

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 7/16/2019

Game #	2110	Confirmed Packs	3,366
Game Name	5X El Dinero	Active Packs	2,158
Quantity Printed	7,340,250	Warehouse Packs	6,549
Price Point	\$5	Returned Packs	475
Start Date	12/17/2018	Printed Payout Percentage	67.97%
Top Prize	\$ 100,000	Percent Sold	86.30%
Number of Top Prizes Remaining	2	Number of Weeks Out	29

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 225,639	Actual ticket production costs
Prize payout expense	\$ 20,971,710	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 21,197,349

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 31,673,179	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 31,673,179

Excess of Revenue over Expended \$ 10,475,829

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	\$	321,285
Next week	\$	287,675
Next week	\$	282,630
Avg Weekly Sales Current Game	\$	297,197
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	2,105,631
Percentage Of Variance In Sales		86%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2110	Printed Payout Percentage	67.97%
Game Name	5X El Dinero	Actual Payout Percentage	66.21%
Percent Sold	86.30%	Number of Weeks Out	29
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):

Dale Boushock 7/8/19
Instant Product Coordinator Date

[Signature] 7/16/19
Products Manager Date

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

Lottery Operations Division Director

**Not Required
>85% Sold**

Executive Director Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 7/6/19

7/8/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	7/6/19	6/29/19	6/22/19	6/16/19
Mature	2112	\$5	19,823,025	50X	1/7/19			26	84.82%	16,373	7,916	13,292	34	\$2,139,080.00	\$2,000,640.00	\$2,118,970.00	\$2,207,705.00
	2110	\$5	7,340,250	5X EL DINERO	12/17/18			29	86.30%	3,366	2,158	6,549	475	\$321,285.00	\$287,675.00	\$282,630.00	\$296,120.00
	2042	\$5	11,373,825	BONUS BALL BINGO	10/29/18			36	76.04%	11,712	7,113	15,640	24	\$1,047,995.00	\$976,590.00	\$996,405.00	\$1,047,600.00
	2129	\$5	10,394,625	BONUS BREAK THE BANK	4/2/19			14	32.15%	17,758	8,581	65,737	20	\$1,341,870.00	\$1,247,750.00	\$1,338,770.00	\$1,391,690.00
	2125	\$5	7,338,750	CRAZY CASH BLOWOUT	3/18/19			16	59.91%	6,928	3,585	27,029	276	\$566,105.00	\$553,520.00	\$550,260.00	\$724,845.00
	2116	\$5	7,030,050	GOLDEN NUGGET	2/18/19			20	81.21%	4,488	2,590	9,134	440	\$417,620.00	\$430,055.00	\$518,170.00	\$587,040.00
	2118	\$5	7,338,825	HOT 55 HOT STREAK	3/4/19			18	64.45%	5,423	2,951	24,710	570	\$432,045.00	\$418,085.00	\$499,280.00	\$604,135.00
	2055	\$5	7,342,200	LUCKY 75 HUNT	1/21/19			24	85.38%	3,551	2,075	7,545	294	\$297,990.00	\$300,600.00	\$362,580.00	\$422,650.00
	2068	\$5	7,334,475	PAC-MAN SLOTS	4/1/19			14	58.67%	11,027	5,635	22,037	265	\$711,910.00	\$713,195.00	\$857,205.00	\$884,960.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18			32	45.03%	13,257	7,180	142,253	27	\$1,511,945.00	\$1,451,750.00	\$1,470,780.00	\$1,474,685.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			24	43.09%	24,476	10,558	264,138	26	\$3,831,270.00	\$3,652,660.00	\$3,755,910.00	\$3,764,810.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			44	35.44%	11,426	6,243	347,778	23	\$2,403,660.00	\$2,050,080.00	\$2,110,020.00	\$2,005,680.00
	2084	\$10	26,555,050	MEGA LOTERIA	10/1/18			40	73.34%	24,216	10,985	100,838	11	\$5,653,590.00	\$5,259,650.00	\$5,246,260.00	\$5,279,700.00
	2122	\$10	5,987,100	THE BIG TICKET	2/18/19			20	76.98%	9,381	4,628	10,944	592	\$1,161,490.00	\$1,209,260.00	\$1,385,230.00	\$1,575,730.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18			40	61.38%	9,747	4,407	96,940	37	\$1,578,080.00	\$1,495,640.00	\$1,560,840.00	\$1,499,840.00
	2107	\$20	8,987,375	200X	12/3/18			31	72.26%	18,271	8,172	69,661	19	\$3,293,260.00	\$3,107,000.00	\$3,159,400.00	\$3,151,040.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			112	36.35%	10,979	5,638	864,302	19	\$2,177,520.00	\$2,091,020.00	\$2,002,580.00	\$2,055,080.00
	2077	\$20	5,075,275	MILLIONAIRE CLUB	12/17/18			29	45.57%	10,055	4,287	94,541	57	\$960,120.00	\$924,900.00	\$932,060.00	\$984,820.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			51	60.56%	5,597	3,062	102,465	11	\$818,400.00	\$799,280.00	\$797,260.00	\$784,380.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			68	23.76%	8,306	4,505	1,024,102	24	\$2,275,080.00	\$2,173,440.00	\$2,216,190.00	\$2,218,050.00
	2114	\$30	5,971,025	300X	1/7/19			26	62.14%	16,703	7,289	63,667	32	\$3,338,370.00	\$3,322,680.00	\$3,220,020.00	\$3,311,760.00
	2057	\$50	3,611,100	200X THE CASH	6/18/18			55	83.90%	6,040	2,805	19,157	38	\$1,628,750.00	\$1,567,250.00	\$1,667,350.00	\$1,621,250.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			33	56.70%	8,878	3,679	84,615	27	\$2,589,600.00	\$2,557,450.00	\$2,616,700.00	\$2,688,050.00
Out of Wareh.	2139	\$2	6,974,375	TRIPLE PLAY	4/15/19			12	80.42%	4,901	5,085	0	167	\$564,995.00	\$696,110.00	\$833,730.00	\$1,034,476.00
Sold/Closing	2111	\$1	29,302,200	10X	12/3/18			31	90.97%	9,767	6,261	66	192	\$462,020.00	\$467,930.00	\$514,170.00	\$572,067.00
	2130	\$1	9,177,150	FIND THE 9S	3/4/19	7/14/19	8/28/19	18	94.08%	717	597	0	1,560	\$48,294.00	\$56,502.00	\$77,894.00	\$99,201.00
	2117	\$1	9,106,650	SUPER 7S JACKPOT	2/4/19	6/9/19	7/24/19	22	94.82%	76	64	0	2,469	\$4,752.00	\$10,515.00	\$22,599.00	\$40,053.00
	2151	\$2	6,959,000	777	3/18/19			16	93.38%	1,858	1,303	0	144	\$159,472.00	\$189,000.00	\$265,844.00	\$329,332.00
	2017	\$5	10,241,100	BONUS BREAK THE BANK	10/15/18	7/14/19	8/28/19	38	95.54%	1,136	563	299	2,795	\$105,315.00	\$115,010.00	\$134,110.00	\$162,220.00
	2121	\$5	7,029,000	LADY LUCK	2/4/19	7/14/19	8/28/19	22	96.33%	736	910	0	825	\$264,895.00	\$350,720.00	\$449,730.00	\$489,190.00
	2106	\$5	7,339,125	MULTIPLIER MANIA	12/3/18	6/9/19	7/24/19	31	76.03%	101	89	18,399	3,660	\$4,395.00	\$26,655.00	\$52,865.00	\$118,085.00
	2113	\$10	13,160,250	100X	1/7/19	7/2/19	8/16/19	26	91.04%	12,474	4,117	11	134	\$2,736,150.00	\$3,555,910.00	\$3,647,470.00	\$3,716,960.00

Liability for 2110 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 11/13/2018 - 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	105596	\$527,980.00	481612	\$2,408,060.00	82.02%	6020273
2	2	N/A	\$10.00	33471	\$334,710.00	162275	\$1,622,750.00	82.90%	6085125
3	3	N/A	\$10.00	132645	\$1,326,450.00	748083	\$7,480,830.00	84.94%	6234746
4	4	N/A	\$20.00	16282	\$325,640.00	81582	\$1,631,640.00	83.36%	6119025
5	5	N/A	\$20.00	14088	\$281,760.00	83839	\$1,676,780.00	85.61%	6284265
6	0	N/A	\$25.00	1578	\$39,450.00	8219	\$205,475.00	83.89%	6157958
7	0	N/A	\$25.00	13136	\$328,400.00	74937	\$1,873,425.00	85.09%	6245459
8	0	N/A	\$50.00	196	\$9,800.00	1028	\$51,400.00	83.99%	6164850
9	0	N/A	\$50.00	3234	\$161,700.00	20049	\$1,002,450.00	86.11%	6320692
10	0	N/A	\$50.00	849	\$42,450.00	5271	\$263,550.00	86.13%	6321970
11	0	N/A	\$50.00	2687	\$134,350.00	15675	\$783,750.00	85.37%	6266115
12	0	N/A	\$100.00	96	\$9,600.00	518	\$51,800.00	84.36%	6192588
13	0	N/A	\$100.00	269	\$26,900.00	1559	\$155,900.00	85.28%	6260092
14	0	N/A	\$100.00	83	\$8,300.00	525	\$52,500.00	86.35%	6338209
15	0	N/A	\$100.00	362	\$36,200.00	2071	\$207,100.00	85.12%	6248112
16	0	N/A	\$100.00	178	\$17,800.00	1043	\$104,300.00	85.42%	6270172
17	0	N/A	\$100.00	273	\$27,300.00	1554	\$155,400.00	85.06%	6243431
18	0	N/A	\$100.00	255	\$25,500.00	1568	\$156,800.00	86.01%	6313500
19	0	N/A	\$100.00	249	\$24,900.00	1583	\$158,300.00	86.41%	6342585
20	0	N/A	\$500.00	11	\$5,500.00	50	\$25,000.00	81.97%	6016598
21	0	N/A	\$500.00	24	\$12,000.00	161	\$80,500.00	87.03%	6388001
22	0	N/A	\$500.00	35	\$17,500.00	214	\$107,000.00	85.94%	6308487
23	0	N/A	\$500.00	19	\$9,500.00	105	\$52,500.00	84.68%	6215534
24	0	N/A	\$500.00	5	\$2,500.00	57	\$28,500.00	91.94%	6748294
25	0	N/A	\$500.00	7	\$3,500.00	56	\$28,000.00	88.89%	6524666
26	0	N/A	\$500.00	19	\$9,500.00	103	\$51,500.00	84.43%	6197096
27	0	N/A	\$500.00	19	\$9,500.00	101	\$50,500.00	84.17%	6178043
28	0	N/A	\$1,000.00	2	\$2,000.00	8	\$8,000.00	80.00%	5872200
29	0	N/A	\$1,000.00	2	\$2,000.00	18	\$18,000.00	90.00%	6606225
30	0	N/A	\$1,000.00	4	\$4,000.00	17	\$17,000.00	80.95%	5942107
31	0	N/A	\$1,000.00	3	\$3,000.00	18	\$18,000.00	85.71%	6291642
32	0	N/A	\$1,000.00	6	\$6,000.00	45	\$45,000.00	88.24%	6476691
33	0	N/A	\$100,000.00	2	\$200,000.00	4	\$400,000.00	66.67%	4893499
Totals:				325685	\$3,975,690.00	1,693,948	\$20,971,710.00		

NO. OF TICKETS: 7,340,250
 MIN: 7,056,000
 MAX: 7,344,000
 NO. POOLS: 6117
 PACK SIZE: 75
 PACKS/POOL: 1,600
 PACKS/GAME: 97,870

TEXAS LOTTERY COMMISSION
 "5X EL DINERO" GAME NUMBER 2110
 END OF PRODUCTION PRIZE STRUCTURE
 July 27, 2018 - VERSION 1

PRIZE FUND - \$34,947,400
 PAYOUT % - 67.97252%

PRIZE TIER	#	WINS	TIER CODE	WINS IN POOLS	ODDS OF 1 IN	WINNERS IN 75 (PER PACK)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	1	L	587,208	12.50	6.00	9,600	\$ 2,916,040	11.77%	
2	1	1	L	195,746	37.50	2.00	3,200	\$ 1,937,460	7.85%	
3	2	1	L	880,728	8.33	9.00	14,400	\$ 8,807,280	35.30%	
4	1	1	L	97,864	75.00	1.00	1,600	\$ 1,937,280	7.85%	LOW TIER
5	3	1	L	97,027	74.96	1.00	1,600	\$ 1,938,540	7.85%	70.61%
6	1	1	M	9,797	749.23	-	-	\$ 244,925	0.98%	
7	1	1	M	88,073	83.34	-	-	\$ 2,201,825	8.83%	
8	1	1	M	1,224	5,996.94	-	-	\$ 61,200	0.25%	
9	6	1	M	21,283	315.26	-	-	\$ 1,164,150	4.67%	
10	7	1	M	6,120	1,199.39	-	-	\$ 306,000	1.23%	
11	1	1	M	18,362	399.75	-	-	\$ 918,100	3.68%	
12	1	1	M	614	11,954.80	-	-	\$ 61,400	0.25%	
13	1	1	M	1,828	4,015.45	-	-	\$ 182,800	0.73%	
14	7	1	M	608	12,072.78	-	-	\$ 60,800	0.24%	
15	7	1	M	2,413	3,016.95	-	-	\$ 243,360	0.98%	
16	4	1	M	1,221	6,011.67	-	-	\$ 122,100	0.49%	
17	15	1	M	1,827	4,017.65	-	-	\$ 182,700	0.73%	
18	11	1	M	1,823	4,026.47	-	-	\$ 183,200	0.73%	
19	8	1	M	1,832	4,006.69	-	-	\$ 183,200	0.73%	
20	1	1	M	61	120,331.97	-	-	\$ 30,500	0.12%	
21	15	1	M	185	39,677.03	-	-	\$ 92,500	0.37%	
22	5	1	M	249	29,478.92	-	-	\$ 124,500	0.50%	
23	11	1	M	124	59,195.56	-	-	\$ 62,000	0.25%	
24	15	1	M	62	118,391.13	-	-	\$ 31,500	0.13%	
25	10	1	M	63	116,511.90	-	-	\$ 61,000	0.24%	
26	11	1	M	122	60,165.98	-	-	\$ 10,000	0.04%	
27	15	1	M	10	734,023.00	-	-	\$ 20,000	0.08%	
28	1	1	H	20	367,012.50	-	-	\$ 21,000	0.08%	
29	15	1	H	21	349,533.71	-	-	\$ 21,000	0.08%	
30	11	1	H	21	349,533.71	-	-	\$ 21,000	0.08%	
31	10	1	H	51	143,926.47	-	-	\$ 51,000	0.20%	
32	6	1	H	6	1,223,375.00	-	-	\$ 600,000	2.41%	
33	1	1	H	2,019,633	3.63	19.00	33,016	\$ 24,947,400	100.00%	**

5X symbol = win 5 times the prize (5X)

TEXAS LOTTERY COMMISSION
 "5X EL DINERO" GAME NUMBER 2110
 END OF PRODUCTION PRIZE STRUCTURE
 July 27, 2018 - VERSION 1

Consolidated odds are 1 in:

\$5	12.50	587,208
\$10	6.82	1,076,474
\$20	37.49	195,791
\$25	75.00	97,870
\$50	149.83	48,989
\$100	602.35	12,186
\$500	7,444.47	986
\$1,000	59,676.83	123
\$100,000	1,223,375.00	6
2 Decimale	3.63	2,019,633
4 Decimale	3.6344	

WINS:	GET	A	B	C	D
\$5	\$5	4 - \$ 20	8 - \$ 40	6 - \$ 30	6 - \$ 30
\$10	\$10	3 - \$ 30	1 - \$ 10	2 - \$ 20	2 - \$ 20
\$10	\$5 x 2	9 - \$ 90	7 - \$ 70	11 - \$ 110	9 - \$ 90
\$20	\$20	0 - \$ 0	2 - \$ 40	1 - \$ 20	1 - \$ 20
\$20	(\$5 x 2) - \$10	2 - \$ 40	1 - \$ 20	0 - \$ 0	1 - \$ 20
		18 \$180	19 \$180	20 \$180	19 \$180

* 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 T.L.C.

Note: There will be no more than 22 winners per pack.

No.

07/08/19

Game Name	Game No	Inv No.	Vendor	TLC PO #
5X El Dinero	2110	90104203	IGT	362-19-9009 RL001

Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
7,340,250	7,340.25	\$30.74	\$225,639.29
Delivered			
Ordered			
2% under			
2% over			
Acceptable Range			
0			
		Sub Total	\$225,639.29
		Total	\$225,639.29

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
Unaudited - For Internal Use Only