



Director's Comments

Presentation to
California State Lottery Commission
September 23, 2021

Informational Item 6a

Sales Update:

Year-to-Date Sales Almost \$1.9 Billion

	F.Y. Sales thru 9-11-21 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$1,845.51</u>	<u>112%</u>	<u>23%</u>
Scratchers (Distribution Sales)	\$1,451.35	114%	22%
<u>Multi-State Games</u>	<u>\$179.72</u>	<u>108%</u>	<u>72%</u>
Powerball	\$96.22	120%	92%
MEGA Millions	\$83.50	97%	54%
SuperLotto Plus	\$48.88	101%	2%
Daily Games	\$84.59	96%	0%
Hot Spot	\$80.97	108%	14%

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Two months into the fiscal year and contributions to education are 10% ahead of goal

- Through August 2021, sales are 10% ahead of goal and profits 2% ahead of goal.
- Total estimated contributions to education now exceed \$305 million.

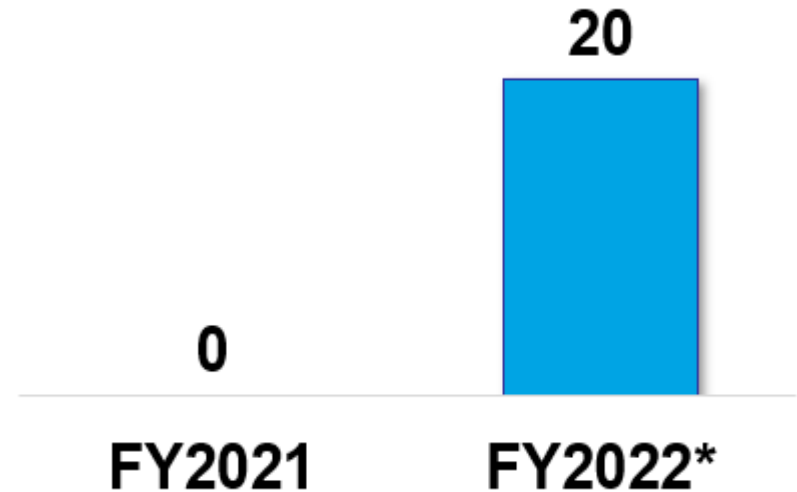
As of August 31, 2021	% of Goal
Total Sales	110%
Contributions to Education	102%



Rolling jackpots are helping Q1 profits

- Between Mega Millions and Powerball, July through mid-September has already had over 20 jackpots at \$200 million or higher.
- FY2020 Q1 had none!
- These games already have profits at least 50% higher than last year through this time.

Number of Multi-State Jackpots over \$200 Million in First Quarter of Fiscal Year

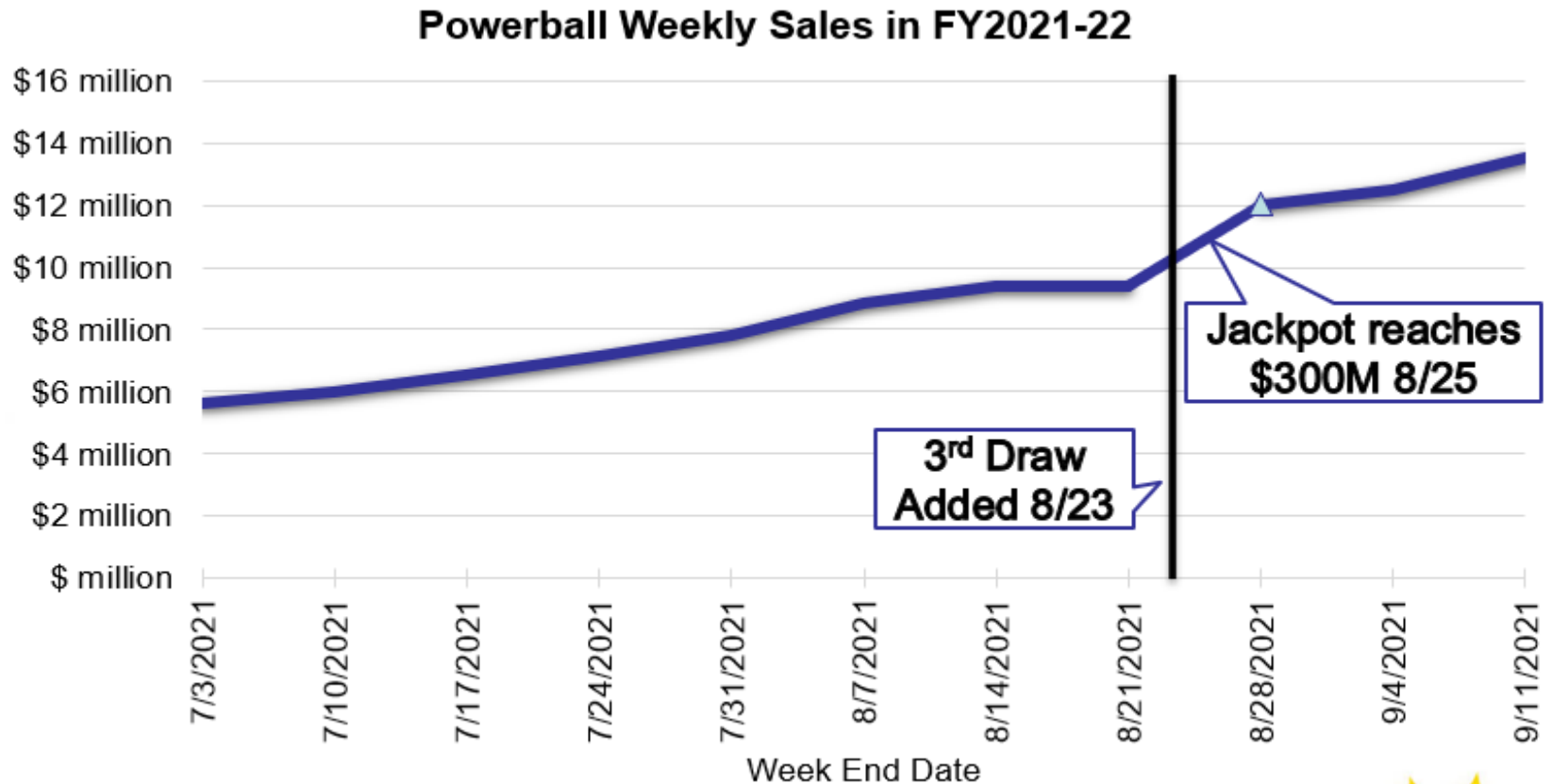


**through Sept 15, 2022*



Mondays just got a boost!

Powerball now has a 3rd draw day



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A LITTLE PLAY CAN MAKE YOUR DAY

New Scratchers
Repositioning Campaign
launched this week!

Includes:

- TV/Video
- Radio/Audio
- Out of Home
- Digital/Mobile
- Social Media
- Print
- Retail/Point-of-Sale
- PWS/Mobile App

