TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	10/3/2016
Game #	1689	Confirmed Packs	4,613
Game Name	Lucky Bucks	Active Packs	3,029
Quantity Printed	11,210,100	Warehouse Packs	1,222
Price Point	\$1	Returned Packs	483
Start Date	5/2/2016	Printed Payout Percentage	60 02%
Top Prize	\$ 3,000	Percent Sold	85 93%
Number of Top Prizes Remaining	6	Number of Weeks Out	22

	Current Game	Sales Analysis
TANGIBLE COSTS		
Expenditure Impact:		
Cost to print tickets	\$ 104,254	Actual ticket production costs
Prize payout expense	\$ 5,494,791	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 5,599,045	
TANGIBLE BENEFITS		
Revenue Impact:		
Estimated sales	\$ 9,632,839	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 9,632,839	• ,
Excess of Revenue over Expended	\$ 4,033,794	

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 Inform	ation
Previous 3 W	leeks Sales from DaVi	nci
Most recent week sales	\$	180,027
Next week	\$	191,090
Next week	\$	224,635
Avg Weekly Sales Current Game	\$	198,584
Avg Weekly Sales \$1, 10M-14 99M Qty	\$	577,433
Percentage Of Variance In Sales		66%

TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1689	Printed Payout Percentage	60.02%
Game Name	Lucky Bucks	Actual Payout Percentage	57 04%
Percent Sold	85 93%	Number of Weeks Out	22
Average # of Weeks for 85% Sell-t	through for Same Price Poi	nt Game With Similar Print Run	17
Recommendation Based on the findings in this S	Summary Report I am reco	mmending closing the above game	
I am recommending closing the		-	
	and based on the	e below business reason(s)	
Instant Product Coordinator)0/4/16 Date/4/16		
Products Manager	Date		
, (
By signing below, I agree with the re	ecommendation of the Proc	lucts Department Staff to close the ab	ove game.
Lottery Operations Division Director			
97;	g angh		
Controll Not Require	thros		
Executiv	Date		



		1 20 1											2 35		Net S	ales	
roduct Lin	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold C	onfirmed	Active	Ware	Return	10/1/16	9/24/16	9/17/16	9/10/16
Baseline	1757	\$1	12,237 450	\$7 MILLION PAYOUT	8/1/16			9	58,62%	20,981	10,342	1 116	18	\$688,304.00	\$700,660.00	\$775,455.00	\$842,061 00
	1772	\$1	11 178,450	CASH 2 GO	10/3/16			0	0.00%	0	0	36,915	0	\$0	\$0	\$0	so
	1809	\$1	10,275 750	TEXAS A&M UNIVERSITY	9/6/16			4	13.62%	21 024	9 760	27 141	5	\$448,052.00	\$408 071.00	\$316,759.00	\$163,803.00
	1810	\$1	10,206 150	THE UNIVERSITY OF TEXAS	9/6/16			4	17.24%	20,072	10 132	24,641	6	\$557,621.00	\$499,601.00	\$428,553.00	\$196,950.00
	1802	\$2	29,893,250	BREAK THE BANK	8/1/16			9	13.61%	17 720	9 419	176,928	3	\$1 374,000.00	\$1,264,322.00	\$1,200 400.00	\$1 142 160.00
	1805	\$2	6 028,375	PITBULL	7/18/16			11	55.26%	9,847	6 411	3,895	190	\$436,026.00	\$515,334.00	\$600,540.00	\$696,654.00
	1793	\$2	38,037,250	WEEKLY GRAND	9/19/16			2	1.92%	19,844	10,837	265,527	1	\$863 758.00	\$451,590.00	\$0	\$0
	1770	\$2	7,244,000	WILD 7'S DOUBLER	10/3/16			0	0.00%	0	0	23,583	0	\$0	\$0	\$0	\$0
	1811	\$5	8 192,325	\$100,000 CASH	9/6/16			4	29.38%	22,666	9,008	42 483	3	\$2,684,685.00	\$3 029 775.00	\$3 976 420.00	\$2,016,045.00
	1799	\$5	20,213,625	\$100,000 SUPER CASHWORD	7/18/16			11	20,35%	18,666	7 853	186 182	5	\$1,811,090.00	\$1 737,380.00	\$1,820,680.00	\$1,894 740.00
	1758	\$5	8,317,950	\$27 MILLION PAYOUT	8/15/16			7	49.24%	26,171	9 147	19,267	3	\$2,326,330.00	\$2,301,655.00	\$2,679 770.00	\$3 071,260.00
	1776	\$5	9,894 750	COWBOYS	8/1/16			9	23.22%	15,813	8,307	75,716	6	\$1 161 175.00	\$1,250,975.00	\$1 468,045.00	\$1,250 490.00
	1782	\$5	8,369,025	CRAZY CASH	9/19/16			2	9.36%	25,721	10 100	63,063	5	\$2,319,240.00	\$1,310,030.00	\$0	\$0
	1813	\$5	8 420,625	HIT THE JACKPOT	10/3/16			0	0.00%	0	0	70,589	0	\$0	\$0	\$0	\$0
	1777	\$5	5,529 750	HOUSTON TEXANS	8/1/16			9	29.33%	14 856	6,702	29,089	4	\$837 005.00	\$1,063,280.00	\$1,246,920.00	\$932,235,00
	1597	\$5	8 199,000	LUCKY NUMBERS	7/5/16			13	46.95%	10,645	5,564	40,523	35	\$836,515.00	\$826,995.00	\$962,510.00	\$1 101 490.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			9	17 87%	39 427	10,772	417 013	8	\$4,489,900.00	\$4,853,290.00	\$5 162,370.00	\$5,446 140.00
	1769	\$10	5,500,500	\$250,000 EXTREME GREEN	7/5/16			13	59.67%	18,599	8,244	15,718	5	\$1,817 120.00	\$1 754 160.00	\$2 121 710.00	\$2,207 930.00
	1781	\$10	5,083 450	CASINO CASH	9/19/16			2	13.27%	24 485	7 997	52,999	4	\$3,893,040.00	\$2 412 760.00	\$0	\$0
	1764	\$20	6 112 700	\$1,000,000 RICHES	8/15/16			7	20.59%	25 366	9,062	157 914	5	\$3 138 420.00	\$2,956,500.00	\$3,313,240.00	\$3,540,020.00
	1779	\$20	8,076,320	SUPER BREAK THE BANK	10/3/16			0	0.00%	0	0	330,136	0	\$0	\$0	\$0	\$0
														1 6 4 5 5			
Mature	1626	\$1	1,091 250	DID I MN?	9/12/14			107	0.00%	0	0	1 936	1	\$0	\$0	\$0	\$0
	1689	\$1	11,210,100	LUCKY BUCKS	5/2/16		10000	22	85.93%	4,613	3,029	1,222	483	\$180,027.00	\$191 090.00	\$224,635,00	\$269,952.00
	1447	\$1	860 400	MONEY CRAZE	9/17/12			211	0.00%	0	0	0	224	\$0	\$0	\$0	S
	1800	\$1	30 135,750	WEEKLY BONUS	6/20/16			15	25.44%	12,718	7 096	128,463	11	\$364,257 00	\$389,833.00	\$444,125.00	\$477 518,00
	1754	\$2	7 037 250	CATS VS. DOGS - DOGS VS CATS	4/18/16			24	72.25%	1,567	1 160	5 941	6,219	\$86,734 00	\$86,268.00	\$97 760.00	\$112,102.00
	1735	\$2	22,518,500	HIT \$50,000	1/4/16			39	74.78%	8 113	4 580	29,204	3	\$421 454 00	\$373,544 00	\$404,430 00	\$388,474.00
	1795	\$2	35 193,500	INSTANT BINGO	3/7/16			30	42.84%	18,370	9,626	130 744	9	\$1 002,366.00	\$931 170.00	\$986,430.00	\$962,896.00
	1708	\$2	7 032,375	QUEEN OF SPADES	5/16/16			20	77 71%	3,295	2,552	3,354	2,254	\$218,422.00	\$220,546 00	\$261 616.00	\$276,536 00
	1788	\$2	9,237 375	TRIPLE THE MONEY	5/9/16			21	76.03%	9,939	6 805	0	77	\$579,432,00	\$578,782.00	\$624 778.00	\$596,338.00

Liability for 1689 / for Life to Date

Proc Activ		Status	SmartCash N/A		Validation Rang	e 05/01/2	015 - 12/31/2037		
			Outstar	nding 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	\$1 00	250422	\$250,422 00	870312	\$870,312 00	77 66%	8705263
	2	N/A	\$2 00	100166	\$200,332 00	348262	\$696,524 00	77 66%	8706084
2	3	N/A	\$2 00	65860	\$131,720 00	270590	\$541,180 00	80 43%	9015725
4	4	N/A	\$4 00	19417	\$77,668 00	92852	\$371,408 00	82 70%	9271305
5	5	N/A	\$4.00	18778	\$75,112 00	74656	\$298,624 00	79 90%	8957137
6	6	N/A	\$4 00	13181	\$52,724 00	61652	\$246,608 00	82 39%	9235565
7	7	N/A	\$5 00	3068	\$15,340 00	15590	\$77,950 00	83 56%	9366784
8	8	N/A	\$5 00	6390	\$31,950 00	30947	\$154,735 00	82 89%	9291559
9	9	N/A	\$5 00	3203	\$16,015 00	15494	\$77,470 00	82 87%	9289687
10	10	N/A	\$10 00	2914	\$29,140 00	15726	\$157,260 00	84 37%	9457619
11	11	N/A	\$10.00	2913	\$29,130 00	15745	\$157,450 00	84 39%	9459911
12	12	N/A	\$10 00	3013	\$30,130 00	15627	\$156,270 00	83 84%	9398081
13	13	N/A	\$10 00	2997	\$29,970 00	15700	\$157,000 00	83 97%	9413198
14	14	N/A	\$20 00	1398	\$27,960 00	7953	\$159,060.00	85 05%	9534159
15	15	N/A	\$20 00	1481	\$29,620 00	8788	\$175,760 00	85 58%	9593374
16	16	N/A	\$20 00	1365	\$27,300 00	7977	\$159,540 00	85 39%	9572143
17	17	N/A	\$20.00	1243	\$24,860 00	7150	\$143,000 00	85 19%	9549888
18	18	N/A	\$20 00	1275	\$25,500 00	7157	\$143,140 00	84 88%	9515024
19	0	N/A	\$50 00	665	\$33,250 00	3995	\$199,750 00	85 73%	9610375
20	0	N/A	\$50 00	688	\$34,400 00	3989	\$199,450 00	85 29%	9561062
21	0	N/A	\$50 00	529	\$26,450 00	2954	\$147,700 00	84 81%	9507503
22	0	N/A	\$100 00	44	\$4,400 00	234	\$23,400 00	84 17%	9435839
23	0	N/A	\$100 00	85	\$8,500 00	384	\$38,400 00	81 88%	9178418
24	0	N/A	\$100 00	38	\$3,800 00	198	\$19,800 00	83 90%	9405083
25	O	N/A	\$3,000 00	6	\$18,000 00	41	\$123,000 00	87 23%	9779023
			Totals	501139	\$1,233,693 00	1,893,973	\$5,494,791.00		

Prize Structure TEXAS LOTTERY GAME NO 1689 "LUCKY BUCKS 1/28/2015 VERSION B

Order Quantity 11,210,100 150 Pack Size Pool Size 240,000 Winners 2,395 112 Prize Fund \$6 728,484 00 Price Point. \$1 00 Packs/Game 74 734 60.02% Number of Pools 46 71 Non winners 8,814 988 Payout: Revenue \$11 210 100.00 Packs/Pool 1,600 **Overall Odds** 4.6804

Lín	Wins	Get	Win	Value	Odds (1 in)		Winners			THE PARTY OF
	VVIIIS	Get Get	Service of the State of the Sta	value Tiers	Odds (1 In)	Pack	Pool	Total	Total Prize Cost	% Prize
01	1	\$1	\$1	\$1.00	10.0025	15.00	24 000.00	1 120 734	\$1 120,734.00	16.66%
02	1	\$1 DBL	\$2	\$2.00	24 9987	6.00	9 600.00	448,428	\$896,856.00	13.339
03	1	\$2	\$2	\$2.00	33.3188	4.50	7,200.00	336,450	\$672,900.00	10.009
HULKO	PARTY NEW YORK	TOP VIII. STATE STATE STATES		otal (2.00):	14.2826	10.50	16,800.00	784,878	\$1,569,756.00	23.339
04	3	\$1 x 2 + \$2	\$4	\$4.00	99.8504	1 50	2 400.00	112,269	\$449 076.00	6.679
05	1	\$2 DBL	\$4	\$4.00	119,9788	1.25	2,000.00	93,434	\$373 736.00	5.559
06	1	\$4	\$4	\$4.00	149.8016	1 00	1,600.00	74 833	\$299,332.00	4 459
			T	otal (4.00):	39.9596	3.75	6,000.00	280,536	\$1,122,144.00	16.689
07	5	\$1 x 5	\$5	\$5.00	600.8200	0.25	400.00	18,658	\$93,290.00	1.399
08	3	\$1 + \$1 DBL + \$2	\$5	\$5.00	300.2410	0.50	800.00	37,337	\$186,685.00	2 779
09	1	\$5	\$5	\$5.00	599.5668	0.25	400.00	18,697	\$93,485.00	1.399
		2008年11日 日本 1998年12日 10日	Ţ	otal (5.00):	150.0843	1.00	1,600.00	74,692	\$373,460.00	5.559
10	2	\$5 x 2	\$10	\$10.00	601 4002	0.25	400 00	18,640	\$186 400.00	2 779
11	3	\$2 + \$2 DBL + \$4	\$10	\$10.00	600.8200	0.25	400 00	18,658	\$186,580 00	2 779
12	2	\$2 + \$4 DBL	\$10	\$10.00	601 4002	0.25	400 00	18,640	\$186,400 00	2.77
13	1	\$10	\$10	\$10.00	599.5668	0.25	400 00	18,697	\$186,970 00	2 78
			To	tal (10.00):	150.1990	1.00	1,600.00	74,635	\$746,350.00	11.09
14	2	\$10 x 2	\$20	\$20.00	1198.8130	0.13	200.00	9,351	\$187 020.00	2.78
15	2	\$5 DBL + \$10	\$20	\$20 00	1091 6448	0 14	220.00	10,269	\$205,380.00	3.05
16	5	\$4 x 5	\$20	\$20 00	1199.9679	0 13	200.00	9,342	\$186,840.00	2.78
17	5	\$1 + \$4 + \$5 x 3	\$20	\$20 00	1335.6488	0.11	180.00	8,393	\$167,860.00	2.49
18	1	\$20	\$20	\$20.00	1329 4711	0.11	180.00	8,432	\$168,640.00	2.519
A STATE			To	otal (20.00):	244.8315	0.61	980.00	45,787	\$915,740.00	13.619
		及《红旗》的一种"新新·红蓝色"。——	Totai (Low Tiers).	4.7076	31 86	50.980.00	2,381,262	\$5,848,184.00	86.92
			Mon	Tiers						
19	3	\$10 + \$10 DBL + \$20	\$50	\$50.00	2405 6009	0 06	100.00	4 660	\$233 000.00	3.469
20	2	\$10 + \$20 DBL	\$50	\$50.00	2396.8570	0 06	100.00	4 677	\$233,850.00	3.48
21	1	\$50	\$50	\$50.00	3218.5185	0 05	75.00	3 483	\$174 150.00	2.59
			THE RESERVE OF THE PERSON OF T	otal (50.00):	874,4228	0.17	275.00	12,820	\$641,000.00	9.53
22	5	\$20 x 5	\$100	\$100.00	40324 1007	0 00	6.00	278	\$27,800.00	0 41
23	1	\$50 DBL	\$100	\$100.00	23902 1322	0 01	10.00	469	\$46,900.00	0 70
24	1	\$100	\$100	\$100.00	47500.4237	0.00	5.00	236	\$23,600.00	0.35
			Tot	al (100.00):	11403.9674	0.01	21.00	983	\$98,300.00	1.469
			Total	(Mid Tiers)	812 1495	0 18	296.00	13,803	\$739,300.00	10.99
25	1	\$3,000	\$3,000	\$3,000.00	238512.7660	0.00	1.00	47	\$141 000.00	2 10
			Total (High Tiers):	238512.766D	8:00	1.66	47	5141,000.00	2.10
				Total :	4,6804	32.05	51,277.00	2,395,112	\$6,728,484.00	100.00

DBL = doubler (horseshoe)
There will be no more than 33 winners per pack.

ORIGINAL ORDER

SHIPMEN COMPLE POOLS #	TE
	11 210,100.00
	1 120 734.00
	448 428.00
	336 450.00
	112,269.00
	93 434 00
	74,833.00
	18,658.00
	37 337 00
	18,697 00
	18,640 00
	18,658.00
	18,640 00
	18,697.00
	9 351.00
	10,269.00
	9,342.00
	8,393.00
	8 432.00
	4,660.00
	4,677 00
	3 483.00
	278.00
	469 00
	236.00
	47.00

No	10/03/16					
	Game Name	Game No	Inv No	Vendor	TLC PO #	
	Lucky Bucks	1689	1017123	SGI	362-15-9204 RL013 RV1	

Truck#	Description/	Tickets Delivered Qty 11,210,100	Units per 1000 11,210 10	Unit Price \$9 30	Amount \$104,253 93
	Delivered Ordered	11,210,100 11,040,000			
	2% under 2% over	10,819,200 11,260,800			
	Accetable Range	Ö			

Total \$104,253.93

Instant Ticket Game Analysis 2/23/14-2/27/16

Average Number of Weeks for 85% Average Sell Through

	直伸到而是沙沙	Price	Point			Price Point				
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$25	\$50	
< 5M	None	None	None	None	2M	None	None	None	None	
5M-9.99M	Week 16	Week 21	Week 21*	Week 22	3M	None	Week 12*	None	Week 71*	
10M-14 99M	Week 17	None	Week 26	Week 31	4M	Week 15*	Week 28*	None	None	
15M-19.99M	None	None	Week 40*	Week 51	5M	Week 18	Week 47*	None	None	
20M-24 99M	Week 36	None	Week 25	Week 39	6M	Week 26	None	None	None	
25M-29.99M	Week 24*	Week 39*	Week 32*	None	7M	None	None	None	None	
30M-34 99M	Week 51*	Week 66*	None	None	8M	Week 19	None	None	None	
>35M	None	None	None	None	>9M	None	Week 39*	None	None	

Average Weekly Dollar Sales at 85% Average Sell Through

		Price	Point			Price Point				
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$25	\$50	
< 5M	None	None	None	None	2M	None	None	None	None	
5M-9.99M	\$476,747	\$641,811	\$888,939	\$1,723,223	3M	None	\$5,141,903	None	\$2,195,114	
10M-14 99M	\$577,433	None	\$1,236,839	\$1,456,631	4M	\$2,420,727	\$2,572,436	None	None	
15M-19.99M	None	None	\$1,056,146	\$1,448,693	5M	\$2,609,962	\$2,150,202	None	None	
20M-24 99M	\$523,049	None	\$2,123,051	\$2,266,672	6M	\$2,024,322	None	None	None	
25M-29.99M	\$906,926	\$1,139,763	\$1,998,723	None	7M	None	None	None	None	
30M-34.99M	\$521,486	\$790,002	None	None	8M	\$4,563,190	None	None	None	
>35M	None	None	None	None	>9M	None	\$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