## TEXAS LOTTERY COMMISSION Instant Ticket Game Closing Analysis SUMMARY REPORT

Instant Ticket Information		Date Completed	3/8/2016
Game#	1751	Confirmed Packs	2,048
Game Name	Fast Cash	Active Packs	1,697
Quantity Printed	7,335,750	Warehouse Packs	-
Price Point	\$1	Returned Packs	126
Start Date	12/7/2015	Printed Payout Percentage	60.00%
Top Prize	\$ 500	Percent Sold	90.31%
Number of Top Prizes Remaining	2	Number of Weeks Out	13

Current Game Sales Analysis						
\$ 210,146	Actual ticket production costs					
\$ 3,672,500	Data from Instant Ticket Tier Liability screen in ES					
\$ 3,882,646						
\$ 6,624,916	Based on # of tkts printed, times % sold from DaVinci report, times the price point					
\$ 6,624,916	• •					
\$ 2,742,270						
\$	\$ 210,146 \$ 3,672,500 \$ 3,882,646 \$ 6,624,916 \$ 6,624,916					

#### 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 Sale	s Comparison Inform	ation
Previous 3	Weeks Sales from DaVir	nci
Most recent week sales	\$	115,093
Next week	\$	141,494
Next week	\$	174,992
Avg Weekly Sales Current Game	\$	143,860
Avg Weekly Sales \$1; 5-9.99 M Qty*	\$	374,525
Percentage Of Variance In Sales		62%

# TEXAS LOTTERY COMMISSION Instant Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

#### **Instant Ticket Information**

Game #	1751	Printed Payout Percentage	60.00%
Game Name	Fast Cash	Actual Payout Percentage	55.43%
Percent Sold	90.31%	Number of Weeks Out	13
Average # of Weeks for 85% Sell-th	rough for Same Price Poi	nt Game With Similar Print Run.*	21
*Only one game at this level with 85% sell th	rough		
Recommendation			
Based on the findings in this S  I am recommending closing the local control of the local con	-	mmending closing the above game.  ne below business reason(s):	

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

Controller Realith Date



Week End Date:3/5/16

															Net S	ales	
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	3/5/16	2/27/16	2/20/16	2/13/16
Mature	1728	\$2	5,133,625	VETERANS CASH	11/2/15			18	79.10%	4,786	2,823	0	223	\$241,504.00	\$241,264.00	\$260,026.00	\$298,244.00
	1783	\$2	7,137,375	WWE	11/16/15			16	45.36%	6,490	3,154	17,180	2,996	\$233,350.00	\$218,004.00	\$256,060.00	\$340,000.00
	1714	\$3	25,338,875	BONUS CASHWORD	7/21/15			33	87.30%	14,149	8,931	0	88	\$2,487,660.00	\$2,452,521.00	\$2,376,975.00	\$2,352,855.00
	1715	\$5	20,354,025	\$100,000 CASHWORD-O-RAMA	9/21/15			24	48.24%	18,245	8,063	109,464	12	\$2,719,950.00	\$2,514,475.00	\$2,370,615.00	\$2,328,170.00
	1693	\$5	15,296,025	\$5 SET FOR LIFE	8/3/15			31	88.18%	10,200	5,946	5,782	15	\$1,190,040.00	\$1,213,715.00	\$1,239,330.00	\$1,363,040.00
	1678	\$5	9,888,975	COWBOYS	8/17/15			29	43.27%	2,143	1,178	67,811	2,786	\$171,350.00	\$200,660.00	\$228,170.00	\$253,190.00
	1768	\$5	8,066,400	HIGH ROLLER	10/19/15			20	74.30%	4,260	2,936	18,132	967	\$667,300.00	\$666,525.00	\$720,310.00	\$807,670.00
	1679	\$5	5,528,175	HOUSTON TEXANS	8/17/15			29	57.39%	2,315	1,043	21,973	4,851	\$133,530.00	\$164,405.00	\$184,750.00	\$196,850.00
	1718	\$5	8,422,800	INSTANT JACKPOT!	9/8/15			26	58.64%	1,736	1,332	42,130	664	\$224,990.00	\$241,570.00	\$277,575.00	\$297,830.00
	1723	\$5	8,528,175	MERRY MONEY	10/5/15			22	81.71%	1,622	883	7,724	9,012	\$196,215.00	\$270,375.00	\$362,295.00	\$556,340.00
	1729	\$5	8,438,925	WLD 10'S	11/2/15			18	73,65%	6,844	4,758	15,490	641	\$881,960.00	\$894,165.00	\$978,415.00	\$1,124,665.00
	1694	\$10	10,399,900	\$10 SET FOR LIFE	8/3/15			31	78.58%	13,632	8,197	19,551	11	\$2,154,580.00	\$2,025,430.00	\$1,920,780.00	\$1,915,040.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7/21/14			85	61.35%	6,497	4,066	207,264	9	\$1,237,190.00	\$1,097,550.00	\$895,880.00	\$847,700.00
	1630	\$10	12,236,550	SUPER WEEKLY GRAND	7/1/14			88	83.69%	6,331	4,063	27,569	10	\$1,008,190.00	\$885,580.00	\$844,510.00	\$854,370.00
	1713	\$20	6,107,975	\$1,000,000 INSTANT CASHOUT	8/17/15			29	63.10%	16,271	6,363	64,229	15	\$2,182,580.00	\$2,114,940.00	\$2,089,840.00	\$2,159,900.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			42	19.14%	16,203	5,962	1,079,084	14	\$2,190,200.00	\$2,085,820.00	\$2,088,540.00	\$2,140,860.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			186	51.33%	7,381	2,778	655,005	65	\$1,231,660.00	\$1,165,120.00	\$1,129,000.00	\$1,152,800.00
	1711	\$20	4,160,625	HOLIDAY GAME BOOK	10/5/15			22	72.99%	3,049	1,459	27,001	11,000	\$517,740.00	\$640,100.00	\$848,800.00	\$1,172,320.00
	1617	\$20	5,925,875	MONEY MONEY MILLIONAIRE	3/16/15			51	89.19%	8,248	3,487	11,681	32	\$1,199,860.00	\$1,153,280.00	\$1,129,860.00	\$1,163,800.00
	1593	\$50	3,669,860	DIAMOND DOLLARS	5/4/15		THE STREET	44	64.36%	13,925	5,898	43,211	34	\$2,968,800.00	\$2,828,250.00	\$2,862,700.00	\$2,911,950.00
Out of Wareh	1786	\$3	6,093,375	LUCKY MULTIPLIER	1/18/16			7	49.36%	14,619	8,374	0	95	\$1,468,860.00	\$1,283,457.00	\$1,410,834.00	\$1,420,560.00
	1747	\$5	7,213,350	\$200,000 DOUBLE PAYDAY	1/18/16			7	65.07%	21,521	9,517	19	34	\$3,108,595.00	\$3,000,655.00	\$3,193,485.00	\$3,426,655.00
-	1733	\$5	12,236,475	SUPER LOTERIA	12/7/15			13	89.26%	9,156	5,779	0	128	\$3,714,615.00	\$4,370,060.00	\$4,449,375.00	\$4,392,720.00
TO WHELE	200				2 (22 EM)		1000							ESIMPLEASI	The same of		UD SALES
Sold/Closing	1751	\$1	7,335,750	FAST CASH	12/7/15			13	90.31%	2,048	1,697	0	126	\$115,093.00		\$174,992.00	\$259,512.00
	1722	\$1	12,922,050	SEASON'S GREETINGS	10/5/15	600000	SAVEAU	22	90.48%	1,242	605	15	5,328	\$46,185.00	\$55,306.00	\$85,712.00	
	1682	\$2	14,140,875	10X THE CASH	7/20/15	2/14/16	3/30/16	33	66,06%	152	168	30,478	5,773	\$59,276.00		\$186,024.00	
	1612	\$2	25,691,375	BREAK THE BANK	2/16/15	2/14/16	3/30/16	55	96.76%	129	53	1,324	4,239	\$17,380.00	\$18,722.00	\$42,614.00	\$66,410.00
	1710	\$2	9,276,125	NEON 9S	7/6/15	2/14/16	3/30/16	35	75.52%	97	102	11,598	5,401	\$12,058.00	\$17,394.00	\$59,190.00	\$85,754.00
	1698	\$3	10,058,125	BINGO MANIA	6/1/15	2/14/16	3/30/16	40	96.95%	73	67	0	1,369	\$2,922.00	\$6,243.00	\$46,944.00	\$79,986.00
	1704	\$5	10,298,475	\$100,000 MEGA BINGO	5/18/15	1/21/16	3/6/16	42	88,31%	0	0	1,880	10,617	\$29,975.00	\$48,160.00	\$123,970.00	\$229,050.00
	1687	\$5	10,273,275	20X THE CASH	7/20/15			33	93.67%	4,643	2,659	222	23	\$786,355.00	\$732,745.00	\$759,660.00	\$836,850.00
	1709	\$5	8,197,125	BONUS BREAK THE BANK	6/1/15			40	92.88%	1,508	508	2,875	2,267	\$107,200.00	\$118,385.00	\$136,170.00	\$174,125.00

Da Vinci

#### Liability for 1751 / for Life to Date

Product Status: Active SmartCash Enabled:

N/A

Validation Range: 11/17/2015 - 12/31/2037

**Outstanding Prizes** 

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$1.00	276186	\$276,186.00	Date 1101214	\$1,101,214.00	79.95%	5864839
2	2	N/A	\$2.00	52757	\$105,514.00	248949	\$497,898.00	82.51%	6053004
3	3	N/A	\$3.00	17433	\$52,299.00	88511	\$265,533.00	83.55%	6128658
4	4	N/A	\$4.00	10235	\$40,940.00	54949	\$219,796.00	84.30%	6183912
5	5	N/A	\$5.00	12048	\$60,240.00	69469	\$347,345.00	85.22%	6251545
6	6	N/A	\$6.00	15441	\$92,646.00	90559	\$543,354.00	85.43%	6267152
7	7	N/A	\$10.00	4395	\$43,950.00	28196	\$281,960.00	86.51%	6346500
8	8	N/A	\$20.00	2073	\$41,460.00	14220	\$284,400.00	87.28%	6402403
9	0	N/A	\$50.00	300	\$15,000.00	2230	\$111,500.00	88.14%	6465898
10	0	N/A	\$500.00	2	\$1,000.00	39	\$19,500.00	95.12%	6977908
			Totals:	390870	\$729,235.00	1,698,336	\$3,672,500.00		

NO. OF TICKETS: NO. POOLS: PACK SIZE: PACKS/POOL: PACKS/GAME:		7,335,75 20. 1. 2,4 48,9	38 50 00	Minimum: 7,056,0 Maximum: 7,344,0		"FAST	CASH" - GAME NO. DDUCTION PRIZE ST 10-Nov-15	. 1751		VERSION A		
			7,335,750		\$1 TICKETS	\$7,335,750	REVENUE	PRIZE FUND	\$4,401,735		PAYOUT %	60,00%
PRIZE TIER	PRIZE CODE	TIER	GET:	#OF WAY		ODDS OF	WINNERS IN 20.38 POOLS	WINNERS IN 150 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	SI SI	1	SI SI	5.33	1,377,400	28.165	67,595.54	\$1,377,400	31.29%	DEVELO
2	2	L	\$2	1	\$2	24.31	301,706	6.169	14,806.14	\$603,412	13.71%	
3	3	L	\$3	1	\$3	69.24	105,944	2.166	5,199.17	\$317,832	7.22%	
4	4	L	\$4	1	\$4	112.54	65,184	1.333	3,198.89	\$260,736	5.92%	
5	5	L	\$5	1	\$5	89.99	81,517	1.667	4,000.43	\$407,585	9.26%	
6	6	L	\$6	1	\$6	69.21	106,000	2.167	5,201.92	\$636,000	14.45%	
7	7	L	\$10	1	\$10	225.09	32,591	0.666	1,599.39	\$325,910	7.40%	LOW TIER
8	8	L	\$20	1	\$20	450.24	16,293	0.333	799.57	\$325,860	7.40%	96.66%
9	0	M	\$50	1	\$50	2,899.51	2,530	0.052	124.16	\$126,500	2.87%	MID TIER
10	0	M	\$500	The state of the s	\$500	178,920.73	41	0.001	2.01	\$20,500	0.47%	3.34%

3.51

5.33

24.31

69.24

112.54

89.99

69.21

225.09

450.24

2,899.51

178,920.73

2,089,206

301,706

105,944

65,184

81,517

106,000

32,591

16,293

2,530

2,089,206

#### Consolidated odds are 1 in:

\$1

\$2

\$3

\$4

\$5

\$6

\$10

\$20

\$50

\$500

\$4,401,735

100.00%

100.00%

102,527.23

42.72

<sup>\*</sup> Each of the following GLEPS will be used in approximately 16.67% of each pack of 150 tickets.

<sup>\*\*</sup> Numbers are rounded.

<sup>1,377,400 \*\*\*\*</sup> Low Tier = \$1 - \$24.99, Mid-Tier = \$25 - \$599, High Tier = \$600+ (Used for Validation Purposes)

No.	12/02/15					
	Game Name	Game No	Inv No.	Vendor	TLC PO#	
	Fast Cash	1751	26225	PBL	362-16-9010 RL008	

Truck#		Description	Tickets Delivered Qty 7,335,750	Units per 1000 7,335.75	Unit Price \$27.42	Amount \$201,146.27
		Delivered Ordered	7,335,750 7,200,000	******		•
	-	2% under 2% over	7,056,000 7,344,000			
		Accetable Range	7,544,000			
2 3			ost: Scratch FX ost: Foil Stock for POS	1.00 1.00	\$5,000.00 \$4,000.00	\$5,000.00 \$4,000.00
					Total	\$210,146.27

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

# Average Number of Weeks for 85% Average Sell Through

	a soul of the soul se	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 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

		Price	Point			Price Point				
Print Quantities	\$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