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Percentage Of Variance In Sales

Scratch Ticket Game Closing Analysis SUMMARY REPORT

	SUMMAR	Y REPORT				
Scratch Ticket Information		Date Completed	6/28/2021			
Game #	2240	Confirmed Packs	7,010			
Game Name	Break the Bank	Active Packs	5,648			
Quantity Printed	40,055,875	Warehouse Packs	25,448			
Price Point	\$2	Returned Packs	51			
Start Date	9/21/2020	Printed Payout Percentage	65.04%			
Top Prize	\$ 30,000	Percent Sold	86.05%			
Number of Top Prizes Remaining	4	Number of Weeks Out	69			
	Current Game	Sales Analysis				
TANGIBLE COSTS						
Expenditure Impact:						
Cost to print tickets	\$ 616,483	Actual ticket production costs				
Prize payout expense	\$ 44,159,134	Data from Instant Ticket Tier Liability scre	∋en in ES			
Estimated Direct Costs	\$ 44,775,617					
TANGIBLE BENEFITS						
Revenue Impact:						
Estimated sales	\$ 68,936,161	Based on # of tkts printed, times % sold f	rom DaVinci report,			
Total Estimated Benefits	\$ 68,936,161	times the price point				
Excess of Revenue over Expended	\$ 24,160,543					
INTANGIBLE POSITIVE BENEFITS	2.					
		nt with higher average weekly sales.				
	• • •	thus releasing their financial burden				
INTANGIBLE NEGATIVE BENEFIT	S.					
There are still valuable prizes remain						
AA						
Assumptions: Estimated sales revenue is calcula	ated based on the number	r of tickets printed times the percent sold	from the Da\/inci			
		ents. Some partial packs could be return				
reducing the sales revenue amour						
	Weekly Sales Com	parison Information				
	Previous 3 Weeks	Sales from DaVinci				
Most recent week	sales	\$ 538,540				
Next week		\$ 556,390 \$ 600,542				
Next week		\$ 600,542				
Avg Weekly Sales Cur		\$ 565,157				
Avg Weekly Sales \$3;	>35M Qty*	\$ 1,688,331	1,688,331			

67%

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Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2240	Printed Payout Percentage	65.04%
Game Name	Break the Bank	Actual Payout Percentage	64.06%
Percent Sold	86.05%	Number of Weeks Out	69
Average # of Weeks for 85% Sell-th	rough for Same Price Poi	nt Game With Similar Print Run.*	59
* No games at this level with 85% sell throug	h so \$3 at >35M data was used		
Recommendation			
Based on the findings in this Su	ummary Report, I am reco	mmending closing the above game.	
I am recommending closing the	e above game based on th	ne below business reason(s):	
Wale Bowersock	1/20/2022		
Scratch Ticket Strategy Coordinator	Date		
Jour far	1/20/2022		
Products Manager	Date		
By signing below, I agree with the re	commendation of the Pro	ducts Department Staff to close the abc	ove game.
Not Required - Greater Than 85% Sol	d		
Lottery Operations Division Director	Date		
Not Required - Greater Than 85% Sol	d		
Controller	Date		
Not Required - Greater Than 85% Sol	d		
Executive Director	Date		

				TEXAS	* Plo	iy th	e Game	s of T	exas!	8 *						
						Da Vi	nci Report				1	/19/22				
						1	Week End D	ate:1/15/2	22							
														Net S		
Product Line		\$	Tix Run	Name	Start	Call	Close Wk		Confirmed		Ware	Return	1/15/22	1/8/22	1/1/22	12/25/21
Mature	2124	\$1 ¢0	853,200	WINNING 7S	8/8/19		127			0	2,664	442	\$0		\$0	\$0
	2355 2240	\$2 <mark>\$2</mark>	8,976,500 40,055,875	20XTRA BREAK THE BANK	9/20/21 9/21/20		17 69		4,161 7,010	3,335 5,648	12,860 25,448	223 51	\$288,878.00 \$538,540.00	\$331,890.00 \$556,390.00	\$370,412.00 \$600,542.00	\$378,120.00 \$558,672.00
	2240	<mark>ुब्ट</mark> \$2	9,097,000	LUCKY 3	6/21/21		30		2,335	1,735	2,924	87	\$105,484.00		\$144,770.00	\$146,842.00
	2239	\$2	26,660,750	WEEKLY GRAND	2/22/21		47		8,517	9,476	43,909	21	\$656,886.00		\$715,324.00	\$630,204.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21		47		9,547	6,514	49,025	87		\$1,579,302.00		
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21		15		15,316	12,042	261,225	14		\$1,604,529.00		
	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21		19		10,080	9,077	105,524	25		\$1,748,205.00		
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20		60	75.48%	8,314	7,743	54,443	43	\$1,340,525.00	\$1,366,950.00	\$1,432,390.00	\$1,344,300.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20		55	70.39%	6,135	4,720	59,657	76	\$613,395.00	\$647,955.00	\$730,780.00	\$702,530.00
	2323	\$5	9,897,375	COWBOYS	8/16/21		22	58.79%	4,879	5,461	40,758	222	\$880,430.00	\$974,475.00	\$1,136,590.00	\$1,002,980.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21		22	54.05%	2,823	2,325	25,169	1,277	\$308,205.00	\$287,350.00	\$378,725.00	\$345,090.00
	2379	\$5	7,152,450	RED HOT \$100,000	10/4/21		15	82.61%	6,280	5,191	1,950	208	\$904,435.00	\$1,038,275.00	\$1,317,425.00	\$1,283,010.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21		32	63.34%	7,217	3,637	101,752	301	\$1,136,850.00	\$1,266,440.00	\$1,665,910.00	\$1,472,720.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21		41	56.87%	7,090	4,393	101,958	50	\$1,078,010.00	\$1,118,830.00	\$1,264,150.00	\$1,004,840.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21		19	48.54%	17,313	9,858	115,675	21	\$2,579,230.00	\$2,885,250.00	\$3,535,960.00	\$3,097,930.00
	2347	\$10	11,256,950	777	4/19/21		39	77.85%	3,514	2,246	42,633	162	\$563,860.00	\$622,500.00	\$788,660.00	\$684,240.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21		22	52.18%	10,961	7,468	57,381	292	\$1,421,130.00	\$1,583,200.00	\$1,915,210.00	\$1,767,060.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21		44	88.12%	29,920	11,746	39,308	31	\$7,604,610.00	\$7,986,180.00	\$8,994,250.00	\$8,587,620.00
	2336	\$10	15,610,600	POWER 10X	8/2/21		24	50.34%	11,484	5,928	134,230	184	\$1,461,820.00	\$1,732,140.00	\$2,099,040.00	\$1,885,060.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21		15	36.51%	23,360	9,355	192,754	27	\$4,536,800.00	\$4,617,180.00	\$5,432,500.00	\$5,219,420.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21		32		10,020	5,074	121,676	107	\$1,478,240.00	\$1,697,560.00	\$2,257,640.00	\$2,128,020.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21		19			9,405	229,189	44		\$2,958,980.00		
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17		244			6,220	192,182	63		\$1,989,020.00		
	2343	\$20	25,454,075		6/18/21		30		31,172	10,668	510,640	63		\$7,296,080.00		
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20		96			4,932	95,889	78		\$1,509,360.00 \$2,350,020,00		
	2053	\$30 \$20		\$750 MILLION WINNER'S CIRCLE	3/19/18		200			5,059	526,388	45		\$2,359,020.00 \$2,145,500.00		
	2293	\$30 \$50	9,177,650	CASH CELEBRATION! CASINO MILLIONS	4/5/21 9/20/21		41		11,768	7,007	118,018	57		\$3,145,500.00 \$6,416,500.00		
	2340 2312	\$50 \$50	6,606,400 6,731,160	MILLIONAIRE CLUB	9/20/21 4/19/21		17		20,902 12,886	8,195 4,892	146,628 25,821	32 73	\$3,847,200.00	\$6,416,500.00 \$3,876,750.00		
	2312	ψυυ	0,731,100				39	00.91%	12,000	4,092	20,021	13	φ3,047,200.00	φ3,070,730.00	ψ τ , <i>21</i> 0,000.00	ψ 1 ,321,400.00
Sold/Closing	2313	\$1	9,294,450	DOUBLE DOUBLER	7/6/21	12/19/21	2/2/22 28	94.65%	37	71	396	1,996	\$2,505.00	\$5,879.00	\$5,325.00	\$8,334.00
	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21	12/19/21	2/2/22 37	97.02%	70	138	155	1,685	\$7,380.00	\$12,113.00	\$14,181.00	\$19,534.00

Proc Activ		Status:	SmartCash N/A	Enabled:	Validation Rang	ge: 04/01/2	2020 - 12/31/2037	7	
			Outstar	nding 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	\$2.00	763898	\$1,527,796.00	3080690	\$6,161,380.00	80.13%	32096998
2	2	N/A	\$4.00	173505	\$694,020.00	788140	\$3,152,560.00	81.96%	32828785
3	3	N/A	\$4.00	206950	\$827,800.00	1075125	\$4,300,500.00	83.86%	33590135
4	4	N/A	\$6.00	47960	\$287,760.00	272487	\$1,634,922.00	85.03%	34060875
5	5	N/A	\$6.00	24535	\$147,210.00	135797	\$814,782.00	84.70%	33926275
6	6	N/A	\$8.00	11504	\$92,032.00	68691	\$549,528.00	85.65%	34309846
7	7	N/A	\$8.00	11723	\$93,784.00	68275	\$546,200.00	85.35%	34186040
8	8	N/A	\$10.00	25763	\$257,630.00	134520	\$1,345,200.00	83.93%	33617515
9	9	N/A	\$10.00	44771	\$447,710.00	275754	\$2,757,540.00	86.03%	34460861
10	10	N/A	\$10.00	44333	\$443,330.00	276311	\$2,763,110.00	86.17%	34517654
11	11	N/A	\$12.00	11031	\$132,372.00	69135	\$829,620.00	86.24%	34544107
12	12	N/A	\$12.00	21850	\$262,200.00	138314	\$1,659,768.00	86.36%	34591345
13	13	N/A	\$12.00	10958	\$131,496.00	69237	\$830,844.00	86.34%	34582562
14	14	N/A	\$20.00	12355	\$247,100.00	67733	\$1,354,660.00	84.57%	33876543
15	15	N/A	\$20.00	21058	\$421,160.00	139028	\$2,780,560.00	86.85%	34786853
16	16	N/A	\$20.00	10530	\$210,600.00	69468	\$1,389,360.00	86.84%	34783388
17	0	N/A	\$50.00	6184	\$309,200.00	35543	\$1,777,150.00	85.18%	34119538
18	0	N/A	\$50.00	7264	\$363,200.00	51195	\$2,559,750.00	87.57%	35078611
19	0	N/A	\$50.00	7487	\$374,350.00	52630	\$2,631,500.00	87.55%	35067297
20	0	N/A	\$200.00	733	\$146,600.00	4260	\$852,000.00	85.32%	34175451
21	0	N/A	\$200.00	598	\$119,600.00	4397	\$879,400.00	88.03%	35260396
22	0	N/A	\$200.00	843	\$168,600.00	5854	\$1,170,800.00	87.41%	35013751
23	0	N/A	\$1,000.00	22	\$22,000.00	145	\$145,000.00	86.83%	34779052
24	0	N/A	\$1,000.00	42	\$42,000.00	301	\$301,000.00	87.76%	35151074
25	0	N/A	\$3,000.00	7	\$21,000.00	53	\$159,000.00	88.33%	35382689
26	0	N/A	\$3,000.00	11	\$33,000.00	61	\$183,000.00	84.72%	33936228
27	0	N/A	<mark>\$30,000.00</mark>	<mark>4</mark>	\$120,000.00	21	\$630,000.00	84.00%	33646933
			Totals:	1465919	\$7,943,550.00	6,883,165	\$44,159,134.00		

Liability for 2240 / for Life to Date

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March 27, 2020 - (POOLS # 1 –183 COMPLETE)

					GAME N	Prize Structure TEXAS LOTTERY D.2240 "BREAK TH ber 22, 2019 - VER	E BANK"				Total Payout		ORIGINAL ORDER
	Order Quantity: Price Point: Revenue:	<mark>40,055,875</mark> \$2.00 \$80,111,750.00	Pack Size: Packs/Game: 3 Packs/Pool:	125 320,447 1,920	Pool Size: Number of Pools:		0,000 \$6.90	Winners: Non-winners: Overall Odds:	: 31,706,791	Prize Fund: Payout:	\$52,102,684.		SHIPMENT # 1-6 COMPLETE POOLS # 1-183
Kind	Wins	Tier Level		Get	Win	Value	Odds (1 in)	Pack	Winners Pool	Total	Total Prize Cost	% Prize Fund	40,055,875
						Low Tiers							
01	1	L		\$2	\$2	\$2.00	10.4188	12.00	23,040.00	3,844,588	\$7,689,176.00	14.76%	3,844,588
02	1	L		\$4	\$4	\$4.00	41.6535	3.00	5,760.00	961,645	\$3,846,580.00	7.38%	961,645
03	2	L		\$2 x 2	\$4	\$4.00	31.2430	4.00	7,680.00	1,282,075	\$5,128,300.00	9.84%	1,282,075
	-					Total (\$4.00):	17.8524	7.00	13,440.00	2,243,720	\$8,974,880.00	17.23%	
04	3	L		\$2 x 3	\$6	\$6.00	125.0000	1.00	1,920.00	320,447	\$1,922,682.00	3.69%	320,447
05	2	L	\$	32 + \$4	\$6	\$6.00	249.8308	0.50	960.00	160,332	\$961,992.00	1.85%	160,332
						Total (\$6.00):	83.3145	1.50	2,880.00	480,779	\$2,884,674.00	5.54%	
06	4	L		\$2 x 4	\$8	\$8.00	499.4810	0.25	480.00	80,195	\$641,560.00	1.23%	80,195
07	2	L		\$4 x 2	\$8	\$8.00	500.7110	0.25	480.00	79,998	\$639,984.00	1.23%	79,998
	1			\$10	\$10	Total (\$8.00):	250.0476	0.50	960.00	160,193 160,283	\$1,281,544.00	2.46%	
08	3	L	\$2 + (\$10	\$10.00 \$10.00	249.9072 124.9696	0.50	960.00 1,920.00		\$1,602,830.00 \$3,205,250.00	3.08%	160,283
09	5	L		\$4 x 2) \$2 x 5	\$10	\$10.00	124.9696	1.00	1,920.00	320,525 320,644	\$3,205,250.00	6.15%	320,525
10	5	L		\$2 X 5	\$10					801,452		15.38%	320,644
	3			\$4 x 3	\$12	Total (\$10.00): \$12.00	49.9791 499.6616	2.50	4,800.00 480.00	801,452	\$8,014,520.00 \$961,992.00	15.38%	00.466
11 12	5	L		\$4 x 5 4) + \$4	\$12	\$12.00	250.0929	0.25	960.00	160,164	\$961,992.00	3.69%	80,166
12	6	L		*) * \$4 \$2 x 6	\$12	\$12.00	499.4810	0.50	480.00	80,195	\$1,921,968.00	1.85%	160,164
13	0	L		\$2 X 0	\$12	\$12.00 Total (\$12.00):	124.9696		480.00	320,525	\$962,340.00		80,195
	1	1		\$20	\$20	\$20.00	500.1483	1.00	480.00	80,088	\$3,848,300.00	7.38%	00.000
14 15	3		\$4 + \$6		\$20	\$20.00	250.2147	0.25	960.00	160,086	\$3,201,720.00	6.15%	80,088
15	4	L	(\$4 × 2) + (\$20	\$20.00	500.7110	0.50	480.00	79,998	\$1,599,960.00	3.07%	160,086
10	4	L	(\$4 X 2) + (90 X Z)	920	Total (\$20.00):	125.1074	1.00	1,920.00	320.172	\$6,403,440.00	12.29%	79,998
						Total (Low Tiers):	4.9019	25.50	48.960.00		\$39,094,534.00	75.03%	
												10.00%	
17	1	м		\$50	\$50	\$50.00	959.9510	0.13	250.00	41,727	\$2,086,350.00	4.00%	41,727
17	3	M	\$10 + (\$		\$50	\$50.00	685.1960	0.13	350.00	58,459	\$2,922,950.00	5.61%	58,459
10	5	M		510 x 5	\$50	\$50.00	666.2986	0.19	360.00	60,117	\$3,005,850.00	5.77%	60,117
15	Ū	IVI			çoo	Total (\$50.00):	249.8760	0.50	960.00	160,303	\$8,015,150.00	15.38%	00,117
20	1	м		\$200	\$200	\$200.00	8022.4064	0.02	30.00	4,993	\$998,600.00	1.92%	4,993
20	4	M	9	\$50 x 4	\$200	\$200.00	8019.1942	0.02	30.00	4,995	\$999,000.00	1.92%	4,995
22	6	M	\$10 + (\$20 x 2) + (\$		\$200	\$200.00	5981.1669	0.02	40.00	6,697	\$1,339,400.00	2.57%	6,697
	-		*** (*******) (*	,		Total (\$200.00):	2400.7117	0.05	100.00	16,685	\$3,337,000.00	6.40%	0,057
						Total (Mid Tiers):		0.55		176,988		21.79%	
23	1	н		\$1,000	\$1,000	\$1,000.00	239855.5389	0.00	1.00	167	\$167,000.00	0.32%	167
24	8	н	(\$50 x 4) + (\$2		\$1,000	\$1,000.00	116780.9767	0.00	2.00	343	\$343,000.00	0.66%	343
						Fotal (\$1,000.00):	78540.9314	0.00	3.00	510	\$510,000.00	0.98%	
25	1	н		\$3,000	\$3,000	\$3,000.00	667597.9167	0.00	0.36	60	\$180,000.00	0.35%	60
26	3	н	\$1,0	000 x 3	\$3,000	\$3,000.00	556331.5972	0.00	0.42	72	\$216,000.00	0.41%	72
					-	Fotal (\$3,000.00):	303453.5985	0.00	0.78	132	\$396,000.00	0.76%	
27	1	н	\$	30,000	\$30,000	\$30,000.00	1602235.0000	0.00	0.15	25 *	\$750,000.00	1.44%	25
					1	otal (High Tiers):	60053.7856	0.00	3.93	667	\$1,656,000.00	3.18%	
						Total :	4.7976	26.05	50,023.93	8,349,084	\$52,102,684.00	100.00%	

* Exact Quantity by Kind Level

There will be no more than twenty-seven (27) winners per pack for this game.



INTEROFFICE MEMO

Gary Grief, Executive Director Tom Hanson, Acting Charitable Bingo Operations Director

Payment Approval

April 3, 2020

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

Vendor Name:	Scientific Games
Invoice Number:	TX 03272020
Invoice Amount:	<mark>\$616,483.48</mark>
Tx Game name:	Game #2240 Break The Bank
PO #:(if applicable)	362-20-9019 RL009

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	Date
Robert Tirloni (Products Manager) Please forward to the next person for approval	Date
Ryan Mindell (Lottery Operations Division Director)	Date

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

April 13, 2020



Invoice: TX 03272020 "TX 2240-BREAK THE BANK™ March 27, 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

Game	Shipment	Description	Quantity	Price Per	Total Amount	SG Invoice #
TX-2221	1	TX-2240 BREAK THE BANK Additional Charges	6,416,375	15.37	\$ 98,619.68 \$ 824.68	1037445
TX-2221	2	TX-2240 BREAK THE BANK	6,795,000	15.37	\$ 104,439.15	1037446
TX-2221	3	TX-2240 BREAK THE BANK	6,800,500	15.37	\$ 104,523.69	1037447
TX-2221	4	TX-2240 BREAK THE BANK	6,790,875	15.37	\$ 104,375.75	1037448
TX-2221	5	TX-2240 BREAK THE BANK	6,796,000	15.37	\$ 104,454.52	1037449
TX-2221	6	TX-2240 BREAK THE BANK	6,457,125	15.37	\$ 99,246.01	1037443
				Total Due	\$616,483.48	

*Please include the SG invoice numbers with your remittance

Due Date:

April 26, 2020

Wire Transfer Instructions:

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

Instant Ticket Game Analysis 8/25/19-8/28/21

Average Number of Weeks for 85% Average Sell Through

	Α	В	c	D	-	E	F	G	н
		Price	e Point				Price	Point	
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 11*	Week 17	3M	None	None	None	None
10M-14.99M	Week 15	None	None	Week 19	4M	Week 16*	None	None	None
15M-19.99M	Week 23*	None	Week 29	Week 48	5M	Week 20	None	Week 38*	Week 36
20M-24.99M	None	None	None	Week 36	6M	Week 13	Week 23*	None	None
25M-29.99M	Week 32	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	None	None	None	8M	Week 21*	Week 40	None	None
>35M	None	None	Week 59	Week 44*	>9M	Week 30	Week 33	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

	Α	В	° c	D	C	Ε	F	G	н	
		Price	e Point]		Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50	
< 5M	None	None	\$1,280,407	None	2M	None	None	None	None	
5M-9.99M	\$565,128	\$810,337	\$1,161,701	\$1,904,150	3M	None	None	None	None	
10M-14.99M	\$646,883	None	None	\$2,800,321	4M	\$2,364,236	None	None	None	
15M-19.99M	\$638,272	None	\$1,669,812	\$1,515,020	5M	\$2,813,557	None	\$3,506,730	\$6,331,310	
20M-24.99M	None	None	None	\$2,620,225	6M	\$4,264,362	\$4,577,513	None	None	
25M-29.99M	\$786,285	None	None	None	7M	\$3,884,366	\$3,675,833	None	None	
30M-34.99M	None	None	None	None	8M	\$3,283,703	\$3,828,587	None	None	
>35M	None	None	<mark>\$1,688,331</mark>	\$3,934,727	>9M	\$4,643,288	\$6,280,238	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