



### **NSW Pubs**

Industry Gaming Insights and Trends

Data to 31 December 2019

5th March 2020

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#### 1. Introduction

The following report provides a range of insights in regard to the NSW Pubs Industry based on the NSW State Gaming data to 31 December 2019.

### 2. Executive Summary

#### **NSW State-Level Insights**

	6.4%	Annual change in total NSW Pub Net Revenue (12 Months to 31 December 2019)
<b>V</b>	-1.6%	Quarterly change in total NSW Pub Net Revenue (Dec19 Qtr vs Sep19 Qtr)
	7.5%	Change in December Qtr total NSW Pub Net Revenue (Dec19 Qtr vs Dec18 Qtr)
	39	Change in total NSW Pub Machine Numbers (Dec19 Qtr vs Dec18 Qtr)
	\$339	Total NSW Pubs Average Net Per Machine Per Day (Dec19 Qtr)
	\$321	Total NSW Pubs Average Net Per Machine Per Day (12 months to 31 December 2019)
	83%	Proportion of LGAs with Growth in Pub Net Revenue (Dec19 Qtr vs Dec18 Qtr)

(Note: Liquor & Gaming NSW has discontinued the disclosure of Turnover in all reporting and accordingly no Turnover data is available).

#### Pub Ranking Movements

• Refer to sections 6.1, 6.2, 7.1, 7.2, 8.1 and 8.2 for the largest increases and decreases in key rankings for the current quarter and the annual average for the year to Dec 2019.

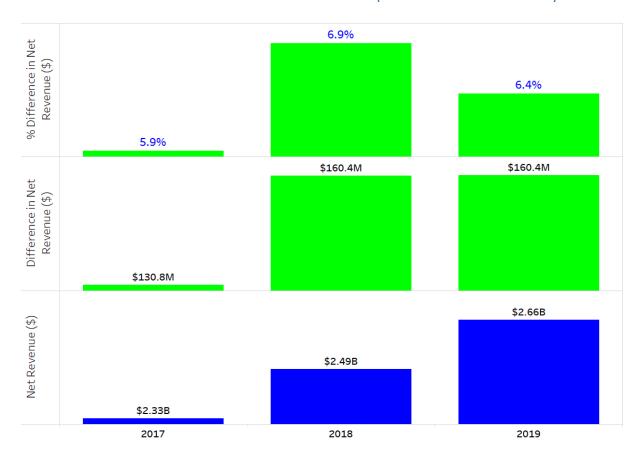
#### Pub Machine Movements

 Refer to section 9 for the largest individual increases and decreases by venue in machine numbers for the current quarter.



### 3. State-Level Insights

### 3.1 Annual Total NSW Net Revenue Trends (12 Months to 31 Dec)

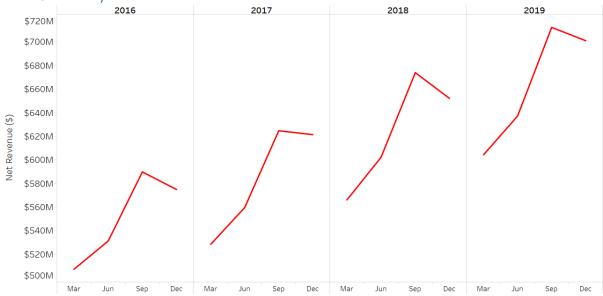


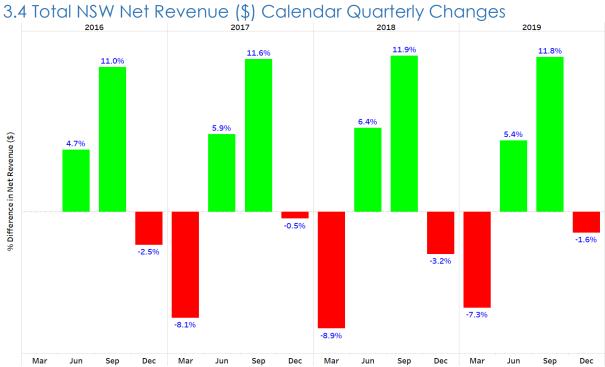
### 3.2 Net Per Machine Per Day (12 months to Dec)





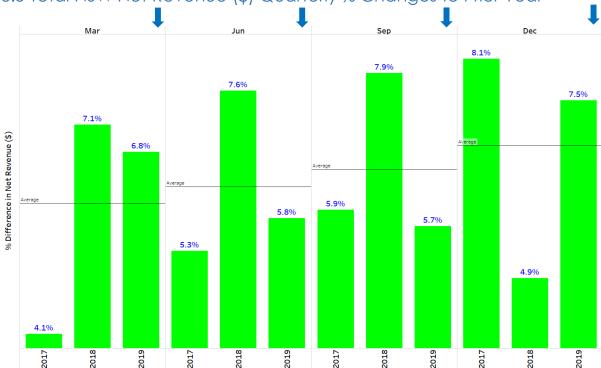
### 3.3 Quarterly Total NSW Net Revenue Trend



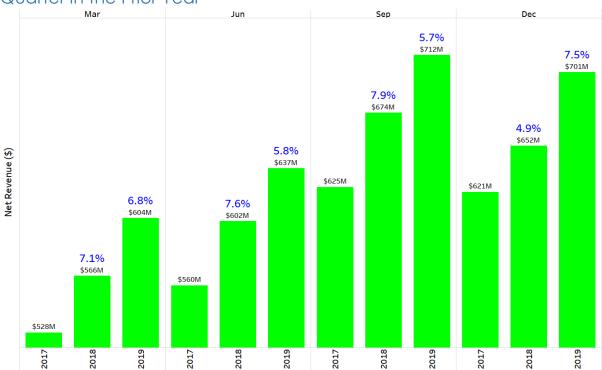




3.5 Total NSW Net Revenue (\$) Quarterly % Changes to Prior Year

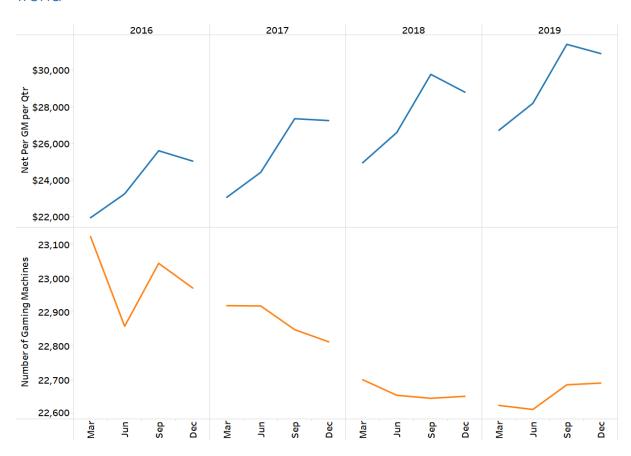


### 3.6 Total NSW Quarterly Net Revenue (\$) and % Change to the Same Quarter in the Prior Year

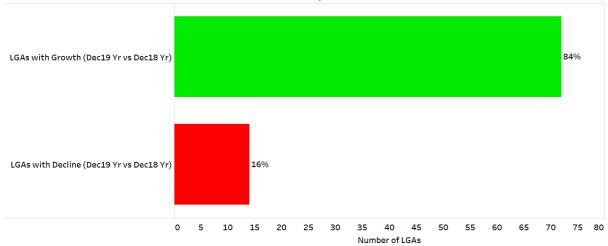




### 3.7 Quarterly Net (\$) Per Machine Per Quarter and Number of Machines Trend

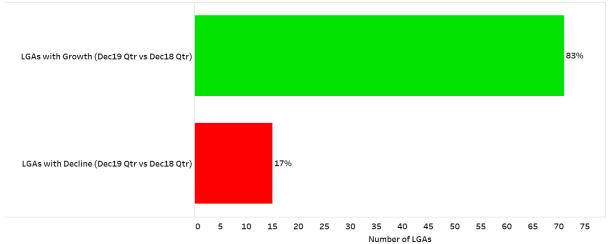


### 3.8 LGA Growth and Decline Summary - Dec19 Yr vs Dec18 Yr

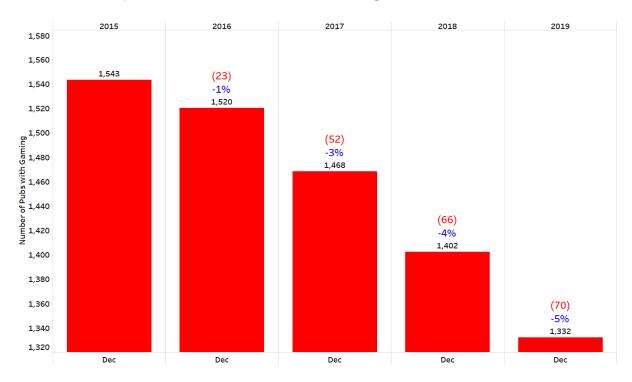




### 3.9 LGA Growth and Decline Summary – Dec19 Qtr vs Dec18 Qtr



### 3.10 Quarterly Number of Pubs with Gaming



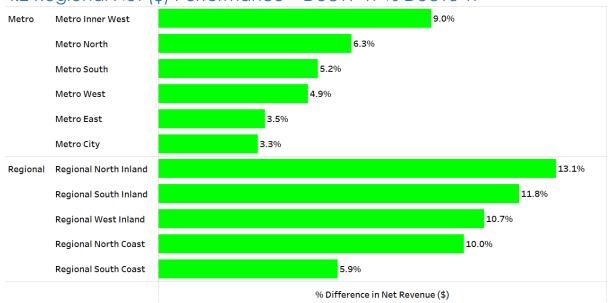


### 4. Regional-Level Insights

### 4.1 Regional Net (\$) Performance Summary – 12 Months to Dec

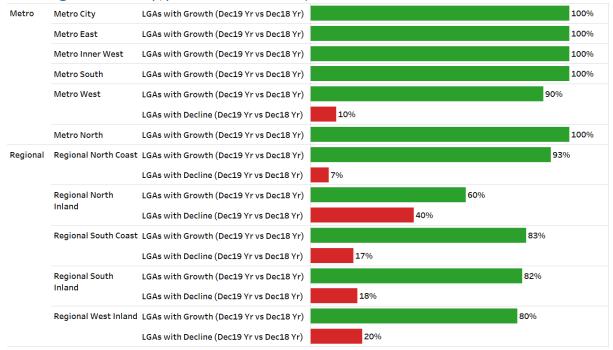


### 4.2 Regional Net (\$) Performance - Dec19 Yr vs Dec18 Yr



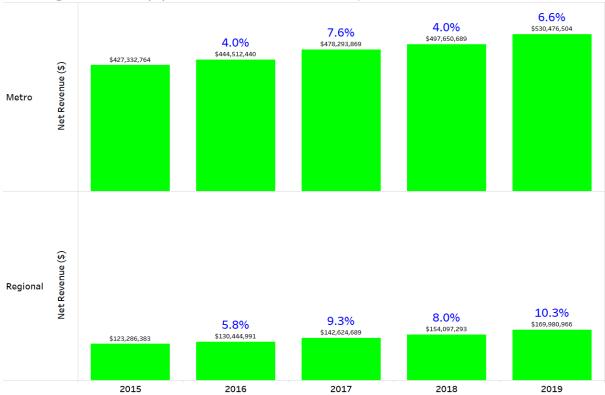


### 4.3 Regional Net (\$) Performance by LGA - Dec19 Yr vs Dec18 Yr



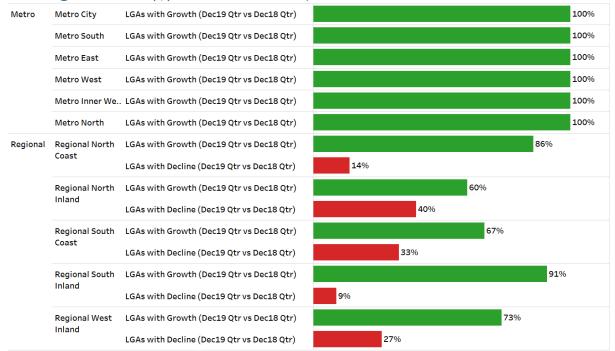
% of Total Number of LGAs

### 4.4 Regional Net (\$) Performance Summary – Dec Qtr



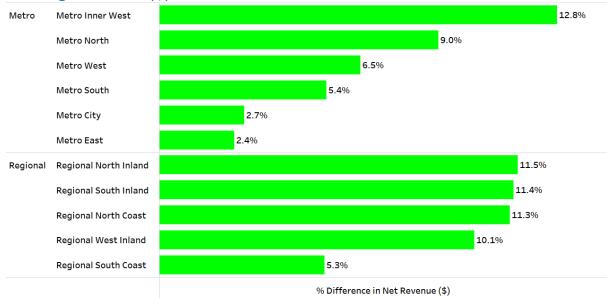


### 4.5 Regional Net (\$) Performance by LGA - Dec19 Qtr vs Dec18 Qtr



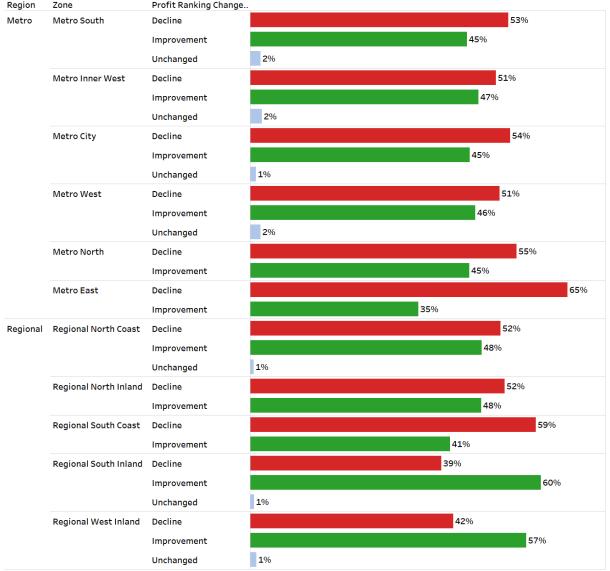
% of Total Number of LGAs

### 4.6 Regional Net (\$) Performance – Dec19 Qtr vs Dec18 Qtr





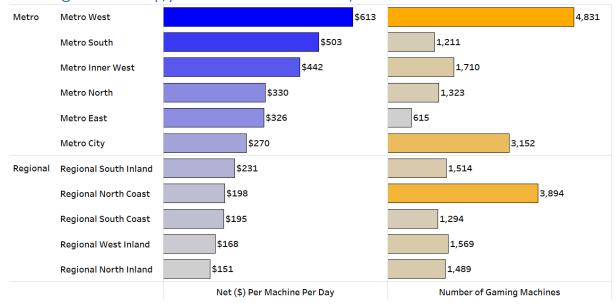
### 4.7 Regional Net Ranking Performances – Dec 19 Qtr vs Dec 18 Qtr Region Zone Profit Ranking Change...



% of Total Number of Pubs



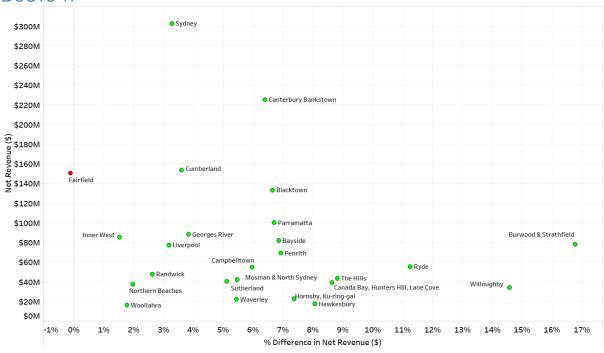
### 4.8 Regional Net (\$) Per Machine Per Day – Dec19 Qtr



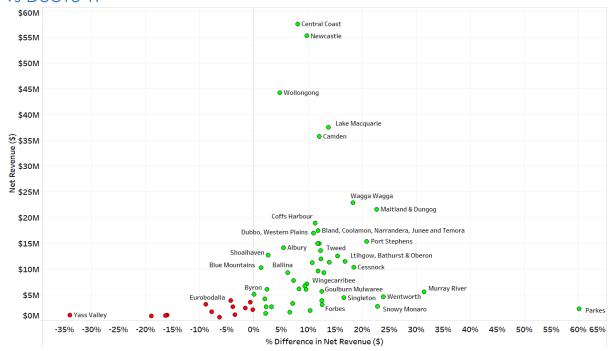


### 5. LGA-Level Insights

### 5.1 Metro LGAs Net Revenue and Change in Net Revenue Dec19 Yr vs Dec18 Yr

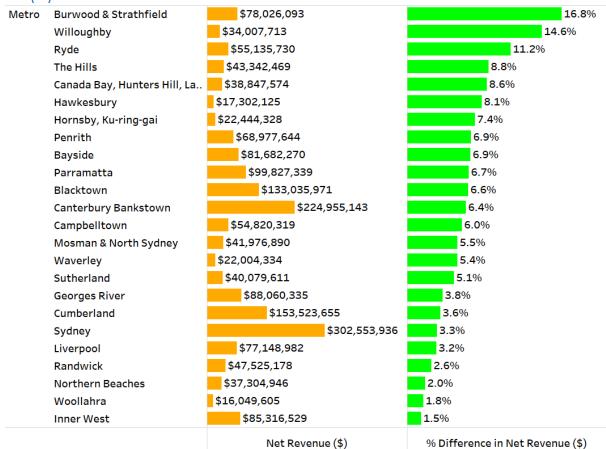


### 5.2 Regional LGAs Net Revenue and Change in Net Revenue Dec19 Yr vs Dec18 Yr





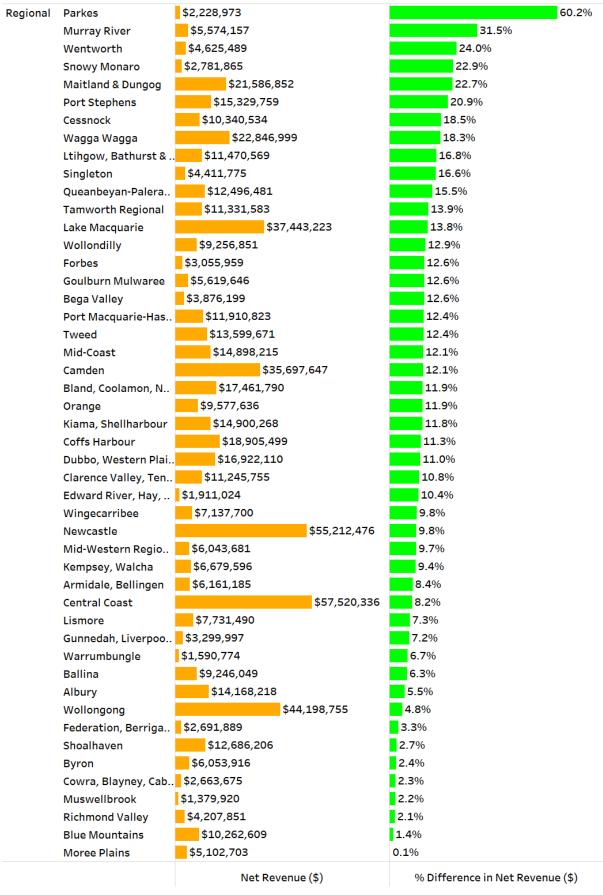
### 5.3(a) Metro LGAs with Growth in Net Revenue - Dec19 Yr vs Dec18 Yr





### 5.3(b) Regional LGAs with Growth in Net Revenue – Dec19 Yr vs Dec18

Yr



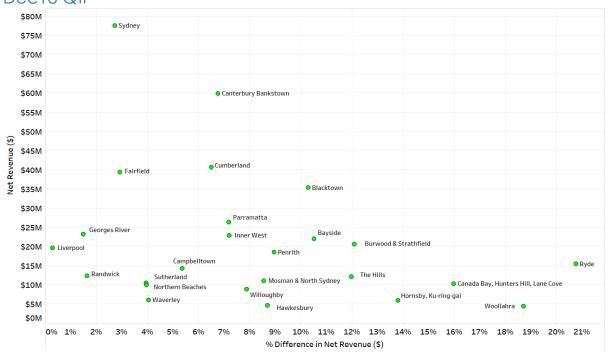


### 5.4 LGAs with Decline in Net Revenue - Dec19 Yr vs Dec18 Yr

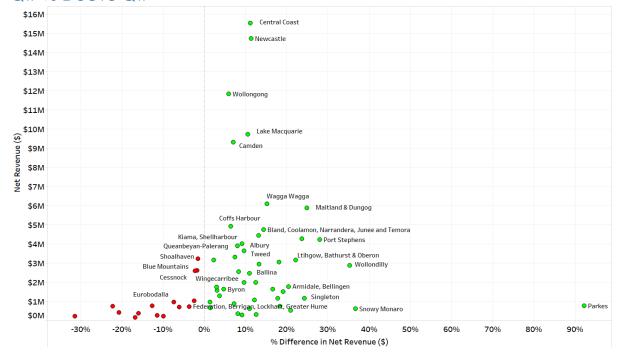
Metro	Fairfield	\$150,408,553	-0.1%
Regional	Yass Valley	\$1,062,704	-34.0%
	Broken Hill, Uni	\$915,585	-18.9%
	Bogan, Bourke,	\$1,004,661	-16.3%
	Upper Hunter	\$1,065,044	-16.1%
	Coonamble, Gil	\$3,175,932	-8.9%
	Kyogle	\$1,731,100	-7.8%
	Gwydir, Uralla	\$672,950	-6.4%
	Eurobodalla	\$3,876,378	-4.3%
	Nambucca	\$2,625,980	-3.9%
	Balranald, Carr	\$1,164,087	-3.5%
	Narrabri	\$2,443,447	-1.6%
	Snowy Valleys	\$3,566,540	-0.7%
	Inverell	\$2,069,305	-0.2%
		Net Revenue (\$)	% Difference in Net Revenue (\$)



### 5.5 Metro LGAs Net Revenue and Change in Net Revenue Dec19 Qtr vs Dec18 Qtr

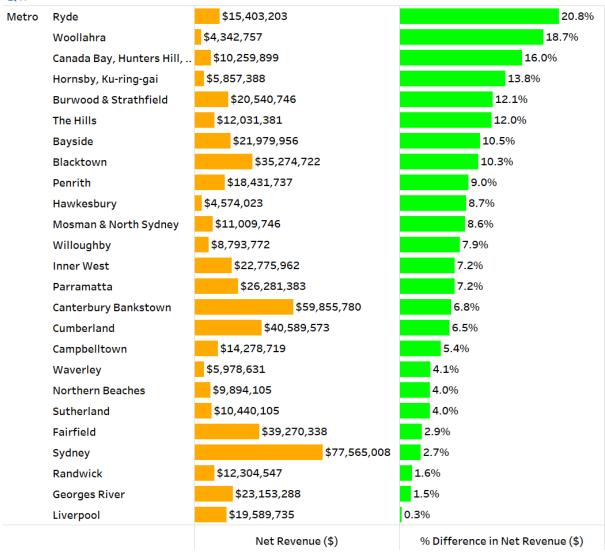


### 5.6 Regional LGAs Net Revenue and Change in Net Revenue Dec19 Qtr vs Dec18 Qtr



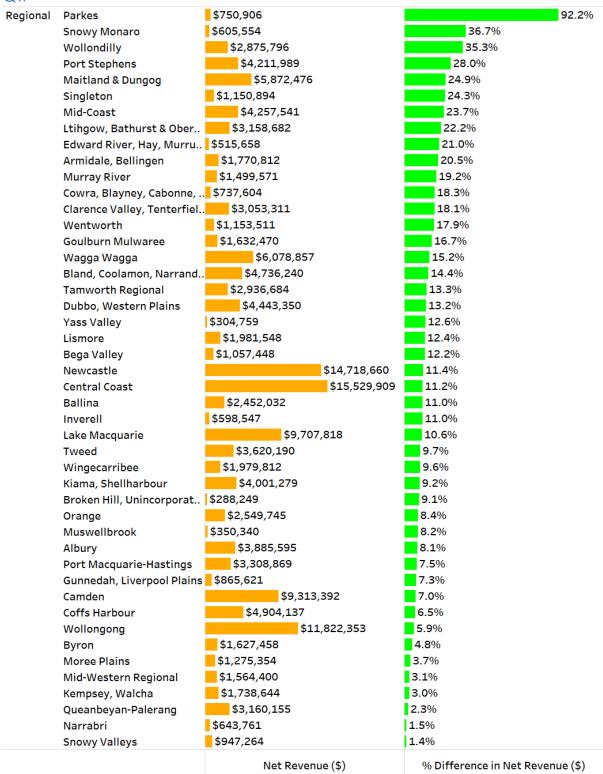


### 5.7(a) Metro LGAs with Growth in Net Revenue – Dec19 Qtr vs Dec18 Qtr



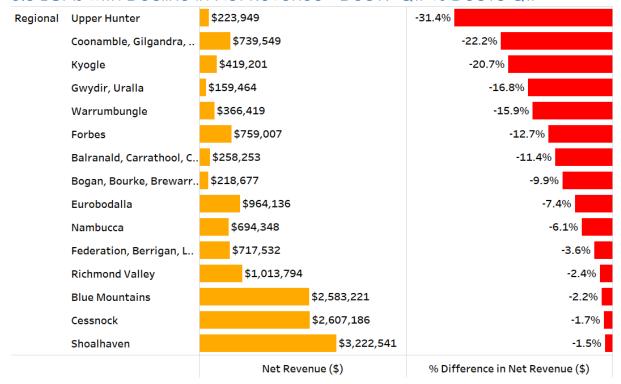


### 5.7(b) Regional LGAs with Growth in Net Revenue – Dec19 Qtr vs Dec18 Qtr

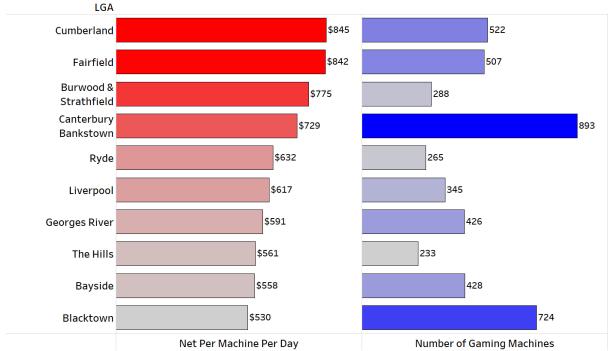




#### 5.8 LGAs with Decline in Net Revenue - Dec19 Qtr vs Dec18 Qtr

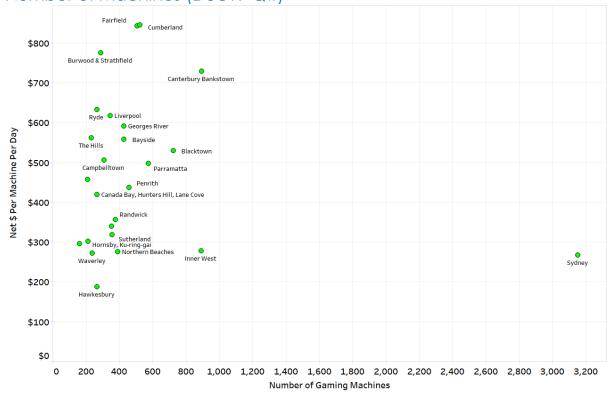


### 5.9 Top 10 LGAs by Total Average Net Per Machine Per Day (Dec19 Qtr)

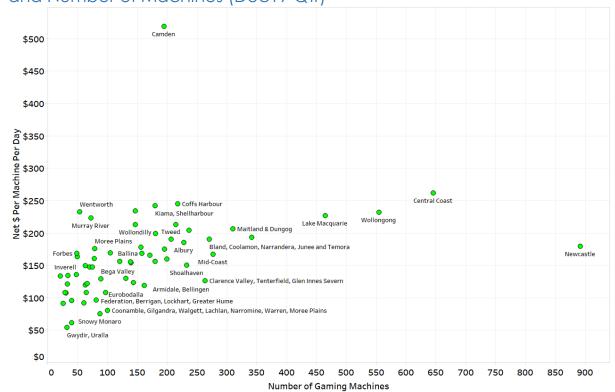




5.10(a) Metro LGAs by Total Average Net Per Machine Per Day (\$) and Number of Machines (Dec19 Qtr)



### 5.10(b) Regional LGAs by Total Average Net Per Machine Per Day (\$) and Number of Machines (Dec19 Qtr)

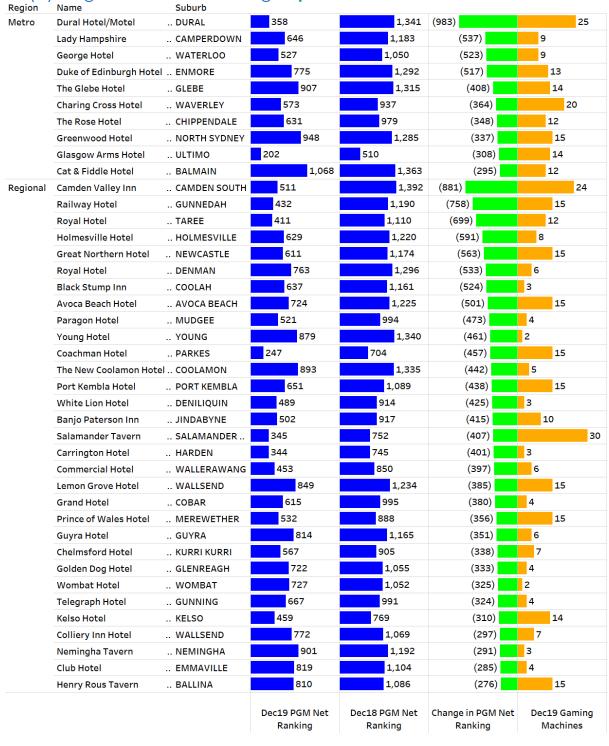




# 6.1 Dec 2019 NSW Pub Ranking Insights – Net Hold Per GM Rankings (Dec Qtr 2019 vs Dec Qtr 2018)

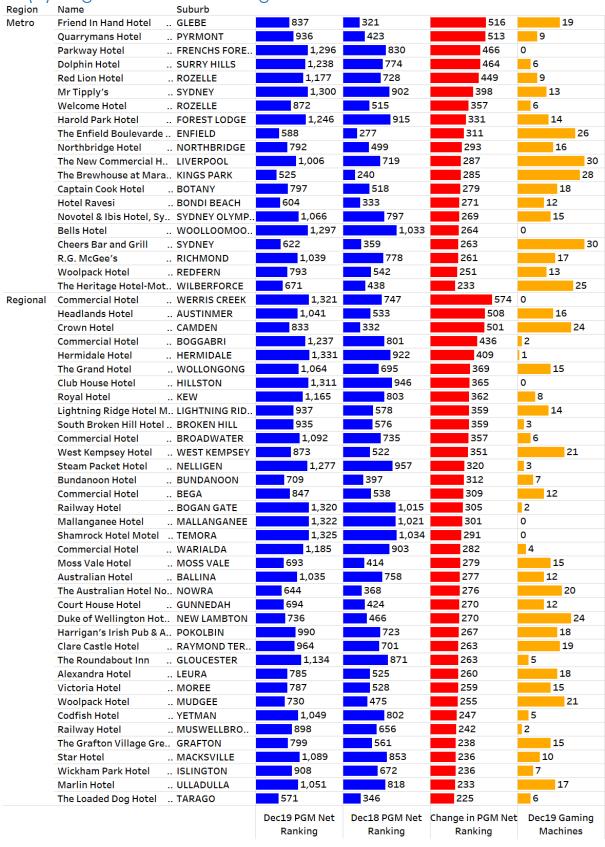
The Net Hold Per GM Rankings are a key measure of a Pub's effectiveness, irrespective of its total number of machines. **Note -** Large changes are often attributable to significant structural changes in Pub activities (eg renovations, gaming floor changes etc).

### 6.1(a) Largest PGM Net Ranking Improvements





#### 6.1(b) Largest PGM Net Ranking Declines





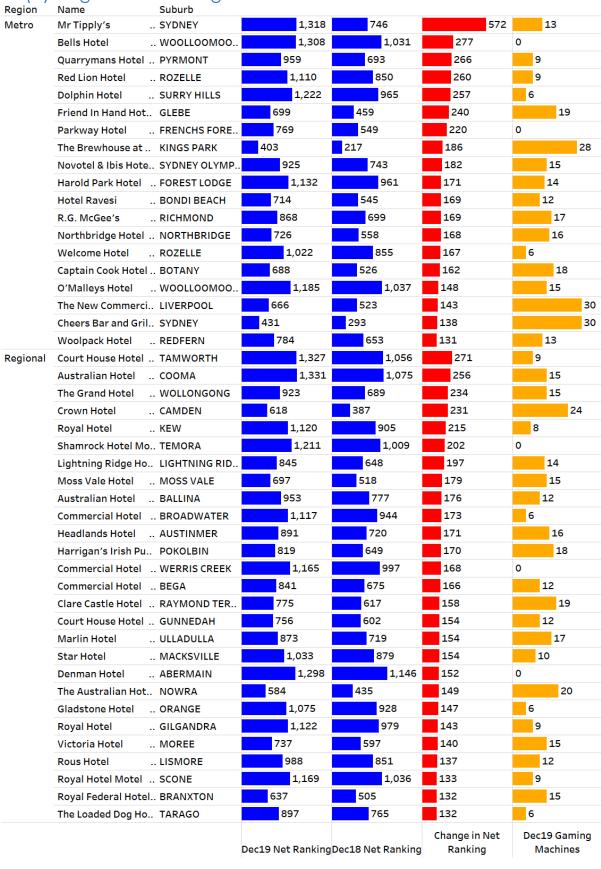
# 6.2. Dec 2019 NSW Pub Ranking Insights – Net Hold Rankings (Dec Qtr 2019 vs Dec Qtr 2018)

### 6.2(a) Largest Net Ranking Improvements

Region	Name	Suburb	244	4 4 5 7	(040)	0.5
Metro	Dural Hotel/Motel	DURAL	344	1,157	(813)	25
	Cat & Fiddle Hotel	BALMAIN	977	1,376	(399)	12
	Duke of Edinburgh Hotel	ENMORE	773	1,129	(356)	13
	The Glebe Hotel	GLEBE	829	1,176	(347)	14
	Lady Hampshire	CAMPERDOWN	827	1,097	(270)	9
	George Hotel	WATERLOO	754	1,019	(265)	9
	Greenwood Hotel	NORTH SYDNEY	834	1,093	(259)	15
	Charing Cross Hotel	WAVERLEY	537	768	(231)	20
	Glasgow Arms Hotel	ULTIMO	396	609	(213)	14
	Trinity Bar	SURRY HILLS	755	954	(199)	15
	Woolloomooloo Bay Hotel	WOOLLOOMOO	575	767	(192)	23
	Four In Hand Hotel	PADDINGTON	1,044	1,226	(182)	9
	The Rose Hotel	CHIPPENDALE	733	896	(163)	12
Regional	Camden Valley Inn	CAMDEN SOUTH	438	1,017	(579)	24
	Railway Hotel	GUNNEDAH	549	998	(449)	15
	Royal Hotel	TAREE	605	990	(385)	12
	Great Northern Hotel	NEWCASTLE	644	972	(328)	15
	Avoca Beach Hotel	AVOCA BEACH	710	1,033	(323)	15
	Holmesville Hotel	HOLMESVILLE	849	1,153	(304)	8
	Royal Hotel	DENMAN	975	1,267	(292)	6
	Palm & Pawn Motor Inn & Ta	a WAGGA WAGGA	735	1,023	(288)	15
	The New Coolamon Hotel	COOLAMON	1,064	1,337	(273)	5
	Lemon Grove Hotel	WALLSEND	771	1,043	(272)	15
	Coachman Hotel	PARKES	421	692	(271)	15
	Cambridge Hotel	NEWCASTLE W	1,069	1,325	(256)	8
	Port Kembla Hotel	PORT KEMBLA	669	918	(249)	15
	Rutherford Hotel	RUTHERFORD	297	515	(218)	24
	Salamander Tavern	SALAMANDER	282	492	(210)	30
	Pastoral Hotel	DUBBO	750	957	(207)	18
	Old Bar Tavern	OLD BAR	623	815	(192)	15
	Prince of Wales Hotel	MEREWETHER	601	791	(190)	15
	Banjo Paterson Inn	JINDABYNE	720	902	(182)	10
	Jacaranda Hotel	GRAFTON	1,144	1,324	(180)	5
	Young Hotel	YOUNG	1,188	1,364	(176)	2
	The Channon Tavern	THE CHANNON	1,156	1,331	(175)	6
	Henry Rous Tavern	BALLINA	745	917	(172)	15
	Guyra Hotel	GUYRA	994	1,160	(166)	6
	Commercial Hotel	WALLERAWANG	843	1,008	(165)	6
	Argyle House	NEWCASTLE	1,236	1,398		3
	Royal Hotel	SINGLETON	554	713	(159)	18
	Kelso Hotel	KELSO	589	744	(155)	14
			Dec19 Net	Dec18 Net	Change in Net	Dec19 Gaming
			Ranking	Ranking	Ranking	Machines



#### 6.2(b) Largest Net Ranking **Declines**

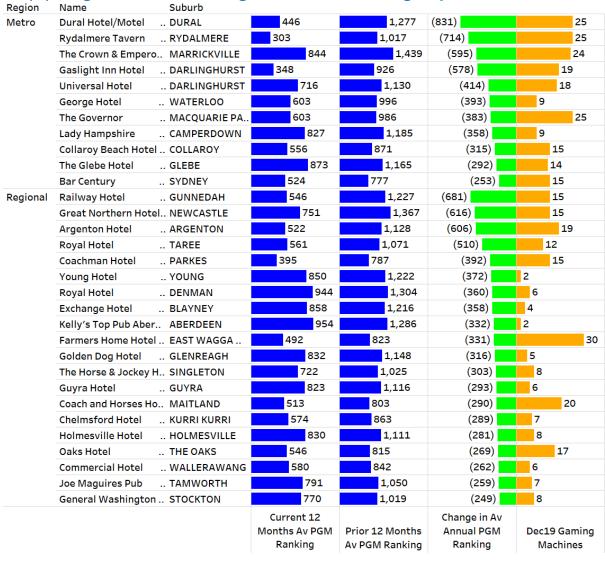




# 7.1 Dec 2019 NSW Pub Ranking Insights – Annual Average Net Hold Per GM Rankings (Current 12 mths vs Prior 12 mths)

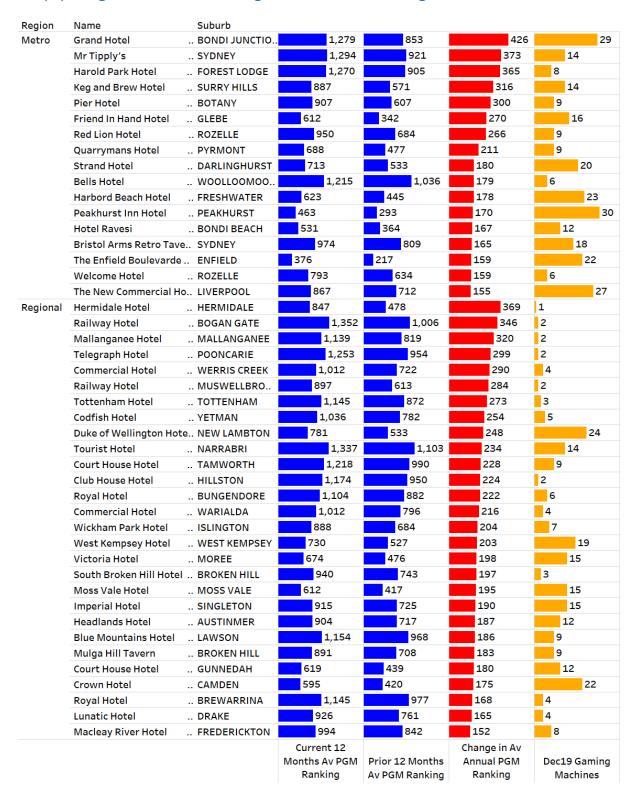
The Net Hold Per GM Rankings are a key measure of a Pub's effectiveness, irrespective of its total number of machines. **Note -** Large changes are often attributable to significant structural changes in Pub activities (eg renovations, gaming floor changes etc).







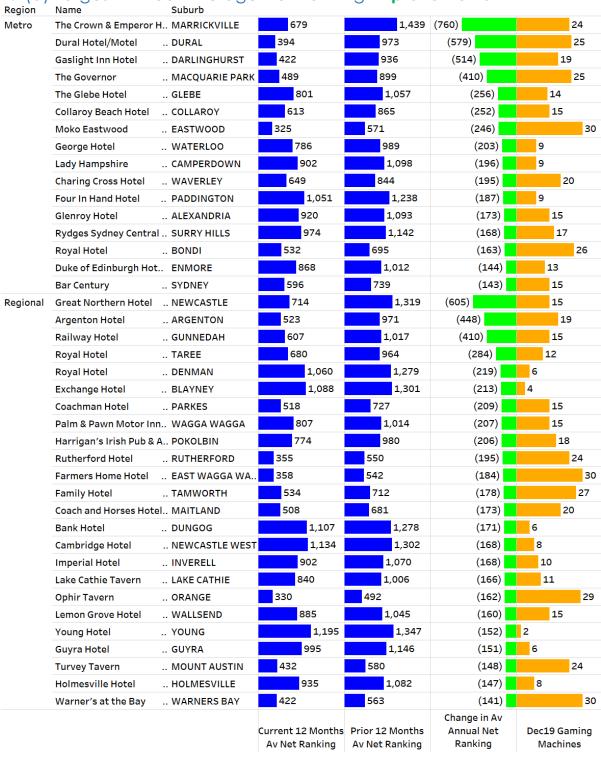
### 7.1(b) Largest Annual Average PGM Net Ranking Declines





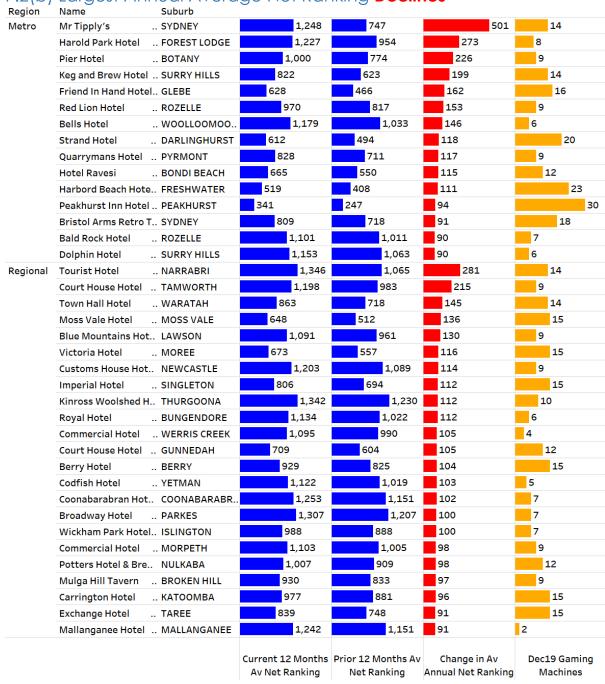
# 7.2. Dec 2019 NSW Pub Ranking Insights – Annual Average Net Hold Rankings (Current 12 mths vs Prior 12 mths)

### 7.2(a) Largest Annual Average Net Ranking Improvements





### 7.2(b) Largest Annual Average Net Ranking Declines

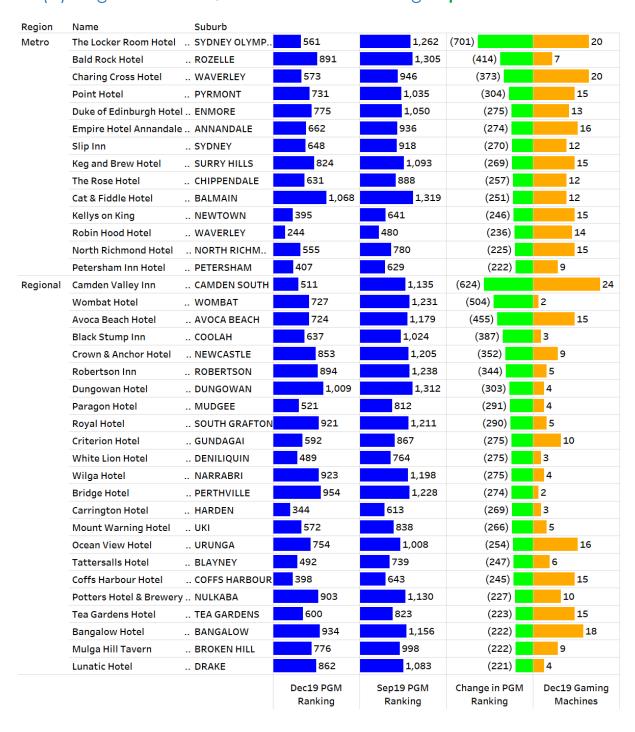




### 8.1 Dec 2019 NSW Pub Ranking Insights – Net Hold Per GM Rankings (Dec 2019 vs Sep 2019)

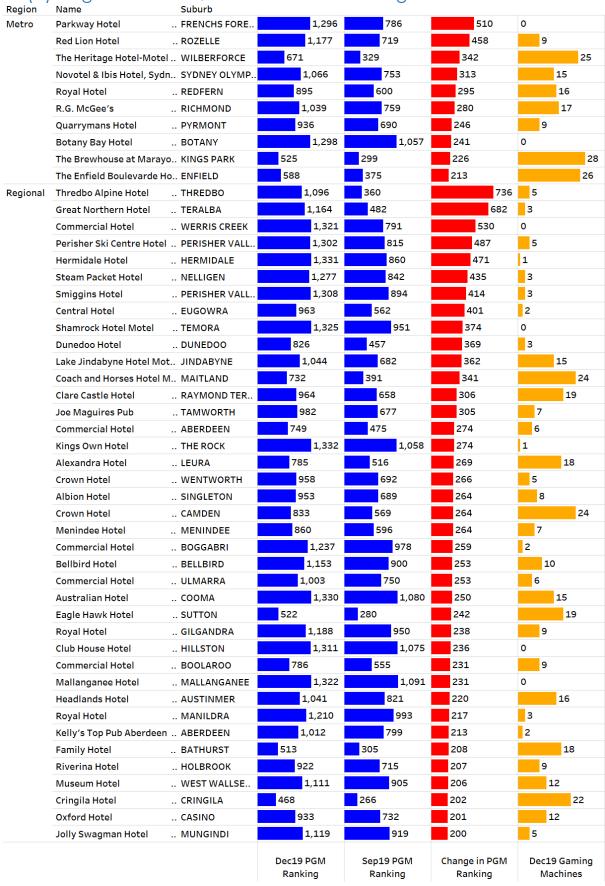
The Net Hold Per GM Rankings are a key measure of a Pub's effectiveness, irrespective of its total number of machines. **Note** - Large changes are often attributable to significant structural changes in Pub activities (eg renovations, gaming floor changes etc).

### 8.1(a) Largest Current Quarter PGM Net Ranking Improvements





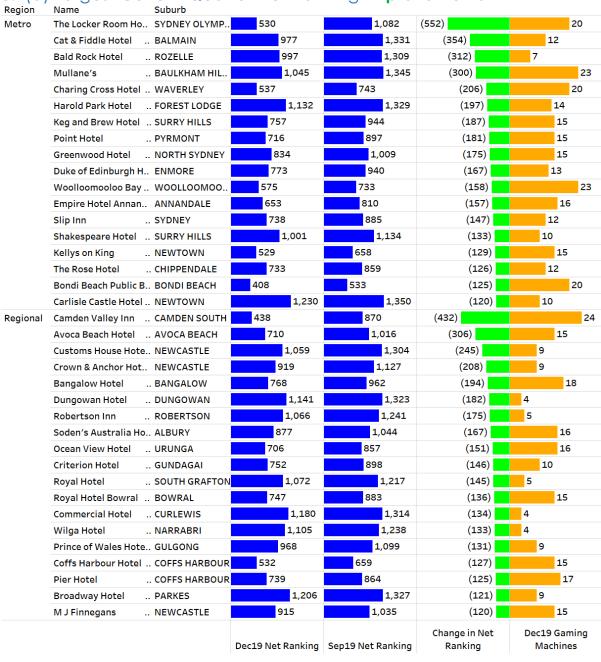
### 8.1(b) Largest Current Quarter PGM Net Ranking Declines





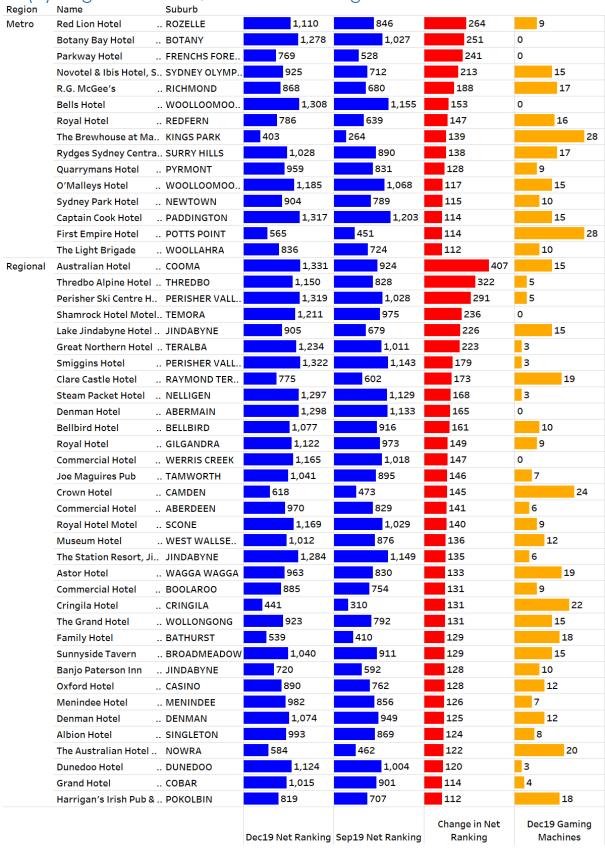
# 8.2. Dec 2019 NSW Pub Ranking Insights – Net Rankings (Dec 2019 vs Sep 2019)

### 8.2(a) Largest Current Quarter Net Ranking Improvements





### 8.2(b) Largest Current Quarter Net Ranking Declines





### 9. Dec 2019 Quarter - Pub Machine Movements

### 9.1 Dec 2019 Quarter Machine Number Increases

Region Metro	Name Grand Hotel	Suburb BONDI JUNCTIO	29	29	1,279	1,152
	Harold Park Hotel	FOREST LODGE	10	14	1,246	1,132
	The Heritage Hotel-Motel	WILBERFORCE	10	25	671	521
	Cat & Fiddle Hotel	BALMAIN	9	12	1,068	977
	Woolloomooloo Bay Hotel	WOOLLOOMOO	8	23	716	575
	Crossways Hotel	STRATHFIELD S	6	28	188	175
	Manly Wharf Hotel	MANLY	5	25	457	400
	The Enfield Boulevarde Hotel	ENFIELD	5	26	588	451
	East Hills Hotel	EAST HILLS	4	29	409	326
	Friend In Hand Hotel	GLEBE	4	19	837	699
	Kingswood Hotel	KINGSWOOD	4	29	372	301
	The New Commercial Hotel	LIVERPOOL	4	30	1,006	666
	Livingstone Hotel	LEWISHAM	3	21	271	337
	Mullane's	BAULKHAM HIL	3	23	1,242	1,045
Regional	BANNISTERS PORT STEPHEN	SOLDIERS POINT	12	12	1,254	1,170
	The Regal Inn	TENAMBIT	10	27	942	646
	Albion Park Hotel	ALBION PARK	7	25	400	366
	Moonee Tavern & Bottle Shop	MOONEE	7	28	609	443
	Alexandra Hotel	LEURA	6	18	785	682
	Bank Hotel	EAST MAITLAND	6	18	1,074	888
	Coach and Horses Hotel Mait	MAITLAND	6	24	732	566
	Headlands Hotel	AUSTINMER	6	16	1,041	891
	Woolpack Hotel	MUDGEE	6	21	730	603
	Federal Hotel	MURRAY DOW	5	29	276	246
	Great Northern Hotel	WEST KEMPSEY	5	28	396	328
	Thomas Blamey Tavern	LAKE ALBERT	5	26	641	487
	Eagle Hawk Hotel	SUTTON	4	19	522	522
	Tourist Hotel	NARRABRI	4	15	1,295	1,31
	Broadway Hotel	PARKES	3	9	1,257	1,20
	Red Steer Hotel Motel	WAGGA WAGGA	3	9	1,176	1,106
			Change in Gaming Machines	Dec19 Gaming Machines	Dec19 PGM Ranking	Dec19 Net Ranking



### 9.2 Dec 2019 Quarter Machine Number Reductions

Metro	Parkway Hotel	FRENCHS FORE	(30)	0		1,296	769	)
	Botany Bay Hotel	BOTANY	(9)	0		1,298		1,278
	Bells Hotel	WOOLLOOMOO	(8)	0		1,297		1,308
	Robin Hood Hotel	WAVERLEY	(7)		14	244	434	
	Sir William Wallace Ho	t BALMAIN	(6)	0		1,301		1,260
	Australian Hotel	THE ROCKS	(2)	3		1,158		1,229
	Bristol Arms Retro Tav	SYDNEY	(2)		16	900	791	L
	First Empire Hotel	POTTS POINT	(2)		28	822	565	
	Woolwich Pier Hotel	WOOLWICH	(1)	2		1,013		1,225
Regional	Shamrock Hotel Motel	TEMORA	(9)	0		1,325		1,211
	The Yass Hotel	YASS	(9)	0		1,327		1,265
	Eltham Hotel	ELTHAM	(7)	0		1,312		1,243
	Oasis Hotel	TAMWORTH	(7)	0		1,324		1,309
	The Pub with no Beer	TAYLORS ARM	(7)	0		1,316		1,263
	Denman Hotel	ABERMAIN	(6)	0		1,314		1,298
	King Street Hotel	NEWCASTLE W	(6)	3		1,080		1,202
	Commercial Hotel	WERRIS CREEK	(5)	0		1,321		1,165
	Globe Hotel	BOMBALA	(5)	0		1,307		1,213
	Grand Hotel	COBAR	(5)	4		615	1,	,015
	Paragon Hotel	MUDGEE	(4)	4		521	97	72
	The George Hotel	BATHURST	(4)	0		1,305		1,300
	Wombat Hotel	WOMBAT	(4)	2		727		1,162
	Club House Hotel	HILLSTON	(3)	0		1,311		1,279
	Commercial Hotel	PARKES	(3)	0		1,319		1,274
	Coolah Valley Hotel	COOLAH	(3)	0		1,310		1,286
	Mallanganee Hotel	MALLANGANEE	(3)	0		1,322		1,312
	Royal Hotel	GURLEY	(3)	0		1,317		1,316
	The Kyalite Pub	KYALITE	(3)	0		1,304		1,311
	Black Stump Inn	COOLAH	(2)	3		637	1	,079
	Central Hotel	UNGARIE	(2)	0		1,326		1,307
	Dog n Bull Hotel	BONALBO	(2)	4		1,181		1,216
	Imperial Hotel	GLEN INNES	(2)	0		1,309		1,302
	Potters Hotel & Brewe	r NULKABA	(2)		10	903	91	.6
	Erringhi Hotel	CLARENCE TOW				755	97	73
	Fernhill Tavern Port Ma	a PORT MACQUA	(1)	6		354	793	3
			Change in Gaming Machines		19 Gaming Nachines	Dec19 PGM Ranking	Dec19 Rank	



### 10. Important Information for Report Users

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