

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

12/29/2022

Game #	2327	Confirmed Packs	7,017
Game Name	Texas Loteria	Active Packs	5,542
Quantity Printed	28,614,750	Warehouse Packs	8,969
Price Point	\$3	Returned Packs	284
Start Date	10/4/2021	Printed Payout Percentage	65.86%
Top Prize	\$ 50,000	Percent Sold	92.98%
Number of Top Prizes Remaining	0	Number of Weeks Out	64

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 834,692	Actual ticket production costs
Prize payout expense	\$ 50,773,132	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 51,607,824

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 79,817,984	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 79,817,984

Excess of Revenue over Expended \$ 28,210,159

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	\$	491,748
Next week	\$	514,692
Next week	\$	539,694
Avg Weekly Sales Current Game	\$	515,378
Avg Weekly Sales \$3; 15M - 19.99M Qty*	\$	1,754,298
Percentage Of Variance In Sales		71%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<div>2327</div>	Printed Payout Percentage	<div>65.86%</div>
Game Name	<div>Texas Loteria</div>	Actual Payout Percentage	<div>63.61%</div>
Percent Sold	<div>92.98%</div>	Number of Weeks Out	<div>64</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			<div>27</div>

* No games at the 25M-29.99M level so the 15M-19.99M level was used. Note - only one game at this level with 85% sell through.

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):

Not Required - All Top Prizes Are Claimed

Scratch Ticket Strategy Coordinator Date

Not Required - All Top Prizes Are Claimed

Products Manager Date

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

Not Required - All Top Prizes Are Claimed

Lottery Operations Division Director Date

Not Required - All Top Prizes Are Claimed

Controller Date

Not Required - All Top Prizes Are Claimed

Deputy Executive Director Date

Not Required - All Top Prizes Are Claimed

Executive Director Date




Da Vinci Report

12/29/22

Week End Date:12/24/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/24/22	12/17/22	12/10/22	12/3/22
Mature	2412	\$5	7,218,150	POWER SHOT	8/1/22			21	68.55%	2,823	2,371	21,134	1,226	\$292,930.00	\$346,170.00	\$377,360.00	\$461,580.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			43	60.02%	14,339	9,538	143,531	114	\$2,014,520.00	\$2,064,665.00	\$2,098,765.00	\$2,142,045.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			53	63.59%	19,220	9,009	172,761	35	\$3,137,830.00	\$3,087,230.00	\$3,133,390.00	\$3,230,480.00
	2369	\$10	12,077,250	\$50, \$100 OR \$500!	8/1/22			21	66.75%	19,467	8,132	45,475	23	\$3,004,180.00	\$3,052,580.00	\$3,079,240.00	\$3,245,610.00
	2441	\$10	14,063,350	\$500,000 CASH BLOWOUT	9/6/22			16	27.87%	18,546	10,250	169,714	8	\$1,737,990.00	\$1,783,880.00	\$1,757,930.00	\$1,968,410.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			46	77.78%	45,804	14,032	141,110	31	\$7,572,640.00	\$7,570,920.00	\$7,703,080.00	\$8,091,710.00
	2407	\$10	12,236,750	PAYOUT MULTIPLIER	7/5/22			25	47.74%	8,355	4,961	112,060	26	\$970,790.00	\$1,054,210.00	\$1,098,230.00	\$1,275,180.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			51	53.93%	10,576	6,516	189,512	46	\$1,227,650.00	\$1,263,120.00	\$1,226,180.00	\$1,315,190.00
	2311	\$10	8,067,400	TRIPLE RED 777 SUPER TICKET	7/11/22			24	54.51%	12,470	7,423	48,868	7	\$1,797,660.00	\$1,742,060.00	\$1,798,430.00	\$1,863,070.00
	2442	\$20	10,250,650	\$1,000,000 CASH BLOWOUT	9/6/22			16	24.12%	22,294	10,066	273,039	25	\$2,509,260.00	\$2,704,760.00	\$2,673,860.00	\$2,726,340.00
	2438	\$20	19,277,675	\$1,000,000 CROSSWORD	6/6/22			29	35.94%	27,031	9,693	446,675	22	\$4,963,100.00	\$5,073,420.00	\$4,991,800.00	\$4,978,380.00
	2349	\$20	8,200,000	500X	7/18/22			23	68.00%	16,590	7,267	75,051	16	\$3,319,000.00	\$3,875,360.00	\$3,935,580.00	\$4,154,940.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			58	45.16%	13,822	6,397	334,642	53	\$1,901,160.00	\$2,073,880.00	\$1,920,160.00	\$2,017,440.00
	2434	\$20	16,932,075	MILLION DOLLAR LOTERIA	9/19/22			14	32.93%	52,696	13,088	369,887	11	\$8,682,980.00	\$8,951,180.00	\$8,856,280.00	\$8,996,480.00
	2402	\$20	8,199,050	MONEY	6/20/22			27	43.89%	9,580	4,944	166,346	23	\$1,467,740.00	\$1,618,660.00	\$1,627,240.00	\$1,721,400.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			51	69.33%	13,141	6,531	100,480	59	\$1,601,700.00	\$1,638,200.00	\$1,542,740.00	\$1,638,100.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			44	83.03%	8,581	4,077	38,081	51	\$1,392,040.00	\$1,577,340.00	\$1,578,500.00	\$1,627,580.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			249	72.50%	11,741	6,513	350,440	78	\$2,814,570.00	\$2,890,710.00	\$2,778,240.00	\$2,780,640.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			38	50.24%	14,073	7,873	152,539	55	\$2,897,880.00	\$2,975,100.00	\$2,858,670.00	\$3,022,170.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			21	34.41%	20,312	8,561	182,239	29	\$4,751,150.00	\$4,894,450.00	\$4,609,250.00	\$4,861,550.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			53	77.46%	14,327	6,101	43,113	57	\$2,879,600.00	\$2,745,500.00	\$2,692,850.00	\$2,856,100.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			42	71.72%	14,480	6,592	60,842	68	\$4,066,250.00	\$4,056,200.00	\$3,945,450.00	\$3,977,350.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			62	72.72%	19,397	7,376	106,877	80	\$5,623,950.00	\$5,645,350.00	\$5,592,550.00	\$5,517,250.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			32	35.54%	24,740	9,947	403,985	71	\$9,572,100.00	\$9,242,800.00	\$9,019,000.00	\$9,363,500.00
Out of Wareh	2450	\$3	6,115,750	WINTER WORDS	11/7/22			7	62.97%	6,064	9,049	18	6	\$1,746,387.00	\$1,736,958.00	\$1,907,022.00	\$2,083,272.00
Sold/Closing	2372	\$1	34,835,250	POWER 20X	1/3/22	12/10/22	1/24/23	51	68.22%	401	1,092	66,615	901	\$95,370.00	\$146,192.00	\$182,804.00	\$211,484.00
	2392	\$2	9,265,000	777 SLOTS	4/18/22	11/13/22	12/28/22	36	77.14%	0	0	12,734	1,885	\$2,510.00	-\$6,916.00	-\$5,244.00	\$27,736.00
	2381	\$2	8,912,625	JUMBO BUCKS	6/20/22	12/10/22	1/24/23	27	73.23%	384	552	13,750	875	\$71,040.00	\$109,528.00	\$134,928.00	\$154,330.00
	2403	\$2	9,058,125	LUCKY 3	7/18/22	1/8/23	2/22/23	23	68.40%	1,796	2,809	15,338	533	\$186,478.00	\$228,634.00	\$224,414.00	\$239,326.00
	2316	\$2	9,112,375	TRIPLE \$\$\$	5/16/22	11/13/22	12/28/22	32	59.36%	0	0	25,266	1,907	-\$270.00	-\$11,870.00	-\$13,680.00	\$12,124.00
	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22	12/10/22	1/24/23	51	83.57%	587	816	24,023	815	\$207,345.00	\$364,086.00	\$427,068.00	\$532,479.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21			64	92.98%	7,017	5,542	8,969	284	\$491,748.00	\$514,692.00	\$539,694.00	\$608,733.00

Liability for 2327 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 07/31/2021 - 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	\$3.00	422304	\$1,266,912.00	2820600	\$8,461,800.00	86.98%	24888422
2	2	N/A	\$4.00	189038	\$756,152.00	1337010	\$5,348,040.00	87.61%	25070120
3	3	N/A	\$7.00	90220	\$631,540.00	863626	\$6,045,382.00	90.54%	25908209
4	4	N/A	\$10.00	47854	\$478,540.00	429044	\$4,290,440.00	89.97%	25743422
5	5	N/A	\$17.00	30278	\$514,726.00	351292	\$5,971,964.00	92.06%	26344138
6	6	N/A	\$20.00	34615	\$692,300.00	346915	\$6,938,300.00	90.93%	26018625
7	0	N/A	\$30.00	7733	\$231,990.00	97042	\$2,911,260.00	92.62%	26502816
8	0	N/A	\$33.00	7015	\$231,495.00	88522	\$2,921,226.00	92.66%	26513653
9	0	N/A	\$50.00	4054	\$202,700.00	31708	\$1,585,400.00	88.66%	25370966
10	0	N/A	\$80.00	1291	\$103,280.00	16329	\$1,306,320.00	92.67%	26518175
11	0	N/A	\$300.00	1590	\$477,000.00	10830	\$3,249,000.00	87.20%	24951509
12	0	N/A	\$3,000.00	58	\$174,000.00	348	\$1,044,000.00	85.71%	24526928
13	0	N/A	\$50,000.00	0	\$0.00	14	\$700,000.00	100.00%	28614747
Totals:				836050	\$5,760,635.00	6,393,280	\$50,773,132.00		

POCKET QUANTITY:	28,614,750	MIN QUANTITY	27,636,000
POOLS:	238.46	MAX QUANTITY	28,764,000
PACKS / GAME:	381,530		
PACKS / POOL:	1,600		
PACK SIZE:	75		
POOL SIZE:	120,000		

PRIZE STRUCTURE
TEXAS LOTERIA
Texas Lottery Game # 2327
IGT Job # 012130
Version 1.1 dated July 21, 2020

RETAIL PRICE:	\$3.00
REVENUE:	\$85,844,250
PRIZE FUND:	\$56,533,767
PERCENTAGE:	65.8562070%
INSTANT FUND:	\$56,533,767
INSTANT-WIN PAYOUT:	65.8562070%

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	\$3	1	\$3	8.82	3,242,904	13,600	8.50	\$9,728,712	17.21%	
2	L	\$4	1	\$4	18.75	1,526,048	6,400	4.00	\$6,104,192	10.80%	
3	L	\$3 + \$4	2	\$7	30.00	953,846	4,000	2.50	\$6,676,922	11.81%	
4	L	\$10	1	\$10	60.00	476,898	2,000	1.25	\$4,768,980	8.44%	
5	L	\$3 + \$4 + \$10	3	\$17	74.99	381,570	1,600	1.00	\$6,486,690	11.47%	
6	L	\$20	1	\$20	75.00	381,530	1,600	1.00	\$7,630,600	13.50%	Low Tier: 73.22%
7	M	\$10 + \$20	2	\$30	273.11	104,775	439		\$3,143,250	5.56%	
8	M	\$3 + \$10 + \$20	3	\$33	299.51	95,537	401		\$3,152,721	5.58%	
9	M	\$50	1	\$50	800.14	35,762	150		\$1,788,100	3.16%	
10	M	\$10 + \$20 + \$50	3	\$80	1,623.99	17,620	74		\$1,409,600	2.49%	
11	M	\$300	1	\$300	2,303.93	12,420	52		\$3,726,000	6.59%	Mid Tier: 23.38%
12	H	\$3,000	1	\$3,000	70,479.68	406	2		\$1,218,000	2.15%	
13	H	\$50,000	1	\$50,000	2,043,910.71	14			\$700,000	1.24%	High Tier: 3.39%
TOTAL CASH PRIZES				1 in 2 Decimals:	3.96	7,229,330	30,318	18.25	\$56,533,767	100.00%	
				1 in 4 Decimals:	3.9581						

TEXAS LOTERIA
Texas Lottery Game # 2327
IGT Job # 012130
Version 1.1 dated July 21, 2020

Consolidated
odds are 1 in:

\$3	8.82	3,242,904
\$4	18.75	1,526,048
\$7	30.00	953,846
\$10	60.00	476,898
\$17	74.99	381,570
\$20	75.00	381,530
\$30	273.11	104,775
\$33	299.51	95,537
\$50	800.14	35,762
\$80	1,623.99	17,620
\$300	2,303.93	12,420
\$3,000	70,479.68	406
\$50,000	2,043,910.71	14
		7,229,330

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:	A		B		C		D		TOTAL	
			PER GAME:	95,448		95,408		95,296		95,378		381,530	
			PER POOL:	400		400		400		400		1,600	
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT
1	\$3	1	\$3	7	\$21	10	\$30	9	\$27	8	\$24	3,242,904	\$9,728,712
2	\$4	1	\$4	5	\$20	2	\$8	5	\$20	4	\$16	1,526,048	\$6,104,192
3	\$3 + \$4	2	\$7	2	\$14	3	\$21	2	\$14	3	\$21	953,846	\$6,676,922
4	\$10	1	\$10	0	\$0	3	\$30	1	\$10	1	\$10	476,898	\$4,768,980
5	\$3 + \$4 + \$10	3	\$17	2	\$34	0	\$0	1	\$17	1	\$17	381,570	\$6,486,690
6	\$20	1	\$20	1	\$20	1	\$20	1	\$20	1	\$20	381,530	\$7,630,600
TOTAL PRIZES				17	\$109	19	\$109	19	\$108	18	\$108	6,962,796	\$41,396,096

IGT CONFIDENTIAL AND PROPRIETARY



INTEROFFICE MEMO

Gary Grief, Executive Director LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

August 4, 2021

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

Vendor Name	IGT
P.O. Number (if applicable)	362-20-9009RL011
Invoice Number	90120626
Tx Game Name:	Game #2327 Texas Loteria
Invoice Amount:	\$834,692.26

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



JB 8/4/2021

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

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

8/4/2021

Date

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

8/4/2021

Date

Robert Tirloni for Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

8/4/2021

Date

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

In an effort to close out FY 21 please forward ASAP, thank you for your help.

Burrola, Jessica

From: Tirloni, Robert
Sent: Wednesday, August 4, 2021 11:53 AM
To: Products
Subject: FW: Ryan Mindell out of office; Robert Tirloni

For your files.

From: Mendoza, Merry <Merry.Mendoza@lottery.state.tx.us>
Sent: Monday, August 2, 2021 8:04 AM
To: Bland, Angie <Angie.Bland@lottery.state.tx.us>; Biard, Bob <Bob.Biard@lottery.state.tx.us>; Fernandez, Mike <Mike.Fernandez@lottery.state.tx.us>; Grief, Gary <Gary.Grief@lottery.state.tx.us>; Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us>; Rogers, Ed <Ed.Rogers@lottery.state.tx.us>; Trevino, Nelda <Nelda.Trevino@lottery.state.tx.us>; Page, Ray <Ray.Page@lottery.state.tx.us>; Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>; Sanchez, Sheila <Sheila.Sanchez@lottery.state.tx.us>; Austin, Casey <Casey.Austin@lottery.state.tx.us>; Veselka, David <David.Veselka@lottery.state.tx.us>; Simpson, MaryBeth <MaryBeth.Simpson@lottery.state.tx.us>; Carney, James <James.Carney@lottery.state.tx.us>; Snell, Amy <Amy.Snell@lottery.state.tx.us>; Moreno, Heidi <Heidi.Moreno@lottery.state.tx.us>; Perez, Maria <Maria.Perez@lottery.state.tx.us>; Anderson, Lisa <Lisa.Anderson@lottery.state.tx.us>; Mindell, Ryan <Ryan.Mindell@lottery.state.tx.us>; Guarnero, Annika <Annika.Guarnero@lottery.state.tx.us>; Zamora, Myra <Myra.Zamora@lottery.state.tx.us>; Thomas, Jan <Jan.Thomas@lottery.state.tx.us>; Guarnero, Annika <Annika.Guarnero@lottery.state.tx.us>; Valdez, Mario <Mario.Valdez@lottery.state.tx.us>
Subject: Ryan Mindell out of office; Robert Tirloni

Ryan Mindell will be out of the office August 2-4. In his absence, Robert Tirloni will be in charge of Lottery Operations and will have full signature authority including jackpot estimation.



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: 90120626
 DATE : August 2, 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 GAMES 2327	103749 010	Game 2327 TEXAS LOTERIA Truck 1	2,042,550 PC	0.01977	40,381.21
002 GAMES 2327	103749 020	Option 2327 Full UV	2,042,550 PC	0.00256	5,228.93
003 GAMES 2327	103749 030	Option 2327 Player's Mark	2,042,550 PC	0.00364	7,434.88
004 GAMES 2327	103749 040	Option 2327 Synchronized printing	2,042,550 PC	0.00320	6,536.16
005 GAMES 2327	103749 050	Game 2327 TEXAS LOTERIA Truck 2	2,968,800 PC	0.01977	58,693.18
006 GAMES 2327	103749 060	Option 2327 Full UV	2,968,800 PC	0.00256	7,600.13
007 GAMES 2327	103749 070	Option 2327 Player's Mark	2,968,800 PC	0.00364	10,806.43
008 GAMES 2327	103749 080	Option 2327 Synchronized printing	2,968,800 PC	0.00320	9,500.16
009 GAMES 2327	103749 090	Game 2327 TEXAS LOTERIA Truck 3	2,972,025 PC	0.01977	58,756.93
010 GAMES 2327	103749 100	Option 2327 Full UV	2,972,025 PC	0.00256	7,608.38
011 GAMES 2327	103749 110	Option 2327 Player's Mark	2,972,025 PC	0.00364	10,818.17
012 GAMES 2327	103749 120	Option 2327 Synchronized printing	2,972,025 PC	0.00320	9,510.48
013 GAMES 2327	103749 130	Game 2327 TEXAS LOTERIA Truck 4	2,963,775 PC	0.01977	58,593.83

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
014 GAMES 2327	103749 140	Option 2327 Full UV	2,963,775 PC	0.00256	7,587.26
015 GAMES 2327	103749 150	Option 2327 Player's Mark	2,963,775 PC	0.00364	10,788.14
016 GAMES 2327	103749 160	Option 2327 Synchronized printing	2,963,775 PC	0.00320	9,484.08
017 GAMES 2327	103749 170	Game 2327 TEXAS LOTERIA Truck 5	2,952,450 PC	0.01977	58,369.94
018 GAMES 2327	103749 180	Option 2327 Full UV	2,952,450 PC	0.00256	7,558.27
019 GAMES 2327	103749 190	Option 2327 Player's Mark	2,952,450 PC	0.00364	10,746.92
020 GAMES 2327	103749 200	Option 2327 Synchronized printing	2,952,450 PC	0.00320	9,447.84
021 GAMES 2327	103749 210	Game 2327 TEXAS LOTERIA Truck 6	2,865,600 PC	0.01977	56,652.91
022 GAMES 2327	103749 220	Option 2327 Full UV	2,865,600 PC	0.00256	7,335.94
023 GAMES 2327	103749 230	Option 2327 Player's Mark	2,865,600 PC	0.00364	10,430.78
024 GAMES 2327	103749 240	Option 2327 Synchronized printing	2,865,600 PC	0.00320	9,169.92
025 GAMES 2327	103749 250	Game 2327 TEXAS LOTERIA Truck 7	2,960,400 PC	0.01977	58,527.11
026 GAMES 2327	103749 260	Option 2327 Full UV	2,960,400 PC	0.00256	7,578.62
027 GAMES 2327	103749 270	Option 2327 Player's Mark	2,960,400 PC	0.00364	10,775.86
028 GAMES 2327	103749 280	Option 2327 Synchronized printing	2,960,400 PC	0.00320	9,473.28
029 GAMES 2327	103749 290	Game 2327 TEXAS LOTERIA Truck 8	2,966,700 PC	0.01977	58,651.66
030 GAMES 2327	103749 300	Option 2327 Full UV	2,966,700 PC	0.00256	7,594.75
031 GAMES 2327	103749 310	Option 2327 Player's Mark	2,966,700 PC	0.00364	10,798.79

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
032 GAMES 2327	103749 320	Option 2327 Synchronized printing	2,966,700 PC	0.00320	9,493.44
033 GAMES 2327	103749 330	Game 2327 TEXAS LOTERIA Truck 9	2,963,175 PC	0.01977	58,581.97
034 GAMES 2327	103749 340	Option 2327 Full UV	2,963,175 PC	0.00256	7,585.73
035 GAMES 2327	103749 350	Option 2327 Player's Mark	2,963,175 PC	0.00364	10,785.96
036 GAMES 2327	103749 360	Option 2327 Synchronized printing	2,963,175 PC	0.00320	9,482.16
037 GAMES 2327	103749 370	Game 2327 TEXAS LOTERIA Truck 10	2,959,275 PC	0.01977	58,504.87
038 GAMES 2327	103749 380	Option 2327 Full UV	2,959,275 PC	0.00256	7,575.74
039 GAMES 2327	103749 390	Option 2327 Player's Mark	2,959,275 PC	0.00364	10,771.76
040 GAMES 2327	103749 400	Option 2327 Synchronized printing	2,959,275 PC	0.00320	9,469.68
041 GAMES 2327	103749 410	Rounding Adjustment			0.01
				TOTAL AMOUNT DUE	USD 834,692.26

REMARKS:
Unrounded Invoice Total \$834,692.2575

PAYMENT TERMS:
Due within 30 days

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

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
03/01/20-02/26/22

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	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	None	None	None	None
5M-9.99M	Week 15	Week 16	None	Week 19	Week 17	Week 39	None	Week 34
10M-14.99M	Week 15	None	None	Week 23	Week 33	Week 32	None	None
15M-19.99M	Week 23	None	Week 27*	None	Week 34*	None	None	None
20M-24.99M	None	None	None	Week 39	Week 41*	None	None	None
25M-29.99M	Week 32*	None	None	None	Week 36*	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	Week 63	Week 70*	Week 48*	Week 43*	None	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	\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	None	None	None	None
5M-9.99M	\$523,427	\$836,412	None	\$1,829,626	\$3,575,687	\$4,083,763	None	\$6,822,934
10M-14.99M	\$646,883	None	None	\$2,572,905	\$3,255,577	\$6,279,880	None	None
15M-19.99M	\$637,501	None	\$1,754,298	None	\$4,557,575	None	None	None
20M-24.99M	None	None	None	\$2,543,539	\$4,377,999	None	None	None
25M-29.99M	\$795,571	None	None	None	\$6,250,278	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	\$1,031,140	\$1,494,231	\$4,784,040	\$7,855,672	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

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