



Together, we do good things.

January 2022 Commission Meeting

2021 Year in Review

Product Performance Update

Q2 of Business Year 2022 (9/26/2021 – 12/25/2021)

2021  
YEAR IN REVIEW



# Sharing the Love

77%

## Positive Opinion

Oregonians have a positive opinion about the Lottery – maintaining the all-time high for favorability seen in 2020

59%

## Appropriate \$

Oregonians agree that the Lottery is an appropriate way to raise revenue for Oregon – the highest level since 2018

Oregonians are aware of the good that Lottery does in supporting state programs, and they report that they want to hear about how Lottery funds help:



State Parks

72%



Education

70%



Job Creation

62%



# Playing the Claim Game

**300**  
CLAIMS

Salem & Wilsonville locations combined to process **300 claims** per day on average since re-opening.

**4.88**  
POINTS

Overall satisfaction with the prize claim process remains high, averaging **4.88 on a 5-point scale**. Customers are especially complimentary about Lottery staff and how easy and efficient the process is.

**\$11**  
BILLION

All told, Oregonians won over **\$11 Billion** in prizes in 2021

# Game On! 2021 Edition

## VIDEO LOTTERY™

Experienced **42**  
of the All-Time **50**  
sales weeks EVER

Players across Oregon  
hit the spin button  
**13.7 Billion** times

**42,462**  
hefty jackpots won  
between \$1500  
and \$10,000

## Scratch-its™

**54,583,734**  
tickets  
were sold



## OREGON LOTTERY SCORE BOARD™

A Scoreboard player  
from Grant's Pass  
wagered **\$5**  
on a 14-leg parlay to  
win **\$39,282**  
on December 21st

Nearly **3500** people  
wagered on the  
outcome of the  
**Super Bowl**  
Coin Toss

## OREGON'S GAME megabucks™

TOP JACKPOT  
**\$7.6 Million**



TOP JACKPOT  
**\$730 Million**



TOP JACKPOT  
**\$1 Billion**



# Another Feather **In Our App**

App registrations grew by **213,000** to nearly **600,000**

Over **25 Million** tickets scanned on the app.

Nearly **12 Million** entries into Second Chance drawings.

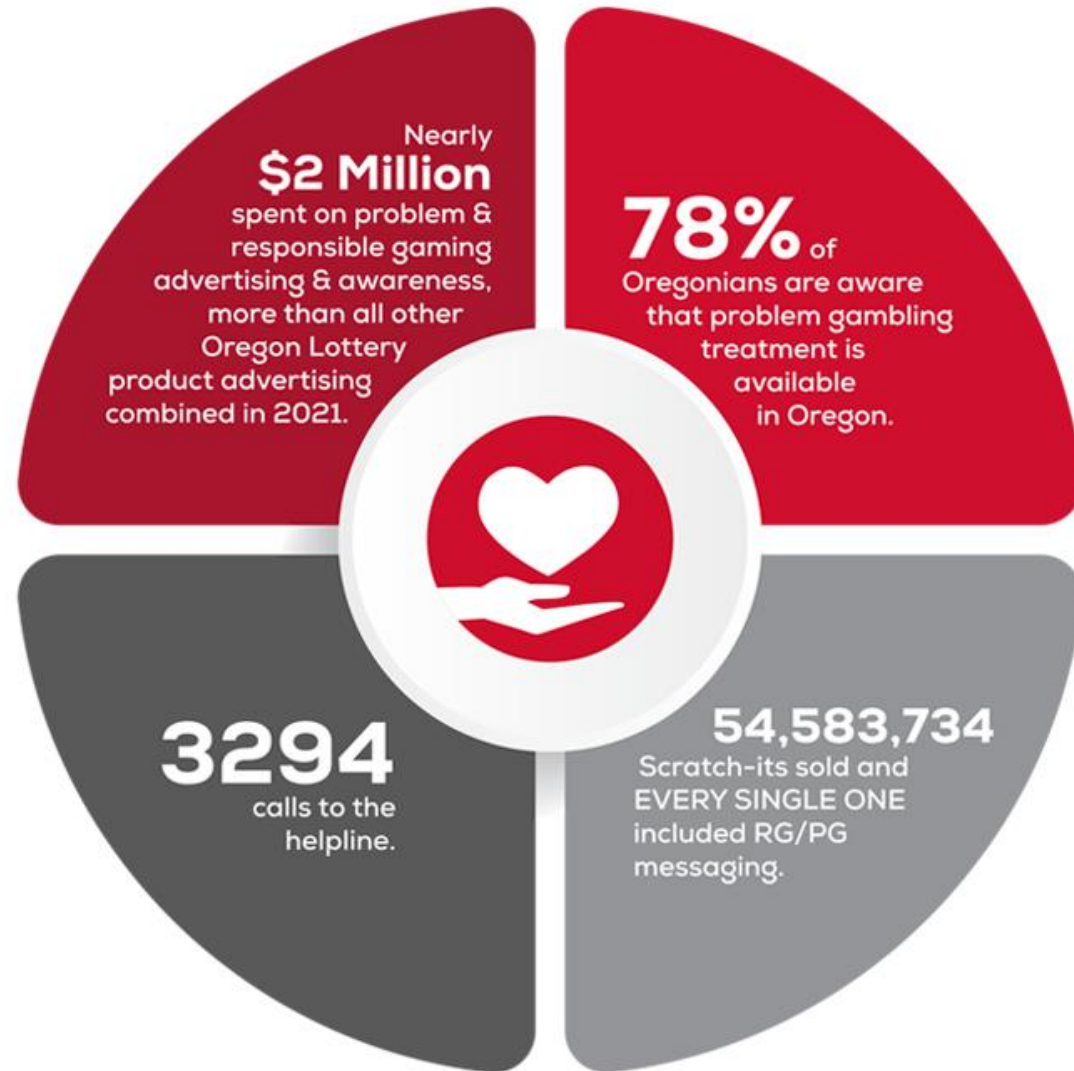
**7 in 10** app users (71%) rate their experience as "excellent/very good".



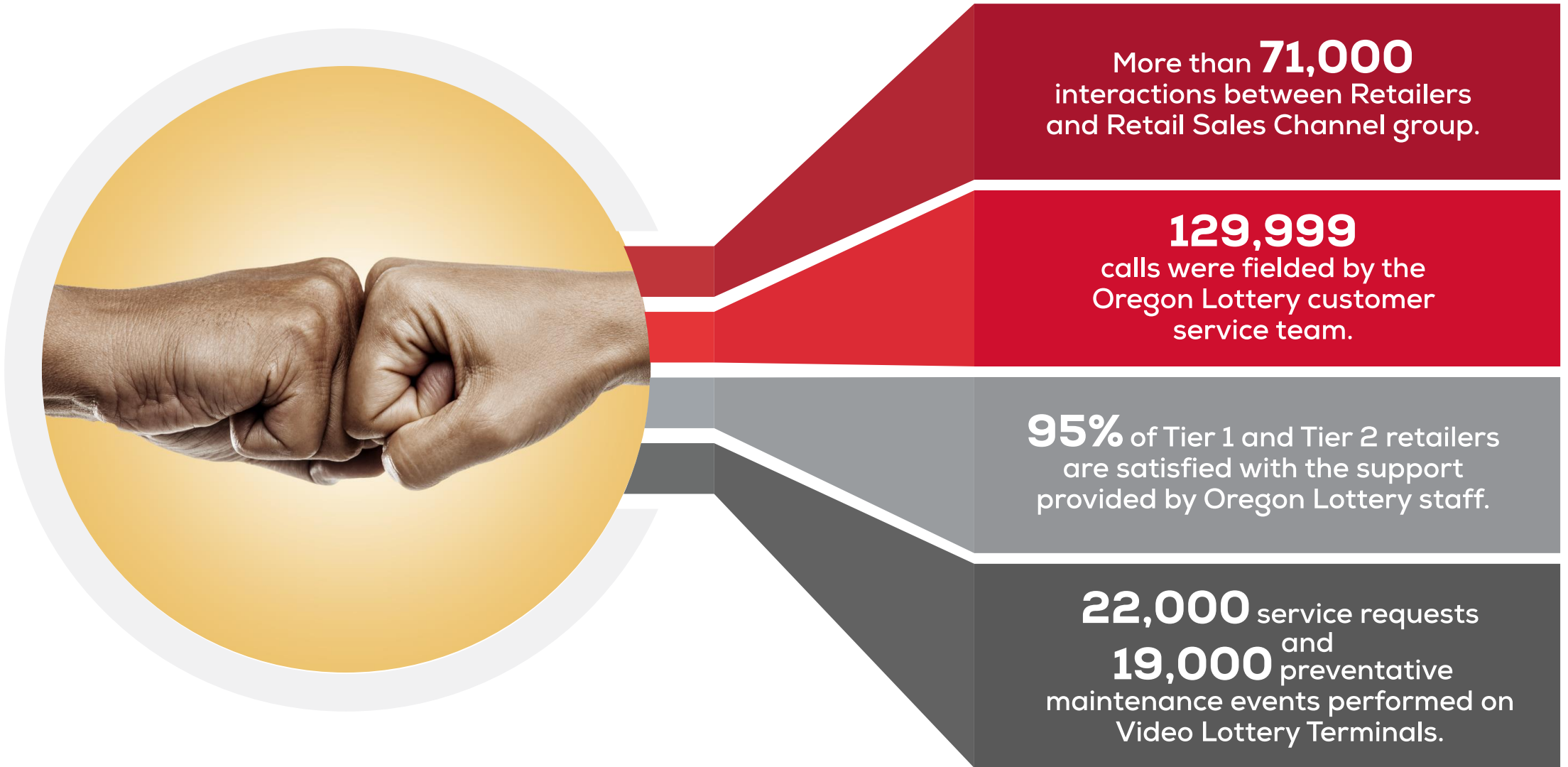
## Top Wins Scanned:

- **\$7.4 Million** - Oregon's Game Megabucks
- **\$5.8 Million** - Oregon's Game Megabucks
- **\$3.9 Million** - Oregon's Game Megabucks
- **\$1.0 Million** - Powerball
- **\$250,000** - Scratch-its (Twice! February & September)

# Responsible Planning, Responsible Actions

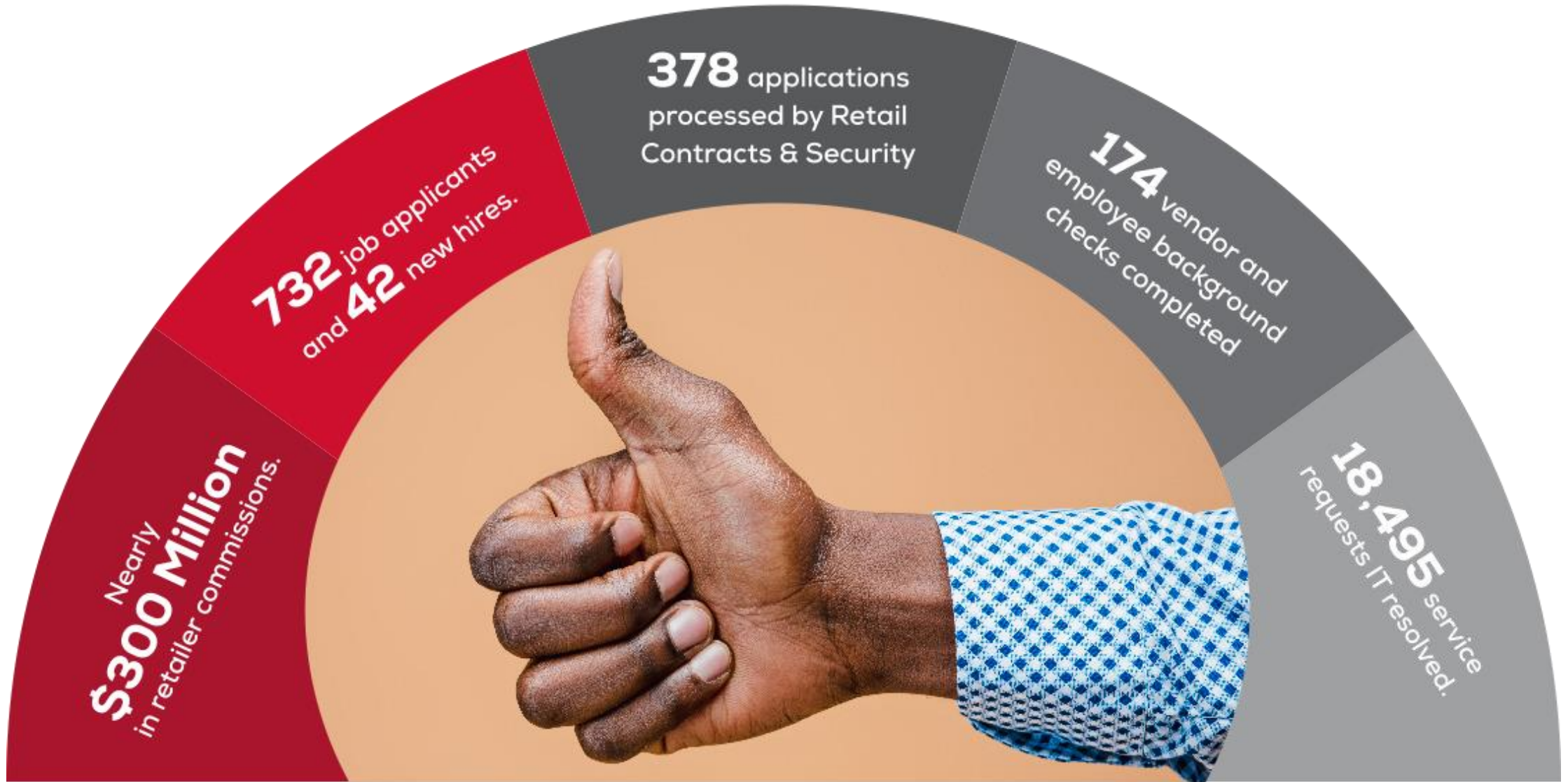


# The Real Tale **from Retail**





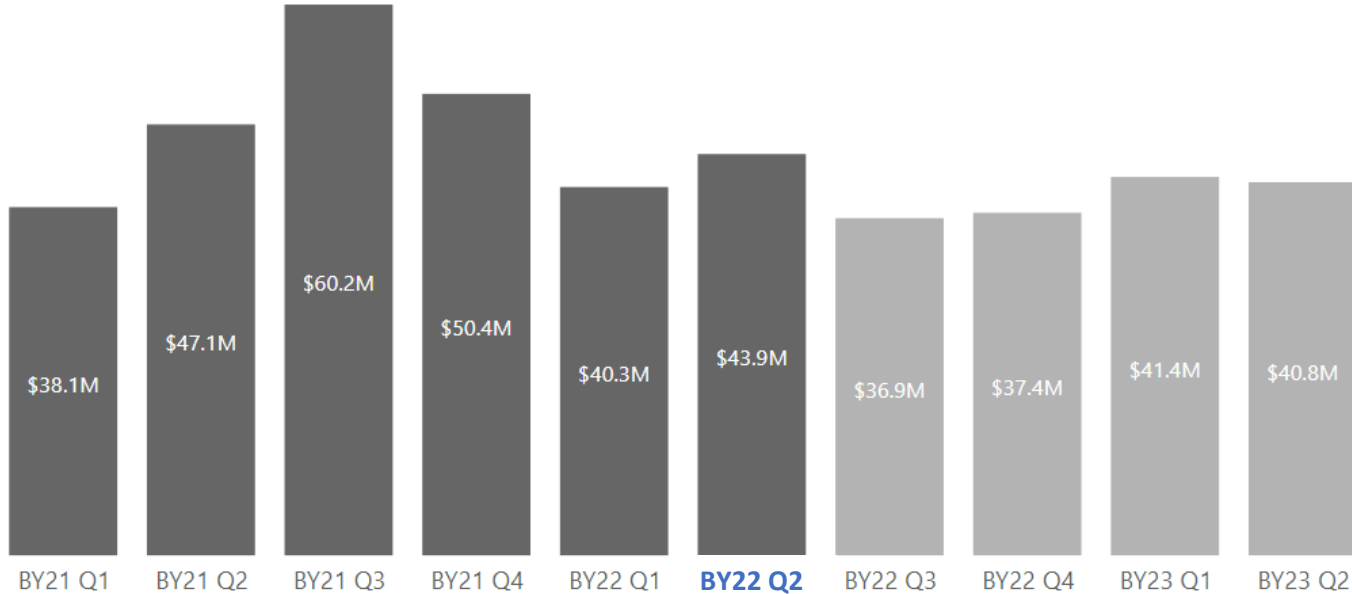
# TCB aka Taking Care of Business



# Quarterly Lottery Products Update

# Scratch-its Quarterly Performance

● Actuals ● Forecast



	BY22 Q2 Actual	BY22 Q2 Forecast*
Sales	↑ \$43.9M	\$38.3M
Transfer	↑ \$7.0M	\$6.5M

\* December 2021 OEA Forecast

## Scratch-its Highlights

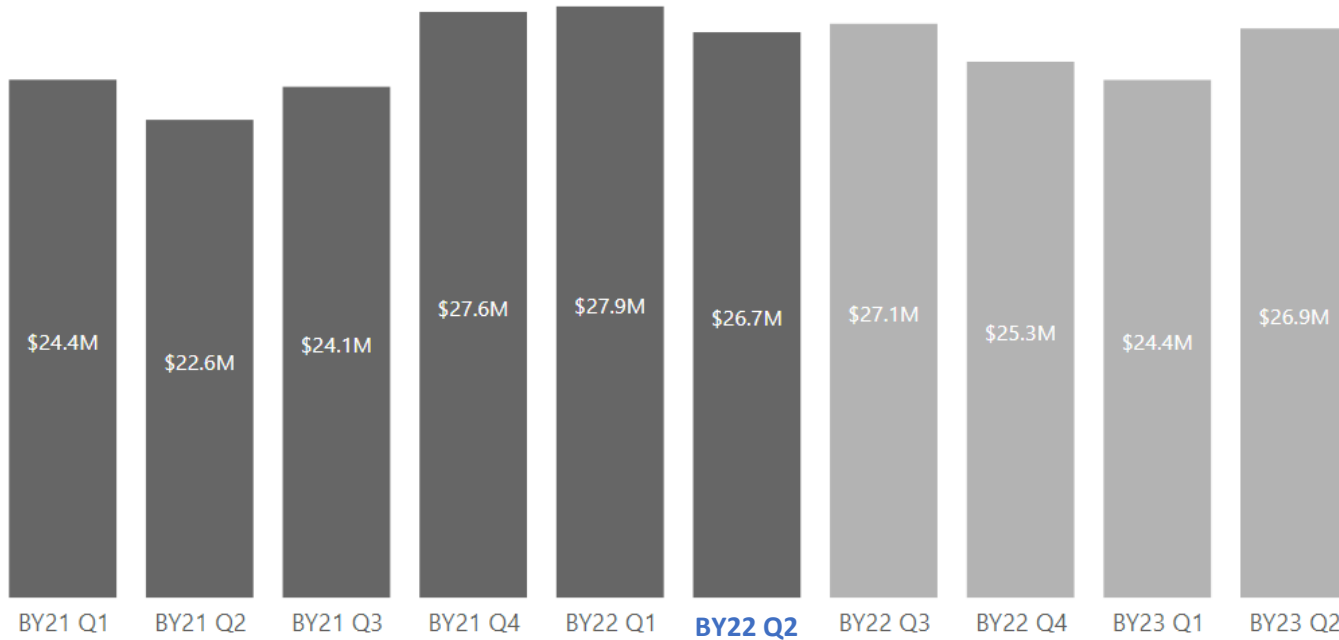
- Growth was down -6.9% YOY, yet still well above forecast.

## Holiday Scratch-it Sales

- Christmas week total sales reached \$6.14M.
- Total sales for the month of December reached \$19.1M.
- Sales of the \$20 holiday game had the highest percentage of holiday game revenue.
- Grocery stores generated nearly double the holiday games sales of other retail formats and 66% more for all Scratch-it games.

# Keno Quarterly Performance

● Actuals ● Forecast



## Keno Highlights

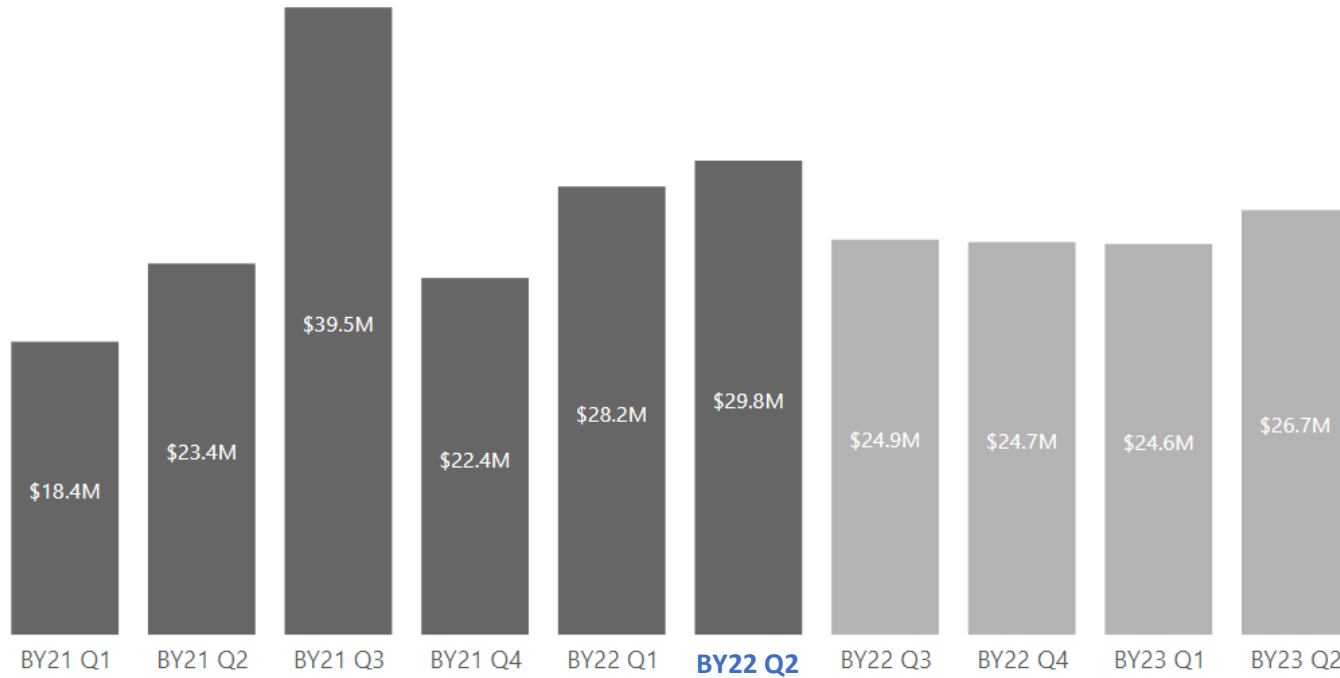
- Sales for the quarter were \$26.7 Million.
- Year over year increase of 18.3%.

	BY22 Q2 Actual	BY22 Q2 Forecast*
Sales	↔ \$26.7M	\$27.0M
Transfer	↑ \$4.6M	\$4.2M

\* December 2021 OEA Forecast

# Jackpot Games Quarterly Performance

● Actuals ● Forecast



## Jackpot Game Highlights

- Climbing jackpots have contributed to increased revenue during this last quarter.
  - Powerball jackpot was \$630M when hit (1-5-22).
- Top jackpots of Q2
  - Powerball: \$685M on 10/4
  - Mega Millions: \$187M on 12/24
  - Megabucks: \$7.3M on 12/22

	BY22 Q2 Actual	BY22 Q2 Forecast*
Sales	↑ \$29.8M	\$26.0M
Transfer	↑ \$10.1M	\$8.0M

\* December 2021 OEA Forecast

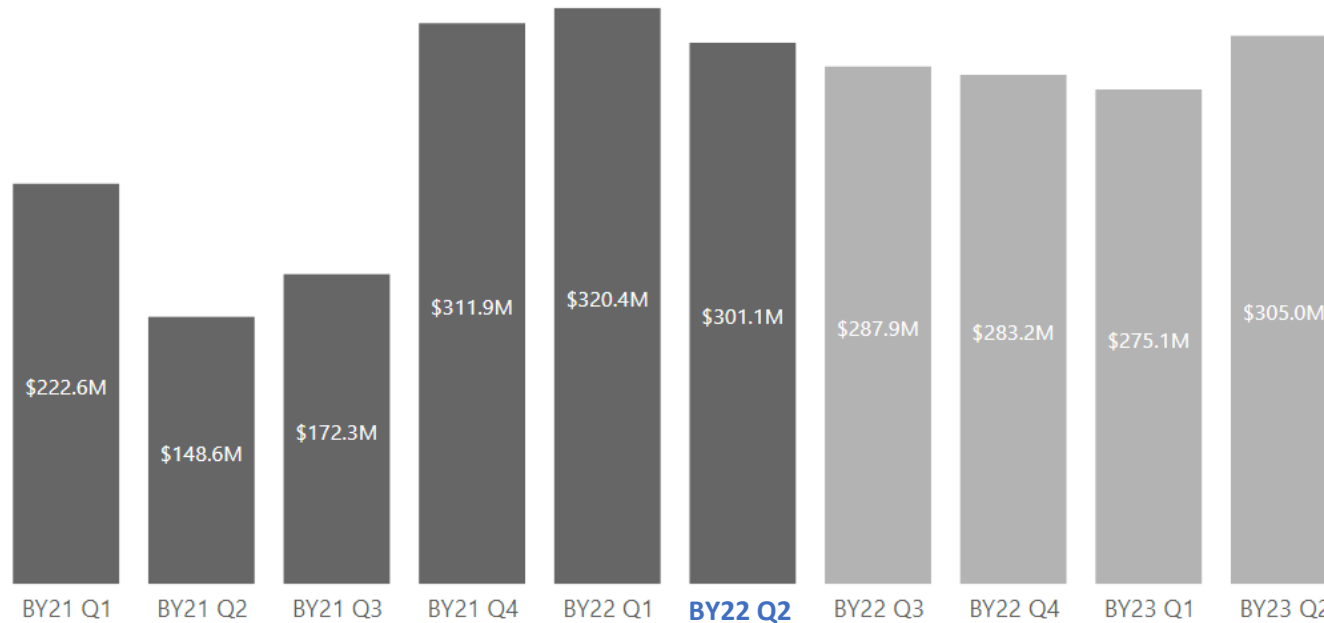




# Quarterly Video Products Update

# Video Lottery Quarterly Performance

● Actuals ● Forecast



	BY22 Q2 Actual	BY22 Q2 Forecast*
Sales	↔ \$301.1M	\$301.1M
Transfer	↔ \$198.4M	\$196.3M

\* December 2021 OEA Forecast



## Video Lottery Highlights

### Q2 Game Launches

- *Scarab* (July, Crystal Dual VLTs)
- *Dancing Foo* (July, Helix VLTs)

### Terminal Replacements

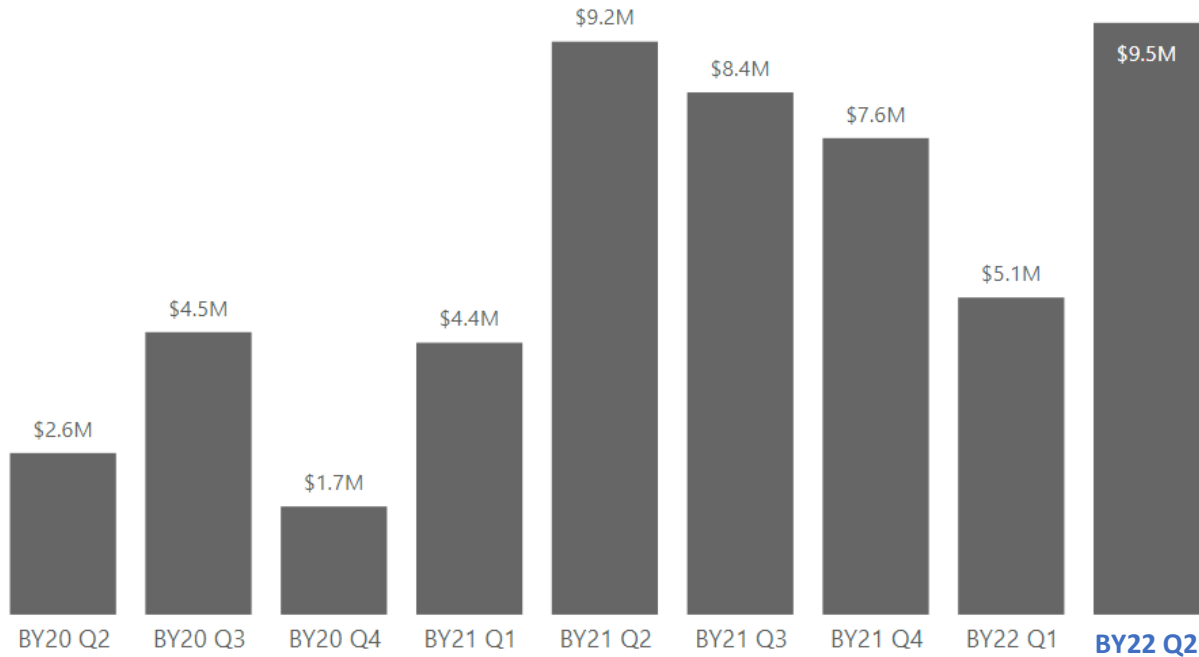
During Q2, 601 Crystal Dual and Helix Video Lottery terminals were installed at retail.

The removal of all prodiGi Video Lottery terminals was completed on November 23<sup>rd</sup>.

# Quarterly Scoreboard Update

# Scoreboard Quarterly Performance

● Actuals



	BY22 Q2 Actual	BY22 Q2 Forecast*
Turnover/Handle	↑ \$103.9M	\$89.9M
GGR	↑ \$9.5M	\$6.4M

\* Internal Forecast (July 2021)

## Scoreboard Highlights

Q2 saw the full return of both NFL and NBA to Scoreboard. Over 3 million bets were placed in the quarter.

Betting turnover came in above forecast with a healthy 9.1% margin contributing to a higher-than-anticipated gross gaming revenue (GGR) for the quarter.



**OREGON  
LOTTERY™**

Together, we do good things.

**Oregonians count on us to provide funding to state programs they care about.**