GENTING
MALAYSIA
No. 58019-U

Corporate Presentation

CLSA IF2018 Hong Kong

September 2018

AGENDA

1. GROUP OVERVIEW
2. KEY PROPERTIES
3. FINANCIAL HIGHLIGHTS
4. MALAYSIA OPERATIONS
5. OVERSEAS OPERATIONS
   - UNITED KINGDOM & EGYPT
   - US & BAHAMAS
6. PROSPECTS & FOCUS

GENTING MALAYSIA

OVERVIEW
GROUP CORPORATE STRUCTURE

GENTING Berhad

49.3%

GENTING MALAYSIA

- **Malaysia**
  - 100% Resorts World GENTING
  - 100% Resorts World KIJAL
  - 100% Resorts World LANGKAWI
- **US & Bahamas**
  - 100% Resorts World CASINO NEW YORK CITY
  - 78% Resorts World BIMINI BAHAMAS RESORT•CASINO•MARINA
- **UK & Egypt**
  - 100% GENTING CASINOS UNITED KINGDOM
  - 100% Resorts World BIRMINGHAM

GENTING MALAYSIA

OVERVIEW
GROUP'S KEY PROPERTIES

Resorts World Genting (RWG)

- Malaysia's largest integrated resort destination
- ~23.6m visitors in FY2017
- ~10,500 rooms across 7 hotels
- ~13,600 employees

Resorts World Casino New York City

- Market leader in the Northeast US region
- ~7.6m visitors in FY2017
- ~1,000 employees

Genting UK

- ~4.2m visitors in FY2017
- Operates 43 casinos
  - 6 casinos in London
  - 37 casinos outside London
- ~3,600 employees

RW Bimini

- 78 : 22 joint venture
- Offers gaming, accommodation, leisure and entertainment in the resort
- ~550 employees

KEY PROPERTIES

MALAYSIA RESORTS WORLD GENTING

Resorts World GENTING

……… Bringing you the ultimate leisure and hospitality experience

UK

GENTING UK
RESORTS WORLD BIRMINGHAM

Resorts World BIRMINGHAM

……… One of the leading casino operators in the UK

US

RESORTS WORLD CASINO NEW YORK CITY

Resorts World CASINO NEW YORK CITY

………Market leader by gaming revenue in the Northeast US region

BAHAMAS RESORTS WORLD BIMINI

Resorts World BIMINI BAHAMAS RESORT•CASINO•MARINA

……… 750-acre luxury beachfront casino resort

FINANCIAL HIGHLIGHTS

GENTING
MALAYSIA

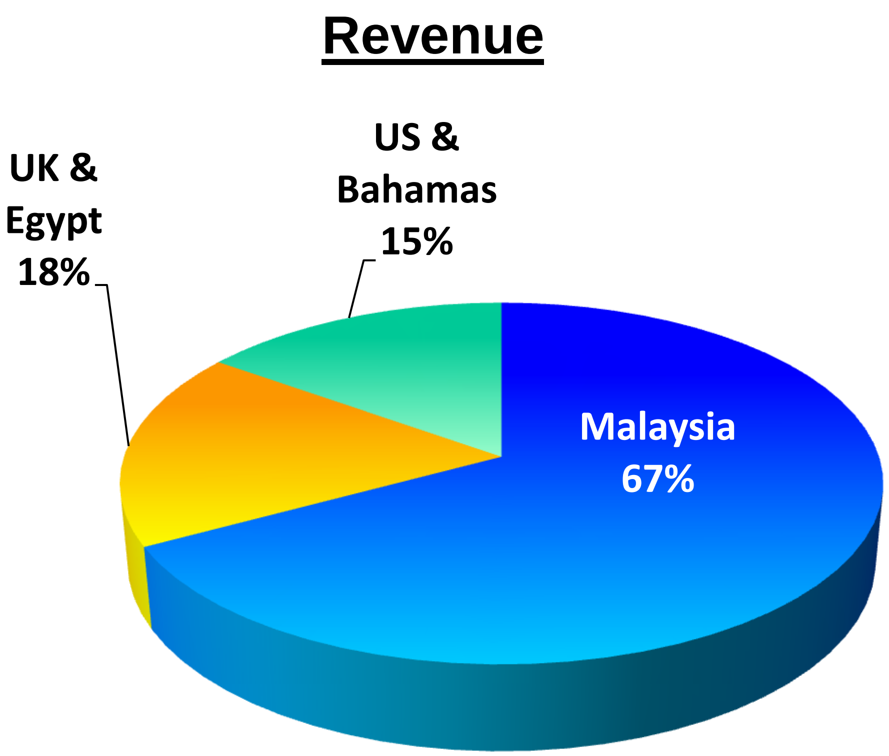
OVERVIEW
FINANCIAL HIGHLIGHTS – 2Q18 & 1H18

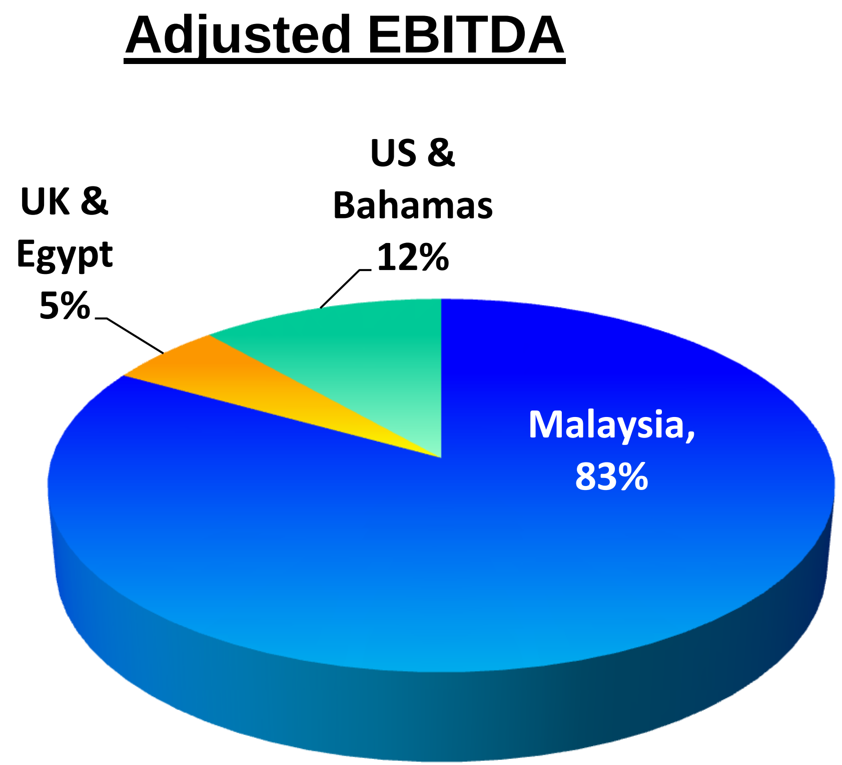
In RM'mil	2Q18	2Q17	% Change	1H18	1H17	% Change
Revenue	**2,422**	2,292	↑6%	**4,822**	4,516	↑7%
Adjusted EBITDA	**702**	536	↑31%	**1,310**	1,101	↑19%
Adjusted EBITDA Margin	***29%***	*23%*		***27%***	*24%*	
Net Profit	**378**	174	↑>100%	**720**	469	↑54%

- Improved performance aided by Malaysian operations
- New GITP facilities and attractions at RWG have been well received
- Aided by lower foreign exchange translation losses in 1H18

GENTING MALAYSIA

OVERVIEW
REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – 1H18

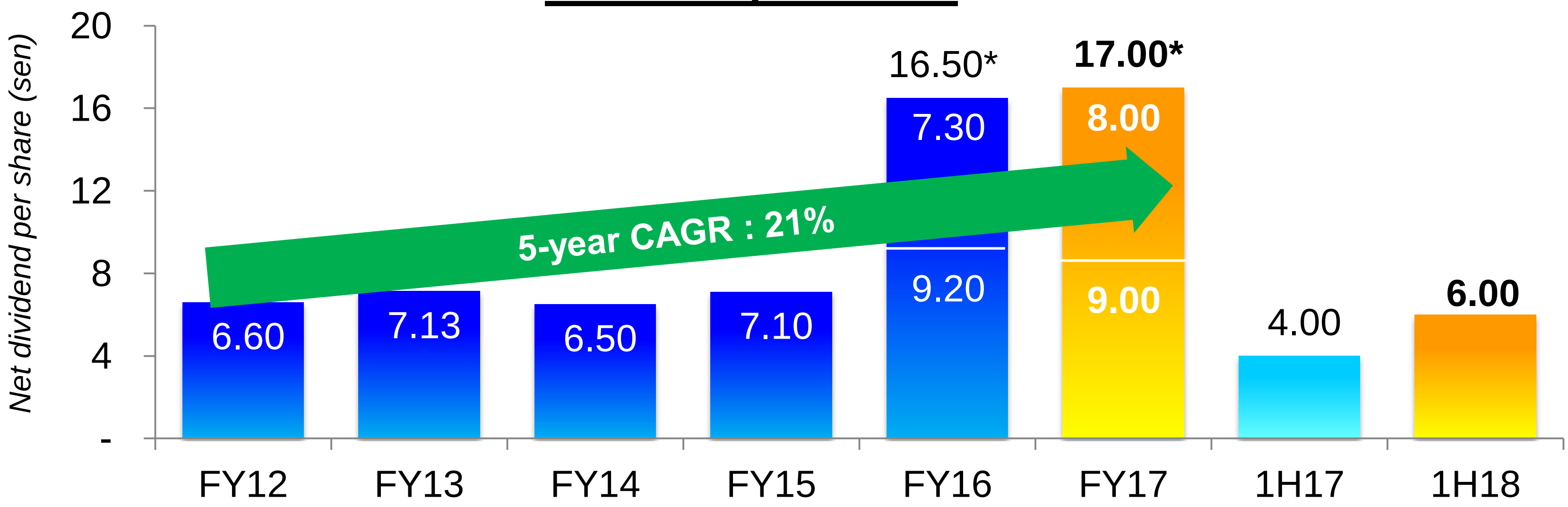




GENTING MALAYSIA

OVERVIEW
CAPITAL MANAGEMENT STRATEGY

Dividend per Share



**Includes a special dividend of 8.0 sen (FY16: 7.3 sen) per share*

Dividend

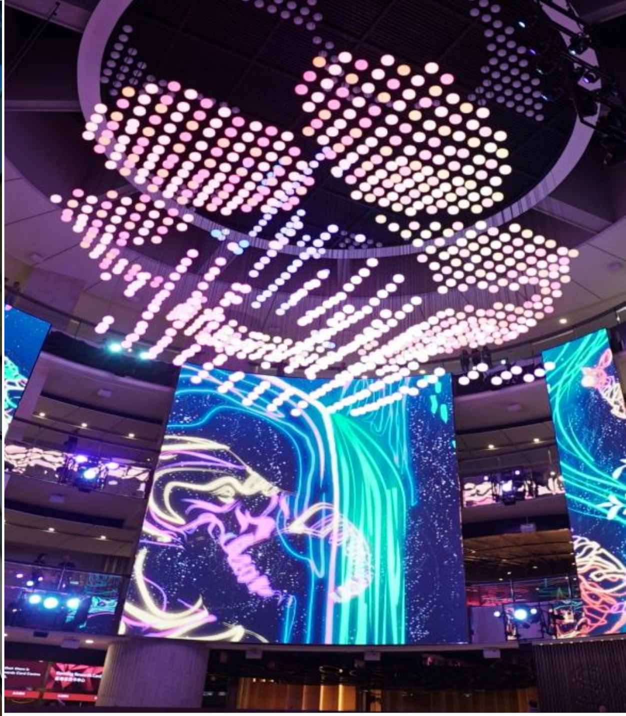
- FY17 net dividend grew 3% yoy to 17.0 sen
- 1H18 interim dividend of 6.0 sen (Payout ratio: 45%)

Share Buyback

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

GENTING MALAYSIA

MALAYSIA OPERATIONS



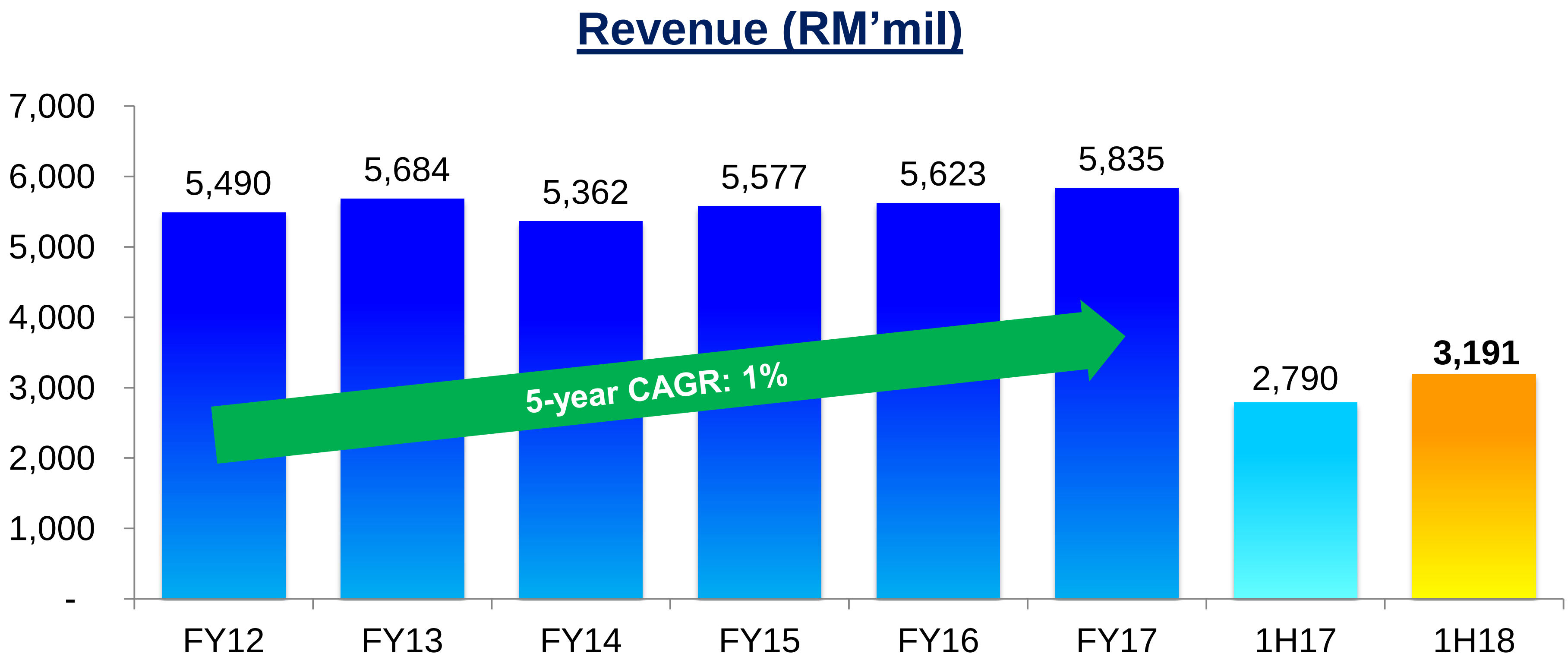
Resorts World GENTING

MALAYSIA – LEISURE & HOSPITALITY
PERFORMANCE REVIEW – 2Q18 & 1H18

In RM'mil	2Q18	2Q17	% Change	1H18	1H17	% Change
Revenue	**1,591.9**	1,445.4	↑10%	**3,191.4**	2,789.7	↑14%
Adjusted EBITDA	**540.2**	434.7	↑24%	**1,073.9**	872.1	↑23%
Adjusted EBITDA Margin	***34%***	*30%*		***34%***	*31%*	

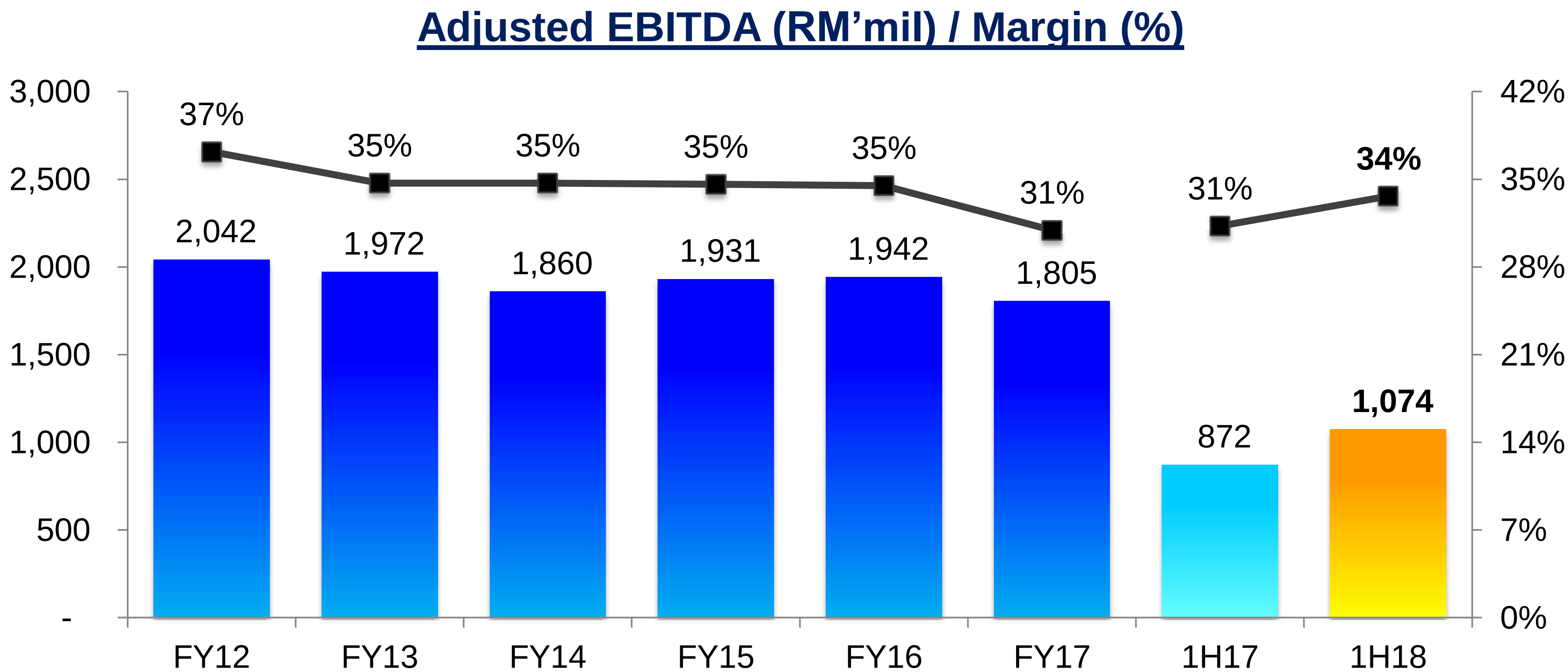
- Improved hold percentage in the mid to premium players segment
- Visitations grew by 21% in 1H18, boosted by new GITP attractions

MALAYSIA – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 1H18



- Higher business volumes following the roll out of new GITP attractions
- Higher hold percentage in the mid to premium players segment

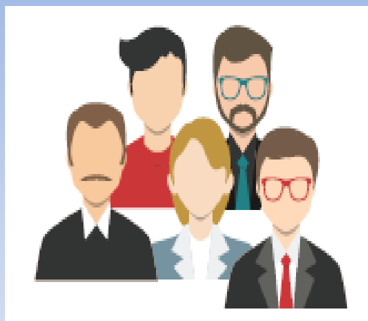
MALAYSIA – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 1H18



- Improving adjusted EBITDA margins primarily attributable to:
  - Lower costs incurred in the VIP segment
  - Lower GITP ramp up costs compared to 1H17

Resorts World GENTING

MALAYSIA
RWG KEY STATISTICS IN 1H18



12.8m

VISITORS

(1H17: 10.6m)

↑21%

73%

DAY-TRIPPERS

(1H17: 70%)

4.4m

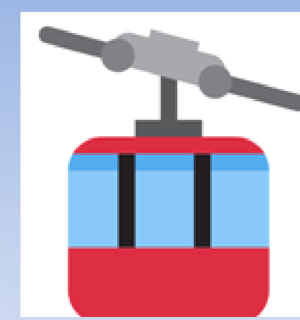
MEMBERS

↑10%

(1H17 : 4.0mil)

4.7m

TICKETS SOLD



(1H17: 3.7mil)

↑26%

Resorts World GENTING

MALAYSIA
RWG HOTEL PERFORMANCE IN 1H18

10,500

ROOMS

7 HOTELS

1.7m

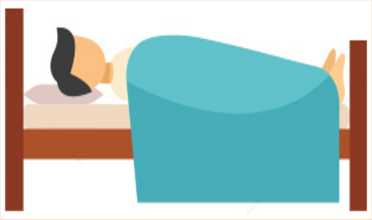
ROOM NIGHTS SOLD

(1H17: 1.6m)

↑9%

RM105

AVRG ROOM RATE

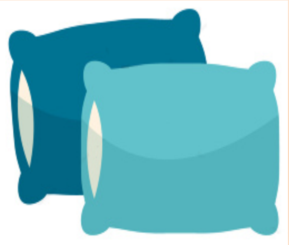


↑15%

(1H17: RM91)

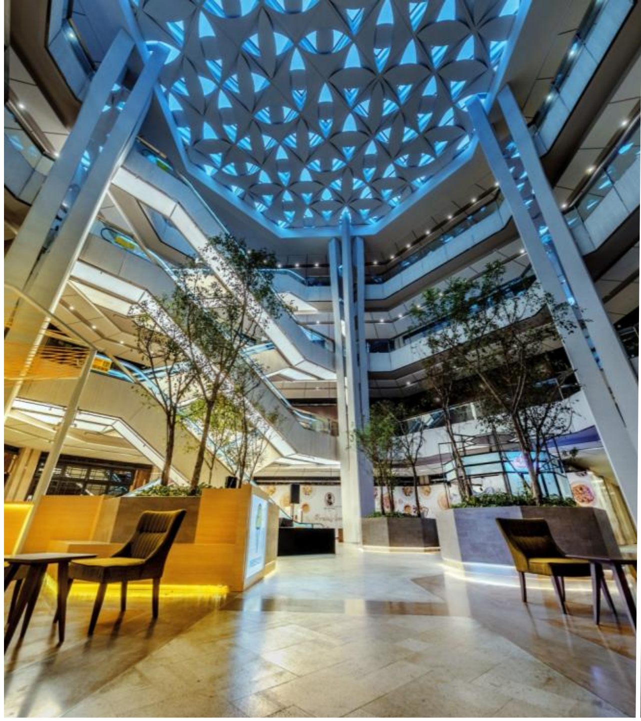
96%

OCCUPANCY



(1H17: 93%)

GENTING INTEGRATED TOURISM PLAN (GITP)



Resorts World GENTING

GITP OVERVIEW

- A 10-year master plan launched in Dec 2013
- RM10.4 billion capital investment
- Invested RM7.0 billion as at 30 June 2018

GITP OVERVIEW

2015
First World Hotel (Tower 3)

2016
Awana SkyWay Cable Car
SkyAvenue Mall

2017
SkyCasino
Genting Highlands Premium Outlets*
Theme Park Hotel
Crockfords Hotel

2018 onwards
Skytropolis Indoor Theme Park
20th Century Fox Theme Park
Additional Luxury Hotels

2015	2016	2017	2018 onwards

*A property of Genting Simon Sdn Bhd, a JV between Genting Plantations Berhad and Simon Property Group

Resorts World GENTING

……. Looking forward to new and exciting attractions

GITP

AWANA SKYWAY

Awana SkyWay cable car system

Genting Highlands Premium Outlets

GENTING

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

GITP SKYAVENUE

Resorts World GENTING

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

GITP SKYAVENUE – F&B OUTLETS

Burger & Lobster

Red Tail

Malaysian Food Street

Motorino

………. Unique dining experience featuring renowned restaurants

GITP THEME PARK HOTEL

…….A 448-room boutique hotel with quirky and playful decor

GITP SKYSYMPHONY

......Extraordinary orchestra of audio, visual and motion graphics

GITP CROCKFORDS PLATINUM CLUB

Resorts World GENTING

…………A luxurious space for the discerning customer

GITP CROCKFORDS HOTEL

………. A 137-room hotel providing guests the ultimate comfort and luxury

GITP FOX WORLD STUDIO STORE

……..The world's first Fox specialty store

OVERSEAS OPERATIONS

GENTING MALAYSIA

UNITED KINGDOM & EGYPT

GENTING CASINOS
UNITED KINGDOM

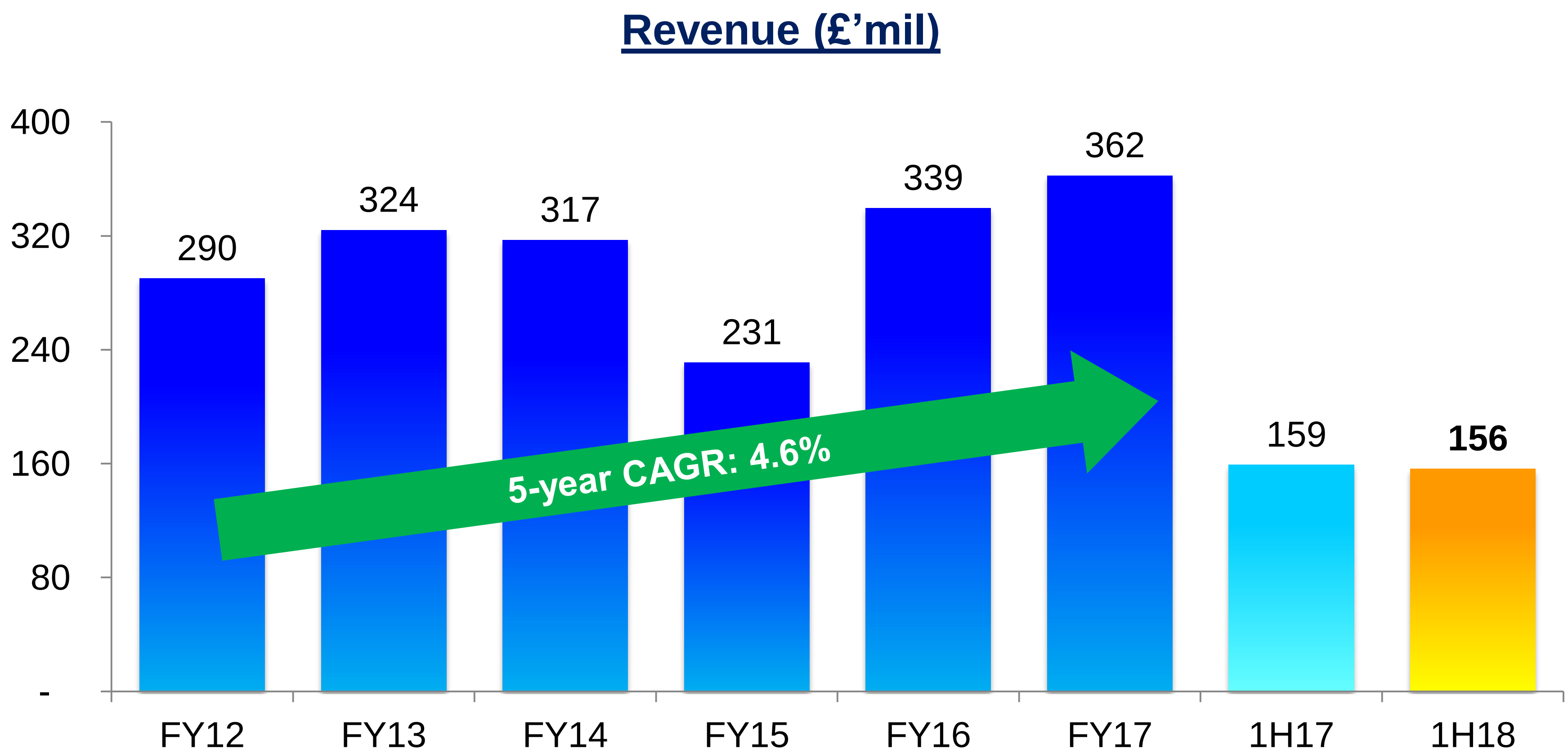
UK & EGYPT – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 2Q18 & 1H18

In £'mil	2Q18	2Q17	% Change	1H18	1H17	% Change
Revenue	**81.0**	74.3	↑9%	**156.4**	159.1	↓2%
Adjusted EBITDA	**5.5**	6.4	↓15%	**11.1**	20.5	↓46%
Adjusted EBITDA Margin	***7%***	*9%*		***7%***	*13%*	

- 2Q18 adjusted EBITDA impacted by:
  - Overall lower business volumes from UK land based casinos
  - Higher debts written off
- Visitors ↓ 5% to 2.0m in 1H18 (1H17: 2.2m)

GENTING CASINOS
UNITED KINGDOM

UK & EGYPT – LEISURE & HOSPITALITY
PERFORMANCE REVIEW – 1H18



- 1H18 revenues impacted by lower business volumes in the premium gaming segment

UNITED STATES & BAHAMAS

GENTING MALAYSIA

US & BAHAMAS – LEISURE & HOSPITALITY
PERFORMANCE REVIEW IN 2Q18 & 1H18

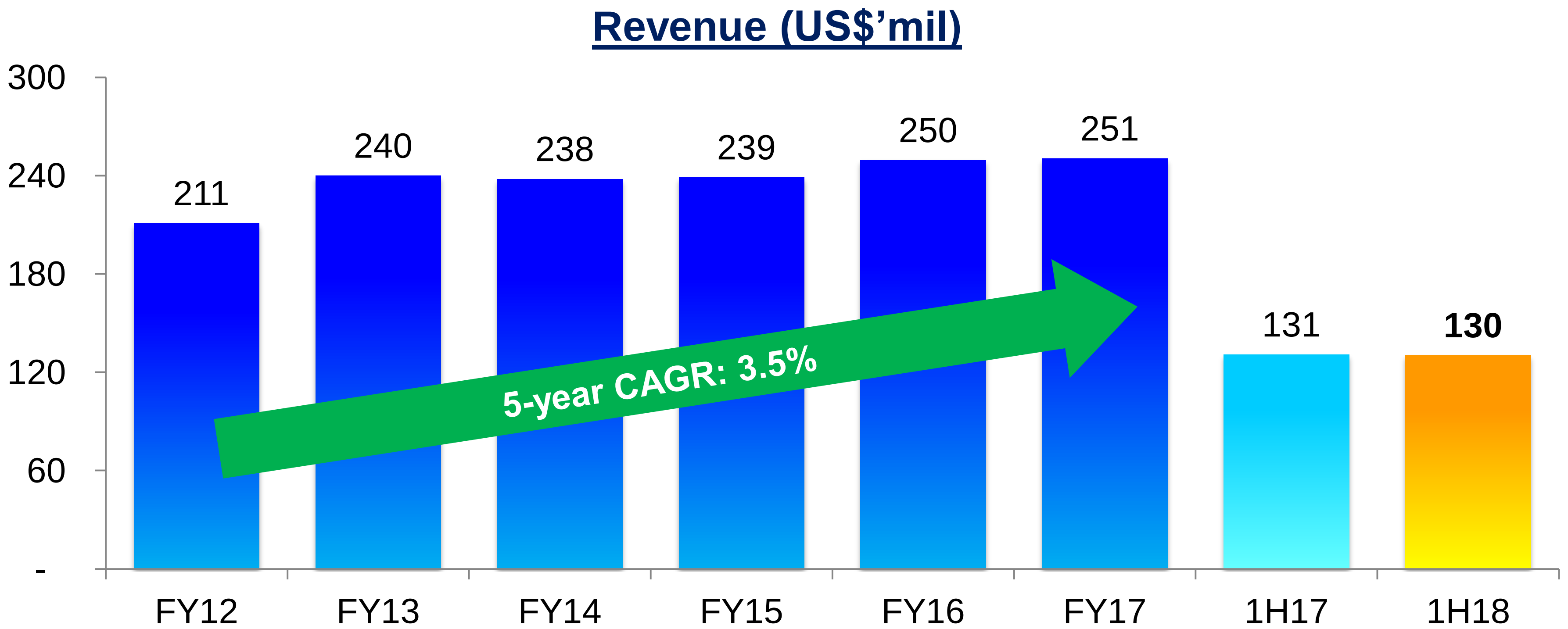
In US$'mil	2Q18	2Q17	% Change	1H18	1H17	% Change
Revenue*						
RWNYC and RW Omni	**75.3**	74.4	↑1%	**152.3**	146.9	↑4%
RW Bimini	**6.8**	8.4	↓19%	**13.1**	12.6	↑4%
Total	**82.1**	82.8	↓1%	**165.4**	159.5	↑4%
Adjusted EBITDA*						
RWNYC and RW Omni	**28.1**	30.6	↓1%	**51.5**	57.1	↓10%
RW Bimini	**(8.4)**	(9.4)	↑10%	**(15.4)**	(26.6)	↑42%
Total	**19.7**	21.2	↓7%	**36.1**	30.5	↑18%
Margin	***24%***	*26%*		***22%***	*19%*	

- RW Omni: Improved performance following the refurbishment of Hilton Miami Downtown
- RWNYC: Lower business volumes and higher operating expenses
- RW Bimini: Narrowing losses from improved operational efficiencies

GENTING MALAYSIA

** Before accounting standards adjustments for operating expenses*

RWNYC – LEISURE & HOSPITALITY
PERFORMANCE REVIEW – 1H18



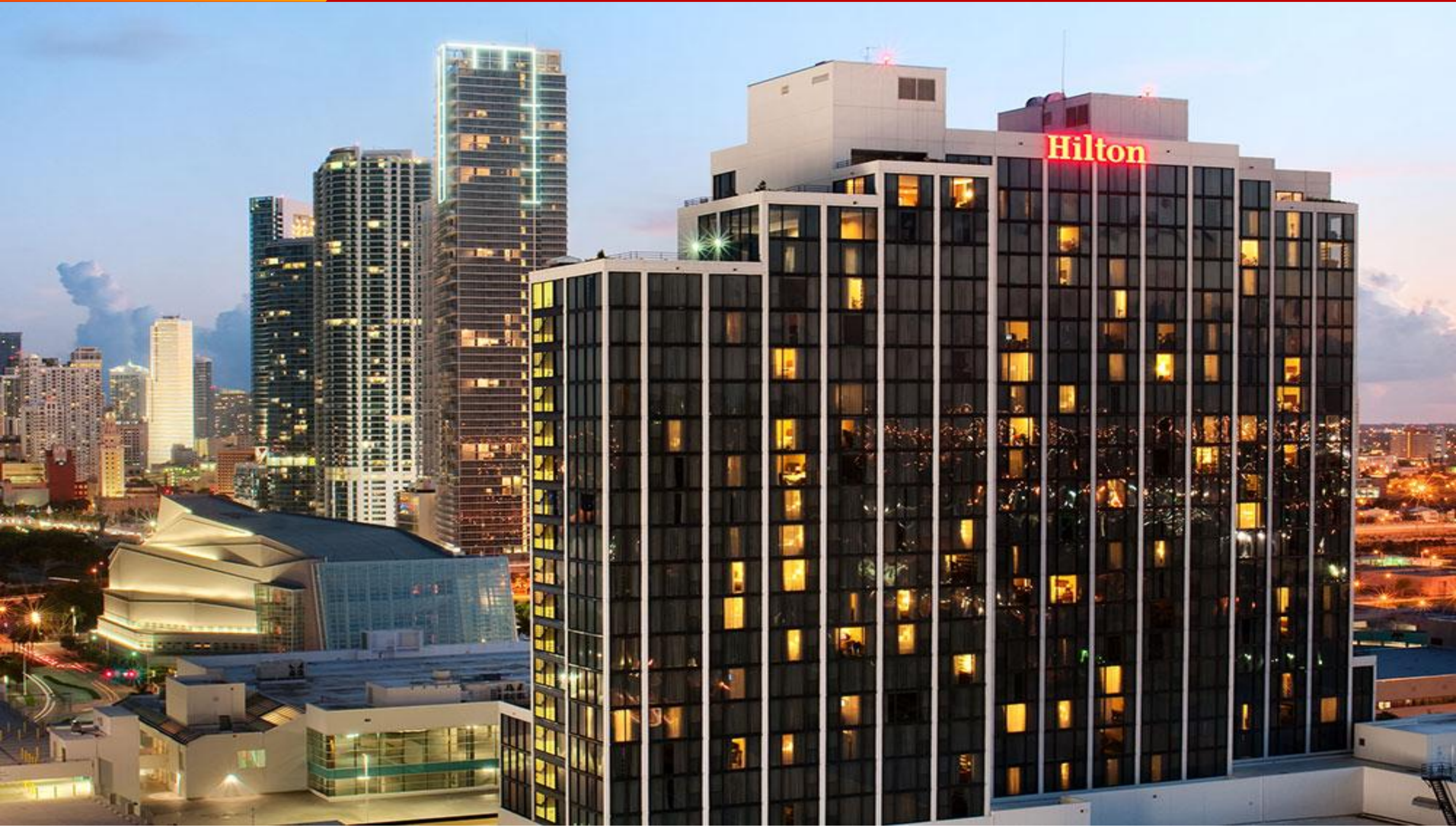
- Continues to lead the Northeast US region at approx. 41.1%[1] market share in 1H18
- ~6,000 machines in operation at the facility (1H17: ~5,500 machines)
- Average WPU at US$391 in 1H18 (1H17: US$431)

Resorts World CASINO NEW YORK CITY

[1] by gaming revenue

US

RESORTS WORLD OMNI HILTON MIAMI DOWNTOWN



GENTING MALAYSIA

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

Resorts World CASINO NEW YORK CITY

US

FIRST LIGHT RESORT & CASINO

- Invested approx. US$426.3 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 30 June 2018. Includes accrued interest.
**Refer to Press Release by GENM on Bursa Malaysia dated 27 February 2018

Artist Impression

GENTING MALAYSIA

LOOKING AHEAD

GENTING MALAYSIA

LOOKING AHEAD
PROSPECTS AND FOCUS

Resorts World Genting

- Leverage on new facilities and attractions
- Improve yield contribution
- Expand into regional markets
- Enhance digital and strategic marketing efforts
- Intensify database marketing

Resorts World GENTING

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 volume of business

GENTING CASINOS
UNITED KINGDOM

LOOKING AHEAD
PROSPECTS AND FOCUS

US & Bahamas

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


RWNYC


Resorts World Bimini

GENTING MALAYSIA

THANK YOU

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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.