



Rivers Casino Floor Reconfiguration Proposal

- John Donnelly – Attorney for Petitioner
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- Derek Peluso – Director of Slot Operations

Proposed Slot Reduction Project



	Current Unit Count	Proposed Reduction	Proposed Unit Count
Slots	2,283	-302	1,981
Tables	95	0	95
ETGs	55	0	55
Poker Tables	30	0	30

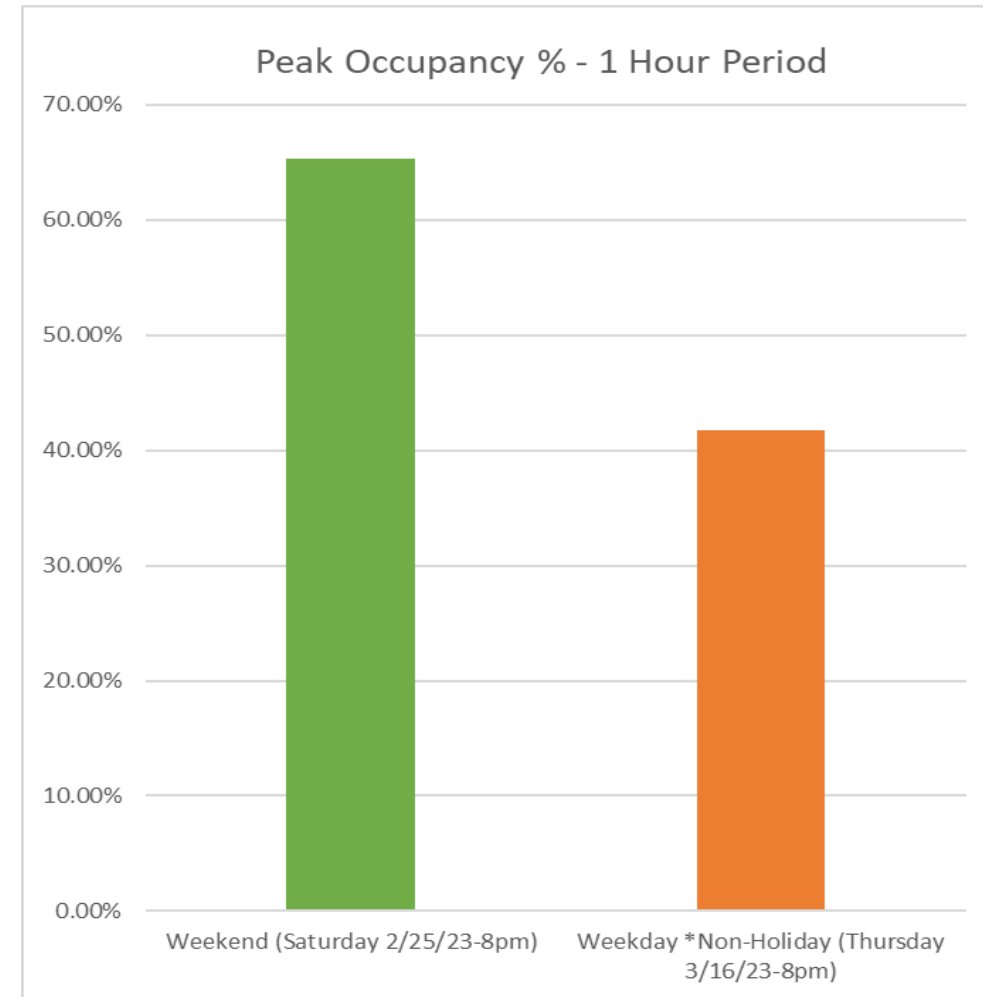
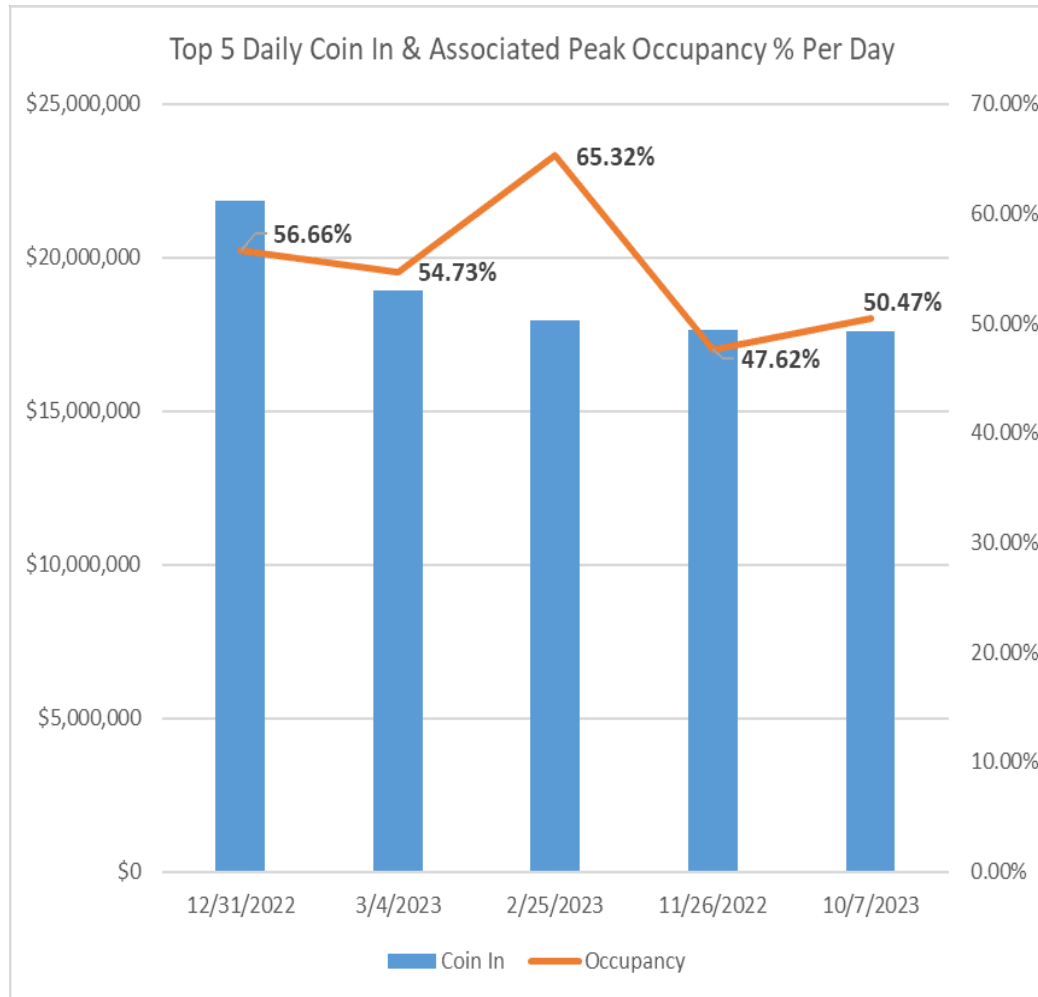
- We are seeking approval to reconfigure our gaming floor which will result in the overall reduction of our slot count by 302 units.
- Our proposed reconfiguration will allow us to create a better gaming experience for our players by introducing wider pathways, less middle seats, and more comfortable banking configurations. A reduction is necessary in achieving this in part due to the size differences between old and new slot machines (example on the next slide).
- As you will see in this presentation, our current supply of slot units is significantly higher than our demand.
- This proposal does not affect the counts for Tables, ETGs, or Poker Tables.
- Our goal is to maximize slot revenue by offering the best player experience possible.

Slot Machine Dimensions: Old vs New



- Aristocrat Viridian 19 (left)
 - Width – 23”
 - Height – 54”
 - Depth – 16”
- Light & Wonder Horizon (right)
 - Width – 53”
 - Height – 112”
 - Depth – 46”

Over-Supply / Under Utilization



Peak occupancy in this date range was 65.32%, or 1,518 units being played. The same amount of units being played in our proposed map translates to be 76.63% occupancy.

Hourly Occupancy by Day of Week



Gaming Day Hour

Day of the Week	6:00	7:00	8:00	9:00	10:00	11:00	12:00	13:00	14:00	15:00	16:00	17:00	18:00	19:00	20:00	21:00	22:00	23:00	0:00	1:00	2:00	3:00	4:00	5:00	Daily Occ Avg.
Monday	1.50%	1.58%	2.10%	3.31%	5.66%	10.70%	12.48%	14.08%	14.99%	14.52%	13.49%	13.48%	13.97%	13.78%	13.81%	12.17%	11.06%	8.49%	6.74%	5.03%	3.73%	2.63%	1.78%	1.24%	8.43%
Tuesday	1.21%	1.13%	1.52%	2.65%	4.44%	8.66%	10.80%	12.27%	13.72%	12.59%	12.45%	12.58%	13.82%	14.33%	14.89%	13.35%	12.00%	9.44%	7.60%	5.58%	4.44%	2.95%	2.17%	1.63%	8.18%
Wednesday	1.33%	1.29%	1.72%	2.81%	4.91%	8.96%	11.52%	12.80%	14.39%	14.00%	13.85%	15.09%	17.98%	18.79%	20.31%	17.37%	14.43%	11.74%	9.33%	6.79%	5.04%	3.41%	2.38%	1.75%	9.67%
Thursday	1.43%	1.58%	2.33%	3.69%	6.46%	10.99%	13.56%	16.02%	19.74%	19.08%	20.98%	21.37%	25.79%	26.16%	29.33%	24.27%	19.50%	15.66%	12.41%	8.80%	6.44%	4.42%	3.10%	2.28%	13.14%
Friday	2.11%	2.38%	4.61%	10.16%	15.98%	23.23%	26.98%	29.59%	31.53%	30.38%	29.75%	31.10%	33.91%	36.59%	41.01%	42.41%	39.73%	34.89%	28.59%	20.64%	13.76%	8.96%	5.42%	3.81%	22.81%
Saturday	2.95%	4.16%	6.77%	10.50%	15.50%	21.48%	25.33%	29.35%	33.74%	35.46%	35.32%	35.85%	36.84%	38.52%	42.13%	42.75%	40.12%	35.03%	29.18%	21.19%	13.98%	9.47%	5.72%	3.86%	23.97%
Sunday	2.74%	2.87%	4.38%	7.19%	10.73%	15.23%	17.69%	21.00%	26.24%	27.15%	28.07%	28.03%	27.61%	25.45%	25.79%	22.79%	19.52%	15.33%	12.28%	8.79%	6.01%	3.93%	2.57%	1.72%	15.13%
Hourly Avg.	1.89%	2.14%	3.35%	5.76%	9.10%	14.18%	16.91%	19.30%	22.05%	21.88%	21.99%	22.50%	24.28%	24.80%	26.75%	25.02%	22.34%	18.65%	15.16%	10.97%	7.63%	5.11%	3.31%	2.33%	14.47%

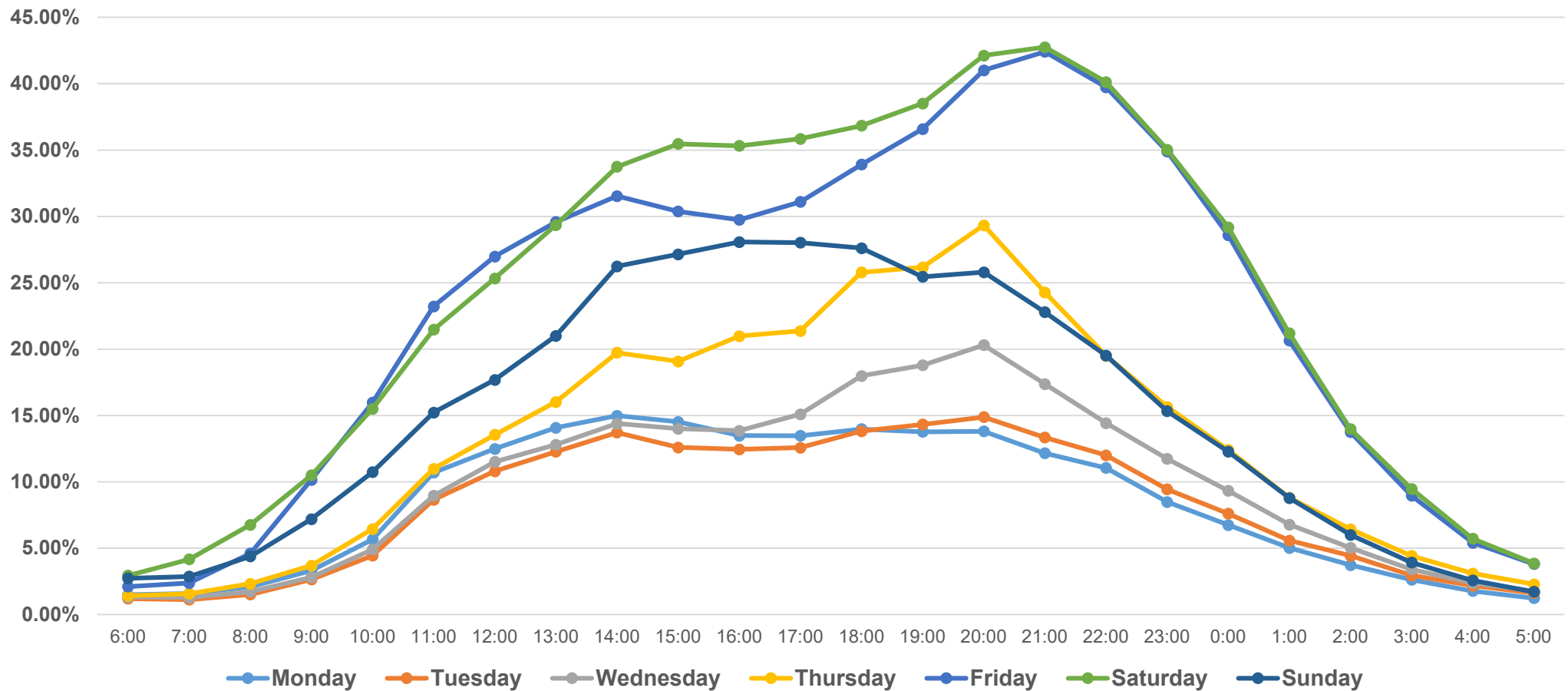
	Greater than 40% occupancy
	Between 30% and 40% occupancy
	Between 20% and 30% occupancy
	Between 10% and 20% occupancy
	Less than 10% occupancy

Date range is November '22 – October '23. Avg. unit count 2,339.

Hourly Occupancy by Day of Week



Hourly Average Occupancy



Date range is November '22 – October '23

Slot Machine Age and Performance



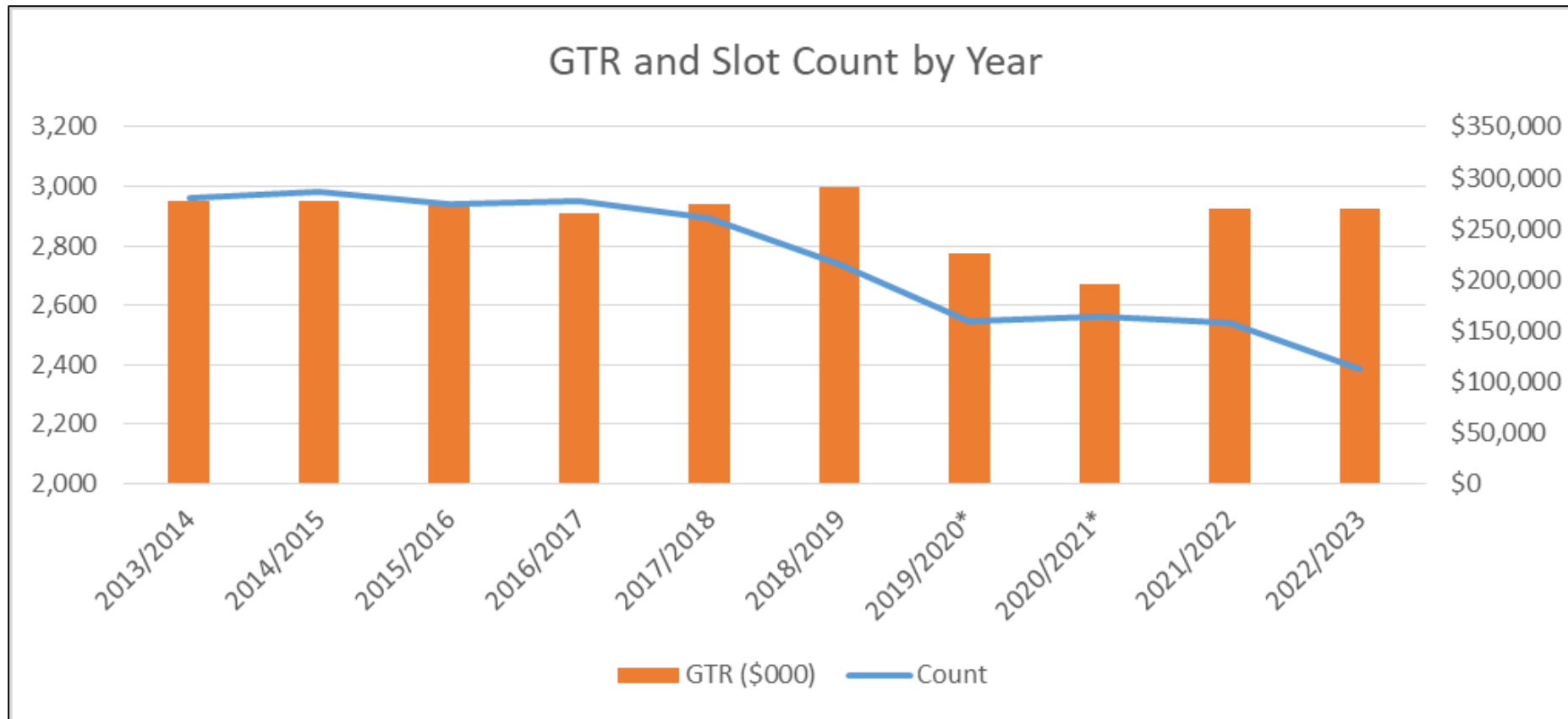
- We are proposing to remove our lowest performing and oldest units.
- Units that are 7 years old or newer outperform their older counterparts by 55%.
- Parts required to keep the older units operational are becoming more scarce and expensive.
- Rivers spent \$2.9M on new slot machines in 2023.

Slot Machine Age	Number of Units
Less than 1 Year	217
1 Year	172
2 Years	131
3 Years	111
4 Years	207
5 Years	188
6 Years	172
7 Years	116
8 Years	114
9 Years	99
10 Years	100
11 Years	53
12 Years	37
13 Years	46
14 Years	520

Property Slot GTR Trend



Year	2013/2014	2014/2015	2015/2016	2016/2017	2017/2018	2018/2019	2019/2020*	2020/2021*	2021/2022	2022/2023
Count	2,962	2,980	2,938	2,948	2,893	2,736	2,548	2,559	2,540	2,385
GTR (\$000)	\$277,076	\$277,903	\$272,033	\$265,345	\$274,238	\$291,107	\$226,390	\$196,095	\$270,162	\$269,503
Changes in Competitive Landscape					Fantasy Contests launched	Sports Wagering launched	Live! Casino Pittsburgh opened, iGaming and VGT launched	iGaming launched in WV		Sports Wagering launched in Ohio



End of Life Slot Machines



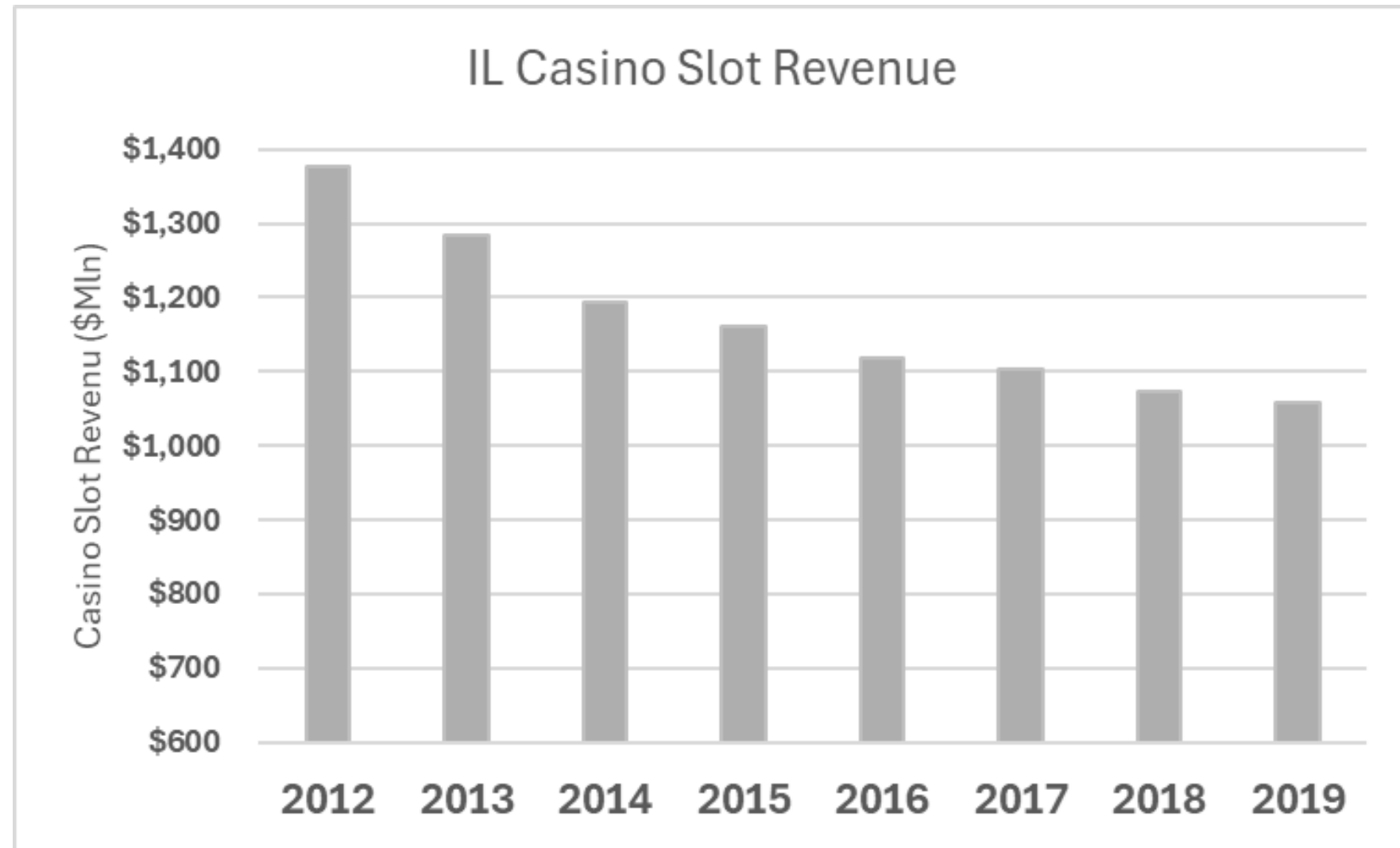
- Rivers has a large number of End of Life slot machines (no longer being supported by the manufacturer):

# of In House Games	# of EOL Games	% of EOL Games
2,182	993	45.51%

- With our reduction proposal, our EOL percentage will go down to 36.76%.
- Rivers anticipates a reinvestment of over \$2 million on new slot machines in 2024.

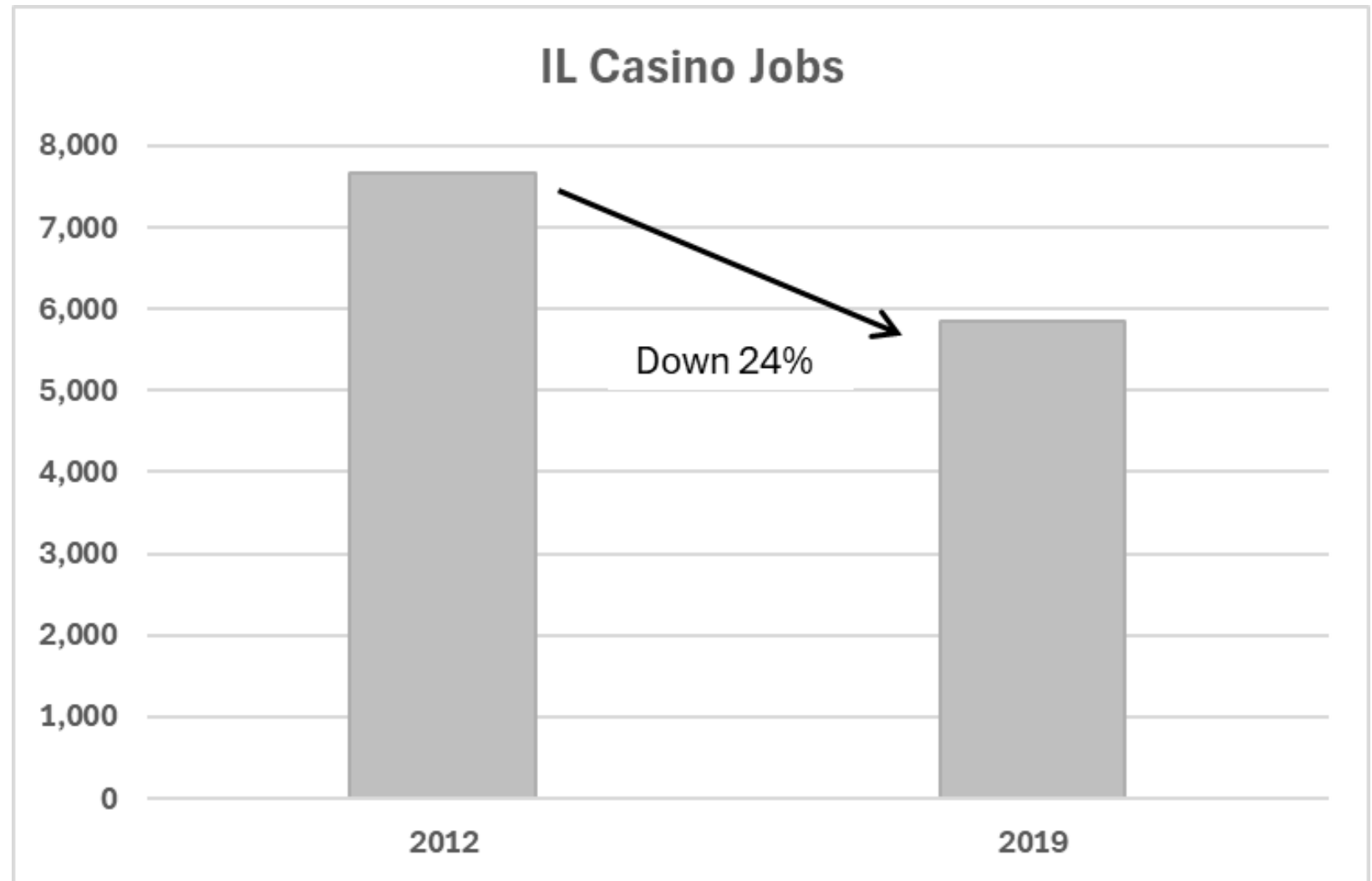
VGT IMPACT ON ILLINOIS CASINO BUSINESS

- Casino slot revenues in IL down 35% on inflation adjusted basis



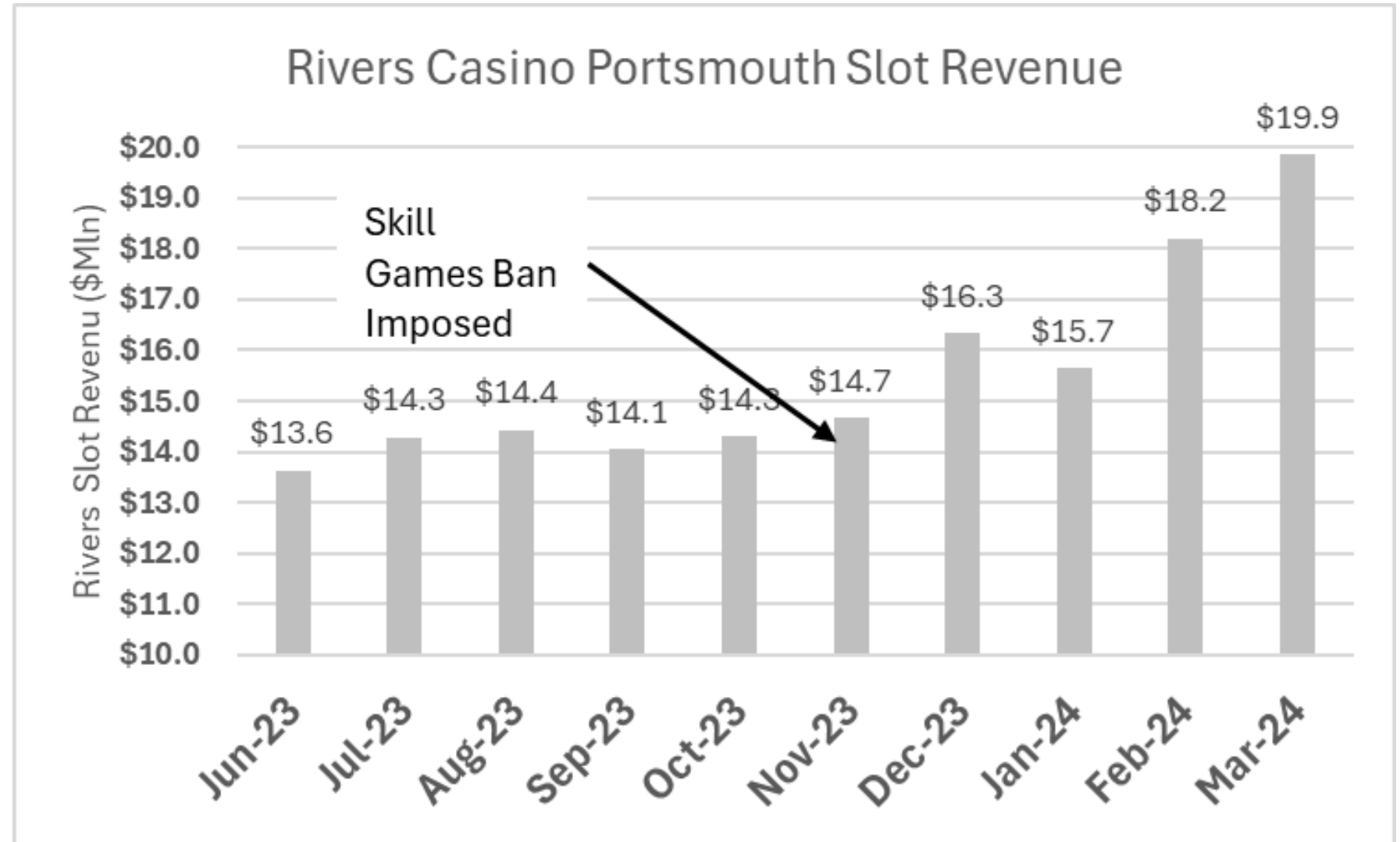
VGT IMPACT ON ILLINOIS CASINO BUSINESS

- Resulting job loss (pre-covid)



SKILL GAMES IMPACT ON VIRGINIA CASINO BUSINESS

- Slot revenues have jumped at the Porsmouth casino since skilled games ban was implemented



Thank you

