

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Scratch Ticket Information**

Date Completed

4/22/2024

|                                |              |                           |        |
|--------------------------------|--------------|---------------------------|--------|
| Game #                         | 2530         | Confirmed Packs           | 584    |
| Game Name                      | Ju\$t 1 Buck | Active Packs              | 191    |
| Quantity Printed               | 10,987,950   | Warehouse Packs           | 10,986 |
| Price Point                    | \$1          | Returned Packs            | 3,615  |
| Start Date                     | 10/30/2023   | Printed Payout Percentage | 59.99% |
| Top Prize                      | \$ 500       | Percent Sold              | 78.33% |
| Number of Top Prizes Remaining | 26           | Number of Weeks Out       | 25     |

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

|                       |              |  |
|-----------------------|--------------|--|
| Cost to print tickets | \$ 278,170   | Actual ticket production costs                       |
| Prize payout expense  | \$ 4,420,806 | Data from Instant Ticket Tier Liability screen in ES |

|                               |                     |
|-------------------------------|---------------------|
| <b>Estimated Direct Costs</b> | <b>\$ 4,698,976</b> |
|-------------------------------|---------------------|

TANGIBLE BENEFITS**Revenue Impact:**

|                                 |                     |   |
|---------------------------------|---------------------|---|
| Estimated sales                 | \$ 8,606,861        | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
| <b>Total Estimated Benefits</b> | <b>\$ 8,606,861</b> |   |

|  |                     |
|--|---------------------|
| <b>Excess of Revenue over Expended</b> | <b>\$ 3,907,885</b> |
|--|---------------------|

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                     | \$ | 12,926     |
| Next week                                  | \$ | 12,944     |
| Next week                                  | \$ | 16,220     |
|  |    |            |
| Avg Weekly Sales Current Game              | \$ | 14,030     |
| Avg Weekly Sales \$1; 10M-14.99M*          | \$ | 649,617    |
| <b>Percentage Of Variance In Sales</b>     |    | <b>98%</b> |

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

|  |              |                           |        |
|--|--------------|---------------------------|--------|
| Game #   | 2530         | Printed Payout Percentage | 59.99% |
| Game Name  | Ju\$t 1 Buck | Actual Payout Percentage  | 51.36% |
| Percent Sold   | 78.33%       | Number of Weeks Out       | 25     |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.* |              |                           | 15     |

\*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):

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*Pat Bowisack*

4/23/2024

Scratch Ticket Strategy Coordinator      Date

*Will Russ*

4/23/2024

Products Manager      Date

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

*Robert Lee*

4/25/2024

Lottery Operations Division Director      Date

*John*      *Boyd*

4/26/2024

Controller      Date

N/A

N/A

Deputy Executive Director      Date

*Ryan Mitchell*

4/28/2024

Executive Director      Date



| Product Line | Game | \$    | Tix Run    | Name                      | Start    | Call | Close | Wks | % Sold | Confirmed | Active | Ware    | Return | Net Sales      |                |                |                |
|--------------|------|-------|------------|---------------------------|----------|------|-------|-----|--------|-----------|--------|---------|--------|----------------|----------------|----------------|----------------|
|              |      |       |            |                           |          |      |       |     |        |           |        |         |        | 4/20/24        | 4/13/24        | 4/6/24         | 3/30/24        |
| Baseline     | 2417 | \$1   | 9,996,450  | 7-11-21                   | 3/18/24  |      |       | 5   | 26.78% | 12,751    | 12,283 | 21,670  | 5      | \$597,307.00   | \$646,850.00   | \$644,874.00   | \$546,202.00   |
|              | 2539 | \$2   | 9,005,875  | 5 TIMES LUCKY             | 4/15/24  |      |       | 1   | 1.65%  | 26,605    | 7,192  | 34,839  | 74     | \$297,102.00   | \$0            | \$0            | \$0            |
|              | 2476 | \$2   | 9,233,750  | LUCKY DOG/COOL CAT        | 3/18/24  |      |       | 5   | 16.95% | 17,498    | 10,829 | 31,406  | 18     | \$660,374.00   | \$756,746.00   | \$749,222.00   | \$627,622.00   |
|              | 2388 | \$2   | 7,293,125  | MATCH 3 TRIPLER           | 2/19/24  |      |       | 9   | 39.90% | 12,903    | 6,814  | 10,762  | 165    | \$533,664.00   | \$673,858.00   | \$862,912.00   | \$609,212.00   |
|              | 2504 | \$3   | 35,510,250 | CROSSWORD                 | 3/4/24   |      |       | 7   | 7.74%  | 14,860    | 8,881  | 235,897 | 24     | \$1,425,528.00 | \$1,265,571.00 | \$1,308,564.00 | \$1,362,159.00 |
|              | 2562 | \$5   | 7,330,725  | \$100,000 MONEY MANIA     | 4/15/24  |      |       | 1   | 3.46%  | 34,688    | 11,407 | 44,643  | 14     | \$1,267,595.00 | \$375.00       | \$0            | \$0            |
|              | 2554 | \$5   | 7,213,575  | 50X THE WIN               | 3/4/24   |      |       | 7   | 43.50% | 11,446    | 7,079  | 33,369  | 72     | \$1,424,385.00 | \$1,622,550.00 | \$2,068,985.00 | \$2,595,835.00 |
|              | 2559 | \$5   | 7,244,700  | LUCKY 7S                  | 3/18/24  |      |       | 5   | 34.03% | 17,028    | 10,291 | 34,582  | 17     | \$1,895,040.00 | \$2,271,295.00 | \$2,759,255.00 | \$3,397,740.00 |
|              | 2550 | \$5   | 7,211,325  | SHOW ME 100X              | 2/5/24   |      |       | 11  | 57.83% | 4,933     | 3,590  | 29,937  | 75     | \$685,375.00   | \$864,075.00   | \$1,129,410.00 | \$1,404,755.00 |
|              | 2558 | \$5   | 7,127,925  | SILVER ARMADILLO DOLLAR\$ | 4/1/24   |      |       | 3   | 20.67% | 25,427    | 12,686 | 35,035  | 5      | \$2,675,225.00 | \$3,012,300.00 | \$1,679,445.00 | \$750.00       |
|              | 2553 | \$5   | 7,274,325  | WINNING 7S                | 2/19/24  |      |       | 9   | 46.41% | 9,653     | 6,194  | 33,315  | 381    | \$1,075,900.00 | \$1,323,140.00 | \$1,570,400.00 | \$1,681,590.00 |
|              | 2560 | \$10  | 7,209,700  | \$50, \$100 OR \$500!     | 2/5/24   |      |       | 11  | 54.91% | 30,611    | 8,083  | 21,003  | 54     | \$2,992,770.00 | \$3,083,150.00 | \$3,251,450.00 | \$3,775,110.00 |
|              | 2555 | \$10  | 7,962,650  | LADY LUCK 777             | 4/1/24   |      |       | 3   | 17.45% | 40,142    | 11,183 | 74,203  | 22     | \$4,871,120.00 | \$5,544,930.00 | \$3,475,060.00 | \$1,000.00     |
|              | 2563 | \$10  | 49,168,200 | MEGA LOTERIA              | 2/19/24  |      |       | 9   | 11.82% | 56,499    | 11,961 | 789,605 | 12     | \$6,750,120.00 | \$6,741,250.00 | \$6,839,790.00 | \$7,080,430.00 |
|              | 2551 | \$10  | 8,108,400  | MONEY MONEY MONEY         | 3/4/24   |      |       | 7   | 25.93% | 34,817    | 11,002 | 70,622  | 12     | \$2,514,500.00 | \$2,567,430.00 | \$3,003,570.00 | \$3,608,090.00 |
|              | 2586 | \$20  | 25,615,950 | MILLION DOLLAR LOTERIA    | 4/15/24  |      |       | 1   | 0.86%  | 51,861    | 7,566  | 948,431 | 0      | \$4,425,360.00 | \$1,000.00     | \$0            | \$0            |
|              | 2495 | \$20  | 8,185,575  | PLATINUM MILLIONS         | 2/5/24   |      |       | 11  | 25.55% | 31,011    | 9,411  | 198,561 | 22     | \$3,043,440.00 | \$3,152,480.00 | \$3,466,320.00 | \$3,820,080.00 |
|              | 2561 | \$30  | 7,080,625  | MAXIMUM MILLIONS          | 4/1/24   |      |       | 3   | 6.59%  | 38,916    | 9,849  | 211,732 | 11     | \$4,992,780.00 | \$5,336,640.00 | \$3,657,150.00 | \$1,500.00     |
|              | 2548 | \$50  | 6,070,220  | LUXE                      | 3/4/24   |      |       | 7   | 13.32% | 34,563    | 7,445  | 217,194 | 28     | \$5,114,000.00 | \$5,166,200.00 | \$5,618,600.00 | \$6,696,650.00 |
|              | 2588 | \$100 | 5,243,580  | \$400 MILLION MEGA BUCKS  | 2/5/24   |      |       | 11  | 15.35% | 35,191    | 7,827  | 249,039 | 29     | \$6,469,300.00 | \$6,445,600.00 | \$6,786,500.00 | \$7,835,600.00 |
|              |      |       |            |                           |          |      |       |     |        |           |        |         |        |                |                |                |                |
| Mature       | 2519 | \$1   | 17,373,600 | \$5,000 WINNINGS          | 9/5/23   |      |       | 33  | 70.50% | 7,716     | 5,908  | 18,511  | 28     | \$268,645.00   | \$263,577.00   | \$292,254.00   | \$292,269.00   |
|              | 2541 | \$1   | 29,430,150 | 20X POWER BLITZ           | 1/2/24   |      |       | 16  | 30.76% | 10,386    | 7,900  | 115,123 | 35     | \$423,264.00   | \$452,045.00   | \$508,698.00   | \$511,117.00   |
|              | 2424 | \$1   | 823,350    | CASH FRENZY               | 9/14/22  |      |       | 83  | 0.00%  | 0         | 0      | 1,358   | 345    | \$0            | \$0            | \$0            | \$0            |
|              | 1878 | \$1   | 854,700    | CASH ON THE SPOT          | 9/18/17  |      |       | 344 | 0.00%  | 0         | 0      | 923     | 34     | \$0            | \$0            | \$0            | \$0            |
|              | 2530 | \$1   | 10,987,950 | JU\$T 1 BUCK              | 10/30/23 |      |       | 25  | 78.33% | 584       | 191    | 10,986  | 3,615  | \$12,926.00    | \$12,944.00    | \$16,220.00    | \$22,387.00    |
|              | 2124 | \$1   | 853,200    | WINNING 7S                | 8/8/19   |      |       | 245 | 0.00%  | 0         | 0      | 1,315   | 438    | \$0            | \$0            | \$0            | \$0            |
|              | 2322 | \$2   | 7,235,625  | 10X THE CASH              | 12/18/23 |      |       | 18  | 78.24% | 4,710     | 2,297  | 1,749   | 1,795  | \$211,622.00   | \$261,530.00   | \$340,720.00   | \$380,792.00   |
|              | 2546 | \$2   | 9,249,750  | BONUS 7                   | 1/16/24  |      |       | 14  | 50.71% | 8,034     | 4,352  | 20,374  | 1,270  | \$383,896.00   | \$434,454.00   | \$564,752.00   | \$599,106.00   |
|              | 2552 | \$2   | 24,253,375 | BREAK THE BANK            | 12/4/23  |      |       | 20  | 35.79% | 13,902    | 8,562  | 97,361  | 19     | \$827,330.00   | \$868,452.00   | \$896,796.00   | \$911,456.00   |
|              | 2427 | \$2   | 30,059,250 | CLASSIC BINGO!            | 2/20/23  |      |       | 61  | 81.00% | 9,125     | 6,079  | 27,854  | 39     | \$552,750.00   | \$606,158.00   | \$611,362.00   | \$606,924.00   |

**Liability for 2530 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 06/30/2023 - 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       | \$1.00     | 470667        | \$470,667.00          | 774584                    | \$774,584.00             | 62.20% | 6834839           |
| 2              | 2   | N/A       | \$2.00     | 104049        | \$208,098.00          | 189158                    | \$378,316.00             | 64.51% | 7088707           |
| 3              | 3   | N/A       | \$2.00     | 128518        | \$257,036.00          | 237813                    | \$475,626.00             | 64.92% | 7133104           |
| 4              | 4   | N/A       | \$4.00     | 24506         | \$98,024.00           | 48606                     | \$194,424.00             | 66.48% | 7304960           |
| 5              | 5   | N/A       | \$4.00     | 36406         | \$145,624.00          | 73483                     | \$293,932.00             | 66.87% | 7347664           |
| 6              | 6   | N/A       | \$4.00     | 35569         | \$142,276.00          | 74266                     | \$297,064.00             | 67.62% | 7429608           |
| 7              | 7   | N/A       | \$5.00     | 23689         | \$118,445.00          | 49618                     | \$248,090.00             | 67.69% | 7437217           |
| 8              | 8   | N/A       | \$5.00     | 11390         | \$56,950.00           | 25246                     | \$126,230.00             | 68.91% | 7571836           |
| 9              | 9   | N/A       | \$10.00    | 5523          | \$55,230.00           | 12742                     | \$127,420.00             | 69.76% | 7665396           |
| 10             | 10  | N/A       | \$10.00    | 24013         | \$240,130.00          | 49186                     | \$491,860.00             | 67.19% | 7383342           |
| 11             | 11  | N/A       | \$10.00    | 5374          | \$53,740.00           | 12943                     | \$129,430.00             | 70.66% | 7764210           |
| 12             | 12  | N/A       | \$20.00    | 5164          | \$103,280.00          | 13155                     | \$263,100.00             | 71.81% | 7890522           |
| 13             | 13  | N/A       | \$20.00    | 5081          | \$101,620.00          | 13271                     | \$265,420.00             | 72.31% | 7945787           |
| 14             | 0   | N/A       | \$40.00    | 144           | \$5,760.00            | 392                       | \$15,680.00              | 73.13% | 8035963           |
| 15             | 0   | N/A       | \$40.00    | 327           | \$13,080.00           | 1009                      | \$40,360.00              | 75.52% | 8298534           |
| 16             | 0   | N/A       | \$40.00    | 579           | \$23,160.00           | 1628                      | \$65,120.00              | 73.77% | 8105293           |
| 17             | 0   | N/A       | \$50.00    | 79            | \$3,950.00            | 195                       | \$9,750.00               | 71.17% | 7819891           |
| 18             | 0   | N/A       | \$50.00    | 104           | \$5,200.00            | 349                       | \$17,450.00              | 77.04% | 8465330           |
| 19             | 0   | N/A       | \$50.00    | 112           | \$5,600.00            | 351                       | \$17,550.00              | 75.81% | 8329957           |
| 20             | 0   | N/A       | \$50.00    | 106           | \$5,300.00            | 346                       | \$17,300.00              | 76.55% | 8411129           |
| 21             | 0   | N/A       | \$100.00   | 99            | \$9,900.00            | 269                       | \$26,900.00              | 73.10% | 8031952           |
| 22             | 0   | N/A       | \$100.00   | 177           | \$17,700.00           | 557                       | \$55,700.00              | 75.89% | 8338267           |
| 23             | 0   | N/A       | \$100.00   | 172           | \$17,200.00           | 565                       | \$56,500.00              | 76.66% | 8423598           |
| 24             | 0   | N/A       | \$500.00   | 26            | \$13,000.00           | 66                        | \$33,000.00              | 71.74% | 7882659           |
| <b>Totals:</b> |     |           |            | <b>881874</b> | <b>\$2,170,970.00</b> | <b>1,579,798</b>          | <b>\$4,420,806.00</b>    |        |                   |

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|               |         |              |            |
|---------------|---------|--------------|------------|
| POOLS:        | 91.57   | MAX QUANTITY | 10,819,200 |
| PACKS / GAME: | 73,253  |              | 11,260,800 |
| PACKS / POOL: | 800     |              |            |
| PACK SIZE:    | 150     |              |            |
| POOL SIZE:    | 120,000 |              |            |

PRIZE STRUCTURE  
JUST 1 BUCK  
Texas Lottery Game # 2530  
IGT Job # 019027  
Version 3 dated April 12, 2023

|                     |              |
|---------------------|--------------|
| RETAIL PRICE:       | \$1.00       |
| REVENUE:            | \$10,987,950 |
| PRIZE FUND:         | \$6,591,776  |
| PERCENTAGE:         | 59.9909537%  |
| INSTANT FUND:       | \$6,591,776  |
| INSTANT-WIN PAYOUT: | 59.9909537%  |

| 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 150 (PER PACK) | PRIZE COST  | % OF PRIZE FUND | % PER PRIZE TIER |
|-------------------|-----------|--------------------------|---------------------------|--------------------|--------------|--------------|-------------------------------|---------------------------|-------------|-----------------|------------------|
| 1                 | L         | \$1                      | 1                         | \$1                | 8.82         | 1,245,251    | 13,600                        | 17.00                     | \$1,245,251 | 18.89%          |                  |
| 2                 | L         | \$2                      | 1                         | \$2                | 37.48        | 293,207      | 3,200                         | 4.00                      | \$586,414   | 8.90%           |                  |
| 3                 | L         | \$1 x 2                  | 2                         | \$2                | 29.99        | 366,331      | 4,000                         | 5.00                      | \$732,662   | 11.11%          |                  |
| 4                 | L         | \$4                      | 1                         | \$4                | 150.29       | 73,112       | 800                           | 1.00                      | \$292,448   | 4.44%           |                  |
| 5                 | L         | \$2 x 2                  | 2                         | \$4                | 99.99        | 109,889      | 1,200                         | 1.50                      | \$439,556   | 6.67%           |                  |
| 6                 | L         | \$1 x 4                  | 4                         | \$4                | 100.04       | 109,835      | 1,200                         | 1.50                      | \$439,340   | 6.66%           |                  |
| 7                 | L         | \$5                      | 1                         | \$5                | 149.89       | 73,307       | 800                           | 1.00                      | \$366,535   | 5.56%           |                  |
| 8                 | L         | \$1 x 5                  | 5                         | \$5                | 299.92       | 36,636       | 400                           | 0.50                      | \$183,180   | 2.78%           |                  |
| 9                 | L         | \$10                     | 1                         | \$10               | 601.58       | 18,265       | 200                           | 0.25                      | \$182,650   | 2.77%           |                  |
| 10                | L         | (SNOWFLAKE \$10)         | 1                         | \$10               | 150.11       | 73,199       | 800                           | 1.00                      | \$731,990   | 11.10%          |                  |
| 11                | L         | \$5 x 2                  | 2                         | \$10               | 599.88       | 18,317       | 200                           | 0.25                      | \$183,170   | 2.78%           |                  |
| 12                | L         | \$20                     | 1                         | \$20               | 599.81       | 18,319       | 200                           | 0.25                      | \$366,380   | 5.56%           |                  |
| 13                | L         | x 2) + (SNOWFLAKE \$     | 3                         | \$20               | 598.73       | 18,352       | 200                           | 0.25                      | \$367,040   | 5.57%           | Low Tier: 92.79% |
| 14                | M         | \$40                     | 1                         | \$40               | 20,499.91    | 536          | 6                             |                           | \$21,440    | 0.33%           |                  |
| 15                | M         | \$10 x 4                 | 4                         | \$40               | 8,224.51     | 1,336        | 15                            |                           | \$53,440    | 0.81%           |                  |
| 16                | M         | (\$5 x 2) + (SNOWFLAK    | 4                         | \$40               | 4,978.68     | 2,207        | 24                            |                           | \$88,280    | 1.34%           |                  |
| 17                | M         | \$50                     | 1                         | \$50               | 40,102.01    | 274          | 3                             |                           | \$13,700    | 0.21%           |                  |
| 18                | M         | 2) + (SNOWFLAKE \$10     | 4                         | \$50               | 24,255.96    | 453          | 5                             |                           | \$22,650    | 0.34%           |                  |
| 19                | M         | (\$20 x 2) + \$10        | 3                         | \$50               | 23,732.07    | 463          | 5                             |                           | \$23,150    | 0.35%           |                  |
| 20                | M         | (SNOWFLAKE \$10) x 5     | 5                         | \$50               | 24,309.62    | 452          | 5                             |                           | \$22,600    | 0.34%           |                  |
| 21                | M         | \$100                    | 1                         | \$100              | 29,858.56    | 368          | 4                             |                           | \$36,800    | 0.56%           |                  |
| 22                | M         | VFLAKE \$10) + (\$10 x 4 | 6                         | \$100              | 14,969.96    | 734          | 8                             |                           | \$73,400    | 1.11%           |                  |
| 23                | M         | \$50 x 2                 | 2                         | \$100              | 14,909.02    | 737          | 8                             |                           | \$73,700    | 1.12%           |                  |
| 24                | M         | \$500                    | 1                         | \$500              | 119,434.24   | 92           | 1                             |                           | \$46,000    | 0.70%           | Mid Tier: 7.21%  |
| TOTAL CASH PRIZES |           |                          |                           | 1 in 2 Decimals:   | 4.46         | 2,461,672    | 26,884                        | 33.50                     | \$6,591,776 | 100.00%         |                  |
|                   |           |                          |                           | 1 in 4 Decimals:   | 4.4636       |              |                               |                           |             |                 |                  |





# INTEROFFICE MEMO

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

## Payment Approval

July 3, 2023

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

|                             |                  |
|-----------------------------|------------------|
| Vendor Name                 | IGT              |
| P.O. Number (if applicable) | 362-23-9009RL013 |
| Tx Game #/Name              | 2530             |
| Draw #                      |                  |
| Invoice Number              | 90136025         |
| Invoice Amount              | \$278,170.21     |

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)

7/6/2023

Date

JB 7/6/2023

Will Russ (Products Manager)

7/6/2023

Date



Robert Tirloni (Lottery Operations Division Director)

7/6/2023

Date

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

**July 13, 2023**



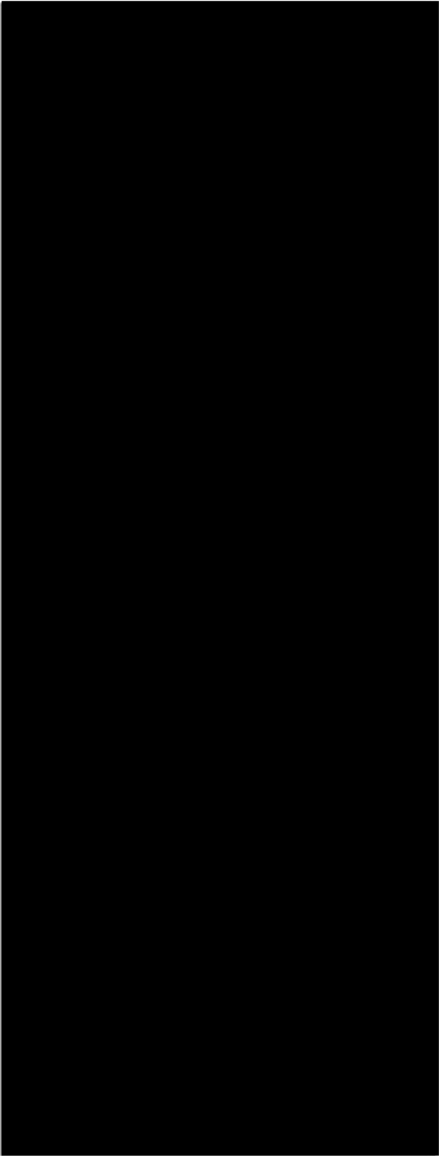
IGT Global Solutions Corporation  
10 Memorial Boulevard  
Providence, RI 02903  
United States  
Email: IGTGlobalSolutionsAR@igt.com

INVOICE

INVOICE NUMBER: 90136025  
DATE : June 30, 2023

BILL TO: 20318  
Texas Lottery Commission  
Gary Grief, Executive Director  
611 East 6th Street  
Austin TX 78701

| INV ITEM NO.<br>CUSTOMER PO NO. | SALES ORD.<br>SO ITEM NO | DESCRIPTION                   | QUANTITY      | UNIT<br>PRICE | EXTENDED<br>AMOUNT |
|---------------------------------|--------------------------|-------------------------------|---------------|---------------|--------------------|
| 001<br>GAME 2492                | 125617<br>01C            | Game 2530 JU\$T 1 BUCK        | 10,987,950 PC | 0.00905       | 99,440.95          |
| 002<br>GAME 2492                | 125617<br>02C            | Option 2530 Holographic Stock | 10,987,950 PC | 0.01440       | 158,226.48         |
| 003<br>GAME 2492                | 125617<br>03C            | Option 2530 Multiple Scenes   | 10,987,950 PC | 0.00014       | 1,538.31           |
| 004<br>GAME 2492                | 125617<br>04C            | Option 2530 Full UV           | 10,987,950 PC | 0.00077       | 8,460.72           |
| 005<br>GAME 2492                | 125617<br>05C            | Holographic Foil Inserts      | 73,253 PC     | 0.14339       | 10,503.75          |
| TOTAL AMOUNT DUE                |                          |                               |               | USD           | 278,170.21         |



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

02/27/22      Thru      02/24/24

### Average Number of Weeks for 85% Average Sell Through

| Print<br>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 17  | Week 13  | Week 20  | Week 26     | *Week 36 | *Week 97 | *Week 56 | None  |
| 10M-14.99M          | *Week 15    | *Week 28 | None     | None     | *Week 29    | None     | None     | None     | None  |
| 15M-19.99M          | Week 30     | None     | None     | None     | None        | Week 53  | None     | None     | None  |
| 20M-24.99M          | None        | None     | None     | *Week 76 | None        | None     | None     | None     | None  |
| 25M-29.99M          | None        | None     | None     | None     | None        | None     | None     | None     | None  |
| 30M-34.99M          | None        | None     | *Week 68 | None     | None        | None     | None     | None     | None  |
| >=35M               | None        | None     | *Week 97 | *Week 52 | *Week 54    | None     | None     | None     | None  |

### Average Weekly Dollar Sales at 85% Average Sell Through

| Print<br>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        | \$889,989 | \$1,232,303 | \$1,698,404 | \$2,234,215 | \$3,886,072 | \$2,359,958 | \$4,641,250 | None  |
| 10M-14.99M          | \$649,617   | \$620,682 | None        | None        | \$3,571,641 | None        | None        | None        | None  |
| 15M-19.99M          | \$506,021   | None      | None        | None        | None        | \$6,498,580 | None        | None        | None  |
| 20M-24.99M          | None        | None      | None        | \$1,301,423 | None        | None        | None        | None        | None  |
| 25M-29.99M          | None        | None      | None        | None        | None        | None        | None        | None        | None  |
| 30M-34.99M          | None        | None      | \$1,222,418 | None        | None        | None        | None        | None        | None  |
| >=35M               | None        | None      | \$1,254,889 | \$4,803,626 | \$7,966,148 | 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:** Monday, April 22, 2024 5:52 PM  
**To:** Bowersock, Dale  
**Cc:** ProductsScratchTeam  
**Subject:** RE: May 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 \$20 200X The Cash (#2418) in market for one more month, for that bin to be replaced in July with \$20 VIP Millions launch. Otherwise, the list looks good.

Thanks,  
 Riley

**From:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>  
**Sent:** Monday, April 22, 2024 8:14 AM  
**To:** Gough, Riley <Riley.Gough@IGT.com>  
**Cc:** ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>  
**Subject:** May 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.**

Riley,  
 Below are the Pre-call Recommendations for May. There are only 5 for May.

Close dates would potentially be:

Pre-call: May 3, 2024

Call: June 2, 2024

EOG (Close): July 17, 2024

EOV: January 13, 2025

| Game | \$   | Tix Run    | Name                    | Start    | Call | Close | Wks | % Sold | Confirmed | Active | Ware    | Return |
|------|------|------------|-------------------------|----------|------|-------|-----|--------|-----------|--------|---------|--------|
| 2530 | \$1  | 10,987,950 | JU\$T 1 BUCK            | 10/30/23 |      |       | 25  | 78.33% | 584       | 191    | 10,986  | 3,615  |
| 2321 | \$3  | 47,974,000 | \$50,000 BONUS CASHWORD | 4/11/22  |      |       | 106 | 88.99% | 4,548     | 2,624  | 32,267  | 160    |
| 2464 | \$10 | 23,085,050 | 100X CASH BLITZ         | 1/2/23   |      |       | 68  | 54.25% | 5,324     | 2,164  | 201,642 | 210    |
| 2533 | \$10 | 6,120,000  | THE PERFECT GIFT        | 10/30/23 |      |       | 25  | 85.22% | 1,605     | 604    | 2,630   | 11,858 |
| 2418 | \$20 | 8,171,725  | 200X THE CASH           | 7/3/23   |      |       | 42  | 63.58% | 6,776     | 1,698  | 107,393 | 1,425  |

There are a couple of really under performing \$5 games, but it looks like sales are low due to very low penetration:

\$5, #2480 \$20,000,000 Cash Spectacular! (holographic with fluorescent ink)

\$5, #2537 Lucky X10 (PlayFX, holographic, metallic ink)

Maybe we can increase their penetration to higher volume retailers and see if the sales will lift?

Dale

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