

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

3/13/2019

| | | | |
|--------------------------------|---------------|---------------------------|--------|
| Game # | 1877 | Confirmed Packs | 5,830 |
| Game Name | Super Loteria | Active Packs | 1,483 |
| Quantity Printed | 40,544,550 | Warehouse Packs | 27 |
| Price Point | \$5 | Returned Packs | 1,887 |
| Start Date | 12/11/2017 | Printed Payout Percentage | 67.99% |
| Top Prize | \$ 100,000 | Percent Sold | 97.98% |
| Number of Top Prizes Remaining | 2 | Number of Weeks Out | 64 |

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

| | | |
|-----------------------|----------------|--|
| Cost to print tickets | \$ 1,704,087 | Actual ticket production costs |
| Prize payout expense | \$ 132,338,815 | Data from Instant Ticket Tier Liability screen in ES |

Estimated Direct Costs \$ 134,042,902

TANGIBLE BENEFITS

Revenue Impact:

| | | |
|---------------------------------|-----------------------|---|
| Estimated sales | \$ 198,627,750 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
| Total Estimated Benefits | <u>\$ 198,627,750</u> | |

Excess of Revenue over Expended \$ 64,584,848

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 | \$ | 616,205 |
| Next week | \$ | 775,245 |
| Next week | \$ | 1,014,780 |
| Avg Weekly Sales Current Game | \$ | 802,077 |
| Avg Weekly Sales \$5; >35M Qty* | \$ | 3,361,809 |
| Percentage Of Variance In Sales | | 76% |

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

| | | | |
|--|---------------|---------------------------|--------|
| Game # | 1877 | Printed Payout Percentage | 67.99% |
| Game Name | Super Loteria | Actual Payout Percentage | 66.63% |
| Percent Sold | 97.98% | Number of Weeks Out | 64 |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.* | | | 52 |

* only one game at this level with 85% sell through

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):

Out of Office - Rlu

Instant Product Coordinator Date

Rlu 3/14/19

Products Manager Date

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

Lottery Operations Division Dir

Cont

**Not Required
>85% Sold**

Executive Director

Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 3/2/19

3/4/19

| Product Line | Game | Tix Run | Name | Start | Call | Close | Wks | % Sold | Confirmed | Active | Ware | Return | Net Sales | | | |
|---------------|------|---------|----------------------------|----------|---------|---------|-----|--------|-----------|--------|--------|--------|----------------|----------------|----------------|----------------|
| | | | | | | | | | | | | | 3/2/19 | 2/23/19 | 2/16/19 | 2/9/19 |
| Solid Closing | 2081 | \$3 | DOUBLE BONUS CROSSWORD | 3/15/18 | | | 50 | 94.51% | 8,626 | 4,831 | 62 | 294 | \$1,347,732.00 | \$1,346,604.00 | \$1,491,090.00 | \$1,839,489.00 |
| | 2087 | \$5 | \$25,000,000 PAYOUT | 9/4/18 | 3/17/19 | 5/1/19 | 26 | 78.46% | 1,722 | 1,744 | 16,460 | 525 | \$339,425.00 | \$359,440.00 | \$421,600.00 | \$465,695.00 |
| | 2090 | \$5 | DIAMOND MINE 9X | 9/17/18 | 3/17/19 | 5/1/19 | 24 | 90.00% | 1,864 | 1,865 | 3,334 | 586 | \$475,470.00 | \$498,665.00 | \$605,425.00 | \$613,650.00 |
| | 2049 | \$5 | FROGGER | 6/27/18 | 2/17/19 | 4/3/19 | 35 | 82.60% | 247 | 341 | 10,349 | 4,146 | \$55,850.00 | \$180,770.00 | \$292,310.00 | \$297,450.00 |
| | 2099 | \$5 | HOLIDAY GREETINGS | 11/5/18 | 2/4/19 | 3/21/19 | 17 | 89.97% | 272 | 44 | 0 | 6,009 | \$4,835.00 | \$29,660.00 | \$164,770.00 | \$734,305.00 |
| | 1877 | \$5 | SUPER LOTERIA | 12/11/17 | | | 64 | 97.98% | 5,830 | 1,483 | 27 | 1,887 | \$616,205.00 | \$775,245.00 | \$1,014,780.00 | \$1,404,220.00 |
| | 2076 | \$10 | CASINO ACTION SUPER TICKET | 6/27/18 | 3/31/19 | 5/15/19 | 35 | 62.12% | 8,651 | 4,008 | 54,023 | 116 | \$972,910.00 | \$936,040.00 | \$1,028,720.00 | \$1,022,700.00 |
| | 2018 | \$10 | SUPER 75 | 1/2/18 | | | 51 | 98.04% | 2,853 | 1,944 | 23 | 40 | \$1,078,320.00 | \$1,064,990.00 | \$1,199,730.00 | \$1,155,500.00 |
| | 2075 | \$10 | THE GLITTER IS GOLD | 7/16/18 | 3/17/19 | 5/1/19 | 33 | 87.87% | 1,885 | 1,719 | 9,150 | 437 | \$547,300.00 | \$672,920.00 | \$647,000.00 | \$628,900.00 |
| | 1894 | \$20 | \$100 MILLION TEXAS RICHES | 2/5/18 | 3/17/19 | 5/1/19 | 56 | 79.11% | 2,202 | 1,591 | 53,290 | 480 | \$679,390.00 | \$699,060.00 | \$735,100.00 | \$698,340.00 |
| | 2014 | \$20 | MEGA 75 | 12/4/17 | | | 55 | 96.26% | 6,746 | 2,777 | 2,332 | 32 | \$1,377,440.00 | \$1,178,100.00 | \$1,226,840.00 | \$1,176,560.00 |

Liability for 1877 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 12/01/2017 - 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 | \$5.00 | 302556 | \$1,512,780.00 | 4563090 | \$22,815,450.00 | 93.78% | 38023405 |
| 2 | 2 | N/A | \$10.00 | 68860 | \$688,600.00 | 1282608 | \$12,826,080.00 | 94.90% | 38478724 |
| 3 | 3 | N/A | \$10.00 | 91777 | \$917,770.00 | 2611060 | \$26,110,600.00 | 96.60% | 39167827 |
| 4 | 4 | N/A | \$15.00 | 6600 | \$99,000.00 | 128604 | \$1,929,060.00 | 95.12% | 38565362 |
| 5 | 5 | N/A | \$15.00 | 4063 | \$60,945.00 | 131180 | \$1,967,700.00 | 97.00% | 39326501 |
| 6 | 6 | N/A | \$15.00 | 7670 | \$115,050.00 | 262477 | \$3,937,155.00 | 97.16% | 39393411 |
| 7 | 7 | N/A | \$20.00 | 6141 | \$122,820.00 | 129063 | \$2,581,260.00 | 95.46% | 38703006 |
| 8 | 8 | N/A | \$20.00 | 3730 | \$74,600.00 | 131307 | \$2,626,140.00 | 97.24% | 39424626 |
| 9 | 9 | N/A | \$20.00 | 3842 | \$76,840.00 | 131268 | \$2,625,360.00 | 97.16% | 39391621 |
| 10 | 10 | N/A | \$20.00 | 3470 | \$69,400.00 | 131773 | \$2,635,460.00 | 97.43% | 39504277 |
| 11 | 0 | N/A | \$50.00 | 2694 | \$134,700.00 | 31057 | \$1,552,850.00 | 92.02% | 37308289 |
| 12 | 0 | N/A | \$50.00 | 3847 | \$192,350.00 | 165017 | \$8,250,850.00 | 97.72% | 39620878 |
| 13 | 0 | N/A | \$50.00 | 3864 | \$193,200.00 | 165170 | \$8,258,500.00 | 97.71% | 39617729 |
| 14 | 0 | N/A | \$50.00 | 3734 | \$186,700.00 | 165211 | \$8,260,550.00 | 97.79% | 39648439 |
| 15 | 0 | N/A | \$100.00 | 1568 | \$156,800.00 | 15659 | \$1,565,900.00 | 90.90% | 36854188 |
| 16 | 0 | N/A | \$100.00 | 1931 | \$193,100.00 | 65672 | \$6,567,200.00 | 97.14% | 39386442 |
| 17 | 0 | N/A | \$100.00 | 2395 | \$239,500.00 | 82043 | \$8,204,300.00 | 97.16% | 39394544 |
| 18 | 0 | N/A | \$200.00 | 179 | \$35,800.00 | 3206 | \$641,200.00 | 94.71% | 38400539 |
| 19 | 0 | N/A | \$200.00 | 175 | \$35,000.00 | 6575 | \$1,315,000.00 | 97.41% | 39493394 |
| 20 | 0 | N/A | \$200.00 | 275 | \$55,000.00 | 10546 | \$2,109,200.00 | 97.46% | 39514169 |
| 21 | 0 | N/A | \$200.00 | 175 | \$35,000.00 | 6600 | \$1,320,000.00 | 97.42% | 39497273 |
| 22 | 0 | N/A | \$500.00 | 34 | \$17,000.00 | 642 | \$321,000.00 | 94.97% | 38505327 |
| 23 | 0 | N/A | \$500.00 | 34 | \$17,000.00 | 1654 | \$827,000.00 | 97.99% | 39727894 |
| 24 | 0 | N/A | \$500.00 | 21 | \$10,500.00 | 996 | \$498,000.00 | 97.94% | 39707346 |
| 25 | 0 | N/A | \$500.00 | 14 | \$7,000.00 | 666 | \$333,000.00 | 97.94% | 39709809 |
| 26 | 0 | N/A | \$5,000.00 | 9 | \$45,000.00 | 92 | \$460,000.00 | 91.09% | 36931668 |
| 27 | 0 | N/A | \$100,000.00 | 2 | \$200,000.00 | 18 | \$1,800,000.00 | 90.00% | 36490098 |
| Totals: | | | | 519660 | \$5,491,455.00 | 10,223,254 | \$132,338,815.00 | | |

NO. OF TICKETS: 48,544,550 MIN: 39,278,400
 NO. POOLS: 337,877 MAX: 40,881,600
 PACK SIZE: 75
 PACKS/POOL: 1,600
 PACKS/GAME: 540,594
 48,544,550

TEXAS LOTTERY COMMISSION
 "SUPER LOTTERIA" - GAME NUMBER 1877
 END OF PRODUCTION PRIZE STRUCTURE
 June 8, 2017 - Version 2

| PRIZE TIER | | # WINS | TIER CODE | GET | BONUS GAMES | WIN | ODDS OF 1 IN | WINNERS IN POOL | WINNERS IN 75 (PER PACK*) | WINNERS IN 120,000 (PER POOL) | PRIZE COST | PERCENT OF PRIZE FUND** | VALIDATION TIER LEVELS** |
|------------|---|--------|-----------|-----------------------------------|--|---------------|------------------|---------------------------|---------------------------|--|---|-------------------------|--------------------------|
| 1 | 1 | L | L | \$5 or \$10 or \$15 | \$5 \$10 \$15 | \$5 \$10 \$15 | 8.33 30.00 15.00 | 4,865,646 1,351,468 8,000 | 9.00 2.50 5.00 | 14,400 \$ 13,514,680 8,000 \$ 27,028,370 | \$ 24,328,230 \$ 13,514,680 \$ 27,028,370 | 17.65% 9.81% 19.61% | |
| 2 | 1 | L | L | \$5 | \$5 | \$10 | 15.00 | 2,702,937 | 5.00 | 8,000 | \$ 2,028,060 | 1.47% | |
| 3 | 2 | L | L | \$15 or \$5 + \$10 | \$15 | \$15 | 299.88 | 135,204 | 0.25 | 400 | \$ 2,028,645 | 1.47% | |
| 4 | 1 | L | L | \$5 | \$5 | \$15 | 299.79 | 135,243 | 0.25 | 400 | \$ 4,052,205 | 2.94% | |
| 5 | 2 | L | L | \$5 | \$5 x 2 | \$15 | 150.08 | 270,147 | 0.50 | 800 | \$ 2,704,080 | 1.96% | |
| 6 | 3 | L | L | \$20 or \$10 | \$20 | \$20 | 299.88 | 135,204 | 0.25 | 400 | \$ 2,704,080 | 1.96% | |
| 7 | 1 | L | L | \$10 | \$10 | \$20 | 300.25 | 135,037 | 0.25 | 400 | \$ 2,702,200 | 1.96% | |
| 8 | 2 | L | L | \$15 | \$15 | \$20 | 300.09 | 135,110 | 0.25 | 400 | \$ 2,702,200 | 1.96% | |
| 9 | 2 | L | L | \$5 | \$5 x 3 | \$20 | 299.79 | 135,243 | 0.25 | 400 | \$ 2,704,860 | 1.96% | |
| 10 | 4 | L | L | \$5 | \$5 | \$50 | 1.201.28 | 168,864 | - | 100 | \$ 1,687,500 | 1.22% | |
| 11 | 1 | M | M | \$10 + \$20 | (\$5 x 2) + \$10 | \$50 | 240.10 | 168,864 | - | 500 | \$ 8,443,200 | 6.13% | |
| 12 | 5 | M | M | \$5 + \$10 + \$15 | \$10 x 2 (\$10 x 2) + \$5 | \$50 | 239.86 | 169,034 | - | 500 | \$ 8,451,700 | 6.13% | |
| 13 | 5 | M | M | \$5 + \$20 | (\$10 x 2) + \$5 | \$50 | 239.99 | 168,945 | - | 500 | \$ 8,447,250 | 6.13% | |
| 14 | 5 | M | M | \$100 or \$50 | \$100 (\$20 x 2) + \$10 (\$5 x 2) + \$10 | \$100 | 2,353.55 | 17,227 | - | 51 | \$ 1,722,700 | 1.25% | |
| 15 | 1 | M | M | \$10 + \$20 + \$50 | \$100 | \$100 | 599.74 | 67,603 | - | 200 | \$ 6,760,360 | 4.90% | |
| 16 | 4 | M | M | \$200 or \$100 | (\$5 x 2) + \$10 | \$100 | 480.17 | 84,438 | - | 250 | \$ 8,443,800 | 6.13% | |
| 17 | 6 | M | M | \$200 or \$100 | \$200 | \$200 | 11,977.71 | 3,385 | - | 10 | \$ 677,000 | 0.49% | |
| 18 | 1 | M | M | \$100 | \$50 x 2 | \$200 | 6,006.60 | 6,750 | - | 20 | \$ 1,350,000 | 0.98% | |
| 19 | 3 | M | M | \$20 + \$50 + \$100 | \$10 x 3 (\$10 x 2) + \$100 | \$200 | 3,766.84 | 10,821 | - | 32 | \$ 2,164,200 | 1.57% | |
| 20 | 6 | M | M | \$500 or \$200 | \$500 | \$500 | 5,984.44 | 6,775 | - | 20 | \$ 1,355,000 | 0.98% | |
| 21 | 3 | M | M | \$500 or \$200 | \$500 | \$500 | 59,977.14 | 676 | - | 2 | \$ 338,000 | 0.25% | |
| 22 | 1 | M | M | \$50 + \$100 + \$200 | \$50 x 3 (\$50 x 2) + \$100 | \$500 | 24,619.28 | 1,688 | - | 5 | \$ 844,000 | 0.61% | |
| 23 | 6 | M | M | \$100 + \$200 | \$100 x 3 (\$100 x 2) + \$100 | \$500 | 39,868.81 | 1,017 | - | 3 | \$ 508,500 | 0.37% | |
| 24 | 5 | M | M | \$200 | \$100 x 3 (\$100 x 2) + \$100 | \$500 | 59,624.34 | 680 | - | 2 | \$ 340,000 | 0.25% | |
| 25 | 4 | M | M | \$5,000 or \$100,000 or \$100,000 | \$5,000 | \$5,000 | 401,431.19 | 101 | - | - | \$ 505,000 | 0.37% | |
| 26 | 1 | H | H | \$100,000 or \$100,000 | \$100,000 | \$100,000 | 2,027,227.50 | 20 | - | - | \$ 2,000,000 | 1.45% | |
| 27 | 1 | H | H | \$100,000 or \$100,000 | \$100,000 | \$100,000 | 3.7741 | 10,742,914 | 18.50 | 31,795 | \$ 137,830,270 | 100.00% | |

Consolidated Odds 1 in:

| | | |
|-----------|--------------|-----------|
| \$5 | 8.33 | 4,865,646 |
| \$10 | 10.00 | 4,054,305 |
| \$15 | 75.00 | 540,594 |
| \$20 | 75.00 | 540,594 |
| \$50 | 75.00 | 540,594 |
| \$100 | 239.53 | 169,268 |
| \$200 | 1,462.07 | 27,731 |
| \$500 | 9,983.88 | 4,061 |
| \$5,000 | 401,431.19 | 101 |
| \$100,000 | 2,027,227.50 | 20 |
| | 10,742,914 | |

TEXAS LOTTERY COMMISSION
 "SUPER LOTTERIA" - GAME NUMBER 1877
 END OF PRODUCTION PRIZE STRUCTURE
 June 8, 2017 - Version 2

| PRIZE | GET | BONUS GAMES | A | B | C | D |
|-----------|------------------------|-------------|----|---|----|---|
| \$5 | \$5 | \$5 | 10 | 8 | 10 | 8 |
| \$10 | \$10 or \$5 | \$10 | 2 | 2 | 3 | 3 |
| \$15 | \$15 or \$5 + \$10 | \$15 | 5 | 6 | 4 | 5 |
| \$20 | \$20 or \$5 | \$20 | 1 | 0 | 0 | 0 |
| \$50 | \$50 or \$10 | \$50 | 0 | 0 | 0 | 0 |
| \$100 | \$100 or \$20 | \$100 | 0 | 0 | 0 | 0 |
| \$200 | \$200 or \$50 | \$200 | 0 | 0 | 0 | 0 |
| \$500 | \$500 or \$100 | \$500 | 0 | 0 | 0 | 0 |
| \$5,000 | \$5,000 or \$100,000 | \$5,000 | 0 | 0 | 0 | 0 |
| \$100,000 | \$100,000 or \$100,000 | \$100,000 | 0 | 0 | 0 | 0 |

* Each of the following GETS will be used in approximately 25% of each pack of tickets.
 ** Numbers are rounded.

No.

11/29/17

Game Name
Super Loteria

Game No
1877

Inv No.
90098163

Vendor
IGT

362-17-9009 RL028

TLC PO #

Description/Tickets Delivered Qty

Units per 1000
40,544.55

Unit Price
\$42.03

Amount
\$1,704,087.44
\$1,704,087.44

Delivered 40,544,550
Ordered 40,080,000

2% under 39,278,400
2% over 40,881,600

Acceptable
Range 0

Sub Total \$1,704,087.44
Total \$1,704,087.44

Instant Ticket Game Analysis
8/28/16-8/25/18

Average Number of Weeks for 85% Average Sell Through

| | | Price Point | | | | | Price Point | | | | |
|------------------|---------|-------------|----------|----------|------|------------------|-------------|----------|------|------|----------|
| Print Quantities | \$1 | \$2 | \$3 | \$5 | \$7 | Print Quantities | \$10 | \$20 | \$25 | \$30 | \$50 |
| < 5M | None | Week 12* | None | None | None | 2M | None | None | None | None | None |
| 5M-9.99M | Week 16 | Week 18 | Week 17 | Week 19 | None | 3M | None | None | None | None | Week 52* |
| 10M-14.99M | Week 21 | None | None | Week 16* | None | 4M | None | None | None | None | None |
| 15M-19.99M | None | None | Week 32* | Week 52* | None | 5M | None | Week 33* | None | None | None |
| 20M-24.99M | None | Week 34* | None | None | None | 6M | Week 15 | None | None | None | None |
| 25M-29.99M | None | None | None | None | None | 7M | None | Week 48* | None | None | None |
| 30M-34.99M | Week 41 | Week 57* | None | None | None | 8M | None | None | None | None | None |
| >35M | None | Week 60 | Week 64 | Week 52* | None | >9M | Week 33 | Week 41* | None | None | None |

Average Weekly Dollar Sales at 85% Average Sell Through

| | | Price Point | | | | | Price Point | | | | |
|------------------|-----------|-------------|-------------|-------------|------|------------------|-------------|-------------|------|------|-------------|
| Print Quantities | \$1 | \$2 | \$3 | \$5 | \$7 | Print Quantities | \$10 | \$20 | \$25 | \$30 | \$50 |
| < 5M | None | \$714,918 | None | None | None | 2M | None | None | None | None | None |
| 5M-9.99M | \$515,035 | \$758,306 | \$1,248,375 | \$1,874,253 | None | 3M | None | None | None | None | \$2,913,384 |
| 10M-14.99M | \$466,349 | None | None | \$2,919,843 | None | 4M | None | None | None | None | None |
| 15M-19.99M | None | None | \$1,302,836 | \$1,508,375 | None | 5M | None | \$2,578,733 | None | None | None |
| 20M-24.99M | None | \$1,078,365 | None | None | None | 6M | \$3,483,559 | None | None | None | None |
| 25M-29.99M | None | None | None | None | None | 7M | None | \$2,502,908 | None | None | None |
| 30M-34.99M | \$632,952 | \$1,039,084 | None | None | None | 8M | None | None | None | None | None |
| >35M | None | \$1,119,742 | \$1,563,593 | \$3,361,809 | None | >9M | \$3,182,478 | \$3,781,160 | 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