

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 7/30/2018

Game #	2026	Confirmed Packs	11,585
Game Name	Super Hit Super Ticket	Active Packs	3,983
Quantity Printed	7,335,800	Warehouse Packs	50,902
Price Point	\$10	Returned Packs	385
Start Date	3/5/2018	Printed Payout Percentage	69.98%
Top Prize	\$ 250,000	Percent Sold	51.95%
Number of Top Prizes Remaining	2	Number of Weeks Out	21

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 678,533	Actual ticket production costs
Prize payout expense	\$ 26,154,120	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 26,832,653	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 38,109,481	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 38,109,481	

Excess of Revenue over Expended \$ 11,276,828

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	\$	746,090
Next week	\$	848,260
Next week	\$	1,015,740
Avg Weekly Sales Current Game	\$	870,030
Avg Weekly Sales \$10; 6M Qty*	\$	3,483,559
Percentage Of Variance In Sales		75%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2026	Printed Payout Percentage	69.98%
Game Name	Super Hit Super Ticket	Actual Payout Percentage	68.63%
Percent Sold	51.95%	Number of Weeks Out	21
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			15

*no games at the 7M range so the 6M range was used.

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):

Pat Bousch 7/30/18
Instant Product Coordinator Date

[Signature] 8/6/18
Products Manager Date

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

[Signature] 8-6-18
Lottery Operations Division Director Date

Kathy Ryna 8/7/18
Controller Date

[Signature] 8/8/18
Executive Director Date



Da Vinci Report
 Week End Date: 7/28/18
 7/30/18

Product Line	Game	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
													7/28/18	7/21/18	7/14/18	7/7/18
Mature	1806	\$3	TEXAS LOTERIA	3/14/17			72	80.71%	20,667	10,353	71,377	14	\$1,292,004.00	\$1,252,623.00	\$1,317,258.00	\$1,337,928.00
	2016	\$3	WILD 7S	1/2/18			30	82.37%	6,197	4,388	10,536	27	\$587,412.00	\$614,979.00	\$677,331.00	\$738,999.00
	1871	\$5	\$100,000 BINGO-RAMA	10/2/17			43	73.77%	12,064	6,766	31,656	9	\$898,645.00	\$890,940.00	\$948,095.00	\$986,470.00
	2045	\$5	20X THE CASH	4/18/18			15	81.04%	17,770	8,480	36	19	\$1,968,470.00	\$2,112,630.00	\$2,327,680.00	\$2,359,910.00
	1862	\$5	BONUS BREAK THE BANK	11/29/17			34	70.91%	14,890	8,080	44,081	2	\$1,511,550.00	\$1,490,110.00	\$1,616,655.00	\$1,632,655.00
	2038	\$5	CINCO	4/2/18			17	54.17%	7,561	3,721	30,142	653	\$426,180.00	\$470,490.00	\$501,375.00	\$573,160.00
	1859	\$5	CROSSWORD CONNECT	6/28/17			56	73.16%	11,666	6,250	59,837	15	\$1,213,545.00	\$1,179,535.00	\$1,281,470.00	\$1,344,715.00
	2033	\$5	HIGH ROLLER	3/5/18			21	68.30%	4,878	2,633	20,231	1,294	\$353,330.00	\$356,700.00	\$399,485.00	\$471,195.00
	2013	\$5	LUCKY 7S	12/18/17			32	72.58%	10,127	4,664	61,058	37	\$1,093,525.00	\$1,123,540.00	\$1,319,905.00	\$1,327,615.00
	2036	\$5	POWER 5S	3/19/18			19	82.12%	6,820	3,830	7,276	28	\$628,625.00	\$667,115.00	\$788,300.00	\$895,545.00
	1877	\$5	40,544,550 SUPER LOTERIA	12/11/17			33	52.28%	24,923	10,350	217,580	4	\$3,284,595.00	\$3,271,705.00	\$3,365,535.00	\$3,454,685.00
	1759	\$10	\$200 MILLION PAYOUT	8/1/16			104	71.97%	10,006	4,406	143,028	24	\$1,249,480.00	\$1,295,730.00	\$1,634,480.00	\$1,562,230.00
	1860	\$10	BIG PLAY CASHWORD	7/17/17			54	74.33%	12,263	6,050	47,562	8	\$1,439,840.00	\$1,424,800.00	\$1,532,860.00	\$1,563,810.00
	1885	\$10	MEGA LOTERIA	9/18/17			45	72.44%	26,314	9,354	105,430	8	\$4,180,750.00	\$4,229,210.00	\$4,790,120.00	\$4,769,220.00
	2018	\$10	SUPER 7S	1/2/18			30	68.25%	12,403	5,172	72,591	15	\$1,826,330.00	\$1,882,840.00	\$2,252,370.00	\$2,360,590.00
	2026	\$10	SUPER HIT SUPER TICKET	3/5/18			21	51.95%	11,585	3,983	50,902	385	\$746,090.00	\$848,260.00	\$1,015,740.00	\$1,152,310.00
	2021	\$20	\$1,000,000 BIG MONEY	1/2/18			30	37.99%	10,777	4,871	209,506	34	\$1,010,320.00	\$1,080,400.00	\$1,209,500.00	\$1,224,080.00
	1845	\$20	100 MILLION GOLDEN TREASURES	8/7/17			51	63.65%	6,009	2,756	94,290	28	\$644,020.00	\$682,880.00	\$800,300.00	\$797,900.00
	1884	\$20	\$100 MILLION TEXAS RICHES	2/5/18			25	55.06%	14,420	5,404	105,332	61	\$1,733,160.00	\$1,936,620.00	\$2,346,800.00	\$2,261,040.00
	1671	\$20	\$500,000,000 CASH	5/18/15			167	38.95%	8,272	2,909	820,189	32	\$1,030,140.00	\$1,068,880.00	\$1,382,340.00	\$1,287,200.00
	2047	\$20	100X THE CASH	4/2/18			17	41.71%	26,708	7,931	175,638	13	\$3,191,340.00	\$3,485,360.00	\$4,122,060.00	\$4,179,380.00
	1838	\$20	INSTANT MILLIONAIRE	5/15/17			63	24.97%	12,981	5,237	1,020,380	24	\$1,636,940.00	\$1,657,920.00	\$1,940,580.00	\$1,877,440.00
	2014	\$20	MEGA 7S	12/4/17			34	69.29%	15,102	4,788	89,913	17	\$2,058,560.00	\$2,211,840.00	\$2,766,640.00	\$2,757,780.00
	2002	\$20	ULTIMATE CROSSWORD/BINGO	10/2/17			43	76.04%	10,333	3,786	39,577	24	\$1,362,320.00	\$1,399,080.00	\$1,505,840.00	\$1,615,720.00
	2053	\$30	\$750 MILLION WINNER'S CIRCLE	3/19/18			19	9.72%	20,194	7,939	1,198,745	33	\$3,795,270.00	\$3,699,000.00	\$4,253,550.00	\$4,165,020.00
	1899	\$50	TEXAS LOTTERY PLATINUM	10/16/17			41	60.92%	7,005	2,549	59,479	53	\$1,415,150.00	\$1,427,150.00	\$1,519,400.00	\$1,658,750.00
	2030	\$50	ULTIMATE 7S	2/19/18			23	48.79%	12,561	4,235	74,382	51	\$2,650,450.00	\$2,597,000.00	\$2,929,750.00	\$3,074,600.00
Sold/Closing	1626	\$1	DID I WIN?	9/12/14	7/23/18	9/6/18	202	0.00%	0	0	446	65	\$0	\$0	\$0	\$0
	1622	\$1	PICK 3	2/5/18	8/12/18	9/26/18	25	81.49%	2,355	2,233	3,937	1,410	\$106,436.00	\$132,527.00	\$145,311.00	\$158,304.00
	1857	\$1	WEEKLY HALF GRAND	10/2/17	7/25/18	9/8/18	43	87.11%	10,245	5,183	7,225	75	\$314,720.00	\$361,002.00	\$362,617.00	\$391,761.00
	2024	\$1	WILD 9'S	3/5/18	7/8/18	8/22/18	21	94.69%	68	40	0	2,318	\$13,309.00	\$13,309.00	\$27,256.00	\$38,975.00
	1874	\$2	BIG MONEY	1/15/18	8/12/18	9/26/18	28	89.72%	1,374	637	0	1,770	\$58,934.00	\$60,600.00	\$66,760.00	\$89,270.00

Liability for 2026 / for Life to Date

Product Status: SmartCash Enabled: N/A
 Validation Range: 09/28/2017 - 12/31/2037

Outstanding Prizes

Tier Ref	SmartCash	Tier Value	Count	Amount	Tickets	Amount Paid	% paid	Est. Tickets Sold
1	N/A	\$10.00	7262	\$727,620.00	73873	\$738,730.00	50.38%	369690
2	N/A	\$10.00	148118	\$1,481,180.00	145309	\$1,453,090.00	49.52%	3632786
3	N/A	\$10.00	72067	\$720,670.00	74674	\$746,740.00	50.89%	3733063
4	N/A	\$10.00	108208	\$1,082,080.00	111993	\$1,119,930.00	50.86%	3730946
5	N/A	\$10.00	71891	\$718,910.00	74825	\$748,250.00	51.00%	3741250
6	N/A	\$20.00	18045	\$360,900.00	18558	\$371,160.00	50.70%	3719306
7	N/A	\$20.00	125209	\$2,504,180.00	131564	\$2,631,280.00	51.24%	3758678
8	N/A	\$20.00	73540	\$1,470,800.00	73176	\$1,463,520.00	49.88%	3658800
9	N/A	\$20.00	89292	\$1,785,840.00	94126	\$1,882,520.00	51.32%	3764567
10	N/A	\$30.00	18031	\$540,930.00	18653	\$559,590.00	50.85%	3730091
11	N/A	\$30.00	35623	\$1,068,690.00	37682	\$1,130,460.00	51.40%	3770924
12	N/A	\$30.00	35677	\$1,070,310.00	37752	\$1,132,560.00	51.41%	3771549
13	N/A	\$30.00	53541	\$1,606,230.00	56473	\$1,694,190.00	51.33%	3765653
14	N/A	\$50.00	3044	\$152,200.00	3095	\$154,750.00	50.42%	3698371
15	N/A	\$50.00	5947	\$297,350.00	6279	\$313,950.00	51.36%	3767502
16	N/A	\$50.00	12433	\$621,650.00	12056	\$602,800.00	49.23%	3611433
17	N/A	\$50.00	14824	\$741,200.00	15718	\$785,900.00	51.46%	3775263
18	N/A	\$50.00	8856	\$442,800.00	9462	\$473,100.00	51.65%	3789242
19	N/A	\$50.00	11858	\$592,900.00	12566	\$628,300.00	51.45%	3774224
20	N/A	\$50.00	5906	\$295,300.00	6319	\$315,950.00	51.69%	3791813
21	N/A	\$50.00	2969	\$148,450.00	3173	\$158,650.00	51.66%	3789725
22	N/A	\$50.00	5861	\$293,050.00	6350	\$317,500.00	52.00%	3814784
23	N/A	\$100.00	3018	\$301,800.00	3090	\$309,000.00	50.59%	3711136
24	N/A	\$100.00	11882	\$1,188,200.00	12596	\$1,259,600.00	51.46%	3774889
25	N/A	\$100.00	5930	\$593,000.00	6281	\$628,100.00	51.44%	3773332
26	N/A	\$100.00	5894	\$589,400.00	6334	\$633,400.00	51.80%	3799882
27	N/A	\$100.00	2930	\$293,000.00	3155	\$315,500.00	51.85%	3803524
28	N/A	\$100.00	17897	\$1,789,700.00	18779	\$1,877,900.00	51.20%	3756107
29	N/A	\$200.00	59	\$11,800.00	63	\$12,600.00	51.64%	3788159
30	N/A	\$200.00	537	\$107,400.00	563	\$112,600.00	51.18%	3754595
31	N/A	\$200.00	710	\$142,000.00	761	\$152,200.00	51.73%	3795067
32	N/A	\$200.00	304	\$60,800.00	318	\$63,600.00	51.13%	3750457
33	N/A	\$200.00	304	\$60,800.00	295	\$59,000.00	49.25%	3612789
34	N/A	\$200.00	1145	\$229,000.00	1192	\$238,400.00	51.01%	3741666
35	N/A	\$200.00	533	\$106,600.00	574	\$114,800.00	51.85%	3803748
36	N/A	\$500.00	59	\$29,500.00	65	\$32,500.00	52.42%	3845379
37	N/A	\$500.00	354	\$177,000.00	388	\$194,000.00	52.29%	3835970
38	N/A	\$500.00	123	\$61,500.00	127	\$63,500.00	50.80%	3726586
39	N/A	\$500.00	61	\$30,500.00	59	\$29,500.00	49.17%	3606768
40	N/A	\$1,000.00	7	\$7,000.00	3	\$3,000.00	30.00%	2200740
41	N/A	\$1,000.00	24	\$24,000.00	25	\$25,000.00	51.02%	3742755
42	N/A	\$1,000.00	14	\$14,000.00	6	\$6,000.00	30.00%	2200739
43	N/A	\$1,000.00	5	\$5,000.00	7	\$7,000.00	58.33%	4279216
44	N/A	\$1,000.00	17	\$17,000.00	14	\$14,000.00	45.16%	3312941
45	N/A	\$20,000.00	0	\$0.00	2	\$40,000.00	100.00%	7335799
46	N/A	\$20,000.00	6	\$120,000.00	2	\$40,000.00	25.00%	1833949
47	N/A	\$250,000.00	0	\$0.00	1	\$250,000.00	100.00%	7335799
48	N/A	\$250,000.00	2	\$500,000.00	1	\$250,000.00	33.33%	2445266

Totals:

1045517

\$25,182,240.00

1,078,377 \$26,154,120.00

TICKET QUANTITY: 7,335,000
 POOLS: 81,13
 PACKS/GAME: 146,716
 PACKS/POOL: 2,400
 PACK SIZE: 90
 POOL SIZE: 120,000

END OF PRODUCTION PRIZE STRUCTURE
 TEXAS LOTTERY COMMISSION
 SUPER HIT SUPER TICKET™ Game Number 2016
 Version 3 dated June 21, 2017

MIN QUANTITY 7,200,000
 MAX QUANTITY 7,344,000

RETAIL PRICE: \$10.00
 REVENUE: \$73,359,000
 PRIZE FUND: \$51,336,360
 PERCENTAGE: 69.9806

PRIZE LEVEL	TIER CODE	HR \$50 Key # Match 2X = WIN2X Win up to 10 Times!	HR \$100 Key # Match 3X = WIN3X Win up to 15 Times!	HR \$500 March 3 2 matching symbols + 5X = WIN5X Win up to 12 Times!	HR \$1,000 2 matching symbols + 10X = WIN10X Win up to 20 Times!	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN)	TOTAL PRIZES	PRIZES PER 120,000 POOL	PRIZES PER PACK	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$10 (or)	\$10 (or)	\$10 (or)	\$10 (or)	1	\$10	50.03	146,635.00	2,400	1.00	\$1,466,350	2.9%	2.9%
2	L	\$5 (2X)	\$5 (or)	\$5 (or)	\$5 (or)	1	\$10	25.00	73,359.00	4,800	2.00	\$2,934,270	5.7%	5.7%
3	L	\$5	\$5	\$5 x 2 (or)	\$5 x 2 (or)	2	\$10	49.99	146,741.00	2,400	1.00	\$1,467,410	2.9%	2.9%
4	L	\$5 x 2 (or)	\$5 x 2 (or)	\$5	\$5	2	\$10	33.31	220,201.00	3,600	1.50	\$2,202,010	4.3%	4.3%
5	L	\$20 (or)	\$20 (or)	\$20 (or)	\$20 (or)	2	\$10	50.00	146,716.00	2,400	1.00	\$1,467,160	2.9%	2.9%
6	L	\$5 (2X)	\$5 (2X)	\$5	\$5	1	\$20	200.42	36,603.00	600	0.25	\$732,060	1.4%	1.4%
7	L	\$10 (2X)	\$10 (2X)	\$5 x 4 (or)	\$5 x 4 (or)	2	\$20	28.57	256,773.00	4,200	1.75	\$5,135,460	10.0%	10.0%
8	L	\$5 x 4 (or)	\$5 x 4 (or)	\$5 x 4 (or)	\$5 x 4 (or)	4	\$20	39.99	183,418.00	3,000	1.25	\$3,668,360	7.1%	7.1%
9	L	\$30 (or)	\$30 (or)	\$30 (or)	\$30 (or)	1	\$30	199.97	36,684.00	600	0.25	\$1,100,520	2.1%	2.1%
10	M	\$5 (2X)	\$5 (2X)	\$5 (2X)	\$5 (2X)	3	\$30	100.07	73,305.00	1,200	0.50	\$2,199,150	4.3%	4.3%
11	M	\$10 x 3 (or)	\$10 x 3 (or)	\$5 (5X) + \$5 (or)	\$5 (5X) + \$5 (or)	3	\$30	99.90	73,429.00	1,200	0.50	\$2,202,870	4.3%	4.3%
12	M	\$50	\$50	\$50	\$50	2	\$30	66.68	110,014.00	1,800	0.75	\$3,300,420	6.4%	6.4%
13	M	\$50	\$50	\$50	\$50	1	\$50	1,194.95	6,139.00	100	0.50	\$306,950	0.6%	0.6%
14	M	\$50	\$50	\$50	\$50	1	\$50	600.02	12,226.00	200	0.50	\$611,300	1.2%	1.2%
15	M	\$50	\$50	\$50	\$50	1	\$50	299.55	24,489.00	400	0.50	\$1,224,450	2.4%	2.4%
16	M	\$50	\$50	\$50	\$50	3	\$50	240.19	30,542.00	500	1.75	\$1,527,100	3.0%	3.0%
17	M	\$50	\$50	\$50	\$50	5	\$50	400.47	18,318.00	300	3.00	\$915,900	1.8%	1.8%
18	M	\$50	\$50	\$50	\$50	6	\$50	300.35	24,424.00	400	2.00	\$1,221,200	2.4%	2.4%
19	M	\$50	\$50	\$50	\$50	8	\$50	600.07	12,225.00	200	2.00	\$611,250	1.2%	1.2%
20	M	\$50	\$50	\$50	\$50	6	\$50	1,194.37	6,142.00	100	0.60	\$307,100	0.6%	0.6%
21	M	\$50	\$50	\$50	\$50	6	\$50	600.75	12,211.00	200	2.00	\$610,550	1.2%	1.2%
22	M	\$50	\$50	\$50	\$50	1	\$100	1,201.02	6,108.00	100	1.00	\$610,800	1.2%	1.2%
23	M	\$50	\$50	\$50	\$50	12	\$100	299.69	24,478.00	400	1.00	\$2,447,800	4.8%	4.8%
24	M	\$50	\$50	\$50	\$50	10	\$100	600.75	12,211.00	200	2.00	\$1,221,100	2.4%	2.4%
25	M	\$50	\$50	\$50	\$50	8	\$100	599.92	12,228.00	200	2.00	\$1,222,800	2.4%	2.4%
26	M	\$50	\$50	\$50	\$50	5	\$100	1,205.55	6,085.00	100	1.00	\$608,500	1.2%	1.2%
27	M	\$50	\$50	\$50	\$50	20	\$100	200.02	36,676.00	600	2.00	\$3,667,600	7.1%	7.1%
28	M	\$50	\$50	\$50	\$50	2	\$200	60,129.51	122.00	2	2.00	\$24,400	0.0%	0.0%
29	M	\$50	\$50	\$50	\$50	21	\$200	6,668.91	1,100.00	18	1.80	\$220,000	0.4%	0.4%
30	M	\$50	\$50	\$50	\$50	3	\$200	4,986.95	1,471.00	24	2.40	\$294,200	0.6%	0.6%
31	M	\$50	\$50	\$50	\$50	13	\$200	11,793.89	622.00	10	1.00	\$124,400	0.2%	0.2%
32	M	\$50	\$50	\$50	\$50	10	\$200	12,346.74	599.00	10	1.00	\$119,800	0.2%	0.2%
33	M	\$50	\$50	\$50	\$50	26	\$200	3,138.98	2,337.00	38	3.80	\$467,400	0.9%	0.9%
34	M	\$50	\$50	\$50	\$50	16	\$200	6,626.74	1,107.00	18	1.80	\$221,400	0.4%	0.4%
35	M	\$50	\$50	\$50	\$50	1	\$500	59,159.68	124.00	2	2.00	\$62,000	0.1%	0.1%
36	M	\$50	\$50	\$50	\$50	42	\$500	9,886.52	742.00	12	1.20	\$371,000	0.7%	0.7%
37	M	\$50	\$50	\$50	\$50	25	\$500	29,343.20	250.00	4	4.00	\$125,000	0.2%	0.2%
38	M	\$50	\$50	\$50	\$50	57	\$500	61,131.67	120.00	2	2.00	\$60,000	0.1%	0.1%
39	M	\$50	\$50	\$50	\$50	1	\$1,000	733,580.00	10	10	10.00	\$100,000	0.2%	0.2%
40	H	\$50	\$50	\$50	\$50	46	\$1,000	149,710.20	49	49	49.00	\$49,000	0.1%	0.1%
41	H	\$50	\$50	\$50	\$50	30	\$1,000	366,790.00	20	20	20.00	\$20,000	0.0%	0.0%
42	H	\$50	\$50	\$50	\$50	20	\$1,000	611,316.67	12	12	12.00	\$12,000	0.0%	0.0%
43	H	\$50	\$50	\$50	\$50	37	\$1,000	236,638.71	31	31	31.00	\$31,000	0.1%	0.1%
44	H	\$50	\$50	\$50	\$50	1	\$20,000	3,667,900.00	2.00	2.00	2.00	\$40,000	0.1%	0.1%
45	H	\$50	\$50	\$50	\$50	1	\$20,000	916,975.00	8.00	8.00	8.00	\$160,000	0.3%	0.3%
46	H	\$50	\$50	\$50	\$50	1	\$250,000	7,335,800.00	1.00	1.00	1.00	\$250,000	0.5%	0.5%
47	H	\$50	\$50	\$50	\$50	1	\$250,000	2,445,266.67	3.00	3.00	3.00	\$750,000	1.5%	1.5%
48	H	\$50	\$50	\$50	\$50	57	\$250,000	2,445,266.67	3.00	3.00	3.00	\$750,000	1.5%	1.5%

2 Decimals: 3.45 2,123,894 34,740 12.75 3,4539 100.00%
 4 Decimals: 54.6%

Low Tier 42.9%
 Mid Tier 54.6%
 High Tier 2.58%

No.

09/27/17

Game Name Super Hit Super Ticket Game No 2026 Inv No. 90097088 Vendor IGT TLC PO # 362-17-9009 RL029

Description/Tickets Delivered Qty Units per 1000 Unit Price Amount

7,335,800 7,335.80 \$91.94 \$674,453.45

Delivered 7,335,800 Sub Total \$674,453.45

Ordered 7,200,000 Hole Drilled Sample Tickets \$4,080.00

2% under 7,056,000 Total \$678,533.45

2% over 7,344,000

Acceptable Range 0

Instant Ticket Game Analysis
2/28/16-2/24/18

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5	\$10		\$20	\$50	
< 5M	None	Week 12*	None	None	None	2M	None	None	None
5M-9.99M	Week 16	Week 19	Week 17	Week 18	None	3M	None	None	None
10M-14.99M	Week 19	None	None	None	None	4M	None	None	None
15M-19.99M	None	None	None	Week 52*	Week 19	5M	Week 19	Week 43*	None
20M-24.99M	None	Week 34*	Week 38*	Week 59*	Week 15	6M	Week 15	None	None
25M-29.99M	None	Week 39*	None	None	None	7M*	None	Week 49*	None
30M-34.99M	Week 41*	None	None	Week 39*	None	8M	None	Week 35*	None
>35M	None	Week 61	Week 50	Week 52*	Week 31	>9M	Week 31	Week 41*	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5	\$10		\$20	\$50	
< 5M	None	\$714,918	None	None	None	2M	None	None	None
5M-9.99M	\$512,110	\$743,055	\$1,109,054	\$1,865,496	None	3M	None	None	None
10M-14.99M	\$511,766	None	None	None	None	4M	None	None	None
15M-19.99M	None	None	None	\$1,508,375	\$2,537,188	5M	\$2,537,188	\$2,329,740	None
20M-24.99M	None	\$1,078,385	\$1,398,153	\$1,450,990	\$3,483,559	6M	\$3,483,559	None	None
25M-29.99M	None	\$1,309,641	None	None	None	7M*	None	\$2,502,908	None
30M-34.99M	\$636,048	None	None	\$3,329,657	None	8M	None	\$3,985,513	None
>35M	None	\$1,023,347	\$1,825,122	\$3,361,809	\$3,614,099	>9M	\$3,614,099	\$3,781,160	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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