

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

10/24/2023

Game #	2465	Confirmed Packs	15,067
Game Name	200X Cash Blitz	Active Packs	4,296
Quantity Printed	10,031,750	Warehouse Packs	134,482
Price Point	\$20	Returned Packs	66
Start Date	1/2/2023	Printed Payout Percentage	75.13%
Top Prize	\$ 1,000,000	Percent Sold	60.72%
Number of Top Prizes Remaining	1	Number of Weeks Out	42

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

Cost to print tickets	\$ 1,083,468	Actual ticket production costs
2nd Chance Prize Allocation	\$ 5,704,000	From agreement (\$100 plus Entry prizes)
Prize payout expense	\$ 87,763,300	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 94,550,768

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 121,825,572	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u><u>\$ 121,825,572</u></u>	

Excess of Revenue over Expended **\$ 27,274,804**

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	\$	1,181,620
Next week	\$	1,186,960
Next week	\$	1,288,040
Avg Weekly Sales Current Game	\$	1,218,873
Avg Weekly Sales \$20; 5M-9.99M Qty*	\$	3,775,938
Percentage Of Variance In Sales		68%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2465	Printed Payout Percentage	75.13%
Game Name	200X Cash Blitz	Actual Payout Percentage	76.72%
Percent Sold	60.72%	Number of Weeks Out	42
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			39

* No games at the 10M-14.99M level so the 5M-9.99M 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):

Pat Bowersock

10/24/2023

Scratch Ticket Strategy Coordinator Date

Will Russ

10/25/2023

Products Manager Date

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

Robert L...

10/26/2023

Lottery Operations Division Director Date

KG

Greg

10/30/2023

Controller Date

Ray Mitchell

11/1/2023

Deputy Executive Director Date

Gay Shuf

11/1/2023

Executive Director Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 10/21/23

10/23/23

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
Mature	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/1/22			80	71.47%	9,947	7,125	89,737	46	\$1,152,006.00	\$1,144,980.00	\$1,181,544.00	\$1,112,514.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			42	64.45%	6,720	4,969	55,571	72	\$643,689.00	\$644,763.00	\$672,864.00	\$658,026.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			53	72.21%	14,772	10,909	92,889	31	\$1,150,185.00	\$1,211,292.00	\$1,237,356.00	\$1,177,011.00
	2478	\$5	7,218,525	\$100,000 JACKPOT	7/17/23			14	50.76%	7,379	3,482	29,422	2,769	\$516,490.00	\$584,825.00	\$639,815.00	\$785,530.00
	2477	\$5	7,219,050	\$200,000 COLOSSAL CASH	3/20/23			31	81.39%	6,907	3,843	4,973	183	\$463,820.00	\$468,370.00	\$454,040.00	\$394,320.00
	2463	\$5	26,138,800	50X CASH BLITZ	1/2/23			42	51.10%	8,037	3,736	168,311	165	\$552,425.00	\$612,960.00	\$641,420.00	\$693,635.00
	2498	\$5	7,218,600	CASH PAYOUT	6/19/23			18	59.84%	4,749	2,469	24,588	4,056	\$293,110.00	\$368,080.00	\$419,550.00	\$516,805.00
	2484	\$5	14,305,575	EMERALD 75	5/1/23			25	60.56%	9,795	5,664	54,536	1,317	\$733,795.00	\$818,240.00	\$845,925.00	\$921,605.00
	2488	\$5	7,310,325	HIT \$100,000	6/5/23			20	79.39%	6,954	4,139	2,002	3,132	\$662,740.00	\$729,105.00	\$848,210.00	\$917,600.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			46	75.43%	29,788	13,852	142,673	12	\$4,490,495.00	\$4,570,840.00	\$4,597,905.00	\$4,738,005.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			20	23.43%	19,570	8,818	301,469	44	\$1,764,345.00	\$1,772,035.00	\$1,833,085.00	\$1,774,240.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			18	26.11%	25,868	8,859	321,291	27	\$3,281,340.00	\$3,448,080.00	\$3,506,820.00	\$3,536,000.00
	2489	\$10	8,200,800	\$50,000,000 BLOWOUT!	6/5/23			20	59.65%	14,862	5,794	42,060	584	\$1,128,420.00	\$1,231,920.00	\$1,418,650.00	\$1,639,370.00
	2484	\$10	23,085,050	100X CASH BLITZ	1/2/23			42	45.87%	13,028	4,802	228,608	61	\$1,070,190.00	\$1,143,890.00	\$1,277,890.00	\$1,337,560.00
	2413	\$10	26,619,300	CASH BLOWOUT	3/6/23			33	32.60%	16,486	6,144	359,965	35	\$1,367,620.00	\$1,488,990.00	\$1,635,300.00	\$1,890,370.00
	2516	\$10	4,135,000	INSTANT \$1,000!	4/17/23			27	84.60%	4,966	1,097	269	4,940	\$205,840.00	\$214,060.00	\$211,290.00	\$299,590.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			37	58.37%	41,992	13,171	353,968	21	\$7,863,890.00	\$7,847,490.00	\$8,104,340.00	\$7,958,190.00
	2485	\$10	11,250,850	RUBY 75	5/1/23			25	54.41%	14,844	6,657	77,627	73	\$1,191,100.00	\$1,208,630.00	\$1,344,640.00	\$1,447,490.00
	2356	\$10	6,033,150	SUPER TICKET 777	5/15/23			23	78.41%	13,213	6,764	3,404	77	\$1,375,890.00	\$1,385,380.00	\$1,520,820.00	\$1,429,700.00
	2460	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			44	63.48%	9,804	2,340	101,536	382	\$618,000.00	\$620,320.00	\$775,440.00	\$811,060.00
	2438	\$20	19,277,675	\$1,000,000 CROSSWORD	6/6/22			72	85.41%	26,083	5,887	74,155	19	\$3,038,340.00	\$3,713,040.00	\$3,859,940.00	\$3,786,900.00
	2465	\$20	10,031,750	200X CASH BLITZ	1/2/23			42	60.72%	15,067	4,296	134,482	66	\$1,181,620.00	\$1,186,960.00	\$1,288,040.00	\$1,373,900.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			16	41.91%	29,844	7,557	148,171	43	\$2,598,920.00	\$2,761,840.00	\$3,019,640.00	\$3,221,840.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			101	66.00%	11,662	3,859	204,921	31	\$996,260.00	\$1,050,620.00	\$1,139,460.00	\$1,281,140.00
	2466	\$20	6,555,250	DIAMOND 75	5/1/23			25	57.48%	19,360	6,527	82,183	67	\$1,409,720.00	\$1,481,980.00	\$1,544,580.00	\$1,676,480.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			31	45.60%	18,957	4,139	168,158	362	\$862,080.00	\$978,420.00	\$1,083,120.00	\$1,206,480.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			20	30.75%	44,514	11,181	634,837	38	\$7,673,340.00	\$7,862,140.00	\$8,143,560.00	\$8,109,000.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			292	81.83%	9,846	4,134	229,882	60	\$1,560,240.00	\$1,650,120.00	\$1,687,200.00	\$1,670,940.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			81	79.51%	9,411	3,363	58,766	62	\$929,670.00	\$932,940.00	\$927,000.00	\$1,020,390.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			35	46.85%	15,509	5,532	157,776	110	\$1,595,700.00	\$1,655,640.00	\$1,663,590.00	\$1,752,600.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			64	70.94%	12,866	4,805	75,674	87	\$1,991,300.00	\$1,972,850.00	\$1,965,100.00	\$2,073,900.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			40	39.17%	18,637	6,146	283,430	53	\$3,823,100.00	\$3,876,350.00	\$3,896,150.00	\$3,875,300.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			33	37.51%	22,978	7,079	281,203	36	\$5,091,750.00	\$5,041,650.00	\$5,020,300.00	\$4,894,600.00

Liability for 2465 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 11/23/2022 - 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	\$20.00	403816	\$8,076,320.00	599247	\$11,984,940.00	59.74%	5993139
2	2	N/A	\$40.00	160604	\$6,424,160.00	240530	\$9,621,200.00	59.96%	6015288
3	3	N/A	\$40.00	158633	\$6,345,320.00	242674	\$9,706,960.00	60.47%	6066290
4	4	N/A	\$50.00	160230	\$8,011,500.00	241164	\$12,058,200.00	60.08%	6027237
5	5	N/A	\$100.00	40155	\$4,015,500.00	60187	\$6,018,700.00	59.98%	6017230
6	6	N/A	\$100.00	39636	\$3,963,600.00	60731	\$6,073,100.00	60.51%	6070104
7	7	N/A	\$100.00	39580	\$3,958,000.00	60775	\$6,077,500.00	60.56%	6075228
8	8	N/A	\$100.00	39611	\$3,961,100.00	60595	\$6,059,500.00	60.47%	6066242
9	0	N/A	\$200.00	3317	\$663,400.00	5038	\$1,007,600.00	60.30%	6049067
10	0	N/A	\$200.00	11564	\$2,312,800.00	17754	\$3,550,800.00	60.56%	6074892
11	0	N/A	\$200.00	6642	\$1,328,400.00	10094	\$2,018,800.00	60.31%	6050459
12	0	N/A	\$200.00	9296	\$1,859,200.00	14125	\$2,825,000.00	60.31%	6050060
13	0	N/A	\$200.00	6597	\$1,319,400.00	10154	\$2,030,800.00	60.62%	6080973
14	0	N/A	\$200.00	3311	\$662,200.00	5077	\$1,015,400.00	60.53%	6071911
15	0	N/A	\$200.00	1963	\$392,600.00	3034	\$606,800.00	60.72%	6090920
16	0	N/A	\$500.00	333	\$166,500.00	502	\$251,000.00	60.12%	6031064
17	0	N/A	\$500.00	840	\$420,000.00	1266	\$633,000.00	60.11%	6030482
18	0	N/A	\$500.00	972	\$486,000.00	1556	\$778,000.00	61.55%	6174605
19	0	N/A	\$500.00	1004	\$502,000.00	1513	\$756,500.00	60.11%	6030209
20	0	N/A	\$500.00	968	\$484,000.00	1559	\$779,500.00	61.69%	6188958
21	0	N/A	\$2,000.00	40	\$80,000.00	43	\$86,000.00	51.81%	5197171
22	0	N/A	\$2,000.00	42	\$84,000.00	41	\$82,000.00	49.40%	4955442
23	0	N/A	\$2,000.00	30	\$60,000.00	53	\$106,000.00	63.86%	6405816
24	0	N/A	\$2,000.00	35	\$70,000.00	48	\$96,000.00	57.83%	5801493
25	0	N/A	\$20,000.00	4	\$80,000.00	1	\$20,000.00	20.00%	2006350
26	0	N/A	\$20,000.00	10	\$200,000.00	9	\$180,000.00	47.37%	4751881
27	0	N/A	\$20,000.00	10	\$200,000.00	9	\$180,000.00	47.37%	4751881
28	0	N/A	\$20,000.00	7	\$140,000.00	8	\$160,000.00	53.33%	5350266
29	0	N/A	\$1,000,000.00	1	\$1,000,000.00	1	\$1,000,000.00	50.00%	5015875
30	0	N/A	\$1,000,000.00	0	\$0.00	2	\$2,000,000.00	100.00%	10031750
Totals:				1089251	\$57,266,000.00	1,637,790	\$87,763,300.00		

TICKET QUANTITY: 10,031,750
POC: -
PAC: DocuSign
PACKS / POOL: 25
POOL SIZE: 120,000

Ticket ID: D1BE262A-9C02-489C-AAFB-4946AB4C4283

PRIZE STRUCTURE:
200X Cash Blitz
Texas Lottery Game # 2465
IGT Job # 016076
Version 4 dated May 25, 2022

REVENUE: \$200,635,000
PRIZE FUND: \$150,733,300
PERCENTAGE: 75.1281182%
INSTANT FUND: \$145,029,300
INSTANT-WIN PAYOUT: 72.2851447%

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 25 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$20	1	\$20	10.00	1,003,063	12,000	2.50	\$20,061,260	13.31%	Low Tier: 13.31%
2	G	\$40	1	\$40	25.01	401,134	4,800	1.00	\$16,043,360	10.64%	
3	G	\$20 x 2	2	\$40	25.00	401,307	4,800	1.00	\$16,052,280	10.65%	
4	G	\$50	1	\$50	24.99	401,394	4,800	1.00	\$20,069,700	13.31%	
5	G	\$100	1	\$100	99.98	100,342	1,200	0.25	\$10,034,200	6.66%	
6	G	\$20 x 5	5	\$100	99.95	100,367	1,200	0.25	\$10,036,700	6.66%	
7	G	(\$40 x 2) + \$20	3	\$100	99.96	100,355	1,200	0.25	\$10,035,500	6.66%	
8	G	(\$20 x 3) + \$40	4	\$100	100.11	100,206	1,200	0.25	\$10,020,600	6.65%	: 61.23%
9	M	\$200	1	\$200	1,200.69	8,355	100		\$1,671,000	1.11%	
10	M	\$20 (10X)	1	\$200	342.17	29,318	351		\$5,863,600	3.89%	
11	M	\$20 x 10	10	\$200	\$99.41	16,736	200		\$3,347,200	2.22%	
12	M	\$50 x 4	4	\$200	428.32	23,421	280		\$4,684,200	3.11%	
13	M	(\$50 x 2) + (\$20 x 5)	7	\$200	\$98.87	16,751	200		\$3,350,200	2.22%	
14	M	\$40 x 5	5	\$200	1,195.96	8,388	100		\$1,677,600	1.11%	
15	M	\$100 x 2	2	\$200	2,007.55	4,997	60		\$999,400	0.66%	
16	M	\$500	1	\$500	12,014.07	835	10		\$417,500	0.28%	
17	M	(\$20 (10X) x 2) + (\$20 x 5)	7	\$500	4,763.41	2,106	25		\$1,053,000	0.70%	
18	M	\$40 (10X) + (\$20 x 5)	6	\$500	3,968.26	2,528	30		\$1,264,000	0.84%	
19	M	\$20 (20X) + (\$40 x 2) + \$20	4	\$500	3,985.60	2,517	30		\$1,258,500	0.83%	
20	M	\$20 x 25	25	\$500	3,969.83	2,527	30		\$1,263,500	0.84%	Mid Tier: 17.81%
21	H	\$2,000	1	\$2,000	120,864.46	83	1		\$166,000	0.11%	
22	H	\$20 (50X) + \$50 (10X) + \$40 (10X) + (\$20 x 5)	8	\$2,000	120,864.46	83	1		\$166,000	0.11%	
23	H	\$40 (20X) + \$20 (20X) + (\$20 (10X) x 2) + (\$50 x 2) + (\$40 x 5) + (\$20 x 5)	16	\$2,000	120,864.46	83	1		\$166,000	0.11%	
24	H	(\$50 x 20) + (\$100 x 10)	30	\$2,000	120,864.46	83	1		\$166,000	0.11%	
25	H	\$20,000	1	\$20,000	2,006,350.00	5			\$100,000	0.07%	
26	H	\$20 (200X) + \$40 (100X) + (\$50 (50X) x 2) + \$100 (20X) + \$200 (10X) + (\$100 x 10) + (\$500 x 4)	20	\$20,000	527,986.84	19			\$380,000	0.25%	
27	H	\$50 (200X) + (\$100 (10X) x 5) + \$50 (20X) + \$20 (100X) + (\$500 x 2) + (\$50 x 20)	30	\$20,000	527,986.84	19			\$380,000	0.25%	
28	H	\$200 (10X) + \$100 (20X) + \$50 (100X) + \$40 (200X) + \$20 (50X) + (\$200 x 5) + (\$100 x 10)	20	\$20,000	668,783.33	15			\$300,000	0.20%	
29	H	\$1,000,000	1	\$1,000,000	5,015,875.00	2			\$2,000,000	1.33%	
30	H	(\$2,000 (100X) x 2) + (\$500 (200X) x 2) + (\$200 (50X) x 10) + (\$100 (200X) x 10) + (\$20,000 x 4) + (\$100 (100X) x 2)	30	\$1,000,000	5,015,875.00	2			\$2,000,000	1.33%	High Tier: 3.86%
TOTAL CASH PRIZES				1 in 2 Decimals: 3.68 1 in 4 Decimals: 3.6786	2,727,041	32,620	6.50		\$145,029,300	96.22%	
SECOND CHANCE DRAWINGS											
SECOND CHANCE				\$460.00	12,400				\$5,704,000.00	3.78%	
SUB TOTAL					12,400				\$5,704,000.00	3.78%	
TOTAL CASH & SECOND CHANCE PRIZES					2,739,441				\$150,733,300	100.00%	

200X Cash Blitz
Texas Lottery Game # 2465
IGT Job # 016076
Version 4 dated May 25, 2022

Consolidated odds are 1 in:

\$20	10.00	1,003,063
\$40	12.50	802,441
\$50	24.99	401,394
\$100	25.00	401,270
\$200	92.92	107,966
\$500	954.22	10,513
\$2,000	30,216.11	332
\$20,000	172,961.21	58
\$1,000,000	2,507,937.50	4
		2,727,041



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.

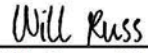
Vendor Name	IGT
P.O. Number (if applicable)	362-22-9009RL025RV1
Invoice Number	90131161
Tx Game Name	Game #2465 200X Cash Blitz
Invoice Amount	\$1,083,468.46

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)

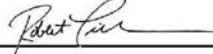
12/5/2022
 Date

JB 12/5/2022


 Will Russ (Products Manager)

12/6/2022
 Date




 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

BILL TO: 20318
Texas Lottery Commission
Gary Grief, Executive Director
611 East 6th Street
Austin TX 78701

INVOICE

INVOICE NUMBER: 90131161
DATE : December 1, 2022

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2465	118710 010	Game 2465 200X CASH BLITZ - TRK 1	2,014,025 PC	0.02911	58,628.27
002 GAME 2465	118710 020	Option 2465 Holographic Stock	2,014,025 PC	0.06000	120,841.50
003 GAME 2465	118710 030	Option 2465 Fluorescent Ink 806	2,014,025 PC	0.00280	5,639.27
004 GAME 2465	118710 040	Option 2465 Fluorescent Ink 803	2,014,025 PC	0.00280	5,639.27
005 GAME 2465	118710 050	Option 2465 Full UV	2,014,025 PC	0.00320	6,444.88
006 GAME 2465	118710 060	Option 2465 Integrated Graphic Ove	2,014,025 PC	0.00680	13,695.37
007 GAME 2465	118710 070	Game 2465 200X CASH BLITZ - TRK 2	2,020,875 PC	0.02911	58,827.67
008 GAME 2465	118710 080	Option 2465 Holographic Stock	2,020,875 PC	0.06000	121,252.50
009 GAME 2465	118710 090	Option 2465 Fluorescent Ink 806	2,020,875 PC	0.00280	5,658.45
010 GAME 2465	118710 100	Option 2465 Fluorescent Ink 803	2,020,875 PC	0.00280	5,658.45
011 GAME 2465	118710 110	Option 2465 Full UV	2,020,875 PC	0.00320	6,466.80
012 GAME 2465	118710 120	Option 2465 Integrated Graphic Ove	2,020,875 PC	0.00680	13,741.95
013 GAME 2465	118710 130	Game 2465 200X CASH BLITZ - TRK 3	1,967,425 PC	0.02911	57,271.74

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
014 GAME 2465	118710 140	Option 2465 Holographic Stock	1,967,425 PC	0.06000	118,045.50
015 GAME 2465	118710 150	Option 2465 Fluorescent Ink 806	1,967,425 PC	0.00280	5,508.79
016 GAME 2465	118710 160	Option 2465 Fluorescent Ink 803	1,967,425 PC	0.00280	5,508.79
017 GAME 2465	118710 170	Option 2465 Full UV	1,967,425 PC	0.00320	6,295.76
018 GAME 2465	118710 180	Option 2465 Integrated Graphic Ove	1,967,425 PC	0.00680	13,378.49
019 GAME 2465	118710 190	Game 2465 200X CASH BLITZ - TRK 4	2,017,975 PC	0.02911	58,743.25
020 GAME 2465	118710 200	Option 2465 Holographic Stock	2,017,975 PC	0.06000	121,078.50
021 GAME 2465	118710 210	Option 2465 Fluorescent Ink 806	2,017,975 PC	0.00280	5,650.33
022 GAME 2465	118710 220	Option 2465 Fluorescent Ink 803	2,017,975 PC	0.00280	5,650.33
023 GAME 2465	118710 230	Option 2465 Full UV	2,017,975 PC	0.00320	6,457.52
024 GAME 2465	118710 240	Option 2465 Integrated Graphic Ove	2,017,975 PC	0.00680	13,722.23
025 GAME 2465	118710 250	Game 2465 200X CASH BLITZ - TRK 5	2,011,450 PC	0.02911	58,553.31
026 GAME 2465	118710 260	Option 2465 Holographic Stock	2,011,450 PC	0.06000	120,687.00
027 GAME 2465	118710 270	Option 2465 Fluorescent Ink 806	2,011,450 PC	0.00280	5,632.06
028 GAME 2465	118710 280	Option 2465 Fluorescent Ink 803	2,011,450 PC	0.00280	5,632.06
029 GAME 2465	118710 290	Option 2465 Full UV	2,011,450 PC	0.00320	6,436.64
030 GAME 2465	118710 300	Option 2465 Integrated Graphic Ove	2,011,450 PC	0.00680	13,677.86
031 GAME 2465	118710 310	Inserts 2465			33,043.92

Continued...

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 1,083,468.46

REMARKS:
Unrounded Invoice Total \$1,083,468.4625

PAYMENT TERMS:
Due within 30 days

REMITTANCE:



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:

©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: 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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