

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

12/11/2017

Game #	1873	Confirmed Packs	1,473
Game Name	Triple 777	Active Packs	950
Quantity Printed	7,259,750	Warehouse Packs	-
Price Point	\$2	Returned Packs	85
Start Date	8/21/2017	Printed Payout Percentage	65.01%
Top Prize	\$ 30,000	Percent Sold	95.01%
Number of Top Prizes Remaining	0	Number of Weeks Out	16

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets \$ 130,796

Prize payout expense \$ 8,614,200

Actual ticket production costs

Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 8,744,996

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales \$ 13,794,977

Based on # of tkts printed, times % sold from DaVinci report, times the price point

Total Estimated Benefits \$ 13,794,977

Excess of Revenue over Expended \$ 5,049,981

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 Weeks Sales from DaVinci

Most recent week sales \$ 133,036

Next week \$ 176,918

Next week \$ 253,094

Avg Weekly Sales Current Game \$ 187,683

Avg Weekly Sales \$2: 5M - 9.9M Qty \$ 676,611

Percentage Of Variance In Sales 72%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1873	Printed Payout Percentage	65.01%
Game Name	Triple 777	Actual Payout Percentage	62.44%
Percent Sold	95.01%	Number of Weeks Out	16
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			21

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 P

Product

Date

Not Required.
All Top Prizes Claimed.

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

Lottery Operations Division Director

Controller

Executive

Date

Not Required.
All Top Prizes Claimed.

Play the Games of Texas!

Da Vinci Report **12/11/17**

Week End Date: 12/9/17

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/9/17	12/2/17	11/25/17	11/18/17
Mature	1855	\$5	9,912,300	COWBOYS	8/21/17			16	36.53%	8,893	5,697	68,055	45	\$675,565.00	\$747,415.00	\$849,455.00	\$856,535.00
	1859	\$5	22,450,675	CROSSWORD CONNECT	6/28/17			23	32.18%	12,478	6,708	181,908	24	\$1,283,350.00	\$1,349,700.00	\$1,356,050.00	\$1,320,215.00
	1846	\$5	5,626,275	FAST CASH MULTIPLIER	7/17/17			21	71.56%	5,700	3,447	11,207	31	\$373,990.00	\$439,460.00	\$448,730.00	\$470,120.00
	1856	\$5	5,522,550	HOUSTON TEXANS	8/21/17			16	40.33%	7,644	3,754	31,390	66	\$408,005.00	\$480,060.00	\$538,260.00	\$531,555.00
	1807	\$5	40,880,700	SUPER LOTERIA	12/5/16			53	87.45%	25,722	9,859	28,162	14	\$3,452,390.00	\$3,483,370.00	\$3,793,975.00	\$3,542,490.00
	1896	\$5	13,874,625	TEXAS LOTTERY SILVER	9/5/17			14	37.40%	14,213	6,990	93,050	14	\$1,372,915.00	\$1,553,840.00	\$1,591,490.00	\$1,563,590.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			71	56.60%	4,486	2,053	240,774	11	\$708,250.00	\$772,980.00	\$834,320.00	\$778,440.00
	1830	\$10	10,279,550	50X SUPER TICKET	6/5/17			27	68.18%	9,497	3,318	50,640	161	\$782,730.00	\$845,230.00	\$950,580.00	\$1,128,910.00
	1860	\$10	13,338,450	BIG PLAY CASHWORD	7/17/17			21	32.53%	14,982	6,751	156,302	22	\$1,637,420.00	\$1,731,420.00	\$1,883,090.00	\$1,776,140.00
	1897	\$10	9,120,050	TEXAS LOTTERY BLACK	9/5/17			14	45.76%	17,826	7,048	71,913	22	\$2,402,880.00	\$2,627,180.00	\$2,722,720.00	\$2,913,820.00
	1852	\$10	8,198,550	WHEEL OF FORTUNE	8/7/17			18	49.67%	13,624	7,082	60,245	13	\$1,280,750.00	\$1,413,920.00	\$1,477,200.00	\$1,514,100.00
	1845	\$20	7,210,600	100 MILLION GOLDEN TREASURES	8/7/17			18	37.13%	16,415	6,356	156,490	11	\$1,971,740.00	\$2,265,220.00	\$2,357,920.00	\$2,379,860.00
	1671	\$20	34,144,850	\$500,000,000 CASH	5/18/15			134	34.08%	5,576	2,142	891,115	38	\$742,040.00	\$858,640.00	\$915,220.00	\$874,020.00
	1638	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			30	14.61%	17,641	6,461	1,159,270	24	\$2,347,600.00	\$2,713,340.00	\$2,686,200.00	\$2,706,580.00
	1853	\$20	7,203,050	MONEY	3/8/17			39	76.84%	10,699	3,757	50,497	17	\$1,438,460.00	\$1,633,840.00	\$1,680,620.00	\$1,735,140.00
	1898	\$20	5,014,925	TEXAS LOTTERY GOLD	9/5/17			14	48.88%	20,451	6,831	72,842	10	\$2,765,060.00	\$3,186,500.00	\$3,308,080.00	\$3,465,000.00
	1832	\$50	3,668,520	\$7,500,000 ULTIMATE CASH	10/17/16			60	64.38%	3,107	1,363	60,185	15	\$603,100.00	\$631,750.00	\$770,700.00	\$751,000.00
	1870	\$50	3,579,720	ULTIMATE MILLIONS	4/17/17			34	65.24%	10,819	3,989	45,754	64	\$2,181,350.00	\$2,368,600.00	\$2,528,150.00	\$2,250,900.00
Out of Wareh	2005	\$1	9,084,450	REINDEER RICHES	11/6/17			5	50.46%	16,234	13,227	13	59	\$958,749.00	\$1,098,355.00	\$1,026,657.00	\$952,667.00
	2085	\$2	4,987,375	FELIZ NAVIDAD	11/15/17			3	37.19%	13,571	10,941	48	28	\$1,149,656.00	\$1,209,078.00	\$879,540.00	\$330,500.00
	2006	\$3	5,986,750	HOLIDAY WISHES	11/6/17			5	42.79%	15,913	11,029	25	46	\$1,682,535.00	\$1,727,604.00	\$1,746,279.00	\$1,507,440.00
Sold/Closing	1887	\$1	7,249,500	\$2,000 CASH	6/19/17	11/12/17	12/27/17	25	92.86%	52	35	0	2,748	\$1,509.00	\$3,980.00	\$11,401.00	\$20,152.00
	1825	\$1	30,598,200	5X THE CASH	1/3/17	12/10/17	1/24/18	49	90.78%	1,573	1,494	11,746	1,923	\$141,934.00	\$177,860.00	\$193,392.00	\$218,175.00
	1843	\$1	12,392,100	INSTANT WINNINGS	5/15/17	1/7/18	2/21/18	30	94.27%	1,428	773	0	1,992	\$48,133.00	\$63,183.00	\$67,786.00	\$81,790.00
	1854	\$1	9,297,150	LUCKY SYMBOLS	7/17/17	1/7/18	2/21/18	21	92.14%	1,848	1,027	0	1,426	\$68,729.00	\$87,045.00	\$105,346.00	\$128,226.00
	1695	\$2	7,123,825	CARD SUITS	4/3/17	11/12/17	12/27/17	36	82.85%	50	46	5,397	3,416	\$512.00	\$7,108.00	\$34,470.00	\$72,076.00
	1873	\$2	7,259,750	TRIPLE 777	8/21/17	1/7/18	2/21/18	16	95.01%	1,473	950	0	85	\$133,036.00	\$176,918.00	\$253,094.00	\$348,330.00
	1888	\$3	6,087,875	\$75,000 CASH	6/19/17	12/10/17	1/24/18	25	77.95%	1,254	1,287	3,455	3,673	\$188,895.00	\$214,275.00	\$250,122.00	\$261,714.00
	1839	\$3	8,106,125	BACK TO SCHOOL CROSSWORD	6/28/17	1/7/18	2/21/18	23	92.06%	3,127	1,466	0	90	\$247,779.00	\$316,221.00	\$412,035.00	\$494,048.00
	1882	\$3	7,325,750	DOMINOES	6/5/17	12/10/17	1/24/18	27	58.09%	702	629	18,007	4,592	\$73,689.00	\$106,833.00	\$125,154.00	\$136,668.00
	1886	\$5	7,832,250	\$10, \$20 OR \$50!	5/22/17	12/10/17	1/24/18	29	82.12%	462	549	16,250	818	\$133,695.00	\$189,735.00	\$245,665.00	\$254,190.00
	1790	\$5	20,391,825	\$100,000 MEGA BINGO	1/18/16	11/12/17	12/27/17	99	97.85%	95	81	70	3,662	\$19,225.00	\$49,995.00	\$82,925.00	\$196,395.00

NO. OF TICKETS: (+/-2%) 7,259,750 Minimum: 7,056,000
NO. POOLS: 30.25 Maximum: 7,344,000
PACK SIZE: 125
PACKS/POOL: 1,920
PACKS/GAME: 58,078

TEXAS LOTTERY COMMISSION
"TRIPLE 777" - GAME NO. 1873
END OF PRODUCTION PRIZE STRUCTURE
6-Jan-17

VERSION A

7,259,750 \$2 TICKETS \$14,519,500 REVENUE PRIZE FUND \$9,439,064 PAYOUT % 65.01%

PRIZE TIER	PRIZE LEVEL REFERENCE NUMBER	TIER CODE	GET:	#OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 30 POOLS	WINNERS IN 125 (PER PACK*)	WINNERS IN 240,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$2	1	\$2	8.93	813,092	14.00	26880.000	\$1,626,184	17.228%	
2	2	L	\$5	1	\$5	11.03	658,262	11.33	21761.477	\$3,291,310	34.869%	
3	3	L	\$10	1	\$10	62.51	116,131	2.00	3839.174	\$1,161,310	12.503%	
4	4	L	\$2 x 5	5	\$10	124.95	58,102	1.00	1920.793	\$581,020	6.155%	
5	5	L	\$5 x 2	2	\$10	124.92	58,114	1.00	1921.190	\$581,140	6.157%	
6	6	L	\$20	1	\$20	751.06	9,666	0.17	319.548	\$193,320	2.048%	
7	7	L	\$5 + \$5"3X"	2	\$20	750.05	9,679	0.17	319.978	\$193,580	2.051%	
8	8	L	\$5 x 4	4	\$20	751.06	9,666	0.17	319.548	\$193,320	2.048%	LOW TIER
9	9	L	\$5 x 2 + \$10	3	\$20	750.05	9,679	0.17	319.978	\$193,580	2.051%	84.91%
10	10	M	\$2 x 5 + \$5 x 2 + \$10	8	\$30	2,415.89	3,005	0.05	100.000	\$90,150	0.955%	
11	11	M	\$10 + 3X	1	\$30	2,395.36	3,030	0.05	100.000	\$90,900	0.963%	
12	12	M	\$30	1	\$30	2,655.36	2,734	0.05	90.000	\$82,020	0.869%	
13	13	M	\$50	1	\$50	4,010.91	1,810	0.03	60.000	\$90,500	0.959%	
14	14	M	\$2 x 5 + \$10 x 2 + \$20	8	\$50	3,986.68	1,821	0.03	60.000	\$91,050	0.965%	
15	15	M	\$20 + 3X	1	\$60	4,791.91	1,515	0.03	50.000	\$90,900	0.963%	
16	16	M	\$100	1	\$100	7,515.27	966	0.02	32.000	\$96,600	1.023%	
17	17	M	\$10 x 4 + \$20 + 3X	5	\$100	7,461.20	973	0.02	32.000	\$97,300	1.031%	
18	18	M	\$10 x 2 + \$5 x 4 + \$30 x 2	8	\$100	7,415.47	979	0.02	32.000	\$97,900	1.037%	
19	19	M	\$10 x 4 + \$20 x 3	7	\$100	7,554.37	961	0.02	32.000	\$96,100	1.018%	
20	20	M	\$10 x 6 + \$20 x 2	8	\$100	7,453.54	974	0.02	32.000	\$97,400	1.032%	MID TIER
21	21	M	\$30 + \$30 + 3X	2	\$120	5,907.04	1,229	0.02	40.000	\$147,480	1.562%	12.38%
22	22	H	\$1,000	1	\$1,000	453,734.38	16	-	0.529	\$16,000	0.170%	HIGH TIER
23	23	H	\$30,000	1	\$30,000	907,468.75	8 ***	-	0.264	\$240,000	2.543%	2.71%
						4.12	1,762,412	30.34	58,262	\$ 9,439,064	100.00%	100.00%

Note: "3X" = Win TRIPLE the prize by revealing a "7" Play Symbol

Consolidated odds are 1 in:	\$2	8.93	813,092
	\$5	11.03	658,262
	\$10	31.25	232,347
	\$20	187.64	38,690
	\$30	827.89	8,769
	\$50	1,999.38	3,631
	\$60	4,791.91	1,515
	\$100	1,495.93	4,853
	\$120	5,907.04	1,229
	\$1,000	453,734.38	16
	\$30,000	907,468.75	8
			1,762,412

- * Each of the following GLEPS will be used in approximately 16.7% of each pack of 125 tickets
- ** Numbers are rounded.
- *** This exact number of prizes is guaranteed delivery to the Lottery

No.

01/20/17

Game Name	Game No	Inv No.	Vendor	TLC PO #
Triple 777	1873	8503231	PBL	862-17-9010-RL012

Description/Tickets Delivered Qty
7,259,750

Units per 1000
7,259.75

Unit Price
\$18.54

Amount
\$134,595.77
<u>\$134,595.77</u>

Delivered	7,259,750
Ordered	7,200,000

2% under	7,056,000
2% over	7,344,000

Accetable Range	0
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Less Sanction	\$3,800.00
Total	<u>\$130,795.77</u>

Liability for 1873 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 01/18/2017 - 07/25/2018

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	\$2.00	96677	\$193,354.00	716415	\$1,432,830.00	88.11%	6396562
2	2	N/A	\$5.00	60842	\$304,210.00	597420	\$2,987,100.00	90.76%	6588744
3	3	N/A	\$10.00	9376	\$93,760.00	106755	\$1,067,550.00	91.93%	6673623
4	4	N/A	\$10.00	4190	\$41,900.00	53912	\$539,120.00	92.79%	6736216
5	5	N/A	\$10.00	4084	\$40,840.00	54030	\$540,300.00	92.97%	6749566
6	6	N/A	\$20.00	714	\$14,280.00	8952	\$179,040.00	92.61%	6723492
7	7	N/A	\$20.00	685	\$13,700.00	8994	\$179,880.00	92.92%	6745964
8	8	N/A	\$20.00	622	\$12,440.00	9044	\$180,880.00	93.57%	6792590
9	9	N/A	\$20.00	619	\$12,380.00	9060	\$181,200.00	93.60%	6795468
10	0	N/A	\$30.00	188	\$5,640.00	2817	\$84,510.00	93.74%	6805562
11	0	N/A	\$30.00	515	\$15,450.00	2515	\$75,450.00	83.00%	6025832
12	0	N/A	\$30.00	184	\$5,520.00	2550	\$76,500.00	93.27%	6771164
13	0	N/A	\$50.00	130	\$6,500.00	1680	\$84,000.00	92.82%	6738331
14	0	N/A	\$50.00	105	\$5,250.00	1716	\$85,800.00	94.23%	6841148
15	0	N/A	\$60.00	274	\$16,440.00	1241	\$74,460.00	81.91%	5946765
16	0	N/A	\$100.00	83	\$8,300.00	883	\$88,300.00	91.41%	6635982
17	0	N/A	\$100.00	61	\$6,100.00	912	\$91,200.00	93.73%	6804616
18	0	N/A	\$100.00	57	\$5,700.00	922	\$92,200.00	94.18%	6837067
19	0	N/A	\$100.00	54	\$5,400.00	907	\$90,700.00	94.38%	6851813
20	0	N/A	\$100.00	59	\$5,900.00	915	\$91,500.00	93.94%	6819991
21	0	N/A	\$120.00	90	\$10,800.00	1139	\$136,680.00	92.68%	6728116
22	0	N/A	\$1,000.00	1	\$1,000.00	15	\$15,000.00	93.75%	6806015
23	0	N/A	\$30,000.00	0	\$0.00	8	\$240,000.00	100.00%	7259750
Totals:				179610	\$824,864.00	1,582,802	\$8,614,200.00		

Scratch Ticket Game Analysis
8/30/15-8/26/17

Average Number of Weeks for 85% Average Sell Through

Quantities	Price Point			
	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	Week 14	Week 21	Week 17	Week 19
10M-14.99M	Week 20	None	None	Week 13*
15M-19.99M	None	Week 21	None	Week 34
20M-24.99M	None	Week 44	Week 33	Week 59
25M-29.99M	Week 33*	Week 38	None	None
30M-34.99M	None	None	None	Week 39*
>35M	None	Week 57*	Week 48*	None

Quantities	Price Point			
	\$10	\$20	\$30	\$50
2M	None	None	None	None
3M	None	None	None	None
4M	None	None	None	None
5M	Week 20	Week 43*	None	None
6M	Week 16*	None	None	None
7M	None	None	None	None
8M	None	Week 35*	None	None
>9M	Week 27	Week 51*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Quantities	Price Point			
	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	\$553,916	\$676,611	\$1,048,153	\$1,872,956
10M-14.99M	\$510,306	None	None	\$4,200,786
15M-19.99M	None	\$1,273,552	None	\$2,144,435
20M-24.99M	None	\$899,634	\$1,654,317	\$1,612,912
25M-29.99M	\$665,806	\$1,254,186	None	None
30M-34.99M	None	None	None	\$3,329,657
>35M	None	\$1,050,513	\$1,875,795	None

Quantities	Price Point			
	\$10	\$20	\$30	\$50
2M	None	None	None	None
3M	None	None	None	None
4M	None	None	None	None
5M	\$2,379,881	\$2,329,740	None	None
6M	\$3,257,867	None	None	None
7M	None	None	None	None
8M	None	\$3,985,513	None	None
>9M	\$3,597,569	\$3,423,888	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