

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

11/29/2016

Game #	1784	Confirmed Packs	5,621
Game Name	Bonus Break the Bank	Active Packs	2,832
Quantity Printed	15,224,625	Warehouse Packs	177
Price Point	\$5	Returned Packs	994
Start Date	12/7/2015	Printed Payout Percentage	68 00%
Top Prize	\$ 100,000	Percent Sold	94 54%
Number of Top Prizes Remaining	1	Number of Weeks Out	51

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 413,758	Actual ticket production costs
Prize payout expense	\$ 48,120,490	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 48,534,248

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 71,966,802	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 71,966,802

Excess of Revenue over Expended \$ 23,432,555

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

Previous 3 Weeks Sales from DaVinci

Most recent week sales	\$	586,900
Next week	\$	797,035
Next week	\$	1,004,405
Avg Weekly Sales Current Game	\$	796,113
Avg Weekly Sales \$5, 15M-19 99M Qty	\$	2,531,546
Percentage Of Variance In Sales		69%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<u>1784</u>	Printed Payout Percentage	<u>68.00%</u>
Game Name	<u>Bonus Break the Bank</u>	Actual Payout Percentage	<u>66.86%</u>
Percent Sold	<u>94 54%</u>	Number of Weeks Out	<u>51</u>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<u>26</u>

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)

Dale Boussoch 11/30/14
Instant Product Coordinator Date

[Signature] 12/2/14
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**

Play the Games of Texas!

Da Vinci Report **11/29/16**

Week End Date: 11/26/16

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/26/16	11/19/16	11/12/16	11/5/16
Mature	1758	\$5	8,317,950	\$27 MILLION PAYOUT	8/15/16			15	80.01%	13,432	5,981	854	332	\$1,045,000.00	\$1,308,715.00	\$1,481,130.00	\$1,743,110.00
	1794	\$5	25,316,700	\$5 SET FOR LIFE	3/21/16			36	33.04%	7,134	3,368	214,579	15	\$568,450.00	\$684,175.00	\$718,360.00	\$822,115.00
	1790	\$5	20,391,825	100,000 MEGA BINGO	1/18/16			45	55.06%	11,424	5,935	103,311	10	\$940,130.00	\$1,032,580.00	\$997,385.00	\$1,087,365.00
	1776	\$5	9,894,750	COWBOYS	8/1/16			17	39.08%	9,581	5,703	63,549	42	\$870,610.00	\$873,360.00	\$878,200.00	\$1,031,520.00
	1803	\$5	15,295,950	HIT \$200,000	4/18/16			32	54.28%	7,927	3,377	80,924	12	\$535,640.00	\$688,655.00	\$718,770.00	\$859,450.00
	1777	\$5	5,529,750	HOUSTON TEXANS	8/1/16			17	46.02%	8,127	3,615	26,193	502	\$397,585.00	\$478,285.00	\$500,875.00	\$623,740.00
	1597	\$5	8,199,000	LUCKY NUMBERS	7/5/16			21	56.76%	3,776	2,039	39,150	1,032	\$281,330.00	\$352,505.00	\$379,490.00	\$526,930.00
	1796	\$5	30,592,725	SUPER LOTERIA	2/29/16			39	85.48%	24,329	9,094	22,566	19	\$3,177,725.00	\$3,350,755.00	\$3,347,185.00	\$3,540,265.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7/21/14			123	71.95%	3,771	1,968	152,763	29	\$452,150.00	\$563,040.00	\$577,240.00	\$639,290.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			17	27.71%	28,345	8,222	375,014	12	\$2,455,050.00	\$2,981,560.00	\$3,265,000.00	\$3,744,200.00
	1769	\$10	5,500,500	\$250,000 EXTREME GREEN	7/5/16			21	80.30%	10,698	5,607	3,773	26	\$1,056,510.00	\$1,231,800.00	\$1,329,070.00	\$1,509,370.00
	1764	\$20	6,112,700	\$1,000,000 RICHES	8/15/16			15	35.32%	17,958	7,566	130,978	21	\$1,779,020.00	\$2,041,540.00	\$2,081,900.00	\$2,373,680.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			80	26.81%	6,433	2,858	988,678	25	\$827,260.00	\$976,020.00	\$956,500.00	\$1,015,820.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			224	58.75%	7,725	3,253	552,367	88	\$839,720.00	\$1,121,700.00	\$1,071,520.00	\$1,194,660.00
	1753	\$20	8,191,950	100X THE CASH	4/4/16			34	83.52%	21,478	6,538	23,202	7	\$3,128,100.00	\$3,584,620.00	\$3,495,520.00	\$3,687,100.00
	1740	\$20	10,279,550	HIT \$1,000,000	12/21/15			49	83.34%	14,427	5,323	46,672	27	\$1,808,380.00	\$2,146,360.00	\$2,101,740.00	\$2,204,320.00
	1734	\$20	5,908,875	MILLIONAIRE'S CLUB	6/6/16			25	60.50%	14,899	6,048	70,656	22	\$1,634,920.00	\$1,942,780.00	\$1,921,380.00	\$2,124,260.00
	1756	\$50	3,666,680	HIGH ROLLER CASINO ACTION	4/18/16			32	44.16%	8,818	2,821	87,746	761	\$1,138,400.00	\$1,429,900.00	\$1,386,350.00	\$1,637,300.00
Out of Warehouse	1770	\$2	7,244,000	WILD 7'S DOUBLER	10/3/16			8	60.58%	12,567	9,684	4	68	\$960,638.00	\$1,215,476.00	\$1,067,058.00	\$1,239,418.00
Sold/Closing	1738	\$1	25,696,500	HIT \$5,000	1/4/16	11/13/16	12/28/16	47	96.21%	353	306	0	4,030	\$40,249.00	\$72,078.00	\$105,497.00	\$131,720.00
	1689	\$1	11,210,100	LUCKY BUCKS	5/2/16	11/13/16	12/28/16	30	92.77%	226	282	875	3,124	\$30,249.00	\$55,078.00	\$78,754.00	\$91,007.00
	1762	\$1	11,104,650	SPICY 9'S	6/6/16	11/13/16	12/28/16	25	95.31%	145	92	3	2,570	\$11,513.00	\$21,398.00	\$37,514.00	\$53,442.00
	1697	\$1	11,256,750	TRIPLE PAYOUT!	4/4/16	10/16/16	11/30/16	34	96.29%	7	2	0	2,274	-\$272.00	-\$1,055.00	\$2,112.00	\$5,036.00
	1778	\$2	25,266,625	BREAK THE BANK	11/18/15	10/16/16	11/30/16	53	96.99%	5	5	0	4,115	\$366.00	-\$46.00	\$4,136.00	\$4,828.00
	1754	\$2	7,037,250	CATS VS. DOGS DOGS VS. CATS	4/18/16	11/13/16	12/28/16	32	74.26%	82	69	5,941	7,603	-\$14,114.00	-\$10,784.00	\$25,788.00	\$32,232.00
	1765	\$2	7,326,375	GAS MONKEY GARAGE	3/21/16	10/16/16	11/30/16	36	77.71%	3	2	7,160	5,061	-\$2,256.00	-\$5,498.00	-\$3,778.00	-\$8,698.00
	1708	\$2	7,032,375	QUEEN OF SPADES	5/16/16	12/18/16	2/1/17	28	84.58%	768	725	3,354	3,197	\$65,358.00	\$75,342.00	\$95,446.00	\$118,986.00
	1788	\$2	9,237,375	TRIPLE THE MONEY	5/9/16	12/18/16	2/1/17	29	90.95%	2,339	1,945	0	1,024	\$166,970.00	\$229,030.00	\$251,380.00	\$319,032.00
	1725	\$3	6,117,500	JUNGLE GOLD	5/16/16	11/13/16	12/28/16	28	92.86%	78	89	0	2,510	-\$6,054.00	\$22,626.00	\$95,562.00	\$114,870.00
	1789	\$3	20,804,850	TEXAS LOTERIA	12/22/15	10/16/16	11/30/16	49	97.85%	12	3	36	5,103	\$1,506.00	\$516.00	\$4,560.00	\$10,809.00
	1784	\$5	15,224,625	BONUS BREAK THE BANK	12/7/15			51	94.54%	5,621	2,832	177	994	\$586,900.00	\$797,035.00	\$1,004,405.00	\$1,312,855.00
	1792	\$5	3,050,250	HOUSTON ASTROS	4/4/16	12/18/16	2/1/17	34	52.05%	214	113	16,024	2,904	\$11,625.00	\$17,250.00	\$17,815.00	\$24,855.00

Da Vinci

Liability for 1784 / for Life to Date

Product Status: SmartCash Enabled: Validation Range 11/10/2015 - 12/31/2037
 Active N/A

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	121120	\$605,600 00	1198289	\$5,991,445.00	90.82%	13827024
2	2	N/A	\$10 00	41051	\$410,510 00	567937	\$5,679,370 00	93.26%	14198355
3	3	N/A	\$10 00	41764	\$417,640 00	465741	\$4,657,410 00	91 77%	13971748
4	4	N/A	\$15 00	12641	\$189,615 00	190354	\$2,855,310 00	93.77%	14276550
5	5	N/A	\$15.00	13169	\$197,535.00	189829	\$2,847,435 00	93.51%	14236964
6	6	N/A	\$15.00	8081	\$121,215.00	93396	\$1,400,940 00	92.04%	14012230
7	7	N/A	\$20 00	6166	\$123,320 00	95349	\$1,906,980.00	93.93%	14299884
8	8	N/A	\$20 00	6317	\$126,340 00	95259	\$1,905,180 00	93.78%	14277807
9	9	N/A	\$20 00	7878	\$157,560 00	93541	\$1,870,820 00	92.23%	14042010
10	0	N/A	\$50.00	3657	\$182,850 00	59817	\$2,990,850 00	94.24%	14347471
11	0	N/A	\$50 00	3528	\$176,400 00	59934	\$2,996,700 00	94 44%	14378252
12	0	N/A	\$50.00	3537	\$176,850.00	59849	\$2,992,450 00	94 42%	14375076
13	0	N/A	\$50 00	4862	\$243,100 00	58628	\$2,931,400 00	92.34%	14058738
14	0	N/A	\$100.00	680	\$68,000.00	10717	\$1,071,700 00	94 03%	14316250
15	0	N/A	\$100.00	680	\$68,000.00	10730	\$1,073,000 00	94 04%	14317285
16	0	N/A	\$100 00	713	\$71,300.00	10714	\$1,071,400 00	93.76%	14274668
17	0	N/A	\$100 00	931	\$93,100.00	10466	\$1,046,600 00	91.83%	13980953
18	0	N/A	\$500 00	35	\$17,500 00	595	\$297,500 00	94 44%	14378812
19	0	N/A	\$500.00	37	\$18,500 00	606	\$303,000 00	94.25%	14348557
20	0	N/A	\$500 00	34	\$17,000.00	609	\$304,500 00	94 71%	14419590
21	0	N/A	\$500.00	45	\$22,500.00	598	\$299,000 00	93.00%	14159138
22	0	N/A	\$1,000 00	4	\$4,000 00	124	\$124,000 00	96.88%	14748855
23	0	N/A	\$1,000 00	4	\$4,000 00	124	\$124,000 00	96.88%	14748855
24	0	N/A	\$1,000 00	15	\$15,000 00	112	\$112,000 00	88.19%	13426441
25	0	N/A	\$7,500 00	2	\$15,000 00	49	\$367,500 00	96 08%	14627580
26	0	N/A	\$100,000 00	1	\$100,000.00	9	\$900,000.00	90 00%	13702163
			Totals.	276952	\$3,642,435.00	3,273,376	\$48,120,490.00		

END OF PRODUCTION PRIZE STRUCTURE
November 5, 2015 - (POOLS # 1 – 137 COMPLETE)

Prize Structure
TEXAS LOTTERY
GAME NO 1784 "BONUS BREAK THE BANK"
9/11/2015 - VERSION A

Order Quantity	15,224,625	Pack Size:	75	Pool Size	120 000	Winners:	3,550 328	Prize Fund	\$51 762,925.00
Price Point	\$5.00	Packs/Game:	202,995	Number of Pools	126.87	Non-winners:	11 674,297	Payout:	68.00%
Revenue	\$76,123 125 00	Packs/Pool:	1,600			Overall Odds	4.2882		

Kind	Wins	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
						Pack	Pool	Total		
Low Tiers										
01	1	\$5	\$5	\$5 00	11.5390	6 50	10 400 00	1,319,409	\$6,597 045 00	12 74%
02	2	\$5 x 2	\$10	\$10 00	24.9999	3 00	4,800 00	608,988	\$6,089 880 00	11 76%
03	1	\$10	\$10	\$10.00	29.9990	2.50	4,000 00	507,505	\$5,075,050.00	9.80%
Total (10.00):					13.6361	5.50	8,800.00	1,116,493	\$11,164,930.00	21.57%
04	3	\$5 x 3	\$15	\$15 00	75 0000	1 00	1,600 00	202,995	\$3 044,925 00	5 88%
05	2	\$10 + \$5	\$15	\$15 00	74 9989	1 00	1,600 00	202,998	\$3 044 970 00	5 88%
06	1	\$15	\$15	\$15 00	150 0303	0 50	800 00	101,477	\$1 522,155.00	2 94%
Total (15.00):					30.0010	2.50	4,000.00	507,470	\$7,612,050.00	14.71%
07	3	\$10 + (\$5 x 2)	\$20	\$20 00	149 9741	0 50	800 00	101,515	\$2,030,300 00	3 92%
08	2	\$10 x 2	\$20	\$20 00	149.8841	0 50	800.00	101,576	\$2,031,520 00	3.92%
09	1	\$20	\$20	\$20 00	150.1161	0.50	800 00	101,419	\$2,028,380 00	3.92%
Total (20.00):					49.9971	1.50	2,400.00	304,510	\$6,090,200.00	11.77%
Total (Low Tiers):					4.6876	16.00	25,600.00	3,247,882	\$31,464,225.00	60.79%
Mid Tiers										
10	4	\$20 + \$15 + \$10 + \$5	\$50	\$50 00	239 8561	0 31	500 00	63,474	\$3 173,700 00	6 13%
11	6	(\$10 x 4) + (\$5 x 2)	\$50	\$50 00	239 9014	0 31	500 00	63,462	\$3,173 100 00	6 13%
12	8	(\$5 x 6) + (\$10 x 2)	\$50	\$50 00	240 1891	0 31	500 00	63,386	\$3 169,300 00	6 12%
13	1	\$50	\$50	\$50 00	239 7956	0.31	500 00	63,490	\$3 174 500 00	6.13%
Total (50.00):					59.9839	1.25	2,000.00	253,812	\$12,690,600.00	24.52%
14	5	\$50 + \$20 + \$15 + \$10 + \$5	\$100	\$100 00	1335.8450	0.06	90.00	11,397	\$1,139,700.00	2 20%
15	9	\$20 + (\$10 x 8)	\$100	\$100 00	1334 3230	0 06	90 00	11,410	\$1 141,000.00	2.20%
16	5	\$20 x 5	\$100	\$100 00	1332 3379	0 06	90 00	11,427	\$1,142 700 00	2.21%
17	1	\$100	\$100	\$100.00	1335 8450	0 06	90 00	11,397	\$1,139,700 00	2.20%
Total (100.00):					333.6465	0.22	360.00	45,631	\$4,563,100.00	8.82%
18	16	\$100 + (\$50 x 5) + (\$20 x 5) + (\$10 x 5)	\$500	\$500 00	24166 0714	0 00	5 00	630	\$315,000 00	0 61%
19	10	\$50 x 10	\$500	\$500 00	23677 4883	0 00	5 00	643	\$321 500 00	0 62%
20	5	\$100 x 5	\$500	\$500 00	23677 4883	0.00	5.00	643	\$321 500 00	0 62%
21	1	\$500	\$500	\$500 00	23677 4883	0 00	5.00	643	\$321 500.00	0 62%
Total (500.00):					5949.4431	0.01	20.00	2,559	\$1,279,500.00	2.47%
Total (Mid Tiers):					50.4123	1.49	2,380.00	302,002	\$18,533,200.00	35.80%

No.	12/02/15				
	Game Name	Game No	Inv No.	Vendor	TLC PO #
	Bonus Break The Bank	1784	1025810-4	SGI	362-16-9019 RL005

Truck #	Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
1	3,881,700	3,881.70	\$27.19	\$105,543.42
2	3,885,525	3,885.53	\$27.19	\$105,647.42
3	3,879,300	3,879.30	\$27.19	\$105,478.17
4	3,578,100	3,578.10	\$27.19	\$97,288.54
				<u>\$413,957.55</u>
	Delivered	15,224,625		
	Ordered	15,000,000		
	2% under	14,700,000		
	2% over	15,300,000		
	Accetable Range	0		
5	Less Sanction Memo dated 6/17/15	1.00	\$200.00	\$200.00
			Total	\$413,757.55

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