



GENTING

MALAYSIA

No. 58019-U

Corporate Presentation

**CIMB 11th
Annual Malaysia
Corporate Day**

4 January 2019

AGENDA

1 GROUP OVERVIEW

2 KEY PROPERTIES

3 FINANCIAL HIGHLIGHTS

4 MALAYSIA OPERATIONS

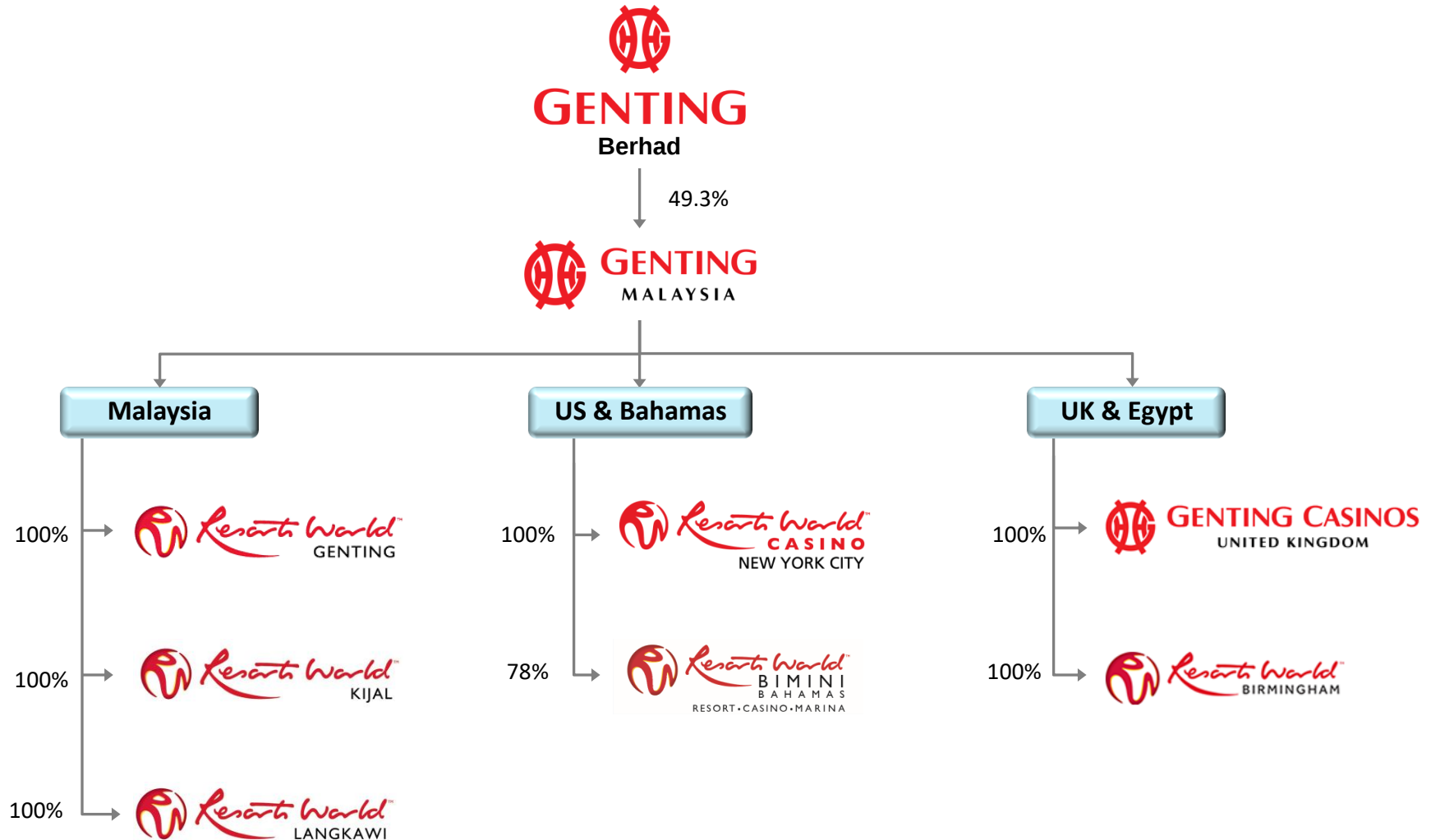
5 OVERSEAS OPERATIONS

- UNITED KINGDOM & EGYPT
- US & BAHAMAS

6 PROSPECTS & FOCUS

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



UK

GENTING UK RESORTS WORLD BIRMINGHAM



US

RESORTS WORLD CASINO NEW YORK CITY



BAHAMAS

RESORTS WORLD BIMINI



FINANCIAL HIGHLIGHTS



OVERVIEW

FINANCIAL HIGHLIGHTS – 3Q18 & 9M18

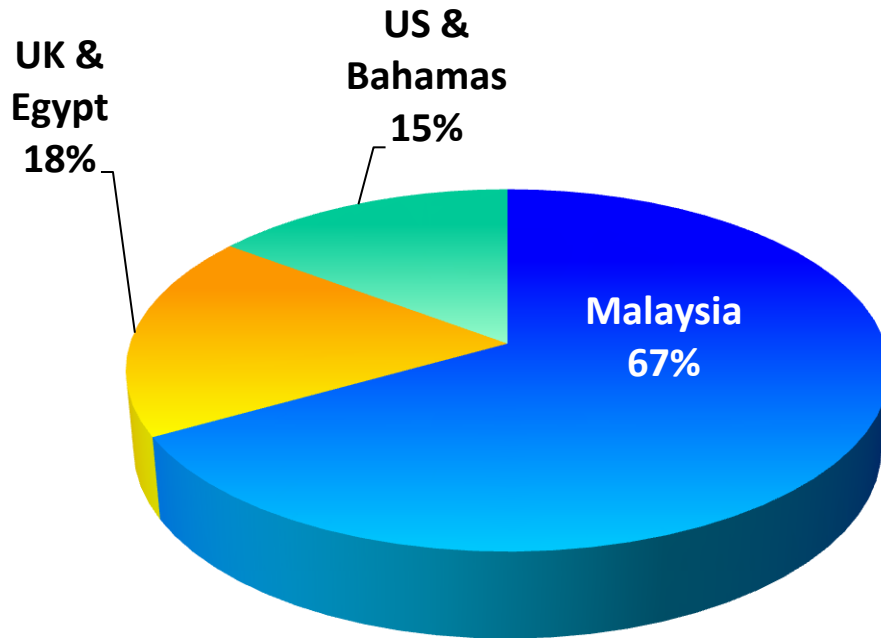
In RM'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
Revenue	2,599	2,270	↑15%	7,421	6,786	↑9%
Adjusted EBITDA	815	438	↑86%	2,124	1,539	↑38%
<i>Adjusted EBITDA Margin</i>	31%	19%		29%	23%	
Net Loss	(1,512)	173	↓>100%	(792)	642	↓>100%

- 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

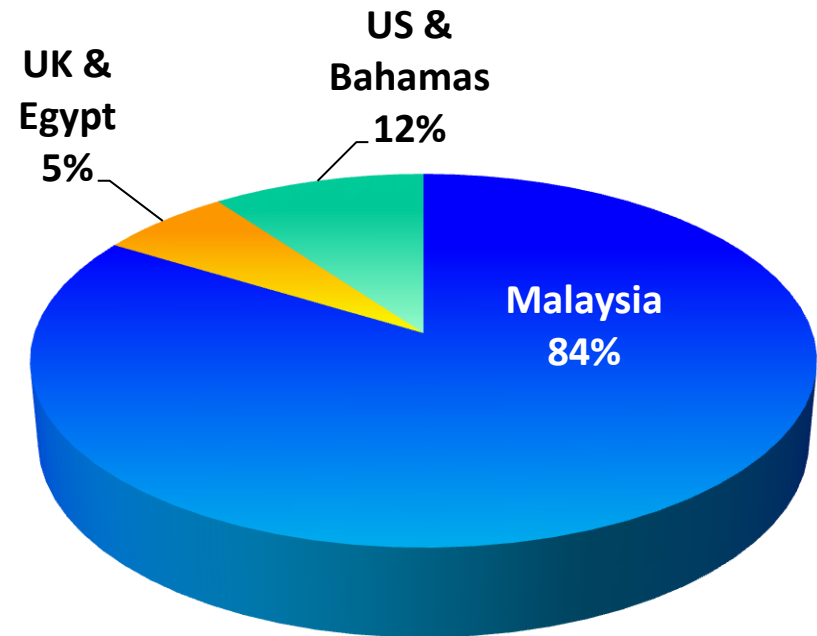
OVERVIEW

REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – 9M18

Revenue



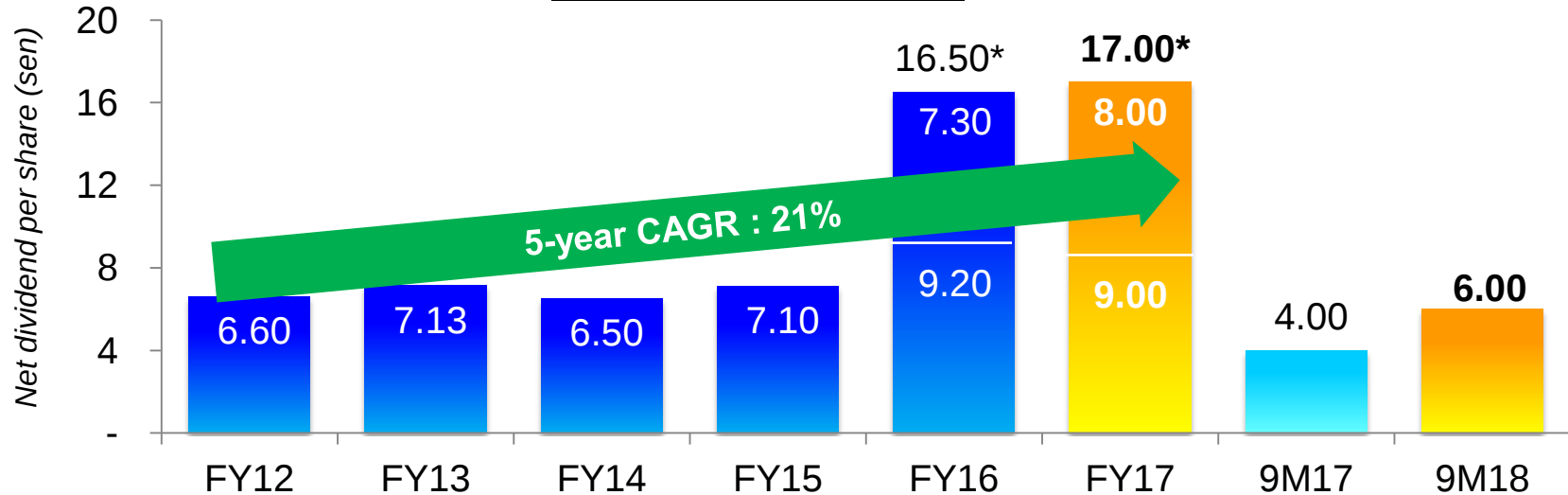
Adjusted EBITDA



OVERVIEW

CAPITAL MANAGEMENT STRATEGY

Dividend per Share



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

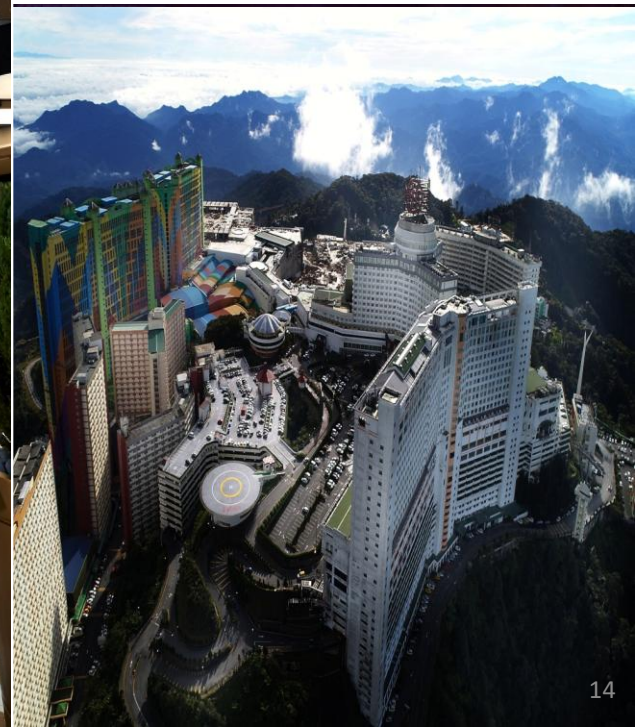
Dividend

- 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)

MALAYSIA OPERATIONS



MALAYSIA – LEISURE & HOSPITALITY

PERFORMANCE REVIEW – 3Q18 & 9M18

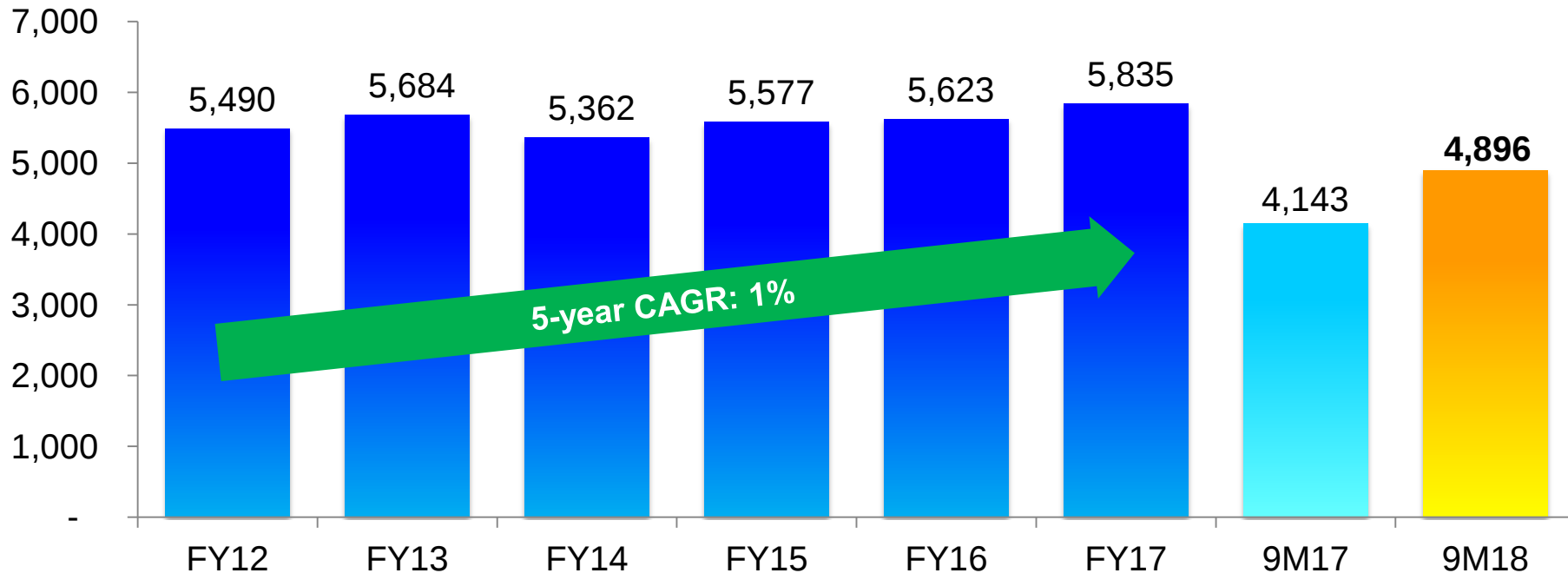
In RM'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
Revenue	1,704.6	1,353.3	↑26%	4,896.0	4,143.0	↑18%
Adjusted EBITDA	641.2	336.4	↑91%	1,715.1	1,208.5	↑42%
<i>Adjusted EBITDA Margin</i>	38%	25%		35%	29%	

- 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

Revenue (RM'mil)

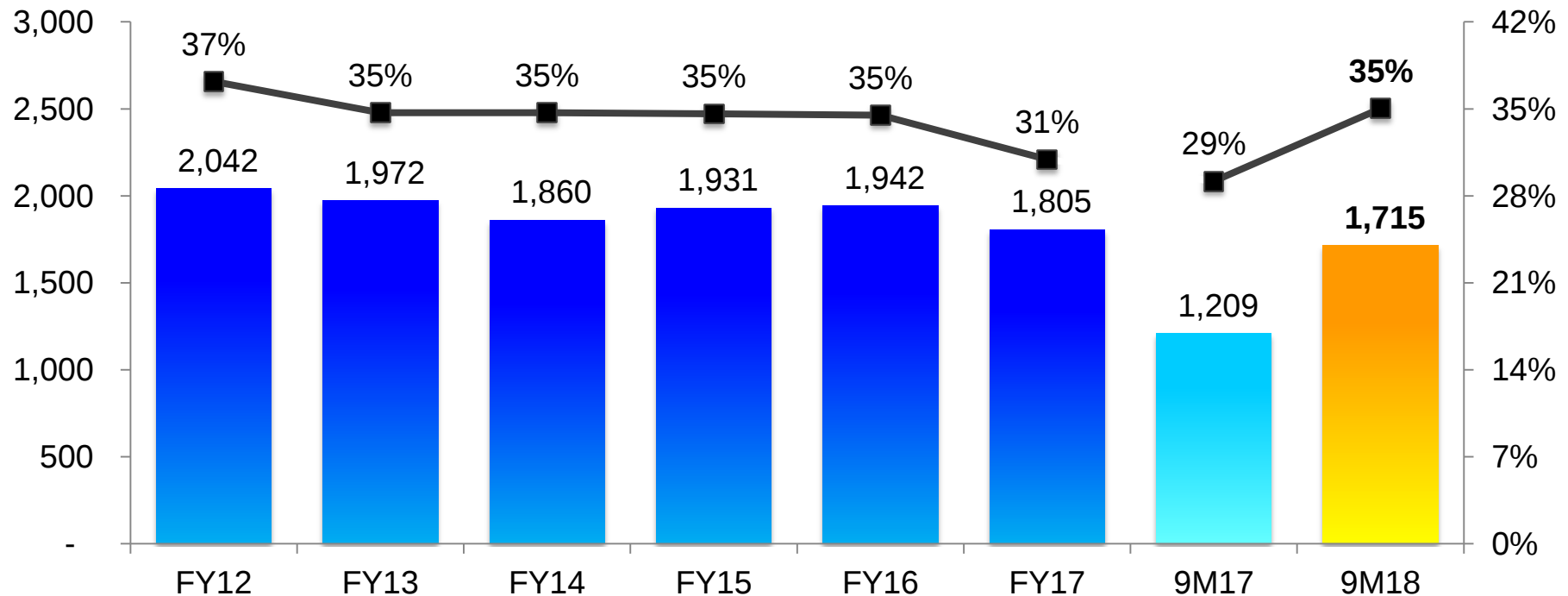


- Higher business volumes from the mass market segment
- Higher hold percentage in the mid to premium players segment

MALAYSIA – LEISURE & HOSPITALITY

PERFORMANCE REVIEW IN 9M18

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



- 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

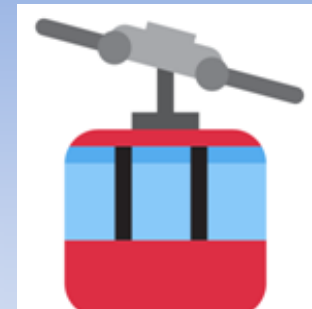
↑9%



(9M17 : 4.1mil)

7.0m
TICKETS SOLD

↑20%



(9M17: 5.8mil)

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)

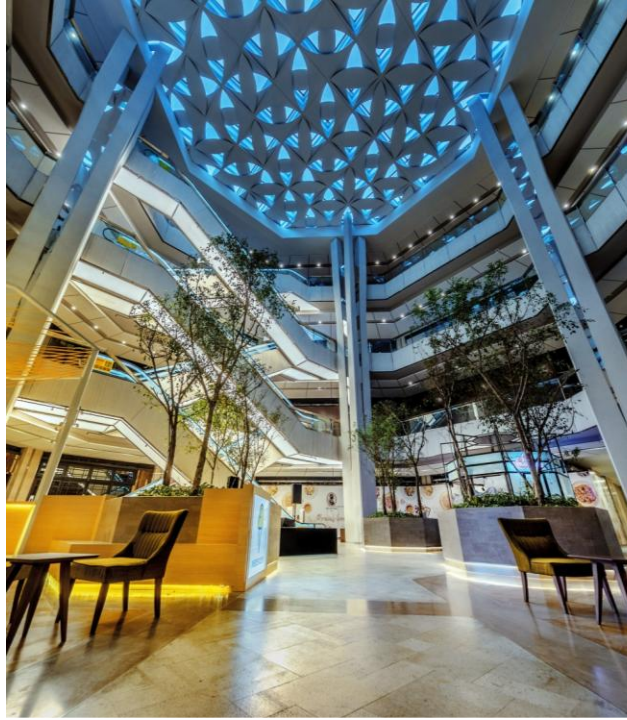
97%

OCCUPANCY



(9M17: 94%)

GENTING INTEGRATED TOURISM PLAN (GITP)





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



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

GITP

AWANA SKYWAY



Awana SkyWay cable car system



Genting Highlands Premium Outlets



SkyAvenue Mall

Awana Station

Awana Hotel

GENTING HIGHLANDS
PREMIUM OUTLETS®
A GENTING SIMON CENTER

--- Denotes Awana SkyWay route

..... Transporting visitors to key attractions at the resort

GITP

SKYAVENUE



GITP

SKYAVENUE – F&B OUTLETS



Burger & Lobster



Red Tail



Malaysian Food Street



Motorino

GITP

THEME PARK HOTEL



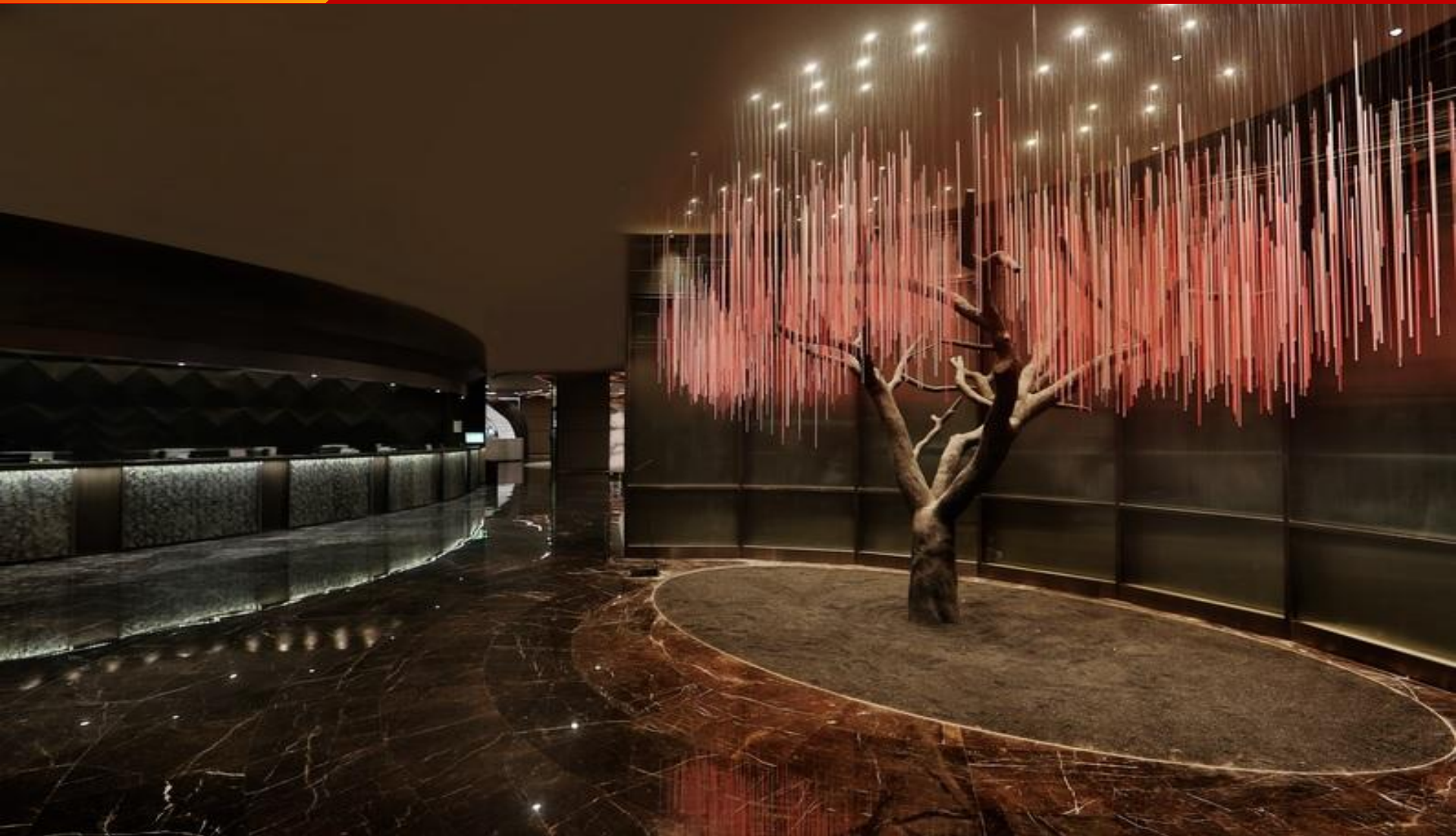
GITP

SKYSYMPHONY



GITP

CROCKFORDS PLATINUM CLUB



GITP

CROCKFORDS HOTEL



GITP

THE VOID



GITP

SKYTROPOLIS FUNLAND



OVERSEAS OPERATIONS



UNITED KINGDOM & EGYPT



UK & EGYPT – LEISURE & HOSPITALITY

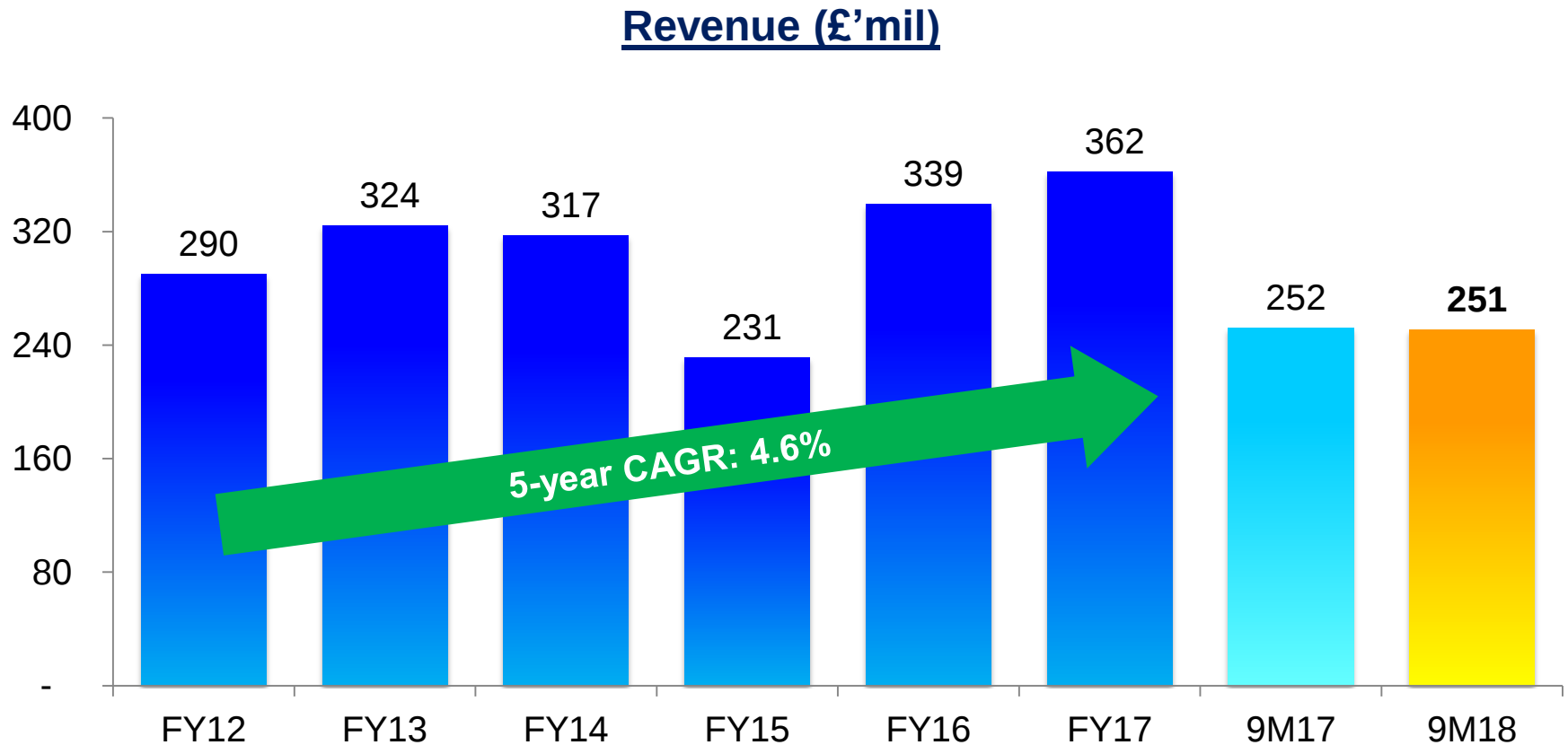
PERFORMANCE REVIEW IN 3Q18 & 9M18

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%
<i>Adjusted EBITDA Margin</i>	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)

UK & EGYPT – LEISURE & HOSPITALITY

PERFORMANCE REVIEW – 9M18



- 9M18 revenue remained stable amid subdued consumer sentiment

UNITED STATES & BAHAMAS



US & BAHAMAS – LEISURE & HOSPITALITY

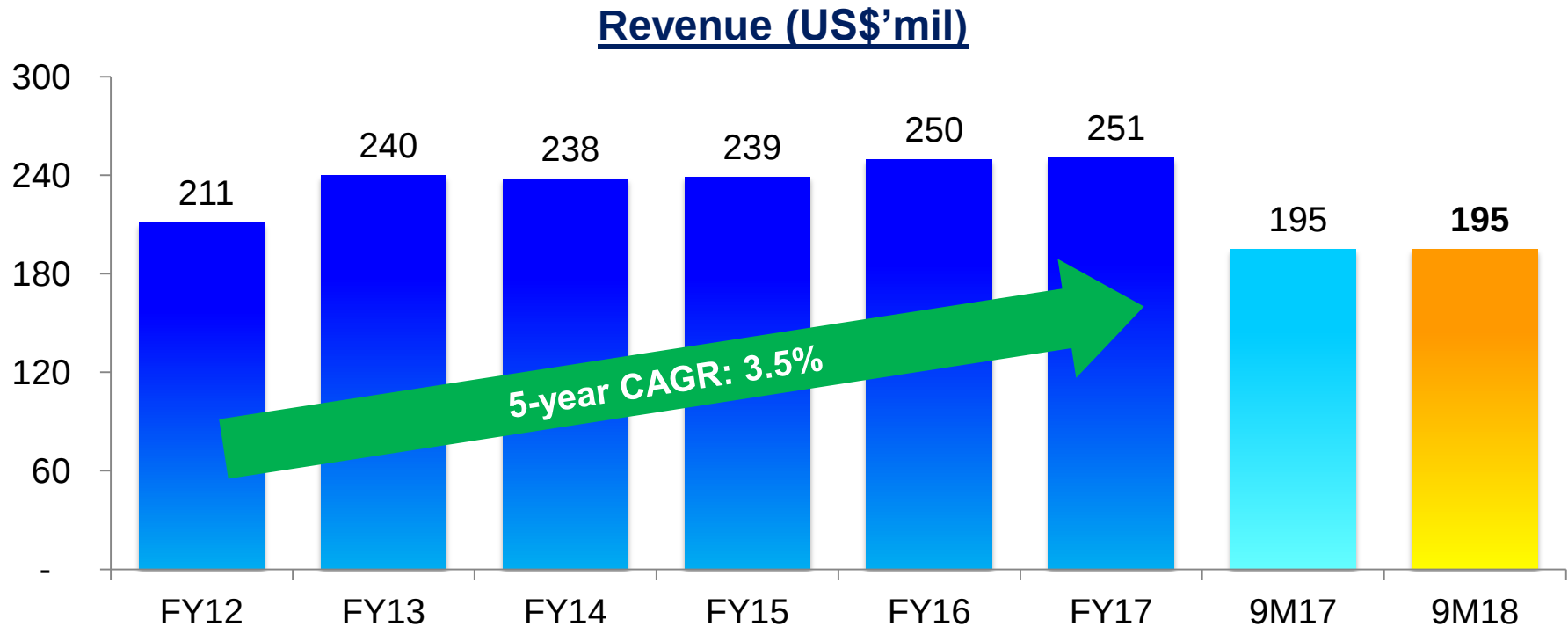
PERFORMANCE REVIEW IN 3Q18 & 9M18

In US\$'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
<u>Revenue*</u>						
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%
<u>Adjusted EBITDA*</u>						
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

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)

US

RESORTS WORLD OMNI HILTON MIAMI DOWNTOWN



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



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



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



LOOKING AHEAD

PROSPECTS AND FOCUS

US & Bahamas

- RWNYC: Continue intensifying 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

THANK YOU

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www.gentingmalaysia.com

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.