



GENTING
MALAYSIA

No. 58019-U

Corporate Presentation

June 2019



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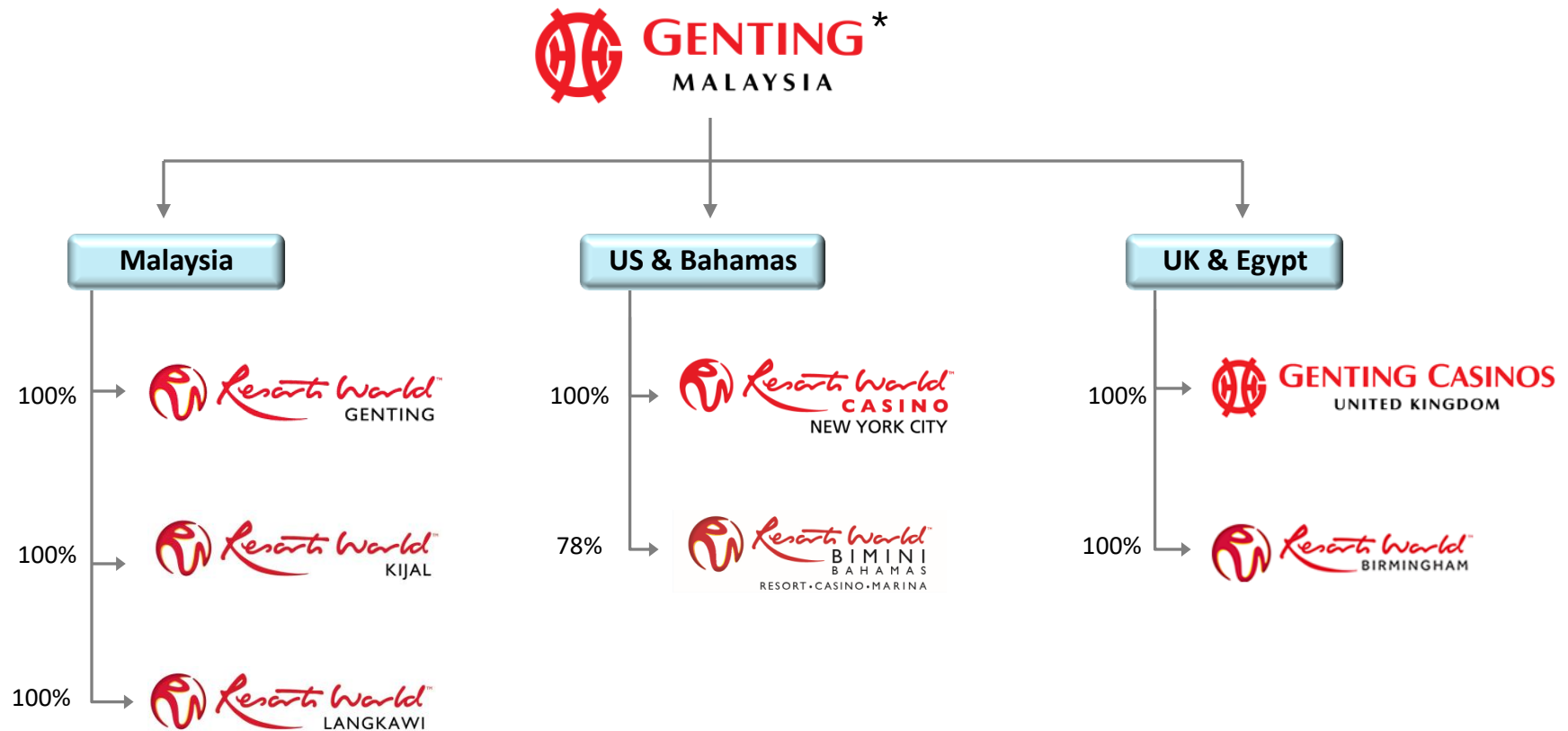
LOOKING AHEAD

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GROUP OVERVIEW

GROUP OVERVIEW

CORPORATE STRUCTURE



Resorts World Genting (RWG)

- A world-class integrated destination resort
- ~25.9m visitors in FY2018
- ~10,500 rooms
- ~14,900 employees

Resorts World Casino New York City

- ~7.7m visitors in FY2018
- Equipped with ~6,000 video gaming machines (“VGM”) and other leisure facilities
- ~1,000 employees

Genting UK

- ~4.1m visitors in FY2018
- One of the largest gaming operators in the UK
- ~3,600 employees

RW Bimini

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

GROUP OVERVIEW

KEY PROPERTIES



Resorts World Genting, Malaysia



Resorts World Casino New York City, US



Resorts World Bimini, Bahamas



Resorts World Birmingham, UK



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FINANCIAL HIGHLIGHTS

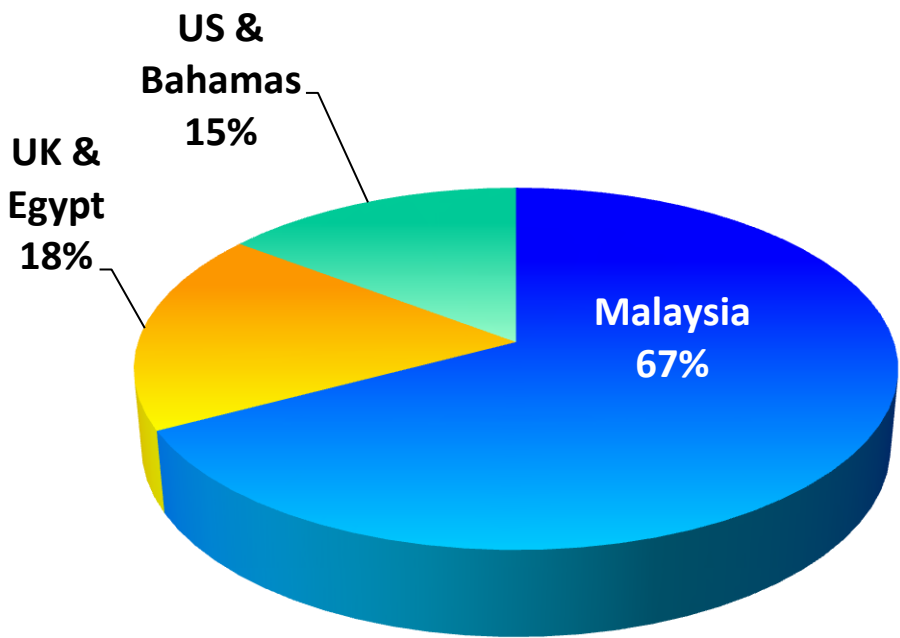
FINANCIAL HIGHLIGHTS
FY18 & 1Q19

In RM'mil	FY18	FY17	% Change	1Q19	1Q18	% Change
Revenue	9,928	9,330	↑6%	2,736	2,400	↑14%
Adjusted EBITDA	2,873	2,209	↑30%	684	608	↑13%
<i>Adjusted EBITDA Margin</i>	29%	24%		25%	25%	
Net Profit (Excl. Mashpee impairment)	1,748	1,073	↑63%	253	342	↓26%
Net Profit / (Loss)	(86)	1,073	↓>100%	253	342	↓26%

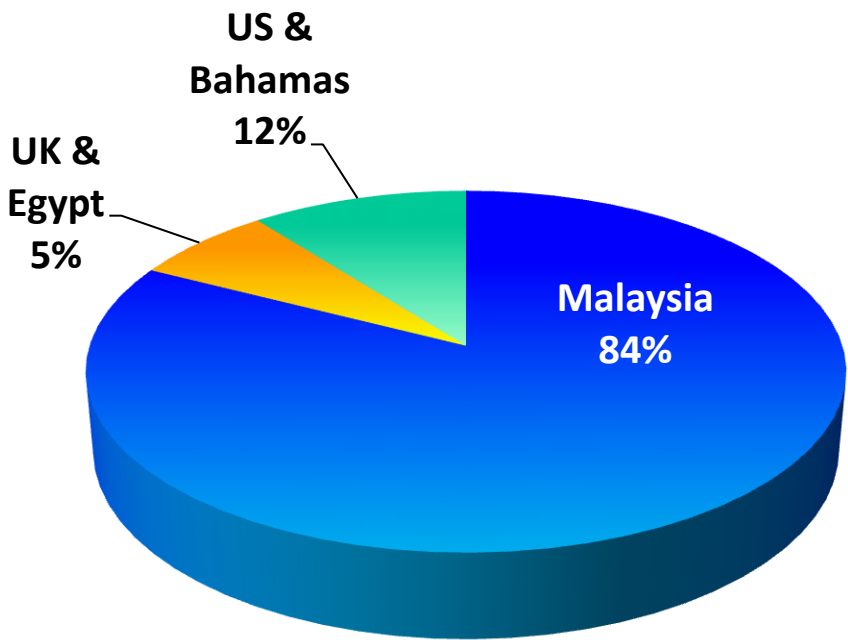
- FY18 core performance improved, anchored by Malaysian operations
- 1Q19 performance includes impact of improved hold % and provision for termination related costs

REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – FY18

Revenue



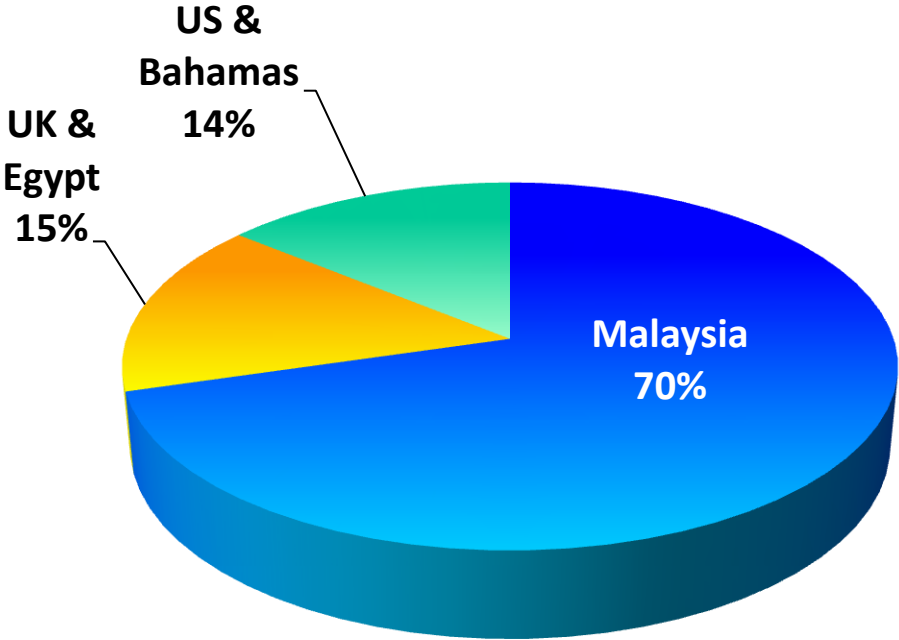
Adjusted EBITDA



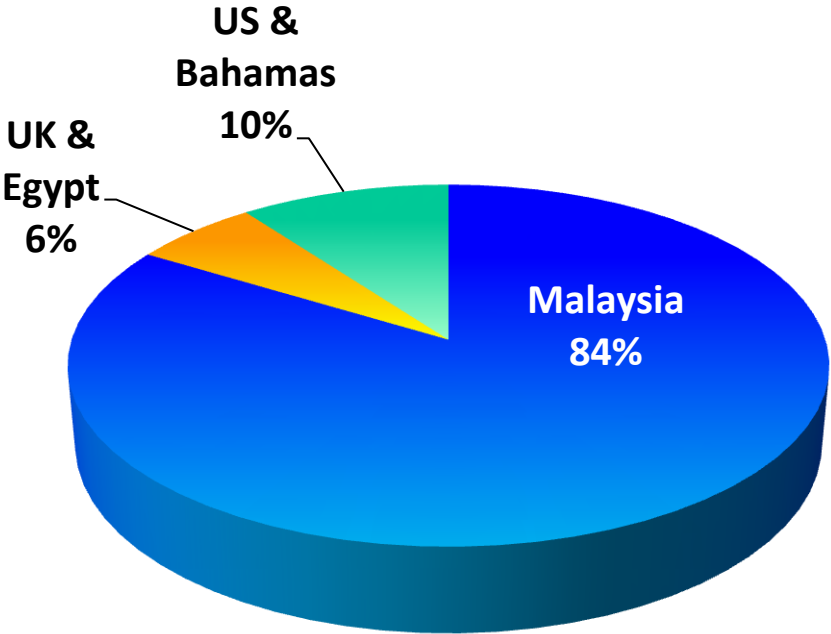
OVERVIEW

REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – 1Q19

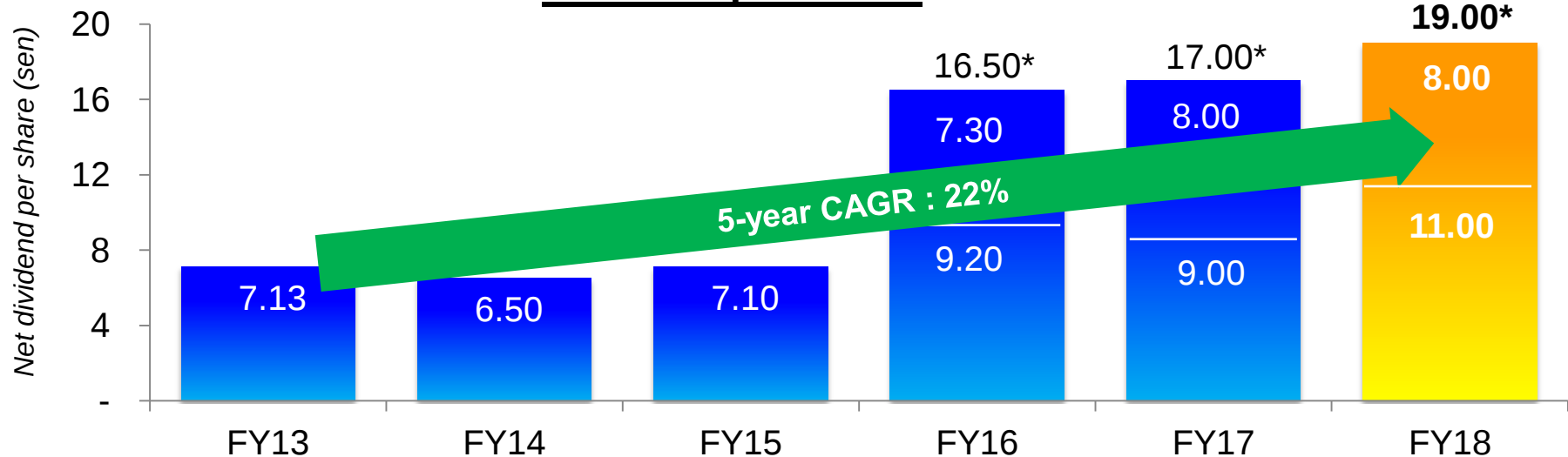
Revenue



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
- FY18 dividend yield: 5.5%

Share Buyback

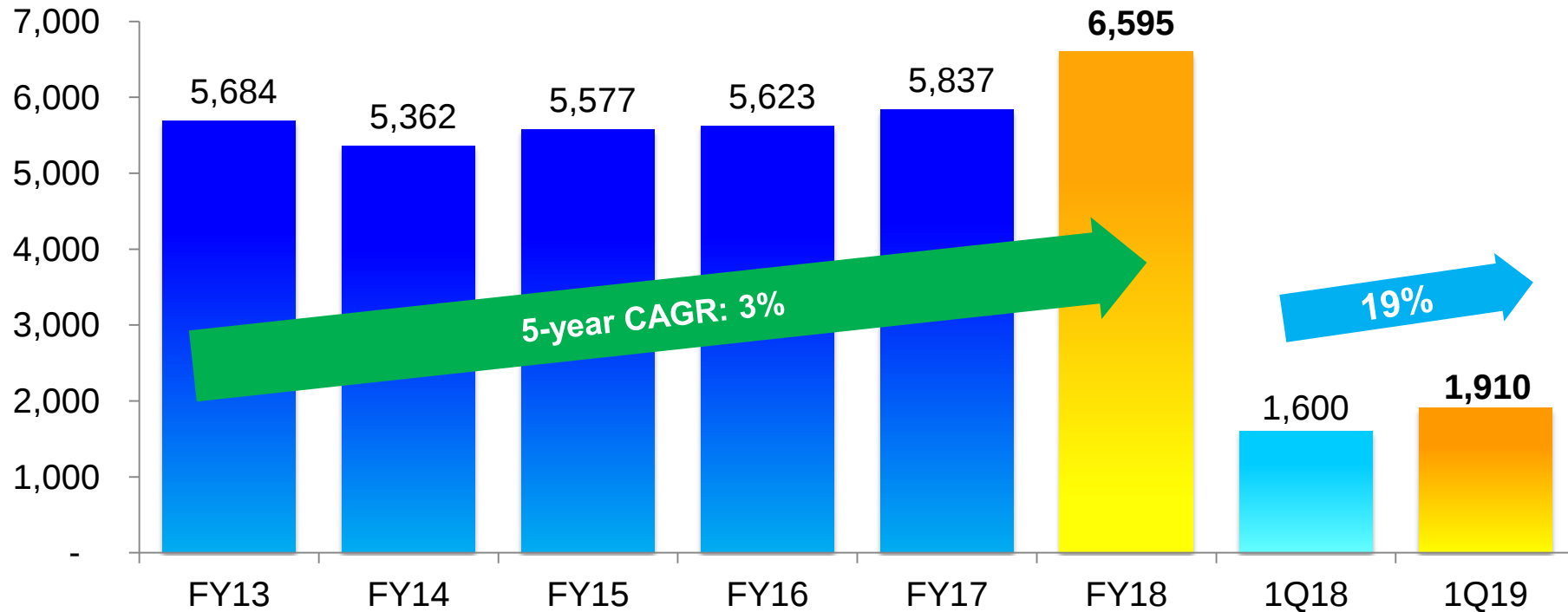
- Net treasury shares to-date: 284 million (4.79% of total issued capital)

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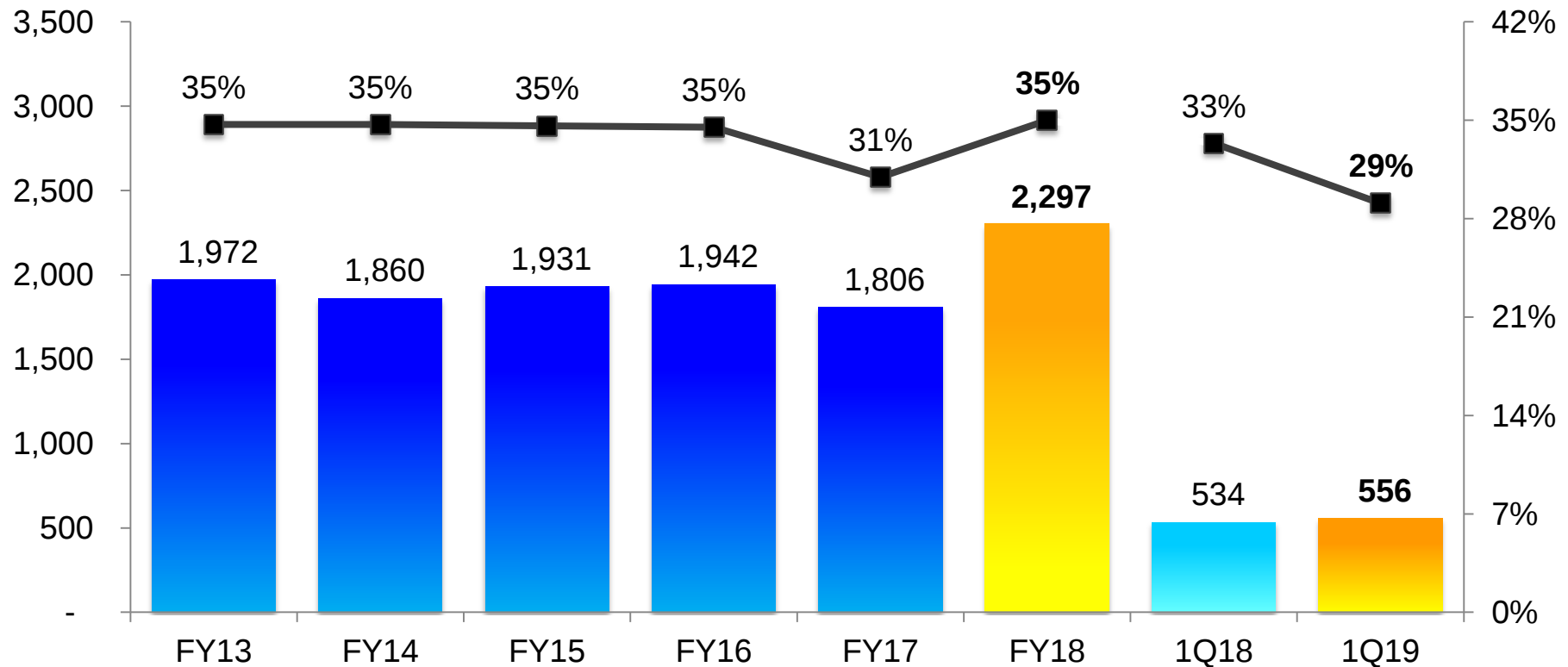
MALAYSIAN OPERATIONS

In RM'mil	FY18	FY17	% Change	1Q19	1Q18	% Change
Revenue	6,594.6	5,836.8	↑13%	1909.5	1599.5	↑19%
Adjusted EBITDA	2,297.3	1,806.1	↑27%	555.6	533.7	↑4%
<i>Adjusted EBITDA Margin</i>	35%	31%		29%	33%	

- Improved performance in 1Q19 aided by:-
 - Higher hold % in mid to premium players segment
 - Lower payroll and related expenses

Revenue (RM'mil)

- Steady growth despite challenging operating environment

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

- Adjusted EBITDA margin impacted by higher casino duties in 1Q19
- Group remains focused on cost rationalisation initiatives



25.9m
VISITORS

(FY17: 23.6m)

↑10%



73%
DAY-TRIPPERS

(FY17: 72%)

4.6m
MEMBERS

↑9%



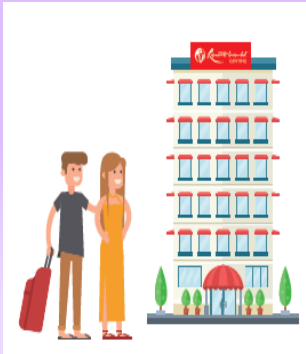
(FY17 : 4.2mil)

9.5m
TICKETS SOLD

↑14%



(FY17: 8.3mil)



10,500
ROOMS
7 HOTELS



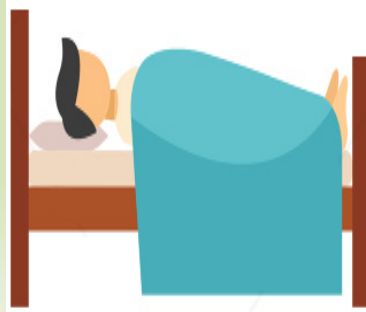
(FY17: 3.3m)

3.5m
ROOM NIGHTS
SOLD

↑11%

RM106
AVG ROOM RATE

↑15%



(FY17: RM92)

97%
OCCUPANCY



(FY17: 95%)

OVERSEAS OPERATIONS



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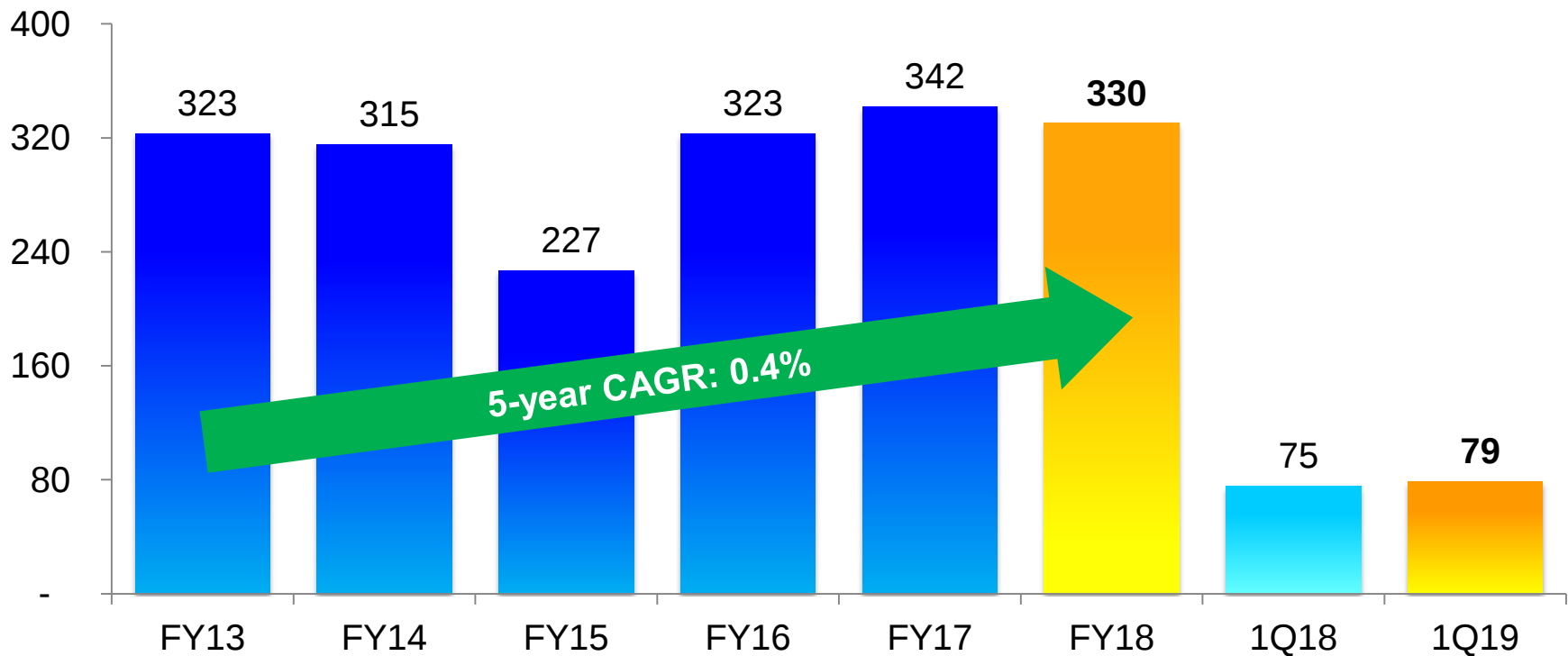
OVERSEAS OPERATIONS

- UNITED KINGDOM & EGYPT

In £'mil	FY18	FY17	% Change	1Q19	1Q18	% Change
Revenue	330.1	342.0	↓3%	78.6	75.4	↑4%
Adjusted EBITDA	33.8	41.7	↓19%	7.7	5.6	↑38%
<i>Adjusted EBITDA Margin</i>	10%	12%		10%	7%	

- 1Q19 adjusted EBITDA aided by:
 - Higher contribution from premium gaming segment
 - Adoption of a new accounting standard
- Visitors ↓6% to 1.0m in 1Q19 (1Q18: 1.1m)

Revenue (£'mil)



- Revenue remained relatively stable amid subdued consumer sentiment

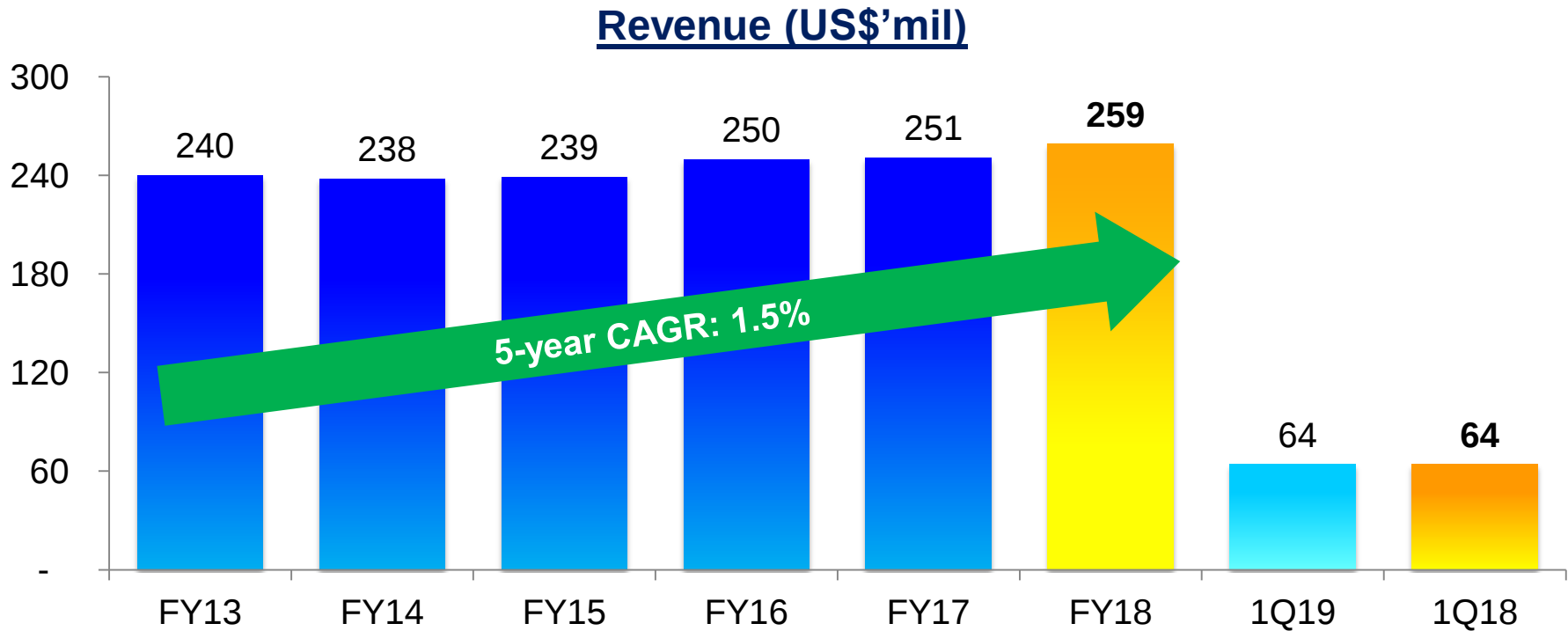
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OVERSEAS OPERATIONS

- US & BAHAMAS

In US\$'mil	FY18	FY17	% Change	1Q19	1Q18	% Change
<u>Revenue*</u>						
RWNYC and RW Omni	297.4	281.4	↑6%	77.9	77.0	↑1%
RW Bimini	24.1	24.9	↓3%	4.2	6.2	↓34%
Total	321.5	306.3	↑5%	82.1	83.2	↓1%
<u>Adjusted EBITDA*</u>						
RWNYC and RW Omni	103.9	98.2	↑6%	21.3	23.4	↓9%
RW Bimini	(28.2)	(44.3)	↑36%	(5.2)	(6.9)	↑25%
Total	75.7	53.9	↑40%	16.1	16.5	↓2%
Margin	24%	18%		20%	20%	

- FY18 revenue mainly driven by Hilton Miami Downtown
- RW Bimini continues to record narrowing losses as operational efficiencies improve



- Continues to lead the Northeast US region with 41.8%¹ market share
- ~6,000 machines in operation at the facility
- Average WPU at US\$403 in 1Q19 (1Q18: US\$387)

US

RWNYC EXPANSION

- To open in phases from end-2019
- New attractions include a new 400-room hotel, additional gaming space and a variety of dining, entertainment and retail outlets



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LOOKING AHEAD



Uncertain economic backdrop



Increase in casino duties



Litigation with 21st Century Fox and Disney

Resorts World Genting

- Rationalise operating cost structure
- Continuously review capex requirements
- Leverage new assets to grow key business segments
- Optimise yield management and database analytics
- Improve service delivery and operational efficiencies



UK & Egypt

- Streamline operations and improve overall operational efficiencies
- VIP Markets – Manage business volatility
- Mass Markets – Grow market share
- RW Birmingham – Grow visitation and business volume



US & Bahamas

- RWNYC
 - Continue to boost direct marketing efforts
 - Focus on RWNYC's ongoing expansion
- RW Omni
 - Leverage the Hilton Miami Downtown
- RW Bimini
 - Enhance infrastructure and connectivity



THANK YOU

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