



Director's Comments

Presentation to
California State Lottery Commission
March 25, 2021

Informational Item 6A

Sales Update:

Year-to-Date Sales 20% Above Goal and Last Year

Category	F.Y. Sales thru 3-13-21 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$5,774.97</u>	<u>120%</u>	<u>22%</u>
Scratchers (Distribution Sales)	\$4,356.18	118%	22%
<u>Multi-State Games</u>	<u>\$695.29</u>	<u>128%</u>	<u>42%</u>
Powerball	\$307.31	113%	31%
MEGA Millions	\$387.98	143%	53%
SuperLotto Plus	\$169.65	103%	-1%
Daily Games	\$306.06	114%	11%
Hot Spot	\$247.80	112%	6%



Contributions to education are 20% ahead of goal thru February

- Through February 2021, sales are 17% ahead of goal and profits 20% ahead of goal.
- Lottery sales have consistently held at or above goal this fiscal year, while profits lagged slightly behind. That is until January's high jackpots bumped up year-to-date profits to pace evenly with sales.
- Total estimated contributions to education now exceed \$1.2 billion through the end of February

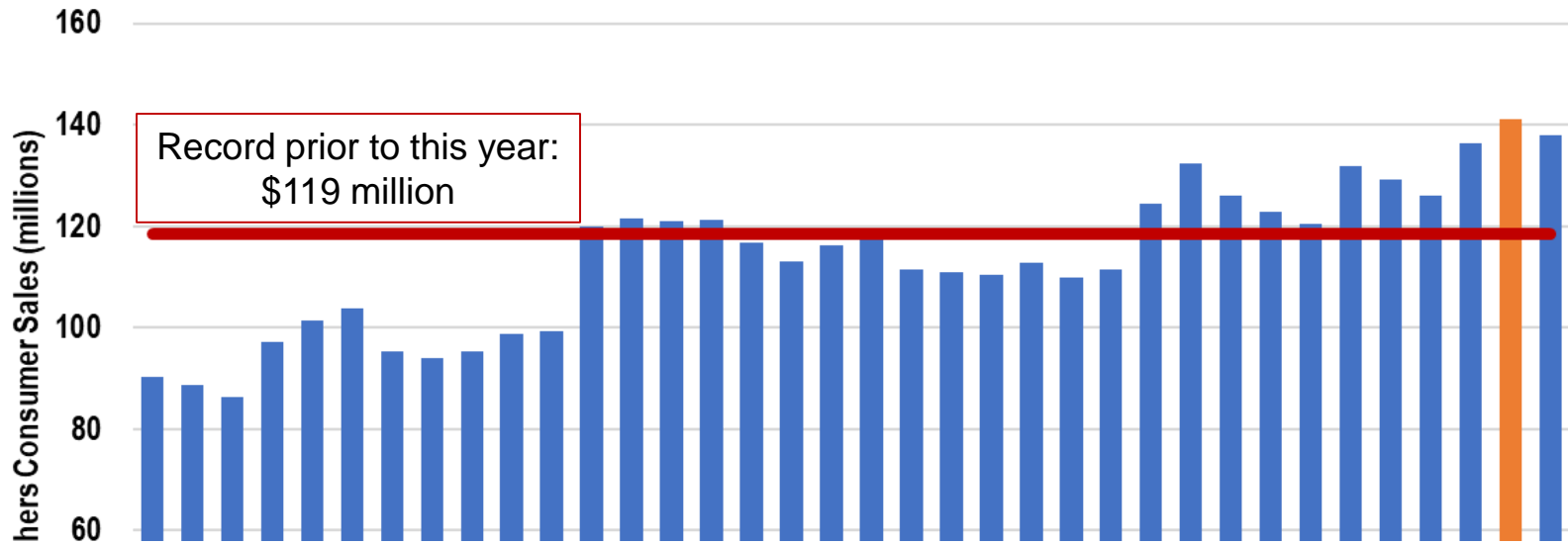
As of February 28, 2021	% of Goal
Total Sales	117%
Contributions to Education	120%



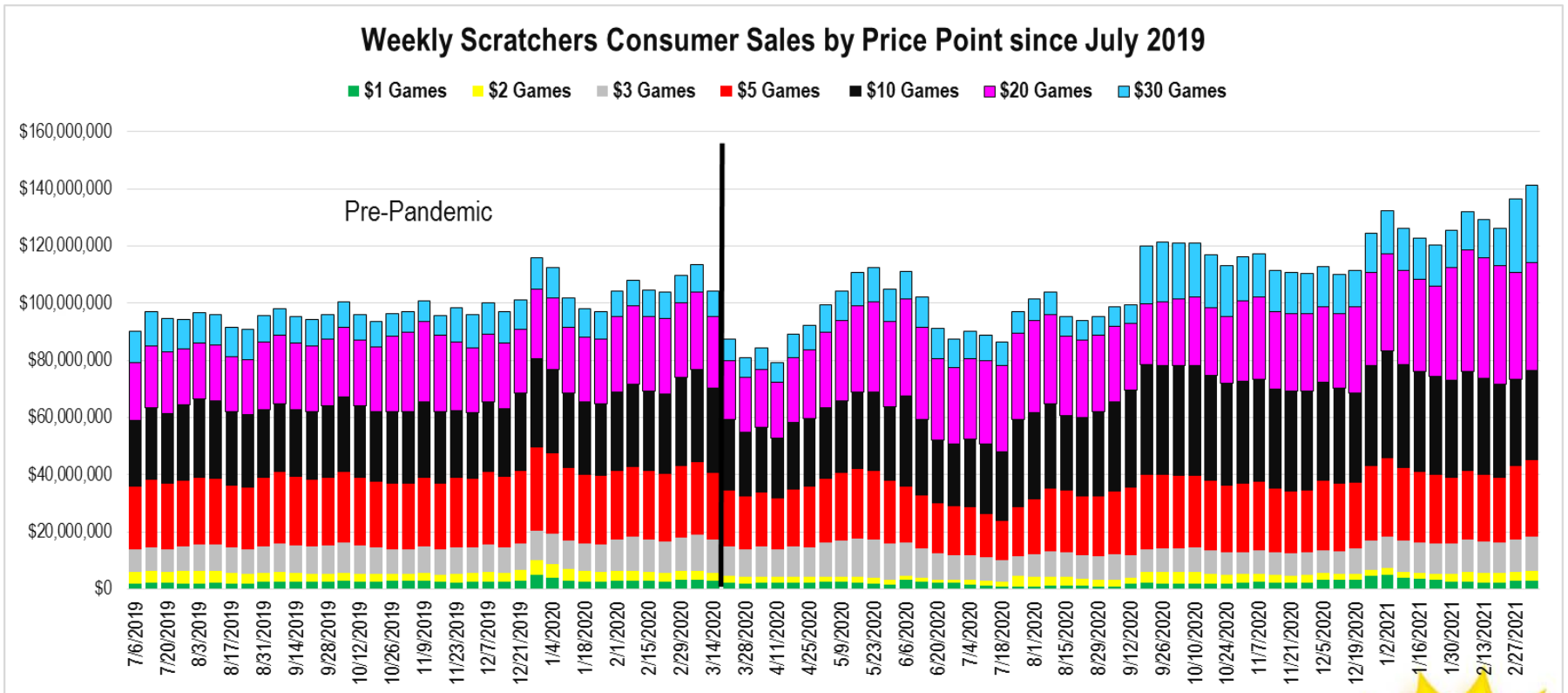
Scratchers continue to drive sales

Weekly sales over \$120 million 15 times so far this year!

Fiscal Year 2020-21 Weekly Scratchers Sales



Strong Scratchers sales driven by gains at \$10, \$20 and \$30 price points



Source: Consumer Sales based on Validations from BIBA

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Jackpot Game sales back to pre-pandemic levels since January

Jackpot Game Sales versus Sales at Comparable Draws Pre-Pandemic

