

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

**Scratch Ticket Information**

Date Completed 1/27/2021

Game #	2266	Confirmed Packs	1,252
Game Name	Winter Words	Active Packs	1,308
Quantity Printed	4,939,750	Warehouse Packs	199
Price Point	\$3	Returned Packs	131
Start Date	11/2/2020	Printed Payout Percentage	66.02%
Top Prize	\$ 20,000	Percent Sold	90.30%
Number of Top Prizes Remaining	0	Number of Weeks Out	12

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 307,339	Actual ticket production costs
Prize payout expense	\$ 8,479,610	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 8,786,949

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 13,381,783	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 13,381,783

**Excess of Revenue over Expended** \$ 4,594,834

**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	\$	259,146
Next week	\$	318,519
Next week	\$	481,611
Avg Weekly Sales Current Game	\$	353,092
Avg Weekly Sales \$3; 5-9.99M Qty*	\$	962,270
Percentage Of Variance In Sales		63%

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

**Instant Ticket Information**

Game #	2266	Printed Payout Percentage	66.02%
Game Name	Winter Words	Actual Payout Percentage	63.37%
Percent Sold	90.30%	Number of Weeks Out	12
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			16

\*No data available at the <5M qty. 5-9.99M qty was used.

**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

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**From:** WebsiteSupport@lottery.state.tx.us  
**Sent:** Wednesday, January 27, 2021 5:24 AM  
**To:** WEBSITE\_SCRATCH\_ZTP  
**Subject:** ZTP Occurrence: Date 01/26/2021

All top prizes for the following game(s) have been claimed as of 01/26/2021.

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
2266	Winter Words	\$3	\$20,000	5	5		0	0	11/2/2020				01/26/2021

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.




Da Vinci Report

1/27/21

Week End Date:1/23/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/23/21	1/16/21	1/9/21	1/2/21
Mature	2168	\$3	35,604,750	\$50,000 BONUS CASHWORD	2/17/20			49	86.09%	11,598	7,708	16,507	33	\$1,601,775.00	\$1,602,540.00	\$1,960,989.00	\$2,211,240.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			42	51.96%	16,258	11,680	229,361	20	\$1,607,757.00	\$1,559,001.00	\$1,599,570.00	\$1,553,958.00
	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			45	87.98%	12,835	8,583	9,394	55	\$1,943,020.00	\$1,914,300.00	\$1,951,935.00	\$2,045,540.00
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20			20	73.98%	12,733	9,531	21,750	80	\$1,949,260.00	\$1,900,280.00	\$2,131,080.00	\$2,159,675.00
	2235	\$5	9,893,475	COWBOYS	8/17/20			23	51.72%	3,975	3,497	54,306	163	\$481,750.00	\$492,235.00	\$659,885.00	\$753,190.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20			23	59.96%	3,078	2,506	22,326	657	\$316,090.00	\$356,580.00	\$389,500.00	\$471,940.00
	2260	\$5	9,129,300	LADY LUCK 7	10/5/20			16	77.23%	7,147	5,695	12,604	49	\$1,239,975.00	\$1,238,965.00	\$1,410,425.00	\$1,573,435.00
	2263	\$5	7,337,700	MONEY MULTIPLIER	10/19/20			14	86.99%	5,990	4,510	227	368	\$925,265.00	\$1,127,580.00	\$1,599,640.00	\$1,973,850.00
	2254	\$10	11,095,550	\$500,000 EXTREME CASH	9/8/20			20	69.29%	18,644	10,294	33,926	44	\$3,231,830.00	\$3,218,050.00	\$3,548,710.00	\$4,152,440.00
	2271	\$10	8,192,300	COOL RICHES	9/21/20			18	54.50%	15,607	8,980	45,698	337	\$1,748,470.00	\$1,846,390.00	\$2,226,760.00	\$2,636,390.00
	2244	\$10	26,557,800	MEGA LOTERIA	6/22/20			31	71.74%	33,205	12,224	92,305	138	\$7,824,000.00	\$7,514,180.00	\$7,551,450.00	\$7,957,990.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			20	43.16%	19,514	9,234	172,099	51	\$2,958,640.00	\$3,062,540.00	\$3,323,140.00	\$3,945,860.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			193	66.98%	15,335	7,367	430,344	19	\$2,516,220.00	\$2,606,840.00	\$2,801,200.00	\$3,146,160.00
	2040	\$20	7,214,300	MAD MONEY MULTIPLIER	10/19/20			14	36.49%	17,144	7,767	154,857	20	\$2,149,680.00	\$2,228,320.00	\$2,907,020.00	\$3,924,400.00
	2219	\$20	8,837,100	MEGA 7S	6/1/20			34	83.46%	17,287	7,857	28,759	59	\$2,784,120.00	\$2,753,500.00	\$3,000,360.00	\$3,471,800.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			45	47.74%	13,267	7,506	227,249	29	\$2,719,680.00	\$2,857,620.00	\$3,101,460.00	\$3,213,540.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			149	46.35%	13,402	7,317	705,808	30	\$3,409,530.00	\$3,690,930.00	\$3,838,320.00	\$3,883,740.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			23	66.62%	18,056	6,624	61,252	55	\$6,066,250.00	\$7,591,000.00	\$7,648,950.00	\$7,538,850.00
	2274	\$50	5,139,100	500X LOTERIA SPECTACULAR	10/5/20			16	52.60%	26,705	8,188	80,795	33	\$7,461,150.00	\$8,718,100.00	\$8,780,700.00	\$8,866,250.00
Sold/Closing	2259	\$1	10,139,550	7-11-21	10/5/20			16	91.54%	1,846	2,240	210	442	\$180,979.00	\$220,638.00	\$288,944.00	\$353,932.00
	2216	\$1	17,132,100	HOT 7S	6/1/20	1/3/21	2/17/21	34	95.90%	184	389	663	1,229	\$34,228.00	\$54,940.00	\$82,858.00	\$97,491.00
	2232	\$1	9,168,000	TRIPLE 777	8/3/20	1/3/21	2/17/21	25	93.42%	144	331	615	1,179	\$32,055.00	\$50,869.00	\$76,768.00	\$87,722.00
	2062	\$2	7,065,750	WILD TRIPLER	7/20/20	1/3/21	2/17/21	27	92.89%	85	82	148	2,547	\$7,548.00	\$19,392.00	\$36,488.00	\$64,622.00
	2266	\$3	4,939,750	WINTER WORDS	11/2/20			12	90.30%	1,252	1,308	199	131	\$259,146.00	\$318,519.00	\$481,611.00	\$735,144.00
	2231	\$5	5,626,200	50X FAST CASH	7/20/20	2/7/21	3/24/21	27	87.76%	1,541	1,358	3,617	1,101	\$208,645.00	\$211,060.00	\$243,845.00	\$284,850.00
	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19	1/5/21	2/19/21	62	95.95%	967	1,000	444	102	\$369,960.00	\$708,650.00	\$1,210,705.00	\$1,332,150.00
	2229	\$5	7,122,225	DOUBLE DIAMOND	7/6/20	1/3/21	2/17/21	29	74.59%	202	181	19,663	1,486	\$50,370.00	\$85,560.00	\$172,865.00	\$230,290.00
	2215	\$5	7,188,075	ROUTE 66 ROAD TO \$1,000,000!	6/15/20	2/7/21	3/24/21	32	83.26%	1,217	952	11,962	806	\$116,170.00	\$139,315.00	\$139,985.00	\$167,500.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19	2/7/21	3/24/21	58	99.21%	871	432	38	1,591	\$137,850.00	\$174,675.00	\$242,285.00	\$315,810.00
	2128	\$5	7,253,550	WILD CASH MULTIPLIER	7/6/20	2/7/21	3/24/21	29	70.56%	1,543	1,368	22,777	1,303	\$200,240.00	\$208,215.00	\$231,035.00	\$264,420.00
	2226	\$10	18,095,250	\$250,000 50X CASHWORD	5/1/20	1/15/21	3/1/21	38	96.95%	3,494	2,481	15	96	\$1,982,090.00	\$3,928,880.00	\$4,776,840.00	\$5,109,450.00
	2264	\$10	5,629,800	MERRY MAGIC	10/19/20	1/8/21	2/22/21	14	88.28%	2,394	2,103	471	83	\$811,490.00	\$1,442,030.00	\$2,706,810.00	\$4,313,720.00

**Liability for 2266 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 09/24/2020 - 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	\$3.00	85359	\$256,077.00	428375	\$1,285,125.00	83.38%	4118990
2	2	N/A	\$5.00	42691	\$213,455.00	233833	\$1,169,165.00	84.56%	4177129
3	3	N/A	\$10.00	11416	\$114,160.00	67676	\$676,760.00	85.57%	4226755
4	4	N/A	\$10.00	19859	\$198,590.00	138197	\$1,381,970.00	87.44%	4319093
5	5	N/A	\$15.00	2834	\$42,510.00	16900	\$253,500.00	85.64%	4230352
6	6	N/A	\$15.00	2346	\$35,190.00	17398	\$260,970.00	88.12%	4352804
7	7	N/A	\$15.00	9440	\$141,600.00	69596	\$1,043,940.00	88.06%	4349750
8	8	N/A	\$20.00	1403	\$28,060.00	8512	\$170,240.00	85.85%	4240761
9	9	N/A	\$20.00	2288	\$45,760.00	17456	\$349,120.00	88.41%	4367315
10	10	N/A	\$20.00	2325	\$46,500.00	17449	\$348,980.00	88.24%	4358940
11	0	N/A	\$30.00	265	\$7,950.00	1827	\$54,810.00	87.33%	4314016
12	0	N/A	\$30.00	985	\$29,550.00	7209	\$216,270.00	87.98%	4345943
13	0	N/A	\$30.00	1101	\$33,030.00	8437	\$253,110.00	88.46%	4369539
14	0	N/A	\$50.00	115	\$5,750.00	692	\$34,600.00	85.75%	4235820
15	0	N/A	\$50.00	231	\$11,550.00	1777	\$88,850.00	88.50%	4371481
16	0	N/A	\$50.00	234	\$11,700.00	1815	\$90,750.00	88.58%	4375620
17	0	N/A	\$50.00	248	\$12,400.00	2241	\$112,050.00	90.04%	4447561
18	0	N/A	\$50.00	352	\$17,600.00	2910	\$145,500.00	89.21%	4406705
19	0	N/A	\$100.00	37	\$3,700.00	161	\$16,100.00	81.31%	4016665
20	0	N/A	\$100.00	99	\$9,900.00	944	\$94,400.00	90.51%	4470876
21	0	N/A	\$100.00	113	\$11,300.00	921	\$92,100.00	89.07%	4399912
22	0	N/A	\$100.00	51	\$5,100.00	366	\$36,600.00	87.77%	4335607
23	0	N/A	\$100.00	13	\$1,300.00	191	\$19,100.00	93.63%	4624962
24	0	N/A	\$100.00	28	\$2,800.00	173	\$17,300.00	86.07%	4251625
25	0	N/A	\$300.00	10	\$3,000.00	73	\$21,900.00	87.95%	4344599
26	0	N/A	\$300.00	12	\$3,600.00	195	\$58,500.00	94.20%	4653387
27	0	N/A	\$300.00	28	\$8,400.00	179	\$53,700.00	86.47%	4271571
28	0	N/A	\$300.00	10	\$3,000.00	114	\$34,200.00	91.94%	4541383
29	0	N/A	\$20,000.00	0	\$0.00	5	\$100,000.00	100.00%	4939749
<b>Totals:</b>				<b>183893</b>	<b>\$1,303,532.00</b>	<b>1,045,622</b>	<b>\$8,479,610.00</b>		

POCKET QUANTITY:	4,939,750	MIN QUANTITY	4,939,200	PRIZE STRUCTURE	RETAIL PRICE:	\$3.00
POOLS:	41,16	MAX QUANTITY	5,140,800	Winter Words	REVENUE:	\$14,819,250
PACKS / GAME:	39,518			Texas Lottery Game # 2266	PRIZE FUND:	\$9,783,142
PACKS / POOL:	960			IGT Job # 012015	PERCENTAGE:	66.0164448%
PACK SIZE:	125			Version 4 dated May 29, 2020	INSTANT FUND:	\$9,783,142
POOL SIZE:	120,000				INSTANT-WIN PAYOUT:	66.0164448%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE		TOTAL PRIZES	WINNERS IN	WINNERS IN 125	PRIZE COST	% OF PRIZE	% PER PRIZE TIER
				AMOUNT	ODDS (1 IN:)		120,000 (PER POOL)	(PER PACK)		FUND	
1	L	\$3	1	\$3	9.62	513,734	12,480	13.00	\$1,541,202	15.75%	Low Tier: 82.40%
2	L	\$5	1	\$5	17.86	276,524	6,720	7.00	\$1,382,620	14.13%	
3	L	\$10	1	\$10	62.46	79,092	1,920	2.00	\$790,920	8.08%	
4	L	\$5 x 2	2	\$10	31.25	158,056	3,840	4.00	\$1,580,560	16.16%	
5	L	\$15	1	\$15	250.32	19,734	480	0.50	\$296,010	3.03%	
6	L	\$3 x 5	5	\$15	250.19	19,744	480	0.50	\$296,160	3.03%	
7	L	\$5 x 3	3	\$15	62.50	79,036	1,920	2.00	\$1,185,540	12.12%	
8	L	\$20	1	\$20	498.21	9,915	240	0.25	\$198,300	2.03%	
9	L	\$5 x 4	4	\$20	250.19	19,744	480	0.50	\$394,880	4.04%	
10	L	(\$5 x 2) + \$10	3	\$20	249.81	19,774	480	0.50	\$395,480	4.04%	
11	M	\$30	1	\$30	2,361.26	2,092	51		\$62,760	0.64%	Mid Tier: 16.57%
12	M	\$15 x 2	2	\$30	602.85	8,194	199		\$245,820	2.51%	
13	M	\$10 x 3	3	\$30	517.90	9,538	232		\$286,140	2.92%	
14	M	\$50	1	\$50	6,121.13	807	20		\$40,350	0.41%	
15	M	(\$10 x 3) + \$20	4	\$50	2,460.03	2,008	49		\$100,400	1.03%	
16	M	\$5 + \$10 + \$15 + \$20	4	\$50	2,410.81	2,049	50		\$102,450	1.05%	
17	M	(\$3 x 10) + (\$10 x 2)	12	\$50	1,984.63	2,489	60		\$124,450	1.27%	
18	M	\$5 x 2) + (\$10 x 2) + \$20	5	\$50	1,514.33	3,262	79		\$163,100	1.67%	
19	M	\$100	1	\$100	24,948.23	198	5		\$19,800	0.20%	
20	M	(\$10 x 8) + (\$5 x 4)	12	\$100	4,736.10	1,043	25		\$104,300	1.07%	
21	M	0 x 2) + (\$20 x 2) + (\$5 x 2)	12	\$100	4,777.32	1,034	25		\$103,400	1.06%	
22	M	0 x 3) + (\$5 x 4) + (\$10 x 2)	9	\$100	11,845.92	417	10		\$41,700	0.43%	
23	M	\$10 x 10	10	\$100	24,214.46	204	5		\$20,400	0.21%	
24	M	\$20 x 5	5	\$100	24,575.87	201	5		\$20,100	0.21%	
25	M	\$300	1	\$300	59,515.06	83	2		\$24,900	0.25%	
26	M	(\$20 x 10) + (\$50 x 2)	12	\$300	23,863.53	207	5		\$62,100	0.63%	
27	M	0 x 4) + (\$15 x 4) + (\$20 x 2)	10	\$300	23,863.53	207	5		\$62,100	0.63%	
28	M	(\$20 x 5) + (\$100 x 2)	7	\$300	39,836.69	124	3		\$37,200	0.38%	
29	H	\$20,000	1	\$20,000	987,950.00	5			\$100,000	1.02%	
		TOTAL CASH PRIZES		1 in 2 Decimals: 4.02 1 in 4 Decimals: 4.0176		1,229,515	29,870	30.25	\$9,783,142	100.00%	

Winter Words  
Texas Lottery Game # 2266  
IGT Job # 012015  
Version 4 dated May 29, 2020

Consolidated odds are 1 in:	\$3	9.62	513,734
	\$5	17.86	276,524
	\$10	20.83	237,148
	\$15	41.68	118,514
	\$20	99.93	49,433
	\$30	249.18	19,824
	\$50	465.36	10,615
	\$100	1,595.01	3,097
	\$300	7,954.51	621
	\$20,000	987,950.00	5
			1,229,515

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:			A		B		C		D		TOTAL	
			PER GAME:			9,859		9,915		9,869		9,875		39,518	
			PER POOL:			240		240		240		240		960	
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT
1	\$3	1	\$3	13	\$39	13	\$39	13	\$39	13	\$39	13	\$39	513,734	\$1,541,202
2	\$5	1	\$5	8	\$40	5	\$25	8	\$40	7	\$35	7	\$35	276,524	\$1,382,620
3	\$10	1	\$10	1	\$10	3	\$30	2	\$20	2	\$20	2	\$20	79,092	\$790,920
4	\$5 x 2	2	\$10	5	\$50	4	\$40	4	\$40	3	\$30	3	\$30	158,056	\$1,580,560
5	\$15	1	\$15	1	\$15	0	\$0	0	\$0	1	\$15	1	\$15	19,734	\$296,010
6	\$3 x 5	5	\$15	0	\$0	0	\$0	1	\$15	1	\$15	1	\$15	19,744	\$296,160
7	\$5 x 3	3	\$15	2	\$30	2	\$30	2	\$30	2	\$30	2	\$30	79,036	\$1,185,540
8	\$20	1	\$20	0	\$0	1	\$20	0	\$0	0	\$0	0	\$0	9,915	\$198,300
9	\$5 x 4	4	\$20	0	\$0	0	\$0	1	\$20	1	\$20	1	\$20	19,744	\$394,880
10	(\$5 x 2) + \$10	3	\$20	1	\$20	1	\$20	0	\$0	0	\$0	0	\$0	19,774	\$395,480
TOTAL PRIZES				31	\$204	29	\$204	31	\$204	30	\$204	30	\$204	1,195,353	\$8,061,672



# INTEROFFICE MEMO

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

## Payment Approval (VIA EMAIL)

September 30, 2020

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

<b>Vendor Name</b>	<u>IGT</u>
<b>P.O. Number (if applicable)</b>	<u>362-20-9009RL021</u>
<b>Invoice Number</b>	<u>90115286</u>
<b>Tx Game Name:</b>	<u>Game 2266 Winter Words</u>
<b>Invoice Amount:</b>	<u>\$307,338.71</u>

**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

**October 10, 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: 90115286  
DATE : September 25, 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 2266	95874 010	"WINTER WORDS" 2266 -Truck #1 6.00" x 4.00" Tickets \$ 60.33/M Holographic Stock (\$1.50 per sq. inch per thousand) \$36.00/M Full UV (\$.08 per sq inch per thousand) \$1.92/M Players Mark™ (\$0.114 per sq. inch per thousand) \$ 2.73/M TOTAL \$60.33/M	1,646,250 PC	0.06033	99,318.26
002 GAME 2266	95874 020	"WINTER WORDS" 2266 -Truck #2	3,293,500 PC	0.06033	198,696.86
003 GAME 2266	95874 030	Holographic Inserts			9,323.59
				TOTAL AMOUNT DUE	USD 307,338.71

REMARKS:  
Unrounded Invoice Total \$ 307,338.7075

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.

END OF DOCUMENT 90115286



**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