the price point of the ticket, the higher the prize payout. For example, \$1 games provide a payout to the player of 62%, while a \$20 game provides players with a 74% payout. This means the hold for the Lottery is 38% for a \$1 game and 26% for a \$20 game.

The following two tables show prizes to sales (operating revenues) profit margin for Lottery games by venture for the fiscal years ended June 30, 2025 and 2024:

2025	Gross Games Revenues	Prize Expense	Gross Profit After Prizes	Profit Margin After Prizes
Instant Scratch Games	\$296,762,715	\$216,194,768	\$80,567,947	27.1%
Keno	59,443,282	41,113,087	18,330,195	30.8%
Tri State Games	46,402,498	29,595,349	16,807,149	36.2%
MUSL Games	52,438,212	24,995,804	27,442,408	52.3%
Lucky for Life	11,891,120	6,784,455	5,106,665	42.9%

2024	Gross Games Revenues	Prize Expense	Gross Profit After Prizes	Profit Margin After Prizes
Instant Scratch Games	\$314,735,341	\$226,236,425	\$88,498,916	28.1%
Keno	57,012,157	39,300,764	17,711,393	31.1%
Tri State Games	44,438,794	27,086,924	17,351,870	39.0%
MUSL Games	91,701,379	44,826,778	46,874,601	51.1%
Lucky for Life	12,757,104	7,582,314	5,174,790	40.6%

Refer to Note 12 for iLottery information.

As the tables above show, the profit margin after prizes paid is less for instant scratch games and Keno versus online games. High jackpots drive sales for online games, whereas the different types of games on the market and the number of winning tickets (prizes) in a game drives instant scratch games sales.

The actual prizes paid percentage can be slightly less than the designed prize percentage built into the game due to unclaimed prizes (prizes that winners

never claim). Lottery prize winners have one year (365 days) to claim their prizes. Expired unclaimed prize money for instant scratch games, MUSL games, Lucky for Life, Keno, and iLottery goes to the Education Trust Fund. Unclaimed prize money for Tri-State games goes back to the players through promotions or increases to jackpots.

The following table shows prize expense by game for the fiscal years ended June 30, 2025 and 2024:

Game	2025	2024	Change	% of Change
Instant Scratch Games	\$216,194,768	\$226,236,425	\$(10,041,657)	-4.4%
Keno	41,113,087	39,300,764	1,812,323	4.6%
MUSL Powerball	12,659,850	28,160,351	(15,500,501)	-55.0%
MUSL Mega Millions	12,335,954	16,666,427	(4,330,473)	-26.0%
Tri-State Megabucks	5,004,963	6,483,593	(1,478,630)	-22.8%
Tri-State Pick 3	2,356,741	2,435,907	(79,166)	-3.2%
Tri-State Pick 4	2,199,230	2,345,264	(146,034)	-6.2%
Tri-State Gimme 5	1,995,016	2,150,395	(155,379)	-7.2%
Tri-State Fast Play	18,039,399	13,671,765	4,367,634	31.9%
Lucky for Life	6,784,455	7,582,314	(797,859)	-10.5%
Total prize expense	\$318,683,463	\$345,033,205	\$(26,349,742)	-7.6%

Refer to Note 12 for iLottery information.

Other Cost of Sales

In addition to prizes, there are other costs of sales that include retailer commissions, vendor fees, cost of instant scratch games, including delivery of instant scratch games to retailers, and expense pool costs (administrative costs) for joint ventures. These other costs of sales totaled \$62.7 million for fiscal year 2025 and \$68.7 million for fiscal year 2024. Retailer commissions decreased by \$3.4 million or 10.2 % for fiscal year 2025 compared to fiscal year 2024. Retailer commissions are based on 5% of sales plus additional commissions for retailers who meet certain incentive criteria for increasing sales and selling higher tier winners; Keno retailers receive 8% of sales. Vendor fees for fiscal year 2025 decreased \$1.2 million below fiscal year 2024 due to decreased sales. Vendor fees are based on 1.435% of sales plus additional charges for equipment such as vending machines that sell tickets and digital signs that advertise the amount of the jackpot. iLottery vendor fees are 28.6% of net wins for instant games and 15% of sales for draw based games.

The table below shows comparative costs of sales expenses for Lottery games for the fiscal years ended June 30, 2025 and 2024 (excluding I&C, Sports Betting, Historic Horse Racing, and other income):

	2025	% of Sales	2024	% of Sales
Retailer commissions	\$ 30,143,568	5.9%	\$ 33,562,754	5.9%
Vendor fees	25,648,560	5.0%	26,882,672	4.7%
Cost of instant tickets	6,979,859	1.4%	7,422,989	1.3%
Expense pools	(48,232)	—	867,223	0.2%
Other cost of sales	62,723,755	12.2%	68,735,638	12.1%
Prize expense	318,683,463	62.0%	345,033,205	60.8%
Total cost of sales	\$381,407,218	74.2%	\$413,768,843	72.9%

The table below shows cost of sales to gross revenues for Lottery games for the fiscal years ended June 30, 2025 and 2024 (excluding I&C, Sports Betting, Historic Horse Racing, and other income):

Total Lottery Games	2025	2024	Change	% of Change
Gross Revenues	\$513,956,804	\$567,784,338	\$(53,827,534)	-9.5%
Cost of Sales	381,407,218	413,768,843	(32,361,625)	-7.8%
Gross profit	\$132,549,586	\$154,015,495	\$(21,465,909)	-13.9%
Gross profit margin	25.8%	27.1%		

Administrative costs increased \$1.9 million in fiscal year 2025 from fiscal year 2024, mainly due to increases in the number of staff and retirement costs. The supplemental schedule of revenues, expenses, and distributions located on page 72, itemizes the components of other operating expenses.

Non-operating Revenues (Expenses)

Non-operating revenues totaling \$1.2 million consists of income earned on deposits held with the Tri-State Lotto joint venture and interest from New Hampshire Treasury on Lottery cash balances.

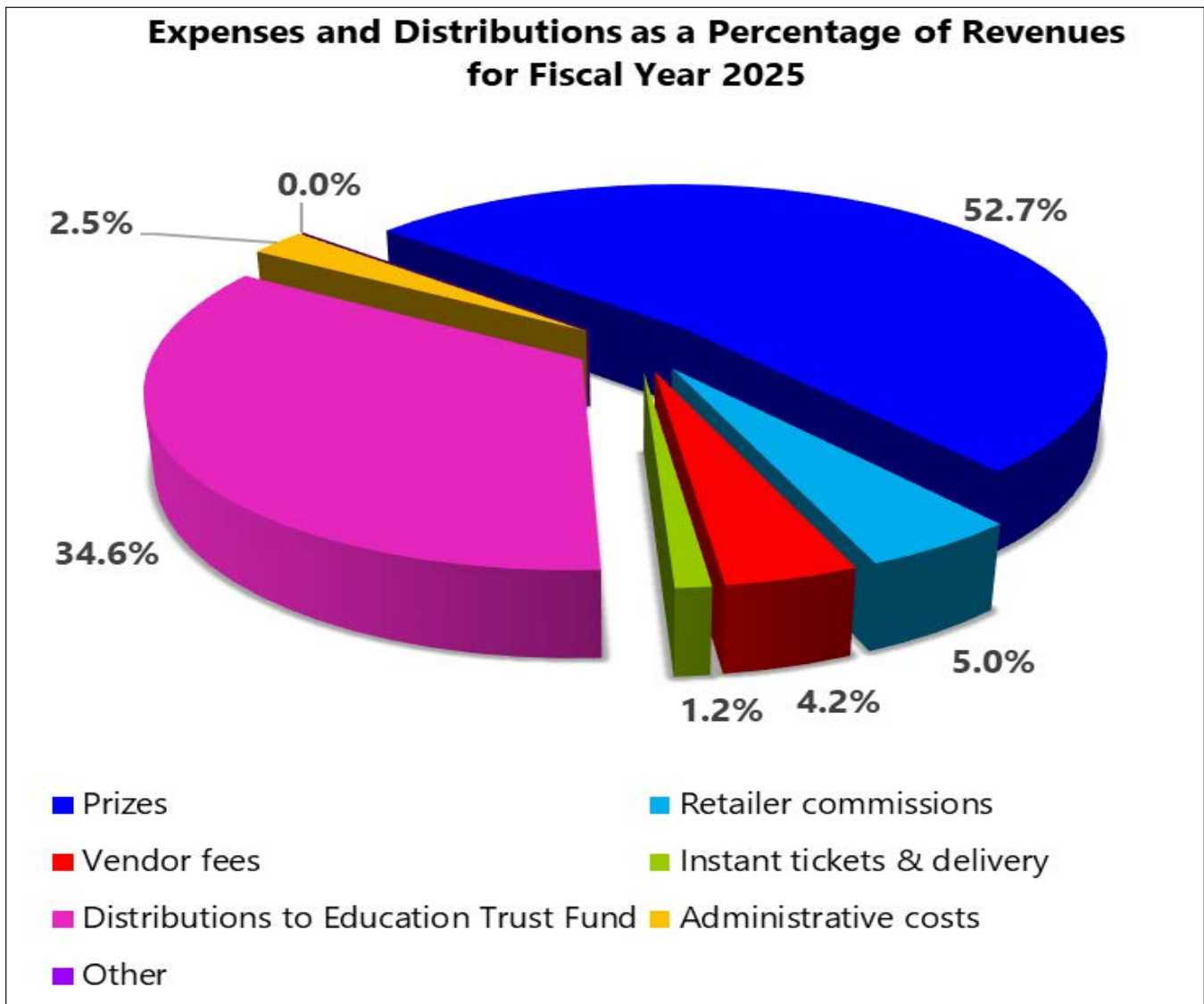
In 2022, the Lottery implemented GASB Statement No. 87, which capitalized the lease for an off-site property. Interest for fiscal year 2025 was recorded for this lease in the amount of \$13,150.

The Lottery is required by law to transfer all revenues in excess of its operating costs to the Education Trust Fund. Fiscal year 2025 distributions to the Education Trust Fund were \$209.0 million and fiscal year 2024 distributions were \$207.9 million.

The following table shows total revenues, expenses, and change in net position for the Lottery for the fiscal years ended June 30, 2025 and 2024:

	2025	2024	Change	% of Change
Operating revenues				
Instant and online ticket sales	\$513,956,804	\$567,784,338	\$(53,827,534)	-9.5%
Sports Betting	40,592,881	32,462,681	8,130,200	25.0%
Historic Horse Racing	36,960,353	23,295,845	13,664,508	58.7%
Revenues from I&C	12,847,733	10,074,559	2,773,174	27.5%
Other Income	16,164	30,201	(14,037)	-46.5%
Total operating revenues	604,373,935	633,647,624	(29,273,689)	-4.6%
Operating expenses				
Cost of sales	381,407,218	413,768,843	(32,361,625)	-7.8%
Administrative costs	14,907,421	13,049,983	1,857,438	14.2%
Depreciation expense	276,227	188,943	87,284	46.2%
Total operating expenses	396,590,866	427,007,769	(30,416,903)	-7.1%
Operating Income	207,783,069	206,639,855	1,143,214	0.6%
Non-operating revenues				
Interest	1,162,523	1,130,704	31,819	2.8%
Net profit before transfers	208,945,592	207,770,559	1,175,033	0.6%
Nonoperating expenses				
Interest on lease	(13,150)	(900)	(12,250)	1,361.1%
Distributions to Education Trust Fund	(208,984,805)	(207,870,508)	(1,114,297)	0.5%
Change in net position	(52,360)	(100,846)	48,486	-48.1%
Net position — July 1	(17,127,448)	(17,026,602)	(100,846)	0.6%
Net position — June 30	\$(17,179,808)	\$(17,127,448)	\$(52,360)	0.3%
Distributions to Education Trust Fund (net profit) as a percentage of operating revenues	-34.6%	-32.8%	-1.8%	

The chart below displays expenses and distributions to the Education Trust Fund as a percentage of operating revenues for the Lottery for the fiscal year ended June 30, 2025:



Other Potentially Significant Matters

The State's economy is a factor that affects the Lottery. The Lottery is dependent on customers' discretionary income, so when there is less income available, customers spend less on lottery tickets.

The Lottery relies on high jackpots to increase sales of online games. The two highest jackpot selling games in the United States are Powerball and Mega Millions. High jackpot amounts trigger higher sales of tickets. The sales in these games are directly related to the size of the jackpot, which causes a high level of uncertainty for revenues. The more frequently jackpots are won, the smaller

the jackpot amount, which consequently results in the sale of fewer tickets. The less frequently jackpots are won, the more time they have to build/roll in amount. The trend has shown that the public demands higher jackpot amounts every year before there is a noticeable increase in sales.

There is, as always, ongoing research and development to enhance current games or replace them with new games in order to increase sales. Consumers want and demand newer, technologically advanced forms of gambling. The Lottery is limited by statute in what it can offer.

Contacting the Lottery's Financial Management

This financial report is designed to provide New Hampshire citizens, the New Hampshire state legislature and the executive branch of government, and other interested parties, a general overview of the Lottery's financial activity for fiscal year 2025 and to demonstrate the Lottery's accountability for the money it received from the sale of lottery products. If you have any questions about this report or need additional information, contact the New Hampshire Lottery Commission, Finance Department, Chief Financial Officer, 14 Integra Drive, Concord, NH 03301.

New Hampshire Lottery Commission Statement of Net Position

June 30, 2025

ASSETS

Current Assets:

Cash and Cash Equivalents	\$ —
Accounts Receivable	20,946,765
Due From Other Funds (Liquor)	237,977
Instant Scratch Games Ticket Inventories	53
Prepaid Expenses and Other	12,500
Total Current Assets	<u>21,197,295</u>

Noncurrent Assets:

Restricted Deposits (Note 1)	4,370,330
Capital Assets Net of Accumulated Depreciation (Note 4 & 8)	4,155,918
Total Noncurrent Assets	<u>8,526,248</u>
Total Assets	<u>29,723,543</u>

Deferred Outflows of Resources (Notes 6 & 7)	<u>3,760,016</u>
--	------------------

LIABILITIES

Current Liabilities:

Accounts Payable	5,640,273
Accrued Payroll and Benefits	393,997
Ticket Sales for Future Draws	187,556
Unclaimed Prizes Net of Estimated Expired Prizes (Note 1)	15,158,477
Compensated Absences (Note 3)	89,503
Annuity Payable (Note 11)	66,667
Workers Compensation Claims	31,000
Lease (Note 8)	86,219
Restricted Deposit — HHR Breakage	438,068
Due to Other Funds (Note 1)	2,064,327
Due to Education Trust Fund	5,458,725
Total Current Liabilities	<u>29,614,812</u>

Noncurrent Liabilities:

Compensated Absences (Note 3)	711,779
Annuity Payable (Note 11)	1,666,666
Lease (Note 8)	311,413
Total Other Post Employment Benefits Liability (Note 7)	8,619,123
Net Pension Liability (Note 6)	5,277,000
Total Noncurrent Liabilities	<u>16,585,981</u>
Total Liabilities	<u>46,200,793</u>

Deferred Inflows of Resources (Notes 6 & 7)	<u>4,462,574</u>
---	------------------

NET POSITION

Net Investments in Capital Assets	3,758,286
Restricted for Prize Funds (Note 1)	4,370,330
Unrestricted (deficit)	(25,308,424)
Total Net Position	<u>\$(17,179,808)</u>

The notes to the financial statements are an integral part of this statement.

New Hampshire Lottery Commission
Statement of Revenues, Expenses, and Changes in Net Position
For the Fiscal Year Ended June 30, 2025

OPERATING REVENUES

Instant Scratch Games	\$296,762,715
Keno	59,443,282
Multi-State Online Games	52,438,212
Tri-State Online Games	46,402,498
Lucky for Life Game	11,891,120
iLottery, Net Wins (Note 12)	47,018,977
Bingo/Lucky 7/Racing	12,847,733
Historic Horse Racing	36,960,353
Sports Betting	40,592,881
Other Income	16,164
Total Operating Revenues	<u>604,373,935</u>

OPERATING EXPENSES

Cost of Sales:	
Prizes	318,683,463
Retailers' Commissions	30,143,568
Other	32,580,187
Total Cost of Sales	<u>381,407,218</u>
Administration	14,907,421
Depreciation	276,227
Total Operating Expenses	<u>396,590,866</u>
Operating Income	<u>207,783,069</u>

NONOPERATING REVENUES (EXPENSES)

Interest Expense and Miscellaneous Income	1,162,523
Interest on Lease	(13,150)
Distributions to the State's Education Trust Fund	(208,984,805)
Total Nonoperating Revenues (Expenses)	<u>(207,835,432)</u>
Change in Net Position	<u>(52,360)</u>
Net Position, July 1	<u>(17,127,448)</u>
Net Position, June 30	<u><u>\$ (17,179,808)</u></u>

The notes to the financial statements are an integral part of this statement.

New Hampshire Lottery Commission Statement of Cash Flows For the Fiscal Year Ended June 30, 2025

CASH FLOWS FROM OPERATING ACTIVITIES

Receipts From Customers, Retailers, and Joint Ventures (Net of Retailer Commissions and Prizes Paid by Retailers)	\$ 325,991,442
Payments to Winners and Joint Ventures	(74,188,346)
Payments to Suppliers (Goods and Services)	(36,380,761)
Payments to Employees for Salaries and Benefits	(8,377,296)
Net Cash Provided by Operating Activities	<u>207,045,039</u>

CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES

Proceeds Received From General Fund	2,064,327
Distributions to Education Trust Fund	(210,280,675)
Net Cash Used for Noncapital Financing Activities	<u>(208,216,348)</u>

CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES

Purchase of Capital Assets	(1,026,381)
Lease Payments	(78,451)
Interest on Lease	(13,150)
Net Cash Used for Capital and Related Financing Activities	<u>(1,117,982)</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Interest and Other Income Received	1,162,523
Net Cash Provided by Investing Activities	<u>1,162,523</u>
Net Increase in Cash and Cash Equivalents	(1,126,768)
Cash and Cash Equivalents, July 1	1,126,768
Cash and Cash Equivalents, June 30	<u><u>\$ —</u></u>

Reconciliation of Operating Income to Net Cash

Provided by Operating Activities:

Operating Income	\$ 207,783,069
Adjustments to Reconcile Operating Income to Net Cash	
Provided by Operating Activities:	
Depreciation and Amortization Expense	276,227
Change in Total Other Post Employment Benefits Liability, Net of Deferred Amounts	(433,484)
Change in Net Pension Liability, Net of Deferred Amounts	150,000
(Increase) Decrease in Accounts Receivable/Due From Other Funds	(8,592,426)
(Increase) Decrease in Instant Scratch Games Ticket Inventory	13,946
(Increase) Decrease in Prepaid Expenses and Other	7,855
(Increase) Decrease in Restricted Deposits	52,360
Increase (Decrease) in Accounts Payable and Other Liabilities	448,697
Increase (Decrease) in Unclaimed Prizes	7,427,525
Increase (Decrease) in Ticket Sales for Future Draws	(22,064)
Increase (Decrease) in Annuity Payable	(66,667)
Total Adjustments	<u>(738,031)</u>

Net Cash Provided by Operating Activities	<u><u>\$ 207,045,039</u></u>
---	------------------------------

Non-Cash Capital and Related Financing Activities:

Non-Cash Capital Acquisition	<u>\$ 397,631</u>
------------------------------	-------------------

The notes to the financial statements are an integral part of this statement.

New Hampshire Lottery Commission

Notes to the Financial Statements — Fiscal Year Ended June 30, 2025

Note 1 — Summary of Significant Accounting Policies

A. Reporting Entity

The New Hampshire Lottery Commission, also known as the New Hampshire Lottery (Lottery), was established in 1964 in accordance with the provisions of Chapter 284:21-a of the New Hampshire Revised Statutes Annotated (RSA). The Lottery is comprised of the Lottery division and the Investigation and Compliance division. The Lottery division is responsible for conducting traditional and internet lottery games authorized under RSA 284:21-h and keno games authorized under RSA 284:41. The Investigation and Compliance Division is responsible for the administration of sports betting authorized under RSA 287-I, and the oversight of Games of Chance authorized under RSA 287-D, bingo and Lucky 7 games authorized under RSA 287-E, live and simulcast racing and historic horse racing authorized under RSA 284:22-b and fantasy sports contests authorized under RSA 287-H. The financial statements include the consolidated operations of the two divisions. The Lottery has three commissioners appointed by the Governor and Executive Council for a staggered term of three years. The administration of the Lottery is overseen by an executive director, appointed by the Commissioners for a term of four years. The Lottery is authorized to operate for the sole purpose of funding state aid to education pursuant to RSA 198:38-49 and RSA 284:21-j. In 1990, the New Hampshire Constitution was amended by Part 2, Article 6-b, which restricted all lottery revenue and interest, after the deduction of the necessary costs of administration, exclusively for state aid to education.

For financial reporting purposes, the New Hampshire Lottery Commission is considered a department of the State of New Hampshire. The Lottery's financial statements include all Lottery activity in a separate enterprise fund and do not include any activity related to any other state agency. The Lottery's financial activities are reported in the Lottery Commission enterprise fund in the State's Annual Comprehensive Financial Report (ACFR).

The State of New Hampshire issues a publicly available annual comprehensive financial report, which may be obtained by writing to the State of New Hampshire, Department of Administrative Services, 25 Capitol Street, Room 310, Concord, New Hampshire, 03301-6312 or accessed online at <https://www.das.nh.gov/accounting/ACFR.aspx>

B. Measurement Focus, Basis of Accounting, and Financial Statement Presentation

The accompanying financial statements of the Lottery have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) and as prescribed by the Governmental Accounting Standards Board (GASB), which is the primary standard-setting body for establishing governmental accounting and financial reporting standards. The Lottery

accounts for its operations as a single enterprise fund and accordingly uses the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned and expenses are recognized when the related liability is incurred. The Lottery's financial statements are reported using the economic resources measurement focus. With this measurement focus, all assets and liabilities associated with the operation of the Lottery are included on the Statement of Net Position. All revenues and expenses of the Lottery are reported on the Statement of Revenues, Expenses, and Changes in Net Position.

Cash and Cash Equivalents are investments with a maturity date of three months or less from the date of purchase. The majority of the Lottery's cash is held by the State Treasurer for pooled investment purposes in short-term, highly liquid investments, which are considered to be cash equivalents. Cash equivalents are recorded at cost.

Accounts Receivable consists of amounts due from retailers for lottery ticket sales and amounts due from third party gaming vendors. *Due from other funds* consists of amounts due from the State Liquor Commission for lottery tickets sold at State liquor stores, which have not been transferred to Lottery as of June 30.

Prepaid Expenses and Other consists of payments to vendors that reflect costs applicable to future accounting period.

Capital Assets Net of Accumulated Depreciation are capital assets consist of building, land, equipment, and vehicles, recorded at cost. The Lottery's threshold for capitalization is \$10,000 for equipment and \$100,000 for building and land. Depreciation on capital assets is computed using the straight-line method over an estimated useful life of five to forty years. Salvage values are not recognized, as asset disposals are officially transferred to the New Hampshire Surplus Property program. Any income derived from surplus property sales is recorded as miscellaneous income when received. Losses on the disposal of surplus equipment are recorded at the time of disposal.

Restricted Deposits represent noncurrent, restricted assets, deposited with the Multi-State Lottery Association (MUSL) and the Tri-State Lotto Commission (Tri-State), that are held as prize reserves to protect the Lottery against unforeseen prize liabilities. These prize reserves are a condition of participation in the joint ventures and are refundable after a one year waiting period if a member state leaves. The Tri-State portion of the reserves is committed to be returned to the players; however the MUSL reserves would be returned to the New Hampshire Education Trust Fund. At June 30, 2025, MUSL reserves were \$2,568,881 and Tri-State reserves were \$1,801,449.

Compensated Absences represent accrued leave for the Lottery's 79 full-time, classified employees at June 30, 2025. In conformity with GASB Statement No. 101, the Lottery accrues all types of leave benefits as earned by its classified employees. All full-time Lottery employees in classified service earn annual and sick leave. In previous fiscal years, additional leave (bonus days) may be awarded based on the amount of sick leave taken during the year. Accrued

compensatory time, earned for overtime worked, should generally be taken within one year or in accordance with applicable collective bargaining agreements. The Lottery's compensated absences liability represents the total liability for the cumulative balance of employees annual, bonus, compensatory, and sick leave that is attributable to services already rendered and is more likely than not to be used for time off or otherwise paid in cash or settled through noncash means. The liability calculation includes the Lottery's share of Social Security, Medicare and retirement contributions and is measured based on salary rates in effect as of the date of the Statements of Net Position. The current portion of the leave liability is calculated based on the characteristics of the type of leave and on a last-in, first-out (LIFO) basis, which assumes employees use their most recent earned leave first. The liability for compensated absences is recorded on the accrual basis in the government-wide and proprietary fund financial statements.

In the Lottery financial statements, liabilities for compensated absences are accrued when they are due and payable.

Short Term Leases, for leases with a maximum possible term of twelve months or less at commencement, Lottery recognizes expense based on the provisions of the lease contract.

Long Term Lease, the Lottery Commission is a lessee for a noncancellable lease of a building. It is a five year, long-term lease. The Lottery recognizes a lease liability and an intangible right-to-use asset.

Restricted Deposits, historic horse racing revenues include breakage. The breakage revenues are restricted to be used as payment for problem gaming services.

Deferred Outflows of Resources and Deferred Inflows of Resources; deferred outflows of resources are defined as a consumption of net assets by the government that is applicable to a future reporting period. Deferred inflows of resources are defined as an acquisition of net assets by the government that is applicable to a future reporting period. Deferred outflows of resources increase net position, similar to assets, and deferred in-flows of resources decrease net position, similar to liabilities.

Net Pension Liability; for purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to the net pension liability, and pension expenses, information about the fiduciary net position of the New Hampshire Retirement System (the Plan), and additions to/ deductions from the Plan's fiduciary net position have been determined on the same basis as they are reported by the Plan. For this purpose, benefit payments are recognized when due and payable in accordance with the benefit terms, and investments are reported at fair value.

Total Other Post Employment Benefits Liability; for purposes of measuring the total other post employment benefits (OPEB) liability, deferred outflows of resources and deferred inflows of resources related to the total OPEB liability

and related expense, information about the fiduciary net position of the New Hampshire Retirement System, and additions to/deductions from the fiduciary net position have been determined on the same basis as reported by the NHRS and State OPEB Plan. For this purpose, benefits payments are recognized when due and payable in accordance with the benefit terms, and investments are reported at fair value.

Ticket Sales for Future Draws consists of online ticket sales prior to fiscal year end for game draws subsequent to June 30, 2025. Future draws are available to purchase at retail locations and on the iLottery platform.

Unclaimed Prizes represent prizes won, but not paid. Lottery is required to hold unclaimed prize money for one year (365 days) after the prize is won for online prizes or one year after the official game end for instant scratch games prizes. Due to the nature of instant scratch games not being online or computerized, the Lottery records a liability for unclaimed and unpaid prizes on an estimated basis for instant scratch game prizes. For online games, Lottery knows what its unclaimed and unpaid prize liability is at fiscal year-end. The one-year prize liability is adjusted based on past history of expired prizes (prizes that are not claimed within the one year). The unclaimed prize liability for fiscal year 2025 of \$15,158,477 is the net amount after being reduced by an estimate of \$960,949 for Powerball, Mega Millions, Lucky for Life, and Keno prizes expected to expire as unclaimed, and also includes unclaimed prize money from the gaming rooms for simulcast racing in the amount of \$173,127.

Operating Revenues represents gross lottery game sales less any sales adjustments and promotional tickets, revenue from racing and charitable gaming, and other income. Other income includes miscellaneous operating income.

Cost of Sales represents expenses directly related to lottery operating revenue, including paid and accrued prizes, retailers' sales commissions, licensing expense and incentives, the Lottery's pro-rata share of joint venture expenses, vendor fees, and the cost of instant scratch games, including delivery to retailers.

Administration Expense represents those expenses indirectly related to the operation of the Lottery programs. These expenses consist mainly of advertising costs and promotional materials, employee salaries and benefits, and other Lottery operating expenses.

Non-operating Revenue represents revenues such as investment income received from the State Treasury Department, Tri-State Lotto, and Multi-State Lottery (MUSL).

Non-operating Expense represents distributions to the Education Trust Fund, which are Lottery revenues to help fund education in New Hampshire. Lottery, as a department of the State of New Hampshire, in accordance with RSA 284:21-j, transfers all Lottery revenue and interest, after the deduction of necessary administrative costs to the State's Education Trust Fund for distribution to local school districts. Lease interest for 53 Regional Drive, Concord, NH is also classified as a non-operating expense.

Restricted for Prize Funds represents restricted deposits held in prize reserves with MUSL and Tri-State. These deposits are a condition of participation in the joint ventures. At June 30, 2025 MUSL reserves were \$2,568,881 and Tri-State reserves were \$1,801,449. The Tri-State reserves are committed to be returned to the players upon dissolution or termination of participation in the joint venture.

Use of Estimates; the preparation of these financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Adoption of New Accounting Pronouncements; during the fiscal year ended June 30, 2025, the Lottery Commission adopted the following new accounting standards issued by the GASB:

GASB Statement No. 101: Compensated Absences — Supersedes the previous standard, GASB 16. The primary objective of this statement is to improve consistency and enhance the accounting and financial reporting for compensated absences. It establishes a unified model for recognizing liabilities related to both unused and used-but-unpaid leave, based on updated recognition and measurement guidance. In addition, this statement provides clearer definitions and requirements for when and how compensated absences should be reported. The State adopted GASB Statement No. 101 as of July 1, 2024. There was no material impact to Lottery’s FY 2025 Financial Statements.

GASB Statement No. 102: Certain Risk Disclosures — Requires governments to provide essential information in the notes to the financial statements about vulnerabilities to risks from certain concentrations or constraints. A concentration is a lack of diversity related to a significant inflow or outflow of resources. A constraint is an externally or internally imposed limitation on a government’s ability to acquire resources or control spending. The State is required to disclose information about a concentration or constraint if it meets all of the criteria as established under GASB Statement No. 102. The State implemented GASB Statement No. 102 in fiscal year 2025 with no impact to the Lottery’s financial statements.

Note 2 — Cash and Cash Equivalents

The Lottery’s cash and cash equivalents as reported on the Statement of Net Position as of June 30, 2025 consists of the following:

Cash in banks (carrying amount)	\$ 1,910,522
Cash and cash equivalents in State Treasury	(1,915,522)
Petty cash	5,000
Total cash and cash equivalents	<u>\$ —</u>

The Lottery maintains two non-interest bearing commercial bank accounts, one being a revolving account, used to pay prizes and the other being a zero-balance account. The revolving account is replenished by the State Treasurer’s office from Lottery income. The bank sweeps the net balance of the zero-

balance account at the end of each business day into the New Hampshire State Treasury Department's bank account, in order to aggregate the State's assets and maximize the investment of available balances.

Deposits:

The following statutory requirements and State Treasury policies have been adopted to minimize risk associated with deposits:

RSA 6:7 establishes the policy the State Treasurer must adhere to when depositing public monies. Operating funds are invested per investment policies that further define appropriate investment choices and constraints as they apply to those investment types.

Custodial Credit Risk: The custodial credit risk for deposits is the risk that in the event of a bank failure, the State's deposits may not be recovered.

Custodial credit risk is managed in a variety of ways. Although state law does not require deposits to be collateralized, the Treasurer does utilize such arrangements where prudent and/or cost effective. Ongoing reviews with officials of depository institutions are used to allow for frequent monitoring of custodial credit risk.

All deposits at FDIC-insured depository institutions (including noninterest bearing accounts) are insured by the FDIC up to the standard maximum amount of \$250,000 for each deposit insurance ownership category.

Deposits, including certificates of deposits, must be with state or federally chartered banking institutions with a branch in New Hampshire or with out-of-state banks authorized to accept public funds pursuant to RSA 6:8, 1-a (d).

Whereas all payments made to the State are to be in U.S. dollars, foreign currency risk is essentially nonexistent on Lottery deposits.

At June 30, 2025 the Lottery's total deposits held with financial institutions were \$1,941,929 (bank balance), all of which were insured and collateralized.

Note 3 — Changes in Long Term Liabilities

The following is a summary of the changes in long term liabilities for the fiscal year ended June 30, 2025:

	Beginning Balance 6/30/2024	Increases	Decreases	Ending Balance 6/30/2025	Current	Non-Current
Compensated Absences	\$ 723,484	\$ 77,798	\$ —	\$ 801,282	\$ 89,503	\$ 711,779
Long Term Annuity Payable	1,800,000	—	66,667	1,733,333	66,667	1,666,666
Total Other Post Employment Benefits	6,465,892	2,153,231	—	8,619,123	—	8,619,123
Net Pension Liability	4,787,000	1,139,000	649,000	5,277,000	—	5,277,000
Lease	72,520	456,608	131,496	397,632	86,219	311,413
Total	\$13,848,896	\$3,826,637	\$847,163	\$16,828,370	\$242,389	\$16,585,981

Note 4 — Capital Assets

Capital assets activity for the fiscal year ended June 30, 2025 was as follows:

Capital Assets	Beginning Balance 6/30/24	Increases	Decreases	Ending Balance 6/30/25
Capital Assets Not Being Depreciated:				
Land	\$ 495,000	\$ —	\$ —	\$ 495,000
Capital Assets Being Depreciated:				
Buildings	2,504,339	\$939,141	—	3,443,480
Equipment & Vehicles	1,157,152	87,240	—	1,244,392
Total capital assets	\$4,156,491	\$1,026,381	—	\$5,182,872
Accumulated Depreciation				
Buildings	349,564	109,566	—	459,130
Equipment & Vehicles	857,770	90,561	—	948,331
Total accumulated depreciation	\$1,207,334	\$ 200,127	—	\$1,407,461
Total capital assets, net	\$2,949,157	\$ 826,254	\$ —	\$3,775,411
Lease Assets, Net (Note 8)				<u>380,507</u>
Total Lottery Activity, Net as reported on Statement of Net Position				<u>\$4,155,918</u>

Note 5 — General Budgetary Policies and Procedures

As a department of the State of New Hampshire, Lottery is required to submit a biennial budget to the Governor of the State of New Hampshire where it is approved and further submitted to the Legislature for its approval. Approved biennial appropriations are provided in annual amounts. Lottery's official budget, as adopted by the Legislature, is prepared principally on a modified cash basis.

Due to the nature of Lottery's activities, the majority of its expenses, such as prizes, retailer commissions, and vendor fees, are not included in the State's biennial budget. Lottery budgets for approximately 3% of its expenses, primarily salaries and benefits, and advertising.

Note 6 — Pension Liabilities, Pension Expense, Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions

Plan Description: The New Hampshire Retirement System is the administrator of a cost-sharing multiple-employer Public Employee Retirement System ("NHRS") established in 1967 by RSA 100-A:2 and is qualified as a tax-exempt organization under Sections 401 (a) and 501 (a) of the Internal Revenue Code. NHRS is a contributory defined-benefit plan providing service, disability, death, and vested retirement benefits to members and beneficiaries. NHRS covers substantially all full-time State employees, public school teachers and administrators, permanent firefighters, and police officers within the State of New

Hampshire. Full-time employees of political subdivisions, including counties, municipalities, and school districts are also eligible to participate as a group if the governing body of the political subdivision has elected participation. NHRS is divided into two membership groups. Group I consists of State and local employees and teachers. Group II consists of firefighters and police officers. All assets are in a single trust and are available to pay retirement benefits to its members and beneficiaries.

Group I members at age 60 (age 65 for members beginning service on or after July 1, 2011) qualify for a normal service retirement allowance based on years of creditable service and average final compensation (AFC). The yearly pension amount is $\frac{1}{60}$ (1.667%) of average final compensation multiplied by years of creditable service ($\frac{1}{66}$ of AFC times creditable service for members beginning service on or after July 1, 2011). AFC is defined as the average of the three highest salary years for members vested as of January 1, 2012 and five years for members not vested as of January 1, 2012. At age 65, the yearly pension amount is recalculated at $\frac{1}{66}$ (1.515%) of AFC multiplied by years of creditable service.

Members in service with 10 or more years creditable service who are between age 50 and 60 or members in service with at least 20 or more years of service, whose combination of age and service is 70 or more, are entitled to a retirement allowance with appropriate graduated reduction based on years of creditable service.

Group II members who are age 60, or members who are at least age 45 with a minimum of 20 years of creditable service (age 50 with a minimum of 25 years of creditable service or age 60 for members beginning service on or after July 1, 2011) can receive a retirement allowance at a rate of 2.5% of AFC for each year of service not to exceed 40 years (2% of AFC times creditable service up to 42.5 years for members beginning service on or after July 1, 2011). A member who began service on or after July 1, 2011 shall not receive a service retirement allowance until attaining age 52.5, but may receive a reduced allowance after age 50 if the member has at least 25 years of creditable service. However, the allowance will be reduced by $\frac{1}{4}$ of one percent for each month prior to age 52.5 that the member receives the allowance.

Group II members hired prior to July 1, 2011 who have non-vested status as of January 1, 2012 are subject to graduated transition provisions for years of service required for regular service retirement, the minimum age for service retirement, and the multiplier used to calculate the retirement annuity, which shall be applicable on January 1, 2012.

All Lottery employees are members of Group I.

Members of both groups may qualify for vested deferred allowances, disability allowances, and death benefit allowances subject to meeting various eligibility requirements. Benefits are based on AFC or earnable compensation, service, or both.

Pursuant to RSA 100-A:52, RSA 100-A:52-a, and RSA 100-A:52-b, NHRS also provides a postretirement medical premium subsidy for Group I employees and teachers and Group II police officers and firefighters.

NHRS issues publicly available financial reports that can be obtained by writing to them at 54 Regional Drive, Concord, NH 03301-8507 or from their web site at <http://www.nhrs.org>.

Funding Policy: NHRS is financed by contributions from the members, the State and local employers, and investment earnings. By statute, Group I members contributed 7.0% of gross earnings. Group II firefighter members contributed 11.80% of gross earnings and group II police officers contributed 11.55% of gross earnings. Employer contributions required to cover that amount of cost not met by the members' contributions are determined by a biennial actuarial valuation by the NHRS actuary using the entry age normal funding method and are expressed as a percentage of gross payroll. Lottery required and actual contributions to NHRS for the fiscal year ended June 30, 2025 were \$674,000.

As of June 30, 2025, the Lottery Commission reported a liability of \$5,277,000 for its proportionate share of the net pension liability of the NHRS Plan. This net pension liability is measured as of June 30, 2024, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of June 30, 2023, with update procedures used to roll the total pension liability forward to June 30, 2024. The State's proportion of the net pension liability was based on the State's share of contributions to the NHRS Plan relative to the contributions of all participating employers, actuarially determined. The Lottery Commission's net pension liability and pension expense, along with related deferred outflows of resources and deferred inflows of resources, was calculated using an allocated proportion among the State's governmental and business-type activities (0.5062%), based on percentage of pension plan contributions. For the fiscal year ended June 30, 2025, the Lottery Commission recognized pension expense of \$820,000.

As of June 30, 2025, the Lottery Commission reported deferred outflows and inflows of resources relating to pensions from the following sources:

(in thousands)	Deferred Outflows of Resources	Deferred Inflows of Resources
Net difference between projected and actual earnings on pension plan investments	\$ —	\$ 74
Differences between expected and actual experience	117	1
Change in actuarial assumptions	—	62
Changes in employer proportion	314	9
Changes in employer proportion (entity)	510	231
Contributions subsequent to the measurement date	674	—
Total	\$1,615	\$ 377

Amounts reported as deferred outflows of resources related to pensions resulting from employer contributions subsequent to the measurement date will be recognized as a reduction of the net pension liability in the year ended June 30, 2026. Remaining amounts reported as deferred outflows and inflows of resources related to pensions will be recognized in pension expense as follows:

Year ended June 30	Amount (in thousands)
2026	\$ 24
2027	386
2028	66
2029	90
Total	\$ 566

Actuarial Assumptions. The NHRS Plan total pension liability, measured as of June 30, 2024, was determined by a roll forward of the actuarial valuation as of June 30, 2023, using the following actuarial assumptions:

Inflation	2.25%
Salary increases	6.0% average, including inflation
Wage inflation	3.00% (2.50% for Teachers)
Investment rate of return	6.75%, net of pension plan investment expense, including inflation

Mortality rates were based on the Pub-2010 Healthy Retiree Mortality tables with credibility adjustments for each group and projected fully generational mortality improvements using Scale MP-2021.

The actuarial assumptions used in the June 30, 2023 valuation to calculate the total pension liability as of June 30, 2024 were based on the results of an actuarial experience study for the period from July 1, 2019–June 30, 2023.

Long-Term Rates of Return. The long-term expected rate of return on pension plan investments was selected from a best estimate range determined using the building block approach. Under this method, an expected future real return range is calculated separately for each asset class. These ranges are combined to produce the long-term expected rate of return by weighting the expected future real rates of return net of investment expenses by the target asset allocation percentage and by adding expected inflation. Following is a table presenting target allocations and long-term rates of return for each asset class:

Asset Class	Target Allocation	30 Year Geometric Return
Broad US Equity	24.00%	5.40%
Global Ex-US Equity	16.00%	5.65%
Total Public Equity	40.00%	
Real Estate Equity	10.00%	4.00%
Private Equity	10.00%	6.65%
Total Private Market Equity	20.00%	
Private Debt	10.00%	5.05%
Total Private Debt	10.00%	
Core US Fixed Income	25.00%	2.15%
Total Fixed Income	25.00%	
Infrastructure	5.00%	4.35%
Total Infrastructure	5.00%	
Inflation		2.50%
Total	100.00%	

Discount Rate. The discount rate used to measure the collective total pension liability was 6.75%. The projection of cash flows used to determine the discount rate assumed that plan member contributions will be made at the current contribution rate and that employer contributions will be made at rates equal to the difference between actuarially determined contribution rates and the member rate. For purposes of the projection, member contributions and employer contributions are projected based on the expected payroll of current members only. Employer contributions are projected based on the NHRS Plan's actuarial funding policy and as required by RSA 100-A:16. Based on those assumptions, the NHRS Plan's fiduciary net position was projected to be available to make all projected future benefit payments to current plan members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the collective total pension liability.

The following table provides the sensitivity of the Lottery Commission's proportionate share of the NHRS Plan's collective net pension liability to changes in the discount rate. In particular, the table presents the Lottery Commission's proportionate share of the NHRS Plan's collective net pension liability at June 30, 2024 assuming it was calculated using a single discount rate that is one-percentage-point lower or one-percentage-point higher than the single discount rate (in thousands):

1% Decrease to 5.75%	Current Single Rate Assumption 6.75%	1% Increase to 7.75%
\$7,380	\$5,279	\$3,528

Note 7 — Other Postemployment Benefits

Non Trusted Other Postemployment Benefits (OPEB)

Plan Description: RSA 21-I:30 specifies that the State provide certain health care benefits for retired employees and their spouses through a single employer (primary government with component units) defined benefit post employment benefit plan. These benefits include group hospitalization, hospital medical care, surgical care, and other medical care. Substantially all of the State's employees who were hired on or before June 30, 2003 and have 10 years of service, may become eligible for these benefits if they reach normal retirement age while working for the State and receive their pensions on a periodic basis rather than a lump sum. During fiscal year 2004, legislation was passed that requires State Group I employees hired on or after July 1, 2003 to have 20 years of state service in order to qualify for retiree health benefits. During fiscal year 2011, legislation was passed that requires Group II employees to have 20 years of state service to qualify for retiree health benefits. Additionally, during fiscal year 2012, legislation was passed requiring Group I employees hired after July 1, 2011 to have 25 years of state service and increased the normal retirement age for Group I and Group II employees hired after July 1, 2011. These and similar benefits for active employees and retirees are authorized by RSA 21-I:30 and provided through the Employee and Retiree Benefit Risk Management Fund (Fund), a single-employer group health fund, which is the State's self-insurance internal service fund for active State employees and retirees. The Fund covers the cost of medical and prescription drug claims by charging actuarially developed working rates to State agencies for participating employees, retirees, and eligible spouses. An additional major source of funding for retiree benefits is from the NHRS medical subsidy payment. No assets are accumulated in a trust that meets the criteria in paragraph 4 of GASB Statement No. 75. NHRS issues publicly available financial reports that can be obtained by writing to them at 54 Regional Drive, Concord, NH 03301-8507 or from their web site at <http://www.nhrs.org>.

Total Other Postemployment Benefits (OPEB) Liability: The Lottery Commission's proportionate share of the State's Total Non Trusted OPEB Plan liability of \$8,619,123 was measured as of June 30, 2024, and was determined by an actuarial valuation as of December 31, 2022, adjusted forward. The Lottery Commission's proportionate share of the State's Total Non Trusted OPEB liability is the ratio attributable to each fund/component unit based on each participant's calculated liability. As of the measurement date, the Lottery Commission's proportion was 0.63%, which was a increase of 6 basis points from its proportion measured as of the previous measurement date. The OPEB expense for FY 2025 is a negative \$0.2 million.

Actuarial Assumptions and Other Inputs: The total Non Trusted OPEB Plan liability was measured as of June 30, 2024 and was determined based on the results of an actuarial valuation as of December 31, 2022 using the following actuarial assumptions applied to all periods included in the measurement, unless otherwise specified:

Wage Inflation 2.75%

Salary Increases Group I employees: 14.75% decreasing over 12 years to an ultimate level of 3.25%

Group II employees: 27.75% decreasing over 8 years to an ultimate level of 4.25% (police) and 3.75% (fire).

Discount Rate 3.93% as of June 30, 2024 and 3.65% as of June 30, 2023

- Healthcare Trend Rates**
- *Non-Medicare Medical*: 11.20% in 2023, 7.70% in 2024, then 7.00% decreasing by 0.25% each year to an ultimate level of 4.50% per year.
 - *Non-Medicare Prescription Drug*: 24.60% in 2023, 3.90% in 2024, then 9.50% decreasing by 0.50% each year to an ultimate level of 4.50% per year.
 - *Medicare Medical and Prescription Drug*: 0.00% through 2024, then 40.44% in 2025, 9.38% in 2026, 6.72% in 2027, 7.63% in 2028, 7.34% in 2029, 7.07% in 2030, then 5.50% decreasing by 0.25% per year to an ultimate level of 4.50% per year.

Administrative Expense: 3% per year

Contributions: Retiree contributions are expected to increase with a blended medical, prescription drug, and administrative expense trend.

The discount rate was based on the yield or index rate for 20-year, tax exempt general obligation municipal bonds with an average rate of AA/Aa or higher as shown in the Bond Buyer 20-Bond General Obligation Index. This determination is in accordance with GASB Statement No. 75.

Changes in assumptions:

- The discount rate was increased from 3.65% to 3.93%.
- The trend on Medicare medical and prescription drug costs was updated to reflect the estimated impact of the Inflation Reduction Act of 2022 on Medicare prescription drug plans.
- The trend assumptions for non-Medicare medical and prescription drugs costs were updated to reflect known changes in the claims experience used to develop the 2024 and 2025 calendar year working rates.

Mortality rates:

- **Pre-Retirement**: PubG-2010 Headcount-Weighted Employee General Mortality Tables for Group I and PubS-2010 Headcount-Weighted Employee Safety Mortality Tables for Group II projected generationally for males and females with Scale MP-2019.
- **Healthy Annuitant**: PubG-2010 Headcount-Weighted Healthy Retiree General Mortality Tables for Group I and PubS-2010 Headcount-Weighted Healthy Retiree Safety Mortality Tables for Group II projected generationally for males and females with Scale MP-2019.

- Disabled Annuitant: PubNS-2010 Headcount-Weighted Non-Safety Disabled Retiree Mortality Tables for Group I and PubS-2010 Headcount-Weighted Safety Disabled Retiree Mortality Tables for Group II projected generationally for males and females with Scale MP-2019.

Sensitivity of the Total Non Trusted OPEB liability to changes in the discount rate: The following presents sensitivity of the Lottery Commission's proportionate share of the Total Non Trusted OPEB liability to changes in the discount rate. In particular, the table presents the Lottery Commission's proportionate share of the Total Non Trusted OPEB liability measured at June 30, 2024 if it were calculated using a discount rate that is one-percentage-point lower or one-percentage-point higher than the current discount rate (in thousands):

1% Decrease to 2.93%	Current Discount Rate 3.93%	1% Increase to 4.93%
\$10,004	\$8,619	\$7,505

Sensitivity of the Total Non Trusted OPEB liability to changes in the healthcare cost trend rates: The following presents sensitivity of the Lottery Commission's proportionate share of the total Non Trusted OPEB liability to changes in the healthcare cost trend rates. In particular, the table presents the Lottery Commission's proportionate share of the Total Non Trusted OPEB liability measured at June 30, 2024, if it were calculated using healthcare cost trend rates that are one-percentage-point lower or one-percentage-point higher than the current healthcare trend cost rates (in thousands):

1% Decrease	Current Trend Rate	1% Increase
\$7,242	\$8,619	\$10,380

OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB: For the fiscal year ended June 30, 2025, the Lottery Commission recognized OPEB expense of (\$0.2) million. As of June 30, 2025, the Lottery Commission reported deferred outflows and inflows of resources on its financial statements related to the Non Trusted OPEB Plan of \$1.9 million (excluding \$236 thousand in contributions subsequent to the measurement date) and \$4.1 million respectively, from the following sources:

(in thousands)	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	\$ —	\$(358)
Change in assumptions	1,727	(3,581)
Changes in employer proportion	181	(147)
Contributions subsequent to the measurement date	236	—
Total	\$2,144	\$(4,086)

Amounts reported as deferred outflows of resources related to the Non Trusted OPEB Plan resulting from employer contributions subsequent to the measurement date will be recognized as a reduction of the total Non Trusted OPEB Plan

liability in the fiscal year ended June 30, 2025. Remaining amounts reported as deferred outflows of resources and deferred inflows of resources related to the Non Trusted OPEB Plan will be recognized in OPEB expense as follows:

Year ended June 30	Amount (in thousands)
2026	\$ (816)
2027	(1,039)
2028	(323)
Total	\$ (2,178)

Note 8 — Lease

At lease commencement, Lottery initially measures the lease liability at the present value of payments expected to be made during the lease term. Subsequently, the lease liability is reduced by the principal portion of lease payments made. The lease asset is initially measured as the initial amount of the lease liability, less lease payments made at or before the lease commencement date, plus any initial direct costs ancillary to placing the underlying asset into service, less any lease incentives received at or before the lease commencement date. Subsequently, the lease asset is amortized into amortization expense on a straight-line basis over the shorter of the lease term or the useful life of the underlying asset. If Lottery is reasonably certain of exercising a purchase option contained in a lease, the lease asset will be amortized over the useful life of the underlying asset. During fiscal year 2025, the Lottery terminated the prior lease and agreed to an updated lease to include additional space. As a result, the the lease values were adjusted as noted below. The Lottery generally uses its estimated incremental borrowing rate as the discount rate for leases.

	Beginning Balance 6/30/2024	Increases	Remeasurement	Decreases	Ending Balance 6/30/25
Lease assets					
Buildings	\$235,574	\$456,608	\$ —	\$235,574	\$456,608
Accumulated Amortization					
Buildings	141,345	76,101	—	141,345	76,101
Total accumulated amortization	141,345	76,101	—	141,345	76,101
Total lease assets, net	\$ 94,229	\$380,507	\$ —	\$ 94,229	\$380,507

Future Annual Lease payments are as follows:

	Principal	Interest
2026	\$ 86,219	\$11,452
2027	90,705	8,969
2028	95,321	6,356
2029	100,070	3,611
2030	25,316	729
	\$397,631	\$31,117

Note 9 — Joint Ventures

GASB Statement No.14, The Financial Reporting Entity, defines a joint venture as a legal entity which results from a contractual arrangement and that is owned, operated or governed by two or more participants as a separate and specific activity subject to joint control in which the participants retain (a) an ongoing financial interest or (b) an ongoing financial responsibility. The Lottery Commission is an active participant in three separate joint venture arrangements: the Tri-State Lotto Commission (Tri-State), the Multi-State Lottery Association (MUSL), and Lucky for Life. Tri-State and MUSL joint ventures are audited by separate audit firms hired by the particular joint venture. For fiscal year 2025 Wipfli LLP, of South Portland, Maine audited Tri-State and Forvis Mazars of Des Moines, Iowa audited MUSL.

A. Tri-State Lotto Commission

In September 1985, RSA 287-F established the Tri-State Lotto Commission (Tri-State) whereby the New Hampshire Lottery Commission entered into a joint venture with the Maine and Vermont lotteries. Tri-State is composed of one commissioner from each of the three state lotteries and is authorized to promulgate rules and regulations regarding the conduct of lottery games and the licensing of retailers. In addition, each of the member states contributes services towards the management and advisory functions.

The payments due winners for prizes awarded under Megabucks are fully funded by deposit fund contracts and investments in U.S. Treasury STRIPS, held by Tri-State. Accordingly, the New Hampshire Lottery Commission does not record a liability for jackpot awards which are payable in installments from funds provided by Tri-State. As of June 30, 2025, Tri-State reported total installment prize obligations owed to jackpot winners of \$6.6 million, payable through the year 2045.

Each member state, and the Lottery, shares in all joint venture sales and expenses, including prize expenses, based on its pro-rata share of sales. Direct charges, such as advertising, vendor fees and the Lottery's per-diem payments are charged to participating states based on services received. Tri-State has established a Designated Prize Reserve, which acts as a contingency to protect Tri-State against unforeseen liabilities. The balance in the Tri-State reserve at June 30, 2025 was \$4,345,585. The allocation for this reserve is based on each state's pro-rata share of sales; it is estimated that New Hampshire's portion of the reserve amounts to \$1,801,449. Lottery prize reserves held by Tri-State are invested in U.S. Treasury notes. Tri-State policy dictates that if Tri-State dissolves or a state withdraws, these reserve amounts will be used as future prizes to the states' lottery players.

The New Hampshire Lottery Commission's portion of the Tri-State Lotto Commission games for fiscal year 2025 is summarized below:

Tri-State

Operating revenues	\$46,402,498
Operating expenses	
Prizes	29,595,349
Retailer Commissions	2,423,867
Advertising and promotional	1,642,906
Vendor Fees	1,282,306
Other operating expenses	(105,771)
Total operating expenses	\$34,838,657
Net operating income	11,563,841
Interest income	501,462
Net income from Tri-state	\$12,065,303

The Tri-State Lotto Commission maintains its own financial statements, which have been audited by an independent CPA firm. The report dated November 5, 2025 issued an unqualified opinion on the Tri-State Lotto financial statements for the fiscal year ended June 30, 2025. The Tri-State Lotto Commission issues a publicly available annual financial report, which may be obtained by writing to the Tri-State Lotto Commission, 14 Integra Drive, Concord, NH 03301.

B. Multi-State Lottery Association

The New Hampshire Lottery Commission became a member of the Multi-State Lottery Association (MUSL) in November 1995. MUSL is currently comprised of 36 member state lotteries plus the District of Columbia, Puerto Rico, and the United States Virgin Islands. MUSL is managed by a Board of Directors, which is comprised of the lottery directors or their designee from each of the party states. The Board of Directors' responsibilities to administer the Multi-State Lottery Powerball, Lotto America, and Mega Millions games are performed by advisory committees or panels staffed by officers and independent contractors appointed by the board. These officers and consultants serve at the pleasure of the board and the board prescribes their powers, duties and qualifications. The Executive Committee carries out the budgeting and financing of MUSL, while the board contracts the annual independent audit.

The Lottery sells Powerball tickets, collects all revenues, and remits prize funds to MUSL net of lower tier prize awards. Jackpot prizes that are payable in installments are satisfied through investments purchased by MUSL. MUSL purchases U.S. government obligations, which are held in irrevocable trusts established by MUSL for the benefit of participating state lotteries. Accordingly, the Lottery does not record an obligation for jackpot awards which are payable in installments from funds provided by MUSL.

Each member state participates in the sale of Powerball tickets. Each member state including the Lottery shares in all joint venture sales and expenses, including prize expenses, based on its pro-rata share of sales. Each week MUSL allocates 50 percent of sales to the prize pool. Two percent of that prize pool is placed into two Powerball prize reserve funds. One of these funds, the

Powerball prize reserve fund, acts as a contingency reserve to protect MUSL members against unforeseen liabilities and is to be used at the discretion of the MUSL Board of Directors. The prize reserve fund monies, which are maintained on MUSL's balance sheet, are refundable after a one-year waiting period if a member leaves the Association or if the Association disbands. New Hampshire's total share of prize reserves held by MUSL amounted to \$2,568,881 as of June 30, 2025.

As of June 30, 2025, the total MUSL Powerball prize reserve fund had a balance of \$90,715,422. New Hampshire's portion of the prize reserve fund balance amounted to \$1,064,198. The second Powerball prize reserve fund, Powerball set prize reserve, is used when low tier prizes won exceed statistically calculated low tier prize monies. As of June 30, 2025, the total MUSL — Powerball set prize reserve fund had a balance of \$39,998,613. New Hampshire's portion of the prize reserve fund balance amounted to \$462,267. The interest earned on prize reserve fund monies is used to pay MUSL operating expenses and any amounts over and above that are credited to an unreserved fund. The Lottery records this as interest when earned. This fund had a balance of \$35,176,503 at June 30, 2025. New Hampshire's portion of this unreserved fund amounted to \$649,470. This balance also includes the released Hot Lotto restricted funds.

MUSL's Powerball operating expenses are paid from interest earned on the prize reserves. Any needed additional funds are billed to the individual lotteries.

Forty-five states plus the District of Columbia and the US Virgin Islands have elected to participate in the sale of Mega Millions tickets. Mega Millions has been offered to MUSL members since January 2010. MUSL allocates 50 percent of the weekly sales to the prize pool and an extra 1% to a prize reserve fund. As of June 30, 2025 the MUSL Mega Millions prize reserve fund was \$98,329,212 with New Hampshire's share being \$1,042,416. Each participating member pays for a share of Mega Millions operating expenses based upon the member's proportionate share of total Mega Millions game sales.

Lottery prize reserves held by the MUSL are invested according to a Trust agreement the Lottery has with MUSL outlining investment policies. The policies restrict investments to direct obligations of the United States Government, perfected repurchase agreements, obligations issued or guaranteed as to payment of principal and interest by agencies or instrumentalities of the United States Government, and mutual funds of approved investments. The average portfolio maturity is never more than one year, except that up to one third of the portfolio may have an average maturity of up to two years. The maximum maturity for any one security does not exceed five years.

The New Hampshire Lottery Commission's portion of the Multi-State Lottery's games for fiscal year 2025 is summarized below:

MUSL

Operating revenues	\$ 52,438,212
Operating expenses	
Prizes	24,995,804
Retailer Commissions	2,144,250
Advertising and promotional	583,297
Vendor Fees	2,602,084
Other operating expenses	51,656
Total operating expenses	30,377,091
Net operating income	22,061,121
Interest income	28,301
Net income from MUSL	\$ 22,089,422

MUSL maintains its own financial statements, which have been audited by an independent CPA firm. MUSL issues a publicly available annual financial report, which may be obtained by writing to the Multi-State Lottery Association, 8101 Birchwood Court, Suite R, Johnston, Iowa 50131.

C. Lucky for Life

The New Hampshire Lottery Commission became a member of the game known as Lucky for Life beginning sales on March 11, 2012, with the first drawing held on March 15, 2012. Lucky for Life is currently comprised of lotteries in 22 states and the District of Columbia. The member lotteries, each represented by a director or designee, jointly operate the Lucky for Life game.

The Lottery sells Lucky for Life tickets, collects all revenues, and remits prize funds and operating funds to MUSL. While Lucky for Life is not a MUSL game, the party lotteries pay a fee to MUSL to act as the game administrator (clearinghouse agent) for the Lucky for Life game. MUSL collects and redistributes funds to the party lotteries when funds are due and purchases insurance annuities for the top two highest prize tiers when a winner does not choose a cash pay-out. The top two prize tiers are payable in installments and are satisfied through insurance annuities purchased by MUSL when a winner chooses the annuity option. MUSL purchases insurance annuities, on behalf of the member states, based on \$365,000 (top prize tier) or \$25,000 (second highest prize tier) per year deferred annuity paid annually on the anniversary of the claim date for the lifetime of the top prize winner. Accordingly, the Lottery does not record an obligation for jackpot awards which are payable in installments from funds provided by MUSL or the other party lotteries.

Each member state including the Lottery shares in all joint venture sales and expenses, including prize expenses, based on its pro-rata share of sales. The top two prize tiers' liability for each Lucky for Life drawing is shared by each member Lottery based on an amount equal to a percentage of that member Lottery's Lucky for Life sales, said percentage being the proportion of the total jackpot/grand prize liability to total Lucky for Life sales. The member Lotteries are responsible for the prize liability for low-tier/set prizes (prize levels two through ten) as follows: each member Lottery is responsible for an amount

equal to a percentage of that member Lottery's Lucky for Life sales, said percentage being the proportion of total Lucky for Life prize liability to total Lucky for Life sales.

The Lucky for Life game was designed to have a total prize percentage payout of 60 percent of sales, providing approximately one jackpot/grand prize winner annually and 17 second prize tier winners annually. The prize percentage of 60 percent is broken down to include a jackpot/grand prize amount equal to 10% of total sales, second highest prize tier equal to 12% of sales, and low-tier prizes of 38% of sales. Online lottery games are designed to provide an average payout over an extended period of time.

The New Hampshire Lottery Commission's portion of the Lucky for Life game for fiscal year 2025 is summarized below:

Lucky for Life

Operating revenues	\$ 11,891,120
Operating expenses	
Prizes	6,784,455
Retailer Commissions	452,425
Advertising and promotional	15,389
Vendor Fees	666,386
Other operating expenses	5,882
Total operating expenses	\$ 7,924,537
Net income from Lucky for Life	\$3,966,583

Note 10 — Risk Management

The Lottery Commission is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; employee health benefits; and natural disasters.

Principle of Self-insurance

As a general operating rule, the State self-insures against all damages, losses and expenses except to the extent that provisions of law require the purchase of commercial insurance. In addition, the State may elect to purchase commercial insurance if a risk assessment indicated it would be economical and beneficial to the State or the general public. There are approximately 25 such commercial insurance programs in effect. These include, but are not limited to, state owned real property insurance, fleet automobile liability, watercraft insurance, foster parent liability, ski area liability for Cannon Mountain, and a fidelity and faithful performance bond. In general, claims settled in the past three years under the insurance programs have not exceeded commercial insurance coverage limits. As of June 30, 2025, there were no claims related to Lottery that are currently expected to reach the policy coverage limits. The Lottery's exposure per claimant is limited by law to a total of \$475 thousand under RSA 541-B:14 and the State's current fleet policy coverage is \$250 thousand per claimant.

Employee and Retiree Health Benefits

During fiscal year 2004, the State established an Employee Benefit Risk Management Fund (the Fund), an internal service fund, to account for its uninsured risks of loss related to employee and retiree health benefits. Currently, the Lottery Commission retains all of the risk associated with the self-funded benefits, and utilizes an actuarially-established IBNR (incurred but not reported) claims reserve. In addition, state law requires the Fund to maintain a reserve in the amount of at least 3% of estimated annual self-funded claims and administrative costs, for unexpected costs. Health and dental plan rates are established annually, by actuaries, based on an analysis of past claims, State and other medical trend, and annual projected plan claims and administrative expenses. The process used in estimating claim liabilities may not result in an exact pay-out amount due to variables such as medical inflation, or changes in law, enrollment or plan design.

Workers' Compensation

Since February 2003, the State has been self-insured for its workers' compensation exposures, retaining all of the risk associated with workers' compensation claims. The State utilizes an actuarial study that provides an annual estimate of the outstanding liabilities for the prior years' claims. The study also contains assumptions about loss development patterns, trends, and other claim projections based upon the State's historical loss experience.

Note 11 — Prize Annuity Due Winner

On November 29, 2006, the Lottery purchased from American National Insurance Company a 19 year annuity, on behalf of a prize winner. The American National Insurance Company has a rating of A (strong capacity to meet financial commitments, but somewhat susceptible to adverse economic conditions and changes in circumstances) from Standard & Poor's. The annuity is in the name of the prize winner and the Lottery does not recognize a liability for this annuity. The annual payment paid to the winner by the insurance company is \$50,000. The likelihood of this becoming a liability to the Lottery is low.

The Lottery has purchased from Lincoln Financial Group, two 19 year annuities, on behalf of prize winners. The first dated July 16, 2021 and the second dated March 12, 2025. The Lincoln Financial Group has a rating of AA- (strong capacity to meet financial commitments) from Standard & Poor's. The annuities are in the name of the prize winners and the Lottery does not recognize a liability for these annuities.

The annual payment paid to the winners by the insurance company is \$25,000 each. The likelihood of this becoming a liability to the Lottery is low.

On July 26, 2021, the Lottery self-financed an annuity for a term of 30 years on behalf of a prize winner. The Lottery does recognize the liability for this annuity. An annual payment of \$66,667 to paid to the winners (split claim). As of June 30, 2025, 26 years remain outstanding on the annuity totaling \$1,733,333.

Note 12 — iLottery Net Wins

iLottery e-instant game revenue is reported as ticket sales net of bonus and prize expense in the Statement of Revenues, Expenses, and Changes in Net Position and Supplementary Schedule of Revenue and Expenses, and Distributions. Bonuses are a part of the Lottery's customer relationship management. iLottery e-Instant games range in payout from 83% to 87% with an average prize payout of 85% (of possible sales) for the full portfolio. The following schedule details the iLottery e-instant game sales, bonus and prize activity on a cash basis for the fiscal year ended June 30, 2025:

iLottery E-Instant Games	2025
Gross Sales	\$414,203,507
Prizes	(360,574,314)
Bonuses	(6,610,216)
Net Wins	\$ 47,018,977
Gross Profit Margin	11.4%

Note 13 — Sports Betting

Legalization of Sports Betting (RSA 287-I): In July 2019, the Governor signed House Bill 480 into law authorizing the New Hampshire Lottery Commission to operate and regulate sports betting within the State. Pursuant to the statute, the Commission issued a Request for Proposals (RFP) for sports betting agents on August 7, 2019. Based on the results of the RFP, the Commission entered into contracts with two agents who were approved by the Governor and Executive Council on November 25, 2019: DraftKings of Boston, Massachusetts for the mobile and sports book retail channels; and Intralot, Inc. of Duluth, Georgia for the lottery retail channel. The lottery retail channel has not been launched at this time.

Sports betting began operations on December 29, 2019 for mobile and internet based betting. Revenues are reported on a net income basis or gross bets (handle) less winnings and 15% of promotional expense. Promotional expense is capped at 15% of the Gross Gaming Revenue (GGR) and is reconciled at the end of the contract year. Lottery receives 51% of the of the GGR less promotional expenses.

Retail locations began opening on August 12, 2020. During the fiscal year, five retail locations were operating. Revenues are reported on a net income basis as defined above. Promotional expense is capped at 10% of the GGR and is reconciled at the end of the contract year. Lottery receives 50% of the GGR less promotional expenses.

New Hampshire Lottery Commission Required Supplementary Information (Unaudited) — Fiscal Year Ended June 30, 2025

The tables below and on the following page display information about the New Hampshire Retirement System Plan and Postemployment Benefits.

Schedule of the Lottery's Proportionate Share of the Net Pension Liability

(dollars in thousands)	2025	2024	2023	2022	June 30, 2021	2020	2019	2018	2017	2016
Lottery's Proportion of the Net Pension Liability	0.10%	0.09%	0.09%	0.09%	0.08%	0.08%	0.08%	0.09%	0.09%	0.09%
Lottery's Proportionate Share of the Net Pension Liability	\$5,277	\$4,788	\$5,724	\$3,939	\$5,404	\$3,835	\$3,789	\$4,402	\$4,948	\$3,675
Lottery's Covered Payroll	3,970	3,171	3,261	3,127	2,892	2,634	2,569	2,652	2,688	2,622
Lottery's Proportionate Share of the Net Pension Liability as a Percentage of its Covered Payroll	132.92%	150.99%	161.00%	125.97%	186.89%	147.59%	147.47%	166.01%	184.08%	140.16%
NHRS Fiduciary Net Position as a Percentage of the Total Pension Liability	70.33%	67.18%	65.12%	72.22%	58.72%	65.59%	64.73%	62.66%	58.30%	65.47%

Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2024, 2023, 2022, 2021, 2020, 2019, 2018, 2017, 2016, and 2015.

See accompanying independent auditor's report.

Schedule of Lottery Contributions

(dollars in thousands)	2025	2024	2023	2022	June 30, 2021	2020	2019	2018	2017	2016
Required Lottery Contributions	\$674	\$617	\$516	\$536	\$411	\$378	\$350	\$330	\$330	\$330
Actual Lottery Contributions	674	617	516	536	411	378	350	330	330	330
Excess/(Deficiency) of Lottery Contributions	—	—	—	—	—	—	—	—	—	—
Lottery's Covered Payroll	4,212	3,553	3,464	3,174	2,942	2,706	2,654	2,714	2,808	2,617
Lottery Contribution as a Percentage of its Covered Payroll	16.00%	17.37%	14.90%	16.89%	13.97%	13.97%	13.19%	12.16%	11.75%	12.61%

See accompanying independent auditor's report.

Schedule of the Lottery's Proportionate Share of the Total OPEB Liability

(dollars in thousands)	2025	2024	2023	2022	June 30, 2021	2020	2019	2018	2017
Lottery's Proportion of the Total OPEB Liability	0.63%	0.62%	0.62%	0.63%	0.64%	0.69%	0.71%	0.72%	0.73%
Lottery's Proportionate Share of the Total OPEB Liability	\$8,619	\$6,466	\$9,967	\$12,892	\$14,256	\$12,438	\$13,560	\$16,144	\$20,943
Lottery's Covered Payroll	\$3,970	\$3,171	\$3,261	\$3,127	\$2,892	\$2,634	\$2,569	\$2,652	\$2,688
Lottery's Proportionate Share of the Total OPEB Liability as a Percentage of its Covered Payroll	217.10%	203.91%	305.64%	412.28%	492.95%	472.21%	527.83%	608.75%	779.13%

Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2024, 2023, 2022, 2021, 2020, 2019, 2018, 2017, and 2016.

The schedule is intended to show 10 years. Additional years will be added as they become available.

Changes in assumptions reflect trend assumption revisions to reflect current experience.

Notes to the Required Supplementary Information:

There are no assets accumulated in a trust that meets the criteria in paragraph 4 to pay related benefits.

See accompanying independent auditor's report.

**New Hampshire Lottery Commission Other Supplementary Information
Supplemental Schedule of Revenues, Expenses, and Distributions
For The Fiscal Year Ended June 30, 2025**

OPERATING REVENUES

Instant Tickets	\$ 296,762,715
Keno	59,443,282
MUSL Powerball	27,149,037
MUSL Mega Millions	25,289,175
Tri-State Megabucks	10,016,221
Tri-State Pick 3	4,712,680
Tri-State Pick 4	4,405,299
Tri-State Gimme 5	3,536,053
Tri-State Fast Play	23,732,245
Lucky for Life	11,891,120
iLottery, Net Wins	47,018,977
Bingo/Lucky 7/Racing	12,847,733
Historic Horse Racing	36,960,353
Sports Betting	40,592,881
Other Income	16,164

Total Operating Revenues

604,373,935

OPERATING EXPENSES

Cost of Sales

Prize Awards	
Instant Tickets	216,194,768
Keno	41,113,087
MUSL Powerball	12,659,850
MUSL Mega Millions	12,335,954
Tri-State Megabucks	5,004,963
Tri-State Pick 3	2,356,741
Tri-State Pick 4	2,199,230
Lucky for Life	6,784,455
Tri-State Gimme 5	1,995,016
Tri-State Fast Play	18,039,399

Total Prize Awards

318,683,463

Retailers' Commissions	30,143,568
Vendor Fees	25,648,560
Cost of Instant Scratch Games (Printing and Delivery)	6,979,859
Expense Pools	(48,232)

Total Cost of Sales

381,407,218

Administration

Salaries and Benefits	8,277,398
Advertising and Promotional	4,959,641
Information Technology	859,236
Other Expenses	811,146

Total Administration

14,907,421

Depreciation Expense	276,227
----------------------	---------

Total Operating Expenses

396,590,866

Operating Income	207,783,069
------------------	-------------

NONOPERATING REVENUES (EXPENSES)

Interest and Miscellaneous Income	1,162,523
Interest on Lease	(13,150)

Net Income	208,932,442
-------------------	--------------------

Distributions to Education Trust Fund	(208,984,805)
---------------------------------------	---------------

Change in Net Position	\$ (52,360)
------------------------	-------------

See accompanying independent auditor's report

Statistical Section (Unaudited)



Over \$3 Billion and Counting for our Schools

This page intentionally left blank.

Description of Statistical Section Contents

This part of the New Hampshire Lottery Commission's annual comprehensive financial report presents detailed information as a context for understanding the content of the financial statements, note disclosures, and supplementary information. It is intended to illustrate the Lottery's overall financial health.

Financial Trends: These schedules and graphs contain information to help the reader understand how the Lottery's financial performance has changed over time. Please keep in mind the increase or decrease in net position does not reflect the condition of the Lottery's financial position because, by law, the Lottery is required to distribute all net profits to the Education Trust Fund on a monthly basis. These trends are illustrated in the tables and graphs that reflect the last ten fiscal years and include:

- Revenues, Expenses, and Changes in Net Position
- Sales by Game
- Distributions to Education (Net Profit)
- Expenses
- Powerball and Instant Sales
- Online Game Sales Excluding Powerball
- Instant versus Online Sales

Operating Information: These schedules illustrate miscellaneous statistics by comparing certain information contained in the Lottery's financial report as it relates to the programs it offers and the activities it performs:

- Game Statistics
- Prizes by Game

Demographic and Economic Information: These schedules and graphs offer demographic and economic indicators to help the reader understand the environment within which the Lottery's operations take place and where it derives its revenues. The data includes nine to ten fiscal years of the following areas:

- Top Ten Revenue Producers
- Lottery Commission Employee Statistics
- New Hampshire Demographic Economic Statistics

Industry Comparisons: This data is sourced from the leading industry almanac and offers an understanding of New Hampshire Lottery's performance in comparison to other state lotteries in Fiscal Year 2025:

- Traditional Lottery Sales, Prizes, Gross Gaming Revenue and Government Transfers by GDP (Unaudited)
- Sales by Game (Unaudited)
- Fiscal Year 2025 versus 2024 Instant Sales by Price Point (Unaudited)
- US Lotteries Total Sales for Fiscal Year 2025 — Ranked (Unaudited)
- US Lotteries Ranked by Instant Sales (Unaudited)

Revenues, Expenses, and Changes in Net Position for Last Ten Years

Thousands

<u>Revenues (in thousands)</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
Instant Scratch Games	\$ 218,037	\$ 223,368	\$ 238,867	\$ 250,477
Keno	-	-	8,357	26,959
MUSL Powerball	42,546	32,446	36,780	37,618
MUSL Mega Millions	11,265	11,287	16,948	31,611
MUSL Hot Lotto	2,699	2,749	1,322	-
Tri-State Megabucks	7,838	7,645	8,740	9,359
Tri-State Daily Pick 3/Pick 4	10,333	10,809	10,384	10,254
Tri-State Other Games	5,329	5,531	5,909	7,969
Lucky for Life	5,295	5,319	5,445	5,607
iLottery				4,513
Bingo/Lucky 7/Racing	5,038	4,892	5,010	5,996
Historic Horse Racing ⁴	-	-	-	-
Sports Betting	-	-	-	-
Income Other than Ticket Sales	188	275	134	675
Total Sales and Other Revenue ²	<u>\$ 308,568</u>	<u>\$ 304,321</u>	<u>\$ 337,895</u>	<u>\$ 391,038</u>
<u>Operating Expenses</u>				
Prizes	192,963	191,778	211,534	240,812
Retailer Commissions & Incentives	18,057	17,204	19,909	23,468
Other Costs of Sales	8,262	8,444	8,569	11,278
Administration & Depreciation Expenses	10,205	10,742	10,499	8,896
Total Expenses	<u>229,487</u>	<u>228,168</u>	<u>250,510</u>	<u>284,454</u>
<u>Non-operating Expenses</u>				
Transfer in of RCGC operations	(1,089)	-	-	-
Interest on mortgage payable	-	-	-	50
Interest on lease	-	-	-	-
Distributions to Education	<u>79,185</u>	<u>76,120</u>	<u>87,279</u>	<u>105,853</u>
<u>Change in Net Position</u>				
Change in Net Position ¹	<u>(1,193)</u>	<u>34</u>	<u>107</u>	<u>681</u>
<u>Net Position</u>				
Invested in capital assets	211	145	72	73
Restricted for prize funds	4,048	4,083	4,189	4,869
Unrestricted Deficit	(3,890)	(3,824)	(24,332)	(24,333)
Ending Net Position ³	<u>\$ 369</u>	<u>\$ 404</u>	<u>\$ (20,071)</u>	<u>\$ (19,390)</u>

¹The change in net position does not reflect the condition of the Lottery's financial position, because by law the Lottery is required to transfer all net profits to the Education Trust Fund on a monthly basis.

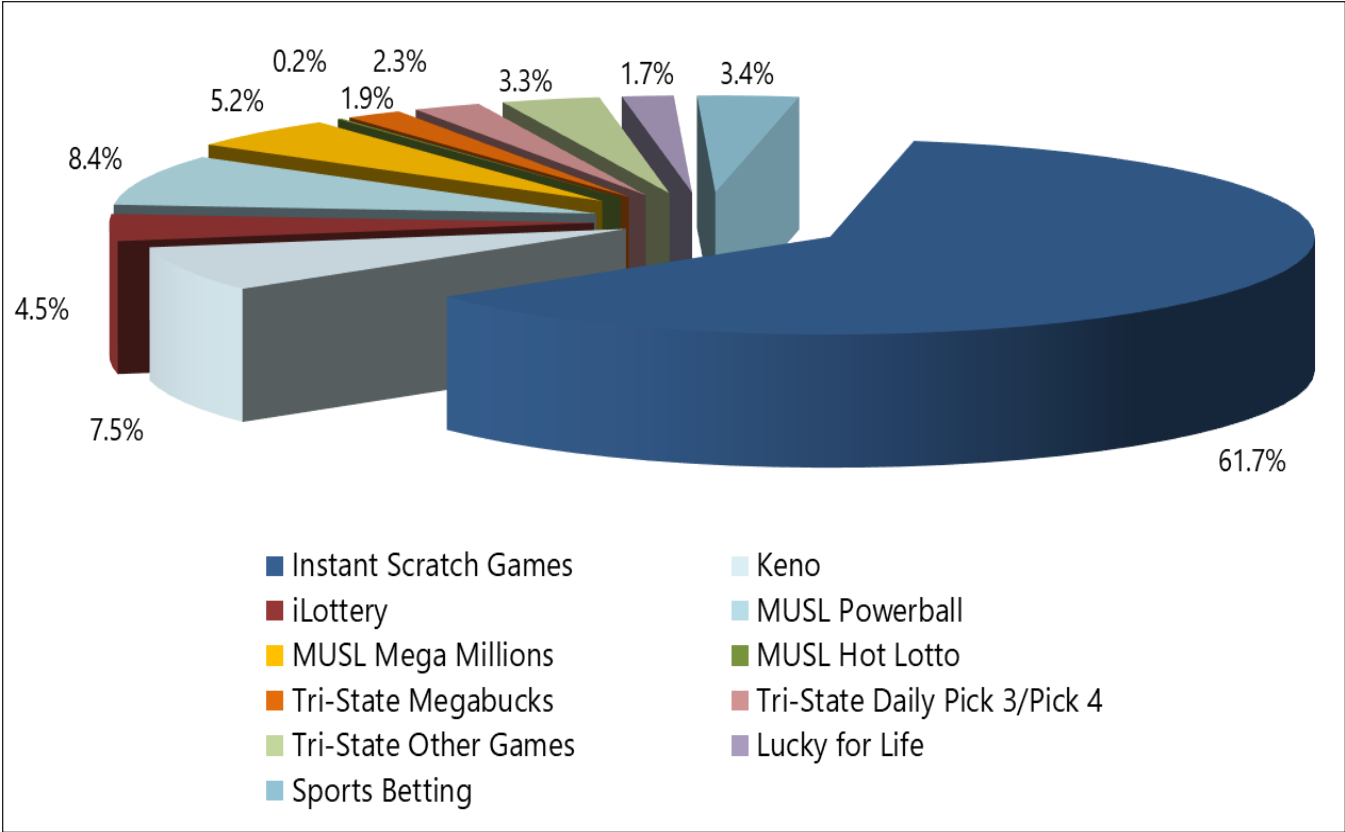
²State law restricts the maximum sales amount of a ticket to \$30.

³FY 2018 restated for the effects of implementing new accounting standard GASB Statement No. 75.

⁴Historic Horseracing operations began in April 2022.

<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>
\$ 272,265	\$ 320,336	\$ 313,816	\$ 319,751	\$ 314,735	\$ 296,763
28,988	47,902	53,537	54,186	57,012	59,443
23,913	31,187	40,581	47,847	57,440	27,149
17,495	26,890	18,805	38,895	34,262	25,289
-	-	-	-	-	-
8,087	8,068	6,830	6,464	12,672	10,016
10,499	11,150	10,316	9,819	9,538	9,118
8,115	20,260	22,610	22,278	22,229	27,268
5,539	5,634	8,351	11,254	12,757	11,891
10,733	23,720	29,857	37,460	47,140	47,019
4,426	7,107	8,290	8,678	10,074	12,848
-	-	407	1,055	23,296	36,960
2,158	16,724	23,153	36,711	32,463	40,593
432	27	218	452	1,161	1,179
<u>\$ 392,651</u>	<u>\$ 519,005</u>	<u>\$ 536,771</u>	<u>\$ 603,847</u>	<u>\$ 634,779</u>	<u>\$ 605,536</u>
246,878	310,919	321,750	339,366	345,033	318,683
23,083	32,146	30,417	33,394	33,563	30,144
13,887	20,645	26,677	30,651	35,173	32,580
9,369	10,813	8,564	11,051	13,239	15,184
<u>293,217</u>	<u>374,523</u>	<u>387,407</u>	<u>414,462</u>	<u>427,008</u>	<u>396,591</u>
-	-	-	-	-	-
98	94	6	-	-	-
-	-	2	1	1	13
<u>99,791</u>	<u>144,237</u>	<u>146,561</u>	<u>189,513</u>	<u>207,871</u>	<u>208,985</u>
(453)	151	2,795	(129)	(101)	(52)
169	283	310	3,001	2,971	3,758
4,417	4,568	4,653	4,524	4,423	4,370
(24,429)	(24,543)	(21,860)	(24,551)	(24,521)	(25,308)
<u>\$ (19,842)</u>	<u>\$ (19,692)</u>	<u>\$ (16,897)</u>	<u>\$ (17,027)</u>	<u>\$ (17,127)</u>	<u>\$ (17,180)</u>

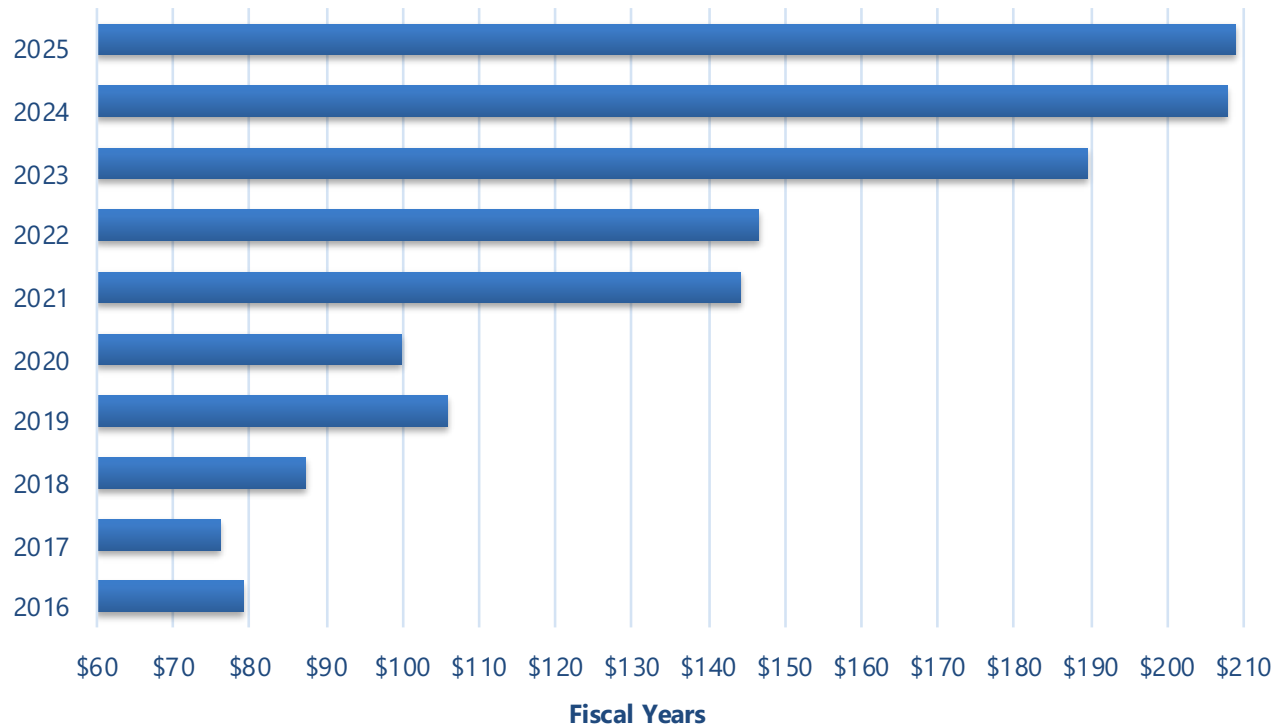
Sales by Game Last Ten Fiscal Years



Distributions to Education (Net Profit)

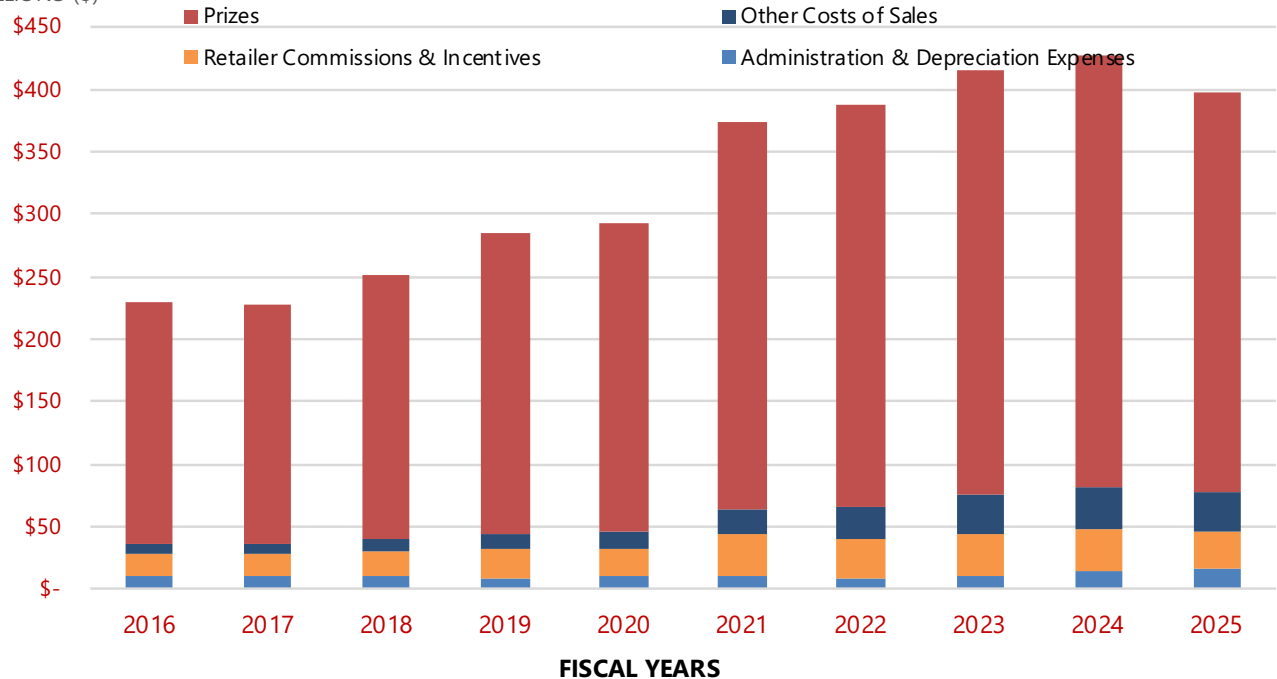
Millions (\$)

Last 10 Fiscal Years

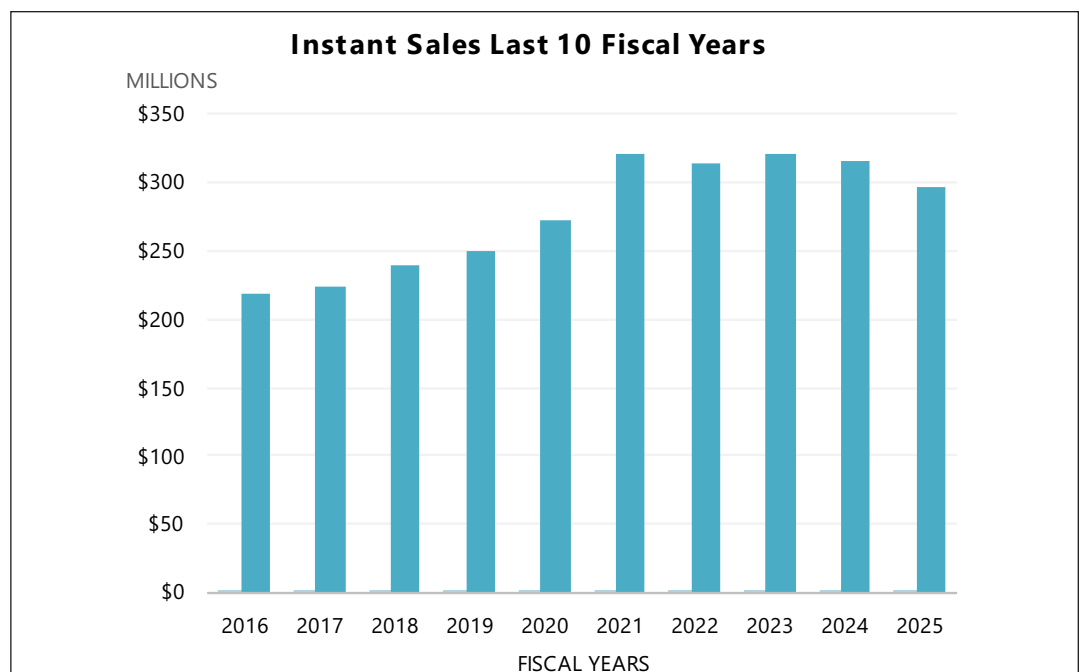
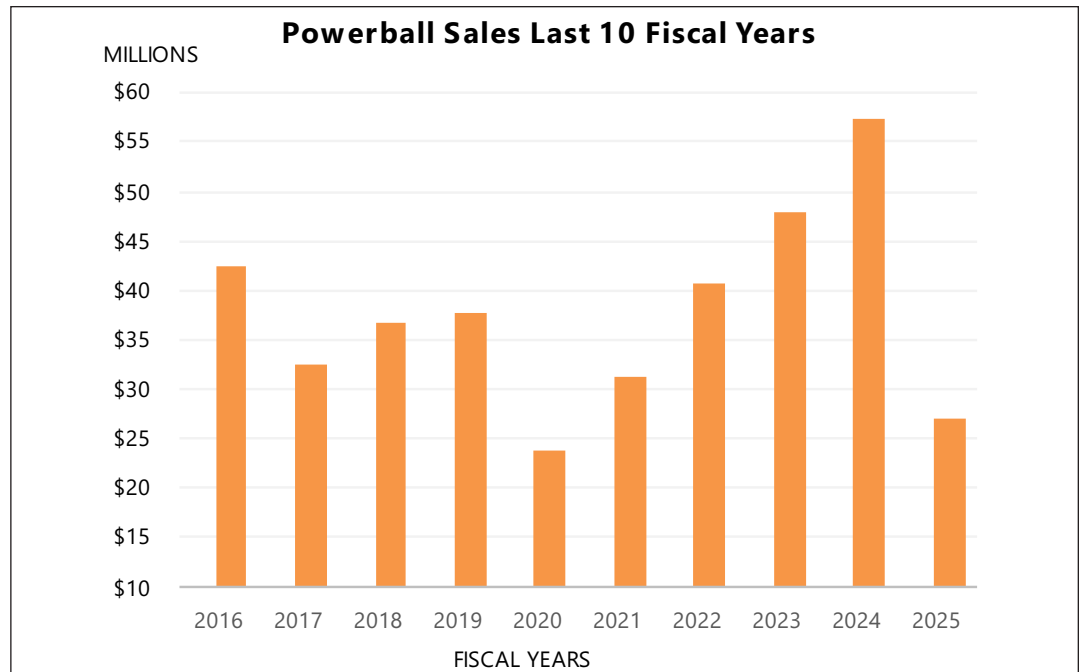


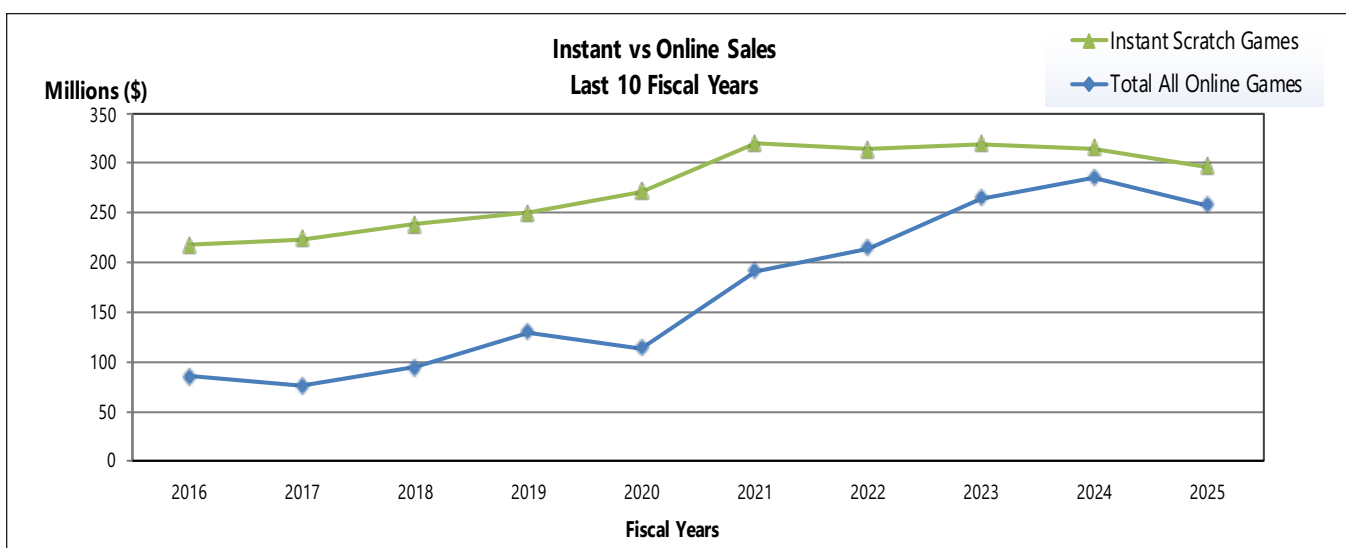
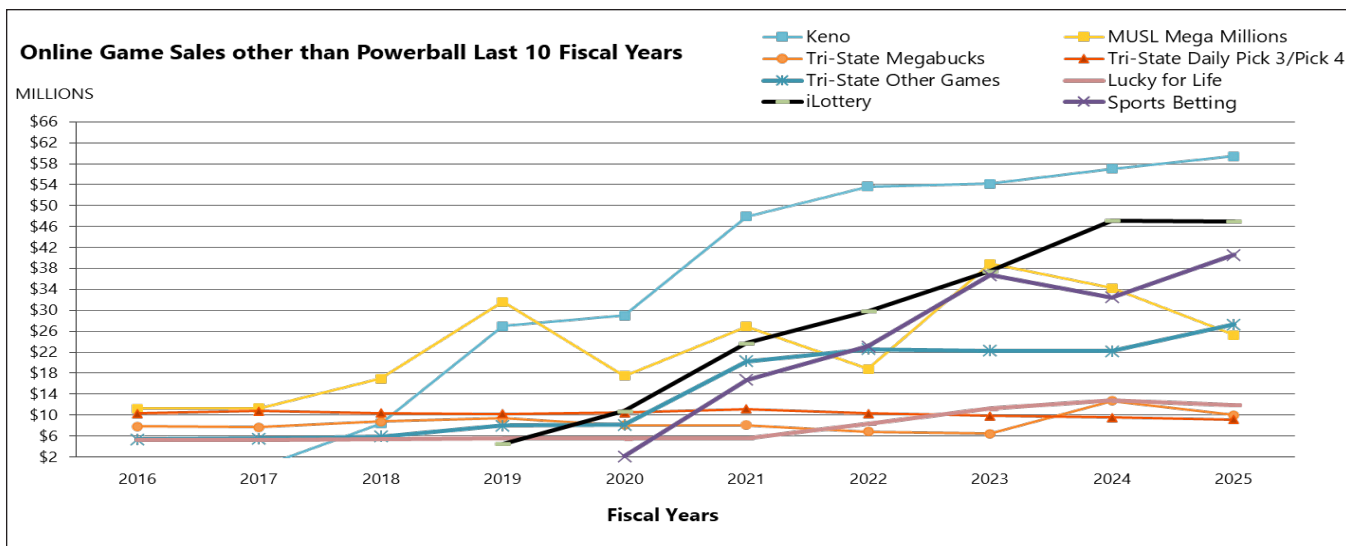
Expenses Last 10 Fiscal Years

MILLIONS (\$)



Over the last ten years, instant scratch games sales were the strongest of all lottery products. Instant Games are, for the most part, an impulse purchase depending on discretionary spending. Consumers’ demand for more technologically advanced types of gambling also has affected sales. Powerball sales fluctuated widely over the last ten years due to the number and size of jackpots. A \$500 million jackpot can sell three times as many tickets as a \$20 million jackpot, however, large jackpots cannot be predicted and are subject to the “luck of the draw.” In November of 2022, Powerball had a record-breaking jackpot of \$2.0 billion.





The table below shows Prizes as a Percentage of Sales for Instant and Online Games(in thousands)

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Instant Games										
Sales	\$ 218,037	\$ 223,368	\$ 238,867	\$ 250,477	\$ 272,265	\$ 320,336	\$ 313,816	\$ 319,751	\$ 314,735	\$ 296,763
Prizes	149,753	153,260	162,587	170,732	189,990	221,774	226,567	228,868	226,236	216,195
Prizes % of sales	68.68%	68.61%	68.07%	68.16%	69.78%	69.23%	72.20%	71.58%	71.88%	72.85%
Online Games										
Sales	\$ 85,305	\$ 75,787	\$ 93,885	\$ 133,890	\$ 113,370	\$ 191,535	\$ 214,040	\$ 264,913	\$ 285,512	\$ 257,787
Prizes	43,210	38,519	48,947	70,081	56,889	89,146	95,184	110,498	118,797	102,489
Prizes as a % of sales	50.65%	50.83%	52.13%	52.34%	49.24%	46.54%	44.47%	41.71%	41.61%	39.76%

Game Statistics for Last Ten Fiscal Years

Fiscal Year	Number of Lottery Retailers	Number of Online Games Offered ⁴	Number of Instant Games On the Market	Highest Priced Instant Ticket	Number of Subscriptions ⁶	Highest Powerball Jackpot Amount ²	Expired Unclaimed Powerball Prizes ³
2025	1333	10	93	\$25	0	\$526,500,000	\$785,266
2024	1370	10	107	\$25	0	\$1,764,900,000	\$908,301 ⁽⁵⁾
2023	1361	10	105	\$25	412	\$2,040,100,000	\$781,537
2022	1384	10	109	\$25	2,513	\$699,800,000	\$465,993
2021	1365	10	128	\$25	7,787	\$731,100,000	\$419,858
2020	1350	10	105	\$25	7,741	\$396,900,000	\$330,194
2019	1363	10	107	\$25	7,868	\$768,400,000	\$672,952
2018	1348	10(8)	106	\$25	8,188	\$758,700,000	\$756,293
2017	1228	9	101	\$25	8,808	\$487,000,000	\$564,363
2016	1239	9	107	\$25	8,857	\$1,586,400,000	\$790,051

¹The change in net position does not reflect the condition of the Lottery's financial position, because by law the Lottery is required to transfer all net profits to the Education Trust Fund on a monthly basis.

²State law restricts the maximum sales amount of a ticket to \$30.

³FY 2018 restated for the effects of implementing new accounting standard GASB Statement No. 75.

⁴Historic Horseracing operations began in April 2022.

Prizes by Game for Last Ten Fiscal Years

Fiscal Year	Instant Games	Keno ^a	MUSL Powerball	MUSL Mega Millions	Tri-State Megabucks	Tri-State Pick 3 & Pick 4	Tri-State Other	Lucky for Life	Fiscal Year Total Prizes
2025	\$216,194,768	\$41,113,087	\$12,659,850	\$12,335,954	\$5,004,963	\$4,555,970	\$20,034,414	\$6,784,455	\$318,683,461
2024	\$226,235,425	\$39,300,764	\$28,160,351	\$16,666,427	\$6,483,593	\$4,781,171	\$15,822,160	\$7,582,314	\$345,033,205
2023	\$228,867,661	\$36,820,929	\$23,205,024	\$19,232,263	\$3,351,138	\$4,898,018	\$16,014,458	\$6,976,415	\$339,365,906
2022	\$226,566,803	\$36,770,703	\$19,412,777	\$9,188,454	\$3,345,909	\$5,158,264	\$16,170,851	\$5,136,490	\$321,750,251
2021	\$221,774,478	\$33,292,049	\$15,159,869	\$13,108,466	\$3,648,605	\$5,613,640	\$14,593,266	\$3,728,927	\$310,919,300
2020	\$189,990,318	\$20,011,985	\$11,541,816	\$7,827,801	\$4,131,902	\$5,249,577	\$5,224,376	\$2,900,121	\$246,877,896
2019	\$170,732,028	\$18,491,109	\$18,055,504	\$15,436,958	\$4,552,843	\$5,127,254	\$5,103,637	\$3,312,359	\$240,811,692
2018	\$162,587,401	\$5,727,033	\$17,623,212	\$8,871,460	\$4,558,213	\$5,191,942	\$3,679,525	\$3,293,573	\$211,533,505
2017	\$153,259,505	-	\$15,596,479	\$6,979,459	\$3,771,251	\$5,401,945	\$3,429,185	\$3,223,925	\$191,778,403
2016	\$149,752,984	-	\$20,582,304	\$6,843,711	\$4,197,978	\$5,166,995	\$3,398,390	\$2,913,422	\$192,963,388

^a Keno began 12/15/17.

Top Ten Revenue Producers Last Ten Fiscal Years (in millions)

<u>2025</u>		<u>2024</u>		<u>2023</u>		<u>2022</u>	
<u>Retailers</u>	<u>Amount</u>	<u>Retailers</u>	<u>Amount</u>	<u>Retailers</u>	<u>Amount</u>	<u>Retailers</u>	<u>Amount</u>
Circle K	\$ 43.1	Circle K	\$ 47.7	Circle K	\$ 46.5	Circle K	\$ 33.9
Demoulas Market Basket	24.4	Demoulas Market Basket	26.2	Demoulas Market Basket	23.8	Cumberland Farms	18.3
Global Montello	20.3	Global Montello	23.3	Cumberland Farms	23.5	Global Montello	17.4
Cumberland Farms	19.8	Cumberland Farms	23.3	Global Montello	22.9	Hannaford Food & Drug	15.3
Hannaford Food & Drug	19.7	Hannaford Food & Drug	21.7	Hannaford Food & Drug	22.0	Demoulas Market Basket	14.3
Nouria Energy (Shell)	12.5	Nouria Energy (Shell)	14.0	Nouria Energy (Shell)	13.9	7- Eleven	11.5
NH State Liquor Comm	10.3	NH State Liquor Comm	12.5	7- Eleven	12.9	Nouria Energy (Shell)	10.6
7- Eleven	10.2	NH State Liquor Comm	12.0	NH State Liquor Comm	11.4	NH State Liquor Comm	9.0
Shaws Supermarket	9.8	Shaws Supermarket	10.8	Shaws Supermarket	10.5	Shaws Supermarket	7.9
CN Brown Big Apple	4.6	CN Brown Big Apple	5.4	CN Brown Big Apple	5.2	CN Brown Big Apple	4.3

<u>2021</u>		<u>2020</u>		<u>2019</u>		<u>2018</u>	
<u>Retailers</u>	<u>Amount</u>	<u>Retailers</u>	<u>Amount</u>	<u>Retailers</u>	<u>Amount</u>	<u>Retailers</u>	<u>Amount</u>
Circle K	\$ 40.5	Circle K	\$ 33.1	Circle K	\$ 32.7	Circle K	\$ 30.1
Cumberland Farms	24.6	Cumberland Farms	21.4	Cumberland Farms	21.9	Cumberland Farms	20.3
Global Montello	21.2	Hannaford Food & Drug	18.1	Demoulas Market Basket	19.3	Hannaford Food & Drug	18.0
Hannaford Food & Drug	19.1	Global Montello	17.8	Hannaford Food & Drug	18.7	Demoulas Market Basket	17.7
Demoulas Market Basket	19.0	Demoulas Market Basket	15.1	Global Montello	16.6	7- Eleven	12.8
7- Eleven	15.1	7- Eleven	13.0	7- Eleven	13.5	Nouria Energy (Shell)	11.8
Nouria Energy (Shell)	12.6	Nouria Energy (Shell)	11.6	Nouria Energy (Shell)	12.7	NH State Liquor Comm	11.2
Shaws Supermarket	11.1	NH State Liquor Comm	10.5	NH State Liquor Comm	12.0	Shaws Supermarket	10.0
NH State Liquor Comm	11.1	Shaws Supermarket	9.7	Shaws Supermarket	10.3	Global Montello	6.7
CN Brown Big Apple	5.4	CN Brown Big Apple	4.5	CN Brown Big Apple	4.1	Cheshire Oil T-Birds	5.0

<u>2017</u>		<u>2016</u>	
<u>Retailers</u>	<u>Amount</u>	<u>Retailers</u>	<u>Amount</u>
Circle K	\$ 26.9	Circle K	\$ 26.4
Cumberland Farms	18.4	Cumberland Farms	18.9
Hannaford Food & Drug	17.6	Hannaford Food & Drug	18.4
Demoulas Market Basket	16.5	Demoulas Market Basket	16.3
7- Eleven	11.6	Nouria Energy (Shell)	11.1
Nouria Energy (Shell)	10.9	Shaws Supermarket	10.5
NH State Liquor Comm	10.5	NH State Liquor Comm	9.9
Shaws Supermarket	10.0	7- Eleven	8.8
Global Montello	5.5	Global Montello	5.8
Cheshire Oil T-Birds	4.3	Tedeschi Food Shops	4.1

New Hampshire Lottery Commission Employee Statistics for Ten Fiscal Years

Fiscal Year	Number of Employees ¹	Salaries Paid	Benefits Paid to Employees	Number of Retirees and Spouses	Other Post-Employment Benefits Paid ²
2025	79	\$ 5,364,822	\$ 2,851,280	66	\$ 344,780
2024	75	4,812,963	2,518,598	62	338,686
2023	70	4,165,642	2,139,914	101	336,149
2022	73	4,068,667	2,189,328	99	249,970
2021	71	3,790,356	1,754,553	98	518,418
2020	69	3,620,630	1,813,413	106	591,986
2019	67	3,216,759	1,668,826	107	611,332
2018	66	3,096,478	1,572,514	107	607,903
2017	64	3,181,302	1,462,336	113	614,028
2016	68	3,319,789	1,518,548	105	547,599

¹ Includes part-time employees ² The Lottery is required to pay retiree benefits due to being a self-funded agency.

New Hampshire Demographics and Economic Statistics

Calendar Year	Population	Personal Income ¹	Per Capita Personal Income ¹	Unemployment Rate ²
2024	1,409	117,220	83,192	3.00%
2023	1,402	110,684	78,944	2.50%
2022	1,395	103,121	73,910	2.40%
2021	1,389	101,674	73,200	3.00%
2020	1,378	90,745	66,418	6.71%
2019	1,359	86,345	63,502	2.60%
2018	1,356	83,293	61,405	2.60%
2017	1,343	77,309	57,574	2.70%
2016	1,331	74,687	55,945	2.90%
2015	1,330	72,549	54,543	3.40%

Source: US Dept. of Commerce, Bureau of Census

¹BEA: BEARFACTS. <https://apps.bea.gov/regional/bearfacts/>

²NH Dept. of Employment Security, Economic and Labor Market Information Bureau, Economic Conditions

Seasonally Adjusted June Estimated

Fiscal 2025 North American Unaudited Traditional Lottery Sales, Prizes & Government Transfers Measured by GDP

Lottery	(in millions)							Total Gov't Transfer ⁵	PC Gov't	Lottery Sales as % of GDP	Gov't Transfer as % of GDP	Prizes as % of Sales	Gov't Transfer as % of Sales
	2024 Pop. ¹	1Q 2025 GDP ²	Traditional Lottery Sales	eInstant Rev. ³	VLT (net)	Other	Prizes ⁴						
Arizona	7.6	583,747	1,403.4				962.5	440.9	\$58	0.240%	0.076%	68.6%	31.4%
Arkansas	3.1	195,159	578.0				400.3	111.3	\$36	0.296%	0.057%	69.2%	19.3%
California	39.4	4,150,765	8,949.1				6,005.0	2,944.1	\$75	0.216%	0.071%	67.1%	32.9%
Colorado	6.0	572,096	827.9				539.6	169.8	\$29	0.145%	0.030%	65.2%	20.5%
Connecticut	3.7	365,901	1,331.7			457.9	1,252.6	361.6	\$98	0.364%			
Delaware ^{4,5}	1.1	114,460	169.9		416.9	60.1	138.0	223.8	\$213	0.148%			
Florida	23.4	1,790,562	9,132.9				6,331.9	2,161.3	\$92	0.510%	0.121%	69.3%	23.7%
Georgia	11.2	902,412	5,143.0	879.7			3,917.4	1,471.4	\$132	0.570%			24.4%
Idaho	2.0	132,908	401.7				272.9	75.0	\$37	0.302%	0.056%	67.9%	18.7%
Illinois	12.7	1,168,767	3,755.9				2,592.7	796.1	\$63	0.321%	0.068%	69.0%	21.2%
Indiana	6.9	532,945	1,605.9				1,061.8	340.7	\$49	0.301%	0.064%	66.1%	21.2%
Iowa	3.2	271,063	434.9				283.5	151.4	\$47	0.160%	0.056%	65.2%	34.8%
Kansas ¹⁰	3.0	234,125	316.1			14.3	239.0	91.4	\$31	0.135%			
Kentucky	4.6	298,994	1,357.4	798.9			903.1	382.5	\$83	0.454%			17.7%
Louisiana	4.6	332,840	581.2				340.4	181.5	\$39	0.175%	0.055%	58.6%	31.2%
Maine	1.4	100,607	408.1				278.3	79.9	\$57	0.406%	0.079%	68.2%	19.6%
Maryland ^{4,5,11}	6.3	556,480	2,616.0		1,358.5	1,322.9	1,672.6	667.2	\$107	0.470%			
Massachusetts	7.1	799,489	5,936.5				4,416.1	1,066.0	\$149	0.743%	0.133%	74.4%	18.0%
Michigan ^{6,8}	10.1	711,620	4,533.7	146.0			2,947.7	1,165.2	\$115	0.637%			24.9%
Minnesota	5.8	519,744	708.3				444.8	161.6	\$28	0.136%	0.031%	62.8%	22.8%
Mississippi	2.9	162,628	444.4				270.4	113.0	\$38	0.273%	0.069%	60.9%	25.4%
Missouri ¹⁴	6.2	457,262	1,482.6			11.9	1,004.4	337.5	\$54	0.324%			
Montana ¹⁰	1.1	80,653	83.8			8.6	23.0	60.9	\$54	0.104%			
Nebraska	2.0	193,130	185.0				108.9	45.7	\$23	0.096%	0.024%	58.9%	24.7%
N. Hampshire ^{8,10}	1.4	122,442	468.7	50.4		88.5	318.4	195.3	\$139	0.383%			
New Jersey	9.5	865,908	3,514.3				2,026.0			0.406%		57.6%	
New Mexico	2.1	150,980	148.9				79.6	44.7	\$21	0.099%	0.030%	53.4%	30.0%
New York ^{4,5}	19.9	2,403,653	7,812.0		2,007.3		4,751.6	3,584.5	\$180	0.325%			
N. Carolina	11.0	869,184	3,987.7	2,598.0				1,070.0	\$97	0.459%			16.2%
N. Dakota	0.8	81,506	26.9				14.1	6.2	\$8	0.033%	0.008%	52.6%	22.9%
Ohio ^{4,5}	11.9	941,797	4,376.3		1,398.9	0.9	2,970.4	1,405.9	\$118	0.465%			
Oklahoma	4.1	270,220	305.1				188.8			0.113%		61.9%	
Oregon ^{4,11}	4.3	335,342	431.8		1,167.3	90.0	272.3	89.8	\$21	0.129%			
Pennsylvania	13.1	1,029,345	4,360.5	831.0			2,914.9	1,052.0	\$80	0.424%			20.3%
R. Island ^{4,5}	1.1	82,268	284.4	21.1	519.2	1,799.7	1,790.0	433.6	\$390	0.346%			
S. Carolina	5.5	369,593	2,299.8				1,534.2	549.0	\$100	0.622%	0.149%	66.7%	23.9%
S. Dakota ^{4,5}	0.9	78,600	72.6		333.1		38.7	182.5	\$197	0.092%			
Texas	31.3	2,838,525	7,912.3				5,381.1	1,809.5	\$58	0.279%	0.064%	68.0%	22.9%
Vermont	0.6	47,308	155.5				111.0			0.329%		71.4%	
Virginia	8.8	781,547	2,387.2	3,383.4			4,521.8	901.5	\$102	0.305%			15.6%
Washington	8.0	876,761	937.2				594.3	342.9	\$43	0.107%	0.039%	63.4%	36.6%
W. Virginia ^{4,13}	1.8	108,128	222.2	13.1	952.0	137.0	139.1	38.0	\$21	0.206%			
Wisconsin	6.0	462,006	861.8				548.0			0.187%		63.6%	
Wyoming	0.6	52,167	28.8				13.6	2.8	\$5	0.055%	0.005%	47.4%	9.8%
Total	318.1	28,571,060	92,981.4	8,721.5	8,153.1		64,614.6	25,307.8	\$80	0.325%			
Atlantic ^{7,15}	2.6	111,780	774.6	59.1	391.2	119.7	461.2	498.8	\$190	0.693%	0.446%	59.5%	
BCLC	5.6	282,111	1,378.9			691.5	1,130.6	555.6	\$100	0.489%	0.197%	82.0%	
Loto-Quebec	8.9	411,001	2,331.2	312.2	801.0		1,451.4	960.8	\$107	0.567%	0.234%	62.3%	
OLG	15.8	805,813	4,460.0				2,594.1	1,865.9	\$118	0.553%	0.232%	58.2%	41.8%
WCLC	7.6	495,948	1,559.7				854.3	705.4	\$93	0.314%	0.142%	54.8%	45.2%
Total	40.5	2,106,653	10,504.4		6,491.6		6,491.6						

Fiscal year ends June 30 except New York and Canadian lotteries (March 31), Texas (August 31), and Michigan (Sept. 30).

1 Source: U.S. Census Bureau & Stats Canada; 2 Source: U.S. Bureau of Economic Analysis; 3 eInstant is in sales, unless otherwise noted

4 Prizes do not include VLT prizes paid; 5 Includes transfers for VLT, casino games & sports; 6 Estimated FY24

sales, and more; 7 eInstant revenue is GGR; 8 eInstant revenue is NGR; 10 Other includes Sports Betting GGR; 11 Other includes ITLMs, sports betting GGR, table games, and fantasy 12 Other includes Sports Betting NGR, 13 Other includes Sports Betting GGR, Table Games privilege tax, and iGaming privilege tax 14 Other includes ITLMs 15 Other includes iGaming GGR, slots net, and table games net

U.S. Lotteries' Unaudited Traditional Fiscal Year 2025 Sales by Game

	(in \$millions)																
	Pop. (M)	Instant	Pull Tab	3- Digit	4- Digit	2/5 Digit	Lotto/ Cash	Power Ball	Mega Millions	For Life	ITG	Monitor Games	Other	Total Sales	PC Sales	eInstant ¹	
Arizona	7.6	1,036.6	18.8	16.4			72.7	99.1	101.7		55.3		2.9	1,403.4	\$185		
Arkansas	3.1	469.5		12.9	7.1		20.7	22.1	21.9	7.6	16.2			578.0	\$187		
California	39.4	6,908.8		177.9	35.9		407.0	408.1	551.0			460.4		8,949.1	\$227		
Colorado	6.0	599.7		15.4			64.3	65.0	60.6	22.9				827.9	\$139		
Connecticut	3.7	727.0		123.7	127.6		46.9	55.9	52.5	29.9	44.7	123.5		1,331.7	\$362		
D.C. (2)	0.7	43.8		30.9	45.0	17.0		5.6	4.9	2.8	9.5	10.3		169.9	\$242	3.8	
Delaware	1.1	114.0		30.0	26.7		8.5	15.8	15.4	4.7		9.7		224.8	\$214		
Florida	23.4	6,835.8		453.9	307.9	108.3	515.9	364.6	343.0	66.3			137.2	9,132.9	\$391		
Georgia	11.2	3,373.0		554.6	409.6	11.1	113.3	130.0	157.9	28.5	71.9	203.2	89.9	5,143.0	\$460	879.7	
Idaho	2.0	233.0	84.5	2.3	1.3		8.1	26.7	21.6	5.8	13.9		4.5	401.7	\$201		
Illinois	12.7	2,165.6		270.7	279.5		222.3	123.9	152.8		541.1			3,755.9	\$296		
Indiana	6.9	1,229.8		47.8	46.0		85.1	71.5	56.2	7.2	41.1		21.1	1,605.9	\$232		
Iowa	3.2	290.1	15.1	9.2	5.8		9.0	37.5	27.9	8.3	32.1			434.9	\$134		
Kansas	3.0	206.4		8.3			22.2	24.4	21.8	7.2	8.2	14.5	3.0	316.1	\$106		
Kentucky	4.6	914.2		181.8	53.8		12.4	54.3	43.4	12.1	13.9	61.0	10.6	1,357.4	\$296	101.5	
Louisiana	4.6	316.7		69.9	53.5	13.0	25.8	49.2	39.1		13.9			581.2	\$126		
Maine	1.4	319.3		5.7	4.5		13.4	18.0	14.1	6.5	21.3		5.5	408.1	\$290		
Maryland	6.3	1,058.4		232.5	293.8	68.5	45.7	93.6	102.0	19.7	84.1	598.1	19.4	2,616.0	\$418		
Massachusetts	7.1	3,956.0		323.5			106.1	90.3	108.0	48.3		1,304.3		5,936.5	\$832		
Michigan	10.1	2,282.0	54.5	440.5	524.4		89.2	155.6	146.5	24.1	75.7	546.4	194.7	4,533.7	\$447	190.2	
Minnesota	5.8	524.5		21.2			52.4	48.1	41.1		13.1		8.0	708.3	\$122		
Mississippi	2.9	294.9		16.9	17.4		29.8	26.7	23.5				35.2	444.4	\$151		
Missouri	6.2	1,093.4		91.9	68.6		44.3	60.9	55.6	10.0		43.7	14.1	1,482.6	\$237		
Montana	1.1	30.1					12.4	10.8	8.3	3.8	8.3		10.0	83.8	\$74		
Nebraska	2.0	100.0		8.7			24.7	25.1	18.9	7.5				185.0	\$92		
N. Hampshire	1.4	297.7		4.7	4.4		13.7	27.4	25.6	12.1	23.6	59.4		468.7	\$333	50.4	
New Jersey	9.5	2,043.5		380.3	226.6		244.0	167.3	189.5	57.7	51.5	86.3	67.6	3,514.3	\$370		
New Mexico	2.1	92.2		4.9	1.9		11.5	19.5	16.4		2.4			148.9	\$70		
New York	19.9	4,339.8		884.0	947.6		246.2	327.8	358.4	110.1		565.7	32.4	7,812.0	\$393		
North Carolina	11.0	2,842.0		423.9	211.2		53.1	123.2	111.5	37.5	45.8	70.2	69.2	3,987.7	\$361	328.6	
North Dakota	0.8						7.7	7.7	7.7	3.8				26.9	\$34		
Ohio	11.9	2,429.8		409.8	264.9	72.9	78.0	109.6	140.1	44.5	161.2	665.5		4,376.3	\$368		
Oklahoma	4.1	213.3		6.5			12.4	31.9	27.0	7.2	6.8			305.1	\$75		
Oregon	4.3	174.5			2.1		37.7	51.1	53.7			106.1	6.8	431.8	\$101		
Pennsylvania	13.1	2,911.0		245.8	220.0	62.2	266.9	176.2	168.7	25.8	175.6	46.9	61.5	4,360.5	\$333	93.7	
Rhode Island	1.1	120.4	0.0		21.2		7.7	17.8	14.9	7.9		91.5	3.1	284.4	\$256	21.1	
S. Carolina	5.5	1,592.5		285.7	165.5		41.0	78.2	61.9				75.0	2,299.8	\$420		
South Dakota	0.9	47.4					4.2	9.7	7.1	4.2				72.6	\$78		
Texas	31.3	6,434.4		288.8	157.5		365.3	336.9	329.3					7,912.3	\$253		
Vermont	0.6	114.9		1.4	1.4		5.1	7.4	6.4	3.0	15.9			155.5	\$240		
Virginia	8.8	1,277.5		303.6	298.6	39.6	41.1	102.0	121.1	29.1	60.7	35.5	78.4	2,387.2	\$271	412.1	
Washington	8.0	662.7		20.0			91.3	64.2	78.3				20.7	937.2	\$118		
West Virginia	1.8	155.6		6.8	4.4		10.8	21.6	16.7			4.1	2.3	222.2	\$126	2.8	
Wisconsin	6.0	607.1	1.4	25.8	18.0		72.0	58.0	52.6		25.8		1.1	861.8	\$145		
Wyoming	0.6						7.7	7.0	7.1	2.5		4.4		28.8	\$49		
Total	318.8	61,478.9	174.2	6,115.0	5,177.3	392.5	3,669.8	3,827.5	3,983.8	668.5	1,633.6	5,110.7	974.2	93,206.2	\$292		

¹ eInstant is GGR. If the lottery did not provide GGR, then NGR is indicated as blue. If GGR and NGR are not provided, eInstant sales are indicated as red.

² DC Lottery sales estimated from quarterly data to a June 30 FY. OLG FY ends Sept 30. Variance ~8%.

Canadian Lotteries' Unaudited Fiscal Year 2025 Sales by Game

	(in C\$millions)																
	Pop. (M)	Instant	Pull Tab	Numbers	Lotto 6/49	Other Lotto	Lotto Max	Spiel	Keno	Pools	Draw	Other	Total Sales	PC Sales	VLT ¹	eInstants/ iGaming ¹	
Atlantic	2.7	270.7	101.9	0.8	78.2	57.2	133.1	49.1	11.2	68.6		4.0	774.6	\$291	391.2	162.3	
BCLC	5.7	291.7	22.5		184.6	65.2	332.2	98.4	360.6	6.6	6.8	10.5	1,378.9	\$241		691.5	
Loto-Quebec	9.1	550.2		51.1	263.5	178.0	474.9	151.2	203.5	231.2	154.6	72.9	2,331.2	\$256	801.0	312.2	
OLG	16.2	1,571.8		205.2	569.6	293.5	1083.0	302.0	98.3	326.1		10.5	4,460.0	\$276			
WCLC	7.8	348.1		32.6	250.1	167.9	461.9	173.6	16.3	109.3			1,559.7	\$200			
Total	41.5	3,032.5	124.4	289.6	1,346.0	761.8	2,485.1	774.3	689.8	741.8	161.4	97.8	10,504.4	\$253	1,192.3		

¹ eInstant is GGR and is indicated in black. NGR is blue. eInstant sales is red. iGaming GGR (casino + eInstant) is green.

U.S. Lotteries' Unaudited Traditional Fiscal Year 2024 Sales by Game

	(in \$millions)															
	Pop. (M)	Instant	Pull Tab	3- Digit	4- Digit	2/5 Digit	Lotto/ Cash	Power Ball	Mega Millions	For Life	ITG	Monitor Games	Other	Total Sales	PC Sales	eInstant ¹
Arizona	7.4	1,033.1	15.9	17.3			85.6	193.8	127.7		51.9		3.0	1,528.2	\$206	
Arkansas	3.1	478.4		12.3	7.1		18.1	44.8	28.4	8.1	15.6			613.0	\$200	
California	39.0	6,561.3		179.1	35.7		448.2	890.7	705.0			455.1		9,275.1	\$238	
Colorado	5.9	588.6		16.0			62.1	135.5	74.6	23.9				900.8	\$153	
Connecticut	3.6	744.0		127.2	129.8		45.7	112.0	69.1	30.0	34.7	122.1		1,414.6	\$391	
D.C. (2)	0.7	42.2		33.5	46.4	18.5		10.2	6.6	2.9	9.6	10.5		180.3	\$266	3.4
Delaware	1.0	111.3		31.8	29.8		7.8	34.4	21.2	5.0		10.3		251.4	\$244	
Florida	22.6	6,618.1		441.4	302.0	100.7	557.0	750.9	450.1	65.8			131.5	9,417.5	\$417	
Georgia	11.0	3,454.2		553.2	396.7	10.5	106.4	255.6	197.0	27.4	86.1	212.8	55.6	5,355.3	\$486	648.7
Idaho	2.0	229.4	82.3	2.3	1.2		8.9	48.4	25.8	5.5	13.3		4.5	421.6	\$215	
Illinois	12.5	2,142.7		272.8	275.8		235.5	260.1	193.2		477.6			3,857.7	\$307	
Indiana	6.9	1,279.5		48.7	47.0		92.9	144.2	73.3	7.3	32.4		18.9	1,744.2	\$254	
Iowa	3.2	302.1	13.1	9.1	5.9		6.7	77.1	39.3	8.6	28.0			490.0	\$153	
Kansas	2.9	214.4		8.2			18.8	50.8	29.4	7.9	0.9	17.6	3.0	351.1	\$119	
Kentucky	4.5	940.8		185.6	53.5		17.0	100.5	58.4	11.8	16.9	67.4	11.0	1,463.0	\$323	81.1
Louisiana	4.6	311.7		72.3	57.0	12.4	29.7	90.1	51.2		15.3			639.6	\$140	
Maine	1.4	318.7		6.0	4.7		17.1	33.5	18.4	6.5	16.1		0.4	421.5	\$302	
Maryland	6.2	1,061.4		237.2	296.9	67.5	42.0	184.1	131.5	20.6	82.4	587.0	5.3	2,715.7	\$439	
Massachusetts	7.0	4,013.0			331.8		109.4	211.5	144.4	47.4		1,272.2		6,129.8	\$876	
Michigan	10.0	2,333.3	48.7	449.1	513.6		129.1	220.2	167.6	40.0	69.5	598.3	177.5	4,746.9	\$473	190.9
Minnesota	5.7	524.9		21.5			43.9	110.3	56.9		10.2		8.0	775.7	\$135	
Mississippi	2.9	307.5		16.6	17.0		21.7	55.6	34.4				24.7	477.6	\$162	
Missouri	6.2	1,127.2		94.7	66.3		46.8	125.9	74.3	10.4		47.3	13.0	1,605.9	\$259	
Montana	1.1	29.3					10.9	22.1	10.6	4.1	7.8		7.6	92.5	\$82	
Nebraska	2.0	110.1		9.0			22.1	46.9	24.5	8.0				220.6	\$112	
N. Hampshire	1.4	314.7		4.9	4.7		18.1	57.5	34.5	11.5	18.1	57.0		520.9	\$372	47.2
New Jersey	9.3	2,059.7		389.4	236.3		219.5	369.6	259.1	63.4	63.3	96.3	61.3	3,818.0	\$411	
New Mexico	2.1	89.6		5.0	1.9		11.4	38.5	22.2		1.7			170.2	\$81	
New York	19.6	4,373.5		871.4	942.2		264.1	567.7	441.2	116.4		587.4	33.9	8,197.9	\$419	
North Carolina	10.8	2,922.3		449.2	218.4		68.6	257.4	150.9	41.1	56.7	76.6	0.7	4,242.0	\$391	147.0
North Dakota	0.8						7.8	17.4	10.4	4.5				40.1	\$51	
Ohio	11.8	2,383.6		418.6	272.6	70.1	77.5	257.4	186.4	44.7	166.0	666.8		4,543.9	\$386	
Oklahoma	4.1	224.9		6.6			9.8	64.1	35.4	7.3	6.5			354.7	\$87	
Oregon	4.2	159.8			2.0		38.6	95.2	56.0			107.0	2.5	461.1	\$109	
Pennsylvania	13.0	3,102.5		249.9	217.9	61.8	274.8	409.1	233.8	26.7	176.0	49.7	58.8	4,861.0	\$375	112.9
Rhode Island	1.1	120.5	0.0		22.4		7.2	35.7	18.9	7.6		92.4	2.4	307.1	\$280	13.9
S. Carolina	5.4	1,607.2		285.1	161.3		31.7	151.5	81.3				66.6	2,384.7	\$444	
South Dakota	0.9	48.7					3.6	20.5	9.5	4.4				86.7	\$94	
Texas	30.5	6,644.5		298.1	156.2		355.9	558.6	376.6					8,389.8	\$275	
Vermont	0.6	117.3		1.3	1.3		6.8	14.1	8.2	3.1	16.4			168.6	\$260	
Virginia	8.7	1,314.1		321.4	324.2	40.0	45.1	212.9	159.9	29.5	59.8	35.7	74.4	2,617.0	\$300	351.3
Washington	7.8	664.3		21.1			89.5	136.5	98.2				19.4	1,029.0	\$132	
West Virginia	1.8	164.6		7.0	4.6		9.8	42.6	22.3			4.4	2.6	258.0	\$146	
Wisconsin	5.9	611.7	1.3	25.8	17.7		68.0	131.4	73.7		24.1		1.1	954.8	\$162	
Wyoming	0.6						10.9	13.2	8.8	2.8		5.4		41.1	\$70	
Total	313.9	61,800.7	161.2	6,200.0	5,202.0	381.5	3,802.0	7,660.2	5,100.2	704.2	1,557.0	5,179.4	788.0	98,536.4	\$314	

¹ eInstant is GGR. If the lottery did not provide GGR, then NGR is indicated as blue. If GGR and NGR are not provided, eInstant sales are indicated as red.

² DC Lottery sales estimated from quarterly data to a June 30 FY. OLG FY ends Sept 30. Variance ~8%.

Canadian Lotteries' Unaudited Fiscal Year 2024 Sales by Game

(in C\$millions)															
	Pop. (M)	Instant	Pull Tab	Lotto Numbers	Lotto 6/49	Other Lotto	Lotto Max	Spiel	Keno	Pools	Draw	Other	Total Sales	PC Sales	eInstant/ iGaming ¹
Atlantic	2.5	268.1	101.0	0.8	87.4	57.1	115.9	48.8	10.6	66.3		3.9	759.9	\$308	406.5 128.8
BCLC	5.2	321.0	21.0		214.3	72.4	294.7	98.9	371.5	34.1	8.4	16.0	1,452.4	\$279	648.5
Loto-Quebec	8.6	577.2		51.8	286.6	168.4	399.0	146.3	196.4	207.4	161.4	77.6	2,272.0	\$264	836.2 278.4
OLG	14.8	1,624.7		206.6	656.4	296.8	912.1	296.6	102.7	355.7		14.2	4,465.8	\$301	
WCLC	7.1	363.7		30.8	279.8	144.7	388.3	161.9	16.7	105.6			1,491.6	\$209	
Total	38.2	3,154.7	122.1	290.0	1,524.5	739.3	2,110.1	752.6	698.0	769.1	169.8	111.7	10,441.8	\$273	1,242.8

¹ eInstant is GGR and is indicated in black. NGR is blue. eInstant sales is red. iGaming GGR (casino + eInstants) is green.

U.S. Lotteries' Unaudited Traditional Fiscal Year 2025 vs. 2024 Instant Sales by Price Point
(in \$millions)

	FY25								FY24							
	\$1	\$2	\$3	\$5	\$10/15	\$20	\$25/30	\$50+	\$1	\$2	\$3	\$5	\$10/15	\$20	\$25/30	\$50+
Arizona	9.4	49.7	26.4	154.8	268.3	194.8	120.5	212.7	10.3	54.4	29.3	163.5	254.7	190.9	129.0	201.1
Arkansas	10.8	16.2	25.1	85.9	150.7	180.9			11.8	18.5	25.8	94.1	158.5	169.8		
California	70.1	164.2	302.9	966.0	1,888.2	1,819.8	1,280.6	416.9	86.0	164.9	369.8	1,032.6	1,696.9	1,943.9	1,267.1	
Colorado	11.6	13.2	23.6	99.1	137.0	169.1		146.2	13.7	15.3	25.6	94.4	136.2	162.9		140.7
Connecticut	12.9	29.3	31.5	128.7	193.2	159.9	91.1	80.3	15.2	31.7	40.2	127.5	208.2	156.4	110.6	54.2
D.C. (2)	1.2	1.9	1.2	11.6	10.4	6.7	9.1	1.9	1.7	1.8	1.3	11.4	10.9	7.3	7.0	
Florida	94.3	326.9	125.5	1,070.8	1,392.5	1,437.2	689.2	1,699.3	122.9	373.8	138.4	1,095.3	1,492.1	1,368.6	477.6	1,549.6
Georgia	52.7	228.2	124.6	476.8	751.1	576.6	638.7	524.3	59.2	240.9	150.2	536.5	756.4	665.6	638.1	407.4
Idaho	4.0	5.3	10.8	50.2	56.3	38.8	15.5	52.2	4.2	5.7	10.4	53.3	56.4	30.8	20.6	48.0
Illinois	53.5	53.4	56.6	361.9	579.2	442.9	289.5	329.0	57.9	56.7	59.8	358.7	597.2	448.3	369.4	194.9
Indiana	26.9	39.2	21.0	255.8	277.0	263.0	127.1	223.5	30.5	42.0	24.9	280.6	292.0	271.8	118.8	216.7
Iowa	5.4	15.8	22.1	52.4	80.2	33.9	28.9	51.4	5.6	18.8	22.1	58.7	80.1	37.5	33.1	46.2
Kansas	8.6	26.6	3.4	41.5	41.6	35.0	19.3	22.2	10.1	30.0	4.5	44.6	45.6	35.9	28.1	14.7
Kentucky	16.8	26.9	43.0	231.1	240.5	198.0	82.2	75.6	16.1	28.2	51.9	241.5	233.8	217.6	89.9	61.7
Louisiana	40.5	44.2	32.3	74.8	58.5	66.5			36.8	47.7	28.3	73.5	67.5	57.9		
Maine	4.7	13.6	18.9	82.4	76.1	31.4	92.3		5.2	15.6	19.9	75.0	80.1	28.8	94.1	
Maryland	16.8	31.4	30.4	219.5	321.4	203.4	117.8	117.7	17.7	31.7	35.6	233.5	310.0	199.6	112.8	120.5
Massachusetts	47.4	187.6		554.8	1,459.5	481.2	447.6	766.8	49.5	200.9		589.5	1,457.3	468.9	413.5	856.1
Michigan	33.1	111.2		356.6	442.0	627.7	278.7	432.6	28.9	104.6		352.5	448.4	634.5	314.2	450.1
Minnesota	12.5	16.9	42.6	139.6	123.9	154.6		34.5	14.4	18.7	52.5	158.8	115.5	140.5		24.5
Mississippi	20.2	30.6	8.8	75.1	65.2	95.0			17.3	35.0	10.9	85.3	60.6	98.3		
Missouri	36.1	56.7	54.5	244.3	169.1	199.3	120.1	213.4	39.5	63.0	59.9	255.2	182.3	192.0	124.4	210.9
Montana	2.1	4.2	3.0	5.7					2.2	4.6	3.4	6.1	5.7	4.5	3.1	
Nebraska	6.8	6.8	12.2	24.8	19.9	18.2	11.4		7.4	8.2	14.8	24.8	21.7	21.5	11.6	
New Hampshire	5.0	13.7	14.3	52.7	87.3	44.0	80.8		5.9	15.5	16.0	58.7	85.2	44.8	88.5	
New Jersey	24.3	128.6	123.5	399.2	422.7	413.9	531.2		25.6	134.3	143.5	434.2	396.7	487.8	437.5	
New Mexico	5.3	7.3	11.9	25.3	27.0	15.4			5.1	7.8	15.0	20.9	24.6	16.2		
New York	198.1	286.9	114.6	626.8	1,122.0	1,096.4	895.0		215.6	301.4	137.7	690.7	1,137.6	969.0	921.6	
North Carolina	40.0	88.7	63.4	442.0	552.1	469.1	598.8	587.9	47.6	100.4	79.3	476.8	584.8	476.0	773.5	383.9
Ohio	74.1	139.5		412.1	554.7	515.6	286.5	447.6	83.4	140.7		443.7	552.3	513.9	239.7	410.0
Oklahoma	8.8	8.6	29.4	43.1	48.7	25.5	16.2	33.2	10.2	9.2	30.9	40.7	44.7	26.4	16.3	46.6
Oregon	7.2	24.4	10.1	39.2	45.9	35.1	12.6		9.2	24.8	11.6	38.2	46.4	29.5		
Pennsylvania	42.6	80.0	69.1	586.1	667.5	698.1	442.2	325.3	46.9	91.7	84.4	611.7	747.5	730.9	456.2	333.2
Rhode Island	3.8	8.7	1.7	34.0	33.2	19.8	12.8	6.5	3.9	8.3	3.2	36.8	32.3	16.3	14.4	5.3
South Carolina	32.3	51.5	54.6	225.7	869.6	358.7			33.3	57.7	47.7	241.3	904.5	322.8		
South Dakota	2.3	2.5	5.0	11.2	10.9	8.4	7.0		2.5	3.0	5.7	11.4	9.9	9.4	6.9	
Texas	53.3	152.7	165.7	1,066.4	1,405.2	1,505.2	366.5	1,719.5	70.1	181.4	193.1	1,119.9	1,491.8	1,552.6	369.5	1,666.2
Vermont	2.1	3.2	6.3	29.2	36.3	17.1	20.8		2.2	3.6	8.0	31.8	35.4	21.3	15.1	
Virginia	39.4	55.7	-0.2	251.7	249.9	226.0	144.3	310.7	41.9	60.9	20.0	265.6	287.1	223.4	162.0	253.1
Washington	15.1	36.6	40.7	183.4	135.1	106.8	145.0		14.1	49.2	37.1	193.1	121.9	112.4	136.6	
West Virginia	6.5	15.0	7.4	42.4	39.1	30.7	14.5		7.0	16.2	9.1	47.8	42.3	29.5	12.7	
Wisconsin	14.4	36.7	34.7	103.9	153.3	159.9	64.4	39.9	14.6	36.6	39.7	105.5	154.4	157.7	66.8	36.5
Total	1,173.1	2,640.3	1,772.7	10,338.7	15,262.2	13,179.5	8,097.9	8,870.9	1,303.0	2,855.4	2,061.4	10,915.6	15,467.6	13,293.5	8,080.4	7,732.1
% of Total	2%	4%	3%	17%	25%	21%	13%	14%	2%	5%	3%	18%	25%	22%	13%	13%

Canadian Lotteries' Unaudited Fiscal Year 2025 vs. 2024 Instant Sales by Price Point
(in C\$millions)

(in C\$millions)	FY25									FY24								
	\$1	\$2	\$3	\$4	\$5	\$7/8	\$10+	\$20	\$25+	\$1	\$2	\$3	\$4	\$5	\$7/8	\$10+	\$20	\$25+
Atlantic	2.6	14.0	22.9	23.1	92.4	3.0	62.7	17.1	32.9	2.7	14.8	28.1	25.9	79.0	10.9	55.6	16.4	34.5
BCLC	7.9	13.2	25.3		83.1		74.2	42.4	45.7	10.0	16.2	29.0		91.6		74.3	46.1	53.8
L-Quebec	-0.1	53.9	109.7	0.0	186.2		127.7	38.7	36.1	4.8	54.6	111.7	-0.3	178.6		117.6	41.2	61.0
OLG	0.0	23.2	224.8	36.7	346.8		430.4	129.6	380.2	0.0	19.7	243.7	45.7	374.6		431.2	144.8	365.0
Total	10.3	104.3	382.7	59.9	708.3	3.0	695.0	227.9	495.0	17.5	105.4	412.6	71.3	723.8	10.9	678.8	248.4	514.3
% of Total	0%	4%	14%	2%	26%	0%	26%	8%	18%	1%	4%	15%	3%	26%	0%	24%	9%	18%

U.S. lotteries ranked by unaud. FY25 trad. sales
(in US\$) Excludes VLT & eInstant revenue

Rank		Pop. (M)	Total (SM)
1	Florida	23.4	9,132.9
2	California	39.4	8,949.1
3	Texas	31.3	7,912.3
4	New York	19.9	7,812.0
5	Massachusetts	7.1	5,936.5
6	Georgia	11.2	5,143.0
7	Michigan	10.1	4,533.7
8	Ohio	11.9	4,376.3
9	Pennsylvania	13.1	4,360.5
10	North Carolina	11.0	3,987.7
11	Illinois	12.7	3,755.9
12	New Jersey	9.5	3,514.3
13	Maryland	6.3	2,616.0
14	Virginia	8.8	2,387.2
15	South Carolina	5.5	2,299.8
16	Indiana	6.9	1,605.9
17	Missouri	6.2	1,482.6
18	Arizona	7.6	1,403.4
19	Kentucky	4.6	1,357.4
20	Connecticut	3.7	1,331.7
21	Washington	8.0	937.2
22	Wisconsin	6.0	861.8
23	Colorado	6.0	827.9
24	Minnesota	5.8	708.3
25	Louisiana	4.6	581.2
26	Arkansas	3.1	578.0
27	New Hampshire	1.4	468.7
28	Mississippi	2.9	444.4
29	Iowa	3.2	434.9
30	Oregon	4.3	431.8
31	Maine	1.4	408.1
32	Idaho	2.0	401.7
33	Kansas	3.0	316.1
34	Oklahoma	4.1	305.1
35	Rhode Island	1.1	284.4
36	Delaware	1.1	224.8
37	West Virginia	1.8	222.2
38	Nebraska	2.0	185.0
39	D.C.	0.7	169.9
40	Vermont	0.6	155.5
41	New Mexico	2.1	148.9
42	Montana	1.1	83.8
43	South Dakota	0.9	72.6
44	Wyoming	0.6	28.8
45	North Dakota	0.8	26.9

C. lotteries ranked by unaud. FY25 trad. sales
(in C\$) Excludes VLT & eInstant revenue

Rank		Pop. (M)	Total (CSM)
1	OLG	16.2	4,460.0
2	Loto-Quebec	9.1	2,331.2
3	WCLC	7.8	1,559.7
4	BCLC	5.7	1,378.9
5	Atlantic	2.7	774.6

U.S. lotteries ranked by unaud. FY25 trad. PC
(in US\$) Excludes VLT & eInstant revenue

Rank		Pop. (M)	PC Sales
1	Massachusetts	7.1	\$832
2	Georgia	11.2	\$460
3	Michigan	10.1	\$447
4	South Carolina	5.5	\$420
5	Maryland	6.3	\$418
6	New York	19.9	\$393
7	Florida	23.4	\$391
8	New Jersey	9.5	\$370
9	Ohio	11.9	\$368
10	Connecticut	3.7	\$362
11	North Carolina	11.0	\$361
12	Pennsylvania	13.1	\$333
13	New Hampshire	1.4	\$333
14	Kentucky	4.6	\$296
15	Illinois	12.7	\$296
16	Maine	1.4	\$290
17	Virginia	8.8	\$271
18	Rhode Island	1.1	\$256
19	Texas	31.3	\$253
20	D.C.	0.7	\$242
21	Vermont	0.6	\$240
22	Missouri	6.2	\$237
23	Indiana	6.9	\$232
24	California	39.4	\$227
25	Delaware	1.1	\$214
26	Idaho	2.0	\$201
27	Arkansas	3.1	\$187
28	Arizona	7.6	\$185
29	Mississippi	2.9	\$151
30	Wisconsin	6.0	\$145
31	Colorado	6.0	\$139
32	Iowa	3.2	\$134
33	Louisiana	4.6	\$126
34	West Virginia	1.8	\$126
35	Minnesota	5.8	\$122
36	Washington	8.0	\$118
37	Kansas	3.0	\$106
38	Oregon	4.3	\$101
39	Nebraska	2.0	\$92
40	South Dakota	0.9	\$78
41	Oklahoma	4.1	\$75
42	Montana	1.1	\$74
43	New Mexico	2.1	\$70
44	Wyoming	0.6	\$49
45	North Dakota	0.8	\$34

C. lotteries ranked by unaud. FY25 trad. PC
(in C\$) Excludes VLT & eInstant revenue

Rank		Pop. (M)	PC Sales
1	Atlantic	2.7	\$291
2	OLG	16.2	\$276
3	Loto-Quebec	9.1	\$256
4	BCLC	5.7	\$241
5	WCLC	7.8	\$200

U.S. lotteries ranked by FY25 % chg. trad.
(in US\$) Excludes VLT & eInstant revenue

Rank		Total (SM)	% Chg.
1	Illinois	3,755.9	-2.6%
2	Florida	9,132.9	-3.0%
3	Massachusetts	5,936.5	-3.2%
4	Maine	408.1	-3.2%
5	California	8,949.1	-3.5%
6	South Carolina	2,299.8	-3.6%
7	Maryland	2,616.0	-3.7%
8	Ohio	4,376.3	-3.7%
9	Georgia	5,143.0	-4.0%
10	Michigan	4,533.7	-4.5%
11	New York	7,812.0	-4.7%
12	Idaho	401.7	-4.7%
13	Texas	7,912.3	-5.7%
14	Arkansas	578.0	-5.7%
15	D.C.	169.9	-5.8%
16	Connecticut	1,331.7	-5.9%
17	North Carolina	3,987.7	-6.0%
18	Oregon	431.8	-6.3%
19	Mississippi	444.4	-7.0%
20	Kentucky	1,357.4	-7.2%
21	Rhode Island	284.4	-7.4%
22	Missouri	1,482.6	-7.7%
23	Vermont	155.5	-7.8%
24	Indiana	1,605.9	-7.9%
25	New Jersey	3,514.3	-8.0%
26	Colorado	827.9	-8.1%
27	Arizona	1,403.4	-8.2%
28	Minnesota	708.3	-8.7%
29	Virginia	2,387.2	-8.8%
30	Washington	937.2	-8.9%
31	Louisiana	581.2	-9.1%
32	Montana	83.8	-9.4%
33	Wisconsin	861.8	-9.7%
34	Kansas	316.1	-10.0%
35	New Hampshire	468.7	-10.0%
36	Pennsylvania	4,360.5	-10.3%
37	Delaware	224.8	-10.6%
38	Iowa	434.9	-11.2%
39	New Mexico	148.9	-12.5%
40	West Virginia	222.2	-13.9%
41	Oklahoma	305.1	-14.0%
42	Nebraska	185.0	-16.2%
43	South Dakota	72.6	-16.3%
44	Wyoming	28.8	-29.9%
45	North Dakota	26.9	-32.9%

C. lotteries ranked by % chg. FY25 trad.
sales (in C\$) Excludes VLT revenue

Rank		Total (CSM)	% Chg.
1	WCLC	1,559.7	4.6%
2	Loto-Quebec	2,331.2	2.6%
3	Atlantic	774.6	1.9%
4	OLG	4,460.0	-0.1%
5	BCLC	1,378.9	-5.1%

U.S. lotteries ranked by unaud. FY25 instant sales (in US\$)

Rank		Pop. (M)	Instant (\$M)
1	California	39.4	6,908.8
2	Florida	23.4	6,835.8
3	Texas	31.3	6,434.4
4	New York	19.9	4,339.8
5	Massachusetts	7.1	3,956.0
6	Georgia	11.2	3,373.0
7	Pennsylvania	13.1	2,911.0
8	North Carolina	11.0	2,842.0
9	Ohio	11.9	2,429.8
10	Michigan	10.1	2,282.0
11	Illinois	12.7	2,165.6
12	New Jersey	9.5	2,043.5
13	South Carolina	5.5	1,592.5
14	Virginia	8.8	1,277.5
15	Indiana	6.9	1,229.8
16	Missouri	6.2	1,093.4
17	Maryland	6.3	1,058.4
18	Arizona	7.6	1,036.6
19	Kentucky	4.6	914.2
20	Connecticut	3.7	727.0
21	Washington	8.0	662.7
22	Wisconsin	6.0	607.1
23	Colorado	6.0	599.7
24	Minnesota	5.8	524.5
25	Arkansas	3.1	469.5
26	Maine	1.4	319.3
27	Louisiana	4.6	316.7
28	New Hampshire	1.4	297.7
29	Mississippi	2.9	294.9
30	Iowa	3.2	290.1
31	Idaho	2.0	233.0
32	Oklahoma	4.1	213.3
33	Kansas	3.0	206.4
34	Oregon	4.3	174.5
35	West Virginia	1.8	155.6
36	Rhode Island	1.1	120.4
37	Vermont	0.6	114.9
38	Delaware	1.1	114.0
39	Nebraska	2.0	100.0
40	New Mexico	2.1	92.2
41	South Dakota	0.9	47.4
42	D.C.	0.7	43.8
43	Montana	1.1	30.1

C. lotteries ranked by unaud. FY25 instant sales (in C\$)

Rank		Pop. (M)	Instant (C\$M)
1	OLG	16.2	1,571.8
2	Loto-Quebec	9.1	550.2
3	WCLC	7.8	348.1
4	BCLC	5.7	291.7
5	Atlantic	2.7	270.7

U.S. lotteries ranked by unaud. FY25 instant PC (in US\$)

Rank		Pop. (M)	PC Sales
1	Massachusetts	7.1	\$554
2	Georgia	11.2	\$302
3	Florida	23.4	\$292
4	South Carolina	5.5	\$291
5	North Carolina	11.0	\$257
6	Maine	1.4	\$227
7	Michigan	10.1	\$225
8	Pennsylvania	13.1	\$223
9	New York	19.9	\$218
10	New Jersey	9.5	\$215
11	New Hampshire	1.4	\$211
12	Texas	31.3	\$206
13	Ohio	11.9	\$204
14	Kentucky	4.6	\$199
15	Connecticut	3.7	\$198
16	Indiana	6.9	\$178
17	Vermont	0.6	\$177
18	California	39.4	\$175
19	Missouri	6.2	\$175
20	Illinois	12.7	\$170
21	Maryland	6.3	\$169
22	Arkansas	3.1	\$152
23	Virginia	8.8	\$145
24	Arizona	7.6	\$137
25	Idaho	2.0	\$116
26	Delaware	1.1	\$108
27	Rhode Island	1.1	\$108
28	Wisconsin	6.0	\$102
29	Colorado	6.0	\$101
30	Mississippi	2.9	\$100
31	Minnesota	5.8	\$91
32	Iowa	3.2	\$89
33	West Virginia	1.8	\$88
34	Washington	8.0	\$83
35	Kansas	3.0	\$69
36	Louisiana	4.6	\$69
37	D.C.	0.7	\$62
38	Oklahoma	4.1	\$52
39	South Dakota	0.9	\$51
40	Nebraska	2.0	\$50
41	New Mexico	2.1	\$43
42	Oregon	4.3	\$41
43	Montana	1.1	\$26

C. lotteries ranked by unaud. FY25 instant PC (in C\$)

Rank		Pop. (M)	PC Sales
1	Atlantic	2.7	\$102
2	OLG	16.2	\$97
3	Loto-Quebec	9.1	\$60
4	BCLC	5.7	\$51
5	WCLC	7.8	\$45

U.S. lotteries ranked by unaud. FY25 % chg. instant (in US\$)

Rank		Instant (\$M)	% Chg.
1	Oregon	174.5	9.3%
2	California	6,908.8	5.3%
3	D.C.	43.8	3.8%
4	Florida	6,835.8	3.3%
5	New Mexico	92.2	3.0%
6	Montana	30.1	2.5%
7	Delaware	114.0	2.4%
8	Ohio	2,429.8	1.9%
9	Colorado	599.7	1.9%
10	Louisiana	316.7	1.6%
11	Idaho	233.0	1.6%
12	Illinois	2,165.6	1.1%
13	Arizona	1,036.6	0.3%
14	Maine	319.3	0.2%
15	Rhode Island	120.4	-0.1%
16	Minnesota	524.5	-0.1%
17	Washington	662.7	-0.3%
18	Maryland	1,058.4	-0.3%
19	Wisconsin	607.1	-0.7%
20	New York	4,339.8	-0.8%
21	New Jersey	2,043.5	-0.8%
22	South Carolina	1,592.5	-0.9%
23	Massachusetts	3,956.0	-1.4%
24	Arkansas	469.5	-1.9%
25	Vermont	114.9	-2.0%
26	Michigan	2,282.0	-2.2%
27	Connecticut	727.0	-2.3%
28	Georgia	3,373.0	-2.4%
29	South Dakota	47.4	-2.6%
30	North Carolina	2,842.0	-2.7%
31	Virginia	1,277.5	-2.8%
32	Kentucky	914.2	-2.8%
33	Missouri	1,093.4	-3.0%
34	Texas	6,434.4	-3.2%
35	Kansas	206.4	-3.7%
36	Indiana	1,229.8	-3.9%
37	Iowa	290.1	-4.0%
38	Mississippi	294.9	-4.1%
39	Oklahoma	213.3	-5.2%
40	New Hampshire	297.7	-5.4%
41	West Virginia	155.6	-5.5%
42	Pennsylvania	2,911.0	-6.2%
43	Nebraska	100.0	-9.1%

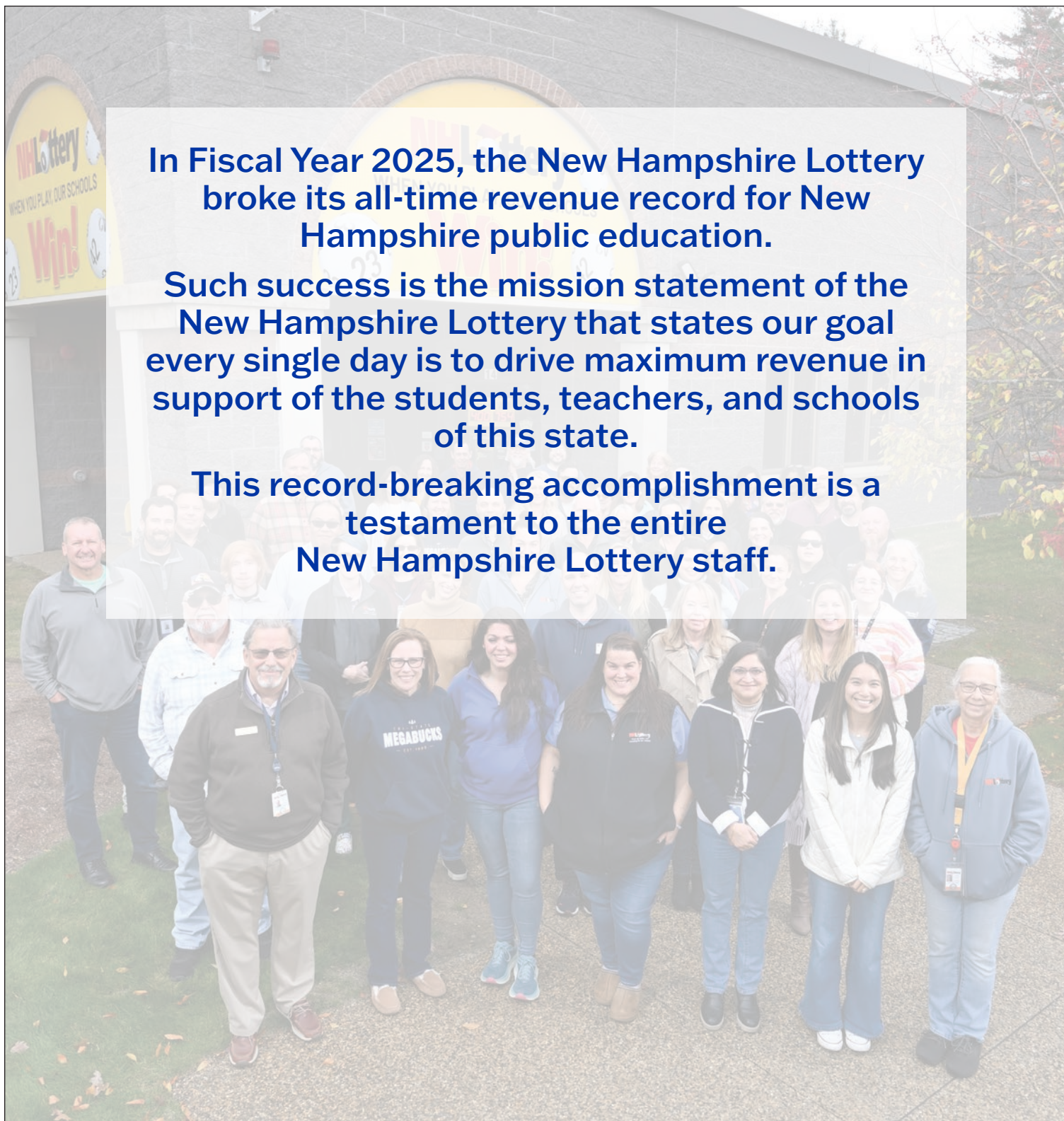
C. lotteries ranked by unaud. % chg. FY25 instant (in C\$)

Rank		Instant (C\$M)	% Chg.
1	Atlantic	270.7	1.0%
2	Loto-Quebec	550.2	-4.7%
3	OLG	1571.8	-3.3%
4	WCLC	348.1	-4.3%
5	BCLC	291.7	-9.1%

In Fiscal Year 2025, the New Hampshire Lottery broke its all-time revenue record for New Hampshire public education.

Such success is the mission statement of the New Hampshire Lottery that states our goal every single day is to drive maximum revenue in support of the students, teachers, and schools of this state.

This record-breaking accomplishment is a testament to the entire New Hampshire Lottery staff.



Over \$3 Billion and Counting for our Schools

nhlottery.com • 603-271-3391
14 Integra Drive • Concord, NH 03301

nhlottery.com/About-Us/Financial-Reports