REVENUE ESTIMATING CONFERENCE

Tax: Lottery

Issue: Changes to Lottery Operations

Bill Number(s): HB 5001

Entire Bill

Partial Bill: Line Item 2693

Sponsor(s): Appropriations Committee **Month/Year Impact Begins**: April 1, 2019

Date of Analysis: 5/23/2018

Section 1: Narrative

a: Current Law: Currently, vendor rates for scratch-off and terminal game sales are calculated and paid separately at different rates. Also, the terminal games contract and the instant ticket and draw game vending machines are paid separately, as well as appropriated in separate categories. Additionally, there is a cost for leasing 1,000 Full Service Vending Machines (FSVM) and 1,500 Instant Ticket Vending Machines (ITVM).

b: Proposed Change: The Department of Lottery executed the 2017 Agreement for Lottery Gaming Systems and Related Commodities & Services (agreement) with a start-up date of no earlier than April 1, 2019. Pursuant to the agreement, on or after the date of start-up, the department may have up to 1,000 FSVMs with functionality to sell terminal and instant tickets and 1,500 FSVMs with the functionality to sell only instant tickets. All vending machines currently in the field will be replaced with new Gemini Touch vending machines. The new machines will be ADA compliant, have touch screen capabilities, an increased ability to hold more ticket stock (24 to 28 bins in 2,280 of the machines), and real-time reporting availability.

Under the new agreement, the terminal vendor rate is a fixed rate that applies to both Draw Game and Instant Tickets sales and there will be no additional cost for leasing the machines. These appropriation categories are being merged into one category starting in fiscal year 2018-19.

Benefits of the new Contract – Direct and Indirect Impact on Ticket Sales:

- 1. **New Technology** Replacing 12-year-old outdated equipment with new cutting-edge technology.
- 2. New Real-Time Reporting Currently retailers wait until the end of the day to tabulate ticket stock and assess needs. Reports from the new vending machines will be in real time. This updated reporting will allow both Lottery sales representatives and retailers the ability to keep the machines fully stocked. Retailers won't have to wait until the end of the day to tabulate the stock to assess their needs. This time saving change will directly translate into additional sales.
- 3. **Redundancy Increases** The agreement includes additional satellites for servicing retailers. It also includes a dual communication solution instead of the single or shared communication solution that exists for retailers today. This upgrade will decrease downtime which directly impacts sales.
- 4. Additional Advertising Opportunities An additional 7,150 ESMMs (Electronic Sales Multi-Media) for a total of 13,800 ESMM terminal displays advertising products, new games, promotions, Jackpots, etc. All retailers will have a display. REC's analysis of the effect of advertising on the EETF in 2012, resulted in the conference adopting a Return on Investment of \$0.50 for every \$1.00 spent on advertising. Using that analysis, the additional ESMMs will provide a Return on Investment of \$1.4 million to the EETF. We have included that in our revenue calculations.

Note: Per a November 2014 report, conducted by MGT of America, concerning the Florida Lottery, "regression analysis estimated that one dollar spent in advertisement generated \$11.71 for frequent purchasers and \$15.5 for infrequent purchasers." Consequently, one dollar in advertisement will generate \$xxx in transfers to the EETF.

VENDING MACHINES (Basis for Revenue Calculations):

- 5. Upgrade Vending Machines to Touch There are three other states which offer comparable data. The other states implementing the same Gemini Touch machines (and are not cashless) shows a range of 7% to 20.3% increase in revenues in vending retailers. The attached worksheets identify a range of projected revenues based on the information collected from these other states.
- **6. Increased Bins** The new Gemini Touch vending machines offer additional ticket bins from 24 to 28. These additional bins will allow flexibility in the placement of tickets in the machine that can result in additional sales. The bins also have more space for additional stock compared to the machines we currently have. Inventory

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management/real-time in conjunction with the additional bins reduces the risk of running out of inventory and experiencing lost sales.

7. Strategic Moves – 220, low profile machines were specifically requested. The low-profile machines will offer 20 ticket bins. The Lottery has a limited number of machines and has to be very strategic and give careful consideration to the placement of machines. We have to look for the right combination that will maximize revenues to the EETF. The new contract provides the opportunity to sell from a different trade style and through a Big Box retailer. Initially, the result is a small net gain with the trickle- down effect of machines being strategically moved from lower selling retailers to higher selling retailers to fulfill this request. We anticipate continued increases in the revenue generated from this retailer with passage of time which provides player awareness and increased store deployment in other geographical areas of the state. We have already seen a 15% increase in annual per bin revenue from our original data based on a 6-month pilot period to the updated per bin revenue based on a year pilot period.

Section 2:

Description of Data and Sources

Lottery Revenue Estimating Conference Department of Lottery

Section 3: Methodology (Include Assumptions and Attach Details)

Revenue Calculations:

Based on a retailer requests, the Lottery will be strategically moving machines between retailers to maximize sales. Additional revenues related to lines 1 and 2 on the attached worksheets are calculated based on this plan.

Additional revenues in lines 3 and 4 of the attached worksheet were calculated based on the expansion of bins in 2,280 machines from 24 to 28. The revenue data is calculated by using comparable annual revenues per bin amount based on calendar year 2017 sales data because it is the most comparable data used in the January 2018 Revenue Estimating Conference.

Sales increases of 3.5%, 5%, and 7% are then used to calculate a range of potential revenues based on the experiences from three other states surveyed.

The Lottery applied a previously adopted REC cannibalization rate of 80% as previously adopted by other REC conferences. The results are identified in the Revenue table below.

The Lottery used a revenue split of 92% Scratch-Off and 8% draw based on calendar year 2017 FSVM sales data.

EETF Calculations are based on EETF Distribution Rates determined in the January 2018 REC.

Expense calculations:

The expenditures are calculated using the new vendor rate and including the increased recurring appropriation in the General Appropriations Act for the new contract for Fiscal Year 2018-19 and calculated based on % of sales in the out-years. Currently the Terminal vendor fees and vending machine leases are paid separately. The new contract combines these costs into one payment at a fixed rate as applied to total draw game and instant ticket sales. There are no separate lease costs for the vending machines or terminals.

Section 4: Proposed Fiscal Impact

Proposed Revenue Impact:

	Higl	h 7%	Midd	le 5%	Low 3.5%				
	Cash	Recurring	Cash	Cash	Recurring				
2018-19	4.8	4.8	4.1	4.1	3.5	3.5			
2019-20	19.7	19.7	16.8	16.8	14.7	14.7			
2020-21	20.0	20.0	17.1	17.1	14.9	14.9			
2021-22	20.3	20.3	17.3	17.3	15.1	15.1			
2022-23	20.6	20.6	17.6	17.6	15.3	15.3			

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Proposed Cost Impact:

	H	igh	Mic	ddle	Low				
	Cash	Recurring	Recurring Cash F		Cash	Recurring			
2018-19	5.1	5.1	4.9	4.9	4.8	4.8			
2019-20	17.0	17.0	16.7	16.7	16.4	16.4			
2020-21	17.6	17.6	17.3	17.3	16.9	16.9			
2021-22	18.5	18.5	18.2	18.2	17.8	17.8			
2022-23	19.0	19.0	18.7	18.7	18.3	18.3			

Proposed Impact to EETF:

	Н	igh	Mic	ddle	Low				
	Cash	Recurring	Cash	Recurring	Cash	Recurring			
2018-19	(0.3)	(0.3)	(0.8)	(0.8)	(1.3)	(1.3)			
2019-20	2.7	2.7	0.1	0.1	(1.7)	(1.7)			
2020-21	2.4	2.4	(0.2)	(0.2)	(2.0)	(2.0)			
2021-22	1.8	1.8	(0.9)	(0.9)	(2.7)	(2.7)			
2022-23	1.6	1.6	(1.1)	(1.1)	(3.0)	(3.0)			

Section 5: Consensus Estimate (Adopted: 05/23/2018): The Conference modified the estimates brought in by the Florida Lottery. For the increase in cost resulting from the 2017 Agreement for Lottery Gaming Systems and Related Commodities & Service executed by the Florida Lottery in accordance with the proviso associated with Line Item 2693, the Conference used the current official ticket sales forecast and adjusted the vendor rates to reflect the new contract provisions (see attached worksheet). With respect to the impact on ticket sales, the Revenue Estimating Conference agreed that vending machine upgrades and technology changes associated with the Agreement will lead to increased sales and additional transfers to the EETF; however, it determined that the amounts of these additional transfers are indeterminate and may be less, equal, or more than the additional costs.

Difference in Distribution to EETF due to Additional Costs

incrence in	Distribution to	LETT due to Au	artional costs							
	(GR	Tr	ust	Local	/Other	Total			
	Cash	Recurring	Cash	Recurring	Cash	Recurring	Cash	Recurring		
2018-19	0.0	0.0	(4.5)	(14.7)	0.0	0.0	(4.5)	(14.7)		
2019-20	0.0	0.0	(15.2)	(15.2)	0.0	0.0	(15.2)	(15.2)		
2020-21	0.0	0.0	(16.0)	(16.0)	0.0	0.0	(16.0)	(16.0)		
2021-22	0.0	0.0	(16.8)	(16.8)	0.0	0.0	(16.8)	(16.8)		
2022-23	0.0	0.0	(17.3)	(17.3)	0.0	0.0	(17.3)	(17.3)		

Difference in Distribution to EETF due to Additional Sales

		GR	Tri	ust	Local	/Other	Total			
	Cash	Recurring	Cash	Cash Recurring		Recurring	Cash	Recurring		
2018-19	0.0	0.0	Indeterminate	Indeterminate	0.0	0.0	Indeterminate	Indeterminate		
2019-20	0.0	0.0	Indeterminate	Indeterminate	0.0	0.0	Indeterminate	Indeterminate		
2020-21	0.0	0.0	Indeterminate	Indeterminate	0.0	0.0	Indeterminate	Indeterminate		
2021-22	0.0	0.0	Indeterminate	Indeterminate	0.0	0.0	Indeterminate	Indeterminate		
2022-23	0.0	0.0	Indeterminate	Indeterminate	0.0	0.0	Indeterminate	Indeterminate		

HB 5001 Lottery Contract Change - Spreadsheet reflecting adopted conference estimates associated with the Agreement for Lottery Gaming Systems as approved by the Legislature

Cost Impact:

Factors Affecting EETF Transfers	2017	7-18	2018	3-19	2019	9-20	202	0-21	2021	1-22	2022-23		
	Jan 2018	New											
Prize Percentage Scratch-off	73.04%	73.04%	73.04%	73.04%	73.04%	73.04%	73.04%	73.04%	73.04%	73.04%	73.04%	73.04%	
Prize Percentage Terminal Games	51.68%	51.68%	50.43%	50.43%	50.43%	50.43%	50.43%	50.43%	50.43%	50.43%	50.43%	50.43%	
Retailer Commission Rate	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	
Administrative Appropriation	\$81.81	\$81.81	\$80.87	\$80.87	\$80.87	\$80.87	\$80.87	\$80.87	\$80.87	\$80.87	\$80.87	\$80.87	
Vendor Rate Scratch-off	1.38%	1.38%	1.38%	1.37%	1.38%	1.29%	1.38%	1.29%	1.37%	1.28%	1.37%	1.28%	
Vendor Rate Terminal Games	1.58%	1.58%	1.58%	1.84%	1.58%	2.58%	1.57%	2.59%	1.57%	2.61%	1.56%	2.61%	
Unclaimed Prize Rate	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	

January 2018 Forecast	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Scratch-Off Sales	4579.8	4751.5	4858.7	4943.8	5030.3	5105.7
Terminal Game Sales	1987.3	1980.6	2002.0	2023.1	2043.4	2063.2
EETF transfer due from current year ticket sales and other income	1717.1	1775.6	1807.3	1834.5	1861.9	1886.4
less collection lag loss	(55.5)	(31.0)	(40.7)	(46.3)	(52.4)	(61.2)
plus collection lag gain from prior year	48.8	55.5	31.0	40.7	46.3	52.4
Due to EETF from Lottery Receipts	1710.3	1800.1	1797.6	1828.9	1855.8	1877.7
adjustment for estimated true-up payment in next fiscal year	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)
Distribution to EETF from Lottery Receipts	1704.3	1794.1	1791.6	1822.9	1849.8	1871.7

Contract Change	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Scratch-Off Sales	4579.8	4751.5	4858.7	4943.8	5030.3	5105.7
Terminal Game Sales	1987.3	1980.6	2002.0	2023.1	2043.4	2063.2
EETF transfer due from current year ticket sales and other income	1717.1	1771.1	1791.8	1818.5	1845.0	1869.0
less collection lag loss	(55.5)	(30.9)	(40.4)	(45.9)	(52.0)	(60.6)
plus collection lag gain from prior year	48.8	55.5	30.9	40.4	45.9	52.0
Due to EETF from Lottery Receipts	1710.3	1795.7	1782.4	1812.9	1839.0	1860.4
adjustment for estimated true-up payment in next fiscal year	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)
Distribution to EETF from Lottery Receipts	1704.3	1789.7	1776.4	1806.9	1833.0	1854.4

Adopted Estimates:

	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Difference in distribution to EETF from additional cost	-	-4.5	-15.2	-16.0	-16.8	-17.3
Difference in distribution to EETF from increased sales	-	**	**	**	**	**

769 REC - 5/23/2018

OLD	NEW
Terminal Game	Vendor Rate:
1.0699% of DRAW Game Sales	0.7384% of TOTAL Sales (SO + DRAW)
20699% of DRAW Game Sales PLUS: Terminal Fees - \$6,436,200 annually PLUS: FSVMs - \$2,940,000 annually PLUS: License/Royalty Fees - \$1m annually OTAL FEES DIVIDE BY Terminal Game Revenues Ferminal Game Vendor Rate Scratch-Off Vendo 2.245% of SO Sales PLUS: ITVMs - \$5,010,060 PLUS: License/Royaltee Fees - \$2m annually OTAL FEES DIVIDE BY SO SALES	No Separate Terminal Fees
Terminal Game Vence 1.0699% of DRAW Game Sales PLUS: Terminal Fees - \$6,436,200 annually PLUS: FSVMs - \$2,940,000 annually PLUS: License/Royalty Fees - \$1m annually TOTAL FEES DIVIDE BY Terminal Game Revenues Terminal Game Vendor Rate Scratch-Off Vendo 1.245% of SO Sales PLUS: ITVMs - \$5,010,060 PLUS: License/Royaltee Fees - \$2m annually TOTAL FEES DIVIDE BY SO SALES	No Separate FSVM Fees
PLUS: License/Royalty Fees - \$1m annually	License/Royalty Fees - \$1m annually
TOTAL FEES	TOTAL FEES
DIVIDE BY Terminal Game Revenues	DIVIDE BY Terminal Game Revenues
Terminal Game Vendor Rate	Terminal Game Vendor Rate
Scratch-Off Ve	endor Rate:
1.245% of SO Sales	1.245% of SO Sales
PLUS: ITVMs - \$5,010,060 /	No Separate ITVM Fees
PLUS: License/Royaltee Fees - \$2m annually	License/Royaltee Fees - \$2m annually
TOTAL FEES	TOTAL FEES
DIVIDE BY SO SALES	DIVIDE BY SO SALES
SO Vendor Rate	SO Vendor Rate

Attachment 1

		Moves Related to the New	Retailer		
	<u>Line Ref*</u>		<u>Line Ref*</u>		Line Ref*
		Lowest Selling FSVM Stores			
NEW RETAILER	1	220 FSVMs	(1&2)	Lowest Selling ITVM Stores	
220 FSVMs	(1&2)	220 ITVMs	(3.4. & 5)	220 ITVMs	(3&4)

^{*}Line Ref contains the equivalent line number on the New Contract EETF Impact worksheets.

		2010	13 A	•			· ·			of the ne ouch Ma			3 111011												
				Us	ilig 3.5	o Giov	VUII N	ate ioi	ivew i	Uucii ivia	lumes														
				Machines	<u> </u>		Bins	Number ¹	Annua	l Revenue ²	Sales	TO	OTAL REVE	ENUE	Canniba	alization ³	NET		FS	VM Rev	enue Split	4		EI	ETF
		ITVM LOC		FSVM LO		Changes			per Bin	Total Chg	Boost	Old	New		%	Amt	CHG		SCRATCH			DRAW		TC	OTAL
		ITVM	ITVM	FSVM	NR				1									Share	Rev	EETF ⁵	Share	Rev	EETF ⁵		
		1,500	-	1,000	-															18.78%			40.92%		Subto
FSVM MOVE	Move FSVMs to NR and reconfigure			(220)		(220)	24	20 -4	11,984	(47,936))	63.28	52.73	(10.55)	80%	(8.44)	(2.11)	92%	(1.94)	(0.36)	8%	(0.17)	(0.07)	(0.43)	
	Loss of Per Bin Revenue				220	220	20	20 ((1,692	(33,840))		(7.44)	(7.44)	80%	(5.96)	(1.49)	92%	(1.37)	(0.26)	8%	(0.12)	(0.05)	(0.31)	
ITVM MOVE	Remove from lowest locations	(220)				(220)	24	-24	1 2,207	(52,968)	1	11.65	-	(11.65)	80%	(9.32)	(2.33)	100%	(2.33)	(0.44)	0%	-	-	(0.44)	
	Relocate to lowest FSVM Location	` '	220			220		24 24				-	63.28	63.28	80%	50.62	12.66	100%	12.66	2.38	0%	-	-	2.38	
	Loss of Draw sales											4.10	-	(4.10)	80%	(3.28)	(0.82)		-	_	100%	(0.82)	(0.34)	(0.34)	
		1,280	220	780	220																				
FSVM UPGRADE	Upgrade to Touch	1,280	220	780	220	780	24	28 4	1 21,804	87,216		408 17	476.20	68.03	80%	54.42	13.61	92%	12.52	2 35	8%	1 09	0.45	2.80	
13VIII OI GILADE	Incremental Sales					700		20	21,00	07,210	3.50%	400.17	14.29		0070	-	14.29	92%		2.47	8%		0.47	2.94	
		_																				1.17	0.47		
ITVM UPGRADE	Upgrade to Touch					220			11,984				73.82		80%	8.44	2.11	100%	2.11	0.40	0,0	-	-	0.40	
	Upgrade to Touch (per bin without bottom 220)					1,280	24	28	7,761	31,044		238.42			80%	31.79	7.95	100%	7.95	1.49	0%	-	-	1.49	
	Incremental Sales										3.50%		10.56	10.56		-	10.56	100%	10.56	1.98	0%	-	-	1.98	3
TOTAL												788.89	961.58	172.69		118.27	54.41		53.29	10.01		1.12	0.46	10.47	10
																							(2)	2.52	
		_											-							New	Increment	al EE IF	(3 mos)	2.62	
IMPACT OF 500 ED (Include	ad in January 2019 REC)		1								1		1	56.10	80%	44.88	11 22	029/	10.22	1.04	8%	0.00	0.27	2 21	
INIPACT OF 300 ED (IIICIUGE		1	1			1	1 1		1	1	1	1	1	30.10	80%	44.00					in Jan 201		-		
																	Шра		Larry De	pioyeu	111 3411 201	O KLC	(3 11103)	0.56	
COST		TOTAL			SCRA	CH-OFF				RAW						IN	PUT SECTI	ON							
REC Sales Forecast		\$6,732.1	1		Jena	\$4,751.5				\$1,980.6					Bins per	Machine ¹	TOT SECTI		nnibaliz	ation Ra	te ³				
Incremental Sales		54.4			98%				29					Current			24								
Total Sales		\$6,786.5	_			\$4,804.8				\$1,981.7				New Reta	iler		20			80%					
		. ,				. ,				. ,				Other			28								
Current Cost		\$35.6				\$5.0			1.5433%	30.6				Į.	Annual Rev	enue per Bii	1 ²	FS	VM Rev	enue Spl	lit ⁴				
Proposed Cost		39.5	_			3.8				35.7				ITVM	Average		\$ 7,761	Draw			8%				
New Incremental Cost		\$3.9													Lowest 220	0	\$ 2,207	Scratch			92%				
														FSVM	New Retai	ler - Pilot	\$ 10,292		ETF Dist	ribution	5				
															Lowest 220	0		Draw			40.92%				
															Average		\$ 21,804	Scratch			18.78%				
EETF IMPACT SUMMARY	New Incremetal EETF (3 months)	2.6																							
	Impact of 500 Early Deployed (In Jan 2018 REC)(3 months)	0.6	-																						
	Est Revenue to EETF (Machine Impact)	3.2																							
	Estimated Revenue from Advertising	0.4																							
	Total Estimated Revenue to EETF	3.5	•																						
	New Incremental Cost (3 Months)	(3.9)																					Up	pdated 5	22/1/22

		2018	8-19 - /	•				•		n of the n			- 3 Mo	nths)											
					Jsing 5	.0% Gro	wth	Rate	tor New	/ Touch N	/lachin	es													
			1								1														
				Machines			Rins	Numbei	r ¹ Annua	al Revenue ²	Sales	то	TAL REVE	NUF	Cannibal	lization ³	NET		F	SVM Rev	enue Snl	it ⁴			EETF
		ITVM LOC		FSVM LO		Changes				Total Chg	-	Old	New	Chg	%	Amt	CHG		CRATCH			DRAW			OTAL
		ITVM	ITVM		NR	- Citanges			.g pc. 5		20000		11011	5.1.6	,,,	7	00	Share		EETF ⁵			EETF ⁵	-	1
		1,500		1,000	-															18.78%			40.92%		Subtotal
1 FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM) Loss of Per Bin Revenue	,,,,,		(220)	220	(220) 220	24 20	20 20	-4 11,98 4 0 (1,692			63.28	52.73 (7.44)	(10.55) (7.44)	80% 80%	(8.44) (5.96)	(2.11) (1.49)	92% 92%		(0.36) (0.26)		(0.17) (0.12)	(0.07)	(0.43) (0.31)	
3 ITVM MOVE	Remove from lowest locations	(220)	220			(220) 220	24		24 2,207 24 11.98 4			11.65	63.28	(11.65) 63.28	80% 80%	(9.32) 50.62	(2.33) 12.66	100% 100%	(2.33) 12.66	(0.44)	0% 0%		-	(0.44)	<u> </u>
5	Relocate to lowest FSVM Location Loss of Draw sales		220			220		24 .	24 11,98 4	1 287,616		4.10	-	(4.10)	80%	(3.28)	(0.82)	100%	-	-		(0.82)	(0.34)	(0.34)	0.8
		1,280	220	780	220																				
6 FSVM UPGRADE 7	Upgrade to Touch Incremental Sales					780	24	28	4 21,804	1 87,216	5.00%	408.17	476.20 20.41	68.03 20.41	80%	54.42	13.61 20.41	92% 92%	12.52 18.78	2.35 3.53		1.09 1.63	0.45 0.67	2.80 4.19	
8 ITVM UPGRADE	Upgrade to Touch					220	24	28	4 11,984			63.28		10.55	80%		2.11	100%	2.11		0%		-	0.40	
9 10	Upgrade to Touch (per bin without bottom 440) Incremental Sales					1,280	24	28	4 7,763	1 31,044	5.00%	238.42	278.15 15.08	39.74 15.08	80%	31.79 -	7.95 15.08	100% 100%	7.95 15.08		0% 0%	-	-	1.49 2.83	
12 TOTAL												788.89	972.23	183.34		118.27	65.06		63.45	11.92		1.61	0.66	12.58	12.5
14																				New I	Incremer	ntal EET	F(3 mos)	3.14	
15																									
16 REC IMPACT OF 500 ED														56.10	80%	44.88	11.22	92%	10.32	1.94	8%	0.90	0.37	2.31	
17																	Impa	ct of 500	Early De	ployed (in Jan 20	18 REC)) (3 mos)	0.58	3
18																									
19 COST		TOTAL			SCR	ATCH			1	DRAW							INPUT SECT								
20 REC Sales Forecast		6,732.1				4,751.5				1,980.6					Bins per	Machine ³		Ca	nnibaliz	ation Rat	te³				
21 Incremental Sales		65.1	_		98%				29					Current			24				-				
Total Sales		6,797.2				4,814.9				1,982.2				New Reta Other	iler		20 28			80%	-				
24 Current Cost		35.6			0.1038%	5.0			1.54339						nual Reve	enue per l			VM Rev	enue Spl					
25 Proposed Cost		39.7	_			3.9				35.8					Average		\$ 7,761				8%				
26 Change		\$4.1													Lowest		. , .	Scratch			92%				
27							\perp							-	New Reta	iler	\$ 10,292		ETF Dis	tribution					
28															Lowest			Draw			40.92%				
29															Average		\$ 21,804	Scratch			18.78%				
30 EETF IMPACT SUMMARY 31	New Incremetal EETF (3 months) Impact of 500 Early Deployed (In Jan 2018 REC)(3 mon		5																						
32 33	Est Revenue to EETF (Machine Impact) Estimated Revenue from Advertising	3.7 0.4																							
34	Total Estimated Revenue to EETF	4.1	_																						
34 35	New Incremental Cost (3 Months)	(4.1)																					11	Indated	5/22/18
36	item incremental cost (5 Months)	(4.1)	,																				U	Puateu	2, 22, 10

					l 1 - Jur	og 7% Gr	owth	Date	for Nov	v Touch	Machi	noc													
			1		USII	ig / /o Gi	OWL	I Nate	IOI NEV	Viouciii	Viaciiii	1162									1		1		
				Machines			Bins N	Number ¹	Annual	Revenue ²	Sales	то	TAL REVE	NUF	Canni	balization ³	NET		F.S	VM Reve	nue Snl	it ⁴		FI	ETF
		ITVM LOC		FSVM LO		Changes	_			Total Chg	Boost	Old		Chg	%	Amt	CHG	-	SCRATCH		inuc opi	DRAW			TAL
		ITVM		FSVM	NR	Changes	Old I	icw cng	per biii	Total Clig	Doost	- Olu	11011	City	70	Ainc	Cito	Share		EETF ⁵	Share		EETF ⁵	Ĭ	1742
		1,500	-	1,000	-													- Cinare		18.78%	0.1.0.1		40.92%		Subtota
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM) Loss of Per Bin Revenue	-,,,,,		(220)	220	(220) 220	24 20	20 -4 20 0	11,984 (1,692)	(47,936) (33,840)		63.28	52.73 (7.44)	(10.55) (7.44)	80% 80%	(8.44) (5.96)	(2.11) (1.49)			(0.36) (0.26)		(0.17) (0.12)	(0.07)		
ITVM MOVE	Remove from lowest locations	(220)				(220)	24	-24		(52,968)		11.65		(11.65)	80%	(9.32)	(2.33)			(0.44)	0%		- 1	(0.44)	
II VIVI IVIOVE	Relocate to lowest FSVM Location	(220)	220			220)	24	24 24	1	287,616		11.03	63.28	63.28	80%	50.62	12.66		12.66	2.38	0%		_	2.38	
	Loss of Draw sales		220			220		24 2	11,364	287,010		4.10	-	(4.10)	80%	(3.28)	(0.82)		-	2.36		(0.82)	(0.34)	(0.34)	0.
		4 200	222	700	222									(=0)		(0.20)	(0.02)					(0.00)	(0.0.7)	(0.0.1)	
ECMA LIDODADE	Unameda ka Tarrah	1,280	220	780	220	700	24	20	24.004	07.246		400.47	476.20	C0.03	000/	54.42	12.61	020/	12.52	2.25	00/	1.00	0.45	2.00	
FSVM UPGRADE	Upgrade to Touch Incremental Sales					780	24	28 2	21,804	87,216	7.00%	408.17	476.20 28.57	68.03 28.57	80%	54.42	13.61 28.57	92% 92%	12.52 26.29	2.35 4.94		1.09 2.29	0.45 0.94	2.80 5.87	8.
•	Incremental Sales										7.00%		28.57	28.57		-	28.57	92%	26.29	4.94	8%	2.29	0.94	5.87	8.
ITVM UPGRADE	Upgrade to Touch					220	24	28 4	11,984	47,936		63.28	73.82	10.55	80%	8.44	2.11	100%	2.11	0.40	0%	-	-	0.40	
	Upgrade to Touch (per bin without bottom 440)					1,280	24	28 4	7,761	31,044		238.42	278.15	39.74	80%	31.79	7.95	100%	7.95	1.49	0%		-	1.49	
	Incremental Sales										7.00%		21.12	21.12		-	21.12	100%	21.12	3.97	0%	-	-	3.97	5.
TOTAL												788.89	986.43	197.53		118.27	79.26		76.99	14.46		2.27	0.93	15.39	15.
																				New I	ncreme	ntal EET	(3 mos)	3.85	
REC IMPACT OF 500 ED														56.10	000/	44.88	44.22	020/	10.22	1.04	00/	0.00	0.37	2.24	
REC IIVIPACT OF 500 ED		1						1	1					20.10	80%	44.88							(3 mos)		
																	шра	0.300	Larry De	pioyeu (i	111 Jan 20	JIO KLC	(3 11103)	0.56	
COST		TOTAL			SCR	ATCH			D	RAW						INP	UT SECTIO)N							
REC Sales Forecast		6.732.1				4,751.5				1,980.6					Bins pe	er Machine ¹	0.020		nnibaliz	ation Rat	e³				
Incremental Sales		79.3			97%	77.0			3%	2.3				Current			24								
Total Sales		6,811.4	-			4,828.5				1,982.9				New Reta I	NR		20			80%	ľ				
														Other (Other		28				ľ				
Current Cost		35.6			0.1036%	5.0			1.5433%	30.6				P	Annual Re	evenue per Bin ²	!	FS	VM Rev	enue Spli	it⁴				
Proposed Cost		39.9	_			4.3				35.6				ITVM A	Average		\$ 7,761	Draw			8%				
Change		\$4.3													Lowest 22			Scratch			92%				
																	\$ 10,292	-	EETF Dist		'				
															owest 22		\$ 11,984				40.92%				
														- 1	Average		\$ 21,804	Scratch			18.78%				
EETF IMPACT SUMMARY	· · · · · · · · · · · · · · · · · · ·	3.8																							
	Impact of 500 Early Deployed (In Jan 2018 REC)(3 mont	hs 0.6																							
	Est Revenue to EETF (Machine Impact) Estimated Revenue from Advertising	0.4																							
	Total Estimated Revenue to EETF	4.8	1																						
	New Incremental Cost (3 Months)	(4.3)																						Update	4 E /22
	NET Impact to EETF	0.5																						opuate	1 3/22/

				Us	sing 3.5	% Grow	th R	ate f	or N	New To	uch Ma	chines														
									-																	_
				Machines	<u> </u>		Bins	Numb	er ¹	Annual I	Revenue ²	Sales	тс	TAL REVE	NUF	Canniba	lization ³	NET		F	SVM Rev	enue Sp	lit ⁴	-		EETF
		ITVM LOC		FSVM LO		Changes					Total Chg	-	Old	New	Chg	%	Amt	CHG		SCRATCI		опас ор.	DRAW			OTAL
		ITVM	ITVM	FSVM	NR														Share	Rev	EETF ⁵	Share	Rev	EETF ⁵		
		1,500	-	1,000	-																18.89%			40.20%		Subt
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM) Loss of Per Bin Revenue			(220)	220	(220) 220			-4 0	12,212 (1,724)	(48,847) (34,483)		64.48	53.73 (7.59)	(10.75) (7.59)	80% 80%	(8.60) (6.07)	(2.15) (1.52)			(0.37) (0.26)		(0.17) (0.12)			
TVM MOVE	Remove from lowest locations	(220)				(220)	24		-24	2,249	(53,974))	11.87	-	(11.87)	80%	(9.50)	(2.37)	100%	(2.37)	(0.45)	0%	-	-	(0.45)	
	Relocate to lowest FSVM Location		220			220		24	24	12,212	293,081		-	64.48	64.48	80%	51.58	12.90	100%	12.90	2.44	0%	-	-	2.44	
	Loss of Draw sales												4.10	-	(4.10)	80%	(3.28)	(0.82)		-	-	100%	(0.82)	(0.33)	(0.33)	
		1,280	220	780	220																					
FSVM UPGRADE	Upgrade to Touch					780	24	28	4	22,218	88,873		415.93	485.25	69.32	80%	55.46	13.86	92%	12.76	2.41	8%	1.11	0.45	2.86	
	Incremental Sales											3.50%		14.56	14.56		-	14.56	92%	13.39	2.53	8%	1.16	0.47	3.00	
ITVM UPGRADE	Upgrade to Touch					220	24	28	1	12,212	48,847		64.48	75.22	10.75	80%	8.60	2.15	100%	2.15	0.41	0%			0.41	┢
TI VIVI OF GRADE	Upgrade to Touch (per bin without bottom 440)					1.280			4	7,908	31,634		242.95		40.49	80%	32.39	8.10	100%	8.10		0%			1.53	
	Incremental Sales					1,200	24	20	7	7,500	31,034	3.50%	242.55	10.76	10.76		-	10.76				0%		_	2.03	
									4																	
TOTAL									_				803.80	979.85	176.05		120.58	55.46		54.30	10.26		1.16	0.47	10.72	
									\Box													New Inc	rement	al EETF(Fu	ıll Year)	
REC IMPACT OF 500 ED	T.					ı			_			1			57.17	80%	45.73	11.43			1.99			0.37		_
									\rightarrow										Impact	ot 500 Ea	arly Depl	oyed (in	Jan 201	8 REC) (Fu	ill Year)	\vdash
COST		TOTAL			CCI	RATCH		_	\dashv	- DD	AW							INPUT SEC	TION					\vdash		-
REC Sales Forecast		6,860.7			SCF	4,858.7	<u> </u>		_	DK	2,002.0					Bins per		INPUT SEC		annihaliz	ation Ra	to ³		\vdash		-
Incremental Sales		55.5			98%					2%	1.2				Current	Dilla per	waciiiie	24	1	21111100112	Lation Na	te				-
Total Sales		6,916.2				4,913.0				_,-	2,003.2				New Reta	iler		20			80%					
		-,-				,					,				Other	Other		28								
Current Cost		35.8			0.1018%	5.0				1.5382%	30.8				Aı	nnual Reve	nue per E	3in ²	FS	SVM Rev	venue Sp	lit ⁴				
Proposed Cost		51.7			0.7384%	36.9				0.7384%	14.8				ITVM	Average		\$ 7,908	Draw			8%				
Change		\$15.9														Lowest 22		\$ 2,249	Scratch			92%				
									_						FSVM	New Reta				EETF Dis	tribution			\square		\perp
									\rightarrow							Lowest 22	20	\$ 12,212				40.20%		\sqcup		_
									\rightarrow							average		\$ 22,218	Scratch			18.89%		\square		\vdash
ETF IMPACT SUMMARY	New Incremetal EETF (Full Year)	10.7																	1					1		

Total Estimated Revenue to EETF New Incremental Cost(Full Year)
NET Impact to EETF

14.7

(1.2)

2019-20 - (implementation of the new contract - Full Year) Using 5% Growth Rate for New Touch Machines

			-	Machines			Dinc	Number	1 Ann.	al Revenue ²	Sales	TC	TAL REVE	NILLE	Cannib	alization ³	NET		ECI	VM Reve	mua Cali	+ 4		E	ETF
		ITVM LOC		FSVM LO		Chanasa							_	_			CHG		SCRATCH			DRAW			OTAL
		ITVM LOC	ITVM		NR	Changes	Ola I	New Cr	в регы	Total Chg	Boost	Old	New	Chg	%	Amt		Share		EETF ⁵			EETF ⁵	- 10	IAL
		1,500	11 0 101	1,000	ININ			_										Silare	-	18.89%	Silare	rev	40.20%		Subto
FSVM MOVE	Move FSVMs to NR and reconfigure to 20 bins	1,500	-	(220)	-	(220)	24	20	4 12,21	2 (48,847	١	64.48	53.73	(10.75)	80%	(8.60)	(2.15)	020/	(1.98)		00/	(0.17)		(0.44)	Jubto
FSVIVI IVIOVE	Loss of Per Bin Revenue			(220)	220	220)		20	0 (1,72	. ,	<i>'</i>	64.48	(7.59)		80%	(6.07)	(2.15)		(1.40)			(0.17)	(0.07)	(0.44)	
					220				,		·			, ,			` '		. ,	. ,			(0.03)		
ITVM MOVE	Remove from lowest locations	(220)				(220)		-2	· ·		·	11.87		(11.87)	80%	(9.50)	(2.37)		(2.37)		0%	-	-	(0.45)	
	Relocate to lowest FSVM Location		220			220		24 2	4 12,21	293,081		-	64.48	64.48	80%	51.58	12.90	100%	12.90	2.44	0%	-	-	2.44	
	Loss of Draw sales											4.10	-	(4.10)	80%	(3.28)	(0.82)		-	- 1	100%	(0.82)	(0.33)	(0.33)	1
		1,280	220	780	220																				
FSVM UPGRADE	Upgrade to Touch					780	24	28	4 22,21	88,873		415.93	485.25	69.32	80%	55.46	13.86	92%	12.76	2.41	8%	1.11	0.45	2.86	
	Incremental Sales										5.00%	6	20.80	20.80		-	20.80	92%	19.13	3.61	8%	1.66	0.67	4.28	
IT (A4 LIDCDADE	Harmada ta Tarrah					220	24	20	4 42.24	40.047		64.40	75.00	40.75	000/	0.60	2.45	4000/	2.45	0.44	00/			0.44	
ITVM UPGRADE	Upgrade to Touch					220		28	4 12,21			64.48		10.75 40.49	80%	8.60	2.15				0%		-	0.41	
	Upgrade to Touch (per bin without bottom 440)					1,280	24	28	4 7,90	31,634		242.95		15.37	80%	32.39	8.10	100%		1.53	0%	-	- 1	1.53	/
	Incremental Sales										5.00%	b	15.37	15.37		-	15.37	100%	15.37	2.90	0%	-	-	2.90	4
TOTAL												803.80	990.70	186.90		120.58	66.31		64.65	12.21		1.66	0.67	12.88	12
																					lass lasar		l al EETF(Ful	II V 1	
																				- IN	iew incr	ementa	I EE I F(FUI	ii rearj	
REC IMPACT OF 500 ED													1	57.17	80%	45.73	11 //2	92%	10.52	1 00	8%	0.91	0.37	2 355	
REC IIVII ACT OF 300 ED								T I	T		1		1	37.17		43.73							B REC) (Ful		
																		Impact	JI 300 Lai	iy Deploy	yeu (iii 3	an 2010	REC) (I di	ii i'eai j	
COST		TOTAL			SCR	ATCH				DRAW						IN	IPUT SECTIO)N							
REC Sales Forecast		6.860.7				4,858.7				2,002.0					Bins pe	r Machine ¹			nnibaliza	ation Rate	3				
Incremental Sales		66.3			97%	64.7			3	•				Current			24	-							
Total Sales		6,927.0				4,923.4				2,003.7				New Reta	iler		20			80%					
		-,-				,-				,				Other	Other		28								
Current Cost		35.8			0.1016%	5.0			1.5382	<mark>%</mark> 30.8				-	Annual Rev	enue per Bir	n ²	FS	VM Reve	enue Split	t ⁴				
Proposed Cost		51.9			0.7384%	37.2			0.7384	% 14.8				ITVM	Average		\$ 7,908	Draw			8%				
Change		\$16.1													Lowest 22	.0	\$ 2,249	Scratch			92%				
														FSVM	New Reta	iler - Pilot	\$ 10,488	Е	EETF Distr	ribution ⁵					
											T .				Lowest 22	.0	\$ 12,212	Draw		4	10.92%				
															average		\$ 22,218	Scratch		1	L 8.78 %				
EETF IMPACT SUMMARY	New Incremetal EETF (Full Year)	12.9																							
	Impact of 500 Early Deployed (In Jan 2018 REC)(Full Year)	2.4																							

Est Revenue to EETF (Machine Impact)
Estimated Revenue from Advertising
Total Estimated Revenue to EETF
New Incremental Cost(Full Year)

NET Impact to EETF

Updated 5/22/18

is to NR and reconfigure(lowest FSVM) Bin Revenue m lowest locations lowest FSVM Location v sales Touch l Sales Touch Touch (per bin without bottom 440)	17VM LOC 17VM 1,500 (220)) 220	1,000 (220)	s DC NR - 220	(220 220 (220 220	Bins I Old I 1 2 2 2 2 2 2 2 4 2 2 2 2 4 2 2 4 2 4 2	Number ¹	Annual	(34,483)	Sales Boost		53.73 (7.59)	(10.75) (7.59) (11.87) 64.48	80% 80% 80% 80%	(8.60) (6.07) (9.50) 51.58	NET CHG (2.15) (1.52) (2.37) 12.90	92% 92% 100% 100%	Rev (1.98) (1.40)	18.89% (0.37) (0.26) (0.45)	Share 8%	(0.17) (0.12)	40.20 % (0.07)		EETF OTAL Subtot
Bin Revenue m lowest locations lowest FSVM Location v sales Touch I Sales Touch Touch Touch (per bin without bottom 440)	1,500 (220)) 220	FSVM LC 1 FSVM 1,000 (220)	NR - 220	(220 220 (220 220	Old N	20 -4 20 0	12,212 (1,724) 2,249	(48,847) (34,483) (53,974)	Boost	Old 64.48	53.73 (7.59)	(10.75) (7.59) (11.87)	80% 80% 80%	(8.60) (6.07) (9.50)	(2.15) (1.52) (2.37)	92% 92% 100%	(1.98) (1.40) (2.37)	EETF ⁵ 18.89% (0.37) (0.26) (0.45)	Share 8% 8%	(0.17) (0.12)	40.20 % (0.07)	(0.44) (0.31) (0.45)	OTAL Subto
Bin Revenue m lowest locations lowest FSVM Location v sales Touch I Sales Touch Touch Touch (per bin without bottom 440)	1,500 (220)) 220	FSVM LC 1 FSVM 1,000 (220)	NR - 220	(220 220 (220 220	Old N	20 -4 20 0	12,212 (1,724) 2,249	(48,847) (34,483) (53,974)	Boost	Old 64.48	53.73 (7.59)	(10.75) (7.59) (11.87)	80% 80% 80%	(8.60) (6.07) (9.50)	(2.15) (1.52) (2.37)	92% 92% 100%	(1.98) (1.40) (2.37)	EETF ⁵ 18.89% (0.37) (0.26) (0.45)	Share 8% 8%	(0.17) (0.12)	40.20 % (0.07)	(0.44) (0.31) (0.45)	OTAL Subto
Bin Revenue m lowest locations lowest FSVM Location v sales Touch I Sales Touch Touch Touch (per bin without bottom 440)	1,500 (220)) 220	1 FSVM 1,000 (220)	NR - 220	(220 220 (220 220	24 20 24	20 -4 20 0	12,212 (1,724) 2,249	(48,847) (34,483) (53,974)		64.48	53.73 (7.59)	(10.75) (7.59) (11.87)	80% 80% 80%	(8.60) (6.07) (9.50)	(2.15) (1.52) (2.37)	92% 92% 100%	(1.98) (1.40) (2.37)	18.89% (0.37) (0.26) (0.45)	8% 8% 0%	(0.17) (0.12)	40.20 % (0.07)	(0.44) (0.31) (0.45)	Subto
Bin Revenue m lowest locations lowest FSVM Location v sales Touch I Sales Touch Touch Touch (per bin without bottom 440)	(220)	220	1,000 (220)	220	220 (220 220	20	20 0	(1,724) 2,249	(34,483) (53,974)			(7.59) -	(7.59)	80%	(6.07) (9.50)	(1.52)	92% 92% 100%	(1.98) (1.40) (2.37)	18.89% (0.37) (0.26) (0.45)	8% 8% 0%	(0.17)	40.20 % (0.07)	(0.31)	_
Bin Revenue m lowest locations lowest FSVM Location v sales Touch I Sales Touch Touch Touch (per bin without bottom 440)	(220)	220	(220)	220	220 (220 220	20	20 0	(1,724) 2,249	(34,483) (53,974)			(7.59) -	(7.59)	80%	(6.07) (9.50)	(1.52)	92% 100%	(1.40)	(0.37) (0.26) (0.45)	8% 0%	(0.12)	(0.07)	(0.31)	_
Bin Revenue m lowest locations lowest FSVM Location v sales Touch I Sales Touch Touch Touch (per bin without bottom 440)		220	0	220	220 (220 220	20	20 0	(1,724) 2,249	(34,483) (53,974)			(7.59) -	(7.59)	80%	(6.07) (9.50)	(1.52)	92% 100%	(1.40)	(0.26)	8% 0%	(0.12)		(0.31)	
m lowest locations lowest FSVM Location v sales Touch I Sales Touch Touch (per bin without bottom 440)		220			(220 220) 24	-24	2,249	(53,974)		11.87	-	(11.87)	80%	(9.50)	(2.37)	100%	(2.37)	(0.45)	0%	-	(0.05)	(0.45)	
Iowest FSVM Location v sales Touch I Sales Touch Touch Touch (per bin without bottom 440)		220		220	220						11.87		٠ ,		, ,							-		1
v sales Touch I Sales Touch Touch (per bin without bottom 440)	1,280			220			24 24	12,212	293,081		-	64.48	64.48	80%	51.58	12.90	100%	12.00	2 44	00/			2 44	
Touch I Sales Touch Touch (per bin without bottom 440)	1,280	220	0 780	220		24								0070	52.50		10070	12.90	2.44	U70	-	-	2.44	
Sales Touch Touch (per bin without bottom 440)	1,280	220	0 780	220		24					4.10	-	(4.10)	80%	(3.28)	(0.82)		-	-	100%	(0.82)	(0.33)	(0.33))
Sales Touch Touch (per bin without bottom 440)	1,200		700	220		24																		
Sales Touch Touch (per bin without bottom 440)							28 4	22,218	88,873		415.93	485.25	69.32	80%	55.46	13.86	92%	12 76	2.41	8%	1.11	0.45	2.86	
Touch Touch (per bin without bottom 440)							20 .	22,210	00,070	7.00%	.20.50	29.11	29.11	0070	-	29.11	92%	26.79			2.33	0.94	6.00	
Touch (per bin without bottom 440)																								4
· · · · · · · · · · · · · · · · · · ·					220		28 4	12,212			64.48	75.22	10.75	80%	8.60	2.15	100%	2.15		0%		-	0.41	
Sales					1,280	24	28 4	7,908	31,634		242.95	283.44	40.49	80%	32.39	8.10	100%	8.10		0%		-	1.53	
										7.00%		21.52	21.52		-	21.52	100%	21.52	4.07	0%	-	-	4.07	
											803.80	1,005.17	201.36		120.58	80.78		78.46	14.82		2.33	0.93	15.75	1
																				New Inc	roments	I FETE/E	II Vaarl	
																				ivew inc	Cilicita		ii i cai j	
													57.17	80%	45.73	11.43	92%	10.52	1.99	8%	0.91	0.37	2.35	
		I				1 1																		
	TOTAL			SCR	RATCH			DI	RAW						INPU	T SECTIO	N							
	6,860.7	'			4,858.7				2,002.0					Bins pe	er Machine ¹		Ca	nnibaliz	ation Ra	te³				
	80.8			97%	78.5			3%	2.3				Current			24								
	6,941.5				4,937.2				2,004.3				New Retail	er		20			80%					
																28								
																		VM Rev	enue Sp					
				0.7384%	37.5			0.7384%	14.8					•										_
	\$16.4	_	_	1	1										·					_				-
						-												EE IF DIS	tribution					-
																								_
etal FFTF (Full Year)	15.8		+										-	verage		, 22,216	Julatun		1	10.03%				-
	netal EETF (Full Year) 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising ated Revenue to EETF nental Cost(Full Year)	6,860.7 80.8 6,941.5 35.8 52.3 \$16.4 hetal EETF (Full Year) 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising ated Revenue to EETF 19.7	6,860.7 80.8 6,941.5 35.8 52.3 \$16.4 hetal EETF (Full Year) 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising ated Revenue to EETF 19.7	6,860.7 80.8 6,941.5 35.8 52.3 \$16.4 hetal EETF (Full Year) 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising ated Revenue to EETF 19.7	6,860.7 80.8 97% 6,941.5 35.8 0.1013% 52.3 0.7384% \$16.4 hetal EETF (Full Year) 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising ated Revenue to EETF 19.7	6,860.7 4,858.7 80.8 97% 78.5 6,941.5 4,937.2 35.8 0.1013% 5.0 52.3 0.7384% 37.5 \$16.4 hetal EETF (Full Year) 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising ated Revenue to EETF 19.7	6,860.7 4,858.7 80.8 97% 78.5 6,941.5 4,937.2 35.8 0.1013% 5.0 52.3 0.7384% 37.5 \$16.4 hetal EETF (Full Year) 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising ated Revenue to EETF 19.7	6,860.7 4,858.7 80.8 97% 78.5 6,941.5 4,937.2 35.8 0.1013% 5.0 52.3 0.7384% 37.5 \$16.4 hetal EETF (Full Year) 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising ated Revenue to EETF 19.7	6,860.7 4,858.7 80.8 97% 78.5 3% 6,941.5 4,937.2 35.8 0.1013% 5.0 1.5382% 52.3 0.7384% 37.5 0.7384% 516.4 51.8 00 Early Deployed (In Jan 2018 REC)(Full Year) 2.4 et o EETF (Machine Impact) 18.1 Revenue from Advertising 1.6 ated Revenue to EETF 19.7	6,860.7 4,858.7 2,002.0 80.8 97% 78.5 3% 2.3 6,941.5 4,937.2 2,004.3 35.8 0.1013% 5.0 1.5382% 30.8 52.3 0.7384% 37.5 0,7384% 14.8 \$16.4	6,860.7 4,858.7 2,002.0 80.8 97% 78.5 3% 2.3 6,941.5 4,937.2 2,004.3 35.8 0.1013% 5.0 1.5382% 30.8 52.3 0.7384% 37.5 0.7384% 14.8 \$\frac{516.4}{516.4}\$ 15.8 00 Early Deployed (In Jan 2018 REC)(Full Year) e to EETF (Machine Impact) Revenue from Advertising 1.6 ated Revenue to EETF 19.7	6,860.7	6,860.7 4,858.7 2,002.0 80.8 97% 78.5 3% 2.3 6,941.5 4,937.2 2,004.3 52.3 6,941.5 52.3 0.1013% 5.0 1.5382% 30.8 52.3 0.7384% 37.5 0.7384% 14.8 516.4 5	6,860.7	TOTAL SCRATCH DRAW Bins per	TOTAL SCRATCH DRAW INPU	TOTAL SCRATCH DRAW SCRATCH Bins per Machine Current Capable Capable	TOTAL SCRATCH DRAW SINPUT SECTION Case Sins per Machine Case Sins per Machine Case Sins per Machine Scratch Sins per Machine Scratch Sins per Machine Sins per M	TOTAL SCRATCH DRAW Bins per Machine ¹ Cannibalize Cannibali	TOTAL SCRATCH DRAW DR	TOTAL SCRATCH DRAW INPUT SECTION SCRATCH DRAW INPUT SECTION SCRATCH DRAW INPUT SECTION SCRATCH DRAW SINCE SCRATCH DR	TOTAL SCRATCH DRAW	SCRATCH DRAW	TOTAL SCRATCH DRAW INPUT SECTION

										w contra			•												
				T	USING S	J.370 GI		i itate i	INCA	Toucin	laciiii	103													-
							+																		+
				Machine	ς		Rins	Number ¹	Annua	l Revenue ²	Sales	тс	OTAL REVE	NUE	Canni	balization ³	NET		FG	SVM Reve	nue Snli	it ⁴	$\overline{}$		EETF
		ITVM LOC		FSVM LC		Changes		New Chg		Total Chg	Boost	Old	New	Chg	%	Amt	CHG		SCRATCH			DRAW			TOTAL
		ITVM	ITVM	FSVM	NR	Changes	O.u	itew eng	per biii	Total Clig	50030	Oiu	ITCH	CIIS	70	Aiiic	CITO	Share		EETF ⁵					1
		1,500	-	1,000	-													Silare	1100	18.91%	Silare	1100	40.22%		Sub
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM)	2,500		(220)		(220)) 24	20 -4	12,395	(49,579)		65.44	54.54	(10.91)	80%	(8.73)	(2.18)	92%	(2.01)	(0.38)	8%	(0.17)			1000
	Loss of Per Bin Revenue			(===,	220	220			(1,750)				(7.70)	(7.70)	80%	(6.16)	(1.54)	92%		(0.27)		(0.12)			
ITVA NACVE		(220)										12.05		(12.05)		` '									4
ITVM MOVE	Remove from lowest locations Relocate to lowest FSVM Location	(220)	220			(220)		-24 24 24	2,283			12.05	- 65.44	65.44	80% 80%	(9.64)	(2.41) 13.09	100%		(0.46) 2.48	0% 0%		/ T	(0.46)	
1			220			220		24 24	12,395	297,477						52.36							(0.22)	2.48	
	Loss of Draw sales											4.10	-	(4.10)	80%	(3.28)	(0.82)		-	-	100%	(0.82)	(0.33)	(0.33)	
		1,280	220	780	220																				
FSVM UPGRADE	Upgrade to Touch					780	24	28 4	22,552	90,206		422.17	492.53	70.36	80%	56.29	14.07	92%	12.95	2.45		1.13	0.45	2.90	
	Incremental Sales										3.50%		14.78	14.78		-	14.78	92%	13.59	2.57	8%	1.18	0.48	3.05	
ITVM UPGRADE	Upgrade to Touch	_				220	24	28 4	12,395	49,579		65.44	76.35	10.91	80%	8.73	2.18	100%	2.18	0.41	0%			0.41	+
IT VIVI OF GIVADE	Upgrade to Touch (per bin without bottom 440)					1.280		28 4	8,027			246.59		41.10	80%	32.88	8.22	100%		1.55	0%			1.55	
	Incremental Sales					1,200	24	20 4	0,027	32,108	3.50%	240.33	10.92	10.92	8070	32.88	10.92		10.92	2.07	0%			2.07	
	incremental sales										3.50%		10.92	10.92		-	10.52	100%	10.92	2.07	0%		-	2.07	
TOTAL												815.80	994.55	178.75		122.44	56.31		55.12	10.42		1.19	0.48	10.90	
																				P	New Incr	rementa	l EETF(Full	ll Year)	
REC IMPACT OF 500 ED														58.02	80%	46.42	11.60	92%	10.68	2.02	8%	0.93	0.37	2.39	
																						,			
COST		TOTAL			SCR	ATCH			D	RAW							UT SECTIO								
REC Sales Forecast		6,966.9				4,943.8				2,023.1					Bins p	er Machine ¹		Ca	annibaliz	ation Rat	e³				
Incremental Sales		56.3			98%	55.1			2%	1.2				Current			24				-				
Total Sales		7,023.2				4,998.9				2,024.3				New Retai	ler		20			80%	-				
														Other	Other		28								
Current Cost		36.0			0.1000%	5.0			1.5334%	31.0					Annual Re	venue per Bin ²	!	FS	SVM Rev	enue Spli	it ⁴				
Proposed Cost		52.6	_		0.7384%	37.6			0.7384%	14.9				ITVM	Average		\$ 8,027	Draw			8%				
Change		\$16.5													Lowest 22			Scratch			92%				
														FSVM	New Retai	ler - Pilot	\$ 10,645		EETF Dist	tribution ⁵					
															Lowest 22	0	\$ 12,395	Draw			40.22%				
															Average		\$ 22,552	Scratch		:	18.91%				
EETF IMPACT SUMMAR	Y New Incremetal EETF (Full Year)	10.9																							
LETT IN ACT SOMMAN	Impact of 500 Early Deployed (In Jan 2018 REC)(Full Year)	2.4				I																			1
	Est Revenue to EETF (Machine Impact)	13.3																							
	Estimated Revenue from Advertising	1.6																							
	Total Estimated Revenue to EETF	14.9																							
	New Incremental Cost(Full Year)	(16.5)																					Up	dated	5/2

reconfigure(lowest FSVM) ations I Location in without bottom 440)	17VM LOC 17VM 1,500 (220)	ITVM	1,000	es	(22) (22) (22) (22) (22)	Bins Old 0 24 0 20 0 24 0 24 0 24 0 24	S Numbee C 20 20 24 28	r ¹ Annua	(35,000) (35,000) (54,784) (5297,477) (290,206) (49,579)	Sales Boost	12.05 - 4.10 422.17 65.44 246.59	54.54 (7.70) - 65.44 - 492.53 21.11 76.35 287.69 15.60	(10.91) (7.70) (12.05) 65.44 (4.10) 70.36 21.11 10.91 41.10 15.60	Cannil % 80% 80% 80% 80% 80% 80%	(8.73) (6.16) (9.64) 52.36 (3.28) 56.29 - 8.73 32.88 -	(2.18) (1.54) (2.41) 13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	92% 92% 100% 100% 92% 92% 100% 100%	(2.01) (1.42) (2.41) 13.09 - 12.95 19.42 2.18 8.22 15.60	H EETF ⁵ 18.91% (0.38) (0.27) (0.46) 2.48 - 2.45 3.67 0.41 1.55	8% 8% 0% 0% 100% 8% 8% 0% 0%	(0.17) (0.12) - (0.82) 1.13 1.69	(0.07) (0.05) (0.33) (0.45) (0.68)	TC	EETF OTAL Subtot:
reconfigure(lowest FSVM) ations I Location	1TVM 1,500 (220)	ITVM	FSVM L 7 FSVM 1,000 (220	OC NR O -	(22) (22) (22) (22) 78)	0) 24 0 20 0 24 0 24 0 24 0 24	20 20 24 28 28	hg per Bin -4 12,395 0 (1,750 24 2,283 24 12,395 4 22,552 4 12,395	Total Chg (49,579 (35,000) (35,000) (54,784 297,477	Boost	65.44 12.05 - 4.10 422.17 65.44 246.59	54.54 (7.70) - 65.44 - 492.53 21.11 76.35 287.69 15.60	(10.91) (7.70) (12.05) 65.44 (4.10) 70.36 21.11 10.91 41.10 15.60	80% 80% 80% 80% 80%	(8.73) (6.16) (9.64) 52.36 (3.28) 56.29 - 8.73 32.88	(2.18) (1.54) (2.41) 13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	92% 92% 100% 100% 92% 92% 100% 100%	(2.01) (1.42) (2.41) 13.09 - 12.95 19.42 2.18 8.22 15.60	H EETF ⁵ 18.91% 0 (0.38) 0 (0.27) 0 (0.46) 2.48 - 2.45 3.67 0.41 1.55 2.95	8% 8% 0% 00% 100% 8% 8% 0%	(0.17) (0.12) (0.82) 1.13 1.69	(0.07) (0.05) (0.33) (0.45) (0.68)	(0.45) (0.32) (0.46) 2.48 (0.33) 2.90 4.35 0.41 1.55 2.95	Subto
reconfigure(lowest FSVM) ations I Location	1TVM 1,500 (220)	ITVM	FSVM L 7 FSVM 1,000 (220	OC NR O -	(22) (22) (22) (22) 78)	0) 24 0 20 0 24 0 24 0 24 0 24	20 20 24 28 28	hg per Bin -4 12,395 0 (1,750 24 2,283 24 12,395 4 22,552 4 12,395	Total Chg (49,579 (35,000) (35,000) (54,784 297,477	Boost	65.44 12.05 - 4.10 422.17 65.44 246.59	54.54 (7.70) - 65.44 - 492.53 21.11 76.35 287.69 15.60	(10.91) (7.70) (12.05) 65.44 (4.10) 70.36 21.11 10.91 41.10 15.60	80% 80% 80% 80% 80%	(8.73) (6.16) (9.64) 52.36 (3.28) 56.29 - 8.73 32.88	(2.18) (1.54) (2.41) 13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	92% 92% 100% 100% 92% 92% 100% 100%	(2.01) (1.42) (2.41) 13.09 - 12.95 19.42 2.18 8.22 15.60	H EETF ⁵ 18.91% 0 (0.38) 0 (0.27) 0 (0.46) 2.48 - 2.45 3.67 0.41 1.55 2.95	8% 8% 0% 00% 100% 8% 8% 0%	(0.17) (0.12) (0.82) 1.13 1.69	(0.07) (0.05) (0.33) (0.45) (0.68)	(0.45) (0.32) (0.46) 2.48 (0.33) 2.90 4.35 0.41 1.55 2.95	Subto
reconfigure(lowest FSVM) ations I Location	1TVM 1,500 (220)	ITVM	7 FSVM 1,000 (220	NR NR	(22) (22) (22) (22) 78)	0) 24 0 20 0) 24 0 24 0 24	20 20 20 24 28	-4 12,395 0 (1,750 24 2,283 24 12,395 4 22,552	(49,579) (35,000) (35,000) (35,000) (36,784) (297,477) (290,206) (49,579)	5.00%	65.44 12.05 - 4.10 422.17 65.44 246.59	54.54 (7.70) - 65.44 - 492.53 21.11 76.35 287.69 15.60	(10.91) (7.70) (12.05) 65.44 (4.10) 70.36 21.11 10.91 41.10 15.60	80% 80% 80% 80% 80%	(8.73) (6.16) (9.64) 52.36 (3.28) 56.29 - 8.73 32.88	(2.18) (1.54) (2.41) 13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	92% 92% 100% 100% 92% 92% 100% 100%	(2.01) (1.42) (2.41) 13.09 - 12.95 19.42 2.18 8.22 15.60	EETF 18.91% (0.38) (0.27) (0.46) 2.48 -	8% 8% 0% 0% 100% 8% 0% 0%	(0.17) (0.12) (0.82) 1.13 1.69	(0.07) (0.05) (0.33) (0.45) (0.68)	(0.45) (0.32) (0.46) 2.48 (0.33) 2.90 4.35 0.41 1.55 2.95	Subto
ations I Location	1,500	220	1,000 (220	220	22 (22) 22 78)	0 20 0) 24 0 24 0 24	20 24 28 28	0 (1,750 24 2,283 24 12,395 4 22,552 4 12,395	(35,000) (35,784) (54,784) (5297,477) (290,206) (49,579)	5.00%	12.05 - 4.10 422.17 65.44 246.59	(7.70) - 65.44 - 492.53 21.11 76.35 287.69 15.60	(7.70) (12.05) 65.44 (4.10) 70.36 21.11 10.91 41.10 15.60	80% 80% 80% 80% 80%	(6.16) (9.64) 52.36 (3.28) 56.29 - 8.73 32.88	(1.54) (2.41) 13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	92% 92% 100% 100% 100% 92% 92% 100% 100%	(2.01) (1.42) (2.41) 13.09 - 12.95 19.42 2.18 8.22 15.60	18.91% (0.38) (0.27) (0.46) 2.48 - 2.45 3.67 0.41 1.55 2.95	8% 8% 0% 0% 100% 8% 0% 0%	(0.17) (0.12) - (0.82) 1.13 1.69	(0.07) (0.05) - (0.33) 0.45 0.68	(0.45) (0.32) (0.46) 2.48 (0.33) 2.90 4.35 0.41 1.55 2.95	
ations I Location	(220)	220	0 (220	220	22 (22) 22 78)	0 20 0) 24 0 24 0 24	20 24 28 28	0 (1,750 24 2,283 24 12,395 4 22,552 4 12,395	(35,000) (35,784) (54,784) (5297,477) (290,206) (49,579)	5.00%	12.05 - 4.10 422.17 65.44 246.59	(7.70) - 65.44 - 492.53 21.11 76.35 287.69 15.60	(7.70) (12.05) 65.44 (4.10) 70.36 21.11 10.91 41.10 15.60	80% 80% 80% 80% 80%	(6.16) (9.64) 52.36 (3.28) 56.29 - 8.73 32.88	(1.54) (2.41) 13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	92% 100% 100% 92% 92% 100% 100%	(1.42) (2.41) 13.09 - 12.95 19.42 2.18 8.22 15.60	0.38) (0.27) (0.27) (0.46) (0.45) (0.45) (0.45) (0.41) (0.41) (0.45) (0.	8% 8% 0% 0% 100% 8% 8% 0% 0%	(0.12) - (0.82) 1.13 1.69	(0.07) (0.05) - - (0.33) 0.45 0.68	(0.45) (0.32) (0.46) 2.48 (0.33) 2.90 4.35 0.41 1.55 2.95	
ations I Location		220	0	220	22 (22) 22 78)	0 20 0) 24 0 24 0 24	20 24 28 28	0 (1,750 24 2,283 24 12,395 4 22,552 4 12,395	(35,000) (35,784) (54,784) (5297,477) (290,206) (49,579)	5.00%	12.05 - 4.10 422.17 65.44 246.59	(7.70) - 65.44 - 492.53 21.11 76.35 287.69 15.60	(7.70) (12.05) 65.44 (4.10) 70.36 21.11 10.91 41.10 15.60	80% 80% 80% 80% 80%	(6.16) (9.64) 52.36 (3.28) 56.29 - 8.73 32.88	(1.54) (2.41) 13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	92% 100% 100% 92% 92% 100% 100%	(1.42) (2.41) 13.09 - 12.95 19.42 2.18 8.22 15.60	2.45 3.67 0.41 1.55 2.95	8% 0% 0% 100% 8% 8% 0% 0%	(0.12) - (0.82) 1.13 1.69	(0.05) - (0.33) 0.45 0.68	(0.32) (0.46) 2.48 (0.33) 2.90 4.35 0.41 1.55 2.95	
Location		220			(22) 22 78	0) 24 0 24 0 24	24 28 28	24 2,283 24 12,395 4 22,552	90,206 49,579	5.00%	4.10 422.17 65.44 246.59	65.44 492.53 21.11 76.35 287.69 15.60	(12.05) 65.44 (4.10) 70.36 21.11 10.91 41.10 15.60	80% 80% 80% 80%	(9.64) 52.36 (3.28) 56.29 - 8.73 32.88	(2.41) 13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	100% 100% 92% 92% 100% 100%	(2.41) 13.09 - 12.95 19.42 2.18 8.22 15.60	2.45 3.67 0.41 1.55 2.95	0% 0% 100% 8% 8% 0% 0%	1.13 1.69	- (0.33) 0.45 0.68	(0.46) 2.48 (0.33) 2.90 4.35 0.41 1.55 2.95	
Location		220		2200	78	0 24	28	12,395 4 22,552 4 12,395	297,477 2 90,206 49,579	5.00%	4.10 422.17 65.44 246.59	65.44 - 492.53 21.11 76.35 287.69 15.60	70.36 21.11 10.91 41.10 15.60	80% 80% 80%	52.36 (3.28) 56.29 - 8.73 32.88	13.09 (0.82) 14.07 21.11 2.18 8.22 15.60	92% 92% 92% 100% 100%	13.09 - 12.95 19.42 2.18 8.22 15.60	2.48 - 2.45 3.67 0.41 1.55 2.95	0% 100% 8% 8% 0% 0%	1.13 1.69	0.45 0.68 - -	2.48 (0.33) 2.90 4.35 0.41 1.55 2.95	
	1,280			2220	78/	0 24	28	4 22,552 4 12,39 5	90,206	5.00%	422.17 65.44 246.59	492.53 21.11 76.35 287.69 15.60	70.36 21.11 10.91 41.10 15.60	80% 80% 80%	(3.28) 56.29 - 8.73 32.88	14.07 21.11 2.18 8.22 15.60	92% 92% 100% 100%	12.95 19.42 2.18 8.22 15.60	2.45 3.67 0.41 1.55 2.95	8% 8% 0% 0%	1.13 1.69	0.45 0.68 - -	2.90 4.35 0.41 1.55 2.95	
in without bottom 440)	1,280	220	780	220	78 22	0 24	28	4 12,395	49,579	5.00%	422.17 65.44 246.59	21.11 76.35 287.69 15.60	70.36 21.11 10.91 41.10 15.60	80%	56.29 - 8.73 32.88	14.07 21.11 2.18 8.22 15.60	92% 100% 100%	2.18 8.22 15.60	3.67 0.41 1.55 2.95	8% 8% 0% 0%	1.13 1.69	0.45 0.68 - -	2.90 4.35 0.41 1.55 2.95	
in without bottom 440)	1,280	220	20 780	220	78 22	0 24	28	4 12,395	49,579	5.00%	65.44 246.59	21.11 76.35 287.69 15.60	21.11 10.91 41.10 15.60	80%	8.73 32.88 -	21.11 2.18 8.22 15.60	92% 100% 100%	2.18 8.22 15.60	3.67 0.41 1.55 2.95	8% 0% 0%	1.69 - - -	0.68 - - -	4.35 0.41 1.55 2.95	
in without bottom 440)	1,200			220	78 22	0 24	28	4 12,395	49,579	5.00%	65.44 246.59	21.11 76.35 287.69 15.60	21.11 10.91 41.10 15.60	80%	8.73 32.88 -	21.11 2.18 8.22 15.60	92% 100% 100%	2.18 8.22 15.60	3.67 0.41 1.55 2.95	8% 0% 0%	1.69 - - -	0.68 - - -	4.35 0.41 1.55 2.95	
in without bottom 440)					22	0 24	28	4 12,395	49,579	5.00%	65.44 246.59	21.11 76.35 287.69 15.60	21.11 10.91 41.10 15.60	80%	8.73 32.88 -	21.11 2.18 8.22 15.60	92% 100% 100%	2.18 8.22 15.60	3.67 0.41 1.55 2.95	8% 0% 0%	1.69 - - -	0.68 - - -	4.35 0.41 1.55 2.95	
in without bottom 440)											246.59	76.35 287.69 15.60	10.91 41.10 15.60		8.73 32.88 -	2.18 8.22 15.60	100% 100%	2.18 8.22 15.60	0.41 1.55 2.95	0% 0%	- - -	- - -	0.41 1.55 2.95	
in without bottom 440)										:	246.59	287.69 15.60	41.10 15.60		32.88	8.22 15.60	100%	8.22 15.60	1.55 2.95	0%	-	0.68	1.55 2.95	
in without bottom 440)					1,28	0 24	28	4 8,027	32,108			15.60	15.60	80%	-	15.60		15.60	2.95		-	0.68	2.95	
										5.00%	815.80						100%			0%		0.68		
									1		815.80	1,005.56	189.76		122.44	67.32		65.62	12.41		1.70	0.68	13.09	4:
																							$\overline{}$	4 13
																				New Inci	romont	I SI EETE/E:	II Voor\	
	1																		+	New Inc.	rementa	31 EE 1 F (F C	ii rearj	
		1											58.02	80%	46.42	11 60	92%	10.68	2 02	8%	0.93	0.37	2 39	
		1												0070	101.12	11.00	3270	20.00	2.02	0,0	0.55	0.57	2.00	
T	TOTAL			sc	RATCH				DRAW						INPU	T SECTION	N							
	6,966.9			•	4,943.	8			2,023.1					Bins pe	er Machine ¹		Ca	nnibaliz	zation Ra	te ³				
	67.3			979	65.	6		39	6 1.7				Current			24								
	7,034.2				5,009.	4			2,024.8				New Retaile	er		20			80%	J				
													Other C	Other		28								
	36.0			0.09989				1.53349	6 31.0					Annual Re				VM Rev	enue Sp	lit ⁴				
_				0.73849	6 37.	8		0.73849	6 15.0					•						8%				
	\$16.7																			_				
																		ETF Dis	tribution					-
		-			-	+				-														-
H.V1	42.4			-	-								Α	Average		\$ 22,552	Scratch			18.91%				-
· · · · · · · · · · · · · · · · · · ·																								
ol 1a m	iull Year) oloyed (In Jan 2018 REC)(Full Year) lachine Impact) m Advertising ue to EETF	7,034.2 36.0 52.7 \$16.7 full Year) 13.1 bloyed (In Jan 2018 REC)(Full Year) 14.1 15.5 16.6 16.7 17.0 18.1 19.1 1	7,034.2 36.0 52.7 \$16.7 \$10.0 yed (In Jan 2018 REC)(Full Year) 13.1 10loyed (In Jan 2018 REC)(Full Year) 15.5 m Advertising 1.6 ue to EETF 17.1	7,034.2 36.0 52.7 \$16.7 sull Year) loloyed (In Jan 2018 REC)(Full Year) lachine Impact) m Advertising ue to EETF 13.1 15.5 1.6 17.1	7,034.2 36.0 0.09989 52.7 0.73849 \$16.7 sull Year) loloyed (In Jan 2018 REC)(Full Year) lachine Impact) m Advertising ue to EETF 13.1 15.5 1.6 17.1	7,034.2 5,009. 36.0 0.0998% 5. 52.7 0.7384% 37. \$16.7 full Year) 13.1	7,034.2 5,009.4 36.0 0.0998% 5.0 52.7 0.7384% 37.8 \$16.7	7,034.2 5,009.4 36.0 0.0998% 5.0 52.7 0.7384% 37.8 \$16.7 full Year) 13.1 10loyed (In Jan 2018 REC)(Full Year) 13.5 14 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	7,034.2 5,009.4 36.0 0.0998% 5.0 1.53349 52.7 0.7384% 37.8 0.73849 \$16.7 Siull Year	7,034.2 5,009.4 2,024.8 36.0 0.0998% 5.0 1.5334% 31.0 52.7 0.7384% 37.8 0.7384% 15.0 \$16.7 Side Side	7,034.2 5,009.4 2,024.8 36.0 0.0998% 5.0 1.5334% 31.0 52.7 0.7384% 37.8 0.7384% 15.0 \$16.7 Sign Sign	7,034.2 5,009.4 2,024.8 36.0 0.0998% 5.0 1.5334% 31.0 52.7 0.7384% 37.8 0.7384% 15.0 \$16.7 \$10 Variable Variable	7,034.2 5,009.4 2,024.8 36.0 0.0998% 5.0 1.5334% 31.0 52.7 0.7384% 37.8 0.7384% 15.0 \$16.7 \$10	7,034.2 5,009.4 2,024.8 New Retail Other C 36.0 0.0998% 5.0 1.5334% 31.0 52.7 0.7384% 37.8 0.7384% 15.0 \$\frac{110}{5}\$ 15.7 \$\frac{1}{5}\$ 16.7 \$\frac{1}{5}\$ 16.7	7,034.2 5,009.4 2,024.8 New Retailer Other Other Other 36.0 0.0998% 5.0 1.5334% 31.0 Annual Re 52.7 0.7384% 37.8 0.7384% 15.0 ITVM Average \$16.7 FSVM New Retailer Lowest 22 Average vull Year) 13.1 Lowest 22 Average 13.1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	7,034.2 5,009.4 2,024.8 New Retailer Other Oth	7,034.2 5,009.4 2,024.8 New Retailer 20 Other Other Other 28 36.0 0.0998% 5.0 1.5334% 31.0 Significant of the state of the	7,034.2 5,009.4 2,024.8 New Retailer 20 Other Other 28 Other 52.7 0.7384% 37.8 0.7384% 15.0 ITVM Average \$8,027 Draw 516.7 Lowest 220 \$2,283 Scratch	7,034.2 5,009.4 2,024.8 New Retailer 20 Other Other 28 Other 28 Other Other 28 Other 29 Other 28 Other 29 Other 28 Other 29 Other 28 Other 29 Other 29 Other 28 Other 29 Other	7,034.2 5,009.4 2,024.8 New Retailer 20 80% 36.0 0.0998% 5.0 1.5334% 31.0 Annual Revenue per Bin² FSVM Revenue Spi 52.7 0.7384% 37.8 0.7384% 15.0 ITVM Average \$ 8,027 Lowest 220 \$ 2,283 Cratch 516.7 FSVM New Retailer - Pilot \$ 10,645 Lowest 220 \$ 12,395 Draw Company of the	7,034.2 5,009.4 2,024.8 New Retailer 20 80% 36.0 0.0998 5.0 1.5334% 31.0 Annual Revenue per Bin 52.7 0.7384% 37.8 0.7384% 15.0 ITVM Average \$8,027 praw 8% \$16.7 \$ 0.7384% 37.8 \$ 0.7384% 15.0 ITVM Average \$8,027 praw 8% \$16.7 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	7,034.2 5,009.4 2,024.8 New Retailer 20 80% 36.0 0.0998% 5.0 1.5334% 31.0	7,034.2 5,009.4 2,024.8 New Retailer 20 80% Other Other 28 Other Other Other 28 Other Other Other 28 Other Other 28 Other Other Other 28 Other Other 28 Other Other Other 28 Other 28 Other Other 28 Other 28 Other Other 28 O	7,034.2 5,009.4 2,024.8 New Retailer 20 0ther Other 28 500 0ther 28 500 0th

					Using	7.0% G	rowth	n Rate	for Nev	v Touch	Machii	nes													
																								T	
				Machine	S		Bins I	Number ¹	Annual	Revenue ²	Sales	TC	TAL REVEN	IUE	Canni	balization ³	NET		F	SVM Rev	enue Sp	lit ⁴		1	EETF
		ITVM LOC		FSVM LO	C	Changes	Old	New Chg	per Bin	Total Chg	Boost	Old	New	Chg	%	Amt	CHG		SCRATC	н		DRAW	/	7	TOTAL
		ITVM	ITVM	FSVM	NR													Share	Rev	EETF ⁵	Share	Rev	EETF ⁵		
		1,500	-	1,000	-															18.91%			40.22%		Subto
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM)			(220)		(220)	24	20 -4	12,395	(49,579)		65.44	54.54	(10.91)	80%	(8.73)	(2.18)	92%	(2.01)	(0.38)	8%	(0.17)	(0.07)	(0.45)	(ذ
	Loss of Per Bin Revenue				220	220	20	20 ((1,750)	(35,000)			(7.70)	(7.70)	80%	(6.16)	(1.54)	92%	(1.42)	(0.27)	8%	(0.12)	(0.05)	(0.32)	2)
ITVM MOVE	Remove from lowest locations	(220))			(220)	24	-24	2,283	(54,784)		12.05	-	(12.05)	80%	(9.64)	(2.41)	100%	(2.41)	(0.46)	0%	- 7	- 1	(0.46)	5)
	Relocate to lowest FSVM Location		220	r I		220		24 24	12,395	297,477		-	65.44	65.44	80%	52.36	13.09	100%	13.09	2.48	0%	-	- 1	2.48	3
	Loss of Draw sales											4.10	-	(4.10)	80%	(3.28)	(0.82)		-	- 1	100%	(0.82)	(0.33)	(0.33)	3)
		1,280	220	780	220																				
FSVM UPGRADE	Upgrade to Touch	1,200		780	220	780	24	28 4	22,552	90,206		422.17	492.53	70.36	80%	56.29	14.07	92%	12.95	2.45	8%	1.13	0.45	2.90	0
13VIII OI GILADE	Incremental Sales					700	2-7	20 -	22,332	30,200	7.00%	422.17	29.55	29.55	0070	-	29.55	92%				2.36			
											710070														
ITVM UPGRADE	Upgrade to Touch					220		28 4	12,395			65.44	76.35	10.91	80%	8.73	2.18	100%	2.18		0%		- 1	0.41	
	Upgrade to Touch (per bin without bottom 440)					1,280	24	28 4	8,027	32,108		246.59	287.69	41.10	80%	32.88	8.22	100%	8.22		0%		- 1	1.55	
	Incremental Sales										7.00%		21.84	21.84		-	21.84	100%	21.84	4.13	0%	-	- 1	4.13	3 (
TOTAL												815.80	1,020.25	204.45		122.44	82.00		79.63	15.06		2.37	0.95	16.01	1 16
																				$\overline{}$	Navy Inc		-1.5575/5	··II Vaan	>
																				+	New Inc	rement	al EETF(F	Year	7
REC IMPACT OF 500 ED														58.02	80%	46.42	11 60	02%	10.69	2.02	90/	0.02	0.37	2 20	3
REC INITACT OF 300 ED		1	I				T		I					38.02	8078	40.42	11.00	92/6	10.08	2.02	0/0	0.33	0.37	2.39	
																				+-	\Box		\vdash		+
COST		TOTAL			SCR	ATCH			D	RAW						INPL	JT SECTIO	N		\vdash			\vdash		+
REC Sales Forecast		6,966.9	1	1		4,943.8				2,023.1					Bins p	er Machine ¹			annibaliz	zation Ra	te ³				
Incremental Sales		82.0			97%	,			3%					Current			24								1
Total Sales		7,048.9				5,023.4				2,025.5				New Retai	ler		20			80%					
														Other	Other		28								
Current Cost		36.1			0.0995%	5.0			1.5334%	31.1					Annual Re	evenue per Bin ²		FS	SVM Rev	venue Sp	lit ⁴				
Proposed Cost		53.0	_		0.7384%	38.1			0.7384%	15.0				ITVM	Average		\$ 8,027	Draw			8%				
Change		\$17.0													Lowest 22	20	\$ 2,283	Scratch	1		92%				
														FSVM	New Reta		\$ 10,645		EETF Dis	tribution					
				-			$\perp \perp$								Lowest 22		\$ 12,395				40.22%	<u> </u>			
				-											Average		\$ 22,552	Scratch			18.91%	4			
EETF IMPACT SUMMARY	· · · · · · · · · · · · · · · · · · ·	16.0																							
ZZI III ACI SGINIANI	Impact of 500 Early Deployed (In Jan 2018 REC)(Full Year) Est Revenue to EETF (Machine Impact) Estimated Revenue from Advertising Total Estimated Revenue to EETF New Incremental Cost(Full Year)	2.4 18.4 1.6 20.0 (17.0)				1		l															ι	Jpdated	d s

										v contra v Touch I			·												+-
					Using	J.J/0 GI	OWLII	Nate	OI NEV	, roucii i	viaciiii	163													+
							_																$\overline{}$		+
				Machines			Rine N	umber ¹	Annual	Revenue ²	Sales	TC	TAL REVEN	HE	Canni	balization ³	NET		EC	VM Rove	enue Spli	i+ ⁴	\rightarrow		EETF
		ITVM LOC		FSVM LO		Changes		ew Chg		Total Chg	Boost	Old	New	Chg	%	Amt	CHG		CRATCH			DRAW			TOTAL
		ITVM	ITVM	FSVM	NR	Changes	Old III	CW CIIS	per biii	Total Clig	Doose	Olu	1404	CIIB	70	Aint	Cito	Share			Share			•	1
		1,500	-	1,000														Silare	nev	18.93%	Silare	- net	40.22%		Subto
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM)	_,		(220)		(220)	24	20 -4	12,581	(50,323)		66.43	55.36	(11.07)	80%	(8.86)	(2.21)	92%	(2.04)	(0.39)	8%	(0.18)		(0.46)	
	Loss of Per Bin Revenue			,	220			20 0	(1,776)	(35,525)			(7.82)	(7.82)	80%	(6.25)	(1.56)	92%		(0.27)		(0.13)		(0.32)	-
ITVM MOVE	Remove from lowest locations	(220)				(220)	24	-24	2,317	(55,606)		12.23		(12.23)	80%	(9.79)	(2.45)	100%		(0.46)	0%		- 1	(0.46)	
I	Relocate to lowest FSVM Location	(220)	220			220		24 24	12,581	301,939		12.23	66.43	66.43	80%	53.14	13.29	100%	13.29	2.52	0%			2.52	-
	Loss of Draw sales		220			220		24 24	12,301	301,333		4.10	-	(4.10)	80%	(3.28)	(0.82)	100%	-			(0.82)	(0.33)	(0.33)	
	Edds of Praw sales											4.10		(20)	0070	(3.20)	(0.02)				10070	(0.02)	(0.55)	(0.55)	<u>'</u>
		1,280	220	780	220		2.4	20 4	22.000	04.550		100 50	400.04	=4.40	000/	57.40	44.00	020/	40.44	2.40	201	111	0.45	2.0-	4
FSVM UPGRADE	Upgrade to Touch					/80	24	28 4	22,890	91,559		428.50	499.91	71.42	80%	57.13	14.28		13.14			1.14		2.95	
	Incremental Sales										3.50%		15.00	15.00		-	15.00	92%	13.80	2.61	8%	1.20	0.48	3.09	9
ITVM UPGRADE	Upgrade to Touch					220	24	28 4	12,581	50,323		66.43	77.50	11.07	80%	8.86	2.21	100%	2.21	0.42	0%	-	-	0.42	
9	Upgrade to Touch (per bin without bottom 440)					1,280	24	28 4	8,147	32,590		250.29	292.01	41.72	80%	33.37	8.34	100%	8.34	1.58	0%	-	-	1.58	4
0	Incremental Sales										3.50%		11.09	11.09		-	11.09	100%	11.09	2.10	0%	-	-	2.10)
TOTAL												827.97	1,009.47	181.49		124.33	57.16		55.94	10.59		1.22	0.49	11.08	3 1
												027.07	2,005.17				07.120		00.0.						
1							_														New Incr	ementa	al EETF(Fu	II Year))
REC IMPACT OF 500 ED														58.89	80%	47.11	11 78	92%	10.84	2.05	8%	0.94	0.38	2 43	
7														30.03	0070	47.11	11.70	52,0	10.04	2.03	0,0	0.54	0.50	2.43	1
3																									
соѕт		TOTAL			SCR	ATCH			DI	RAW						INP	UT SECTIO	N							
REC Sales Forecast	<u> </u>	7,073.7				5,030.3				2,043.4					Bins p	er Machine ¹		Ca	nnibaliz	ation Rat	.e³				
1 Incremental Sales		57.2			98%	55.9			2%	1.2				Current			24								
2 Total Sales		7,130.9				5,086.2				2,044.6				New Retai	ler		20			80%					
3														Other (Other		28								
4 Current Cost		36.3			0.0983%	5.0			1.5288%	31.3					Annual R	evenue per Bin ²		FS	VM Rev	enue Spl	it ⁴				
Proposed Cost		53.4			0.7384%	38.3			0.7384%	15.1					Average			Draw			8%				
Change		\$17.1													Lowest 22		\$ 2,317	Scratch			92%				
7							_									iler - Pilot	\$ 10,805		ETF Dist	ribution					+
3															Lowest 22	:0		Draw			40.22%		\longrightarrow		+
9	N N I I I I I I I I I I I I I I I I I I													-	Average		\$ 22,890	Scratch			18.93%		\longrightarrow		+
EETF IMPACT SUMMAF		11.1																							
	Impact of 500 Early Deployed (In Jan 2018 REC)(Full Year) Est Revenue to EETF (Machine Impact)	13.5	•																						
	· · · · · · · · · · · · · · · · · · ·																								
	Estimated Revenue from Advertising Total Estimated Revenue to EETF	1.6	1																						
	New Incremental Cost(Full Year)	(17.1)																						odated !	1 = /22 /
	New incremental cost(run rear)	(1/.1)																					U	puated:	. 31 441

						impleme				V Touch I															
			1	I	Using	5.0% GI	OWLI	i nate	ioi ivev	/ Toucii i	viaciiii	162													
																				\vdash			$\overline{}$		+
				Machine:			Dinc N	Number ¹	Annual	Revenue ²	Sales	TC	TAL REVEN	HE	Canni	balization ³	NET		FC	SVM Reve	nnua Enl	:+4	\rightarrow		EETF
		ITVM LOC		FSVM LO		Changes		lew Chg		Total Chg	Boost	Old	New	Chg	%	Amt	CHG		CRATCH			DRAW			TOTAL
		ITVM	ITVM	FSVM	NR	Citaliges	Olu IV	iew Ciig	per bili	Total Clig	DOUSE	Olu	IVEW	Clig	/0	Aint	СПО	Share		EETF ⁵					IOIAL
		1,500	-	1,000	-		_											Jilaie	Nev	18.93%	Jilaie	nev	40.22%		Subto
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM)	1,300		(220)	_	(220)	24	20 -4	12,581	(50,323)		66.43	55.36	(11.07)	80%	(8.86)	(2.21)	92%	(2.04)	(0.39)	8%	(0.18)		(0.46)	
	Loss of Per Bin Revenue			(220)	220			20 0	(1,776)	(35,525)		00.10	(7.82)	(7.82)	80%	(6.25)	(1.56)	92%		(0.27)		(0.13)		(0.32)	-
IT) (DA DAG) (F		(220)			220							42.22				` '							(0.05)		
ITVM MOVE	Remove from lowest locations	(220)	220			(220) 220	24	-24	2,317	(55,606)		12.23	66.43	(12.23)	80%	(9.79)	(2.45)	100%		(0.46)	0%		-	(0.46)	-
	Relocate to lowest FSVM Location		220			220		24 24	12,581	301,939			66.43	66.43	80%	53.14	13.29	100%	13.29	2.52	0%	-	(0.22)	2.52	
-	Loss of Draw sales											4.10	-	(4.10)	80%	(3.28)	(0.82)		-	1 - 1	100%	(0.82)	(0.33)	(0.33))
		1,280	220	780	220																				
FSVM UPGRADE	Upgrade to Touch					780	24	28 4	22,890	91,559		428.50	499.91	71.42	80%	57.13	14.28	92%	13.14	2.49	8%	1.14	0.46	2.95	
7	Incremental Sales										5.00%		21.42	21.42		-	21.42	92%	19.71	3.73	8%	1.71	0.69	4.42	
ITVM UPGRADE	Upgrade to Touch					220	24	28 4	12,581	50,323		66.43	77.50	11.07	80%	8.86	2.21	100%	2.21	0.42	0%			0.42	
	Upgrade to Touch (per bin without bottom 440)					1,280		28 4	8,147	32,590		250.29	292.01	41.72	80%	33.37	8.34	100%	8.34		0%	_		1.58	
	Incremental Sales					1,200	2-7	20 4	0,147	32,330	5.00%	230.23	15.84	15.84	0070	-	15.84		15.84		0%			3.00	
	indicinental sales										3.0070							10070			070				
TOTAL												827.97	1,020.64	192.67		124.33	68.34		66.61	12.61		1.73	0.70	13.31	1
																				-	New Inci	rementa	al EETF(Fu	ll Year))
3																									
REC IMPACT OF 500 ED														58.89	80%	47.11	11.78	92%	10.84	2.05	8%	0.94	0.38	2.43	
7																									
3																									
COST		TOTAL			SCR	ATCH			DI	RAW							UT SECTIO								
REC Sales Forecast		7,073.7				5,030.3				2,043.4					Bins p	er Machine ¹		Ca	nnibaliz	ation Rat	te ³				
Incremental Sales		68.3			97%				3%	1.7				Current			24								
Total Sales		7,142.0				5,096.9				2,045.1				New Retai			20			80%					
3															Other		28								
Current Cost		36.3			0.0981%	5.0			1.5288%	31.3						evenue per Bin ²		1	VM Rev	enue Spli	it ⁴				
Proposed Cost		53.5			0.7384%	38.4			0.7384%	15.1					Average						8%				-
Change		\$17.3		1	1										Lowest 22		\$ 2,317	Scratch			92%				
1															New Retai		\$ 10,805		ETF Dist	tribution ⁵					-
1							_								Lowest 22	0	\$ 12,581				40.22%				-
														-	Average		\$ 22,890	Scratch			18.93%				-
EETF IMPACT SUMMAR	, and a second s	13.3																							
	Impact of 500 Early Deployed (In Jan 2018 REC)(Full Year)	2.4	-																						
-	Est Revenue to EETF (Machine Impact)	15.7																							
	Estimated Revenue from Advertising	1.6																							
	Total Estimated Revenue to EETF	17.3																							
	New Incremental Cost(Full Year)	(17.3)																						odated !	

					Hsing	7 0% G	rowtl	h Rate	for Nev	v Touch	Machii	nes													
					USING	7.070 G	OWU	- Nate	101 1464	louciii	Viaciiii	1103													+-
							+																		+
				Machine:	•		Rine	Number ¹	Annual	Revenue ²	Sales	TC	TAL REVEN	LIE	Cannil	balization ³	NET		-	SVM Rov	enue Spl	li+ ⁴		+-	EETF
		ITVM LOC		FSVM LO		Changes				Total Chg	Boost	Old	New	Chg	%	Amt	CHG		SCRATC		enue spi	DRAW			TOTAL
		ITVM	ITVM	FSVM	NR	Changes	Olu I	TOW CITY	per biii	Total Clig	50030	O.u	1404	CIIB	70	Aint	Cito	Share			Share				1
		1,500	-	1,000														Silare	· · · · ·	18.93%	Silare	nev	40.22%		Subt
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM)			(220)		(220)	24	20 -4	12,581	(50,323)		66.43	55.36	(11.07)	80%	(8.86)	(2.21)	92%	(2.04)	(0.39)	8%	(0.18)		(0.46)	
	Loss of Per Bin Revenue			, ,	220	220		20 ((1,776)	(35,525)			(7.82)	(7.82)	80%	(6.25)	(1.56)	92%		(0.27)		(0.13)			-
ITVM MOVE	Remove from lowest locations	(220)				(220)	24	-24	1 1 1	(55,606)		12.23		(12.23)	80%	(9.79)	(2.45)	100%		(0.46)	0%			(0.46)	
TI VIVI IVIOVE	Relocate to lowest FSVM Location	(220)	220			220		24 24		301,939		-	66.43	66.43	80%	53.14	13.29	100%			0%			2.52	-
	Loss of Draw sales		220			220		2-7 2-	12,301	301,333		4.10	-	(4.10)	80%	(3.28)	(0.82)	100%	-	-		(0.82)	(0.33)		
	2000 of Draw Sales	1.000		-	222							20		()	0070	(5.20)	(0.02)				10070	(0.02)	(0.55)	(0.00)	3)
FSVM UPGRADE	Ungrada to Touch	1,280	220	780	220	700	24	20	22,890	91,559		428.50	499.91	71.42	80%	57.13	14.28	020/	12.14	2.49	00/	1.14	0.46	2.95	
FSVIVI UPGRADE	Upgrade to Touch					/80	24	28 4	22,890	91,559	7.000/	428.50	29.99	29.99	80%	57.13		92%							
	Incremental Sales										7.00%		29.99	23.33		-	29.99	92%	27.60	5.22	8%	2.40	0.97	6.19	<u>'</u>
ITVM UPGRADE	Upgrade to Touch					220	24	28	12,581	50,323		66.43	77.50	11.07	80%	8.86	2.21	100%	2.21	0.42	0%	-	- 1	0.42	2
	Upgrade to Touch (per bin without bottom 440)					1,280	24	28	8,147	32,590		250.29	292.01	41.72	80%	33.37	8.34	100%	8.34		0%		- 1	1.58	8
	Incremental Sales										7.00%		22.17	22.17		-	22.17	100%	22.17	4.20	0%	-	- 1	4.20	0
TOTAL												827.97	1,035.55	207.57		124.33	83.25		80.83	15.30		2.42	0.97	16.27	7 1
																					New Inc	rement	al EETF(Fu	ull Vear'	r)
																					IVEW IIIC	Temente		Teary	1
REC IMPACT OF 500 ED														58.89	80%	47.11	11.78	92%	10.84	2.05	8%	0.94	0.38	2.43	3
COST		TOTAL			SCR	ATCH			D	RAW						INPL	JT SECTIO	N							
REC Sales Forecast		7,073.7				5,030.3				2,043.4					Bins pe	er Machine ¹		Ca	annibaliz	ation Ra	te ³				
Incremental Sales		83.2			97%	80.8			3%					Current			24								
Total Sales		7,156.9				5,111.1				2,045.8				New Retai			20			80%					
															Other	,	28					<u> </u>	<u> </u>		
Current Cost		36.3			0.0978%	5.0			1.5288%	31.3						venue per Bin ²		1	SVM Rev	venue Sp		<u> </u>			
Proposed Cost		53.8			0.7384%	38.7			0.7384%	15.1					Average		\$ 8,147				8%	<u> </u>	<u> </u>	-	
Change		\$17.6		1											Lowest 22 New Retai		\$ 2,317 \$ 10,805			tribution	92%	 	<u> </u>	-	+
															new ketai Lowest 22		\$ 10,805		EE IF DIS		40.22%			_	+
															Lowest 22 Average						18.93%			+-	+
EETF IMPACT SUMMARY	New Incremetal EETF (Full Year)	16.3												The state of the s	Average	T	7 22,030	Scratteri			10.55%			+-	+
LETT HAN ACT SOMMAN	Impact of 500 Early Deployed (In Jan 2018 REC)(Full Year)	2.4								I															
	Est Revenue to EETF (Machine Impact)	18.7	-																						
	Estimated Revenue from Advertising	1.6																							
	Total Estimated Revenue to EETF	20.3																							
	New Incremental Cost(Full Year)	(17.6)																						Jpdated	4 = /22

						USILIE	3.3 /0 U	11 OW U	II Nate	IUI IVEV	v Touch	viaciii	1163													
																										+
									-																	
					Machine	S		Bins	Number	Annual	Revenue ²	Sales	то	TAL REVEN	UE	Canni	balization ³	NET		F	SVM Rev	enue Sp	lit ⁴			EETF
			ITVM LOC		FSVM LO	C	Changes	Old	New Ch	g per Bin	Total Chg	Boost	Old	New	Chg	%	Amt	CHG		SCRATC	н		DRAW		1	TOTAL
			ITVM	ITVM	FSVM	NR													Share	Rev	EETF ⁵	Share	Rev	EETF ⁵		
			1,500	-	1,000	-															18.95%			40.23%		Subto
FSVI	M MOVE	Move FSVMs to NR and reconfigure(lowest FSVM)			(220)		(220)) 24	20 -	12,744	(50,977)		67.29	56.08	(11.22)	80%	(8.97)	(2.24)	92%	(2.06)	(0.39)	8%	(0.18)	(0.07)	(0.46)	6)
		Loss of Per Bin Revenue				220	220	20	20	(1,799)	(35,987)			(7.92)	(7.92)	80%	(6.33)	(1.58)	92%	(1.46)	(0.28)	8%	(0.13)	(0.05)	(0.33)	s)
ITVN	M MOVE	Remove from lowest locations	(220))			(220)) 24	-2	4 2,347	(56,329)		12.39	-	(12.39)	80%	(9.91)	(2.48)	100%	(2.48)	(0.47)	0%	- 1	- 1	(0.47))
		Relocate to lowest FSVM Location	` '	220)		220		24 2	12,744			-	67.29	67.29	80%	53.83	13.46	100%	13.46	2.55	0%		- 1	2.55	
		Loss of Draw sales											4.10	-	(4.10)	80%	(3.28)	(0.82)		-	- 1	100%	(0.82)	(0.33)	(0.33)	3)
			1,280	220	780	220																				
FSVI	M UPGRADE	Upgrade to Touch	1,200	220	760	220	780	24	28	4 23,187	92,750		434.07	506.41	72.34	80%	57.88	14.47	92%	12 21	2.52	2%	1.16	0.47	2.99)
	IVI OI GILADE	Incremental Sales					700	2-7	20	23,107	32,730	3.50%	434.07	15.19	15.19	0070	-	15.19	92%	13.98			1.22		3.14	
												3.30%												0.43		
ITVN	M UPGRADE	Upgrade to Touch					220		28	12,744			67.29	78.51	11.22	80%	8.97	2.24	100%	2.24		0%		- /	0.42	
		Upgrade to Touch (per bin without bottom 440)					1,280	24	28	4 8,253	33,014		253.54	295.80	42.26	80%	33.81	8.45	100%	8.45		0%		- /	1.60	
		Incremental Sales										3.50%		11.23	11.23		-	11.23	100%	11.23	2.13	0%	-	- 1	2.13	3 4
TOT	AL												838.69	1,022.59	183.90		125.99	57.92		56.67	10.74		1.25	0.50	11.24	4 11
																								/ -		,
								+														New Inc	rementa	al EETF(Fu	uli Year)	1
DEC	IMPACT OF 500 ED			1											59.66	80%	47.73	11.02	029/	10.00	2.00	90/	0.05	0.38	2.46	
REC	IIVIPACT OF 300 ED		1	1	1	l	1	T		1		l			39.00	80%	47.73	11.95	92%	10.96	2.00	070	0.93	0.56	2.40	1
																					+			_		+
cos	T		TOTAL			SCR	ATCH			D	RAW						INPL	JT SECTIO	N					_		+
	Sales Forecast		7,168.9			00	5,105.7	,			2,063.2					Bins p	er Machine ¹	7. 0200		nnibaliz	zation Ra	te ³				_
Incre	emental Sales		57.9			98%				2%					Current			24								1
Tota	al Sales		7,226.8				5,162.4	ı			2,064.4				New Retail	ler		20			80%					1
			,				,				·				Other (Other		28								
Curr	rent Cost		36.5			0.0969%	5.0)		1.5244%	31.5					Annual Re	evenue per Bin ²		FS	VM Rev	venue Sp	lit⁴				
Prop	posed Cost		54.1			0.7384%	38.8	3		0.7384%	15.2				ITVM /	Average		\$ 8,253	Draw			8%				
Char	nge		\$17.6													Lowest 22	0	\$ 2,347	Scratch			92%				
															FSVM I	New Retai		\$ 10,945		EETF Dis	tribution		L			
				-	1			\perp								Lowest 22		\$ 12,744				40.23%	<u> </u>			
								+								Average		\$ 23,187	Scratch			18.95%		-	-	
EETF	F IMPACT SUMMARY																									
EETF	F IMPACT SUMMARY	New Incremetal EETF (Full Year) Impact of 500 Early Deployed (In Jan 2018 REC)(Full Year) Est Revenue to EETF (Machine Impact) Estimated Revenue from Advertising Total Estimated Revenue to EETF New Incremental Cost(Full Year)	11.2 2.5 13.7 1.6 15.3 (17.6)	5											Ì	Average		\$ 23,187	Scratch				18.95%	18.95%		18.95% Updated

						•				w contra			,												+
				1	USINE	3 5% Gro	wtn	Kate 10	or New	Touch N	iacnin	es	1												
																									+
								1		_ 2						3						. 4			
				Machines				Number ¹		Revenue	Sales		TAL REVEN			balization ³	NET				enue Spli				EETF
		ITVM LOC		FSVM LO		Changes	Old N	lew Chg	per Bin	Total Chg	Boost	Old	New	Chg	%	Amt	CHG		CRATCH			DRAW	5	Т	TOTAL
		ITVM	ITVM	FSVM	NR													Share	Rev		Share	Rev			+
	50.04 () () () () () () ()	1,500	-	1,000	-	(222)	24	20 4		(50.077)				(44.00)	200/	(0.07)	(0.04)	000/	(2.05)	18.95%	201	(0.40)	40.23%		Subto
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM)			(220)	222	(220)		20 -4	12,744	(50,977)		67.29	56.08	(11.22)	80%	(8.97)	(2.24)	92%		(0.39)		(0.18)		(0.46)	-
	Loss of Per Bin Revenue				220		20	20 0	(1,799)	(35,987)			(7.92)	(7.92)	80%	(6.33)	(1.58)	92%	(1.46)	(0.28)	8%	(0.13)	(0.05)	(0.33))
ITVM MOVE	Remove from lowest locations	(220)				(220)	24	-24	2,347	(56,329)		12.39	-	(12.39)	80%	(9.91)	(2.48)	100%	(2.48)	(0.47)	0%	-	-	(0.47))
l .	Relocate to lowest FSVM Location		220			220		24 24	12,744	305,864		-	67.29	67.29	80%	53.83	13.46	100%	13.46	2.55	0%	-	-	2.55	/
5	Loss of Draw sales											4.10	-	(4.10)	80%	(3.28)	(0.82)		-	-	100%	(0.82)	(0.33)	(0.33)	3)
		1,280	220	780	220																				
FSVM UPGRADE	Upgrade to Touch					780	24	28 4	23,187	92,750		434.07	506.41	72.34	80%	57.88	14.47	92%	13.31	2.52	8%	1.16	0.47	2.99	
,	Incremental Sales								,	,	5.00%		21.70	21.70		_	21.70	92%	19.97	3.78	8%	1.74	0.70	4.48	3
		_																							4
ITVM UPGRADE	Upgrade to Touch					220		28 4	12,744	50,977		67.29	78.51	11.22	80%	8.97	2.24	100%	2.24	0.42	0%	-	-	0.42	
)	Upgrade to Touch (per bin without bottom 440)					1,280	24	28 4	8,253	33,014		253.54	295.80	42.26	80%	33.81	8.45	100%	8.45	1.60	0%	-	-	1.60	
	Incremental Sales										5.00%		16.04	16.04		-	16.04	100%	16.04	3.04	0%	-	-	3.04	!
TOTAL												838.69	1,033.91	195.23		125.99	69.24		67.47	12.78		1.77	0.71	13.50	1
																					New Incr	rementa	al EETF(Fu	II Year))
																							•		1
REC IMPACT OF 500 ED														59.66	80%	47.73	11.93	92%	10.98	2.08	8%	0.95	0.38	2.46	
,																									1
3																									
COST		TOTAL			SCR	ATCH			DI	RAW						INP	UT SECTIO	N							
REC Sales Forecast			9			5,105.7				2,063.2					Bins p	er Machine ¹				Cannibalization Rate ³					
Incremental Sales		69.2			97%	67.5			3%	1.8				Current			24								
Total Sales		7,238.1				5,173.2				2,065.0				New Retai	ler		20			80%					
3														Other (Other		28								
Current Cost		36.5			0.0967%	5.0			1.5244%	31.5					Annual Re	venue per Bin ²	}	FS	VM Rev	enue Spl	it ⁴				
Proposed Cost		54.2			0.7384%	39.0			0.7384%	15.2				ITVM .	Average		\$ 8,253	Draw			8%				
Change		\$17.8													Lowest 22		\$ 2,347	Scratch			92%				
7														FSVM I	New Retai	ler - Pilot	\$ 10,945		ETF Dist	ribution					
3														ı	Lowest 22	0	\$ 12,744				40.23%				
)															Average		\$ 23,187	Scratch			18.95%				
EETF IMPACT SUMMAR		13.5																							
	Impact of 500 Early Deployed (In Jan 2018 REC)(Full Year)	2.5	•																						
2	Est Revenue to EETF (Machine Impact)	16.0																							
	Estimated Revenue from Advertising	1.6																							
	Total Estimated Revenue to EETF	17.6																							
	New Incremental Cost(Full Year)	(17.8)																						pdated	4 F 122 14

					Hein	a 7% Cr	nwth.	Rate	or Now	Touch N	/lachin	100												
			T		USIII	g / /0 Gi	UWLII	nate	or new	Touch	/Iaciiiii	162												+
									+													-	+	+
				Machines			Dinc	Number ¹	Annual	Revenue ²	Sales	7.0	OTAL REVEN	1115	Cannih	palization ³	NET		F	CVA4 Dov	renue Split ⁴		+	EET
		ITVM LOC		FSVM LO		Changes				Total Chg	Boost	Old	New	Chg	%	Amt	CHG		SCRATCH			RAW	-	TO
		ITVM	ITVM		NR	Changes	Old I	New Cit	, per bili	TOTAL CITY	DOUSE	Olu	New	City	70	AIIIL	СПО	Share				Rev EE	re ⁵	-10
		1.500	IIVIVI	1.000	INK		-		+									Silare	Rev	18.95%	Share i	-	23%	_
FSVM MOVE	Move FSVMs to NR and reconfigure(lowest FSVM)	1,500	_	(220)	-	(220)	24	20 -4	12,744	(50,977)		67.29	56.08	(11.22)	80%	(8.97)	(2.24)	92%	(2.06)	(0.39)	8% (.07) (0.	
JOVININOVE	Loss of Per Bin Revenue			(220)	220	220	20	20 ((1,799)	(35,987)		07.23	(7.92)	(7.92)	80%	(6.33)	(1.58)			(0.28)			.05) (0.	
		()			220					, , ,			(7.52)	` '		, ,	, ,		7	. ,	<u> </u>			-
TVM MOVE	Remove from lowest locations	(220)				(220)	24	-24	,-	(56,329)		12.39	-	(12.39)	80%	(9.91)	(2.48)			(0.47)		/* /		.47)
	Relocate to lowest FSVM Location		220			220		24 24	12,744	305,864		-	67.29	67.29	80%	53.83	13.46		13.46	2.55	0%	- J		2.55
	Loss of Draw sales											4.10	-	(4.10)	80%	(3.28)	(0.82)		-	-	100% ().82) (0	.33) (0.	.33)
		1,280	220	780	220																		الزاع	
FSVM UPGRADE	Upgrade to Touch					780	24	28 4	4 23,187	92,750		434.07	506.41	72.34	80%	57.88	14.47	92%	13.31	2.52	8%	1.16).47 2	.99
	Incremental Sales								1		7.00%		30.38	30.38		-	30.38	92%	27.95	5.30	8%	2.43	.98 6	.27
TVM UPGRADE	Unavada ta Tarreb	_				220	24	28	12,744	50,977		67.20	78.51	11.22	80%	8.97	2.24	1000/	2.24	0.42	0%			.42
I VIVI UPGKADE	Upgrade to Touch					1,280		28	4 8,253	33,014		67.29		42.26		33.81	2.24			1.60		-		.60
	Upgrade to Touch (per bin without bottom 440)					1,280	24	28 4	8,253	33,014	7.000/	253.54	295.80	22.46	80%	33.81	8.45		22.46		0%	[
	Incremental Sales								1		7.00%		22.46	22.40		-	22.46	100%	22.46	4.26	0%	[4	.26
TOTAL												838.69	1,049.01	210.33		125.99	84.34		81.88	15.51		2.46 (.99 16	.50
									+												New Increr	mental FF	E/Eull V	aari
									+												IVEW IIICIEI	Terrear EL	1(101110	zai j
REC IMPACT OF 500 ED														59.66	80%	47.73	11 93	92%	10.98	2.08	8%	0.95	38 2	46
				1													11.55		10.50		0,0	,,,,,,	20 2.	
									+												-	-	+	\neg
COST		TOTAL			SCF	RATCH			DI	RAW						INP	UT SECTIO	N				-	-	\neg
REC Sales Forecast		7,168.9				5,105.7				2,063.2					Bins pe	r Machine ¹			annibaliz	ation Rat	te ³	-	\neg	
ncremental Sales		84.3			97%				3%	2.5				Current			24							\neg
Total Sales		7,253.2				5,187.6				2,065.7				New Reta	iler		20			80%				\neg
		,				-, -				,				Other	Other		28							\neg
Current Cost		36.5			0.0964%	5.0			1.5244%	31.5					Annual Re	venue per Bin ²	1	F5	SVM Rev	enue Spl	lit ⁴			
Proposed Cost		54.6			0.7384%	39.3			0.7384%	15.3				ITVM	Average		\$ 8,253	Draw		<u> </u>	8%			
Change		\$18.1													Lowest 220		\$ 2,347		1		92%			
									T					FSVM	New Retail	er - Pilot	\$ 10,945		EETF Dist	tribution	5			
			İ						1		İ				Lowest 220)	\$ 12,744	Draw			40.23%			\neg
															Average		\$ 23,187		1		18.95%			
EETF IMPACT SUMMARY	New Incremetal EETF (Full Year)	16.5																						\neg

Estimated Revenue from Advertising
Total Estimated Revenue to EETF
New Incremental Cost(Full Year)
NET Impact to EETF