

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 9/28/2020

Game #	2221	Confirmed Packs	5,071
Game Name	Space Invaders \$50,000 Cash Invasion	Active Packs	2,459
Quantity Printed	7,148,925	Warehouse Packs	1,241
Price Point	\$5	Returned Packs	1,116
Start Date	4/20/2020	Printed Payout Percentage	68.07%
Top Prize	\$ 50,000	Percent Sold	88.12%
Number of Top Prizes Remaining	1	Number of Weeks Out	23

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 178,366	Actual ticket production costs
Promotion Prize Allocation	\$ 1,078,200	From EOPPS
Prize payout expense	\$ 19,658,530	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 20,915,096

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 31,498,164	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u><u>\$ 31,498,164</u></u>	

Excess of Revenue over Expended \$ 10,583,068

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	\$	269,655	
Next week	\$	313,250	
Next week	\$	345,725	
Avg Weekly Sales Current Game	\$	309,543	
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 #	2221	Printed Payout Percentage	68.07%
Game Name	Space Invaders \$50,000 Cash Invasion	Actual Payout Percentage	65.83%
Percent Sold	88.12%	Number of Weeks Out	23
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):

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 2221 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 03/24/2020 - 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	\$5.00	130730	\$653,650.00	584174	\$2,920,870.00	81.71%	5841646
2	2	N/A	\$10.00	28959	\$289,590.00	161701	\$1,617,010.00	84.81%	6063087
3	3	N/A	\$10.00	32653	\$326,530.00	157963	\$1,579,630.00	82.87%	5924296
4	4	N/A	\$15.00	7009	\$105,135.00	40647	\$609,705.00	85.29%	6097497
5	5	N/A	\$15.00	6881	\$103,215.00	40782	\$611,730.00	85.56%	6116850
6	6	N/A	\$15.00	16136	\$242,040.00	79131	\$1,186,965.00	83.06%	5938064
7	7	N/A	\$20.00	6795	\$135,900.00	40861	\$817,220.00	85.74%	6129600
8	8	N/A	\$20.00	6782	\$135,640.00	40926	\$818,520.00	85.78%	6132659
9	9	N/A	\$20.00	6885	\$137,700.00	40778	\$815,560.00	85.55%	6116250
10	10	N/A	\$20.00	7857	\$157,140.00	39791	\$795,820.00	83.51%	5970090
11	0	N/A	\$25.00	3300	\$82,500.00	20537	\$513,425.00	86.16%	6159226
12	0	N/A	\$25.00	3368	\$84,200.00	20495	\$512,375.00	85.89%	6139932
13	0	N/A	\$25.00	3373	\$84,325.00	20484	\$512,100.00	85.86%	6138180
14	0	N/A	\$25.00	3944	\$98,600.00	19818	\$495,450.00	83.40%	5962351
15	0	N/A	\$50.00	2070	\$103,500.00	12833	\$641,650.00	86.11%	6155952
16	0	N/A	\$50.00	2103	\$105,150.00	13394	\$669,700.00	86.43%	6178789
17	0	N/A	\$50.00	2051	\$102,550.00	12879	\$643,950.00	86.26%	6166845
18	0	N/A	\$50.00	2034	\$101,700.00	12270	\$613,500.00	85.78%	6132362
19	0	N/A	\$50.00	1909	\$95,450.00	10039	\$501,950.00	84.02%	6006700
20	0	N/A	\$100.00	561	\$56,100.00	3621	\$362,100.00	86.59%	6189922
21	0	N/A	\$100.00	391	\$39,100.00	2286	\$228,600.00	85.39%	6104760
22	0	N/A	\$100.00	571	\$57,100.00	3600	\$360,000.00	86.31%	6170254
23	0	N/A	\$100.00	383	\$38,300.00	2317	\$231,700.00	85.81%	6134836
24	0	N/A	\$100.00	369	\$36,900.00	2301	\$230,100.00	86.18%	6160927
25	0	N/A	\$100.00	245	\$24,500.00	1244	\$124,400.00	83.55%	5972641
26	0	N/A	\$500.00	60	\$30,000.00	424	\$212,000.00	87.60%	6262694
27	0	N/A	\$500.00	87	\$43,500.00	509	\$254,500.00	85.40%	6105373
28	0	N/A	\$500.00	56	\$28,000.00	307	\$153,500.00	84.57%	6046060
29	0	N/A	\$500.00	42	\$21,000.00	199	\$99,500.00	82.57%	5903054
30	0	N/A	\$5,000.00	5	\$25,000.00	35	\$175,000.00	87.50%	6255309
31	0	N/A	\$5,000.00	0	\$0.00	10	\$50,000.00	100.00%	7148925
32	0	N/A	\$50,000.00	1	\$50,000.00	6	\$300,000.00	85.71%	6127650
			Totals:	277610	\$3,594,015.00	1,386,362	\$19,658,530.00		

Prize Structure
 TEXAS LOTTERY
 GAME NO.2221 "SPACE INVADERS™ \$50,000 CASH INVASION"
 October 1, 2019 - VERSION A

Order Quantity:	7,148,925	Pack Size:	75	Pool Size:	120,000	Winners:	1,663,972	Prize Fund:	\$23,252,545.00	Total Payout:	\$24,330,745.00
Price Point:	\$5.00	Packs/Game:	95,319	Number of Pools:	59.57	Non-winners:	5,484,953	Payout:	65.05%		68.07%
Revenue:	\$35,744,625.00	Packs/Pool:	1,600			Overall Odds:	4.2963				

ORIGINAL ORDER

SHIPMENT # 1-2
 COMPLETE
 POOLS # 1-68

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
							Pack	Pool	Total		
Low Tiers											
01	1	L	\$5	\$5	\$5.00	9.9998	7.50	12,000.00	714,904	\$3,574,520.00	14.69%
02	1	L	\$5 w/ STAR	\$10	\$10.00	37.4957	2.00	3,200.00	190,660	\$1,906,600.00	7.84%
03	1	L	\$10	\$10	\$10.00	37.5043	2.00	3,200.00	190,616	\$1,906,160.00	7.83%
Total (\$10.00):						18.7500	4.00	6,400.00	381,276	\$3,812,760.00	15.67%
04	3	L	\$5 x 3	\$15	\$15.00	150.0110	0.50	800.00	47,656	\$714,840.00	2.94%
05	2	L	\$5 w/ STAR + \$5	\$15	\$15.00	149.9890	0.50	800.00	47,663	\$714,945.00	2.94%
06	1	L	\$15	\$15	\$15.00	75.0409	1.00	1,600.00	95,267	\$1,429,005.00	5.87%
Total (\$15.00):						37.5102	2.00	3,200.00	190,586	\$2,858,790.00	11.75%
07	4	L	\$5 x 4	\$20	\$20.00	150.0110	0.50	800.00	47,656	\$953,120.00	3.92%
08	3	L	\$10 + (\$5 x 2)	\$20	\$20.00	149.8475	0.50	800.00	47,708	\$954,160.00	3.92%
09	1	L	\$10 w/ STAR	\$20	\$20.00	149.9890	0.50	800.00	47,663	\$953,260.00	3.92%
10	1	L	\$20	\$20	\$20.00	150.0362	0.50	800.00	47,648	\$952,960.00	3.92%
Total (\$20.00):						37.4927	2.00	3,200.00	190,675	\$3,813,500.00	15.67%
Total (Low Tiers):						4.8387	15.50	24,800.00	1,477,441	\$14,059,570.00	57.79%
Mid Tiers											
11	2	M	\$10 w/ STAR + \$5	\$25	\$25.00	299.9088	0.25	400.00	23,837	\$595,925.00	2.45%
12	4	M	\$10 + (\$5 x 3)	\$25	\$25.00	299.5820	0.25	400.00	23,863	\$596,575.00	2.45%
13	5	M	\$5 x 5	\$25	\$25.00	299.6573	0.25	400.00	23,857	\$596,425.00	2.45%
14	1	M	\$25	\$25	\$25.00	300.8554	0.25	400.00	23,762	\$594,050.00	2.44%
Total (\$25.00):						75.0000	1.00	1,600.00	95,319	\$2,382,975.00	9.79%
15	1	M	\$25 w/ STAR	\$50	\$50.00	479.6970	0.16	250.00	14,903	\$745,150.00	3.06%
16	6	M	\$20 + \$10 + (\$5 x 4)	\$50	\$50.00	461.3103	0.16	260.00	15,497	\$774,850.00	3.18%
17	10	M	\$5 x 10	\$50	\$50.00	478.8295	0.16	250.00	14,930	\$746,500.00	3.07%
18	5	M	\$10 x 5	\$50	\$50.00	499.7850	0.15	240.00	14,304	\$715,200.00	2.94%
19	1	M	\$50	\$50	\$50.00	598.3365	0.13	200.00	11,948	\$597,400.00	2.46%
Total (\$50.00):						99.8704	0.75	1,200.00	71,582	\$3,579,100.00	14.71%
20	10	M	(\$20 x 2) + (\$10 x 4) + (\$5 x 4)	\$100	\$100.00	1709.4512	0.04	70.00	4,182	\$418,200.00	1.72%
21	6	M	\$50 + \$20 + (\$10 x 2) + (\$5 x 2)	\$100	\$100.00	2670.4987	0.03	45.00	2,677	\$267,700.00	1.10%
22	1	M	\$50 w/ STAR	\$100	\$100.00	1713.9595	0.04	70.00	4,171	\$417,100.00	1.71%
23	3	M	\$50 + (\$25 x 2)	\$100	\$100.00	2647.7500	0.03	45.00	2,700	\$270,000.00	1.11%
24	5	M	\$20 x 5	\$100	\$100.00	2677.5000	0.03	45.00	2,670	\$267,000.00	1.10%
25	1	M	\$100	\$100	\$100.00	4801.1585	0.02	25.00	1,489	\$148,900.00	0.61%
Total (\$100.00):						399.6269	0.19	300.00	17,889	\$1,788,900.00	7.35%
26	20	M	\$25 x 20	\$500	\$500.00	14770.5062	0.01	8.00	484	\$242,000.00	0.99%
27	7	M	\$100 w/ STAR + (\$50 x 6)	\$500	\$500.00	11994.8406	0.01	10.00	596	\$298,000.00	1.22%
28	5	M	\$50 w/ STAR x 5	\$500	\$500.00	19694.0083	0.00	6.00	363	\$181,500.00	0.75%
29	1	M	\$500	\$500	\$500.00	29663.5892	0.00	4.00	241	\$120,500.00	0.50%
Total (\$500.00):						4245.2049	0.02	28.00	1,684	\$842,000.00	3.46%
Total (Mid Tiers):						38.3374	1.96	3,128.00	186,474	\$8,592,975.00	35.32%
High Tiers											
30	20	H	(\$500 x 8) + (\$100 x 8) + (\$50 x 4)	\$5,000	\$5,000.00	178723.1250	0.00	0.68	40	\$200,000.00	0.82%
31	1	H	\$5,000	\$5,000	\$5,000.00	714892.5000	0.00	0.17	10	\$50,000.00	0.21%
Total (\$5,000.00):						142978.5000	0.00	0.85	50	\$250,000.00	1.03%
32	1	H	\$50,000	\$50,000	\$50,000.00	1021275.0000	0.00	0.12	7 *	\$350,000.00	1.44%
Total (High Tiers):						125419.7368	0.00	0.97	57	\$600,000.00	2.47%
Total (Low Tiers + Mid Tiers + High Tiers):						4.2963	17.46	27,928.97	1,663,972	\$23,252,545.00	95.57%
Other Prize Tiers											
-	-	O	Space Invaders™ Merchandise Prize Packs		\$599.00	-	-	-	1,800	\$1,078,200.00	4.43%
Total (Other Prize Tiers):						-	-	-	1,800	\$1,078,200.00	4.43%
Total :						4.2963	17.46	27,928.97	1,663,972	\$24,330,745.00	100.00%

7,148,925

714,904

190,660

190,616

47,656

47,663

95,267

47,656

47,708

47,663

47,648

23,837

23,863

23,857

23,762

14,903

15,497

14,930

14,304

11,948

4,182

2,677

4,171

2,700

2,670

1,489

484

596

363

241

40

10

7

* Exact Quantity by Kind Level

STAR = win DOUBLE the PRIZE

There will be no more than nineteen (19) winners per pack.

all scratch tickets, advertising and promotional materials. The following notice shall be included on the back of all scratch tickets and on all advertising and promotional materials:

© TAITO CORPORATION 1978, 2020. ALL RIGHTS RESERVED. SPACE INVADERS, THE SPACE INVADERS ICON, SQUARE ENIX AND TAITO ARE TRADEMARKS OR REGISTERED TRADEMARKS OF THE SQUARE ENIX GROUP OF COMPANIES.

Or if space does not allow for the full notice, the abbreviated version may be used, subject to Licensor approval:

© TAITO CORPORATION 1978, 2020. ALL RIGHTS RESERVED.

- d) The TLC shall provide Company with samples of point of sale, advertising, marketing and other promotional materials if Sub-Licensor or Licensor so requests.
- e) The Company warrants and represents that it has the exclusive right to use the Property in conjunction with TLC scratch ticket lottery games.
- f) The TLC shall provide Company with the following samples for the Game, as appropriate:

Four (4) packs of voided scratch tickets.

PRICING FOR MERCHANDISE PRIZES

The TLC shall allocate one million seventy-eight thousand two hundred dollars (\$1,078,200.00) from the prize structure of the Game (hereinafter, the **Goods and Services Fee**) for prizes as detailed below.

Description	Items Included	Cost/pack	Qty	Extended
Space Invaders "Merchandise Prize Pack", marketed as a "Space Invaders Alien Invasion Survival Kit"	NEST Hammock with customized carry bag (1) Space Invaders - S'well Style Metallic Drinking Bottle (4) Space Invaders ~ Hanging Toiletry Case (1) Space Invaders ~ Duffel / Backpack (1) Space Invaders ~ Sleeping Bag (1) Space Invaders ~ Plush Blanket (1) Space Invaders ~ Flat Brimmed Hat (1) Space Invaders ~ Custom Socks (1 pair) Space Invaders ~ Flashlight Lantern (1) Space Invaders ~ Camping Fanny Pack (1) Space Invaders ~ Over the Ear Headphones (1)	\$599	1,800	\$1,078,200



INTEROFFICE MEMO

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

Payment Approval

April 30, 2020

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

Vendor Name:	<u>Scientific Games</u>
Invoice Number:	<u>TX 03212020</u>
Invoice Amount:	<u>\$178,365.68</u>
Tx Game name:	<u>Game #2221 Space Invaders \$50,000 Cash Invasion</u>
PO #:(if applicable)	<u>362-20-9019RL007</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 (Scratch Ticket Strategy Coordinator) Please forward to the next person for approval	Date

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

Ryan Mindell (Lottery Operations Division Director)	Date

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

May 10, 2020



Invoice: TX 03212020
"TX 2221 -SPACE INVADERS™ \$50,000 CASH INVASION
March 21, 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-2221	1	SPACE INVADERS \$50,000 CASH INVASION	3,494,700	24.95 \$	87,192.77	1037357
TX-2221	2	SPACE INVADERS \$50,000 CASH INVASION	3,654,225	24.95 \$	91,172.91	1037358
Total Due					\$178,365.68	

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

Due Date: April 20, 2020

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