



**GENTING**

**MALAYSIA**

No. 58019-U

**Corporate  
Presentation**

**CLSA IF2017  
Hong Kong**

September 2017

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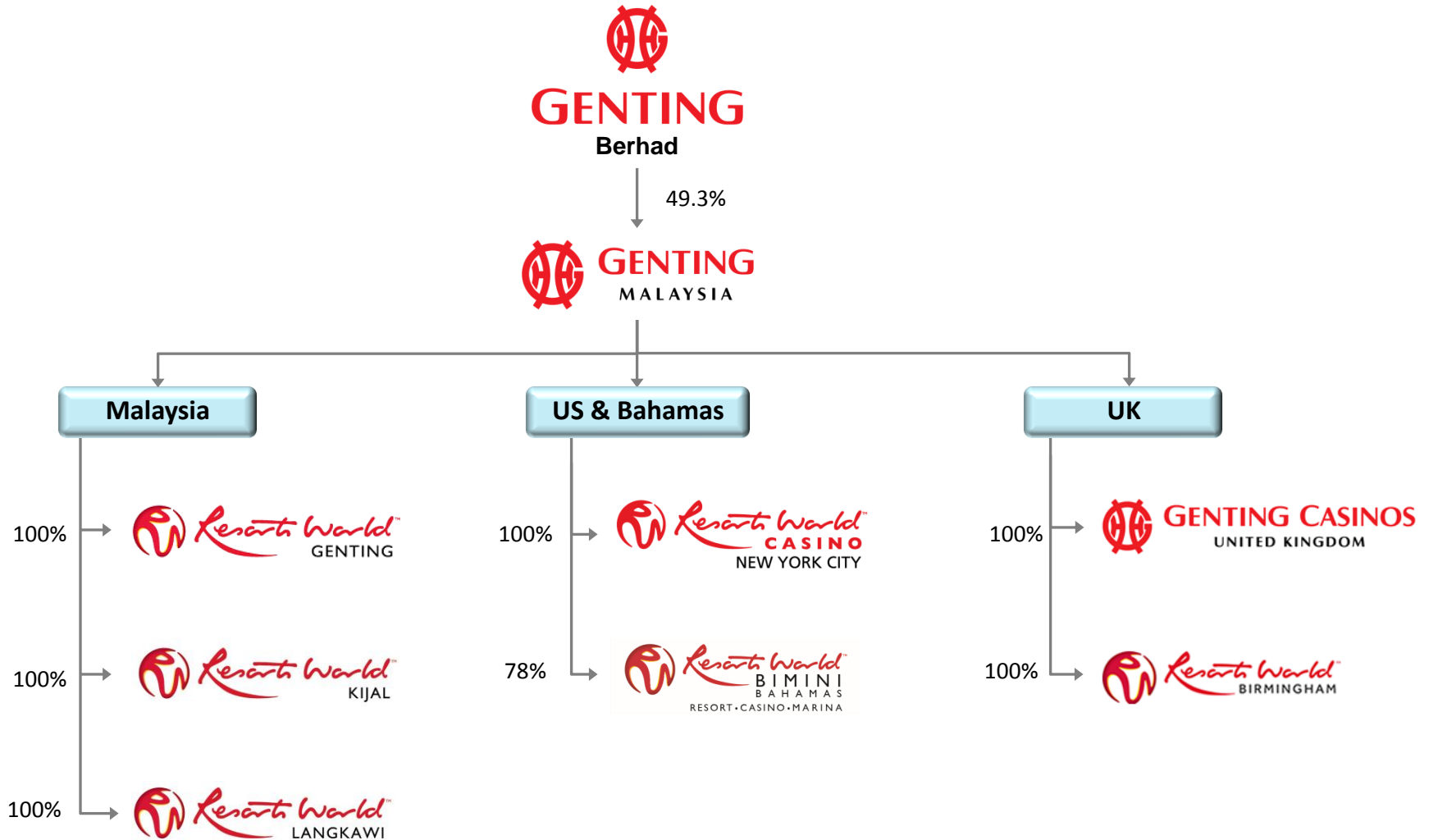
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PROSPECTS AND FOCUS

# OVERVIEW

## GROUP CORPORATE STRUCTURE



# RESORTS WORLD GENTING, MALAYSIA



# GENTING UK & RESORTS WORLD BIRMINGHAM



# RESORTS WORLD CASINO NEW YORK CITY, US



.....Market leader by gaming revenue in the Northeast US region

# RESORTS WORLD BIMINI, BAHAMAS



# OVERVIEW

## GROUP'S KEY PROPERTIES

### Resorts World Genting (RWG)

- A world-class integrated destination resort
- ~20.2m visitors in FY2016
- ~10,300 rooms
- ~13,000 employees

### Resorts World Casino New York City

- ~8.2m visitors in FY2016
- Equipped with ~5,500 video gaming machines ("VGM") and other leisure facilities
- ~1,100 employees

### Genting UK

- ~4.4m visitors in FY2016
- Operates 43 casinos
  - 6 casinos in London
  - 37 casinos outside London
- ~4,300 employees

### RW Bimini

- 78 : 22 joint venture
- Offers gaming, accommodation, leisure and entertainment in the resort
- ~600 employees



# FINANCIAL HIGHLIGHTS

# OVERVIEW

## FINANCIAL SNAPSHOT – 2Q17

In RM'mil	Malaysia	UK	US & Bahamas	2Q17	2Q16	% Change
Revenue	1,471 64%	396 17%	425 19%	<b>2,292</b> 100%	2,235	↑3%
Adjusted EBITDA	397 74%	53 10%	85 16%	<b>535</b> 100%	662	↓19%
<i>Adjusted EBITDA Margin</i>	27%	13%	20%	<b>23%</b>	30%	
PBT	292	6	(51)	<b>247</b>	512	↓52%
Tax				<b>(73)</b>	(47)	↑56%
Net Profit				<b>174</b>	465	↓63%

- RWG recorded growth in visitation since the opening of new GITP facilities
- Unfavourable forex translation, lower VIP hold % and higher GITP operating cost

# OVERVIEW

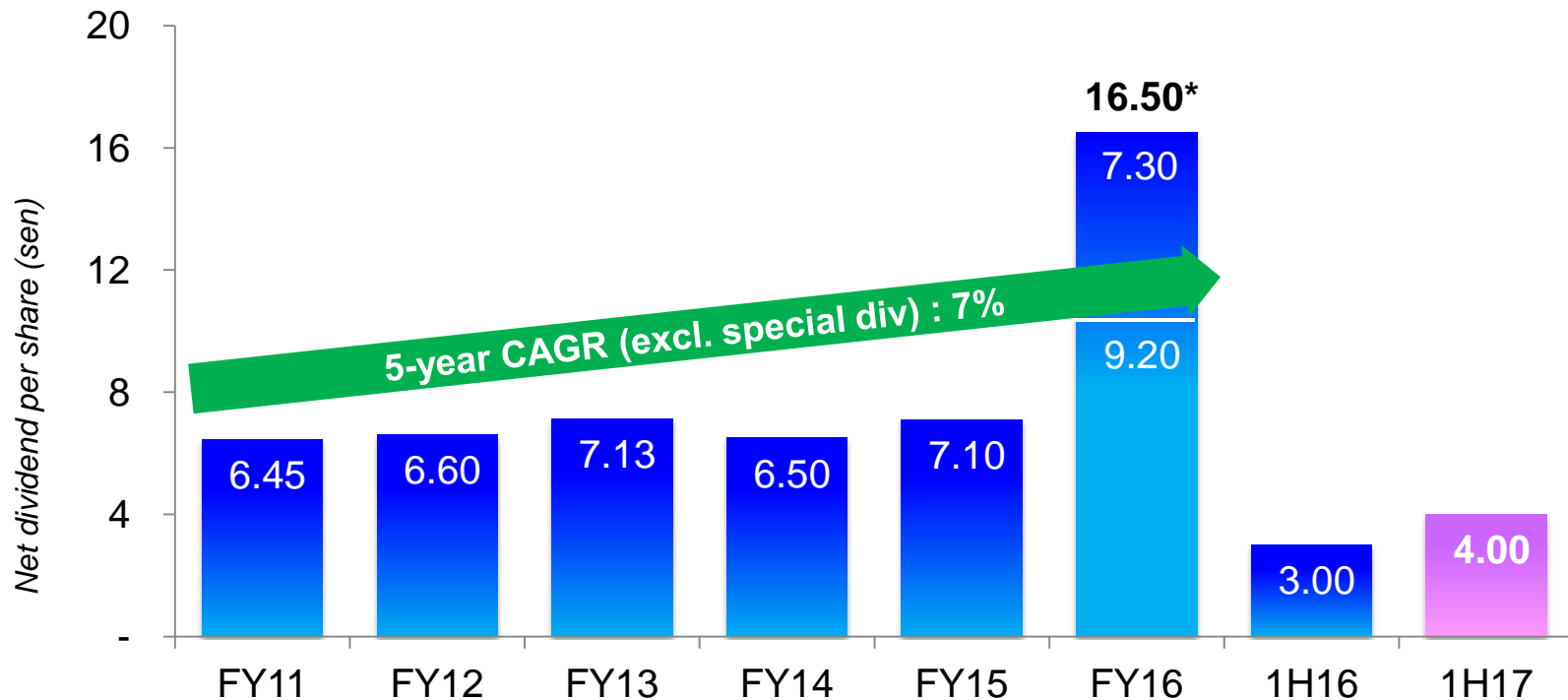
## FINANCIAL SNAPSHOT – 1H17

In RM'mil	Malaysia	UK	US & Bahamas	1H17	1H16	% Change
Revenue	2,833 63%	788 17%	894 20%	<b>4,515</b> 100%	4,449	↑1%
Adjusted EBITDA	845 77%	133 12%	122 11%	<b>1,100</b> 100%	1,107	↓1%
<i>Adjusted EBITDA Margin</i>	30%	17%	14%	<b>24%</b>	25%	
PBT	642	45	(96)	<b>591</b>	774	↓24%
Tax				<b>(122)</b>	(165)	↓26%
Net Profit				<b>469</b>	609	↓23%

- RWG recorded overall higher volume of business
- Unfavourable forex translation and higher GITP operating cost

# OVERVIEW

## DIVIDEND TREND



\*Includes a special dividend of 7.3 sen per share

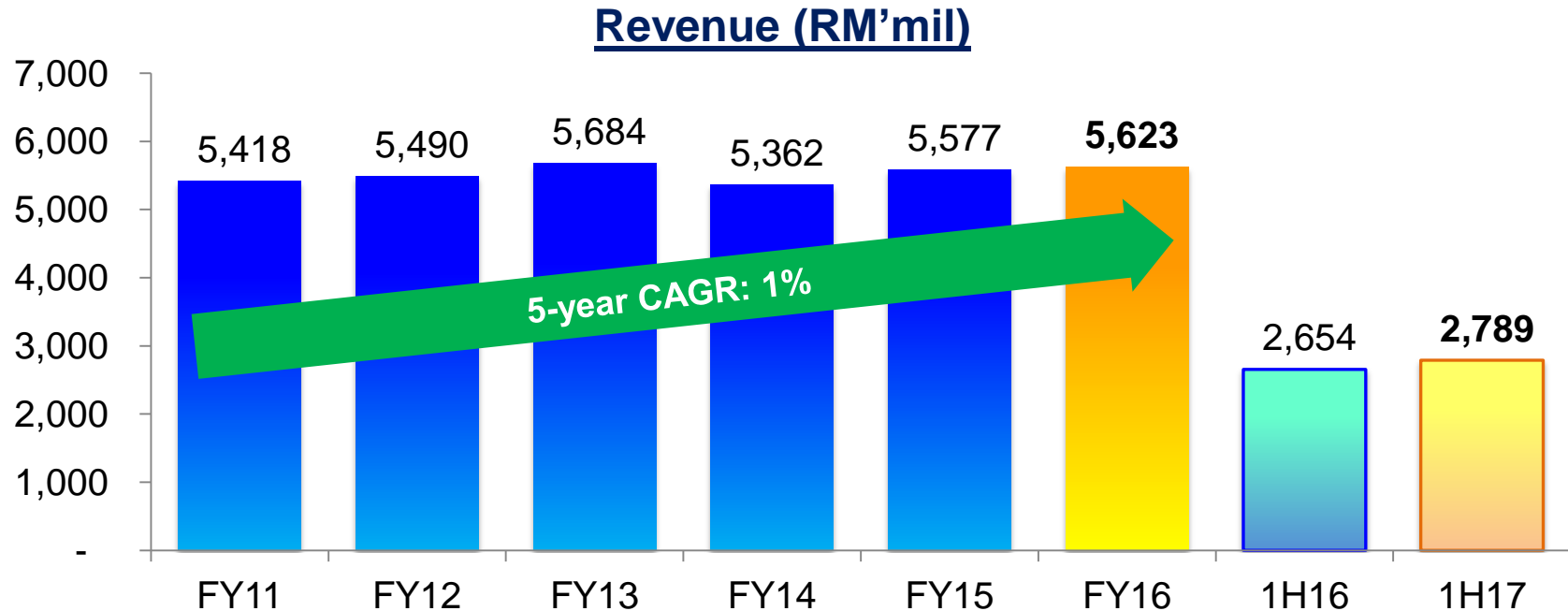
- Interim dividend per share of 4.0 sen announced in 1H17
- Annual dividend payout ratio is between 25% to 35%

# MALAYSIA OPERATIONS



# MALAYSIA

## PERFORMANCE REVIEW IN 1H17 – L&H

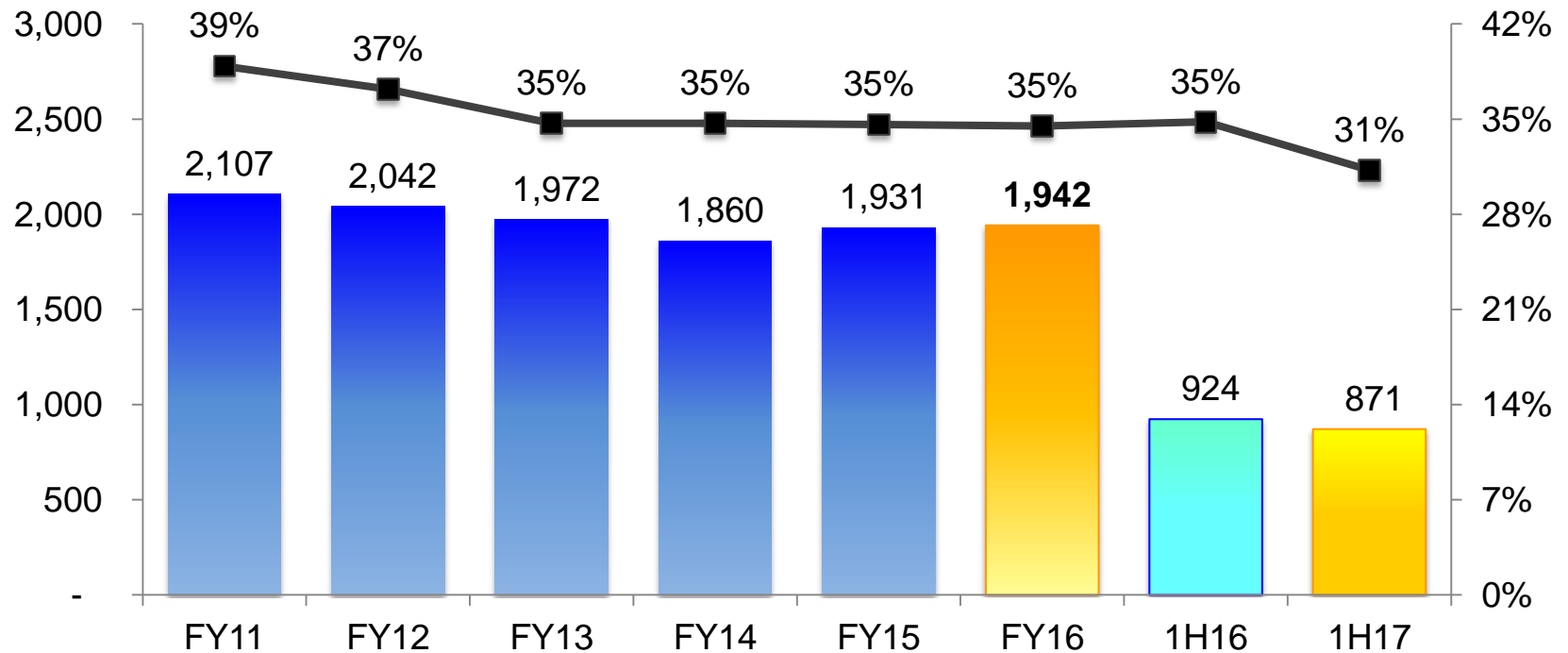


- Recorded higher revenue despite:
  - Disruptions arising from ongoing GITP development works
  - Challenging operating environment
- Launch of new GITP facilities since end-2016 have been well-received

# MALAYSIA

## PERFORMANCE REVIEW IN 1H17 – L&H

### Adjusted EBITDA (RM'mil) / Margin (%)



- Adjusted EBITDA margin remains consistent at 35% in FY16
- Lower adjusted EBITDA in 1H17 due to:
  - Higher costs incurred in the premium players business
  - Higher operating costs in preparation for new GTP facilities

# MALAYSIA

## RWG KEY STATISTICS IN 1H17



**10.6m**

VISITORS

↑5%

(1H16: 10.1m)



**70%**

DAY-TRIPPERS

(1H16: 71%)

**4.0m**

MEMBERS

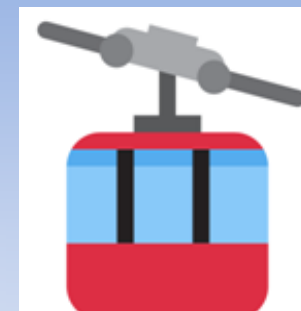


(1H16 : 4.0mil)

**2.6m**

TICKETS SOLD

↑24%



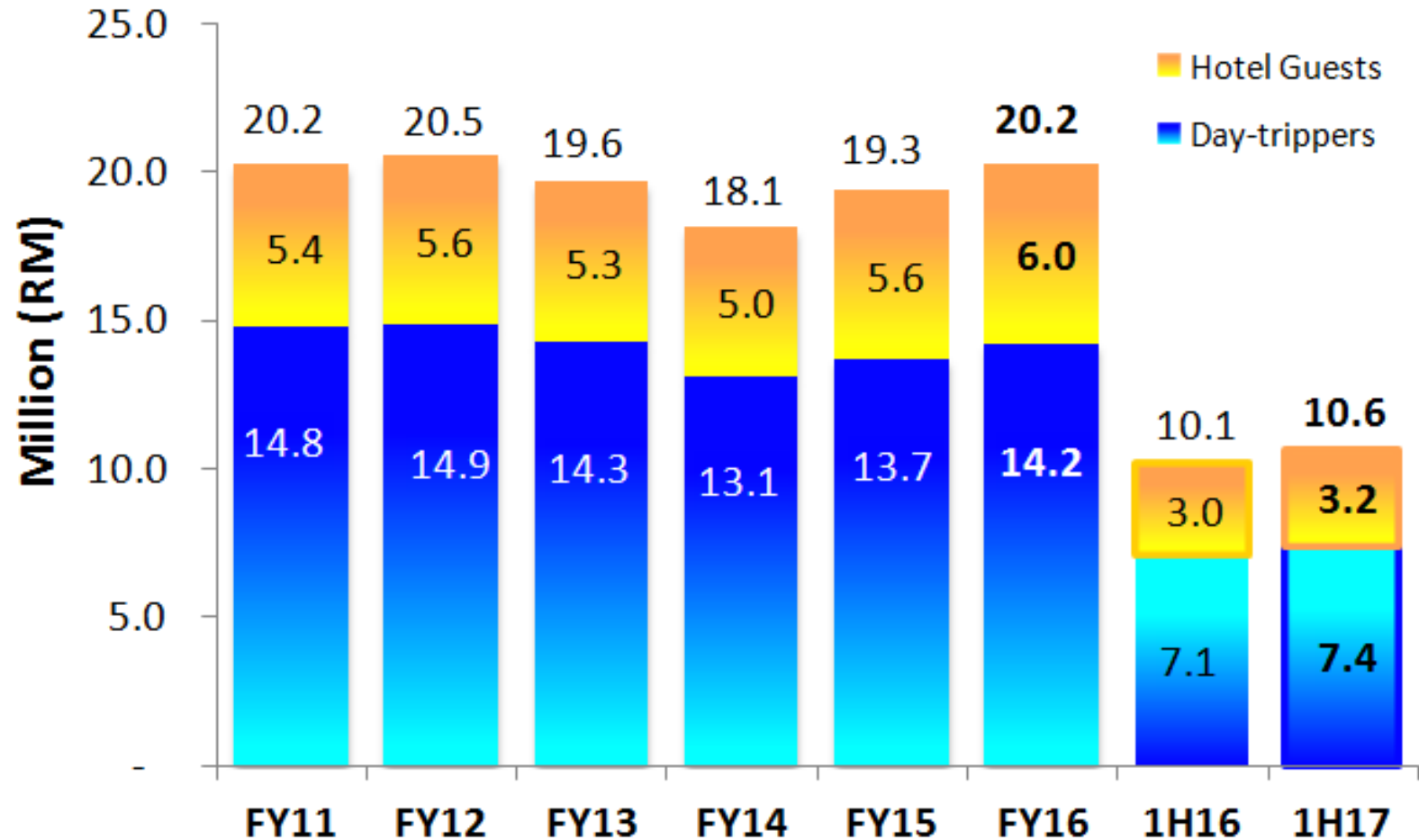
(1H16: 2.1mil)



# MALAYSIA

## RWG VISITATION NUMBERS IN 1H17

### Visitors Arrivals



# MALAYSIA

## RWG HOTEL PERFORMANCE IN 1H17



**10,000**  
ROOMS  
**6 HOTELS**



(1H16: 1.5m)

**1.6m**  
ROOM NIGHTS  
SOLD  
**↑7%**

**RM91**  
AVRG ROOM RATE

**↓2%**



(1H16: RM93)

**93%**  
OCCUPANCY

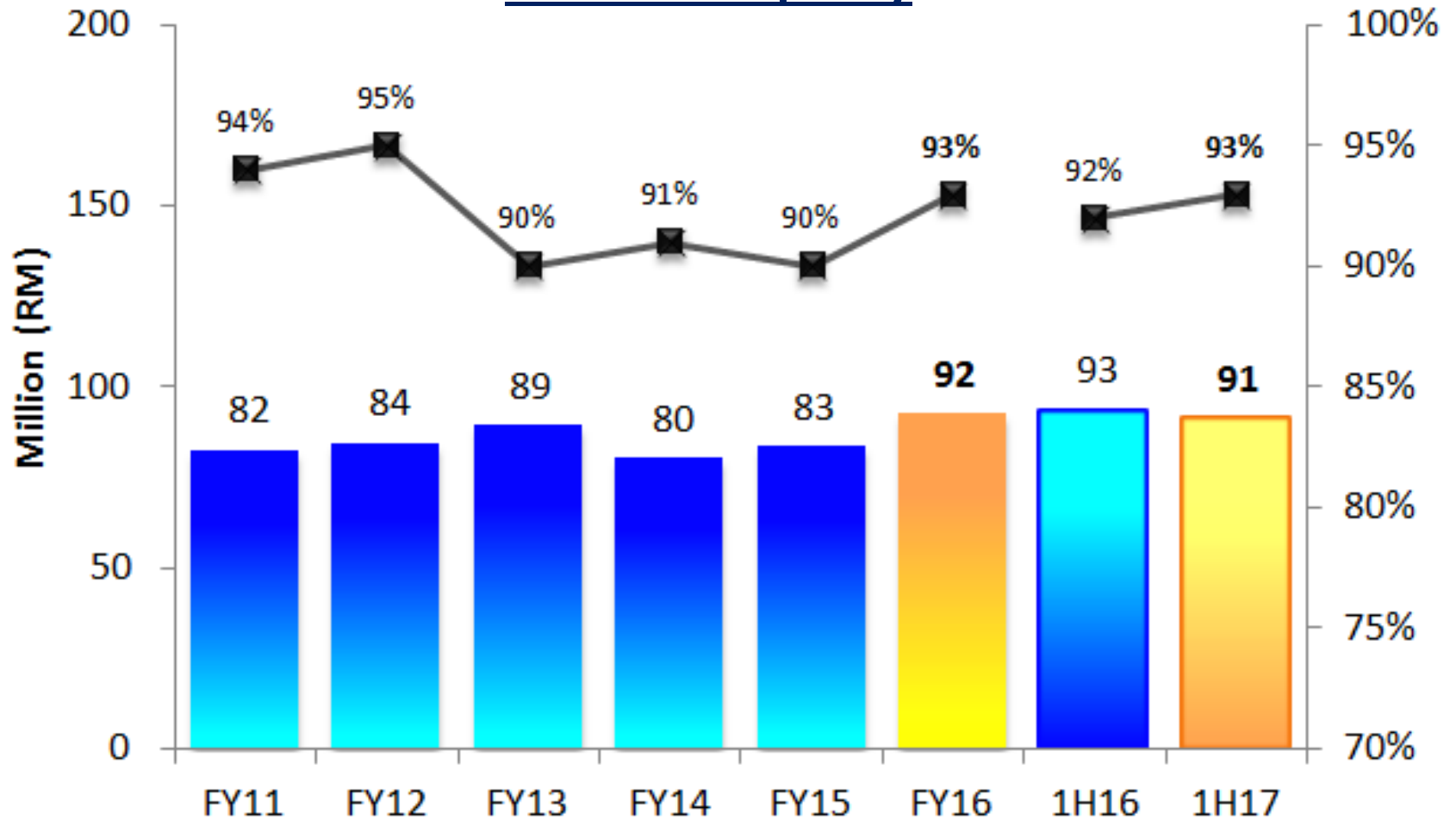


(1H16: 92%)

# MALAYSIA

## RWG HOTEL PERFORMANCE IN 1H17

### ARR & Occupancy



# GENTING INTEGRATED TOURISM PLAN (GITP)

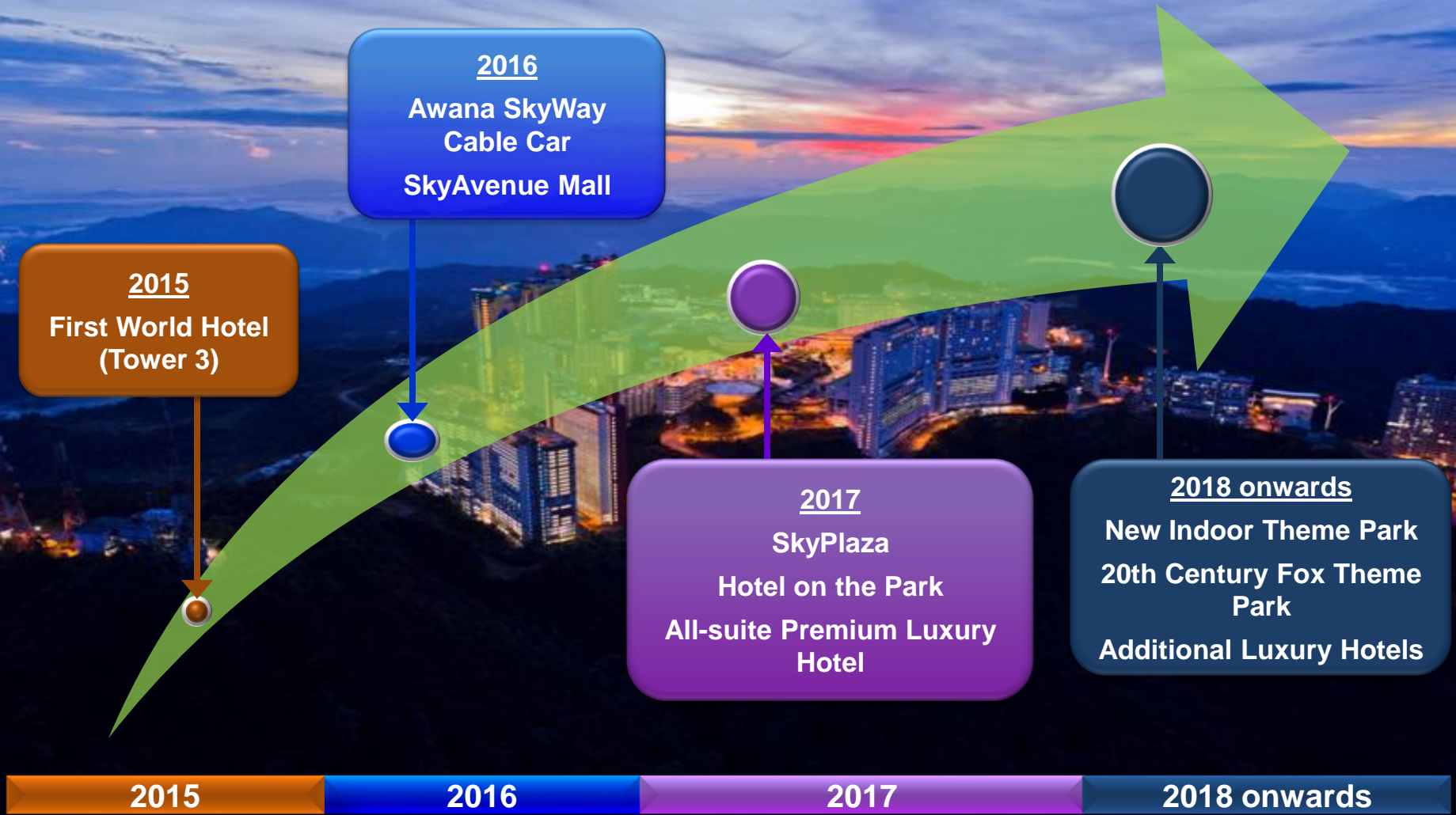


# GITP OVERVIEW

- ❖ A major 10-year master plan launched in Dec 2013
- ❖ RM10.38 billion capital investment
- ❖ Invested RM5.5 billion as at 30 June 2017

..... Opening progressively in 2017 and beyond

# GITP OVERVIEW



# SKYAVENUE



# SKYAVENUE – F&B OUTLETS



Burger & Lobster



Cafés Richard



Malaysian Food Street



Motorino



# AWANA SKYWAY



Awana SkyWay Cable Car system



Awana Station

Genting Highlands Premium Outlets\*

Artist Impression



SkyAvenue Mall

Awana Station

GENTING HIGHLANDS PREMIUM OUTLETS\*  
A GENTING SIMON CENTER

- - - Denotes Awana SkyWay route



# OVERSEAS OPERATIONS



# UNITED KINGDOM



# UNITED KINGDOM

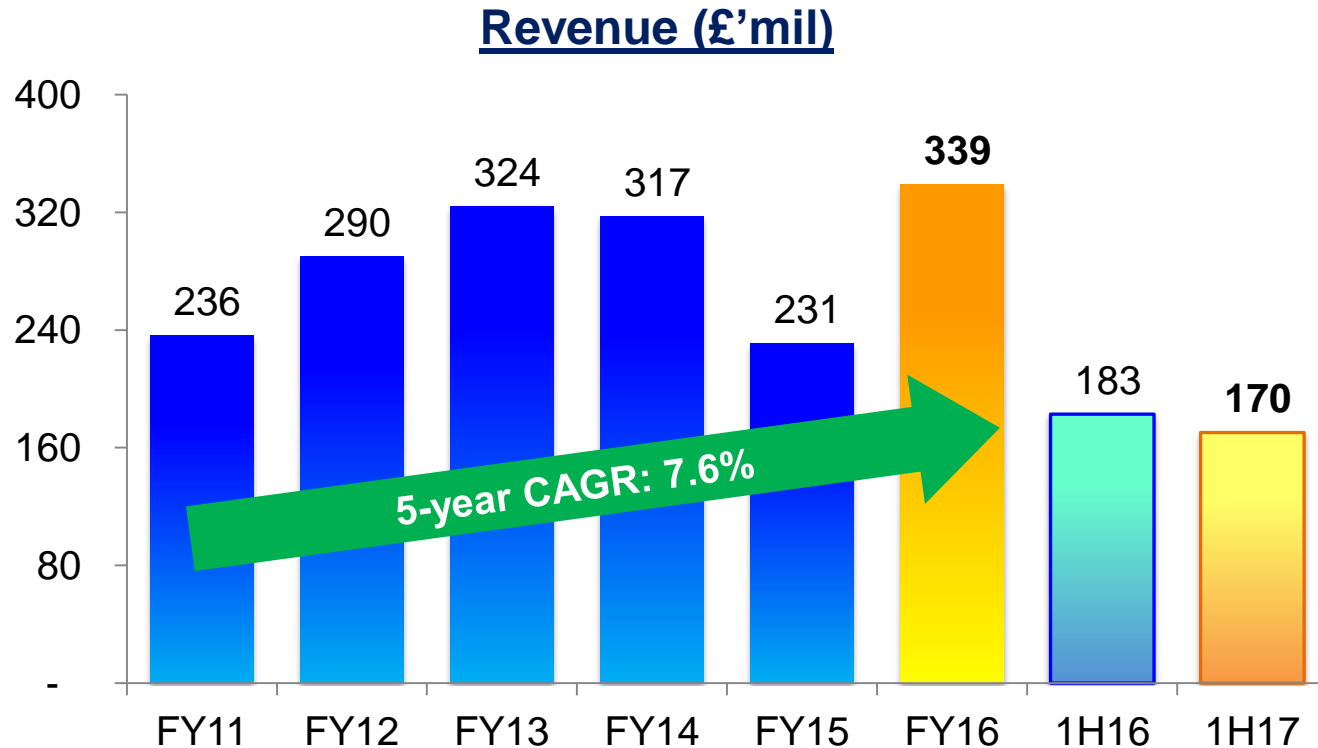
## PERFORMANCE REVIEW IN 2Q17 and 1H17

In £'mil	2Q17	2Q16	% Change	1H17	1H16	% Change
Revenue	<b>80.6</b>	91.6	↓12%	<b>170.3</b>	182.8	↓7%
Adjusted EBITDA	<b>9.6</b>	16.4	↓42%	<b>24.1</b>	33.4	↓28%
<i>Adjusted EBITDA Margin</i>	<b>12%</b>	18%		<b>14%</b>	18%	

- Revenue in 2Q17 and 1H17 impacted by:
  - Lower hold percentage from the premium gaming segment
  - Lower overall business volumes

# UNITED KINGDOM

## PERFORMANCE REVIEW – 1H17



- Visitors ↑ 6% to 4.4m in FY16 (FY15: 4.2m)
- Visitors ↓ 3% to 2.1m in 1H17 (1H16: 2.2m)

# NEW YORK, US



# US – RWN NYC

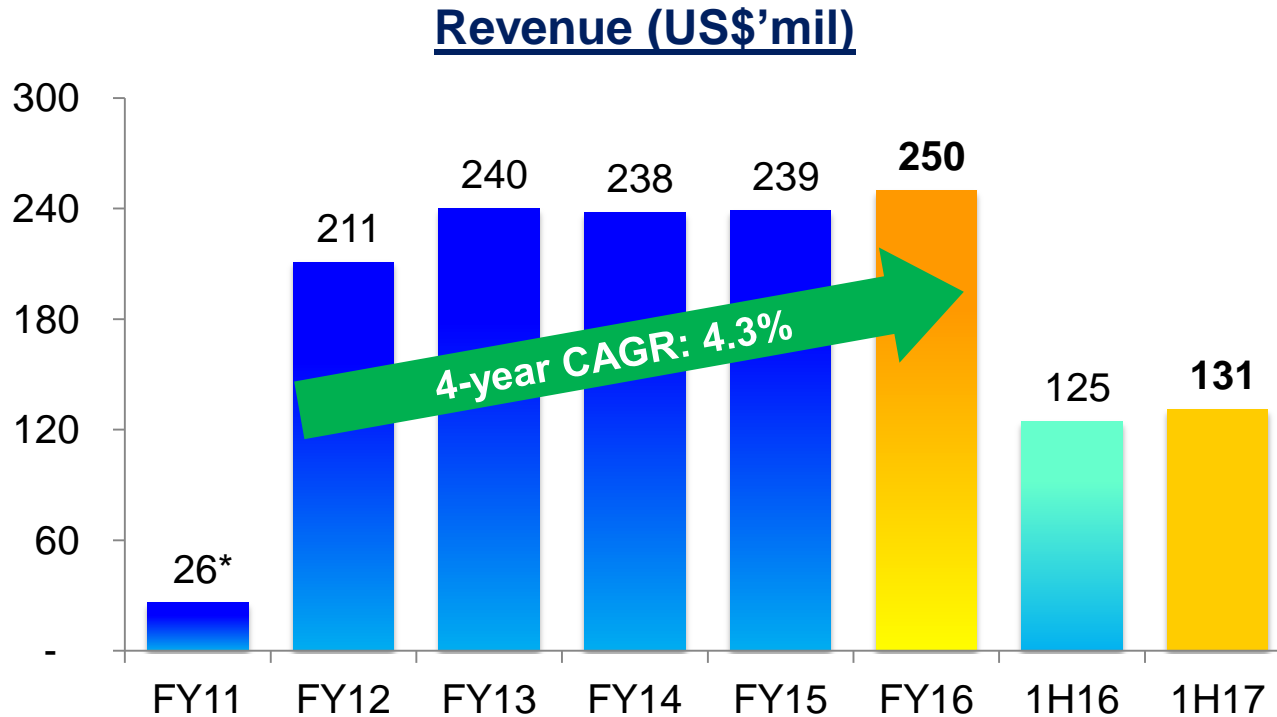
## PERFORMANCE REVIEW IN 2Q17 and 1H17

In US\$'mil	2Q17	2Q16	% Change	1H17	1H16	% Change
Revenue	<b>67.1</b>	62.7	↑7%	<b>130.9</b>	124.5	↑5%
Adjusted EBITDA	<b>29.1</b>	27.2	↑7%	<b>53.6</b>	50.2	↑7%
<i>Adjusted EBITDA Margin</i>	<b>43%</b>	43%		<b>41%</b>	40%	

- Improved commission structure with NY state authority
- Average WPU at US\$431 in 1H17 (1H16: US\$437)
- 3.7mil visitors in 1H17 (1H16: 4.2 mil)

# US – RWN NYC

## PERFORMANCE REVIEW – 1H17



- Approximately 5,500 machines in operation at the facility
- Continues to lead the Northeast US region (by gaming revenue) at approx. 43.0% market share in 1H17



# US – RWNYC NON-GAMING EXPANSION

- Broke ground on a USD400 million non-gaming expansion in July 2017
- New attractions include a new 400-room hotel, additional gaming space and a variety of dining, entertainment and retail experiences
- Scheduled to be completed by mid-2019



Artist Impression

# BAHAMAS



# BAHAMAS – RW BIMINI

## PERFORMANCE REVIEW IN 2Q17 and 1H17

In US\$'mil	2Q17	2Q16	% Change	1H17	1H16	% Change
Revenue	8.5	12.0	↓28%	12.7	17.6	↓28%
Adjusted EBITDA	(9.4)	(12.7)	↑26%	(26.6)	(31.1)	↑14%

- Narrowing losses in 1H17 vs 1H16 from continued cost rationalisation initiatives
- Implemented revised marketing strategies to drive increased visitation to the resort

# OTHER ASSETS, US



# FIRST LIGHT RESORT AND CASINO

- Located at Taunton, Massachusetts, US
- Invested approx. US\$347.4 million\* in interest bearing promissory notes
- Project is currently stalled pending further developments\*\*
- The Group is working closely with the Tribe to review all options available

\* As at 30 June 2017 including accrued interest

\*\*Refer to Announcement on Bursa Malaysia by GENM dated 7 July 2017



Artist Impression

# LOOKING AHEAD



# LOOKING AHEAD

## PROSPECTS AND FOCUS

### Global Outlook

- Optimistic on the growth potential in the L&H industry in the longer term

### Resorts World Genting

- Leverage on new facilities under the GITP
- Optimising operational efficiencies
- Improve yield management and database marketing efforts



# LOOKING AHEAD

## PROSPECTS AND FOCUS

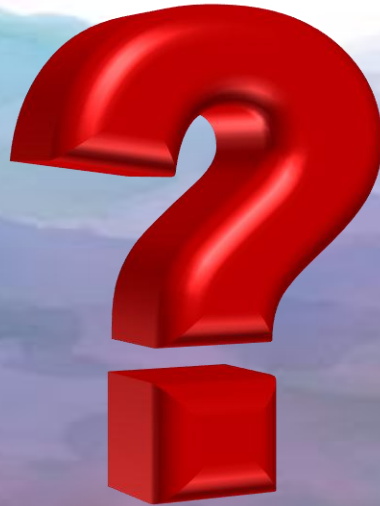
### Overseas

- Strengthen position in the non-premium players business in the UK
- Improve operational efficiencies at Resorts World Birmingham
- Continue to boost direct marketing efforts in RWNYC
- Continue cost rationalisation initiatives in Resorts World Bimini





# QUESTIONS & ANSWERS



# THANK YOU

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