



## FANTINI'S GAMING REPORT®

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### Special Reporting Service

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### *Fantini's COVID-19 Gaming Daily*

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**NOTE:** As casinos are making plans and reopening we welcome all news and developments for these and anything COVID-19 related. Send your news releases to us at [Editor@FantiniResearch.com](mailto:Editor@FantiniResearch.com). In addition, you may reach Editor Blake Weishaar at [BWeishaar@FantiniResearch.com](mailto:BWeishaar@FantiniResearch.com) or by phone at +1 302 730 3793.

**NOTE 2:** Everi CEO Mike Rumbolz discusses a post-COVID-19 outlook on the gaming industry and products that EVRI has that he believes will be important to that recovery, in a CEO One-On-One video interview with Frank Fantini:  
<https://www.youtube.com/watch?v=ILYzMEdoQ-4>.

#### THEY'RE OFF!

By the time most of you read this, casinos will have opened in Nevada and we'll get our first inklings of whether the pent-up demand exhibited in regional markets reaches the Las Vegas Strip.

Early indications are that Las Vegas will see an enthusiastic, if not crowded, reopening, even though anecdotal reports are that some visitors are changing plans out of fear of political protests on the Strip.

The Las Vegas Review-Journal reported that Orbitz.com has seen higher demand for Las Vegas this week, and that Spirit Airlines is resuming flights on Friday. Southwest, Spirit and Allegiant report a big increase in tickets sold to Las Vegas since Gov. Steve Sisolak last week confirmed casinos would be reopening.

Hotel rooms are being booked at a greater rate than airline tickets, suggesting many initial customers will be driving in, the newspaper speculated.

MGM, which opened with Bellagio and New York-New York, plans to add Excalibur next Thursday.

And in what may be the biggest good news for Las Vegas, its largest convention, the 175,000-attendee CES, will return in January, the Review-Journal reported.

Some of the openings are being slightly delayed, with Wynn opening at 10 a.m. Thursday rather than 12:01 a.m. and El Cortez in downtown moving its start to 8 a.m.

#### OPENING DEMAND HIGH SO FAR

Meanwhile, pent-up demand has been evident at reopened casinos elsewhere.

Midweek customer volumes are approaching weekend volumes at Gaming and Leisure Properties' casinos in Louisiana and Maryland, Felicia Hendrix of Barclays quoted CEO Peter Carlino.

Unemployed people receiving COVID-relief checks have more money and time for gambling, Carlino said.

Customers piled up at Riverside casino in Iowa when the it opened Monday, the Cedar Rapids Gazette reported.

There were as many as 425 gamblers on the casino floor just before 1 p.m. Monday after opening at 6 a.m., nearing the 600-person limit.

Internationally, SkyCity has turned profitable since the company reopened its Auckland and Hamilton casinos in New Zealand on May 14.

Domestic operations have exceeded expectations at both casinos with slot revenue already at 80 percent of average daily for the eight months prior to the virus, SKC said.

Table games revenue is at 50 percent of daily average.

Hotel occupancy has reached 90 percent on weekends due to special offers with room rates 35 percent lower than usual.

## MORE OPENINGS

- Caesars will resume thoroughbred racing at Harrah's Louisiana Downs near Shreveport on Saturday without spectators until further notice.
- Gun Lake casino in Michigan will reopen June 8 with the buffet closed and with fewer slot machines and table games.
- Jacobs Entertainment will open Sands Regency in Reno on June 24.
- The Navajo Nation will reopen its Arizona and New Mexico casinos by mid-June.
- Pennsylvania. Penn National's Meadows and Rush Street's Rivers Pittsburgh will open next Tuesday as Pennsylvania casinos reopen.
- The Pokagon Indians' Four Winds casinos in Indiana and Michigan will open June 15.
- UK can reopen July 4 with strict anti-COVID-19 standards put in place.

International gamblers will have to complete a 14-day quarantine to be allowed to enter casinos.

## MACQUARIE SEES SLOW RECOVERY

Chad Beynon of Macquarie updated targets and estimates on US gaming operators as casinos begin to reopen.

He expects Las Vegas gaming revenues to fall 24 percent next year vs. last year and fall 12 percent in 2022 vs. last year.

Third and fourth quarter revenues should only be 40 to 55 percent of typical levels, Beynon said.

Regional revenues next year should be down only 10 percent vs. last year. This year's third and fourth quarters should be down 65 to 75 percent from typical levels, he said.

A slow near-term ramp up is expected in Macau though the market should recover sharply next year, with revenue down only 6 percent from last year, he said.

Las Vegas Sands' Londoner and SJM's Grand Lisboa Palace openings should help the recovery in Macau.

Beynon's outlook:

| Company | Target | Change | -----EPS----- |        |        |
|---------|--------|--------|---------------|--------|--------|
|         |        |        | 2020          | 2021   | 2022   |
| Boyd    | \$24   | NA     | (\$ 2.40)     | \$0.98 | \$1.68 |

|                  |        |        |           |          |          |
|------------------|--------|--------|-----------|----------|----------|
| Century Casinos  | \$7    | NA     | (\$ 2.56) | \$0.04   | \$0.28   |
| Full House       | \$2.50 | NA     | (\$ 1.10) | nil      | \$0.16   |
| Golden Ent       | \$15   | - \$3  | (\$ 5.52) | (\$1.60) | (\$0.77) |
| Las Vegas Sands  | \$59   | +\$1   | \$ 0.32   | \$2.60   | \$3.17   |
| MGM              | \$25   | NA     | (\$ 2.51) | \$0.25   | \$1.49   |
| Monarch Casino   | \$42   | - \$2  | \$ 0.15   | \$2.46   | \$2.93   |
| Penn National    | \$25   | - \$10 | (\$ 9.09) | \$0.68   | \$1.37   |
| Red Rock Resorts | \$18   | NA     | (\$ 2.87) | \$0.43   | \$0.82   |
| Wynn             | \$80   | - \$3  | (\$11.25) | \$0.31   | \$2.16   |

| Company          | -----EBITDA----- |                 |                 |
|------------------|------------------|-----------------|-----------------|
|                  | 2020             | 2021            | 2022            |
| Boyd             | \$345 million    | \$770 million   | \$843 million   |
| Century Casinos  | \$23 million     | \$69 million    | \$77 million    |
| Full House       | (\$12 million)   | \$20 million    | \$24 million    |
| Golden Ent       | \$66 million     | \$163 million   | \$182 million   |
| Las Vegas Sands  | \$2.066 billion  | \$4.290 billion | \$4.799 billion |
| MGM              | \$423 million    | \$2.203 billion | \$2.955 billion |
| Monarch Casino   | \$27 million     | \$85 million    | \$96 million    |
| Penn National    | \$671 million    | \$1.465 billion | \$1.574 billion |
| Red Rock Resorts | \$129 million    | \$386 million   | \$443 million   |
| Wynn             | \$33 million     | \$1.418 billion | \$1.672 billion |

#### COMPANIES: TBTC

- TABLE TRAC aided re-openings for 15 casino partners in the US and Caribbean with the Dynamic Automatic Social Distancing software for slots, which shuts down surrounding slots when a gambler sits down at a machine.

TBTC said that this month it will work with properties reopening in California, Iowa and Nevada.

#### DOING GOOD: GARY PLATT

- GARY PLATT. The casino chair manufacturer donated hundreds of protective masks to the Navajo Nation.

#### FANTINI'S VIRTUAL TRADE SHOW

As COVID-19 has caused the cancellation of many trade shows, now is the time to turn to a virtual show to display and advertise all your product lines and news events too. To exhibit your company, contact Dee Wild-Shyver at [DWild@FantiniResearch.com](mailto:DWild@FantiniResearch.com).

See products, demos, and news from exhibitors at [www.FantinisGamingShow.com](http://www.FantinisGamingShow.com).

## CONVENTIONS, TRADE SHOWS, CONFERENCES, EXPOS

Shows and conferences have been canceled or postponed due to the coronavirus outbreak. As new dates become available or for those that transition to webinars, they will be listed in our online calendar at <https://www.fantiniresearch.com/conventions.html>.

## ABOUT THIS REPORT:

*In Fantini's COVID-19 Gaming Daily report we consolidate all developments about the virus that have business and investment implications for the gaming industry. We will post them on our website until further notice. Fantini's COVID-19 Gaming Daily is a Special Report that is included with all levels of Fantini's Gaming Report subscriptions.*

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