



INTEROFFICE MEMO

Gary Grief, Executive Director

LaDonna Castañuela, Charitable Bingo Operations Director

To: Robert G. Rivera, Chairman
Cindy Fields, Commissioner
Mark A. Franz, Commissioner
Clark E. Smith, Commissioner
Jamey Steen, Commissioner

From: Sergio Rey, Controller

A handwritten signature in blue ink, appearing to read "Sergio", is placed next to the "From:" line.

Date: November 30, 2023

Re: Lottery sales and revenue, game performance, new game opportunities, advertising, promotional activities, market research, trends, and game contracts, agreements, and procedures

The attached detailed weekly sales summary for the week ending November 25, 2023 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending December 9, 2023, will be provided to you at the December 14, 2023 Commission meeting.

Please feel free to contact me at 512-344-5426 if you need additional information or have any questions.



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 11/25/2023

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending: 11/25/2023 (13 weeks)

Sales by Game	FY 2022*	FY 2023**	FY 2024	\$ Change		% Change	
				FY 2024 to FY 2022	FY 2024 to FY 2023 to	FY 2024 to FY 2022	FY 2024 to FY 2023 to
Scratch Tickets	\$ 1,545,997,865	\$ 1,549,261,914	\$ 1,489,884,380	\$ -56,113,485	\$ -59,377,534	-3.6%	-3.8%
Lotto Texas	31,362,980	31,205,877	33,134,898	1,771,918	1,929,021	5.6%	6.2%
Lotto Extra	9,775,111	10,420,209	11,774,921	1,999,810	1,354,712	20.5%	13.0%
Pick 3	65,748,256	61,888,359	61,433,551	-4,314,705	-454,808	-6.6%	-0.7%
Pick 3 Fireball	6,008,509	6,093,635	6,475,884	467,375	382,249	7.8%	6.3%
Cash Five	11,986,136	11,893,900	12,129,622	143,486	235,722	1.2%	2.0%
Texas Two Step	15,064,252	15,202,722	16,683,864	1,619,612	1,481,142	10.8%	9.7%
Mega Millions	50,474,352	67,803,342	58,485,658	8,011,306	-9,317,684	15.9%	-13.7%
Megaplier	9,251,761	12,840,962	11,890,227	2,638,466	-950,735	28.5%	-7.4%
MM Just the Jackpot	196,770	272,256	191,636	-5,134	-80,620	-2.6%	-29.6%
Daily 4	28,292,716	28,434,450	29,005,562	712,847	571,113	2.5%	2.0%
Daily 4 Fireball	5,212,322	5,473,224	6,047,627	835,305	574,404	16.0%	10.5%
Powerball	96,359,331	219,833,383	165,138,456	68,779,125	-54,694,927	71.4%	-24.9%
Power Play	16,925,732	38,805,536	31,265,349	14,339,617	-7,540,187	84.7%	-19.4%
All or Nothing	10,296,372	12,106,443	12,543,016	2,246,644	436,573	21.8%	3.6%
Total	\$ 1,902,952,464	\$ 2,071,536,211	\$ 1,946,084,651	\$ 43,132,187	\$ -125,451,560	2.3%	-6.1%

* 2 extra days

**1 extra day

Texas Lottery Commission
Fiscal Year to Date Cumulative Average Sales Comparison
Unaudited

Through the Week Ending 11/25/2023

Sales by Game	FY 2022		FY 2023		FY 2024
Scratch Tickets	\$	17,568,158	\$	17,807,608	\$ 17,324,237
Lotto Texas		356,398		358,688	385,290
Lotto Extra		111,081		119,773	136,918
Pick 3		747,139		711,360	714,344
Pick 3 Fireball		68,279		70,042	75,301
Cash Five		136,206		136,711	141,042
Texas Two Step		171,185		174,744	193,998
Mega Millions		573,572		779,349	680,066
Megaplier		105,134		147,597	138,258
MM Just the Jackpot		2,236		3,129	2,228
Daily 4		321,508		326,833	337,274
Daily 4 Fireball		59,231		62,911	70,321
Powerball		1,094,992		2,526,820	1,920,215
Power Play		192,338		446,041	363,551
All or Nothing		117,004		139,155	145,849
Total	\$	21,624,460	\$	23,810,761	\$ 22,628,891

11/27/2021
88 days

11/26/2022
87 days

11/25/2023
86 days

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2024 Compared to FY 2023

			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2024			FY 2024	FY 2023	Difference	% change - Cumulative Sales	FY 2024	FY 2023	Difference	% change - Cumulative Sales	FY 2024	FY 2023	Difference	% change - Cumulative Sales
Week	Week	Ending												
1	9/2/2023*		\$38,978,519	\$59,864,056	(\$20,885,537)	-34.9%	\$10,637,832	\$12,762,710	(\$2,124,879)	-16.6%	\$49,616,351	\$72,626,766	(\$23,010,416)	-31.7%
2	9/9/2023		\$117,746,228	\$120,501,630	(\$2,755,402)	-2.3%	\$30,027,540	\$24,647,158	\$5,380,382	21.8%	\$147,773,768	\$145,148,788	\$2,624,980	1.8%
3	9/16/2023		\$119,921,752	\$121,755,487	(\$1,833,735)	-1.5%	\$32,110,344	\$25,823,942	\$6,286,402	24.3%	\$152,032,096	\$147,579,429	\$4,452,667	3.0%
4	9/23/2023		\$117,226,710	\$120,099,401	(\$2,872,691)	-2.4%	\$35,718,110	\$26,359,797	\$9,358,314	35.5%	\$152,944,820	\$146,459,198	\$6,485,623	4.4%
5	9/30/2023		\$120,793,331	\$125,323,123	(\$4,529,792)	-3.6%	\$46,419,217	\$27,923,098	\$18,496,119	66.2%	\$167,212,548	\$153,246,221	\$13,966,327	9.1%
6	10/7/2023		\$124,167,291	\$127,162,182	(\$2,994,891)	-2.4%	\$73,290,479	\$29,192,379	\$44,098,100	151.1%	\$197,457,770	\$156,354,561	\$41,103,209	26.3%
7	10/14/2023		\$121,390,056	\$124,858,888	(\$3,468,832)	-2.8%	\$64,809,497	\$32,714,985	\$32,094,513	98.1%	\$186,199,553	\$157,573,873	\$28,625,681	18.2%
8	10/21/2023		\$119,876,918	\$124,123,288	(\$4,246,370)	-3.4%	\$25,121,369	\$30,228,913	(\$5,107,544)	-16.9%	\$144,998,287	\$154,352,201	(\$9,353,914)	-6.1%
9	10/28/2023		\$119,251,289	\$124,664,414	(\$5,413,125)	-4.3%	\$26,497,085	\$51,451,925	(\$24,954,840)	-48.5%	\$145,748,374	\$176,116,339	(\$30,367,965)	-17.2%
10	11/4/2023		\$120,899,631	\$130,564,295	(\$9,664,664)	-7.4%	\$26,966,850	\$130,071,730	(\$103,104,880)	-79.3%	\$147,866,481	\$260,636,025	(\$112,769,544)	-43.3%
11	11/11/2023		\$124,357,490	\$125,975,136	(\$1,617,646)	-1.3%	\$27,951,994	\$79,522,011	(\$51,570,017)	-64.8%	\$152,309,484	\$205,497,147	(\$53,187,663)	-25.9%
12	11/18/2023		\$122,472,423	\$126,256,926	(\$3,784,503)	-3.0%	\$28,397,507	\$26,419,204	\$1,978,303	7.5%	\$150,869,930	\$152,676,130	(\$1,806,201)	-1.2%
13	11/25/2023		\$122,802,742	\$118,113,088	\$4,689,654	4.0%	\$28,252,450	\$25,156,447	\$3,096,003	12.3%	\$151,055,192	\$143,269,535	\$7,785,657	5.4%
14	12/2/2023			\$123,893,014				\$27,636,806				\$151,529,820		
15	12/9/2023			\$122,961,661				\$27,612,493				\$150,574,154		
16	12/16/2023			\$125,411,864				\$28,618,652				\$154,030,516		
17	12/23/2023			\$128,542,216				\$31,843,485				\$160,385,701		
18	12/30/2023			\$140,490,134				\$45,788,139				\$186,278,273		
19	1/6/2024			\$136,749,859				\$60,156,630				\$196,906,489		
20	1/13/2024			\$135,623,611				\$89,577,192				\$225,200,803		
21	1/20/2024			\$132,683,417				\$31,496,601				\$164,180,018		
22	1/27/2024			\$131,666,658				\$33,010,505				\$164,677,163		
23	2/3/2024			\$125,434,757				\$35,485,741				\$160,920,498		
24	2/10/2024			\$135,016,081				\$31,105,415				\$166,121,496		
25	2/17/2024			\$134,818,743				\$26,655,983				\$161,474,726		
26	2/24/2024			\$136,252,327				\$27,961,344				\$164,213,671		
27	3/2/2024			\$142,406,081				\$29,593,236				\$171,999,317		
28	3/9/2024			\$138,137,807				\$28,554,021				\$166,691,828		
29	3/16/2024			\$137,152,270				\$28,741,934				\$165,894,204		
30	3/23/2024			\$137,487,217				\$29,782,813				\$167,270,030		
31	3/30/2024			\$139,775,264				\$32,144,744				\$171,920,008		
32	4/6/2024			\$139,715,002				\$32,524,745				\$172,239,747		
33	4/13/2024			\$136,238,448				\$38,094,234				\$174,332,682		
34	4/20/2024			\$134,368,184				\$53,465,618				\$187,833,802		
35	4/27/2024			\$136,494,447				\$23,302,074				\$159,796,521		
36	5/4/2024			\$138,630,301				\$24,144,165				\$162,774,466		
37	5/11/2024			\$135,810,888				\$24,252,558				\$160,063,446		
38	5/18/2024			\$132,970,513				\$24,785,120				\$157,755,633		
39	5/25/2024			\$131,404,006				\$25,026,866				\$156,430,872		
40	6/1/2024			\$130,371,617				\$25,992,060				\$156,363,677		
41	6/8/2024			\$127,029,947				\$26,617,863				\$153,647,810		
42	6/15/2024			\$123,222,493				\$27,430,253				\$150,652,746		

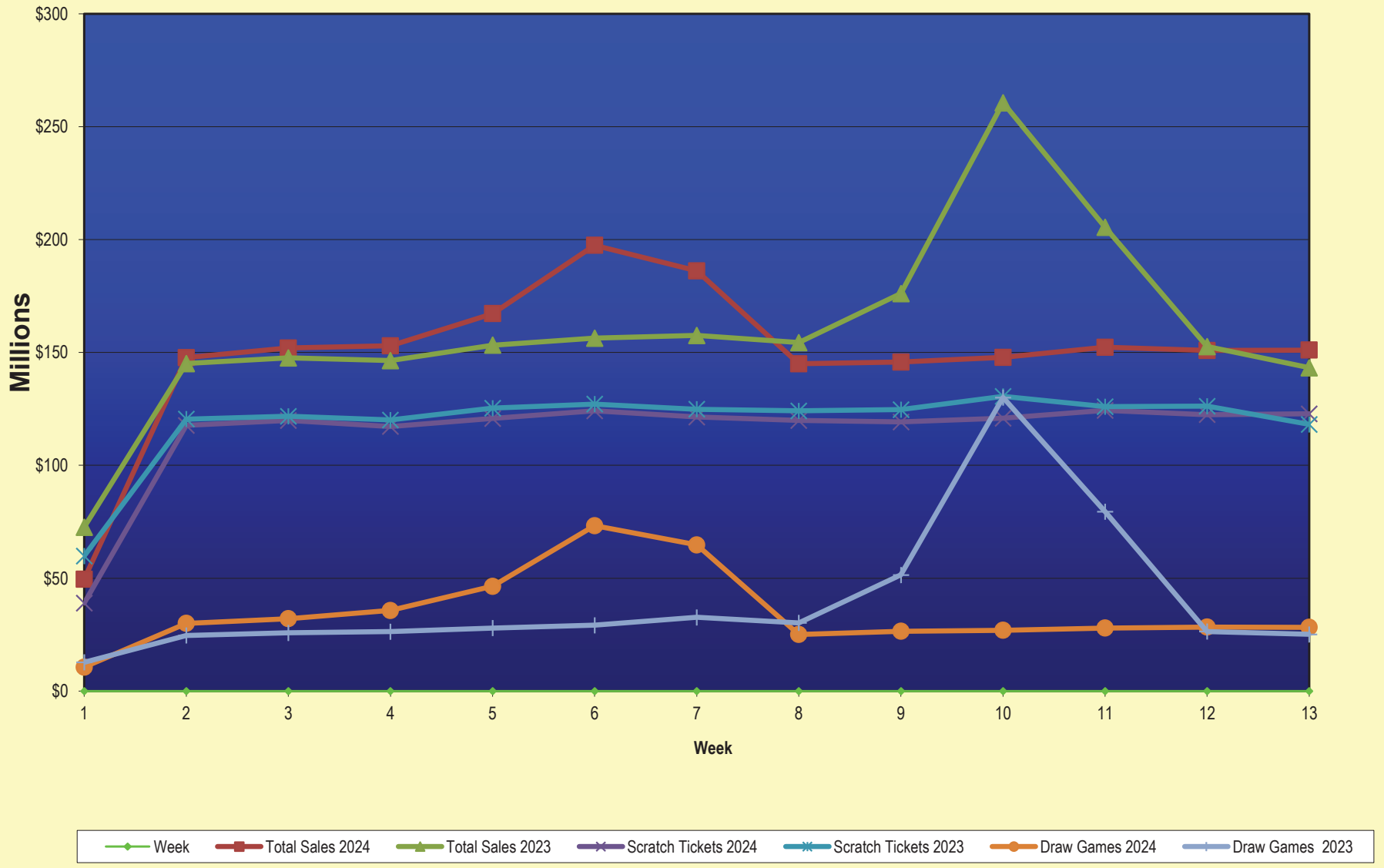
Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2024 Compared to FY 2023

			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2024			FY 2024	FY 2023	Difference	% change - Cumulative Sales	FY 2024	FY 2023	Difference	% change - Cumulative Sales	FY 2024	FY 2023	Difference	% change - Cumulative Sales
Week	Week	Ending												
43	6/22/2024			\$120,916,477				\$29,623,767				\$150,540,244		
44	6/29/2024			\$124,353,242				\$32,695,830				\$157,049,072		
45	7/6/2024			\$125,626,401				\$42,088,277				\$167,714,678		
46	7/13/2024			\$124,153,252				\$62,805,046				\$186,958,298		
47	7/20/2024			\$125,448,615				\$78,906,399				\$204,355,014		
48	7/27/2024			\$125,446,091				\$49,317,844				\$174,763,935		
49	8/3/2024			\$124,237,124				\$74,806,538				\$199,043,662		
50	8/10/2024			\$119,776,199				\$57,508,648				\$177,284,847		
51	8/17/2024			\$119,072,163				\$27,982,437				\$147,054,600		
52	8/24/2024			\$117,986,952				\$27,968,452				\$145,955,404		
	8/31/2023**			\$82,253,003				\$18,981,337				\$101,234,340		
Total thru Current Week			\$1,489,884,380	\$1,549,261,914	(\$59,377,534)	-3.8%	\$456,200,271	\$522,274,297	(\$66,074,026)	-12.7%	\$1,946,084,651	\$2,071,536,211	(\$125,451,560)	-6.1%
Fiscal Year Total			\$1,489,884,380	\$6,729,290,260			\$456,200,271	\$1,996,360,152			\$1,946,084,651	\$8,725,650,412		

* FY 24 includes 2 days; FY 23 includes 3 days

** FY 24 includes 7 days; FY 23 includes 5 days

Texas Lottery Commission Fiscal Year Over Year Change in Sales



Note: Report is prepared on a Fiscal Year basis.

Texas Lottery Commission
Scratch Tickets by Price Point
Sales, Prize Expense, Sales Contribution and Payout Percentage With Year Over Year Changes
Unaudited

Fiscal Year	Price Point	# of Active Games	FY Sales	% of Scratch Ticket Sales	Year over Year Change in Sales	FY Prize Expense	Year over Year Change in Prize Expense	FY Sales Contribution	Year over Year Change in Contribution	Average Prize Payout %	Year over Year Difference in Payout %
2023	\$1.00	9	20,187,280	1.3%		12,333,307		7,853,973		61.1%	0.2%
Through	\$2.00	16	48,550,262	3.1%		31,763,061		16,787,201		65.4%	0.2%
11/26/2022	\$3.00	7	52,363,122	3.4%		34,524,129		17,838,993		65.9%	0.0%
	\$5.00	34	273,926,730	17.7%		186,370,417		87,556,313		68.0%	0.0%
	\$10.00	22	377,962,940	24.4%		264,525,520		113,437,420		70.0%	-0.1%
	\$20.00	14	364,245,720	23.5%		273,225,276		91,020,444		75.0%	0.0%
	\$30.00	4	72,083,610	4.7%		54,120,564		17,963,046		75.1%	0.0%
	\$50.00	7	219,515,150	14.2%		171,261,603		48,253,547		78.0%	0.0%
	\$100.00	1	120,427,100	7.8%		96,200,194		24,226,906		79.9%	79.9%
Total		114	\$1,549,261,914			\$1,124,324,072		\$424,937,842		72.6%	0.5%
2024	\$1.00	9	17,472,409	1.2%		10,711,937		6,760,472		61.3%	0.2%
Through	\$2.00	12	36,658,160	2.5%		24,445,195		12,212,965		66.7%	1.3%
11/25/2023	\$3.00	4	40,196,916	2.7%		26,494,125		13,702,791		65.9%	0.0%
	\$5.00	39	268,897,255	18.0%		182,862,423		86,034,832		68.0%	0.0%
	\$10.00	24	339,566,320	22.8%		238,177,933		101,388,387		70.1%	0.2%
	\$20.00	18	342,909,520	23.0%		257,253,494		85,656,026		75.0%	0.0%
	\$30.00	4	96,412,950	6.5%		72,353,083		24,059,867		75.0%	0.0%
	\$50.00	8	211,105,950	14.2%		164,713,795		46,392,155		78.0%	0.0%
	\$100.00	2	136,664,900	9.2%		109,268,502		27,396,398		80.0%	0.1%
Total		120	\$1,489,884,380			\$1,086,280,487		\$403,603,893		72.9%	0.3%
Variance	\$1.00	0	-2,714,871		-13.4%	-1,621,370	-13.1%	-1,093,501	-13.9%	0.21%	
2024 to	\$2.00	-4	-11,892,102		-24.5%	-7,317,866	-23.0%	-4,574,236	-27.2%	1.26%	
2023	\$3.00	-3	-12,166,206		-23.2%	-8,030,005	-23.3%	-4,136,201	-23.2%	-0.02%	
	\$5.00	5	-5,029,475		-1.8%	-3,507,995	-1.9%	-1,521,480	-1.7%	-0.03%	
	\$10.00	2	-38,396,620		-10.2%	-26,347,586	-10.0%	-12,049,034	-10.6%	0.15%	
	\$20.00	4	-21,336,200		-5.9%	-15,971,783	-5.8%	-5,364,417	-5.9%	0.01%	
	\$30.00	0	24,329,340		33.8%	18,232,519	33.7%	6,096,821	33.9%	-0.04%	
	\$50.00	1	-8,409,200		-3.8%	-6,547,808	-3.8%	-1,861,392	-3.9%	0.01%	
	\$100.00	1	16,237,800		13.5%	13,068,308	13.6%	3,169,492	13.1%	0.07%	
Total		6	-\$59,377,534		-3.8%	-\$38,043,585	-3.4%	-\$21,333,949	-5.0%	0.34%	

Notes - Scratch Ticket Variances

Texas Lottery Commission
Scratch Tickets by Price Point
Sales, Prize Expense, Sales Contribution and Payout Percentage With Year Over Year Changes
Unaudited

			FY 2024			FY 2023		Difference
Sales	\$1 - \$5		\$363,224,740			\$395,027,394		-\$31,802,654
Prize Exp.	\$1 - \$5		\$244,513,680			\$264,990,914		-\$20,477,235
Sales Cont.	\$1 - \$5		\$118,711,060			\$130,036,480		-\$11,325,419
Prize Exp. %	\$1 - \$5		67.3%			67.1%		0.2%
			FY 2024			FY 2023		Difference
Sales	\$10 - \$100		\$1,126,659,640			\$1,154,234,520		-\$27,574,880
Prize Exp.	\$10 - \$100		\$841,766,808			\$859,333,158		-\$17,566,350
Sales Cont.	\$10 - \$100		\$284,892,832			\$294,901,362		-\$10,008,530
Prize Exp. %	\$10 - \$100		74.7%			74.5%		0.3%
			FY 2024			FY 2023		Difference
Sales	Scratch		\$1,489,884,380			\$1,549,261,914		-\$59,377,534
Prize Exp.	Scratch		\$1,086,280,487			\$1,124,324,072		-\$38,043,585
Sales Cont.	Scratch		\$403,603,893			\$424,937,842		-\$21,333,949
Prize Exp. %	Scratch		72.9%			72.6%		0.3%

			FY 2024			FY 2023		Difference
Sales	\$1 - \$10		\$702,791,060			\$772,990,334		-\$70,199,274
Prize Exp.	\$1 - \$10		\$482,691,613			\$529,516,434		-\$46,824,821
Sales Cont.	\$1 - \$10		\$220,099,447			\$243,473,900		-\$23,374,453
Prize Exp. %	\$1 - \$10		68.7%			68.5%		0.2%
			FY 2024			FY 2023		Difference
Sales	\$20 - \$100		\$787,093,320			\$776,271,580		\$10,821,740
Prize Exp.	\$20 - \$100		\$603,588,874			\$594,807,638		\$8,781,237
Sales Cont.	\$20 - \$100		\$183,504,446			\$181,463,942		\$2,040,503
Prize Exp. %	\$20 - \$100		76.7%			76.6%		0.1%
			FY 2024			FY 2023		Difference
Sales	Scratch		\$1,489,884,380			\$1,549,261,914		-\$59,377,534
Prize Exp.	Scratch		\$1,086,280,487			\$1,124,324,072		-\$38,043,585
Sales Cont.	Scratch		\$403,603,893			\$424,937,842		-\$21,333,949
Prize Exp. %	Scratch		72.9%			72.6%		0.3%

Texas Lottery Commission
Weekly Sales Summary
& Comparison to Previous Week
Unaudited

	Week Ending 11/25/2023	% of Sales	Week Ending 11/18/2023	% of Sales	\$ change	% change
	<u>THIS WEEK</u>		<u>LAST WEEK</u>			
Total Sales	<u>\$151,055,192</u>		<u>\$150,869,930</u>		<u>\$185,262</u>	0.1%
Scratch Tickets	<u>\$122,802,742</u>	81.3%	<u>\$122,472,423</u>	81.2%	<u>\$330,319</u>	0.3%
Lotto	\$2,902,347	1.9%	\$2,910,940	1.9%	-\$8,593	-0.3%
Lotto Extra	\$1,023,727	0.7%	\$1,022,082	0.7%	\$1,645	0.2%
Pick 3	\$4,851,691	3.2%	\$5,077,826	3.4%	-\$226,135	-4.5%
Pick 3 Fireball	\$500,742	0.3%	\$528,359	0.4%	-\$27,617	-5.2%
Cash Five	\$956,055	0.6%	\$990,208	0.7%	-\$34,153	-3.4%
Texas Two Step	\$812,835	0.5%	\$1,053,795	0.7%	-\$240,960	-22.9%
Mega Millions	\$4,660,226	3.1%	\$4,647,775	3.1%	\$12,451	0.3%
Megaplier	\$927,361	0.6%	\$927,247	0.6%	\$114	0.0%
MM Just the Jackpot	\$14,535	0.0%	\$14,403	0.0%	\$132	0.9%
Daily 4	\$2,379,630	1.6%	\$2,478,541	1.6%	-\$98,912	-4.0%
Daily 4 Fireball	\$495,328	0.3%	\$513,452	0.3%	-\$18,125	-3.5%
Powerball	\$6,463,988	4.3%	\$6,004,298	4.0%	\$459,690	7.7%
Power Play	\$1,313,430	0.9%	\$1,234,233	0.8%	\$79,197	6.4%
All or Nothing	\$950,556	0.6%	\$994,348	0.7%	-\$43,792	-4.4%
Total Draw Game Sales	<u>\$28,252,450</u>		<u>\$28,397,507</u>		<u>-\$145,057</u>	-0.5%

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
Unaudited

SCRATCH TICKETS
TOP TEN SELLING GAMES

For the Week Ending: 11/25/2023

Rank	Price Point	Game	Sales (Millions)
1	\$ 10	MEGA LOTERIA	\$ 8.127
2	\$ 20	MILLION DOLLAR LOTERIA	\$ 8.053
3	\$ 100	LOTERIA SUPREME	\$ 6.441
4	\$ 20	\$1,000,000 CROSSWORD	\$ 5.147
5	\$ 50	500X LOTERIA SPECTACULAR	\$ 5.006
6	\$ 50	MILLIONS CLUB	\$ 4.980
7	\$ 20	\$85,000,000 EXPLOSION	\$ 4.874
8	\$ 5	SPECIAL EDITION SUPER LOTERIA	\$ 4.624
9	\$ 10	THE PERFECT GIFT	\$ 3.958
10	\$ 50	CASH ROYALE	\$ 3.682

Texas Lottery Commission
Prize Payout Tracking Report
Unaudited

Through the Week Ending 11/25/2023

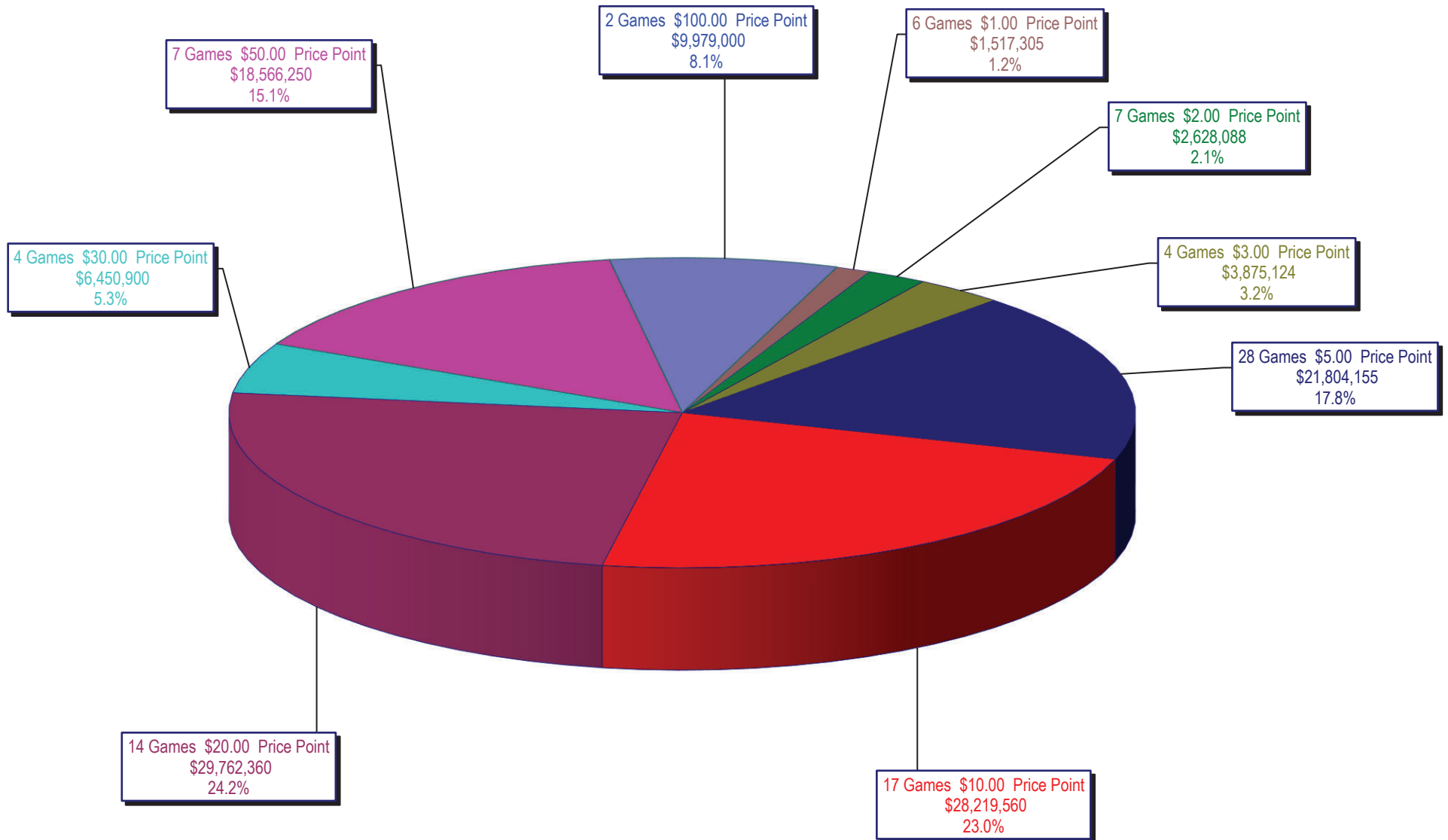
Draw Game Sales

		FY Sales Through the Week Ending 11/25/2023		FY Prize Expense Through the Week Ending 11/25/2023	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$	33,134,898	\$	16,653,134	50.26%	50.00%
Lotto Extra		11,774,921		6,577,482	55.86%	53.70%
Pick 3		61,433,551		28,805,790	46.89%	50.00%
Pick 3 Fireball		6,475,884		3,668,070	56.64%	54.00%
Cash Five		12,129,622		6,357,344	52.41%	50.97%
Texas Two Step		16,683,864		8,515,777	51.04%	50.00%
Mega Millions		58,485,658		29,451,693	50.36%	50.00%**
Megaplier		11,890,227		5,987,397	50.36%	N/A
MM Just the Jackpot		191,636		97,382	50.82%	50.00%**
Daily 4		29,005,562		14,332,175	49.41%	50.00%
Daily 4 Fireball		6,047,627		3,408,817	56.37%	54.22%
Powerball		165,138,456		83,274,035	50.43%	50.00%**
Power Play		31,265,349		15,764,978	50.42%	N/A
All or Nothing		12,543,016		6,634,608	52.89%	55.98%
Totals	\$	456,200,271	\$	229,528,681	50.31%	

** Before Unclaimed Prizes*

***Estimated; depends on # of guaranteed prizes won in Texas*

Texas Lottery Commission
Scratch Ticket Sales
For the Week Ending 11/25/2023
(Unaudited)



Texas Lottery Commission
All Game Sales
For the Week Ending 11/25/2023
(Unaudited)

