



NEW JERSEY DEPARTMENT OF LAW & PUBLIC SAFETY

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Division of Gaming Enforcement

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DGE Announces Quarterly and Year-To-Date Results

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ATLANTIC CITY —

According to financial reports filed with the Division of Gaming Enforcement, the casino licensees' Total Revenue increased 0.6% to \$2.7 billion and Combined Sales (which includes sales from third party businesses as defined) increased 0.2% to \$2.88 billion for the nine months ended September 2017, as illustrated below:

Industry Total Revenue and Combined Sales

For the Nine Months Ended (\$ in Thousands)	September 30, 2017	September 30, 2016	Change
Casino Licensees:			
Casino	\$ 1,962,767	\$ 1,933,244	1.5%
Rooms	304,492	320,251	-4.9%
Food and Beverage	327,140	334,964	-2.3%
Entertainment and Other	128,434	118,893	8.0%
Casino Licensees Total Revenue	2,722,833	2,707,352	0.6%
Third Party Business Sales	154,828	164,725	-6.0%
Combined Sales	\$ 2,877,661	\$ 2,872,077	0.2%

Additionally, the casino licensees' Gross Operating Profit increased 19.8% to \$561.2 million for the nine months ended September 2017.

NJ Department of Law and Public Safety / Office of the Attorney General:

Divisions -- Alcoholic Beverage Control · Civil Rights · Consumer Affairs · Criminal Justice ·
Gaming Enforcement · Highway Traffic Safety · Law · State Police

Hotel Occupancy

The occupancy rate in the industry's casino hotels for the nine months ended September 2017 was 89.2%, which is 3.4 percentage points higher than the comparable period last year.

The following notes are integral to understanding the financial information contained in this press release. The notes provide a description and source of the data.

Notes:

- Entertainment and Other Revenue reflects concert and show admissions, casino-owned spa revenue, casino-owned retail sales, rental income and other miscellaneous revenue sources.
- Total Revenue is the amount reported on line 5 of the income statement and is not the same as Net Revenue, which is reported on line 7 of the income statement. Net revenue is after promotional allowances are deducted.
- Third Party Businesses reflect individuals or entities that lease space within the casino licensees whose sales are not included in the revenues reported by the casino licensees. Only businesses that provide food, beverage, retail, entertainment, or hospitality-related items were included in the statistics.
- Gross Operating Profit reflects earnings before interest, taxes, depreciation, amortization, charges from affiliates, and other miscellaneous items. It is a widely-accepted measure of profitability in the Atlantic City gaming industry.
- The footnotes are an integral part of each licensee's financial statements. Valid comparisons cannot be made without using the information contained in the footnotes.
- Current Operators reflect active operators reporting revenue during the last day of the current quarter. Discontinued Operators include Taj Mahal.

Additional information on Atlantic City tourism can be found on the Casino Reinvestment Development Authority's website at: <http://www.atlanticcitynj.com/about/stats.aspx>

Reports filed by the individual casinos can be found at the Division's website at: <http://www.nj.gov/oag/ge/quarterlyfinancialrpt.html>

**ATLANTIC CITY CASINO INDUSTRY
STATEMENT OF INCOME STATISTICS
FOR THE QUARTER ENDED SEPTEMBER 30, 2017 AND 2016
(\$ in Thousands)**

	Total Revenue			Net Revenue			Gross Operating Profit		
	2017	2016	Variance	2017	2016	Variance	2017	2016	Variance
Casino Hotels:									
Bally's AC	92,133	89,538	2.9%	68,410	67,840	0.8%	18,167	16,413	10.7%
Borgata (a)	320,270	310,542	3.1%	244,077	242,876	0.5%	81,843	82,174	-0.4%
Caesars (b)	125,413	121,982	2.8%	89,454	90,298	-0.9%	29,087	26,232	10.9%
Golden Nugget (a)	88,105	85,375	3.2%	65,145	62,661	4.0%	12,804	11,094	15.4%
Harrah's	158,613	153,038	3.6%	116,229	116,664	-0.4%	37,747	37,408	0.9%
Resorts Casino (c)	72,239	67,333	7.3%	52,794	50,382	4.8%	10,771	10,742	0.3%
Tropicana (a)	144,895	129,460	11.9%	115,999	104,040	11.5%	46,211	27,666	67.0%
Trump Taj Mahal	-	53,755	N/A	-	37,935	N/A	-	(5,522)	N/A
Internet Gaming Only:									
CIENJ (b)	9,061	6,535	38.7%	9,061	6,521	39.0%	3,780	2,432	55.4%
Resorts Digital (c)	18,846	5,997	214.3%	17,420	4,713	269.6%	12,183	570	N/A
Industry Total	<u>\$ 1,029,575</u>	<u>\$ 1,023,555</u>	0.6%	<u>\$ 778,589</u>	<u>\$ 783,930</u>	-0.7%	<u>\$ 252,593</u>	<u>\$ 209,209</u>	20.7%
Current Operators (d)	<u>\$ 1,029,575</u>	<u>\$ 969,800</u>	6.2%	<u>\$ 778,589</u>	<u>\$ 745,995</u>	4.4%	<u>\$ 252,593</u>	<u>\$ 214,731</u>	17.6%

(a) Casino Licensees with Internet gaming operation. The statistics in the table include each licensee's share of the revenue and Gross Operating Profit associated with Internet gaming operations.

(b) Caesars Interactive Entertainment NJ (CIENJ) operates under an Internet Gaming Permit issued to Caesars. As a separate reporting casino licensee, CIENJ's revenue and GOP statistics are included in the table.

(c) Resorts Digital operates under an Internet Gaming Permit issued to Resorts Casino. As a separate reporting casino licensee, Resorts Digital's revenue and GOP statistics are included in the table.

(d) Trump Taj Mahal ceased operations on October 10, 2016 and is excluded from Current Operator statistics.

The notes contained in the Quarterly Press Release and the footnotes contained in the Quarterly Report are an integral part of each licensee's financial results. Valid comparisons cannot be made without using this information.

**ATLANTIC CITY CASINO INDUSTRY
STATEMENT OF INCOME STATISTICS
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2017 AND 2016
(\$ in Thousands)**

	Total Revenue			Net Revenue			Gross Operating Profit		
	2017	2016	Variance	2017	2016	Variance	2017	2016	Variance
Casino Hotels:									
Bally's AC	238,873	234,857	1.7%	176,800	175,872	0.5%	34,097	33,325	2.3%
Borgata (a)	852,586	816,245	4.5%	654,585	636,516	2.8%	211,276	188,319	12.2%
Caesars (b)	342,768	312,016	9.9%	246,915	230,290	7.2%	74,727	62,815	19.0%
Golden Nugget (a)	238,830	222,597	7.3%	176,555	165,501	6.7%	29,769	24,351	22.2%
Harrah's	428,702	420,582	1.9%	314,002	320,676	-2.1%	87,485	94,638	-7.6%
Resorts Casino (c)	184,790	168,510	9.7%	136,364	126,144	8.1%	20,307	16,441	23.5%
Tropicana (a)	378,046	328,083	15.2%	298,579	260,712	14.5%	81,300	44,713	81.8%
Trump Taj Mahal (d)	-	168,914	N/A	-	121,466	N/A	-	(3,442)	N/A
Internet Gaming Only:									
CIENJ (b)	22,987	19,831	15.9%	22,987	19,753	16.4%	8,183	7,657	6.9%
Resorts Digital (c)	35,251	15,717	124.3%	30,733	11,882	158.7%	14,063	(397)	N/A
Industry Total	<u>\$ 2,722,833</u>	<u>\$ 2,707,352</u>	0.6%	<u>\$ 2,057,520</u>	<u>\$ 2,068,812</u>	-0.5%	<u>\$ 561,207</u>	<u>\$ 468,420</u>	19.8%
Current Operators (d)	<u>\$ 2,722,833</u>	<u>\$ 2,538,438</u>	7.3%	<u>\$ 2,057,520</u>	<u>\$ 1,947,346</u>	5.7%	<u>\$ 561,207</u>	<u>\$ 471,862</u>	18.9%

(a) Casino Licensees with Internet gaming operation. The statistics in the table include each licensee's share of the revenue and Gross Operating Profit associated with Internet gaming operations.

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The notes contained in the Quarterly Press Release and the footnotes contained in the Quarterly Report are an integral part of each licensee's financial results. Valid comparisons cannot be made without using this information.

**ATLANTIC CITY CASINO INDUSTRY
HOTEL STATISTICS
FOR THE QUARTER ENDED SEPTEMBER 30, 2017**

CASINO	NUMBER OF GUEST ROOMS IN PROPERTY*	NUMBER OF AVAILABLE ROOM NIGHTS	NUMBER OF OCCUPIED ROOM NIGHTS	OCCUPANCY RATE	AVERAGE RATE PER OCCUPIED ROOM
Bally's AC	1,251	114,987	111,197	96.7%	111.12
Borgata	2,767	254,564	247,035	97.0%	142.53
Caesars	1,141	104,932	103,490	98.6%	121.75
Golden Nugget	716	65,872	56,454	85.7%	92.78
Harrah's	2,587	236,297	225,918	95.6%	118.30
Resorts	942	86,664	83,883	96.8%	99.97
Tropicana	2,263	199,493	190,432	95.5%	105.58
INDUSTRY TOTAL	11,667	1,062,809	1,018,409	95.8%	\$118.44

* Number of guest rooms at end of quarter

**ATLANTIC CITY CASINO INDUSTRY
HOTEL STATISTICS
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2017**

CASINO	NUMBER OF GUEST ROOMS IN PROPERTY*	NUMBER OF AVAILABLE ROOM NIGHTS	NUMBER OF OCCUPIED ROOM NIGHTS	OCCUPANCY RATE	AVERAGE RATE PER OCCUPIED ROOM
Bally's AC	1,251	341,136	303,404	88.9%	105.32
Borgata	2,767	755,391	682,857	90.4%	134.39
Caesars	1,141	311,330	287,525	92.4%	113.68
Golden Nugget	716	195,468	156,197	79.9%	85.16
Harrah's	2,587	684,080	610,801	89.3%	112.47
Resorts	942	235,902	221,355	93.8%	89.76
Tropicana	2,263	570,000	498,127	87.4%	92.77
INDUSTRY TOTAL	11,667	3,093,307	2,760,266	89.2%	\$110.31

* Number of guest rooms at end of quarter