

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 3/30/2016

Game #	1617	Confirmed Packs	8,665
Game Name	Money Money Millionaire	Active Packs	3,374
Quantity Printed	5,925,875	Warehouse Packs	5,007
Price Point	\$20	Returned Packs	52
Start Date	3/16/2015	Printed Payout Percentage	75.25%
Top Prize	\$ 1,000,000	Percent Sold	92.20%
Number of Top Prizes Remaining	0	Number of Weeks Out	54

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 186,072	Actual ticket production costs
Prize payout expense	\$ 81,819,275	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 82,005,347	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 109,273,135	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 109,273,135	

Excess of Revenue over Expended \$ 27,267,788

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

Previous 3 Weeks Sales from DaVinci

Most recent week sales	\$	1,038,560
Next week	\$	1,021,800
Next week	\$	1,076,960
Avg Weekly Sales Current Game	\$	1,045,773
Avg Weekly Sales \$20; 5M-9.99M Qty	\$	5,141,903
Percentage Of Variance In Sales		80%

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<u>1617</u>	Printed Payout Percentage	<u>75.25%</u>
Game Name	<u>ney Money Millionaire</u>	Actual Payout Percentage	<u>74.88%</u>
Percent Sold	<u>92.20%</u>	Number of Weeks Out	<u>54</u>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<u>12*</u>

*only one game at this level with 85% sell through

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):

Instant Product Control

Not Required. Zero Top Prize.

Date

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

Lottery Operations Division Director

Not Required. Zero Top Prize.

Comptroller

Executive Director

Date

Play the Games of Texas!

Da Vinci Report **3/30/16**

Week End Date: 3/26/16

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/26/16	3/19/16	3/12/16	3/5/16
Sold/Closing	1679	\$5	5,528,175	HOUSTON TEXANS	8/17/15	4/17/16	6/1/16	32	58.45%	946	555	21,973	5,907	\$75,195.00	\$89,440.00	\$96,950.00	\$133,530.00
	1718	\$5	8,422,800	INSTANT JACKPOT!	9/8/15	4/17/16	6/1/16	29	59.92%	891	919	41,761	639	\$142,685.00	\$164,285.00	\$173,215.00	\$224,990.00
	1673	\$5	5,534,925	RACEWAY RICHES	6/15/15	2/14/16	3/30/16	41	73.43%	3	1	11,259	7,575	-\$5,545.00	-\$4,775.00	-\$17,670.00	-\$3,600.00
	1733	\$5	12,236,475	SUPER LOTERIA	12/7/15			16	95.36%	4,792	1,423	0	489	\$572,210.00	\$1,007,305.00	\$1,994,795.00	\$3,714,615.00
	1668	\$5	8,416,650	WIN IT ALL	7/6/15	2/14/16	3/30/16	38	83.37%	2	1	15,753	2,567	\$340.00	\$4,095.00	\$8,605.00	\$20,405.00
	1748	\$10	5,040,600	\$250,000 CASH	9/8/15			29	97.02%	1,245	1,090	0	174	\$279,000.00	\$327,080.00	\$412,590.00	\$613,390.00
	1716	\$10	8,316,800	CASHWORD MULTIPLIER	8/17/15	3/11/16	4/25/16	32	97.35%	622	381	0	395	\$284,210.00	\$734,960.00	\$1,432,960.00	\$2,407,310.00
	1726	\$10	5,617,300	HAPPY HOLIDAYS	10/19/15	2/25/16	4/10/16	23	82.26%	191	82	5,513	12,148	\$9,460.00	\$28,310.00	\$67,820.00	\$243,310.00
	1617	\$20	5,925,875	MONEY MONEY MILLIONAIRE	3/18/15			54	92.20%	8,665	3,374	5,007	52	\$1,038,560.00	\$1,021,800.00	\$1,078,960.00	\$1,199,960.00
	1492	\$50	3,670,000	MILLIONAIRES CLUB	4/28/14			100	97.01%	2,969	1,583	1	69	\$759,750.00	\$693,150.00	\$745,000.00	\$804,700.00

Liability for 1617 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 06/10/2014 - 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	85776	\$1,715,520.00	861860	\$17,237,200.00	90.95%	5389489
2	2	N/A	\$25.00	21176	\$529,400.00	215859	\$5,396,475.00	91.07%	5396475
3	3	N/A	\$50.00	51783	\$2,589,150.00	540857	\$27,042,850.00	91.26%	5408090
4	4	N/A	\$50.00	9360	\$468,000.00	109357	\$5,467,850.00	92.12%	5458661
5	0	N/A	\$100.00	3059	\$305,900.00	33877	\$3,387,700.00	91.72%	5435100
6	0	N/A	\$100.00	2100	\$210,000.00	22621	\$2,262,100.00	91.51%	5422483
7	0	N/A	\$100.00	2300	\$230,000.00	22303	\$2,230,300.00	90.65%	5371897
8	0	N/A	\$100.00	2118	\$211,800.00	22504	\$2,250,400.00	91.40%	5416127
9	0	N/A	\$200.00	390	\$78,000.00	4657	\$931,400.00	92.27%	5467961
10	0	N/A	\$200.00	791	\$158,200.00	8743	\$1,748,600.00	91.70%	5434227
11	0	N/A	\$200.00	448	\$89,600.00	4568	\$913,600.00	91.07%	5396610
12	0	N/A	\$200.00	477	\$95,400.00	5519	\$1,103,800.00	92.04%	5454453
13	0	N/A	\$500.00	100	\$50,000.00	1148	\$574,000.00	91.99%	5451045
14	0	N/A	\$500.00	82	\$41,000.00	917	\$458,500.00	91.79%	5439466
15	0	N/A	\$500.00	105	\$52,500.00	1142	\$571,000.00	91.58%	5426903
16	0	N/A	\$500.00	79	\$39,500.00	924	\$462,000.00	92.12%	5459131
17	0	N/A	\$500.00	79	\$39,500.00	921	\$460,500.00	92.10%	5457730
18	0	N/A	\$500.00	40	\$20,000.00	460	\$230,000.00	92.00%	5451805
19	0	N/A	\$1,000.00	33	\$33,000.00	361	\$361,000.00	91.62%	5429545
20	0	N/A	\$1,000.00	33	\$33,000.00	356	\$356,000.00	91.52%	5423165
21	0	N/A	\$1,000.00	35	\$35,000.00	365	\$365,000.00	91.25%	5407360
22	0	N/A	\$1,000.00	46	\$46,000.00	354	\$354,000.00	88.50%	5244399
23	0	N/A	\$5,000.00	23	\$115,000.00	227	\$1,135,000.00	90.80%	5380694
24	0	N/A	\$5,000.00	15	\$75,000.00	135	\$675,000.00	90.00%	5333287
25	0	N/A	\$5,000.00	17	\$85,000.00	133	\$665,000.00	88.67%	5254275
26	0	N/A	\$10,000.00	1	\$10,000.00	9	\$90,000.00	90.00%	5333287
27	0	N/A	\$10,000.00	1	\$10,000.00	9	\$90,000.00	90.00%	5333287
28	0	N/A	\$1,000,000.00	0	\$0.00	5	\$5,000,000.00	100.00%	5925875
Totals:				180467	\$7,365,470.00	1,860,191	\$81,819,275.00		

NO. OF TICKETS:	5,925,875	MIN: 5,880,000
NO. POOLS:	49.38	MAX: 6,120,000
PACK SIZE:	25.00	
PACKS/POOL:	4,800.00	5,925,875 \$20 TICKETS
PACKS/GAME:	237,035	

TEXAS LOTTERY COMMISSION
"MONEY MONEY MILLIONAIRE" - INSTANT GAME NO. 1617
PRIZE STRUCTURE
JANUARY 17, 2014 - VERSION B

57600

ORIGINAL ORDER

PRIZE TIER	# OF WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	WINNERS IN 49.38 POOLS	WINNERS IN 25 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$20	\$20	6.25	947,636	4.00	19,200	\$ 18,952,720	21.25%	LOW TIER
2	1	G	\$25	\$25	25.00	237,035	1.00	4,800	\$ 5,925,875	6.64%	21.25%
3	1	G	\$50	\$50	10.00	592,640	2.50	12,000	\$ 29,632,000	33.23%	
4	2	G	\$25 x 2	\$50	49.92	118,717	0.50	2,400	\$ 5,935,850	6.66%	
5	4	M	\$25 x 4	\$100	160.44	36,936	-	750	\$ 3,693,600	4.14%	
6	5	M	\$20 x 5	\$100	239.71	24,721	-	500	\$ 2,472,100	2.77%	
7	1	M	\$100	\$100	240.86	24,603	-	500	\$ 2,460,300	2.76%	
8	2	M	\$50 x 2	\$100	240.67	24,622	-	500	\$ 2,462,200	2.76%	
9	10	M	\$20 x 10	\$200	1,174.14	5,047	-	100	\$ 1,009,400	1.13%	
10	8	M	\$25 x 8	\$200	621.55	9,534	-	190	\$ 1,906,800	2.14%	
11	1	M	\$200	\$200	1,181.39	5,016	-	100	\$ 1,003,200	1.12%	
12	1	M	\$20 w/10X	\$200	988.30	5,996	-	120	\$ 1,199,200	1.34%	
13	13	M	\$25 x 10 + \$50 + \$100 x 2	\$500	4,748.30	1,248	-	25	\$ 624,000	0.70%	
14	25	M	\$20 x 25	\$500	5,931.81	999	-	20	\$ 499,500	0.56%	
15	1	M	\$50 w/10X	\$500	4,752.11	1,247	-	25	\$ 623,500	0.70%	
16	1	M	\$500	\$500	5,908.15	1,003	-	20	\$ 501,500	0.56%	
17	7	M	\$50 x 4 + \$100 x 3	\$500	5,925.88	1,000	-	20	\$ 500,000	0.56%	MID TIER
18	10	M	\$50 x 10	\$500	11,851.75	500	-	10	\$ 250,000	0.28%	68.06%
19	2	H	\$50 w/10X + \$500	\$1,000	15,040.29	394	-	8	\$ 394,000	0.44%	
20	1	H	\$100 w/10X	\$1,000	15,233.61	389	-	8	\$ 389,000	0.44%	
21	10	H	\$100 x 10	\$1,000	14,814.69	400	-	8	\$ 400,000	0.45%	
22	1	H	\$1,000	\$1,000	14,814.69	400	-	8	\$ 400,000	0.45%	
23	1	H	\$500 w/10X	\$5,000	23,703.50	250	-	5	\$ 1,250,000	1.40%	
24	10	H	\$500 x 10	\$5,000	39,505.83	150	-	3	\$ 750,000	0.84%	
25	1	H	\$5,000	\$5,000	39,505.83	150	-	3	\$ 750,000	0.84%	
26	1	H	\$1,000 w/10X	\$10,000	592,587.50	10	-	-	\$ 100,000	0.11%	
27	1	H	\$10,000	\$10,000	592,587.50	10	-	-	\$ 100,000	0.11%	HIGH TIER
28	1	H	\$1,000,000	\$1,000,000	1,185,175.00	5 ****	-	-	\$ 5,000,000	5.61%	10.69%
					2.90	2,040,658	8.00	41,323	\$ 89,184,745	100.00%	100.00% ***

10X = win x 10
Auto win handled programmatically.

There will be no more than 10 winners per pack for this game.

Consolidated odds are 1 in:

\$20	6.25	947,636
\$25	25.00	237,035
\$50	8.33	711,357
\$100	53.44	110,882
\$200	231.54	25,593
\$500	988.14	5,997
\$1,000	3,743.45	1,583
\$5,000	10,774.32	550
\$10,000	296,293.75	20
\$1,000,000	1,185,175.00	5
		2,040,658

* Each of the following GLEPS will be used in approximately 25% of each pack of 25 tickets.
** Numbers are rounded.
*** Low Tier=\$1-\$24.99, Mid Tier=\$25-\$599, High Tier=\$600+ (Used for Validation Purposes)
**** This exact number of prizes is guaranteed delivery to the TLC.

WIN:	GET:
\$20	20
\$25	25
\$50	50
\$50	\$25 x 2

A
2 = \$ 40
1 = \$ 25
3 = \$ 150
1 = \$ 50
7 \$ 265

B
4 = \$ 80
1 = \$ 25
2 = \$ 100
1 = \$ 50
8 \$ 255

C
4 = \$ 80
1 = \$ 25
3 = \$ 150
0 = \$ 0
8 \$ 255

D
6 = \$ 120
1 = \$ 25
2 = \$ 100
0 = \$ 0
9 \$ 245

APPROVED:

TX/VLC/VLC

TEXAS LOTTERY COMMISSION

DATE

No.	03/30/16				
	Game Name	Game No	Inv No.	Vendor	TLC PO #
	Money Money Millionaire	1617	1014597	SGI	362-14-9204 RL016

Truck #	Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
1	2,948,700	2,948.70	\$31.40	\$92,589.18
2	2,977,175	2,977.18	\$31.40	\$93,483.30
				<u>\$186,072.48</u>

Delivered	5,925,875
Ordered	6,000,000

2% under	5,880,000
2% over	6,120,000

Accetable Range	0
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Total	\$186,072.48
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**Instant Ticket Game Analysis
8/25/13-8/29/15**

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$25	\$50
< 5M	None	None	None	None	2M	None	Week 17*	None	None
5M-9.99M	Week 21*	Week 20	Week 21*	Week 23	3M	None	Week 12*	None	None
10M-14.99M	Week 18	None	Week 32	Week 28*	4M	Week 15*	Week 28*	None	None
15M-19.99M	None	Week 14*	Week 40*	Week 44	5M	Week 17	Week 53*	None	None
20M-24.99M	Week 29	None	Week 25	Week 40	6M	Week 27	None	None	None
25M-29.99M	Week 24*	None	Week 32*	None	7M	None	None	None	None
30M-34.99M	Week 41	Week 38*	Week 42*	None	8M	Week 11*	None	None	None
>35M	None	None	None	None	>9M	Week 46*	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$25	\$50
< 5M	None	None	None	None	2M	None	\$2,594,609	None	None
5M-9.99M	\$374,525	\$672,785	\$888,939	\$1,662,696	3M	None	\$5,141,903	None	None
10M-14.99M	\$563,510	None	\$1,254,287	\$1,577,681	4M	\$2,420,727	\$2,572,436	None	None
15M-19.99M	None	\$1,868,863	\$1,056,146	\$1,903,474	5M	\$2,791,527	\$1,645,408	None	None
20M-24.99M	\$670,685	None	\$2,099,544	\$2,268,456	6M	\$1,935,874	None	None	None
25M-29.99M	\$906,926	None	\$1,998,723	None	7M	None	None	None	None
30M-34.99M	\$679,082	\$1,371,324	\$1,878,107	None	8M	\$6,420,059	None	None	None
>35M	None	None	None	None	>9M	\$2,249,003	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