Director's Comments

Presentation to
California State Lottery Commission
January 25, 2024

Informational Item 6a

Sales Update: All major games exceeding goal so far this year.

	F.Y. Sales thru 1-13-23 (in millions)	% of Goal	Change vs. Last Year
TOTAL SALES	**$5,120.64**	**112%**	**0%**
Scratchers (Consumer Sales)	$3,552.57	102%	4%
Multi-State Games	**$970.99**	**197%**	**-13%**
Powerball	$576.41	225%	12%
MEGA Millions	$394.58	167%	-34%
SuperLotto Plus	$143.63	111%	5%
Daily Games	$229.04	102%	0%
Hot Spot	$224.41	102%	5%

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Through the first half of the year, contributions to education are estimated at over $1.1 billion.

- Through December 2023, contributions to education are exceeding goal by 30%

- That is pacing similar to the first half of last fiscal year.

As of December 31, 2023	% of Goal
Total Sales	113%
Contributions to Education	130%

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CA had the strongest summer sales in the U.S.

State by Rank in F.Y. 2023-24 Q1 "Summer" Sales

	State	F.Y. 2023-24 Q1 "Summer" Sales (in millions)	Rank in F.Y. 2022-2023	Growth Over Last Year
#1	California	$2,464.20	#2	9%
#2	Florida	$2,425.90	#1	5%
#3	Texas	$2,199.30	#3	3%
#4	New York	$2,123.80	#4	4%
#5	Massachusetts	$1,548.80	#6	8%
#6	Georgia	$1,473.50	#5	-2%
#7	Pennsylvania	$1,292.70	#7	4%
#8	Michigan	$1,243.50	#8	-5%
#9	Ohio	$1,153.80	#9	8%
#10	North Carolina	$1,091.40	#10	2%

C.Y. 2023 Highlights

- Celebrated our 38th Anniversary
- Launched key programs to strengthen workforce engagement, culture, and retention
- Won advertising and sustainability awards
- Prize Payments paid out over 190,000 prize claims
- California had 2 back-to-back billion-dollar jackpot winners
- Created a record 175 instant millionaires
- Sales estimates for the calendar year are over $9 billion for the 2nd year in a row.
- Total contributions to education since the lottery's inception in 1985 are now over $44 billion.

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