

Product Performance Update

Q2 of Fiscal Year 2025
(10/01/24 - 12/31/24)



LOTTERY PRODUCTS QUARTERLY UPDATE

Scratch-its Quarterly Performance

Highlights:

Year Over Year Information

\$47.02M

Sales

7.6%

Percentage Difference

\$4.47

Average Purchase Price
(By 2025)

Looking Ahead

- The X Family of Games
- 40th Anniversary Game

Holiday Games Year Over Year Information

\$16.2M

Sales

33.7%

Percentage Difference

Top 5 Sellers – Q2



\$30 | Merry & Bright



\$10 | Crossword Cove



\$20 | 'Tis The Season



\$20 | Sky High Crossword



\$10 | Holiday Pawrty

Jackpot Games & Keno Quarterly Performance

Highlights:

Year Over Year Information



\$12.7M

Sales

-49.4%

Percentage Difference*



\$20.9M

Sales

172.0%

Percentage Difference*



\$6.3M

Sales

-35.3%

Percentage Difference*



\$25.3M

Sales

-3.3%

Percentage Difference**

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

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



Mega Millions Enhancement



Background

- The game enhancements were developed to generate excitement among players.
- Enhancements are intended to create larger jackpots, higher minimum prizes and better odds.



Game Enhancement Highlights

- \$5 per play.
- Each play has a multiplier that multiplies a prize by 2, 3, 4, 5 or 10 times.
- Slight change to the game matrix.
- Updated prize structure.



Player Benefits

- Improved odds of winning the jackpot.
- Bigger jackpots more frequently.
- Larger starting jackpots.
- Built-in multiplier on every play.
- No breakeven prizes.



Looking Ahead

- Game enhancement starts April 5, 2025.

Cash Pop Update

Introduced

- January 13, 2025.



VIDEO PRODUCTS QUARTERLY UPDATE



Video Lottery Quarterly Performance

Q2 Revenue

\$285.5M

Video Net Sales Q2 FY25

-1.5%

Percentage difference to Q2 FY24

Q2 E-20 Update

- Replaced 403 E-20, 830 remain in the field

Q2 Launches – Fort Knox Update

- Increase in Jackpots
 - Before: average 112 per day
 - After: average 324 per day
- Large increase in first time winners
 - November 2023: 1,438
 - November 2024: 2,499

Q3 Launches: Bao Zhu Zhao Fu



SPORTS BETTING PRODUCT QUARTERLY UPDATE

Sports Betting Quarterly Performance

Highlights:

>\$255M

Dollars Wagered/Turnover\$

\$19.3M

Gross Gaming Revenue

Total Year Over Year Information By Category:

+14.4%

of Bets

+19.3%

Turnover\$

-6.18%

Gross Gaming Revenue

+44%

New Player Registrations

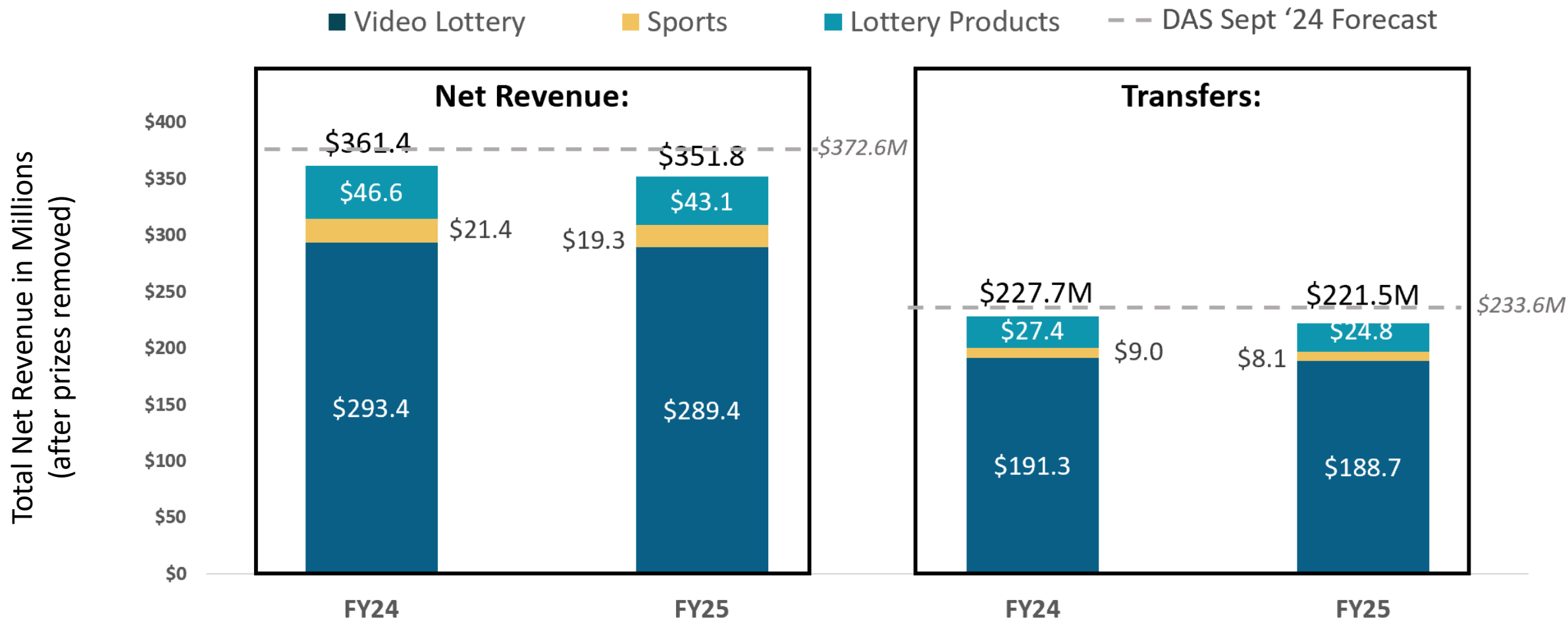


Primary Sports in Quarter:

- Football, Basketball, Table Tennis
- Boxing - Big surprise of quarter (single event of Tyson v Paul match generated \$1.9M in turnover)

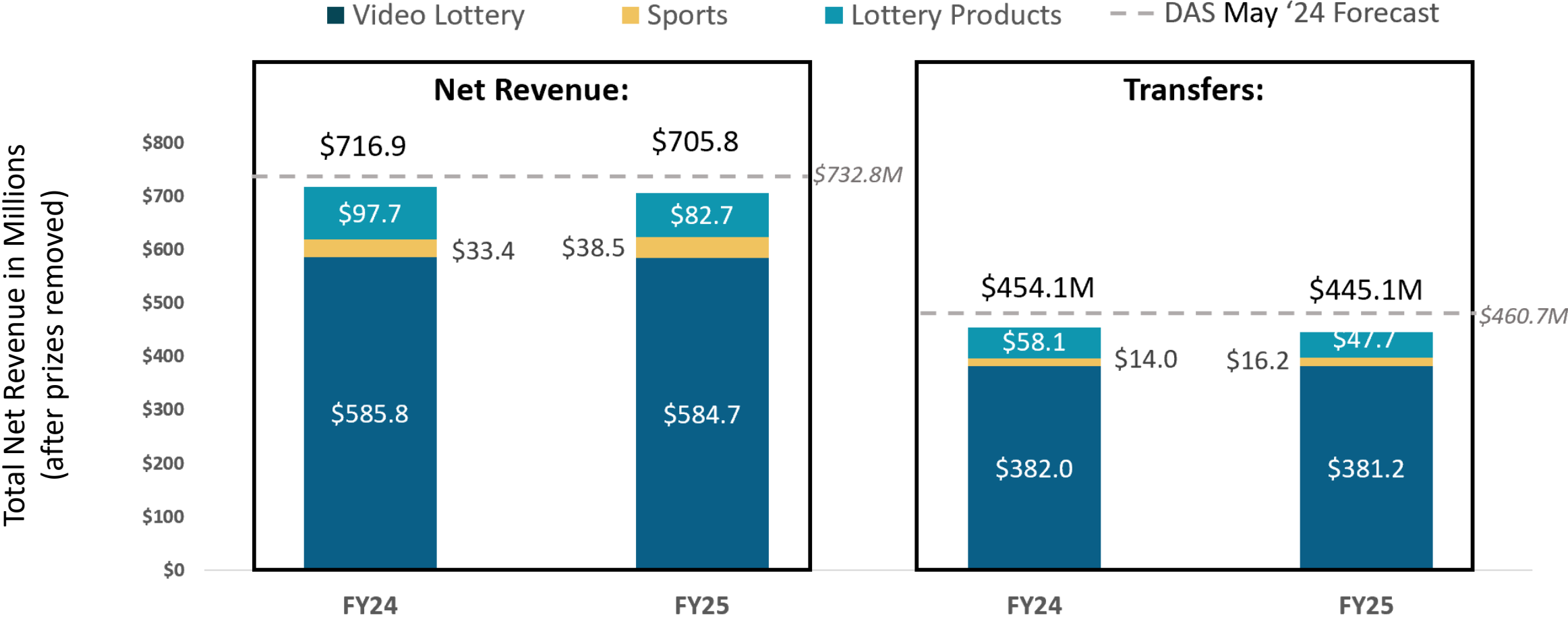
Financial Insights

Lottery **Q2** Net Revenue and Transfers: FY24/FY25 Comparisons



Note: Presenting latest OEA forecast figures published at the beginning of quarter 2.

Lottery **YTD** Net Revenue and Transfers: FY24/FY25 Comparisons

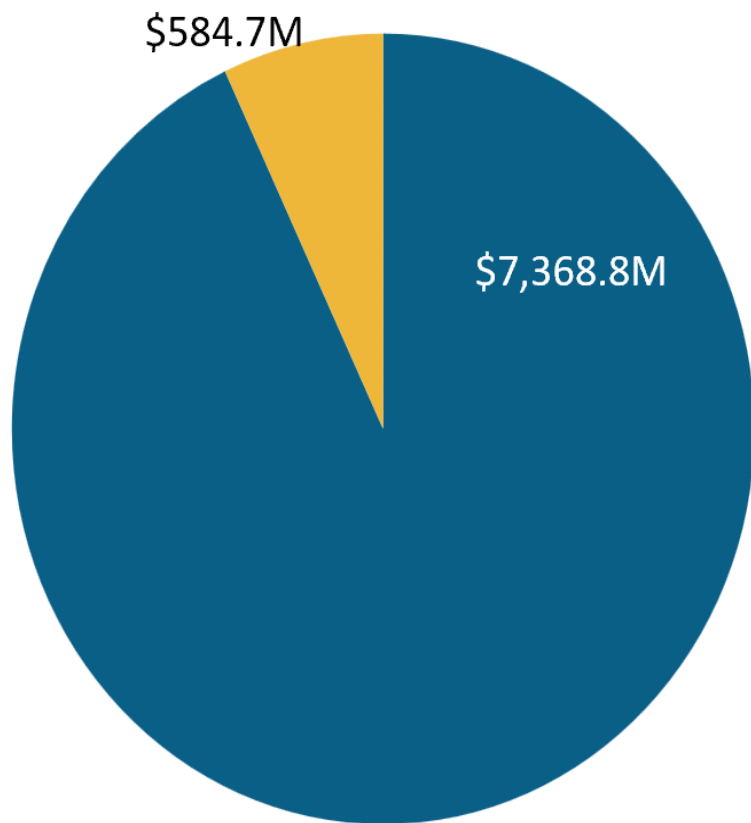


Note: Presenting OEA forecast figures published at the beginning of the Fiscal Year.

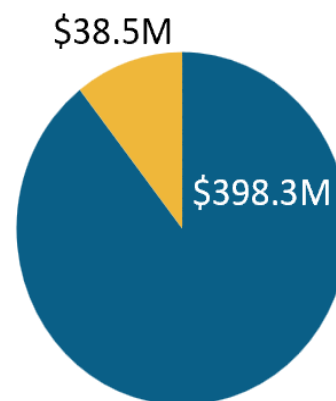
FY25 Year-to-Date Net and Gross Revenue Across Game Portfolio

■ Prizes ■ Net Revenue (prizes removed)

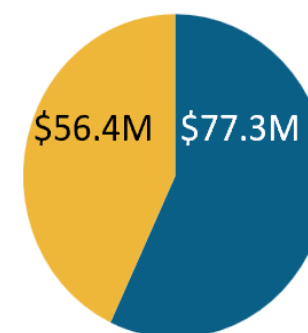
Video Lottery Gross Revenue:
\$7,953.5M



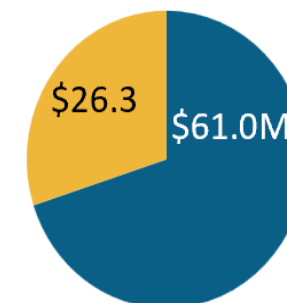
Sports: \$436.8M



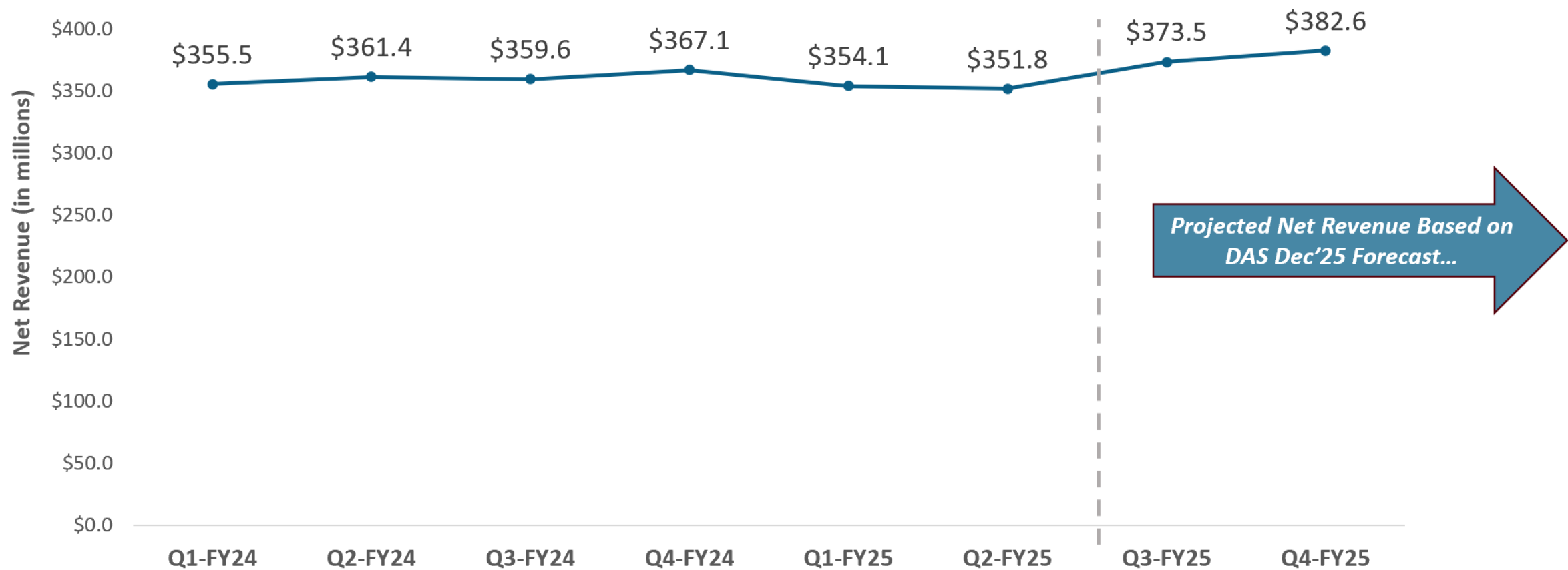
Jackpot: \$133.7M



Scratch-its: \$87.3M



Quarterly Net Revenue Over the Biennium

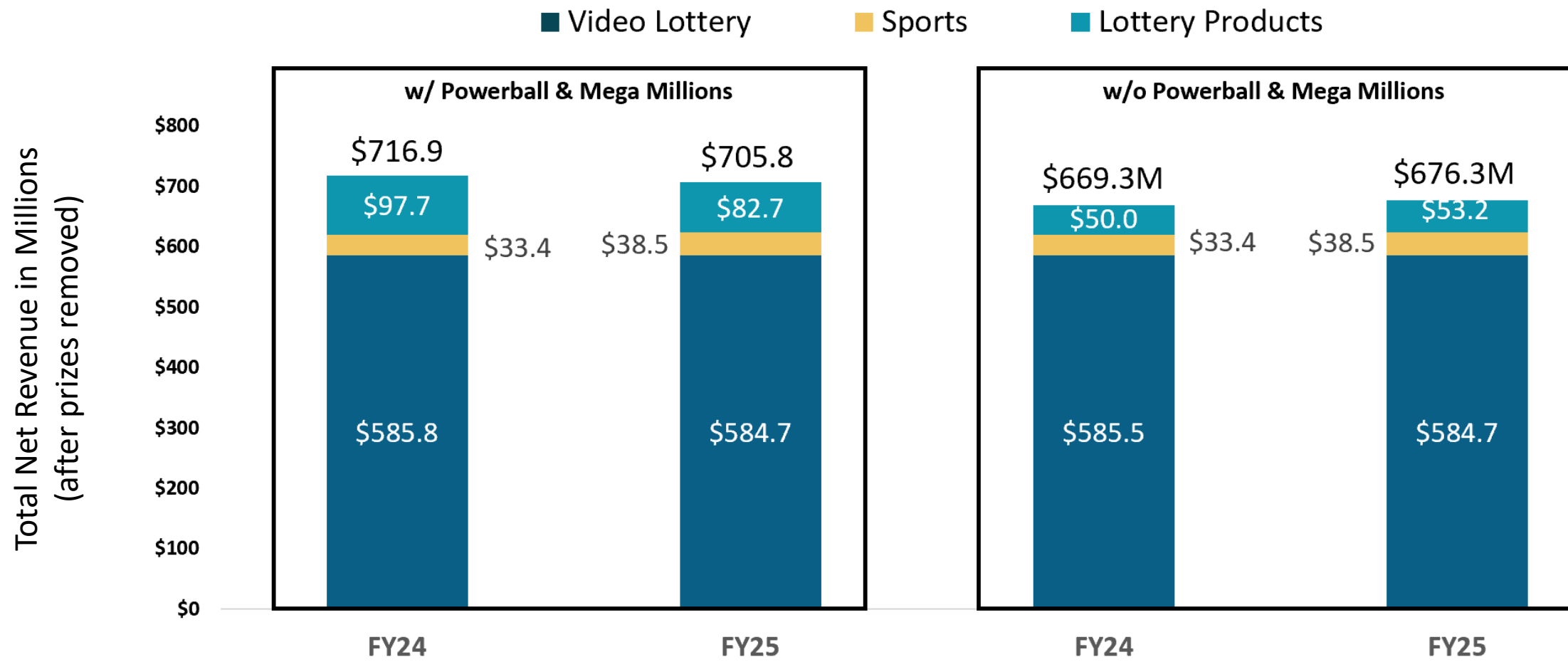




Jackpot Game Revenue Trends

- Contribution to revenue
- Relationship between revenue and jackpots over time

Lottery Net Revenue – with/without multi-state Jackpot Games



Note: \$1B+ jackpots occurred three times in Quarters 1 & 2 of FY2024 versus just once in Quarter 2 of FY25.

Relationship between revenue and jackpots over time

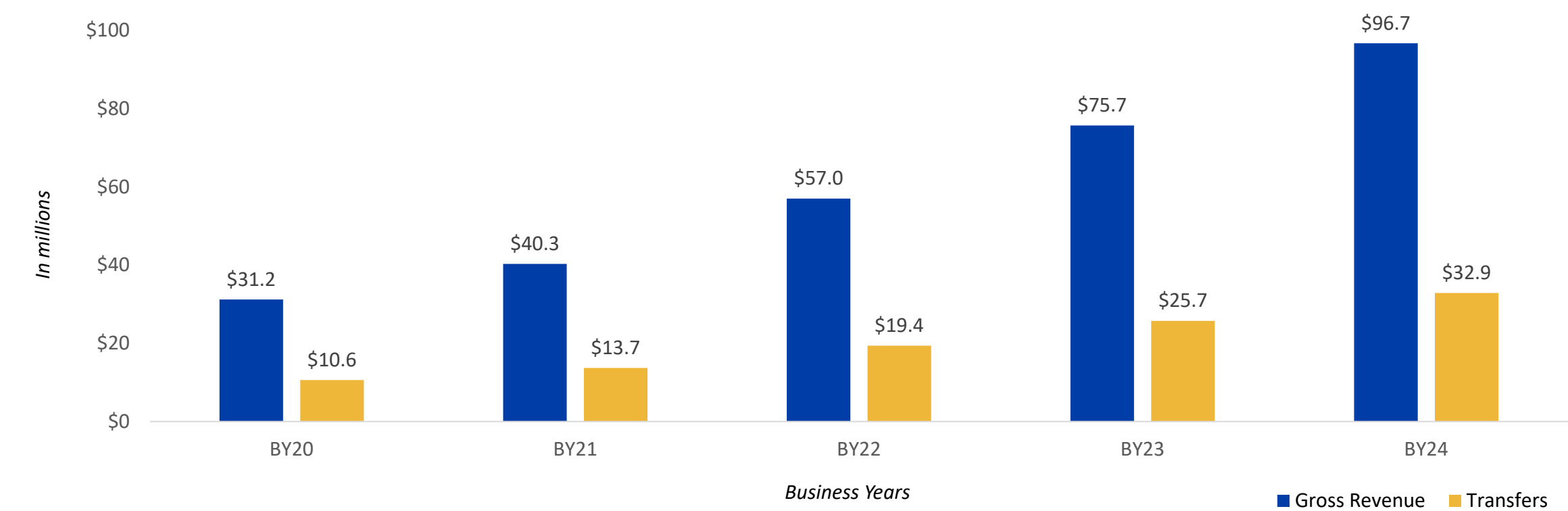
- Powerball and Mega Millions revenue is highly correlated with jackpot amount.
- As matrix changes have occurred over time to drive higher jackpots, revenue has also increased – despite associated price increases.
- The percent of adult Oregonians playing these games has increased by five or more points since BY21.
- Powerball jackpot size influences sales of Mega Millions and vice versa. Megabucks also benefits from PB's and MM's \$1B+ jackpots.
- As billion-dollar jackpots become more prevalent, the novelty can wear off over time, resulting in less revenue per jackpot dollar (jackpot fatigue).



Powerball Gross Revenue and Top Prize Trends

- Powerball YOY revenue has increased by more than 25% each of the last four business years.
- In BY25 YTD, it's performing 62% below BY24 for the same period. It will be competing against multiple \$1B+ jackpots in BY24. It has also experienced seven consecutive jackpots below \$500M since May '24.

Jackpot Avg	\$147M	\$224M	\$488M	\$551M	\$888M
Jackpot Range	\$20M to \$397M	\$20M to \$731M	\$20M to \$685M	\$20M to \$2.04B	\$20M to \$1.17B
% of Oregonians Who Play	<i>Not available</i>	21%	19%	25%	26%

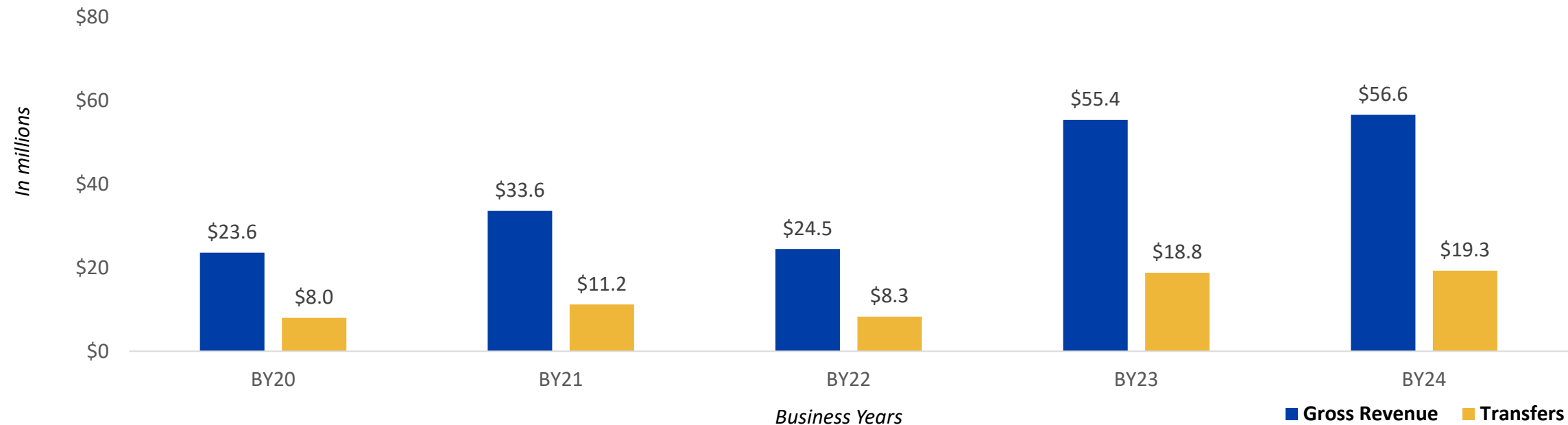


Sources:
 Jackpot, revenue, and transfer data: OSL data warehouse
 % of Oregonians who play: OSL Annual Attitudes, Awareness, and Usage Tracking Study

Mega Millions Gross Revenue and Top Prize Trends

- After averaging \$27M between BY20 to BY22, sales more than doubled in BY23 to \$55.4M and remained stable through BY24.
- In BY25 YTD, a \$1.2B jackpot in December resulted in an 19% increase YOY. However, in March '25, revenue will be competing against a \$1.1B jackpot from March '24.

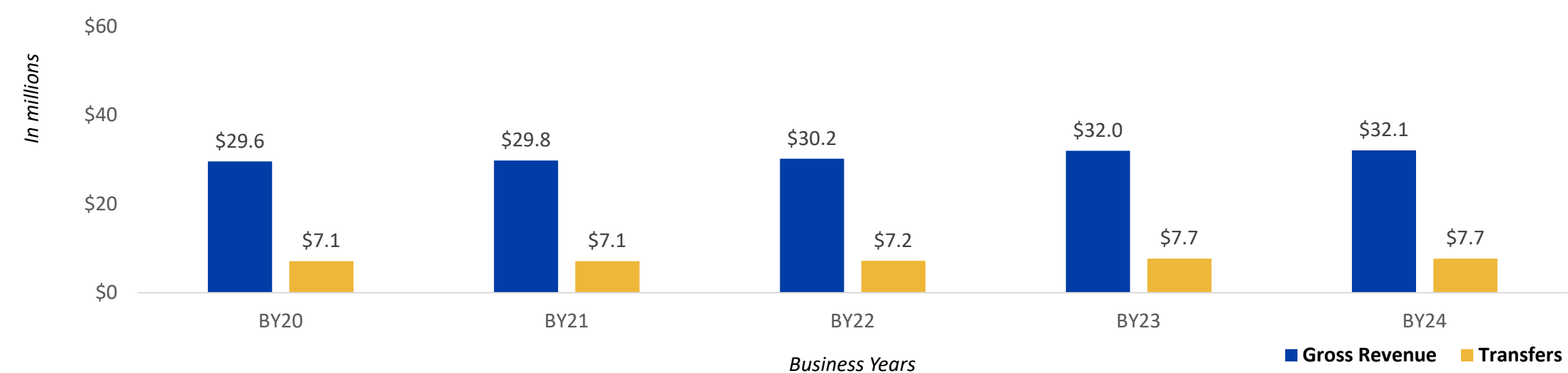
Jackpot Avg	\$275M	\$276M	\$202M	\$462M	\$658M
Jackpot Range	\$20M to \$410M	\$20M to \$1.0B	\$20M to \$432M	\$20MX to \$1.35B	\$20M to \$1.5B
% of Oregonians Who Play	Not available	21%	19%	25%	26%



Megabucks Gross Revenue and Top Prize Trends

- The annual average winning Megabucks jackpot has decreased slightly since BY21, but sales have remained within 1% due to cross-play with Powerball and pursuit of billion-dollar, multi-state game jackpots.
- In BY25, MB is +11% YOY through December. September’s \$9.5M jackpot was the largest and October’s \$2.1M jackpot was the lowest since 2015. The YOY increase will start to decrease as we begin competing against a large \$8.4M jackpot in January ‘24.

Jackpot Avg	\$5.9M	\$6.7M	\$6.4M	\$4.8M	\$5.8M
Jackpot Range	\$1M to \$8.4M	\$1M to \$7.4M	\$1M to \$8.9M	\$1M to \$8.2M	\$1M to \$8.5M
% of Oregonians Who Play	Not available	25%	24%	30%	33%





Thank You



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Together, we do good things.