



GENTING
MALAYSIA

No. 58019-U

Citi Malaysia Investor Symposium 2019

4 September 2019



AGENDA

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GROUP OVERVIEW

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FINANCIAL HIGHLIGHTS

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MALAYSIAN OPERATIONS

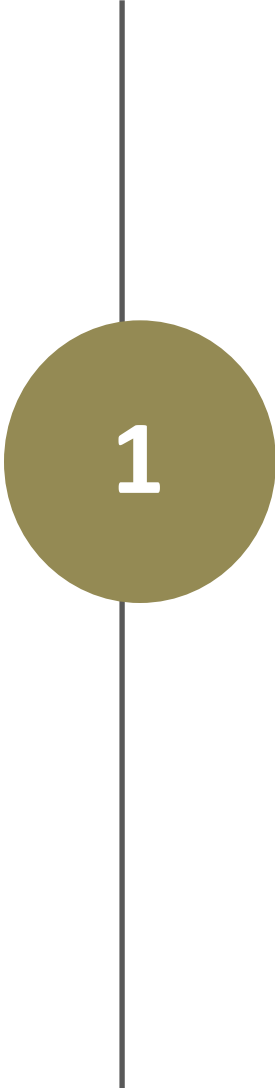
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OVERSEAS OPERATIONS

- UK & EGYPT
- US & BAHAMAS

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LOOKING AHEAD

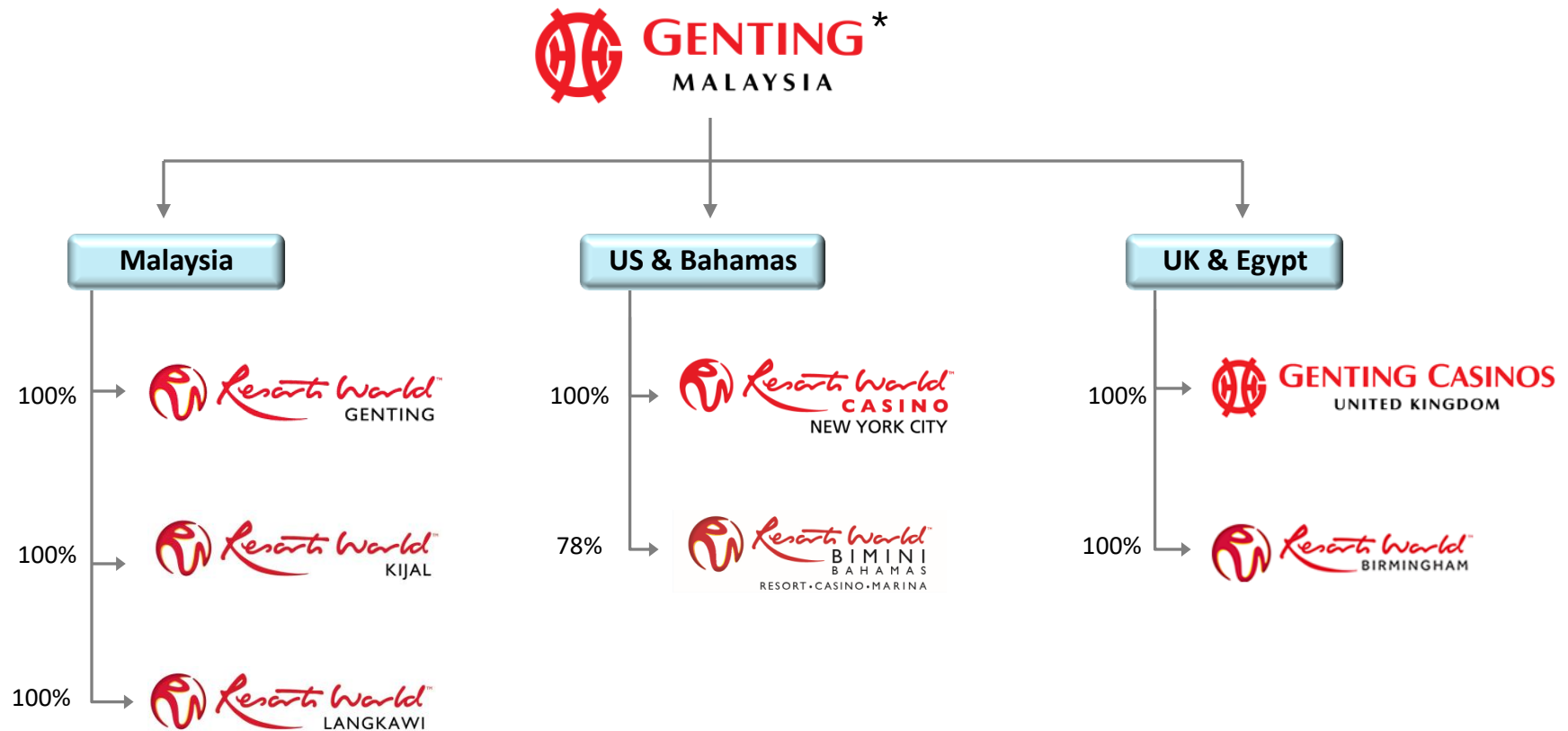


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GROUP OVERVIEW

GROUP OVERVIEW

CORPORATE STRUCTURE



Resorts World Genting (RWG)

- A world-class integrated destination resort
- ~14.1m visitors in 1H19
- ~10,500 rooms
- ~13,400 employees

Resorts World Casino New York City

- ~4.0m visitors in 1H19
- Equipped with ~6,000 video gaming machines (“VGM”) and other leisure facilities
- ~1,000 employees

Genting UK

- ~2.0m visitors in 1H19
- One of the largest gaming operators in the UK
- ~3,400 employees

RW Bimini

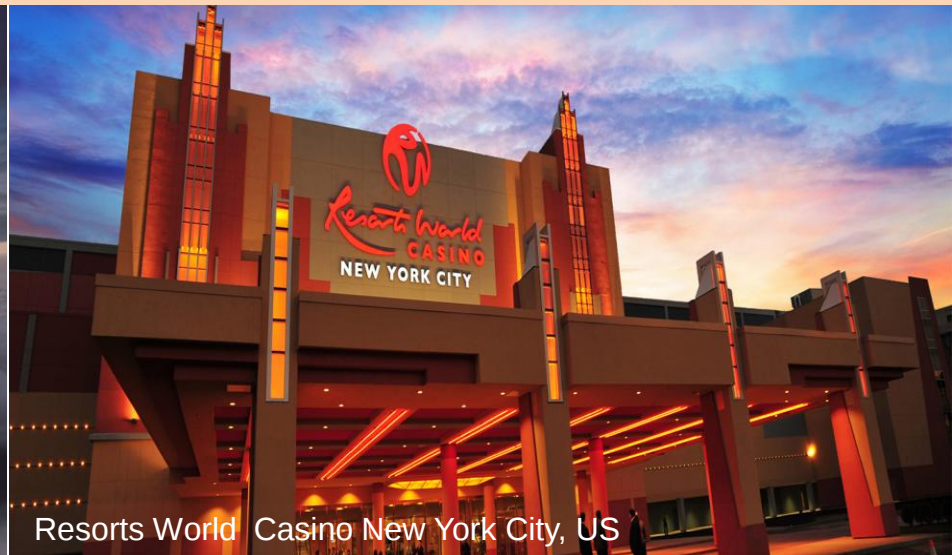
- 78 : 22 joint venture
- Offers gaming, accommodation, leisure and entertainment in the resort
- ~520 employees

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

2Q19 & 1H19

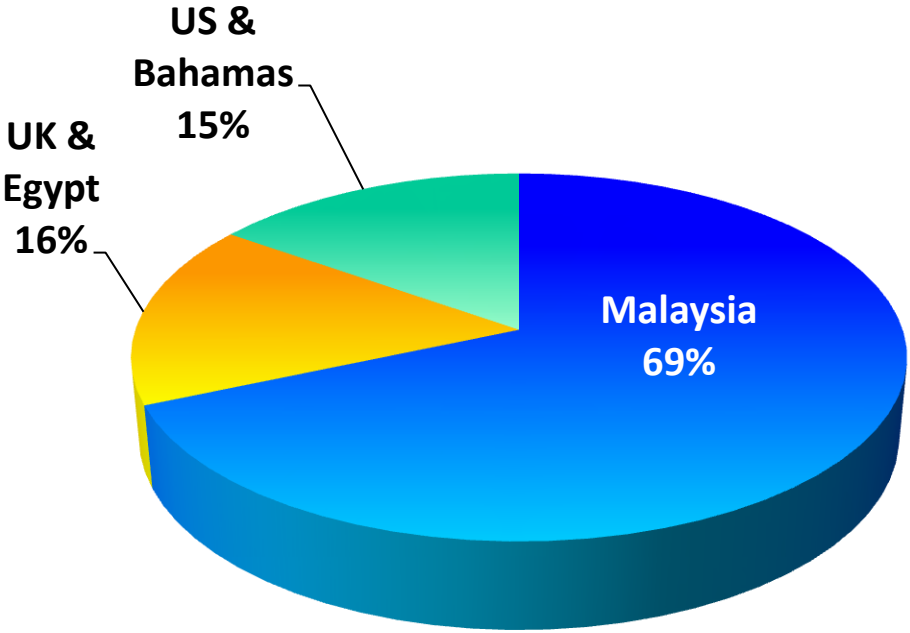
In RM'mil	2Q19	2Q18	% Change	1H19	1H18	% Change
Revenue	2,602	2,422	↑7%	5,337	4,822	↑11%
Adjusted EBITDA	712	702	↑1%	1,396	1,310	↑7%
<i>Adjusted EBITDA Margin</i>	27%	29%		26%	27%	
Net Profit	403	378	↑7%	656	720	↓9%

- Core performance improved, aided by higher hold % at RWG
- 1H19 net profit includes impact of provision for termination related costs

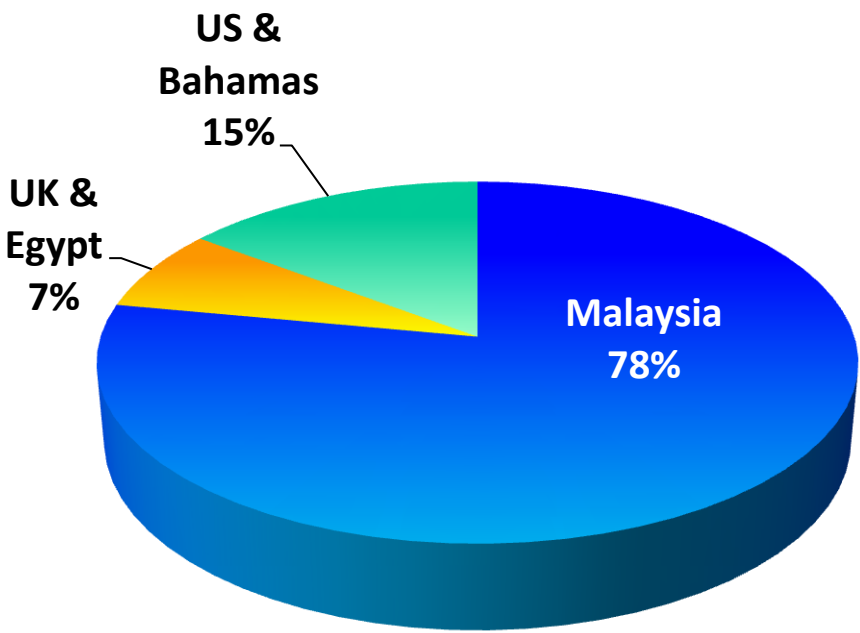
OVERVIEW

REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – 2Q19

Revenue



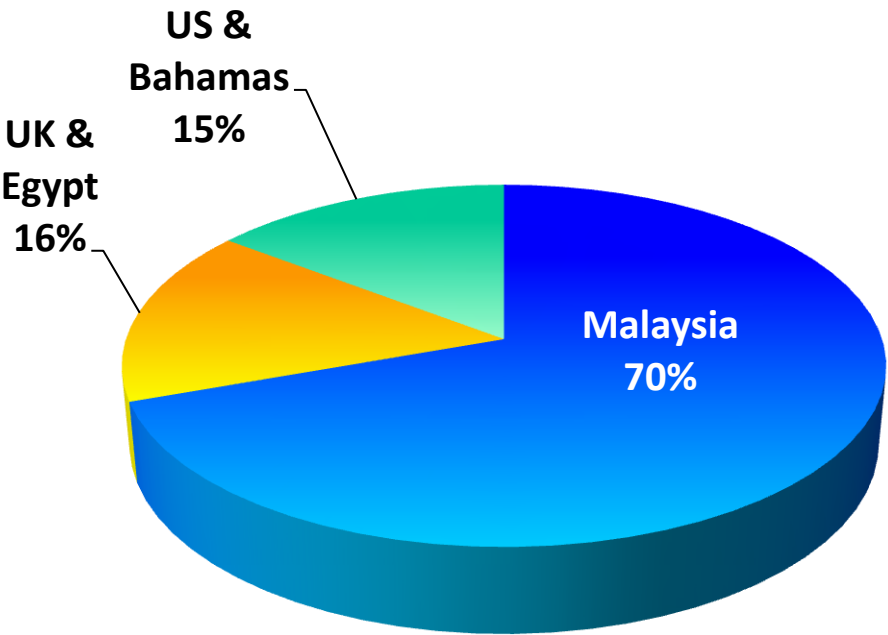
Adjusted EBITDA



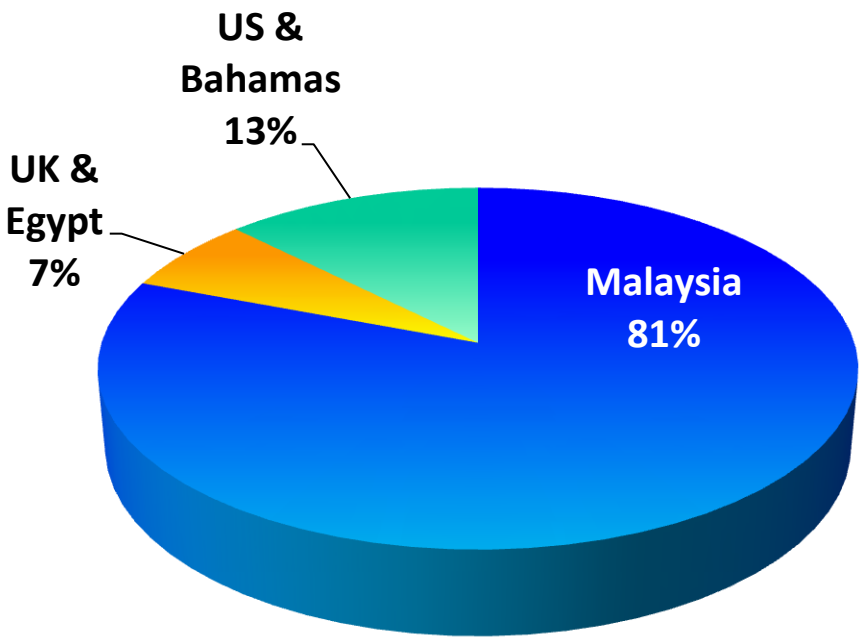
OVERVIEW

REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – 1H19

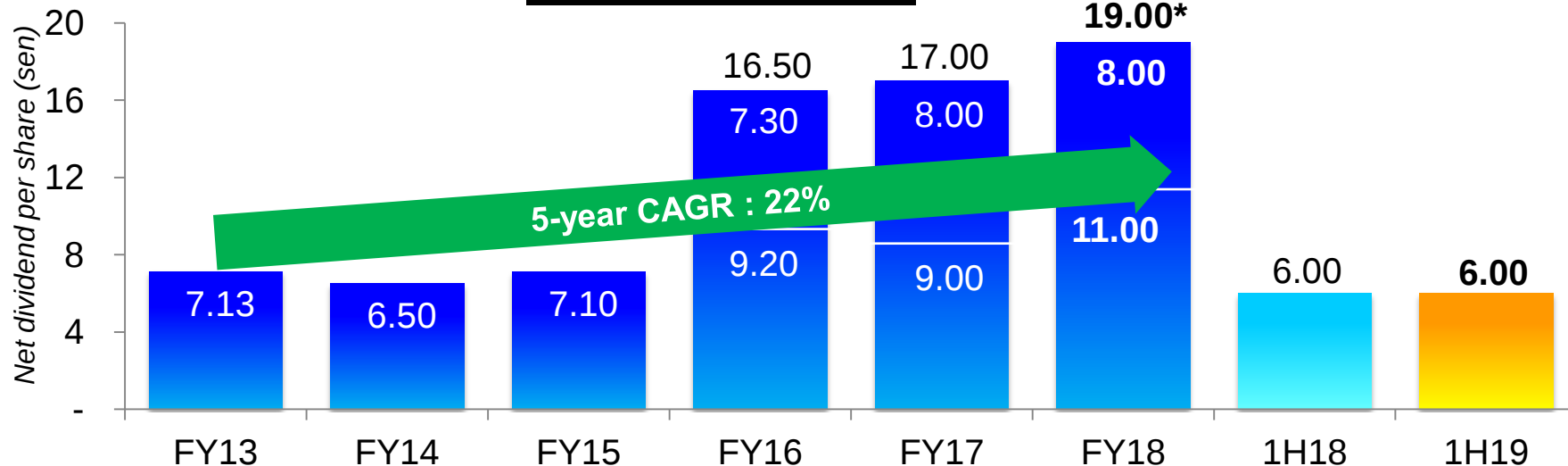
Revenue



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
- 1H19 interim dividend maintained at 6.0 sen (Payout ratio: 50%)

Share Buyback

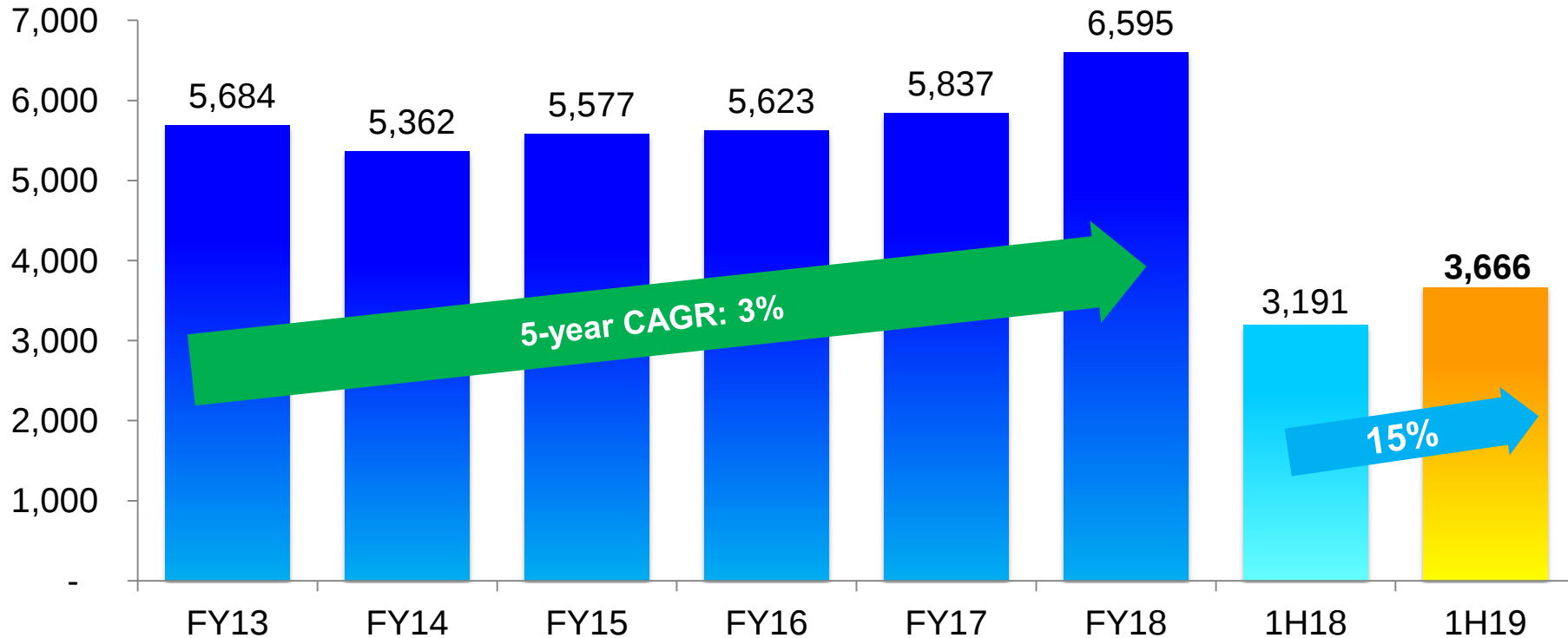
- Net treasury shares to-date: 284 million (4.79% of total issued capital)

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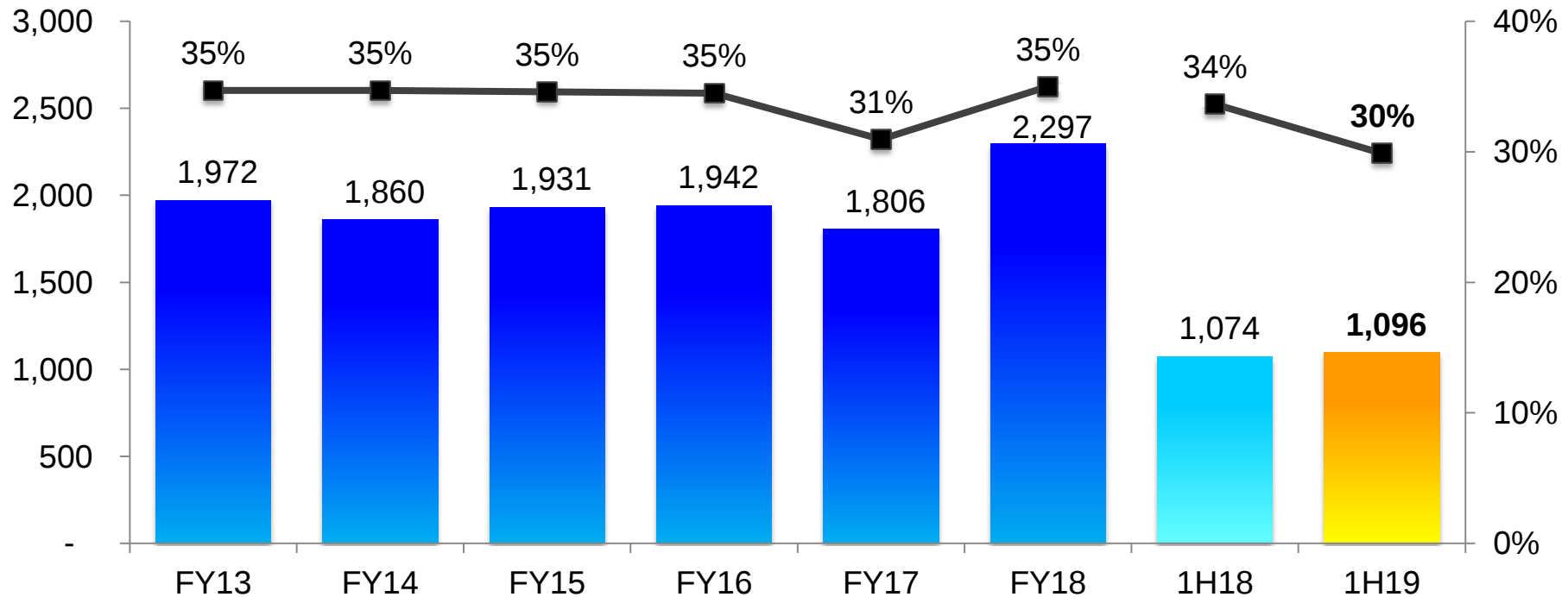
MALAYSIAN OPERATIONS

In RM'mil	2Q19	2Q18	% Change	1H19	1H18	% Change
Revenue	1,756.1	1,591.9	↑10%	3,665.6	3,191.4	↑15%
Adjusted EBITDA	540.0	540.2	Flat	1,095.6	1,073.9	↑2%
<i>Adjusted EBITDA Margin</i>	31%	34%		30%	34%	

- Overall improved performance, aided by:-
 - Higher hold % in mid to premium players segment
 - Increase in non-gaming revenue

Revenue (RM'mil)

- Steady growth despite increasingly challenging operating environment

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

- Adjusted EBITDA margin impacted by higher casino duties
- Ongoing cost rationalisation efforts mitigate impact of rising cost structure



14.1m
VISITORS

(1H18: 12.8m)

↑10%



76%
DAY-TRIPPERS

(1H18: 73%)

4.8m
MEMBERS

↑10%

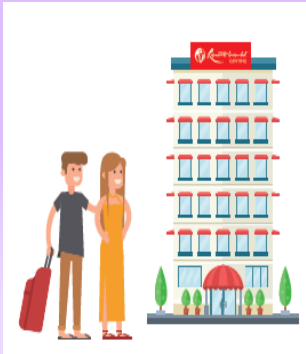


(1H18 : 4.4mil)

4.7m
TICKETS SOLD



(1H18: 4.7mil)



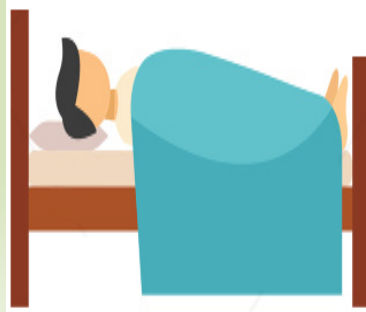
10,500
ROOMS
7 HOTELS



1.7m
ROOM NIGHTS
SOLD

(1H18: 1.7m)

RM215
AVG ROOM RATE



(1H18: RM105)

↑ >100%



95%
OCCUPANCY (1H18: 96%)

OVERSEAS OPERATIONS



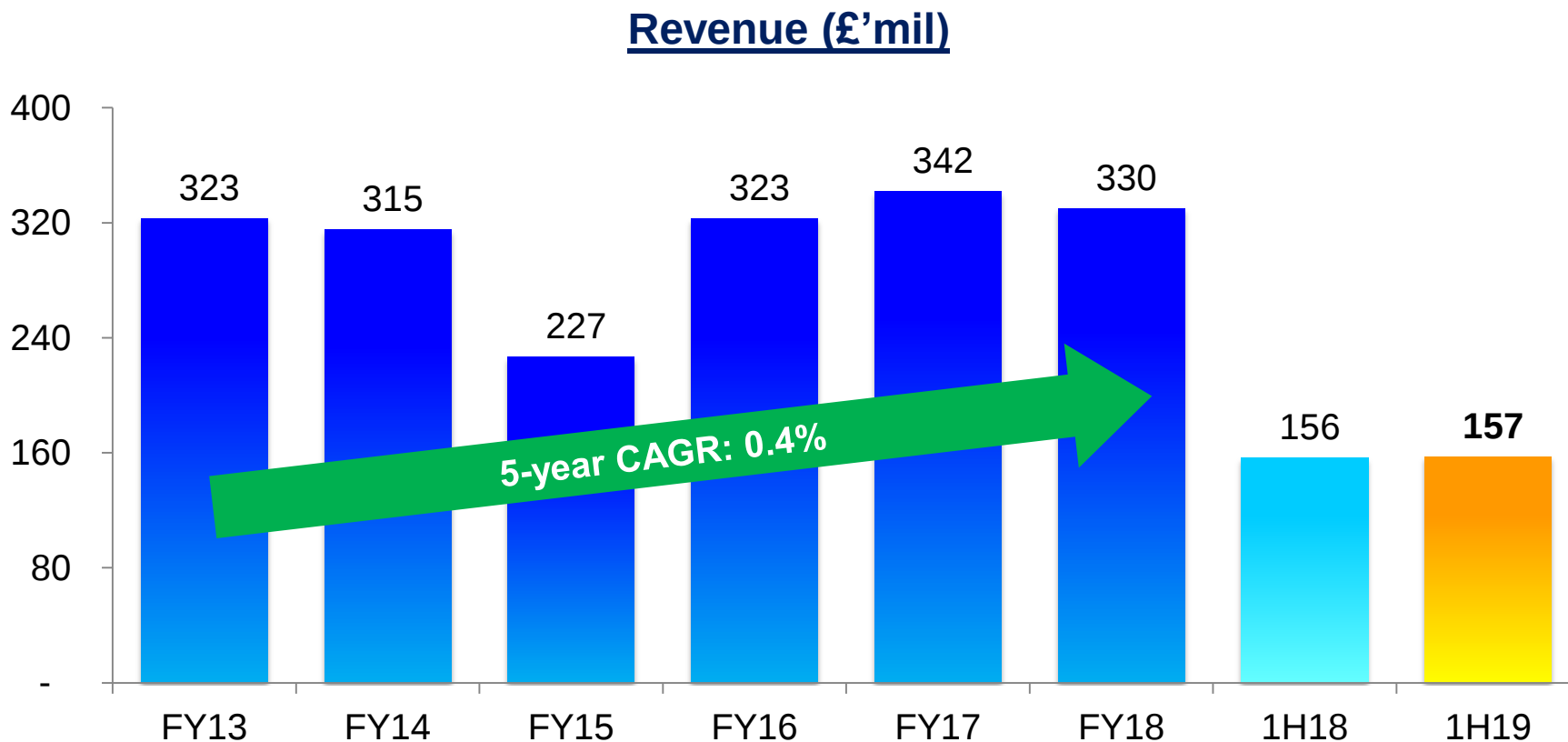
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OVERSEAS OPERATIONS

- UNITED KINGDOM & EGYPT

In £'mil	2Q19	2Q18	% Change	1H19	1H18	% Change
Revenue	78.7	81.0	↓3%	157.4	156.4	↑1%
Adjusted EBITDA	8.5	5.5	↑54%	16.2	11.1	↑46%
<i>Adjusted EBITDA Margin</i>	11%	7%		10%	7%	

- Adjusted EBITDA improved, mainly due to adoption of a new accounting standard
- Visitors ↓4% to 2.0m in 1H19 (1Q18: 2.1m)



- Revenue remained relatively stable amid subdued consumer sentiment

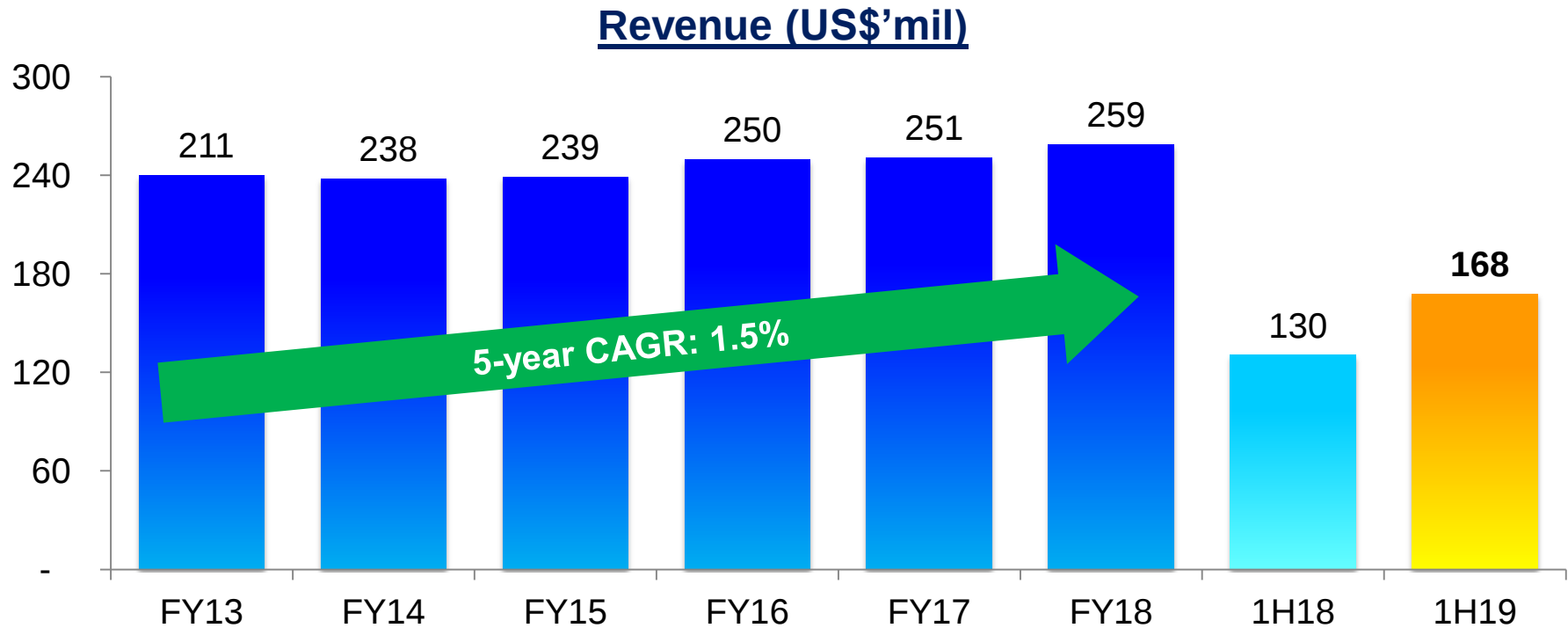
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OVERSEAS OPERATIONS

- US & BAHAMAS

In US\$'mil	2Q19	2Q18	% Change	1H19	1H18	% Change
<u>Revenue*</u>						
RWNYC and RW Omni	112.7	75.3	↑50%	190.6	152.3	↑25%
RW Bimini	7.9	6.8	↑16%	12.1	13.1	↓8%
Total	120.6	82.1	↑47%	202.7	165.4	↑23%
<u>Adjusted EBITDA*</u>						
RWNYC and RW Omni	27.1	28.1	↓4%	48.4	51.5	↓6%
RW Bimini	(2.3)	(8.4)	↑72%	(7.5)	(15.4)	↑51%
Total	24.8	19.7	↑26%	40.9	36.1	↑13%
Margin	21%	24%		20%	22%	

- Improvement in revenue mainly driven by higher business volumes at RWNYC
- RW Bimini continues to record narrowing losses as operational efficiencies improve



- Continues to lead the Northeast US region with 41.6%¹ market share
- ~6,100 machines in operation at the facility
- Average WPU at US\$403 in 1H19 (1H18: US\$391)

US

RWNYC EXPANSION

- New attractions include a new 400-room hotel, additional gaming space and a variety of dining, entertainment and retail outlets
- First phase is expected to open by end of 2019



Artist Impression

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LOOKING AHEAD

Resorts World Genting

- Continue work on the development of the outdoor theme park
- Rationalise operating cost structure
- Improve service delivery and operational efficiencies
- Leverage new assets to grow key business segments
- Optimise yield management and database analytics



UK & Egypt

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



US & Bahamas

- RWNYC
 - Execute various marketing initiatives
 - Focus on RWNYC's ongoing expansion
- RW Omni
 - Leverage the Hilton Miami Downtown
- RW Bimini
 - Enhance infrastructure and connectivity
 - Leverage partnerships with renowned brands



THANK YOU

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