

TEAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/23/2024

Game #	2464	Confirmed Packs	5,324
Game Name	100X Cash Blitz	Active Packs	2,164
Quantity Printed	23,085,050	Warehouse Packs	201,642
Price Point	\$10	Returned Packs	216
Start Date	1/2/2023	Printed Payout Percentage	70.06%
Top Prize	\$ 500,000	Percent Sold	54.25%
Number of Top Prizes Remaining	3	Number of Weeks Out	68

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 2,379,191	Actual ticket production costs
Promotion prize expense	\$ 3,910,000	\$100 Cash Prize Plus Entry
Prize payout expense	\$ 85,051,470	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 91,340,661**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 125,236,396	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 125,236,396	

Excess of Revenue over Expended \$ 33,895,735

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	\$	471,420
Next week	\$	480,630
Next week	\$	506,430
Avg Weekly Sales Current Game	\$	486,160
Avg Weekly Sales \$10; 10M - 14.99M Qty*	\$	3,571,641
Percentage Of Variance In Sales		86%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2464	Printed Payout Percentage	70.06%
Game Name	100X Cash Blitz	Actual Payout Percentage	71.03%
Percent Sold	54.25%	Number of Weeks Out	68
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			29

*No data available at the \$10, 20M-24.99M level so the 10M-14.99M level was used for this analysis. 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 Bowisock

4/23/2024

Scratch Ticket Strategy Coordinator Date

Will Russ

4/23/2024

Products Manager Date

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

Robert L...

4/25/2024

Lottery Operations Division Director Date

John G... *John G...*

4/26/2024

Controller Date

N/A

N/A

Deputy Executive Director Date

Ry Mitchell

4/27/2024

Executive Director Date



Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/20/24	4/13/24	4/6/24	3/30/24
Mature	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			106	88.99%	4,548	2,624	32,267	160	\$424,290.00	\$502,626.00	\$508,533.00	\$546,735.00
	2542	\$3	24,005,000	30X POWER WORD BLITZ	1/2/24			16	25.87%	11,698	7,439	120,384	286	\$924,426.00	\$1,007,574.00	\$1,058,100.00	\$1,033,251.00
	2508	\$3	32,963,925	TEXAS LOTERIA	1/16/24			14	14.84%	16,177	10,608	343,821	8	\$1,211,361.00	\$1,171,854.00	\$1,193,751.00	\$1,187,385.00
	2480	\$5	7,169,550	\$20,000,000 CASH SPECTACULAR!	12/18/23			18	57.69%	2,784	1,988	32,761	1,391	\$266,730.00	\$311,325.00	\$371,315.00	\$457,805.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			33	70.09%	9,039	6,258	31,004	34	\$750,005.00	\$820,280.00	\$829,935.00	\$910,415.00
	2543	\$5	25,097,475	50X POWER BLITZ	1/2/24			16	27.11%	14,545	9,046	217,222	22	\$1,508,570.00	\$1,612,935.00	\$1,669,435.00	\$1,782,830.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			31	50.87%	12,112	8,302	87,298	339	\$1,301,895.00	\$1,355,110.00	\$1,369,085.00	\$1,426,620.00
	2537	\$5	7,324,125	LUCKY X10	12/4/23			20	72.32%	2,104	1,548	20,525	1,598	\$208,185.00	\$274,760.00	\$306,590.00	\$396,500.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			46	52.77%	18,578	9,424	173,544	32	\$1,860,370.00	\$1,895,660.00	\$1,931,220.00	\$1,917,110.00
	2509	\$5	30,168,450	SUPER LOTERIA	12/18/23			18	52.34%	41,393	15,895	124,941	18	\$5,377,715.00	\$5,447,575.00	\$5,522,005.00	\$5,577,650.00
	2547	\$5	7,056,150	YEAR OF THE DRAGON	1/16/24			14	63.75%	4,158	3,308	24,967	232	\$465,260.00	\$557,080.00	\$715,845.00	\$858,110.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			44	63.32%	31,532	9,432	132,336	31	\$3,337,380.00	\$3,440,250.00	\$3,569,600.00	\$3,622,480.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			33	56.74%	13,678	6,068	65,425	50	\$1,077,250.00	\$1,123,580.00	\$1,127,850.00	\$1,325,330.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			68	54.25%	5,324	2,164	201,642	216	\$471,420.00	\$480,630.00	\$506,430.00	\$570,700.00
	2544	\$10	20,116,650	100X POWER BLITZ	1/2/24			16	24.79%	22,530	8,926	267,665	27	\$2,131,860.00	\$2,208,870.00	\$2,471,130.00	\$2,763,300.00
	2386	\$10	8,145,250	BREAK THE BANK SUPER TICKET	11/6/23			24	36.28%	9,751	5,860	86,154	37	\$1,061,130.00	\$1,126,190.00	\$1,217,670.00	\$1,252,990.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			59	44.22%	10,004	4,455	302,311	49	\$995,670.00	\$1,023,310.00	\$1,112,730.00	\$1,269,310.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			29	72.33%	9,810	4,438	27,754	536	\$870,310.00	\$900,440.00	\$912,340.00	\$1,041,730.00
	2533	\$10	6,120,000	THE PERFECT GIFT	10/30/23			25	85.22%	1,605	604	2,630	11,858	\$116,320.00	\$129,100.00	\$185,380.00	\$227,470.00
	2514	\$20	8,189,250	\$1,000,000 CASH BLAST	12/4/23			20	30.85%	20,233	7,633	194,821	57	\$1,749,300.00	\$1,809,680.00	\$1,884,960.00	\$2,074,280.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			27	67.07%	44,650	9,733	71,950	41	\$5,048,140.00	\$5,217,400.00	\$5,307,160.00	\$5,603,700.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			29	46.57%	9,258	3,531	159,996	64	\$1,011,500.00	\$1,100,940.00	\$1,146,740.00	\$1,322,700.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			33	37.86%	16,120	6,190	202,820	54	\$1,313,960.00	\$1,327,840.00	\$1,390,820.00	\$1,517,000.00
	2535	\$20	6,119,575	\$85,000,000 EXPLOSION	11/15/23			22	50.04%	22,812	7,174	87,029	382	\$1,527,580.00	\$1,683,680.00	\$1,700,600.00	\$1,796,620.00
	2545	\$20	10,249,975	200X POWER BLITZ	1/2/24			16	26.36%	25,352	8,693	263,701	28	\$2,880,920.00	\$2,732,420.00	\$2,811,900.00	\$3,031,240.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			42	63.58%	6,776	1,698	107,393	1,429	\$521,740.00	\$539,880.00	\$611,780.00	\$674,720.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			127	74.26%	7,823	3,265	155,294	66	\$1,007,660.00	\$1,088,260.00	\$1,147,600.00	\$1,221,680.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			46	73.53%	69,429	9,878	175,189	43	\$6,937,180.00	\$8,301,620.00	\$8,555,480.00	\$9,074,380.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			318	85.85%	7,860	3,534	177,715	41	\$1,344,750.00	\$1,319,730.00	\$1,471,140.00	\$1,692,450.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			36	38.61%	12,423	4,737	206,275	45	\$1,572,930.00	\$1,730,610.00	\$1,970,340.00	\$2,495,100.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			61	58.36%	7,855	2,467	129,900	58	\$630,300.00	\$604,080.00	\$654,210.00	\$779,070.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			90	82.64%	8,734	2,509	43,916	80	\$1,001,150.00	\$1,068,200.00	\$1,060,950.00	\$1,218,350.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			66	57.38%	20,019	4,480	189,575	56	\$3,237,250.00	\$3,211,100.00	\$3,305,850.00	\$3,631,300.00

Liability for 2464 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 12/06/2022 - 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	\$10.00	1305295	\$13,052,950.00	1465365	\$14,653,650.00	52.89%	12209374
2	2	N/A	\$20.00	270004	\$5,400,080.00	306964	\$6,139,280.00	53.20%	12281927
3	3	N/A	\$20.00	426269	\$8,525,380.00	497287	\$9,945,740.00	53.84%	12430101
4	0	N/A	\$30.00	53890	\$1,616,700.00	61681	\$1,850,430.00	53.37%	12320642
5	0	N/A	\$30.00	106289	\$3,188,670.00	124395	\$3,731,850.00	53.92%	12448478
6	0	N/A	\$30.00	106170	\$3,185,100.00	124543	\$3,736,290.00	53.98%	12461722
7	0	N/A	\$30.00	106262	\$3,187,860.00	124601	\$3,738,030.00	53.97%	12459425
8	0	N/A	\$50.00	53809	\$2,690,450.00	61762	\$3,088,100.00	53.44%	12336822
9	0	N/A	\$50.00	52912	\$2,645,600.00	62505	\$3,125,250.00	54.16%	12501893
10	0	N/A	\$50.00	52958	\$2,647,900.00	62309	\$3,115,450.00	54.06%	12478908
11	0	N/A	\$50.00	52954	\$2,647,700.00	62492	\$3,124,600.00	54.13%	12496153
12	0	N/A	\$100.00	26918	\$2,691,800.00	30817	\$3,081,700.00	53.38%	12322022
13	0	N/A	\$100.00	47811	\$4,781,100.00	56171	\$5,617,100.00	54.02%	12470527
14	0	N/A	\$100.00	47803	\$4,780,300.00	56094	\$5,609,400.00	53.99%	12463620
15	0	N/A	\$100.00	46117	\$4,611,700.00	53891	\$5,389,100.00	53.89%	12439769
16	0	N/A	\$100.00	17725	\$1,772,500.00	20799	\$2,079,900.00	53.99%	12463554
17	0	N/A	\$200.00	908	\$181,600.00	1023	\$204,600.00	52.98%	12229935
18	0	N/A	\$200.00	2642	\$528,400.00	3106	\$621,200.00	54.04%	12474280
19	0	N/A	\$200.00	2650	\$530,000.00	3141	\$628,200.00	54.24%	12521178
20	0	N/A	\$200.00	1754	\$350,800.00	2082	\$416,400.00	54.28%	12529477
21	0	N/A	\$200.00	3119	\$623,800.00	3629	\$725,800.00	53.78%	12414885
22	0	N/A	\$200.00	2651	\$530,200.00	3111	\$622,200.00	53.99%	12464003
23	0	N/A	\$200.00	1785	\$357,000.00	2061	\$412,200.00	53.59%	12370849
24	0	N/A	\$500.00	95	\$47,500.00	102	\$51,000.00	51.78%	11952665
25	0	N/A	\$500.00	178	\$89,000.00	207	\$103,500.00	53.77%	12411961
26	0	N/A	\$500.00	93	\$46,500.00	106	\$53,000.00	53.27%	12296559
27	0	N/A	\$500.00	257	\$128,500.00	308	\$154,000.00	54.51%	12584416
28	0	N/A	\$500.00	87	\$43,500.00	105	\$52,500.00	54.69%	12624636
29	0	N/A	\$500.00	85	\$42,500.00	104	\$52,000.00	55.03%	12702884
30	0	N/A	\$500.00	90	\$45,000.00	104	\$52,000.00	53.61%	12375490
31	0	N/A	\$1,000.00	9	\$9,000.00	11	\$11,000.00	55.00%	12696776
32	0	N/A	\$1,000.00	35	\$35,000.00	28	\$28,000.00	44.44%	10260022
33	0	N/A	\$1,000.00	52	\$52,000.00	98	\$98,000.00	65.33%	15082232
34	0	N/A	\$1,000.00	51	\$51,000.00	49	\$49,000.00	49.00%	11311674
35	0	N/A	\$1,000.00	69	\$69,000.00	81	\$81,000.00	54.00%	12465927
36	0	N/A	\$10,000.00	1	\$10,000.00	1	\$10,000.00	50.00%	11542519
37	0	N/A	\$10,000.00	2	\$20,000.00	4	\$40,000.00	66.67%	15390031
38	0	N/A	\$10,000.00	3	\$30,000.00	3	\$30,000.00	50.00%	11542523
39	0	N/A	\$10,000.00	3	\$30,000.00	3	\$30,000.00	50.00%	11542523
40	0	N/A	\$500,000.00	1	\$500,000.00	2	\$1,000,000.00	66.67%	15390037
41	0	N/A	\$500,000.00	2	\$1,000,000.00	3	\$1,500,000.00	60.00%	13851029
Totals:				2789808	\$72,776,090.00	3,191,148	\$85,051,470.00		

POOLS:	192.38	MAX QUANTITY	23,623,200
PACKS / GAME:	461,701		
PACKS / POOL:	2,400		
PACK SIZE:	50		
POOL SIZE:	120,000		

PRIZE STRUCTURE
100X Cash Blitz
Texas Lottery Game # 2464
IGT Job # 016074
Version 6 dated July 11, 2022

RETAIL PRICE:	\$10.00
REVENUE:	\$230,850,500
PRIZE FUND:	\$161,737,560
PERCENTAGE:	70.0616026%
INSTANT FUND:	\$157,827,560
INSTANT-WIN PAYOUT:	68.3678658%

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 50 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$10	1	\$10	8.33	2,770,660	14,400	6.00	\$27,706,600	17.13%	Low Tier: 35.69%
2	L	\$20	1	\$20	40.01	576,968	3,000	1.25	\$11,539,360	7.13%	
3	L	\$10 x 2	2	\$20	25.00	923,556	4,800	2.00	\$18,471,120	11.42%	
4	M	\$30	1	\$30	199.75	115,571	600	0.25	\$3,467,130	2.14%	Mid Tier: 59.00%
5	M	\$15 x 2	2	\$30	100.07	230,684	1,200	0.50	\$6,920,520	4.28%	
6	M	\$10 x 3	3	\$30	100.06	230,713	1,200	0.50	\$6,921,390	4.28%	
7	M	\$10 + \$20	2	\$30	99.99	230,863	1,200	0.50	\$6,925,890	4.28%	
8	M	\$50	1	\$50	199.75	115,571	600	0.25	\$5,778,550	3.57%	
9	M	\$10 x 5	5	\$50	200.01	115,417	600	0.25	\$5,770,850	3.57%	
10	M	(\$10 x 2) + \$30	3	\$50	200.27	115,267	600	0.25	\$5,763,350	3.56%	
11	M	(\$20 x 2) + \$10	3	\$50	199.96	115,446	600	0.25	\$5,772,300	3.57%	
12	M	\$100	1	\$100	399.84	57,735	300		\$5,773,500	3.57%	
13	M	\$10 x 10	10	\$100	222.01	103,982	541		\$10,398,200	6.43%	
14	M	(\$10 x 6) + (\$20 x 2)	8	\$100	222.19	103,897	540		\$10,389,700	6.42%	
15	M	\$10 (10X)	1	\$100	230.83	100,008	520		\$10,000,800	6.18%	
16	M	(\$10 x 5) + \$50	6	\$100	599.24	38,524	200		\$3,852,400	2.38%	
17	M	\$200	1	\$200	11,954.97	1,931	10		\$386,200	0.24%	
18	M	\$10 (20X)	1	\$200	4,016.19	5,748	30		\$1,149,600	0.71%	
19	M	\$10 x 20	20	\$200	3,986.37	5,791	30		\$1,158,200	0.72%	
20	M	(\$10 x 10) + (\$30 x 2) + (\$20 x 5)	14	\$200	6,018.00	3,836	20		\$767,200	0.47%	
21	M	\$10 (10X) x 2	2	\$200	3,421.02	6,748	35		\$1,349,600	0.83%	
22	M	\$10 (10X) + (\$10 x 10)	11	\$200	4,006.43	5,762	30		\$1,152,400	0.71%	
23	M	(\$20 x 5) + \$10 (10X)	6	\$200	6,002.35	3,846	20		\$769,200	0.48%	
24	M	\$500	1	\$500	117,182.99	197	1		\$98,500	0.06%	
25	M	(\$10 x 10) + (\$20 x 5) + \$50	17	\$500	59,961.17	385	2		\$192,500	0.12%	
26	M	\$20 (20X) +(\$10 x 10)	11	\$500	116,005.28	199	1		\$99,500	0.06%	
27	M	(\$10 x 10) + \$10 (20X) + (\$10 (10X) x 2)	13	\$500	40,858.50	565	3		\$282,500	0.17%	
28	M	(\$30 x 10) + \$10 (20X)	11	\$500	120,234.64	192	1		\$96,000	0.06%	
29	M	\$10 (50X)	1	\$500	122,143.12	189	1		\$94,500	0.06%	
30	M	\$50 (10X)	1	\$500	118,995.10	194	1		\$97,000	0.06%	
31	H	\$1,000	1	\$1,000	1,154,252.50	20			\$20,000	0.01%	High Tier: 2.90%
32	H	\$10 (100X)	1	\$1,000	366,429.37	63			\$63,000	0.04%	
33	H	10X) + \$20 (10X) + \$10 (50X)	3	\$1,000	153,900.33	150			\$150,000	0.09%	
34	H	(\$10 x 15) + (\$50 x 6) + (\$100 x 3)	25	\$1,000	230,850.50	100			\$100,000	0.06%	
35	H	(\$10 x 10) + \$20 (10X) + \$10 (50X)	4	\$1,000	153,900.33	150			\$150,000	0.09%	
36	H	\$10,000	1	\$10,000	11,542,525.00	2			\$20,000	0.01%	
37	H	(\$10 x 10) + (\$100 x 5) + \$20 (50X)	13	\$10,000	3,847,508.33	6			\$60,000	0.04%	
38	H	(\$100 x 10) + (\$100 x 7) + \$10 (100X)	11	\$10,000	3,847,508.33	6			\$60,000	0.04%	
39	H	(\$100 x 10) + (\$1,000 x 2) + (\$20 x 50)	25	\$10,000	3,847,508.33	6			\$60,000	0.04%	
40	H	\$500,000	1	\$500,000	7,695,016.67	3			\$1,500,000	0.93%	
41	H	(\$100 x 4)+\$50(100X)+\$30(50X)	17	\$500,000	4,617,010.00	5			\$2,500,000	1.55%	
TOTAL CASH PRIZES				1 in 2 Decimals:	3.86	5,980,956	31,086	12.00	\$157,827,560	97.58%	
				1 in 4 Decimals:	3.8598						
SECOND-CHANCE DRAWINGS											
SECOND CHANCE				\$460.00		8,500			\$3,910,000.00	2.42%	
SUB TOTAL						8,500			\$3,910,000.00	2.42%	
TOTAL CASH & SECOND-CHANCE PRIZES						5,989,456			\$161,737,560	100.00%	



INTEROFFICE MEMO

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

Payment Approval

December 14, 2022

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

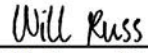
Vendor Name	IGT
P.O. Number (if applicable)	362-22-9009RL024RV2
Invoice Number	90131376
Tx Game Name	Game #2464 100X Cash Blitz
Invoice Amount	\$2,379,191.20

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)

12/15/2022
 Date

JB 12/15/2022


 Will Russ (Products Manager)

12/15/2022
 Date




 Robert Tirloni (Lottery Operations Division Director)

12/15/2022
 Date

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

December 24, 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

INVOICE

INVOICE NUMBER: 90131376
DATE : December 12, 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 2464	118712 010	Game 2464 100X CASH BLITZ - TRK 1	2,080,250 PC	0.02592	53,920.08
002 GAME 2464	118712 020	Option 2464 Holographic Stock	2,080,250 PC	0.06000	124,815.00
003 GAME 2464	118712 030	Option 2464 Fluorescent Ink 801	2,080,250 PC	0.00280	5,824.70
004 GAME 2464	118712 040	Option 2464 Fluorescent Ink 803	2,080,250 PC	0.00280	5,824.70
005 GAME 2464	118712 050	Option 2464 Full UV	2,080,250 PC	0.00320	6,656.80
006 GAME 2464	118712 060	Option 2464 Integrated Graphic Ove	2,080,250 PC	0.00680	14,145.70
007 GAME 2464	118712 070	Game 2464 100X CASH BLITZ- TRK 2	2,161,750 PC	0.02592	56,032.56
008 GAME 2464	118712 080	Option 2464 Holographic Stock	2,161,750 PC	0.06000	129,705.00
009 GAME 2464	118712 090	Option 2464 Fluorescent Ink 801	2,161,750 PC	0.00280	6,052.90
010 GAME 2464	118712 100	Option 2464 Fluorescent Ink 803	2,161,750 PC	0.00280	6,052.90
011 GAME 2464	118712 110	Option 2464 Full UV	2,161,750 PC	0.00320	6,917.60
012 GAME 2464	118712 120	Option 2464 Integrated Graphic Ove	2,161,750 PC	0.00680	14,699.90
013 GAME 2464	118712 130	Game 2464 100X CASH BLITZ - TRK 3	2,162,550 PC	0.02592	56,053.30

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
014 GAME 2464	118712 140	Option 2464 Holographic Stock	2,162,550 PC	0.06000	129,753.00
015 GAME 2464	118712 150	Option 2464 Fluorescent Ink 801	2,162,550 PC	0.00280	6,055.14
016 GAME 2464	118712 160	Option 2464 Fluorescent Ink 803	2,162,550 PC	0.00280	6,055.14
017 GAME 2464	118712 170	Option 2464 Full UV	2,162,550 PC	0.00320	6,920.16
018 GAME 2464	118712 180	Option 2464 Integrated Graphic Ove	2,162,550 PC	0.00680	14,705.34
019 GAME 2464	118712 190	Game 2464 100X CASH BLITZ - TRK 4	2,163,450 PC	0.02592	56,076.62
020 GAME 2464	118712 200	Option 2464 Holographic Stock	2,163,450 PC	0.06000	129,807.00
021 GAME 2464	118712 210	Option 2464 Fluorescent Ink 801	2,163,450 PC	0.00280	6,057.66
022 GAME 2464	118712 220	Option 2464 Fluorescent Ink 803	2,163,450 PC	0.00280	6,057.66
023 GAME 2464	118712 230	Option 2464 Full UV	2,163,450 PC	0.00320	6,923.04
024 GAME 2464	118712 240	Option 2464 Integrated Graphic Ove	2,163,450 PC	0.00680	14,711.46
025 GAME 2464	118712 250	Game 2464 100X CASH BLITZ - TRK 5	2,165,400 PC	0.02592	56,127.17
026 GAME 2464	118712 260	Option 2464 Holographic Stock	2,165,400 PC	0.06000	129,924.00
027 GAME 2464	118712 270	Option 2464 Fluorescent Ink 801	2,165,400 PC	0.00280	6,063.12
028 GAME 2464	118712 280	Option 2464 Fluorescent Ink 803	2,165,400 PC	0.00280	6,063.12
029 GAME 2464	118712 290	Option 2464 Full UV	2,165,400 PC	0.00320	6,929.28
030 GAME 2464	118712 300	Option 2464 Integrated Graphic Ove	2,165,400 PC	0.00680	14,724.72
031 GAME 2464	118712 310	Game 2464 100X CASH BLITZ - TRK 6	2,132,100 PC	0.02592	55,264.03

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
032 GAME 2464	118712 320	Option 2464 Holographic Stock	2,132,100 PC	0.06000	127,926.00
033 GAME 2464	118712 330	Option 2464 Fluorescent Ink 801	2,132,100 PC	0.00280	5,969.88
034 GAME 2464	118712 340	Option 2464 Fluorescent Ink 803	2,132,100 PC	0.00280	5,969.88
035 GAME 2464	118712 350	Option 2464 Full UV	2,132,100 PC	0.00320	6,822.72
036 GAME 2464	118712 360	Option 2464 Integrated Graphic Ove	2,132,100 PC	0.00680	14,498.28
037 GAME 2464	118712 370	Game 2464 100X CASH BLITZ - TRK 7	2,142,450 PC	0.02592	55,532.30
038 GAME 2464	118712 380	Option 2464 Holographic Stock	2,142,450 PC	0.06000	128,547.00
039 GAME 2464	118712 390	Option 2464 Fluorescent Ink 801	2,142,450 PC	0.00280	5,998.86
040 GAME 2464	118712 400	Option 2464 Fluorescent Ink 803	2,142,450 PC	0.00280	5,998.86
041 GAME 2464	118712 410	Option 2464 Full UV	2,142,450 PC	0.00320	6,855.84
042 GAME 2464	118712 420	Option 2464 Integrated Graphic Ove	2,142,450 PC	0.00680	14,568.66
043 GAME 2464	118712 430	Game 2464 100X CASH BLITZ - TRK 8	2,144,750 PC	0.02592	55,591.92
044 GAME 2464	118712 440	Option 2464 Holographic Stock	2,144,750 PC	0.06000	128,685.00
045 GAME 2464	118712 450	Option 2464 Fluorescent Ink 801	2,144,750 PC	0.00280	6,005.30
046 GAME 2464	118712 460	Option 2464 Fluorescent Ink 803	2,144,750 PC	0.00280	6,005.30
047 GAME 2464	118712 470	Option 2464 Full UV	2,144,750 PC	0.00320	6,863.20
048 GAME 2464	118712 480	Option 2464 Integrated Graphic Ove	2,144,750 PC	0.00680	14,584.30
049 GAME 2464	118712 490	Game 2464 100X CASH BLITZ - TRK 9	2,167,050 PC	0.02592	56,169.94

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
050 GAME 2464	118712 500	Option 2464 Holographic Stock	2,167,050 PC	0.06000	130,023.00
051 GAME 2464	118712 510	Option 2464 Fluorescent Ink 801	2,167,050 PC	0.00280	6,067.74
052 GAME 2464	118712 520	Option 2464 Fluorescent Ink 803	2,167,050 PC	0.00280	6,067.74
053 GAME 2464	118712 530	Option 2464 Full UV	2,167,050 PC	0.00320	6,934.56
054 GAME 2464	118712 540	Option 2464 Integrated Graphic Ove	2,167,050 PC	0.00680	14,735.94
055 GAME 2464	118712 550	Game 2464 100X CASH BLITZ - TRK 10	2,164,050 PC	0.02592	56,092.18
056 GAME 2464	118712 560	Option 2464 Holographic Stock	2,164,050 PC	0.06000	129,843.00
057 GAME 2464	118712 570	Option 2464 Fluorescent Ink 801	2,164,050 PC	0.00280	6,059.34
058 GAME 2464	118712 580	Option 2464 Fluorescent Ink 803	2,164,050 PC	0.00280	6,059.34
059 GAME 2464	118712 590	Option 2464 Full UV	2,164,050 PC	0.00320	6,924.96
060 GAME 2464	118712 600	Option 2464 Integrated Graphic Ove	2,164,050 PC	0.00680	14,715.54
061 GAME 2464	118712 610	Game 2464 100X CASH BLITZ - TRK 11	1,601,250 PC	0.02592	41,504.40
062 GAME 2464	118712 620	Option 2464 Holographic Stock	1,601,250 PC	0.06000	96,075.00
063 GAME 2464	118712 630	Option 2464 Fluorescent Ink 801	1,601,250 PC	0.00280	4,483.50
064 GAME 2464	118712 640	Option 2464 Fluorescent Ink 803	1,601,250 PC	0.00280	4,483.50
065 GAME 2464	118712 650	Option 2464 Full UV	1,601,250 PC	0.00320	5,124.00
066 GAME 2464	118712 660	Option 2464 Integrated Graphic Ove	1,601,250 PC	0.00680	10,888.50
067 GAME 2464	118712 670	Inserts 2464			35,596.92

Continued...

INVOICE NUMBER: 90131376

PAGE 5

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
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TOTAL AMOUNT DUE USD 2,379,191.20



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

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

EXECUTED June 30, 2022

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:

©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),

Bowersock, Dale

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Tuesday, April 23, 2024 1:36 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: May 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,

Thanks for the quick email discussion, and we agree that it is fine for \$20 200X the Cash (#2418) to stay on the list to be pre-called in May. So, the original full list you provided looks good.

Thanks,
Riley

From: Gough, Riley
Sent: Monday, April 22, 2024 5:52 PM
To: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: May Pre-call Recommendations

Hi Dale,

We would like to keep \$20 200X The Cash (#2418) in market for one more month, for that bin to be replaced in July with \$20 VIP Millions launch. Otherwise, the list looks good.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, April 22, 2024 8:14 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: May 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 Pre-call Recommendations for May. There are only 5 for May.

Close dates would potentially be:

Pre-call: May 3, 2024

Call: June 2, 2024

EOG (Close): July 17, 2024

EOV: January 13, 2025

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return
2530	\$1	10,987,950	JUST 1 BUCK	10/30/23			25	78.33%	584	191	10,986	3,615
2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			106	88.99%	4,548	2,624	32,267	16,000
2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			68	54.25%	5,324	2,164	201,642	21,000
2533	\$10	6,120,000	THE PERFECT GIFT	10/30/23			25	85.22%	1,605	604	2,630	11,858
2418	\$20	8,171,725	200X THE CASH	7/3/23			42	63.58%	6,776	1,698	107,393	1,425

There are a couple of really under performing \$5 games, but it looks like sales are low due to very low penetration:

\$5, #2480 \$20,000,000 Cash Spectacular! (holographic with fluorescent ink)

\$5, #2537 Lucky X10 (PlayFX, holographic, metallic ink)

Maybe we can increase their penetration to higher volume retailers and see if the sales will lift?

Dale

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