

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Instant Ticket Information**

Date Completed

6/24/2024

Game #	2423	Confirmed Packs	7,399
Game Name	\$1,000,000 Diamond Riches	Active Packs	2,264
Quantity Printed	6,608,840	Warehouse Packs	37,622
Price Point	\$50	Returned Packs	83
Start Date	8/1/2022	Printed Payout Percentage	78.06%
Top Prize	\$ 1,000,000	Percent Sold	85.15%
Number of Top Prizes Remaining	1	Number of Weeks Out	99

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

Cost to print tickets	\$ 950,068	Actual ticket production costs
Prize payout expense	\$ 217,717,176	Data from Instant Ticket Tier Liability screen in ES
<b>Estimated Direct Costs</b>	<b>\$ 218,667,244</b>	

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 281,371,363	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 281,371,363</b>	

**Excess of Revenue over Expended \$ 62,704,119**

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	\$	872,450
Next week	\$	840,400
Next week	\$	864,850
Avg Weekly Sales Current Game	\$	859,233
Avg Weekly Sales \$50; 5M-9.99M Qty*	\$	4,641,250
<b>Percentage Of Variance In Sales</b>		<b>81%</b>

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	2423	Printed Payout Percentage	78.06%
Game Name	\$1,000,000 Diamond Riches	Actual Payout Percentage	77.38%
Percent Sold	85.15%	Number of Weeks Out	99
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			56

\*Only one game at this level with 85% sell through.

**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):

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6/24/2024

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Scratch Ticket Strategy Coordinator      Date

6/24/2024

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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*

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Lottery Operations Division Director      Date

*Not Required - Over 85% Sold*

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Controller      Date

N/A

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Deputy Executive Director      Date

*Not Required - Over 85% Sold*

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Executive Director      Date



# Play the Games of Texas!

Da Vinci Report

6/24/24

Week End Date:6/22/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/22/24	6/15/24	6/8/24	6/1/24
Mature	2504	\$3	35,510,250	CROSSWORD	3/4/24			16	18.09%	13,781	8,578	207,943	214	\$1,180,899.00	\$1,216,428.00	\$1,225,416.00	\$1,190,067.00
	2508	\$3	32,963,925	TEXAS LOTERIA	1/16/24			23	26.31%	15,570	11,373	293,410	61	\$1,224,114.00	\$1,245,948.00	\$1,296,627.00	\$1,263,036.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			42	80.37%	7,349	4,849	17,841	266	\$615,740.00	\$649,440.00	\$669,250.00	\$647,610.00
	2543	\$5	25,097,475	50X POWER BLITZ	1/2/24			25	36.46%	11,559	7,361	191,227	70	\$1,151,725.00	\$1,196,010.00	\$1,223,840.00	\$1,259,570.00
	2554	\$5	7,213,575	50X THE WIN	3/4/24			16	61.14%	3,388	1,996	29,745	1,311	\$349,340.00	\$429,565.00	\$474,985.00	\$578,450.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			40	64.32%	11,575	7,639	58,394	810	\$1,175,230.00	\$1,229,940.00	\$1,204,380.00	\$1,248,045.00
	2559	\$5	7,244,700	LUCKY 7S	3/18/24			14	59.44%	5,044	3,551	28,491	983	\$531,030.00	\$623,895.00	\$741,345.00	\$859,755.00
	2550	\$5	7,211,325	SHOW ME 100X	2/5/24			20	66.75%	1,758	1,167	27,705	803	\$195,190.00	\$217,505.00	\$271,875.00	\$322,905.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			55	62.74%	16,586	8,991	133,260	39	\$1,736,890.00	\$1,711,980.00	\$1,801,250.00	\$1,731,450.00
	2509	\$5	30,168,450	SUPER LOTERIA	12/18/23			27	83.64%	39,101	12,150	6,447	136	\$4,670,640.00	\$5,088,580.00	\$5,185,860.00	\$5,263,385.00
	2553	\$5	7,274,325	WINNING 7S	2/19/24			18	59.77%	3,267	2,005	30,938	1,888	\$272,740.00	\$357,770.00	\$370,370.00	\$435,845.00
	2547	\$5	7,056,150	YEAR OF THE DRAGON	1/16/24			23	70.51%	1,831	1,161	24,033	167	\$143,200.00	\$186,240.00	\$191,875.00	\$225,825.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			53	75.15%	26,122	8,793	81,940	64	\$3,029,530.00	\$3,075,500.00	\$3,121,750.00	\$3,059,030.00
	2560	\$10	7,209,700	\$50, \$100 OR \$500!	2/5/24			20	85.18%	13,700	4,082	463	973	\$1,531,550.00	\$1,813,560.00	\$2,181,880.00	\$2,367,620.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			42	65.09%	11,242	4,677	52,808	95	\$824,910.00	\$836,950.00	\$872,320.00	\$885,440.00
	2544	\$10	20,116,650	100X POWER BLITZ	1/2/24			25	32.75%	17,400	7,377	243,144	82	\$1,570,000.00	\$1,601,230.00	\$1,640,550.00	\$1,658,380.00
	2386	\$10	8,145,250	BREAK THE BANK SUPER TICKET	11/6/23			33	47.14%	8,157	5,192	71,326	48	\$919,740.00	\$895,280.00	\$900,760.00	\$974,550.00
	2413	\$10	28,619,300	CA\$H BLOWOUT	3/6/23			68	46.92%	7,844	3,472	290,763	40	\$741,640.00	\$823,680.00	\$794,860.00	\$802,080.00
	2563	\$10	49,168,200	MEGA LOTERIA	2/19/24			18	26.16%	53,939	13,936	648,689	143	\$8,123,220.00	\$8,192,150.00	\$8,285,890.00	\$8,119,440.00
	2551	\$10	8,108,400	MONEY MONEY MONEY	3/4/24			16	47.38%	31,574	8,539	40,834	878	\$1,590,940.00	\$1,630,440.00	\$1,807,430.00	\$1,707,250.00
	2514	\$20	8,189,250	\$1,000,000 CASH BLAST	12/4/23			29	38.87%	16,025	5,620	175,697	152	\$1,236,360.00	\$1,291,160.00	\$1,251,840.00	\$1,354,620.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			36	83.68%	30,957	5,655	18,189	2,004	\$2,199,600.00	\$2,272,600.00	\$2,476,060.00	\$2,875,120.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			38	50.37%	5,638	1,593	154,217	90	\$414,240.00	\$471,820.00	\$554,760.00	\$631,460.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			42	43.28%	13,288	4,477	187,202	1,123	\$943,460.00	\$957,660.00	\$972,140.00	\$992,520.00
	2535	\$20	6,119,575	\$85,000,000 EXPLOSION	11/15/23			31	58.56%	12,940	3,370	78,534	4,452	\$753,120.00	\$843,280.00	\$947,740.00	\$1,073,620.00
	2545	\$20	10,249,975	200X POWER BLITZ	1/2/24			25	36.70%	21,016	6,766	228,514	103	\$1,994,980.00	\$1,985,940.00	\$2,120,980.00	\$2,136,200.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			55	80.91%	36,389	5,946	138,339	1,148	\$3,163,300.00	\$3,309,300.00	\$3,431,420.00	\$3,675,340.00
	2495	\$20	8,185,575	PLATINUM MILLIONS	2/5/24			20	37.63%	15,965	5,021	180,948	138	\$1,332,200.00	\$1,436,760.00	\$1,783,180.00	\$2,018,940.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			327	86.95%	6,992	3,273	164,153	40	\$1,244,880.00	\$1,191,990.00	\$1,176,570.00	\$1,161,630.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			45	43.85%	12,083	4,757	188,068	76	\$1,556,490.00	\$1,576,950.00	\$1,598,100.00	\$1,516,140.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			70	61.01%	9,259	2,910	119,568	38	\$785,250.00	\$761,070.00	\$796,140.00	\$744,480.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			99	85.15%	7,399	2,264	37,622	83	\$872,450.00	\$840,400.00	\$864,850.00	\$841,300.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			75	62.55%	15,865	3,802	169,657	132	\$2,508,350.00	\$2,448,100.00	\$2,641,850.00	\$2,636,650.00

**Liability for 2423 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 09/28/2021 - 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	\$75.00	102182	\$7,663,650.00	558817	\$41,911,276.00	84.54%	5587197
2	2	N/A	\$100.00	90765	\$9,076,500.00	487400	\$48,740,000.00	84.30%	5571331
3	3	N/A	\$150.00	25272	\$3,790,800.00	140009	\$21,001,350.00	84.71%	5598326
4	4	N/A	\$150.00	12884	\$1,932,600.00	69707	\$10,456,050.00	84.40%	5577876
5	5	N/A	\$200.00	25070	\$5,014,000.00	140198	\$28,039,600.00	84.83%	5606325
6	6	N/A	\$200.00	12548	\$2,509,600.00	70043	\$14,008,600.00	84.81%	5604762
7	7	N/A	\$200.00	12814	\$2,562,800.00	69769	\$13,953,800.00	84.48%	5583378
8	0	N/A	\$500.00	444	\$222,000.00	2296	\$1,148,000.00	83.80%	5537918
9	0	N/A	\$500.00	2449	\$1,224,500.00	14100	\$7,050,000.00	85.20%	5630832
10	0	N/A	\$500.00	4250	\$2,125,000.00	23321	\$11,660,500.00	84.59%	5590104
11	0	N/A	\$500.00	4216	\$2,108,000.00	23326	\$11,663,000.00	84.69%	5597189
12	0	N/A	\$1,000.00	67	\$67,000.00	322	\$322,000.00	82.78%	5470556
13	0	N/A	\$1,000.00	286	\$286,000.00	1373	\$1,373,000.00	82.76%	5469522
14	0	N/A	\$5,000.00	23	\$115,000.00	150	\$750,000.00	86.71%	5730208
15	0	N/A	\$5,000.00	19	\$95,000.00	92	\$460,000.00	82.88%	5477597
16	0	N/A	\$5,000.00	13	\$65,000.00	96	\$480,000.00	88.07%	5820629
17	0	N/A	\$20,000.00	4	\$80,000.00	22	\$440,000.00	84.62%	5592095
18	0	N/A	\$20,000.00	15	\$300,000.00	63	\$1,260,000.00	80.77%	5337909
19	0	N/A	\$1,000,000.00	1	\$1,000,000.00	3	\$3,000,000.00	75.00%	4956630
<b>Totals:</b>				<b>293322</b>	<b>\$40,237,450.00</b>	<b>1,601,107</b>	<b>\$217,717,176.00</b>		

NO. OF TICKETS:	6,608,840	Minimum:	6,350,400	TEXAS LOTTERY COMMISSION
NO. POOLS:	55	Maximum:	6,609,600	"\$1,000,000 DIAMOND RICHES" - GAME NO. 2423
PACK SIZE:	20			END OF PRODUCTION PRIZE STRUCTURE
PACKS/POOL:	6,000			22-Sep-21
PACKS/GAME:	330,442			VERSION A

6,480,000	\$50 TICKETS	\$330,442,000	REVENUE	PRIZE FUND	\$257,954,625	PAYOUT %:	78.06%
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PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 55.07 POOLS	WINNERS IN 20 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	G	\$75	1	\$75	10.00	660,999	2.000	12,000.000	\$49,574,925	19.22%	
2	2	G	\$100	1	\$100	11.43	578,165	1.750	10,500.000	\$57,816,500	22.41%	
3	3	G	\$75 "2X"	1	\$150	39.99	165,281	0.500	3,000.000	\$24,792,150	9.61%	
4	4	G	\$150	1	\$150	80.02	82,591	0.250	1,500.000	\$12,388,650	4.80%	
5	5	G	\$100 x 2	2	\$200	39.99	165,268	0.500	3,000.000	\$33,053,600	12.81%	
6	6	G	\$100 "2X"	1	\$200	80.02	82,591	0.250	1,500.000	\$16,518,200	6.40%	LOW-TIER ****
7	7	G	\$200	1	\$200	80.03	82,583	0.250	1,500.000	\$16,516,600	6.40%	81.67%
8	0	M	\$500	1	\$500	2,411.99	2,740	0.008	50.000	\$1,370,000	0.53%	
9	0	M	\$100 x 5	5	\$500	399.35	16,549	0.050	300.000	\$8,274,500	3.21%	
10	0	M	\$100 x 2 + \$150 x 2	4	\$500	239.70	27,571	0.083	500.000	\$13,785,500	5.34%	MID-TIER
11	0	M	\$100 "5X"	1	\$500	239.95	27,542	0.083	500.000	\$13,771,000	5.34%	14.42%
12	0	H	\$1,000	1	\$1,000	16,989.31	389	0.001	7.000	\$389,000	0.15%	
13	0	H	\$100 "10X"	1	\$1,000	3,983.63	1,659	0.005	30.000	\$1,659,000	0.64%	
14	0	H	\$1,000 "5X"	1	\$5,000	38,201.39	173	0.001	3.000	\$865,000	0.34%	
15	0	H	\$75 x 20 + \$100 x 6 + \$200 x 10 + \$200 "2X" + \$500	38	\$5,000	59,539.10	111	0.000	2.000	\$555,000	0.22%	
16	0	H	\$500 "10X"	1	\$5,000	60,631.56	109	0.000	2.000	\$545,000	0.21%	
17	0	H	\$20,000	1	\$20,000	254,186.15	26	0.000	0.47209	\$520,000	0.20%	
18	0	H	\$1,000 "10X" + \$1,000 "10X"	2	\$20,000	84,728.72	78	0.000	1.41628	\$1,560,000	0.60%	HIGH-TIER
19	0	H	\$1,000,000	1	\$1,000,000	1,652,210.00	4 ***	0.000	0.072630	\$4,000,000	1.55%	3.91%
						3.49	1,894,429	5.73	34,395.961	\$ 257,954,625	100.00%	100.00%
						3.4886						

Note:  
"2X" = win DOUBLE the prize by revealing one (1) "2X" Play Symbol.  
"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.

Consolidated odds are 1 in:	\$75	10.00	660,999	* Each of the following GLEPS will be used in approximately 25% of each pack of 20 tickets.
	\$100	11.43	578,165	** Numbers are rounded.
	\$150	26.66	247,872	*** This number of prizes is guaranteed delivery to the Lottery.
	\$200	20.00	330,442	**** The \$75, \$100, \$150 and \$200 prize levels are included in the GLEPS, programmed as G-Tiers and included in the Low-Tier files.
	\$500	88.83	74,402	
	\$1,000	3,226.97	2,048	
	\$5,000	16,816.39	393	
	\$20,000	63,546.54	104	
	\$1,000,000	1,652,210.00	4	
			1,894,429	

CALLOUT:	Not Applicable for this game.
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# INTEROFFICE MEMO

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

## Payment Approval

October 1, 2021

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

Vendor Name	Pollard
P.O. Number (if applicable)	362-21-9010RL024
Tx Game Name	Game #2423 \$1,000,000 Diamond Riches
Invoice Number	8523608
Invoice Amount	\$950,067.81

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

JB



10/1/2021

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

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

10/1/2021

Date

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

10/1/2021

Date

Ryan Mindell  
 Ryan Mindell (Lottery Operations Division Director)

10/1/2021

Date

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

**October 11, 2021**



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

## INVOICE NO.: 8523608

<b>Sold To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	<b>Ship To:</b> IGT Texas Distribution Center 8520 Tuscany Way Building #6, Suite 100 Attn: Texas Lottery Warehouse Rep Austin, Texas 78754 United States
<b>Terms:</b> Net 30 days after date of invoice	<b>Due Date:</b> October 29, 2021

Invoice Date	Order No.	Your Order	Customer No.
September 29, 2021	1124113		5008

**Order name:** \$1,000,000 DIAMOND RICHES #2423

**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 12 x 4	6,608,840	39.60 /M	261,710.06
Silver Scratch FX®	6,608,840	96.00 /M	634,448.64
Multiple Play Area	6,608,840	2.40 /M	15,861.22
Silver Scratch FX®	1	7,500.00 Ea	7,500.00
Inserts	1	30,547.89 Ea	30,547.89

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

<b>Before Taxes:</b>	950,067.81 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	950,067.81 USD

## Scratch Ticket Game Closing Analysis

02/27/22 Thru 02/24/24

### 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	None	Week 17	Week 13	Week 20	Week 26	*Week 36	*Week 97	*Week 56	None
10M-14.99M	*Week 15	*Week 28	None	None	*Week 29	None	None	None	None
15M-19.99M	Week 30	None	None	None	None	Week 53	None	None	None
20M-24.99M	None	None	None	*Week 76	None	None	None	None	None
25M-29.99M	None	None	None	None	None	None	None	None	None
30M-34.99M	None	None	*Week 68	None	None	None	None	None	None
>=35M	None	None	*Week 97	*Week 52	*Week 54	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	None	\$889,989	\$1,232,303	\$1,698,404	\$2,234,215	\$3,886,072	\$2,359,958	\$4,641,250	None
10M-14.99M	\$649,617	\$620,682	None	None	\$3,571,641	None	None	None	None
15M-19.99M	\$506,021	None	None	None	None	\$6,498,580	None	None	None
20M-24.99M	None	None	None	\$1,301,423	None	None	None	None	None
25M-29.99M	None	None	None	None	None	None	None	None	None
30M-34.99M	None	None	\$1,222,418	None	None	None	None	None	None
>=35M	None	None	\$1,254,889	\$4,803,626	\$7,966,148	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