

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

1/3/2018

Game #	1829	Confirmed Packs	6,288
Game Name	100X The Cash	Active Packs	4,562
Quantity Printed	9,107,450	Warehouse Packs	92
Price Point	\$20	Returned Packs	89
Start Date	1/16/2017	Printed Payout Percentage	74.93%
Top Prize	\$ 2,500,000	Percent Sold	96.70%
Number of Top Prizes Remaining	0	Number of Weeks Out	50

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 435,063	Actual ticket production costs
Prize payout expense	\$ 131,253,620	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 131,688,683

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 176,138,083	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 176,138,083

Excess of Revenue over Expended \$ 44,449,400

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	\$	1,851,200
Next week	\$	2,020,640
Next week	\$	2,098,040
Avg Weekly Sales Current Game	\$	1,989,960
Avg Weekly Sales \$20; >9.9M Qty	\$	3,423,888
Percentage Of Variance In Sales		42%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1829	Printed Payout Percentage	74.93%
Game Name	100X The Cash	Actual Payout Percentage	74.52%
Percent Sold	96.70%	Number of Weeks Out	50
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			51*

* 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):

Instant Product Code _____

NOT REQUIRED

ALL TOP PRIZES CLAIMED

Pro _____ Date _____

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

Lottery Operations Division Director _____

NOT REQUIRED

ALL TOP PRIZES CLAIMED

Col _____

Executive Director _____ Date _____



Play the Games of Texas!

Da Vinci Report
1/3/18

Week End Date: 12/30/17

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	12/30/17	12/23/17	12/16/17	12/9/17
Sold/Closing	1839	\$3	8,106,125	BACK TO SCHOOL CROSSWORD	6/28/17	1/7/18	2/21/18	26	94.24%	875	779	0	794	\$138,603.00	\$177,747.00	\$200,256.00	\$247,775.00
	1882	\$3	7,325,750	DOMINOES	6/5/17	12/10/17	1/24/18	30	57.81%	114	93	18,007	5,223	-\$6,663.00	-\$55,413.00	\$14,109.00	\$73,689.00
	1886	\$5	7,832,250	\$10, \$20 OR \$50!	5/22/17	12/10/17	1/24/18	32	82.49%	62	54	16,250	1,323	\$26,370.00	\$39,640.00	\$95,380.00	\$133,695.00
	1824	\$5	23,982,375	20X THE CASH	12/19/16	12/10/17	1/24/18	54	71.41%	92	55	88,533	1,875	\$30,330.00	\$67,440.00	\$148,075.00	\$242,030.00
	1808	\$5	18,320,550	BONUS BREAK THE BANK	11/7/16	12/18/17	2/1/18	60	95.93%	1,597	590	428	393	\$330,705.00	\$779,070.00	\$1,128,705.00	\$1,337,355.00
	1851	\$5	8,120,250	INSTANT RICHES	5/15/17	12/10/17	1/24/18	33	76.63%	87	75	22,598	1,773	\$29,620.00	\$61,545.00	\$131,605.00	\$186,470.00
	1742	\$5	7,339,575	LUCKY 7	6/5/17	12/10/17	1/24/18	30	79.59%	88	97	16,969	2,046	\$41,970.00	\$74,905.00	\$144,000.00	\$200,885.00
	1807	\$5	40,880,700	SUPER LOTERIA	12/5/16			56	92.26%	16,184	6,400	17,262	9	\$2,629,525.00	\$3,326,420.00	\$3,487,125.00	\$3,452,390.00
	1827	\$10	15,280,500	50X THE CASH	1/3/17	12/27/17	2/10/18	52	96.18%	5,983	2,574	50	52	\$1,419,940.00	\$1,619,710.00	\$1,446,180.00	\$1,389,040.00
	1842	\$10	6,105,900	EXPLOSION DE DINERO	5/1/17	12/10/17	1/24/18	35	66.92%	110	88	37,685	1,708	\$42,140.00	\$77,440.00	\$148,250.00	\$210,330.00
	1867	\$10	15,298,150	MEGA LOTERIA	2/6/17	1/7/18	2/21/18	47	97.88%	1,309	553	159	2,517	\$248,480.00	\$311,450.00	\$315,110.00	\$385,430.00
	2008	\$10	4,650,680	SEASON'S GREETINGS	11/6/17	12/14/17	1/28/18	8	54.47%	13,316	2,069	27,308	6,093	\$381,050.00	\$843,470.00	\$3,055,800.00	\$3,809,220.00
	1829	\$20	9,107,450	100X THE CASH	1/16/17			50	96.70%	6,288	4,562	92	89	\$1,851,200.00	\$2,020,640.00	\$2,098,040.00	\$2,145,480.00
	1822	\$20	5,139,100	WINNERS GALORE	12/5/16	1/7/18	2/21/18	56	39.55%	218	208	123,131	235	\$52,140.00	\$61,660.00	\$60,200.00	\$57,440.00

Russ, Will

From: WebsiteSupport@lottery.state.tx.us
Sent: Wednesday, January 3, 2018 5:42 AM
To: ProductsNewZTP
Subject: ZTP Occurrence: Date 01/02/2018

All top prizes for the following game(s) have been claimed as of 01/02/2018.

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
1829	100X The Cash	\$20	\$2,500,000	4	4		0	0	1/16/2017				01/02/2018

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.

NO. OF TICKETS: 9,107,450 MIN: 8,820,000 MAX: 9,180,000
 NO. POOLS: 75,90
 PACK SIZE: 25,00
 PACKS/POOL: 4,800,00
 PACKS/GAME: 364,298

TEXAS LOTTERY COMMISSION
 "100X THE CASH" - GAME NUMBER 1829
 END OF PRODUCTION PRIZE STRUCTURE
 PRIZE FUND - \$136,491,860
 PAYOUT % - 74.9341803%
 July 7, 2016 - VERSION 1

WIN: \$20	ODDS OF 1 IN:	WINNERS IN POOLS 75,90	WINNERS IN (PER PACK*) 25	WINNERS IN (PER POOL) 120,000	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS**
\$20	6.25	1,457,347	4.00	19,200.00	\$ 29,146,940	21.35%	LOW TIER
\$30	25.00	364,295	1.00	4,800.00	\$ 10,928,850	8.01%	21.35%
\$30	24.99	364,444	1.00	4,800.00	\$ 10,933,320	8.01%	
\$30	25.00	364,295	1.00	4,800.00	\$ 10,928,850	8.01%	
\$50	100.10	90,980	0.25	1,200.00	\$ 4,549,000	3.33%	
\$50	100.10	90,980	0.25	1,200.00	\$ 4,549,000	3.33%	
\$50	100.01	91,063	0.25	1,200.00	\$ 4,553,150	3.34%	
\$50	99.94	91,129	0.25	1,200.00	\$ 4,556,450	3.34%	
\$50	200.06	45,524	-	600.00	\$ 4,552,400	3.34%	
\$100	200.19	45,493	-	600.00	\$ 4,549,500	3.33%	
\$100	133.30	68,323	-	900.00	\$ 6,832,500	5.01%	
\$100	599.02	15,204	-	200.00	\$ 1,520,400	1.11%	
\$100	1,196.15	7,614	-	100.00	\$ 761,400	0.56%	
\$200	1,196.93	7,609	-	100.00	\$ 1,521,800	1.11%	
\$200	342.75	26,572	-	200.00	\$ 3,029,400	2.22%	
\$200	601.27	15,147	-	200.00	\$ 3,029,400	2.22%	
\$200	427.78	21,290	-	200.00	\$ 4,258,000	3.12%	
\$200	599.10	15,202	-	200.00	\$ 3,040,400	2.23%	
\$200	2,414.49	3,772	-	50.00	\$ 754,400	0.55%	
\$200	6,019.46	1,513	-	20.00	\$ 302,600	0.22%	
\$500	12,094.89	753	-	10.00	\$ 376,500	0.28%	
\$500	2,312.12	3,939	-	52.00	\$ 1,969,500	1.44%	
\$500	1,997.25	4,560	-	60.00	\$ 2,280,000	1.67%	
\$500	2,997.84	3,038	-	40.00	\$ 1,519,000	1.11%	
\$500	11,936.37	763	-	10.00	\$ 381,500	0.28%	
\$1,000	20,016.37	455	-	6.00	\$ 455,000	0.33%	
\$1,000	19,628.13	464	-	6.00	\$ 464,000	0.34%	
\$1,000	7,514.40	1,212	-	16.00	\$ 1,212,000	0.89%	
\$1,000	59,917.43	152	-	2.00	\$ 152,000	0.11%	
\$20,000	910,745.00	10	-	-	\$ 200,000	0.15%	
\$20,000	910,745.00	10	-	-	\$ 200,000	0.15%	
\$20,000	1,821,490.00	5	-	-	\$ 100,000	0.07%	
\$100,000	2,276,862.50	4	***	-	\$ 400,000	0.29%	
\$100,000	4,553,725.00	2	***	-	\$ 200,000	0.15%	
\$2,500,000	4,553,725.00	2	***	-	\$ 5,000,000	3.66%	
\$2,500,000	4,553,725.00	2	***	-	\$ 5,000,000	3.66%	
2 Decimals: 2.84		3,203,167	8.00	42,202	\$ 136,491,860	100.00%	
4 Decimals: 2.8433						100.00%	

TEXAS LOTTERY COMMISSION
 "100X THE CASH" - GAME NUMBER 1829
 END OF PRODUCTION PRIZE STRUCTURE
 July 7, 2016 - VERSION 1

PRIZE	GET:	Consolidated odds are 1 in:
\$20	\$20	6.25
\$30	\$30	8.33
\$50	\$50	25.01
\$100	\$100	50.00
\$200	\$200	99.97
\$500	\$500	697.73
\$1,000	\$1,000	3,989.25
\$20,000	\$20,000	364,298.00
\$100,000	\$100,000	1,517,908.33
\$2,500,000	\$2,500,000	2,276,862.50
		3,203,167

PRIZE	GET:	A	B	C	D
\$20	\$20	3 = \$ 60	2 = \$ 40	4 = \$ 80	7 = \$ 140
\$30	\$30	1 = \$ 30	2 = \$ 60	1 = \$ 30	0 = \$ 0
\$50	\$50	0 = \$ 0	2 = \$ 60	1 = \$ 30	1 = \$ 30
\$100	\$100	1 = \$ 30	2 = \$ 60	0 = \$ 0	0 = \$ 0
\$200	\$200	1 = \$ 50	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$500	\$500	0 = \$ 0	0 = \$ 0	1 = \$ 50	0 = \$ 0
\$1,000	\$1,000	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 50
\$20,000	\$20,000	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 50
\$100,000	\$100,000	0 = \$ 0	0 = \$ 0	0 = \$ 0	9 = \$ 220
\$2,500,000	\$2,500,000	0 = \$ 0	0 = \$ 0	8 = \$ 220	

* Each of the following GLEPS will be used in approximately 25% of each pack of 25 tickets.

** Numbers are rounded.

*** This exact number of prizes is guaranteed delivery to the TLC.

**** \$30 and \$50 prizes are GLEPS but should be programmed as mid tier prizes

NOTE: There will be no more than 10 winners per pack for this game.

5X symbol = win 5 TIMES the prize (5X)

10X symbol = win 10 TIMES the prize (10X)

20X symbol = win 20 TIMES the prize (20X)

50X symbol = win 50 TIMES the prize (50X)

100X symbol = win 100 TIMES the prize (100X)

No.

01/07/17

Game Name	Game No	Inv No.	Vendor	TLC PO #
100X The Cash	1829	90092216	IGT	362-17-9009 RL009 RV1

Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
	9,107.45	\$47.77	\$435,062.89
			\$435,062.89

Delivered	9,107,450
Ordered	9,000,000

2% under	8,820,000
2% over	9,180,000

Acceptable Range	0
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Sub Total	\$435,062.89
Total	\$435,062.89

Liability for 1829 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 12/23/2016 - 08/17/2018

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	\$20.00	78035	\$1,560,700.00	1379312	\$27,586,240.00	94.65%	8619783
2	0	N/A	\$30.00	12364	\$370,920.00	351931	\$10,557,930.00	96.61%	8798347
3	0	N/A	\$30.00	12997	\$389,910.00	351447	\$10,543,410.00	96.43%	8782655
4	0	N/A	\$30.00	18772	\$563,160.00	345523	\$10,365,690.00	94.85%	8638146
5	0	N/A	\$50.00	2969	\$148,450.00	88011	\$4,400,550.00	96.74%	8810241
6	0	N/A	\$50.00	2927	\$146,350.00	88053	\$4,402,650.00	96.78%	8814445
7	0	N/A	\$50.00	2917	\$145,850.00	88146	\$4,407,300.00	96.80%	8815713
8	0	N/A	\$50.00	4640	\$232,000.00	86489	\$4,324,450.00	94.91%	8643727
9	0	N/A	\$100.00	1656	\$165,600.00	43868	\$4,386,800.00	96.36%	8776153
10	0	N/A	\$100.00	1673	\$167,300.00	43820	\$4,382,000.00	96.32%	8772524
11	0	N/A	\$100.00	2485	\$248,500.00	65838	\$6,583,800.00	96.36%	8776199
12	0	N/A	\$100.00	559	\$55,900.00	14645	\$1,464,500.00	96.32%	8772599
13	0	N/A	\$100.00	408	\$40,800.00	7206	\$720,600.00	94.64%	8619422
14	0	N/A	\$200.00	271	\$54,200.00	7338	\$1,467,600.00	96.44%	8783081
15	0	N/A	\$200.00	907	\$181,400.00	25665	\$5,133,000.00	96.59%	8796579
16	0	N/A	\$200.00	498	\$99,600.00	14649	\$2,929,800.00	96.71%	8808017
17	0	N/A	\$200.00	715	\$143,000.00	20575	\$4,115,000.00	96.64%	8801586
18	0	N/A	\$200.00	534	\$106,800.00	14668	\$2,933,600.00	96.49%	8787532
19	0	N/A	\$200.00	150	\$30,000.00	3622	\$724,400.00	96.02%	8745276
20	0	N/A	\$200.00	84	\$16,800.00	1429	\$285,800.00	94.45%	8601814
21	0	N/A	\$500.00	25	\$12,500.00	728	\$364,000.00	96.68%	8805077
22	0	N/A	\$500.00	140	\$70,000.00	3799	\$1,899,500.00	96.45%	8783752
23	0	N/A	\$500.00	148	\$74,000.00	4412	\$2,206,000.00	96.75%	8811857
24	0	N/A	\$500.00	108	\$54,000.00	2930	\$1,465,000.00	96.45%	8783682
25	0	N/A	\$500.00	45	\$22,500.00	718	\$359,000.00	94.10%	8570313
26	0	N/A	\$1,000.00	27	\$27,000.00	428	\$428,000.00	94.07%	8567007
27	0	N/A	\$1,000.00	25	\$25,000.00	439	\$439,000.00	94.61%	8616746
28	0	N/A	\$1,000.00	55	\$55,000.00	1157	\$1,157,000.00	95.46%	8694158
29	0	N/A	\$1,000.00	11	\$11,000.00	141	\$141,000.00	92.76%	8448358
30	0	N/A	\$20,000.00	0	\$0.00	10	\$200,000.00	100.00%	9107449
31	0	N/A	\$20,000.00	1	\$20,000.00	9	\$180,000.00	90.00%	8196704
32	0	N/A	\$20,000.00	0	\$0.00	5	\$100,000.00	100.00%	9107449
33	0	N/A	\$100,000.00	0	\$0.00	4	\$400,000.00	100.00%	9107449
34	0	N/A	\$100,000.00	0	\$0.00	2	\$200,000.00	100.00%	9107451
35	0	N/A	\$2,500,000.00	0	\$0.00	2	\$5,000,000.00	100.00%	9107451
36	0	N/A	\$2,500,000.00	0	\$0.00	2	\$5,000,000.00	100.00%	9107451
Totals:				146146	\$5,238,240.00	3,057,021	\$131,253,620.00		

Scratch Ticket Game Analysis
8/30/15-8/26/17

Average Number of Weeks for 85% Average Sell Through

Quantities	Price Point			
	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	Week 14	Week 21	Week 17	Week 19
10M-14.99M	Week 20	None	None	Week 13*
15M-19.99M	None	Week 21*	None	Week 34
20M-24.99M	None	Week 44	Week 33	Week 59
25M-29.99M	Week 33*	Week 38	None	None
30M-34.99M	None	None	None	Week 39*
>35M	None	Week 57*	Week 48*	None

Quantities	Price Point			
	\$10	\$20	\$30	\$50
2M	None	None	None	None
3M	None	None	None	None
4M	None	None	None	None
5M	Week 20	Week 43*	None	None
6M	Week 16*	None	None	None
7M	None	None	None	None
8M	None	Week 35*	None	None
>9M	Week 27	Week 51*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Quantities	Price Point			
	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	\$553,916	\$676,611	\$1,048,153	\$1,872,956
10M-14.99M	\$510,306	None	None	\$4,200,786
15M-19.99M	None	\$1,273,552	None	\$2,144,435
20M-24.99M	None	\$899,634	\$1,654,317	\$1,612,912
25M-29.99M	\$665,806	\$1,254,186	None	None
30M-34.99M	None	None	None	\$3,329,657
>35M	None	\$1,050,513	\$1,875,795	None

Quantities	Price Point			
	\$10	\$20	\$30	\$50
2M	None	None	None	None
3M	None	None	None	None
4M	None	None	None	None
5M	\$2,379,881	\$2,329,740	None	None
6M	\$3,257,867	None	None	None
7M	None	None	None	None
8M	None	\$3,985,513	None	None
>9M	\$3,597,569	\$3,423,888	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