TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	8/28/2017
Game #	1850	Confirmed Packs	2,221
Game Name	Combo Play	Active Packs	1,430
Quantity Printed	7,215,750	Warehouse Packs	7,839
Price Point	\$3	Returned Packs	6,191
Start Date	4/3/2017	Printed Payout Percentage	65.98%
Top Prize	\$ 50,000	Percent Sold	67.30%
Number of Top Prizes Remaining	1	Number of Weeks Out	21

Current Game Sales Analysis								
TANGIBLE COSTS								
Expenditure Impact:								
Cost to print tickets	\$	179,167	Actual ticket production costs					
Prize payout expense	\$	9,052,483	Data from Instant Ticket Tier Liability screen in ES					
Estimated Direct Costs	\$	9,231,650						
TANGIBLE BENEFITS								
Revenue Impact:								
Estimated sales	\$	14,568,599	Based on # of tkts printed, times % sold from DaVinci report, times the price point					
Total Estimated Benefits	\$	14,568,599	·					
Excess of Revenue over Expended	\$	5,336,949						

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 W	Previous 3 Weeks Sales from DaVinci							
Most recent week sales	\$	138,249						
Next week	\$	151,134						
Next week	.\$	170,973						
Avg Weekly Sales Current Game	\$	153,452	-					
Avg Weekly Sales \$3; 5M - 9.99M Qty	· \$	1,048,153						
Percentage Of Variance In Sales		85%						

TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Lottery Operations Division Director Date

Instant licket information			
Game #	1850	Printed Payout Percentage	65.98%
Game Name	Combo Play	Actual Payout Percentage	62.14%
Percent Sold	67.30%	Number of Weeks Out	2
Average # of Weeks for 85% Sell-th	nrough for Same Price Poi	nt Game With Similar Print Run.	1
Recommendation			
Based on the findings in this S	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):	
Instant Product Coordinator Products Mahager	8/28/17 Date - 8/30/17 Date		
By signing below, I agree with the re	ecommendation of the Pro	ducts Department Staff to close the a	bove game.
102	8)30/19		



Play the Games of Texas!

Da Vinci Report

8/28/17

Week End Date:8/26/17

											1				Net S	ales	
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	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	11/7/16			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	<i>41</i> 17/17			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	\$1,101,000.00	\$1,154,350.00
	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	\$205,900.00	\$257,600.00
	1870	\$50	3,579,720	ULTIMATE MILLIONS	4/17/17		_	19	39.84%	12,203	6,139	87,429	20	\$3,334,600.00	\$3,464,000.00	\$3,527,350.00	\$3,654,250.00
Out of March	1007		7.040.500														
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
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	\$2,414.00	60.040.00	004.000.00	440 705 55
J	1447	\$1	860,400	MONEY CRAZE	9/17/12	9/10/17	10/25/17	258	0.00%	0	102	0	4,546	\$3,411.00	\$9,048.00	\$24,626.00	\$42,795.00
a Vinci			,,,,,		2711712	5, 10, 11	.5/20/1/	200	0.0076	U	U	2/3	102	\$0	\$0	\$0	\$0
a sinci												213					

Liability for 1850 / for Life to Date

Product Status: Active

SmartCash Enabled:

N/A

Validation Range: 03/21/2017 - 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	\$3.00	248773	\$746,319.00	386015	\$1,158,045.00	60.81%	4387902
2	2	N/A	\$5.00	176715	\$883,575.00	285325	\$1,426,625.00	61.75%	4455964
3	3	N/A	\$9.00	103799	\$934,191.00	184897	\$1,664,073.00	64.05%	4621368
4	4	N/A	\$10.00	43195	\$431,950.00	72141	\$721,410.00	62.55%	4513347
5	5	N/A	\$15.00	10287	\$154,305.00	18585	\$278,775.00	64.37%	4644801
6	6	N/A	\$15.00	5109	\$76,635.00	9351	\$140,265.00	64.67%	4666284
7	7	N/A	\$15.00	5122	\$76,830.00	9272	\$139,080.00	64.42%	4648077
8	0	N/A	\$30.00	1092	\$32,760:00	1897	\$56,910.00	63.47%	4579550
9	0	N/A	\$30.00	6441	\$193,230.00	11586	\$347,580.00	64.27%	4637581
10	0	N/A	\$30.00	4288	\$128,640.00	7716	\$231,480.00	64.28%	4638181
11	0	N/A	\$30.00	8718	\$261,540.00	15988	\$479,640.00	64.71%	4669530
12	0	N/A	\$50.00	1135	\$56,750.00	1868	\$93,400.00	62.20%	4488518
13	0	N/A	\$50.00	7404	\$370,200.00	13668	\$683,400.00	64.86%	4680375
14	0	N/A	\$100.00	465	\$46,500.00	744	\$74,400.00	61.54%	4440461
15	0	N/A	\$100.00	1691	\$169,100.00	3121	\$312,100.00	64.86%	4680040
16	0	N/A	\$100.00	821	\$82,100.00	1395	\$139,500.00	62.95%	4542405
17	0	N/A	\$100.00	873	\$87,300.00	1529	\$152,900.00	63.66%	4593206
18	0	N/A	\$100.00	1727	\$172,700.00	3071	\$307,100.00	64.01%	4618501
19	0	N/A	\$200.00	849	\$169,800.00	1554	\$310,800.00	64.67%	4666365
20	0	N/A	\$500.00	25	\$12,500.00	35	\$17,500.00	58.33%	4209187
21	0	N/A	\$500.00	57	\$28,500.00	63	\$31,500.00	52.50%	3788268
22	0	N/A	\$500.00	63	\$31,500.00	118	\$59,000.00	65.19%	4704190
23	0	N/A	\$3,000.00	2	\$6,000.00	4	\$12,000.00	66.67%	4810499
24	0	N/A	\$3,000.00	9	\$27,000.00	5	\$15,000.00	35.71%	2577053
25	0	N/A	\$50,000.00	1	\$50,000.00	4	\$200,000.00	80.00%	5772599
			Totals:	628661	\$5,229,925.00	1,029,952	\$9,052,483.00		

NO. OF TICKET NO. POOLS:	5 7245,750 60.13	MIN: MAX:	6,938,400 7,221,600	1									
PACK SIZE:	125.00	practical.	, qual 1,000	_				TEXAS LOTTERY COMMISSION					
PACKS/POOL:	960.00							MBO PLAY" GAME NUMBER 1					
PACKS/GAME:	57,726							OF PRODUCTION PRIZE STRUC				2659700025%	
			7,215,750		\$3 TICKETS	\$21,647,250	- REVENUE	PRIZE FUND - MARCH 2, 2017 - VERSION 6	\$14,282,408		PAYOUT % -	- A. T. S.	
							WINNERS IN	WINNERS IN	WINNERS IN			PERCENT	VALIDATION
PRIZE #	TIPD					ODDS OF	60.13	125	120,000		PRIZE	OF PRIZE	TIER
	TIER		MONEY MULTIPLIER	DIAMOND DO	I I WIND	1 IN:	POOLS	(PER PACK*)	(PER POOL)		COST	FUND**	LEVELS
TIER WINS	CODE L		G1-G4 \$3 or	\$3	\$3	11.37	634,788	11.00	10,560	s	1,904,364	13.33%	
2 1	i.		G1-G4 \$5 or	\$5 \$5	\$5	15.62	462,040	8.00	7,680	Š	2,310,200	16.18%	
3 3	ī.		G1-G4 \$3	\$3 x 2	\$9	24.99	288.696	5,00	4,800	\$	2,598,264	18.19%	
1 1	ī.		G1-G4 \$10 or	\$10	\$10	62,56	115,336	2,00	1,920	\$	1,153,360	8.08%	
+ 1 5 3	ī.		G2 \$5 + G4 \$5	\$5	\$15	249.92	28,872	0.50	480	\$	433,080	3.03%	
6 3	ī.		02 33 1 04 33	\$5 x 3	\$15	499.01	14,460	0.25	240	s	216.900	1,52%	LOW TIER
7 5	ī		G1 \$3 + G3 (\$3 x 3)	\$3 \$3	\$15	501.30	14,394	0.25	240	s	215,910	1.51%	61.84%
8 1	M		GI-G4 \$30 or	\$30	\$30	2,414.10	2,989	-	50	s	89,670	0.63%	
9 6	M		G1 = G4 = 3.50 G1 $G1 = 55 + G2 = (55 \times 2) + G3 = (55 \times 3)$	\$20	\$30	400,27	18,027	_	300	s	540,810	3,79%	
10 3	M		G1-G4 \$10	\$10 x 2	\$30	601.11	12.004	_	200	s	360,120	2.52%	
11 8	M		G1-G4 \$5	(\$3 x 5) + (\$5 x		292.06	24,706		410	ŝ	741,180	5.19%	
12 1	M		G1-G4 \$50 or	\$50	\$50	2,402,85	3.003		50	\$	150.150	1.05%	
13 11	M		G1 \$3 + G3 (\$5 x 3) + G4 \$10	(\$3 x 4) + (\$5 x		342,43	21,072	-	350	\$	1.053.600	7.38%	
14 2	M		G1-G4 \$100 or	\$100	\$100	5.968.36	1,209	_	20	s	120,900	0.85%	
15 18	M		G1 \$10 + G2 (\$3 x 2) + G3 (\$3 x 3) + G4 (\$5 x 4)	(\$3 x 5) + (\$10 x		1,499.53	4.812	_	80	Š	481,200	3,37%	
16 8	M		01 010 1 02 (05 112) 1 03 (05 113) 1 01 (05 113)	(\$10 x 7) + \$30		3,256.20	2,216	_	37	s	221,600	1.55%	
17 10	M		G1 \$10 + G2 (\$10 x 2) + G3 (\$10 x 3) + G4 (\$10 x 4)	(010 1.7) . 050	\$100	3,004.06	2,402		40	Š	240,200	1.68%	
18 20	M		$G1 \$5 + G2 (\$5 \times 2) + G3 (\$5 \times 3) + G4 (\$5 \times 4)$	\$5 x 10	\$100	1,503,91	4,798	_	80	Š	479,800	3.36%	
19 18	M		G1 \$10 + G2 (\$10 x 2) + G3 (\$10 x 3) + G4 (\$5 x 4)	(\$30 x 2) + (\$10		3,002,81	2,403	_	40	Š	480,600	3.36%	
20 1	M		G1-G4 \$500 or	\$500	\$500	120,262.50	60	_	1	Š	30,000	0.21%	
21 10	M		$G1 \$50 + G2 (\$50 \times 2) + G3 (\$50 \times 3) + G4 (\$50 \times 4)$	\$300	\$500	60,131.25	120	_	2	Š	60,000	0.42%	MID TIER
22 12	M		G2 (\$100 x 2) + G4 (\$50 x 4)	(\$10 x 5) + \$50		39.866.02	181		3	S	90,500	0.63%	35.99%
23 1	Н		G1-G4 \$3,000 or	\$3,000	\$3,000	1.202.625.00	6	_	-	Š	18,000	0,13%	
24 18	н		G1 \$50 + G2 (\$100 x 2) + G3 (\$50 x 3) + G4 (\$50 x 4)	(\$500 x 4) + (\$1		515,410,71	14	-	_	•	42,000	0.29%	HIGH TIER
25 1	н		G1-G4 \$50.000 or	\$50.000	\$50,000	1,443,150.00	5 ***	-	-	s	250,000	1.75%	2,17%
			3. 3. 4. 4. 4. 4. 4. 4. 4. 4. 4. 4. 4. 4. 4.	*******	2 Decimals:	4,35	1,658,613	27.00	27,583	s.		100.00%	100.00%
MONEY MULTI	LIER GAMES				4 Decimals:	4.3505			2.000	•		*********	
G1 = Game 1		•											
G2 = Game 2													
G3 = Game 3													
G4 = Game 4													
							TEXASI	LOTTERY COMMISSION					
							"CG	OMBO PLAY" GAME NUMBER I	850				
								PRIZE STRUCTURE					
							Ĭ	MARCH 2, 2017 - VERSION 6					
			Cancalida	ted odds are 1 in:	\$ 3	11.37	634,788						
			Consortia	ion odds are i ill;	\$3 \$5	15.62	462,040						
					\$3 \$9	24.99	288,696						
					\$9 \$10	24.99 62.56	288,096 115,336						
					\$10 \$15	125.00	57,726						
					\$13 \$30	125.00	57,726 57,726						
					\$50 \$50	299.72	24.075						
					\$50 \$100	299.72 467.43	15.437						
					\$100	407,43	15,437						

\$200

\$500

\$3,000

\$50,000

A 11 = \$ 33 6 \$ 30 5 = \$ 45

3 = \$ 30 1 = \$ 15

0 = \$0

 $\frac{0}{26} = \frac{\$ \ 0}{\$ 153}$

3,002.81

19,988,23

0 <u>0</u> 28

360.787.50

1.443.150.00

2,403 361 20 5 1,658,613

0

<u>0</u> 26

\$ 50

\$ 54

\$ 10

\$ 0

\$ 15

<u>\$ 0</u> \$153

\$ 30 \$ 36

\$ 30

\$ 0

\$ 0

\$ 15 \$153

\$ 33

\$ 50

\$ 45

\$ 10

\$ 15

\$ 0

\$_0 \$153

Money Multiplier G1-G4 \$3 or G1-G4 \$5 or G1-G4 \$3

G1-G4 \$10 or

G2 \$5 + G4 \$5

G1 \$3 - G3 (\$3 x 3)

Diamond Dollars \$3

\$5

S3 x 2

\$5 x 3

\$10

\$5

\$3

\$3 \$5 \$9

\$10 \$15

\$15

\$15

^{*} Each of the following GLEPS will be used in approximately 25% of the pack in the game.

** Numbers are rounded.

^{***} This exact number of prizes is guaranteed delivery to the TLC.

Note: There will be no more than 31 winners per pack for this game.

N	^	

03/31/17 Game Name Combo Play

Game No Inv No. 1850 90094000

Vendor IGT

or TLC PO # 362-17-9009 RL017

	Description/Tickets Delivered Qty	Units per 1000 Units per 1000	Jnit Price \$24.83
	7,215,750	1,213.13	\$24.63
Delivered	7,215,750		
Ordered	7,080,000		
2% under	6,938,400		
2% over	7,221,600		
Accetable			
Range	0		

 Sub Total
 \$179,167.07

 Total
 \$179,167.07

Amount \$179,167.07 \$179,167.07

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	8M Week 19		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
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