

# ***Georgia Lottery Corporation***

*Management's Discussion and Analysis for the  
Years Ended June 30, 2025 and 2024, Financial  
Statements as of and for the Years Ended June 30,  
2025 and 2024, and Independent Auditor's Report*

# GEORGIA LOTTERY CORPORATION

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## INDEPENDENT AUDITOR'S REPORT

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**The Board of Directors  
of the Georgia Lottery Corporation**

### ***Opinions***

We have audited the accompanying financial statements of the **Georgia Lottery Corporation** (the "GLC"), a component unit of the State of Georgia, as of and for the fiscal years ended June 30, 2025 and 2024, and the related notes to the financial statements, which collectively comprise the GLC's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Georgia Lottery Corporation as of June 30, 2025 and 2024, and the changes in its financial position and its cash flows for the fiscal years then ended in accordance with accounting principles generally accepted in the United States of America.

### ***Basis for Opinions***

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. 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 GLC, 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 opinions.

### ***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 GLC'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.

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### ***Auditor's Responsibility***

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 opinions. 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 generally accepted 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 generally accepted 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 GLC'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 GLC'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.

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***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis, Schedule of Proportionate Share of the Net Pension Liability, and Schedule of Contributions, as presented in the table of contents, 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 auditing standards generally accepted in the United States of America, 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.

*Mauldin & Jenkins, LLC*

Atlanta, Georgia  
October 6, 2025

## Management's Discussion and Analysis

As management of the Georgia Lottery Corporation (the "GLC"), we offer readers of the GLC's financial statements this narrative overview and analysis of the financial activities for the fiscal years ended June 30, 2025 and June 30, 2024. We encourage readers to consider the information presented here in conjunction with the financial statements, which begin on page 19.

### **Financial Highlights**

The GLC had another successful year of profits in fiscal year 2025, returning \$1.471 billion for education. This represents a decrease of \$19.4 million compared to the prior year. For fiscal year 2024, the GLC returned \$1.491 billion for education. This represents an increase of \$42.4 million compared to the prior year. Gross ticket sales were \$6.023 billion in fiscal year 2025 compared to \$6.004 billion in 2024. Gross ticket sales were \$6.004 billion in fiscal year 2024 compared to \$6.137 billion in 2023. Other significant financial highlights include the following:

- For fiscal year 2025, gross tickets sales increased by \$18.5 million, or 0.3% as compared to 2024. For fiscal year 2024, gross tickets sales decreased by \$132.8 million, or 2.2% as compared to 2023.
- Prize expense increased by \$118.8 million, or 3.1% during fiscal year 2025 and decreased by \$54.4 million, or 1.4% during fiscal year 2024. This expense usually increases or decreases in direct proportion to ticket sales and represented approximately 65.0% of gross ticket sales in fiscal year 2025 and 63.3% of gross ticket sales in fiscal year 2024.
- Direct gaming expenses, which include retailer commissions, contractor fees, advertising, retailer merchandising and marketing, and gaming equipment increased \$5.2 million in fiscal year 2025, from \$496.9 million to \$502.1 million. These expenses also fluctuate in proportion to ticket sales and represented approximately 8.3% of gross ticket sales in 2025. Gaming expenses decreased \$14.4 million in fiscal year 2024, from \$511.3 million to \$496.9 million. These expenses represented approximately 8.3% of gross ticket sales in 2024.
- Fiscal year 2025 operating expenses increased \$1.5 million above 2024 expenses, from \$59.9 million to \$61.4 million. Fiscal year 2024 operating expenses increased \$2.8 million above 2023 expenses, from \$57.1 million to \$59.9 million. Operating expenses were approximately 1.0% of gross ticket sales for fiscal year 2025 and 0.9% in 2024.
- Nonoperating expenses, net of revenues, decreased \$23.4 million in 2025 as compared to 2024. Nonoperating expenses, net of revenues, decreased \$35.5 million in 2024 as compared to 2023.
- In fiscal year 2025, the Coin Operated Amusement Machines (COAM) line of business contributed \$217.0 million in revenues from centralized monitoring operations, licensing fees, fines, penalties, and processing fees. This represents an increase of \$50.2 million or 30.1% above 2024. COAM returned \$192.9 million to the Lottery for Education Account in fiscal year 2025, an increase of \$51.5 million or 36.4% above 2024. In fiscal year 2024, the Coin Operated Amusement Machines (COAM) line of business contributed \$166.8 million in revenues from centralized monitoring operations, licensing fees, fines, penalties, and processing fees. This represents an increase of \$7.6 million or 4.8% above 2023. COAM returned \$141.4 million to the Lottery for Education Account in fiscal year 2024, an increase of \$8.0 million or 6.0% above 2023.

### **Overview of the Financial Statements**

The GLC is accounted for as an enterprise fund, reporting transactions using the accrual basis of accounting

similar to a business entity. This discussion and analysis is intended to serve as an introduction to the GLC's basic financial statements, along with the notes to the financial statements. The statements of net position on page 19, the statements of revenues, expenses, and changes in net position on page 20, and the statements of cash flows on pages 21 and 22 report the GLC's net position and changes therein. The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements. The notes to the financial statements begin on page 23 of this report.

The GLC pays its net proceeds each fiscal year to the General Fund of the state treasury for credit to the Lottery for Education Account. As a result, the GLC's net position consists of funds invested in capital assets and unrestricted net position. Unrestricted net position normally results from the inclusion of capital costs in the determination of net proceeds (as required by the Georgia Lottery for Education Act) and the cumulative effect of periodic adjustments to recognize the fair value of grand prize investments which are held to fund future grand prize payments. The GLC expects to hold these investments to maturity to meet our future grand prize winner obligations and, therefore, will not realize any gains or losses related to the current value of these investments for distribution as net proceeds. The reader of these financial statements should review the assets, deferred inflows and outflows of resources and liabilities in the statements of net position and the operating revenues and expenses and the payment to and due to Lottery for Education Account in the statements of revenues, expenses, and changes in net position to assess the GLC's financial position as of June 30, 2025 and 2024, and the results of its operations for the years then ended.

## ***Financial Analysis***

### **Assets**

At the end of fiscal year 2025, total assets were \$734.4 million compared to \$748.3 million at the end of fiscal year 2024, representing a decrease of \$13.9 million. At the end of fiscal year 2024, total assets were \$748.3 million compared to \$731.2 million at the end of fiscal year 2023, representing an increase of \$17.1 million.

Current assets were \$551.3 million in 2025 compared to \$554.1 million in 2024, representing a decrease of \$2.8 million. This decrease was due to increases of \$10.7 million in prepaids & other assets, \$6.1 million in net retailer receivables, and \$0.4 million in other current assets offset by a decrease of \$20.0 million in cash. The change in retailer receivables is due to the timing of the accounting week compared to the previous year. The increase in prepaid assets is attributable to increases in cost of special printing of scratcher tickets. The decrease in cash is attributable to a decrease in cash generated by net operating income.

Current assets were \$554.1 million in 2024 compared to \$531.6 million in 2023, representing an increase of \$22.5 million. This increase was due to increases of \$19.3 million in net retailer receivables, \$2.2 million in prepaids & other assets, \$0.8 million escrow holdings, and increases of \$0.1 million each in cash and fidelity funds. The change in retailer receivables is due to the timing of EFT sweeps compared to the previous year. The increase in prepaid assets is attributable to increases in prepaid vendor fees related to special printing of scratcher tickets.

Noncurrent assets decreased by \$11.0 million from \$194.1 million in 2024 to \$183.1 million in 2025. The GLC experienced a decrease of \$6.9 million in grand prize investments. The decrease represents the net effect of maturities used to fund prize payments of \$26.2 million, net purchases to fund new prize payments of \$11.0 million, accrued interest earned on current-year maturities of \$4.1 million and a decrease of \$4.2 million in the fair value of investments. Net capital assets decreased by \$3.7 million from \$36.9 million in 2024 to \$33.2 million in 2025. Capital purchases consisted of \$0.6 million for new vehicles, \$0.2 million for computer equipment, and \$0.1 million for leasehold improvements. The GLC follows GASB 96 guidance. GASB 96 requires governments to recognize an intangible, right-to-use asset and corresponding subscription liability at the commencement of the subscription term. The liability should be measured as the present value of the future

payments. The standard applies to all subscription agreements longer than twelve months. The GLC had no material qualifying agreements. Deferred outflows of resources was flat in 2025 compared to 2024.

Noncurrent assets decreased by \$5.4 million from \$199.5 million in 2023 to \$194.1 million in 2024. The GLC experienced a decrease of \$2.0 million in grand prize investments. The decrease represents the net effect of maturities used to fund prize payments of \$21.7 million, net purchases to fund new prize payments of \$16.6 million, accrued interest earned on current-year maturities of \$4.5 million and a decrease of \$1.4 million in the fair value of investments. Net capital assets decreased by \$3.0 million from \$39.9 million in 2023 to \$36.9 million in 2024. Capital purchases consisted of \$1.0 million for the airport concourse B space, \$0.8 million for new vehicles, and \$0.3 million for software. The GLC follows GASB 96 guidance. GASB 96 requires governments to recognize an intangible, right-to-use asset and corresponding subscription liability at the commencement of the subscription term. The liability should be measured as the present value of the future payments. The standard applies to all subscription agreements longer than twelve months. The GLC had no material qualifying agreements. Deferred outflows of resources decreased by \$0.1 million in 2024 compared to 2023.

### **Liabilities**

Total liabilities at the end of fiscal year 2025 were \$721.9 million compared to \$740.2 million at the end of fiscal year 2024 representing a decrease of \$18.3 million. Total liabilities at the end of fiscal year 2024 were \$740.2 million compared to \$722.3 million at the end of fiscal year 2023 representing an increase of \$17.9 million.

Current liabilities decreased from \$552.6 million in 2024 to \$542.2 million in 2025, a decrease of \$10.4 million. The change is attributable to increases of \$9.8 million for accounts payable and accrued liabilities, \$3.4 million in funds due to the Lottery for Education, and \$0.4 million in other liability accounts. These increases were offset by a net decrease of \$24.1 million for prizes won and due to winners not yet claimed and the current portion of the annuity prize liability.

Current liabilities increased from \$533.2 million in 2023 to \$552.6 million in 2024, an increase of \$19.4 million. The change is attributable to increases of \$10.4 million in funds due to the Lottery for Education, \$6.3 million for accounts payable and accrued liabilities, \$2.3 million in the current portion of long-term leases payable, \$0.8 million in retailer escrow holdings, and \$0.1 million in fidelity funds. These increases were offset by a net decrease of \$0.5 million for prizes won and due to winners not yet claimed and the current portion of the annuity prize liability.

Noncurrent liabilities decreased \$7.9 million from \$187.6 million in 2024 to \$179.7 million in 2025. The decrease was due to decreases of \$6.0 million for grand prizes payable (which represents the amount to be paid to grand prize winners over future years) and \$1.9 million in lease liability.

Noncurrent liabilities decreased \$1.4 million from \$189.0 million in 2023 to \$187.6 million in 2024. The decrease was due to decreases of \$1.7 million in lease liability and \$0.1 million in pension liability offset by increases of \$0.2 million in the long-term portion of compensated absences and \$0.1 million for grand prizes payable (which represents the amount to be paid to grand prize winners over future years).

### **Deferred Inflows and Outflows of Resources**

Deferred inflows of resources increased by \$0.3 million in 2025 compared to 2024. The deferred outflows are related to pensions. Deferred outflows were flat in 2025 compared to 2024. COAM licensing renewal fees for 2026, 2027, and 2028 received in 2025 were \$15.5 million.

Deferred inflows of resources increased by \$0.4 million in 2024 compared to 2023. The deferred outflows are related to pensions. Deferred outflows were flat in 2024 compared to 2023. COAM licensing renewal fees for 2025, 2026, and 2027 received in 2024 were \$14.9 million.

### **Net Position and Changes in Net Position**

Net position increased \$4.2 million in 2025 from a deficit balance of \$10.7 million in fiscal year 2024, to an end of year deficit balance of \$6.5 million. This increase reflects a favorable change in the fair market value of grand prize investments held by the GLC for the funding of future grand prize payments. Accounting principles generally accepted in the United States of America require the GLC to record its grand prize investments at fair value, and the change in the fair value is recorded as non-operating revenue (expense) annually. The GLC classifies the decreases and increases in fair value as unrealized, due to the investments generally being held to maturity to fund future prize obligations. Inclusion of capital costs in the determination of net proceeds is required by the Georgia Lottery for Education Act.

Net position decreased \$1.3 million in 2024 from a deficit balance of \$9.4 million in fiscal year 2023, to an end of year deficit balance of \$10.7 million. This reduction reflects an unfavorable change in the fair market value of grand prize investments held by the GLC for the funding of future grand prize payments.

### **Sales**

Total lottery ticket sales for fiscal year 2025 were \$6.023 billion as compared to \$6.004 billion in 2024. This represents an increase of \$18.5 million. Scratcher game sales decreased by \$81.3 million, Diggi (e-Instant) game sales increased by \$230.9 million, and sales of draw games decreased by \$131.1 million. Total product sales in the interactive channel grew \$197.4 million in 2025, from \$912.9 million to \$1.110 billion. Average weekly gross ticket sales for fiscal year 2025 were \$115.8 million versus \$115.5 million in 2024.

Gross scratcher ticket sales decreased \$81.3 million during fiscal year 2025, from \$3.454 billion in 2024 to \$3.373 billion. This represented a 2.4 % decrease in ticket sales in 2025 versus 2024. Scratcher sales decreased across all price points except the \$25 and \$50 games.

Scratcher tickets at the \$1, \$2, and \$3 price points generated approximately \$52.7 million, \$228.2 million, \$124.6 million in sales, respectively in fiscal year 2025 for a net decrease of \$44.8 million or 9.9% compared to 2024. The overall decrease in these aggregate price points was due to decreases of \$6.5 million in \$1 games \$12.7 million in \$2 games, and \$25.6 million in \$3 games. Some of the most successful scratcher games at the lower price points, included *\$1 Junior Jumbo Bucks*, *\$1 5X The Money*, *\$2 Jumbo Bucks Classic*, *\$2 10X The Money*, *\$3 Cherry*, *Orange*, *Lemon Tripler* and *\$3 Jumbo Bucks Crossword*. *Jumbo Bucks Classic* was the top selling game in this group, contributing \$54 million.

Ticket sales at the \$5 price point totaled \$476.8 million in fiscal year 2025. Total sales decreased by \$59.7 million or 11.1 % below 2024. The most successful \$5 scratcher games during the period included *20X The Money* and *Giant Jumbo Bucks*, contributing \$65 million and \$63 million in revenue, respectively.

Scratcher games at the \$10 price point provided approximately \$751.1 million in revenue, a decrease of \$3.5 million or 0.5% compared to 2024 but continues to be the top selling scratcher game segment. The top selling games at this price point included *50X The Money* and *Win Either \$50 or \$100*, contributing \$135 million and \$72 million in revenue, respectively. Ten new games collectively contributed \$326 million.

Ticket sales at the \$15 price point totaled \$19 thousand in fiscal year 2025. Total sales decreased by \$1.7 million or 98.9% below 2024. The GLC only offered one game at this price point.

The \$20 price point category contributed \$576.6 million in ticket revenue, a decrease of \$89.0 million or 13.4% in 2025, making it the second highest selling scratcher game segment. The top games at this price point included *100X The Money*, *\$100*, *\$200*, *\$300* and *\$1000 Cash!*, and *\$2,500,000 Cash Multiplier*, which contributed \$136 million, \$56 million, and \$56 million respectively. Six new games contributed \$235 million.

In fiscal year 2025, the \$25 category increased by \$21.3 million or 15.9% to \$154.9 million compared to 2024. *200X The Money* was the top seller in 2025, contributing \$66.2 million. One new game, *Super-Sized Bucks Power 25X* was launched in 2025 contributing \$54 million.

In fiscal year 2025, the \$30 category generated \$483.8 million in sales. This represented a decrease of \$20.7 million or 4.1% below the previous year. The *2<sup>nd</sup> Edition Billionaire Club \$30* game was the leading seller at this price point, generating \$130 million in sales. Three new games were offered in 2025, *Max the Money*, *\$3,000 Festive Frenzy*, and *Millionaire Maker*, contributing \$116 million, \$105 million and \$30 million in sales, respectively. Six games were offered during the period.

In fiscal year 2025, the \$50 category generated \$524.3 million in sales making it the third highest selling scratcher segment. This represented an increase of \$116.9 million or 28.7% above the previous year. The GLC offered three games at this price point. *500X The Money* contributed \$359 million during the year, making it the highest selling game in the scratcher category. The GLC launched *Jumbo Bucks Extravaganza* which contributed \$115 million, and *Ultimate \$5 Million* contributed \$50 million.

The GLC continues to offer popular families of scratcher games in fiscal year 2025. Each of these families demonstrated strong player appeal. The *X The Money* family includes *\$1 5X The Money*, *\$2 10X The Money*, *\$3 15X The Money*, *\$5 20X The Money*, *\$10 50X The Money*, *\$20 100X The Money*, *\$25 200X The Money*, and *\$30 Super Max The Money* and contributed approximately \$409 million in 2025. The *Jumbo Bucks* family includes *\$1 Jr. Jumbo Bucks*, *\$2 Jumbo Bucks Classic*, *\$5 Giant Jumbo Bucks*, *\$10 Jumbo Jumbo Bucks*, *\$20 Millionaire Jumbo Bucks*, *Jumbo Bucks* and *\$30 Mega Jumbo Bucks* games and contributed approximately \$249 million in 2025. Two new families of games were offered in 2025. The *Jumbo Cash* family includes the *\$2 \$50,000 Jumbo Cash*, *\$3 \$100,000 Jumbo Cash Cashword*, *\$5 \$500,000 Jumbo Cash*, and *\$10 \$1,000,000 Jumbo Cash* and contributed \$90 million. The *Overload* family includes the *\$2 \$500 Overload*, *\$5 \$1,000 Overload*, *\$10 \$2,000 Overload*, and *\$20 \$3,000 Overload* and contributed \$62 million.

Gross scratcher ticket sales decreased \$239.9 million during fiscal year 2024, from \$3.694 billion in 2023 to \$3.454 billion. This represented a 6.5% decrease in ticket sales in 2024 versus 2023.

Scratcher tickets at the \$1, \$2, and \$3 price points generated approximately \$59.2 million, \$240.9 million, and \$150.2 million in sales, respectively in fiscal year 2024 for a net decrease of \$54.0 million or 10.7% compared to 2023. The overall decrease in these aggregate price points was due to decreases of \$28.8 million in \$1 games, \$18.9 million in \$2 games, and \$6.3 million in \$3 games. Some of our most successful scratcher games at the lower price points, included *\$2 Jumbo Bucks Classic*, *\$2 10X The Money*, *\$3 Jumbo Bucks CROSSWORD*, *\$3 Cherry, Orange, Lemon Tripler*, *\$1 Junior Jumbo Bucks*, and *\$1 5X The Money*. *\$2 Jumbo Bucks Classic* was the top selling game in this group, contributing \$55 million.

Ticket sales at the \$5 price point totaled \$536.5 million in fiscal year 2024, making it the third largest scratcher segment. Total sales decreased by \$24.2 million or 4.3% below 2023. The most successful \$5 scratcher games during the period included *20X The Money* and *Giant Jumbo Bucks*, contributing \$64 million and \$61 million in revenue, respectively.

Scratcher games at the \$10 price point provided approximately \$754.6 million in revenue, a decrease of \$42.9 million or 5.4% in 2023 but continues to be the top selling scratcher game segment. The top selling

games at this price point included *50X The Money* and *\$600 Blowout*, contributing \$142 million and \$73 million in revenue, respectively. Twelve new games collectively contributed \$404 million.

Ticket sales at the \$15 price point totaled \$1.7 million in fiscal year 2024. Total sales decreased by \$6.2 million or 78.2% below 2023. The GLC only offered one game at this price point.

The \$20 price point category contributed \$665.6 million in ticket revenue, an increase of \$39.2 million or 6.3% in 2024, making it the second largest segment in terms of overall scratcher sales. The top games at this price point included *100X The Money*, *\$100*, *\$200 & \$300 Cash Out*, *Blazing Hot 7s*, and *Millionaire Jumbo Bucks*, which contributed \$155 million, \$72 million, \$62 million, and \$61 million respectively. Seven new games contributed \$329 million during the period.

In fiscal year 2024, the \$25 category decreased by \$87.8 million or 39.6% to \$133.6 million compared to 2023. *200X The Money* was the top seller in 2024, contributing \$41 million. One new game, *Sizzling Hot \$500,000*, was launched in 2024 contributing \$39 million, making it the number 2 selling game for the price point.

In fiscal year 2024, the \$30 category generated \$504.5 million in sales. This represented a decrease of \$225.9 million or 30.9% below the previous year. The *2<sup>nd</sup> Edition Billionaire Club \$30* game was the leading seller at this price point, generating \$179 million in sales. Two additional new games were offered, *Titanium 7s* and *\$3 Million Xtreme Tripler*, contributing \$108 million and \$37 million in sales, respectively. Six games were offered during the period.

In fiscal year 2024, the \$50 category generated \$407.4 million in sales. This represented an increase of \$162.0 million or 66.1% above the previous year. The GLC offered two games at this price point. The *Ultimate \$5 Million* game contributed \$240 million during the year, making it the top seller in the scratcher category. The GLC also launched *500X The Money* which contributed \$167 million in 2024.

The GLC continues to offer popular families of scratcher games in fiscal year 2024. Each of these families demonstrated strong player appeal. The *X The Money* family includes \$1 *5X The Money*, \$2 *10X The Money*, \$3 *15X The Money*, \$5 *20X The Money*, \$10 *50X The Money*, and \$20 *100X The Money*, and contributed approximately \$440 million in 2024. The *Jumbo Bucks* family includes \$1 *Jr. Jumbo Bucks*, \$2 *Jumbo Bucks Classic*, \$5 *Giant Jumbo Bucks*, \$10 *Jumbo Jumbo Bucks*, \$20 *Millionaire Jumbo Bucks*, and \$30 *Mega Jumbo Bucks* games and contributed approximately \$241 million in 2024. Three new family of games were offered in 2024. The *X the Cash* family was offered at the \$2, \$3, \$5, \$10, and \$20 price points and contributed \$150 million. The *Hot 7's* family was offered at the \$2, \$3, \$5, and \$20 price points and contributed \$103 million. The *Cash Craze* family was offered at the \$3, \$5, \$10, and \$20 price points and contributed \$68 million.

For fiscal year 2025, *Diggi* (e-Instant) game sales were \$879.7 million, an increase of \$230.9 million or 35.6% over 2024. *Diggi* games are interactive games that can be played on internet or mobile platforms and exhibit the same characteristics as traditional scratcher games, including grids and game reveal data. Players can place wagers using *IGT Pay* which is funded via debit card, bank account or *PayPal*. *IGT Pay* was launched in August 2018. All prizes up to \$600 are automatically paid to the funding source. Prizes greater than \$600 must be claimed at a lottery office. The games are sold at price points ranging from \$0.50 to \$30 with prizes up to \$400,000. The GLC currently had 130 active games as of June 30, 2025, including five games that contain progressive jackpots (jackpots that increase instantaneously with each wager). The GLC added games provided by third party vendors *NeoPollard* and *IWG* in 2024. In 2025, the GLC joined with *IWG* to offer a multistate progressive jackpot game. For fiscal year 2024, *Diggi* (e-Instant) game sales were \$648.7 million, an increase of \$67.1 million or 11.5% over 2023.

For fiscal year 2025, draw game sales were \$1.770 billion, a decrease of \$131.1 million 6.9% below 2024 draw sales of \$1.901 billion. For fiscal year 2024, draw game sales were \$1.901 billion, an increase of \$39.9 million, or 2.1% above 2023 draw sales of \$1.861 billion.

Cash 3 sales increased by \$1.4 million to \$554.6 million in 2025 compared to \$553.2 million in 2024. Cash 3 experienced 22 high payout draws (>\$1 million) during the fiscal year. *Cash 3* is a thrice-daily drawing game whereby the player chooses a three-digit number and wins a specified fixed amount if his or her numbers are selected in the draw. The aggregate prize amount per draw varies based on the number of winners. A “1-Off” add-on feature is part of the base game. The feature allows players to win fixed prizes for being one off from one or more of the draw numbers (e.g., 1-6-3 or 2-7-2 rather than the 1-6-2 draw number) for an additional wager.

*Cash 3* sales decreased by \$18.8 million to \$553.2 million in 2024 compared to \$572.0 million in 2023.

In fiscal year 2025, *Mega Millions* sales decreased by \$39.1 million or approximately 19.8% to \$157.9 million compared to \$197.0 million in 2024. The size and frequency of jackpots are the primary drivers for *Mega Millions* sales. The *Mega Millions* jackpot exceeded \$400 million on two occasions during the year, reaching \$1.269 billion on December 27, 2024 and \$810 million on September 10, 2024. *Mega Millions* is a multi-state lottery game operated with eight other states—California, Illinois, Massachusetts, Michigan, New Jersey, Ohio, Virginia, and Washington. Through an agreement between the Mega Millions Consortium (MMC) and the Multi-State Lottery Association (MUSL), MUSL members are allowed to cross-sell tickets for the *Mega Millions* game. Drawings are held twice weekly on Tuesday and Friday. The game matrix was changed with the draw on April 8, 2025. Under the new game matrix, players win the *Mega Millions* jackpot by matching 5 numbers from a set of 70 white balls plus a Megaball number from a set of 24 gold balls. The price point increased from \$2 to \$5 and the starting jackpot increased from \$20 million to \$50 million. The Megaplier add-on was replaced with a built-in, randomly selected multiplier that increases a non-jackpot prize by 2X, 3X, 4X, 5X, or 10X. The Just the Jackpot add-on was also ended. Finally, each party lottery is now responsible for its own prize liability for levels 3 through 9. Liabilities for levels 1 (jackpot) and 2 (5+0 match) continue to be shared.

In fiscal year 2024, *Mega Millions* sales decreased by \$24.1 million or approximately 10.9% to \$197.0 million compared to \$221.1 million in 2023. The size and frequency of jackpots are the primary drivers for *Mega Millions* sales. The *Mega Millions* jackpot exceeded \$400 million on three occasions during the year, reaching a record high of \$1.602 billion on August 8, 2023, \$1.128 billion on March 26, 2024, and \$552 million on June 4, 2024.

*Powerball* sales decreased by \$125.6 million, or 49.1% to \$130.0 million in 2025 compared to \$255.6 million in 2024. The size and frequency of jackpots are the primary drivers for *Powerball* sales. The *Powerball* jackpot exceeded \$400 million on two occasions during the year, reaching \$526 Million on March 29, 2025, \$478 million on October 23, 2024. *Powerball* is a multi-state lottery draw game operated by the Multi-State Lottery Association (MUSL). Through a cross-sell agreement between MUSL and participating *Mega Millions* states, the GLC began selling tickets for the *Powerball* draw game during fiscal year 2010, on January 30, 2010. Drawings are held three times weekly on Monday, Wednesday, and Saturday. The game matrix was changed in advance of the October 7, 2015 draw. The five winning numbers are now drawn from a set of 69 balls rather than 59 white balls. The *Powerball* number is now drawn from a second set of 26 red balls versus 35 red balls. As of the April 8, 2020 draw, MUSL changed resets after a winning Jackpot to \$20 million and eliminated minimum roll amounts. The *Power Play* option includes a non-jackpot prize option for an additional \$1 per play, per draw. Non-jackpot prize tiers are fixed at multiples of two, three, four, five, and sometimes ten from the base prize depending on the specific tier level. Additionally, a jackpot management system was introduced in fiscal year 2016. The process works by reducing the jackpot contribution when the jackpot reaches an annuity value of \$120 million. The intent of the change is to increase the size of the early incremental jackpot

increases and to slow down the increments at the higher jackpot levels.

*Powerball* sales increased by \$40.8 million, or 19.0% to \$255.6 million in 2024 compared to \$214.8 million in 2023. The size and frequency of jackpots are the primary drivers for *Powerball* sales. The *Powerball* jackpot exceeded \$400 million four times during the year, reaching \$1.765 billion on October 11, 2023, \$1.326 billion on April 6, 2024, \$1.080 billion on July 19, 2023, and \$842 million on January 1, 2024.

*Cash 4* sales increased \$12.9 million or 3.3% in fiscal year 2025 from \$396.7 million in 2024 to \$409.6 million. *Cash 4* experienced 24 high payout draws (prize liability >\$1 million) and continued synergy with *Cash 3*. *Cash 4* is a thrice-daily drawing game whereby the player chooses a four-digit number and wins a specified fixed amount if his or her numbers are selected in the draw. The aggregate prize amount per draw varies based on the number of winners. A "1-Off" add-on feature was added as part of the base game. The feature allows players to win fixed prizes for being one off from one or more of the draw digits (e.g., 1-6-3-5 or 2-7-2-5 rather than the 1-6-2-5 draw) for an additional wager. This has created another opportunity to refresh an already popular game.

*Cash 4* sales decreased \$3.8 million or 1.0%, in fiscal year 2024 from \$400.5 million in 2023 to \$396.7 million.

*Fantasy 5* sales increased by \$14.2 million to \$100.4 million in fiscal year 2025 compared to \$86.2 million in 2024. Sales for the add-on feature, *Cash Match* increased in fiscal year 2025 to \$4.6 million compared to \$4.3 million in 2024. *Fantasy 5* is a pari-mutuel draw game where players have the option to add *Cash Match* for an additional \$1, where matching their *Fantasy 5* numbers to any of the *Cash Match* numbers can win players up to 5 times on each ticket with instant cash prizes from \$4 to \$500. On October 4, 2015, the game matrix for *Fantasy 5* changed from a field of 39 balls to a field of 42 balls. Additionally, the starting jackpot was raised from a guaranteed minimum of \$100,000 and \$120,000 for the first two draws to \$125,000 and \$150,000. The net effect of the change was to increase the size of the jackpots for the game by reducing the odds on the front end. There were 81 jackpot wins and 106 jackpot winners. Five jackpots exceeded \$1 million in 2025, including two that exceeded \$2 million. The May 9, 2025 jackpot of \$2.488 million was the highest ever for *Fantasy 5*.

*Fantasy 5* sales decreased by \$10.3 million to \$86.2 million in fiscal year 2024 compared to \$96.5 million in 2023. Sales for the add-on feature, *Cash Match* was flat in fiscal year 2024 at \$4.3 million .

*Georgia FIVE* sales increased by \$0.6 million, from \$10.5 million in fiscal year 2024 to \$11.1 million in fiscal year 2025. *Georgia FIVE* is a fixed prize draw game where players pick their own five numbers, in a single play area - one from each vertical column of 0 to 9 or have their numbers randomly selected through the terminal by requesting a Quik Pik lottery ticket. Players win by matching their numbers to the winning number(s) drawn in the exact order and position in a single play. By matching all five of your numbers in exact order to the winning numbers, players win the top prize of \$10,000. Other opportunities to win prizes are available by matching one or more numbers in a specific order and position sequence/order, with prizes ranging from \$1 to \$225.

*Georgia FIVE* sales increased by \$0.2 million, from \$10.3 million in fiscal year 2023 to \$10.5 million in fiscal year 2024.

*Keno!* sales decreased by \$9.6 million to \$203.2 million in fiscal year 2025, compared to \$212.8 million in fiscal year 2024. *Keno!* is a local draw game where players choose the number of spots they wish to play (1-10), the numbers they wish to play from 1-80 or Quik Pik selections, the dollar amount they wish to wager per draw (\$1, \$2, \$3, \$5, or \$10), an optional multiplier (up to 10X), and the number of consecutive draws they wish to play (up to 20). Winners are based on the total numbers matched per game spot per \$1 played. For example, a 10-spot game where the player matches all 10 spots for a \$2 wager wins \$200,000. The odds are based on

the number of spots played. The game is played every 3 ½ minutes, or approximately 350 times per day.

*Keno!* sales decreased by \$15.5 million to \$212.8 million in fiscal year 2024, compared to \$228.3 million in fiscal year 2023.

*Jumbo Bucks Lotto* sales decreased by \$6.8 million in fiscal year 2025, from \$14.5 million in 2024 to \$7.7 million. *Cash Match* sales decreased by \$0.8 million from \$1.4 million in 2024 to \$0.6 million in 2025. *Jumbo Bucks Lotto* is a local draw game that was launched in February 2015. The base game also includes an add-on feature, *Cash Match* that contains features similar to a scratcher game. Drawings are held on Monday and Thursday. Six numbers between one and forty-seven are selected by the player with a starting jackpot of \$1 million. Lottery players can play the base game for \$1 or purchase the *Cash Match* add-on feature for an additional \$1. Players have overall odds of 1 in 2.94 of winning a prize for a combined play. The game ended in 2025. The final draw was November 14, 2024.

*Jumbo Bucks Lotto* sales decreased by \$5.6 million in fiscal year 2024, from \$20.1 million in 2023 to \$14.5 million. *Cash Match* sales decreased by \$0.3 million from \$1.7 million in 2023 to \$1.4 million in 2024. There was one jackpot won on July 10, 2023 for a record \$15.2 million.

*Cash 4 Life* sales increased \$1.1 million in 2025 from \$27.4 million in 2024 to \$28.5 million. *Cash 4 Life* is a multi-state lottery game that originated with the New Jersey and New York Lotteries and currently includes Florida, Georgia, Indiana, Maryland, Missouri, New Jersey, New York, Pennsylvania, Tennessee, and Virginia. Beginning July 2, 2020, *Cash 4 Life* transitioned to daily draws. The game matrix consists of selecting five numbers from a pool of numbers from one (1) to sixty (60) and a single number from a second pool of numbers from one (1) to four (4). The number from the second pool is referred to as the “Cash Ball” and can be the same as one of the five numbers selected in the first pool. Players wager \$2 per play and can purchase up to ten consecutive advance plays. The prize structure contains nine tiers of which the top two are considered grand prizes and are pari-mutuel under certain circumstances. The remaining tiers are fixed. Beginning April 1, 2019, each participating lottery became responsible for funding its own fixed prizes. Grand prize tiers continue to be funded through a shared pool allocation. The tier one prize is \$1,000 per day (\$365,000 per year) for the life of the winner with a maximum cash option of \$7 million for any single draw. The second-tier prize is \$1,000 per week (\$52,000 per year) for the life of the winner with a maximum cash option of \$5 million for any single draw. In the case of multiple winners for a particular draw, the “Measuring Life” is considered to be twenty (20) years.

*Cash 4 Life* sales increased \$0.7 million in 2024 from \$26.7 million in 2023 to \$27.4 million.

*Print N Play* sales decreased by \$4.0 million in 2024 from \$4.9 million to \$0.9 million. The last draw occurred on September 16, 2023.

*Cash Pop* sales increased \$34.3 million, or 61.7% in 2025 from \$55.6 million in 2024 to \$89.9 million in 2025. *Cash Pop* was launched in Fiscal Year 2020 as a new concept draw game. In 2025 the game introduced a new component of instant prize. The first drawing was held on December 8, 2019. *Cash Pop* is an easy to play draw game, allowing players to place wagers of \$1, \$2, \$5, or \$10 per play on a single number between 1 and 15. Prize values are based on the amount of the individual wager. The top prize is \$2,500. *Cash Pop* drawings are held five times daily: 8 am Early Bird, 1 pm Matinee, 5 pm Drive Time, 8 pm Primetime and 11:59 pm Night Owl. *Cash Pop* was the first game in the United States to be launched simultaneously at retail and on the interactive platform. In 2024 the game added an instant prize feature that instantly awards double the player base wager.

*Cash Pop* sales decreased \$4.5 million in 2024 from \$60.1 million in 2023 to \$55.6 million.

Quick Win sales decreased by \$13.3 million, or 15.6% to \$71.9 million in 2025 compared to \$85.2 million in 2024. Quick Win was launched on September 17, 2023. Quick Win games are instant play, instant win games that share a rolling progressive jackpot that starts at \$50,000 and grows larger with every Quick Win ticket sold. Every Quick Win prize is an instant prize, including the jackpot. There are no playslips to fill out and no waiting for a drawing. Players can place wagers of \$2, \$5, or \$10. The size of the wager determines the size of the jackpot win. For example, a \$2 wager wins 20% of the jackpot, a \$5 wager wins 50% of the jackpot, and a \$10 wager wins 100% of the jackpot.

*Quick Win* sales totaled \$85.2 million in 2024.

### **COAM Revenue**

COAM revenue includes licensing renewal revenue, commissions from net revenue generated by Class B COAM machines, fines and penalties, and other miscellaneous revenue. GLC launched the COAM centralized accounting system in January 2015. Its purpose is to collect net daily revenues generated by Class B COAM machines throughout the state on behalf of the machine owners (Masters). Class B machines are defined as line-up or match-up video games requiring some skill where the points carry over. Beginning May 10, 2024 the GLC began receiving 13% of total net revenues generated as a fee for providing this oversight service. COAM revenue increased by \$50.2 million in fiscal year 2025, totaling \$217.0 million versus \$166.8 million in 2024. The increase is due to increases of \$51.0 million in the GLC revenue share, and \$2.0 million in license and renewal fees offset by a decrease of \$2.9 million in other revenue.

COAM revenue increased by \$7.6 million in fiscal year 2024, totaling \$166.8 million versus \$159.2 million in 2023. The increase is due to increases of \$4.5 million in the GLC revenue share, \$3.5 million in license and renewal fees, and \$2.4 million from auctioning master licensing rights, offset by a decrease in fines and penalties of \$2.8 million. Fiscal year 2023 COAM licensing and renewal fees of \$3.1 million were recognized in 2022.

### **Other Operating Revenue**

Other operating revenue (which includes interest revenue) decreased by \$1.3 million in fiscal year 2025, totaling \$11.5 million versus \$12.8 million in 2024. The change is primarily due to a decrease of \$1.4 million in interest revenue offset by aggregate increases in all other accounts of \$0.1 million.

Other operating revenue (which includes interest revenue) increased by \$3.3 million in fiscal year 2024, totaling \$12.8 million versus \$9.5 million in 2023. The change is primarily due to increases of \$3.1 million in interest revenue plus aggregate increases in all other accounts of \$0.2 million.

### **Prize Expense**

Gross prize expense for scratcher games decreased by \$12 million to \$2.331 billion in fiscal year 2025 compared to 2024. Gross prize expense for scratcher games decreased by \$100 million to \$2.343 billion in fiscal year 2024 compared to 2023. The decrease is directly proportional to the decrease in gross sales and the change in the sales mix of scratcher products. Scratcher games prize expense is managed through the number of tickets printed for each game and value of prizes at each price point, as determined prior to ticket production. Prize expense is recognized based on an established prize structure and related percentage of sales for each game introduced and is recognized when products are made available for sale to the public.

Scratcher game prize expense is reduced by applying unclaimed prizes recognized during the fiscal year. For fiscal year 2025, prize expense, net of unclaimed prizes for scratcher games, totaled \$2.280 billion as

compared to \$2.287 billion in 2024. For fiscal year 2024, prize expense, net of unclaimed prizes for scratcher games, totaled \$2.287 billion as compared to \$2.431 billion in 2023. Unclaimed prize expense was \$51.1 million, \$55.3 million and \$53.9 million in 2025, 2024, and 2023 respectively.

For fiscal year 2025, Diggi prize expense totaled \$693.9 million as compared to \$513.3 million in 2024. The increase is directly proportional to the increase in gross sales. For fiscal year 2024, Diggi prize expense totaled \$513.3 million as compared to \$457.1 million in 2023.

Prize expense for draw games generally increases or decreases each year in direct proportion to ticket sales of the related game. For games with pari-mutuel jackpot prizes (*Mega Millions*, *Powerball*, *Fantasy 5*, *Jumbo Bucks Lotto*, and *Cash 4 Life* under certain circumstances), actual prize expense is recognized as a percentage of ticket sales. For games with fixed prizes (*Cash 3*, *Cash 4*, *Print N Play*, *Georgia FIVE*, *Cash Match* games, *Keno!*, *Cash Pop*, *Quick Win*, and secondary tier prizes for *Mega Millions*, *Powerball*, *Fantasy 5*, *Jumbo Bucks Lotto* and *Cash 4 Life*), actual prize expense is recognized based on the number and prize value of winning tickets. To recognize prize expense on a consistent basis for these games, the GLC recognizes prize expense based on the greater of actual prizes paid, the estimated payout experience over the life of the game or industry averages. The GLC has established prize liability limits per draw for certain games.

Total draw prize expense decreased by \$54.3 million in 2025 to \$943.6 million compared to \$997.9 million in 2024. Total draw prize expense increased by \$33.3 million in 2024 to \$997.9 million compared to \$964.6 million in 2023. The net increase is comprised of the following increases and decreases by game as follows:

- Prize expense for *Cash 3* increased \$0.7 million in fiscal year 2025 as compared to 2024. This is consistent with the 0.3% increase in gross sales over prior year. Prize expense for *Cash 3* decreased \$9.0 million in fiscal year 2024 as compared to 2023. This is consistent with the 3.3% decrease in gross sales over prior year. Historically, as the prize amount won for this game increases above or decreases below the industry average of 50% of sales, a corresponding increase or decrease in sales will occur. The actual prize payout experienced was approximately 50% and 46% for fiscal years 2025 and 2024 respectively.
- Prize expense for *Mega Millions* decreased \$19.5 million in 2025 versus 2024, in direct proportion to the 19.8% decrease in sales. Prize expense for *Mega Millions* decreased \$12.1 million in 2024 versus 2023, in direct proportion to the 10.9% decrease in sales. As part of the game change, each participating lottery is now responsible for its non-JP liabilities. The grand prize (5+1 match) and tier 2 (5+0 match) liabilities continue to be shared by the participating lotteries.
- Prize expense for *Powerball* decreased \$62.8 million in fiscal year 2025 as compared to 2024, in direct proportion to the 49.1% decrease in sales. Prize expense for *Powerball* increased \$20.4 million in fiscal year 2024 as compared to 2023, in direct proportion to the 19.0% increase in sales.
- Prize expense for *Cash 4* increased \$6.3 million in 2025 over 2024, consistent with the increase in gross sales of 3.3%. Prize expense for *Cash 4* decreased \$1.9 million in 2024 over 2023, consistent with the decrease in gross sales of 1.0%. Actual prize payouts in fiscal years 2025 and 2024 were approximately 49% and 50%, respectively. In 2023, the recognized prize expense for *Cash 4* was adjusted from 49.5% to 49.0% based on an analysis of actual prize payouts over the five prior years. This change decreased prize expense by \$2.0 million in 2023.
- Prize expense for *Fantasy 5* increased by \$6.6 million in 2025 versus 2024, in direct proportion to the increase in gross sales of 16.5%. Prize expense for *Fantasy 5* decreased by \$4.9 million in 2024 versus 2023, in direct proportion to the decrease in gross sales of 10.7%. Additional liability of 1.25% above the prize structure has been recorded beginning in 2015 to account for actual liability experienced from unfunded jackpots. *Cash Match* prize expense increased by \$0.2 million in fiscal year 2025 compared to 2024 consistent with an increase in gross sales of 7.4%. *Cash Match* prize expense was

flat in fiscal year 2024 compared to 2023 consistent with a negligible increase in gross sale.

- Prize expense for *Georgia FIVE* increased by \$0.3 million in 2025 compared to 2024, in direct proportion to the 6.0% increase in sales. Prize expense for *Georgia FIVE* increased by \$0.1 million in 2024 compared to 2023, in direct proportion to the 1.4% increase in sales.
- Prize expense for *Keno!* decreased by \$6.5 million in 2025 compared to 2024. This is consistent with a decrease of 4.5% in gross sales. Prize expense for *Keno!* decreased by \$10.5 million in 2024 compared to 2023. This is consistent with a decrease of 6.8% in gross sales. Keno experienced actual payout of 67% and 68% for fiscal years 2025 and 2024, respectively.
- Prize expense for *Jumbo Bucks Lotto* increased by \$8.0 million in 2025 compared to 2024. The game recognized additional prize expense of \$11.4 million as part of its closing. Prize expense for *Cash Match* decreased \$0.6 million in 2025 compared to 2024. This is consistent with a decrease in gross sales of 56.8%. Prize expense for *Jumbo Bucks Lotto* decreased by \$2.8 million in 2024 compared to 2023. This is consistent with a decrease in gross sales of 27.8%. Prize expense for *Cash Match* decreased \$0.2 million in 2024 compared to 2023. This is consistent with a decrease in gross sales of 16.5%.
- Prize expense for *Cash 4 Life* increased by \$0.6 million in 2025 compared to 2024. This is consistent with an increase in gross sales of 3.9%. Prize expense for *Cash 4 Life* increased by \$0.4 million in 2024 compared to 2023. This is consistent with an increase in gross sales of 2.8%
- Prize expense for *Print N Play* decreased by \$2.7 million in 2024 compared to 2023. This is consistent with a decrease of 82.0% in gross sales. *Print N Play* ended September 16, 2023.
- Prize expense for *Cash Pop* increased by \$25.5 million in 2025 compared to 2024. This is consistent with an increase in gross sales of 61.8%. Prize expense for *Cash Pop* decreased by \$2.9 million in 2024 compared to 2023. This is consistent with a decrease in gross sales of 7.4%. An analysis of actual prize expense experienced since launch was performed at year end. As a result, recognized prize expense for *Cash Pop* was adjusted from 65.7% to 69.0%. This change increased prize expense by approximately \$2.7 million in 2025.
- Prize expense for Quick Win decreased by \$12.6 million in 2025 compared to 2024. This is consistent with a decrease of 15.6% in gross sales. Quick Win launched on September 17, 2023. Prize expense for Quick Win in 2024 was \$59.3 million.

### **Direct Gaming and Operating Expenses**

Direct gaming expenses usually change in proportion with changes in ticket sales. For fiscal year 2025, retail ticket sales decreased by \$178.9 million resulting in a decrease in retailer commissions compared to 2024. For fiscal year 2024, retail ticket sales decreased by \$263.4 million resulting in a decrease in retailer commissions compared to 2023. This represents a \$10.9 million decrease in fiscal year 2025 versus 2024 and a \$16.0 million decrease in fiscal year 2024 versus 2023. For fiscal year 2025, the GLC paid its retailers a set 6% commission percentage for selling lottery tickets. Due to legislative changes with the passing of House Bill 326 in March of fiscal year 2011, the GLC began compensating its retailers at a fixed commission percentage of 6% for selling tickets. Cashing bonuses for validating and paying winning prizes up to \$600 and winning ticket jackpot incentives on certain draw games were discontinued. Winning ticket jackpot incentives for *Mega Millions*, *Powerball*, *Fantasy 5*, and *Jumbo Bucks Lotto* were reinstated by approval of the GLC BOD in April 2019.

Contractor (vendor) fees primarily represent payments made to our three major suppliers of gaming products, systems, and services and three other suppliers of scratcher ticket printing, website development, and property licensing. The payments made to our two major suppliers of lottery products and services are determined based on a percentage of sales formula. The contracts with our Online Gaming Systems and Services and Scratcher Ticket Printing and Associated Services vendors were extended until September 2032. Both contract extensions provided for lower fees for base services provided to the GLC beginning in September

2025. Payments to our COAM vendor are based on a percentage of net daily revenues collected from the COAM's. The contract with our vendor for the centralized COAM accounting system was extended until 2029. Payments made to the other suppliers are based on contract terms. In fiscal year 2025, contractor (vendor) fees were \$144.2 million compared to \$135.3 million in 2024, representing an increase of \$8.9 million. The increase was primarily attributable to changes in our product sales mix from retail to e-Instant, increases in fees associated with interactive merchant processing, and an increase in COAM net revenues. In fiscal year 2024, contractor (vendor) fees were \$135.3 million compared to \$141.8 million in 2023, representing a decrease of \$6.6 million. The decrease was primarily attributable to decreases in gross sales and a change in our product sales mix, offset by an increase in fees associated with interactive merchant processing.

In fiscal year 2025, advertising expense increased by \$6.2 million to \$53.0 million from \$46.8 million in 2024. The increase was driven by growth in iLottery marketing activities. The GLC began providing additional marketing investments in the iLottery channel as part of the Amendment Six agreement with the Brightstar (formerly IGT) Corporation. GLC invested \$24.5 million to support iLottery activity in fiscal year 2025 compared to \$15.9 million in 2024. The GLC's advertising agency, BBDO, provided marketing services including creative conception, production and shipment of television and radio advertising, point-of-sale materials, digital and print advertising, premium giveaway items, website creative, media and brand awareness research and the placement of media for various lottery games and marketing initiatives during fiscal year 2025. Additionally, BBDO provided marketing, planning and execution of experiential sponsorships, including the development and marketing for the Atlanta Falcons and the Atlanta United digital promotions, media sponsorship, and various other executions. In fiscal year 2024, advertising expense increased by \$7.7 million to \$46.8 million from \$39.1 million in 2023. The increase was driven by growth in iLottery marketing activities. GLC invested \$15.9 million to support iLottery activity in fiscal year 2024 compared to \$11.9 million in 2023.

In fiscal year 2025, retailer merchandising and marketing expenses increased by \$0.9 million from \$10.3 million in 2024 to \$11.2 million in 2025. In fiscal year 2024, retailer merchandising and marketing expenses increased by \$0.5 million from \$9.8 million in 2023 to \$10.3 million in 2024. Retailer and marketing expenses are associated with marketing campaigns supporting new lottery games and features including game promotions, promotional point of sale, sponsorships of Georgia collegiate and professional sports teams, retailer partnerships, and various second chance promotions.

Gaming equipment expenses include purchases of *Keno!* monitors, jackpot signs, digital signage and Express Point Plus (EPP) ticket checkers. The GLC made no investments in new gaming equipment in 2025. In 2024, the GLC made limited investments in new gaming equipment. Due to provisions of the IGT contract extension, most planned purchases for 2024 were no longer required.

Operating expenses increased by \$1.5 million to \$61.4 million in 2025 from \$59.9 million in 2024. The change in operating expenses resulted from an increase of \$2.9 million in personnel services offset by savings of \$1.0 million in bad debt expense, \$0.6 million in depreciation, and an aggregate increase of \$0.2 million in all other accounts. Operating expenses increased by \$2.8 million to \$59.9 million in 2024 from \$57.1 million in 2023. The change in operating expenses resulted from increases of \$1.2 million in personnel services, \$0.8 million in repair and maintenance, \$0.5 million in rent expense, and aggregate increases of \$0.3 million in all other accounts.

### **Nonoperating Revenues (Net of Expenses)**

Nonoperating revenues, net of expenses, consist primarily of payments due to Lottery for Education Account, interest revenue, and the change in the fair value of grand prize investments held by the GLC for funding of future grand prize payments. The increases or decreases in the fair value of grand prize investments are the result of current period market fluctuations. For fiscal year 2025, nonoperating expenses, net of revenues, decreased \$23.4 million from \$1.483 billion in 2024 to \$1.460 billion in 2025. The decrease in nonoperating

expenses, net of revenues is attributable to a \$19.4 million decrease in payments due to Lottery for Education Account, a favorable change of \$5.5 million in the fair value of grand prize investments held by the GLC for funding future grand prize payments offset by a decrease of \$1.4 million in interest revenue.

For fiscal year 2024, nonoperating expenses, net of revenues, decreased \$35.5 million from \$1.519 billion in 2023 to \$1.483 billion in 2024. The decrease in nonoperating expenses, net of revenues is attributable to a \$25.7 million decrease in payments due to Lottery for Education Account, a favorable change of \$6.8 million in the fair value of grand prize investments held by the GLC for funding future grand prize payments, and a \$3.0 million increase in interest revenue.

### **Significant Factors Impacting Next Year**

The GLC strives to stay relevant in the marketplace by providing lottery products and regulatory oversight of COAMs that align with our mission of maximizing revenues for the State of Georgia and its specific education programs funded through our proceeds.

The GLC will experience cost reductions in our traditional lottery base vendor fees during 2026. Effective September 12, 2025, the base rate on retail sales will decrease from 0.8477% to 0.7629% and the base rate on e-Instant sales will decrease from 3.52% to 2.268%. Effective September 11, 2025, the base rate on activated adjusted ticket sales will decrease from 0.793% to 0.699%.

In accordance with extension of our Brightstar (formerly IGT) contract, the GLC will begin upgrading our retail (Aurora) and interactive (iLottery) gaming platforms in 2026. The iLottery platform upgrade is scheduled to complete in the fourth quarter of 2026. The retail platform upgrade is scheduled to complete in 2027. These upgrades will allow the GLC to continue expansion of our iLottery capabilities and create synergy between the two channels fostering a singular customer experience.

The industry continues to experience challenges in the retail channel. However, the GLC will actively pursue opportunities to enhance our presence at retail. During 2026, there are three major initiatives planned. The GLC will implement SciQ, a retail merchandising solution to improve scratcher sales. Approximately 1,500 stores will be outfitted with these units. Per the contract extension with Brightstar, the GLC will receive digital playstations, as well as procure digital menu boards, that will be strategically placed in market. Finally, the GLC will launch a player loyalty and rewards program in late 2026. The program will permit us to obtain greater insight into our retail players and facilitate integrating our retail and interactive operations. Collectively, these initiatives will significantly enhance our visibility at retail.

A new game matrix for *Mega Millions* was launched in the fourth quarter of 2025. The GLC anticipates acquiring the benefit of a full year of sales in 2026. Additionally, the GLC is scheduled to launch a new, daily multi-state game, *Millionaire 4 Life*, in February 2026. The game will expand on the current *Cash 4 Life* game by adding more participating lotteries. *Cash 4 Life* will end at the same time.

### **Contacting the GLC's Financial Management**

This financial report is designed to provide the state of Georgia, the public, and other interested parties with an overview of the financial results of the GLC's activities and to show the GLC's accountability for conducting business in a fiscally responsible manner. If you have questions about this report or require additional financial information, contact the GLC's Corporate Affairs Division at the Georgia Lottery.

GEORGIA LOTTERY CORPORATION  
(A Component Unit of the State of Georgia)

STATEMENTS OF NET POSITION  
AS OF JUNE 30, 2025 AND 2024

	2025	2024
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	286,778,000	306,815,000
Restricted fidelity fund cash	476,000	330,000
Restricted retailers' escrow fund cash	21,249,000	21,115,000
Retailer accounts receivable—net	226,883,000	220,754,000
Lease receivable - current portion	398,000	320,000
Prepaid expenses and other assets	15,564,000	4,837,000
Total current assets	<u>551,348,000</u>	<u>554,171,000</u>
<b>NONCURRENT ASSETS:</b>		
Grand prize investments	146,064,000	152,967,000
Lease receivable	3,814,000	4,248,000
Capital assets - net	33,174,000	36,896,000
Total noncurrent assets	<u>183,052,000</u>	<u>194,111,000</u>
<b>TOTAL ASSETS</b>	<u>734,400,000</u>	<u>748,282,000</u>
<b>Deferred Outflows of Resources</b>		
Deferred outflows of resources related to pensions	41,000	35,000
<b>Total Deferred Outflows of Resources</b>	<u>41,000</u>	<u>35,000</u>
<b>LIABILITIES</b>		
<b>CURRENT LIABILITIES:</b>		
Due to Lottery for Education Account	360,491,000	357,111,000
Prizes payable	82,025,000	104,556,000
Grand Prizes Payable - Due in One Year	20,640,000	22,255,000
Lease Liability - Due in One Year	1,869,000	1,678,000
Accounts payable and accrued liabilities	55,427,000	45,600,000
Restricted fidelity fund	476,000	330,000
Restricted retailers' escrow fund	21,249,000	21,115,000
Total current liabilities	<u>542,177,000</u>	<u>552,645,000</u>
<b>NONCURRENT LIABILITIES:</b>		
Grand prizes payable - Noncurrent	138,278,000	144,283,000
Noncurrent portion of compensated absences	4,871,000	4,922,000
Net pension liability	119,000	135,000
Long term lease liability	36,386,000	38,255,000
Total noncurrent liabilities	<u>179,654,000</u>	<u>187,595,000</u>
Total liabilities	<u>721,831,000</u>	<u>740,240,000</u>
<b>Deferred Inflows of Resources</b>		
Deferred Revenue	15,712,000	14,905,000
Deferred inflows of resources related to leases	3,411,000	3,860,000
Deferred inflows of resources related to pensions	16,000	25,000
<b>Total Deferred Inflows of Resources</b>	<u>19,139,000</u>	<u>18,790,000</u>
<b>NET POSITION</b>		
Net investment in capital assets	(5,081,000)	(3,037,000)
Unrestricted	<u>(1,448,000)</u>	<u>(7,676,000)</u>
Total net position	<u>(6,529,000)</u>	<u>(10,713,000)</u>

See Notes to financial statements.

GEORGIA LOTTERY CORPORATION  
(A Component Unit of the State of Georgia)

STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION  
FOR THE YEARS ENDED JUNE 30, 2025 AND 2024

	2025	2024
<b>OPERATING REVENUES:</b>		
Ticket sales	\$ 6,022,559,000	\$ 6,004,050,000
Less tickets provided as prizes	(298,851,000)	(337,529,000)
Net ticket sales	5,723,708,000	5,666,521,000
Online fees	3,452,000	3,269,000
COAM fees	216,980,000	166,751,000
Rental Income	471,000	470,000
Interest Revenue- Leases	275,000	280,000
Other	111,000	114,000
Net operating revenues	5,944,997,000	5,837,405,000
<b>OPERATING EXPENSES:</b>		
Prizes	3,917,384,000	3,798,575,000
Retailer commissions	293,585,000	304,473,000
Contractor fees	144,221,000	135,288,000
Advertising	53,016,000	46,774,000
Salaries and benefits	41,751,000	38,844,000
Retailer merchandising and marketing	11,257,000	10,329,000
Rent, utilities, and maintenance	3,706,000	3,989,000
Depreciation	4,610,000	5,158,000
Professional fees	3,508,000	3,521,000
Gaming Equipment	-	21,000
Interest expense- Leases	2,274,000	2,307,000
Other	5,519,000	5,976,000
Total operating expenses	4,480,831,000	4,355,255,000
Operating income	1,464,166,000	1,482,150,000
<b>NONOPERATING REVENUES (EXPENSES):</b>		
Payments to and due to Lottery for Education Account	(1,471,352,000)	(1,490,726,000)
Interest revenue	7,186,000	8,634,000
Net increase (decrease) in fair value of grand prize investments	4,184,000	(1,381,000)
Total nonoperating revenues (expenses)	(1,459,982,000)	(1,483,473,000)
Change in net position	4,184,000	(1,323,000)
NET POSITION — Beginning of year	(10,713,000)	(9,390,000)
NET POSITION — End of year	\$ (6,529,000)	\$ (10,713,000)

See Notes to financial statements.

**GEORGIA LOTTERY CORPORATION**  
**(A Component Unit of the State of Georgia)**

**STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED JUNE 30, 2025 AND 2024**

	2025	2024
OPERATING ACTIVITIES:		
Cash received from customers	\$ 5,716,915,000	\$ 5,647,975,000
Other operational cash received	4,309,000	4,146,000
COAM cash received	216,980,000	166,751,000
Cash paid to prize winners	(3,947,515,000)	(3,798,667,000)
Cash paid to retailers	(293,585,000)	(304,474,000)
Cash paid to contractors and employees	(238,986,000)	(220,648,000)
Other operating payments	<u>(27,184,000)</u>	<u>(20,801,000)</u>
Net cash provided by operating activities	<u>1,430,934,000</u>	<u>1,474,282,000</u>
NONCAPITAL FINANCING ACTIVITIES:		
Payments to Lottery for Education Account	(1,467,972,000)	(1,480,351,000)
Payments to DHBDD	<u>(200,000)</u>	<u>(200,000)</u>
Net cash used in noncapital financing activities	<u>(1,468,172,000)</u>	<u>(1,480,551,000)</u>
CAPITAL AND RELATED FINANCING ACTIVITIES:		
Purchases of property and equipment	(895,000)	(2,120,000)
Proceeds from disposals of property and equipment	<u>103,000</u>	<u>149,000</u>
Net cash used in capital and related financing activities	<u>(792,000)</u>	<u>(1,971,000)</u>
INVESTING ACTIVITIES:		
Interest received	7,186,000	8,634,000
Purchase of grand prize investments	(10,969,000)	(16,575,000)
Maturities of grand prize investments	<u>22,056,000</u>	<u>17,182,000</u>
Net cash provided by investing activities	<u>18,273,000</u>	<u>9,241,000</u>
NET DECREASE IN CASH, CASH EQUIVALENTS, AND RESTRICTED CASH	(19,757,000)	1,001,000
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - Beginning of year	<u>328,260,000</u>	<u>327,259,000</u>
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - End of year	<u>\$ 308,503,000</u>	<u>\$ 328,260,000</u>

See Notes to financial statements.

**GEORGIA LOTTERY CORPORATION**  
**(A Component Unit of the State of Georgia)**

**RECONCILIATION OF OPERATING INCOME TO NET CASH  
PROVIDED BY OPERATING ACTIVITIES:**

	2025	2024
Operating income	\$ 1,464,166,000	\$ 1,481,978,000
Adjustments to reconcile operating income to net cash provided by operating activities:		
Depreciation and amortization	4,610,000	5,158,000
Provision for doubtful retailer accounts	1,022,000	(323,000)
Changes in assets and liabilities:		
Retailer accounts receivable	(7,151,000)	(18,990,000)
Lease assets	356,000	388,000
Prepaid expenses and other assets	(10,699,000)	(2,182,000)
Accounts payable and accrued liabilities	9,827,000	6,281,000
Prizes payable	(23,946,000)	(216,000)
Grand prizes payable - Noncurrent	(6,185,000)	124,000
Restricted fidelity fund	146,000	118,000
Restricted retailer escrow	134,000	758,000
Deferred revenue	358,000	444,000
Net asset related to lease incentive	(21,000)	(46,000)
Net pension liability and related deferred inflows and outl	(31,000)	(13,000)
Lease liability	(1,678,000)	623,000
LT Portion of Compensated Absences	26,000	180,000
	<u>\$ 1,430,934,000</u>	<u>\$ 1,474,282,000</u>
Net cash provided by operating activities	<u>\$ 1,430,934,000</u>	<u>\$ 1,474,282,000</u>

**SCHEDULE OF NONCASH INVESTING, CAPITAL, AND RELATED  
FINANCING ACTIVITIES**

Increase/(Decrease) in fair value of investments	\$ 4,184,000	\$ (1,381,000)
Accretion of grand prizes payable	<u>4,148,000</u>	<u>4,476,000</u>
Total noncash investing, capital, and related financing activities	<u>\$ 8,332,000</u>	<u>\$ 3,095,000</u>

See Notes to financial statements.

## 1. REPORTING ENTITY

The Georgia Lottery Corporation (the “GLC”) was established as an instrumentality of the state with the enactment of the Georgia Lottery for Education Act (the “Act”) on November 2, 1992. The GLC is responsible for the provision of lotteries on behalf of the State of Georgia in accordance with the Act and is a component unit of the State of Georgia.

Additionally, House Bill 487 was signed into law in April 2013 which transferred oversight responsibility for licensing and regulating coin operated amusement machines (COAMs) across the state of Georgia from the Georgia Department of Revenue to the GLC. The COAM industry is comprised of masters (machine owners) and locations (machine operators). A COAM is any machine that requires some sort of payment (cash, tickets, tokens, etc.) and whose operation depends in whole or in part on the skill of the player. COAM’s are classified as Class A or Class B machines. The distinguishing characteristic between the two classes is that Class B machines afford the player an award, e.g., a free play or redemption coupon. Cash awards are prohibited.

The GLC’s ticket sales include scratcher ticket sales, Diggi games and draw ticket sales for *Cash 3*, *Cash 4*, *Georgia FIVE*, *Fantasy 5*, *Cash Match*, *Keno!*, *Mega Millions*, *Powerball*, *Jumbo Bucks Lotto with Cash Match*, *Cash 4 Life*, *Print N Play*, *Cash Pop*, and *Quick Win* (launched September 17, 2023). *Print N Play* was discontinued on September 16, 2023. *Jumbo Bucks Lotto with Cash Match* was discontinued on November 14, 2024.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Basis of Presentation**—The GLC is accounted for as an enterprise fund. Enterprise funds are used to account for activities that are financed and operated in a manner similar to private business enterprises: (1) where the costs of providing goods and services to the general public on a continuing basis are to be financed through user charges or (2) where the periodic determination of net income is considered appropriate.

**Basis of Accounting**—The financial statements are reported using the economic resources measurement focus and the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (“generally accepted accounting principles”). Under this method, revenues are recognized when earned and expenses are recognized and recorded when a liability is incurred, regardless of the timing of cash flows. The Governmental Accounting Standards Board (“GASB”) establishes generally accepted accounting principles for governmental entities and pronouncements of the GASB are followed by the GLC.

**Use of Estimates**—The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets, deferred outflows of resources, liabilities, deferred inflows of resources, and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Revenue Recognition**—Lottery games are sold to the public by contracted retailers. Revenue is recognized for draw games when tickets are sold to players and the related draw has occurred. Revenue is recognized for scratcher games when the product is made available for sale to the public, which is based on ticket activations by the retailers. Certain games include free tickets in the prize structure, which entitles the holder to receive one ticket of equal value. The selling price of tickets provided as prizes reduces gross ticket revenue when the prize is claimed by a player. Centralized accounting system revenue is recognized for COAM based the GLC percentage of the net daily revenues collected from individual Class B machines throughout the state. GLC also receives revenue from COAM owners and operators for renewing existing licenses and obtaining additional licenses. During fiscal year 2014 and prior, these licenses were considered an exchange transaction as the funds were used to pay for the GLC’s establishment of the monitoring system related to COAM. Once the system was established in fiscal year 2015, the license revenue is considered a non-exchange transaction. As a non-exchange transaction, this revenue is treated as a deferred inflow of resources until the applicable licensing period is reached. Licenses are currently granted for up to three years.

**Revenue and Expenses**—Proprietary funds distinguish operating revenues and expenses from nonoperating items. Operating revenues generally result from providing services in connection with a proprietary fund’s principal ongoing operations. The principal operating revenues of the Georgia Lottery Corporation’s enterprise fund are primarily revenues from ticket sales, COAM licensing fees, online fees and lease rental income. “Operating expenses” are defined under the Act as “all costs of doing business, including, but not limited to, prizes, commissions, and other compensation paid to retailers, advertising and marketing costs, personnel costs, capital costs, depreciation of property and equipment, funds for compulsive gambling education and treatment, amounts held in or paid from a fidelity fund, and other operating costs.” All revenues and expenses not meeting this definition are reported as nonoperating revenues and expenses. The principal nonoperating revenues and expenses of the Georgia Lottery Corporation’s enterprise fund are interest income revenue related to investments, payments to and due to the Lottery for Education Account (an expense), and the net increase (revenue) or decrease (expense) in the fair value of grand prize investments.

**Commissions and Bonuses**— During fiscal years 2025 and 2024, retailers received a sales commission of 6% on all games. On March 15, 2011, Georgia House Bill 326 was enacted into law, which effectively eliminated all cashing bonuses and retailer incentive payments and provided for sales commissions at a rate of 6% for all games. Retailer incentive payments for winning jackpot tickets were reinstated with GLC Board of Director’s approval in April 2019.

**Contractor Fees**—The GLC has contracted with two vendors for most of the gaming systems and supplies. Additionally, the GLC has contracted with one vendor for operation and maintenance of the centralized COAM accounting system.

For fiscal years 2025 and 2024, the Brightstar Lottery (“Brightstar”) rate remained 0.8477% of net sales. In September 2022, the contract with IGT was amended through September 11, 2032. The amendment contains several major provisions, including (1) A reduction in the base rate of net retail sales from 0.8477% to 0.7629% beginning September 12, 2025; (2) A reduction in the base rate of e-Instant sales from 3.52% to 2.268% beginning September 12, 2025; (3) Provision for new gaming equipment, including playstations, retail terminals, self-service merchandising units, integrated debit card readers, and customer facing scanners; and (4) upgrades to the retail and interactive gaming platforms. Delivery of the new equipment began in fiscal year 2024.

For fiscal years 2025 and 2024, the Scientific Games, Inc. (“SGI”) rate remained 0.793% of scratcher game tickets distributed to retailers, net of returns. In January 2023, the contract was amended through September 2032. The amendment contains three major provisions: (1) A reduction in the base rate

on adjusted activated scratcher ticket sales from 0.793% to 0.699% beginning September 11, 2025; (2) A vendor bonus incentive of 1.149% on annual adjusted activated scratcher ticket sales in excess of \$4.5 billion; and (3) Elimination of the vendor requirement to provide dispenser facings at no cost. On November 20, 2024, the GLC executed contract amendment seven with SGI to establish and provide a player loyalty and reward program. This amendment does not change the current contract end date. The GLC also executed amendment eight with SGI to implement SciQ, a retail merchandising solution. This contract calls for installation and support of 45,000 ticket facings and digital menu boards in 1,500 retail locations. The contract is for four years with an option for three additional years.

In October 2020, the GLC amended its contract with Intralot, Inc. for the development and maintenance of a centralized COAM accounting system. The primary terms of the amendment are as follows: (1) The contract is extended for seven years; (2) Intralot's base fee is reduced from 1.2489% to 1.0989% of net daily revenues generated by COAM machines effective January 1, 2023; and (3) Intralot agrees to provide technology infrastructure refreshments of approximately \$8.6 million. The new rate will remain fixed throughout the life of the extended agreement. The amended contract ends December 31, 2029.

**Prizes**—In accordance with the Act, as nearly as practical, at least 45% of ticket sales must be returned to the public in the form of prizes. Prize expense for scratcher games is recognized based on the predetermined prize structure for each game. Generally, prize expense for *Cash 3*, *Cash 4*, *Georgia FIVE*, *Cash Match*, *Keno!*, *Cash Pop*, and *Quick Win* draw games is recognized based on the estimated payout experience over the life of the games, theoretical game payout or the industry averages. Prize expense for *Fantasy 5* and *Jumbo Bucks Lotto* is recorded on a pari-mutuel basis according to the game structure based on a percentage of revenue recognized. *Jumbo Bucks Lotto* ended on November 14, 2024.

*Cash 4 Life* and *Mega Millions* are multi-state lottery games operated by member lotteries. Prize costs are shared based on contributions to the prize pools by the member lotteries. Grand prize investments for jackpot winners who purchased tickets in Georgia are held by the GLC. In April 2019, the *Cash 4 Life* game rules were amended to limit sharing of prize costs to grand prizes only. Each member lottery is now responsible for funding its own fixed prize costs. In April 2025, the *Mega Millions* game rules were amended to limit sharing of prize costs to grand prizes (jackpot and tier 2) only. Each member lottery is now responsible for funding its own fixed prize costs.

The *Powerball* grand prize is a shared prize from contributions to the prize pool by all member lotteries of the Multi-State Lottery Association ("MUSL") and certain Mega Millions states including Georgia which sell *Powerball* tickets without being a member of MUSL. All *Powerball* grand prizes won by players who purchased tickets in Georgia are funded by investments purchased by MUSL. The investments are held by MUSL in trust for the GLC and are paid in 20 annual installments. No investments were held in trust by MUSL in the statement of net position at June 30, 2025. The GLC withdrew from MUSL on August 31, 1996. During fiscal year 2010, the GLC, along with the other participating Mega Millions states, entered into an agreement with MUSL authorizing the cross-sell of tickets for the *Powerball* game. Ticket sales under the cross-sell agreement began on January 31, 2010, and the first *Powerball* drawing including participating Mega Millions states was held on February 1, 2010.

**Unclaimed Prizes**—Prizes must be claimed no later than 90 days after game-end for scratcher games and 180 days after the drawing for draw games. In response to shelter in place restrictions, a temporary extension for draw game claims changed the expiration period from 180 days to 300 days in April 2020. The temporary extension was lifted in March 2021. An estimate of the unclaimed prizes is based upon the historical experience rate as a percentage of prize expense. In accordance with the Act, \$200,000 of unclaimed prizes must be transferred to the Department of Behavioral Health and Developmental Disabilities for the treatment of compulsive gambling and related educational programs. Transfers for this purpose for each fiscal year have been \$200,000. The remainder of unclaimed prizes is used to fund

future prizes or special prize promotions, as defined by the statute. The GLC also transferred \$200,000 on behalf of the COAM business unit as part of their operating expenses.

**Net Position**—Net position represents cumulative revenues less expenses in excess of net proceeds transferred to the Lottery for Education Account, as defined under the Act (see Note 7). Net position includes funds invested in capital assets and unrestricted net position. Unrestricted net position normally results from the inclusion of capital costs in the determination of net proceeds as required by the Act and the cumulative effect of periodic adjustments to recognize the fair value of grand prize investments held to fund grand prizes payable. Grand prize investments are purchased to finance future payments to *Jumbo Bucks Lotto*, *Mega Millions*, *Powerball*, and certain scratcher game grand prize winners. Any increases or decreases in the fair value of these investments are determined to be unrealized and will not affect (i) the future ability to hold these investments or (ii) the amount of funds available for distribution to the Lottery for Education Account. Unrealized gains/(losses) on grand prize investments at June 30, 2025 and 2024 were (\$6,606,000) and (\$10,790,000), respectively, resulting in a net increase of \$4,184,000 in the fair value of grand prize investments.

**Cash and Cash Equivalents**—The GLC considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. This includes cash in banks, petty cash, and balances on account in Georgia Fund 1.

**Accounts Receivable**—Accounts receivable represent lottery proceeds due from retailers for net ticket sales less commissions and prizes paid by the retailers and from COAM operators (Locations) for net revenues collected from COAM machines. Lottery proceeds are collected weekly from retailer and COAM operator bank accounts held in trust for the GLC. An allowance for doubtful accounts is established based on management’s estimate of retailer and COAM operator receivables that will not be collected. On June 30, 2025 and 2024, the allowance for uncollectible retailer receivables was \$2,193,000 and \$1,171,000, respectively.

**Capital Assets**—Capital assets are stated at cost less accumulated depreciation. Depreciation on capital assets is computed using the straight-line method over the estimated useful lives of three to ten years. Leasehold improvements are amortized over their expected useful lives or the lease term, whichever is shorter. When assets are retired or otherwise disposed of, the costs and related accumulated depreciation are removed from the accounts, and any resulting gain or loss is reflected in the results from operations in the period of disposal. In 2021, the GLC implemented GASB 87 which requires that leases beyond one year be accounted for as intangible capital assets at net present value and amortized over the life of the lease. In 2023, the GLC implemented GASB 96 which requires that subscription agreements lasting greater than one year be accounted for as intangible assets at net present value and amortized over the life of the agreement.

**Fidelity Fund**—In accordance with the Act, retailers and COAM locations contribute a fee to a fidelity fund upon acceptance as a GLC retailer or COAM operator. The GLC is reimbursed from available funds for any losses incurred as a result of the misfeasance or malfeasance of GLC retailers or COAM locations. At the end of each year, any amount in the fund in excess of \$500,000 is treated as net proceeds from the GLC subject to transfer to the Lottery for Education Account. There were no fidelity funds available for transfer as net proceeds for the years ended June 30, 2025 and 2024. The fidelity fund proceeds are held in a separate account and are presented in the statements of net position as restricted fidelity fund cash and in liabilities as restricted fidelity funds.

**Escrow Fund**—Retailers and COAM locations pledge cash deposits to an escrow funds management service offered by a commercial bank selected by the GLC. This is one of the acceptable forms of Financial Security Deposits from Retailers pursuant to Section 19 of the Georgia Lottery for Education Act, Chapter 2 of the GLC Policies entitled ‘Retailer Rules and Regulations,’ Chapter 8.2 of the GLC Policies entitled

'Retailer Credit and Financial Security Policy,' and appropriate Executive Orders. The GLC is reimbursed from available funds for any losses incurred as a result of the misfeasance or malfeasance of GLC retailers or COAM operators. The retailers' escrow funds are not subject to transfer to the Lottery for Education Account. The retailer escrow fund proceeds are held in a separate account and are presented in the statements of net position as restricted retailer escrow fund cash and in liabilities as restricted retailer escrow funds.

### **Coin Operated Amusement Machines (COAM)**

The GLC deployed an internally developed licensing application system in May 2014. The GLC granted 303 Class A and 199 Class B master licenses in fiscal year 2025. COAM Operations issued 19,793 Class A decals for 16,833 active machines and 51,050 Class B decals for 51,301 active machines. During fiscal year 2025, COAM contributed \$197.3 million in COAM revenue sharing, \$15.8 million in licensing fees, \$3.4 million in fines and penalties, and \$0.4 million in other income. The GLC's share of net revenue increased from 10% to 13% on May 12, 2024, consistent with House Bill 353.

COAM collected an additional \$13.9 million in renewal fees received in advance of the fiscal year 2026 licensing period, which is \$0.8 million more than the 2025 licensing period. HB 353 also allowed applicants to pay their licensing fees for up to two additional years (license periods 2027 and 2028). The GLC collected \$0.2 million in multi-year license fees in 2025.

**Compensated Absences**—Employees earn the right to be compensated during absences for vacation and illness. Unused leave benefits are paid to employees upon separation from service. The cost of vacation and vested sick leave benefits is accrued in the period in which it was earned. In March 2005, the GLC adopted a new policy concerning payments of accrued sick leave upon termination. Sick leave accrued by employees prior to March 1, 2005, and not used prior to termination is paid at a 50% rate upon termination. No payments will be made for sick leave accrued after March 1, 2005, and not used by the employee before termination. The Lottery uses a last in first out (LIFO) flow assumption for compensated absences.

**Pensions**—For purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the fiduciary net position of the Employees' Retirement System (ERS) and additions to/deductions from ERS' fiduciary net position have been determined on the same basis as they are reported by ERS. For this purpose, benefit payments (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms. Investments are reported at fair value.

**Budget**—Georgia Statute requires the GLC to submit to the Office of Planning and Budget ("OPB") and the State Auditor, annually by June 30, a proposed operating budget for the next fiscal year. Additionally, the GLC is required to submit to the OPB annually, on September 1, a proposed operating budget for the GLC and an estimate of net proceeds for the succeeding fiscal year. The GLC complied with these requirements in 2025 and 2024.

**Deferred inflows/ outflows of resources** — In addition to assets, the statement of net position includes a separate section for deferred outflows of resources. Deferred outflows or resources represent a consumption of net assets that applies to future periods and will not be recognized as an outflow of resources (expense) until then. Georgia lottery has one item that qualifies for reporting in this category that pertain to the recording of changes in the Georgia Lottery's net pension liability. The deferred amounts related to pension differences between estimated and actual investment earnings are

amortized against pension expense over a five-year period. The differences between expected and actual experience are amortized into pension expense over the expected remaining service lives of plan members. The contributions subsequent to measurement date are presented as a deferred outflow of resources and will be recognized as a reduction of the Georgia Lottery's net pension liability in the next fiscal year.

In addition to liabilities, the statement of net position includes a separate section for the deferred inflows of resources. Deferred inflows of resources represent an acquisition of net assets that applies to future periods and so will not be recognized as an inflow of resources (revenue) until that time. Georgia Lottery has three items that qualify for reporting in this category. Unearned revenue is reported for COAM licenses related to the next fiscal year. In the government-wide financial statements the Georgia Lottery reports deferred amounts related to leases that will be recognized as noted in the amortization schedule. The Georgia Lottery also has deferred inflows of resources that pertain to the recording of changes in the Georgia Lottery's net pension liability. The differences between expected and actual experience and the changes in the proportion and differences between Employer contributions and proportionate share of contributions are amortized into pension expense over the expected remaining service lives of plan members.

### **3. CASH, CASH EQUIVALENTS, AND GRAND PRIZE INVESTMENTS**

**Cash**—Cash is primarily held in demand deposits at Truist Bank. The GLC's daily operating cash and other cash accounts for accounts payable, prizes payable, retailer return items, district offices, promotions, payroll, escrow, merchant processor transactions and petty cash are held in accounts with Truist. On June 30, 2025, the Master Operating Account had a book balance of \$86,624,000 and a bank balance of \$88,174,000. This includes COAM cash consisting of a book balance of \$71,405,000 and a bank balance of \$72,875,000. On June 30, 2025, all other accounts had a net book balance of (\$3,853,000). The book balance was due to outstanding checks for the accounts payable and prize check accounts of (\$5,770,000) offset by a balance of \$1,917,000 for all other accounts. The net carrying value and bank balance of all GLC cash accounts as of June 30, 2025, was \$82,771,000 and \$90,069,000 respectively. These deposits were entirely insured by FDIC insurance or collateralized by investment securities held by the GLC's agent in the GLC's name.

On June 30, 2024, the Master Operating Account had a book balance of \$72,336,000 and a bank balance of \$72,155,000. This includes COAM cash consisting of a book balance of \$58,934,000 and a bank balance of \$58,643,000. On June 30, 2024, all other accounts had a net book balance of (\$3,588,000). The book balance was due to outstanding checks for the accounts payable and prize check accounts of (\$4,350,000) offset by a balance of \$762,000 for all other accounts. The net carrying value and bank balance of all GLC cash accounts as of June 30, 2024 was \$68,748,000 and \$72,902,000 respectively. These deposits were entirely insured by FDIC insurance or collateralized by investment securities held by the GLC's agent in the GLC's name.

**Cash Equivalents**—Cash equivalents represent surplus cash invested in Georgia Fund 1 administered by the State of Georgia's Office of the State Treasurer. The voluntary fund is a short-term investment vehicle that is available for use by state entities and local governments. Georgia Fund 1 invests its assets in U.S. Treasury bills, U.S. Treasury notes, securities issued by federal agencies and instrumentalities, banker's acceptances, and repurchase agreements.

The Georgia Fund 1 is an external investment pool managed by the Office of the State Treasurer in accordance with policies and procedures established by state law and the State Depository Board, the

oversight Board for the Office of the State Treasurer. This investment is valued at fair value. The Georgia Fund 1 is an AAAs/S1 rated investment pool by Fitch, and the portfolio’s weighted average maturity is fifty-one (51) days at June 30, 2025. Under SGAS No. 40, since these funds represent an externally managed pool it is not exposed to custodial credit risk, and therefore, no custodial credit risk disclosures are required. The GLC’s investment in Georgia Fund 1 was approximately \$204,007,000 and \$238,067,000 at June 30, 2025 and 2024, respectively. Interest earned on the GLC’s investments was approximately \$7,186,000 and \$8,634,000 for the years ended June 30, 2025 and 2024, respectively.

**Other Deposits**— Cash maintained in the Retailer Escrow Fund bank account had bank and book balances of \$23,021,000 and \$21,249,000 respectively, as of June 30, 2025. Cash maintained in the Fidelity Fund bank account has bank and book balances of \$463,000 and \$476,000, respectively, as of June 30, 2025. All accounts continue to be entirely insured by FDIC insurance or collateralized by investment securities held by the GLC’s agent in the GLC’s name.

Cash maintained in the Retailer Escrow Fund bank account had bank and book balances of \$22,673,000 and \$21,115,000 respectively, as of June 30, 2024. Cash maintained in the Fidelity Fund bank account has bank and book balances of \$347,000 and \$330,000, respectively, as of June 30, 2024. All accounts continue to be entirely insured by FDIC insurance or collateralized by investment securities held by the GLC’s agent in the GLC’s name.

**Grand Prize Investments**—All grand prize investments represent funds held to pay grand prize winners who are entitled to multiyear payments. Grand prize investments at June 30, 2025 and 2024, consist of the following:

	Fair Value	
	2025	2024
U.S. Treasury securities	\$146,064,000	\$152,967,000
	\$146,064,000	\$152,967,000
	\$146,064,000	\$152,967,000

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Grand prize investments are not presented as current assets, as they are not part of the GLC's current operations. Changes in grand prize investments for the years ended June 30, 2025 and 2024 consisted of the following:

Fair Value - June 30, 2023	\$	<u>154,955,000</u>
Purchases	\$	16,575,000
Payments to grand prize winners		(21,658,000)
Interest earned on current-year maturities		4,476,000
Change in fair value		<u>(1,381,000)</u>
Fair value - June 30, 2024	\$	<u>152,967,000</u>
Purchases	\$	10,969,000
Payments to grand prize winners		(26,204,000)
Interest earned on current-year maturities		4,148,000
Change in fair value		<u>4,184,000</u>
Fair value - June 30, 2025	\$	<u><u>146,064,000</u></u>

Grand prize investments are recorded at their fair values. Increases or decreases in the fair value of these investments are recorded as non-operating revenue (expense). The GLC categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The hierarchy is based on the valuation inputs used to measure the fair value of the asset. Level 1 inputs are quoted prices in active markets for identical assets; Level 2 inputs are significant other observable inputs; and Level 3 inputs are significant unobservable inputs. The GLC has the following recurring fair value measurements as of June 30, 2025 and 2024:

Investment	2025		2024	
	Level 2	Fair Value	Level 2	Fair Value
United States Treasuries	\$ 146,064,000	\$ 146,064,000	\$ 152,967,000	\$ 152,967,000
Total investments at fair value	<u>\$ 146,064,000</u>	<u>\$ 146,064,000</u>	<u>\$ 152,967,000</u>	<u>\$ 152,967,000</u>
Investments not subjected to level disclosure:				
Georgia Fund 1		<u>204,007,000</u>		<u>238,067,000</u>
Total Investments		<u><u>\$ 350,071,000</u></u>		<u><u>\$ 391,034,000</u></u>

The investment in United States Treasuries classified as Level 2 of the fair value hierarchy are valued using a matrix pricing technique. Matrix pricing is used to value securities based on the securities' relationship to benchmark quoted prices.

The Georgia Fund 1 is an investment pool which does not meet the criteria of GASB Statement No. 79 and is thus valued at fair value in accordance with GASB Statement No. 31. As a result, the GLC does not disclose investment in the Georgia Fund 1 within the fair value hierarchy.

**Custodial credit risk for Deposits**—Custodial credit risk for deposits is the risk that, in the event of the failure of a depository financial institution, a government will not be able to recover deposits or will not be able to recover collateral securities that are in the possession of an outside party. State statutes require all deposits and investments (other than federal or state government instruments) to be collateralized by depository insurance, obligations of the U.S. government, or bonds of public authorities, counties, or municipalities. As of June 30, 2025, all deposits are considered to be insured.

**Investments**—The GLC’s investments consist of U.S. Treasury Strips (principal and interest) that are held to maturity to fund grand prize winners for several draw games, including *Lotto Georgia*, *The Big Game*, *Mega Millions*, *Lotto South*, *Win For Life*, and *Jumbo Bucks Lotto*, and various Scratchier Games with annuity prizes such as *Georgia’s \$500 Million Club*, *Georgia Lottery Black*, *Super Millions*, *200X The Money*, *Ultimate \$5 Million*, *\$3,000 Festive Frenzy*, *\$1,000 A Month For Life* and *Maximum Green*. As of June 30, 2025 and 2024, the GLC’s investment balances consisted of:

<u>Investment Type</u>	<u>2025 Fair Value</u>	<u>2025 Maturity</u>
U.S Treasury Strips	\$ <u>\$146,064,000</u>	Weighted average maturity of 5.6 years
Total	\$ <u>\$146,064,000</u>	
<u>Investment Type</u>	<u>2024 Fair Value</u>	<u>2024 Maturity</u>
U.S Treasury Strips	\$ <u>152,967,000</u>	Weighted average maturity of 5.5 years
Total	\$ <u>152,967,000</u>	

U.S Treasury Strips held by the GLC are AAA-rated and current holdings mature quarterly beginning August 2025 through November 2048.

**Interest Rate Risk**—The GLC’s deposits in the master operating account with Truist are subject to fluctuations in short-term interest rates. The GLC purchases investments to fund future prize payments at fixed amounts for grand prize winner obligations, as detailed in Note 5, Grand Prizes Payable. Periodic market fluctuations affect the fair value of grand prize investments. The GLC expects to hold grand prize investments to maturity to meet future grand prize payments and, therefore, will not realize any gains or losses related to the changes in the market. The only exposure that the GLC has in regard to interest rate sensitivity is for the GLC’s master operating account, since there is no investment related impact on the GLC resulting from the effect of interest rate changes on grand prize investments.

**Credit Risk**—State laws limit the investment sources available to the GLC to United States Treasury securities, federal agency securities, state of Georgia securities, repurchase or reverse repurchase agreements, bank certificates of deposits, Georgia Fund 1, life insurance annuity contracts, and investments that would be permissible for the legal reserves of domestic life insurance companies under the laws of the state of Georgia.

**Custodial Credit Risk**—For an investment, custodial credit risk is the risk that, in the event of the failure of the counterparty, the GLC will not be able to recover the value of its investments in the possession of

an outside party. The GLC entered into a Collateral pool agreement with SunTrust (now Truist) on January 26, 2016. Effective July 1, 2017, banks with \$50 billion or more will be required to participate in the Secure Deposit Program per Senate Bill 283. Truist falls into this category. The program will be administered by the State Treasurer for the State Depository Board. Collateralization of public deposits will no longer be permitted. Custodial risk will be mitigated by FDIC insurance, liquidation of collateral pledged to the State Treasurer by the Covered Depository and assessments made by the State Treasurer on remaining Covered Depositories to the extent necessary to cover any shortfall.

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#### 4. CAPITAL ASSETS

Capital assets as of June 30, 2025 and 2024 consisted of the following:

	Balance at June 30, 2024	Increases	Decreases	Balance at June 30, 2025
Capital assets:				
Furniture and fixtures	\$ 2,900,000	\$ -	\$ -	\$ 2,900,000
Computer equipment	17,672,000	238,000	-	17,910,000
Communications equipment	4,489,000	-	-	4,489,000
Vehicles	5,225,000	644,000	(361,000)	5,508,000
Leasehold improvements	8,195,000	13,000	(6,000)	8,202,000
Software	5,382,000	-	-	5,382,000
Other assets	1,747,000	-	-	1,747,000
Gaming Equipment	10,241,000	-	-	10,241,000
Right-to-use lease of office space	42,388,000	-	-	42,388,000
Total capital assets at historical cost	98,239,000	895,000	(367,000)	98,767,000
Less accumulated depreciation	(61,343,000)	(4,610,000)	360,000	(65,593,000)
Capital assets—net	\$ 36,896,000	\$ (3,715,000)	\$ (7,000)	\$ 33,174,000

	Balance at June 30, 2023	Increases	Decreases	Balance at June 30, 2024
Capital assets:				
Furniture and fixtures	\$ 2,900,000	\$ -	\$ -	\$ 2,900,000
Computer equipment	17,633,000	39,000	-	17,672,000
Communications equipment	4,489,000	-	-	4,489,000
Vehicles	4,923,000	765,000	(463,000)	5,225,000
Leasehold improvements	7,176,000	1,019,000	-	8,195,000
Software	5,085,000	297,000	-	5,382,000
Other assets	1,747,000	-	-	1,747,000
Gaming Equipment	10,241,000	-	-	10,241,000
Right-to-use lease of office space	42,388,000	-	-	42,388,000
Total capital assets at historical cost	96,582,000	2,120,000	(463,000)	98,239,000
Less accumulated depreciation and amortization	(56,648,000)	(5,158,000)	463,000	(61,343,000)
Capital assets—net	\$ 39,934,000	\$ (3,038,000)	\$ -	\$ 36,896,000

## 5. GRAND PRIZES PAYABLE

Grand prizes payable is recorded at the net present value of the U.S. Treasury securities purchased for each jackpot winner. Grand prizes payable was accreted by approximately \$4,148,000 and \$4,476,000 for the years ended June 30, 2025 and 2024, respectively. Grand prizes payable due within one year is presented as a current liability.

Future payments of grand prizes payable at June 30, 2025, are scheduled as follows:

2026	\$	20,640,000
2027		18,140,000
2028		16,444,000
2029		14,594,000
2030		14,044,000
2031-2035		60,244,000
2036-2040		37,802,000
2041-2045		13,639,000
2046-2050		587,000
		<hr/>
	\$	196,134,000
Less Imputed Interest		<hr/>
		(37,216,000)
Net Present Value of Grand Prizes Payable	\$	<hr/> <hr/>
		158,918,000

The Omnibus Consolidated and Emergency Supplemental Appropriations Act, 1999 (the "Omnibus Act") was enacted into federal law on October 21, 1998. Included in this Omnibus Act is a Special Rule for Cash Options for Receipt of Qualified Prizes ("Special Rule"). Pursuant to the Special Rule, the GLC may extend to recipients of "qualified prizes" the opportunity, within a certain period after the drawing, to select a lump-sum payment equivalent to the cash value of an annuitized prize. Qualified prizes, as defined in the Omnibus Act, include multiple-year payments of a minimum of ten years.

Claimants of qualified prizes, as defined in the GLC Rules and Regulations, on or after the date of enactment of the Omnibus Act, can make an irrevocable election to receive a lump-sum cash payment equivalent of the annuitized prize within 60 days of the claim date. Grand prizes payable at June 30, 2025, consist of no qualified prizes under this provision of the Special Rule.

## 6. LONG TERM LEASES

The Georgia Lottery is a lessee for a series of noncancellable leases of office space for its headquarters and district offices. In fiscal year 2021, the Georgia Lottery adopted GASB 87 to account for all such leases. As such, the Georgia Lottery recognized a lease liability and a right-to-use intangible asset. The liability was initially measured at the present value of the payments expected to be made over the terms of the various leases. Subsequently, the lease liability is reduced by the principal portion of lease payments made. The Georgia Lottery utilized the State of Georgia's incremental borrowing rate to establish the initial discount rate. Lease-related interest expense under all leases totaled approximately \$2,274,000 for the year ended June 30, 2025. Lease-related interest expense under all leases totaled

approximately \$2,308,000 for the year ended June 30, 2024. The lease asset was initially measured at the value of the lease liability. Subsequently the asset is amortized on a straight-line basis over the life of the lease. Lease-related amortization expense of \$2,580,000 was recorded in fiscal year 2025.

The aggregate amortization schedule for the non-cancellable lease liability is as follows:

<b>Lease Payable</b>			
<b>Year Ending June, 30</b>	<b>Principal</b>	<b>Interest</b>	<b>Total</b>
2026	1,869,000	2,173,000	4,042,000
2027	2,006,000	2,062,000	4,068,000
2028	2,036,000	1,946,000	3,982,000
2029	2,266,000	1,822,000	4,088,000
2030	2,503,000	1,684,000	4,187,000
2031-2034	11,771,000	5,135,000	16,906,000
2035 -2038	15,804,000	1,974,000	17,778,000
Total	\$ 38,255,000	\$ 16,796,000	\$ 55,051,000

The Georgia Lottery is lessor for a noncancellable lease of office space. The Georgia Lottery recognizes a lease receivable and a deferred inflow of resources in the Statement of Net Position. Upon implementation of GASB 87, the Georgia Lottery initially measured the receivable at the present value of the payments expected to be received over the life of the lease. Subsequently, the lease receivable is reduced by the principal portion of lease payments received. The deferred inflow of resources is initially measured as the initial amount of the lease receivable. Subsequently, the deferred inflow of resources is recognized as revenue over the life of the lease term on a straight-line basis. The GLC recognized \$275,000 in lease-related interest revenue and \$470,000 in lease revenue associated with the vendor lease in fiscal year 2025.

The aggregate amortization schedule for the non-cancellable lease receivable is as follows:

<b>Lease Receivable</b>			
<b>Year Ending June, 30</b>	<b>Principal</b>	<b>Interest</b>	<b>Total</b>
2026	398,000	214,000	612,000
2027	477,000	209,000	686,000
2028	523,000	180,000	703,000
2029	572,000	148,000	720,000
2030	624,000	114,000	738,000
2031-2033	1,618,000	113,000	1,731,000
Total	\$ 4,212,000	\$ 978,000	\$ 5,190,000

An agreement was reached to amend the lease terms for the GLC headquarters office space effective September 30, 2019. The major terms of the amendment are as follows: (1) The lease term was extended by fifteen (15) years to 2038; (2) The amendment provides for an additional 24,974 square feet of

contiguous space, (3) The amendment allows for a tenant improvement allowance of \$5.1 million of which the full amount is currently available; and (4) The amendment includes a lease abatement of \$2,932,000. The remaining available allowance was recognized in fiscal year 2023. The net asset associated with the allowance for tenant improvements increased by \$21,000 from \$46,000 to \$67,000 in fiscal year 2025. The GLC executed an extension of its sublease with IGT during 2024. The amendment extends the lease to September 2032 consistent with the base contract. The lease rates are identical to the rates in GLC’s master lease agreement.

## 7. DUE TO LOTTERY FOR EDUCATION ACCOUNT

In accordance with the Act, all net proceeds of the GLC are due to the Lottery for Education Account within the state of Georgia Treasury. Net proceeds is defined under the Act as “all revenue derived from the sale of lottery tickets or shares and all other monies derived from the GLC less operating expenses.” Any unrealized gain or loss resulting from changes in fair value of grand prize investments does not represent funds received from GLC operations and is excluded from determination of “net proceeds.”

“Operating expenses” are defined under the Act as “all costs of doing business, including, but not limited to, prizes, commissions, and other compensation paid to retailers, advertising and marketing costs, personnel costs, capital costs, depreciation of property and equipment, funds for compulsive gambling education and treatment, amounts held in or paid from a fidelity fund, and other operating costs.”

Net proceeds and operating expenses for the years ended June 30, 2025 and 2024, are summarized as follows:

	<u>2025</u>	<u>2024</u>
Operating revenues:		
Ticket sales	\$ 6,022,559,000	\$ 6,004,050,000
Less tickets provided as prizes	<u>(298,851,000)</u>	<u>(337,529,000)</u>
Net ticket sales	5,723,708,000	5,666,521,000
Online fees and other revenues	4,309,000	4,156,000
COAM fees	216,980,000	166,751,000
Interest revenue and other	<u>7,186,000</u>	<u>8,634,000</u>
GLC proceeds	<u>5,952,183,000</u>	<u>5,846,062,000</u>
Operating expenses—as defined:		
Gaming	4,419,463,000	4,295,460,000
Operating	61,368,000	59,876,000
Other	<u>1,095,000</u>	<u>2,333,000</u>
Total operating expenses—as defined	<u>4,481,926,000</u>	<u>4,357,669,000</u>
Net proceeds before distribution of unrestricted net position	1,470,257,000	1,488,393,000
Other:		
Funds resulting from current year capital purchases	895,000	2,133,000
Funds for current year compulsive gambling education and treatment	<u>200,000</u>	<u>200,000</u>
Total other	1,095,000	2,333,000
Net proceeds subject to transfer	<u>\$ 1,471,352,000</u>	<u>\$ 1,490,726,000</u>
Amount due to Lottery for Education Account for year	\$ 1,471,352,000	\$ 1,490,726,000
Amount paid during year	<u>(1,110,861,000)</u>	<u>(1,133,615,000)</u>
Amount due to Lottery for Education Account for year	<u>\$ 360,491,000</u>	<u>\$ 357,111,000</u>

## 8. EMPLOYEE BENEFITS

**401(k) Defined Contribution Plan**—Effective July 1, 1998, House Bill 441 was enacted into law, allowing the Georgia Lottery Corporation to participate in the Deferred Compensation Plan offered by the state of Georgia for public employees pursuant to Section 401(k) of the Internal Revenue Code.

There were 384 GLC employees participating in the 401(k) plan on June 30, 2025. For the years ended June 30, 2025 and 2024, GLC contributed \$2,672,000 and \$3,093,000 to the plan, respectively. Contributions by plan participants during fiscal years ended June 30, 2025 and 2024 were \$2,094,000 and \$2,348,000, respectively.

**457 Deferred Compensation Plan**—Beginning in December 1994, the GLC offered its employees a deferred compensation plan created in accordance with Internal Revenue Code Section 457. The plan, available to all full-time employees at their option, permits participants to defer a portion of their salary until future years. The deferred compensation is not available to participants until termination, retirement, death, or unforeseeable emergency.

Section 1448 of the Small Business Job Protection Act of 1996 added Subsection (g) to Section 457 of the Internal Revenue Service Code to provide that all assets and income under a Section 457(b) plan that are maintained by a state or local government employer must be held in trust for the exclusive benefit of plan participants and their beneficiaries. In September 2013, the GLC transferred custodianship of the plan's assets from Nationwide Retirement Services to Great-West Financial. As of June 30, 2025 and 2024, the fair value of the plan's assets was \$6,859,000 and \$6,145,000, respectively. Contributions by participants during the years ended June 30, 2025 and 2024 were \$208,000 and \$215,000, respectively.

**Compensated Absences**— At June 30, 2025 and 2024, the balance for compensated absences was \$5,139,000 and \$5,041,000, respectively. The year-end balances are comprised of earned and unused vacation and sick leave hours. At separation, employees are compensated for all earned vacation and any remaining sick leave hours accrued prior to March 1, 2005. Increases to the compensated absences balance represent vacation and sick leave hours earned by employees and decreases represent their usage of leave.

During the year ended June 30, 2025, there was a net increase in compensated absences of \$98,000. During the year ended June 30, 2024, there was a net increase in compensated absences of \$118,000. The current portion of the compensated absence liability, expected to be due within one year of the statement date, June 30, 2025, is estimated using historical trends. At June 30, 2025 and 2024, the estimated current portion of the compensated absences liability was \$211,000 and \$189,000, respectively.

### Defined Benefit Plan – Employees' Retirement System

#### *General Information*

**Plan description:** ERS is a cost-sharing multiple-employer defined benefit pension plan established by the Georgia General Assembly during the 1949 Legislative Session for the purpose of providing retirement allowances for employees of the State of Georgia and its political subdivisions. ERS is directed by a Board of Trustees. Title 47 of the O.C.G.A. assigns the authority to establish and amend the benefit provisions to the State Legislature. ERS issues a publicly available financial report that can be obtained at [www.ers.ga.gov/financials](http://www.ers.ga.gov/financials).

**Benefits provided:** The ERS Plan supports three benefit tiers: Old Plan, New Plan, and Georgia State Employees' Pension and Savings Plan (GSEPS). Employees under the old plan started membership prior to July 1, 1982 and are subject to plan provisions in effect prior to July 1, 1982. Members hired on or after July 1, 1982 but prior to January 1, 2009 are new plan members subject to modified plan provisions. Effective January 1, 2009, new state employees and rehired state employees who did not retain membership rights under the Old or New Plans are members of GSEPS. ERS members hired prior to January 1, 2009 also have the option to irrevocably change their membership to GSEPS. The GLC has two employees that participate in this plan.

Under the old plan, the new plan, and GSEPS, a member may retire and receive normal retirement benefits after completion of 10 years of creditable service and attainment of age 60 or 30 years of creditable service regardless of age. Additionally, there are some provisions allowing for early retirement after 25 years of creditable service for members under age 60.

Retirement benefits paid to members are based upon the monthly average of the member's highest 24 consecutive calendar months, multiplied by the number of years of creditable service, multiplied by the applicable benefit factor. Annually, postretirement cost-of-living adjustments may also be made to members' benefits, provided the members were hired prior to July 1, 2009. The normal retirement pension is payable monthly for life; however, options are available for distribution of the member's monthly pension, at reduced rates, to a designated beneficiary upon the member's death. Death and disability benefits are also available through ERS.

**Contributions:** Member contributions under the old plan are 4% of annual compensation, up to \$4,200, plus 6% of annual compensation in excess of \$4,200. Under the old plan, the state pays member contributions in excess of 1.25% of annual compensation. Under the old plan, these state contributions are included in the members' accounts for refund purposes and are used in the computation of the members' earnable compensation for the purpose of computing retirement benefits. Member contributions under the new plan and GSEPS are 1.25% of annual compensation. The GLC's contractually required contribution rate, actuarially determined annually, for the year ended June 30, 2025 was 29.20% of annual covered payroll for old and new plan members and 25.51% for GSEPS members. The GLC's contributions to ERS totaled \$23,000 for the year ended June 30, 2025. Contributions are expected to finance the costs of benefits earned by employees during the year, with an additional amount to finance any unfunded accrued liability.

***Pension Liabilities, Pension Expense, and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions***

At June 30, 2025, the GLC reported a liability for its proportionate share of the net pension liability in the amount of \$119,000. The net pension liability was measured as of June 30, 2024. The total pension liability used to calculate the net pension liability was based on an actuarial valuation as of June 30, 2023. An expected total pension liability as of June 30, 2024 was determined using standard roll-forward techniques. The GLC's proportion of the net pension liability was based on contributions to ERS during the fiscal year ended June 30, 2024. At June 30, 2024 the Employer's proportion was 0.002646%, which was an increase of 0.000383 % from its proportion measured as of June 30, 2023 of 0.002263%.

At June 30, 2024, the GLC reported a liability for its proportionate share of the net pension liability in the amount of \$135,000. The net pension liability was measured as of June 30, 2023. The total pension liability used to calculate the net pension liability was based on an actuarial valuation as of June 30, 2022. An expected total pension liability as of June 30, 2023 was determined using standard roll-forward techniques. The GLC's proportion of the net pension liability was based on contributions to ERS during the fiscal year ended June 30, 2023. At June 30, 2023 the Employer's proportion was 0.002263%, which was a decrease of 0.000678 % from its proportion measured as of June 30, 2022 of 0.002941%.

For the years ended June 30, 2025 and 2024, the GLC recognized a pension benefit of \$7,000 and \$13,000, respectively. At June 30, 2025, the GLC reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	<u>Deferred Outflows of Resources</u>	<u>Deferred Inflows of Resources</u>
Differences between expected and actual experience	\$ 7,000	\$ -
Changes of assumptions	-	-
Net difference between projected and actual earnings on pension plan investments	-	13,000
Changes in proportion and differences between Employer contributions and proportionate share of contributions	11,000	3,000
Employer contributions subsequent to the measurement date	23,000	-
Total	<u>\$ 41,000</u>	<u>\$ 16,000</u>

GLC contributions subsequent to the measurement date of \$23,000 are reported as deferred outflows of resources and will be recognized as a reduction of the net pension liability in the year ending June 30, 2026. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to pensions will be recognized in pension expense as follows:

#### Future Net Deferred Resources

##### Year Ending June 30:

2026	\$ 4,000
2027	11,000
2028	(8,000)
2029	(5,000)
Total	<u>\$ 2,000</u>

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At June 30, 2024, the GLC reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources :

	<u>Deferred Outflows of Resources</u>	<u>Deferred Inflows of Resources</u>
Differences between expected and actual experience	\$ 2,000	\$ -
Changes of assumptions	5,000	-
Net difference between projected and actual earnings on pension plan investments	5,000	-
Changes in proportion and differences between Employer contributions and proportionate share of contributions	-	25,000
Employer contributions subsequent to the measurement date	23,000	-
Total	<u>\$ 35,000</u>	<u>\$ 25,000</u>

#### Future Net Deferred Resources

##### Year Ending June 30:

2025	\$ (17,000)
2026	(5,000)
2027	11,000
2028	(2,000)
Total	<u>\$ (13,000)</u>

**Actuarial assumptions:** The total pension liability as of June 30, 2024 was determined by an actuarial valuation as of June 30, 2023, using the following actuarial assumptions, applied to all periods included in the measurement:

Inflation	2.50%
Salary increases	3.00 – 6.75%, including inflation
Investment rate of return	7.00%, net of pension plan investment expense, including inflation
Cost Of Living Adjustment	1.05% annually

Mortality rates are as follows:

- The Pub-2010 General Employee Table, with no adjustments, projected generationally with the MP-2019 scale is used for both males and females while in active service.
- The Pub-2010 Family of Tables projected generationally with the MP-2019 Scale and with further adjustments are used for postretirement mortality assumptions as follows:

Participant Type	Membership Table	Set Forward (+)/Setback(-)	Adjustment to Rates
Service Retirees	General Healthy Annuitant	Male: +1; Female: +1	Male: 105%; Female: 108%
Disability Retirees	General Disabled	Male: -3; Female: +0	Male: 103%; Female: 106%
Beneficiaries	General Contingent Survivors	Male: +2; Female: +2	Male: 106%; Female: 105%

The actuarial assumptions used in the June 30, 2023 valuation were based on the results of an actuarial experience study for the period July 1, 2014 – June 30, 2019. The long-term expected rate of return on pension plan investments was determined using a log-normal distribution analysis in which best-estimate ranges of expected future real rates of return (expected nominal returns, net of pension plan investment expense and the assumed rate of inflation) are developed for each major asset class. These ranges are combined to produce the long-term expected rate of return by weighting the expected future real rates of return by the target asset allocation percentage and by adding expected inflation. The target asset allocation and best estimates of arithmetic real rates of return for each major asset class based on the most recent experience study are summarized in the following table:

Asset Class	Target Allocation	Long-term expected real rate of return*
Fixed Income	30.00%	1.50%
Domestic large equities	46.40%	9.10%
Domestic small equities	1.10%	13.00%
International developed market equities	13.60%	9.10%
International emerging market equities	3.90%	11.10%
Alternatives	5.00%	10.60%
Total	100.00%	

\* Net of inflation

**Discount rate:** The discount rate used to measure the total pension liability was 7.00%. This was unchanged from the discount rate used in the prior year. 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. Based on those assumptions, the pension plan's fiduciary net position was projected to be available to make all projected future benefit payments of 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 total pension liability.

***Sensitivity of the GLC's proportionate share of the net pension liability to changes in the discount rate:***

The following presents the GLC's proportionate share of the net pension liability, reported as of June 30, 2025, calculated using the discount rate of 7.00 %, as well as what the GLC's proportionate share of the net pension liability would be if it were calculated using a discount rate that is 1-percentage-point lower (6.00 %) or 1-percentage-point higher (8.00 %) than the current rate:

	<u>1% Decrease (6.00%)</u>	<u>Current discount rate (7.00%)</u>	<u>1% Increase (8.00%)</u>
Employer's proportionate share of the net pension liability	\$ 179,000	\$ 119,000	\$ 68,000

The following presents the GLC's proportionate share of the net pension liability, reported as of June 30, 2024, calculated using the discount rate of 7.00 %, as well as what the GLC's proportionate share of the net pension liability would be if it were calculated using a discount rate that is 1-percentage-point lower (6.00 %) or 1-percentage-point higher (8.00 %) than the current rate:

	<u>1% Decrease (6.00%)</u>	<u>Current discount rate (7.00%)</u>	<u>1% Increase (8.00%)</u>
Employer's proportionate share of the net pension liability	\$ 185,000	\$ 135,000	\$ 93,000

***Pension plan fiduciary net position:*** Detailed information about the pension plan's fiduciary net position is available in the separately issued ERS financial report which is publicly available at [www.ers.ga.gov/financials](http://www.ers.ga.gov/financials).

## 9. CONTINGENCIES

The GLC is subject to litigation in the ordinary course of its business. In the opinion of management and legal counsel, the outcome of such litigation will not have a material impact on the financial position or cash flows of the GLC.

## 10. RISK MANAGEMENT

The GLC is exposed to various risks of loss related to torts; theft of, damage to and destruction of assets; errors and omissions; and injuries to employees. The GLC obtains umbrella insurance coverage for property, liability, vehicle fleet, workers' compensation, and unemployment compensation through the State of Georgia's Department of Administrative Services ("DOAS"). The GLC purchased additional commercial insurance for certain company-owned vehicles. DOAS, as a component of the State of Georgia, utilizes self-insurance programs established by individual agreement, statute or administrative action to provide property insurance covering fire and extended coverage and automobile insurance and to pay losses that might occur from such causes; liability insurance for employees against personal liability for damages arising out of performance of their duties; survivors' benefits for eligible members of the Employees' Retirement System; consolidating processing of unemployment compensation claims against state agencies and the payment of sums due to the Department of Labor; and workers' compensation statutes of the State of Georgia. These self-insurance funds are accounted for as internal service funds of the State of Georgia where assets are set aside for claim settlements. Most risk

management programs are funded by assessments charged to participating organizations. A limited amount of commercial insurance is purchased by the self-insurance funds applicable to property, employee and automobile liability, fidelity, and certain other risks to limit the exposure to catastrophic losses. Otherwise, the risk management programs service all claims against the state for injuries and property damage.

Financial information relative to self-insurance funds is presented in the financial reports of the Department of Administrative Services and the Employees' Retirement System for the years ended June 30, 2025 and 2024.

The GLC negotiated a service contract with Blue Cross Blue Shield of Georgia to provide its employee health insurance, dental and vision coverage effective January 1, 2017. In January 2022, the GLC negotiated a service contract with ReliaStar Life Insurance Company to provide stop loss coverage. Unum is the provider for short-term disability, long-term disability, and term life insurance coverage. The GLC's health, dental, and vision insurance plans are funded by contributions from plan participants and by GLC employer contributions.

**Georgia Lottery Corporation**  
**Required Supplementary Information**  
**Schedule of Proportionate Share of the Net Pension Liability**  
**Employees' Retirement System**  
**For the Year Ended June 30:**

	<u>2025</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>
GLC's proportion of the net pension liability	0.002646%	0.002263%	0.002941%	0.004507%	0.005550%	0.005480%	0.005946%	0.009434%	0.012860%	0.018400%
GLC's proportionate share of the net pension liability	\$ 119,000	\$ 135,000	\$ 196,000	\$ 105,000	\$ 234,000	\$ 226,000	\$ 244,000	383,000	608,000	746,000
GLC's covered-employee payroll	\$ 78,000	\$ 63,000	\$ 73,000	\$ 109,000	\$ 140,000	\$ 122,000	\$ 130,000	232,000	303,000	472,000
GLC's proportionate share of the net pension liability as a percentage of its covered-employee payroll	152.56%	214.29%	268.49%	96.33%	167.14%	185.25%	187.69%	165.09%	200.67%	158.05%
Plan fiduciary net position as a percentage of the total pension liability	78.75%	71.20%	67.44%	87.62%	76.21%	76.74%	76.68%	76.33%	72.34%	76.20%

**Georgia Lottery Corporation  
Required Supplementary Information  
Schedule of Contributions  
Employees' Retirement System  
For the Year Ended June 30:**

	<u>2025</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>
Contractually required contribution	\$ 23,000	\$ 23,000	\$ 19,000	\$ 18,000	\$ 27,000	34,000	30,000	32,000	57,000	77,000
Contribution in relation to the contractually required contribution	\$ 23,000	\$ 23,000	\$ 19,000	\$ 18,000	\$ 27,000	34,000	30,000	32,000	57,000	77,000
Contribution deficiency (excess)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
GLC's covered-employee payroll	\$ 81,000	\$ 78,000	\$ 63,000	\$ 73,000	\$ 109,000	140,000	122,000	130,000	232,000	303,000
Contribution as a percentage of covered-employee payroll	29.20%	29.49%	30.16%	24.66%	24.77%	24.29%	24.59%	24.62%	24.57%	25.41%

**Georgia Lottery Corporation**  
**Notes to Required Supplementary Information**  
**For the Year Ended June 30, 2025**  
(Dollar amounts in thousands)

**Changes in benefit terms:** There have been no changes in benefit terms.

**Changes of assumptions:** On December 17, 2015, the Board adopted recommended changes to the economic and demographic assumptions utilized by the System. Primary among the changes were the updates to rates of mortality, retirement, disability, withdrawal, and salary increases. The expectation of retired life mortality was changed from the RP-2000 Mortality Table to the RP-2000 Combined Mortality Table projected to 2025 with projection scale BB (set forward 2 years for both males and females).

A new funding policy was initially adopted by the Board on March 15, 2018, and most recently amended on June 18, 2020. Because of this new funding policy, the assumed investment rate of return was reduced from 7.50% to 7.40% for the June 30, 2017 actuarial valuation and further reduced from 7.40% to 7.30% for the June 30, 2018 actuarial valuation.

On December 17, 2020, the Board adopted recommended changes to the economic and demographic assumptions utilized by the System based on the experience study prepared for the five-year period ending June 30, 2019. Primary among the changes were the updates to rates of mortality, retirement, withdrawal, and salary increases. This also included a change to the long-term assumed investment rate of return to 7.00%. These assumption changes are reflected in the calculation of the June 30, 2021 Total Pension Liability.

On April 21, 2022, the Board adopted a new funding policy which, in part, provides that the Actuarial Accrued Liability and Normal Cost of the System will include a prefunded variable Cost-Of-Living Adjustment (COLA) for eligible retirees and beneficiaries of the System. Under the new policy, future COLAs are provided through a profit-sharing mechanism using the System's asset performance. After studying the parameters of this new policy, the assumption for future COLAs was set at 1.05%. Previously, no future COLAs were assumed. In addition, the funding policy set the assumed rate of return at 7.20% for the June 30, 2021 valuation and established a new Transitional Unfunded Actuarial Accrued Liability as of June 30, 2021 which will be amortized over a closed 20-year period.

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