

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Scratch Ticket Information**

Date Completed 9/28/2020

Game #	2222	Confirmed Packs	4,979
Game Name	Match 2 Win	Active Packs	2,720
Quantity Printed	9,297,600	Warehouse Packs	4,128
Price Point	\$1	Returned Packs	1,263
Start Date	5/18/2020	Printed Payout Percentage	60.02%
Top Prize	\$ 1,000	Percent Sold	76.26%
Number of Top Prizes Remaining	16	Number of Weeks Out	19

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 110,177	Actual ticket production costs
Prize payout expense	\$ 3,956,462	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 4,066,639

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 7,090,350	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 7,090,350

**Excess of Revenue over Expended** \$ 3,023,711

**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**

Previous 3 Weeks Sales from DaVinci		
Most recent week sales	\$	130,752
Next week	\$	157,393
Next week	\$	183,614
Avg Weekly Sales Current Game	\$	157,253
Avg Weekly Sales \$1; 5M - 9.99M Qty	\$	616,770
Percentage Of Variance In Sales		75%

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	2222	Printed Payout Percentage	60.02%
Game Name	Match 2 Win	Actual Payout Percentage	55.80%
Percent Sold	76.26%	Number of Weeks Out	19
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):

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Scratch Ticket Strategy Coordinator      Date

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Products Manager      Date

By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

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Lottery Operations Division Director      Date

---

Controller      Date

---

Executive Director      Date

## Bowersock, Dale

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**From:** Grief, Gary  
**Sent:** Wednesday, October 7, 2020 1:15 PM  
**To:** Pyka, Kathy  
**Cc:** Sanchez, Sheila; Bowersock, Dale  
**Subject:** Re: Game Close Analysis - Under 85% Sold

Approved and thanks.

> On Oct 7, 2020, at 1:09 PM, Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us> wrote:

>

> Gary,

>

> I have reviewed and approved the attached Game Closings. Following your review and approval, please forward to Dale for further processing.

>

> Thanks, Kathy

>

> From: Stuckey, Kelly <Kelly.Stuckey@lottery.state.tx.us>

> Sent: Wednesday, October 7, 2020 11:19 AM

> To: Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us>

> Subject: FW: Game Close Analysis - Under 85% Sold

>

> I have reviewed. These are ready for your approval.

>

> From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us<mailto:Dale.Bowersock@lottery.state.tx.us>>

> Sent: Tuesday, September 29, 2020 9:18 AM

> To: Stuckey, Kelly <Kelly.Stuckey@lottery.state.tx.us<mailto:Kelly.Stuckey@lottery.state.tx.us>>

> Subject: FW: Game Close Analysis - Under 85% Sold

> Importance: High

>

>

>

> From: Mindell, Ryan <Ryan.Mindell@lottery.state.tx.us<mailto:Ryan.Mindell@lottery.state.tx.us>>

> Sent: Tuesday, September 29, 2020 9:17 AM

> To: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us<mailto:Dale.Bowersock@lottery.state.tx.us>>; Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us<mailto:Robert.Tirloni@lottery.state.tx.us>>

> Subject: FW: Game Close Analysis - Under 85% Sold

> Importance: High

>

> Approved

>

> From: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us<mailto:Robert.Tirloni@lottery.state.tx.us>>

> Sent: Monday, September 28, 2020 5:01 PM

> To: Mindell, Ryan <Ryan.Mindell@lottery.state.tx.us<mailto:Ryan.Mindell@lottery.state.tx.us>>

> Cc: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us<mailto:Dale.Bowersock@lottery.state.tx.us>>

> Subject: FW: Game Close Analysis - Under 85% Sold

> Importance: High

>

> I approve the two attached Game Close Analysis documents, for game 2222 and game 2214. 9/28/2020. –RT  
>  
> Robert Tirloni  
> Products Manager | Texas Lottery Commission  
> Office: 512-344-5406  
>  
>  
>  
> From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us<mailto:Dale.Bowersock@lottery.state.tx.us>>  
> Sent: Monday, September 28, 2020 1:53 PM  
> To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us<mailto:Robert.Tirloni@lottery.state.tx.us>>  
> Subject: Game Close Analysis - Under 85% Sold  
>  
> Approved. DB 9/28/20  
>  
> Attached are Game Close Analysis documents for Game #2222 Match 2 Win and Game #2214 Lucha Libre Loot.  
>  
> These games are under 85% sold and will require approval of the Executive Director.  
>  
> If you approve, forward to the next person in the Approval string with your Approval.  
>  
> Approvals required:  
>  
>  
> \* Dale Bowersock  
> \* Robert Tirloni  
> \* Ryan Mindell  
> \* Kathy Pyka  
> \* Gary Grief  
>



*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
Baseline	2252	\$1	12,231,900	\$5,000 EXTREME CASH	9/8/20			3	15.52%	18,315	12,504	35,794	4	\$847,615.00	\$738,870.00	\$312,000.00	\$300.00
	2228	\$1	9,299,850	PRIZE PIGGY	7/6/20			12	78.47%	6,253	4,584	1,069	65	\$309,037.00	\$363,451.00	\$448,134.00	\$544,761.00
	2232	\$1	9,168,000	TRIPLE 777	8/3/20			8	56.67%	9,864	7,273	7,610	16	\$503,957.00	\$577,927.00	\$642,741.00	\$756,662.00
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			1	0.62%	24,274	7,095	250,412	8	\$440,072.00	\$0	\$0	\$0
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20			1	0.55%	24,641	6,837	285,179	73	\$442,506.00	\$500.00	\$0	\$0
	2257	\$2	7,317,750	LUCKY NO. 13	9/8/20			3	20.70%	11,972	9,662	22,062	3	\$1,191,570.00	\$1,262,916.00	\$575,272.00	\$250.00
	2062	\$2	7,065,750	WILD TRIPLER	7/20/20			10	69.64%	8,654	6,509	616	62	\$663,456.00	\$810,494.00	\$948,212.00	\$1,153,210.00
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20			3	15.70%	36,008	14,109	101,875	7	\$4,341,595.00	\$4,553,120.00	\$2,088,820.00	\$750.00
	2231	\$5	5,626,200	50X FAST CASH	7/20/20			10	59.40%	13,404	7,440	7,813	42	\$955,245.00	\$1,107,260.00	\$1,297,485.00	\$1,634,470.00
	2235	\$5	9,893,475	COWBOYS	8/17/20			6	19.23%	18,193	11,476	74,584	2	\$1,571,700.00	\$1,626,780.00	\$1,783,660.00	\$1,887,870.00
	2229	\$5	7,122,225	DOUBLE DIAMOND	7/6/20			12	55.75%	10,008	5,915	24,567	26	\$851,060.00	\$940,470.00	\$1,020,980.00	\$1,259,140.00
	2233	\$5	7,111,425	GOLD MINE 9X	8/3/20			8	66.57%	20,239	9,135	548	14	\$2,063,840.00	\$2,256,595.00	\$2,543,155.00	\$3,001,785.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20			6	20.14%	17,101	10,146	30,688	2	\$1,021,490.00	\$1,103,095.00	\$1,178,775.00	\$1,061,285.00
	2128	\$5	7,253,550	WILD CASH MULTIPLIER	7/6/20			12	52.09%	10,241	5,855	28,669	1	\$795,610.00	\$903,030.00	\$966,000.00	\$1,165,475.00
	2254	\$10	11,095,550	\$500,000 EXTREME CASH	9/8/20			3	12.88%	31,696	11,610	146,049	6	\$5,331,300.00	\$5,965,490.00	\$2,995,480.00	\$1,500.00
	2271	\$10	8,192,300	COOL RICHES	9/21/20			1	3.37%	42,449	7,355	103,662	0	\$2,761,840.00	\$2,500.00	\$0	\$0
	2268	\$10	8,125,100	ROYAL WINNINGS	8/18/20			6	36.40%	32,046	10,380	57,548	19	\$3,795,540.00	\$4,224,710.00	\$5,327,350.00	\$6,655,130.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			3	8.77%	39,006	11,159	275,285	7	\$5,729,240.00	\$6,337,220.00	\$3,807,060.00	\$2,000.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			6	21.70%	27,608	9,371	170,676	25	\$9,723,150.00	\$9,931,100.00	\$9,927,050.00	#####
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			158	0.00%	0	0	2,164	22	\$0	\$0	\$0	\$0
	2216	\$1	17,132,100	HOT 7S	6/1/20			17	69.99%	11,200	8,651	11,819	5	\$504,654.00	\$548,663.00	\$558,654.00	\$618,117.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			158	0.00%	0	0	70	765	\$0	\$0	\$0	\$0
	2222	\$1	9,297,600	MATCH 2 WIN	5/18/20			19	76.26%	4,979	2,720	4,128	1,263	\$130,752.00	\$157,393.00	\$183,614.00	\$200,241.00
	2124	\$1	853,200	WINNING 7S	8/8/19			59	0.00%	0	0	4,198	576	\$0	\$0	\$0	\$0
	2214	\$2	9,300,375	LUCHA LIBRE LOOT	4/20/20			23	69.51%	6,236	2,967	11,121	15	\$188,530.00	\$181,280.00	\$192,756.00	\$271,424.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19			58	71.33%	10,487	9,340	57,394	14	\$741,736.00	\$797,834.00	\$788,672.00	\$840,996.00
	2168	\$3	35,604,750	\$50,000 BONUS CASHWORD	2/17/20			32	55.62%	13,492	9,619	99,886	30	\$2,049,354.00	\$2,147,235.00	\$2,093,562.00	\$2,107,770.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			25	31.65%	17,402	11,704	341,361	5	\$1,603,260.00	\$1,602,312.00	\$1,627,134.00	\$1,642,821.00
	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			28	58.63%	18,650	8,748	90,873	48	\$2,002,415.00	\$2,044,265.00	\$2,048,150.00	\$2,122,620.00
	2241	\$5	15,358,575	BINGO TIMES 20	2/17/20			32	68.19%	16,558	9,433	36,473	15	\$1,438,680.00	\$1,529,295.00	\$1,543,980.00	\$1,476,800.00

**Liability for 2222 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 04/22/2020 - 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	309430	\$309,430.00	620346	\$620,346.00	66.72%	6203353
2	2	N/A	\$2.00	58212	\$116,424.00	127764	\$255,528.00	68.70%	6387375
3	3	N/A	\$2.00	190224	\$380,448.00	429544	\$859,088.00	69.31%	6443908
4	4	N/A	\$5.00	8969	\$44,845.00	22003	\$110,015.00	71.04%	6605162
5	5	N/A	\$5.00	26017	\$130,085.00	66995	\$334,975.00	72.03%	6696906
6	6	N/A	\$10.00	4215	\$42,150.00	11275	\$112,750.00	72.79%	6767620
7	7	N/A	\$10.00	12525	\$125,250.00	33929	\$339,290.00	73.04%	6790766
8	8	N/A	\$20.00	4084	\$81,680.00	11422	\$228,440.00	73.66%	6848780
9	9	N/A	\$20.00	4024	\$80,480.00	11482	\$229,640.00	74.05%	6884757
10	0	N/A	\$25.00	1990	\$49,750.00	5740	\$143,500.00	74.26%	6904039
11	0	N/A	\$40.00	372	\$14,880.00	1156	\$46,240.00	75.65%	7034048
12	0	N/A	\$40.00	575	\$23,000.00	1742	\$69,680.00	75.18%	6990254
13	0	N/A	\$40.00	1031	\$41,240.00	2848	\$113,920.00	73.42%	6826389
14	0	N/A	\$50.00	420	\$21,000.00	1120	\$56,000.00	72.73%	6761890
15	0	N/A	\$50.00	595	\$29,750.00	1744	\$87,200.00	74.56%	6932455
16	0	N/A	\$50.00	1033	\$51,650.00	2867	\$143,350.00	73.51%	6834928
17	0	N/A	\$100.00	19	\$1,900.00	61	\$6,100.00	76.25%	7089420
18	0	N/A	\$100.00	72	\$7,200.00	243	\$24,300.00	77.14%	7172434
19	0	N/A	\$100.00	92	\$9,200.00	299	\$29,900.00	76.47%	7109929
20	0	N/A	\$100.00	119	\$11,900.00	275	\$27,500.00	69.80%	6489441
21	0	N/A	\$200.00	26	\$5,200.00	52	\$10,400.00	66.67%	6198400
22	0	N/A	\$200.00	35	\$7,000.00	83	\$16,600.00	70.34%	6539837
23	0	N/A	\$200.00	54	\$10,800.00	141	\$28,200.00	72.31%	6722879
24	0	N/A	\$500.00	6	\$3,000.00	15	\$7,500.00	71.43%	6641142
25	0	N/A	\$500.00	20	\$10,000.00	62	\$31,000.00	75.61%	7029892
26	0	N/A	\$1,000.00	3	\$3,000.00	7	\$7,000.00	70.00%	6508319
27	0	N/A	\$1,000.00	13	\$13,000.00	18	\$18,000.00	58.06%	5398606
Totals:				624175	\$1,624,262.00	1,353,233	\$3,956,462.00		

NO. OF TICKETS:	9,297,600	MIN:	8,937,600
NO. POOLS:	38.74	MAX:	9,302,400
PACK SIZE:	150		
PACKS/POOL:	1,600		
PACKS/GAME:	61,984		

TEXAS LOTTERY COMMISSION  
"MATCH 2 WIN" GAME NO. 2222  
END OF PRODUCTION PRIZE STRUCTURE  
JANUARY 3, 2020 - VERSION 4

PACKS/GAME:		61,984	9,297,600	\$1 TICKETS	\$9,297,600	- REVENUE	PRIZE FUND	- \$5,580,724	PAYOUT %	- 60.02%		
PRIZE	#	TIER				WINNERS IN	WINNERS IN	WINNERS IN		PERCENT	VALIDATION	
TIER	WINS	CODE	GET:	WIN:	ODDS OF	38.74	150	240,000	PRIZE	OF PRIZE	TIER	
					1 IN:	POOLS	(PER PACK*)	(PER POOL)	COST	FUND**	LEVELS	
1	1	L	\$1	\$1	10.00	929,776	15.00	24,000	\$ 929,776	16.66%		
2	1	L	\$2	\$2	49.99	185,976	3.00	4,800	\$ 371,952	6.66%		
3	2	L	\$1 x 2	\$2	15.00	619,768	10.00	16,000	\$ 1,239,536	22.21%		
4	1	L	\$5	\$5	300.19	30,972	0.50	800	\$ 154,860	2.77%		
5	3	L	(\$2 x 2) + \$1	\$5	99.96	93,012	1.50	2,400	\$ 465,060	8.33%		
6	1	L	\$10	\$10	600.23	15,490	0.25	400	\$ 154,900	2.78%		
7	2	L	\$5 x 2	\$10	200.15	46,454	0.75	1,200	\$ 464,540	8.32%		
8	1	L	\$20	\$20	599.61	15,506	0.25	400	\$ 310,120	5.56%	LOW TIER	
9	3	L	\$10 + (\$5 x 2)	\$20	599.61	15,506	0.25	400	\$ 310,120	5.56%	78.86%	
10	1	M	\$25	\$25	1,202.79	7,730	-	200	\$ 193,250	3.46%		
11	1	M	\$40	\$40	6,084.82	1,528	-	40	\$ 61,120	1.10%		
12	2	M	\$20 x 2	\$40	4,012.78	2,317	-	60	\$ 92,680	1.66%		
13	3	M	\$5 + \$15 + \$20	\$40	2,396.91	3,879	-	100	\$ 155,160	2.78%		
14	1	M	\$50	\$50	6,037.40	1,540	-	40	\$ 77,000	1.38%		
15	2	M	\$25 x 2	\$50	3,975.03	2,339	-	60	\$ 116,950	2.10%		
16	3	M	\$10 + (\$20 x 2)	\$50	2,384.00	3,900	-	100	\$ 195,000	3.49%		
17	1	M	\$100	\$100	116,220.00	80	-	2	\$ 8,000	0.14%		
18	2	M	\$50 x 2	\$100	29,516.19	315	-	8	\$ 31,500	0.56%		
19	3	M	\$20 + (\$40 x 2)	\$100	23,779.03	391	-	10	\$ 39,100	0.70%		
20	3	M	\$50 + (\$25 x 2)	\$100	23,597.97	394	-	10	\$ 39,400	0.71%		
21	1	M	\$200	\$200	119,200.00	78	-	2	\$ 15,600	0.28%		
22	2	M	\$100 x 2	\$200	78,793.22	118	-	3	\$ 23,600	0.42%		
23	3	M	\$100 + (\$50 x 2)	\$200	47,680.00	195	-	5	\$ 39,000	0.70%		
24	1	M	\$500	\$500	442,742.86	21	-		\$ 10,500	0.19%	MID TIER	
25	3	M	\$100 + (\$200 x 2)	\$500	113,385.37	82	-		\$ 41,000	0.73%	20.41%	
26	1	H	\$1,000	\$1,000	929,760.00	10	-		\$ 10,000	0.18%	HIGH TIER	
27	2	H	\$500 x 2	\$1,000	299,922.58	31	-		\$ 31,000	0.56%	0.73%	
					2 decimals:	4.70	1,977,408	31.50	51,040	\$ 5,580,724	100.00%	100.00%
					4 decimals:	4.7019						

TEXAS LOTTERY COMMISSION  
"MATCH 2 WIN" GAME NO. 2222  
END OF PRODUCTION PRIZE STRUCTURE  
JANUARY 3, 2020 - VERSION 4

Consolidated odds are 1 in:				\$1	10.00	929,776
				\$2	11.54	805,744
				\$5	74.99	123,984
				\$10	150.10	61,944
				\$20	299.81	31,012
				\$25	1,202.79	7,730
				\$40	1,203.73	7,724
				\$50	1,195.22	7,779
				\$100	7,879.32	1,180
				\$200	23,779.03	391
				\$500	90,267.96	103
				\$1,000	226,770.73	41
						1,977,408

WIN:	GET	A	B	C	D
\$1	\$1	16 = \$ 16	14 = \$ 14	15 = \$ 15	15 = \$ 15
\$2	\$2	3 = \$ 6	3 = \$ 6	4 = \$ 8	2 = \$ 4
\$2	\$1 x 2	7 = \$ 14	13 = \$ 26	9 = \$ 18	11 = \$ 22
\$5	\$5	0 = \$ 0	1 = \$ 5	0 = \$ 0	1 = \$ 5
\$5	(\$2 x 2) + \$1	3 = \$ 15	0 = \$ 0	2 = \$ 10	1 = \$ 5
\$10	\$10	0 = \$ 0	1 = \$ 10	0 = \$ 0	0 = \$ 0
\$10	\$5 x 2	0 = \$ 0	1 = \$ 10	0 = \$ 0	2 = \$ 20
\$20	\$20	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20	\$10 + (\$5 x 2)	0 = \$ 0	0 = \$ 0	1 = \$ 20	0 = \$ 0
		30 \$71	33 \$71	31 \$71	32 \$71

\* 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 35 winners per pack.



# INTEROFFICE MEMO

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

## Payment Approval (VIA EMAIL)

April 29, 2020

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

Vendor Name	IGT
P.O. Number (if applicable)	362-20-9009RL013
Invoice Number	90112867
Tx Game Name:	Game #2222 Watch 2 Win
Invoice Amount:	\$110,176.56

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

The above referenced invoices 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 Tirloni (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 9, 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: 90112867  
DATE : April 28, 2020

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 2222	92596 010	"WATCH 2 WIN" 2222 -Truck#1 2.40" x 4.00" Tickets \$ 9.46/M Continuous 4 Color Process over entire ticket \$ 1.63/M Full UV (\$.08 per sq inch per thousand) \$ .76/M  TOTAL \$ 11.85/M	9,297,600 PC	0.01185	110,176.56

TOTAL AMOUNT DUE USD 110,176.56

REMARKS:  
Unrounded Invoice Total \$ 110,176.5600

PAYMENT TERMS:  
Due within 30 days

REMITTANCE:  
Please remit payment in USD:

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