

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 6/13/2016

Game #	1713	Confirmed Packs	11,371
Game Name	\$1,000,000 Instant Cashout	Active Packs	4,480
Quantity Printed	6,107,975	Warehouse Packs	27,945
Price Point	\$20	Returned Packs	48
Start Date	8/17/2015	Printed Payout Percentage	74.92%
Top Prize	\$ 1,000,000	Percent Sold	81.42%
Number of Top Prizes Remaining	0	Number of Weeks Out	43

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 217,322	Actual ticket production costs
Prize payout expense	\$ 74,902,185	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 75,119,507

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 99,462,265	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 99,462,265

Excess of Revenue over Expended \$ 24,342,758

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

<u>Previous 3 Weeks Sales from DaVinci</u>		
Most recent week sales	\$	1,148,980
Next week	\$	1,312,060
Next week	\$	1,367,720
Avg Weekly Sales Current Game	\$	1,276,253
Avg Weekly Sales \$20; 6M*	\$	1,645,408
Percentage Of Variance In Sales		22%

*No data for 6M; data used for 5M instead

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<div>1713</div>	Printed Payout Percentage	<div>74.92%</div>
Game Name	<div>\$1,000,000 Instant Cashout</div>	Actual Payout Percentage	<div>75.31%</div>
Percent Sold	<div>81.42%</div>	Number of Weeks Out	<div>43</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<div>53*</div>

*Only one game at this level with 85% sell through (no data for 6M; data used for 5M instead)

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):

Instant Product

Product

Date

**Not Required:
Zero Top Prizes**

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

Lottery Operations Division Director Date

Controller

Executive Director

Date

**Not Required:
Zero Top Prizes**

Play the Games of Texas!

Da Vinci Report 6/13/16

Week End Date: 6/11/16

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/11/16	6/4/16	5/28/16	5/21/16
Mature	1780	\$2	8,919,000	SOLID GOLD	12/7/15			27	82.76%	3,801	2,067	5,598	252	\$158,900.00	\$198,228.00	\$196,056.00	\$213,992.00
	1783	\$2	7,137,375	WWE	11/16/15			30	54.43%	1,053	393	17,180	6,967	\$26,178.00	\$37,858.00	\$44,450.00	\$52,588.00
	1798	\$3	35,460,375	BONUS CASHWORD	2/29/16			15	28.84%	21,376	9,295	168,989	9	\$2,302,068.00	\$2,413,818.00	\$2,302,890.00	\$2,558,922.00
	1786	\$3	6,093,375	LUCKY MULTIPLIER	1/18/16			21	88.30%	2,023	1,172	0	2,025	\$168,993.00	\$213,903.00	\$227,847.00	\$271,575.00
	1789	\$3	20,804,850	TEXAS LOTERIA	12/22/15			25	78.16%	28,970	11,258	17,492	12	\$1,703,841.00	\$1,785,606.00	\$1,790,067.00	\$1,920,744.00
	1715	\$5	20,354,025	\$100,000 CASHWORD-O-RAMA	9/21/15			38	79.04%	17,614	7,096	29,994	15	\$2,012,515.00	\$2,122,325.00	\$2,035,980.00	\$2,127,935.00
	1790	\$5	20,391,825	100000 MEGA BINGO	1/18/16			21	30.41%	15,048	7,750	165,111	6	\$1,223,645.00	\$1,309,535.00	\$1,274,445.00	\$1,324,745.00
	1784	\$5	15,224,625	BONUS BREAK THE BANK	12/7/15			27	56.67%	15,270	7,505	63,713	8	\$1,441,135.00	\$1,525,400.00	\$1,480,705.00	\$1,531,925.00
	1702	\$5	8,440,200	FUNKY 5'S	2/1/16			19	70.46%	6,056	3,758	22,103	211	\$557,715.00	\$619,425.00	\$642,370.00	\$739,425.00
	1736	\$5	15,295,350	HIT \$200,000	12/21/15			25	86.08%	7,863	1,969	10,958	6,615	\$406,145.00	\$505,530.00	\$554,605.00	\$683,755.00
	1625	\$5	8,423,775	MEGA SLOTS	2/15/16			17	51.57%	7,574	4,264	40,513	775	\$526,035.00	\$583,840.00	\$614,855.00	\$689,575.00
	1796	\$5	30,592,725	SUPER LOTERIA	2/29/16			15	33.05%	29,210	10,111	230,398	10	\$3,518,590.00	\$3,831,235.00	\$3,650,655.00	\$3,814,825.00
	1744	\$5	7,333,050	TEXAS LOTTERY LIVE!	3/7/16			14	51.86%	11,049	5,283	29,659	227	\$666,730.00	\$735,805.00	\$753,995.00	\$864,425.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7/21/14			99	66.09%	5,298	3,064	183,663	6	\$748,260.00	\$848,730.00	\$822,660.00	\$828,730.00
	1797	\$10	12,140,000	CASHWORD MULTIPLIER	3/9/16			13	35.59%	20,950	8,438	124,711	37	\$3,160,640.00	\$3,399,940.00	\$3,252,130.00	\$3,409,060.00
	1737	\$10	10,279,300	HIT \$500,000	1/4/16			23	84.52%	19,424	8,399	2,317	15	\$2,268,290.00	\$2,542,050.00	\$2,420,530.00	\$2,484,770.00
	1719	\$10	12,204,850	THE BIG MONEY SUPER TICKET	3/7/16			14	60.72%	28,227	9,262	56,317	15	\$3,092,890.00	\$3,807,420.00	\$3,589,890.00	\$3,973,760.00
	1713	\$20	6,107,975	\$1,000,000 INSTANT CASHOUT	8/17/15			43	81.42%	11,371	4,480	27,945	48	\$1,148,980.00	\$1,312,060.00	\$1,367,720.00	\$1,423,600.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			56	22.79%	13,086	4,491	1,035,276	39	\$1,444,340.00	\$1,635,280.00	\$1,609,880.00	\$1,647,000.00
	1745	\$20	6,102,825	\$500,000 MONEY MANIA	2/1/16			19	43.73%	15,660	6,684	112,370	873	\$1,271,940.00	\$1,542,200.00	\$1,485,740.00	\$1,643,820.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			200	53.48%	7,243	2,449	626,615	73	\$923,620.00	\$995,160.00	\$954,440.00	\$1,002,780.00
	1740	\$20	10,279,550	HIT \$1,000,000	12/21/15			25	55.28%	25,262	7,034	149,267	13	\$2,841,560.00	\$3,305,200.00	\$3,283,500.00	\$3,322,000.00
	1593	\$50	3,669,860	DIAMOND DOLLARS	5/4/15			58	80.57%	7,571	3,103	23,253	279	\$1,182,800.00	\$1,362,950.00	\$1,463,300.00	\$1,580,850.00
Sold/Closing	1727	\$1	11,256,000	MUSTACHE MONEY	11/2/15	5/15/16	6/29/16	32	93.01%	42	58	0	4,323	\$4,691.00	\$13,426.00	\$16,352.00	\$36,386.00
	1677	\$2	7,159,250	FIND THE 9'S	2/15/16			17	94.15%	1,034	739	0	1,256	\$81,310.00	\$112,810.00	\$131,248.00	\$188,472.00
	1724	\$2	10,091,625	STOCKING STUFFER	10/19/15	5/15/16	6/29/16	34	78.74%	8	5	4,151	12,276	-\$5,330.00	-\$7,356.00	-\$36,810.00	-\$35,544.00
	1728	\$2	5,133,625	VETERANS CASH	11/2/15	5/15/16	6/29/16	32	90.36%	23	16	0	3,003	-\$3,872.00	-\$430.00	-\$9,816.00	\$21,078.00
	1687	\$5	10,273,275	20X THE CASH	7/20/15	5/15/16	6/29/16	47	98.93%	11	0	0	1,133	-\$70.00	-\$3,895.00	\$2,285.00	\$20,615.00
	1768	\$5	8,066,400	HIGH ROLLER	10/19/15	5/15/16	6/29/16	34	82.67%	18	12	15,246	2,931	\$5,000.00	\$10,550.00	\$32,745.00	\$66,125.00
	1723	\$5	8,528,175	MERRY MONEY	10/5/15	5/15/16	6/29/16	36	82.58%	5	1	7,724	11,511	-\$5,220.00	-\$14,530.00	-\$37,355.00	-\$33,510.00
	1733	\$5	12,236,475	SUPER LOTERIA	12/7/15	5/15/16	6/29/16	27	97.41%	29	11	0	3,841	\$1,710.00	\$3,590.00	\$17,695.00	\$32,265.00
	1729	\$5	8,438,925	WILD 10'S	11/2/15	5/3/16	6/17/16	32	85.57%	31	22	11,421	3,453	\$16,435.00	\$29,055.00	\$65,770.00	\$111,600.00

No.	06/13/16				
	Game Name	Game No	Inv No.	Vendor	TLC PO #
	\$1,000,000 Instant Cashout	1713	25505	PBL	362-15-9202 RL018

Truck #	Description/Tickets Delivered Qty
1	2,980,000
2	3,127,975

Units per 1000	Unit Price	Amount
2,980.00	\$35.58	\$106,028.40
3,127.98	\$35.58	\$111,293.35
		<hr/> \$217,321.75

Delivered	6,107,975
Ordered	6,000,000

2% under	5,880,000
2% over	6,120,000

Accetable Range	0
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Total \$217,321.75

Liability for 1713 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 07/28/2015 - 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	\$20.00	127852	\$2,557,040.00	523967	\$10,479,340.00	80.39%	4909917
2	2	N/A	\$25.00	79661	\$1,991,525.00	327383	\$8,184,575.00	80.43%	4912606
3	3	N/A	\$50.00	74068	\$3,703,400.00	292474	\$14,623,700.00	79.79%	4873722
4	4	N/A	\$50.00	45755	\$2,287,750.00	198457	\$9,922,850.00	81.26%	4963598
5	0	N/A	\$70.00	20050	\$1,403,500.00	87066	\$6,094,620.00	81.28%	4964682
6	0	N/A	\$100.00	20579	\$2,057,900.00	86565	\$8,656,500.00	80.79%	4934824
7	0	N/A	\$100.00	7710	\$771,000.00	33063	\$3,306,300.00	81.09%	4952983
8	0	N/A	\$100.00	8424	\$842,400.00	34344	\$3,434,400.00	80.30%	4904889
9	0	N/A	\$150.00	2765	\$414,750.00	11517	\$1,727,550.00	80.64%	4925468
10	0	N/A	\$150.00	2909	\$436,350.00	12365	\$1,854,750.00	80.95%	4944684
11	0	N/A	\$200.00	177	\$35,400.00	739	\$147,800.00	80.68%	4927722
12	0	N/A	\$200.00	173	\$34,600.00	799	\$159,800.00	82.20%	5020855
13	0	N/A	\$200.00	175	\$35,000.00	735	\$147,000.00	80.77%	4933364
14	0	N/A	\$500.00	5	\$2,500.00	16	\$8,000.00	76.19%	4653695
15	0	N/A	\$500.00	3	\$1,500.00	21	\$10,500.00	87.50%	5344478
16	0	N/A	\$500.00	6	\$3,000.00	20	\$10,000.00	76.92%	4698442
17	0	N/A	\$500.00	4	\$2,000.00	21	\$10,500.00	84.00%	5130699
18	0	N/A	\$1,000.00	3	\$3,000.00	8	\$8,000.00	72.73%	4442163
19	0	N/A	\$1,000.00	0	\$0.00	10	\$10,000.00	100.00%	6107975
20	0	N/A	\$1,000.00	1	\$1,000.00	9	\$9,000.00	90.00%	5497177
21	0	N/A	\$1,000.00	0	\$0.00	7	\$7,000.00	100.00%	6107974
22	0	N/A	\$10,000.00	2	\$20,000.00	4	\$40,000.00	66.67%	4071983
23	0	N/A	\$10,000.00	1	\$10,000.00	5	\$50,000.00	83.33%	5089979
24	0	N/A	\$1,000,000.00	0	\$0.00	6	\$6,000,000.00	100.00%	6107974
Totals:				390323	\$16,613,615.00	1,609,601	\$74,902,185.00		

NO. OF TICKETS: 6,107,975
NO. POOLS: 50.90
PACK SIZE: 25
PACKS/POOL: 4,800
PACKS/GAME: 244,319

Minimum: 5,880,000
Maximum: 6,120,000

TEXAS LOTTERY COMMISSION
"\$1,000,000 INSTANT CASHOUT" - INSTANT GAME NO. 1713
END OF PRODUCTION PRIZE STRUCTURE
23-Jul-15

VERSION A

6,107,975 \$20 TICKETS \$ 122,159,500 REVENUE PRIZE FUND \$ 91,515,800 PAYOUT % - 74.92%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	#OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 51 POOLS	WINNERS IN 25 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$20	1	\$20	9.37	651,819	2.668	12,805.927	\$13,036,380	14.24%	
2	2	G	\$25	1	\$25	15.01	407,044	1.666	7,996.968	\$10,176,100	11.12%	
3	3	G	\$50	1	\$50	16.66	366,542	1.500	7,201.248	\$18,327,100	20.03%	LOW TIER
4	4	G	\$25 x 2	2	\$50	25.01	244,212	1.000	4,797.898	\$12,210,600	13.34%	58.73%
5	0	M	\$20 + \$50	2	\$70	57.02	107,116	0.438	2,104.449	\$7,498,120	8.19%	
6	0	M	\$50 x 2	2	\$100	57.01	107,144	0.439	2,104.999	\$10,714,400	11.71%	
7	0	M	\$20 x 5	5	\$100	149.80	40,773	0.167	801.045	\$4,077,300	4.46%	
8	0	M	\$100	1	\$100	142.82	42,768	0.175	840.239	\$4,276,800	4.67%	
9	0	M	\$100 + \$50	2	\$150	427.67	14,282	0.058	280.591	\$2,142,300	2.34%	
10	0	M	\$25 x 6	6	\$150	399.89	15,274	0.063	300.080	\$2,291,100	2.50%	
11	0	M	\$20x10	10	\$200	6,668.09	916	0.004	17.996	\$183,200	0.20%	
12	0	M	\$20 (10X SYMBOL WIN)	1	\$200	6,283.92	972	0.004	19.096	\$194,400	0.21%	
13	0	M	\$25x2 + \$50 +\$100	4	\$200	6,712.06	910	0.004	17.878	\$182,000	0.20%	
14	0	M	\$500	1	\$500	280,000.00	21	0.000	0.41	\$10,500	0.01%	
15	0	M	\$50 x 10	10	\$500	254,498.96	24	0.000	0.47	\$12,000	0.01%	MID TIER
16	0	M	\$25x20	20	\$500	234,922.12	26	0.000	0.51	\$13,000	0.01%	
17	0	M	\$50 x 2 + \$100 x 2 + \$200	5	\$500	244,319.00	25	0.000	0.49	\$12,500	0.01%	34.54%
18	0	H	\$1,000	1	\$1,000	555,270.45	11	0.000	0.22	\$11,000	0.01%	
19	0	H	\$100 (10X SYMBOL WIN)	1	\$1,000	610,797.50	10	0.000	0.20	\$10,000	0.01%	
20	0	H	\$50x10+\$100+\$200x2	13	\$1,000	610,797.50	10	0.000	0.20	\$10,000	0.01%	
21	0	H	\$50x20	20	\$1,000	840,000.00	7	0.000	0.14	\$7,000	0.01%	
22	0	H	\$10,000	1	\$10,000	1,017,995.83	6	0.000	0.12	\$60,000	0.07%	
23	0	H	\$50x7+\$150+\$500x19	27	\$10,000	1,017,995.83	6	0.000	0.12	\$60,000	0.07%	HIGH TIER
24	0	H	\$1,000,000	1	\$1,000,000	1,017,995.83	6 ***	0.000	0.12	\$6,000,000	6.56%	6.73%
						3.05	1,999,924	8.19	39,291.399	\$ 91,515,800	100.00%	100.00% ***
						3.0541						

NOTE:
MONEY BAG = WIN
GOLD BAR = WINX10

Consolidated odds are 1 in:	\$20	9.37	651,819
	\$25	15.01	407,044
	\$50	10.00	610,754
	\$70	57.02	107,116
	\$100	32.03	190,685
	\$150	206.66	29,556
	\$200	2,182.98	2,798
	\$500	63,624.74	96
	\$1,000	160,736.18	38
	\$10,000	508,997.92	12
	\$1,000,000	1,017,995.83	6
			1,999,924

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 25 tickets.
** Numbers are rounded.
*** This number of prizes is guaranteed delivery to the Lottery
**** Low Tier = \$20, G-Tier = \$25 - \$50, Mid-Tier = \$70 - \$599, High Tier = \$600+ (Used for Validation)

Scratch 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
Unaudited - For Internal Use Only