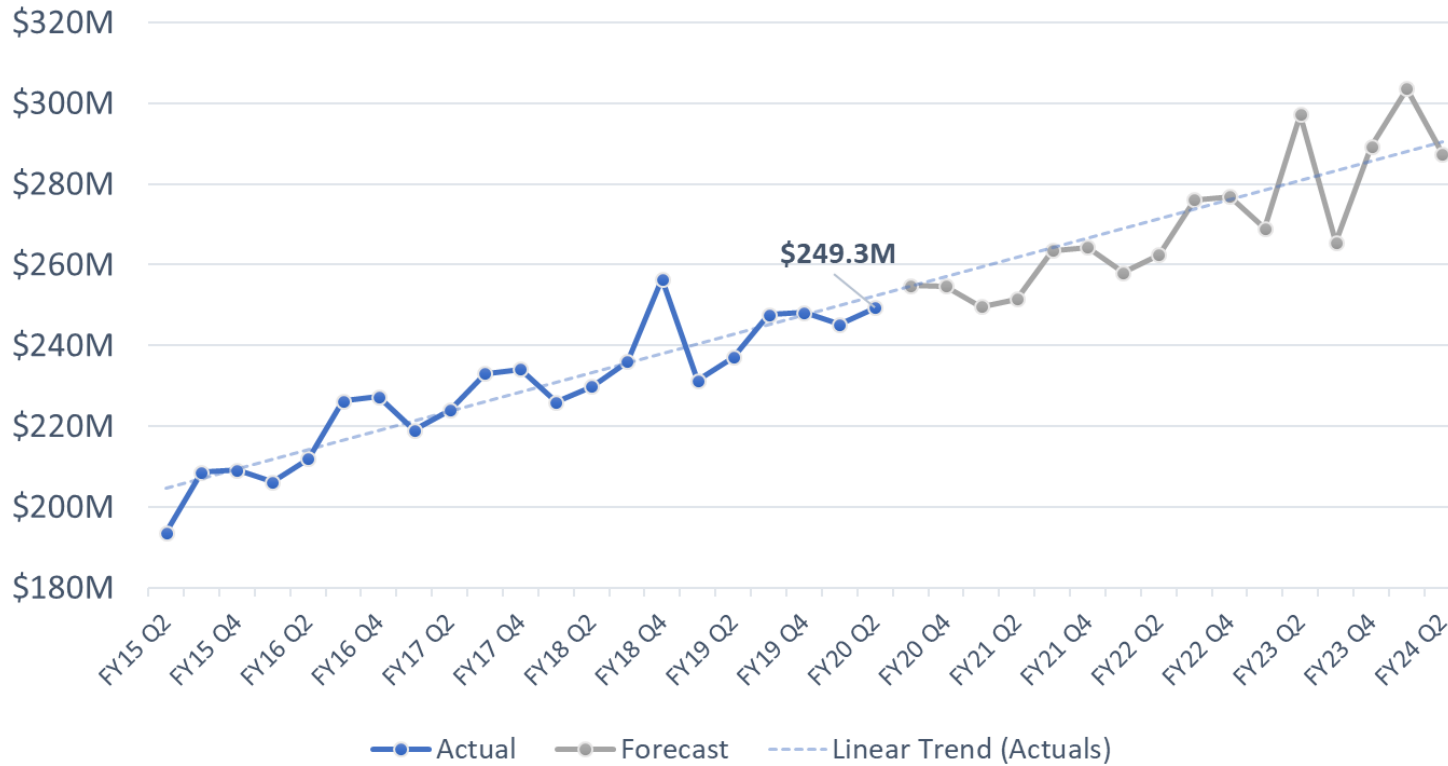




Gaming Product Performance Update – Q2 of Business Year 2020

# Gaming Product Performance Update

# Video Lottery



Video Lottery continues to see consistent Y/Y growth each week.

The P1 Procurement Field Trial brought new terminals to 300 retailers during Q2 and have shown incremental sales at these accounts over those in control groups.

Content management strategies:

- Statewide licensed game
- Return of a legacy favorite
- Current casino games
- Short-term relaunch

Of the top 25 Video Lottery weeks ever, 15 occurred during 2019, including the top 3 all time.

	Q2 Actual	Q2 Forecast*
Sales	\$249,303,052	\$247,137,312
Transfer	\$164,645,496	\$161,319,227

\* December 2019 Forecast



# Scratch-its



Beginning in August, a weakening in sales was seen compared to the strong FY19 performance. Scratch-its had a major rebound during Christmas week (a 3-year weekly high of \$4.6M in sales).

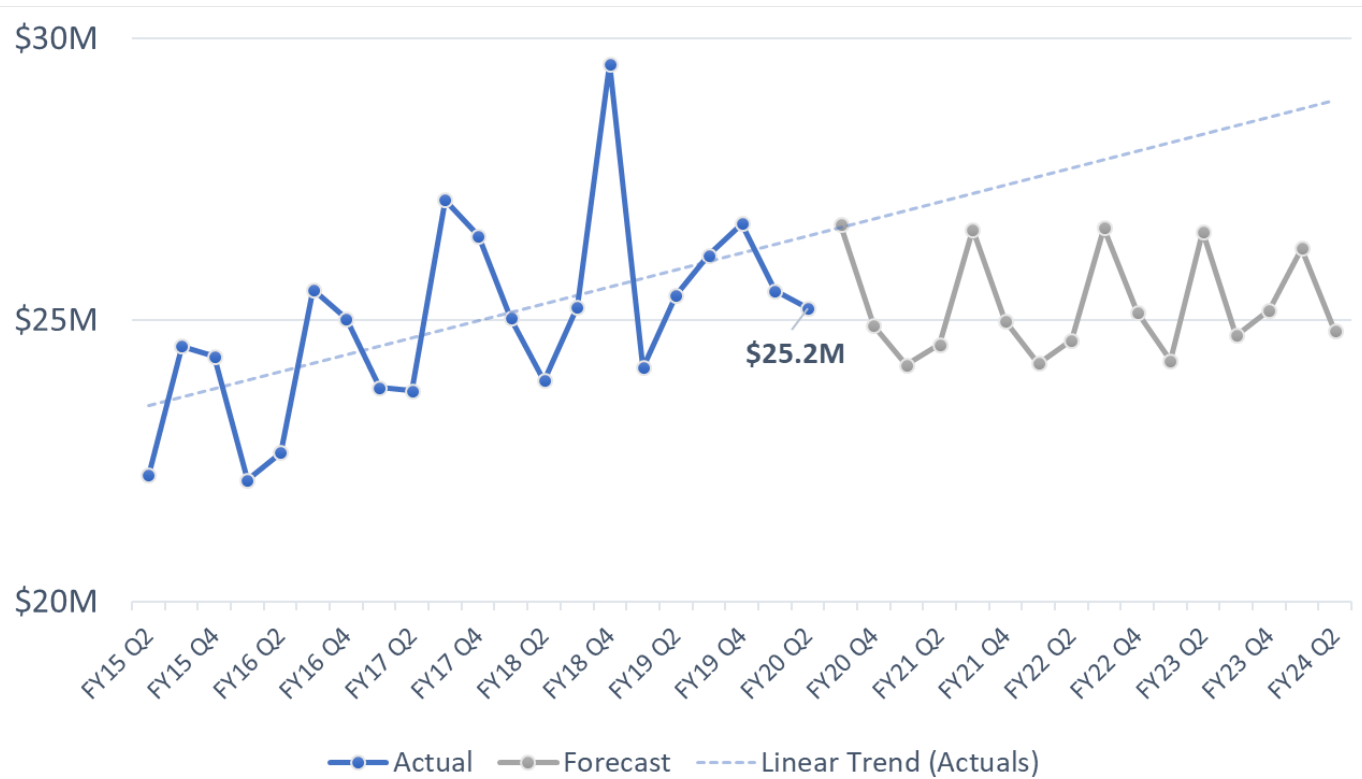
## Scratch-it management strategies:

- right sizing facings to align with retail sales volume
- 2<sup>nd</sup> Chance drawing expansion



	Q2 Actual	Q2 Forecast*
Sales	\$34,498,873 ↓	\$34,695,296
Transfer	\$5,610,291 ↑	\$5,052,882

\* December 2019 Forecast

# Keno

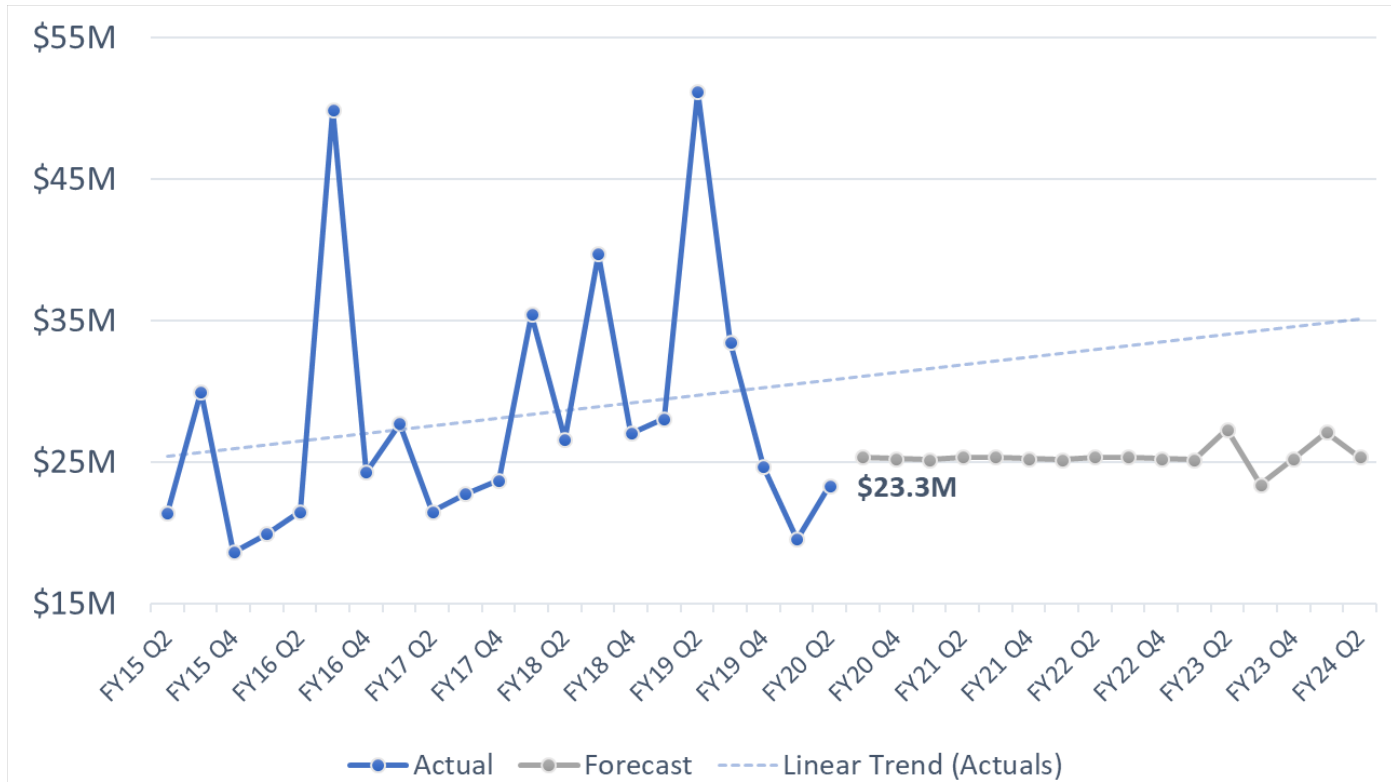


The average Keno 8-Spot Rolling Jackpot has been slightly lower during FY20 than during FY19 (\$25.1K vs. \$25.7K).

	Q2 Actual	Q2 Forecast*
Sales	\$25,215,460 	\$24,913,457
Transfer	\$4,119,468 	\$4,283,759

\* December 2019 Forecast

# Jackpot Games (Powerball, Mega Millions, Megabucks)



The average Powerball jackpot in FY19 was \$184M vs. \$101M in FY20.

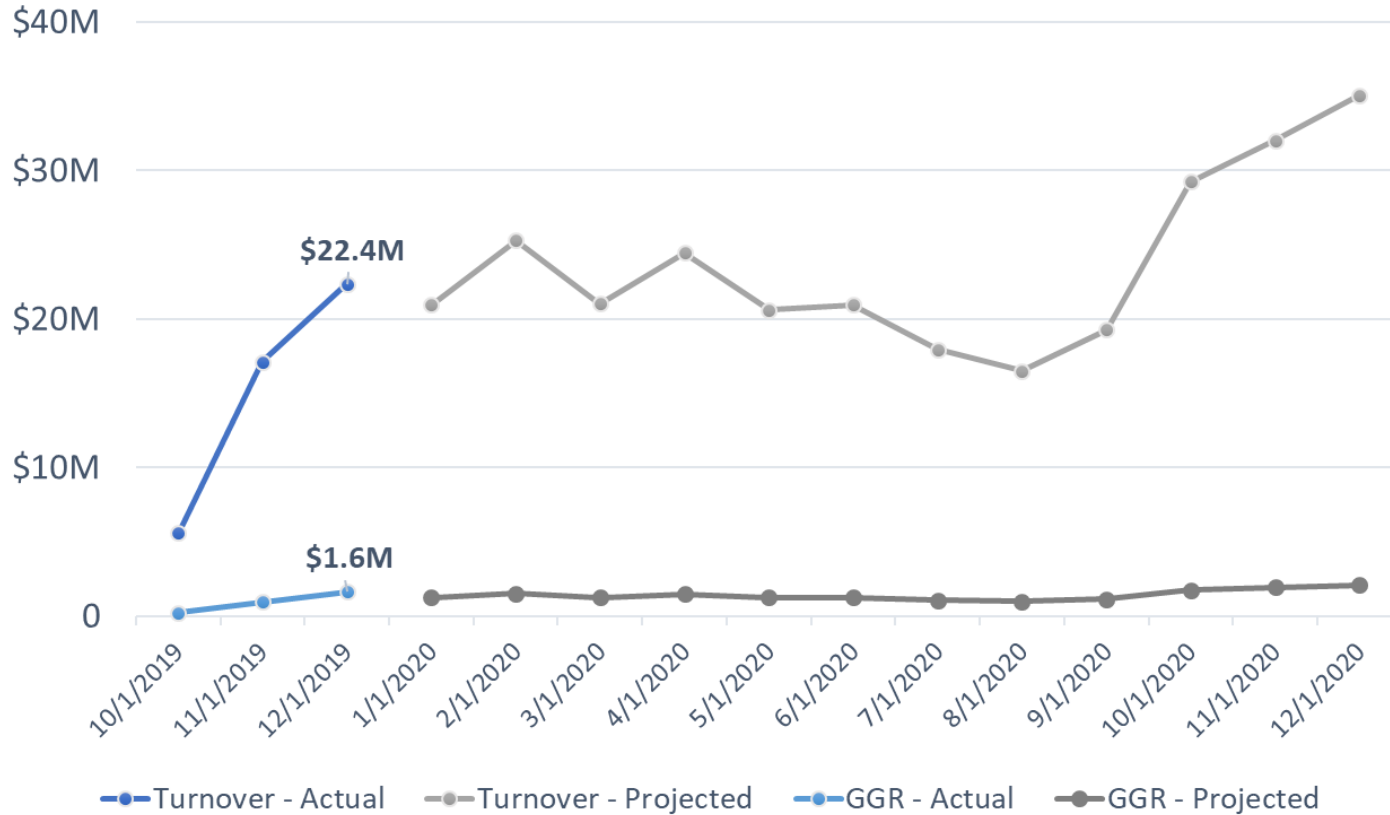
The average Mega Millions jackpot in FY19 was \$267M vs. \$131M in FY20.

The average Megabucks jackpot in FY19 was \$5.1M vs. \$4.6M in FY20.

	Q2 Actual	Q2 Forecast*
Sales	\$23,334,621	\$22,729,099
Transfer	\$7,221,938	\$5,021,198

\* December 2019 Forecast

# Scoreboard



In Q2, Scoreboard saw over \$45M wagered across over 1.8M bets by 22,126 unique players. With a 6.2% margin, the Gross Gaming Revenue was just under \$2.8M.

Original projections have been revised downward to reflect evolving estimates around:

- Black market capture rate
  - Lack of NCAA wagering
  - Tax withholding
- Intrastate competition
- Margin
- Product technical issues

Sports management strategies:

- “Scoreboard Specials” Oregon market
- Cross promotion & messaging opportunities
- Calendar of events post NFL

	Q2 Actual	Q2 Forecast*
Turnover/Handle	\$45,081,789	\$44,434,312
GGR	\$2,799,848	\$3,606,543

\* OSL November 2019 Forecast



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