

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

4/5/2016

Game #	1733	Confirmed Packs	4,065
Game Name	Super Loteria	Active Packs	1,084
Quantity Printed	12,236,475	Warehouse Packs	-
Price Point	\$5	Returned Packs	785
Start Date	12/7/2015	Printed Payout Percentage	67.98%
Top Prize	\$ 100,000	Percent Sold	95.76%
Number of Top Prizes Remaining	2	Number of Weeks Out	17

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 351,676	Actual ticket production costs
Prize payout expense	\$ 38,692,320	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 39,043,996

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 58,588,242	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u>\$ 58,588,242</u>	

Excess of Revenue over Expended \$ 19,544,246

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	\$	400,460
Next week	\$	572,210
Next week	\$	1,007,305
Avg Weekly Sales Current Game	\$	659,992
Avg Weekly Sales \$5; 10M-14.99M Qty*	\$	1,577,681
Percentage Of Variance In Sales		58%

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1733	Printed Payout Percentage	67.98%
Game Name	Super Loteria	Actual Payout Percentage	66.04%
Percent Sold	95.76%	Number of Weeks Out	17
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			28

* 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):

Dale Bousach 4/5/16
Instant Product Coordinator Date

PFM 4/11/16
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

Controller

Executive

Date

**Not Required
> 85% Sell-through**



Play the Games of Texas!

Da Vinci Report

4/5/16

Week End Date:4/2/16

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/2/16	3/26/16	3/19/16	3/12/16
Sold/Closing	1679	\$5	5,528,175	HOUSTON TEXANS	8/17/15	4/17/16	6/1/16	33	58.57%	678	436	21,973	6,286	\$65,870.00	\$75,195.00	\$89,440.00	\$96,950.00
	1718	\$5	8,422,800	INSTANT JACKPOT!	9/8/15	4/17/16	6/1/16	30	60.12%	561	728	41,755	831	\$141,120.00	\$142,665.00	\$164,285.00	\$173,215.00
	1733	\$5	12,236,475	SUPER LOTERIA	12/7/15			17	95.76%	4,065	1,084	0	785	\$400,460.00	\$572,210.00	\$1,007,305.00	\$1,994,795.00
	1748	\$10	5,040,600	\$250,000 CASH	9/8/15			30	97.37%	1,063	855	0	236	\$275,310.00	\$279,000.00	\$327,080.00	\$412,590.00
	1716	\$10	8,316,800	CASHWORD MULTIPLIER	8/17/15	3/11/16	4/25/16	33	97.41%	373	206	0	1,401	\$104,680.00	\$284,210.00	\$734,960.00	\$1,432,960.00
	1726	\$10	5,617,300	HAPPY HOLIDAYS	10/19/15	2/25/16	4/10/16	24	82.27%	112	36	5,513	12,364	\$18,260.00	\$9,460.00	\$28,310.00	\$67,820.00
	1617	\$20	5,925,875	MONEY MONEY MILLIONAIRE	3/16/15	3/30/16	5/14/16	55	92.84%	5,937	2,588	4,729	190	\$1,185,360.00	\$1,038,560.00	\$1,021,800.00	\$1,076,960.00
	1492	\$50	3,670,000	MILLIONAIRES CLUB	4/28/14			101	97.28%	2,464	1,523	0	71	\$791,250.00	\$759,750.00	\$693,150.00	\$745,000.00

Liability for 1733 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 11/13/2015 - 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	120625	\$603,125.00	1184390	\$5,921,950.00	90.76%	11105434
2	2	N/A	\$10.00	33819	\$338,190.00	374047	\$3,740,470.00	91.71%	11221863
3	3	N/A	\$10.00	48011	\$480,110.00	767875	\$7,678,750.00	94.12%	11516416
4	4	N/A	\$15.00	3319	\$49,785.00	37412	\$561,180.00	91.85%	11239375
5	5	N/A	\$15.00	2281	\$34,215.00	38460	\$576,900.00	94.40%	11551381
6	6	N/A	\$15.00	4215	\$63,225.00	77466	\$1,161,990.00	94.84%	11605033
7	7	N/A	\$20.00	3242	\$64,840.00	37489	\$749,780.00	92.04%	11262507
8	8	N/A	\$20.00	2133	\$42,660.00	38686	\$773,720.00	94.77%	11597057
9	9	N/A	\$20.00	2222	\$44,440.00	38640	\$772,800.00	94.56%	11571078
10	10	N/A	\$20.00	2107	\$42,140.00	38634	\$772,680.00	94.83%	11603641
11	0	N/A	\$50.00	1215	\$60,750.00	8965	\$448,250.00	88.06%	10776031
12	0	N/A	\$50.00	2381	\$119,050.00	48667	\$2,433,350.00	95.34%	11665736
13	0	N/A	\$50.00	2312	\$115,600.00	48691	\$2,434,550.00	95.47%	11681787
14	0	N/A	\$50.00	2417	\$120,850.00	48505	\$2,425,250.00	95.25%	11655673
15	0	N/A	\$100.00	663	\$66,300.00	4417	\$441,700.00	86.95%	10639470
16	0	N/A	\$100.00	1123	\$112,300.00	19285	\$1,928,500.00	94.50%	11563133
17	0	N/A	\$100.00	1359	\$135,900.00	24112	\$2,411,200.00	94.66%	11583600
18	0	N/A	\$200.00	105	\$21,000.00	927	\$185,400.00	89.83%	10991484
19	0	N/A	\$200.00	173	\$34,600.00	2869	\$573,800.00	94.31%	11540580
20	0	N/A	\$200.00	234	\$46,800.00	4348	\$869,600.00	94.89%	11611565
21	0	N/A	\$200.00	255	\$51,000.00	3845	\$769,000.00	93.78%	11475425
22	0	N/A	\$500.00	18	\$9,000.00	181	\$90,500.00	90.95%	11129658
23	0	N/A	\$500.00	20	\$10,000.00	384	\$192,000.00	95.05%	11630708
24	0	N/A	\$500.00	12	\$6,000.00	296	\$148,000.00	96.10%	11759729
25	0	N/A	\$500.00	10	\$5,000.00	192	\$96,000.00	95.05%	11630708
26	0	N/A	\$5,000.00	4	\$20,000.00	27	\$135,000.00	87.10%	10657575
27	0	N/A	\$100,000.00	2	\$200,000.00	4	\$400,000.00	66.67%	8157649
Totals:				234277	\$2,896,880.00	2,848,814	\$38,692,320.00		

NO. OF TICKETS 12,236,475
 NO. POOLS: 101.97
 PACK SIZE: 75.00
 PACKS/POOL: 1600.00
 PACKS/GAME: 160,000

MIN: 11,760,000
 MAX: 12,240,000

TEXAS LOTTERY COMMISSION
 "SUPER LOTERIA" - SCRATCH TICKET GAME NO. 1733
 END OF PRODUCTION PRIZE STRUCTURE

12,236,475

\$5 TICKETS \$61,182,375 - REVENUE PRIZE FUND - \$41,589,200 PAYOUT % - 67.98%

PRIZE TIER	# WINS	TIER CODE	GET:	BONUS GAMES	WIN:	ODDS OF 1 IN:	WINNERS IN 101.97 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$5 or	\$5	\$5	9.38	1,305,015	8.00	12,800	\$ 6,525,075	15.69%	
2	1	L	\$10 or	\$10	\$10	30.00	407,866	2.50	4,000	\$ 4,078,660	9.81%	
3	2	L	\$5	\$5	\$10	15.00	815,886	5.00	8,000	\$ 8,158,860	19.62%	
4	1	L	\$15 or	\$15	\$15	300.42	40,731	0.25	400	\$ 610,965	1.47%	
5	2	L	\$5 + \$10	\$15	\$15	300.35	40,741	0.25	400	\$ 611,115	1.47%	
6	3	L	\$5	\$5 x 2	\$15	149.81	81,681	0.50	800	\$ 1,225,215	2.95%	
7	1	L	\$20 or	\$20	\$20	300.42	40,731	0.25	400	\$ 814,620	1.96%	
8	2	L	\$10	\$10	\$20	299.77	40,819	0.25	400	\$ 816,380	1.96%	
9	2	L	\$15	\$5	\$20	299.46	40,862	0.25	400	\$ 817,240	1.97%	LOW TIER
10	4	L	\$5	\$5 x 3	\$20	300.35	40,741	0.25	400	\$ 814,820	1.96%	58.84%
11	1	M	\$50 or	\$50	\$50	1,202.01	10,180	-	100	\$ 509,000	1.22%	
12	5	M	\$10 + \$20	(\$5 x 2) + \$10	\$50	239.71	51,048	-	500	\$ 2,552,400	6.14%	
13	5	M	\$5 + \$10 + \$15	\$10 x 2	\$50	239.92	51,003	-	500	\$ 2,550,150	6.13%	
14	5	M	\$5 + \$20	(\$10 x 2) + \$5	\$50	240.30	50,922	-	500	\$ 2,546,100	6.12%	
15	1	M	\$100 or	\$100	\$100	2,408.75	5,080	-	50	\$ 508,000	1.22%	
16	4	M	\$50	(\$20 x 2) + \$10	\$100	599.59	20,408	-	200	\$ 2,040,800	4.91%	
17	6	M	\$10 + \$20 + \$50	(\$5 x 2) + \$10	\$100	480.41	25,471	-	250	\$ 2,547,100	6.12%	
18	1	M	\$200 or	\$200	\$200	11,857.05	1,032	-	10	\$ 206,400	0.50%	
19	3	M	\$100	\$50 x 2	\$200	4,022.51	3,042	-	30	\$ 608,400	1.46%	
20	6	M	\$20 + \$50 + \$100	\$10 x 3	\$200	2,670.55	4,582	-	45	\$ 916,400	2.20%	
21	3	M		(\$50 x 2) + \$100	\$200	2,984.51	4,100	-	40	\$ 820,000	1.97%	
22	1	M	\$500 or	\$500	\$500	61,489.82	199	-	2	\$ 99,500	0.24%	
23	6	M	\$50 + \$100 + \$200	\$50 x 3	\$500	30,288.30	404	-	4	\$ 202,000	0.49%	
24	5	M	\$100 + \$200	(\$50 x 2) + \$100	\$500	39,728.81	308	-	3	\$ 154,000	0.37%	MID TIER
25	4	M	\$200	\$100 x 3	\$500	60,576.61	202	-	2	\$ 101,000	0.24%	39.34%
26	1	H	\$5,000 or	\$5,000	\$5,000	394,725.00	31	-	-	\$ 155,000	0.37%	HIGH TIER
27	1	H	\$100,000 or	\$100,000	\$100,000	2,039,412.50	6	-	-	\$ 600,000	1.44%	1.82%
						3.97	3,083,091	17.50	30,236	\$ 41,589,200	100.00%	100.00% ***
						4 Decimals:	3.9689					

Consolidated odds are 1 in:

\$5	9.38	1305015
\$10	10.00	1223752
\$15	75.00	163153
\$20	75.00	163153
\$50	75.00	163153
\$100	240.12	50959
\$200	959.27	12756
\$500	10,994.14	1113
\$5,000	394,725.00	31
\$100,000	2,039,412.50	6
		3083091

TEXAS LOTTERY COMMISSION
 "SUPER LOTERIA" - SCRATCH TICKET GAME NO. 1733
 PRIZE STRUCTURE
 August 10, 2015 - Version 2

* Each of the following GLEPS will be used in approximately 25% of each pack of 75 tickets.
 ** Numbers are rounded.
 *** Low Tier=\$1-\$24.99, Mid Tier=\$25-\$599, High Tier=\$600+ (Used for Validation Purposes)
 Note: There will be no more than 20 winners per pack for this game.

PRIZE	GET	A	B	C	D
\$5	\$5 or	9 = \$ 45	7 = \$ 35	9 = \$ 45	7 = \$ 35
\$10	\$10 or	2 = \$ 20	2 = \$ 20	3 = \$ 30	3 = \$ 30
\$10	\$5	5 = \$ 50	6 = \$ 60	4 = \$ 40	5 = \$ 50
\$15	\$15 or	1 = \$ 15	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$15	\$5 + \$10	0 = \$ 0	0 = \$ 0	1 = \$ 15	0 = \$ 0
\$15	\$5	0 = \$ 0	1 = \$ 15	0 = \$ 0	1 = \$ 15
\$20	\$20 or	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20	\$10	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 20
\$20	\$15	0 = \$ 0	1 = \$ 20	0 = \$ 0	0 = \$ 0
\$20	\$5	0 = \$ 0	0 = \$ 0	1 = \$ 20	0 = \$ 0
		18 = \$150	17 = \$150	18 = \$150	17 = \$150

04/05/16

Game Name	Game #	Invoice	Vendor	TLC PO #
Super Loteria	1733	90084787	IGT	362-16-9009 RL002

Truck #	Description/Tickets Delivered		Unit Price Per 1000	Amount
1	3,034,500	tickets	\$0.02554	77,501.13
	3,034,500	full uv	\$0.00320	9,710.40
				87,211.53
2	3,073,500	tickets	\$0.02554	78,497.19
	3,073,500	full uv	\$0.00320	9,835.20
				88,332.39
3	3,050,175	tickets	\$0.02554	77,901.47
	3,050,175	full uv	\$0.00320	9,760.56
				87,662.03
4	3,078,300	tickets	\$0.02554	78,619.78
	3,078,300	full uv	\$0.00320	9,850.56
				88,470.34

Delivered	12,236,475
Ordered	12,000,000

2% under	11,760,000
2% over	12,240,000

Accetable Range	0
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Total	351,676.29
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**Instant Ticket Game Analysis
8/25/13-8/29/15**

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$25	\$50
< 5M	None	None	None	None	2M	None	Week 17*	None	None
5M-9.99M	Week 21*	Week 20	Week 21*	Week 23	3M	None	Week 12*	None	None
10M-14.99M	Week 18	None	Week 32	Week 28*	4M	Week 15*	Week 28*	None	None
15M-19.99M	None	Week 14*	Week 40*	Week 44	5M	Week 17	Week 53*	None	None
20M-24.99M	Week 29	None	Week 25	Week 40	6M	Week 27	None	None	None
25M-29.99M	Week 24*	None	Week 32*	None	7M	None	None	None	None
30M-34.99M	Week 41	Week 38*	Week 42*	None	8M	Week 11*	None	None	None
>35M	None	None	None	None	>9M	Week 46*	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	\$25	\$50
< 5M	None	None	None	None	2M	None	\$2,594,609	None	None
5M-9.99M	\$374,525	\$672,785	\$888,939	\$1,662,696	3M	None	\$5,141,903	None	None
10M-14.99M	\$563,510	None	\$1,254,287	\$1,577,681	4M	\$2,420,727	\$2,572,436	None	None
15M-19.99M	None	\$1,868,863	\$1,056,146	\$1,903,474	5M	\$2,791,527	\$1,645,408	None	None
20M-24.99M	\$670,685	None	\$2,099,544	\$2,268,456	6M	\$1,935,874	None	None	None
25M-29.99M	\$906,926	None	\$1,998,723	None	7M	None	None	None	None
30M-34.99M	\$679,082	\$1,371,324	\$1,878,107	None	8M	\$6,420,059	None	None	None
>35M	None	None	None	None	>9M	\$2,249,003	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