



Director's Comments

Presentation to
California State Lottery Commission
January 16, 2020

Director's Report 6A

Sales Update:

Year-to-Date Sales are Shy of Goal with Jackpot Games Having the Greatest Shortfall

Game	FY Sales thru 1-4-20 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$3,477.85</u>	<u>94%</u>	<u>-9%</u>
Scratchers (Consumer Sales)	<u>\$2,631.01</u>	97%	3%
<u>Multi-State Games</u>	<u>\$343.61</u>	<u>72%</u>	<u>-56%</u>
Powerball	\$150.23	63%	-40%
MEGA Millions	\$193.38	81%	-63%
SuperLotto Plus	\$130.50	92%	-3%
Daily Games	\$203.20	104%	7%
Hot Spot	\$169.53	104%	10%

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Strong December Sales Improved Sales & Profit Picture

- Mega Millions and Powerball hit their highest jackpot levels of the fiscal year in December which increased profits to 92% of goal – and Powerball is still rolling!
- Hot Spot weekly sales exceeded \$7 million during Christmas week – the first time since its inception.
- The same week, with \$116 million, Scratchers sales were the third highest in Lottery history

As of December 28, 2019	% of Goal
Total Sales	94%
Total Profits	92%
Scratchers Profits	97%
Draw Game Profits	85%

