TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

Instant Ticket Information		Date Completed	8/28/2017
Game #	1699	Confirmed Packs	1,163
Game Name	Big Cash Money	Active Packs	942
Quantity Printed	7,306,500	Warehouse Packs	281
Price Point	\$2	Returned Packs	3,938
Start Date	3/6/2017	Printed Payout Percentage	64 98%
Top Prize	\$ 25,000	Percent Sold	88.27%
Number of Top Prizes Remaining	2	Number of Weeks Out	25

	Current Game	Sales Analysis
TANGIBLE COSTS		
Expenditure Impact·		
Cost to print tickets	\$ 106,237	Actual ticket production costs
Prize payout expense	\$ 7,935,009	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 8,041,246	
TANGIBLE BENEFITS		
Revenue Impact:		
Estimated sales	\$ 12,898,895	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 12,898,895	
Excess of Revenue over Expended	\$ 4,857,650	

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.

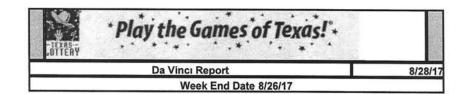
Weekly Sales	Comparison Inform	ation	
Previous 3 W	eeks Sales from DaVii	ncı	
Most recent week sales	\$	70,484	
Next week	\$	74,564	
Next week	\$	94,386	
Avg Weekly Sales Current Game	\$	79,811	Paradag
Avg Weekly Sales \$2, 5M-9 99M Qty	\$	691,115	
Percentage Of Variance In Sales		88%	

TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1699	Printed Payout Percentage	64 98%
Game Name	Big Cash Money	Actual Payout Percentage	61 52%
Percent Sold	88 27%	Number of Weeks Out	25
Average # of Weeks for 85% Sell-thro	ough for Same Price Poin	t Game With Similar Print Run	21
Recommendation Based on the findings in this Sun I am recommending closing the a	11th	mmending closing the above game	
T an recommending closing the a	above game based on the	e below business reason(s)	

Instant Product Coordinator Products Manager By signing below, I agree with the reco	Date 8/28/17 Date Small of the Production of	7 lucts Department Staff to close the al	bove game
Lottery Operations Division Director Not Required > 85% Sold	Date		



														To the second	Net S	ales	
roduct Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold C	onfirmed	Active	Ware	Return	8/26/17	8/19/17	8/12/17	8/5/17
aseline	1854	\$1	9,297 150	LUCKY SYMBOLS	7/17/17			6	45.20%	15,511	10 159	5,890	19	\$690 708.00	\$819 402.00	\$833,208.00	\$861 293,00
	1881	\$1	8,089 500	TEXAS A&M UNIVERSITY	8/21/17			1	1.87%	22,495	5,411	23,584	2	\$151,350.00	\$0	\$0	SC
	1880	\$1	8,199 750	THE UNIVERSITY OF TEXAS	8/21/17			1	2.41%	22,114	6,345	23,295	11	\$197,850.00	\$0	so	\$0
	1873	\$2	7 259 750	TRIPLE 777	8/21/17			1	4 71%	15,432	8,683	28,905	3	\$683,538.00	\$0	\$0	S
	1883	\$2	7 220 125	WILD 10'S	6/28/17			8	61 11%	11 397	8,309	1 296	9	\$924,676.00	\$1 075,248.00	\$1 059,956.00	\$1 147 056.00
	1888	\$3	6,087 875	\$75 000 CA\$H	6/19/17			10	44 15%	12,927	7 112	5,951	19	\$728 163.00	\$789,909.00	\$981,207 00	\$1 168,665.0
	1839	\$3	8,106,125	BACK TO SCHOOL CROSSWORD	6/28/17			8	40 73%	14 267	7 457	14,960	13	\$1,236,600.00	\$1 359 786.00	\$1,359 795.00	\$1,304,988.0
	1882	\$3	7 325,750	DOMINOES	6/5/17			12	42.18%	8,078	4,591	18,007	1 907	\$473,052.00	\$477 072.00	\$546,696.00	\$681,552.0
	1889	\$5	6,235,500	\$200,000 CA\$H	6/19/17			10	63.33%	14,381	8,422	6 104	14	\$1 339 685.00	\$1 519,300.00	\$1 698 455.00	\$1,924 165.0
	1840	\$5	8,009 700	7	8/7/17			3	22,52%	18,932	9 443	50 717	13	\$2,803,245 00	\$3,711,530.00	\$2,503 485.00	S
	1855	\$5	9,912,300	COWBOYS	8/21/17			1	1 99%	19,556	9 757	98,041	3	\$984,040 00	\$0	\$0	s
	1859	\$5	22 450,575	CROSSWORD CONNECT	6/28/17			8	13.68%	14,962	7,935	233,386	17	\$1 616,615.00	\$1 773,760.00	\$1 738 165.00	\$1 956,070.0
	1846	\$5	5,626,275	FAST CASH MULTIPLIER	7/17/17			6	33.60%	17 131	9,636	21 655	13	\$1 191 535.00	\$1 476,490.00	\$1 672,130.00	\$2,060,350.0
	1856	\$5	5,522,550	HOUSTON TEXANS	8/21/17			1	1 93%	20 460	7,332	42,806	1	\$533,265.00	\$0	\$0	\$
	1742	\$5	7 339,575	LUCKY 7	6/5/17			12	56.81%	9,813	5,532	25 481	13	\$1 055,950.00	\$1 198,900 00	\$1 275,125.00	\$1 558,200.0
	1892	\$10	4 121 250	\$500 000 CA\$H	6/19/17			10	58.52%	16 419	7 906	8 174	18	\$1 638,060.00	\$1 838,420 00	\$2,037 740.00	\$2,518,040.0
	1830	\$10	10,279,550	50X SUPER TICKET	6/5/17			12	43.61%	19,260	8,215	86 105	25	\$2,332,600.00	\$2,512,420.00	\$2,664 710 00	\$3,305,430 0
	1860	\$10	13,338 450	BIG PLAY CASHWORD	7/17/17			6	10.71%	19,110	8,832	208,291	7	\$2 144,780.00	\$2,359,380.00	\$2,505,750 00	\$2,908,430 0
	1852	\$10	8 198,550	WHEEL OF FORTUNE	8/7/17			3	13.13%	24,326	9 624	105 611	12	\$3 759,670.00	\$4,240,220.00	\$2,768,490.00	s
	1845	\$20	7,210,600	100 MILLION GOLDEN TREASURES	8/7/17			3	8.81%	22,401	9,428	227,296	14	\$4,308 740.00	\$4,952 100.00	\$3 445,080.00	S
- 1 - 1 - NO																	
Mature	1825	\$1	30,598,200	5X THE CASH	1/3/17			34	79.30%	7 781	4 840	27 314	13	\$350,541 00	\$360 105.00	\$376,037 00	\$365,522.0
	1875	\$1	9 011 250	ACES HIGH	4/17/17			19	87 55%	2,253	1 903	25	2,099	\$124,635.00	\$155 472.00	\$179,666.00	\$227 878.0
	1626	\$1	1,091 250	DID I MN3	9/12/14			154	0.00%	0	0	804	155	\$0	\$0	\$0	\$
	1836	\$1	10,277 100	FIESTA DE GANANCIAS	3/20/17			23	65.45%	2,695	1 976	14 818	3,159	\$96,989.00	\$112,242.00	\$111 551 00	\$138,548.0
	1843	\$1	12,392 100	INSTANT WINNINGS	5/15/17			15	71 37%	13 190	8,347	642	28	\$494,011 00	\$538,261 00	\$521 898.00	\$534,345.0
	1823	\$2	21,536,125	10X THE CASH	12/19/16			36	86.87%	5,682	4 019	10,003	10	\$357,008.00	\$392,736.00	\$401,526,00	\$430,688.0
	1699	\$2	7,306,500	BIG CASH MONEY	3/6/17			25	88.27%	1,163	942	281	3,938	\$70,484.00	\$74,564.00	\$94,386.00	\$109 116.0
	1858	\$2	39,846 125	BREAK THE BANK	5/11/17			15	18 72%	13,941	9,570	232,174	27	\$1,287 120.00	\$1,350,272.00	\$1,308,324.00	\$1,315,902.0
	1695	\$2	7 123,625	CARD SUITS	4/3/17			21	73 78%	1,992	1 835	5,397	4,843	\$134,996.00	\$142,648.00	\$174,504.00	\$199 140.0
	1861	\$2	34 912,250	INSTANT BINGO	5/1/17			17	22.51%	13,255	9,382	191 478	20	\$959,848.00	\$1 013,662.00	\$987 216.00	\$1,024,258.0

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Liability for 1699 / for Life to Date

Proc Activ		Status	SmartCash N/A		Validation Rang	je 07/25/2	015 - 12/31/2037		
			Outstan	ding 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	148116	\$296,232 00	611760	\$1,223,520 00	80 51%	5882307
	2	N/A	\$5 00	64100	\$320,500 00	306166	\$1,530,830 00	82 69%	6041607
2 3 4 5 6	3	N/A	\$6 00	25485	\$152,910 00	149871	\$899,226 00	85 47%	6244625
4	4	N/A	\$10 00	19297	\$192,970 00	97638	\$976,380 00	83 50%	6100757
5	5	N/A	\$10 00	7933	\$79,330 00	50603	\$506,030 00	86 45%	6316297
6	6	N/A	\$10 00	10775	\$107,750 00	47675	\$476,750 00	81 57%	5959578
7	7	N/A	\$15 00	3217	\$48,255 00	16227	\$243,405 00	83 46%	6097643
8	8	N/A	\$16 00	7799	\$124,784 00	50653	\$810,448 00	86 66%	6331625
9	9	N/A	\$20 00	1569	\$31,380 00	8145	\$162,900 00	83 85%	6126358
10	10	N/A	\$20 00	1310	\$26,200 00	8441	\$168,820 00	86 57%	6324906
11	11	N/A	\$20 00	1316	\$26,320 00	8398	\$167,960 00	86 45%	6316655
12	12	N/A	\$20 00	1313	\$26,260 00	8432	\$168,640 00	86 53%	6322053
13	0	N/A	\$30 00	373	\$11,190 00	2064	\$61,920 00	84 69%	6188188
14	0	N/A	\$30 00	324	\$9,720 00	2202	\$66,060 00	87 17%	6369324
15	0	N/A	\$30 00	381	\$11,430 00	2024	\$60,720 00	84 16%	6149004
16	0	N/A	\$50 00	217	\$10,850 00	1161	\$58,050 00	84 25%	6155911
17	0	N/A	\$50 00	175	\$8,750 00	1187	\$59,350 00	87 15%	6367705
18	0	N/A	\$50 00	134	\$6,700 00	902	\$45,100 00	87 07%	6361450
19	0	N/A	\$100 00	39	\$3,900 00	170	\$17,000 00	81 34%	5943086
20	0	N/A	\$100 00	28	\$2,800 00	187	\$18,700 00	86 98%	6354955
21	0	N/A	\$100 00	16	\$1,600 00	171	\$17,100 00	91 44%	6681344
22	0	N/A	\$100 00	27	\$2,700 00	159	\$15,900 00	85 48%	6245879
23	0	N/A	\$100 00	67	\$6,700 00	412	\$41,200 00	86 01%	6284505
24	0	N/A	\$1,000 00	2	\$2,000 00	14	\$14,000 00	87 50%	6393187
25	0	N/A	\$25,000 00	2	\$50,000 00	5	\$125,000 00	71 43%	5218928
			Totals	294015	\$1,561,231 00	1,374,667	\$7,935,009 00	1	

NO OF TICKETS. (+/ 2%) NO POOLS

PACK SIZE.

7,306,500 30 125 1,920

Minimum. Maximum.

7 056,000

7 344,000

TEXAS LOTTERY COMMISSION BIG CASH MONEY" - INSTANT GAME NO. 1699 END OF PRODUCTION PRIZE STRUCTURE 15-Jul-15

ACK SIZE.	L	12 1,920)			END OF PRO	DUCTION PRIZE ST 15-Jul-15	TRUCTURE		VERSION A		
ACKS/GAM	Æ.	58 45	7,306,500		es Ticvete	614 (17 000	DELENTE	DRIZE ELDID	50 104 210			
			7,300,300		\$2 TICKETS	\$14,613,000	REVENUE	PRIZE FUND	\$9 496,240		PAYOUT %	64.98%
				#05 H 110			WINNERS IN	WINNERS IN	WINNERS IN			VALIDATION
PRIZE	PRIZE LEVEL	TIER		#OF WAYS		ODDS OF	30	125	240,000	PRIZE	OF PRIZE	TIER
TIER	REFERENCE NUMBER	CODE	GET:	TO WIN	WIN.	1 IN	POOLS	(PER PACK*)	(Per Pool)	COST	FUND **	LEVELS
1	1	L	\$2	1	\$2	9,62	759,876	13.00	24960.000	\$1 519,752	16.00%	
2	2	L	\$5	1	\$5	19.73	370,266	6.33	12162.299	\$1,851,330	19.50%	
3	3	L	\$2x3	3	\$6	41.67	175,356	3.00	5760.000	\$1,052,136	11.08%	
4	4	L	\$10	1	\$10	62,48	116,935	2.00	3841.018	\$1,169,350	12.31%	
5	5	L	\$2D + \$2x3	4	\$10	124.82	58,536	1.00	1922.759	\$585,360	6.16%	
6	6	L	\$5D	1	\$10	125.00	58,450	1.00	1919.934	\$584,500	6.16%	
7	7	L	\$15	1	\$15	375.77	19,444	0.33	638,686	\$291,660	3.07%	
8	8	L	\$2 x 8	8	\$16	125.00	58,452	1.00	1920.000	\$935,232	9.85%	
9	9	L	\$20	1	\$20	752.16	9 714	0.17	319.080	\$194,280	2.05%	
10	10	L	\$10 x 2	2	\$20	749.31	9,751	0.17	320.296	\$195,020	2.05%	
11	- 11	L	\$5x2 + \$5D	3	\$20	752.16	9,714	0.17	319.080	\$194,280	2.05%	LOW TIER
12	12	L	\$5x2 + \$10	3	\$20	749 77	9,745	0.17	320.099	\$194,900	2.05%	92.33%
13	0	M	\$15x2	2	\$30	2,998.15	2,437	0.04	80,000	\$73,110	0.77%	
14	0	M	\$5D +\$5x2 + \$10	4	\$30	2,892.52	2,526	0.04	83,000	\$75,780	0.80%	
15	0	M	\$30	1	\$30	3,038.05	2,405	0.04	79.000	\$72,150	0.76%	
16	0	M	\$50	1	\$50	5,302.25	1,378	0.02	45.000	\$68,900	0.73%	
17	0	M	\$10D + \$10x3	4	\$50	5,364.54	1,362	0.02	45.000	\$68,100	0.72%	
18	0	M	\$2x5+\$10x2+\$20	8	\$50	7,052.61	1,036	0.02	34.000	\$51,800	0.55%	
19	0	M	\$100	1	\$100	34,959.33	209.0000	0.00	7.000	\$20,900	0.22%	
20	0	M	\$20x5	5	\$100	33,983.72	215,0000	0.00	7,000	\$21,500	0.23%	
21	0	M	\$10 + \$15x2 + \$30D	4	\$100	39,072.19	187.0000	0.00	6.000	\$18,700	0.20%	MID TIER
22	0	M	\$10x10	10	\$100	39,282.26	186.0000	0.00	6.000	\$18,600	0.20%	5.66%
23	0	M	\$10x6+\$20x2	8	\$100	15,253.65	479.0000	0.01	15.833	\$47,900	0.50%	-
24	0	Н	\$1,000	1	\$1 000	456,656.25	16		0.526	\$16,000	0.17%	HIGH TIER
25	0	H	\$25,000	1	\$25,000	1,043 785 71	7	•••	0.230	\$175,000	1.84%	2.01%
					12000000	4.38	1 668,682	28.55	54 812	\$ 9496,240	100 00%	100.00% ***
lote: "D" =	Win DOUBLE by revealing a	2"				4 3786						
			Consolidated odds are	1 in	\$2	9 62	759 876	* Fach of the fo	ollowing GI FPS w	rill he used in approvir	nately 16 7% of e	ach pack of 125 ticket
			Consolidated outs are		\$5	19 73	370,266	** Numbers are		ce used in approxit		acii pack or 125 ticket
					\$6	41 67	175,356			eed delivery to the Lot	terv	
					\$10	31 23	233 921					ed for Validation Purp
					\$15	375 77	19 444	Low Het - 3	- 324 >> Wild-110	u - 323 - 3333 Tilgii	Tici - 3000 / (C.	ed for validation ruly
					\$16	125 00	58,452					
					\$20	187 71	38,924					
					\$20 \$30	187 71 991 65	38,924 7 368					
					\$20 \$30 \$50	187 71 991 65 1 934 98	38,924 7 368 3 776					
					\$20 \$30 \$50 \$100	187 71 991 65 1 934 98 5 726.10	38,924 7 368 3 776 1 276					
					\$20 \$30 \$50	187 71 991 65 1 934 98	38,924 7 368 3 776					

No	08/28/17

TLC PO# Game Name Vendor Game No Inv No Big Cash Money PBL 1699 25503 362-15-9202; RL015

Truck#

Description/Tickets Delivered Qty

Units per 1000

Unit Price

Amount

7,306,500

0

7,306.50

\$14.54

\$106,236 51

Delivered 7,306,500 7,200,000 Ordered

7 056 000 2% under 2% over 7,344 000

Accetable

Range

Scratch Ticket Game Analysis 2/22/15-2/25/17

Average Number of Weeks for 85% Average Sell Through

	设建设建设设置	Price	Point	
Print Quantities	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	Week 11	Week 21	Week 17	Week 19
10M-14.99M	Week 19	None	Week 26*	Week 26
15M-19 99M	None	Week 21*	None	Week 32
20M-24 99M	Week 35*	None	Week 26	Week 42*
25M-29 99M	Week 33*	Week 36*	Week 33*	None
30M-34 99M	None	None	None	Week 39*
>35M	None	None	Week 48*	None

		Price Point	
Print Quantities 2M	\$10	\$20	\$50
2M	None	None	None
3M	None	None	None
4M	None	None	None
5M	Week 20	Week 47*	None
6M	Week 23*	None	None
7M	None	None	None
8M	Week 19	Week 34*	None
>9M	Week 30	Week 52*	None

Average Weekly Dollar Sales at 85% Average Sell Through

		Price	Point	300
Print Quantities	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9 99M	\$677,452	\$691,115	\$1,048,153	\$1,846 165
10M-14.99M	\$529,420	None	\$995 703	\$2 330,999
15M-19.99M	None	\$1 273,552	None	\$2 177,203
20M-24.99M	\$551,431	None	\$2,048,240	\$2,091 160
25M-29.99M	\$665,806	\$1,198,731	\$2,010,942	None
30M-34.99M	None	None	None	\$3 329,657
>35M	None	None	\$1 875,795	None

		Price Point	
Print Quantities 2M 3M 4M	\$10	\$20	\$50
2M	None	None	None
3M	None	None	None
4M	None	None	None
5M	\$2,437,509	\$2,150,202	None
6M	\$2,289,667	None	None
7M	None	None	None
8M	\$4,563,190	\$4,102 734	None
>9M	\$3,308,551	\$3,358,044	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