



Director's Comments

Presentation to
California State Lottery Commission
February 2, 2023

Informational Item 6a

Sales Update:

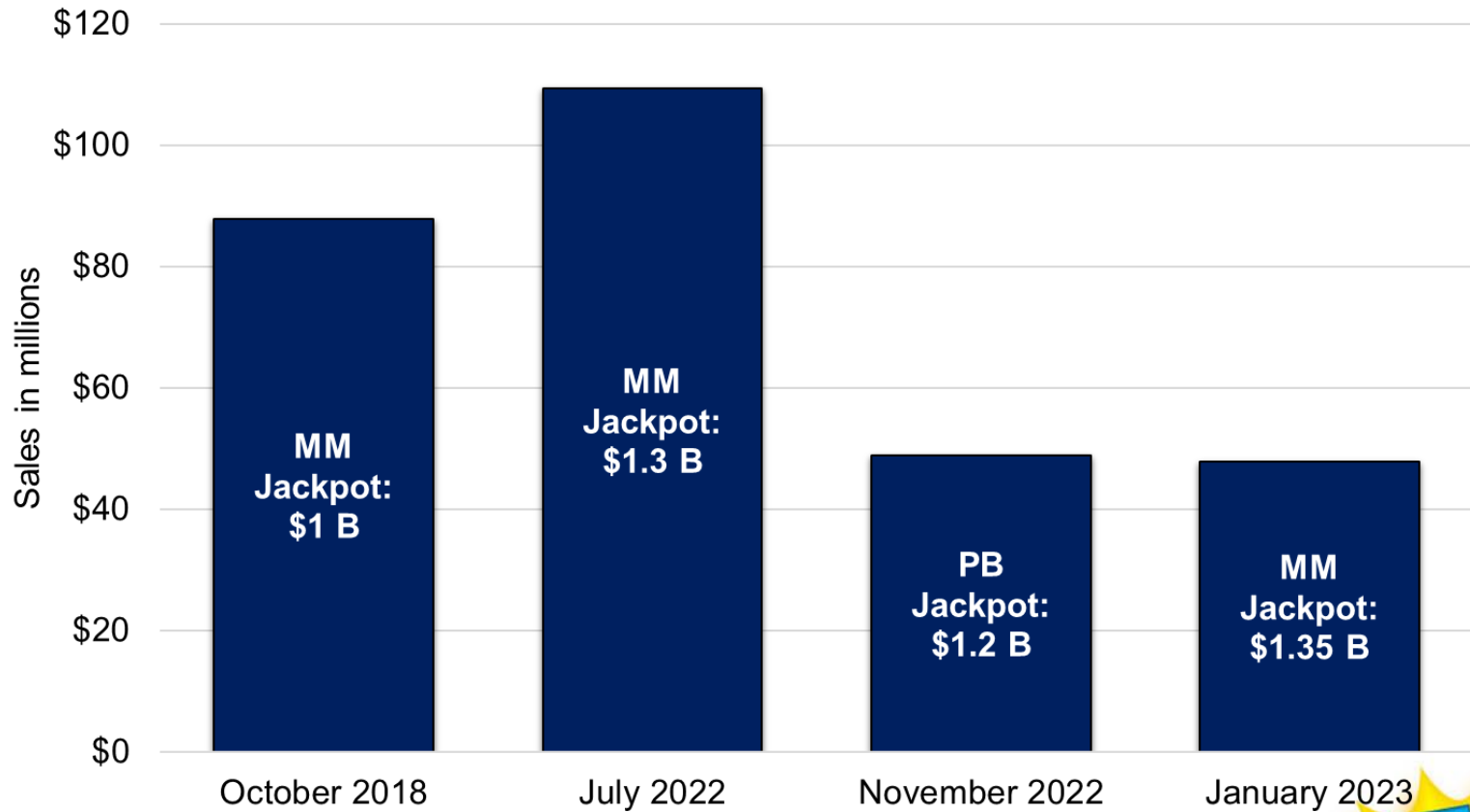
Year-to-Date Sales Over \$5.3 Billion

| | F.Y. Sales thru 1-21-23 (in millions) | % of Goal | Change vs. Last Year |
|------------------------------------|---|--------------------|-------------------------|
| <u>TOTAL SALES</u> | <u>\$5,325.70</u> | <u>117%</u> | <u>6%</u> |
| Scratchers (Distribution Sales) | \$3,589.66 | 103% | -6% |
| <u>Multi-State Games</u> | <u>\$1,139.84</u> | <u>223%</u> | <u>94%</u> |
| Powerball | \$531.21 | 201% | 46% |
| MEGA Millions | \$608.63 | 246% | 171% |
| SuperLotto Plus | \$143.14 | 106% | 4% |
| Daily Games | \$238.49 | 104% | -2% |
| Hot Spot | \$222.05 | 106% | -1% |



Recent sales for \$1B+ jackpots lower than previously seen.

Draw Sales for Similar \$1B+ Jackpots Over Time



MM: Mega Millions

PB: Powerball

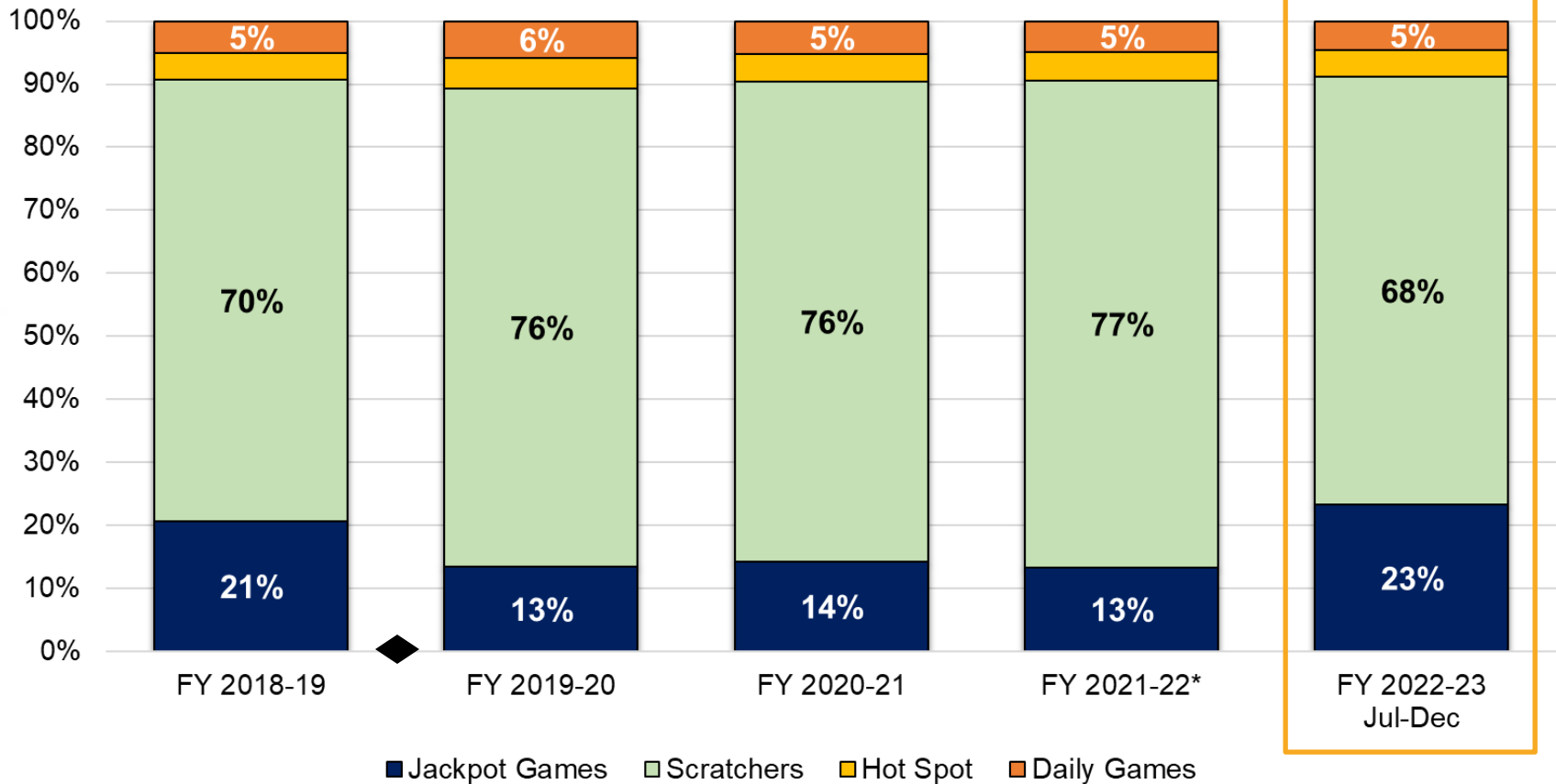
\$1B+: \$1 billion or more

calottery



Large jackpots this year have led to jackpot game sales making up 23% of total sales through the first half of this year.

Share of Sales by Game Type by Fiscal Year



*FY2021-22 sales based on unaudited financials as of July 2022

FY 2022-23 sales based on unaudited financials as of December 2022

Estimated contributions to education for the first half of the year are 34% ahead of goal

- Through December 2022, sales are 14% ahead of goal and profits 34% ahead of goal.
- Total year-to-date estimated contributions to education are over \$1.1 billion.

| As of December 31, 2022 | % of Goal |
|----------------------------|-----------|
| Total Sales | 114% |
| Contributions to Education | 134% |



Lottery Funding in Action

- Committed to amplifying the California Lottery mission through storytelling
- New video showcases another example of *how* our dollars are being spent and how those programs can benefit ALL Californians
- Amplifying the video publicly on our website, through social media, and with the local Long Beach news media

