

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

2/25/2019

Game #	2076	Confirmed Packs	9,392
Game Name	Casino Action Super Ticket	Active Packs	4,526
Quantity Printed	9,170,500	Warehouse Packs	55,021
Price Point	\$10	Returned Packs	33
Start Date	6/27/2018	Printed Payout Percentage	69.99%
Top Prize	\$ 250,000	Percent Sold	61.06%
Number of Top Prizes Remaining	2	Number of Weeks Out	34

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 828,096	Actual ticket production costs
Prize payout expense	\$ 38,616,260	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 39,444,356

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 55,995,073	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 55,995,073

Excess of Revenue over Expended \$ 16,550,717

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	\$	936,040
Next week	\$	1,026,720
Next week	\$	1,022,700
Avg Weekly Sales Current Game	\$	995,153
Avg Weekly Sales \$10; >9M Qty	\$	3,182,478
Percentage Of Variance In Sales		69%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<u>2076</u>	Printed Payout Percentage	<u>69.99%</u>
Game Name	<u>Casino Action Super Ticket</u>	Actual Payout Percentage	<u>68.96%</u>
Percent Sold	<u>61.06%</u>	Number of Weeks Out	<u>34</u>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<u>33</u>

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):

Dale D. Boush 2/25/19
Instant Product Coordinator Date

Kevin McCoy for IT 2/25/19
Products Manager Date

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

RW 2-25-19
Lottery Operations Division Director Date

Kathy Ryma 2/25/19
Controller Date

Michael G. Leem
for Greg Griffin 2/26/19
Executive Director Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 2/23/19

2/25/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	2/23/19	2/16/19	2/9/19	2/2/19
Mature	2017	\$5	10,241,100	BONUS BREAK THE BANK	10/15/18			19	64.35%	17,287	9,381	19,749	17	\$1,533,320.00	\$1,640,800.00	\$1,668,385.00	\$1,742,225.00
	2069	\$5	9,910,350	COWBOYS	8/20/18			27	49.55%	4,133	2,536	57,962	830	\$385,935.00	\$444,480.00	\$448,230.00	\$490,855.00
	2092	\$5	5,136,450	DIA DE LOS MUERTOS	10/1/18			21	69.81%	2,438	1,336	9,964	6,020	\$181,040.00	\$241,280.00	\$258,245.00	\$271,655.00
	2070	\$5	5,581,950	HOUSTON TEXANS	8/20/18			27	51.27%	2,639	1,205	30,982	583	\$207,060.00	\$226,310.00	\$242,015.00	\$230,720.00
	2102	\$5	7,213,875	MONEY MADNESS	11/14/18			14	61.73%	9,567	4,877	20,690	73	\$766,275.00	\$847,730.00	\$969,105.00	\$1,090,240.00
	2066	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			25	24.10%	10,993	4,219	416,063	31	\$1,651,550.00	\$1,780,000.00	\$1,761,960.00	\$1,767,940.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			134	83.97%	7,718	3,776	77,948	20	\$1,131,430.00	\$1,157,820.00	\$1,165,000.00	\$1,133,500.00
	2083	\$10	12,088,050	\$250,000 50X CASHWORD	9/17/18			23	70.73%	21,259	8,056	37,637	12	\$3,640,080.00	\$3,660,710.00	\$3,732,210.00	\$3,687,820.00
	2103	\$10	7,342,800	CASH BLAST	10/15/18			19	71.12%	13,438	5,697	21,023	33	\$1,946,940.00	\$2,077,160.00	\$2,111,540.00	\$2,174,200.00
	2076	\$10	9,170,500	CASINO ACTION SUPER TICKET	6/27/18			34	61.06%	9,392	4,526	55,021	33	\$936,040.00	\$1,026,720.00	\$1,022,700.00	\$1,055,530.00
	2084	\$10	26,555,050	MEGA LOTERIA	10/1/18			21	34.42%	27,604	9,685	306,014	34	\$5,155,540.00	\$5,110,450.00	\$5,081,690.00	\$5,063,230.00
	2096	\$10	4,651,020	SEASON'S GREETINGS	11/14/18			14	63.51%	16,631	3,222	48,111	8,925	\$394,360.00	\$496,770.00	\$875,560.00	\$820,550.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18			21	39.00%	14,255	4,928	156,997	38	\$1,751,720.00	\$1,861,980.00	\$1,787,280.00	\$1,794,020.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			197	43.33%	6,383	2,551	762,877	34	\$679,360.00	\$988,540.00	\$996,820.00	\$916,620.00
	2047	\$20	9,177,950	100X THE CASH	4/2/18			47	83.26%	14,884	5,483	38,482	33	\$1,880,580.00	\$1,894,380.00	\$1,950,500.00	\$1,930,240.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			93	31.47%	10,086	4,461	934,664	23	\$1,454,560.00	\$1,453,820.00	\$1,420,200.00	\$1,423,740.00
	2100	\$20	5,999,350	MILLION DOLLAR LOTERIA	11/5/18			16	56.80%	31,834	8,432	59,401	24	\$3,938,060.00	\$3,997,200.00	\$4,025,800.00	\$4,017,640.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			32	48.83%	7,841	3,490	132,882	21	\$961,950.00	\$990,320.00	\$936,180.00	\$950,800.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			49	19.60%	11,353	4,710	1,077,087	45	\$2,029,140.00	\$2,120,160.00	\$2,062,560.00	\$1,979,130.00
	2057	\$50	3,611,100	200X THE CASH	6/18/18			36	63.44%	8,578	3,492	52,445	28	\$2,156,150.00	\$2,210,950.00	\$2,129,350.00	\$2,099,400.00
	2030	\$50	3,670,680	ULTIMATE 7S	2/19/18			53	81.19%	5,692	2,481	25,044	31	\$1,508,450.00	\$1,511,450.00	\$1,557,050.00	\$1,395,250.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			14	26.96%	14,028	5,951	144,231	33	\$4,022,150.00	\$4,024,100.00	\$3,876,700.00	\$3,969,700.00
Out of Wareh	2071	\$1	9,052,050	LUCKY DOG	1/7/19			7	77.19%	6,508	6,303	0	56	\$631,370.00	\$804,626.00	\$1,060,583.00	\$1,231,626.00
	2035	\$2	7,060,875	777	12/17/18			10	85.02%	4,545	3,221	18	53	\$494,734.00	\$679,460.00	\$967,858.00	\$1,172,468.00
Sold/Closing	2064	\$1	8,937,750	DOUBLE DOUBLER	8/6/18	1/13/19	2/27/19	29	95.59%	2	2	0	2,249	\$6.00	\$1,052.00	\$11,069.00	\$14,459.00
	2012	\$1	29,860,050	HOT 7S	12/18	2/17/19	4/3/19	60	86.23%	724	1,141	22,140	1,830	\$131,200.00	\$161,656.00	\$271,890.00	\$276,750.00
	2091	\$1	9,173,550	LUCKY 8S DOUBLER	10/1/18	2/17/19	4/3/19	21	96.79%	185	232	0	1,030	\$29,656.00	\$42,244.00	\$106,758.00	\$117,311.00
	2097	\$1	9,175,500	WINTER CASH	11/5/18	3/17/19	5/1/19	16	95.42%	804	461	0	1,008	\$41,741.00	\$56,856.00	\$273,902.00	\$337,647.00
	2041	\$2	7,171,375	ACES AND 8S	6/25/18	3/17/19	5/1/19	35	78.20%	2,975	2,231	5,911	85	\$149,480.00	\$153,364.00	\$169,764.00	\$150,612.00
	2048	\$2	7,212,875	DOUBLE MATCH	7/16/18	1/13/19	2/27/19	32	93.11%	7	2	84	3,170	\$50.00	\$2,080.00	\$10,960.00	\$17,962.00
	2022	\$2	7,215,625	HUNTING FOR HUNDREDS	9/17/18	3/17/19	5/1/19	23	87.71%	2,011	1,591	377	1,952	\$159,202.00	\$181,764.00	\$221,084.00	\$224,264.00
	2081	\$3	35,675,375	DOUBLE BONUS CROSSWORD	3/15/18			49	93.25%	11,225	5,508	377	233	\$1,346,604.00	\$1,491,060.00	\$1,839,489.00	\$1,997,775.00

Liability for 2076 / for Life to Date

Product Status: SmartCash Enabled:

Active N/A

Validation Range: 06/05/2018 - 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	75396	\$753,960.00	107971	\$1,079,710.00	58.88%	5399815
2	2	N/A	\$10.00	151508	\$1,515,080.00	215452	\$2,154,520.00	58.71%	5384245
3	3	N/A	\$10.00	73387	\$733,870.00	109980	\$1,099,800.00	59.98%	5500289
4	4	N/A	\$10.00	73596	\$735,960.00	109814	\$1,098,140.00	59.87%	5490700
5	5	N/A	\$10.00	72980	\$729,800.00	110430	\$1,104,300.00	60.21%	5521500
6	6	N/A	\$20.00	18716	\$374,320.00	27166	\$543,320.00	59.21%	5429706
7	7	N/A	\$20.00	126963	\$2,539,260.00	194061	\$3,881,220.00	60.45%	5543624
8	8	N/A	\$20.00	74901	\$1,498,020.00	108509	\$2,170,180.00	59.16%	5425450
9	9	N/A	\$20.00	108930	\$2,178,600.00	166201	\$3,324,020.00	60.41%	5539711
10	0	N/A	\$30.00	18543	\$556,290.00	27253	\$817,590.00	59.51%	5457324
11	0	N/A	\$30.00	35913	\$1,077,390.00	55819	\$1,674,570.00	60.85%	5580257
12	0	N/A	\$30.00	36145	\$1,084,350.00	55533	\$1,665,990.00	60.57%	5554935
13	0	N/A	\$30.00	53843	\$1,615,290.00	83685	\$2,510,550.00	60.85%	5580196
14	0	N/A	\$50.00	3073	\$153,650.00	4546	\$227,300.00	59.67%	5471727
15	0	N/A	\$50.00	5946	\$297,300.00	9338	\$466,900.00	61.10%	5602861
16	0	N/A	\$50.00	11936	\$596,800.00	18654	\$932,700.00	60.98%	5592236
17	0	N/A	\$50.00	14856	\$742,800.00	23352	\$1,167,600.00	61.12%	5604834
18	0	N/A	\$50.00	9005	\$450,250.00	13928	\$696,400.00	60.73%	5569560
19	0	N/A	\$50.00	11981	\$599,050.00	18598	\$929,900.00	60.82%	5577453
20	0	N/A	\$50.00	5911	\$295,550.00	9384	\$469,200.00	61.35%	5626412
21	0	N/A	\$50.00	2993	\$149,650.00	4630	\$231,500.00	60.74%	5569908
22	0	N/A	\$50.00	6058	\$302,900.00	9221	\$461,050.00	60.35%	5534470
23	0	N/A	\$100.00	3121	\$312,100.00	4547	\$454,700.00	59.30%	5437958
24	0	N/A	\$100.00	12002	\$1,200,200.00	18604	\$1,860,400.00	60.79%	5574331
25	0	N/A	\$100.00	5980	\$598,000.00	9276	\$927,600.00	60.80%	5575875
26	0	N/A	\$100.00	6064	\$606,400.00	9195	\$919,500.00	60.26%	5526099
27	0	N/A	\$100.00	3026	\$302,600.00	4597	\$459,700.00	60.30%	5530209
28	0	N/A	\$100.00	18074	\$1,807,400.00	27809	\$2,780,900.00	60.61%	5558102
29	0	N/A	\$200.00	64	\$12,800.00	89	\$17,800.00	58.17%	5334473
30	0	N/A	\$200.00	540	\$108,000.00	836	\$167,200.00	60.76%	5571611
31	0	N/A	\$200.00	909	\$181,800.00	1387	\$277,400.00	60.41%	5539844
32	0	N/A	\$200.00	289	\$57,800.00	475	\$95,000.00	62.17%	5701554
33	0	N/A	\$200.00	306	\$61,200.00	454	\$90,800.00	59.74%	5478167
34	0	N/A	\$200.00	1341	\$268,200.00	2090	\$418,000.00	60.92%	5586227
35	0	N/A	\$200.00	605	\$121,000.00	929	\$185,800.00	60.56%	5553712
36	0	N/A	\$500.00	37	\$18,500.00	47	\$23,500.00	55.95%	5311113
37	0	N/A	\$500.00	422	\$211,000.00	721	\$360,500.00	63.08%	5784716
38	0	N/A	\$500.00	143	\$71,500.00	241	\$120,500.00	62.76%	5755444
39	0	N/A	\$500.00	87	\$43,500.00	141	\$70,500.00	61.84%	5671230
40	0	N/A	\$1,000.00	2	\$2,000.00	8	\$8,000.00	80.00%	7336399

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41	0	N/A	\$1,000.00	28	\$28,000.00	43	\$43,000.00	60.56%	5553964				
42	0	N/A	\$1,000.00	8	\$8,000.00	13	\$13,000.00	61.90%	5676976				
43	0	N/A	\$1,000.00	9	\$9,000.00	11	\$11,000.00	55.00%	5043774				
44	0	N/A	\$1,000.00	16	\$16,000.00	25	\$25,000.00	60.98%	5591768				
45	0	N/A	\$10,000.00	3	\$30,000.00	1	\$10,000.00	25.00%	2292625				
46	0	N/A	\$10,000.00	1	\$10,000.00	7	\$70,000.00	87.50%	8024187				
47	0	N/A	\$250,000.00	1	\$250,000.00	0	\$0.00	0.00%	0				
48	0	N/A	\$250,000.00	1	\$250,000.00	2	\$500,000.00	66.67%	6113667				
Totals:				1045659	\$25,565,140.00	1,565,073	\$38,616,260.00						

NO. OF TICKETS:
NO. NO. POOL:
PACK SIZE:
PACKS/POOL:
PACKS/GAME:

9,176,500
76,421
50
2,400
18,410

BLACKJACK:
21 - vs Dealer's Hand
Rev: 100%
Win up to 1.5 Times

CARDS
Yr vs Dealer's Card
Rev: 100%
Win up to 1.5 Times

SLOTS
Revised 3 matched symbols - win
Match 2 + Money Bag - win 2X
Bonus: Revised Cash Symbol in Cash Churns play
area and win \$25 or \$50
Win up to 1.5 Times

DICE
Add dice to win
*** - win: 111 - win 2X
Bonus: Revised Cash Symbol in Cash Churns play
area and win \$75 or \$100
Win up to 1.5 Times

ROULETTE
Key Number Match
Bonus Dice: Revised 2 matchings - win
Win up to 1.5 Times

WINNERS IN
50
(PER PACK)

WINNERS IN
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(PER PACK)

PRIZE
\$64,181,400

PAYOUT % -
69.8681%

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2.86%

42.87%

TEXAS LOTTERY COMMISSION
"CASINO ACTION SUPER TICKET"™ GAME NUMBER 2076
END OF PRODUCTION PRIZE STRUCTURE
MARCH 27, 2018 - VERSION 7
\$10 TICKET: \$91,765,000 - REVENUE

WINNERS IN
76,421
(PER PACK)

WINNERS IN
50
(PER PACK)

WINNERS IN
10,000
(PER PACK)

PRIZE
\$64,181,400

PAYOUT % -
69.8681%

PERCENT
OF PRIZE
FUNCTION

VALIDATION
TICKET
LIFE/20**

4 Decimals: 3.5126
2 Decimals: 3.51

48

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[illegible]

- * Each of the four GLIPS types will be used in approximately 25% of the packs in the game.
- ** Winners are rewarded.
- *** The maximum number of prizes is guaranteed delivery to the T.I.C.
- **** The \$30 prizes are included in the GLIPS but should be programmed as a mid-tier prize and not part of the low-tier file.

No.

02/25/19

Game Name Game No Inv No Vendor TLC PO #

Casino Action Super Ticket 2076 90101562 IGT 362-18-9009 RL024

Units per 1000	Unit Price	Amount
9,170.50	\$90.30	\$828,096.15
		<u>\$828,096.15</u>

Description/Tickets Delivered Qty
9,170,500

Delivered	9,170,500
Ordered	9,000,000

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

Acceptable Range	0
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Sub Total	\$828,096.15
Total	<u>\$828,096.15</u>

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

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point						Price Point					
	\$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						Price Point					
	\$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	\$1,078,385	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	\$1,583,593	\$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