TEXAS LOTTERY COMMISSION Instant Ticket Game Closing Analysis SUMMARY REPORT

Instant Ticket Information		Date Completed	d 12/7/2015
Game #	1712	Confirmed Packs	2,6031
Game Name	Scoop The Cash Blackjack	Active Packs	1,648
Quantity Printed	10,175,550	Warehouse Packs	
Price Point	\$11	Returned Packs	2,103
Start Date	7/20/2015	Printed Payout Percentage	60.03%
Top Prize	\$ 2,100	Percent Sold	89.32%
Number of Top Prizes Remaining	5	Number of Weeks Out	20

	Cui	rrent Game Sales	Analysis
TANGIBLE COSTS	<u> </u>		
Expenditure Impact:			
Cost to print tickets	\$	97,177 🗸	Actual ticket production costs
Licensing Fee Cost	\$	76,317	,
Prize payout expense	\$	5,012,280	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$	5,185,773	
TANGIBLE BENEFITS			
Revenue Impact:			
Estimated sales	\$	9,088,801	# of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$	9,088,801	unes the price point
Excess of Revenue over Expended	\$	3,903,028	

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 Compa	arison Informatio	on .
Previous 3 Weeks S	ales from DaVinci	
Most recent week sales	\$	117,452
Next week	\$	106,196 🗸
Next week	\$	157,696 🗸
Avg Weekly Sales Current Game	\$	127,115
Avg Weekly Sales \$1; 10M-14.99M Qty	\$	563,510 √
Percentage Of Variance In Sales		77%

TEXAS LOTTERY COMMISSION Instant Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1712	Printed Payout Percentage [60.03%
Game Name	Scoop The Cash Blackjack	Actual Payout Percentage [55.15%
Percent Sold	89.32%	Number of Weeks Out	
Average # of Weeks for 85% Sell-thro	ough for Same Price Point Game	e With Similar Print Run.	18
Recommendation			
Based on the findings in this Sur	nmary Report, I am recommend	ing closing the above game.	
I am recommending closing the	ahove game hased on the helow	/ husiness reason(s):	
Tam recommending closing the	above game based on the below	business reason(s).	
4			
Wal Boursonk	12/7/15		
Instant Product Coordinator	Date		
$\Omega D = -$	11/		
'WW	12/9/15		
Products Manager	Date		
By signing below, I agree with the rec	ommendation of the Products D	epartment Staff to close the abov	e game.
1-# O B' : : : B' : : :	-		
Lottery Operations Division Director	•		
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pequii	throug.		
Contr Not Ke	1-11-		
35%			
Lottery Operations Division Director Contr Not Require 7 85% Self			
Executive	Date		



	DATE:	No.	75 N 193	经验的新发生 表现得数据	1	NAME OF	18 6 6 6			100		THE PARTY			Net S	ales	
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	12/5/15	11/28/15	11/21/15	11/14/15
Baseline	1717	\$1	11,256,000	EMOJI MATCH	9/8/15			13	61.31%	11,436	6,894	8,270	375	\$365,406.00	\$353,150.00	\$426,361.00	\$454,252.00
	1751	\$1	7,335,750	FAST CASH	12/7/15			0	0.00%	127	13	14,398	0	\$0	\$0	\$0	\$0
	1727	\$1	11,256,000	MUSTACHE MONEY	11/2/15			5	24.58%	17,974	10,704	25,692	4	\$634,035.00	\$589,294.00	\$661,906.00	\$579,744.00
	1722	\$1	12,922,050	SEASON'S GREETINGS	10/5/15			9	42.49%	21,721	12,801	12,253	6	\$771,895.00	\$666,600.00	\$715,448.00	\$655,652.00
	1778	\$2	25,266,625	BREAK THE BANK	11/18/15			2	1.44%	18,303	4,650	173,226	1	\$562,618.00	\$153,250.00	\$11,000.00	\$0
	1730	\$2	15,815,375	LUCKY GEMS BINGO	11/16/15			3	9.78%	22,633	9,718	78,405	4	\$1,362,148.00	\$1,074,242.00	\$656,732.00	\$0
	1780	\$2	8,919,000	SOLID GOLD	12/7/15			0	0.00%	101	12	41,603	0	\$0	\$0	\$0	\$0
	1724	\$2	10,091,625	STOCKING STUFFER	10/19/15			7	32.19%	22,570	10,528	19,368	4	\$1,155,196.00	\$958,202.00	\$978,926.00	\$1,045,386.00
	1728	\$2	5,133,625	VETERANS CASH	11/2/15			5	27.21%	17,285	8,309	3,151	5	\$594,296.00	\$595,960.00	\$663,470.00	\$579,456.00
	1783	\$2	7,137,375	WWE	11/16/15			3	8.19%	21,034	9,397	20,543	4	\$476,698.00	\$342,182.00	\$350,258.00	\$0
	1696	\$3	20,466,300	TEXAS LOTERIA	9/8/15			13	40.66%	29,815	11,931	114,703	6	\$2,365,974.00	\$2,108,184.00	\$2,316,513.00	\$2,263,314.00
	1715	\$5	20,354,025	\$100,000 CASHWORD-O-RAMA	9/21/15			11	20.05%	18,083	6,968	189,080	12	\$2,037,605.00	\$1,871,410.00	\$2,108,450.00	\$2,046,420.00
	1721	\$5	7,958,700	777 SEVENS	9/21/15			11	67.65%	15,067	7,014	9,939	16	\$1,723,290.00	\$1,609,550.00	\$1,862,300.00	\$2,012,580.00
	1768	\$5	8,066,400	HIGH ROLLER	10/19/15			7	38.44%	18,062	7,531	38,548	9	\$1,836,470.00	\$1,682,575.00	\$2,019,420.00	\$2,256,295.00
	1731	\$5	6,973,275	HOLIDAY TREASURES	11/16/15			3	20.36%	23,563	10,925	36,224	4	\$2,912,035.00	\$2,551,240.00	\$1,635,000.00	\$0
	1718	\$5	8,422,800	INSTANT JACKPOT!	9/8/15			13	44.83%	9,400	4,828	44,293	1,489	\$871,560.00	\$816,540.00	\$976,625.00	\$1,061,385.00
	1723	\$5	8,528,175	MERRY MONEY	10/5/15			9	45.59%	21,033	9,824	28,196	4	\$2,277,075.00	\$1,963,840.00	\$2,181,090.00	\$2,051,850.00
	1733	\$5	12,236,475	SUPER LOTERIA	12/7/15			0	0.00%	135	30	121,482	0	\$750.00	\$0	\$0	\$0
	1729	\$5	8,438,925	WILD 10'S	11/2/15			5	31.01%	20,135	8,892	45,892	5	\$2,194,700.00	\$2,121,000.00	\$2,869,000.00	\$3,475,130.00
	1748	\$10	5,040,600	\$250,000 CASH	9/8/15			13	59.39%	14,971	6,704	17,156	18	\$1,862,230.00	\$1,666,040.00	\$1,872,580.00	\$1,802,090.00
	1726	\$10	5,617,300	HAPPY HOLIDAYS	10/19/15			7	38.23%	22,145	10,415	33,325	4	\$3,706,640.00	\$3,110,060.00	\$3,328,820.00	\$3,184,690.00
	1711	\$20	4,160,625	HOLIDAY GAME BOOK	10/5/15	Take to the same		9	37.64%	29,689	9,965	60,137	6	\$4,261,420.00	\$3,533,820.00	\$3,963,780.00	\$3,370,640.00
Mature	1691	\$1	32,555,550	\$1 SET FOR LIFE	8/3/15	CONTRACTOR OF THE PARTY OF THE	NEW YORK	18	41.94%	18,428	8,976	95,893	23	\$577,525.00	\$517,791.00	\$586,246.00	\$647,407.00
	1680	\$1	22,494,750	5X THE CASH	6/15/15			25	68.46%	12,589	5,985	26,887	21	\$439,640.00	\$393,367.00	\$449,632.00	\$469,205.00
	1348	\$1	859,650	7-11-21	9/16/10			272	0.16%	0	0	264	99	\$0	\$0	\$0	\$0
	1626	\$1	1,091,250	DID I WIN?	9/12/14			64	0.00%	0	0	4,517	330	\$0	\$0	\$0	\$0
	1447	\$1	860,400	MONEY CRAZE	9/17/12			168	0.00%	0	0	0	283	\$0	\$0	\$0	\$0
	1712	\$1	10,175,550	SCOOP THE CASH BLACKJACK	7/20/15			20	89.32%	2,603	1,648	0	2,103	\$117,452.00	\$106,196.00	\$157,696.00	\$185,412.00
	1692	\$2	30,589,250	\$2 SET FOR LIFE	8/3/15			18	32.18%	19,363	7,964	136,525	23	\$822,302.00	\$790,876.00	\$875,872.00	\$949,562.00
	1682	\$2	14,140,875	10X THE CASH	7/20/15			20	50.02%	10,778	4,887	38,872	26	\$591,056.00	\$562,806.00	\$608,798.00	\$648,100.00

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Liability for 1712 / for Life to Date

Product Status: Active SmartCash Enabled:

N/A

Validation Range: 06/29/2015 - 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	\$1.00	246367	\$246,367.00	839007	\$839,007.00	77.30%	7865821
	2	N/A	\$2.00	41251	\$82,502.00	162278	\$324,556.00	79.73%	8113182
2	3	N/A	\$2.00	53180	\$106,360.00	218234	\$436,468.00	80.41%	8181784
4	4	N/A	\$2.00	38964	\$77,928.00	164517	\$329,034.00	80.85%	8227062
4 5 6 7	5	N/A	\$5.00	12094	\$60,470.00	55701	\$278,505.00	82.16%	8360326
6	6	N/A	\$5.00	11431	\$57,155.00	56424	\$282,120.00	83.15%	8461354
7	7	N/A	\$5.00	16823	\$84,115.00	84922	\$424,610.00	83.47%	8493076
8	8	N/A	\$10.00	5850	\$58,500.00	28061	\$280,610.00	82.75%	8420161
8	9	N/A	\$10.00	2765	\$27,650.00	14210	\$142,100.00	83.71%	8518089
10	10	N/A	\$10.00	5200	\$52,000.00	28726	\$287,260.00	84.67%	8615894
11	11	N/A	\$10.00	5059	\$50,590.00	28852	\$288,520.00	85.08%	8657514
12	12	N/A	\$20.00	1057	\$21,140.00	5326	\$106,520.00	83.44%	8490518
13	13	N/A	\$20.00	979	\$19,580.00	5409	\$108,180.00	84.67%	8616084
14	14	N/A	\$20.00	1538	\$30,760.00	9039	\$180,780.00	85.46%	8695924
15	15	N/A	\$20.00	1506	\$30,120.00	9123	\$182,460.00	85.83%	8733798
16	0	N/A	\$50.00	336	\$16,800.00	1775	\$88,750.00	84.08%	8555945
17	0	N/A	\$50.00	432	\$21,600.00	2739	\$136,950.00	86.38%	8789287
18	0	N/A	\$50.00	408	\$20,400.00	2755	\$137,750.00	87.10%	8862990
19	0	N/A	\$100.00	75	\$7,500.00	349	\$34,900.00	82.31%	8375629
20	0	N/A	\$100.00	72	\$7,200.00	348	\$34,800.00	82.86%	8431170
21	0	N/A	\$100.00	69	\$6,900.00	359	\$35,900.00	83.88%	8535099
22	0	N/A	\$2,100.00	5 4	\$10,500.00	25	\$52,500.00	83.33%	8479625
			Totals:	445461	\$1,096,137.00	1,718,179	\$5,012,280.00		

Prize Structure TEXAS LOTTERY GAME NO.1712 "SCOOP THE CASH BLACKJACK™" 4/20/2015 - VERSION A

Order Quantity: Price Point:

Revenue:

10,175,550 \$1.00 \$10,175,550.00

Pack Size: Packs/Game: Packs/Pool:

150 67,837 1,600

Pool Size: 240,000 Number of Pools:

42.40 Non-winners: 8,011,910 Overall Odds:

Winners: 2,163,640 4.7030

Prize Fund: Payout: **Total Payout** \$6,108,417.00 60.03%

						Contraction of the last of the	W. HIGH	Winners			
	Lin e	Wins	Get	Win	Value	Odds (1 in)	Pack	Pool	Total	Total Prize Cost %	% Prize Fun
-	01	1	\$1	\$1	\$1.00	9.3752	16.00	25,600.00	1,085,374	\$1,085,374.00	17.779
	02	1	\$2	\$2	\$2.00	49.9956	3.00	4,800.00	203,529	\$407,058.00	6.669
	03	1	\$1 (21)	\$2	\$2.00	37.4909	4.00	6,400.00	271,414	\$542,828.00	8.899
	04	2	\$1 x 2	\$2	\$2.00	50.0074	3.00	4,800.00	203,481	\$406,962.00	6.669
	05	1	\$5	\$5	\$5.00	150.0929	1.00	1,600.00	67,795	\$338,975.00	5.559
	06	3	(\$2 x 2) + \$1	\$5	\$5.00	149.9602	1.00	1,600.00	67,855	\$339,275.00	5.559
	07	2	\$2 (21) + \$1	\$5	\$5.00	100.0103	1.50	2,400.00	101,745	\$508,725.00	8.339
	08	1	\$10	\$10	\$10.00	300.0664	0.50	800.00	33,911	\$339,110.00	5.559
	09	4	\$5 + (\$2 x 2) + \$1	\$10	\$10.00	599.4433	0.25	400.00	16,975	\$169,750.00	2.789
	10	1	\$5 (21)	\$10	\$10.00	299.9337	0.50	800.00	33,926	\$339,260.00	5.559
	11	3	\$5 + \$2 (21) + \$1	\$10	\$10.00	300.0664	0.50	800.00	33,911	\$339,110.00	5.559
	12	1	\$20	\$20	\$20.00	1594.1642	0.09	150.00	6,383	\$127,660.00	2.099
	13	3	\$10 + (\$5 x 2)	\$20	\$20.00	1592.9164	0.09	150.00	6,388	\$127,760.00	2.099
	14	1	\$10 (21)	\$20	\$20.00	962.0450	0.16	250.00	10,577	\$211,540.00	3.469
	15	2	\$10 + \$5 (21)	\$20	\$20.00	957.3384	0.16	250.00	10,629	\$212,580.00	3.48
	16	1	\$50	\$50	\$50.00	4820.2511	0.03	50.00	2,111	\$105,550.00	1.739
	17	2	\$20 (21) + \$10	\$50	\$50.00	3208.9404	0.05	75.00	3,171	\$158,550.00	2.609
	18	4	(\$10 (21) x 2) + (\$5 x 2)	\$50	\$50.00	3217.0566	0.05	75.00	3,163	\$158,150.00	2.599
	19	1	\$100	\$100	\$100.00	23998.9387	0.01	10.00	424	\$42,400.00	0.699
	20	1	\$50 (21)	\$100	\$100.00	24227.5000	0.01	10.00	420	\$42,000.00	0.699
	21	2	\$50 (21)	\$100	\$100.00	23774.6495	0.01	10.00	428	\$42,800.00	0.709
*	22	1	\$2,100	\$2,100	#######	339185.0000	0.00	0.71	30	\$63,000.00	1.039
ALC:		CEVAN NO PERMIT	MAY BE SHOULD BE A SHOULD BE A SECOND	GENERAL SERVICE	Total:	4.7030	31.89	51,030.71	2,163,640	\$6,108,417.00	100.00%

^{*} Exact quantity to be delivered to the lottery.

428 30

No.	12/07/15 Game Name	Game No	Inv No.	Vendor	
	Scoop the Cash Blackjack	1712	1017569	SGI	362-15-92

Truck#	Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
1	10,175,550	10,175.55	\$9.55	\$97,176.50

TLC PO#

Delivered	10,175,550
Ordered	10,080,000
2% under	9,878,400
2% over	10,281,600
Accetable Range	0

362-15-9204 RL021

Total

\$97,176.50

SUBLICENSE AGREEMENT

This Sublicense Agreement (the "Sublicense") is between the North American Association of State and Provincial Lotteries ("NASPL" or "Licensee") and the Texas Lottery Commission, a member of NASPL (the "Sublicensee"), and an agency of the State of Texas, and is entered into and effective as of the date of execution by both parties hereto, as indicated in the signature block below (the "Effective Date").

RECITALS

- A. Taurus Games, Inc. ("Licensor") and Licensee have entered into an Intellectual Property License Agreement attached hereto and incorporated herein for all purposes, and as may be amended from time to time (the "License"), pursuant to which Licensee has certain rights and obligations with respect to Licensor's trademarks, copyrights and other intellectual property (the "Intellectual Property");
- B. The term "Authorized Members" as defined in the License includes Sublicensee;
- C. Sublicensee may choose to utilize certain aspects of the Intellectual Property in connection with the sale and distribution of lottery tickets, or the operation of video lottery terminals (only where authorized by applicable law; nothing herein shall enable Sublicensee to operate video lottery terminals in any jurisdiction where not authorized by law), or both, and the marketing, advertising, promotion and offering of lottery-related tickets and services (including but not limited to television, radio, print mediums, the Internet, social media, and all other forms of media whether now existing or hereafter created or developed) (the "Sublicensee's Business"); and
- D. Licensee wishes to allow Sublicensee to use and have the Intellectual Property available to it for use in connection with the Sublicensee's Business.

AGREEMENTS

The parties hereby agree as follows:

- 1. Grant. In accordance with the terms of the License, Licensee hereby grants to Sublicensee a non-exclusive, non-transferable sublicense to use, market, advertise, reproduce, distribute copies of, publicly display, and publicly perform the Intellectual Property, and to prepare derivative works thereto, in association with the Sublicensee's Business in the following territory: Texas.
- 1.1. Conditions to Grant. The sublicense granted hereunder is subject to the following conditions:
 - (a) Sublicensee shall obtain Licensee's written approval prior to using any Derivative Intellectual Property (as that terms is defined in Section 4.1 of this License);

- (b) Sublicensee shall provide Licensee (or, at Licensee's direction, Licensor) with information and samples relating to Sublicensee's use of the Intellectual Property, as Licensee may request from time to time, including, but not limited to:
 - (i.) monthly sales reports related to the Sublicensee fees due under this Sublicense; and
 - (ii.) samples of promotional materials or other materials relating to Sublicensee's use of the Intellectual Property;
- (c) Sublicensee acknowledges and agrees that, as a result of this Sublicense or any use permitted hereunder, it is not acquiring and will not acquire any ownership of or to the Intellectual Property;
- (d) Sublicensee may not sublicense any rights associated with the Intellectual Property;
- (e) Sublicensee agrees to take no action, directly or indirectly, to challenge, contest or impair the rights of Licensor or Licensee; and
- (f) Nothing herein shall require Sublicensee to implement or use the Intellectual Property for Sublicensee's Business.

2. Term and Termination.

- 2.1. <u>Duration</u>. This Sublicense and the rights granted hereunder shall terminate or expire pursuant to the same dates or time frames set forth in the License unless sooner terminated as provided herein.
- 2.2. **Termination**. Either party may terminate this Sublicense for any reason, or no reason at all, by giving thirty (30) days prior written notice.
- 2.3. Obligations Upon Termination. Upon expiration or termination of this Sublicense for any reason, Sublicensee shall cease and desist in all use of the Intellectual Property, subject to the right of Sublicensee to sell through existing inventory bearing the Intellectual Property for a 90-day period following any such expiration or termination.
- 3. <u>Sublicense Fees</u>. In consideration of the rights granted to Sublicensee herein, Sublicensee shall pay to Licensee the following fees due and payable within 30 days following the end of each quarter, for the quarter just ended:
 - (a) Three-fourths of one percent of all gross revenues generated from the sale of lottery tickets affixed with any of the Intellectual Property; and

10-175-550-

76-316-625000

- (b) Three-fourths of one percent of all gross revenues generated from the operation of video lottery terminals affixed with any of the Intellectual Property (if applicable).
- Miscellaneous. This Sublicense is not assignable by Sublicensee without the prior written consent of Licensee. This Sublicense is made under and shall be governed by and construed in accordance with the laws of the State of Texas, without regard to its conflict-of-law provisions. Exclusive jurisdiction and venue for any dispute, alternative dispute proceeding, claim, cause of action, arbitration or lawsuit arising out of or related to this Sublicense shall be before the tribunal, or state, provincial, or federal courts, located in Austin, Texas. If any term or provision of this Sublicense shall be held invalid under any applicable law, rule or regulation of any jurisdiction, this Sublicense shall remain in full force and effect and such provision shall be deemed modified to the minimum extent necessary to render it enforceable, and if such modification is not possible, the invalid provision shall be deleted. No waiver of any breach of any provision of this Sublicense shall constitute a waiver of any prior, concurrent or subsequent breach of the same or any other provisions hereof, and no waiver shall be effective unless made in writing and signed by an authorized representative of the waiving party. Notices shall be provided to the address noted below each signature. This Sublicense may be signed in counterparts or by facsimile each of which shall be an original but all of which together shall constitute one agreement.

IN WITNESS WHEREOF, the parties hereby agree to the terms and conditions of this Sublicense Agreement as of the Effective Date.

North American Association of State and Provincial Lotteries	The Texas Lottery Commission
Ву:	By: Lay Suj
DAVID GALE Print Name	Gary Grief Print Name
EXECUTIVE DIRECTOR	Executive Director
4/28/15 Date	5/19/15
Date	Date
	Address:
	611 E. 6 th Street
	Austin, TX 78701

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

Average Number of Weeks for 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	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 4.1	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					Price Point			
	\$1	\$2	\$3	\$5	Print Quantities	\$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 Unaudited - For Internal Use Only