# TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

	SUMMAR	YREPORT					
Scratch Ticket Information		Date Completed	8/28/2017				
Game #	1875	Confirmed Packs	2,253				
Game Name	Aces High	Active Packs	1,903				
Quantity Printed	9,011,250	Warehouse Packs	25				
Price Point	\$1	Returned Packs	2,099				
Start Date	4/17/2017	Printed Payout Percentage	60 01%				
Top Prize	\$ 1,000	Percent Sold	87 55%				
Number of Top Prizes Remaining 7 Number of Weeks Out 19							
	Current Game	Sales Analysis					
TANGIBLE COSTS							
Expenditure Impact Cost to print tickets Prize payout expense Estimated Direct Costs	\$ 107,144 \$ 4,357,885 \$ 4,465,029	Actual ticket production costs Data from Instant Ticket Tier Liability scree	en in ES				
TANGIBLE BENEFITS Revenue Impact Estimated sales Total Estimated Benefits		Based on # of tkts printed, times % sold fro times the price point	om DaVinci report,				
Excess of Revenue over Expended INTANGIBLE POSITIVE BENEFITS Allows for open bin space for new Allows retailers to return inventory INTANGIBLE NEGATIVE BENEFIT There are still valuable prizes remain <u>Assumptions</u> Estimated sales revenue is calcula	S games at same price poir to TLC that is not selling t S aining in this game ated based on the number	thus releasing their financial burden	from the DaVinci				
report The percent sold amount reducing the sales revenue amound	is based on pack settleme	ents Some partial packs could be return	ed thus slightly				

Weekly Sales (	Comparison Inform	ation	
Previous 3 W	eeks Sales from DaVir	nci	
Most recent week sales	\$	124,635	
Next week	\$	155,472	
Next week	\$	179,666	
Avg Weekly Sales Current Game	\$	153,258	and becomen
Avg Weekly Sales \$1, 5M - 9 99M Qty	\$	677,452	
Percentage Of Variance In Sales		77%	

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

## **Instant Ticket Information**

Game #	1875	Printed Payout Percentage	60 01%
Game Name	Aces High	Actual Payout Percentage	55 24%
Percent Sold	87 55%	Number of Weeks Out	19
Average # of Weeks for 85% S	ell-through for Same Price Poil	nt Game With Similar Print Run	11

### 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)

ownsah 8 Date

Instant Product Coordinator

Products Manager

Date

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

Lottery Operations Di		
Controller NOt	Required 85% Sold	
Exec	Date	

TEXAS- OTTENY	Play the Games of Texas!	•
	Da Vinci Report	8/28/17
	Week End Date:8/26/17	

															Net S	ales	and the man
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold C	onfirmed	Active	Ware	Return	8/26/17	8/19/17	8/12/17	8/5/17
aseline	1854	\$1	9,297 150	LUCKY SYMBOLS	7/17/17			6	45.20%	15,511	10,159	5,890	19	\$690 708.00	\$819,402.00	\$833,208.00	\$861,293.0
	1881	\$1	8,089,500	TEXAS A&M UNIVERSITY	8/21/17			1	1 87%	22,495	5 411	23,584	2	\$151 350.00	\$0	\$0	s
	1880	\$1	8 199,750	THE UNIVERSITY OF TEXAS	8/21/17			1	2,41%	22,114	6,345	23,295	11	\$197 850.00	\$0	\$0	s
	1873	\$2	7 259,750	TRIPLE 777	8/21/17			1	4.71%	15 432	8,683	28,905	3	\$683,538.00	\$0	\$0	s
	1883	\$2	7 220 125	WILD 10'S	6/28/17			8	61 11%	11 397	8,309	1 296	9	\$924,676.00	\$1 075,248.00	\$1 059 956.00	\$1 147 056.0
	1888	\$3	6,087 875	\$75,000 CA\$H	6/19/17			10	44 15%	12,927	7 112	5,951	19	\$728 163.00	\$789,909.00	\$981,207.00	\$1 168,665.0
	1839	\$3	8 106 125	BACK TO SCHOOL CROSSWORD	6/28/17			8	40 73%	14,267	7 457	14 960	13	\$1,236,600.00	\$1,359 786.00	\$1 359 795.00	\$1 304 988.0
	1882	\$3	7 325,750	DOMINOES	6/5/17			12	42 18%	8,078	4,591	18,007	1 907	\$473,052.00	\$477 072.00	\$546,696.00	\$681 552.0
	1889	\$5	6,235,500	\$200,000 CA\$H	6/19/17			10	63.33%	14 381	8 422	6,104	14	\$1,339,685.00	\$1 519,300.00	\$1 698 455.00	\$1 924 165.0
	1840	\$5	8,009 700	7	8/7/17			3	22.52%	18,932	9 443	50,717	13	\$2 803,245.00	\$3,711,530.00	\$2,503 485.00	S
	1855	\$5	9,912,300	COWBOYS	8/21/17			1	1 99%	19,556	9,757	98,041	3	\$984,040.00	\$0	\$0	S
	1859	\$5	22 450,575	CROSSWORD CONNECT	6/28/17			8	13.68%	14 962	7 935	233,386	17	\$1 616,615.00	\$1 773,760.00	\$1 738 165.00	\$1 956 070.0
	1846	\$5	5,626,275	FAST CASH MULTIPLIER	7/17/17			6	33.60%	17 131	9,636	21 655	13	\$1 191,535.00	\$1 476 490.00	\$1 672,130.00	\$2,060,350 (
	1856	\$5	5,522,550	HOUSTON TEXANS	8/21/17			1	1.93%	20,460	7 332	42,806	1	\$533,265.00	\$0	\$0	
	1742	\$5	7,339,575	LUCKY 7	6/5/17			12	56.81%	9,813	5,532	25 481	13	\$1 055,950.00	\$1 198,900.00	\$1 275,125.00	\$1 558,200 0
	1892	\$10	4 121,250	\$500,000 CA\$H	6/19/17			10	58.52%	16,419	7 906	8 174	18	\$1 638,060.00	\$1 838,420.00	\$2,037 740 00	\$2,518,040 0
	1830	\$10	10,279,550	50X SUPER TICKET	6/5/17			12	43.61%	19,260	8,215	86 105	25	\$2,332,600.00	\$2,512,420.00	\$2,664 710.00	\$3,305,430 (
	1860	\$10	13 338 450	BIG PLAY CASHWORD	7/17/17			6	10 71%	19 110	8,832	208,291	7	a superior and the superior of		\$2,505,750 00	
	1852	\$10	8 198,550	WHEEL OF FORTUNE	8/7/17			3	13 13%	24,326	9,624	105,611	12		\$4 240,220 00		5
a maket state	1845	\$20	7,210,600	100 MILLION GOLDEN TREASURES	8/7/17			3	8.81%	22 401	9,428	227 296	14		\$4,952,100 00		S
Mature	1825	\$1	30,598,200	5X THE CASH	1/3/17			34	79.30%	7,781	4,840	27,314	13	\$350,541.00	\$360,105.00	\$376,037.00	\$365,522.0
	1875	\$1	9 011,250	ACES HIGH	4/17/17			19	87 55%	2,253	1,903	25	2,099	\$124 635.00	\$155,472.00	\$179,666.00	\$227 878.0
	1626	\$1	1 091,250	DID I WIN?	9/12/14		1	154	0 00%	0	0	804	155	\$0	\$0	\$0	
	1836	\$1	10,277 100	FIESTA DE GANANCIAS	3/20/17			23	65 45%	2,695	1 976	14.818	3,159	\$96 989.00	\$112,242.00	\$111 551 00	\$138,548.0
	1843	\$1	12,392,100	INSTANT WINNINGS	5/15/17			15	71 37%	13 190	8,347	642	28	\$494 011 00	\$538,261 00	\$521 898.00	\$534,345.
	1823	\$2	21 536 125	10X THE CASH	12/19/16			36	86.87%	5,682	4 019	10,003	10	\$357 008.00	\$392,736.00	\$401 526.00	\$430,688.
	1699	\$2	7 306,500	BIG CASH MONEY	3/6/17			25	88.27%	1 163	942	281	3,938	\$70 484.00	\$74 564 00	\$94 386.00	\$109 116.0
	1858	\$2	39,846,125	BREAK THE BANK	5/11/17			15	18.72%	13,941	9,570	232 174	27	\$1,287 120.00	\$1 350,272.00	\$1 308,324.00	
	1695	\$2	7 123,625	CARD SUITS	4/3/17			21	73.78%	1,992	1,835	5,397	4 843	\$134 996.00	\$142,648.00	\$174,504.00	
	1861	\$2	34,912,250	INSTANT BINGO	5/1/17			17	22.51%	13,255	9,382	191 478	20	\$959 848 00	\$1 013,662.00	\$987 216.00	\$1 024 259

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## Liability for 1875 / for Life to Date

Pro Activ		Status	SmartCash N/A	Enabled	Validation Rang	ie 01/29/2	2017 - 12/31/203	7	
			Outsta	nding Prizes					
Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paıd	Est Tickets Sold
1	1	N/A	\$1 00	192674	\$192,674 00	578207	\$578,207 00	75 01%	6758978
2	2	N/A	\$2.00	51392	\$102,784 00	178810	\$357,620 00	77 68%	6999511
2 3	2 3	N/A	\$2 00	85999	\$171,998 00	334477	\$668,954 00	79 55%	7168199
4	4	N/A	\$3 00	17071	\$51,213 00	63009	\$189,027 00	78 68%	7090282
5	5	N/A	\$3 00	22777	\$68,331 00	97374	\$292,122 00	81 04%	7302989
6 7	6	N/A	\$5 00	13831	\$69,155 00	56273	\$281,365 00	80 27%	7233397
7	7	N/A	\$5 00	16985	\$84,925 00	83156	\$415,780 00	83 04%	7482844
8 9	8	N/A	\$10 00	11160	\$111,600 00	58926	\$589,260 00	84 08%	7576362
9	9	N/A	\$10 00	3672	\$36,720 00	16341	\$163,410 00	81 65%	7357859
10	10	N/A	\$20 00	2997	\$59,940 00	17044	\$340,880 00	85 05%	7663676
11	11	N/A	\$20 00	3560	\$71,200 00	16468	\$329,360 00	82 22%	7409489
12	0	N/A	\$50 00	143	\$7,150 00	858	\$42,900 00	85 71%	7723928
13	0	N/A	\$50 00	47	\$2,350 00	210	\$10,500 00	81 71%	7363278
14	0	N/A	\$100 00	80	\$8,000 00	551	\$55,100 00	87 32%	7868777
15	0	N/A	\$100 00	48	\$4,800 00	204	\$20,400 00	80 95%	7294821
16	0	N/A	\$1,000 00	7	\$7,000 00	23	\$23,000 00	76 67%	6908624
			Totals	422443	\$1,049,840 00	1,501,931	\$4,357,885 00	7	

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NO OF TICKETS NO POOLS PACK SIZE. PACKS/POOL. PACKS/GAME		9,011,25 25 0 1: 2,44 60 0	03 Maximum 50 00	8,831,02 9 191,47		ACES	LOTTERY COMMIS HIGH" - GAME NO PRIZE STRUCTURE 20-Jan-17			VERSION B		
			9 011 250		\$1 TICKETS	\$9 011,250	REVENUE	PRIZE FUND	\$5 407 725		PAYOUT %	60 01%
PRIZE <u>TIER</u>	PRIZE CODE	TIER	<u>GET</u>	#OF WAYS	S WIN.	ODDS OF	WINNERS IN 25.03	WINNERS IN 150	WINNERS IN 360,000	PRIZE	PERCENT OF PRIZE	VALIDATION TIER
1	CODE	CODE	S1	10 WIN	\$1	11 69	POOLS	(PER PACK*)	(Per Pool)	COST	FUND **	LEVELS
2	2	L	\$2	1	\$2	39 14	770,881	12.833	30,800.00	\$770,881	14.26%	
3	3	L	S1"2X"	1	\$2	21 43	230,202 420,476	3.833 7.000	9,200.00	\$460,404	8.51%	
4	4	L	\$3	1	\$3				16,800.00	\$840,952	15.55%	
		L		1		112.53	80,080	1.333	3,200.00	\$240,240	4.44%	
5	5	L	\$1 + \$2	2	\$3	75.00	120,151	2.000	4,800.00	\$360,453	6.67%	
6	6	L	\$5	1	\$5	128.54	70,104	1.167	2,800.00	\$350,520	6.48%	
1	7	L	\$1 + \$2"2X"	2	\$5	89 99	100,141	1.667	4,000.00	\$500,705	9.26%	
8	8	L	\$5''2X'	1	\$10	128.57	70,086	1 167	2,800.00	\$700,860	12.96%	
9	9	L	\$10	1	\$10	450.27	20,013	0.333	800.00	\$200 130	3.70%	
10	10	L	\$10"2X"	1	\$20	449 64	20,041	0.333	800.00	\$400,820	7.41%	LOW TIER
11	11	L	\$20	1	\$20	449.93	20,028	0.333	800.00	\$400,560	7.41%	96.65%
12	0	М	\$5"2X" + \$10 x 2 + \$20	4	\$50	9,002.25	1,001	0.017	40.00	\$50,050	0.93%	NE. DA
13	0	М	\$50	1	\$50	35,063.23	257	0.004	10.00	\$12,850	0.24%	
14	0	М	\$50''2X''	1.5	\$100	14,280.90	631	0.010	25.00	\$63,100	1.17%	MID TIER
15	0	М	\$100	1	\$100	35,758.93	252	0.004	10.00	\$25,200	0.47%	2.80%
16	0	Н	\$1,000	1	\$1,000	300,375.00	30	0.000	1.20	\$30,000	0.55%	0.55%
						4 68	1 924,374	32.04	76,886.20	\$5 407 725	100.00%	100 00%
						1 (007						

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Note 2X = Win double the PRIZE by revealing an Ace Play Symbol

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Consolidated odds are 1 in \$1 11 69 770 881 \$2 13 85 650 678 \$3 45 00 200,231 \$5 52.93 170 245 \$10 100 01 90,099 \$20 224 89 40,069 \$50 7 163 16 1 258 10,205 27 883 \$100 \$1,000 300,375 00 30 1,924 374

\* Each of the following GLEPS will be used in approximately 16.67% of each pack of 150 tickets \*\* Numbers are rounded

No.	02/07/17 Game Name Aces High	Game No 1875	Inv No. 8503306	Vendor PBL	TLC PO # 362-17-9010 RL010			
					Description/Tickets Delivered Qty 9,011,250	<b>Units per 1000</b> 9,011.25	Unit Price \$11.89	Amount \$107 143 76 \$107,143 76
				Delivered Ordered				
				% under 2% over				
				Accetable Range	0			

Total

\$107,143 76

#### No

#### 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						

Print Quantities	Price Point		
	\$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