TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	9/8/2016
Game #	1789	Confirmed Packs	4,581
Game Name	Texas Loteria	Active Packs	1,824
Quantity Printed	20,804,850	Warehouse Packs	36
Price Point	\$3	Returned Packs	1,933
Start Date	12/22/2015	Printed Payout Percentage	65 80%
Top Prize	\$ 50,000	Percent Sold	96 59%
Number of Top Prizes Remaining	2	Number of Weeks Out	37

	Current Game Sales Analysis									
TANGIBLE COSTS										
Expenditure Impact:										
Cost to print tickets	\$	471,022	Actual ticket production costs							
Prize payout expense	\$	37,968,806	Data from Instant Ticket Tier Liability screen in ES							
Estimated Direct Costs	\$	38,439,828								
TANGIBLE BENEFITS										
Revenue Impact:										
Estimated sales	\$	60,286,214	Based on # of tkts printed, times % sold from DaVinci report, times the price point							
Total Estimated Benefits	\$	60,286,214								
Excess of Revenue over Expended	\$	21,846,386								

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 Inform	mation	
Previous 3 W	eeks Sales from Da	<u>'inci</u>	
Most recent week sales	\$	258,357	
Next week	\$	296,292	
Next week	\$	403,659	
Avg Weekly Sales Current Game	\$	319,436	×.
Avg Weekly Sales \$3, 20M-24 99M Qty	\$	2,123,051	
Percentage Of Variance In Sales		85%	

TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

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Game #	1789	Printed Payout Percentage	65.80%
Game Name	Texas Loteria	Actual Payout Percentage	62.98%
Percent Sold	96 59%	Number of Weeks Out	37
Average # of Weeks for 85% Sell-th	rough for Same Price Poi	nt Game With Similar Print Run.	25
Recommendation			
Based on the findings in this St	ummary 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)	
Jah Bowysoch Instant Product Coordinator	9/8//6 Date ¹		
Products Manager	9/13/14 Date		
Products Manager	Date		
By signing below, I agree with the re	ecommendation of the Pro	ducts Department Staff to close the	above game.
Lottery Operations Division Director			
الم الم	do. I		
aulife	prona.		
Lottery Operations Division Director	<i>II</i> —		
4101, or 20.			

Date



Play the Games of Texas!

Da Vincı Report

9/7/16

Week End Date 9/3/16

							Week E	nd Da	ate 9/3/16								
												B.S.C.			Net S	ales	
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold (Confirmed	Active	Ware	Return	9/3/16	8/27/16	8/20/16	8/13/16
Mature	1798	\$3	35 460,375	BONUS CASHWORD	2/29/16			27	46.77%	12,965	6 145	129,686	8	\$1 181 703.00	\$1 154 106.00	\$1 134,489 00	\$1 169,958.0
	1725	\$3	6 117 500	JUNGLE GOLD	5/16/16			16	81 26%	4,573	3,296	0	289	\$439,902.00	\$494,442.00	\$556,329 00	\$660,546.0
	1794	\$5	25,316 700	\$5 SET FOR LIFE	3/21/16			24	25.83%	9,517	5 154	234,312	7	\$933,315.00	\$915,695.00	\$959,005.00	\$982,820 0
	1790	\$5	20,391,825	100,000 MEGA BINGO	1/18/16			33	43.37%	11 758	6 707	133,819	6	\$1 051 285,00	\$1 006,205.00	\$1 011 340 00	\$967 655 0
	1784	\$5	15,224,625	BONUS BREAK THE BANK	12/7/15			39	77 60%	11 709	7 190	24,623	9	\$1 290,885.00	\$1 192,275.00	\$1 220,240 00	\$1 213,630 0
	1803	\$5	15,295,950	HIT \$200 000	4/18/16			20	41 15%	11 704	6 197	100,608	8	\$1 182 120.00	\$1 149,055.00	\$1 201 880.00	\$1 285,750 0
	1792	\$5	3,050,250	HOUSTON ASTROS	4/4/16			22	48.92%	1 484	867	16,029	1 704	\$103,925.00	\$113,600.00	\$127 270 00	\$141 965.0
	1796	\$5	30,592 725	SUPER LOTERIA	2/29/16			27	59.64%	23 718	9,919	126,507	8	\$3,373,200.00	\$3 196,750.00	\$3,289,225 00	\$3,154 720 0
	1744	\$5	7 333,050	TEXAS LOTTERY LIVE!	3/7/16			26	62.61%	2 190	1 331	28,912	3,031	\$164 660.00	\$164,325.00	\$201 765.00	\$223,590.0
	1791	\$5	5,088,675	TEXAS RANGERS	4/4/16			22	62.27%	3 133	2 071	17 743	1 005	\$248,860.00	\$251 815.00	\$315,625 00	\$315 680.0
	1644	\$10	28,500 450	\$200 000 000 CASH BLOWOUT	7/21/14			111	69.36%	4,617	3 191	165,367	6	\$782,390.00	\$741 750.00	\$703,100 00	\$742,350.0
	1797	\$10	12 140,000	CASHWORD MULTIPLIER	3/9/16			25	65.62%	16,585	8 438	55,596	4	\$3,038,570.00	\$2 782 450.00	\$2,840,510 00	\$2,732,900 0
	1719	\$10	12,204,850	THE BIG MONEY SUPER TICKET	3/7/16			26	85.98%	14,564	7 944	9 113	10	\$2,276,240.00	\$2 183,650,00	\$2 186,000.00	\$2,230,720 0
	1671	\$20	34 144,650	\$500,000 000 CASH	5/18/15			68	25.07%	8 759	3 643	1 009,010	36	\$1 184,400.00	\$1 115,820.00	\$1 112,700.00	\$1 210,580.0
	1745	\$20	6 102,825	\$500 000 MONEY MANIA	2/1/16			31	52.74%	6,581	3 601	103,442	103	\$660,360.00	\$647 160.00	\$698,680.00	\$727 740 0
	1387	\$20	34,320 175	\$500M EXTREME CASH BLAST	8/13/12			212	56.70%	15,611	5 017	569,326	327	\$1 566,360.00	\$1,607 600.00	\$1 693,360.00	\$2 147 820 0
	1753	\$20	8 191,950	100X THE CASH	4/4/16			22	58.83%	22,002	6 378	103,892	10	\$3,565,620.00	\$3,224,880.00	\$3,527 400.00	\$3,844,420.0
	1740	\$20	10,279,550	HIT \$1 000,000	12/21/15			37	70.77%	19,297	6 361	91,985	18	\$2,501 280.00	\$2,275 120.00	\$2 407 860.00	\$2,596,640.0
	1756	\$50	3,666,680	HIGH ROLLER CASINO ACTION	4/18/16			20	31 27%	13,512	6 174	104,867	35	\$2,657 950.00	\$2 719,600.00	\$2,696,050.00	\$2,664,600.0
Out of Wareh	1762	\$1	11 104,650	SPICY 9'S	6/6/16			13	81 94%	6 416	6 087	3	86	\$528,700.00	\$539 475.00	\$572,781 00	\$612 171 0
	1749	\$2	7 029,250	MONEY BAGS	7/5/16	DE LUCIOS		9	69.77%	9 198	7 401	16	39	\$1,036,940.00	\$1 044 764.00	\$1,078 434.00	\$1 037 172.0
Sold/Closing	1746	\$1	11 133,600	LUCKYTICKET	3/7/16	9/11/16	10/26/16	26	81 01%	1,338	1 793	7 527	1,584	\$108,698.00	\$121,641 00	\$123,679.00	\$132,007 0
	1697	\$1	11,256 750	TRIPLE PAYOUT!	4/4/16			22	92.61%	2 491	2,013	0	108	\$147 883.00	\$157,324.00	\$165,251 00	\$194,352.0
	1692	\$2	30,589,250	\$2 SET FOR LIFE	8/3/15	9/11/16	10/26/16	57	65.29%	1,390	1 979	77 420	1,014	\$221 554.00	\$206 722.00	\$246,698.00	\$245,762.0
	1778	\$2	25,266,625	BREAK THE BANK	11/18/15			41	95.08%	3,977	2,623	0	456	\$434,066.00	\$564,508.00	\$783 782.00	\$894,686.0
	1780	\$2	8,919,000	SOLID GOLD	12/7/15	9/11/16	10/26/16	39	88.32%	514	520	5 587	664	\$41 746.00	\$36 486.00	\$52 118.00	\$53,544.0
	1789	\$3	20,804,850	TEXAS LOTERIA	12/22/15			37	96.59%	4,581	1 824	36	1,933	\$258,357 00	\$296,292.00	\$403,659.00	\$501 939.0
	1715	\$5	20,354,025	\$100,000 CASHWORD-O RAMA	9/21/15			50	96.86%	4 716	2,498	0	113	\$853,235.00	\$921,270.00	\$1 183,285.00	\$1,232,975.0
	1702	\$5	8 440,200	FUNKY 5'S	2/1/16	8/14/16	9/28/16	31	76.51%	64	71	21 707	3,514	\$14,370.00	\$15,645.00	\$63,865.00	\$122,585.0
	1625	\$5	8,423 775	MEGA SLOTS	2/15/16	9/11/16	10/26/16	29	58.77%	638	757	40,513	3,204	\$106 135,00	\$122,270.00	\$144,895.00	\$162,415.0
	1739	\$5	7,338,075	TEXAS CASH BLOWOUT	3/21/16			24	90.64%	3 074	2,116	2,811	52	\$365,330.00	\$358 795.00	\$422,300.00	\$461 805.0
	1750	\$5	7,335,825	TEXAS WILD 7'S	5/2/16	8/3/16	9/17/16	18	86.93%	400	239	0	7 721	\$106,840.00	\$228,840.00	\$445 135.00	\$683,090.0
			STEPOLINE STEPS									2/3					

Da Vinci

2/3

Liability for 1789 / for Life to Date

Proc Activ		Status:	SmartCash N/A	Enabled.	Validation Ran	ge. 12/17/2	015 - 12/31/2037	7	
			Outsta	nding 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	\$3.00	268127	\$804,381 00	2505853	\$7,517,559 00	90.33%	18793897
2	2	N/A	\$4 00	73886	\$295,544 00	688838	\$2,755,352.00	90 31%	18789458
3	3	N/A	\$7 00	31725	\$222,075 00	523071	\$3,661,497 00	94.28%	19615162
4	4	N/A	\$10 00	24965	\$249,650 00	321823	\$3,218,230 00	92.80%	19307124
5	5	N/A	\$17 00	15251	\$259,267 00	331453	\$5,634,701 00	95.60%	19889675
6	6	N/A	\$20 00	21900	\$438,000 00	324890	\$6,497,800 00	93.68%	19491011
7	0	N/A	\$30 00	1818	\$54,540 00	41469	\$1,244,070 00	95.80%	19931072
8	0	N/A	\$33.00	1414	\$46,662.00	33289	\$1,098,537 00	95.93%	19957140
9	0	N/A	\$50 00	1901	\$95,050 00	15418	\$770,900 00	89 02%	18521229
10	0	N/A	\$80 00	547	\$43,760.00	13307	\$1,064,560 00	96 05%	19983408
11	0	N/A	\$300 00	1353	\$405,900 00	9082	\$2,724,600 00	87 03%	18107297
12	0	N/A	\$3,000 00	28	\$84,000.00	277	\$831,000 00	90 82%	18894896
13	0	N/A	\$50,000.00	2	\$100,000 00	19	\$950,000 00	90 48%	18823436
			Totals	442917	\$3,098,829 00	4,808,789	\$37,968,806.00		

09/07/16

Game Name Texas Loteria Game # Invoice

- 1789 90085487

Vendor IGT

TLC PO # 362-16-9009 RL012

Truck#	Description/Tickets Delivered		Unit Price Per 1000	Amount
1	3,585,225	tickets	\$0.02008	71,991.32
	3,585,225	full uv	\$0.00256	9,178.18
				81,169 49
2	3,479,025	tickets	\$0.02008	69,858.82
	3,479,025	full uv	\$0.00256	8,906.30
				78,765 13
3	3,483,750	tickets	\$0.02008	69,953 70
	3,483,750	full uv	\$0.00256	8,918.40
				78,872.10
4	3,341,175	tickets	\$0.02008	67,090 79
	3,341,175	full uv	\$0.00256	8,553 41
				75,644.20
5	3,449,325	tickets	\$0.02008	69,262.45
	3,449,325	full uv	\$0.00256	8,830.27
				78,092.72
6	3,466,350	tickets	\$0.02008	69,604.31
	3,466,350	full uv	\$0.00256	8,873 86
D.1.	1			78,478.16
Delive	,			
Orde	red 20,400,000			
2% ur	nder 19,992,000			
2% o				
Accet	able			
Rang	ge 0			

NO. OF TICKETS: NO. POOLS: PACK SIZE. PACKS/POOL. PACKS/GAME. 20,804,850 173.37 75.00 1600.00

277,398

MIN: 19,992,000 MAX. 20,808,000

20,804,850

TEXAS LOTTERY COMMISSION 'TEXAS LOTERIA GAME NUMBER 1789 END OF PRODUCTION PRIZE STRUCTURE

\$3 TICKETS \$62,414,550 REVENUE

PRIZE FUND \$41,067,635 November 19 2015 VERSION 13 PAYOUT % 65.7981753%

						WINNERS IN	WINNERS IN	WINNERS IN		PERCENT	VALIDATION
PRIZE	#	TIER			ODDS OF	173.37	75	120,000	PRIZE	OF PRIZE	TIER
TIER	WINS	CODE	GET.	WIN:	1 IN:	POOLS	(PER PACK*)	(PER POOL)	COST	FUND**	LEVELS
1	1	L	\$3	\$3	7.50	2,773,980	10.00	16,000 \$	8,321,940	20.26%	
2	1	L	\$4	\$4	27.28	762,724	2.75	4,400 \$	3,050,896	7 43%	
3	2	L	\$3 + \$4	\$7	37.50	554,796	2.00	3,200 \$	3,883,572	9 46%	
4	1	L	\$10	\$10	59.99	346,788	1,25	2,000 \$	3,467,880	8.44%	
5	3	L	\$3 + \$4 + \$10	\$17	60.01	346,704	1.25	2,000 \$	5,893,968	14.35%	LOW
6	1	L	\$20	\$20	59.99	346,790	1,25	2,000 \$	6,935,800	16.89%	76.83%
7	2	M	\$10 + \$20	\$30	480.63	43,287		250 \$	1,298,610	3.16%	
8	3	M	\$3 + \$10 + \$20	\$33	599.51	34,703		200 \$	1,145,199	2.79%	
9	1	M	\$50	\$50	1,201.27	17,319		100 \$	865,950	2.11%	
10	3	M	\$10 + \$20 + \$50	\$80	1,501.72	13,854		80 \$	1,108,320	2.70%	MID
11	1	M	\$300	\$300	1,993 76	10,435		60 \$	3,130,500	7.62%	18.38%
12	1	H	\$3,000	\$3,000	68,212.62	305		\$	915,000	2.23%	HIGH
13	1	H	\$50,000	\$50,000	990,707.14	21		\$	1,050,000	2 56%	4.78%
				2 decimals:	3.96	5,251,706	18.50	30,290 \$	41,067,635	100.00%	100.00%
				4 decimals:	3.9615						
			Consolidated odds are	1 in \$3	7,50	2,773,980					
				\$4	27.28	762,724					
				\$7	37.50	554,796					
				\$10	59.99	346,788					
				\$17	60.01	346,704					
				\$20	59.99	346,790					
				\$30	480.63	43,287					
				\$33	599.51	34,703					
				\$50	1,201.27	17,319					
				\$80	1,501.72	13,854					
				\$300	1,993.76	10,435					
				\$3,000	68,212.62	305					
				\$50,000	990,707 14	21					
				•	•	5,251,706					

Instant Ticket Game Analysis 2/23/14-2/27/16

Average Number of Weeks for 85% Average Sell Through

Print Quantities	的信息等	Price	Point	379 128	8	Price Point				
	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$25	\$50	
< 5M	None	None	None	None	2M	None	None	None	None	
5M-9 99M	Week 16	Week 21	Week 21*	Week 22	3M	None	Week 12*	None	Week 71*	
10M-14.99M	Week 17	None	Week 26	Week 31	4M	Week 15*	Week 28*	None	None	
15M-19.99M	None	None	Week 40*	Week 51	5M	Week 18	Week 47*	None	None	
20M-24.99M	Week 36	None	Week 25	Week 39	6M	Week 26	None	None	None	
25M-29.99M	Week 24*	Week 39*	Week 32*	None	7M	None	None	None	None	
30M-34.99M	Week 51*	Week 66*	None	None	8M	Week 19	None	None	None	
>35M	None	None	None	None	>9M	None	Week 39*	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	None	None	None	
5M-9 99M	\$476,747	\$641,811	\$888,939	\$1,723,223	3M	None	\$5,141,903	None	\$2,195,114	
10M-14.99M	\$577,433	None	\$1,236,839	\$1,456,631	4M	\$2,420,727	\$2,572,436	None	None	
15M-19.99M	None	None	\$1,056,146	\$1,448,693	5M	\$2,609,962	\$2,150,202	None	None	
20M-24.99M	\$523,049	None	\$2,123,051	\$2,266,672	6M	\$2,024,322	None	None	None	
25M-29.99M	\$906,926	\$1,139,763	\$1,998,723	None	7M	None	None	None	None	
30M-34.99M	\$521,486	\$790,002	None	None	8M	\$4,563,190	None	None	None	
>35M	None	None	None	None	>9M	None	\$4,464,715	None	None	

None = no games at this level with 85% sell through

Excludes Promotional Tickets Unaudited - For Internal Use Only

^{*} only one game at this level with 85% sell through