GENTING
MALAYSIA
No. 58019-U

Corporate Presentation

Citi ASEAN Top Pick Corporate Day

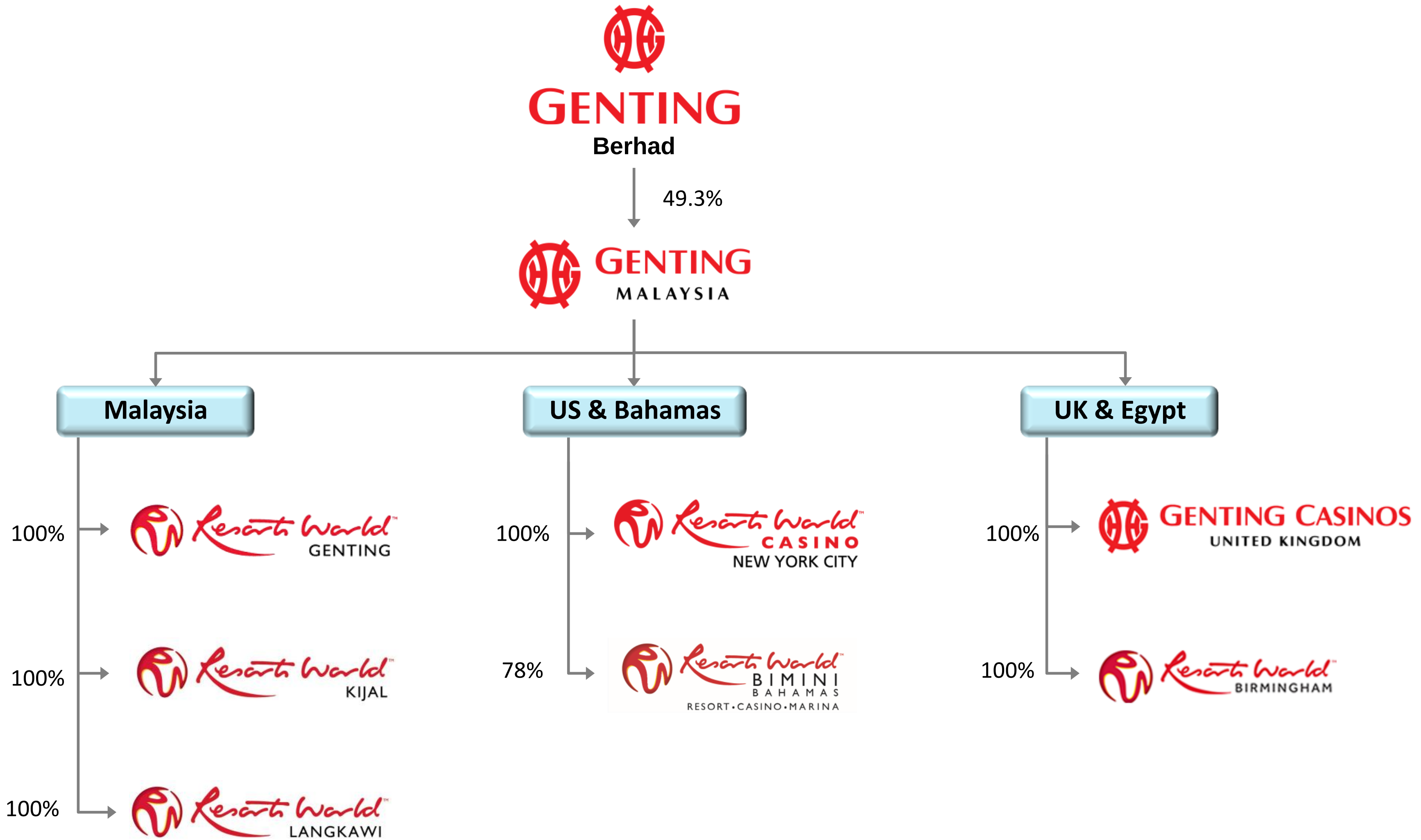
6 December 2018

AGENDA

1. GROUP OVERVIEW
2. KEY PROPERTIES
3. FINANCIAL HIGHLIGHTS
4. MALAYSIA OPERATIONS
5. OVERSEAS OPERATIONS
   - UNITED KINGDOM & EGYPT
   - US & BAHAMAS
6. PROSPECTS & FOCUS

GENTING MALAYSIA

OVERVIEW
GROUP CORPORATE STRUCTURE



OVERVIEW
GROUP'S KEY PROPERTIES

Resorts World Genting (RWG)

- Malaysia's largest integrated resort destination
- ~19.2m visitors in 9M18
- ~10,500 rooms across 7 hotels
- ~13,800 employees

Resorts World Casino New York City

- Market leader in the Northeast US region
- ~5.8m visitors in 9M18
- ~1,000 employees

Genting UK

- ~3.1m visitors in 9M18
- Operates 43 casinos
  - 6 casinos in London
  - 37 casinos outside London
- ~3,600 employees

RW Bimini

- 78 : 22 joint venture
- Offers gaming, accommodation, leisure and entertainment in the resort
- ~530 employees

KEY PROPERTIES

MALAYSIA RESORTS WORLD GENTING

Resorts World GENTING

……… Bringing you the ultimate leisure and hospitality experience

UK

GENTING UK
RESORTS WORLD BIRMINGHAM

Resorts World BIRMINGHAM

……… One of the leading casino operators in the UK

US

RESORTS WORLD CASINO NEW YORK CITY

Resorts World CASINO NEW YORK CITY

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

BAHAMAS RESORTS WORLD BIMINI

……… 750-acre luxury beachfront casino resort

FINANCIAL HIGHLIGHTS

GENTING MALAYSIA

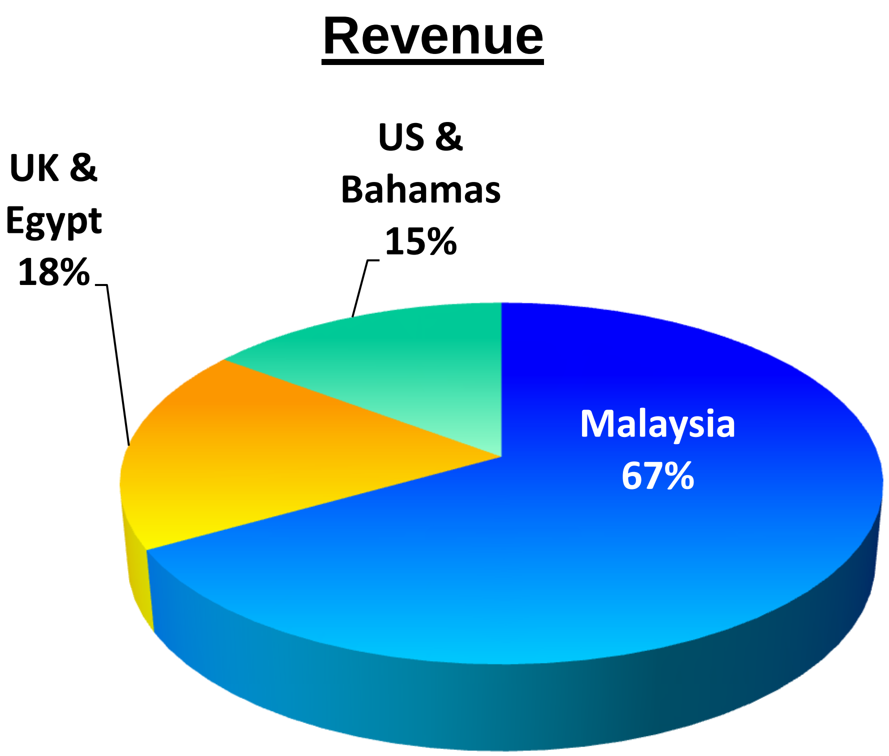
OVERVIEW
FINANCIAL HIGHLIGHTS – 3Q18 & 9M18

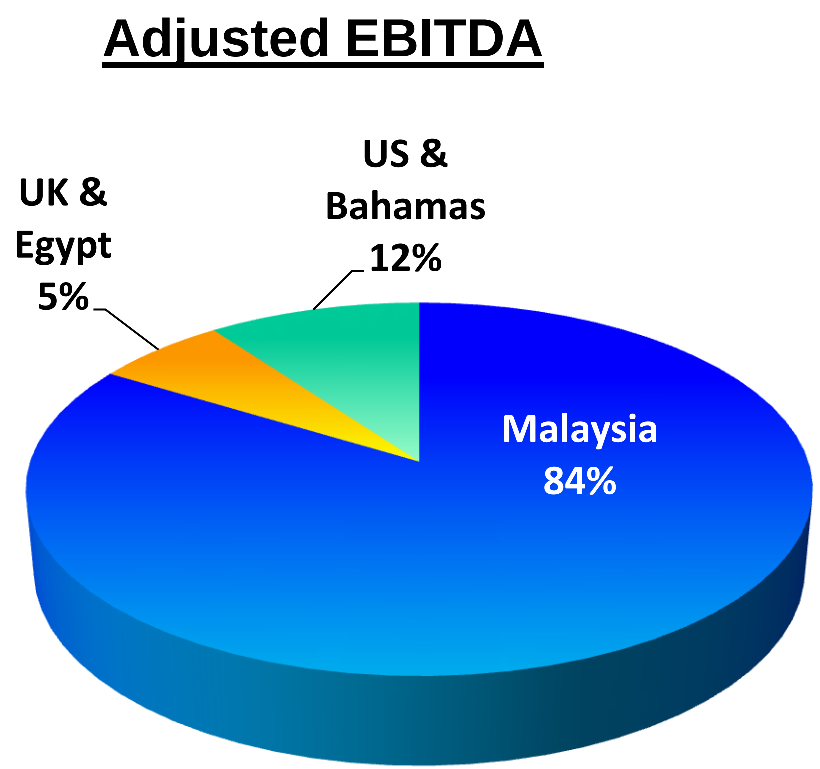
In RM'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
Revenue	**2,599**	2,270	↑15%	**7,421**	6,786	↑9%
Adjusted EBITDA	**815**	438	↑86%	**2,124**	1,539	↑38%
Adjusted EBITDA Margin	***31%***	*19%*		***29%***	*23%*	
Net Loss	**(1,512)**	173	↓>100%	**(792)**	642	↓>100%

- Improved performance aided by Malaysian operations
- New GITP facilities and attractions at RWG have been well received
- Net loss mainly due to impairment loss in Mashpee Notes

GENTING MALAYSIA

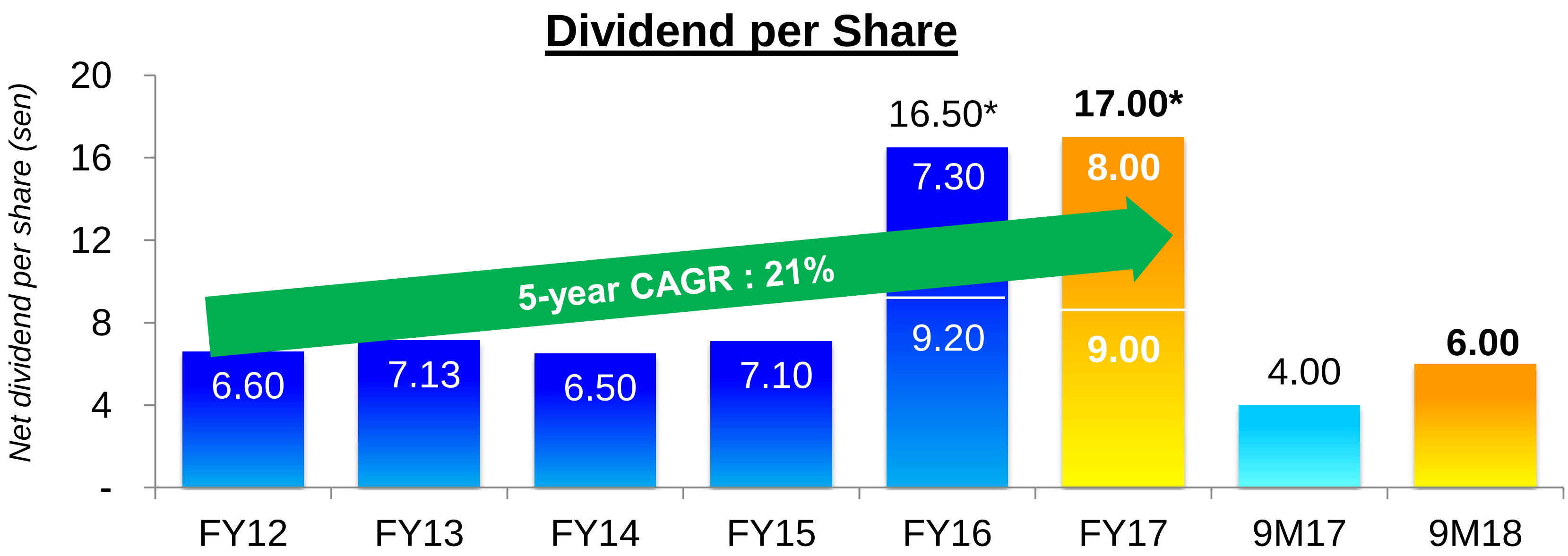
OVERVIEW
REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – 9M18





GENTING MALAYSIA

OVERVIEW
CAPITAL MANAGEMENT STRATEGY



*Includes a special dividend of 8.0 sen (FY16: 7.3 sen) per share

Dividend

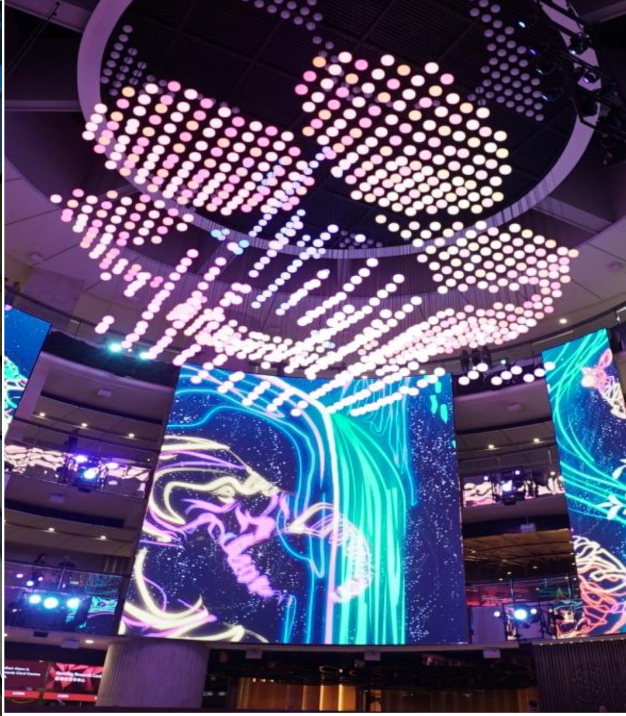
- FY17 net dividend grew 3% yoy to 17.0 sen
- 1H18 interim dividend of 6.0 sen (Payout ratio: 45%)

Share Buyback

- Net treasury shares to-date: 284 million (4.79% of total issued capital)

GENTING MALAYSIA

MALAYSIA OPERATIONS



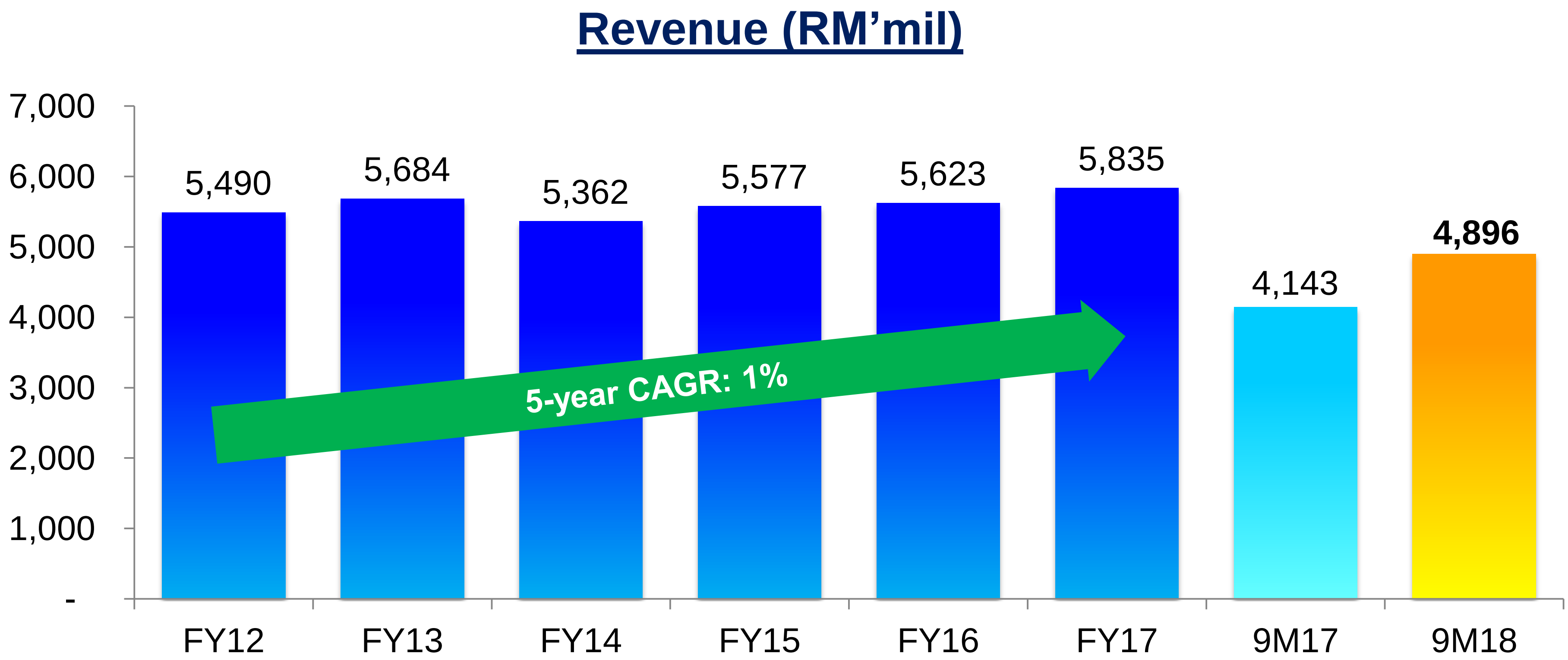
Resorts World GENTING

MALAYSIA – LEISURE & HOSPITALITY
PERFORMANCE REVIEW – 3Q18 & 9M18

In RM'mil	**3Q18**	3Q17	% Change	**9M18**	9M17	% Change
Revenue	**1,704.6**	1,353.3	↑26%	**4,896.0**	4,143.0	↑18%
Adjusted EBITDA	**641.2**	336.4	↑91%	**1,715.1**	1,208.5	↑42%
Adjusted EBITDA Margin	***38%***	*25%*		***35%***	*29%*	

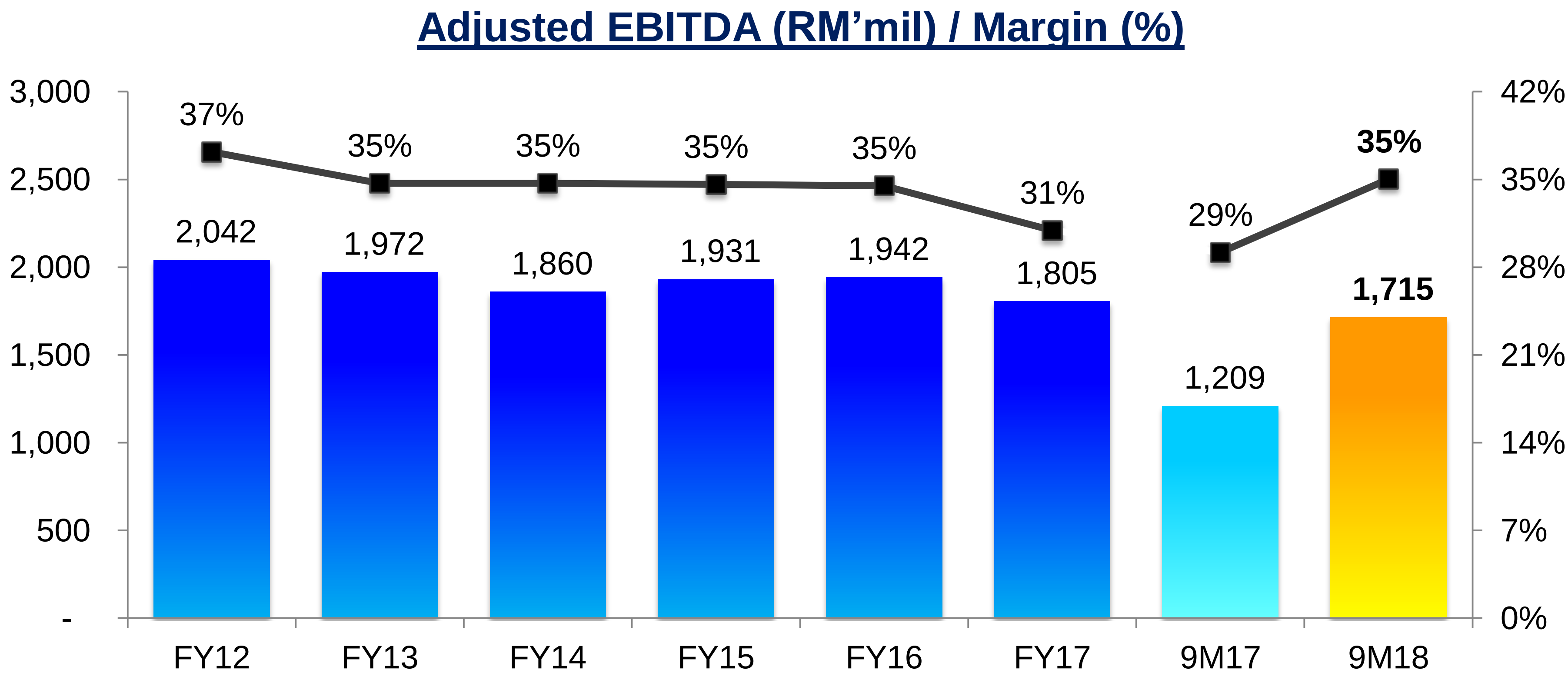
- Improved hold percentage in the mid to premium players segment
- Higher business volume from the mass market segment
- Visitations grew by 14% in 9M18, boosted by new GITP attractions

MALAYSIA – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 9M18



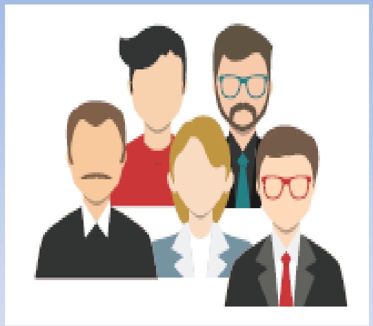
- Higher business volumes from the mass market segment
- Higher hold percentage in the mid to premium players segment

MALAYSIA – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 9M18



- Improving adjusted EBITDA margins primarily attributable to:
  - Improved operational performance following the roll out of GITP attractions

MALAYSIA
RWG KEY STATISTICS IN 9M18



19.2m

VISITORS

(9M17: 16.9m)

↑14%

72%

DAY-TRIPPERS

(9M17: 70%)

4.5m

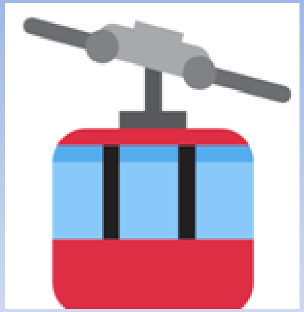
MEMBERS

↑9%

(9M17 : 4.1mil)

7.0m

TICKETS SOLD



(9M17: 5.8mil)

↑20%

MALAYSIA
RWG HOTEL PERFORMANCE IN 9M18

10,500

ROOMS

7 HOTELS

(9M17: 2.4m)

2.6m

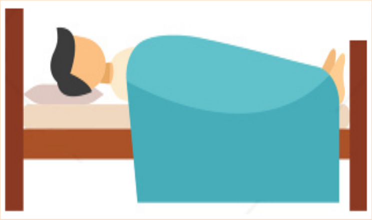
ROOM NIGHTS SOLD

↑8%

RM105

AVRG ROOM RATE

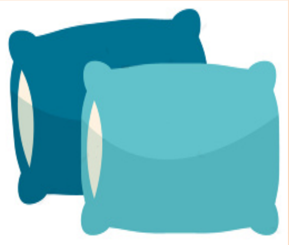
↑17%



(9M17: RM90)

97%

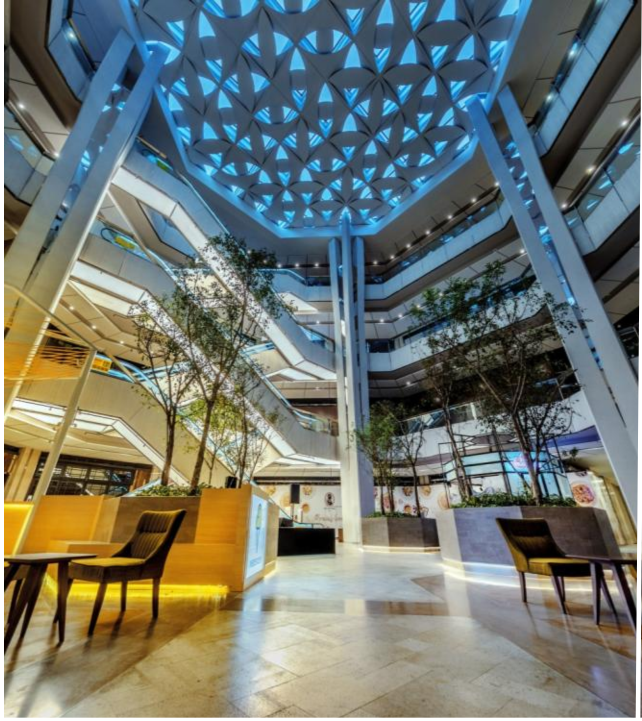
OCCUPANCY



(9M17: 94%)

Resorts World GENTING

GENTING INTEGRATED TOURISM PLAN (GITP)



Resorts World GENTING

GITP OVERVIEW

- ❖ A 10-year master plan launched in Dec 2013
- ❖ RM10.4 billion capital investment
- ❖ Invested RM7.3 billion as at 30 September 2018

GITP OVERVIEW

2015

First World Hotel (Tower 3)

2016

Awana SkyWay Cable Car

SkyAvenue Mall

2017

SkyCasino

Genting Highlands Premium Outlets*

Theme Park Hotel

Crockfords Hotel

2018 onwards

Skytropolis Indoor Theme Park

The Void

Zouk

2015 | 2016 | 2017 | 2018 onwards

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

Resorts World GENTING

…… Looking forward to new and exciting attractions

GITP AWANA SKYWAY

Awana SkyWay cable car system

Genting Highlands Premium Outlets

……. Transporting visitors to key attractions at the resort

GITP SKYAVENUE

…………Exciting retail and dining experience at 6,000 feet

GITP SKYAVENUE – F&B OUTLETS

Burger & Lobster

Red Tail

Malaysian Food Street

Motorino

Resorts World GENTING

……….. **Unique dining experience featuring renowned restaurants**

GITP THEME PARK HOTEL

Resorts World GENTING

…….A 448-room boutique hotel with quirky and playful decor

GITP SKYSYMPHONY

……Extraordinary orchestra of audio, visual and motion graphics

GITP CROCKFORDS PLATINUM CLUB

Resorts World GENTING

…………A luxurious space for the discerning customer

GITP CROCKFORDS HOTEL

Resorts World GENTING

………. A 137-room hotel providing guests the ultimate comfort and luxury

THE VOID

….. A fully immersive experience that seamlessly blends imagination with reality

GITP

SKYTROPOLIS FUNLAND

………. Non-stop entertainment for the whole family

OVERSEAS OPERATIONS

GENTING MALAYSIA

UNITED KINGDOM & EGYPT

GENTING CASINOS
UNITED KINGDOM

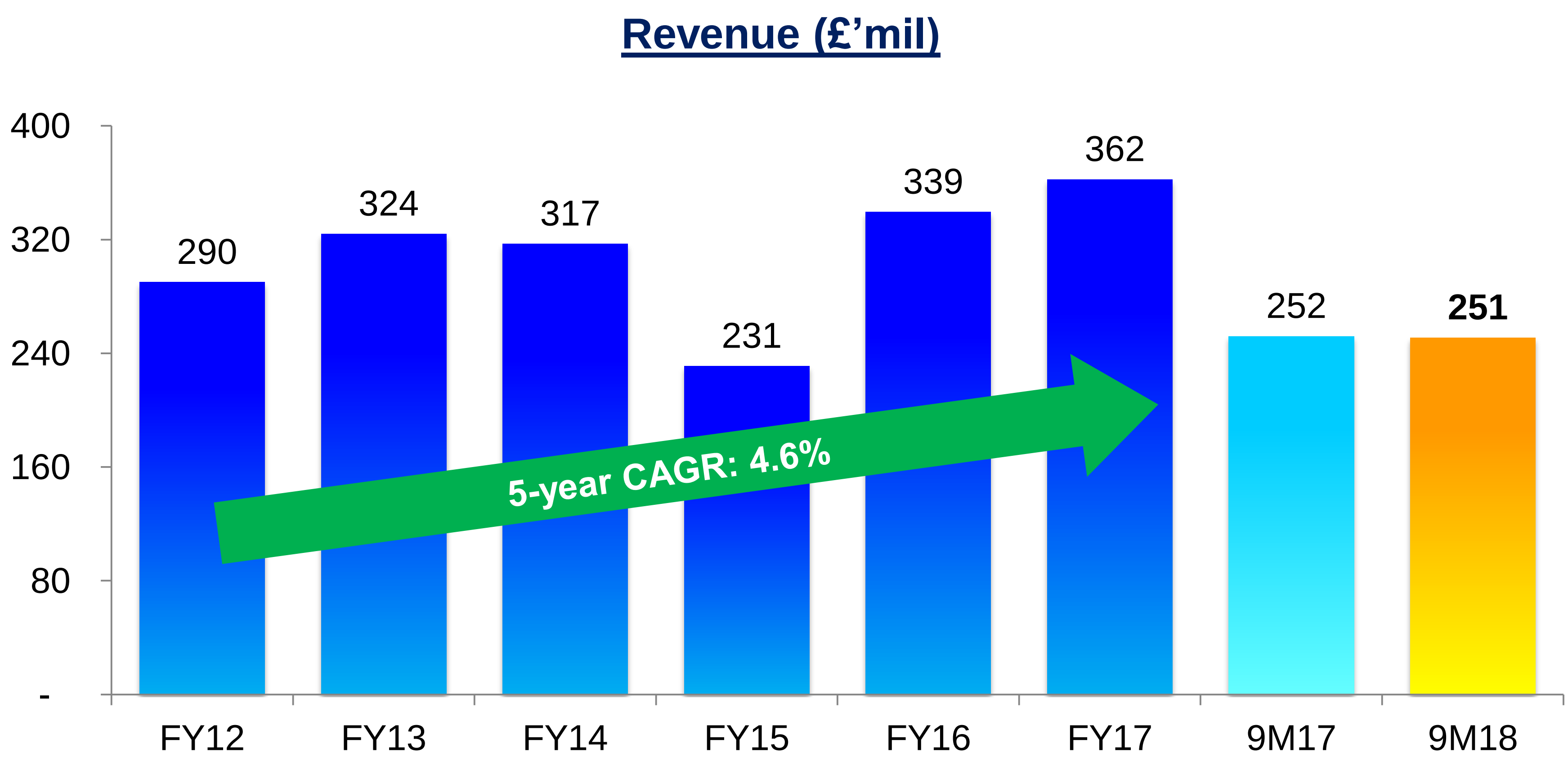
UK & EGYPT – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 3Q18 & 9M18

In £'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
Revenue	**94.6**	92.7	↑2%	**250.9**	251.8	Flat
Adjusted EBITDA	**11.2**	9.6	↑16%	**22.3**	30.2	↓26%
Adjusted EBITDA Margin	***12%***	*10%*		***9%***	*12%*	

- Higher contributions from Crockfords Cairo and UK interactive business in 3Q18
- 9M18 adjusted EBITDA impacted by higher debts written off
- Visitors ↓6% to 3.1m in 9M18 (9M17: 3.3m)

GENTING CASINOS
UNITED KINGDOM

UK & EGYPT – LEISURE & HOSPITALITY PERFORMANCE REVIEW – 9M18



- 9M18 revenue remained stable amid subdued consumer sentiment

GENTING CASINOS
UNITED KINGDOM

UNITED STATES & BAHAMAS

GENTING MALAYSIA

US & BAHAMAS – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 3Q18 & 9M18

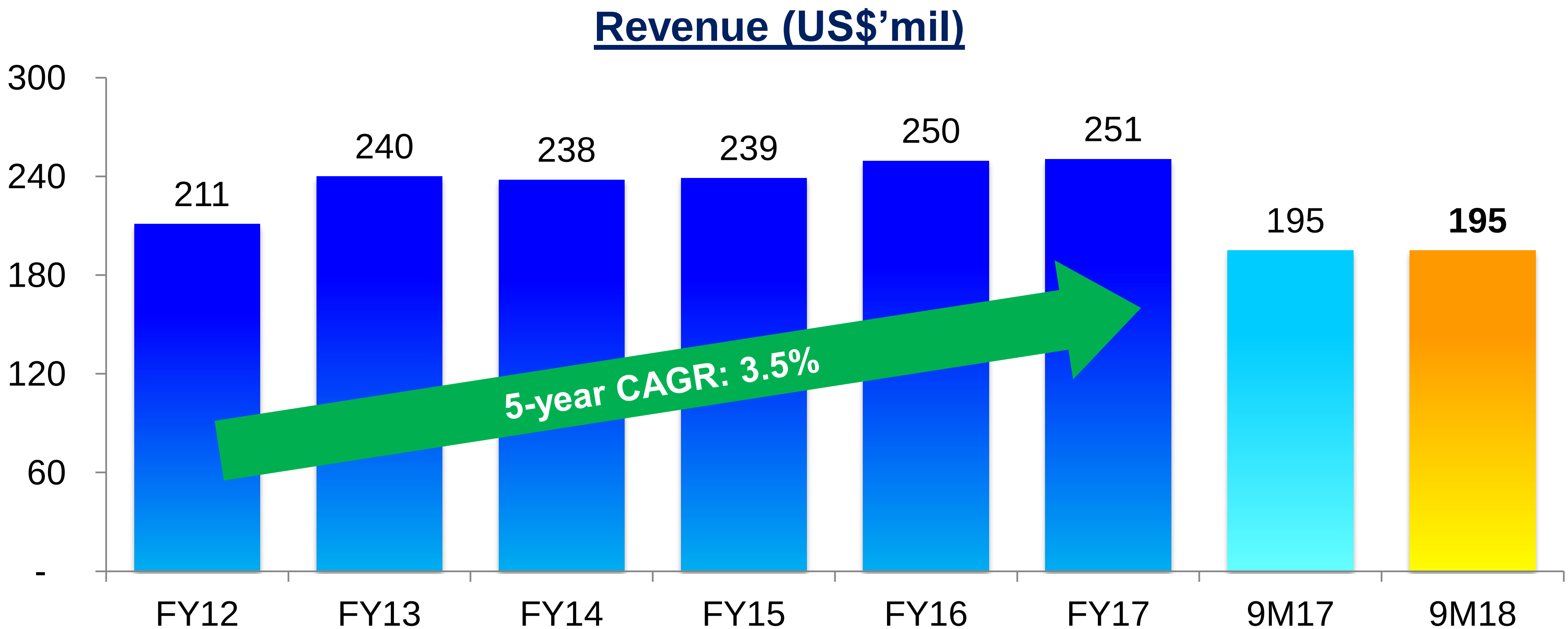
In US$'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
Revenue*						
RWNYC and RW Omni	**72.5**	70.5	↑3%	**224.8**	217.4	↑3%
RW Bimini	**7.4**	7.7	↓5%	**20.5**	20.3	↑1%
Total	**79.9**	78.2	↑2%	**245.3**	237.7	↑3%
Adjusted EBITDA*						
RWNYC and RW Omni	**26.3**	24.9	↑6%	**77.7**	82.1	↓5%
RW Bimini	**(8.8)**	(11.0)	↑20%	**(24.1)**	(37.6)	↑36%
Total	**17.5**	13.9	↑26%	**53.6**	44.5	↑20%
Margin	***22%***	*18%*		***22%***	*19%*	

- RW Omni: Improved performance following the refurbishment of Hilton Miami Downtown
- RWNYC: Stable performance despite increasing competition
- RW Bimini: Narrowing losses from improved operational efficiencies

GENTING MALAYSIA

** Before accounting standards adjustments for operating expenses*

RWNYC – LEISURE & HOSPITALITY PERFORMANCE REVIEW – 9M18

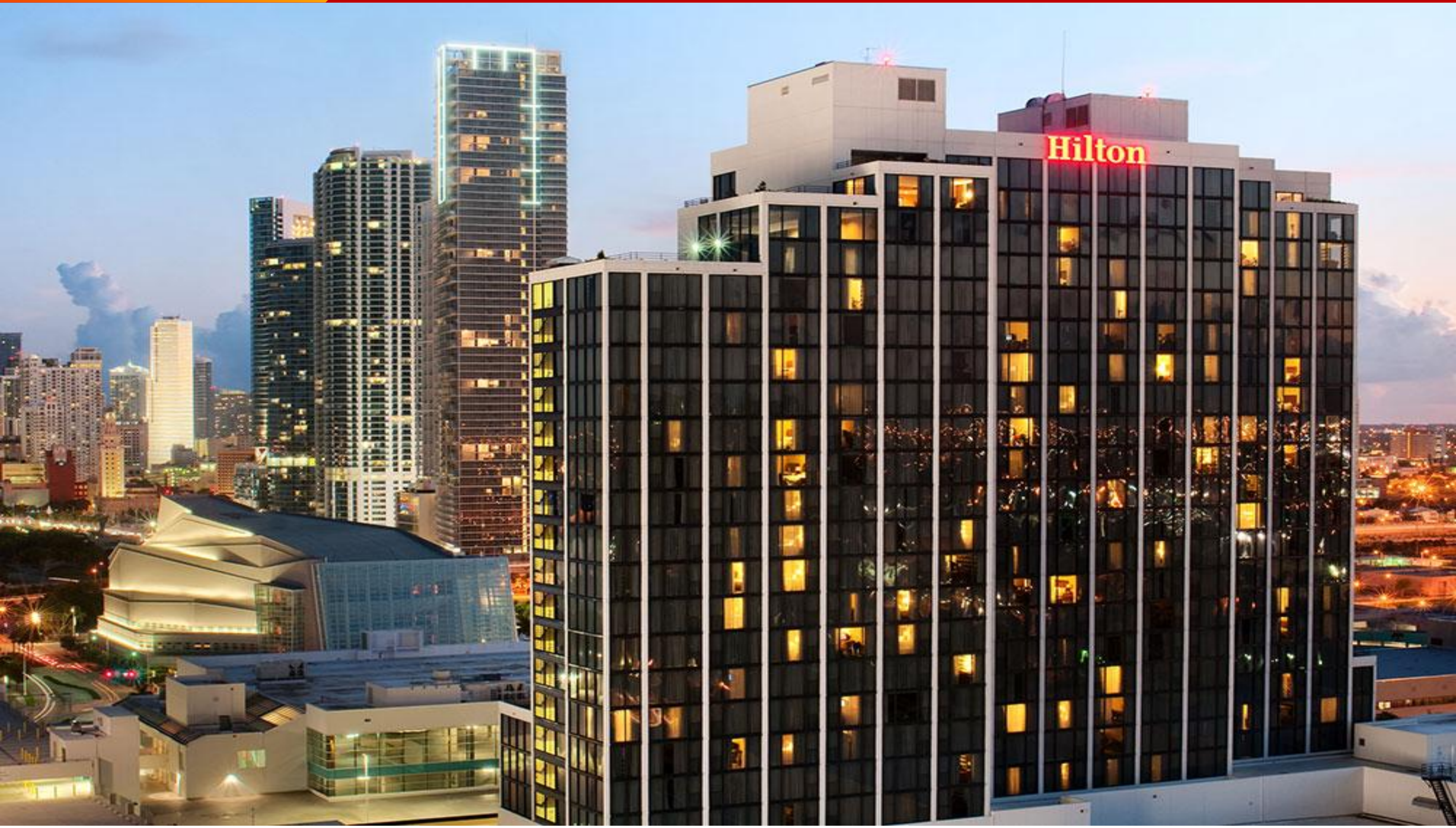


- Continues to lead the Northeast US region at approx. 41.1%[1] market share in 9M18
- ~6,000 machines in operation at the facility (9M17: ~5,500 machines)
- Average WPU at US$390 in 9M18 (9M17: US$424)

[1] *by gaming revenue*

US

RESORTS WORLD OMNI HILTON MIAMI DOWNTOWN



GENTING MALAYSIA

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 open in phases from end of 2019

Artist Impression

LOOKING AHEAD

GENTING
MALAYSIA

LOOKING AHEAD
PROSPECTS AND FOCUS

Resorts World Genting

- Leverage on new facilities and attractions
- Streamline operations and cost structure
- Review marketing strategies and intensify database marketing efforts

GENTING

LOOKING AHEAD
PROSPECTS AND FOCUS

UK & Egypt

- Premium Players Segment: Manage business volatility
- Non-premium Players Segment: Improve business efficiency and grow market share
- RW Birmingham: Grow business volume and improve operating performance


Resorts World Birmingham

Crockfords Cairo

GENTING CASINOS
UNITED KINGDOM

LOOKING AHEAD
PROSPECTS AND FOCUS

US & Bahamas

- RWNYC: Continue to boost direct marketing efforts and focus on RWNYC's USD400 million expansion
- RW Omni: Leverage on the newly renovated Hilton Miami Downtown
- RW Bimini: Improve operational efficiency and infrastructure

RWNYC


Resorts World Bimini

GENTING
MALAYSIA

THANK YOU

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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.