

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/26/2022

Game #	2368	Confirmed Packs	3,983
Game Name	Jeopardy!	Active Packs	3,055
Quantity Printed	7,217,700	Warehouse Packs	17,465
Price Point	\$5	Returned Packs	1,454
Start Date	12/6/2021	Printed Payout Percentage	68.00%
Top Prize	\$ 100,000	Percent Sold	68.92%
Number of Top Prizes Remaining	3	Number of Weeks Out	20

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

Cost to print tickets	\$ 222,161	Actual ticket production costs
Prize payout expense	\$ 15,949,960	Data from Instant Ticket Tier Liability screen in ES
Licensing Fee	\$ 531,000	

Estimated Direct Costs **\$ 16,703,121**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 24,872,194	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 24,872,194	

Excess of Revenue over Expended \$ 8,169,073

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	\$	362,115
Next week	\$	409,325
Next week	\$	449,465
Avg Weekly Sales Current Game	\$	406,968
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,904,150
Percentage Of Variance In Sales		79%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2368	Printed Payout Percentage	68.00%
Game Name	Jeopardy!	Actual Payout Percentage	64.13%
Percent Sold	68.92%	Number of Weeks Out	20
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			17

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):



4/26/2022

Scratch Ticket Strategy Coordinator Date

4/26/2022

Products Manager Date

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



4/27/2022

Lottery Operations Division Director Date

4/28/2022

Controller Date

4/28/2022

Executive Director Date



Play the Games of Texas!

Da Vinci Report

4/25/22

Week End Date:4/23/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/23/22	4/16/22	4/9/22	4/2/22
Mature	2368	\$5	7,217,700	JEOPARDY!	12/6/21			20	68.92%	3,983	3,055	17,465	1,454	\$362,115.00	\$409,325.00	\$449,465.00	\$536,105.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			16	34.79%	16,407	9,943	212,206	16	\$1,964,485.00	\$1,974,970.00	\$2,114,950.00	\$2,352,355.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			27	40.16%	27,108	14,257	426,312	28	\$5,353,160.00	\$5,313,755.00	\$5,280,975.00	\$5,663,350.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			46	71.64%	5,355	2,447	80,065	41	\$664,680.00	\$673,060.00	\$731,530.00	\$976,540.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			18	22.25%	23,706	9,337	407,811	20	\$3,840,860.00	\$3,895,240.00	\$3,942,230.00	\$4,270,510.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			55	72.47%	10,608	5,453	55,776	30	\$1,437,720.00	\$1,455,840.00	\$1,534,580.00	\$1,723,450.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21			33	69.66%	15,581	7,731	60,755	38	\$1,705,460.00	\$1,735,400.00	\$1,882,360.00	\$2,140,650.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			20	51.15%	16,183	7,298	82,326	14	\$2,160,230.00	\$2,177,600.00	\$2,279,760.00	\$2,609,280.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			36	74.26%	9,540	6,290	24,779	34	\$1,139,950.00	\$1,170,210.00	\$1,182,780.00	\$1,293,600.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			16	27.85%	21,366	9,886	295,649	23	\$2,726,400.00	\$2,686,870.00	\$2,973,310.00	\$3,445,070.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			38	60.29%	6,446	3,032	113,193	43	\$695,370.00	\$720,330.00	\$806,390.00	\$1,001,280.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21			29	72.64%	25,315	8,909	60,914	33	\$4,310,480.00	\$4,429,440.00	\$4,379,880.00	\$4,912,120.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			46	69.24%	7,470	3,272	93,160	56	\$941,480.00	\$908,380.00	\$924,300.00	\$1,203,180.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			33	52.42%	17,976	7,982	166,981	55	\$2,070,540.00	\$2,040,920.00	\$2,155,820.00	\$2,258,960.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			23	27.33%	14,174	5,982	454,441	32	\$2,090,060.00	\$2,140,580.00	\$2,222,520.00	\$2,562,360.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			258	88.49%	12,246	5,837	137,510	70	\$1,776,820.00	\$1,736,880.00	\$1,840,940.00	\$2,117,920.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			44	65.72%	36,941	11,252	291,855	76	\$7,607,300.00	\$7,456,880.00	\$7,507,360.00	\$8,330,220.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			16	36.31%	23,474	9,882	221,723	31	\$3,108,740.00	\$3,248,940.00	\$3,275,400.00	\$3,928,820.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			214	63.74%	12,911	6,055	471,784	45	\$2,614,920.00	\$2,690,010.00	\$2,769,060.00	\$3,097,230.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			55	76.88%	14,216	6,183	61,872	70	\$2,448,180.00	\$2,406,690.00	\$2,662,260.00	\$3,416,730.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			18	39.86%	20,818	7,654	148,375	19	\$5,012,000.00	\$5,046,450.00	\$5,116,600.00	\$5,899,250.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			27	34.88%	23,636	7,875	298,929	33	\$6,989,800.00	\$6,717,250.00	\$6,706,700.00	\$7,614,550.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			31	69.49%	18,146	6,908	72,618	39	\$4,749,650.00	\$4,742,350.00	\$4,718,500.00	\$5,580,550.00
Sold/Closing	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21	5/8/22	6/22/22	33	91.53%	2,512	3,581	702	108	\$195,690.00	\$233,996.00	\$257,098.00	\$289,109.00
	2361	\$1	11,381,100	COZY CASH	11/1/21	5/8/22	6/22/22	25	89.05%	992	702	2,888	2,090	\$38,669.00	\$45,317.00	\$58,139.00	\$69,148.00
	2296	\$1	10,217,250	LADY LUCK	11/1/21			25	90.50%	1,500	1,745	205	871	\$103,876.00	\$124,007.00	\$151,061.00	\$192,739.00
	2365	\$2	7,235,875	BREAK THE SNOWBANK	11/15/21	5/8/22	6/22/22	23	83.86%	867	1,187	5,072	475	\$103,896.00	\$129,872.00	\$126,302.00	\$134,528.00
	2318	\$2	6,083,500	VETERANS CASH	10/18/21	4/3/22	5/18/22	27	60.40%	188	166	13,707	1,758	-\$22,896.00	\$26,092.00	\$44,886.00	\$86,950.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			61	94.76%	6,573	5,889	643	46	\$1,134,825.00	\$1,412,970.00	\$1,469,028.00	\$1,574,037.00
	2319	\$5	9,169,050	\$500 FRENZY	11/15/21	5/8/22	6/22/22	23	80.95%	2,008	1,785	16,428	372	\$407,000.00	\$484,480.00	\$509,120.00	\$673,665.00
	2363	\$5	7,164,975	25 DAYS OF WINNING	11/1/21	4/3/22	5/18/22	25	91.87%	133	70	1,609	3,425	-\$43,895.00	-\$260.00	\$33,880.00	\$87,105.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			74	92.64%	8,215	6,559	5,276	46	\$1,134,015.00	\$1,321,475.00	\$1,306,465.00	\$1,393,125.00

Liability for 2368 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 11/09/2021 - 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	243318	\$1,216,590.00	430334	\$2,151,670.00	63.88%	4610721
2	2	N/A	\$10.00	171625	\$1,716,250.00	309622	\$3,096,220.00	64.34%	4643683
3	3	N/A	\$10.00	67510	\$675,100.00	125095	\$1,250,950.00	64.95%	4687823
4	4	N/A	\$20.00	16460	\$329,200.00	31692	\$633,840.00	65.82%	4750443
5	5	N/A	\$20.00	40083	\$801,660.00	80145	\$1,602,900.00	66.66%	4811379
6	6	N/A	\$20.00	42044	\$840,880.00	78184	\$1,563,680.00	65.03%	4693654
7	0	N/A	\$50.00	8242	\$412,100.00	15850	\$792,500.00	65.79%	4748486
8	0	N/A	\$50.00	7866	\$393,300.00	16227	\$811,350.00	67.35%	4861230
9	0	N/A	\$50.00	7905	\$395,250.00	16154	\$807,700.00	67.14%	4846200
10	0	N/A	\$50.00	7771	\$388,550.00	16221	\$811,050.00	67.61%	4879889
11	0	N/A	\$100.00	204	\$20,400.00	404	\$40,400.00	66.45%	4795971
12	0	N/A	\$100.00	960	\$96,000.00	2047	\$204,700.00	68.07%	4913412
13	0	N/A	\$100.00	419	\$41,900.00	768	\$76,800.00	64.70%	4669918
14	0	N/A	\$100.00	2388	\$238,800.00	4842	\$484,200.00	66.97%	4833762
15	0	N/A	\$100.00	601	\$60,100.00	1193	\$119,300.00	66.50%	4799730
16	0	N/A	\$100.00	1420	\$142,000.00	2807	\$280,700.00	66.41%	4793017
17	0	N/A	\$100.00	994	\$99,400.00	2017	\$201,700.00	66.99%	4834972
18	0	N/A	\$100.00	1019	\$101,900.00	1993	\$199,300.00	66.17%	4775855
19	0	N/A	\$500.00	26	\$13,000.00	36	\$18,000.00	58.06%	4190922
20	0	N/A	\$500.00	133	\$66,500.00	294	\$147,000.00	68.85%	4969563
21	0	N/A	\$500.00	36	\$18,000.00	83	\$41,500.00	69.75%	5034194
22	0	N/A	\$500.00	62	\$31,000.00	113	\$56,500.00	64.57%	4660572
23	0	N/A	\$500.00	51	\$25,500.00	127	\$63,500.00	71.35%	5149707
24	0	N/A	\$500.00	65	\$32,500.00	117	\$58,500.00	64.29%	4639949
25	0	N/A	\$500.00	54	\$27,000.00	121	\$60,500.00	69.14%	4990524
26	0	N/A	\$500.00	120	\$60,000.00	239	\$119,500.00	66.57%	4805098
27	0	N/A	\$1,000.00	5	\$5,000.00	5	\$5,000.00	50.00%	3608850
28	0	N/A	\$1,000.00	14	\$14,000.00	17	\$17,000.00	54.84%	3958093
29	0	N/A	\$1,000.00	13	\$13,000.00	8	\$8,000.00	38.10%	2749600
30	0	N/A	\$1,000.00	8	\$8,000.00	13	\$13,000.00	61.90%	4468100
31	0	N/A	\$1,000.00	7	\$7,000.00	13	\$13,000.00	65.00%	4691505
32	0	N/A	\$100,000.00	3	\$300,000.00	2	\$200,000.00	40.00%	2887079
Totals:				621426	\$8,589,880.00	1,136,783	\$15,949,960.00		

TICKET QUANTITY: 7,217,700
POC: 20,000
PAC: 20,000
PACKS / POOL: 1,600
PACK SIZE: 75
POOL SIZE: 120,000

MIN QUANTITY: 20,000
MAX QUANTITY: 20,000
DocuSign Envelope ID: 70797DC7-6119-4CE2-ABD1-67E849D54D01
Lottery Game # 2368
IGT Job # 013890
Version 2 dated August 11, 2021

PRIZE STRUCTURE
JEOPARDY!®
PRIZE FUND: \$24,539,840
PERCENTAGE: 67.99905799%
INSTANT FUND: \$24,539,840
INSTANT-WIN PAYOUT: 67.99905799%

RETAIL PRICE: \$5.00
REVENUE: \$36,088,500
PRIZE FUND: \$24,539,840
PERCENTAGE: 67.99905799%
INSTANT FUND: \$24,539,840
INSTANT-WIN PAYOUT: 67.99905799%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 120,000 (PER POOL)	WINNERS IN 75 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$5	1	\$5	10.71	673,652	11,200	7.00	\$3,368,260	13.73%	
2	L	\$5 (DBL)	1	\$10	15.00	481,247	8,000	5.00	\$4,812,470	19.61%	
3	L	\$10	1	\$10	37.47	192,605	3,200	2.00	\$1,926,050	7.85%	
4	L	\$20	1	\$20	149.89	48,152	800	0.50	\$963,040	3.92%	
5	L	\$5 x 4	4	\$20	60.03	120,228	2,000	1.25	\$2,404,560	9.80%	
6	L	\$10 (DBL)	1	\$20	60.03	120,228	2,000	1.25	\$2,404,560	9.80%	Low Tier: 64.71%
7	M	\$50	1	\$50	299.59	24,092	400	0.25	\$1,204,600	4.91%	
8	M	(DBL) + (\$10 x 2) + \$5 (DBL)	4	\$50	299.58	24,093	400	0.25	\$1,204,650	4.91%	
9	M	\$10 x 5	5	\$50	300.00	24,059	400	0.25	\$1,202,950	4.90%	
10	M	(10 x 2) + \$5 (DBL) + \$20 (DBL)	4	\$50	300.84	23,992	400	0.25	\$1,199,600	4.89%	
11	M	\$100	1	\$100	11,871.22	608	10		\$60,800	0.25%	
12	M	(\$10 (DBL) x 4) + \$20 (DBL)	5	\$100	2,400.30	3,007	50		\$300,700	1.23%	
13	M	\$50 (DBL)	1	\$100	6,080.62	1,187	20		\$118,700	0.48%	
14	M	(L) + (\$10 x 5) + (\$5 (DBL) x 5)	9	\$100	998.30	7,230	120		\$723,000	2.95%	
15	M	\$20 x 5	5	\$100	4,023.24	1,794	30		\$179,400	0.73%	
16	M	(\$10 x 5) + (\$5 x 10)	15	\$100	1,707.52	4,227	70		\$422,700	1.72%	
17	M	\$10 (DBL) x 5	5	\$100	2,397.11	3,011	50		\$301,100	1.23%	
18	M	\$50 + (\$5 (DBL) x 5)	6	\$100	2,396.31	3,012	50		\$301,200	1.23%	
19	M	\$500	1	\$500	116,414.52	62	1		\$31,000	0.13%	
20	M	(5) + (\$20 (DBL) x 2) + (\$5 (DBL) x 5)	35	\$500	16,903.28	427	7		\$213,500	0.87%	
21	M	50 (DBL) + \$100 (DBL)	17	\$500	60,652.94	119	2		\$59,500	0.24%	
22	M	x 10) + (\$20 (DBL) x 5)	20	\$500	41,244.00	175	3		\$87,500	0.36%	
23	M	x 7) + (\$20 x 5) + (\$10 x 5)	17	\$500	40,548.88	178	3		\$89,000	0.36%	
24	M	5) + \$50 (DBL) + (\$20 x 5)	20	\$500	39,657.69	182	3		\$91,000	0.37%	
25	M	(L) x 2) + (\$20 x 10) + (\$5 x 5)	22	\$500	41,244.00	175	3		\$87,500	0.36%	
26	M	+ (\$50 x 2) + (\$10 x 11)	35	\$500	20,105.01	359	6		\$179,500	0.73%	Mid Tier: 32.84%
27	H	\$1,000	1	\$1,000	721,770.00	10			\$10,000	0.04%	
28	H	0) + (\$50 (DBL) x 4) + (\$10 x 5)	16	\$1,000	232,829.03	31			\$31,000	0.13%	
29	H	(\$100 x 5) + (\$50 x 10)	15	\$1,000	343,700.00	21			\$21,000	0.09%	
30	H	0 x 2) + (\$50 x 4) + (\$10 x 5)	12	\$1,000	343,700.00	21			\$21,000	0.09%	
31	H	(L) + (\$50 (DBL) x 3) + (\$10 x 5)	9	\$1,000	360,885.00	20			\$20,000	0.08%	
32	H	\$100,000	1	\$100,000	1,443,540.00	5			\$500,000	2.04%	High Tier: 2.46%
TOTAL CASH PRIZES				1 in 2 Decimals:	4.11	1,758,209	29,228	18.00	\$24,539,840	100.00%	
				1 in 4 Decimals:	4.1051						

JEOPARDY!®
Texas Lottery Game # 2368
IGT Job # 013890
Version 2 dated August 11, 2021

Consolidated
odds are 1 in:

\$5	10.71	673,652
\$10	10.71	673,852
\$20	25.01	288,608
\$50	75.00	96,236
\$100	299.79	24,076
\$500	4,303.94	1,677
\$1,000	70,074.76	103
\$100,000	1,443,540.00	5
		1,758,209

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:	A		B		C		D		TOTAL	
			PER GAME:	24,092		24,093		24,059		23,992		96,236	
			PER POOL:	400		400		400		400		1,600	
			PRIZE:	Number:		Number:		Number:		Number:		TOTAL	
				Amount:		Amount:		Amount:		Amount:		AMOUNT	
1	\$5	1	\$5	7	\$35	7	\$35	7	\$35	7	\$35	673,652	\$3,368,260
2	\$5 (DBL)	1	\$10	5	\$50	5	\$50	6	\$60	4	\$40	481,247	\$4,812,470
3	\$10	1	\$10	4	\$40	2	\$20	1	\$10	1	\$10	192,605	\$1,926,050
4	\$20	1	\$20	0	\$0	1	\$20	1	\$20	0	\$0	48,152	\$963,040
5	\$5 x 4	4	\$20	1	\$20	1	\$20	1	\$20	2	\$40	120,228	\$2,404,560
6	\$10 (DBL)	1	\$20	1	\$20	1	\$20	1	\$20	2	\$40	120,228	\$2,404,560
7	\$50	1	\$50	1	\$50	0	\$0	0	\$0	0	\$0	24,092	\$1,204,600
8	(DBL) + (\$10 x 2) + \$5 (DBL)	4	\$50	0	\$0	1	\$50	0	\$0	0	\$0	24,093	\$1,204,650
9	\$10 x 5	5	\$50	0	\$0	0	\$0	1	\$50	0	\$0	24,059	\$1,202,950
10	(10 x 2) + \$5 (DBL) + \$20 (DBL)	4	\$50	0	\$0	0	\$0	0	\$0	1	\$50	23,992	\$1,199,600
TOTAL PRIZES				19	\$215	18	\$215	18	\$215	17	\$215	1,732,348	\$20,690,740



INTEROFFICE MEMO

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

Payment Approval

November 15, 2021

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

Vendor Name	<u>IGT</u>
P.O. Number (if applicable)	<u>362-22-9009RL003</u>
Invoice Number	<u>90122457</u>
Tx Game Name:	<u>Game #2368 Jeopardy</u>
Invoice Amount:	<u>\$222,160.81</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.

JB

11/15/2021



11/15/2021

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

Date

11/17/2021

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

Date

11/18/2021

Ryan Mindell (Lottery Operations Division Director)

Date

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

November 25, 2021



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: 90122457
 DATE : November 9, 2021

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 2368	106245 010	Game 2368 JEOPARDY! - TRK 1	2,480,325 PC	0.02278	56,501.80
002 GAME 2368	106245 020	Option 2368 Full UV	2,480,325 PC	0.00256	6,349.63
003 GAME 2368	106245 030	Option 2368 Continuous 4 Color Pro	2,480,325 PC	0.00544	13,492.97
004 GAME 2368	106245 040	Game 2368 JEOPARDY! - TRK 2	2,315,925 PC	0.02278	52,756.77
005 GAME 2368	106245 050	Option 2368 Full UV	2,315,925 PC	0.00256	5,928.77
006 GAME 2368	106245 060	Option 2368 Continuous 4 Color Pro	2,315,925 PC	0.00544	12,598.63
007 GAME 2368	106245 070	Game 2368 JEOPARDY! - TRK 3	2,421,450 PC	0.02278	55,160.63
008 GAME 2368	106245 080	Option 2368 Full UV	2,421,450 PC	0.00256	6,198.91
009 GAME 2368	106245 090	Option 2368 Continuous 4 Color Pro	2,421,450 PC	0.00544	13,172.69
010 GAME 2368	106245 100	Rounding Adjustment			0.01

TOTAL AMOUNT DUE USD 222,160.81

Continued...

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

REMARKS:
Unrounded Invoice Total \$222,160.8060

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: WFBUS6S
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.

EXECUTED September 27, 2021

(Modifications of the Licensed Properties) shall, notwithstanding their invention, creation and use by the Lottery, be and remain the property of the Licensor. The Lottery shall not permit any of its employees or independent contractors to obtain or reserve, by written or oral agreement or otherwise, any rights as “authors” or “inventors” of any such Modifications of the Licensed Properties (as the terms “author” or “inventor” are used in present or future United States copyright and patent statutes or judicial decisions). The Lottery shall furnish to IGT, at IGT’s request, full information concerning the invention and creation of such Modifications of the Licensed Properties.

4. Samples. The Lottery shall provide IGT with at least the following samples of each lottery product sold or distributed by the Lottery for the Scratch Tickets, as appropriate:
 - i. Twenty (20) samples of all point-of-sale advertising pieces;
 - ii. One (1) dub of all TV and/or radio advertising;
 - iii. Six (6) samples of all out of home advertising;
 - iv. Six (6) samples of all print advertising; and
 - v. Six (6) samples of all retailer sell-in and related communication materials.

5. Goods and Services. The following goods and services shall be provided by IGT to the Lottery and shall be included in the Fees, except as otherwise expressly set forth in these Working Papers:
 - a. Scratch Tickets. Seven million eighty thousand (7,080,000) Scratch Tickets (+/- 2%) featuring the Licensed Properties design shall be manufactured by IGT at a Five Dollar (\$5.00) price point. The Fee shall not include manufacture of such Scratch Tickets by IGT (such manufacturing fees shall be as otherwise set forth in these Working Papers).

6. Fee and Payment.
 - a. License Fee. In consideration for the license rights in the Licensed Properties granted hereunder:
 - i. The Lottery shall provide IGT with Sales figures no later than five (5) days after the end of each month. “Sales” refers to game tickets sold and processed by the Lottery’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 Lottery shall send such reports to:

IF BY EMAIL:
Rosemary.Robishaw@igt.com
Evonne.Miller@igt.com

IF BY MAIL:
 Attn: IGT Corporation / Rosemary Robishaw
 Finance Manager, Instant Ticket Services
 4000 Southside Frontage Rd., Suite 400
 Lakeland, FL 33815
 - ii. IGT shall invoice the Lottery monthly for the License Fee based on the Sales reports received from the Lottery. All payments due to IGT shall be made by the

EXECUTED September 27, 2021

Lottery within thirty (30) days of the Lottery's receipt and verification of an invoice from IGT.

- iii. The amount of each invoice from IGT shall be calculated at one and one-half percent (1.5%) of Sales during the period covered by the invoice, provided that the total License Fee will not exceed Five Hundred Thirty-one Thousand Dollars (\$531,000).

7. General Terms

- a. The Lottery and IGT acknowledge and agree that this Licensed Property Insert does not amend the terms and conditions of the Contract for Instant Ticket Manufacturing and Services between the parties.

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

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	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

	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	\$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