



RHODE ISLAND LOTTERY

FISCAL YEAR 2023 SALES REVIEW
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2022



Rhode Island Lottery

Fiscal Year 2023 Sales Review

For the Three Months Ended
September 30, 2022

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**Rhode Island Lottery
Financial Update
Game Summary and Highlights
For the Three Months Ended September 30, 2022**

Instant Games:

Instant Ticket sales for the period of July 1st through September 30th for fiscal year 2023 have decreased by 11.35% compared to the same period in fiscal year 2022. Weekly sales averaged \$2,280,032 and total sales for this period equaled \$29,966,131. Many instant ticket games offer second chance drawings and bonus prizes.

Keno:

For the three months ended September 30, 2022, Keno sales averaged \$1,622,127 per week. Total sales for this period were \$21,319,381 a decrease of 4.58% over the same period for fiscal year 2022. Keno Plus, a multiplier feature for Keno winnings, represents 32.14% of total Keno sales for this period. New games are drawn every 4 minutes Monday through Saturday 5:00 a.m. to 12:44 a.m. and Sunday 7:00 a.m. to 12:44 a.m. Keno is available at all Lottery Retailers and most Keno Retailers are equipped with a monitor that displays a new game every 4 minutes. Players can also watch games with Keno On the Go or check tickets using the Lottery mobile app. For an additional chance to win, Keno Overtime offers players an extra chance of winning higher prizes up to \$500,000. At the end of each Keno draw, the remaining 60 numbers will start to disappear from the screen until just 10 numbers remain. Keno Overtime represents 5.25% of total Keno sales for this period.

Daily Numbers Game:

Sales for the Numbers Game for this period of fiscal year 2023 averaged \$423,261 per week. Total sales for the period were \$5,562,861 a decrease of 6.13% over fiscal year 2022. Players can wager on 2, 3, or 4 digits. Wagers on 3 and 4 digits can be played in exact or any order. Players can select their own numbers or utilize the computer “quick pick.” The Daily Numbers drawing is held twice a day, a midday draw and an evening draw. Midday drawings take place daily at 1:30 p.m. and are not televised but can be viewed on the Rhode Island Lottery website. Televised evening drawings are shown nightly at 7:29 p.m. When playing the Daily Numbers game, players have the opportunity to participate in the Instant Match game which gives the player an immediate chance to win up to \$500, with no dependence on the player’s outcome on the Daily Numbers drawing. Instant Match sales equal 1.53% of Daily Number draw sales for the period of July 1st through September 30th.

Bingo:

Bingo, a monitor game offering, is played on a traditional Bingo style board, where players must make 1 of 8 patterns to win a prize. Drawings are held every eight minutes, and players can watch the drawings on a monitor if available at the retailer location or online. Sales for Bingo for the three months ended September 30th averaged \$28,124 per week and totaled \$369,632 a decrease of 3.00% over the same period for fiscal year 2022.

PowerBall®:

PowerBall® is a Multi-State Lottery Association game offered in forty-five states (including Rhode Island), plus the District of Columbia, Puerto Rico, and U.S. Virgin Islands. For \$2, players select “5 out of 69” numbers and a PowerBall® “1 out of 26.” Players can select their own numbers or utilize a computer “quick pick.” On August 23, 2021, the PowerBall® game added a Monday night draw as addition to the two (2) drawings per week. Televised drawings are shown on Monday, Wednesday and Saturday at 10:59 p.m. For an additional \$1, players can choose the PowerPlay® option to increase their non-jackpot prizes. PowerBall® sales through September 30, 2022 averaged \$359,353 per week. Total sales for this period were \$4,722,927, a decrease of 32.56% compared to sales for fiscal year 2022. In April 2020, due to the global COVID-19 pandemic, guaranteed starting jackpots and minimum jackpot increases were eliminated. Following the April 8, 2020 drawing, jackpots (annuities) will be based on game sales with no minimum fixed amount.

Mega Millions®:

MUSL participates as a member (or party) lottery of the Mega Millions® Product Group (a group of lotteries participating under an agreement between the Mega Millions® lotteries and MUSL to offer the Mega Millions® game within their State jurisdictions). Mega Millions® is offered in forty-five states, plus the District of Columbia, and the U.S. Virgin Islands. The Rhode Island Lottery participates as a member of MUSL, in the sale of tickets, payment of prizes, and associated activities related to the Mega Millions® lottery game. Players select “5 out of 70” numbers and a Mega Ball “1 out of 25.” Players can select their own numbers or utilize a computer “quick pick.” Drawings are held on Tuesday and Friday at 11:00 p.m. Megaplier®, which is a multiplier option for Mega Millions® winnings, allows players who choose this option on their Mega Millions® ticket to have the chance to increase their winnings by up to 5 times. The multiplier does not apply to a jackpot win. Mega Millions® sales for the period of July 1st through September 30th averaged \$587,192 per week. Total sales for this period were \$7,717,375. Sales for this period increased 131.67% compared to the same period for fiscal year 2022. In April 2020, due to the global COVID-19 pandemic, guaranteed starting jackpots and minimum jackpot increases were eliminated. Following the April 3, 2020 drawing, jackpots (annuities) will be based on game sales with no minimum fixed amount.

Lucky for Life®:

Lucky for Life® is offered in twenty-three lotteries through the lottery’s participation in the Multi-State Lottery Association. Players select “5 out of 48” numbers and a Lucky ball “1 out of 18” and have a chance to win \$1,000 a day for life as well as a second chance prize to win \$25,000 a year for life. On July 19, 2021, Lucky for Life® changed from two (2) drawings per week to a daily drawing. Sales for the period of July 1st through September 30th were \$1,904,681, averaging \$144,921 per week. Sales for this period decreased 6.82% compared to the same period for fiscal year 2022. Drawings are nightly at 10:30 p.m. and can be viewed on [LuckyForLife.us](https://www.LuckyForLife.us).

Wild Money:

Wild Money is a traditional on-line game with a starting jackpot of \$20,000 that continues to grow until a player matches 5 numbers selected out of a field of 38. Televised drawings are shown nightly at 7:29 p.m. On July 12, 2020, Wild Money changed from three (3) drawings per week to a daily drawing. For the three months ended September 30th for fiscal year 2023, Wild Money sales averaged \$163,685 per week. Total sales for this period were \$2,151,295, an increase of 30.25% compared to the same period for fiscal year 2022. Similar to PowerBall® and Mega Millions®, sales are jackpot driven.

iLottery:

iLottery games are Rhode Island Lottery games that can be played online using a computer, smartphone, or other mobile device. iLottery launched at the end of April 2020 and iLottery offerings currently include eInstant games and online Keno. In the future, there are plans to increase the iLottery offerings to include many other Lottery draw games. For the three months ended September 30, 2022, eInstant sales averaged \$127,320 per week. Total sales for this period were \$1,673,345, an increase of 39.91% compared to the same period for fiscal year 2022. Online Keno sales averaged \$80,031 per week for the same period, with total sales of \$1,051,834 through September 30, 2022, an increase of 15.52% compared to the same period for fiscal year 2022.

Video Lottery:

As of September 30, 2022, average net terminal income per VLT per day was \$294. Net terminal income for this period averaged \$10,103,716 per week and totaled \$132,791,696, an increase of 8.19% over fiscal year 2022. Net terminal income by facility for this period totaled \$101,891,543 for Bally's Twin River Lincoln and \$30,900,153 for Bally's Tiverton.

Table Games:

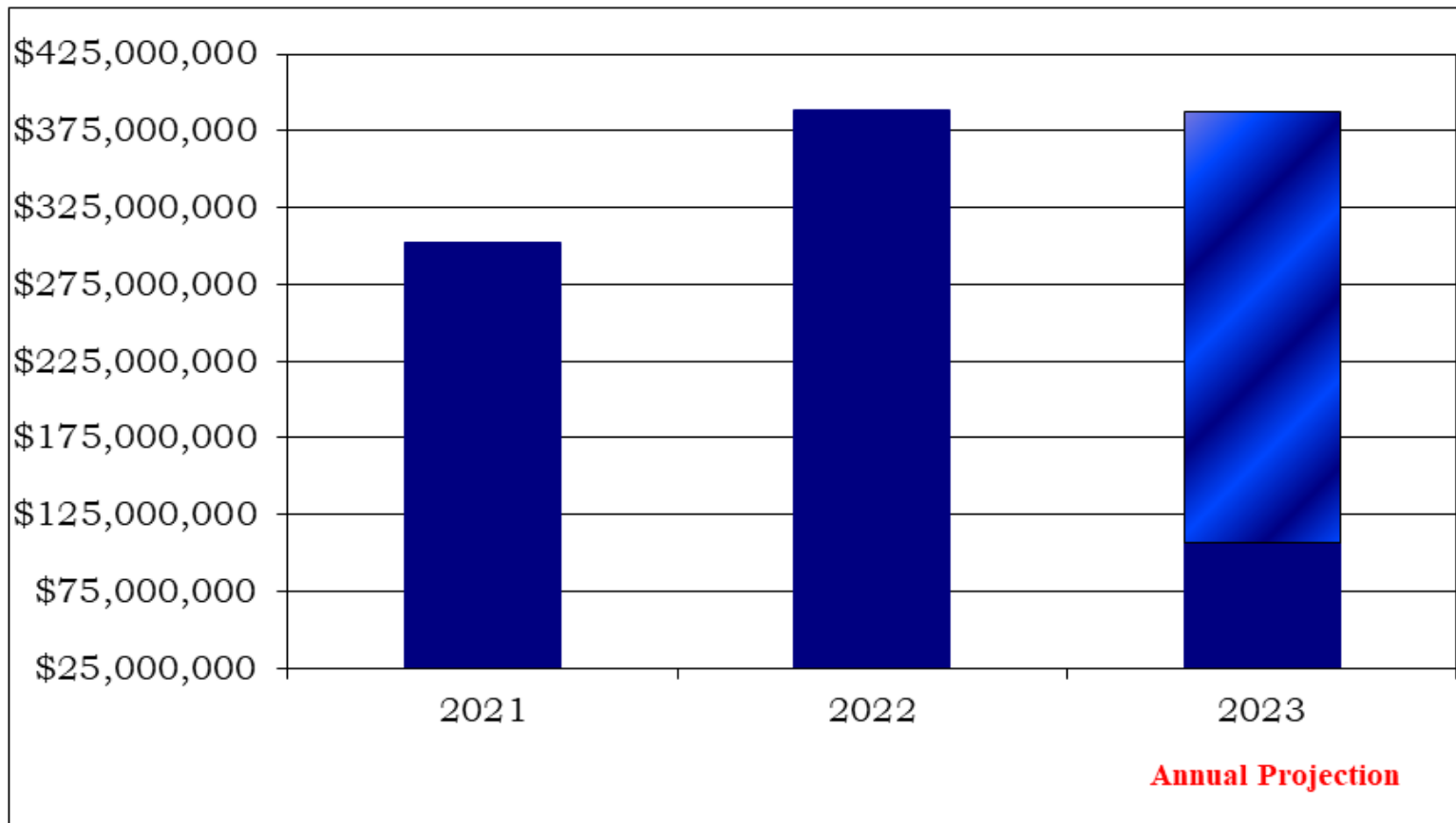
As of September 30, 2022, Bally's Twin River Lincoln offered 91 traditional tables and 36 stadium gaming (hybrid) tables while poker is currently not offered. Bally's Tiverton Casino has 32 traditional tables and 18 stadium gaming (hybrid) tables. As of September 30, 2022, cumulative table games win averaged \$2,421,474 per week and totaled \$31,825,093. Of that table games win total, Bally's Twin River Lincoln generated \$25,096,133 and Bally's Tiverton Casino generated \$6,728,960. The State of RI's 15.5% share was \$4,932,889 before operating and administrative expenses. Table games win for this period increased 7.55% over the same period for fiscal year 2022.

Sports Book:

As of September 30, 2022, sports book revenue, before operating and allocable expenses totaled \$12,234,320. Sports Book Revenue by facility for this period totaled \$3,158,381 for Bally's Twin River Lincoln, \$2,071,983 for Bally's Tiverton, and \$7,003,956 for Online (Mobile). Sports Book Revenue for this period increased 45.55% over the same period for fiscal year 2022.

Payments to the State's General Fund

Fiscal Years 2021 – 2023



FY 2023 transfers include amount for September 2022 as estimated and transferred to the general fund. Final September 2022 transfer balance to be determined upon completion of September 2022 financial statements due by October 31, 2022.

Payments to the State's General Fund

Fiscal Years 2021 - 2023

2021	301,803,081
2022	388,597,483
2023 *	<u>387,300,000</u>
Total	<u><u>\$1,077,700,564</u></u>

* Per May 2022 Revenue Estimating Conference

Rhode Island Lottery Sales

July - September

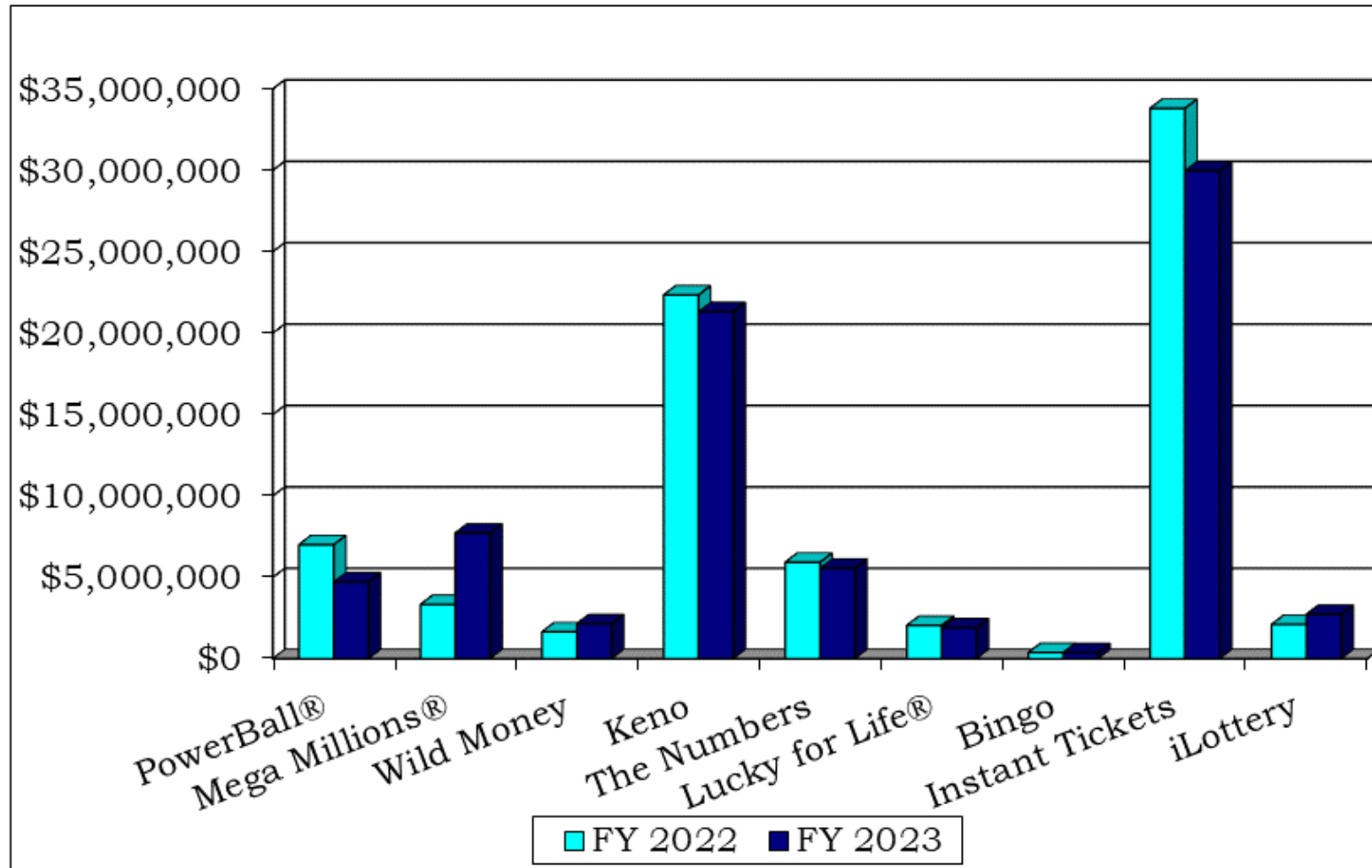
Fiscal Years 2022 vs. 2023

PowerBall®			Mega Millions®		Wild Money		Keno	
	2022	2023	2022	2023	2022	2023	2022	2023
July	\$ 1,510,553	\$ 1,753,337	\$ 877,442	\$ 5,785,348	\$ 594,802	\$ 349,252	\$ 7,622,057	\$ 7,074,648
August	1,797,301	1,509,775	1,114,095	862,786	645,668	515,696	7,408,396	7,247,015
September	3,695,717	1,459,815	1,339,626	1,069,241	411,146	1,286,347	7,311,573	6,997,718
	\$ 7,003,571	\$ 4,722,927	\$ 3,331,163	\$ 7,717,375	\$ 1,651,616	\$ 2,151,295	\$ 22,342,026	\$ 21,319,381

The Numbers			Lucky for Life®		Instant		Bingo	
	2022	2023	2022	2023	2022	2023	2022	2023
July	\$ 2,066,924	\$ 1,908,005	\$ 548,886	\$ 648,923	\$ 12,074,891	\$ 10,012,993	\$ 124,880	\$ 119,402
August	1,998,700	1,842,802	768,784	640,344	11,179,142	10,122,509	127,587	118,305
September	1,860,679	1,812,054	726,309	615,414	10,547,522	9,830,629	128,581	131,925
	<u>\$ 5,926,303</u>	<u>\$ 5,562,861</u>	<u>\$ 2,043,979</u>	<u>\$ 1,904,681</u>	<u>\$ 33,801,555</u>	<u>\$ 29,966,131</u>	<u>\$ 381,048</u>	<u>\$ 369,632</u>

iLottery		
	<u>2022</u>	<u>2023</u>
July	\$ 704,266	\$ 932,279
August	670,291	919,848
September	731,935	873,052
	<u>\$ 2,106,492</u>	<u>\$ 2,725,179</u>

Rhode Island Lottery Sales*
July – September
Fiscal Years 2022 vs. 2023



*Video lottery, Table Games Revenue, and Sports Betting not included.



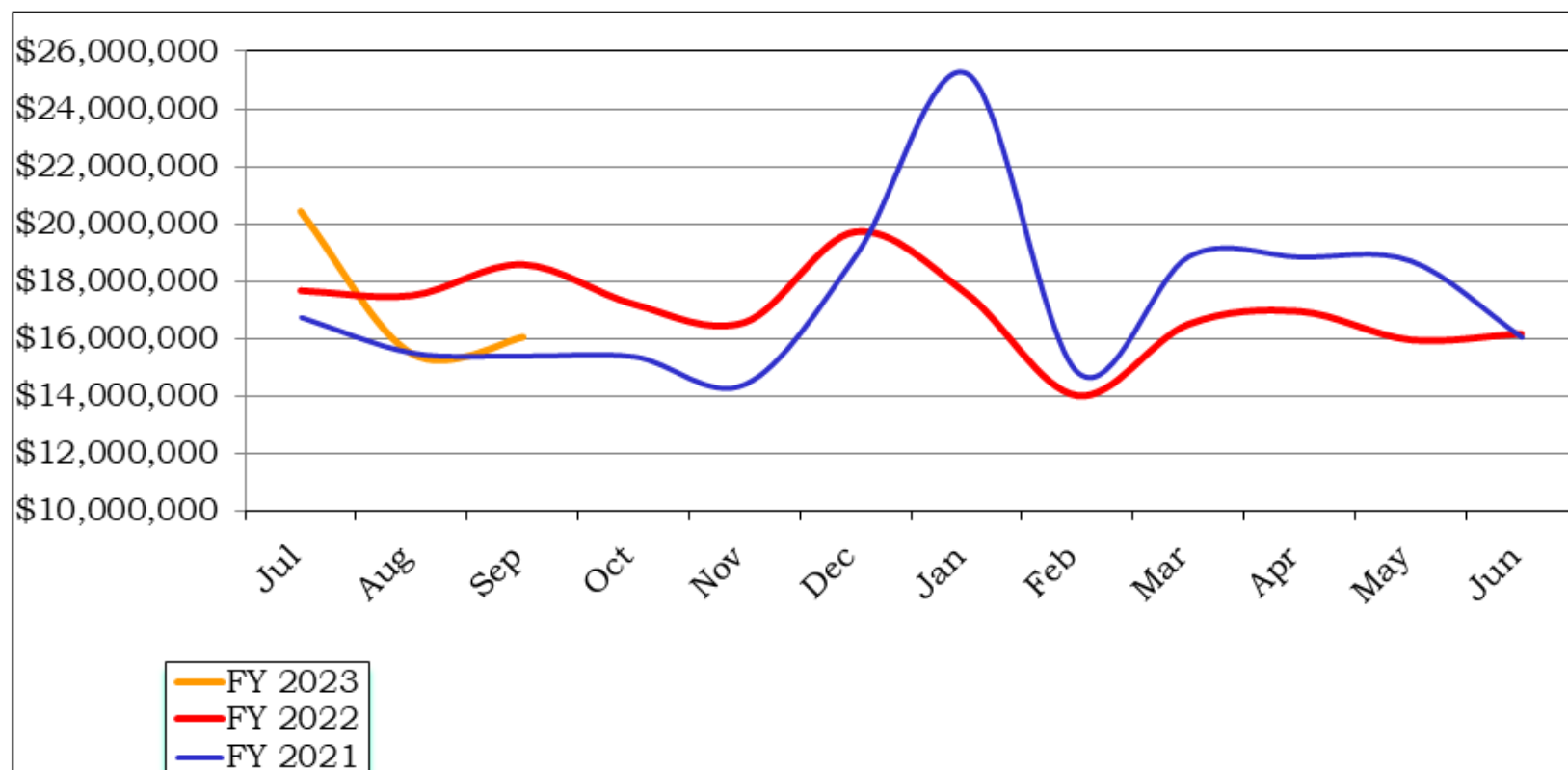
Fiscal Years 2021 - 2023

Traditional Lottery Sales

	2021	2022	2023
July	\$ 16,726,736	\$ 17,673,498	\$ 20,457,858
August	15,487,360	17,503,690	15,493,912
September	15,382,636	18,580,999	16,073,500
	<u>\$ 47,596,732</u>	<u>\$ 53,758,187</u>	<u>\$ 52,025,270</u>



Fiscal Years 2021 – 2023 Traditional Lottery Sales



Rhode Island Lottery - Online Jackpots
FY 2021 - Present



Powerball®

Fiscal Year	Date	Amount (Millions)
2021	08/12/20	\$ 169.0
2021	01/20/21	\$ 731.1
2021	03/27/21	\$ 235.4
2021	06/05/21	\$ 285.6
2022	10/04/21	\$ 699.8
2022	01/05/22	\$ 632.6
2022	02/14/22	\$ 185.3
2022	04/27/22	\$ 473.1
2022	06/29/22	\$ 366.7
2023	08/03/22	\$ 206.9



Mega Millions®

Fiscal Year	Date	Amount (Millions)
2021	07/24/20	\$ 124.0
2021	09/15/20	\$ 119.0
2021	01/22/21	\$ 1.0 Billion
2021	05/21/21	\$ 515.0
2022	09/21/21	\$ 432.0
2022	10/22/21	\$ 108.0
2022	01/28/22	\$ 421.0
2022	03/08/22	\$ 126.0
2022	04/12/22	\$ 106.0
2023	07/29/22	\$ 1.28 Billion



Wild Money

Fiscal Year	Date	Amount
2021	07/28/20	\$ 372,774
2021	09/26/20	\$ 308,747
2021	11/14/20	\$ 313,075
2021	01/02/21	\$ 215,989
2021	02/06/21	\$ 223,887
2021	04/01/21	\$ 439,890
2021	05/28/21	\$ 371,670
2022	07/19/21	\$ 184,462
2022	08/31/21	\$ 239,128
2022	11/01/21	\$ 253,223
2022	11/27/21	\$ 113,715
2022	03/25/22	\$ 189,300
2022	06/16/22	\$ 246,858
2023	10/08/22	\$ 763,383

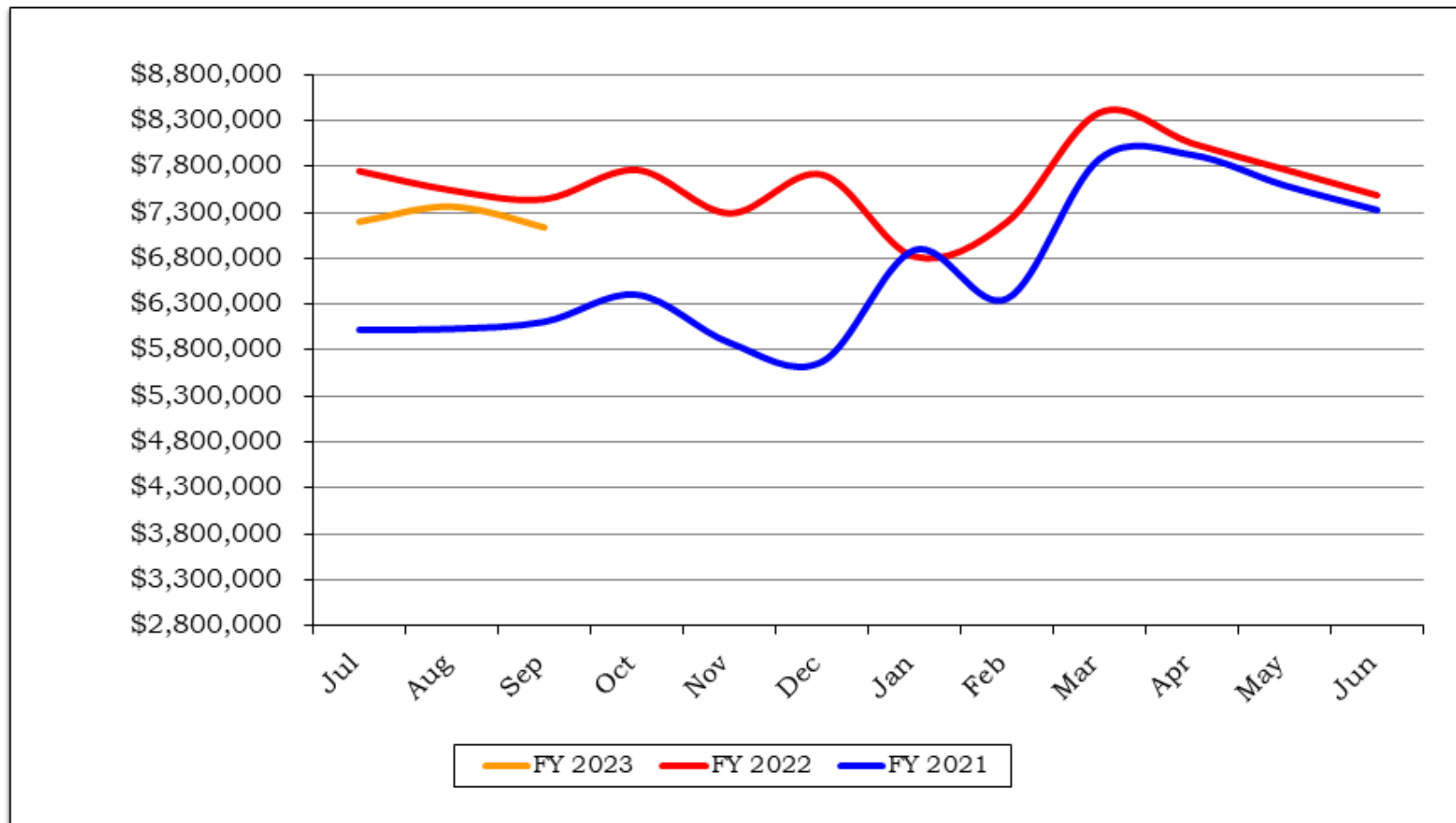


Fiscal Years 2021 - 2023
Monitor Games Sales

	2021	2022	2023
July	\$ 6,021,756	\$ 7,746,937	\$ 7,194,050
August	6,032,624	7,535,983	7,365,320
September	6,108,644	7,440,154	7,129,643
	<u>\$ 18,163,024</u>	<u>\$ 22,723,074</u>	<u>\$ 21,689,013</u>



Fiscal Years 2021 – 2023 Monitor Games Sales



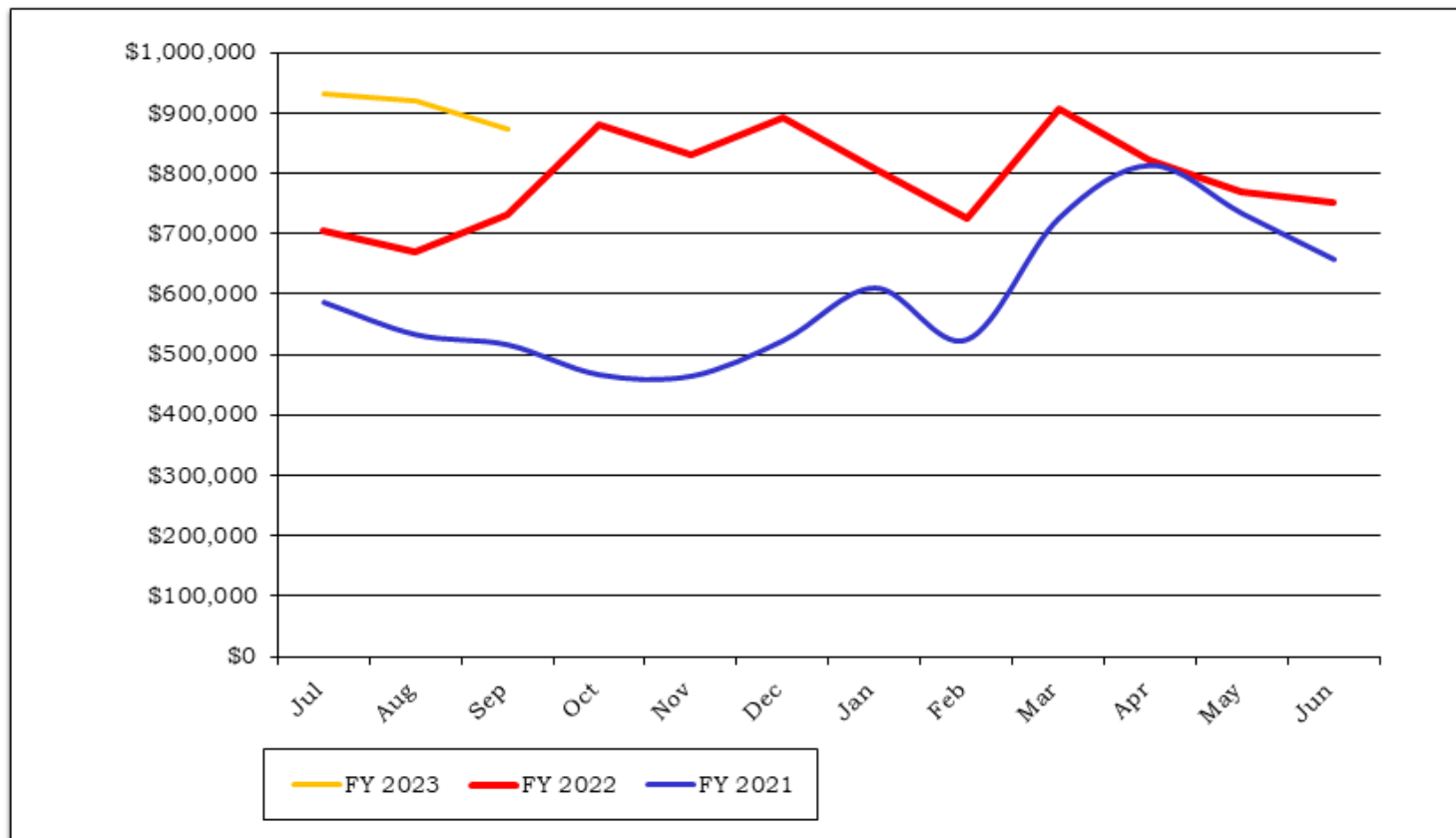


Fiscal Years 2021 - 2023
iLottery Sales

	2021	2022	2023
July	\$ 586,204	\$ 704,266	\$ 932,279
August	532,760	670,291	919,848
September	515,928	731,935	873,052
	<u>\$ 1,634,892</u>	<u>\$ 2,106,492</u>	<u>\$ 2,725,179</u>



Rhode Island iLottery Sales Fiscal Years 2021 - 2023





July - September

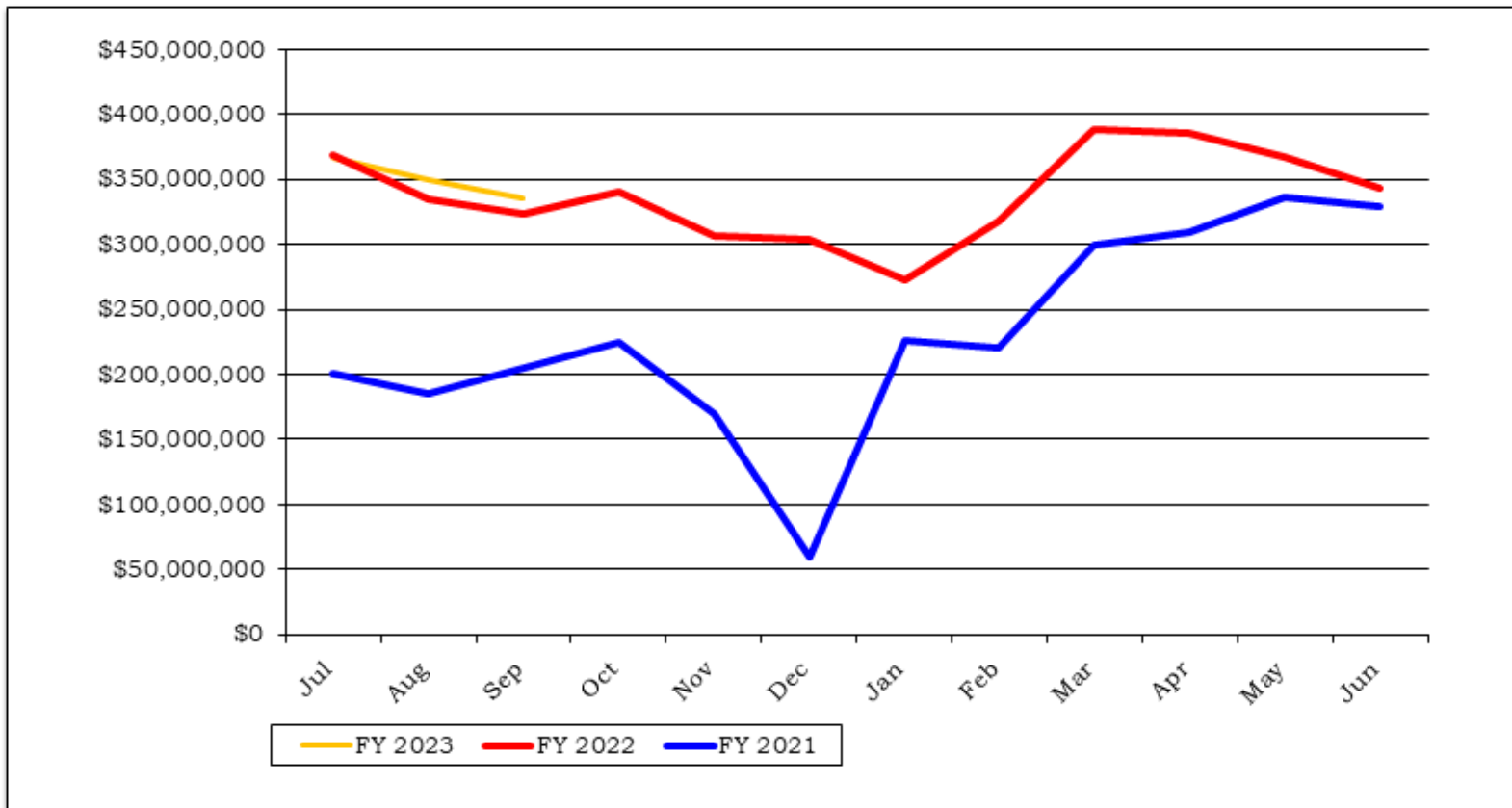
Fiscal Years 2021 - 2023

Video Lottery Cash In & Ticket In, Cash Out & Net Terminal Income

	2021			2022			2023		
	Cash In & Ticket In	Cash Out	Net Terminal Income	Cash In & Ticket In	Cash Out	Net Terminal Income	Cash In & Ticket In	Cash Out	Net Terminal Income
July	\$ 200,680,504	\$ 171,504,987	\$ 29,175,517	\$ 368,485,579	\$ 324,480,541	\$ 44,005,038	\$ 366,417,824	\$ 320,640,514	\$ 45,777,310
August	184,800,463	160,285,657	\$ 24,514,806	334,499,613	294,776,865	\$ 39,722,748	349,885,755	305,167,264	\$ 44,718,491
September	205,430,728	179,020,581	\$ 26,410,147	323,498,022	284,482,914	\$ 39,015,108	335,550,929	293,255,034	\$ 42,295,895
	<u>\$ 590,911,695</u>	<u>\$ 510,811,225</u>	<u>\$ 80,100,470</u>	<u>\$ 1,026,483,214</u>	<u>\$ 903,740,320</u>	<u>\$ 122,742,894</u>	<u>\$ 1,051,854,508</u>	<u>\$ 919,062,812</u>	<u>\$ 132,791,696</u>



Rhode Island Video Lottery Gross Revenue Fiscal Years 2021 – 2023



Due to COVID-19, the facilities closed at 12:00 a.m. on March 14, 2020, and reopened on June 8, 2020 at 10:00 a.m., with limited capacity, per State guidelines. On November 29, 2020, the State closed the facilities for a pause in operations and reopened on December 21, 2020. Effective May 20, 2021, per State guidelines, the two licensed casinos have returned to Pre-COVID-19 capacity limits.

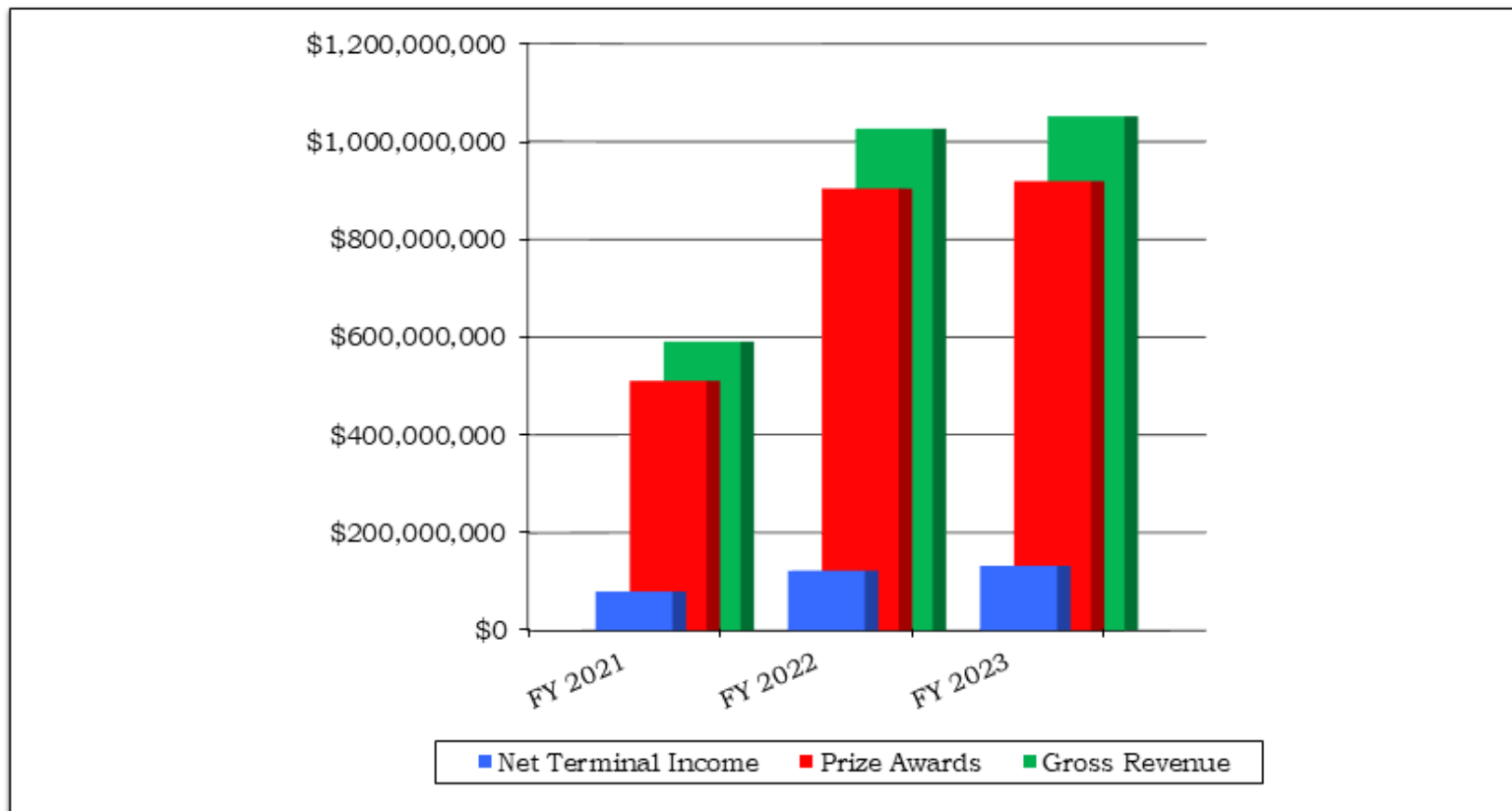


Rhode Island Video Lottery

Gross Revenue, Prize Awards & Net Terminal Income

July – September

Fiscal Years 2021 – 2023





Fiscal Years 2021 - 2023

Table Games Win*

	2021	2022	2023
July \$	4,550,657	\$ 10,204,249	\$ 10,395,359
August	5,277,360	9,511,203	11,091,238
September	5,563,362	9,876,085	10,338,496
	<u>\$ 15,391,379</u>	<u>\$ 29,591,537</u>	<u>\$ 31,825,093</u>

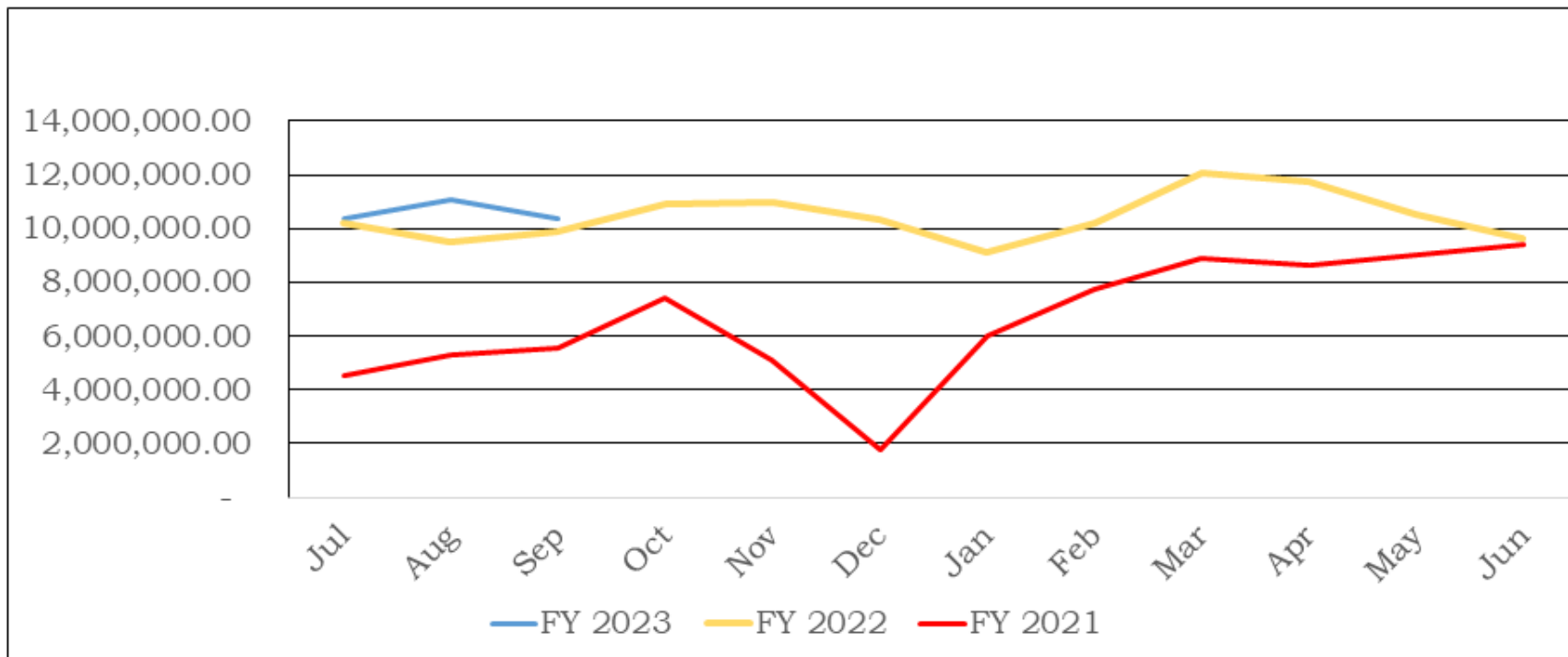
*Before commissions, operating and administrative expenses.

Rhode Island Lottery

Table Games Win*

July - September

Fiscal Years 2021 – 2023



*Before commissions, operating and administrative expenses.

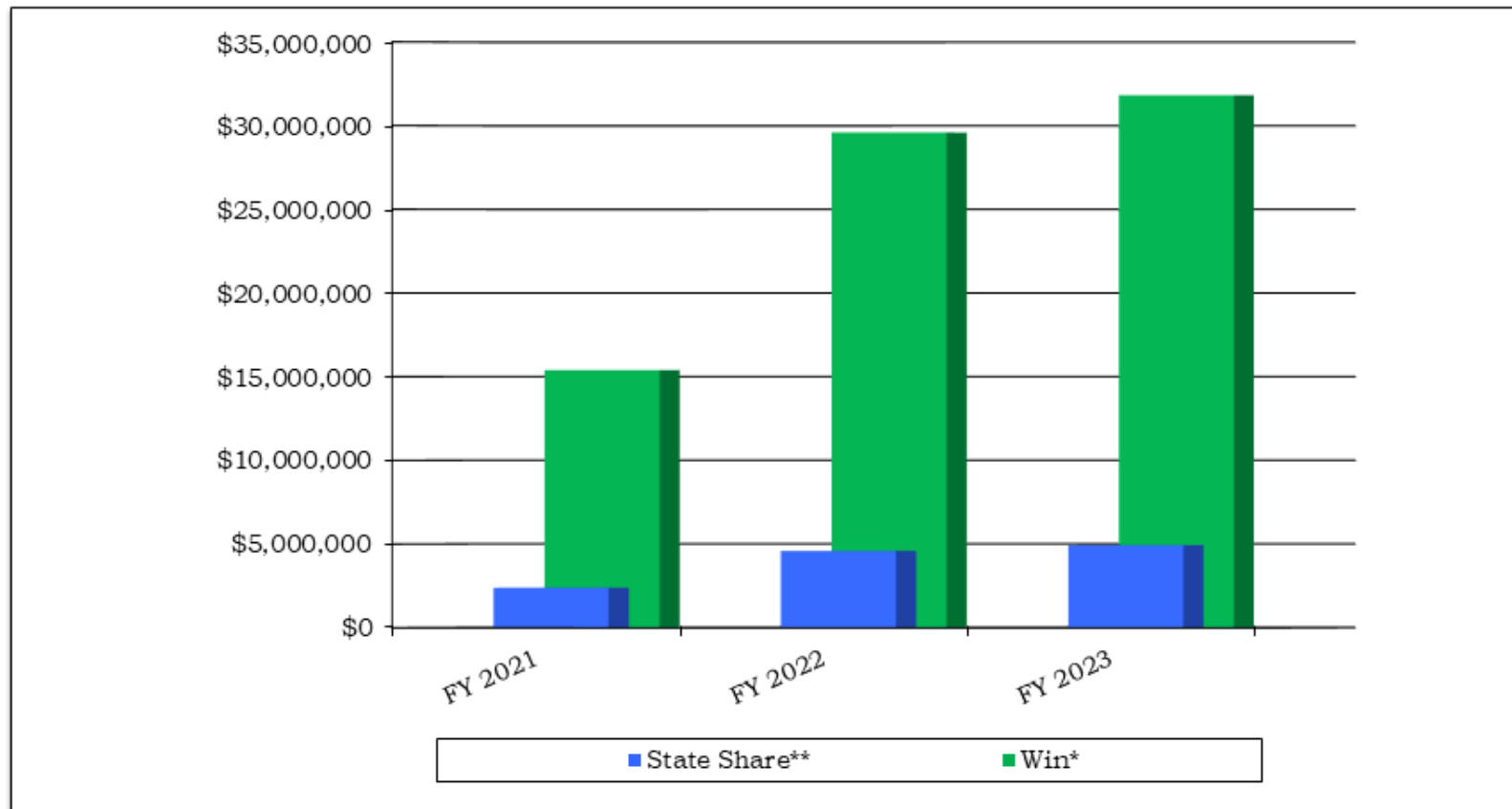
Due to the COVID-19 global pandemic, the two State licensed casinos (Bally's Twin River Lincoln Casino Resort and Bally's Tiverton Casino & Hotel) were closed on March 14, 2020, thereby suspending all table game operations until June 30, 2020, when the casinos were reopened, at a limited capacity, per State guidelines. On November 29, 2020, the State closed the casinos for a pause, once more suspending all table game operations until they reopened on December 21, 2020, with limited capacity and limited hours, per State guidelines. Effective May 20, 2021, per State guidelines, the two licensed casinos have returned to Pre-COVID-19 capacity limits.

Rhode Island Lottery Table Games

Cumulative Win* and State Share**

July - September

Fiscal Years 2021 – 2023



*Before commissions, operating and administrative expenses.

** Before operating and administrative expenses.



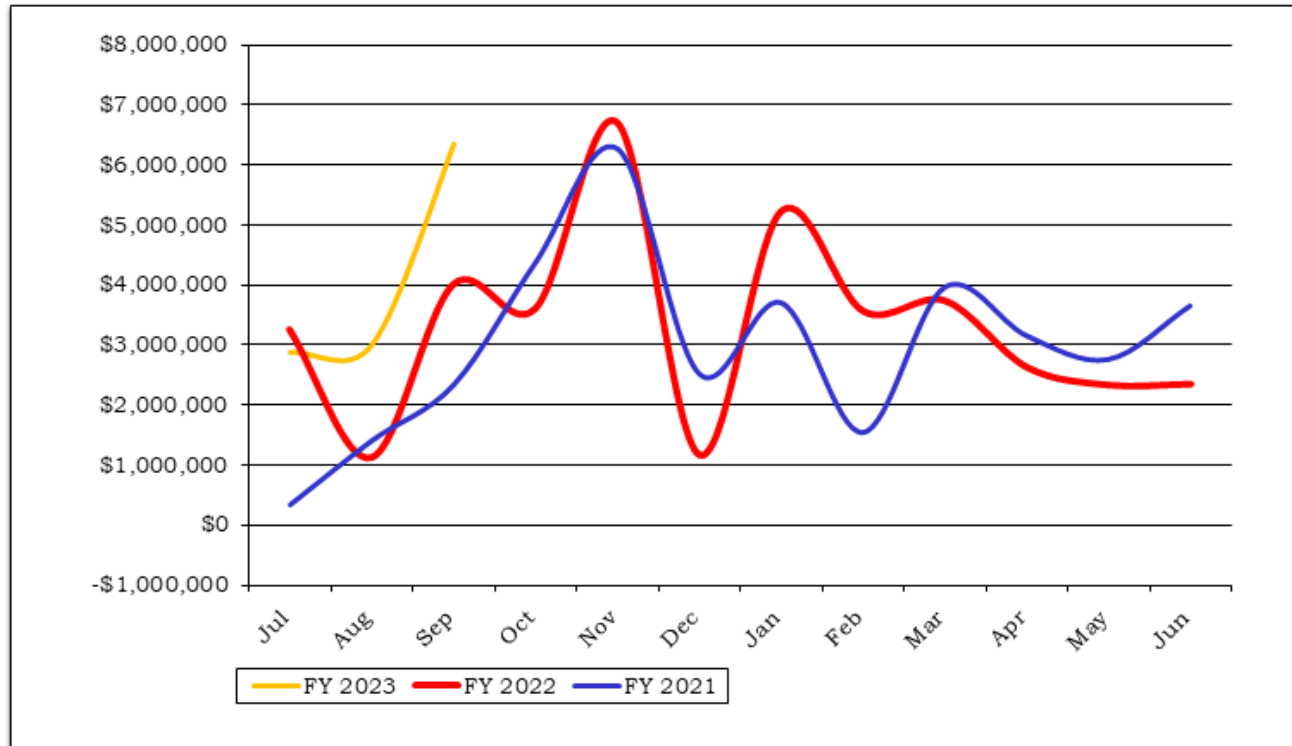
July - September
Fiscal Years 2021 - 2023
Sports Book Revenue

	2021			2022			2023		
	Accrual Write	Accrual Payout	Book Revenue*	Accrual Write	Accrual Payout	Book Revenue*	Accrual Write	Accrual Payout	Book Revenue*
July	\$ 6,738,626	\$ 6,387,201	\$ 351,425	\$ 22,095,960	\$ 18,832,684	\$ 3,263,276	\$ 25,208,531	\$ 22,336,455	\$ 2,872,076
August	23,116,965	21,693,574	\$ 1,423,391	24,042,834	22,912,975	\$ 1,129,859	27,744,694	24,744,273	\$ 3,000,421
September	31,293,150	28,940,362	\$ 2,352,788	41,203,997	37,191,702	\$ 4,012,295	41,670,257	35,308,434	\$ 6,361,823
	<u>\$ 61,148,741</u>	<u>\$ 57,021,137</u>	<u>\$ 4,127,604</u>	<u>\$ 87,342,791</u>	<u>\$ 78,937,361</u>	<u>\$ 8,405,430</u>	<u>\$ 94,623,482</u>	<u>\$ 82,389,162</u>	<u>\$ 12,234,320</u>

***Book Revenue is before any commissions, operating or allocable expenses.**



Rhode Island Sports Book Book Revenue* Fiscal Years 2021 - 2023



***Book Revenue is before any operating or allocable expenses.**

Due to the COVID-19 global pandemic, beginning on March 11, 2020, major sporting events were cancelled or postponed. Also on March 14, 2020, the retail on-premise Sports Books at both Bally's Twin River Lincoln Casino Resort and Bally's Tiverton Casino & Hotel were closed. Beginning on June 8, 2020, the casinos began a phased opening under State and Health Department guidelines. The two casinos reopened the retail on-premise Sports Books on July 22, 2020. The State closed the casinos for a pause in the retail on-premise operations on November 29, 2020 and reopened on December 21, 2020. Effective May 20, 2021, per State guidelines, the two licensed casinos have returned to Pre-COVID-19 capacity limits.

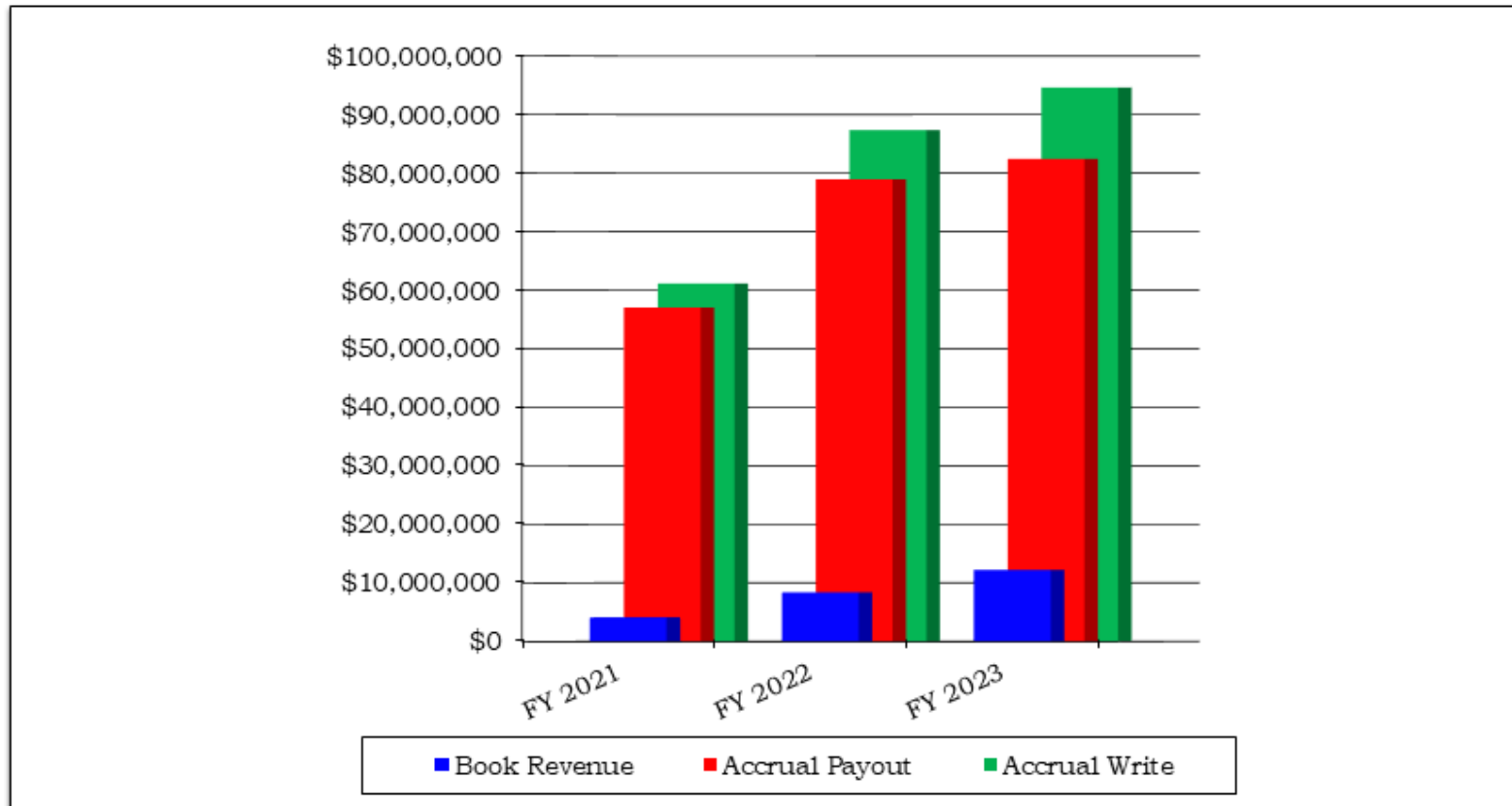


Rhode Island Sports Book

Accrual Write, Accrual Payout, Book Revenue*

July – September

Fiscal Years 2021 - 2023



***Book Revenue is before any commissions, operating or allocable expenses.**

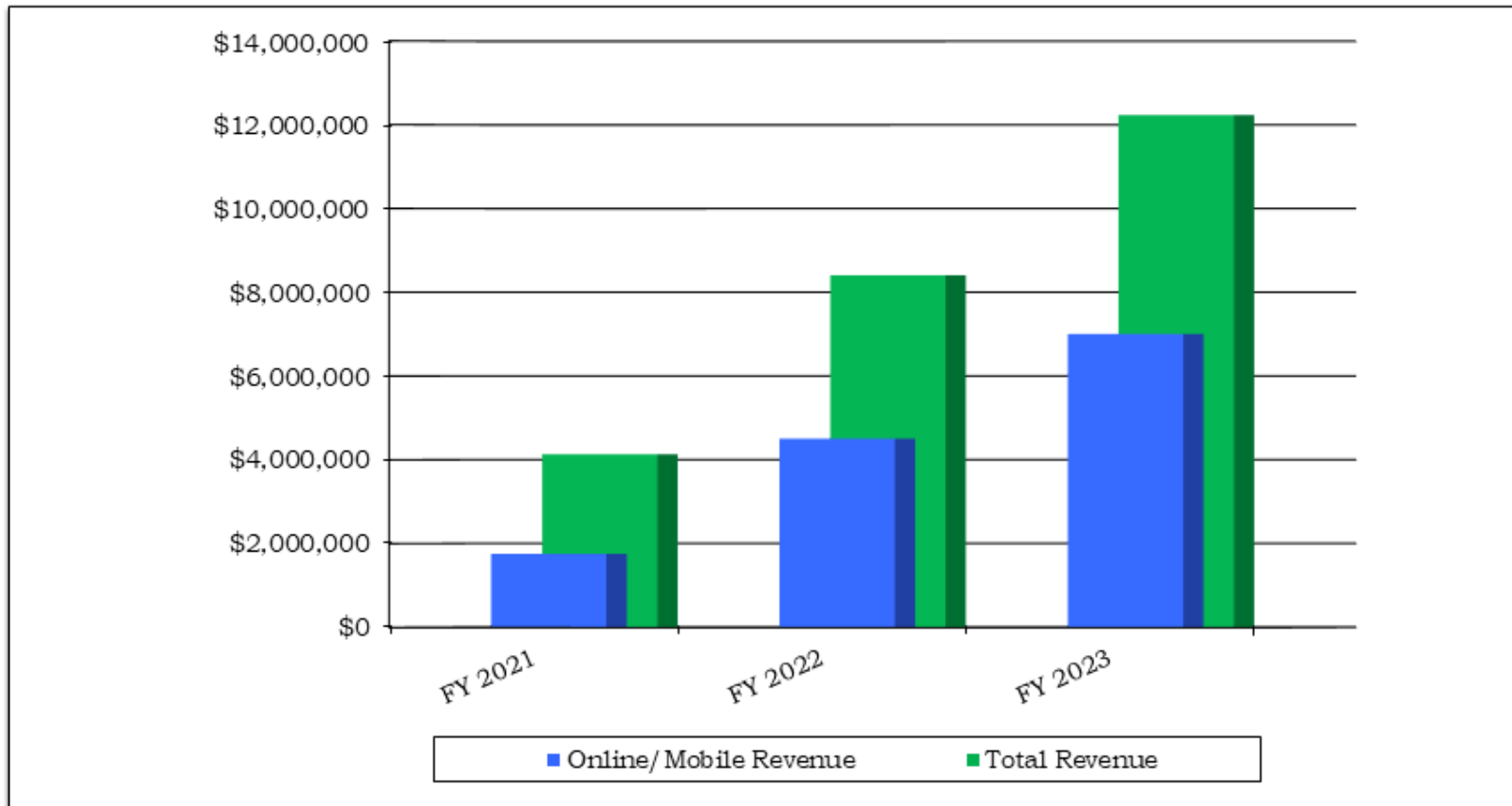


Rhode Island Sports Book

Book Revenue*

July - September

Fiscal Years 2021 - 2023



*Book revenue is before any commissions, operating, or allocable expenses.