

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

8/26/2019

Game #	2066	Confirmed Packs	5,826
Game Name	Pac-Man Slots	Active Packs	3,126
Quantity Printed	7,334,475	Warehouse Packs	20,836
Price Point	\$5	Returned Packs	623
Start Date	4/1/2019	Printed Payout Percentage	67.93%
Top Prize	\$ 100,000	Percent Sold	67.95%
Number of Top Prizes Remaining	2	Number of Weeks Out	21

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ -	Actual ticket production costs
Promotion Prize Allocation	\$ 1,678,000	From EOPPS
Prize payout expense	\$ 15,106,005	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 16,784,005

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 24,918,879	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 24,918,879

Excess of Revenue over Expended \$ 8,134,874

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	\$	381,080
Next week	\$	379,760
Next week	\$	405,875
Avg Weekly Sales Current Game	\$	388,905
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	2,105,631
Percentage Of Variance In Sales		82%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2066	Printed Payout Percentage	67.93%
Game Name	Pac-Man Slots	Actual Payout Percentage	67.35%
Percent Sold	67.95%	Number of Weeks Out	21
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			17

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):

 8/26/19
Instant Product Coordinator Date

 9/3/19
Products Manager Date

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

 9-3-19
Lottery Operations Division Director Date

 9/3/2019
Controller Date

 9/4/19
Executive Director Date



Play the Games of Texas!

Da Vinci Report
Week End Date: 8/24/19

8/26/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Waive	Return	Net Sales			
														8/24/19	8/17/19	8/10/19	8/3/19
Mature	2116	\$5	7,030,050	GOLDEN NUGGET	2/18/19			27	86.93%	1,961	1,448	8,183	42	\$229,890.00	\$228,165.00	\$247,530.00	\$320,930.00
	2118	\$5	7,338,825	HOT 55 HOT STREAK	3/4/19			25	70.16%	3,070	2,004	23,389	68	\$237,140.00	\$242,990.00	\$252,555.00	\$342,415.00
	2066	\$5	7,334,475	PAC-MAN SLOTS	4/1/19			21	67.95%	5,826	3,126	20,836	623	\$381,080.00	\$379,760.00	\$405,875.00	\$527,540.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/28/18			39	53.69%	12,917	7,387	116,545	26	\$1,303,405.00	\$1,314,260.00	\$1,330,010.00	\$1,572,595.00
	2074	\$5	40,124,625	SUPER LOTERIA	12/1/19			31	55.90%	24,286	10,748	195,891	14	\$3,613,315.00	\$3,556,565.00	\$3,613,565.00	\$3,939,295.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			51	41.13%	12,312	5,868	314,800	23	\$2,302,120.00	\$2,224,810.00	\$2,195,740.00	\$2,482,640.00
	2166	\$10	12,138,700	\$250,000 50X CASHWORD	4/15/19			19	60.37%	19,426	8,765	64,231	16	\$3,716,940.00	\$3,583,700.00	\$3,715,540.00	\$4,378,340.00
	2084	\$10	26,555,050	MEGA LOTERIA	10/1/18			47	86.88%	24,651	10,278	29,437	18	\$5,022,020.00	\$4,976,690.00	\$4,911,890.00	\$5,472,720.00
	2137	\$10	8,137,300	RUBY 75	5/6/19			16	74.69%	17,448	9,718	11,279	20	\$2,667,850.00	\$2,704,730.00	\$2,755,890.00	\$3,145,700.00
	2122	\$10	5,987,100	THE BIG TICKET	2/18/19			27	86.25%	6,209	3,626	5,176	74	\$696,250.00	\$672,310.00	\$666,030.00	\$638,030.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18			47	68.46%	9,276	4,289	77,005	25	\$1,451,520.00	\$1,417,340.00	\$1,462,180.00	\$1,617,080.00
	2107	\$20	8,987,375	200X	12/3/18			38	84.72%	17,496	8,076	26,872	16	\$3,113,160.00	\$3,125,820.00	\$3,117,460.00	\$3,463,940.00
	2138	\$20	7,221,600	DIAMOND 75	5/6/19			16	50.81%	22,951	9,643	105,836	17	\$3,714,020.00	\$3,642,980.00	\$3,736,320.00	\$4,239,000.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			119	38.45%	11,095	5,596	835,022	27	\$2,077,840.00	\$2,069,800.00	\$2,024,320.00	\$2,266,880.00
Out of Wareh	2077	\$20	5,075,275	MILLIONAIRE CLUB	12/17/18			36	51.46%	8,547	4,037	84,608	22	\$806,720.00	\$788,220.00	\$828,940.00	\$942,640.00
	2135	\$20	6,091,725	MILLION DOLLAR LOTERIA	4/15/19			19	65.80%	24,092	8,972	45,714	22	\$4,363,560.00	\$4,300,800.00	\$4,338,120.00	\$4,799,590.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			58	64.61%	5,933	3,145	90,473	13	\$805,640.00	\$811,920.00	\$850,080.00	\$913,590.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			75	25.31%	8,217	4,458	1,003,043	15	\$2,311,770.00	\$2,185,530.00	\$2,127,330.00	\$2,477,100.00
	2114	\$30	5,971,025	300X	1/7/19			33	74.78%	15,649	7,388	34,707	14	\$3,225,450.00	\$3,142,950.00	\$3,101,070.00	\$3,525,360.00
	2141	\$50	4,623,120	MILLION DOLLAR JACKPOT	5/20/19			14	27.94%	13,939	7,279	142,598	40	\$4,706,000.00	\$4,446,350.00	\$4,362,600.00	\$4,953,600.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			40	63.90%	7,215	3,545	70,067	35	\$2,351,100.00	\$2,163,050.00	\$2,241,650.00	\$2,610,550.00
	2149	\$1	9,148,850	FIREBALL 55	6/26/19			8	69.95%	10,143	7,381	20	40	\$563,377.00	\$650,861.00	\$752,029.00	\$860,859.00
	Sold/Closing	2111	\$1	29,302,200	10X	12/3/18	9/8/19	38	96.76%	2,239	1,655	0	442	\$123,080.00	\$144,861.00	\$188,652.00	\$256,037.00
	2123	\$1	9,135,600	CASH PAYOUT	4/1/19	9/8/19	10/23/19	21	89.69%	1,392	1,109	0	2,615	\$58,868.00	\$63,756.00	\$75,145.00	\$99,800.00
	2130	\$1	9,177,150	FIND THE 9S	3/4/19	7/14/19	8/28/19	25	94.91%	7	12	0	2,727	-\$518.00	-\$234.00	\$2,571.00	\$5,404.00
	2133	\$2	6,943,625	\$30,000 JACKPOT	2/18/19	8/18/19	10/21/19	27	93.78%	392	372	42	1,788	\$29,736.00	\$64,350.00	\$73,752.00	\$114,674.00
	2151	\$2	6,959,000	777	3/18/19	8/18/19	10/21/19	23	96.66%	198	157	0	1,022	\$16,030.00	\$35,308.00	\$37,476.00	\$64,620.00
	2108	\$2	7,325,375	MONEY MULTIPLIER	1/21/19	8/18/19	10/21/19	31	91.77%	356	425	135	3,395	\$29,734.00	\$63,176.00	\$74,592.00	\$94,074.00
	2139	\$2	6,974,375	TRIPLE PLAY	4/15/19			19	92.88%	2,006	1,164	0	413	\$113,718.00	\$139,754.00	\$145,060.00	\$225,746.00
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18	9/8/19	10/23/19	84	90.32%	5,429	6,546	7,313	229	\$663,274.00	\$603,192.00	\$633,528.00	\$742,708.00
	2031	\$3	5,931,500	CINCO CONNECT	3/4/19	9/8/19	10/23/19	25	70.84%	1,656	1,140	3,137	6,398	\$111,927.00	\$121,275.00	\$124,761.00	\$168,825.00
	2112	\$5	19,823,025	50X	1/7/19	7/31/19	9/14/19	33	93.41%	1,184	167	20	9,038	\$57,290.00	\$242,465.00	\$660,035.00	\$1,738,570.00

Da Vinci

Liability for 2066 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 03/05/2019 - 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	308095	\$1,540,475.00	539703	\$2,698,515.00	63.66%	4669081
2	2	N/A	\$10.00	97849	\$978,490.00	179354	\$1,793,540.00	64.70%	4745502
3	3	N/A	\$10.00	137118	\$1,371,180.00	253968	\$2,539,680.00	64.94%	4762947
4	4	N/A	\$15.00	22702	\$340,530.00	42425	\$636,375.00	65.14%	4777820
5	5	N/A	\$15.00	28007	\$420,105.00	53397	\$800,955.00	65.60%	4811053
6	6	N/A	\$15.00	17100	\$256,500.00	31846	\$477,690.00	65.06%	4772069
7	7	N/A	\$20.00	5526	\$110,520.00	10762	\$215,240.00	66.07%	4846121
8	8	N/A	\$20.00	11148	\$222,960.00	21448	\$428,960.00	65.80%	4826046
9	9	N/A	\$20.00	5670	\$113,400.00	10640	\$212,800.00	65.24%	4784721
10	0	N/A	\$50.00	1395	\$69,750.00	2691	\$134,550.00	65.86%	4830414
11	0	N/A	\$50.00	1373	\$68,650.00	2688	\$134,400.00	66.19%	4854732
12	0	N/A	\$50.00	22443	\$1,122,150.00	40725	\$2,036,250.00	64.47%	4728604
13	0	N/A	\$100.00	1028	\$102,800.00	2039	\$203,900.00	66.48%	4876098
14	0	N/A	\$100.00	5592	\$559,200.00	10681	\$1,068,100.00	65.64%	4814080
15	0	N/A	\$100.00	1156	\$115,600.00	2297	\$229,700.00	66.52%	4879029
16	0	N/A	\$100.00	1640	\$164,000.00	3046	\$304,600.00	65.00%	4767565
17	0	N/A	\$250.00	65	\$16,250.00	140	\$35,000.00	68.29%	5008909
18	0	N/A	\$250.00	270	\$67,500.00	530	\$132,500.00	66.25%	4859089
19	0	N/A	\$250.00	296	\$74,000.00	531	\$132,750.00	64.21%	4709318
20	0	N/A	\$500.00	149	\$74,500.00	260	\$130,000.00	63.57%	4662502
21	0	N/A	\$500.00	121	\$60,500.00	226	\$113,000.00	65.13%	4776920
22	0	N/A	\$500.00	74	\$37,000.00	133	\$66,500.00	64.25%	4712488
23	0	N/A	\$1,000.00	25	\$25,000.00	48	\$48,000.00	65.75%	4822668
24	0	N/A	\$1,000.00	18	\$18,000.00	33	\$33,000.00	64.71%	4745836
25	0	N/A	\$100,000.00	2	\$200,000.00	5	\$500,000.00	71.43%	5238910
Totals:				668862	\$8,129,060.00	1,209,616	\$15,106,005.00		

NO. OF TICKETS (+/-2%): 7,334,475
 NO. POOLS: 2037
 PACK SIZE: 75
 PACKS/POOL: 4,800
 PACKS/GAME: 97,793

TEXAS LOTTERY COMMISSION
 "PAC-MAN" SLOTS - GAME NO. 2066
 END OF PRODUCTION PRIZE STRUCTURE
 26-Feb-19

VERSION A

PRIZE TIER	PRIZE CODE	TIER CODE	GET	# OF WAYS TO WIN	WIN	ODDS OF 1 IN	WINNERS IN POOLS	WINNERS IN (PER PACK)	INSTANT WIN PRIZE FUND	WINNERS IN (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	INSTANT PAYOUT %	VALIDATION TIER LEVELS
1	1	L	\$5	1	\$5	8.65	847,798	8.6693	\$23,235,065	41,612,6962	\$4,238,990	17.02%	63.36%	
2	2	L	\$10	1	\$10	26.46	277,203	2.8346	\$24,913,065	13,606,0291	\$2,772,030	11.13%	67.93%	
3	3	L	\$5 x 2	2	\$10	18.75	391,086	3.9991		19,195,7788	\$3,910,860	15.70%		
4	4	L	\$15	1	\$15	112.62	65,127	0.666		3,196,646	\$976,905	3.92%		
5	5	L	\$5 x 3	3	\$15	90.10	81,404	0.8324		3,995,5743	\$1,221,060	4.90%		
6	6	L	\$5 x \$10	2	\$15	149.85	48,946	0.5005		2,402,4296	\$734,190	2.95%		
7	7	L	\$5 x 4	4	\$20	450.30	16,288	0.1666		799,4683	\$325,760	1.31%		
8	8	L	\$10 x 2	2	\$20	225.01	32,596	0.3333		1,599,9182	\$651,920	2.62%		
9	9	L	\$20	1	\$20	449.69	16,310	0.1668		800,5481	\$326,200	1.31%		
10	0	M	\$5 x 6 + \$10 x 2	8	\$50	1,795.03	4,086	0.04		200	\$204,300	0.82%		
11	0	M	\$5 x 4 + \$10 + \$20	6	\$50	1,806.08	4,061	0.04		200	\$203,050	0.82%		
12	0	M	\$50	1	\$50	116.11	63,168	0.65		3,100	\$3,158,400	12.68%		
13	0	M	\$100	1	\$100	2,391.42	3,067	0.03		150	\$306,700	1.23%		
14	0	M	\$50 x 2	2	\$100	450.71	16,273	0.17		800	\$1,627,300	6.53%		
15	0	M	\$10 x 6 + \$20 x 2	8	\$100	2,124.09	3,453	0.04		170	\$345,300	1.39%		
16	0	M	\$50 + \$10 x 2 + \$15 x 2	5	\$100	1,565.19	4,686	0.05		230	\$468,600	1.88%		
17	0	M	\$250	1	\$250	35,777.93	205	0.00		10	\$51,250	0.21%		
18	0	M	\$20 x 10 + \$50	11	\$250	9,168.09	800	0.01		39	\$200,000	0.80%		
19	0	M	\$5 x 6 + \$20 x 2 + \$15 x 2 + \$50 + \$100	12	\$250	8,868.77	827	0.01		40	\$206,750	0.83%		
20	0	M	\$250 x 2	2	\$500	17,932.70	409	0.00		20	\$204,500	0.82%		
21	0	M	\$50 x 3 + \$100 + \$250	5	\$500	21,136.82	347	0.00		17	\$173,500	0.70%		
22	0	M	\$500	1	\$500	35,432.25	207	0.00		10	\$103,500	0.42%		
23	0	H	\$100 x 8 + \$50 x 4	12	\$1,000	100,472.26	73	0.00		3.58	\$73,000	0.29%		
24	0	H	\$1,000	1	\$1,000	143,813.24	51	0.00		2.50	\$51,000	0.20%		
25	0	H	\$100,000	1	\$100,000	1,047,782.14	7	0.00		0.343583	\$700,000	2.81%		
							3.90	19.21		92,201.52	\$ 23,235,065	93.26%		
							3,9045							

DRAWINGS	Merchandise Prize Packs	Table Arcade Game
\$595	2,800	\$ 1,666,000
\$3,000	4	\$ 12,000
Subtotal: Drawings	2,804	\$ 1,678,000

TOTAL: 1,881,282 \$ 24,913,065 100.00%

Consolidated odds are 1 in: \$5

\$5	8.65
\$10	10.98
\$15	37.52
\$20	112.50
\$50	102.85
\$100	266.91
\$250	4,003.53
\$500	7,616.28
\$1,000	59,148.99
\$100,000	1,047,782.14
	1,878,478

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets.
 ** Numbers are rounded
 *** This Number of prizes is guaranteed delivery to the Lottery.

PROPERTY:

The term: "Property" shall mean the use of "**PAC-MAN®**"; the characters, designs, likeness, visual representations, original game concepts, music, and other sounds contained and/or incorporated in the arcade video game "**PAC-MAN®**", and worldwide copyrights and trademarks pertaining thereto (whether registered or unregistered).

TRADEMARK and OTHER REQUIREMENTS:

- a) Pollard Banknote Limited (Pollard Banknote) reserves the right to modify trademark elements prior to final approval of all creative elements.
- b) Pollard Banknote hereby grants to the Texas Lottery Commission (TLC) the limited, non-transferable and non-sub licensable right and license to promote, advertise and sell scratch ticket games bearing the Property within the state of Texas, subject to terms herein.
- c) The TLC shall indicate that licensing rights for games that include Pollard Banknote Licensed Properties have been obtained from Pollard Banknote in any press releases relating to any such games issued by the TLC.
- d) The TLC shall submit to Pollard Banknote all advertising and promotional materials for approval.
- e) Copyright notices shall be included on all tickets, advertising and promotional materials as appropriate. The TLC agrees to place a ® trademark symbol to appear after the "N", aligned to the upper right and top of the "N" rather than the bottom on materials produced by TLC, or by TLC vendors other than Pollard Banknote Limited.
- f) The following legal line shall be included on the back of all tickets and on all advertising and promotional materials:

PAC-MAN®&©BANDAI NAMCO Entertainment Inc.

This promotion is not administered or sponsored by BANDAI NAMCO Entertainment Inc.

PRICING:

The TLC shall pay one million six hundred seventy-eight thousand dollars (\$1,678,000) for the following:

- a) The all-inclusive price payable by the TLC for each PAC-MAN® Merchandise Prize Pack is five hundred ninety-five dollars (\$595). The total price payable by the TLC to Pollard Banknote for twenty-eight hundred (2,800) merchandise prize packs is one million six hundred sixty-six thousand dollars (\$1,666,000). Twenty-eight hundred (2,800) merchandise prize packs will be awarded via promotional second-chance drawings. The merchandise prize packs will be paid for by the TLC after they are fulfilled as described under Fulfillment Services.
- b) The all-inclusive price payable by the TLC for each PAC-MAN® Arcade Prize is three thousand dollars (\$3,000). The total price payable for the four (4) arcade prizes is

ORDER/PRICE CONFIRMATION**EXECUTED**

This letter constitutes the order of the Texas Lottery Commission for **7,200,000** ($\pm 2\%$) game number 2066 "PAC-MAN® SLOTS" tickets as fully described in these Working Papers. You are hereby authorized to proceed with the production of the game tickets and performance of the associated support services according to the specifications contained herein and in accordance with the agreed "Customer Specifications for Scratch Ticket Games" document, Rev 25.0 dated August 9, 2016.

We understand the price for game number 2066 "PAC-MAN® SLOTS" for a quantity of **7,200,000** ($\pm 2\%$) tickets is \$0.00 per thousand tickets U.S. This is comprised of:

Base Ticket Price	\$0.00/M
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Options:	
TOTAL	\$0.00/M

The **Total Prize Fund Allocation** payable by the TLC to Pollard Banknote under this Agreement is \$1,678,000.00.

TEXAS LOTTERY COMMISSION

Texas Lottery Commission

Date**Acknowledged and Accepted:****POLLARD BANKNOTE LIMITED**

By its General Partner

Pollard Banknote Limited

APPROVED*By MjM at 11:14 am, Jan 08, 2019*

Brad Thompson
Director, Sales and Marketing
(U.S.)

Date

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

Average Number of Weeks for 85% Average Sell Through

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

Average Weekly Dollar Sales at 85% Average Sell Through

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