

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Scratch Ticket Information**

Date Completed 7/30/2018

Game #	2037	Confirmed Packs	2,955
Game Name	Some Like It Hot	Active Packs	2,072
Quantity Printed	9,299,250	Warehouse Packs	-
Price Point	\$1	Returned Packs	1,176
Start Date	4/2/2018	Printed Payout Percentage	59.96%
Top Prize	\$ 3,000	Percent Sold	87.11%
Number of Top Prizes Remaining	4	Number of Weeks Out	17

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 93,271	Actual ticket production costs
Prize payout expense	\$ 4,557,608	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 4,650,879

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 8,100,577	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 8,100,577

**Excess of Revenue over Expended** \$ 3,449,697

**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	\$	106,211
Next week	\$	143,610
Next week	\$	168,810
<b>Avg Weekly Sales Current Game</b>	<b>\$</b>	<b>139,544</b>
Avg Weekly Sales \$1; 5M-9.99M Qty	\$	512,110
<b>Percentage Of Variance In Sales</b>		<b>73%</b>

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	2037	Printed Payout Percentage	59.96%
Game Name	Some Like It Hot	Actual Payout Percentage	56.26%
Percent Sold	87.11%	Number of Weeks Out	17
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			16

**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):

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*Paul Boussock*      7/30/18  
Instant Product Coordinator      Date

*[Signature]*      8/6/18  
Products Manager      Date

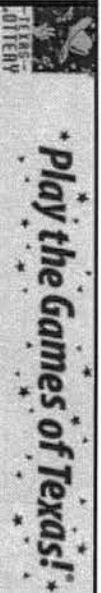
By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

\_\_\_\_\_  
Lottery Operations Division Director

\_\_\_\_\_  
Control

\_\_\_\_\_  
Exec      Date

Not Required  
>85% Sold



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	7/29/18	7/14/18	7/17/18	7/18/18
Baseline	2043	\$1	17,131,950	5X THE CASH	5/7/18			12	50.17%	15,467	9,543	29,113	5	\$602,809.00	\$596,167.00	\$643,068.00	\$695,634.00	
	2058	\$1	9,295,500	BLACKJACK	6/4/18			8	60.35%	14,172	8,609	165	1	\$636,072.00	\$658,235.00	\$659,017.00	\$733,909.00	
	2050	\$1	9,301,650	SUPER 9S	6/27/18			4	41.83%	17,010	10,950	5,085	3	\$920,361.00	\$917,976.00	\$972,377.00	\$884,214.00	
	2015	\$2	7,224,625	2X CASH	6/18/18			6	30.53%	14,585	7,592	16,860	3	\$605,706.00	\$674,508.00	\$874,300.00	\$953,262.00	
	2041	\$2	7,171,375	ACES AND 8S	6/25/18			5	9.65%	14,365	4,911	31,191	0	\$450,890.00	\$433,776.00	\$339,288.00	\$141,862.00	
	2079	\$2	35,539,375	BLACKOUT BINGO	7/3/18			4	1.83%	12,644	5,491	259,167	0	\$684,008.00	\$47,098.00	\$163,250.00	\$7,750.00	
	2080	\$2	40,562,000	BREAK THE BANK	6/15/18			6	4.27%	13,587	7,248	287,612	0	\$933,818.00	\$877,678.00	\$840,958.00	\$592,564.00	
	2028	\$2	7,235,875	CINCO 5 SPOT	5/21/18			10	50.25%	9,696	5,001	11,792	26	\$470,396.00	\$488,776.00	\$601,804.00	\$734,156.00	
	2048	\$2	7,212,875	DOUBLE MATCH	7/16/18			2	7.86%	19,918	8,756	22,532	4	\$728,404.00	\$406,810.00	\$0	\$0	
	2044	\$3	7,341,125	THE CASH WHEEL	5/21/18			10	52.60%	12,027	7,652	5,568	13	\$947,814.00	\$1,012,296.00	\$1,163,625.00	\$1,272,204.00	
	1837	\$5	7,040,775	\$100,000 JACKPOT	6/18/18			6	42.47%	17,881	7,764	26,119	3	\$1,831,720.00	\$1,985,670.00	\$2,462,520.00	\$2,790,355.00	
	1848	\$5	8,098,800	25X THE MONEY	7/16/18			2	19.23%	15,514	8,715	57,785	4	\$4,649,445.00	\$3,136,815.00	\$0	\$0	
	2049	\$5	7,334,250	FROGGER	6/27/18			4	29.07%	19,239	10,152	37,748	3	\$1,696,400.00	\$2,058,330.00	\$2,747,890.00	\$3,085,705.00	
	2061	\$5	7,335,675	LION'S SHARE	6/4/18			8	40.99%	14,513	7,352	33,960	21	\$1,211,920.00	\$1,285,220.00	\$1,483,485.00	\$1,633,585.00	
	2032	\$5	7,706,850	PHARAOH'S GOLD	5/21/18			10	39.51%	12,540	6,701	40,627	52	\$920,285.00	\$890,330.00	\$1,175,840.00	\$1,337,440.00	
	1844	\$5	7,192,125	THE MONEY GAME	5/7/18			12	52.06%	10,942	5,537	27,357	87	\$755,590.00	\$805,390.00	\$955,585.00	\$1,049,840.00	
	2046	\$10	8,311,000	50X THE CASH	5/7/18			12	48.54%	20,806	8,161	53,792	6	\$2,570,100.00	\$2,687,900.00	\$3,145,960.00	\$3,278,750.00	
	2076	\$10	9,170,500	CASINO ACTION SUPER TICKET	6/27/18			4	11.12%	22,318	6,421	131,258	16	\$1,990,040.00	\$2,279,900.00	\$2,662,980.00	\$2,451,270.00	
	2075	\$10	6,076,350	THE GLITTER IS GOLD	7/16/18			2	10.33%	21,742	9,035	74,818	6	\$4,012,200.00	\$2,264,730.00	\$0	\$0	
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			2	5.30%	29,771	8,897	227,836	5	\$4,477,180.00	\$3,069,620.00	\$0	\$0	
	2057	\$50	3,611,100	200X THE CASH	6/18/18			6	13.12%	16,874	6,099	131,112	14	\$3,903,400.00	\$3,841,750.00	\$4,182,550.00	\$4,131,400.00	
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			45	0.00%	0	0	4,660	146	\$0	\$0	\$0	\$0	
	2012	\$1	29,860,050	HOT 7'S	1/2/18			30	63.01%	7,667	4,532	59,131	37	\$267,158.00	\$290,226.00	\$312,743.00	\$339,122.00	
	1804	\$1	829,650	LUCKY STARS	9/18/17			45	0.00%	0	0	2,821	386	\$0	\$0	\$0	\$0	
	2037	\$1	9,299,250	SOME LIKE IT HOT	4/2/18			17	87.11%	2,955	2,072	0	1,176	\$106,211.00	\$143,610.00	\$168,810.00	\$212,253.00	
	1893	\$2	7,092,375	A CUT ABOVE	3/19/18			19	76.89%	4,580	2,158	1,620	2,330	\$200,828.00	\$215,378.00	\$234,016.00	\$302,964.00	
	2009	\$2	7,076,375	BLING	2/19/18			23	75.40%	3,045	1,351	5,030	2,867	\$108,314.00	\$131,952.00	\$128,050.00	\$179,240.00	
	2054	\$2	7,205,875	CRAZY CASH MULTIPLIER	4/16/18			15	73.12%	8,388	4,283	342	551	\$367,870.00	\$403,590.00	\$448,342.00	\$537,534.00	
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18			28	31.90%	15,148	8,265	168,632	5	\$752,458.00	\$719,624.00	\$781,412.00	\$805,696.00	
	2081	\$3	35,675,375	DOUBLE BONUS CROSSWORD	3/15/18			19	36.69%	17,274	9,106	151,286	3	\$1,979,667.00	\$2,019,207.00	\$2,088,386.00	\$2,202,732.00	

**Liability for 2037 / for Life to Date**

Product Status: SmartCash Enabled: Validation Range: 03/06/2018 - 12/31/2037  
 Active N/A

**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	\$1.00	192135	\$192,135.00	675774	\$675,774.00	77.86%	7240610
2	2	N/A	\$2.00	118571	\$237,142.00	485859	\$971,718.00	80.38%	7475016
3	3	N/A	\$4.00	43845	\$175,380.00	204184	\$816,736.00	82.32%	7655387
4	4	N/A	\$5.00	26043	\$130,215.00	129016	\$645,080.00	83.20%	7737390
5	5	N/A	\$10.00	10108	\$101,080.00	51883	\$518,830.00	83.69%	7782952
6	6	N/A	\$20.00	5103	\$102,060.00	25872	\$517,440.00	83.53%	7767237
7	0	N/A	\$40.00	509	\$20,360.00	2817	\$112,680.00	84.70%	7876123
8	0	N/A	\$50.00	581	\$29,050.00	3279	\$163,950.00	84.95%	7899544
9	0	N/A	\$100.00	181	\$18,100.00	784	\$78,400.00	81.24%	7555038
10	0	N/A	\$500.00	2	\$1,000.00	18	\$9,000.00	90.00%	8369324
11	0	N/A	\$3,000.00	4	\$12,000.00	16	\$48,000.00	80.00%	7439399
<b>Totals:</b>				<b>397082</b>	<b>\$1,018,522.00</b>	<b>1,579,502</b>	<b>\$4,557,608.00</b>		

NO. OF TICKETS: 9,299,250  
 NO. POOLS: 38.75  
 PACK SIZE: 150  
 PACKS/POOL: 1,600  
 PACKS/GAME: 61,995

MIN: 8,937,600  
 MAX: 9,302,400

TEXAS LOTTERY COMMISSION  
 "SOME LIKE IT HOT" GAME NUMBER 2037  
 END OF PRODUCTION PRIZE STRUCTURE  
 October 22, 2017 - VERSION 2

9,299,250 \$1 TICKETS \$9,299,250 - REVENUE \$9,299,250 - REVENUE  
 WINNERS IN 38.75  
 WINNERS IN 150  
 WINNERS IN 240,000  
 PRIZE FUND - \$5,576,130  
 PAYOUT % - 59.9632%

PRIZE TIER	# WINS	CODE	GET	WIN: 1 IN:	POOLS	WINNERS IN (PER PACK*)	WINNERS IN (PER POOL)	COST	PRIZE	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$1	10.71	867,909	14.00	22,400	\$	867,909	15.56%	
2	1	L	\$2	15.39	604,430	9.75	15,600	\$	1,208,860	21.68%	
3	1	L	\$4	37.49	248,029	4.00	6,400	\$	992,116	17.79%	
4	1	L	\$5	59.97	155,059	2.50	4,000	\$	775,295	13.90%	
5	1	L	\$10	150.01	61,991	1.00	1,600	\$	619,910	11.12%	LOW TIER
6	1	L	\$20	300.22	30,975	0.50	800	\$	619,500	11.11%	LOW TIER
7	1	M	\$40	2,795.93	3,326	-	87	\$	133,040	2.39%	
8	1	M	\$50 (SUN)	2,409.13	3,860	-	100	\$	193,000	3.46%	
9	1	M	\$100	9,636.53	965	-	25	\$	96,500	1.73%	MID TIER
10	1	M	\$500	464,962.50	20	-	-	\$	10,000	0.18%	HIGH TIER 7.76%
11	1	H	\$3,000	464,962.50	20	-	-	\$	60,000	1.08%	HIGH TIER 1.08%

Reveal "SUN" symbol = (WINS\$0)

TEXAS LOTTERY COMMISSION  
 "SOME LIKE IT HOT" GAME NUMBER 2037  
 END OF PRODUCTION PRIZE STRUCTURE  
 October 22, 2017 - VERSION 2

Consolidated odds are 1

Prize	Winnings	Prize	Winnings
\$1	867,909	\$10	61,991
\$2	604,430	\$20	30,975
\$4	248,029	\$40	3,326
\$5	155,059	\$50	3,860
\$10	61,991	\$100	965
\$20	30,975	\$500	20
\$40	3,326	\$3,000	20
\$50	3,860		
\$100	965		
\$500	20		
\$3,000	20		

WIN: GET	A	B	C	D
\$1 \$1	15 = \$ 15	14 = \$ 14	14 = \$ 14	13 = \$ 13
\$2 \$2	10 = \$ 20	9 = \$ 18	11 = \$ 22	9 = \$ 18
\$4 \$4	3 = \$ 12	5 = \$ 20	4 = \$ 16	4 = \$ 16
\$5 \$5	1 = \$ 5	4 = \$ 20	2 = \$ 10	3 = \$ 15
\$10 \$10	1 = \$ 10	1 = \$ 10	0 = \$ 0	2 = \$ 20
\$20 \$20	1 = \$ 20	0 = \$ 0	1 = \$ 20	0 = \$ 0
	31 \$82	33 \$82	32 \$82	31 \$82

\* Each of the four GLEBS types will be used in approximately 25% of the packs in the game.  
 \*\* Numbers are rounded.  
 Note: There will be no more than 35 winners per pack

No.

07/30/18  
 Game Name Game No Inv No Vendor TLC PO #  
 Some Like It Hot 2037 90100055 IGT 362-18-9009 RL018

Description/Tickets Delivered Qty

Units per 1000

Unit Price

Amount

9,299,250  
 Delivered 9,299,250  
 Ordered 9,120,000

8,937,600  
 2% under  
 9,302,400  
 2% over

Accetible  
 Range 0

Sub Total \$93,271.48  
 Total \$93,271.48

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

**Average Number of Weeks for 85% Average Sell Through**

		Price Point					Price Point				
Print Quantities	\$1	\$2	\$3	\$5		Print Quantities	\$10	\$20	\$50		
< 5M	None	Week 12*	None	None	None	2M	None	None	None	None	
5M-9.99M	Week 16	Week 19	Week 17	Week 18		3M	None	None	None	None	
10M-14.99M	Week 19	None	None	None		4M	None	None	None	None	
15M-19.99M	None	None	None	Week 52*		5M	Week 19	Week 43*	None	None	
20M-24.99M	None	Week 34*	Week 38*	Week 59*		6M	Week 15	None	None	None	
25M-29.99M	None	Week 39*	None	None		7M	None	Week 49*	None	None	
30M-34.99M	Week 41*	None	None	Week 39*		8M	None	Week 35*	None	None	
>35M	None	Week 61	Week 50	Week 52*		>9M	Week 31	Week 41*	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	\$50		
< 5M	None	\$714,918	None	None	None	2M	None	None	None	None	
5M-9.99M	\$512,110	\$743,055	\$1,109,054	\$1,865,496		3M	None	None	None	None	
10M-14.99M	\$511,766	None	None	None		4M	None	None	None	None	
15M-19.99M	None	None	None	\$1,508,375		5M	\$2,537,188	\$2,329,740	None	None	
20M-24.99M	None	\$1,078,385	\$1,398,153	\$1,450,990		6M	\$3,483,559	None	None	None	
25M-29.99M	None	\$1,309,641	None	None		7M	None	\$2,502,908	None	None	
30M-34.99M	\$636,048	None	None	\$3,329,657		8M	None	\$3,985,513	None	None	
>35M	None	\$1,023,347	\$1,825,122	\$3,361,809		>9M	\$3,614,099	\$3,781,160	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