TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	2/6/2017
Game #	1796	Confirmed Packs	5,620
Game Name	Super Loteria	Active Packs	1,509
Quantity Printed	30,592,725	Warehouse Packs	11,479
Price Point	\$5	Returned Packs	1,369
Start Date	2/29/2016	Printed Payout Percentage	67.98%
Top Prize	\$ 100,000	Percent Sold	94.73%
Number of Top Prizes Remaining	1	Number of Weeks Out	49

	Current Game Sales Analysis											
TANGIBLE COSTS												
Expenditure Impact:												
Cost to print tickets	\$	-	Actual ticket production costs									
Prize payout expense	\$	96,546,560	Data from Instant Ticket Tier Liability screen in ES									
Estimated Direct Costs	\$	96,546,560										
TANGIBLE BENEFITS												
Revenue Impact:												
Estimated sales	\$	144,902,442	Based on # of tkts printed, times % sold from DaVinci report, times the price point									
Total Estimated Benefits	\$	144,902,442										
Excess of Revenue over Expended	\$	48,355,882										

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 C	omparison Infor	nation	
Previous 3 We	eks Sales from Da\	<u>/inci</u>	
Most recent week sales	\$	581,680	
Next week	\$	607,205	
Next week	\$	777,415	
Avg Weekly Sales Current Game	\$	655,433	
Avg Weekly Sales \$5; 20M - 24.99M Qty*	\$	2,208,168	
Percentage Of Variance In Sales		70%	

TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1796	Printed Payout Percentage	67.98%
Game Name	Super Loteria	Actual Payout Percentage	66.63%
Percent Sold	94.73%	Number of Weeks Out	49
Average # of Weeks for 85% Sell-th	rough for Same Price Poi	nt Game With Similar Print Run.*	40
*No data was available at the 30M-34.99M q	ty, 20M-24.99M was used for thi	s analysis.	
Recommendation			
Based on the findings in this Si	ummary Report, I am reco	mmending closing the above game.	
I am recommending closing the	e above game based on th	ne below business reason(s):	
Instant Product Coordinator Products Manager	2/6/17 Date Date		
By signing below, I agree with the re	commendation of the Pro	ducts Department Staff to close the	above game.
Lottery Operations Division Directory Control Requires	through		
10, 2010			

Date



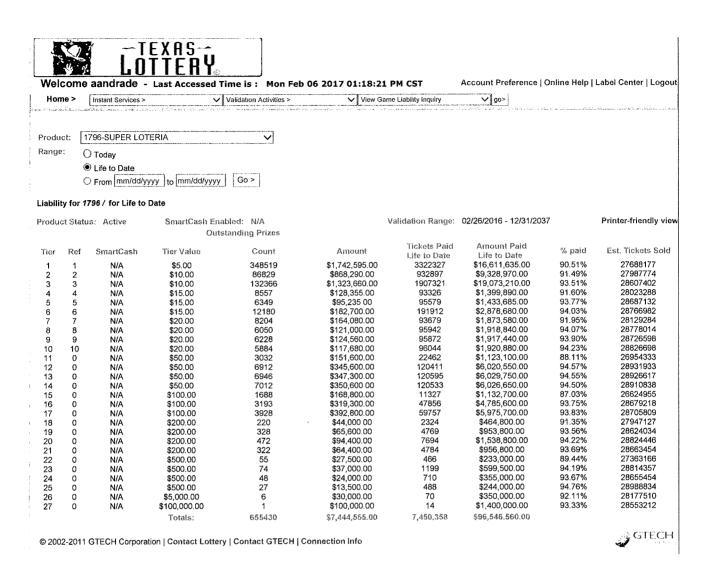
2/6/17 Week End Date: 2/4/17

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					_									CONTRACTOR SECTION AND AND AND AND AND AND AND AND AND AN	Net S		
Product Line	Game	\$	Tix Run	Name	Start	Call	Ciose	Wks		Confirmed	Active	Ware	Return	2/4/17	1/28/17	1/21/17	1/14/17
Mature	1811	\$ 5	8,192,325	\$100,000 CASH	9/6/16			22	86.38%	5,908	4,000	3,596	29	\$717,655.00	\$711,750.00	\$776,315.00	\$822,725.00
	1799	\$5	20,213,625	\$100,000 SUPER CASHWORD	7/18/16			29	49.83%	15,822	7,421	109,635	18	\$1,611,035.00	\$1,544,225 00	\$1,563,945.00	\$1,673,400.00
	1794	\$5	25,316,700	\$5 SET FOR LIFE	3/21/16			46	37.62%	7,104	3,820	197,734	6	\$694,835.00	\$567,405 00	\$538,515.00	\$587,905.00
	1790	\$5	20,391,825	100,000 MEGA BINGO	1/18/16			55	64.80%	11,976	6,656	75,029	17	\$1,084,960.00	\$1,000,575.00	\$992,585.00	\$1,041,115.00
	1776	\$5	9,894,750	COWBOYS	8/1/16			27	52.40%	5,540	4,109	51,905	94	\$459,785.00	\$493,595.00	\$582,870.00	\$666,320.00
	1782	\$ 5	8,369,025	CRAZY CASH	9/19/16			20	52.63%	5,477	3,884	41,705	472	\$528,690.00	\$499,780.00	\$565,830.00	\$635,620.00
	1815	\$5	7,649,475	GARLAND RICHES	10/17/16			16	87.28%	4,361	3,594	0	2,819	\$629,635.00	\$640,830.00	\$778,175.00	\$1,047,000.00
	1813	\$5	8,420,625	HIT THE JACKPOT	10/3/16			18	54.83%	6,933	4,828	37,092	201	\$655,355.00	\$662 ,150 00	\$670,465.00	\$740,330.00
	1777	\$5	5,529,750	HOUSTON TEXANS	8/1/16			27	55.91%	3,140	1,907	26,193	557	\$202,150.00	\$201,565 00	\$233,030.00	\$239,705.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			27	35.62%	15,486	7,598	343,213	27	\$2,312,980 00	\$2,035,070.00	\$2,005,640.00	\$2,110,030.00
	1764	\$20	6,112,700	\$1,000,000 RICHES	8/15/16			25	47.89%	14,133	6,141	104,801	18	\$1,462,660.00	\$1,253,220.00	\$1,370,320.00	\$1,598,980.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			90	28.09%	6,174	2,778	971,491	26	\$941,360.00	\$850,860.00	\$870,700.00	\$982,980.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			234	60.07%	8,321	3,124	533,226	79	\$977,700.00	\$859,180.00	\$914,220.00	\$970,240.00
	1734	\$20	5,908,875	MILLIONAIRE'S CLUB	6/6/16			35	73.91%	12,023	5,089	41,932	33	\$1,576,900.00	\$1,451,500.00	\$1,494,320.00	\$1,696,960.00
	1779	\$20	8,076,320	SUPER BREAK THE BANK	10/3/16			18	42.32%	28,074	7,911	193,706	60	\$2,013,320.00	\$1,870,720.00	\$1,945,660.00	\$2,202,360.00
	1832	\$50	3,668,520	\$7,500,000 ULTIMATE CASH	10/17/16			16	25.81%	12,941	5,782	115,759	17	\$2,894,900.00	\$2,694,550.00	\$2,806,650.00	\$2,933,050.00
	1756	\$50	3,666,680	HIGH ROLLER CASINO ACTION	4/18/16			42	49.03%	4,415	2,130	84,586	1,070	\$802,900.00	\$798,100.00	\$834,850.00	\$869,200.00
Out of Wareh	1816	\$2	5,136,625	VETERANS CASH	11/7/16		l	13	73.20%	5,458	4,272	0	402	\$373,740.00	\$399,628.00	\$443,806.00	\$471,720.00
	1818	\$10	5,249,950 (OLIDAY COUNTDOWN SUPER TICK	11/7/16			13	76.40%	10,846	5,161	0	4,330	\$975,190.00	\$927,470 00	\$1,140,730.00	\$1.505.810.00
		i.									المشرور						
Sold/Closing	1757	\$1	12,237,450	\$7 MILLION PAYOUT	8/1/16	1/8/17	2/22/17	27	95.96%	16	87	0	2,640	\$19,767.00	\$22,911.00	\$38,882.00	\$54,435.00
	1772	\$1	11,178,450	CASH 2 GO	10/3/16			18	90.22%	2,548	3,745	0	58	\$349,774.00	\$340,917.00	\$384,200.00	\$441,836.00
	1819	\$1	9,119,700	HIPSTER HOLIDAY	11/16/16			11	92.54%	1,232	1,801	0	696	\$333,866.00	\$345,934.00	\$335,742.00	\$378,477.00
	1735	\$2	22,518,500	HIT \$50,000	1/4/16	1/8/17	2/22/17	57	85.47%	36	69	19,092	3,368	\$21,290.00	\$37,058.00	\$90,614.00	\$135,612.00
	1805	\$2	6,028,375	PITBULL	7/18/16	2/19/17	4/5/17	29	83.47%	627	817	3,255	2,378	\$55,066.00	\$65,728.00	\$70,464.00	\$79,182.00
	1770	\$2	7,244,000	WILD 7'S DOUBLER	10/3/16			18	93.09%	1,751	1,771	0	58	\$218,578.00	\$225,260.00	\$275,666.00	\$336,778.00
	1814	\$3	7,342,950	HOLIDAY LOTERIA	10/17/16	12/28/16	2/11/17	16	88.06%	96	217	0	7,378	\$128,556.00	\$149,682.00	\$240,129.00	\$502,971.00
	1784	\$ 5	15,224,625	BONUS BREAK THE BANK	12/7/15	1/8/17	2/22/17	61	96.75%	52	48	108	5,228	\$17,880.00	\$24,475.00	\$45,010.00	\$75,010.00
	1803	\$5	15,295,950	HIT \$200,000	4/18/16	1/8/17	2/22/17	42	58.31%	61	65	78,905	4,902	\$31,175.00	\$46,140 00	\$130,485.00	\$186,475.00
	1597	\$5	8,199,000	LUCKY NUMBERS	7/5/16	1/8/17	2/22/17	31	59.64%	21	33	39,150	4,094	\$11,135.00	\$5,605.00	\$34,315.00	\$51,430.00
	1796	\$ 5 .	30,592,725	SUPER LOTERIA	2/29/16			49	94.73%	5,620	1,509	11,479	1,369	\$581,680.00	\$607,205.00	\$777,415.00	\$967,080.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7 <i>1</i> 21/14	1/8/17	2/22/17	133	72.86%	22	35	151,084	2,351	\$21,480.00	\$45,790.00	\$92,130.00	\$164,330.00
	1769	\$10	5,500,500	\$250,000 EXTREME GREEN	7/5/16	2/19/17	4/5/17	31	93.80%	1,531	2,381	0	694	\$526,990.00	\$485,120.00	\$577,410.00	\$689,900.00
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Da Vinci

2/3

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NO. OF TICKETS: 30,592,725
NO. POOLS: 254,9394
PACK SIZE: 75.00
PACKS/POOL: 1600.00
PACKS/GAME: 407,903

30,592,725

TEXAS LOTTERY COMMISSION "SUPER LOTERIA" - GAME NUMBER 1796 END OF GAME PRIZE STRUCTURE

\$5 TICKETS \$152,963,625 - REVENUE

PRIZE FUND - \$103,991,115

PAYOUT % - 67.9842119%

PRIZE	#	TIER				ODDS OF	WINNERS IN 255	WINNERS IN 75	WINNERS IN 120,000	PRIZE	PERCENT OF PRIZE	VALIDATION TIER
TIER	WINS	CODE	GET:	BONUS GAMES	WIN:	1 IN:	POOLS	(PER PACK*)	(PER POOL)	COST	FUND**	LEVELS **
1	1	L	\$5 or	\$ 5	\$5	8.33	3,670,846	9.00	14,400 \$	18,354,230	17.65%	
2	1	L	\$10 or	\$10	\$10	30 00	1,019,726	2.50	4,000 \$	10,197,260	9.81%	
3	2	L	\$5	\$5	\$10	15 00	2,039,687	5.00	8,000 \$	20,396,870	19.61%	
4	1	L	\$15 or	\$15	\$15	300 27	101,883	0.25	400 \$	1,528,245	1.47%	
5	2	L	\$5 + \$10		\$15	300 14	101,928	0.25	400 \$	1,528,920	1.47%	
6	3	L	\$ 5	\$5 x 2	\$15	149 90	204,092	0.50	800 \$	3,061,380	2.94%	
7	1	L	\$20 or	\$20	\$20	300 27	101,883	0.25	400 \$	2,037,660	1.96%	
8	2	L	\$10	\$10	\$20	299 95	101,992	0.25	400 \$	2,039,840	1.96%	
9	2	L	\$15	\$5	\$20	299 63	102,100	0 25	400 \$	2,042,000	1.96%	LOW TIER
10	4	L	\$5	\$5 x 3	\$20	300 14	101,928	0.25	400 \$	2,038,560	1.96%	60.80%
11	1	M	\$50 or	\$50	\$50	1,200.00	25,494	-	100 \$	1,274,700	1.23%	
12	5	M	\$10 + \$20	(\$5 x 2) + \$10	\$50	240 28	127,323	-	500 \$	6,366,150	6.12%	
13	5	M	\$5 + \$10 +\$15	\$10 x 2	\$50	239.87	127,541	-	500 \$	6,377,050	6.13%	
14	5	M	\$5 + \$20	$(\$10 \times 2) + \5	\$50	239 86	127,545	-	500 \$	6,377,250	6 13%	
15	1	M	\$100 or	\$100	\$100	2,350.57	13,015	-	51 \$	1,301,500	1 25%	
16	4	M	\$50	$($20 \times 2) + 10	\$100	599.28	51,049	-	200 \$	5,104,900	4.91%	
17	6	M	\$10 + \$20 + \$50	(\$5 x 2) + \$10	\$100	480,38	63,685	-	250 \$	6,368,500	6.12%	
18	1	M	\$200 or	\$200	\$200	12,025.44	2,544	-	10 \$	508,800	0.49%	
19	3	M	\$100	\$50 x 2	\$200	6,002 10	5,097	-	20 \$	1,019,400	0 98%	
20	6	M	\$20 + \$50 + \$100	\$10 x 3	\$200	3,746.35	8,166	-	32 \$	1,633,200	1.57%	
21	3	M		$($50 \times 2) + 100	\$200	5,991.52	5,106	-	20 \$	1,021,200	0 98%	
22	1	M	\$500 or	\$500	\$500	58,719 24	521	-	2 \$	260,500	0.25%	
23	6	M	\$50 + \$100 + \$200	\$50 x 3	\$500	24,031.99	1,273	-	5 \$	636,500	0.61%	
24	5	M	\$100 + \$200	$($50 \times 2) + 100	\$500	40,359 80	758	-	3 \$	379,000	0.36%	MID TIER
25	4	M	\$200	\$100 x 3	\$500	59,403.35	515		2 \$	257,500	0.25%	37.39%
26	1	H	\$5,000 or	\$5,000	\$5,000	402,535.86	76	-	- \$	380,000	0.37%	HIGH TIER
27	1	H	\$100,000 or	\$100,000	\$100,000	2,039,515 00	15	-	- \$	1,500,000	1.44%	1.81%
					2 Decimals	3.77	8,105,788	18.50	31,795 \$	103,991,115	100.00%	100.00%
					4 Decimals:	3 7742			,			

Consolidated Odds 1 in: \$5 8.33 3,670,846 \$10 10.00 3,059,413 \$15 75.00 407,903 \$20 75.00 407,903 \$50 75.00 407,903 \$100 239.48 127,749 1,462.86 \$200 20,913 \$500 9,974 80 3,067

\$5,000

\$100,000

8,105,788

76

402,535 86

2,039,515 00

TEXAS LOTTERY COMMISSION
"SUPER LOTERIA" - GAME NUMBER 1796
PRIZE STRUCTURE
1-Jan-04

** Numbers are rounded

Note. There will be no more than 21 winners per pack for this game.

B C D
8 = \$ 40 10 == \$ 50 8 = \$ 40
2 = \$ 20
6 = \$ 60 4 = \$ 40 5 = \$ 50
0 = \$ 0 $0 = $ 0$ $0 = $ 0$
0 = \$ 0 $1 = $ 15$ $0 = $ 0$
1 = \$ 15
0 = \$ 0 $0 = $ 0$ $0 = $ 0$
0 = \$ 0 $0 = $ 0$ $1 = $ 20$
1 = \$20 $0 = 0 $0 = 0
$\underline{0} = \underline{\$ 0} \qquad \underline{1} = \underline{\$ 20} \qquad \underline{0} = \underline{\$ 0}$
18 \$155 19 \$155 18 \$155

^{*} Each of the following GLEPS will be used in approximately 25% of each pack of 75 tickets

02/06/17

Game Name Super Loteria

Game # Invoice 1796 90086608

Vendor IGT

TLC PO # 362-16-9009 RL018

Truck#	Descriptio Delivered	n/Tickets		Unit Price Per 1000	Amount
1		3,067,575 3,067,575	tickets full uv	\$0.02364 \$0.00320	72,517.47 9,816.24 82,333.71
2		3,086,175 3,086,175	tickets full uv	\$0.02364 \$0.00320	72,957.18 9,875.76 82,832.94
3		3,067,125 3,067,125	tickets full uv	\$0.02364 \$0.00320	72,506.84 9,814.80 82,321.64
4		3,067,950 3,067,950	tickets full uv	\$0.02364 \$0.00320	72,526.34 9,817.44 82,343.78
5		3,031,050 3,031,050	tickets full uv	\$0.02364 \$0.00320	71,654.02 9,699.36 81,353.38
6		3,082,800 3,082,800	tickets full uv	\$0.02364 \$0.00320	72,877.39 9,864.96 82,742.35
7		3,084,300 3,084,300	tickets full uv	\$0.02364 \$0.00320	72,912.85 9,869.76 82,782.61
8		3,087,900 3,087,900	tickets full uv	\$0.02364 \$0.00320	72,997,96 9,881,28 82,879,24
9		3,084,600 3,084,600	tickets full uv	\$0.02364 \$0.00320	72,919,94 9,870,72 82,790,66
10		2,933,250 2,933,250	tickets full uv	\$0.02364 \$0.00320	69,342.03 9,386.40 78,728.43
	Ordered Delivered	30,000,000 30,592,725			
	2% under 2% over	29,980,871 31,204,580			
	Accetable Range	0			

Sub-Total

821,108.74

Less Sanction Letter dated 2/10/16 total amt is \$826,628.60. The remaining balance of \$5,519.86 will be applied to game 1765

11

\$821,108.74

-821,108.74

Total

0.00

Instant Ticket Game Analysis 8/31/14-8/27/16

Average Number of Weeks for 85% Average Sell Through

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								9.30	
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 11*	Week 20	Week 18*	Week 18	3M	None	Week 12*	None	None
10M-14.99M	Week 18	None	Week 26	Week 26	4M	None	None	None	None
15M-19.99M	None	Week 21*	None	Week 26	5M	Week 17	Week 47*	None	None
20M-24.99M	Week 35*	None	Week 25	Week 40	6M	Week 27	None	None	None
25M-29.99M	Week 29	Week 38	Week 33	None	7 M	None	None	None	None
30M-34.99M	None	None	None	None	8M	Week 19	None	None	None
>35M	None	None	None	None	>9M	Week 30	Week 39*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

		Price	Point			Price Point					
Print Quantities	\$ 1	\$2	\$3	\$ 5	Print Quantities	\$10	\$20	\$25	\$50		
< 5M	None	None	None	None	2M	None	None	None	None		
5M-9.99M	\$578,969	\$671,321	\$861,712	\$1,964,653	3M.	None	\$5,141,903	None	None		
10M-14.99M	\$557,959	None	\$1,236,839	\$2,142,670	4M	None	None	None	None		
15M-19.99M	None	\$1,273,552	None	\$2,531,546	5M	\$2,712,692	\$2,150,202	None	None		
20M-24.99M	\$551,431	None	\$2,124,488	\$2,208,168	6 M	\$1,986,191	None	None	None		
25M-29.99M	\$786,366	\$1,169,247	\$2,004,832	None	7M	None	None	None	None		
30M-34.99M	None	None	None	None	8M	\$4,563,190	None	None	None		
>35M	None	None	None	None	>9M	\$3,124,159	\$4,464,715	None	None		

None = no games at this level with 85% sell through

Excludes Promotional Tickets
Unaudited - For Internal Use Only

^{*} only one game at this level with 85% sell through