

From: Jose Machado
Sent: Wed, 24 Feb 2021 18:47:15 +1100
To: Mark Mackay
Cc: Simon Noonan; Mary Vanin
Subject: RE: Required information

Hi Mark,

See below for all the FY data available to me today

I can keep digging tomorrow for FY12 and FY13. Whoever was before me did not save the original reports and Dacom is not holding this data anymore.

			A	B	C	D = B + C	E = A + D
Fiscal Year Number	Turnover	Net Revenue	Rewards Amount	W/Back	Matchplay and others	Total Points	Total Bonusing
2014	\$5,177,345,266	\$431,223,119	\$11,102,225	\$24,743,869	\$46,382,880	\$71,126,749	\$82,228,974
2015	\$5,402,537,960	\$446,278,627	\$12,603,983	\$25,889,559	\$50,445,734	\$76,335,293	\$88,939,276
2016	\$5,514,933,569	\$459,432,567	\$12,624,703	\$25,141,505	\$50,189,035	\$75,330,540	\$87,955,243
2017	\$5,468,326,235	\$444,962,155	\$11,221,334	\$22,857,875	\$56,253,424	\$79,111,299	\$90,332,633
2018	\$5,551,893,797	\$445,511,203	\$11,761,352	\$22,596,855	\$57,141,494	\$79,738,349	\$91,499,701
2019	\$5,851,909,081	\$459,123,840	\$12,795,305	\$22,619,374	\$52,726,003	\$75,345,377	\$88,140,682

Hope the above helps

Best Regards,

Jose Machado
 Finance and Commercial Manager – Gaming
 Crown Melbourne Limited

w: crownresorts.com.au

 Please consider our environment before printing this email.



From: Jose Machado
Sent: Wednesday, 24 February 2021 3:08 PM

To: Mark Mackay [REDACTED]
 Subject: RE: Required information

Hi Mark,

All free credit/points including Welcome back will be on top of the rewards only amount I reported.

I can do it but is quite manual, month by month. Already got the team into it

As an example, See below for all bonus deductions (Points and Rewards) for December19 when we deducted \$7.5m:

CONSOLATION PRIZES TOTAL	0.11
Seniors Promotion	67,101.64
Standard W/Back	1,873,825.38
MAIL OUTS TOTAL	74,280.72
MATCHPLAY TOTAL	4,126,929.56
MISCELLANEOUS TOTAL	70.07
Random Riches Promo	285,329.24
\$5 PROMO MISCELLANEOUS	160.00
F&B PROMO TICKET	19,245.00
SIGNATURE CLUB PROMO TCKT	41,845.00
Bonusing (Points)	6,488,786.72
BONUS JACKPOTS	
\$5 BJ Senr	32,016.09
\$7.50 BJ	264,362.86
\$17.50 BJ Grande	162,552.33
\$17.50 BJ	235,204.64
\$50 BJ	136,927.52
BRONZE_CP_BJ	9,630.90
SIGCP BJ	53,449.90
VIPVAL BJ	1,691.90
Slot Hotel Black Night1	17,444.00
Slot Hotel Black Night2	7,766.00
Slot Hotel Black Night3	6,740.00
Slot Hotel Plat Night1	39,718.75
Slot Hotel Plat Night2	23,955.74
Slot Hotel Plat Night3	18,799.69
Bonusing (Rewards)	1,010,260.32
GRAND TOTAL	7,499,047.04

Thank you

Best Regards,

Jose Machado
 Finance and Commercial Manager – Gaming
Crown Melbourne Limited
 m: [REDACTED]
 e: [REDACTED]
 w: crownresorts.com.au

 Please consider our environment before printing this email.



From: Mark Mackay [REDACTED]
Sent: Wednesday, 24 February 2021 1:34 PM
To: Jose Machado [REDACTED]
Subject: RE: Required information

Thanks Jose,

The numbers look ok ex Points deductions. Any way you can pull Welcome back out of the number?

Cheers
 Mark Mackay
 [REDACTED]

From: Jose Machado [REDACTED]
Sent: Wednesday, February 24, 2021 12:23 PM
To: Mark Mackay [REDACTED]
Subject: Required information

Hi Mark,

Just double checking if you are referring to just the bonus jackpots figures ex points deduction? If that is the case then please see below for all the data available per FY:

Fiscal Year Number	Turnover	Net Revenue	Bonus Jackpots
2005	\$3,967,418,646.04	\$323,348,200.52	\$0.00
2006	\$4,366,686,874.21	\$364,084,420.60	\$0.00
2007	\$4,352,968,473.72	\$367,531,498.35	\$0.00
2008	\$4,445,573,703.58	\$375,232,895.52	\$0.00
2009	\$4,613,581,411.36	\$387,899,089.68	\$0.00
2010	\$4,723,013,429.36	\$407,073,950.49	\$0.00
2011	\$4,988,007,891.87	\$434,415,889.69	\$0.00
2012	\$5,113,108,047.99	\$448,832,810.55	\$0.00
2013	\$5,111,331,229.84	\$442,365,887.73	\$7,444,824.28
2014	\$5,177,345,265.75	\$431,223,118.99	\$11,102,225.42

2015	\$5,402,537,959.95	\$446,278,627.01	\$12,603,982.53
2016	\$5,514,933,568.99	\$459,432,566.58	\$12,624,702.86
2017	\$5,468,326,234.60	\$444,962,154.55	\$11,221,333.98
2018	\$5,551,893,797.15	\$445,511,202.79	\$11,761,352.43
2019	\$5,851,909,080.86	\$459,123,839.61	\$12,795,304.50
2020	\$4,460,847,923.75	\$339,599,506.88	\$8,680,347.81
2021	\$830,028,459.45	\$66,493,373.50	\$1,199,325.21

If you are referring to the bonusing amount which for Revenue Audit is also called "Bonus Jackpots", that will then include points and is the ~\$8m a month I referred to. For example see December 19:

Turnover	Game Wins	Jackpot Startups	Variable Prize Jackpots	Fixed Prize Jackpots	Bonus Jackpots	GAACOM 6000 Revenue	Net Revenue in P&L
554,707,670.78	479,263,484.69	19,806,098.42	5,096,327.23	474,394.69	7,400,071.60	41,637,229.36	41,637,229.36

If you need the later I will work on it this afternoon and get it to you by the end of the day

Best Regards,

Jose Machado
Finance and Commercial Manager – Gaming
Crown Melbourne Limited

n
e

w: crownresorts.com.au

 Please consider our environment before printing this email.

