

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/22/2024

| | | | |
|--------------------------------|------------------|---------------------------|--------|
| Game # | 2533 | Confirmed Packs | 1,605 |
| Game Name | The Perfect Gift | Active Packs | 604 |
| Quantity Printed | 6,120,000 | Warehouse Packs | 2,630 |
| Price Point | \$10 | Returned Packs | 11,858 |
| Start Date | 10/30/2023 | Printed Payout Percentage | 70.00% |
| Top Prize | \$ 250,000 | Percent Sold | 85.22% |
| Number of Top Prizes Remaining | 1 | Number of Weeks Out | 25 |

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

| | | |
|-----------------------|---------------|--|
| Cost to print tickets | \$ 758,530 | Actual ticket production costs |
| Prize payout expense | \$ 35,491,500 | Data from Instant Ticket Tier Liability screen in ES |

| | |
|-------------------------------|----------------------|
| Estimated Direct Costs | \$ 36,250,030 |
|-------------------------------|----------------------|

TANGIBLE BENEFITS**Revenue Impact:**

| | | |
|---------------------------------|----------------------|---|
| Estimated sales | \$ 52,154,640 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
| Total Estimated Benefits | \$ 52,154,640 | |

| | |
|--|----------------------|
| Excess of Revenue over Expended | \$ 15,904,610 |
|--|----------------------|

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 | \$ | 116,320 |
| Next week | \$ | 129,100 |
| Next week | \$ | 185,380 |
| | | |
| Avg Weekly Sales Current Game | \$ | 143,600 |
| Avg Weekly Sales \$10; 5M-9.99M | \$ | 2,234,215 |
| Percentage Of Variance In Sales | | 94% |

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

| | | | |
|---|------------------|---------------------------|--------|
| Game # | 2533 | Printed Payout Percentage | 70.00% |
| Game Name | The Perfect Gift | Actual Payout Percentage | 68.05% |
| Percent Sold | 85.22% | Number of Weeks Out | 25 |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run. | | | 26 |

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):

Dale Bowersock

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.

Not Required - >85% Sell Through

Lottery Operations Division Director Date

Not Required - >85% Sell Through

Controller Date

N/A

N/A

Deputy Executive Director Date

Not Required - >85% Sell Through

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 2533 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 09/28/2023 - 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 | 132172 | \$1,321,720.00 | 577615 | \$5,776,150.00 | 81.38% | 4980372 |
| 2 | 2 | N/A | \$20.00 | 73507 | \$1,470,140.00 | 342720 | \$6,854,400.00 | 82.34% | 5039188 |
| 3 | 0 | N/A | \$25.00 | 43342 | \$1,083,550.00 | 201476 | \$5,036,900.00 | 82.30% | 5036529 |
| 4 | 0 | N/A | \$50.00 | 8341 | \$417,050.00 | 40608 | \$2,030,400.00 | 82.96% | 5077140 |
| 5 | 0 | N/A | \$50.00 | 7899 | \$394,950.00 | 41099 | \$2,054,950.00 | 83.88% | 5133390 |
| 6 | 0 | N/A | \$50.00 | 4025 | \$201,250.00 | 20428 | \$1,021,400.00 | 83.54% | 5112638 |
| 7 | 0 | N/A | \$100.00 | 4332 | \$433,200.00 | 21233 | \$2,123,300.00 | 83.05% | 5082963 |
| 8 | 0 | N/A | \$100.00 | 4981 | \$498,100.00 | 25543 | \$2,554,300.00 | 83.68% | 5121319 |
| 9 | 0 | N/A | \$100.00 | 5160 | \$516,000.00 | 25475 | \$2,547,500.00 | 83.16% | 5089179 |
| 10 | 0 | N/A | \$200.00 | 446 | \$89,200.00 | 2125 | \$425,000.00 | 82.65% | 5058343 |
| 11 | 0 | N/A | \$200.00 | 839 | \$167,800.00 | 4248 | \$849,600.00 | 83.51% | 5110627 |
| 12 | 0 | N/A | \$200.00 | 1075 | \$215,000.00 | 5613 | \$1,122,600.00 | 83.93% | 5136297 |
| 13 | 0 | N/A | \$500.00 | 89 | \$44,500.00 | 432 | \$216,000.00 | 82.92% | 5074548 |
| 14 | 0 | N/A | \$500.00 | 69 | \$34,500.00 | 439 | \$219,500.00 | 86.42% | 5288740 |
| 15 | 0 | N/A | \$500.00 | 83 | \$41,500.00 | 434 | \$217,000.00 | 83.95% | 5137485 |
| 16 | 0 | N/A | \$500.00 | 78 | \$39,000.00 | 433 | \$216,500.00 | 84.74% | 5185831 |
| 17 | 0 | N/A | \$1,000.00 | 19 | \$19,000.00 | 61 | \$61,000.00 | 76.25% | 4666500 |
| 18 | 0 | N/A | \$1,000.00 | 51 | \$51,000.00 | 258 | \$258,000.00 | 83.50% | 5109902 |
| 19 | 0 | N/A | \$1,000.00 | 51 | \$51,000.00 | 262 | \$262,000.00 | 83.71% | 5122811 |
| 20 | 0 | N/A | \$5,000.00 | 0 | \$0.00 | 11 | \$55,000.00 | 100.00% | 6120000 |
| 21 | 0 | N/A | \$5,000.00 | 0 | \$0.00 | 10 | \$50,000.00 | 100.00% | 6120000 |
| 22 | 0 | N/A | \$5,000.00 | 2 | \$10,000.00 | 8 | \$40,000.00 | 80.00% | 4896000 |
| 23 | 0 | N/A | \$250,000.00 | 1 | \$250,000.00 | 6 | \$1,500,000.00 | 85.71% | 5245714 |
| Totals: | | | | 286562 | \$7,348,460.00 | 1,310,537 | \$35,491,500.00 | | |

NO. OF TICKETS: 6,120,000

NO. POOLS: 51.00

PACK SIZE: 50

PACKS/POOL: 2,400

PACKS/GAME: 122,400

Minimum: 5,880,000

Maximum: 6,120,000

TEXAS LOTTERY COMMISSION

"THE PERFECT GIFT" - GAME NO. 2533

END OF PRODUCTION PRIZE STRUCTURE

30-Aug-23

| 6,120,000 | | | | \$10 TICKETS | | \$61,200,000 | REVENUE | PRIZE FUND | \$42,839,960 | PAYOUT % | 70.00% | |
|---|------------|-----------|------------------------------|-------------------|-----------|---------------|------------------------|---------------------------|-------------------------------|--------------|--------------------------|------------------------|
| PRIZE LEVEL | PRIZE CODE | TIER CODE | GET: | # OF WAYS TO WIN: | WIN: | ODDS OF 1 IN: | WINNERS IN 51.00 POOLS | WINNERS IN 50 (PER PACK*) | WINNERS IN 120,000 (Per Pool) | PRIZE COST | PERCENT OF PRIZE FUND ** | VALIDATION TIER LEVELS |
| 1 | 1 | L | \$10 | 1 | \$10 | 8.62 | 709,787 | 5.800 | 13,920.000 | \$7,097,870 | 16.57% | LOW-TIER |
| 2 | 2 | L | \$20 | 1 | \$20 | 14.70 | 416,227 | 3.400 | 8,160.000 | \$8,324,540 | 19.43% | |
| 3 | 0 | M | \$25 | 1 | \$25 | 25.00 | 244,818 | 2.000 | 4,800.000 | \$6,120,450 | 14.29% | **** |
| 4 | 0 | M | \$50 | 1 | \$50 | 125.03 | 48,949 | 0.400 | 960.000 | \$2,447,450 | 5.71% | **** |
| 5 | 0 | M | \$10"5X" | 1 | \$50 | 124.90 | 48,998 | 0.400 | 960.000 | \$2,449,900 | 5.72% | **** |
| 6 | 0 | M | \$25 x 2 | 2 | \$50 | 250.28 | 24,453 | 0.200 | 480.000 | \$1,222,650 | 2.85% | **** |
| 7 | 0 | M | \$100 | 1 | \$100 | 239.39 | 25,565 | 0.208 | 500.000 | \$2,556,500 | 5.97% | |
| 8 | 0 | M | \$20"5X" | 1 | \$100 | 200.50 | 30,524 | 0.250 | 600.000 | \$3,052,400 | 7.13% | |
| 9 | 0 | M | \$10"10X" | 1 | \$100 | 199.77 | 30,635 | 0.250 | 600.000 | \$3,063,500 | 7.15% | |
| 10 | 0 | M | \$200 | 1 | \$200 | 2,380.40 | 2,571 | 0.021 | 50.000 | \$514,200 | 1.20% | |
| 11 | 0 | M | \$20"10X" | 1 | \$200 | 1,203.07 | 5,087 | 0.042 | 100.000 | \$1,017,400 | 2.37% | |
| 12 | 0 | M | \$10 x 10 + \$20 x 5 | 15 | \$200 | 915.07 | 6,688 | 0.055 | 131.000 | \$1,337,600 | 3.12% | |
| 13 | 0 | M | \$500 | 1 | \$500 | 11,746.64 | 521 | 0.004 | 10.0000 | \$260,500 | 0.61% | |
| 14 | 0 | M | \$100"5X" | 1 | \$500 | 12,047.24 | 508 | 0.004 | 10.0000 | \$254,000 | 0.59% | |
| 15 | 0 | M | \$50"10X" | 1 | \$500 | 11,837.52 | 517 | 0.004 | 10.0000 | \$258,500 | 0.60% | MID-TIER |
| 16 | 0 | M | \$20 x 10 + \$50 x 4 + \$100 | 15 | \$500 | 11,976.52 | 511 | 0.004 | 10.0000 | \$255,500 | 0.60% | 57.91% |
| 17 | 0 | H | \$1,000 | 1 | \$1,000 | 76,500.00 | 80 | 0.001 | 1.5686 | \$80,000 | 0.19% | |
| 18 | 0 | H | \$100"10X" | 1 | \$1,000 | 19,805.83 | 309 | 0.003 | 6.0588 | \$309,000 | 0.72% | |
| 19 | 0 | H | \$200"5X" | 1 | \$1,000 | 19,552.72 | 313 | 0.003 | 6.1373 | \$313,000 | 0.73% | |
| 20 | 0 | H | \$500"10X" | 1 | \$5,000 | 556,363.64 | 11 | 0.000 | 0.2157 | \$55,000 | 0.13% | |
| 21 | 0 | H | \$100 x 10 + \$200 x 20 | 30 | \$5,000 | 612,000.00 | 10 | 0.000 | 0.1961 | \$50,000 | 0.12% | |
| 22 | 0 | H | \$5,000 | 1 | \$5,000 | 612,000.00 | 10 | 0.000 | 0.1961 | \$50,000 | 0.12% | HIGH-TIER |
| 23 | 0 | H | \$250,000 | 1 | \$250,000 | 874,285.71 | 7 *** | 0.000 | 0.1373 | \$1,750,000 | 4.08% | 6.09% |
| | | | | | | 3.83 | 1,597,099 | 13.048 | 31,315.510 | \$42,839,960 | 100.00% | 100.00% |
| | | | | | | 3.8319 | | | | | | |
| Note: "5X" = win 5 TIMES the prize by revealing one (1) "WREATH" Play Symbol. | | | | | | | | | | | | |
| Note: "10X" = win 10 TIMES the prize by revealing one (1) "TREE" Play Symbol. | | | | | | | | | | | | |

Consolidated odds are 1 in:

| | | |
|-----------|------------|-----------|
| \$10 | 8.62 | 709,787 |
| \$20 | 14.70 | 416,227 |
| \$25 | 25.00 | 244,818 |
| \$50 | 50.00 | 122,400 |
| \$100 | 70.57 | 86,724 |
| \$200 | 426.60 | 14,346 |
| \$500 | 2,975.21 | 2,057 |
| \$1,000 | 8,717.95 | 702 |
| \$5,000 | 197,419.35 | 31 |
| \$250,000 | 874,285.71 | 7 |
| | | 1,597,099 |

* Each of the following GLEPS will be used in approximately 20% of each pack of 50 tickets.

** Numbers are rounded.

*** This Number of prizes is guaranteed delivery to the Lottery.

**** The \$25 and \$50 prizes are included in the GLEPS but should be programmed as Mid-Tier prizes and not part of the Low-Tier file.

| | |
|---|-------------------------------|
| CALLOUT: (Information that appears on ticket front) | Not applicable for this game. |
|---|-------------------------------|



INTEROFFICE MEMO

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

Payment Approval

October 2, 2023

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

| | |
|-----------------------------|--------------------------|
| Vendor Name | Pollard Banknote Limited |
| P.O. Number (if applicable) | 362-23-9010RL025 |
| Tx Game #/ Name | #2533 The Perfect Gift |
| Draw # | |

Invoice Number:

8535950

Invoice Amount:

\$759,229.72

sanction letter dated 9/18/23

-\$700.00

Total Amount

\$758,529.72

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

JB

Dale Bowersock (Scratch Ticket Strategy Coordinator)

10/3/2023

Date

10/3/2023

Will Russ (Products Manager)

10/3/2023

Date



Robert Tirloni (Lottery Operations Division Director)

10/4/2023

Date

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

October 12, 2023



140 Otter Street
Winnipeg, Manitoba
Canada R3T 0M8
Phone: (204) 474-2323
Fax: (204) 453-1375

INVOICE NO.: 8535950

| | |
|--|--|
| Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States | Ship To: IGT Texas Distribution Center 8520 Tuscany Way Building #6, Suite 100 Attn: Texas Lottery Warehouse Rep Austin, Texas 78754 United States |
| Terms: Net 30 days after date of invoice | Due Date: October 29, 2023 |

| | | | |
|--------------------|-----------|------------|--------------|
| Invoice Date | Order No. | Your Order | Customer No. |
| September 29, 2023 | 1200897 | | 5008 |

Order name: THE PERFECT GIFT #2533
PO Number:

| Product Description | Quantity | Unit Price | Amount |
|--|-----------|--------------|------------|
| Ticket Size 10 x 4 | 6,120,000 | 30.10 /M | 184,212.00 |
| Scratch FXtra™ | 6,120,000 | 80.00 /M | 489,600.00 |
| Integrated Overprints / Continuous Image | 6,120,000 | 10.00 /M | 61,200.00 |
| Scratch FXtra™ | 1 | 7,500.00 Ea | 7,500.00 |
| Inserts | 1 | 16,717.72 Ea | 16,717.72 |

Under unit price '/M' = price per thousand.

| | |
|----------------------|-----------------------|
| Before Taxes: | 759,229.72 USD |
| Freight: | 0.00 |
| Deposit: | 0.00 |
| Amount Due: | 759,229.72 USD |

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

Bowersock, Dale

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Monday, April 22, 2024 5:52 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,

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 | JU\$T 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 | 160 |
| 2464 | \$10 | 23,085,050 | 100X CASH BLITZ | 1/2/23 | | | 68 | 54.25% | 5,324 | 2,164 | 201,642 | 210 |
| 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

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.