



**GENTING**  
MALAYSIA

# Corporate Presentation

IF2010 - Singapore

November 2010

# Our Vision:

To be the leading **Leisure,**  
**Hospitality & Entertainment**

Corporation in the world



*Aerial view of Resorts World Genting*

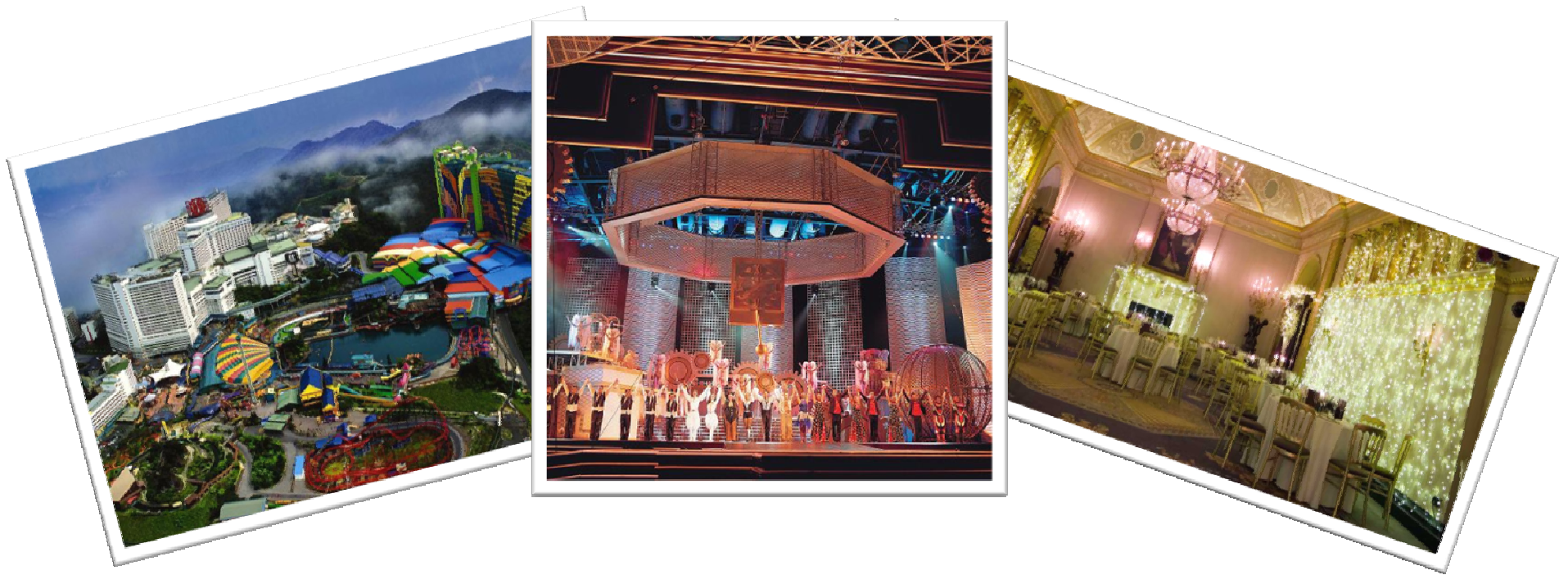
# Agenda

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- ♠ Introduction
- ♥ Financial Highlights
- ♣ Looking Ahead
- ♦ International Expansion
- ♠ Q&A



# Introduction



# Overview

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- **Market capitalisation of US\$6.5 billion (RM20 billion)**
- **Resorts World Genting** - Asia's leading integrated leisure & entertainment resort
  - Over 19 million visitors in 2009
  - Over 10,000 rooms at the Resorts World Genting
  - Over 3.2 million Genting loyalty *WorldCard* members
  - Over 13,000 employees
  - EBITDA of US\$590 million in 2009
- **Genting Casinos United Kingdom** - Largest number of casinos in the UK
  - Close to 4 million visitors in 2009
  - Operates 46 casinos
  - Over 3,000 employees
  - Trades under renown brands – e.g. Maxims & Crockfords
  - EBITDA of £30 million in 2009
- **Resorts World New York** – New York's newest racino
  - Strategic location, located within vicinity of 2 airport terminals and connected via the MTA
  - Equipped with 4,500 VLTs and other leisure facilities
  - Scheduled to open by late spring 2011



# Snapshot of GENM

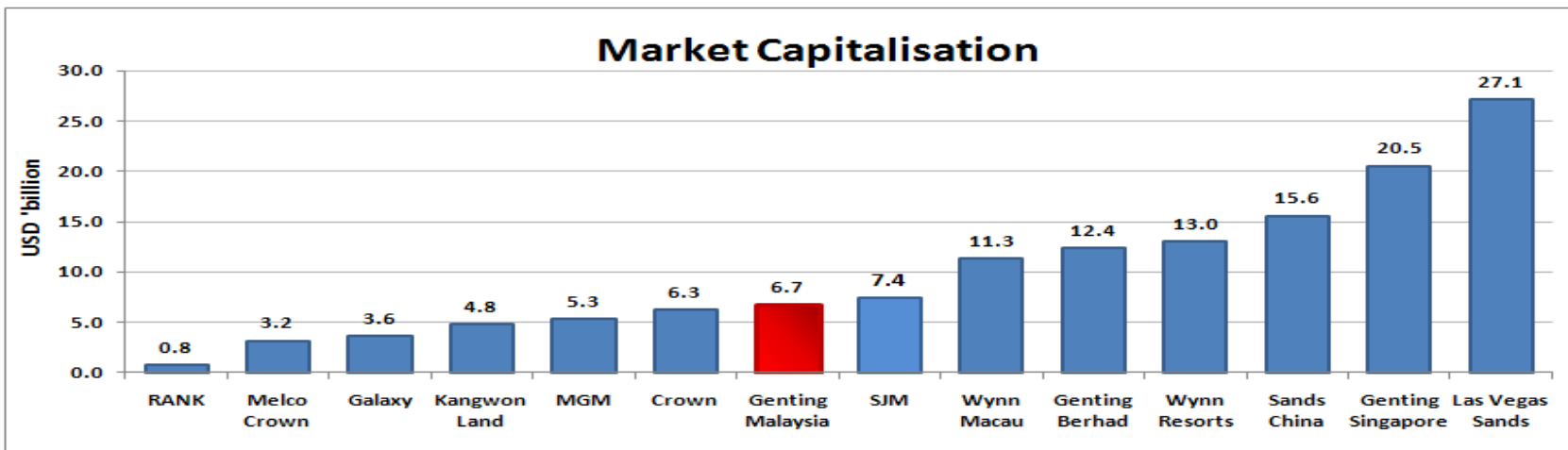
## Share Price and Volume Traded



## Average Volume Traded Daily

Past 1 month	10,030,590
Past 3 months	9,391,141
Past 6 months	8,778,128

## Currently the 8th largest gaming company



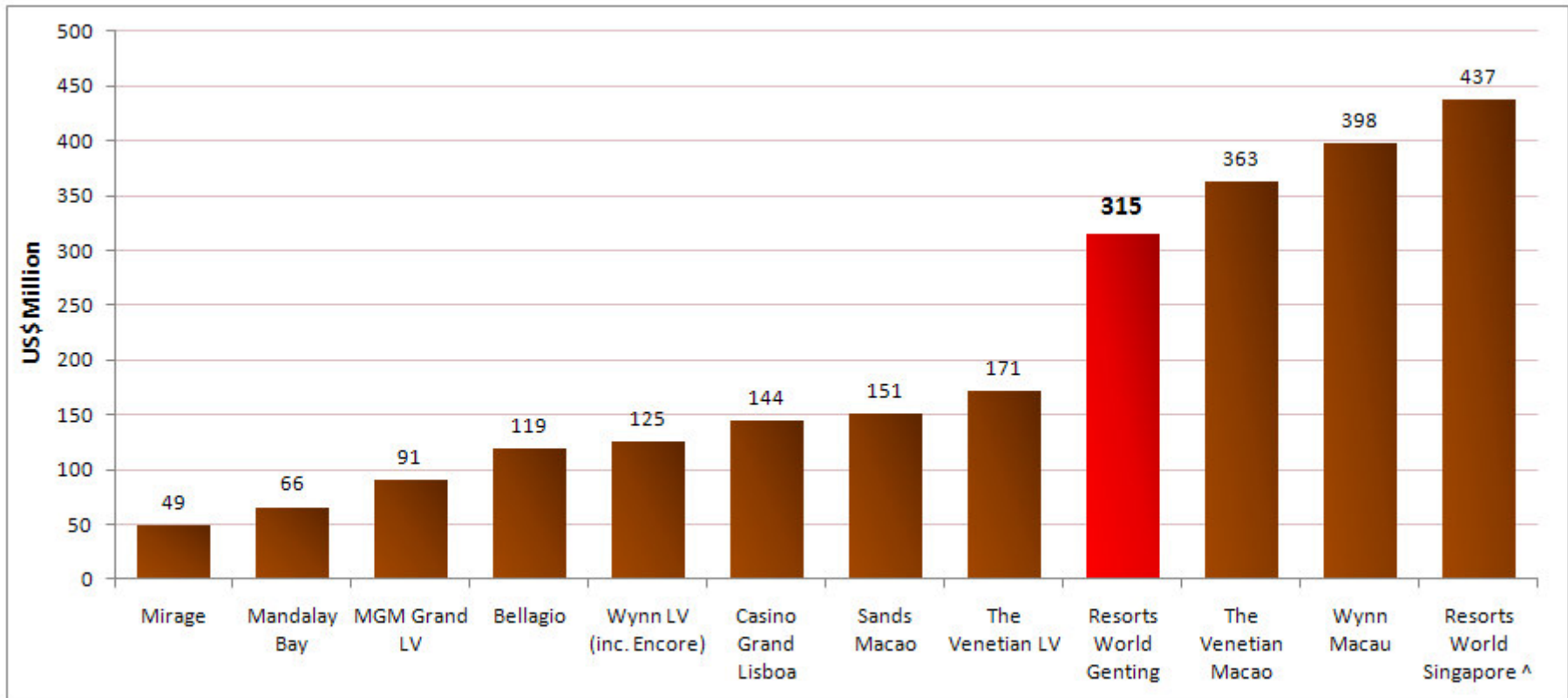
Source: Bloomberg as at 27 October 2010

# Corporate Structure – Leisure & Hospitality



# Global Peer Comparison

## EBITDA (US\$) by Property in 1H2010



<sup>^</sup> - Began operations in February 2010

Source: Respective company reports

... amongst the world's largest gaming property



# Member of the Genting Group Global Network

## PRESENCE AND ACCESSIBILITY



### Sales and Marketing Office

- 11 Major countries

### Casino Network

- Resorts World Genting
- Resorts World Sentosa
- Resorts World Manila
- Genting Hong Kong
- Genting UK
- Resorts World New York (2011)

... extensive coverage

# Financial Highlights



# Financial Performance at a Glance

In RM million	1H 10	1H 09	▲ %
Revenue	2,572	2,380	8
EBITDA	1,027	933	10
<i>EBITDA Margin (%)</i>	40	40	
Net Profit	578	606	(5)
EPS (sen)	10.1	10.6	(5)
Net Cash	5,555	5,089	9

➤ **Revenue ↑ 8% due to:**

- Overall higher volume of business; and
- Better luck factor from premium players business

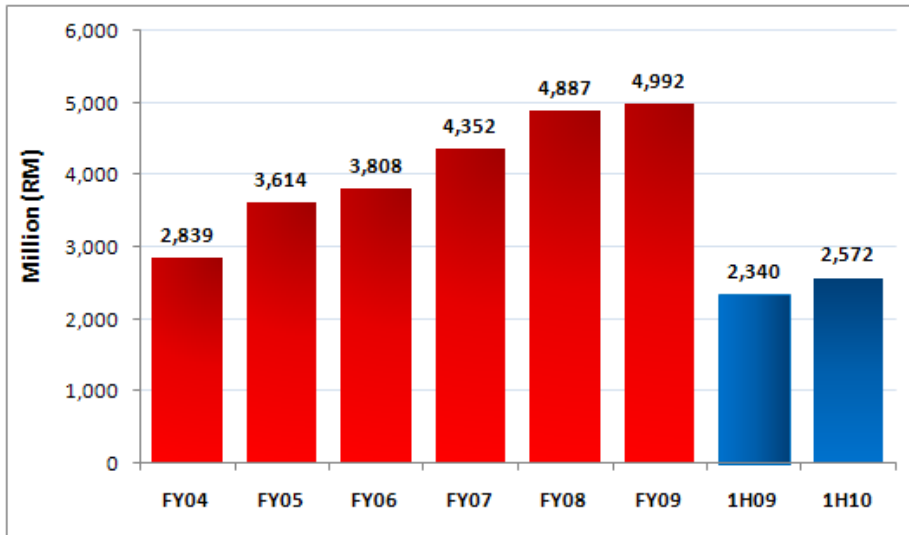
➤ **EBITDA Margin consistent ~ 40%**

... resilient business and healthy cash balance

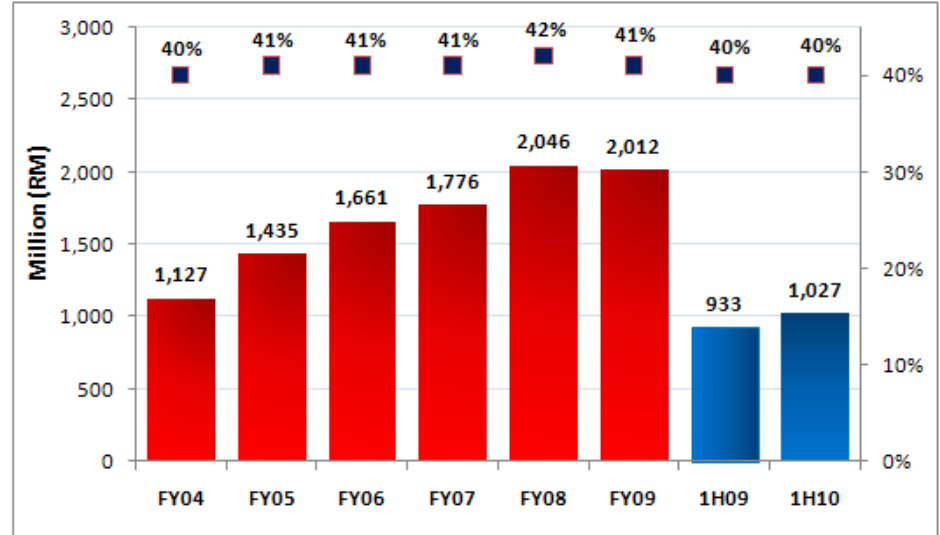
# Strong Growth in Revenue and EBITDA

- Revenue growth : 5-year CAGR of 15%
- EBITDA growth : 5-year CAGR of 16%
- Positive contributions from major divisions

## REVENUE (RM 'm)



## EBITDA (RM 'm) & EBITDA MARGIN

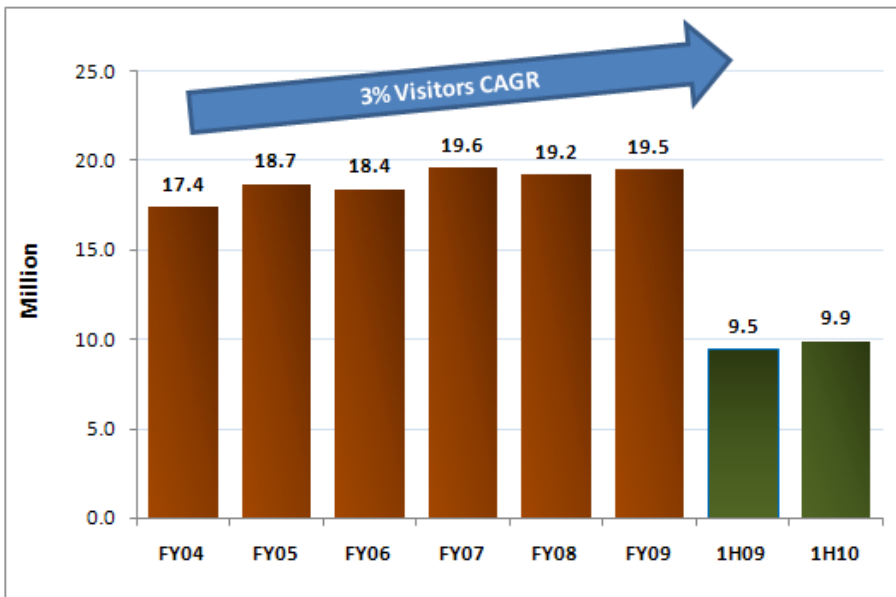


... consistent strong growth

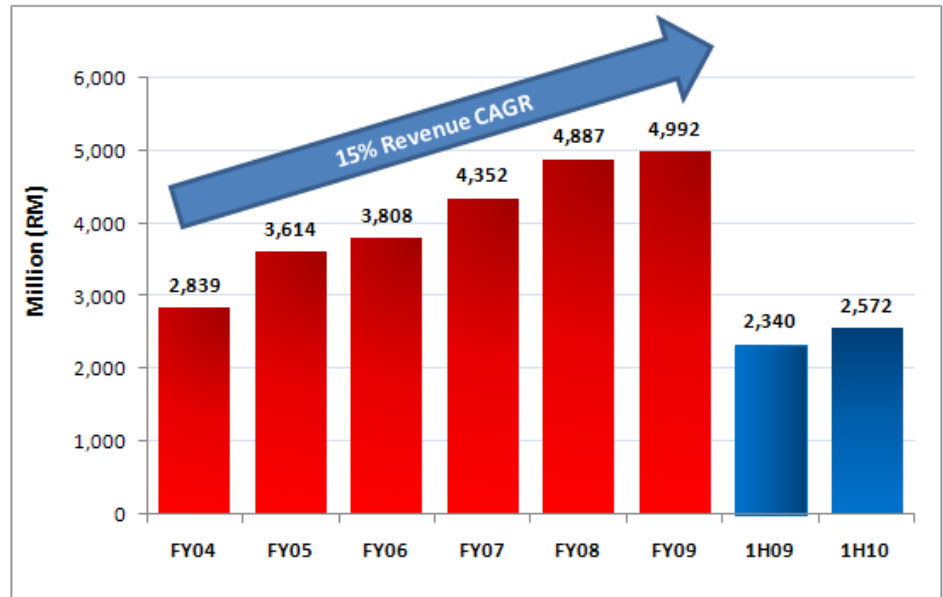
# Visitors & Revenue

- Visitors growth : 5-year CAGR of 3%
- Revenue growth : 5-year CAGR of 15%
- Increase in average spent per visitor

## VISITORS (million)



## REVENUE (RM 'm)

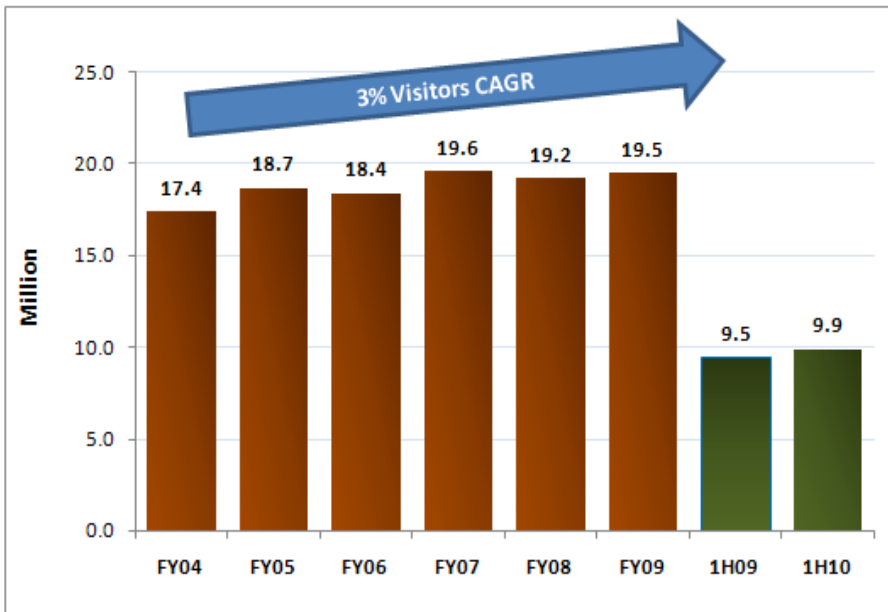


... revenue growth faster than visitors

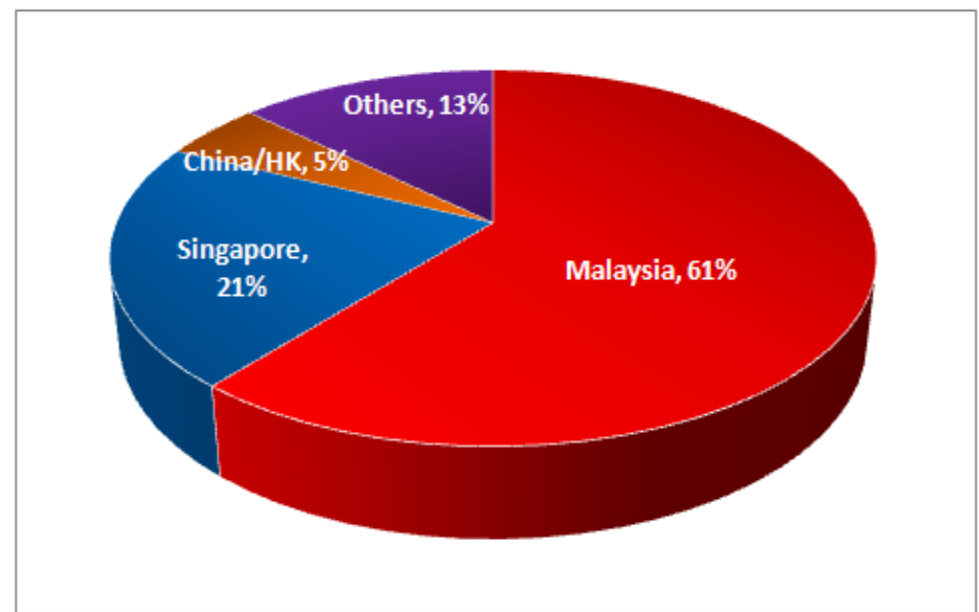
# Entrenched Domestic Position

- Day trippers (mostly locals) - in excess of 70% of total visitors to RWG
- Remaining visitors are hotel guests (majority Malaysians)

### VISITORS (million)



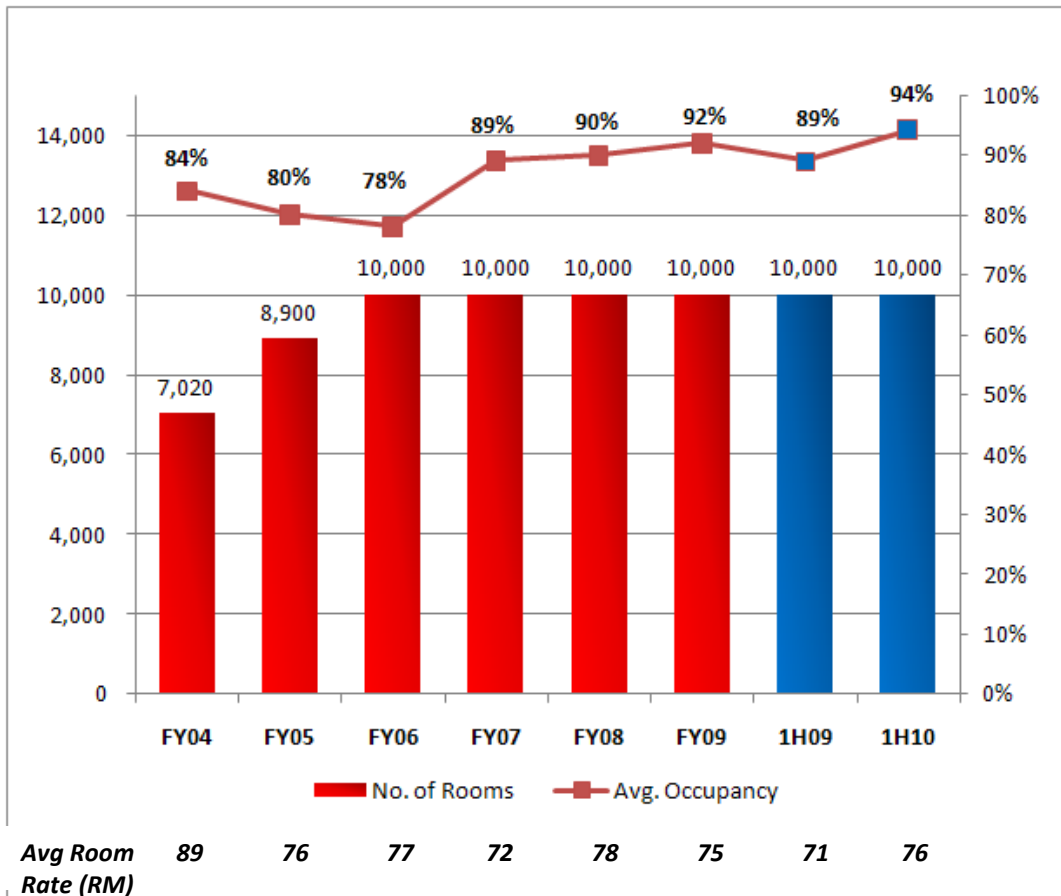
### HOTEL GUEST NATIONALITY '1HFY10



... domestic mass support remains resilient

# Consistent High Occupancy Rates

## ROOM STATISTICS



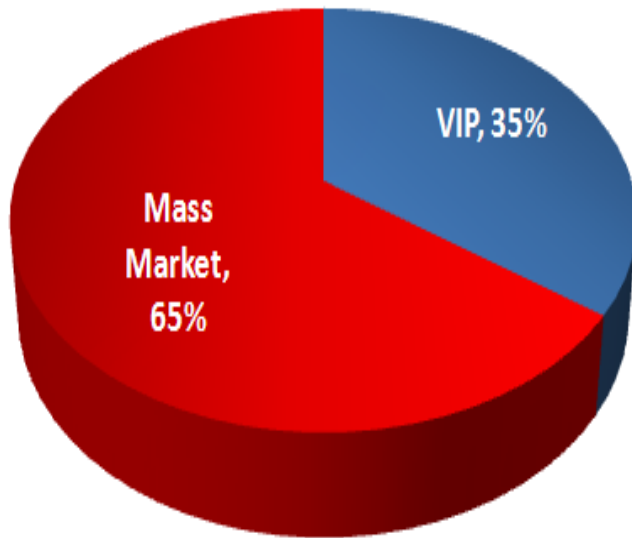
- Six hotels at RWG with 10,000 rooms
- Average hotel occupancy of 92% in 2009 (2008: 90%)
- *WorldCard*<sup>™</sup> members takes up more than 56% of room occupancy
- Bus Program underpinned weekday occupancy

... driven by yield management

# Gaming Breakdown

## BREAKDOWN OF GAMING REVENUE

### Resorts World Genting



#### Mass

- 3 million *WorldCard*<sup>TM</sup> members
- Strong domestic support
- Competitive room rates and F&B

#### VIP

- Premium Member privileges
- Competitive marketing and high level of service delivery



# Competition – Singapore’s New IRs

## Impact on

**Mass  
Market**

**VIP  
Market**

## Mitigating Advantages

- A strong 65% revenue mix for mass market business
- Locals form bulk of our 19m+ visitors
- Different price points
- Competitive room rates, F&B and Theme Park prices

**... providing great value to the mass market**

- 35% revenue mix for premium players business
- Competitive marketing and high level of service delivery
- Joint marketing initiatives with Resorts World Sentosa
- Expanded pie – similar to Macau

**... revenue continues to grow with new IRs' in Singapore**

# Looking Ahead



# Capital Management Strategy

## Net Div per Share (sen)



## Share Buy Back

- Initiated since July 2007
- To date, bought back 243.7m shares for RM819m
- 4.12% of total paid up capital

## Dividend

- Annual dividend CAGR of 12%
- Dividend payout ratio (over adjusted earnings) of 22%
- 2010 Interim dividend increase 20%

... continuing emphasis on capital management

# Prospects and Focus

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- **Prospects: Cautiously Optimistic**

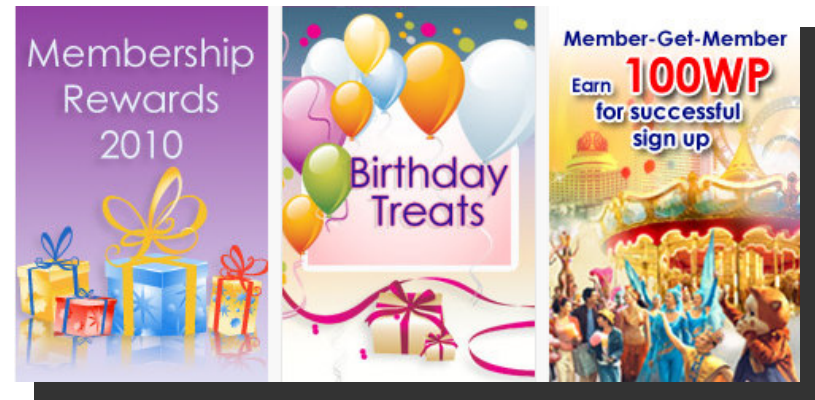
- **Local Market**

- **Continue to focus on:**

- Membership marketing
- Customer retention
- Yield management

- **International Market**

- United States of America
- United Kingdom



# Future Expansion

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## Resorts World Genting

- Continue to upgrade facilities and infrastructure
- No new room capacity envisaged at this stage

## Other Opportunities

- US
- Middle East (Egypt)
- UK – Newham (East London) & Birmingham (West Midlands)

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# International Expansion



# International Expansion

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**Expansion overseas  
and grow earnings  
and revenue base**

**Access to regulated  
growing markets**

**Synergistic Benefits**

**Long term  
enhancement of  
Shareholders Return**

**Future Opportunities**



## **Genting UK**

- Opportunity to expand into the UK, EU and The Middle East
- Genting UK's existing infrastructure and leadership position are major advantages
- An opportunistic move in view of the growth potential in UK and the EU

## **Resorts World New York**

- Competitive – Strategic location provides a strong competitive edge
- Possibility of new product offering
- Platform to explore other business opportunities in the US

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# Overview of Resorts World New York



*Artist impressions of Resorts World New York, subject to change*



# New York Racino Industry

- Gaming market size ~ US\$ 1 billion
- There are currently 8 Racinos in New York.
  1. Empire City (Yonkers)
  2. Saratoga Gaming
  3. Finger Lakes Gaming
  4. Monticello Gaming
  5. Fairgrounds Gaming
  6. Tioga Downs Gaming
  7. Vernon Downs Gaming
  8. Batavia Downs Gaming



# Overview - Aqueduct Racetrack

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- Occupies 210 acres in South Ozone Park in the Borough of Queens, New York
- 30 years license issued by the State Legislature to operate 4,500 Video Lottery Terminals (VLT).
- In September 2010, GENM paid an upfront licensing fee of US\$380 million
- Project involves fitting out existing buildings and facilities. VLTs provided by supplier on revenue sharing basis
  - Phase 1 – 1,600 VLTs (by late spring 2011)
  - Phase 2 – 4,500 VLTs (by end of 2011)
- Strategic location, located within vicinity of 2 airport terminals and connected via the mass transit system



# Strategic Location of Aqueduct Racetrack

Strategically located, with two subway stops on the New York Subway



# Resorts World New York



Artist impressions of Resorts World New York, subject to change

- |   |  |
|---|--|
| 1: Grand Entrance with covered entry way, three-storey atrium and water show                  | 5: 200-seat high-end Chinese restaurant                          |
| 2: 93,000 sq ft casino on 1 <sup>st</sup> floor; 42,500 sq ft casino on 2 <sup>nd</sup> floor | 6: Sports bar restaurant and lounge, 280-person seating capacity |
| 3: Two-storey festive casual dining promenade up to 450 seats                                 | 7: Skyway pedestrian bridge connecting casino to MTA train       |
| 4: 200-seat high-end signature restaurant   | 8: 2,800-car parking facility                                    |
|   | 9: Racetrack owned and operated by NYRA                          |

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# Overview of Genting UK



# Genting UK Overview

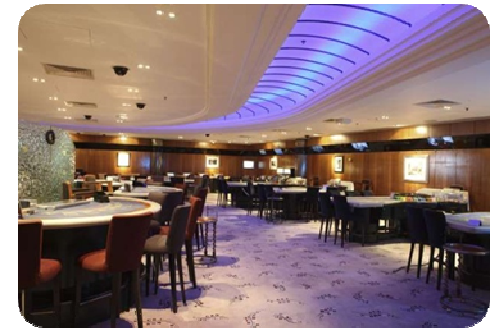
- On 15 October 2010, Genting Malaysia completed the proposed acquisition of casino businesses in the UK from Genting Singapore
- Purchase consideration of £351.5 million @ enterprise value of £426 million
- Largest casino operator in UK in terms of number of casinos (46 casinos)
- Genting UK Group's performance:
  - 1H10 Revenue - £ 103m vs 91m (1H09)
  - 1H10 EBITDA - £ 13.2m vs 9.9m (1H09)



# Genting UK Overview (cont')

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- Extensive network of casinos offering full range of slots and table games
  - Operates **41** casino clubs within the provinces under 3 key brands
    - **Circus Casino**
    - **Maxims Casino**
    - **Mint Casino**
  - Operates **5** casino clubs in London
    - **Maxims Casino Club**
    - **Crockfords**
    - **Colony Club**
    - **Palm Beach**
    - **Mint**



# Genting UK casinos - Future prospects

Increase visitations to the casinos:

- Provincial casinos
  - ✓ Reposition with more leisure-centric concept
- London casinos
  - ✓ Leverage on GENM's Asian clientele database
- Expedite the rollout of membership marketing programmes



***“Growth over the past six months reached 2%, the fastest pace of expansion over two consecutive quarters since 2000”***

- Office for National Statistics, United Kingdom (27<sup>th</sup> October 2010) -

***“Outlook on Britain's economy was revised from negative to stable and confirmed the country's AAA credit rating”***

- Standard & Poor's (27<sup>th</sup> October 2010) -

***“Economic recovery is underway, unemployment has stabilized, and financial sector health has improved”***

- IMF surveillance (27<sup>th</sup> September 2010) -



# Genting UK casinos – Joint Venture Agreement

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- Between GENM and Apollo Resorts & Leisure Limited
- In relation to the land located at the Royal Docks, Silvertown Quays, Newham
  - ✓ Application for a single “large” casino premises license
  - ✓ Develop and operate a leisure entertainment destination
  - ✓ Exploit the Olympic Festival Village opportunity for the 2012 London Olympics



- Prospects
  - ✓ One of only eight possible locations for “large” casinos
  - ✓ The only London borough to be granted a license
  - ✓ Newham is undergoing major development in preparation for the Olympics



*Royal Docks in the London borough of Newham*

# Investment Highlights

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- 1 Leading integrated leisure & hospitality operator in the region
- 2 Continuous growth and stable financial profile
- 3 Good, stable cash generation from resilient business model
- 4 Experienced management to face competition
- 5 Expansion into US and UK



6<sup>th</sup> in Malaysia's Most Valuable  
Brand Awards 2009



**Resorts World Genting**

World's Leading Casino Resort 2005, 2007 - 2009  
Asia's Leading Casino Resort 2005 - 2010

by World Travel Awards

# Accolades

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**Resorts World Genting now stands proudly as the World's leading integrated leisure and entertainment resort. It has received numerous awards of excellence in recognition of the high standard of its facilities and services. The following are major awards received in 2009 & 2010:**

- Asia's Leading Family Resort 2009 - 2010 (by World Travel Awards)
- Asia's Leading Casino Resort 2005 – 2010 (by World Travel Awards)
- World's Leading Casino Resort 2005, 2007 & 2009 (by World Travel Awards)
- Resorts World Genting: Gold Award for Family Tourist Attraction in Malaysia (Reader's Digest)
- Rank No. 6 in Malaysia's Most Valuable Brand 2009 (by Association of Accredited Advertising Agents Malaysia & The Edge)
- Malaysia's Top 10 Brands (by Brand Finance Plc)
- MIS Asia Best Business Enabler (Private Sector) (by MIS Asia Magazine)
- Awana Vacation Resorts Development : Best Brands in Leisure and Hospitality (by Time Share Asia Pacific Brands Foundation)
- Genting Malaysia – Best Brands in Leisure & Hospitality at The Brand Laureate Awards 2006-2009 (by Asia Pacific Brands Foundation)
- Resorts World Genting – Bronze Winner in Transportation, Travel and Tourism Category (by Association of Accredited Advertising Agents Malaysia)





# Thank You

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