



Sports Betting (Refresher) Oregon State Lottery

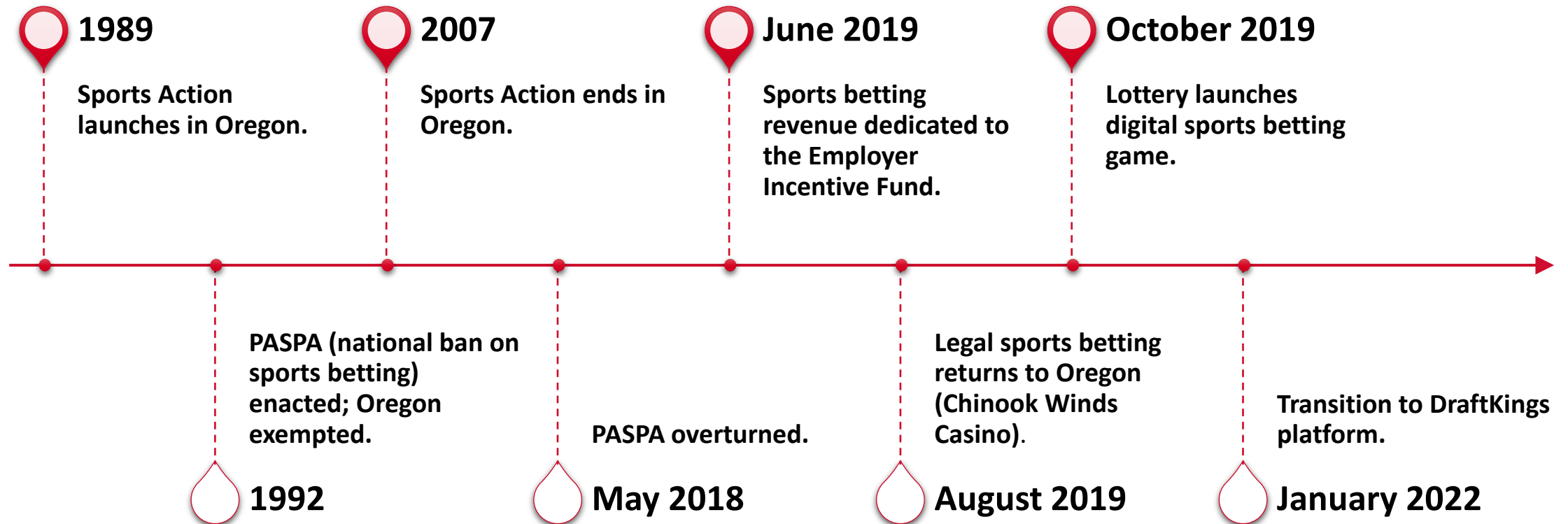
Presentation to the House Committee on Gambling Regulation

Matt Shelby, Chief Communications Officer

Kerry Hemphill, Sports Betting Product Manager

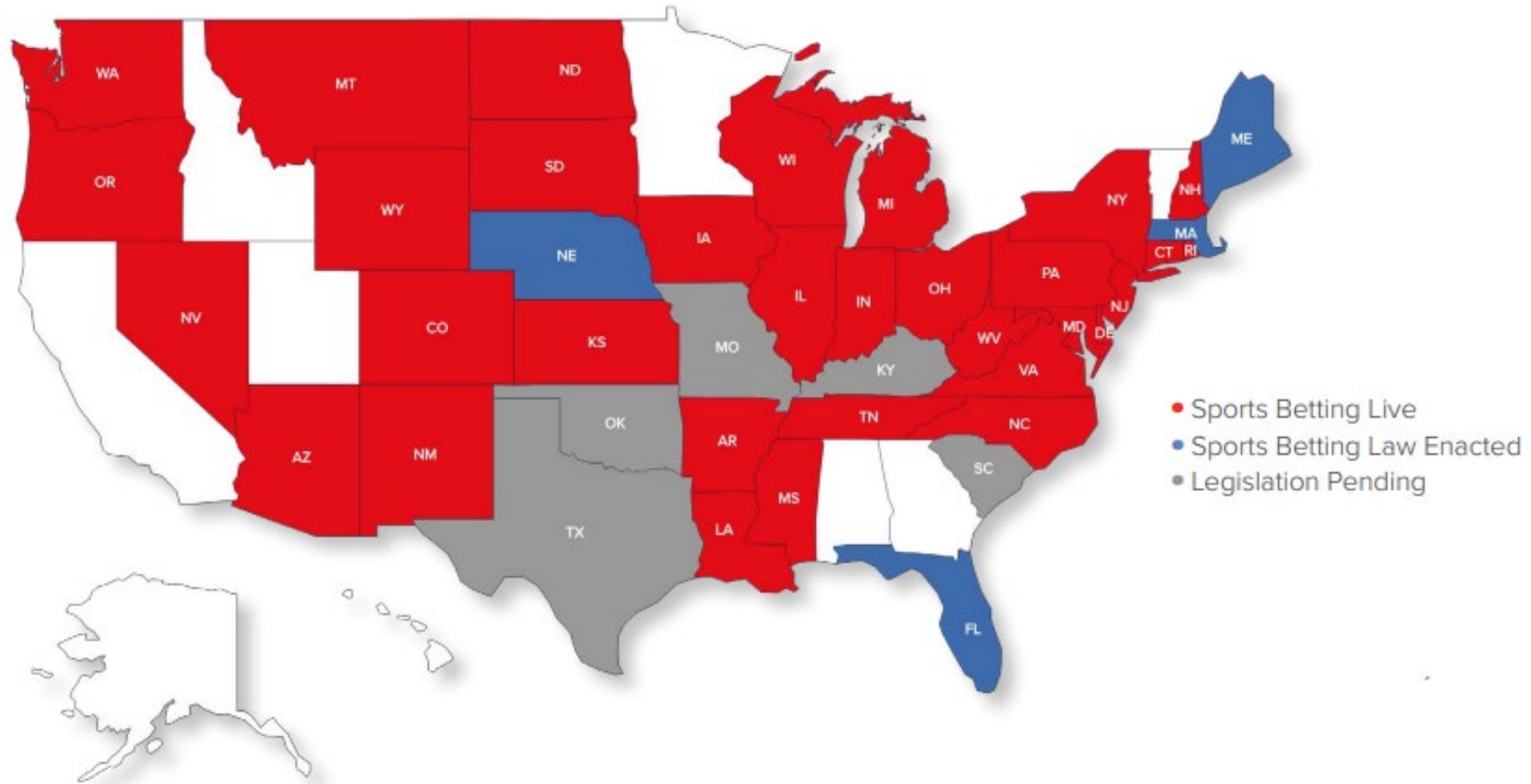
May 30, 2023

Brief History of Sports Betting (excluding parimutuel)



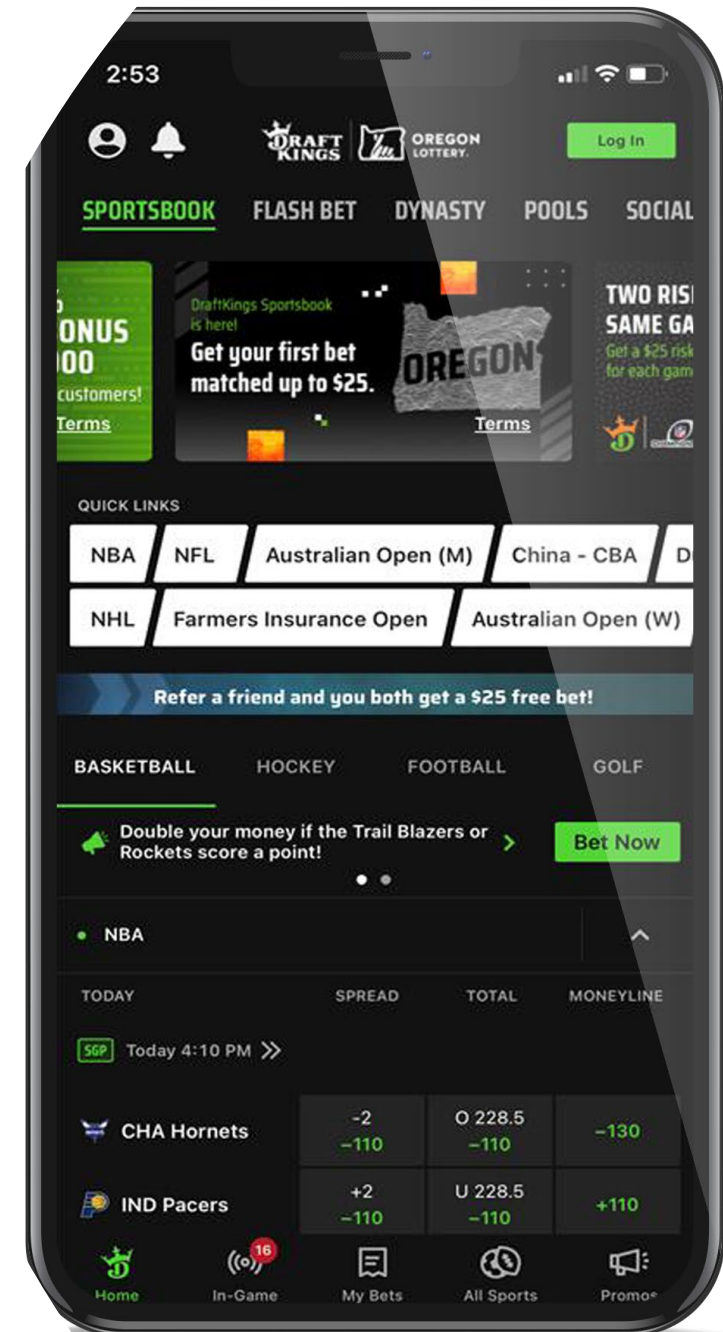
The State of the States

January 2023



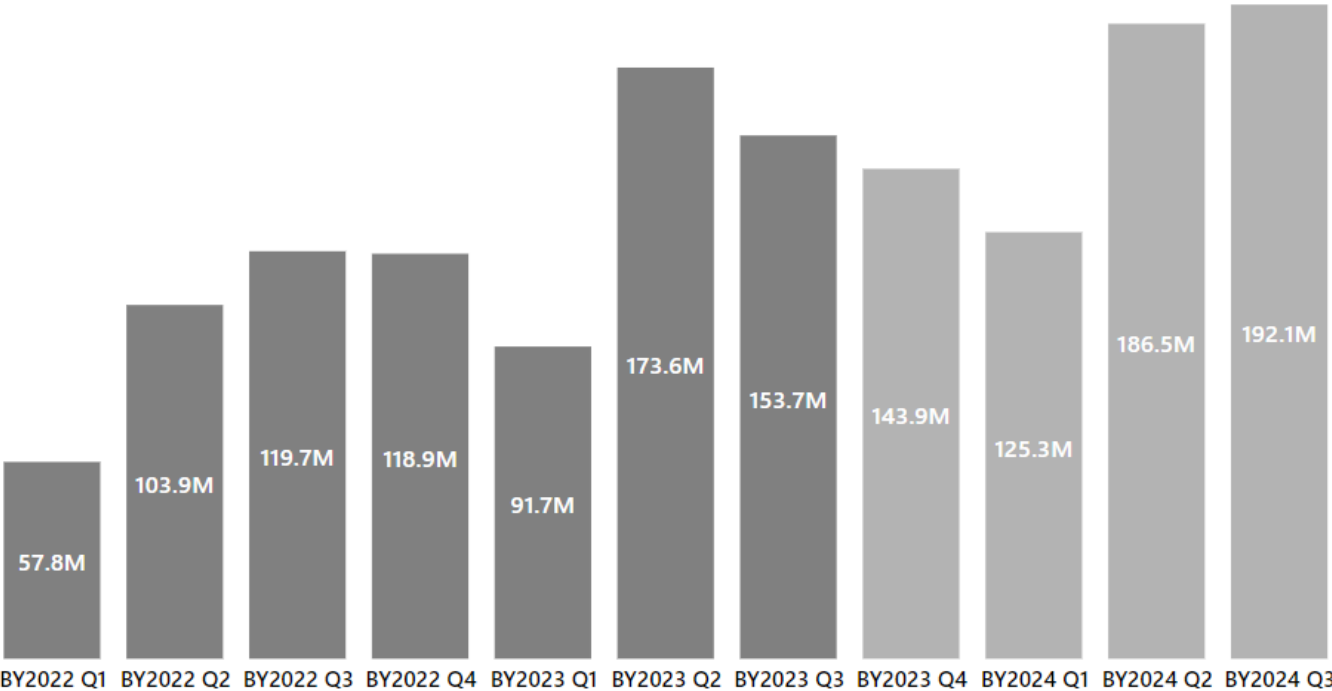
DraftKings Sportsbook

- Digital Only (online and mobile app)
- Geofenced
- Betting on US and international sporting events
- No collegiate sports
- “Known Play” (unlike most Lottery games)
 - ✓ Age and Identity Verification (21+)
 - ✓ Responsible Play Tools



Sports Betting Quarterly Performance

● Forecast Turnover ● Actuals Turnover



BY2023 Q3	
Type	Actual
GGR	\$17,264,362
Turnover/Handle	\$153,679,933

Sports Betting Q3 (January-March) Highlights

Q3 Experienced a Drop from Q2 in total but increased per week

- Drop expected due to football winding down
- Per Week Turnover\$ +3.3% each week vs last quarter
- Per Week Turnover\$ +39.1% vs same 3-mo timeline last year
- YoY Growth
 - # of bets: +48%
 - Gross Gaming Revenue: +82%

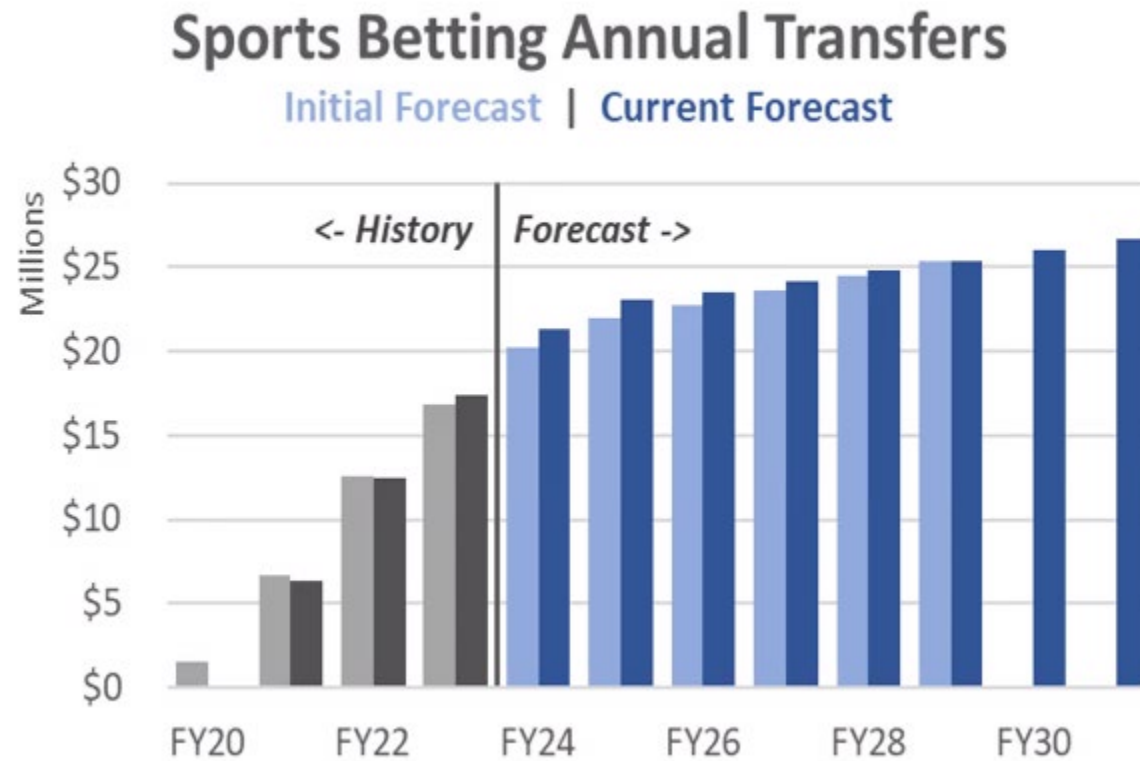
Product YoY Growth Driven by More Customers

- Registrations: Over 17,000 new users January-March 2023
- The base of players is growing
 - Increase in “Unique Active Players” +55%
 - Registrations: Over 17,000 new users in Q3
- What is driving increased product interest?
 - Sportsbook appeals to a wide range of customers
 - Sports betting is becoming more mainstream / more people exposed to it
 - DraftKings brand, promotional activity, top tier market offerings and functionality

Primary Sports of Q3

- Football, Basketball

May Revenue Forecast Annual Sports Betting Transfers



Sports Betting Revenue

BIENNIUM	TRANSFER
21-23	\$29.8 million
23-25	\$44.3 million
25-27	\$47.7 million
27-29	\$50.1 million
29-31	\$52.6 million

In addition to debt service and our constitutional beneficiaries, sports betting revenue is used to offset pension costs for public employers.

May 2023 Oregon Economic and Revenue Forecast: <https://www.oregon.gov/das/OEA/Documents/forecast0523.pdf>

See SB 846 (2021) <https://olis.oregonlegislature.gov/liz/2021R1/Measures/Overview/SB846>

Thank You



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Together, we do good things.