



GENTING
MALAYSIA

No. 58019-U

**CGS–CIMB
12th Annual
Malaysia
Corporate Day**

6 January 2020

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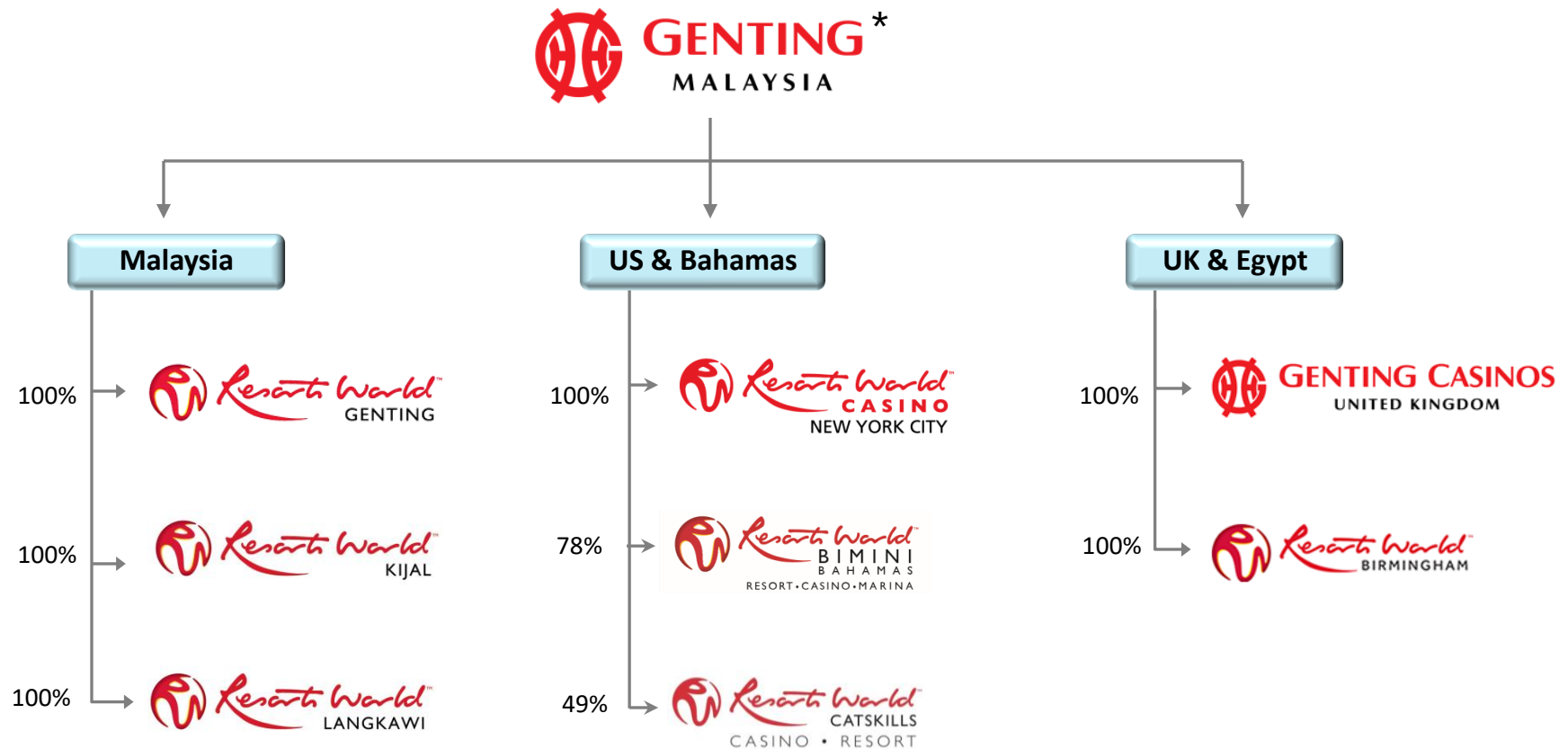
LOOKING AHEAD

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GROUP OVERVIEW

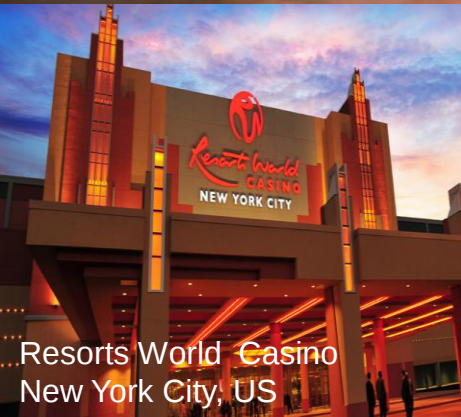
GROUP OVERVIEW

CORPORATE STRUCTURE





Resorts World Genting, Malaysia



Resorts World Casino
New York City, US



Resorts World
Catskills, US



Resorts World
Birmingham, UK



Resorts World Bimini,
Bahamas

GROUP OVERVIEW

KEY PROPERTIES



Resorts World Genting

- A world-class integrated destination resort
- ~21.3m visitors in 9M19
- ~13,500 employees



Genting UK

- One of the largest gaming operators in the UK
- ~3.0m visitors in 9M19
- ~3,400 employees



Resorts World Casino New York City

- ~6.0m visitors in 9M19
- Equipped ~6,300 VGMs and other leisure facilities
- ~1,000 employees



Resorts World Catskills

- 49 : 51 joint venture
- Offers gaming, accommodation, leisure and entertainment options
- 150 live table games and ~1,600 VGMs



Resorts World Bimini

- 78 : 22 joint venture
- Offers gaming, accommodation, leisure and entertainment options
- ~480 employees



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FINANCIAL HIGHLIGHTS

OVERVIEW

FINANCIAL HIGHLIGHTS 3Q19 & 9M19

In RM'mil	3Q19	3Q18	% Change	9M19	9M18	% Change
Revenue	2,628	2,599	↑1%	7,965	7,421	↑7%
Adjusted EBITDA	694	815	↓15%	2,090	2,124	↓2%
<i>Adjusted EBITDA Margin</i>	26%	31%		26%	29%	
Net Profit (Excl. Mashpee impairment)	394	322	↑22%	1,050	1,043	Flat
Net Profit	394	(1,512)	↑>100%	1,050	(792)	↑>100%

- Improvement in core performance aided by Malaysian operations
- Net profit largely due to impairment loss on Mashpee Notes recorded last year
- Further reversal of provision following settlement of litigation associated with the outdoor theme park

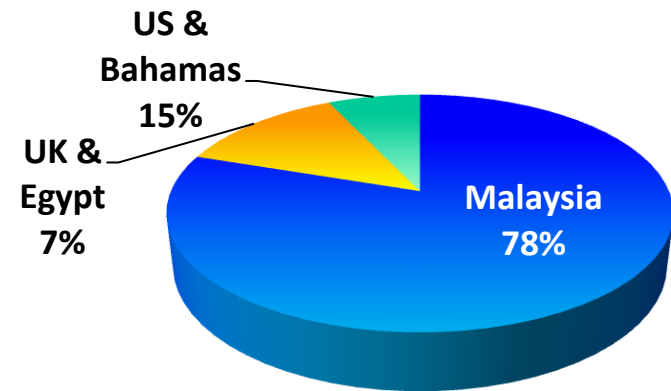
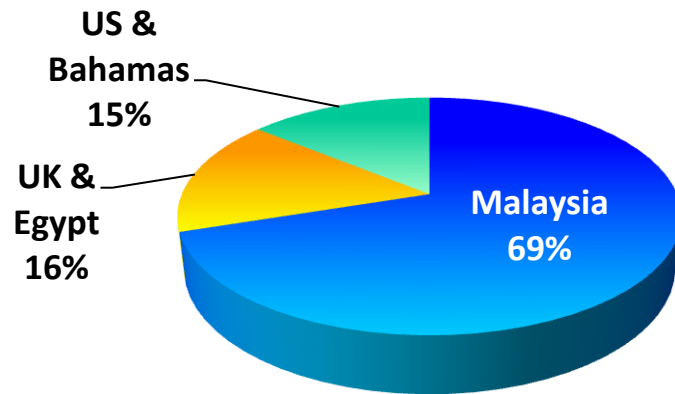
OVERVIEW

REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – 3Q19 & 9M19

3Q19

Revenue

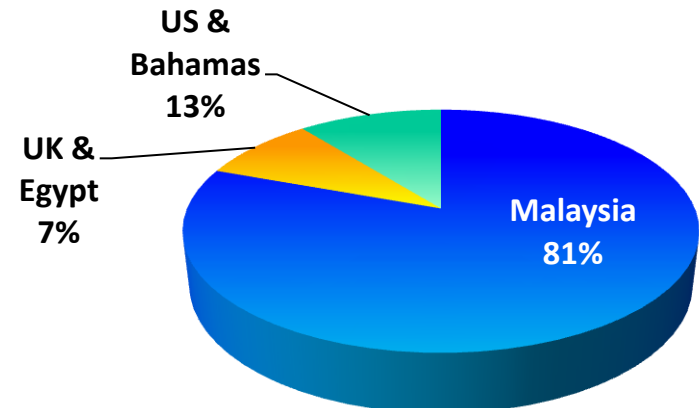
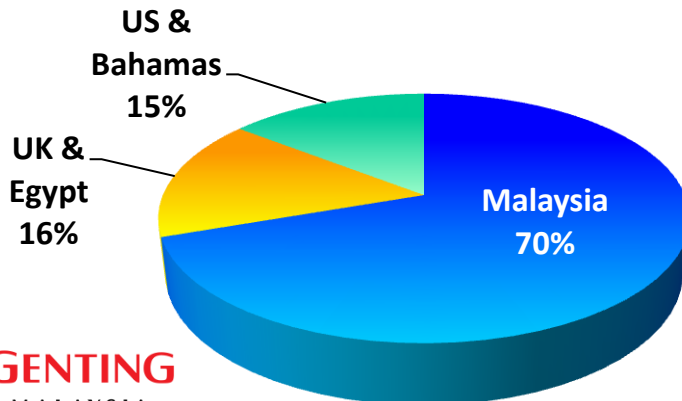
Adjusted EBITDA



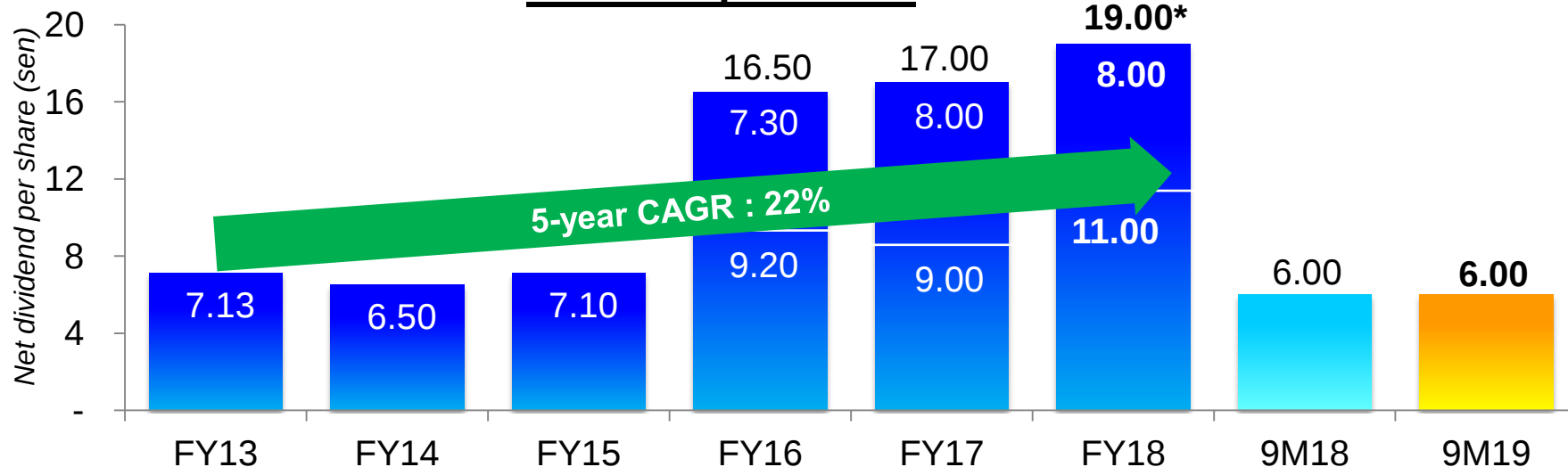
9M19

Revenue

Adjusted EBITDA



Dividend per Share



*Include a special dividend of 8.0 sen (FY17: 8.0 sen) per share

Dividend

- FY18 total dividend represents a 12% increase y-o-y
- 1H19 interim dividend maintained at 6.0 sen (Payout ratio: 50%)

Share Buyback

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

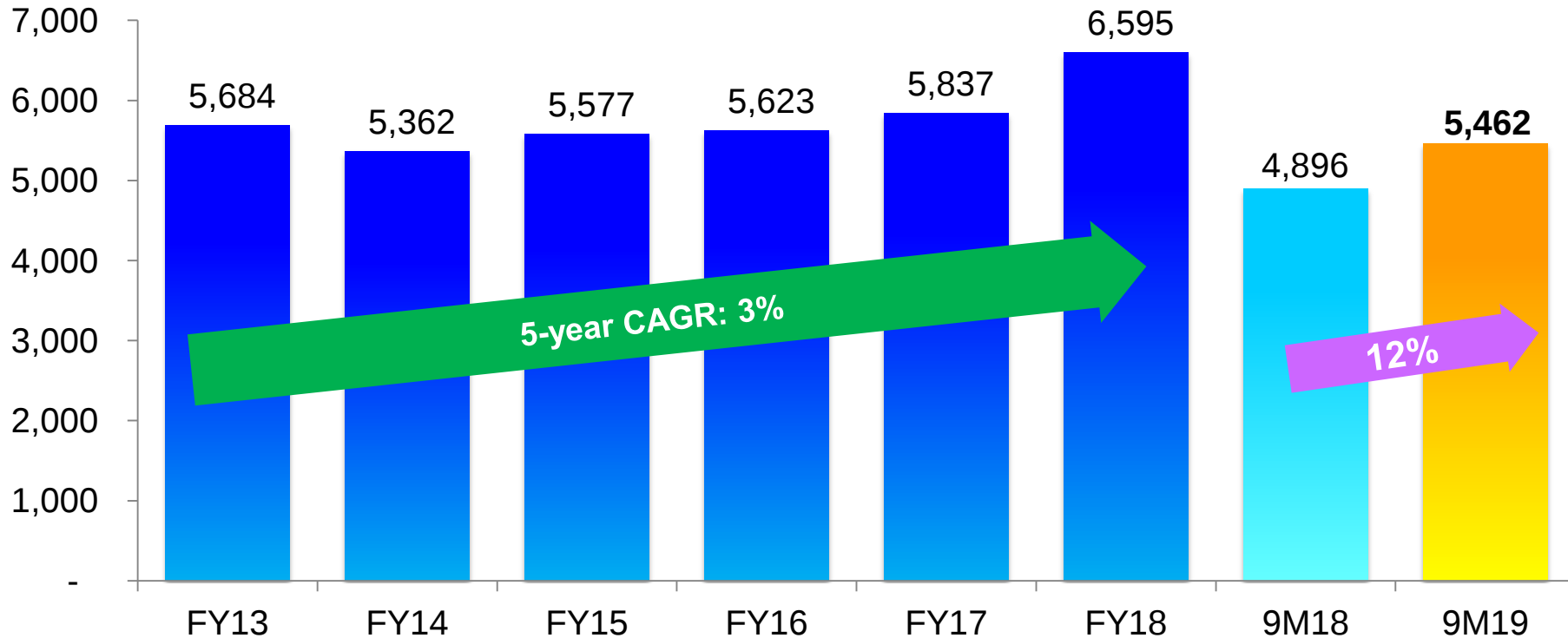


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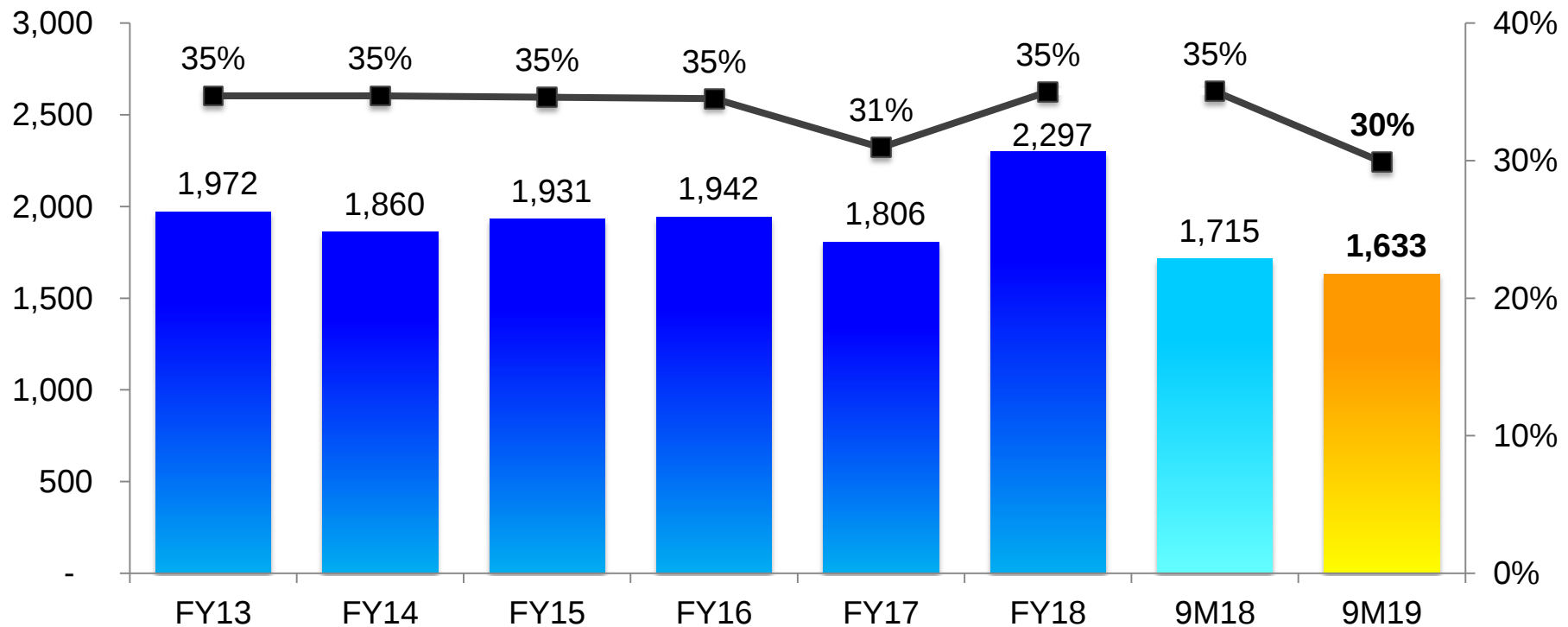
MALAYSIAN OPERATIONS

In RM'mil	3Q19	3Q18	% Change	9M19	9M18	% Change
Revenue	1,796.2	1,704.6	↑5%	5,461.8	4,896.0	↑12%
Adjusted EBITDA	537.5	641.2	↓16%	1,633.1	1,715.1	↓5%
<i>Adjusted EBITDA Margin</i>	30%	38%		30%	35%	

- Improvement in revenue largely aided by:-
 - Higher hold % in mid to premium players segment
 - Increased contribution from non-gaming segment
- Adjusted EBITDA impacted by higher casino duties paid

Revenue (RM'mil)

- Steady growth despite increasingly challenging operating environment

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

- Adjusted EBITDA margin impacted by higher casino duties
- Ongoing enhancements to cost and operational efficiencies mitigate impact of rising cost structure



One of Asia's leading integrated resort destinations

FY18



(FY17: 23.6m)

25.9m
VISITORS

↑10%

9M19



(9M18: 19.2m)

21.3m
VISITORS

↑11%



(FY17 : 4.2mil)

4.6m
MEMBERS

↑9%



(9M18 : 4.5mil)

4.9m
MEMBERS

↑9%



10,500 ROOMS

across 7 hotels

FY18



97%

OCCUPANCY

(FY17: 95%)

9M19



95%

OCCUPANCY

(9M18: 97%)



RM106

AVRG ROOM RATE

↑15%

(FY17: RM92)



RM217

AVG ROOM RATE

↑>100%

(9M18: RM105)

OVERSEAS OPERATIONS



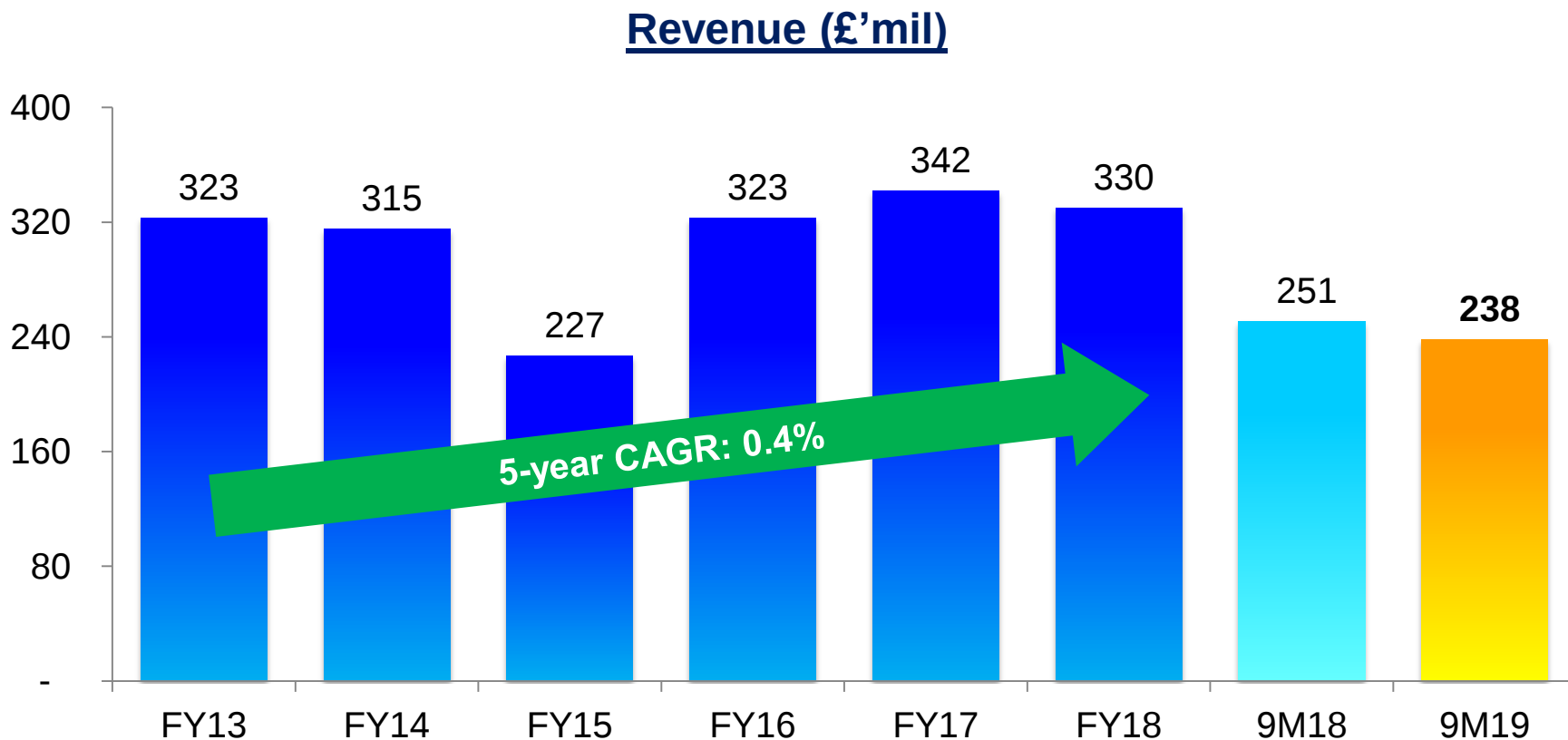
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OVERSEAS OPERATIONS

- UNITED KINGDOM & EGYPT

In £'mil	3Q19	3Q18	% Change	9M19	9M18	% Change
Revenue	80.7	94.6	↓15%	238.0	250.9	↓5%
Adjusted EBITDA	16.5	11.2	↑47%	32.6	22.3	↑46%
<i>Adjusted EBITDA Margin</i>	20%	12%		14%	9%	

- Revenue impacted by lower hold % in the premium players segment
- Adjusted EBITDA improved, mainly due to adoption of a new accounting standard
- Visitors ↓3% to 3.0m in 9M19 (9M18: 3.1m)



- Revenue remained relatively stable amid subdued consumer sentiment

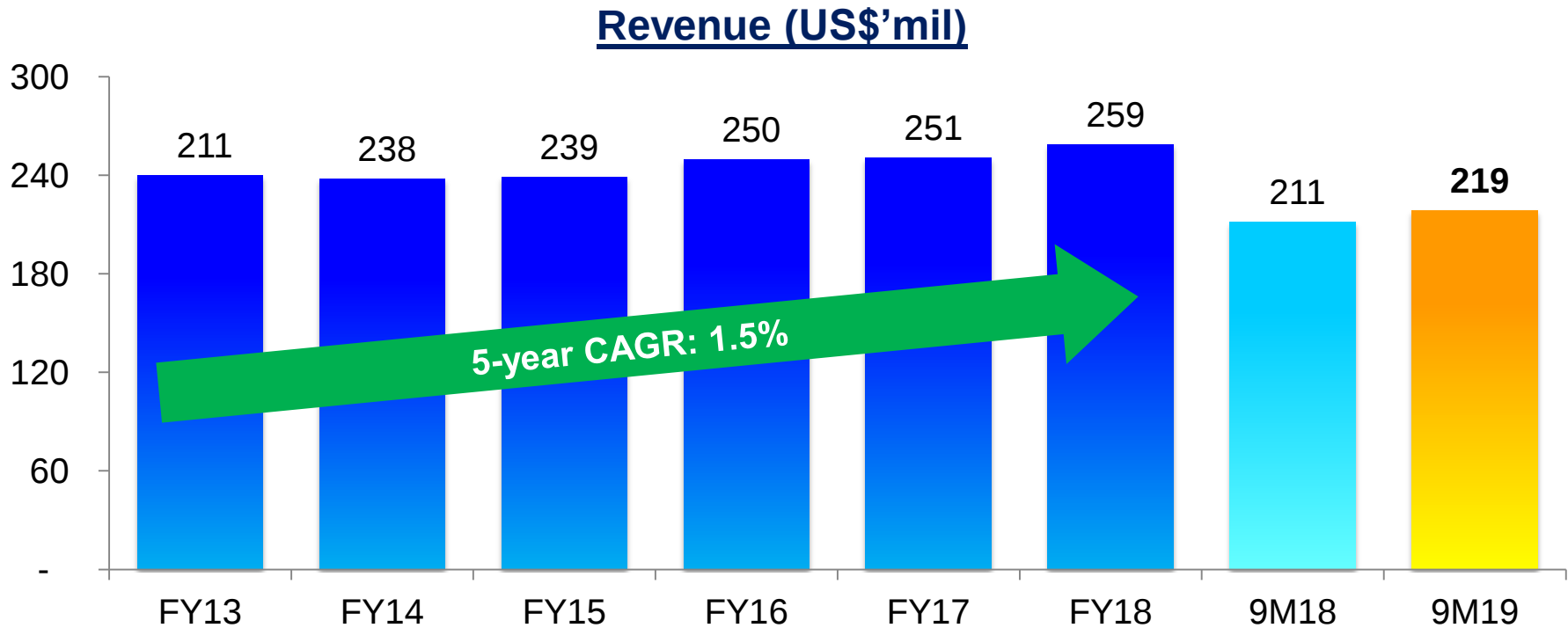
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OVERSEAS OPERATIONS

- US & BAHAMAS

In US\$'mil	3Q19	3Q18	% Change	9M19	9M18	% Change
<u>Revenue*</u>						
RWNYC and RW Omni	79.5	78.3	↑2%	248.3	240.7	↑3%
RW Bimini	5.9	7.4	↓20%	18.0	20.5	↓12%
Total	85.4	85.7	Flat	266.3	261.2	↑2%
<u>Adjusted EBITDA*</u>						
RWNYC and RW Omni	19.2	26.3	↓27%	67.5	77.7	↓13%
RW Bimini	(6.0)	(8.8)	↑31%	(13.5)	(24.1)	↑44%
Total	13.2	17.5	↓25%	54.0	53.6	↑1%
Margin	15%	20%		20%	21%	

- Adjusted EBITDA impacted by higher payroll and operating expenses at RWNYC
- RW Bimini continues to record narrowing losses as operational efficiencies improve



- Continues to lead the Northeast US region with 41.6%¹ market share
- ~6,300 machines in operation at the facility
- Average WPU at US\$399 in 9M19 (9M18: US\$390)

US

RWNYC EXPANSION

- New attractions include a new 400-room hotel, additional gaming space and a variety of dining, entertainment and retail outlets
- First phase opened in 3Q19; remaining facilities to be opened by 2H20



Artist Impression

US

RESORTS WORLD CATSKILLS

- One of four commercial gaming-licensed casinos in the New York State
- Features 150 live table games and ~1,600 VGMs, accommodation, F&B and other resort amenities



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LOOKING AHEAD

Resorts World Genting

- To focus on the timely completion of the outdoor theme park
- Leverage quality assets to grow key business segments
- Enhance cost and operational efficiencies
- Intensify database marketing efforts, optimise yield management and improve overall service delivery



UK & Egypt

- Streamline operations and improve overall operational efficiencies
- VIP Markets – Manage business volatility
- Mass Markets – Strengthen position
- RW Birmingham – Grow visitation and business volume
- Leverage Authentic Gaming's expertise to integrate customers' offline and online gaming experiences



US & Bahamas

- RWNYC and RW Catskills
 - Focus on RWNYC's ongoing expansion
 - Capitalise on synergies between RWNYC and RW Catskills to grow business volume and improve margins
- RW Omni
 - Leverage the Hilton Miami Downtown
- RW Bimini
 - Enhance infrastructure and connectivity
 - Leverage partnerships with renowned brands



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