

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 9/28/2020

| | | | |
|--------------------------------|---------------|---------------------------|--------|
| Game # | 2196 | Confirmed Packs | 3,675 |
| Game Name | Monopoly 100X | Active Packs | 2,217 |
| Quantity Printed | 13,192,900 | Warehouse Packs | 270 |
| Price Point | \$10 | Returned Packs | 254 |
| Start Date | 1/6/2020 | Printed Payout Percentage | 70.15% |
| Top Prize | \$ 500,000 | Percent Sold | 97.26% |
| Number of Top Prizes Remaining | 1 | Number of Weeks Out | 38 |

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

| | | |
|----------------------------|---------------|--|
| Cost to print tickets | \$ 1,220,373 | Actual ticket production costs |
| Promotion Prize Allocation | \$ 660,050 | From EOPPS |
| Prize payout expense | \$ 87,518,510 | Data from Instant Ticket Tier Liability screen in ES |

Estimated Direct Costs \$ 89,398,933

TANGIBLE BENEFITS

Revenue Impact:

| | | |
|---------------------------------|------------------------------|---|
| Estimated sales | \$ 128,314,145 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
| Total Estimated Benefits | <u><u>\$ 128,314,145</u></u> | |

Excess of Revenue over Expended \$ 38,915,212

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 | \$ | 619,780 | |
| Next week | \$ | 790,690 | |
| Next week | \$ | 1,074,670 | |
| Avg Weekly Sales Current Game | \$ | 828,380 | |
| Avg Weekly Sales \$10; >9M Qty | \$ | 4,077,657 | |
| Percentage Of Variance In Sales | | 80% | |

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

| | | | |
|---|---------------|---------------------------|--------|
| Game # | 2196 | Printed Payout Percentage | 70.15% |
| Game Name | Monopoly 100X | Actual Payout Percentage | 68.72% |
| Percent Sold | 97.26% | Number of Weeks Out | 38 |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run. | | | 27 |

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 Coordinator Date

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 Date

Controller Date

Executive Director Date

Not Required.
Over 85% Sold.

Bowersock, Dale

From: Tirloni, Robert
Sent: Tuesday, October 6, 2020 5:30 PM
To: Bowersock, Dale
Subject: FW: Game Close Analysis Documents - Over 85% Sold
Attachments: 2153 Extreme Payout.pdf; 2193 Monopoly 10X.pdf; 2194 Monopoly 30X Crossword.pdf; 2196 Monopoly 100X.pdf; 2221 Space Invaders \$50,000 Cash Invasion.pdf

Importance: High

I approve the Game Closing Analysis documents for the attached games, 2153, 2193, 2194, 2196 and 2221.—RT
10/6/2020

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

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, September 28, 2020 1:56 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Game Close Analysis Documents - Over 85% Sold

Approved. DB 9/28/20

Attached are Game Close Analysis documents for:

- Game #2153 Extreme Payout
- Game #2193 Monopoly 10X
- Game #2194 Monopoly 30X Crossword
- Game #2196 Monopoly 100X
- Game #2221 Space Invaders \$50,000 Cash Invasion

These games are over 85% sold and do not require approval of the Executive Director.

Approvals required:

- Dale Bowersock
- Robert Tirloni



Play the Games of Texas!

Da Vinci Report
9/28/20

Week End Date: 9/26/20

| Product Line | Game | \$ | Tix Run | Name | Start | Call | Close | Wks | % Sold | Confirmed | Active | Ware | Return | Net Sales | | | |
|--------------|------|------|------------|---------------------------------|----------|---------|----------|-----|--------|-----------|--------|---------|--------|----------------|----------------|----------------|----------------|
| | | | | | | | | | | | | | | 9/26/20 | 9/19/20 | 9/12/20 | 9/5/20 |
| Mature | 2177 | \$5 | 18,315,600 | BONUS BREAK THE BANK | 11/18/19 | | | 45 | 74.28% | 14,250 | 8,871 | 37,142 | 7 | \$1,288,365.00 | \$1,305,255.00 | \$1,300,940.00 | \$1,426,495.00 |
| | 2215 | \$5 | 7,188,075 | ROUTE 66 ROAD TO \$1,000,000! | 6/15/20 | | | 15 | 70.94% | 7,629 | 4,373 | 14,302 | 94 | \$572,230.00 | \$581,155.00 | \$645,780.00 | \$777,180.00 |
| | 2221 | \$5 | 7,148,925 | SPACE INVADERS \$50,000 CASH IN | 4/20/20 | | | 23 | 88.12% | 5,071 | 2,459 | 1,241 | 1,116 | \$269,655.00 | \$313,250.00 | \$345,725.00 | \$419,510.00 |
| | 2237 | \$5 | 40,877,775 | SUPER LOTERIA | 12/16/19 | | | 41 | 82.48% | 32,618 | 12,514 | 43,170 | 57 | \$4,533,155.00 | \$4,501,120.00 | \$4,531,265.00 | \$4,586,575.00 |
| | 2226 | \$10 | 18,095,250 | \$250,000 50X CASHWORD | 5/1/20 | | | 21 | 55.40% | 29,727 | 8,756 | 117,600 | 13 | \$4,734,740.00 | \$4,792,110.00 | \$4,880,010.00 | \$5,280,490.00 |
| | 2244 | \$10 | 26,557,800 | MEGA LOTERIA | 6/22/20 | | | 14 | 26.57% | 40,608 | 10,911 | 330,729 | 413 | \$6,888,430.00 | \$6,785,630.00 | \$7,003,960.00 | \$7,228,820.00 |
| | 2218 | \$10 | 11,105,000 | SUPER 7S | 6/1/20 | | | 17 | 73.35% | 25,186 | 9,175 | 21,329 | 8 | \$3,141,180.00 | \$3,252,810.00 | \$3,507,470.00 | \$4,006,870.00 |
| | 1838 | \$20 | 34,728,300 | INSTANT MILLIONAIRE | 5/15/17 | | | 176 | 60.46% | 21,952 | 7,693 | 514,847 | 31 | \$3,176,220.00 | \$3,243,180.00 | \$3,296,240.00 | \$3,410,960.00 |
| | 2219 | \$20 | 8,837,100 | MEGA 7S | 6/1/20 | | | 17 | 54.48% | 30,094 | 8,737 | 118,262 | 45 | \$3,592,540.00 | \$3,785,300.00 | \$4,212,820.00 | \$5,035,140.00 |
| | 2245 | \$20 | 12,034,525 | MILLION DOLLAR LOTERIA | 3/2/20 | | | 30 | 70.50% | 38,080 | 9,438 | 88,203 | 11 | \$5,984,220.00 | \$6,065,060.00 | \$6,177,620.00 | \$6,879,760.00 |
| | 2197 | \$20 | 8,934,650 | MONOPOLY 200X | 1/6/20 | | | 38 | 76.74% | 21,296 | 7,738 | 51,056 | 17 | \$2,197,060.00 | \$2,284,980.00 | \$2,448,320.00 | \$2,870,140.00 |
| | 2145 | \$20 | 7,217,400 | MULTIPLIER SPECTACULAR | 2/3/20 | | | 34 | 80.58% | 17,007 | 6,164 | 30,363 | 14 | \$1,898,180.00 | \$2,060,160.00 | \$2,383,840.00 | \$3,034,740.00 |
| | 2209 | \$30 | 12,028,825 | \$250 MILLION CASH PARTY | 3/16/20 | | | 28 | 34.03% | 18,411 | 7,938 | 288,372 | 16 | \$3,389,550.00 | \$3,506,820.00 | \$3,546,810.00 | \$4,072,830.00 |
| | 2053 | \$30 | 34,080,725 | \$750 MILLION WINNER'S CIRCLE | 3/19/18 | | | 132 | 40.40% | 19,520 | 7,723 | 781,275 | 14 | \$4,108,680.00 | \$4,246,680.00 | \$4,214,400.00 | \$4,302,120.00 |
| | 2227 | \$50 | 5,138,000 | \$1,000,000 GOLDEN RICHES | 4/6/20 | | | 25 | 69.27% | 16,852 | 7,446 | 51,525 | 12 | \$5,339,500.00 | \$5,660,750.00 | \$5,294,750.00 | \$5,661,950.00 |
| | | | | | | | | | | | | | | | | | |
| Out of Wareh | 2230 | \$2 | 7,334,000 | FIND THE 9S | 7/13/20 | | | 11 | 62.03% | 13,681 | 6,132 | 0 | 839 | \$640,466.00 | \$780,026.00 | \$889,954.00 | \$1,051,448.00 |
| | | | | | | | | | | | | | | | | | |
| Sold/Closing | 2212 | \$1 | 9,187,950 | FIND THE 9S | 4/6/20 | 10/4/20 | 11/18/20 | 25 | 91.31% | 963 | 757 | 614 | 1,401 | \$42,854.00 | \$53,257.00 | \$56,434.00 | \$69,145.00 |
| | 2193 | \$1 | 29,035,950 | MONOPOLY 10X | 1/6/20 | | | 38 | 93.52% | 5,273 | 4,556 | 868 | 363 | \$301,661.00 | \$354,562.00 | \$413,781.00 | \$445,203.00 |
| | 2127 | \$2 | 7,109,375 | 4-WAY CASH | 2/17/20 | 8/30/20 | 10/14/20 | 32 | 91.89% | 109 | 100 | 405 | 2,401 | -\$15,714.00 | -\$9,040.00 | \$5,554.00 | \$37,936.00 |
| | 2161 | \$2 | 34,822,125 | BINGO EXTRA | 10/7/19 | | | 51 | 92.65% | 8,521 | 6,364 | 3,202 | 8 | \$958,374.00 | \$1,150,222.00 | \$1,144,726.00 | \$1,240,710.00 |
| | 2162 | \$2 | 40,877,750 | BREAK THE BANK | 8/5/19 | | | 60 | 93.80% | 8,438 | 7,131 | 2,262 | 17 | \$1,014,202.00 | \$1,195,286.00 | \$1,289,014.00 | \$1,313,774.00 |
| | 2220 | \$2 | 7,321,250 | EMERALD 8S | 5/18/20 | 8/20/20 | 10/4/20 | 19 | 90.21% | 207 | 41 | 327 | 1,626 | -\$2,416.00 | \$14,890.00 | \$38,392.00 | \$101,234.00 |
| | 2194 | \$3 | 19,285,125 | MONOPOLY 30X CROSSWORD | 1/6/20 | | | 38 | 95.43% | 2,682 | 3,041 | 446 | 100 | \$512,463.00 | \$665,160.00 | \$808,998.00 | \$978,201.00 |
| | 2217 | \$5 | 11,914,425 | LUCKY 7S | 6/1/20 | 9/2/20 | 10/17/20 | 17 | 92.21% | 1,260 | 648 | 12 | 520 | \$297,270.00 | \$750,035.00 | \$1,519,840.00 | \$2,374,005.00 |
| | 2195 | \$5 | 20,072,100 | MONOPOLY 50X | 1/6/20 | 9/23/20 | 11/7/20 | 38 | 95.11% | 4,573 | 4,561 | 342 | 187 | \$1,049,480.00 | \$1,253,220.00 | \$1,329,850.00 | \$1,491,005.00 |
| | 2211 | \$5 | 7,341,450 | PINK DIAMOND 7S | 3/16/20 | 8/30/20 | 10/14/20 | 28 | 98.53% | 20 | 10 | 320 | 608 | -\$45.00 | \$6,855.00 | \$15,525.00 | \$39,530.00 |
| | 2056 | \$10 | 28,522,850 | \$200 MILLION CASH EXPLOSION | 9/4/18 | | | 108 | 93.38% | 18,419 | 6,225 | 9,524 | 178 | \$2,285,260.00 | \$2,398,710.00 | \$2,496,260.00 | \$2,784,510.00 |
| | 2208 | \$10 | 7,142,200 | \$50 OR \$100! | 3/2/20 | 8/30/20 | 10/14/20 | 30 | 98.92% | 53 | 7 | 8 | 1,011 | -\$2,210.00 | -\$710.00 | \$13,030.00 | \$19,180.00 |
| | 2223 | \$10 | 7,279,250 | BREAK THE BANK SUPER TICKET | 5/4/20 | | | 21 | 90.59% | 6,574 | 4,923 | 432 | 180 | \$1,299,680.00 | \$1,728,930.00 | \$1,946,130.00 | \$2,233,300.00 |
| | 2153 | \$10 | 6,116,850 | EXTREME PAYOUT | 6/15/20 | | | 15 | 94.41% | 3,562 | 2,113 | 43 | 369 | \$699,170.00 | \$956,970.00 | \$1,381,740.00 | \$2,135,280.00 |
| | 2167 | \$10 | 26,558,050 | MEGA LOTERIA | 9/16/19 | 10/4/20 | 11/18/20 | 54 | 99.13% | 1,280 | 291 | 296 | 572 | \$142,420.00 | \$203,860.00 | \$298,080.00 | \$432,900.00 |
| | 2196 | \$10 | 13,192,900 | MONOPOLY 100X | 1/6/20 | | | 38 | 97.26% | 3,675 | 2,217 | 270 | 254 | \$619,780.00 | \$790,690.00 | \$1,074,670.00 | \$1,595,740.00 |

Liability for 2196 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 09/10/2019 - 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 | \$10.00 | 92231 | \$922,310.00 | 1490931 | \$14,909,310.00 | 94.17% | 12424315 |
| 2 | 2 | N/A | \$20.00 | 20634 | \$412,680.00 | 375104 | \$7,502,080.00 | 94.79% | 12505014 |
| 3 | 3 | N/A | \$20.00 | 14878 | \$297,560.00 | 380971 | \$7,619,420.00 | 96.24% | 12697044 |
| 4 | 0 | N/A | \$30.00 | 8847 | \$265,410.00 | 167253 | \$5,017,590.00 | 94.98% | 12530108 |
| 5 | 0 | N/A | \$30.00 | 6227 | \$186,810.00 | 169857 | \$5,095,710.00 | 96.46% | 12726348 |
| 6 | 0 | N/A | \$30.00 | 5632 | \$168,960.00 | 169900 | \$5,097,000.00 | 96.79% | 12769601 |
| 7 | 0 | N/A | \$50.00 | 3249 | \$162,450.00 | 62741 | \$3,137,050.00 | 95.08% | 12543351 |
| 8 | 0 | N/A | \$50.00 | 3639 | \$181,950.00 | 106408 | \$5,320,400.00 | 96.69% | 12756641 |
| 9 | 0 | N/A | \$50.00 | 3379 | \$168,950.00 | 106598 | \$5,329,900.00 | 96.93% | 12787553 |
| 10 | 0 | N/A | \$50.00 | 3384 | \$169,200.00 | 106471 | \$5,323,550.00 | 96.92% | 12786502 |
| 11 | 0 | N/A | \$100.00 | 1092 | \$109,200.00 | 20955 | \$2,095,500.00 | 95.05% | 12539448 |
| 12 | 0 | N/A | \$100.00 | 1959 | \$195,900.00 | 42018 | \$4,201,800.00 | 95.55% | 12605208 |
| 13 | 0 | N/A | \$100.00 | 1280 | \$128,000.00 | 37274 | \$3,727,400.00 | 96.68% | 12754893 |
| 14 | 0 | N/A | \$100.00 | 494 | \$49,400.00 | 13795 | \$1,379,500.00 | 96.54% | 12736794 |
| 15 | 0 | N/A | \$100.00 | 449 | \$44,900.00 | 12715 | \$1,271,500.00 | 96.59% | 12742914 |
| 16 | 0 | N/A | \$200.00 | 153 | \$30,600.00 | 3164 | \$632,800.00 | 95.39% | 12584364 |
| 17 | 0 | N/A | \$200.00 | 306 | \$61,200.00 | 6808 | \$1,361,600.00 | 95.70% | 12625423 |
| 18 | 0 | N/A | \$200.00 | 247 | \$49,400.00 | 6917 | \$1,383,400.00 | 96.55% | 12738035 |
| 19 | 0 | N/A | \$200.00 | 287 | \$57,400.00 | 8305 | \$1,661,000.00 | 96.66% | 12752215 |
| 20 | 0 | N/A | \$500.00 | 40 | \$20,000.00 | 636 | \$318,000.00 | 94.08% | 12412255 |
| 21 | 0 | N/A | \$500.00 | 41 | \$20,500.00 | 830 | \$415,000.00 | 95.29% | 12571879 |
| 22 | 0 | N/A | \$500.00 | 32 | \$16,000.00 | 860 | \$430,000.00 | 96.41% | 12719612 |
| 23 | 0 | N/A | \$500.00 | 40 | \$20,000.00 | 835 | \$417,500.00 | 95.43% | 12589796 |
| 24 | 0 | N/A | \$500.00 | 37 | \$18,500.00 | 1079 | \$539,500.00 | 96.68% | 12755500 |
| 25 | 0 | N/A | \$1,000.00 | 9 | \$9,000.00 | 102 | \$102,000.00 | 91.89% | 12123205 |
| 26 | 0 | N/A | \$1,000.00 | 20 | \$20,000.00 | 203 | \$203,000.00 | 91.03% | 12009680 |
| 27 | 0 | N/A | \$1,000.00 | 26 | \$26,000.00 | 197 | \$197,000.00 | 88.34% | 11654714 |
| 28 | 0 | N/A | \$1,000.00 | 11 | \$11,000.00 | 100 | \$100,000.00 | 90.09% | 11885495 |
| 29 | 0 | N/A | \$10,000.00 | 0 | \$0.00 | 2 | \$20,000.00 | 100.00% | 13192908 |
| 30 | 0 | N/A | \$10,000.00 | 0 | \$0.00 | 4 | \$40,000.00 | 100.00% | 13192903 |
| 31 | 0 | N/A | \$10,000.00 | 0 | \$0.00 | 2 | \$20,000.00 | 100.00% | 13192908 |
| 32 | 0 | N/A | \$50,000.00 | 0 | \$0.00 | 2 | \$100,000.00 | 100.00% | 13192908 |
| 33 | 0 | N/A | \$50,000.00 | 1 | \$50,000.00 | 1 | \$50,000.00 | 50.00% | 6596454 |
| 34 | 0 | N/A | \$500,000.00 | 1 | \$500,000.00 | 5 | \$2,500,000.00 | 83.33% | 10994085 |
| | | | Totals: | 168625 | \$4,373,280.00 | 3,293,043 | \$87,518,510.00 | | |

Prize Structure
TEXAS LOTTERY
GAME NO.2196 "MONOPOLY™ 100X"
May 1, 2019 - VERSION A

| | | | | | | | | | | |
|-----------------|-------------------|-------------|---------|------------------|---------|---------------|-------------|-------------|-----------------------------------|---------------------------------|
| Order Quantity: | 13,192,900 | Pack Size: | 50 | Pool Size: | 120,000 | Winners: | 3,461,668 | Prize Fund: | Instant Payout \$91,891,790.00 | Total Payout \$92,551,840.00 |
| Price Point: | \$10.00 | Packs/Game: | 263,858 | Number of Pools: | 109.94 | Non-winners: | 9,731,232 | Payout: | 69.65% | 70.15% |
| Revenue: | \$131,929,000.00 | Packs/Pool: | 2,400 | | | Overall Odds: | 3.81 | | | |

ORIGINAL ORDER

SHIPMENT # 1-6
COMPLETE
POOLS # 1-119

| Kind | Wins | Tier Level | Get | Win | Value | Odds (1 in) | Winners | | | Total Prize Cost | % Prize Fund |
|---|------|------------|--|-----------|--------------|--------------|---------|-----------|-----------|------------------|--------------|
| | | | | | | | Pack | Pool | Total | | |
| Low Tiers | | | | | | | | | | | |
| 01 | 1 | L | \$10 | \$10 | \$10.00 | 8.3333 | 6.00 | 14,400.00 | 1,583,162 | \$15,831,620.00 | 17.11% |
| 02 | 1 | L | \$20 | \$20 | \$20.00 | 33.3375 | 1.50 | 3,600.00 | 395,738 | \$7,914,760.00 | 8.55% |
| 03 | 2 | L | \$10 x 2 | \$20 | \$20.00 | 33.3281 | 1.50 | 3,600.00 | 395,849 | \$7,916,980.00 | 8.55% |
| Total (\$20.00): | | | | | | 16.6664 | 3.00 | 7,200.00 | 791,587 | \$15,831,740.00 | 17.11% |
| Total (Low Tiers): | | | | | | 5.5555 | 9.00 | 21,600.00 | 2,374,749 | \$31,663,360.00 | 34.21% |
| Mid Tiers | | | | | | | | | | | |
| 04 | 1 | M | \$30 | \$30 | \$30.00 | 74.9171 | 0.67 | 1,600.00 | 176,100 | \$5,283,000.00 | 5.71% |
| 05 | 2 | M | \$10 + \$20 | \$30 | \$30.00 | 74.9239 | 0.67 | 1,600.00 | 176,084 | \$5,282,520.00 | 5.71% |
| 06 | 3 | M | \$10 x 3 | \$30 | \$30.00 | 75.1595 | 0.67 | 1,600.00 | 175,532 | \$5,265,960.00 | 5.69% |
| Total (\$30.00): | | | | | | 25.0000 | 2.00 | 4,800.00 | 527,716 | \$15,831,480.00 | 17.11% |
| 07 | 1 | M | \$50 | \$50 | \$50.00 | 199.9227 | 0.25 | 600.00 | 65,990 | \$3,299,500.00 | 3.57% |
| 08 | 2 | M | \$30 + \$20 | \$50 | \$50.00 | 119.8842 | 0.42 | 1,000.00 | 110,047 | \$5,502,350.00 | 5.95% |
| 09 | 5 | M | \$10 x 5 | \$50 | \$50.00 | 119.9605 | 0.42 | 1,000.00 | 109,977 | \$5,498,850.00 | 5.94% |
| 10 | 4 | M | (\$15 x 2) + (\$10 x 2) | \$50 | \$50.00 | 120.0938 | 0.42 | 1,000.00 | 109,855 | \$5,492,750.00 | 5.93% |
| Total (\$50.00): | | | | | | 33.3264 | 1.50 | 3,600.00 | 395,869 | \$19,793,450.00 | 21.39% |
| 11 | 1 | M | \$100 | \$100 | \$100.00 | 598.3989 | 0.08 | 200.00 | 22,047 | \$2,204,700.00 | 2.38% |
| 12 | 1 | M | \$10 (10X) | \$100 | \$100.00 | 299.9955 | 0.17 | 400.00 | 43,977 | \$4,397,700.00 | 4.75% |
| 13 | 6 | M | (\$25 x 2) + (\$15 x 2) + (\$10 x 2) | \$100 | \$100.00 | 342.1928 | 0.15 | 350.00 | 38,554 | \$3,855,400.00 | 4.17% |
| 14 | 5 | M | \$20 x 5 | \$100 | \$100.00 | 923.2906 | 0.05 | 130.00 | 14,289 | \$1,428,900.00 | 1.54% |
| 15 | 2 | M | \$50 x 2 | \$100 | \$100.00 | 1002.1954 | 0.05 | 120.00 | 13,164 | \$1,316,400.00 | 1.42% |
| Total (\$100.00): | | | | | | 99.9227 | 0.50 | 1,200.00 | 132,031 | \$13,203,100.00 | 14.27% |
| 16 | 1 | M | \$200 | \$200 | \$200.00 | 3977.3591 | 0.01 | 30.00 | 3,317 | \$663,400.00 | 0.72% |
| 17 | 1 | M | \$20 (10X) | \$200 | \$200.00 | 1854.4982 | 0.03 | 65.00 | 7,114 | \$1,422,800.00 | 1.54% |
| 18 | 2 | M | \$10 (10X) x 2 | \$200 | \$200.00 | 1841.5550 | 0.03 | 65.00 | 7,164 | \$1,432,800.00 | 1.55% |
| 19 | 20 | M | \$10 x 20 | \$200 | \$200.00 | 1535.4865 | 0.03 | 78.00 | 8,592 | \$1,718,400.00 | 1.86% |
| Total (\$200.00): | | | | | | 503.7958 | 0.10 | 238.00 | 26,187 | \$5,237,400.00 | 5.66% |
| 20 | 1 | M | \$500 | \$500 | \$500.00 | 19516.1243 | 0.00 | 6.00 | 676 | \$338,000.00 | 0.37% |
| 21 | 1 | M | \$50 (10X) | \$500 | \$500.00 | 15146.8427 | 0.00 | 8.00 | 871 | \$435,500.00 | 0.47% |
| 22 | 5 | M | \$10 (10X) x 5 | \$500 | \$500.00 | 14790.2466 | 0.00 | 8.00 | 892 | \$446,000.00 | 0.48% |
| 23 | 1 | M | \$25 (20X) | \$500 | \$500.00 | 15077.6000 | 0.00 | 8.00 | 875 | \$437,500.00 | 0.47% |
| 24 | 20 | M | (\$10 (10X) x 2) + (\$50 x 3) + (\$10 x 15) | \$500 | \$500.00 | 11821.5950 | 0.00 | 10.00 | 1,116 | \$558,000.00 | 0.60% |
| Total (\$500.00): | | | | | | 2978.0813 | 0.02 | 40.00 | 4,430 | \$2,215,000.00 | 2.39% |
| Total (Mid Tiers): | | | | | | 12.1456 | 4.12 | 9,878.00 | 1,086,233 | \$56,280,430.00 | 60.81% |
| High Tiers | | | | | | | | | | | |
| 25 | 1 | H | \$1,000 | \$1,000 | \$1,000.00 | 118854.9550 | 0.00 | 1.00 | 111 | \$111,000.00 | 0.12% |
| 26 | 1 | H | \$50 (20X) | \$1,000 | \$1,000.00 | 59160.9865 | 0.00 | 2.00 | 223 | \$223,000.00 | 0.24% |
| 27 | 1 | H | \$10 (100X) | \$1,000 | \$1,000.00 | 59160.9865 | 0.00 | 2.00 | 223 | \$223,000.00 | 0.24% |
| 28 | 25 | H | (\$100 x 5) + (\$50 x 5) + (\$30 x 5) + (\$10 x 10) | \$1,000 | \$1,000.00 | 118854.9550 | 0.00 | 1.00 | 111 | \$111,000.00 | 0.12% |
| Total (\$1,000.00): | | | | | | 19749.8503 | 0.00 | 6.00 | 668 | \$668,000.00 | 0.72% |
| 29 | 1 | H | \$10,000 | \$10,000 | \$10,000.00 | 6596450.0000 | 0.00 | 0.02 | 2 * | \$20,000.00 | 0.02% |
| 30 | 1 | H | \$100 (100X) | \$10,000 | \$10,000.00 | 3298225.0000 | 0.00 | 0.04 | 4 * | \$40,000.00 | 0.04% |
| 31 | 25 | H | (\$100 (10X) x 5) + (\$50 (10X) x 6) + (\$20 (10X) x 6) + (\$10 (10X) x 8) | \$10,000 | \$10,000.00 | 6596450.0000 | 0.00 | 0.02 | 2 * | \$20,000.00 | 0.02% |
| Total (\$10,000.00): | | | | | | 1649112.5000 | 0.00 | 0.07 | 8 | \$80,000.00 | 0.09% |
| 32 | 1 | H | \$50,000 | \$50,000 | \$50,000.00 | 6596450.0000 | 0.00 | 0.02 | 2 * | \$100,000.00 | 0.11% |
| 33 | 5 | H | \$100 (100X) x 5 | \$50,000 | \$50,000.00 | 6596450.0000 | 0.00 | 0.02 | 2 * | \$100,000.00 | 0.11% |
| Total (\$50,000.00): | | | | | | 3298225.0000 | 0.00 | 0.04 | 4 | \$200,000.00 | 0.22% |
| 34 | 1 | H | \$500,000 | \$500,000 | \$500,000.00 | 2198816.6667 | 0.00 | 0.06 | 6 * | \$3,000,000.00 | 3.24% |
| Total (High Tiers): | | | | | | 19231.6327 | 0.00 | 6.17 | 686 | \$3,948,000.00 | 4.27% |
| Total (Low Tiers + Mid Tiers + High Tiers): | | | | | | 3.8111 | 13.12 | 31,484.17 | 3,461,668 | \$91,891,790.00 | 99.29% |
| Other Prize Tiers | | | | | | | | | | | |
| - | - | O | \$100 Cash plus Entry | \$430.00 | | - | - | - | 1,535 | \$660,050.00 | 0.71% |
| Total (Other Prize Tiers): | | | | | | - | - | - | 1,535 | \$660,050.00 | 0.71% |
| Total : | | | | | | 3.8111 | 13.12 | 31,484.17 | 3,461,668 | \$92,551,840.00 | 100.00% |

* Exact Quantity by Kind Level

13192900
1583162
395738
395849
176100
176084
175532
65990
110047
109977
109855
22047
43977
38554
14289
13164
3317
7114
7164
8592
676
871
892
875
1116
111
223
223
111
2
4
2
2
2
6

10X = win 10 TIMES the prize
20X = win 20 TIMES the prize
100X = win 100 TIMES the prize

There will be no more than fifteen (15) winners per pack.

- d. \$10.00 “MONOPOLY™ 100X” game with 13,080,000 tickets launches January 6, 2020;
- e. \$20.00 “MONOPOLY™ 200X” game with 9,000,000 tickets launches January 6, 2020; and

The Company’s website will host a Promotion microsite. Players may use the Texas Lottery® website/Luck Zone (accessible through the microsite) or the Luck Zone feature of the Texas Lottery App to enter any non-winning tickets from the Eligible Games in one of five (5) promotional second-chance drawings described in Section 6 below (the “Cash Prize Drawings”) for a chance to win one (1) of nineteen thousand one hundred forty (19,140) one hundred dollar (\$100) second-chance cash prizes (each a “Cash Prize”).

The name of each Cash Prize winner will be entered automatically in one of five (5) drawings described in Section 7 below (the “\$5 Million Vegas Challenge Drawings”) for a chance to win one of twenty (20) trip prizes (“Trip Prizes”) for a trip to Las Vegas, Nevada, to participate as a finalist (“Finalist”) in the \$5 Million Vegas Challenge contest (the “Challenge”).

5. ALLOCATION TO CASH PRIZES FOR PRIZE FULFILLMENT, LICENSING FEES, PROMOTION SERVICES, AND MANUFACTURING AND PROMOTIONAL SUPPORT

The TLC shall allocate a total of eight million two hundred thirty thousand two hundred dollars (\$8,230,200) (approximately two and thirty-five hundredths percent (2.35%) of the combined prize pools of the Eligible Games) for the Company to fulfill all Cash Prizes and Trip Prizes and to provide other Promotion-related services and manufacturing and promotional support, and for the license fees for the use of the Licensed Property. This amount reflects an allocation of four hundred thirty dollars (\$430) to each Cash Prize and Trip Prize, to be invoiced and paid as provided in Section 13 below. The Cash Prizes and allocated amounts shall be distributed across the Eligible Games as follows:

| Game Price Point | Allocation for each Cash Prize (\$100) | Allocation for each Trip Prize (\$330) | Total Cash Prizes Awarded | # Second-Chance Drawings | Winners Per Drawing |
|------------------|--|--|---------------------------|--------------------------|---------------------|
| \$20.00 | \$1,198,000 | \$3,953,400 | 11,980 | 5 | 2,396 |
| \$10.00 | \$153,500 | \$506,550 | 1,535 | 5 | 307 |
| \$5.00 | \$270,000 | \$891,000 | 2,700 | 5 | 540 |
| \$3.00 | \$203,000 | \$669,900 | 2,030 | 5 | 406 |
| \$1.00 | \$89,500 | \$295,350 | 895 | 5 | 179 |
| | \$1,914,000 | \$6,316,200 | 19,140 | | 3,828 |
| | Total Allocation | \$8,230,200 | | | |



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Chair

0-0000
13,192,900
1,000
13,192,900
13,192,990
90.42
1,192,502,0180
1,192,502,0180
27,471,1500
1,220,572,1680
0-0000

Payment Approval

September 11, 2019

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

Vendor Name: Scientific Games, Inc
Invoice Number: 08312019A
Tx Game name: Game #2196 Monopoly 100X
PO #: 362-19-9019RV2RL38

| Shipment | Quantity | Price | Total |
|--------------------|----------|---------|--------------|
| 1 | 2266.35 | \$90.42 | \$204,923.37 |
| additional charges | 27471.15 | \$1.00 | \$27,471.15 |
| 2 | 2140.40 | \$90.42 | \$193,534.97 |
| 3 | 2266.80 | \$90.42 | \$204,964.06 |
| 4 | 2141.05 | \$90.42 | \$193,593.74 |
| 5 | 2266.65 | \$90.42 | \$204,950.49 |
| 6 | 2111.65 | \$90.42 | \$190,935.39 |

Total Amount **\$1,220,373.17**

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

Dale Bowersock [Signature] 065 9/12/19
Dale Bowersock (Scratch Ticket Strategy Coordinator) Date
Please forward to the next person for approval

[Signature] 9/13/19
Robert Tirfoni (Products Manager) Date
Please forward to the next person for approval

[Signature] 9.17.19
Ryan Mindell (Lottery Operations Division Director) Date

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

In an effort to close out FY 19 please forward ASAP, thanks for you help.

Thanks



RECEIVED
2019 SEP 11 PM 4:16
OFFICE OF THE
CONTROLLER

Invoice: TX 08312019A
"TX-2196 MONOPOLY 100X
September 6, 2019

Supplier : Scientific Games International
1500 Bluegrass Lakes Parkway
Alpharetta, Georgia 30004 USA

Customer : TEXAS LOTTERY
Attn: Accounts Payable
P.O. BOX 16630
AUSTIN, TX 78761-6630
United States

| <u>Game</u> | <u>Shipment</u> | <u>Description</u> | <u>Quantity</u> | <u>Price Per</u> | <u>Total Amount</u> | <u>SG Invoice #</u> |
|-------------|-----------------|-------------------------------------|-----------------|------------------|-----------------------------|---------------------|
| TX-2196 | 1 | MONOPOLY 100X Additional Charges | 2,266,350 | 90.42 | \$204,923.37 \$27,471.15 | 1035919 |
| TX-2196 | 2 | MONOPOLY 100X | 2,140,400 | 90.42 | \$193,534.97 | 1035913 |
| TX-2196 | 3 | MONOPOLY 100X | 2,266,800 | 90.42 | \$204,964.06 | 1035917 |
| TX-2196 | 4 | MONOPOLY 100X | 2,141,050 | 90.42 | \$193,593.74 | 1035918 |
| TX-2196 | 5 | MONOPOLY 100X | 2,266,650 | 90.42 | \$204,950.49 | 1035920 |
| TX-2196 | 6 | MONOPOLY 100X | 2,111,650 | 90.42 | \$190,935.39 | 1035921 |
| Total Due | | | | | \$1,220,373.17 | |

Due Date: October 6, 2019

Wire Transfer Instructions:

Bank: Bank of America
Swift: BOFAUS3N
Acct Name: Scientific Games International, Inc.-Operating
Acct #: 501017395032
Wire Routing #: 026009593

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
Unaudited - For Internal Use Only