## Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information


Weekly Sales Comparison Information
Previous 3 Weeks Sales from DaVinci

| Weekly Sales Comparison Information |  |  |
| :---: | :---: | ---: |
| Previous 3 Weeks Sales from DaVinci |  |  |
| Most recent week sales | $\$$ |  |
| Next week | $\$$ | 520,227 |
| Next week | $\$$ | 626,070 |
| Avg Weekly Sales Current Game | $\$$ | 765,222 |
| Avg Weekly Sales \$3; 15M - 19.99M Qty* | $\$$ | 637,173 |
| Percentage Of Variance In Sales | $\$$ | $1,585,325$ |

# Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS 

## Instant Ticket Information

Game \#
Game Name
Percent Sold

| 2163 | Printed Payout Percentage | 65.85\% |
| :---: | :---: | :---: |
| Texas Loteria | Actual Payout Percentage | 63.54\% |
| 97.09\% | Number of Weeks Out | 83 |

Average \# of Weeks for $85 \%$ Sell-through for Same Price Point Game With Similar Print Run.*

* There were no games in the $>35 \mathrm{M}$ Quantity for comparison so the $15 \mathrm{M}-19.99 \mathrm{M}$ Qty was used.


## Recommendation

Based on the findings in this Summary Report, I am recommending closing the above game.
$\square I$ am recommending closing the above game based on the below business reason(s):

$$
11 / 12 / 2021
$$

[^0]11/17/2021

## Products Manager

Date

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



| Product Line | Game | \$ | Tix Run | Name | Start | Call | Close | Wks | \% Sold | Confirmed | Active | Ware | Return | Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  | 11/6/21 | 10/30/21 | 10/23/21 | 10/16/21 |
| Sold/Closing | 2163 | \$3 | 41,105,925 | TEXAS LOTERIA | 4/6/20 |  |  | 83 | 97.09\% | 6,751 | 3,630 | 540 | 139 | \$520,227.00 | \$626,070.00 | \$765,222.00 | \$947,292.00 |
|  | 2334 | \$5 | 10,266,675 | \$50,000 POKER | 3/15/21 | 10/31/21 | 12/15/21 | 34 | 85.19\% | 261 | 254 | 16,577 | 685 | \$115,005.00 | \$173,860.00 | \$219,275.00 | \$273,650.00 |
|  | 2289 | \$5 | 6,021,225 | 50X SPEEDWAY RICHES | 4/5/21 | 10/3/21 | 11/17/21 | 31 | 89.46\% | 89 | 38 | 1,033 | 4,703 | -\$3,525.00 | -\$28,295.00 | -\$20,770.00 | \$34,900.00 |
|  | 2280 | \$5 | 22,744,950 | 50X THE CASH | 1/4/21 | 11/14/21 | 12/29/21 | 44 | 98.02\% | 917 | 738 | 305 | 690 | \$329,970.00 | \$544,405.00 | \$847,505.00 | \$1,187,125.00 |
|  | 2302 | \$5 | 13,948,575 | EMERALD GREEN 7 S | 5/3/21 |  |  | 27 | 95.44\% | 3,041 | 2,560 | 209 | 493 | \$656,305.00 | \$843,360.00 | \$1,104,080.00 | \$1,322,960.00 |
|  | 2332 | \$5 | 19,670,175 | SUPER CROSSWORD | 2/8/21 | 10/21/21 | 12/5/21 | 39 | 82.00\% | 2,965 | 1,191 | 27,115 | 253 | \$895,280.00 | \$1,569,225.00 | \$1,999,535.00 | \$2,023,150.00 |
|  | 2249 | \$5 | 54,041,700 | SUPER LOTERIA | 11/2/20 |  |  | 53 | 92.12\% | 21,262 | 7,409 | 16,880 | 51 | \$2,724,205.00 | \$3,130,985.00 | \$4,205,935.00 | \$4,582,310.00 |
|  | 2291 | \$5 | 12,237,675 | WILLY WONKA GOLDEN TICKET | 3/1/21 | 10/3/21 | 11/17/21 | 36 | 71.45\% | 62 | 26 | 41,518 | 2,926 | \$4,290.00 | \$6,015.00 | \$23,520.00 | \$85,345.00 |
|  | 2320 | \$10 | 10,137,050 | LIMITED EDITION | 2/1/21 | 10/31/21 | 12/15/21 | 40 | 61.72\% | 360 | 342 | 73,447 | 686 | \$173,200.00 | \$228,030.00 | \$287,150.00 | \$362,900.00 |
|  | 2287 | \$20 | 8,996,025 | \$1,000,000 CROSSWORD | 2/1/21 |  |  | 40 | 95.43\% | 8,341 | 2,228 | 985 | 158 | \$1,123,000.00 | \$1,337,440.00 | \$1,422,620.00 | \$1,728,900.00 |
|  | 2255 | \$20 | 9,050,125 | \$1,000,000 EXTREME CASH | 9/8/20 |  |  | 61 | 92.87\% | 13,091 | 5,238 | 1,697 | 98 | \$1,488,740.00 | \$1,512,400.00 | \$1,475,240.00 | \$1,489,320.00 |
|  | 2282 | \$20 | 9,107,850 | 200X THE CASH | 1/4/21 | 11/14/21 | 12/29/21 | 44 | 91.36\% | 2,120 | 1,320 | 21,868 | 400 | \$844,120.00 | \$1,162,980.00 | \$1,421,720.00 | \$1,481,740.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

## Liability for 2163 / for Life to Date

| Product Status: $\quad$ SmartCash Enabled: Validation Range: 02/01/2019-12/31/2037 |  |
| :---: | :---: |
| Active |  |
| Outstanding Prizes |  |


| Tier |  | SmartCash | Tier Value | Count | Amount | Tickets Paid Life to Date | Amount Paid Life to Date | \% paid | Est. Tickets Sold |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 1 | N/A | \$3.00 | 412294 | \$1,236,882.00 | 4246153 | \$12,738,459.00 | 91.15\% | 37467861 |
| 2 | 2 | N/A | \$4.00 | 182503 | \$730,012.00 | 2009730 | \$8,038,920.00 | 91.68\% | 37683864 |
| 3 | 3 | N/A | \$7.00 | 73103 | \$511,721.00 | 1297137 | \$9,079,959.00 | 94.66\% | 38912903 |
| 4 | 4 | N/A | \$10.00 | 42178 | \$421,780.00 | 642850 | \$6,428,500.00 | 93.84\% | 38574983 |
| 5 | 5 | N/A | \$17.00 | 21623 | \$367,591.00 | 526547 | \$8,951,299.00 | 96.06\% | 39484469 |
| 6 | 6 | N/A | \$20.00 | 28522 | \$570,440.00 | 519557 | \$10,391,140.00 | 94.80\% | 38966775 |
| 7 | 0 | N/A | \$30.00 | 5248 | \$157,440.00 | 145573 | \$4,367,190.00 | 96.52\% | 39675594 |
| 8 | 0 | N/A | \$33.00 | 4691 | \$154,803.00 | 132268 | \$4,364,844.00 | 96.57\% | 39698000 |
| 9 | 0 | N/A | \$50.00 | 4278 | \$213,900.00 | 47106 | \$2,355,300.00 | 91.67\% | 37683631 |
| 10 | 0 | N/A | \$80.00 | 768 | \$61,440.00 | 24544 | \$1,963,520.00 | 96.97\% | 39858716 |
| 11 | 0 | N/A | \$300.00 | 1672 | \$501,600.00 | 16146 | \$4,843,800.00 | 90.62\% | 37248639 |
| 12 | 0 | N/A | \$3,000.00 | 49 | \$147,000.00 | 536 | \$1,608,000.00 | 91.62\% | 37662864 |
| 13 | 0 | N/A | \$50,000.00 | 1 | \$50,000.00 | 19 | \$950,000.00 | 95.00\% | 39050625 |
|  |  |  | Totals: | 776930 | \$5,124,609.00 | 9,608,166 | \$76,080,931.00 |  |  |


| NO. OF TICKETS: | $41,105,925$ | MIN: | 40,283,807 |  |
| :--- | ---: | ---: | :--- | :--- |
| No. POOLS: | 342.55 | MAX: | 41,928,044 |  |
| PACK SIZE: | 75 |  |  |  |
| PACKS/POOL: | 1,600 |  |  |  |
| PACKS/GAME: | 548,079 |  |  |  |
|  |  | $41,105,925$ |  |  |

TEXAS LOTTERY COMMISSION
TEXAS LOTERIA" - GAME NUMBER 2163
END OF PRODUCTION PRIZE STRUCTURE

$$
\text { October 16, } 2018 \text { - VERSION } 2
$$

PRIZE FUND - \$81,205,540
PAYOUT \% - $65.8506367 \%$

| PRIZE <br> TIER | $\#$ <br> WINS | TIER <br> CODE | $\underline{\text { GET: }}$ |
| :---: | :---: | :---: | :--- |
|  | 1 | L | $\$ 3$ |
| 2 | 1 | L | $\$ 4$ |
| 3 | 2 | L | $\$ 3+\$ 4$ |
| 4 | 1 | L | $\$ 10$ |
| 5 | 3 | L | $\$ 3+\$ 4+\$ 10$ |
| 6 | 1 | L | $\$ 20$ |
| 7 | 2 | M | $\$ 10+\$ 20$ |
| 8 | 3 | M | $\$ 3+\$ 10+\$ 20$ |
| 9 | 1 | M | $\$ 50$ |
| 10 | 3 | M | $\$ 10+\$ 20+\$ 50$ |
| 11 | 1 | M | $\$ 300$ |
| 12 | 1 | H | $\$ 3,000$ |
| 13 | 1 | H | $\$ 50,000$ |


| WIN: | $\begin{gathered} \text { ODDS OF } \\ 1 \text { IN: } \\ \hline \end{gathered}$ | WINNERS IN $342.55$ <br> POOLS | WINNERS IN 75 <br> (PER PACK*) | WINNERS IN <br> 120,000 <br> (PER POOL) |  | PRIZE COST | PERCENT OF PRIZE FUND** | VALIDATION TIER LEVELS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$3 | 8.82 | 4,658,447 | 8.50 | 13,600 | \$ | 13,975,341 | 17.21\% |  |
| \$4 | 18.75 | 2,192,233 | 4.00 | 6,400 | \$ | 8,768,932 | 10.80\% |  |
| \$7 | 30.00 | 1,370,240 | 2.50 | 4,000 | \$ | 9,591,680 | 11.81\% |  |
| \$10 | 60.01 | 685,028 | 1.25 | 2,000 | \$ | 6,850,280 | 8.44\% |  |
| \$17 | 74.99 | 548,170 | 1.00 | 1,600 | \$ | 9,318,890 | 11.48\% | Low |
| \$20 | 75.00 | 548,079 | 1.00 | 1,600 | \$ | 10,961,580 | 13.50\% | 73.23\% |
| \$30 | 272.55 | 150,821 | - | 440 | \$ | 4,524,630 | 5.57\% |  |
| \$33 | 300.13 | 136,959 | - | 400 | \$ | 4,519,647 | 5.57\% |  |
| \$50 | 799.98 | 51,384 | - | 150 | \$ | 2,569,200 | 3.16\% |  |
| \$80 | 1,623.97 | 25,312 | - | 74 | \$ | 2,024,960 | 2.49\% | MID |
| \$300 | 2,306.99 | 17,818 | - | 52 | \$ | 5,345,400 | 6.58\% | 23.38\% |
| \$3,000 | 70,266.54 | 585 | - |  | \$ | 1,755,000 | 2.16\% | HIGH |
| \$50,000 | 2,055,296.25 | 20 | - |  |  | 1,000,000 | 1.23\% | 3.39\% |
| 2 decimals: | 3.96 | 10,385,096 | 18.25 | 30,316 | \$ | 81,205,540 | 100.00\% | 100.00\% |
| 4 decimals: | 3.9582 |  |  |  |  |  |  |  |

TEXAS LOTTERY COMMISSION
"TEXAS LOTERIA" - GAME NUMBER 2163 PRIZE STRUCTURE
October 16, 2018 - VERSION 2

|  |  | Consolidated odds are 1 in: | \$3 | 8.82 | 4,658,447 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \$4 | 18.75 | 2,192,233 |  |
|  |  | \$7 | 30.00 | 1,370,240 |  |
|  |  | \$10 | 60.01 | 685,028 |  |
|  |  | \$17 | 74.99 | 548,170 |  |
|  |  | \$20 | 75.00 | 548,079 |  |
|  |  | \$30 | 272.55 | 150,821 |  |
|  |  | \$33 | 300.13 | 136,959 |  |
|  |  | \$50 | 799.98 | 51,384 |  |
|  |  | \$80 | 1,623.97 | 25,312 |  |
|  |  | \$300 | 2,306.99 | 17,818 |  |
|  |  | \$3,000 | 70,266.54 | 585 |  |
|  |  | \$50,000 | 2,055,296.25 | 20 |  |
|  |  |  |  | 10,385,096 |  |
| PRIZE | GET: |  | A | B | C | $\underline{\mathrm{D}}$ |  |
| \$3 | \$3 |  | 7 = \$ 21 | $10=\$ 30$ | $9=\$ 27$ | $8=\$ 24$ |  |
| \$4 | \$4 |  | $5=\$ 20$ | $2=\$ 8$ | $5=\$ 20$ | 4 = \$ 16 |  |
| \$7 | \$3+\$4 |  | $2=\$ 14$ | $3=\$ 21$ | $2=\$ 14$ | $3=\$ 21$ |  |
| \$10 | \$10 |  | $0=\$ 0$ | $3=\$ 30$ | $1=\$ 10$ | $1=\$ 10$ |  |
| \$17 | \$3+\$4+\$10 |  | $2=\$ 34$ | $0=\$ 0$ | $1=\$ 17$ | $1=\$ 17$ |  |
| \$20 | \$20 |  | $\underline{1}=\$ 20$ | $\underline{1}=\$ 20$ | $\underline{1}=\underline{\$ 20}$ | $\underline{1}=\$ 20$ |  |
|  |  |  | $17 \quad \$ 109$ | $19 \quad \$ 109$ | 19 \$108 | 18 | \$108 |

* Each of the following GLEPS will be used in approximately $25 \%$ of each pack tickets.
** Numbers are rounded.
Note: There will be no more than 21 winners per pack for this game.


## Interoffice Memo

Gary Grief, Executive Director Michael P. Farrell, Charitable Bingo Open
rayment Approval
February 1, 2019

The attached invoices) for service is being submitted for approval.


Rounding Adjustment

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


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


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


February 11, 2019


IGT Global Solutions Corporation
$\mathrm{d} / \mathrm{b} / \mathrm{a}$ IGT Solutions Corp. in the state of Texas
10 Memorial Boulevard
Providence, RI 02903
USA
Telephone 401 392-1000
Fax 401 392-1234
FED ID No. 05-0389840

BILL TO: 20318
Texas Lottery Commission
Gary Grief, Executive Director
611 East 6th street
Austin TX 78701

## INVOICE

INVOICE NUMBER: 90105527
DATE

- Pebruary 1, 2019


| INV ITEM NO. | SALES ORD. | DESCRIPTION QUANTITY |  | UNITPRICE |  | $\begin{aligned} & \text { EXTENDED } \\ & \text { AMOUNT } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CUSTOMER PO NO. | SO ITEM NO |  |  |  |  |  |
| 004 <br> game\# 2163 | $\begin{aligned} & 82262 \\ & 040 \end{aligned}$ | "TRXAS LOTERIA" 2163 -Truck\#4 2,968,200 | PC | 0.02917 |  | 86.582.39 |
|  |  | 8.0" $\times 4.00^{\prime \prime}$ Tickets ${ }^{\text {a }}$ \$ $19.77 / \mathrm{M}$ |  |  |  |  |
|  |  | Full UV © $2.56 / \mathrm{M}$ |  |  |  |  |
|  |  | Player's Mark \$ \$3.64/M |  |  |  |  |
|  |  | Synchronized Printing \$3.20/M |  |  |  |  |
|  |  | Synchronized Printing (\$2,500 Set Up Charge) \$ Waived |  |  |  |  |
|  |  | Synchronized Printing (\$1,00 per each additional grid $\times 11$ grids) \$Waived |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  | TOTAL \$ $29.17 / \mathrm{M}$ |  |  |  |  |
| $005$ <br> game\# 2163 | 82262 | "TEXAS LOTERIA" 2163 -Truck\#5 2,956,500 | PC | 0.02917 |  | 86,241.11 |
|  | 060 | 8.0" X $4.00^{\prime \prime}$ Tickets $\$ 19.77 / \mathrm{M}$ |  |  |  |  |
|  |  | Full UV \$ $2.56 / \mathrm{M}$ |  |  |  |  |
|  |  | Player's Mark \$3.64/M |  |  |  |  |
|  |  | Synchronized Printing \$3.20/M |  |  |  |  |
|  |  | Synchronized Printing ( $\$ 2.500$ Set Up Charge) $\$$ Waived <br> Synchronized printing ( $\$ 1,00$ per each additional grid $\times 11$ grids) $\$$ |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  | Waived |  |  |  |  |
|  |  | TOTAL \$ $29.17 / \mathrm{M}$ |  |  |  |  |
| 006 | 82262 | "TEXAS LOTERIA" 2163 -Truck\#6 2,964,075 | PC | 0.02917 |  | 86.462.07 |
| game\# 2163 | 070 | $8.0{ }^{\circ} \times 4.00^{\circ} \mathrm{Tickets}$ \$ $19.77 / \mathrm{M}$ |  |  |  |  |
|  |  | Full UV \$ $2.56 / \mathrm{M}$ |  |  |  |  |
|  |  | Player's Mark \$3.64/M |  |  |  |  |
|  |  | Synchronized Printing \$3.20/M |  |  |  |  |
|  |  | Synchronized Printing ( $\$ 2,500$ Set Up Charge) $\$$ waived Synchronized Printing (\$1,00 per each additional grid $\times 11$ grids) \$ |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  | Waived |  |  |  |  |
|  |  | TOTAL \$ $29.17 / \mathrm{M}$ |  |  |  |  |
| 007 <br> game\# 2163 | 82262 | "TEXAS LOTERIA" 2163 -Truck\#7 2,940,150 |  | 0.02917 |  | 85,764.18 |
|  | 080 | 8.0" $\times 4.00^{\prime \prime}$ Tickets $\$ 19.77 / \mathrm{M}$ |  |  |  |  |
|  |  | Full UV © ${ }^{\text {a }} 2.56 / \mathrm{M}$ |  |  |  |  |
|  |  | Player's Mark \# $\$ 3.64 / \mathrm{M}$ |  |  |  |  |
|  |  | Synchronized Printing \$3.20/M |  |  |  |  |
|  |  | Synchronized Printing (\$2,500 Set Up Charge) \$ Waived |  |  |  |  |
|  |  | Synchronized Printing (\$1,00 per each additional grid x 11 grids) \$ |  |  |  |  |
|  |  | Waived |  |  |  |  |
|  |  | TOTAL \$ \$ $29.17 / \mathrm{M}$ |  |  |  |  |




## REMARKS :

Unrounded Invoice Total $\$ 1,199,059.8322$
PAKMENT TERMS:
Due within 30 days

| INV ITEM NO. | SALES ORD. |  | UNIT | QUANTITY | EXTENDED |
| :--- | :--- | :--- | :--- | :--- | :--- |
| CUSTOMER PO NO. | SO ITEM NO | DESCRIPTION |  | PRICB |  |

## Remittance:

please remit payment in USD:
For wire transfer payments:
Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
SWIFT: WFBIUS6S
ABA No. 121000248
Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
ABA No. 121000248
Account No. 4417073848 Account No. 4417073848
Account Name: IGT Global Solutions Corp Account Name: IGT Global Solutions Corporation


Closing Scratch Ticket Game Analysis
2/24/19-2/27/21
Average Number of Weeks for 85\% Average Sell Through


Average Weekly Dollar Sales at 85\% Average Sell Through


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


[^0]:    Scratch Ticket Strategy Coordinator

