

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 11/30/2021

Game #	2303	Confirmed Packs	16,111
Game Name	Ruby Red 7s	Active Packs	7,645
Quantity Printed	10,887,100	Warehouse Packs	1,120
Price Point	\$10	Returned Packs	37
Start Date	5/3/2021	Printed Payout Percentage	70.44%
Top Prize	\$ 500,000	Percent Sold	87.27%
Number of Top Prizes Remaining	2	Number of Weeks Out	30

Current Game Sales Analysis**TANGIBLE COSTS****Expenditure Impact:**

Cost to print tickets	\$ 358,410	Actual ticket production costs
Non-cash Prize Allocation	\$ 1,155,600	From EOPPS
Prize payout expense	\$ 64,341,760	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 65,855,770
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 95,011,722	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 95,011,722	

Excess of Revenue over Expended	\$ 29,155,951
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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	\$	1,860,570
Next week	\$	1,960,980
Next week	\$	1,979,480
Avg Weekly Sales Current Game	\$	1,933,677
Avg Weekly Sales \$10; >9M Qty	\$	4,643,288
Percentage Of Variance In Sales		58%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<div style="border: 1px solid black; padding: 2px;">2303</div>	Printed Payout Percentage	<div style="border: 1px solid black; padding: 2px;">70.44%</div>
Game Name	<div style="border: 1px solid black; padding: 2px;">Ruby Red 7s</div>	Actual Payout Percentage	<div style="border: 1px solid black; padding: 2px;">68.94%</div>
Percent Sold	<div style="border: 1px solid black; padding: 2px;">87.27%</div>	Number of Weeks Out	<div style="border: 1px solid black; padding: 2px;">30</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<div style="border: 1px solid black; padding: 2px;">30</div>

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):

Dale Bowersock

11/30/2021

Scratch Ticket Strategy Coordinator Date

Robert Lee

12/1/2021

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

Executive Director

Date

Not Required -
>85% Sold



Play the Games of Texas!

Da Vinci Report

11/29/21

Week End Date:11/27/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/27/21	11/20/21	11/13/21	11/6/21
Mature	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			53	67.23%	10,903	7,658	78,720	33	\$1,197,285.00	\$1,268,200.00	\$1,271,075.00	\$1,257,620.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			48	64.65%	7,865	6,047	71,188	47	\$989,830.00	\$1,091,160.00	\$1,152,160.00	\$1,189,835.00
	2323	\$5	9,897,375	COWBOYS	8/16/21			15	44.34%	9,745	7,276	53,680	53	\$1,132,060.00	\$1,201,390.00	\$1,231,300.00	\$1,264,075.00
	2314	\$5	7,325,925	CRAZY CASH	7/6/21			21	67.58%	3,638	2,433	21,451	1,827	\$325,615.00	\$382,500.00	\$446,525.00	\$475,835.00
	2317	\$5	7,214,175	DOUBLE YOUR MONEY	7/19/21			19	72.81%	4,017	2,773	15,915	1,089	\$422,750.00	\$531,345.00	\$586,445.00	\$650,085.00
	2297	\$5	7,320,450	GREAT 8S	8/2/21			17	75.62%	6,278	4,408	9,097	983	\$678,235.00	\$793,450.00	\$905,400.00	\$971,135.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21			15	44.53%	5,958	3,702	27,535	792	\$434,160.00	\$562,580.00	\$549,370.00	\$592,995.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21			25	78.09%	2,214	1,525	14,324	1,881	\$199,935.00	\$252,255.00	\$303,765.00	\$329,670.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21			23	63.70%	2,454	1,547	26,508	2,342	\$201,595.00	\$227,150.00	\$279,380.00	\$292,265.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			25	56.97%	10,665	4,641	117,070	150	\$1,506,720.00	\$1,686,550.00	\$1,691,320.00	\$2,002,970.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			34	51.98%	4,317	2,149	121,315	96	\$597,810.00	\$675,830.00	\$706,030.00	\$762,420.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			51	84.02%	6,653	2,945	26,910	56	\$903,890.00	\$961,980.00	\$942,280.00	\$979,110.00
	2347	\$10	11,256,950	777	4/19/21			32	73.68%	4,566	2,667	50,481	138	\$712,670.00	\$809,010.00	\$805,690.00	\$936,950.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			15	38.18%	17,565	8,043	72,226	557	\$1,565,130.00	\$1,710,510.00	\$1,606,820.00	\$1,730,010.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21			37	73.51%	41,739	12,415	147,762	54	\$7,662,220.00	\$7,724,780.00	\$7,484,090.00	\$7,533,340.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			17	42.01%	16,772	7,037	154,228	69	\$2,002,620.00	\$2,203,440.00	\$2,276,060.00	\$2,539,960.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21			30	87.27%	16,111	7,645	1,120	37	\$1,860,570.00	\$1,960,980.00	\$1,979,480.00	\$2,035,400.00
	2292	\$10	10,252,350	WILD \$10	3/1/21			39	68.49%	2,603	1,580	59,205	61	\$315,890.00	\$351,460.00	\$356,290.00	\$379,340.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			25	51.21%	16,055	6,015	141,180	252	\$1,878,900.00	\$2,235,840.00	\$2,420,320.00	\$2,437,000.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21			30	64.17%	20,993	7,403	97,291	41	\$2,119,960.00	\$2,320,940.00	\$2,500,460.00	\$2,450,460.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			237	82.51%	14,479	5,881	218,381	66	\$1,707,420.00	\$1,996,920.00	\$2,007,460.00	\$1,959,060.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			23	33.86%	44,181	10,732	613,176	63	\$7,326,720.00	\$7,610,040.00	\$7,628,640.00	\$7,563,000.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			89	73.74%	9,803	4,766	109,161	102	\$1,535,790.00	\$1,697,220.00	\$1,607,820.00	\$1,622,340.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			193	58.42%	10,473	5,006	548,269	64	\$2,165,430.00	\$2,454,090.00	\$2,373,510.00	\$2,365,980.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			34	53.36%	15,966	7,143	145,251	60	\$3,159,960.00	\$3,306,060.00	\$3,347,190.00	\$3,199,920.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21			32	75.66%	21,806	6,655	49,670	119	\$5,440,000.00	\$5,882,350.00	\$5,914,600.00	\$5,822,300.00
Sold/Closing	2277	\$1	29,734,500	10X THE CASH	1/4/21	11/14/21	12/29/21	47	97.58%	315	271	218	1,353	\$25,060.00	\$50,362.00	\$77,203.00	\$96,745.00
	2313	\$1	9,294,450	DOUBLE DOUBLER	7/6/21	12/19/21	2/2/22	21	93.51%	805	639	396	1,143	\$39,414.00	\$57,415.00	\$64,286.00	\$76,311.00
	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21	12/19/21	2/2/22	30	95.78%	1,473	1,178	166	907	\$77,434.00	\$109,971.00	\$128,276.00	\$159,407.00
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			62	90.07%	9,093	7,760	9,432	43	\$796,502.00	\$872,866.00	\$873,702.00	\$885,440.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20	12/19/21	2/2/22	86	97.89%	4,181	2,032	434	1,020	\$232,533.00	\$336,468.00	\$413,841.00	\$520,227.00
	2334	\$5	10,266,675	\$50,000 POKER	3/15/21	10/31/21	12/15/21	37	85.38%	72	55	16,576	1,764	\$4,115.00	\$29,860.00	\$62,535.00	\$115,005.00

Liability for 2303 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 04/13/2021 - 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	151875	\$1,518,750.00	827973	\$8,279,730.00	84.50%	9199615
2	2	N/A	\$15.00	99031	\$1,485,465.00	554213	\$8,313,195.00	84.84%	9236628
3	3	N/A	\$20.00	32313	\$646,260.00	185429	\$3,708,580.00	85.16%	9271450
4	4	N/A	\$20.00	58080	\$1,161,600.00	377386	\$7,547,720.00	86.66%	9435039
5	0	N/A	\$25.00	28585	\$714,625.00	189157	\$4,728,925.00	86.87%	9457850
6	0	N/A	\$30.00	6988	\$209,640.00	47452	\$1,423,560.00	87.16%	9489615
7	0	N/A	\$30.00	7108	\$213,240.00	47332	\$1,419,960.00	86.94%	9465617
8	0	N/A	\$30.00	7042	\$211,260.00	47380	\$1,421,400.00	87.06%	9478350
9	0	N/A	\$30.00	7932	\$237,960.00	46508	\$1,395,240.00	85.43%	9300831
10	0	N/A	\$75.00	7641	\$573,075.00	46799	\$3,509,925.00	85.96%	9359026
11	0	N/A	\$75.00	6691	\$501,825.00	47731	\$3,579,825.00	87.71%	9548568
12	0	N/A	\$75.00	6796	\$509,700.00	47644	\$3,573,300.00	87.52%	9528012
13	0	N/A	\$75.00	7392	\$554,400.00	47048	\$3,528,600.00	86.42%	9408822
14	0	N/A	\$100.00	1309	\$130,900.00	7765	\$776,500.00	85.57%	9316545
15	0	N/A	\$100.00	3449	\$344,900.00	23824	\$2,382,400.00	87.35%	9510294
16	0	N/A	\$100.00	3471	\$347,100.00	23729	\$2,372,900.00	87.24%	9497793
17	0	N/A	\$100.00	3594	\$359,400.00	23661	\$2,366,100.00	86.81%	9451464
18	0	N/A	\$100.00	2473	\$247,300.00	15710	\$1,571,000.00	86.40%	9406387
19	0	N/A	\$200.00	16	\$3,200.00	75	\$15,000.00	82.42%	8972884
20	0	N/A	\$200.00	27	\$5,400.00	158	\$31,600.00	85.41%	9298171
21	0	N/A	\$200.00	12	\$2,400.00	79	\$15,800.00	86.81%	9451438
22	0	N/A	\$200.00	15	\$3,000.00	163	\$32,600.00	91.57%	9969647
23	0	N/A	\$200.00	23	\$4,600.00	159	\$31,800.00	87.36%	9511257
24	0	N/A	\$200.00	22	\$4,400.00	165	\$33,000.00	88.24%	9606264
25	0	N/A	\$200.00	24	\$4,800.00	158	\$31,600.00	86.81%	9451438
26	0	N/A	\$500.00	10	\$5,000.00	85	\$42,500.00	89.47%	9741089
27	0	N/A	\$500.00	17	\$8,500.00	163	\$81,500.00	90.56%	9858873
28	0	N/A	\$500.00	14	\$7,000.00	77	\$38,500.00	84.62%	9212161
29	0	N/A	\$500.00	17	\$8,500.00	74	\$37,000.00	81.32%	8853246
30	0	N/A	\$500.00	11	\$5,500.00	80	\$40,000.00	87.91%	9571076
31	0	N/A	\$1,000.00	4	\$4,000.00	19	\$19,000.00	82.61%	8993691
32	0	N/A	\$1,000.00	14	\$14,000.00	77	\$77,000.00	84.62%	9212161
33	0	N/A	\$1,000.00	22	\$22,000.00	118	\$118,000.00	84.29%	9176270
34	0	N/A	\$1,000.00	5	\$5,000.00	18	\$18,000.00	78.26%	8520338
35	0	N/A	\$10,000.00	0	\$0.00	2	\$20,000.00	100.00%	10887102
36	0	N/A	\$10,000.00	2	\$20,000.00	6	\$60,000.00	75.00%	8165324
37	0	N/A	\$50,000.00	1	\$50,000.00	1	\$50,000.00	50.00%	5443551
38	0	N/A	\$50,000.00	1	\$50,000.00	3	\$150,000.00	75.00%	8165324
39	0	N/A	\$500,000.00	2	\$1,000,000.00	3	\$1,500,000.00	60.00%	6532260
Totals:				442029	\$11,194,700.00	2,608,424	\$64,341,760.00		

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 50 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$10	1	\$10	11.11	979,848	10,800	4.50	\$9,798,480	12.78%	
2	L	\$15	1	\$15	16.67	653,244	7,200	3.00	\$9,798,660	12.78%	
3	L	\$20	1	\$20	50.00	217,742	2,400	1.00	\$4,354,840	5.68%	
4	L	\$10 x 2	2	\$20	25.00	435,466	4,800	2.00	\$8,709,320	11.36%	Low Tier: 42.59%
5	M	\$15 + \$10	2	\$25	50.00	217,742	2,400	1.00	\$5,443,550	7.10%	
6	M	\$10 x 3	3	\$30	199.98	54,440	600	0.25	\$1,633,200	2.13%	
7	M	\$15 x 2	2	\$30	199.98	54,440	600	0.25	\$1,633,200	2.13%	
8	M	\$10 + \$20	2	\$30	200.05	54,422	600	0.25	\$1,632,660	2.13%	
9	M	\$30	1	\$30	199.98	54,440	600	0.25	\$1,633,200	2.13%	
10	M	\$75	1	\$75	199.98	54,440	600	0.25	\$4,083,000	5.32%	
11	M	\$10 (WINX5) + \$10 + \$15	3	\$75	200.05	54,422	600	0.25	\$4,081,650	5.32%	
12	M	\$10 x 2) + (\$20 x 2) + \$15	5	\$75	199.98	54,440	600	0.25	\$4,083,000	5.32%	
13	M	\$15 (WINX5)	1	\$75	199.98	54,440	600	0.25	\$4,083,000	5.32%	
14	M	\$100	1	\$100	1,199.81	9,074	100		\$907,400	1.18%	
15	M	\$10 (WINX5) + (\$15 x 2) + \$20	4	\$100	399.19	27,273	301		\$2,727,300	3.56%	
16	M	\$10 (WINX5) + (\$10 x 5)	6	\$100	400.26	27,200	300		\$2,720,000	3.55%	
17	M	\$15 (WINX5) + \$10 + \$15	3	\$100	399.45	27,255	300		\$2,725,500	3.55%	
18	M	\$20 (WINX5)	1	\$100	598.75	18,183	200		\$1,818,300	2.37%	
19	M	\$200	1	\$200	119,638.46	91	1		\$18,200	0.02%	
20	M	\$10 (WINX5) + (\$10 x 10) + \$20	13	\$200	58,849.19	185	2		\$37,000	0.05%	
21	M	\$30 (WINX5) + (\$10 x 5)	6	\$200	119,638.46	91	1		\$18,200	0.02%	
22	M	\$10 (WINX5) + (\$30 x 2) + (\$20 x 10)	14	\$200	61,163.48	178	2		\$35,600	0.05%	
23	M	\$20 (WINX5) + (\$10 x 10)	11	\$200	59,819.23	182	2		\$36,400	0.05%	
24	M	\$10 (WINX5) x 2) + \$20 (WINX5)	3	\$200	58,219.79	187	2		\$37,400	0.05%	
25	M	\$15 x 10) + \$10 (WINX5)	11	\$200	59,819.23	182	2		\$36,400	0.05%	
26	M	\$500	1	\$500	114,601.05	95	1		\$47,500	0.06%	
27	M	\$5 (x 4) + \$20 (WINX5) + (\$10 x 10)	25	\$500	60,483.89	180	2		\$90,000	0.12%	
28	M	\$10 (WINX5) + (\$20 x 10)	7	\$500	119,638.46	91	1		\$45,500	0.06%	
29	M	\$20 x 25 (WINALL)	1	\$500	119,638.46	91	1		\$45,500	0.06%	
30	M	\$75 x 2) + (\$10 x 2) + \$30	1	\$500	119,638.46	91	1		\$45,500	0.06%	Mid Tier: 51.76%
31	H	\$1,000	1	\$1,000	473,352.17	23			\$23,000	0.03%	
32	H	1) + (\$100 x 3) + \$25 + \$75	1	\$1,000	119,638.46	91	1		\$91,000	0.12%	
33	H	\$5) + (\$10 x 20) + (\$15 (WINX5) + (\$20 x 10) + (\$30 (WINX5) + (\$200 x 7) + \$100 (WINX5) x 17) + (\$1,000 x 500,000	25	\$1,000	77,765.00	140	2		\$140,000	0.18%	
34	H	\$5) + (\$20 x 10) + (\$30 (WINX5) + (\$200 x 7) + \$100 (WINX5) x 17) + (\$1,000 x 500,000	13	\$1,000	473,352.17	23			\$23,000	0.03%	
35	H	\$10,000	1	\$10,000	5,443,550.00	2			\$20,000	0.03%	
36	H	7) + (\$200 x 7) + \$100 (WINX5) x 17) + (\$1,000 x 500,000	1	\$10,000	1,360,887.50	8			\$80,000	0.10%	
37	H	\$50,000	1	\$50,000	5,443,550.00	2			\$100,000	0.13%	
38	H	\$10 (WINX5) x 17) + (\$1,000 x 500,000	25	\$50,000	2,721,775.00	4			\$200,000	0.26%	
39	H	\$500,000	1	\$500,000	2,177,420.00	5			\$2,500,000	3.26%	High Tier: 4.14%
TOTAL CASH PRIZES				1 in 2 Decimals: 3.57 1 in 4 Decimals: 3.5690		3,050,453	33,622	13.50	\$75,536,460	98.49%	
SECOND-CHANCE DRAWINGS											
\$100 CASH PLUS ENTRY				\$428.00		2,700			\$1,155,600.00	1.51%	
SUB TOTAL						2,700			\$1,155,600.00	1.51%	
TOTAL CASH & SECOND-CHANCE PRIZES						3,053,153			\$76,692,060	100.00%	

Consolidated odds are 1 in:

Ruby Red 7s
Texas Lottery Game # 2303
IGT Job # 012120
Version 3 dated February 1, 2021

	\$10	11.11	979,848
	\$15	16.67	653,244
	\$20	16.67	653,208
	\$25	50.00	217,742
	\$30	50.00	217,742
	\$75	50.00	217,742
	\$100	99.90	108,985
	\$200	9,933.49	1,096
	\$500	19,866.97	548
	\$1,000	39,303.61	277
	\$10,000	1,088,710.00	10
	\$50,000	1,814,516.67	6
	\$500,000	2,177,420.00	5
			3,050,453

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:	A		B		C		D		TOTAL	
			PER GAME:	54,440		54,440		54,422		54,440		217,742	
			PER POOL:	600		600		600		600		2,400	
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT
1	\$10	1	\$10	6	\$60	3	\$30	4	\$40	5	\$50	979,848	\$9,798,480
2	\$15	1	\$15	2	\$30	4	\$60	2	\$30	4	\$60	653,244	\$9,798,660
3	\$20	1	\$20	1	\$20	1	\$20	1	\$20	1	\$20	217,742	\$4,354,840
4	\$10 x 2	2	\$20	2	\$40	2	\$40	3	\$60	1	\$20	435,466	\$8,709,320
5	\$15 + \$10	2	\$25	1	\$25	1	\$25	1	\$25	1	\$25	217,742	\$5,443,550
6	\$10 x 3	3	\$30	1	\$30	0	\$0	0	\$0	0	\$0	54,440	\$1,633,200
7	\$15 x 2	2	\$30	0	\$0	1	\$30	0	\$0	0	\$0	54,440	\$1,633,200
8	\$10 + \$20	2	\$30	0	\$0	0	\$0	1	\$30	0	\$0	54,422	\$1,632,660
9	\$30	1	\$30	0	\$0	0	\$0	0	\$0	1	\$30	54,440	\$1,633,200
10	\$75	1	\$75	0	\$0	1	\$75	0	\$0	0	\$0	54,440	\$4,083,000
11	\$10 (WINX5) + \$10 + \$15	3	\$75	0	\$0	0	\$0	1	\$75	0	\$0	54,422	\$4,081,650
12	\$10 x 2) + (\$20 x 2) + \$15	5	\$75	0	\$0	0	\$0	0	\$0	1	\$75	54,440	\$4,083,000
13	\$15 (WINX5)	1	\$75	1	\$75	0	\$0	0	\$0	0	\$0	54,440	\$4,083,000
TOTAL PRIZES				14	\$280	13	\$280	13	\$280	14	\$280	2,939,526	\$60,987,760

EXECUTED March 9, 2021

Game Price Point	Allocation for Each Cash + Entry Prize (\$100)	Allocation for Promotional Support, VIP Prizes and Challenge Prizes (\$328)	Total Cash + Entry Prizes Awarded	# Second-Chance Drawings	Winners Per Drawing
\$20.00	\$1,406,000	\$4,611,680	14,060	5	2,812
\$10.00	\$270,000	\$885,600	2,700	5	540
\$5.00	\$216,000	\$708,480	2,160	5	432
\$1.00	\$108,000	\$354,240	1,080	5	216
TOTALS	\$2,000,000	\$6,560,000	20,000		4,000

3. MARKETING AND PROMOTIONAL SUPPORT PROVIDED BY THE COMPANY:

- a) Promotional support (including a Promotion microsite and drawing services for the VIP Prize and Challenge Prize Drawings), the Challenge contest (including hosting the Challenge and fulfillment of cash prizes won during the Challenge ("Challenge Cash Prizes")), point of sale materials with an estimated value of \$200,000, and holographic materials for the manufacturing of the Eligible games, all as described further herein;
- b) Fulfillment of twenty thousand (20,000) one hundred dollars (\$100) Cash + Entry Prizes valued at two million dollars (\$2,000,000);
- c) Fulfillment of thirty-five (35) VIP Prizes, each valued at seven thousand dollars (\$7,000) before taxes and nine thousand two hundred ten dollars and fifty-three cents (\$9,210.53) including federal taxes. The grand total value for all thirty-five (35) VIP Prizes and fulfillment is three hundred twenty-two thousand three hundred sixty-eight dollars and fifty-five cents (\$322,368.55) including federal taxes. IGT will be responsible for issuing and remitting payment for the tax portion of the VIP Prizes on behalf of each winner; and
- d) Fulfillment and hosting of fifty (50) Challenge Prizes and the Challenge contest, including Challenge Cash Prizes awarded at the Challenge, and hotel and travel accommodations to/from the Challenge. For each Challenge Prize, the travel and hotel accommodations only are valued at two thousand five hundred dollars (\$2,500) before taxes and three thousand two hundred eighty-nine dollars and forty-eight cents (\$3,289.48) including federal taxes. IGT will be responsible for issuing and remitting payment for the tax portion of the Challenge Prizes on behalf of each winner.

4. CASH + ENTRY PRIZE DRAWINGS

- a. The TLC shall conduct a total of five (5) promotional second-chance Cash + Entry Prize Drawings. The number of Cash + Entry Prize winners for each Drawing by game price point is shown in the



INTEROFFICE MEMO

Gary Grief, Executive Director Tyler Vance, Acting Charitable Bingo Operations Director

Payment Approval

April 14, 2021

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

Vendor Name	IGT
P.O. Number (if applicable)	362-21-9009RL015
Invoice Number	90118639
Tx Game Name:	Game #2303 Ruby Red 7s
Invoice Amount:	\$358,410.37

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.

JB

4/15/2021

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

4/15/2021

Date

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

4/15/2021

Date

Ryan Mindell
Ryan Mindell (Lottery Operations Division Director)

4/19/2021

Date

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

April 24, 2021



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: 90118639
 DATE : April 13, 2021

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 2303	101019 010	2303 RUBY RED 7s-Trk 1	1,910,400 PC	0.02771	52,937.18
002 GAME 2303	101019 020	2303 Option: Full UV	1,910,400 PC	0.00320	6,113.28
003 GAME 2303	101019 030	2303 RUBY RED 7s-Trk 2	2,220,700 PC	0.02771	61,535.60
004 GAME 2303	101019 040	2303 Option: Full UV	2,220,700 PC	0.00320	7,106.24
005 GAME 2303	101019 050	2303 RUBY RED 7s-Trk 3	2,253,550 PC	0.02771	62,445.87
006 GAME 2303	101019 060	2303 Option: Full UV	2,253,550 PC	0.00320	7,211.36
007 GAME 2303	101019 070	2303 RUBY RED 7s-Trk 4	2,256,200 PC	0.02771	62,519.30
008 GAME 2303	101019 080	2303 Option: Full UV	2,256,200 PC	0.00320	7,219.84
009 GAME 2303	101019 090	2303 RUBY RED 7s-Trk 5	2,246,250 PC	0.02771	62,243.59
010 GAME 2303	101019 100	2303 Option: Full UV	2,246,250 PC	0.00320	7,188.00
011 GAME 2303	101019 110	Holographic Pack Inserts			21,890.11

TOTAL AMOUNT DUE USD 358,410.37

Continued...

INV ITEM NO.	SALES ORD.		QUANTITY	UNIT	EXTENDED
CUSTOMER PO NO.	SO ITEM NO	DESCRIPTION		PRICE	AMOUNT

REMARKS:
Unrounded Invoice Total \$358,410.3710

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.

Instant Ticket Game Analysis
8/25/19-8/28/21

Average Number of Weeks for 85% Average Sell Through

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 11*	Week 17	3M	None	None	None	None
10M-14.99M	Week 15	None	None	Week 19	4M	Week 16*	None	None	None
15M-19.99M	Week 23*	None	Week 29	Week 48	5M	Week 20	None	Week 38*	Week 36
20M-24.99M	None	None	None	Week 36	6M	Week 13	Week 23*	None	None
25M-29.99M	Week 32	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	None	None	None	8M	Week 21*	Week 40	None	None
>35M	None	None	Week 59	Week 44*	>9M	Week 30	Week 33	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	2M	None	None	None	None
5M-9.99M	\$565,128	\$810,337	\$1,161,701	\$1,904,150	3M	None	None	None	None
10M-14.99M	\$646,883	None	None	\$2,800,321	4M	\$2,364,236	None	None	None
15M-19.99M	\$638,272	None	\$1,669,812	\$1,515,020	5M	\$2,813,557	None	\$3,506,730	\$6,331,310
20M-24.99M	None	None	None	\$2,620,225	6M	\$4,264,362	\$4,577,513	None	None
25M-29.99M	\$786,285	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	None	None	None	8M	\$3,283,703	\$3,828,587	None	None
>35M	None	None	\$1,688,331	\$3,934,727	>9M	\$4,643,288	\$6,280,238	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