

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

6/29/2020

Game #	2207	Confirmed Packs	1,210
Game Name	James Bond 007	Active Packs	1,349
Quantity Printed	7,098,225	Warehouse Packs	22
Price Point	\$5	Returned Packs	83
Start Date	3/2/2020	Printed Payout Percentage	68.23%
Top Prize	\$ 100,000	Percent Sold	96.86%
Number of Top Prizes Remaining	1	Number of Weeks Out	16

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 410,867	Actual ticket production costs
2% Licensing Fee	\$ 708,000	
Promotion Fee	\$ 516,000	
Trip Prize Allocation (incl With. Tax)	\$ 59,987	From EOPPS
Prize payout expense	\$ 22,588,600	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 24,283,454

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 34,376,704	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u>\$ 34,376,704</u>	

Excess of Revenue over Expended \$ 10,093,249

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	\$	299,065
Next week	\$	464,555
Next week	\$	719,960
Avg Weekly Sales Current Game	\$	494,527
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,810,073
Percentage Of Variance In Sales		73%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<div>2207</div>	Printed Payout Percentage	<div>68.23%</div>
Game Name	<div>James Bond 007</div>	Actual Payout Percentage	<div>65.88%</div>
Percent Sold	<div>96.86%</div>	Number of Weeks Out	<div>16</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<div>19</div>

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):

Scratch Ticket Strategy Coordinator Date

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 Date

Controller Date

Executive Director Date

Not Required.
>85% Sold

Bowersock, Dale

From: Tirloni, Robert
Sent: Monday, June 29, 2020 10:19 AM
To: Bowersock, Dale
Subject: FW: For Approval: July Pre-call Recommendations
Attachments: 2206_Master.pdf; 2207_Master.pdf

Importance: High

I'm approving the Game Close Analysis for 2206 and 2207 that are attached to this email.

Robert Tirloni
Products Manager | Texas Lottery Commission
Office: 512-344-5406

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, June 29, 2020 7:52 AM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: RE: For Approval: July Pre-call Recommendations

So sorry about that. Not sure what I was doing to not catch these.
Revised attached.

From: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Sent: Sunday, June 28, 2020 9:41 PM
To: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Subject: FW: For Approval: July Pre-call Recommendations
Importance: High

For 2206, the cost to print should be \$110,200.
For 2207, the promo fee looks to be \$516,000 unless I'm missing something.

Once you look at these, send them back to me and I'll then I'll approve.

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, June 22, 2020 4:57 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: For Approval: July Pre-call Recommendations

Approved for Pre-Call on July 3, 2020.

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Monday, June 22, 2020 1:31 PM
To: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>

Cc: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>; ProductsScratchTeam
<ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: July Pre-call Recommendations

CAUTION: This email originated outside the Texas Lottery's email system.
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Hi Dale,

I do not have concerns with this list.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, June 22, 2020 11:05 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: Tirloni, Robert <robert.tirloni@lottery.state.tx.us>; ProductsScratchTeam
<ProductsScratchTeam@lottery.state.tx.us>
Subject: July Pre-call Recommendations

[THIS MESSAGE ORIGINATED FROM A NON-IGT EMAIL ADDRESS]

Riley,
The games listed here are the ones I am recommending for Pre-Call on July 3, 2020. Please note these are all mature games with over 85% sell-through.

\$1, #2206, *Tic Tac Toad*, 85.85% sold, last week's sales = \$196,242
\$5, #2199, *88 Fortunes*®, 94.07% sold, last week's sales = \$440,660
\$5, #2207, *James Bond 007*™, 96.86% sold, last week's sales = \$299,065
\$10, #2202, *Jumbo Bucks 300X*, 94.89% sold, last week's sales = \$447,680
\$10, #2224, *\$250,000 50X Cashword*, 98.70% sold, last week's sales = \$285,020

Game close dates:

- Pre-Call = 7/3/20
- Call = 8/2/20
- Close = 9/16/20
- EOY = 3/15/21

Please let me know if you have any concerns with pre-calling these games.

Thanks,
Dale

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Da Vinci Report

6/22/20

Week End Date:6/20/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/20/20	6/13/20	6/6/20	5/30/20
Mature	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			31	52.34%	12,562	9,693	91,459	19	\$1,648,685.00	\$1,724,845.00	\$1,858,715.00	\$1,950,340.00
	2195	\$5	20,072,100	MONOPOLY 50X	1/6/20			24	72.79%	14,661	10,177	44,917	36	\$2,053,720.00	\$2,210,995.00	\$2,508,310.00	\$2,769,685.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			27	51.42%	24,306	12,071	221,817	18	\$4,770,190.00	\$4,798,265.00	\$5,066,965.00	\$5,147,335.00
	2192	\$5	7,218,150	TRIPLE DOUBLE 777 RED HOT	2/17/20			18	85.19%	6,762	5,257	1,153	287	\$905,305.00	\$984,585.00	\$1,130,140.00	\$1,331,720.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			94	80.41%	15,099	5,981	86,954	357	\$2,782,140.00	\$2,993,310.00	\$3,182,050.00	\$3,578,040.00
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			40	87.45%	26,433	10,037	23,516	30	\$6,480,270.00	\$6,627,410.00	\$7,040,000.00	\$7,317,510.00
	2196	\$10	13,192,900	MONOPOLY 100X	1/6/20			24	75.65%	18,187	9,130	33,729	11	\$2,799,800.00	\$3,088,090.00	\$3,513,690.00	\$4,058,030.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			162	54.14%	13,045	6,203	613,598	60	\$2,808,540.00	\$2,869,840.00	\$2,943,040.00	\$3,325,880.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			16	33.36%	27,166	9,006	278,543	25	\$6,211,260.00	\$6,205,880.00	\$6,469,800.00	\$7,016,620.00
	2197	\$20	8,934,650	MONOPOLY 200X	1/6/20			24	55.02%	18,388	8,689	130,347	26	\$2,961,440.00	\$3,170,060.00	\$3,557,740.00	\$4,050,480.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20			20	53.43%	16,061	6,631	108,987	10	\$2,579,740.00	\$2,291,580.00	\$2,557,980.00	\$3,607,180.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			14	18.22%	17,653	8,405	364,506	17	\$4,376,700.00	\$4,457,640.00	\$4,667,880.00	\$5,068,440.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			118	35.24%	7,113	3,266	869,083	29	\$2,088,150.00	\$1,989,210.00	\$2,031,090.00	\$2,078,700.00
	2190	\$50	5,506,820	PREMIER PLAY	12/2/19			29	62.91%	10,339	4,814	84,216	37	\$4,969,450.00	\$5,071,950.00	\$5,054,450.00	\$5,190,350.00
Sold/Closing	2200	\$1	9,245,700	QUICK 7S	2/3/20	7/5/20	8/19/20	20	92.55%	1,801	1,045	5	913	\$68,331.00	\$74,763.00	\$93,161.00	\$105,900.00
	2198	\$2	7,218,250	HEARTS	1/20/20	7/5/20	8/19/20	22	91.03%	1,877	1,373	316	669	\$123,346.00	\$126,802.00	\$162,002.00	\$193,864.00
	2115	\$2	7,216,500	WILD CASH	12/16/19	6/7/20	7/22/20	27	94.09%	445	325	1	1,478	\$24,716.00	\$52,812.00	\$71,876.00	\$75,576.00
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18	6/15/20	7/30/20	92	99.23%	1,011	567	9	879	\$78,855.00	\$95,694.00	\$117,825.00	\$150,054.00
	2201	\$5	6,234,900	\$50,000 POKER	2/3/20	7/5/20	8/19/20	20	97.54%	521	578	18	512	\$111,005.00	\$154,070.00	\$222,850.00	\$323,445.00
	2199	\$5	7,131,225	88 FORTUNES	1/20/20			22	94.07%	2,540	2,018	546	75	\$440,660.00	\$568,945.00	\$676,890.00	\$811,255.00
	2180	\$5	10,212,525	BONUS 7	10/21/19	6/2/20	7/17/20	35	99.31%	70	39	1	473	\$10,100.00	\$21,545.00	\$49,700.00	\$64,085.00
	2001	\$5	8,394,075	DEUCES WILD	12/2/19	6/7/20	7/22/20	29	75.33%	909	873	20,118	3,909	\$166,250.00	\$235,740.00	\$329,350.00	\$377,240.00
	2207	\$5	7,098,225	JAMES BOND 007	3/2/20			16	96.86%	1,210	1,349	22	83	\$299,065.00	\$464,555.00	\$719,960.00	\$1,168,775.00
	2211	\$5	7,341,450	PINK DIAMOND 7S	3/16/20			14	91.94%	3,273	3,648	393	114	\$941,745.00	\$1,339,595.00	\$1,789,190.00	\$2,194,385.00
	2186	\$5	7,113,225	POWER 5S	11/18/19	6/7/20	7/22/20	31	95.90%	280	363	1,652	799	\$95,425.00	\$152,450.00	\$216,850.00	\$303,375.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18	7/5/20	8/19/20	82	98.73%	1,083	1,033	262	257	\$233,095.00	\$278,525.00	\$371,610.00	\$469,975.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19	7/5/20	8/19/20	74	99.70%	327	134	19	310	\$29,560.00	\$46,875.00	\$55,995.00	\$84,925.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19			33	98.70%	1,587	612	135	315	\$285,020.00	\$387,890.00	\$580,200.00	\$890,140.00
	2208	\$10	7,142,200	\$50 OR \$100!	3/2/20			16	94.97%	3,822	2,536	45	214	\$1,321,560.00	\$2,019,320.00	\$3,073,840.00	\$4,574,760.00
	2073	\$10	6,117,950	777	12/16/19	6/5/20	7/20/20	27	99.30%	96	43	1	392	\$17,290.00	\$21,950.00	\$58,450.00	\$87,300.00
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19	6/3/20	7/18/20	31	99.37%	118	65	2	240	\$23,310.00	\$48,470.00	\$102,530.00	\$159,500.00
	2202	\$10	6,074,650	JUMBO BUCKS 300X	2/3/20			20	94.89%	3,454	1,655	14	559	\$447,680.00	\$598,100.00	\$798,900.00	\$1,135,030.00

Liability for 2207 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 12/20/2019 - 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	50578	\$252,890.00	754056	\$3,770,280.00	93.71%	6652041
2	2	N/A	\$10.00	13484	\$134,840.00	270343	\$2,703,430.00	95.25%	6761003
3	3	N/A	\$10.00	18291	\$182,910.00	336618	\$3,366,180.00	94.85%	6732402
4	4	N/A	\$20.00	1928	\$38,560.00	45349	\$906,980.00	95.92%	6808752
5	5	N/A	\$20.00	1947	\$38,940.00	45362	\$907,240.00	95.88%	6806097
6	6	N/A	\$20.00	1992	\$39,840.00	45352	\$907,040.00	95.79%	6799567
7	7	N/A	\$20.00	2157	\$43,140.00	45209	\$904,180.00	95.45%	6774978
8	0	N/A	\$25.00	466	\$11,650.00	11400	\$285,000.00	96.07%	6819464
9	0	N/A	\$25.00	479	\$11,975.00	11357	\$283,925.00	95.95%	6810961
10	0	N/A	\$25.00	511	\$12,775.00	11301	\$282,525.00	95.67%	6791148
11	0	N/A	\$25.00	528	\$13,200.00	11290	\$282,250.00	95.53%	6781093
12	0	N/A	\$35.00	5791	\$202,685.00	40340	\$1,411,900.00	87.45%	6207157
13	0	N/A	\$35.00	58	\$2,030.00	1122	\$39,270.00	95.08%	6749329
14	0	N/A	\$50.00	339	\$16,950.00	8591	\$429,550.00	96.20%	6828762
15	0	N/A	\$50.00	338	\$16,900.00	8571	\$428,550.00	96.21%	6828924
16	0	N/A	\$50.00	341	\$17,050.00	8539	\$426,950.00	96.16%	6825646
17	0	N/A	\$50.00	378	\$18,900.00	8480	\$424,000.00	95.73%	6795320
18	0	N/A	\$50.00	261	\$13,050.00	5665	\$283,250.00	95.60%	6785596
19	0	N/A	\$70.00	1565	\$109,550.00	15573	\$1,090,110.00	90.87%	6450032
20	0	N/A	\$70.00	2107	\$147,490.00	15029	\$1,052,030.00	87.70%	6225444
21	0	N/A	\$70.00	38	\$2,660.00	1128	\$78,960.00	96.74%	6866893
22	0	N/A	\$100.00	52	\$5,200.00	1450	\$145,000.00	96.54%	6852480
23	0	N/A	\$100.00	64	\$6,400.00	1427	\$142,700.00	95.71%	6793539
24	0	N/A	\$100.00	66	\$6,600.00	1405	\$140,500.00	95.51%	6779745
25	0	N/A	\$100.00	211	\$21,100.00	4248	\$424,800.00	95.27%	6762336
26	0	N/A	\$100.00	177	\$17,700.00	4272	\$427,200.00	96.02%	6815827
27	0	N/A	\$100.00	68	\$6,800.00	1421	\$142,100.00	95.43%	6774061
28	0	N/A	\$350.00	5	\$1,750.00	300	\$105,000.00	98.36%	6981860
29	0	N/A	\$350.00	45	\$15,750.00	534	\$186,900.00	92.23%	6546549
30	0	N/A	\$350.00	78	\$27,300.00	521	\$182,350.00	86.98%	6173915
31	0	N/A	\$350.00	13	\$4,550.00	287	\$100,450.00	95.67%	6790635
32	0	N/A	\$3,500.00	2	\$7,000.00	3	\$10,500.00	60.00%	4258935
33	0	N/A	\$3,500.00	3	\$10,500.00	4	\$14,000.00	57.14%	4056128
34	0	N/A	\$3,500.00	2	\$7,000.00	1	\$3,500.00	33.33%	2366075
35	0	N/A			\$100,000.00	3	\$300,000.00	75.00%	5323669
Totals:				104364	\$1,565,635.00	1,716,551			



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

Payment Approval

January 13, 2020

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

Vendor Name: Scientific Games, Inc
Invoice Number: TX01102020B
Tx Game name: Game #2207 James Bond 007
PO #: 362-20-9019RL005

DB

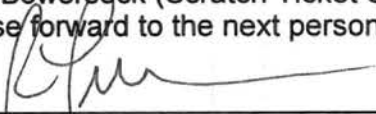
Shipment	Quantity	Price	Total
1	3493.65	\$56.00	\$195,644.40
additional charges	1.00	\$13,366.10	\$13,366.10
2	3604.58	\$56.00	\$201,856.20


Total Amount

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


Dale Bowersock (Scratch Ticket Strategy Coordinator)
Please forward to the next person for approval

DB


Robert Tirloni (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

1/13/2020
Date

1/14/2020
Date

1-15-2020
Date

January 23, 2020



2020 JAN 13 PM 2:01

Invoice: TX 01102020B
"TX 2207 - JAMES BOND 007™"
January 10, 2020

Supplier : Scientific Games International
1500 Bluegrass Lakes Parkway
Alpharetta, Georgia 30004 USA

Customer : TEXAS LOTTERY
Attn: Accounts Payable
P.O. BOX 16630
AUSTIN, TX 78761-6630
United States

<u>Game</u>	<u>Shipment</u>	<u>Description</u>	<u>Quantity</u>	<u>Price Per</u>	<u>Total Amount</u>	<u>SG Invoice #</u>
TX-2207	1	JAMES BOND 007 Additional Charges	3,493,650	56.00	\$195,644.40 \$13,366.10	1036702
TX-2207	2	JAMES BOND 007	3,604,575	56.00	\$201,856.20	1036703
Total Due					\$410,866.70	

*Please include the SG invoice numbers with your remittance

Due Date: February 10, 2020

Wire Transfer Instructions:

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

Prize Structure
TEXAS LOTTERY
GAME NO.2207 "JAMES BOND 007™"
September 10, 2019 - VERSION A

Order Quantity:			Pack Size:	75	Pool Size:	120,000	Winners:	1,820,915	Prize Fund:	Instant Payout		Total Payout								
										Price Point:	\$5.00	Packs/Game:	94,643	Number of Pools:	59.15	Non-winners:	5,277,310	Payout:	\$24,154,235.00	\$24,214,222.36
																			Revenue:	\$35,491,125.00
Kind	Wins	Tier Level			Get	Win	Value	Odds (1 in)	Pack	Pool	Total	Total Prize Cost	% Prize Fund							
Low Tiers																				
01	1	L			\$5	\$5	\$5.00	8.8217	8.50	13,600.00	804,634	\$4,023,170.00	16.61%							
02	2	L			\$5 x 2	\$10	\$10.00	25.0090	3.00	4,800.00	283,827	\$2,838,270.00	11.72%							
03	1	L			\$10	\$10	\$10.00	20.0001	3.75	6,000.00	354,909	\$3,549,090.00	14.66%							
Total (\$10.00):								11.1129	6.75	10,800.00	638,736	\$6,387,360.00	26.38%							
04	4	L			\$5 x 4	\$20	\$20.00	150.1412	0.50	800.00	47,277	\$945,540.00	3.90%							
05	3	L			\$10 + (\$5 x 2)	\$20	\$20.00	150.0396	0.50	800.00	47,309	\$946,180.00	3.91%							
06	2	L			\$10 x 2	\$20	\$20.00	149.9287	0.50	800.00	47,344	\$946,880.00	3.91%							
07	1	L			\$20	\$20	\$20.00	149.8591	0.50	800.00	47,366	\$947,320.00	3.91%							
Total (\$20.00):								37.4980	2.00	3,200.00	189,296	\$3,785,920.00	15.64%							
Total (Low Tiers):								4.3476	17.25	27,600.00	1,632,666	\$14,196,450.00	58.63%							
Mid Tiers																				
08	3	M			(\$10 x 2) + \$5	\$25	\$25.00	598.1986	0.13	200.00	11,866	\$296,650.00	1.23%							
09	4	M			\$10 + (\$5 x 3)	\$25	\$25.00	599.7149	0.13	200.00	11,836	\$295,900.00	1.22%							
10	5	M			\$5 x 5	\$25	\$25.00	600.9334	0.13	200.00	11,812	\$295,300.00	1.22%							
11	1	M			\$25	\$25	\$25.00	600.6283	0.13	200.00	11,818	\$295,450.00	1.22%							
Total (\$25.00):								149.9667	0.50	800.00	47,332	\$1,183,300.00	4.89%							
12	1	M			\$5 w/ STACK OF CASH	\$35	\$35.00	153.8710	0.49	780.00	46,131	\$1,614,585.00	6.67%							
13	1	M			\$35	\$35	\$35.00	6015.4449	0.01	20.00	1,180	\$41,300.00	0.17%							
Total (\$35.00):								150.0333	0.50	800.00	47,311	\$1,655,885.00	6.84%							
14	2	M			\$25 x 2	\$50	\$50.00	794.8740	0.09	150.00	8,930	\$446,500.00	1.84%							
15	6	M			\$20 + \$10 + (\$5 x 4)	\$50	\$50.00	796.7477	0.09	150.00	8,909	\$445,450.00	1.84%							
16	10	M			\$5 x 10	\$50	\$50.00	799.3497	0.09	150.00	8,880	\$444,000.00	1.83%							
17	3	M			\$10 + \$5 + \$5 w/ STACK OF CASH	\$50	\$50.00	801.3350	0.09	150.00	8,858	\$442,900.00	1.83%							
18	1	M			\$50	\$50	\$50.00	1197.8105	0.06	100.00	5,926	\$296,300.00	1.22%							
Total (\$50.00):								171.0292	0.44	700.00	41,503	\$2,075,150.00	8.57%							
19	2	M			\$5 w/ STACK OF CASH x 2	\$70	\$70.00	414.1805	0.18	290.00	17,138	\$1,199,660.00	4.95%							
20	1	M			\$10 w/ STACK OF CASH	\$70	\$70.00	414.2288	0.18	290.00	17,136	\$1,199,520.00	4.95%							
21	1	M			\$70	\$70	\$70.00	6087.6715	0.01	20.00	1,166	\$81,620.00	0.34%							
Total (\$70.00):								200.2885	0.38	600.00	35,440	\$2,480,800.00	10.25%							
22	10	M			(\$20 x 2) + (\$10 x 4) + (\$5 x 4)	\$100	\$100.00	4725.8489	0.02	25.00	1,502	\$150,200.00	0.62%							
23	6	M			\$50 + \$20 + (\$10 x 2) + (\$5 x 2)	\$100	\$100.00	4760.7143	0.02	25.00	1,491	\$149,100.00	0.62%							
24	2	M			\$50 x 2	\$100	\$100.00	4825.4419	0.02	25.00	1,471	\$147,100.00	0.61%							
25	3	M			\$25 + \$10 w/ STACK OF CASH + \$5	\$100	\$100.00	1591.8872	0.05	75.00	4,459	\$445,900.00	1.84%							
26	5	M			(\$10 x 3) + (\$5 w/ STACK OF CASH x 2)	\$100	\$100.00	1595.4653	0.05	75.00	4,449	\$444,900.00	1.84%							
27	1	M			\$100	\$100	\$100.00	4767.1088	0.02	25.00	1,489	\$148,900.00	0.61%							
Total (\$100.00):								477.6411	0.16	250.00	14,861	\$1,486,100.00	6.14%							
28	20	M			(\$50 x 3) + (\$25 x 4) + (\$10 x 7) + (\$5 x 6)	\$350	\$350.00	23272.8689	0.00	5.00	305	\$106,750.00	0.44%							
29	5	M			\$10 w/ STACK OF CASH x 5	\$350	\$350.00	12259.4560	0.01	10.00	579	\$202,650.00	0.84%							
30	1	M			\$50 w/ STACK OF CASH	\$350	\$350.00	11850.1252	0.01	10.00	599	\$209,650.00	0.87%							
31	1	M			\$350	\$350	\$350.00	23660.7500	0.00	5.00	300	\$105,000.00	0.43%							
Total (\$350.00):								3981.0572	0.02	30.00	1,783	\$624,050.00	2.58%							
Total (Mid Tiers):								37.7104	1.99	3,180.00	188,230	\$9,505,285.00	39.26%							
High Tiers																				
32	20	H			(\$350 x 6) + (\$100 x 14)	\$3,500	\$3,500.00	1419645.0000	0.00	0.08	5	\$17,500.00	0.07%							
33	5	H			\$100 w/ STACK OF CASH x 5	\$3,500	\$3,500.00	1014032.1429	0.00	0.12	7	\$24,500.00	0.10%							
34	1	H			\$3,500	\$3,500	\$3,500.00	2366075.0000	0.00	0.05	3	\$10,500.00	0.04%							
Total (\$3,500.00):								473215.0000	0.00	0.25	15	\$52,500.00	0.22%							
35	1	H			\$100,000	\$100,000	\$100,000.00	1774556.2500	0.00	0.07	4 *	\$400,000.00	1.65%							
Total (High Tiers):								373590.7895	0.00	0.32	19	\$452,500.00	1.87%							
Total (Low Tiers + Mid Tiers + High Tiers):								3.8982	19.24	30,780.32	1,820,915	\$24,154,235.00	99.75%							
Other Prize Tiers																				
-	-	O			JAMES BOND Lottery Challenge - Trip for 2		\$5,700.00	-	-	-	8	\$45,600.00	0.19%							
-	-	O			JAMES BOND Lottery Challenge - Trip for 2 Federal Withholding		\$1,798.42	-	-	-	8	\$14,387.36	0.06%							
Total (Other Prize Tiers):								-	-	-	16	\$59,987.36	0.25%							
Total:								3.8982	19.24	30,780.32	1,820,915	\$24,214,222.36	100.00%							

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		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		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

Prize winner acknowledges that the proxy will have to make decisions on behalf of the Trip Prize winner and therefore, the Trip Prize winner delegates the power, authority or discretion to the proxy to make any such decisions on the Trip Prize winner's behalf. The Trip Prize winner shall receive any cash prize(s) won by the Trip Prize winner's proxy in the LOTTERY CHALLENGE (less applicable tax withholdings);

- xviii. A Trip Prize winner may not choose to receive the cash equivalent of the trip portion of the Trip Prize;
- xix. If a Trip Prize is not claimed by a Trip Prize winner, the TLC shall assign the Trip Prize to an alternate winner within a specified time period, and the Company shall fulfill that Trip Prize under the same terms and conditions as specified herein;
- xx. The Company may substitute a prize of equal value to or greater value than the Trip Prize upon the written approval of the TLC;
- xxi. The Trip Prize winner is solely responsible for the actions of the guest who accompanies the Trip Prize winner to any Company-sponsored event. If the Trip Prize winner's guest is a minor, the Trip Prize winner must (A) be the parent or legal guardian of such guest, or (B) present a notarized, written consent from the minor's parent or legal guardian for the minor guest to accompany the Trip Prize winner on the trip;
- xxii. The TLC has the right to monitor the Trip Prize fulfillment process and contact the Company to discuss any reported problems with fulfillment and request possible solutions. The Company shall provide solutions in writing within ten (10) business days; and
- xxiii. The TLC shall not be responsible for additional federal or state taxes that may become due when a Trip Prize winner files a tax return as required by law.

11. TERM

The detailed requirements herein shall be effective as of the date the first set of working papers for the Game is executed by both parties and shall expire on the latter of the last day for claiming prizes for the Game or when the LOTTERY CHALLENGE is completed.

12. PAYMENT

The Company shall invoice the TLC over the course of the Game, as follows:

- a) The Company shall invoice the TLC monthly for the License Fee based on game sales reports received from the TLC on the first state business day of each month. "Sales" refer to game tickets sold and processed by the TLC's Lottery Gaming

System, less (i) any game tickets that have been canceled, returned or stolen, (ii) any promotional tickets or promotional coupons, and (iii) any retailer adjustments. The amount of each invoice from the Company shall be calculated at [REDACTED] during the period covered by the invoice, provided that the total [REDACTED]

- b) The Company shall invoice the TLC for the [REDACTED] upon launch of the Game for promotion set-up, microsite application and website integration, and to reserve eight (8) contest promotion entries to the LOTTERY CHALLENGE event.
- c) The Company shall invoice the TLC the amount of five thousand seven hundred dollars (\$5,700) upon fulfillment of each Trip Prize up to the maximum of forty-five thousand six hundred dollars (\$45,600) for all Trip Prizes.
- d) The TLC shall make all payments due to SGI within thirty (30) days of the date of the TLC's receipt of the invoice therefor.
- e) Responsibility for Prizes and Tax Withholdings:

Party responsible for spending money and tax withholdings and deposit of such tax withholdings with appropriate agencies:	LOTTERY CHALLENGE cash prizes won during the LOTTERY CHALLENGE and federal tax withholdings at the rate of 24% and deposit of such withholdings for tax year 2021 with appropriate agencies and W-2Gs issued in 2022.	[REDACTED] including the \$1,000 spending money), federal tax withholdings in the amount of \$1,798.42, and deposit of such withholdings for tax year in which the prize was claimed.
SGI	X	
TLC		X

- f) All base print costs for this Game are waived by the Company.

13. CHANGE OF LOTTERY CHALLENGE VENUE

The Company reserves the right to change the venue of the LOTTERY CHALLENGE and shall promptly notify the TLC of any such change.

14. CHANGE OF LOTTERY CHALLENGE DATE