

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 12/7/2015

Game #	1674 ✓	Confirmed Packs	1,955 ✓
Game Name	Money! Money! Money! ✓	Active Packs	766 ✓
Quantity Printed	9,287,000 ✓	Warehouse Packs	1,738 ✓
Price Point	\$2 ✓	Returned Packs	4,455 ✓
Start Date	4/6/2015 ✓	Printed Payout Percentage	64.97% ✓
Top Prize	\$ 25,000 ✓	Percent Sold	87.18% ✓
Number of Top Prizes Remaining	2 ✓	Number of Weeks Out	35 ✓

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 137,934 ✓	Actual ticket production costs
Prize payout expense	\$ 10,067,214 ✓	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 10,205,148	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 16,192,813	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 16,192,813	

Excess of Revenue over Expended \$ 5,987,666

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	\$	67,710 ✓
Next week	\$	63,164 ✓
Next week	\$	89,170 ✓
Avg Weekly Sales Current Game	\$	73,348
Avg Weekly Sales \$2; 5M-9.99M Qty	\$	672,785 ✓
Percentage Of Variance In Sales		89%

**TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS**

Instant Ticket Information

Game #	1674	Printed Payout Percentage	64.97%
Game Name	Money! Money! Money!	Actual Payout Percentage	62.17%
Percent Sold	87.18%	Number of Weeks Out	35
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			20

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):

Robert Bousard 12/7/15
Instant Product Coordinator Date

[Signature] 12/9/15
Products Manager Date

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

Lottery Operations Division Director

Controller

Executive

**Not Required
>85% Sell-through**


Play the Games of Texas!

Da Vinci Report 12/7/15

Week End Date: 12/5/15

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/5/15	11/28/15	11/21/15	11/14/15
Mature	1705	\$2	7,019,875	CANDY BLAST!	6/15/15			25	88.12%	1,956	1,057	504	2,475	\$102,044.00	\$106,434.00	\$128,878.00	\$146,934.00
	1674	\$2	9,287,000	MONEY! MONEY! MONEY!	4/6/15			35	87.18%	1,955	766	1,738	4,455	\$67,710.00	\$63,164.00	\$89,170.00	\$89,420.00
	1710	\$2	9,276,125	NEON 9S	7/6/15			22	67.43%	6,719	3,000	11,627	1,573	\$283,280.00	\$301,368.00	\$353,224.00	\$340,034.00
	1698	\$3	10,058,125	BINGO MANIA	6/1/15			27	87.80%	4,311	4,544	0	175	\$605,034.00	\$700,452.00	\$893,463.00	\$1,011,027.00
	1714	\$3	25,338,875	BONUS CASHWORD	7/21/15			20	47.07%	19,128	9,806	75,068	4	\$2,291,787.00	\$2,038,224.00	\$2,334,921.00	\$2,256,166.00
	1704	\$5	10,298,475	\$100,000 MEGA BINGO	5/18/15			29	69.00%	13,131	6,634	20,906	4	\$1,156,775.00	\$1,050,180.00	\$1,193,635.00	\$1,204,920.00
	1693	\$5	15,296,025	\$5 SET FOR LIFE	8/3/15			18	63.10%	18,947	8,099	45,844	23	\$1,712,920.00	\$1,593,705.00	\$1,791,625.00	\$1,885,075.00
	1687	\$5	10,273,275	20X THE CASH	7/20/15			20	69.50%	10,254	4,773	25,095	15	\$1,269,550.00	\$1,165,745.00	\$1,350,975.00	\$1,373,190.00
	1709	\$5	8,197,125	BONUS BREAK THE BANK	6/1/15			27	77.45%	12,153	6,403	4,266	27	\$1,147,385.00	\$1,032,830.00	\$1,120,220.00	\$1,085,840.00
	1678	\$5	9,888,975	COWBOYS	8/17/15			16	33.42%	12,001	5,146	67,847	974	\$667,835.00	\$667,010.00	\$789,485.00	\$787,210.00
	1679	\$5	5,528,175	HOUSTON TEXANS	8/17/15			16	44.72%	11,929	4,096	21,973	1,089	\$480,665.00	\$473,440.00	\$562,285.00	\$539,985.00
	1673	\$5	5,534,925	RACEWAY RICHES	6/15/15			25	70.30%	3,238	1,565	11,259	4,079	\$188,555.00	\$190,960.00	\$236,020.00	\$247,400.00
	1668	\$5	8,416,650	WIN IT ALL	7/6/15			22	78.42%	3,288	2,151	15,800	1,977	\$394,530.00	\$382,750.00	\$528,825.00	\$559,065.00
	1694	\$10	10,399,900	\$10 SET FOR LIFE	8/3/15			18	54.48%	17,958	7,706	66,862	14	\$2,136,170.00	\$1,954,920.00	\$2,203,540.00	\$2,136,060.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7/21/14			72	57.61%	5,084	2,657	230,954	1,272	\$818,970.00	\$705,100.00	\$845,770.00	\$790,080.00
	1716	\$10	8,316,800	CASHWORD MULTIPLIER	8/17/15			16	49.46%	16,989	6,587	57,343	11	\$2,854,550.00	\$2,498,040.00	\$2,827,420.00	\$2,616,190.00
	1630	\$10	12,236,550	SUPER WEEKLY GRAND	7/1/14			75	75.36%	6,747	3,406	48,673	23	\$746,800.00	\$633,420.00	\$769,910.00	\$690,460.00
	1607	\$10	6,113,050	TEXAS GOLD	7/6/15			22	84.28%	8,185	4,520	2,450	2,107	\$1,152,160.00	\$1,095,870.00	\$1,284,020.00	\$1,265,430.00
	1713	\$20	6,107,975	\$1,000,000 INSTANT CASHOUT	8/17/15			16	37.74%	17,298	7,987	123,975	17	\$2,780,860.00	\$2,387,740.00	\$2,586,200.00	\$2,414,480.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			29	14.75%	16,187	7,209	1,138,208	28	\$2,547,700.00	\$2,129,900.00	\$2,320,560.00	\$2,239,680.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			173	49.15%	5,973	2,953	686,494	75	\$1,115,440.00	\$910,020.00	\$1,049,380.00	\$1,017,660.00
	1617	\$20	5,925,875	MONEY MONEY MILLIONAIRE	3/16/15			38	75.41%	7,850	4,412	43,912	27	\$1,369,340.00	\$1,192,240.00	\$1,339,180.00	\$1,189,000.00
	1593	\$50	3,669,860	DIAMOND DOLLARS	5/4/15			31	45.21%	12,814	5,548	80,441	30	\$2,546,800.00	\$2,305,150.00	\$2,615,950.00	\$2,434,300.00
Out of Wareh:	1720	\$2	7,064,125	AMC THE WALKING DEAD	9/21/15			11	77.38%	6,119	4,288	0	1,101	\$454,470.00	\$470,426.00	\$626,170.00	\$847,702.00
Sold/Closing	1612	\$2	25,691,375	BREAK THE BANK	2/16/15			42	91.89%	8,514	4,866	1,575	244	\$851,014.00	\$882,860.00	\$1,029,456.00	\$1,109,154.00
	1628	\$2	30,595,750	WEEKLY GRAND	6/2/14			79	97.23%	3,307	2,364	0	100	\$253,934.00	\$292,416.00	\$407,262.00	\$451,660.00
	1672	\$2	7,334,125	WLD MONEY DOUBLER	5/18/15	11/15/15	12/30/15	29	91.09%	70	57	0	4,526	\$394.00	\$13,788.00	\$29,186.00	\$46,562.00
	1683	\$3	20,546,625	TEXAS LOTERIA	3/16/15	11/15/15	12/30/15	38	97.86%	126	77	8	4,891	\$12,597.00	\$27,909.00	\$57,018.00	\$80,151.00
	1649	\$5	20,005,875	\$100,000 CASHWORD-O-RAMA	11/13/14			55	93.79%	2,825	794	9,307	2,788	\$214,325.00	\$223,875.00	\$291,550.00	\$323,860.00
	1688	\$5	8,431,875	\$200,000 JACKPOT	5/18/15	12/13/15	1/27/16	29	77.02%	1,216	979	18,213	4,210	\$180,585.00	\$184,315.00	\$256,025.00	\$264,720.00
	1686	\$5	8,437,875	CASH & GOLD	5/4/15	11/15/15	12/30/15	31	70.85%	104	136	25,473	6,224	\$28,190.00	\$57,845.00	\$98,045.00	\$143,310.00
	1684	\$5	8,431,050	MONEY MULTIPLIER	4/20/15	11/15/15	12/30/15	33	74.85%	96	94	22,562	4,876	\$26,055.00	\$44,885.00	\$84,870.00	\$103,560.00

Liability for 1674 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 10/14/2014 - 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	\$2.00	184252	\$368,504.00	707184	\$1,414,368.00	79.33%	7367458
2	2	N/A	\$4.00	99521	\$398,084.00	494931	\$1,979,724.00	83.26%	7732204
3	3	N/A	\$4.00	42134	\$168,536.00	180858	\$723,432.00	81.11%	7532235
4	4	N/A	\$5.00	40768	\$203,840.00	182196	\$910,980.00	81.72%	7588912
5	5	N/A	\$10.00	5573	\$55,730.00	31569	\$315,690.00	85.00%	7893524
6	6	N/A	\$10.00	8365	\$83,650.00	47352	\$473,520.00	84.99%	7892708
7	7	N/A	\$10.00	3238	\$32,380.00	15321	\$153,210.00	82.55%	7666691
8	8	N/A	\$20.00	7977	\$159,540.00	47736	\$954,720.00	85.68%	7957285
9	9	N/A	\$20.00	3070	\$61,400.00	15481	\$309,620.00	83.45%	7750096
10	0	N/A	\$50.00	2130	\$106,500.00	13251	\$662,550.00	86.15%	8000912
11	0	N/A	\$50.00	531	\$26,550.00	3361	\$168,050.00	86.36%	8019940
12	0	N/A	\$50.00	1049	\$52,450.00	6700	\$335,000.00	86.46%	8029797
13	0	N/A	\$50.00	2100	\$105,000.00	13408	\$670,400.00	86.46%	8029410
14	0	N/A	\$50.00	116	\$5,800.00	655	\$32,750.00	84.95%	7889734
15	0	N/A	\$200.00	156	\$31,200.00	1013	\$202,600.00	86.66%	8047674
16	0	N/A	\$200.00	100	\$20,000.00	670	\$134,000.00	87.01%	8080896
17	0	N/A	\$200.00	211	\$42,200.00	1317	\$263,400.00	86.19%	8004567
18	0	N/A	\$200.00	61	\$12,200.00	316	\$63,200.00	83.82%	7784328
19	0	N/A	\$1,000.00	10	\$10,000.00	67	\$67,000.00	87.01%	8080896
20	0	N/A	\$1,000.00	6	\$6,000.00	33	\$33,000.00	84.62%	7858230
21	0	N/A	\$25,000.00	2	\$50,000.00	8	\$200,000.00	80.00%	7429599
			Totals:	401370	\$1,999,564.00	1,763,427	\$10,067,214.00		

NO. OF TICKETS: 9,287,000
 NO. POOLS: 38.70
 PACK SIZE: 125.00
 PACKS/POOL: 1920.00
 PACKS/GAME: 74,296

MIN: 8,937,600
 MAX: 9,302,400

TEXAS LOTTERY COMMISSION
 "MONEY! MONEY! MONEY!" - INSTANT GAME NO. 1674
 END OF PRODUCTION PRIZE STRUCTURE

\$2 TICKETS \$18,574,000 - REVENUE PRIZE FUND - \$12,066,778 PAYOUT % - 64.9659632%

PRIZE LEVEL	# OF WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	WINNERS IN 38.70 POOLS	WINNERS IN 125 (PER PACK*)	WINNERS IN 240,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS**
1	1	L	\$2	\$2	10.42	891,436	12.00	23,040	\$ 1,782,872	14.78%	
2	2	L	\$2 x 2	\$4	15.62	594,452	8.00	15,360	\$ 2,377,808	19.71%	
3	1	L	\$4	\$4	41.65	222,992	3.00	5,760	\$ 891,968	7.39%	
4	1	L	\$5	\$5	41.65	222,964	3.00	5,760	\$ 1,114,820	9.24%	
5	2	L	\$5 x 2	\$10	250.04	37,142	0.50	960	\$ 371,420	3.08%	
6	3	L	(\$2 (2X) x 2) + \$2	\$10	166.68	55,717	0.75	1,440	\$ 557,170	4.62%	
7	1	L	\$10	\$10	500.40	18,559	0.25	480	\$ 185,590	1.54%	
8	4	L	\$2 (2X) + \$5 (2X) + \$4 + \$2	\$20	166.69	55,713	0.75	1,440	\$ 1,114,260	9.23%	LOW
9	1	L	\$20	\$20	500.62	18,551	0.25	480	\$ 371,020	3.07%	72.65%
10	10	M	\$10 (2X) + (\$5 x 4) + (\$2 x 5)	\$50	603.80	15,381	-	397	\$ 769,050	6.37%	
11	5	M	\$10 x 5	\$50	2,386.18	3,892	-	100	\$ 194,600	1.61%	
12	3	M	\$10 (2X) + \$20 + \$5 (2X)	\$50	1,198.48	7,749	-	200	\$ 387,450	3.21%	
13	9	M	(\$2 x 5) + (\$5 x 2) + \$10 (2X) + \$5 (2X)	\$50	598.85	15,508	-	400	\$ 775,400	6.43%	
14	1	M	\$50	\$50	12,045.40	771	-	20	\$ 38,550	0.32%	
15	10	M	\$50 (2X) + \$10 (2X) + (\$10 x 3) + (\$5 (2X) x 5)	\$200	7,944.40	1,169	-	30	\$ 233,800	1.94%	
16	10	M	\$20 x 10	\$200	12,061.04	770	-	20	\$ 154,000	1.28%	
17	10	M	\$20 (2X) + (\$20 x 6) + (\$5 (2X) x 2) + \$10 (2X)	\$200	6,077.88	1,528	-	40	\$ 305,600	2.53%	MID
18	1	M	\$200	\$200	24,633.95	377	-	10	\$ 75,400	0.62%	24.31%
19	8	H	(\$100 (2X) x 2) + (\$50 (2X) x 6)	\$1,000	120,610.39	77	-	2	\$ 77,000	0.64%	
20	1	H	\$1,000	\$1,000	238,128.21	39	-	1	\$ 39,000	0.32%	HIGH
21	1	H	\$25,000	\$25,000	928,700.00	10 ****	-	-	\$ 250,000	2.07%	3.03%
					4.29	2,164,797	28.50	55,940	\$ 12,066,778	100.00%	100.00% ***

There will be no more than 31 winners per pack for this game.
 "Stack of Money" symbol = Win Double the Prize Amount (2X)

TEXAS LOTTERY COMMISSION
 "MONEY! MONEY! MONEY!" - INSTANT GAME NO. 1674
 END OF PRODUCTION PRIZE STRUCTURE

Consolidated odds are 1 in:

\$2	10.42	891,436
\$4	11.36	817,444
\$5	41.65	222,964
\$10	83.35	111,418
\$20	125.05	74,264
\$50	214.48	43,301
\$200	2,415.97	3,844
\$1,000	80,060.34	116
\$25,000	928,700.00	10 ****
		2,164,797

* Each of the following GLEPS will be used in approximately 25% of each pack of 125 tickets.
 ** Numbers are rounded.
 *** Low Tier=\$1-\$24.99, Mid Tier=\$25-\$599, High Tier=\$600+ (Used for Validation Purposes)
 **** Exact prize delivery

PRIZE	Play Action
\$2	\$2
\$4	\$2 x 2
\$4	\$4
\$5	\$5
\$10	\$5 x 2
\$10	(\$2 (2X) x 2) + \$2
\$10	\$10
\$20	\$2 (2X) + \$5 (2X) + \$4 +
\$20	\$20

A	B	C	D
10 = \$ 20	15 = \$ 30	12 = \$ 24	11 = \$ 22
9 = \$ 36	6 = \$ 24	8 = \$ 32	9 = \$ 36
3 = \$ 12	1 = \$ 4	3 = \$ 12	5 = \$ 20
4 = \$ 20	2 = \$ 10	2 = \$ 10	4 = \$ 20
1 = \$ 10	0 = \$ 0	1 = \$ 10	0 = \$ 0
2 = \$ 20	1 = \$ 10	0 = \$ 0	0 = \$ 0
0 = \$ 0	0 = \$ 0	1 = \$ 10	0 = \$ 0
0 = \$ 0	1 = \$ 20	1 = \$ 20	1 = \$ 20
0 = \$ 0	1 = \$ 20	0 = \$ 0	0 = \$ 0
29 \$118	27 \$118	28 \$118	30 \$118

APPROVED:

 TEXAS LOTTERY COMMISSION

 DATE

12/07/15

Game Name	Game #	Invoice	Vendor	TLC PO #
Money!Money!Money!	1674	90078127	GPC	362-15-9203 RL003

Truck #	Description/Tickets Delivered	Unit Price Per 1000	Amount
1	4,783,875 tickets	\$0.01368	65,443.41
	4,783,875 full uv	\$0.00128	6,123.36
			71,566.77
2	4,503,125 tickets	\$0.01368	61,602.75
	4,503,125 full uv	\$0.00128	5,764.00
			67,366.75

Delivered	9,287,000	
Ordered	9,287,000	
2% under	9,101,260	
2% over	9,472,740	
Accetable Range	0	

3	Sanction Memo Dated 10/17/14	Sanctions for faulty reports and game files for game 1650	1	1,000.00
			Total	137,933.52 ✓

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