GENTING
MALAYSIA
No. 58019-U

Invest Malaysia 2019

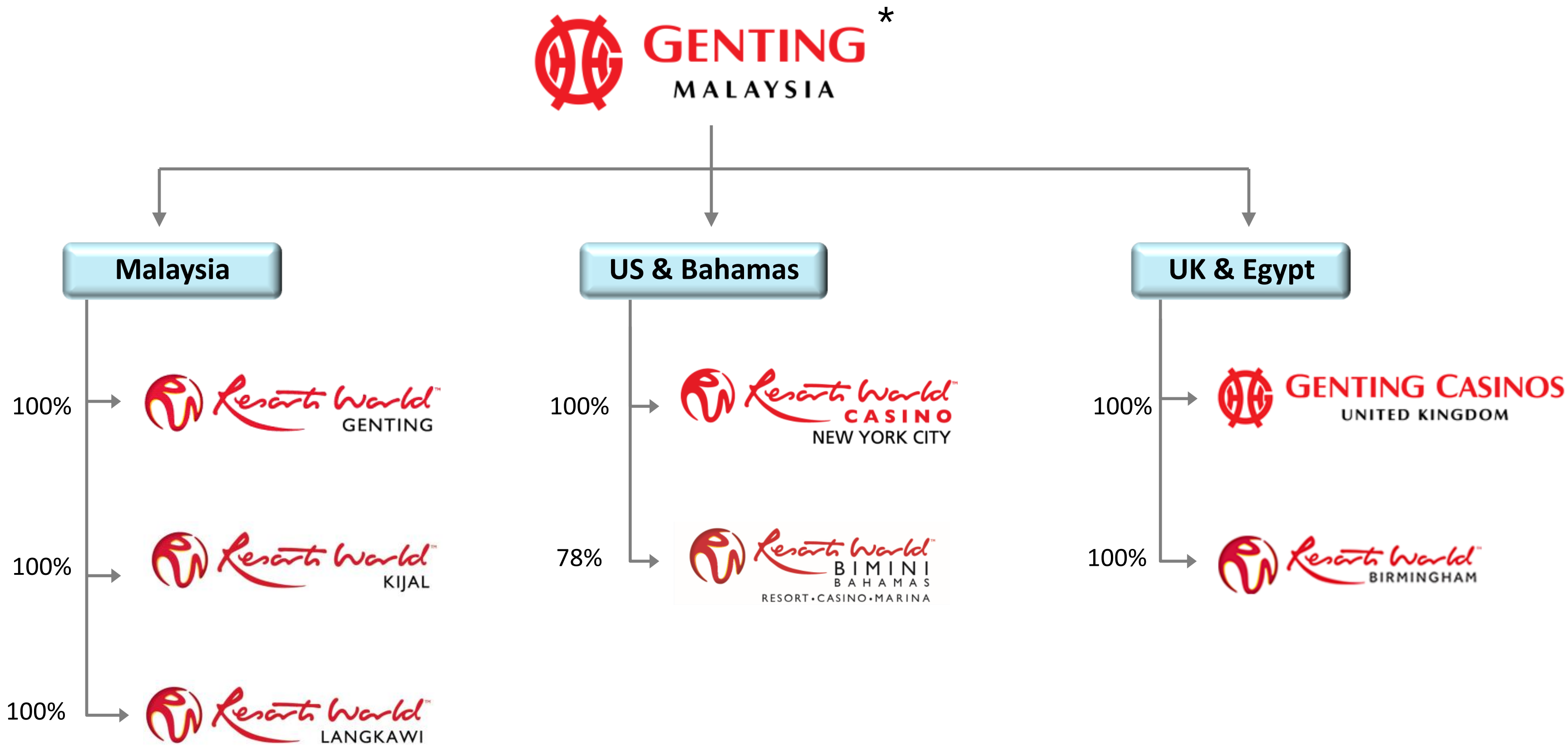
19 - 20 March 2019

AGENDA

GENTING MALAYSIA

OVERVIEW

GENM GROUP CORPORATE STRUCTURE

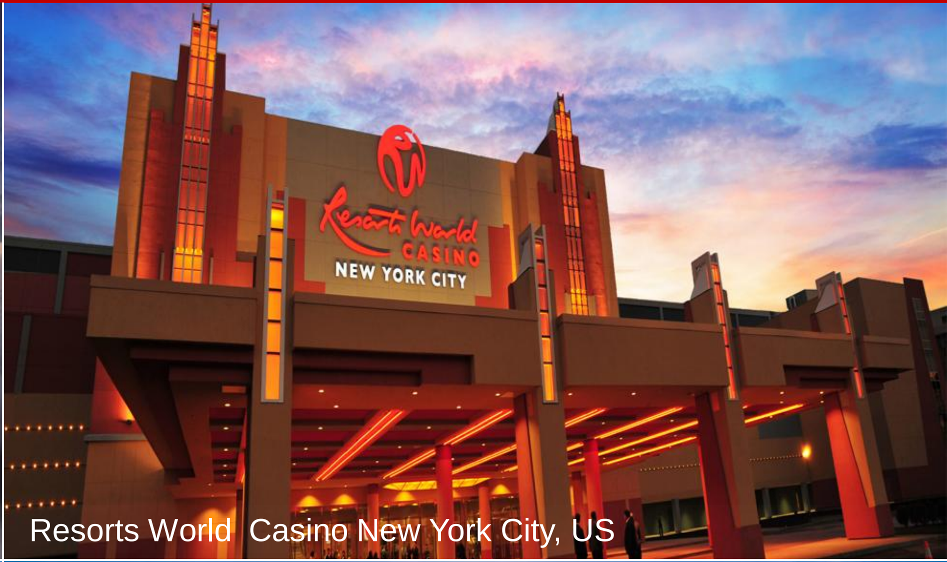


GENTING MALAYSIA

* Genting Malaysia Berhad is a 49.5% owned subsidiary of Genting Berhad

GENM KEY PROPERTIES

Resorts World Genting, Malaysia



Resorts World Casino New York City, US

Resorts World Bimini, Bahamas

Resorts World Birmingham, UK

GENTING MALAYSIA

FINANCIAL HIGHLIGHTS

GENTING MALAYSIA

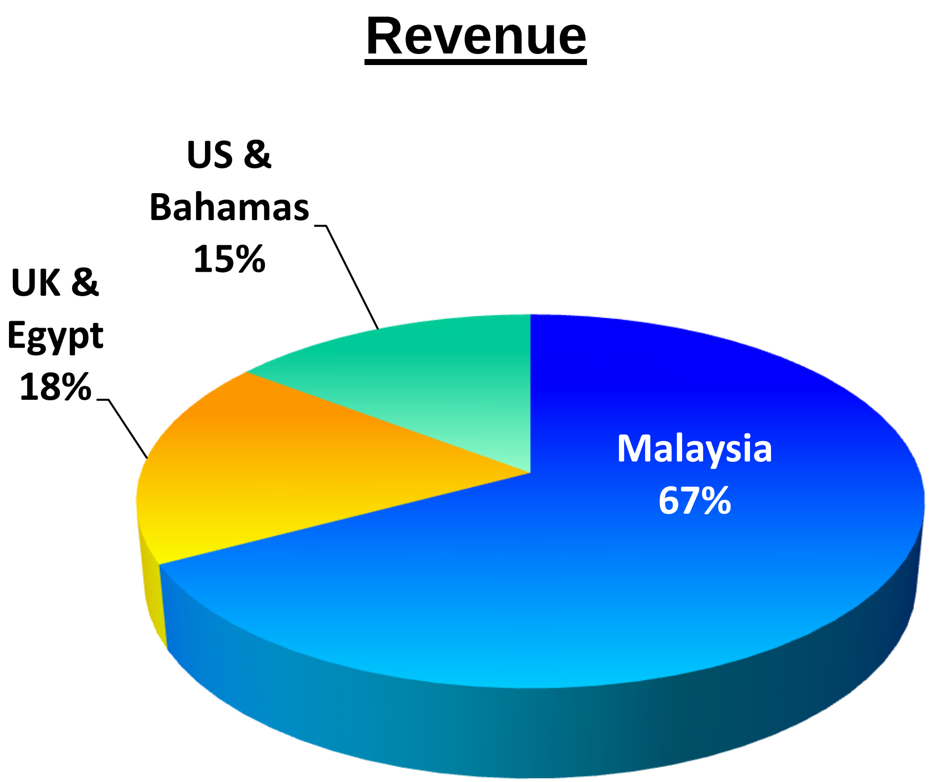
OVERVIEW
FINANCIAL HIGHLIGHTS – 4Q18 & FY18

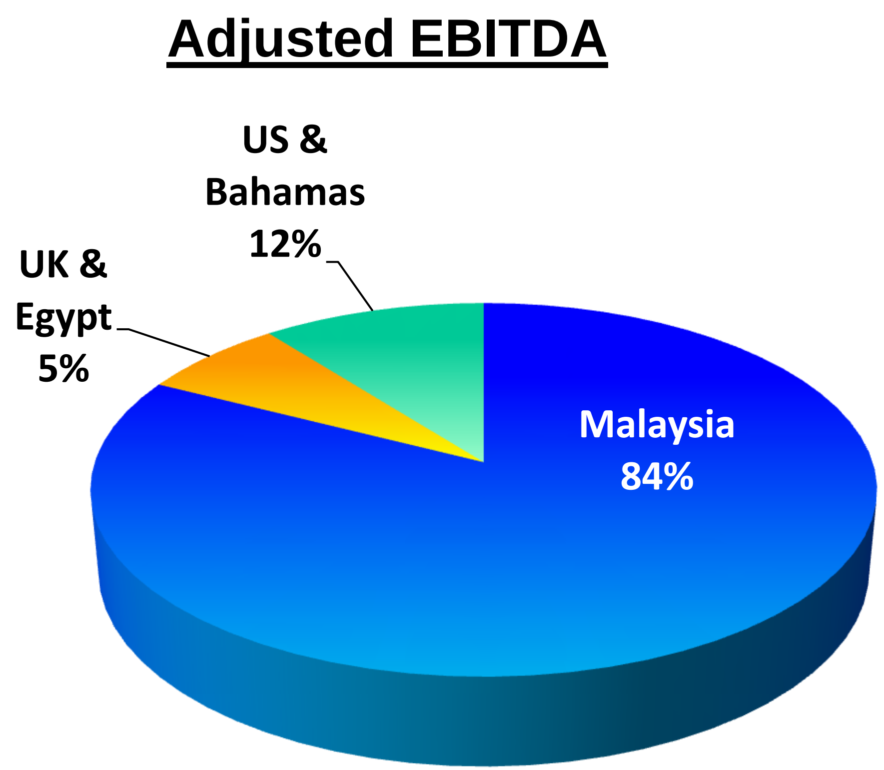
In RM'mil	4Q18	4Q17	% Change	FY18	FY17	% Change
Revenue	**2,507**	2,544	↓1%	**9,928**	9,330	↑6%
Adjusted EBITDA	**749**	670	↑12%	**2,873**	2,209	↑30%
Adjusted EBITDA Margin	***30%***	*26%*		***29%***	*24%*	
Net Profit (Excl. Mashpee impairment)	**705**	431	↑64%	**1,748**	1,073	↑63%
Net Profit / (Loss)	**705**	431	↑64%	**(86)**	1,073	↓>100%

- 4Q18 adjusted EBITDA lifted by US & Bahamas operations
- FY18 core performance improved, anchored by Malaysian operations

GENTING MALAYSIA

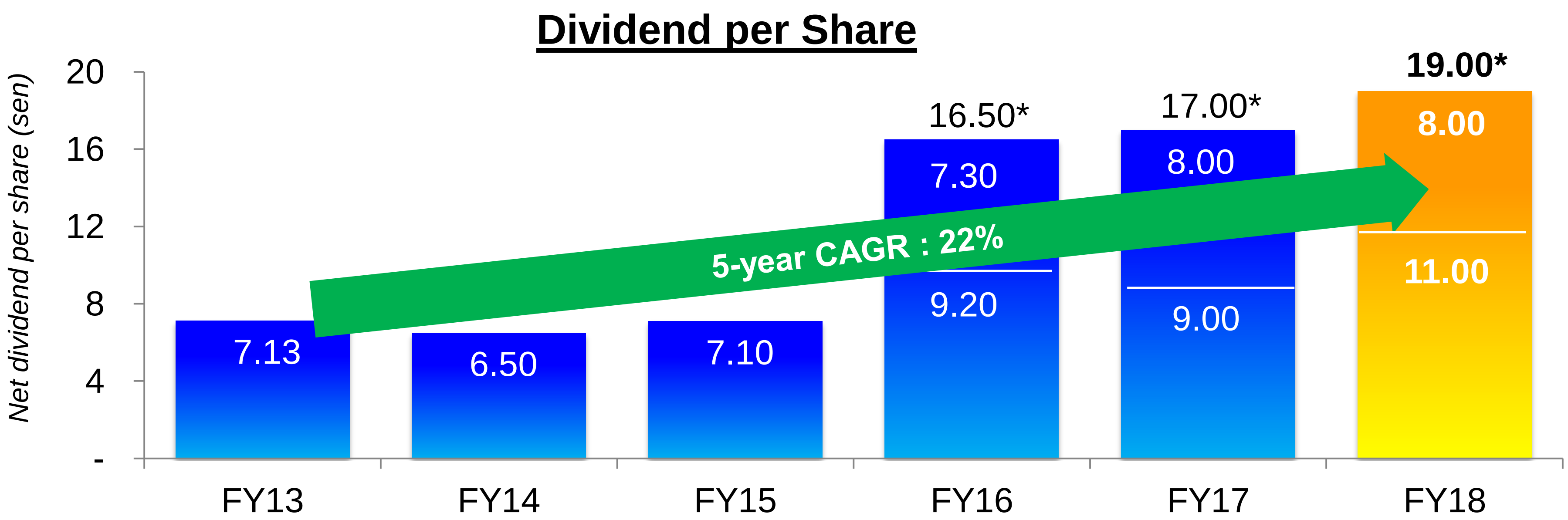
OVERVIEW
REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – FY18





GENTING MALAYSIA

OVERVIEW
CAPITAL MANAGEMENT STRATEGY



**Include a special dividend of 8.0 sen (FY177 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: 295 million (4.96% of total issued capital)

GENTING MALAYSIA

MALAYSIA OPERATIONS

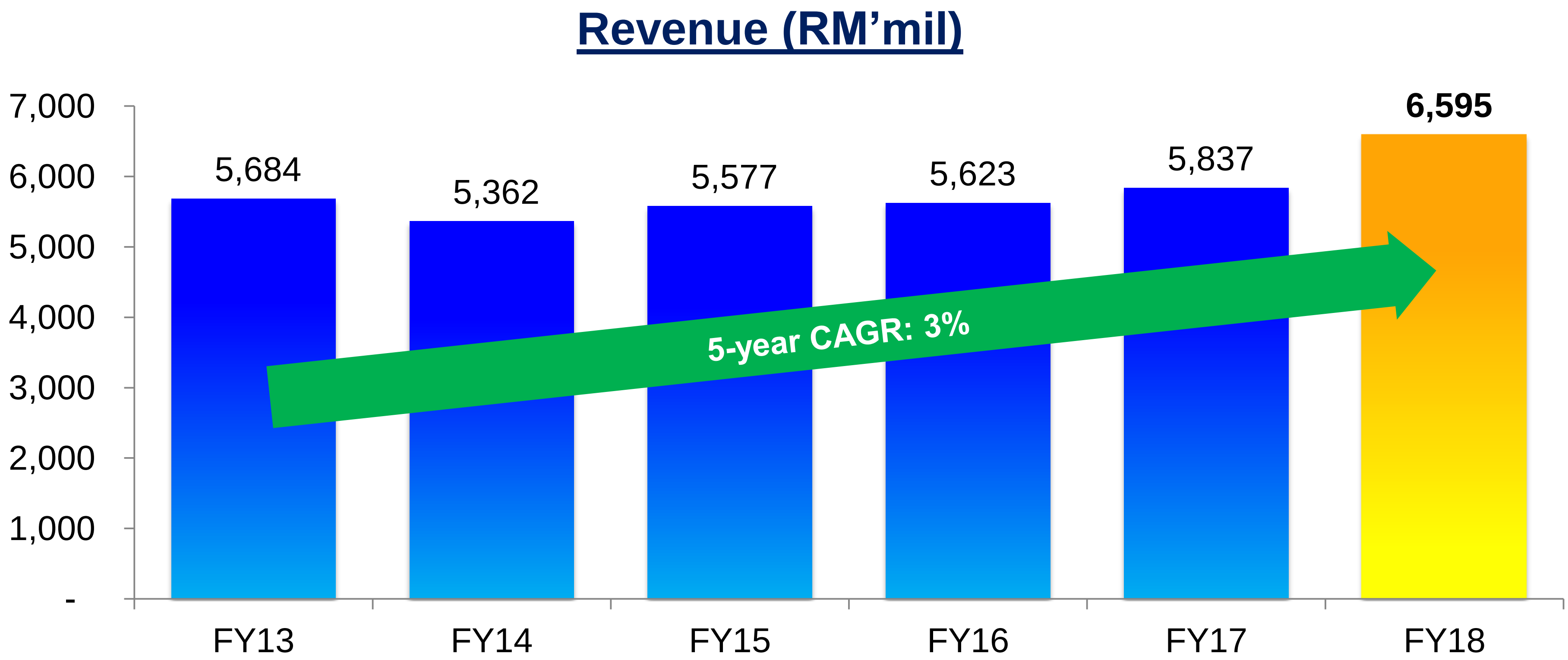
MALAYSIA – LEISURE & HOSPITALITY
PERFORMANCE REVIEW – 4Q18 & FY18

In RM'mil	4Q18	4Q17	% Change	FY18	FY17	% Change
Revenue	**1,698.6**	1,693.8	Flat	**6,594.6**	5,836.8	↑13%
Adjusted EBITDA	**582.2**	597.6	↓3%	**2,297.3**	1,806.1	↑27%
Adjusted EBITDA Margin	***34%***	*35%*		***35%***	*31%*	

- Improved performance in FY18 mainly due to:-
  - Higher hold percentage in the mid to premium segment
  - Higher business volume from the mass market segment

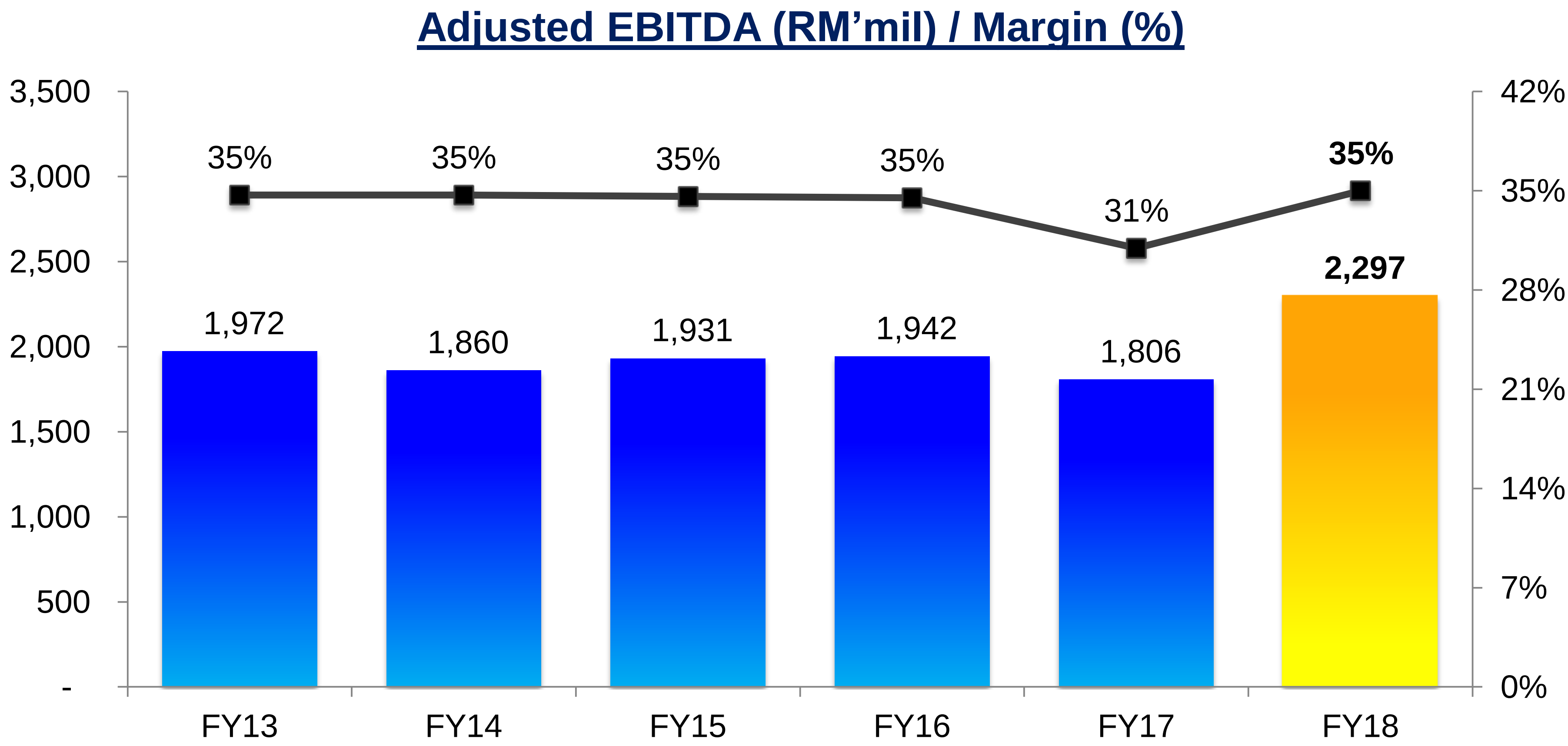
Resorts World GENTING

MALAYSIA – LEISURE & HOSPITALITY PERFORMANCE REVIEW IN FY18



- Improvements in business volume following roll out of new GITP attractions
- FY18 revenue also buoyed by higher VIP hold %

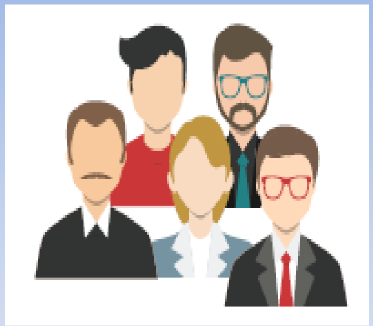
MALAYSIA – LEISURE & HOSPITALITY PERFORMANCE REVIEW IN FY18



- Adjusted EBITDA margin returned to 35%, driven by new GITP attractions

MALAYSIA

RWG KEY STATISTICS IN FY18



25.9m

VISITORS

(FY17: 23.6m)

↑10%

73%

DAY-TRIPPERS

(FY17: 72%)

4.6m

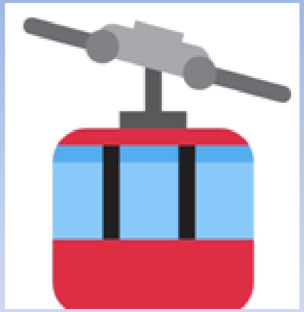
MEMBERS

↑9%

(FY17 : 4.2mil)

9.5m

TICKETS SOLD



(FY17: 8.3mil)

↑14%

MALAYSIA
RWG HOTEL PERFORMANCE IN FY18

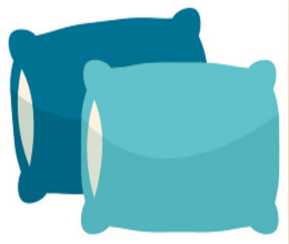
10,500
ROOMS
7 HOTELS

3.5m
ROOM NIGHTS SOLD
(FY17: 3.3m)
↑7%

RM106
AVRG ROOM RATE
↑15%

(FY17: RM92)

97%
OCCUPANCY



(FY17: 95%)

Resorts World GENTING

MALAYSIA SKYAVENUE

…………Exciting retail and dining experience at 6,000 feet

MALAYSIA SKYAVENUE – F&B OUTLETS

Harry Ramsden

High Line

Taiko Ramen

RedTail

……….. Unique dining experience featuring renowned outlets

MALAYSIA CROCKFORDS HOTEL

………. Malaysia's first and only Forbes 5-star Hotel

MALAYSIA SKYTROPOLIS FUNLAND

.... Non-stop entertainment for the whole family

OVERSEAS OPERATIONS

GENTING MALAYSIA

UNITED KINGDOM & EGYPT

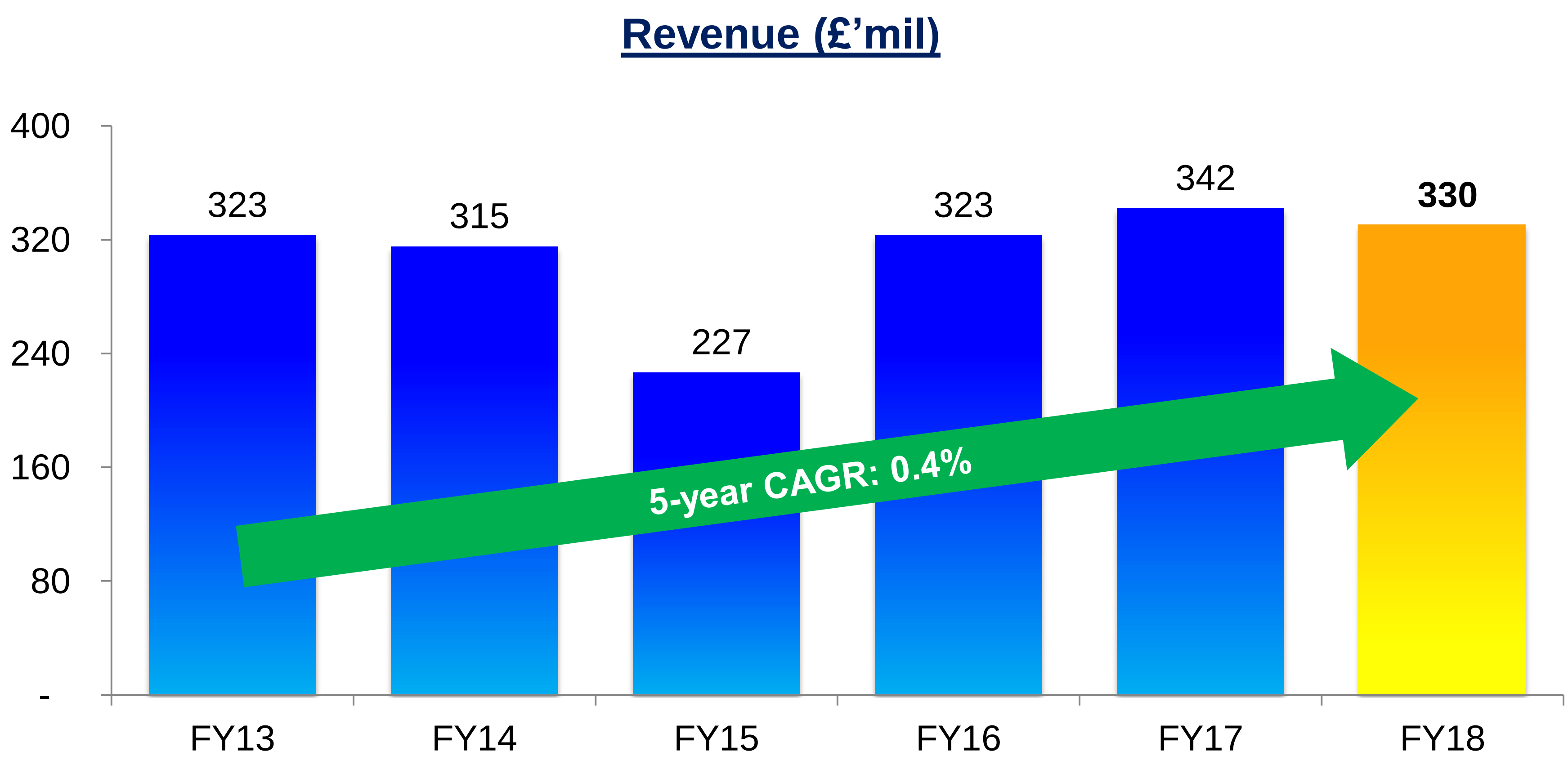
GENTING CASINOS
UNITED KINGDOM

UK & EGYPT – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 4Q18 & FY18

In £'mil	**4Q18**	4Q17	% Change	**FY18**	FY17	% Change
Revenue	**79.2**	90.2	↓12%	**330.1**	342.0	↓3%
Adjusted EBITDA	**11.5**	11.6	Flat	**33.8**	41.7	↓19%
Adjusted EBITDA Margin	***15%***	*13%*		***10%***	*12%*	

- FY18 adjusted EBITDA impacted by:
  - Lower business volume in the premium gaming segment
- Visitors ↓6% to 4.1m in FY18 (FY17: 4.4m)

UK & EGYPT – LEISURE & HOSPITALITY
PERFORMANCE REVIEW – FY18



- FY18 revenue remained relatively stable amid subdued consumer sentiment

GENTING CASINOS
UNITED KINGDOM

UNITED STATES & BAHAMAS

GENTING
MALAYSIA

US & BAHAMAS – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 4Q18 & FY18

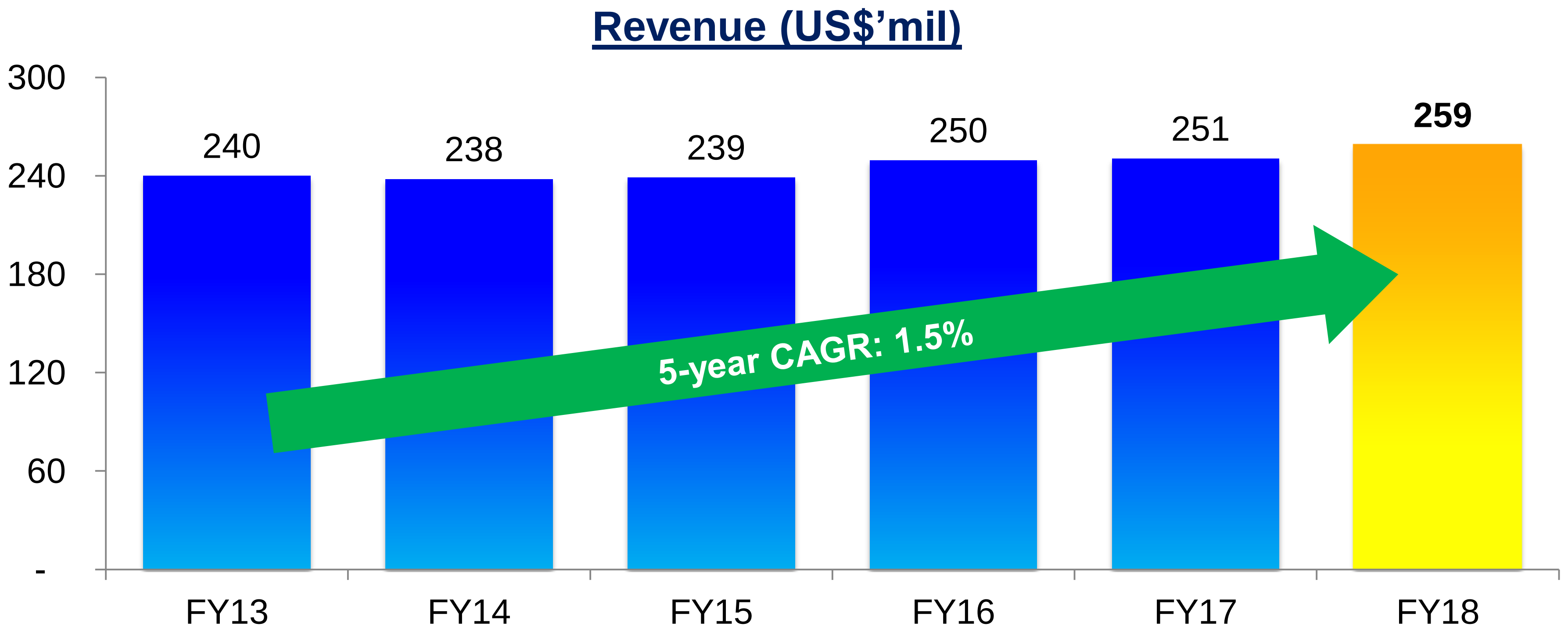
In US$'mil	4Q18	4Q17	% Change	FY18	FY17	% Change
Revenue*						
RWNYC and RW Omni	**72.6**	64.0	↑13%	**297.4**	281.4	↑6%
RW Bimini	**3.6**	4.6	↓21%	**24.1**	24.9	↓3%
Total	**76.2**	68.6	↑11%	**321.5**	306.3	↑5%
Adjusted EBITDA*						
RWNYC and RW Omni	**26.3**	16.1	↑63%	**103.9**	98.2	↑6%
RW Bimini	**(4.0)**	(6.7)	↑40%	**(28.2)**	(44.3)	↑36%
Total	**22.3**	9.4	↑>100%	**75.7**	53.9	↑40%
Margin	***29%***	*14%*		***24%***	*18%*	

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

GENTING MALAYSIA

** Before accounting standards adjustments for operating expenses*

RWNYC – LEISURE & HOSPITALITY PERFORMANCE REVIEW – FY18



- Continues to lead the Northeast US region with 41.3%[1] market share
- ~6,000 machines in operation at the facility
- Average WPU at US$386 (FY17: US$412)

[1] by gaming revenue

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 experiences

Resorts World CASINO NEW YORK CITY

……Transforming RWNYC into a premium integrated resort destination

LOOKING AHEAD

GENTING MALAYSIA

MALAYSIA – LEISURE AND HOSPITALITY
KEY CHALLENGES

1. Increase in casino duties
2. Weakening economic sentiments
3. Litigation with 21st Century Fox and Disney

LOOKING AHEAD
PROSPECTS AND FOCUS

Resorts World Genting

- Manage cost structure
- Execute marketing strategies to grow key business segments
- Optimise yield management and database analytics
- Complete the roll out of Skytropolis Funland and Imaginatrix

LOOKING AHEAD
PROSPECTS AND FOCUS

UK & Egypt

- Premium Players Segment: Manage business volatility
- Non-premium Players Segment: Improve business efficiency and grow market share
- RW Birmingham: Grow business volume and enhance operating performance
- Interactive Business: Improve product mix and targeted marketing

Resorts World Birmingham

Crockfords Cairo

GENTING CASINOS
UNITED KINGDOM

LOOKING AHEAD
PROSPECTS AND FOCUS

US & Bahamas

- RWNYC: Continue boosting direct marketing efforts and focus on RWNYC's ongoing expansion
- RW Omni: Leverage the Hilton Miami Downtown
- RW Bimini: Improve operational efficiency and infrastructure

RWNYC


Resorts World Bimini

GENTING MALAYSIA

THANK YOU

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