

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/25/2023

Game #	2369	Confirmed Packs	2,413
Game Name	\$50, \$100 or \$500!	Active Packs	1,183
Quantity Printed	12,077,250	Warehouse Packs	83
Price Point	\$10	Returned Packs	535
Start Date	8/1/2022	Printed Payout Percentage	70.00%
Top Prize	\$ 500	Percent Sold	97.59%
Number of Top Prizes Remaining	374	Number of Weeks Out	38

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

Cost to print tickets	\$ 479,993	Actual ticket production costs
Prize payout expense	\$ 81,596,052	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 82,076,045**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 117,861,883	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits **\$ 117,861,883**

Excess of Revenue over Expended **\$ 35,785,837**

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	\$	449,880
Next week	\$	585,470
Next week	\$	830,170
Avg Weekly Sales Current Game	\$	621,840
Avg Weekly Sales \$10; 10M-14.99M Qty	\$	2,648,035
Percentage Of Variance In Sales		77%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2369	Printed Payout Percentage	70.00%
Game Name	\$50, \$100 or \$500!	Actual Payout Percentage	69.23%
Percent Sold	97.59%	Number of Weeks Out	38
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			43

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

4/25/2023

Instant Product Coordinator Date

Will Russ

4/26/2023

Products Manager Date

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

Not Required - Over 85% Sell Through

Lottery Operations Division Director Date

Not Required - Over 85% Sell Through

Controller Date

Not Required - Over 85% Sell Through

Executive Director Date



Play the Games of Texas!

Da Vinci Report

4/24/23

Week End Date:4/22/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/22/23	4/15/23	4/8/23	4/1/23
Sold/Closing	2374	\$5	27,786,375	POWER 50X	1/3/22	5/7/23	6/21/23	68	73.64%	2,689	2,569	88,754	151	\$438,490.00	\$485,765.00	\$504,670.00	\$558,035.00
	2369	\$10	12,077,250	\$50, \$100 OR \$500!	8/1/22			38	97.59%	2,413	1,183	83	535	\$449,880.00	\$585,470.00	\$830,170.00	\$1,078,530.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			63	97.84%	8,069	3,744	46	2,087	\$2,535,710.00	\$3,335,260.00	\$4,004,400.00	\$4,511,180.00
	2452	\$10	5,882,300	PEPPERMINT PAYOUT DELUXE	11/7/22	5/7/23	6/21/23	24	86.81%	943	584	3,228	8,010	\$128,100.00	\$180,490.00	\$196,610.00	\$241,850.00
	2349	\$20	8,200,000	500X	7/18/22	5/7/23	6/21/23	40	88.61%	3,966	2,444	26,698	233	\$1,181,780.00	\$1,333,940.00	\$1,395,500.00	\$1,507,300.00
	2402	\$20	8,199,050	MONEY	6/20/22	5/7/23	6/21/23	44	53.21%	2,573	1,820	145,932	338	\$546,600.00	\$625,760.00	\$651,860.00	\$746,380.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			70	90.19%	10,494	4,187	11,831	154	\$1,859,650.00	\$1,775,000.00	\$1,878,200.00	\$2,035,950.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22	4/4/23	5/19/23	59	86.29%	2,625	1,049	26,473	982	\$706,900.00	\$1,218,400.00	\$2,085,250.00	\$2,722,700.00

Liability for 2369 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 11/04/2021 - 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	\$50.00	34166	\$1,708,300.00	931907	\$46,595,352.00	96.46%	11650127
2	2	N/A	\$100.00	3611	\$361,100.00	117205	\$11,720,500.00	97.01%	11716280
3	3	N/A	\$100.00	6867	\$686,700.00	174322	\$17,432,200.00	96.21%	11619526
4	0	N/A	\$500.00	64	\$32,000.00	2461	\$1,230,500.00	97.47%	11771133
5	0	N/A	\$500.00	120	\$60,000.00	4408	\$2,204,000.00	97.35%	11757181
6	0	N/A	\$500.00	190	\$95,000.00	4827	\$2,413,500.00	96.21%	11619869
Totals:				45018	\$2,943,100.00	1,235,130	\$81,596,052.00		

Prize Structure
TEXAS LOTTERY
GAME NO.2369 "\$50, \$100 OR \$500!"
May 21, 2021 - VERSION A

Total Payout

Order Quantity:	12,077,250	Pack Size:	50	Pool Size:	120,000	Winners:	1,280,148	Prize Fund:	\$84,539,150.00
Price Point:	\$10.00	Packs/Game:	241,545	Number of Pools:	100.64	Non-winners:	10,797,102	Payout:	70.00%
Revenue:	\$120,772,500.00	Packs/Pool:	2,400			Overall Odds:	9.4343		

ORIGINAL ORDER

SHIPMENT # 1-4
COMPLETE
POOLS # 1-110

12077250

966073

120816

181189

2525

4528

5017

Kind	Wins	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
		Level					Pack	Pool	Total		
Mid Tiers											
01	1	G	\$50	\$50	\$50.00	12.5014	4.00	9,600.00	966,073	\$48,303,650.00	57.14%
02	2	G	\$50 x 2	\$100	\$100.00	99.9640	0.50	1,200.00	120,816	\$12,081,600.00	14.29%
03	1	G	\$100	\$100	\$100.00	66.6555	0.75	1,800.00	181,189	\$18,118,900.00	21.43%
Total (\$100.00):						39.9902	1.25	3,000.00	302,005	\$30,200,500.00	35.72%
04	10	M	\$50 x 10	\$500	\$500.00	4783.0693	0.01	25.00	2,525	\$1,262,500.00	1.49%
05	5	M	\$100 x 5	\$500	\$500.00	2667.2372	0.02	45.00	4,528	\$2,264,000.00	2.68%
06	1	M	\$500	\$500	\$500.00	2407.2653	0.02	50.00	5,017	\$2,508,500.00	2.97%
Total (\$500.00):						1000.6007	0.05	120.00	12,070	\$6,035,000.00	7.14%
Total :						9.4343	5.30	12,720.00	1,280,148	\$84,539,150.00	100.00%

G-TIER: The \$50 and \$100 prizes are included in the GLEPS, programmed as G-Tier and included in the Low-Tier files.



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	Scientific Games
P.O. Number (if applicable)	362-21-9019RL029
Invoice Number	TX 111221
Tx Game Name:	Game #2369 \$50, 100 OR \$500
Invoice Amount:	\$479,993.38

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

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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



Invoice: TX 111221
"TX 2369 \$50, \$100 OR \$500"™
November 12, 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-2369	1	TX-2369 \$50, 100 OR \$500	3,020,450	39.68 \$	119,851.46	1041757
Additional Charges: Speciality Ink-(2) Fluorescent Inks -TX-2369 Pack Inserts			1	768.1 \$	768.10	
TX-2369	2	TX-2369 \$50, 100 OR \$500	3,023,500	39.68 \$	119,972.48	1041758
TX-2369	3	TX-2369 \$50, 100 OR \$500	3,022,650	39.68 \$	119,938.75	1041751
TX-2369	4	TX-2369 \$50, 100 OR \$500	3,010,650	39.68 \$	119,462.59	1041752
Total Due					<u>\$479,993.38</u>	

*Please include the SG invoice numbers with your remittance

Due Date: December 12, 2021

Wire Transfer Instructions:

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

Scratch Ticket Game Closing Analysis

02/28/21 Thru 02/25/23

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	Week 13*	Week 21	Week 13	Week 17	Week 30	Week 41	Week 66*	Week 45	None
10M-14.99M	Week 17	None	None	Week 27	Week 43	None	None	None	None
15M-19.99M	Week 25	None	None	Week 47*	None	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	Week 59*	Week 54*	None	None	Week 59*	None	None	None
30M-34.99M	None	Week 55*	None	None	None	None	None	None	None
>=35M	None	None	None	Week 55*	Week 47	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	\$605,763	\$671,354	\$1,218,171	\$1,985,045	\$2,418,561	\$3,720,871	\$3,548,614	\$6,136,988	None
10M-14.99M	\$575,127	None	None	\$2,099,094	\$2,648,035	None	None	None	None
15M-19.99M	\$589,321	None	None	\$1,645,025	None	None	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	None	\$7,343,720	None	None	None
30M-34.99M	None	\$1,037,735	None	None	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,066,364	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