



Director's Comments

Presentation to
California State Lottery Commission
November 18, 2021

Informational Item 6a

Sales Update:

Year-to-Date Sales Over \$3 Billion

	F.Y. Sales thru 11- 6-21 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$3,235.39</u>	<u>110%</u>	<u>17%</u>
Scratchers (Distribution Sales)	\$2,503.52	111%	13%
<u>Multi-State Games</u>	<u>\$348.35</u>	<u>118%</u>	<u>87%</u>
Powerball	\$211.06	147%	137%
Mega Millions	\$137.28	90%	41%
SuperLotto Plus	\$89.21	104%	13%
Daily Games	\$153.36	99%	2%
Hot Spot	\$140.95	107%	13%



Contributions to education are 16% ahead of goal through September

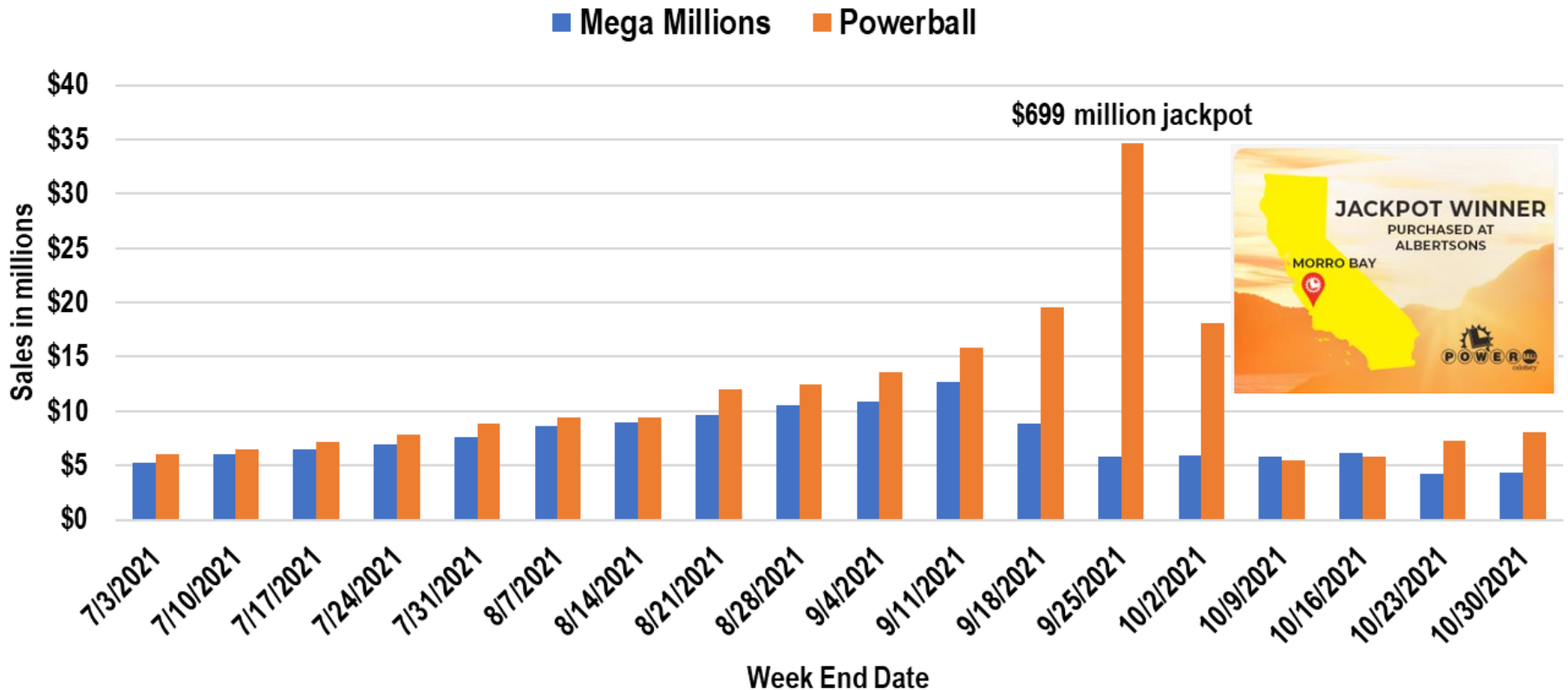
- Through September 2021, sales are 13% ahead of goal and profits 16% ahead of goal.
- Total estimated contributions to education now exceed half a billion dollars.

As of September 30, 2021	% of Goal
Total Sales	113%
Contributions to Education	116%



Fiscal year sales strengthened by Powerball's \$699 million jackpot

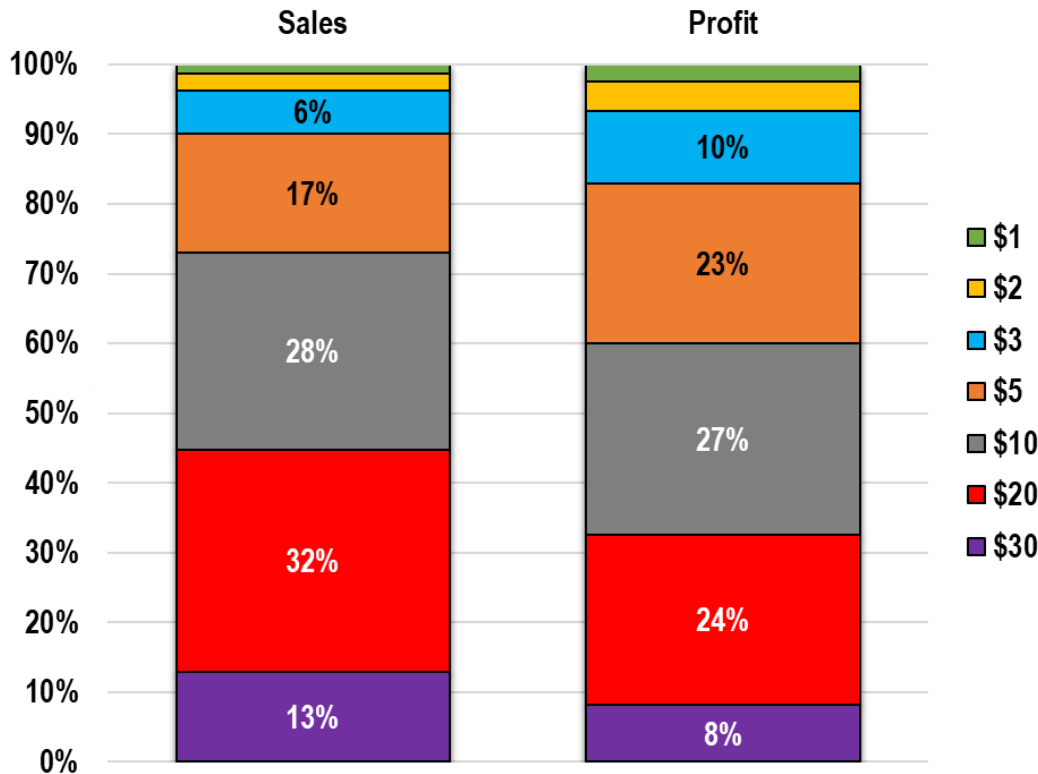
Weekly Sales for Multi-State Games



- On Monday 10/2/2021, one lucky ticket in Morro Bay, California hit the Powerball jackpot of nearly \$700 million!
- The entire sequence brought in sales of \$195.6 million

Strong sales from the \$10+ Scratchers games continue

Estimate Scratchers Sales and Profits by Price Point



- \$10+ games make up over 70% of total Scratchers sales
- Yet, due to their higher payout, they are 60% of total Scratchers profits
- Total estimate Scratchers profits still 17% higher than same time last fiscal year

*July-October 30, 2021

Consumer Scratchers sales and estimate profits

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CA returns to being 2nd largest Lottery in U.S.

----- Sales of Traditional Products -----

State and Sales Rank in F.Y. 2020-21	F.Y. 2020-21 Sales (in millions)	Rank in F.Y. 2019-20	Rank in F.Y. 2018-19	F.Y. 2020-21 Per Capita Sales
#1 - Florida	\$9,076.2	#2	#3	\$418
#2 - California	\$8,405.2	#4	#2	\$214
#3 - Texas	\$8,115.6	#3	#4	\$276
#4 - New York	\$7,666.1	#1	#1	\$396
#5 - Georgia	\$6,034.4	#6	#6	\$563
#6 - Mass.	\$5,797.7	#5	#5	\$841
#7 - Pennsylvania	\$5,436.9	#7	#7	\$425
#8 - Ohio	\$4,330.1	#9	#10	\$370
#9 - Michigan	\$3,925.1	#8	#8	\$394
#10 - North Carolina	\$3,805.4	#11	#12	\$359

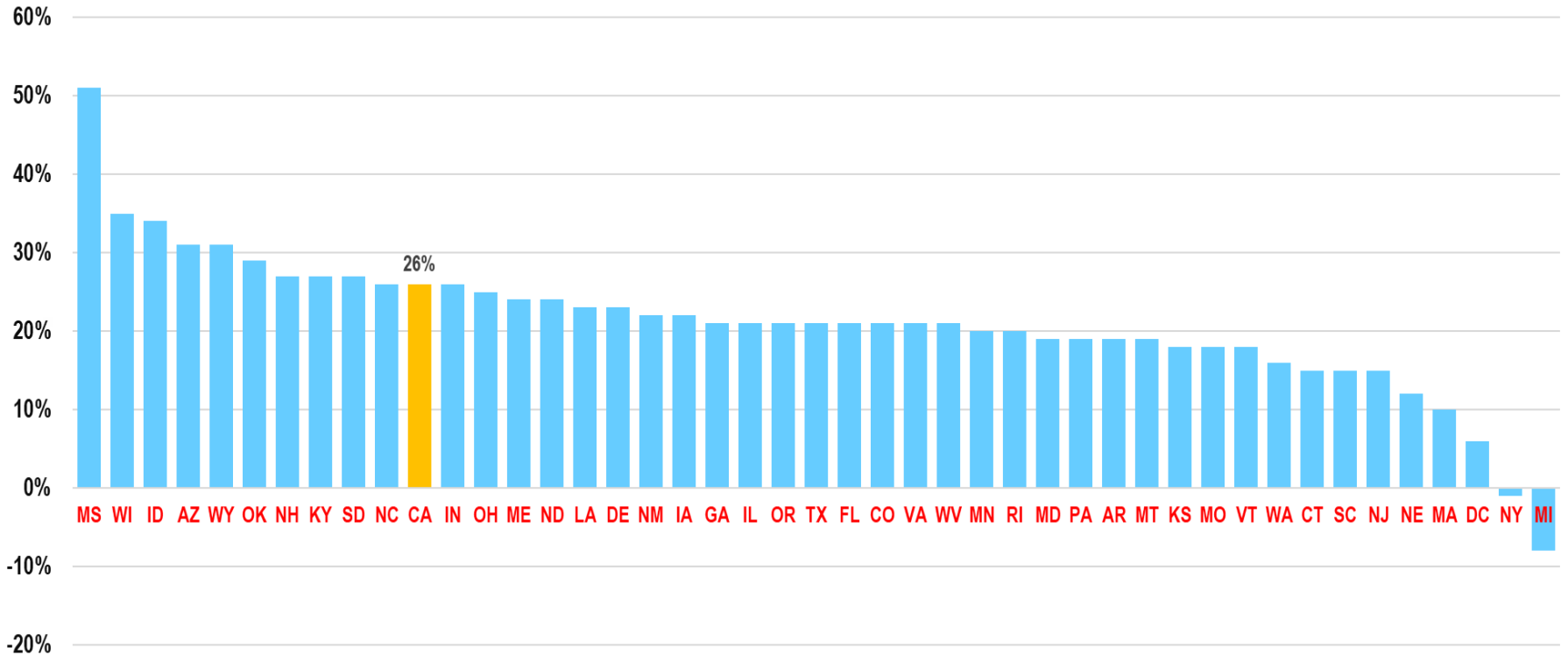
Source: *LaFleurs Magazine*, Sept/Oct 2021 – Sales excluding VLT revenue

**CA data based on unaudited figures from Aug 2021



CA had above average sales growth compared to all states

% Change in Traditional Sales: F.Y. 2020-21 vs. F.Y. 2019-20



Fiscal Year 2020-21 Lottery Industry Update

- California continued as **#1** for **Mega Millions** sales.
- California continued as **#1** for **Powerball** sales.
- California was **#3** for **Instants/Scratchers** sales
- California was **#2** for **In-State Lotto** (SuperLotto Plus)
- CA annual per capita sales of \$214 **ranked 25th**
- California paid out the **2nd most prizes** to winners (over \$5.6 billion)
- California's estimated **contributions to education were #3** in the nation with over \$1.8 billion

Source: *LaFleurs Magazine*, Sept/Oct 2021

**CA data based on unaudited figures from Aug 2021

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