

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

6/1/2020

Game #	2104	Confirmed Packs	915
Game Name	Winning Millions	Active Packs	684
Quantity Printed	4,564,740	Warehouse Packs	27
Price Point	\$50	Returned Packs	173
Start Date	11/14/2018	Printed Payout Percentage	78.03%
Top Prize	\$ 5,000,000	Percent Sold	98.90%
Number of Top Prizes Remaining	0	Number of Weeks Out	80

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 624,373	Actual ticket production costs
Prize payout expense	\$ 170,777,650	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 171,402,023

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 225,726,393	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 225,726,393

Excess of Revenue over Expended **\$ 54,324,370**

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	\$	538,950
Next week	\$	744,700
Next week	\$	979,000
Avg Weekly Sales Current Game	\$	754,217
Avg Weekly Sales \$50; 4M Qty*	\$	3,177,965
Percentage Of Variance In Sales		76%



Play the Games of Texas!

Da Vinci Report **6/1/20**

Week End Date: 5/30/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/30/20	5/23/20	5/16/20	5/9/20
Sold/Closing	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			71	99.63%	649	288	19	260	\$84,925.00	\$112,005.00	\$167,635.00	\$236,760.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19			30	97.67%	2,864	1,784	146	183	\$890,140.00	\$1,469,540.00	\$2,656,150.00	\$4,224,110.00
	2073	\$10	6,117,950	777	12/16/19	6/7/20	7/22/20	24	99.14%	283	206	1	262	\$87,300.00	\$110,000.00	\$171,990.00	\$293,180.00
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19			28	99.13%	385	413	4	184	\$159,500.00	\$226,240.00	\$385,150.00	\$611,160.00
	2202	\$10	6,074,650	JUMBO BUCKS 300X	2/3/20			17	91.86%	5,511	3,131	49	299	\$1,135,030.00	\$1,480,840.00	\$2,085,640.00	\$2,704,570.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18	6/7/20	7/22/20	87	99.43%	265	349	19	169	\$142,000.00	\$197,900.00	\$304,200.00	\$440,320.00
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			34	98.29%	2,132	798	85	577	\$397,560.00	\$548,540.00	\$791,360.00	\$1,177,440.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			80	98.90%	915	684	27	173	\$538,950.00	\$744,700.00	\$979,000.00	\$1,254,800.00

Liability for 2104 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 09/28/2018 - 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	\$50.00	14215	\$710,750.00	670601	\$33,530,050.00	97.92%	4469987
2	2	N/A	\$75.00	6719	\$503,925.00	335552	\$25,166,400.00	98.04%	4475131
3	0	N/A	\$100.00	1785	\$178,500.00	74272	\$7,427,200.00	97.65%	4457609
4	0	N/A	\$100.00	1308	\$130,800.00	74772	\$7,477,200.00	98.28%	4486261
5	0	N/A	\$100.00	1241	\$124,100.00	74859	\$7,485,900.00	98.37%	4490300
6	0	N/A	\$200.00	800	\$160,000.00	37174	\$7,434,800.00	97.89%	4468574
7	0	N/A	\$200.00	567	\$113,400.00	37473	\$7,494,600.00	98.51%	4496700
8	0	N/A	\$200.00	555	\$111,000.00	37379	\$7,475,800.00	98.54%	4497954
9	0	N/A	\$200.00	526	\$105,200.00	37626	\$7,525,200.00	98.62%	4501806
10	0	N/A	\$500.00	230	\$115,000.00	12141	\$6,070,500.00	98.14%	4479872
11	0	N/A	\$500.00	194	\$97,000.00	15721	\$7,860,500.00	98.78%	4509096
12	0	N/A	\$500.00	207	\$103,500.00	15640	\$7,820,000.00	98.69%	4505113
13	0	N/A	\$500.00	143	\$71,500.00	11255	\$5,627,500.00	98.75%	4507470
14	0	N/A	\$500.00	92	\$46,000.00	7549	\$3,774,500.00	98.80%	4509779
15	0	N/A	\$500.00	102	\$51,000.00	7519	\$3,759,500.00	98.66%	4503645
16	0	N/A	\$1,000.00	33	\$33,000.00	350	\$350,000.00	91.38%	4171433
17	0	N/A	\$1,000.00	55	\$55,000.00	717	\$717,000.00	92.88%	4239531
18	0	N/A	\$1,000.00	60	\$60,000.00	712	\$712,000.00	92.23%	4209967
19	0	N/A	\$1,000.00	36	\$36,000.00	348	\$348,000.00	90.62%	4136795
20	0	N/A	\$1,000.00	71	\$71,000.00	698	\$698,000.00	90.77%	4143288
21	0	N/A	\$1,000.00	25	\$25,000.00	361	\$361,000.00	93.52%	4269096
22	0	N/A	\$1,000.00	29	\$29,000.00	357	\$357,000.00	92.49%	4221793
23	0	N/A	\$5,000.00	15	\$75,000.00	179	\$895,000.00	92.27%	4211796
24	0	N/A	\$5,000.00	36	\$180,000.00	449	\$2,245,000.00	92.58%	4225913
25	0	N/A	\$5,000.00	18	\$90,000.00	213	\$1,065,000.00	92.21%	4209045
26	0	N/A	\$10,000.00	1	\$10,000.00	37	\$370,000.00	97.37%	4444615
27	0	N/A	\$10,000.00	2	\$20,000.00	36	\$360,000.00	94.74%	4324490
28	0	N/A	\$10,000.00	1	\$10,000.00	37	\$370,000.00	97.37%	4444615
29	0	N/A	\$5,000,000.00	0	\$0.00	4	\$20,000,000.00	100.00%	4564740
Totals:				29066	\$3,315,675.00	1,454,031	\$174,777,650.00		



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charital

Payment Approval

November 5, 2018

The attached invoice(s) for service is being submitted for approval.

Vendor Name: Scientific Games, Inc
 Invoice Number: 1033419-2
 Tx Game name: TX 2104 Winning Millions
 PO #: 362-18-9019 RL017

Shipment	Quantity	Price	
1 shrink film	2301.82	\$116.06	\$267,149.25
additional insert/ITVM cards			\$4,500.00
2	2262.92	\$116.06	\$90,089.63
			\$262,634.50

Total Amount **\$624,373.35**

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

Dale Bowersock DB
 Dale Bowersock (Instant Product Coordinator)
 Please forward to the next person for approval

11/7/18
Date

Robert Tirloni
 Robert Tirloni (Products Manager)
 Please forward to the next person for approval

11/9/18
Date

Ed Rogers for Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

11-12-18
Date

Please return to Maria Perez in the Office of the Controller by

November 15, 2018

0.0000
 0.0000
 4,564,760.00
 1,000.00
 4,564,760.00
 4,564,760.00
 116.06
 529,763,726.00
 529,763,726.00
 90,089,632.00
 4,500,000.00
 624,373,358.00



1500 BLUEGRASS LAKES PARKWAY
 ALPHARETTA, GEORGIA 30004
 770.664.3700

RECEIVED
 2018 NOV -5 AM 11:17
 Scientific Games

Sold To:
 TEXAS LOTTERY
 P.O. BOX 16630
 AUSTIN, TX 78761-6630

Invoice: 1033419-2
 P.O. 362-18-9019 RL017
 October 24, 2018

<u>Game</u>	<u>Description</u>	<u>Shipment</u>	<u>Quantity</u>	<u>Price Per 1000</u>	<u>Total Price</u>
TX-2104	Winning Millions	1	2,301,820	\$116.06	\$267,149.23
TX-2104	Winning Millions	1	Shrink Film		\$4,500.00
TX-2104	Winning Millions	1	Additional Insert/ITVM Cards		\$90,089.63
TX-2104	Winning Millions	2	2,262,920	\$116.06	\$262,634.50
TOTAL DUE					<u>\$624,373.35</u>

Please Remit Payment Via Wire Transfer

Bank: Bank of America
 Swift: BOFAUS3N
 Acct name: Scientific Games International, Inc. - Operating
 Acct #: 501017395032
 Wire Routing #: 026009593

END OF PRODUCTION PRIZE STRUCTURE
September 21, 2018 - (POOLS # 1 - 45 COMPLETE)

Prize Structure
TEXAS LOTTERY
GAME NO.2104 "Winning Millions"
May 23, 2018 - VERSION A

Order Quantity:	4,564,740	Pack Size:	20	Pool Size:	120,000	Winners:	1,483,097	Total Payout	
Price Point:	\$50.00	Packs/Game:	228,237	Number of Pools:	38.04	Non-winners:	3,081,643	Prize Fund:	\$178,093,325.00
Revenue:	\$228,237,000.00	Packs/Pool:	6,000			Overall Odds:	3.0778	Payout:	78.03%

ORIGINAL ORDER

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund	
							Pack	Pool	Total			
Mid Tiers												
01	1	G	\$50	\$50	\$50.00	6.6656	3.00	18,000.00	684,816	\$34,240,800.00	19.23%	
02	1	G	\$75	\$75	\$75.00	13.3366	1.50	9,000.00	342,271	\$25,670,325.00	14.41%	
03	1	M	\$100	\$100	\$100.00	60.0174	0.33	2,000.00	76,057	\$7,605,700.00	4.27%	
04	2	M	\$50 x 2	\$100	\$100.00	59.9992	0.33	2,000.00	76,080	\$7,608,000.00	4.27%	
05	1	M	\$50 (\$5)	\$100	\$100.00	59.9834	0.33	2,000.00	76,100	\$7,610,000.00	4.27%	
						Total (\$100.00):	20.0000	1.00	6,000.00	228,237	\$22,823,700.00	12.82%
06	1	M	\$200	\$200	\$200.00	120.2070	0.17	1,000.00	37,974	\$7,594,800.00	4.26%	
07	1	M	\$100 (\$5)	\$200	\$200.00	119.9984	0.17	1,000.00	38,040	\$7,608,000.00	4.27%	
08	4	M	\$50 x 4	\$200	\$200.00	120.3337	0.17	1,000.00	37,934	\$7,586,800.00	4.26%	
09	3	M	(\$75 x 2) + \$50	\$200	\$200.00	119.6462	0.17	1,000.00	38,152	\$7,630,400.00	4.28%	
						Total (\$200.00):	30.0114	0.67	4,000.00	152,100	\$30,420,000.00	17.08%
10	1	M	\$500	\$500	\$500.00	368.9871	0.05	325.00	12,371	\$6,185,500.00	3.47%	
11	2	M	\$200 (\$5) + \$50 (\$5)	\$500	\$500.00	286.8200	0.07	416.00	15,915	\$7,957,500.00	4.47%	
12	1	M	\$50 (10X)	\$500	\$500.00	288.0507	0.07	416.00	15,847	\$7,923,500.00	4.45%	
13	10	M	\$50 x 10	\$500	\$500.00	400.4861	0.05	300.00	11,398	\$5,699,000.00	3.20%	
14	7	M	(\$75 x 6) + \$50	\$500	\$500.00	597.4009	0.03	200.00	7,641	\$3,820,500.00	2.15%	
15	5	M	\$200 + \$100 + (\$75 x 2) + \$50	\$500	\$500.00	598.9686	0.03	200.00	7,621	\$3,810,500.00	2.14%	
						Total (\$500.00):	64.4801	0.31	1,857.00	70,793	\$35,396,500.00	19.88%
						Total (Mid Tiers):	3.0880	6.48	38,857.00	1,478,217	\$148,551,325.00	83.41%
High Tiers												
16	1	H	\$1,000	\$1,000	\$1,000.00	11918.3812	0.00	10.00	383	\$383,000.00	0.22%	
17	1	H	\$500 (\$5)	\$1,000	\$1,000.00	5912.8756	0.00	20.00	772	\$772,000.00	0.43%	
18	7	H	(\$200 x 3) + (\$100 x 4)	\$1,000	\$1,000.00	5912.8756	0.00	20.00	772	\$772,000.00	0.43%	
19	6	H	\$500 + \$200 + (\$75 x 4)	\$1,000	\$1,000.00	11887.3438	0.00	10.00	384	\$384,000.00	0.22%	
20	2	H	\$50 (10X) x 2	\$1,000	\$1,000.00	5935.9428	0.00	20.00	769	\$769,000.00	0.43%	
21	15	H	(\$100 x 3) + (\$75 x 4) + (\$50 x 8)	\$1,000	\$1,000.00	11825.7513	0.00	10.00	386	\$386,000.00	0.22%	
22	1	H	\$100 (10X)	\$1,000	\$1,000.00	11825.7513	0.00	10.00	386	\$386,000.00	0.22%	
						Total (\$1,000.00):	1185.0312	0.02	100.00	3,852	\$3,852,000.00	2.16%
23	1	H	\$5,000	\$5,000	\$5,000.00	23529.5876	0.00	5.00	194	\$970,000.00	0.54%	
24	39	H	(\$500 x 4) + (\$200 x 5) + (\$100 x 10) + (\$50 x 20)	\$5,000	\$5,000.00	9411.8351	0.00	13.00	485	\$2,425,000.00	1.36%	
25	1	H	\$500 (10X)	\$5,000	\$5,000.00	19760.7792	0.00	6.00	231	\$1,155,000.00	0.65%	
						Total (\$5,000.00):	5016.1978	0.00	24.00	910	\$4,550,000.00	2.55%
26	1	H	\$10,000	\$10,000	\$10,000.00	120124.7368	0.00	1.00	38	\$380,000.00	0.21%	
27	1	H	\$1,000 (10X)	\$10,000	\$10,000.00	120124.7368	0.00	1.00	38	\$380,000.00	0.21%	
28	39	H	(\$1,000 x 4) + (\$500 x 5) + (\$200 x 5) + (\$100 x 25)	\$10,000	\$10,000.00	120124.7368	0.00	1.00	38	\$380,000.00	0.21%	
						Total (\$10,000.00):	40041.5789	0.00	3.00	114	\$1,140,000.00	0.64%
29	1	H	\$5,000,000	\$5,000,000	\$5,000,000.00	1141185.0000	0.00	0.11	4 *	\$20,000,000.00	11.23%	
						Total (High Tiers):	935.3975	0.02	127.11	4,880	\$29,542,000.00	16.59%
						Total :	3.0778	6.50	38,984.11	1,483,097	\$178,093,325.00	100.00%

* Exact Quantity by Kind Level

\$5 = win DOUBLE the prize for that symbol
10X = win 10 TIMES the prize for that symbol

There will be no more than seven (7) winners per pack for this game.

G-TIER - \$50 & \$75 prizes are GLEPP and programmed as low tier prizes.

SHIPMENT # 1-2
COMPLETE
POOLS # 1-45

4,564,740

684,816

342,271

76,057

76,080

76,100

37,974

38,040

37,934

38,152

12,371

15,915

15,847

11,398

7,641

7,621

383

772

772

384

769

386

386

194

485

231

38

38

38

4

Instant Ticket Game Analysis
2/25/18-2/29/20

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	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	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	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	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