



CORPORATE PRESENTATION

January 2025





AGENDA

01

**GROUP OVERVIEW AND
FINANCIAL HIGHLIGHTS**

02

MALAYSIAN OPERATIONS

03

OVERSEAS OPERATIONS

- UK & EGYPT
- US & BAHAMAS

04

PROSPECTS & STRATEGIES



GROUP OVERVIEW & FINANCIAL HIGHLIGHTS



- Listed on the Malaysian stock exchange since 1989, GENM is a globally diversified casino and resort operator with a market capitalization¹ of RM12.8bn (USD2.8bn)
- Holds gaming licenses in Malaysia, New York, UK and the Bahamas with operations at over 40 properties, attracting over 40 million visitors annually



Resorts World Bimini

- Features a casino, Hilton at RW Bimini, restaurants as well as largest yacht and Marina complex in Bahamas

Resorts World New York City

- New York City's first and only casino-hotel

Resorts World Catskills

- One of four commercial gaming-licensed casinos in New York

Crockfords Cairo

- Exclusive casino nestled within the posh surroundings of The Nile Ritz-Carlton Hotel

Genting Casinos

- One of the largest gaming operators in the UK with over 30 casinos

Resorts World Birmingham

- First integrated leisure complex of its kind in the UK

Resorts World Genting

- Pioneer of the integrated resort format

Resorts World Hudson Valley

- Newest casino in New York State

Resorts World Miami

Resorts World Bahamas

Resorts World Egypt

Resorts World Malaysia

Resorts World UK

In RM'mil	9M24	9M23	% Change
Revenue	8,183	7,468	↑10%
Adjusted EBITDA*	2,730	1,788	↑53%
<i>Adjusted EBITDA Margin</i>	33%	24%	
Net Profit	648	143	↑>100%

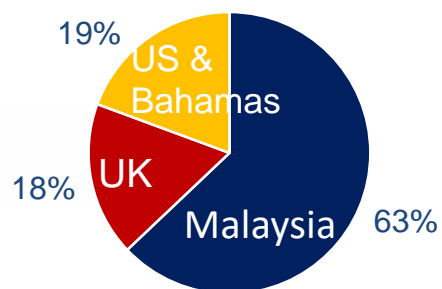
Continued growth in business volumes worldwide

Group revenue and adj EBITDA exceeded pre-pandemic levels

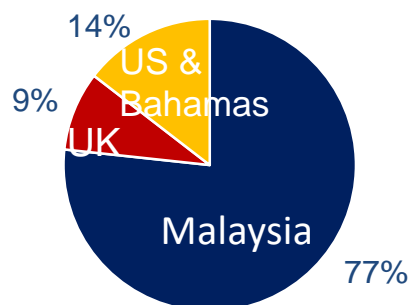
Business agility is cornerstone of Group's resilience

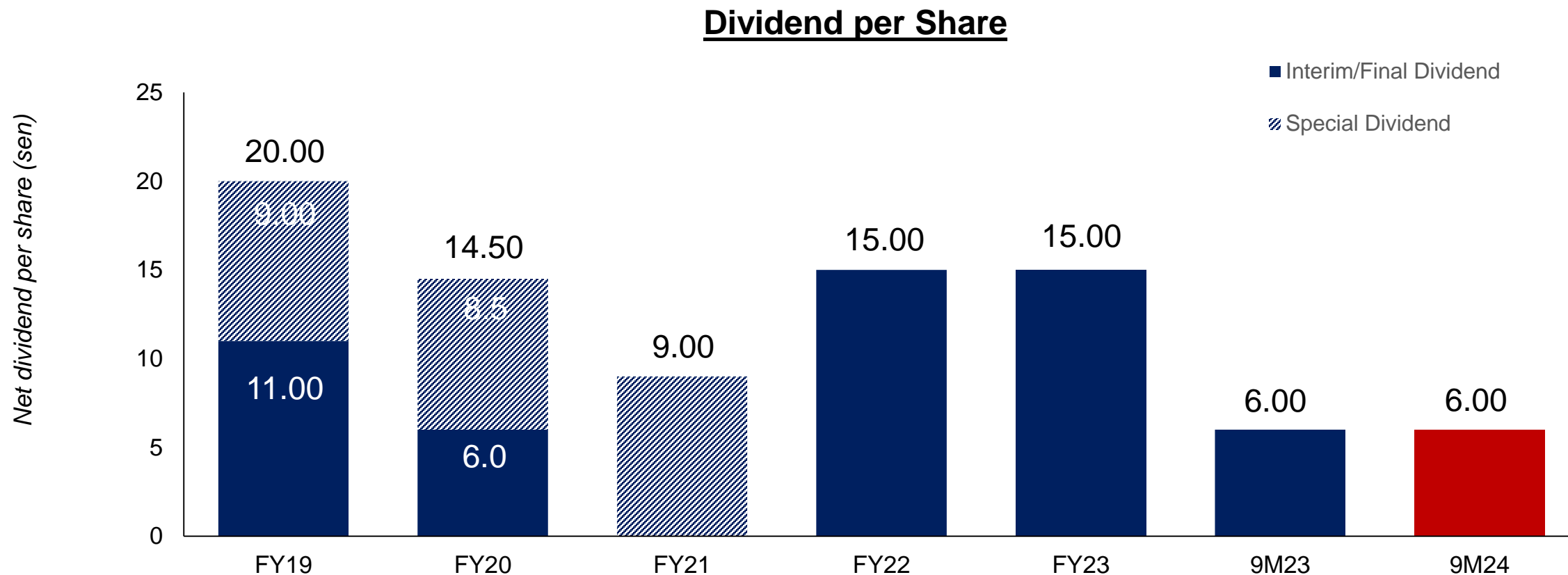
Group results aided by net unrealized foreign exchange translation gains

Revenue – 9M24



Adjusted EBITDA – 9M24





- FY23 dividend yield: 5.6%#

SUSTAINABILITY IS AT THE FOREFRONT OF GENM'S OPERATIONS



FTSE4Good

FTSE4GOOD INDEX SERIES

- A constituent of the FTSE4Good Index Series since June 2018

Responsible Gaming Accredited

Gaming operations in Malaysia have responsible gaming accreditation (RG Check)

Key Employment Contributor

Employing c.16,000 locals globally, representing 98% of the Group's total workforce

Sustainable and Responsible Procurement Practices

Over 90% of GENM's spending in Malaysia, UK and Egypt is directed to local suppliers

Active Biodiversity and Conservation Programmes

Ongoing preservation of biodiversity of GENM's land bank

- GENM's commitment to sustainable operations is demonstrated by balancing economic aspirations with being a valuable contributor to the local economies in which it operates



MALAYSIAN OPERATIONS

LEISURE & HOSPITALITY PERFORMANCE REVIEW IN 3Q24 & 9M24

In RM'mil	3Q24	3Q23	% Change	9M24	9M23	% Change
Revenue	1,681	1,681	NM	5,045	4,617	↑9%
Adjusted EBITDA	493	564	↓13%	1,602	1,533	↑5%
<i>Adjusted EBITDA Margin</i>	29%	34%		32%	33%	

- Group's performance mainly driven by higher business volume at RWG, aided by the ongoing recovery in travel demand both regionally and domestically
- 3Q24 adjusted EBITDA impacted by higher operating expenses

One of Asia's leading integrated resort destinations
with ~10,500 rooms



6.2m
MEMBERS

(9M23: 5.9m)



21m
VISITORS

(9M23: 18m)



74%
DAY-TRIPPERS

(9M23: 71%)



2.7m
ROOM NIGHTS
SOLD

9M23: 2.6m)



99%
OCCUPANCY

(9M23: 97%)



RM233
AVG ROOM RATE

(9M23: RM222)



OVERSEAS OPERATIONS

UK & EGYPT

In £'mil	3Q24	3Q23	% Change	9M24	9M23	% Change
Revenue	92.4	85.2	↑8%	244.7	220.3	↑11%
Adjusted EBITDA	17.8	17.2	↑3%	41.0	35.8	↑15%
<i>Adjusted EBITDA Margin</i>	19%	20%		17%	16%	

- UK performance remained resilient and profitable with higher volume of business across the Group's estate
- 9M24 adjusted EBITDA driven by improved operational efficiencies



OVERSEAS OPERATIONS

US & BAHAMAS

US & BAHAMAS

LEISURE & HOSPITALITY PERFORMANCE REVIEW IN 3Q24 & 9M24

In US\$'mil	3Q24	3Q23	% Change	9M24	9M23	% Change
<u>Revenue</u>						
RWNYC	86.8	84.2	↑3%	260.9	251.3	↑4%
RW Omni and RW Bimini	19.2	18.0	↑7%	66.3	61.0	↑9%
Total	106.0	102.2	↑4%	327.2	312.3	↑5%
<u>Adjusted EBITDA</u>						
RWNYC	32.0	32.8	↓2%	99.4	96.2	↑3%
RW Omni and RW Bimini	(4.0)	(3.6)	↓11%	(1.5)	(3.2)	↓53%
Total	28.0	29.2	↓4%	98.0	93.0	↑5%
<i>Margin</i>	26%	29%		30%	30%	

- Group's US & Bahamas operations mainly driven by overall higher business volumes at RWNYC and RW Bimini's improved operating performance
- 3Q24 adjusted EBITDA impacted by higher operating and payroll related expenses

US

EMPIRE RESORTS, INC.

PERFORMANCE REVIEW IN 3Q24 & 9M24

In US\$'mil	3Q24	3Q23	% Change	9M24	9M23	% Change
Revenue	76.7	79.3	↓3%	214.6	212.1	↑1%
Adjusted EBITDA	12.2	17.3	↓29%	21.1	23.6	↓11%
<i>Adjusted EBITDA Margin</i>	16%	22%		10%	11%	

- GENM invested in Empire November 2019
- Empire's 9M24 financial performance aided by higher contributions from RW Hudson Valley
- Adjusted EBITDA impacted by higher operating expenses

US

EXPANDING PRESENCE IN THE US



New York downstate casino
licence RFA in progress

New York City is one of the last
major untapped casino
markets in US

Downstate New York market
worth c.USD5 bil



PROSPECTS & STRATEGIES

1

Continued Focus on Core Markets and Developing Database



2

Committed to Driving Operational Efficiencies and Improving Yields

3

Expansion Opportunities – US and Asia

1 Continued Focus on Existing Markets and Developing Database

- **Reinforcing our market position** by growing existing business
- **Actively grow customer database and expand Group's distribution channels**
- **Leveraging on increased flight capacity and visa friendly policies** to grow foreign visitation
- **Leveraging Group's 60th Anniversary celebrations** to drive footfall and spend; enhance brand engagement and loyalty

2 Committed to Driving Operational Efficiencies and Improving Yields

- **Effective cost management** to improve operational leverage
- **Optimise yields** through database marketing
- **Digitalisation initiatives** to drive operational efficiencies
- Expanding customer reach through **strategic partnerships**

3 Expansion Opportunities – US and Asia

- Focused on New York Downstate casino licence opportunity
- Continued evaluation of opportunities in other regional gaming markets

THANK YOU

Visit us at
www.gentingmalaysia.com

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.