

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/6/2018

Game #	1885	Confirmed Packs	12,299
Game Name	Mega Loteria	Active Packs	3,466
Quantity Printed	26,550,900	Warehouse Packs	22,317
Price Point	\$10	Returned Packs	314
Start Date	9/18/2017	Printed Payout Percentage	69.99%
Top Prize	\$ 250,000	Percent Sold	91.74%
Number of Top Prizes Remaining	0	Number of Weeks Out	59

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,200,366	Actual ticket production costs
Prize payout expense	\$ 169,198,285	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 170,398,651

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 243,577,957	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 243,577,957

Excess of Revenue over Expended \$ 73,179,305

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	\$	1,574,430
Next week	\$	1,790,430
Next week	\$	2,107,600
Avg Weekly Sales Current Game	\$	1,824,153
Avg Weekly Sales \$10; >9M Qty	\$	3,182,478
Percentage Of Variance In Sales		43%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1885	Printed Payout Percentage	69.99%
Game Name	Mega Loteria	Actual Payout Percentage	69.46%
Percent Sold	91.74%	Number of Weeks Out	59
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			33

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):

NOTE:

ZERO TOP PRIZES REMAINING

Instant Product

Not Required
All Top Prizes Claimed

Product

Date

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

Lottery Operations Division Director Date

Controller

Not Required
All Top Prizes Claimed

Executive

Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 11/13/18

11/5/18

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales		
														11/3/18	10/27/18	10/13/18
Sold/Closing	2054	\$2	7,205,875	CRAZY CASH MULTIPLIER	4/16/18	11/4/18	12/19/18	29	83.34%	1,194	686	152	2,072	\$63,962.00	\$92,648.00	\$109,384.00
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17			86	93.00%	8,581	3,835	21,823	47	\$555,633.00	\$616,221.00	\$765,657.00
	2016	\$3	16,392,375	WILD 7S	1/2/18	10/14/18	11/28/18	44	95.40%	195	284	518	2,447	\$80,064.00	\$178,767.00	\$411,186.00
	1871	\$5	15,075,300	\$100,000 BING-O-RAMA	10/2/17			57	90.73%	9,763	6,418	630	46	\$921,830.00	\$894,830.00	\$874,175.00
	2045	\$5	11,005,125	20X THE CASH	4/16/18	11/4/18	12/19/18	29	98.07%	678	302	6	375	\$73,890.00	\$94,385.00	\$158,720.00
	1848	\$5	8,098,800	25X THE MONEY	7/16/18			16	94.23%	3,035	1,753	0	173	\$471,245.00	\$585,680.00	\$1,184,960.00
	1862	\$5	18,021,075	BONUS BREAK THE BANK	11/29/17			48	93.45%	8,018	4,152	581	24	\$918,155.00	\$1,150,220.00	\$1,496,945.00
	2038	\$5	7,339,500	CINCO	4/2/18	10/14/18	11/28/18	31	61.17%	302	162	30,128	4,726	-\$14,370.00	-\$14,145.00	\$105,295.00
	1860	\$10	13,338,450	BIG PLAY CASHWORD	7/17/17	10/14/18	11/28/18	68	85.62%	657	336	26,310	4,629	\$105,820.00	\$217,050.00	\$700,450.00
	1885	\$10	26,550,900	MEGA LOTERIA	9/18/17			59	91.74%	12,299	3,466	22,317	314	\$1,574,430.00	\$1,790,430.00	\$2,625,170.00
	2021	\$20	9,179,100	\$1,000,000 BIG MONEY	1/2/18	12/2/18	1/16/19	44	45.72%	8,997	4,743	183,290	35	\$995,420.00	\$1,042,100.00	\$1,053,100.00
	2002	\$20	5,959,050	ULTIMATE CROSSWORD/BINGO	10/2/17	10/2/18	11/16/18	57	88.43%	598	64	13,512	2,445	\$7,380.00	\$35,820.00	\$328,860.00
	1899	\$50	3,634,340	TEXAS LOTTERY PLATINUM	10/16/17	11/4/18	12/19/18	55	70.19%	1,461	1,177	48,418	392	\$737,100.00	\$895,550.00	\$1,119,200.00

Liability for 1885 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 09/01/2017 - 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	\$10.00	312360	\$3,123,600.00	2607786	\$26,077,860.00	89.30%	23710823
2	2	N/A	\$15.00	28744	\$431,160.00	236880	\$3,553,200.00	89.18%	23677744
3	3	N/A	\$15.00	71123	\$1,066,845.00	725591	\$10,883,865.00	91.07%	24180689
4	4	N/A	\$20.00	14158	\$283,160.00	118525	\$2,370,500.00	89.33%	23717774
5	5	N/A	\$20.00	11448	\$228,960.00	121227	\$2,424,540.00	91.37%	24259928
6	6	N/A	\$20.00	23071	\$461,420.00	242589	\$4,851,780.00	91.32%	24245111
7	7	N/A	\$20.00	11399	\$227,980.00	121284	\$2,425,680.00	91.41%	24269871
8	8	N/A	\$20.00	11480	\$229,600.00	121231	\$2,424,620.00	91.35%	24254147
9	9	N/A	\$20.00	11413	\$228,260.00	121536	\$2,430,720.00	91.42%	24271639
10	10	N/A	\$20.00	11573	\$231,460.00	121102	\$2,422,040.00	91.28%	24234913
11	0	N/A	\$30.00	3485	\$104,550.00	29765	\$892,950.00	89.52%	23768046
12	0	N/A	\$30.00	17603	\$528,090.00	181473	\$5,444,190.00	91.16%	24203176
13	0	N/A	\$30.00	50025	\$1,500,750.00	547508	\$16,425,240.00	91.63%	24328079
14	0	N/A	\$30.00	25156	\$754,680.00	273415	\$8,202,450.00	91.57%	24313862
15	0	N/A	\$30.00	11337	\$340,110.00	121320	\$3,639,600.00	91.45%	24281833
16	0	N/A	\$30.00	22260	\$667,800.00	243295	\$7,298,850.00	91.62%	24325285
17	0	N/A	\$30.00	5742	\$172,260.00	60670	\$1,820,100.00	91.35%	24255301
18	0	N/A	\$50.00	2656	\$132,800.00	19510	\$975,500.00	88.02%	23369487
19	0	N/A	\$50.00	18302	\$915,100.00	202926	\$10,146,300.00	91.73%	24354367
20	0	N/A	\$50.00	9209	\$460,450.00	101428	\$5,071,400.00	91.68%	24340904
21	0	N/A	\$50.00	14711	\$735,550.00	162276	\$8,113,800.00	91.69%	24344013
22	0	N/A	\$100.00	1644	\$164,400.00	9397	\$939,700.00	85.11%	22597482
23	0	N/A	\$100.00	6778	\$677,800.00	70631	\$7,063,100.00	91.24%	24226079
24	0	N/A	\$100.00	3981	\$398,100.00	40307	\$4,030,700.00	91.01%	24164268
25	0	N/A	\$100.00	4069	\$406,900.00	40160	\$4,016,000.00	90.80%	24108258
26	0	N/A	\$100.00	7744	\$774,400.00	80758	\$8,075,800.00	91.25%	24227673
27	0	N/A	\$200.00	346	\$69,200.00	1893	\$378,600.00	84.55%	22447902
28	0	N/A	\$200.00	523	\$104,600.00	3939	\$787,800.00	88.28%	23438815
29	0	N/A	\$200.00	1867	\$373,400.00	20259	\$4,051,800.00	91.56%	24310525
30	0	N/A	\$200.00	2117	\$423,400.00	22218	\$4,443,600.00	91.30%	24241129
31	0	N/A	\$500.00	29	\$14,500.00	189	\$94,500.00	86.70%	23018899
32	0	N/A	\$500.00	88	\$44,000.00	1024	\$512,000.00	92.09%	24449749
33	0	N/A	\$500.00	83	\$41,500.00	805	\$402,500.00	90.65%	24069228
34	0	N/A	\$500.00	179	\$89,500.00	2028	\$1,014,000.00	91.89%	24397474
35	0	N/A	\$1,000.00	33	\$33,000.00	193	\$193,000.00	85.40%	22673998
36	0	N/A	\$1,000.00	20	\$20,000.00	203	\$203,000.00	91.03%	24169653
37	0	N/A	\$1,000.00	41	\$41,000.00	401	\$401,000.00	90.72%	24088033
38	0	N/A	\$1,000.00	44	\$44,000.00	401	\$401,000.00	90.11%	23925642
39	0	N/A	\$5,000.00	5	\$25,000.00	30	\$150,000.00	85.71%	22757914
40	0	N/A	\$5,000.00	6	\$30,000.00	65	\$325,000.00	91.55%	24307161
41	0	N/A	\$5,000.00	7	\$35,000.00	64	\$320,000.00	90.14%	23933205
42	0	N/A	\$250,000.00	0	\$0.00	14	\$3,500,000.00	100.00%	26550899
Totals:				716859	\$16,634,285.00	6,776,316	\$169,198,285.00		

NO. OF TICKETS: 26,550,900
NO. POOLS: 221.26
PACK SIZE: 50.00
PACKS/POOL: 2,400.00
PACKS/GAME: 531.018

MINIMUM QTY: 25,519,200
MAXIMUM QTY: 26,560,800

TEXAS LOTTERY COMMISSION

"MEGA LOTERIA" - GAME NUMBER 1885

PRIZE STRUCTURE - MARCH 6, 2017 VERSION 2

26,550,900

\$10 TICKETS

\$265,509,000 - REVENUE

PRIZE FUND - \$185,832,570

PAYOUT % - 69.991062%

PRIZE TIER	#	TIER CODE	GRID.1	GRID.2	BONUS GAMES	WIN:	ODDS OF 1 IN:	WINNERS IN 221.26 POOLS	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS **
1	1	L	\$10 or	\$10 or	\$10	\$10	9.09	2,920,146	5.50	13,200	\$ 29,201,460	15.71%	
2	1	L	\$15 or		\$15	\$15	99.96	265,624	0.50	1,200	\$ 3,984,360	2.14%	
3	2	L		\$10	\$5	\$15	33.33	796,714	1.50	3,600	\$ 11,950,710	6.43%	
4	1	L	\$20 or	\$20 or	\$20	\$20	200.11	132,683	0.25	600	\$ 2,653,660	1.43%	
5	2	L	\$10	\$10	\$20	\$20	200.12	132,675	0.25	600	\$ 2,653,500	1.43%	
6	2	L	\$10		\$10	\$20	99.94	265,660	0.50	1,200	\$ 5,313,200	2.86%	
7	3	L	\$10		\$5 x 2	\$20	200.11	132,683	0.25	600	\$ 2,653,660	1.43%	
8	3	L		\$10	\$5 x 2	\$20	200.07	132,711	0.25	600	\$ 2,654,220	1.43%	
9	4	L			\$5 x 4	\$20	199.71	132,949	0.25	600	\$ 2,658,980	1.43%	
10	2	L	\$15		\$5	\$20	200.12	132,675	0.25	600	\$ 2,653,500	1.43%	
11	1	M	\$30 or	\$30 or	\$30	\$30	798.52	33,250	-	150	\$ 997,500	0.54%	
12	2	M	\$10 + \$20 or	\$10 + \$20 or	\$10 + \$20	\$30	133.37	199,076	-	900	\$ 5,972,280	3.21%	
13	4	M	\$10	\$10	\$5 x 2	\$30	44.43	597,533	-	2,700	\$ 17,925,990	9.65%	
14	3	M	\$15	\$10	\$5	\$30	88.93	298,571	-	1,350	\$ 8,957,130	4.82%	
15	2	M	\$20	\$10		\$30	200.15	132,657	-	600	\$ 3,979,710	2.14%	
16	4	M			(\$10 x 2) + (\$5 x 2)	\$30	99.98	265,555	-	1,200	\$ 7,966,650	4.29%	
17	2	M	\$20	\$20	\$10	\$30	399.79	66,412	-	300	\$ 1,992,360	1.07%	
18	1	M	\$50 or	\$50 or	\$50	\$50	1,197.82	22,166	-	100	\$ 1,108,300	0.60%	
19	5	M	\$10 + \$15	\$10	\$5 + \$10	\$50	120.02	221,228	-	1,000	\$ 11,061,400	5.95%	
20	3	M	\$20	\$10 + \$20	\$5	\$50	239.98	110,637	-	500	\$ 5,531,850	2.98%	
21	4	M	\$30	\$10	\$5 x 2	\$50	150.02	176,987	-	800	\$ 8,849,350	4.76%	
22	1	M	\$100 or	\$100 or	\$100	\$100	2,404.76	11,041	-	50	\$ 1,104,100	0.59%	
23	6	M	\$10 + \$20 + \$50		(\$5 x 2) + \$10	\$100	343.00	77,409	-	350	\$ 7,740,900	4.17%	
24	4	M	\$20 + \$30	\$20 + \$30		\$100	599.51	44,288	-	200	\$ 4,428,800	2.38%	
25	2	M	\$50	\$50		\$100	600.31	44,229	-	200	\$ 4,422,900	2.38%	
26	7	M	\$10 + \$15	\$10 + \$20 + \$30	\$5 + \$10	\$200	11,858.37	88,502	-	400	\$ 8,850,200	4.76%	
27	1	M	\$200 or	\$200 or	\$200	\$200	11,858.37	2,239	-	10	\$ 447,800	0.24%	
28	2	M	\$100	\$100		\$200	5,950.45	4,462	-	20	\$ 892,400	0.48%	
29	8	M	\$20 + \$30	\$20 + \$30 + \$50	(\$20 x 2) + \$10	\$200	1,199.99	22,126	-	100	\$ 4,425,200	2.38%	
30	8	M	\$20 + \$30 + \$50	\$10 + \$20 + \$30	\$20 x 2	\$200	1,091.06	24,335	-	110	\$ 4,867,000	2.62%	
31	1	M	\$500 or	\$500 or	\$500	\$500	121,793.12	218	-	1	\$ 109,000	0.06%	
32	5	M	\$50 + \$100	\$50 + \$100 + \$200		\$500	23,876.71	1,112	-	5	\$ 556,000	0.30%	
33	4	M	\$50 + \$200	\$50 + \$200		\$500	29,899.66	888	-	4	\$ 444,000	0.24%	
34	6	M	\$50	\$50		\$500	12,030.31	2,207	-	10	\$ 1,103,500	0.59%	
35	1	H	\$1,000 or	\$1,000 or	\$100 x 4	\$500	117,481.86	226	-	1	\$ 226,000	0.12%	
36	6	H	\$100 + \$500	\$100 + \$200	\$50 x 2	\$1,000	119,062.33	223	-	1	\$ 223,000	0.12%	
37	7	H	\$100	\$200 + \$500	\$50 x 4	\$1,000	60,069.91	442	-	2	\$ 442,000	0.24%	
38	6	H	\$50 + \$100 + \$200	\$50 + \$100 + \$500		\$1,000	59,664.94	445	-	2	\$ 445,000	0.24%	
39	1	H	\$5,000 or	\$5,000 or	\$5,000	\$5,000	758,597.14	35	-	-	\$ 175,000	0.09%	
40	8	H	\$500 + \$1,000	\$500 + \$1,000	\$500 x 4	\$5,000	373,956.34	71	-	-	\$ 355,000	0.19%	
41	8	H	\$100 + \$200	\$200 + \$500	\$1,000 x 4	\$5,000	373,956.34	71	-	-	\$ 355,000	0.19%	
42	1	H	\$250,000 or	\$250,000		\$250,000	1,896,492.86	14 ***	-	-	\$ 3,500,000	1.88%	
2 Decimals:							3.54	7,493,175	9.50	33,866	\$ 185,832,570	100.00%	
4 Decimals:							3.5433						

MID TIER
61.20%

HIGH TIER
3.08%
100.00%

Consolidated Odds 1 in:

PRIZE	GRID 1	GRID 2	BONUS GAMES	A	B	C	D
\$10	\$10 or	\$10 or	\$10	7 = \$ 70	4 = \$ 40	7 = \$ 70	4 = \$ 40
\$15	\$15 or	\$15 or	\$15	0 = \$ 0	1 = \$ 15	1 = \$ 15	0 = \$ 0
\$15		\$10	\$5	1 = \$ 15	2 = \$ 30	0 = \$ 0	3 = \$ 45
\$20	\$20 or	\$20 or	\$20	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20	\$10	\$10		0 = \$ 0	0 = \$ 0	1 = \$ 20	0 = \$ 0
\$20	\$10		\$10	0 = \$ 0	1 = \$ 20	0 = \$ 0	1 = \$ 20
\$20	\$10		\$5 x 2	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20		\$10	\$5 x 2	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 20
\$20			\$5 x 4	0 = \$ 0	1 = \$ 20	0 = \$ 0	0 = \$ 0
\$20	\$15		\$5	0 = \$ 0	0 = \$ 0	1 = \$ 20	0 = \$ 0
				10 = \$125	9 = \$125	10 = \$125	9 = \$125

* Each of the following GLEPS will be used in approximately 25% of each pack of 50 tickets.

**** Numbers are rounded.**

*** This exact number of prizes is guaranteed delivery to TLC.

Note: There will be no more than 16 winners per pack.

No.

09/01/17

Game Name	Game No	Inv No.	Vendor	TLC PO #
Mega Loteria	1885	90096684	IGT	362-17-9009 RL019

Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
26,550,900	26,550.90	\$45.21	\$1,200,366.19
			<u>\$1,200,366.19</u>

Delivered	26,550,900
Ordered	26,040,000

2% under	25,519,200
2% over	26,560,800
Acceptable Range	0

Sub Total	\$1,200,366.19
Total	\$1,200,366.19

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 49*	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

Print Quantities	Price Point					Print Quantities	Price Point				
	\$1	\$2	\$3	\$5	\$7		\$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	None	None	3M	None	None	None	None	\$2,913,384
10M-14.99M	\$466,349	None	None	\$1,874,253	None	4M	None	None	None	None	None
15M-19.99M	None	None	\$1,302,836	\$2,919,843	None	5M	None	\$2,578,733	None	None	None
20M-24.99M	None	\$1,078,385	None	\$1,508,375	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	\$1,583,593	\$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

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Tuesday, November 6, 2018 5:41 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 11/05/2018

CAUTION: This email originated outside the Texas Lottery's email system.
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All top prizes for the following game(s) have been claimed as of 11/05/2018.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	Last Top Prize Claimed Date
1885	Mega Loteria	\$10	\$250,000	14	14		0	0	9/18/2017				11/05/2018

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.

Close Dates

CALL = 11/6/18

CLOSE = 12/21/18

EOV = 6/19/19