

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 1/25/2021

Game #	2245	Confirmed Packs	4,971
Game Name	Million Dollar Loteria	Active Packs	1,766
Quantity Printed	12,034,525	Warehouse Packs	10
Price Point	\$20	Returned Packs	751
Start Date	3/2/2020	Printed Payout Percentage	75.17%
Top Prize	\$ 1,000,000	Percent Sold	98.03%
Number of Top Prizes Remaining	1	Number of Weeks Out	47

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 567,067	Actual ticket production costs
Prize payout expense	\$ 175,444,110	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 176,011,177

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 235,948,897	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 235,948,897

Excess of Revenue over Expended **\$ 59,937,720**

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	\$	1,061,800	
Next week	\$	1,479,540	
Next week	\$	2,272,100	
Avg Weekly Sales Current Game	\$	1,604,480	
Avg Weekly Sales \$20; 8M Qty*	\$	4,349,250	
Percentage Of Variance In Sales		63%	

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2245	Printed Payout Percentage	75.17%
Game Name	Million Dollar Loteria	Actual Payout Percentage	74.36%
Percent Sold	98.03%	Number of Weeks Out	47
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			35

* No data available at the >9M qty. 8M Qty was used. 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 Date

Controller Date

Executive Director Date

Not Required
Over 85% Sold

Bowersock, Dale

From: Tirloni, Robert
Sent: Tuesday, January 26, 2021 3:58 PM
To: Bowersock, Dale
Subject: FW: Game Close Analysis Documents for 2/5/21 Pre-call
Attachments: 2266 Winter Words.pdf; 2257 Lucky No. 13.pdf; 2245 Million Dollar Loteria.pdf; 2259 7-11-21.pdf

Importance: High

All four game close analysis documents attached are approved. –RT, 1/26/21

Note, there was a type-o on game 2259 for the number of active packs. I corrected and the corrected PDF is attached. Please keep this version instead of the one you originally sent me.

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, January 25, 2021 12:39 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Game Close Analysis Documents for 2/5/21 Pre-call

Approved. DB 1/25/21

Attached are game close analysis documents for your approval. I won't need these back until 2/4.



Play the Games of Texas!

Da Vinci Report **1/25/21**

Week End Date: 1/23/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/23/21	1/16/21	1/9/21	1/2/21
Sold/Closing	2268	\$10	8,125,100	ROYAL WINNINGS	8/18/20	12/22/20	2/5/21	23	85.80%	1,251	389	6,122	661	\$223,770.00	\$529,710.00	\$1,269,640.00	\$2,048,400.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			47	98.03%	4,971	1,766	10	751	\$1,061,800.00	\$1,479,540.00	\$2,272,100.00	\$2,813,300.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20	12/28/20	2/11/21	51	94.46%	675	338	6,951	412	\$123,140.00	\$318,540.00	\$669,900.00	\$1,122,160.00
	2227	\$50	5,138,000	\$1,000,000 GOLDEN RICHES	4/6/20	12/28/20	2/11/21	42	92.77%	1,096	565	5,194	407	\$411,000.00	\$1,025,600.00	\$2,200,350.00	\$3,398,600.00

Liability for 2245 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 02/11/2020 - 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	\$20.00	8124	\$162,480.00	232778	\$4,655,560.00	96.63%	11628681
2	2	N/A	\$20.00	12113	\$242,260.00	468784	\$9,375,680.00	97.48%	11731395
3	3	N/A	\$20.00	17824	\$356,480.00	704036	\$14,080,720.00	97.53%	11737371
4	4	N/A	\$30.00	4192	\$125,760.00	116357	\$3,490,710.00	96.52%	11616033
5	5	N/A	\$30.00	5608	\$168,240.00	234954	\$7,048,620.00	97.67%	11753975
6	6	N/A	\$30.00	5434	\$163,020.00	235385	\$7,061,550.00	97.74%	11762969
7	7	N/A	\$30.00	2918	\$87,540.00	117352	\$3,520,560.00	97.57%	11742542
8	8	N/A	\$30.00	2628	\$78,840.00	117725	\$3,531,750.00	97.82%	11771741
9	0	N/A	\$40.00	369	\$14,760.00	9642	\$385,680.00	96.31%	11590938
10	0	N/A	\$40.00	436	\$17,440.00	19672	\$786,880.00	97.83%	11773581
11	0	N/A	\$40.00	424	\$16,960.00	19620	\$784,800.00	97.88%	11779953
12	0	N/A	\$40.00	918	\$36,720.00	39194	\$1,567,760.00	97.71%	11759103
13	0	N/A	\$40.00	649	\$25,960.00	29363	\$1,174,520.00	97.84%	11774282
14	0	N/A	\$40.00	674	\$26,960.00	29466	\$1,178,640.00	97.76%	11765405
15	0	N/A	\$40.00	461	\$18,440.00	19646	\$785,840.00	97.71%	11758605
16	0	N/A	\$40.00	974	\$38,960.00	39117	\$1,564,680.00	97.57%	11742149
17	0	N/A	\$40.00	668	\$26,720.00	29444	\$1,177,760.00	97.78%	11767552
18	0	N/A	\$50.00	307	\$15,350.00	9708	\$485,400.00	96.93%	11665618
19	0	N/A	\$50.00	926	\$46,300.00	39150	\$1,957,500.00	97.69%	11756454
20	0	N/A	\$50.00	1679	\$83,950.00	78580	\$3,929,000.00	97.91%	11782765
21	0	N/A	\$50.00	1556	\$77,800.00	68665	\$3,433,250.00	97.78%	11767856
22	0	N/A	\$50.00	2085	\$104,250.00	98281	\$4,914,050.00	97.92%	11784520
23	0	N/A	\$50.00	1902	\$95,100.00	88472	\$4,423,600.00	97.90%	11781247
24	0	N/A	\$50.00	1877	\$93,850.00	88193	\$4,409,650.00	97.92%	11783733
25	0	N/A	\$100.00	617	\$61,700.00	11406	\$1,140,600.00	94.87%	11416933
26	0	N/A	\$100.00	3154	\$315,400.00	97105	\$9,710,500.00	96.85%	11655936
27	0	N/A	\$100.00	1020	\$102,000.00	39101	\$3,910,100.00	97.46%	11728570
28	0	N/A	\$100.00	3908	\$390,800.00	156687	\$15,668,700.00	97.57%	11741670
29	0	N/A	\$100.00	1022	\$102,200.00	39084	\$3,908,400.00	97.45%	11727855
30	0	N/A	\$100.00	2886	\$288,600.00	117390	\$11,739,000.00	97.60%	11745758
31	0	N/A	\$150.00	382	\$57,300.00	15615	\$2,342,250.00	97.61%	11747146
32	0	N/A	\$150.00	1189	\$178,350.00	48974	\$7,346,100.00	97.63%	11749273
33	0	N/A	\$150.00	773	\$115,950.00	29329	\$4,399,350.00	97.43%	11725486
34	0	N/A	\$200.00	155	\$31,000.00	2752	\$550,400.00	94.67%	11392849
35	0	N/A	\$200.00	333	\$66,600.00	9691	\$1,938,200.00	96.68%	11634734
36	0	N/A	\$200.00	247	\$49,400.00	9823	\$1,964,600.00	97.55%	11739338
37	0	N/A	\$200.00	245	\$49,000.00	9761	\$1,952,200.00	97.55%	11739855
38	0	N/A	\$200.00	706	\$141,200.00	29404	\$5,880,800.00	97.66%	11752347
39	0	N/A	\$250.00	139	\$34,750.00	5100	\$1,275,000.00	97.35%	11715227
40	0	N/A	\$250.00	303	\$75,750.00	12752	\$3,188,000.00	97.68%	11755209
41	0	N/A	\$250.00	314	\$78,500.00	12785	\$3,196,250.00	97.60%	11746041
42	0	N/A	\$500.00	5	\$2,500.00	101	\$50,500.00	95.28%	11466858
43	0	N/A	\$500.00	30	\$15,000.00	1475	\$737,500.00	98.01%	11794634
44	0	N/A	\$500.00	66	\$33,000.00	2456	\$1,228,000.00	97.38%	11719585
45	0	N/A	\$500.00	38	\$19,000.00	1461	\$730,500.00	97.46%	11729446
46	0	N/A	\$1,000.00	10	\$10,000.00	93	\$93,000.00	90.29%	10866124
47	0	N/A	\$1,000.00	25	\$25,000.00	273	\$273,000.00	91.61%	11024917
48	0	N/A	\$1,000.00	5	\$5,000.00	98	\$98,000.00	95.15%	11450324
49	0	N/A	\$1,000.00	25	\$25,000.00	274	\$274,000.00	91.64%	11028293
50	0	N/A	\$5,000.00	1	\$5,000.00	7	\$35,000.00	87.50%	10530209
51	0	N/A	\$5,000.00	7	\$35,000.00	70	\$350,000.00	90.91%	10940477
52	0	N/A	\$5,000.00	5	\$25,000.00	72	\$360,000.00	93.51%	11253062
53	0	N/A	\$20,000.00	0	\$0.00	4	\$80,000.00	100.00%	12034523
54	0	N/A	\$20,000.00	1	\$20,000.00	7	\$140,000.00	87.50%	10530209
55	0	N/A	\$20,000.00	0	\$0.00	8	\$160,000.00	100.00%	12034525
56	0	N/A	\$1,000,000.00	1	\$1,000,000.00	5	\$5,000,000.00	83.33%	10028770
Totals:				92358	\$5,482,140.00	3,586,747	\$175,444,110.00		

NO. OF TICKETS:	12,034,525	MINIMUM QTY:	11,760,000
NO. POOLS:	100,29	MAXIMUM QTY:	12,240,000
PACK SIZE:	25		
PACKS/POOL:	4,800		
PACKS/GAME:	481,381		

TEXAS LOTTERY COMMISSION
 "MILLION DOLLAR LOTERIA" - GAME NUMBER 2245
 END OF PRODUCTION PRIZE STRUCTURE
 VERSION 2 - DECEMBER 11, 2019

520 TICKETS \$240,690,500 - REVENUE PRIZE FUND - \$180,926,250 PAYOUT % - 75.1696681%

PRIZE TIER	# WINS	TIER CODE	GAME 1 (GRID) WIN UP TO 3 TIMES!	GAME 2 (MATCH 4) WIN UP TO 2 TIMES!	GAME 3 (MATCH 2) WIN UP TO 7 TIMES!	GAME 4 (MATCH 2) WIN \$100 or \$20!	WIN:	WINNERS IN		PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS**	
								ODDS OF 1 IN:	100,29 POOLS				
1	1	L	\$20 or	\$20 or	\$20	\$20	49.96	240,902	0.50	2,400 \$	4,818,040	2.66%	
2	2	L	(\$10 x 2) or	(\$10 x 2) or	(\$10 x 2)	\$20	25.03	480,897	1.00	4,800 \$	9,617,940	5.32%	
3	2	L	\$10	\$10	\$10	\$20	16.67	721,860	1.50	7,200 \$	14,437,200	7.98%	
4	1	G	\$30 or	\$30 or	\$30	\$30	99.83	120,549	0.25	1,200 \$	3,616,470	2.00%	
5	2	G	\$20	\$10	\$10	\$30	50.03	240,562	0.50	2,400 \$	7,216,860	3.99%	
6	3	G	\$20	\$10 x 2	\$10	\$30	49.97	240,819	0.50	2,400 \$	7,224,570	3.99%	
7	2	G	\$20	\$10	\$10	\$30	100.06	120,270	0.25	1,200 \$	3,608,100	1.99%	
8	3	G	\$20	\$10	\$10	\$30	99.99	120,353	0.25	1,200 \$	3,610,590	2.00%	
9	1	M	\$40 or	\$40 or	\$40	\$40	1,202.13	10,011	-	100 \$	400,440	0.22%	
10	3	M	\$20	\$10 x 2	\$40	\$40	598.49	20,108	-	200 \$	804,320	0.44%	
11	3	M	\$20	\$10 x 2	\$40	\$40	600.41	20,044	-	200 \$	801,760	0.44%	
12	3	M	\$20	\$10	\$10	\$40	300.02	40,112	-	400 \$	1,604,480	0.89%	
13	4	M	\$10 x 2	\$10 x 2	\$10 x 2	\$40	400.99	30,012	-	300 \$	1,200,480	0.66%	
14	4	M	\$10 x 4	\$10 x 4	\$10 x 4	\$40	399.29	30,140	-	300 \$	1,205,600	0.67%	
15	2	M	(\$20 x 2) or	(\$20 x 2) or	(\$20 x 2)	\$40	598.52	20,107	-	200 \$	804,280	0.44%	
16	2	M	\$30	\$10	\$40	\$40	300.18	40,091	-	400 \$	1,603,640	0.89%	
17	2	M	\$30	\$10	\$40	\$40	399.66	30,112	-	300 \$	1,204,480	0.67%	
18	1	M	\$50 or	\$50 or	\$50	\$50	1,201.65	10,015	-	100 \$	500,750	0.28%	
19	2	M	(\$20 + \$30) or	(\$20 + \$30) or	(\$20 + \$30)	\$50	300.29	40,076	-	400 \$	2,003,800	1.11%	
20	3	M	\$30	\$10	\$10	\$50	149.95	80,259	-	800 \$	4,012,950	2.22%	
21	2	M	\$40	\$10	\$10	\$50	171.38	70,221	-	700 \$	3,511,050	1.94%	
22	4	M	\$20	\$10	\$10 x 2	\$50	119.91	100,366	-	1,000 \$	5,018,300	2.77%	
23	4	M	\$20	\$10	(\$10 x 3) + \$20	\$50	133.16	90,374	-	900 \$	4,518,700	2.50%	
24	5	M	\$100 or	\$100 or	\$100	\$50	133.61	90,070	-	900 \$	4,503,500	2.49%	
25	1	M	\$100 or	\$100 or	\$100	\$100	1,000.96	12,023	-	120 \$	1,202,300	0.66%	
26	1	M	\$100 or	\$100 or	\$100	\$100	1,000.03	100,259	-	1,000 \$	10,025,900	5.54%	
27	3	M	(\$20 + \$30 + \$50) or	(\$20 + \$30 + \$50)	(\$20 + \$30 + \$50)	\$100	299.96	40,121	-	400 \$	4,012,100	2.22%	
28	7	M	\$20	\$10 x 2	(\$10 x 2) + (\$20 x 2)	\$100	74.94	160,595	-	1,600 \$	16,059,500	8.88%	
29	2	M	\$50	\$50	\$100	\$100	300.07	40,106	-	400 \$	4,010,600	2.22%	
30	7	M	\$20 + \$30	\$10 x 2	\$10 x 5	\$100	100.06	120,276	-	1,200 \$	12,027,600	6.65%	
31	3	M	\$20 + \$30	\$10 x 2	\$10 x 5	\$100	752.30	15,997	-	160 \$	2,399,550	1.33%	
32	8	M	\$20 + \$30 + \$50	\$10 x 2	\$10 x 3	\$150	239.91	50,163	-	500 \$	7,524,450	4.16%	
33	6	M	\$20 + \$30 + \$50	\$10 x 2	\$10 x 5	\$100	399.79	30,102	-	300 \$	4,515,300	2.50%	
34	1	M	\$200 or	\$200 or	\$200	\$200	4,139.84	2,907	-	29 \$	581,400	0.32%	
35	1	M	\$200 or	\$200 or	\$200	\$200	1,200.57	10,024	-	100 \$	2,004,800	1.11%	
36	2	M	\$100	\$100	\$100	\$100	1,195.09	10,070	-	100 \$	2,014,000	1.11%	
37	5	M	\$20 + \$30	\$20 + \$30	\$100	\$200	1,202.73	10,006	-	100 \$	2,001,200	1.11%	
38	12	M	\$20 + \$30 + \$50	\$10 x 2	(\$10 x 6) + \$20	\$200	399.69	30,110	-	300 \$	6,022,000	3.33%	
39	3	M	\$20 + \$30	\$10 x 2	\$200	\$250	2,297.10	5,239	-	52 \$	1,309,750	0.72%	
40	9	M	\$20 + \$30 + \$50	\$10 x 2	\$10 x 3	\$100	921.83	13,055	-	130 \$	3,263,750	1.80%	
41	9	M	\$50 + \$100	\$10 + \$40	\$10 x 5	\$250	918.74	13,099	-	130 \$	3,274,750	1.81%	
42	1	M	\$500 or	\$500 or	\$500	\$500	113,533.25	106	-	1 \$	53,000	0.03%	
43	10	M	\$50 + \$100	\$50 x 2	\$10 x 5	\$200	7,996.36	1,505	-	15 \$	752,500	0.42%	
44	14	M	\$20 + \$30 + \$50	\$10 + \$20	\$10 x 7	\$100 + \$200	4,771.82	2,522	-	25 \$	1,261,000	0.70%	
45	9	M	\$50 + \$100 + \$200	\$10 x 2	\$10 x 3	\$100	8,028.37	1,499	-	15 \$	749,500	0.41%	
46	1	H	\$1,000 or	\$1,000 or	\$1,000	\$1,000	116,840.05	103	-	1 \$	103,000	0.06%	
47	12	H	\$100 + \$500	\$50 x 2	(\$50 x 2) + (\$20 x 5)	\$100	40,384.31	298	-	3 \$	298,000	0.16%	
48	7	H	\$100	\$200 + \$500	\$50 x 4	\$1,000	116,840.05	103	-	1 \$	103,000	0.06%	
49	14	H	\$50 + \$100 + \$200	\$20 + \$30	(\$50 x 5) + \$20 + \$30	\$100 + \$200	40,249.25	299	-	3 \$	299,000	0.17%	
50	1	H	\$5,000 or	\$5,000 or	\$5,000	\$5,000	1,504,315.63	8	-	- \$	40,000	0.02%	
51	13	H	\$500 + \$1,000	\$500 + \$1,000	(\$500 x 3) + (\$50 x 4)	\$100 + \$200	156,292.53	77	-	- \$	385,000	0.21%	
52	13	H	\$100 + \$200 + \$500	\$200 x 2	(\$1,000 x 3) + (\$50 x 2) + \$100 + \$500	\$100	156,292.53	77	-	- \$	385,000	0.21%	
53	1	H	\$20,000 or	\$20,000 or	\$20,000	\$20,000	3,008,631.25	4	-	- \$	80,000	0.04%	
54	8	H	\$1,000 + \$5,000	\$1,000 x 2	(\$1,000 x 2) + (\$5,000 x 2)	\$20,000	1,504,315.63	8	-	- \$	160,000	0.09%	
55	12	H	\$5,000	\$5,000 x 2	(\$1,000 x 4) + (\$100 x 2) + \$500	\$100 + \$200	1,504,315.63	8	-	- \$	160,000	0.09%	
56	1	H	\$1,000,000 or	\$1,000,000 or	\$1,000,000	\$1,000,000	2,005,754.17	6	***	- \$	6,000,000	3.32%	
							2 Decimals:	3.27	3,679,105	4.75	36,685 \$	180,926,250	100.00%
							4 Decimals:	3.2710	3,679,105	4.75	36,685 \$	180,926,250	100.00%

TEXAS LOTTERY COMMISSION
 "MILLION DOLLAR LOTERIA" - GAME NUMBER 2245
 END OF PRODUCTION PRIZE STRUCTURE
 VERSION 2 - DECEMBER 11, 2019

Consolidated Odds 1 in:	1 in Odds		Total # of Winners
	A	B	
\$20	8.34	1,443,659	
\$30	14.28	842,553	
\$40	49.99	240,737	
\$50	25.00	481,381	
\$100	25.42	473,380	
\$150	125.02	96,262	
\$200	190.67	63,117	
\$250	383.35	31,393	
\$500	2,136.81	5,632	
\$1,000	14,986.96	803	
\$5,000	74,287.19	162	
\$20,000	601,726.25	20	
\$1,000,000	2,005,754.17	6	
	3,679,105	3,679,105	

PRIZE	GAME 1	GAME 2	GAME 3	GAME 4	A	B	C	D
\$20	\$20 or	\$20 or	\$20	-	1 = \$ 20	0 = \$ 0	1 = \$ 20	0 = \$ 0
\$20	-	(\$10 x 2) or	(\$10 x 2)	-	0 = \$ 0	3 = \$ 60	0 = \$ 0	1 = \$ 20
\$20	-	\$10	\$10	-	1 = \$ 20	2 = \$ 40	1 = \$ 20	2 = \$ 40
\$30	\$30 or	\$30 or	\$30	-	1 = \$ 30	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$30	\$20	-	\$10	-	0 = \$ 0	1 = \$ 30	1 = \$ 30	0 = \$ 0
\$30	-	\$10 x 2	\$10	-	1 = \$ 30	0 = \$ 0	0 = \$ 0	1 = \$ 30
\$30	\$20	\$10	-	-	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 30
\$30	-	-	\$10 x 3	-	0 = \$ 0	0 = \$ 0	1 = \$ 30	0 = \$ 0
					4 = \$100	6 = \$130	4 = \$100	5 = \$120

* Each of the following GLEPS will be used in approximately 25% of each pack of tickets.
 ** Numbers are rounded.
 *** This exact number of prizes is guaranteed delivery to TLC.
 **** The \$30 prizes are GLEPS, are programmed as a G-Tier and will be included in the low-tier validation files.
 Note: There will be no more than 11 winners per pack.



INTEROFFICE MEMO

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

Payment Approval

2245

12-001-10000

12-000-10000

12-000-10000

12-000-10000

47-12

207-10000

12-000-10000


February 19, 2020

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

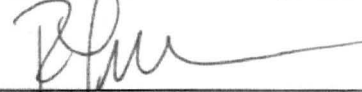
OB

Vendor Name:	IGT Global Solutions Corporation
Invoice Number:	✓ 90111821
Tx Game name:	✓ Game #2245 Million Dollar Loteria
PO #:	✓ 362-20-9009 RL010
Invoice Amount:	✓ \$567,066.82

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

2/19/2020
 Date


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

2/19/2020
 Date


 Ryan Mindell (Lottery Operations Division Director)

2-20-2020
 Date

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

February 29, 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: 90111821
 DATE : February 18, 2020

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 GAMES# 2245	91173 010	"MILLION DOLLAR LOTERIA" 2245 -Truck#1 12.00" x 4.00" Tickets \$ 33.01/M Full UV (\$0.08 per sq inch per thousand) \$3.84/M Player's Mark (\$0.114 per sq inch per thousand) \$5.47/M Synchronized printing (\$0.10 per sq inch per thousand \$4.80/M Synchronized printing (2,500 Set Up Charge) Waived Synchronized printing (\$1,000 per each additional grid x 7 grids) Waived TOTAL \$ 47.12/M	1,758,300 PC	0.04712	82,851.10
002 GAMES# 2245	91173 020	"MILLION DOLLAR LOTERIA" 2245 -Truck#2	1,911,575 PC	0.04712	90,073.41
003 GAMES# 2245	91173 030	"MILLION DOLLAR LOTERIA" 2245 -Truck#3	1,877,050 PC	0.04712	88,446.60
004 GAMES# 2245	91173 040	"MILLION DOLLAR LOTERIA" 2245 -Truck#4	1,906,125 PC	0.04712	89,816.61
005 GAMES# 2245	91173 050	"MILLION DOLLAR LOTERIA" 2245 -Truck#5	2,291,000 PC	0.04712	107,951.92
006 GAMES# 2245	91173 060	"MILLION DOLLAR LOTERIA" 2245 -Truck#6	2,290,475 PC	0.04712	107,927.18
				TOTAL AMOUNT DUE	USD <u>567,066.82</u>

REMARKS:
 Unrounded Invoice Total \$ 567,066.8180

PAYMENT TERMS:
 Due within 30 days

Continued...

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