

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

**Scratch Ticket Information**

Date Completed

1/29/2024

Game #	2462	Confirmed Packs	4,784
Game Name	30X Cash Blitz Crossword	Active Packs	3,093
Quantity Printed	24,476,125	Warehouse Packs	41,660
Price Point	\$3	Returned Packs	275
Start Date	1/2/2023	Printed Payout Percentage	65.96%
Top Prize	\$ 60,000	Percent Sold	73.50%
Number of Top Prizes Remaining	3	Number of Weeks Out	55

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

Cost to print tickets	\$ 1,566,912	Actual ticket production costs
Promotion prize expense	\$ 1,150,000	\$100 Cash Prize Plus Entry
Prize payout expense	\$ 33,487,391	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** **\$ 36,204,303**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 53,969,856	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 53,969,856</b>	

**Excess of Revenue over Expended** **\$ 17,765,553**

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	\$	377,589
Next week	\$	447,540
Next week	\$	452,961
Avg Weekly Sales Current Game	\$	426,030
Avg Weekly Sales \$3; 25M - 29.99M Qty*	\$	1,352,586
<b>Percentage Of Variance In Sales</b>		<b>69%</b>

TEXAS LOTTERY COMMISSION  
Scratch Ticket Game Closing Analysis  
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2462	Printed Payout Percentage	65.96%
Game Name	30X Cash Blitz Crossword	Actual Payout Percentage	64.18%
Percent Sold	73.50%	Number of Weeks Out	55
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			54

\*No data available at the 20M-24.99M level so the 25M-29.99M level was used. Note - 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):

---

---

---

*Paul Boussock*

1/29/2024

Scratch Ticket Strategy Coordinator Date

*Will Russ*

1/29/2024

Products Manager Date

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

*Robert Lee*

1/31/2024

Lottery Operations Division Director Date

*KG* *Gregory*

2/1/2024

Controller Date

*Ry Mitchell*

2/2/2024

Deputy Executive Director Date

*Gary Grief*

2/2/2024

Executive Director Date



Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/20/24	1/13/24	1/6/24	12/30/23
Mature	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			93	81.62%	10,186	6,689	50,957	33	\$975,738.00	\$1,100,085.00	\$1,195,053.00	\$1,185,687.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			55	73.50%	4,784	3,093	41,660	275	\$377,589.00	\$447,540.00	\$452,961.00	\$501,864.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			66	83.10%	10,734	8,256	51,045	38	\$759,924.00	\$936,285.00	\$925,884.00	\$858,369.00
	2529	\$5	7,336,350	\$100 GRAND	10/16/23			14	53.31%	7,657	4,510	29,439	771	\$547,195.00	\$702,250.00	\$835,990.00	\$1,045,735.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			20	50.69%	12,790	8,246	56,060	418	\$957,440.00	\$1,121,120.00	\$1,252,795.00	\$1,357,980.00
	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			55	55.35%	4,122	2,489	158,764	114	\$331,250.00	\$389,555.00	\$441,190.00	\$482,575.00
	2526	\$5	7,218,375	777 MULTIPLIER	10/2/23			16	68.70%	4,020	2,775	19,705	1,156	\$414,055.00	\$546,200.00	\$675,135.00	\$822,250.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			18	29.38%	16,321	9,250	130,317	555	\$1,361,050.00	\$1,443,485.00	\$1,479,185.00	\$1,612,640.00
	2500	\$5	9,854,475	COWBOYS	8/14/23			23	44.13%	3,887	2,372	63,532	1,723	\$288,840.00	\$354,720.00	\$389,825.00	\$450,330.00
	2484	\$5	14,305,575	EMERALD 7S	5/1/23			38	70.28%	4,483	3,560	46,067	447	\$369,935.00	\$440,595.00	\$435,055.00	\$520,430.00
	2501	\$5	5,505,750	HOUSTON TEXANS	8/14/23			23	44.37%	1,839	1,083	32,978	3,691	\$142,470.00	\$153,635.00	\$172,980.00	\$208,375.00
	2524	\$5	7,144,200	MONEY MULTIPLIER	9/18/23			18	52.94%	5,664	3,201	30,474	2,521	\$381,190.00	\$446,395.00	\$538,240.00	\$676,840.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			33	37.69%	17,833	9,408	240,487	34	\$1,653,115.00	\$1,837,125.00	\$1,863,775.00	\$1,940,740.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			31	44.38%	29,343	9,814	227,356	49	\$3,184,790.00	\$3,474,360.00	\$3,608,120.00	\$3,752,250.00
	2525	\$10	7,142,750	\$50, \$100 OR \$500!	9/18/23			18	84.17%	13,857	5,398	103	350	\$1,768,780.00	\$2,121,650.00	\$2,613,550.00	\$3,169,530.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			20	40.45%	17,206	7,578	93,023	51	\$1,359,380.00	\$1,484,370.00	\$1,657,090.00	\$1,836,080.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			55	50.86%	8,023	3,389	212,166	202	\$684,340.00	\$772,830.00	\$866,220.00	\$930,100.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			46	38.53%	12,800	6,110	330,073	40	\$1,241,010.00	\$1,325,280.00	\$1,454,280.00	\$1,580,150.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			50	79.35%	57,437	14,457	126,046	52	\$7,378,640.00	\$7,827,270.00	\$8,470,640.00	\$8,872,830.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			16	52.28%	14,321	7,037	52,032	179	\$1,361,750.00	\$1,640,890.00	\$2,054,350.00	\$2,507,620.00
	2485	\$10	11,250,850	RUBY 7S	5/1/23			38	65.16%	8,811	5,184	61,389	79	\$741,120.00	\$830,230.00	\$899,140.00	\$1,016,060.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			14	33.87%	41,747	9,462	211,895	39	\$4,552,620.00	\$4,832,980.00	\$5,092,900.00	\$5,464,100.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			16	34.98%	21,181	7,295	180,720	24	\$2,047,160.00	\$2,318,820.00	\$2,780,280.00	\$3,362,960.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			20	27.66%	21,158	6,706	234,277	70	\$1,392,520.00	\$1,513,060.00	\$1,739,780.00	\$1,998,440.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			29	57.70%	14,833	3,869	115,962	133	\$1,025,820.00	\$1,235,600.00	\$1,584,560.00	\$1,953,800.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			114	70.03%	10,484	3,946	179,664	43	\$1,008,340.00	\$1,063,020.00	\$1,200,220.00	\$1,247,060.00
	2486	\$20	6,555,250	DIAMOND 7S	5/1/23			38	68.75%	13,471	4,772	60,149	149	\$872,240.00	\$921,740.00	\$995,640.00	\$1,195,160.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			44	50.31%	8,367	1,965	163,745	2,394	\$354,140.00	\$425,200.00	\$500,980.00	\$610,580.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			33	51.93%	59,488	12,391	404,216	23	\$7,338,320.00	\$8,074,560.00	\$8,312,840.00	\$8,818,920.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			305	83.87%	8,430	4,190	203,526	29	\$1,428,510.00	\$1,538,130.00	\$1,605,450.00	\$1,721,100.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			23	27.86%	15,697	6,936	240,693	61	\$2,278,080.00	\$2,530,440.00	\$2,580,390.00	\$2,874,480.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			94	83.69%	7,378	3,319	46,095	41	\$780,030.00	\$822,540.00	\$891,750.00	\$926,130.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			48	53.98%	9,277	3,954	142,097	59	\$1,017,180.00	\$1,189,800.00	\$1,202,430.00	\$1,409,400.00

**Liability for 2462 / for Life to Date**

Product Status:  
Active

SmartCash Enabled:  
N/A

Validation Range: 11/29/2022 - 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	\$3.00	841166	\$2,523,498.00	1704372	\$5,113,116.00	66.96%	16388057
2	2	N/A	\$5.00	288069	\$1,440,345.00	691105	\$3,455,525.00	70.58%	17275348
3	3	N/A	\$10.00	55280	\$552,800.00	140472	\$1,404,720.00	71.76%	17564112
4	4	N/A	\$10.00	222688	\$2,226,880.00	560551	\$5,605,510.00	71.57%	17517151
5	5	N/A	\$15.00	27229	\$408,435.00	70608	\$1,059,120.00	72.17%	17664178
6	6	N/A	\$15.00	145614	\$2,184,210.00	343766	\$5,156,490.00	70.25%	17193304
7	7	N/A	\$20.00	54281	\$1,085,620.00	141528	\$2,830,560.00	72.28%	17691000
8	0	N/A	\$30.00	13270	\$398,100.00	35725	\$1,071,750.00	72.92%	17846914
9	0	N/A	\$30.00	26876	\$806,280.00	71018	\$2,130,540.00	72.55%	17756404
10	0	N/A	\$30.00	26933	\$807,990.00	71039	\$2,131,170.00	72.51%	17747514
11	0	N/A	\$45.00	2756	\$124,020.00	7387	\$332,415.00	72.83%	17825607
12	0	N/A	\$45.00	5561	\$250,245.00	14859	\$668,655.00	72.77%	17810516
13	0	N/A	\$90.00	549	\$49,410.00	1504	\$135,360.00	73.26%	17930877
14	0	N/A	\$90.00	1779	\$160,110.00	4298	\$386,820.00	70.73%	17310907
15	0	N/A	\$90.00	1665	\$149,850.00	4438	\$399,420.00	72.72%	17798630
16	0	N/A	\$90.00	1653	\$148,770.00	4443	\$399,870.00	72.88%	17839144
17	0	N/A	\$150.00	1354	\$203,100.00	3559	\$533,850.00	72.44%	17730618
18	0	N/A	\$300.00	112	\$33,600.00	302	\$90,600.00	72.95%	17854564
19	0	N/A	\$300.00	116	\$34,800.00	293	\$87,900.00	71.64%	17534241
20	0	N/A	\$2,000.00	14	\$28,000.00	37	\$74,000.00	72.55%	17757188
21	0	N/A	\$60,000.00	1	\$60,000.00	1	\$60,000.00	50.00%	12238059
22	0	N/A	\$60,000.00	2	\$120,000.00	6	\$360,000.00	75.00%	18357095
<b>Totals:</b>				<b>1716968</b>	<b>\$13,796,063.00</b>	<b>3,871,311</b>	<b>\$33,487,391.00</b>		

TICKET QUANTITY: 24,476,125 **MIN QUANTITY** 23,520,000  
 PC DocuSign Envelope ID: 92C6242D-E3CE-4280-8C17-3B8505FD49F0 **4,480,000**  
 PACKS / GAME: 195,809  
 PACKS / POOL: 960  
 PACK SIZE: 125  
 POOL SIZE: 120,000

PRIZE STRUCTURE  
 30X CASH BLITZ CROSSWORD  
 Texas Lottery Game # 2462  
 IGT Job # 016066  
 Version 3.0 dated May 25, 2022

RETAIL PRICE: \$3.00  
 REVENUE: \$73,428,375  
 PRIZE FUND: \$48,433,454  
 PERCENTAGE: **65.9601333%**  
 INSTANT FUND: \$47,283,454  
 INSTANT-WIN PAYOUT: 64.3939812%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE		WINNERS IN		WINNERS IN 125		% OF PRIZE FUND	% PER PRIZE TIER
				AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	120,000 (PER POOL)	(PER PACK)	PRIZE COST		
1	L	\$3	1	\$3	9.62	2,545,538	12,480	13.00	\$7,636,614	15.77%	
2	L	\$5	1	\$5	25.00	979,174	4,800	5.00	\$4,895,870	10.11%	
3	L	\$10	1	\$10	125.04	195,752	960	1.00	\$1,957,520	4.04%	
4	L	\$5 (2X)	1	\$10	31.25	783,239	3,840	4.00	\$7,832,390	16.17%	
5	L	\$15	1	\$15	250.17	97,837	480	0.50	\$1,467,555	3.03%	
6	L	\$3 (5X)	1	\$15	50.01	489,380	2,400	2.50	\$7,340,700	15.16%	
7	L	\$10 (2X)	1	\$20	125.00	195,809	960	1.00	\$3,916,180	8.09%	Low Tier: 72.36%
8	M	\$30	1	\$30	499.56	48,995	240	0.25	\$1,469,850	3.03%	
9	M	\$15 (2X)	1	\$30	250.03	97,894	480	0.50	\$2,936,820	6.06%	
10	M	\$10 (3X)	1	\$30	249.83	97,972	480	0.50	\$2,939,160	6.07%	
11	M	\$45	1	\$45	2,413.11	10,143	50		\$456,435	0.94%	
12	M	\$15 (3X)	1	\$45	1,198.63	20,420	100		\$918,900	1.90%	
13	M	\$90	1	\$90	11,922.13	2,053	10		\$184,770	0.38%	
14	M	\$3 (30X)	1	\$90	4,027.67	6,077	30		\$546,930	1.13%	
15	M	\$30 (3X)	1	\$90	4,010.51	6,103	30		\$549,270	1.13%	
16	M	\$45 (2X)	1	\$90	4,015.11	6,096	30		\$548,640	1.13%	
17	M	\$5 (30X)	1	\$150	4,981.91	4,913	24		\$736,950	1.52%	
18	M	\$300	1	\$300	59,121.07	414	2		\$124,200	0.26%	
19	M	\$10 (30X)	1	\$300	59,843.83	409	2		\$122,700	0.25%	Mid Tier: 23.82%
20	H	\$2,000	1	\$2,000	479,924.02	51			\$102,000	0.21%	
21	H	\$60,000	1	\$60,000	12,238,062.50	2			\$120,000	0.25%	
22	H	\$2,000 (30X)	1	\$60,000	3,059,515.63	8			\$480,000	0.99%	High Tier: 1.45%
<b>TOTAL CASH PRIZES</b>				1 in 2 Decimals:	4.38	5,588,279	27,398	28.25	\$47,283,454	97.63%	
				1 in 4 Decimals:	4.3799						
<b>SECOND-CHANCE DRAWINGS</b>											
<b>SECOND CHANCE</b>				\$460.00		2,500			\$1,150,000.00	2.37%	
<b>SUB TOTAL</b>						2,500			\$1,150,000.00	2.37%	
<b>TOTAL CASH &amp; SECOND-CHANCE PRIZES</b>						<b>5,590,779</b>			<b>\$48,433,454</b>	<b>100.00%</b>	

## IHEARTRADIO CASH BLITZ 2<sup>ND</sup> CHANCE PROMOTION DETAILED REQUIREMENTS

These detailed requirements apply to the iHeartRadio Cash Blitz 2<sup>nd</sup> 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

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
<b>TOTALS</b>	<b>\$2,951,500.00</b>	<b>\$10,625,400.00</b>	<b>\$13,576,900.00</b>	<b>29,515</b>		<b>5,903</b>

### 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:

©2023 iHeartMedia + Entertainment, Inc. All Rights Reserved.

### 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),



# INTEROFFICE MEMO

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

## Payment Approval

December 5, 2022

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

<b>Vendor Name</b>	<u>IGT</u>
<b>P.O. Number (if applicable)</b>	<u>362-22-9009RL023RV1</u>
<b>Invoice Number</b>	<u>90131091</u>
<b>Tx Game Name</b>	<u>Game #2462 30X Cash Blitz</u>
<b>Invoice Amount</b>	<u>\$1,566,911.86</u>

The above referenced invoice(s) 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)

12/5/2022  
Date

JB 12/5/2022

Will Russ  
Will Russ (Products Manager)

12/6/2022  
Date



Robert Tirloni  
Robert Tirloni (Lottery Operations Division Director)

12/6/2022  
Date

Please return to Maria Perez in the Office of the Controller by **December 15, 2022**

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

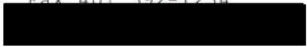


IGT Global Solutions Corporation  
 d/b/a IGT Solutions Corp. in the State of Texas  
 10 Memorial Boulevard  
 Providence, RI 02903  
 USA  
 Telephone 401 392-1000  
 Fax 401 392-1234

# INVOICE

INVOICE NUMBER: 90131091  
 DATE : November 29, 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 2462	118619 010	Game 2462 30X CASH BLITZ- TRK 1	4,309,750 PC	0.01512	65,163.42
002 GAME 2462	118619 020	Option 2462 Holographic Stock	4,309,750 PC	0.03600	155,151.00
003 GAME 2462	118619 030	Option 2462 Fluorescent Ink 803	4,309,750 PC	0.00168	7,240.38
004 GAME 2462	118619 040	Option 2462 Fluorescent Ink 804	4,309,750 PC	0.00168	7,240.38
005 GAME 2462	118619 050	Option 2462 Full UV	4,309,750 PC	0.00192	8,274.72
006 GAME 2462	118619 060	Option 2462 Integrated Graphic Ove	4,309,750 PC	0.00408	17,583.78
007 GAME 2462	118619 070	Option 2462 Color Reveal	4,309,750 PC	0.00273	11,765.62
008 GAME 2462	118619 080	Game 2462 30X CASH BLITZ- TRK 2	4,430,750 PC	0.01512	66,992.94
009 GAME 2462	118619 090	Option 2462 Holographic Stock	4,430,750 PC	0.03600	159,507.00
010 GAME 2462	118619 100	Option 2462 Fluorescent Ink 803	4,430,750 PC	0.00168	7,443.66
011 GAME 2462	118619 110	Option 2462 Fluorescent Ink 804	4,430,750 PC	0.00168	7,443.66
012 GAME 2462	118619 120	Option 2462 Full UV	4,430,750 PC	0.00192	8,507.04
013 GAME 2462	118619 130	Option 2462 Integrated Graphic Ove	4,430,750 PC	0.00408	18,077.46

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
014 GAME 2462	118619 140	Option 2462 Color Reveal	4,430,750 PC	0.00273	12,095.95
015 GAME 2462	118619 150	Game 2462 30X CASH BLITZ- TRK 3	4,229,375 PC	0.01512	63,948.15
016 GAME 2462	118619 160	Option 2462 Holographic Stock	4,229,375 PC	0.03600	152,257.50
017 GAME 2462	118619 170	Option 2462 Fluorescent Ink 803	4,229,375 PC	0.00168	7,105.35
018 GAME 2462	118619 180	Option 2462 Fluorescent Ink 804	4,229,375 PC	0.00168	7,105.35
019 GAME 2462	118619 190	Option 2462 Full UV	4,229,375 PC	0.00192	8,120.40
020 GAME 2462	118619 200	Option 2462 Integrated Graphic Ove	4,229,375 PC	0.00408	17,255.85
021 GAME 2462	118619 210	Option 2462 Color Reveal	4,229,375 PC	0.00273	11,546.19
022 GAME 2462	118619 220	Game 2462 30X CASH BLITZ- TRK 4	4,478,000 PC	0.01512	67,707.36
023 GAME 2462	118619 230	Option 2462 Holographic Stock	4,478,000 PC	0.03600	161,208.00
024 GAME 2462	118619 240	Option 2462 Fluorescent Ink 803	4,478,000 PC	0.00168	7,523.04
025 GAME 2462	118619 250	Option 2462 Fluorescent Ink 804	4,478,000 PC	0.00168	7,523.04
026 GAME 2462	118619 260	Option 2462 Full UV	4,478,000 PC	0.00192	8,597.76
027 GAME 2462	118619 270	Option 2462 Integrated Graphic Ove	4,478,000 PC	0.00408	18,270.24
028 GAME 2462	118619 280	Option 2462 Color Reveal	4,478,000 PC	0.00273	12,224.94
029 GAME 2462	118619 290	Game 2462 30X CASH BLITZ- TRK 5	4,488,750 PC	0.01512	67,869.90
030 GAME 2462	118619 300	Option 2462 Holographic Stock	4,488,750 PC	0.03600	161,595.00
031 GAME 2462	118619 310	Option 2462 Fluorescent Ink 803	4,488,750 PC	0.00168	7,541.10

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
032 GAME 2462	118619 320	Option 2462 Fluorescent Ink 804	4,488,750	PC 0.00168	7,541.10
033 GAME 2462	118619 340	Option 2462 Full UV	4,488,750	PC 0.00192	8,618.40
034 GAME 2462	118619 350	Option 2462 Integrated Graphic Ove	4,488,750	PC 0.00408	18,314.10
035 GAME 2462	118619 360	Option 2462 Color Reveal	4,488,750	PC 0.00273	12,254.29
036 GAME 2462	118619 370	Game 2462 30X CASH BLITZ- TRK 6	2,539,500	PC 0.01512	38,397.24
037 GAME 2462	118619 380	Option 2462 Holographic Stock	2,539,500	PC 0.03600	91,422.00
038 GAME 2462	118619 390	Option 2462 Fluorescent Ink 803	2,539,500	PC 0.00168	4,266.36
039 GAME 2462	118619 400	Option 2462 Fluorescent Ink 804	2,539,500	PC 0.00168	4,266.36
040 GAME 2462	118619 410	Option 2462 Full UV	2,539,500	PC 0.00192	4,875.84
041 GAME 2462	118619 420	Option 2462 Integrated Graphic Ove	2,539,500	PC 0.00408	10,361.16
042 GAME 2462	118619 430	Option 2462 Color Reveal	2,539,500	PC 0.00273	6,932.84
043 GAME 2462	118619 440	Inserts 2462			19,776.00
044 GAME 2462	118619 450	Rounding Adjustment			( 0.01)
				TOTAL AMOUNT DUE	USD <u>1,566,911.86</u>

REMARKS:  
Unrounded Invoice Total \$1,566,911.8613

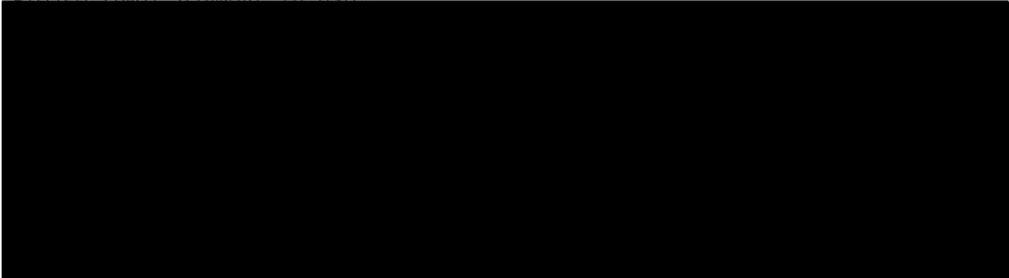
PAYMENT TERMS:  
Due within 30 days

Continued...

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

REMITTANCE:

Please remit payment in USD:



...rporation

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
5M-9.99M	None	Week 18	Week 13	Week 16	Week 26	Week 39	None	Week 55	None
10M-14.99M	Week 18	*Week 28	None	None	Week 37	None	None	*Week 75	None
15M-19.99M	Week 28	None	None	*Week 47	None	*Week 35	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	*Week 59	*Week 54	None	*Week72	None	None	None	None
30M-34.99M	None	*Week 55	None	*Week 63	None	None	None	None	None
>=35M	None	None	None	*Week 55	*Week 51	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	\$836,861	\$1,218,171	\$2,103,552	\$2,534,946	\$3,775,938	None	\$4,951,385	None
10M-14.99M	\$525,017	\$620,682	None	None	\$2,836,350	None	None	\$5,794,776	None
15M-19.99M	\$530,463	None	None	\$1,645,025	None	\$8,401,824	None	None	None
20M-24.99M	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
30M-34.99M	None	\$1,037,735	None	\$2,208,309	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,277,057	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

## Bowersock, Dale

---

**From:** Gough, Riley <Riley.Gough@IGT.com>  
**Sent:** Wednesday, January 24, 2024 12:22 PM  
**To:** Bowersock, Dale  
**Cc:** ProductsScratchTeam  
**Subject:** RE: February 2024 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.**

No issues with the below list, excluding Diamond 7s and Special Edition Super Loteria as Dale mentioned.

Thanks,  
Riley

---

**From:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>  
**Sent:** Tuesday, January 23, 2024 9:28 AM  
**To:** Gough, Riley <Riley.Gough@IGT.com>  
**Cc:** ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>  
**Subject:** RE: February 2024 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.**

Apologies...Diamond 7s doesn't qualify for closure. The number of weeks must exceed 39. Please remove that one from the list as well. We should be able to add that one next month.

---

**From:** Bowersock, Dale  
**Sent:** Monday, January 22, 2024 4:48 PM  
**To:** Gough, Riley <IGT> <[Riley.Gough@igt.com](mailto:Riley.Gough@igt.com)>  
**Cc:** ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>  
**Subject:** RE: February 2024 Pre-call Recommendations

Please remove 2432, Special Edition Super Loteria from this list. It's still selling over \$2 Million so I'll look at it again next month.

---

**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Monday, January 22, 2024 8:50 AM  
**To:** Gough, Riley <IGT> <[Riley.Gough@igt.com](mailto:Riley.Gough@igt.com)>  
**Cc:** ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>  
**Subject:** February 2024 Pre-call Recommendations

Riley,

Below are the games which qualify for pre-call in February. Variance calculations for slow performing games are attached.

Tentative close dates:

Pre-call Date: 2/2/24

Call Date: 3/3/24

**End of Game (Close) Date: 4/17/24**

End of Validations Date: 10/14/24

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% S
Under 85% Sold:								
2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			55	73.9
2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			55	55.3
2524	\$5	7,144,200	MONEY MULTIPLIER	9/18/23			18	52.9
2485	\$10	11,250,850	RUBY 7S	5/1/23			38	65.3
2486	\$20	6,555,250	DIAMOND 7S	5/1/23			38	68.7
2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			44	50.3

Over 85% Sold:

2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			59	93.3
------	-----	------------	-------------------------------	---------	--	--	----	------

Please let me know if you have any concerns with pre-calling these games.

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.