Fundamental concept for Wakayama IR (revised)

 \sim Vision for resort-type IR in Wakayama Prefecture \sim

Wakayama Prefectural Government

1 What is an IR (Integrated Resort)

- 2 Resort-type IR envisioned by Wakayama
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What is an IR (Integrated Resort)

What is an IR (Integrated Resort)

○IRs are not just a casino hotel — they are integrated complex facilities (including core facilities*) to attract tourists.

OJapanese law limits the casino (gaming) area to 3% or less of the total IR floor space.

○IRs will be developed and operated by private operators.
 →Only operators which pass thorough background investigations can operate in Japan.

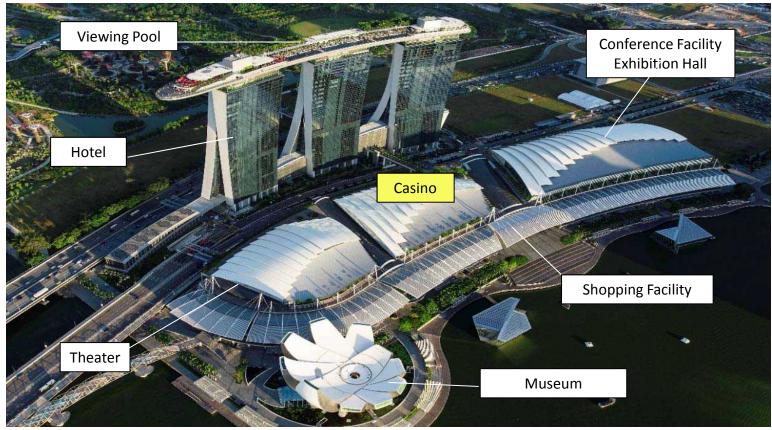


Photo: Singapore Marina Bay Sands



Photo: Singapore Resorts World Sentosa

※ Core facilities

 International conference center facilities, exhibition facilities, facilities to promote the appeal of tourism in Japan, facilities to propose and arrange domestic sightseeing visits, lodging facilities etc.

What is an IR (Examples of benefits from IR investments in other countries)

– Reali	zation of large-scale	e private sector i	nvestment			
■Singapore ■Macau						
 Marina Bay Sands: Approx. 487 billion yen Resorts World Sentosa: Approx. 522 billion yen 						
Economic benefits to the region						
	Marina Bay Sands (Singapore)	Crown Entertainment Complex (Australia)	Solaire Resort & Casino (Philippines)			
Cost of developme (Approxima		140 billion yen	120 billion yen	Preferential local procurement of construction materials, etc.		
Number employe (Approxima	es 9,500	9,200	5,600	Preferential local employment		
IR Tota Revenue (Approxima	a 320 billion yen	167 billion yen	70 billion yen	Increase in tax revenue		
IR Tota Number Visitors (Approxima	of 45 million	45 million 17 million 7.3 million		Increase in non-resident population and tourism consumption		
Source: Research by Wakayama Prefecture						

What is an IR (As designated by the country's laws)

IR envisioned by National Government

OBy developing an integrated IR facility that includes a casino, the objective is to create extended stay tourism that is internationally competitive and attractive, thereby contributing to the promotion of tourism and the regional economy as well as to the improvement of public finances

Designation of IR areas

Number of IR areas	Statutory maximum of 3 areas		
Requirements/standards of core facilities	Must be of internationally competitive scale representative of Japan (Unprecedented scale and quality)		
Consensus building in the region	A decision by the prefectural assembly, agreement by the municipality where the IR is to be established and public hearings, are required		
IR establishment process	 Prefecture selects private operators through public offering Prefecture and private entities jointly prepare the plan The prefectural governor submits the plan to the Minister of Land, Infrastructure, Transport, and Tourism, and the minister approves it 		

Casino restrictions for Japanese citizens

Visit limits	Up to 3 times in 7 days and 10 times in 28 days			
Method used to confirm ID and number of visits	Confirmation of identity using "My number card"			
Entry fee	6,000 yen			
Countermeasures against	Japanese nationals are only allowed to use cash (credit card transactions are not permitted)			
gambling addiction	Operators are obliged to exclude problem gamblers based on requests made by the gamblers themselves or their family members			

OAN IR is more than just a casino.

- ○IRs are integrated tourism facilities that create jobs as well as contribute to the promotion of tourism and the improvement of public finances, leading to a revitalization of the region
- Establishment and operation of an IR will be a strong driver to achieve targets set by the national government for 2030 (Number of foreign tourists to Japan: 60 million, total consumption by tourists: 15 trillion yen)



1 What is an IR (Integrated Resort)

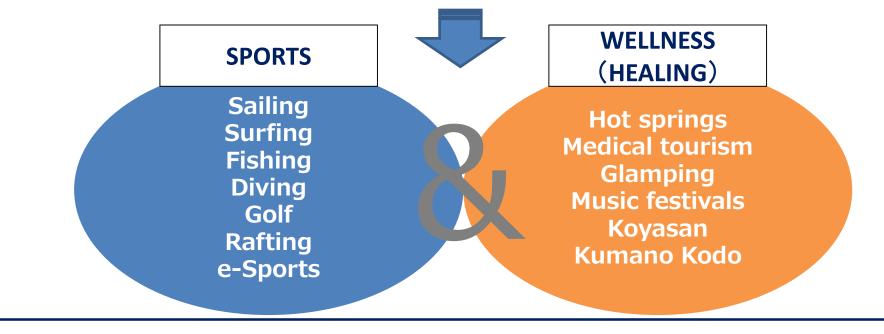
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Resort-type IR envisioned by Wakayama

<u>Resort-type IR situated among</u> <u>diverse tourist attractions</u>





Resort-type IR envisioned by Wakayama (Contents 1)

 Luxurious conference halls for board meetings of top-tier companies as well as international academic conferences and conventions
 A main conference hall capable of large scale meetings with over 5,000 participants



Resort-type IR envisioned by Wakayama (Contents 2)

OAll-weather, all-purpose arena and exhibition facilities that can host international sports competitions, e-Sports competitions, live events, and incentive tours with over 1,000 participants



Resort-type IR envisioned by Wakayama (Contents 3)

OFacilities to promote the appeal of tourism through performances etc. that leverage tradition, culture, the arts etc.



Resort-type IR envisioned by Wakayama (Contents ④)

 One-stop tour desk offering all tourist services such as reservation and transportation for tourist destinations inside and outside the prefecture (multi-lingual concierge always on duty)
 VR theater enabling simulated experience of sightseeing spots



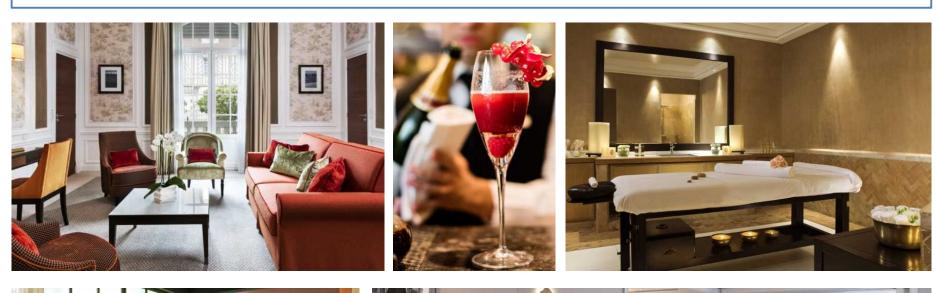






Resort-type IR envisioned by Wakayama (Contents 5)

OLuxury 5-star hotel to accommodate VIPs from all over the world (assumptions on the scale of 2,500 rooms)







Resort-type IR envisioned by Wakayama (Contents 6)

ORestaurant districts serving mainly world-renowned Japanese cuisine and high-end shopping malls offering traditional crafts and specialties from across the Kansai area



Resort-type IR envisioned by Wakayama (Contents ⑦)

○ Interactive gaming center utilizing VR technology



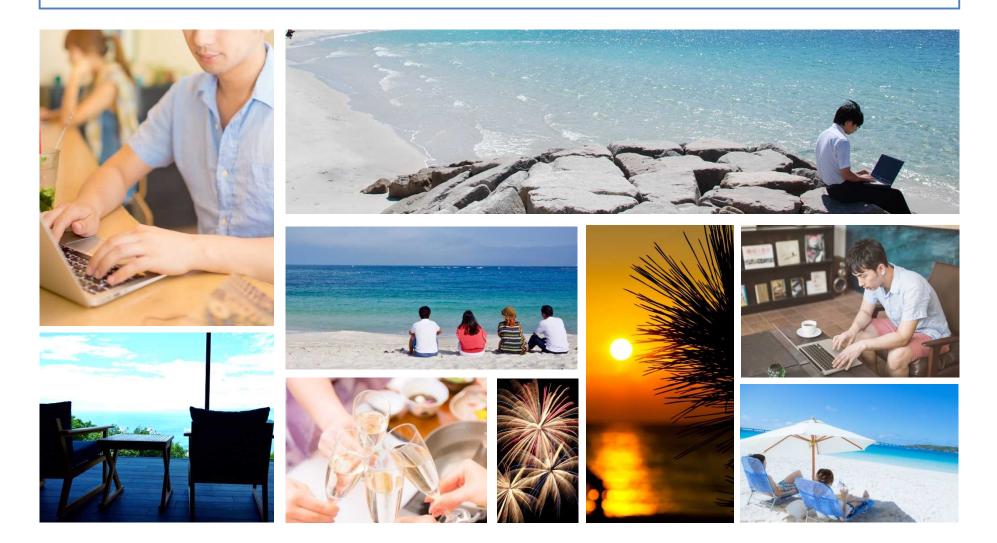
Resort-type IR envisioned by Wakayama (Contents ®)

 Facilities to market high-end prefectural products, centered on agricultural and fishery products, to the world



Resort-type IR envisioned by Wakayama (Promotion of "Workation")

Base for "Workation" (working while taking vacation)



Resort-type IR envisioned by Wakayama (Host events)

 Cooperate with IR business operators to host international film festivals, sports competitions, e-Sports competitions, and cabinetlevel meetings etc.



Resort-type IR envisioned by Wakayama (Introduce new technology)

\bigcirc Utilize new technology to service the IR area

- 1 Adopt energy systems using natural resources such as hydrogen
- ② Alleviate congestion by transmitting information such as available parking spaces using ICT
- $\ensuremath{\textcircled{3}}$ Run automated buses within the IR area
- ④ Install biometric authentication systems such as palm vein authentication for checking in and payments
- (5) Execute disaster control with image distribution systems that use digital signage etc.



(Source: RFI materials)

Resort-type IR envisioned by Wakayama

Overseas IRs were used as a model for Wakayama prefecture



- Located on the coast (waterfront)
- A resort type facility
- Close to an international airport



Location	Philippines Paranaque	Population	Access from international airport	Overview of facilities	
		Approx. 650 thousand	Approx. 15 minutes from Ninoy Aquino International Airport by car	Casino: more than 1,800 gaming machines Hotel: 800 rooms Theater: 1,760 seats	



Views of facilities

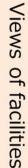


Resort-type IR envisioned by Wakayama

(Examples of IRs in other countries)

5	Singapore Sentosa	Population	Access from international airport	Overview of facilities
Location		Approximately 5.61 million people (country's population)	Approximately 30 minutes by car from Singapore's Changi International Airport	Casino: more than 2,400 gaming machines Hotel: 1,600 rooms Convention: capacity up to 6,500 people









*Four photos above by: Genting Singapore Limited. All Rights Reserved

 The Wakayama IR will be a resorttype IR situated among diverse tourist attractions

 Realize a scale and quality that are internationally competitive

Host international events at a global level

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Proposed site, Wakayama Marina City (Advantages)



O Proximity to Kansai International Airport

Approximately 30 minutes by car from Kansai International Airport to the nearest interchange
 Maritime transportation can be utilized such as the high-speed boat from/to Kansai International Airport and shuttle ship service from/to cruise ships calling at Wakayama port.

O Close to Kyoto, Osaka, and Kobe

•Excellent location with many interchanges in the area and with the IR facility as the base, not only are there tourist sites in the prefecture close by, but Osaka is 60 minutes away and Kyoto and Kobe are within 90 minutes

O Able to start construction immediately

- •Artificial island completed in 1994. The whole area has been leveled and construction can begin quickly (accordingly, investments can be recovered quickly).
- •20.5 ha (highlighted in red above, with possibilities for expansion) available to be used for IR *Similar scale to Singapore's Marina Bay Sands

O Sacred location for marine sports and leisure

- •With the establishment of the National Training Center for Sailing, this will become Japan's preeminent sailing spot, hosting international competitions, training athletes preparing for the Tokyo Olympics, and will be the permanent host of high school sailing competitions
- •A yacht harbor capable of anchoring ships up to 130 ft long (approximately 220 boats can be anchored at sea/280 boats stored on land) 25

Proposed site, Wakayama Marina City (Access)

uesting the Natio

Access to Keihanshin area

OBy Train Approx. 60min to Osaka

Approx. 90min to Kyoto & Kobe

\bigcirc By Car

Approx. 60min to Osaka Approx. 90min to Kyoto & Kobe

To provide smooth access to sightseeing spots in the prefecture, extension of Kinki Expressway Kisei Line as well as development of Susami-Kushimoto National Road and Shingu-Kihou National Road are currently underway in addition to the recent completion of Keinawa Expressway and Daini-Hanwa National Road.

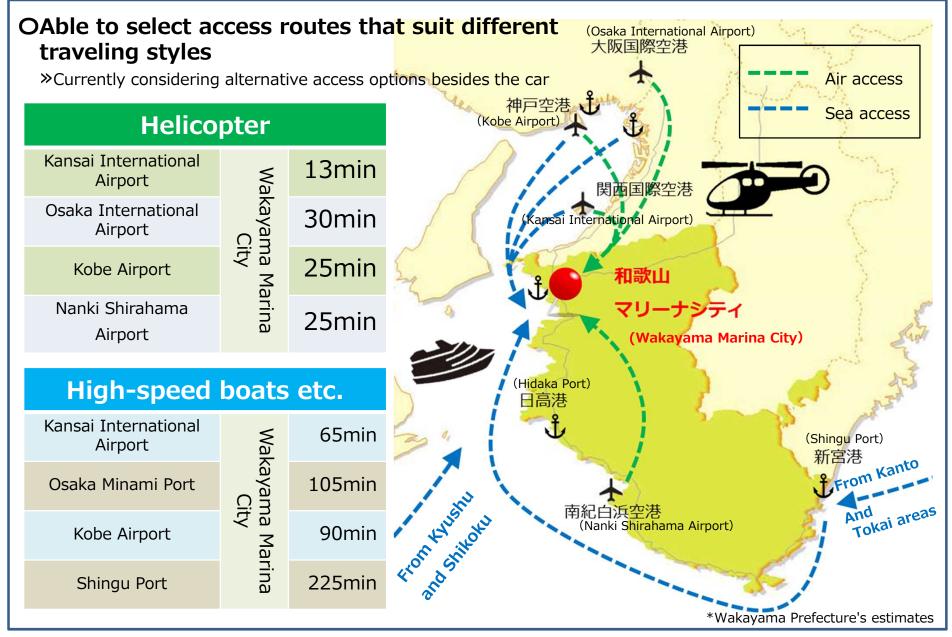
Future development

Development of stress-free transportation network

Efforts will be made to promote the establishment of new direct bus routes from terminals in major cities as well as the development of an environment which can smoothly provide various means of transportation such as buses, taxis, rental cars and bicycles according to tourist needs for more convenient connections between primary transportation hubs and secondary transportation.



Proposed site, Wakayama Marina City (Multiple access routes)



Proposed site, Wakayama Marina City (The surrounding environment)

Located in Wakanoura Bay, home to a Japan Heritage site named "Treasure House of Scenic Beauty: Wakanoura," the area around Marina City is full of attractions including a base for marine leisure and sports, spots to enjoy beautiful scenery, rich history and culture, and fresh seafood markets.



Proposed site, Wakayama Marina City (Scenic views around Wakayama Marina City)



Proposed site, Wakayama Marina City (Coordination with tourism and food resources)

Culture

Rich in cultural heritage such as the UNESCO World Heritage sites "Koyasan and Kumano," highly recommended by world-renowned travel guides such as "Lonely Planet" and "Michelin Green Guide."



Hot Springs

Home to some of the best hot spring resorts in Japan, Shirahama Hot Spring and Kumano-Hongu Hot Spring, both listed in "Japan's 100 Best Hot Springs," Wakayama boasts the richest hot spring resources in the Kinki region.



Food

Known as the "Fruits Kingdom," where a wide variety of fruits are available throughout the year, and rich in seafood, boasting the highest volume of fresh tuna landings in Japan. Wakayama-produced *ume* (plums), mandarin oranges, peaches and persimmons are best known in Japan and highest quality in the world.



Nature

Full of spectacular natural scenery throughout the four seasons such as waterfalls, gorges and beaches





Why Wakayama wants to establish an IR (wide variety of activities)

Nature-based activity tourism is a leading trend in tourism globally — Wakayama has great potential as a tourist destination with its wide variety of recreation. Blessed with a long coastline, deep mountains and many rivers, almost every kind of experience-type tourism is possible.



Proposed site, Wakayama Marina City (Business feasibility 1)

Facilities such as a luxury hotel, multi-purpose arena, etc., a tour desk and parking are to be developed in order to make the IR development an attractive project for investment in terms of business feasibility. International convention center and exhibition hall are to be developed in order to attract visitors.

Results of business feasibility analysis

Expected	size of IR	Amount of investment	279.9 billion yen
Floor Space	457,183m ^²	Payout period	8.7 years

[Facilities envisioned (preconditions)]

○Total Area • • • 205,000m^{*}

Cuxury hotel

High-grade luxury hotel with more than 2,500 guest rooms and a casino

OInternational convention center/exhibition hall

Facility with floor space of 50,000m including multi-functional arena and high-class meeting rooms

Other facilities

Facility to promote attractions in Japan, tour desk, parking

*However, these assume the lower limit, and we are considering a facility that meets the standards of the governmental and ministerial ordinances to be determined in the future

The operation of an IR in Wakayama Prefecture will have adequate business feasibility, as the results of feasibility analysis shows that the investment can be recovered in several years. 32

Proposed site, Wakayama Marina City (Business feasibility 2)

Extracts of proposals from seven overseas IR business operators based on RFI (investment intentions survey)

 About the investment amount Several business operators are proposing investments exceeding the 279.9 billion yen calculated by Wakayama Prefecture

 \rightarrow The majority of plans assume recovery of investment within eight years

The main proposals from business operators

○About the hotels

Establish hotels with 2,500 rooms including 6-star hotels

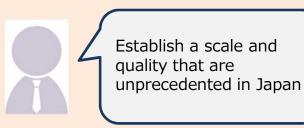
Establish hotels with a maximum of 3,000 rooms

In addition to approximately 2,200 hotel rooms, establish residential apartments

OAbout the international conference halls and exhibition facilities



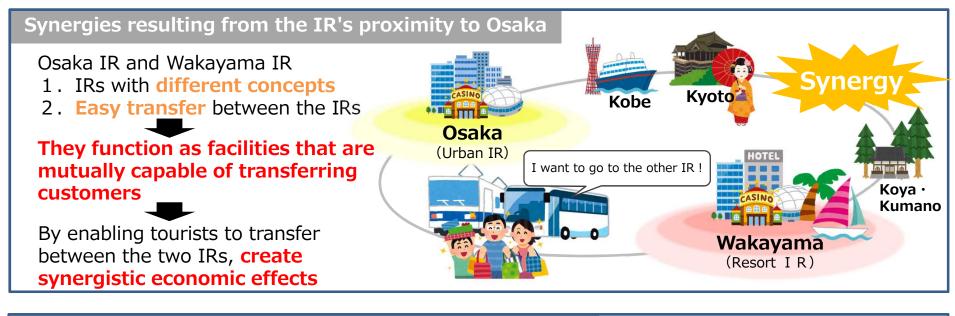
In addition to a 50,000 square meter conference hall/exhibition facility, it will be equipped with a 15,000 square meter arena



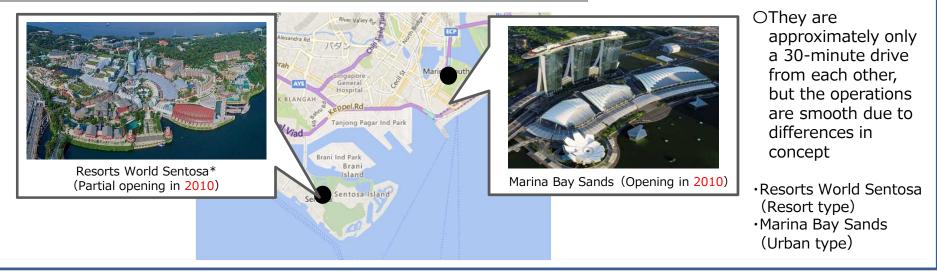
OAbout other facilities

Proposals for aquarium, botanical garden, museum, theater, theme park, shopping mall, pool etc.

Proposed site, Wakayama Marina City (Accessibility to Osaka)



Synergies are already being realized in Singapore



*Photo by: Genting Singapore Limited. All Rights Reserved.

Wakayama Marina City holds high potential as an IR location

IR business operators also highly rate its business feasibility

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Why Wakayama wants to establish an IR (Economic effects, job creation effects 1)

Estimated economic ripple effects and job creation effects created by investment in construction and operation assuming a certain scale and number of visitors of the IR to be developed in Wakayama Marina City are shown below.

Summary of analysis of economic ripple effects, etc. (in Wakayama Prefecture)

(Reference) Current situation in Wakayama Prefecture (FY2015)

Number of IR visitors (Approximate)	4 million per year		Total number of tourists (Approximate)	33.4 million
Investment in construction (Approximate)	280 billion yen		Prefectural GDP (Approximate)	3,530 billion yen
Economic ripple effects (Approximate)	300 billion yen per year			
Job creation effects (such as operations) (Approximate)	Employment of 20,000 people			

The above is calculated with the assumptions that 1. there are IRs in both Wakayama and Osaka 2. the scale of the facilities is small
 The results of the calculations are subject to change based on the government's attitude and governmental and ministerial ordinance standards

Why Wakayama wants to establish an IR (Economic effects, job creation effects 2)



Farming, fishing and forestry Approx. 1.8 billion ven (Approx. 400 people · 0.9% increase)



Food and beverage products etc. Approx. 5 billion yen (Approx. 250 people · 2.0% increase)



Medical care and welfare Approx. 2.2 billion ven (Approx. 240 people · 0.4% increase)



Electricity, gas and heat supply Approx. 8.6 billion yen (Approx. 70 people · 4.5% increase)



Finance and insurance Approx. 6.2 billion yen (Approx. 320 people · 3.0% increase)



Food and beverage services Approx. 24.6 billion yen (Approx. 5,600 people · 21.5% increase)



Commerce Approx. 12.6 billion yen (Approx. 2,900 people · 3.5% increase)

Economic ripple effects (Approx. 300 billion yen)



Information transmission etc. Approx. 4.9 billion yen (Approx. 150 people · 4.4% increase)



Real estate Approx. 11.6 billion yen (Approx. 200 people · 3.6% increase)



Waste disposal Approx. 2.7 billion ven (Approx. 340 people · 10.6% increase)



3.4 billion yen (Approx. 460 people ·





Lodging Approx. 36 billion yen (Approx. 3,100 people · 42.5% increase)



Rail, bus, taxi, transportation, travel etc. Approx. 9.4 billion yen (Approx. 450 people · 2.3% increase)

38



Construction repairs Approx. 1.9 billion yen (Approx. 130 people · 4.5% increase)



Equipment repair etc. Approx. 3.5 billion yen (Approx. 160 people · 4.6% increase)



Laundry, barbers, beauty salons etc. Approx. 0.8 billion ven (Approx. 260 people · 2.9% increase)





Parking lots, conference halls, arena facilities etc. Approx. 4.3 billion yen (Approx. 150 people · 11.8% increase)



Entertainment services Approx, 142 billion ven (Approx. 2,700 people · 48.5% increase)

Why Wakayama wants to establish an IR (Gaming tax and entrance fee revenues)

• Gaming Tax

Gaming Tax (**15%** of GGR) will be paid to the prefecture/designated city, etc.

• Entry Fee

Japanese nationals will pay an entry fee of **6,000 yen** to enter the casino (National Gov.: 3,000 yen/Pref. Gov.: **3,000 yen**)

Gross Gaming Revenue (GGR)	140.1 billion yen	Number of visitors to casino	3,575 thousand (Japanese nationals: 2,448 thousand)
Gaming tax paid to Wakayama Prefecture (estimate)	21 billion yen	Wakayama Prefecture's revenue from entry fees (estimate)	7.3billion yen Overnight staying guests: 3.4 billion yen Day trip guests: 3.9 billion yen

*Estimated by Wakayama Prefectural Government based on business feasibility analysis

<Use of gaming tax revenue>

Budgets for measures for **promotion of tourism, local economy, social welfare and culture and art**

<Use of revenue from entry fees>

Budgets for measures for **promotion of local** economy, social welfare and education



Why Wakayama wants to establish an IR (Regional revitalization measures)

Initiatives for the development of Wakayama as a whole resulting from establishing an IR

Cross marketing

Proactively guide IR visitors outside of the IR and create a structure whereby they can enjoy Wakayama's sightseeing facilities and local businesses.

 Regional revitalization measure utilizing the IR card (distribute points and coupons to be used locally by IR members)

 $\bigcirc \mathsf{Propose}$ package tours to tourist attractions within the prefecture and experience-based tourist sites etc.



Prioritization of local resources

Create a system where goods and services consumed by the IR prioritizes procurement from local resources.

 $\bigcirc\ensuremath{\mathsf{Use}}$ prefectural goods and establish a local priority procurement rate

OEstablish a local employment rate etc.



Coordination with higher education organizations

Coordinate with higher education organizations to realize an IR that is closely linked to the local area

- $\bigcirc\ensuremath{\mathsf{Implement}}$ employment programs for tourism and lodgings in university education
- $\bigcirc \mathsf{Provide}$ tourism education and transmit classes etc.



Medical tourism

Receive IR visitors whose objectives are to take advantage of medical services such as for medical check ups and anti-aging treatments using state-of-the-art equipment, and coordinate with existing tourism resources such as healing spots at places including Takano and Kumano to attract long stay tourism.



Sports tourism

Link the new arena facilities to be established in the IR with the existing sports facilities in the prefecture to create a multifaceted sports revitalization plan.

OAttract new sports competitions and sports training camps etc.



Why Wakayama wants to establish an IR (In Singapore)

The impact on Singapore where 2 IRs were opened in 2010

	2009	2010	2011	Growth rate $(2009 \Rightarrow 2011)$
Number of tourists	9.68 million people	Opening of IRs	13.17 million people	136%
Tourism revenue	S\$12.6 billion		S\$22.2 billion	176%
With the second seco	Travel consumption per foreign tourist increased 30% Created approximately 22,000 jobs (direct employment)			

IR is one of Wakayama Prefecture's best growth strategies

O The IR creates powerful economic ripple effects

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 Increased risk of gambling addiction and bankruptcy

 \bigcirc Deterioration of public order

 \bigcirc Infiltration of antisocial forces

 \bigcirc Risk of money laundering

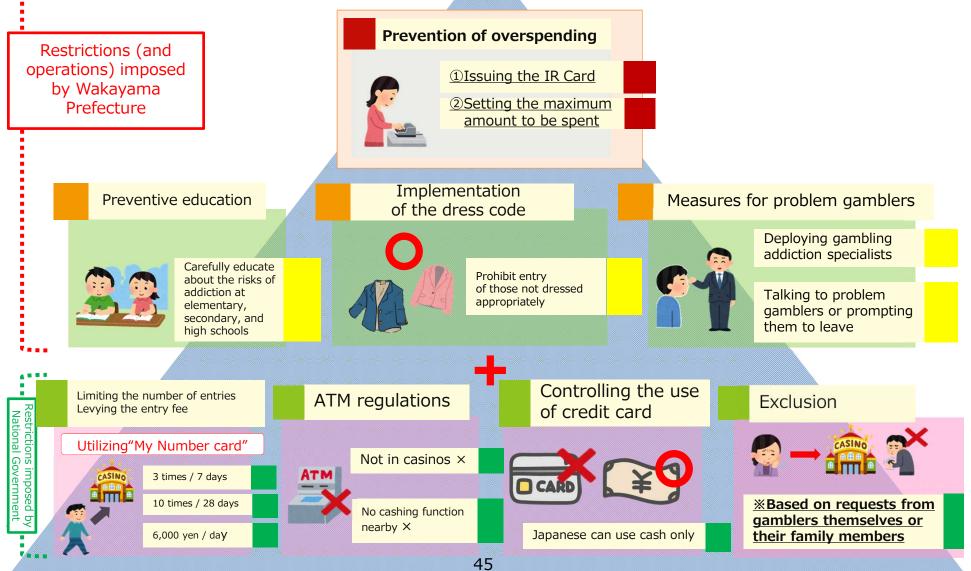
○ Negative effect on minors



IR issues and countermeasures

Can the prefectural citizens' lives be protected?





IR issues and countermeasures (Measures to prevent gambling addiction and bankruptcy risk 1)

(e.g.) Wakayama IR card Created at the time of entry into a casino facility Charge with cash to play at the casino Points awarded according to how much it is used

Merits of the IR card

O Sets an upper limit to usage

- Prevents overspending unwittingly and avoids bankruptcy risk
- Forces a cool down period because of the need to re-charge it

O Centrally control users' spending and how they are betting

➡ Easily identify users who are betting excessively to enable quick response to problems



Regional revitalization using the IR card

OPoints awarded each time it is used

 Create a system that enables it to be used outside the IR at shopping districts and tourist attractions



IR issues and countermeasures (Measures to prevent gambling addiction and bankruptcy risk 2)

Preventive education

 Education and awareness of addiction prevention for children and guardians
 Create public awareness leaflets and conduct sessions with experts primarily for high schools





Dress code

 Prohibit entry of those with inappropriate dress code
 Raise the psychological barrier to enter to control ease of entry



Addiction expert specialists

 Place specialists who have received expert education and training on addiction countermeasures within the casino facility
 Observe users and urge those showing signs of gambling addiction to suspend play and guide them to an assistance counter etc.





Other measures

 Use image analysis to identify and respond to users with a tendency towards addiction
 Install sensors in casino chairs etc. to detect users in an abnormal state of excitement



Can the prefectural citizens' lives be protected?

Comprehensive countermeasures for maintenance of order and protection of minors

Maintenance of order

- \bigcirc Train and educate employees
- Prohibit or restrict entry of unsuitable persons into the casino
- Monitor and provide security inside/outside the casino



Exclusion of members of organized crime groups

 Members of organized crime groups are not allowed to enter casino



All visitors to the casino must be screened and verified to ensure they are not members of an organized crime group

Measures for money laundering

- \bigcirc Confirm transactions and create/save transaction records
- \bigcirc Report suspicious transactions
- Report cash transactions exceeding a certain amount
- \bigcirc Develop internal control systems



Prohibit entry of those under the age of 20

OEntry into casino facilities by those under the age of 20 is strictly prohibited





Limit advertisements and solicitations to those under the age of 20

Prohibit the distribution of casino-related flyers etc.
 to, and solicitation of, those under the age of 20
 both inside and outside the IR area



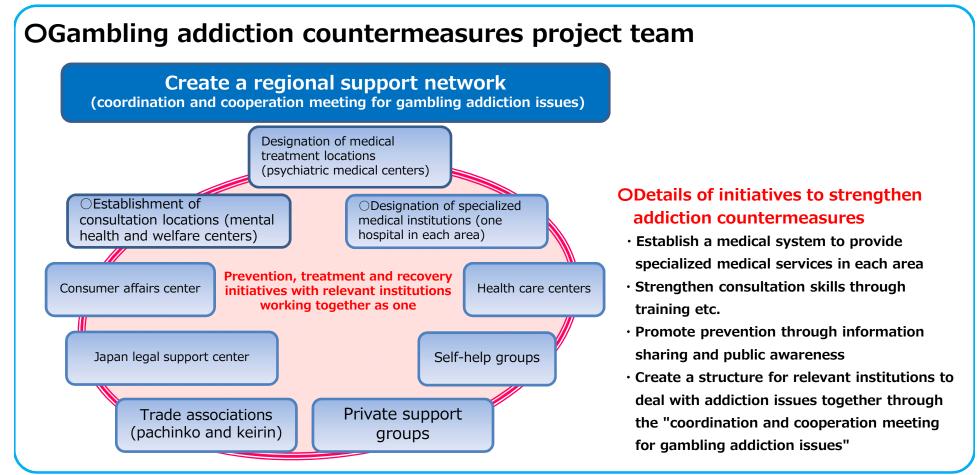
- OAdvertisements and solicitations of casino businesses and facilities must indicate and explain the prohibition of entry for those under the age of 20 into casino facilities
- Advertisements and solicitations of casino businesses and facilities must take into consideration its influence on those under the age of 20



IR issues and countermeasures (Policy initiatives for addiction countermeasures)

OWakayama IR promotion project team

- · Comprises 20 related departments including the prefectural governor's department, board of education and police headquarters
- Examines the necessity and feasibility of ideas proposed for IR management operators such as transportation systems, countermeasures for addiction to gambling etc., participation in the planning process by corporations in the prefecture, coordination with regional tourism etc.



IR issues and countermeasures (Initiatives for consensus building in the region)

In order to introduce IR and maximize its impact across the prefecture, understanding and cooperation by the prefectural citizens is critical

Hold as necessary

Host IR symposiums

September 2017 Established a Wakayama IR promotion council led by Wakayama Prefecture, Wakayama City, and the Wakayama Chamber of Commerce and Industry



Establish a promotion council

統合型リゾート(IR)シンポジウム



An explanation of the prefecture's initiatives relating to IR at a meeting of relevant trade associations

n explanation to various industry groups



The

Host study sessions

The Wakayama prefectural assembly members (the then chairman of the assembly), conducted a study session, approximately 400 prefectural citizens participated

Hold as necessary

Explanations given in various parts of the prefecture utilizing government debriefing sessions



June 2018





November 2017 Explained the prefecture's initiatives towards IR at a seminar hosted by the Federation of Small Business Associations

Explanations at seminars for prefectural citizens

hand over \$100

Currently conducting periodic sessions in response to applications

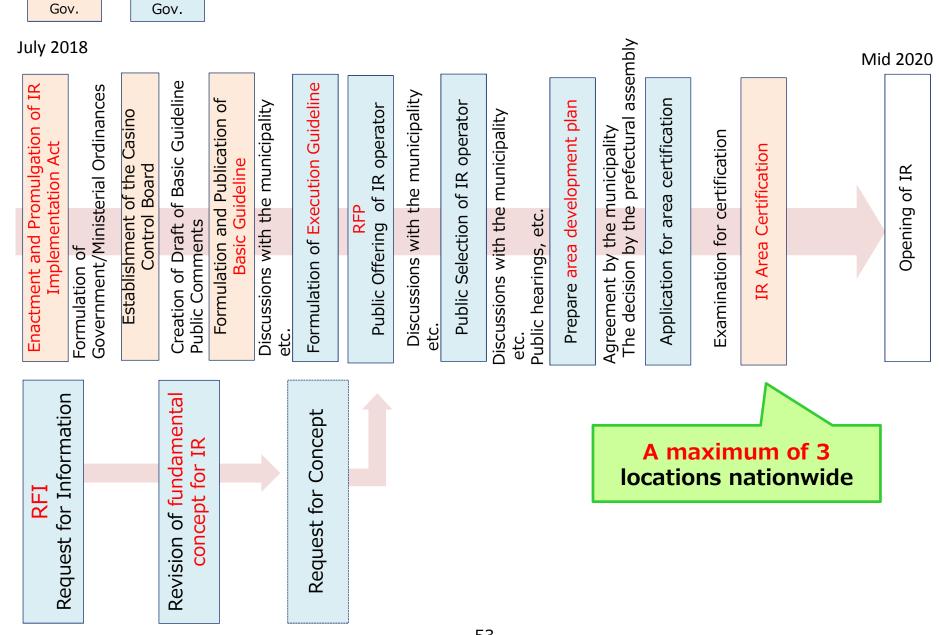
Explanations taking advantage of the initiative "Delivery! Discussions with the Prefectural Government"

> The prefecture is currently accepting applications for discussions with the prefectural government. (Please see our website for more details.)

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~August 2018 ~October 2018

National

Pref.

Fundamental concept for Wakayama IR (Revised)

〒640-8585

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TEL : 073-441-2334 FAX : 073-422-1812 E-mail : e0201001@pref.wakayama.lg.jp

Relevant prefectural IR website

https://www.pref.wakayama.lg.jp/prefg/020100/ir/top.html