

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/22/2019

Game #	2120	Confirmed Packs	2,459
Game Name	Double Match	Active Packs	2,308
Quantity Printed	7,211,875	Warehouse Packs	-
Price Point	\$2	Returned Packs	64
Start Date	7/15/2019	Printed Payout Percentage	65.21%
Top Prize	\$ 30,000	Percent Sold	88.75%
Number of Top Prizes Remaining	1	Number of Weeks Out	18

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 122,313	Actual ticket production costs
Prize payout expense	\$ 7,566,092	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 7,688,405

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 12,801,078	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 12,801,078

Excess of Revenue over Expended \$ 5,112,673

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	\$	300,488
Next week	\$	368,482
Next week	\$	398,180
Avg Weekly Sales Current Game	\$	355,717
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	727,322
Percentage Of Variance In Sales		51%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2120	Printed Payout Percentage	65.21%
Game Name	Double Match	Actual Payout Percentage	59.11%
Percent Sold	88.75%	Number of Weeks Out	18
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			18

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 Boussock 11/22/19
Instant Product Coordinator Date

R. Fur 11/25/19
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

Contr

**Not Required
>85% Sold**

Executive Director Date



Play the Games of Texas!

Da Vinci Report

Week End Date:11/16/19

11/22/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales				
														11/16/19	11/9/19	11/2/19	10/26/19	
Baseline	2182	\$1	9,020,700	FROSTY FUN	11/4/19			2	14.64%	24,723	15,146	2,643	18	\$853,941.00	\$466,688.00	\$1,375,818.00	\$0	\$0
	2161	\$2	34,822,125	BINGO EXTRA	10/7/19			6	10.34%	19,670	11,285	212,229	13	\$1,337,708.00	\$1,444,134.00	\$1,375,818.00	\$1,276,816.00	\$0
	2185	\$2	7,319,875	HOLIDAY CHEER	11/18/19			0	0.00%	20,466	9,325	22,756	23	\$0	\$0	\$0	\$0	\$0
	2179	\$2	5,454,126	VETERANS CASH	10/21/19			4	17.32%	19,646	12,521	1,168	4	\$644,462.00	\$515,982.00	\$330,778.00	\$397,762.00	\$0
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19			13	15.23%	16,890	10,855	206,282	16	\$954,914.00	\$1,013,238.00	\$953,438.00	\$929,396.00	\$0
	2183	\$3	6,016,825	GLIMMERING GIFTS	11/4/19			2	16.56%	19,661	11,095	15,611	12	\$1,585,449.00	\$907,527.00	\$0	\$0	\$0
	2175	\$5	7,208,550	\$100,000 FRENZY	9/16/19			9	44.87%	15,505	7,642	26,374	5	\$1,237,275.00	\$1,426,370.00	\$1,554,020.00	\$1,564,435.00	\$0
	2157	\$5	7,339,200	5X EL DINERO	10/7/19			6	33.09%	21,194	9,305	30,481	3	\$1,738,730.00	\$1,937,375.00	\$2,105,940.00	\$2,288,380.00	\$0
	2180	\$5	10,212,525	BONUS 7	10/21/19			4	29.92%	25,448	9,142	53,021	14	\$3,235,670.00	\$3,979,425.00	\$4,812,345.00	\$3,252,920.00	\$0
	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			0	0.00%	28,867	5,963	205,268	18	\$0	\$0	\$0	\$0	\$0
	2158	\$5	9,750,750	COWBOYS	8/19/19			13	37.42%	10,887	7,057	60,066	9	\$1,067,730.00	\$1,091,545.00	\$1,093,225.00	\$1,187,695.00	\$0
	2159	\$5	5,626,275	HOUSTON TEXANS	8/19/19			13	39.16%	9,315	5,166	28,657	21	\$599,565.00	\$611,350.00	\$690,130.00	\$686,455.00	\$0
	2088	\$5	7,343,025	MERRY MONEY	11/4/19			2	18.42%	28,219	11,999	27,779	18	\$3,973,915.00	\$2,787,840.00	\$0	\$0	\$0
	2186	\$5	7,113,225	POWER 55	11/18/19			0	4.48%	34,460	8,880	44,275	26	\$25.00	\$0	\$0	\$0	\$0
	2224	\$10	12,075,500	\$250,000 60X CASHWORD	11/4/19			2	4.48%	32,382	10,253	179,680	7	\$3,501,410.00	\$1,903,190.00	\$0	\$0	\$0
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19			0	0.00%	35,201	10,243	90,186	19	\$0	\$0	\$0	\$0	\$0
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			9	15.68%	30,826	10,989	393,507	18	\$5,457,620.00	\$5,513,010.00	\$5,432,660.00	\$5,087,350.00	\$0
	2181	\$10	4,473,300	WINTER WINNINGS	10/21/19			4	27.66%	29,542	10,526	16,979	6	\$3,248,330.00	\$3,510,220.00	\$3,559,840.00	\$2,052,540.00	\$0
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			6	21.38%	30,374	10,471	140,447	19	\$4,755,480.00	\$4,829,920.00	\$4,703,860.00	\$4,609,100.00	\$0
	2178	\$20	7,183,550	MONEY	10/21/19			4	18.12%	37,931	12,715	170,314	9	\$6,321,060.00	\$6,493,080.00	\$7,252,700.00	\$5,969,460.00	\$0
	2173	\$30	5,135,150	HIT \$1,000,000	9/3/19			11	30.13%	22,649	9,202	105,219	15	\$3,960,930.00	\$4,154,700.00	\$3,964,770.00	\$4,052,700.00	\$0
Mature	2154	\$1	9,281,550	BLACKJACK	8/6/19			15	86.25%	3,265	3,084	0	79	\$225,077.00	\$310,940.00	\$336,464.00	\$365,114.00	\$0
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			113	0.00%	0	0	2,410	14	\$0	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			113	0.00%	0	0	78	765	\$0	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 75	8/8/19			14	0.00%	0	0	4,198	576	\$0	\$0	\$0	\$0	\$0
	2162	\$2	40,877,750	BREAK THE BANK	8/5/19			15	19.86%	18,247	10,607	226,964	19	\$1,264,552.00	\$1,278,246.00	\$1,184,680.00	\$1,090,384.00	\$0
	2120	\$2	7,211,875	DOUBLE MATCH	7/15/19			18	86.75%	2,459	2,308	0	64	\$300,488.00	\$388,482.00	\$398,180.00	\$426,948.00	\$0
	2052	\$3	35,669,250	\$50,000 BONUS CASHWORD	2/4/19			41	67.75%	17,043	9,495	59,330	19	\$1,830,225.00	\$1,883,616.00	\$1,914,565.00	\$1,814,886.00	\$0
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18			61	70.15%	23,034	11,344	122,779	27	\$1,444,740.00	\$1,537,632.00	\$1,492,830.00	\$1,451,325.00	\$0
	2152	\$5	5,625,525	50X FAST CASH	7/15/19			18	80.18%	6,432	5,427	194	368	\$714,900.00	\$764,025.00	\$762,375.00	\$793,935.00	\$0

Liability for 2120 / for Life to Date

Product Status: Active
SmartCash Enabled: Validation Range: 04/27/2019 - 12/31/2037

Outstanding Prizes

Tier Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid	Amount Paid	% paid	Est. Tickets Sold
1	1	\$2.00	71413	\$142,826.00	332452	\$664,904.00	82.32%	5936642
2	2	\$2.00	138131	\$276,262.00	323429	\$646,858.00	70.07%	5053578
3	3	\$5.00	17117	\$85,585.00	98273	\$491,365.00	85.17%	6142062
4	4	\$5.00	48488	\$242,440.00	124581	\$622,905.00	71.98%	5191354
5	5	\$10.00	3917	\$39,170.00	24981	\$249,810.00	86.45%	6234336
6	6	\$10.00	15914	\$159,140.00	41741	\$417,410.00	72.40%	5221244
7	7	\$10.00	6832	\$68,320.00	50847	\$508,470.00	88.16%	6357638
8	8	\$15.00	3796	\$56,940.00	25102	\$376,530.00	86.86%	6264533
9	9	\$15.00	15882	\$238,230.00	41813	\$627,195.00	72.47%	5226625
10	10	\$15.00	7063	\$105,945.00	50587	\$758,805.00	87.75%	6328310
11	11	\$20.00	1859	\$37,180.00	12517	\$250,340.00	87.07%	6279287
12	12	\$20.00	4036	\$80,720.00	10425	\$208,500.00	72.09%	5199073
13	13	\$20.00	1624	\$32,480.00	12797	\$255,940.00	88.74%	6399720
14	14	\$20.00	1609	\$32,180.00	12828	\$256,560.00	88.86%	6408113
15	0	\$50.00	207	\$10,350.00	1300	\$65,000.00	86.26%	6221259
16	0	\$50.00	837	\$41,850.00	2181	\$109,050.00	72.27%	5211762
17	0	\$50.00	167	\$8,350.00	1338	\$66,900.00	88.90%	6411620
18	0	\$50.00	179	\$8,950.00	1328	\$66,400.00	88.12%	6355255
19	0	\$50.00	168	\$8,400.00	1349	\$67,450.00	88.93%	6413196
20	0	\$100.00	78	\$7,800.00	533	\$53,300.00	87.23%	6291210
21	0	\$100.00	464	\$46,400.00	1058	\$105,800.00	69.51%	5013248
22	0	\$100.00	75	\$7,500.00	705	\$70,500.00	90.38%	6518425
23	0	\$100.00	79	\$7,900.00	713	\$71,300.00	90.03%	6492508
24	0	\$200.00	60	\$12,000.00	420	\$84,000.00	87.50%	6310390
25	0	\$200.00	131	\$26,200.00	357	\$71,400.00	73.16%	5275900
26	0	\$200.00	53	\$10,600.00	437	\$87,400.00	89.18%	6431815
27	0	\$200.00	42	\$8,400.00	445	\$89,000.00	91.38%	6589906
28	0	\$1,000.00	1	\$1,000.00	9	\$9,000.00	90.00%	6490687
29	0	\$1,000.00	6	\$6,000.00	4	\$4,000.00	40.00%	2884750
30	0	\$30,000.00	0	\$0.00	4	\$120,000.00	100.00%	7211876
31	0	\$30,000.00	1	\$30,000.00	3	\$90,000.00	75.00%	5408907
Totals:								
			340229	\$1,839,118.00	1,174,557	\$7,566,092.00		

Prize Structure
TEXAS LOTTERY
GAME NO 2120 "DOUBLE MATCH"
January 14, 2019 - VERSION A

Total Payout

Order Quantity: 7,211,875 Pack Size: 125 Pool Size: 120,000 Winners: 1,514,786 Prize Fund: \$9,405,210.00
Price Point: \$2.00 Packs/Game: 57,695 Number of Pools: 60.10 Non-winners: 5,697,089 Payout: 65.21%
Revenue: \$14,423,750.00 Packs/Pool: 960 Overall Odds: 4.7610

Tier	Kind	Wins	Level	"K-M-F"	Match 3*	Win	Low Tiers		Odds (1 in)	Winners		Total	Total Prize Cost	% Prize Fund
							Value	Value		Pack	Pool			
01	1	L		\$2		\$2	\$2.00	\$2.00	17,8571	7.00	6,720.00	403,865	\$807,730.00	8.59%
02	1	L		\$2		\$2	\$2.00	\$2.00	16,6250	8.00	7,680.00	461,560	\$923,120.00	9.82%
Total (\$2.00):														
03	1	L		\$5		\$5	\$5.00	\$5.00	8,3333	15.00	14,400.00	865,425	\$1,730,850.00	18.40%
04	1	L		\$5		\$5	\$5.00	\$5.00	62,5000	2.00	1,920.00	115,390	\$576,950.00	6.13%
Total (\$5.00):														
05	1	L		\$10		\$10	\$10.00	\$10.00	249,5631	0.50	4,800.00	28,459	\$1,442,295.00	15.34%
06	1	L		\$10		\$10	\$10.00	\$10.00	125,0867	1.00	960.00	57,655	\$576,550.00	6.13%
07	2	L		\$5 x 2		\$10	\$10.00	\$10.00	125,0347	1.00	960.00	57,679	\$576,790.00	6.13%
Total (\$10.00):														
08	1	L		\$15		\$15	\$15.00	\$15.00	50,0019	2.50	2,400.00	144,232	\$1,442,320.00	15.34%
09	1	L		\$15		\$15	\$15.00	\$15.00	249,5631	0.50	4,800.00	28,898	\$433,470.00	4.61%
10	2	L		\$5		\$15	\$15.00	\$15.00	125,0000	1.00	960.00	57,695	\$865,425.00	9.20%
Total (\$15.00):														
11	1	L		\$20		\$20	\$20.00	\$20.00	49,9981	2.50	2,400.00	144,243	\$2,163,645.00	23.00%
12	1	L		\$20		\$20	\$20.00	\$20.00	501,6608	0.25	240.00	14,376	\$287,520.00	3.06%
13	2	L		\$10 x 2		\$20	\$20.00	\$20.00	498,7121	0.25	240.00	14,461	\$288,220.00	3.08%
14	3	L		\$5 x 2		\$10	\$20.00	\$20.00	500,0653	0.25	240.00	14,421	\$288,420.00	3.07%
Total (\$20.00):														
Total (Low Tiers):														
Mid Tiers														
15	1	M		\$50		\$50	\$50.00	\$50.00	4785,5639	0.03	25.00	1,607	\$75,350.00	0.80%
16	1	M		\$50		\$50	\$50.00	\$50.00	2389,6206	0.05	50.00	3,018	\$150,900.00	1.60%
17	5	M		\$20 + (\$10 x 2) + (\$5 x 2)		\$50	\$50.00	\$50.00	4791,9435	0.03	25.00	1,606	\$75,250.00	0.80%
18	4	M		\$20 x 2 + (\$5 x 2)		\$50	\$50.00	\$50.00	4785,5639	0.03	25.00	1,607	\$75,350.00	0.80%
19	3	M		\$20 x 2		\$10	\$50.00	\$50.00	4754,0376	0.03	25.00	1,617	\$75,850.00	0.81%
Total (\$50.00):														
20	1	M		\$100		\$100	\$100.00	\$100.00	11803,3961	0.01	10.00	611	\$61,100.00	0.65%
21	1	M		\$100		\$100	\$100.00	\$100.00	4738,4198	0.03	25.00	1,522	\$152,200.00	1.62%
22	8	M		(\$20 x 2) + (\$15 x 2) + (\$10 x 2) + (\$5 x 2)		\$100	\$100.00	\$100.00	9245,9836	0.01	13.00	780	\$78,000.00	0.83%
23	6	M		\$50 + \$20 + (\$10 x 2) + (\$5 x 2)		\$100	\$100.00	\$100.00	9105,5028	0.01	13.00	792	\$79,200.00	0.84%
Total (\$100.00):														
24	1	M		\$200		\$200	\$200.00	\$200.00	15024,7396	0.01	8.00	480	\$96,000.00	1.02%
25	1	M		\$200		\$200	\$200.00	\$200.00	14778,4324	0.01	8.00	488	\$97,600.00	1.04%
26	6	M		\$100 + \$50 + (\$20 x 2) + (\$5 x 2)		\$200	\$200.00	\$200.00	14718,1122	0.01	8.00	490	\$98,000.00	1.04%
27	10	M		(\$50 x 2) + (\$20 x 2) + (\$15 x 2) + (\$10 x 2) + (\$5 x 2)		\$200	\$200.00	\$200.00	14808,7782	0.01	8.00	487	\$97,400.00	1.04%
Total (\$200.00):														
Total (Mid Tiers):														
High Tiers														
28	1	H		\$1,000		\$1,000	\$1,000.00	\$1,000.00	721187,5000	0.00	0.17	10	\$10,000.00	0.11%
29	1	H		\$1,000		\$1,000	\$1,000.00	\$1,000.00	721187,5000	0.00	0.17	10	\$10,000.00	0.11%
Total (\$1,000.00):														
30	1	H		\$30,000		\$30,000	\$30,000.00	\$30,000.00	1802868,7500	0.00	0.07	4	\$120,000.00	1.28%
31	1	H		\$30,000		\$30,000	\$30,000.00	\$30,000.00	1802868,7500	0.00	0.07	4	\$120,000.00	1.28%
Total (\$30,000.00):														
Total (High Tiers):														
Total:														
Exact Quantity by Kind Level														

ORIGINAL ORDER

SHIPMENT # 1
COMPLETE
POOLS # 1-68

7211875	403865	461560	115390	173069	28898	57655	57679	28898	57695	57650	14376	14461	14421	14437	1507	3018	1505	1507	1517	611	1522	780	792	480	488	490	487	10	10	4	4
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There will be no more than twenty-eight (28) winners per pack for this game.



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

Payment Approval

April 23, 2019

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

Vendor Name:

Scientific Games, Inc

Invoice Number:

1034888

Tx Game name:

TX-2120 Double Match

PO #:

362-19-9019RV2 RL018

Shipment

Quantity

7211.88

Price

\$15.11

\$1.85

Total

\$108,971.43

\$13,341.97

Total Amount

\$122,313.40

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

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

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

Ryan Mindell (Lottery Operations Division Director)
Please return to Maria Perez in the Office of the Controller by

Date

4/24/19

Date

4/25/19

Date

4-25-19

May 3, 2019



Scientific Games International, Inc.
1500 Bluegrass Lakes Parkway Alpharetta GA 30004 770.664.3700
www.scientificgames.com

Invoice No: 1034888
Invoice Date: 19-APR-19

2019 APR 22 PM 4: 58

RECEIVED
OFFICE OF THE
CONTROLLER

Cust PO:
Terms: 30 NET
Currency: USD

Texas Lottery
Attn: Accounts Payable
P.O. BOX 16630
Austin TX 78761-6630
United States

Description	Tickets	Units	UOM	Unit Price	EXT Amount
TX-2120/DOUBLE MATCH # 1	7,211,875	7,211.88	Per Thousand	15.11000	108,971.43
TX-2120/DOUBLE MATCH -	7,211,875	7,211.88	Per Thousand	1.85000	13,341.97
MegaColor 4-Color Process					

Remit to
USD Wire Instructions:
Bank: Bank of America
Swift: BOFAUS3N
Acct name: Scientific Games International, Inc.
Acct #: 501017395032
Wire Routing #: 026009593
ACH Routing #: 122400724

Amount Gross:	122,313.40
Tax:	0.00
Freight:	0.00
Amount Net:	122,313.40

Instant Ticket Game Analysis
8/27/17-8/31/19

Average Number of Weeks for 85% Average Sell Through

Print Quantities					Print Quantities			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30
< 5M	None	Week 12*	None	None	2M	None	None	None
5M-9.99M	Week 13	Week 18	Week 15*	Week 18	3M	None	None	None
10M-14.99M	None	None	None	Week 28	4M	None	None	None
15M-19.99M	Week 23*	None	Week 33	Week 40	5M	Week 26*	Week 36	None
20M-24.99M	None	None	None	Week 45*	6M	Week 18	None	None
25M-29.99M	Week 43	None	None	None	7M	Week 25*	None	None
30M-34.99M	Week 41*	None	None	None	8M	Week 25*	Week 38*	None
>35M	None	Week 66	Week 45*	Week 53*	>9M	Week 38	Week 49	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities					Print Quantities			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30
< 5M	None	\$714,918	None	None	2M	None	None	None
5M-9.99M	\$643,343	\$727,322	\$1,030,894	\$2,013,538	3M	None	None	None
10M-14.99M	None	None	None	\$1,919,318	4M	None	None	None
15M-19.99M	\$633,249	None	\$1,264,141	\$2,076,678	5M	\$1,959,320	\$2,904,017	None
20M-24.99M	None	None	None	\$2,010,891	6M	\$3,723,656	None	None
25M-29.99M	\$669,499	None	None	None	7M	\$2,488,242	None	None
30M-34.99M	\$629,856	None	None	None	8M	\$2,822,095	\$4,005,888	None
>35M	None	\$981,218	\$2,027,184	\$3,256,460	>9M	\$3,796,966	\$3,195,590	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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