## TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	11/30/2016
Game #	1597	Confirmed Packs	3,776
Game Name	Lucky Numbers	Active Packs	2,039
Quantity Printed	8,199,000	Warehouse Packs	39,150
Price Point	\$5	Returned Packs	1,032
Start Date	7/5/2016	Printed Payout Percentage	67.93%
Top Prize	\$ 100,000	Percent Sold	56.76%
Number of Top Prizes Remaining	7	Number of Weeks Out	21

	 Current Game	Sales Analysis
TANGIBLE COSTS		
Expenditure Impact:		
Cost to print tickets	\$ 206,861	Actual ticket production costs
Prize payout expense	\$ 15,269,825	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 15,476,686	
TANGIBLE BENEFITS		
Revenue Impact:		
Estimated sales	\$ 23,268,762	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 23,268,762	, , ,
Excess of Revenue over Expended	\$ 7,792,076	

#### INTANGIBLE POSITIVE BENEFITS:

- --Allows for open bin space for new games at same price point with higher average weekly sales.
- --Allows retailers to return inventory to TLC that is not selling thus releasing their financial burden

#### INTANGIBLE NEGATIVE BENEFITS:

--There are still valuable prizes remaining in this game.

#### Assumptions:

--Estimated sales revenue is calculated based on the number of tickets printed times the percent sold from the DaVinci report. The percent sold amount is based on pack settlements. Some partial packs could be returned thus slightly reducing the sales revenue amount reported above.

Weekly Sales	Weekly Sales Comparison Information										
Previous 3 Weeks Sales from DaVinci											
Most recent week sales	\$	281,330									
Next week	\$	352,505									
Next week	\$	379,490									
Avg Weekly Sales Current Game	\$	337,775									
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,964,653									
Percentage Of Variance In Sales		83%									

# TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

#### Instant Ticket Information

instant ricket information			
Game #	1597	Printed Payout Percentage	67.939
Game Name	Lucky Numbers	Actual Payout Percentage	65.629
Percent Sold	56.76%	Number of Weeks Out	2
Average # of Weeks for 85% Sell-th	rough for Same Price Poi	nt Game With Similar Print Run.	1
Recommendation			
Based on the findings in this So	ummary Report, I am reco	mmending closing the above game.	
☐ I am recommending closing the	e above game based on th	ne below business reason(s):	
Dali Bourson l	11/30/14		
Instant Product Coordinator	Date /		
Ofur	12/2/14		
Products Manager	Date		
By signing below, I agree with the re	ecommendation of the Pro	ducts Department Staff to close the	above game.
Lottery Operations/Division Director	(Mg 12.5.11)		
Kathy Rya Controller	12/8/16 Date		
00 00			

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### \*Play the Games of Texas!\*-

Da Vinci Report

11/29/16

Wee	k End	Date:1	1/26/16

CONTRACTOR LANGUAGES	THE VERNING	9 778 es 200 est 7	Marketon Charles	AND THE STREET OF THE PROPERTY	d Commission residen		Week E	na Dai	le:11/26/	16							
Poduct Line	Game		Tiz Rvn	Name .	Starf	- J@all	Clóše	Wks	%Sold	Continued	Active	Ware		11/26/16		ales 11/12/16	11/5/16
Mature	1758	\$5	8,317,950	\$27 MILLION PAYOUT	8/15/16			15	80.01%	13,432	5,981	854	332	\$1,045,000.00	\$1,308,715.00	\$1,481,130.00	\$1,743,110.00
	1794	\$5	25,316,700	\$5 SET FOR LIFE	3/21/16			36	33.04%	7,134	3,368	214,579	15	\$568,450.00	\$664,175.00	\$718,360.00	\$822,115.00
	1790	\$5	20,391,825	100,000 MEGA BINGO	1/18/16			45	55.06%	11,424	5,935	103,311	10	\$940,130.00	\$1,032,580,00	\$997,385.00	\$1,087,365.00
	1776	\$5	9,894,750	COWBOYS	8/1/16			17	39.08%	9,581	5,703	63,549	42	\$870,610.00	\$873,360.00	\$878,200.00	\$1,031,520.00
	1803	\$5	15,295,950	HIT \$200,000	4/18/16			32	54.28%	7,927	3,377	80,924	12	\$535,640.00	\$688,655.00	\$718,770.00	\$859,450.00
	1777	\$5	5,529,750	HOUSTON TEXANS	8/1/16			17	46.02%	8,127	3,615	26,193	502	\$397,585.00	\$478,285.00	\$500,875.00	\$623,740.00
	1597	\$5	8,199,000	LUCKY NUMBERS	7/5/16			21	56.76%	3,776	2,039	39,150	1,032	\$281,330,00	\$352,505.00	\$379,490.00	\$526,930.00
	1796	\$5	30,592,725	SUPER LOTERIA	2/29/16			39	85.48%	24,329	9,094	22,566	19	\$3,177,725,00	\$3,350,755,00	\$3,347,185.00	\$3,540,265.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7/21/14			123	71.95%	3,771	1,968	152,763	29	\$452,150.00	\$563,040.00	\$577,240.00	\$639,290.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	<b>8/1/1</b> 6			17	27.71%	28,345	8,222	375,014	12	\$2,455,050.00	\$2,981,560.00	\$3,265,000.00	\$3,744,200.00
	1769	\$10	5,500,500	\$250,000 EXTREME GREEN	7/5/16			21	80.30%	10,698	5,607	3,773	26	\$1,056,510.00	\$1,231,800.00	\$1,329,070.00	\$1,509,370.00
	1764	\$20	6,112,700	\$1,000,000 RICHES	8/15/16			15	35,32%	17,958	7,566	130,978	21	\$1,779,020.00	\$2,041,540.00	\$2,081,900.00	\$2,373,680.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			80	26.81%	6,433	2,858	988,678	25	\$827,260,00	\$976,020.00	\$956,500.00	\$1,015,820.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			224	58.75%	7,725	3,253	552,367	88	\$839,720.00	\$1,121,700.00	\$1,071,520.00	\$1,194,660.00
	1753	\$20	8,191,950	100X THE CASH	4/4/16			34	83,52%	21,478	6,538	23,202	7	\$3,128,100.00	\$3,584,620.00	\$3,495,520.00	\$3,687,100.00
	1740	\$20	10,279,550	HIT \$1,000,000	12/21/15			49	83.34%	14,427	5,323	46,672	27	\$1,808,380.00	\$2,146,360.00	\$2,101,740.00	\$2,204,320.00
	1734	\$20	5,908,875	MILLIONAIRE'S CLUB	6/6/16			25	60.50%	14,899	6,048	70,656	22	\$1,634,920.00	\$1,942,780.00	\$1,921,380.00	\$2,124,260.00
STATE OF THE PARTY	1756	\$50	3,666,680	HIGH ROLLER CASINO ACTION	4/18/16	CHANT I PERSONNELLE	1 Minute Control of	32	44.16%	8,818	2,821	87,746	761	\$1,138,400.00	\$1,429,900.00	\$1,386,350.00	\$1,637,300.00
A Profession						ASP CALL											
Out of Wareh	1770	\$2 <b>10.938</b> 831	7,244,000	WLD 7'S DOUBLER	10/3/16		296.536	8	60.58%	12,567	9,684	4	68	\$960,638.00	\$1,215,476.00	\$1,067,058.00	\$1,239,418.00
Sold/Closing	1738	\$1	25,696,500	HIT \$5,000	1/4/16			47									
30ta/Closing	1689	. 91 . S1	11,210,100	LUCKY BUCKS	5/2/16	11/13/16 11/13/16		30	96.21%	353	306	0	4,030	\$40,249.00	\$72,078.00	\$105,497.00	\$131,720.00
	1762	S1		SPICY 9'S	6/6/16				92.77%	226	282	875	3,124	\$30,249.00	\$55,078.00	\$78,754.00	\$91,007.00
	1697	\$1 \$1	11,104,650 11,256,750	TRIPLE PAYOUT!	4/4/16	11/13/16	12/28/16	25	95.31%	145	92	3	2,570	\$11,513.00	\$21,398.00	\$37,514.00	\$53,442.00
	1778	\$2	25,266,625		11/18/15	10/16/16	11/30/16	34	96.29%	7 5	2	0	2,274	-\$272.00	-\$1,055.00	\$2,112.00	\$5,036.00
	1754	\$2 \$2		BREAK THE BANK CATS VS. DOGS - DOGS VS. CATS			11/30/16	53 32	96,99%	-	5	0	4,115	\$366.00	-\$46.00	\$4,136,00	\$4,828.00
	1765	\$2	7,037,230 (		4/18/16	11/13/16	12/28/16		74.26%	82	69	5,941	7,603	-\$14,114.00	-\$10,784.00	\$25,788.00	\$32,232,00
	1708	\$2 \$2	7,326,375	GAS MONKEY GARAGE QUEEN OF SPADES	3/21/16	10/16/16		36	77.71%	3	2	7,160	5,061	-\$2,256.00	-\$5,498.00	-\$3,778.00	-\$8,698.00
	1708				5/16/16	12/18/16	2/1/17	28	84.58%	768	725	3,354	3,197	\$65,358.00	\$75,342.00	\$95,446.00	\$118,986.00
		\$2	9,237,375	TRIPLE THE MONEY	5/9/16	12/18/16	2/1/17	29	90.95%	2,339	1,945	0	1,024	\$166,970.00	\$229,030.00	\$251,380.00	\$319,032.00
	1725	\$3	6,117,500	JUNGLE GOLD	5/16/16	11/13/16	12/28/16	28	92.86%	78	89	0	2,510	-\$6,054.00	\$22,626.00	\$95,562.00	\$114,870.00
	1789	\$3	20,804,850	TEXAS LOTERIA	12/22/15	10/16/16	11/30/16	49	97.85%	12	3	36	5,103	\$1,506.00	\$516.00	\$4,560.00	\$10,809.00
	1784	\$5 es	15,224,625	BONUS BREAK THE BANK	12/7/15	10/10/17	0447	51	94.54%	5,621	2,832	177	994	\$586,900.00		\$1,004,405.00	
	1792	\$5	3,050,250	HOUSTON ASTROS	4/4/16	12/18/16	2/1/17	34	52.05%	214	113	16,024 <b>2/3</b>	2,904	\$11,625.00	\$17,250.00	\$17,815.00	\$24,855.00
Da Vinci												21.5					

Da Vinci

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#### Liability for 1597 / for Life to Date

Product Status: Active

SmartCash Enabled:

N/A

Validation Range: 02/24/2015 - 12/31/2037

**Outstanding Prizes** 

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$5.00	351214	\$1,756,070.00	414182	\$2,070,910.00	54.11%	4436759
2	2	N/A	\$10.00	346707	\$3,467,070.00	418359	\$4,183,590.00	54.68%	4483437
3	3	N/A	\$15.00	98611	\$1,479,165.00	119873	\$1,798,095.00	54.87%	4498447
4	4	N/A	\$20.00	48388	\$967,760.00	61097	\$1,221,940.00	55.80%	4575369
5	5	N/A	\$20.00	49218	\$984,360.00	60102	\$1,202,040.00	54.98%	4507650
6	0	N/A	\$50.00	6759	\$337,950.00	8630	\$431,500.00	56.08%	4597918
7	0	N/A	\$50.00	6034	\$301,700.00	7593	\$379,650.00	55.72%	4568504
8	0	N/A	\$50.00	6124	\$306,200.00	7560	\$378,000.00	55.25%	4529701
9	0	N/A	\$100.00	3025	\$302,500.00	3830	\$383,000.00	55.87%	4580914
10	0	N/A	\$100.00	2701	\$270,100.00	3446	\$344,600.00	56.06%	4596348
11	0	N/A	\$100.00	4514	\$451,400.00	5706	\$570,600.00	55.83%	4577641
12	0	N/A	\$100.00	4528	\$452,800.00	5677	\$567,700.00	55.63%	4561070
13	0	N/A	\$100.00	1974	\$197,400.00	2482	\$248,200.00	55.70%	4566857
14	0	N/A	\$500.00	177	\$88,500.00	226	\$113,000.00	56.08%	4597950
15	0	N/A	\$500.00	215	\$107,500.00	269	\$134,500.00	55.58%	4556882
16	0	N/A	\$500.00	150	\$75,000.00	197	\$98,500.00	56.77%	4654763
17	0	N/A	\$500.00	171	\$85,500.00	244	\$122,000.00	58.80%	4820616
18	0	N/A	\$500.00	151	\$75,500.00	194	\$97,000.00	56.23%	4610452
19	0	N/A	\$1,000.00	47	\$47,000.00	55	\$55,000.00	53.92%	4421029
20	0	N/A	\$1,000.00	37	\$37,000.00	55	\$55,000.00	59.78%	4901576
21	0	N/A	\$1,000.00	28	\$28,000.00	44	\$44,000.00	61.11%	5010500
22	0	N/A	\$1,000.00	58	\$58,000.00	71	\$71,000.00	55.04%	4512627
23	0	N/A	\$100,000.00	7	\$700,000.00	7	\$700,000.00	50.00%	4099500
			Totals:	930838	\$12,576,475.00	1,119,899	\$15,269,825.00		

## Prize Structure TEXAS LOTTERY GAME NO.1597 "LUCKY NUMBERS" 12/1/2014 - VERSION A

Order Quantity: 8,199,000 Pack Size: 75 Pool Size: 120,000 Winners: 2,050,737 Prize Fund: \$27,846,300.00 Price Point: \$5.00 Packs/Game: 109,320 Number of Pools: 68.33 Non-winners: 6,148,263 Payout: 67.93% Revenue: \$40,995,000.00 Packs/Pool: 1,600 Overall Odds: 3.9981

	Parting			Vajue	Cade (1 lg)	e Perri	None Factor	Toyer	Tolal Rijze Cosi	% Brize
01	1	\$5	\$5	\$5,00	10.7121	7.00	11,200.00	765,396	\$3,826,980.00	13.74%
02	1	\$10	\$10	\$10.00	10.7167	7.00	11,200.00	765,066	\$7,650,660.00	27.47%
03	1	\$15	\$15	\$15.00	37.5268	2.00	3,200,00	218,484	\$3,277,260.00	11.77%
04	2	\$10 x 2	\$20	\$20.00	74.8870		1,600.00	109,485	\$2,189,700.00	7.86%
05	1	\$20	\$20	\$20.00	75.0000	1.00	1,600.00	109,320	\$2,186,400.00	7.85%
				Total (20.00):	37,4717		3,200.00	218,805	\$4,376,100.00	15.72%
	No. 10	그 마음이 나는 이 그 관련을 가고 되었다. 다		Alegic Copyric Discovery			or tregochio.	2.0,000	a so this debies	GE
			Mili	11					to actual a constraint part	
06	1	\$10 (5X)	\$50	\$50.00	532.7832	0.14	225.00	15,389	\$769,450.00	2.76%
07	3	\$15 x 2 + \$20	\$50	\$50.00	601.6731	0.12	200.00	13,627	\$681,350.00	2.45%
80	1	<b>\$50</b>	\$50	\$50.00	599,1669	0.13	200.00	13,684	\$684,200.00	2.46%
				Total (50.00):	192.0141	0.39	625.00	42,700	\$2,135,000.00	7.67%
09	20	\$5 x 20	\$100	\$100.00	1196.0613	0.06	100.00	6,855	\$685,500.00	2.46%
10	10	\$10 x 10	\$100	\$100.00	1333.8214	0.06	90.00	6,147	\$614,700.00	2.21%
11	1	\$20 (5X)	\$100	\$100.00	802.2505	0.09	150.00	10,220	\$1,022,000.00	3.67%
12	2	\$10 (5X) x 2	\$100	\$100.00	803.4297	0.09	150.00	10,205	\$1,020,500.00	3.66%
13	1	\$100	\$100	\$100.00	1839.9910	0.04	65.00	4,456	\$445,600.00	1.60%
				Total (100.00):	216.4295	0.35	555.00	37,883	\$3,788,300.00	13.60%
14	20	\$10 x 6 + \$15 x 6 + \$20 + \$40 x 2 + \$50 x 5	\$500	\$500.00	20344.9132	0.00	6.00	403	\$201,500.00	0.72%
15	14	\$10 + \$20 x 12 + \$50 (5X)	\$500	\$500.00	16940.0826	0.00	7.00	484	\$242,000.00	0.87%
16	10	\$50 x 10	\$500	\$500.00	23628.2421	0.00	5.00	347	\$173,500.00	0.62%
17	1	\$100 (5X)	\$500	\$500.00	19756.6265	0.00	6.00	415	\$207,500.00	0.75%
18	1	\$500	\$500	\$500.00	23765.2174	0.00	5.00	345	\$172,500.00	0.62%
25.5		A Secretary of Assessment will be the street of the first of	eria. Periodo en la estada de la composición	Total (500.00):	4111.8355	0.02	29.00	1,994	\$997,000.00	3.58%
			the first of the first see and the	nijak jodka (ilaw).	150,7561		The second second		Section (d)	1. 120 31.7%
19	20	\$50 x 20	\$1,000	\$1,000.00	80382.3529	0.00	1,49	400	\$102,000.00	0.37%
20	11	\$100 (5X) + \$50 x 10	\$1,000	\$1,000.00	89119.5652	0.00	1.49	102 92	\$102,000.00	0.37%
21	2	\$500 x 2	\$1,000	\$1,000.00	113875.0000	0.00	1.04		\$72,000.00	0.33%
22	1	\$1,000	\$1,000	\$1,000.00	63558.1395	0.00	1.04	72 129	\$72,000.00 \$129,000.00	0.26%
22	'	Ψ1,000		otal (1,000.00):	20756.9620	0.00	5.75	129 395	\$395,000.00	1.42%
23	1	\$100,000	\$100,000	\$100.000.00	585642.8571	0.00	0.21			
23		#100,000 요금요하는 하는 기자와 12 등 기자하다고 요금하다 기소 것은 기가의 기계를 받았습니다.	and the second second	a roo,ooo.oo	303042.0371	0.00	0.21	14	\$1,400,000.00	5.03%
\$76 (BB)	ISS A LAND NAME OF THE OWNER.			144 - 144 -	i i nega maja 1978.		11 N (#)	18.37%	1 - 中的日子写明《古代教授》	

The auto win feature (CHIP) will be handled via programming parameters. The 5X (STACK OF CASH) equals win prize times 5.

No more than 20 winners per pack.

Total: 3.9981 18.76 30,014,96 2,050,737

#### ORIGINAL ORDER

SHIPMENT # COMPLETE POOLS # 1 - 7	
	8,199,000
į	765,396 765,066
	218,484
	109,485
	109,320
	15,389
	13,627
	13,684
	6,855
i	6,147
i	10,220
	10,205
	4,456
	403
	484
	347
	415
	345
	102
	92
	72
	129
	14

No.	11/29/16 Game Name Lucky Numbers	Game No 1597	Inv No. 1016595	Vendor SGI	TLC PO # 362-15-9204 RL011			
Truck# 1 2 3					Description/Tickets Delivered Qty 2,712,750 2,711,175 2,775,075	Units per 1000 2,712.75 2,711.18 2,775.08	Unit Price \$25.23 \$25.23 \$25.23	Amount \$68,442.68 \$68,402.95 \$70,015.14 \$206,860.77
				Delivered Ordered 2% under 2% over	8,199,000 8,040,000 7,879,200 8,200,800			<b>6200,0</b> 000.7
				Accetable	8,200,000			

0

Range

Total \$206,860.77

#### Instant Ticket Game Analysis 8/31/14-8/27/16

### Average Number of Weeks for 85% Average Sell Through

		Price	Point			Price Point				
Print Quantities	\$1	, <b>\$</b> 2	<b>5</b> 3	<b>,\$</b> 6	Print Quantities	\$1 <u>0</u>	\$20	\$25	\$50	
< 5M	None	None	None	None	2M	None	None	None	None	
5M-9.99M	Week 11*	Week 20	Week 18*	Week 18	3M	None	Week 12*	None	None	
10M-14.99M	Week 18	None	Week 26	Week 26	4M	None	None	None	None	
15M-19.99M	None	Week 21*	None	Week 26	5M	Week 17	Week 47*	None	None	
20M-24.99M	Week 35*	None	Week 25	Week 40	6M	Week 27	None	None	None	
25M-29.99M	Week 29	Week 38	Week 33	None	7M	None	None	None	None	
30M-34.99M	None	None	None	None	8M	Week 19	None	None	None	
>35M	None	None	None	None	>9 <b>M</b>	Week 30	Week 39*	None	None	

#### Average Weekly Dollar Sales at 85% Average Sell Through

		Price	Point		ľ				
Print Quantities	<b>\$1</b>	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$25	\$50
< 5M	None	None	None	None	2M	None	None	None	None
-5M-9.99Ms	\$578,969	\$671,321	\$861,712	\$1,964,653	3M	None	\$5,141,903	None	None
10M-14.99M	\$557,959	None	\$1,236,839	\$2,142,670	4M	None	None	None	None
15M-19.99M	None	\$1,273,552	None	\$2,531,546	5 <b>M</b>	\$2,712,692	\$2,150,202	None	None
20M-24.99M	\$551,431	None	\$2,124,488	\$2,208,168	6M	\$1,986,191	None	None	None
25M-29.99M	\$786,366	\$1,169,247	\$2,004,832	None	7M	None	None	None	None
30M-34.99M	None	None	None	None	8M	\$4,563,190	None	None	None
>35M	None	None	None	None	>9M	\$3,124,159	\$4,464,715	None	None

None = no games at this level with 85% sell through

\* only one game at this level with 85% sell through

Excludes Promotional Tickets
Unaudited - For Internal Use Only