



Director's Update

January 2026 Commission Meeting

(v. 1/14/2026)

Total sales through the first half of the year are over \$5 billion.

Sales Update			
	F.Y. Sales thru 1-10-26 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$5,154.36</u>	<u>106%</u>	<u>10%</u>
Scratchers (Consumer Sales)	\$3,660.21	101%	4%
<u>Multi-State Games</u>	<u>\$921.03</u>	<u>136%</u>	<u>54%</u>
Powerball	\$647.80	196%	199%
MEGA Millions	\$273.23	79%	-28%
SuperLotto Plus	\$131.14	102%	1%
Daily Games	\$215.26	97%	-5%
Hot Spot	\$226.72	100%	2%

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Over \$1 billion in supplemental funding for CA public education from the first half.

- Contribution estimates are exceeding our expectations for the first half of the year – by \$155 million.
- Also surpassing last year at this time by 17%.

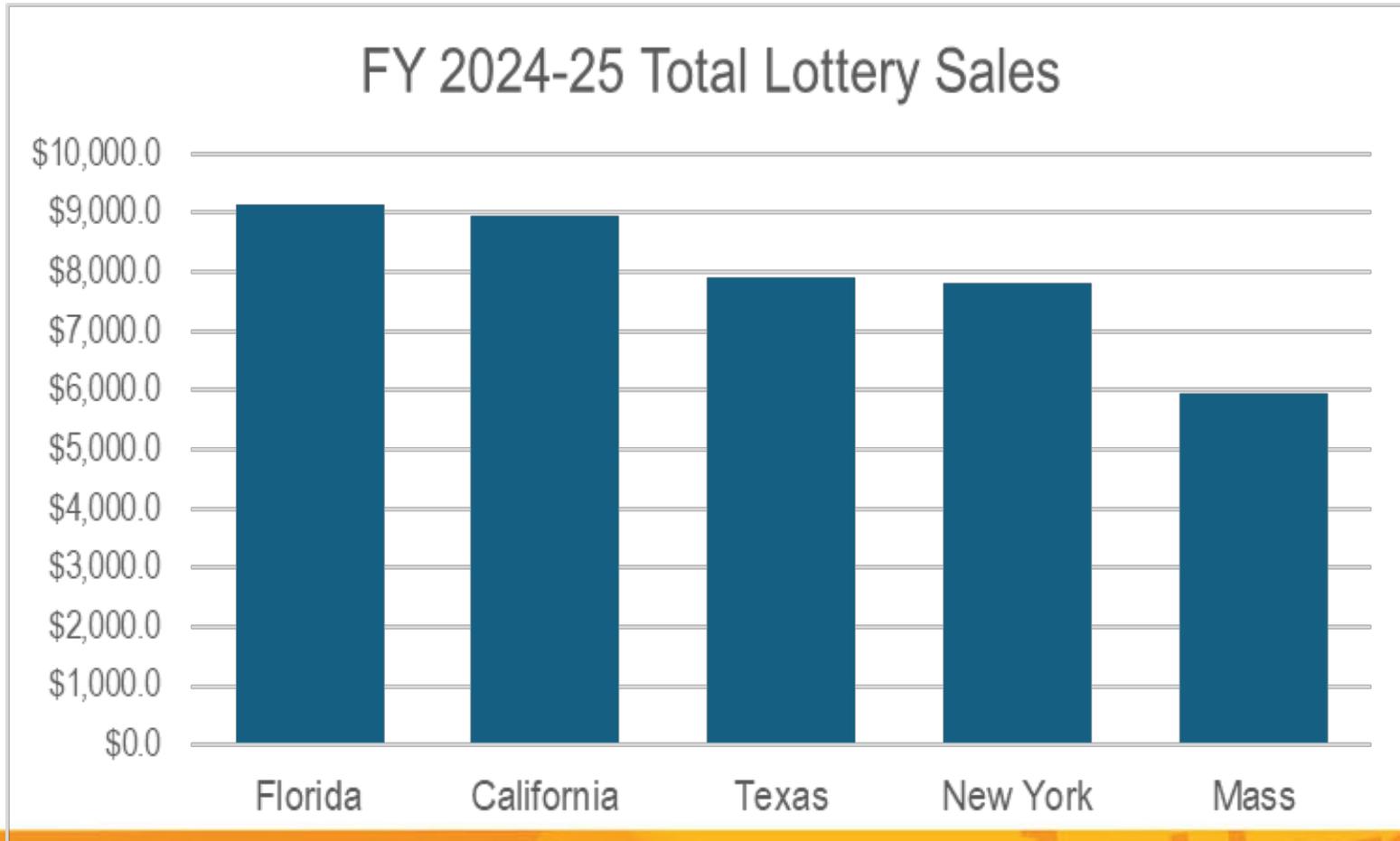
Contributions Update	
As of December 31, 2025	
Estimate Dollars	\$1.13 billion
Percent of Goal	116%

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Last Fiscal Year, CA was again #2 in Total Lottery Sales

Florida's sales were \$183 million higher than California's sales



* Sales from traditional lottery games – excludes sales from VLTs and e-Instants

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CA is the Top Selling Lottery for the 1st Quarter this Fiscal Year

- CA sold about \$60 million more than FL in Q1
- Last summer, FL sales were \$2 million more than CA sales
- Total sales in CA grew by 16% in Q1 compared to the same quarter last fiscal year
- In Florida, year-over-year growth of 13% was seen.

FY 2025-26 Qtr 1
Total Sales
(in millions)

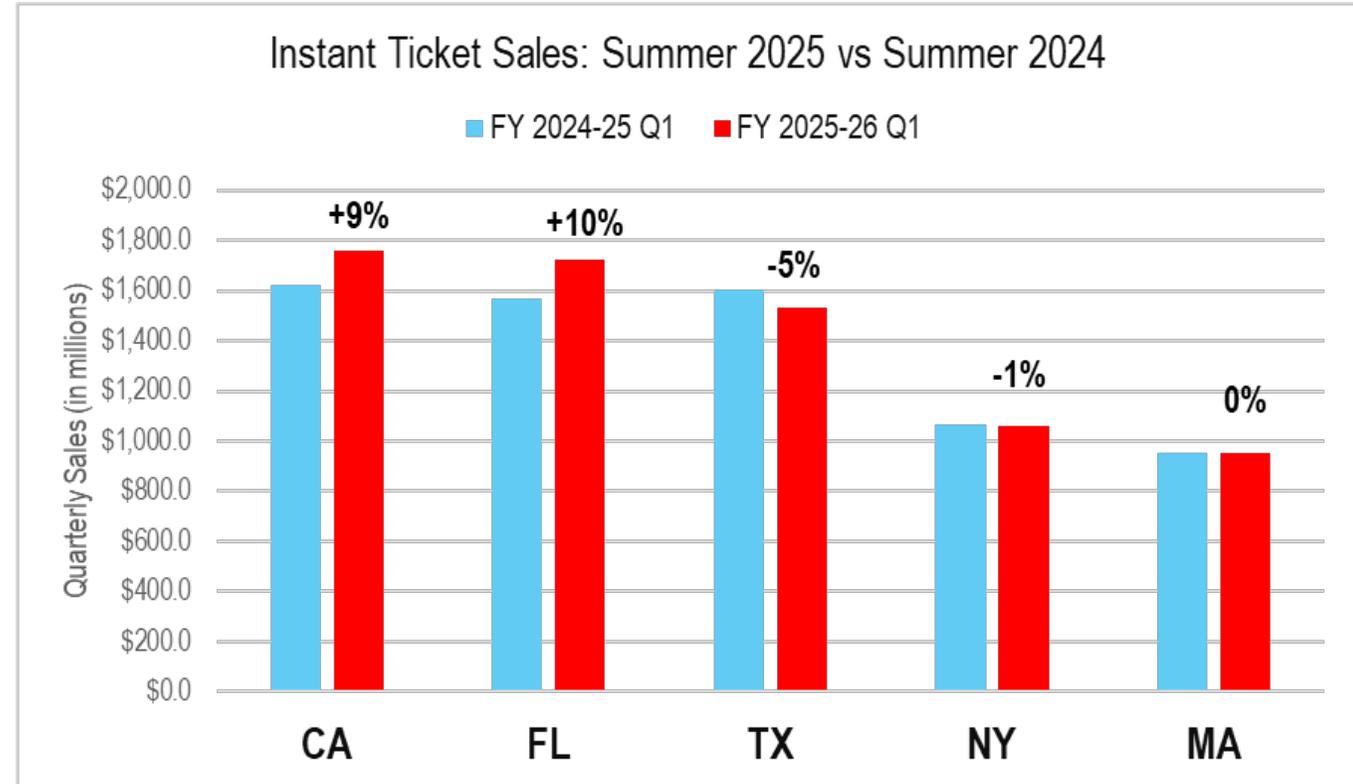
California	\$2,491.4
Florida	\$2,430.8
Texas	\$1,997.7
New York	\$1,994.2
Massachusetts	\$1,482.9
Georgia	\$1,312.3
Michigan	\$1,190.6

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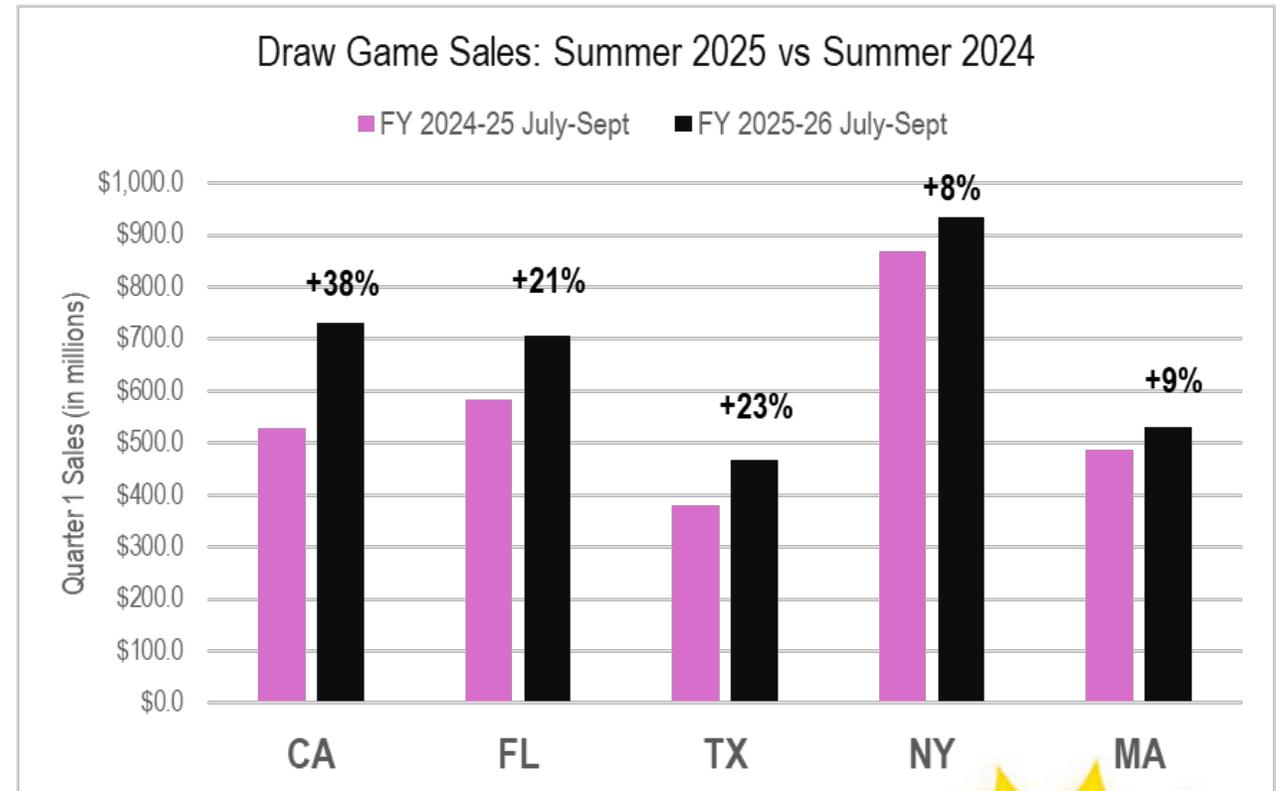
Scratchers Sales Growth about equal in CA and FL

- CA was #1 in Scratchers sales at \$1.761 billion during Summer 2025 (Q1); a 9% increase over prior year Q1
- FL was #2 at \$1.725 billion; a 10% increase
- TX and NY had year-over-year sales declines
- Scratchers sales was not the primary driver for CA's rise to #1



Growth in Draw Game Sales Significantly Greater in CA

- CA was #2 in the U. S. industry for Draw Game sales during Summer 2025; NY was #1
- However, CA's Draw Game sales growth was highest among the top selling states
- All states had year-over-year gains due to the big Powerball jackpot



Powerball Jackpot: Primary Factor in CA's Rise to #1

- Summer 2024: largest PB jackpot was \$258 million, and CA had sales of \$93 million
- Summer 2025: \$1.8 billion jackpot and the quarter's sales in CA jumped to nearly \$340 million
- Our 267% growth in Powerball sales was among the leaders

Powerball	FY 2024-25 July-Sept	FY 2025-26 July-Sept	% Change
California	\$92.6	\$339.9	267%
Florida	\$87.4	\$237.9	172%
Texas	\$74.3	\$199.0	168%
New York	\$69.0	\$183.9	167%
Pennsylvania	\$41.7	\$130.3	212%
New Jersey	\$41.3	\$118.7	187%
Georgia	\$31.2	\$95.2	205%
Illinois	\$30.0	\$93.3	211%
North Carolina	\$30.3	\$90.1	197%
Michigan	\$24.0	\$89.0	271%
Ohio	\$26.6	\$83.7	215%
Massachusetts	\$21.2	\$75.5	256%

