

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 2/4/2019

Game #	2087	Confirmed Packs	4,701
Game Name	\$25,000,000 Payout	Active Packs	3,097
Quantity Printed	7,708,125	Warehouse Packs	17,544
Price Point	\$5	Returned Packs	54
Start Date	9/4/2018	Printed Payout Percentage	68.02%
Top Prize	\$ 100,000	Percent Sold	74.35%
Number of Top Prizes Remaining	1	Number of Weeks Out	22

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 228,083	Actual ticket production costs
Prize payout expense	\$ 19,212,115	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 19,440,198

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 28,654,955	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 28,654,955

Excess of Revenue over Expended \$ 9,214,757

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	\$	497,875
Next week	\$	508,495
Next week	\$	559,145
Avg Weekly Sales Current Game	\$	521,838
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,874,253
Percentage Of Variance In Sales		72%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2087	Printed Payout Percentage	68.02%
Game Name	\$25,000,000 Payout	Actual Payout Percentage	67.05%
Percent Sold	74.35%	Number of Weeks Out	22
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			19

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):

Dan Bousach *2/4/19*
Instant Product Coordinator Date

PLM *2/6/19*
Products Manager Date

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

Ed Regan for Michael *Ryan Mirell 2-6-19*
Lottery Operations Division Director Date

Kathy Lynn *2/2/19*
Controller Date

[Signature] *2/7/19*
Executive Director Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 2/21/19

2/4/19

Product Line	Game	\$	Tk Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/2/19	1/26/19	1/30/19	1/12/19
Mature	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18			20	21.45%	23,809	11,128	395,508	46	\$1,642,830.00	\$1,596,153.00	\$1,609,221.00	\$1,558,920.00
	2067	\$5	7,708,125	\$25,000,000 PAYOUT	9/4/18			22	74.35%	4,701	3,097	17,544	54	\$497,875.00	\$508,495.00	\$559,145.00	\$607,345.00
	2042	\$5	11,373,825	BONUS BALL BINGO	10/29/18			14	30.03%	15,948	9,169	78,745	18	\$1,381,335.00	\$1,281,775.00	\$1,368,365.00	\$1,305,510.00
	2017	\$5	10,241,100	BONUS BREAK THE BANK	10/15/18			16	54.89%	18,014	9,926	30,879	31	\$1,742,225.00	\$1,569,070.00	\$1,698,740.00	\$1,714,995.00
	2069	\$5	9,910,350	COWBOYS	8/20/18			24	46.97%	5,555	3,747	59,027	135	\$480,655.00	\$480,090.00	\$566,955.00	\$696,990.00
	2092	\$5	5,136,450	DIA DE LOS MUERTOS	10/1/18			18	67.16%	3,635	2,354	9,964	5,307	\$271,655.00	\$267,635.00	\$331,755.00	\$366,315.00
	2090	\$5	7,087,800	DIAMOND MINE 9X	9/17/18			20	83.81%	5,289	3,383	5,419	40	\$723,170.00	\$701,350.00	\$767,255.00	\$865,320.00
	2070	\$5	5,581,950	HOUSTON TEXANS	8/20/18			24	48.85%	3,522	2,148	31,159	289	\$230,720.00	\$229,120.00	\$261,705.00	\$287,660.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			22	22.28%	13,818	4,720	422,526	111	\$1,767,940.00	\$1,732,030.00	\$1,714,520.00	\$2,021,660.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			131	82.77%	7,852	3,801	84,693	32	\$1,133,500.00	\$1,046,740.00	\$1,065,890.00	\$1,097,210.00
2083	\$10	12,068,050	\$250,000 50X CASHWORD	9/17/18				20	61.59%	21,634	7,870	58,992	32	\$3,687,820.00	\$3,455,320.00	\$3,693,680.00	\$3,656,930.00
2103	\$10	7,342,800	CASH BLAST	10/15/18				16	62.76%	17,582	6,382	27,866	47	\$2,174,200.00	\$1,943,280.00	\$2,050,910.00	\$2,319,270.00
2076	\$10	9,170,500	CASINO ACTION SUPER TICKET	6/27/18				31	57.81%	10,435	5,433	59,299	98	\$1,055,530.00	\$833,630.00	\$1,018,020.00	\$1,046,240.00
2084	\$10	26,555,050	MEGA LOTERIA	10/1/18				18	28.64%	27,987	9,451	336,030	69	\$5,063,230.00	\$4,727,910.00	\$4,863,560.00	\$4,635,730.00
2076	\$10	6,076,350	THE GLITTER IS GOLD	7/16/18				29	83.92%	4,945	2,743	10,796	36	\$661,530.00	\$651,820.00	\$680,510.00	\$779,010.00
1894	\$20	7,155,300	\$100 MILLION TEXAS RICHES	2/5/18				52	77.15%	5,645	2,272	56,136	61	\$723,180.00	\$609,460.00	\$664,320.00	\$688,480.00
2093	\$20	7,344,000	\$100 OR \$200	10/1/18				18	35.32%	15,257	4,975	166,603	83	\$1,794,020.00	\$1,652,220.00	\$1,748,320.00	\$1,845,660.00
1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15				194	42.90%	6,500	2,610	768,605	85	\$916,620.00	\$884,500.00	\$902,000.00	\$888,380.00
2047	\$20	9,177,950	100X THE CASH	4/2/18				44	80.14%	16,565	5,870	47,702	27	\$1,830,240.00	\$1,813,980.00	\$1,863,220.00	\$1,960,040.00
1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17				90	30.85%	10,349	4,317	943,016	43	\$1,423,740.00	\$1,301,320.00	\$1,289,260.00	\$1,359,700.00
2067	\$20	7,123,800	STACKS OF CASH	7/16/18				29	46.80%	8,875	3,731	137,245	65	\$950,800.00	\$904,220.00	\$972,220.00	\$1,033,360.00
2053	\$30	34,080,725	\$750 MILLION WINNERS CIRCLE	3/19/18				46	18.99%	13,242	4,827	1,083,185	59	\$1,979,130.00	\$1,922,940.00	\$2,097,030.00	\$2,468,340.00
2057	\$50	3,611,100	200X THE CASH	6/18/18				33	59.84%	9,272	3,716	57,724	62	\$2,099,400.00	\$2,101,650.00	\$2,036,500.00	\$2,078,050.00
2030	\$50	3,670,680	ULTIMATE 75	2/19/18				50	78.70%	6,228	2,592	28,796	61	\$1,385,250.00	\$1,371,450.00	\$1,480,400.00	\$1,410,350.00
Out of Wareh	2071	\$1	9,052,050	LUCKY DOG	1/7/19			4	49.61%	16,244	12,047	47	27	\$1,231,626.00	\$1,260,795.00	\$1,320,375.00	\$678,225.00
	2036	\$2	7,060,875	777	12/17/18			7	68.85%	8,812	7,209	21	44	\$1,172,498.00	\$1,256,552.00	\$1,425,490.00	\$1,623,096.00
	2101	\$2	7,308,625	HOLIDAY CASH DROP	11/14/18			11	83.30%	3,303	3,642	0	1,454	\$513,224.00	\$478,042.00	\$586,266.00	\$811,034.00
	2098	\$3	6,085,000	HOLIDAY WORD BLAST	11/5/18			13	80.54%	3,421	3,038	0	1,711	\$471,303.00	\$531,975.00	\$605,109.00	\$745,572.00
	2099	\$5	7,332,825	HOLIDAY GREETINGS	11/5/18			13	87.45%	4,086	4,009	0	2,174	\$808,955.00	\$802,045.00	\$1,012,385.00	\$1,602,375.00
Sold/Closing	2086	\$1	9,298,800	10 GRAND	9/4/18	1/3/19	2/17/19	22	94.14%	96	231	0	1,973	\$33,517.00	\$29,134.00	\$57,902.00	\$98,656.00
	2064	\$1	8,937,750	DOUBLE DOUBLER	8/6/18	1/13/19	2/27/19	26	95.46%	27	106	0	2,051	\$14,459.00	\$21,110.00	\$31,649.00	\$45,090.00
	2012	\$1	29,860,050	HOT 75	1/2/18	2/17/19	4/3/19	57	84.34%	2,592	3,740	22,305	347	\$276,750.00	\$257,923.00	\$274,233.00	\$269,741.00

Da Vinci

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Liability for 2087 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 08/14/2018 - 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	\$5.00	263757	\$1,318,785.00	661072	\$3,305,360.00	71.48%	5509803
2	2	N/A	\$10.00	142248	\$1,422,480.00	371700	\$3,717,000.00	72.32%	5574708
3	3	N/A	\$15.00	28071	\$421,065.00	74686	\$1,120,290.00	72.68%	5602431
4	4	N/A	\$15.00	26654	\$399,810.00	76139	\$1,142,085.00	74.07%	5709425
5	5	N/A	\$20.00	28065	\$561,300.00	74717	\$1,494,340.00	72.69%	5603393
6	6	N/A	\$20.00	26471	\$529,420.00	76297	\$1,525,940.00	74.24%	5722664
7	0	N/A	\$50.00	872	\$43,600.00	2359	\$117,950.00	73.01%	5627813
8	0	N/A	\$50.00	8179	\$408,950.00	23956	\$1,197,800.00	74.55%	5746253
9	0	N/A	\$50.00	6512	\$325,600.00	19127	\$956,350.00	74.60%	5750353
10	0	N/A	\$50.00	10688	\$534,400.00	31082	\$1,554,100.00	74.41%	5735789
11	0	N/A	\$100.00	169	\$16,900.00	474	\$47,400.00	73.72%	5682194
12	0	N/A	\$100.00	4285	\$428,500.00	12139	\$1,213,900.00	73.91%	5697085
13	0	N/A	\$100.00	674	\$67,400.00	1887	\$188,700.00	73.68%	5679512
14	0	N/A	\$100.00	834	\$83,400.00	2397	\$239,700.00	74.19%	5718469
15	0	N/A	\$100.00	497	\$49,700.00	1428	\$142,800.00	74.18%	5718027
16	0	N/A	\$100.00	831	\$83,100.00	2409	\$240,900.00	74.35%	5731133
17	0	N/A	\$100.00	512	\$51,200.00	1437	\$143,700.00	73.73%	5683209
18	0	N/A	\$100.00	526	\$52,600.00	1518	\$151,800.00	74.27%	5724527
19	0	N/A	\$500.00	20	\$10,000.00	44	\$22,000.00	68.75%	5299335
20	0	N/A	\$500.00	20	\$10,000.00	44	\$22,000.00	68.75%	5299335
21	0	N/A	\$500.00	19	\$9,500.00	45	\$22,500.00	70.31%	5419775
22	0	N/A	\$500.00	19	\$9,500.00	45	\$22,500.00	70.31%	5419775
23	0	N/A	\$500.00	20	\$10,000.00	44	\$22,000.00	68.75%	5299335
24	0	N/A	\$500.00	19	\$9,500.00	45	\$22,500.00	70.31%	5419775
25	0	N/A	\$500.00	19	\$9,500.00	45	\$22,500.00	70.31%	5419775
26	0	N/A	\$500.00	16	\$8,000.00	48	\$24,000.00	75.00%	5781093
27	0	N/A	\$2,000.00	1	\$2,000.00	1	\$2,000.00	50.00%	3854062
28	0	N/A	\$2,000.00	5	\$10,000.00	5	\$10,000.00	50.00%	3854062
29	0	N/A	\$2,000.00	3	\$6,000.00	5	\$10,000.00	62.50%	4817578
30	0	N/A	\$2,000.00	5	\$10,000.00	5	\$10,000.00	50.00%	3854062
31	0	N/A	\$100,000.00	1	\$100,000.00	5	\$500,000.00	83.33%	6423437
Totals:				550012	\$7,002,210.00	1,435,205	\$19,212,115.00		

NO. OF TICKETS: 7,708,125
 MIN: 7,680,000
 NO. POOLS: 64.23
 MAX: 7,833,600
 PACK SIZE: 1,600
 PACKS/POOL: 102,775
 PACKS/GAME: 7,708,125

TEXAS LOTTERY COMMISSION
 "525,000,000 PAYOUT" GAME NUMBER 2087
 PRIZE STRUCTURE
 June 26, 2018 - VERSION 5

PRIZE FUND - \$26,214,325
 PAYOUT % - 68.01738%
 PERCENT OF PRIZE FUND**
 VALIDATION TIER LEVELS

PRIZE TIER	# WINNERS	TIER CODE	GET	WINS	ODDS OF 1 IN:	WINNERS IN 64.23 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$5	8.33	924,829	5.00	14,400	5,462,145	17.64%	LOW TIER	64.69%
2	1	L	\$10	15.00	513,948	1.00	8,000	1,139,480	19.61%	LOW TIER	64.69%
3	1	L	\$15	75.01	102,757	1.00	1,600	1,541,355	5.88%	LOW TIER	64.69%
4	3	L	\$5 x 3	74.99	102,793	1.00	1,600	1,541,895	5.88%	LOW TIER	64.69%
5	1	L	\$20	74.99	102,782	1.00	1,600	2,055,640	7.84%	LOW TIER	64.69%
6	4	L	\$5 x 4	75.01	102,768	1.00	1,600	2,055,360	7.84%	LOW TIER	64.69%
7	1	M	\$50	2.385	3,231	500	500	1,606,750	6.13%	LOW TIER	64.69%
8	7	M	(\$10 x 3) + (\$5 x 4)	239.87	32,135	400	400	1,281,950	4.89%	LOW TIER	64.69%
9	5	M	(\$10 x 3) + \$5	300.64	25,639	650	650	2,088,500	7.97%	LOW TIER	64.69%
10	10	M	\$5 x 10	184.54	41,770	10	10	64,300	0.25%	LOW TIER	64.69%
11	1	M	\$100	11,987.75	643	255	40	1,642,400	6.27%	LOW TIER	64.69%
12	1	M	(\$5 x 20) - WINNALL	469.32	16,424	40	40	256,100	0.98%	LOW TIER	64.69%
13	9	M	(\$10 x 5) + (\$15 x 3) + \$5	3,009.81	2,561	50	50	323,100	1.23%	LOW TIER	64.69%
14	11	M	(\$20 x 2) + (\$5 x 6) + (\$10 x 3)	2,385.68	3,231	30	30	192,500	0.73%	LOW TIER	64.69%
15	4	M	(\$15 x 2) + \$50 + \$20	4,004.22	1,925	50	50	324,000	1.24%	LOW TIER	64.69%
16	17	M	(\$5 x 14) + (\$10 x 3)	2,379.05	3,240	30	30	194,900	0.74%	LOW TIER	64.69%
17	8	M	(\$20 x 2) + (\$5 x 3) + (\$15 x 3)	3,954.91	1,949	32	32	204,400	0.78%	LOW TIER	64.69%
18	5	M	(\$20 x 5)	3,771.10	2,044	1	1	32,000	0.12%	MID TIER	32.79%
19	1	M	\$500	120,439.45	64	1	1	32,000	0.12%	MID TIER	32.79%
20	1	M	(\$50 x 4) + (\$20 x 14) + (\$10 x 2) - WINNALL	120,439.45	64	1	1	32,000	0.12%	MID TIER	32.79%
21	1	M	(\$20 x 10) + (\$50 x 5) + (\$10 x 5) - WINNALL	120,439.45	64	1	1	32,000	0.12%	MID TIER	32.79%
22	20	M	(\$50 x 4) + (\$20 x 3) + (\$10 x 10) + \$100	120,439.45	64	1	1	32,000	0.12%	MID TIER	32.79%
23	1	M	(\$10 x 8) + (\$20 x 6) + (\$50 x 6) - WINNALL	120,439.45	64	1	1	32,000	0.12%	MID TIER	32.79%
24	8	M	(\$100 x 2) + (\$50 x 6)	120,439.45	64	1	1	32,000	0.12%	MID TIER	32.79%
25	20	M	(\$50 x 2) + (\$100 x 3) + (\$5 x 10) + (\$10 x 5)	120,439.45	64	1	1	32,000	0.12%	MID TIER	32.79%
26	1	M	(\$20 x 12) + (\$50 x 4) + (\$15 x 4) - WINNALL	120,439.45	64	1	1	32,000	0.12%	MID TIER	32.79%
27	1	H	\$2,000	3,854,062.50	2	2	2	4,000	0.02%	HIGH TIER	2.52%
28	20	H	\$100 x 20	776,812.50	10	10	10	20,000	0.08%	HIGH TIER	2.52%
29	17	H	(\$500 x 2) + (\$100 x 5) + (\$50 x 10)	963,515.63	8	8	8	16,000	0.06%	HIGH TIER	2.52%
30	1	H	(\$20 x 10) + (\$500 x 2) + (\$100 x 8) - WINNALL	770,812.50	10	10	10	20,000	0.08%	HIGH TIER	2.52%
31	1	H	\$100,000	1,284,687.50	6	6	6	600,000	2.29%	HIGH TIER	2.52%

Reveal a "STAR" symbol = WINNALL.

Consolidated odds are 1 in:

TEXAS LOTTERY COMMISSION "525,000,000 PAYOUT" GAME NUMBER 2087 PRIZE STRUCTURE June 26, 2018 - VERSION 5			
\$5	8.33	924,829	5
\$10	15.00	513,948	6
\$15	37.50	205,550	1
\$20	37.50	205,550	1
\$50	75.00	102,775	2
\$100	240.75	32,017	1
\$500	15,054.93	512	30
\$2,000	256,937.50	30	6
\$100,000	1,284,687.50	6	1,985,217

WIN: GET	A	B	C	D
\$5	7 = \$ 35	11 = \$ 55	9 = \$ 45	9 = \$ 45
\$10	6 = \$ 60	4 = \$ 40	5 = \$ 30	5 = \$ 30
\$15	1 = \$ 15	1 = \$ 15	2 = \$ 30	0 = \$ 0
\$15	1 = \$ 15	1 = \$ 15	0 = \$ 0	2 = \$ 30
\$20	2 = \$ 40	1 = \$ 20	0 = \$ 0	1 = \$ 20
\$20	0 = \$ 0	1 = \$ 20	2 = \$ 40	1 = \$ 20
\$5 x 4	17 \$165	19 \$165	18 \$165	18 \$165

* Each of the four GLEPS types will be used in approximately 25% of the packs in the game.
 ** Numbers are rounded.
 *** This exact number of prizes guaranteed delivery to the TLC.
 Note: There will be no more than 22 winners per pack.

No.

02/04/19

Game Name
\$25,000 Payout

Game No
2087

Inv No.
90102693

Vendor
IGT

TLC PO #
362-18-9009 RL029

Description/Tickets Delivered Qty
7,708,125

Units per 1000
7,708.13

Unit Price
\$29.59

Amount
\$228,083.42
\$228,083.42

Delivered
Ordered
7,708,125
7,680,000

2% under
2% over
7,526,400
7,833,600

Acceptable
Range
0

Total

\$228,083.42

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

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point				
	\$1	\$2	\$3	\$5	\$7		\$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	\$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
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