

In Response to RFS 006 - Question 5

	FY20		FY19		FY18		FY17		FY16		FY15	
	Crown Melbourne \$m	Crown Resorts \$m	Crown Melbourne \$m	Crown Resorts \$m	Crown Melbourne \$m	Crown Resorts \$m	Crown Melbourne \$m	Crown Resorts \$m	Crown Melbourne \$m	Crown Resorts \$m	Crown Melbourne \$m	Crown Resorts \$m
REVENUE												
Total Program Revenue (Theoretical)⁽¹⁾	224.9	306.8	441.4	568.3	591.8	758.3	340.3	548.5	676.5	986.5	706.6	1,060.6
VIP Gaming Machines Program Play	46.7	46.7	48.8	48.8	42.2	42.2	40.9	40.9	25.9	25.9	17.2	17.2
VIP Gaming Machines Standard Play	9.3	9.3	19.8	19.8	17.1	17.1	17.1	17.1	18.6	18.6	18.3	18.3
VIP Table Games Standard Play	21.9	21.9	25.0	25.0	20.7	20.7	27.9	27.9	25.4	25.4	15.0	15.0
Total VIP Revenue⁽²⁾	302.8	384.7	535.0	661.9	671.8	838.3	426.2	634.4	746.4	1,056.4	757.1	1,111.1
EBITDA												
Reported Theoretical EBITDA⁽¹⁾	(18.5)	(1.5)	50.1	72.7	84.6	118.4	36.2	75.7	110.1	148.4	130.6	177.1
VIP Gaming Machines Program Play	31.5	31.5	34.1	34.1	29.0	29.0	28.5	28.5	17.6	17.6	11.0	11.0
VIP Gaming Machines Standard Play	5.4	5.4	11.3	11.3	9.8	9.8	9.9	9.9	10.9	10.9	10.4	10.4
VIP Table Games Standard Play	5.6	5.6	4.3	4.3	3.8	3.8	6.1	6.1	5.0	5.0	2.5	2.5
Total VIP EBITDA⁽²⁾	24.0	41.0	99.8	122.4	127.2	161.0	80.7	120.2	143.6	181.9	154.5	201.0

(1) Total Program Theoretical Revenue figures are consistent with Crown Resort's Annual Reports for the applicable years. Normalised revenue is based on 1.35% hold.

EBITDA agrees to Management Reports that align with the Annual Report.

Total Program Play includes: VIP International Program Play and VIP Interstate Commission Programs

Total Program Play does not include: Standard Complimentary Programs (non-commission programs) nor does it include Gaming Machines Commission Programs.

(2) Total VIP Revenue and EBITDA figures include Total Program Rlay Revenue and EBITDA, Table Games and Gaming Machines Standard Program Play Revenue and EBITDA and Gaming Machines Program Play Revenue and EBITDA