

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

1/5/2023

Game #	2247	Confirmed Packs	1,835
Game Name	Bonus Break the Bank	Active Packs	2,131
Quantity Printed	18,355,500	Warehouse Packs	262
Price Point	\$5	Returned Packs	459
Start Date	12/28/2020	Printed Payout Percentage	67.98%
Top Prize	\$ 100,000	Percent Sold	96.84%
Number of Top Prizes Remaining	0	Number of Weeks Out	105

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,424,365	Actual ticket production costs
Prize payout expense	\$ 59,499,075	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 60,923,440

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 88,877,331	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 88,877,331

Excess of Revenue over Expended **\$ 27,953,891**

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	\$	397,290
Next week	\$	383,190
Next week	\$	417,650
Avg Weekly Sales Current Game	\$	399,377
Avg Weekly Sales \$5; 20M - 24.99M Qty*	\$	2,543,539
Percentage Of Variance In Sales		84%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2247	Printed Payout Percentage	67.98%
Game Name	Bonus Break the Bank	Actual Payout Percentage	66.95%
Percent Sold	96.84%	Number of Weeks Out	105
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			39

* no games at the 15M-19.99M level so the 20M-24.99M level was used.

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):

Not Required - All Top Prizes Claimed

Scratch Ticket Strategy Coordinator Date

Not Required - All Top Prizes Claimed

Products Manager Date

By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

Not Required - All Top Prizes Claimed

Lottery Operations Division Director Date

Not Required - All Top Prizes Claimed

Controller Date

Not Required - All Top Prizes Claimed

Deputy Executive Director Date

Not Required - All Top Prizes Claimed

Executive Director Date



Play the Games of Texas!

Da Vinci Report 1/5/23

Week End Date:12/31/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/31/22	12/24/22	12/17/22	12/10/22
Sold/Closing	2403	\$2	9,058,125	LUCKY 3	7/18/22	1/8/23	2/22/23	24	69.33%	1,394	2,428	15,228	775	\$169,834.00	\$186,478.00	\$228,634.00	\$224,414.00
	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22	12/10/22	1/24/23	52	83.76%	387	495	24,023	1,004	\$133,401.00	\$207,345.00	\$364,086.00	\$427,068.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21	12/29/22	2/12/23	65	93.62%	5,059	4,543	8,663	570	\$549,264.00	\$491,748.00	\$514,692.00	\$539,694.00
	2401	\$5	10,122,225	50X THE CASH	6/6/22	1/8/23	2/22/23	30	82.71%	881	958	18,461	1,059	\$246,525.00	\$242,795.00	\$277,125.00	\$311,420.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20	1/8/23	2/22/23	105	96.84%	1,835	2,131	262	459	\$397,290.00	\$383,190.00	\$417,650.00	\$426,080.00
	2406	\$5	7,342,125	HIT \$200,000!	7/5/22	1/8/23	2/22/23	26	78.81%	958	1,146	14,364	1,941	\$207,665.00	\$222,555.00	\$265,225.00	\$279,415.00
	2404	\$5	7,259,325	SIZZLING HOT \$100,000	6/20/22	1/8/23	2/22/23	28	71.92%	792	893	20,872	2,796	\$153,855.00	\$150,785.00	\$190,595.00	\$194,660.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			63	94.84%	14,959	8,798	8,089	41	\$2,656,000.00	\$2,422,985.00	\$2,838,605.00	\$3,567,525.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21	12/10/22	1/24/23	91	98.36%	215	117	233	648	\$61,720.00	\$95,230.00	\$161,740.00	\$200,530.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21	12/10/22	1/24/23	56	90.73%	427	271	12,598	1,778	\$128,000.00	\$221,320.00	\$373,320.00	\$483,430.00
	2393	\$10	11,938,450	BIG CASH	4/4/22	1/8/23	2/22/23	39	67.65%	2,236	1,850	69,263	481	\$504,750.00	\$530,790.00	\$578,610.00	\$636,340.00

Liability for 2247 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 11/20/2020 - 08/22/2023

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	121343	\$606,715.00	1469457	\$7,347,285.00	92.37%	16955379
2	2	N/A	\$10.00	15165	\$151,650.00	229575	\$2,295,750.00	93.80%	17218125
3	3	N/A	\$10.00	23307	\$233,070.00	466062	\$4,660,620.00	95.24%	17481289
4	4	N/A	\$10.00	23666	\$236,660.00	465724	\$4,657,240.00	95.16%	17467861
5	5	N/A	\$15.00	6990	\$104,850.00	115369	\$1,730,535.00	94.29%	17306905
6	6	N/A	\$15.00	7811	\$117,165.00	175715	\$2,635,725.00	95.74%	17574276
7	7	N/A	\$15.00	10055	\$150,825.00	234775	\$3,521,625.00	95.89%	17601652
8	8	N/A	\$15.00	7837	\$117,555.00	175667	\$2,635,005.00	95.73%	17571582
9	9	N/A	\$20.00	3316	\$66,320.00	57919	\$1,158,380.00	94.58%	17361512
10	10	N/A	\$20.00	2465	\$49,300.00	58680	\$1,173,600.00	95.97%	17615516
11	11	N/A	\$20.00	4737	\$94,740.00	117734	\$2,354,680.00	96.13%	17645535
12	12	N/A	\$20.00	4636	\$92,720.00	117724	\$2,354,480.00	96.21%	17660043
13	0	N/A	\$50.00	786	\$39,300.00	14497	\$724,850.00	94.86%	17411482
14	0	N/A	\$50.00	7688	\$384,400.00	175822	\$8,791,100.00	95.81%	17586511
15	0	N/A	\$50.00	993	\$49,650.00	29671	\$1,483,550.00	96.76%	17761089
16	0	N/A	\$50.00	2545	\$127,250.00	73903	\$3,695,150.00	96.67%	17744434
17	0	N/A	\$100.00	254	\$25,400.00	4343	\$434,300.00	94.47%	17341295
18	0	N/A	\$100.00	282	\$28,200.00	7355	\$735,500.00	96.31%	17677714
19	0	N/A	\$100.00	278	\$27,800.00	7292	\$729,200.00	96.33%	17681414
20	0	N/A	\$100.00	333	\$33,300.00	8848	\$884,800.00	96.37%	17689735
21	0	N/A	\$100.00	501	\$50,100.00	14034	\$1,403,400.00	96.55%	17722813
22	0	N/A	\$100.00	224	\$22,400.00	5903	\$590,300.00	96.34%	17684432
23	0	N/A	\$100.00	323	\$32,300.00	8895	\$889,500.00	96.50%	17712320
24	0	N/A	\$500.00	6	\$3,000.00	144	\$72,000.00	96.00%	17621279
25	0	N/A	\$500.00	14	\$7,000.00	284	\$142,000.00	95.30%	17493161
26	0	N/A	\$500.00	23	\$11,500.00	592	\$296,000.00	96.26%	17669034
27	0	N/A	\$500.00	9	\$4,500.00	301	\$150,500.00	97.10%	17822598
28	0	N/A	\$500.00	8	\$4,000.00	298	\$149,000.00	97.39%	17875617
29	0	N/A	\$500.00	16	\$8,000.00	596	\$298,000.00	97.39%	17875617
30	0	N/A	\$5,000.00	1	\$5,000.00	9	\$45,000.00	90.00%	16519951
31	0	N/A	\$5,000.00	1	\$5,000.00	9	\$45,000.00	90.00%	16519951
32	0	N/A	\$5,000.00	0	\$0.00	31	\$155,000.00	100.00%	18355499
33	0	N/A	\$5,000.00	0	\$0.00	21	\$105,000.00	100.00%	18355499
34	0	N/A	\$5,000.00	0	\$0.00	31	\$155,000.00	100.00%	18355499
35	0	N/A	\$100,000.00	0	\$0.00	10	\$1,000,000.00	100.00%	18355501
			Totals:	245613	\$2,889,670.00	4,037,290	\$59,499,075.00		

TICKET QUANTITY: 18,355,500 MIN QUANTITY 17,640,000
 PO DocuSign Envelope ID: 8C258706-D572-4A87-A9DC-FE6C014857B4
 PACKS / GAME: 244,740
 PACKS / POOL: 1,600
 PACK SIZE: 75
 POOL SIZE: 120,000

PRIZE STRUCTURE
 Bonus Break The Bank
 Texas Lottery Game # 2247
 IGT Job # 010882
 Version 2 dated February 24, 2020

RETAIL PRICE: \$5.00
 REVENUE: \$91,777,500
 PRIZE FUND: \$62,388,745
 PERCENTAGE: 67.9782572%
 INSTANT FUND: \$62,388,745
 INSTANT-WIN PAYOUT: 67.9782572%

PRIZE LEVEL	TIER CODE	Win up to 8 times! Reveal a "Stack of Cash" symbol = win \$50	Win up to 8 times! Reveal a "Money Bag" symbol = win \$50	Number of Wins Per Ticket	TOTAL PRIZE			WINNERS IN 120,000 (PER POOL)		WINNERS IN 75 (PER PACK)		% OF PRIZE FUND	% PER PRIZE TIER
					AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	POOL	PRIZE COST				
1	L	\$5 or	\$5	1	\$5	11.54	1,590,800	10,400	6.50	\$7,954,000	12.75%		
2	L	\$10 or	\$10	1	\$10	75.00	244,740	1,600	1.00	\$2,447,400	3.92%		
3	L	\$5	\$5	2	\$10	37.51	489,369	3,200	2.00	\$4,893,690	7.84%		
4	L	(\$5 x 2) or	(\$5 x 2)	2	\$10	37.51	489,390	3,200	2.00	\$4,893,900	7.84%		
5	L	\$15 or	\$15	1	\$15	150.01	122,359	800	0.50	\$1,835,385	2.94%		
6	L	(\$5 x 3) or	(\$5 x 3)	3	\$15	100.02	183,526	1,200	0.75	\$2,752,890	4.41%		
7	L	\$5	\$5 x 2	3	\$15	74.97	244,830	1,600	1.00	\$3,672,450	5.89%		
8	L	\$10	\$5	2	\$15	100.03	183,504	1,200	0.75	\$2,752,560	4.41%		
9	L	\$20 or	\$20	1	\$20	299.76	61,235	400	0.25	\$1,224,700	1.96%		
10	L	(\$10 x 2) or	(\$10 x 2)	2	\$20	300.20	61,145	400	0.25	\$1,222,900	1.96%		
11	L	(\$5 x 4) or	(\$5 x 4)	4	\$20	149.88	122,471	800	0.50	\$2,449,420	3.93%		
12	L	\$5 x 2	\$5 x 2	4	\$20	150.01	122,360	800	0.50	\$2,447,200	3.92%	Low Tier: 61.78%	
13	M	\$50 or	\$50	1	\$50	1,201.04	15,283	100		\$764,150	1.22%		
14	M	\$50 (Cash) or	\$50 (Money Bag)	1	\$50	100.02	183,510	1,200		\$9,175,500	14.71%		
15	M	(\$10 x 5) or	(\$10 x 5)	5	\$50	598.60	30,664	200		\$1,533,200	2.46%		
16	M	\$5 x 2	\$5 x 8	10	\$50	240.10	76,448	500		\$3,822,400	6.13%		
17	M	\$100 or	\$100	1	\$100	3,992.93	4,597	30		\$459,700	0.74%		
18	M	(\$5 x 4) + (\$10 x 2)	\$50 (Money Bag) + (\$5 x 2)	9	\$100	2,403.50	7,637	50		\$763,700	1.22%		
19	M	\$50 (Cash)	(\$5 x 6) + (\$10 x 2)	9	\$100	2,424.77	7,570	49		\$757,000	1.21%		
20	M	(\$10 x 5)	(\$10 x 5)	10	\$100	1,999.29	9,181	60		\$918,100	1.47%		
21	M	\$5 x 8	\$50 (Money Bag) + (\$5 x 2)	11	\$100	1,262.85	14,535	95		\$1,453,500	2.33%		
22	M	(\$20 x 5) or	(\$20 x 5)	5	\$100	2,995.84	6,127	40		\$612,700	0.98%		
23	M	\$50 (Cash) + (\$5 x 5)	\$25	7	\$100	1,991.27	9,218	60		\$921,800	1.48%		
24	M	\$500 or	\$500	1	\$500	122,370.00	150	1		\$75,000	0.12%		
25	M	\$50 (Cash) x 5	\$50 (Money Bag) x 5	10	\$500	61,595.64	298	2		\$149,000	0.24%		
26	M	x 2) + (\$20 x 5) + \$50 (C	(Money Bag) x 4) + (\$25	16	\$500	29,846.34	615	4		\$307,500	0.49%		
27	M	\$50 (Cash) x 2) + (\$25 x 4	x 2) + (\$50 (Money Bag)	10	\$500	59,211.29	310	2		\$155,000	0.25%		
28	M	(\$25 x 4) + (\$100 x 4)		8	\$500	59,985.29	306	2		\$153,000	0.25%		
29	M	\$25 x 8	(Money Bag) x 4) + (\$25	16	\$500	29,992.65	612	4		\$306,000	0.49%	Mid Tier: 35.79%	
30	H	\$5,000 or	\$5,000	1	\$5,000	1,835,550.00	10			\$50,000	0.08%		
31	H	(\$500 x 4)	(\$500 x 6)	10	\$5,000	1,835,550.00	10			\$50,000	0.08%		
32	H	\$500 x 8	\$50 x 4) + (\$100 x 3) + \$50	16	\$5,000	592,112.90	31			\$155,000	0.25%		
33	H	(\$100 x 5) + \$500	\$500 x 8	14	\$5,000	874,071.43	21			\$105,000	0.17%		
34	H	\$50 (Cash) x 4) + (\$500 x	(\$100 x 3) + (\$500 x 5)	16	\$5,000	592,112.90	31			\$155,000	0.25%		
35	H	\$100,000 or	\$100,000	1	\$100,000	1,835,550.00	10			\$1,000,000	1.60%	High Tier: 2.43%	
TOTAL CASH PRIZES					1 in 2 Decimals:	4.29	4,282,903	27,999	16.00	\$62,388,745	100.00%		
					1 in 4 Decimals:	4.2858							



INTEROFFICE MEMO

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

Payment Approval (VIA EMAIL)

November 17, 2020

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

Vendor Name	<u>IGT</u>
P.O. Number (if applicable)	<u>362-21-9009RL004</u>
Invoice Number	<u>90116160</u>
Tx Game Name:	<u>Game #2247 Bonus Break The Bank</u>
Invoice Amount:	<u>\$1,424,364.83</u>

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

The above referenced invoices 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

November 27, 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: 90116160
 DATE : November 17, 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 GAME 2247	97119 010	"BONUS BREAK THE BANK" 2247 -Truck 8.00" x 4.00" Tickets 18,000,000 \$ 20.35/M Holographic Stock (\$1.50 per sq inch 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. in. per thousand) \$ 5.44/M TOTAL \$ 76.35/M	2,999,925 PC	0.07635	229,044.27
002 GAME 2247	97119 020	"BONUS BREAK THE BANK" 2247 -Truck	3,099,225 PC	0.07635	236,625.83
003 GAME 2247	97119 030	"BONUS BREAK THE BANK" 2247 -Truck	3,090,300 PC	0.07635	235,944.41
004 GAME 2247	97119 040	"BONUS BREAK THE BANK" 2247 -Truck	2,980,275 PC	0.07635	227,544.00
005 GAME 2247	97119 050	"BONUS BREAK THE BANK" 2247 -Truck	3,096,300 PC	0.07635	236,402.51
006 GAME 2247	97119 060	"BONUS BREAK THE BANK" 2247 -Truck	3,089,475 PC	0.07635	235,881.42
007 GAME 2247	97119 065	Holographic Inserts Holographic Inserts 225,000 - 249,000 (\$95.51 per thousand)		\$22,922.40	22,922.40
008 GAME 2247	97119 070	Rounding Adjustment		(0.01)
				TOTAL AMOUNT DUE	USD <u>1,424,364.83</u>

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
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REMARKS:
Unrounded Invoice Total \$1,424,064.8250

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: 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
03/01/20-02/26/22**

Average Number of Weeks for 85% Average Sell Through

Print Quantities	A	B	C	D	E	F	G	H
	Price Point				Price Point			
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	None	None	None	None
5M-9.99M	Week 15	Week 16	None	Week 19	Week 17	Week 39	None	Week 34
10M-14.99M	Week 15	None	None	Week 23	Week 33	Week 32	None	None
15M-19.99M	Week 23	None	Week 27*	None	Week 34*	None	None	None
20M-24.99M	None	None	None	Week 39	Week 41*	None	None	None
25M-29.99M	Week 32*	None	None	None	Week 36*	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	Week 63	Week 70*	Week 48*	Week 43*	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	A	B	C	D	E	F	G	H
	Price Point				Price Point			
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	None	None	None	None
5M-9.99M	\$523,427	\$836,412	None	\$1,829,626	\$3,575,687	\$4,083,763	None	\$6,822,934
10M-14.99M	\$646,883	None	None	\$2,572,905	\$3,255,577	\$6,279,880	None	None
15M-19.99M	\$637,501	None	\$1,754,298	None	\$4,557,575	None	None	None
20M-24.99M	None	None	None	\$2,543,539	\$4,377,999	None	None	None
25M-29.99M	\$795,571	None	None	None	\$6,250,278	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	\$1,031,140	\$1,494,231	\$4,784,040	\$7,855,672	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