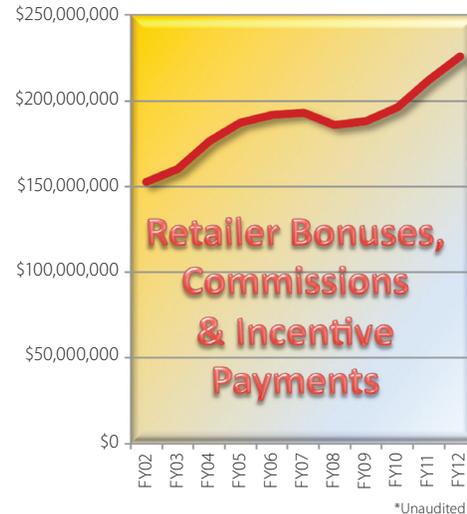
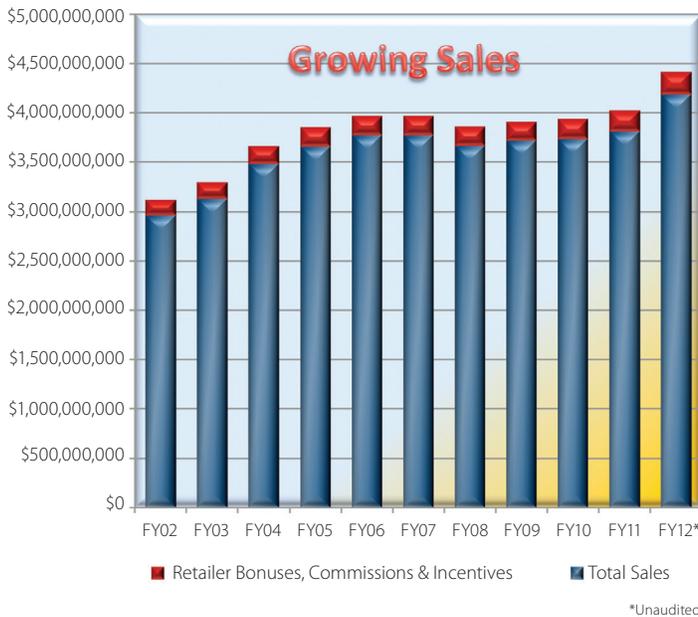




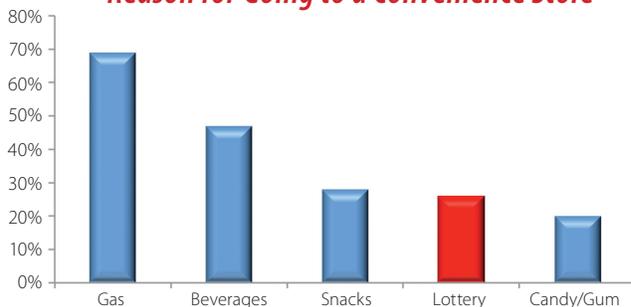
It's Good For Business!

Texas Lottery® Benefits –

- High Frequency of Customer Visits
- No Up-front Inventory Costs
- High Rate of Return (\$116 avg. per sq. ft./week)
- Frequent Rotation of Games – Product Stays Fresh
- 57% of Texans Have Played Lottery in the Past Year
- Network of More Than 17,000 Texas Lottery Retailers
- Over \$15 Billion Contributed to Public Education
- Over \$20 Million Contributed to Texas Veterans
- 4th Largest Lottery in the United States



Lottery Sales Drive Traffic Reason for Going to a Convenience Store



Sources: Ipsos Reid; GTECH; La Fleur's; Texas Lottery Commission Summary Financial Information; Convenience Store News, Realities of Aisle Study, 2011

Revenue Potential

- **5% Commission** on All Sales
- More Than **\$40 Million in Retailer Incentive Payments** Since 2009; Individual Payments up to **\$50,000**
- **Bonuses up to \$1 Million** for Selling Certain Top Prize-Winning Tickets
- Earn **Free Tickets** in Sales Promotions
- **\$12,343 Average Annual Commission** per location:
 - Convenience - \$13,438
 - Grocery - \$12,323
 - Beer, Wine & Liquor - \$3,602