

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 4/26/2021

Game #	2244	Confirmed Packs	3,414
Game Name	Mega Loteria	Active Packs	1,504
Quantity Printed	26,557,800	Warehouse Packs	26
Price Point	\$10	Returned Packs	538
Start Date	6/22/2020	Printed Payout Percentage	70.00%
Top Prize	\$ 250,000	Percent Sold	98.54%
Number of Top Prizes Remaining	1	Number of Weeks Out	44

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,200,678	Actual ticket production costs
Prize payout expense	\$ 180,802,290	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 182,002,968

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 261,700,561	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 261,700,561

Excess of Revenue over Expended **\$ 79,697,593**

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	\$	981,020
Next week	\$	1,723,540
Next week	\$	2,751,260
Avg Weekly Sales Current Game	\$	1,818,607
Avg Weekly Sales \$10; >9M Qty	\$	4,682,820
Percentage Of Variance In Sales		61%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2244	Printed Payout Percentage	70.00%
Game Name	Mega Loteria	Actual Payout Percentage	69.09%
Percent Sold	98.54%	Number of Weeks Out	44
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			30

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.

Not Required - Over 85% Sold

Lottery Operations Division Director Date

Not Required - Over 85% Sold

Controller Date

Not Required - Over 85% Sold

Executive Director Date

Bowersock, Dale

From: Tirloni, Robert
Sent: Thursday, May 6, 2021 4:52 PM
To: Bowersock, Dale
Subject: FW: Game Close Analysis - Over 85% Sold
Attachments: 2225 Triple 333s.pdf; 2244 Mega Loteria.pdf; 2260 Lady Luck 7.pdf

Importance: High

The three Game Close Analysis documents that are attached for 2225, 2244 and 2260 are approved. –RT, 5/6/21

Robert Tirloni
Products Manager | Texas Lottery Commission
Office: 512-344-5406
robert.tirloni@lottery.state.tx.us

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Tuesday, April 27, 2021 12:51 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Game Close Analysis - Over 85% Sold

Approved. DB 4/27/21

Attached are the May game close analysis documents for the game which are over 85% sold for your review/approval.



Dale Bowersock
Scratch Ticket Strategy Coordinator
Phone: 800-375-6886, 5166
Direct: 512-344-5166



Play the Games of Texas!

Da Vinci Report **4/26/21**

Week End Date:4/24/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/24/21	4/17/21	4/10/21	4/3/21
Sold/Closing	2267	\$5	7,281,750	HOLIDAY BUCKS	11/2/20	5/9/21	6/23/21	25	83.08%	971	597	9,137	3,994	\$49,745.00	\$82,295.00	\$83,160.00	\$102,205.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20	4/4/21	5/19/21	36	66.34%	69	66	21,893	1,640	-\$14,705.00	\$17,215.00	\$31,680.00	\$83,685.00
	2260	\$5	9,129,300	LADY LUCK 7	10/5/20			29	94.14%	2,750	1,809	1,753	36	\$372,315.00	\$416,080.00	\$423,920.00	\$491,185.00
	2263	\$5	7,337,700	MONEY MULTIPLIER	10/19/20	4/4/21	5/19/21	27	96.63%	122	104	167	1,366	\$19,480.00	\$52,895.00	\$93,690.00	\$113,265.00
	2244	\$10	26,557,800	MEGA LOTERIA	6/22/20			44	98.54%	3,414	1,504	26	538	\$981,020.00	\$1,723,540.00	\$2,751,260.00	\$4,312,840.00
	2219	\$20	8,837,100	MEGA 7S	6/1/20	3/15/21	4/29/21	47	95.86%	327	34	387	2,201	\$15,680.00	\$72,000.00	\$203,360.00	\$704,620.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			36	91.03%	12,916	4,140	4,962	48	\$4,065,350.00	\$4,811,100.00	\$5,114,250.00	\$6,296,000.00

Liability for 2244 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 02/22/2020 - 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	\$10.00	124020	\$1,240,200.00	2797164	\$27,971,640.00	95.75%	25430278
2	2	N/A	\$15.00	11432	\$171,480.00	254316	\$3,814,740.00	95.70%	25415331
3	3	N/A	\$15.00	19924	\$298,860.00	776756	\$11,651,340.00	97.50%	25893621
4	4	N/A	\$20.00	5441	\$108,820.00	127260	\$2,545,200.00	95.90%	25468878
5	5	N/A	\$20.00	2804	\$56,080.00	130015	\$2,600,300.00	97.89%	25997126
6	6	N/A	\$20.00	5979	\$119,580.00	259657	\$5,193,140.00	97.75%	25960030
7	7	N/A	\$20.00	2797	\$55,940.00	129904	\$2,598,080.00	97.89%	25998029
8	8	N/A	\$20.00	2836	\$56,720.00	129871	\$2,597,420.00	97.86%	25990249
9	9	N/A	\$20.00	2844	\$56,880.00	130085	\$2,601,700.00	97.86%	25989599
10	10	N/A	\$20.00	2928	\$58,560.00	129891	\$2,597,820.00	97.80%	25972332
11	0	N/A	\$30.00	1333	\$39,990.00	31857	\$955,710.00	95.98%	25491167
12	0	N/A	\$30.00	4625	\$138,750.00	194516	\$5,835,480.00	97.68%	25941001
13	0	N/A	\$30.00	10924	\$327,720.00	586461	\$17,593,830.00	98.17%	26072154
14	0	N/A	\$30.00	5547	\$166,410.00	293272	\$8,798,160.00	98.14%	26064805
15	0	N/A	\$30.00	2752	\$82,560.00	130090	\$3,902,700.00	97.93%	26007619
16	0	N/A	\$30.00	5088	\$152,640.00	260654	\$7,819,620.00	98.09%	26049314
17	0	N/A	\$30.00	1432	\$42,960.00	64917	\$1,947,510.00	97.84%	25984607
18	0	N/A	\$50.00	1166	\$58,300.00	20963	\$1,048,150.00	94.73%	25158441
19	0	N/A	\$50.00	3790	\$189,500.00	217530	\$10,876,500.00	98.29%	26103010
20	0	N/A	\$50.00	1887	\$94,350.00	108686	\$5,434,300.00	98.29%	26104573
21	0	N/A	\$50.00	3059	\$152,950.00	174075	\$8,703,750.00	98.27%	26099162
22	0	N/A	\$100.00	899	\$89,900.00	10181	\$1,018,100.00	91.89%	24402974
23	0	N/A	\$100.00	1605	\$160,500.00	75816	\$7,581,600.00	97.93%	26007235
24	0	N/A	\$100.00	945	\$94,500.00	43417	\$4,341,700.00	97.87%	25992065
25	0	N/A	\$100.00	1166	\$116,600.00	43158	\$4,315,800.00	97.37%	25859162
26	0	N/A	\$100.00	1814	\$181,400.00	86640	\$8,664,000.00	97.95%	26013157
27	0	N/A	\$200.00	154	\$30,800.00	2060	\$412,000.00	93.04%	24710509
28	0	N/A	\$200.00	230	\$46,000.00	4209	\$841,800.00	94.82%	25181748
29	0	N/A	\$200.00	434	\$86,800.00	21701	\$4,340,200.00	98.04%	26037082
30	0	N/A	\$200.00	479	\$95,800.00	23880	\$4,776,000.00	98.03%	26035562
31	0	N/A	\$500.00	18	\$9,000.00	205	\$102,500.00	91.93%	24414120
32	0	N/A	\$500.00	25	\$12,500.00	1087	\$543,500.00	97.75%	25960727
33	0	N/A	\$500.00	10	\$5,000.00	874	\$437,000.00	98.87%	26257372
34	0	N/A	\$500.00	26	\$13,000.00	2194	\$1,097,000.00	98.83%	26246762
35	0	N/A	\$1,000.00	30	\$30,000.00	188	\$188,000.00	86.24%	22903057
36	0	N/A	\$1,000.00	31	\$31,000.00	196	\$196,000.00	86.34%	22930963
37	0	N/A	\$1,000.00	39	\$39,000.00	405	\$405,000.00	91.22%	24225020
38	0	N/A	\$1,000.00	41	\$41,000.00	405	\$405,000.00	90.81%	24116387
39	0	N/A	\$5,000.00	9	\$45,000.00	26	\$130,000.00	74.29%	19728652
40	0	N/A	\$5,000.00	5	\$25,000.00	67	\$335,000.00	93.06%	24713508
41	0	N/A	\$5,000.00	4	\$20,000.00	67	\$335,000.00	94.37%	25061586
42	0	N/A	\$250,000.00	1	\$250,000.00	13	\$3,250,000.00	92.86%	24660814
Totals:				230573	\$5,092,050.00	7,264,729	\$180,802,290.00		

NO. OF TICKETS: **26,557,800** MINIMUM QTY: 25,519,200
 NO. POOLS: 221.32 MAXIMUM QTY: 26,560,800
 PACK SIZE: 50
 PACKS/POOL: 2,400
 PACKS/GAME: 531,156

TEXAS LOTTERY COMMISSION
 "MEGA LOTERIA" - GAME NUMBER 2244
 END OF PRODUCTION PRIZE STRUCTURE

PRIZE	#	TIER	GRID 1	GRID 2	BONUS GAMES	WIN:	ODDS OF 1 IN:	WINNERS IN 221.32 POOLS	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS **	
1	1	L	\$10 or	\$10 or	\$10	\$10	9.09	2,921,184	5.50	13,200	\$ 29,211,840	15.71%		
2	1	L	\$15 or		\$15	\$15	99.94	265,748	0.50	1,200	\$ 3,986,220	2.14%		
3	2	L		\$10	\$5	\$15	33.34	796,680	1.50	3,600	\$ 11,950,200	6.43%		
4	1	L	\$20 or	\$20 or	\$20	\$20	200.13	132,701	0.25	600	\$ 2,654,020	1.43%		
5	2	L	\$10	\$10	\$10	\$20	199.95	132,819	0.25	600	\$ 2,656,380	1.43%		
6	2	L	\$10		\$10	\$20	99.98	265,636	0.50	1,200	\$ 5,312,720	2.86%		
7	3	L	\$10		\$5 x 2	\$20	200.13	132,701	0.25	600	\$ 2,654,020	1.43%		
8	3	L		\$10	\$5 x 2	\$20	200.12	132,707	0.25	600	\$ 2,654,140	1.43%		
9	4	L			\$5 x 4	\$20	199.79	132,929	0.25	600	\$ 2,658,580	1.43%	LOW TIER	
10	2	L	\$15		\$5	\$20	199.95	132,819	0.25	600	\$ 2,656,380	1.43%	35.72%	
11	1	M	\$30 or		\$30	\$30	800.17	33,190	-	150	\$ 995,700	0.54%		
12	2	M	(\$10 + \$20) or	(\$10 + \$20) or	\$10 + \$20	\$30	133.36	199,141	-	900	\$ 5,974,230	3.21%		
13	4	M	\$10	\$10	\$5 x 2	\$30	44.46	597,385	-	2,700	\$ 17,921,550	9.64%		
14	3	M	\$15	\$10	\$5	\$30	88.88	298,819	-	1,350	\$ 8,964,570	4.82%		
15	2	M	\$20	\$10	\$30	\$30	199.92	132,842	-	600	\$ 3,985,260	2.14%		
16	4	M			(\$10 x 2) + (\$5 x 2)	\$30	99.94	265,742	-	1,200	\$ 7,972,260	4.29%		
17	2	M		\$20	\$10	\$30	400.27	66,349	-	300	\$ 1,990,470	1.07%		
18	1	M	\$50 or	\$50 or	\$50	\$50	1,200.14	22,129	-	100	\$ 1,106,450	0.60%		
19	5	M	\$10 + \$15	\$10	\$5 + \$10	\$50	120.00	221,320	-	1,000	\$ 11,066,000	5.95%		
20	3	M	\$20	\$10 + \$20	\$50	\$50	240.18	110,573	-	500	\$ 5,528,650	2.97%		
21	4	M	\$30	\$10	\$5 x 2	\$50	149.93	177,134	-	800	\$ 8,856,700	4.76%		
22	1	M	\$100 or	\$100 or	\$100	\$100	2,396.91	11,080	-	50	\$ 1,108,000	0.60%		
23	6	M	\$10 + \$20 + \$50		(\$5 x 2) + \$10	\$100	343.03	77,421	-	350	\$ 7,742,100	4.16%		
24	4	M	\$20 + \$30	\$20 + \$30	\$100	\$100	598.66	44,362	-	200	\$ 4,436,200	2.39%		
25	2	M	\$50	\$50	\$100	\$100	599.17	44,324	-	200	\$ 4,432,400	2.38%		
26	7	M	\$10 + \$15	\$10 + \$20 + \$30	\$5 + \$10	\$100	300.24	88,454	-	400	\$ 8,845,400	4.76%		
27	1	M	\$200 or	\$200 or	\$200	\$200	11,995.39	2,214	-	10	\$ 442,800	0.24%		
28	2	M	\$100	\$100	\$200	\$200	5,982.83	4,439	-	20	\$ 887,800	0.48%		
29	8	M	\$20 + \$30	\$20 + \$30 + \$50	(\$20 x 2) + \$10	\$200	1,199.81	22,135	-	100	\$ 4,427,000	2.38%		
30	8	M	\$20 + \$30 + \$50	\$10 + \$20 + \$30	\$20 x 2	\$200	1,090.27	24,359	-	110	\$ 4,871,800	2.62%		
31	1	M	\$500 or	\$500 or	\$500	\$500	119,093.27	223	-	1	\$ 111,500	0.06%		
32	5	M	\$50 + \$100	\$50 + \$100 + \$200		\$500	23,882.91	1,112	-	5	\$ 556,000	0.30%		
33	4	M	\$50 + \$200	\$50 + \$200		\$500	30,042.76	884	-	4	\$ 442,000	0.24%	MID TIER	
34	6	M	\$50	\$50	\$100 x 4	\$500	11,962.97	2,220	-	10	\$ 1,110,000	0.60%	61.20%	
35	1	H	\$1,000 or	\$1,000 or	\$1,000	\$1,000	121,824.77	218	-	1	\$ 218,000	0.12%		
36	6	H	\$100 + \$500	\$100 + \$200	\$50 x 2	\$1,000	116,994.71	227	-	1	\$ 227,000	0.12%		
37	7	H	\$100	\$200 + \$500	\$50 x 4	\$1,000	59,814.86	444	-	2	\$ 444,000	0.24%		
38	6	H	\$50 + \$100 + \$200	\$50 + \$100 + \$500		\$1,000	59,546.64	446	-	2	\$ 446,000	0.24%		
39	1	H		\$5,000 or	\$5,000	\$5,000	758,794.29	35	-	-	\$ 175,000	0.09%		
40	8	H	\$500 + \$1,000	\$500 + \$1,000	\$500 x 4	\$5,000	368,858.33	72	-	-	\$ 360,000	0.19%		
41	8	H	\$100 + \$200	\$200 + \$500	\$1,000 x 4	\$5,000	374,053.52	71	-	-	\$ 355,000	0.19%	HIGH TIER	
42	1	H	\$250,000 or	\$250,000		\$250,000	1,896,985.71	14 ***	-	-	\$ 3,500,000	1.88%	3.08%	
							2 Decimals:	3.54	7,495,302	9.50	33,866	\$ 185,894,340	100.00%	100.00%
							4 Decimals:	3,5433						

TEXAS LOTTERY COMMISSION
 "MEGA LOTERIA" - GAME NUMBER 2244
 END OF PRODUCTION PRIZE STRUCTURE

Consolidated Odds 1 in:	I in Odds	Total # of Winners
\$10	9.09	2,921,184
\$15	25.00	1,062,428
\$20	25.00	1,062,312
\$30	16.67	1,593,468
\$50	50.00	531,156
\$100	99.98	265,641
\$200	499.70	53,147
\$500	5,982.83	4,439
\$1,000	19,893.48	1,335
\$5,000	149,201.12	178
\$250,000	1,896,985.71	14
		7,495,302

PRIZE	GRID 1	GRID 2	BONUS GAMES	A	B	C	D
\$10	\$10 or	\$10 or	\$10	7 = \$ 70	4 = \$ 40	7 = \$ 70	4 = \$ 40
\$15	\$15 or		\$15	0 = \$ 0	1 = \$ 15	1 = \$ 15	0 = \$ 0
\$15		\$10	\$5	1 = \$ 15	2 = \$ 30	0 = \$ 0	3 = \$ 45
\$20	\$20 or	\$20 or	\$20	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20	\$10	\$10		0 = \$ 0	0 = \$ 0	1 = \$ 20	0 = \$ 0
\$20	\$10		\$10	0 = \$ 0	1 = \$ 20	0 = \$ 0	1 = \$ 20
\$20	\$10		\$5 x 2	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20		\$10	\$5 x 2	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 20
\$20			\$5 x 4	0 = \$ 0	1 = \$ 20	0 = \$ 0	0 = \$ 0
\$20	\$15		\$5	0 = \$ 0	0 = \$ 0	1 = \$ 20	0 = \$ 0
				10 = \$125	9 = \$125	10 = \$125	9 = \$125

* Each of the following GLEPS will be used in approximately 25% of each pack of 50 tickets.
 ** Numbers are rounded.
 *** This exact number of prizes is guaranteed delivery to TLC.
 Note: There will be no more than 15 winners per pack.



INTEROFFICE MEMO

Gary Grief, Executive Director Tom Hanson, Acting Charitable Bingo C

#2244

26-557-000-#

1-000-#

26-557-0000

26-557-0000

45-21-#

1-200-000-1-000

0-0000-#

Payment Approval

February 28, 2020

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

Vendor Name:	<u>IGT Global Solutions Corporation</u>
Invoice Number:	<u>90111965</u>
Tx Game name:	<u>Game #2244 Mega Loteria</u>
PO #:	<u>362-20-9009RL011</u>
Invoice Amount:	<u>\$1,200,678.14</u>

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

2/28/2020

Date

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

3/2/2020

Date

Ryan Mindell (Lottery Operations Division Director)

3.3.2020

Date

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

March 9, 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: 90111965
 DATE : February 27, 2020

2020 FEB 28 PM 1:29

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 GAMES# 2244	91260 010	"MEGA LOTERIA" 2244 -Truck#1 12.00" x 4.00" Tickets \$ 31.10/M Full UV (\$0.08 per sq inch per thousand) \$3.84/M Player's Mark (\$0.114 per sq inch per thousand) \$5.47/M Synchronized printing (\$0.10 per sq inch per thousand \$4.80/M Synchronized printing (2,500 Set Up Charge) Waived Synchronized printing (\$1,000 per each additional grid x 7 grids) Waived TOTAL \$ 45.21/M	1,623,000	PC 0.04521	73,375.83
002 GAMES# 2244	91260 020	"MEGA LOTERIA" 2244 -Truck#2	2,299,000	PC 0.04521	103,937.79
003 GAMES# 2244	91260 030	"MEGA LOTERIA" 2244 -Truck#3	2,231,550	PC 0.04521	100,888.38
004 GAMES# 2244	91260 040	"MEGA LOTERIA" 2244 -Truck#4	2,291,650	PC 0.04521	103,605.50
005 GAMES# 2244	91260 050	"MEGA LOTERIA" 2244 -Truck#5	2,242,300	PC 0.04521	101,374.38
006 GAMES# 2244	91260 060	"MEGA LOTERIA" 2244 -Truck#6	2,297,450	PC 0.04521	103,867.71
007 GAMES# 2244	91260 070	"MEGA LOTERIA" 2244 -Truck#7	2,220,000	PC 0.04521	100,366.20
008 GAMES# 2244	91260 080	"MEGA LOTERIA" 2244 -Truck#8	2,236,450	PC 0.04521	101,109.90
009 GAMES# 2244	91260 090	"MEGA LOTERIA" 2244 -Truck#9	2,296,200	PC 0.04521	103,811.20
010 GAMES# 2244	91260 100	"MEGA LOTERIA" 2244 -Truck#10	2,287,850	PC 0.04521	103,433.70
011 GAMES# 2244	91260 110	"MEGA LOTERIA" 2244 -Truck#11	2,233,200	PC 0.04521	100,962.97

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
012 GAMES# 2244	91260 120	"MEGA LOTERIA" 2244 -Truck#12	2,299,150	PC 0.04521	103,944.57
013 GAMES# 2244	91260 130	Rounding Adjustment			0.01
				TOTAL AMOUNT DUE	USD
					<u>1,200,678.14</u>

REMARKS:
Unrounded Invoice Total \$ 1,200,678.1380

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.

Closing Scratch Ticket Game Analysis
2/24/19-2/27/21

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$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 17	Week 17	3M	None	None	None	None
10M-14.99M	Week 16	None	None	Week 25	4M	Week 16*	None	None	Week 51*
15M-19.99M	Week 23	None	Week 31	Week 48	5M	Week 13*	None	Week 38*	Week 35*
20M-24.99M	None	None	None	Week 38	6M	Week 14	Week 24	None	None
25M-29.99M	Week 32*	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 21	Week 40	None	None
>35M	None	Week 63	None	Week 42*	>9M	Week 30	Week 36*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$560,738	\$776,573	\$927,958	\$1,946,842	3M	None	None	None	None
10M-14.99M	\$607,596	None	None	\$2,218,148	4M	\$2,364,236	None	None	\$3,873,162
15M-19.99M	\$633,975	None	\$1,585,325	\$1,515,020	5M	\$3,760,439	None	\$3,506,730	\$6,271,944
20M-24.99M	None	None	None	\$2,468,328	6M	\$4,039,631	\$4,400,564	None	None
25M-29.99M	\$776,998	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,381,845	\$3,828,587	None	None
>35M	None	\$1,061,088	None	\$4,122,095	>9M	\$4,682,820	\$5,671,831	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