

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Scratch Ticket Information**

Date Completed

6/27/2022

Game #	1838	Confirmed Packs	11,323
Game Name	Instant Millionaire	Active Packs	5,004
Quantity Printed	34,728,300	Warehouse Packs	110,103
Price Point	\$20	Returned Packs	73
Start Date	5/15/2017	Printed Payout Percentage	74.83%
Top Prize	\$ 2,500,000	Percent Sold	90.60%
Number of Top Prizes Remaining	1	Number of Weeks Out	267

**Current Game Sales Analysis**TANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 3,489,554	Actual ticket production costs
Prize payout expense	\$ 468,112,634	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs**      **\$ 471,602,188**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 629,276,796	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits**      **\$ 629,276,796**

**Excess of Revenue over Expended**      **\$ 157,674,608**

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**

<u>Previous 3 Weeks Sales from DaVinci</u>		
Most recent week sales	\$	1,398,720
Next week	\$	1,560,080
Next week	\$	1,566,140
Avg Weekly Sales Current Game	\$	1,508,313
Avg Weekly Sales \$20; 10M-14.99M Qty*	\$	6,279,880
Percentage Of Variance In Sales		76%

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	1838	Printed Payout Percentage	74.83%
Game Name	Instant Millionaire	Actual Payout Percentage	74.39%
Percent Sold	90.60%	Number of Weeks Out	267
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			32

*\*No games at >35M qty for comparison so 10M-14.99M qty was used.*

**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):

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6/28/2022

Instant Product Coordinator      Date



6/28/2022

Products Manager      Date

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

***Not Required, >85% Sold***

Lottery Operations Division Director      Date

***Not Required, >85% Sold***

Controller      Date

***Not Required, >85% Sold***

Executive Director      Date



*Play the Games of Texas!*

Da Vinci Report

6/27/22

Week End Date:6/25/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/25/22	6/18/22	6/11/22	6/4/22
Sold/Closing	2371	\$5	7,338,975	LUCKY 7S	12/20/21	5/29/22	7/13/22	27	98.34%	30	7	151	975	-\$910.00	\$4,725.00	\$12,710.00	\$14,335.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21	5/29/22	7/13/22	55	73.53%	143	82	78,303	1,016	\$38,290.00	\$80,540.00	\$145,650.00	\$220,100.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21	5/17/22	7/1/22	42	75.74%	647	136	50,770	1,017	\$67,290.00	\$166,160.00	\$348,430.00	\$652,920.00
	2336	\$10	15,610,600	POWER 10X	8/2/21	5/29/22	7/13/22	47	62.20%	167	123	111,990	1,453	\$27,110.00	\$66,000.00	\$151,850.00	\$226,860.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21	6/13/22	7/28/22	38	89.60%	5,841	1,813	15,494	156	\$959,380.00	\$1,821,300.00	\$3,003,440.00	\$4,064,020.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			267	90.60%	11,323	5,004	110,103	73	\$1,398,720.00	\$1,560,080.00	\$1,566,140.00	\$1,625,200.00

**Liability for 1838 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 04/27/2017 - 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	\$20.00	391503	\$7,830,060.00	3312804	\$66,256,080.00	89.43%	31057914
2	2	N/A	\$25.00	387634	\$9,690,850.00	3317068	\$82,926,704.00	89.54%	31094574
3	3	N/A	\$50.00	70618	\$3,530,900.00	623663	\$31,183,150.00	89.83%	31195950
4	4	N/A	\$50.00	133536	\$6,676,800.00	1255724	\$62,786,200.00	90.39%	31390207
5	0	N/A	\$100.00	57199	\$5,719,900.00	521504	\$52,150,400.00	90.12%	31295755
6	0	N/A	\$100.00	25459	\$2,545,900.00	235099	\$23,509,900.00	90.23%	31335014
7	0	N/A	\$100.00	16083	\$1,608,300.00	137477	\$13,747,700.00	89.53%	31091055
8	0	N/A	\$150.00	7399	\$1,109,850.00	67847	\$10,177,050.00	90.17%	31313438
9	0	N/A	\$150.00	8160	\$1,224,000.00	75685	\$11,352,750.00	90.27%	31348457
10	0	N/A	\$200.00	1403	\$280,600.00	13067	\$2,613,400.00	90.30%	31361070
11	0	N/A	\$200.00	14361	\$2,872,200.00	130284	\$26,056,800.00	90.07%	31280319
12	0	N/A	\$200.00	2767	\$553,400.00	26160	\$5,232,000.00	90.43%	31406379
13	0	N/A	\$500.00	198	\$99,000.00	1746	\$873,000.00	89.81%	31191158
14	0	N/A	\$500.00	546	\$273,000.00	5067	\$2,533,500.00	90.27%	31350132
15	0	N/A	\$500.00	188	\$94,000.00	1746	\$873,000.00	90.28%	31352436
16	0	N/A	\$500.00	186	\$93,000.00	1744	\$872,000.00	90.36%	31381427
17	0	N/A	\$1,000.00	123	\$123,000.00	1003	\$1,003,000.00	89.08%	30934711
18	0	N/A	\$1,000.00	221	\$221,000.00	1821	\$1,821,000.00	89.18%	30969752
19	0	N/A	\$1,000.00	186	\$186,000.00	1554	\$1,554,000.00	89.31%	31015964
20	0	N/A	\$1,000.00	159	\$159,000.00	1521	\$1,521,000.00	90.54%	31441514
21	0	N/A	\$10,000.00	46	\$460,000.00	363	\$3,630,000.00	88.75%	30822427
22	0	N/A	\$10,000.00	49	\$490,000.00	364	\$3,640,000.00	88.14%	30607993
23	0	N/A	\$25,000.00	11	\$275,000.00	92	\$2,300,000.00	89.32%	31019451
24	0	N/A	\$1,000,000.00	3	\$3,000,000.00	37	\$37,000,000.00	92.50%	32123677
25	0	N/A	\$2,500,000.00	1	\$2,500,000.00	9	\$22,500,000.00	90.00%	31255469
<b>Totals:</b>				<b>1118039</b>	<b>\$51,615,760.00</b>	<b>9,733,449</b>	<b>\$468,112,634.00</b>		

NO. OF TICKETS: 34,728,300  
NO. POOLS: 289.40  
PACK SIZE: 25  
PACKS/POOL: 4,800  
PACKS/GAME: 1,389,132

Minimum: 33,398,400  
Maximum: 34,761,600

TEXAS LOTTERY COMMISSION  
"INSTANT MILLIONAIRE" - GAME NO. 1838  
END OF PRODUCTION PRIZE STRUCTURE  
21-Apr-17

VERSION A

34,728,300 \$20 TICKETS \$694,566,000 REVENUE PRIZE FUND \$519,728,390 PAYOUT % 74.83%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	#OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 289 POOLS	WINNERS IN 25 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$20	1	\$20	9.38	3,704,307	2.667	12,800.000	\$74,086,140	14.25%	LOW TIER 52.12%
2	2	G	\$25	1	\$25	9.37	3,704,702	2.667	12,800.000	\$92,617,550	17.82%	
3	3	G	\$50	1	\$50	50.02	694,281	0.500	2,400.000	\$34,714,050	6.68%	
4	4	G	\$25"D"	1	\$50	25.00	1,389,260	1.000	4,800.000	\$69,463,000	13.37%	
6	0	M	\$50"D"	1	\$100	60.01	578,703	0.417	2,000.000	\$57,870,300	11.13%	MID TIER 32.03%
7	0	M	\$20 x 5	5	\$100	133.28	260,558	0.188	900.000	\$26,055,800	5.01%	
8	0	M	\$100	1	\$100	226.15	153,560	0.110	530.000	\$15,356,000	2.95%	
9	0	M	\$100 + \$50	2	\$150	461.53	75,246	0.054	260.000	\$11,286,900	2.17%	
10	0	M	\$25 x 6	6	\$150	414.20	83,845	0.060	290.000	\$12,576,750	2.42%	
11	0	M	\$20 x 10	10	\$200	2,400.02	14,470	0.010	50.000	\$2,894,000	0.56%	
12	0	M	\$20"10X"	1	\$200	240.09	144,645	0.104	500.000	\$28,929,000	5.57%	
13	0	M	\$25"D" + \$50 + \$100	3	\$200	1,200.55	28,927	0.021	100.000	\$5,785,400	1.11%	
14	0	M	\$500	1	\$500	17,864.35	1,944	0.001	6.7173	\$972,000	0.19%	
15	0	M	\$50"10X"	1	\$500	6,187.12	5,613	0.004	19.3951	\$2,806,500	0.54%	
16	0	M	\$25 x 20	20	\$500	17,956.72	1,934	0.001	6.6827	\$967,000	0.19%	HIGH TIER 15.85%
17	0	M	\$50 x 2 + \$100 x 2 + \$200	5	\$500	17,993.94	1,930	0.001	6.6689	\$965,000	0.19%	
18	0	H	\$1,000	1	\$1,000	30,842.18	1,126	0.001	3.8908	\$1,126,000	0.22%	HIGH TIER 15.85%
19	0	H	\$100"10X"	1	\$1,000	17,007.00	2,042	0.001	7.0559	\$2,042,000	0.39%	
20	0	H	\$50 x 10 + \$100 + \$200"D"	12	\$1,000	19,958.79	1,740	0.001	6.0124	\$1,740,000	0.33%	
21	0	H	\$50 x 20	20	\$1,000	20,671.61	1,680	0.001	5.8051	\$1,680,000	0.32%	
22	0	H	\$10,000	1	\$10,000	84,910.27	409	0.000	1.4133	\$4,090,000	0.79%	
23	0	H	\$25 x 2 + \$50 x 5 + \$100 x 2 + \$500 x 19	28	\$10,000	84,087.89	413	0.000	1.4271	\$4,130,000	0.79%	
24	0	H	\$25,000	1	\$25,000	337,167.96	103	0.000	0.3559	\$2,575,000	0.50%	
25	0	H	\$1,000,000	1	\$1,000,000	868,207.50	40 ***	0.000	0.1382	\$40,000,000	7.70%	
26	0	H	\$2,500,000	1	\$2,500,000	3,472,830.00	10 ***	0.000	0.0346	\$25,000,000	4.81%	

3.20 10,851,488 7.625 37,495.597 \$ 519,728,390 100.00% 100.00% \*\*\*\*  
3.2003

Note: "D" = win DOUBLE the PRIZE by revealing one (1) "CROWN" Play Symbol  
Note: "10X" = win 10 TIMES the PRIZE by revealing one (1) "10X" Play Symbol.

Consolidated odds are 1 in:	\$20	9.38	3,704,307
	\$25	9.37	3,704,702
	\$50	16.67	2,083,541
	\$100	34.98	992,821
	\$150	218.29	159,091
	\$200	184.68	188,042
	\$500	3,040.74	11,421
	\$1,000	5,271.45	6,588
	\$10,000	42,248.54	822
	\$25,000	337,167.96	103
	\$1,000,000	868,207.50	40
	\$2,500,000	3,472,830.00	10
			10,851,488

\* Each of the following GLEPS will be used in approximately 16.67% of each pack of 25 tickets.  
\*\* Numbers are rounded.  
\*\*\* This Number of prizes is guaranteed delivery to the Lottery  
\*\*\*\* Low Tier = \$20, G-Tier = \$25 - \$50, Mid-Tier = \$100 - \$599, High Tier = \$600+ (Used for Validatic

0.0000



# INTEROFFICE MEMO

Gary Grief, Executive Director

Alfonso D. Royal III, Charitable Bn

34,728,500 -

1,000 -

34,728,500

34,728.3

99.9 =

3,469,557.1700

## Payment Approval

April 25, 2017

The attached invoice(s) for service is being submitted for approval

Vendor Name: Pollard Banknote Limited  
 P.O. Number (if applicable): 362-17-9010RL011  
 Invoice Number: 8504102  
 Tx Game Name: Game #1838 Instant Millionaire

0.0000

	Quantity	Unit Price	Amount
Ticket Size 10 x 4	34728 3	27.61	\$958,848 36
Four colour process	34728 3	10	\$347,283 00
Holograhic Scratch	34728 3	60 00	\$2,083,698 00
Additional Scene	34728 3	0 29	\$10,071 21
Multi Play Area	34728 3	2 00	\$69,456 60
Holograhic Scratch	1	5000 00	\$5,000 00
ITVM cards	1	15197 06	\$15,197 06

Total Amount

**\$3,489,554.23**

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

Dale Bowersock  
 Dale Bowersock (Instant Product Coordinator)  
 Please forward to the next person for approval

4/28/17  
 Date

Robert Tirloni  
 Robert Tirloni (Products Manager)  
 Please forward to the next person for approval

5/1/17  
 Date

Michael Anger  
 Michael Anger (Lottery Operations Division Director)

5.2.17  
 Date

Please return to Maria Perez in the Office of the Controller by

May 5, 2017

# POLLARD

banknote limited

2017 APR 25 AM 9 13

OFFICE OF  
CONTROLLER

INVOICE NO.: 8504102

140 Otter Street  
Winnipeg, Manitoba  
Canada R3T 0M8  
Phone: (204) 474-2323  
Fax: (204) 453-1375

<b>Sold To:</b> Texas Lottery Commission P O Box 16630 Austin, Texas 78761-6630 United States	<b>Ship To:</b> Texas Lottery Commission P O Box 16630 Austin, Texas 78761-6630 United States
<b>Terms:</b> Net 30 days after date of invoice	

Invoice Date	Order No.	Your Order	Customer No.
April 24, 2017	1005155	101617710	5008

**Order name** Instant Millionaire #1838  
**PO Number**

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	34,728,300	27.61 /M	958,848.36
Four colour process / Spectrum overprints	34 728 300	10.00 /M	347,283.00
Holographic Scratch FX®	34,728,300	60.00 /M	2,083,698.00
Additional scene within a book	34,728,300	0.29 /M	10,071.21
Multiple Play Area	34,728,300	2.00 /M	69,456.60
Holographic Scratch FX®	1	5,000.00 Ea	5,000.00
ITVM cards	1	15,197.06 Ea	15,197.06

Under unit price '/M' = price per thousand.

<b>Before Taxes:</b>	3,489,554.23 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	3,489,554.23 USD

**Banking Instructions**

TD New York  
31 W 52nd Street  
New York, NY 10019  
ABA# 026003243  
Bank Account # 3248176206

**Delivery:** Prepaid  
**Tax ID/Contract Number:** NA

**Instant Ticket Game Analysis**  
**03/01/20-02/26/22**

**Average Number of Weeks for 85% Average Sell Through**

	A	B	C	D	E	F	G	H
	Price Point				Price Point			
Print Quantities	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	None	None	None	None
5M-9.99M	Week 15	Week 16	None	Week 19	Week 17	Week 39	None	Week 34
10M-14.99M	Week 15	None	None	Week 23	Week 33	Week 32	None	None
15M-19.99M	Week 23	None	Week 27*	None	Week 34*	None	None	None
20M-24.99M	None	None	None	Week 39	Week 41*	None	None	None
25M-29.99M	Week 32*	None	None	None	Week 36*	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	Week 63	Week 70*	Week 48*	Week 43*	None	None	None

**Average Weekly Dollar Sales at 85% Average Sell Through**

	A	B	C	D	E	F	G	H
	Price Point				Price Point			
Print Quantities	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	None	None	None	None
5M-9.99M	\$523,427	\$836,412	None	\$1,829,626	\$3,575,687	\$4,083,763	None	\$6,822,934
10M-14.99M	\$646,883	None	None	\$2,572,905	\$3,255,577	\$6,279,880	None	None
15M-19.99M	\$637,501	None	\$1,754,298	None	\$4,557,575	None	None	None
20M-24.99M	None	None	None	\$2,543,539	\$4,377,999	None	None	None
25M-29.99M	\$795,571	None	None	None	\$6,250,278	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	\$1,031,140	\$1,494,231	\$4,784,040	\$7,855,672	None	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