

IV. OPERATIONAL ACCOMPLISHMENTS



A. Fund Generation Activities

The Philippine Charity Sweepstakes Office (PCSO) demonstrated exceptional performance in CY 2023 by generating a total of P61,456,027,455.88 from its gaming products, including Lotto, Digit Games, Small Town Lottery, and Instant Sweepstakes.

During the period from January to December 2023, the PCSO exceeded its annual sales target of P53.23 billion for CY 2023 by 15% (Figure 3).

Actual Sales versus Year-end Target for CY 2023

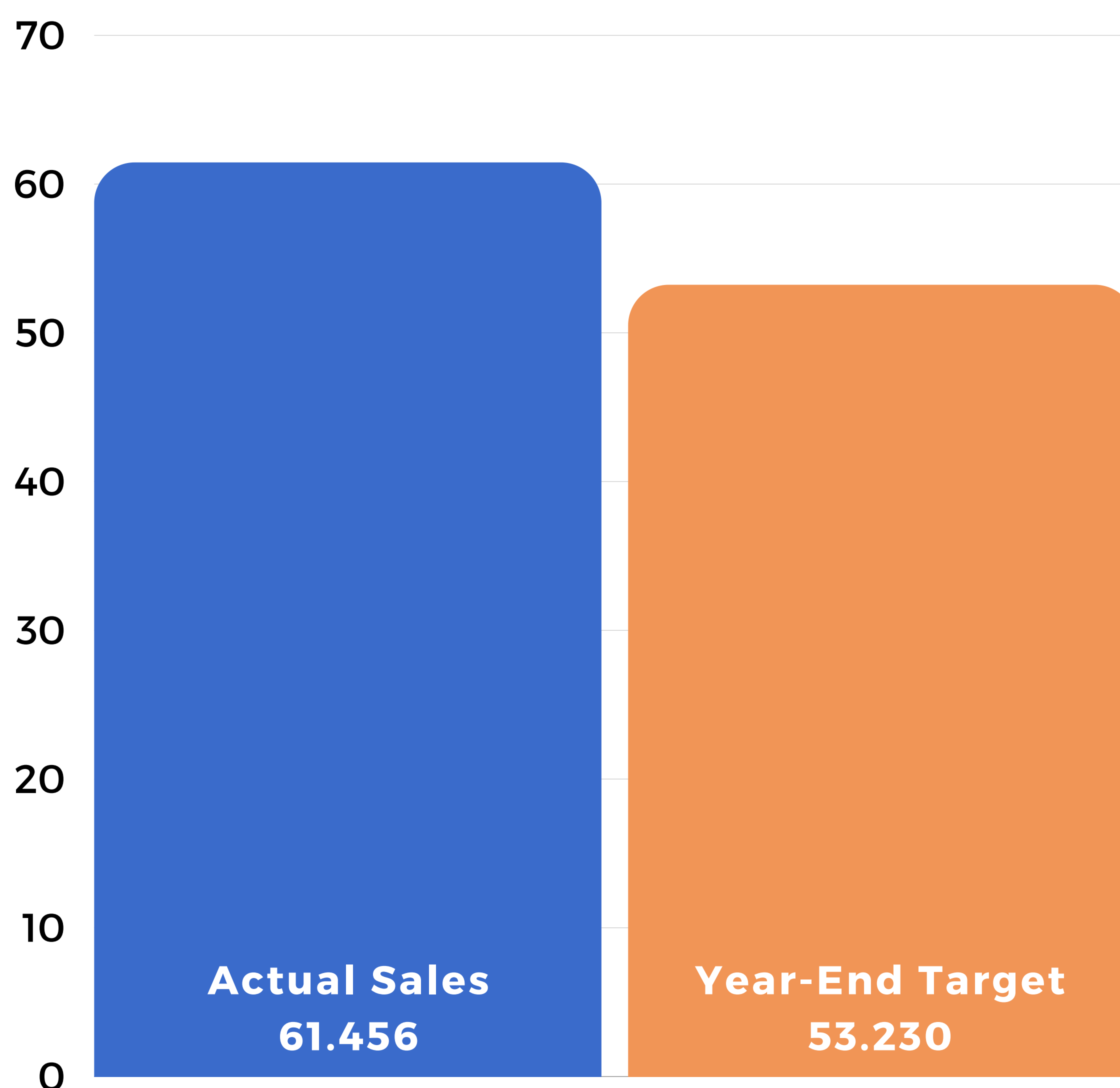


Figure 3. Actual Sales versus Year-end Target for CY 2023

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1. Sales Comparison between CY 2023 vs. CY 2022

The sales for CY 2023 have increased by 7% compared to CY 2022, as shown in Table 1. This growth has been achieved despite the discontinuation of Keno from the Philippine Charity Sweepstakes Office's (PCSO) selection of games starting April 2022.

Table 1. Comparison of PCSO Retail Receipts between CYs 2023 and 2022

PCSO Games	Retail Receipts		% Variance
	CY2023	CY2022	
Lotto and Digit	31,377,413,790.00	27,916,438,190.00	12%
Small Town Lottery	29,734,364,169.24	28,428,040,573.00	5%
Keno*	-	54,466,787.90	-
National Instant Sweepstakes Program (NISP)	344,249,496.64	1,068,849,899.05	-68%
TOTAL	61,456,027,455.88	57,467,795,449.95	7%

*Keno was removed from the roster of official PCSO games starting April 2022

Figure 4 further illustrates the comparison of retail receipts per PCSO game for CYs 2023 and 2022. Based on the graph, the gross retail receipts from Lotto, Digit Games, and Small Town Lottery in CY 2023 are higher than the gross retail receipts of the same games in CY 2022, except for Instant Sweepstakes and Keno.

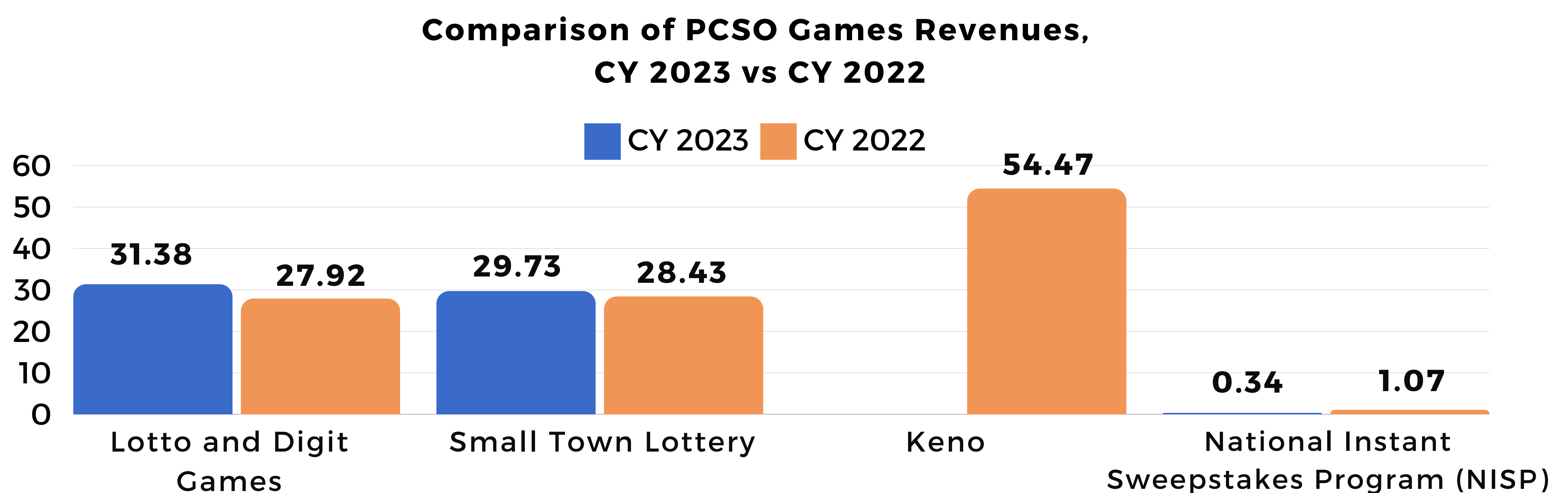


Figure 4. Comparison of PCSO Games Gross Retail Receipts, CY 2023 vs CY 2022

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2. Sales Breakdown of PCSO Games

In 2023, Lotto and Digit games emerged as the top revenue generators. The gross retail receipts of P31,377,413,790.00 for Lotto and Digit games for CY 2023 are broken down as P18,962,788,400.00 for Lotto games and P12,414,625,390.00 for Digit games.

Figure 5 below details the performances of the Lotto games, with the Ultra Lotto 6/58 generating the highest revenue at P4,621,165,920.00 out of the total of P18,962,788,400.00.

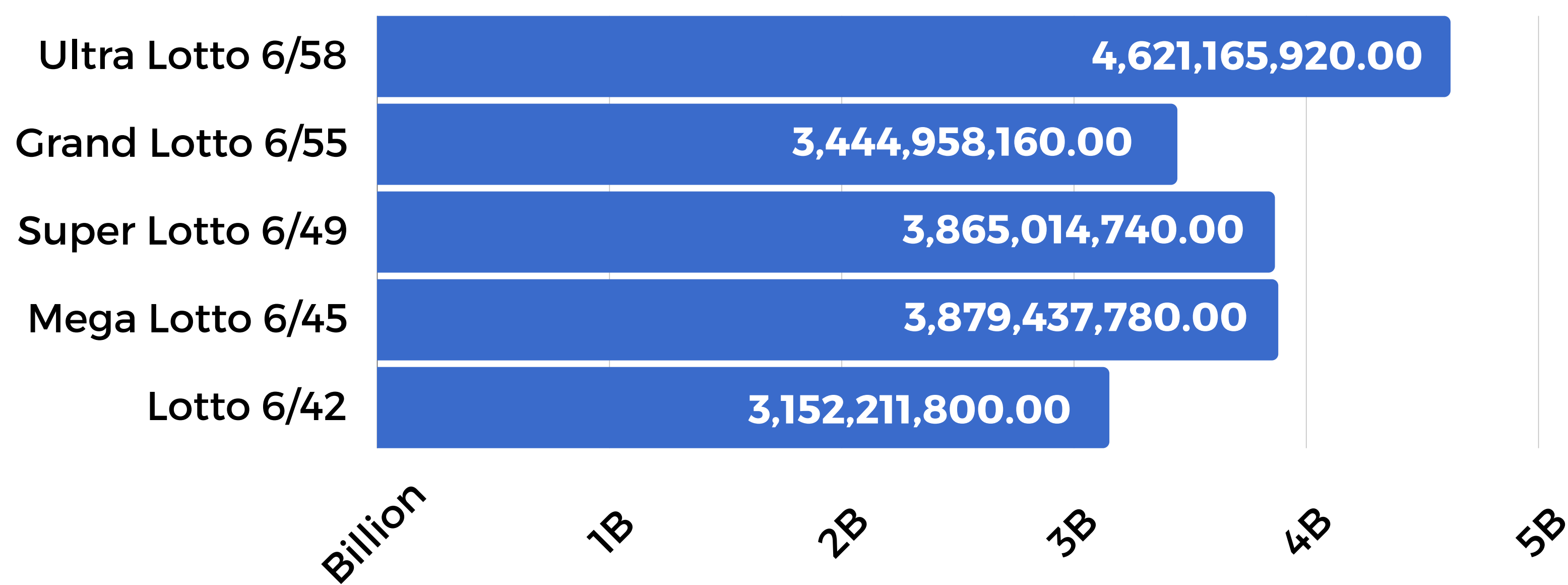


Figure 5. Lotto Games Retail Receipts for CY 2023

For the Digit Games which generated a total of P12,414,625,390.00 for CY 2023, the 2D Lotto is the highest sales contributor with P6,458,399,300.00 revenues (Figure 6).

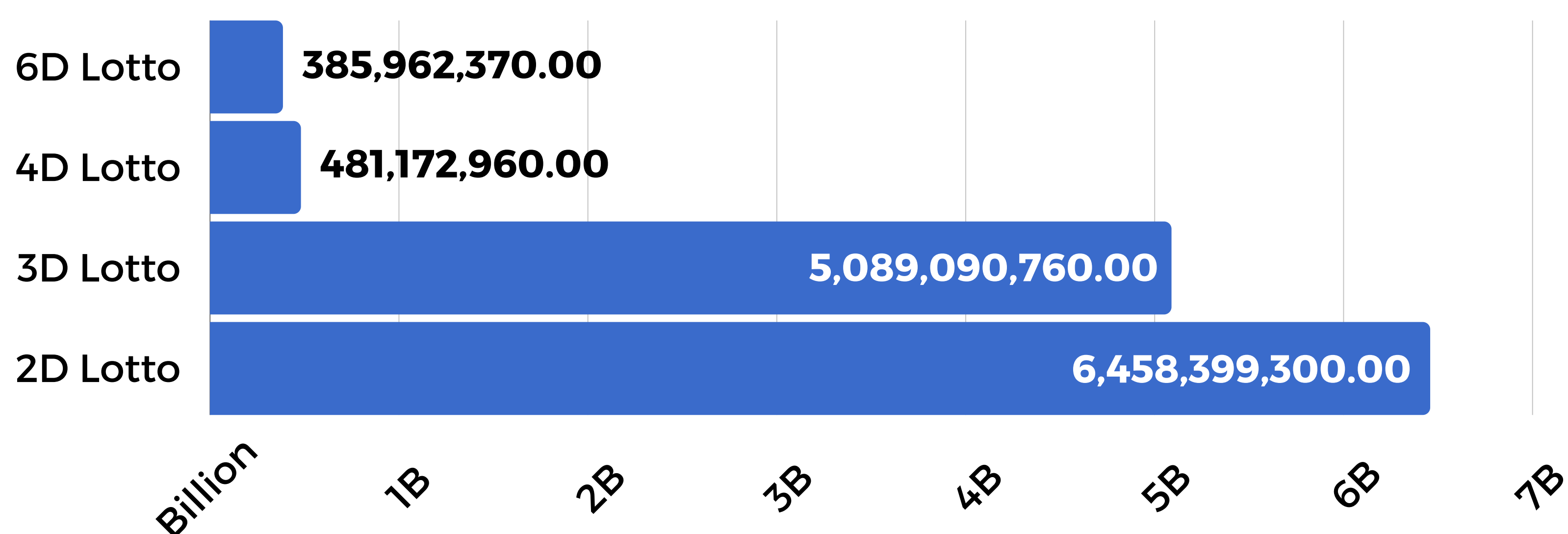


Figure 6. Digit Games Retail Receipts for CY 2023

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The Small Town Lottery (STL) ranked as the second highest revenue generator, following Lotto and Digit Games, with gross retail receipts amounting to P29,734,364,169.24. The accompanying graph illustrates the STL's quarterly gross retail receipts for the calendar year 2023.

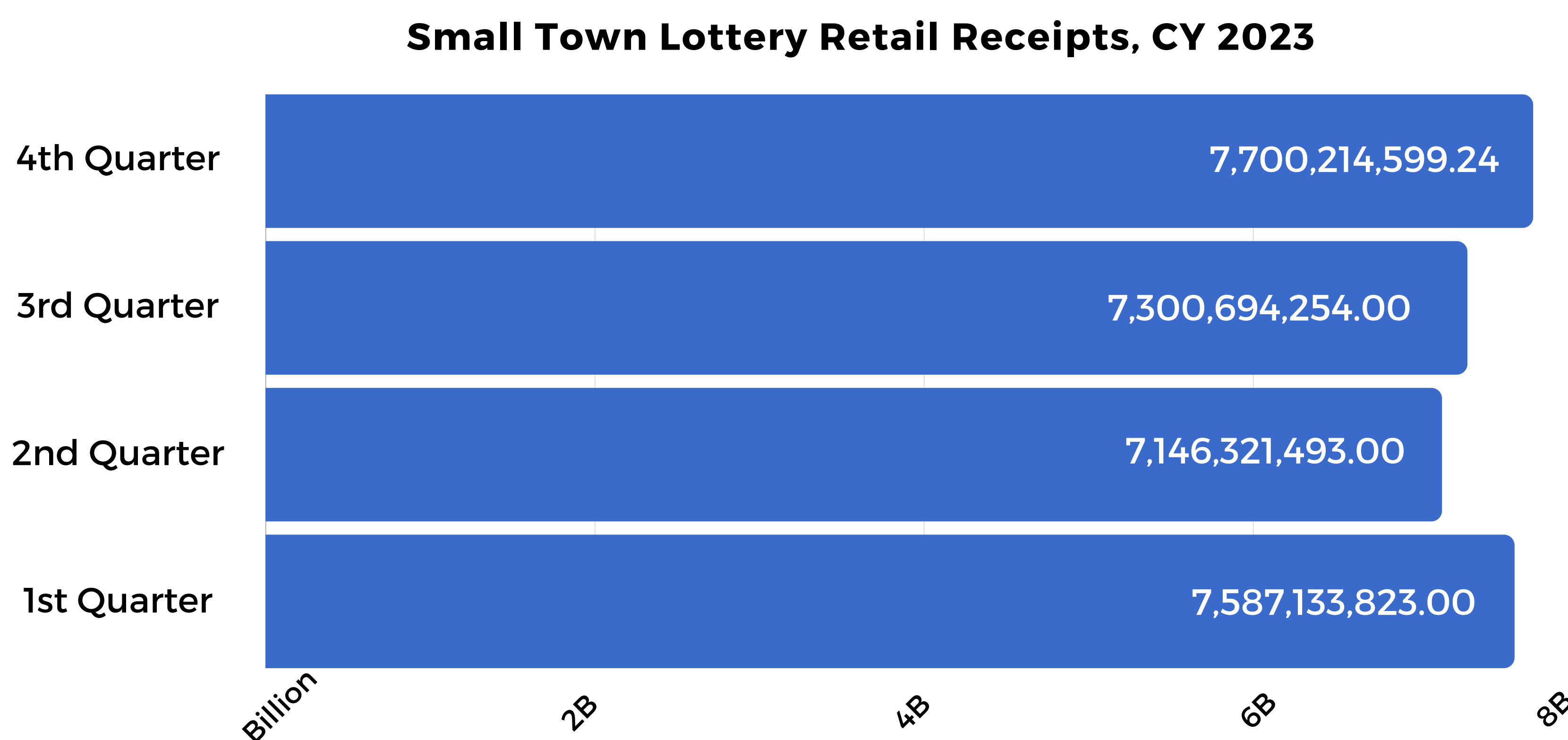


Figure 7. Small Town Lottery (STL) Retail Receipts for CY 2023

Furthermore, the Instant Sweepstakes produced revenues totaling P344,249,496.64 from January to December 2023.

3. Percent Contribution of PCSO Games to the Total Revenue

An analysis of the sales data shows that Lotto, along with Digit games, accounted for 51% of total gross retail receipts, followed closely by the Small Town Lottery, which contributed 48%.

Table 2. Percent Contributions of PCSO Games to the Total Gross Retail Receipts for CY 2023

PCSO Games	Retail Receipts for CY 2023	% Contribution
Lotto and Digit Games	31,377,413,790.00	51%
Small Town Lottery	29,734,364,169.24	48%
National Instant Sweepstakes Program (NISP)	344,249,496.64	1%
TOTAL	P61,456,027,455.88	100.00%

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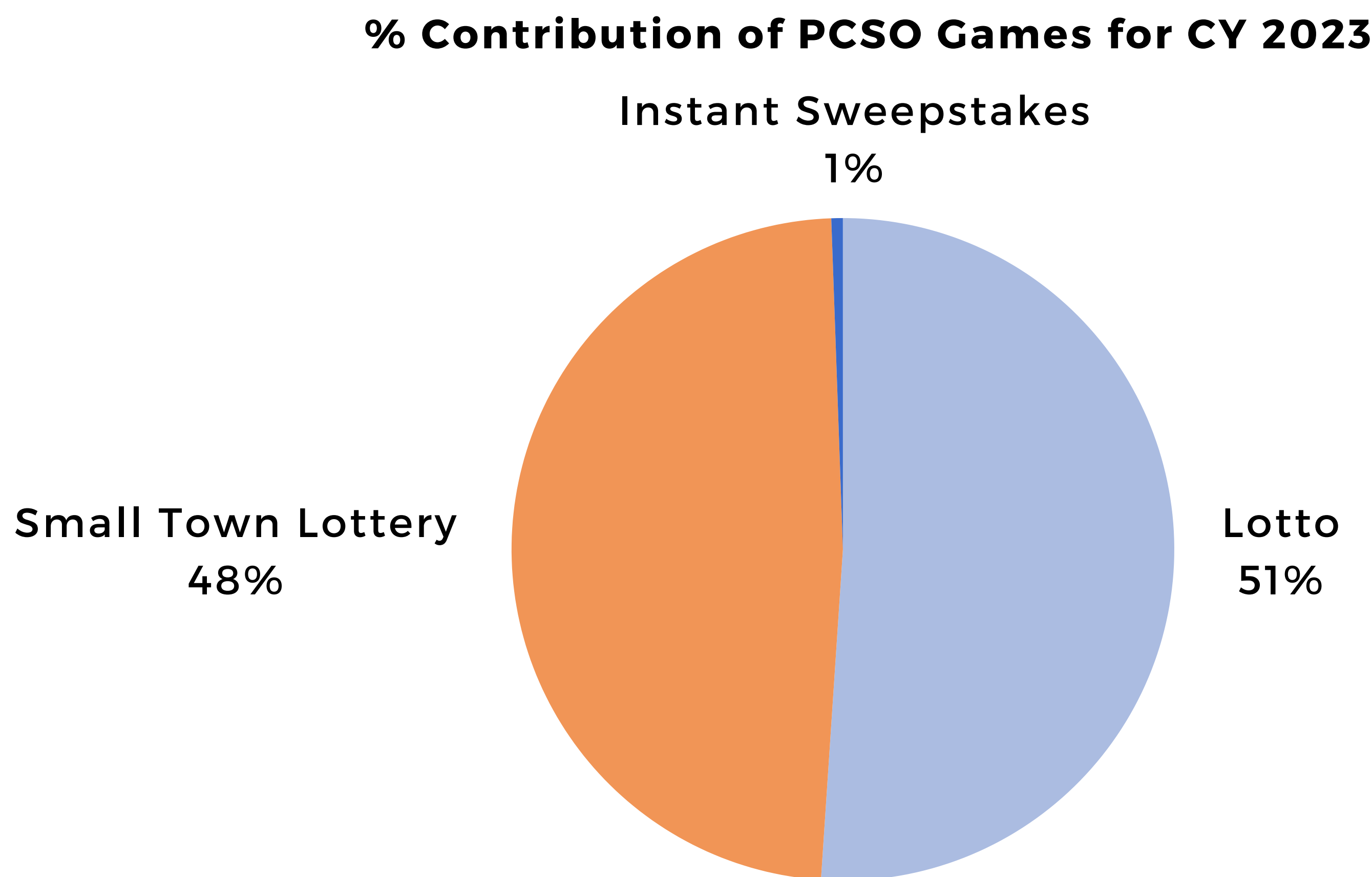


Figure 8. Percentage contribution of PCSO Games for CY 2023

B. Changed Lives: Jackpot Winners for 2023

In 2023, a total of 90 lucky individuals won the jackpot prizes of the various Lotto games which has a total of P4,780,254,045.80. Table 3 shows the accumulated jackpot prizes per game and the accumulated number of winners for each lotto game.

Table 3. Number of Lotto Jackpot Winners and Total Winnings for CY 2023

Lotto Game	Net Jackpot Prize (less 1% commission)	No. of Jackpot Winners
Lotto 6/42	751,884,272.20	26
Mega Lotto 6/45	939,308,179.40	23
Super Lotto 6/49	949,732,044.80	18
Grand Lotto 6/55	778,449,853.20	15
Ultra Lotto 6/58	1,360,879,696.20	8
Total	4,780,254,045.80	90