



GENTING

MALAYSIA

No. 58019-U

J.P. Morgan Malaysia Opportunities Forum

9 July 2018

AGENDA

1 GROUP OVERVIEW

2 KEY PROPERTIES

3 KEY HIGHLIGHTS IN 2017

4 FINANCIAL HIGHLIGHTS

5 MALAYSIA OPERATIONS

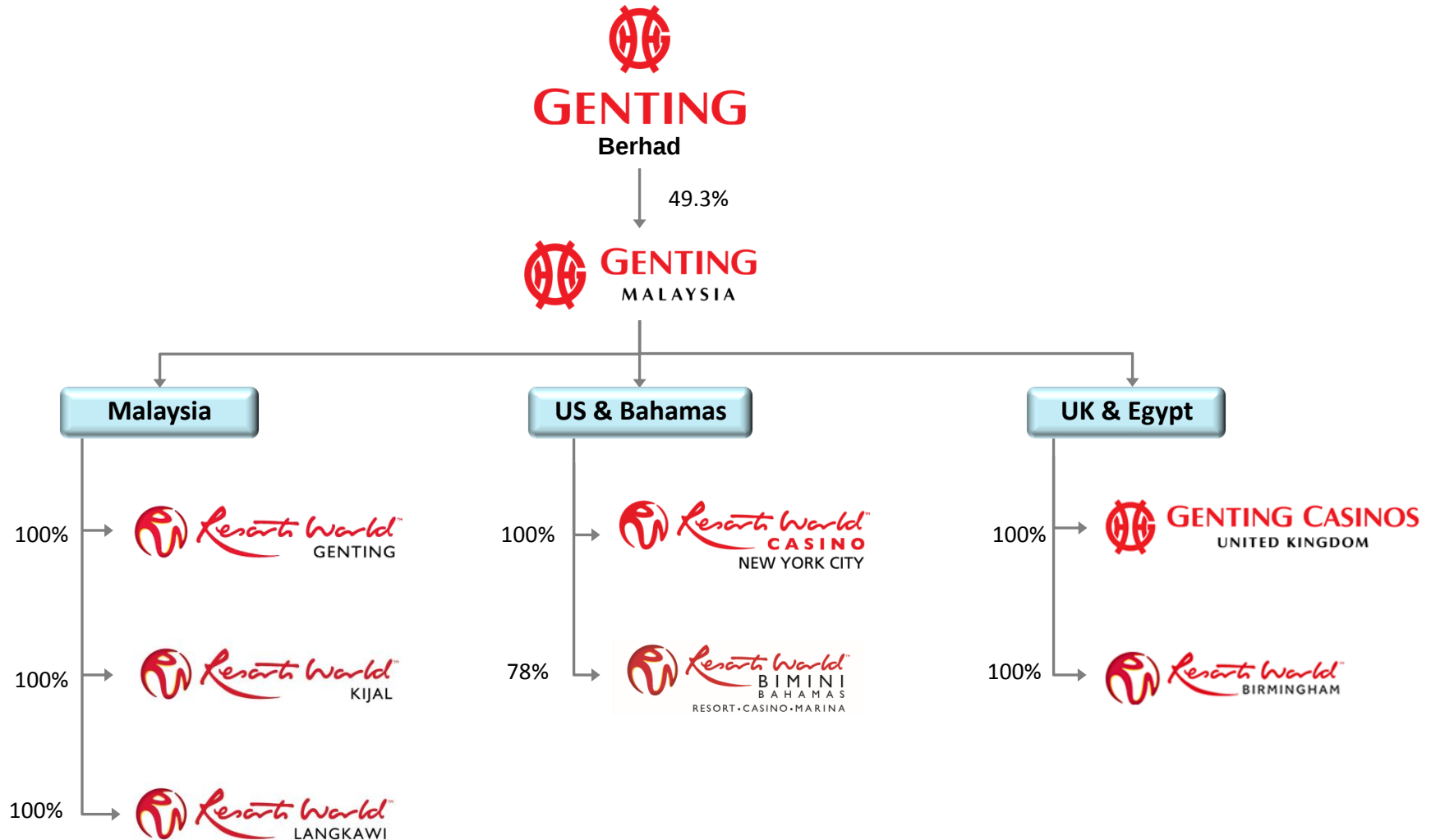
6 OVERSEAS OPERATIONS

- UNITED KINGDOM & EGYPT
- US & BAHAMAS

7 PROSPECTS & FOCUS

OVERVIEW

GROUP CORPORATE STRUCTURE



OVERVIEW

GROUP'S KEY PROPERTIES

Resorts World Genting (RWG)

- A world-class integrated resort destination
- ~23.6m visitors in FY2017
- ~10,500 rooms
- ~15,200 employees

Resorts World Casino New York City

- ~7.6m visitors in FY2017
- Equipped with ~6,000 video gaming machines ("VGM") and other leisure facilities
- ~1,000 employees

Genting UK

- ~4.2m visitors in FY2017
- Operates 43 casinos
 - 6 casinos in London
 - 37 casinos outside London
- ~3,800 employees

RW Bimini

- 78 : 22 joint venture
- Offers gaming, accommodation, leisure and entertainment in the resort
- ~510 employees

KEY PROPERTIES

MALAYSIA

RESORTS WORLD GENTING



UK

GENTING UK RESORTS WORLD BIRMINGHAM



US

RESORTS WORLD CASINO NEW YORK CITY



BAHAMAS

RESORTS WORLD BIMINI



KEY HIGHLIGHTS

2017



MALAYSIA

GITP CROCKFORDS PLATINUM CLUB



MALAYSIA

GITP – THEME PARK HOTEL



MALAYSIA

GITP – CROCKFORDS HOTEL



EGYPT

GENTING UK CROCKFORDS CAIRO



US

RWNYC EXPANSION



Artist Impression

FINANCIAL HIGHLIGHTS



OVERVIEW

FINANCIAL HIGHLIGHTS – FY17 & 1Q18

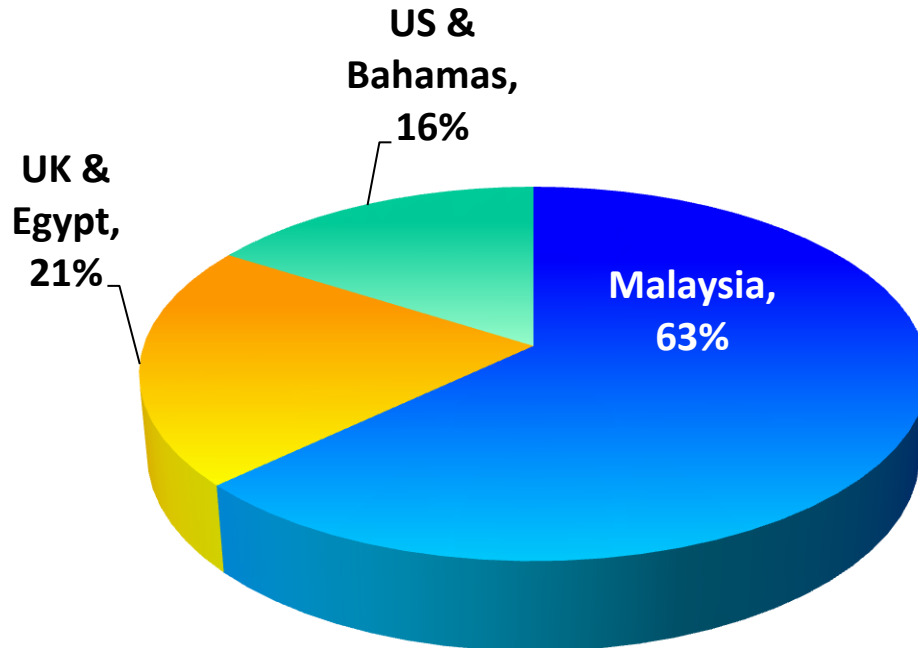
In RM'mil	FY17	FY16	% Change	1Q18	1Q17	% Change
Revenue	9,329	8,932	↑4%	2,399	2,224	↑8%
Adjusted EBITDA	2,207	2,433	↓9%	608	565	↑8%
Margin	24%	27%		25%	25%	
Net Profit (excluding gain on disposal of GENHK)	1,071	1,528*	↓30%	-	-	
Net Profit	1,071	2,801	↓62%	342	295	↑16%

* Excludes a one-off gain from the disposal of shares in Genting Hong Kong Limited amounting to RM1.3 billion

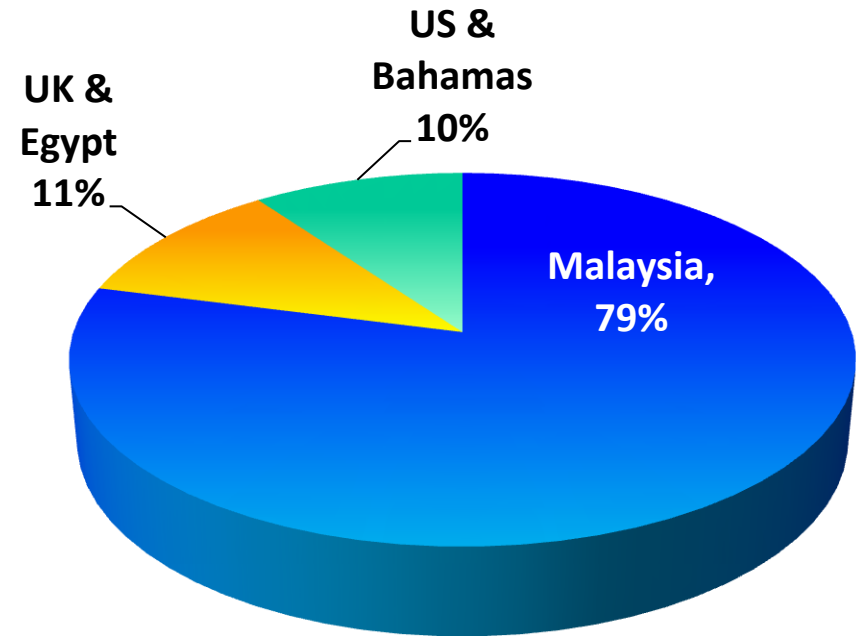
OVERVIEW

REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – FY17

Revenue



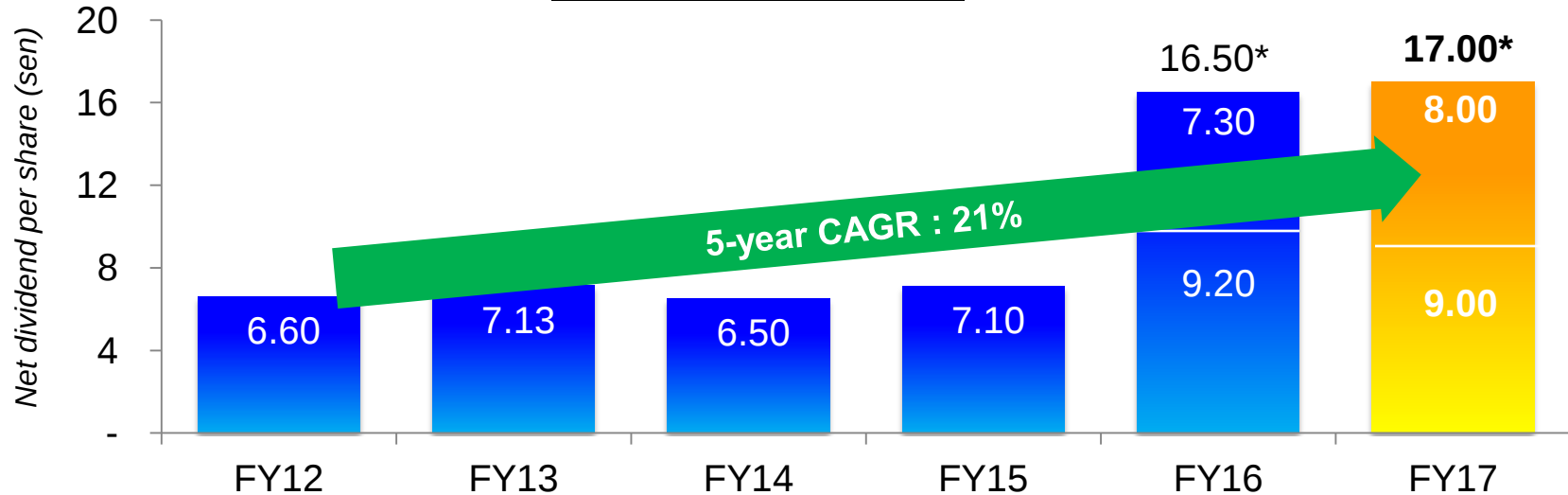
Adjusted EBITDA



OVERVIEW

CAPITAL MANAGEMENT STRATEGY

Dividend per Share



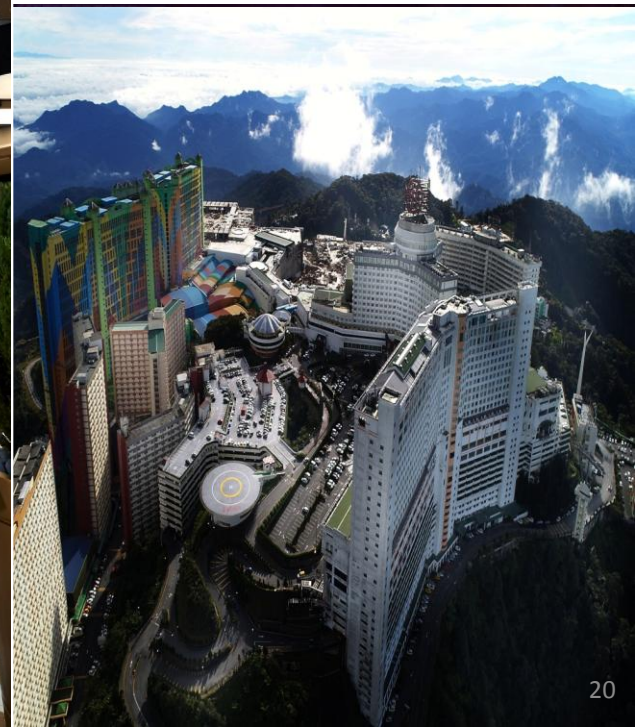
Dividend

- FY17 dividend payout ratio of 83% (FY16: 32%)
- Total dividend of 17.0 sen represents a 3% increase from FY16

Share Buyback

- Bought back 288 million shares to-date (4.74% of total issued capital)

MALAYSIA OPERATIONS



MALAYSIA – LEISURE & HOSPITALITY

PERFORMANCE REVIEW – FY17

In RM'mil	FY17	FY16	% Change
Revenue	5,835.2	5,623.2	↑4%
Adjusted EBITDA	1,804.5	1,942.4	↓7%
Margin	31%	35%	

- Overall higher volume of business following the opening of new attractions and facilities under GITP, offset by lower hold % in the mid to premium players segment
- Adjusted EBITDA in FY17 impacted by:
 - Higher costs incurred in the VIP segment
 - GITP ramp up costs

MALAYSIA – LEISURE & HOSPITALITY

PERFORMANCE REVIEW – 1Q18

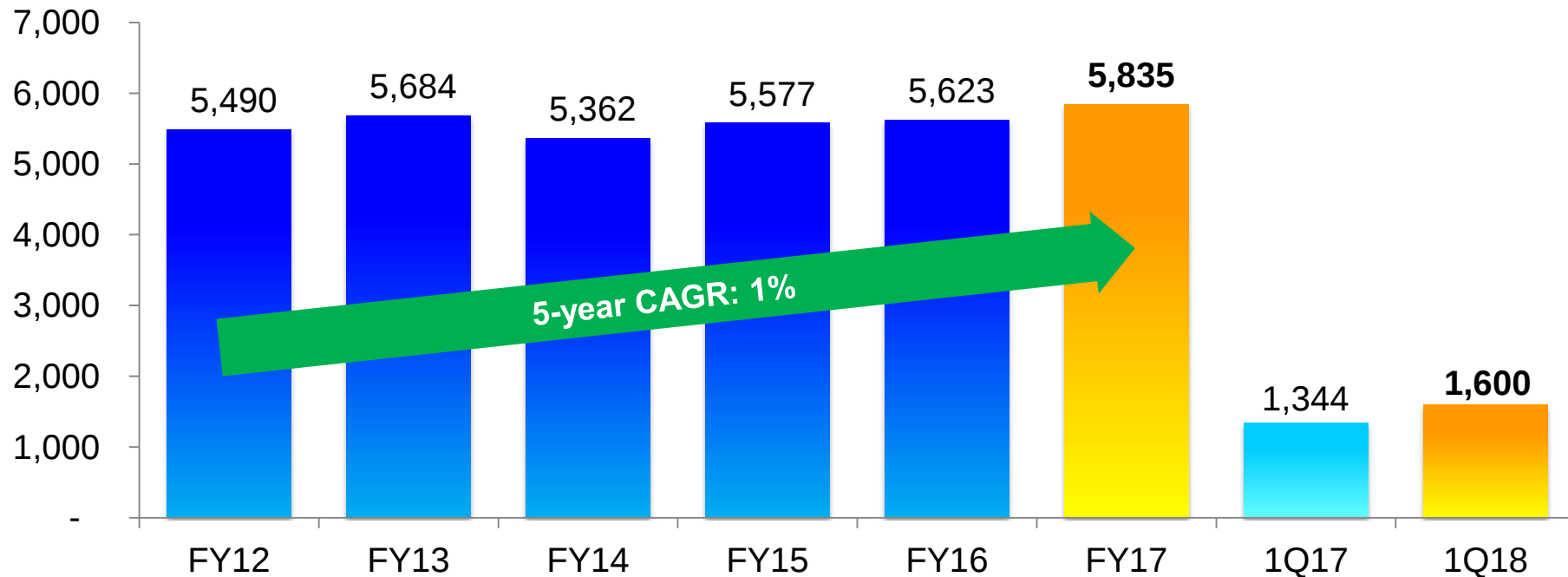
In RM'mil	1Q18	1Q17	% Change
Revenue	1,599.5	1,344.3	↑19%
Adjusted EBITDA	533.7	437.4	↑22%
Margin	33%	33%	

- Launch of new GTP facilities have been well-received
- Higher revenue in 1Q18 driven by overall higher volumes of business

MALAYSIA – LEISURE & HOSPITALITY

PERFORMANCE REVIEW IN FY17 & 1Q18

Revenue (RM'mil)

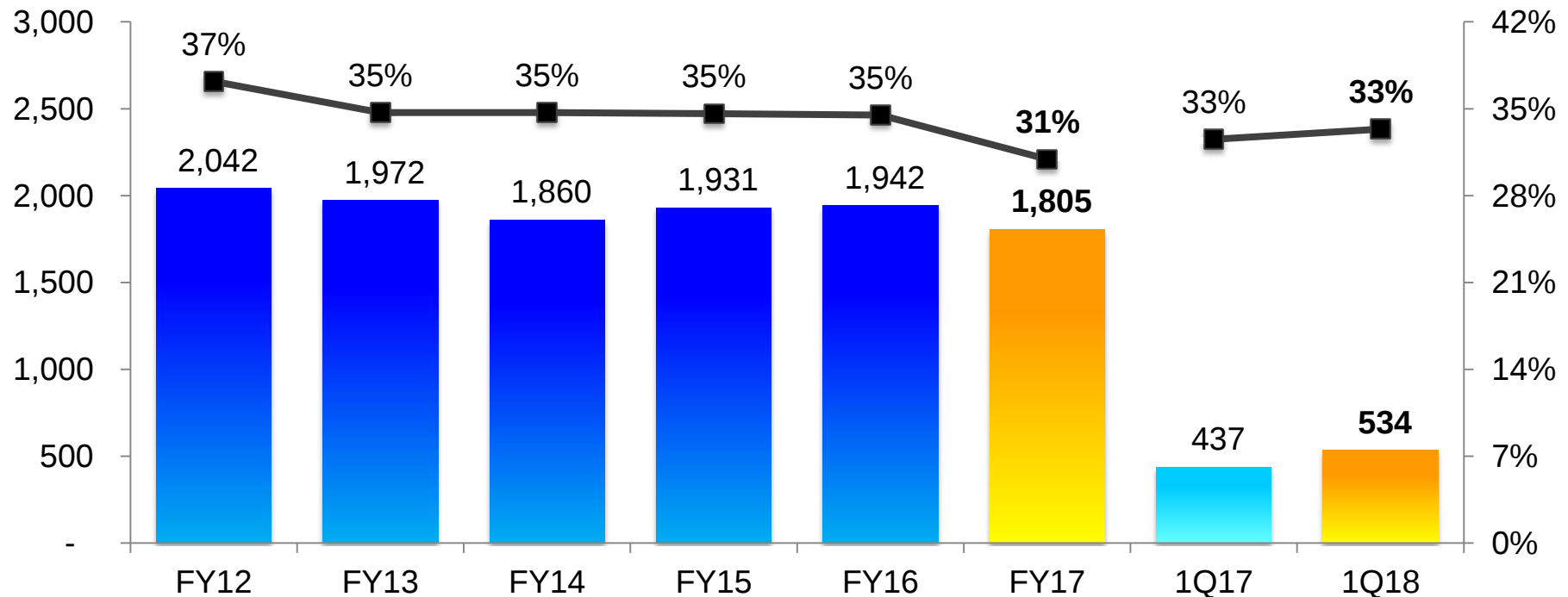


- Steady growth despite:
 - Disruptions arising from ongoing GTP development works since 2014
 - Challenging operating environment

MALAYSIA – LEISURE & HOSPITALITY

PERFORMANCE REVIEW IN FY17 & 1Q18

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



- Lower adjusted EBITDA in FY17 due to:
 - Higher costs incurred by the premium players business
 - GITP ramp up costs

MALAYSIA

RWG KEY STATISTICS IN FY17



23.6m

VISITORS

↑17%

(FY16: 20.2m)



72%

DAY-TRIPPERS

(FY16: 71%)

4.2m

MEMBERS

↑5%

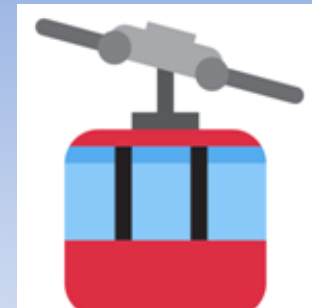


(FY16 : 4.0mil)

8.3m

TICKETS SOLD

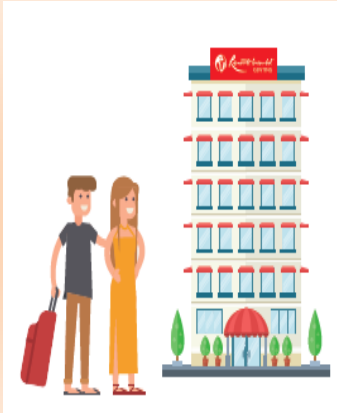
↑42%



(FY16: 5.8mil)

MALAYSIA

RWG HOTEL PERFORMANCE IN FY17



10,500

ROOMS

7 HOTELS



(FY16: 3.0m)

3.3m

ROOM NIGHTS
SOLD

↑11%

RM92

AVRG ROOM RATE



(FY17: RM92)

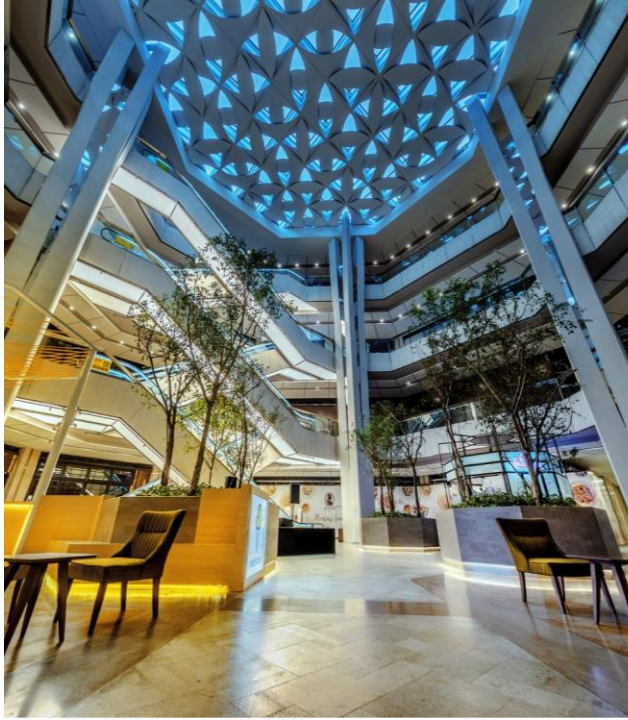
95%

OCCUPANCY



(FY16: 93%)

GENTING INTEGRATED TOURISM PLAN (GITP)





- ❖ A 10-year master plan launched in Dec 2013
- ❖ RM10.4 billion capital investment
- ❖ Invested RM6.7 billion as at 31 March 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



GENTING

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

GITP

SKYAVENUE



GITP

SKYAVENUE – F&B OUTLETS



GITP

SKYSYMPHONY



OVERSEAS OPERATIONS



UNITED KINGDOM & EGYPT



UNITED KINGDOM & EGYPT

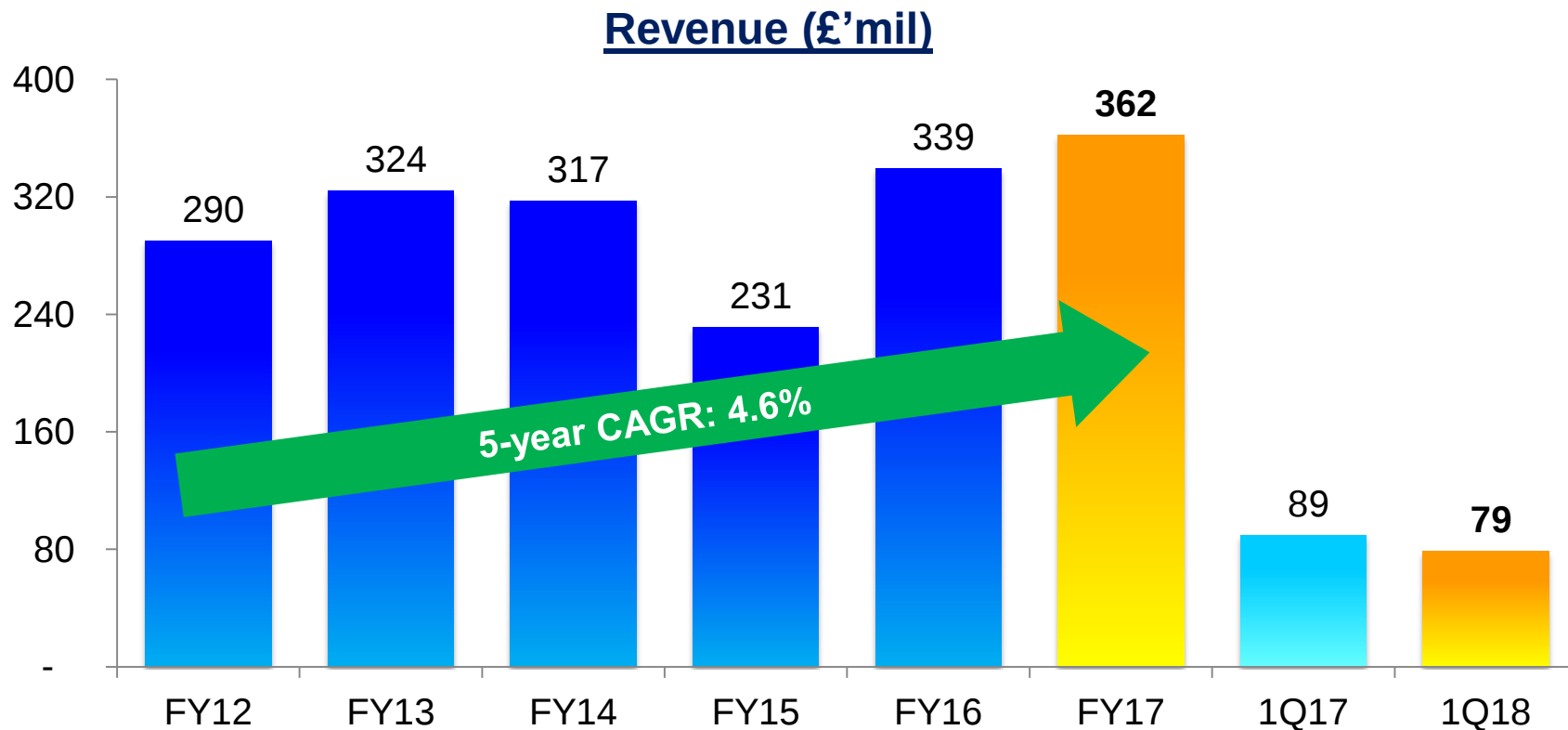
PERFORMANCE REVIEW IN FY17 & 1Q18

In £'mil	FY17	FY16	% Change	1Q18	1Q17	% Change
Revenue	362.3	339.4	↑7%	78.9	89.3	↓12%
Adjusted EBITDA	44.7	50.0	↓11%	6.7	14.5	↓53%
<i>Margin</i>	12%	15%		8%	16%	

- FY17 adjusted EBITDA impacted by:
 - Higher operating costs in the premium players segment
- 1Q18 performance impacted by:
 - Lower volume of business and hold percentage in the premium gaming segment

UNITED KINGDOM & EGYPT

PERFORMANCE REVIEW – FY17 & 1Q18



- Visitors ↓ 5% to 4.2m in FY17 (FY16: 4.4m)
- Visitors ↓ 8% to 1.0m in 1Q18 (1Q17: 1.1m)

UNITED STATES & BAHAMAS



UNITED STATES & BAHAMAS

PERFORMANCE REVIEW IN FY17 & 1Q18

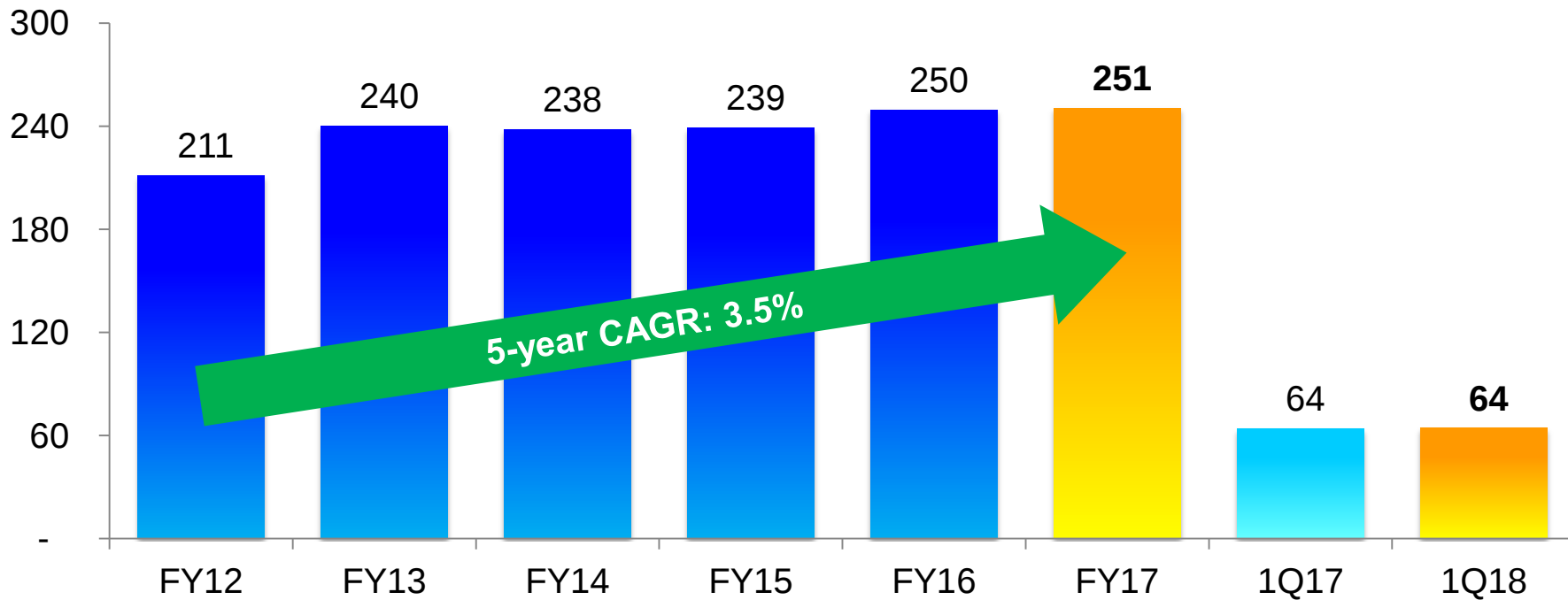
In US\$'mil	FY17	FY16	% Change	1Q18	1Q17	% Change
<u>Revenue*</u>						
US**	281.4	277.7	↑1%	77.0	72.6	↑6%
Bahamas	25.0	30.1	↓17%	6.2	4.2	↑49%
<u>Adjusted EBITDA*</u>						
US**	98.2	98.8	↓1%	23.4	26.5	↓12%
<i>Margin</i>	35%	36%		30%	38%	
Bahamas	(44.3)	(91.7)	↑52%	(6.9)	(17.2)	↑60%

- RWNYC – Continues to lead the Northeast US region (by gaming revenue) at approx. 41.6% market share in 1Q18
– Adjusted EBITDA impacted by higher operating costs in 1Q18
- RW Bimini – Narrowing losses from cost rationalisation initiatives

US – RWN NYC

PERFORMANCE REVIEW – FY17 & 1Q18

Revenue (US\$'mil)



- Approximately 6,000 machines in operation at the facility
- Average WPU at US\$387 in 1Q18 (1Q17: US\$430)
- 1.8mil visitors in 1Q18 (1Q17: 1.9 mil)

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

US

FIRST LIGHT RESORT & CASINO

- Invested approx. US\$403.5 million* in interest bearing promissory notes
- Development of the project is currently stalled pending further court developments and/or actions by relevant governmental authorities**
- The Group is working closely with the Tribe to review all options available

* As at 31 March 2018. Includes accrued interest.

**Refer to Press Release by GENM on Bursa Malaysia dated 27 February 2018



Artist Impression

LOOKING AHEAD



LOOKING AHEAD

PROSPECTS AND FOCUS

Resorts World Genting

- Expand into regional markets
- Leverage on new facilities and attractions
- Enhance strategic marketing efforts
- Intensify database marketing
- Optimise yield management



LOOKING AHEAD

PROSPECTS AND FOCUS

UK & Egypt

- VIP Markets: Manage business volatility
- Mass Markets: Strengthen position
- RW Birmingham and UK online operations: Stabilise operations and grow volume of business



Resorts World Birmingham



Crockfords Cairo

LOOKING AHEAD

PROSPECTS AND FOCUS

US & Bahamas

- RWNYC: Continue to boost direct marketing efforts and focus on RWNYC's USD400 million expansion
- RW Omni: To leverage on the newly renovated Hilton Miami Downtown
- RW Bimini: Focus marketing efforts on leisure markets



RWNYC



Resorts World Bimini

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.