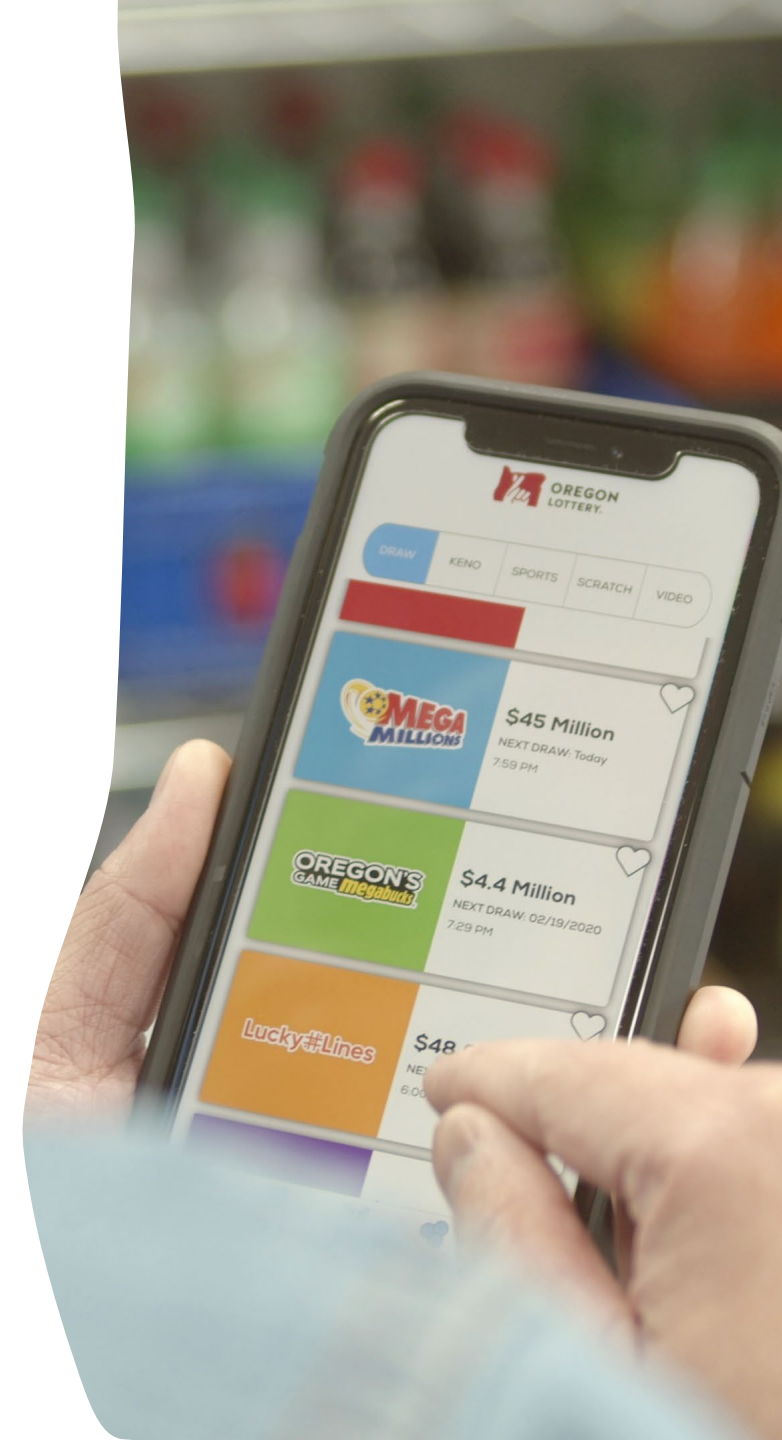


A large, light gray, stylized graphic of a hand holding a pen is positioned on the left side of the slide. The hand is open, with fingers slightly curled, and the pen is held between the thumb and index finger. The graphic is semi-transparent and serves as a background element.

# Product Performance Update Q4 of Business Year 2023 (3/26/23 - 6/24/23)

July 2023 Commission Meeting

# Lottery Products Quarterly Update



# Scratch-its Quarterly Performance

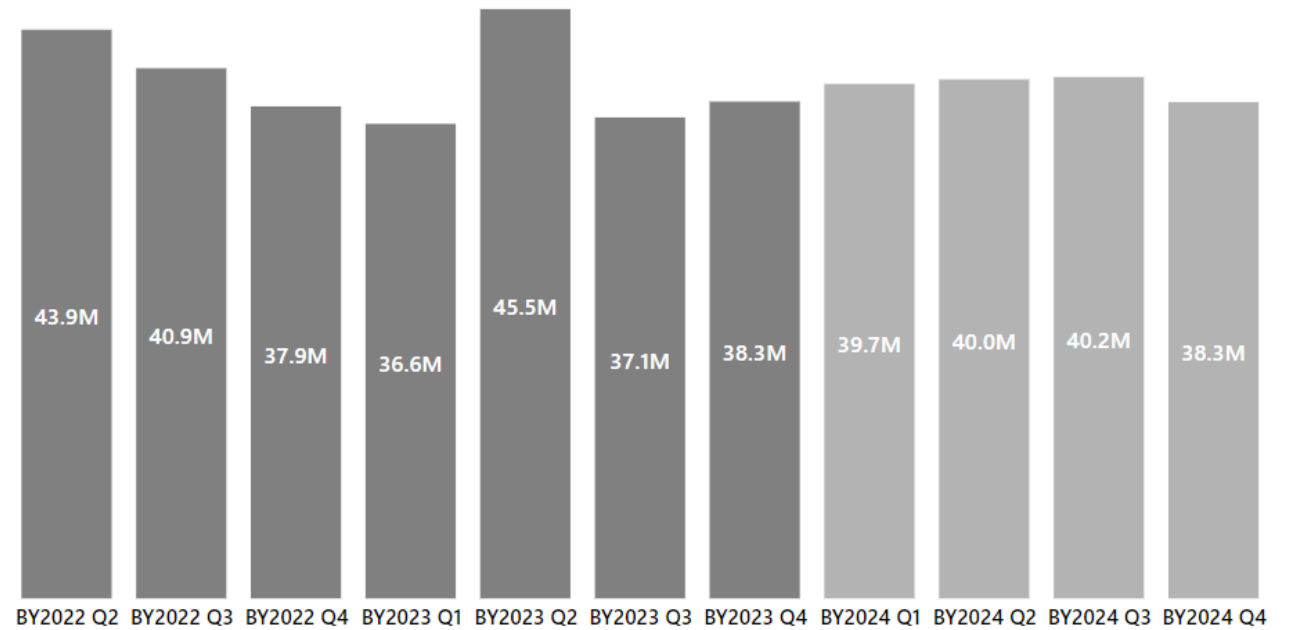
## Scratch-it Highlights:

- Sales for the quarter were \$38.3 million
- Year over year increase of 1%

## Pharaoh's Tomb



● Forecast ● Actuals



Type	BY23 Q4		
	Actual	Forecast	Difference
Sales	\$38,319,236	\$38,532,917	-0.6%
Transfer	\$5,525,978	\$6,165,267	-10.4%

Transfer is estimate based on prize payout

March 2023 OEA Forecast

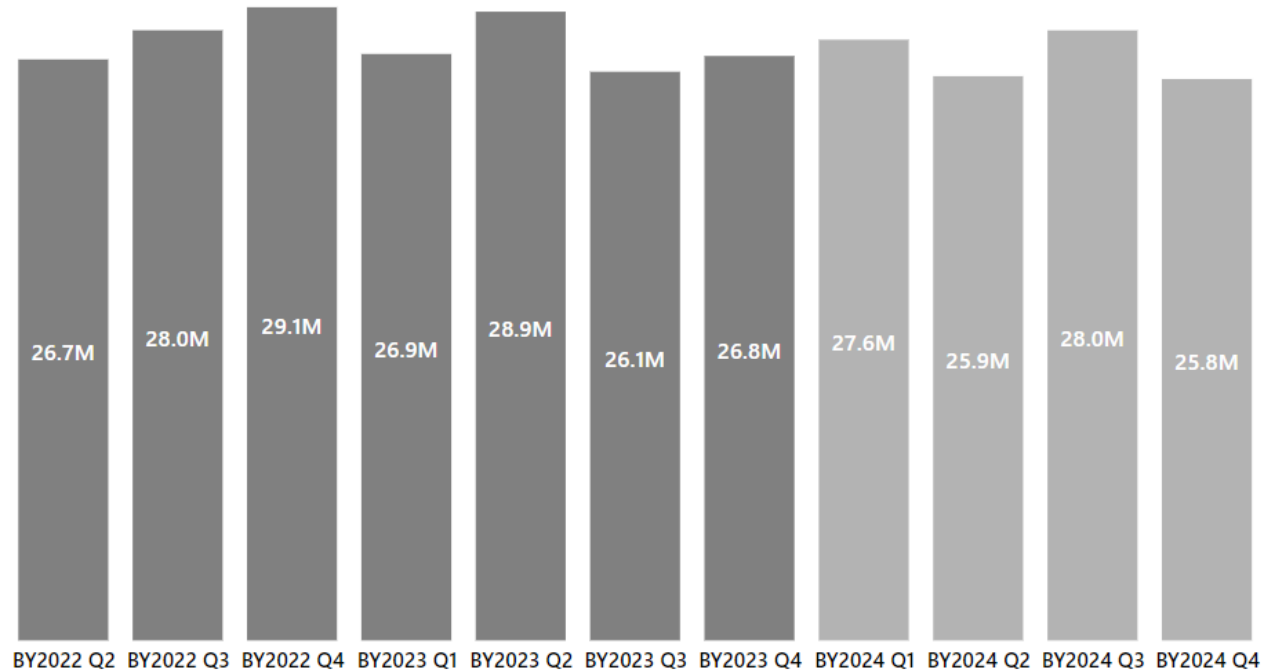
Together, we do good things.

# Keno Quarterly Performance

## Keno Highlights:

- Sales for the quarter were \$26.8 million
- Year over year decrease of 7.7%

● Forecast ● Actuals



Type	BY23 Q4		
	Actual	Forecast	Difference
Sales	\$26,847,603	\$26,748,990	0.4%
Transfer	\$4,295,616	\$4,279,838	0.4%

Transfer is estimate based on prize payout

March 2023 OEA Forecast

# Jackpot Games Quarterly Performance

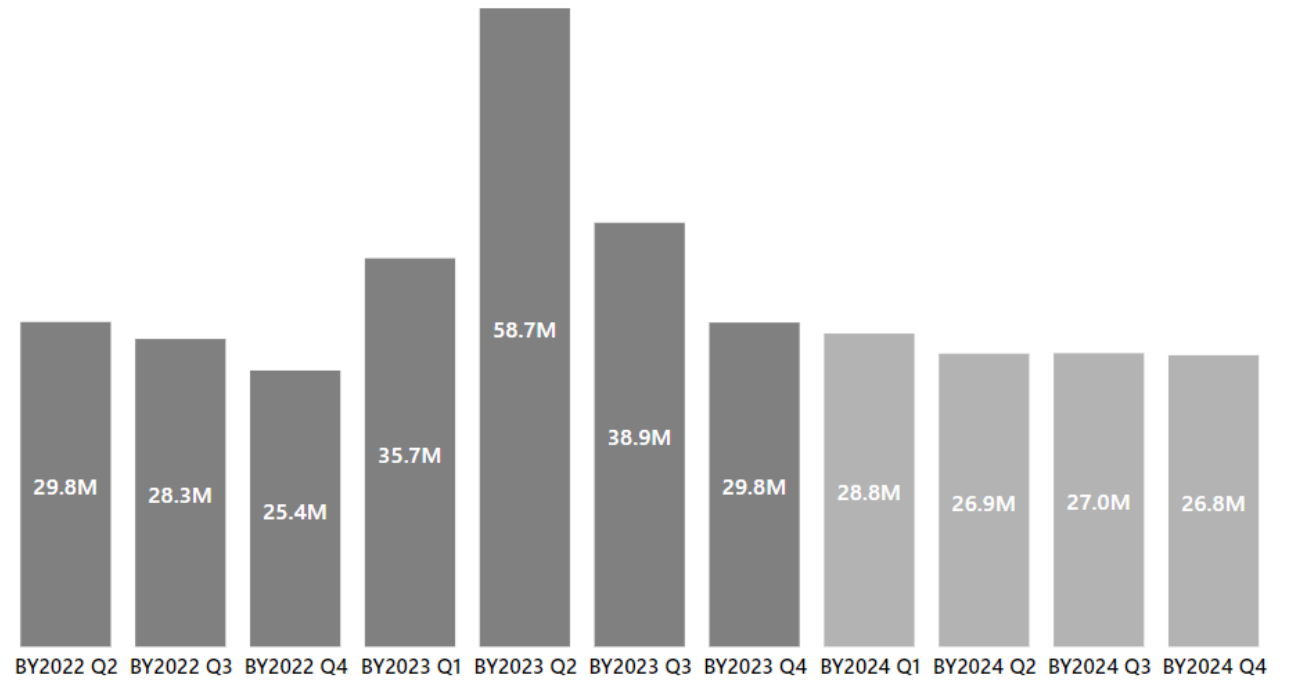
● Forecast ● Actuals

## Jackpot Games Highlights:

- Sales for the quarter were \$29.8 million
- Year over year increase of 17.4%
- Higher jackpot levels for Mega Millions and Oregon’s Game Megabucks contributed to the year-over-year increase in sales when compared to FY22 Q4.

## Win For Life Promotion:

- Sales for the quarter were almost \$2M
- Year over year increase of 103.5%
- Total sales during campaign almost \$1.1M
- Resulted in two lifetime winners, receiving \$1,000/week, or \$52,000 a year for the rest of their lives.



Type	BY23 Q4		
	Actual	Forecast	Difference
Sales	\$29,776,430	\$26,017,082	14.4%
Transfer	\$8,325,495	\$7,264,774	14.6%

Transfer is estimate based on prize payout

March 2023 OEA Forecast



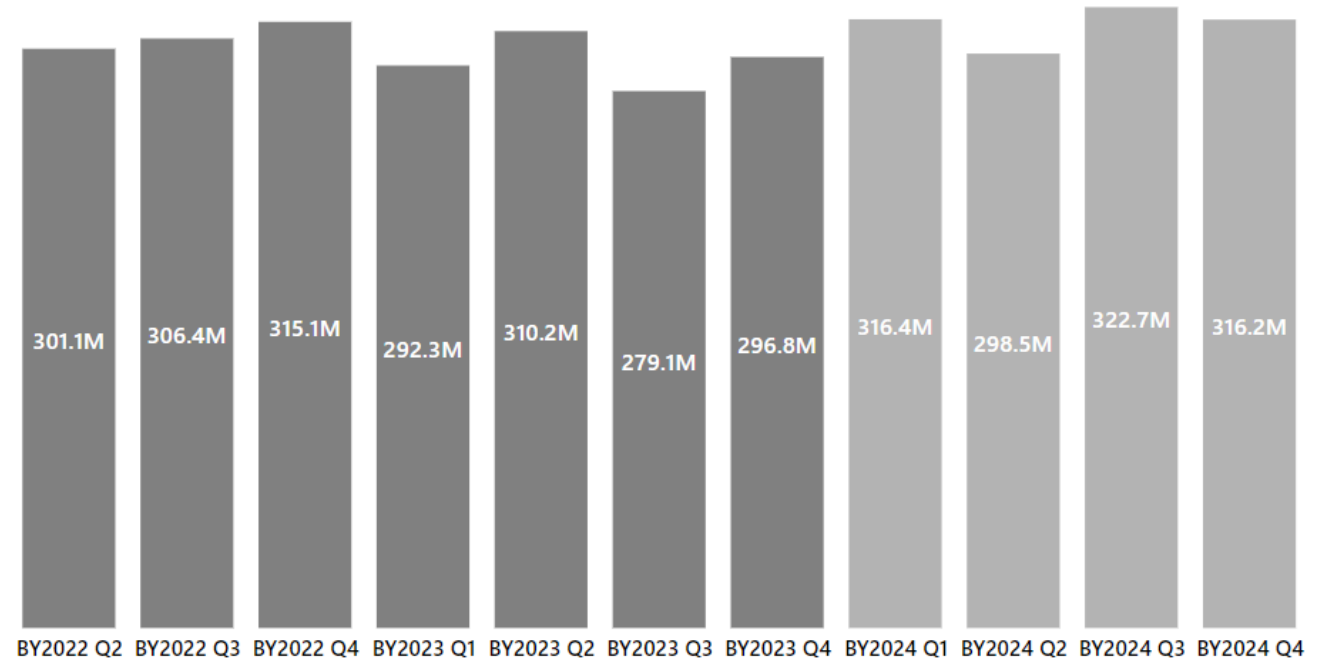
## Video Products Quarterly Update

# Video Lottery Quarterly Performance

● Forecast ● Actuals

## Video Lottery Highlights:

- OEA expected sales dip, not at this rate
- Lower tax refund volume than expected by OEA
- Performance is similar across casinos and other lotteries
- Kascada Field Trial update



Type	BY23 Q4		
	Actual	Forecast	Difference
Sales	\$296,773,685	\$305,869,970	-3.0%
Transfer	\$193,496,443	\$199,427,220	-3.0%

Transfer is estimate based on prize payout

March 2023 OEA Forecast

# Sports Betting Product Quarterly Update



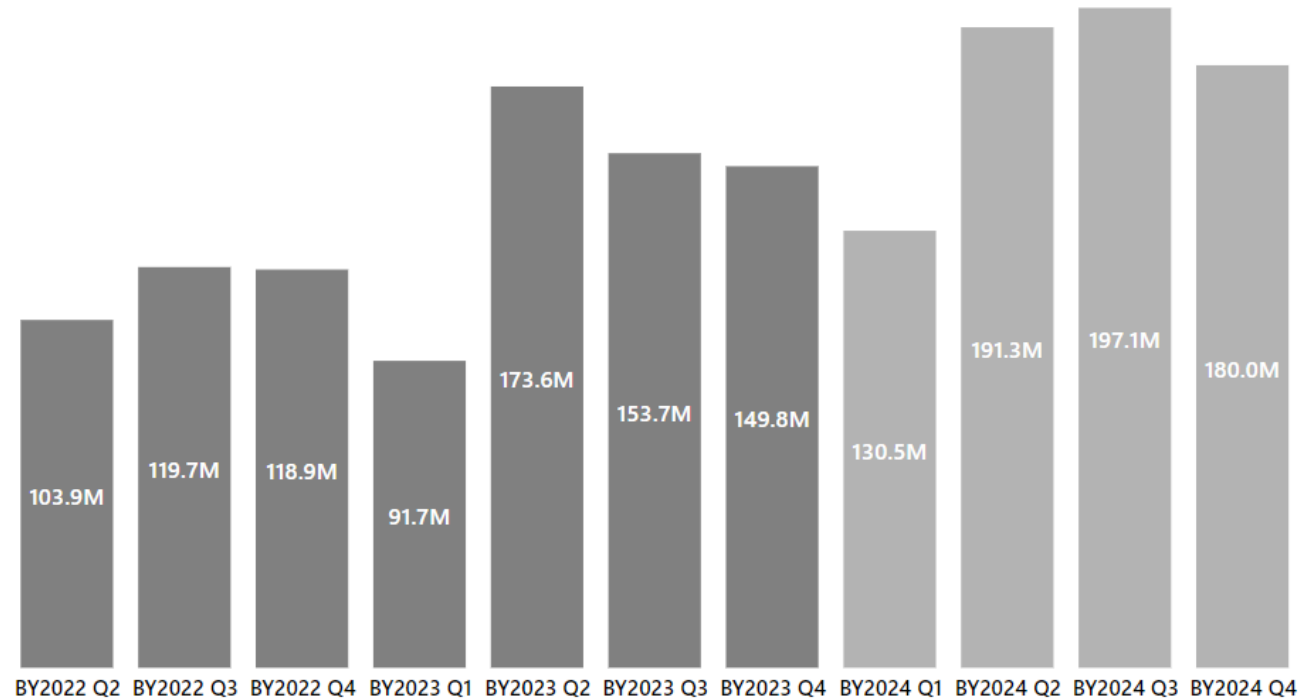


# Sports Betting Quarterly Performance

## Sports Betting Highlights:

- Year-over-year comparisons:
  - # of Bets: +49%
  - Turnover: +28%
  - Gross Gaming Revenue: +64%
- Actual Handle 4.1% above Forecasted Handle
- Activity driven by NBA Basketball and Major League Baseball
- "Unique Active Customers" increased 48% when compared to Q4 year-over-year
  - Approximately 19,000 additional customers placed a wager during this quarter
  - Registrations continued to grow well with 9,000 new players registering in Q4
- Winner Stories

● Forecast Turnover ● Actuals Turnover



Type	BY2023 Q4		
	Actual	Forecast	Difference
GGR	\$18,213,586	\$14,783,317	23.2%
Turnover/Handle	\$149,788,781	\$143,884,969	4.1%

OSL Internal forecast March 2023

Together, we do good things.

Thank You



**OREGON  
LOTTERY®**

Together, we do good things.