

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 9/2/2020

Game #	2217	Confirmed Packs	12,668
Game Name	Lucky 7s	Active Packs	9,575
Quantity Printed	11,914,425	Warehouse Packs	17
Price Point	\$5	Returned Packs	55
Start Date	6/1/2020	Printed Payout Percentage	68.02%
Top Prize	\$ 177,000	Percent Sold	83.91%
Number of Top Prizes Remaining	0	Number of Weeks Out	13

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 993,809	Actual ticket production costs
Prize payout expense	\$ 33,252,650	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 34,246,459**

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 49,986,970	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits **\$ 49,986,970**

Excess of Revenue over Expended **\$ 15,740,511**

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	\$	2,512,505
Next week	\$	2,705,380
Next week	\$	2,927,380
Avg Weekly Sales Current Game	\$	2,715,088
Avg Weekly Sales \$5; 10M - 14.99M Qty	\$	1,848,221
Percentage Of Variance In Sales		-47%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2217	Printed Payout Percentage	68.02%
Game Name	Lucky 7s	Actual Payout Percentage	66.52%
Percent Sold	83.91%	Number of Weeks Out	13
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			27

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

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Wednesday, September 2, 2020 5:21 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 09/01/2020

All top prizes for the following game(s) have been claimed as of 09/01/2020.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	Last Top Prize Claimed Date
2217	Lucky 7s	\$5	\$177,000	4	4		0	0	6/1/2020				09/01/2020

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.



Play the Games of Texas!

Da Vinci Report

9/2/20

Week End Date:8/29/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/29/20	8/22/20	8/15/20	8/8/20
Mature	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			41	68.47%	14,000	8,532	50,605	20	\$1,295,035.00	\$1,267,625.00	\$1,411,385.00	\$1,477,550.00
	2221	\$5	7,148,925	SPACE INVADERS \$50,000 CASH IN	4/20/20			19	84.35%	7,599	3,450	1,661	711	\$420,885.00	\$508,000.00	\$617,130.00	\$673,825.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			37	73.60%	29,401	12,282	90,925	30	\$4,367,125.00	\$4,369,560.00	\$4,363,810.00	\$4,582,010.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			104	89.88%	18,602	6,572	26,930	88	\$2,491,740.00	\$2,532,680.00	\$2,743,840.00	\$2,806,590.00
	2226	\$10	18,095,250	\$250,000 50X CASHWORD	5/1/20			17	44.52%	29,706	9,287	152,567	41	\$4,819,900.00	\$4,832,570.00	\$4,941,260.00	\$5,237,640.00
	2223	\$10	7,279,250	BREAK THE BANK SUPER TICKET	5/4/20			17	80.69%	15,396	9,145	605	134	\$2,088,390.00	\$2,126,230.00	\$2,239,180.00	\$2,475,260.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			172	58.57%	20,375	7,516	539,897	29	\$3,120,560.00	\$3,075,420.00	\$3,285,900.00	\$3,341,760.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			26	60.07%	37,774	10,327	132,265	48	\$6,296,820.00	\$6,260,980.00	\$6,576,720.00	\$6,867,500.00
	2197	\$20	8,934,650	MONOPOLY 200X	1/6/20			34	71.26%	20,932	8,690	67,564	25	\$2,618,820.00	\$2,603,140.00	\$2,908,120.00	\$2,995,740.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20			30	74.09%	19,520	8,218	43,126	22	\$2,905,000.00	\$2,949,340.00	\$3,222,400.00	\$3,336,260.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			24	30.00%	19,210	8,347	303,974	57	\$3,706,080.00	\$3,916,200.00	\$4,364,940.00	\$4,453,200.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			128	38.75%	18,962	7,390	802,098	29	\$3,870,330.00	\$4,056,120.00	\$4,143,930.00	\$4,195,680.00
	2227	\$50	5,138,000	\$1,000,000 GOLDEN RICHES	4/6/20			21	60.72%	19,615	7,432	68,749	36	\$5,045,250.00	\$6,049,100.00	\$7,954,900.00	\$8,579,100.00
Out of Wareh	2230	\$2	7,334,000	FIND THE 9S	7/13/20			7	39.11%	22,907	9,925	0	253	\$962,056.00	\$1,030,280.00	\$1,107,368.00	\$1,139,958.00
	2217	\$5	11,914,425	LUCKY 7S	6/1/20			13	83.91%	12,668	9,575	17	55	\$2,512,505.00	\$2,705,380.00	\$2,927,380.00	\$3,202,685.00
	2153	\$10	6,116,850	EXTREME PAYOUT	6/15/20			11	85.96%	8,832	5,887	43	140	\$2,552,720.00	\$3,323,780.00	\$4,029,020.00	\$4,530,120.00
Sold/Closing	2206	\$1	9,299,550	TIC TAC TOAD	3/2/20	8/2/20	9/16/20	26	92.83%	155	104	118	2,644	-\$1,844.00	\$9,757.00	\$27,496.00	\$47,752.00
	2127	\$2	7,109,375	4-WAY CASH	2/17/20	8/30/20	10/14/20	28	91.76%	809	596	406	1,596	\$63,714.00	\$80,404.00	\$96,126.00	\$103,638.00
	2220	\$2	7,321,250	EMERALD 8S	5/18/20	8/20/20	10/4/20	15	89.17%	1,741	1,130	327	371	\$157,290.00	\$269,792.00	\$322,644.00	\$468,298.00
	2204	\$2	7,199,000	SIZZLING HOT 7S	3/16/20	8/11/20	9/25/20	24	93.80%	310	122	45	1,082	\$13,908.00	\$43,428.00	\$91,834.00	\$112,574.00
	2194	\$3	19,285,125	MONOPOLY 30X CROSSWORD	1/6/20			34	90.31%	5,832	6,673	609	44	\$967,062.00	\$1,051,356.00	\$1,082,592.00	\$1,178,853.00
	2207	\$5	7,098,225	JAMES BOND 007	3/2/20	7/31/20	9/14/20	26	98.85%	26	6	11	530	-\$5,710.00	-\$595.00	\$5,330.00	\$19,635.00
	2213	\$5	7,045,350	MONEY MULTIPLIER	4/6/20	8/11/20	9/25/20	21	97.92%	139	67	325	426	\$25,510.00	\$45,100.00	\$85,810.00	\$136,960.00
	2195	\$5	20,072,100	MONOPOLY 50X	1/6/20			34	90.00%	14,532	8,265	621	30	\$1,381,370.00	\$1,412,295.00	\$1,552,180.00	\$1,636,200.00
	2211	\$5	7,341,450	PINK DIAMOND 7S	3/16/20	8/30/20	10/14/20	24	98.36%	229	206	320	381	\$46,015.00	\$53,880.00	\$80,375.00	\$99,755.00
	2192	\$5	7,218,150	TRIPLE DOUBLE 777 RED HOT	2/17/20	7/15/20	8/29/20	28	93.90%	0	0	327	3,539	\$13,260.00	\$10,485.00	\$39,595.00	\$66,205.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19	7/15/20	8/29/20	43	99.17%	0	0	80	1,308	\$1,960.00	-\$1,460.00	\$2,600.00	\$8,960.00
	2208	\$10	7,142,200	\$50 OR \$100!	3/2/20	8/30/20	10/14/20	26	98.88%	244	85	8	727	\$30,600.00	\$53,430.00	\$81,220.00	\$118,860.00
	2202	\$10	6,074,650	JUMBO BUCKS 300X	2/3/20	8/2/20	9/16/20	30	97.45%	124	34	8	2,032	\$9,710.00	\$23,650.00	\$52,080.00	\$89,430.00
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			50	98.73%	4,051	840	296	426	\$555,160.00	\$732,930.00	\$1,095,870.00	\$1,607,180.00
	2196	\$10	13,192,900	MONOPOLY 100X	1/6/20			34	94.16%	7,403	5,567	294	132	\$1,792,580.00	\$2,046,370.00	\$2,364,490.00	\$2,528,070.00
	2178	\$20	7,183,550	MONEY	10/21/19	7/23/20	9/6/20	45	98.26%	80	30	336	2,061	\$29,800.00	\$78,540.00	\$165,780.00	\$370,460.00

Liability for 2217 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 12/28/2019 - 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	277362	\$1,386,810.00	993554	\$4,967,770.00	78.18%	9314246
2	2	N/A	\$10.00	98099	\$980,990.00	378456	\$3,784,560.00	79.41%	9461836
3	3	N/A	\$15.00	31985	\$479,775.00	126873	\$1,903,095.00	79.87%	9515534
4	4	N/A	\$15.00	91617	\$1,374,255.00	384961	\$5,774,415.00	80.78%	9624004
5	5	N/A	\$20.00	31466	\$629,320.00	127371	\$2,547,420.00	80.19%	9554148
6	6	N/A	\$20.00	25084	\$501,680.00	133797	\$2,675,940.00	84.21%	10033385
7	0	N/A	\$50.00	996	\$49,800.00	3968	\$198,400.00	79.94%	9523859
8	0	N/A	\$50.00	10921	\$546,050.00	68566	\$3,428,300.00	86.26%	10277460
9	0	N/A	\$50.00	5577	\$278,850.00	34160	\$1,708,000.00	85.97%	10242261
10	0	N/A	\$50.00	3377	\$168,850.00	21389	\$1,069,450.00	86.36%	10289818
11	0	N/A	\$100.00	172	\$17,200.00	824	\$82,400.00	82.73%	9856913
12	0	N/A	\$100.00	3499	\$349,900.00	16381	\$1,638,100.00	82.40%	9817414
13	0	N/A	\$100.00	559	\$55,900.00	3423	\$342,300.00	85.96%	10241857
14	0	N/A	\$100.00	822	\$82,200.00	5141	\$514,100.00	86.21%	10272020
15	0	N/A	\$100.00	409	\$40,900.00	2566	\$256,600.00	86.25%	10276441
16	0	N/A	\$100.00	838	\$83,800.00	5135	\$513,500.00	85.97%	10242854
17	0	N/A	\$100.00	415	\$41,500.00	2575	\$257,500.00	86.12%	10260750
18	0	N/A	\$100.00	586	\$58,600.00	3558	\$355,800.00	85.86%	10229614
19	0	N/A	\$500.00	28	\$14,000.00	72	\$36,000.00	72.00%	8578386
20	0	N/A	\$500.00	30	\$15,000.00	170	\$85,000.00	85.00%	10127261
21	0	N/A	\$500.00	34	\$17,000.00	164	\$82,000.00	82.83%	9868513
22	0	N/A	\$500.00	30	\$15,000.00	169	\$84,500.00	84.92%	10118280
23	0	N/A	\$500.00	15	\$7,500.00	85	\$42,500.00	85.00%	10127261
24	0	N/A	\$500.00	13	\$6,500.00	87	\$43,500.00	87.00%	10365549
25	0	N/A	\$500.00	20	\$10,000.00	80	\$40,000.00	80.00%	9531540
26	0	N/A	\$500.00	17	\$8,500.00	83	\$41,500.00	83.00%	9888972
27	0	N/A	\$2,000.00	1	\$2,000.00	5	\$10,000.00	83.33%	9928688
28	0	N/A	\$2,000.00	7	\$14,000.00	7	\$14,000.00	50.00%	5957212
29	0	N/A	\$2,000.00	4	\$8,000.00	6	\$12,000.00	60.00%	7148655
30	0	N/A	\$2,000.00	8	\$16,000.00	6	\$12,000.00	42.86%	5106182
31	0	N/A	\$2,000.00	4	\$8,000.00	12	\$24,000.00	75.00%	8935818
32	0	N/A	\$177,000.00	0	\$0.00	4	\$708,000.00	100.00%	11914424
Totals:				583995	\$7,267,880.00	2,313,648	\$33,252,650.00		

NO. OF TICKETS:	11,914,425	MIN:	11,760,000
NO. POOLS:	99.29	MAX:	12,240,000
PACK SIZE:	75		
PACKS/POOL:	1,600		
PACKS/GAME:	158,859		

11,914,425

TEXAS LOTTERY COMMISSION
"LUCKY 7s" GAME NUMBER 2217
END OF PRODUCTION PRIZE STRUCTURE
SEPTEMBER 25, 2019 - VERSION 1

\$5 TICKETS \$59,572,125 - REVENUE PRIZE FUND - \$40,520,530 PAYOUT % - 68.02%

PRIZE	#	TIER	GET:	WIN:	ODDS OF	WINNERS IN	WINNERS IN	WINNERS IN	PRIZE	PERCENT	VALIDATION
TIER	WINS	CODE		1 IN:	99.29	75	120,000		COST	OF PRIZE	TIER
1	1	L	\$5	\$5	9.37	1,270,916	8.00	12,800	\$ 6,354,580	15.68%	
2	1	L	\$10	\$10	25.00	476,555	3.00	4,800	\$ 4,765,550	11.76%	
3	1	L	\$15	\$15	75.00	158,858	1.00	1,600	\$ 2,382,870	5.88%	
4	1	L	\$5 (TRP)	\$15	25.00	476,578	3.00	4,800	\$ 7,148,670	17.64%	
5	1	L	\$20	\$20	75.01	158,837	1.00	1,600	\$ 3,176,740	7.84%	LOW TIER
6	2	L	\$5 (TRP) + \$5	\$20	74.99	158,881	1.00	1,600	\$ 3,177,620	7.84%	66.65%
7	1	M	\$50	\$50	2,400.17	4,964	-	50	\$ 248,200	0.61%	
8	5	M	\$10 (TRP) + (\$5 x 4)	\$50	149.89	79,487	-	800	\$ 3,974,350	9.81%	
9	3	M	\$10 (TRP) + \$15 + \$5	\$50	299.83	39,737	-	400	\$ 1,986,850	4.90%	
10	10	M	\$5 x 10	\$50	481.08	24,766	-	250	\$ 1,238,300	3.06%	
11	1	M	\$100	\$100	11,962.27	996	-	10	\$ 99,600	0.25%	
12	1	M	(\$5 x 20) (WINALL)	\$100	599.32	19,880	-	200	\$ 1,988,000	4.91%	
13	7	M	(\$10 x 5) + \$15 (TRP) + \$5	\$100	2,992.07	3,982	-	40	\$ 398,200	0.98%	
14	9	M	(\$20 x 2) + (\$5 x 6) + \$10 (TRP)	\$100	1,998.06	5,963	-	60	\$ 596,300	1.47%	
15	4	M	(\$5 (TRP) x 2) + \$50 + \$20	\$100	4,004.85	2,975	-	30	\$ 297,500	0.73%	
16	15	M	(\$5 x 14) + (\$10 (TRP)	\$100	1,994.71	5,973	-	60	\$ 597,300	1.47%	
17	6	M	(\$20 x 2) + (\$5 x 3) + \$15 (TRP)	\$100	3,984.76	2,990	-	30	\$ 299,000	0.74%	
18	11	M	(\$10 x 4) + (\$5 x 6) + \$10 (TRP)	\$100	2,875.10	4,144	-	42	\$ 414,400	1.02%	
19	1	M	\$500	\$500	119,144.25	100	-	1	\$ 50,000	0.12%	
20	21	M	(\$15 x 4) + (\$40 x 5) + (\$20 x 12)	\$500	59,572.13	200	-	2	\$ 100,000	0.25%	
21	1	M	(\$20 x 10) + (\$50 x 5) + (\$10 x 5) (WINALL)	\$500	60,173.86	198	-	2	\$ 99,000	0.24%	
22	20	M	(\$50 x 4) + (\$20 x 5) + (\$10 (TRP) x 2) + \$100 + (\$5 x 8)	\$500	59,871.48	199	-	2	\$ 99,500	0.25%	
23	1	M	(\$10 x 8) + (\$20 x 6) + (\$50 x 6) (WINALL)	\$500	119,144.25	100	-	1	\$ 50,000	0.12%	
24	4	M	(\$100 x 2) + (\$50 (TRP) x 2)	\$500	119,144.25	100	-	1	\$ 50,000	0.12%	
25	21	M	(\$10 (TRP) x 4) + (\$20 (TRP) x 5) + (\$5 x 10) + (\$15 x 2)	\$500	119,144.25	100	-	1	\$ 50,000	0.12%	MID TIER
26	1	M	(\$20 x 12) + (\$50 x 4) + (\$15 x 4) (WINALL)	\$500	119,144.25	100	-	1	\$ 50,000	0.12%	31.31%
27	1	H	\$2,000	\$2,000	1,985,737.50	6	-	-	\$ 12,000	0.03%	
28	20	H	(\$100 x 10) + (\$50 (TRP) x 6) + (\$20 x 2) + (\$10 (TRP) x 2)	\$2,000	851,030.36	14	-	-	\$ 28,000	0.07%	
29	17	H	(\$20 (TRP) x 10) + (\$500 x 2) + (\$50 (TRP) x 2) + (\$15 (TRP) x 2) + \$10	\$2,000	1,191,442.50	10	-	-	\$ 20,000	0.05%	
30	1	H	(\$20 x 10) + (\$500 x 2) + (\$100 x 8) (WINALL)	\$2,000	851,030.36	14	-	-	\$ 28,000	0.07%	
31	21	H	(\$50 x 18) + (\$500 x 2) + \$100	\$2,000	744,651.56	16	-	-	\$ 32,000	0.08%	HIGH TIER
32	1	H	\$177,000	\$177,000	2,978,606.25	4 ***	-	-	\$ 708,000	1.75%	2.04%
				2 decimal :	4.11	2,897,643	17.00	29,183	\$ 40,520,530	100.00%	**
				4 decimal:	4.1118						

Reveal "7" symbol = TRP (Win TRIPLE the prize.)

Reveal "77" symbol = WINALL (WIN ALL 20 PRIZES INSTANTLY!)

TEXAS LOTTERY COMMISSION
"LUCKY 7s" GAME NUMBER 2217
END OF PRODUCTION PRIZE STRUCTURE
SEPTEMBER 25, 2019 - VERSION 1

Consolidated odds are 1 in:

\$5	9.37	1,270,916
\$10	25.00	476,555
\$15	18.75	635,436
\$20	37.50	317,718
\$50	79.99	148,954
\$100	254.02	46,903
\$500	10,860.92	1,097
\$2,000	198,573.75	60
\$177,000	2,978,606.25	4
		2,897,643

WIN:	GET	A	B	C	D
\$5	\$5	6 = \$30	10 = \$50	8 = \$40	8 = \$40
\$10	\$10	4 = \$40	2 = \$20	3 = \$30	3 = \$30
\$15	\$15	1 = \$15	1 = \$15	2 = \$30	0 = \$0
\$15	\$5 (TRP)	3 = \$45	3 = \$45	2 = \$30	4 = \$60
\$20	\$20	2 = \$40	1 = \$20	0 = \$0	1 = \$20
\$20	\$5 (TRP) + \$5	0 = \$0	1 = \$20	2 = \$40	1 = \$20
		16 \$170	18 \$170	17 \$170	17 \$170

* 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 guaranteed delivery to the TLC.

Note: There will be no more than 21 winners per pack.



INTEROFFICE MEMO

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

Payment Approval

December 23, 2019

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

Vendor Name: IGT Global Solutions Corporation ✓
Invoice Number: 90110915 ✓
Tx Game name: Game #2217 Super 7s LUCKY 7s ✓
PO #: 362-20-9009RL008

	Quantity:	Unit Price:	Amou
Truck 1	2757.300	\$81.88	\$225,761
Truck 2	3103.800	\$81.88	\$254,139
Truck 3	2972.700	\$81.88	\$243,404
Truck 4	3080.625	\$81.88	\$252,241.58
Holographic inserts			\$18,256.00

Total Amount Due

\$993,809.12 ✓

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

Dale Bowersock

Dale Bowersock (Scratch Ticket Strategy Coordinator)

Please forward to the next person for approval

OB

12/30/19

Date

Dale Bowersock
for Robert Tirloni

Robert Tirloni (Products Manager)

Please forward to the next person for approval

12/30/19

Date

Ed Foga for Ryan Mindell

Ryan Mindell (Lottery Operations Division Director)

12.30.19

Date

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

January 2, 2020



IGT Global Solutions Corporation
d/b/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

INVOICE

INVOICE NUMBER: 90110915
DATE : December 23, 2019

RECEIVED

2019 DEC 23 PM 1:16

OFFICE OF THE
CONTROLLER

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

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2217	89782 010	"LUCKY 7S" 2217 -Truck#1 8.00" x 4.00" Tickets \$ 21.40/M Holographic Stock (\$1.50 per sq. in. per thousand) \$48.00/M Full UV (\$0.08 per sq inch per thousand) \$2.56/M Continuous 4 Color Process over entire ticket (\$0.17 per sq. inch per thousand) \$ 5.44/M Fluorescent Ink 803 Yellow (0.07 per sq. inch per thousand) \$2.24/M Fluorescent Ink 801 Blue (0.07 per sq. inch per thousand) \$2.24/M TOTAL \$ 81.88/M	2,757,300	PC	0.08188
002 GAME 2217	89782 020	"LUCKY 7S" 2217 -Truck#2	3,103,800	PC	0.08188
003 GAME 2217	89782 030	"LUCKY 7S" 2217 -Truck#3	2,972,700	PC	0.08188
004 GAME 2217	89782 040	"LUCKY 7S" 2217 -Truck#4	3,080,625	PC	0.08188
005 GAME 2217	89782 080	Holographic Inserts-GAME 2217			
TOTAL AMOUNT DUE					USD 993,809.12

REMARKS:
Unrounded Invoice Total \$ 993,809.1190

PAYMENT TERMS:
Due within 30 days

Continued...

INV ITEM NO.	SALES ORD.		QUANTITY	UNIT	EXTENDED
CUSTOMER PO NO.	SO ITEM NO	DESCRIPTION		PRICE	AMOUNT

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

Account No. 4417073848

Account Name: IGT Global Solutions Corp

For ACH payments:

Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104

ABA No. 121000248

Account No. 4417073848

Account Name: IGT Global Solutions Corporation

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

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	Week 19	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	\$1,810,073	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