

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 3/15/2021

Game #	2219	Confirmed Packs	14,201
Game Name	Mega 7s	Active Packs	6,696
Quantity Printed	8,837,100	Warehouse Packs	678
Price Point	\$20	Returned Packs	62
Start Date	6/1/2020	Printed Payout Percentage	75.07%
Top Prize	\$ 977,000	Percent Sold	93.12%
Number of Top Prizes Remaining	0	Number of Weeks Out	41

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 958,097	Actual ticket production costs
Prize payout expense	\$ 122,375,890	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 123,333,987

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 164,582,150	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 164,582,150

Excess of Revenue over Expended \$ 41,248,163

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	\$	2,595,660
Next week	\$	2,526,060
Next week	\$	2,599,940
Avg Weekly Sales Current Game	\$	2,573,887
Avg Weekly Sales \$20; 8M Qty*	\$	4,349,250
Percentage Of Variance In Sales		41%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2219	Printed Payout Percentage	75.07%
Game Name	Mega 7s	Actual Payout Percentage	74.36%
Percent Sold	93.12%	Number of Weeks Out	41
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			35

* Only one game at this level with 85% sell through.

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: Monday, March 15, 2021 5:20 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 03/14/2021

All top prizes for the following game(s) have been claimed as of 03/14/2021.

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	Last Top Prize Claimed Date
2219	Mega 7s	\$20	\$977,000	4	4		0	0	6/1/2020				03/12/2021

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

3/15/21

Week End Date:3/13/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/13/21	3/6/21	2/27/21	2/20/21
Sold/Closing	2235	\$5	9,893,475	COWBOYS	8/17/20	4/4/21	5/19/21	30	56.01%	1,792	1,454	53,310	70	\$218,285.00	\$250,415.00	\$283,270.00	\$222,275.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20	4/4/21	5/19/21	30	65.12%	1,377	1,006	21,916	638	\$152,050.00	\$175,110.00	\$165,835.00	\$157,490.00
	2263	\$5	7,337,700	MONEY MULTIPLIER	10/19/20	4/4/21	5/19/21	21	94.92%	1,864	1,354	189	429	\$232,360.00	\$259,855.00	\$329,925.00	\$241,375.00
	2215	\$5	7,188,075	ROUTE 66 ROAD TO \$1,000,000!	6/15/20	2/7/21	3/24/21	39	84.16%	45	54	11,925	1,502	\$1,015.00	\$2,710.00	\$22,975.00	\$37,565.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19	2/7/21	3/24/21	65	99.34%	19	21	31	2,113	\$1,635.00	\$12,925.00	\$21,735.00	\$20,290.00
	2128	\$5	7,253,550	WILD CASH MULTIPLIER	7/6/20	2/7/21	3/24/21	36	72.04%	59	67	22,685	2,241	\$1,295.00	\$11,525.00	\$46,250.00	\$63,230.00
	2254	\$10	11,095,550	\$500,000 EXTREME CASH	9/8/20	3/8/21	4/22/21	27	85.03%	12,526	6,596	8,029	58	\$2,043,120.00	\$2,462,710.00	\$2,572,200.00	\$1,573,330.00
	2244	\$10	26,557,800	MEGA LOTERIA	6/22/20			38	90.29%	27,644	11,695	8,365	154	\$7,491,430.00	\$7,279,570.00	\$7,077,790.00	\$4,577,090.00
	2219	\$20	8,837,100	MEGA 7S	6/1/20			41	93.12%	14,201	6,696	678	62	\$2,595,660.00	\$2,526,060.00	\$2,599,940.00	\$1,440,500.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20	2/28/21	4/14/21	54	99.06%	376	137	5	1,415	\$86,740.00	\$160,480.00	\$241,100.00	\$196,200.00

Liability for 2219 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 01/01/2020 - 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	\$20.00	96343	\$1,926,860.00	963921	\$19,278,420.00	90.91%	8034099
2	2	N/A	\$25.00	31412	\$785,300.00	322114	\$8,052,850.00	91.11%	8051893
3	3	N/A	\$40.00	24855	\$994,200.00	328723	\$13,148,920.00	92.97%	8215890
4	4	N/A	\$50.00	15534	\$776,700.00	161272	\$8,063,600.00	91.21%	8060681
5	5	N/A	\$50.00	49641	\$2,482,050.00	657242	\$32,862,100.00	92.98%	8216512
6	0	N/A	\$100.00	667	\$66,700.00	6704	\$670,400.00	90.95%	8037432
7	0	N/A	\$100.00	8278	\$827,800.00	87480	\$8,748,000.00	91.36%	8073158
8	0	N/A	\$100.00	3074	\$307,400.00	41116	\$4,111,600.00	93.04%	8222362
9	0	N/A	\$100.00	2089	\$208,900.00	27325	\$2,732,500.00	92.90%	8209483
10	0	N/A	\$300.00	643	\$192,900.00	6683	\$2,004,900.00	91.22%	8061471
11	0	N/A	\$300.00	505	\$151,500.00	6855	\$2,056,500.00	93.14%	8230750
12	0	N/A	\$300.00	1850	\$555,000.00	20270	\$6,081,000.00	91.64%	8098011
13	0	N/A	\$300.00	1139	\$341,700.00	13574	\$4,072,200.00	92.26%	8152980
14	0	N/A	\$300.00	504	\$151,200.00	6873	\$2,061,900.00	93.17%	8233345
15	0	N/A	\$500.00	16	\$8,000.00	209	\$104,500.00	92.89%	8208684
16	0	N/A	\$500.00	80	\$40,000.00	1015	\$507,500.00	92.69%	8191467
17	0	N/A	\$500.00	61	\$30,500.00	687	\$343,500.00	91.84%	8116427
18	0	N/A	\$500.00	85	\$42,500.00	1025	\$512,500.00	92.34%	8160385
19	0	N/A	\$500.00	61	\$30,500.00	664	\$332,000.00	91.59%	8093564
20	0	N/A	\$500.00	59	\$29,500.00	674	\$337,000.00	91.95%	8125791
21	0	N/A	\$500.00	106	\$53,000.00	1143	\$571,500.00	91.51%	8087113
22	0	N/A	\$500.00	74	\$37,000.00	1036	\$518,000.00	93.33%	8247960
23	0	N/A	\$500.00	43	\$21,500.00	683	\$341,500.00	94.08%	8313690
24	0	N/A	\$500.00	56	\$28,000.00	686	\$343,000.00	92.45%	8170149
25	0	N/A	\$1,000.00	14	\$14,000.00	60	\$60,000.00	81.08%	7165216
26	0	N/A	\$1,000.00	51	\$51,000.00	244	\$244,000.00	82.71%	7309330
27	0	N/A	\$77,000.00	2	\$154,000.00	4	\$308,000.00	66.67%	5891399
28	0	N/A	\$977,000.00	0	\$0.00	4	\$3,908,000.00	100.00%	8837099
Totals:				237242	\$10,307,710.00	2,658,286	\$122,375,890.00		

NO. OF TICKETS:	8,837,100	MIN: 8,820,000
NO. POOLS:	73.64	MAX: 9,180,000
PACK SIZE:	25	
PACKS/POOL:	4,800	8,837,100
PACKS/GAME:	353,484	

TEXAS LOTTERY COMMISSION
"MEGA 7s" - GAME NUMBER 2219
END OF PRODUCTION PRIZE STRUCTURE

OCTOBER 29, 2019 - VERSION 2

\$20 TICKETS \$176,742,000 - REVENUE PRIZE FUND - \$132,683,600 PAYOUT % - 75.0719127%

PRIZE TIER	# OF WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	WINNERS IN 73.64 POOLS	WINNERS IN 25 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$20	\$20	8.33	1,060,264	3.00	14,400	\$ 21,205,280	15.98%	LOW TIER
2	1	G	\$25	\$25	25.00	353,526 ****	1.00	4,800	\$ 8,838,150	6.66%	
3	2	G	\$20 x 2	\$40	24.99	353,578 ****	1.00	4,800	\$ 14,143,120	10.66%	
4	1	G	\$50	\$50	49.98	176,806 ****	0.50	2,400	\$ 8,840,300	6.66%	"G" TIER
5	2	G	\$25 x 2	\$50	12.50	706,883 ****	2.00	9,600	\$ 35,344,150	26.64%	50.62%
6	1	M	\$100	\$100	1,198.90	7,371	-	100	\$ 737,100	0.56%	
7	1	M	\$10 (WIN10X)	\$100	92.29	95,758	-	1,300	\$ 9,575,800	7.22%	
8	8	M	(\$10 x 6) + (\$20 x 2)	\$100	199.98	44,190	-	600	\$ 4,419,000	3.33%	
9	4	M	\$25 x 4	\$100	300.44	29,414	-	400	\$ 2,941,400	2.22%	
10	1	M	\$300	\$300	1,206.27	7,326	-	100	\$ 2,197,800	1.66%	
11	6	M	\$20 (WIN10X) + (\$20 x 5)	\$300	1,200.69	7,360	-	100	\$ 2,208,000	1.66%	
12	1	M	\$10 x 30 (WINALL)	\$300	399.51	22,120	-	300	\$ 6,636,000	5.00%	
13	2	M	\$10 (WIN10X) + \$20 (WIN10X)	\$300	600.63	14,713	-	200	\$ 4,413,900	3.33%	
14	25	M	(\$20 x 5) + (\$10 x 20)	\$300	1,197.93	7,377	-	100	\$ 2,213,100	1.67%	
15	1	M	\$500	\$500	39,276.00	225	-	3	\$ 112,500	0.08%	
16	31	M	(\$10 x 30) + \$20 (WIN10X)	\$500	8,070.41	1,095	-	15	\$ 547,500	0.41%	
17	16	M	(\$50 x 2) + (\$25 x 8) + (\$20 x 5) + \$10 (WIN10X)	\$500	11,814.30	748	-	10	\$ 374,000	0.28%	
18	1	M	(\$20 x 20) + (\$10 x 10) (WINALL)	\$500	7,961.35	1,110	-	15	\$ 555,000	0.42%	
19	12	M	(\$100 x 2) + \$10 (WIN10X) + (\$20 x 5) + (\$25 x 4)	\$500	12,189.10	725	-	10	\$ 362,500	0.27%	
20	11	M	(\$25 x 10) + \$25 (WIN10X)	\$500	12,056.07	733	-	10	\$ 366,500	0.28%	
21	1	M	(\$20 x 17) + (\$25 x 2) + (\$10 x 11) (WINALL)	\$500	7,075.34	1,249	-	17	\$ 624,500	0.47%	
22	11	M	(\$25 x 8) + (\$100 x 2) + \$10 (WIN10X)	\$500	7,961.35	1,110	-	15	\$ 555,000	0.42%	
23	21	M	(\$20 x 20) + \$10 (WIN10X)	\$500	12,172.31	726	-	10	\$ 363,000	0.27%	MID TIER
24	1	M	\$50 (WIN10X)	\$500	11,909.84	742	-	10	\$ 371,000	0.28%	29.83%
25	1	H	\$1,000	\$1,000	119,420.27	74	-	1	\$ 74,000	0.06%	
26	1	H	(\$25 x 12) + (\$50 x 12) + (\$20 x 4) + (\$10 x 2) (WINALL)	\$1,000	29,956.27	295	-	4	\$ 295,000	0.22%	
27	1	H	\$77,000	\$77,000	1,472,850.00	6	-	-	\$ 462,000	0.35%	HIGH TIER
28	1	H	\$977,000	\$977,000	2,209,275.00	4 ***	-	-	\$ 3,908,000	2.95%	3.57%
				2 decimals:	3.05	2,895,528	7.50	39,320	\$ 132,683,600	100.00%	100.00%
				4 decimals:	3.0520						

Reveal "7" symbol = WIN10X (Win 10 TIMES the prize.)

Reveal "77" symbol = WINALL (WIN ALL 30 PRIZES INSTANTLY!)

TEXAS LOTTERY COMMISSION
"MEGA 7s" - GAME NUMBER 2219
END OF PRODUCTION PRIZE STRUCTURE
OCTOBER 29, 2019 - VERSION 2

Consolidated odds are 1 in:

\$20	8.33	1,060,264
\$25	25.00	353,526
\$40	24.99	353,578
\$50	10.00	883,689
\$100	50.00	176,733
\$300	150.05	58,896
\$500	1,044.20	8,463
\$1,000	23,948.78	369
\$77,000	1,472,850.00	6
\$977,000	2,209,275.00	4
		2,895,528

WIN: GET:

\$20	\$20
\$25	\$25
\$40	\$20 x 2
\$50	\$50
\$50	\$25 x 2

A
3 = \$ 60
2 = \$ 50
1 = \$ 40
0 = \$ 0
2 = \$ 100
8 \$ 250

B
5 = \$ 100
0 = \$ 0
0 = \$ 0
0 = \$ 0
3 = \$ 150
8 \$ 250

C
1 = \$ 20
2 = \$ 50
2 = \$ 80
0 = \$ 0
2 = \$ 100
7 \$ 250

D
3 = \$ 60
0 = \$ 0
1 = \$ 40
2 = \$ 100
1 = \$ 50
7 \$ 250

* Each of the following GLEPS will be used in approximately 25% of each pack in the game.

** Numbers are rounded.

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

**** The \$25, \$40 and \$50 prizes are GLEPS, are programmed as a G-Tier and will be included in the Low-tier validation files.

Note: There will be no more than 10 winners per pack for this game.



INTEROFFICE MEMO

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

Payment Approval

January 2, 2020

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

Vendor Name: IGT Global Solutions Corporation
 Invoice Number: 90110998
 Tx Game name: Game #2219 Mega 7S
 PO #:

	Quantity:	Unit Price:	Amount:
Truck 1	1585.900	\$104.97	\$166,471.92
Truck 2	2425.075	\$104.97	\$254,560.12
Truck 3	2402.375	\$104.97	\$252,177.30
Truck 4	2423.750	\$104.97	\$254,421.04
Holographic Inserts	1.000	\$30,466.80	\$30,466.80

Total Amount Due

\$958,097.18

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

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

1/3/20
 Date

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

1/3/20
 Date

Ryan Mindell (Lottery Operations Division Director)

1-6-2020
 Date

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

January 12, 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: 90110998
DATE : December 30, 2019

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 2219	89913 010	"MEGA 7S" 2219 -Truck#1 10.00" x 4.00" Tickets \$ 29.37/M Holographic Stock (\$1.50 per sq. in. per thousand) \$60.00/M Full UV (\$0.08 per sq inch per thousand) \$3.20/M Continuous 4 Color Process over entire ticket (\$0.17 per sq. inch per thousand) \$ 6.80/M Fluorescent Ink 802 Green (0.07 per sq. inch per thousand) \$2.80/M Fluorescent Ink 806 Pink (0.07 per sq. inch per thousand) \$2.80/M TOTAL \$ 104.97/M	1,585,900	PC 0.10497	166,471.92
002 GAME 2219	89913 020	"MEGA 7S" 2219 -Truck#2	2,425,075	PC 0.10497	254,560.12
003 GAME 2219	89913 030	"MEGA 7S" 2219 -Truck#3	2,402,375	PC 0.10497	252,177.30
004 GAME 2219	89913 040	"MEGA 7S" 2219 -Truck#4	2,423,750	PC 0.10497	254,421.04
005 GAME 2219	89913 050	Holographic Inserts-GAME 2219			30,466.80
				TOTAL AMOUNT DUE	USD 958,097.18

REMARKS:
Unrounded Invoice Total \$ 993,809.1190

PAYMENT TERMS:
Due within 30 days

Continued...

INV ITEM NO.	SALES ORD.		QUANTITY	UNIT	EXTENDED
CUSTOMER PO NO.	SO ITEM NO	DESCRIPTION		PRICE	AMOUNT

REMITTANCE:

Please remit payment in USD:

For wire transfer payments:

Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104

SWIFT: WFBUS6S

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
8/26/18-8/30/20

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 14	Week 16	Week 16	Week 17	3M	None	None	None	None
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 56
15M-19.99M	Week 23*	None	Week 33	Week 26*	5M	Week 26*	Week 22*	Week 27	None
20M-24.99M	None	None	None	Week 48	6M	Week 14	Week 21	None	None
25M-29.99M	Week 30	None	None	None	7M	Week 18	Week 45	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 20*	Week 35*	None	None
>35M	None	Week 54*	Week 62	Week 47*	>9M	Week 40	None	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	\$598,210	\$786,271	\$962,270	\$1,910,553	3M	None	None	None	None
10M-14.99M	None	None	None	\$1,965,388	4M	\$2,364,236	None	None	\$3,525,563
15M-19.99M	\$629,679	None	\$1,405,386	\$3,225,872	5M	\$1,959,320	\$4,672,585	\$5,273,477	None
20M-24.99M	None	None	None	\$2,129,434	6M	\$4,039,631	\$5,031,851	None	None
25M-29.99M	\$838,549	None	None	None	7M	\$3,610,003	\$3,302,718	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,479,987	\$4,349,250	None	None
>35M	None	\$1,286,299	\$1,629,327	\$3,641,275	>9M	\$4,179,750	None	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