

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 1/22/2020

Game #	2148	Confirmed Packs	1,561
Game Name	Super 10s Super Ticket	Active Packs	2,017
Quantity Printed	6,118,550	Warehouse Packs	-
Price Point	\$10	Returned Packs	1,037
Start Date	6/17/2019	Printed Payout Percentage	70.08%
Top Prize	\$ 250,000	Percent Sold	94.89%
Number of Top Prizes Remaining	0	Number of Weeks Out	31

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,475,186	Actual ticket production costs
Prize payout expense	\$ 40,363,820	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 41,839,006

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 58,058,921	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 58,058,921	

Excess of Revenue over Expended \$ 16,219,915

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	\$ 459,980
Next week	\$ 580,520
Next week	\$ 907,200

Avg Weekly Sales Current Game \$ 649,233

Avg Weekly Sales \$10; 6M Qty \$ 3,723,656

Percentage Of Variance In Sales 83%

Instant Ticket Information

Recommendation

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Play the Games of Texas!

Da Vinci Report

1/22/20

Week End Date: 1/18/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	1/18/20	1/11/20	1/4/20	12/28/19
Sold/Closing	2148	\$10	6,118,550	SUPER 10S SUPER TICKET	6/17/19	2/2/20	3/18/20	31	94.89%	1,561	2,017	0	1,037	\$459,980.00	\$580,520.00	\$907,200.00	\$1,086,700.00
	2126	\$10	6,117,600	WLD 10S	7/15/19	2/2/20	3/18/20	27	98.91%	303	289	0	306	\$77,670.00	\$120,190.00	\$185,180.00	\$223,390.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18	1/5/20	2/19/20	79	75.86%	318	462	63,343	2,507	\$246,820.00	\$436,320.00	\$677,080.00	\$761,700.00

Liability for 2148 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 05/22/2019 - 09/04/2020

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	\$10.00	50910	\$509,100.00	652715	\$6,527,150.00	92.76%	5675849
2	2	N/A	\$20.00	7998	\$159,960.00	114123	\$2,282,460.00	93.45%	5717831
3	3	N/A	\$20.00	14043	\$280,860.00	230813	\$4,616,260.00	94.26%	5767638
4	4	N/A	\$20.00	14334	\$286,680.00	230515	\$4,610,300.00	94.15%	5760356
5	0	N/A	\$50.00	1000	\$50,000.00	14324	\$716,200.00	93.47%	5719271
6	0	N/A	\$50.00	1932	\$96,600.00	28605	\$1,430,250.00	93.67%	5731444
7	0	N/A	\$50.00	2117	\$105,850.00	38713	\$1,935,650.00	94.82%	5801308
8	0	N/A	\$50.00	1591	\$79,550.00	29048	\$1,452,400.00	94.81%	5800830
9	0	N/A	\$50.00	2377	\$118,850.00	43497	\$2,174,850.00	94.82%	5801512
10	0	N/A	\$50.00	1847	\$92,350.00	33799	\$1,689,950.00	94.82%	5801516
11	0	N/A	\$50.00	2837	\$141,850.00	43055	\$2,152,750.00	93.82%	5740307
12	0	N/A	\$100.00	407	\$40,700.00	4681	\$468,100.00	92.00%	5629114
13	0	N/A	\$100.00	592	\$59,200.00	9622	\$962,200.00	94.20%	5763920
14	0	N/A	\$100.00	357	\$35,700.00	4747	\$474,700.00	93.01%	5690587
15	0	N/A	\$100.00	683	\$68,300.00	11510	\$1,151,000.00	94.40%	5775814
16	0	N/A	\$100.00	667	\$66,700.00	11523	\$1,152,300.00	94.53%	5783761
17	0	N/A	\$100.00	538	\$53,800.00	8657	\$865,700.00	94.15%	5760553
18	0	N/A	\$100.00	533	\$53,300.00	8666	\$866,600.00	94.21%	5764034
19	0	N/A	\$100.00	550	\$55,000.00	8663	\$866,300.00	94.03%	5753283
20	0	N/A	\$100.00	292	\$29,200.00	4797	\$479,700.00	94.26%	5767475
21	0	N/A	\$500.00	14	\$7,000.00	233	\$116,500.00	94.33%	5771749
22	0	N/A	\$500.00	41	\$20,500.00	728	\$364,000.00	94.67%	5792333
23	0	N/A	\$500.00	78	\$39,000.00	1455	\$727,500.00	94.91%	5807234
24	0	N/A	\$500.00	34	\$17,000.00	748	\$374,000.00	95.65%	5852526
25	0	N/A	\$500.00	49	\$24,500.00	978	\$489,000.00	95.23%	5826623
26	0	N/A	\$500.00	27	\$13,500.00	736	\$368,000.00	96.46%	5902035
27	0	N/A	\$10,000.00	0	\$0.00	2	\$20,000.00	100.00%	6118550
28	0	N/A	\$10,000.00	1	\$10,000.00	3	\$30,000.00	75.00%	4588912
29	0	N/A	\$250,000.00	0	\$0.00	2	\$500,000.00	100.00%	6118550
30	0	N/A	\$250,000.00	0	\$0.00	2	\$500,000.00	100.00%	6118550
Totals:				105849	\$2,515,050.00	1,536,960	\$40,363,820.00		

NO. OF TICKETS 6,118,550 MIN: 5,880,000
 NO. POOLS: 50,99 MAX: 6,120,000
 PACK SIZE: 2,400
 PACKS/POOL: 122,371
 PACKS/GAME: 6,118,550

TEXAS LOTTERY COMMISSION
 "SUPER 10s SUPER TICKET" - GAME NUMBER 2148
 PRIZE STRUCTURE
 APRIL 29, 2019 - VERSION 4
 \$10 TICKETS \$61,185,500 - REVENUE PRIZE FUN - \$42,878,870 PAYOUT % - 70.0801700%

PRIZE TIER	# OF WINS	TIER CODE	GET	WINS	ODDS OF 1 IN:	WINNERS IN 50.99 POOLS	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$10	\$10	8.70	703,625	5.75	13,800	\$ 7,036,250	16.41%	
2	1	L	\$20	\$20	50.10	122,121	1.00	2,400	\$ 2,442,420	5.70%	
3	4	L	\$5 x 4	\$20	24.99	244,856	2.00	4,800	\$ 4,897,120	11.42%	LOW TIER
4	2	L	\$10 x 2	\$20	24.99	244,849	2.00	4,800	\$ 4,896,980	11.42%	
5	1	M	\$50	\$50	399.28	15,324	-	300	\$ 766,200	1.79%	
6	1	M	\$10 (5X)	\$50	200.37	30,537	-	600	\$ 1,526,850	3.56%	
7	10	M	\$5 x 10	\$50	149.85	40,830	-	800	\$ 2,041,500	4.76%	
8	3	M	(\$20 x 2) + \$10	\$50	199.70	30,639	-	600	\$ 1,531,950	3.57%	
9	6	M	(\$5 x 5) + \$5 (5X)	\$50	133.38	45,874	-	900	\$ 2,293,700	5.35%	
10	5	M	\$10 x 5	\$50	171.65	35,646	-	700	\$ 1,782,300	4.16%	
11	1	M	\$50 (SUPER \$50)	\$50	133.32	45,892	-	900	\$ 2,294,600	5.35%	
12	1	M	\$100 (WINS100)	\$100	1,202.55	5,088	-	100	\$ 508,800	1.19%	
13	15	M	(\$10 x 5) + (\$5 x 10)	\$100	599.04	10,214	-	200	\$ 1,021,400	2.38%	
14	1	M	\$10 (10X)	\$100	1,198.78	5,104	-	100	\$ 510,400	1.19%	
15	5	M	(\$20 x 2) + (\$5 x 2) + \$50 (SUPER \$50)	\$100	501.81	12,193	-	240	\$ 1,219,300	2.84%	
16	9	M	\$50 (SUPER \$50) + (\$10 x 2) + (\$5 x 6)	\$100	501.93	12,190	-	240	\$ 1,219,000	2.84%	
17	2	M	\$50 (SUPER \$50) + \$5 (10X)	\$100	665.42	9,195	-	180	\$ 919,500	2.14%	
18	6	M	\$50 (SUPER \$50) + (\$10 x 5)	\$100	665.13	9,199	-	180	\$ 919,900	2.15%	
19	2	M	\$50 (SUPER \$50) x 2	\$100	664.12	9,213	-	180	\$ 921,300	2.15%	
20	10	M	\$10 x 10	\$100	1,202.31	5,089	-	100	\$ 508,900	1.19%	
21	1	M	\$500	\$500	24,771.46	247	-	5	\$ 123,500	0.29%	
22	9	M	(\$50 x 4) + \$100 (WINS100) + (\$50 (SUPER \$50) x 2) + (\$5 x 20) + \$10 (5X)	\$500	7,956.50	769	-	15	\$ 384,500	0.90%	
23	26	M	\$100 (WINS100) x 2 + (\$5 x 20) + \$10 (5X)	\$500	3,991.23	1,533	-	30	\$ 766,500	1.79%	
24	18	M	\$20 (10X) + (\$10 x 10) + (\$20 x 5) + (\$50 (SH \$10 (5X) x 2) + (\$10 x 20) + (\$20 x 10)	\$500	7,824.23	782	-	15	\$ 391,000	0.91%	
25	32	M	(\$50 (SUPER \$50) x 5) + \$100 (WINS100) + \$10,000	\$500	5,957.69	1,027	-	20	\$ 513,500	1.20%	MID TIER
26	8	M	(\$50 (SUPER \$50) x 5) + \$100 (WINS100) + \$10,000	\$500	8,019.07	763	-	15	\$ 381,500	0.89%	
27	1	H	(\$50 (10X) x 6) + (\$100 (5X) x 6) + (\$100 x 2	\$10,000	3,059,275.00	2	***	-	\$ 20,000	0.05%	
28	50	H	(\$50 (10X) x 6) + (\$100 (5X) x 6) + (\$100 x 2	\$10,000	1,529,637.50	4	***	-	\$ 40,000	0.09%	
29	1	H	\$250,000	\$250,000	3,059,275.00	2	***	-	\$ 500,000	1.17%	HIGH TIER
30	32	H	\$500 (10X) x 30 + \$10,000 (5X) x 2	\$250,000	3,059,275.00	2	***	-	\$ 500,000	1.17%	
2 Decimals: 3.72						1,642,809	10.75	32,220	\$ 42,878,870	100.00%	
4 Decimals: 3.7244											

5X symbol = WINX5 (win 5 TIMES the prize)
 10X symbol = WINX10 (win 10 TIMES the prize)
 Money Bag symbol = WINS100 (win \$100)
 2 matching symbols = SUPER \$50 (win \$50)

TEXAS LOTTERY COMMISSION
 "SUPER 10s SUPER TICKET" - GAME NUMBER 2148
 PRIZE STRUCTURE
 APRIL 29, 2019 - VERSION 4

WIN	GET	A	B	C	D
\$10	\$10	6 = \$ 60	4 = \$ 40	5 = \$ 50	8 = \$ 80
\$20	\$20	0 = \$ 0	3 = \$ 60	0 = \$ 0	1 = \$ 20
\$20	\$5 x 4	3 = \$ 60	1 = \$ 20	2 = \$ 40	2 = \$ 40
\$20	\$10 x 2	2 = \$ 40	2 = \$ 40	3 = \$ 60	1 = \$ 20
		11 = \$ 160	10 = \$ 160	10 = \$ 150	12 = \$ 160

* Each of the four GLEPS types will be used in approximately 25% of the packs in the game.
 ** Numbers are rounded.
 *** Exact prize delivery to the TLC.
 NOTE: There will be no more than 16 winners per pack.



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable Bingo Open

May 24, 2019

Payment Approval

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

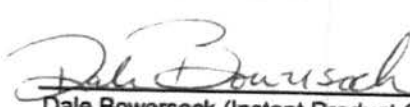
Vendor Name: IGT Global Solutions Corporation
Invoice Number: 90107353
Tx Game name: Super 10s Super Ticket Game #2148
PO #: 362-19-9009RL016

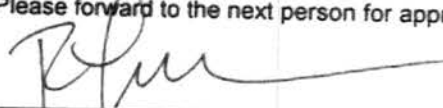
	Quantity:	Unit Price:	Amount
Truck 1	983.600	\$237.53	\$233,634
Truck 2	858.250	\$237.53	\$203,860
Truck 3	838.200	\$237.53	\$199,097
Truck 4	858.650	\$237.53	\$203,955
Truck 5	860.750	\$237.53	\$204,453
Truck 6	861.700	\$237.53	\$204,679
Truck 7	857.400	\$237.53	\$203,658
holographic inserts	122.371	\$178.53	\$21,846.8

Total Amount Due

\$1,475,186.07

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 Tironi (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

5/28/19
Date

5/31/19
Date

6-3-19
Date

June 3, 2019

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

Average Number of Weeks for 85% Average Sell Through

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 13	Week 18	Week 15*	Week 18	3M	None	None	None	Week 57
10M-14.99M	None	None	None	Week 28	4M	None	None	None	None
15M-19.99M	Week 23*	None	Week 33	Week 40	5M	Week 26*	Week 36	None	None
20M-24.99M	None	None	None	Week 45*	6M	Week 18	None	None	None
25M-29.99M	Week 43	None	None	None	7M	Week 25*	None	None	None
30M-34.99M	Week 41*	None	None	None	8M	Week 25*	Week 38*	None	None
>35M	None	Week 66	Week 45*	Week 53*	>9M	Week 38	Week 49	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

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	\$643,343	\$727,322	\$1,030,894	\$2,013,538	3M	None	None	None	\$2,730,007
10M-14.99M	None	None	None	\$1,919,318	4M	None	None	None	None
15M-19.99M	\$633,249	None	\$1,264,141	\$2,076,678	5M	\$1,959,320	\$2,904,017	None	None
20M-24.99M	None	None	None	\$2,010,891	6M	\$3,723,656	None	None	None
25M-29.99M	\$669,499	None	None	None	7M	\$2,488,242	None	None	None
30M-34.99M	\$629,856	None	None	None	8M	\$2,822,095	\$4,005,888	None	None
>35M	None	\$981,218	\$2,027,184	\$3,256,460	>9M	\$3,796,966	\$3,195,590	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