TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

	SUMMAR	A REPORT							
Scratch Ticket Information		Date Completed	4/18/2017						
Game #	1798	Confirmed Packs	1,925						
Game Name	Bonus Cashword	Active Packs	1,033						
Quantity Printed	35,460,375	Warehouse Packs							
Price Point	\$3	Returned Packs	1,060						
Start Date	2/29/2016	Printed Payout Percentage	66 00%						
Top Prize	\$ 50,000	Percent Sold	98 04%						
Number of Top Prizes Remaining	0	0 Number of Weeks Out							
	Current Game Sales Analysis								
TANGIBLE COSTS									
Expenditure Impact									
Cost to print tickets	\$ 595,734	Actual ticket production costs							
Prize payout expense \$ 67,022,828 Data from Instant Ticket Tier Liability screen in ES									
Estimated Direct Costs \$ 67,618,562									
TANGIBLE BENEFITS									
Revenue Impact									
Estimated sales	\$ 104,296,055	Based on # of tkts printed, times % sold fr	rom DaVıncı report,						
Total Estimated Benefits	\$ 104,296,055	times the price point							
Excess of Revenue over Expended	\$ 36,677,493								
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 <u>Assumptions</u> 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 amoun		parison Information							
		Sales from DaVinci							
Most recent week		\$ 251,733							
Next week		\$ 296,841							
Next week		\$ 413,499							
Avg Weekly Sales Curr	ent Game	\$ 320,691							
Avg Weekly Sales \$3:	Avg Weekly Sales \$3; >35M Qty \$ 2,004,832								

Percentage Of Variance In Sales

84%

TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1798	Printed Payout Percentage	66.00%
Game Name	Bonus Cashword	Actual Payout Percentage	64.26%
Percent Sold	98.04%	Number of Weeks Out	59
Average # of Weeks for 85% Sell-th	rough for Same Price Poir	nt Game With Similar Print Run	33*
*No data available for >35M range, Data for	25M - 29 99M range used		
Recommendation			
Based on the findings in this S I am recommending closing the		mmending closing the above game e below business reason(s)	
Instant Dre - NOT REQU - NOT REQU - NOT REQU - NOT REQU	IRED PRIZE Date		

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



				TEXES T	* Pla	iy th	e Gal	mes	of Te	xas!	*						
				Jutiens		Da Vi	ncı Rep	ort				4	18/17				
									te 4/15/17	,		-11	10/11/				
		1200				1. 7 E 1 1				1 - 1 A.					Net S	ales	
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold C	onfirmed	Active	Ware	Return	4/15/17	4/8/17	4/1/17	3/25/17
Mature	1826	\$5	8,072,025	\$500 FRENZY	1/3/17			15	81.20%	11 915	5,449	609	56	\$1 154,875.00	\$1,262,920.00	\$1 428 100.00	\$1 473,530.00
	1794	\$5	25,316,700	\$5 SET FOR LIFE	3/21/16			56	44.09%	6,801	3,549	177 145	4	\$732,690.00	\$718 465.00	\$807 855.00	\$768,720.00
	1790	\$5	20,391 825	100,000 MEGA BINGO	1/18/16			65	75.24%	11,277	5,982	48,317	9	\$972,150.00	\$990 160.00	\$1,070,725.00	\$1,000,995.00
	1824	\$5	23,982,375	20X THE CASH	12/19/16			17	46.71%	23 144	8,602	136,495	4	\$2,247 340.00	\$2,249,005.00	\$2,460,490.00	\$2,448,920.00
	1808	\$5	18,320,550	BONUS BREAK THE BANK	11/7/16			23	44.96%	15,315	7 500	109 927	3	\$1 438,200.00	\$1 420,410.00	\$1,588,590.00	\$1,511 615.00
	1807	\$5	40,880,700	SUPER LOTERIA	12/5/16			19	31 06%	27,523	10,192	334 339	5	\$3,584,570.00	\$3,566 115.00	\$3 773,225.00	\$3,575,630.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			37	43.43%	11,298	6,604	303,851	14	\$2,075 170.00	\$2,083,560.00	\$2 164 140.00	\$2,002,000.00
	1827	\$10	15,280,500	50X THE CASH	1/3/17			15	46.04%	24 424	10,939	126,827	8	\$4,219,090.00	\$4 076 180.00	\$4,271,380.00	\$4 141,360.00
	1866	\$10	12 158,400	CASHWORD MULTIPLIER	12/5/16			19	54.87%	19 172	8,604	78,994	3	\$3,661,050.00	\$3,660,330.00	\$3,671,300.00	\$3,522,990.00
	1764	\$20	6 112 700	\$1 000 000 RICHES	8/15/16			35	59.25%	9 652	4,944	83,088	31	\$1 155,860.00	\$1 172,720.00	\$1,253,300.00	\$1 178,200.00
	1671	\$20	34 144,650	\$500,000,000 CASH	5/18/15			100	29 73%	6,630	3,089	948,306	22	\$1 109,520.00	\$1 038,820.00	\$1 094,820.00	\$1 026,400.00
	1387	\$20	34,320 175	\$500M EXTREME CASH BLAST	8/13/12			244	61 77%	7 963	3,270	510,711	72	\$1 056 160.00	\$1 036,900.00	\$1 173,320.00	\$1 065,580.00
	1734	\$20	5,908,875	MILLIONAIRE'S CLUB	6/6/16			45	87 40%	9,501	4,294	14 161	10	\$1 377,800.00	\$1 378,500.00	\$1 453,600.00	\$1,373,500.00
	1779	\$20	8,076,320	SUPER BREAK THE BANK	10/3/16			28	53.36%	16,994	6,229	162,294	14	\$1 484 000.00	\$1 414,540.00	\$1 519 980.00	\$1 531 440.00
	1822	\$20	5,139,100	WINNERS GALORE	12/5/16			19	31.40%	9 180	4,864	124,092	143	\$951 980 00	\$970,100.00	\$1 091 520.00	\$1 085,920.00
	1832	\$50	3,668,520	\$7,500,000 ULTIMATE CASH	10/17/16			26	42.43%	10,544	5 476	87 839	12	\$2,802,900.00	\$2,851 450.00	\$3,038,700.00	\$2,795,800.00
	1756	\$50	3,666,680	HIGH ROLLER CASINO ACTION	4/18/16			52	53.84%	3 193	1,815	78,608	60	\$825,550.00	\$770,600.00	\$922,050 00	\$810,100.00
a Table and	1. 1. S.	1.28		an a											1. C.S.		
Sold/Closing	1819	\$1	9 119,700	HIPSTER HOLIDAY	11/16/16	3/19/17	5/3/17	21	96.10%	14	1	0	1 879	-\$2,192.00	-\$3,628.00	-\$6,575.00	-\$1 369.00
	1809	\$1	10,275,750	TEXAS A&M UNIVERSITY	9/6/16	4/16/17	5/31/17	32	92.93%	599	585	0	1 703	\$40,017 00	\$56,096.00	\$97 199.00	\$109,558.00
	1810	\$1	10,206 150	THE UNIVERSITY OF TEXAS	9/6/16	4/16/17	5/31/17	32	95.81%	286	262	0	1,282	\$21 255.00	\$26 181 00	\$43,446.00	\$50,681.00
	1800	\$1	30 135,750	WEEKLY BONUS	6/20/16	5/14/17	6/28/17	43	65.70%	12 716	6,025	45 936	425	\$285,246.00	\$327 516.00	\$398 103.00	\$398,952.00
	1770	\$2	7,244,000	WILD 7'S DOUBLER	10/3/16	3/19/17	5/3/17	28	97 08%	13	10	0	1 117	-\$2,364.00	\$1 602.00	\$12,722.00	\$27 828.00
	1798	\$3	35,460,375	BONUS CASHWORD	2/29/16	5/14/17	6/28/17	59	98.04%	1,925	1 033	0	1,060	\$251 733.00	\$296,841 00	\$413,499.00	\$549,528.00
	1801	\$3	20,504,625	TEXAS LOTERIA	6/27/16		L	42	94.41%	7,829	3,589	17	1 115	\$670,647 00	\$986 193.00	\$1,407 063.00	\$1 736,292.00
	1760	\$3	6 113,625	WORD GAMES	1/16/17	3/10/17	4/24/17	13	81 93%	135	82	0	2,813	\$35,586.00	\$88,362.00	\$197 280.00	\$435,894.00
	1776	\$5	9,894 750	COWBOYS	8/1/16	4/16/17	5/31/17	37	57 38%	467	466	51 500	1 967	\$104,305.00	\$108,020.00	\$130,875.00	\$161 675.00
	1782	\$5	8,369,025	CRAZY CASH	9/19/16	3/19/17	5/3/17	30	58.40%	41	47	41 005	3,751	\$14,040.00	\$32,890.00	\$86,650.00	\$139,560.00
	1863	\$5	2,967,075	DALLAS MAVERICKS	1/16/17	5/14/17	6/28/17	13	32.58%	4 172	1 526	18,604	739	\$193 145.00	\$207,810.00	\$232 100.00	\$280,920.00
	1815	\$5	7 649 475	GARLAND RICHES	10/17/16	3/7/17	4/21/17	26	90.62%	13	2	0	7 826	-\$8,960.00	-\$13,225.00	-\$22 785.00	-\$51 355.00
	1817	\$5	7 998,975	GOLDEN TICKET	11/7/16	5/14/17	6/28/17	23	88 70%	4,109	2,597	3,338	89	\$586,005.00	\$640,860.00	\$782,375.00	\$743 745.00
	1813	\$5	8,420,625	HIT THE JACKPOT	10/3/16	4/16/17	5/31/17	28	63.62%	694	828	35,962	1 352	\$172 475.00	\$185,640.00	\$240,515.00	\$270,580.00
	1864	\$5	2,289,825	HOUSTON ROCKETS	1/16/17	5/14/17	6/28/17	13	34.57%	2,278	1 207	15 194	622	\$157,845.00	\$178,530.00	\$213 145.00	\$220,270.00

*Diautha Games of Taural

Da Vinci

2/3

NO. OF TICKET NO. POOLS PACK SIZE. PACKS/POOL PACKS/GAME	S	35,460,375 295 50 12 960 283,68	0 Maximum 5 0	,		"BONUS CA	LOTTERY COMM SHWORD" - GAM DUCTION PRIZE : 18-Feb-16	IE NO. 1798		VERSION A		
			35 460 375		\$3 TICKETS	\$106 381 125	REVENUE	PRIZE FUND	\$70,211 623		PAYOUT %	66.00%
PRIZE TIER	PRIZE CODE	TIER CODE	GET	#OF WAYS TO WIN	WIN_	ODDS OF 1 IN	WINNERS IN 295 50 POOLS	WINNERS IN 125 (PER PACK*)	WINNERS IN 120 000 (Per Pool)	PRIZE	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	3 WORDS	1	\$3	10.42	3,404,196	12.00	11,520.000	\$10,212,588	14.55%	
2	2	L	4 WORDS	1	\$5	6.95	5,105,623	18.00	17,280.000	\$25,528,115	36.36%	
3	3	L	5 WORDS	1	\$10	49.99	709,390	2.50	2,400.000	\$7,093,900	10.10%	LOW TIER
4	4	L	6 WORDS	1	\$20	83.32	425,601	1.50	1,440.000	\$8,512,020	12.12%	73.13%
5	0	М	7 WORDS	. 1	\$100	475.18	74,625	0.264	253.000	\$7,462,500	10.63%	MID TIER
6	0	М	8 WORDS	1	\$500	1,939.32	18,285	0.065	62.000	\$9,142,500	13.02%	23.65%
7	0	Н	9 WORDS	1	\$5,000	385,438.86	92	0.000	0.311	\$460,000	0.66%	HIGH TIER
8	0	Н	10 WORDS	1	\$50,000	985,010.42	36	0.000	0.122	\$1,800,000	2.56%	3.22%
						3 64 3 6415	9,737 848	34 33	32,955 433	\$70,211,623	100 00%	100 00%
			Consolıdated odds a	are 1 in.	\$3 \$5 \$10 \$20 \$100 \$500 \$500 \$5000 \$50,000	10 42 6 95 49 99 83.32 475 18 1,939.32 385 438 86 985,010 42	3 404,196 5 105 623 709 390 425 601 74 625 18,285 92 36 9 737 848		of the following G	LEPS will be used 1	n approximately 10	6 67% of each pack of 125 tickets.

1	18-Feb-16				"BONUS CA	LOTTERY COMMISSION SHWORD" - GAME NO 1 RIZE STRUCTURE			
							VERSION A		
PRIZE		Α		В		С	D	Е	F
\$3	3 WORDS	12 =	- \$36	12 = \$	36	12 = \$ 36	12 = \$ 36	12 = \$ 36	12 = \$ 36
\$5	4 WORDS	23 =	\$ 115	19 = \$	95	15 = \$ 75	19 = \$ 95	17 = \$ 85	15 = \$ 75
\$10	5 WORDS	1 =	\$ 10	1 = \$	10	3 = \$ 30	3 = \$ 30	2 = \$ 20	5 = \$ 50
\$20	6 WORDS	1 =	\$ 20	2 = \$	40	2 = \$ 40	1 = \$ 20	2 = \$ 40	1 = \$ 20
		37	\$ 181	34 \$	181	32 \$ 181	35 \$ 181	33 \$ 181	33 \$ 181

Note There will not be more than 38 winners per pack

04/18/17 No.

Game Name	Game No	Inv No	Vendor	TLC PO #
Bonus Cashword	1798	8500299	PBL	362-16-9010 RL012

Truck #	Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
1	3,766,625	3,766.63	\$16.80	\$63,279 30
2	3,880,000	3,880.00	\$16.80	\$65,184 00
3	3,879,875	3,879 88	\$16.80	\$65,181 90
4	3,884,750	3,884 75	\$16.80	\$65,263 80
5	3,880,750	3,880 75	\$16.80	\$65,196 60
6	3,881,250	3,881 25	\$16.80	\$65,205 00
7	3,881,125	3 881 13	\$16.80	\$65,202 90
8	4,203,125	4,203 13	\$16.80	\$70,612.50
9	4,202,875	4 202.88	\$16.80	\$70,608.30
		0.00		\$595,734 30
г	Delivered 35,460,375			
	Ordered 35,040,000			
	% under 34,339,200			
2	2% over 35,740,800			
A	Accetable			
	Range 0			

Total

\$595,734.30

Liability for 1798 / for Life to Date

Proc Activ		Status	SmartCash N/A	Enabled.	Validation Rang	ge 02/24/2	2016 - 12/26/2017	,	
			Outsta	nding Prizes					
Tier	Ref	SmartCash	Tier Value	Count	Amount	Tıckets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$3 00	345520	\$1,036,560 00	3058676	\$9,176,028 00	89 85%	31861208
2	2	N/A	\$5 00	234841	\$1,174,205 00	4870782	\$24,353,910 00	95 40%	33829320
3	3	N/A	\$10 00	23561	\$235,610 00	685829	\$6,858,290 00	96 68%	34282628
4	4	N/A	\$20 00	11956	\$239,120 00	413645	\$8,272,900 00	97 19%	34464220
5	0	N/A	\$100 00	2338	\$233,800 00	72287	\$7,228,700 00	96 87%	34349402
6	0	N/A	\$500 00	499	\$249,500 00	17786	\$8,893,000 00	97 27%	34492656
7	0	N/A	\$5,000 00	4	\$20,000 00	88	\$440,000 00	95 65%	33918619
8	0	N/A	\$50,000 00	0	\$0.00	36	\$1,800,000 00	100 00%	35460374
			Totals.	618719	\$3,188,795 00	9,119,129	\$67,022,828 00]	

Instant Ticket Game Analysis 8/31/14-8/27/16

Average Number of Weeks for 85% Average Sell Through

		Price	Point	
Print				
Quantities	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9 99M	Week 11*	Week 20	Week 18*	Week 18
10M-14.99M	Week 18	None	Week 26	Week 26
15M-19.99M	None	Week 21*	None	Week 26
20M-24.99M	Week 35*	None	Week 25	Week 40
25M-29.99M	Week 29	Week 38	Week 33	None
30M-34.99M	None	None	None	None
>35M	None	None	None	None

		Price Point									
Print Quantities	\$10	\$20	\$25	\$50							
2M	None	None	None	None							
3M	None	Week 12*	None	None							
4M	None	None	None	None							
5M	Week 17	Week 47*	None	None							
6M	Week 27	None	None	None							
7M	None	None	None	None							
8M	Week 19	None	None	None							
>9M	Week 30	Week 39*	None	None							

Average Weekly Dollar Sales at 85% Average Sell Through

		Price	Point	
Print				
Quantities	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9 99M	\$578,969	\$671,321	\$861,712	\$1 964,653
10M-14 99M	\$557,959	None	\$1,236,839	\$2 142,670
15M-19 99M	None	\$1,273,552	None	\$2,531 546
20M-24 99M	\$551,431	None	\$2,124,488	\$2,208,168
25M-29 99M	\$786,366	\$1,169,247	\$2,004,832	None
30M-34 99M	None	None	None	None
>35M	None	None	None	None

Price Point Print Quantities \$10 \$20 \$25 \$50 2M None None None None 3M \$5,141,903 None None None 4M None None None None 5M \$2,712,692 \$2,150,202 None None 6M \$1,986,191 None None None None 7M None None None \$4,563,190 8M 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