



CORPORATE PRESENTATION

January 2025





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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

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

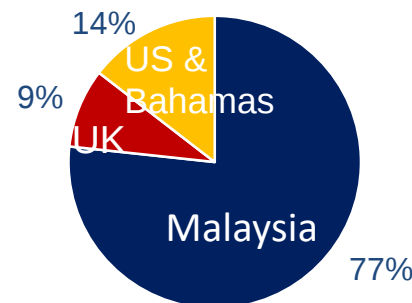
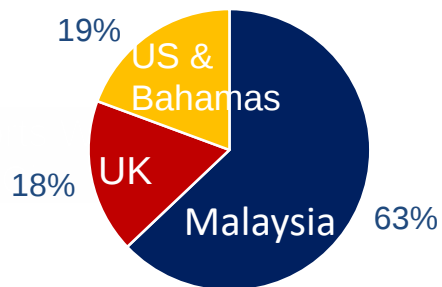
Group revenue and adj EBITDA exceeded pre-pandemic levels

Business agility is cornerstone of Group's resilience

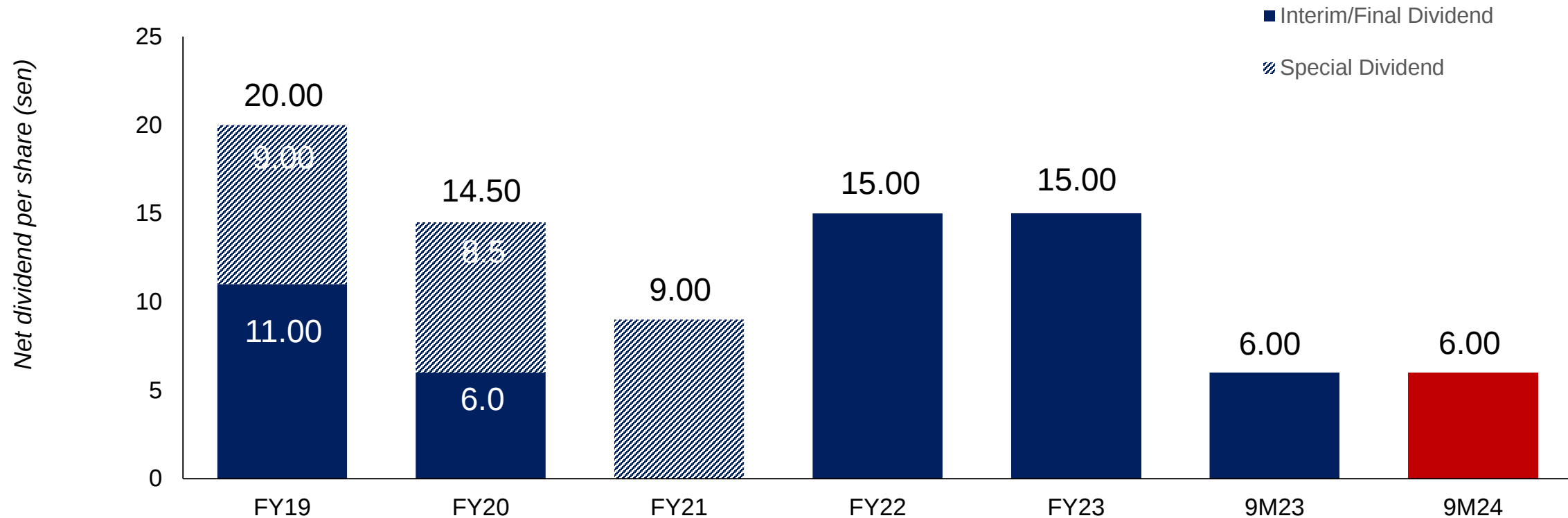
Group results aided by net unrealized foreign exchange translation gains

Revenue – 9M24

Adjusted EBITDA – 9M24



Dividend per Share



- 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

LEISURE & HOSPITALITY PERFORMANCE REVIEW IN 3Q24 & 9M24

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

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