

In Response to RFS 006 - Question 6

	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												
International	207.7	255.7	395.3	464.1	530.5	628.7	295.0	397.9	647.1	844.1	672.5	917.5
Domestic	17.2	18.7	46.2	49.3	61.3	66.1	45.4	51.7	29.4	35.2	34.1	38.5
Total Program Play Revenue⁽¹⁾	224.9	274.4	441.4	513.4	591.8	694.9	340.3	449.7	676.5	879.2	706.6	955.9
EBITDA												
International	(12.1)	(6.8)	49.7	49.6	79.2	85.6	34.0	33.2	111.1	108.3	131.2	134.2
Domestic	(6.4)	(6.2)	0.5	0.2	5.4	6.2	2.2	3.2	(1.0)	0.4	(0.6)	1.1
Total Program Play EBITDA⁽¹⁾	(18.5)	(13.0)	50.1	49.9	84.6	91.8	36.2	36.5	110.1	108.7	130.6	135.3
VIP Revenue												
International Program Play	207.7	255.7	395.3	464.1	530.5	628.7	295.0	397.9	647.1	844.1	672.5	917.5
International Gaming Machines VIP	33.5	33.5	39.1	39.1	33.0	33.0	28.2	28.2	16.4	16.4	10.4	10.4
International Gaming Machines Standard	3.0	3.0	5.2	5.2	3.2	3.2	3.1	3.1	3.5	3.5	2.8	2.8
International	244.2	292.2	439.6	508.4	566.7	664.9	326.3	429.2	667.0	864.0	685.7	930.7
Domestic Program Play	17.2	18.7	46.2	18.7	61.3	18.7	45.4	18.7	29.4	18.7	34.1	18.7
Domestic Gaming Machines VIP	13.2	13.2	9.7	9.7	9.2	9.2	12.7	12.7	9.5	9.5	6.9	6.9
Domestic Gaming Machines Standard	6.2	6.2	14.6	14.6	13.9	13.9	14.0	14.0	15.0	15.0	15.5	15.5
Domestic Table Games Standard	21.9	21.9	25.0	25.0	20.7	20.7	27.9	27.9	25.4	25.4	15.0	15.0
Domestic	58.5	60.0	95.5	98.6	105.1	109.9	100.0	106.3	79.3	85.1	71.5	75.9
Total VIP Revenue⁽²⁾	302.7	352.2	535.0	607.0	671.8	774.9	426.2	535.6	746.3	949.0	757.2	1,006.5
VIP EBITDA												
International Program Play	(12.1)	(6.8)	49.7	(6.8)	79.2	(6.8)	34.0	(6.8)	111.1	(6.8)	131.2	(6.8)
International Gaming Machines VIP	23.6	23.6	28.1	28.1	22.8	22.8	19.8	19.8	11.2	11.2	6.5	6.5
International Gaming Machines Standard	1.8	1.8	3.1	3.1	1.9	1.9	1.8	1.8	2.1	2.1	1.7	1.7
International	13.3	18.6	80.9	80.8	103.9	110.3	55.6	54.8	124.4	121.6	139.4	142.4
Domestic Program Play	(6.4)	(6.2)	0.5	(6.2)	5.4	(6.2)	2.2	(6.2)	(1.0)	(6.2)	(0.6)	(6.2)
Domestic Gaming Machines VIP	7.9	7.9	6.0	6.0	6.2	6.2	8.7	8.7	6.4	6.4	4.5	4.5
Domestic Gaming Machines Standard	3.6	3.6	8.2	8.2	7.9	7.9	8.1	8.1	8.8	8.8	8.8	8.8
Domestic Table Games Standard	5.6	5.6	4.3	4.3	3.8	3.8	6.1	6.1	5.0	5.0	2.5	2.5
Domestic	10.7	10.9	19.0	18.7	23.3	24.1	25.1	26.1	19.2	20.6	15.2	16.9
Total VIP EBITDA⁽²⁾	24.0	29.5	99.8	99.6	127.2	134.4	80.7	81.0	143.6	142.2	154.6	159.3

(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 Play Revenue and EBITDA, Table Games and Gaming Machines Standard Program Play Revenue and EBITDA and Gaming Machines Program Play Revenue and EBITDA