

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

10/24/2023

Game #	2461	Confirmed Packs	6,228
Game Name	20X Cash Blitz	Active Packs	3,114
Quantity Printed	34,367,550	Warehouse Packs	83,752
Price Point	\$1	Returned Packs	72
Start Date	1/2/2023	Printed Payout Percentage	60.04%
Top Prize	\$ 5,000	Percent Sold	58.34%
Number of Top Prizes Remaining	5	Number of Weeks Out	42

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

Cost to print tickets	\$ 894,903	Actual ticket production costs
2nd Chance Prize Allocation	\$ 512,900	From agreement (\$100 plus Entry prizes)
Prize payout expense	\$ 10,966,169	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 12,373,972

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 20,050,029	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u>\$ 20,050,029</u>	

Excess of Revenue over Expended \$ 7,676,056

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	\$	163,150
Next week	\$	181,100
Next week	\$	189,760
Avg Weekly Sales Current Game	\$	178,003
Avg Weekly Sales \$1; 15M-19.99M Qty*	\$	530,463
Percentage Of Variance In Sales		66%

Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2461	Printed Payout Percentage	60.04%
Game Name	20X Cash Blitz	Actual Payout Percentage	57.25%
Percent Sold	58.34%	Number of Weeks Out	42
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			28

* No games at the 30M-34.99M level so the 15M-19.99M 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):



10/24/2023

Scratch Ticket Strategy Coordinator Date



10/25/2023

Products Manager Date

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



10/26/2023

Lottery Operations Division Director Date




11/1/2023

Controller Date



11/1/2023

Deputy Executive Director Date



11/1/2023

Executive Director Date



Play the Games of Texas!

10/23/23

Da Vinci Report

Week End Date:10/21/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														10/21/23	10/14/23	10/7/23	9/30/23
Baseline	2519	\$1	17,373,600	\$5,000 WINNINGS	9/5/23			7	17.44%	14,910	10,891	67,551	15	\$546,432.00	\$517,296.00	\$525,647.00	\$501,876.00
	2210	\$2	7,139,375	\$100 FRENZY	7/31/23			12	55.58%	7,517	4,402	8,654	1,101	\$407,490.00	\$469,064.00	\$545,352.00	\$591,946.00
	2523	\$2	8,857,250	20X	9/18/23			5	22.29%	17,822	9,437	25,362	22	\$936,002.00	\$1,025,230.00	\$962,486.00	\$719,894.00
	2492	\$2	6,048,000	VETERANS CASH	10/16/23			1	1.84%	19,739	6,358	19,139	96	\$222,534.00	\$0	\$0	\$0
	2529	\$5	7,336,350	\$100 GRAND	10/16/23			1	3.69%	42,556	10,260	37,499	47	\$1,353,545.00	\$0	\$0	\$0
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			7	23.29%	25,235	10,815	86,101	45	\$1,625,040.00	\$1,753,375.00	\$2,009,520.00	\$2,379,045.00
	2526	\$5	7,213,375	777 MULTIPLIER	10/2/23			3	20.70%	28,235	10,686	34,118	8	\$2,844,620.00	\$3,035,695.00	\$1,590,280.00	\$750.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			5	6.19%	29,416	9,969	169,154	14	\$1,406,275.00	\$1,386,770.00	\$1,188,225.00	\$851,265.00
	2500	\$5	9,854,475	COWBOYS	8/14/23			10	29.87%	15,579	7,054	66,168	173	\$983,760.00	\$1,228,415.00	\$1,481,650.00	\$1,645,570.00
	2501	\$5	5,505,750	HOUSTON TEXANS	8/14/23			10	31.46%	7,906	4,282	34,108	941	\$602,260.00	\$738,475.00	\$1,009,035.00	\$1,186,550.00
	2524	\$5	7,144,200	MONEY MULTIPLIER	9/18/23			5	20.97%	28,483	11,179	33,440	34	\$1,481,445.00	\$1,688,300.00	\$1,822,810.00	\$1,645,855.00
	2491	\$5	7,221,225	RUBY MINE 9X	7/31/23			12	72.38%	11,721	5,566	1,377	1,200	\$1,080,430.00	\$1,311,475.00	\$1,515,390.00	\$1,716,375.00
	2525	\$10	7,142,750	\$50, \$100 OR \$500!	9/18/23			5	28.90%	32,754	8,874	56,057	4	\$4,002,530.00	\$4,018,280.00	\$4,549,940.00	\$5,075,900.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			7	18.20%	30,723	9,879	123,020	30	\$2,169,430.00	\$2,215,510.00	\$2,638,200.00	\$3,065,590.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			3	12.60%	34,229	10,913	94,985	1	\$3,789,500.00	\$4,093,580.00	\$2,451,100.00	\$500.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			1	1.20%	52,962	6,586	337,248	77	\$2,443,780.00	\$1,000.00	\$0	\$0
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			3	7.99%	39,651	9,709	248,481	7	\$4,576,140.00	\$5,091,320.00	\$3,414,000.00	\$500.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			7	13.23%	35,193	9,576	271,045	17	\$2,760,480.00	\$2,857,480.00	\$3,411,820.00	\$3,917,080.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			10	14.64%	27,139	8,389	276,669	35	\$3,331,170.00	\$3,315,240.00	\$3,776,100.00	\$3,996,870.00
Mature	2461	\$1	34,367,550	20X CASH BLITZ	1/2/23			42	58.34%	6,228	3,114	83,752	72	\$163,150.00	\$181,100.00	\$189,780.00	\$186,653.00
	2424	\$1	823,350	CASH FRENZY	9/14/22			57	0.00%	0	0	1,379	12	\$0	\$0	\$0	\$0
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			318	0.00%	0	0	1,332	18	\$0	\$0	\$0	\$0
	2507	\$1	17,373,900	EZ LOTERIA	3/6/23			33	81.17%	8,217	4,967	6,040	110	\$227,947.00	\$220,579.00	\$233,010.00	\$231,053.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			318	0.00%	0	0	56	555	\$0	\$0	\$0	\$0
	2272	\$1	10,038,450	MAD MONEY	7/3/23			16	63.04%	7,367	4,142	9,777	331	\$194,612.00	\$206,861.00	\$235,449.00	\$258,504.00
	2483	\$1	16,477,800	TOPAZ 7S	5/1/23			25	68.45%	8,129	5,178	18,608	88	\$237,325.00	\$253,617.00	\$272,776.00	\$273,840.00
	2124	\$1	853,200	WINNING 7S	8/8/19			219	0.00%	0	0	1,662	438	\$0	\$0	\$0	\$0
	2414	\$2	9,192,375	10X THE MONEY	6/19/23			18	77.28%	7,406	4,195	2,230	586	\$378,122.00	\$415,818.00	\$496,534.00	\$495,898.00
	2503	\$2	22,221,750	BREAK THE BANK	3/20/23			31	68.93%	9,174	5,878	27,697	32	\$575,022.00	\$649,170.00	\$683,048.00	\$600,974.00
	2427	\$2	30,059,250	CLASSIC BINGO!	2/20/23			35	53.34%	10,960	7,232	91,462	118	\$858,646.00	\$672,692.00	\$721,086.00	\$694,910.00

Liability for 2461 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 11/12/2022 - 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	\$1.00	1546172	\$1,546,172.00	1661411	\$1,661,411.00	51.80%	17801137
2	2	N/A	\$2.00	213402	\$426,804.00	244900	\$489,800.00	53.44%	18364774
3	3	N/A	\$2.00	741486	\$1,482,972.00	862443	\$1,724,886.00	53.77%	18479653
4	4	N/A	\$3.00	104895	\$314,685.00	124222	\$372,666.00	54.22%	18633299
5	5	N/A	\$3.00	103968	\$311,904.00	125162	\$375,486.00	54.62%	18773234
6	6	N/A	\$5.00	51272	\$256,360.00	63234	\$316,170.00	55.22%	18978897
7	7	N/A	\$5.00	50782	\$253,910.00	63761	\$318,805.00	55.67%	19130888
8	8	N/A	\$5.00	106743	\$533,715.00	122374	\$611,870.00	53.41%	18356099
9	9	N/A	\$5.00	101334	\$506,670.00	127783	\$638,915.00	55.77%	19167449
10	10	N/A	\$10.00	25081	\$250,810.00	32184	\$321,840.00	56.20%	19315205
11	11	N/A	\$10.00	26211	\$262,110.00	31135	\$311,350.00	54.29%	18659255
12	12	N/A	\$10.00	24915	\$249,150.00	32313	\$323,130.00	56.46%	19405162
13	13	N/A	\$10.00	26164	\$261,640.00	31114	\$311,140.00	54.32%	18668807
14	14	N/A	\$20.00	24818	\$496,360.00	32528	\$650,560.00	56.72%	19494082
15	15	N/A	\$20.00	24551	\$491,020.00	32714	\$654,280.00	57.13%	19633284
16	16	N/A	\$20.00	25749	\$514,980.00	31529	\$630,580.00	55.05%	18917812
17	17	N/A	\$20.00	25807	\$516,140.00	31421	\$628,420.00	54.90%	18869483
18	0	N/A	\$40.00	613	\$24,520.00	832	\$33,280.00	57.58%	19788098
19	0	N/A	\$40.00	1176	\$47,040.00	1692	\$67,680.00	59.00%	20275416
20	0	N/A	\$40.00	1191	\$47,640.00	1658	\$66,320.00	58.20%	20000490
21	0	N/A	\$40.00	1327	\$53,080.00	1559	\$62,360.00	54.02%	18565145
22	0	N/A	\$40.00	1905	\$76,200.00	2383	\$95,320.00	55.57%	19099317
23	0	N/A	\$100.00	323	\$32,300.00	411	\$41,100.00	55.99%	19243955
24	0	N/A	\$100.00	303	\$30,300.00	418	\$41,800.00	57.98%	19924599
25	0	N/A	\$100.00	307	\$30,700.00	389	\$38,900.00	55.89%	19208300
26	0	N/A	\$100.00	323	\$32,300.00	398	\$39,800.00	55.20%	18971268
27	0	N/A	\$100.00	648	\$64,800.00	798	\$79,800.00	55.19%	18966324
28	0	N/A	\$500.00	4	\$2,000.00	6	\$3,000.00	60.00%	20620526
29	0	N/A	\$500.00	9	\$4,500.00	11	\$5,500.00	55.00%	18902152
30	0	N/A	\$500.00	17	\$8,500.00	23	\$11,500.00	57.50%	19761341
31	0	N/A	\$500.00	3	\$1,500.00	7	\$3,500.00	70.00%	24057281
32	0	N/A	\$5,000.00	2	\$10,000.00	2	\$10,000.00	50.00%	17183769
33	0	N/A	\$5,000.00	3	\$15,000.00	5	\$25,000.00	62.50%	21479720
Totals:				3231504	\$9,155,782.00	3,660,820	\$10,966,169.00		

TICKET QUANTITY: 34,339,200		MIN QUANTITY		34,339,200		RETAIL PRICE: \$1.00	
PO DocuSign Envelope ID: 88815C4B-177B-453E-9E58-67897EE782CD		PRIZE STRUCTURE		20X CASH BLITZ		REVENUE: \$34,367,550	
PACKS / POOL: 1,600		Texas Lottery Game # 2461		IGT Job # 016062		PRIZE FUND: \$20,634,851	
PACK SIZE: 150		Version 3 dated May 24, 2022		Version 3 dated May 24, 2022		PERCENTAGE: 60.0416701%	
POOL SIZE: 240,000		Instant Fund: \$20,121,951		Instant Fund: \$20,121,951		INSTANT-WIN PAYOUT: 58.5492740%	

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	3,207,583	22,400	14.00	\$3,207,583	15.54%	
2	L	\$2	1	\$2	74.99	458,302	3,200	2.00	\$916,604	4.44%	
3	L	\$1 x 2	2	\$2	21.43	1,603,929	11,200	7.00	\$3,207,858	15.55%	
4	L	\$3	1	\$3	150.00	229,117	1,600	1.00	\$687,351	3.33%	
5	L	\$1 x 3	3	\$3	149.99	229,130	1,600	1.00	\$687,390	3.33%	
6	L	\$5	1	\$5	300.14	114,506	800	0.50	\$572,530	2.77%	
7	L	(\$2 x 2) + \$1	3	\$5	300.04	114,543	800	0.50	\$572,715	2.78%	
8	L	\$1 (5X)	1	\$5	150.00	229,117	1,600	1.00	\$1,145,585	5.55%	
9	L	\$1 x 5	5	\$5	150.00	229,117	1,600	1.00	\$1,145,585	5.55%	
10	L	\$10	1	\$10	600.15	57,265	400	0.25	\$572,650	2.78%	
11	L	\$2 (5X)	1	\$10	599.30	57,346	400	0.25	\$573,460	2.78%	
12	L	\$1 (5X) + (\$2 x 2) + \$1	4	\$10	600.54	57,228	400	0.25	\$572,280	2.77%	
13	L	\$1 (10X)	1	\$10	600.01	57,278	400	0.25	\$572,780	2.78%	
14	L	\$20	1	\$20	599.30	57,346	400	0.25	\$1,146,920	5.56%	
15	L	X) + \$2 (5X) + (\$2 x 2)	5	\$20	600.15	57,265	400	0.25	\$1,145,300	5.55%	
16	L	\$1 (20X)	1	\$20	600.01	57,278	400	0.25	\$1,145,560	5.55%	
17	L	\$2 (10X)	1	\$20	600.54	57,228	400	0.25	\$1,144,560	5.55%	Low Tier: 92.16%
18	M	\$40	1	\$40	23,783.77	1,445	10		\$57,800	0.28%	
19	M	(\$2 (5X) x 3) + (\$5 x 2)	5	\$40	11,983.11	2,868	20		\$114,720	0.56%	
20	M	X) + \$2 (5X) + (\$2 x 2)	5	\$40	12,063.02	2,849	20		\$113,960	0.55%	
21	M	\$2 (20X)	1	\$40	11,908.37	2,886	20		\$115,440	0.56%	
22	M	(10X) + \$2 (5X) + \$1 (20X)	3	\$40	8,014.82	4,288	30		\$171,520	0.83%	
23	M	\$100	1	\$100	46,822.28	734	5		\$73,400	0.36%	
24	M	X) + (\$2 (5X) x 3) + \$1	5	\$100	47,666.50	721	5		\$72,100	0.35%	
25	M	\$20 (5X)	1	\$100	49,378.66	696	5		\$69,600	0.34%	
26	M	\$5 (20X)	1	\$100	47,666.50	721	5		\$72,100	0.35%	
27	M	X) + (\$5 (5X) x 2) + \$1	4	\$100	23,767.32	1,446	10		\$144,600	0.70%	
28	M	\$500	1	\$500	3,436,755.00	10			\$5,000	0.02%	
29	M	20X) + (\$40 x 2) + (\$10	5	\$500	1,718,377.50	20			\$10,000	0.05%	
30	M	+ (\$10 (10X) x 2) + (\$20	5	\$500	859,188.75	40			\$20,000	0.10%	
31	M	\$100 x 5	5	\$500	3,436,755.00	10			\$5,000	0.02%	Mid Tier: 5.07%
32	H	\$5,000	1	\$5,000	8,591,887.50	4			\$20,000	0.10%	
33	H	x 2) + (\$10 (10X) x 2) +	5	\$5,000	4,295,943.75	8			\$40,000	0.19%	High Tier: 0.29%
TOTAL CASH PRIZES					1 in 2 Decimals: 4.99	6,892,324	48,130	30.00	\$20,121,951	97.51%	
					1 in 4 Decimals: 4.9864						
SECOND-CHANCE DRAWINGS											
SECOND CHANCE											
SUB TOTAL											
TOTAL CASH & SECOND-CHANCE PRIZES											



INTEROFFICE MEMO

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

Payment Approval

November 16, 2022

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

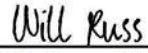
Vendor Name	IGT
P.O. Number (if applicable)	362-22-9009RL021RV1
Invoice Number	90130697
Tx Game Name	Game #2461 20X Cash Blitz
Invoice Amount	\$894,903.22

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


 Dale Bowersock (Scratch Ticket Strategy Coordinator)

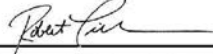
11/16/2022
 Date

JB 11/16/2022


 Will Russ (Products Manager)

11/17/2022
 Date




 Robert Tirloni (Lottery Operations Division Director)

11/18/2022
 Date

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

November 26, 2022



BILL TO: 20318

Texas Lottery Commission
 Gary Grief, Executive Director
 611 East 6th Street
 Austin TX 78701

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

INVOICE

INVOICE NUMBER: 90130697
 DATE : November 14, 2022

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2461	118108 010	Game 2461 20X CASH BLITZ- TRK 1	9,340,200 PC	0.00726	67,809.85
002 GAME 2461	118108 020	Option 2461 Holographic Stock	9,340,200 PC	0.01440	134,498.88
003 GAME 2461	118108 030	Option 2461 Fluorescent Ink 801	9,340,200 PC	0.00067	6,257.93
004 GAME 2461	118108 040	Option 2461 Fluorescent Ink 803	9,340,200 PC	0.00067	6,257.93
005 GAME 2461	118108 050	Option 2461 Full UV	9,340,200 PC	0.00076	7,098.55
006 GAME 2461	118108 060	Option 2461 Integrated Graphic Ove	9,340,200 PC	0.00163	15,224.53
007 GAME 2461	118108 070	Game 2461 20X CASH BLITZ- TRK 2	9,411,750 PC	0.00726	68,329.31
008 GAME 2461	118108 080	Option 2461 Holographic Stock	9,411,750 PC	0.01440	135,529.20
009 GAME 2461	118108 090	Option 2461 Fluorescent Ink 801	9,411,750 PC	0.00067	6,305.87
010 GAME 2461	118108 100	Option 2461 Fluorescent Ink 803	9,411,750 PC	0.00067	6,305.87
011 GAME 2461	118108 110	Option 2461 Full UV	9,411,750 PC	0.00076	7,152.93
012 GAME 2461	118108 120	Option 2461 Integrated Graphic Ove	9,411,750 PC	0.00163	15,341.15
013 GAME 2461	118108 130	Game 2461 20X CASH BLITZ- TRK 3	9,470,850 PC	0.00726	68,758.37

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
014 GAME 2461	118108 140	Option 2461 Holographic Stock	9,470,850 PC	0.01440	136,380.24
015 GAME 2461	118108 150	Option 2461 Fluorescent Ink 801	9,470,850 PC	0.00067	6,345.47
016 GAME 2461	118108 160	Option 2461 Fluorescent Ink 803	9,470,850 PC	0.00067	6,345.47
017 GAME 2461	118108 170	Option 2461 Full UV	9,470,850 PC	0.00076	7,197.85
018 GAME 2461	118108 180	Option 2461 Integrated Graphic Ove	9,470,850 PC	0.00163	15,437.49
019 GAME 2461	118108 190	Game 2461 20X CASH BLITZ- TRK 4	6,144,750 PC	0.00726	44,610.89
020 GAME 2461	118108 200	Option 2461 Holographic Stock	6,144,750 PC	0.01440	88,484.40
021 GAME 2461	118108 210	Option 2461 Fluorescent Ink 801	6,144,750 PC	0.00067	4,116.98
022 GAME 2461	118108 220	Option 2461 Fluorescent Ink 803	6,144,750 PC	0.00067	4,116.98
023 GAME 2461	118108 230	Option 2461 Full UV	6,144,750 PC	0.00076	4,670.01
024 GAME 2461	118108 240	Option 2461 Integrated Graphic Ove	6,144,750 PC	0.00163	10,015.94
025 GAME 2461	118108 250	Inserts Holographic Foil			22,311.13
TOTAL AMOUNT DUE				USD	894,903.22

REMARKS:
Unrounded Invoice Total \$894,903.2245

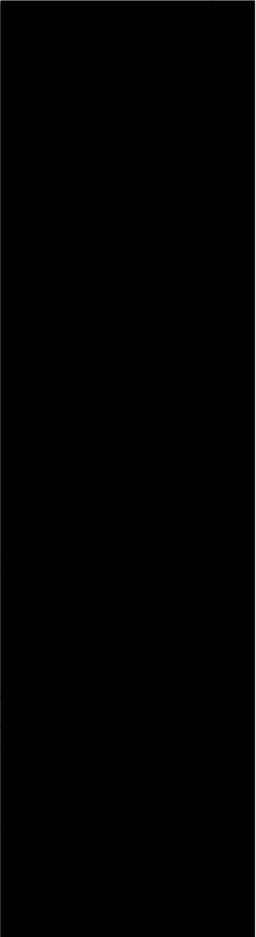
PAYMENT TERMS:
Due within 30 days

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
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REMITTANCE:

Please remit payment in USD:



tions 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.

Scratch Ticket Game Closing Analysis

08/29/21 Thru 08/26/23

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	None
5M-9.99M	None	Week 18	Week 13	Week 16	Week 26	Week 39	None	Week 55	None	None
10M-14.99M	Week 18	*Week 28	None	None	Week 37	None	None	*Week 75	None	None
15M-19.99M	Week 28	None	None	*Week 47	None	*Week 35	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None	None
25M-29.99M	None	*Week 59	*Week 54	None	*Week 72	None	None	None	None	None
30M-34.99M	None	*Week 55	None	*Week 63	None	None	None	None	None	None
>=35M	None	None	None	*Week 55	*Week 51	None	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	None
5M-9.99M	None	\$836,861	\$1,218,171	\$2,103,552	\$2,534,946	\$3,775,938	None	\$4,951,385	None	None
10M-14.99M	\$525,017	\$620,682	None	None	\$2,836,350	None	None	\$5,794,776	None	None
15M-19.99M	\$530,463	None	None	\$1,645,025	None	\$8,401,824	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None	None
25M-29.99M	None	\$830,007	\$1,352,586	None	\$3,385,773	None	None	None	None	None
30M-34.99M	None	\$1,037,735	None	\$2,208,309	None	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,277,057	None	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

IHEARTRADIO CASH BLITZ 2ND CHANCE PROMOTION DETAILED REQUIREMENTS

These detailed requirements apply to the iHeartRadio Cash Blitz 2nd Chance Promotion (the "Promotion"), a second-chance drawing promotion common to each game in the family of five (5) scratch ticket games identified in Section 1 below (the "Eligible Games"). These requirements shall be part of the working papers for each Eligible Game.

1. PROMOTION DESCRIPTION

The Texas Lottery Commission ("TLC") shall produce a family of Cash Blitz-themed scratch ticket games, to be printed by IGT Global Solutions Corporation ("IGT" or the "Company"), with the respective price points, ticket quantities, and launch dates shown below:

- a) \$1.00 "20X Cash Blitz" game with thirty-five million forty thousand (35,040,000) tickets launches January 3, 2023;
- b) \$3.00 "30X Cash Blitz Crossword" game with twenty-four million (24,000,000) tickets launches January 3, 2023;
- c) \$5.00 "50X Cash Blitz" game with twenty-eight million eighty thousand (28,080,000) tickets launches January 3, 2023;
- d) \$10.00 "100X Cash Blitz" game with twenty-three million one hundred sixty thousand (23,160,000) tickets launches January 3, 2023; and
- e) \$20.00 "200X Cash Blitz" game with ten million two hundred thousand (10,200,000) tickets launches January 3, 2023.

The Company's website will host a Promotion microsite. Players may use the Texas Lottery® website/Luck Zone (accessible through the microsite) or the Luck Zone feature of the Texas Lottery App to enter any non-winning tickets from the Eligible Games in one (1) of five (5) promotional second-chance drawings described in Section 4 below (the "Cash + Entry Prize Drawings") for a chance to win one (1) of twenty-nine thousand five hundred fifteen (29,515) one hundred dollar (\$100) second-chance cash prizes plus entry into an additional drawing (each, a "Cash + Entry Prize"), as follows:

Following each Cash + Entry Prize Drawing, the name of each Cash + Entry Prize winner will be entered automatically in one (1) of five (5) additional drawings described in Section 5 below (the "VIP Prize and \$10 Million Cash Blitz Challenge Prize Drawings") for a chance to win:

- a) One (1) of fifty (50) trips of the winner's choice or ten thousand dollars (\$10,000) cash ("VIP Prizes") as more fully described in Section 6 and Exhibit A below; or
- b) One (1) of fifty (50) trips to Austin, Texas, to participate as a finalist ("Finalist") in the \$10 Million Cash Blitz Challenge contest (the "\$10 Million Cash Blitz Challenge") for a chance to win an additional cash prize (collectively, "\$10 Million Cash Blitz Challenge Prizes"). Each \$10 Million Cash Blitz Challenge Prize includes a four-day, three-night trip for the \$10 Million Cash Blitz Challenge Prize winner and one (1) guest to Austin, Texas, (to occur during or around the spring of 2024) as more fully described in Section 6 below.

2. ALLOCATION TO CASH + ENTRY PRIZES FOR PRIZE FULFILLMENT, PROMOTION SERVICES AND PROMOTIONAL SUPPORT

EXECUTED June 30, 2022

The TLC shall allocate a total of thirteen million five hundred seventy-six thousand nine hundred dollars (\$13,576,900) (approximately two-point eighty-six percent (2.86%) of the combined prize pools of the Eligible Games) for the Company to fulfill all Cash + Entry Prizes, VIP Prizes and \$10 Million Cash Blitz Challenge Prizes and to provide other Promotion-related services and manufacturing and marketing support as set forth in subsections 4. a) through d) below. This amount reflects an allocation of four hundred sixty dollars (\$460) to each Cash + Entry Prize, to be invoiced and paid as provided in Section 12 below. The Cash + Entry Prizes and allocated amounts shall be distributed across the Eligible Games as follows:

Game Price Point	Allocation for Each Cash Prize Portion (\$100)	Allocation for Each Entry (\$360)	Total Allocation for Cash + Entry Prizes (\$460)	Total Cash + Entry Prizes Awarded	# Second-Chance Drawings	Winners Per Drawing
\$20.00	\$1,240,000.00	\$4,464,000.00	\$5,704,000.00	12,400	5	2,480
\$10.00	\$850,000.00	\$3,060,000.00	\$3,910,000.00	8,500	5	1,700
\$5.00	\$500,000.00	\$1,800,000.00	\$2,300,000.00	5,000	5	1,000
\$3.00	\$250,000.00	\$900,000.00	\$1,150,000.00	2,500	5	500
\$1.00	\$111,500.00	\$401,400.00	\$512,900.00	1,115	5	223
TOTALS	\$2,951,500.00	\$10,625,400.00	\$13,576,900.00	29,515		5,903

3. TRADEMARK AND OTHER REQUIREMENTS

TLC shall be permitted to use the iHeartRadio name, logo, and legal line in ticket art and promotional materials, pending review by iHeartRadio. There is no requirement to place a registered trademark ("®") designation or trademark ("™") designation on the Artwork. The following notice shall be included on the ticket back and as practicable on all other advertising and promotional materials:

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4. MANUFACTURING AND MARKETING SUPPORT PROVIDED BY THE COMPANY:

- a) Manufacturing and marketing support as set forth in Section 9 below (including a Promotion microsite and drawing services for the VIP Prizes and \$10 Million Cash Blitz Challenge Prize Drawings, and a customized media package), the \$10 Million Cash Blitz Challenge contest (including hosting the \$10 Million Cash Blitz Challenge and fulfillment of cash prizes won during the \$10 Million Cash Blitz Challenge), point of sale materials with an estimated value of two hundred thousand dollars (\$200,000), and ESMM animations;
- b) Fulfillment of twenty-nine thousand five hundred fifteen (29,515) one hundred dollar (\$100) Cash + Entry Prizes, total value of two million nine hundred fifty-one thousand five hundred dollars (\$2,951,500) for all Cash + Entry Prizes and fulfillment;
- c) Fulfillment of fifty (50) VIP Prizes, each valued at ten thousand dollars (\$10,000) before taxes and thirteen thousand one hundred fifty-seven dollars and eighty-nine cents (\$13,157.89) including federal taxes. The grand total value for all fifty (50) VIP Prizes and fulfillment is six hundred fifty-seven thousand eight hundred ninety-four dollars and fifty cents (\$657,894.50),

Bowersock, Dale

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Monday, October 23, 2023 4:31 PM
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,

The remaining games on the list look good to me with the exception of #2460 and #2387.

Thanks,
 Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, October 23, 2023 1:25 PM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: 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.

Please remove 2367 Cash Spectacular from the list. That's planned to be in Secondary RCIP 919 so we'll leave that one.

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, October 23, 2023 8:43 AM
To: Gough, Riley <IGT> <Riley.Gough@igt.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: November Pre-Call Recommendations

Below are the game close recommendations for November.

Game	\$	Tix Run	Name	Start	Call	Close	Wks
2461	\$1	34,367,550	20X CASH BLITZ	1/2/23			42
2477	\$5	7,219,050	\$200,000 COLOSSAL CASH	3/20/23			31
2498	\$5	7,218,600	CASH PAYOUT	6/19/23			18

2516	\$10	4,135,000	INSTANT \$1,000!	4/17/23			27
2460	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			44
2465	\$20	10,031,750	200X CASH BLITZ	1/2/23			42
2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			101
2387	\$30	9,009,725	PREMIER CASH	4/4/22			81

Close dates would be:

Pre-call: 11/3/23

Call Date: 12/3/23

Close Date: 1/17/24

EOV Date: 7/15/24

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