



GENTING

MALAYSIA

No. 58019-U

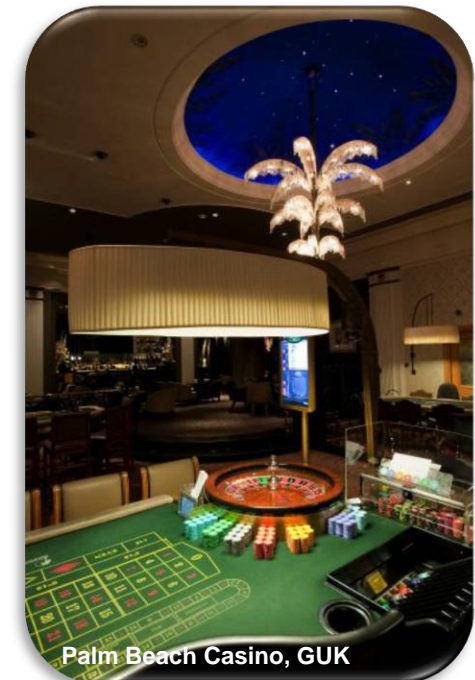
Corporate Presentation

**CIMB 7th Annual
Malaysia Corporate Day**

6 January 2015

Agenda

- ✓ **Overview**
- ✓ **Financial Highlights**
- ✓ **Malaysia Operations**
 - Resorts World Genting
- ✓ **Overseas Operations**
 - Genting Casinos United Kingdom
 - Resorts World Birmingham
 - Resorts World Casino New York City
 - Resorts World Bimini & Bimini SuperFast
- ✓ **Looking Ahead**



Overview



3D Mega Projection, RWG



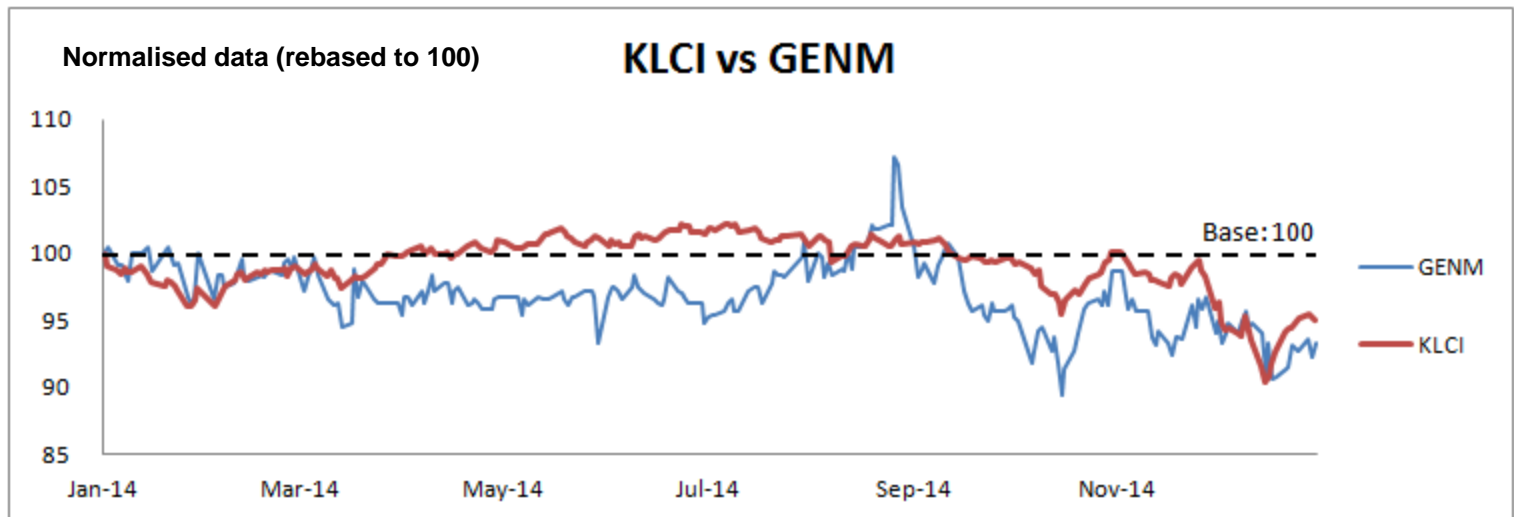
Palm Beach Bar, GUK



Guest Villas, RW Bimini

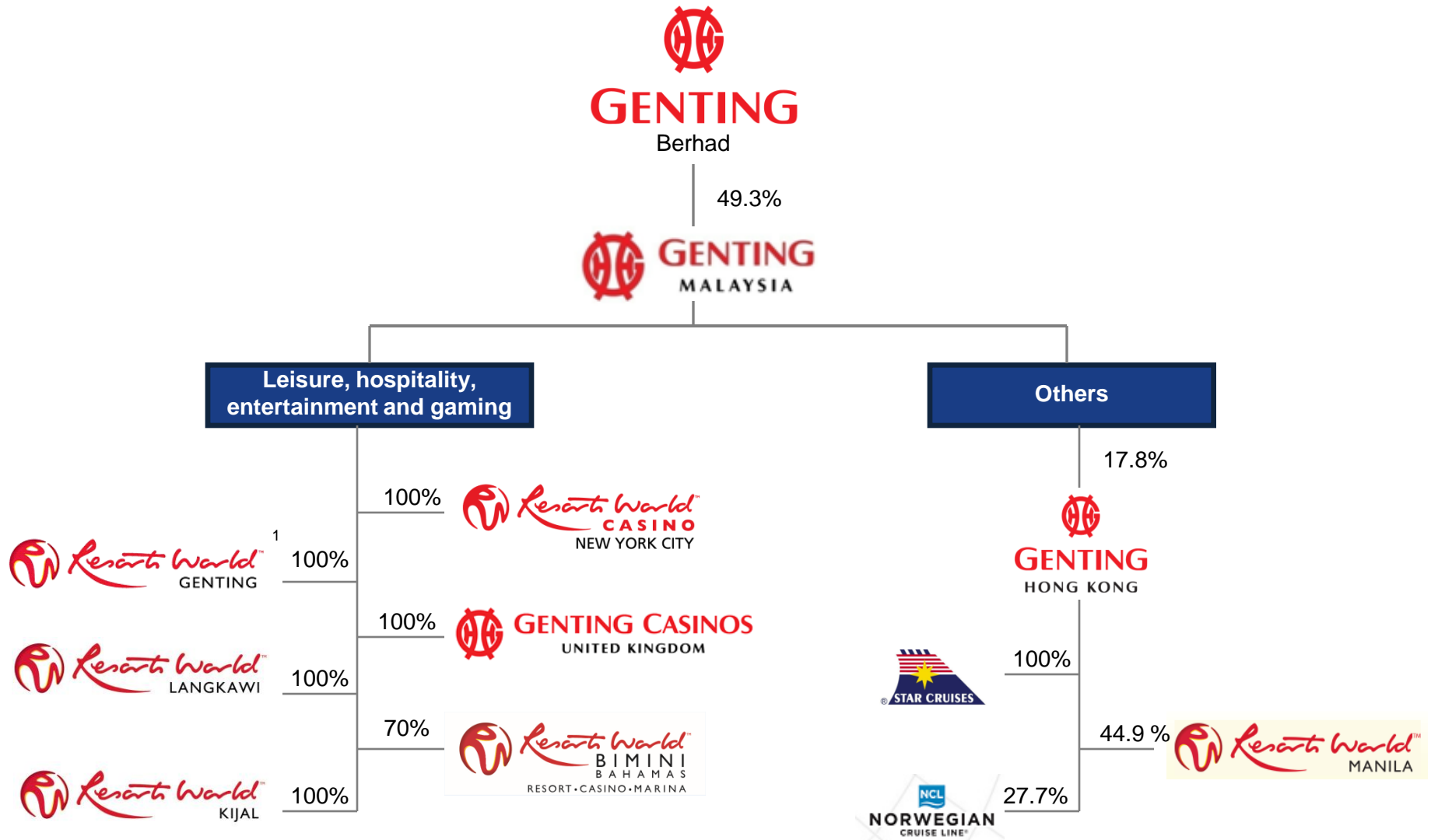
Genting Malaysia Berhad – Overview

- ✓ Market capitalisation of approx. RM24 bil (US\$8 bil)
- ✓ ~ 19,000 employees
- ✓ Major leisure, entertainment and gaming operations worldwide
 - Malaysia
 - United Kingdom
 - United States of America
 - Bahamas



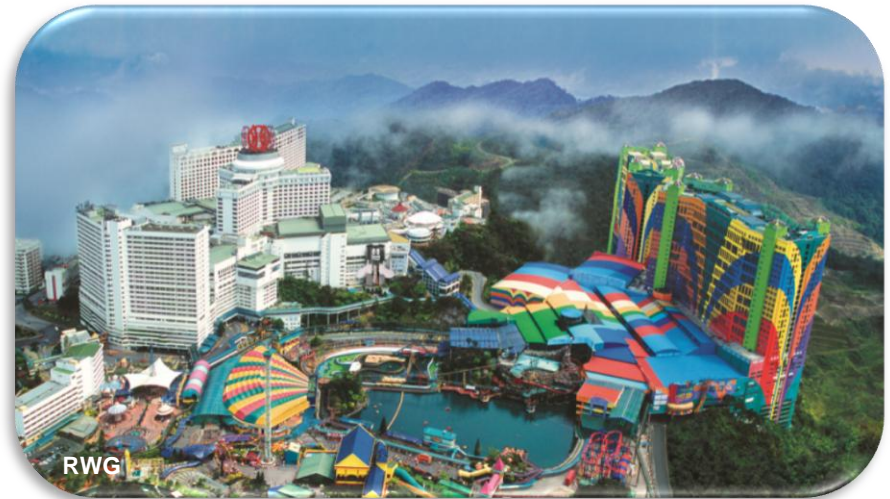
2014 YTD: KLCI ↓4.9% vs GENM ↓6.7%

Corporate Structure – Leisure & Hospitality



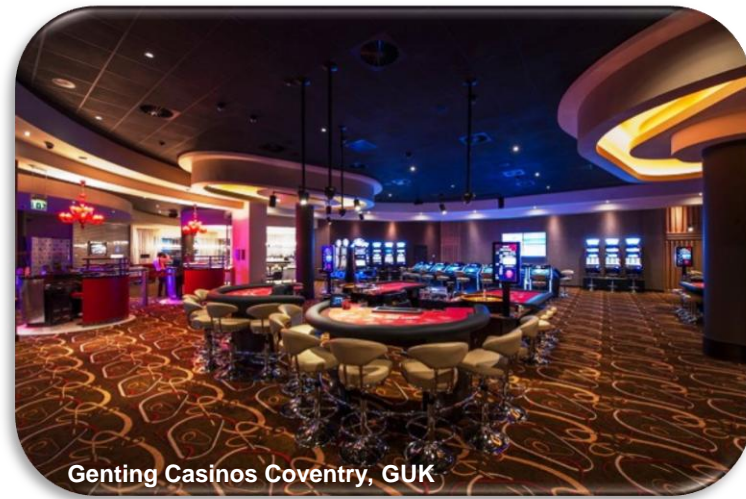
Resorts World Genting, Malaysia

- ✓ 19.6m visitors in FY2013
- ✓ ≈ 13,000 employees
- ✓ ≈ 3.5m Genting loyalty card members
- ✓ ≈ 9,000 rooms
- ✓ Adjusted EBITDA of RM1,974m in FY2013



Genting Casinos United Kingdom, UK

- ✓ 4.0m visitors in FY2013
- ✓ Operates 41 casinos
 - 4 International Markets casinos
 - 37 Home Markets casinos
- ✓ ≈ 3,400 employees
- ✓ Adjusted EBITDA of £47m in FY2013



Resorts World Casino New York City, US

- ✓ 12.0m visitors in FY2013
- ✓ Equipped with 5,000 video gaming machines and other leisure facilities
- ✓ ≈ 1,000 employees
- ✓ Adjusted EBITDA of US\$100m in FY2013



..... Highest grossing slots facility by revenue in North America

Resorts World Bimini & Bimini SuperFast

- ✓ 70 : 30 joint venture
- ✓ Experience starts in Miami aboard the Bimini SuperFast cruise ferry
- ✓ Offers gaming, accommodation, leisure and entertainment in the resort and on the SuperFast cruise ferry
- ✓ ≈ 500 employees



Financial Highlights



Fantastica! 2



Genting Club Chinatown London, GUK



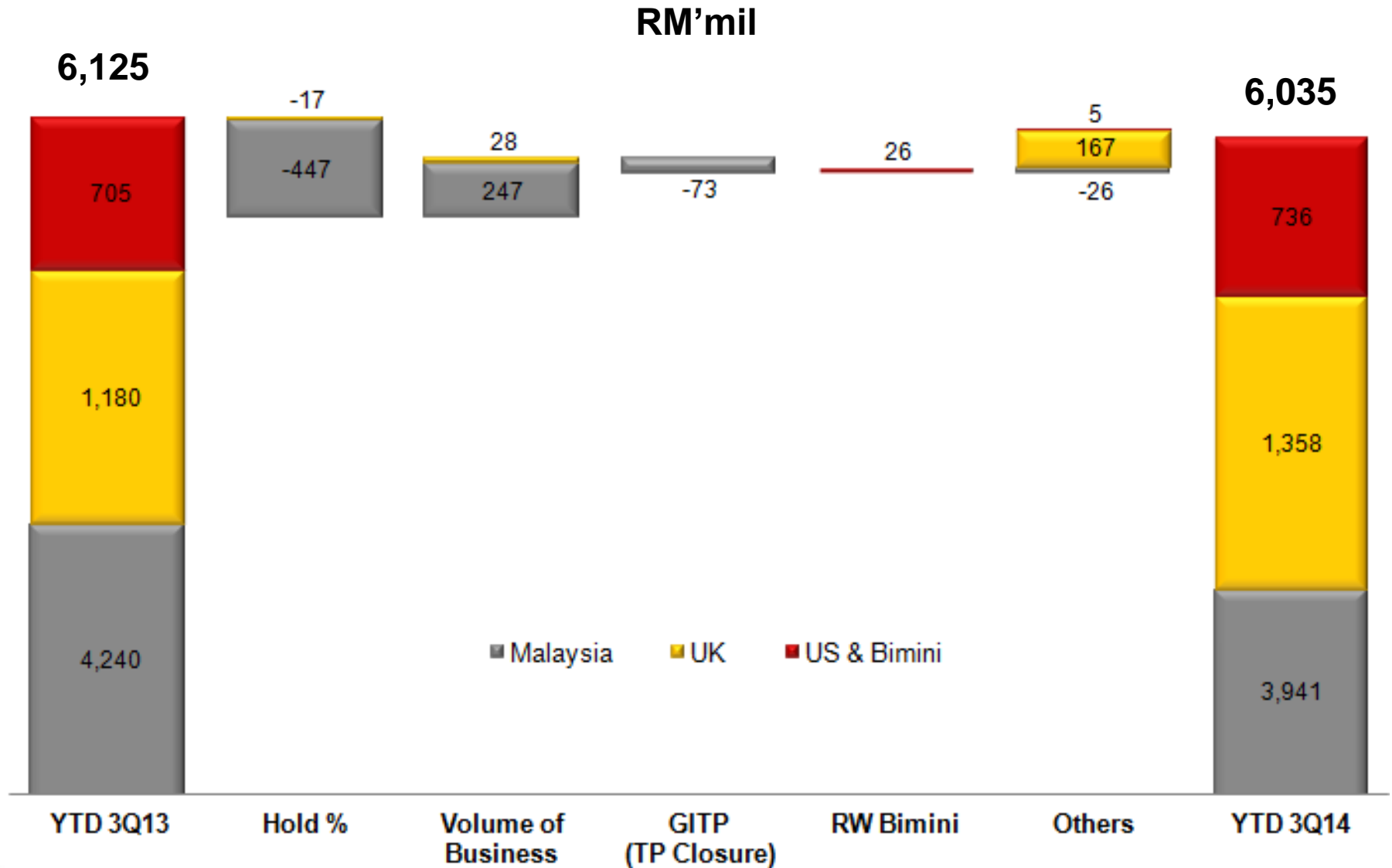
Gaming Floor, RWNYC

Financial Performance at a Glance – YTD 3Q14

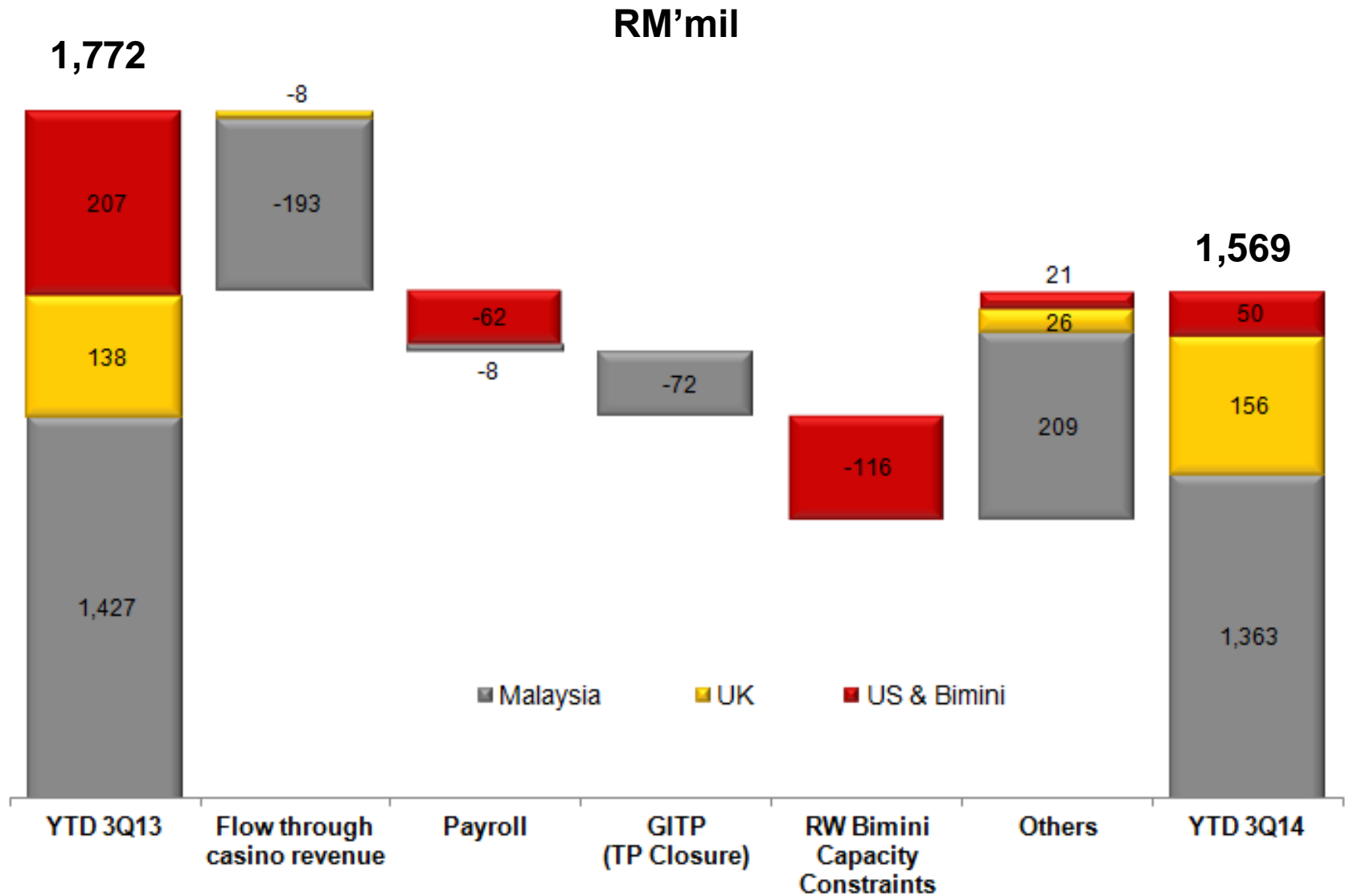
In RM 'million	Malaysia	UK	US & Bahamas	YTD 3Q14 Total	YTD 3Q13 Total	
Revenue	4,048	1,363	760	6,171	6,207	↓1%
Adjusted EBITDA	1,448	154	40	1,642	1,844	↓11%
Adjusted EBITDA margin	36%	11%	5%	27%	30%	
PBT	1,265	24	(133)	1,156	1,328	↓13%
Tax	(282)	(11)	(16)	(310)	(136)	↓>100%
Net Profit	983	13	(149)	846	1,192	↓29%

- ✓ Malaysian operations
 - Overall higher volume of business despite lower VIP hold percentage
- ✓ UK operations
 - Overall higher volume of business and positive foreign exchange movement
- ✓ US operations
 - RWNYP adjusted EBITDA affected by higher payroll costs
 - Capacity constraints at RW Bimini

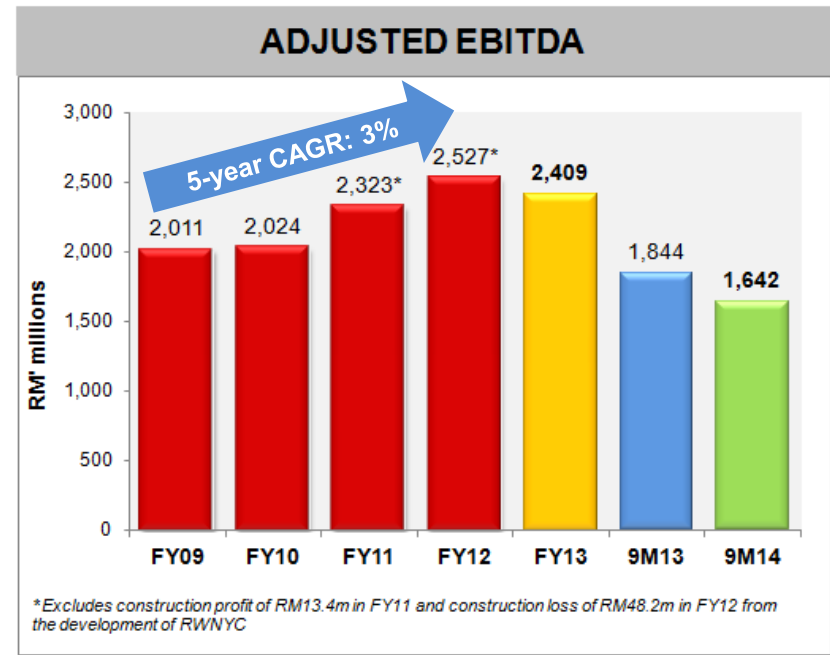
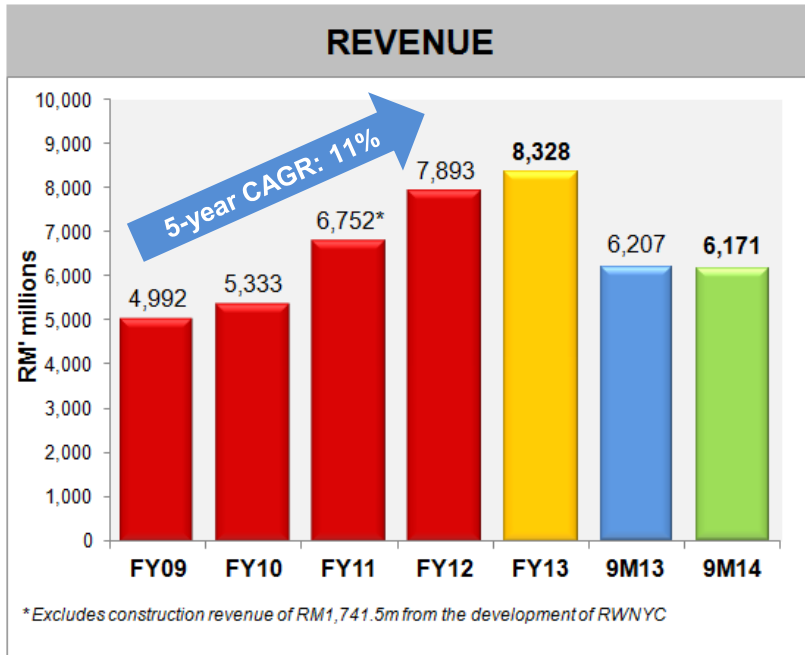
GENM – L&H Revenue Bridge



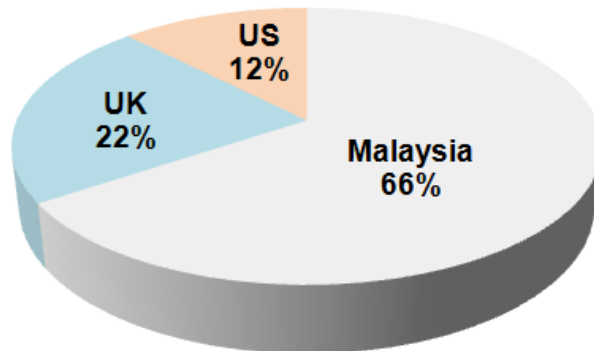
GENM – L&H EBITDA Bridge



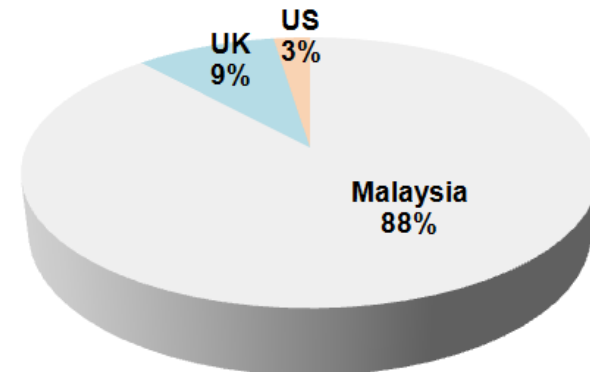
Revenue and Adjusted EBITDA



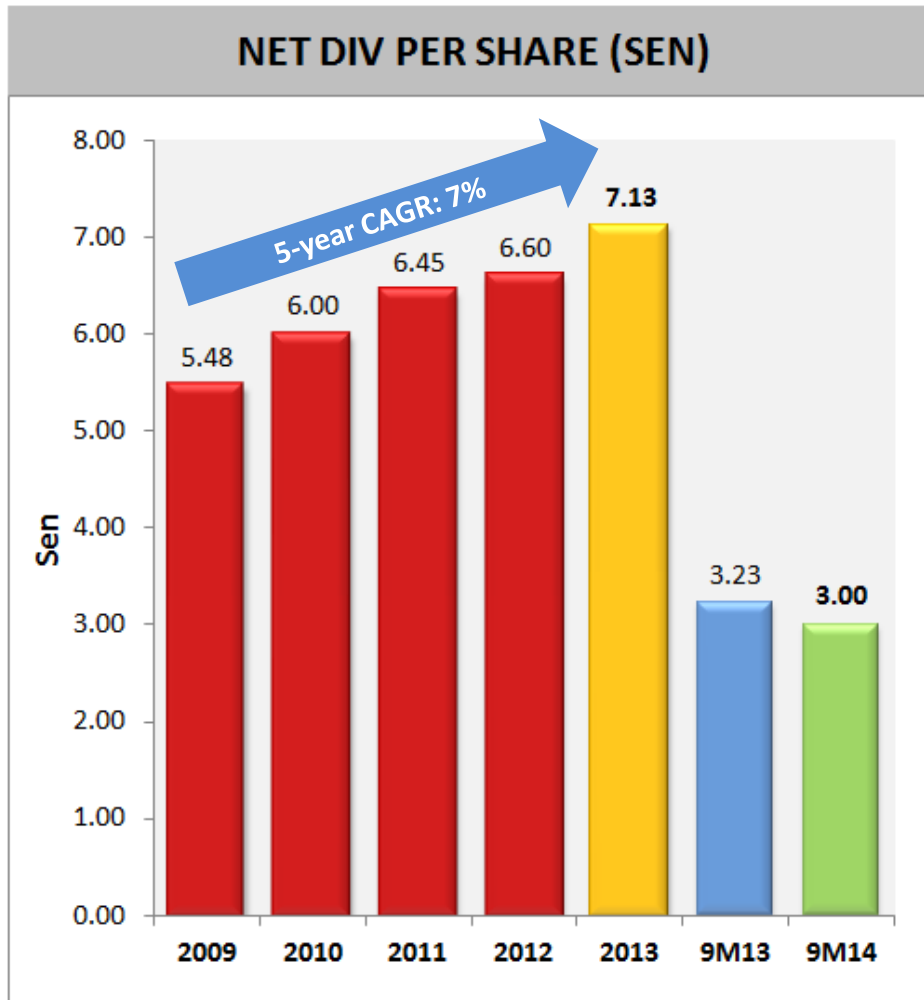
Revenue by geography in YTD 3Q14*:



Adjusted EBITDA by geography YTD 3Q14*:



Capital Management Strategy



Dividend

- Net div per share : 7.13 sen in 2013
 - 5-year CAGR: 7%
- YTD 3Q14 interim dividend: ↓ **7%**
- Consistent payout ratio ≈ 25%

Share Buy Back

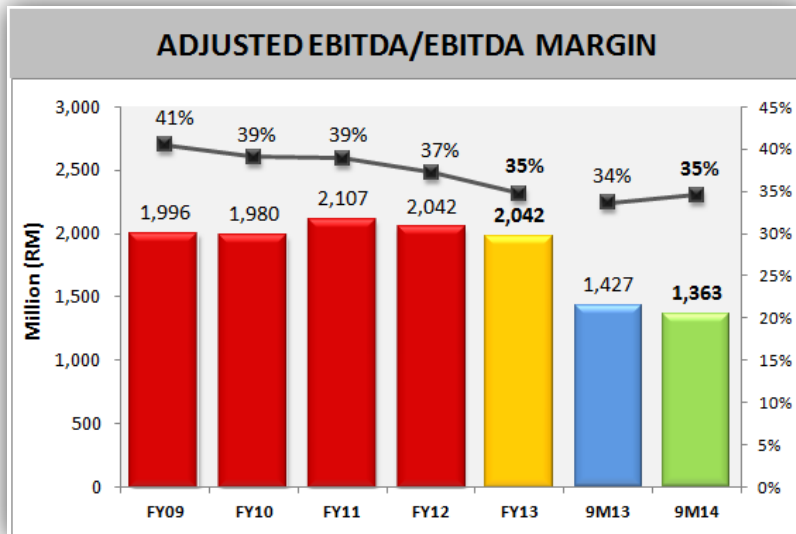
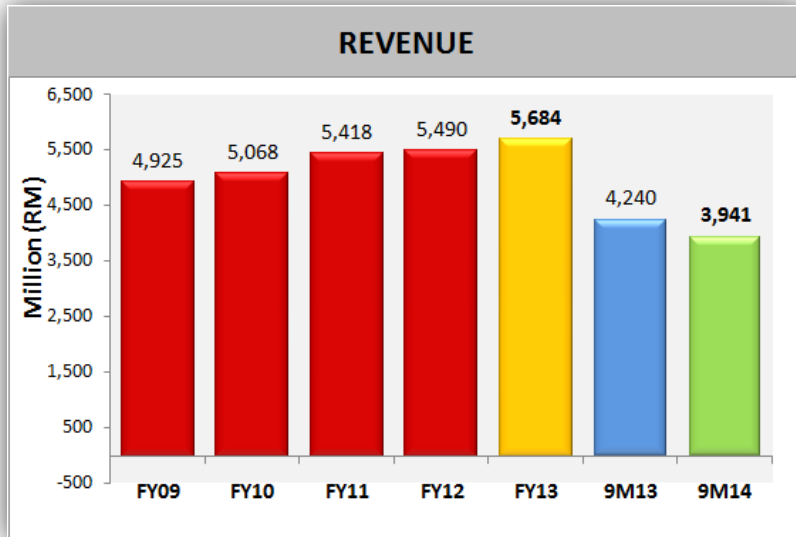
- Initiated since July 2007
- To date, bought back 268m shares for **RM900m**
- **4.51%** of total issued capital

MALAYSIA OPERATIONS



Aerial view of Resorts World Genting

RWG – Performance Review



Operational Performance:

- Revenue growth
 - ↓ **7%** y-o-y (9M14 vs 9M13)
 - 5-year CAGR : 3%
- Adjusted EBITDA
 - ↓ **5%** y-o-y (9M14 vs 9M13)
- Adjusted EBITDA margin
 - ↑ **1ppt** to **35%** (9M14 vs 9M13)

GENTING INTEGRATED TOURISM PLAN (“GITP”)

RESORTS WORLD GENTING, MALAYSIA



Artist impression (subject to change)

Genting Integrated Tourism Plan (“GITP”)



- ✓ On 17 December 2013, launched the **RM5.0 billion (~US\$1.6 billion) Genting Integrated Tourism Plan** and **Twentieth Century Fox World** theme park
- ✓ On 4 December 2014, introduced **Sky Avenue (Premium mall)** and **RWG brand ambassador, Tan Sri Michelle Yeoh**

GITP – Proposed Plans

- ✓ 3 new hotels (~3,000 rooms)
- ✓ 20th Century Fox World theme park
- ✓ Sky Avenue & Sky Plaza (~450k sf)
- ✓ Showroom (10,000 pax)
- ✓ New cable car system (7,200 pax/hour)
 - Linking mid-hill to hilltop
- ✓ Forecasts by 2020
 - 30 million visitors to RWG
 - 5.8 million Genting Rewards members



SKY AVENUE
RESORTS WORLD GENTING



Sky Avenue, Artist Impression

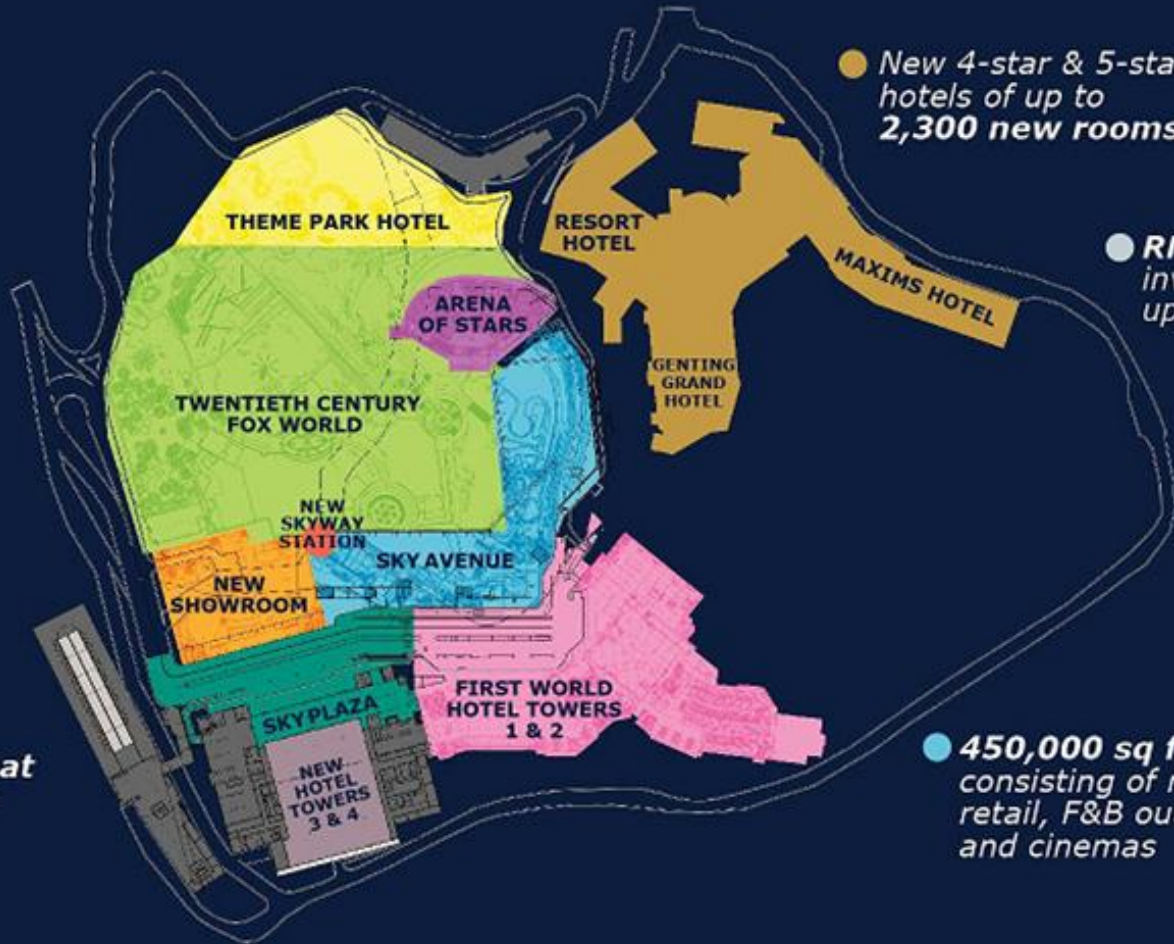
GITP Development

26 MILLION VISITORS BY 2018

● The first Twentieth Century Fox World

● New Skyway link with capacity of 7,200 pax per hour

● 11,500-seat world-class showroom



● New 4-star & 5-star hotels of up to 2,300 new rooms

● RM5 billion invested in upgrades

● 450,000 sq ft consisting of new retail, F&B outlets and cinemas

Sky Avenue Launching Video



OVERSEAS OPERATIONS



UNITED KINGDOM



Genting Club Blackpool, GUK

Genting UK Performance

£ 'mil	YTD 3Q14	YTD 3Q13	
Revenue*	252.1	244.4	↑3%
Adjusted EBITDA	28.6	32.6	↓12%
Adjusted EBITDA Margin	11%	13%	

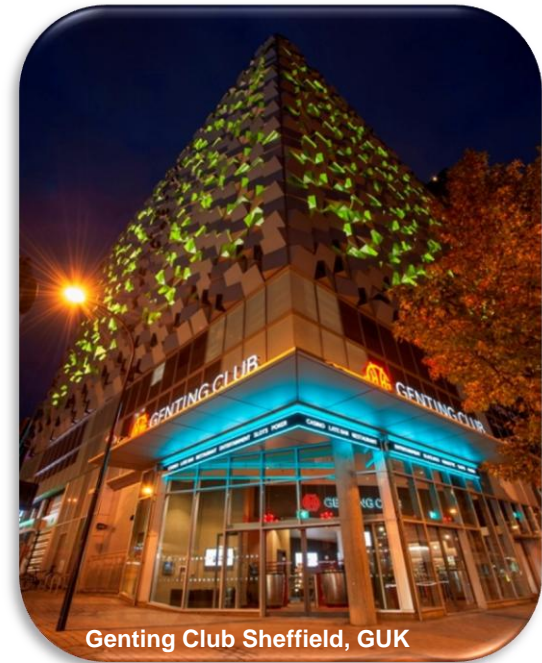
Overview

- ✓ 4 International Markets casinos + 37 Home Markets casinos

YTD 3Q14 Performance

- ✓ Revenue ↑ 3% y-o-y
 - International Markets ↓ 1%
 - Home Markets ↑ 9%
- ✓ Visitors remained flat at 3 million for YTD 3Q14

* Revenue split: International markets – 58%; Home markets – 42%



Genting Club Sheffield, GUK



Sheffield Bar, GUK

RW Birmingham, UK

- ✓ Located at the National Exhibition Centre, Birmingham
- ✓ Investment commitment: £150 mil
- ✓ Features include
 - Casino
 - 180-room hotel
 - Outlet shopping mall & cinema
 - Conference & banqueting space
 - Sky bar, spa & other F&B offering



RW Birmingham, Artist Impression

UNITED STATES



RWNYC Performance

US\$'mil	YTD 3Q14	YTD 3Q13	
Revenue	176.5	181.6	↓3%
Adjusted EBITDA	66.9	81.9	↓18%
Adjusted EBITDA Margin	38%	45%	



YTD 3Q14 Performance

- ✓ Average Win Per Unit ↑ 2% y-o-y
- ✓ Market share* of 42% (YTD 3Q13: 40%)
- ✓ Visitors: 6.5m

* New York Statewide total net wins in YTD 3Q14:

- RWNYC: US\$603.3m (YTD 3Q13: US\$591.5m)
- NY Statewide: US\$1.43b (YTD 3Q13: US\$1.47b)



Resorts World Miami, US

- ✓ US\$ 500m investment
- ✓ 30-acres prime freehold waterfront site in downtown Miami (includes Miami Herald and OMNI Center)
- ✓ Plan for a mixed-use development is currently in progress
- ✓ Demolition and site preparation on the former Miami Herald site



BAHAMAS



Casino, RW Bimini

Resorts World Bimini & Bimini SuperFast

US\$'mil	YTD 3Q14	YTD 3Q13
Revenue	11.8	4.0
Adjusted EBITDA	(50.7)	(16.1)

- ✓ Commenced operations on 1 July 2013
- ✓ Bimini SuperFast cruise ferry
 - Sails regularly between Miami and Bimini
 - Capacity of up to 1,500 pax
- ✓ New deep water jetty was launched on 18 September 2014



Looking Ahead



Ocean Villa, RW Bimini



Skyway, RWG



Lounge, Birmingham, Artist Impression

Prospects and Focus

General Prospects

- Global economy continues to expand at moderate and uneven pace
- International tourism industry remains broadly positive in spite of the recent negative sentiments relating to air travel and virus outbreak
- Cautious on near term outlook for L&H industry; positive on the longer term outlook



Resorts World Genting

- Core business expected to remain resilient
- Continues to develop plans to boost visitations , optimize operational efficiencies and intensify yield management strategies
- GITP development at RWG



Prospects and Focus

Genting UK

- Committed to further grow the International and Home Markets divisions
- Resorts World Birmingham is expected to be operational by mid 2015



Resorts World Casino New York City

- Continues to enhance marketing initiatives to grow visitations and customer database

Resorts World Miami

- Plans for a mixed-use development and demolition of the former Miami Herald site is underway

Resorts World Bimini

- New luxury hotel will be operational by 1H 2015



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.

