

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

10/5/2017

Game #	1799	Confirmed Packs	5,365
Game Name	\$100,000 Super Cashword	Active Packs	2,405
Quantity Printed	20,213,625	Warehouse Packs	25,421
Price Point	\$5	Returned Packs	17
Start Date	7/18/2016	Printed Payout Percentage	67.49%
Top Prize	\$ 100,000	Percent Sold	86.92%
Number of Top Prizes Remaining	2	Number of Weeks Out	63

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 677,965	Actual ticket production costs
Prize payout expense	\$ 57,921,360	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 58,599,325

TANGIBLE BENEFITS

Revenue Impact

Estimated sales	\$ 87,848,414	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u><u>\$ 87,848,414</u></u>	

Excess of Revenue over Expended **\$ 29,249,089**

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	\$	545,520
Next week	\$	518,580
Next week	\$	562,430
Avg Weekly Sales Current Game	\$	542,177
Avg Weekly Sales \$5, 20M-24 99M Qty*	\$	2,091,160
Percentage Of Variance In Sales		74%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1799	Printed Payout Percentage	67.49%
Game Name	\$100,000 Super Cashword	Actual Payout Percentage	65.93%
Percent Sold	86.92%	Number of Weeks Out	63
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run *			42

* only one game at this level with 85% sell through for comparison

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 Brownsock 10/5/17
Instant Product Coordinator Date

[Signature] 10/6/17
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% Sold**

Play the Games of Texas!

Da Vinci Report
10/5/17

Week End Date 9/30/17

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														9/30/17	9/23/17	9/16/17	9/9/17
Mature	1888	\$3	6,087,875	\$75,000 CASH	6/19/17			15	60.53%	7,836	4,377	4,022	434	\$539,571.00	\$567,030.00	\$594,633.00	\$644,370.00
	1839	\$3	8,106,125	BACK TO SCHOOL CROSSWORD	6/28/17			13	64.91%	12,237	5,707	1,816	11	\$1,121,289.00	\$1,112,670.00	\$1,173,597.00	\$1,232,688.00
	1868	\$3	35,655,625	BONUS CASHWORD	3/6/17			30	50.03%	13,401	5,664	119,460	4	\$1,271,685.00	\$1,197,573.00	\$1,265,238.00	\$1,252,584.00
	1882	\$3	7,325,750	DOMINOES	6/5/17			17	50.72%	4,112	2,400	18,007	2,561	\$300,012.00	\$356,760.00	\$362,250.00	\$422,505.00
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17			29	30.56%	23,519	9,781	344,143	16	\$1,381,104.00	\$1,348,734.00	\$1,398,720.00	\$1,429,689.00
	1886	\$5	7,832,250	\$10, \$20 OR \$50!	5/22/17			19	73.88%	4,535	2,772	17,987	41	\$572,565.00	\$617,290.00	\$713,665.00	\$799,980.00
	1799	\$5	20,213,625	\$100,000 SUPER CASHWORD	7/18/16			63	86.92%	5,385	2,405	25,421	17	\$545,520.00	\$518,580.00	\$562,430.00	\$610,095.00
	1889	\$5	6,235,500	\$200,000 CASH	6/19/17			15	80.07%	8,092	5,269	824	16	\$874,570.00	\$907,640.00	\$1,059,120.00	\$1,176,065.00
	1794	\$5	25,316,700	\$5 SET FOR LIFE	3/21/16			80	53.64%	3,753	2,022	149,133	2	\$425,130.00	\$403,210.00	\$411,080.00	\$411,705.00
	1824	\$5	23,982,375	20X THE CASH	12/19/16			41	67.34%	5,051	2,305	95,302	6	\$530,680.00	\$492,270.00	\$522,670.00	\$588,660.00
	1841	\$5	8,419,425	25TH ANNIVERSARY	5/1/17			22	68.01%	3,534	2,091	28,570	291	\$350,220.00	\$374,375.00	\$434,180.00	\$511,005.00
	1808	\$5	18,320,550	BONUS BREAK THE BANK	11/7/16			47	78.26%	11,486	6,336	31,283	8	\$1,257,140.00	\$1,176,095.00	\$1,207,070.00	\$1,272,175.00
	1859	\$5	22,450,575	CROSSWORD CONNECT	6/28/17			13	20.39%	13,681	6,522	214,053	13	\$1,445,210.00	\$1,440,035.00	\$1,521,255.00	\$1,561,835.00
	1851	\$5	8,120,250	INSTANT RICHES	5/15/17			20	66.28%	5,927	3,259	25,148	282	\$563,325.00	\$624,920.00	\$717,875.00	\$815,620.00
	1742	\$5	7,339,575	LUCKY 7	6/5/17			17	67.28%	6,285	3,511	19,678	470	\$635,785.00	\$660,690.00	\$752,600.00	\$864,270.00
	1773	\$5	7,150,050	RICH	4/17/17			24	68.71%	1,391	770	22,803	3,693	\$158,690.00	\$165,525.00	\$221,095.00	\$261,400.00
	1807	\$5	40,880,700	SUPER LOTERIA	12/5/16			43	70.18%	24,213	9,326	119,228	8	\$3,384,005.00	\$3,226,285.00	\$3,301,525.00	\$3,301,635.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			61	53.80%	4,658	2,074	255,593	16	\$748,110.00	\$730,590.00	\$739,550.00	\$854,160.00
	1830	\$10	10,279,550	50X SUPER TICKET	6/5/17			17	53.92%	14,543	8,087	67,093	260	\$2,151,150.00	\$2,021,450.00	\$2,030,410.00	\$2,182,370.00
	1827	\$10	15,280,500	50X THE CASH	1/3/17			39	82.63%	11,730	4,754	33,017	21	\$1,539,350.00	\$1,364,300.00	\$1,570,100.00	\$1,686,690.00
	1842	\$10	6,105,900	EXPLOSION DE DINERO	5/1/17			22	59.85%	4,621	2,471	40,319	52	\$545,280.00	\$560,750.00	\$719,810.00	\$764,900.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			124	32.81%	4,935	2,199	908,028	25	\$831,380.00	\$786,620.00	\$787,100.00	\$799,440.00
	1829	\$20	9,107,450	100X THE CASH	1/16/17			37	79.74%	15,468	6,328	46,418	18	\$2,549,960.00	\$2,307,660.00	\$2,349,820.00	\$2,583,320.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			20	10.70%	18,710	7,460	1,208,671	23	\$2,600,460.00	\$2,493,160.00	\$2,584,560.00	\$2,818,540.00
	1853	\$20	7,203,050	MONEY	3/8/17			29	64.79%	11,524	4,675	81,084	28	\$1,870,660.00	\$1,745,660.00	\$1,800,420.00	\$2,029,540.00
	1822	\$20	5,139,100	WINNERS GALORE	12/5/16			43	38.55%	734	393	123,131	1,531	\$89,680.00	\$81,740.00	\$105,820.00	\$120,760.00
	1832	\$50	3,668,520	\$7,500,000 ULTIMATE CASH	10/17/16			50	59.79%	4,014	2,378	65,778	12	\$1,135,550.00	\$1,037,300.00	\$1,062,500.00	\$1,029,200.00
	1870	\$50	3,579,720	ULTIMATE MILLIONS	4/17/17			24	49.52%	12,052	6,130	67,878	20	\$3,816,300.00	\$3,577,300.00	\$3,508,400.00	\$3,234,250.00
Out of Wareh	1854	\$1	9,297,150	LUCKY SYMBOLS	7/17/17			11	72.22%	8,997	5,399	0	117	\$429,435.00	\$437,351.00	\$481,214.00	\$566,725.00
Sold/Closing	1875	\$1	9,011,250	ACES HIGH	4/17/17	10/8/17	11/22/17	24	91.43%	598	403	25	3,359	\$47,110.00	\$56,004.00	\$71,346.00	\$74,175.00
	1836	\$1	10,277,100	FIESTA DE GANANCIAS	3/20/17	10/8/17	11/22/17	28	68.75%	675	674	14,818	4,211	\$56,077.00	\$67,876.00	\$66,222.00	\$71,955.00
	1447	\$1	860,400	MONEY CRAZE	9/17/12	9/10/17	10/25/17	263	0.00%	0	0	0	162	\$0	\$0	\$0	\$0

Liability for 1799 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 05/27/2016 - 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	388997	\$1,944,985 00	1632375	\$8,161,875 00	80 76%	16323677
2	2	N/A	\$5 00	39544	\$197,720 00	229931	\$1,149,655 00	85 33%	17247389
3	3	N/A	\$10 00	40586	\$405,860 00	228992	\$2,289,920 00	84 94%	17170390
4	4	N/A	\$10 00	94197	\$941,970 00	444833	\$4,448,330 00	82 52%	16681241
5	5	N/A	\$10 00	30873	\$308,730 00	171130	\$1,711,300 00	84 72%	17124292
6	6	N/A	\$10 00	28026	\$280,260 00	174157	\$1,741,570 00	86 14%	17411677
7	7	N/A	\$10 00	9590	\$95,900 00	57852	\$578,520 00	85 78%	17339327
8	8	N/A	\$15 00	19003	\$285,045 00	115738	\$1,736,070 00	85 90%	17362830
9	9	N/A	\$15 00	19056	\$285,840 00	115685	\$1,735,275 00	85 86%	17354879
10	10	N/A	\$15 00	46276	\$694,140 00	290578	\$4,358,670 00	86 26%	17436741
11	11	N/A	\$15 00	18254	\$273,810 00	116590	\$1,748,850 00	86 46%	17477285
12	12	N/A	\$15 00	9589	\$143,835 00	57853	\$867,795 00	85 78%	17339627
13	13	N/A	\$20 00	9171	\$183,420 00	58168	\$1,163,360 00	86 38%	17460705
14	14	N/A	\$20 00	39650	\$793,000 00	229865	\$4,597,300 00	85 29%	17239879
15	15	N/A	\$20 00	9312	\$186,240 00	58020	\$1,160,400 00	86 17%	17418089
16	16	N/A	\$20 00	9039	\$180,780 00	58293	\$1,165,860 00	86 58%	17500046
17	17	N/A	\$20 00	9434	\$188,680 00	58008	\$1,160,160 00	86 01%	17386083
18	0	N/A	\$25 00	3424	\$85,600 00	21825	\$545,625 00	86 44%	17472473
19	0	N/A	\$25 00	3426	\$85,650 00	21831	\$545,775 00	86 44%	17471740
20	0	N/A	\$25 00	6853	\$171,325 00	43708	\$1,092,700 00	86 45%	17473889
21	0	N/A	\$25 00	3365	\$84,125 00	21917	\$547,925 00	86 69%	17523223
22	0	N/A	\$25 00	575	\$14,375 00	3637	\$90,925 00	86 35%	17454171
23	0	N/A	\$50 00	4545	\$227,250 00	29097	\$1,454,850 00	86 49%	17482789
24	0	N/A	\$50 00	11643	\$582,150 00	73104	\$3,655,200 00	86 26%	17436572
25	0	N/A	\$50 00	4394	\$219,700 00	29306	\$1,465,300 00	86 96%	17578060
26	0	N/A	\$50 00	4398	\$219,900 00	29280	\$1,464,000 00	86 94%	17573938
27	0	N/A	\$50 00	1175	\$58,750 00	7253	\$362,650 00	86 06%	17395521
28	0	N/A	\$100 00	1380	\$138,000 00	8723	\$872,300 00	86 34%	17452587
29	0	N/A	\$100 00	2104	\$210,400 00	13084	\$1,308,400 00	86 15%	17413427
30	0	N/A	\$100 00	444	\$44,400 00	2936	\$293,600 00	86 86%	17558348
31	0	N/A	\$200 00	1389	\$277,800 00	8706	\$1,741,200 00	86 24%	17432378
32	0	N/A	\$500 00	431	\$215,500 00	2922	\$1,461,000 00	87 15%	17615337
33	0	N/A	\$1,000 00	21	\$21,000 00	149	\$149,000 00	87 65%	17716652
34	0	N/A	\$1,000 00	46	\$46,000 00	296	\$296,000 00	86 55%	17494837
35	0	N/A	\$100,000 00	2	\$200,000 00	8	\$800,000 00	80 00%	16170907
Totals				870212	\$10,292,140 00	4,415,850	\$57,921,360 00		

END OF PRODUCTION PRIZE STRUCTURE
May 20, 2016 - (POOLS # 1 - 183 COMPLETE)

Prize Structure
TEXAS LOTTERY
GAME NO 1799 '\$100,000 SUPER CASHWORD'
1/28/2016 VERSION A

Order Quantity:	20,213,625	Pack Size:	75	Pool Size:	120,000	Winners:	5,286,062	Total Payout:	
Price Point:	\$5.00	Packs/Game:	269,515	Number of Pools:	168.45	Non-winners:	14,927,563	Prize Fund:	\$68,213,500.00
Revenue:	\$101,068,125.00	Packs/Pool:	1,600			Overall Odds:	3.8239	Payout:	67.49%

ORIGINAL ORDER

SHIPMENT # 1-6
COMPLETE
POOLS # 1 - 183

Kind	Wins	"Game 1 and/or Game 2"	Bonus	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
							Pack	Pool	Total		
Low Tiers											
01	1	3 Words (\$5)		\$5	\$5.00	10.0000	7.50	12 000.00	2,021,372	\$10 106,860.00	14.82%
02	1		\$5	\$5	\$5.00	75.0111	1.00	1 600.00	269 475	\$1,347 375.00	1.98%
Total (5.00):						8.8236	8.50	13,600.00	2,290,847	\$11,454,235.00	16.79%
03	1	4 Words (\$10)		\$10	\$10.00	74.9825	1.00	1 600.00	269 578	\$2,695,780.00	3.95%
04	1	3 Words (\$5) w/RED		\$10	\$10.00	37.5000	2.00	3,200.00	539 030	\$5,390,300.00	7.90%
05	2	3 Words (\$5) x 2		\$10	\$10.00	100.0660	0.75	1,200.00	202,003	\$2,020,030.00	2.96%
06	2	3 Words (\$5)	\$5	\$10	\$10.00	99.9769	0.75	1,200.00	202,183	\$2,021 830.00	2.96%
07	1		\$10	\$10	\$10.00	299.7186	0.25	400.00	67 442	\$674,420.00	0.99%
Total (10.00):						15.7890	4.75	7,600.00	1,280,236	\$12,802,360.00	18.77%
08	1	5 Words (\$15)		\$15	\$15.00	150.0184	0.50	800.00	134 741	\$2 021 115.00	2.96%
09	2	4 Words (\$10) + 3 Words (\$5)		\$15	\$15.00	150.0184	0.50	800.00	134 741	\$2,021 115.00	2.96%
10	2	3 Words (\$5) w/RED	\$5	\$15	\$15.00	60.0071	1.25	2,000.00	336,854	\$5 052,810.00	7.41%
11	2	4 Words (\$10)	\$5	\$15	\$15.00	149.9038	0.50	800.00	134 844	\$2,022,660.00	2.97%
12	1		\$15	\$15	\$15.00	299.7186	0.25	400.00	67 442	\$1 011,630.00	1.48%
Total (15.00):						24.9976	3.00	4,800.00	808,622	\$12,129,330.00	17.78%
13	2	5 Words (\$15) + 3 Words (\$5)		\$20	\$20.00	300.1771	0.25	400.00	67 339	\$1,346 780.00	1.97%
14	1	4 Words (\$10) w/RED		\$20	\$20.00	75.0000	1.00	1 600.00	269,515	\$5,390,300.00	7.90%
15	2	4 Words (\$10) x 2		\$20	\$20.00	300.2083	0.25	400.00	67,332	\$1,346,640.00	1.97%
16	2	5 Words (\$15)	\$5	\$20	\$20.00	300.2083	0.25	400.00	67,332	\$1,346 640.00	1.97%
17	1		\$20	\$20	\$20.00	299.7186	0.25	400.00	67,442	\$1 348,840.00	1.98%
Total (20.00):						37.5049	2.00	3,200.00	538,960	\$10,779,200.00	15.80%
Total (Low Tiers):						4.1093	16.25	29 200.00	4 818 605	\$47 185 125.00	69.14%
Mid Tiers											
18	1	6 Words (\$25)		\$25	\$25.00	800.5713	0.09	150.00	25,249	\$631,225.00	0.93%
19	2	5 Words (\$15) + 4 Words (\$10)		\$25	\$25.00	800.3177	0.09	150.00	25,257	\$631,425.00	0.93%
20	2	4 Words (\$10) w/RED	\$5	\$25	\$25.00	399.7869	0.19	300.00	50,561	\$1 264 025.00	1.85%
21	3	4 Words (\$10) x 2	\$5	\$25	\$25.00	799.5263	0.09	150.00	25,282	\$632,050.00	0.93%
22	1		\$25	\$25	\$25.00	4799.0563	0.02	25.00	4,212	\$105,300.00	0.15%
Total (25.00):						154.8213	0.48	775.00	130,561	\$3,264,025.00	4.79%
23	1	7 Words (\$50)		\$50	\$50.00	600.8449	0.12	200.00	33,642	\$1,682 100.00	2.47%
24	1	6 Words (\$25) w/RED		\$50	\$50.00	238.5173	0.31	503.00	84,747	\$4,237 350.00	6.21%
25	3	6 Words (\$25) + 5 Words (\$15)	\$10	\$50	\$50.00	599.8108	0.13	200.00	33,700	\$1,685,000.00	2.47%
26	3	5 Words (\$15) + 4 Words (\$10)	\$25	\$50	\$50.00	600.2027	0.12	200.00	33,678	\$1 683,900.00	2.47%

20213625

2021372

269475

269578

539030

202003

202183

67442

134741

134741

336854

134844

67442

67339

269515

67332

67332

67442

25249

25257

50561

25282

4212

33642

84747

33700

33678

27	1		\$50	\$50	\$50.00	2398.3893	0.03	50.00	8,428	\$421,400.00	0.62%
Total (50.00):						104.0893	0.72	1,153.00	194,195	\$9,709,750.00	14.23%
28	1	8 Words (\$100)		\$100	\$100.00	2000.7547	0.04	60.00	10,103	\$1,010,300.00	1.48%
29	1	7 Words (\$50) w/RED		\$100	\$100.00	1330.8945	0.06	90.00	15,188	\$1,518,800.00	2.23%
30	2	7 Words (\$50)	\$50	\$100	\$100.00	5980.3624	0.01	20.00	3,380	\$338,000.00	0.50%
Total (100.00):						705.0199	0.11	170.00	28,671	\$2,867,100.00	4.20%
31	1	8 Words (\$100) w/RED		\$200	\$200.00	2002.3403	0.04	60.00	10,095	\$2,019,000.00	2.96%
32	1	9 Words (\$500)		\$500	\$500.00	6028.5192	0.01	20.00	3,353	\$1,676,500.00	2.46%
Total (Mid Tiers):						55.0968	1.36	2,173.00	366,875	\$19,538,375.00	28.64%
High Tiers											
33	1	10 Words (\$1,000)		\$1,000	\$1,000.00	118903.6765	0.00	1.00	170	\$170,000.00	0.25%
34	1	9 Words (\$500) w/RED		\$1,000	\$1,000.00	59104.1667	0.00	2.00	342	\$342,000.00	0.50%
Total (1,000.00):						39479.7363	0.00	3.00	512	\$512,000.00	0.75%
35	1	11 Words (\$100,000)		\$100,000	\$100,000.00	2021362.5000	0.00	0.06	10 *	\$1,000,000.00	1.47%
Total (High Tiers):						38723.4195	0.00	3.00	522	\$1,512,000.00	2.22%
Total :						3.8239	19.61	31,381.06	5,286,062	\$68,213,500.00	100.00%

* Exact Quantity by Kind Level

RED = DOUBLE

There will be no more than 21 winners per pack.

8428

10103

15188

3380

10095

3353

170

342

10

No.	05/31/16				
	Game Name	Game No	Inv No	Vendor	TLC PO #
	\$100,000 Super Cashword	1799	1027291-6	SGI	362-16-9019 RL022

Description/Tickets	Delivered Qty	Units per 1000	Unit Price	Amount
	20,213,625	20,213.63	\$33.54	\$677,964.98
Delivered	20,213,625			\$677,964.98
Ordered	20,040,000			
2% under	19,639,200			
2% over	20,440,800			
Acceptable Range	0			

Total \$677,964.98

Scratch Ticket Game Analysis
2/22/15-2/25/17

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point			
	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	Week 11	Week 21	Week 17	Week 19
10M-14.99M	Week 19	None	Week 26*	Week 26
15M-19.99M	None	Week 21*	None	Week 32
20M-24.99M	Week 35*	None	Week 26	Week 42*
25M-29.99M	Week 33*	Week 36*	Week 33*	None
30M-34.99M	None	None	None	Week 39*
>35M	None	None	Week 48*	None

Print Quantities	Price Point		
	\$10	\$20	\$50
2M	None	None	None
3M	None	None	None
4M	None	None	None
5M	Week 20	Week 47*	None
6M	Week 23*	None	None
7M	None	None	None
8M	Week 19	Week 34*	None
>9M	Week 30	Week 52*	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point			
	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	\$677,452	\$691,115	\$1,048,153	\$1,846,165
10M-14.99M	\$529,420	None	\$995,703	\$2,330,999
15M-19.99M	None	\$1,273,552	None	\$2,177,203
20M-24.99M	\$551,431	None	\$2,048,240	\$2,091,160
25M-29.99M	\$665,806	\$1,198,731	\$2,010,942	None
30M-34.99M	None	None	None	\$3,329,657
>35M	None	None	\$1,875,795	None

Print Quantities	Price Point		
	\$10	\$20	\$50
2M	None	None	None
3M	None	None	None
4M	None	None	None
5M	\$2,437,509	\$2,150,202	None
6M	\$2,289,667	None	None
7M	None	None	None
8M	\$4,563,190	\$4,102,734	None
>9M	\$3,308,551	\$3,358,044	None

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

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

Excludes Promotional Tickets

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