



**GENTING**  
MALAYSIA

# Invest ASEAN 2020 Malaysia Week

8 July 2020



# AGENDA

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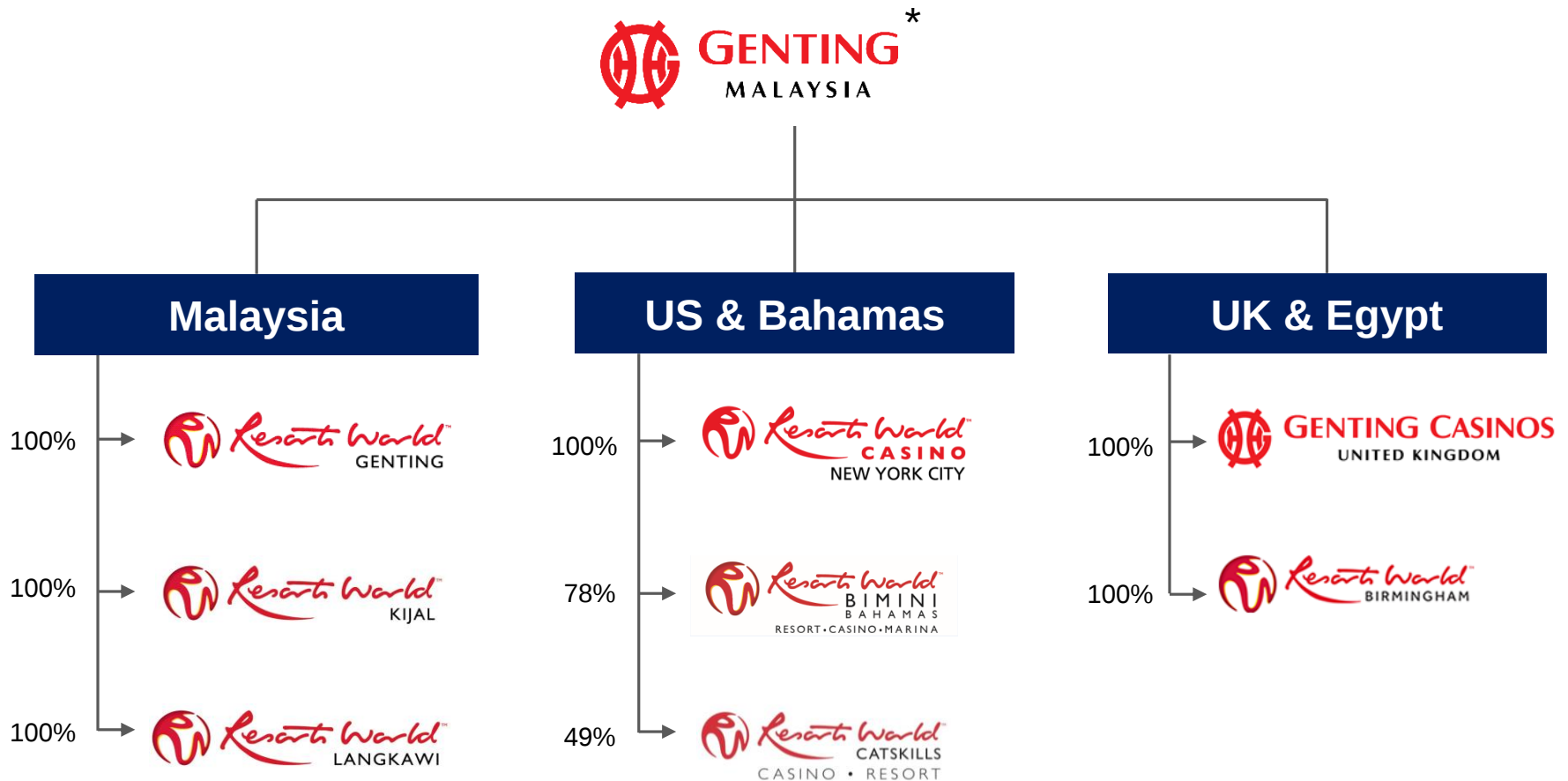
LOOKING AHEAD

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## GROUP OVERVIEW



One of Asia's Leading and Best-Managed Multinational Companies





Resorts World Genting, Malaysia



Resorts World Casino  
New York City, US



Resorts World  
Catskills, US



Resorts World  
Birmingham, UK



Resorts World Bimini,  
Bahamas

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## FINANCIAL HIGHLIGHTS



| In RM'mil                                | FY19          | FY18  | %<br>Change | 1Q20         | 1Q19  | %<br>Change |
|------------------------------------------|---------------|-------|-------------|--------------|-------|-------------|
| Revenue                                  | <b>10,407</b> | 9,928 | ↑5%         | <b>1,956</b> | 2,736 | ↓29%        |
| Adjusted EBITDA                          | <b>2,641</b>  | 2,873 | ↓8%         | <b>355</b>   | 684   | ↓48%        |
| <i>Adjusted EBITDA<br/>Margin</i>        | <b>25%</b>    | 29%   |             | <b>18%</b>   | 25%   |             |
| Net Profit<br>(Excl. Mashpee impairment) | <b>1,332</b>  | 1,748 | ↓24%        | <b>(454)</b> | 253   | ↓>100%      |
| Net Profit                               | <b>1,332</b>  | (86)  | ↑>100%      | <b>(454)</b> | 253   | ↓>100%      |

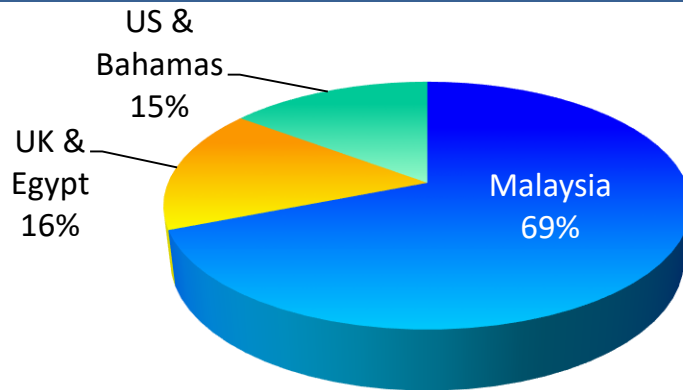
- FY19 net profit largely due to impairment loss on Mashpee Notes recorded in FY18
- 1Q20 business volumes severely impacted by unprecedented disruptions to the Group's resort operations worldwide

# OVERVIEW

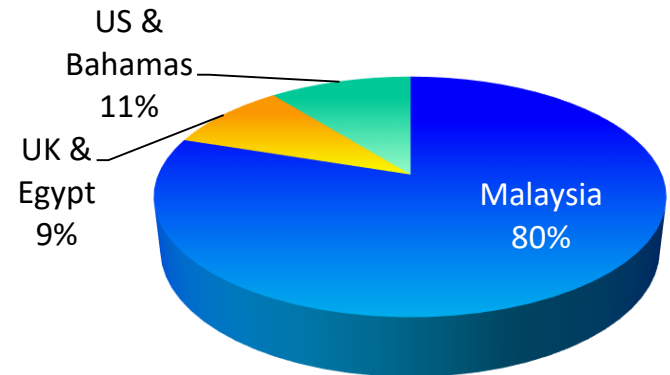
## REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – FY19 & 1Q20

FY19

Revenue

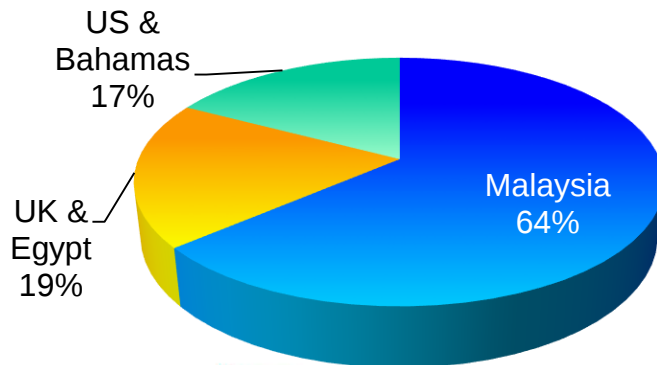


Adjusted EBITDA

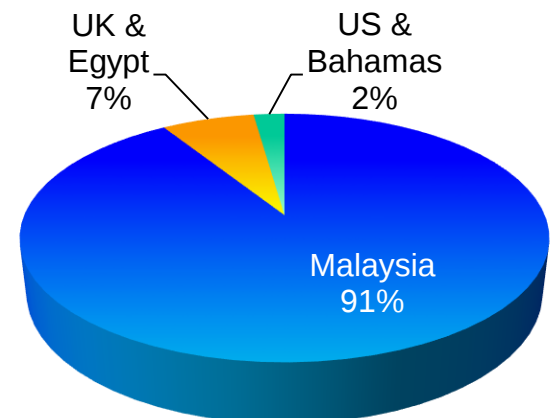


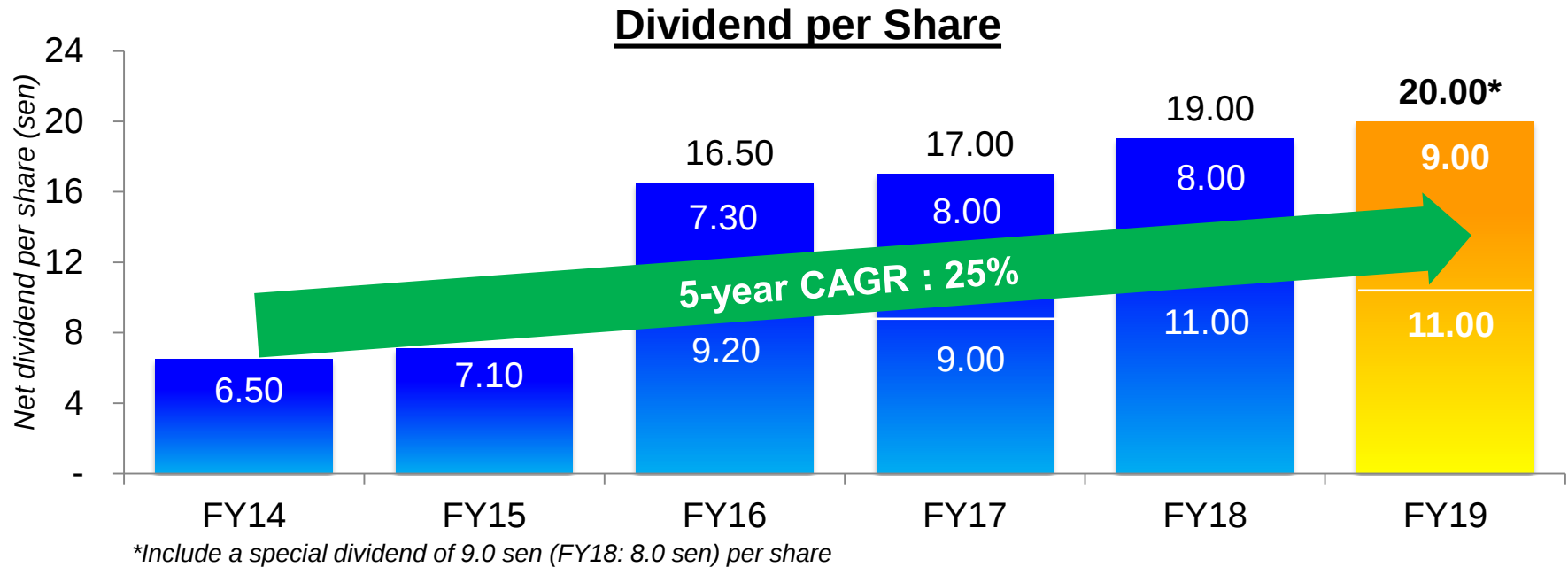
1Q20

Revenue



Adjusted EBITDA





## **Dividend**

- FY19 total dividend increased 5% y-o-y
- Dividend yield: 6.1%#

## **Share Buyback**

- Net treasury shares to-date: 284 million (4.80% of total issued capital)

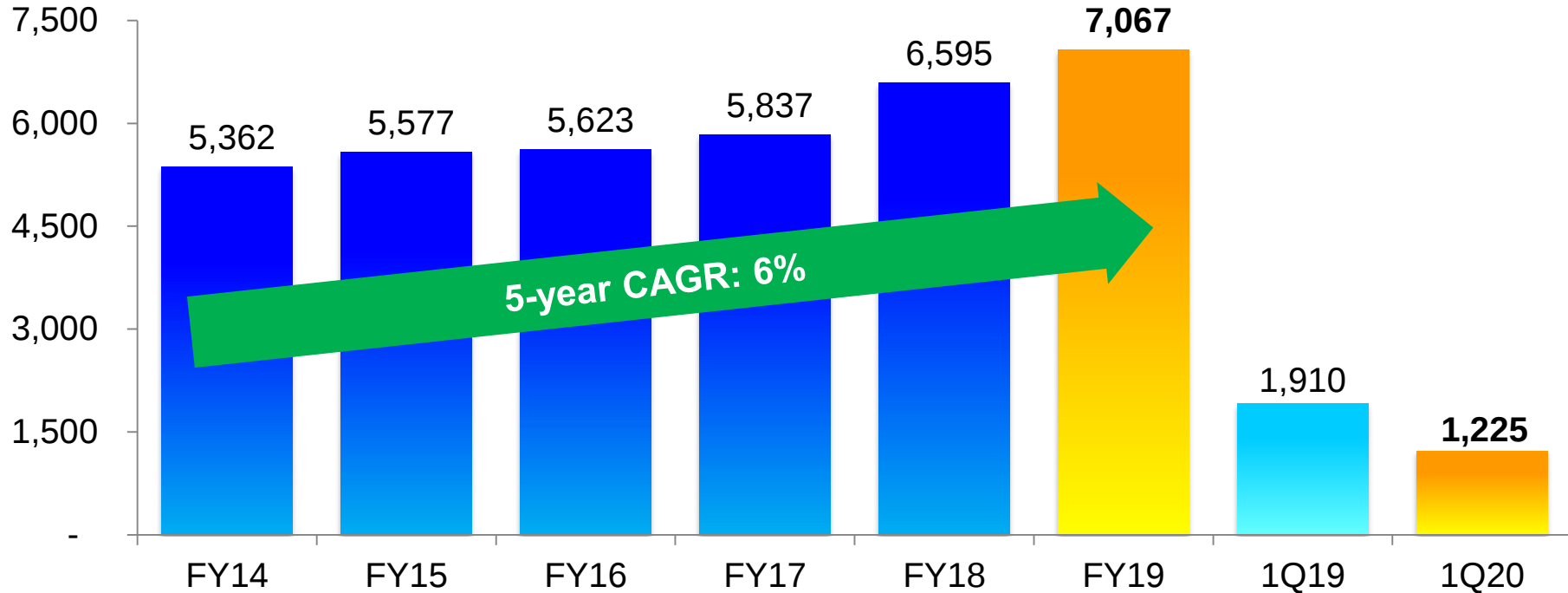
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## MALAYSIAN OPERATIONS

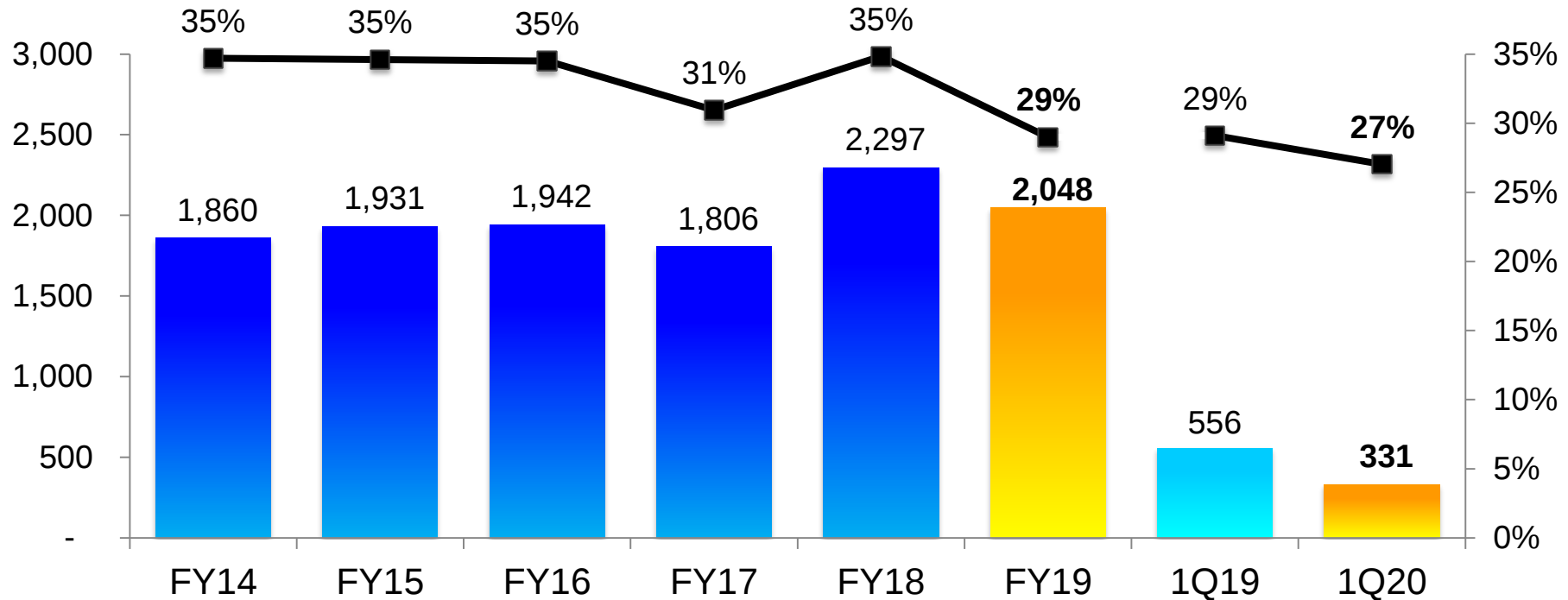


| In RM'mil                         | FY19           | FY18    | %<br>Change | 1Q20           | 1Q19    | %<br>Change |
|-----------------------------------|----------------|---------|-------------|----------------|---------|-------------|
| Revenue                           | <b>7,066.6</b> | 6,594.6 | ↑7%         | <b>1,225.1</b> | 1,909.5 | ↓36%        |
| Adjusted EBITDA                   | <b>2,048.2</b> | 2,297.3 | ↓11%        | <b>331.2</b>   | 555.6   | ↓40%        |
| <i>Adjusted EBITDA<br/>Margin</i> | <b>29%</b>     | 35%     |             | <b>27%</b>     | 29%     |             |

- Operating results impacted by unprecedented disruptions to the Group's operations amid the COVID-19 outbreak
- Malaysian operations temporarily suspended in compliance with the Movement Control Order (MCO) since mid-March 2020

Revenue (RM'mil)

- Steady growth despite increasingly challenging operating environment
- 1Q20 performance adversely impacted by unprecedented disruptions to Group's operations

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

- Adjusted EBITDA margin impacted by higher casino duties and the COVID-19 outbreak
- Implementation of various aggressive cost rationalisation efforts to mitigate impact of the temporary disruptions to Group's operations



One of Asia's leading integrated resort destinations



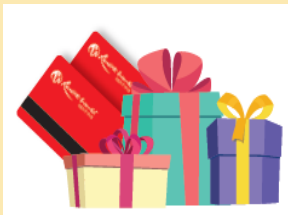
**28.7m**  
VISITORS  
↑11%

(FY18: 25.9m)



**76%**  
DAY-TRIPPERS

(FY18: 73%)



**5.0m**  
MEMBERS  
↑9%

(FY18 : 4.6mil)



**9.9M**  
TICKETS SOLD  
↑3%

(FY18: 9.5m)



# 10,500 ROOMS

across 7 hotels



## 95% OCCUPANCY

(FY18: 97%)



## 3.5m ROOM NIGHTS SOLD

(FY18: 3.5m)



## RM219 AVG ROOM RATE

(FY18: RM106)

↑>100%



MALAYSIANS TOOK UP

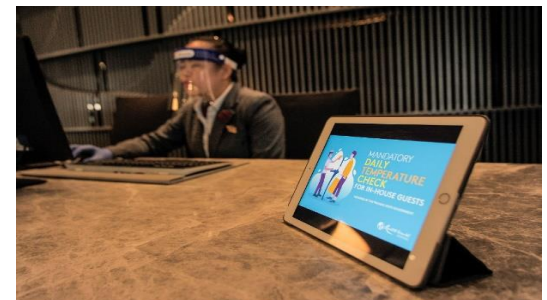
## 66%

OF ROOMS SOLD

(FY18: 68%)

### RESORTS WORLD GENTING REOPENED ON JUNE 19<sup>TH</sup>

- 3 hotels, over 2,000 rooms opened
  - Hotel lobby entrance centralized
  - Guests required to pass through thermal scanner for temperature checks
- SkyCasino and Genting Club currently open to Genting Rewards members only
  - Good initial response
  - Limiting each table to 4 players
- Skytropolis Indoor Theme Park, SkyAvenue mall and F&B outlets are open to all visitors
- Awana SkyWay and Genting Express buses have resumed operations
- QR Code Posters placed outside every entrance and exit for easy scanning, a requirement for entry



# OVERSEAS OPERATIONS



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# OVERSEAS OPERATIONS

UK & EGYPT



| In £'mil                          | FY19         | FY18  | %<br>Change | 1Q20        | 1Q19 | %<br>Change |
|-----------------------------------|--------------|-------|-------------|-------------|------|-------------|
| Revenue                           | <b>316.8</b> | 330.1 | ↓4%         | <b>69.3</b> | 78.6 | ↓12%        |
| Adjusted EBITDA                   | <b>43.8</b>  | 33.8  | ↑29%        | <b>4.3</b>  | 7.7  | ↓45%        |
| <i>Adjusted EBITDA<br/>Margin</i> | <b>14%</b>   | 10%   |             | <b>6%</b>   | 10%  |             |

- Improvement in FY19 adjusted EBITDA mainly due to adoption of a new accounting standard
- 1Q20 operating results impacted by lower mass market volume and lower contributions from Crockfords Cairo
- Visitors ↓21% to 0.8m in 1Q20 (1Q19: 1.0m)

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# OVERSEAS OPERATIONS

US & BAHAMAS



| In US\$'mil                    | FY19          | FY18   | %<br>Change | 1Q20         | 1Q19  | %<br>Change |
|--------------------------------|---------------|--------|-------------|--------------|-------|-------------|
| <b><u>Revenue*</u></b>         |               |        |             |              |       |             |
| RWNYC and RW Omni              | <b>332.8</b>  | 319.0  | ↑4%         | <b>74.5</b>  | 85.4  | ↓13%        |
| RW Bimini                      | <b>21.8</b>   | 24.1   | ↓9%         | <b>2.3</b>   | 4.2   | ↓46%        |
| Total                          | <b>354.6</b>  | 343.1  | ↑3%         | <b>76.8</b>  | 89.6  | ↓14%        |
| <b><u>Adjusted EBITDA*</u></b> |               |        |             |              |       |             |
| RWNYC and RW Omni              | <b>88.5</b>   | 103.9  | ↓15%        | <b>10.9</b>  | 21.3  | ↓49%        |
| RW Bimini                      | <b>(18.8)</b> | (28.2) | ↑33%        | <b>(7.4)</b> | (5.2) | ↓42%        |
| Total                          | <b>69.7</b>   | 75.7   | ↓8%         | <b>3.5</b>   | 16.1  | ↓78%        |
| <i>Margin</i>                  | <b>20%</b>    | 22%    |             | <b>5%</b>    | 18%   |             |

- 1Q20 business volumes impacted by COVID-19 outbreak
- FY19 and 1Q20 adjusted EBITDA impacted by higher payroll and operating expenses at RWNYC

# US

# RWNYC EXPANSION

- Additional gaming space opened in September 2019
- Upcoming new attractions include a 400-room hotel, a variety of dining, entertainment and retail outlets



Artist Impression

# US

# RESORTS WORLD CATSKILLS

- November 2019: 49%-owned via an associate company
- One of four commercial gaming-licensed casinos in the New York State
- 150 live table games, ~1,600 VGMs, over 400 rooms across 2 premium hotels and various F&B outlets



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## LOOKING AHEAD

- Full extent of the impact of COVID-19 on Group's operations is uncertain at this juncture
- Implementation of aggressive cost control measures to continue across all operating entities
- Health and safety remain a key priority



## Resorts World Genting

- RWG reopened on 19 June 2020 with enhanced safety measures in place
- Leverage domestic demand to drive visitation and revenue
- The outdoor theme park (“Genting SkyWorlds”) is targeted to open in 2Q21



## UK & Egypt

- Retail shopping outlets at RW Birmingham reopened on 15 June 2020
- The Group's other land-based casinos in the UK remain temporarily closed
- Preparations are currently underway for the resumption of the majority of operations



## US & Bahamas

- RWNYC and RW Catskills remain temporarily closed
- Preparations are in place for RWNYC and RW Catskills to resume operations soon
- Construction work for the expansion project at RWNYC restarted on 8 June 2020
- The first phase of the 400-room hotel at RWNYC is expected to open by 1Q21
- RW Bimini resumed operations on 2 July 2020



# THANK YOU

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