



Director's Comments

Presentation to
California State Lottery Commission
March 17, 2022

Informational Item 6a

Sales Update:

Year-to-Date Sales Over \$6 Billion

	F.Y. Sales thru 3-5- 22 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$6,162.17</u>	<u>109%</u>	<u>9%</u>
Scratchers (Distribution Sales)	\$4,756.27	109%	12%
<u>Multi-State Games</u>	<u>\$674.12</u>	<u>118%</u>	<u>-1%</u>
Powerball	\$405.87	146%	36%
MEGA Millions	\$268.25	92%	-30%
SuperLotto Plus	\$165.53	101%	1%
Daily Games	\$296.26	99%	0%
Hot Spot	\$272.46	105%	14%



Contributions to education continue to run 15% ahead of goal

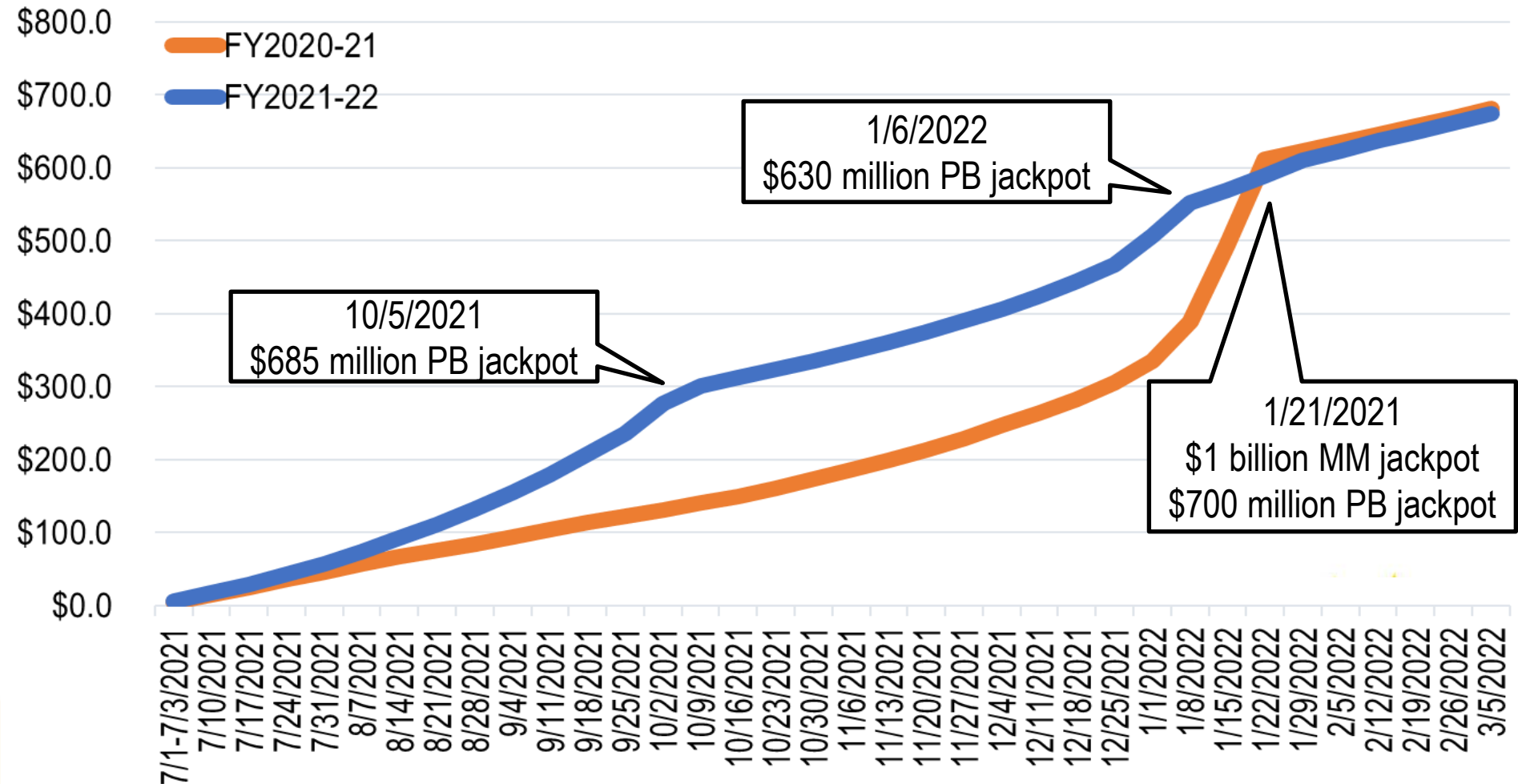
- Through January, sales are 7% ahead of goal and profits 15% ahead of goal.
- Total estimated contributions to education were over \$1.1 billion; \$100 million more than through same time last year.

As of January 31, 2022	% of Goal
Total Sales	107%
Contributions to Education	115%



FY2022 had stronger multi-state game sales through first half of the year compared to last fiscal year.

Cumulative Multi-State Game Sales By Week



Weekly Scratchers sales this fiscal year are also more stable compared to last year

Scratchers Consumer Sales by Week

