

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 12/29/2020

Game #	2231	Confirmed Packs	3,380
Game Name	50X Fast Cash	Active Packs	2,190
Quantity Printed	5,626,200	Warehouse Packs	4,016
Price Point	\$5	Returned Packs	940
Start Date	7/20/2020	Printed Payout Percentage	67.87%
Top Prize	\$ 100,000	Percent Sold	84.39%
Number of Top Prizes Remaining	1	Number of Weeks Out	23

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 262,908	Actual ticket production costs
Non-Cash Prizes	\$ 1,501,993	From EOPPS
Prize payout expense	\$ 14,150,355	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 15,915,256	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 23,739,751	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 23,739,751	

Excess of Revenue over Expended \$ 7,824,495

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	\$	256,020
Next week	\$	267,730
Next week	\$	296,540
Avg Weekly Sales Current Game	\$	273,430
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,910,553
Percentage Of Variance In Sales		86%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<input type="text" value="2231"/>	Printed Payout Percentage	<input type="text" value="67.87%"/>
Game Name	<input type="text" value="50X Fast Cash"/>	Actual Payout Percentage	<input type="text" value="65.93%"/>
Percent Sold	<input type="text" value="84.39%"/>	Number of Weeks Out	<input type="text" value="23"/>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<input type="text" value="17"/>

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

From: Pyka, Kathy
Sent: Thursday, January 7, 2021 8:43 AM
To: Bowersock, Dale
Cc: Tirloni, Robert
Subject: FW: Game Close Analysis Documents - <85% Sell Through
Attachments: FW: Game Close Analysis Documents - <85% Sell Through

Dale,

I normally ask Gary to route the approved game closings to you after his approval and failed to do so this morning. So sorry! I am attaching my original email so that you can see which games he approved.

Thanks, Kathy

-----Original Message-----

From: Grief, Gary <Gary.Grief@lottery.state.tx.us>
Sent: Thursday, January 7, 2021 8:27 AM
To: Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us>
Subject: Re: Game Close Analysis Documents - <85% Sell Through

Understood. Approved and thanks.

> On Jan 7, 2021, at 8:24 AM, Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us> wrote:

>

> Gary,

>

> I have reviewed and approved each of the attached game closings. While Wild Cash Multiplier has 2 of 4 top prizes remaining, I still recommend closing it based on the number of weeks it has been out.

>

> Thanks, Kathy

>

> From: Stuckey, Kelly <Kelly.Stuckey@lottery.state.tx.us>

> Sent: Thursday, January 7, 2021 8:14 AM

> To: Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us>

> Subject: FW: Game Close Analysis Documents - <85% Sell Through

>

> Kathy, I have reviewed and they are ready for your approval.

>

> From: Mindell, Ryan

> <Ryan.Mindell@lottery.state.tx.us<mailto:Ryan.Mindell@lottery.state.tx.us>>

> Sent: Tuesday, January 5, 2021 2:55 PM

> To: Stuckey, Kelly

> <Kelly.Stuckey@lottery.state.tx.us<mailto:Kelly.Stuckey@lottery.state.tx.us>>; Pyka, Kathy

> <Kathy.Pyka@lottery.state.tx.us<mailto:Kathy.Pyka@lottery.state.tx.us>>

>>

> Cc: Tirloni, Robert

> <Robert.Tirloni@lottery.state.tx.us<mailto:Robert.Tirloni@lottery.stat
> e.tx.us>>; Bowersock, Dale
> <Dale.Bowersock@lottery.state.tx.us<mailto:Dale.Bowersock@lottery.stat
> e.tx.us>>
> Subject: Fwd: Game Close Analysis Documents - <85% Sell Through
>
> Approved
> Sent from my iPad
>
> Begin forwarded message:
> From: "Tirloni, Robert"
> <Robert.Tirloni@lottery.state.tx.us<mailto:Robert.Tirloni@lottery.stat
> e.tx.us>>
> Date: December 31, 2020 at 12:51:41 PM CST
> To: "Mindell, Ryan"
> <Ryan.Mindell@lottery.state.tx.us<mailto:Ryan.Mindell@lottery.state.tx
> .us>>
> Cc: "Bowersock, Dale"
> <Dale.Bowersock@lottery.state.tx.us<mailto:Dale.Bowersock@lottery.stat
> e.tx.us>>
> Subject: FW: Game Close Analysis Documents - <85% Sell Through Ryan,
> I'm approving the three attached Scratch Ticket Game Closing Analysis
> documents. –RT, 12/31/2020
>
> Robert Tirloni
> Products Manager | Texas Lottery Commission
> Office: 512-344-5406
>
>
>
> From: Bowersock, Dale
> <Dale.Bowersock@lottery.state.tx.us<mailto:Dale.Bowersock@lottery.stat
> e.tx.us>>
> Sent: Tuesday, December 29, 2020 10:51 AM
> To: Tirloni, Robert
> <Robert.Tirloni@lottery.state.tx.us<mailto:Robert.Tirloni@lottery.stat
> e.tx.us>>
> Subject: Game Close Analysis Documents - <85% Sell Through
>
> Approved DB 12/29/2020
>
> Attached are game close analysis documents for games closing which are under 85% sold.
> Pre-call date will be Friday, January 7, 2021.
>
> If you approve the analysis, please forward it to the next person on the Approval list below with "Approved".
>
> Approvals Required:
>
> Dale Bowersock
> Robert Tirloni
> Ryan Mindell
> Kathy Pyka (via Kelly Stuckey)

> Gary Grief
>
> Thank you,
>
> [Scratch]
> Dale Bowersock
> Scratch Ticket Strategy Coordinator
> Phone: 800-375-6886, 5166
> Direct: 512-344-5166
>



Play the Games of Texas!

Da Vinci Report
12/29/20

Week End Date:12/26/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/26/20	12/19/20	12/12/20	12/5/20
Mature	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			41	80.87%	10,738	8,179	32,920	301	\$1,849,910.00	\$1,775,270.00	\$1,800,465.00	\$1,815,655.00
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20			16	62.35%	12,151	9,935	44,039	11	\$1,949,890.00	\$1,848,900.00	\$1,916,545.00	\$2,025,010.00
	2231	\$5	5,626,200	50X FAST CASH	7/20/20			23	84.39%	3,380	2,190	4,016	940	\$256,020.00	\$267,730.00	\$296,540.00	\$378,640.00
	2235	\$5	9,893,475	COWBOYS	8/17/20			19	46.90%	5,532	5,061	57,243	166	\$670,755.00	\$646,035.00	\$690,345.00	\$826,385.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20			19	54.51%	4,673	3,602	23,543	353	\$456,505.00	\$461,140.00	\$468,740.00	\$583,685.00
	2215	\$5	7,188,075	ROUTE 66 ROAD TO \$1,000,000!	6/15/20			28	81.69%	2,352	1,421	12,245	746	\$151,965.00	\$150,460.00	\$178,715.00	\$186,035.00
	2128	\$5	7,253,550	WILD CASH MULTIPLIER	7/6/20			25	68.07%	3,040	1,980	23,705	1,105	\$232,785.00	\$250,165.00	\$268,440.00	\$300,660.00
	2226	\$10	18,095,250	\$250,000 50X CASHWORD	5/1/20			34	88.22%	17,497	9,398	8,234	31	\$4,680,440.00	\$4,392,190.00	\$4,441,940.00	\$4,638,850.00
	2254	\$10	11,095,550	\$500,000 EXTREME CASH	9/8/20			16	56.54%	15,654	10,497	64,585	18	\$3,446,210.00	\$3,251,750.00	\$3,317,630.00	\$3,677,220.00
	2271	\$10	8,192,300	COOL RICHES	9/21/20			14	44.17%	13,916	10,312	62,713	106	\$2,600,940.00	\$2,167,760.00	\$2,236,870.00	\$2,307,300.00
	2244	\$10	26,557,800	MEGA LOTERIA	6/22/20			27	60.13%	23,233	11,610	165,154	294	\$7,345,720.00	\$6,678,850.00	\$6,709,970.00	\$6,864,070.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			16	35.82%	14,834	9,220	202,446	45	\$3,564,020.00	\$3,297,740.00	\$3,305,240.00	\$3,388,080.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			189	65.39%	11,206	7,425	455,936	34	\$2,722,700.00	\$2,544,700.00	\$2,469,160.00	\$2,636,100.00
	2219	\$20	8,837,100	MEGA 7S	6/1/20			30	76.66%	13,481	7,916	55,698	73	\$3,121,880.00	\$2,965,760.00	\$2,962,980.00	\$3,125,200.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			41	44.44%	11,234	7,372	245,057	40	\$2,906,400.00	\$2,801,430.00	\$2,775,450.00	\$2,832,390.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			145	44.90%	10,837	6,922	728,352	29	\$3,614,520.00	\$3,468,030.00	\$3,318,450.00	\$3,458,100.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			19	56.00%	15,702	7,262	90,444	42	\$7,043,400.00	\$6,799,000.00	\$6,435,750.00	\$6,756,650.00
Sold/Closing	2216	\$1	17,132,100	HOT 7S	6/1/20	1/3/21	2/17/21	30	94.33%	1,612	1,943	664	281	\$106,787.00	\$125,011.00	\$162,162.00	\$206,776.00
	2228	\$1	9,299,850	PRIZE PIGGY	7/6/20	12/6/20	1/20/21	25	93.62%	157	179	550	1,768	\$13,650.00	\$16,068.00	\$35,103.00	\$48,112.00
	2232	\$1	9,168,000	TRIPLE 777	8/3/20	1/3/21	2/17/21	21	90.72%	1,334	1,707	642	309	\$98,859.00	\$102,040.00	\$119,301.00	\$156,302.00
	2161	\$2	34,822,125	BINGO EXTRA	10/7/19	12/6/20	1/20/21	64	97.60%	274	196	1,021	2,405	\$28,798.00	\$34,234.00	\$66,994.00	\$94,730.00
	2162	\$2	40,877,750	BREAK THE BANK	8/5/19	12/6/20	1/20/21	73	98.14%	264	213	810	2,280	\$25,386.00	\$44,976.00	\$75,704.00	\$91,884.00
	2062	\$2	7,065,750	WILD TRIPLER	7/20/20	1/3/21	2/17/21	23	91.98%	715	651	155	1,865	\$65,068.00	\$61,038.00	\$76,678.00	\$103,176.00
	2241	\$5	15,358,575	BINGO TIMES 20	2/17/20	11/20/20	1/4/21	45	85.86%	203	80	11,584	977	\$40,230.00	\$170,865.00	\$476,570.00	\$855,300.00
	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			58	92.00%	8,605	8,441	636	21	\$1,226,565.00	\$1,179,615.00	\$1,191,520.00	\$1,233,760.00
	2229	\$5	7,122,225	DOUBLE DIAMOND	7/6/20	1/3/21	2/17/21	25	73.07%	1,816	1,516	19,737	330	\$225,200.00	\$265,055.00	\$281,890.00	\$334,320.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			54	98.78%	2,637	1,121	39	1,078	\$378,870.00	\$452,105.00	\$582,920.00	\$735,130.00
	2223	\$10	7,279,250	BREAK THE BANK SUPER TICKET	5/4/20	12/6/20	1/20/21	34	96.42%	277	137	374	2,373	\$49,110.00	\$45,740.00	\$78,550.00	\$132,730.00
	2268	\$10	8,125,100	ROYAL WINNINGS	8/18/20	12/22/20	2/5/21	19	80.79%	14,184	7,622	6,130	108	\$2,266,760.00	\$2,487,930.00	\$2,637,850.00	\$2,813,760.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			43	94.87%	12,190	4,602	1,648	16	\$2,755,160.00	\$2,720,040.00	\$2,831,440.00	\$2,934,460.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20	12/28/20	2/11/21	47	92.92%	6,975	3,957	6,963	69	\$1,298,460.00	\$1,150,020.00	\$1,161,000.00	\$1,169,580.00
	2227	\$50	5,138,000	\$1,000,000 GOLDEN RICHES	4/6/20	12/28/20	2/11/21	38	90.03%	10,726	5,663	5,216	63	\$4,161,050.00	\$3,904,850.00	\$3,704,100.00	\$3,864,650.00

Liability for 2231 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 06/25/2020 - 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	154803	\$774,015.00	670499	\$3,352,495.00	81.24%	4570886
2	2	N/A	\$10.00	33017	\$330,170.00	154517	\$1,545,170.00	82.39%	4635658
3	3	N/A	\$10.00	121356	\$1,213,560.00	403699	\$4,036,990.00	76.89%	4325815
4	4	N/A	\$20.00	12800	\$256,000.00	62273	\$1,245,460.00	82.95%	4666928
5	5	N/A	\$20.00	12762	\$255,240.00	62197	\$1,243,940.00	82.97%	4668322
6	0	N/A	\$50.00	404	\$20,200.00	1973	\$98,650.00	83.00%	4669959
7	0	N/A	\$50.00	1926	\$96,300.00	7464	\$373,200.00	79.49%	4472199
8	0	N/A	\$50.00	1554	\$77,700.00	7819	\$390,950.00	83.42%	4693402
9	0	N/A	\$50.00	2261	\$113,050.00	11840	\$592,000.00	83.97%	4724076
10	0	N/A	\$100.00	73	\$7,300.00	389	\$38,900.00	84.20%	4737211
11	0	N/A	\$100.00	168	\$16,800.00	752	\$75,200.00	81.74%	4598806
12	0	N/A	\$100.00	624	\$62,400.00	3132	\$313,200.00	83.39%	4691495
13	0	N/A	\$100.00	165	\$16,500.00	764	\$76,400.00	82.24%	4626928
14	0	N/A	\$100.00	141	\$14,100.00	799	\$79,900.00	85.00%	4782270
15	0	N/A	\$100.00	171	\$17,100.00	771	\$77,100.00	81.85%	4604883
16	0	N/A	\$100.00	392	\$39,200.00	1953	\$195,300.00	83.28%	4685700
17	0	N/A	\$500.00	9	\$4,500.00	38	\$19,000.00	80.85%	4548842
18	0	N/A	\$500.00	12	\$6,000.00	35	\$17,500.00	74.47%	4189723
19	0	N/A	\$500.00	20	\$10,000.00	74	\$37,000.00	78.72%	4429136
20	0	N/A	\$1,000.00	1	\$1,000.00	4	\$4,000.00	80.00%	4500959
21	0	N/A	\$1,000.00	4	\$4,000.00	22	\$22,000.00	84.62%	4760630
22	0	N/A	\$1,000.00	4	\$4,000.00	16	\$16,000.00	80.00%	4500959
23	0	N/A	\$100,000.00	0	\$0.00	2	\$200,000.00	100.00%	5626200
24	0	N/A	\$100,000.00	1	\$100,000.00	1	\$100,000.00	50.00%	2813100
Totals:				342668	\$3,439,135.00	1,391,033	\$14,150,355.00		

TICKET QUANTITY: 5,626,200
 POOLS: 46,89
 PACKS / GAME: 75,016
 PACKS / POOL: 1,600
 PACK SIZE: 75
 POOL SIZE: 120,000

PRIZE STRUCTURE
 50X Fast Cash
 Texas Lottery Game # 2231
 IGT Job # 010640
 Version 3 dated April 22, 2020

RETAIL PRICE: \$5.00
 REVENUE: \$28,131,000
 PRIZE FUND: \$19,091,483
 INSTANT FUND: \$17,589,490
 TOTAL PAYOUT: 67.8663509%
 INSTANT-WIN PAYOUT: 62.5270698%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 120,000 (PER POOL)	WINNERS IN 75 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$5	1	\$5	6.82	825,302	17,600	11.00	\$4,126,510	21.61%	
2	L	\$10	1	\$10	30.00	187,534	4,000	2.50	\$1,875,340	9.82%	
3	L	\$5 (2X)	1	\$10	10.72	525,055	11,200	7.00	\$5,250,550	27.50%	
4	L	\$20	1	\$20	74.94	75,073	1,600	1.00	\$1,501,460	7.86%	
5	L	\$5 (2X) + \$10	2	\$20	75.06	74,959	1,600	1.00	\$1,499,180	7.85%	Low Tier: 74.66%
6	M	\$50	1	\$50	2,366.93	2,377	51		\$118,850	0.62%	
7	M	\$10 (5X)	1	\$50	599.17	9,390	200		\$469,500	2.46%	
8	M	\$20 + (\$5 x 4) + \$10	6	\$50	600.26	9,373	200		\$468,650	2.45%	
9	M	(2X) + \$5 (5X) + \$10 + \$100	4	\$50	398.99	14,101	301		\$705,050	3.69%	
10	M	\$100	1	\$100	12,177.92	462	10		\$46,200	0.24%	
11	M	10 (5X) + (\$10 x 3) + \$2	5	\$100	6,115.43	920	20		\$92,000	0.48%	
12	M	5X) + (\$10 (2X) x 2) + (\$	5	\$100	1,497.92	3,756	80		\$375,600	1.97%	
13	M	\$10 x 10	10	\$100	6,056.19	929	20		\$92,900	0.49%	
14	M	\$50 + \$20 (2X) + \$10	3	\$100	5,985.32	940	20		\$94,000	0.49%	
15	M	+ \$20 + (\$10 x 2) + (\$5	6	\$100	5,972.61	942	20		\$94,200	0.49%	
16	M	(\$5 x 12) + (\$5 (2X) x 4)	16	\$100	2,399.23	2,345	50		\$234,500	1.23%	
17	M	\$500	1	\$500	119,706.38	47	1		\$23,500	0.12%	
18	M	\$10 (50X)	1	\$500	119,706.38	47	1		\$23,500	0.12%	
19	M	+ (\$50 (2X) x 2) + (\$10	16	\$500	59,853.19	94	2		\$47,000	0.25%	Mid Tier: 15.11%
20	H	\$1,000	1	\$1,000	1,125,240.00	5			\$5,000	0.03%	
21	H	2X) x 5) + \$50 (2X) + (\$	14	\$1,000	216,392.31	26			\$26,000	0.14%	
22	H	2X) + \$5 (50X) + (\$50 x	10	\$1,000	281,310.00	20			\$20,000	0.10%	
23	H	\$100,000	1	\$100,000	2,813,100.00	2			\$200,000	1.05%	
24	H	(50X) x 2) + (\$1000 (5X	12	\$100,000	2,813,100.00	2			\$200,000	1.05%	High Tier: 2.36%
TOTAL CASH PRIZES				1 in 2 Decimals:	3.25	1,733,701	36,976	22.50	\$17,589,490	92.13%	
				1 in 4 Decimals:	3.2452						
SECOND-CHANCE DRAWINGS											
Merchandise Prize Packs					\$599	2,400			\$1,437,600.00	7.53%	
Ultimate Formula 1™ Racing Experience Prize					\$48,940.00	1			\$48,940.00	0.26%	
Federal Withholding Tax on the Ultimate Formu					\$15,453.16	1			\$15,453.16	0.08%	
Sub Total						2,402			\$1,501,993.16	7.87%	
TOTAL CASH & SECOND-CHANCE PRIZES						1,736,103			\$19,091,483	100.00%	

50X Fast Cash
 Texas Lottery Game # 2231
 IGT Job # 010640
 Version 3 dated 04/20/2020

Consolidated odds are 1 in:

\$5	6.82	825,302
\$10	7.90	712,589
\$20	37.50	150,032
\$50	159.65	35,241
\$100	546.55	10,294
\$500	29,926.60	188
\$1,000	110,317.65	51
\$100,000	1,406,550.00	4
		1,733,701

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:		A		B		C		D		TOTAL	
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT	
1	\$5	1	\$5	10	\$50	12	\$60	12	\$60	10	\$50	825,302	\$4,126,510	
2	\$10	1	\$10	3	\$30	2	\$20	3	\$30	2	\$20	187,534	\$1,875,340	
3	\$5 (2X)	1	\$10	7	\$70	7	\$70	6	\$60	8	\$80	525,055	\$5,250,550	
4	\$20	1	\$20	1	\$20	1	\$20	2	\$40	0	\$0	75,073	\$1,501,460	
5	\$5 (2X) + \$10	2	\$20	1	\$20	1	\$20	0	\$0	2	\$40	74,959	\$1,499,180	
TOTAL PRIZES				22	\$190	23	\$190	23	\$190	22	\$190	1,687,923	\$14,253,040	

e. Lottery agrees and acknowledges that its signage at the COTA facility is subject to restrictions and circumstances that are applicable to all sponsors.

4. Samples. The Lottery shall provide IGT with at least the following samples of each lottery product sold or distributed by the Lottery for the Scratch Tickets, as appropriate:

- (i) Twenty (20) samples of all point-of-sale advertising pieces;
- (ii) One (1) dub of all TV and/or radio advertising;
- (iii) Six (6) samples of all out of home advertising;
- (iv) Six (6) samples of all print advertising; and
- (v) Six (6) samples of all retailer sell-in and related communication materials.

5. Fees. In consideration for the license rights in the Licensed Properties granted hereunder as well as IGT's fulfillment of the Merchandise Prize Packs and the Ultimate Formula 1 Racing Experience and the provision of Marketing Support and the COTA Sponsorship Activities, all as set forth in Section 6 below, the Lottery shall pay IGT a fee in the amount of One Million Four Hundred Eighty Six Thousand Five Hundred Forty Dollars (\$1,486,540.00) (the **Fees**).

5.1 Payment.

IGT shall invoice the Lottery over the course of the Scratch Ticket prize redemptions, as follows:

- a) For only the number of Merchandise Prize Packs claimed and fulfilled at Five Hundred and Ninety-Nine Dollars (\$599.00) each, not to exceed One Million Four Hundred Thirty-Seven Thousand Six Hundred Dollars (\$1,437,600.00) for Two Thousand Four Hundred (2,400) Merchandise Prize Packs. The Lottery shall not be invoiced for any Merchandise Prize Packs claimed after the initial Two Thousand Four Hundred (2,400).
- b) If a Merchandise Prize Pack is not claimed, the Lottery shall not be invoiced and shall not pay for that Merchandise Prize Pack.
- c) IGT shall submit a billing statement after fulfillment of the Merchandise Prize Packs when each drawing is complete, including the names and addresses of all Merchandise Prize Pack winners for the drawing and the date each Merchandise Prize Pack was mailed to each winner.
- d) IGT shall invoice the Lottery in the amount of Forty-Eight Thousand Nine Hundred Forty Dollars (\$48,940.00) upon fulfillment of the Ultimate Formula 1 Racing Experience. The prize shall be considered fulfilled upon the completion of processing of the Texas Lottery® Promotional 2nd Chance Claim Form by the Lottery. Federal withholding taxes shall be processed by the Lottery.

5.2 Texas Gov't Code Section Compliance. All payments by the Lottery shall be made in accordance with Tex. Gov't Code Section 2251.001 et seq. ("Payments for Goods and Services"). IGT agrees that if the Texas Comptroller of Public Accounts is currently prohibited from issuing a warrant to IGT under Tex. Gov't Code Section 403.055, any payments owed to IGT shall be applied towards the debt or delinquent taxes that IGT owes the State of Texas until the debt or delinquent taxes are paid in full.

6. Goods and Services. The following goods and services shall be provided by IGT to the Lottery and shall be included in the Fees, except as otherwise expressly set forth in these Working Papers:



INTEROFFICE MEMO

Gary Grief, Executive Director Tom Hanson, Charitable Bingo Operations Director

Payment Approval (VIA EMAIL)

June 25, 2020

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

Vendor Name	<u>IGT</u>
P.O. Number (if applicable)	<u>362-20-9009RL016</u>
Invoice Number	<u>90113790</u>
Tx Game Name:	<u>Game #2231 50X Fast Cash</u>
Invoice Amount:	<u>\$262,907.66</u>

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

The above referenced invoices 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

July 5, 2020



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: 90113790
 DATE : June 24, 2020

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

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2231	93827 010	"50X FAST CASH" 2231 -Truck #1 8.00" x 4.00" Tickets \$ 24.50/M Full UV (\$.08 per sq inch per thousand) \$2.56/M Continuous 4 Color Process over entire ticket \$5.44/M Foil Stock \$12.80/M TOTAL \$45.30/M	2,762,775 PC	0.04530	125,153.71
002 GAME 2231	93827 020	"50X FAST CASH" 2231 -Truck #2	2,863,425 PC	0.04530	129,713.15
003 GAME 2231	93827 040	Foil Inserts 50,000-74,999 (\$109.25 per thousand)			8,040.80
				TOTAL AMOUNT DUE	USD <u>262,907.66</u>

REMARKS:
 Unrounded Invoice Total \$ 262,907.6600

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: WFBIUS6S
 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.

**Instant Ticket Game Analysis
8/26/18-8/30/20**

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 14	Week 16	Week 16	Week 17	3M	None	None	None	None
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 56
15M-19.99M	Week 23*	None	Week 33	Week 26*	5M	Week 26*	Week 22*	Week 27	None
20M-24.99M	None	None	None	Week 48	6M	Week 14	Week 21	None	None
25M-29.99M	Week 30	None	None	None	7M	Week 18	Week 45	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 20*	Week 35*	None	None
>35M	None	Week 54*	Week 62	Week 47*	>9M	Week 40	None	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	\$598,210	\$786,271	\$962,270	\$1,910,553	3M	None	None	None	None
10M-14.99M	None	None	None	\$1,965,388	4M	\$2,364,236	None	None	\$3,525,563
15M-19.99M	\$629,679	None	\$1,405,386	\$3,225,872	5M	\$1,959,320	\$4,672,585	\$5,273,477	None
20M-24.99M	None	None	None	\$2,129,434	6M	\$4,039,631	\$5,031,851	None	None
25M-29.99M	\$838,549	None	None	None	7M	\$3,610,003	\$3,302,718	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,479,987	\$4,349,250	None	None
>35M	None	\$1,286,299	\$1,629,327	\$3,641,275	>9M	\$4,179,750	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