

Bonus Jackpots Review

Bonus Jackpots are used as part of the Crown Rewards Loyalty program to reward customers for their continued loyalty. Bonus Jackpots are specific to Gaming Machines and redeemed through varying methods as a loyalty benefit.

The items that fall under the category of Bonus Jackpots are as follows:

1. Pokie Credit Rewards (Welcome Back / Free Credits Program)
 - Based on Pokie Points earned on a Gaming Machine during a patron's last visit, will determine the patron's reward value
 - Senior Pokie Credit Reward receive a bonus \$3 at specific levels
2. Mail Outs (Bonus Pokie Offer)
 - These are Bonus Pokie Credit Offers sent via mail/EDM to Crown Reward Members for varying amounts
3. Pokie Credits (Match play)
 - These are Pokie Credits received by exchanging Crown Rewards points for Pokie Credits at any gaming machine
4. Random Riches (Carded Lucky Rewards)
 - Pokie Credit rewards based on earning Pokie Points on a gaming machine for specific groups, dates and times of Crown Rewards Members
5. Jackpot Payments
 - Pokie Credit payments as Pokie Credits from Lucky Time Jackpots
6. Consolation
 - Consolation payments e.g. issued from Lucky Time Jackpots or Lucky Numbers
7. Pokie Credit Tickets
 - Promotional Pokie Credit Game Tickets issued to players for redemption at Gaming Machines
 - These Pokie Credits are non-cashable and non-transferable
8. Bonus Jackpots
 - Based on Pokie Points earned on Gaming Machines
 - o Carpark 25 Pokie Points in a day
 - o Valet Parking for Black and Platinum Crown Rewards - 1,000 Pokie Points
 - o Hotel Night Benefits Crown Rewards Rewards Black - 1,000 Pokie Points
 - o Hotel Night Benefits Crown Rewards Rewards Platinum - 1000 Pokie Points
 - o Dining Rewards, the amount issued is based on Pokie Points earned on Gaming Machines during a visit example:
 - Receive \$7.50 Dining Reward by earning 150 points on gaming machines in a day

Points to note:

- All bonuses and bonus jackpots are only deducted from Gaming Machine Revenue at the time they are redeemed.
- All the Bonus and Bonus Jackpots are issued via the EMS (Electronic Monitoring System) and all changes to these systems are tested by the approved testing facility, recommended to VCGLR and subsequently approved prior to implementation. (example attached)

The current Technical Requirements Document (TRD1995) that Crown Melbourne operates under has recently been reviewed and a revised document approved by the VCGLR (TRD2020) is being reviewed with BMM (approved testing facility) to determine the changes required for Crown

Melbourne to meet the new requirements. An implementation date for the TRD2020 has not yet been agreed with VCGLR.

MinterEllison – Extract on the advice received 18th Nov 2018 in regards to the Gaming Machine Bonus Jackpot Program in reference to a deductible from Gross Gaming Revenue (GGR).

REDACTED - PRIVILEGE



The estimated deductions from GGR for the Gaming Machines Bonus Jackpots program (Excl Welcome Back) from F2012 to F2021 is below: