

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

11/1/2022

| | | | |
|--------------------------------|------------|---------------------------|--------|
| Game # | 2372 | Confirmed Packs | 6,032 |
| Game Name | Power 20X | Active Packs | 5,908 |
| Quantity Printed | 34,835,250 | Warehouse Packs | 70,847 |
| Price Point | \$1 | Returned Packs | 31 |
| Start Date | 1/3/2022 | Printed Payout Percentage | 60.01% |
| Top Prize | \$ 5,000 | Percent Sold | 63.33% |
| Number of Top Prizes Remaining | 6 | Number of Weeks Out | 43 |

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

| | | |
|-----------------------|---------------|--|
| Cost to print tickets | \$ 882,960 | Actual ticket production costs |
| Prize payout expense | \$ 12,567,162 | Data from Instant Ticket Tier Liability screen in ES |

Estimated Direct Costs \$ 13,450,122

TANGIBLE BENEFITS**Revenue Impact:**

| | | |
|---------------------------------|-----------------------------|---|
| Estimated sales | \$ 22,061,164 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
| Total Estimated Benefits | <u><u>\$ 22,061,164</u></u> | |

Excess of Revenue over Expended **\$ 8,611,042**

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 | \$ | 256,913 |
| Next week | \$ | 275,049 |
| Next week | \$ | 277,734 |
| | | |
| Avg Weekly Sales Current Game | \$ | 269,899 |
| Avg Weekly Sales \$1; 25M - 29.99M Qty* | \$ | 795,571 |
| Percentage Of Variance In Sales | | 66% |

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

| | | | |
|--|----------------------|---------------------------|-------------------|
| Game # | <div>2372</div> | Printed Payout Percentage | <div>60.01%</div> |
| Game Name | <div>Power 20X</div> | Actual Payout Percentage | <div>56.97%</div> |
| Percent Sold | <div>63.33%</div> | Number of Weeks Out | <div>43</div> |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.* | | | <div>32</div> |

* No games at the 30M-34.99M level so the 25M-29.99M level was used.

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

11/2/2022

Scratch Ticket Strategy Coordinator Date

Will Russ

11/2/2022

Products Manager Date

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

Robert Lee

11/2/2022

Lottery Operations Division Director Date

KG

Kelly Stuckey

11/7/2022

Controller Date

Ry Mitchell

11/9/2022

Deputy Executive Director Date

Gary Huff

11/9/2022

Executive Director Date



Play the Games of Texas!

Da Vinci Report

10/31/22

Week End Date:10/29/22

| Product Line | Game | \$ | Tix Run | Name | Start | Call | Close | Wks | % Sold | Confirmed | Active | Ware | Return | Net Sales | | | |
|--------------|------|------|------------|-------------------------------|----------|------|-------|-----|--------|-----------|--------|---------|--------|----------------|----------------|----------------|----------------|
| | | | | | | | | | | | | | | 10/29/22 | 10/22/22 | 10/15/22 | 10/8/22 |
| Baseline | 2439 | \$1 | 17,131,800 | \$5,000 CASH BLOWOUT | 9/6/22 | | | 8 | 24.51% | 12,545 | 12,644 | 58,374 | 16 | \$669,002.00 | \$670,630.00 | \$552,143.00 | \$575,717.00 |
| | 2424 | \$1 | 823,350 | CASH FRENZY | 9/14/22 | | | 6 | 0.00% | 0 | 0 | 3,060 | 0 | \$0 | \$0 | \$0 | \$0 |
| | 2443 | \$2 | 10,246,375 | 10X LUCKY | 9/19/22 | | | 6 | 33.49% | 9,914 | 8,975 | 33,794 | 0 | \$949,940.00 | \$1,113,082.00 | \$1,301,786.00 | \$1,449,862.00 |
| | 2446 | \$2 | 5,988,750 | VETERANS CASH | 10/17/22 | | | 2 | 4.45% | 15,839 | 10,807 | 17,900 | 0 | \$230,338.00 | \$302,040.00 | \$500.00 | \$0 |
| | 2431 | \$3 | 32,785,800 | SPECIAL EDITION LOTERIA | 10/17/22 | | | 2 | 2.17% | 21,199 | 9,682 | 393,404 | 1 | \$1,443,837.00 | \$687,795.00 | \$450.00 | \$0 |
| | 2440 | \$5 | 12,237,000 | \$200,000 CASH BLOWOUT | 9/6/22 | | | 8 | 27.73% | 21,318 | 12,379 | 81,495 | 11 | \$1,869,530.00 | \$1,973,000.00 | \$2,022,980.00 | \$2,323,590.00 |
| | 2447 | \$5 | 7,185,450 | 100X BONUS | 10/17/22 | | | 2 | 18.02% | 21,619 | 12,520 | 39,523 | 0 | \$4,114,995.00 | \$2,358,165.00 | \$750.00 | \$0 |
| | 2415 | \$5 | 9,906,375 | COWBOYS | 8/15/22 | | | 11 | 30.86% | 10,062 | 7,406 | 71,390 | 15 | \$1,011,835.00 | \$1,156,270.00 | \$1,374,610.00 | \$1,572,095.00 |
| | 2444 | \$5 | 10,272,825 | DAY OF THE DEAD | 10/3/22 | | | 4 | 20.30% | 17,403 | 12,386 | 76,261 | 0 | \$2,479,590.00 | \$2,775,770.00 | \$3,269,425.00 | \$1,902,935.00 |
| | 2416 | \$5 | 5,627,550 | HOUSTON TEXANS | 8/15/22 | | | 11 | 35.92% | 7,254 | 5,052 | 32,857 | 143 | \$605,560.00 | \$714,000.00 | \$896,535.00 | \$1,115,245.00 |
| | 2412 | \$5 | 7,218,150 | POWER SHOT | 8/1/22 | | | 13 | 57.92% | 6,424 | 5,223 | 25,184 | 184 | \$700,445.00 | \$845,130.00 | \$941,175.00 | \$1,115,850.00 |
| | 2369 | \$10 | 12,077,250 | \$50, \$100 OR \$500! | 8/1/22 | | | 13 | 45.58% | 22,536 | 8,265 | 96,539 | 14 | \$3,417,690.00 | \$3,381,420.00 | \$3,393,540.00 | \$3,623,270.00 |
| | 2441 | \$10 | 14,063,350 | \$500,000 CASH BLOWOUT | 9/6/22 | | | 8 | 16.55% | 30,406 | 12,167 | 189,481 | 9 | \$2,554,240.00 | \$2,589,360.00 | \$2,609,550.00 | \$3,026,680.00 |
| | 2422 | \$10 | 8,199,450 | 7 | 10/3/22 | | | 4 | 24.76% | 33,404 | 11,873 | 73,005 | 0 | \$4,991,940.00 | \$5,184,060.00 | \$5,973,720.00 | \$4,148,240.00 |
| | 2442 | \$20 | 10,250,650 | \$1,000,000 CASH BLOWOUT | 9/6/22 | | | 8 | 13.31% | 32,329 | 11,692 | 308,051 | 6 | \$3,160,720.00 | \$3,195,880.00 | \$3,045,980.00 | \$3,431,940.00 |
| | 2434 | \$20 | 16,932,075 | MILLION DOLLAR LOTERIA | 9/19/22 | | | 6 | 12.08% | 52,414 | 10,923 | 522,840 | 0 | \$7,750,540.00 | \$7,263,880.00 | \$7,103,420.00 | \$7,295,140.00 |
| | 2423 | \$50 | 6,608,840 | \$1,000,000 DIAMOND RICHES | 8/1/22 | | | 13 | 22.59% | 26,053 | 8,918 | 217,201 | 24 | \$5,234,200.00 | \$5,379,500.00 | \$5,268,450.00 | \$5,514,900.00 |
| | | | | | | | | | | | | | | | | | |
| Mature | 1878 | \$1 | 854,700 | CASH ON THE SPOT | 9/18/17 | | | 267 | 0.00% | 0 | 0 | 1,737 | 15 | \$0 | \$0 | \$0 | \$0 |
| | 2405 | \$1 | 17,149,800 | LOOSE CHANGE | 7/5/22 | | | 17 | 58.72% | 8,019 | 7,864 | 26,972 | 34 | \$454,115.00 | \$452,385.00 | \$474,395.00 | \$480,857.00 |
| | 1804 | \$1 | 829,650 | LUCKY STARS | 9/18/17 | | | 267 | 0.00% | 0 | 0 | 64 | 603 | \$0 | \$0 | \$0 | \$0 |
| | 2372 | \$1 | 34,835,250 | POWER 20X | 1/3/22 | | | 43 | 63.33% | 6,032 | 5,908 | 70,847 | 31 | \$256,913.00 | \$275,049.00 | \$277,734.00 | \$277,498.00 |
| | 2124 | \$1 | 853,200 | WINNING 7S | 8/8/19 | | | 168 | 0.00% | 0 | 0 | 1,766 | 634 | \$0 | \$0 | \$0 | \$0 |
| | 2325 | \$2 | 28,601,250 | BONUS GAME BINGO | 12/13/21 | | | 46 | 66.77% | 10,196 | 7,964 | 55,280 | 21 | \$812,244.00 | \$774,782.00 | \$814,364.00 | \$833,306.00 |
| | 2381 | \$2 | 8,912,625 | JUMBO BUCKS | 6/20/22 | | | 19 | 65.89% | 4,697 | 3,047 | 14,886 | 23 | \$278,142.00 | \$284,412.00 | \$333,354.00 | \$358,340.00 |
| | 2329 | \$2 | 33,566,750 | IMITED EDITION BREAK THE BANK | 1/17/22 | | | 41 | 65.24% | 10,573 | 8,696 | 69,309 | 36 | \$910,230.00 | \$893,406.00 | \$923,864.00 | \$943,454.00 |
| | 2403 | \$2 | 9,058,125 | LUCKY 3 | 7/18/22 | | | 15 | 57.20% | 5,643 | 4,402 | 19,149 | 47 | \$370,076.00 | \$405,372.00 | \$483,484.00 | \$532,590.00 |
| | 2321 | \$3 | 47,974,000 | \$50,000 BONUS CASHWORD | 4/11/22 | | | 29 | 26.65% | 11,920 | 8,440 | 258,435 | 12 | \$1,442,238.00 | \$1,381,236.00 | \$1,499,352.00 | \$1,498,281.00 |
| | 2373 | \$3 | 24,134,125 | POWER 30X CROSSWORD | 1/3/22 | | | 43 | 77.49% | 7,059 | 5,451 | 28,544 | 41 | \$789,225.00 | \$762,186.00 | \$844,089.00 | \$819,018.00 |
| | 2327 | \$3 | 28,614,750 | TEXAS LOTERIA | 10/4/21 | | | 56 | 87.31% | 11,636 | 7,075 | 26,020 | 42 | \$869,304.00 | \$1,037,517.00 | \$1,236,369.00 | \$1,273,284.00 |
| | 2401 | \$5 | 10,122,225 | 50X THE CASH | 6/6/22 | | | 21 | 76.22% | 3,895 | 2,739 | 21,683 | 1,069 | \$514,510.00 | \$607,030.00 | \$714,715.00 | \$809,290.00 |

Liability for 2372 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 11/16/2021 - 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 | \$1.00 | 1406618 | \$1,406,618.00 | 1844915 | \$1,844,915.00 | 56.74% | 19765469 |
| 2 | 2 | N/A | \$2.00 | 192684 | \$385,368.00 | 271844 | \$543,688.00 | 58.52% | 20385754 |
| 3 | 3 | N/A | \$2.00 | 672404 | \$1,344,808.00 | 953319 | \$1,906,638.00 | 58.64% | 20427284 |
| 4 | 4 | N/A | \$3.00 | 94222 | \$282,666.00 | 138013 | \$414,039.00 | 59.43% | 20701949 |
| 5 | 5 | N/A | \$3.00 | 93731 | \$281,193.00 | 138429 | \$415,287.00 | 59.63% | 20771057 |
| 6 | 6 | N/A | \$5.00 | 45412 | \$227,060.00 | 70644 | \$353,220.00 | 60.87% | 21204430 |
| 7 | 7 | N/A | \$5.00 | 45600 | \$228,000.00 | 70521 | \$352,605.00 | 60.73% | 21155662 |
| 8 | 8 | N/A | \$5.00 | 93556 | \$467,780.00 | 138679 | \$693,395.00 | 59.71% | 20801849 |
| 9 | 9 | N/A | \$5.00 | 90848 | \$454,240.00 | 141387 | \$706,935.00 | 60.88% | 21208049 |
| 10 | 10 | N/A | \$10.00 | 22232 | \$222,320.00 | 35866 | \$358,660.00 | 61.73% | 21505061 |
| 11 | 11 | N/A | \$10.00 | 22726 | \$227,260.00 | 35355 | \$353,550.00 | 60.87% | 21204873 |
| 12 | 12 | N/A | \$10.00 | 44317 | \$443,170.00 | 71739 | \$717,390.00 | 61.81% | 21533104 |
| 13 | 13 | N/A | \$20.00 | 21787 | \$435,740.00 | 36294 | \$725,880.00 | 62.49% | 21768057 |
| 14 | 14 | N/A | \$20.00 | 21806 | \$436,120.00 | 36292 | \$725,840.00 | 62.47% | 21760489 |
| 15 | 15 | N/A | \$20.00 | 44408 | \$888,160.00 | 71648 | \$1,432,960.00 | 61.74% | 21505790 |
| 16 | 0 | N/A | \$40.00 | 2134 | \$85,360.00 | 3659 | \$146,360.00 | 63.16% | 22002792 |
| 17 | 0 | N/A | \$40.00 | 2181 | \$87,240.00 | 3625 | \$145,000.00 | 62.44% | 21749531 |
| 18 | 0 | N/A | \$40.00 | 2150 | \$86,000.00 | 3676 | \$147,040.00 | 63.10% | 21979811 |
| 19 | 0 | N/A | \$40.00 | 2224 | \$88,960.00 | 3599 | \$143,960.00 | 61.81% | 21530493 |
| 20 | 0 | N/A | \$100.00 | 196 | \$19,600.00 | 374 | \$37,400.00 | 65.61% | 22856813 |
| 21 | 0 | N/A | \$100.00 | 1346 | \$134,600.00 | 2304 | \$230,400.00 | 63.12% | 21989155 |
| 22 | 0 | N/A | \$100.00 | 287 | \$28,700.00 | 439 | \$43,900.00 | 60.47% | 21064290 |
| 23 | 0 | N/A | \$100.00 | 278 | \$27,800.00 | 471 | \$47,100.00 | 62.88% | 21905744 |
| 24 | 0 | N/A | \$500.00 | 9 | \$4,500.00 | 11 | \$5,500.00 | 55.00% | 19159387 |
| 25 | 0 | N/A | \$500.00 | 29 | \$14,500.00 | 51 | \$25,500.00 | 63.75% | 22207471 |
| 26 | 0 | N/A | \$5,000.00 | 4 | \$20,000.00 | 4 | \$20,000.00 | 50.00% | 17417627 |
| 27 | 0 | N/A | \$5,000.00 | 2 | \$10,000.00 | 6 | \$30,000.00 | 75.00% | 26126441 |
| Totals: | | | | 2923191 | \$8,337,763.00 | 4,073,164 | \$12,567,162.00 | | |

| PRIZE LEVEL | TIER CODE | Description | Number of Wins Per Ticket | TOTAL PRIZE AMOUNT | ODDS (1 IN:) | TOTAL PRIZES | WINNERS IN 240,000 (PER POOL) | WINNERS IN 150 (PER PACK) | PRIZE COST | % OF PRIZE FUND | % PER PRIZE TIER |
|-------------|-----------|--|---------------------------|--|--------------|--------------|-------------------------------|---------------------------|-------------|-----------------|------------------|
| 1 | L | \$1 | 1 | \$1 | 10.71 | 3,251,533 | 22,400 | 14.00 | \$3,251,533 | 15.55% | Low Tier: 92.21% |
| 2 | L | \$2 | 1 | \$2 | 74.99 | 464,528 | 3,200 | 2.00 | \$929,056 | 4.44% | |
| 3 | L | \$1 x 2 | 2 | \$2 | 21.43 | 1,625,723 | 11,200 | 7.00 | \$3,251,446 | 15.55% | |
| 4 | L | \$3 | 1 | \$3 | 150.00 | 232,235 | 1,600 | 1.00 | \$696,705 | 3.33% | |
| 5 | L | \$1 x 3 | 3 | \$3 | 150.05 | 232,160 | 1,600 | 1.00 | \$696,480 | 3.33% | |
| 6 | L | \$5 | 1 | \$5 | 300.16 | 116,056 | 800 | 0.50 | \$580,280 | 2.78% | |
| 7 | L | (\$2 x 2) + \$1 | 3 | \$5 | 299.99 | 116,121 | 800 | 0.50 | \$580,605 | 2.78% | |
| 8 | L | \$1 (5X) | 1 | \$5 | 150.00 | 232,235 | 1,600 | 1.00 | \$1,161,175 | 5.55% | |
| 9 | L | \$1 x 5 | 5 | \$5 | 150.00 | 232,235 | 1,600 | 1.00 | \$1,161,175 | 5.55% | |
| 10 | L | \$10 | 1 | \$10 | 599.59 | 58,098 | 400 | 0.25 | \$580,980 | 2.78% | |
| 11 | L | \$2 (5X) | 1 | \$10 | 599.77 | 58,081 | 400 | 0.25 | \$580,810 | 2.78% | |
| 12 | L | \$1 (5X) + (\$2 x 2) + \$1 | 4 | \$10 | 300.16 | 116,056 | 800 | 0.50 | \$1,160,560 | 5.55% | |
| 13 | L | \$20 | 1 | \$20 | 599.77 | 58,081 | 400 | 0.25 | \$1,161,620 | 5.56% | |
| 14 | L | \$1 (5X) + \$2 (5X) + (\$2 x 2) + \$1 | 5 | \$20 | 599.59 | 58,098 | 400 | 0.25 | \$1,161,960 | 5.56% | |
| 15 | L | \$1 (20X) | 1 | \$20 | 300.16 | 116,056 | 800 | 0.50 | \$2,321,120 | 11.10% | |
| 16 | M | \$40 | 1 | \$40 | 6,013.34 | 5,793 | 40 | | \$231,720 | 1.11% | |
| 17 | M | (\$2 (5X) x 3) + (\$5 x 2) | 5 | \$40 | 5,999.87 | 5,806 | 40 | | \$232,240 | 1.11% | |
| 18 | M | \$5 (5X) + \$2 (5X) + (\$2 x 2) + \$1 | 5 | \$40 | 5,979.27 | 5,826 | 40 | | \$233,040 | 1.11% | |
| 19 | M | \$2 (20X) | 1 | \$40 | 5,982.35 | 5,823 | 40 | | \$232,920 | 1.11% | |
| 20 | M | \$100 | 1 | \$100 | 61,114.47 | 570 | 4 | | \$57,000 | 0.27% | |
| 21 | M | \$10 (5X) + (\$2 (5X) x 3) + \$1 (20X) | 5 | \$100 | 9,543.90 | 3,650 | 25 | | \$365,000 | 1.75% | |
| 22 | M | \$20 (5X) | 1 | \$100 | 47,982.44 | 726 | 5 | | \$72,600 | 0.35% | |
| 23 | M | \$5 (20X) | 1 | \$100 | 46,509.01 | 749 | 5 | | \$74,900 | 0.36% | |
| 24 | M | \$500 | 1 | \$500 | 1,741,762.50 | 20 | | | \$10,000 | 0.05% | |
| 25 | M | \$20 (20X) + (\$40 x 2) + (\$10 x 2) | 5 | \$500 | 435,440.63 | 80 | | | \$40,000 | 0.19% | |
| 26 | H | \$5,000 | 1 | \$5,000 | 4,354,406.25 | 8 | | | \$40,000 | 0.19% | |
| 27 | H | (\$100 (20X) x 2) + \$40 (20X) + (\$100 x 2) | 5 | \$5,000 | 4,354,406.25 | 8 | | | \$40,000 | 0.19% | |
| | | TOTAL CASH PRIZES | | 1 in 2 Decimals: 4.98 1 in 4 Decimals: 4.9791 | 6,996,355 | 48,199 | 30.00 | \$20,904,925 | 100.00% | | |

POWER 20X
Texas Lottery Game # 2372
IGT Job # 013880
Version 2 dated May 10, 2021

Consolidated
odds are 1 in:

| | | |
|---------|--------------|------------------|
| \$1 | 10.71 | 3,251,533 |
| \$2 | 16.67 | 2,090,251 |
| \$3 | 75.01 | 464,395 |
| \$5 | 50.00 | 696,647 |
| \$10 | 150.00 | 232,235 |
| \$20 | 150.00 | 232,235 |
| \$40 | 1,498.42 | 23,248 |
| \$100 | 6,116.81 | 5,695 |
| \$500 | 348,352.50 | 100 |
| \$5,000 | 2,177,203.13 | 16 |
| | | <u>6,996,355</u> |

| PRIZE LEVEL | Description | Number of Wins per Ticket | GLEPS TYPE: | A | | B | | C | | D | | TOTAL | |
|----------------|---------------------------------------|------------------------------|-------------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|--------------|
| | | | PER GAME: | 58,081 | | 58,098 | | 58,023 | | 58,033 | | 232,235 | |
| | | | PER POOL: | 400 | | 400 | | 400 | | 400 | | 1,600 | |
| | | | | | | | | | | | | | |
| | | | PRIZE: | Number: | Amount: | Number: | Amount: | Number: | Amount: | Number: | Amount: | TOTAL | AMOUNT: |
| 1 | \$1 | 1 | \$1 | 15 | \$15 | 17 | \$17 | 14 | \$14 | 10 | \$10 | 3,251,533 | \$3,251,533 |
| 2 | \$2 | 1 | \$2 | 3 | \$6 | 2 | \$4 | 1 | \$2 | 2 | \$4 | 464,528 | \$929,056 |
| 3 | \$1 x 2 | 2 | \$2 | 8 | \$16 | 7 | \$14 | 4 | \$8 | 9 | \$18 | 1,625,723 | \$3,251,446 |
| 4 | \$3 | 1 | \$3 | 1 | \$3 | 1 | \$3 | 1 | \$3 | 1 | \$3 | 232,235 | \$696,705 |
| 5 | \$1 x 3 | 3 | \$3 | 1 | \$3 | 0 | \$0 | 2 | \$6 | 1 | \$3 | 232,160 | \$696,480 |
| 6 | \$5 | 1 | \$5 | 0 | \$0 | 0 | \$0 | 1 | \$5 | 1 | \$5 | 116,056 | \$580,280 |
| 7 | (\$2 x 2) + \$1 | 3 | \$5 | 0 | \$0 | 1 | \$5 | 1 | \$5 | 0 | \$0 | 116,121 | \$580,605 |
| 8 | \$1 (5X) | 1 | \$5 | 1 | \$5 | 1 | \$5 | 1 | \$5 | 1 | \$5 | 232,235 | \$1,161,175 |
| 9 | \$1 x 5 | 5 | \$5 | 1 | \$5 | 1 | \$5 | 1 | \$5 | 1 | \$5 | 232,235 | \$1,161,175 |
| 10 | \$10 | 1 | \$10 | 0 | \$0 | 1 | \$10 | 0 | \$0 | 0 | \$0 | 58,098 | \$580,980 |
| 11 | \$2 (5X) | 1 | \$10 | 1 | \$10 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 58,081 | \$580,810 |
| 12 | \$1 (5X) + (\$2 x 2) + \$1 | 4 | \$10 | 0 | \$0 | 0 | \$0 | 1 | \$10 | 1 | \$10 | 116,056 | \$1,160,560 |
| 13 | \$20 | 1 | \$20 | 1 | \$20 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 58,081 | \$1,161,620 |
| 14 | \$1 (5X) + \$2 (5X) + (\$2 x 2) + \$1 | 5 | \$20 | 0 | \$0 | 1 | \$20 | 0 | \$0 | 0 | \$0 | 58,098 | \$1,161,960 |
| 15 | \$1 (20X) | 1 | \$20 | 0 | \$0 | 0 | \$0 | 1 | \$20 | 1 | \$20 | 116,056 | \$2,321,120 |
| TOTAL PRIZES | | | | 32 | \$83 | 32 | \$83 | 28 | \$83 | 28 | \$83 | 6,967,296 | \$19,275,505 |



INTEROFFICE MEMO

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

Payment Approval

December 7, 2021

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

| | |
|------------------------------------|-----------------------------|
| Vendor Name | <u>IGT</u> |
| P.O. Number (if applicable) | <u>362-21-9009RL034</u> |
| Invoice Number | <u>90122994</u> |
| Tx Game Name: | <u>Game #2372 Power 20X</u> |
| Invoice Amount: | <u>\$882,959.79</u> |

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.

12/7/2021

12/7/2021



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

Date

12/8/2021

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

Date

12/8/2021

Ryan Mindell (Lottery Operations Division Director)

Date

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

Due to the Holidays please forward ASAP, thanks for your help.



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: 90122994
 DATE : December 1, 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 2372 | 107026 010 | Game 2372 POWER 20X - TRK 1 | 7,880,100 PC | 0.00725 | 57,130.73 |
| 002 GAME 2372 | 107026 020 | Option 2372 Full UV | 7,880,100 PC | 0.00076 | 5,988.88 |
| 003 GAME 2372 | 107026 030 | Option 2372 Holographic Foil Stock | 7,880,100 PC | 0.01440 | 113,473.44 |
| 004 GAME 2372 | 107026 040 | Option 2372 Fluorescent Ink | 7,880,100 PC | 0.00067 | 5,279.67 |
| 005 GAME 2372 | 107026 050 | Option 2372 Integrated Graphic Ove | 7,880,100 PC | 0.00163 | 12,844.56 |
| 006 GAME 2372 | 107026 060 | Game 2372 POWER 20X - TRK 2 | 8,991,450 PC | 0.00725 | 65,188.01 |
| 007 GAME 2372 | 107026 070 | Option 2372 Full UV | 8,991,450 PC | 0.00076 | 6,833.50 |
| 008 GAME 2372 | 107026 080 | Option 2372 Holographic Foil Stock | 8,991,450 PC | 0.01440 | 129,476.88 |
| 009 GAME 2372 | 107026 090 | Option 2372 Fluorescent Ink | 8,991,450 PC | 0.00067 | 6,024.27 |
| 010 GAME 2372 | 107026 100 | Option 2372 Integrated Graphic Ove | 8,991,450 PC | 0.00163 | 14,656.06 |
| 011 GAME 2372 | 107026 110 | Game 2372 POWER 20X - TRK 3 | 8,964,300 PC | 0.00725 | 64,991.18 |
| 012 GAME 2372 | 107026 120 | Option 2372 Full UV | 8,964,300 PC | 0.00076 | 6,812.87 |
| 013 GAME 2372 | 107026 130 | Option 2372 Holographic Foil Stock | 8,964,300 PC | 0.01440 | 129,085.92 |

Continued...

| INV ITEM NO. CUSTOMER PO NO. | SALES ORD. SO ITEM NO | DESCRIPTION | QUANTITY | UNIT PRICE | EXTENDED AMOUNT |
|---------------------------------|--------------------------|------------------------------------|--------------|------------------|--------------------|
| 014 GAME 2372 | 107026 140 | Option 2372 Fluorescent Ink | 8,964,300 PC | 0.00067 | 6,006.08 |
| 015 GAME 2372 | 107026 150 | Option 2372 Integrated Graphic Ove | 8,964,300 PC | 0.00163 | 14,611.81 |
| 016 GAME 2372 | 107026 160 | Game 2372 POWER 20X - TRK 4 | 8,999,400 PC | 0.00725 | 65,245.65 |
| 017 GAME 2372 | 107026 170 | Option 2372 Full UV | 8,999,400 PC | 0.00076 | 6,839.54 |
| 018 GAME 2372 | 107026 180 | Option 2372 Holographic Foil Stock | 8,999,400 PC | 0.01440 | 129,591.36 |
| 019 GAME 2372 | 107026 190 | Option 2372 Fluorescent Ink | 8,999,400 PC | 0.00067 | 6,029.60 |
| 020 GAME 2372 | 107026 200 | Option 2372 Integrated Graphic Ove | 8,999,400 PC | 0.00163 | 14,669.02 |
| 021 GAME 2372 | 107026 210 | Inserts 2372 Holographic Foil | 232,235 PC | 0.09551 | 22,180.76 |
| | | | | TOTAL AMOUNT DUE | USD 882,959.79 |
| | | | | | |
| | | | | | |

REMARKS:
Unrounded Invoice Total \$882,959.7875

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.

Instant Ticket Game Analysis

03/01/20-02/26/22

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 | \$10 | \$20 | \$30 | \$50 |
| < 5M | None | None | Week 10* | None | None | None | None | None |
| 5M-9.99M | Week 15 | Week 16 | None | Week 19 | Week 17 | Week 39 | None | Week 34 |
| 10M-14.99M | Week 15 | None | None | Week 23 | Week 33 | Week 32 | None | None |
| 15M-19.99M | Week 23 | None | Week 27* | None | Week 34* | None | None | None |
| 20M-24.99M | None | None | None | Week 39 | Week 41* | None | None | None |
| 25M-29.99M | Week 32* | None | None | None | Week 36* | None | None | None |
| 30M-34.99M | None | None | None | None | None | None | None | None |
| >35M | None | Week 63 | Week 70* | Week 48* | Week 43* | None | 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 | \$10 | \$20 | \$30 | \$50 |
| < 5M | None | None | \$1,280,407 | None | None | None | None | None |
| 5M-9.99M | \$523,427 | \$836,412 | None | \$1,829,626 | \$3,575,687 | \$4,083,763 | None | \$6,822,934 |
| 10M-14.99M | \$646,883 | None | None | \$2,572,905 | \$3,255,577 | \$6,279,880 | None | None |
| 15M-19.99M | \$637,501 | None | \$1,754,298 | None | \$4,557,575 | None | None | None |
| 20M-24.99M | None | None | None | \$2,543,539 | \$4,377,999 | None | None | None |
| 25M-29.99M | \$795,571 | None | None | None | \$6,250,278 | None | None | None |
| 30M-34.99M | None | None | None | None | None | None | None | None |
| >35M | None | \$1,031,140 | \$1,494,231 | \$4,784,040 | \$7,855,672 | 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

Bowersock, Dale

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Tuesday, November 1, 2022 9:20 AM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: November Pre-call Recommendations

CAUTION: This email originated outside the Texas Lottery's email system. DO NOT click links or open attachments unless you expect them from the sender and know the content is safe.

Hi Dale, no issues with this list.

Thanks,
 Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, October 31, 2022 9:30 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: November Pre-call Recommendations

CAUTION: This email originated outside of IGT. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Riley,
 Below are the games I would recommend for Pre-call next Friday.

Close dates:

Pre-call: 11/11/22

Call Date: 12/11/22

Close Date: 1/25/23

End of Validations: 7/24/23

| Game | \$ | Tix Run | Name | Start | Call | Close | Wks | % Sold | Confirmed | Active | Ware | Return | 10/29/22 | 10/22/23 |
|------|------|------------|------------------------|---------|------|-------|-----|--------|-----------|--------|--------|--------|--------------|--------------|
| 2372 | \$1 | 34,835,250 | POWER 20X | 1/3/22 | | | 43 | 63.33% | 6,032 | 5,908 | 70,847 | 31 | \$256,913.00 | \$275,000.00 |
| 2381 | \$2 | 8,912,625 | JUMBO BUCKS | 6/20/22 | | | 19 | 65.89% | 4,697 | 3,047 | 14,886 | 23 | \$278,142.00 | \$284,400.00 |
| 2373 | \$3 | 24,134,125 | POWER 30X CROSSWORD | 1/3/22 | | | 43 | 77.49% | 7,059 | 5,451 | 28,544 | 41 | \$789,225.00 | \$762,100.00 |
| 2348 | \$10 | 11,152,000 | \$50 OR \$100 | 12/6/21 | | | 47 | 86.30% | 7,919 | 3,676 | 15,851 | 82 | \$832,620.00 | \$820,300.00 |
| 2346 | \$10 | 13,460,800 | \$500,000 EXTREME LUCK | 4/5/21 | | | 82 | 96.41% | 4,809 | 2,650 | 923 | 52 | \$641,950.00 | \$751,600.00 |

Please let me know if you have any concerns.

Dale

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