

ILLINOIS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

1/24/2023

Game #	2411	Confirmed Packs	8,120
Game Name	Ultimate 7s	Active Packs	3,243
Quantity Printed	7,928,475	Warehouse Packs	30,925
Price Point	\$20	Returned Packs	51
Start Date	2/21/2022	Printed Payout Percentage	75.14%
Top Prize	\$ 1,000,000	Percent Sold	86.03%
Number of Top Prizes Remaining	1	Number of Weeks Out	48

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

Cost to print tickets	\$ 842,633	Actual ticket production costs
Prize payout expense	\$ 101,287,850	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 102,130,483
-------------------------------	-----------------------

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 136,417,341	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 136,417,341	

Excess of Revenue over Expended	\$ 34,286,858
--	----------------------

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	\$	1,039,900
Next week	\$	1,119,360
Next week	\$	1,223,960
Avg Weekly Sales Current Game	\$	1,127,740
Avg Weekly Sales \$20; 5M-9.99M Qty	\$	4,083,763
Percentage Of Variance In Sales		72%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2411	Printed Payout Percentage	75.14%
Game Name	Ultimate 7s	Actual Payout Percentage	74.25%
Percent Sold	86.03%	Number of Weeks Out	48
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			39

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):



1/24/2023

Scratch Ticket Strategy Coordinator Date



1/25/2023

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% Sold

Lottery Operations Division Director Date

Not Required - Over 85% Sold

Controller Date

Not Required - Over 85% Sold

Deputy Executive Director Date

Not Required - Over 85% Sold

Executive Director Date



Play the Games of Texas!

Da Vinci Report

1/24/23

Week End Date:1/21/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/21/23	1/14/23	1/7/23	12/31/22
Mature	2428	\$5	23,203,950	BINGO TIMES 20	4/11/22			41	47.92%	12,539	8,811	136,508	42	\$1,379,815.00	\$1,446,685.00	\$1,524,165.00	\$1,496,000.00
	2415	\$5	9,906,375	COWBOYS	8/15/22			23	47.27%	3,603	3,203	61,025	50	\$432,725.00	\$458,610.00	\$543,605.00	\$601,030.00
	2444	\$5	10,272,825	DAY OF THE DEAD	10/3/22			16	45.81%	2,570	2,472	62,952	1,954	\$363,080.00	\$469,015.00	\$553,075.00	\$688,970.00
	2416	\$5	5,627,550	HOUSTON TEXANS	8/15/22			23	51.84%	2,436	1,643	29,091	1,307	\$203,945.00	\$232,590.00	\$264,180.00	\$282,330.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			55	67.54%	7,096	5,527	104,928	70	\$789,710.00	\$882,820.00	\$938,705.00	\$962,935.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			47	65.41%	15,040	8,940	121,522	379	\$2,123,500.00	\$2,150,710.00	\$2,251,470.00	\$2,281,510.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			57	68.21%	20,265	8,577	148,114	40	\$3,178,980.00	\$3,225,230.00	\$3,351,720.00	\$3,456,740.00
	2369	\$10	12,077,250	\$50, \$100 OR \$500!	8/1/22			25	76.69%	20,169	7,414	24,208	32	\$2,778,520.00	\$2,858,900.00	\$3,003,350.00	\$3,357,000.00
	2441	\$10	14,063,350	\$500,000 CASH BLOWOUT	9/6/22			20	32.49%	17,529	8,650	160,406	13	\$1,439,210.00	\$1,563,240.00	\$1,681,730.00	\$1,812,880.00
	2422	\$10	8,199,450	7	10/3/22			16	68.15%	12,776	7,066	29,844	26	\$1,719,480.00	\$1,959,320.00	\$2,305,660.00	\$2,659,380.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			50	84.34%	48,337	13,476	80,880	42	\$7,849,790.00	\$7,965,640.00	\$7,991,570.00	\$8,408,790.00
	2407	\$10	12,236,750	PAYOUT MULTIPLIER	7/5/22			29	50.64%	7,170	3,811	108,053	70	\$720,810.00	\$864,740.00	\$928,690.00	\$1,027,690.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			55	56.16%	11,134	5,677	180,553	227	\$1,163,590.00	\$1,236,730.00	\$1,306,370.00	\$1,409,440.00
	2311	\$10	8,067,400	TRIPLE RED 777 SUPER TICKET	7/11/22			28	63.60%	14,177	6,885	34,650	19	\$1,590,100.00	\$1,751,320.00	\$1,863,180.00	\$2,131,450.00
	2442	\$20	10,250,650	\$1,000,000 CASH BLOWOUT	9/6/22			20	28.24%	21,360	8,241	261,001	39	\$1,734,200.00	\$1,938,080.00	\$2,228,020.00	\$2,550,080.00
	2438	\$20	19,277,675	\$1,000,000 CROSSWORD	6/6/22			33	41.04%	27,843	8,842	411,633	36	\$4,699,560.00	\$4,767,680.00	\$4,962,860.00	\$5,248,360.00
	2349	\$20	8,200,000	500X	7/18/22			27	74.36%	15,205	5,690	60,011	34	\$2,206,420.00	\$2,408,700.00	\$2,672,080.00	\$3,143,740.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			62	47.38%	14,358	5,489	322,040	61	\$1,624,480.00	\$1,726,360.00	\$1,913,120.00	\$2,036,740.00
	2434	\$20	16,932,075	MILLION DOLLAR LOTERIA	9/19/22			18	43.15%	55,450	12,388	306,638	27	\$8,374,000.00	\$8,409,580.00	\$8,605,060.00	\$9,209,600.00
	2402	\$20	8,199,050	MONEY	6/20/22			31	46.77%	8,923	3,913	159,826	39	\$1,002,620.00	\$1,079,800.00	\$1,183,220.00	\$1,456,420.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			55	72.18%	13,622	5,603	90,728	84	\$1,232,980.00	\$1,375,480.00	\$1,516,200.00	\$1,655,420.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			48	86.03%	8,120	3,243	30,925	51	\$1,039,900.00	\$1,119,360.00	\$1,223,960.00	\$1,379,980.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			253	73.62%	12,184	6,373	336,464	90	\$2,687,850.00	\$2,827,680.00	\$2,912,760.00	\$3,012,000.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			42	54.44%	14,706	7,441	138,939	60	\$2,667,960.00	\$2,770,140.00	\$2,863,050.00	\$3,039,930.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			25	39.82%	20,644	7,299	167,584	54	\$3,876,350.00	\$4,527,550.00	\$4,516,900.00	\$4,929,700.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			57	81.18%	14,911	5,285	33,371	74	\$2,523,950.00	\$2,845,200.00	\$2,743,950.00	\$3,000,850.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			46	76.43%	11,708	4,633	52,832	90	\$2,925,900.00	\$3,609,800.00	\$3,803,850.00	\$4,079,500.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			66	77.04%	20,334	6,551	86,918	91	\$5,051,600.00	\$5,650,400.00	\$5,672,700.00	\$5,804,750.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			36	39.08%	25,357	9,482	382,089	89	\$8,619,900.00	\$9,227,000.00	\$9,384,700.00	\$9,536,300.00
Sold/Closing	2372	\$1	34,835,250	POWER 20X	1/3/22	12/10/22	1/24/23	55	68.68%	28	106	66,611	1,892	\$16,076.00	\$32,500.00	\$45,817.00	\$63,991.00
	2381	\$2	8,912,625	JUMBO BUCKS	6/20/22	12/10/22	1/24/23	31	73.74%	37	41	13,750	1,804	\$7,104.00	\$3,446.00	\$27,138.00	\$53,248.00
	2403	\$2	9,058,125	LUCKY 3	7/18/22	1/8/23	2/22/23	27	71.58%	341	727	15,200	1,234	\$104,480.00	\$137,940.00	\$165,212.00	\$169,834.00

Liability for 2411 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 02/02/2022 - 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	\$20.00	151686	\$3,033,720.00	799780	\$15,995,600.00	84.06%	6664490
2	2	N/A	\$25.00	50460	\$1,261,500.00	266728	\$6,668,200.00	84.09%	6667169
3	3	N/A	\$50.00	24657	\$1,232,850.00	133788	\$6,689,400.00	84.44%	6694656
4	4	N/A	\$50.00	67403	\$3,370,150.00	408381	\$20,419,050.00	85.83%	6805269
5	0	N/A	\$100.00	1021	\$102,100.00	5624	\$562,400.00	84.64%	6710269
6	0	N/A	\$100.00	18659	\$1,865,900.00	113458	\$11,345,800.00	85.88%	6808729
7	0	N/A	\$100.00	18814	\$1,881,400.00	113304	\$11,330,400.00	85.76%	6799436
8	0	N/A	\$100.00	2080	\$208,000.00	12804	\$1,280,400.00	86.03%	6820491
9	0	N/A	\$300.00	1059	\$317,700.00	5558	\$1,667,400.00	84.00%	6659583
10	0	N/A	\$300.00	935	\$280,500.00	5674	\$1,702,200.00	85.85%	6806803
11	0	N/A	\$300.00	2817	\$845,100.00	17059	\$5,117,700.00	85.83%	6804782
12	0	N/A	\$300.00	1830	\$549,000.00	11326	\$3,397,800.00	86.09%	6825623
13	0	N/A	\$300.00	927	\$278,100.00	5725	\$1,717,500.00	86.06%	6823589
14	0	N/A	\$500.00	95	\$47,500.00	565	\$282,500.00	85.61%	6787255
15	0	N/A	\$500.00	1470	\$735,000.00	9101	\$4,550,500.00	86.09%	6825943
16	0	N/A	\$500.00	175	\$87,500.00	1165	\$582,500.00	86.94%	6893039
17	0	N/A	\$500.00	186	\$93,000.00	1158	\$579,000.00	86.16%	6831230
18	0	N/A	\$500.00	171	\$85,500.00	1135	\$567,500.00	86.91%	6890366
19	0	N/A	\$500.00	182	\$91,000.00	1105	\$552,500.00	85.86%	6807276
20	0	N/A	\$500.00	196	\$98,000.00	1128	\$564,000.00	85.20%	6754773
21	0	N/A	\$500.00	184	\$92,000.00	1130	\$565,000.00	86.00%	6818247
22	0	N/A	\$500.00	197	\$98,500.00	1138	\$569,000.00	85.24%	6758505
23	0	N/A	\$500.00	177	\$88,500.00	1129	\$564,500.00	86.45%	6853942
24	0	N/A	\$1,000.00	13	\$13,000.00	54	\$54,000.00	80.60%	6390114
25	0	N/A	\$1,000.00	25	\$25,000.00	108	\$108,000.00	81.20%	6438160
26	0	N/A	\$1,000.00	23	\$23,000.00	105	\$105,000.00	82.03%	6503827
27	0	N/A	\$10,000.00	0	\$0.00	2	\$20,000.00	100.00%	7928475
28	0	N/A	\$10,000.00	2	\$20,000.00	6	\$60,000.00	75.00%	5946356
29	0	N/A	\$10,000.00	3	\$30,000.00	7	\$70,000.00	70.00%	5549932
30	0	N/A	\$100,000.00	0	\$0.00	2	\$200,000.00	100.00%	7928475
31	0	N/A	\$100,000.00	0	\$0.00	4	\$400,000.00	100.00%	7928475
32	0	N/A	\$1,000,000.00	1	\$1,000,000.00	3	\$3,000,000.00	75.00%	5946356
Totals:				345448	\$17,853,520.00	1,918,254	\$101,287,850.00		

POCKET QUANTITY: 7,928,475
PACKS / POOL: 4,800
PACK SIZE: 25
POOL SIZE: 120,000

DocuSign Envelope ID: D3FAB026-803D-4911-9CDB-3BE075FF8290
PRIZE STRUCTURE
Ultimate 7s
Texas Lottery Game # 2411
IGT Job # 014005
Version 5 dated October 18, 2021

RETAIL PRICE: \$20.00
REVENUE: \$158,569,500
PRIZE FUND: \$119,141,370
PERCENTAGE: 75.13511111%
INSTANT FUND: \$119,141,370
INSTANT-WIN PAYOUT: 75.13511111%

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 25 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$20	1	\$20	8.33	951,466	14,400	3.00	\$19,029,320	15.97%	Low Tier: 15.97%
2	G	\$25	1	\$25	25.00	317,188	4,800	1.00	\$7,929,700	6.66%	
3	G	\$50	1	\$50	50.04	158,445	2,400	0.50	\$7,922,250	6.65%	
4	G	\$25 x 2	2	\$50	16.66	475,784	7,200	1.50	\$23,789,200	19.97%	: 33.27%
5	M	\$100	1	\$100	1,193.15	6,645	101		\$664,500	0.56%	
6	M	\$20 (TRP) + (\$20 x 2)	3	\$100	60.01	132,117	2,000		\$13,211,700	11.09%	
7	M	\$20 (WINX5)	1	\$100	60.01	132,118	2,000		\$13,211,800	11.09%	
8	M	\$25 x 4	4	\$100	532.68	14,884	225		\$1,488,400	1.25%	
9	M	\$300	1	\$300	1,198.20	6,617	100		\$1,985,100	1.67%	
10	M	WINX5) + \$20 (TRP) + (\$	9	\$300	1,199.65	6,609	100		\$1,982,700	1.66%	
11	M	\$20 (TRP) x 5	5	\$300	398.90	19,876	301		\$5,962,800	5.00%	
12	M	\$20 (WINX5) x 3	3	\$300	602.65	13,156	199		\$3,946,800	3.31%	
13	M	\$50 x 4) + \$25 (TRP) + \$2	6	\$300	1,191.89	6,652	101		\$1,995,600	1.67%	
14	M	\$500	1	\$500	12,012.84	660	10		\$330,000	0.28%	
15	M	\$20 x 25 (WINALL)	1	\$500	750.02	10,571	160		\$5,285,500	4.44%	
16	M	(\$25 x 8) + (\$20 x 5) + \$2	16	\$500	5,916.77	1,340	20		\$670,000	0.56%	
17	M	\$50 (TRP) + \$25 (WINX5)	12	\$500	5,899.16	1,344	20		\$672,000	0.56%	
18	M	(WINX5) + (\$20 x 5) + \$	10	\$500	6,070.81	1,306	20		\$653,000	0.55%	
19	M	\$25 x 10) + \$50 (WINX5)	11	\$500	6,160.43	1,287	19		\$643,500	0.54%	
20	M	(\$25 x 8) + \$100 (TRP)	9	\$500	5,988.27	1,324	20		\$662,000	0.56%	
21	M	8) + (\$100 x 2) + \$20 (W	11	\$500	6,033.85	1,314	20		\$657,000	0.55%	
22	M	IX5) + (\$25 (TRP) x 4) +	7	\$500	5,938.93	1,335	20		\$667,500	0.56%	
23	M	\$50 (WINX5) x 2	2	\$500	6,070.81	1,306	20		\$653,000	0.55%	Mid Tier: 46.45%
24	H	\$1,000	1	\$1,000	118,335.45	67	1		\$67,000	0.06%	
25	H	2) + (\$50 x 12) + \$100 (W	1	\$1,000	59,612.59	133	2		\$133,000	0.11%	
26	H	(\$20 x 20) + (\$100 x 6)	26	\$1,000	61,941.21	128	2		\$128,000	0.11%	
27	H	\$10,000	1	\$10,000	3,964,237.50	2			\$20,000	0.02%	
28	H	0) + (\$100 (TRP) x 10) + (\$	25	\$10,000	991,059.38	8			\$80,000	0.07%	
29	H	\$500 x 16) + (\$50 x 2) + \$	1	\$10,000	792,847.50	10			\$100,000	0.08%	
30	H	\$100,000	1	\$100,000	3,964,237.50	2			\$200,000	0.17%	
31	H	\$500 (TRP) x 6) + (\$10,00	26	\$100,000	1,982,118.75	4			\$400,000	0.34%	
32	H	\$1,000,000	1	\$1,000,000	1,982,118.75	4			\$4,000,000	3.36%	High Tier: 4.30%
TOTAL CASH PRIZES				1 in 2 Decimals:	3.50	2,263,702	34,261	6.00	\$119,141,370	100.00%	
				1 in 4 Decimals:	3.5024						

Ultimate 7s
Texas Lottery Game # 2411
IGT Job # 014005
Version 5 dated October 18, 2021

Consolidated
odds are 1 in:

\$20	8.33	951,466
\$25	25.00	317,188
\$50	12.50	634,229
\$100	27.74	285,764
\$300	149.85	52,910
\$500	363.91	21,787
\$1,000	24,172.18	328
\$10,000	396,423.75	20
\$100,000	1,321,412.50	6
\$1,000,000	1,982,118.75	4
		2,263,702

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPSTYPE:	A		B		C		D		TOTAL	
			PER GAME:	79,141		79,341		79,353		79,304		317,139	
			PER POOL:	1,200		1,200		1,200		1,200		4,800	
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT
1	\$20	1	\$20	3	\$60	3	\$60	4	\$80	2	\$40	951,466	\$19,029,320
2	\$25	1	\$25	1	\$25	1	\$25	2	\$50	0	\$0	317,188	\$7,929,700
3	\$50	1	\$50	1	\$50	0	\$0	0	\$0	1	\$50	158,445	\$7,922,250
4	\$25 x 2	2	\$50	1	\$50	2	\$100	1	\$50	2	\$100	475,784	\$23,789,200
TOTAL PRIZES				6	\$185	6	\$185	7	\$180	5	\$190	1,902,883	\$58,670,470



INTEROFFICE MEMO

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

Payment Approval

February 8, 2022

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

Vendor Name	<u>IGT</u>
P.O. Number (if applicable)	<u>362-22-9009RL006</u>
Invoice Number	<u>90124408</u>
Tx Game Name:	<u>Game #2411 Ultimate 7s</u>
Invoice Amount:	<u>\$842,633.05</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.

2/8/2022



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

2/8/2022

Date

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

2/8/2022

Date

Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

2/8/2022

Date

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

February 18, 2022



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: 90124408
DATE : February 4, 2022

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 2411	109062 010	Game 2411 ULTIMATE 7s - TRK 1	1,940,725 PC	0.02993	58,085.90
002 GAME 2411	109062 020	Option 2411 Holographic Stock	1,940,725 PC	0.06000	116,443.50
003 GAME 2411	109062 030	Option 2411 Fluorescent Ink	1,940,725 PC	0.00280	5,434.03
004 GAME 2411	109062 040	Option 2411 Full UV	1,940,725 PC	0.00320	6,210.32
005 GAME 2411	109062 050	Game 2411 Continuous 4 Color Proce	1,940,725 PC	0.00680	13,196.93
006 GAME 2411	109062 060	Game 2411 ULTIMATE 7s - TRK 2	2,019,075 PC	0.02993	60,430.91
007 GAME 2411	109062 070	Option 2411 Holographic Stock	2,019,075 PC	0.06000	121,144.50
008 GAME 2411	109062 080	Option 2411 Fluorescent Ink	2,019,075 PC	0.00280	5,653.41
009 GAME 2411	109062 090	Option 2411 Full UV	2,019,075 PC	0.00320	6,461.04
010 GAME 2411	109062 100	Game 2411 Continuous 4 Color Proce	2,019,075 PC	0.00680	13,729.71
011 GAME 2411	109062 110	Game 2411 ULTIMATE 7s - TRK 3	1,962,625 PC	0.02993	58,741.37
012 GAME 2411	109062 120	Option 2411 Holographic Stock	1,962,625 PC	0.06000	117,757.50
013 GAME 2411	109062 130	Option 2411 Fluorescent Ink	1,962,625 PC	0.00280	5,495.35

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
014 GAME 2411	109062 140	Option 2411 Full UV	1,962,625 PC	0.00320	6,280.40
015 GAME 2411	109062 150	Game 2411 Continuous 4 Color Proce	1,962,625 PC	0.00680	13,345.85
016 GAME 2411	109062 160	Game 2411 ULTIMATE 7s - TRK 4	2,006,050 PC	0.02993	60,041.08
017 GAME 2411	109062 170	Option 2411 Holographic Stock	2,006,050 PC	0.06000	120,363.00
018 GAME 2411	109062 180	Option 2411 Fluorescent Ink	2,006,050 PC	0.00280	5,616.94
019 GAME 2411	109062 190	Option 2411 Full UV	2,006,050 PC	0.00320	6,419.36
020 GAME 2411	109062 200	Game 2411 Continuous 4 Color Proce	2,006,050 PC	0.00680	13,641.14
021 GAME 2411	109062 210	Holographic Inserts	317,151 PC	0.08873	28,140.81
TOTAL AMOUNT DUE				USD	842,633.05

REMARKS:
Unrounded Invoice Total \$842,633.0468

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: WFIUS6S
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: Monday, January 23, 2023 5:03 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: February 2023 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, January 23, 2023 8:57 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: February 2023 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 on February 3.

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	1/21/23	1/14/23
2405	\$1	17,149,800	LOOSE CHANGE	7/5/22			29	85.00%	5,324	6,992	1,342	686	\$316,271.00	\$353,51
Over 85% sold														
2447	\$5	7,185,450	100X BONUS	10/17/22			14	90.94%	3,330	3,223	11	94	\$732,790.00	\$976,31
Over 85% sold														
2374	\$5	27,786,375	POWER 50X	1/3/22			55	67.54%	7,161	5,496	105,200	82	\$789,710.00	\$882,81
66% variance														
2342	\$5	59,886,425	SUPER LOTERIA	10/18/21			66	97.32%	9,801	6,232	823	98	\$2,230,410.00	\$2,477,51
Over 85% sold														
2375	\$10	22,880,600	POWER 100X	1/3/22			55	56.16%	11,148	5,631	180,898	230	\$1,163,590.00	\$1,236,71
72% variance														
2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			48	86.03%	8,145	3,262	31,160	54	\$1,039,900.00	\$1,119,36
Over 85% sold														

2376	\$20	10,149,100	POWER 200X	1/3/22			55	72.18%	13,702	5,563	91,075	103	\$1,232,980.00	\$1,375,4
------	------	------------	------------	--------	--	--	----	--------	--------	-------	--------	-----	----------------	-----------

78% variance

Pre-calling on this day would result in the following close dates:

Pre-call: 2/3/23

Call: 3/5/23

Close: 4/19/23

EOV: 10/16/23

Please let me know if you have any concerns.

Thanks,

Dale

CONFIDENTIALITY NOTICE: This message is the property of International Game Technology PLC and/or its subsidiaries and may contain proprietary, confidential or trade secret information. This message is intended solely for the use of the addressee. If you are not the intended recipient and have received this message in error, please delete this message from your system. Any unauthorized reading, distribution, copying, or other use of this message or its attachments is strictly prohibited.