



Product Performance Update Q1 of Fiscal Year 2024 (7/01/24 – 9/30/24)

October 2024 Commission Meeting

Lottery Products Quarterly Update



Scratch-its Quarterly Performance

Scratch-it Highlights:

Year Over Year Information

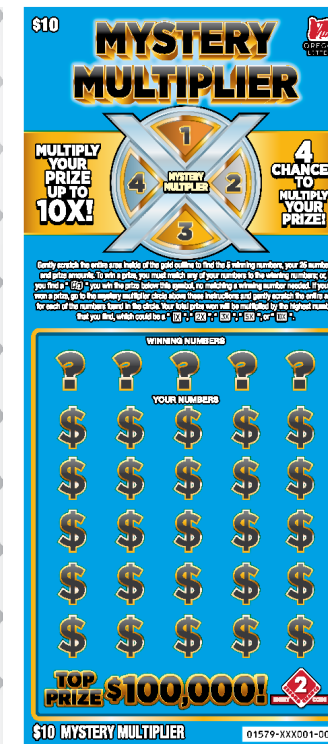
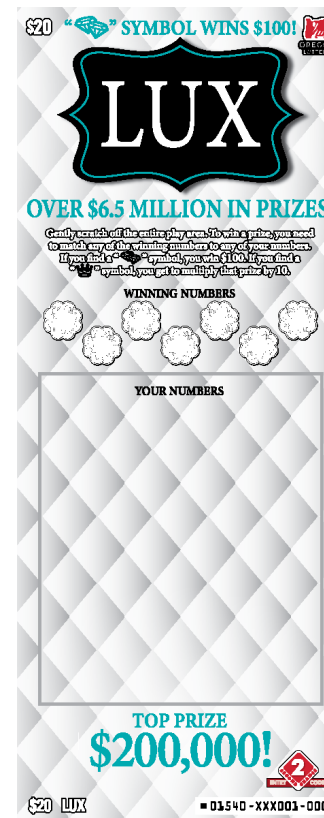
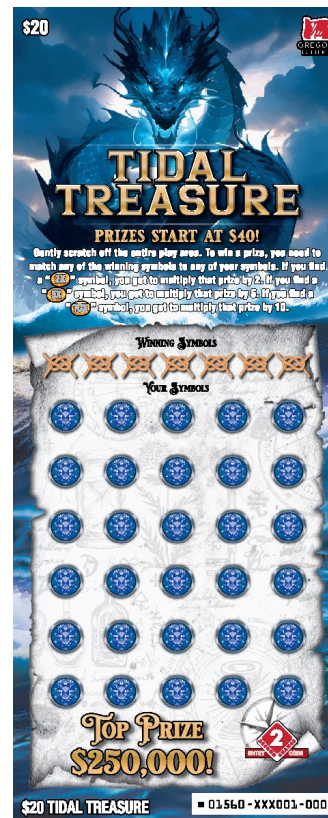
- Sales: \$38.5M
- Percentage Difference: -1.7%
- Average Purchase Value: \$4.61 (BY2025)

Top 5 Sellers – Q1

- \$20 Sky High Crossword
- \$20 Tidal Treasure
- \$20 Lux
- \$10 Mystery Multiplier
- \$5 Joker's Wild Poker

Looking Ahead – Q2

- Holiday sales
- \$30 game launch



Top FY24 Instant Growth Movers

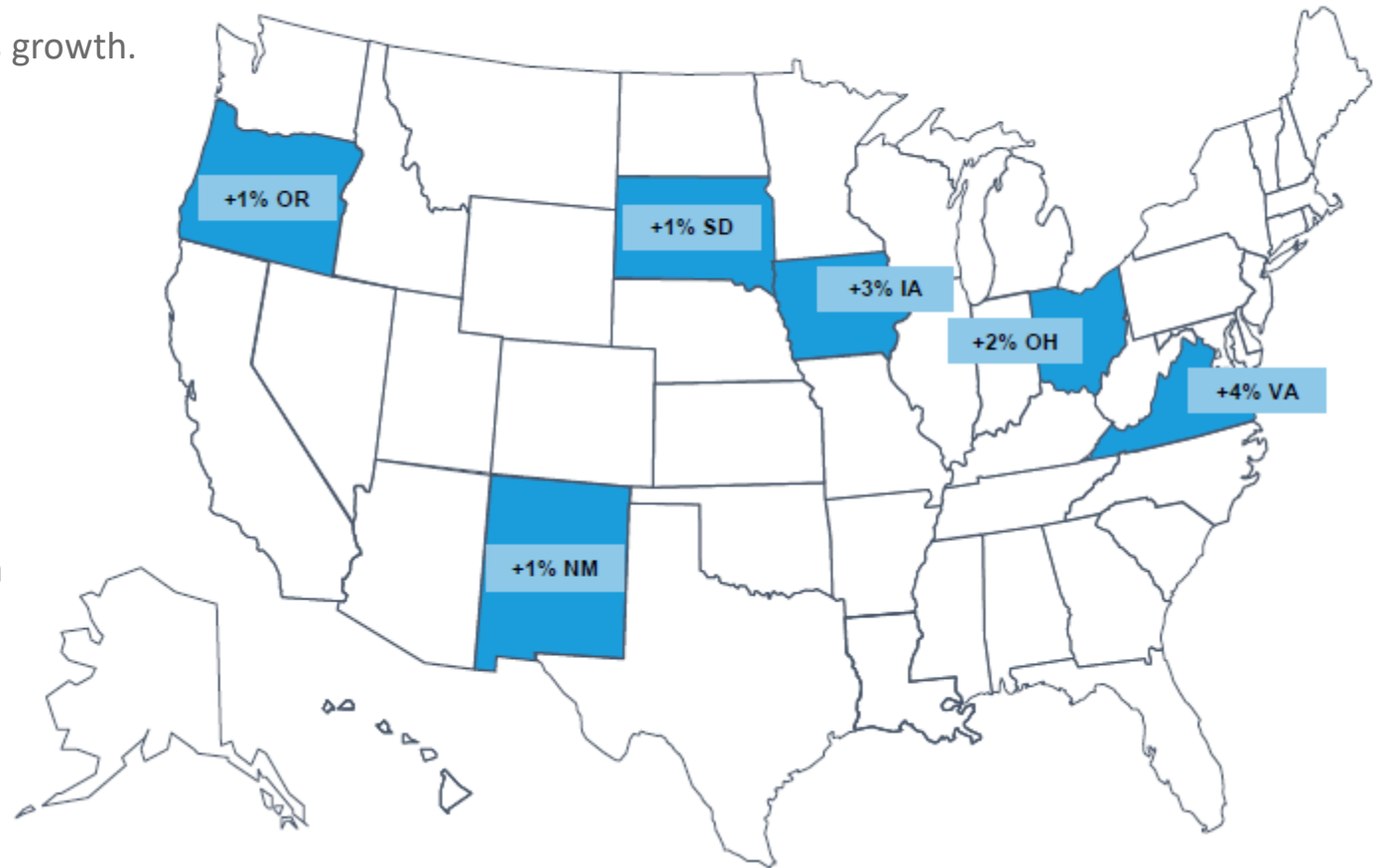
This information was provided by IGT Printing.

FY24 Growth*

- Six states, including Oregon, saw instant ticket sales growth.
- Lotteries growth benefitted from leveraging:
 - A full year of a new price point.
 - Additional facings at higher price points.
- Strong products in previous years continued their outperformance in market.
 - Multiplier themes.
 - Limited-tier games.
 - No breakeven prizes.

1% Overall Growth

- Oregon saw a 1% increase, while the industry saw a -2% decrease.
- Crossword line extended to include \$20
- \$10 limited-tier games contributed to the 12.5% increase at the \$10 price point.
- Developed games with no breakeven prizes.



*Information provided by IGT Instants Analytics team.

Jackpot Games & Keno Quarterly Performance

Jackpot Games Highlights:

Year Over Year Information

- Sales:
 - Powerball: \$10.1M
 - Mega Millions: \$15.0M
 - Oregon's Game Megabucks: \$12.0M
- Percentage Difference*:
 - Powerball: -69.5%
 - Mega Millions: -33.8%
 - Oregon's Game Megabucks: +64.2%

*The percentage difference is influenced by the volatility of the jackpots.



Keno Highlights:

Year Over Year Information

- Sales: \$26.2M
- Percentage Difference*: -5.4%

*The percentage difference is influenced by the volatility of the 8-spot rolling jackpot.





Cash Pop Draw Game

Cash Pop Background

- Developed by IGT, our system provider in 2019.
- Currently offered in 14 lottery jurisdictions.
- Michigan, Maryland and Maine lotteries are the latest to offer Cash Pop.

Game Highlights

- 1 number picked from 15.
- Prizes are randomly assigned and printed when ticket is purchased.
- Four price points to choose from (\$1, \$2, \$5 and \$10).

Player Attitudes

- Like the flexibility of the game.
- Easy to play.

Looking Ahead

- Introducing sometime in the new year.



Video Products Quarterly Update

Video Lottery Quarterly Performance

Video Lottery Highlights:

- Year over year: up 1.9%
- Replaced 299 E-20's in Q1 with Kascada; we still have 1,266 E-20s in retailers across the state
- Current quarter: Fort Knox with two exciting new games



Sports Betting Product Quarterly Update



Sports Betting Quarterly Performance

Sports Betting Highlights:

- Over \$184M in wagers/Turnover
- Gross Gaming Revenue \$23.3M (\$7.6M increase over last year)

Year over year growth

- # of Bets: +27%
- Turnover\$: +22%
- Gross Gaming Revenue: +49%

New Player Registrations

- +24% year over year increase in number of "Unique Active Customers"

Primary Sports of Q1

- Baseball, NFL (4 weeks of NFL Regular season fell in this quarter), Table Tennis
- Paris Olympics – contributed close to \$5M in T/O & \$470K GGR
 - Favorites: Basketball, Soccer, Tennis

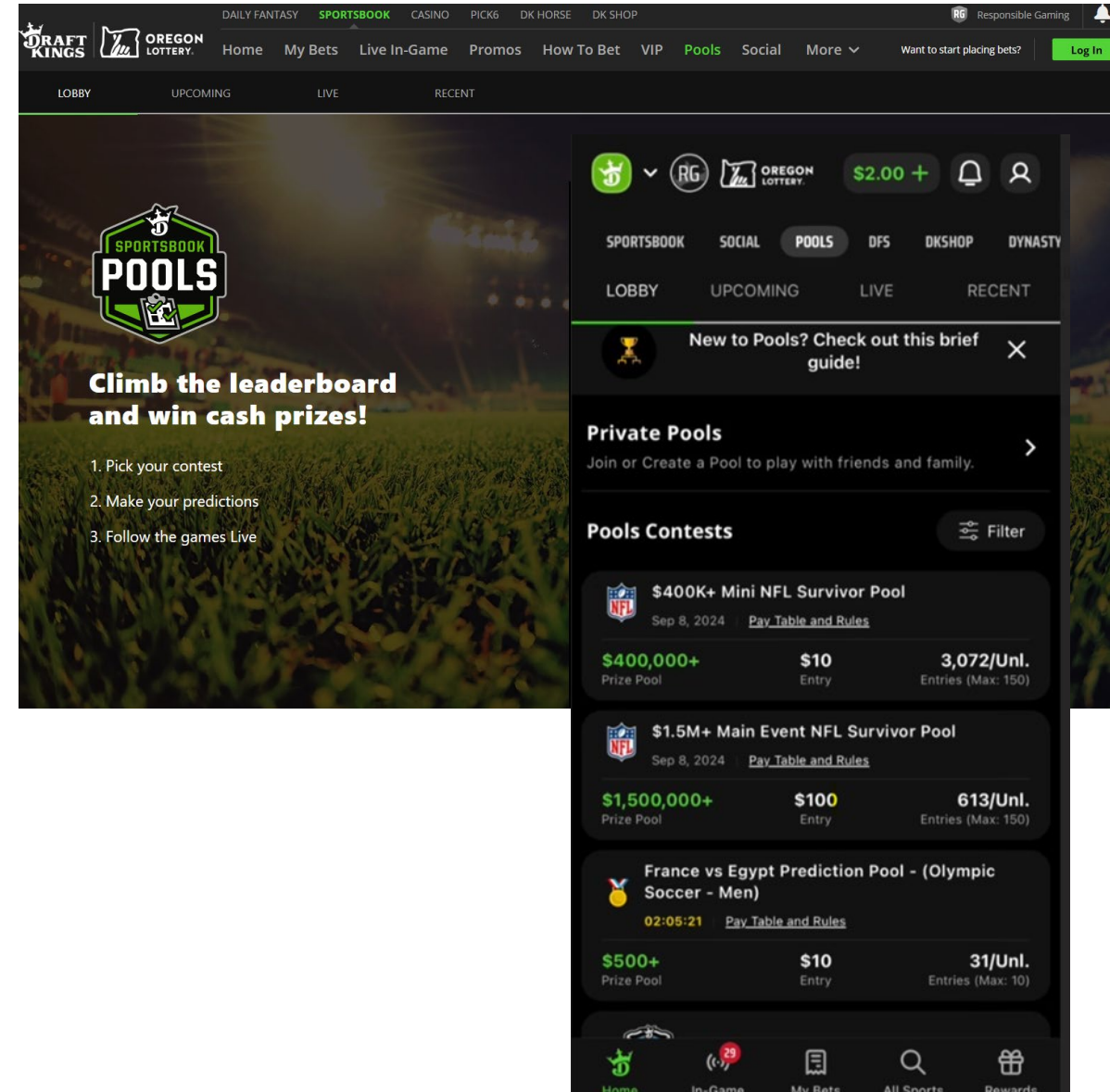
Product Update – DraftKings Paid Pools

A new wagering option for sportsbook users who want to add a bit more of a social experience

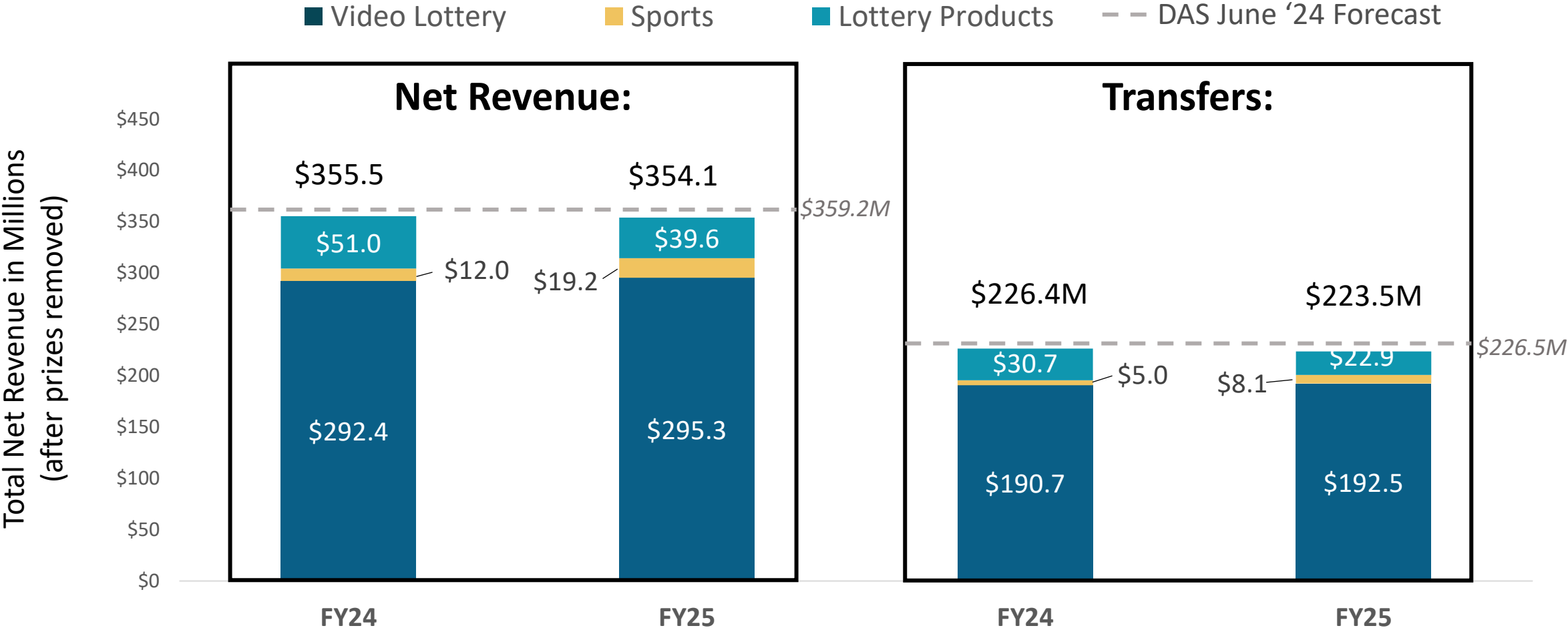
- Launched in August
- Uses existing, approved markets and events
- Players join a pool, answer questions and compete against other users within the same pool
- Players can join an existing Pool or create their own Private Pool to play with friends

Looking Ahead

- NFL, MLB Playoffs & World Series, NHL, NBA



Lottery Q1 Net Revenue and Transfers: FY24/FY25 Comparisons

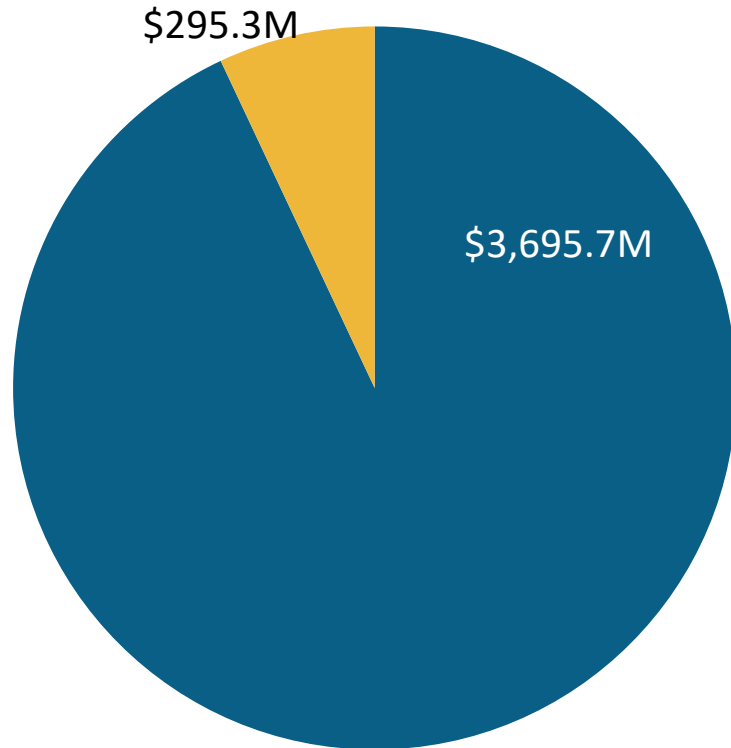


Note: Presenting latest OEA forecast figures published at the beginning of this quarter

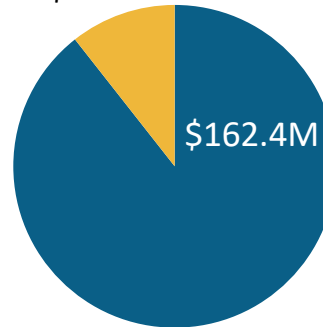
FY25 Year-to-Date Net and Gross Revenue Across Game Portfolio

■ Prizes ■ Net Revenue (prizes removed)

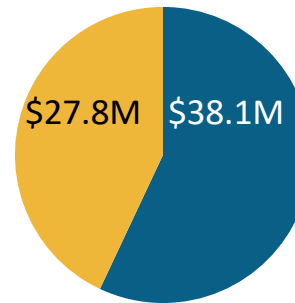
Video Lottery Gross Revenue:
\$3,991.1M



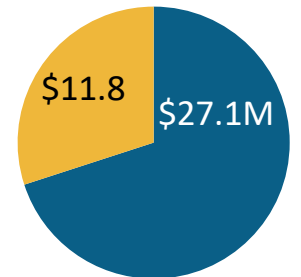
Sports: \$181.5M
\$19.2M



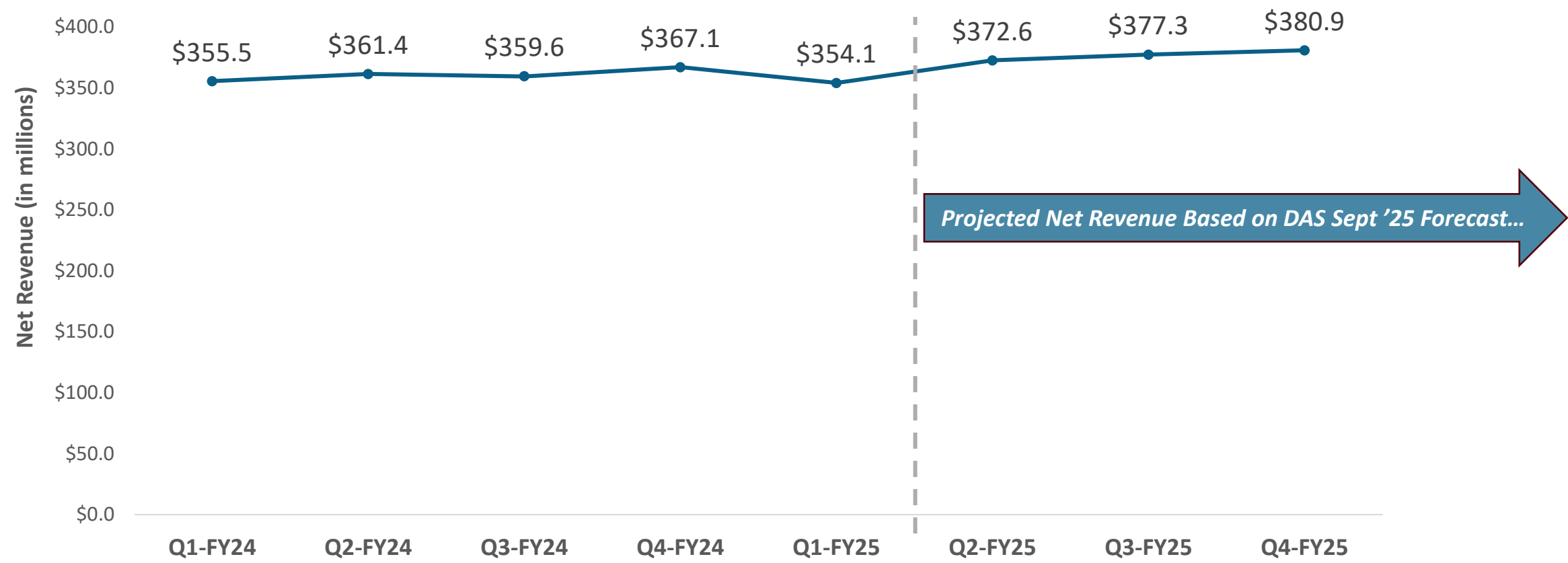
Jackpot: \$65.9M



Scratch-its: \$38.9M



Quarterly Net Revenue Over the Biennium



Thank You



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Together, we do good things.