

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 7/13/2020

| | | | |
|--------------------------------|-------------|---------------------------|--------|
| Game # | 2199 | Confirmed Packs | 1,248 |
| Game Name | 88 Fortunes | Active Packs | 1,064 |
| Quantity Printed | 7,131,225 | Warehouse Packs | 384 |
| Price Point | \$5 | Returned Packs | 151 |
| Start Date | 1/20/2020 | Printed Payout Percentage | 68.18% |
| Top Prize | \$ 100,000 | Percent Sold | 96.59% |
| Number of Top Prizes Remaining | 0 | Number of Weeks Out | 25 |

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

| | | |
|-----------------------|---------------|--|
| Cost to print tickets | \$ 332,535 | Actual ticket production costs |
| Prize payout expense | \$ 23,174,962 | Data from Instant Ticket Tier Liability screen in ES |

Estimated Direct Costs \$ 23,507,497

TANGIBLE BENEFITS

Revenue Impact:

| | | |
|-----------------|---------------|---|
| Estimated sales | \$ 34,440,251 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
|-----------------|---------------|---|

Total Estimated Benefits \$ 34,440,251

Excess of Revenue over Expended **\$ 10,932,754**

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 | \$ | 226,895 |
| Next week | \$ | 291,525 |
| Next week | \$ | 381,995 |
| Avg Weekly Sales Current Game | \$ | 300,138 |
| Avg Weekly Sales \$5; 5M - 9.99M Qty | \$ | 1,810,073 |
| Percentage Of Variance In Sales | | 83% |

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

| | | | |
|---|-------------|---------------------------|--------|
| Game # | 2199 | Printed Payout Percentage | 68.18% |
| Game Name | 88 Fortunes | Actual Payout Percentage | 67.29% |
| Percent Sold | 96.59% | Number of Weeks Out | 25 |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run. | | | 19 |

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):

Scratch Ticket Strategy 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



Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Saturday, July 11, 2020 5:21 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 07/10/2020

All top prizes for the following game(s) have been claimed as of 07/10/2020.

| Game Number | Game Name | Price | Prize Amount | Prizes Printed | Prizes Claimed | Pending Top Claims | Pending Top Claims Count | Prizes Remaining | Sales Begin Date | Pre-Call Date | Call Date | Sales End Date |
|-------------|--------------|-------|--------------|----------------|----------------|--------------------|--------------------------|------------------|------------------|---------------|------------|----------------|
| 2199 | 88 Fortunes® | \$5 | \$100,000 | 4 | 4 | | 0 | 0 | 1/20/2020 | 7/3/2020 | 08/02/2020 | 09/16/2020 |

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.



Play the Games of Texas!

Da Vinci Report 7/13/20
Week End Date: 7/11/20

| Product Line | Game | \$ | Tix Run | Name | Start | Call | Close | Wks | % Sold | Confirmed | Active | Ware | Return | Net Sales | | | |
|--------------|------|------|------------|-------------------------------|----------|---------|---------|-----|--------|-----------|--------|---------|--------|----------------|----------------|----------------|----------------|
| | | | | | | | | | | | | | | 7/11/20 | 7/4/20 | 6/27/20 | 6/20/20 |
| Mature | 2241 | \$5 | 15,358,575 | BINGO TIMES 20 | 2/17/20 | | | 21 | 47.04% | 13,180 | 9,643 | 83,128 | 23 | \$1,568,865.00 | \$1,706,435.00 | \$1,693,615.00 | \$1,715,995.00 |
| | 2177 | \$5 | 18,315,600 | BONUS BREAK THE BANK | 11/18/19 | | | 34 | 57.68% | 13,088 | 9,521 | 78,147 | 22 | \$1,518,090.00 | \$1,733,135.00 | \$1,644,800.00 | \$1,648,685.00 |
| | 2195 | \$5 | 20,072,100 | MONOPOLY 50X | 1/6/20 | | | 27 | 78.83% | 14,274 | 9,670 | 29,700 | 46 | \$1,849,525.00 | \$2,109,595.00 | \$2,110,940.00 | \$2,053,720.00 |
| | 2237 | \$5 | 40,877,775 | SUPER LOTERIA | 12/16/19 | | | 30 | 58.37% | 24,844 | 12,017 | 183,191 | 23 | \$4,576,355.00 | \$4,868,685.00 | \$4,772,715.00 | \$4,770,190.00 |
| | 2056 | \$10 | 28,522,850 | \$200 MILLION CASH EXPLOSION | 9/4/18 | | | 97 | 83.28% | 14,042 | 6,220 | 71,256 | 473 | \$2,694,650.00 | \$2,826,810.00 | \$2,671,930.00 | \$2,782,140.00 |
| | 2196 | \$10 | 13,192,900 | MONOPOLY 100X | 1/6/20 | | | 27 | 81.74% | 16,405 | 8,969 | 20,099 | 27 | \$2,583,380.00 | \$2,747,010.00 | \$2,703,730.00 | \$2,799,800.00 |
| | 1838 | \$20 | 34,728,300 | INSTANT MILLIONAIRE | 5/15/17 | | | 165 | 55.38% | 12,616 | 6,370 | 596,345 | 39 | \$2,886,840.00 | \$2,954,080.00 | \$2,821,540.00 | \$2,808,540.00 |
| | 2245 | \$20 | 12,034,525 | MILLION DOLLAR LOTERIA | 3/2/20 | | | 19 | 41.22% | 26,062 | 9,412 | 240,731 | 50 | \$6,176,820.00 | \$6,427,220.00 | \$6,317,600.00 | \$6,211,260.00 |
| | 2197 | \$20 | 8,934,650 | MONOPOLY 200X | 1/6/20 | | | 27 | 60.07% | 16,863 | 8,582 | 114,244 | 38 | \$2,937,780.00 | \$3,066,440.00 | \$3,010,480.00 | \$2,961,440.00 |
| | 2145 | \$20 | 7,217,400 | MULTIPLIER SPECTACULAR | 2/3/20 | | | 23 | 59.12% | 15,812 | 7,222 | 91,315 | 44 | \$2,716,000.00 | \$2,781,200.00 | \$2,726,060.00 | \$2,579,740.00 |
| | 2209 | \$30 | 12,028,825 | \$250 MILLION CASH PARTY | 3/16/20 | | | 17 | 21.84% | 15,692 | 8,320 | 349,106 | 70 | \$4,262,970.00 | \$4,416,150.00 | \$4,369,620.00 | \$4,376,700.00 |
| | 2053 | \$30 | 34,080,725 | \$750 MILLION WINNER'S CIRCLE | 3/19/18 | | | 121 | 36.08% | 10,127 | 5,049 | 852,650 | 34 | \$3,191,730.00 | \$2,952,150.00 | \$2,413,890.00 | \$2,088,150.00 |
| | 2227 | \$50 | 5,138,000 | \$1,000,000 GOLDEN RICHES | 4/6/20 | | | 14 | 40.67% | 17,102 | 8,487 | 122,774 | 33 | \$7,473,450.00 | \$7,782,350.00 | \$7,607,400.00 | \$7,592,500.00 |
| | 2190 | \$50 | 5,506,820 | PREMIER PLAY | 12/2/19 | | | 32 | 68.73% | 10,501 | 4,913 | 68,069 | 39 | \$4,984,250.00 | \$5,962,700.00 | \$5,083,950.00 | \$4,969,450.00 |
| | | | | | | | | | | | | | | | | | |
| Sold/Closing | 2200 | \$1 | 9,245,700 | QUICK 7S | 2/3/20 | 7/5/20 | 8/19/20 | 23 | 93.88% | 929 | 480 | 4 | 1,476 | \$24,258.00 | \$45,505.00 | \$52,734.00 | \$68,331.00 |
| | 2206 | \$1 | 9,299,550 | TIC TAC TOAD | 3/2/20 | 8/2/20 | 9/16/20 | 19 | 89.88% | 2,920 | 1,813 | 130 | 663 | \$83,404.00 | \$125,756.00 | \$165,571.00 | \$196,242.00 |
| | 2198 | \$2 | 7,218,250 | HEARTS | 1/20/20 | 7/5/20 | 8/19/20 | 25 | 92.87% | 874 | 646 | 316 | 1,254 | \$67,282.00 | \$87,236.00 | \$110,978.00 | \$123,346.00 |
| | 2115 | \$2 | 7,216,500 | WILD CASH | 12/16/19 | 6/7/20 | 7/22/20 | 30 | 94.21% | 108 | 43 | 0 | 2,080 | \$1,514.00 | \$5,036.00 | \$10,814.00 | \$24,716.00 |
| | 1828 | \$3 | 41,527,800 | TEXAS LOTERIA | 9/17/18 | 6/15/20 | 7/30/20 | 95 | 99.29% | 255 | 73 | 8 | 1,435 | \$7,986.00 | \$24,735.00 | \$43,971.00 | \$78,855.00 |
| | 2201 | \$5 | 6,234,900 | \$50,000 POKER | 2/3/20 | 7/5/20 | 8/19/20 | 23 | 98.17% | 214 | 192 | 15 | 704 | \$40,435.00 | \$65,995.00 | \$92,240.00 | \$111,005.00 |
| | 2199 | \$5 | 7,131,225 | 88 FORTUNES | 1/20/20 | 8/2/20 | 9/16/20 | 25 | 96.59% | 1,248 | 1,064 | 384 | 151 | \$226,895.00 | \$291,525.00 | \$381,995.00 | \$440,660.00 |
| | 2180 | \$5 | 10,212,525 | BONUS 7 | 10/21/19 | 6/2/20 | 7/17/20 | 38 | 99.32% | 19 | 2 | 1 | 587 | -\$800.00 | \$2,230.00 | \$3,925.00 | \$10,100.00 |
| | 2001 | \$5 | 8,394,075 | DEUCES WILD | 12/2/19 | 6/7/20 | 7/22/20 | 32 | 75.80% | 176 | 139 | 20,118 | 4,840 | \$38,030.00 | \$54,540.00 | \$104,570.00 | \$166,250.00 |
| | 2207 | \$5 | 7,098,225 | JAMES BOND 007 | 3/2/20 | 8/2/20 | 9/16/20 | 19 | 98.23% | 639 | 576 | 19 | 147 | \$108,010.00 | \$170,850.00 | \$210,365.00 | \$299,065.00 |
| | 2213 | \$5 | 7,045,350 | MONEY MULTIPLIER | 4/6/20 | | | 14 | 95.01% | 1,939 | 1,974 | 371 | 99 | \$464,410.00 | \$745,820.00 | \$964,920.00 | \$1,259,780.00 |
| | 2211 | \$5 | 7,341,450 | PINK DIAMOND 7S | 3/16/20 | | | 17 | 96.08% | 1,471 | 1,519 | 364 | 164 | \$331,830.00 | \$507,290.00 | \$681,790.00 | \$941,745.00 |
| | 2186 | \$5 | 7,113,225 | POWER 5S | 11/18/19 | 6/7/20 | 7/22/20 | 34 | 96.17% | 44 | 38 | 1,652 | 1,177 | \$11,480.00 | \$29,475.00 | \$55,070.00 | \$95,425.00 |
| | 2082 | \$5 | 22,519,650 | SUPER CROSSWORD | 11/26/18 | 7/5/20 | 8/19/20 | 85 | 99.06% | 455 | 387 | 254 | 580 | \$84,735.00 | \$134,355.00 | \$150,100.00 | \$233,095.00 |
| | 2074 | \$5 | 40,124,625 | SUPER LOTERIA | 1/21/19 | 7/5/20 | 8/19/20 | 77 | 99.73% | 168 | 52 | 19 | 421 | \$11,345.00 | \$20,520.00 | \$24,305.00 | \$29,560.00 |
| | 2192 | \$5 | 7,218,150 | TRIPLE DOUBLE 777 RED HOT | 2/17/20 | | | 21 | 91.16% | 3,984 | 3,056 | 391 | 446 | \$539,300.00 | \$766,690.00 | \$846,290.00 | \$905,305.00 |
| | 2224 | \$10 | 12,075,500 | \$250,000 50X CASHWORD | 11/4/19 | 8/2/20 | 9/16/20 | 36 | 99.05% | 1,017 | 308 | 89 | 404 | \$92,010.00 | \$138,000.00 | \$191,900.00 | \$285,020.00 |
| | 2208 | \$10 | 7,142,200 | \$50 OR \$100! | 3/2/20 | | | 19 | 97.58% | 1,776 | 919 | 36 | 343 | \$418,340.00 | \$598,690.00 | \$850,090.00 | \$1,321,560.00 |

Liability for 2199 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 12/18/2019 - 03/16/2021

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 | \$5.00 | 41210 | \$206,050.00 | 671977 | \$3,359,885.00 | 94.22% | 6719162 |
| 2 | 2 | N/A | \$10.00 | 10557 | \$105,570.00 | 179609 | \$1,796,090.00 | 94.45% | 6735337 |
| 3 | 3 | N/A | \$10.00 | 9400 | \$94,000.00 | 180784 | \$1,807,840.00 | 95.06% | 6778758 |
| 4 | 4 | N/A | \$15.00 | 4073 | \$61,095.00 | 90941 | \$1,364,115.00 | 95.71% | 6825528 |
| 5 | 5 | N/A | \$15.00 | 4089 | \$61,335.00 | 91042 | \$1,365,630.00 | 95.70% | 6824704 |
| 6 | 6 | N/A | \$15.00 | 2145 | \$32,175.00 | 45449 | \$681,735.00 | 95.49% | 6809829 |
| 7 | 7 | N/A | \$20.00 | 957 | \$19,140.00 | 22816 | \$456,320.00 | 95.97% | 6844152 |
| 8 | 8 | N/A | \$20.00 | 1001 | \$20,020.00 | 22733 | \$454,660.00 | 95.78% | 6830460 |
| 9 | 9 | N/A | \$20.00 | 1194 | \$23,880.00 | 22561 | \$451,220.00 | 94.97% | 6772787 |
| 10 | 10 | N/A | \$20.00 | 1093 | \$21,860.00 | 22662 | \$453,240.00 | 95.40% | 6803107 |
| 11 | 0 | N/A | \$25.00 | 1676 | \$41,900.00 | 39896 | \$997,400.00 | 95.97% | 6843725 |
| 12 | 0 | N/A | \$25.00 | 1587 | \$39,675.00 | 40038 | \$1,000,950.00 | 96.19% | 6859339 |
| 13 | 0 | N/A | \$25.00 | 2001 | \$50,025.00 | 39528 | \$988,200.00 | 95.18% | 6787619 |
| 14 | 0 | N/A | \$25.00 | 834 | \$20,850.00 | 17021 | \$425,525.00 | 95.33% | 6798128 |
| 15 | 0 | N/A | \$50.00 | 620 | \$31,000.00 | 12735 | \$636,750.00 | 95.36% | 6800161 |
| 16 | 0 | N/A | \$50.00 | 496 | \$24,800.00 | 12633 | \$631,650.00 | 96.22% | 6861814 |
| 17 | 0 | N/A | \$50.00 | 608 | \$30,400.00 | 16280 | \$814,000.00 | 96.40% | 6874487 |
| 18 | 0 | N/A | \$50.00 | 789 | \$39,450.00 | 16131 | \$806,550.00 | 95.34% | 6798687 |
| 19 | 0 | N/A | \$50.00 | 448 | \$22,400.00 | 10573 | \$528,650.00 | 95.94% | 6841343 |
| 20 | 0 | N/A | \$88.00 | 619 | \$54,472.00 | 12829 | \$1,128,952.00 | 95.40% | 6802980 |
| 21 | 0 | N/A | \$100.00 | 120 | \$12,000.00 | 2848 | \$284,800.00 | 95.96% | 6842900 |
| 22 | 0 | N/A | \$100.00 | 108 | \$10,800.00 | 2832 | \$283,200.00 | 96.33% | 6869261 |
| 23 | 0 | N/A | \$100.00 | 147 | \$14,700.00 | 2807 | \$280,700.00 | 95.02% | 6776353 |
| 24 | 0 | N/A | \$100.00 | 128 | \$12,800.00 | 2878 | \$287,800.00 | 95.74% | 6827566 |
| 25 | 0 | N/A | \$100.00 | 152 | \$15,200.00 | 2818 | \$281,800.00 | 94.88% | 6766259 |
| 26 | 0 | N/A | \$100.00 | 118 | \$11,800.00 | 2853 | \$285,300.00 | 96.03% | 6847992 |
| 27 | 0 | N/A | \$500.00 | 13 | \$6,500.00 | 289 | \$144,500.00 | 95.70% | 6824251 |
| 28 | 0 | N/A | \$500.00 | 23 | \$11,500.00 | 583 | \$291,500.00 | 96.20% | 6860567 |
| 29 | 0 | N/A | \$500.00 | 33 | \$16,500.00 | 569 | \$284,500.00 | 94.52% | 6740310 |
| 30 | 0 | N/A | \$500.00 | 15 | \$7,500.00 | 283 | \$141,500.00 | 94.97% | 6772270 |
| 31 | 0 | N/A | \$5,000.00 | 2 | \$10,000.00 | 8 | \$40,000.00 | 80.00% | 5704980 |
| 32 | 0 | N/A | \$5,000.00 | 1 | \$5,000.00 | 4 | \$20,000.00 | 80.00% | 5704980 |
| 33 | 0 | N/A | \$100,000.00 | 0 | \$0.00 | 4 | \$400,000.00 | 100.00% | 7131225 |
| Totals: | | | | 86257 | \$1,134,397.00 | 1,587,014 | \$23,174,962.00 | | |



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

0-0000 =

7-131-225 =

1-000 =

7-131-2250

7-131-225 =

46-14 =

329-054-7215

329-054-7215 +

3-500-0000 +

332-554-7215 +

0-0000 =

Payment Approval

January 13, 2020

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

Vendor Name: Scientific Games, Inc
 Invoice Number: TX01102020A
 Tx Game name: Game #2199 88 Fortunes
 PO #: 362-20-9019RL002

| Shipment | Quantity | Price | |
|--------------------|----------|------------|--------------|
| 1 | 3496.88 | \$46.14 | 101,345.81 |
| additional charges | 1.00 | \$3,500.00 | \$3,500.00 |
| 2 | 3634.35 | \$46.14 | \$167,688.91 |

DB

Total Amount \$332,534.72

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

Dale Bowersock DB

Dale Bowersock (Scratch Ticket Strategy Coordinator)
Please forward to the next person for approval

1/13/2020
Date

Robert Tironi

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

1/14/2020
Date

Ryan Mindell

Ryan Mindell (Lottery Operations Division Director)

1-15-2020
Date

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

January 23, 2020



RECEIVED
2020 JAN 13 AM 10:04
OFFICE OF THE
COMPTROLLER

Invoice: TX 01102020A
"TX 2199 - 88 FORTUNES™"
January 10, 2020

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-2199 | 1 | 88 FORTUNES Additional Charges | 3,496,875 | 46.14 | \$161,345.81 \$3,500.00 | 1036696 |
| TX-2199 | 2 | 88 FORTUNES | 3,634,350 | 46.14 | \$167,688.91 | 1036697 |
| Total Due | | | | | \$332,534.72 | |

***Please include the SG invoice numbers with your remittance**

Due Date: February 10, 2020

Wire Transfer Instructions:

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

Prize Structure
TEXAS LOTTERY
GAME NO.2199 "88 FORTUNES"
July 10, 2019 - VERSION A

Order Quantity: **7,131,225** Pack Size: 75 Pool Size: 120,000 Winners: 1,673,271 Total Payout: \$21,309,359.00
 Price Point: \$5.00 Packs/Game: 95,083 Number of Pools: 59,43 Non-winners: 5,457,954 Prize Fund: \$21,309,359.00
 Revenue: \$35,666,125.00 Packs/Pool: 1,600 Overall Odds: 4:2618 Payout: **68.18%**

ORIGINAL ORDER

SHIPMENT # 1-2
COMPLETE
POOLS # 1-76

| Kind | Wins | Tier Level | Get | Win | Value | Odds (1 in) | Winners | | Total | Total Prize Cost | % Prize Fund |
|---------------------|------|------------|--------------------------------------|-----------|--------------|--------------|---------|-----------|---------|------------------|--------------|
| | | | | | | | Pool | Pack | | | |
| Low Tiers | | | | | | | | | | | |
| 01 | 1 | L | \$5 | \$5 | \$5.00 | 9,9991 | 7.50 | 12,000.00 | 713,187 | \$3,565,935.00 | 14.67% |
| 02 | 1 | L | \$5 w/ 2X | \$10 | \$10.00 | 37,5000 | 2.00 | 3,200.00 | 190,166 | \$1,901,660.00 | 7.82% |
| 03 | 1 | L | \$10 | \$10 | \$10.00 | 37,4965 | 2.00 | 3,200.00 | 190,184 | \$1,901,840.00 | 7.82% |
| Total (\$10.00): | | | | | | | | | | | 15,656% |
| 04 | 3 | L | \$5 x 3 | \$15 | \$15.00 | 75,0545 | 1.00 | 1,600.00 | 95,014 | \$1,425,210.00 | 5.86% |
| 05 | 2 | L | \$10 x \$5 | \$15 | \$15.00 | 74,9622 | 1.00 | 1,600.00 | 95,131 | \$1,426,965.00 | 5.87% |
| 06 | 1 | L | \$15 | \$15 | \$15.00 | 149,8345 | 0.50 | 800.00 | 47,594 | \$713,910.00 | 2.94% |
| Total (\$15.00): | | | | | | | | | | | 14.67% |
| 07 | 4 | L | \$5 x 4 | \$20 | \$20.00 | 299,9716 | 0.25 | 400.00 | 23,773 | \$475,460.00 | 1.95% |
| 08 | 3 | L | \$10 + (\$5 x 2) | \$20 | \$20.00 | 300,4645 | 0.25 | 400.00 | 23,734 | \$474,660.00 | 1.95% |
| 09 | 1 | L | \$10 w/ 2X | \$20 | \$20.00 | 300,1989 | 0.25 | 400.00 | 23,755 | \$475,100.00 | 1.95% |
| 10 | 1 | L | \$20 | \$20 | \$20.00 | 300,1989 | 0.25 | 400.00 | 23,755 | \$475,100.00 | 1.95% |
| Total (\$20.00): | | | | | | | | | | | 7.82% |
| Total (Low Tiers): | | | | | | | | | | | \$2,800% |
| Mid Tiers | | | | | | | | | | | |
| 11 | 3 | M | (\$10 x 2) + \$5 | \$25 | \$25.00 | 171,5591 | 0.44 | 700.00 | 41,572 | \$1,039,300.00 | 4.28% |
| 12 | 4 | M | \$10 + (\$5 x 3) | \$25 | \$25.00 | 171,3207 | 0.44 | 700.00 | 41,625 | \$1,040,625.00 | 4.28% |
| 13 | 1 | M | \$5 w/ 5X | \$25 | \$25.00 | 171,7168 | 0.44 | 700.00 | 41,529 | \$1,038,225.00 | 4.27% |
| 14 | 1 | M | \$25 | \$25 | \$25.00 | 399,3965 | 0.19 | 300.00 | 17,855 | \$446,375.00 | 1.84% |
| Total (\$25.00): | | | | | | | | | | | 14.66% |
| 15 | 1 | M | \$25 w/ 2X | \$50 | \$50.00 | 533,9742 | 0.14 | 225.00 | 13,355 | \$667,750.00 | 2.75% |
| 16 | 6 | M | \$20 + \$10 + (\$5 x 4) | \$50 | \$50.00 | 543,1659 | 0.14 | 220.00 | 13,129 | \$656,450.00 | 2.70% |
| 17 | 10 | M | \$5 x 10 | \$50 | \$50.00 | 422,2658 | 0.18 | 285.00 | 16,888 | \$844,400.00 | 3.47% |
| 18 | 1 | M | \$10 w/ 5X | \$50 | \$50.00 | 421,4672 | 0.18 | 285.00 | 16,920 | \$846,000.00 | 3.48% |
| 19 | 1 | M | \$50 | \$50 | \$50.00 | 647,0579 | 0.12 | 185.00 | 11,021 | \$551,050.00 | 2.27% |
| Total (\$50.00): | | | | | | | | | | | 14.67% |
| 20 | 1 | M | \$88 w/ 88 | \$88 | \$88.00 | 530,2815 | 0.14 | 225.00 | 13,448 | \$1,183,424.00 | 4.87% |
| 21 | 20 | M | \$5 x 20 | \$100 | \$100.00 | 2402,7038 | 0.03 | 50.00 | 2,968 | \$296,800.00 | 1.22% |
| 22 | 6 | M | \$50 + \$20 + (\$10 x 2) + (\$5 x 2) | \$100 | \$100.00 | 2425,5867 | 0.03 | 50.00 | 2,940 | \$294,000.00 | 1.21% |
| 23 | 1 | M | \$50 w/ 2X | \$100 | \$100.00 | 2414,0911 | 0.03 | 50.00 | 2,964 | \$295,400.00 | 1.22% |
| 24 | 3 | M | \$50 + (\$25 x 2) | \$100 | \$100.00 | 2372,3303 | 0.03 | 50.00 | 3,006 | \$300,600.00 | 1.24% |
| 25 | 1 | M | \$20 w/ 5X | \$100 | \$100.00 | 2401,0859 | 0.03 | 50.00 | 2,970 | \$297,000.00 | 1.22% |
| 26 | 1 | M | \$100 | \$100 | \$100.00 | 2400,2777 | 0.03 | 50.00 | 2,971 | \$297,100.00 | 1.22% |
| Total (\$100.00): | | | | | | | | | | | 7.33% |
| 27 | 20 | M | \$5 w/ 5X x 20 | \$500 | \$500.00 | 23613,3278 | 0.00 | 5.00 | 302 | \$151,000.00 | 0.62% |
| 28 | 8 | M | (\$100 x 2) + (\$50 x 6) | \$500 | \$500.00 | 11787,8980 | 0.01 | 10.00 | 606 | \$303,000.00 | 1.25% |
| 29 | 1 | M | \$100 w/ 5X | \$500 | \$500.00 | 11845,8887 | 0.01 | 10.00 | 602 | \$301,000.00 | 1.24% |
| 30 | 1 | M | \$500 | \$500 | \$500.00 | 23930,2852 | 0.00 | 5.00 | 298 | \$149,000.00 | 0.61% |
| Total (\$500.00): | | | | | | | | | | | 3.72% |
| Total (Mid Tiers): | | | | | | | | | | | 45.24% |
| High Tiers | | | | | | | | | | | |
| 31 | 20 | H | \$50 w/ 5X x 20 | \$5,000 | \$5,000.00 | 713122,5000 | 0.00 | 0.17 | 10 | \$50,000.00 | 0.21% |
| 32 | 1 | H | \$5,000 | \$5,000 | \$5,000.00 | 1426245,0000 | 0.00 | 0.08 | 5 | \$25,000.00 | 0.10% |
| Total (\$5,000.00): | | | | | | | | | | | 0.31% |
| 33 | 1 | H | \$100,000 | \$100,000 | \$100,000.00 | 1782806,2500 | 0.00 | 0.07 | 4* | \$400,000.00 | 1.65% |
| Total (High Tiers): | | | | | | | | | | | 1.95% |
| Total: | | | | | | | | | | | 100.00% |

* Exact Quantity by Kind Level

2X = win DOUBLE the PRIZE
 5X = win 5 TIMES the PRIZE
 88 = win \$88

There will be no more than twenty (20) winners per pack.

**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