



**GENTING**

**MALAYSIA**

No. 58019-U

# **Corporate Presentation**

January 2018

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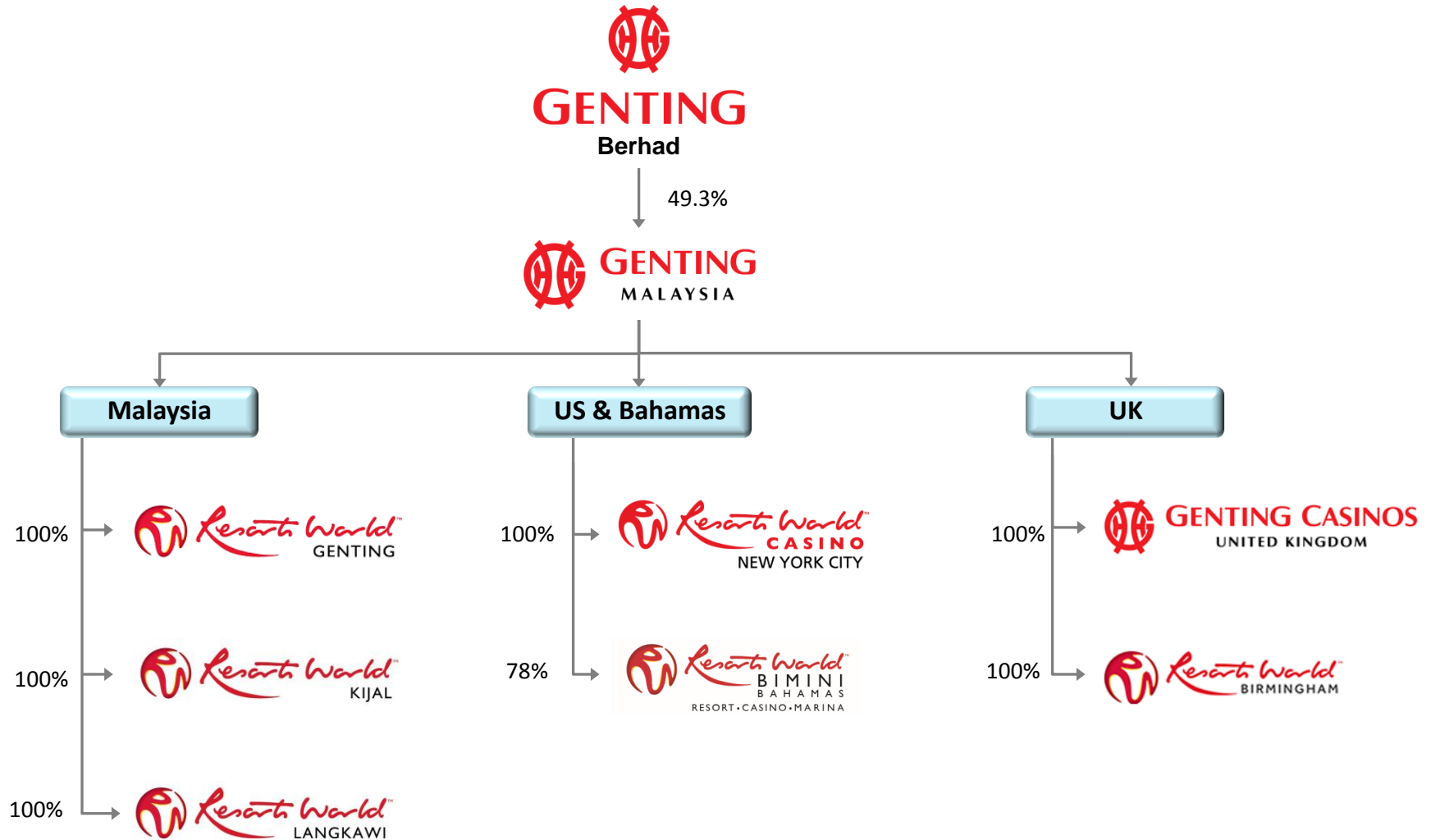
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## PROSPECTS AND FOCUS

# 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
- ~13,600 employees

### Resorts World Casino New York City

- ~8.2m visitors in FY2016
- Equipped with ~6,000 video gaming machines ("VGM") and other leisure facilities
- ~1,000 employees

### Genting UK

- ~4.4m visitors in FY2016
- Operates 43 casinos
  - 6 casinos in London
  - 37 casinos outside London
- ~3,800 employees

### RW Bimini

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

# FINANCIAL HIGHLIGHTS

# OVERVIEW

## FINANCIAL HIGHLIGHTS– 3Q17

In RM'mil	Malaysia	UK	US & Bahamas	3Q17	3Q16	% Change
Revenue	1,372 60%	520 23%	377 17%	<b>2,269</b> 100%	2,200	↑3%
Adjusted EBITDA	321 73%	55 13%	62 14%	<b>438</b> 100%	583	↓25%
<i>Adjusted EBITDA Margin</i>	23%	11%	16%	19%	27%	
PBT	255	7	(12)	<b>250</b>	520	↓52%
Tax				<b>(78)</b>	13	↑>100%
Net Profit				<b>172</b>	532	↓68%

- RWG – Lower VIP hold %
  - GITP ramp up costs
  - Significant growth in visitation
- UK – Higher volume and hold % from premium players segment



# OVERVIEW

## FINANCIAL HIGHLIGHTS – 9M17

In RM'mil	Malaysia	UK	US & Bahamas	9M17	9M16	% Change
Revenue	4,205 62%	1,414 21%	1,166 17%	<b>6,785</b> 100%	6,649	↑2%
Adjusted EBITDA	1,166 76%	188 12%	184 12%	<b>1,538</b> 100%	1,689	↓9%
<i>Adjusted EBITDA Margin</i>	28%	13%	16%	23%	25%	
PBT	897	52	(108)	<b>841</b>	1,294	↓35%
Tax				<b>(200)</b>	(152)	↑32%
Net Profit				<b>641</b>	1,142	↓44%

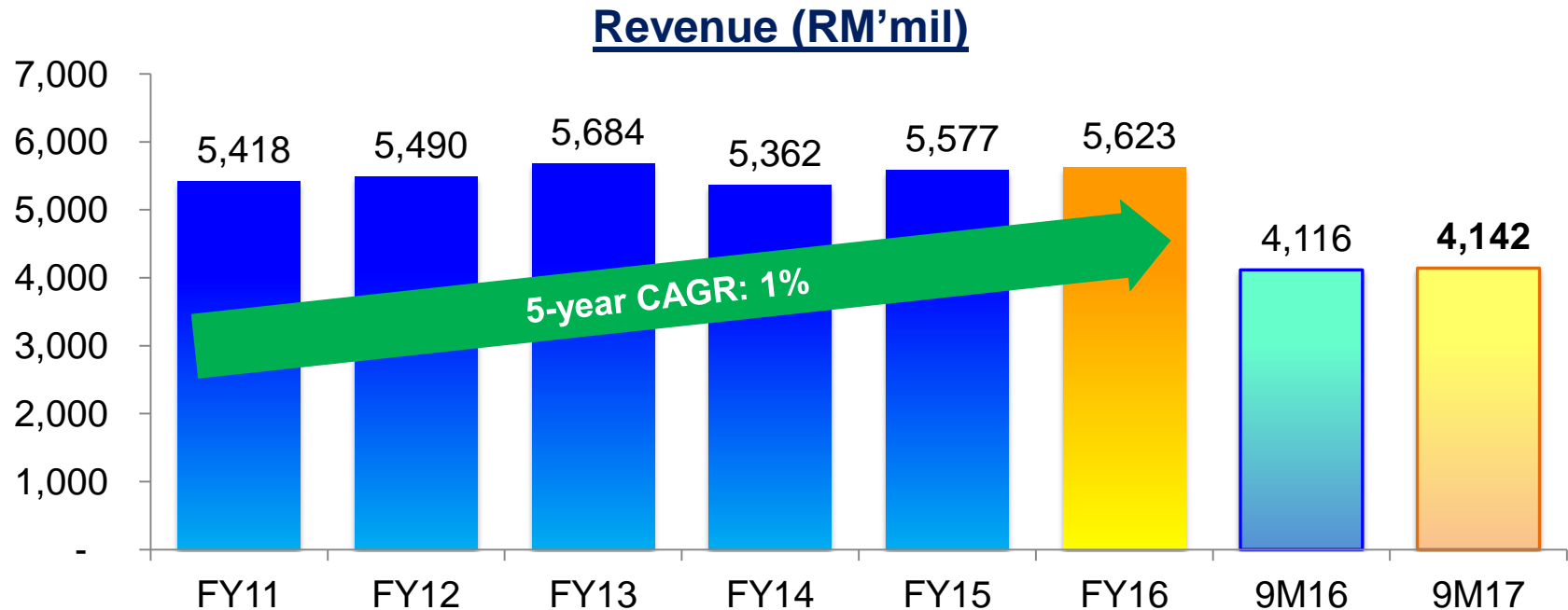
- RWG – Lower VIP hold %
  - GITP ramp up costs
- UK – Lower volume from non-premium players business
  - Higher operating costs for VIP business
- US & Bahamas – Higher revenue, lower operating costs for RWNYC
  - Lower operating costs for Bimini operations

# MALAYSIA OPERATIONS



# MALAYSIA – L&H

## PERFORMANCE REVIEW IN 9M17



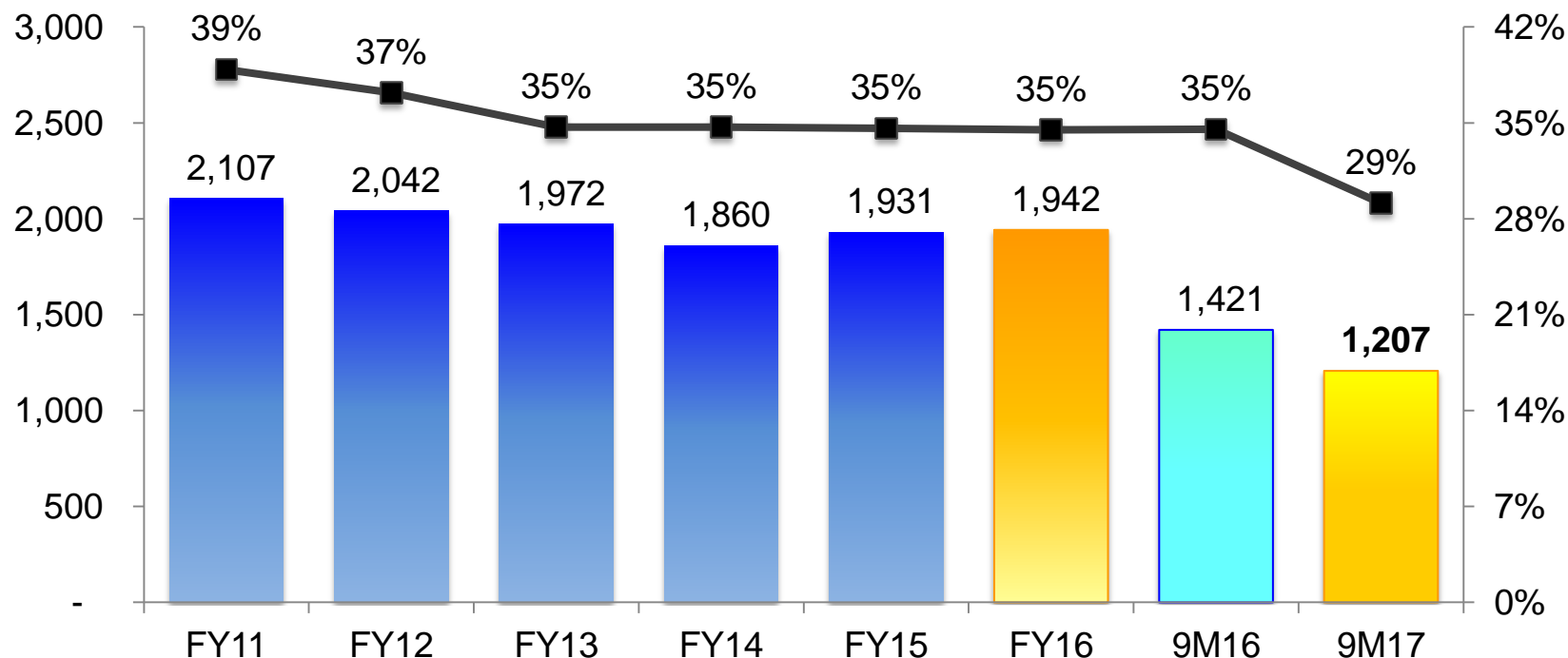
- Launch of new GTP facilities since end-2016 have been well-received
- Year-to-date revenue impacted by lower hold %



# MALAYSIA – L&H

## PERFORMANCE REVIEW IN 9M17

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



- Lower adjusted EBITDA in 9M17 due to:
  - Higher costs incurred by the premium players business
  - Higher GITP ramp up costs

# MALAYSIA

## RWG KEY STATISTICS IN 9M17



**16.9m**<sup>\*</sup>

VISITORS

↑11%

(9M16: 15.2m)



**71%**

DAY-TRIPPERS

(9M16: 71%)

**4.1m**

MEMBERS

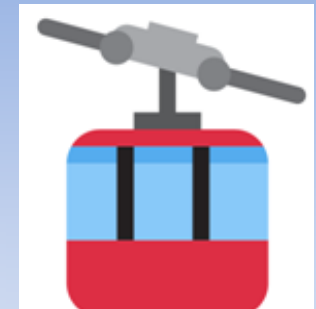


(9M16 : 4.0mil)

**3.7m**

TICKETS SOLD

↑21%

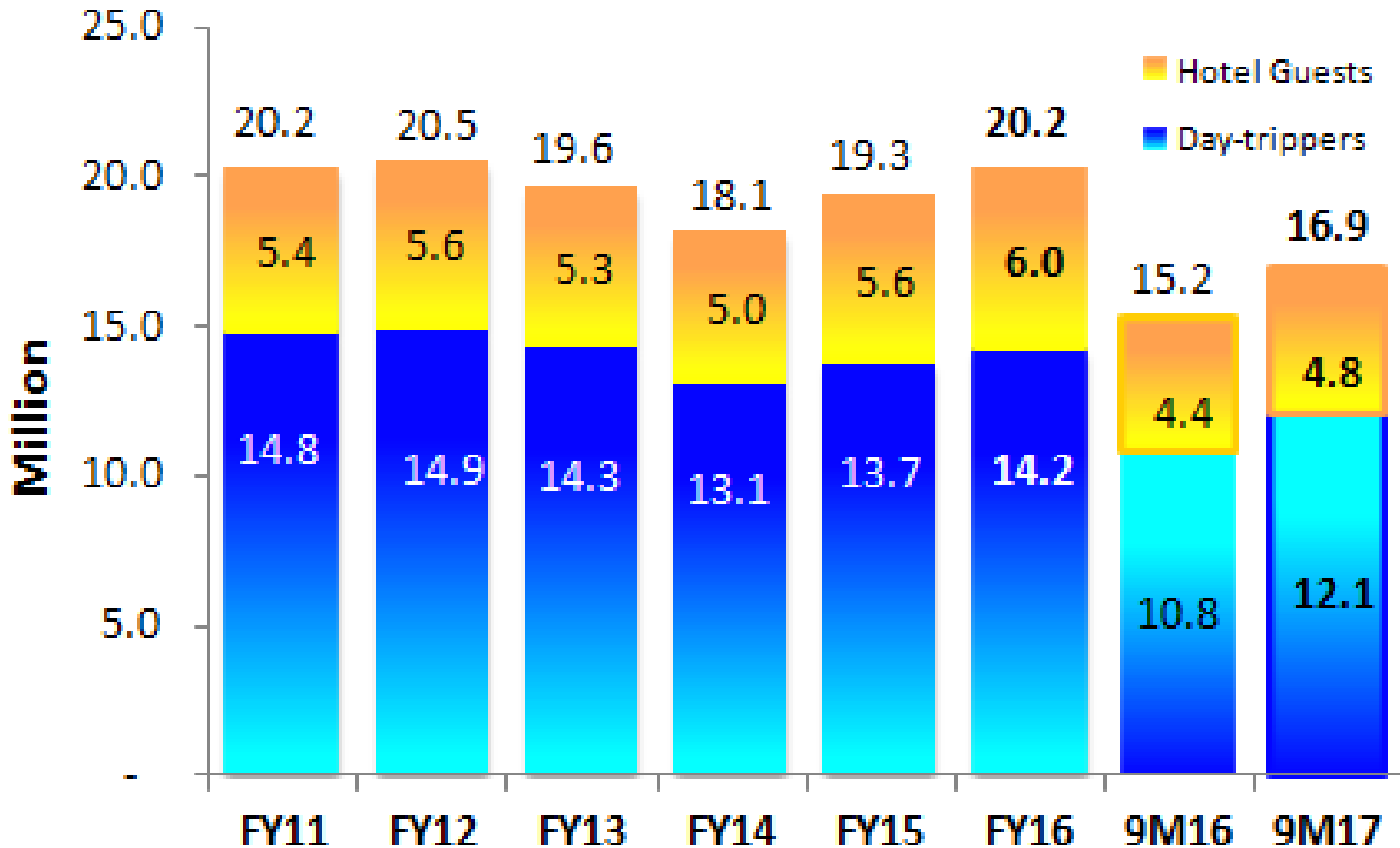


(9M16: 3.1mil)

# MALAYSIA

## RWG VISITATION NUMBERS IN 9M17

### Visitors Arrivals





# MALAYSIA

## RWG HOTEL PERFORMANCE IN 9M17



**10,300**  
ROOMS  
**7 HOTELS**



(9M16: 2.2m)

**2.4m**  
ROOM NIGHTS  
SOLD  
**↑12%**

**RM90**  
AVRG ROOM RATE

**↓3%**



(9M16:RM93)

**94%**  
OCCUPANCY

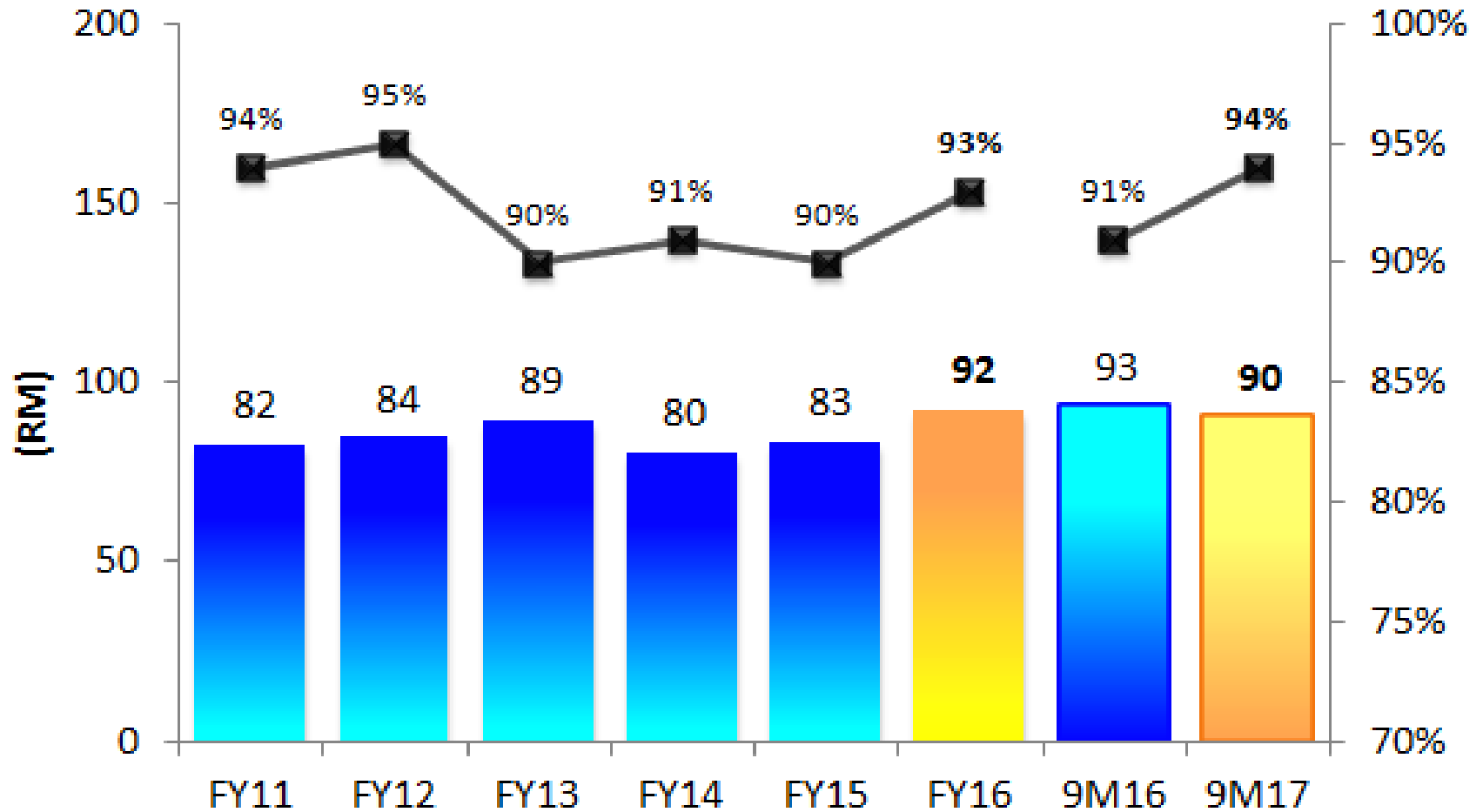


(9M16: 91%)

# MALAYSIA

## RWG HOTEL PERFORMANCE IN 9M17

### ARR & Occupancy



# GENTING INTEGRATED TOURISM PLAN (GITP)



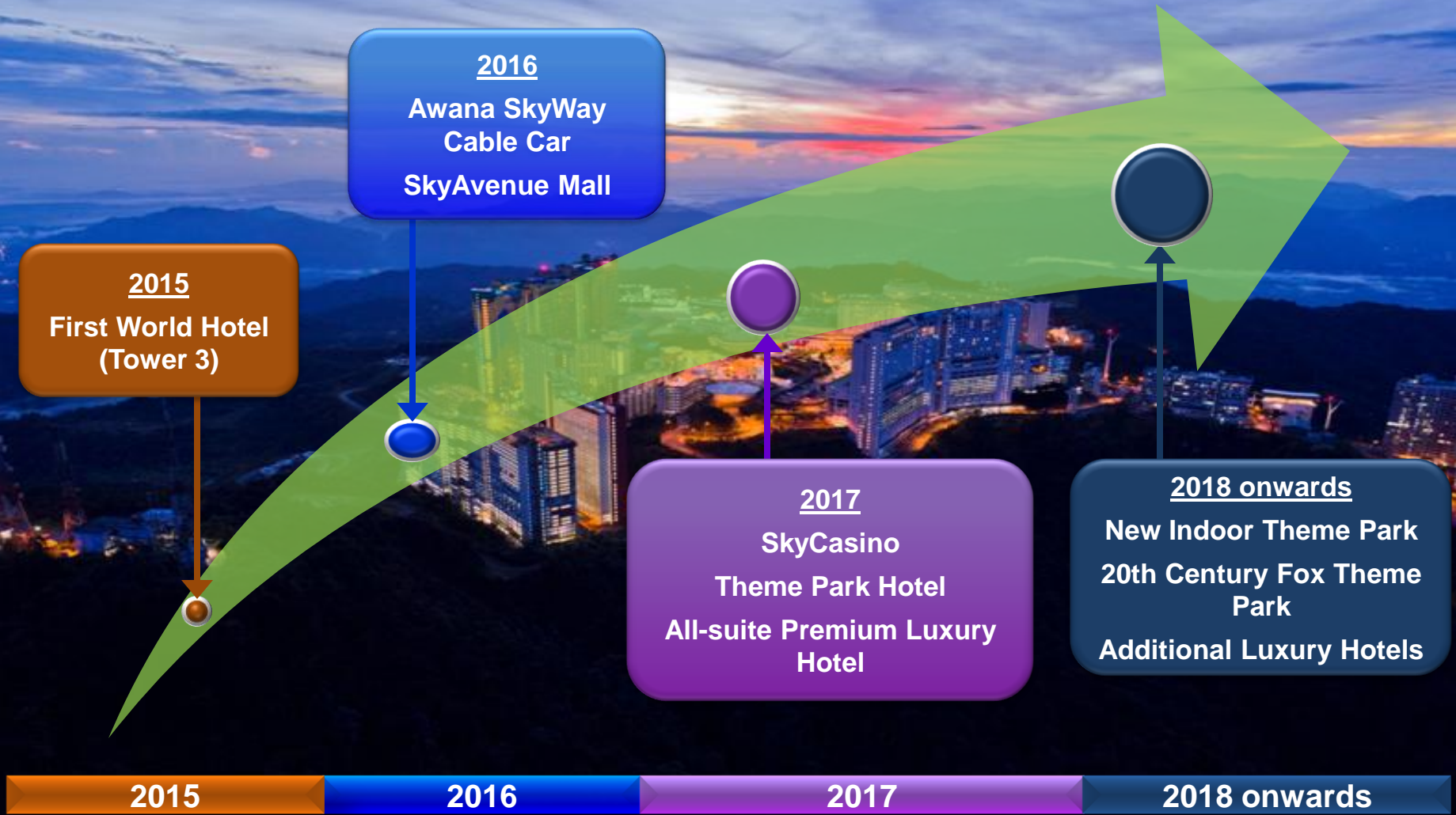
# GITP OVERVIEW

- ❖ A major 10-year master plan launched in Dec 2013
- ❖ RM10.38 billion capital investment
- ❖ Invested RM7.8 billion as at 30 September 2017

..... Opening progressively in 2017 and beyond



# GITP OVERVIEW





# SKYAVENUE





# SKYAVENUE – F&B OUTLETS



Burger & Lobster



La Fiesta



Malaysian Food Street



Motorino



# TIMES SQUARE – SKYSYMPHONY





# AWANA SKYWAY



Awana SkyWay Cable Car system



Awana Station

Genting Highlands Premium Outlets\*

Artist Impression



SkyAvenue Mall

Awana Station

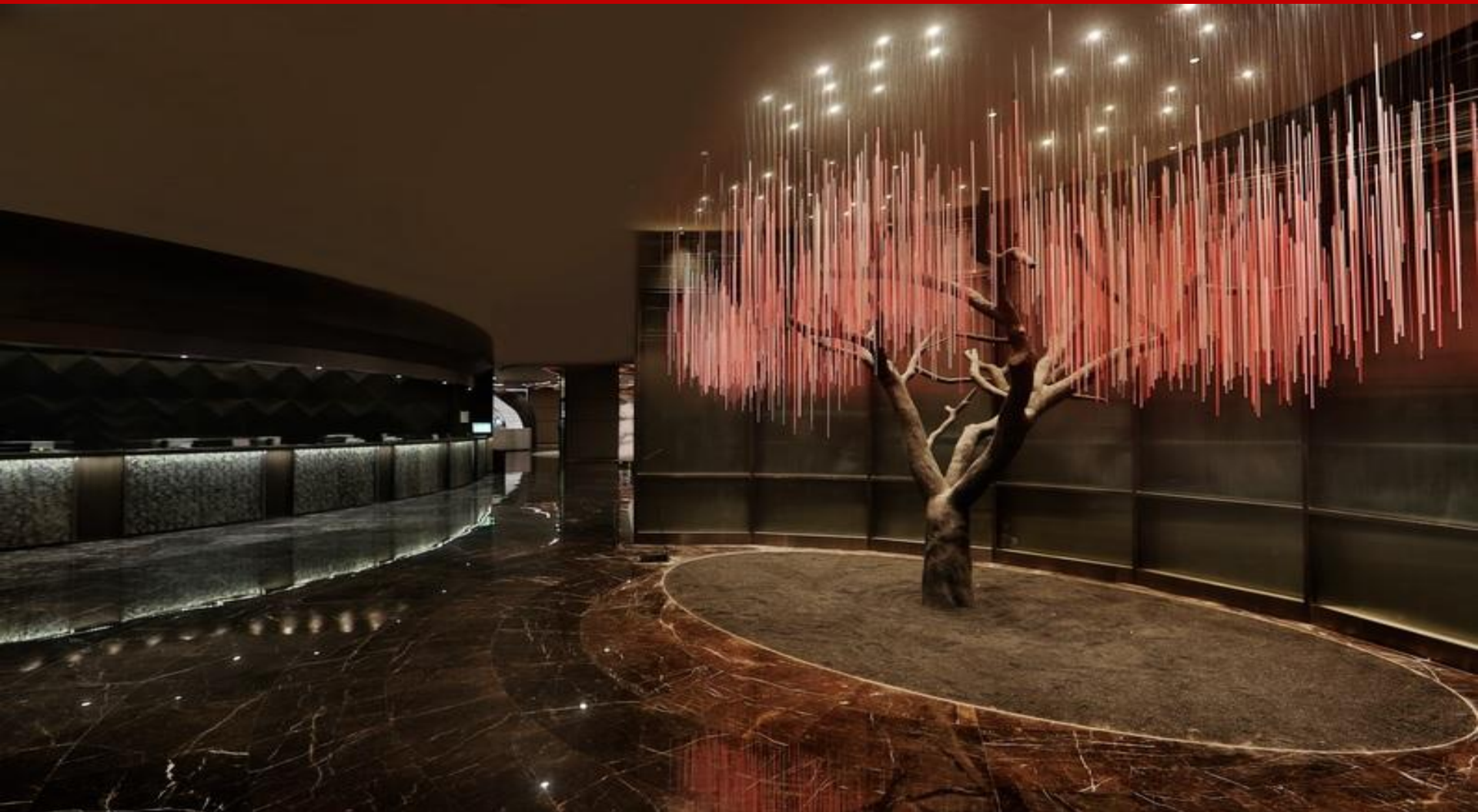
GENTING HIGHLANDS PREMIUM OUTLETS\*  
A GENTING SIMON CENTER

--- Denotes Awana SkyWay route



\*A property of Genting Simon Sdn Bhd, a JV between Genting Plantations Berhad and Simon Property Group

# CROCKFORDS PLATINUM CLUB





# OVERSEAS OPERATIONS





# UNITED KINGDOM



# UNITED KINGDOM

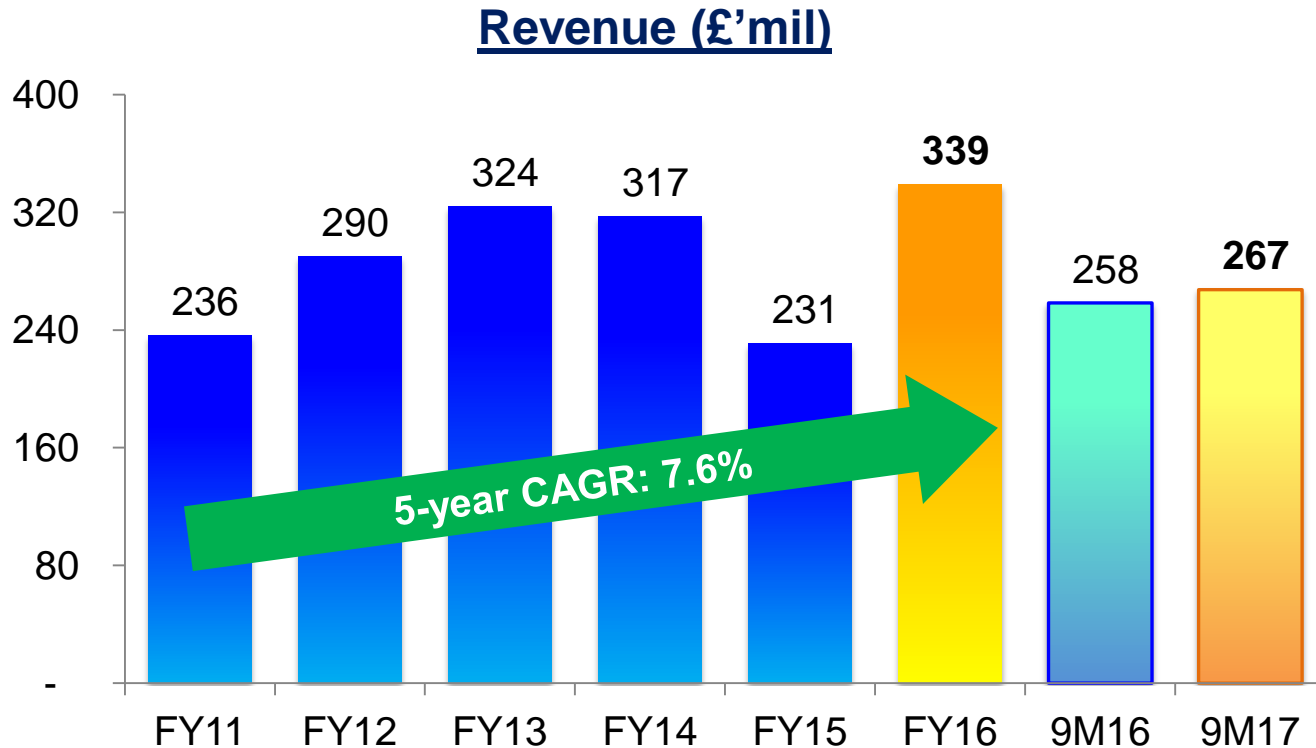
## PERFORMANCE REVIEW IN 3Q17 and 9M17

In £'mil	3Q17	3Q16	% Change	9M17	9M16	% Change
Revenue	<b>97.1</b>	76.0	↑28%	<b>267.4</b>	258.4	↑3%
Adjusted EBITDA	<b>9.9</b>	10.7	↓7%	<b>34.0</b>	43.3	↓21%
<i>Adjusted EBITDA Margin</i>	<b>10%</b>	14%		<b>13%</b>	17%	

- Increase in revenue in 3Q17 contributed by:
  - Higher volume of business and hold percentage from the premium gaming segment
- The Group's 9M17 adjusted EBITDA impacted by:
  - Higher bad debts written off during the period

# UNITED KINGDOM

## PERFORMANCE REVIEW – 9M17



- Visitors ↑ 6% to 4.4m in FY16 (FY15: 4.2m)
- Visitors ↓ 2% to 3.2m in 9M17 (9M16: 3.2m)



# GENTING UK & RESORTS WORLD BIRMINGHAM



# GENTING UK – CROCKFORDS CAIRO

- 1<sup>st</sup> Crockfords in the Middle East
- Opened in December 2016





# NEW YORK, US





# US – RWN NYC

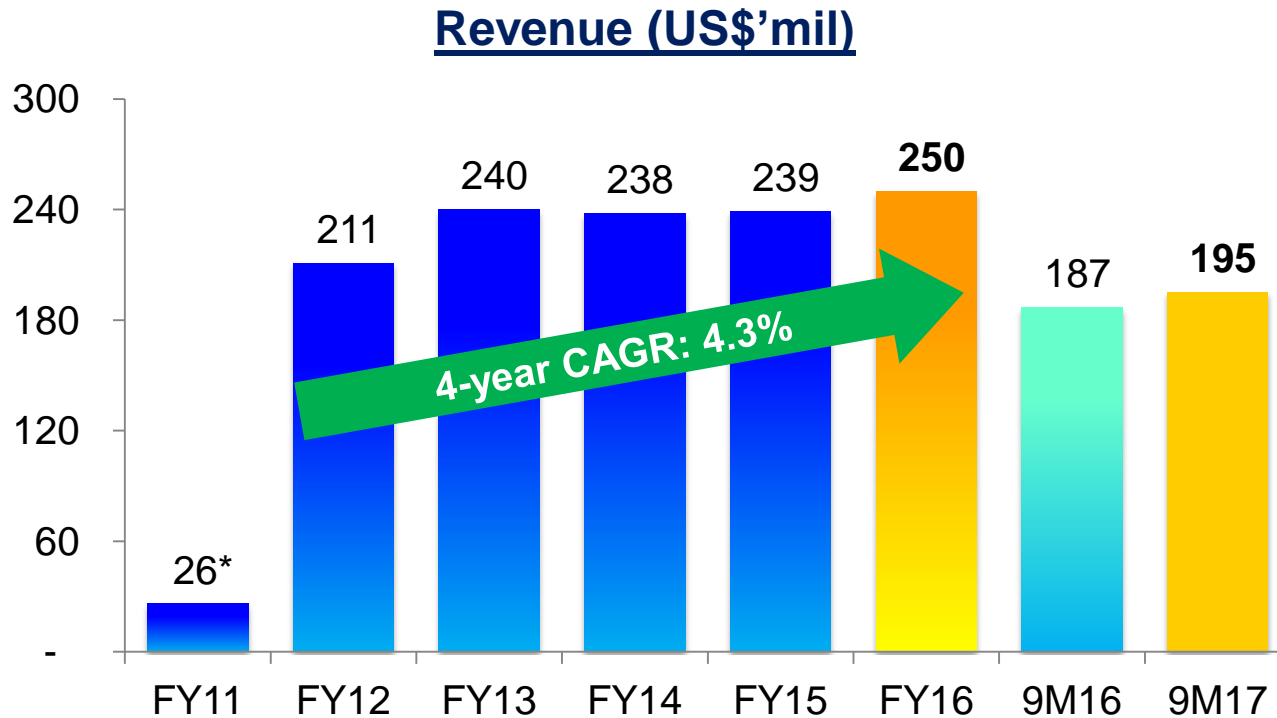
## PERFORMANCE REVIEW IN 3Q17 and 9M17

In US\$'mil	3Q17	3Q16	% Change	9M17	9M16	% Change
Revenue	64.4	62.3	↑3%	195.3	186.7	↑5%
Adjusted EBITDA	25.4	26.0	↓2%	79.8	76.3	↑5%
<i>Adjusted EBITDA Margin</i>	39%	42%		41%	41%	

- Improved commission structure with NY state authority
- Average WPU at US\$424 in 9M17 (9M16: US\$431)
- 5.7mil visitors in 9M17 (9M16: 6.3 mil)

# US – RWN NYC

## PERFORMANCE REVIEW – 9M17



- Approximately 5,500 machines in operation at the facility
- Continues to lead the Northeast US region (by gaming revenue) at approx. 42.3% market share in 9M17

# US – RWNYC EXPANSION

- Broke ground on a USD400 million 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 3Q17 and 9M17

In US\$'mil	3Q17	3Q16	% Change	9M17	9M16	% Change
Revenue	7.8	9.3	↓16%	20.4	26.9	↓24%
Adjusted EBITDA	(11.0)	(16.8)	↑35%	(37.6)	(47.9)	↑22%

- Narrowing losses in 9M17 vs 9M16 from continued cost rationalisation initiatives
- Focused marketing efforts on the leisure market to drive increased visitation and volume of business

# OTHER ASSETS, US





# FIRST LIGHT RESORT AND CASINO

- Invested approx. US\$368.9 million\* in interest bearing promissory notes
- The Tribe and Plaintiffs have to-date submitted materials required by the U.S. Federal Government \*\*
- U.S. Federal Government currently reviewing Tribe's right to trust land and has not announced a date upon which they will issue a final decision\*\*
- The Group is working closely with the Tribe to review all options available

\* As at 30 September 2017 including accrued interest

\*\*Refer to Press Release on Bursa Malaysia by GENM dated 23 November 2017



Artist Impression

# OMNI AND HILTON OPERATIONS (MIAMI)





# LOOKING AHEAD



# LOOKING AHEAD

## PROSPECTS AND FOCUS

### Global Outlook

- Optimistic on the growth potential of the L&H industry in the medium to long term

### Resorts World Genting

- Leverage on new facilities and attractions under the GITP
- Optimise operational efficiencies and drive revenue growth



# LOOKING AHEAD

## PROSPECTS AND FOCUS

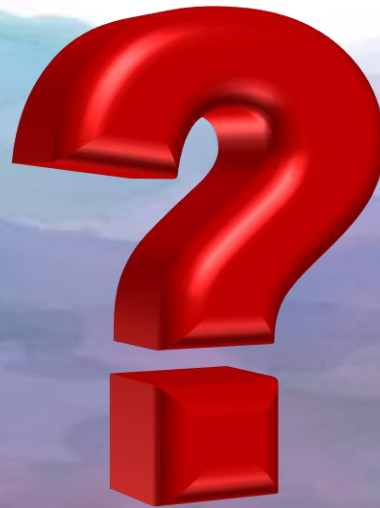
### Overseas

- 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
- Focus marketing efforts on leisure markets and continue cost rationalisation initiatives in Resorts World Bimini





# QUESTIONS & ANSWERS





# THANK YOU

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## **Disclaimer**

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*These statements are not guarantees of future performance and are subject to risks, uncertainties and other factors some of which are beyond the control of the Group and are difficult to predict. Consequently, actual results could differ materially from those expressed or forecast in the forward looking statements as a result of, among other factors, changes in economic and market conditions, changes in the regulatory environment and other business and operational risks. The Group does not undertake to update these forward-looking statements to reflect events or circumstances that may arise after publication.*