

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 1/5/2016

Game #	1612	Confirmed Packs	4,434
Game Name	Break The Bank	Active Packs	1,831
Quantity Printed	25,691,375	Warehouse Packs	1,324
Price Point	\$2	Returned Packs	786
Start Date	2/16/2015	Printed Payout Percentage	65.03%
Top Prize	\$ 30,000	Percent Sold	95.08%
Number of Top Prizes Remaining	4	Number of Weeks Out	46

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ -	Actual ticket production costs
Prize payout expense	\$ 30,764,968	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 30,764,968	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 48,854,719	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 48,854,719	

Excess of Revenue over Expended \$ 18,089,751

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 Comparison Information

Previous 3 Weeks Sales from DaVinci		
Most recent week sales	\$	262,392
Next week	\$	332,250
Next week	\$	435,660
Avg Weekly Sales Current Game	\$	343,434
Avg Weekly Sales \$2; 30M-34.99M Qty*	\$	1,371,324
Percentage Of Variance In Sales		75%

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1612	Printed Payout Percentage	65.03%
Game Name	Break The Bank	Actual Payout Percentage	62.97%
Percent Sold	95.08%	Number of Weeks Out	46
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			38*

*No data was available at the 25M-29.99M Qty. *30M-34.99M was used for this analysis and only one at this level.

Recommendation

Based on the findings in this Summary Report, I am recommending closing the above game.

I am recommending closing the above game based on the below business reason(s):

Dale Boursick 1/12/16
Instant Product Coordinator Date

[Signature] 1/12/14
Products Manager Date

By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

Lottery Operations Division Director

Controller

Executive _____
Date

**Not Required
> 85% Sell-through**

Play the Games of Texas!

Da Vinci Report **1/5/16**

Week End Date:1/2/16

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/2/16	12/28/15	12/19/15	12/12/15
Mature	1714	\$3	25,338,875	BONUS CASHWORD	7/21/15			24	59.11%	20,677	10,683	45,842	0	\$2,314,821.00	\$2,322,924.00	\$2,282,298.00	\$2,235,132.00
	1715	\$5	20,354,025	\$100,000 CASHWORD-O-RAMA	9/21/15			15	27.95%	18,014	7,415	165,019	15	\$2,027,900.00	\$2,031,745.00	\$2,013,050.00	\$1,963,295.00
	1704	\$5	10,298,475	\$100,000 MEGA BINGO	5/18/15			33	77.90%	12,481	6,955	7,655	9	\$1,195,360.00	\$1,162,600.00	\$1,107,210.00	\$1,120,775.00
	1693	\$5	15,296,025	\$5 SET FOR LIFE	8/3/15			22	71.86%	15,522	7,875	30,043	10	\$1,643,210.00	\$1,592,550.00	\$1,705,940.00	\$1,759,275.00
	1687	\$5	10,273,275	20X THE CASH	7/20/15			24	78.38%	8,018	4,232	14,879	12	\$1,044,875.00	\$1,116,820.00	\$1,158,155.00	\$1,239,185.00
	1721	\$5	7,958,700	777 SEVENS	9/21/15			15	82.82%	9,555	5,696	385	26	\$1,375,570.00	\$1,490,095.00	\$1,556,300.00	\$1,613,285.00
	1709	\$5	8,197,125	BONUS BREAK THE BANK	6/1/15			31	86.87%	6,343	3,157	2,904	143	\$726,115.00	\$940,125.00	\$1,087,440.00	\$1,105,760.00
	1678	\$5	9,888,975	COWBOYS	8/17/15			20	37.89%	7,797	3,958	67,811	694	\$504,780.00	\$524,665.00	\$581,200.00	\$597,435.00
	1679	\$5	5,528,175	HOUSTON TEXANS	8/17/15			20	50.21%	8,095	3,154	21,973	1,880	\$358,750.00	\$354,690.00	\$409,815.00	\$395,420.00
	1718	\$5	8,422,800	INSTANT JACKPOT!	9/8/15			17	51.24%	5,402	3,348	43,993	33	\$572,455.00	\$655,475.00	\$726,965.00	\$743,765.00
	1673	\$5	5,534,925	RACEWAY RICHES	6/15/15			29	72.15%	1,841	874	11,259	5,591	\$110,045.00	\$114,550.00	\$142,150.00	\$143,095.00
	1668	\$5	8,416,650	WIN IT ALL	7/6/15			26	80.99%	1,963	1,221	15,753	1,549	\$215,370.00	\$241,145.00	\$304,595.00	\$321,840.00
	1694	\$10	10,399,900	\$10 SET FOR LIFE	8/3/15			22	62.55%	16,066	7,616	50,239	12	\$2,009,060.00	\$2,060,600.00	\$2,164,070.00	\$2,162,740.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7/21/14			76	58.69%	5,292	2,747	225,254	12	\$780,070.00	\$745,310.00	\$812,530.00	\$752,150.00
	1748	\$10	5,040,600	\$250,000 CASH	9/8/15			17	74.46%	14,696	6,950	1,318	6	\$1,893,340.00	\$1,921,430.00	\$1,905,590.00	\$1,875,990.00
	1716	\$10	8,316,800	CASHWORD MULTIPLIER	8/17/15			20	63.05%	17,510	7,175	31,633	2	\$2,797,110.00	\$2,863,840.00	\$2,873,260.00	\$2,774,270.00
	1630	\$10	12,236,550	SUPER WEEKLY GRAND	7/1/14			79	77.83%	6,477	3,497	42,320	10	\$780,040.00	\$757,500.00	\$765,480.00	\$725,760.00
	1713	\$20	6,107,975	\$1,000,000 INSTANT CASHOUT	8/17/15			20	47.11%	20,254	7,739	96,491	12	\$2,529,020.00	\$2,812,980.00	\$3,158,540.00	\$2,939,580.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			33	16.29%	18,492	7,049	1,13,127	22	\$2,369,960.00	\$2,621,200.00	\$2,858,680.00	\$2,676,820.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			177	49.85%	7,570	3,033	674,530	71	\$1,138,340.00	\$1,200,600.00	\$1,273,560.00	\$1,185,080.00
	1617	\$20	5,925,875	MONEY MONEY MILLIONAIRE	3/16/15			42	80.36%	9,940	4,276	29,534	21	\$1,313,480.00	\$1,394,160.00	\$1,625,200.00	\$1,532,400.00
	1593	\$50	3,669,860	DIAMOND DOLLARS	5/4/15			35	51.32%	13,236	5,881	67,174	37	\$2,750,450.00	\$2,904,400.00	\$2,870,700.00	\$2,670,750.00
Out of Wareh	1751	\$1	7,335,750	FAST CASH	12/7/15			4	39.23%	13,945	13,484	27	36	\$900,391.00	\$911,757.00	\$734,506.00	\$331,075.00
	1722	\$1	12,922,050	SEASON'S GREETINGS	10/5/15			13	65.17%	9,955	18,081	28	29	\$654,040.00	\$800,424.00	\$741,878.00	\$733,945.00
Sold/Closing	1712	\$1	10,175,550	SCOOP THE CASH BLACKJACK	7/20/15	1/10/16	2/24/16	24	91.90%	1,015	790	0	2,489	\$48,902.00	\$53,700.00	\$69,741.00	\$90,369.00
	1612	\$2	25,691,375	BREAK THE BANK	2/16/15			46	95.08%	4,434	1,831	1,324	786	\$262,392.00	\$332,250.00	\$435,660.00	\$607,838.00
	1705	\$2	7,019,875	CANDY BLAST!	6/15/15	1/10/16	2/24/16	29	89.88%	645	571	504	2,904	\$59,278.00	\$53,676.00	\$64,318.00	\$69,902.00
	1674	\$2	9,287,000	MONEY! MONEY! MONEY!	4/6/15	1/10/16	2/24/16	39	88.20%	764	420	1,738	4,715	\$42,294.00	\$43,442.00	\$48,544.00	\$55,674.00
	1628	\$2	30,595,750	WEEKLY GRAND	6/2/14	1/10/16	2/24/16	83	98.23%	955	943	0	455	\$112,312.00	\$129,670.00	\$167,872.00	\$201,804.00
	1698	\$3	10,058,125	BINGO MANIA	6/1/15			31	93.23%	2,196	2,462	0	55	\$317,025.00	\$363,906.00	\$428,463.00	\$528,720.00
	1696	\$3	20,466,300	TEXAS LOTERIA	9/8/15	12/8/15	1/22/16	17	45.59%	4	24	109,603	11,874	\$3,105.00	\$25,560.00	\$858,462.00	\$2,142,495.00
	1649	\$5	20,005,875	\$100,000 CASHWORD-O-RAMA	11/13/14	1/10/16	2/24/16	59	94.31%	1,129	364	9,307	2,919	\$86,510.00	\$121,860.00	\$133,550.00	\$172,745.00

Liability for 1612/ for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 01/06/2015 - 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	\$2.00	305425	\$610,850.00	2212288	\$4,424,576.00	87.87%	22574741
2	2	N/A	\$4.00	62246	\$248,984.00	554279	\$2,217,116.00	89.90%	23097505
3	3	N/A	\$4.00	71200	\$284,800.00	802256	\$3,209,024.00	91.85%	23597135
4	4	N/A	\$6.00	14440	\$86,640.00	191103	\$1,146,618.00	92.97%	23886480
5	5	N/A	\$6.00	14995	\$89,970.00	190548	\$1,143,288.00	92.70%	23817109
6	6	N/A	\$8.00	3315	\$26,520.00	48061	\$384,488.00	93.55%	24033657
7	7	N/A	\$8.00	3452	\$27,616.00	47880	\$383,040.00	93.28%	23963668
8	8	N/A	\$10.00	4315	\$43,150.00	47061	\$470,610.00	91.60%	23533591
9	9	N/A	\$10.00	6291	\$62,910.00	96476	\$964,760.00	93.88%	24118647
10	10	N/A	\$10.00	6199	\$61,990.00	96565	\$965,650.00	93.97%	24141602
11	11	N/A	\$12.00	5990	\$71,880.00	96777	\$1,161,324.00	94.17%	24193896
12	12	N/A	\$12.00	6075	\$72,900.00	96633	\$1,159,596.00	94.09%	24171774
13	13	N/A	\$12.00	6094	\$73,128.00	96729	\$1,160,748.00	94.07%	24168726
14	14	N/A	\$20.00	4075	\$81,500.00	47301	\$946,020.00	92.07%	23653607
15	15	N/A	\$20.00	2776	\$55,520.00	48659	\$973,180.00	94.60%	24304784
16	16	N/A	\$20.00	2879	\$57,580.00	48509	\$970,180.00	94.40%	24252022
17	0	N/A	\$50.00	2026	\$101,300.00	24719	\$1,235,950.00	92.42%	23745189
18	0	N/A	\$50.00	1792	\$89,600.00	32505	\$1,625,250.00	94.78%	24349014
19	0	N/A	\$50.00	1718	\$85,900.00	32579	\$1,628,950.00	94.99%	24404446
20	0	N/A	\$200.00	518	\$103,600.00	5902	\$1,180,400.00	91.93%	23618457
21	0	N/A	\$200.00	277	\$55,400.00	5079	\$1,015,800.00	94.83%	24362676
22	0	N/A	\$200.00	322	\$64,400.00	5807	\$1,161,400.00	94.75%	24341624
23	0	N/A	\$1,000.00	10	\$10,000.00	97	\$97,000.00	90.65%	23290311
24	0	N/A	\$1,000.00	25	\$25,000.00	393	\$393,000.00	94.02%	24154809
25	0	N/A	\$3,000.00	6	\$18,000.00	49	\$147,000.00	89.09%	22888679
26	0	N/A	\$3,000.00	6	\$18,000.00	70	\$210,000.00	92.11%	23663108
27	0	N/A	\$30,000.00	4	\$120,000.00	13	\$390,000.00	76.47%	19646344
			Totals:	526471	\$2,647,138.00	4,828,338	\$30,764,968.00		

NO. OF TICKETS: 25,691,375 MIN: 25,177,548 TEXAS LOTTERY COMMISSION
 NO. POOLS: 107 MAX: 26,205,203 "BREAK THE BANK" GAME No. 1612
 PACK SIZE: 125 END OF PRODUCTION PRIZE STRUCTURE
 PACKS/POOL: 1,920
 PACKS/GAME: 205,531 25,691,375 \$2 TICKETS 51,382,750.00 - REVENUE PRIZE FUN - \$33,412,106 PAYOUT % - 65.025920%

PRIZE TIER	# WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	WINNERS IN 107 POOLS	WINNERS IN 125 (PER PACK*)	WINNERS IN 240000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$2	\$2	10.20	2,517,713	12.25	23,520	\$ 5,035,426	15.07%	
2	1	L	\$4	\$4	41.67	616,525	3.00	5,760	\$ 2,466,100	7.38%	
3	2	L	\$2 x 2	\$4	29.41	873,456	4.25	8,160	\$ 3,493,824	10.46%	
4	3	L	\$2 x 3	\$6	124.99	205,543	1.00	1,920	\$ 1,233,258	3.69%	LOW TIER
5	2	L	\$2 + \$4	\$6	124.99	205,543	1.00	1,920	\$ 1,233,258	3.69%	70.74%
6	4	L	\$2 x 4	\$8	500.07	51,376	0.25	480	\$ 411,008	1.23%	
7	2	L	\$4 x 2	\$8	500.49	51,332	0.25	480	\$ 410,656	1.23%	
8	1	L	\$10	\$10	500.07	51,376	0.25	480	\$ 513,760	1.54%	
9	3	L	\$2 + (\$4 x 2)	\$10	250.00	102,767	0.50	960	\$ 1,027,670	3.08%	
10	5	L	\$2 x 5	\$10	250.00	102,764	0.50	960	\$ 1,027,640	3.08%	
11	3	L	\$4 x 3	\$12	250.00	102,767	0.50	960	\$ 1,233,204	3.69%	
12	5	L	(\$2 x 4) + \$4	\$12	250.14	102,708	0.50	960	\$ 1,232,496	3.69%	
13	6	L	\$2 x 6	\$12	249.86	102,823	0.50	960	\$ 1,233,876	3.69%	
14	1	L	\$20	\$20	500.07	51,376	0.25	480	\$ 1,027,520	3.08%	
15	3	L	\$4 + \$6 + \$10	\$20	499.49	51,435	0.25	480	\$ 1,028,700	3.08%	
16	4	L	(\$4 x 2) + (\$6 x 2)	\$20	499.95	51,388	0.25	480	\$ 1,027,760	3.08%	
17	1	M	\$50	\$50	960.60	26,745	-	250	\$ 1,337,250	4.00%	
18	3	M	\$10 + (\$20 x 2)	\$50	749.09	34,297	-	320	\$ 1,714,850	5.13%	
19	5	M	\$10 x 5	\$50	749.09	34,297	-	320	\$ 1,714,850	5.13%	MID TIER
20	1	M	\$200	\$200	4,001.77	6,420	-	60	\$ 1,284,000	3.84%	24.98%
21	4	M	\$50 x 4	\$200	4,796.75	5,356	-	50	\$ 1,071,200	3.21%	
22	6	M	\$10 + (\$20 x 2) + (\$50 x 3)	\$200	4,191.77	6,129	-	57	\$ 1,225,800	3.67%	
23	1	H	\$1,000	\$1,000	240,106.31	107	-	1	\$ 107,000	0.32%	
24	8	H	(\$50 x 4) + (\$200 x 4)	\$1,000	61,462.62	418	-	4	\$ 418,000	1.25%	
25	1	H	\$3,000	\$3,000	467,115.91	55	-	-	\$ 165,000	0.49%	HIGH TIER
26	3	H	\$1,000 x 3	\$3,000	338,044.41	76	-	-	\$ 228,000	4.27%	
27	1	H	\$30,000	\$30,000	1,511,257.35	17	-	-	\$ 510,000	1.53%	
					4.79781	5,354,809	25.50	50,022	\$ 33,412,106	100.00%	100% ***

Stack of Money symbol = win prize instantly

TEXAS LOTTERY COMMISSION
 "BREAK THE BANK" GAME No. 1612

Consolidated odds are 1 in:		\$2	10.20	2,517,713
		\$4	17.24	1,489,981
		\$6	62.50	411,086
		\$8	250.14	102,708
		\$10	100.00	256,907
		\$12	83.33	308,298
		\$20	166.61	154,199
		\$50	269.47	95,339
		\$200	1,434.87	17,905
		\$1,000	48,935.95	525
		\$3,000	196,117.37	131
		\$30,000	1,511,257.35	17
				5,354,809

WIN:	GET	A	B	C	D
2	2	11 =	22	12 =	24
4	4	3	12	4	16
4	\$2 x 2	4	16	4	16
6	\$2 x 3	1	6	0	0
6	\$2 + \$4	1	6	0	0
8	\$2 x 4	0	0	1	8
8	\$4 x 2	0	0	0	0
10	10	0	0	1	10
10	2 + (\$4 x	1	10	0	0
10	\$2 x 5	0	0	1	10
12	\$4 x 3	1	12	0	0
12	(\$2 x 4) +	0	0	1	12
12	\$2 x 6	1	12	0	0
20	20	0 =	0	1 =	20
20	+ \$6 + \$	1 =	20	0 =	0
20	(2) + (\$6	0 =	0	0 =	0
		24	116	25	116

- * e used in approximately 25% of the packs in the game.
- ** numbers are rounded.
- *** \$599, High Tier-\$600+ (Used for Validation Purposes)
- **** no more than 28 winners per pack

APPROVED:

TEXAS LOTTERY COMMISSION

DATE

ORDER CONFIRMATION

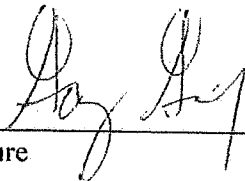
GTECH
4100 S. Frontage Road, Building 400
Lakeland, FL 33815

This letter constitutes an order by the TEXAS LOTTERY® for 25,200,000 (±2%) "BREAK THE BANK" tickets (Game No. 1612) as fully described in Version 1 of the "Working Papers" Dated July 23, 2014. You are hereby authorized to proceed with the production of the game tickets and performance of the associated support services according to the specifications contained herein and in accordance with the agreed upon "Texas Client Standards", Version 1.6, dated December 26, 2013.

We understand the price for 25,200,000 (±2%) tickets will be paid by GTECH on behalf of the Texas Lottery Commission at the rate outlined below:

<u>DESCRIPTION</u>	<u>QUANTITY</u>	<u>PRICE</u>
4.00" x 4.00" Tickets	25,200,000	\$ 11.66/M (\$ 11.66/M)
	TOTAL	<u>\$ 00.00</u>

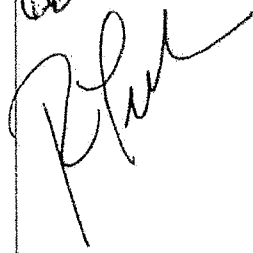
TEXAS LOTTERY
Authorized Signatory:



Signature

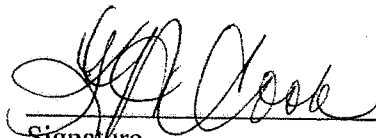
9/18/14 *MLL*

Date

OB


Acknowledged and Accepted:
GTECH

GTECH JOB #006295



Signature

9-18-14

Date

Instant Ticket Game Analysis
8/25/13-8/29/15

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$25	\$50
< 5M	None	None	None	None	2M	None	Week 17*	None	None
5M-9.99M	Week 21*	Week 20	Week 21*	Week 23	3M	None	Week 12*	None	None
10M-14.99M	Week 18	None	Week 32	Week 28*	4M	Week 15*	Week 28*	None	None
15M-19.99M	None	Week 14*	Week 40*	Week 44	5M	Week 17	Week 53*	None	None
20M-24.99M	Week 29	None	Week 25	Week 40	6M	Week 27	None	None	None
25M-29.99M	Week 24*	None	Week 32*	None	7M	None	None	None	None
30M-34.99M	Week 41	Week 38*	Week 42*	None	8M	Week 11*	None	None	None
>35M	None	None	None	None	>9M	Week 46*	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$25	\$50
< 5M	None	None	None	None	2M	None	\$2,594,609	None	None
5M-9.99M	\$374,525	\$672,785	\$888,939	\$1,662,696	3M	None	\$5,141,903	None	None
10M-14.99M	\$563,510	None	\$1,254,287	\$1,577,681	4M	\$2,420,727	\$2,572,436	None	None
15M-19.99M	None	\$1,868,863	\$1,056,146	\$1,903,474	5M	\$2,791,527	\$1,645,408	None	None
20M-24.99M	\$670,685	None	\$2,099,544	\$2,268,456	6M	\$1,935,874	None	None	None
25M-29.99M	\$906,926	None	\$1,998,723	None	7M	None	None	None	None
30M-34.99M	\$679,082	\$1,371,324	\$1,878,107	None	8M	\$6,420,059	None	None	None
>35M	None	None	None	None	>9M	\$2,249,003	None	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
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