

CASINO OPENING

Licensing delays mean that **MGM Cotai** could get the Year of the Dog off on the wrong foot, missing the Chinese New Year, while analysts suggest that the smaller size of the property's hotel rooms and its lower number of tables could lead to a slower ramp-up.



MACAU



NON-GAMING AMENITIES COULD GIVE MGM COTAI A BOOST

Ben Lee suggests that MGM China could be on the right track in providing a broad range of non-gaming features to increase MGM Cotai's mass appeal. "Wynn discovered that Cotai is quite a different proposition to the peninsula," he explained. "The player profiles were different. "Not only was the database different, the players who frequent the peninsula properties were also quite difficult to motivate to move over to Cotai. "The simple reason is that once they step outside the Cotai properties, there are no myriads of value or authentic local and regional restaurants just outside the front doors, nor are there the usual entertainment outlets." He acknowledged that while MGM Cotai will probably face the same issues as the Palace, the company has tried overcome this by incorporating "more internal free attractions to overcome these issues".

