



# **CGS–CIMB 14th Annual Malaysia Virtual Corporate Day**

Friday, 7 January 2022

# AGENDA





# 01

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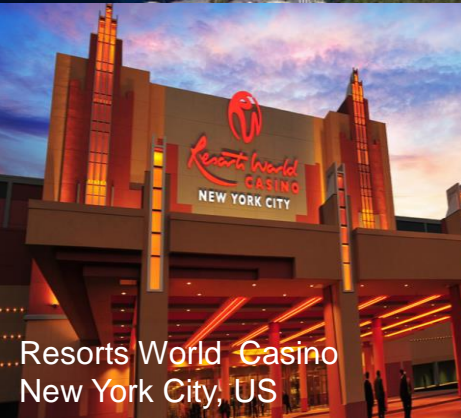
## GROUP OVERVIEW







Resorts World Genting, Malaysia



Resorts World Casino  
New York City, US



Resorts World  
Catskills, US



Resorts World  
Birmingham, UK

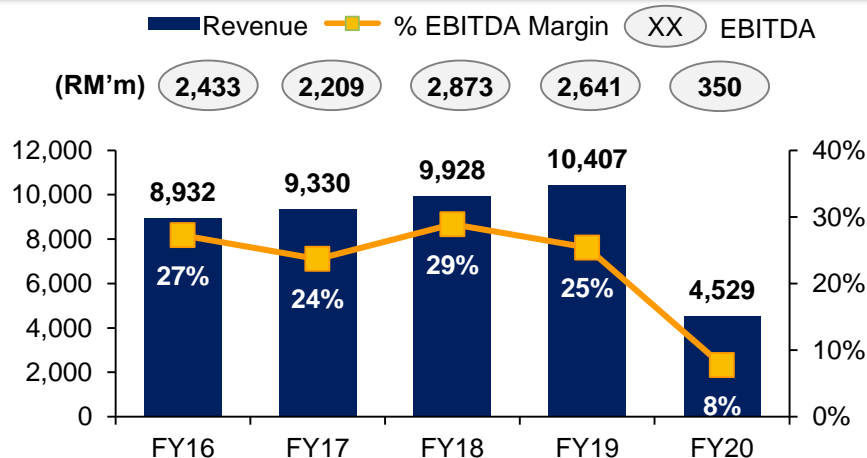


Resorts World Bimini,  
Bahamas

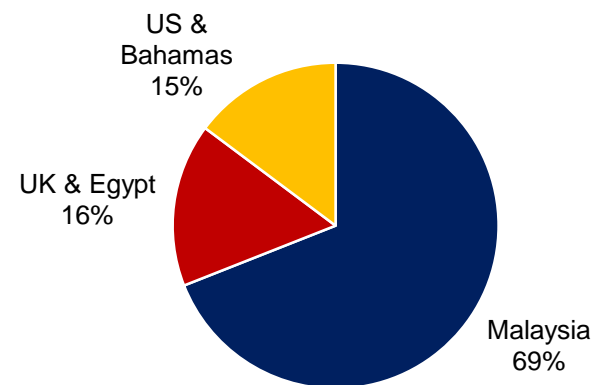
## Overview

- GENM is a globally diversified casino and resort operator with a market capitalization<sup>1</sup> of RM16.3bn
- Genting Group (“GENT”) has 49.5% ownership in GENM, and is the immediate and ultimate holding company of GENM
- Sole licensed casino operator in Malaysia, operating a casino at Resorts World Genting (“RWG”) since 1971
- RWG is GENM’s flagship property and a pioneer in the integrated resort format
- Operates over 40 properties across Asia, Europe and the Americas, attracting over 40m visitors annually

## Key Financial Metrics



## Revenue<sup>2</sup> Breakdown by Geography







02

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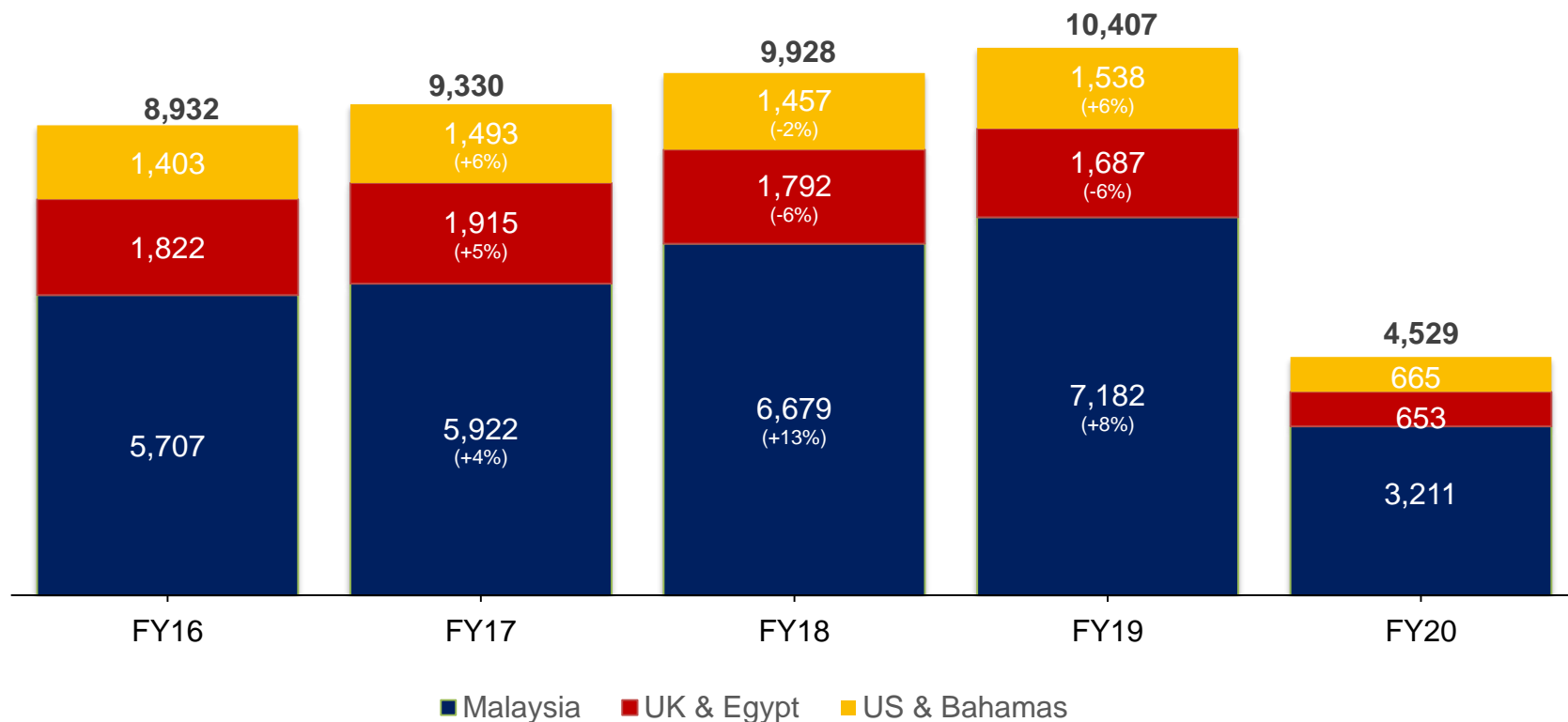
## GROUP HIGHLIGHTS

In RM'mil	3Q21	3Q20	% Change	9M21	9M20	% Change
Revenue	826	1,417	↓42%	2,267	3,488	↓35%
Adjusted EBITDA/(LBITDA)	54	311	↓83%	(11)	180	↓>100%
<i>Adjusted EBITDA Margin</i>	6%	22%		N/A	5%	
Net (Loss)/Profit	(307)	(726)	↑58%	(1,175)	(2,103)	↑44%

- Positive adj. EBITDA in 3Q21 despite COVID-19 disruptions, aided by recovery of the Group's overseas operations
- 9M21 performance impacted by pandemic-related restrictions

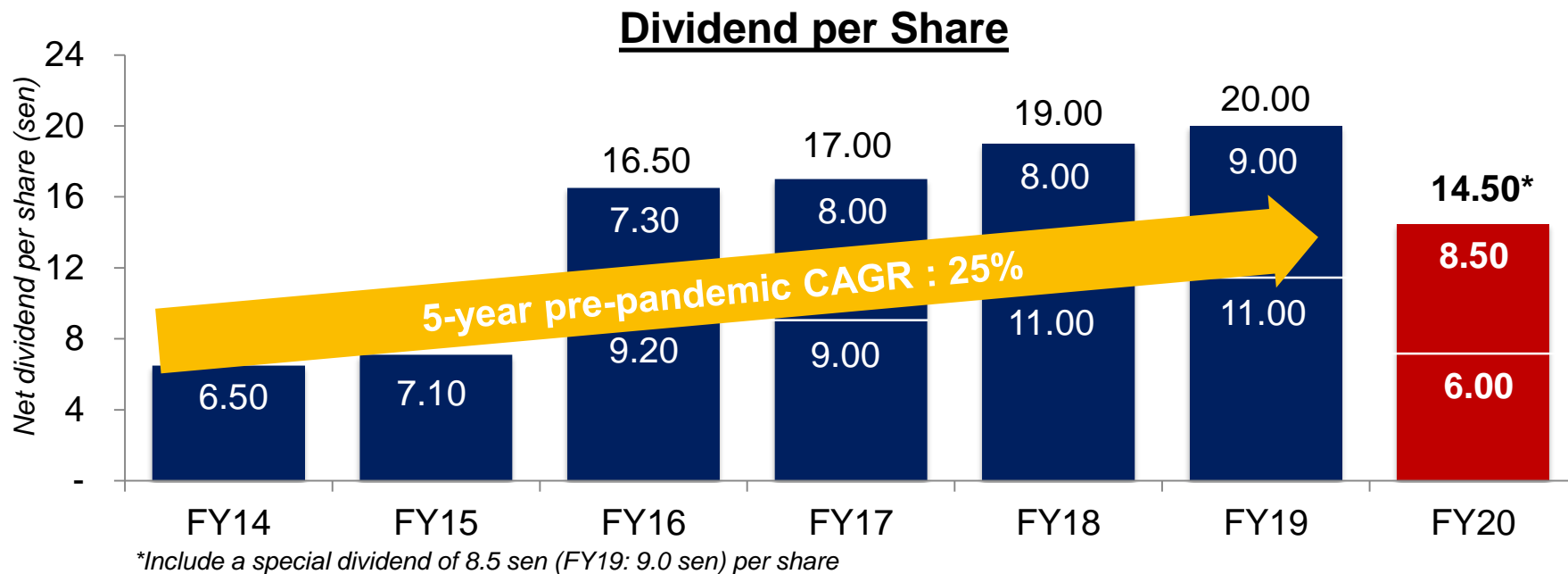
## GENM is Well Diversified from a Revenue Perspective

Revenue (RM'm)



- Malaysia is the Group's largest revenue contributor





## **Dividend**

- Mindful of returning value to shareholders amid unprecedented environment
- FY20 dividend yield: 5.4%<sup>#</sup>

## **Share Buyback**

- Net treasury shares to-date: 285 million (4.80% of total issued capital)

## SUSTAINABILITY IS AT THE FOREFRONT OF GENM'S OPERATIONS



FTSE4Good

### **FTSE4GOOD INDEX SERIES**

GENM was included as a constituent of the FTSE4Good Index Series since June 2018, having demonstrated strong ESG practices according to globally recognized standards.



### **WSJ 100 MOST SUSTAINABLY MANAGED COMPANIES 2020**

Genting Group was one of only two hospitality companies in WSJ's 100 Most Sustainably Managed Companies in the World in 2020, having demonstrated strong ESG practices.



Social inclusivity



Protect biodiversity



Responsible business practices



Reduce and recycle waste





03

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# MALAYSIAN OPERATIONS





In RM'mil	3Q21	3Q20	% Change	9M21	9M20	% Change
Revenue	<b>17.7</b>	1,181.3	↓99%	<b>554.6</b>	2,488.6	↓78%
Adjusted (LBITDA)/EBITDA	<b>(164.8)</b>	424.7	↓>100%	<b>(342.6)</b>	541.2	↓>100%
<i>Adjusted EBITDA Margin</i>	<b>N/A</b>	36%		<b>N/A</b>	22%	

- 3Q21 impacted by temporary closure of RWG amid nationwide total lockdown
- Decrease in 9M21 results primarily due to:
  - Imposition of various COVID-19 restrictions
  - Suspension of RWG's operations for ~5 months vs 3 months in 9M20
- RWG reopened to positive response since 30 September 2021

M'SIA

# LEISURE & HOSPITALITY GENTING SKYWORLDS



# OVERSEAS OPERATIONS







04

# OVERSEAS OPERATIONS

UK & EGYPT



In £'mil	3Q21	3Q20	% Change	9M21	9M20	% Change
Revenue	<b>70.8</b>	24.1	↑>100%	<b>110.4</b>	99.6	↑11%
Adjusted EBITDA /(LBITDA)	<b>17.9</b>	(9.3)	↑>100%	<b>11.3</b>	(24.5)	↑>100%
<i>Adjusted EBITDA Margin</i>	<b>25%</b>	N/A		<b>10%</b>	N/A	

- Recovery in Group's UK and Egypt results primarily driven by:
  - Re-opening of Group's land-based casinos since 17 May 2021
  - Progressive easing of COVID-19 restrictions regionally
- 3Q21 revenue close to pre-pandemic levels; adjusted EBITDA surpassed 3Q19 levels



04

# OVERSEAS OPERATIONS

US & BAHAMAS





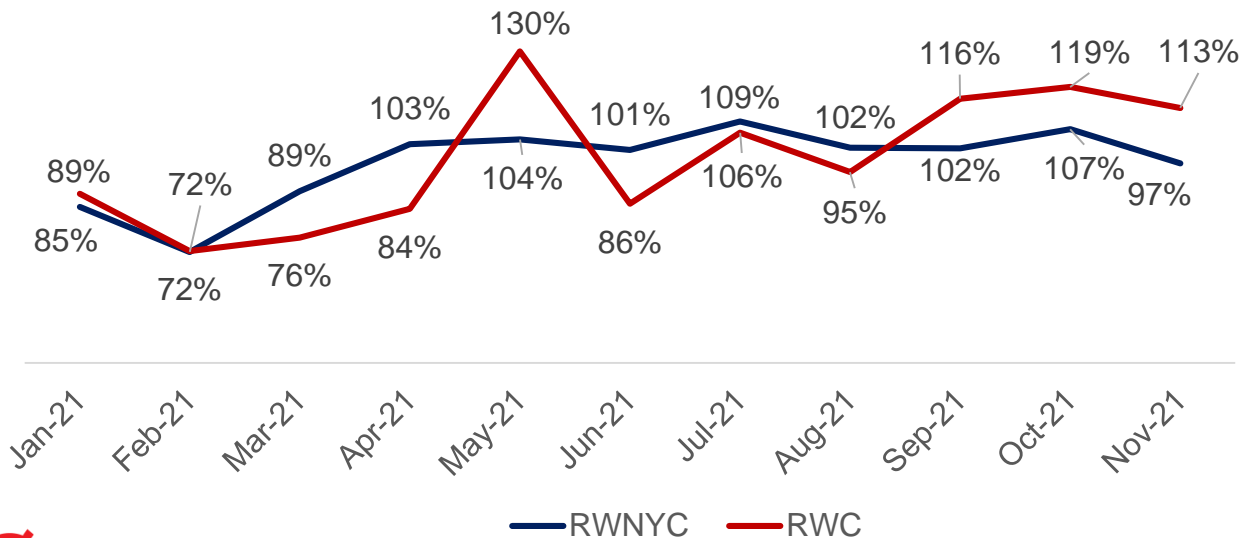
In US\$'mil	3Q21	3Q20	% Change	9M21	9M20	% Change
<b><u>Revenue</u></b>						
RWNYC and RW Omni	<b>80.8</b>	16.0	↑>100%	<b>223.5</b>	81.8	↑>100%
RW Bimini	<b>6.2</b>	0.7	↑>100%	<b>12.1</b>	3.0	↑>100%
Total	<b>87.0</b>	16.7	↑>100%	<b>235.6</b>	84.8	↑>100%
<b><u>Adjusted (LBITDA)/EBITDA</u></b>						
RWNYC and RW Omni	<b>33.9</b>	(12.6)	↑>100%	<b>87.7</b>	(38.7)	↑>100%
RW Bimini	<b>(5.2)</b>	(4.5)	↓15%	<b>(15.6)</b>	(16.4)	↑5%
Total	<b>28.7</b>	(17.1)	↑>100%	<b>72.1</b>	(55.1)	↑>100%
Margin	<b>33%</b>	N/A		<b>30%</b>	N/A	

- Strong recovery of Group's US operations driven by full lifting of COVID-19 restrictions
- Net wins at RWNYC continue to surpass pre-pandemic levels at **104%** of 3Q19 levels<sup>1</sup>

## NY CASINOS RESUMED OPERATIONS SINCE 9 SEPT 2020

- All operational restrictions lifted since 15 June 2021
- RWNYC and RWC continue to operate with 21-point safety plan as health and safety remain a key priority
- Reopening of RWNYC and RWC have been well received

Performance Post-Reopening (GGR as a % of 2019)<sup>1</sup>



US

# RWNYC EXPANSION

- The new 400-room Hyatt Regency JFK Airport at Resorts World New York hotel opened on 6 August 2021
- Features premium guestrooms, state-of-the-art conference space, renowned F&B outlets and additional gaming space





US

# RWNYC EXPANSION



# US

# EMPIRE RESORTS, INC.

- 49%-owned via an associate company
- Owns Resorts World Catskills (RWC), one of four commercial gaming-licensed casinos in the New York State
  - 150 live table games, ~1,600 VGMs, over 400 rooms across 2 premium hotels and various F&B outlets
- One of nine licensed mobile sports betting operators in New York
- GENM's total investment in Empire to-date<sup>1</sup> : ~USD524 mil





In US\$'mil	3Q21	3Q20	% Change	9M21	9M20	% Change
Revenue	<b>71.2</b>	10.4	↑>100%	<b>168.6</b>	57.6	↑>100%
Adjusted (LBITDA)	<b>15.8</b>	(11.0)	↑>100%	<b>22.9</b>	(31.9)	↑>100%
<i>Adjusted LBITDA Margin</i>	<b>16%</b>	N/A		<b>7%</b>	N/A	

- Strong rebound in operating performance driven by full relaxation of COVID-19 restrictions since June 2021
- RWC's 3Q21 total GGR exceeded pre-pandemic levels at **105%** of 3Q19 levels<sup>1</sup>



An aerial photograph of a lush green hillside. A winding asphalt road snakes up the slope. At the base of the hill, there are several buildings, including a prominent one with a traditional Chinese pagoda-style roof. At the top of the hill, a cluster of modern, multi-story buildings is visible against a clear blue sky with some light clouds.

05

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# LOOKING AHEAD

## Resorts World Genting

- Ramp up operational capacity by leveraging existing assets to meet increasing demand
- Optimise cost base to drive productivity and efficiency
- Health and safety of guests, employees and the community remain a key priority
- Preparations underway for the opening of Genting SkyWorlds, a key growth initiative for the Group in Malaysia





## UK & Egypt

- Execute strategies to strengthen the resilience of the Group's business and optimise efficiencies
- Place emphasis on driving business volume and revenue across all properties to capitalise on improving consumer sentiment





## US & Bahamas

- Strengthening Group's market leading position in NY
- The new Hyatt Regency JFK Airport at Resorts World New York hotel will be a catalyst for growth
- Leverage synergies between RWNYC and RWC to develop and grow strong market presence
- Expansion in New York – Development of new VGM facility, RW Hudson Valley, at Orange County
- Expand product offerings by leveraging Empire's newly awarded mobile sports betting licence
- RW Bimini – to leverage partnerships with renowned brands to grow visitation and spend



# THANK YOU

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***Disclaimer***

*Some of the statements made in this presentation which are not statements of historical facts are forward-looking statements and are based on the current beliefs, assumptions, expectations, estimates, objectives and projections of the directors and management of the Genting Malaysia Group (“Group”) about its business and the industry and markets in which it operates.*

*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.*