

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 8/30/2021

Game #	2291	Confirmed Packs	3,914
Game Name	Willy Wonka Golden Ticket	Active Packs	2,301
Quantity Printed	12,237,675	Warehouse Packs	41,518
Price Point	\$5	Returned Packs	291
Start Date	3/1/2021	Printed Payout Percentage	68.00%
Top Prize	\$ 100,000	Percent Sold	69.30%
Number of Top Prizes Remaining	1	Number of Weeks Out	26

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 688,470	Actual ticket production costs
Promotion Fee	\$ 774,000	From Working Papers
Licensing Fee	\$ 1,200,000	From Working Papers
Trip Prizes w/ Withholding	\$ 88,797	From EOPPS
Prize payout expense	\$ 27,834,200	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 30,585,467
-------------------------------	----------------------

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 42,403,544	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 42,403,544	

Excess of Revenue over Expended	\$ 11,818,077
--	----------------------

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	\$	281,165
Next week	\$	317,270
Next week	\$	366,115
Avg Weekly Sales Current Game	\$	321,517
Avg Weekly Sales \$5; 10M - 14.99M Qty	\$	2,218,148
Percentage Of Variance In Sales		86%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2291	Printed Payout Percentage	68.00%
Game Name	Willy Wonka Golden Ticket	Actual Payout Percentage	65.85%
Percent Sold	69.30%	Number of Weeks Out	26
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			25

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):

Dale Bowersack

8/30/2021

Scratch Ticket Strategy Coordinator Date

Robert Lee

8/31/2021

Products Manager Date

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

[Signature]

9/1/2021

Lottery Operations Division Director Date

[Signature] *Kathy Ryna*

9/1/2021

Controller Date

[Signature]

9/1/2021

Executive Director Date



Play the Games of Texas!

Da Vinci Report

8/30/21

Week End Date:8/28/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/28/21	8/21/21	8/14/21	8/7/21
Mature	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			40	52.39%	12,235	8,218	121,439	19	\$1,334,785.00	\$1,354,720.00	\$1,376,585.00	\$1,410,265.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			35	47.63%	13,429	8,357	104,167	25	\$1,252,850.00	\$1,267,805.00	\$1,302,615.00	\$1,338,945.00
	2302	\$5	13,948,575	EMERALD GREEN 7S	5/3/21			17	75.76%	14,780	9,570	17,593	26	\$1,946,055.00	\$2,096,365.00	\$2,182,400.00	\$2,346,350.00
	2332	\$5	19,670,175	SUPER CROSSWORD	2/8/21			29	62.69%	15,576	8,334	70,792	7	\$2,045,055.00	\$2,132,210.00	\$2,121,055.00	\$2,186,370.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			43	76.44%	27,385	13,132	122,675	20	\$4,514,825.00	\$4,734,490.00	\$4,647,065.00	\$4,758,995.00
	2291	\$5	12,237,675	WILLY WONKA GOLDEN TICKET	3/1/21			26	69.30%	3,914	2,301	41,518	291	\$281,165.00	\$317,270.00	\$366,115.00	\$402,435.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21			32	69.57%	22,010	9,099	92,512	25	\$3,782,700.00	\$3,881,590.00	\$3,930,800.00	\$4,011,350.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			21	43.36%	8,432	4,204	137,386	90	\$1,263,510.00	\$1,270,530.00	\$1,339,470.00	\$1,546,000.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			38	73.38%	7,301	3,600	50,437	74	\$1,126,670.00	\$1,112,320.00	\$1,140,470.00	\$1,173,430.00
	2347	\$10	11,256,950	777	4/19/21			19	60.85%	10,443	5,880	69,184	94	\$1,648,560.00	\$1,676,470.00	\$1,833,760.00	\$2,110,710.00
	2320	\$10	10,137,050	LIMITED EDITION	2/1/21			30	58.01%	4,563	2,472	75,689	565	\$543,010.00	\$577,500.00	\$607,940.00	\$678,530.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21			24	48.07%	37,847	12,253	349,101	23	\$7,862,700.00	\$7,971,040.00	\$7,822,000.00	\$8,112,970.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21			17	60.99%	19,389	9,565	52,257	17	\$2,862,990.00	\$2,924,450.00	\$2,972,610.00	\$3,241,600.00
	2292	\$10	10,252,350	WILD \$10	3/1/21			26	62.31%	6,372	3,721	64,729	211	\$748,380.00	\$772,820.00	\$798,820.00	\$908,690.00
	2287	\$20	8,996,025	\$1,000,000 CROSSWORD	2/1/21			30	80.42%	19,680	8,619	37,867	50	\$4,012,800.00	\$4,090,640.00	\$4,084,280.00	\$4,098,180.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			51	83.94%	12,588	6,342	34,987	108	\$1,898,860.00	\$1,855,420.00	\$1,842,240.00	\$1,956,560.00
	2282	\$20	9,107,850	200X THE CASH	1/4/21			34	82.93%	10,502	5,071	43,087	94	\$2,285,840.00	\$2,292,740.00	\$2,356,900.00	\$2,349,180.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21			17	44.49%	21,444	9,582	164,158	19	\$3,581,800.00	\$3,666,780.00	\$3,632,220.00	\$3,765,100.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			224	78.67%	14,113	7,194	269,656	62	\$2,375,280.00	\$2,436,080.00	\$2,379,600.00	\$2,435,220.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			76	67.48%	9,737	5,633	137,717	67	\$1,981,980.00	\$1,931,310.00	\$1,843,950.00	\$1,903,680.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			180	55.35%	8,518	4,719	591,613	49	\$2,467,620.00	\$2,469,450.00	\$2,358,090.00	\$2,359,110.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			21	37.23%	15,018	7,854	203,410	32	\$4,052,700.00	\$4,017,870.00	\$3,851,490.00	\$3,945,570.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21			24	63.72%	20,546	9,219	58,439	55	\$8,089,700.00	\$7,756,700.00	\$7,235,800.00	\$6,939,000.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21			19	48.66%	22,810	9,033	134,891	59	\$9,194,450.00	\$8,775,900.00	\$8,017,350.00	\$7,923,350.00
Sold/Closing	2290	\$1	10,869,000	INNER WINNER CHICKEN DINNER	3/1/21	8/8/21	9/22/21	26	95.28%	108	79	275	1,387	\$3,152.00	\$8,171.00	\$8,313.00	\$31,541.00
	2288	\$2	7,246,000	JOKERS WILD	5/17/21	8/5/21	9/19/21	15	84.41%	798	647	332	703	\$107,738.00	\$178,214.00	\$322,890.00	\$484,776.00
	2299	\$2	9,010,375	LUCKY DOG	3/15/21			24	90.23%	2,707	1,943	352	694	\$145,834.00	\$163,230.00	\$161,018.00	\$234,496.00
	2279	\$3	18,324,250	30X THE CASH CROSSWORD	1/4/21	7/20/21	9/3/21	34	92.84%	172	66	369	798	\$35,244.00	\$82,677.00	\$165,546.00	\$372,615.00
	2286	\$5	9,173,475	MONEY MONEY MONEY	2/1/21	8/8/21	9/22/21	30	78.78%	173	174	20,952	1,261	\$50,590.00	\$99,205.00	\$165,925.00	\$218,445.00
	2284	\$10	5,907,900	JUMBO BUCKS 300X	2/15/21	7/27/21	9/10/21	28	85.44%	398	184	856	2,327	\$76,660.00	\$170,910.00	\$397,350.00	\$945,140.00
	2040	\$20	7,214,300	MAD MONEY MULTIPLIER	10/19/20	8/8/21	9/22/21	45	62.61%	221	195	100,798	1,554	\$123,140.00	\$178,180.00	\$283,820.00	\$351,780.00
	2337	\$50	6,074,900	\$5 MILLION FORTUNE	1/18/21	8/9/21	9/23/21	32	72.46%	2,749	1,108	66,283	903	\$1,371,700.00	\$2,784,850.00	\$4,620,100.00	\$5,512,400.00

Liability for 2291 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 02/03/2021 - 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	407404	\$2,037,020.00	734946	\$3,674,730.00	64.34%	7873270
2	2	N/A	\$10.00	215675	\$2,156,750.00	437230	\$4,372,300.00	66.97%	8195187
3	3	N/A	\$10.00	112390	\$1,123,900.00	214115	\$2,141,150.00	65.58%	8025205
4	4	N/A	\$20.00	38995	\$779,900.00	83287	\$1,665,740.00	68.11%	8335153
5	5	N/A	\$20.00	52133	\$1,042,660.00	110869	\$2,217,380.00	68.02%	8323694
6	6	N/A	\$20.00	52632	\$1,052,640.00	110537	\$2,210,740.00	67.74%	8290275
7	7	N/A	\$20.00	41154	\$823,080.00	81188	\$1,623,760.00	66.36%	8121106
8	0	N/A	\$50.00	12941	\$647,050.00	27931	\$1,396,550.00	68.34%	8362950
9	0	N/A	\$50.00	12780	\$639,000.00	27925	\$1,396,250.00	68.60%	8395456
10	0	N/A	\$50.00	13153	\$657,650.00	27689	\$1,384,450.00	67.80%	8296581
11	0	N/A	\$50.00	12997	\$649,850.00	27753	\$1,387,650.00	68.11%	8334532
12	0	N/A	\$50.00	27008	\$1,350,400.00	54584	\$2,729,200.00	66.90%	8186847
13	0	N/A	\$100.00	318	\$31,800.00	695	\$69,500.00	68.61%	8396035
14	0	N/A	\$100.00	322	\$32,200.00	680	\$68,000.00	67.86%	8305008
15	0	N/A	\$100.00	322	\$32,200.00	689	\$68,900.00	68.15%	8340017
16	0	N/A	\$100.00	981	\$98,100.00	2083	\$208,300.00	67.98%	8319542
17	0	N/A	\$100.00	1146	\$114,600.00	2435	\$243,500.00	68.00%	8321345
18	0	N/A	\$100.00	340	\$34,000.00	686	\$68,600.00	66.86%	8182305
19	0	N/A	\$500.00	58	\$29,000.00	146	\$73,000.00	71.57%	8758336
20	0	N/A	\$500.00	98	\$49,000.00	206	\$103,000.00	67.76%	8292635
21	0	N/A	\$500.00	99	\$49,500.00	207	\$103,500.00	67.65%	8278427
22	0	N/A	\$500.00	87	\$43,500.00	172	\$86,000.00	66.41%	8126950
23	0	N/A	\$1,000.00	31	\$31,000.00	74	\$74,000.00	70.48%	8624647
24	0	N/A	\$1,000.00	48	\$48,000.00	102	\$102,000.00	68.00%	8321619
25	0	N/A	\$1,000.00	32	\$32,000.00	66	\$66,000.00	67.35%	8241699
26	0	N/A	\$100,000.00	1	\$100,000.00	3	\$300,000.00	75.00%	9178255
			Totals:	1003145	\$13,684,800.00	1,946,298	\$27,834,200.00		

Prize Structure
TEXAS LOTTERY
GAME NO.2291 "WILLY WONKA Golden Ticket™"
August 31, 2020 - VERSION D

Order Quantity:	12,237,675	Pack Size:	75	Pool Size:	120,000	Winners:	2,949,443	Prize Fund:	Instant Payout	Total Payout
Price Point:	\$5.00	Packs/Game:	163,169	Number of Pools:	101.98	Non-winners:	9,288,232	Payout:	\$41,519,000.00	\$41,607,796.88
Revenue:	\$61,188,375.00	Packs/Pool:	1,600			Overall Odds:	4.1491		67.85%	68.00%

ORIGINAL ORDER

SHIPMENT # 1-4 COMPLETE POOLS # 1-116
12237675
1142350
652905
326505
122282
163002
163169
122342
40872
40705
40842
40750
81592
1013
1002
1011
3064
3581
1026
204
304
306
259
105
150
98
4

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund	
							Pack	Pool	Total			
Low Tiers												
01	1	L	\$5	\$5	\$5.00	10.7127	7.00	11,200.00	1,142,350	\$5,711,750.00	13.73%	
02	2	L	\$5 x 2	\$10	\$10.00	18.7434	4.00	6,400.00	652,905	\$6,529,050.00	15.69%	
03	1	L	\$10	\$10	\$10.00	37.4808	2.00	3,200.00	326,505	\$3,265,050.00	7.85%	
Total (\$10.00):						12.4949	6.00	9,600.00	979,410	\$9,794,100.00	23.54%	
04	4	L	\$5 x 4	\$20	\$20.00	100.0775	0.75	1,200.00	122,282	\$2,445,640.00	5.88%	
05	3	L	\$10 + (\$5 x 2)	\$20	\$20.00	75.0768	1.00	1,600.00	163,002	\$3,260,040.00	7.84%	
06	2	L	\$10 x 2	\$20	\$20.00	75.0000	1.00	1,600.00	163,169	\$3,263,380.00	7.84%	
07	1	L	\$20	\$20	\$20.00	100.0284	0.75	1,200.00	122,342	\$2,446,840.00	5.88%	
Total (\$20.00):						21.4397	3.50	5,600.00	570,795	\$11,415,900.00	27.44%	
Total (Low Tiers):						4.5450	16.50	26,400.00	2,692,555	\$26,921,750.00	64.70%	
Mid Tiers												
08	2	M	\$25 x 2	\$50	\$50.00	299.4146	0.25	400.00	40,872	\$2,043,600.00	4.91%	
09	6	M	\$20 + \$10 + (\$5 x 4)	\$50	\$50.00	300.6430	0.25	400.00	40,705	\$2,035,250.00	4.89%	
10	1	M	\$10 (5X)	\$50	\$50.00	299.6346	0.25	400.00	40,842	\$2,042,100.00	4.91%	
11	1	M	\$5 (10X)	\$50	\$50.00	300.3110	0.25	400.00	40,750	\$2,037,500.00	4.90%	
12	1	M	\$50	\$50	\$50.00	149.9862	0.50	800.00	81,592	\$4,079,600.00	9.80%	
Total (\$50.00):						49.9985	1.50	2,400.00	244,761	\$12,238,050.00	29.41%	
13	20	M	\$5 x 20	\$100	\$100.00	12080.6269	0.01	10.00	1,013	\$101,300.00	0.24%	
14	6	M	\$50 + \$20 + (\$10 x 2) + (\$5 x 2)	\$100	\$100.00	12213.2485	0.01	10.00	1,002	\$100,200.00	0.24%	
15	4	M	\$25 x 4	\$100	\$100.00	12104.5252	0.01	10.00	1,011	\$101,100.00	0.24%	
16	1	M	\$20 (5X)	\$100	\$100.00	3994.0193	0.02	30.00	3,064	\$306,400.00	0.74%	
17	1	M	\$10 (10X)	\$100	\$100.00	3417.3904	0.02	35.00	3,581	\$358,100.00	0.86%	
18	1	M	\$100	\$100	\$100.00	11927.5585	0.01	10.00	1,026	\$102,600.00	0.25%	
Total (\$100.00):						1144.0287	0.07	105.00	10,697	\$1,069,700.00	2.57%	
19	20	M	\$25 x 20	\$500	\$500.00	59988.6029	0.00	2.00	204	\$102,000.00	0.25%	
20	1	M	\$100 (5X)	\$500	\$500.00	40255.5099	0.00	3.00	304	\$152,000.00	0.37%	
21	1	M	\$50 (10X)	\$500	\$500.00	39992.4020	0.00	3.00	306	\$153,000.00	0.37%	
22	1	M	\$500	\$500	\$500.00	47249.7104	0.00	2.50	259	\$129,500.00	0.31%	
Total (\$500.00):						11405.1025	0.01	10.50	1,073	\$536,500.00	1.29%	
Total (Mid Tiers):						47.7045	1.57	2,515.50	256,531	\$13,844,250.00	33.27%	
High Tiers												
23	20	H	\$50 x 20	\$1,000	\$1,000.00	116549.2857	0.00	1.00	105	\$105,000.00	0.25%	
24	1	H	\$100 (10X)	\$1,000	\$1,000.00	81584.5000	0.00	1.50	150	\$150,000.00	0.36%	
25	1	H	\$1,000	\$1,000	\$1,000.00	124874.2347	0.00	1.00	98	\$98,000.00	0.24%	
Total (\$1,000.00):						34667.6346	0.00	3.50	353	\$353,000.00	0.85%	
26	1	H	\$100,000	\$100,000	\$100,000.00	3059418.7500	0.00	0.04	4	\$400,000.00	0.96%	
Total (High Tiers):						34279.2017	0.00	3.54	357	\$753,000.00	1.81%	
Total (Low Tiers + Mid Tiers + High Tiers):						4.1491	18.07	28,919.04	2,949,443	\$41,519,000.00	99.79%	
Other Prize Tiers												
-	-	O	EVERLASTING MILLION CHALLENGE™ Event Trip			\$5,625.00	-	-	-	12	\$67,500.00	0.16%
-	-	O	EVERLASTING MILLION CHALLENGE™ Event Trip Federal Withholding			\$1,774.74	-	-	-	12	\$21,296.88	0.05%
Total (Other Prize Tiers):						-	-	-	-	24	\$88,796.88	0.21%
Total :						4.1491	18.07	28,919.04	2,949,443	\$41,607,796.88	100.00%	

* Exact Quantity by Kind Level

5X = win 5 TIMES the PRIZE
10X = win 10 TIMES the PRIZE

The \$50 prizes are included in the GLEPS but are programmed as mid-tier and are not part of the low-tier files.



INTEROFFICE MEMO

Gary Grief, Executive Director Tyler Vance, Acting Charitable Bingo Operations Director

Payment Approval

February 10, 2021

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-21-9019 RL009
Invoice Number	TX 013121
Tx Game Name:	Game #2291 Willy Wonka Golden Ticket
Invoice Amount:	\$688,470.10

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.

JB

2/10/2021



Dale Bowersock

2/10/2021

Dale Bowersock (Scratch Ticket Strategy Coordinator)

Date

Please forward to the next person for approval

Robert Tirloni

2/10/2021

Robert Tirloni (Products Manager)

Date

Please forward to the next person for approval

Ryan Mindell

2/10/2021

Ryan Mindell (Lottery Operations Division Director)

Date

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

February 20, 2021



Invoice: TX 013121
"TX 2291 WILLY WONKA Golden Ticket"™
January 31, 2021

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-2291	1	TX-2291 WILLY WONKA GOLDEN TICKET	3,107,175	53.12 \$	165,053.14	1039675
		Additional Charges			38,404.80	
TX-2291	2	TX-2291 WILLY WONKA GOLDEN TICKET	3,108,975	53.12 \$	165,148.75	1039676
TX-2291	3	TX-2291 WILLY WONKA GOLDEN TICKET	3,110,100	53.12 \$	165,208.51	1039677
TX-2291	4	TX-2291 WILLY WONKA GOLDEN TICKET	2,911,425	53.12 \$	154,654.90	1039678
					<u>\$ -</u>	
Total Due					<u>\$688,470.10</u>	

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

Due Date: February 28, 2021

Wire Transfer Instructions:

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

xxii. The TLC has the right to monitor the Trip Prize fulfillment process and contact the Company to discuss any reported problems with fulfillment and request possible solutions. Company shall provide solutions in writing within ten (10) business days; and

xxiii. The TLC will not be responsible for additional federal or state taxes that may become due when a winner files a tax return as required by law.

11. TERM

This requirements document shall be effective as of the date the set of working papers for the Game is executed by both parties and shall expire on the latter of the last day for claiming prizes for the Game or when the CHALLENGE is completed. The parties acknowledge that, notwithstanding anything in this requirements document to the contrary, SGC's license agreement with Licensor expires as of December 31, 2022, and that the PROMOTION and CHALLENGE must be concluded before that date. However, Game tickets that have been delivered to the TLC or to a distribution center in its jurisdiction prior to December 31, 2022, may be sold and advertised and all associated prizes may be awarded until the TLC's rules, regulations and other guidelines state that such Game tickets should cease to be on sale and advertised and the associated prizes should cease to be awarded.

12. PAYMENT

The Company shall invoice the TLC over the course of the Game, as follows:

- a) The Company shall invoice the TLC monthly for the License Fee based on game sales reports received from the TLC on the first state business day of each month. "Sales" refer to scratch tickets sold and processed by the TLC's Lottery Gaming System, less (i) any game tickets that have been canceled, returned or stolen, (ii) any promotional tickets or promotional coupons, and (iii) any retailer adjustments. The amount of each invoice from the Company shall be calculated at 2.0% of Sales during the period covered by the invoice, provided that the total Fee will not exceed one million two hundred thousand dollars (\$1,200,000).
- b) The Company shall invoice the TLC for the Promotion Fee in the amount of seven hundred seventy-four thousand dollars (\$774,000) upon launch of the Game for promotion set-up, microsite application and website integration, and to reserve twelve (12) contest promotion entries to the CHALLENGE event.
- c) The Company shall invoice the TLC the amount of five thousand six hundred twenty-five dollars (\$5,625) upon fulfillment of each Trip Prize up to the maximum of sixty-seven thousand five hundred dollars (\$67,500) for all Trip Prizes.
- d) The TLC shall make all payments due to SGI within thirty (30) days of the date of the TLC's receipt of the invoice therefor.

e) Responsibility for Prizes and Tax Withholdings:

Party responsible for spending money and tax withholdings and deposit of such tax withholdings with appropriate agencies:	CHALLENGE cash prizes won during the CHALLENGE and federal tax withholdings at the rate of 24% and deposit of such withholdings with appropriate agencies and W-2Gs issued in the year in which the prize was claimed.	Trip Prize valued at \$5,625, (including the \$1,000 spending money), federal tax withholdings in the amount of \$1,774.74, and deposit of such withholdings for tax year in which the prize was claimed.
SGI	X	
TLC		X

f) All base printing costs for this Game are waived by the Company.

13. CHANGE OF CHALLENGE VENUE

The Company reserves the right to change the venue of the CHALLENGE and shall promptly notify the TLC of any such change.

14. CHANGE OF CHALLENGE DATE

Should any of the dates of the CHALLENGE trips change, the Company shall work with the Trip Prize winners and the TLC and use commercially reasonable efforts to reschedule the fulfillment of the Trip Prizes described above in accordance with the new CHALLENGE schedule.

15. NON-BROADCAST

The CHALLENGE is not scheduled for television broadcast or any form of exhibition.

16. TLC ASSIGNMENT AND SUBLICENSE

The TLC shall not have the right to assign or sublicense its use of the Licensed Property under the Game working papers, including by operation of law.

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