

Customer Enticements	F16	F17	F18	F19	F20	Total	Source
<b>International Customer Enticements by FY</b>							
Commission	\$316.4	\$207.7	\$327.1	\$201.3	\$151.0	\$1,203.5	International TG, International GM (broken out from Total Slots)
Program Complimentary	\$27.1	\$12.6	\$16.8	\$11.7	\$8.4	\$76.6	International TG, International GM (broken out from Total Slots)
Non-Program Complimentary	\$10.7	\$7.3	\$9.6	\$13.5	\$8.3	\$49.4	International TG, International GM (broken out from Total Slots)
Member Room F&B (TG Only)	\$4.5	\$4.0	\$3.8	\$3.9	\$2.8	\$19.0	International TG only, Slots not reported at this level
Loyalty	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	Not Applicable
Marketing & Events (TG Only)	\$6.3	\$2.3	\$3.8	\$4.8	\$3.7	\$20.9	International TG only, Slots not reported at this level
Long Term Incentives	\$4.9	\$0.9	\$1.9	\$2.1	\$0.8	\$10.6	International TG only
Short Term Incentives	\$0.0	\$0.0	\$0.0	\$4.3	\$0.2	\$4.5	International TG only
Lucky Money Payouts	\$5.9	\$2.1	\$3.9	\$2.6	\$1.0	\$15.5	International TG only
Third Party Referral Payments	\$0.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.4	International TG only
<b>Total International Customer Enticements</b>	<b>\$376.3</b>	<b>\$236.8</b>	<b>\$366.8</b>	<b>\$244.2</b>	<b>\$176.1</b>	<b>\$1,400.3</b>	
<b>Domestic Customer Enticements by FY</b>							
Commission	\$14.4	\$21.8	\$29.7	\$24.4	\$10.1	\$100.4	Domestic TG, Commission reported in Local TG (non-VIC players), Domestic GM broken out from Total Slots
Program Complimentary	\$15.6	\$19.2	\$18.6	\$17.0	\$12.3	\$82.7	Domestic TG, Comp reported in Local TG (non-VIC players), Domestic GM broken out from Total Slots
Non-Program Complimentary	\$4.3	\$5.9	\$6.2	\$9.0	\$6.3	\$31.7	Domestic TG, Domestic reported in Local TG (non-VIC players), Domestic GM broken out from Total Slots
Member Room F&B (TG Only)	\$0.8	\$1.1	\$1.6	\$0.9	\$0.7	\$5.1	Domestic TG only
Loyalty						\$0.0	Not Applicable
Marketing Allocation (TG Only)	\$1.2	\$1.5	\$1.3	\$1.3	\$1.0	\$6.3	Domestic TG only
<b>Total Domestic Customer Enticements</b>	<b>\$36.2</b>	<b>\$49.5</b>	<b>\$57.4</b>	<b>\$52.7</b>	<b>\$30.4</b>	<b>\$226.3</b>	
<b>Local Customer Enticements by FY</b>							
Commission	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	Not Applicable
Program Complimentary	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	Not Applicable
Non-Program Complimentary	\$15.9	\$14.8	\$16.1	\$15.4	\$11.4	\$73.6	Local TG, Local GM (broken out from Total Slots)
Member Room F&B	\$16.5	\$19.2	\$19.6	\$22.2	\$18.1	\$95.5	Local TG, Total Slots (not split Int'l, Dom, Local)
Loyalty	\$66.0	\$72.7	\$73.9	\$71.9	\$54.6	\$339.1	Local TG, Local GM
Marketing Allocation	\$24.5	\$26.4	\$28.0	\$28.8	\$23.1	\$130.8	Local TG, Total Slots (not split Int'l, Dom, Local)
Marketing Promotions	\$3.0	\$2.6	\$1.4	\$1.1	\$0.8	\$8.9	Local TG, Local GM
Welcome Back / Free Credits Program	\$26.0	\$23.7	\$23.4	\$23.4	\$14.9	\$111.3	Local TG, Local GM
Bonus Jackpots	\$12.6	\$11.2	\$11.8	\$12.8	\$8.7	\$57.1	Local TG, Local GM
Other	\$2.2	\$2.9	\$4.8	\$4.4	\$3.3	\$17.6	Local TG, Local GM
<b>Total Local Customer Enticements</b>	<b>\$166.6</b>	<b>\$173.4</b>	<b>\$179.0</b>	<b>\$180.0</b>	<b>\$134.9</b>	<b>\$833.9</b>	
<b>Total Customer Enticements</b>	<b>\$579.1</b>	<b>\$459.7</b>	<b>\$603.2</b>	<b>\$476.9</b>	<b>\$341.5</b>	<b>\$2,460.5</b>	
<b>Rewards Amounts (included in Local)</b>							
Loyalty	\$66.0	\$72.7	\$73.9	\$71.9	\$54.6	\$339.1	Local TG, Local GM
Member Room F&B	\$16.5	\$19.2	\$19.6	\$22.2	\$18.1	\$95.5	Local TG, Local GM
Welcome Back / Free Credits Program	\$26.0	\$23.7	\$23.4	\$23.4	\$14.9	\$111.3	Local TG, Local GM
Bonus Jackpots	\$12.6	\$11.2	\$11.8	\$12.8	\$8.7	\$57.1	Local TG, Local GM
Other	\$2.2	\$2.9	\$4.8	\$4.4	\$3.3	\$17.6	Local TG, Local GM
<b>Total Rewards (included in Local)</b>	<b>\$123.2</b>	<b>\$129.7</b>	<b>\$133.5</b>	<b>\$134.6</b>	<b>\$99.6</b>	<b>\$620.6</b>	