



CASINO ASSOCIATION OF NEW JERSEY

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NEW JERSEY CASINOS REPORT SECOND QUARTER 1995 FINANCIAL RESULTS

Nicholas R. Amato, President of the Casino Association of New Jersey (CANJ) announced today, "Atlantic City's 12 casino hotels second quarter net income sky rocketed to an explosive **239 percent** to \$47.2 million compared to \$13.9 million in the second quarter of 1994."

"The Atlantic City Casino Hotels gross operating profit soared **20.2 percent** or \$44.6 million to \$265.1 million from \$220.5 million reported for the second quarter of 1994."

"Second quarter 1995 net revenue increased **8.5 percent** over 1994 to a record high \$1.03 billion. Total operating expenses increased only 4.9 percent. Income from operations jumped 28.3 percent to \$183.8 million from \$143.3 million."

Amato said, "These are very impressive numbers, not only when compared to the second quarter of 1994, but compared to any second quarter since gaming began in New Jersey seventeen years ago."

"Ten casinos reported a net profit for the second quarter and eleven casinos reported improved results (before extraordinary items) when compared to the second quarter of 1994."

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Amato pointed to several factors for the outstanding second quarter of 1995.

- "Management's continued ability to increase revenue while at the same time containing costs. Industry revenue for the second quarter of 1995 increased by \$80.6 million while operating expenses increased only \$35.9 million."
- "Casino hotel renovation and expansion programs enabled the casinos to offer patrons additional slot machines and new games such as Keno and Poker." Amato said, "Judging by the ten percent increase in casino revenue our patrons are getting the games they want."
- "A strong steady growth market."

Amato also compared the industry's performance during the first half of 1995 to the first half of 1994:

- "Net income (before extraordinary items) soared 200 percent, \$75.9 million to \$38 million as compared to a loss of -\$37.9 in 1994."
- "Net revenue increased 11.5 percent or \$201 million to \$1.949 billion from \$1.748 billion in 1994."
- "Gross Operating Profit jumped 32.5 percent \$112.3 million to \$457.7 million from \$345.4 million in 1994."

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Amato noted certain positive indicators which makes Atlantic City attractive to investors."

- "Monthly record-setting gross casino revenue for fourteen consecutive months, with July 1995 generating the largest monthly casino revenue (\$351.8 million) in the history of Atlantic City gaming."
- "Eleven consecutive months where the growth rate of gross casino revenue exceeded the rate of inflation."

- “For the fiscal year ending June 30, 1995 record revenue results in combination with management’s ability to contain costs produced exceptional gross operating profits.”
- “Top Wall Street firms such as Wertheim Schroder and Co., Salomon Brothers, Prudential Securities, Morgan Stanley and Dean Witter have recently issued reports touting Atlantic City as a “sleeping giant” and a place to invest.”
- “Casino operators are either expanding or have announced plans to expand---more than \$1 billion in hotel, casino projects adding 4,000+ hotel rooms and 160,000 square feet of additional casino space.”
- “Two new developers, (Steve Wynn-Mirage-Circus Circus) announced plans to build 2,000 room casino hotels in the City’s Marina district.”
- “The recent licensing of Ronald Perelman and Hilton and pending application for licensure of Marvin Davis.”

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STATEMENT OF INCOME (a)
ALL CASINO HOTELS
APRIL - JUNE 1995
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(UNAUDITED - \$ IN THOUSANDS)

	RESORTS	CAESARS	BALLY'S	SANDS	HARRAH'S	THE GRAND	CLARIDGE	TROPWORLD	TRUMP PLAZA	TRUMP'S CASTLE	SHOWBOAT	TRUMP TAJ MAHAL	TOTAL INDUSTRY
REVENUES													
CASINO	\$68,582	\$94,261	\$90,068	\$66,460	\$79,243	\$66,475	\$42,679	\$80,239	\$74,252	\$64,291	\$88,387	\$129,765	\$944,702
ROOMS	4,018	4,507	9,818	2,451	4,898	4,258	2,294	5,787	4,908	5,196	5,183	11,075	\$64,393
FOOD & BEVERAGE	6,654	10,446	11,346	7,347	8,905	9,113	5,093	9,592	10,630	7,652	10,907	14,230	111,915
OTHER	3,206	3,214	2,298	730	2,250	2,138	342	3,074	1,984	2,234	1,239	4,051	26,760
TOTAL REVENUES	\$82,460	\$112,428	\$113,530	\$76,988	\$95,296	\$81,984	\$50,408	\$98,692	\$91,774	\$79,373	\$105,716	\$159,121	\$1,147,770
LESS: PROMOTIONAL ALLOWANCES	6,968	13,101	10,271	6,223	9,595	10,435	4,067	11,648	10,217	8,658	9,024	15,711	115,918
NET REVENUES	\$75,492	\$99,327	\$103,259	\$70,765	\$85,701	\$71,549	\$46,341	\$87,044	\$81,557	\$70,715	\$96,692	\$143,410	\$1,031,852
COSTS AND EXPENSES													
COST OF GOODS AND SERVICES	\$45,720	\$44,043	\$50,057	\$32,184	\$43,873	\$29,546	\$23,606	\$45,011	\$41,788	\$38,380	\$51,886	\$62,559	\$508,653
SELLING, GENERAL & ADMIN.	15,447	27,020	14,832	24,261	14,716	25,258	14,291	21,211	19,667	19,333	18,132	39,527	253,695
PROVISION FOR DOUBTFUL ACCOUNTS	282	391	289	732	410	16	58	(17)	274	278	273	1,415	4,401
TOTAL COSTS AND EXPENSES	61,449	71,454	65,178	57,177	58,999	54,820	37,955	66,205	61,729	57,991	70,291	103,501	766,749
GROSS OPERATING PROFIT	14,043	27,873	38,081	13,588	26,702	16,729	8,386	20,839	19,828	12,724	26,401	39,909	265,103
DEPRECIATION AND AMORTIZATION	3,765	4,653	7,652	4,606	4,577	4,612	610	5,192	3,744	3,577	7,007	10,719	60,714
CHARGES FROM AFFILIATES OTHER THAN INTEREST:													
MANAGEMENT FEES	2,446	2,975		1,744					401	309	5,175		13,050
OTHER	94	2,942	957		448	797	28		480	332		1,416	7,494
INCOME (LOSS) FROM OPERATIONS	\$7,738	\$17,303	\$29,472	\$7,238	\$21,677	\$11,320	\$7,748	\$15,647	\$15,203	\$8,506	\$14,219	\$27,774	\$183,845
OTHER INCOME (Expenses):													
INTEREST EXPENSE - AFFILIATES	(4,408)	(1,800)	(9,820)	(5,395)		(7,660)	(108)	(6,596)	(9,419)	(10,399)	(4,972)	(28,000)	(88,577)
INTEREST EXPENSE - EXTERNAL	(29)	(245)	(175)	131	(8,071)	(69)		(1,735)	(335)	(1,024)	(149)	(1,474)	(13,175)
INVESTMENT ALTERNATIVE TAX AND RELATED INCOME (EXPENSE)	(286)	(505)	(631)	(405)	10	(208)	(479)	572	17	(418)	207	(789)	(2,915)
NON-OPERATING INCOME (EXPENSE)	498	179	702	474	346	213	(4,437)	(703)	(574)	(249)	(119)	847	(2,823)
TOTAL OTHER INCOME (EXPENSES)	(4,225)	(2,371)	(9,924)	(5,195)	(7,715)	(7,724)	(5,024)	(8,462)	(10,311)	(12,090)	(5,033)	(29,416)	(107,490)
INCOME (LOSS) BEFORE INCOME TAX AND EXTRAORDINARY ITEMS	\$3,513	\$14,932	\$19,548	\$2,043	\$13,962	\$3,596	\$2,724	\$7,185	\$4,892	(\$3,584)	\$9,186	(\$1,642)	\$76,355
PROVISION (CREDIT) FOR INCOME TAXES		6,122	8,619	1,116	1,309	2,012	1,220	2,202	441		3,801		26,842
INCOME (LOSS) BEFORE EXTRAORDINARY ITEMS	\$3,513	\$8,810	\$10,929	\$927	\$12,653	\$1,584	\$1,504	\$4,983	\$4,451	(\$3,584)	\$5,385	(\$1,642)	\$49,513
EXTRAORDINARY ITEMS									(2,292)				(2,292)
NET INCOME	\$3,513	\$8,810	\$10,929	\$927	\$12,653	\$1,584	\$1,504	\$4,983	\$2,159	(\$3,584)	\$5,385	(\$1,642)	\$47,221

(a) DATA PRESENTED HERE IS PRELIMINARY AND UNOFFICIAL UNTIL RELEASED BY THE CASINO CONTROL COMMISSION.

(b) REPRESENTS PARTNERS' NET INCOME (LOSS) BEFORE FEDERAL INCOME TAXES.

(c) THE EXTRAORDINARY LOSS OF \$2,292 REPRESENTS THE WRITE-OFF OF DEFERRED TRANSACTION COSTS RELATED TO PIK NOTES & WARRANTS REDEEMED WITH PROCEEDS FROM THE RECENT TRUMP HOTELS & CASINO RESORTS, INC. OFFERINGS.

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STATEMENT OF INCOME (a)
ALL CASINO HOTELS
APRIL - JUNE 1994
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(UNAUDITED - \$ IN THOUSANDS)

REVENUES	RESORTS	CAESARS	BALLY'S	SANDS	HARRAH'S	THE GRAND	CLARIDGE	TROPWORLD	TRUMP PLAZA	TRUMP'S CASTLE	SHOWBOAT	TRUMP TAJ MAHAL	TOTAL INDUSTRY
CASINO	\$45,132	\$85,332	\$80,902	\$61,441	\$71,939	\$58,959	\$39,378	\$74,122	\$67,864	\$65,868	\$75,233	\$113,601	\$859,771
ROOMS	4,158	4,526	9,887	2,405	5,033	3,452	2,675	5,644	4,831	5,143	3,446	10,838	\$42,238
FOOD & BEVERAGE	7,040	9,581	10,816	7,268	8,461	8,206	4,432	8,408	9,803	8,550	9,153	15,050	106,748
OTHER	2,954	3,806	2,577	753	2,289	2,319	540	3,630	2,024	2,496	1,535	4,825	29,748
TOTAL REVENUES	\$79,284	\$103,245	\$104,182	\$71,867	\$87,722	\$73,136	\$47,025	\$91,804	\$84,522	\$82,057	\$89,367	\$144,314	\$1,058,525
LESS: PROMOTIONAL ALLOWANCES	6,272	11,781	8,575	6,175	8,893	8,949	3,956	11,096	8,864	9,312	6,979	16,408	107,260
NET REVENUES	\$73,012	\$91,464	\$95,607	\$65,692	\$78,829	\$64,187	\$43,069	\$80,708	\$75,658	\$72,745	\$82,388	\$127,906	\$951,265
COSTS AND EXPENSES													
COST OF GOODS AND SERVICES	\$43,068	\$46,889	\$48,433	\$31,550	\$41,816	\$28,536	\$23,019	\$41,800	\$38,673	\$38,892	\$47,283	\$60,810	\$490,769
SELLING, GENERAL & ADMIN.	16,711	17,103	11,809	25,272	14,484	21,739	15,580	18,988	18,659	20,975	16,404	36,372	234,094
PROVISION FOR DOUBTFUL ACCOUNTS	13	1,912	(30)	756	215	920	128	174	(76)	1,335	98	492	5,937
TOTAL COSTS AND EXPENSES	\$9,792	\$65,904	\$60,212	\$57,578	\$56,515	\$51,195	\$38,727	\$60,962	\$57,256	\$61,202	\$63,785	\$97,674	\$730,802
GROSS OPERATING PROFIT	13,220	25,560	35,395	8,114	22,314	12,992	4,342	19,746	18,402	11,543	18,603	30,232	220,443
DEPRECIATION AND AMORTIZATION	3,470	4,714	8,517	3,773	3,751	5,347	419	5,334	3,919	3,743	5,720	9,638	58,345
CHARGES FROM AFFILIATES													
OTHER THAN INTEREST:													
MANAGEMENT FEES	2,355	2,745		1,311					389	507	4,380		11,687
OTHER	81	3,509	466		408	949	29		475			1,209	7,124
INCOME (LOSS) FROM OPERATIONS	\$7,314	\$14,592	\$26,412	\$3,030	\$18,155	\$6,696	\$3,894	\$14,412	\$13,619	\$7,293	\$8,503	\$19,385	\$143,305
OTHER INCOME (Expenses):													
INTEREST EXPENSE - AFFILIATES	(3,064)	(1,934)	(9,721)	(4,637)		(7,657)	(108)	(13,383)	(9,419)	(10,125)	(4,972)	(26,635)	(91,655)
INTEREST EXPENSE - EXTERNAL	(3)	(245)	(194)	139	(10,052)	(213)	52		(260)	(877)	711	(2,644)	(13,586)
INVESTMENT ALTERNATIVE TAX													
AND RELATED INCOME (EXPENSE)	(383)	(603)	(117)	(626)	(66)	(183)	(165)	(357)	(182)	(248)	(311)	(704)	(3,945)
NON-OPERATING INCOME (EXPENSE)	513	117	415	432	144	105	(4,042)	(881)	(1,056)	148	247	(3,249)	(7,107)
TOTAL OTHER INCOME (EXPENSES)	(2,937)	(2,665)	(9,617)	(4,692)	(9,974)	(7,948)	(4,263)	(14,621)	(10,917)	(11,102)	(4,325)	(33,232)	(116,293)
INCOME (LOSS) BEFORE INCOME TAX													
AND EXTRAORDINARY ITEMS	\$4,377	\$11,927	\$16,795	(\$1,662)	\$8,181	(\$1,252)	(\$369)	(\$209)	\$2,702	(\$3,809)	\$4,178	(\$13,847)	\$27,012
PROVISION (CREDIT) FOR INCOME TAXES	(148)	4,800	6,823	(326)	767	(240)	(148)	(454)	260		1,743		13,077
INCOME (LOSS) BEFORE EXTRAORDINARY													
ITEMS	\$4,525	\$7,127	\$9,972	(\$1,336)	\$7,414	(\$1,012)	(\$221)	\$245	\$2,442	(\$3,809)	\$2,435	(\$13,847)	\$13,935
EXTRAORDINARY ITEMS													
NET INCOME	\$4,525	\$7,127	\$9,972	(\$1,336)	\$7,414	(\$1,012)	(\$221)	\$245	\$2,442	(\$3,809)	\$2,435	(\$13,847)	\$13,935

(a) DATA PRESENTED HERE IS PRELIMINARY AND UNOFFICIAL UNTIL RELEASED BY THE CASINO CONTROL COMMISSION.
(b) REPRESENTS PARTNERS' NET INCOME (LOSS) BEFORE FEDERAL INCOME TAXES.

**STATEMENT OF INCOME (a)
ALL CASINO HOTELS
(Unaudited - \$ In Thousands)**

	<u>January - June 1995</u>	<u>January - June 1994</u>
Net Revenues	\$1,949,054	\$1,748,095
Cost and Expenses		
Total Costs and Expenses	1,491,375	1,402,710
Gross Operating Profit	457,679	345,385
Income from Operations	297,365	195,235
Other Income (Expenses)		
Income (Loss) Before Extraordinary Items	38,035	(37,911)
Extraordinary Items	(2,292)	(20,735)
Net Income	\$35,743	(\$58,646)

a. Data presented here is preliminary and unofficial until released by the Casino Control Commission.