# TEXAS LOTTERY COMMISSION <br> Scratch Ticket Game Closing Analysis SUMMARY REPORT 



| Weekly Sales Comparison Information |  |  |
| :---: | :---: | :---: |
| Previous 3 Weeks Sales from DaVinci |  |  |
| Most recent week sales | $\$$ |  |
| Next week | $\$$ | $1,348,250$ |
| Next week | $\$$ | $1,341,700$ |
| Avg Weekly Sales Current Game | $\$$ | $1,331,350$ |
| Avg Weekly Sales \$50; 10M-14.99M Qty* | $\$$ | $5,794,773$ |
| Percentage Of Variance In Sales | $\$$ | $77 \%$ |

# Scratch Ticket Game Closing Analysis <br> RECOMMENDATION AND APPROVALS 

Instant Ticket Information
Gam
Per
Ave

* only

| 2344 | Printed Payout Percentage | $78.02 \%$ <br> $500 \times$ Loteria Spectacular <br> $93.69 \%$ |
| ---: | :--- | ---: |
| Actual Payout Percentage | $77.86 \%$ |  |
|  | Number of Weeks Out | 101 |

Average \# of Weeks for 85\% Sell-through for Same Price Point Game With Similar Print Run.*

* only one game at this level with $85 \%$ sell through for comparison


## Recommendation

Based on the findings in this Summary Report, I am recommending closing the above game.
$\square$ 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


| Product Line | Game | \$ | Tix Run | Name | Start | Call | Close | Wks | \% Sold | Confirmed | Active | Ware | Return | Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  | 9/23/23 | 9/16/23 | 9/9/23 | 9/2/23 |
| Mature | 2515 | \$100 | 8,875,515 | LOTERIA SUPREME | 4/3/23 |  |  | 25 | 24.46\% | 29,269 | 8,783 | 402,664 | 72 | \$7,139,700.00 | \$7,286,700.00 | \$7,186,100.00 | \$7,423,100.00 |
| Sold/Closing | 2481 | \$5 | 7,224,975 | 50X LUCKY | 4/17/23 | 10/1/23 | 11/15/23 | 23 | 86.51\% | 837 | 636 | 4,276 | 4,890 | \$149,770.00 | \$184,940.00 | \$233,840.00 | \$299,790.00 |
|  | 2459 | \$5 | 7,218,750 | BONUS MONEY | 1/16/23 | 8/13/23 | 9/27/23 | 36 | 76.32\% | 9 | 4 | 16,208 | 5,556 | -\$5,045.00 | -\$50.00 | \$2,790.00 | \$12,420.00 |
|  | 2471 | \$5 | 7,219,275 | CASH GAMES | 2/20/23 | 8/13/23 | 9/27/23 | 31 | 70.08\% | 12 | 6 | 20,100 | 7,085 | -\$8,715.00 | -\$3,760.00 | \$4,305.00 | \$16,435.00 |
|  | 2497 | \$5 | 7,218,600 | COOL CASH | 2/6/23 | 8/13/23 | 9/27/23 | 33 | 71.14\% | 13 | 2 | 17,988 | 8,182 | -\$10,425.00 | -\$2,540.00 | -\$1,455.00 | \$13,400.00 |
|  | 2473 | \$5 | 7,219,875 | LUCKY SYMBOLS | 4/3/23 | 10/1/23 | 11/15/23 | 25 | 72.13\% | 859 | 691 | 16,320 | 6,744 | \$96,895.00 | \$114,625.00 | \$141,165.00 | \$177,100.00 |
|  | 2425 | \$5 | 32,632,050 | SUPER CROSSWORD | 2/24/22 | 9/3/23 | 10/18/23 | 82 | 96.38\% | 305 | 117 | 6,049 | 4,163 | \$40,595.00 | \$104,265.00 | \$189,830.00 | \$271,405.00 |
|  | 2389 | \$5 | 7,160,625 | TRIPLE TRIPLER | 3/6/23 | 9/3/23 | 10/18/23 | 29 | 73.81\% | 132 | 58 | 18,215 | 4,946 | \$6,480.00 | \$18,940.00 | \$56,155.00 | \$84,535.00 |
|  | 2441 | \$10 | 14,063,350 | \$500,000 CASH BLOWOUT | 9/6/22 | 9/3/23 | 10/18/23 | 55 | 54.50\% | 482 | 256 | 115,976 | 3,849 | \$58,890.00 | \$215,880.00 | \$366,730.00 | \$451,720.00 |
|  | 2410 | \$10 | 8,198,500 | MONOPOLY | 12/5/22 | 9/3/23 | 10/18/23 | 42 | 64.61\% | 123 | 73 | 53,936 | 1,473 | \$4,450.00 | \$51,640.00 | \$103,010.00 | \$156,110.00 |
|  | 2407 | \$10 | 12,236,750 | PAYOUT MULTIPLIER | 7/5/22 | 8/13/23 | 9/27/23 | 64 | 59.44\% | 13 | 7 | 96,565 | 1,557 | \$2,070.00 | \$2,020.00 | \$12,620.00 | \$26,710.00 |
|  | 2442 | \$20 | 10,250,650 | \$1,000,000 CASH BLOWOUT | 9/6/22 | 10/1/23 | 11/15/23 | 55 | 47.18\% | 3,064 | 2,092 | 203,401 | 1,325 | \$470,560.00 | \$557,100.00 | \$623,560.00 | \$685,620.00 |
|  | 2434 | \$20 | 16,932,075 | MILLION DOLLAR LOTERIA | 9/19/22 | 10/1/23 | 11/15/23 | 53 | 98.57\% | 1,148 | 217 | 28 | 5,089 | \$101,220.00 | \$146,520.00 | \$201,420.00 | \$250,480.00 |
|  | 2358 | \$50 | 5,984,660 | \$1,000,000 ULTIMATE | 12/20/21 | 9/3/23 | 10/18/23 | 92 | 97.94\% | 303 | 91 | 278 | 1,293 | \$6,200.00 | \$89,000.00 | \$134,050.00 | \$270,950.00 |
|  | 2344 | \$50 | 10,279,600 | 500X LOTERIA SPECTACULAR | 10/18/21 |  |  | 101 | 93.69\% | 8,296 | 2,193 | 18,705 | 210 | \$1,348,250.00 | \$1,341,700.00 | \$1,331,350.00 | \$1,347,400.00 |

## Liability for 2344 / for Life to Date

Product Status: Active

SmartCash Enabled: N/A

Outstanding Prizes

| Tier |  | SmartCash | Tier Value | Count | Amount | Tickets Paid Life to Date | Amount Paid Life to Date | \% paid | Est. Tickets Sold |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 1 | N/A | \$50.00 | 68248 | \$3,412,400.00 | 959755 | \$47,987,752.00 | 93.36\% | 9597148 |
| 2 | 2 | N/A | \$75.00 | 34715 | \$2,603,625.00 | 479308 | \$35,948,100.00 | 93.25\% | 9585358 |
| 3 | 3 | N/A | \$100.00 | 8979 | \$897,900.00 | 119557 | \$11,955,700.00 | 93.01\% | 9561509 |
| 4 | 4 | N/A | \$100.00 | 17022 | \$1,702,200.00 | 239902 | \$23,990,200.00 | 93.37\% | 9598545 |
| 5 | 5 | N/A | \$100.00 | 8513 | \$851,300.00 | 119964 | \$11,996,400.00 | 93.37\% | 9598464 |
| 6 | 6 | N/A | \$150.00 | 9299 | \$1,394,850.00 | 119206 | \$17,880,900.00 | 92.76\% | 9535737 |
| 7 | 7 | N/A | \$150.00 | 8480 | \$1,272,000.00 | 119982 | \$17,997,300.00 | 93.40\% | 9601025 |
| 8 | 8 | N/A | \$150.00 | 8726 | \$1,308,900.00 | 119810 | \$17,971,500.00 | 93.21\% | 9581742 |
| 9 | 9 | N/A | \$150.00 | 8403 | \$1,260,450.00 | 120074 | \$18,011,100.00 | 93.46\% | 9607265 |
| 10 | 0 | N/A | \$200.00 | 578 | \$115,600.00 | 7993 | \$1,598,600.00 | 93.26\% | 9586377 |
| 11 | 0 | N/A | \$200.00 | 3383 | \$676,600.00 | 47975 | \$9,595,000.00 | 93.41\% | 9602473 |
| 12 | 0 | N/A | \$200.00 | 3351 | \$670,200.00 | 48018 | \$9,603,600.00 | 93.48\% | 9609021 |
| 13 | 0 | N/A | \$200.00 | 3908 | \$781,600.00 | 56067 | \$11,213,400.00 | 93.48\% | 9609776 |
| 14 | 0 | N/A | \$200.00 | 3395 | \$679,000.00 | 48143 | \$9,628,600.00 | 93.41\% | 9602444 |
| 15 | 0 | N/A | \$200.00 | 2273 | \$454,600.00 | 31982 | \$6,396,400.00 | 93.36\% | 9597494 |
| 16 | 0 | N/A | \$250.00 | 659 | \$164,750.00 | 7883 | \$1,970,750.00 | 92.29\% | 9486547 |
| 17 | 0 | N/A | \$250.00 | 1164 | \$291,000.00 | 15925 | \$3,981,250.00 | 93.19\% | 9579415 |
| 18 | 0 | N/A | \$250.00 | 1675 | \$418,750.00 | 24077 | \$6,019,250.00 | 93.50\% | 9610978 |
| 19 | 0 | N/A | \$250.00 | 2226 | \$556,500.00 | 32028 | \$8,007,000.00 | 93.50\% | 9611579 |
| 20 | 0 | N/A | \$250.00 | 2259 | \$564,750.00 | 31947 | \$7,986,750.00 | 93.40\% | 9600724 |
| 21 | 0 | N/A | \$250.00 | 2175 | \$543,750.00 | 32101 | \$8,025,250.00 | 93.65\% | 9627303 |
| 22 | 0 | N/A | \$250.00 | 2242 | \$560,500.00 | 32088 | \$8,022,000.00 | 93.47\% | 9608266 |
| 23 | 0 | N/A | \$250.00 | 4499 | \$1,124,750.00 | 64069 | \$16,017,250.00 | 93.44\% | 9605117 |
| 24 | 0 | N/A | \$300.00 | 583 | \$174,900.00 | 7983 | \$2,394,900.00 | 93.19\% | 9579972 |
| 25 | 0 | N/A | \$300.00 | 858 | \$257,400.00 | 12002 | \$3,600,600.00 | 93.33\% | 9593760 |
| 26 | 0 | N/A | \$300.00 | 830 | \$249,000.00 | 12077 | \$3,623,100.00 | 93.57\% | 9618558 |
| 27 | 0 | N/A | \$300.00 | 1124 | \$337,200.00 | 16050 | \$4,815,000.00 | 93.46\% | 9606823 |
| 28 | 0 | N/A | \$300.00 | 1104 | \$331,200.00 | 15992 | \$4,797,600.00 | 93.54\% | 9615779 |
| 29 | 0 | N/A | \$500.00 | 130 | \$65,000.00 | 1593 | \$796,500.00 | 92.46\% | 9504006 |
| 30 | 0 | N/A | \$500.00 | 381 | \$190,500.00 | 5576 | \$2,788,000.00 | 93.60\% | 9622133 |
| 31 | 0 | N/A | \$500.00 | 378 | \$189,000.00 | 5627 | \$2,813,500.00 | 93.71\% | 9632524 |
| 32 | 0 | N/A | \$500.00 | 425 | \$212,500.00 | 6262 | \$3,131,000.00 | 93.64\% | 9626268 |
| 33 | 0 | N/A | \$500.00 | 446 | \$223,000.00 | 6382 | \$3,191,000.00 | 93.47\% | 9608143 |
| 34 | 0 | N/A | \$500.00 | 545 | \$272,500.00 | 8038 | \$4,019,000.00 | 93.65\% | 9626869 |
| 35 | 0 | N/A | \$500.00 | 538 | \$269,000.00 | 8068 | \$4,034,000.00 | 93.75\% | 9636975 |
| 36 | 0 | N/A | \$500.00 | 565 | \$282,500.00 | 7986 | \$3,993,000.00 | 93.39\% | 9600384 |
| 37 | 0 | N/A | \$1,000.00 | 9 | \$9,000.00 | 165 | \$165,000.00 | 94.83\% | 9747896 |
| 38 | 0 | N/A | \$1,000.00 | 43 | \$43,000.00 | 469 | \$469,000.00 | 91.60\% | 9416274 |
| 39 | 0 | N/A | \$1,000.00 | 38 | \$38,000.00 | 468 | \$468,000.00 | 92.49\% | 9507614 |
| 40 | 0 | N/A | \$1,000.00 | 27 | \$27,000.00 | 307 | \$307,000.00 | 91.92\% | 9448614 |
| 41 | 0 | N/A | \$1,000.00 | 38 | \$38,000.00 | 472 | \$472,000.00 | 92.55\% | 9513669 |
| 42 | 0 | N/A | \$1,000.00 | 40 | \$40,000.00 | 472 | \$472,000.00 | 92.19\% | 9476506 |
| 43 | 0 | N/A | \$5,000.00 | 12 | \$60,000.00 | 75 | \$375,000.00 | 86.21\% | 8861724 |
| 44 | 0 | N/A | \$5,000.00 | 8 | \$40,000.00 | 156 | \$780,000.00 | 95.12\% | 9778156 |
| 45 | 0 | N/A | \$5,000.00 | 10 | \$50,000.00 | 78 | \$390,000.00 | 88.64\% | 9111463 |
| 46 | 0 | N/A | \$5,000.00 | 11 | \$55,000.00 | 77 | \$385,000.00 | 87.50\% | 8994649 |
| 47 | 0 | N/A | \$5,000.00 | 9 | \$45,000.00 | 79 | \$395,000.00 | 89.77\% | 9228277 |
| 48 | 0 | N/A | \$5,000.00 | 10 | \$50,000.00 | 78 | \$390,000.00 | 88.64\% | 9111463 |
| 49 | 0 | N/A | \$5,000.00 | 8 | \$40,000.00 | 80 | \$400,000.00 | 90.91\% | 9345090 |
| 50 | 0 | N/A | \$10,000.00 | 2 | \$20,000.00 | 18 | \$180,000.00 | 90.00\% | 9251639 |
| 51 | 0 | N/A | \$10,000.00 | 2 | \$20,000.00 | 19 | \$190,000.00 | 90.48\% | 9300590 |
| 52 | 0 | N/A | \$10,000.00 | 5 | \$50,000.00 | 36 | \$360,000.00 | 87.80\% | 9025990 |
| 53 | 0 | N/A | \$10,000.00 | 1 | \$10,000.00 | 20 | \$200,000.00 | 95.24\% | 9790095 |
| 54 | 0 | N/A | \$25,000.00 | 1 | \$25,000.00 | 7 | \$175,000.00 | 87.50\% | 8994649 |


| 55 | 0 | N/A | $\$ 25,000.00$ | 1 | $\$ 25,000.00$ | 7 | $\$ 175,000.00$ | $87.50 \%$ | 8994649 |
| :--- | :--- | :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 56 | 0 | N/A | $\$ 25,000.00$ | 0 | $\$ 0.00$ | 8 | $\$ 200,000.00$ | $100.00 \%$ | 10279599 |
| 57 | 0 | N/A | $\$ 25,000.00$ | 0 | $\$ 0.00$ | 8 | $\$ 200,000.00$ | $100.00 \%$ | 10279599 |
| 58 | 0 | N/A | $\$ 3,000,000.00$ | 0 | $\$ 0.00$ | 2 | $\$ 6,000,000.00$ | $100.00 \%$ | 10279599 |
| 59 | 0 | N/A | $\$ 3,000,000.00$ | 0 | $\$ 0.00$ | 2 | $\$ 6,000,000.00$ | $100.00 \%$ | 10279599 |
|  |  |  | Totals: | 214354 | $\$ 26,044,675.00$ | $2,994,593$ | $\$ 374,949,252.00$ |  |  |



## Interoffice Memo

## Payment Approval

August 4, 2021

The attached invoice(s) for service is being submitted for approval.
Vendor Name
P.O. Number (if applicable)
Invoice Number
Tx Game Name:
Invoice Amount:

IGT
362-20-9009RL023
90120588
Game \#2344 500X Loteria Spectacular
\$709,703.58

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.


8/4/2021
Dale Bowersock (Scratch Ticket Strategy Coordinator) Date
Please forward to the next person for approval


Robert Tirloni for Ryan Mindell
Ryan Mindell (Lottery Operations Division Director)

8/4/2021
Date

Please return to Maria Perez in the Office of the Controller by
In an effort to close out FY 21 please forward ASAP, thank you for your help.


## INVOICE

INVOICE NUMBER: 90120588 2021

| EXTENDED |
| :---: |
| AMOUNT |



| INV ITEM NO. | SALES ORD. |  | QUANTITY | UNIT | EXTENDED |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CUSTOMER PO NO. | SO ITEM NO | DESCRIPTION |  | PRICE | AMOUNT |

[^0]
## Scratch Ticket Game Closing Analysis <br> 08/29/21 Thru 08/26/23

Average Number of Weeks for $85 \%$ Average Sell Through

|  | Price Point |  |  |  | Price Point |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quantities | \$1 | \$2 | \$3 | \$5 | \$10 | \$20 | \$30 | \$50 | \$100 |
| < 5M | None | None | None | None | None | None | None | None | None |
| 5M-9.99M | None | Week 18 | Week 13 | Week 16 | Week 26 | Week 39 | None | Week 55 | None |
| 10M-14.99M | Week 18 | *Week 28 | None | None | Week 37 | None | None | *Week 75 | None |
| 15M-19.99M | Week 28 | None | None | *Week 47 | None | *Week 35 | None | None | None |
| 20M-24.99M | None | None | None | None | None | None | None | None | None |
| 25M-29.99M | None | *Week 59 | *Week 54 | None | *Week72 | None | None | None | None |
| 30M-34.99M | None | *Week 55 | None | *Week 63 | None | None | None | None | None |
| >=35M | None | None | None | *Week 55 | *Week 51 | None | None | None | None |

Average Weekly Dollar Sales at 85\% Average Sell Through

|  | Price Point |  |  |  | Price Point |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Print Quantities | \$1 | \$2 | \$3 | \$5 | \$10 | \$20 | \$30 | \$50 | \$100 |
| < 5M | None | None | None | None | None | None | None | None | None |
| 5M-9.99M | None | \$836,861 | \$1,218,171 | \$2,103,552 | \$2,534,946 | \$3,775,938 | None | \$4,951,385 | None |
| 10M-14.99M | \$525,017 | \$620,682 | None | None | \$2,836,350 | None | None | \$5,794,776 | None |
| 15M-19.99M | \$530,463 | None | None | \$1,645,025 | None | \$8,401,824 | None | None | None |
| 20M-24.99M | None | None | None | None | None | None | None | None | None |
| 25M-29.99M | None | \$830,007 | \$1,352,586 | None | \$3,385,773 | None | None | None | None |
| 30M-34.99M | None | \$1,037,735 | None | \$2,208,309 | None | None | None | None | None |
| $>=35 \mathrm{M}$ | None | None | None | \$4,608,748 | \$8,277,057 | None | 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


[^0]:    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 each invoice being paid, please inclu
    

    104
    ABA No. 121000248
    Account No. 4417073848
    Account Name: IGT Global Solutions Corporation
    Wells Fargo Bank, N
    
    o.osțouexa ues
    
    in
    (8-digit and/or alpha-numeric)
    (s) đəquinu əəṭonuṭ əxṭ孔uə

