

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 8/20/2019

Game #	2057	Confirmed Packs	5,574
Game Name	200X The Cash	Active Packs	2,479
Quantity Printed	3,611,100	Warehouse Packs	9,981
Price Point	\$50	Returned Packs	36
Start Date	6/18/2018	Printed Payout Percentage	77.95%
Top Prize	\$ 5,000,000	Percent Sold	89.18%
Number of Top Prizes Remaining	0	Number of Weeks Out	61

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 54,510	Actual ticket production costs
Prize payout expense	\$ 126,719,590	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 126,774,100**

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 161,018,949	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 161,018,949	

Excess of Revenue over Expended **\$ 34,244,849**

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

Previous 3 Weeks Sales from DaVinci		
Most recent week sales	\$	1,523,600
Next week	\$	1,522,450
Next week	\$	1,828,800
Avg Weekly Sales Current Game	\$	1,624,950
Avg Weekly Sales \$50; <5M	\$	2,913,384
Percentage Of Variance In Sales		44%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2057	Printed Payout Percentage	77.95%
Game Name	200X The Cash	Actual Payout Percentage	78.70%
Percent Sold	89.18%	Number of Weeks Out	61
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			52

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

NOT REQUIRED: ZERO TOP PRIZE

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: ZERO TOP PRIZE

Comptroller

Executive Director

Date



Da Vinci Report
Week End Date: 8/17/19
8/20/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/17/19	8/10/19	8/3/19	7/27/19
Mature	2136	\$5	10,630,050	EMERALD 7S	5/6/19			15	68.68%	15,231	8,741	17,443	22	\$1,609,430.00	\$1,585,920.00	\$1,826,595.00	\$1,692,095.00
	2116	\$5	7,030,050	GOLDEN NUGGET	2/18/19			26	86.27%	2,132	1,645	8,257	84	\$228,165.00	\$247,530.00	\$320,930.00	\$297,085.00
	2118	\$5	7,338,825	HOT 5S HOT STREAK	3/4/19			24	69.51%	3,225	2,162	23,424	207	\$242,990.00	\$252,555.00	\$342,415.00	\$305,665.00
	2066	\$5	7,334,475	PAC-MAN SLOTS	4/1/19			20	66.91%	6,157	3,476	20,889	707	\$379,760.00	\$405,875.00	\$527,540.00	\$503,770.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18			38	52.53%	12,679	7,568	119,512	20	\$1,314,260.00	\$1,330,010.00	\$1,572,595.00	\$1,448,270.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			30	54.10%	23,690	11,182	204,159	19	\$3,556,565.00	\$3,613,565.00	\$3,939,295.00	\$3,740,200.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			50	40.32%	12,441	5,853	318,813	13	\$2,224,810.00	\$2,195,740.00	\$2,482,640.00	\$2,112,590.00
	2166	\$10	12,139,700	\$250,000 50X CASHWORD	4/15/19			18	57.31%	19,327	9,018	70,446	16	\$3,583,700.00	\$3,715,540.00	\$4,378,340.00	\$3,338,460.00
	2084	\$10	26,555,050	MEGA LOTERIA	10/1/18			46	84.99%	24,733	10,395	37,770	11	\$4,976,690.00	\$4,911,890.00	\$5,472,720.00	\$5,095,480.00
	2137	\$10	8,137,300	RUBY 7S	5/6/19			15	71.42%	17,705	9,983	15,213	25	\$2,704,730.00	\$2,755,890.00	\$3,145,700.00	\$2,942,150.00
	2122	\$10	5,987,100	THE BIG TICKET	2/18/19			26	85.09%	6,449	3,784	5,971	68	\$672,310.00	\$666,030.00	\$838,030.00	\$807,160.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18			46	67.47%	9,242	4,331	79,431	24	\$1,417,340.00	\$1,462,160.00	\$1,617,080.00	\$1,504,600.00
	2107	\$20	8,987,375	200X	12/3/18			37	82.99%	17,469	8,225	31,044	14	\$3,125,820.00	\$3,117,460.00	\$3,463,940.00	\$3,181,460.00
	2138	\$20	7,221,600	DIAMOND 7S	5/6/19			15	48.24%	23,141	9,538	111,736	11	\$3,642,980.00	\$3,739,320.00	\$4,239,000.00	\$3,865,200.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			118	38.15%	11,145	5,627	838,505	22	\$2,069,800.00	\$2,024,320.00	\$2,266,880.00	\$1,997,200.00
	2077	\$20	5,075,275	MILLIONAIRE CLUB	12/17/18			35	50.66%	8,610	4,091	85,778	21	\$788,220.00	\$828,940.00	\$942,640.00	\$844,840.00
	2135	\$20	6,091,725	MILLION DOLLAR LOTERIA	4/15/19			18	62.22%	24,276	9,012	53,129	19	\$4,300,800.00	\$4,338,120.00	\$4,799,540.00	\$4,417,240.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			57	64.04%	5,782	3,173	92,022	12	\$811,920.00	\$850,080.00	\$913,580.00	\$806,360.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			74	25.09%	8,295	4,463	1,005,683	26	\$2,185,530.00	\$2,127,330.00	\$2,477,100.00	\$2,266,950.00
	2114	\$30	5,971,025	300X	1/7/19			32	72.98%	15,841	7,357	37,971	12	\$3,142,950.00	\$3,101,070.00	\$3,525,360.00	\$3,194,580.00
	2057	\$50	3,611,100	200X THE CASH	6/18/18			61	89.18%	5,574	2,479	9,981	36	\$1,523,600.00	\$1,522,450.00	\$1,828,800.00	\$1,557,350.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			39	62.87%	7,581	3,367	71,891	44	\$2,163,050.00	\$2,241,650.00	\$2,610,550.00	\$2,361,500.00
	Out of Wareh	2149	\$1	FIREBALL 5S	6/26/19			7	63.79%	12,401	8,149	37	18	\$650,861.00	\$752,029.00	\$960,869.00	\$855,452.00
	Sold/Closing	2111	\$1	10X	12/3/18	9/8/19	10/23/19	37	96.34%	3,131	2,039	0	290	\$144,861.00	\$188,652.00	\$256,037.00	\$271,415.00
		2123	\$1	CASH PAYOUT	4/1/19	9/8/19	10/23/19	20	89.04%	1,800	1,316	0	2,442	\$63,758.00	\$75,145.00	\$99,800.00	\$102,901.00
		2130	\$1	FIND THE 9S	3/4/19	7/14/19	8/28/19	24	94.91%	17	17	0	2,702	\$234.00	\$2,571.00	\$5,404.00	\$11,158.00
		2133	\$2	\$30,000 JACKPOT	2/18/19	8/18/19	10/2/19	26	93.57%	588	592	42	1,582	\$64,350.00	\$73,752.00	\$114,674.00	\$129,936.00
		2151	\$2	777	3/18/19	8/18/19	10/2/19	22	96.54%	305	261	0	901	\$35,308.00	\$37,476.00	\$64,620.00	\$77,988.00
		2108	\$2	MONEY MULTIPLIER	1/21/19	8/18/19	10/2/19	30	90.97%	558	643	135	3,160	\$63,176.00	\$74,592.00	\$94,074.00	\$92,108.00
		2139	\$2	TRIPLE PLAY	4/15/19			18	92.06%	2,194	1,350	0	383	\$139,754.00	\$145,060.00	\$225,746.00	\$285,360.00
		2078	\$2	WEEKLY GRAND	1/10/18	9/8/19	10/23/19	83	89.54%	7,081	7,914	7,470	47	\$603,192.00	\$633,528.00	\$742,708.00	\$681,708.00
		2031	\$3	CINCO CONNECT	3/4/19	9/8/19	10/23/19	24	70.21%	2,177	1,295	3,137	6,211	\$121,275.00	\$124,761.00	\$168,825.00	\$160,566.00

Liability for 2057 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 05/22/2018 - 04/02/2020

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	\$70.00	39084	\$2,735,880.00	322140	\$22,549,800.00	89.18%	3220383
2	2	N/A	\$70.00	9829	\$688,030.00	80372	\$5,626,040.00	89.10%	3217606
3	3	N/A	\$70.00	9865	\$690,550.00	80336	\$5,623,520.00	89.06%	3216165
4	4	N/A	\$70.00	5458	\$382,060.00	39599	\$2,771,930.00	87.89%	3173667
5	5	N/A	\$100.00	4964	\$496,400.00	40156	\$4,015,600.00	89.00%	3213814
6	6	N/A	\$100.00	10041	\$1,004,100.00	80313	\$8,031,300.00	88.89%	3209800
7	7	N/A	\$100.00	9938	\$993,800.00	80416	\$8,041,600.00	89.00%	3213916
8	8	N/A	\$100.00	5090	\$509,000.00	39967	\$3,996,700.00	88.70%	3203161
9	9	N/A	\$100.00	5605	\$560,500.00	39539	\$3,953,900.00	87.58%	3162752
10	0	N/A	\$200.00	2666	\$533,200.00	21434	\$4,286,800.00	88.94%	3211631
11	0	N/A	\$200.00	3245	\$649,000.00	26803	\$5,360,600.00	89.20%	3221123
12	0	N/A	\$200.00	2609	\$521,800.00	21454	\$4,290,800.00	89.16%	3219571
13	0	N/A	\$200.00	2685	\$537,000.00	21416	\$4,283,200.00	88.86%	3208801
14	0	N/A	\$200.00	3292	\$658,400.00	26811	\$5,362,200.00	89.06%	3216197
15	0	N/A	\$200.00	1648	\$329,600.00	13368	\$2,673,600.00	89.03%	3214783
16	0	N/A	\$200.00	380	\$76,000.00	2605	\$521,000.00	87.27%	3151395
17	0	N/A	\$500.00	328	\$164,000.00	2680	\$1,340,000.00	89.10%	3217336
18	0	N/A	\$500.00	1318	\$659,000.00	10781	\$5,390,500.00	89.11%	3217726
19	0	N/A	\$500.00	914	\$457,000.00	7196	\$3,598,000.00	88.73%	3204127
20	0	N/A	\$500.00	344	\$172,000.00	2654	\$1,327,000.00	88.53%	3196750
21	0	N/A	\$500.00	65	\$32,500.00	531	\$265,500.00	89.09%	3217271
22	0	N/A	\$2,500.00	96	\$240,000.00	651	\$1,627,500.00	87.15%	3147022
23	0	N/A	\$2,500.00	93	\$232,500.00	660	\$1,650,000.00	87.65%	3165107
24	0	N/A	\$2,500.00	138	\$345,000.00	1060	\$2,650,000.00	88.48%	3195130
25	0	N/A	\$2,500.00	41	\$102,500.00	257	\$642,500.00	86.24%	3114270
26	0	N/A	\$20,000.00	2	\$40,000.00	18	\$360,000.00	90.00%	3249989
27	0	N/A	\$20,000.00	1	\$20,000.00	19	\$380,000.00	95.00%	3430544
28	0	N/A	\$20,000.00	0	\$0.00	5	\$100,000.00	100.00%	3611100
29	0	N/A	\$200,000.00	0	\$0.00	4	\$800,000.00	100.00%	3611100
30	0	N/A	\$200,000.00	1	\$200,000.00	1	\$200,000.00	50.00%	1805549
31	0	N/A	\$5,000,000.00	0	\$0.00	2	\$10,000,000.00	100.00%	3611099
32	0	N/A	\$5,000,000.00	0	\$0.00	1	\$5,000,000.00	100.00%	3611100
Totals:				119740	\$14,029,820.00	963,249	\$126,719,590.00		

No.

08/20/19

Game Name
200X The Cash

Game No
2057

Inv No.
90101157

Vendor
IGT

TLC PO #
362-18-9009 RL023

Description/Tickets Delivered Qty		Units per 1000	Unit Price	Amount
3,611,100		3,611.10	\$56.08	\$202,510.49
Delivered				
Ordered				
3,611,100				
3,600,000				
2% under				
2% over				
3,528,000				
3,672,000				
Acceptable				
Range				
0				
Sub Total				\$202,510.49
Less Sanction				\$148,000.00
Total				\$54,510.49

Instant Ticket Game Analysis
2/26/17-2/23/19

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point			
	\$1	\$2	\$3	\$5			\$10	\$20	\$30	\$50
< 5M	None	Week 12*	None	None		2M	None	None	None	None
5M-9.99M	Week 15	Week 18	Week 18	Week 17		3M	None	None	None	Week 52*
10M-14.99M	Week 20	None	None	Week 16*		4M	None	None	None	None
15M-19.99M	Week 23	None	Week 32*	Week 48		5M	None	Week 42	None	None
20M-24.99M	None	None	None	Week 57		6M	Week 22	None	None	None
25M-29.99M	Week 58*	None	None	None		7M	None	Week 49*	None	None
30M-34.99M	Week 41*	Week 57*	None	None		8M	Week 25*	None	None	None
>35M	None	Week 55*	Week 57	Week 53*		>9M	Week 43	Week 49*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point			
	\$1	\$2	\$3	\$5			\$10	\$20	\$30	\$50
< 5M	None	\$714,918	None	None		2M	None	None	None	None
5M-9.99M	\$543,741	\$753,911	\$1,037,655	\$2,105,631		3M	None	None	None	\$2,913,384
10M-14.99M	\$527,618	None	None	\$2,919,843		4M	None	None	None	None
15M-19.99M	\$633,249	None	\$1,302,836	\$1,502,081		5M	None	\$2,300,088	None	None
20M-24.99M	None	None	None	\$1,710,701		6M	\$2,715,030	None	None	None
25M-29.99M	\$438,898	None	None	None		7M	None	\$2,502,908	None	None
30M-34.99M	\$629,856	\$1,039,084	None	None		8M	\$2,822,095	None	None	None
>35M	None	\$1,243,302	\$1,731,457	\$3,256,460		>9M	\$2,847,773	\$3,190,792	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