

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

3/25/2024

Game #	2431	Confirmed Packs	5,210
Game Name	Special Edition Loteria	Active Packs	2,778
Quantity Printed	32,785,800	Warehouse Packs	40,337
Price Point	\$3	Returned Packs	1,795
Start Date	10/17/2022	Printed Payout Percentage	65.99%
Top Prize	\$ 50,000	Percent Sold	87.82%
Number of Top Prizes Remaining	3	Number of Weeks Out	75

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 1,582,279	Actual ticket production costs
Prize payout expense	\$ 55,054,949	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 56,637,228**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 86,377,469	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 86,377,469	

Excess of Revenue over Expended **\$ 29,740,240**

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	\$	340,110
Next week	\$	356,790
Next week	\$	404,346
Avg Weekly Sales Current Game	\$	367,082
Avg Weekly Sales \$3; 25M-29.99M*	\$	1,352,586
Percentage Of Variance In Sales		73%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2431	Printed Payout Percentage	65.99%
Game Name	Special Edition Loteria	Actual Payout Percentage	63.74%
Percent Sold	87.82%	Number of Weeks Out	75
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			54

*No games at the \$3 30M-34.99M level so the \$3 25M-29.99M level was used. 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):

Dale Bowersock

3/26/2024

Scratch Ticket Strategy Coordinator Date

Will Russ

3/29/2024

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

Deputy Executive Director Date

Not Required - Over 85% Sold

Executive Director Date



Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/23/24	3/16/24	3/9/24	3/2/24
Mature	2427	\$2	30,059,250	CLASSIC BINGO!	2/20/23			57	77.05%	9,677	6,247	36,716	60	\$615,758.00	\$616,228.00	\$624,916.00	\$627,880.00
	2492	\$2	6,048,000	VETERANS CASH	10/16/23			23	62.92%	3,684	1,541	8,641	2,565	\$105,826.00	\$99,914.00	\$103,402.00	\$127,582.00
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			102	87.61%	5,698	3,411	35,435	148	\$601,785.00	\$724,623.00	\$929,736.00	\$1,088,061.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			75	87.82%	5,210	2,778	40,337	1,795	\$340,110.00	\$356,790.00	\$404,346.00	\$458,064.00
	2480	\$5	7,169,550	\$20,000,000 CASH SPECTACULAR!	12/18/23			14	53.76%	4,563	3,381	33,632	621	\$532,250.00	\$575,535.00	\$659,440.00	\$800,030.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			29	64.66%	9,857	6,713	38,483	18	\$895,745.00	\$861,145.00	\$873,420.00	\$961,520.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			27	44.44%	12,853	8,541	100,995	151	\$1,381,850.00	\$1,393,170.00	\$1,421,275.00	\$1,439,090.00
	2537	\$5	7,324,125	LUCKY X10	12/4/23			16	69.09%	3,428	2,665	21,231	1,145	\$452,805.00	\$492,420.00	\$587,425.00	\$665,290.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			42	48.11%	18,844	9,459	193,621	6	\$1,889,475.00	\$1,875,735.00	\$1,958,915.00	\$1,959,750.00
	2509	\$5	30,168,450	SUPER LOTERIA	12/18/23			14	37.80%	37,665	15,690	187,478	2	\$5,433,750.00	\$5,294,590.00	\$5,336,295.00	\$5,093,940.00
	2534	\$5	7,059,750	WILD 7	11/15/23			18	61.19%	2,504	1,750	28,095	2,549	\$253,210.00	\$280,020.00	\$347,165.00	\$409,770.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			40	57.59%	31,221	9,790	160,377	24	\$3,618,710.00	\$3,470,040.00	\$3,644,890.00	\$3,701,840.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			29	52.15%	14,129	6,405	73,621	86	\$1,251,430.00	\$1,158,160.00	\$1,215,190.00	\$1,309,140.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			64	53.37%	5,793	2,552	204,564	142	\$543,840.00	\$594,850.00	\$604,190.00	\$667,810.00
	2386	\$10	8,145,250	BREAK THE BANK SUPER TICKET	11/6/23			20	30.56%	10,147	6,099	94,899	23	\$1,269,670.00	\$1,276,060.00	\$1,333,980.00	\$1,431,300.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			55	42.68%	10,727	5,295	309,450	23	\$1,322,850.00	\$1,231,440.00	\$1,335,970.00	\$1,409,070.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			25	67.79%	9,579	4,894	33,743	1,251	\$1,076,390.00	\$1,212,780.00	\$1,351,660.00	\$1,557,390.00
	2533	\$10	6,120,000	THE PERFECT GIFT	10/30/23			21	84.14%	2,638	1,286	2,644	10,123	\$315,580.00	\$374,600.00	\$465,170.00	\$625,070.00
	2514	\$20	8,189,250	\$1,000,000 CASH BLAST	12/4/23			16	26.26%	22,490	8,165	207,186	53	\$1,989,640.00	\$1,979,080.00	\$2,075,380.00	\$2,233,660.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			23	56.65%	43,379	9,736	115,842	20	\$5,326,840.00	\$5,195,420.00	\$5,331,940.00	\$5,470,160.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			25	43.77%	10,996	4,316	166,078	57	\$1,269,960.00	\$1,318,800.00	\$1,428,540.00	\$1,510,100.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			29	34.84%	17,137	6,387	212,543	63	\$1,468,460.00	\$1,415,280.00	\$1,467,560.00	\$1,536,540.00
	2535	\$20	6,119,575	\$85,000,000 EXPLOSION	11/15/23			18	44.56%	23,549	7,782	99,144	74	\$1,824,720.00	\$1,852,460.00	\$1,991,240.00	\$2,119,760.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			38	62.15%	8,135	2,111	109,724	1,542	\$637,680.00	\$628,560.00	\$698,080.00	\$752,260.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			123	72.89%	8,394	3,489	163,408	66	\$1,173,140.00	\$1,081,860.00	\$1,058,400.00	\$957,980.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			42	67.02%	63,585	12,618	245,175	12	\$8,738,300.00	\$8,517,540.00	\$8,605,880.00	\$8,750,180.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			314	85.28%	7,716	4,053	185,087	28	\$1,582,140.00	\$1,535,070.00	\$1,654,290.00	\$1,686,480.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			32	35.80%	12,778	6,492	215,409	37	\$2,479,620.00	\$2,411,520.00	\$2,469,420.00	\$2,514,240.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			103	86.67%	6,369	3,059	36,613	45	\$876,930.00	\$857,370.00	\$889,920.00	\$907,170.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			57	57.32%	6,403	2,673	135,355	44	\$790,380.00	\$797,880.00	\$886,530.00	\$1,026,180.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			86	81.33%	9,374	2,752	47,268	61	\$1,177,150.00	\$1,149,850.00	\$1,275,900.00	\$1,448,100.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			62	54.77%	20,252	4,532	202,875	36	\$3,372,500.00	\$3,351,900.00	\$3,528,250.00	\$4,015,850.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			55	61.18%	29,037	6,458	155,948	34	\$5,115,800.00	\$4,916,200.00	\$5,463,750.00	\$5,883,000.00

Liability for 2431 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 08/31/2022 - 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	541950	\$1,625,850.00	2517952	\$7,553,856.00	82.29%	26978991
2	2	N/A	\$5.00	213676	\$1,068,380.00	1097402	\$5,487,010.00	83.70%	27442457
3	3	N/A	\$8.00	126368	\$1,010,944.00	748064	\$5,984,512.00	85.55%	28047780
4	4	N/A	\$10.00	99346	\$993,460.00	556408	\$5,564,080.00	84.85%	27818787
5	5	N/A	\$15.00	88734	\$1,331,010.00	567240	\$8,508,600.00	86.47%	28350844
6	6	N/A	\$18.00	43685	\$786,330.00	284135	\$5,114,430.00	86.67%	28416793
7	7	N/A	\$20.00	31523	\$630,460.00	186915	\$3,738,300.00	85.57%	28054449
8	0	N/A	\$30.00	20796	\$623,880.00	88357	\$2,650,710.00	80.95%	26539398
9	0	N/A	\$30.00	14156	\$424,680.00	95032	\$2,850,960.00	87.04%	28535188
10	0	N/A	\$33.00	13643	\$450,219.00	91477	\$3,018,741.00	87.02%	28530694
11	0	N/A	\$50.00	4806	\$240,300.00	27961	\$1,398,050.00	85.33%	27977042
12	0	N/A	\$80.00	869	\$69,520.00	6268	\$501,440.00	87.82%	28793806
13	0	N/A	\$80.00	1062	\$84,960.00	7072	\$565,760.00	86.94%	28505185
14	0	N/A	\$250.00	859	\$214,750.00	4066	\$1,016,500.00	82.56%	27067423
15	0	N/A	\$3,000.00	50	\$150,000.00	184	\$552,000.00	78.63%	25780287
16	0	N/A	\$50,000.00	3	\$150,000.00	11	\$550,000.00	78.57%	25760273
Totals:				1201526	\$9,854,743.00	6,278,544	\$55,054,949.00		

TICKET QUANTITY: 32,785,800 MIN QUANTITY 31,752,000
 PO DocuSign Envelope ID: 45A281B1-88A4-457D-80D2-E94DB18159B2
 PACKS / GAME: 437,144
 PACKS / POOL: 1,600
 PACK SIZE: 75
 POOL SIZE: 120,000

PRIZE STRUCTURE
 Special Edition Loteria
 Texas Lottery Game # 2431
 IGT Job # 014001
 Version 3 dated March 29, 2022

RETAIL PRICE: \$3.00
 REVENUE: \$98,357,400
 PRIZE FUND: \$64,909,692
 PERCENTAGE: 65.9937046%
 INSTANT FUND: \$64,909,692
 INSTANT-WIN PAYOUT: 65.9937046%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE		TOTAL PRIZES	WINNERS IN	WINNERS IN 75	PRIZE COST	% OF PRIZE	% PER PRIZE TIER
				AMOUNT	ODDS (1 IN:)		120,000 (PER POOL)	(PER PACK)		FUND	
1	L	\$3	1	\$3	10.71	3,059,902	11,200	7.00	\$9,179,706	14.14%	Low Tier: 76.10%
2	L	\$5	1	\$5	25.01	1,311,078	4,800	3.00	\$6,555,390	10.10%	
3	L	\$3 + \$5	2	\$8	37.49	874,432	3,200	2.00	\$6,995,456	10.78%	
4	L	\$10	1	\$10	50.00	655,754	2,400	1.50	\$6,557,540	10.10%	
5	L	\$5 + \$10	2	\$15	49.98	655,974	2,400	1.50	\$9,839,610	15.16%	
6	L	\$3 + \$5 + \$10	3	\$18	100.01	327,820	1,200	0.75	\$5,900,760	9.09%	
7	L	\$20	1	\$20	150.09	218,438	800	0.50	\$4,368,760	6.73%	
8	M	\$30	1	\$30	300.37	109,153	400		\$3,274,590	5.04%	Mid Tier: 21.74%
9	M	\$10 + \$20	2	\$30	300.27	109,188	400		\$3,275,640	5.05%	
10	M	\$3 + \$10 + \$20	3	\$33	311.89	105,120	385		\$3,468,960	5.34%	
11	M	\$50	1	\$50	1,000.57	32,767	120		\$1,638,350	2.52%	
12	M	\$10 + \$20 + \$50	3	\$80	4,593.78	7,137	26		\$570,960	0.88%	
13	M	\$30 + \$50	2	\$80	4,030.71	8,134	30		\$650,720	1.00%	
14	M	\$250	1	\$250	6,657.02	4,925	18		\$1,231,250	1.90%	
15	H	\$3,000	1	\$3,000	140,110.26	234			\$702,000	1.08%	High Tier: 2.16%
16	H	\$50,000	1	\$50,000	2,341,842.86	14			\$700,000	1.08%	
TOTAL CASH PRIZES				1 in 2 Decimals:	4.38	7,480,070	27,379	16.25	\$64,909,692	100.00%	
				1 in 4 Decimals:	4.3831						

Special Edition Loteria
 Texas Lottery Game # 2431
 IGT Job # 014001
 Version 3 dated March 29, 2022

Consolidated odds are 1 in:

\$3	10.71	3,059,902
\$5	25.01	1,311,078
\$8	37.49	874,432
\$10	50.00	655,754
\$15	49.98	655,974
\$18	100.01	327,820
\$20	150.09	218,438
\$30	150.16	218,341
\$33	311.89	105,120
\$50	1,000.57	32,767
\$80	2,146.93	15,271
\$250	6,657.02	4,925
\$3,000	140,110.26	234
\$50,000	2,341,842.86	14
		7,480,070

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	
			PER GAME:	109,200		109,238		109,238		109,382		437,144		
			PER POOL:	400		400		400		400		1,600		
1	\$3	1	\$3	6	\$18	7	\$21	9	\$27	6	\$18	3,059,902	\$9,179,706	
2	\$5	1	\$5	4	\$20	1	\$5	5	\$25	2	\$10	1,311,078	\$6,555,390	
3	\$3 + \$5	2	\$8	2	\$16	2	\$16	1	\$8	3	\$24	874,432	\$6,995,456	
4	\$10	1	\$10	2	\$20	3	\$30	0	\$0	1	\$10	655,754	\$6,557,540	
5	\$5 + \$10	2	\$15	0	\$0	3	\$45	1	\$15	2	\$30	655,974	\$9,839,610	
6	\$3 + \$5 + \$10	3	\$18	1	\$18	0	\$0	1	\$18	1	\$18	327,820	\$5,900,760	
7	\$20	1	\$20	1	\$20	0	\$0	1	\$20	0	\$0	218,438	\$4,368,760	
TOTAL PRIZES				16	\$112	16	\$117	18	\$113	15	\$110	7,103,398	\$49,397,222	



INTEROFFICE MEMO

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

Payment Approval

September 7, 2022

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

Vendor Name	<u>IGT</u>
P.O. Number (if applicable)	<u>362-22-9009RL012</u>
Invoice Number	<u>90128973</u>
Tx Game Name:	<u>Game #2431 Special Edition Loteria</u>
Invoice Amount:	<u>\$1,582,279.37</u>

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

JB

9/8/2022

9/8/2022

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

Date

9/9/2022

Will Russ (Products Manager)
Please forward to the next person for approval

Date

9/9/2022

Robert Tirloni (Lottery Operations Division Director)

Date

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

In an effort to close out FY 22 please forward ASAP, thank you for your help.





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: 90128973
 DATE : September 1, 2022

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 2431	115629 010	Game 2431 SPECIAL EDITION LOTERIA-	2,972,325 PC	0.01972	58,614.25
002 GAME 2431	115629 020	Option 2431 Foil Stock	2,972,325 PC	0.01280	38,045.76
003 GAME 2431	115629 030	Option 2431 Full UV	2,972,325 PC	0.00256	7,609.15
004 GAME 2431	115629 040	Option 2431 Synchronized Play Acti	2,972,325 PC	0.00320	9,511.44
005 GAME 2431	115629 050	Option 2431 4-Color process Markin	2,972,325 PC	0.00384	11,413.73
006 GAME 2431	115629 060	Option 2431 Integrated Graphic Ove	2,972,325 PC	0.00544	16,169.45
007 GAME 2431	115629 070	Game 2431 SPECIAL EDITION LOTERIA-	3,090,225 PC	0.01972	60,939.24
008 GAME 2431	115629 080	Option 2431 Foil Stock	3,090,225 PC	0.01280	39,554.88
009 GAME 2431	115629 090	Option 2431 Full UV	3,090,225 PC	0.00256	7,910.98
010 GAME 2431	115629 100	Option 2431 Synchronized Play Acti	3,090,225 PC	0.00320	9,888.72
011 GAME 2431	115629 110	Option 2431 4-Color process Markin	3,090,225 PC	0.00384	11,866.46
012 GAME 2431	115629 120	Option 2431 Integrated Graphic Ove	3,090,225 PC	0.00544	16,810.82
013 GAME 2431	115629 130	Game 2431 SPECIAL EDITION LOTERIA-	3,080,400 PC	0.01972	60,745.49

DocuSign Envelope ID: BEE2D5D3-F53F-48DD-9D34-CC419ECE7D1E

INVOICE NUMBER: 90128973
PAGE 2

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
014 GAME 2431	115629 140	Option 2431 Foil Stock	3,080,400 PC	0.01280	39,429.12
015 GAME 2431	115629 150	Option 2431 Full UV	3,080,400 PC	0.00256	7,885.82
016 GAME 2431	115629 160	Option 2431 Synchronized Play Acti	3,080,400 PC	0.00320	9,857.28
017 GAME 2431	115629 170	Option 2431 4-Color process Markin	3,080,400 PC	0.00384	11,828.74
018 GAME 2431	115629 180	Option 2431 Integrated Graphic Ove	3,080,400 PC	0.00544	16,757.38
019 GAME 2431	115629 190	Game 2431 SPECIAL EDITION LOTERIA-	3,094,125 PC	0.01972	61,016.15
020 GAME 2431	115629 200	Option 2431 Foil Stock	3,094,125 PC	0.01280	39,604.80
021 GAME 2431	115629 210	Option 2431 Full UV	3,094,125 PC	0.00256	7,920.96
022 GAME 2431	115629 220	Option 2431 Synchronized Play Acti	3,094,125 PC	0.00320	9,901.20
023 GAME 2431	115629 230	Option 2431 4-Color process Markin	3,094,125 PC	0.00384	11,881.44
024 GAME 2431	115629 240	Option 2431 Integrated Graphic Ove	3,094,125 PC	0.00544	16,832.04
025 GAME 2431	115629 250	Game 2431 SPECIAL EDITION LOTERIA-	3,086,325 PC	0.01972	60,862.33
026 GAME 2431	115629 260	Option 2431 Foil Stock	3,086,325 PC	0.01280	39,504.96
027 GAME 2431	115629 270	Option 2431 Full UV	3,086,325 PC	0.00256	7,900.99
028 GAME 2431	115629 280	Option 2431 Synchronized Play Acti	3,086,325 PC	0.00320	9,876.24
029 GAME 2431	115629 290	Option 2431 4-Color process Markin	3,086,325 PC	0.00384	11,851.49
030 GAME 2431	115629 300	Option 2431 Integrated Graphic Ove	3,086,325 PC	0.00544	16,789.61
031 GAME 2431	115629 310	Game 2431 SPECIAL EDITION LOTERIA-	2,998,875 PC	0.01972	59,137.82

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
032 GAME 2431	115629 320	Option 2431 Foil Stock	2,998,875 PC	0.01280	38,385.60
033 GAME 2431	115629 330	Option 2431 Full UV	2,998,875 PC	0.00256	7,677.12
034 GAME 2431	115629 340	Option 2431 Synchronized Play Acti	2,998,875 PC	0.00320	9,596.40
035 GAME 2431	115629 350	Option 2431 4-Color process Markin	2,998,875 PC	0.00384	11,515.68
036 GAME 2431	115629 360	Option 2431 Integrated Graphic Ove	2,998,875 PC	0.00544	16,313.88
037 GAME 2431	115629 370	Game 2431 SPECIAL EDITION LOTERIA-	3,081,825 PC	0.01972	60,773.59
038 GAME 2431	115629 380	Option 2431 Foil Stock	3,081,825 PC	0.01280	39,447.36
039 GAME 2431	115629 390	Option 2431 Full UV	3,081,825 PC	0.00256	7,889.47
040 GAME 2431	115629 400	Option 2431 Synchronized Play Acti	3,081,825 PC	0.00320	9,861.84
041 GAME 2431	115629 410	Option 2431 4-Color process Markin	3,081,825 PC	0.00384	11,834.21
042 GAME 2431	115629 420	Option 2431 Integrated Graphic Ove	3,081,825 PC	0.00544	16,765.13
043 GAME 2431	115629 430	Game 2431 SPECIAL EDITION LOTERIA-	3,086,775 PC	0.01972	60,871.20
044 GAME 2431	115629 440	Option 2431 Foil Stock	3,086,775 PC	0.01280	39,510.72
045 GAME 2431	115629 450	Option 2431 Full UV	3,086,775 PC	0.00256	7,902.14
046 GAME 2431	115629 460	Option 2431 Synchronized Play Acti	3,086,775 PC	0.00320	9,877.68
047 GAME 2431	115629 470	Option 2431 4-Color process Markin	3,086,775 PC	0.00384	11,853.22
048 GAME 2431	115629 480	Option 2431 Integrated Graphic Ove	3,086,775 PC	0.00544	16,792.06
049 GAME 2431	115629 490	Game 2431 SPECIAL EDITION LOTERIA-	3,065,850 PC	0.01972	60,458.56

Continued...

DocuSign Envelope ID: BEE2D5D3-F53F-48DD-9D34-CC419ECE7D1E

INVOICE NUMBER: 90128973
PAGE 4

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
050 GAME 2431	115629 500	Option 2431 Foil Stock	3,065,850 PC	0.01280	39,242.88
051 GAME 2431	115629 510	Option 2431 Full UV	3,065,850 PC	0.00256	7,848.58
052 GAME 2431	115629 520	Option 2431 Synchronized Play Acti	3,065,850 PC	0.00320	9,810.72
053 GAME 2431	115629 530	Option 2431 4-Color process Markin	3,065,850 PC	0.00384	11,772.86
054 GAME 2431	115629 540	Option 2431 Integrated Graphic Ove	3,065,850 PC	0.00544	16,678.22
055 GAME 2431	115629 550	Game 2431 SPECIAL EDITION LOTERIA-	3,061,350 PC	0.01972	60,369.82
056 GAME 2431	115629 560	Option 2431 Foil Stock	3,061,350 PC	0.01280	39,185.28
057 GAME 2431	115629 570	Option 2431 Full UV	3,061,350 PC	0.00256	7,837.06
058 GAME 2431	115629 580	Option 2431 Synchronized Play Acti	3,061,350 PC	0.00320	9,796.32
059 GAME 2431	115629 590	Option 2431 4-Color process Markin	3,061,350 PC	0.00384	11,755.58
060 GAME 2431	115629 600	Option 2431 Integrated Graphic Ove	3,061,350 PC	0.00544	16,653.74
061 GAME 2431	115629 610	Game 2431 SPECIAL EDITION LOTERIA-	2,167,725 PC	0.01972	42,747.54
062 GAME 2431	115629 620	Option 2431 Foil Stock	2,167,725 PC	0.01280	27,746.88
063 GAME 2431	115629 630	Option 2431 Full UV	2,167,725 PC	0.00256	5,549.38
064 GAME 2431	115629 640	Option 2431 Synchronized Play Acti	2,167,725 PC	0.00320	6,936.72
065 GAME 2431	115629 650	Option 2431 4-Color process Markin	2,167,725 PC	0.00384	8,324.06
066 GAME 2431	115629 660	Option 2431 Integrated Graphic Ove	2,167,725 PC	0.00544	11,792.42
067 GAME 2431	115629 670	Inserts			22,986.72

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
068 GAME 2431	115629 680	Rounding Adjustment			(0.01)

TOTAL AMOUNT DUE USD 1,582,279.37REMARKS:
Unrounded Invoice Total \$1,582,279.3680PAYMENT TERMS:
Due within 30 days

olutions 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.

Scratch Ticket Game Closing Analysis

08/29/21 Thru 08/26/23

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	None	Week 18	Week 13	Week 16	Week 26	Week 39	None	Week 55	None
10M-14.99M	Week 18	*Week 28	None	None	Week 37	None	None	*Week 75	None
15M-19.99M	Week 28	None	None	*Week 47	None	*Week 35	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	*Week 59	*Week 54	None	*Week72	None	None	None	None
30M-34.99M	None	*Week 55	None	*Week 63	None	None	None	None	None
>=35M	None	None	None	*Week 55	*Week 51	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	None	\$836,861	\$1,218,171	\$2,103,552	\$2,534,946	\$3,775,938	None	\$4,951,385	None
10M-14.99M	\$525,017	\$620,682	None	None	\$2,836,350	None	None	\$5,794,776	None
15M-19.99M	\$530,463	None	None	\$1,645,025	None	\$8,401,824	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	\$830,007	\$1,352,586	None	\$3,385,773	None	None	None	None
30M-34.99M	None	\$1,037,735	None	\$2,208,309	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,277,057	None	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

Bowersock, Dale

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Tuesday, March 26, 2024 12:08 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: Game Pre-Call Recommendations

CAUTION: This email originated outside the Texas Lottery's email system. DO NOT click links or open attachments unless you expect them from the sender and know the content is safe.

Hi Dale,

We would like to keep \$30 VIP Club (#2468) in market for a bit longer. We're fine with pre-calling the other games on the list.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, March 25, 2024 3:46 PM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: Game Pre-Call Recommendations

CAUTION: This email originated outside of IGT. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Please ignore the request for 2418 200X the Cash. I had the weeks mixed up in my head I guess.

From: Bowersock, Dale
Sent: Monday, March 25, 2024 1:47 PM
To: Gough, Riley <IGT> <Riley.Gough@igt.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: Game Pre-Call Recommendations

I just realized the snippets below might be hard to read, so here is the list of games:

\$2 – #2523, 20X
\$2 - #2492, Veterans Cash
\$3 - #2431, Special Edition Loteria
\$5 - #2534, Wild 7s
\$20 - #2418, 200X the Cash
\$30 - #2387, Premier Cash

\$30 - #2468, VIP Club

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, March 25, 2024 1:41 PM
To: Gough, Riley <IGT> <Riley.Gough@igt.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: Game Pre-Call Recommendations

Riley,
 Below are the April Pre-call Recommendations.

Dates:

- Pre-call = 4/5/24
- **Call = 5/5/24**
- Close = 6/19/24
- EOY = 12/16/24

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales		
													3/23/24	3/16/24	3/9/24
2523	\$2	8,857,250	20X	9/18/23			27	77.90%	3,198	1,401	8,135	1,877	\$130,374.00	\$146,770.00	\$154,992.00
2492	\$2	6,048,000	VETERANS CASH	10/16/23			23	82.92%	3,684	1,541	8,641	2,565	\$105,826.00	\$99,914.00	\$103,402.00
2431	\$3	32,786,800	SPECIAL EDITION LOTERIA	10/17/22			75	87.82%	5,210	2,778	40,337	1,795	\$340,110.00	\$356,790.00	\$404,346.00
2534	\$5	7,059,750	WILD 7	11/15/23			18	61.19%	2,504	1,750	28,095	2,549	\$253,210.00	\$280,020.00	\$347,165.00
2418	\$20	8,171,725	200X THE CASH	7/3/23			38	82.15%	8,135	2,111	109,724	1,542	\$637,680.00	\$628,560.00	\$668,080.00
2387	\$30	9,009,725	PREMIER CASH	4/4/22			103	86.67%	6,369	3,059	36,613	45	\$876,930.00	\$857,370.00	\$889,920.00
2468	\$30	8,544,000	VIP CLUB	2/20/23			57	57.32%	6,403	2,673	135,355	44	\$790,380.00	\$797,880.00	\$886,530.00

Attached are the variance calculations for the games under 85% sold.

Please let me know if you have any questions or concerns.

Thanks,
 Dale

CONFIDENTIALITY NOTICE: This message is the property of International Game Technology PLC and/or its subsidiaries and may contain proprietary, confidential or trade secret information. This message is intended solely for the use of the addressee. If you are not the intended recipient and have received this message in error, please delete this message from your system. Any unauthorized reading, distribution, copying, or other use of this message or its attachments is strictly prohibited.