# TEXAS LOTTERY COMMISSION <br> Scratch Ticket Game Closing Analysis SUMMARY REPORT 

## Scratch Ticket Information



# TEXAS LOTTERY COMMISSION <br> Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS 

## Instant Ticket Information

Game \#
Game Name
Percent Sold

| 2274 |
| ---: |
| Printed Payout Percentage |
| 900 X Loteria Spectacular |
| $91.20 \%$ |

Average \# of Weeks for $85 \%$ Sell-through for Same Price Point Game With Similar Print Run.*
*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.
$\square$ I am recommending closing the above game based on the below bysiness reason(s):


By signing below, 1 agree with the recommendation of the Products Department Staff to close the above game.



## Liability for 2274 / for Life to Date

Product Status: Active

SmartCash Enabled: N/A

Outstanding Prizes

| Tier |  | SmartCash | Tier Value | Count | Amount | Tickets Paid Life to Date | Amount Paid Life to Date | \% paid | Est. Tickets Sold |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 1 | N/A | \$50.00 | 47454 | \$2,372,700.00 | 466411 | \$23,320,550.00 | 90.77\% | 4664518 |
| 2 | 2 | N/A | \$75.00 | 30036 | \$2,252,700.00 | 291176 | \$21,838,200.00 | 90.65\% | 4658551 |
| 3 | 3 | N/A | \$100.00 | 6051 | \$605,100.00 | 58192 | \$5,819,200.00 | 90.58\% | 4655052 |
| 4 | 4 | N/A | \$100.00 | 11820 | \$1,182,000.00 | 116680 | \$11,668,000.00 | 90.80\% | 4666382 |
| 5 | 5 | N/A | \$100.00 | 5889 | \$588,900.00 | 58309 | \$5,830,900.00 | 90.83\% | 4667680 |
| 6 | 6 | N/A | \$100.00 | 5934 | \$593,400.00 | 58323 | \$5,832,300.00 | 90.77\% | 4664514 |
| 7 | 0 | N/A | \$150.00 | 5136 | \$770,400.00 | 46293 | \$6,943,950.00 | 90.01\% | 4625879 |
| 8 | 0 | N/A | \$150.00 | 4747 | \$712,050.00 | 46559 | \$6,983,850.00 | 90.75\% | 4663613 |
| 9 | 0 | N/A | \$150.00 | 4826 | \$723,900.00 | 46645 | \$6,996,750.00 | 90.62\% | 4657250 |
| 10 | 0 | N/A | \$150.00 | 4673 | \$700,950.00 | 46670 | \$7,000,500.00 | 90.90\% | 4671363 |
| 11 | 0 | N/A | \$200.00 | 417 | \$83,400.00 | 3851 | \$770,200.00 | 90.23\% | 4636990 |
| 12 | 0 | N/A | \$200.00 | 3523 | \$704,600.00 | 34994 | \$6,998,800.00 | 90.85\% | 4669046 |
| 13 | 0 | N/A | \$200.00 | 3507 | \$701,400.00 | 35075 | \$7,015,000.00 | 90.91\% | 4671969 |
| 14 | 0 | N/A | \$200.00 | 2739 | \$547,800.00 | 27230 | \$5,446,000.00 | 90.86\% | 4669414 |
| 15 | 0 | N/A | \$200.00 | 3099 | \$619,800.00 | 31131 | \$6,226,200.00 | 90.95\% | 4673833 |
| 16 | 0 | N/A | \$200.00 | 3507 | \$701,400.00 | 35080 | \$7,016,000.00 | 90.91\% | 4672030 |
| 17 | 0 | N/A | \$200.00 | 1932 | \$386,400.00 | 19460 | \$3,892,000.00 | 90.97\% | 4674966 |
| 18 | 0 | N/A | \$250.00 | 241 | \$60,250.00 | 1906 | \$476,500.00 | 88.78\% | 4562237 |
| 19 | 0 | N/A | \$250.00 | 381 | \$95,250.00 | 3899 | \$974,750.00 | 91.10\% | 4681624 |
| 20 | 0 | N/A | \$250.00 | 456 | \$114,000.00 | 4798 | \$1,199,500.00 | 91.32\% | 4693072 |
| 21 | 0 | N/A | \$250.00 | 369 | \$92,250.00 | 3875 | \$968,750.00 | 91.31\% | 4692274 |
| 22 | 0 | N/A | \$250.00 | 632 | \$158,000.00 | 5788 | \$1,447,000.00 | 90.16\% | 4633194 |
| 23 | 0 | N/A | \$250.00 | 566 | \$141,500.00 | 5873 | \$1,468,250.00 | 91.21\% | 4687363 |
| 24 | 0 | N/A | \$250.00 | 395 | \$98,750.00 | 3875 | \$968,750.00 | 90.75\% | 4663703 |
| 25 | 0 | N/A | \$250.00 | 609 | \$152,250.00 | 5831 | \$1,457,750.00 | 90.54\% | 4653119 |
| 26 | 0 | N/A | \$300.00 | 399 | \$119,700.00 | 3887 | \$1,166,100.00 | 90.69\% | 4660681 |
| 27 | 0 | N/A | \$300.00 | 399 | \$119,700.00 | 3876 | \$1,162,800.00 | 90.67\% | 4659450 |
| 28 | 0 | N/A | \$300.00 | 603 | \$180,900.00 | 5854 | \$1,756,200.00 | 90.66\% | 4659174 |
| 29 | 0 | N/A | \$300.00 | 405 | \$121,500.00 | 3872 | \$1,161,600.00 | 90.53\% | 4652465 |
| 30 | 0 | N/A | \$300.00 | 587 | \$176,100.00 | 5836 | \$1,750,800.00 | 90.86\% | 4669436 |
| 31 | 0 | N/A | \$500.00 | 98 | \$49,000.00 | 773 | \$386,500.00 | 88.75\% | 4560877 |
| 32 | 0 | N/A | \$500.00 | 275 | \$137,500.00 | 2712 | \$1,356,000.00 | 90.79\% | 4665965 |
| 33 | 0 | N/A | \$500.00 | 272 | \$136,000.00 | 2738 | \$1,369,000.00 | 90.96\% | 4674702 |
| 34 | 0 | N/A | \$500.00 | 289 | \$144,500.00 | 2726 | \$1,363,000.00 | 90.41\% | 4646496 |
| 35 | 0 | N/A | \$500.00 | 268 | \$134,000.00 | 2733 | \$1,366,500.00 | 91.07\% | 4680160 |
| 36 | 0 | N/A | \$500.00 | 392 | \$196,000.00 | 3888 | \$1,944,000.00 | 90.84\% | 4668416 |
| 37 | 0 | N/A | \$500.00 | 366 | \$183,000.00 | 3916 | \$1,958,000.00 | 91.45\% | 4699840 |
| 38 | 0 | N/A | \$500.00 | 392 | \$196,000.00 | 3889 | \$1,944,500.00 | 90.84\% | 4668526 |
| 39 | 0 | N/A | \$1,000.00 | 15 | \$15,000.00 | 72 | \$72,000.00 | 82.76\% | 4253048 |
| 40 | 0 | N/A | \$1,000.00 | 39 | \$39,000.00 | 303 | \$303,000.00 | 88.60\% | 4553062 |
| 41 | 0 | N/A | \$1,000.00 | 26 | \$26,000.00 | 225 | \$225,000.00 | 89.64\% | 4606762 |
| 42 | 0 | N/A | \$1,000.00 | 18 | \$18,000.00 | 150 | \$150,000.00 | 89.29\% | 4588482 |
| 43 | 0 | N/A | \$1,000.00 | 26 | \$26,000.00 | 224 | \$224,000.00 | 89.60\% | 4604633 |
| 44 | 0 | N/A | \$1,000.00 | 18 | \$18,000.00 | 151 | \$151,000.00 | 89.35\% | 4591740 |
| 45 | 0 | N/A | \$5,000.00 | 6 | \$30,000.00 | 37 | \$185,000.00 | 86.05\% | 4422016 |
| 46 | 0 | N/A | \$5,000.00 | 8 | \$40,000.00 | 78 | \$390,000.00 | 90.70\% | 4661044 |
| 47 | 0 | N/A | \$5,000.00 | 6 | \$30,000.00 | 37 | \$185,000.00 | 86.05\% | 4422016 |
| 48 | 0 | N/A | \$5,000.00 | 5 | \$25,000.00 | 38 | \$190,000.00 | 88.37\% | 4541530 |
| 49 | 0 | N/A | \$5,000.00 | 8 | \$40,000.00 | 35 | \$175,000.00 | 81.40\% | 4182988 |
| 50 | 0 | N/A | \$5,000.00 | 3 | \$15,000.00 | 40 | \$200,000.00 | 93.02\% | 4780558 |
| 51 | 0 | N/A | \$5,000.00 | 6 | \$30,000.00 | 37 | \$185,000.00 | 86.05\% | 4422016 |
| 52 | 0 | N/A | \$10,000.00 | 4 | \$40,000.00 | 6 | \$60,000.00 | 60.00\% | 3083460 |
| 53 | 0 | N/A | \$10,000.00 | 2 | \$20,000.00 | 8 | \$80,000.00 | 80.00\% | 4111280 |
| 54 | 0 | N/A | \$10,000.00 | 3 | \$30,000.00 | 18 | \$180,000.00 | 85.71\% | 4404942 |


| 55 | 0 | N/A | $\$ 10,000.00$ | 3 | $\$ 30,000.00$ | 7 | $\$ 70,000.00$ | $70.00 \%$ | 3597370 |
| :--- | :--- | :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 56 | 0 | N/A | $\$ 25,000.00$ | 0 | $\$ 0.00$ | 4 | $\$ 100,000.00$ | $100.00 \%$ | 5139100 |
| 57 | 0 | N/A | $\$ 25,000.00$ | 0 | $\$ 0.00$ | 4 | $\$ 100,000.00$ | $100.00 \%$ | 5139100 |
| 58 | 0 | N/A | $\$ 25,000.00$ | 1 | $\$ 25,000.00$ | 3 | $\$ 75,000.00$ | $75.00 \%$ | 3854325 |
| 59 | 0 | N/A | $\$ 25,000.00$ | 1 | $\$ 25,000.00$ | 3 | $\$ 75,000.00$ | $75.00 \%$ | 3854325 |
| 60 | 0 | N/A | $\$ 3,000,000.00$ | 0 | $\$ 0.00$ | 2 | $\$ 6,000,000.00$ | $100.00 \%$ | 5139100 |
| 61 | 0 | N/A | $\$ 3,000,000.00$ | 0 | $\$ 0.00$ | 2 | $\$ 6,000,000.00$ | $100.00 \%$ | 5139100 |
|  |  |  | Totals: | 153882 | $\$ 17,575,050.00$ | $1,506,108$ | $\$ 182,619,650.00$ |  |  |



## Interoffice Memo

## Payment Approval (VIA EMAIL)

September 29, 2020

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

| Vendor Name  <br> P.O. Number (if applicable) IGT <br> Invoice Number $362-20-9009$ RLO23 <br> Tx Game Name: 90115287 <br> Invoice Amount: Game 2274 Loteria Spectacular | $\$ 342,366.84$ |
| :--- | :--- |

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

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

## Robert Tirloni (Products Manager)

Please forward to the next person for approval

Ryan Mindell (Lottery Operations Division Director)

Date

Date

Date

October 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
BILL TO: 20318
Texas Lottery Commission

Gary Grief, Executive Director
611 East 6th Street
Austin TX 78701

## INVOICE

INVOICE NUMBER: 9011528
DATE


REMARKS:
Unrounded Invoice Total \$ 342366.8420
PAYMENT TERMS:
Due within 30 days


## REMITTANCE:

Please remit payment in USD:
For wire transfer payments:
Wells Fargo Bank, N.A
420 Montgomery Street
For ACH payments:
Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
San Francisco CA 94104
ABA No. 121000248
SA
Account No. 4417073848
Account No. 4417073848
Account Name: IGT Global Solutions Corp Account Name: IGT Global Solutions Corporation


# Average Number of Weeks for 85\% Average Sell Through 



## Average Weekly Dollar Sales at 85\% Average Sell Through

|  | A | B | C | D |  | E | F | G | H |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Price Point |  |  |  |  | Price Point |  |  |  |
| $\begin{gathered} \text { Print } \\ \text { Quantities } \end{gathered}$ | \$1 | \$2 | \$3 | \$5 | $\begin{gathered} \text { Print } \\ \text { Quantities } \end{gathered}$ | \$10 | \$20 | \$30 | \$50 |
| < 5M | None | None | None | None | 2M | None | None | None | None |
| 5M-9.99M | \$560,738 | \$776,573 | \$927,958 | \$1,946,842 | 3M | None | None | None | None |
| 10M-14.99M | \$607,596 | None | None | \$2,218,148 | 4M | \$2,364,236 | None | None | \$3,873,162 |
| 15M-19.99M | \$633,975 | None | \$1,585,325 | \$1,515,020 | 5M | \$3,760,439 | None | \$3,506,730 | \$6,271,944 |
| 20M-24.99M | None | None | None | \$2,468,328 | 6M | \$4,039,631 | \$4,400,564 | None | None |
| 25M-29.99M | \$776,998 | None | None | None | 7M | \$3,884,366 | \$3,675,833 | None | None |
| 30M-34.99M | None | \$1,280,700 | None | None | 8M | \$3,381,845 | \$3,828,587 | None | None |
| >35M | None | \$1,061,088 | None | \$4,122,095 | >9M | \$4,682,820 | \$5,671,831 | 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

