

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 5/10/2019

Game #	2047	Confirmed Packs	12,527
Game Name	100X the Cash	Active Packs	5,154
Quantity Printed	9,177,950	Warehouse Packs	79
Price Point	\$20	Returned Packs	15
Start Date	4/2/2018	Printed Payout Percentage	74.91%
Top Prize	\$ 2,500,000	Percent Sold	94.44%
Number of Top Prizes Remaining	1	Number of Weeks Out	57

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 387,034	Actual ticket production costs
Prize payout expense	\$ 129,206,500	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 129,593,534

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 173,353,120	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 173,353,120

Excess of Revenue over Expended \$ 43,759,585

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	\$	1,936,940
Next week	\$	1,845,580
Next week	\$	1,847,600
Avg Weekly Sales Current Game	\$	1,876,707
Avg Weekly Sales \$20; >9M Qty	\$	3,190,792
Percentage Of Variance In Sales		41%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2047	Printed Payout Percentage	74.91%
Game Name	100X the Cash	Actual Payout Percentage	74.53%
Percent Sold	94.44%	Number of Weeks Out	57
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			49*

*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):

Instant Product Coordinator _____

**NOT REQUIRED
ZERO TOP PRIZE**

By _____ I agree with the recommendation of the Products Department Staff to close the above game.

Lottery Operations Division Director Date _____

**NOT REQUIRED
ZERO TOP PRIZE**

Contract _____

Exec _____ Date _____



Da Vinci Report
 Week End Date: 5/4/19
 5/10/19

Product Line	Game	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
													5/4/19	4/27/19	4/20/19	
Sold/Closing	2102	\$5	MONEY MADNESS	11/14/18	5/19/19	7/3/19	24	74.80%	1,677	1,517	17,721	2,027	\$268,745.00	\$270,795.00	\$311,280.00	\$370,225.00
	1877	\$5	SUPER LOTERIA	12/11/17	4/14/19	5/29/19	73	98.84%	110	29	27	4,912	\$17,820.00	\$33,080.00	\$67,070.00	\$93,355.00
	1759	\$10	\$200 MILLION PAYOUT	8/1/16	5/19/19	7/3/19	144	88.26%	2,266	2,552	58,748	1,305	\$1,096,480.00	\$1,122,970.00	\$1,106,530.00	\$1,097,700.00
	2083	\$10	\$250,000 50X CASHWORD	9/17/18			33	96.73%	4,601	1,566	0	751	\$873,890.00	\$1,213,390.00	\$2,363,990.00	\$3,333,440.00
	2103	\$10	CASH BLAST	10/15/18			29	93.14%	5,749	3,444	19	75	\$1,348,710.00	\$1,300,720.00	\$1,361,480.00	\$1,392,920.00
	2076	\$10	CASINO ACTION SUPER TICKET	6/27/18	3/31/19	5/15/19	44	65.59%	40	15	53,791	7,563	\$13,570.00	\$22,150.00	\$55,370.00	\$150,310.00
	2096	\$10	SEASON'S GREETINGS	11/14/18	5/19/19	7/3/19	24	66.06%	1,507	334	48,111	27,486	\$36,110.00	\$42,470.00	\$49,560.00	\$54,740.00
	1671	\$20	\$500,000,000 CASH	5/18/15	5/19/19	7/3/19	207	45.03%	2,563	1,938	742,997	847	\$1,095,460.00	\$1,123,960.00	\$1,071,800.00	\$1,074,260.00
	2047	\$20	100X THE CASH	4/2/18			57	94.44%	12,527	5,154	79	15	\$1,936,940.00	\$1,846,580.00	\$1,847,600.00	\$1,877,420.00
	2014	\$20	MEGA 75	12/4/17	5/19/19	7/3/19	74	99.68%	298	219	0	272	\$148,960.00	\$195,180.00	\$265,680.00	\$385,960.00
	2030	\$50	ULTIMATE 75	2/19/18	5/19/19	7/3/19	63	90.14%	2,367	1,686	11,735	760	\$1,422,000.00	\$1,446,900.00	\$1,538,950.00	\$1,447,000.00

Liability for 2047 / for Life to Date

Product Status: Active SmartCash Enabled: N/A Validation Range: 03/02/2018 - 12/22/2019

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	\$20.00	68547	\$1,370,940.00	848877	\$16,977,540.00	92.53%	8492202
2	2	N/A	\$30.00	21319	\$639,570.00	346053	\$10,381,590.00	94.20%	8645343
3	3	N/A	\$30.00	21640	\$649,200.00	345560	\$10,366,800.00	94.11%	8637070
4	4	N/A	\$30.00	26877	\$806,310.00	340289	\$10,208,670.00	92.68%	8506112
5	5	N/A	\$50.00	5292	\$264,600.00	86498	\$4,324,900.00	94.23%	8648810
6	6	N/A	\$50.00	5190	\$259,500.00	86600	\$4,330,000.00	94.35%	8659009
7	7	N/A	\$50.00	5115	\$255,750.00	86723	\$4,336,150.00	94.43%	8666775
8	8	N/A	\$50.00	6527	\$326,350.00	85091	\$4,254,550.00	92.88%	8524099
9	0	N/A	\$100.00	4654	\$465,400.00	71798	\$7,179,800.00	93.91%	8619244
10	0	N/A	\$100.00	4859	\$485,900.00	71691	\$7,169,100.00	93.65%	8595380
11	0	N/A	\$100.00	6338	\$633,800.00	100618	\$10,061,800.00	94.07%	8634082
12	0	N/A	\$100.00	1812	\$181,200.00	28785	\$2,878,500.00	94.08%	8634418
13	0	N/A	\$100.00	1191	\$119,100.00	14140	\$1,414,000.00	92.23%	8464954
14	0	N/A	\$200.00	440	\$88,000.00	7209	\$1,441,800.00	94.25%	8649998
15	0	N/A	\$200.00	1555	\$311,000.00	25233	\$5,046,600.00	94.20%	8645184
16	0	N/A	\$200.00	868	\$173,600.00	14407	\$2,881,400.00	94.32%	8656414
17	0	N/A	\$200.00	1258	\$251,600.00	20114	\$4,022,800.00	94.11%	8637716
18	0	N/A	\$200.00	926	\$185,200.00	14365	\$2,873,000.00	93.94%	8622147
19	0	N/A	\$200.00	239	\$47,800.00	3569	\$713,800.00	93.72%	8601917
20	0	N/A	\$200.00	104	\$20,800.00	1421	\$284,200.00	93.18%	8552043
21	0	N/A	\$500.00	53	\$26,500.00	712	\$356,000.00	93.07%	8542092
22	0	N/A	\$500.00	219	\$109,500.00	3741	\$1,870,500.00	94.47%	8670381
23	0	N/A	\$500.00	287	\$143,500.00	4288	\$2,144,000.00	93.73%	8602196
24	0	N/A	\$500.00	422	\$211,000.00	7232	\$3,616,000.00	94.49%	8671927
25	0	N/A	\$500.00	61	\$30,500.00	702	\$351,000.00	92.01%	8444195
26	0	N/A	\$1,000.00	29	\$29,000.00	350	\$350,000.00	92.35%	8475679
27	0	N/A	\$1,000.00	36	\$36,000.00	348	\$348,000.00	90.62%	8317517
28	0	N/A	\$1,000.00	40	\$40,000.00	571	\$571,000.00	93.45%	8577102
29	0	N/A	\$1,000.00	7	\$7,000.00	73	\$73,000.00	91.25%	8374879
30	0	N/A	\$20,000.00	0	\$0.00	9	\$180,000.00	100.00%	9177950
31	0	N/A	\$20,000.00	1	\$20,000.00	8	\$160,000.00	88.89%	8158178
32	0	N/A	\$20,000.00	0	\$0.00	2	\$40,000.00	100.00%	9177949
33	0	N/A	\$100,000.00	1	\$100,000.00	3	\$300,000.00	75.00%	6883462
34	0	N/A	\$100,000.00	0	\$0.00	2	\$200,000.00	100.00%	9177949
35	0	N/A	\$2,500,000.00	0	\$0.00	2	\$5,000,000.00	100.00%	9177949
36	0	N/A	\$2,500,000.00	0	\$0.00	1	\$2,500,000.00	100.00%	9177949
Totals:				185907	\$8,288,620.00	2,617,085	\$129,206,500.00		

NO. OF TICKETS: 9,177,950 MIN: \$20,000 MAX: \$1,100,000
 NO. POOLS: 76
 PACK SIZE: 4,000
 PACKS/POOL: 267,118
 PACKS/GAME: 9,177,950

TEXAS LOTTERY COMMISSION
 "100X THE CASH" - GAME NUMBER 2047
 END OF PRODUCTION PRIZE STRUCTURE
 October 5, 2017 - VERSION 3

REVENUE: \$183,550,000 PAYOFF %: 74.90137%
 PRIZE FUND: \$137,495,120

PRIZE TIER	# OF WINS	TIER CODE	WHEEL	ODDS OF WINNING	WINNERS IN POOLS	WINNERS IN (PER PACK)	WINNERS IN (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUNDS**	VALIDATION TIER LEVELS**
1	1	L	\$20	10:00	917,424	250	12,000,000	\$18,348,480	13.94%	
2	2	G	\$30	24:98	367,372	1,000	4,800,000	\$1,021,160	8.02%	
3	3	G	\$10 x 3	24:99	367,200	1,000	4,800,000	\$1,016,000	8.01%	
4	1	G	\$30	25:00	367,166	1,000	4,800,000	\$1,014,980	8.01%	
5	1	G	\$10 (5X)	99:99	91,790	0.25	1,200,000	\$4,589,500	3.34%	
6	5	G	\$10 x 5	99:99	91,790	0.25	1,200,000	\$4,589,500	3.34%	
7	3	G	(\$20 x 2) - \$10	99:94	91,838	0.25	1,200,000	\$4,591,900	3.34%	LOW & O TIER
8	1	G	\$50	100:18	91,618	0.25	1,200,000	\$4,580,900	3.33%	50.75%
9	1	M	\$20 (5X)	120:05	76,452	-	1,000,000	\$7,645,200	5.56%	
10	1	M	\$10 (10X)	119:89	76,350	-	1,000,000	\$7,635,000	5.57%	
11	6	M	\$10 (5X) - (\$10 x 5)	85:81	106,956	-	1,400,000	\$10,695,600	7.78%	
12	3	M	\$15 (5X) - \$10 + \$15	299:56	30,597	-	400,000	\$3,059,700	2.23%	
13	1	M	\$100	598:65	15,331	-	200,000	\$1,533,100	1.12%	
14	6	M	\$30 (5X) - (\$10 x 5)	1,199:89	7,649	-	100,000	\$73,790	0.05%	
15	5	M	\$10 (5X) - \$10 (10X) - (\$20 x 2) + \$10	342:61	26,788	-	350,000	\$5,357,600	3.90%	
16	11	M	(\$10 x 10) - \$20 (5X)	600:85	15,275	-	200,000	\$3,055,000	2.22%	
17	14	M	(\$10 x 10) - (\$30 x 2) - (\$20 x 2)	429:44	21,372	-	280,000	\$4,274,400	3.11%	
18	12	M	(\$10 (5X) x 2) - (\$10 x 10)	600:22	15,291	-	200,000	\$3,058,200	2.22%	
19	1	M	\$10 (10X)	2:410:18	3,808	-	50,000	\$76,160	0.05%	
20	1	M	\$200	6:018:33	1,525	-	20,000	\$305,000	0.22%	
21	1	M	\$10 (60X)	11:997:32	765	-	10,000	\$382,500	0.28%	
22	8	M	\$15 (10X) - \$20 (5X) - \$10 (20X) - \$10 (5X)	3:960	3,960	-	50,000	\$1,980,000	1.44%	
23	5	M	(\$15 (5X) x 3) - \$10 (10X) - \$10 (20X) - \$10 (5X)	2:006:11	4,575	-	60,000	\$2,287,500	1.66%	
24	25	M	(\$10 x 10) - (\$20 x 10) - (\$10 (5X) x 2) - \$10 + \$15 + \$75	1:091:11	7,654	-	100,000	\$3,827,000	2.79%	MID TIER
25	1	M	\$500	12:028:77	763	-	10,000	\$381,500	0.29%	41.03%
26	1	H	\$10 (100X)	24:216:23	379	-	5,000	\$379,000	0.28%	
27	1	H	\$20 (60X)	23:900:91	384	-	5,000	\$384,000	0.28%	
28	25	H	\$100 (5X) - (\$10 x 20) - (\$15 (5X) x 4)	15:021:19	611	-	8,000	\$611,000	0.44%	
29	1	H	\$1,000	114:724:38	80	-	1,000	\$80,000	0.06%	
30	30	H	(\$1,000 (5X) x 2) - (\$20 (60X) x 4) - (\$100 (10X) x 2) - (\$100 x 20)	1:019:722	9	-	-	\$180,000	0.13%	
31	30	H	\$20 (100X) - (\$50 (60X) x 2) - (\$100 (10X) x 3) - (\$200 (5X) x 5) - (\$500 x 6) - (\$100 x 6)	1:019:722	9	-	-	\$180,000	0.13%	
32	1	H	\$20,000	4:588:975:00	2	-	-	\$40,000	0.03%	
33	30	H	(\$100 (100X) x 5) - (\$100 (50X) x 5) - (\$100 (10X) x 10) - (\$500 (10X) x 2) - (\$500 x 6) - (\$1,000 x 2)	2:294:487:50	4	-	-	\$400,000	0.29%	
34	1	H	\$100,000	4:588:975:00	2	-	-	\$200,000	0.15%	
35	30	H	(\$1,000 (100X) x 20) - (\$20,000 (5X) x 4) - (\$200 (100X) x 4) - (\$1,000 (10X) x 2)	4:588:975:00	2	***	-	\$5,000,000	3.64%	HIGH TIER**
36	1	H	\$2,500,000	9:177:950:00	1	***	6.50	\$2,500,000	1.82%	100.00%
				2 Decimale	3.27	2,802,992	36,651	\$137,495,120	100.00%	7.24%
				4 Decimale	3.2743					

5X symbol - win 5 TIMES the prize (5X)
 10X symbol - win 10 TIMES the prize (10X)
 20X symbol - win 20 TIMES the prize (20X)
 50X symbol - win 50 TIMES the prize (50X)
 100X symbol - win 100 TIMES the prize (100X)

** Numbers are rounded
 *** This exact number of prizes is guaranteed delivery to the LLC
 **** All Low-Tier (L) and G-Tier (G) designated levels will be included in the Low-Tier validation files.
 NOTE: There will be no more than 10 winners per pack for this game.

Consolidated odds are 1 in:

PRIZE GET:	A	B	C	D
\$20	3 - \$ 60	2 - \$ 40	1 - \$ 20	4 - \$ 80
\$30	1 - \$ 30	2 - \$ 60	1 - \$ 30	0 - \$ 0
\$50	0 - \$ 0	2 - \$ 60	1 - \$ 30	1 - \$ 30
\$30	0 - \$ 0	1 - \$ 30	2 - \$ 60	1 - \$ 30
\$50	1 - \$ 50	0 - \$ 0	0 - \$ 0	0 - \$ 0
\$50	1 - \$ 50	0 - \$ 0	0 - \$ 0	0 - \$ 0
\$50	0 - \$ 0	0 - \$ 0	1 - \$ 50	0 - \$ 0
\$50	0 - \$ 0	0 - \$ 0	0 - \$ 0	1 - \$ 50
\$50	6 - \$ 190	7 - \$ 190	6 - \$ 190	7 - \$ 190

TEXAS LOTTERY COMMISSION
 "100X THE CASH" - GAME NUMBER 2047
 END OF PRODUCTION PRIZE STRUCTURE
 October 5, 2017 - VERSION 3

WHEEL	ODDS OF WINNING	WINNERS IN POOLS	WINNERS IN (PER PACK)	WINNERS IN (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUNDS**	VALIDATION TIER LEVELS**			
\$20	10:00	917,424	250	12,000,000	\$18,348,480	13.94%				
\$30	8:33	1,101,738	1,000	4,800,000	\$1,021,160	8.02%				
\$50	25:01	367,036	1,000	4,800,000	\$1,016,000	8.01%				
\$100	30:00	305,886	1,000	4,800,000	\$1,014,980	8.01%				
\$200	100:08	91,708	0.25	1,200,000	\$4,589,500	3.34%				
\$500	518:03	17,717	0.25	1,200,000	\$4,589,500	3.34%				
\$1,000	6,312:21	1,454	0.25	1,200,000	\$4,591,900	3.34%				
\$20,000	458,897:50	20	-	-	\$400,000	0.29%				
\$100,000	1,529,658:33	6	-	-	\$200,000	0.15%				
\$2,500,000	3,059,316:67	3	***	6.50	\$2,500,000	1.82%	100.00%			
				2 Decimale	3.27	2,802,992	36,651	\$137,495,120	100.00%	7.24%
				4 Decimale	3.2743					

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 NOTE: There will be no more than 10 winners per pack for this game.

No.

05/10/19

Game Name 100X The Cash Game No 2047 Inv No. 90100054 Vendor IGT TLC PO # 362-18-9009 RL011

Units per 1000 Unit Price Amount
9,177.95 \$42.17 \$387,034.15
\$387,034.15

Description/Tickets Delivered Qty
9,177,950

Delivered 9,177,950
Ordered 9,000,000

2% under 8,820,000
2% over 9,180,000

Acceptable Range 0

Sub Total \$387,034.15
Total \$387,034.15

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

Average Number of Weeks for 85% Average Sell Through

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

Average Weekly Dollar Sales at 85% Average Sell Through

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