

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

11/30/2021

Game #	2304	Confirmed Packs	20,993
Game Name	Diamond White 7s	Active Packs	7,403
Quantity Printed	8,984,625	Warehouse Packs	97,291
Price Point	\$20	Returned Packs	41
Start Date	5/3/2021	Printed Payout Percentage	75.49%
Top Prize	\$ 1,000,000	Percent Sold	64.17%
Number of Top Prizes Remaining	1	Number of Weeks Out	30

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

Cost to print tickets	\$ 318,017	Actual ticket production costs
Non-cash Prize Allocation	\$ 6,017,680	From EOPPS
Prize payout expense	\$ 82,998,815	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 89,334,512

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 115,308,677	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u><u>\$ 115,308,677</u></u>	

Excess of Revenue over Expended \$ 25,974,165

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	\$	2,119,960
Next week	\$	2,320,940
Next week	\$	2,500,460
Avg Weekly Sales Current Game	\$	2,313,787
Avg Weekly Sales \$20; 8M Qty	\$	3,828,587
Percentage Of Variance In Sales		40%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2304	Printed Payout Percentage	75.49%
Game Name	Diamond White 7s	Actual Payout Percentage	77.20%
Percent Sold	64.17%	Number of Weeks Out	30
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			40

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):

This game needs to be Closed in mid-February to schedule the final drawing and award all trip prizes prior to the
Gems \$7 Million Challenge scheduled for July '22. Closing this game also clears bin space for the new family which
launches in January.

Dale Bowersock

11/30/2021

Scratch Ticket Strategy Coordinator Date

Robert Lee

11/30/2021

Products Manager Date

By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

Roy Mitchell

12/1/2021

Lottery Operations Division Director Date

Kathy Pyra

12/1/2021

Controller Date

Gary Krif

12/1/2021

Executive Director Date



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 2304 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 04/15/2021 - 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	\$20.00	332694	\$6,653,880.00	565847	\$11,316,940.00	62.97%	5657975
2	2	N/A	\$25.00	133301	\$3,332,525.00	226241	\$5,656,025.00	62.92%	5653555
3	3	N/A	\$40.00	129327	\$5,173,080.00	230215	\$9,208,600.00	64.03%	5752861
4	4	N/A	\$50.00	65589	\$3,279,450.00	113971	\$5,698,550.00	63.47%	5702755
5	5	N/A	\$50.00	258136	\$12,906,800.00	460531	\$23,026,550.00	64.08%	5757462
6	0	N/A	\$100.00	2784	\$278,400.00	4676	\$467,600.00	62.68%	5631649
7	0	N/A	\$100.00	35048	\$3,504,800.00	62384	\$6,238,400.00	64.03%	5752697
8	0	N/A	\$100.00	16091	\$1,609,100.00	28718	\$2,871,800.00	64.09%	5758228
9	0	N/A	\$100.00	10802	\$1,080,200.00	19291	\$1,929,100.00	64.10%	5759558
10	0	N/A	\$250.00	2779	\$694,750.00	4679	\$1,169,750.00	62.74%	5636773
11	0	N/A	\$250.00	5432	\$1,358,000.00	9525	\$2,381,250.00	63.68%	5721638
12	0	N/A	\$250.00	5397	\$1,349,250.00	9536	\$2,384,000.00	63.86%	5737452
13	0	N/A	\$250.00	5408	\$1,352,000.00	9566	\$2,391,500.00	63.88%	5739743
14	0	N/A	\$250.00	2682	\$670,500.00	4813	\$1,203,250.00	64.22%	5769579
15	0	N/A	\$500.00	140	\$70,000.00	230	\$115,000.00	62.16%	5585037
16	0	N/A	\$500.00	536	\$268,000.00	963	\$481,500.00	64.24%	5771977
17	0	N/A	\$500.00	395	\$197,500.00	704	\$352,000.00	64.06%	5755392
18	0	N/A	\$500.00	283	\$141,500.00	472	\$236,000.00	62.52%	5616878
19	0	N/A	\$500.00	555	\$277,500.00	950	\$475,000.00	63.12%	5671357
20	0	N/A	\$500.00	393	\$196,500.00	733	\$366,500.00	65.10%	5848783
21	0	N/A	\$500.00	547	\$273,500.00	962	\$481,000.00	63.75%	5727772
22	0	N/A	\$500.00	271	\$135,500.00	480	\$240,000.00	63.91%	5742503
23	0	N/A	\$500.00	538	\$269,000.00	951	\$475,500.00	63.87%	5738333
24	0	N/A	\$500.00	274	\$137,000.00	476	\$238,000.00	63.47%	5702241
25	0	N/A	\$1,000.00	32	\$32,000.00	43	\$43,000.00	57.33%	5151185
26	0	N/A	\$1,000.00	35	\$35,000.00	40	\$40,000.00	53.33%	4791800
27	0	N/A	\$1,000.00	33	\$33,000.00	42	\$42,000.00	56.00%	5031390
28	0	N/A	\$10,000.00	1	\$10,000.00	1	\$10,000.00	50.00%	4492312
29	0	N/A	\$10,000.00	12	\$120,000.00	6	\$60,000.00	33.33%	2994875
30	0	N/A	\$100,000.00	2	\$200,000.00	0	\$0.00	0.00%	0
31	0	N/A	\$100,000.00	0	\$0.00	4	\$400,000.00	100.00%	8984625
32	0	N/A	\$1,000,000.00	1	\$1,000,000.00	3	\$3,000,000.00	75.00%	6738468
Totals:				1009518	\$46,638,735.00	1,757,053	\$82,998,815.00		

PACKET QUANTITY: 8,984,625
 MIN QUANTITY: 8,820,000
 DocuSign Envelope ID: 9194EA22-211C-4569-B3B8-2FB6B81FF46F
 PACKS / POOL: 4,800
 PACK SIZE: 25
 POOL SIZE: 120,000

PRIZE STRUCTURE
 DIAMOND WHITE 7s
 Lottery Game # 2304
 IGT Job # 012121
 Version 5 dated February 1, 2021

RETAIL PRICE: \$20.00
 REVENUE: \$179,692,500
 PRIZE FUND: \$135,655,230
 PERCENTAGE: 75.49298399%
 INSTANT FUND: \$129,637,550
 INSTANT-WIN PAYOUT: 72.1441073%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN		PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
							120,000 (PER POOL)	WINNERS IN 25 (PER PACK)			
1	L	\$20	1	\$20	10.00	898,541	12,000	2.50	\$17,970,820	13.25%	Low Tier: 13.25%
2	G	\$25	1	\$25	24.99	359,542	4,800	1.00	\$8,988,550	6.63%	
3	G	\$20 x 2	2	\$40	24.99	359,542	4,800	1.00	\$14,381,680	10.60%	
4	G	\$50	1	\$50	50.04	179,560	2,400	0.50	\$8,978,000	6.62%	
5	G	\$25 x 2	2	\$50	12.50	718,667	9,600	2.00	\$35,933,350	26.49%	: 50.33%
6	M	\$100	1	\$100	1,204.37	7,460	100		\$746,000	0.55%	
7	M	\$50 x 2	2	\$100	92.21	97,432	1,301		\$9,743,200	7.18%	
8	M	\$20 x 5	5	\$100	200.51	44,809	598		\$4,480,900	3.30%	
9	M	\$25 x 4	4	\$100	298.56	30,093	402		\$3,009,300	2.22%	
10	M	\$250	1	\$250	1,204.70	7,458	100		\$1,864,500	1.37%	
11	M	\$20 (WINX10)+ \$50	2	\$250	600.70	14,957	200		\$3,739,250	2.76%	
12	M	\$25 (WINX10)	1	\$250	601.66	14,933	199		\$3,733,250	2.75%	
13	M	\$20 (WINX10) x (\$25 x 2)	3	\$250	600.02	14,974	200		\$3,743,500	2.76%	
14	M	(\$20 x 10) + (\$25 x 2)	12	\$250	1,198.75	7,495	100		\$1,873,750	1.38%	
15	M	\$500	1	\$500	24,282.77	370	5		\$185,000	0.14%	
16	M	20 x 15) + \$20 (WINX1	16	\$500	5,993.75	1,499	20		\$749,500	0.55%	
17	M	x 2) + (\$25 x 12) + (\$20	19	\$500	8,175.27	1,099	15		\$549,500	0.41%	
18	M	x 15) + (\$25 x 4) + (\$50	21	\$500	11,900.17	755	10		\$377,500	0.28%	
19	M	2) + \$20 (WINX10) + (\$	7	\$500	5,969.85	1,505	20		\$752,500	0.55%	
20	M	25 x 10) + \$25 (WINX1	11	\$500	7,979.24	1,126	15		\$563,000	0.42%	
21	M	20 x 15) + (\$25 x 4) + \$1	20	\$500	5,954.03	1,509	20		\$754,500	0.56%	
22	M	x 8) + (\$100 x 2) + (\$20	15	\$500	11,963.55	751	10		\$375,500	0.28%	
23	M	\$20 x 25	25	\$500	6,034.00	1,489	20		\$744,500	0.55%	
24	M	\$50 (WINX10)	1	\$500	11,979.50	750	10		\$375,000	0.28%	Mid Tier: 28.28%
25	H	\$1,000	1	\$1,000	119,795.00	75	1		\$75,000	0.06%	
26	H	x 11) + (\$20 x 5) + (\$25	1	\$1,000	119,795.00	75	1		\$75,000	0.06%	
27	H	x 4) + (\$50 x 2) + (\$100	1	\$1,000	119,795.00	75	1		\$75,000	0.06%	
28	H	\$10,000	1	\$10,000	4,492,312.50	2	2		\$20,000	0.01%	
29	H	\$100 (WINX10) x 2) +	30	\$10,000	499,145.83	18			\$180,000	0.13%	
30	H	\$100,000	1	\$100,000	4,492,312.50	2	2		\$200,000	0.15%	
31	H	10,000 x 8) + (\$1,000 x	1	\$100,000	2,246,156.25	4	4		\$400,000	0.29%	
32	H	\$1,000,000	1	\$1,000,000	2,246,156.25	4	4		\$4,000,000	2.95%	High Tier: 3.70%
TOTAL CASH PRIZES				1 in 2 Decimals:	3.25	2,766,571	36,948	7.00	\$129,637,550	95.56%	
				1 in 4 Decimals:	3.2476						
SECOND-CHANCE DRAWINGS											
\$100 CASH PLUS ENTRY						14,060			\$6,017,680.00	4.44%	
SUB TOTAL						14,060			\$6,017,680.00	4.44%	
TOTAL CASH & SECOND-CHANCE PRIZES						2,780,631			\$135,655,230	100.00%	

DIAMOND WHITE 7s
 Texas Lottery Game # 2304
 IGT Job # 012121
 Version 5 dated February 1, 2021

Consolidated
 odds are 1 in:

\$20	10.00	898,541
\$25	24.99	359,542
\$40	24.99	359,542
\$50	10.00	898,227
\$100	49.97	179,794
\$250	150.20	59,817
\$500	827.85	10,853
\$1,000	39,931.67	225
\$10,000	449,231.25	20
\$100,000	1,497,437.50	6
\$1,000,000	2,246,156.25	4
		2,766,571

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:		A		B		C		D		TOTAL	
			PER GAME:	PER POOL:	89,834	1,200	89,834	1,200	89,937	1,200	89,780	1,200	359,385	4,800
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL
1	\$20	1	\$20	3	\$60	2	\$40	3	\$60	2	\$40	898,541	\$17,970,820	
2	\$25	1	\$25	0	\$0	2	\$50	2	\$50	0	\$0	359,542	\$8,988,550	
3	\$20 x 2	2	\$40	2	\$80	0	\$0	2	\$80	0	\$0	359,542	\$14,381,680	
4	\$50	1	\$50	0	\$0	0	\$0	0	\$0	2	\$100	179,560	\$8,978,000	
5	\$25 x 2	2	\$50	2	\$100	3	\$150	1	\$50	2	\$100	718,667	\$35,933,350	
TOTAL PRIZES				7	\$240	7	\$240	8	\$240	6	\$240	2,515,852	\$86,252,400	



INTEROFFICE MEMO

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

Payment Approval

April 28, 2021

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

Vendor Name	<u>IGT</u>
P.O. Number (if applicable)	<u>362-21-9009RL016</u>
Invoice Number	<u>90118770</u>
Tx Game Name:	<u>Game #2304 Diamond White 7's</u>
Invoice Amount:	<u>\$318,017.22</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.

JB 5/4/2021



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

5/4/2021
Date

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

5/4/2021
Date

Ryan Mindell (Lottery Operations Division Director)

5/5/2021
Date

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

May 8, 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: 90118770
 DATE : April 22, 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 2304	101348 010	2304 DIAMOND WHITE 7s-Trk 1	2,051,600 PC	0.02937	60,255.49
002 GAME 2304	101348 020	2304 Option: Full UV	2,051,600 PC	0.00320	6,565.12
003 GAME 2304	101348 030	2304 DIAMOND WHITE 7s-Trk 2	2,322,350 PC	0.02937	68,207.42
004 GAME 2304	101348 040	2304 Option: Full UV	2,322,350 PC	0.00320	7,431.52
005 GAME 2304	101348 050	2304 DIAMOND WHITE 7s-Trk 3	2,289,875 PC	0.02937	67,253.63
006 GAME 2304	101348 060	2304 Option: Full UV	2,289,875 PC	0.00320	7,327.60
007 GAME 2304	101348 070	2304 DIAMOND WHITE 7s-Trk 4	2,320,800 PC	0.02937	68,161.90
008 GAME 2304	101348 080	2304 Option: Full UV	2,320,800 PC	0.00320	7,426.56
009 GAME 2304	101348 110	Holographic Pack Inserts			25,387.98

TOTAL AMOUNT DUE USD 318,017.22

REMARKS:
 Unrounded Invoice Total \$318,017.2160

PAYMENT TERMS:
 Due within 30 days

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

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

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

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	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

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	\$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