

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

1/24/2023

Game #	2447	Confirmed Packs	3,189
Game Name	100X Bonus	Active Packs	3,113
Quantity Printed	7,185,450	Warehouse Packs	11
Price Point	\$5	Returned Packs	97
Start Date	10/17/2022	Printed Payout Percentage	68.19%
Top Prize	\$ 100,000	Percent Sold	90.94%
Number of Top Prizes Remaining	1	Number of Weeks Out	14

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

Cost to print tickets	\$ 525,447	Actual ticket production costs
Prize payout expense	\$ 21,721,175	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 22,246,622
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 32,672,241	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 32,672,241	

Excess of Revenue over Expended	\$ 10,425,619
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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	\$	732,790
Next week	\$	976,300
Next week	\$	1,350,360
Avg Weekly Sales Current Game	\$	1,019,817
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,829,626
Percentage Of Variance In Sales		44%

Game #	2447	Printed Payout Percentage	68.19%
Game Name	100X Bonus	Actual Payout Percentage	66.48%
Percent Sold	90.94%	Number of Weeks Out	14
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			19

☒ 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
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Not Required - Over 85% Sold

Deputy Executive Director Date

Not Required - Over 85% Sold

Executive Director	Date
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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
Sold/Closing	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22	12/10/22	1/24/23	55	83.90%	46	37	24,023	2,013	\$10,047.00	\$16,605.00	\$78,807.00	\$133,401.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21	12/29/22	2/12/23	68	94.80%	785	684	8,635	1,809	\$150,429.00	\$348,273.00	\$519,279.00	\$549,264.00
	2450	\$3	6,115,750	WINTER WORDS	11/7/22	1/10/23	2/24/23	11	83.60%	1,249	1,912	12	306	\$396,585.00	\$742,260.00	\$1,078,263.00	\$1,567,671.00
	2447	\$5	7,185,450	100X BONUS	10/17/22			14	90.94%	3,189	3,113	11	97	\$732,790.00	\$976,300.00	\$1,350,360.00	\$1,610,510.00
	2401	\$5	10,122,225	50X THE CASH	6/6/22	1/8/23	2/22/23	33	83.48%	173	223	18,435	1,438	\$77,250.00	\$131,485.00	\$184,770.00	\$246,525.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20	1/5/23	2/19/23	108	97.57%	323	339	245	765	\$110,680.00	\$217,450.00	\$344,590.00	\$397,290.00
	2308	\$5	7,222,950	EL GORDO	7/18/22	2/5/23	3/22/23	27	69.70%	793	1,057	22,484	2,967	\$155,530.00	\$192,400.00	\$216,580.00	\$220,430.00
	2406	\$5	7,342,125	HIT \$200,000!	7/5/22	1/8/23	2/22/23	29	79.71%	212	331	14,364	2,553	\$58,715.00	\$105,680.00	\$169,280.00	\$207,665.00
	2412	\$5	7,218,150	POWER SHOT	8/1/22	2/5/23	3/22/23	25	71.28%	1,122	1,457	20,642	2,072	\$198,435.00	\$239,085.00	\$260,090.00	\$286,240.00
	2404	\$5	7,259,325	SIZZLING HOT \$100,000	6/20/22	1/8/23	2/22/23	31	72.68%	165	263	20,870	3,181	\$52,845.00	\$89,335.00	\$133,780.00	\$153,855.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			66	97.32%	9,292	6,100	725	82	\$2,230,410.00	\$2,477,525.00	\$2,697,865.00	\$2,656,000.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21	12/10/22	1/24/23	94	98.40%	16	3	231	1,188	\$1,470.00	\$7,850.00	\$37,330.00	\$61,720.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21	12/10/22	1/24/23	59	90.83%	36	12	12,593	2,961	\$7,340.00	\$25,740.00	\$76,920.00	\$128,000.00
	2393	\$10	11,938,450	BIG CASH	4/4/22	1/8/23	2/22/23	42	68.33%	474	450	69,239	963	\$145,560.00	\$269,660.00	\$393,390.00	\$504,750.00

Liability for 2447 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 09/22/2022 - 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	\$5.00	105822	\$529,110.00	636599	\$3,182,995.00	85.75%	6161261
2	2	N/A	\$10.00	34005	\$340,050.00	229579	\$2,295,790.00	87.10%	6258454
3	3	N/A	\$10.00	30937	\$309,370.00	256447	\$2,564,470.00	89.23%	6411933
4	4	N/A	\$20.00	2682	\$53,640.00	21261	\$425,220.00	88.80%	6380564
5	5	N/A	\$20.00	2354	\$47,080.00	21606	\$432,120.00	90.18%	6479500
6	6	N/A	\$20.00	2267	\$45,340.00	21718	\$434,360.00	90.55%	6506299
7	7	N/A	\$20.00	2287	\$45,740.00	21631	\$432,620.00	90.44%	6498389
8	0	N/A	\$25.00	14408	\$360,200.00	129276	\$3,231,900.00	89.97%	6464924
9	0	N/A	\$50.00	2574	\$128,700.00	21369	\$1,068,450.00	89.25%	6412975
10	0	N/A	\$50.00	2431	\$121,550.00	21529	\$1,076,450.00	89.85%	6456408
11	0	N/A	\$50.00	2276	\$113,800.00	21709	\$1,085,450.00	90.51%	6503603
12	0	N/A	\$50.00	2153	\$107,650.00	21765	\$1,088,250.00	91.00%	6538645
13	0	N/A	\$100.00	377	\$37,700.00	2599	\$259,900.00	87.33%	6275196
14	0	N/A	\$100.00	548	\$54,800.00	5472	\$547,200.00	90.90%	6531359
15	0	N/A	\$100.00	617	\$61,700.00	5368	\$536,800.00	89.69%	6444694
16	0	N/A	\$100.00	250	\$25,000.00	2749	\$274,900.00	91.66%	6586462
17	0	N/A	\$100.00	304	\$30,400.00	2683	\$268,300.00	89.82%	6454155
18	0	N/A	\$500.00	72	\$36,000.00	525	\$262,500.00	87.94%	6318863
19	0	N/A	\$500.00	55	\$27,500.00	543	\$271,500.00	90.80%	6524580
20	0	N/A	\$500.00	67	\$33,500.00	541	\$270,500.00	88.98%	6393632
21	0	N/A	\$500.00	70	\$35,000.00	543	\$271,500.00	88.58%	6364925
22	0	N/A	\$500.00	46	\$23,000.00	561	\$280,500.00	92.42%	6640918
23	0	N/A	\$500.00	50	\$25,000.00	549	\$274,500.00	91.65%	6585662
24	0	N/A	\$1,000.00	12	\$12,000.00	44	\$44,000.00	78.57%	5645710
25	0	N/A	\$1,000.00	12	\$12,000.00	106	\$106,000.00	89.83%	6454726
26	0	N/A	\$1,000.00	21	\$21,000.00	101	\$101,000.00	82.79%	5948610
27	0	N/A	\$1,000.00	8	\$8,000.00	51	\$51,000.00	86.44%	6211151
28	0	N/A	\$1,000.00	11	\$11,000.00	53	\$53,000.00	82.81%	5950450
29	0	N/A	\$5,000.00	1	\$5,000.00	4	\$20,000.00	80.00%	5748360
30	0	N/A	\$5,000.00	3	\$15,000.00	2	\$10,000.00	40.00%	2874180
31	0	N/A	\$100,000.00	1	\$100,000.00	3	\$300,000.00	75.00%	5389087
32	0	N/A	\$100,000.00	0	\$0.00	2	\$200,000.00	100.00%	7185448
Totals:				206721	\$2,775,830.00	1,446,988	\$21,721,175.00		

Prize Structure
TEXAS LOTTERY
GAME NO.2447 "100X BONUS"
March 9, 2022 - VERSION A

Order Quantity:	7,185,450	Pack Size:	75	Pool Size:	120,000	Winners:	1,653,709	Total Payout	
Price Point:	\$5.00	Packs/Game:	95,806	Number of Pools:	59.88	Non-winners:	5,531,741	Prize Fund:	\$24,497,005.00
Revenue:	\$35,927,250.00	Packs/Pool:	1,600			Overall Odds:	4.345051	Payout:	68.19%

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund		
							Pack	Pool	Total				
Low Tiers													
01	1	L	\$5	\$5	\$5.00	9.6784	7.75	12,400.00	742,421	\$3,712,105.00	15.15%		
02	1	L	\$10	\$10	\$10.00	27.2606	2.75	4,400.00	263,584	\$2,635,840.00	10.76%		
03	2	L	\$5 x 2	\$10	\$10.00	25.0030	3.00	4,800.00	287,384	\$2,873,840.00	11.73%		
Total (\$10.00):								13.0415	5.75	9,200.00	550,968	\$5,509,680.00	22.49%
04	1	L	\$20	\$20	\$20.00	300.1065	0.25	400.00	23,943	\$478,860.00	1.95%		
05	2	L	\$10 x 2	\$20	\$20.00	299.8936	0.25	400.00	23,960	\$479,200.00	1.96%		
06	3	L	\$10 + (\$5 x 2)	\$20	\$20.00	299.5810	0.25	400.00	23,985	\$479,700.00	1.96%		
07	4	L	\$5 x 4	\$20	\$20.00	300.4202	0.25	400.00	23,918	\$478,360.00	1.95%		
Total (\$20.00):								75.0000	1.00	1,600.00	95,806	\$1,916,120.00	7.82%
Total (Low Tiers):								5.1724	14.50	23,200.00	1,389,195	\$11,137,905.00	45.47%
Mid Tiers													
08	1	M	\$5 w/ 5X	\$25	\$25.00	50.0087	1.50	2,400.00	143,684	\$3,592,100.00	14.66%		
09	1	M	\$50	\$50	\$50.00	300.1065	0.25	400.00	23,943	\$1,197,150.00	4.89%		
10	1	M	\$5 w/ 10X	\$50	\$50.00	299.8936	0.25	400.00	23,960	\$1,198,000.00	4.89%		
11	1	M	\$10 w/ 5X	\$50	\$50.00	299.5810	0.25	400.00	23,985	\$1,199,250.00	4.90%		
12	4	M	(\$20 x 2) + (\$5 x 2)	\$50	\$50.00	300.4202	0.25	400.00	23,918	\$1,195,900.00	4.88%		
Total (\$50.00):								75.0000	1.00	1,600.00	95,806	\$4,790,300.00	19.55%
13	1	M	\$100	\$100	\$100.00	2414.4657	0.03	50.00	2,976	\$297,600.00	1.21%		
14	1	M	\$20 w/ 5X	\$100	\$100.00	1193.5963	0.06	100.00	6,020	\$602,000.00	2.46%		
15	1	M	\$10 w/ 10X	\$100	\$100.00	1200.5764	0.06	100.00	5,985	\$598,500.00	2.44%		
16	5	M	\$50 + \$20 + (\$10 x 3)	\$100	\$100.00	2395.9486	0.03	50.00	2,999	\$299,900.00	1.22%		
17	20	M	\$5 x 20	\$100	\$100.00	2405.5742	0.03	50.00	2,987	\$298,700.00	1.22%		
Total (\$100.00):								342.7028	0.22	350.00	20,967	\$2,096,700.00	8.56%
18	1	M	\$500	\$500	\$500.00	12035.9296	0.01	10.00	597	\$298,500.00	1.22%		
19	1	M	\$5 w/ 100X	\$500	\$500.00	12015.8027	0.01	10.00	598	\$299,000.00	1.22%		
20	1	M	\$100 w/ 5X	\$500	\$500.00	11818.1743	0.01	10.00	608	\$304,000.00	1.24%		
21	1	M	\$50 w/ 10X	\$500	\$500.00	11721.7781	0.01	10.00	613	\$306,500.00	1.25%		
22	22	M	(\$50 x 2) + (\$20 x 20)	\$500	\$500.00	11837.6442	0.01	10.00	607	\$303,500.00	1.24%		
23	15	M	\$100 + (\$50 x 4) + (\$20 x 10)	\$500	\$500.00	11995.7429	0.01	10.00	599	\$299,500.00	1.22%		
Total (\$500.00):								1983.8349	0.04	60.00	3,622	\$1,811,000.00	7.39%
Total (Mid Tiers):								27.2095	2.76	4,410.00	264,079	\$12,290,100.00	50.17%
High Tiers													
24	1	H	\$1,000	\$1,000	\$1,000.00	128311.6071	0.00	1.00	56	\$56,000.00	0.23%		
25	1	H	\$10 w/ 100X	\$1,000	\$1,000.00	60893.6441	0.00	2.00	118	\$118,000.00	0.48%		
26	1	H	\$100 w/ 10X	\$1,000	\$1,000.00	58897.1311	0.00	2.00	122	\$122,000.00	0.50%		
27	20	H	\$50 x 20	\$1,000	\$1,000.00	121787.2881	0.00	1.00	59	\$59,000.00	0.24%		
28	22	H	(\$100 x 5) + (\$50 x 6) + (\$20 x 9) + (\$10 x 2)	\$1,000	\$1,000.00	112272.8563	0.00	1.00	64	\$64,000.00	0.26%		
Total (\$1,000.00):								17149.0453	0.00	7.00	419	\$419,000.00	1.71%
29	1	H	\$5,000	\$5,000	\$5,000.00	1437090.0000	0.00	0.08	5 *	\$25,000.00	0.10%		
30	1	H	\$50 w/ 100X	\$5,000	\$5,000.00	1437090.0000	0.00	0.08	5 *	\$25,000.00	0.10%		
Total (\$5,000.00):								718545.0000	0.00	0.17	10	\$50,000.00	0.20%
31	1	H	\$1,000 w/ 100X	\$100,000	\$100,000.00	1796362.5000	0.00	0.07	4 *	\$400,000.00	1.63%		
32	1	H	\$100,000	\$100,000	\$100,000.00	3592725.0000	0.00	0.03	2 *	\$200,000.00	0.82%		
Total (\$100,000.00):								1197575.0000	0.00	0.10	6	\$600,000.00	2.45%
Total (High Tiers):								16518.2759	0.00	7.27	435	\$1,069,000.00	4.36%
Total :						4.3451	17.26	27,617.27	1,653,709	\$24,497,005.00	100.00%		

* Exact Quantity by Kind Level

5X = win 5 TIMES the prize
10X = win 10 TIMES the prize

The \$25 and \$50 prizes are included in the GLEPS but are programmed as Mid-Tier and not part of the Low-Tier file.

ORIGINAL ORDER

SHIPMENT # 1-2
COMPLETE
POOLS # 1-71

7,185,450

742,421

263,584

287,384

23,943

23,960

23,985

23,918

143,684

23,943

23,960

23,985

23,918

2,976

6,020

5,985

2,999

2,987

597

598

608

613

607

599

56

118

122

59

64

5

5

4

2



INTEROFFICE MEMO

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

Payment Approval

September 29, 2022

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-22-9019RL020
Invoice Number	TX 092822
Tx Game Name:	Game #2447 100X Bonus
Invoice Amount:	\$525,446.97

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

JB 9/29/2022



Dale Bowersock

Dale Bowersock (Scratch Ticket Strategy Coordinator)

9/29/2022

Date

Will Russ

Will Russ (Products Manager)

9/29/2022

Date

Robert Tirloni

Robert Tirloni (Lottery Operations Division Director)

9/30/2022

Date

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

October 9, 2022



Invoice: TX 092822
 "TX 2447 100X BONUS™"
 September 28, 2022

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-2447	1	TX-2447 100X BONUS	3,495,225	71.3 \$	249,209.54	1044119
Additional Charges: 4 pack inserts Printed on Foil Stock (up to 200,000 pieces)			94,420	0.139 \$	13,124.38	
TX-2447	2	TX-2447 100X BONUS	3,690,225	71.3 \$	263,113.04	1044120
Total Due					<u>\$525,446.97</u>	

***Please include the SG invoice numbers with your remittance**

Due Date: October 28, 2022

Wire Transfer Instructions:

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

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
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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

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