

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

2/22/2022

| | | | |
|--------------------------------|-------------------------|---------------------------|--------|
| Game # | 2364 | Confirmed Packs | 6,081 |
| Game Name | Holiday Lucky Times 100 | Active Packs | 4,038 |
| Quantity Printed | 6,082,150 | Warehouse Packs | 3,133 |
| Price Point | \$10 | Returned Packs | 1,388 |
| Start Date | 11/1/2021 | Printed Payout Percentage | 70.13% |
| Top Prize | \$ 250,000 | Percent Sold | 85.21% |
| Number of Top Prizes Remaining | 2 | Number of Weeks Out | 16 |

Current Game Sales Analysis**TANGIBLE COSTS****Expenditure Impact:**

| | | |
|-----------------------|---------------|--|
| Cost to print tickets | \$ 691,362 | Actual ticket production costs |
| Prize payout expense | \$ 35,030,720 | Data from Instant Ticket Tier Liability screen in ES |

Estimated Direct Costs \$ 35,722,082

TANGIBLE BENEFITS**Revenue Impact:**

| | | |
|-----------------|---------------|---|
| Estimated sales | \$ 51,826,000 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
|-----------------|---------------|---|

Total Estimated Benefits \$ 51,826,000

Excess of Revenue over Expended **\$ 16,103,918**

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 | \$ | 934,730 |
| Next week | \$ | 1,332,630 |
| Next week | \$ | 1,680,540 |
| Avg Weekly Sales Current Game | \$ | 1,315,967 |
| Avg Weekly Sales \$10; 6M Qty | \$ | 4,264,362 |
| Percentage Of Variance In Sales | | 69% |

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

| | | | |
|---|-------------------------|---------------------------|--------|
| Game # | 2364 | Printed Payout Percentage | 70.13% |
| Game Name | Holiday Lucky Times 100 | Actual Payout Percentage | 67.59% |
| Percent Sold | 85.21% | Number of Weeks Out | 16 |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run. | | | 13 |

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 Bowersock 2/23/2022

Instant Product Coordinator Date

Robert Lee 2/23/2022

Products Manager Date

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

Not Required >85% Sold

Lottery Operations Division Director Date

Not Required >85% Sold

Controller Date

Not Required >85% Sold

Executive Director Date



Da Vinci Report **2/22/22**

Week End Date: 2/19/22

| Product Line | Game | \$ | Tix Run | Name | Start | Call | Close | Wks | % Sold | Confirmed | Active | Ware | Return | Net Sales | | | |
|--------------|------|------|------------|-------------------------------|----------|---------|---------|-----|--------|-----------|--------|---------|--------|----------------|----------------|----------------|----------------|
| | | | | | | | | | | | | | | 2/19/22 | 2/12/22 | 2/5/22 | 1/29/22 |
| Mature | 2352 | \$5 | 18,177,675 | \$200,000 JACKPOT | 9/7/21 | | | 24 | 55.42% | 10,366 | 8,921 | 85,491 | 24 | \$1,535,845.00 | \$1,601,055.00 | \$1,520,370.00 | \$1,538,860.00 |
| | 2319 | \$5 | 9,169,050 | \$500 FRENZY | 11/15/21 | | | 14 | 66.38% | 7,209 | 5,590 | 25,115 | 388 | \$1,259,630.00 | \$1,373,285.00 | \$1,483,460.00 | \$1,515,480.00 |
| | 2363 | \$5 | 7,164,975 | 25 DAYS OF WINNING | 11/1/21 | | | 16 | 88.66% | 2,925 | 2,581 | 1,746 | 1,031 | \$429,000.00 | \$756,800.00 | \$940,030.00 | \$891,555.00 |
| | 2250 | \$5 | 22,721,550 | BINGO TIMES 20 | 11/23/20 | | | 65 | 81.74% | 10,102 | 8,458 | 33,259 | 35 | \$1,462,275.00 | \$1,517,990.00 | \$1,449,310.00 | \$1,326,825.00 |
| | 2247 | \$5 | 18,355,500 | BONUS BREAK THE BANK | 12/28/20 | | | 60 | 74.05% | 5,766 | 4,668 | 51,318 | 46 | \$689,345.00 | \$684,135.00 | \$684,785.00 | \$650,625.00 |
| | 2323 | \$5 | 9,897,375 | COWBOYS | 8/16/21 | | | 27 | 65.88% | 3,676 | 3,871 | 35,675 | 29 | \$608,870.00 | \$679,570.00 | \$679,520.00 | \$702,695.00 |
| | 2360 | \$5 | 7,334,775 | HIT \$500 | 10/18/21 | | | 18 | 85.20% | 4,874 | 4,196 | 2,519 | 1,097 | \$794,290.00 | \$874,615.00 | \$916,040.00 | \$964,035.00 |
| | 2324 | \$5 | 5,437,800 | HOUSTON TEXANS | 8/16/21 | | | 27 | 58.40% | 2,063 | 1,558 | 25,138 | 491 | \$205,230.00 | \$234,300.00 | \$244,385.00 | \$231,295.00 |
| | 2342 | \$5 | 59,686,425 | SUPER LOTERIA | 10/18/21 | | | 18 | 23.63% | 26,482 | 14,416 | 557,003 | 3 | \$5,152,835.00 | \$5,242,005.00 | \$5,102,570.00 | \$4,855,470.00 |
| | 2309 | \$10 | 15,693,550 | \$100 MILLION CASH PAYOUT | 6/7/21 | | | 37 | 66.69% | 6,532 | 3,079 | 93,239 | 32 | \$893,530.00 | \$1,005,430.00 | \$1,132,870.00 | \$1,130,370.00 |
| | 2346 | \$10 | 13,460,600 | \$500,000 EXTREME LUCK | 4/5/21 | | | 46 | 62.02% | 9,614 | 5,221 | 84,688 | 30 | \$1,465,930.00 | \$1,468,790.00 | \$1,430,120.00 | \$1,354,430.00 |
| | 2353 | \$10 | 14,299,500 | \$500,000 JACKPOT | 9/7/21 | | | 24 | 57.00% | 16,872 | 8,807 | 93,813 | 29 | \$2,247,400.00 | \$2,375,400.00 | \$2,443,890.00 | \$2,529,710.00 |
| | 2306 | \$10 | 8,318,950 | BREAK THE BANK SUPER TICKET | 8/16/21 | | | 27 | 60.43% | 10,624 | 6,962 | 45,667 | 37 | \$1,312,210.00 | \$1,348,820.00 | \$1,432,460.00 | \$1,409,850.00 |
| | 2364 | \$10 | 6,082,150 | HOLIDAY LUCKY TIMES 100 | 11/1/21 | | | 16 | 85.21% | 6,081 | 4,038 | 3,133 | 1,388 | \$934,730.00 | \$1,332,630.00 | \$1,680,540.00 | \$1,731,130.00 |
| | 2336 | \$10 | 15,610,600 | POWER 10X | 8/2/21 | | | 29 | 54.75% | 9,256 | 4,696 | 125,137 | 169 | \$1,198,380.00 | \$1,343,450.00 | \$1,406,880.00 | \$1,490,170.00 |
| | 2345 | \$20 | 9,157,250 | \$1,000,000 CROSSWORD | 10/4/21 | | | 20 | 49.68% | 25,180 | 9,449 | 142,464 | 25 | \$4,894,360.00 | \$4,827,640.00 | \$4,912,460.00 | \$4,808,760.00 |
| | 2203 | \$20 | 8,559,050 | \$1,000,000 EXTREME CASH | 6/7/21 | | | 37 | 63.54% | 8,067 | 4,308 | 110,402 | 79 | \$1,456,740.00 | \$1,499,940.00 | \$1,554,600.00 | \$1,555,680.00 |
| | 2354 | \$20 | 10,280,400 | \$1,000,000 JACKPOT | 9/7/21 | | | 24 | 42.73% | 17,480 | 8,704 | 205,232 | 51 | \$2,595,180.00 | \$2,620,160.00 | \$2,640,420.00 | \$2,620,860.00 |
| | 2367 | \$20 | 16,392,750 | CASH SPECTACULAR | 11/15/21 | | | 14 | 20.43% | 17,270 | 8,736 | 492,199 | 23 | \$3,664,420.00 | \$3,845,700.00 | \$3,734,700.00 | \$3,863,140.00 |
| | 1838 | \$20 | 34,728,300 | INSTANT MILLIONAIRE | 5/15/17 | | | 249 | 86.00% | 11,151 | 6,327 | 172,067 | 53 | \$2,094,780.00 | \$2,010,780.00 | \$1,917,000.00 | \$1,936,760.00 |
| | 2343 | \$20 | 25,454,075 | MILLION DOLLAR LOTERIA | 6/18/21 | | | 35 | 51.99% | 35,800 | 11,133 | 430,919 | 46 | \$7,549,940.00 | \$7,345,180.00 | \$7,545,320.00 | \$7,541,360.00 |
| | 2209 | \$30 | 12,028,825 | \$250 MILLION CASH PARTY | 3/16/20 | | | 101 | 78.98% | 8,408 | 4,864 | 85,266 | 80 | \$1,566,030.00 | \$1,586,820.00 | \$1,558,920.00 | \$1,537,680.00 |
| | 2053 | \$30 | 34,080,725 | \$750 MILLION WINNER'S CIRCLE | 3/19/18 | | | 205 | 61.31% | 9,001 | 5,066 | 509,147 | 45 | \$2,628,180.00 | \$2,523,390.00 | \$2,410,170.00 | \$2,413,650.00 |
| | 2293 | \$30 | 9,177,650 | CASH CELEBRATION! | 4/5/21 | | | 46 | 67.24% | 12,193 | 6,864 | 97,592 | 66 | \$3,092,010.00 | \$3,087,000.00 | \$2,977,800.00 | \$3,021,810.00 |
| | 2344 | \$50 | 10,279,600 | 500X LOTERIA SPECTACULAR | 10/18/21 | | | 18 | 22.27% | 24,697 | 8,217 | 361,009 | 34 | \$7,246,300.00 | \$6,969,300.00 | \$6,572,550.00 | \$6,787,300.00 |
| | 2340 | \$50 | 6,606,400 | CASINO MILLIONS | 9/20/21 | | | 22 | 54.64% | 19,294 | 7,999 | 117,623 | 33 | \$6,380,800.00 | \$6,247,850.00 | \$6,047,750.00 | \$6,258,150.00 |
| | | | | | | | | | | | | | | | | | |
| Sold/Closing | 2355 | \$2 | 8,976,500 | 20XTRA | 9/20/21 | 2/27/22 | 4/13/22 | 22 | 75.94% | 1,481 | 1,667 | 11,205 | 557 | \$175,786.00 | \$230,676.00 | \$244,654.00 | \$255,212.00 |
| | 2246 | \$2 | 35,700,000 | BONUS GAME BINGO | 9/21/20 | 2/6/22 | 3/23/22 | 74 | 97.91% | 338 | 280 | 931 | 1,185 | \$54,838.00 | \$139,110.00 | \$189,680.00 | \$253,300.00 |
| | 2240 | \$2 | 40,055,875 | BREAK THE BANK | 9/21/20 | 2/20/22 | 4/6/22 | 74 | 88.53% | 2,424 | 1,972 | 21,519 | 255 | \$261,912.00 | \$371,054.00 | \$402,668.00 | \$453,886.00 |
| | 2191 | \$2 | 7,264,875 | LEVEL UP! | 8/16/21 | 1/9/22 | 2/23/22 | 27 | 84.39% | 34 | 26 | 520 | 6,046 | -\$7,246.00 | \$11,668.00 | \$28,556.00 | -\$6,982.00 |
| | 2294 | \$2 | 9,097,000 | LUCKY 3 | 6/21/21 | 2/20/22 | 4/6/22 | 35 | 91.95% | 950 | 799 | 2,238 | 168 | \$72,720.00 | \$109,262.00 | \$108,490.00 | \$116,092.00 |
| | 2239 | \$2 | 26,660,750 | WEEKLY GRAND | 2/22/21 | 1/20/22 | 3/6/22 | 52 | 73.06% | 570 | 588 | 42,583 | 448 | \$177,990.00 | \$351,830.00 | \$502,830.00 | \$690,064.00 |

Liability for 2364 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 10/05/2021 - 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 | \$10.00 | 133134 | \$1,331,340.00 | 572422 | \$5,724,220.00 | 81.13% | 4934486 |
| 2 | 2 | N/A | \$20.00 | 36902 | \$738,040.00 | 182049 | \$3,640,980.00 | 83.15% | 5057064 |
| 3 | 3 | N/A | \$20.00 | 34989 | \$699,780.00 | 159659 | \$3,193,180.00 | 82.02% | 4988851 |
| 4 | 0 | N/A | \$30.00 | 16925 | \$507,750.00 | 80383 | \$2,411,490.00 | 82.61% | 5024267 |
| 5 | 0 | N/A | \$30.00 | 24038 | \$721,140.00 | 121940 | \$3,658,200.00 | 83.53% | 5080610 |
| 6 | 0 | N/A | \$50.00 | 3777 | \$188,850.00 | 20491 | \$1,024,550.00 | 84.44% | 5135542 |
| 7 | 0 | N/A | \$50.00 | 3967 | \$198,350.00 | 20385 | \$1,019,250.00 | 83.71% | 5091352 |
| 8 | 0 | N/A | \$50.00 | 4255 | \$212,750.00 | 21041 | \$1,052,050.00 | 83.18% | 5059081 |
| 9 | 0 | N/A | \$100.00 | 2185 | \$218,500.00 | 10459 | \$1,045,900.00 | 82.72% | 5031098 |
| 10 | 0 | N/A | \$100.00 | 8361 | \$836,100.00 | 42413 | \$4,241,300.00 | 83.53% | 5080596 |
| 11 | 0 | N/A | \$100.00 | 6461 | \$646,100.00 | 34174 | \$3,417,400.00 | 84.10% | 5115082 |
| 12 | 0 | N/A | \$100.00 | 1815 | \$181,500.00 | 9818 | \$981,800.00 | 84.40% | 5133202 |
| 13 | 0 | N/A | \$200.00 | 131 | \$26,200.00 | 629 | \$125,800.00 | 82.76% | 5033779 |
| 14 | 0 | N/A | \$200.00 | 576 | \$115,200.00 | 2745 | \$549,000.00 | 82.66% | 5027251 |
| 15 | 0 | N/A | \$200.00 | 231 | \$46,200.00 | 1311 | \$262,200.00 | 85.02% | 5171010 |
| 16 | 0 | N/A | \$200.00 | 819 | \$163,800.00 | 4282 | \$856,400.00 | 83.94% | 5105619 |
| 17 | 0 | N/A | \$500.00 | 26 | \$13,000.00 | 124 | \$62,000.00 | 82.67% | 5027910 |
| 18 | 0 | N/A | \$500.00 | 49 | \$24,500.00 | 260 | \$130,000.00 | 84.14% | 5117666 |
| 19 | 0 | N/A | \$500.00 | 57 | \$28,500.00 | 306 | \$153,000.00 | 84.30% | 5127101 |
| 20 | 0 | N/A | \$500.00 | 293 | \$146,500.00 | 1442 | \$721,000.00 | 83.11% | 5055020 |
| 21 | 0 | N/A | \$1,000.00 | 31 | \$31,000.00 | 74 | \$74,000.00 | 70.48% | 4286467 |
| 22 | 0 | N/A | \$1,000.00 | 1 | \$1,000.00 | 2 | \$2,000.00 | 66.67% | 4054766 |
| 23 | 0 | N/A | \$5,000.00 | 5 | \$25,000.00 | 16 | \$80,000.00 | 76.19% | 4634019 |
| 24 | 0 | N/A | \$5,000.00 | 3 | \$15,000.00 | 17 | \$85,000.00 | 85.00% | 5169827 |
| 25 | 0 | N/A | \$5,000.00 | 1 | \$5,000.00 | 4 | \$20,000.00 | 80.00% | 4865720 |
| 26 | 0 | N/A | \$250,000.00 | 2 | \$500,000.00 | 2 | \$500,000.00 | 50.00% | 3041074 |
| | | | Totals: | 279034 | \$7,621,100.00 | 1,286,448 | \$35,030,720.00 | | |

NO. OF TICKETS: 6,082,150
 NO. POOLS: 50.68
 PACK SIZE: 50
 PACKS/POOL: 2,400
 PACKS/GAME: 121,643

Minimum: 5880000
 Maximum: 6120000

TEXAS LOTTERY COMMISSION
 "HOLIDAY LUCKY TIMES 100" - GAME NO. 2364
 END OF PRODUCTION PRIZE STRUCTURE
 25-Aug-21

VERSION A

6,082,150 \$10 TICKETS \$60,821,500 REVENUE PRIZE FUND \$42,651,820 PAYOUT % 70.13%

| PRIZE LEVEL | PRIZE CODE | TIER CODE | GET: | # OF WAYS TO WIN: | WIN: | ODDS OF 1 IN: | WINNERS IN 50.68 POOLS | WINNERS IN 50 (PER PACK*) | WINNERS IN 120,000 (Per Pool) | PRIZE COST | PERCENT OF PRIZE FUND ** | VALIDATION TIER LEVELS |
|-------------|------------|-----------|--------------------------------------|-------------------|-----------|---------------|------------------------|---------------------------|-------------------------------|--------------|--------------------------|------------------------|
| 1 | 1 | L | \$10 | 1 | \$10 | 8.62 | 705,556 | 5.800 | 13,920.000 | \$7,055,560 | 16.54% | |
| 2 | 2 | L | \$10 x 2 | 2 | \$20 | 27.78 | 218,951 | 1.800 | 4,320.000 | \$4,379,020 | 10.27% | LOW-TIER |
| 3 | 3 | L | \$20 | 1 | \$20 | 31.25 | 194,648 | 1.600 | 3,840.000 | \$3,892,960 | 9.13% | 35.94% |
| 4 | 0 | M | \$30 | 1 | \$30 | 62.50 | 97,308 | 0.800 | 1,920.000 | \$2,919,240 | 6.84% | **** |
| 5 | 0 | M | \$10 + \$20 | 2 | \$30 | 41.66 | 145,978 | 1.200 | 2,880.000 | \$4,379,340 | 10.27% | **** |
| 6 | 0 | M | \$20 + \$30 | 2 | \$50 | 250.62 | 24,268 | 0.200 | 480.000 | \$1,213,400 | 2.84% | |
| 7 | 0 | M | \$10 "5X" | 1 | \$50 | 249.76 | 24,352 | 0.200 | 480.000 | \$1,217,600 | 2.85% | |
| 8 | 0 | M | \$50 | 1 | \$50 | 240.44 | 25,296 | 0.208 | 500.000 | \$1,264,800 | 2.97% | |
| 9 | 0 | M | \$100 | 1 | \$100 | 481.03 | 12,644 | 0.104 | 250.000 | \$1,264,400 | 2.96% | |
| 10 | 0 | M | \$10 "10X" | 1 | \$100 | 119.79 | 50,774 | 0.417 | 1,000.000 | \$5,077,400 | 11.90% | |
| 11 | 0 | M | \$10 "5X" + \$20 + \$10 x 3 | 5 | \$100 | 149.68 | 40,635 | 0.333 | 800.000 | \$4,063,500 | 9.53% | |
| 12 | 0 | M | \$10 "5X" + \$50 | 2 | \$100 | 522.84 | 11,633 | 0.096 | 230.000 | \$1,163,300 | 2.73% | |
| 13 | 0 | M | \$200 | 1 | \$200 | 8,002.83 | 760 | 0.006 | 15.000 | \$152,000 | 0.36% | |
| 14 | 0 | M | \$10 "20X" | 1 | \$200 | 1,831.42 | 3,321 | 0.027 | 65.000 | \$664,200 | 1.56% | |
| 15 | 0 | M | \$20 "10X" | 1 | \$200 | 3,944.33 | 1,542 | 0.013 | 30.000 | \$308,400 | 0.72% | |
| 16 | 0 | M | \$10 "5X" + \$10 "10X" + \$20 + \$30 | 4 | \$200 | 1,192.34 | 5,101 | 0.042 | 100.000 | \$1,020,200 | 2.39% | |
| 17 | 0 | M | \$500 | 1 | \$500 | 40,547.67 | 150 | 0.001 | 3.0000 | \$75,000 | 0.18% | |
| 18 | 0 | M | \$100 "5X" | 1 | \$500 | 19,683.33 | 309 | 0.003 | 6.0000 | \$154,500 | 0.36% | |
| 19 | 0 | M | \$20 "20X" + \$100 | 2 | \$500 | 16,755.23 | 363 | 0.003 | 7.0000 | \$181,500 | 0.43% | MID-TIER |
| 20 | 0 | M | \$10 "10X" + \$20 "20X" | 2 | \$500 | 3,505.56 | 1,735 | 0.014 | 34.0000 | \$867,500 | 2.03% | 60.93% |
| 21 | 0 | H | \$10 "100X" | 1 | \$1,000 | 57,925.24 | 105 | 0.001 | 2.0716 | \$105,000 | 0.25% | |
| 22 | 0 | H | \$1,000 | 1 | \$1,000 | 2,027,383.33 | 3 | 0.000 | 0.0592 | \$3,000 | 0.01% | |
| 23 | 0 | H | \$50 "100X" | 1 | \$5,000 | 289,626.19 | 21 | 0.000 | 0.4143 | \$105,000 | 0.25% | |
| 24 | 0 | H | \$100 x 10 + \$200 x 20 | 30 | \$5,000 | 304,107.50 | 20 | 0.000 | 0.3946 | \$100,000 | 0.23% | |
| 25 | 0 | H | \$5,000 | 1 | \$5,000 | 1,216,430.00 | 5 | 0.000 | 0.0986 | \$25,000 | 0.06% | HIGH-TIER |
| 26 | 0 | H | \$250,000 | 1 | \$250,000 | 1,520,537.50 | 4 *** | 0.000 | 0.0789 | \$1,000,000 | 2.34% | 3.14% |
| | | | | | | 3.89 | 1,565,482 | 12.868 | 30,883.117 | \$42,651,820 | 100.00% | 100.00% |
| | | | | | | 3.8852 | | | | | | |

Consolidated odds are 1 in:

| | | |
|-----------|--------------|-----------|
| \$10 | 8.62 | 705,556 |
| \$20 | 14.71 | 413,599 |
| \$30 | 25.00 | 243,286 |
| \$50 | 82.28 | 73,916 |
| \$100 | 52.57 | 115,686 |
| \$200 | 567.15 | 10,724 |
| \$500 | 2,378.63 | 2,557 |
| \$1,000 | 56,316.20 | 108 |
| \$5,000 | 132,220.65 | 46 |
| \$250,000 | 1,520,537.50 | 4 |
| | | 1,565,482 |

* Each of the following GLEPS will be used in approximately 20% of each pack of 50 tickets.
 ** Numbers are rounded.
 *** This Number of prizes is guaranteed delivery to the Lottery.
 **** \$30 prizes are included in the GLEPS but should be programmed as Mid-Tier prizes and not part of the Low-Tier file.

NOTE:

"5X" = Win 5 TIMES the prize by revealing one (1) "5X" Play Symbol.
 "10X" = Win 10 TIMES the prize by revealing one (1) "10X" Play Symbol.
 "20X" = Win 20 TIMES the prize by revealing one (1) "20X" Play Symbol.
 "100X" = Win 100 TIMES the prize by revealing one (1) "100X" Play Symbol.

| | |
|---|-------------------------------|
| CALLOUT: (Information that appears on ticket front) | Not Applicable for this game. |
|---|-------------------------------|



INTEROFFICE MEMO

Gary Grief, Executive Director LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

October 14, 2021

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

| | |
|------------------------------------|------------------------------------|
| Vendor Name | Pollard |
| P.O. Number (if applicable) | 362-21-9010RL026 |
| Tx Game Name | Game #2364 Holiday Lucky Times 100 |
| Invoice Number | 8523717 |
| Invoice Amount | \$691,362.44 |

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

JB

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

10/18/2021



Dale Bowersock
 Dale Bowersock (Scratch Ticket Strategy Coordinator)
 Please forward to the next person for approval

10/18/2021
Date

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

10/18/2021
Date

Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

10/18/2021
Date

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

October 24, 2021



140 Otter Street
Winnipeg, Manitoba
Canada R3T 0M8
Phone: (204) 474-2323
Fax: (204) 453-1375

INVOICE NO.: 8523717

| | |
|--|--|
| Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States | Ship To: IGT Texas Distribution Center 8520 Tuscany Way Building #6, Suite 100 Attn: Texas Lottery Warehouse Rep Austin, Texas 78754 United States |
| Terms: Net 30 days after date of invoice | Due Date: November 12, 2021 |

| | | | |
|------------------|-----------|------------|--------------|
| Invoice Date | Order No. | Your Order | Customer No. |
| October 13, 2021 | 1130411 | | 5008 |

Order name: HOLIDAY LUCKY TIMES 100 #2364

PO Number:

| Product Description | Quantity | Unit Price | Amount |
|--|-----------|--------------|------------|
| Ticket Size 10 x 4 | 6,082,150 | 30.10 /M | 183,072.71 |
| Holographic Scratch FX® | 6,082,150 | 60.00 /M | 364,929.00 |
| Four colour process / Spectrum base graphics | 6,082,150 | 10.00 /M | 60,821.50 |
| Integrated Overprints / Continuous Image | 6,082,150 | 10.00 /M | 60,821.50 |
| Holographic Scratch FX® | 1 | 5,000.00 Ea | 5,000.00 |
| Inserts | 1 | 16,717.72 Ea | 16,717.72 |

Under unit price '/M' = price per thousand.

| | |
|----------------------|----------------|
| Before Taxes: | 691,362.44 USD |
| Freight: | 0.00 |
| Deposit: | 0.00 |
| Amount Due: | 691,362.44 USD |

Banking Instructions:

TD Bank, NA
2035 Limestone Rd.
Wilmington, DE 19808
ABA# 026013673
Bank Account # 3248176206

Delivery: Prepaid
Tax ID/Contract Number: NA
GST Registration Number: 819251463

Instant Ticket Game Analysis 8/25/19-8/28/21

Average Number of Weeks for 85% Average Sell Through

| Print Quantities | Price Point | | | | Print Quantities | Price Point | | | |
|------------------|-------------|---------|----------|----------|------------------|-------------|----------|----------|---------|
| | A | B | C | D | | E | F | G | H |
| | \$1 | \$2 | \$3 | \$5 | | \$10 | \$20 | \$30 | \$50 |
| < 5M | None | None | Week 10* | None | 2M | None | None | None | None |
| 5M-9.99M | Week 14 | Week 16 | Week 11* | Week 17 | 3M | None | None | None | None |
| 10M-14.99M | Week 15 | None | None | Week 19 | 4M | Week 16* | None | None | None |
| 15M-19.99M | Week 23* | None | Week 29 | Week 48 | 5M | Week 20 | None | Week 38* | Week 36 |
| 20M-24.99M | None | None | None | Week 36 | 6M | Week 13 | Week 23* | None | None |
| 25M-29.99M | Week 32 | None | None | None | 7M | Week 16 | Week 34 | None | None |
| 30M-34.99M | None | None | None | None | 8M | Week 21* | Week 40 | None | None |
| >35M | None | None | Week 59 | Week 44* | >9M | Week 30 | Week 33 | None | None |

Average Weekly Dollar Sales at 85% Average Sell Through

| Print Quantities | Price Point | | | | Print Quantities | Price Point | | | |
|------------------|-------------|-----------|-------------|-------------|------------------|-------------|-------------|-------------|-------------|
| | A | B | C | D | | E | F | G | H |
| | \$1 | \$2 | \$3 | \$5 | | \$10 | \$20 | \$30 | \$50 |
| < 5M | None | None | \$1,280,407 | None | 2M | None | None | None | None |
| 5M-9.99M | \$565,128 | \$810,337 | \$1,161,701 | \$1,904,150 | 3M | None | None | None | None |
| 10M-14.99M | \$646,883 | None | None | \$2,800,321 | 4M | \$2,364,236 | None | None | None |
| 15M-19.99M | \$638,272 | None | \$1,669,812 | \$1,515,020 | 5M | \$2,813,557 | None | \$3,506,730 | \$6,331,310 |
| 20M-24.99M | None | None | None | \$2,620,225 | 6M | \$4,264,362 | \$4,577,513 | None | None |
| 25M-29.99M | \$786,285 | None | None | None | 7M | \$3,884,366 | \$3,675,833 | None | None |
| 30M-34.99M | None | None | None | None | 8M | \$3,283,703 | \$3,828,587 | None | None |
| >35M | None | None | \$1,688,331 | \$3,934,727 | >9M | \$4,643,288 | \$6,280,238 | 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