



# Director's Comments

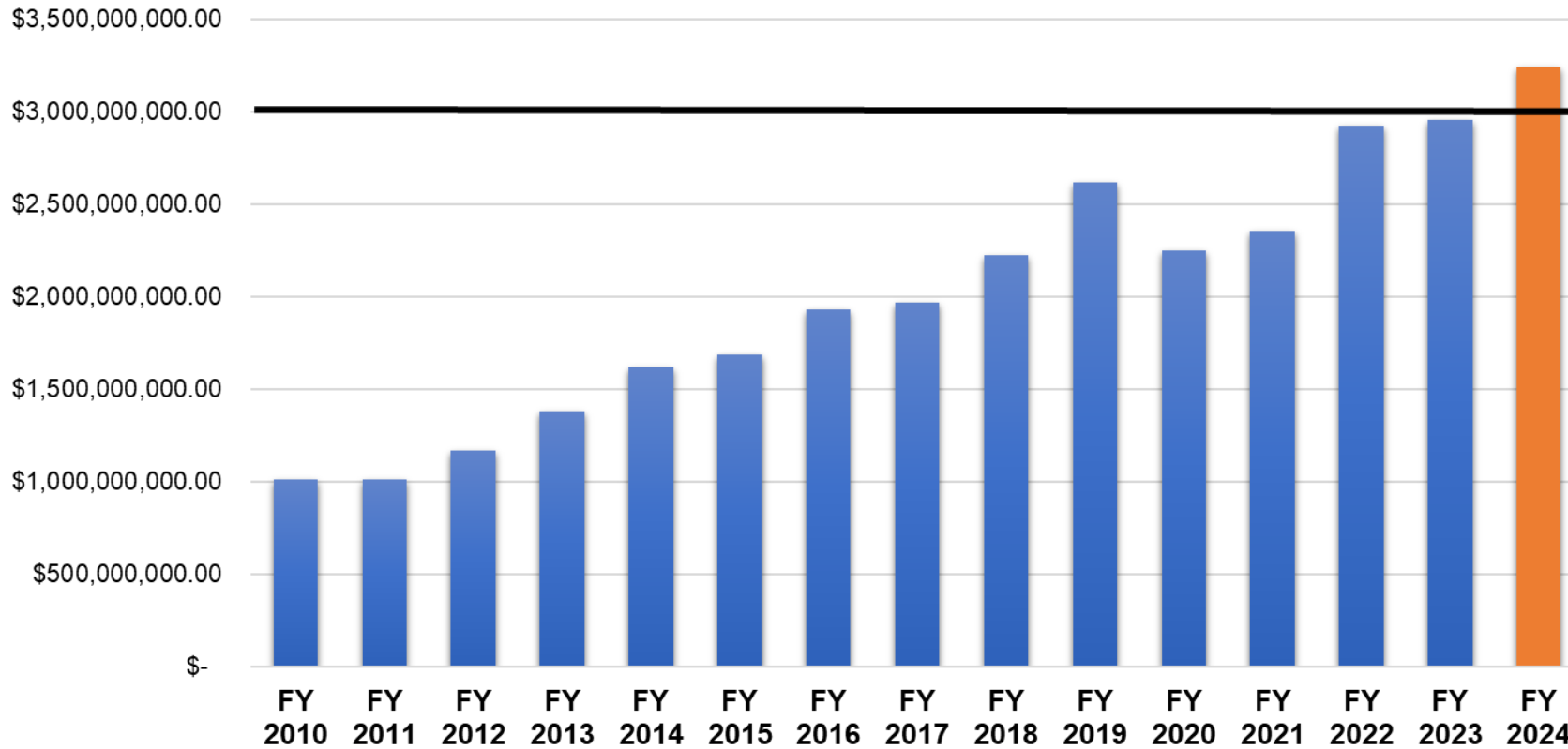
Presentation to  
California State Lottery Commission  
November 9, 2023

Informational Item 6a

# Sales Update:

## Year-to-Date Sales Over \$3 Billion

Total Lottery Sales 18 Weeks into Fiscal Year



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# All major games exceeding goal so far this year.

	F.Y. Sales thru 10-28-23 (in millions)	% of Goal	Change vs. Last Year
<b><u>TOTAL SALES</u></b>	<b><u>\$3,239.34</u></b>	<b><u>118%</u></b>	<b><u>11%</u></b>
Scratchers (Consumer Sales)	\$2,142.82	102%	6%
<b><u>Multi-State Games</u></b>	<b><u>\$730.28</u></b>	<b><u>243%</u></b>	<b><u>39%</u></b>
Powerball	\$420.89	270%	126%
MEGA Millions	\$309.39	215%	-8%
SuperLotto Plus	\$95.74	121%	17%
Daily Games	\$135.52	100%	-2%
Hot Spot	\$134.99	104%	6%

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# Through the first quarter, contributions to education are exceeding goal by 38%.

- Through September 2023, contributions to education are estimated at over \$600 million.
- Surpassing our prior first quarter record by \$90 million.

As of September 30, 2023	% of Goal
Total Sales	117%
Contributions to Education	138%



# CA continues as 2<sup>nd</sup> largest Lottery in U.S.

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

		F.Y. 2022-23		
State by Rank in F.Y.		Sales	Rank in F.Y.	Rank in F.Y.
	2022-23	(in millions)	2021-2022	2020-21
#1	Florida	\$9,801.8	#1	#1
<b>#2</b>	<b>California</b>	<b>\$9,250.4</b>	<b>#2</b>	<b>#2</b>
#3	Texas	\$8,725.6	#3	#3
#4	New York	\$8,292.3	#4	#4
#5	Georgia	\$6,136.9	#6	#5
#6	Massachusetts	\$6,111.5	#5	#6
#7	Pennsylvania	\$5,136.0	#7	#7
#8	Michigan	\$4,864.0	#8	#9
#9	Ohio	\$4,463.7	#9	#8
#10	North Carolina	\$4,342.7	#10	#10

Source: *LaFleurs Magazine*, Sept/Oct 2023 – Sales excluding VLT revenue

\*\*CA data based on unaudited figures from July 2023

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# Other Lottery Industry Highlights from FY 23

- California continued as **#1** for **Powerball** sales.
- California continued as **#2** for **In-State Lotto**
- California moved back to **#1** for **Mega Millions** sales.
  - Gap between CA and #2 (Texas) is more than \$250 million
- California is **#3** for **Instants/Scratchers** sales
  - TX edged out CA for #2, FL still holds #1
- California annual **per capita sales** of \$236 ranked **25th**
- California's estimated **contributions to education were #3** in the nation:
  - NY #1 (\$3.68 billion including VLT's)
  - FL #2 (\$2.45 billion)

Source: *LaFleurs Magazine*, Sept/Oct 2023

\*\*CA data based on unaudited figures from July 2023

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