

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 8/24/2020

| | | | |
|--------------------------------|-------------|---------------------------|--------|
| Game # | 2212 | Confirmed Packs | 3,450 |
| Game Name | Find the 9s | Active Packs | 1,631 |
| Quantity Printed | 9,187,950 | Warehouse Packs | 614 |
| Price Point | \$1 | Returned Packs | 875 |
| Start Date | 4/6/2020 | Printed Payout Percentage | 59.99% |
| Top Prize | \$ 1,000 | Percent Sold | 88.19% |
| Number of Top Prizes Remaining | 13 | Number of Weeks Out | 20 |

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

| | | |
|-----------------------|--------------|--|
| Cost to print tickets | \$ 93,901 | Actual ticket production costs |
| Prize payout expense | \$ 4,559,208 | Data from Instant Ticket Tier Liability screen in ES |

Estimated Direct Costs \$ 4,653,109

TANGIBLE BENEFITS

Revenue Impact:

| | | |
|-----------------|----------------------------|---|
| Estimated sales | <u><u>\$ 8,102,853</u></u> | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
|-----------------|----------------------------|---|

Total Estimated Benefits \$ 8,102,853

Excess of Revenue over Expended \$ 3,449,744

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 | \$ | 94,662 |
| Next week | \$ | 119,377 |
| Next week | \$ | 143,406 |
| Avg Weekly Sales Current Game | \$ | 119,148 |
| Avg Weekly Sales \$1; 5M - 9.99M Qty | \$ | 616,770 |
| Percentage Of Variance In Sales | | 81% |

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

| | | | |
|---|-------------|---------------------------|--------|
| Game # | 2212 | Printed Payout Percentage | 59.99% |
| Game Name | Find the 9s | Actual Payout Percentage | 56.27% |
| Percent Sold | 88.19% | Number of Weeks Out | 20 |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run. | | | 13 |

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

Comptroller

Executive Director Date

**Not Required -
>85% Sold**

Bowersock, Dale

From: Tirloni, Robert
Sent: Friday, August 28, 2020 5:49 PM
To: Bowersock, Dale
Subject: FW: Game Pre-Call Recommendations for 9/4/20
Attachments: 2212 Find the 9s.pdf; 2167 Mega Loteria.pdf; RE: Game Pre-Call Recommendations for 9/4/20

Importance: High

Approving the Game Close Analysis for game 2212 and game 2167, 8/28/2020.

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Wednesday, August 26, 2020 8:38 AM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: FW: Game Pre-Call Recommendations for 9/4/20

I approve both #2212 Find the 9s and #2167 Mega Loteria for Pre-call.

Dale Bowersock
Scratch Ticket Strategy Coordinator



| Product Line | Game | \$ | Tix Run | Name | Start | Call | Close | Wks | % Sold | Confirmed | Active | Ware | Return | Net Sales | | | |
|--------------|------|------|------------|-------------------------------|---------|------|-------|-----|--------|-----------|--------|---------|--------|----------------|----------------|----------------|----------------|
| | | | | | | | | | | | | | | 8/22/20 | 8/15/20 | 8/8/20 | 8/1/20 |
| Baseline | 2216 | \$1 | 17,132,100 | HOT 7S | 6/1/20 | | | 12 | 53.81% | 14,752 | 9,646 | 26,493 | 45 | \$581,268.00 | \$600,372.00 | \$684,286.00 | \$691,333.00 |
| | 2228 | \$1 | 9,299,850 | PRIZE PIGGY | 7/6/20 | | | 7 | 54.78% | 11,559 | 8,143 | 6,825 | 37 | \$559,170.00 | \$572,662.00 | \$751,421.00 | \$906,618.00 |
| | 2232 | \$1 | 9,168,000 | TRIPLE 777 | 8/3/20 | | | 3 | 21.18% | 16,734 | 11,031 | 18,325 | 7 | \$768,094.00 | \$750,519.00 | \$423,046.00 | \$450.00 |
| | 2062 | \$2 | 7,065,750 | WILD TRIPLER | 7/20/20 | | | 5 | 37.47% | 16,258 | 10,195 | 7,315 | 24 | \$1,011,948.00 | \$1,138,894.00 | \$1,221,162.00 | \$1,223,962.00 |
| | 2231 | \$5 | 5,626,200 | 50X FAST CASH | 7/20/20 | | | 5 | 36.68% | 20,552 | 10,653 | 14,551 | 6 | \$1,569,840.00 | \$2,027,525.00 | \$2,414,770.00 | \$2,674,175.00 |
| | 2235 | \$5 | 9,893,475 | COWBOYS | 8/17/20 | | | 1 | 2.02% | 27,011 | 9,918 | 90,163 | 5 | \$999,430.00 | \$1,125.00 | \$0 | \$0 |
| | 2229 | \$5 | 7,122,225 | DOUBLE DIAMOND | 7/6/20 | | | 7 | 40.78% | 14,848 | 8,192 | 31,624 | 9 | \$1,442,020.00 | \$1,544,435.00 | \$1,892,850.00 | \$2,273,215.00 |
| | 2233 | \$5 | 7,111,425 | GOLD MINE 9X | 8/3/20 | | | 3 | 30.46% | 25,404 | 10,302 | 25,897 | 4 | \$3,468,940.00 | \$4,409,140.00 | \$2,951,360.00 | \$2,250.00 |
| | 2236 | \$5 | 5,627,925 | HOUSTON TEXANS | 8/17/20 | | | 1 | 2.11% | 26,184 | 8,288 | 37,346 | 70 | \$593,155.00 | \$750.00 | \$0 | \$0 |
| | 2215 | \$5 | 7,188,075 | ROUTE 66 ROAD TO \$1,000,000! | 6/15/20 | | | 10 | 61.64% | 11,691 | 6,316 | 17,528 | 83 | \$875,970.00 | \$1,085,925.00 | \$1,323,005.00 | \$1,624,580.00 |
| | 2128 | \$5 | 7,253,550 | WILD CASH MULTIPLIER | 7/6/20 | | | 7 | 38.23% | 15,324 | 8,501 | 34,390 | 16 | \$1,361,190.00 | \$1,432,155.00 | \$1,832,160.00 | \$2,169,205.00 |
| | 2244 | \$10 | 26,557,800 | MEGA LOTERIA | 6/22/20 | | | 9 | 13.56% | 36,987 | 10,449 | 405,334 | 207 | \$6,476,830.00 | \$6,415,070.00 | \$6,132,940.00 | \$5,375,160.00 |
| | 2268 | \$10 | 8,125,100 | ROYAL WINNINGS | 8/18/20 | | | 1 | 3.83% | 39,699 | 9,459 | 101,108 | 5 | \$3,108,830.00 | \$0 | \$0 | \$0 |
| | 2218 | \$10 | 11,105,000 | SUPER 7S | 6/1/20 | | | 12 | 57.49% | 27,379 | 10,008 | 53,656 | 11 | \$3,920,140.00 | \$4,276,330.00 | \$4,622,350.00 | \$4,641,360.00 |
| | 2219 | \$20 | 8,837,100 | MEGA 7S | 6/1/20 | | | 12 | 42.40% | 30,688 | 10,192 | 158,546 | 23 | \$4,949,100.00 | \$5,342,060.00 | \$5,757,180.00 | \$5,782,380.00 |
| | 2261 | \$50 | 5,430,340 | \$200 MILLION CASH | 8/17/20 | | | 1 | 3.12% | 30,775 | 7,392 | 221,060 | 0 | \$8,458,400.00 | \$2,000.00 | \$0 | \$0 |
| Mature | 1878 | \$1 | 854,700 | CASH ON THE SPOT | 9/18/17 | | | 153 | 0.00% | 0 | 0 | 2,164 | 22 | \$0 | \$0 | \$0 | \$0 |
| | 2212 | \$1 | 9,187,950 | FIND THE 9S | 4/6/20 | | | 20 | 88.19% | 3,450 | 1,631 | 614 | 875 | \$94,662.00 | \$119,377.00 | \$143,406.00 | \$164,698.00 |
| | 1804 | \$1 | 829,650 | LUCKY STARS | 9/18/17 | | | 153 | 0.00% | 0 | 0 | 70 | 765 | \$0 | \$0 | \$0 | \$0 |
| | 2222 | \$1 | 9,297,600 | MATCH 2 WIN | 5/18/20 | | | 14 | 66.99% | 8,309 | 4,479 | 5,581 | 891 | \$236,069.00 | \$272,224.00 | \$307,744.00 | \$331,385.00 |
| | 2193 | \$1 | 29,035,950 | MONOPOLY 10X | 1/6/20 | | | 33 | 86.99% | 11,426 | 7,150 | 4,798 | 41 | \$394,672.00 | \$409,910.00 | \$444,415.00 | \$463,669.00 |
| | 2124 | \$1 | 853,200 | WINNING 7S | 8/8/19 | | | 54 | 0.00% | 0 | 0 | 4,198 | 577 | \$0 | \$0 | \$0 | \$0 |
| | 2161 | \$2 | 34,822,125 | BINGO EXTRA | 10/7/19 | | | 46 | 84.59% | 13,402 | 8,944 | 18,204 | 57 | \$1,105,830.00 | \$1,097,852.00 | \$1,219,312.00 | \$1,172,646.00 |
| | 2162 | \$2 | 40,877,750 | BREAK THE BANK | 8/5/19 | | | 55 | 86.42% | 13,509 | 10,175 | 18,254 | 31 | \$1,196,396.00 | \$1,192,868.00 | \$1,268,370.00 | \$1,227,820.00 |
| | 2214 | \$2 | 9,300,375 | LUCHA LIBRE LOOT | 4/20/20 | | | 18 | 63.46% | 6,954 | 3,907 | 14,149 | 964 | \$355,826.00 | \$368,384.00 | \$404,842.00 | \$446,110.00 |
| | 2060 | \$2 | 35,449,750 | WEEKLY GRAND | 8/19/19 | | | 53 | 65.78% | 11,652 | 9,400 | 72,415 | 32 | \$732,396.00 | \$771,120.00 | \$824,188.00 | \$855,950.00 |
| | 2168 | \$3 | 35,604,750 | \$50,000 BONUS CASHWORD | 2/17/20 | | | 27 | 45.94% | 14,403 | 9,675 | 127,497 | 50 | \$1,876,623.00 | \$1,944,468.00 | \$2,057,796.00 | \$2,013,801.00 |
| | 2194 | \$3 | 19,285,125 | MONOPOLY 30X CROSSWORD | 1/6/20 | | | 33 | 88.63% | 7,936 | 7,602 | 901 | 59 | \$1,051,356.00 | \$1,082,592.00 | \$1,178,853.00 | \$1,191,534.00 |
| | 2163 | \$3 | 41,105,925 | TEXAS LOTERIA | 4/6/20 | | | 20 | 25.14% | 18,662 | 12,024 | 376,549 | 13 | \$1,519,161.00 | \$1,536,849.00 | \$1,611,438.00 | \$1,594,314.00 |
| | 2164 | \$5 | 22,076,025 | \$100,000 VIP CASHWORD | 3/16/20 | | | 23 | 49.37% | 16,965 | 8,494 | 120,844 | 26 | \$1,965,915.00 | \$2,071,765.00 | \$2,159,310.00 | \$2,174,415.00 |

Liability for 2212 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 03/03/2020 - 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 | \$1.00 | 185172 | \$185,172.00 | 672304 | \$672,304.00 | 78.40% | 7203811 |
| 2 | 2 | N/A | \$2.00 | 35500 | \$71,000.00 | 148259 | \$296,518.00 | 80.68% | 7412950 |
| 3 | 3 | N/A | \$2.00 | 116650 | \$233,300.00 | 495913 | \$991,826.00 | 80.96% | 7438294 |
| 4 | 4 | N/A | \$5.00 | 5080 | \$25,400.00 | 25563 | \$127,815.00 | 83.42% | 7664770 |
| 5 | 5 | N/A | \$5.00 | 5021 | \$25,105.00 | 25660 | \$128,300.00 | 83.63% | 7684325 |
| 6 | 6 | N/A | \$5.00 | 9869 | \$49,345.00 | 51455 | \$257,275.00 | 83.91% | 7709313 |
| 7 | 7 | N/A | \$10.00 | 2322 | \$23,220.00 | 12950 | \$129,500.00 | 84.80% | 7790986 |
| 8 | 8 | N/A | \$10.00 | 2239 | \$22,390.00 | 13061 | \$130,610.00 | 85.37% | 7843386 |
| 9 | 9 | N/A | \$10.00 | 4532 | \$45,320.00 | 26111 | \$261,110.00 | 85.21% | 7829082 |
| 10 | 10 | N/A | \$20.00 | 2240 | \$44,800.00 | 13032 | \$260,640.00 | 85.33% | 7840319 |
| 11 | 11 | N/A | \$20.00 | 2201 | \$44,020.00 | 13137 | \$262,740.00 | 85.65% | 7869480 |
| 12 | 0 | N/A | \$25.00 | 3060 | \$76,500.00 | 16082 | \$402,050.00 | 84.01% | 7719183 |
| 13 | 0 | N/A | \$40.00 | 274 | \$10,960.00 | 1637 | \$65,480.00 | 85.66% | 7870577 |
| 14 | 0 | N/A | \$40.00 | 790 | \$31,600.00 | 4968 | \$198,720.00 | 86.28% | 7927359 |
| 15 | 0 | N/A | \$40.00 | 514 | \$20,560.00 | 3298 | \$131,920.00 | 86.52% | 7949071 |
| 16 | 0 | N/A | \$100.00 | 32 | \$3,200.00 | 154 | \$15,400.00 | 82.80% | 7607227 |
| 17 | 0 | N/A | \$100.00 | 90 | \$9,000.00 | 478 | \$47,800.00 | 84.15% | 7732112 |
| 18 | 0 | N/A | \$100.00 | 86 | \$8,600.00 | 495 | \$49,500.00 | 85.20% | 7827943 |
| 19 | 0 | N/A | \$100.00 | 61 | \$6,100.00 | 512 | \$51,200.00 | 89.35% | 8209826 |
| 20 | 0 | N/A | \$500.00 | 2 | \$1,000.00 | 19 | \$9,500.00 | 90.48% | 8312907 |
| 21 | 0 | N/A | \$500.00 | 7 | \$3,500.00 | 84 | \$42,000.00 | 92.31% | 8481184 |
| 22 | 0 | N/A | \$1,000.00 | 5 | \$5,000.00 | 5 | \$5,000.00 | 50.00% | 4593974 |
| 23 | 0 | N/A | \$1,000.00 | 8 | \$8,000.00 | 22 | \$22,000.00 | 73.33% | 6737829 |
| | | | Totals: | 375755 | \$953,092.00 | 1,525,199 | \$4,559,208.00 | | |

| | | | |
|-----------------|-----------|------|-----------|
| NO. OF TICKETS: | 9,187,950 | MIN: | 8,937,600 |
| NO. POOLS: | 38.28 | MAX: | 9,302,400 |
| PACK SIZE: | 150 | | |
| PACKS/POOL: | 1,600 | | |
| PACKS/GAME: | 61,253 | | |

TEXAS LOTTERY COMMISSION
 "FIND THE 9s" GAME NUMBER 2212
 END OF PRODUCTION PRIZE STRUCTURE
 OCTOBER 22, 2019 - VERSION 2

\$1 TICKETS \$9,187,950 - REVENUE PRIZE FUND - \$5,512,300 PAYOUT % - 59.99%

| PRIZE TIER | # WINS | TIER CODE | GET: | WIN: | ODDS OF 1 IN: | WINNERS IN 38.28 POOLS | WINNERS IN 150 (PER PACK*) | WINNERS IN 240,000 (PER POOL) | PRIZE COST | PERCENT OF PRIZE FUND** | VALIDATION TIER LEVELS |
|------------|--------|-----------|-------------------------------------|-------------|---------------|------------------------|----------------------------|-------------------------------|--------------|-------------------------|------------------------|
| 1 | 1 | L | \$1 | \$1 | 10.72 | 857,476 | 14.00 | 22,400 | \$ 857,476 | 15.56% | |
| 2 | 1 | L | \$2 | \$2 | 50.00 | 183,759 | 3.00 | 4,800 | \$ 367,518 | 6.67% | |
| 3 | 2 | L | \$1 x 2 | \$2 | 15.00 | 612,563 | 10.00 | 16,000 | \$ 1,225,126 | 22.23% | |
| 4 | 1 | L | \$5 | \$5 | 299.84 | 30,643 | 0.50 | 800 | \$ 153,215 | 2.78% | |
| 5 | 3 | L | (\$2 x 2) + \$1 | \$5 | 299.47 | 30,681 | 0.50 | 800 | \$ 153,405 | 2.78% | |
| 6 | 4 | L | (\$1 x 3) + \$2 | \$5 | 149.83 | 61,324 | 1.00 | 1,600 | \$ 306,620 | 5.56% | |
| 7 | 1 | L | \$10 | \$10 | 601.62 | 15,272 | 0.25 | 400 | \$ 152,720 | 2.77% | |
| 8 | 6 | L | (\$1 x 5) + \$5 | \$10 | 600.52 | 15,300 | 0.25 | 400 | \$ 153,000 | 2.78% | |
| 9 | 4 | L | \$5 + (\$2 x 2) + \$1 | \$10 | 299.84 | 30,643 | 0.50 | 800 | \$ 306,430 | 5.56% | |
| 10 | 1 | L | \$20 | \$20 | 601.62 | 15,272 | 0.25 | 400 | \$ 305,440 | 5.54% | LOW TIER |
| 11 | 6 | L | (\$2 x 5) + \$10 | \$20 | 599.03 | 15,338 | 0.25 | 400 | \$ 306,760 | 5.57% | 77.78% |
| 12 | 1 | M | \$25 (AW) | \$25 | 479.99 | 19,142 | - | 500 | \$ 478,550 | 8.68% | |
| 13 | 1 | M | \$40 | \$40 | 4,807.93 | 1,911 | - | 50 | \$ 76,440 | 1.39% | |
| 14 | 4 | M | (\$5 x 3) + \$25 (AW) | \$40 | 1,595.68 | 5,758 | - | 150 | \$ 230,320 | 4.18% | |
| 15 | 6 | M | (\$10 x 2) + (\$5 x 4) | \$40 | 2,410.27 | 3,812 | - | 100 | \$ 152,480 | 2.77% | |
| 16 | 1 | M | \$100 | \$100 | 49,397.58 | 186 | - | 5 | \$ 18,600 | 0.34% | |
| 17 | 5 | M | \$40 + (\$5 x 2) + (\$25 (AW) x 2) | \$100 | 16,175.97 | 568 | - | 15 | \$ 56,800 | 1.03% | |
| 18 | 6 | M | (\$10 x 3) + (\$25 (AW) x 2) + \$20 | \$100 | 15,814.03 | 581 | - | 15 | \$ 58,100 | 1.05% | |
| 19 | 4 | M | \$25 (AW) x 4 | \$100 | 16,034.82 | 573 | - | 15 | \$ 57,300 | 1.04% | |
| 20 | 1 | M | \$500 | \$500 | 437,521.43 | 21 | - | | \$ 10,500 | 0.19% | MID TIER |
| 21 | 5 | M | \$100 x 5 | \$500 | 100,966.48 | 91 | - | | \$ 45,500 | 0.83% | 21.49% |
| 22 | 1 | H | \$1,000 | \$1,000 | 918,795.00 | 10 | - | | \$ 10,000 | 0.18% | HIGH TIER |
| 23 | 6 | H | (\$100 x 5) + \$500 | \$1,000 | 306,265.00 | 30 | - | | \$ 30,000 | 0.54% | 0.73% |
| | | | | 2 decimals: | 4.83 | 1,900,954 | 30.50 | 49,650 | \$ 5,512,300 | 100.00% | 100.00% ** |
| | | | | 4 decimals: | 4.8333 | | | | | | |

"Money Bag" Play Symbol = AW (WIN \$25 INSTANTLY!)

TEXAS LOTTERY COMMISSION
 "FIND THE 9s" GAME NUMBER 2212
 END OF PRODUCTION PRIZE STRUCTURE
 OCTOBER 22, 2019 - VERSION 2

| Consolidated odds are 1 in: | \$1 | 10.72 | 857,476 |
|-----------------------------|---------|------------|-----------|
| | \$2 | 11.54 | 796,322 |
| | \$5 | 74.91 | 122,648 |
| | \$10 | 150.09 | 61,215 |
| | \$20 | 300.16 | 30,610 |
| | \$25 | 479.99 | 19,142 |
| | \$40 | 800.27 | 11,481 |
| | \$100 | 4,815.49 | 1,908 |
| | \$500 | 82,035.27 | 112 |
| | \$1,000 | 229,698.75 | 40 |
| | | | 1,900,954 |

| WIN: | GET | A | B | C | D |
|------|-----------------------|------------|------------|------------|------------|
| \$1 | \$1 | 16 = \$ 16 | 12 = \$ 12 | 16 = \$ 16 | 12 = \$ 12 |
| \$2 | \$2 | 3 = \$ 6 | 3 = \$ 6 | 3 = \$ 6 | 3 = \$ 6 |
| \$2 | \$1 x 2 | 9 = \$ 18 | 11 = \$ 22 | 9 = \$ 18 | 11 = \$ 22 |
| \$5 | \$5 | 0 = \$ 0 | 1 = \$ 5 | 0 = \$ 0 | 1 = \$ 5 |
| \$5 | (\$2 x 2) + \$1 | 0 = \$ 0 | 0 = \$ 0 | 1 = \$ 5 | 1 = \$ 5 |
| \$5 | (\$1 x 3) + \$2 | 0 = \$ 0 | 1 = \$ 5 | 1 = \$ 5 | 2 = \$ 10 |
| \$10 | \$10 | 1 = \$ 10 | 0 = \$ 0 | 0 = \$ 0 | 0 = \$ 0 |
| \$10 | (\$1 x 5) + \$5 | 0 = \$ 0 | 1 = \$ 10 | 0 = \$ 0 | 0 = \$ 0 |
| \$10 | \$5 + (\$2 x 2) + \$1 | 0 = \$ 0 | 1 = \$ 10 | 0 = \$ 0 | 1 = \$ 10 |
| \$20 | \$20 | 1 = \$ 20 | 0 = \$ 0 | 0 = \$ 0 | 0 = \$ 0 |
| \$20 | (\$2 x 5) + \$10 | 0 = \$ 0 | 0 = \$ 0 | 1 = \$ 20 | 0 = \$ 0 |
| 30 | \$70 | 30 = \$70 | 30 = \$70 | 31 = \$70 | 31 = \$70 |

* Each of the four GLEPS types will be used in approximately 25% of the packs in the game.
 ** Numbers are rounded.
 Note: There will be no more than 33 winners per pack.



INTEROFFICE MEMO

Gary Grief, Executive Director Tom Hanson, Acting Charitable Bingo O

Payment Approval

93187-950-
1000-
93107-9500
93187-95
10-22
93-900-84-0
0-0000

DB

March 9, 2020

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

| | |
|------------------------|---|
| Vendor Name: | <u>IGT Global Solutions Corporation</u> |
| Invoice Number: | <u>90112169</u> |
| Tx Game name: | <u>Game #2212 Find the 9S</u> |
| PO #: | <u>362-20-9009RL005</u> |
| Invoice Amount: | <u>\$93,900.85</u> |

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 3/10/2020
 Dale Bowersock (Scratch Ticket Strategy Coordinator) Date
 Please forward to the next person for approval

[Signature] 3/11/2020
 Robert Tironi (Products Manager) Date
 Please forward to the next person for approval

[Signature] 3-11-2020
 Ryan Mindell (Lottery Operations Division Director) Date

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

March 19, 2020



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: 90112169
 DATE : March 6, 2020

RECEIVED

2020 MAR -6 PM 4:32

OFFICE OF THE
 COMPTROLLER

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 2212 | 91636 010 | "FIND THE 9S" 2212 -Truck#1 2.40" x 4.00" Tickets \$ 9.46/M Full UV (\$0.08 per sq inch per thousand) \$0.76/M | 9,187,950 | PC | 0.01022 | 93,900.85 |
| TOTAL \$ 10.22/M | | | | | | |
| TOTAL AMOUNT DUE | | | | | USD | <u><u>93,900.85</u></u> |

REMARKS:
 Unrounded Invoice Total \$ 93,900.8490

PAYMENT TERMS:
 Due within 30 days

REMITTANCE:
 Please remit payment in USD:

For wire transfer payments:
 Wells Fargo Bank, N.A
 420 Montgomery Street
 San Francisco CA 94104
 SWIFT: WFBIUS6S
 ABA No. 121000248
 Account No. 4417073848
 Account Name: IGT Global Solutions Corp

For ACH payments:
 Wells Fargo Bank, N.A
 420 Montgomery Street
 San Francisco CA 94104
 ABA No. 121000248
 Account No. 4417073848
 Account Name: IGT Global Solutions Corporation

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
Unaudited - For Internal Use Only