



# Director's Comments

Presentation to  
California State Lottery Commission  
May 28, 2020

Director's Report 6A

# Sales Update:

**Year-to-Date Sales Down 10% vs. Last Year**  
**Only the Daily Games Category is Above Goal**

Type	FY Sales Through 5-16-20 (in millions)	% of Goal	Change vs. Last Year
<b><u>TOTAL SALES</u></b>	<b><u>\$5,899.65</u></b>	<b><u>92%</u></b>	<b><u>-10%</u></b>
<b>Scratchers (Consumer Sales)</b>	\$4,503.48	96%	-1%
<b><u>Multi-State Games</u></b>	<b><u>\$578.36</u></b>	<b><u>71%</u></b>	<b><u>-50%</u></b>
<b>Powerball</b>	\$271.74	67%	-43%
<b>MEGA Millions</b>	\$306.63	75%	-54%
<b>SuperLotto Plus</b>	\$206.30	85%	-11%
<b>Daily Games</b>	\$340.26	101%	3%
<b>Hot Spot</b>	\$271.25	93%	-1%

calottery



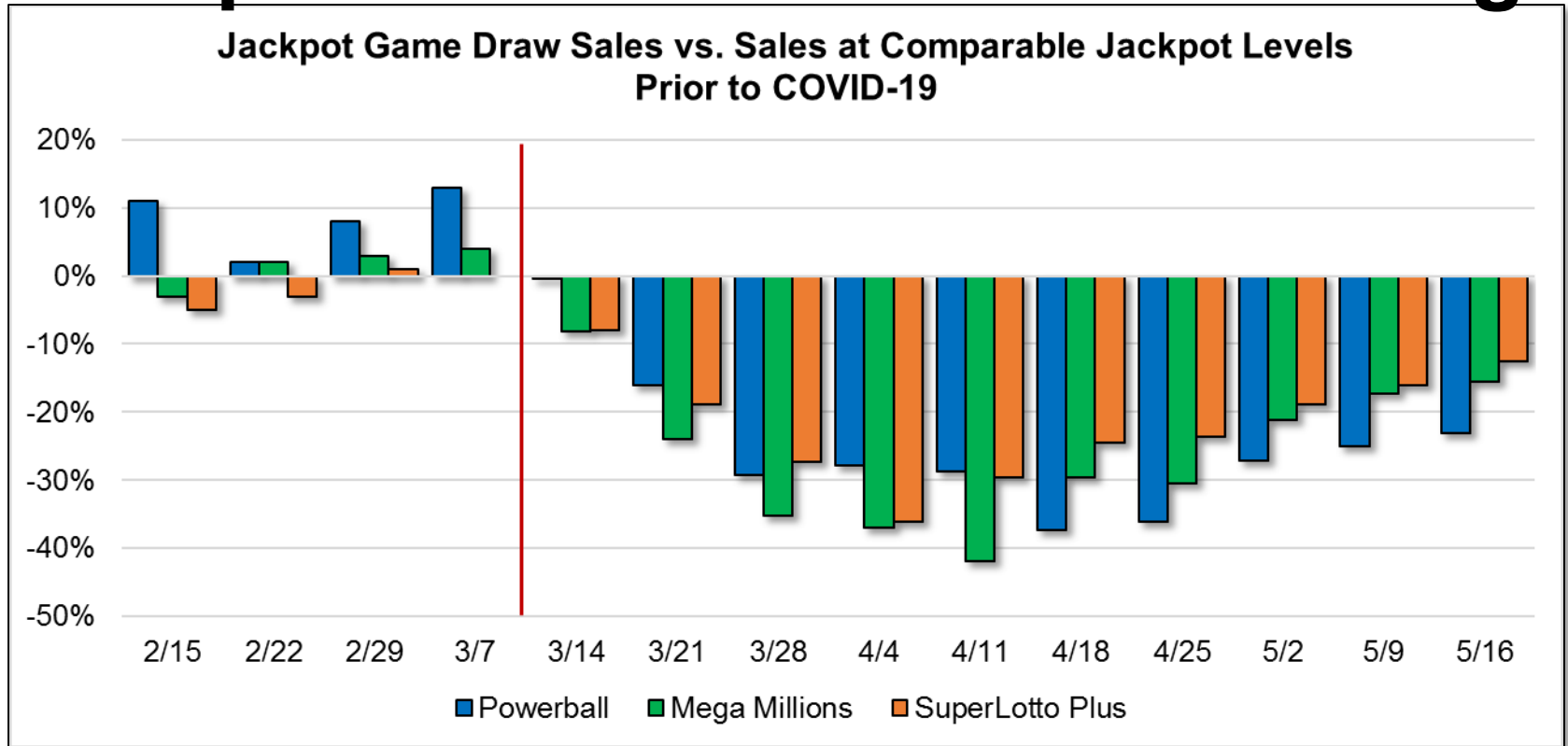
# Sales and Profits Down Amidst COVID-19 Pandemic

- Powerball was reset in mid-April to its lowest level ever starting level jackpot of \$20 million as a result of game changes spurred by the COVID-19 pandemic.
- Scratchers, which bottomed out at 70% of goal during the last week of March rebounded to 106% of goal for the week ending 5/16.

As of May 2, 2019	% of Goal
Total Sales	92%
Total Profits	90%
Scratchers Profits	96%
Draw Game Profits	83%



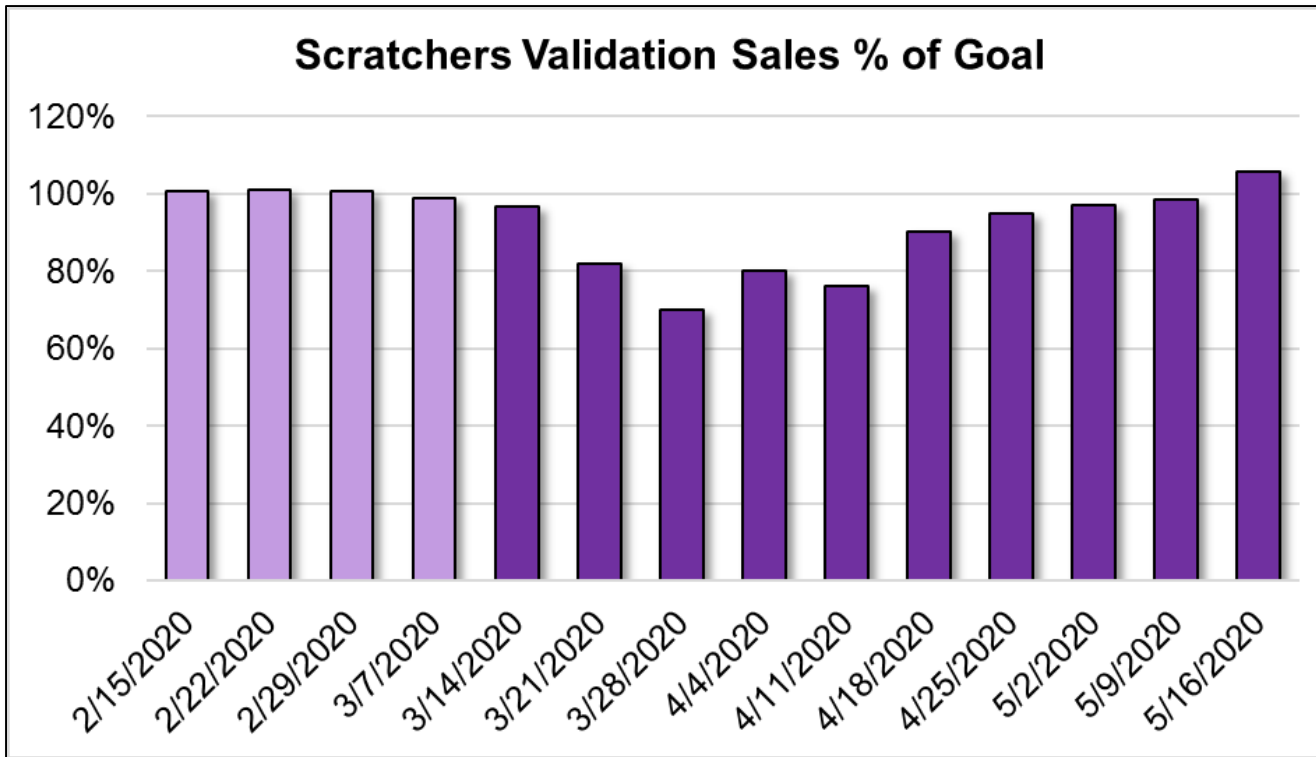
# Negative Impact of COVID-19 on Jackpot Game Sales is Diminishing



Sales for each of the major jackpot games have improved in recent weeks, but are still 15-25% below sales seen at comparable jackpot levels prior to the pandemic.



# Scratchers Sales are Now Above Pre-Pandemic Levels



In the weeks prior to the pandemic, Scratchers sales were tracking steadily at right around 100% of goal.

Scratchers sales fell sharply in the wake of the COVID-19 pandemic. Sales grew relative to goal throughout April and, during week ending 5/16, exceeded goal for the first time in 11 weeks.

