



Director's Comments

Presentation to
California State Lottery Commission
January 28, 2021

Informational Item 6A

Sales Update:

Year-to-Date Sales Now Well Above Goal and Last Year

	F.Y. Sales thru 1-23-21 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$4,581.81</u>	<u>121%</u>	<u>22%</u>
Scratchers (Distribution Sales)	\$3,400.29	118%	22%
<u>Multi-State Games</u>	<u>\$612.84</u>	<u>139%</u>	<u>53%</u>
Powerball	\$266.09	121%	39%
Mega Millions	\$346.75	158%	65%
SuperLotto Plus	\$134.08	101%	-6%
Daily Games	\$236.85	110%	6%
Hot Spot	\$197.75	111%	6%

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Contributions to education are 7% ahead of goal thru first half of fiscal year

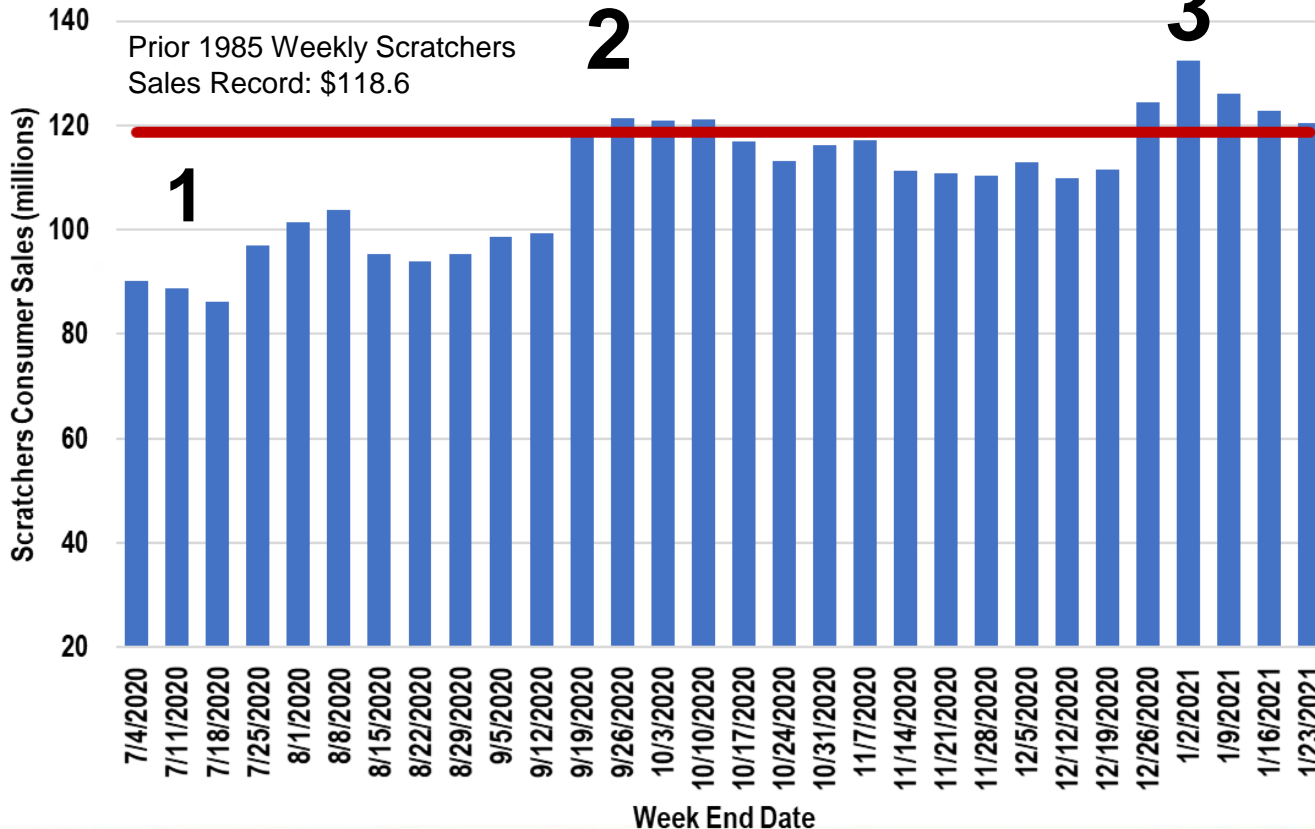
- Through the first half of the fiscal year, sales were 12% ahead of the goal for that period while contributions to education were 7% ahead
- Sales outpaced contributions to education relative to their fiscal year goals due to strong sales of Scratchers, which have lower profit margins. This will most likely be a different picture at the next meeting when recent January weeks are included.

As of December 31, 2020	% of Goal
Total Sales	112%
Contributions to Education	107%



Consumer demand for Scratchers continue to set records

Fiscal Year 2020-21 Weekly Scratchers Sales



1. Pandemic and resulting supply shortages through summer
2. 8 new Scratchers games launch in September including a \$30 game and Pac Man
3. Scratchers gifting and increased traffic for jackpot games



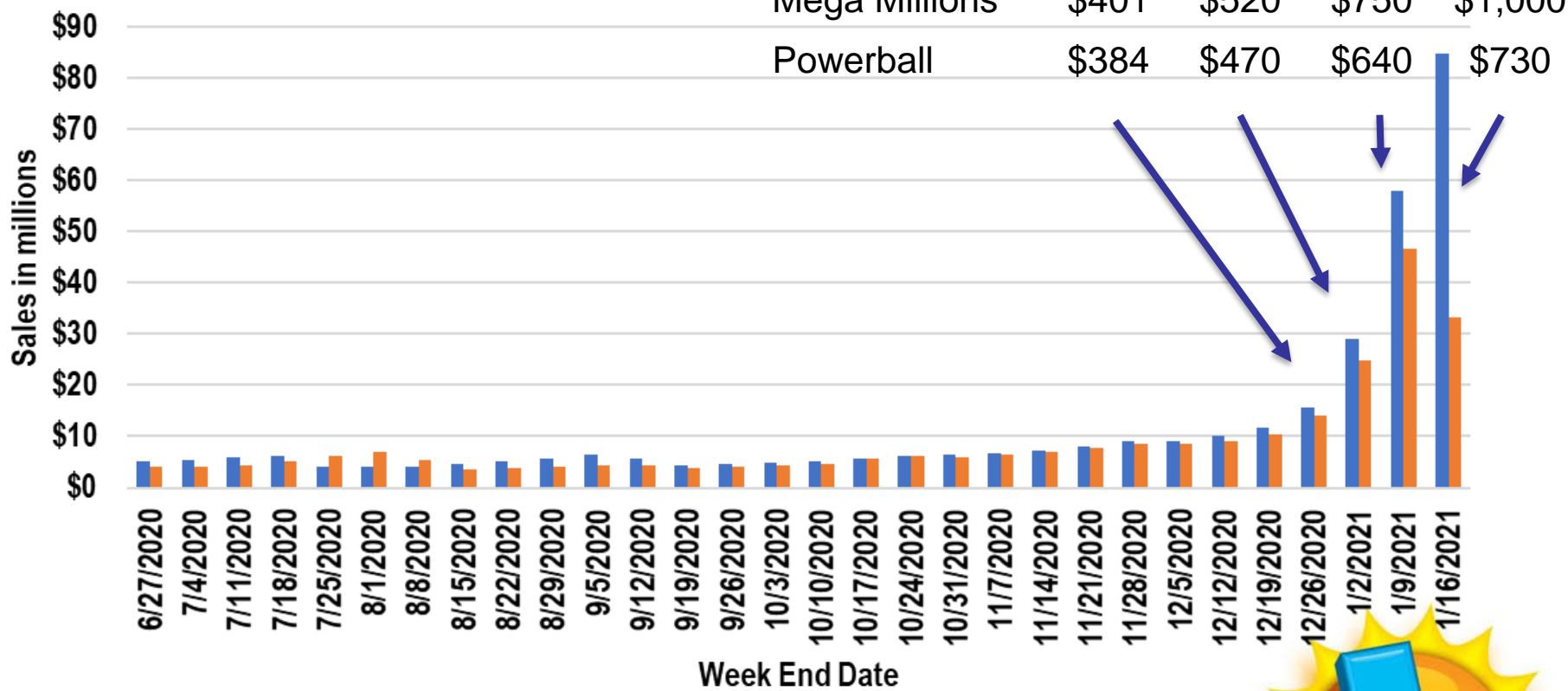
The Multi-State Games brought much excitement to January

Weekly Sales for Multi-State Games

■ MEGA Millions ■ Powerball

Largest jackpot offered (in millions)

Mega Millions	\$401	\$520	\$750	\$1,000
Powerball	\$384	\$470	\$640	\$730



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