TEXAS LOTTERY COMMISSION

Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	4/23/2018
Game #	2003	Confirmed Packs	5,085
Game Name	Veterans Cash	Active Packs	2,306
Quantity Printed	7,342,000	Warehouse Packs	421
Price Point	\$2	Returned Packs	609
Start Date	10/16/2017	Printed Payout Percentage	65.01%
Top Prize	\$ 30,000	Percent Sold	83.54%
Number of Top Prizes Remaining	0	Number of Weeks Out	27

	Current Game	Sales Analysis
TANGIBLE COSTS		
Expenditure Impact:		
Cost to print tickets	\$ 137,857	Actual ticket production costs
Prize payout expense	\$ 7,463,307	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 7,601,164	
TANGIBLE BENEFITS		
Revenue Impact:		
Estimated sales	\$ 12,267,014	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 12,267,014	
Excess of Revenue over Expended	\$ 4,665,850	

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 Sale	s Comparison Inform	ation	
Previous 3	Weeks Sales from DaVir	nci	2 -
Most recent week sales	\$	164,478	
Next week	\$	165,405	
Next week	\$	191,522	
Avg Weekly Sales Current Game	\$	173,802	
Avg Weekly Sales \$2; 5M - 9.9M Qty	\$	743,055	
Percentage Of Variance In Sales		77%	

TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant licket information			
Game #	2003	Printed Payout Percentage	65.01%
Game Name	Veterans Cash	Actual Payout Percentage	60.84%
Percent Sold	83.54%	Number of Weeks Out	27
Average # of Weeks for 85% Sell-th	nrough for Same Price Poi	nt Game With Similar Print Run.	19
Recommendation			
Based on the findings in this S	ummary Report, I am reco	mmending closing the above game.	
I am recommending closing th	e above game based on the	ne below business reason(s):	
NOT REQUIRED ZERO By signing below, I agree with the re	Date	oducts Department Staff to close the a	above game.
Lottery Operations Division Directo			
NOT REQUIRED	ZERO TOP PRIZE		



S 200 S 30		ENE		亚尼克斯特拉克斯											Net Sa	ales	
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	4/21/18	4/14/18	4/7/18	3/31/18
Baseline	1622	\$1	11,141,400	PICK 3	2/5/18			11	54.58%	14,117	7,279	10,283	44	\$366,008.00	\$384,267.00	\$445,087.00	\$526,459.00
	2037	\$1	9,299,250	SOME LIKE IT HOT	4/2/18			3	22.63%	19,299	11,373	14,523	30	\$811,023.00	\$779,030.00	\$413,679.00	\$0
	1893	\$2	7,092,375	A CUT ABOVE	3/19/18			5	30.55%	17,869	9,663	10,781	22	\$829,848.00	\$926,614.00	\$993,334.00	\$964,080.00
	2009	\$2	7,076,375	BLING	2/19/18			9	48.30%	13,982	6,497	7,376	33	\$534,764.00	\$677,620.00	\$839,948.00	\$714,786.00
	2054	\$2	7,205,875	CRAZY CASH MULTIPLIER	4/16/18			1	4.06%	17,550	7,582	28,134	8	\$484,736.00	\$0	\$0	\$0
	2081	\$3	35,675,375	DOUBLE BONUS CROSSWORD	3/15/18			5	7.26%	18,830	9,637	233,796	15	\$2,365,212.00	\$2,169,999.00	\$1,754,928.00	\$1,016,112.00
	2045	\$5	11,005,125	20X THE CASH	4/16/18			1	5.50%	27,851	9,776	98,512	14	\$2,475,390.00	\$0	\$0	\$0
	2038	\$5	7,339,500	CINCO	4/2/18			3	17.91%	24,703	10,787	42,916	19	\$2,069,440.00	\$2,593,930.00	\$1,687,200.00	\$0
	2025	\$5	8,104,275	GAME OF LUCK	2/5/18			11	54.24%	14,735	6,277	27,057	40	\$1,006,380.00	\$1,171,840.00	\$1,245,690.00	\$1,534,080.00
	2033	\$5	7,331,100	HIGH ROLLER	3/5/18			7	40.22%	21,499	9,358	26,401	31	\$1,434,345.00	\$1,524,210.00	\$1,650,605.00	\$2,102,380.00
	2029	\$5	7,333,050	NUMBERS GAME	2/19/18			9	48.88%	18,894	7,028	22,379	56	\$1,145,890.00	\$1,328,075.00	\$1,406,125.00	\$1,593,610.00
	2036	\$5	8,435,400	POWER 5'S	3/19/18			5	38.55%	23,881	9,870	33,174	51	\$2,521,015.00	\$2,934,545.00	\$3,420,605.00	\$4,393,115.00
	1847	\$10	6,118,800	\$250000 CASH WINFALL	3/19/18			5	27.12%	24,851	9,375	53,011	35	\$2,939,950.00	\$3,239,730.00	\$3,501,700.00	\$4,094,220.00
	2026	\$10	7,335,800	SUPER HIT SUPER TICKET	3/5/18			7	24.97%	26,635	7,748	73,936	58	\$2,120,950.00	\$2,178,850.00	\$2,307,000.00	\$2,691,660.00
	1884	\$20	7,155,300	\$100 MILLION TEXAS RICHES	2/5/18			11	32.30%	26,177	7,298	158,298	22	\$2,718,640.00	\$2,756,020.00	\$3,034,600.00	\$3,610,220.00
	2047	\$20	9,177,950	100X THE CASH	4/2/18			3	8.95%	32,958	8,180	287,303	33	\$5,330,400.00	\$6,036,460.00	\$4,479,700.00	\$0
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			5	3.31%	31,415	9,086	1,273,587	44	\$5,984,100.00	\$6,316,770.00	\$6,712,620.00	\$8,283,930.00
	2030	\$50	3,670,680	ULTIMATE 7S	2/19/18	DOMESTIC STREET	2 8000,000,000	9	21.33%	18,602	5,849	118,055	24	\$3,976,900.00	\$3,858,550.00	\$4,118,950.00	\$4,156,000.00
			054 700		04047	A STATE OF THE STA		31	0.00%	0	0	4,661	170	\$0	\$0	\$0	\$0
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			188	0.00%	0	0	446	- 1	\$0		\$0	\$0
	1626	\$1	1,091,250	DID I WN?	1/2/18			16	43.66%	15,152	7,319	87.677		\$562,642.00		\$636,002.00	
	2012	\$1	29,860,050	HOT 7'S	9/18/17		+	31	0.00%	0	0	2,970		\$0		\$0	\$0
	1804	\$1	829,650	LUCKY STARS	5115111			29	67.51%	14,117	8.853	40,790		\$529,588.00			
	1857	\$1	30,420,450	WEEKLY HALF GRAND	10/2/17			14	71.85%	9,575	5.027	40,750		\$464,460.00			
	1874	\$2	7,249,875	BIG MONEY	1/15/18			49	78.07%	17.693	9,216	39.421			\$1,304,708.00		
	1858	\$2	39,846,125	BREAK THE BANK	5/11/17		+	51	76.01%	15,059	8,659	40,770			\$1,107,706.00		
	1861	\$2	34,912,250	INSTANT BINGO	5/1/17			18	87.43%		1,619			\$1,077,920.00			
	1879	\$2	7,080,625	MONEY TIME	12/18/17	in the second		27	83.54%	5,085	2,306	421		\$164,478.00	CONTRACTOR DESIGNATION OF	COMPANIES OF THE PARTY OF THE P	
	2003	\$2	7,342,000	VETERANS CASH	10/16/17	Total Section 1	Annual Section	SERVICE STATE OF THE PERSON NAMED IN	15.67%	16,038	9,491	215,511		\$952,494.00	100000000000000000000000000000000000000	Constitution of the second	\$1,033,454.00
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18			14				156.132			\$1,531,437.00		
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17			- 58	65.18%	22,046	11,066	100,132	20	\$1,040,231.00	\$1,001,407,00	\$1,000,044.00	\$1,002,004.00

Liability for 2003 / for Life to Date

Totals:

409378

	roc		Status:	SmartCash N/A	Enabled:	Validation Rang	e: 09/20/2	2017 - 12/05/2018	3	
				Outstal	liding Frizes					
7	Γier	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	197899	\$395,798.00	565398	\$1,130,796.00	74.07%	5438449
	2	2	N/A	\$4.00	114415	\$457,660.00	355650	\$1,422,600.00	75.66%	5554938
	2	3	N/A	\$4.00	28414	\$113,656.00	89224	\$356,896.00	75.85%	5568630
	4	4	N/A	\$5.00	27869	\$139,345.00	89553	\$447,765.00	76.27%	5599445
	5	5	N/A	\$10.00	6505	\$65,050.00	22888	\$228,880.00	77.87%	5717133
	6	6	N/A	\$10.00	9053	\$90,530.00	34931	\$349,310.00	79.42%	5830833
	7	7	N/A	\$10.00	3357	\$33,570.00	11312	\$113,120.00	77.12%	5661783
	8	8	N/A	\$20.00	8770	\$175,400.00	35242	\$704,840.00	80.07%	5879004
	9	9	N/A	\$20.00	3124	\$62,480.00	11600	\$232,000.00	78.78%	5784243
	10	0	N/A	\$50.00	660	\$33,000.00	2393	\$119,650.00	78.38%	5754800
	11	0	N/A	\$50.00	657	\$32,850.00	2402	\$120,100.00	78.52%	5765114
	12	0	N/A	\$50.00	2933	\$146,650.00	12407	\$620,350.00	80.88%	5938213
	13	0	N/A	\$50.00	4681	\$234,050.00	19866	\$993,300.00	80.93%	5941914
	14	0	N/A	\$50.00	289	\$14,450.00	1240	\$62,000.00	81.10%	5954270
	15	0	N/A	\$100.00	146	\$14,600.00	590	\$59,000.00	80.16%	5885570
	16	0	N/A	\$100.00	111	\$11,100.00	494	\$49,400.00	81.65%	5994955
	17	0	N/A	\$100.00	439	\$43,900.00	1824	\$182,400.00	80.60%	5917723
	18	0	N/A	\$100.00	41	\$4,100.00	139	\$13,900.00	77.22%	5669655
	19	0	N/A	\$1,000.00	12	\$12,000.00	49	\$49,000.00	80.33%	5897672
	20	0	N/A	\$1,000.00	3	\$3,000.00	28	\$28,000.00	90.32%	6631483
	21	0	N/A	\$30,000.00	0	\$0.00	6	\$180,000.00	100.00%	7342000

\$2,083,189.00

1,257,236 \$7,463,307.00

7,342,000 MIN: 7,056,000 30.6 MAX: 7,344,000 125 1,920

TEXAS LOTTERY COMMISSION
"VETERANS CASH" - GAME NUMBER 2003
END OF PRODUCTION PRIZE STRUCTURE
May 22, 2017 - VERSION 3

PACKS/PO		58,736		May 2	2, 2017 - VERSIO	N 3					
PACKS/GA	INIE.	36,730	7,342,000	\$2 TICKETS	\$14,684,000	- REVENUE	PRIZE FUND	\$9,546,496	PAYOUT% -	65.01291%	
						WINNERS IN	WINNERS IN	WINNERS IN		PERCENT	VALIDATION
PRIZE	# OF	TIER			ODDS OF	30.6	125	240,000	PRIZE	OF PRIZE	TIER
LEVEL	WINS	CODE	GET:	WIN:	1 IN:	POOLS	(PER PACK*)	(PER POOL)	COST	FUND**	LEVELS**
1	1	L	\$2	\$2	9.62	763,297	13.00	24,960 \$	1,526,594	15.99%	
2	1	L	\$2 (DBL)	\$4	15.62	470,065	8.00	15,360 \$	1,880,260	19.70%	
3	1	L	\$4	\$4	62.41	117,638	2.00	3,840 \$	470,552	4.93%	
4	1	L	\$5	\$5	62.53	117,422	2.00	3,840 \$	587,110	6.15%	
5	1	L	\$5 (DBL)	\$10	249.79	29,393	0.50	960 \$	293,930	3.08%	
6	4	L	\$2 (DBL) + (\$2 x ² 3)	\$10	166.92	43,984	0.75	1,440 \$	439,840	4.61%	
7	1	L	\$10	\$10	500.51	14,669	0.25	480 \$	146,690	1.54%	
8	6	L	(\$2 x 5) + \$5 (DBL)	\$20	166.82	44,012	0.75	1,440 \$	880,240	9.22%	LOW
9	1	L	\$20	\$20	498.64	14,724	0.25	480 \$	294,480	3.08%	68.29%
10	2	M	\$5 (DBL) + \$20 (DBL)	\$50	2,404.85	3,053		100 \$	152,650	1.60%	
11	3	M	\$5 (DBL) + (\$10 (DBL) x 2)	\$50	2,400.13	3,059		100 \$	152,950	1.60%	
12	10	M	\$5 x 10	\$50	478.62	15,340		500 \$	767,000	8.03%	
13	9	M	$(\$2 \times 5) + (\$5 \times 2) + \$10 (DBL) + \$5 (DBL)$	\$50	299.10	24,547		800 \$	1,227,350	12.86%	
14	1	M	\$50	\$50	4,801.83	1,529		50 \$	76,450	0.80%	
15	10	M	\$10 x 10	\$100	9,975.54	736		24 \$	73,600	0.77%	
16	1	M	\$50 (DBL)	\$100	12,135.54	605		20 \$	60,500	0.63%	
17	9	M	\$5 (DBL) + \$10 (DBL) + \$20 (DBL) + (\$5 x 6)	\$100	3,244.37	2,263		74 \$	226,300	2.37%	MID
18	1	M	\$100	\$100	40,788.89	180		6 \$	18,000	0.19%	28.86%
19	8	H	$(\$100 (DBL) \times 2) + \$50 (DBL) \times 6)$	\$1,000	120,360.66	61		2 \$	61,000	0.64%	
20	1	H	\$1,000	\$1,000	236,838.71	31		1 \$	31,000	0.32%	HIGH
21	1	H	\$30,000	\$30,000	1,223,666.67	6 ***		- S	180,000	1.89%	2.85%
				2 Decimals:	4.41	1,666,614	27.50	54,477 S	9,546,496	100.00%	100.00%

NOTE: DBL = win double the prize by revealing a \$\$ play symbol.

NO. OF TICKETS:

NO. POOLS: PACK SIZE:

PACKS/POOL:

TEXAS LOTTERY COMMISSION "VETERANS CASH" - GAME NUMBER 2003 PRIZE STRUCTURE May 22, 2017 - VERSION 3

4.4053

Consolidated odds are 1 in: \$2 9.62 763,297 587,703 \$4 12.49 \$5 62.53 117,422 \$10 83.39 88,046 \$20 125.00 58,736 \$50 154.48 47,528 \$100 1,940.27 3,784 \$1,000 79,804.35 92 \$30,000 1,223,666.67

4 Decimals:

		450,0		1,223,000.01	1,666,614	-			
WIN \$2 \$4 \$4 \$5	GET \$2 \$2 (DBL) \$4 \$5	11 = 9 = 2 = 1 =	\$22 \$36 \$8 \$5	16 = 0 = 3 = = 3	3 = \$32 = \$24	-		D 12 = 9 = 4 = 3 =	\$24 \$36 \$16 \$15
\$10 \$10 \$10	\$5 (DBL) \$2 (DBL) + (\$2 x 3) \$10	1 = 1 = 0 =	\$10 \$10 \$0	0 = 2 = 0 =	= \$20 = \$0	o	= \$10	0 = 0 = 0 =	\$0 \$0 \$0
\$20 \$20	(\$2 x 5) + \$5 (DBL) \$20	0 = 1 = 26	\$0 <u>\$20</u> \$111		= \$20 = <u>\$0</u> \$111		= \$20 = <u>\$0</u> \$111	1 = 0 = 29	\$20 <u>\$0</u> \$111

^{*} Each of the following GLEPS will be used in approximately 25% of the packs in the game.

Note: There will be no more than 31 winners per pack for this game

^{**} Numbers are rounded.

^{***} This exact number of prizes is guaranteed delivery to the TLC.

No.

09/27/17

Game Name	Game No	Inv No.	Vendor	TLC PO#
Veterans Cash	2003	90097077	IGT	362-17-9009 RL025 RV1

	Description/Tickets Delivered Qty 7,342,000	Units per 1000 7,342.00	Unit Price \$18.47	Amount \$135,606.74 \$135,606.74
Delivered Ordered	7,342,000 7,200,000			
2% under 2% over	7,056,000 7,344,000			
Accetable Range	0			

Sub Total Add'l POS Pieces Total \$135,606.74 \$2,250.00 \$137,856.74

Instant Ticket Game Analysis 2/28/16-2/24/18

Average Number of Weeks for 85% Average Sell Through

		Price	Point				Price Point	
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$50
< 5M	None	Week 12*	None	None	2M	None	None	None
5M-9.99M	Week 16	Week 19	Week 17	Week 18	3M	None	None	None
10M-14.99M	Week 19	None	None	None	4M	None	None	None
15M-19.99M	None	None	None	Week 52*	5M	Week 19	Week 43*	None
20M-24.99M	None	Week 34*	Week 38*	Week 59*	6M	Week 15	None	None
25M-29.99M	None	Week 39*	None	None	7M	None	Week 49*	None
30M-34.99M	Week 41*	None	None	Week 39*	8M	None	Week 35*	None
>35M	None	Week 61	Week 50	Week 52*	>9M	Week 31	Week 41*	None

Average Weekly Dollar Sales at 85% Average Sell Through

		Price	Point				Price Point	
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$50
< 5M	None	\$714,918	None	None	2M	None	None	None
5M-9.99M	\$512,110	\$743,055	\$1,109,054	\$1,865,496	3M	None	None	None
10M-14.99M	\$511,766	None	None	None	4M	None	None	None
15M-19.99M	None	None	None	\$1,508,375	5M	\$2,537,188	\$2,329,740	None
20M-24.99M	None	\$1,078,385	\$1,398,153	\$1,450,990	6M	\$3,483,559	None	None
25M-29.99M	None	\$1,309,641	None	None	7M	None	\$2,502,908	None
30M-34.99M	\$636,048	None	None	\$3,329,657	8M	None	\$3,985,513	None
>35M	None	\$1,023,347	\$1,825,122	\$3,361,809	>9M	\$3,614,099	\$3,781,160	None

None = no games at this level with 85% sell through

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