



Director's Comments

Presentation to
California State Lottery Commission
June 24, 2021

Informational Item 7A

Sales Update:

Year-to-Date Sales Now Exceed \$8 Billion!

	F.Y. Sales thru 6-12-21 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$8,023.67</u>	<u>121%</u>	<u>30%</u>
Scratchers (Distribution Sales)	\$6,095.22	119%	31%
<u>Multi-State Games</u>	<u>\$914.14</u>	<u>124%</u>	<u>44%</u>
Powerball	\$396.50	107%	38%
MEGA Millions	\$517.65	140%	50%
SuperLotto Plus	\$244.86	110%	11%
Daily Games	\$416.12	113%	13%
Hot Spot	\$353.32	115%	21%

calottery



Contributions to education are 22% ahead of goal thru April

- Through May 2021, sales are 19% ahead of goal and profits 22% ahead of goal.
- Total estimated contributions to education now exceed \$1.7 billion through the end of May.

As of May 31, 2021	% of Goal
Total Sales	119%
Contributions to Education	122%



Rolling jackpots boosted multi-state game sales over last year

- Between Mega Millions and Powerball, FY2021 has seen 16 jackpots over \$400 million.
- FY2020 only had one jackpot at this level.
- Resulting in sales already \$285 million higher than last fiscal year.

Multi-State Games

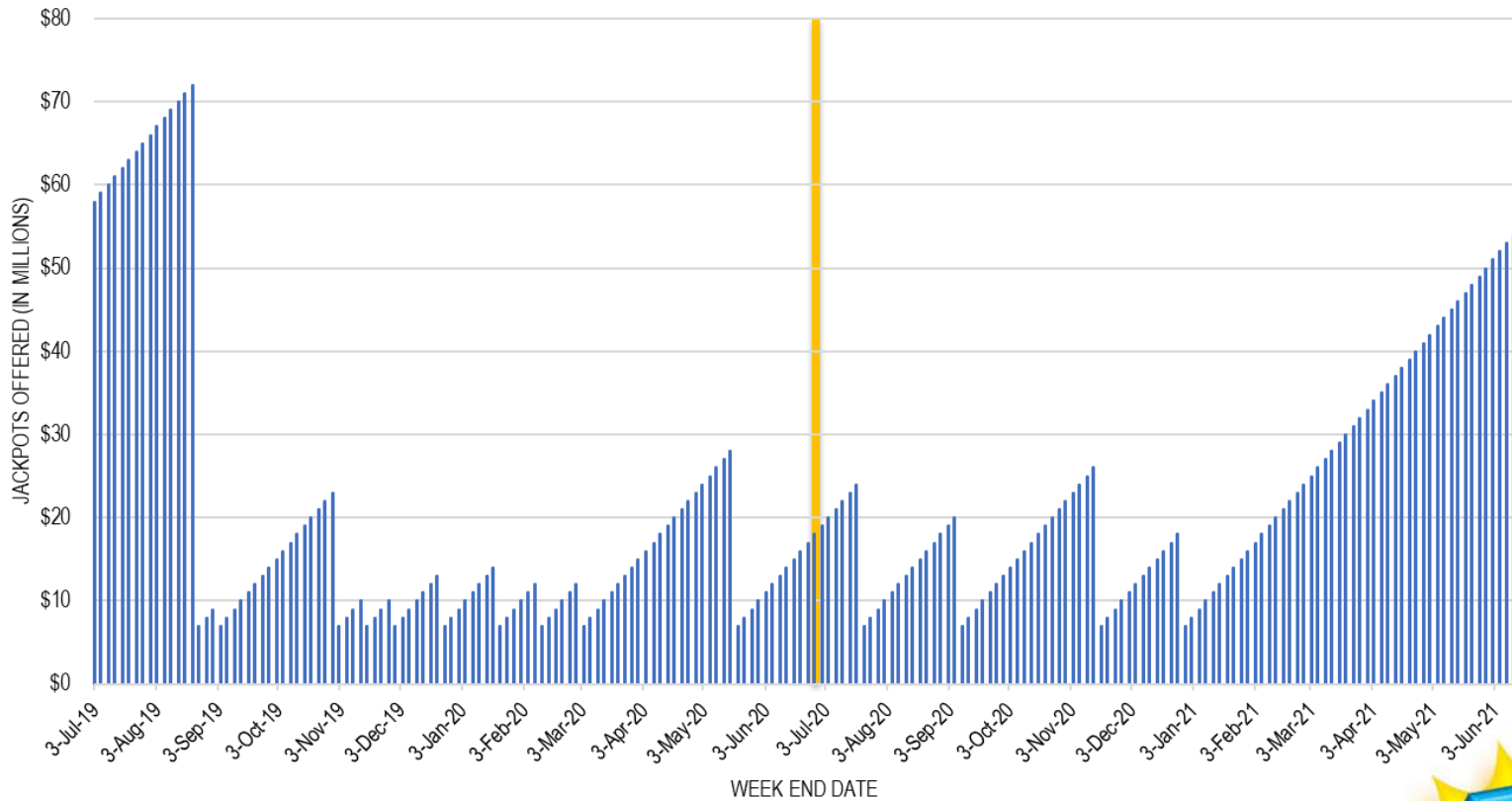
Number of Jackpots	<u>FY 2019-20</u>	<u>FY 2020-21*</u>
\$50 million and under	43	47
\$51 - \$100 million	61	47
\$101 - \$200 million	74	50
\$201 - \$300 million	19	27
\$301 - \$400 million	11	12
\$401 - \$500 million	1	7
\$501 - \$700 million	0	5
\$701 - \$1 billion	0	4
over \$1 billion	0	0
Total Draws	209	199

**through June 12, 2021*



Super Lotto Plus seeing its highest jackpots since August 2019

SuperLotto Plus Jackpots
FY2020 through June 12, 2021

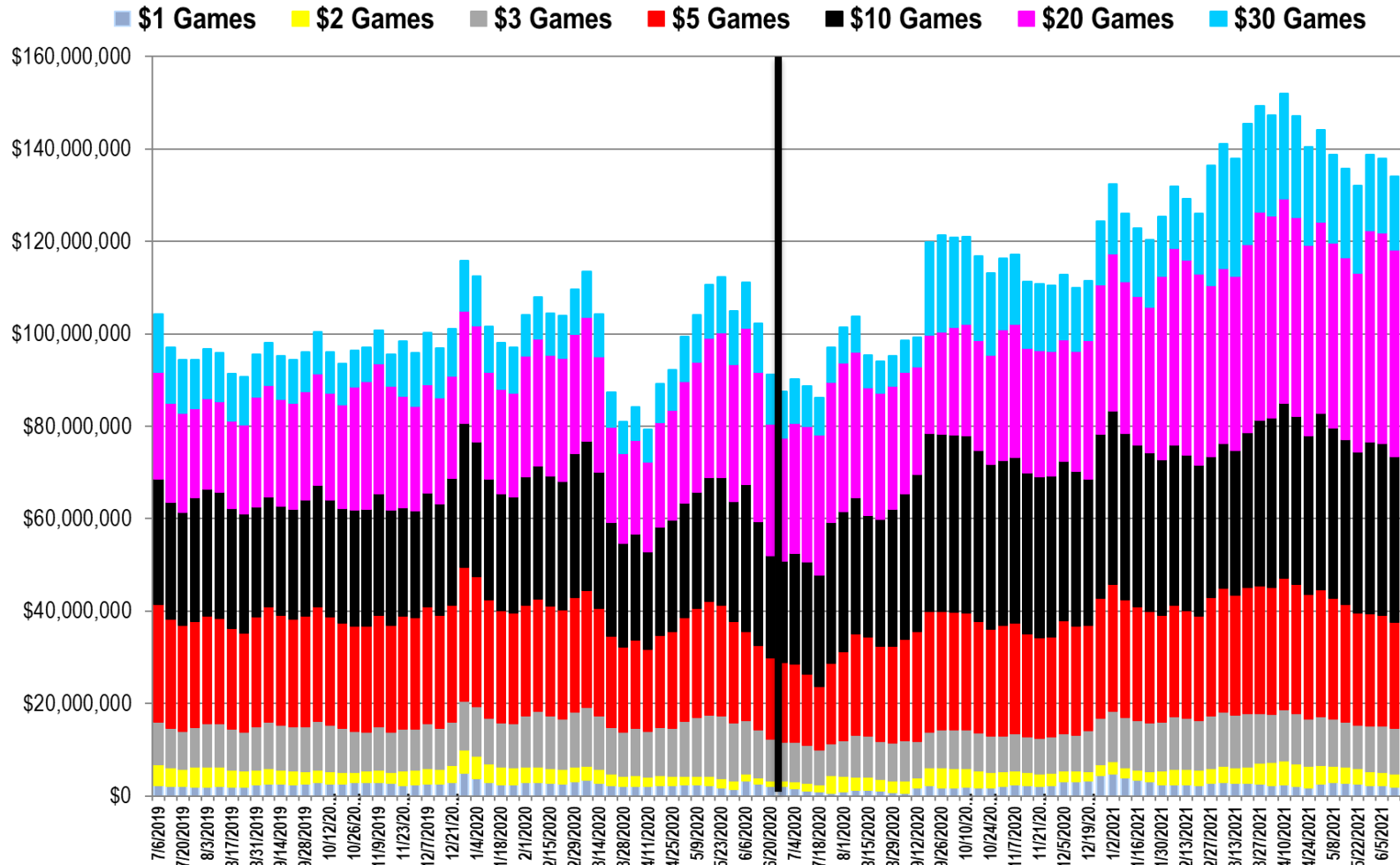


calottery



The \$10+ Scratchers Games are Fan Favorites this year

Weekly Scratchers Sales by Price Point Since July 2019



FY 2020-21 Marketing Highlights

- Pac Man, Monopoly Scratchers had mass appeal and pushed weekly Scratchers sales to record highs in September and April
- Mega Millions jackpot rolled to \$1 billion – the 3rd largest jackpot in US history
- Estimated fiscal year sales of more than \$8.4 billion to be the highest ever.

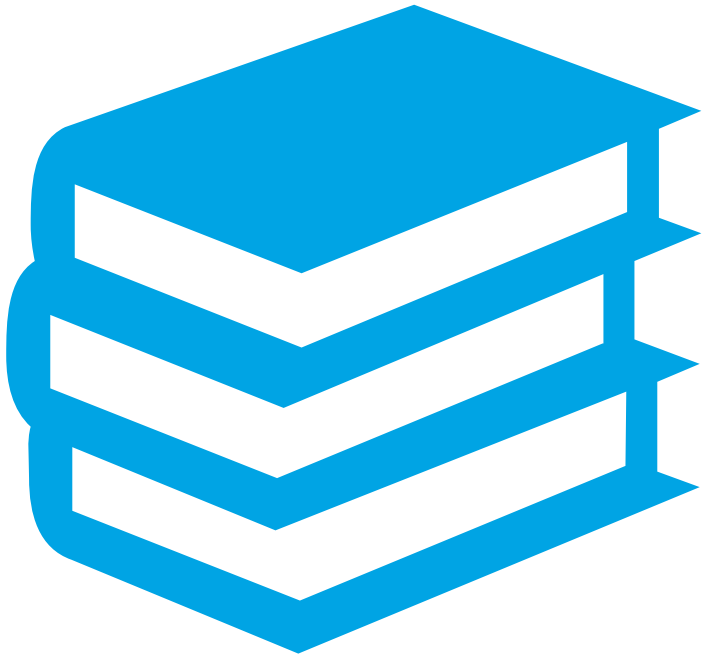


FY 2020-21 Operational Highlights

- Lottery successfully adapted to primarily teleworking workforce
- Lottery implemented several new policies, procedures, and organizational modifications to improve efficiencies and minimize risk



The Bottom Line



Estimated contributions to education for FY 2020-21 will be the highest in CA Lottery history at over \$1.89 billion.

