

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

**Scratch Ticket Information**

Date Completed 8/11/2020

Game #	2204	Confirmed Packs	1,767
Game Name	Sizzling Hot 7s	Active Packs	1,039
Quantity Printed	7,199,000	Warehouse Packs	48
Price Point	\$2	Returned Packs	651
Start Date	3/16/2020	Printed Payout Percentage	64.97%
Top Prize	\$ 30,000	Percent Sold	92.76%
Number of Top Prizes Remaining	0	Number of Weeks Out	21

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 134,263	Actual ticket production costs
Prize payout expense	\$ 8,278,200	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 8,412,463

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 13,355,585	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 13,355,585

**Excess of Revenue over Expended** \$ 4,943,122

**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	\$	112,574	
Next week	\$	145,646	
Next week	\$	181,830	
Avg Weekly Sales Current Game	\$	146,683	
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	761,968	
Percentage Of Variance In Sales		81%	

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

**Instant Ticket Information**

Game #	2204	Printed Payout Percentage	64.97%
Game Name	Sizzling Hot 7s	Actual Payout Percentage	61.98%
Percent Sold	92.76%	Number of Weeks Out	21
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			18

**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):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Scratch Ticket Strategy Coordinator      Date

\_\_\_\_\_  
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      Date

\_\_\_\_\_  
Controller      Date

\_\_\_\_\_  
Executive Director      Date

## Bowersock, Dale

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**From:** WebsiteSupport  
**Sent:** Tuesday, August 11, 2020 5:19 AM  
**To:** WEBSITE\_SCRATCH\_ZTP  
**Subject:** ZTP Occurrence: Date 08/10/2020

All top prizes for the following game(s) have been claimed as of 08/10/2020.

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
2213	Money Multiplier	\$5	\$100,000	4	4		0	0	4/6/2020	7/31/2020	08/30/2020	10/14/2020	07/24/2020
2204	Sizzling Hot 7s	\$2	\$30,000	6	6		0	0	3/16/2020	7/31/2020	08/30/2020	10/14/2020	08/10/2020

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.



# Play the Games of Texas!

Da Vinci Report

8/11/20

Week End Date:8/8/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/8/20	8/1/20	7/25/20	7/18/20
Mature	2195	\$5	20,072,100	MONOPOLY 50X	1/6/20			31	85.67%	14,228	8,914	11,943	64	\$1,636,200.00	\$1,710,285.00	\$1,690,915.00	\$1,825,995.00
	2221	\$5	7,148,925	SPACE INVADERS \$50,000 CASH IN	4/20/20			16	80.03%	9,911	5,209	2,267	450	\$673,825.00	\$810,325.00	\$842,530.00	\$967,130.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			34	67.19%	24,945	12,636	132,784	41	\$4,582,010.00	\$4,531,795.00	\$4,476,605.00	\$4,432,120.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			101	87.16%	16,600	6,630	45,314	75	\$2,806,590.00	\$2,802,090.00	\$2,741,270.00	\$2,701,000.00
	2226	\$10	18,095,250	\$250,000 50X CASHWORD	5/1/20			14	36.46%	26,519	9,660	186,687	28	\$5,237,640.00	\$5,081,970.00	\$4,940,440.00	\$4,958,630.00
	2223	\$10	7,279,250	BREAK THE BANK SUPER TICKET	5/4/20			14	71.82%	18,662	9,667	8,853	83	\$2,475,260.00	\$2,554,740.00	\$2,491,530.00	\$2,575,980.00
	2196	\$10	13,192,900	MONOPOLY 100X	1/6/20			31	89.46%	16,255	8,866	466	60	\$2,528,070.00	\$2,547,950.00	\$2,534,800.00	\$2,581,170.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			169	57.20%	15,745	7,241	565,387	49	\$3,341,760.00	\$3,310,540.00	\$3,030,120.00	\$2,929,500.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			23	52.12%	32,395	10,477	178,115	47	\$6,867,500.00	\$6,607,260.00	\$6,464,000.00	\$6,283,400.00
	2197	\$20	8,934,650	MONOPOLY 200X	1/6/20			31	66.71%	18,933	8,914	86,586	43	\$2,995,740.00	\$3,089,120.00	\$2,892,760.00	\$2,888,380.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20			27	67.80%	21,579	8,583	57,757	40	\$3,336,260.00	\$3,240,480.00	\$3,061,800.00	\$2,882,120.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			21	26.68%	17,110	8,636	322,559	59	\$4,453,200.00	\$4,446,150.00	\$4,236,600.00	\$4,356,930.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			125	37.57%	14,587	6,951	824,401	47	\$4,195,680.00	\$3,917,040.00	\$3,626,010.00	\$3,447,720.00
	2227	\$50	5,138,000	\$1,000,000 GOLDEN RICHES	4/6/20			18	53.31%	17,442	9,514	88,904	48	\$8,579,100.00	\$8,365,500.00	\$7,992,400.00	\$7,537,550.00
	2190	\$50	5,506,820	PREMIER PLAY	12/2/19			36	76.40%	10,577	5,342	46,066	62	\$5,477,800.00	\$5,515,100.00	\$5,224,950.00	\$4,913,950.00
Out of Wareh	2230	\$2	7,334,000	FIND THE 9S	7/13/20			4	17.98%	34,775	9,544	51	49	\$1,139,958.00	\$925,380.00	\$482,206.00	\$89,500.00
	2153	\$10	6,116,850	EXTREME PAYOUT	6/15/20			8	69.76%	23,457	10,723	67	57	\$4,530,120.00	\$4,734,720.00	\$4,749,240.00	\$5,022,220.00
Sold/Closing	2200	\$1	9,245,700	QUICK 7S	2/3/20	7/5/20	8/19/20	27	94.18%	117	43	0	2,551	\$2,485.00	\$6,307.00	\$6,558.00	\$12,593.00
	2206	\$1	9,299,550	TIC TAC TOAD	3/2/20	8/2/20	9/16/20	23	92.45%	916	614	118	1,914	\$47,752.00	\$56,538.00	\$59,988.00	\$74,714.00
	2127	\$2	7,109,375	4-WAY CASH	2/17/20	8/30/20	10/14/20	25	90.07%	2,050	1,278	418	1,144	\$103,638.00	\$124,182.00	\$140,846.00	\$169,990.00
	2198	\$2	7,218,250	HEARTS	1/20/20	7/5/20	8/19/20	29	93.20%	105	28	313	2,436	-\$1,784.00	\$6,998.00	\$12,178.00	\$30,232.00
	2204	\$2	7,199,000	SIZZLING HOT 7S	3/16/20	8/30/20	10/14/20	21	92.76%	1,767	1,039	48	651	\$112,574.00	\$145,646.00	\$181,830.00	\$213,166.00
	2201	\$5	6,234,900	\$50,000 POKER	2/3/20	7/5/20	8/19/20	27	98.27%	15	12	7	1,017	\$435.00	\$2,555.00	\$6,315.00	\$20,175.00
	2199	\$5	7,131,225	88 FORTUNES	1/20/20	7/13/20	8/27/20	29	97.37%	119	52	378	920	\$10,845.00	\$25,675.00	\$73,680.00	\$168,620.00
	2207	\$5	7,098,225	JAMES BOND 007	3/2/20	7/31/20	9/14/20	23	98.86%	157	136	11	381	\$19,635.00	\$43,995.00	\$62,195.00	\$95,290.00
	2213	\$5	7,045,350	MONEY MULTIPLIER	4/6/20	8/30/20	10/14/20	18	97.48%	790	642	336	233	\$136,960.00	\$164,470.00	\$236,990.00	\$330,875.00
	2211	\$5	7,341,450	PINK DIAMOND 7S	3/16/20	8/30/20	10/14/20	21	97.87%	629	556	332	244	\$99,755.00	\$130,315.00	\$170,810.00	\$255,900.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18	7/5/20	8/19/20	89	99.14%	40	24	246	1,132	\$4,940.00	\$7,100.00	\$30,665.00	\$51,860.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19	7/5/20	8/19/20	81	99.74%	16	4	16	612	\$1,155.00	\$3,015.00	\$6,965.00	\$8,960.00
	2192	\$5	7,218,150	TRIPLE DOUBLE 777 RED HOT	2/17/20	7/15/20	8/29/20	25	93.72%	439	242	327	2,123	\$66,205.00	\$150,135.00	\$269,730.00	\$439,060.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19	7/15/20	8/29/20	40	99.16%	119	21	80	967	\$8,960.00	\$15,680.00	\$39,140.00	\$70,990.00
	2208	\$10	7,142,200	\$50 OR \$100!	3/2/20	8/30/20	10/14/20	23	98.65%	677	281	23	566	\$118,860.00	\$152,390.00	\$198,680.00	\$289,670.00

**Liability for 2204 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 11/20/2019 - 04/13/2021**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	\$2.00	110758	\$221,516.00	580280	\$1,160,560.00	83.97%	6045160
2	2	N/A	\$4.00	60953	\$243,812.00	457369	\$1,829,476.00	88.24%	6352420
3	3	N/A	\$4.00	16519	\$66,076.00	98785	\$395,140.00	85.67%	6167636
4	4	N/A	\$6.00	12613	\$75,678.00	102517	\$615,102.00	89.04%	6410317
5	5	N/A	\$6.00	6115	\$36,690.00	51477	\$308,862.00	89.38%	6434625
6	6	N/A	\$10.00	1793	\$17,930.00	12595	\$125,950.00	87.54%	6301876
7	7	N/A	\$10.00	4755	\$47,550.00	38449	\$384,490.00	88.99%	6406683
8	8	N/A	\$20.00	1716	\$34,320.00	12678	\$253,560.00	88.08%	6340761
9	9	N/A	\$20.00	4235	\$84,700.00	38963	\$779,260.00	90.20%	6493232
10	0	N/A	\$50.00	766	\$38,300.00	6753	\$337,650.00	89.81%	6465600
11	0	N/A	\$50.00	160	\$8,000.00	1329	\$66,450.00	89.25%	6425433
12	0	N/A	\$50.00	487	\$24,350.00	5497	\$274,850.00	91.86%	6613118
13	0	N/A	\$50.00	842	\$42,100.00	8120	\$406,000.00	90.60%	6522637
14	0	N/A	\$50.00	419	\$20,950.00	4395	\$219,750.00	91.30%	6572414
15	0	N/A	\$100.00	64	\$6,400.00	532	\$53,200.00	89.26%	6425953
16	0	N/A	\$100.00	191	\$19,100.00	2005	\$200,500.00	91.30%	6572857
17	0	N/A	\$100.00	214	\$21,400.00	2187	\$218,700.00	91.09%	6557356
18	0	N/A	\$100.00	140	\$14,000.00	1341	\$134,100.00	90.55%	6518473
19	0	N/A	\$200.00	17	\$3,400.00	282	\$56,400.00	94.31%	6789692
20	0	N/A	\$200.00	67	\$13,400.00	676	\$135,200.00	90.98%	6549830
21	0	N/A	\$200.00	30	\$6,000.00	261	\$52,200.00	89.69%	6456835
22	0	N/A	\$200.00	20	\$4,000.00	134	\$26,800.00	87.01%	6264064
23	0	N/A	\$1,000.00	11	\$11,000.00	20	\$20,000.00	64.52%	4644516
24	0	N/A	\$1,000.00	11	\$11,000.00	19	\$19,000.00	63.33%	4559366
25	0	N/A	\$1,000.00	5	\$5,000.00	25	\$25,000.00	83.33%	5999166
26	0	N/A	\$30,000.00	0	\$0.00	4	\$120,000.00	100.00%	7199000
27	0	N/A	\$30,000.00	0	\$0.00	2	\$60,000.00	100.00%	7198999
<b>Totals:</b>				<b>222901</b>	<b>\$1,076,672.00</b>	<b>1,426,695</b>	<b>\$8,278,200.00</b>		

NO. OF TICKETS:	7,199,000	MIN: 7,056,000
NO. POOLS:	30	MAX: 7,344,000
PACK SIZE:	125	
PACKS/POOL:	1,920	7,199,000
PACKS/GAME:	57,592	

TEXAS LOTTERY COMMISSION  
"SIZZLING HOT 7s" - GAME NUMBER 2204  
PRIZE STRUCTURE  
August 21, 2019 - VERSION 2  
PRIZE FUND - \$9,354,872  
PAYOUT % - 64.9734130%

PRIZE	# OF	TIER			ODDS OF	WINNERS IN	WINNERS IN	WINNERS IN	PRIZE	PERCENT	VALIDATION
LEVEL	WINS	CODE	GET:	WIN:	1 IN:	30 POOLS	125 (PER PACK*)	240,000 (PER POOL)	COST	OF PRIZE FUND**	TIER LEVELS**
1	1	L	\$2	\$2	10.42	691,038	12.00	23,040	\$ 1,382,076	14.77%	
2	2	L	\$2 x 2	\$4	13.89	518,322	9.00	17,280	\$ 2,073,288	22.16%	
3	1	L	\$4	\$4	62.43	115,304	2.00	3,840	\$ 461,216	4.93%	
4	2	L	\$2 + \$4	\$6	62.53	115,130	2.00	3,840	\$ 690,780	7.38%	
5	3	L	\$2 x 3	\$6	125.00	57,592	1.00	1,920	\$ 345,552	3.69%	
6	1	L	\$10	\$10	500.35	14,388	0.25	480	\$ 143,880	1.54%	
7	1	L	\$2 (5X)	\$10	166.63	43,204	0.75	1,440	\$ 432,040	4.62%	
8	1	L	\$20	\$20	500.14	14,394	0.25	480	\$ 287,880	3.08%	LOW
9	1	L	\$2 x 10 (WINALL)	\$20	166.65	43,198	0.75	1,440	\$ 863,960	9.24%	71.41%
10	1	M	\$10 (5X)	\$50	957.44	7,519	-	250	\$ 375,950	4.02%	
11	1	M	\$50	\$50	4,834.79	1,489	-	50	\$ 74,450	0.80%	
12	10	M	\$2 (5X) + (\$4 x 5) + (\$5 x 4)	\$50	1,203.04	5,984	-	200	\$ 299,200	3.20%	
13	1	M	(\$2 x 5) + (\$10 x 3) + (\$5 x 2) (WINALL)	\$50	803.28	8,962	-	300	\$ 448,100	4.79%	
14	1	M	\$5 x 10 (WINALL)	\$50	1,495.43	4,814	-	160	\$ 240,700	2.57%	
15	1	M	\$100	\$100	12,078.86	596	-	20	\$ 59,600	0.64%	
16	1	M	\$10 x 10 (WINALL)	\$100	3,278.23	2,196	-	73	\$ 219,600	2.35%	
17	10	M	\$2 (5X) x 10	\$100	2,998.33	2,401	-	80	\$ 240,100	2.57%	
18	4	M	\$2 (5X) + (\$4 (5X) x 2) + \$10 (5X)	\$100	4,860.90	1,481	-	50	\$ 148,100	1.58%	
19	10	M	\$20 (5X) + (\$10 x 8) + \$20	\$200	24,076.92	299	-	10	\$ 59,800	0.64%	
20	7	M	\$2 (5X) + \$10 (5X) + \$20 (5X) + (\$10 x 4)	\$200	9,689.10	743	-	25	\$ 148,600	1.59%	
21	3	M	(\$50 x 2) + \$20 (5X)	\$200	24,738.83	291	-	10	\$ 58,200	0.62%	MID
22	1	M	\$200	\$200	46,746.75	154	-	5	\$ 30,800	0.33%	25.69%
23	6	H	\$100 (5X) + (\$100 x 5)	\$1,000	232,225.81	31	-	1	\$ 31,000	0.33%	
24	1	H	\$100 x 10 (WINALL)	\$1,000	239,966.67	30	-	1	\$ 30,000	0.32%	
25	1	H	\$1,000	\$1,000	239,966.67	30	-	1	\$ 30,000	0.32%	
26	10	H	(\$1,000 (5X) x 5) + (\$1,000 x 5)	\$30,000	1,799,750.00	4 ***	-	-	\$ 120,000	1.28%	HIGH
27	1	H	\$30,000	\$30,000	3,599,500.00	2 ***	-	-	\$ 60,000	0.64%	2.90%
2 Decimals:					4.36	1,649,596	28.00	54,996	\$ 9,354,872	100.00%	100.00% **
4 Decimals:					4.3641						

"7" Play Symbol = 5X (win 5 times the PRIZE)  
"FLAME" Play Symbol = WINALL (win all 10 PRIZES)

TEXAS LOTTERY COMMISSION  
"SIZZLING HOT 7s" - GAME NUMBER 2204  
PRIZE STRUCTURE  
August 21, 2019 - VERSION 2

Consolidated odds are 1 in:	\$2	10.42	691,038
	\$4	11.36	633,626
	\$6	41.68	172,722
	\$10	125.00	57,592
	\$20	125.00	57,592
	\$50	250.24	28,768
	\$100	1,078.66	6,674
	\$200	4,841.29	1,487
	\$1,000	79,109.89	91
	\$30,000	1,199,833.33	6
			1,649,596

WIN	GET	A	B	C	D
\$2	\$2	14 = \$ 28	12 = \$ 24	11 = \$ 22	11 = \$ 22
\$4	\$2 x 2	10 = \$ 40	9 = \$ 36	8 = \$ 32	9 = \$ 36
\$4	\$4	0 = \$ 0	2 = \$ 8	2 = \$ 8	4 = \$ 16
\$6	\$2 + \$4	2 = \$ 12	2 = \$ 12	3 = \$ 18	1 = \$ 6
\$6	\$2 x 3	1 = \$ 6	1 = \$ 6	1 = \$ 6	1 = \$ 6
\$10	\$10	1 = \$ 10	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$10	\$2 (5X)	0 = \$ 0	1 = \$ 10	1 = \$ 10	1 = \$ 10
\$20	\$20	0 = \$ 0	0 = \$ 0	1 = \$ 20	0 = \$ 0
\$20	\$2 x 10 (WINALL)	1 = \$ 20	1 = \$ 20	0 = \$ 0	1 = \$ 20
29	\$116		28 \$116	27 \$116	28 \$116

\* Each of the following GLEPS will be used in approximately 25% of each pack of tickets.  
\*\* Numbers are rounded.  
\*\*\* Guaranteed prize delivery to the TLC.  
Note: There will be no more than 31 winners per pack for this game.



# INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable Bingo Op

## Payment Approval

November 25, 2019

The attached invoice(s) for service is being submitted for approval.


Vendor Name: IGT Global Solutions Corporation  
Invoice Number: 90110348  
Tx Game name: Sizzling Hot 7S  
PO #: 362-20-9009RL002

	Quantity:	Unit Price:	Amc
Truck 1	3589.875	\$18.47	\$66,3
Truck 2	3609.125	\$18.47	\$66,6
	1	\$1,297.50	\$1,297.50

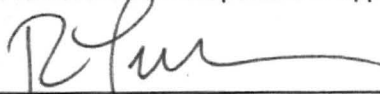
Total Amount Due

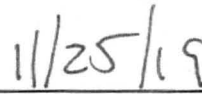
**\$134,263.03**

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.


  
Dale Bowersock (Scratch Ticket Strategy Coordinator)  
Please forward to the next person for approval

  
Date

  
Robert Tirloni (Products Manager)  
Please forward to the next person for approval

  
Date

  
Ryan Mindell (Lottery Operations Division Director)

  
Date

Please return to Maria Perez in the Office of the Controller by

December 5, 2019





BILL TO: 20318  
Texas Lottery Commission  
Gary Grief, Executive Director  
611 East 6th Street  
Austin TX 78701

IGT Global Solutions Corporation  
d/b/a IGT Solutions Corp. in the State of Texas  
10 Memorial Boulevard  
Providence, RI 02903  
USA  
Telephone 401 392-1000  
Fax 401 392-1234  
FED ID No. 05-0389840

# INVOICE

INVOICE NUMBER: 90110348  
DATE : November 20, 2019

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2019 NOV 25 PM 2:36

OFFICE OF THE  
CONTROLLER

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 game# 2204	88869 010	"SIZZLING HOT 7S" 2204 -Truck#1 4.00" x 4.00" Tickets \$14.47/M Full UV (\$0.08 per sq. inch per thousand) \$ 1.28/M Continuous 4 Color Process over entire ticket (0.17 per sq. inch per thousand) \$ 2.72/M TOTAL \$ 18.47/M	3,589,875 PC	0.01847	66,304.99
002 game# 2204	88869 020	"SIZZLING HOT 7S" 2204 -Truck#2	3,609,125 PC	0.01847	66,660.54
003 game# 2204	88869 040	Additional POS Cards			1,297.50
				TOTAL AMOUNT DUE	USD 134,263.03

REMARKS:  
Unrounded Invoice Total \$ 134,263.0300

PAYMENT TERMS:  
Due within 30 days

REMITTANCE:  
Please remit payment in USD:

For wire transfer payments:

Wells Fargo Bank, N.A  
420 Montgomery Street  
San Francisco CA 94104  
SWIFT: WFBUS6S

ABA No. 121000248

Account No. 4417073848

Account Name: IGT Global Solutions Corp

For ACH payments:

Wells Fargo Bank, N.A  
420 Montgomery Street  
San Francisco CA 94104

ABA No. 121000248

Account No. 4417073848

Account Name: IGT Global Solutions Corporation

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

END OF DOCUMENT 90110348



**Instant Ticket Game Analysis**  
**2/25/18-2/29/20**

**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	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	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	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	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