TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	8/28/2017
Game #	1835	Confirmed Packs	2,281
Game Name	Cash Fortune	Active Packs	1,542
Quantity Printed	8,420,025	Warehouse Packs	39,893
Price Point	\$5	Returned Packs	3,173
Start Date	3/20/2017	Printed Payout Percentage	68.01%
Top Prize	\$ 100,000	Percent Sold	57.36%
Number of Top Prizes Remaining	1	Number of Weeks Out	23

	Current Game	Sales Analysis
TANGIBLE COSTS		
Expenditure Impact:		
Cost to print tickets	\$ 343,000	Actual ticket production costs
Prize payout expense	\$ 16,161,930	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 16,504,930	
TANGIBLE BENEFITS		
Revenue Impact:		•
Estimated sales	\$ 24,148,632	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 24,148,632	
Excess of Revenue over Expended	\$ 7,643,702	

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	nation	
Previous 3 W	eeks Sales from DaV	<u>'inci</u>	
Most recent week sales	\$	214,210	
Next week	\$	246,685	
Next week	\$	278,455	
Avg Weekly Sales Current Game	\$	246,450	
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,846,165	
Percentage Of Variance In Sales		87%	

TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Executive Director

mstant ricket information			
Game #	1835	Printed Payout Percentage	68.01%
Game Name	Cash Fortune	Actual Payout Percentage	66.93%
Percent Sold	57.36%	Number of Weeks Out	23
Average # of Weeks for 85% Sell-th	rough for Same Price Poir	nt Game With Similar Print Run.	19
Recommendation Based on the findings in this Su	ummary Report, I am reco	mmending closing the above game.	
I am recommending closing the	e above game based on th	e below business reason(s):	
Instant Product Coordinator Products Manager By signing below, I agree with the recommendation	Date S/28// > Date Date Commendation of the Production	ucts Department Staff to close the ab	ove game.
Lottery Operations Division Director	P30\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\		



Play the Games of Texas!•

Da Vinci Report

8/28/17

Week End Date:8/26/17

	وتعتقي		(A)				week C	nu Da	(e.0/20/1								
Product Line	Game	\$	Tiv 8			.									Net S		
Mature		***************************************	Tix Run	Name	Start	Call	Close	Wks	-1	Confirmed	Active	Ware	Return	8/26/17	8/19/17	8/12/17	8/5/17
Mature	1793	\$2	38,037,250	WEEKLY GRAND	9/19/16			49	64.92%	11,581	9,532	83,033	18	\$886,654.00	\$927,008.00	\$902,378.00	\$921,632.00
	1868	\$3	35,655,625	BONUS CASHWORD	3/6/17			25	44.29%	14,587	5,646	136,781	18	\$1,137,687.00	\$1,191,741.00	\$1,172,490.00	\$1,244,175.00
	1850	\$3	7,215,750	COMBO PLAY	4/3/17			21	67.30%	2,221	1,430	7,839	6,191	\$138,249.00	\$151,134.00	\$170,973.00	\$223,389.00
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17			24	25.03%	21,879	9,948	379,515	25	\$1,411,608.00	\$1,420,137.00	\$1,415,988.00	\$1,410,927.00
	1886	\$5	7,832,250	\$10, \$20 OR \$50!	5/22/17			14	64.83%	8,470	5,197	21,694	16	\$950,775.00	\$1,028,280.00	\$1,233,245.00	\$1,366,810.00
	1799	\$5	20,213,625	\$100,000 SUPER CASHWORD	7/18/16			58	84.12%	6,530	3,150	31,612	22	\$620,520.00	\$678,615.00	\$688,605.00	\$762,915.00
	1794	\$5	25,316,700	\$5 SET FOR LIFE	3/21/16			75	52.02%	3,451	2,039	155,481	6	\$428,635.00	\$478,880.00	\$471,995.00	\$492,090.00
	1824	\$5	23,982,375	20X THE CASH	12/19/16			36	65.06%	5,487	2,753	102,426	3	\$639,500.00	\$702,700.00	\$738,360.00	\$827,385.00
	1841	\$5	8,419,425	25TH ANNIVERSARY	5/1/17			17	62.65%	6,902	4,032	29,893	7	\$628,470.00	\$730,550.00	\$804,150.00	\$934,135.00
	1808	\$5	18,320,550	BONUS BREAK THE BANK	11 <i>[</i> 7/16			42	71.61%	10,523	6,550	50,059	13	\$1,258,265.00	\$1,326,895.00	\$1,306,180.00	\$1,439,080.00
	1835	\$5	8,420,025	CASH FORTUNE	3/20/17			23	57.36%	2,281	1,542	39,893	3,173	\$214,210.00	\$246,685.00	\$278,455.00	\$359,395.00
	1821	\$5	8,302,125	CLASSY CASH	4/3/17			21	51.31%	2,974	1,812	44,219	3,831	\$235,275.00	\$264,570.00	\$285,610.00	\$368,010.00
	1851	\$5	8,120,250	INSTANT RICHES	5/15/17			15	57.41%	9,944	5,440	29,354	34	\$989,075.00	\$1,046,300.00	\$1,116,670.00	\$1,266,975.00
	1773	\$5	7,150,050	RICH	4/1 7/17			19	65,67%	2,849	1,874	22,852	3,590	\$331,985.00	\$376,535.00	\$394,175.00	\$522,630.00
	1807	\$5	40,880,700	SUPER LOTERIA	12/5/16			38	62.20%	21,733	9,413	169,733	30	\$3,293,145.00	\$3,420,930.00	\$3,417,555.00	\$3,526,515.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			56	52.43%	5,151	2,421	263,229	20	\$884,500.00	\$894,610,00	\$974,650.00	\$1,137,060.00
	1827	\$10	15,280,500	50X THE CASH	1/3/17			34	77.47%	12,882	5,590	48,120	11	\$1,738,160.00	\$1,850,240.00	\$1,939,270.00	\$2,327,180.00
	1842	\$10	6,105,900	EXPLOSION DE DINERO	5/1/17			17	54.28%	7,644	4,021	41,887	673	\$860,720.00	\$940,760.00	\$1,094,250.00	\$1,319,110.00
	1867	\$10	15,298,150	MEGA LOTERIA	2/6/17			29	81.51%	21,815	8,062	22,957	25	\$3,376,210.00	\$3,393,790.00	\$3,553,960.00	\$3,859,700.00
	1834	\$10	9,676,300	WILLY WONKA GOLDEN TICKET	3/20/17			23	86.94%	11,946	5,714	4,253	228	\$1,114,320.00	\$1,194,860.00	\$1,271,900.00	\$1,450,950.00
	1764	\$20	6,112,700	\$1,000,000 RICHES	8/15/16			54	70.77%	3,609	2,329	64,390	11	\$506,660.00	\$501,400.00	\$508,520.00	\$649,940,00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			119	32.23%	5,024	2,487	916,477	25	\$807,260.00	\$834,260.00	\$839,140.00	\$985,660.00
	1829	\$20	9,107,450	100X THE CASH	1/16/17			32	72.98%	16,447	7,195	71,858	17	\$2,632,620.00	\$2,709,220.00	\$2,800,060.00	\$3,393,240.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			15	8,77%	22,137	8,675	1,233,424	18	\$3,087,820.00	\$3,194,340.00	\$3,485,160.00	\$4,527,480.00
	1853	\$20	7,203,050	MONEY	3/8/17			24	58,13%	13,852	5,786	98,316	22	\$2,151,720,00	\$2,147,580.00	\$2,382,740.00	\$2,911.820.00
	1822	\$20	5,139,100	WINNERS GALORE	12/5/16			38	38.05%	1,064	734	123,131	1,921	\$115,940.00	\$119,780,00	\$143,580.00	\$177,960.00
	1832	\$50	3,668,520	\$7,500,000 ULTIMATE CASH	10/17/16			45	56.91%	4,438	2,422	71.070	20	\$1.023.700.00	\$1,051,700.00	·	-
	1756	\$50	3,666,680	HIGH ROLLER CASINO ACTION	4/18/16			71	57.51%	1,014	591	75,661	43	\$221,000,00	\$232,500.00		\$257,600.00
	1870	\$50	3,579,720	ULTIMATE MILLIONS	4/17/17			19	39.84%	12,203	6,139	87,429	20		•	,	
		يتناع							النظار	التجنيح	الأرثي		تتبيعا	3,00,1000.00	22, 101,000.00	+=,52, ,555,00	ŢŢ,007,200.00
Out of Wareh	1887	\$1	7,249,500	\$2,000 CA\$H	6/19/17			10	74.85%	5,855	5,604	0	71	\$352,752.00	\$445,348.00	\$536,685.00	\$599,658.00
															Art Control		
Sold/Closing	1876	\$1	9,019,200	MAD MONEY	2/20/17	8/13/17	9/27/17	27	90.72%	111	102	0	4,546	\$3,411.00	\$9,048.00	\$24,626.00	\$42,795.00
	1447	\$1	860,400	MONEY CRAZE	9/17/12	9/10/17	10/25/17	258	0.00%	0	0	0	162	\$0	\$0	\$0	\$0

Da Vinci

2/3

Liability for 1835 / for Life to Date

Product Status:

SmartCash Enabled:

N/A

Validation Range: 02/24/2017 - 12/31/2037

Outstanding Prizes

			Outstar	iding Frizes					
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	394445	\$1,972,225.00	484829	\$2,424,145.00	55.14%	4642776
2	2	N/A	\$10.00	99928	\$999,280.00	124711	\$1,247,110.00	55.52%	4674476
3	3	N/A	\$10.00	180957	\$1,809,570.00	230891	\$2,308,910.00	56.06%	4720450
4	4	N/A	\$15.00	41505	\$622,575.00	52134	\$782,010.00	55.68%	4687892
5	5	N/A	\$15.00	64902	\$973,530.00	84694	\$1,270,410.00	56.62%	4767009
6	6	N/A	\$15.00	48948	\$734,220.00	63319	\$949,785.00	56.40%	4748925
7	7	N/A	\$20.00	8094	\$161,880.00	10599	\$211,980.00	56.70%	4774185
8	8	N/A	\$20.00	16132	\$322,640.00	21222	\$424,440.00	56.81%	4783685
9	9	N/A	\$20.00	24432	\$488,640.00	31623	\$632,460.00	56.41%	4750092
10	10	N/A	\$20.00	16570	\$331,400.00	20909	\$418,180.00	55.79%	4697411
11	0	N/A	\$50.00	5046	\$252,300.00	6689	\$334,450.00	57.00%	4799450
12	0	N/A	\$50.00	15279	\$763,950.00	19783	\$989,150.00	56.42%	4750822
13	0	N/A	\$50.00	4046	\$202,300.00	5333	\$266,650.00	56.86%	4787716
14	0	N/A	\$50.00	5030	\$251,500.00	6681	\$334,050.00	57.05%	4803534
15	0	N/A	\$50.00	5063	\$253,150.00	6656	\$332,800.00	56.80%	4782292
16	0	N/A	\$50.00	3076	\$153,800.00	3915	\$195,750.00	56.00%	4715262
17	0	N/A	\$100.00	1549	\$154,900.00	1967	\$196,700.00	55.94%	4710520
18	0	N/A	\$100.00	2934	\$293,400.00	3625	\$362,500.00	55.27%	4653543
19	0	N/A	\$100.00	2853	\$285,300.00	3698	\$369,800.00	56.45%	4753053
20	0	N/A	\$100.00	5379	\$537,900.00	6849	\$684,900.00	56.01%	4716122
21	0	N/A	\$100.00	2183	\$218,300.00	2840	\$284,000.00	56.54%	4760675
22	0	N/A	\$250.00	112	\$28,000.00	147	\$36,750.00	56.76%	4778933
23	0	N/A	\$250.00	267	\$66,750.00	326	\$81,500.00	54.97%	4628883
24	0	N/A	\$250.00	409	\$102,250.00	542	\$135,500.00	56.99%	4798794
25	0	N/A	\$500.00	245	\$122,500.00	305	\$152,500.00	55.45%	4669286
26	0	N/A	\$500.00	175	\$87,500.00	226	\$113,000.00	56.36%	4745450
27	0	N/A	\$500.00	175	\$87,500.00	221	\$110,500.00	55.81%	4699054
28	0	N/A	\$1,000.00	24	\$24,000.00	26	\$26,000.00	52.00%	4378413
29	0	N/A	\$1,000.00	56	\$56,000.00	73	\$73,000.00	56.59%	4764820
30	0	N/A	\$1,000.00	15	\$15,000.00	13	\$13,000.00	46.43%	3909297
31	0	N/A	\$100,000.00	1	\$100,000.00	4	\$400,000.00	80.00%	6736019
			Totals:	949830	\$12,472,260.00	1,194,850	\$16,161,930.00		

NO. OF TICKETS (+/-2%):	8,420,025	Minimum Quantity:	8,114,400
NO. POOLS:	23.39	Maximum Quantity:	8,445,600
PACK SIZE.	75	• •	
PACKS/POOL:	4,800		
	· ·		

112,267

PACKS/POOL: PACKS/GAME:

TEXAS LOTTERY COMMISSION "CASH FORTUNE" - GAME NO. 1835 END OF PRODUCTION PRIZE STRUCTURE 13-Feb-17

VERSION A

		,	•									
			8,420,025		\$5 TICKETS	\$42,100,125	REVENUE	PRIZE FUND	\$28,634,190		PAYOUT %	68.01%
PRIZE TIER	PRIZE CODE	TIER CODE	GET:	#OF WAYS TO WIN:		ODDS OF	WINNERS IN 23,39	WINNERS IN	WINNERS IN 360,000	PRIZE	PERCENT OF PRIZE	VALIDATION TIER
1	l	L	\$5	10 WIN:	\$5	1 IN:	POOLS	(PER PACK*)	(Per Pool)	COST	FUND **	LEVELS
2	2	L	\$10	1		9.58	879,274	7.832	37,593.5511	\$4,396,370	15.35%	
3	3	ī	\$5"2X"	;	\$10	37.48	224,639	2.0009	9,604.4893	\$2,246,390	7.85%	
4	4	Ĺ	\$15	1	\$10	20.44	411,848	3.6685	17,608.6508	\$4,118,480	14.38%	
5	5	ī.	\$5"2X" + \$5	1	\$15	89.92	93,639	0.8341	4,003.5558	\$1,404,585	4.91%	
6	6	į.	\$5 + \$10	2	\$15	56.29	149,596	1.3325	6,396.0095	\$2,243,940	7.84%	
7	7	Ļ.		2	\$15	75.00	112,267	1.00	4,800.	\$1,684,005	5.88%	
,	•	L	\$5 x 4	4	\$20	450,44	18,693	0.1665	799.2233	\$373,860	1.31%	
8 9	8 9	L.	\$5"2X" + \$10	2	\$20	225,41	37,354	0.3327	1,597.0784	\$747,080	2.61%	
10	10	L	\$10"2X"	1	\$20	150.21	56,055	0,4993	2,396.6437	\$1,121,100	3.92%	LOW TIER
11	0	L	\$20	1	\$20	224.66	37,479	0,3338	1,602.4228	\$749,580	2.62%	66.65%
12	0	M	\$5 x 6 + \$10"2X"	7	\$50	717.51	11,735	0.10	500	\$586,750	2.05%	
12	0	M	\$5"10X"	1	\$50	240,15	35,062	0.31	1,500	\$1,753,100	6.12%	
	-	M	\$5 x 2 + \$10 x 2 + \$20	5	\$50	897.75	9,379	0.08	400	\$468,950	1.64%	
14	0	М	\$5 x 4 + \$10 + \$20	6	\$50	718,98	11,711	0.10	500	\$585,550	2.04%	
15	- 0 0	M	\$10 x 5	5	\$50	718.49	11,719	0.10	500	\$585,950	2.05%	
16	-	M	\$50	1	\$50	1,204.41	6,991	0.06	300	\$349,550	1.22%	
17 18	0	M	\$100	1	\$100	2,394.77	3,516	0.03	150	\$351,600	1.23%	
19	0	M	\$50"2X"	1	\$100	1,283.74	6,559	0.06	280	\$655,900	2.29%	
20	0	M	\$5 x 20	20	\$100	1,285.30	6,551	0.06	280	\$655,100	2.29%	
20 21	0	M	\$10"10X"	1	\$100	688,59	12,228	0.11	525	\$1,222,800	4.27%	
21	0	M	\$50 + \$10 x 2 + \$15 x 2	5	\$100	1,676.29	5,023	0.04	215	\$502,300	1.75%	
23	0 .	M	\$250	1	\$250	32,509.75	259	0.00	11	\$64,750	0.23%	
23 24	0	M M	\$10 x 15 + \$20 x 5	20	\$250	14,199.03	593	0.01	25	\$148,250	0.52%	
24 25	0		\$20"10X" + \$5 x 2 + \$10 x 4	7	\$250	8,853.86	951	0.01	40	\$237,750	0.83%	
26	0	M M	\$5 x 10 + \$10 x 2 + \$20 x 4 + \$50 + \$100 x 3 \$500	20	\$500	15,309.14	550	0.00	23	\$275,000	0.96%	
27	0	M	\$50"10X"	Į,	\$500	20,997.57	401	0.00	17	\$200,500	0.70%	MID TIER
28	500 O	H	\$20.x 10 + \$250 x 3.+ \$50	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	\$500	21,262.69	396	0.00	17	\$198,000	0.69%	30.88%
29	0.7	Ĥ	\$100"10X"	14	\$1,000	168,400.50	50		2.14	\$50,000	0.17%	
30	0	Н	\$1,000		\$1,000	65,271.51	129	0.00	5,52	\$129,000	0.45%	1. 14 10 1 - 1
31	0	H	\$100,000		\$1,000	300,715.18	28	0,00	1.29	\$28,000	0.10%	HIGH TIER
(پر ۱۹۳۱ - ۱) د ادخو ر ادر	11 11 9 1	, 11	3100,000	3. 1	\$100,000	1,684,005.00	5.**		0.213776	\$500,000	1.75%	2.47%
Note: "2X" = win	DOUBLE the	nrive for th	hat symbol			3.93	2,144,680	19.10	91,693.69	\$ 28,634,190	100.00%	100,00%
Note: "10X" = wi						3.9260						
		p	una 5,111001.	Consolidated odds are 1 in:	66	0.50	970 274					
				Consolidated odds are 1 in.	\$10	9.58	879,274					
					\$15	13.23 23.68	636,487					
					\$20		355,502					
					\$50	56.29 97.23	149,581		EbCabC-II-	CLEBC . III		
					\$100 .	248.55	86,597				n approximately	16.67% of each pack of 75 tickets.
					\$250	4,670.01	33,877		Numbers are rounded			
					\$500	6,250.95	1,803 1,347	-77	tus number of prizes	s is guaranteed deliver	y to the Lottery.	
					\$1,000	40,676,45	207					
					\$1,000	1,684,005.00	5					
					4.00,000	1,007,005.00	2,144,680					
							2,174,000					

No.	01/24/17

 Game Name
 Game No
 Inv No.
 Vendor
 TLC PO #

 Cash Fortune
 1835
 8503521
 PBL
 362-17-9010 RL014

	Description/Tickets Delivered Qty 8,420,025	Units per 1000 8,420.03	Unit Price \$40.32	Amount \$339,495.41 \$339,495.41
Delivered Ordered	8,420,025 8,280,000			
2% under 2% over	8,114,400 8,445,600			
Accetable Range	0			
		One time cost for foil in	nserts Total	\$3,504.26 \$342,999.67

Scratch Ticket Game Analysis 2/22/15-2/25/17

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 21	Week 17	Week 19
10M-14.99M	Week 19	None	Week 26*	Week 26
15M-19.99M	None	Week 21*	None	Week 32
20M-24.99M	Week 35*	None	Week 26	Week 42*
25M-29.99M	Week 33*	Week 36*	Week 33*	None
30M-34.99M	None	None	None	Week 39*
>35M	None	None	Week 48*	None

		Price Point	
Print Quantities	\$10	\$20	\$50
2M	None	None	None
3M	None	None	None
4M	None	None	None
5M	Week 20	Week 47*	None
6M	Week 23*	None	None
7M	None	None	None
8M	Week 19	Week 34*	None
>9M	Week 30	Week 52*	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	\$677,452	\$691,115	\$1,048,153	\$1,846,165
10M-14.99M	\$529,420	None	\$995,703	\$2,330,999
15M-19.99M	None	\$1,273,552	None	\$2,177,203
20M-24.99M	\$551,431	None	\$2,048,240	\$2,091,160
25M-29.99M	\$665,806	\$1,198,731	\$2,010,942	None
30M-34.99M	None	None	None	\$3,329,657
>35M	None	None	\$1,875,795	None

	Price Point				
Print Quantities	\$10	\$20	\$50		
2M	None	None	None		
3M	None	None	None		
4M	None	None	None		
5M	\$2,437,509	\$2,150,202	None		
6M	\$2,289,667	None	None		
7M	None	None	None		
8M	\$4,563,190	\$4,102,734	None		
>9M	\$3,308,551	\$3,358,044	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