

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

11/27/2023

Game #	2491	Confirmed Packs	5,060
Game Name	Ruby Mine 9X	Active Packs	2,536
Quantity Printed	7,221,225	Warehouse Packs	1,377
Price Point	\$5	Returned Packs	4,704
Start Date	7/31/2023	Printed Payout Percentage	68.00%
Top Prize	\$ 100,000	Percent Sold	81.76%
Number of Top Prizes Remaining	1	Number of Weeks Out	17

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

Cost to print tickets	\$ 541,835	Actual ticket production costs
Prize payout expense	\$ 19,756,510	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 20,298,345

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 29,520,368	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 29,520,368

Excess of Revenue over Expended **\$ 9,222,023**

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	\$	469,220
Next week	\$	555,365
Next week	\$	641,745
Avg Weekly Sales Current Game	\$	555,443
Avg Weekly Sales \$5; 5M-9.99M	\$	2,103,552
Percentage Of Variance In Sales		74%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2491	Printed Payout Percentage	68.00%
Game Name	Ruby Mine 9X	Actual Payout Percentage	66.93%
Percent Sold	81.76%	Number of Weeks Out	17
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			16

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):



11/27/2023

Scratch Ticket Strategy Coordinator Date



11/28/2023

Products Manager Date

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



11/30/2023

Lottery Operations Division Director Date



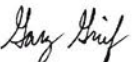
12/4/2023

Controller Date



12/4/2023

Deputy Executive Director Date



12/4/2023

Executive Director Date

2/3

Liability for 2491 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 11/04/2022 - 12/31/2037

Outstanding Prizes

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$5.00	162542	\$812,710.00	607776	\$3,038,880.00	78.90%	5697500
2	2	N/A	\$10.00	57595	\$575,950.00	231254	\$2,312,540.00	80.06%	5781350
3	3	N/A	\$10.00	114270	\$1,142,700.00	463401	\$4,634,010.00	80.22%	5792783
4	4	N/A	\$20.00	18569	\$371,380.00	77690	\$1,553,800.00	80.71%	5828202
5	5	N/A	\$20.00	18993	\$379,860.00	77314	\$1,546,280.00	80.28%	5797104
6	0	N/A	\$50.00	4539	\$226,950.00	19534	\$976,700.00	81.14%	5859652
7	0	N/A	\$50.00	4560	\$228,000.00	19462	\$973,100.00	81.02%	5850448
8	0	N/A	\$50.00	4430	\$221,500.00	19652	\$982,600.00	81.60%	5892845
9	0	N/A	\$50.00	4536	\$226,800.00	19570	\$978,500.00	81.18%	5862414
10	0	N/A	\$100.00	110	\$11,000.00	488	\$48,800.00	81.61%	5892906
11	0	N/A	\$100.00	1123	\$112,300.00	4890	\$489,000.00	81.32%	5872574
12	0	N/A	\$100.00	1085	\$108,500.00	4474	\$447,400.00	80.48%	5811793
13	0	N/A	\$100.00	215	\$21,500.00	986	\$98,600.00	82.10%	5928499
14	0	N/A	\$100.00	910	\$91,000.00	3909	\$390,900.00	81.12%	5857598
15	0	N/A	\$100.00	215	\$21,500.00	990	\$99,000.00	82.16%	5932790
16	0	N/A	\$100.00	892	\$89,200.00	3944	\$394,400.00	81.56%	5889270
17	0	N/A	\$500.00	11	\$5,500.00	49	\$24,500.00	81.67%	5897333
18	0	N/A	\$500.00	27	\$13,500.00	150	\$75,000.00	84.75%	6119682
19	0	N/A	\$500.00	36	\$18,000.00	201	\$100,500.00	84.81%	6124330
20	0	N/A	\$1,000.00	1	\$1,000.00	9	\$9,000.00	90.00%	6499102
21	0	N/A	\$1,000.00	11	\$11,000.00	68	\$68,000.00	86.08%	6215737
22	0	N/A	\$1,000.00	5	\$5,000.00	15	\$15,000.00	75.00%	5415918
23	0	N/A	\$100,000.00	1	\$100,000.00	5	\$500,000.00	83.33%	6017687
Totals:				394676	\$4,794,850.00	1,555,831	\$19,756,510.00		

TICKET QUANTITY: 7,221,225

PC DocuSign Envelope ID: FFF80987-1104-4E71-AB09-2689423C4E74

PACKS / GAME: 96,283

PACKS / POOL: 1,600

PACK SIZE: 75

POOL SIZE: 120,000

MIN QUANTITY 7,056,000

7,344,000

PRIZE STRUCTURE

Ruby Mine 9X

Texas Lottery Game # 2491

IGT Job # 016070

Version 3 dated September 8, 2022

RETAIL PRICE: \$5.00

REVENUE: \$36,106,125

PRIZE FUND: \$24,551,360

PERCENTAGE: 67.9977705%

INSTANT FUND: \$24,551,360

INSTANT-WIN PAYOUT: 68.00%

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 75 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$5	1	\$5	9.37	770,318	12,800	8.00	\$3,851,590	15.69%	
2	L	\$10	1	\$10	25.00	288,849	4,800	3.00	\$2,888,490	11.77%	
3	L	\$5 x 2	2	\$10	12.50	577,671	9,600	6.00	\$5,776,710	23.53%	
4	L	\$20	1	\$20	75.02	96,259	1,600	1.00	\$1,925,180	7.84%	
5	L	\$5 (3X) + \$5	2	\$20	74.98	96,307	1,600	1.00	\$1,926,140	7.85%	Low Tier: 66.67%
6	M	\$50	1	\$50	299.97	24,073	400	0.25	\$1,203,650	4.90%	
7	M	\$5 (3X) + \$5 (6X) + \$5	3	\$50	300.61	24,022	400	0.25	\$1,201,100	4.89%	
8	M	\$20 + (\$5 x 4) + \$10	6	\$50	299.86	24,082	400	0.25	\$1,204,100	4.90%	
9	M	\$5 (9X) + \$5	2	\$50	299.56	24,106	400	0.25	\$1,205,300	4.91%	
10	M	\$100	1	\$100	12,075.63	598	10		\$59,800	0.24%	
11	M	\$X) + \$5 (6X) + (\$10 x 2)	5	\$100	1,200.94	6,013	100		\$601,300	2.45%	
12	M	(9X) + \$10 (3X) + (\$5 x	7	\$100	1,299.02	5,559	92		\$555,900	2.26%	
13	M	\$10 x 10	10	\$100	6,012.68	1,201	20		\$120,100	0.49%	
14	M	(3X) + (\$10 x 2) + (\$5 x	7	\$100	1,498.49	4,819	80		\$481,900	1.96%	
15	M	+ \$20 + (\$10 x 2) + (\$5	6	\$100	5,992.72	1,205	20		\$120,500	0.49%	
16	M	(\$5 x 17) + \$5 (3X)	18	\$100	1,493.22	4,836	80		\$483,600	1.97%	
17	M	\$500	1	\$500	120,353.75	60	1		\$30,000	0.12%	
18	M	\$10 (6X) x 2) + (\$20 (3X	11	\$500	40,797.88	177	3		\$88,500	0.36%	
19	M	(6X) + \$50 (3X) + (\$10	12	\$500	30,469.30	237	4		\$118,500	0.48%	Mid Tier: 30.44%
20	H	\$1,000	1	\$1,000	722,122.50	10			\$10,000	0.04%	
21	H	) x 4) + (\$20 x 7) + (\$50	18	\$1,000	91,407.91	79	1		\$79,000	0.32%	
22	H	(6X) + (\$50 x 2) + \$20	11	\$1,000	361,061.25	20			\$20,000	0.08%	
23	H	\$100,000	1	\$100,000	1,203,537.50	6			\$600,000	2.44%	High Tier: 2.89%
TOTAL CASH PRIZES					1 in 2 Decimals: 3.70 1 in 4 Decimals: 3.7022	1,950,507	32,411	20.00	\$24,551,360	100.00%	



INTEROFFICE MEMO

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

Payment Approval

November 8, 2022

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

Vendor Name	IGT
P.O. Number (if applicable)	362-23-9009RL002
Invoice Number	90130525
Tx Game Name	Game #2491 Ruby Mine 9X
Invoice Amount	\$541,835.15

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

A handwritten signature in cursive script, appearing to read "Dale Bowersock".

Dale Bowersock (Scratch Ticket Strategy Coordinator)

11/9/2022

Date

JB



11/9/2022

A handwritten signature in cursive script, appearing to read "Will Russ".

Will Russ (Products Manager)

11/14/2022

Date

A handwritten signature in cursive script, appearing to read "Robert Tirloni".

Robert Tirloni (Lottery Operations Division Director)

11/18/2022

Date

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

November 18, 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
Fax 401 392-1234

INVOICE

INVOICE NUMBER: 90130525
DATE : November 2, 2022

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

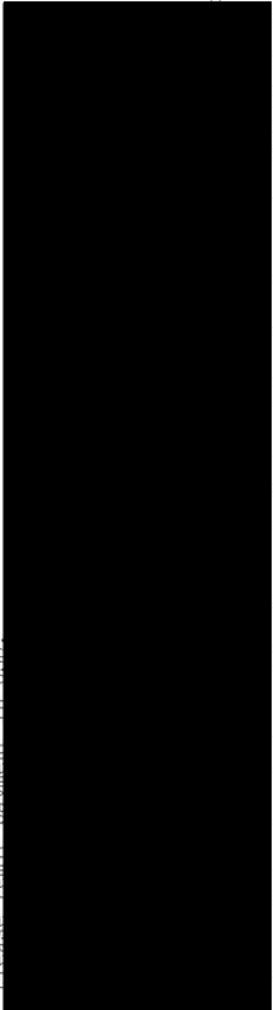
INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2491	117762 010	Game 2491 RUBY MINE 9X - TRK 1	2,397,825 PC	0.02274	54,526.54
002 GAME 2491	117762 020	Option 2491 Holographic stock	2,397,825 PC	0.04800	115,095.60
003 GAME 2491	117762 030	Option 2491 Full UV	2,397,825 PC	0.00256	6,138.43
004 GAME 2491	117762 040	Game 2491 RUBY MINE 9X - TRK 2	2,388,600 PC	0.02274	54,316.76
005 GAME 2491	117762 050	Option 2491 Holographic stock	2,388,600 PC	0.04800	114,652.80
006 GAME 2491	117762 060	Option 2491 Full UV	2,388,600 PC	0.00256	6,114.82
007 GAME 2491	117762 070	Game 2491 RUBY MINE 9X - TRK 3	2,434,800 PC	0.02274	55,367.35
008 GAME 2491	117762 080	Option 2491 Holographic stock	2,434,800 PC	0.04800	116,870.40
009 GAME 2491	117762 090	Option 2491 Full UV	2,434,800 PC	0.00256	6,233.09
010 GAME 2491	117762 100	Inserts Holographic Foil			12,519.36
TOTAL AMOUNT DUE				USD	541,835.15

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
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REMARKS:
Unrounded Invoice Total \$541,835.1525

PAYMENT TERMS:
Due within 30 days

REMITTANCE:
Please remit payment in USD:



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

Bowersock, Dale

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Monday, November 27, 2023 1:39 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: December 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,

We would like to remove the \$30 Premier Cash (#2387) off of the list of Pre-Call games. The remaining games are fine. Please let me know any questions.

Thanks,
 Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, November 27, 2023 8:31 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: December 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 and the proposed close dates:

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	11/25/23	11/18/24
2272	\$1	10,038,450	MAD MONEY	7/3/23			21	70.04%	6,538	2,867	8,103	1,034	\$126,506.00	\$123,110.00
2483	\$1	16,477,800	TOPAZ 7S	5/1/23			30	74.17%	6,859	3,830	15,220	413	\$179,283.00	\$191,110.00
2478	\$5	7,218,525	\$100,000 JACKPOT	7/17/23			19	55.21%	3,919	1,950	29,355	5,524	\$242,710.00	\$277,410.00
2488	\$5	7,310,325	HIT \$100,000	6/5/23			25	85.06%	3,289	1,889	1,837	5,450	\$297,480.00	\$353,110.00
2491	\$5	7,221,225	RUBY MINE 6X	7/31/23			17	81.76%	5,060	2,536	1,377	4,704	\$469,220.00	\$555,310.00
2356	\$10	6,033,150	SUPER TICKET 777	5/15/23			28	87.80%	6,125	3,822	1,693	871	\$849,850.00	\$1,041,210.00
2480	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			49	65.08%	6,785	1,726	100,903	148	\$438,480.00	\$489,810.00
2387	\$30	9,009,725	PREMIER CASH	4/4/22			86	81.13%	8,366	3,210	54,408	40	\$811,410.00	\$847,510.00

Close dates:

Pre-Call Date	Call Date	EOG Date	
Friday, December 8, 2023	Sunday, January 7, 2024	Wednesday, February 21, 2024	Monday, March 11, 2024

Please let me know if you have any concerns with these closures. Reminder: The Call Date won't be until 1/7/24.

Dale Bowersock

Scratch Ticket Strategy Coordinator
Texas Lottery Commission
(800) 375-6886, ext. 5166

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