

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

2/4/2019

Game #	2090	Confirmed Packs	5,299
Game Name	Diamond Mine 9x	Active Packs	3,383
Quantity Printed	7,087,800	Warehouse Packs	5,419
Price Point	\$5	Returned Packs	40
Start Date	9/17/2018	Printed Payout Percentage	68.02%
Top Prize	\$ 100,000	Percent Sold	83.81%
Number of Top Prizes Remaining	1	Number of Weeks Out	20

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 251,902	Actual ticket production costs
Prize payout expense	\$ 20,001,755	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 20,253,657

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 29,701,426	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	---------------	--

Total Estimated Benefits \$ 29,701,426

Excess of Revenue over Expended \$ 9,447,769

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	\$	723,170
Next week	\$	701,360
Next week	\$	767,255
<hr/>		
Avg Weekly Sales Current Game	\$	730,595
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,874,253
Percentage Of Variance In Sales		61%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<input type="text" value="2090"/>	Printed Payout Percentage	<input type="text" value="68.02%"/>
Game Name	<input type="text" value="Diamond Mine 9x"/>	Actual Payout Percentage	<input type="text" value="67.34%"/>
Percent Sold	<input type="text" value="83.81%"/>	Number of Weeks Out	<input type="text" value="20"/>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<input type="text" value="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):

Don Bowusock 2/4/19
Instant Product Coordinator Date

[Signature] 2/6/19
Products Manager Date

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

[Signature] 2-6-19
Lottery Operations Division Director Date

Kathy Pyna 2/7/19
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	\$	TIK Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales								
														2/2/19	1/26/19	1/19/19	1/12/19	1/5/19				
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					
	2087	\$5	7,708,125	\$26,000,000 PAYOUT	9/4/18			22	74.35%	4,701	3,087	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					
	2089	\$5	9,910,350	COWBOYS	8/20/18			24	46.97%	5,555	3,747	59,027	135	\$490,655.00	\$480,090.00	\$566,955.00	\$695,990.00					
	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	\$365,315.00					
	2090	\$5	7,087,800	DIAMOND MINE 9X	9/17/18			20	83.81%	5,299	3,383	5,419	40	\$723,170.00	\$701,360.00	\$767,255.00	\$865,320.00					
	2070	\$5	5,681,950	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	8/1/18			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	\$3,593,680.00	\$3,656,930.00					
	2103	\$10	7,342,800	CASH BLAST	10/15/18			16	62.76%	17,582	6,382	27,868	47	\$2,174,200.00	\$1,943,290.00	\$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	\$933,630.00	\$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					
	2075	\$10	6,076,350	THE GUTTER 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					
	1884	\$20	7,165,300	\$100 MILLION TEXAS RICHES	2/5/18			52	77.15%	5,645	2,272	56,136	61	\$723,180.00	\$606,460.00	\$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	\$1,749,320.00	\$1,845,660.00					
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			194	42.90%	6,500	2,610	766,605	85	\$916,620.00	\$884,500.00	\$902,000.00	\$988,380.00					
	2047	\$20	9,177,950	100X THE CASH	4/2/18			44	80.14%	16,565	5,870	47,702	27	\$1,930,240.00	\$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	\$1,298,260.00	\$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	\$804,220.00	\$872,220.00	\$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	\$2,089,400.00	\$2,101,650.00	\$2,036,500.00	\$2,078,050.00						
2030	\$50	3,670,880	ULTIMATE 75	2/19/18			50	78.70%	6,228	2,592	28,796	61	\$1,395,250.00	\$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						
2035	\$2	7,060,875	777	12/17/18			7	69.85%	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	\$566,266.00	\$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	\$605,108.00	\$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						
Sd/Closing																						
2086	\$1	9,288,800	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	\$57,802.00	\$98,656.00						
2064	\$1	8,937,750	DOUBLE DOUBLER	8/6/18	1/13/19	2/27/19	26	95.48%	27	106	0	2,051	\$14,459.00	\$21,110.00	\$31,648.00	\$45,090.00						
2012	\$1	29,860,050	HOT 75	1/2/18	2/17/19	4/3/19	57	84.34%	2,582	3,740	22,305	347	\$276,750.00	\$257,923.00	\$274,233.00	\$269,741.00						

Da Vinci

Liability for 2090 / for Life to Date

Product Status: Active SmartCash Enabled: N/A Validation Range: 08/30/2018 - 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	119489	\$597,445.00	542187	\$2,710,935.00	81.94%	5807847
2	2	N/A	\$10.00	48368	\$483,680.00	235144	\$2,351,440.00	82.94%	5878600
3	3	N/A	\$10.00	128015	\$1,280,150.00	627943	\$6,279,430.00	83.07%	5887541
4	4	N/A	\$20.00	15544	\$310,880.00	78833	\$1,576,660.00	83.53%	5920431
5	5	N/A	\$20.00	15934	\$318,680.00	78697	\$1,573,940.00	83.16%	5894353
6	0	N/A	\$50.00	222	\$11,100.00	1151	\$57,550.00	83.83%	5941775
7	0	N/A	\$50.00	6723	\$336,150.00	34566	\$1,728,300.00	83.72%	5933708
8	0	N/A	\$50.00	1867	\$93,350.00	9985	\$499,250.00	84.25%	5971286
9	0	N/A	\$50.00	2827	\$141,350.00	14881	\$744,050.00	84.04%	5956265
10	0	N/A	\$100.00	94	\$9,400.00	493	\$49,300.00	83.99%	5952786
11	0	N/A	\$100.00	871	\$87,100.00	4404	\$440,400.00	83.49%	5917473
12	0	N/A	\$100.00	779	\$77,900.00	3971	\$397,100.00	83.60%	5925400
13	0	N/A	\$100.00	187	\$18,700.00	984	\$98,400.00	84.03%	5955930
14	0	N/A	\$100.00	770	\$77,000.00	4001	\$400,100.00	83.86%	5943887
15	0	N/A	\$100.00	187	\$18,700.00	998	\$99,800.00	84.22%	5969303
16	0	N/A	\$100.00	940	\$94,000.00	4971	\$497,100.00	84.10%	5960658
17	0	N/A	\$500.00	9	\$4,500.00	52	\$26,000.00	85.25%	6042058
18	0	N/A	\$500.00	17	\$8,500.00	96	\$48,000.00	84.96%	6021493
19	0	N/A	\$500.00	18	\$9,000.00	104	\$52,000.00	85.25%	6042059
20	0	N/A	\$1,000.00	4	\$4,000.00	6	\$6,000.00	60.00%	4252680
21	0	N/A	\$1,000.00	16	\$16,000.00	54	\$54,000.00	77.14%	5467731
22	0	N/A	\$1,000.00	8	\$8,000.00	12	\$12,000.00	60.00%	4252680
23	0	N/A	\$100,000.00	0	\$0.00	2	\$200,000.00	100.00%	7087800
24	0	N/A	\$100,000.00	1	\$100,000.00	1	\$100,000.00	50.00%	3543900
Totals:				342890	\$4,105,585.00	1,643,536	\$20,001,755.00		

NO. OF TICKETS: 7,087,800 MIN: 7,086,000
 NO. POOLS: 59,077 MAX: 7,344,000
 PACK SIZE: 75
 PACKS/POOL: 1,600
 PACKS/GAME: 94,504

TEXAS LOTTERY COMMISSION
 "DIAMOND MINE 9X" GAME NUMBER 2090
 May 17, 2018 - VERSION 1

\$5 TICKETS \$35,439,000
 REVENUE
 PRIZE FUND - \$24,107,340
 TOTAL PAYOUT % - 68.02489%

PRIZE	# OF TIER	WINS	CODE	GET	ODDS OF WIN.	WINNERS IN	WINNERS IN	WINNERS IN	PRIZE	PERCENT	VALIDATION	
					1 IN	59,077	75	120,000	(PER PACK*)	(PER POOL)	OF PRIZE FUND**	TIER LEVELS
1	1	L	L	\$5	10.71	661,676	7.00	11,200	\$ 3,308,380	13.72%	MID TIER 25.40%	
2	1	L	L	\$10	25.00	283,512	3.00	4,800	\$ 2,835,120	11.76%		
3	2	L	L	\$5 x 2	9.38	755,958	8.00	12,800	\$ 7,559,580	31.36%		
4	1	L	L	\$20	75.10	94,377	1.00	1,600	\$ 1,887,540	7.83%		
5	2	L	L	\$5 (3X) + \$5	74.90	94,631	1.00	1,600	\$ 1,892,620	7.85%		
6	1	M	M	\$50	5,162.27	1,373	-	23	\$ 68,650	0.28%		
7	3	M	M	\$5 (3X) + \$5 (6X) + \$5	171.66	41,289	-	700	\$ 2,064,450	8.56%		
8	6	M	M	\$20 + (\$5 x 4) + \$10	598.03	11,852	-	200	\$ 992,600	2.46%		
9	2	M	M	\$5 (9X) + \$5	400.26	17,708	-	300	\$ 885,400	3.67%		
10	1	M	M	\$100	12,074.62	587	-	10	\$ 58,700	0.24%		
11	5	M	M	\$10 (3X) + \$5 (6X) (\$10 x 2) + \$20	1,343.66	5,275	-	90	\$ 527,500	2.19%		
12	7	M	M	\$5 (9X) + \$10 (3X) + (\$5 x 5)	1,492.17	4,750	-	80	\$ 475,000	1.97%		
13	7	M	M	\$10 x 10	6,052.78	1,171	-	20	\$ 117,100	0.49%		
14	7	M	M	\$20 (3X) + (\$10 x 2) + (\$5 x 4)	1,485.60	4,771	-	80	\$ 477,100	1.98%		
15	6	M	M	\$50 + \$20 + (\$10 x 2) + (\$5 x 2)	5,981.27	1,185	-	20	\$ 118,500	0.49%		
16	16	M	M	(\$5 x 14) + (\$5 (3X) x 2)	1,199.09	5,911	-	100	\$ 591,100	2.45%		
17	1	M	M	\$500	116,193.44	61	-	1	\$ 30,500	0.13%		
18	11	M	M	(\$5 (9X) x 4) + (\$10 (6X) x 2) + (\$20 (3X) x	62,723.89	113	-	2	\$ 56,500	0.23%		
19	12	M	M	(\$20 x 5) + \$20 (6X) + \$50 (3X) + (\$10 x 4)	58,096.72	122	-	2	\$ 61,000	0.25%		
20	1	H	H	\$1,000	708,780.00	10	-	-	\$ 10,000	0.04%		
21	16	H	H	\$50 (3X) + (\$20 (6X) x 5) + (\$20 x 6) + (\$50	101,254.29	70	-	-	\$ 70,000	0.29%		
22	11	H	H	\$100 (3X) + \$50 (6X) + (\$50 x 2) + \$20 (9X)	1,000	20	-	-	\$ 20,000	0.08%		
23	1	H	H	\$100,000	100,000	2	***	-	\$ 200,000	0.83%		
24	16	H	H	(\$500 (6X) x 3) + (\$1,000 (9X) x 10) + \$100	3,543,900.00	2	***	-	\$ 200,000	0.83%		
					2 decimals:	1,986,426	20.00	33,628	\$ 24,107,340	100.00%	HIGH TIER 2.07%	
					4 decimals:	3,581						

Reveal 2 Matching symbols + Diamond symbol = win 3X
 Reveal 2 Diamond symbols = win 6X
 Reveal 3 Diamond symbols = win 9X

TEXAS LOTTERY COMMISSION
 "DIAMOND MINE 9X" GAME NUMBER 2090
 PRIZE STRUCTURE
 May 17, 2018 - VERSION 1

Consolidated odds are 1 in:

\$5	10.71	661,676
\$10	6.82	1,039,470
\$20	37.50	189,008
\$50	98.14	72,222
\$100	299.70	23,650
\$500	23,945.27	296
\$1,000	70,878.00	100
\$100,000	1,771,950.00	4
		1,986,426

WIN:	GET	A	B	C	D
\$5	\$5	9 = \$ 45	5 = \$ 25	9 = \$ 45	5 = \$ 25
\$10	\$10	3 = \$ 30	3 = \$ 30	3 = \$ 30	3 = \$ 30
\$10	\$5 x 2	7 = \$ 70	9 = \$ 90	7 = \$ 70	9 = \$ 90
\$20	\$20	1 = \$ 20	1 = \$ 20	2 = \$ 40	0 = \$ 0
\$20	\$5 (3)	1 = \$ 20	1 = \$ 20	0 = \$ 0	2 = \$ 40
		21 = \$ 185	19 = \$ 185	21 = \$ 185	19 = \$ 185

* 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 is guaranteed delivery to the TLC.
 Note: The maximum number of winners per pack will not exceed 24.

No.

02/04/19

Game Name	Game No	Inv No.	Vendor	TLC PO #
Diamond Mine 9X	2090	90102859	IGT	362-18-9009 RL027

Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
Delivered	7,087,800	\$34.12	\$241,835.74
Ordered	7,200,000		\$241,835.74

2% under 7,056,000
 2% over 7,344,000
 Acceptable Range 0

Foil Inserts \$10,066.57
 Rounding Adj. \$0.01
 Total \$251,902.30

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	None	
10M-14.99M	Week 21	None	None	Week 16*	None		4M	None	None	None	None	Week 52*	
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
Unaudited - For Internal Use Only