

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

3/28/2017

Game #	1869	Confirmed Packs	4,425
Game Name	\$1,000,000 High Roller	Active Packs	2,623
Quantity Printed	6,113,400	Warehouse Packs	-
Price Point	\$10	Returned Packs	130
Start Date	11/16/2016	Printed Payout Percentage	69.92%
Top Prize	\$ 1,000,000	Percent Sold	92.97%
Number of Top Prizes Remaining	0	Number of Weeks Out	18

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 318,508	Actual ticket production costs
Prize payout expense	\$ 39,681,320	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 39,999,828

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 56,836,280	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u>\$ 56,836,280</u>	

Excess of Revenue over Expended \$ 16,836,452

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	\$	1,034,860
Next week	\$	1,479,590
Next week	\$	1,983,950
Avg Weekly Sales Current Game	\$	1,499,467
Avg Weekly Sales \$10; 6M Qty	\$	1,935,874
Percentage Of Variance In Sales		23%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1869	Printed Payout Percentage	69.92%
Game Name	\$1,000,000 High Roller	Actual Payout Percentage	69.82%
Percent Sold	92.97%	Number of Weeks Out	18
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			27

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):

Instant
ZERO TOP PRIZE

Date

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

Lottery Operations Division Director
ZERO TOP PRIZE

Co.

Executive Director

Date

	<i>Play the Games of Texas!</i>	
	Da Vinci Report	
	3/28/17	
Week End Date: 3/25/17		

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/25/17	3/18/17	3/11/17	3/4/17
Sold/Closing	1796	\$5	30,592,725	SUPER LOTERIA	2/29/16	3/19/17	5/3/17	56	95.89%	424	132	11,479	3,019	\$69,260.00	\$109,600.00	\$186,985.00	\$274,635.00
	1869	\$10	6,113,400	\$1,000,000 HIGH ROLLER	11/16/16			18	92.97%	4,425	2,623	0	130	\$1,034,860.00	\$1,479,590.00	\$1,983,950.00	\$2,752,450.00
	1818	\$10	5,249,950	OLIDAY COUNTDOWN SUPER TICK	11/7/16	3/19/17	5/3/17	20	82.35%	586	246	0	14,167	-\$108,430.00	\$229,430.00	\$296,160.00	\$420,190.00

Liability for 1869 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 10/19/2016 - 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	15615	\$312,300.00	188149	\$3,762,980.00	92.34%	5644913
2	2	N/A	\$20.00	13843	\$276,860.00	149147	\$2,982,940.00	91.51%	5594179
3	3	N/A	\$30.00	3058	\$91,740.00	37707	\$1,131,210.00	92.50%	5654801
4	4	N/A	\$30.00	8424	\$252,720.00	93496	\$2,804,880.00	91.73%	5608108
5	5	N/A	\$40.00	2897	\$115,880.00	37875	\$1,515,000.00	92.89%	5679020
6	6	N/A	\$40.00	1537	\$61,480.00	18816	\$752,640.00	92.45%	5651733
7	7	N/A	\$40.00	1671	\$66,840.00	18743	\$749,720.00	91.81%	5612984
8	8	N/A	\$50.00	4423	\$221,150.00	56673	\$2,833,650.00	92.76%	5670824
9	9	N/A	\$50.00	4389	\$219,450.00	56788	\$2,839,400.00	92.83%	5674808
10	10	N/A	\$50.00	4409	\$220,450.00	56682	\$2,834,100.00	92.78%	5672189
11	11	N/A	\$50.00	6781	\$339,050.00	74744	\$3,737,200.00	91.68%	5604906
12	0	N/A	\$100.00	1602	\$160,200.00	19300	\$1,930,000.00	92.34%	5644848
13	0	N/A	\$100.00	1580	\$158,000.00	19260	\$1,926,000.00	92.42%	5649908
14	0	N/A	\$100.00	1560	\$156,000.00	19295	\$1,929,500.00	92.52%	5656104
15	0	N/A	\$100.00	1569	\$156,900.00	19295	\$1,929,500.00	92.48%	5653664
16	0	N/A	\$100.00	1345	\$134,500.00	14446	\$1,444,600.00	91.48%	5592690
17	0	N/A	\$200.00	19	\$3,800.00	290	\$58,000.00	93.85%	5737495
18	0	N/A	\$200.00	19	\$3,800.00	286	\$57,200.00	93.77%	5732565
19	0	N/A	\$200.00	37	\$7,400.00	378	\$75,600.00	91.08%	5568349
20	0	N/A	\$200.00	37	\$7,400.00	429	\$85,800.00	92.06%	5628001
21	0	N/A	\$200.00	36	\$7,200.00	474	\$94,800.00	92.94%	5681865
22	0	N/A	\$200.00	36	\$7,200.00	273	\$54,600.00	88.35%	5401159
23	0	N/A	\$500.00	12	\$6,000.00	94	\$47,000.00	88.68%	5421316
24	0	N/A	\$500.00	6	\$3,000.00	99	\$49,500.00	94.29%	5764062
25	0	N/A	\$500.00	8	\$4,000.00	97	\$48,500.00	92.38%	5647617
26	0	N/A	\$500.00	10	\$5,000.00	90	\$45,000.00	90.00%	5502060
27	0	N/A	\$500.00	12	\$6,000.00	146	\$73,000.00	92.41%	5649091
28	0	N/A	\$500.00	9	\$4,500.00	143	\$71,500.00	94.08%	5751422
29	0	N/A	\$500.00	12	\$6,000.00	89	\$44,500.00	88.12%	5387055
30	0	N/A	\$1,000.00	4	\$4,000.00	49	\$49,000.00	92.45%	5652011
31	0	N/A	\$1,000.00	4	\$4,000.00	49	\$49,000.00	92.45%	5652011
32	0	N/A	\$1,000.00	18	\$18,000.00	136	\$136,000.00	88.31%	5398846
33	0	N/A	\$1,000.00	2	\$2,000.00	49	\$49,000.00	96.08%	5873658
34	0	N/A	\$10,000.00	1	\$10,000.00	26	\$260,000.00	96.30%	5886977
35	0	N/A	\$10,000.00	1	\$10,000.00	23	\$230,000.00	95.83%	5858675
36	0	N/A	\$1,000,000.00	0	\$0.00	3	\$3,000,000.00	100.00%	6113399
Totals:				74986	\$3,062,820.00	883,639	\$39,681,320.00		

NO. OF TICKETS: 6,113,400
NO. POOLS: 50.95
PACK SIZE: 50
PACKS/POOL: 2,400
PACKS/GAME: 122,268

Minimum: 5,880,000
Maximum: 6,120,000

TEXAS LOTTERY COMMISSION
"\$1,000,000 HIGH ROLLER" - GAME NO. 1869
END OF PRODUCTION PRIZE STRUCTURE
6-Oct-16

VERSION A

6,113,400

\$10 TICKETS

\$61,134,000

REVENUE

PRIZE FUND

\$42,744,140

PAYOUT % 69.92%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	#OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 50.95 POOLS	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$10x2	2	\$20	30.00	203,764	1.667	4000.00	\$4,075,280	9.53%	
2	2	L	\$20	1	\$20	37.51	162,990	1.333	3200.00	\$3,259,800	7.63%	
3	3	G	\$10+\$20	2	\$30	149.97	40,765	0.333	800.00	\$1,222,950	2.86%	
4	4	G	\$30	1	\$30	59.98	101,920	0.833	2000.00	\$3,057,600	7.15%	
5	5	G	\$10x2 + \$20	3	\$40	149.94	40,772	0.333	800.00	\$1,630,880	3.82%	
6	6	G	\$20x2	2	\$40	300.37	20,353	0.167	400.00	\$814,120	1.90%	
7	7	G	\$40	1	\$40	299.47	20,414	0.167	400.00	\$816,560	1.91%	
8	8	G	\$10 + \$20x2	3	\$50	100.06	61,096	0.500	1200.00	\$3,054,800	7.15%	
9	9	G	\$10x3 + \$20	4	\$50	99.93	61,177	0.500	1200.00	\$3,058,850	7.16%	
10	10	G	\$10x5	5	\$50	100.07	61,091	0.500	1200.00	\$3,054,550	7.15%	LOW TIER
11	11	G	\$50	1	\$50	74.99	81,525	0.667	1600.00	\$4,076,250	9.54%	65.79%
12	0	M	\$25x2 + \$50	3	\$100	292.48	20,902	0.171	410.00	\$2,090,200	4.89%	
13	0	M	\$10x4 + \$20x3	7	\$100	293.35	20,840	0.171	410.00	\$2,084,000	4.88%	
14	0	M	\$10x5 + \$25x2	7	\$100	293.14	20,855	0.171	410.00	\$2,085,500	4.88%	
15	0	M	\$20x5	5	\$100	293.01	20,864	0.171	410.00	\$2,086,400	4.88%	
16	0	M	\$100	1	\$100	387.14	15,791	0.129	310.00	\$1,579,100	3.69%	
17	0	M	\$20x5 + \$50x2	7	\$200	19,784.47	309	0.003	6.00	\$61,800	0.14%	
18	0	M	\$50x2 + \$100	3	\$200	20,043.93	305	0.003	6.00	\$61,000	0.14%	
19	0	M	\$40x5	5	\$200	14,731.08	415	0.003	8.00	\$83,000	0.19%	
20	0	M	\$10x5 + \$20x5 + \$50	11	\$200	13,118.88	466	0.004	9.00	\$93,200	0.22%	
21	0	M	\$20x5 + \$100	6	\$200	11,987.06	510	0.004	10.00	\$102,000	0.24%	
22	0	M	\$200	1	\$200	19,784.47	309	0.003	6.00	\$61,800	0.14%	
23	0	M	\$10x15 + \$20x5 + \$50x5	25	\$500	57,673.58	106	0.001	2.00	\$53,000	0.12%	
24	0	M	\$20x10 + \$25x4 + \$50x4	18	\$500	58,222.86	105	0.001	2.00	\$52,500	0.12%	
25	0	M	\$100x5	5	\$500	58,222.86	105	0.001	2.00	\$52,500	0.12%	
26	0	M	\$20 "WA"	1	\$500	61,134.00	100	0.001	2.00	\$50,000	0.12%	
27	0	M	\$10x5 + \$20x5 + \$50x5 + \$100	16	\$500	38,692.41	158	0.001	3.00	\$79,000	0.18%	
28	0	M	\$100x3 + \$200	4	\$500	40,219.74	152	0.001	3.00	\$76,000	0.18%	MID TIER
29	0	M	\$500	1	\$500	60,528.71	101	0.001	2.00	\$50,500	0.12%	25.27%
30	0	H	\$10x5 + \$20x10 + \$50x5 + \$100x5	25	\$1,000	115,347.17	53	0.000	1.04	\$53,000	0.12%	
31	0	H	\$250x2 + \$500	3	\$1,000	115,347.17	53	0.000	1.04	\$53,000	0.12%	
32	0	H	\$100x5 + \$500	6	\$1,000	39,697.40	154	0.001	3.02	\$154,000	0.36%	
33	0	H	\$1,000	1	\$1,000	119,870.59	51	0.000	1.00	\$51,000	0.12%	
34	0	H	2x\$100 + 14x\$200 + 10x\$500 + 2x\$1,000	28	\$10,000	226,422.22	27	0.000	0.53	\$270,000	0.63%	
35	0	H	\$10,000	1	\$10,000	254,725.00	24	0.000	0.47	\$240,000	0.56%	HIGH TIER
36	0	H	\$1,000,000	1	\$1,000,000	2,037,800.00	3 ***	0.000	0.06	\$3,000,000	7.02%	8.94%
						6.38	958,625	7.84	18,818.165	\$ 42,744,140	100.00%	100.00%

NOTE: "WA" = WIN ALL 25 PRIZES instantly by revealing a Vault Play Symbol.

Consolidated odds are 1 in:	\$20	16.67	366,754
	\$30	42.85	142,685
	\$40	74.98	81,539
	\$50	23.08	264,889
	\$100	61.59	99,252
	\$200	2,641.92	2,314
	\$500	7,392.26	827
	\$1,000	19,657.23	311
	\$10,000	119,870.59	51
	\$1,000,000	2,037,800.00	3
			958,625

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 50 tickets.

** Numbers are rounded.

*** This Number of prizes is guaranteed delivery to the Lottery.

6-Oct-16

TEXAS LOTTERY COMMISSION
"\$1,000,000 HIGH ROLLER" - GAME NO. 1869
PRIZE STRUCTURE

VERSION A

PRIZE	GET	A	B	C	D	E	F
\$10x2	\$20	1 = \$ 20	1 = \$ 20	3 = \$ 60	2 = \$ 40	2 = \$ 40	1 = \$ 20
\$20	\$20	0 = \$ -	1 = \$ 20	2 = \$ 40	1 = \$ 20	3 = \$ 60	1 = \$ 20
\$10+\$20	\$30	0 = \$ -	0 = \$ -	1 = \$ 30	0 = \$ -	0 = \$ -	1 = \$ 30
\$30	\$30	1 = \$ 30	0 = \$ -	0 = \$ -	1 = \$ 30	1 = \$ 30	2 = \$ 60
\$10x2 + \$20	\$40	1 \$ 40	0 \$ -	0 \$ -	1 \$ 40	0 \$ -	0 \$ -
\$20x2	\$40	0 \$ -	1 \$ 40	0 \$ -	0 \$ -	0 \$ -	0 \$ -
\$40	\$40	1 \$ 40	0 \$ -	0 \$ -	0 \$ -	0 \$ -	0 \$ -
\$10 + \$20x2	\$50	0 \$ -	1 \$ 50	0 \$ -	1 \$ 50	0 \$ -	1 \$ 50
\$10x3 + \$20	\$50	1 \$ 50	0 \$ -	0 \$ -	0 \$ -	1 \$ 50	1 \$ 50
\$10x5	\$50	0 \$ -	1 \$ 50	1 \$ 50	1 \$ 50	0 \$ -	0 \$ -
\$50	\$50	1 \$ 50	1 \$ 50	1 \$ 50	0 \$ -	1 \$ 50	0 \$ -
		6 \$ 230	6 \$ 230	8 \$ 230	7 \$ 230	8 \$ 230	7 \$ 230

Note: There will not be more than 9 winners per pack.

No.	11/01/16				
	Game Name	Game No	Inv No.	Vendor	TLC PO #
	\$1,000,000 High Roller	1869	8502418	PBL	362-17-9010 RL005

Description/Tickets	Delivered Qty	Units per 1000	Unit Price	Amount
	6,113,400	6,113.40	\$52.10	\$318,508.14
				<u>\$318,508.14</u>
Delivered	6,113,400			
Ordered	6,000,000			
2% under	5,880,000			
2% over	6,120,000			
Accetable Range	0			
			Total	\$318,508.14

Scratch Ticket Game Analysis
8/25/13-8/29/15

Average Number of Weeks for 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	Week 17*	None	None
5M-9.99M	Week 21*	Week 20	Week 21*	Week 23	3M	None	Week 12*	None	None
10M-14.99M	Week 18	None	Week 32	Week 28*	4M	Week 15*	Week 28*	None	None
15M-19.99M	None	Week 14*	Week 40*	Week 44	5M	Week 17	Week 53*	None	None
20M-24.99M	Week 29	None	Week 25	Week 40	6M	Week 27	None	None	None
25M-29.99M	Week 24*	None	Week 32*	None	7M	None	None	None	None
30M-34.99M	Week 41	Week 38*	Week 42*	None	8M	Week 11*	None	None	None
>35M	None	None	None	None	>9M	Week 46*	None	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	\$2,594,609	None	None
5M-9.99M	\$374,525	\$672,785	\$888,939	\$1,662,696	3M	None	\$5,141,903	None	None
10M-14.99M	\$563,510	None	\$1,254,287	\$1,577,681	4M	\$2,420,727	\$2,572,436	None	None
15M-19.99M	None	\$1,868,863	\$1,056,146	\$1,903,474	5M	\$2,791,527	\$1,645,408	None	None
20M-24.99M	\$670,685	None	\$2,099,544	\$2,268,456	6M	\$1,935,874	None	None	None
25M-29.99M	\$906,926	None	\$1,998,723	None	7M	None	None	None	None
30M-34.99M	\$679,082	\$1,371,324	\$1,878,107	None	8M	\$6,420,059	None	None	None
>35M	None	None	None	None	>9M	\$2,249,003	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