TEXAS LOTTERY COMMISSION Instant Ticket Game Closing Analysis SUMMARY REPORT

Instant Ticket Information		Date Completed	4/5/2016
Game #	1768	Confirmed Packs	3,031
Game Name	High Roller	Active Packs	1,966
Quantity Printed	8,066,400	Warehouse Packs	16,207
Price Point	\$5	Returned Packs	771
Start Date	10/19/2015	Printed Payout Percentage	68.04%
Top Prize	\$ 100,000	Percent Sold	78.65%
Number of Top Prizes Remaining	1	Number of Weeks Out	24

	Current Game	Sales Analysis
TANGIBLE COSTS	 <u> </u>	
Expenditure Impact:		
Cost to print tickets	\$ 182,465	Actual ticket production costs
Prize payout expense	\$ 21,333,755	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 21,516,220	
TANGIBLE BENEFITS		
Revenue Impact:		
Estimated sales	\$ 31,721,118	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 31,721,118	
Excess of Revenue over Expended	\$ 10,204,898	

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 Infor	mation
Previous 3 \	Weeks Sales from Da\	<u>/inci</u>
Most recent week sales	\$	393,090
Next week	\$	401,705
Next week	\$	441,735
Avg Weekly Sales Current Game	\$	412,177
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,662,696
Percentage Of Variance In Sales		75%

TEXAS LOTTERY COMMISSION Instant Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1768	Printed Payout Percentage	68.04%											
Game Name	High Roller	Actual Payout Percentage	67.25%											
Percent Sold	78.65%	Number of Weeks Out	24											
Average # of Weeks for 85% Sell-th	Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.													
Recommendation														
Based on the findings in this Su	ımmary Report, I am reco	mmending closing the above game.												
I am recommending closing the	e above game based on th	ne below business reason(s):												
:														
Dale Boursock Instant Product Coordinator	4/5/14													
Product Cooldinator	4 7 16													
Products Manager	Date													
*	·													
By signing below, I agree with the re	commendation of the Pro	ducts Department Staff to close the ab	ove game.											
Lottery Operations Division Director	Date													
Tenery operations Division Birector	Bato													
Karry Pynan Controller	4/12/110 Date													
Executive Diffector	4//3//6 Date	·												



					1				10,4727						Net S	ales	
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	4/2/16	3/26/16	3/19/16	3/12/16
Mature	1724	\$2	10,091,625	STOCKING STUFFER	10/19/15			24	78.58%	825	430	4,151	11,280	\$55,016.00	\$58,422.00	\$69,114.00	\$100,066.00
	1728	\$2	5,133,625	VETERANS CASH	11/2/15			22	85.26%	3,366	1,705	0	287	\$139,398.00	\$147,148.00	\$165,140.00	\$181,416.00
	1783	\$2	7,137,375	WWE .	11/16/15			20	49,87%	3,877	1,785	17,180	4,188	\$136,562.00	\$154,200.00	\$166,918.00	\$187,302,00
	1789	\$3	20,804,850	TEXAS LOTERIA	12/22/15			15	47.12%	32,174	11,972	97,375	7	\$2,067,447.00	\$1,921,230.00	\$1,983,516.00	\$2,211,723.00
	1715	\$ 5	20,354,025	\$100,000 CASHWORD-O-RAMA	9/21/15			28	57.52%	20,087	7,334	83,990	11	\$2,334,835.00	\$2,232,180.00	\$2,293,350.00	\$2,583,170.00
	1784	\$ 5	15,224,625	BONUS BREAK THE BANK	12/7/15			17	35.71%	16,984	7,980	102,760	6	\$1,735,145.00	\$1,643,295.00	\$1,726,360.00	\$1,813,710.00
	1768	\$5	8,066,400	HIGH ROLLER	10/19/15		<u></u>	24	78.65%	3,031	1,966	16,207	771	\$393,090.00	\$401,705.00	\$441,735.00	\$518,500.00
	1736	\$5	15,295,350	HIT \$200,000	12/21/15			15	70.18%	30,496	9,546	17,189	11	\$2,532,565.00	\$2,814,560.00	\$2,983,485.00	\$3,267,525.00
	1723	\$5	8,528,175	MERRY MONEY	10/5/15			26	82.45%	554	336	7,724	10,668	\$57,850.00	\$57,245.00	\$77,900.00	\$119,925.00
	1729	\$5	8,438,925	WILD 10'S	11/2/15			22	79.69%	4,896	3,201	12,935	369	\$589,005.00	\$589,945.00	\$648,840.00	\$720,765.00
	1694	\$10	10,399,900	\$10 SET FOR LIFE	8/3/15			35	85.78%	14,949	7,485	4,500	16	\$1,919,450.00	\$1,815,390.00	\$1,794,700.00	\$1,962,170.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7/21/14		 	89	62.88%	7,002	3,797	198,778	7	\$1,126,250.00	\$1,026,140.00	\$1,068,680.00	\$1,140,320.00
	1630	\$10	12,236,550	SUPER WEEKLY GRAND	7/1/14	-		92	86,61%	6,973	3,871	20,189	18	\$949,290.00	\$855,440.00	\$889,360.00	\$886,720.00
	1713	\$20	6,107,975	\$1,000,000 INSTANT CASHOUT	8/17/15			33	69.39%	15,431	5,879	50,412	12	\$2,057,820.00	\$1,840,240.00	\$1,834,620.00	\$1,948,920.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			46	20.32%	15,926	5,530	1,063,724	18	\$2,195,620.00	\$1,982,740.00	\$1,928,340.00	\$2,013,760.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			190	52.01%	7,223	2,663	645,955	70	\$1,306,200.00	\$1,114,940.00	\$1,111,240.00	\$1,106,400.00
	1740	\$20	10,279,550	HIT \$1,000,000	12/21/15		ļ	15	38.29%	31,466	8,524	208,509	21	\$4,926,720.00	\$5,128,640.00	\$4,978,080.00	\$5,212,140.00
	1711	\$20	4,160,625	HOLIDAY GAME BOOK	10/5/15			26	73.92%	1,329	389	27,001	13,689	\$114,680.00	\$148,120.00	\$202,480.00	\$307,580.00
	1593	\$50	3,669,860	DIAMOND DOLLARS	5/4/15			48	70.39%	13,707	5,617	32,459	38	\$3,009,800.00	\$2,810,450.00	\$2,599,050.00	\$2,641,950.00
Out of Wareh	1677	\$2	7,159,250	FIND THE 9'S	2/15/16			7	68.84%	9,737	6,490	0	81	\$1,088,684.00	\$1,194,074.00	\$1,359,554.00	\$1,565,112.00
Cut of Waron	1786	\$3	6,093,375	LUCKY MULTIPLIER	1/18/16		l	11	68.52%	8,230	5,312	0	458	\$724,575.00	\$736,218.00	\$884,250.00	\$1,157,823.00
Sold/Closing	1680	\$1	22,494,750	5X THE CASH	6/15/15	4/17/16	6/1/16	42	94,02%	2,312	2,149	97	1,115	\$192,668.00	\$208,919.00	\$251,714.00	\$275,015.00
	1717	\$1	11,256,000	EMOJI MATCH	9/8/15	4/17/16	6/1/16	30	90.98%	1,232	1,425	524	2,057	\$88,413.00	\$83,086.00	\$93,546.00	\$107,637.00
	1751	\$1	7,335,750	FAST CASH	12/7/15	4/17/16	6/1/16	17	93.90%	605	685	0	848	\$48,104.00	\$52,119.00	\$69,811.00	\$93,071.00
	1722	\$1	12,922,050	SEASON'S GREETINGS	10/5/15	4/17/16	6/1/16	26	91.16%	385	193	15	6,424	\$14,100.00	\$18,260.00	\$23,408.00	\$31,122.00
	1714	\$3	25,338,875	BONUS CASHWORD	7/21/15	3/24/16	5/8/16	37	93.93%	2,958	1,826	0	1,666	\$679,839.00	\$983,679.00	\$1,360,101.00	\$2,015,559.00
	1747	\$5	7,213,350	\$200,000 DOUBLE PAYDAY	1/18/16	3/28/16	5/12/16	11	85.06%	4,648	2,876	0	272	\$1,312,115.00	\$1,524,570.00	\$1,909,830.00	\$2,460,325.00
	1693	\$ 5	15,296,025	\$5 SET FOR LIFE	8/3/15	3/28/16	5/12/16	35	93.01%	4,508	2,254	1,779	489	\$812,525.00	\$848,655.00	\$989,055.00	\$1,041,070.00
	1687	\$5	10,273,275	20X THE CASH	7/20/15			37	97.44%	1,785	1,000	. 0	93	\$341,860.00	\$416,150.00	\$537,095.00	\$641,060.00
	1709	\$5	8,197,125	BONUS BREAK THE BANK	6/1/15	4/17/16	6/1/16	44	93.48%	554	235	2,875	2,539	\$50,485.00	\$58,965.00	\$58,460.00	\$77,860.00
<u>.</u>	1678	\$5	9,888,975	COWBOYS	8/17/15	4/17/16	6/1/16	33	44.15%	689	571	67,811	3,467	\$89,895.00	\$100,070.00	\$109,905.00	\$135,160.00
	1731	\$ 5	6,973,275	HOLIDAY TREASURES	11/16/15	3/7/16	4/21/16	20	69.87%	229	97	13,120	12,510	\$2,300.00	-\$2,460.00	\$9,585.00	\$69,590.00

Da Vinci

2/3

Liability for 1768 / for Life to Date

Product Status: Active

SmartCash Enabled:

N/A

Validation Range: 09/29/2015 - 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	\$5.00	199257	\$996,285.00	661023	\$3,305,115.00	76.84%	6198070
2	2	N/A	\$10.00	70551	\$705,510.00	252157	\$2,521,570.00	78.14%	6302909
3	3	N/A	\$10.00	72938	\$729,380.00	249838	\$2,498,380.00	77.40%	6243627
4	4	N/A	\$20.00	17279	\$345,580.00	63410	\$1,268,200.00	78.59%	6339035
5	5	N/A	\$20.00	17336	\$346,720.00	63277	\$1,265,540.00	78.49%	6331703
6	6	N/A	\$20.00	17391	\$347,820.00	63298	\$1,265,960.00	78.45%	6327838
7	7	N/A	\$20.00	17871	\$357,420.00	62742	\$1,254,840.00	77.83%	6278169
8	0	N/A	\$25.00	5744	\$143,600.00	21195	\$529,875.00	78.68%	6346462
9	0	N/A	\$25.00	5811	\$145,275.00	21052	\$526,300.00	78.37%	6321477
10	0	N/A	\$25.00	5755	\$143,875.00	21124	\$528,100.00	78.59%	6339321
11	0	N/A	\$25.00	5878	\$146,950.00	20993	\$524,825.00	78.13%	6301884
12	0	N/A	\$50.00	2461	\$123,050.00	9266	\$463,300.00	79.01%	6373604
13	0	N/A	\$50.00	2472	\$123,600.00	9284	\$464,200.00	78.97%	6370232
14	0	N/A	\$50.00	2495	\$124,750.00	9261	\$463,050.00	78.78%	6354451
15	0	N/A	\$50.00	8328	\$416,400.00	23608	\$1,180,400.00	73.92%	5962912
16	0	N/A	\$50.00	2592	\$129,600.00	9210	\$460,500.00	78.04%	6294826
17	0	N/A	\$100.00	464	\$46,400.00	1565	\$156,500.00	77.13%	6221742
18	0	N/A	\$100.00	437	\$43,700.00	1590	\$159,000.00	78.44%	6327368
19	0	N/A	\$100.00	449	\$44,900.00	1560	\$156,000.00	77.65%	6263605
20	0	N/A	\$100.00	937	\$93,700.00	3344	\$334,400.00	78.11%	6300874
21	0	N/A	\$100.00	955	\$95,500.00	3375	\$337,500.00	77.94%	6287321
22	0	N/A	\$100.00	455	\$45,500.00	1572	\$157,200.00	77.55%	6255737
23	0	N/A	\$500.00	214	\$107,000.00	804	\$402,000.00	78.98%	6370712
24	0	N/A	\$500.00	72	\$36,000.00	269	\$134,500.00	78.89%	6363230
25	0	N/A	\$500.00	76	\$38,000.00	265	\$132,500.00	77.71%	6268609
26	0	N/A	\$500.00	75	\$37,500.00	266	\$133,000.00	78.01%	6292265
27	0	N/A	\$1,000.00	29	\$29,000.00	108	\$108,000.00	78.83%	6358913
28	0	N/A	\$1,000.00	32	\$32,000.00	104	\$104,000.00	76.47%	6168423
29	0	N/A	\$1,000.00	32	\$32,000.00	99	\$99,000.00	75.57%	6095981
30	0	N/A	\$100,000.00	1	\$100,000.00	4	\$400,000.00	80.00%	6453120
			Totals:	458387	\$6,107,015.00	1,575,663	\$21,333,755.00	:	

Prize Structure TEXAS LOTTERY GAME NO.1768 "High Roller" 7/14/2015 - VERSION B

Total Payout \$27,440,770,00 Pool Size: 120,000 Winners: 2,034,050 Prize Fund Order Quantity: 8.066,400 Pack Size: Non-winners: 6,032,350 67 22 Packs/Game: 107,552 Number of Pools: Overall Odds: 3.9657 \$40,332,000.00 Packs/Pool: 1 600

Total Prize Cost Wat Value Odds (1 at) \$5.00 9.3765 8.00 12,800.00 860,280 \$4,301,400.00 15.68% \$5 01 \$5 x 2 \$10 \$10.00 24.9960 3.00 4 800 00 322,708 \$3 227 NAN DO 11 78% 02 \$3,227,760.00 11.76% \$10 \$10 \$10.00 24 9907 3.00 4.800.00 322.776 \$5 x 4 \$20 \$20.00 99.9690 0.75 1,200.00 80,689 \$1,613,780.00 5.88% 5.88% \$20 \$20.00 100 0633 0.75 1 200 00 80,613 \$1,612,260,00 99.9690 0.75 1,200.00 \$1,613,780.00 5.88% \$10 x 2 \$20 \$20.00 80.689 5.88% 100.0633 0.75 1,200.00 \$1,612,260.00 400.00 \$673,475.00 2.45% \$5 x 5 \$25 \$25.00 299 4321 0.25 26.939 \$25 \$25.00 300.2792 0.25 400.00 26,863 \$671,575.00 2.45% \$5 x 3 + \$10 2.45% \$25 \$25.00 300 1005 0.25 400.00 26,879 \$671 975 00 300.1898 400.00 \$671,775.00 2.45% 0.25 26.871 525 \$25 \$25.00 11 \$5 x 2 + \$10 x 2 + \$20 687.8486 175.00 11,727 \$586,350,00 2.14% 2.14% \$587.800.00 \$10 + \$20 x 2 \$50 \$50.00 686 1518 0.11 175 00 11.756 13 \$50 \$50.00 686.1518 0.11 175.00 11,756 \$587,800.00 2.14% \$25 x 2 5 82% \$50 \$50.00 252.5802 0.30 475.00 31,936 \$1,596,800,00 \$590,100.00 2.15% 683,4774 175.00 \$50 \$50 \$50.00 0.11 11.802 16 \$5 x 5 + \$10 x 5 + \$25 \$100.00 3975.5545 0.02 30.00 2,029 \$202,900.00 0.74% 17 30.00 \$202,700.00 0.74% \$10 x 5 + \$50 \$100 \$100.00 3979 4771 0.02 2.027 \$100 \$100.00 4015.1319 0.02 30.00 2,009 \$200,900.00 0.73% \$25 x 2 + \$50 \$428:100:00 1.56% \$50 + \$50 w/MONEYBAG \$100 \$100.00 1884.2327 0:04 64.00 4,281 \$100.00 1862.9099 \$433,000.00 1.58% \$10 + \$20 x 2 + \$50 w/MONEYBAG 4.330 \$100 0.74% \$100.00 3979.4771 0.02 30.00 2,027 \$202 700 00 22 7923.7721 0.01 15,00 1.018 \$509,000.00 1.85% \$5 x 5 + \$10 x 5 + \$25 x 3 + \$50 W/MONEYBAG + \$100 x 3 \$500 \$500.00 23 \$50 x 4 + \$100 x 3 \$500 \$500.00 23655.1320 0.00 5.00 \$170,500.00 0.62% 0.62% \$500 \$500.00 23655,1320 0.00 5.00 341 \$170,500,00 \$170,500.00 0.62% \$500 \$500.00 23655.1320 \$500 0.50% \$137.000.00 \$10 x 5 + \$25 x 8 + \$50 w/MONEYBAG + \$100 x 2 + \$500 \$1,000 \$1,000.00 58878.8321 0:00 2'00 27 \$100 x 5 + \$500 \$1,000.00 59311.7647 0.00 2.00 136 \$136,000.00 0.50% \$1,000 0.48% \$1,000 \$1,000.00 61575.5725 0.00 2.00 131 \$131,000.00 \$500,000.00 1.82% 0.07 \$100,000 \$100,000 \$100,000,00 1613280 0000 0.00

ORIGINAL ORDER

SHIPME	NT# 1-3
COMPL	ETE
POOLS #	1-77
	8066400
	860280
	322708
	322776
	80689
	80613
	80689
	80613
	26939
	26863
	26879
	26871
	11727
	11756
	11756
	31936
	11802
	2029
	2027
	2009
	4281
	4330
	2027
	1018
	341
	341
	341
	137
	136
	131
	5

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

No.	04/05/16 Game Name Game No Inv No. High Roller 1768 1025341-	Vendor 2 SGI	TLC PO # 362-16-9019 RL001			
Truck# 1 2 3			Description/Tickets Delivered Qty 2,712,675 2,718,150 2,635,575	Units per 1000 2,712.68 2,718.15 2,635.58	Unit Price \$22.67 \$22.67 \$22.67	Amount \$61,496.34 \$61,620.46 \$59,748.49 \$182,865.29
		Delivered Ordered				
		2% unde 2% over				
		Accetable Range	0			
4	Sanction Letter dated 10/2/15			1.00	\$400.00	\$400.00

\$182,465.29

Total

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

Average Number of Weeks for 85% Average Sell Through

Ī		Price	Point		T	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	
	Week 24*	None	Week 32*	None	7M	None	None	None	None	
25M-29.99M	Week 41	Week 38*	Week 42*	None	8M	Week 11*	None	None	None	
30M-34.99M >35M	None	None	None	None	>9M	Week 46*	None	None	None	

Average Weekly Dollar Sales at 85% Average Sell Through

Г		Price	Point		<u> </u>	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		
	\$563,510	None	\$1,254,287	\$1,577,681	4M	\$2,420,727	\$2,572,436	None	None		
10M-14.99M		\$1,868,863	\$1,056,146	\$1,903,474	5M	\$2,791,527	\$1,645,408	None	None		
15M-19.99M	None Pozo 695	None	\$2,099,544	\$2,268,456	6M	\$1,935,874	None	None	None		
20M-24.99M	\$670,685	+	\$1,998,723	None	7M	None	None	None	None		
25M-29.99M	\$906,926	None			8M	\$6,420,059	None	None	None		
30M-34.99M	\$679,082	\$1,371,324	\$1,878,107	None		\$2,249,003	None	None	None		
>35M	None	None	None	None	>9M	ΨZ,Z49,003	None	140116	110110		

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