

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 4/27/2020

Game #	2093	Confirmed Packs	2,492
Game Name	\$100 or \$200	Active Packs	1,582
Quantity Printed	7,344,000	Warehouse Packs	20
Price Point	\$20	Returned Packs	65
Start Date	10/1/2018	Printed Payout Percentage	75.01%
Top Prize	\$200	Percent Sold	98.27%
Number of Top Prizes Remaining	4793	Number of Weeks Out	82

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 438,108	Actual ticket production costs
Prize payout expense	\$ 107,466,000	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 107,904,108

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 144,338,976	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 144,338,976

Excess of Revenue over Expended **\$ 36,434,868**

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

	<u>Previous 3 Weeks Sales from DaVinci</u>	
Most recent week sales	\$	707,180
Next week	\$	819,700
Next week	\$	726,700
Avg Weekly Sales Current Game	\$	751,193
Avg Weekly Sales \$20; 7M Qty	\$	1,950,276
Percentage Of Variance In Sales		61%

Bowersock, Dale

From: Tirloni, Robert
Sent: Thursday, May 7, 2020 6:03 PM
To: Bowersock, Dale
Subject: FW: Over 85% Sell-through Game Pre-calls for 5/8/2020
Attachments: 2073_777.pdf; 2093 \$100 or \$200.pdf; 2115 Wild Cash.pdf; 2180 Bonus 7.pdf; 2186 Power 5s.pdf

I'm approving the five Game Closing Analysis forms attached, 5/7/2020. –RT

Robert Tirloni
Products Manager | Texas Lottery Commission
Office: 512-344-5406

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, April 27, 2020 4:37 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Over 85% Sell-through Game Pre-calls for 5/8/2020

Approved – DB – 4/27/2020

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Monday, April 27, 2020 4:24 PM
To: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Cc: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: RE: Game Pre-calls for 5/8/2020

**CAUTION: This email originated outside the Texas Lottery's email system.
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Hi Dale,

I do not have issues with the below games.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, April 27, 2020 10:00 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Game Pre-calls for 5/8/2020

[THIS MESSAGE ORIGINATED FROM A NON-IGT EMAIL ADDRESS]

Here are the games I would recommend for Pre-call in May.

Under 85% sold:

#2001 - \$5 - Deuces Wild, 68.07% sold, last week's sales = \$511,440

Over 85% sold:

#2073 - \$10 - 777, 97.39% sold, last week's sales = \$421,450

#2083 - \$20 - \$100 or \$200, 98.27% sold, last week's sales = \$707,180

#2115 - \$2 - Wild Cash, 89.17% sold, last week's sales = \$160,762

#2180 - \$5 - Bonus 7, 97.55% sold, last week's sales = \$348,690

#2186 - \$5 - Power 5s, 89.15% sold, last week's sales = \$412,510

Please let me know if you have any concerns.

Dale

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Play the Games of Texas!

Da Vinci Report **4/27/20**

Week End Date:4/25/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/25/20	4/18/20	4/11/20	4/4/20
Sold/Closing	2073	\$10	6,117,950	777	12/16/19			19	97.39%	1,584	1,127	3	107	\$421,450.00	\$534,440.00	\$551,720.00	\$746,470.00
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19			23	95.95%	2,734	2,490	9	82	\$1,145,140.00	\$1,315,830.00	\$1,300,790.00	\$1,503,660.00
	2181	\$10	4,473,300	WINTER WINNINGS	10/21/19	4/8/20	5/23/20	27	88.05%	332	79	0	9,094	-\$75,160.00	-\$28,250.00	-\$1,980.00	\$45,110.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18			82	98.27%	2,492	1,582	20	65	\$707,180.00	\$819,700.00	\$726,700.00	\$830,040.00
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			29	94.70%	8,274	2,763	286	270	\$1,660,860.00	\$1,828,220.00	\$1,668,800.00	\$1,781,060.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			75	96.72%	4,489	1,966	47	80	\$1,536,500.00	\$1,529,100.00	\$1,303,250.00	\$1,638,050.00

Liability for 2093 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 09/08/2018 - 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	\$100.00	17436	\$1,743,600.00	643628	\$64,362,800.00	97.36%	7150297
2	2	N/A	\$200.00	1404	\$280,800.00	72054	\$14,410,800.00	98.09%	7203634
3	3	N/A	\$200.00	3389	\$677,800.00	143462	\$28,692,400.00	97.69%	7174516
Totals:				22229	\$2,702,200.00	859,144	\$107,466,000.00		

NO. OF TICKETS: 7,344,000
 NO. POOLS: 61.20
 PACK SIZE: 25
 PACKS/POOL: 4,800
 PACKS/GAME: 293,760

MIN: 7,200,000	MAX: 7,344,000
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TEXAS LOTTERY COMMISSION
 "\$100 or \$200" - GAME NUMBER 2093
 PRIZE STRUCTURE
 PRIZE FUND - \$110,168,200
 July 16, 2018 - VERSION 6

\$20 TICKETS \$146,880,000 - REVENUE

PAYOUT % - 75.00558%

PRIZE TIER	# OF WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	WINNERS IN 61.20 POOLS	WINNERS IN 25 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS*
1	1	G	\$100	\$100	11.11	661,064	2.25	10,800	\$ 66,106,400	60.00%	
2	2	G	\$100 x 2	\$200	99.98	73,458	0.25	1,200	\$ 14,691,600	13.34%	
3	1	G	\$200	\$200	50.01	146,851	0.50	2,400	\$ 29,370,200	26.66%	100.00%
				2-digit	8.33	881,373	3.00	14,400	\$ 110,168,200	100.00%	100.00%
				4-digit	8.3325						

TEXAS LOTTERY COMMISSION
 "\$100 or \$200" - GAME NUMBER 2093
 PRIZE STRUCTURE
 July 16, 2018 - VERSION 6

Consolidated odds are 1 in:	\$100	11.11	661,064
	\$200	33.33	220,309
			881,373

GET:	PRIZE	A	B	C	D
\$100	\$100	2 = \$ 200	1 = \$ 100	4 = \$ 400	2 = \$ 200
\$100 x 2	\$200	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 200
\$200	\$200	1 = \$ 200	1 = \$ 200	0 = \$ 0	0 = \$ 0
		3 = \$ 400	2 = \$ 300	4 = \$ 400	3 = \$ 400

* Numbers are rounded.

** Each of the GLEP types will be used in approximately 25% of the packs in the game

Note: All prize levels should be programmed as "G Tiers"



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable Bingo O

Payment Approval

September 13, 2018

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

Vendor Name: IGT Global Solutions Corporation
 Invoice Number: 90103123
 Tx Game name: Game #2093 \$100 or \$200
 PO #: 362-18-9009RL033 *EV1*

	<u>Quantity:</u>	<u>Unit Price:</u>	<u>Am</u>
Truck 2 foil inserts	475.800	\$57.19	\$27,2
Truck 3 foil inserts	2223.400	\$57.19	\$127,
Truck 4 foil inserts	2321.425	\$57.19	\$132,
Truck 5 foil inserts	2323.375	\$57.19	\$132,

Rounding Adjustment (\$

Total Amount Due

\$438, *DB*

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

Dale Bowersock
 Dale Bowersock (Instant Product Coordinator)
 Please forward to the next person for approval

DB

9/14/18
Date

Robert Tirloni
 Robert Tirloni (Products Manager)
 Please forward to the next person for approval

9/14/18
Date

Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

9-17-18
Date

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

In an effort to close out FY 18 please forward ASAP, thanks for you help.

[Signature]



IGT Global Solutions Corporation
 d/b/a IGT Solutions Corp. in the State of Texas
 10 Memorial Boulevard
 Providence, RI 02903
 USA
 Telephone 401 392-1000
 Fax 401 392-1234
 FED ID No. 05-0389840

INVOICE

INVOICE NUMBER: 90103123
 DATE : September 12, 2018

RECEIVED
 2018 SEP 13 PM 1:38

BILL TO: 20318
 Texas Lottery Commission
 Gary Grief, Executive Director
 611 East 6th Street
 Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 game# 2093	78983 010	"\$100 or \$200" Game# 2093 - Truck#2 10.00" X 4.00" Tickets @ \$ 30.57/M Full UV @ \$ 3.20/M Process Printing on overprint integrated w/ Graphics @ \$6.80/M Pantone 803 @ \$ 2.80/M Pantone 806 @ \$ 2.80/M Foil Stock @ \$11.02/M TOTAL @ \$ 57.19/M	475,800	PC 0.05719	27,211.00
002 game# 2093	78983 015	Foil Inserts @ \$61.63 per thousand	19,032	PC 0.06163	1,172.94
003 game# 2093	78983 020	"\$100 or \$200" Game# 2093 - Truck#3 10.00" X 4.00" Tickets @ \$ 30.57/M Full UV @ \$ 3.20/M Process Printing on overprint integrated w/ Graphics @ \$6.80/M Pantone 803 @ \$ 2.80/M Pantone 806 @ \$ 2.80/M Foil Stock @ \$11.02/M TOTAL @ \$ 57.19/M	2,223,400	PC 0.05719	127,156.25
004 game# 2093	78983 025	Foil Inserts @ \$61.63 per thousand	88,936	PC 0.06163	5,481.13
005 game# 2093	78983 030	"\$100 or \$200" Game# 2093 - Truck#4 10.00" X 4.00" Tickets @ \$ 30.57/M Full UV @ \$ 3.20/M Process Printing on overprint integrated w/ Graphics @ \$6.80/M Pantone 803 @ \$ 2.80/M Pantone 806 @ \$ 2.80/M Foil Stock @ \$11.02/M TOTAL @ \$ 57.19/M	2,321,425	PC 0.05719	132,762.30
006 game# 2093	78983 035	Foil Inserts	92,857	PC 0.06163	5,722.78

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT	
007 game# 2093	78983 040	"\$100 or \$200" Game# 2093 - Truck#5 10.00" X 4.00" Tickets @ \$ 30.57/M Full UV @ \$ 3.20/M Process Printing on overprint integrated w/ Graphics @ \$6.80/M Pantone 803 @ \$ 2.80/M Pantone 806 @ \$ 2.80/M Foil Stock @ \$11.02/M TOTAL @ \$ 57.19/M	2,323,375	PC 0.05719	132,873.82	
008 game# 2093	78983 045	Foil Inserts	92,935	PC 0.06163	5,727.58	
009 game# 2093	78983 050	Rounding Adjustment			(0.01)	
TOTAL AMOUNT DUE					USD	<u>438,107.79</u>

REMARKS:
Unrounded Invoice Total \$ 438,107.7888

PAYMENT TERMS:
Due within 30 days

REMITTANCE:
Please remit payment in USD:

For wire transfer payments:
Bank of America
100 West 33rd Street
New York, NY 10001
SWIFT: BOFAUS3N
ABA No. 026009593
Account No. 07718069
Account Name: IGT Global Solutions Corp.

For ACH payments:
Bank of America
100 Federal Street
Boston, MA 02110
ABA No. 011000138
Account No. 07718069
Account Name: IGT Global Solutions Corp.

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

Instant Ticket Game Analysis
2/25/18-2/29/20

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	Week 49*	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	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	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
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