## TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	8/7/2019
Game #	2042	Confirmed Packs	
Game Name	Bonus Ball Bingo	Active Packs	8,650
Quantity Printed	11,373,825	Warehouse Packs	6,437 8,354
Price Point	\$5	Returned Packs	22
Start Date	10/29/2018	Printed Payout Percentage	68.01%
Top Prize	\$ 100,000	Percent Sold	83.55%
Number of Top Prizes Remaining	0	Number of Weeks Out	40

Current Game Sales Analysis								
TANGIBLE COSTS			,					
Expenditure Impact:								
Cost to print tickets	\$	378,407	Actual tiplest and death					
Prize payout expense	\$	30,656,945	Actual ticket production costs					
		00,000,040	Data from Instant Ticket Tier Liability screen in ES					
Estimated Direct Costs	\$	31,035,352						
		7 1,000,002						
TANGIBLE BENEFITS								
Revenue Impact:								
Estimated sales	\$	47,514,154	Deced # 60					
	-	77,014,104	Based on # of tkts printed, times % sold from DaVinci report					
<b>Total Estimated Benefits</b>	\$	47,514,154	times the price point					
		47,014,104						
<b>Excess of Revenue over Expended</b>	\$	16,478,802						

# 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 Inform	mation
Previous 3 W	eeks Sales from DaV	
Most recent week sales  Next week  Next week	\$ \$ \$	1,001,330 960,630 956,805
Avg Weekly Sales Current Game	\$	972,922
Avg Weekly Sales \$5; 10M - 14.99M Qty	\$	2,919,843
Percentage Of Variance In Sales		67%

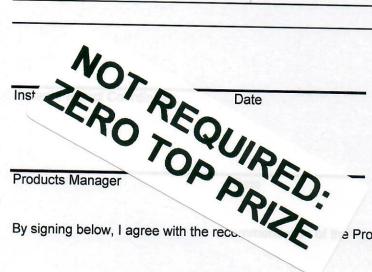
## TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

### **Instant Ticket Information**

Game Name  Bonus Ball Bingo Actual Payout Percentage  64.52°  Percent Sold  83.55% Number of Weeks Out	Game #	2042	Printed Payout Percentage	68.01%
Percent Sold 83 55% Number of Weeks Out	Game Name	Bonus Ball Bingo		
	Percent Sold		Number of Weeks Out	
Only one game at this level with 85% sell through	Only one game at this level with 8	35% sell through.	and of trooks out	16*

#### 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):	



e Products Department Staff to close the above game.

-ott No	ivision Director Date
SER	REQUIRED.
Controller	OPIRED
	PRISO.
Executive Direc	tor



(GANGE					1			Time	ate.0/3/1		-		Minimum Marian				
Product Lin	Game		Tix Run	Name	Start	Call	Close	Wks	o/ Sold	Confirmed	A a ti				Net S		
Mature	2031	\$3	5,931,500		3/4/19	Juli	Close	22		Confirmed	Active	Ware	Return	8/3/19	7/27/19	7/20/19	7/13/19
Waters	1828	\$3	41,527,800		9/17/18			46	69.13%	3,183	1,503	3,137	5,730	\$168,825.00			The second second
	2134	\$5	7,221,000		4/15/19				53.54%	18,922	10,585	224,508	25		\$1,343,106.00	\$1,348,599.00	\$1,339,962.0
	2042	\$5	11,373,825		10/29/18			16	75.53%	6,976	3,823	11,454	39	\$822,470.00		\$842,225.00	\$922,740.0
	2129	\$5	10,394,625	BONUS BREAK THE BANK	4/2/19			40	83.55%	8,650	6,437	8,354	22	\$1,001,330.00			The state of the s
	2125	\$5	7,338,750	CRAZY CASH BLOWOUT	3/18/19			18	43.22%	14,983	8,924	53,075	8		\$1,258,810.00	\$1,238,305.00	\$1,314,900.00
	2116	\$5	7,030,050		2/18/19			20	65.14%	4,389	2,619	25,922	201	\$434,670.00	\$425,385.00	\$434,710.00	\$475,700.00
	2118	\$5	7,338,825	HOT 5S HOT STREAK	3/4/19			24	85.22%	2,753	1,858	8,475	29	\$320,930.00	\$297,085.00	\$331,920.00	\$354,220.00
	2066	\$5	7,334,475	PAC-MAN SLOTS				22	68.47%	4,046	2,290	23,664	52	\$342,415.00	\$305,665.00	\$320,160.00	\$394,160.00
	2082	\$5	22,519,650	SUPER CROSSWORD	4/1/19			18	65.25%	7,192	4,081	21,019	595	\$527,540.00	\$503,770.00	\$566,255.00	\$638,410.00
	2074	\$5	40,124,625		11/26/18			36	50.69%	12,786	7,462	125,707	16	\$1,572,595.00	\$1,448,270.00	\$1,387,825.00	\$1,388,685.00
	2056	\$10	28,522,850	SUPER LOTERIA	1/21/19			28	51.31%	24,240	10,894	220,712	13	\$3,939,295.00	\$3,740,200.00	\$3,554,930.00	\$3,682,800.00
	2166	\$10			9/4/18			48	39.10%	12,940	5,693	326,343	12	\$2,482,640.00	\$2,112,580.00	\$2,328,710.00	\$2,584,350.00
	2084	\$10	12,139,700	\$250,000 50X CASHWORD	4/15/19			16	52.61%	20,250	8,665	82,902	6	\$4,378,340.00	\$3,338,460.00	\$4,058,350.00	\$4,071,290.00
	2122	\$10	26,555,050	MEGA LOTERIA	10/1/18			44	82.05%	25,629	10,374	54,474	19	\$5,472,720.00	\$5,095,480.00	\$4,954,550.00	\$5,524,600.00
	2093	\$20	5,987,100	THE BIG TICKET	2/18/19			24	83.34%	7,119	3,815	7,342	264	\$838,030.00	\$807,160.00	\$891,620.00	\$976,090.00
	2107	\$20	7,344,000	\$100 OR \$200	10/1/18			44	65.91%	9,482	4,302	84,316	22	\$1,617,080.00	\$1,504,600.00	\$1,460,480.00	\$1,489,440.00
			8,987,375	200X	12/3/18			35	80.21%	18,245	8,045	41,654	22	\$3,463,940.00	\$3,181,460.00	\$3,159,480.00	\$3,232,780.00
	1838 2077	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			116	37.67%	11,434	5,512	845,713	14	\$2,266,880.00	\$1,997,200.00	\$2,015,760.00	\$2,120,500.00
		\$20	5,075,275	MILLIONAIRE CLUB	12/17/18			33	49.41%	8,945	4,114	88,232	7	\$942,640.00	\$844,840.00	\$888,240.00	\$882,260.00
	2135	\$20	6,091,725	MILLION DOLLAR LOTERIA	4/15/19			16	56.61%	24,967	8,882	67,982	16	\$4,799,540.00	\$4,417,240.00	\$4,376,280.00	\$4,370,400.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			55	63.11%	6,017	3,179	94,662	6	\$913,580.00	\$806,360.00	\$777,440.00	\$808,300.00
	2053	\$30		\$750 MILLION WINNER'S CIRCLE	3/19/18			72	24.75%	8,332	4,360	1,010,939	11	\$2,477,100.00	\$2,266,950.00	\$2,218,890.00	\$2,235,000.00
	2114	\$30	5,971,025	300X	1/7/19			30	70.21%	16,161	7,234	45,416	22	\$3,525,360.00			
	2057	\$50	3,611,100	200X THE CASH	6/18/18			59	87.83%	5,763	2,407	12,513	20	\$1,828,800.00	\$1,557,350.00	\$1,562,200.00	\$1,530,800,00
-	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			37	61.34%	7,924	3,333	75,389	34	\$2,610,550.00			
old/Closing	2111	\$1	29,302,200	10X	12/3/18			35	95.51%	4 747	2.005		-				
	2130	\$1	9,177,150	FIND THE 9S	3/4/19	7/14/19	8/28/19	22	94.91%	4,717 56	3,085	0	200	\$256,037.00	\$271,415.00	\$318,652.00	\$395,367.00
	2133	\$2	6,943,625	\$30,000 JACKPOT	2/18/19	8/18/19	10/2/19	24	92.80%			0	2,595	\$5,404.00	\$11,158.00	\$17,360.00	\$39,751.00
	2151	\$2	6,959,000	777	3/18/19	8/18/19	10/2/19	20	96.13%	989	1,005	42	873	\$114,674.00	\$129,936.00	\$163,712.00	\$209,916.00
	2108	\$2	7,325,375	MONEY MULTIPLIER	1/21/19	8/18/19	10/2/19	28		553	470	0	487	\$64,620.00	\$77,988.00	\$100,732.00	\$124,456.00
	2139	\$2	6,974,375	TRIPLE PLAY	4/15/19	0/10/13	10/2/19	16	90.27%	971	958	135	2,682	\$94,074.00	\$92,108.00	\$118,034.00	\$133,366.00
	2112	\$5	19,823,025	50X	1/7/19	7/31/19	0/14/10		90.50%	2,691	1,919	0	243	\$225,746.00	\$285,360.00	\$358,632.00	\$469,270.00
		-	-,-20,020	307	111119	1131/19	9/14/19	30	92.83%	6,392	2,438	24	226	\$1,738,570.00	\$1,890,740.00	\$2,010,490.00	\$2,107,110.00

## Liability for 2042 / for Life to Date

**Product Status:** Active

SmartCash Enabled:

N/A

Validation Range: 07/26/2018 - 12/31/2037

**Outstanding Prizes** 

Tier	Ref		Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$5.00	196837	\$984,185.00	713113	\$3,565,565.00	79 270/	0040404
2	2	N/A	\$5.00	166147	\$830,735.00	490990	\$2,454,950.00		8913481
3	3	N/A	\$10.00	63797	\$637,970.00	239590	\$2,395,900.00		8498127
4	4	N/A	\$10.00	56130	\$561,300.00	171358	\$1,713,580.00	78.97%	8982107
5	5	N/A	\$15.00	32094	\$481,410.00	144766	\$2,171,490.00	75.33%	8567466
6	6	N/A	\$15.00	30075	\$451,125.00	96312	\$1,444,680.00	81.85%	9309867
7	7	N/A	\$20.00	15322	\$306,440.00	60501	\$1,210,020.00	76.20%	8667314
8	8	N/A	\$20.00	12264	\$245,280.00	38309	\$766,180.00	79.79%	9075449
9	9	N/A	\$20.00	15984	\$319,680.00	59753	\$1,195,060.00	75.75%	8615661
10	10	N/A	\$20.00	9389	\$187,780.00	41216	\$824,320.00	78.90% 81.45%	8973423
11	0	N/A	\$25.00	7923	\$198,075.00	35535	\$888,375.00		9263582
12	0	N/A	\$25.00	7727	\$193,175.00	35621	\$890,525.00	81.77% 82.17%	9300217
13	0	N/A	\$25.00	8049	\$201,225.00	35380	\$884,500.00	81.47%	9346383
14	0	N/A	\$50.00	7956	\$397,800.00	30328	\$1,516,400.00	79.22%	9265834
15	0	N/A	\$50.00	6496	\$324,800.00	31968	\$1,598,400.00	83.11%	9010170
16	0	N/A	\$50.00	7721	\$386,050.00	30778	\$1,538,900.00	79.94%	9452954
17	0	N/A	\$50.00	9264	\$463,200.00	29074	\$1,453,700.00	75.84%	9092796
18	0	N/A	\$50.00	6384	\$319,200.00	30114	\$1,505,700.00	82.51%	8625452
19	0	N/A	\$100.00	450	\$45,000.00	1440	\$144,000.00	76.19%	9384387
20	0	N/A	\$100.00	573	\$57,300.00	2578	\$257,800.00	81.82%	8665771
21	0	N/A	\$100.00	456	\$45,600.00	1602	\$160,200.00	77.84%	9305528
22	0	N/A	\$100.00	388	\$38,800.00	1679	\$167,900.00	81.23%	8853677
23	0	N/A	\$200.00	280	\$56,000.00	1308	\$261,600.00	82.37%	9238825
24	0	N/A	\$200.00	294	\$58,800.00	1291	\$258,200.00	81.45%	9368364
25	0	N/A	\$500.00	114	\$57,000.00	526	\$263,000.00	82.19%	9264106
26	0	N/A	\$500.00	156	\$78,000.00	478	\$239,000.00	75.39%	9347862
27	0	N/A	\$1,000.00	29	\$29,000.00	136	\$136,000.00	82.42%	8575218
28	0	N/A	\$1,000.00	67	\$67,000.00	251	\$251,000.00	78.93%	9374789
29	0	N/A	\$100,000.00	0	\$0.00	5	\$500,000.00	100.00%	8977453
			Totals:	662366	\$8,021,930.00	/15/	\$30,656,945.00	100.00%	11373826

NO. OF TICKETS: 11,373,825 NO. POOLS: 31.59 PACK SIZE: 75 PACKS/POOL: 4,800 PACKS/GAME: 151,651

Minimum: 10,936,800 Maximum: 11,383,200

TEXAS LOTTERY COMMISSION "BONUS BALL BINGO" - GAME NO. 2042 END OF PRODUCTION PRIZE STRUCTURE 22-Jul-18

VERSION A

			11,373,825		\$5 TICKETS	\$56,869,125	REVENUE	PRIZE FUND	\$38,678,875		PAYOUT %	68.01%
PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	#OF WAYS	WIN:	ODDS OF	WINNERS IN 31.59 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	Line Card 1	1	\$5	12.50	909,950	6.00	28,800,000	\$4,549,750	11.76%	LEVELS
2 3	2	L	\$5 Bonus Bingo Ball	1	\$5	17.31	657,137	4.33	20,800.000	\$3,285,685	8.49%	
3	3	L	Line Card 2	1	\$10	37.49	303,387	2.00	9,600.000	\$3,033,870	7.84%	
5	5	L	\$10 Bonus Bingo Ball	1	\$10	50.00	227,488	1.50	7,200.000	\$2,274,880	5.88%	
		L	Line Card 1 + Line Card 2	2	\$15	64.31	176,860	1.17	5,600.000	\$2,652,900	6.86%	
6	6	L	\$5 Bonus Bingo Ball + \$10 Bonus Bingo Ball	2	\$15	89.99	126,387	0.83	4,000.000	\$1,895,805	4.90%	
1	7	L	Line Card 3	1	\$20	150.00	75,823	0.50	2,400.000	\$1,516,460	3.92%	
8	8	L	\$20 Bonus Bingo Ball	1	\$20	224.90	50,573	0,33	1,600.000	\$1,011,460	2.62%	
9	9	L	4 Corners Card 1	1	\$20	150.18	75,737	0.50	2,400,000	\$1,514,740	3.92%	LOWTED
10	10	L	Line Card 2 + \$10 Bonus Bingo Ball	2	\$20	224.76	50,605	0.33	1,600.000	\$1,012,100	2.62%	LOW TIER
11	0	M	Line Card 3 + \$5 Bonus Bingo Ball	2	\$25	261.72	43,458	0.286	1,375.000	\$1,086,450	2.81%	58.81%
12	0	M	Line Card 1 + Line Card 3	2	\$25	262.38	43,348	0.286	1,375.000	\$1,083,700	2.80%	
13	0	M	\$20 Bonus Bingo Ball + Line Card 1	2	\$25	261.89	43,429	0.286	1,375.000	\$1,085,725	2.81%	
. 14	0	M	4 Corners Card 2	1	\$50	297.09	38,284	0.253	1,215.000	\$1,914,200	4.95%	
15	0	M	4 Corners Card 1 + Line Card 2 + Line Card 3	3	\$50	295.70	38,464	0.253	1,215.000	\$1,923,200	4.93%	
16	0	M	Line Card 4	1	\$50	295,43	38,499	0.253	1,215.000	\$1,924,950		
17	0	M	\$50 Bonus Bingo Ball	1	\$50	296,67	38,338	0.253	1,215.000	\$1,916,900	4.98%	
18	0	M	Line Card 1 + Line Card 3 + \$5 Bonus Bingo Ball + \$20 Bonus Bingo Ball	4	\$50	311.63	36,498	0.240	1,154.000	\$1,824,900	4.96%	
19	0	M	\$50 Bonus Bingo Ball x 2		\$100	6,017.90	1,890	0.013	60.000	\$1,824,900	4.72%	
20	0	M	"X" Card 1	1	\$100	3,609.59	3,151	0.013	100,000		0.49%	
21	0	M	4 Corners Card 3	1	\$100	5,526.64	2,058	0.014	65.000	\$315,100	0.81%	
22	0	M	4 Corners Card 2 + Line Card 4	2	\$100	5,502.58	2,067	0.014	65.000	\$205,800	0.53%	
23	0	M	"X" Card 1 + 4 Corners Card 2 + Line Card 4		\$200	7,162.36	1,588	0.014	50,000	\$206,700	0.53%	
24	0	M	"X" Card 1 + 4 Corners Card 3	2	\$200	7,175.91	1,585	0.010	50.000	\$317,600	0.82%	
25	0	M	"X" Card 2		\$500	17,771.60	640	0.010	20.000	\$317,000	0.82%	
26	0	M	4 Corners Card 4		\$500	17,939.79	634	0.004	20.000	\$320,000	0.83%	MID TIER
27	0	H	"X" Card 2 + 4 Corners Card 4		\$1,000	68,932.27	165	0.001		\$317,000	0.82%	38.65%
28	0	H	"X" Card 3		\$1,000	35,766.75	318		5.000	\$165,000	0.43%	
29	0	H	"X" Card 4		\$100,000	2,274,765.00	5 ***	0.002	10.000	\$318,000	0.82%	HIGH TIER
				-	4100,000	3.81	2,988,366	0,000	0.158	\$500,000	1.29%	2.54%
						3.8060	2,988,300	19.71	94,584.158	\$38,678,875	100.00%	100.00%
			Consolidated odds are 1 in:		\$5	7.26	1,567,087	Fach of the follo	wing GLEPS will b	a vead in approxim	atal-16 670/ -6	

<sup>7.26</sup> \$10 21.42 \$15 37.51 \$20 45.00 252,738 \$25 87.33 130,235 \$50 59.84 190,083 \$100 1,240.87 9,166 \$200 3,584.57 3,173 \$500 8,927.65 1,274 \$1,000 23,548.29 483 \$100,000 2,274,765.00 5 2,988,366

<sup>1,567,087 \*</sup> Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets. 530,875 \*\* Numbers are rounded.

<sup>303,247 \*\*\*</sup> This Number of prizes is guaranteed delivery to the Lottery.

08/07/19

Game Name	Game No	Inv. No.	Vendor	TLC PO#	
Bonus Ball Bingo	2042	8508494	PBL	362-18-9010 RL018	

	Description/Tickets Delivered Qty 11,373,825	Units per 1000 11,373.83	Unit Price \$33.27	Amount \$378,407.16
Delivered	11,373,825			\$378,407.16
Ordered	11,160,000			
2% under	10,936,800			
2% over	11,383,200			
Accetable				
Range	0			

Sub Total

Total

\$378,407.16 \$378,407.16

### Instant Ticket Game Analysis 2/26/17-2/23/19

# Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point					Price Point			
	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20		
< 5M	None	Week 12*	None	None	2M			\$30	\$50
5M-9.99M	Week 15	Week 18				None	None	None	None
			Week 18	Week 17	3M	None	None	None	Week 52
10M-14.99M	Week 20	None	None	Week 16*	4M	None	None		
15M-19.99M	Week 23	None	Week 32*	Week 48	5M	None		None	None
20M-24.99M	None	None	None				Week 42	None	None
25M-29.99M				Week 57	6M	Week 22	None	None	None
	Week 58*	None	None	None	7M	None	Week 49*	None	
30M-34.99M	Week 41*	Week 57*	None	None	8M	Week 25*			None
>35M	None	Week 55*	Week 57				None	None	None
	1,0110	VVCCN 33	vveek 57	Week 53*	>9M	Week 43	Week 49*	None	None

# Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point					Price Point			
	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20		-
< 5M	None	\$714,918	None	None	2M			\$30	\$50
5M-9.99M	\$543,741	\$753,911	\$1,037,655			None	None	None	None
10M-14.99M				\$2,105,631	3M	None	None	None	\$2,913,384
	\$527,618	None	None	\$2,919,843	4M	None	None	None	
15M-19.99M	\$633,249	None	\$1,302,836	\$1,502,081	5M	None			None
20M-24.99M	None	None	None				\$2,300,088	None	None
25M-29.99M				\$1,710,701	6M	\$2,715,030	None	None	None
	\$438,898	None	None	None	7M	None	\$2,502,908	None	
30M-34.99M	\$629,856	\$1,039,084	None	None	8M				None
>35M	None	\$1,243,302	\$1,731,457			\$2,822,095	None	None	None
	TTOTIC	Ψ1,243,302	\$1,731,437	\$3,256,460	>9M	\$2,847,773	\$3,190,792	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