

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

11/29/2021

Game #	2255	Confirmed Packs	9,148
Game Name	\$1,000,000 Extreme Cash	Active Packs	4,512
Quantity Printed	9,050,125	Warehouse Packs	856
Price Point	\$20	Returned Packs	447
Start Date	9/8/2020	Printed Payout Percentage	75.12%
Top Prize	\$ 1,000,000	Percent Sold	95.22%
Number of Top Prizes Remaining	0	Number of Weeks Out	64

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 916,853	Actual ticket production costs
Prize payout expense	\$ 128,762,490	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 129,679,343

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 172,350,581	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 172,350,581

Excess of Revenue over Expended \$ 42,671,238

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	\$	1,277,240
Next week	\$	1,455,980
Next week	\$	1,527,400
Avg Weekly Sales Current Game	\$	1,420,207
Avg Weekly Sales \$20; >9M Qty*	\$	5,671,831
Percentage Of Variance In Sales		75%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2255	Printed Payout Percentage	75.12%
Game Name	\$1,000,000 Extreme Cash	Actual Payout Percentage	74.71%
Percent Sold	95.22%	Number of Weeks Out	64
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			36

* 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 _____



Play the Games of Texas!

Da Vinci Report

11/29/21

Week End Date:11/27/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/27/21	11/20/21	11/13/21	11/6/21
Sold/Closing	2280	\$5	22,744,950	50X THE CASH	1/4/21	11/14/21	12/29/21	47	98.36%	300	131	301	1,227	\$57,565.00	\$123,715.00	\$209,300.00	\$329,970.00
	2302	\$5	13,948,575	EMERALD GREEN 7S	5/3/21	11/23/21	1/7/22	30	97.09%	1,613	1,214	173	772	\$264,200.00	\$380,700.00	\$508,060.00	\$656,305.00
	2332	\$5	19,670,175	SUPER CROSSWORD	2/8/21	10/21/21	12/5/21	42	82.53%	761	86	27,105	1,426	\$43,310.00	\$144,180.00	\$329,820.00	\$895,280.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			56	94.83%	15,447	7,068	8,094	192	\$2,418,110.00	\$2,465,865.00	\$2,425,165.00	\$2,724,205.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21			45	91.91%	18,799	8,300	3,947	42	\$3,320,010.00	\$3,479,850.00	\$3,308,560.00	\$3,602,000.00
	2320	\$10	10,137,050	LIMITED EDITION	2/1/21	10/31/21	12/15/21	43	61.89%	94	71	73,447	1,915	\$21,700.00	\$42,100.00	\$101,400.00	\$173,200.00
	2287	\$20	8,996,025	\$1,000,000 CROSSWORD	2/1/21			43	96.65%	5,900	1,291	849	1,093	\$542,820.00	\$753,960.00	\$895,580.00	\$1,123,000.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			64	95.22%	9,148	4,512	856	447	\$1,277,240.00	\$1,455,980.00	\$1,527,400.00	\$1,488,740.00
	2282	\$20	9,107,850	200X THE CASH	1/4/21	11/14/21	12/29/21	47	91.99%	584	292	21,847	1,282	\$172,440.00	\$360,780.00	\$609,620.00	\$844,120.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21			37	91.75%	12,176	3,238	108	1,180	\$2,367,900.00	\$2,928,200.00	\$3,246,950.00	\$3,678,950.00

Liability for 2255 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 07/30/2020 - 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	62193	\$1,243,860.00	933342	\$18,666,840.00	93.75%	8484746
2	2	N/A	\$50.00	5292	\$264,600.00	85157	\$4,257,850.00	94.15%	8520619
3	3	N/A	\$50.00	17968	\$898,400.00	344037	\$17,201,850.00	95.04%	8600925
4	4	N/A	\$50.00	4490	\$224,500.00	86180	\$4,309,000.00	95.05%	8601960
5	5	N/A	\$50.00	18026	\$901,300.00	343979	\$17,198,950.00	95.02%	8599475
6	0	N/A	\$75.00	20583	\$1,543,725.00	341422	\$25,606,650.00	94.31%	8535550
7	0	N/A	\$100.00	906	\$90,600.00	14184	\$1,418,400.00	94.00%	8506757
8	0	N/A	\$100.00	2373	\$237,300.00	42866	\$4,286,600.00	94.75%	8575403
9	0	N/A	\$100.00	1614	\$161,400.00	28485	\$2,848,500.00	94.64%	8564829
10	0	N/A	\$100.00	1558	\$155,800.00	28626	\$2,862,600.00	94.84%	8582986
11	0	N/A	\$100.00	1512	\$151,200.00	28678	\$2,867,800.00	94.99%	8596869
12	0	N/A	\$100.00	1554	\$155,400.00	28570	\$2,857,000.00	94.84%	8583258
13	0	N/A	\$150.00	885	\$132,750.00	14240	\$2,136,000.00	94.15%	8520580
14	0	N/A	\$150.00	1398	\$209,700.00	25881	\$3,882,150.00	94.88%	8586322
15	0	N/A	\$150.00	743	\$111,450.00	14358	\$2,153,700.00	95.08%	8604840
16	0	N/A	\$150.00	727	\$109,050.00	14314	\$2,147,100.00	95.17%	8612691
17	0	N/A	\$500.00	272	\$136,000.00	4261	\$2,130,500.00	94.00%	8507077
18	0	N/A	\$500.00	299	\$149,500.00	5350	\$2,675,000.00	94.71%	8571104
19	0	N/A	\$500.00	209	\$104,500.00	4335	\$2,167,500.00	95.40%	8633867
20	0	N/A	\$500.00	222	\$111,000.00	4297	\$2,148,500.00	95.09%	8605529
21	0	N/A	\$10,000.00	1	\$10,000.00	10	\$100,000.00	90.91%	8227386
22	0	N/A	\$10,000.00	0	\$0.00	12	\$120,000.00	100.00%	9050125
23	0	N/A	\$10,000.00	0	\$0.00	12	\$120,000.00	100.00%	9050125
24	0	N/A	\$100,000.00	0	\$0.00	3	\$300,000.00	100.00%	9050125
25	0	N/A	\$100,000.00	1	\$100,000.00	3	\$300,000.00	75.00%	6787594
26	0	N/A	\$1,000,000.00	0	\$0.00	4	\$4,000,000.00	100.00%	9050125
Totals:				142826	\$7,202,035.00	2,392,606	\$128,762,490.00		

END OF PRODUCTION PRIZE STRUCTURE
July 22, 2020 - (POOLS # 1 – 87 COMPLETE)

Prize Structure
TEXAS LOTTERY
GAME NO.2255 "\$1,000,000 EXTREME Cash"
March 16, 2020 - VERSION A

Order Quantity:	9,050,125
Price Point:	\$20.00
Revenue:	\$181,002,500.00

Pack Size:	25
Packs/Game:	362,005
Packs/Pool:	4,800

Pool Size: 120,000
Number of Pools: 75.42

Winners:	2,535,432
Non-winners:	6,514,693
Overall Odds:	3.5695

Prize Fund:	Total Payout
Payout:	\$135,964,525.00
	75.12%

ORIGINAL ORDER

SHIPMENT # 1-4
COMPLETE
POOLS # 1-87

Kind	Wins	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
		Level					Pack	Pool	Total		
Low Tiers											
01	1	L	\$20	\$20	\$20.00	9.0907	2.75	13,200.00	995,535	\$19,910,700.00	14.64%
Total (Low Tiers):						9.0907	2.75	13,200.00	995,535	\$19,910,700.00	14.64%
Mid Tiers											
02	1	G	\$50	\$50	\$50.00	100.0578	0.25	1,200.00	90,449	\$4,522,450.00	3.33%
03	1	G	\$10 w/ DIAMOND	\$50	\$50.00	25.0000	1.00	4,800.00	362,005	\$18,100,250.00	13.31%
04	3	G	(\$20 x 2) + \$10	\$50	\$50.00	99.8139	0.25	1,200.00	90,670	\$4,533,500.00	3.33%
05	2	G	\$30 + \$20	\$50	\$50.00	25.0000	1.00	4,800.00	362,005	\$18,100,250.00	13.31%
Total (\$50.00):						9.9987	2.50	12,000.00	905,129	\$45,256,450.00	33.29%
06	1	M	\$75	\$75	\$75.00	25.0000	1.00	4,800.00	362,005	\$27,150,375.00	19.97%
07	1	M	\$100	\$100	\$100.00	599.7432	0.04	200.00	15,090	\$1,509,000.00	1.11%
08	1	M	\$20 w/ DIAMOND	\$100	\$100.00	200.0514	0.13	600.00	45,239	\$4,523,900.00	3.33%
09	5	M	\$20 x 5	\$100	\$100.00	300.6786	0.08	400.00	30,099	\$3,009,900.00	2.21%
10	2	M	\$50 x 2	\$100	\$100.00	299.8319	0.08	400.00	30,184	\$3,018,400.00	2.22%
11	4	M	(\$30 x 2) + (\$20 x 2)	\$100	\$100.00	299.7723	0.08	400.00	30,190	\$3,019,000.00	2.22%
12	10	M	\$10 x 10	\$100	\$100.00	300.4291	0.08	400.00	30,124	\$3,012,400.00	2.22%
Total (\$100.00):						50.0211	0.50	2,400.00	180,926	\$18,092,600.00	13.31%
13	1	M	\$150	\$150	\$150.00	598.3554	0.04	200.00	15,125	\$2,268,750.00	1.67%
14	1	M	\$30 w/ DIAMOND	\$150	\$150.00	331.7616	0.08	360.00	27,279	\$4,091,850.00	3.01%
15	3	M	\$50 x 3	\$150	\$150.00	599.3063	0.04	200.00	15,101	\$2,265,150.00	1.67%
16	6	M	\$50 + (\$30 x 2) + \$20 + (\$10 x 2)	\$150	\$150.00	601.6970	0.04	200.00	15,041	\$2,256,150.00	1.66%
Total (\$150.00):						124.7502	0.20	960.00	72,546	\$10,881,900.00	8.00%
17	1	M	\$500	\$500	\$500.00	1996.4979	0.01	60.00	4,533	\$2,266,500.00	1.67%
18	1	M	\$100 w/ DIAMOND	\$500	\$500.00	1602.0756	0.02	75.00	5,649	\$2,824,500.00	2.08%
19	5	M	\$100 x 5	\$500	\$500.00	1991.6648	0.01	60.00	4,544	\$2,272,000.00	1.67%
20	5	M	\$20 w/ DIAMOND x 5	\$500	\$500.00	2002.6831	0.01	60.00	4,519	\$2,259,500.00	1.66%
Total (\$500.00):						470.2585	0.05	255.00	19,245	\$9,622,500.00	7.08%
Total (Mid Tiers):						5.8773	4.25	20,415.00	1,539,851	\$111,003,825.00	81.64%
High Tiers											
21	1	H	\$10,000	\$10,000	\$10,000.00	822738.6364	0.00	0.13	11	\$110,000.00	0.08%
22	4	H	\$2,500 x 4	\$10,000	\$10,000.00	754177.0833	0.00	0.13	12	\$120,000.00	0.09%
23	30	H	(\$500 x 10) + (\$50 w/ DIAMOND x 20)	\$10,000	\$10,000.00	754177.0833	0.00	0.20	12	\$120,000.00	0.09%
Total (\$10,000.00):						258575.0000	0.00	0.47	35	\$350,000.00	0.26%
24	1	H	\$100,000	\$100,000	\$100,000.00	3016708.3333	0.00	0.04	3 *	\$300,000.00	0.22%
25	1	H	\$20,000 w/ DIAMOND	\$100,000	\$100,000.00	2262531.2500	0.00	0.05	4 *	\$400,000.00	0.29%
Total (\$100,000.00):						1292875.0000	0.00	0.09	7	\$700,000.00	0.51%
26	1	H	\$1,000,000	\$1,000,000	\$1,000,000.00	2262531.2500	0.00	0.05	4 *	\$4,000,000.00	2.94%
Total (High Tiers):						196741.8478	0.00	0.61	46	\$5,050,000.00	3.71%
Total :						3.5695	7.00	33,615.61	2,535,432	\$135,964,525.00	100.00%

* Exact Quantity by Kind Level

DIAMOND = win 5 TIMES the prize

There will be no more than eight (8) winners per pack.

G-TIER - \$50 prizes are GLEPS and programmed as low tier prizes.

9050125

995535

90449

362005

362005

30099

30190

30124

15125

15101 |

100

4533

4544

100

100

11 |

12

3

4

4



INTEROFFICE MEMO

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

Payment Approval

July 28, 2020

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

Vendor Name:	Scientific Games
Invoice Number:	TX 07252020
Invoice Amount:	\$916,852.97
Tx Game name:	Game #2255 1,000,000 Extreme Cash
PO #:(if applicable)	362-20-9019RL019

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

August 7, 2020



Invoice: TX 07252020
"TX 2255 \$1,000,000 EXTREME CASH"™
July 25, 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

<u>Game</u>	<u>Shipment</u>	<u>Description</u>	<u>Quantity</u>	<u>Price Per</u>	<u>Total Amount</u>	<u>SG Invoice #</u>
TX-2255	1	TX-2255 \$1,000,000 EXTREME CASH Additional Charges	2,347,725	96.57 \$	226,719.80 42882.4	1038274
TX-2255	2	TX-2255 \$1,000,000 EXTREME CASH	2,348,575	96.57 \$	226,801.89	1038284
TX-2255	3	TX-2255 \$1,000,000 EXTREME CASH	2,218,150	96.57 \$	214,206.75	1038270
TX-2255	4	TX-2255 \$1,000,000 EXTREME CASH	2,135,675	96.57 \$	206,242.13	1038271
Total Due					<u>\$916,852.97</u>	

***Please include the SG invoice numbers with your remittance**

Due Date: August 25, 2020

Wire Transfer Instructions:

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

Closing Scratch Ticket Game Analysis
2/24/19-2/27/21

Average Number of Weeks for 85% Average Sell Through

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 17	Week 17	3M	None	None	None	None
10M-14.99M	Week 16	None	None	Week 25	4M	Week 16*	None	None	Week 51*
15M-19.99M	Week 23	None	Week 31	Week 48	5M	Week 13*	None	Week 38*	Week 35*
20M-24.99M	None	None	None	Week 38	6M	Week 14	Week 24	None	None
25M-29.99M	Week 32*	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 21	Week 40	None	None
>35M	None	Week 63	None	Week 42*	>9M	Week 30	Week 36*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$560,738	\$776,573	\$927,958	\$1,946,842	3M	None	None	None	None
10M-14.99M	\$607,596	None	None	\$2,218,148	4M	\$2,364,236	None	None	\$3,873,162
15M-19.99M	\$633,975	None	\$1,585,325	\$1,515,020	5M	\$3,760,439	None	\$3,506,730	\$6,271,944
20M-24.99M	None	None	None	\$2,468,328	6M	\$4,039,631	\$4,400,564	None	None
25M-29.99M	\$776,998	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,381,845	\$3,828,587	None	None
>35M	None	\$1,061,088	None	\$4,122,095	>9M	\$4,682,820	\$5,671,831	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