

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/14/2016

Game #	1719	Confirmed Packs	2,605
Game Name	The Big Money Super Ticket	Active Packs	1,636
Quantity Printed	12,204,850	Warehouse Packs	4,589
Price Point	\$10	Returned Packs	1,433
Start Date	3/7/2016	Printed Payout Percentage	69 98%
Top Prize	\$ 250,000	Percent Sold	95 10%
Number of Top Prizes Remaining	1	Number of Weeks Out	35

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,180,087	Actual ticket production costs
Prize payout expense	\$ 79,823,280	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 81,003,367

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 116,068,124	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u>\$ 116,068,124</u>	

Excess of Revenue over Expended \$ 35,064,757

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	\$	593,940
Next week	\$	642,790
Next week	\$	789,710
Avg Weekly Sales Current Game	\$	675,480
Avg Weekly Sales \$10; >9M Qty	\$	3,124,159
Percentage Of Variance In Sales		78%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1719	Printed Payout Percentage	69.98%
Game Name	The Big Money Super Ticket	Actual Payout Percentage	68.77%
Percent Sold	95 10%	Number of Weeks Out	35
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run			30

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)

Jan Bowusah 11/14/16
Instant Product Coordinator Date

[Signature] 11/14/16
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**

Liability for 1719 / for Life to DateProduct Status
ActiveSmartCash Enabled
N/A

Validation Range: 02/13/2016 - 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	\$10 00	22378	\$223,780 00	221706	\$2,217,060 00	90.83%	11085890
2	2	N/A	\$10 00	45788	\$457,880 00	442377	\$4,423,770 00	90.62%	11060081
3	3	N/A	\$10.00	14896	\$148,960.00	229216	\$2,292,160 00	93.90%	11460095
4	4	N/A	\$10.00	23542	\$235,420.00	342605	\$3,426,050.00	93.57%	11420119
5	5	N/A	\$10 00	16663	\$166,630 00	227434	\$2,274,340 00	93.17%	11371700
6	6	N/A	\$20 00	5504	\$110,080 00	55520	\$1,110,400.00	90.98%	11104045
7	7	N/A	\$20.00	24521	\$490,420.00	402647	\$8,052,940.00	94.26%	11504247
8	8	N/A	\$20 00	21759	\$435,180 00	222338	\$4,446,760 00	91.09%	11116900
9	9	N/A	\$20 00	16756	\$335,120 00	288380	\$5,767,600 00	94.51%	11534642
10	0	N/A	\$30 00	5506	\$165,180 00	55520	\$1,665,600 00	90.98%	11103681
11	0	N/A	\$30.00	6496	\$194,880.00	115551	\$3,466,530.00	94.68%	11555242
12	0	N/A	\$30 00	6607	\$198,210 00	115443	\$3,463,290 00	94.59%	11544158
13	0	N/A	\$30 00	9740	\$292,200 00	173331	\$5,199,930 00	94.68%	11555510
14	0	N/A	\$50 00	844	\$42,200.00	9367	\$468,350 00	91.73%	11196046
15	0	N/A	\$50.00	1068	\$53,400 00	19296	\$964,800 00	94.76%	11564760
16	0	N/A	\$50 00	2103	\$105,150.00	38533	\$1,926,650 00	94.82%	11573222
17	0	N/A	\$50 00	2545	\$127,250 00	48332	\$2,416,600 00	95.00%	11594331
18	0	N/A	\$50 00	1632	\$81,600 00	28839	\$1,441,950 00	94.64%	11551168
19	0	N/A	\$50 00	2080	\$104,000.00	38643	\$1,932,150.00	94.89%	11581465
20	0	N/A	\$50 00	993	\$49,650 00	19330	\$966,500 00	95.11%	11608510
21	0	N/A	\$50 00	525	\$26,250.00	9617	\$480,850 00	94.82%	11573066
22	0	N/A	\$50 00	1062	\$53,100 00	19288	\$964,400 00	94.78%	11567918
23	0	N/A	\$100.00	1036	\$103,600.00	9109	\$910,900.00	89.79%	10958499
24	0	N/A	\$100 00	2341	\$234,100 00	38271	\$3,827,100 00	94.24%	11501325
25	0	N/A	\$100 00	1177	\$117,700 00	19186	\$1,918,600.00	94.22%	11499398
26	0	N/A	\$100 00	1178	\$117,800 00	19150	\$1,915,000.00	94.21%	11497583
27	0	N/A	\$100.00	605	\$60,500 00	9578	\$957,800.00	94.06%	11479726
28	0	N/A	\$100.00	3453	\$345,300 00	57612	\$5,761,200 00	94.35%	11514710
29	0	N/A	\$200 00	16	\$3,200.00	187	\$37,400 00	92.12%	11242891
30	0	N/A	\$200.00	110	\$22,000 00	1928	\$385,600 00	94.60%	11546099
31	0	N/A	\$200.00	156	\$31,200 00	2900	\$580,000.00	94.90%	11581827
32	0	N/A	\$200 00	63	\$12,600.00	949	\$189,800 00	93.77%	11445061
33	0	N/A	\$200 00	62	\$12,400 00	960	\$192,000 00	93.93%	11464438
34	0	N/A	\$200 00	265	\$53,000.00	4281	\$856,200 00	94.17%	11493392
35	0	N/A	\$200.00	113	\$22,600 00	1925	\$385,000.00	94.46%	11528133
36	0	N/A	\$500.00	12	\$6,000.00	92	\$46,000 00	88.46%	10796598
37	0	N/A	\$500 00	74	\$37,000 00	1451	\$725,500 00	95.15%	11612614
38	0	N/A	\$500.00	22	\$11,000 00	484	\$242,000 00	95.65%	11674204
39	0	N/A	\$500.00	17	\$8,500.00	295	\$147,500 00	94.55%	11539842
40	0	N/A	\$1,000.00	4	\$4,000.00	16	\$16,000.00	80.00%	9763880
41	0	N/A	\$1,000 00	3	\$3,000.00	78	\$78,000 00	96.30%	11752818
42	0	N/A	\$1,000 00	5	\$5,000 00	26	\$26,000 00	83.87%	10236325
43	0	N/A	\$1,000 00	1	\$1,000.00	30	\$30,000.00	96.77%	11811144
44	0	N/A	\$1,000 00	4	\$4,000.00	47	\$47,000.00	92.16%	11247606
45	0	N/A	\$20,000 00	0	\$0.00	2	\$40,000 00	100.00%	12204848
46	0	N/A	\$20,000.00	1	\$20,000 00	7	\$140,000 00	87.50%	10679244
47	0	N/A	\$250,000.00	0	\$0.00	1	\$250,000.00	100.00%	12204856
48	0	N/A	\$250,000 00	1	\$250,000.00	3	\$750,000.00	75.00%	9153636
Totals				243727	\$5,582,040.00	3,291,881	\$79,823,280.00		

NO. OF TICKETS: 12,204,850
NO. POOLS: 101.71
PACK SIZE: 50.00
PACKS/POOL: 2,400.00
PACKS/GAME: 244,097

MIN: 11,760,000
MAX: 12,240,000

TEXAS LOTTERY COMMISSION
"THE BIG MONEY SUPER TICKET™" GAME NUMBER 1719
END OF PRODUCTION PRIZE STRUCTURE

12,204,850	\$10 TICKETS	\$122,048,500	REVENUE	PRIZE FUND	\$85,405,320	PAYOUT %	69.9765421%
	W/N:	ODDS OF 1 IN:	WINNERS IN 101.71 POOLS	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND*
	\$10	50.00	244,084	1.00	2,400	\$ 2,440,840	2.86%
	\$10	25.00	488,165	2.00	4,800	\$ 4,881,650	5.72%
	\$10	50.00	244,112	1.00	2,400	\$ 2,441,120	2.86%
	\$10	33.33	366,147	1.50	3,600	\$ 3,661,470	4.29%
	\$10	50.00	244,097	1.00	2,400	\$ 2,440,970	2.86%
	\$20	200.00	61,024	0.25	600	\$ 1,220,480	1.43%
	\$20	28.57	427,168	1.75	4,200	\$ 8,543,360	10.00%
	\$20	50.00	244,097	1.00	2,400	\$ 4,881,940	5.72%
	\$20	40.00	305,136	1.25	3,000	\$ 6,102,720	7.15%
	\$30	199.99	61,026	0.25	600	\$ 1,830,780	2.14%
	\$30	100.00	122,047	0.50	1,200	\$ 3,661,410	4.29%
	\$30	100.00	122,050	0.50	1,200	\$ 3,661,500	4.29%
	\$30	66.67	183,071	0.75	1,800	\$ 5,492,130	6.43%
	\$50	1,195.26	10,211	100	100	\$ 510,550	0.60%
	\$50	599.33	20,364	200	200	\$ 1,018,200	1.19%
	\$50	300.35	40,636	400	400	\$ 2,031,800	2.38%
	\$50	239.89	50,877	500	500	\$ 2,543,850	2.98%
	\$50	400.54	30,471	300	300	\$ 1,523,550	1.78%
	\$50	299.70	40,723	400	400	\$ 2,036,150	2.38%
	\$50	600.54	20,323	200	200	\$ 1,016,150	1.19%
	\$50	1,203.40	10,142	100	100	\$ 507,100	0.59%
	\$50	599.75	20,350	200	200	\$ 1,017,500	1.19%
	\$100	1,203.04	10,145	100	100	\$ 1,014,500	1.19%
	\$100	300.52	40,612	400	400	\$ 4,061,200	4.76%
	\$100	599.36	20,363	200	200	\$ 2,036,300	2.38%
	\$100	600.40	20,328	200	200	\$ 2,032,800	2.38%
	\$100	1,198.55	10,183	100	100	\$ 1,018,300	1.19%
	\$100	199.87	61,065	600	600	\$ 6,106,500	7.15%
	\$200	60,122.41	203	2	2	\$ 40,600	0.05%
	\$200	5,988.64	2,038	20	20	\$ 407,600	0.48%
	\$200	3,993.73	3,056	30	30	\$ 611,200	0.72%
	\$200	12,060.13	1,012	10	10	\$ 202,400	0.24%
	\$200	11,942.12	1,022	10	10	\$ 204,400	0.24%
	\$200	2,684.74	4,546	45	45	\$ 909,200	1.06%
	\$200	5,988.64	2,038	20	20	\$ 407,600	0.48%
	\$500	117,354.33	104	1	1	\$ 52,000	0.06%
	\$500	8,003.18	1,525	15	15	\$ 762,500	0.89%
	\$500	24,120.26	506	5	5	\$ 253,000	0.30%
	\$500	39,118.11	312	3	3	\$ 156,000	0.18%
	\$1,000	610,242.50	20	\$	\$	20,000	0.02%
	\$1,000	150,677.16	81	\$	\$	81,000	0.09%
	\$1,000	393,704.84	31	\$	\$	31,000	0.04%
	\$1,000	393,704.84	31	\$	\$	31,000	0.04%
	\$1,000	239,510.78	51	\$	\$	51,000	0.06%
	\$20,000	6,102,425.00	2	\$	\$	40,000	0.05%
	\$20,000	1,525,606.25	8	\$	\$	160,000	0.19%
	\$250,000	12,204,850.00	1	\$	\$	250,000	0.29%
	\$250,000	3,051,212.50	4	\$	\$	1,955,000	1.17%
2 Decimals:		3.45	3,535,608	12.75	34,761	\$ 85,405,320	100.00%
4 Decimals:		3.4520					

TEXAS LOTTERY COMMISSION
"THE BIG MONEY SUPER TICKET™" GAME NUMBER 1719
END OF PRODUCTION PRIZE STRUCTURE
January 5, 2016 VERSION 4

Consolidated odds are 1 in:	\$10 7.69 1,586,605
	\$20 11.76 1,037,425
	\$30 25.00 488,194
	\$50 50.00 244,097
	\$100 75.02 162,696
	\$200 877.10 13,915
	\$500 4,987.68 2,447
	\$1,000 9,975.36 244
	\$2,000 19,950.72 10
	\$250,000 2,440,970.00 5
	3,535,608

WIN:	CASH NOW	BANKROLL BONUS	MEGA MONEY	WIN BIG	A	B	C	D
\$10	\$10 (or)	\$10 (or)	\$10 (or)	\$10 (or)	0 = \$ 0	1 = \$ 10	2 = \$ 20	1 = \$ 10
\$10	\$5 (2X) or	\$5 (2X) or	\$5 (2X) or	\$5 (2X) or	1 = \$ 10	1 = \$ 10	3 = \$ 30	3 = \$ 30
\$10	\$5	\$5	\$5	\$5	0 = \$ 0	0 = \$ 0	1 = \$ 10	1 = \$ 10
\$10	---	\$5 x 2 (or)	\$5 x 2 (or)	\$5 x 2 (or)	1 = \$ 10	2 = \$ 20	2 = \$ 20	1 = \$ 10
\$10	---	\$5	\$5	\$5	1 = \$ 10	1 = \$ 10	1 = \$ 10	1 = \$ 10
\$20	\$20 (or)	\$20 (or)	\$20 (or)	\$20 (or)	0 = \$ 0	1 = \$ 20	0 = \$ 0	0 = \$ 0
\$20	\$5 (2X)	---	\$5 (2X)	---	2 = \$ 40	2 = \$ 40	1 = \$ 20	2 = \$ 40
\$20	\$10 (2X) or	\$10 (2X) or	\$10 (2X) or	\$10 (2X) or	1 = \$ 20	1 = \$ 20	1 = \$ 20	1 = \$ 20
\$20	---	\$5 x 4 (or)	\$5 x 4 (or)	\$5 x 4 (or)	2 = \$ 40	1 = \$ 20	1 = \$ 20	1 = \$ 20
\$30	\$30 (or)	\$30 (or)	\$30 (or)	\$30 (or)	0 = \$ 0	0 = \$ 0	1 = \$ 30	1 = \$ 30
\$30	\$5 (2X)	\$5 (2X)	\$5 (2X)	---	1 = \$ 30	0 = \$ 0	0 = \$ 0	1 = \$ 30
\$30	---	\$10 x 3 (or)	\$10 x 3 (or)	\$10 x 3 (or)	0 = \$ 0	1 = \$ 30	1 = \$ 30	0 = \$ 0
\$30	\$5	\$5	\$10	\$10	1 = \$ 30	1 = \$ 30	0 = \$ 0	1 = \$ 30
					12 \$210	12 \$210	14 \$210	13 \$210

Each of the four GLEPS types will be used in approximately 25% of the packs in the game.
Numbers are rounded.
Low Tier-\$1-\$24.99, Mid Tier-\$25-\$99, High Tier-\$600+ (Used for Validation Purposes)
This exact number of prizes is guaranteed delivery to the TLC.
Note: \$30 prize is listed in the GLEPS but should be programmed as a mid tier prize
Note: The c will be no more than 16 winners per pack

11/07/16

Game Name	Game #	Invoice	Vendor	TLC PO #
The Big Money				
Super Ticket	1719	90086416	IGT	362-16-9009 RL014

Truck #	Description/Tickets Delivered	Unit Price Per 1000	Amount
1	1,240,950 tickets	\$0.06468	80,264.65
	1,240,950 full uv	\$0.00768	9,530.50
	1,240,950 dual color data	\$0.02433	30,192.31
			<u>119,987.46</u>
2	1,273,700 tickets	\$0.06468	82,382.92
	1,273,700 full uv	\$0.00768	9,782.02
	1,273,700 dual color data	\$0.02433	30,989.12
			<u>123,154.05</u>
3	1,274,800 tickets	\$0.06468	82,454.06
	1,274,800 full uv	\$0.00768	9,790.46
	1,274,800 dual color data	\$0.02433	31,015.88
			<u>123,260.41</u>
4	1,208,400 tickets	\$0.06468	78,159.31
	1,208,400 full uv	\$0.00768	9,280.51
	1,208,400 dual color data	\$0.02433	29,400.37
			<u>116,840.20</u>
5	1,178,500 tickets	\$0.06468	76,225.38
	1,178,500 full uv	\$0.00768	9,050.88
	1,178,500 dual color data	\$0.02433	28,672.91
			<u>113,949.17</u>
6	1,209,550 tickets	\$0.06468	78,233.69
	1,209,550 full uv	\$0.00768	9,289.34
	1,209,550 dual color data	\$0.02433	29,428.35
			<u>116,951.39</u>
7	1,208,850 tickets	\$0.06468	78,188.42
	1,208,850 full uv	\$0.00768	9,283.97
	1,208,850 dual color data	\$0.02433	29,411.32
			<u>116,883.71</u>
8	1,207,000 tickets	\$0.06468	78,068.76
	1,207,000 full uv	\$0.00768	9,269.76
	1,207,000 dual color data	\$0.02433	29,366.31
			<u>116,704.83</u>
9	1,203,000 tickets	\$0.06468	77,810.04
	1,203,000 full uv	\$0.00768	9,239.04
	1,203,000 dual color data	\$0.02433	29,268.99
			<u>116,318.07</u>
10	1,200,100 tickets	\$0.06468	77,622.47
	1,200,100 full uv	\$0.00768	9,216.77
	1,200,100 dual color data	\$0.02433	29,198.43
			<u>116,037.67</u>

Ordered	12,000,000
Delivered	12,204,850

2% under	11,960,753
2% over	12,448,947

Accetable Range	0
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Total	1,180,086.95
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Instant Ticket Game Analysis
8/31/14-8/27/16

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	None	None	None
5M-9.99M	Week 11*	Week 20	Week 18*	Week 18	3M	None	Week 12*	None	None
10M-14.99M	Week 18	None	Week 26	Week 26	4M	None	None	None	None
15M-19.99M	None	Week 21*	None	Week 26	5M	Week 17	Week 47*	None	None
20M-24.99M	Week 35*	None	Week 25	Week 40	6M	Week 27	None	None	None
25M-29.99M	Week 29	Week 38	Week 33	None	7M	None	None	None	None
30M-34.99M	None	None	None	None	8M	Week 19	None	None	None
>35M	None	None	None	None	>9M	Week 30	Week 39*	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	None	None	None
5M-9.99M	\$578,969	\$671,321	\$861,712	\$1,964,653	3M	None	\$5,141,903	None	None
10M-14.99M	\$557,959	None	\$1,236,839	\$2,142,670	4M	None	None	None	None
15M-19.99M	None	\$1,273,552	None	\$2,531,546	5M	\$2,712,692	\$2,150,202	None	None
20M-24.99M	\$551,431	None	\$2,124,488	\$2,208,168	6M	\$1,986,191	None	None	None
25M-29.99M	\$786,366	\$1,169,247	\$2,004,832	None	7M	None	None	None	None
30M-34.99M	None	None	None	None	8M	\$4,563,190	None	None	None
>35M	None	None	None	None	>9M	\$3,124,159	\$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