

**From:** Jose Machado  
**Sent:** Thu, 25 Feb 2021 09:10:33 +1100  
**To:** Mark Mackay  
**Subject:** RE: Required information

Thanks Mark,

Ready to discuss when you are

**Best Regards,**

**Jose Machado**  
Finance and Commercial Manager – Gaming  
**Crown Melbourne Limited**

[REDACTED]  
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**From:** Mark Mackay [REDACTED]  
**Sent:** Wednesday, 24 February 2021 10:20 PM  
**To:** Jose Machado [REDACTED]  
**Cc:** Simon Noonan [REDACTED], Mary Vanin  
[REDACTED]

**Subject:** Re: Required information

Thanks Jose.  
Much appreciated will give you a call tomorrow to discuss.

Appreciate how much effort this took,

Cheers  
Mark Mackay

On 24 Feb 2021, at 6:47 pm, Jose Machado [REDACTED] wrote:

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**

m

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**From:** Jose Machado

**Sent:** Wednesday, 24 February 2021 3:08 PM

**To:** Mark Mackay

**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:

<image006.png>

Thank you

**Best Regards,**

**Jose Machado**  
Finance and Commercial Manager – Gaming  
**Crown Melbourne Limited**



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<image003.jpg>

<image004.png>

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**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:

<image007.png>

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

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