

The Locals Factor: Assessing Asian Markets Development

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Venetian Macao

The local segment is becoming an increasingly important factor when casino developers and operators assess market potentials for new development and expansion. International casino operators, including Las Vegas Sands, Banyan Tree, Crown Resorts, Chow Tai Fook and Sun City, reportedly have their eyes on Vietnam again after the latest gaming decree opened up casinos to local residents. On the other hand, Korea's current ban on local gaming outside of Kangwon Land scared away many potential developers in its 2015 RFP process. The Japanese government's policy on local gaming would largely determine the gaming market potential, ROI and, ultimately, the scale and position of prospective IRs in the country.

This panel will review and discuss the interactions and dynamics between the legislature and IR developers to explore the thoughts and rationale on both sides of the table. The panelist will also provide a holistic walk-through on how locals vs. non-local markets have performed and suggest why/how governments are moving away from that restriction, etc.

Moderator:

- **Michael Zhu**, VP of Operations Planning and Analysis, The Innovation Group, mzhu@theinnovationgroup.com

Panelists:

- **Ed Bowers**, Senior Vice President Global Development, MGM Resorts International, ebowers@mgmresorts.com
- **Tim Shepherd**, President of Business Development & Marketing, Silver Heritage Group, tim.shepherd@silverheritage.com.au
- **Glenn Burm**, Partner, PwC Consulting South Korea, glenn.burm@kr.pwc.com
- **Augustine Vinh**, Senior Investment Advisor, Van Don Special Economic Zone, Vietnam, hatonvinh@gmail.com