

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 12/29/2020

Game #	2237	Confirmed Packs	2,637
Game Name	Super Loteria	Active Packs	1,121
Quantity Printed	40,877,775	Warehouse Packs	39
Price Point	\$5	Returned Packs	1,078
Start Date	12/16/2019	Printed Payout Percentage	67.97%
Top Prize	\$ 100,000	Percent Sold	98.78%
Number of Top Prizes Remaining	2	Number of Weeks Out	54

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,718,093	Actual ticket production costs
Prize payout expense	\$ 134,294,020	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 136,012,113

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 201,895,331	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 201,895,331

Excess of Revenue over Expended **\$ 65,883,218**

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	\$	378,870
Next week	\$	452,105
Next week	\$	582,920
Avg Weekly Sales Current Game	\$	471,298
Avg Weekly Sales \$5; >35M Qty*	\$	3,641,275
Percentage Of Variance In Sales		87%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2237	Printed Payout Percentage	67.97%
Game Name	Super Loteria	Actual Payout Percentage	66.52%
Percent Sold	98.78%	Number of Weeks Out	54
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			47

*Note - only one game at this level with 85% sell through

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

Contractor

Executive Date

Not Required
>85% Sell Through

Bowersock, Dale

From: Tirloni, Robert
Sent: Tuesday, December 29, 2020 4:43 PM
To: Bowersock, Dale
Subject: FW: Game Close Analysis Document - >85% Sold
Attachments: 2237 Super Loteria.pdf

The attached game closing analysis for game 2237 is approved, 12/29/2020. –RT

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

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Tuesday, December 29, 2020 10:47 AM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Game Close Analysis Document - >85% Sold

Approved. DB 12/29/2020



Dale Bowersock
Scratch Ticket Strategy Coordinator
Phone: 800-375-6886, 5166
Direct: 512-344-5166



Play the Games of Texas!

Da Vinci Report
12/29/20

Week End Date:12/26/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/26/20	12/19/20	12/12/20	12/5/20
Mature	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			41	80.87%	10,738	8,179	32,920	301	\$1,849,910.00	\$1,775,270.00	\$1,800,465.00	\$1,815,655.00
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20			16	62.35%	12,151	9,935	44,039	11	\$1,949,890.00	\$1,848,900.00	\$1,916,545.00	\$2,025,010.00
	2231	\$5	5,626,200	50X FAST CASH	7/20/20			23	84.39%	3,380	2,190	4,016	940	\$256,020.00	\$267,730.00	\$296,540.00	\$378,640.00
	2235	\$5	9,893,475	COWBOYS	8/17/20			19	46.90%	5,532	5,061	57,243	166	\$670,755.00	\$646,035.00	\$690,345.00	\$826,385.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20			19	54.51%	4,673	3,602	23,543	353	\$456,505.00	\$461,140.00	\$468,740.00	\$583,685.00
	2215	\$5	7,188,075	ROUTE 66 ROAD TO \$1,000,000!	6/15/20			28	81.69%	2,352	1,421	12,245	746	\$151,965.00	\$150,460.00	\$178,715.00	\$186,035.00
	2128	\$5	7,253,550	WILD CASH MULTIPLIER	7/6/20			25	68.07%	3,040	1,980	23,705	1,105	\$232,785.00	\$250,165.00	\$268,440.00	\$300,660.00
	2226	\$10	18,095,250	\$250,000 50X CASHWORD	5/1/20			34	88.22%	17,497	9,398	8,234	31	\$4,680,440.00	\$4,392,190.00	\$4,441,940.00	\$4,638,850.00
	2254	\$10	11,095,550	\$500,000 EXTREME CASH	9/8/20			16	56.54%	15,654	10,497	64,585	18	\$3,446,210.00	\$3,251,750.00	\$3,317,630.00	\$3,677,220.00
	2271	\$10	8,192,300	COOL RICHES	9/21/20			14	44.17%	13,916	10,312	62,713	106	\$2,600,940.00	\$2,167,760.00	\$2,236,870.00	\$2,307,300.00
	2244	\$10	26,557,800	MEGA LOTERIA	6/22/20			27	60.13%	23,233	11,610	165,154	294	\$7,345,720.00	\$6,678,850.00	\$6,709,970.00	\$6,864,070.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			16	35.82%	14,834	9,220	202,446	45	\$3,564,020.00	\$3,297,740.00	\$3,305,240.00	\$3,388,080.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			189	65.39%	11,206	7,425	455,936	34	\$2,722,700.00	\$2,544,700.00	\$2,469,160.00	\$2,636,100.00
	2219	\$20	8,837,100	MEGA 7S	6/1/20			30	76.66%	13,481	7,916	55,698	73	\$3,121,880.00	\$2,965,760.00	\$2,962,980.00	\$3,125,200.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			41	44.44%	11,234	7,372	245,057	40	\$2,906,400.00	\$2,801,430.00	\$2,775,450.00	\$2,832,390.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			145	44.90%	10,837	6,922	728,352	29	\$3,614,520.00	\$3,468,030.00	\$3,318,450.00	\$3,458,100.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			19	56.00%	15,702	7,262	90,444	42	\$7,043,400.00	\$6,799,000.00	\$6,435,750.00	\$6,756,650.00
Sold/Closing	2216	\$1	17,132,100	HOT 7S	6/1/20	1/3/21	2/17/21	30	94.33%	1,612	1,943	664	281	\$106,787.00	\$125,011.00	\$162,162.00	\$206,776.00
	2228	\$1	9,299,850	PRIZE PIGGY	7/6/20	12/6/20	1/20/21	25	93.62%	157	179	550	1,768	\$13,650.00	\$16,068.00	\$35,103.00	\$48,112.00
	2232	\$1	9,168,000	TRIPLE 777	8/3/20	1/3/21	2/17/21	21	90.72%	1,334	1,707	642	309	\$98,859.00	\$102,040.00	\$119,301.00	\$156,302.00
	2161	\$2	34,822,125	BINGO EXTRA	10/7/19	12/6/20	1/20/21	64	97.60%	274	196	1,021	2,405	\$28,798.00	\$34,234.00	\$66,994.00	\$94,730.00
	2162	\$2	40,877,750	BREAK THE BANK	8/5/19	12/6/20	1/20/21	73	98.14%	264	213	810	2,280	\$25,386.00	\$44,976.00	\$75,704.00	\$91,884.00
	2062	\$2	7,065,750	WILD TRIPLER	7/20/20	1/3/21	2/17/21	23	91.98%	715	651	155	1,865	\$65,068.00	\$61,038.00	\$76,678.00	\$103,176.00
	2241	\$5	15,358,575	BINGO TIMES 20	2/17/20	11/20/20	1/4/21	45	85.86%	203	80	11,584	977	\$40,230.00	\$170,865.00	\$476,570.00	\$855,300.00
	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			58	92.00%	8,605	8,441	636	21	\$1,226,565.00	\$1,179,615.00	\$1,191,520.00	\$1,233,760.00
	2229	\$5	7,122,225	DOUBLE DIAMOND	7/6/20	1/3/21	2/17/21	25	73.07%	1,816	1,516	19,737	330	\$225,200.00	\$265,055.00	\$281,890.00	\$334,320.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			54	98.78%	2,637	1,121	39	1,078	\$378,870.00	\$452,105.00	\$582,920.00	\$735,130.00
	2223	\$10	7,279,250	BREAK THE BANK SUPER TICKET	5/4/20	12/6/20	1/20/21	34	96.42%	277	137	374	2,373	\$49,110.00	\$45,740.00	\$78,550.00	\$132,730.00
	2268	\$10	8,125,100	ROYAL WINNINGS	8/18/20	12/22/20	2/5/21	19	80.79%	14,184	7,622	6,130	108	\$2,266,760.00	\$2,487,930.00	\$2,637,850.00	\$2,813,760.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			43	94.87%	12,190	4,602	1,648	16	\$2,755,160.00	\$2,720,040.00	\$2,831,440.00	\$2,934,460.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20	12/28/20	2/11/21	47	92.92%	6,975	3,957	6,963	69	\$1,298,460.00	\$1,150,020.00	\$1,161,000.00	\$1,169,580.00
	2227	\$50	5,138,000	\$1,000,000 GOLDEN RICHES	4/6/20	12/28/20	2/11/21	38	90.03%	10,726	5,663	5,216	63	\$4,161,050.00	\$3,904,850.00	\$3,704,100.00	\$3,864,650.00

Liability for 2237 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 07/26/2019 - 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	279476	\$1,397,380.00	4625766	\$23,128,830.00	94.30%	38548765
2	2	N/A	\$10.00	60418	\$604,180.00	1302113	\$13,021,130.00	95.57%	39065153
3	3	N/A	\$10.00	76940	\$769,400.00	2648352	\$26,483,520.00	97.18%	39723720
4	4	N/A	\$15.00	5620	\$84,300.00	130698	\$1,960,470.00	95.88%	39192501
5	5	N/A	\$15.00	3279	\$49,185.00	132876	\$1,993,140.00	97.59%	39893321
6	6	N/A	\$15.00	6120	\$91,800.00	266444	\$3,996,660.00	97.75%	39959928
7	7	N/A	\$20.00	5266	\$105,320.00	131052	\$2,621,040.00	96.14%	39298655
8	8	N/A	\$20.00	3016	\$60,320.00	133286	\$2,665,720.00	97.79%	39973258
9	9	N/A	\$20.00	3026	\$60,520.00	133236	\$2,664,720.00	97.78%	39969993
10	10	N/A	\$20.00	2698	\$53,960.00	133457	\$2,669,140.00	98.02%	40067755
11	0	N/A	\$50.00	2182	\$109,100.00	31917	\$1,595,850.00	93.60%	38262000
12	0	N/A	\$50.00	2603	\$130,150.00	167621	\$8,381,050.00	98.47%	40252687
13	0	N/A	\$50.00	2685	\$134,250.00	167770	\$8,388,500.00	98.42%	40233870
14	0	N/A	\$50.00	2664	\$133,200.00	167595	\$8,379,750.00	98.44%	40238170
15	0	N/A	\$100.00	1354	\$135,400.00	16085	\$1,608,500.00	92.24%	37703940
16	0	N/A	\$100.00	1379	\$137,900.00	66726	\$6,672,600.00	97.98%	40050075
17	0	N/A	\$100.00	1645	\$164,500.00	83494	\$8,349,400.00	98.07%	40087961
18	0	N/A	\$200.00	181	\$36,200.00	3224	\$644,800.00	94.68%	38704830
19	0	N/A	\$200.00	137	\$27,400.00	6683	\$1,336,600.00	97.99%	40056623
20	0	N/A	\$200.00	179	\$35,800.00	10706	\$2,141,200.00	98.36%	40205554
21	0	N/A	\$200.00	110	\$22,000.00	6677	\$1,335,400.00	98.38%	40215250
22	0	N/A	\$500.00	29	\$14,500.00	650	\$325,000.00	95.73%	39131890
23	0	N/A	\$500.00	26	\$13,000.00	1665	\$832,500.00	98.46%	40249258
24	0	N/A	\$500.00	18	\$9,000.00	1003	\$501,500.00	98.24%	40157109
25	0	N/A	\$500.00	11	\$5,500.00	664	\$332,000.00	98.37%	40211618
26	0	N/A	\$5,000.00	9	\$45,000.00	93	\$465,000.00	91.18%	37270913
27	0	N/A	\$100,000.00	2	\$200,000.00	18	\$1,800,000.00	90.00%	36789999
			Totals:	461073	\$4,629,265.00	10,369,871	\$134,294,020.00		

NO. OF TICKETS: 40,877,775 MIN: 39,278,400
 NO. POOLS: 340.65 MAX: 40,881,600
 PACK SIZE: 75
 PACKS/POOL: 1,600
 PACKS/GAME: 545,037

TEXAS LOTTERY COMMISSION
 "SUPER LOTERIA" - GAME NUMBER 2237
 END OF PRODUCTION PRIZE STRUCTURE
 May 8, 2019 - Version 2

40,877,775 \$5 TICKETS \$204,388,875 - REVENUE PRIZE FUND - \$138,923,285 PAYOUT % - 67.9700815%

PRIZE	#	TIER	GET:	BONUS GAMES	WIN:	ODDS OF 1 IN:	WINNERS IN 340.65 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS**	
1	1	L	\$5 or	\$5	\$5	8.33	4,905,242	9.00	14,400	\$ 24,526,210	17.65%		
2	1	L	\$10 or	\$10	\$10	30.00	1,362,531	2.50	4,000	\$ 13,625,310	9.81%		
3	2	L	\$5	\$5	\$10	15.00	2,725,292	5.00	8,000	\$ 27,252,920	19.62%		
4	1	L	\$15 or	\$15	\$15	299.87	136,318	0.25	400	\$ 2,044,770	1.47%		
5	2	L	\$5 + \$10		\$15	300.23	136,155	0.25	400	\$ 2,042,325	1.47%		
6	3	L	\$5	\$5 x 2	\$15	149.97	272,564	0.50	800	\$ 4,088,460	2.94%		
7	1	L	\$20 or	\$20	\$20	299.87	136,318	0.25	400	\$ 2,726,360	1.96%		
8	2	L	\$10	\$10	\$20	299.91	136,302	0.25	400	\$ 2,726,040	1.96%		
9	2	L	\$15	\$5	\$20	299.99	136,262	0.25	400	\$ 2,725,240	1.96%	LOW TIER	
10	4	L	\$5	\$5 x 3	\$20	300.23	136,155	0.25	400	\$ 2,723,100	1.96%	60.81%	
11	1	M	\$50 or	\$50	\$50	1,198.80	34,099	-	100	\$ 1,704,950	1.23%		
12	5	M	\$10 + \$20	(\$5 x 2) + \$10	\$50	240.14	170,224	-	500	\$ 8,511,200	6.13%		
13	5	M	\$5 + \$10 + \$15	\$10 x 2	\$50	239.82	170,455	-	500	\$ 8,522,750	6.13%		
14	5	M	\$5 + \$20	(\$10 x 2) + \$5	\$50	240.09	170,259	-	500	\$ 8,512,950	6.13%		
15	1	M	\$100 or	\$100	\$100	2,344.04	17,439	-	51	\$ 1,743,900	1.26%		
16	4	M	\$50	(\$20 x 2) + \$10	\$100	600.22	68,105	-	200	\$ 6,810,500	4.90%		
17	6	M	\$10 + \$20 + \$50	(\$5 x 2) + \$10	\$100	480.13	85,139	-	250	\$ 8,513,900	6.13%		
18	1	M	\$200 or	\$200	\$200	12,005.22	3,405	-	10	\$ 681,000	0.49%		
19	3	M	\$100	\$50 x 2	\$200	5,993.81	6,820	-	20	\$ 1,364,000	0.98%		
20	6	M	\$20 + \$50 + \$100	\$10 x 3	\$200	3,755.42	10,885	-	32	\$ 2,177,000	1.57%		
21	3	M		(\$50 x 2) + \$100	\$200	6,022.95	6,787	-	20	\$ 1,357,400	0.98%		
22	1	M	\$500 or	\$500	\$500	60,202.91	679	-	2	\$ 339,500	0.24%		
23	6	M	\$50 + \$100 + \$200	\$50 x 3	\$500	24,173.73	1,691	-	5	\$ 845,500	0.61%		
24	5	M	\$100 + \$200	(\$50 x 2) + \$100	\$500	40,037.00	1,021	-	3	\$ 510,500	0.37%	MID TIER	
25	4	M	\$200	\$100 x 3	\$500	60,559.67	675	-	2	\$ 337,500	0.24%	37.38%	
26	1	H	\$5,000 or	\$5,000	\$5,000	400,762.50	102	-	-	\$ 510,000	0.37%	HIGH TIER	
27	1	H	\$100,000 or	\$100,000	\$100,000	2,043,888.75	20	-	-	\$ 2,000,000	1.44%	1.81%	
						2 Decimals:	3.77	10,830,944	18.50	31,795	\$ 138,923,285	100.00%	100.00%
						4 Decimals:	3.7742						

TEXAS LOTTERY COMMISSION
 "SUPER LOTERIA" - GAME NUMBER 2237
 END OF PRODUCTION PRIZE STRUCTURE
 May 8, 2019 - Version 2

Consolidated Odds 1 in:

\$5	8.33	4,905,242
\$10	10.00	4,087,823
\$15	75.00	545,037
\$20	75.00	545,037
\$50	75.00	545,037
\$100	239.50	170,683
\$200	1,465.31	27,897
\$500	10,053.56	4,066
\$5,000	400,762.50	102
\$100,000	2,043,888.75	20
		10,830,944

PRIZE	GET	BONUS GAMES	A	B	C	D
\$5	\$5 or	\$5	10 =	\$50	8 =	\$40
\$10	\$10 or	\$10	2 =	\$20	2 =	\$30
\$10	\$5	\$5	5 =	\$50	6 =	\$40
\$15	\$15 or	\$15	1 =	\$15	0 =	\$0
\$15	\$5 + \$10		0 =	\$0	0 =	\$15
\$15	\$5	\$5 x 2	0 =	\$0	1 =	\$15
\$20	\$20 or	\$20	1 =	\$20	0 =	\$0
\$20	\$10	\$10	0 =	\$0	0 =	\$20
\$20	\$15	\$5	0 =	\$0	1 =	\$0
\$20	\$5	\$5 x 3	0 =	\$0	0 =	\$0
			19 =	\$155	18 =	\$155

* Each of the following GLEPS will be used in approximately 25% of each pack of tickets.
 ** Numbers are rounded.
 Note: There will be no more than 22 winners per pack for this game.



INTEROFFICE MEMO

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

0.0000 *

40.877.775 *

1.000 *

40.877.7750

40.877.775 *

42.03 *

1.718.092.8833

Payment Approval

July 31, 2019

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

DB

Vendor Name: IGT Global Solutions Corporation

Invoice Number: 90108486

Tx Game name: Game #2237 Super Loteria

PO #: 362-19-9009RL024

	<u>Quantity:</u>	<u>Unit Price:</u>	<u>Amount:</u>
Truck 1	2245.950	\$42.03	\$94,397.28
Truck 2	2421.60	\$42.03	\$101,779.85
Truck 3	2407.650	\$42.03	\$101,193.53
Truck 4	2393.925	\$42.03	\$100,616.67
Truck 5	2423.025	\$42.03	\$101,839.74
Truck 6	2413.650	\$42.03	\$101,445.71
Truck 7	2421.150	\$42.03	\$101,760.93
Truck 8	2412.675	\$42.03	\$101,404.73
Truck 9	2385.600	\$42.03	\$100,266.77
Truck 10	2417.250	\$42.03	\$101,597.02
Truck 11	2421.750	\$42.03	\$101,786.15
Truck 12	2417.325	\$42.03	\$101,600.17
Truck 13	2415.300	\$42.03	\$101,515.06
Truck 14	2415.600	\$42.03	\$101,527.67
Truck 15	2425.800	\$42.03	\$101,956.37
Truck 16	2419.500	\$42.03	\$101,691.59
Truck 17	2420.025	\$42.03	\$101,713.65
		Rounding Adjustment	(\$0.01)

Total Amount Due \$1,718,092.88

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

Dale Bowersock DB

Dale Bowersock (Scratch Ticket Strategy Coordinator)

Please forward to the next person for approval

8/1/19

Date

Robert Tirfoni

Robert Tirfoni (Products Manager)

Please forward to the next person for approval

8/12/19

Date

Ryan Mindell

Ryan Mindell (Lottery Operations Division Director)

8-12-19

Date

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

August 10, 2019



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: ~~90108486~~
 DATE : July 29, 2019

RECEIVED
 2019 JUL 31 PM 3:10
 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# 2237	86268 010	"SUPER LOTERIA" 2237 -Truck#1 10.00" x 4.00" \$23.47/M Full UV (\$.08 per sq inch per thousand) \$ 3.20/M Player#s Mark (\$0.114 per sq inch per thousand) \$ 4.56/M Integrated Graphic Overprint (\$0.17 per sq. inch per thousand) \$ 6.80/M Synchronized printing (\$0.10 per sq inch per thousand) \$ 4.00/M Synchronized printing (\$2,500 Set Up Charge) \$ waived Synchronized printing (\$1,000 per each additional grid x 11 grids) \$ waived Total Ticket Price: \$ 42.03/M	2,245,950	PC 0.04203	94,397.28
002 game# 2237	86268 020	"SUPER LOTERIA" 2237 -Truck#2	2,421,600	PC 0.04203	101,779.85
003 game# 2237	86268 030	"SUPER LOTERIA" 2237 -Truck#3	2,407,650	PC 0.04203	101,193.53
004 game# 2237	86268 040	"SUPER LOTERIA" 2237 -Truck#4	2,393,925	PC 0.04203	100,616.67
005 game# 2237	86268 050	"SUPER LOTERIA" 2237 -Truck#5	2,423,025	PC 0.04203	101,839.74
006 game# 2237	86268 060	"SUPER LOTERIA" 2237 -Truck#6	2,413,650	PC 0.04203	101,445.71
007 game# 2237	86268 070	"SUPER LOTERIA" 2237 -Truck#7	2,421,150	PC 0.04203	101,760.93
008 game# 2237	86268 080	"SUPER LOTERIA" 2237 -Truck#8	2,412,675	PC 0.04203	101,404.73
009 game# 2237	86268 090	"SUPER LOTERIA" 2237 -Truck#9	2,385,600	PC 0.04203	100,266.77
010 game# 2237	86268 100	"SUPER LOTERIA" 2237 -Truck#10	2,417,250	PC 0.04203	101,597.02

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
011 game# 2237	86268 110	"SUPER LOTERIA" 2237 -Truck#11	2,421,750 PC	0.04203	101,786.15
012 game# 2237	86268 120	"SUPER LOTERIA" 2237 -Truck#12	2,417,325 PC	0.04203	101,600.17
013 game# 2237	86268 130	"SUPER LOTERIA" 2237 -Truck#13	2,415,300 PC	0.04203	101,515.06
014 game# 2237	86268 140	"SUPER LOTERIA" 2237 -Truck#14	2,415,600 PC	0.04203	101,527.67
015 game# 2237	86268 150	"SUPER LOTERIA" 2237 -Truck#15	2,425,800 PC	0.04203	101,956.37
016 game# 2237	86268 160	"SUPER LOTERIA" 2237 -Truck#16	2,419,500 PC	0.04203	101,691.59
017 game# 2237	86268 170	"SUPER LOTERIA" 2237 -Truck#17	2,420,025 PC	0.04203	101,713.65
018 game# 2237	86268 180	Rounding Adjustment			(0.01)
				TOTAL AMOUNT DUE	USD <u>1,718,092.88</u>

REMARKS:
Unrounded Invoice Total \$ 1,718,092.8833

PAYMENT TERMS:
Due within 30 days

REMITTANCE:
Please remit payment in USD:

For wire transfer payments:
Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
SWIFT: WFBUS6S
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
8/26/18-8/30/20**

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 14	Week 16	Week 16	Week 17	3M	None	None	None	None
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 56
15M-19.99M	Week 23*	None	Week 33	Week 26*	5M	Week 26*	Week 22*	Week 27	None
20M-24.99M	None	None	None	Week 48	6M	Week 14	Week 21	None	None
25M-29.99M	Week 30	None	None	None	7M	Week 18	Week 45	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 20*	Week 35*	None	None
>35M	None	Week 54*	Week 62	Week 47*	>9M	Week 40	None	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	\$598,210	\$786,271	\$962,270	\$1,910,553	3M	None	None	None	None
10M-14.99M	None	None	None	\$1,965,388	4M	\$2,364,236	None	None	\$3,525,563
15M-19.99M	\$629,679	None	\$1,405,386	\$3,225,872	5M	\$1,959,320	\$4,672,585	\$5,273,477	None
20M-24.99M	None	None	None	\$2,129,434	6M	\$4,039,631	\$5,031,851	None	None
25M-29.99M	\$838,549	None	None	None	7M	\$3,610,003	\$3,302,718	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,479,987	\$4,349,250	None	None
>35M	None	\$1,286,299	\$1,629,327	\$3,641,275	>9M	\$4,179,750	None	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