

Peter Herring

Subject: F14 Business Plan Presentation | GAMING MACHINES
Location: Meeting Room C&D - Level 6

Start: Mon 25/03/2013 9:30 AM
End: Mon 25/03/2013 11:30 AM

Recurrence: (none)

Meeting Status: Accepted

Organizer: Greg Hawkins
Required Attendees: Debra Tegoni; Jason O'Connor; Justine Henwood; Mario Natoli; Neil Spencer; Nicolas Kurban; Peter Coyne; Peter Crinis; Richard Longhurst; Sean McCreery; Greg Foord; Matthew Luttick; Teesh Brien; Zoe Li; Marie Braden; Peter Herring; Vartika Kalapala; Clayton Peister; Brianne McIntyre
Optional Attendees: Rowen Craigie; Ken Barton; Jacinta Chalmers



Peter Herring

Subject: Gaming Machines Tax Initiative
Location: PH Office

Start: Wed 12/10/2011 12:00 PM
End: Wed 12/10/2011 1:00 PM

Recurrence: (none)

Meeting Status: Meeting organizer

Organizer: Peter Herring
Required Attendees: Peter Herring; Neil Spencer; Debra Tegoni



Peter Herring

Subject: Gaming Machine Tax (RC, GH, RL, NS, PH)
Location: Chairmans Office Boardroom

Start: Fri 30/03/2012 12:00 PM
End: Fri 30/03/2012 1:00 PM

Recurrence: (none)

Meeting Status: Accepted

Organizer: Greg Hawkins
Required Attendees: Rowen Craigie; Neil Spencer; Peter Herring
Optional Attendees: Richard Longhurst



Peter Herring

From: Richard Longhurst
Sent: Friday, 30 March 2012 2:15 PM
To: Neil Spencer; Peter Herring
Cc: Greg Hawkins
Subject: RE: Food Program tax meeting

In short, RC is OK. Greg would like us to work through compressing the roll out a bit. Shorten to 3 months from 12. OK to look at hotels and parking but comp bev probably too risky.

Some other points that RC raised which Peter or I can discuss with you.

From: Neil Spencer
Sent: Friday, March 30, 2012 11:29 AM
To: Richard Longhurst; Peter Herring
Cc: Greg Hawkins
Subject: Food Program tax meeting

Hi folks,

I am going to have to pull out of the food program meeting today. Everyone is aware that I have some time pressures this afternoon (attending a wedding in Flinders at 4pm) and I have to leave here around 12:30.

Given the meeting start times are always "nominal" I would not want to have to pull out in the first few minutes.

I trust this is OK with everyone.

Regards

Neil Spencer
Executive General Manager - Gaming Machines
Crown Melbourne Limited
8 Whiteman Street, Southbank, 3006, Victoria
[REDACTED]



Peter Herring

From: Greg Hawkins
Sent: Wednesday, 4 April 2012 9:57 AM
To: Peter Herring; Richard Longhurst; Neil Spencer
Subject: RE: Food Program

I am ok.

Greg Hawkins

From: Peter Herring
Sent: Wednesday, April 04, 2012 9:51 AM
To: Richard Longhurst; Greg Hawkins; Neil Spencer
Subject: Food Program

Gentlemen,

Below is the revised version of the food program as discussed Friday, key changes:

- Brings full impact forward to October instead of January
- Changes full year approx impact to \$2.4M instead of \$1.95M

Let me know your thoughts and go forward position.

Regards

Pete

**Food Program Initiative
Financial Impact - Roll Out Schedule**

Base Data

*GM F&B Redemptions inclusive GST
July 11 - Jan 12*

	<i>Average Monthly</i>	
<i>\$5 Senior</i>	<i>\$38,188</i>	
<i>\$7.50</i>	<i>\$341,720</i>	
<i>Grande \$17.50</i>	<i>\$316,283</i>	
<i>DD Black</i>	<i>\$71,902</i>	
<i>DD Platinum</i>	<i>\$110,800</i>	
	<i>\$878,893</i>	
<i>Full Year Annualised</i>	<i>\$10,546,716</i>	<i>\$9,587,923.64</i>

F13 Rollout

		GST Excl
July	\$38,188 Senior \$5	- 34,716
August	\$379,908 Senior \$5 & \$7.50	- 345,371
September	\$696,191 Senior \$5 & \$7.50 & \$17.50 Grande	- 632,901
October	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
November	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
December	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
January	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
February	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
March	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
April	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
May	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
June	\$878,893 Senior \$5 & \$7.50 & \$17.50 Grande & DD	- 798,994
		- 8,203,931

<i>Total</i>	<i>\$9,024,324</i>
<i>less GST</i>	<i>-\$820,393.09</i>
<i>Final Total</i>	<i>\$8,203,930.91</i>

F13 Profit Impact (Tax 29.13) *\$2,389,805.07*

Peter Herring
General Manager - Product & Strategy
Crown Melbourne Limited
8 Whiteman Street Southbank 3006

Personal Information

Peter Herring

From: Greg Hawkins
Sent: Tuesday, 3 July 2012 3:18 PM
To: Peter Herring; Richard Longhurst
Cc: Neil Spencer
Subject: Re: Dacom Approval (Tax Initiative)

Great news, thanks Peter.
Greg Hawkins

From: Peter Herring
To: Richard Longhurst; Greg Hawkins
Cc: Neil Spencer
Sent: Tue Jul 03 15:12:31 2012
Subject: Dacom Approval (Tax Initiative)
Richard/Greg,

Some positive news to start F13, we received the approval for Dacom 5.19 today from the VCGLR, the release has the key enhancement of allowing the current Gaming Dining Rewards to be issued by the approval gaming equipment and classified as a Bonus Jackpot.


We will now schedule the system upgrade for next week and prepare to execute the staged implementation plan as per the Business Plan.

This has been an initiative being developed quietly in the background and is another key piece in Gaming Machines hitting its F13 targets.

Regards

Pete

Peter Herring
General Manager - Product & Strategy
Crown Melbourne Limited
8 Whiteman Street Southbank 3006



Peter Herring

Subject: F13 Business Plan Presentation | GAMING MACHINES**Location:** Crown College Training Room3**Start:** Thu 15/03/2012 9:30 AM**End:** Thu 15/03/2012 11:30 AM**Recurrence:** (none)**Meeting Status:** Accepted**Organizer:** Greg Hawkins**Required Attendees:** Justine HENWOOD [Personal Information]; Richard LONGHURST [Personal Information] Peter Crinis; Peter Coyne
[Personal Information] Mario Natoli; Debra Tegoni [Personal Information] Greg Foord; Matthew Luttick;
Teesh Brien; Neil Spencer; Marie Braden; Peter Herring; Rick Bruce; Vartika Patel**Optional Attendees:** Rowen Craigie; Ken Barton**Importance:** High

Please advise of any additional participants from your team that may be required to attend the presentation.



Peter Herring

Subject: GM Tax Saving Initiative
Location: RL Office

Start: Mon 26/09/2011 1:00 PM
End: Mon 26/09/2011 1:30 PM

Recurrence: (none)

Meeting Status: Meeting organizer

Organizer: Peter Herring
Required Attendees: Peter Herring; Neil Spencer; Richard Longhurst

Or straight after Exec Meeting



Peter Herring

From: Peter Herring
Sent: Tuesday, 20 March 2012 4:39 PM
To: Greg Foord; Debra Tegoni
Cc: Neil Spencer
Subject: FW: Food Program

Greg/ Deb,

With reference to documented positions regarding the Food Program Tax Deduction from a finance and legal position we are just wondering if I could get an indication of when we will receive as we meet with Rowen for final time on this initiative next week with Greg, Richard and Neil.

Thanks

Pete

Peter Herring
General Manager - Product & Strategy
Crown Melbourne Limited
8 Whiteman Street Southbank 3006



From: Peter Herring
Sent: Thursday, March 15, 2012 8:23 AM
To: Greg Hawkins
Cc: Neil Spencer; Richard Longhurst
Subject: RE: Food Program

Greg,

With reference to the key questions about finance reporting and our legal position Neil and I have met with the relevant parties and expect a documented position from both finance (Greg Foord) and Legal (Deb.T) shortly, both have indicated a positive position.

Regards

Pete

Peter Herring
General Manager - Product & Strategy
Crown Melbourne Limited
8 Whiteman Street Southbank 3006



From: Greg Hawkins
Sent: Thursday, February 23, 2012 4:47 PM

To: Peter Herring
Cc: Neil Spencer; Richard Longhurst
Subject: RE: Food Program

Thanks

Greg Hawkins

From: Peter Herring
Sent: Thursday, February 23, 2012 4:26 PM
To: Greg Hawkins
Cc: Neil Spencer; Richard Longhurst
Subject: RE: Food Program

Greg,

Correct, the follow-up items were:

- Document reporting that goes to Treasury and VCGR
 - *I am meeting with Greg Foord on Tuesday*
- Update Risks and the Migration Strategies already implemented or about to be implemented
- Document the financial phasing of implementation

Once completed we will re convene and discuss next steps including sign-off by Rowen, as discussed in the meantime we will continue technical development and include in F13 roll forward.

Regards

Pete

Peter Herring
General Manager - Product & Strategy
Crown Melbourne Limited
8 Whiteman Street Southbank 3006

From: Greg Hawkins
Sent: Thursday, February 23, 2012 12:55 PM
To: Peter Herring
Cc: Neil Spencer; Richard Longhurst
Subject: Food Program

Thanks for the presentation the other day. Can you confirm what the next steps are that we agreed? From my perspective we were to review the format of the actual submission we send to Treasury to understand what is detailed on it, also more detail on risk scenarios..

Greg Hawkins
Chief Executive Officer | **Crown Melbourne Limited**

Web: www.crownmelbourne.com.au