## Mohegan Gaming Advisors

# Manager Mohegan Sun at the Concord



### About Us – Mohegan Tribal Gaming Authority

- Instrumentality of the Mohegan Tribe
- Governed by the nine-member Management Board
- Owns and operates Mohegan Sun in Connecticut and Mohegan Sun at Pocono Downs in Pennsylvania
- Tenured and successful management team
- In 2011, created Mohegan Gaming Advisors ("MGA") to leverage its experience in developing and managing successful destination and regional gaming properties





### About Us – Mohegan Gaming Advisors

- Mohegan Gaming Advisors was formed by MTGA with the intent to pursue management contracts and consulting agreements for casino and entertainment properties in regional markets in the United States.
- Mohegan Gaming Advisors has put together an experienced team of casino executives with a
  proven track record of accomplishments as operators and successful marketers. This group is
  dedicated solely to servicing the clients of the Gaming Advisory group. They bring the
  experience, financial skills and hands-on approach that can make a difference in the success
  of gaming and entertainment properties, whether commercial or Tribally owned. The
  Mohegan Gaming Advisors team exports the fundamentals that have been an integral part
  of the success of Mohegan Sun from its inception. In addition, its executives bring many
  years of experience working successfully and collaboratively with some of the country's
  leading executives in gaming, hospitality, marketing and finance.

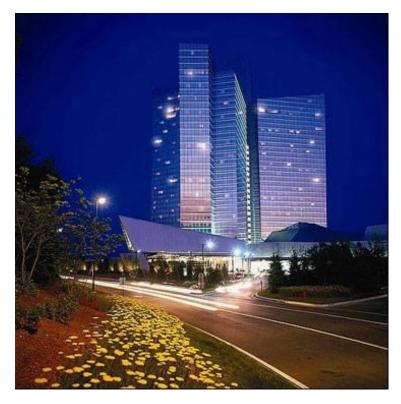


PRACTICAL SOLUTIONS. BOTTOM LINE RESULTS.



### Our Properties – Mohegan Sun

- Located on a 185-acre site on the Mohegan Tribe's reservation in Uncasville, Connecticut overlooking the Thames River
- Approximately 3.1 million square foot facility
- Three individually themed casinos:
  - Casino of the Earth 1996
  - Casino of the Sky 2001
  - Casino of the Wind 2008
- Approximately 6,200 slot machines, over 315 table games and 42 poker tables
- 1,175 room luxury hotel including a 15,000 sq. ft. spa
- 100,000 sq. ft. of meeting and convention space
- More than 50 restaurants and bars and more than 40 retail shops



• 10,000 seat arena



#### Our Properties – Mohegan Sun at Pocono Downs

- Located in Wilkes-Barre, Pennsylvania
- Approximately 400,000 square foot facility (including grandstand)
- Approximately 2,330 slot machines, 66 table games and 18 poker tables
- Dining options include: Ruth's Chris Steakhouse, Rustic Kitchen Bistro and Bar, Bar Louie, Timbers Buffet and a food court including several dining outlets
- Retail options include: Brookstone, Marshall Rousso and Misura
- Live harness racing 105 days a year





### Our Properties – Resorts Atlantic City

- In October 2012, MGA acquired 10% of Resorts Atlantic City
- MGA will manage the facility for five years with a five year renewal option
- Ownership includes casino, excess Boardwalk land, and potential internet gaming rights

#### Rationale:

- Drive significant additional revenue to Resorts by moving thousands of Mohegan customer Atlantic City trips to Resorts from other Atlantic City casinos
- Players earn Mohegan Sun points in Atlantic City and can use them in CT or PA
- Leverage CT and PA infrastructure to capture cost synergies at Resorts in purchasing, marketing, entertainment, IT, healthcare, etc







#### **Our Brand's Reputation**

- Unrivaled Services
- Uncompromised Quality
- Unmatched Sensory Experience
- 93% of all Mohegan Sun guests describe their overall experience as good or excellent







#### **Our Restaurant Brands and Partners**

We create an outstanding guest experience by offering the best amenities and service in our markets:

#### Restaurant Brands Include:

- Michael Jordan's Steakhouse
- Ruth's Chris Steakhouse
- Bobby Flay's Burger Palace
- Jimmy Buffett's Margaritaville
- Jasper White's Summer Shack
- Todd English's Tuscany
- Wolfgang Puck's Express













### **Our Retail Brands and Partners**

#### Retail Brands Include:

- Brookstone
- Cache
- Citizen Watch
- Coach
- Marshall Rousso
- Puma
- Sephora
- Swarovski
- Tiffany & Co.
- Yankee Candle

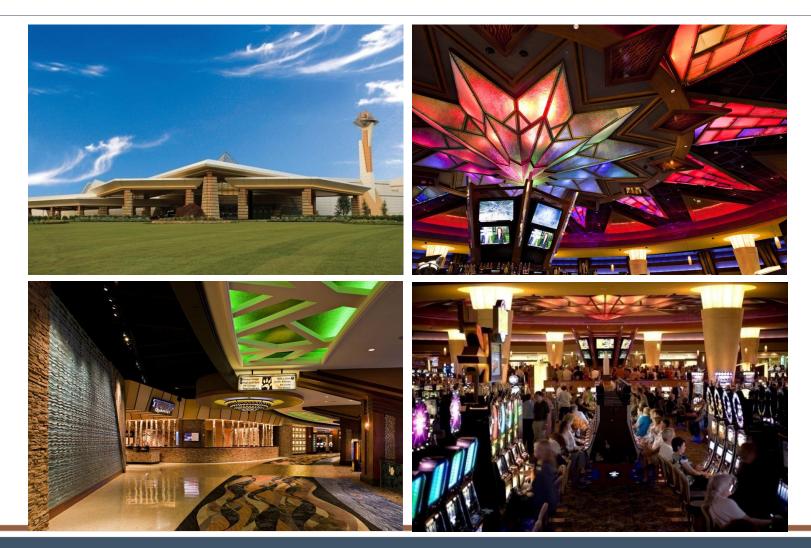








#### Our Environments – Mohegan Sun at Pocono Downs





#### Our Environments – Mohegan Sun Connecticut





### Mohegan Gaming Advisors – Management

## As your manager, Mohegan Gaming Advisors will achieve superior revenues and enhanced profitability by:

- Creating a great environment that exceeds patron expectations
- Attracting team members who will provide an outstanding customer experience
- Providing a brand that is recognizable to the Rochester, NY market
- Utilizing strategic and intelligent database management
- Leveraging our experience, buying power and existing business relationships

