

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 12/11/2018

Game #	1862	Confirmed Packs	3,705
Game Name	Bonus Break the Bank	Active Packs	1,249
Quantity Printed	18,021,075	Warehouse Packs	274
Price Point	\$5	Returned Packs	2,761
Start Date	11/29/2017	Printed Payout Percentage	68.01%
Top Prize	\$ 100,000	Percent Sold	96.23%
Number of Top Prizes Remaining	2	Number of Weeks Out	53

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 413,303	Actual ticket production costs
Prize payout expense	\$ 57,700,785	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 58,114,088

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 86,708,402	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 86,708,402

Excess of Revenue over Expended \$ 28,594,314

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	\$	289,175
Next week	\$	349,835
Next week	\$	496,510
Avg Weekly Sales Current Game	\$	378,507
Avg Weekly Sales \$5; 15-19.99 M Qty*	\$	1,508,375
Percentage Of Variance In Sales		75%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1862	Printed Payout Percentage	68.01%
Game Name	Bonus Break the Bank	Actual Payout Percentage	66.55%
Percent Sold	96.23%	Number of Weeks Out	53
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			52

* 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 Bousch 12/13/18
Instant Product Coordinator Date

[Signature] 12/13/18
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

Week End Date: 12/8/18

12/11/18

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wins	% Sold	Confirmed	Active	Watre	Return	Net Sales			
														12/8/18	12/11/18	11/24/18	11/17/18
Sold/Closing	2054	\$2	7,205,875	CRAZY CASH MULTIPLIER	4/6/18	11/4/18	12/19/18	34	89.52%	49	18	152	4,854	\$1,230.00	\$1,594.00	\$7,730.00	-\$2,670.00
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17	12/16/18	1/30/19	91	94.54%	2,539	1,433	19,540	4,045	\$257,595.00	\$390,237.00	\$387,744.00	\$396,834.00
	1871	\$5	16,075,300	\$100,000 BINGO-RAMA	10/2/17			62	94.96%	4,745	2,759	198	1,244	\$483,775.00	\$516,185.00	\$604,815.00	\$689,045.00
	1837	\$5	7,040,775	\$100,000 JACKPOT	6/18/18	12/16/18	1/30/19	25	94.57%	1,055	749	666	2,008	\$211,970.00	\$267,200.00	\$324,765.00	\$370,475.00
	2045	\$5	11,005,125	20X THE CASH	4/6/18	11/4/18	12/19/18	34	98.28%	29	12	6	2,141	\$2,040.00	\$4,920.00	\$14,640.00	\$27,135.00
	1848	\$5	8,098,800	25X THE MONEY	7/16/18	12/16/18	1/30/19	21	97.05%	649	344	0	1,768	\$120,440.00	\$161,145.00	\$214,260.00	\$273,300.00
	1862	\$5	18,021,075	BONUS BREAK THE BANK	11/29/17			53	96.23%	3,705	1,249	274	2,761	\$289,175.00	\$349,835.00	\$496,510.00	\$559,320.00
	1859	\$5	22,450,575	CROSSWORD CONNECT	6/28/17			75	93.86%	10,320	4,971	1,147	175	\$998,345.00	\$1,081,165.00	\$1,166,010.00	\$1,093,930.00
	2061	\$5	7,335,675	LION'S SHARE	6/4/18	12/16/18	1/30/19	27	67.42%	813	592	27,344	2,590	\$107,335.00	\$147,995.00	\$156,295.00	\$178,975.00
	2013	\$5	21,411,450	LUCKY 75	12/18/17	12/16/18	1/30/19	51	88.00%	1,396	1,201	29,208	1,485	\$436,210.00	\$489,910.00	\$577,600.00	\$574,985.00
	2032	\$5	7,706,850	PHAROAH'S GOLD	5/21/18	12/16/18	1/30/19	29	58.79%	843	595	37,502	2,910	\$85,740.00	\$112,530.00	\$133,310.00	\$125,025.00
	1844	\$5	7,192,125	THE MONEY GAME	5/7/18	12/16/18	1/30/19	31	69.71%	754	624	24,786	2,367	\$101,285.00	\$124,375.00	\$139,410.00	\$131,590.00
	2046	\$10	8,311,000	50X THE CASH	5/7/18			31	95.09%	4,941	2,479	0	135	\$902,850.00	\$1,106,530.00	\$1,346,140.00	\$1,418,810.00
	1885	\$10	26,550,900	MEGA LOTERIA	9/18/17	11/6/18	12/21/18	64	92.28%	435	30	22,083	15,457	\$1,850.00	\$18,270.00	\$80,460.00	\$301,190.00
	2021	\$20	9,179,100	\$1,000,000 BIG MONEY	1/2/18	12/2/18	1/16/19	49	47.64%	1,067	1,040	181,959	5,371	\$358,700.00	\$598,640.00	\$743,220.00	\$794,200.00
	1899	\$50	3,634,340	TEXAS LOTTERY PLATINUM	10/16/17	11/4/18	12/19/18	60	70.65%	47	32	48,415	3,718	\$20,350.00	\$6,400.00	\$125,300.00	\$191,650.00

Liability for 1862 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 07/18/2017 - 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	124727	\$623,635.00	1437132	\$7,185,660.00	92.01%	16581940
2	2	N/A	\$10.00	38520	\$385,200.00	682330	\$6,823,300.00	94.66%	17058077
3	3	N/A	\$10.00	42003	\$420,030.00	558684	\$5,586,840.00	93.01%	16760945
4	4	N/A	\$15.00	11387	\$170,805.00	228894	\$3,433,410.00	95.26%	17167043
5	5	N/A	\$15.00	11953	\$179,295.00	228335	\$3,425,025.00	95.03%	17124619
6	6	N/A	\$15.00	7949	\$119,235.00	112200	\$1,683,000.00	93.38%	16828802
7	7	N/A	\$20.00	5492	\$109,840.00	114633	\$2,292,660.00	95.43%	17197162
8	8	N/A	\$20.00	5729	\$114,580.00	114389	\$2,287,780.00	95.23%	17161557
9	9	N/A	\$20.00	7715	\$154,300.00	112448	\$2,248,960.00	93.58%	16864035
10	0	N/A	\$50.00	3175	\$158,750.00	72003	\$3,600,150.00	95.78%	17259982
11	0	N/A	\$50.00	3064	\$153,200.00	71915	\$3,595,750.00	95.91%	17284641
12	0	N/A	\$50.00	3056	\$152,800.00	72021	\$3,601,050.00	95.93%	17287522
13	0	N/A	\$50.00	4560	\$228,000.00	70628	\$3,531,400.00	93.94%	16928126
14	0	N/A	\$100.00	628	\$62,800.00	12897	\$1,289,700.00	95.36%	17184304
15	0	N/A	\$100.00	647	\$64,700.00	12914	\$1,291,400.00	95.23%	17161276
16	0	N/A	\$100.00	606	\$60,600.00	12866	\$1,286,600.00	95.50%	17210440
17	0	N/A	\$100.00	900	\$90,000.00	12586	\$1,258,600.00	93.33%	16818416
18	0	N/A	\$500.00	26	\$13,000.00	722	\$361,000.00	96.52%	17394667
19	0	N/A	\$500.00	36	\$18,000.00	726	\$363,000.00	95.28%	17169678
20	0	N/A	\$500.00	33	\$16,500.00	729	\$364,500.00	95.67%	17240628
21	0	N/A	\$500.00	35	\$17,500.00	708	\$354,000.00	95.29%	17172161
22	0	N/A	\$1,000.00	8	\$8,000.00	144	\$144,000.00	94.74%	17072590
23	0	N/A	\$1,000.00	6	\$6,000.00	146	\$146,000.00	96.05%	17309710
24	0	N/A	\$1,000.00	10	\$10,000.00	142	\$142,000.00	93.42%	16835471
25	0	N/A	\$7,500.00	6	\$45,000.00	54	\$405,000.00	90.00%	16218961
26	0	N/A	\$100,000.00	2	\$200,000.00	10	\$1,000,000.00	83.33%	15017558
Totals:				272273	\$3,581,770.00	3,930,256	\$57,700,785.00		

END OF PRODUCTION PRIZE STRUCTURE
July 12, 2017 - (POOLS # 1 - 163 COMPLETE)

Prize Structure
TEXAS LOTTERY
GAME NO. 1862 "BONUS BREAK THE BANK"
April 20, 2017 - VERSION A

Order Quantity: 18,021,075
Price Point: \$5.00
Revenue: \$90,105,375.00

Pack Size: 75
Packs/Game: 240,281
Packs/Pool: 1,800

Pool Size: 120,000
Number of Pools: 150.18

Winners: 4,202,529
Non-winners: 13,818,546
Overall Odds: 4.2882

Prize Fund: \$61,282,555.00
Payout: 68.0120969%

Total Payout

ORIGINAL ORDER

SHIPMENT # 1 - 5
COMPLETE
POOLS # 1 - 163

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Pack	Pool	Total	Total Prize Cost	% Prize Fund
Low Times											
01	1	L	\$5	\$5	\$5.00	11.5382	6.50	10,400.00	1,561,859	\$7,809,295.00	12.74%
02	2	L	\$5 x 2	\$10	\$10.00	24.9998	3.00	4,800.00	720,850	\$7,208,500.00	11.76%
03	1	L	\$10	\$10	\$10.00	30.0008	2.50	4,000.00	600,887	\$6,008,870.00	9.80%
Total (\$10.00):										\$13,215,370.00	21.56%
04	3	L	\$5 x 3	\$15	\$15.00	75.0000	1.00	1,600.00	240,281	\$3,604,215.00	5.88%
05	2	L	\$10 + \$5	\$15	\$15.00	74.9978	1.00	1,600.00	240,288	\$3,604,320.00	5.88%
06	1	L	\$15	\$15	\$15.00	149.9894	0.50	800.00	120,149	\$1,802,235.00	2.94%
Total (\$15.00):										\$9,010,770.00	14.70%
07	3	L	\$10 + (\$5 x 2)	\$20	\$20.00	150.0194	0.50	800.00	120,125	\$2,402,500.00	3.92%
08	2	L	\$10 x 2	\$20	\$20.00	150.0281	0.50	800.00	120,118	\$2,402,360.00	3.92%
09	1	L	\$20	\$20	\$20.00	149.9719	0.50	800.00	120,163	\$2,403,260.00	3.92%
Total (\$20.00):										\$7,208,120.00	11.76%
Total (Low Times):										\$37,243,555.00	60.77%
Mid Times											
10	4	M	\$20 + \$15 + \$10 + \$5	\$50	\$50.00	239.7121	0.31	500.00	75,178	\$3,758,900.00	6.13%
11	6	M	(\$10 x 4) + (\$5 x 2)	\$50	\$50.00	240.3483	0.31	500.00	74,979	\$3,748,950.00	6.12%
12	8	M	(\$5 x 6) + (\$10 x 2)	\$50	\$50.00	240.0346	0.31	500.00	75,077	\$3,753,850.00	6.13%
13	1	M	\$50	\$50	\$50.00	239.8892	0.31	500.00	75,188	\$3,759,400.00	6.13%
Total (\$50.00):										\$15,021,100.00	24.51%
14	5	M	\$50 + \$20 + \$15 + \$10 + \$5	\$100	\$100.00	1332.4270	0.06	90.00	13,525	\$1,352,500.00	2.21%
15	9	M	\$20 + (\$10 x 8)	\$100	\$100.00	1328.8898	0.06	90.00	13,561	\$1,356,100.00	2.21%
16	5	M	\$20 x 5	\$100	\$100.00	1337.6689	0.06	90.00	13,472	\$1,347,200.00	2.20%
17	1	M	\$100	\$100	\$100.00	1336.2892	0.06	90.00	13,486	\$1,348,600.00	2.20%
Total (\$100.00):										\$54,044,000.00	88.82%
18	16	M	\$100 + (\$50 x 5) + (\$20 x 5) + (\$10 x 5)	\$500	\$500.00	24092.3463	0.00	5.00	748	\$374,000.00	0.61%
19	10	M	\$50 x 10	\$500	\$500.00	23649.7047	0.00	5.00	762	\$381,000.00	0.62%
20	5	M	\$100 x 5	\$500	\$500.00	23649.7047	0.00	5.00	762	\$381,000.00	0.62%
21	1	M	\$500	\$500	\$500.00	24254.4751	0.00	5.00	743	\$371,500.00	0.61%
Total (\$500.00):										\$1,507,500.00	2.45%
Total (Mid Times):										\$21,933,000.00	35.78%
High Times											
22	16	H	(\$100 x 7) + (\$50 x 4) + (\$20 x 5)	\$1,000	\$1,000.00	118559.7039	0.00	1.00	152	\$152,000.00	0.25%
23	10	H	\$100 x 10	\$1,000	\$1,000.00	118559.7039	0.00	1.00	152	\$152,000.00	0.25%
24	1	H	\$1,000	\$1,000	\$1,000.00	118559.7039	0.00	1.00	152	\$152,000.00	0.25%
Total (\$1,000.00):										\$456,000.00	0.74%
25	1	H	\$7,500	\$7,500	\$7,500.00	300351.2500	0.00	0.40	60	\$450,000.00	0.73%
26	1	H	\$100,000	\$100,000	\$100,000.00	1501786.2500	0.00	0.08	12	\$1,200,000.00	1.96%
Total (High Times):										\$2,106,000.00	3.44%
Total:										\$61,282,555.00	100.00%

* Exact Quantity by Kind Level

There will be no more than nineteen (19) winners per pack.

18,021,075	1,561,859	720,850	600,687	240,281	240,288	120,149	120,125	120,118	120,163	75,178	74,979	75,077	75,188	13,525	13,561	13,472	13,486	748	762	762	743	152	152	152	60	12
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No.

05/10/17

Game Name
Bonus Break the Bank

Game No
1862

Inv No.
1030276-5

Vendor
SGL

TLC PO #
362-17-9019 RL027

Description/Tickets Delivered Qty

Units per 1000

Unit Price

Amount

\$413,403.46
\$413,403.46

Delivered
Ordered

18,021,075
18,000,000

2% under
2% over

17,640,000
18,360,000

Acceptable
Range

0

Sub Total \$413,403.46
Less Sanction \$100.00
Total \$413,303.46

Instant Ticket Game Analysis
8/28/16-8/25/18

Average Number of Weeks for 85% Average Sell Through

		Price Point					Price Point				
Print Quantities	\$1	\$2	\$3	\$5	\$7	Print Quantities	\$10	\$20	\$25	\$30	\$50
< 5M	None	Week 12*	None	None	None	2M	None	None	None	None	None
5M-9.99M	Week 16	Week 18	Week 17	Week 19	None	3M	None	None	None	None	Week 52*
10M-14.99M	Week 21	None	None	Week 16*	None	4M	None	None	None	None	None
15M-19.99M	None	None	Week 32*	Week 52*	None	5M	None	Week 33*	None	None	None
20M-24.99M	None	Week 34*	None	None	None	6M	Week 15	None	None	None	None
25M-29.99M	None	None	None	None	None	7M	None	Week 49*	None	None	None
30M-34.99M	Week 41	Week 57*	None	None	None	8M	None	None	None	None	None
>35M	None	Week 60	Week 64	Week 52*	None	>9M	Week 33	Week 41*	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

		Price Point					Price Point						
Print Quantities	\$1	\$2	\$3	\$5	\$7	Print Quantities	\$10	\$20	\$25	\$30	\$50		
< 5M	None	\$714,918	None	None	None	2M	None	None	None	None	None		
5M-9.99M	\$515,035	\$758,306	\$1,248,375	\$1,874,253	None	3M	None	None	None	None	\$2,913,384		
10M-14.99M	\$466,349	None	None	\$2,919,843	None	4M	None	None	None	None	None		
15M-19.99M	None	None	\$1,302,836	\$1,508,375	None	5M	None	\$2,578,733	None	None	None		
20M-24.99M	None	\$1,078,385	None	None	None	6M	\$3,483,559	None	None	None	None		
25M-29.99M	None	None	None	None	None	7M	None	\$2,502,908	None	None	None		
30M-34.99M	\$632,952	\$1,039,084	None	None	None	8M	None	None	None	None	None		
>35M	None	\$1,119,742	\$1,583,593	\$3,361,809	None	>9M	\$3,182,478	\$3,781,160	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