Scratch Ticket Game Closing Analysis

Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	9/23/2024
Game #	2539	Confirmed Packs	4,266
Game Name	5 Times Lucky	Active Packs	2,089
Quantity Printed	9,005,875	Warehouse Packs	25,312
Price Point	\$2	Returned Packs	542
Start Date	4/15/2024	Printed Payout Percentage	65.08%
Top Prize	\$ 30,000	Percent Sold	53.62%
Number of Top Prizes Remaining	3	Number of Weeks Out	23

		Current Game	Sales Analysis
TANGIBLE COSTS			
Expenditure Impact:			
Cost to print tickets	\$	226,030	Actual ticket production costs
Prize payout expense	\$	5,844,122	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$	6,070,152	
TANGIBLE BENEFITS			
Revenue Impact:			
Estimated sales	\$	9,657,900	Based on # of tkts printed, times % sold from DaVinci report,
Total Estimated Benefits	\$	9,657,900	times the price point
Excess of Revenue over Expended	•	3,587,748	

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 Info	rmation	
Previous 3 W	eeks Sales from Da	<u>Vinci</u>	
Most recent week sales	\$	151,202	
Next week	\$	166,054	
Next week	\$	161,364	
	_		
Avg Weekly Sales Current Game	\$	159,540	
Avg Weekly Sales \$2; 5M-9.99M Qty	\$	889,989	
Percentage Of Variance In Sales		82%	

Docusign Envelope ID: A58355BE-EE80-476E-BAC4-ED06070C7D46

Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #		2539	Printed Payout Percentage	65.08%
Game Name		5 Times Lucky	Actual Payout Percentage	60.51%
Percent Sold		53.62%	Number of Weeks Out	23
Average # of Weeks for 85% Sell-	through fo	r Same Price Poin	t Game With Similar Print Run.	17
Recommendation				
Based on the findings in this	Summary	Report, I am recor	mmending closing the above game.	
☐ I am recommending closing to	the above (game based on the	e below business reason(s):	
Pale Bowersock		0 /24 /2024		
Scratch Ticket Strategy Coordinate	or Data	9/24/2024		
Scratch Ticket Strategy Coordinat	or Date			
Will Russ		9/25/2024		
Products Manager	Date	3, 13, 131		
1 Toddots Manager	Date			
By signing below, I agree with the	recommer	ndation of the Prod	ducts Department Staff to close the	above game.
				-
fatest Car		9/25/2024		
Lottery Operations Division Direct	or Date			
		9/30/2024		
Controller	Date			
N/A				
Deputy Executive Director	Date			
1 - Mill				
for mille		10/1/2024		
Executive Director	Date			



															Net S	ales	
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	9/21/24	9/14/24	9/7/24	8/31/24
Baseline	2593	\$1	9,012,750	\$5,000 LUCKY 7S	9/3/24			3	13.42%	15,596	10,596	23,949	0	\$571,753.00	\$450,450.00	\$187,559.00	\$150.00
	2673	\$1	856,800	EASY1-2-3	9/3/24			3	0.00%	0	0	3,830	0	\$0	\$0	\$0	\$0
	2496	\$2	6,003,750	POWER 10X	7/15/24			10	55.24%	10,226	7,081	2,544	10	\$576,000.00	\$683,820.00	\$777,692.00	\$818,090.00
	2597	\$2	9,299,750	SPICY 9S	9/16/24			1	1.75%	31,156	7,651	31,904	123	\$325,594.00	\$250.00	\$0	\$0
	2594	\$5	11,251,950	\$200,000 LUCKY 7S	9/3/24			3	11.72%	28,223	11,353	89,687	7	\$2,822,675.00	\$2,751,995.00	\$1,016,270.00	\$375.00
	2574	\$5	7,215,375	BIG WINNINGS	7/1/24			12	51.14%	8,104	4,423	32,208	360	\$706,935.00	\$890,155.00	\$1,050,750.00	\$1,256,795.00
	2584	\$5	17,318,475	BINGO TIMES 20	9/16/24			1	0.86%	40,917	9,112	175,146	230	\$744,550.00	\$750.00	\$0	\$0
	2579	\$5	9,733,350	COWBOYS	8/19/24			5	13.68%	21,349	11,812	77,310	13	\$1,420,380.00	\$1,642,090.00	\$1,553,950.00	\$1,337,720.00
	2499	\$5	7,338,450	EXTREME GREEN	7/15/24			10	40.17%	12,793	6,072	37,489	136	\$858,640.00	\$1,005,560.00	\$1,231,140.00	\$1,460,345.00
	2540	\$5	7,186,500	HIGH ROLLER	8/5/24			7	28.98%	13,647	8,400	44,560	33	\$1,300,670.00	\$1,132,415.00	\$1,391,180.00	\$1,790,520.00
	2580	\$5	5,504,925	HOUSTON TEXANS	8/19/24			5	17.83%	12,818	10,199	35,526	8	\$1,174,790.00	\$1,288,775.00	\$1,118,365.00	\$798,870.00
	2582	\$10	22,209,750	\$250,000 50X CASHWORD	7/1/24			12	15.64%	30,435	8,935	331,510	28	\$2,894,090.00	\$2,960,570.00	\$3,117,320.00	\$3,183,030.00
	2598	\$10	10,877,800	\$50 \$100 OR \$500	7/15/24			10	24.66%	24,161	7,674	129,045	42	\$2,288,740.00	\$2,357,220.00	\$2,736,170.00	\$2,980,930.00
	2595	\$10	8,195,600	\$500,000 LUCKY 7S	9/3/24			3	12.72%	35,157	11,821	92,367	9	\$4,244,100.00	\$4,347,100.00	\$1,828,590.00	\$1,000.00
	2623	\$10	25,555,150	LIMITED EDITION MEGA LOTERIA	8/5/24			7	14.77%	44,400	10,681	374,341	13	\$5,498,610.00	\$5,449,340.00	\$5,831,930.00	\$5,979,340.00
	2596	\$20	5,105,225	\$1,000,000 LUCKY 7S	9/3/24			3	11.43%	42,205	10,528	124,121	2	\$4,423,220.00	\$4,738,640.00	\$2,502,840.00	\$1,000.00
	2575	\$20	7,982,300	VIP MILLIONS	7/1/24			12	30.75%	30,665	9,432	177,163	21	\$3,258,040.00	\$3,350,380.00	\$3,767,540.00	\$4,213,820.00
	2591	\$30	6,047,525	ULTIMATE RICHES	8/19/24			5	10.75%	37,313	9,143	166,724	10	\$3,503,100.00	\$3,945,840.00	\$4,246,170.00	\$4,713,930.00
	2589	\$50	6,082,060	500X	9/16/24			1	1.66%	47,407	6,700	241,138	102	\$5,056,800.00	\$2,000.00	\$0	\$0
Mature	2541	\$1	29,430,150	20X POWER BLITZ	1/2/24			38	51.95%	6,293	4,338	82,139	53	\$216,280.00	\$257,626.00	\$282,806.00	\$290,090.00
	2424	\$1	823,350	CASH FRENZY	9/14/22			105	0.00%	0	0	1,358	345	\$0	\$0	\$0	\$0
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			366	0.00%	0	0	759	89	\$0	\$0	\$0	\$0
	2564	\$1	13,210,350	HIT \$5,000	5/6/24			20	73.80%	9,596	7,774	3,673	14	\$401,040.00	\$442,060.00	\$479,163.00	\$489,951.00
	2124	\$1	853,200	WINNING 7S	8/8/19			267	0.00%	0	0	898	445	\$0	\$0	\$0	\$0
	2539	\$2	9,005,875	5 TIMES LUCKY	4/15/24			23	53.62%	4,266	2,089	25,312	542	\$151,202.00	\$166,054.00	\$161,364.00	\$189,672.00
	2552	\$2	24,253,375	BREAK THE BANK	12/4/23			42	72.35%	11,766	8,320	25,801	17	\$780,044.00	\$820,854.00	\$836,580.00	\$851,724.00
	2571	\$2	25,071,375	CLASSIC BINGO!	5/20/24			18	25.61%	12,444	7,882	126,688	16	\$710,156.00	\$782,836.00	\$802,796.00	\$773,200.00
	2466	\$2	5,106,625	NEON 9S	6/17/24			14	68.87%	5,432	3,860	2,319	87	\$301,226.00	\$349,332.00	\$373,338.00	\$425,532.00
	2542	\$3	24,005,000	30X POWER WORD BLITZ	1/2/24			38	48.51%	6,744	4,730	85,746	31	\$559,791.00	\$595,404.00	\$641,472.00	\$644,340.00
	2504	\$3	35,510,250	CROSSWORD	3/4/24			29	32.20%	10,790	7,975	171,612	6	\$1,138,257.00	\$1,178,205.00	\$1,159,890.00	\$1,191,771.00

1/3

Da Vinci

Liability for 2539 / for Life to Date

Product Status: SmartCash Enabled: Validation Range: 11/11/2023 - 12/31/2037

Active N/A 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	\$2.00	527703	\$1,055,406.00	481009	\$962,018.00	47.69%	4294493
2	2	N/A	\$4.00	202313	\$809,252.00	193627	\$774,508.00	48.90%	4404153
3	3	N/A	\$4.00	72169	\$288,676.00	71889	\$287,556.00	49.90%	4494185
4	4	N/A	\$5.00	36447	\$182,235.00	35600	\$178,000.00	49.41%	4450000
5	5	N/A	\$10.00	35664	\$356,640.00	36496	\$364,960.00	50.58%	4554856
6	6	N/A	\$10.00	36148	\$361,480.00	35899	\$358,990.00	49.83%	4487375
7	7	N/A	\$10.00	35146	\$351,460.00	37032	\$370,320.00	51.31%	4620598
8	8	N/A	\$20.00	17800	\$356,000.00	18167	\$363,340.00	50.51%	4548884
9	9	N/A	\$20.00	17359	\$347,180.00	18721	\$374,420.00	51.89%	4672920
10	10	N/A	\$20.00	17831	\$356,620.00	18136	\$362,720.00	50.42%	4541122
11	0	N/A	\$30.00	938	\$28,140.00	947	\$28,410.00	50.24%	4524436
12	0	N/A	\$30.00	1854	\$55,620.00	1896	\$56,880.00	50.56%	4553370
13	0	N/A	\$30.00	1799	\$53,970.00	1971	\$59,130.00	52.28%	4708376
14	0	N/A	\$30.00	1799	\$53,970.00	1945	\$58,350.00	51.95%	4678532
15	0	N/A	\$30.00	1814	\$54,420.00	1964	\$58,920.00	51.99%	4681720
16	0	N/A	\$50.00	895	\$44,750.00	975	\$48,750.00	52.14%	4695576
17	0	N/A	\$50.00	2838	\$141,900.00	3140	\$157,000.00	52.53%	4730419
18	0	N/A	\$50.00	3022	\$151,100.00	3013	\$150,650.00	49.93%	4496222
19	0	N/A	\$100.00	305	\$30,500.00	323	\$32,300.00	51.43%	4632002
20	0	N/A	\$100.00	628	\$62,800.00	683	\$68,300.00	52.10%	4691847
21	0	N/A	\$100.00	620	\$62,000.00	690	\$69,000.00	52.67%	4743552
22	0	N/A	\$100.00	630	\$63,000.00	696	\$69,600.00	52.49%	4727065
23	0	N/A	\$100.00	632	\$63,200.00	665	\$66,500.00	51.27%	4617507
24	0	N/A	\$500.00	284	\$142,000.00	281	\$140,500.00	49.73%	4479028
25	0	N/A	\$500.00	285	\$142,500.00	279	\$139,500.00	49.47%	4455033
26	0	N/A	\$500.00	269	\$134,500.00	295	\$147,500.00	52.30%	4710519
27	0	N/A	\$1,000.00	18	\$18,000.00	19	\$19,000.00	51.35%	4624638
28	0	N/A	\$1,000.00	21	\$21,000.00	17	\$17,000.00	44.74%	4028944
29	0	N/A	\$30,000.00	3	\$90,000.00	2	\$60,000.00	40.00%	3602350
			Totals:	1017234	\$5,878,319.00	966,377	\$5,844,122.00		

\$2 8.93 \$4 62.52 \$5 4 62.52 \$8 9 125.00 \$10 124.07 \$20 250.39 \$20 250.39 \$20 250.39 \$30 4,777.65 \$30 2,401.57 \$30 2,488.83 \$30 2,481.598 \$30 1,506.50 \$30 1,492.27 \$100 6,894.71 \$100 6,894.77	Service of the servic	101AL PRIZE AMOUNT
		10 8100 5 8100 1 88500
		2
		\$2 + \$2.2 \\ \$5 \\ \$10 \\ \$2.5

5 TIMES LUCKY
Texas Lottery Game # 2539
IGT Job # 019031
Version 3 dated June 1, 2023

Consolidated odds are 1 in:

1,008,712 539,998 72,047 216,385 108,014 16,927 13,883 5,872 1,693 1,983,611 8.93 16.68 125.00 41.62 83.38 532.04 648.70 1,533.70 5,319.48 120,078.33 \$2 \$4 \$5 \$10 \$20 \$30 \$50 \$1,000 \$3,000

			GLEPS TYPE:	A		В		2		D		TOTAL	
			PER GAME:	17,918		18,049		18,049		18,031		72,047	
			PER POOL:	480		480		480		480		1,920	
PRIZE LEVEL Des	Description	Number of Wins per Ticket	PRIZE	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount	TOTAL	AMOUNT
1	\$2	1	\$2	14	\$28	18	\$36	13	\$26	11	\$22	1,008,712	\$2,017,424
2	\$	1	\$4	8	\$32	4	\$16	5	\$20	5	\$20	395,940	\$1,583,760
3	\$2 + \$2	2	\$4	2	88	0	98	2	88	4	\$16	144,058	\$576,232
4	\$5	1	\$5	-	\$2	2	\$10	0	8	-	\$5	72,047	\$360,235
5	\$10	1	\$10	0	8	0	0\$	2	\$20	2	\$20	72,160	\$721,600
9	\$2 (5X)	1	\$10	-	\$10	_	\$10		\$10		\$10	72,047	\$720,470
7	\$2 x 5	5	\$10	0	8	-	\$10	61	\$20	-	\$10	72,178	\$721,780
∞	\$20	-	\$20	-	\$20	_	\$20	0	8	0	80	35,967	\$719,340
9	\$10 x 2	2	\$20	0	8	0	%		\$20	_	\$20	36,080	\$721,600
10 \$2	82 (5X) x 2	2	\$20	п	\$20	-	\$20	0	0\$	0	\$0	35,967	\$719,340
OTAL PRIZES				28	\$123	28	\$122	26	\$124	26	\$123	1.945,156	\$8,861,781

IGT CONFIDENTIAL AND PROPRIETARY

\$2.00 \$18,011,750 \$11,722,441 65.0821880% \$11,722,444

RETAIL PRICE:
REVENUE:
PRIZE FUND:
PRRCENTAGE:
INSTANT FUND:
INSTANT-WIN PAYOUT:

PRIZE STRUCTURE
5 TIMES LUCKY
Texas Lottery Game # 2539
IGT Job # 019031
Version 3 dated June 1, 2023

8,937,600 9,302,400

9,005,875 MIN QUANTITY 37,22 MAX QUANTITY 72,047 1,920 1,220 240,000

TICKET QUANTITY:
POOLS:
PACKS / GAME:
PACKS / POOL:
PACK SIZE:
POOL SIZE:



P.O. Number (if applicable)

INTEROFFICE MEMO

Gary Grief, Executive Director

LaDonna Castañuela, Charitable Bingo Operations Director

December 1, 2023

Payment Approval

November 21, 2023

Vendor Name

Draw#

Tx Game #/Name

Invoice Number

Invoice Amount

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

90139069

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

362-23-9009RL023

#2539 5 Times Lucky

The above referenced invoice(s) have been reviewed and certification should be paid by the Texas Lottery Commission.	ied as proper, accurate a	nd
Wale Bownsock	11/28/2023	JB 11/28/2023
Dale Bowersock (Scratch Ticket Strategy Coordinator)	Date	
Will Russ (Products Manager)	11/28/2023 Date	
Robert Tirloni (Lottery Operations Division Director)	11/29/2023 Date	

DocuSign Envelope ID: 640BE96C-7820-4798-A01A-61517ED500CC



INVOICE NUMBER: 90139069
DATE : November 16, 2023

	IGT Global Solutions Corporation
	10 Memorial Boulevard
7	Providence, RI 02903
	United States
	Email: IGTGlobalSolutionsAR@igt.com
BILL TO: 20318	
Texas Lottery Commission	
Gary Grief, Executive Director	
611 East 6th Street	

78701

Austin TX

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT	EXTENDED
001 GAME 2539	129183 010	Game 2539 5 TIMES LUCKY-TRK 1	7,138,000 PC	0.01368	97,647.84
002 GAME 2539	129183 020	Option 2539 Foil Stock	7,138,000 PC	0.00640	45,683.20
003 GAME 2539	129183 030	Option 2539 Full UV	7,138,000 PC	0.00128	9,136.64
004 GAME 2539	129183 040	Option 2539 Intigrated Graphic Ove	7,138,000 PC	0.00272	19,415.36
005 GAME 2539	129183 050	Game 2539 5 TIMES LUCKY-TRK 2	1,867,875 PC	0.01368	25,552.53
006 GAME 2539	129183 070	Option 2539 Foil Stock	1,867,875 PC	0.00640	11,954.40
007 GAME 2539	129183 080	Option 2539 Full UV	1,867,875 PC	0.00128	2,390.88
008 GAME 2539	129183 090	Option 2539 Intigrated Graphic Ove	1,867,875 PC	0.00272	5,080.62
009 GAME 2539	129183 100	Inserts 4' x 4"	72,047 PC	0.10925	7,871.13
010 GAME 2539	129183 110	Inserts Additional	17,300 PC	0.07500	1,297.50

USD

TOTAL AMOUNT DUE

INVOICE NUMBER: 90139069

PAGE

2

INV ITEM NO. SALES ORD.

CUSTOMER PO NO. SO ITEM NO DESCRIPTION

QUANTITY

UNIT

PRICE

AMOUNT

REMARKS:

Unrounded Invoice Total \$226,030.1000

PAYMENT TERMS: Due within 30 days

REMITTANCE:

Please remit payment in USD:



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

		Price	Point				Price Point		
Print Quantities	\$ 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

		Price	Point		Price Point						
Print Quantities	\$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,		\$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	ne 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			

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
 From:
 Gough, Riley

 To:
 Bowersock, Dale

 Cc:
 ProductsScratchTeam

Subject: RE: October 2024 Pre-call Recommendations
Date: Tuesday, September 24, 2024 9:12:11 AM

Attachments: ima

image001.png image002.png image003.png image004.png image005.png image006.png image007.png

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

No concerns with the below games list.

Thanks, Riley

From: Bowersock, Dale < Dale.Bowersock@lottery.state.tx.us>

Sent: Monday, September 23, 2024 7:45 AM **To:** Gough, Riley <Riley.Gough@IGT.com>

Cc: ProductsScratchTeam < ProductsScratchTeam@lottery.state.tx.us>

Subject: October 2024 Pre-call Recommendations

Importance: High

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.

Good morning Riley,

Below are the October Pre-call Recommendations. Variance calculations are attached for games with sell through less than 85%.

													Net Sales		ales
Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	9/21/24	9/14/24	9/7/24
2539	\$2	9,005,875	5 TIMES LUCKY	4/15/24			23	53.62%	4,266	2,089	25,312	542	\$151,202.00	\$166,054.00	\$161,364.00
2562	\$5	7,330,725	\$100,000 MONEY MANIA	4/15/24			23	61.11%	2,771	1,341	29,681	3,258	\$158,300.00	\$184,260.00	\$204,185.00
2558	\$5	7,127,925	SILVER ARMADILLO DOLLAR\$	4/1/24			25	69.57%	1,609	964	23,941	1,783	\$112,230.00	\$134,640.00	\$151,600.00
2514	\$20	8,189,250	\$1,000,000 CASH BLAST	12/4/23			42	47.45%	12,023	4,692	153,114	62	\$979,120.00	\$963,360.00	\$1,028,620.00
2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			340	88.33%	6,036	2,600	147,045	31	\$921,630.00	\$947,220.00	\$945,450.00

Game close dates will be:

Pre-Call Date	Call Date	EOG Date	EOV Date		
Friday, October 4, 2024	Sunday, November 3, 2024	Wednesday, December 18, 2024	Monday, June 16, 2025		

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

Thanks,

Dale

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