



**GENTING**

**MALAYSIA**

No. 58019-U

# **Corporate Presentation**

**CLSA IF2014 - HK**

September 2014

# Agenda

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## ✓ Overview

- **Genting Group**
- **Domestic Operations**
  - Resorts World Genting
- **Overseas Operations**
  - Genting Casinos United Kingdom
  - Resorts World Casino New York City
  - Resorts World Bimini & Bimini SuperFast



Genting Casinos Chinatown London, GUK



Marina, RW Bimini

## ✓ Financial Highlights

## ✓ Looking Ahead



Genting Club, RWG

# Overview



RWG



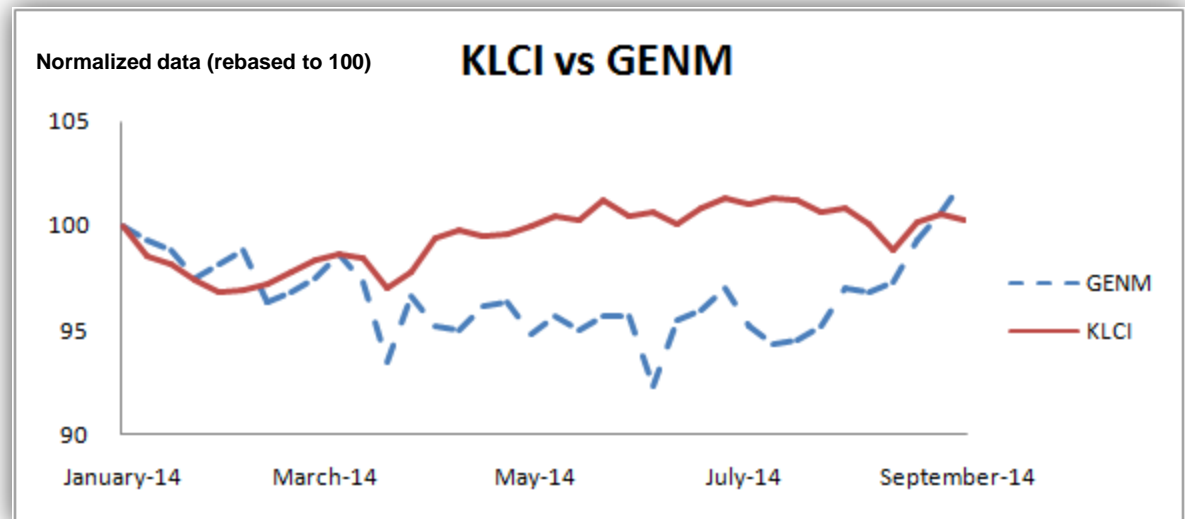
Palm Beach Bar, GUK



Guest Villas, RW Bimini

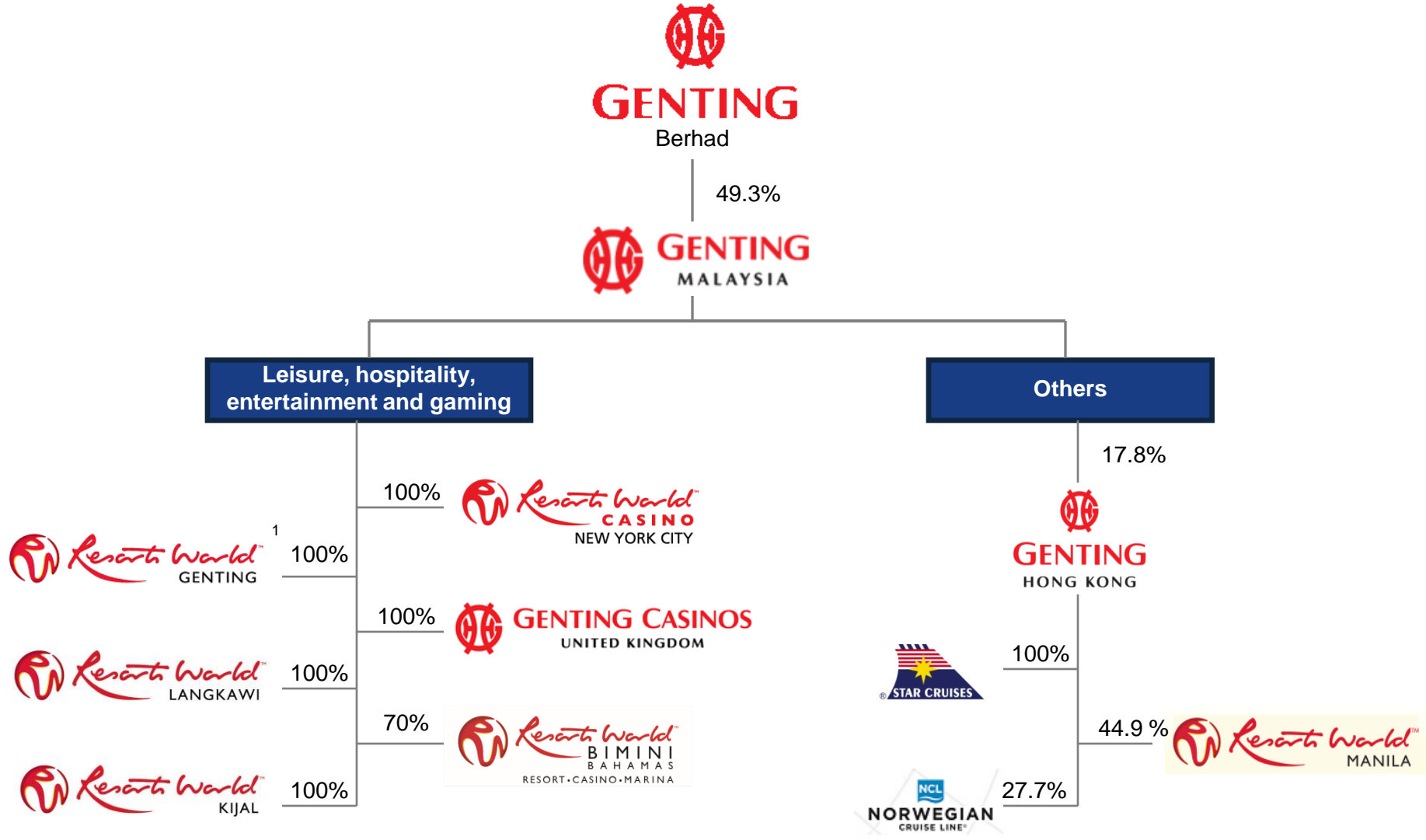
# Genting Malaysia Berhad – Overview

- ✓ Market capitalisation of approx. RM25.2 bil (US\$8.0 bil)
- ✓ ≈ 19,000 employees
- ✓ Major leisure, entertainment and gaming operations worldwide
  - Malaysia
  - United Kingdom
  - United States of America
  - Bahamas



2014 YTD: KLCI ↑ 0.71% vs GENM ↑ 3.44%

# Corporate Structure – Leisure & Hospitality



<sup>1</sup> Includes Awana Hotel

# 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



Freeze 2, RWG



Crockfords, RWG



Resorts World Genting

# Genting Casinos United Kingdom, UK

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- ✓ 4.0m visitors in FY2013
- ✓ Operates 41 casinos (London: 6; Provincial: 35)
- ✓ ≈ 3,400 employees
- ✓ Adjusted EBITDA of £47m in FY2013



Genting Casino Margate, UK



Genting Club Riverlights, UK



Crockfords, UK

# Resorts World Casino New York City, US

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- ✓ 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



F&B Outlet, RWNYC



Baccarat Club, RWNYC



RWNYC

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



# Resorts World Bimini & Bimini SuperFast

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- ✓ Commenced operations on 1 July 2013
- ✓ 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



RW Bimini



Bimini SuperFast



Casino, RW Bimini

# Financial Highlights



Genting Club Chinatown London



Bimini Club, RW Bimini



Gaming Floor, RWNYC

# Financial Performance at a Glance – FY2013

In RM 'million	Malaysia	UK	US & Bahamas	FY13	FY12	
				Total	Total	
Revenue	5,747	1,596	985	8,328	7,893	↑6%
Adjusted EBITDA	2,007	234	168	2,409	2479 <sup>(1)</sup>	↓3%
Adjusted EBITDA margin	35%	15%	17%	29%	31%	
PBT	1,745	81	(59)	1,767	1,817	↓3%
Tax	(365)	48	135	(182)	(415)	↑56%
Net Profit	1,380	129	76	1,585	1,402	↑13%

(1) Includes construction loss of RM48.2m in FY12 from the development of RWNYC

- ✓ Malaysian operations
  - Higher volume of business and hold percentage
  - Lower adjusted EBITDA margin due to higher payroll costs and contributions
  
- ✓ UK operations
  - Higher volume of business from the London casinos
  
- ✓ US operations
  - Higher volume of business from RWNYC operations
  - Commencement of RW Bimini operations

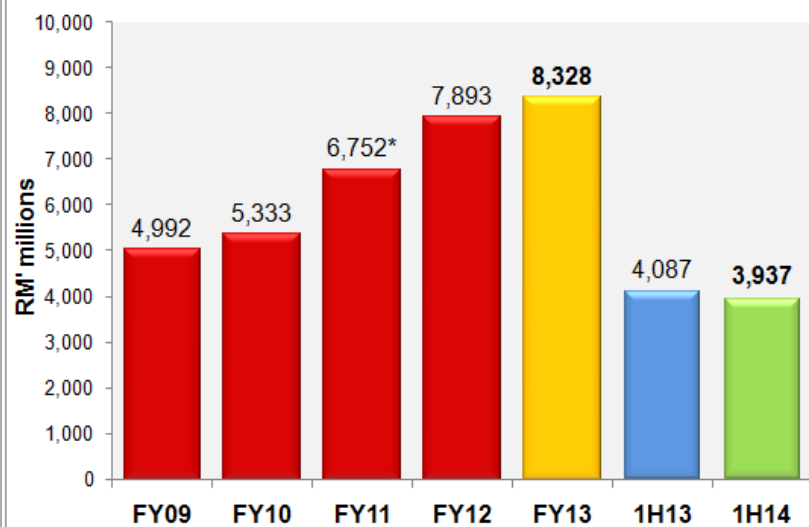
# Financial Performance at a Glance – 1H2014

In RM 'million	Malaysia	UK	US & Bahamas	1H14	1H13	
				Total	Total	
Revenue	2,725	686	526	3,937	4,086	↓4%
Adjusted EBITDA	1,019	8	38	1,065	1,249	↓15%
Adjusted EBITDA margin	37%	1%	7%	27%	32%	
PBT	897	(53)	(62)	782	963	↓19%
Tax	(205)	8	7	(190)	(88)	↓>100%
Net Profit	692	(45)	(54)	593	875	↓32%

- ✓ Malaysian operations
  - Lower hold percentage in the premium players business
  - Lower visitations to RWG as a result of expansion
  
- ✓ UK operations
  - Higher volume of business in London casinos offset by lower hold percentage
  
- ✓ US operations
  - Capacity constraints at RW Bimini

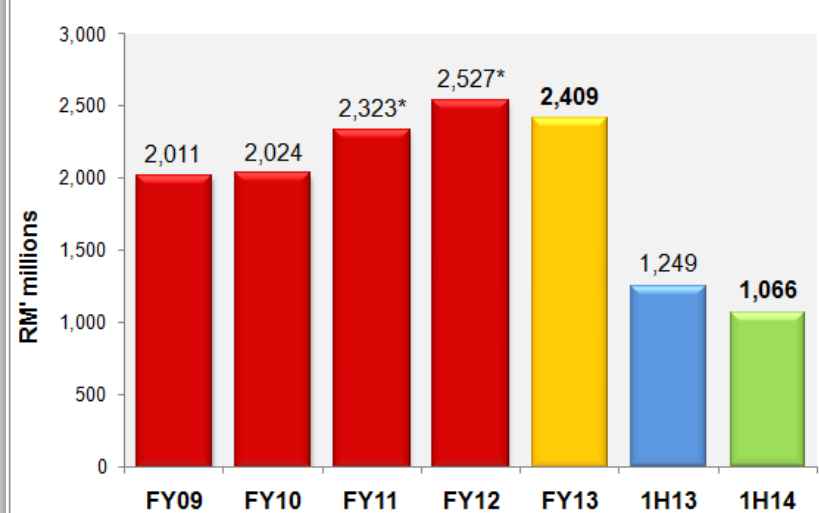
# Revenue and Adjusted EBITDA

## REVENUE

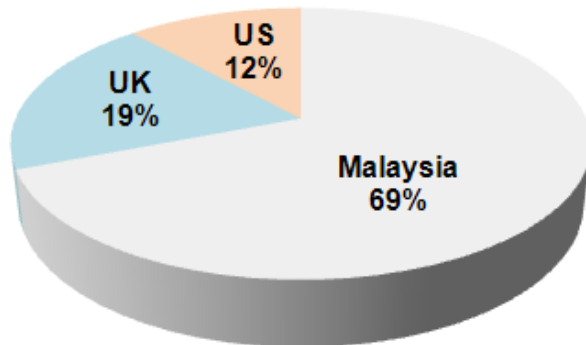


\*Excludes construction revenue of RM1,741.5m from the development of RWNVC

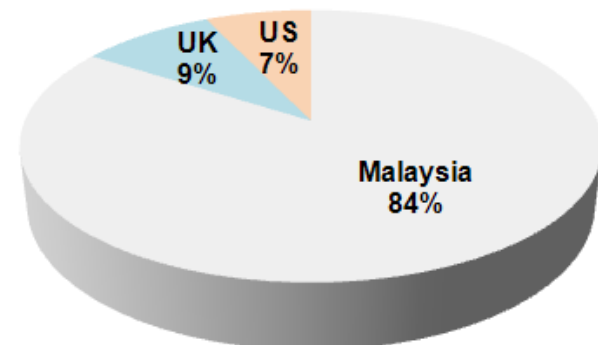
## ADJUSTED EBITDA



Revenue by geography in 2013\*:

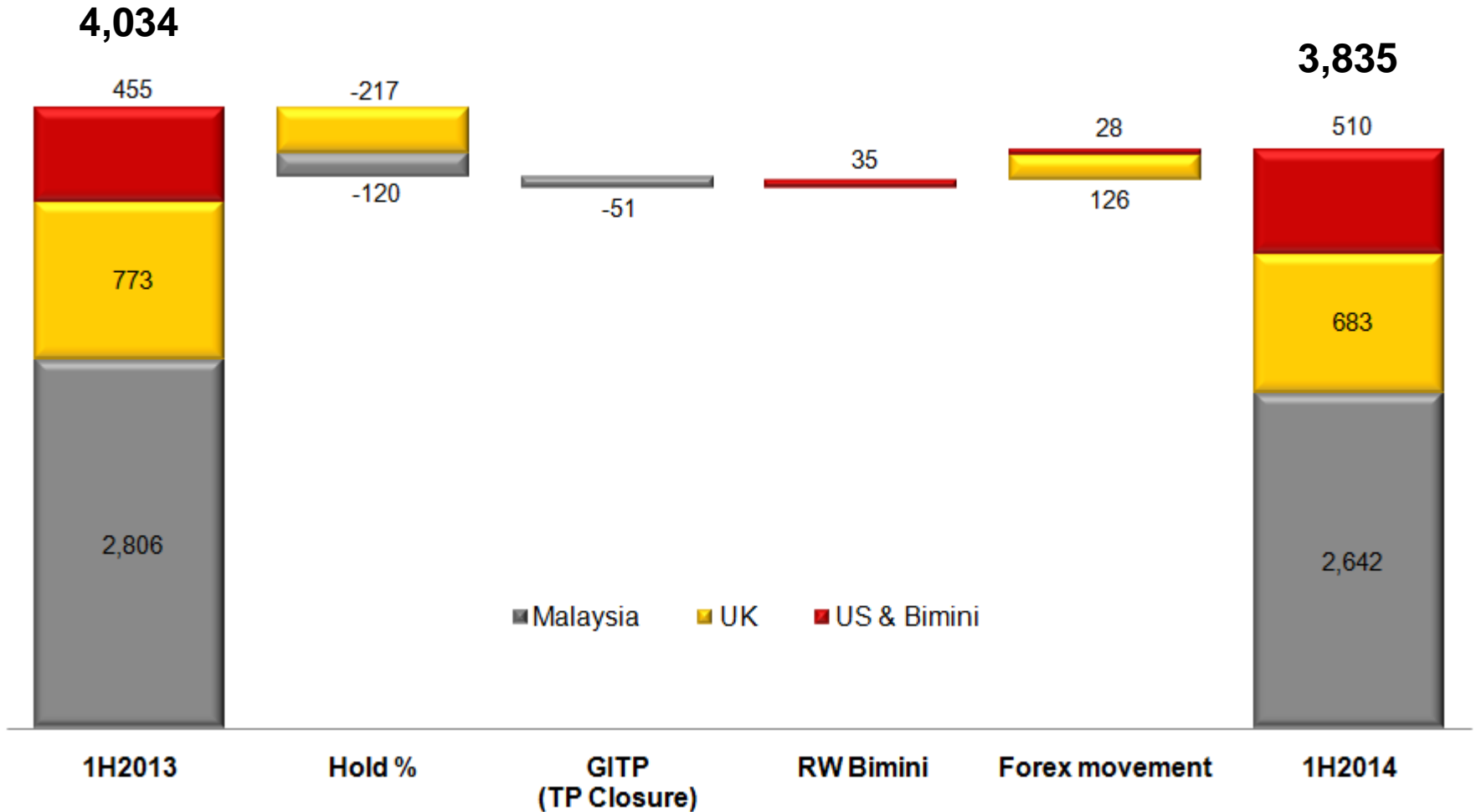


Adjusted EBITDA by geography in 2013\*:

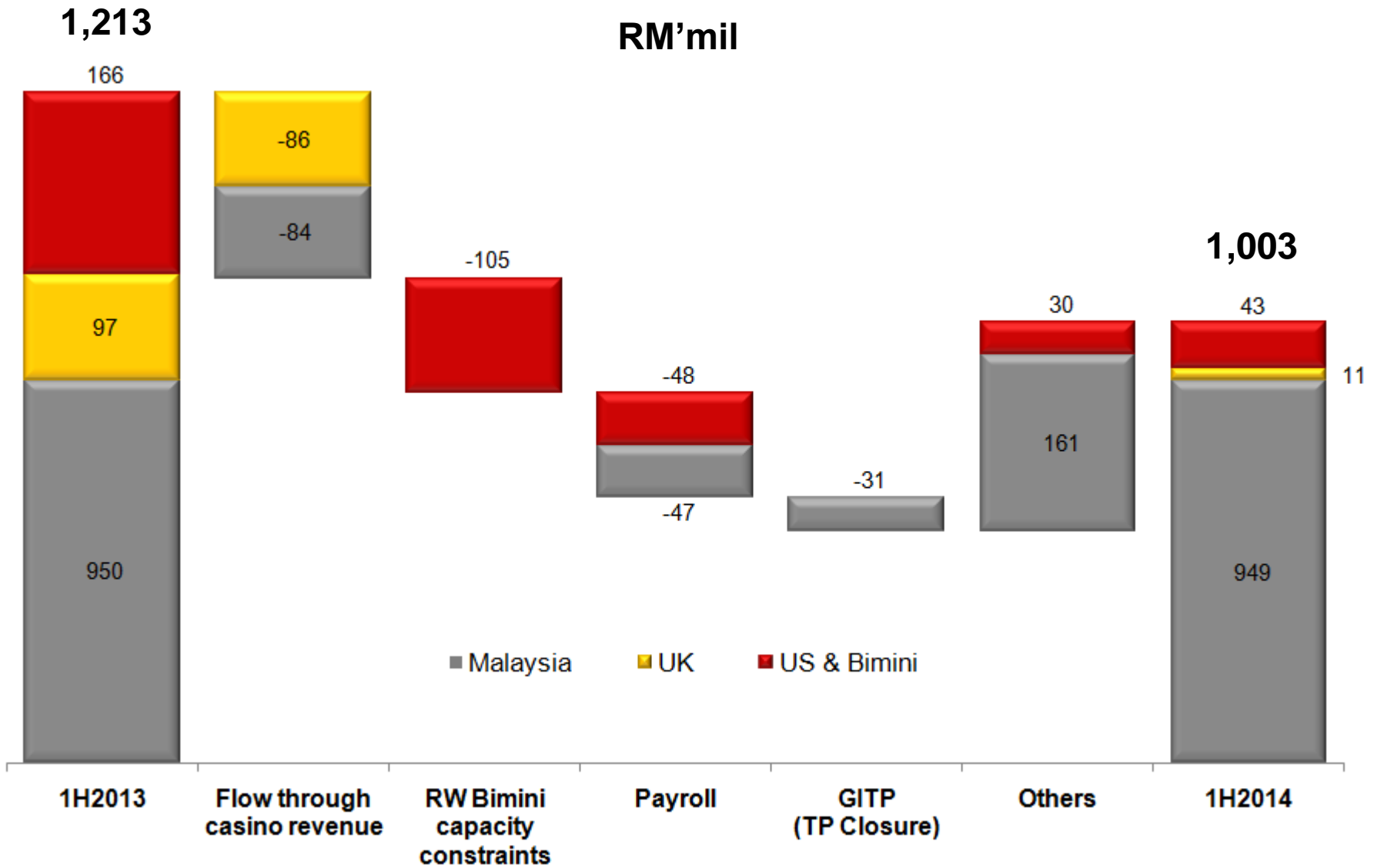


# GENM – Leisure & Hospitality Revenue Bridge

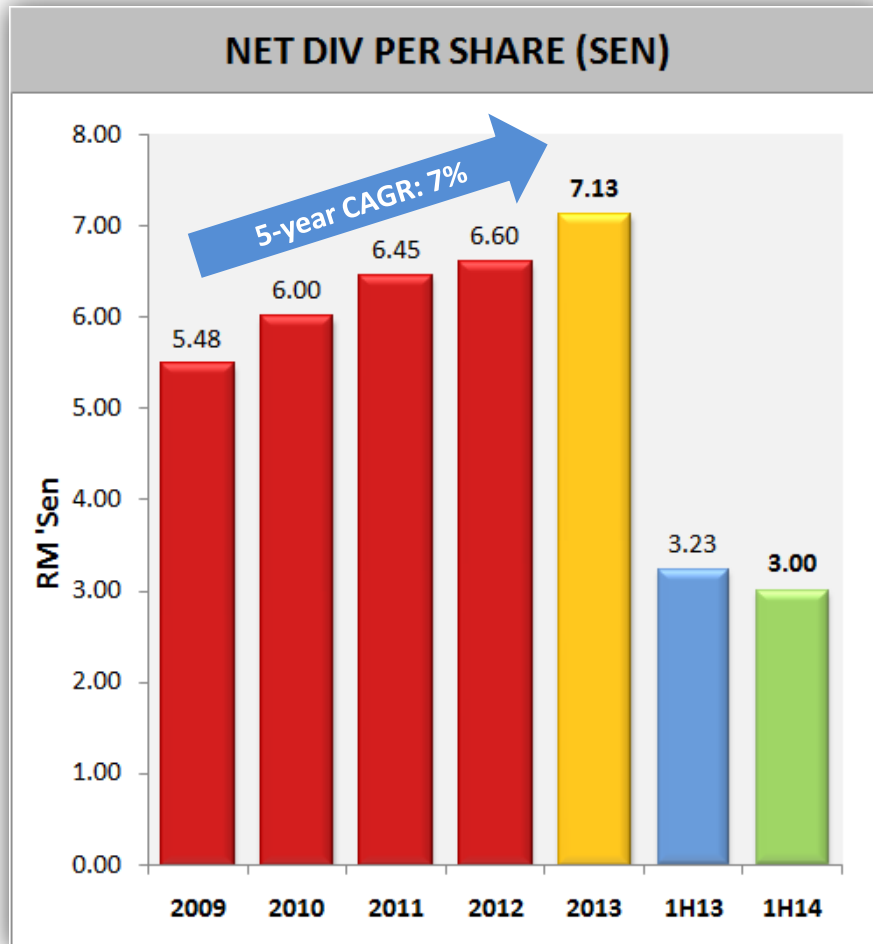
RM'mil



# GENM – Leisure & Hospitality EBITDA Bridge



# Capital Management Strategy



## Dividend

- Net div per share : 7.13 sen in 2013
  - 5-year CAGR: 7%
- 1H14 interim dividend: ↓ **7%**
- Consistent payout ratio ≈ 25%

## Share Buy Back

- Initiated since July 2007
- To date, bought back 267m shares for **RM898m**
- **4.50%** of total issued capital

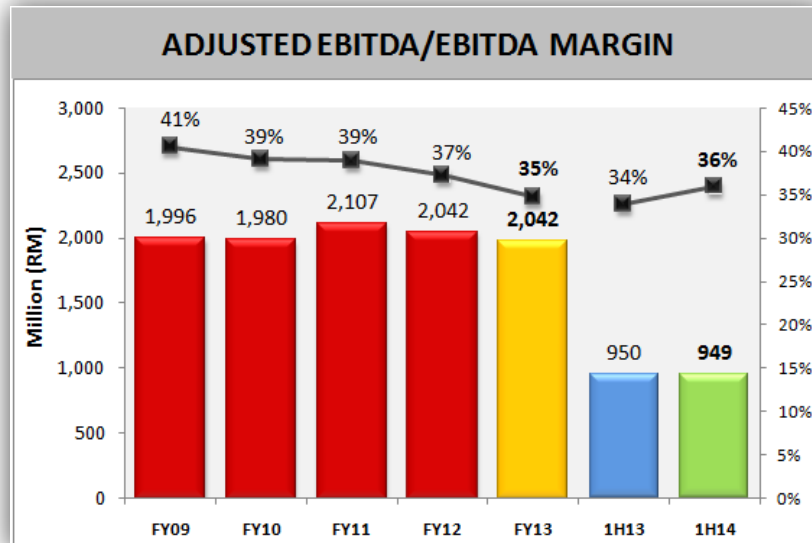
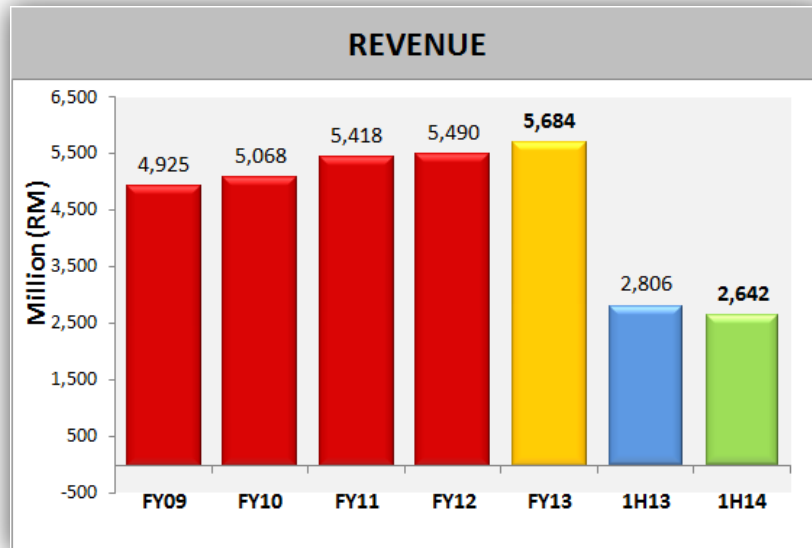


# RESORTS WORLD GENTING



Aerial view of Resorts World Genting

# RWG – Performance Review

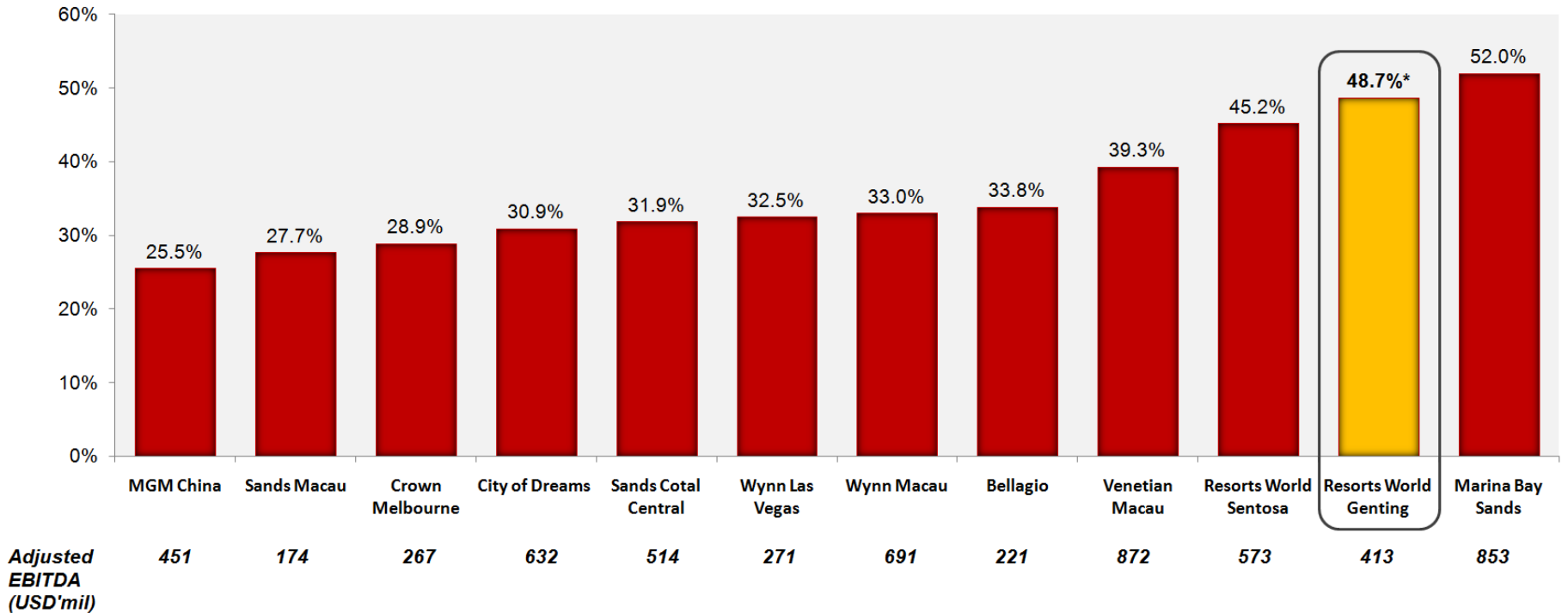


## Resilient Performance:

- Revenue growth
  - ↑ **4%** y-o-y (FY13 vs FY12)
  - ↓ **6%** y-o-y (1H14 vs 1H13)
  - 5-year CAGR : 3%
- Adjusted EBITDA
  - ↓ **3%** FY13 (vs FY12)
  - 1H14 consistent with 1H13
- Adjusted EBITDA margin
  - ↓ **2ppt** to **35%** (FY13 vs FY12)
  - ↑ **2ppt** to **36%** (1H14 vs 1H13)

# RWG – Global Peer Comparison

## Adjusted EBITDA Margin by Properties 1H2014



\* Before management and logo fees to Genting Berhad

Sources: Bloomberg and individual company websites  
(Fx rate as at 30 June 2014)

..... **Amongst the top 3 EBITDA Margin by Properties**

# Genting Integrated Tourism Plan (“GITP”)

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20<sup>th</sup> Century Fox World Theme Park, Artist impression

Launching of the **RM5.0 billion (~US\$1.6 billion) Genting Integrated Tourism Plan** and **Twentieth Century Fox World** theme park

..... **Groundbreaking ceremony**

# GITP – RWG Hilltop Development



# GITP – Proposed Plans

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- ✓ 3 new hotels (~3,000 rooms)
- ✓ 20<sup>th</sup> Century Fox World theme park
- ✓ Show arena (10,000 pax)
- ✓ Additional F&B outlets, retail and entertainment areas
- ✓ New cable car system and utilities
- ✓ Wet park



Genting Mall (Artist impression)



Show Arena (Artist impression)

# GITP – Mid-hill Development Plans

- ✓ New cable car system  
*(Linking mid-hill to hilltop)*
- ✓ Multi-storey car park
- ✓ Upgrading of existing facilities at Awana Hotel



# OVERSEAS OPERATIONS



**UK**



**US & Bahamas**

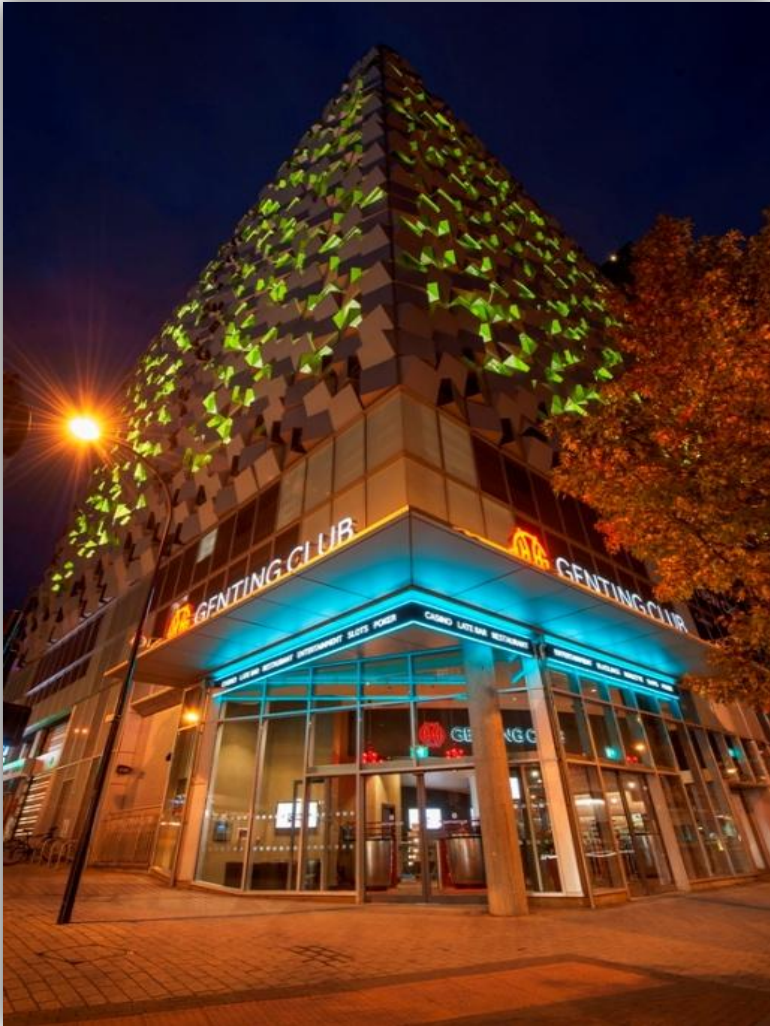




# GENTING UNITED KINGDOM



Genting Club Riverlights



Genting Club Sheffield

# Genting UK Performance

£ 'mil	1H14	1H13	
Revenue*	126.1	163.1	↓23%
Adjusted EBITDA	1.6	17.7	↓91%
Adjusted EBITDA Margin	1%	11%	

£ 'mil	FY13	FY12	
Revenue*	324.0	289.5	↑12%
Adjusted EBITDA	46.9	41.2	↑14%
Adjusted EBITDA Margin	14%	14%	

## 1H 2014 Performance

- Revenue ↓ 23% y-o-y
  - London ↓ 39%
  - Provincial ↓ 1%
- Visitors ↓ 2% to 2.03m (1H13: 2.08m)

## FY2013 Performance

- Revenue ↑ 12% y-o-y
  - London ↑ 12%
  - Provincial ↑ 12%
- Visitors ↑ 5% to 4.04m (FY12: 3.85m)

# Resorts World Birmingham, UK

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- ✓ Located at the National Exhibition Centre in Birmingham
- ✓ Investment commitment: £150 mil
- ✓ Scheduled to open in 2Q2015
- ✓ Components of RW Birmingham:
  - Casino
  - Hotel
  - Outlet shopping mall
  - 11-screen cinema
  - Conference and banqueting space
  - Sky bar, spa and other F&B offerings



RW Birmingham (Artist Impression)



Restaurant (Artist Impression)

# UNITED STATES & BAHAMAS



Resorts World Casino New York City, US



Resorts World Miami, US



Resorts World Bimini, Bahamas



Bimini SuperFast, Bahamas

# Resorts World Casino New York City Performance

US\$'mil	1H14	1H13	
Revenue	117.2	118.6	↓1%
Adjusted EBITDA	43.1	53.2	↓19%
Adjusted EBITDA Margin	37%	45%	

US\$'mil	FY13	FY12	
Revenue	239.7	211.0	↑14%
Adjusted EBITDA	100.0	85.0	↑18%
Adjusted EBITDA Margin	42%	40%	

## 1H 2014 Performance

- Average Win Per Unit ↑ 3% y-o-y
- Market share of 42% (1H13: 42%)
- Visitors: 4.3m

## FY2013 Performance

- Average Win Per Unit ↑ 16% y-o-y
- Market Share of 41% (FY12: 37%)
- Visitors ↑ 12% to 12.0m (FY12: 10.7m)
- RWNYC's Win Per Unit is at a premium relative to competitors

*(More than 50% higher than average New York Statewide)*

# Resorts World Miami, US

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- ✓ 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



Location Overview – Downtown Miami, Florida

# Upstate New York Casino License

- ✓ On 31 March 2014, the New York Gaming Commission issued request for applications
- ✓ GENM submitted 2 bids of up to US\$1.5 billion :-
  - **Sterling Forest Resort** (“Tuxedo”)
  - **Resorts World Hudson Valley** (“Montgomery”)



RW Hudson Valley (Artist Impression)



Sterling Forest Resort (Artist Impression)

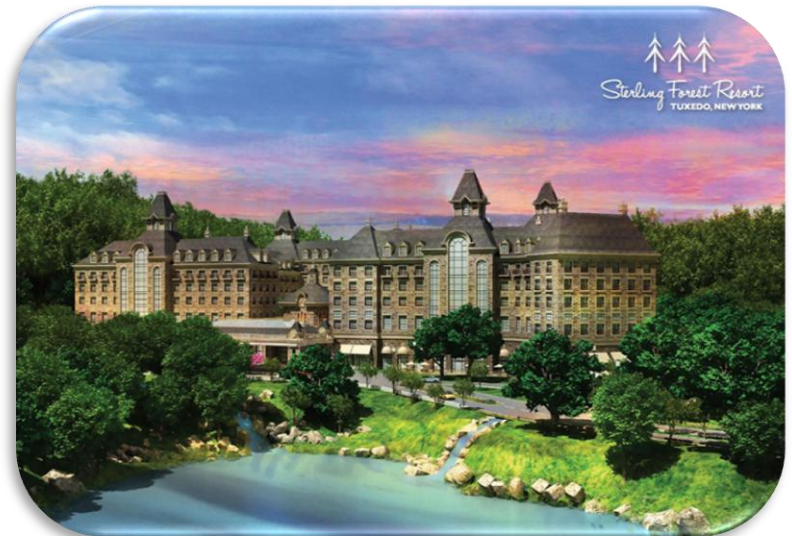
# Tuxedo (Sterling Forest Resort)

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- ✓ US\$1,500 million investment
- ✓ 1,000 Luxury hotel rooms
- ✓ Spa and wellness center
- ✓ World-class ski center for winter; Zip lines for all seasons; Bicycle/Motor-bicycle tracks and other outdoor activities for summer
- ✓ All season floral and plant displays



Sterling Forest Gardens (Artist Impression)



Sterling Forest Resorts (Artist Impression)



# Montgomery (Resorts World Hudson Valley)

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- ✓ 600 rooms
- ✓ Retail and F&B offerings
- ✓ Future capex includes:-
  - Indoor/Outdoor theme park
  - Meeting/Event center
  - 2,500-seats Theater
  - 18-hole Golf course



Casino Garden, RW Hudson Valley (Artist Impression)



RW Hudson Valley (Artist Impression)

# RESORTS WORLD BIMINI



# Resorts World Bimini and Bimini SuperFast

- ✓ Total casino capacity of  $\approx$  40 tables and 250 slots
- ✓ 10 restaurants and bars
- ✓ Bimini SuperFast cruise ferry
  - Sails regularly between Miami and Bimini
  - Capacity of up to 1,500 pax
- ✓ The deep water jetty and new luxury hotel is expected to be operational by end 2014



Guest Villas, RW Bimini

US\$'mil	1H14
Revenue	11.2
Adjusted EBITDA	(34.0)



Gaming Floor, RW Bimini

# Looking Ahead



Oceanfront Villa, RW Bimini



Skyway, RWG



Lounge, Birmingham (Artist Impression)

# Prospects and Focus

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## General Prospects

- Global economy expected to gain momentum in 2H2014
- Regional tourism industry remains largely positive despite recent events affecting air travel
- Positive longer term outlook for L & H industry



RWG

## Resorts World Genting

- Core business expected to remain resilient
- Continue to develop innovative plans to boost visitations and optimize operational efficiencies
- Continue to increase marketing efforts to grow the mid and premium business segments
- GITP development at RWG



New Hotel Lobby, RWG (Artist impression)

# Prospects and Focus

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## Genting UK

- Resorts World Birmingham is expected to be operational by 2Q 2015
- Committed to further grow the premium players business

## Resorts World Casino New York City

- Further develop marketing initiatives to increase visitations and grow customer database



RW Birmingham (Artist impression)

## Resorts World Miami

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

## Resorts World Bimini

- New deep water jetty and luxury hotel will be operational by end of 2014



New Luxury Hotel, RW Bimini (Artist Impression)

# Thank You

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