



GENTING
MALAYSIA

Corporate Presentation

AIC 2011 – Hong Kong

March 2011

Agenda

- ♠ Introduction
- ♥ Financial Highlights
- ♣ Resorts World Genting
- ♦ Genting United Kingdom
- ♠ Resorts World New York
- ♥ Looking Ahead



Introduction



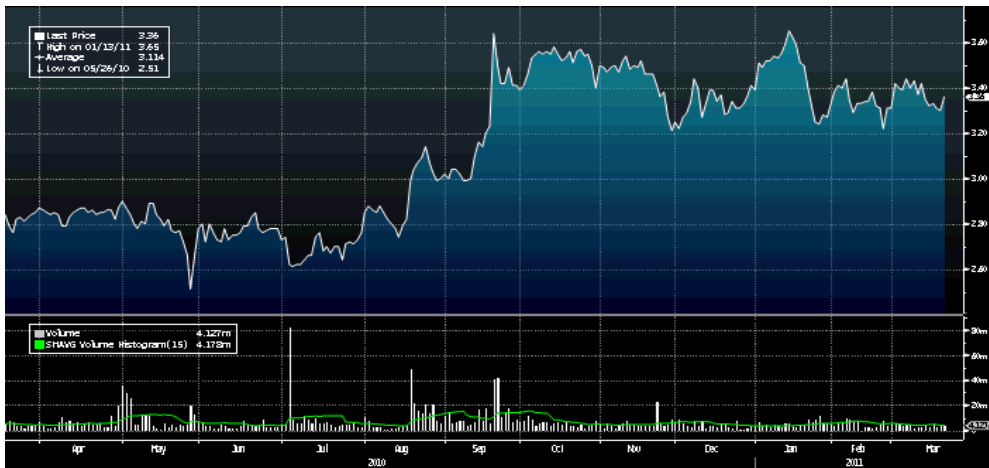
Overview

- **Market capitalisation of US\$6.5 billion (RM20 billion)**
- **Resorts World Genting** - Asia's leading integrated leisure & entertainment resort
 - Over 19.9 million visitors in 2010
 - Over 13,000 employees
 - Over 3 million Genting loyalty *WorldCard™* members
 - 10,000 rooms at the Resorts World Genting
 - EBITDA of US\$647 million in 2010
- **Genting Casinos United Kingdom** - Largest number of casinos in the UK
 - Over 3.4 million visitors in 2010
 - Operates 46 casinos
 - Over 3,000 employees
 - Trades under renown brands – e.g. Maxims & Crockfords
 - EBITDA of £20 million in 2010
- **Resorts World New York** – New York's newest casino
 - Strategic location, located within vicinity of 2 airport terminals and connected via the MTA
 - Equipped with 4,500 VLTs and other leisure facilities
 - Scheduled to open by 2H 2011



Snapshot of GENM - Market performance

Share Price and Volume Traded

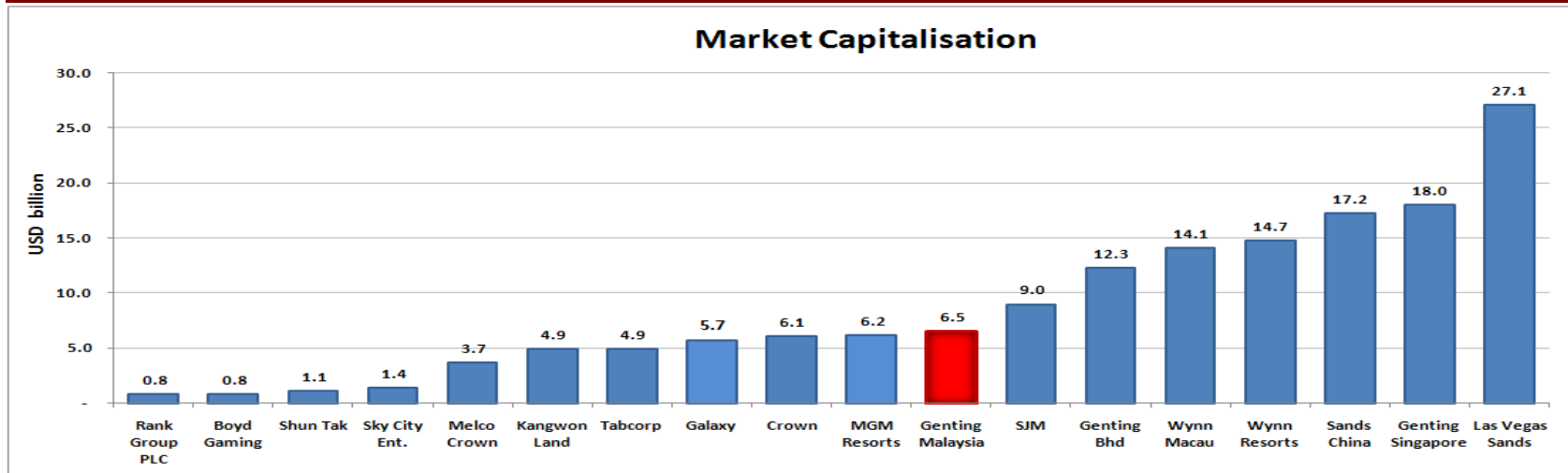


Average Volume Traded Daily

Past 1 month	4,792,667
Past 3 months	4,728,502
Past 6 months	6,112,765

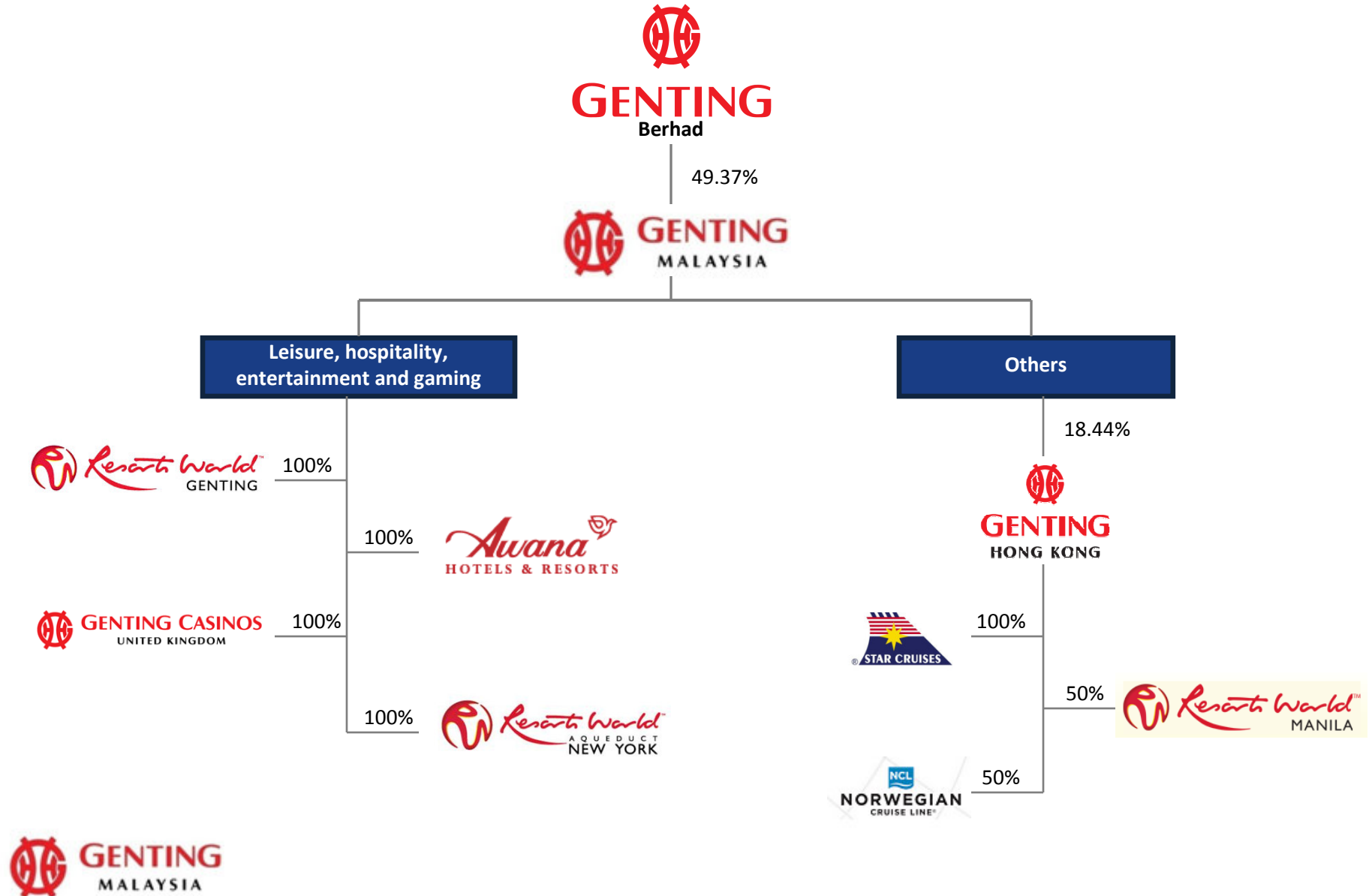
Currently the 8th largest gaming company

Market Capitalisation



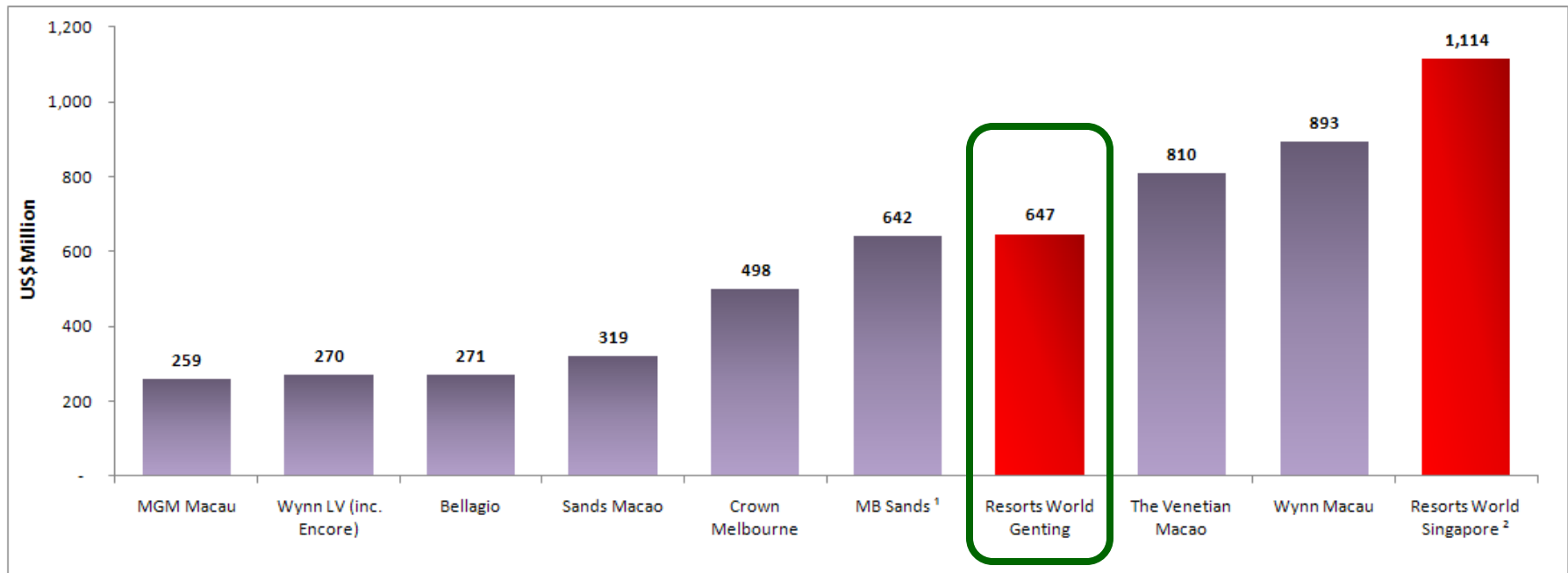
Source : Bloomberg (as at 17th March 2011)

Corporate Structure – Leisure & Hospitality



Global Peer Comparison

EBITDA (US\$) by Property in 2010



¹ - Began operations in April 2010

² - Began operations in February 2010

Source: Respective company reports

... Amongst the world's largest gaming property

Member of the Genting Group Global Network

PRESENCE AND ACCESSIBILITY



Sales and Marketing Offices

📍 11 Major countries

Casino Network

📍 Resorts World Genting

📍 Resorts World Sentosa

📍 Resorts World Manila

📍 Genting Hong Kong

📍 Genting UK

📍 Resorts World New York (2H 2011)

... Extensive coverage

Financial Highlights



Financial Performance at a Glance

In RM 'million

	4Q10	4Q09		FY10	FY09	
Revenue	1,559	1,276	↑ 22%	5,333	4,992	↑ 7%
Operating profit*	516	470	↑ 10%	1,855	1,846	↑ 1%
Adjusted EBITDA	569	511	↑ 11%	2,024	2,011	↑ 1%
Net profit	362	358	↑ 1%	1,276	1,323	↓ 4%
EPS (sen)	6.39	6.29	↑ 2%	22.44	23.18	↓ 3%
Net Assets per share	2.05	1.78	↑ 15%	2.05	1.78	↑ 15%

*Before impairment losses

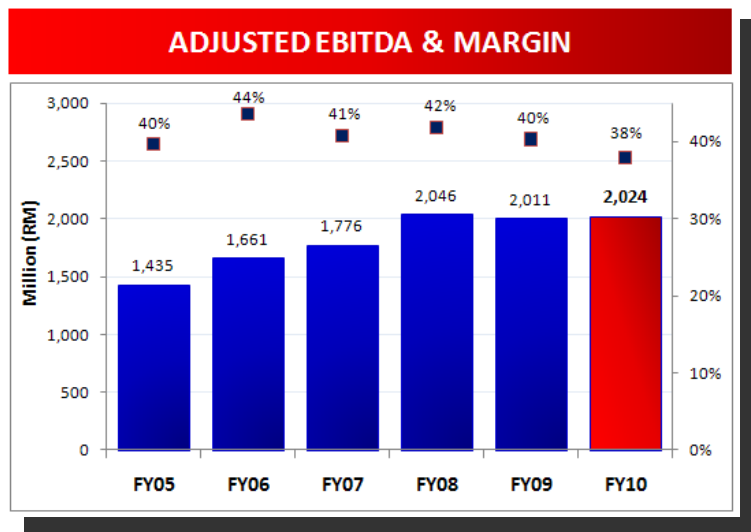
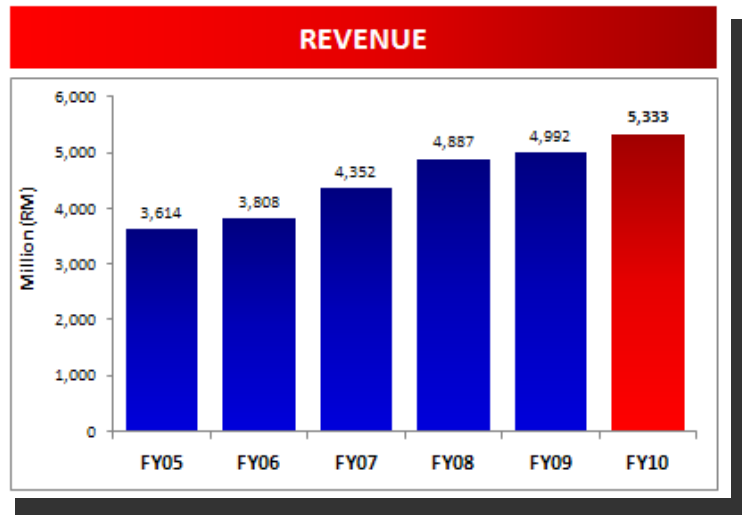
Source : Company financials

Continue to grow the top line:

- Includes maiden contribution from UK's casino business
- Better luck factor in the Malaysian premium players business

..... Within expectations

Revenue and Adjusted EBITDA



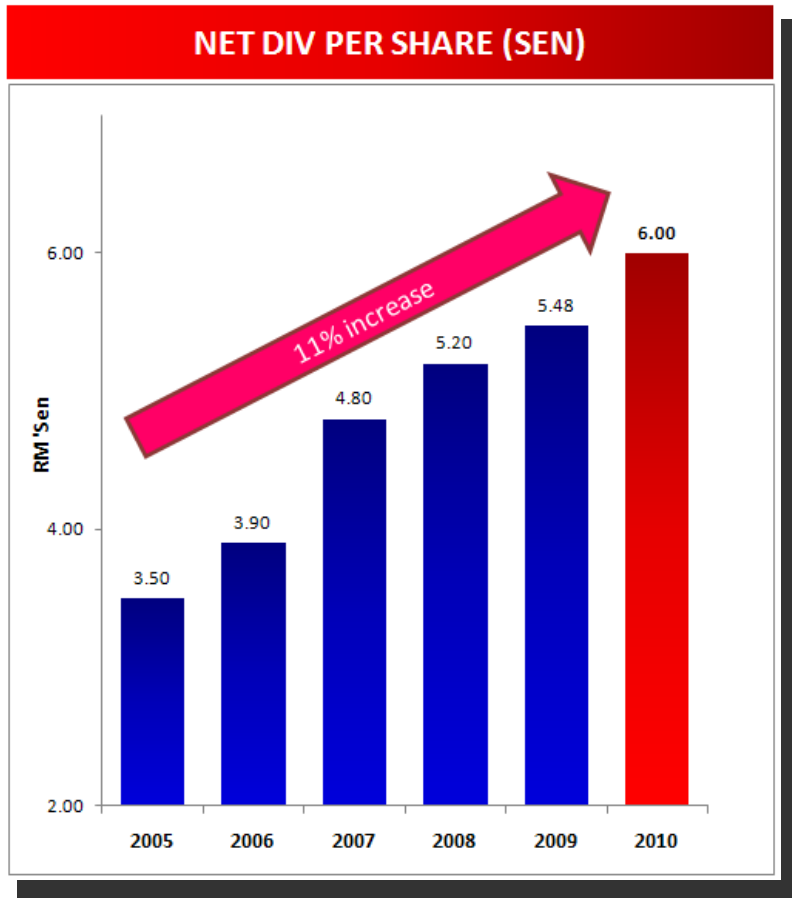
Source : Company financials

Performance measures

- 🏆 Revenue growth : 5-year CAGR of 8%
- 🏆 Adjusted EBITDA growth : 5-year CAGR of 7%
- 🏆 Leisure & Hospitality Adjusted EBITDA margin
 - *Malaysia* - 39% (2009: 41%)
 - *UK* - 10% (2009: 15%)

..... Consistent growth and margins

Capital Management Strategy



Source : Company financials

Share Buy Back

- Initiated since July 2007
- To date, bought back 253m shares for RM847m
- 4.28% of total issued capital

Dividend

- Dividend growth : 5-year CAGR of 11%
- Dividend payout ratio (over adjusted earnings) of 25%

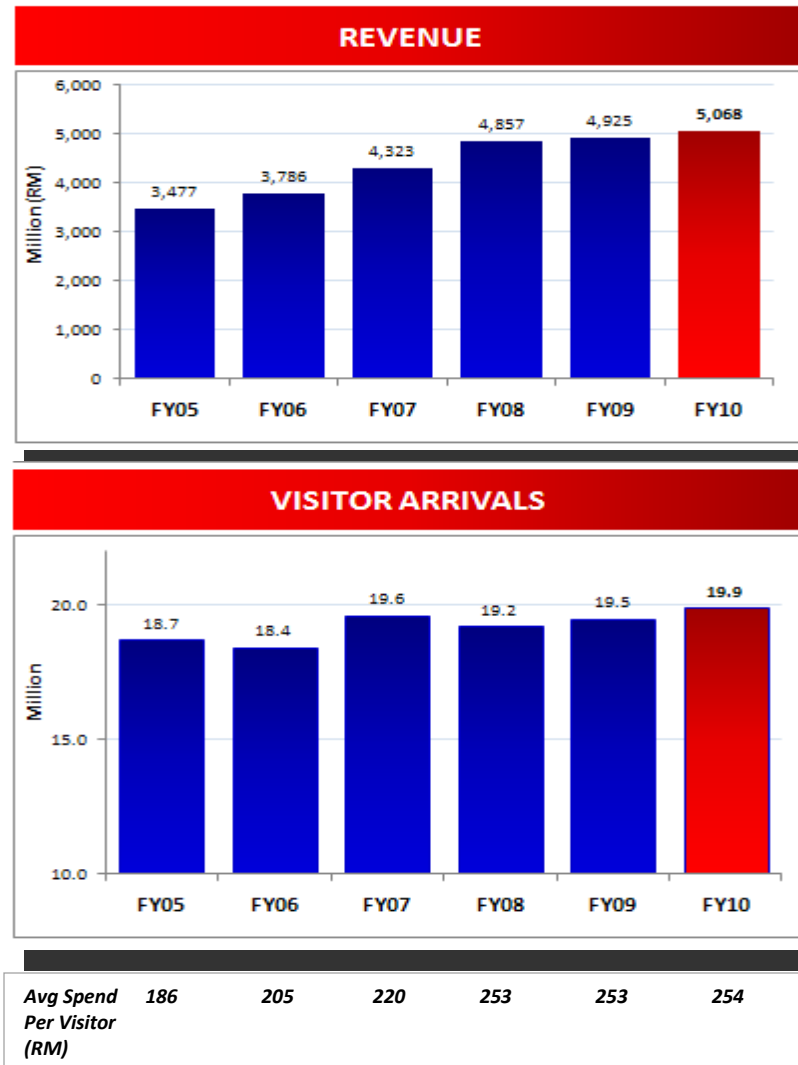
..... Continuing emphasis on capital management

RESORTS WORLD GENTING



Aerial view of Resorts World Genting

Resorts World Genting - Visitors & Revenue



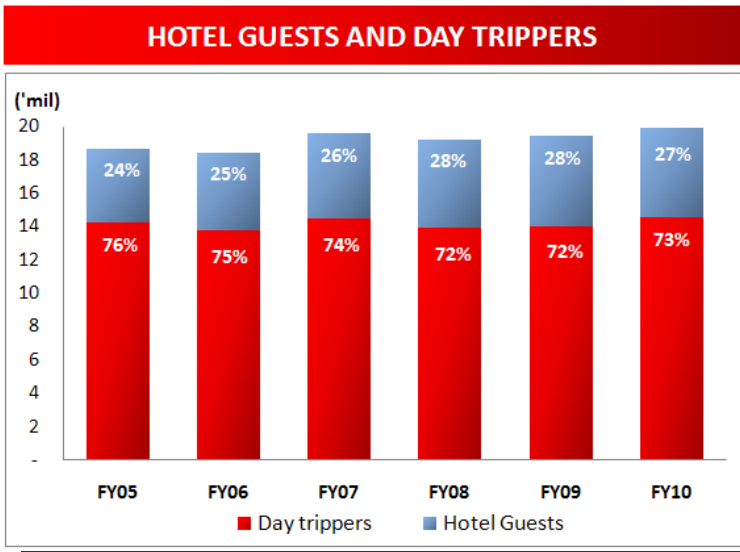
Source : Company financials

- Continued revenue growth despite regional competition (2010 : 3% vs 2009 : 1%)
- Yield management programs and marketing activities – important drivers
- Revenue growth : 5-year CAGR of 8%
- Visitors growth : 5-year CAGR of 1%
- Average spend : 5-year CAGR of 6% per visitor growth



..... Domestic operations resilient despite competition

Resorts World Genting - Entrenched Domestic Position



- Day trippers - in excess of 70% of total visitors to RWG.
- Bus Program underpinned weekday occupancy
- Malaysians took over 60% of rooms sold.



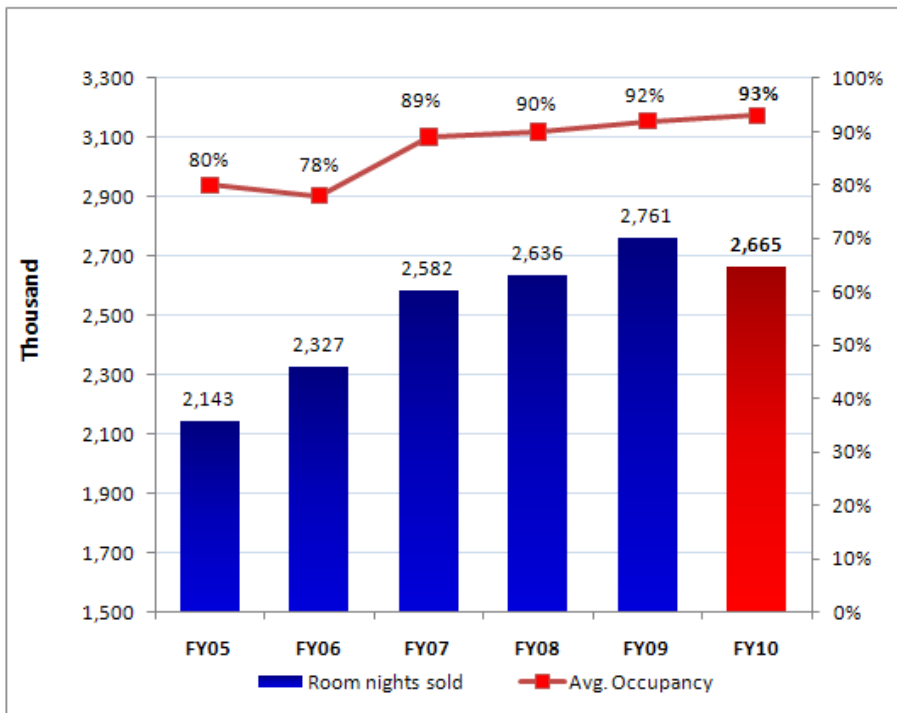
Source : Company financials



..... Domestic mass support continues

Resorts World Genting - Consistent High Occupancy Rates

ROOM STATISTICS



Avg Room Rate (RM)	76	77	72	78	75	81

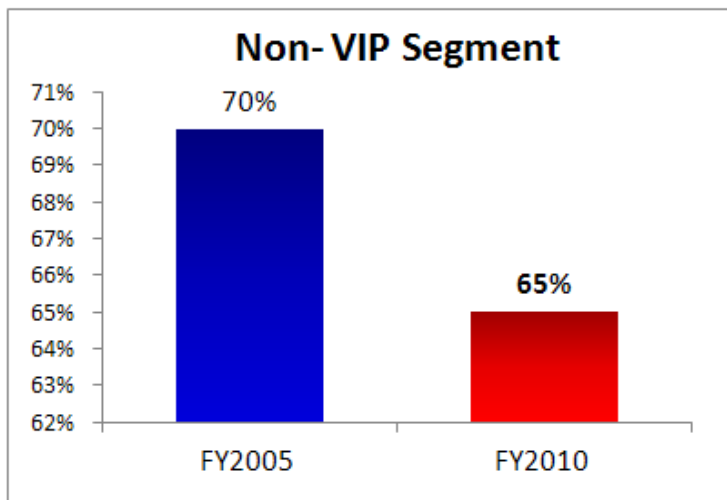
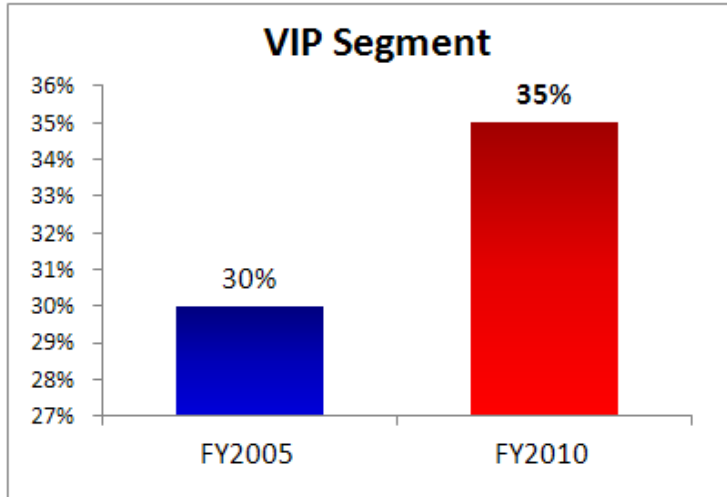
Source : Company financials

- Six hotels (3-5 stars) at RWG with 10,000 rooms
- Average hotel occupancy of 93% in 2010 (2009: 92%)
- Average Room Rate of RM81 (USD 27)
- *WorldCard*TM members takes up more than 61% (2009: 53%) of room sold

..... Driven by yield management

Resorts World Genting - Gaming Breakdown

BREAKDOWN OF GAMING REVENUE



Source : Company financials

VIP

- 🎰 Premium Member privileges
- 🎰 Competitive marketing and high level of service delivery
- 🎰 Expanded gaming pie

Non-VIP

- 🎰 *WorldCard*™ loyalty program
- 🎰 Strong domestic support
- 🎰 Competitive room rates and F&B

..... Growing VIP segment

Competition – Singapore’s New IRs

Impact on

**Mass
Market**

Mitigating Advantages

- A strong 65% revenue mix for mass market business
- Locals form bulk of our 19.9m+ visitors
- Different price points
- Competitive room rates, F&B and Theme Park prices

... providing great value to the mass market

**VIP
Market**

- 35% revenue mix for premium players business
- Competitive marketing and high level of service delivery
- Joint marketing initiatives with Resorts World Sentosa
- Expanded pie – similar to Macau

... revenue continues to grow with new IRs' in Singapore

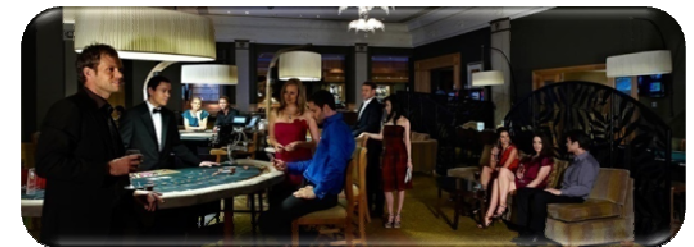
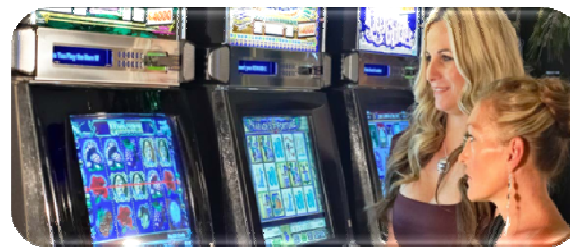
GENTING UNITED KINGDOM



View of Mint Casino

Genting UK Overview

- ❖ Genting Malaysia completed the acquisition of Genting UK on 15 Oct 2010
- ❖ Largest casino operator in UK in terms of number of casinos (46 casinos)
- ❖ Genting UK's performance:
 - FY10 Revenue - £ 196m vs 194m (FY09)
 - FY10 EBITDA - £ 20m vs 29m (FY09)
- ❖ Visitors - 3.4m vs 3.5m (FY09)



Genting UK- Action plans

Challenging operating environment in 2011. Plans include:

- 🎰 Increase Asian clientele visitations to London casinos
- 🎰 Reposition certain provincial casinos with leisure-centric concept (2011 Capex: £20m)
- 🎰 Further capitalise on IT and propriety customer management system
- 🎰 New licence opportunities under the 2005 Gambling Act



RESORTS WORLD NEW YORK



Artist impression of Resorts World New York, subject to change

Overview – Resorts World New York (RWNY)

- ❁ Occupies 210 acres (Aqueduct Racetrack) in South Ozone Park in the Borough of Queens, New York
- ❁ In Sept 2010, Genting New York was awarded a 30 years license to operate 4,500 Video Lottery Terminals (VLT).
- ❁ Total Project Cost ~ US\$ 500mil (Includes upfront licensing fee of US\$ 380mil)
- ❁ Located within vicinity of 2 airport terminals and connected via the mass transit system
- ❁ Expected soft opening (Phase 1) with approx 2,500 VLTs ~ 2H 2011



Resorts World New York – Key Features

Area

- 🎰 Total area of 413,000 sq. ft (including 135,000 sq. ft casino floor area)

Number of VLTs

- 🎰 4,500 electronic slot machines (VLTs)

Casino

- 🎰 Designated low and high limit areas for video gaming

F&B facilities

- 🎰 Signature Restaurant, Chinese Cuisine, Food Court, 300-seat International Buffet, Player Lounges, Feature Bar

Transport facilities

- 🎰 Linkage to NYC's mass transit train system
- 🎰 Shuttle services to bus terminal
- 🎰 Bus program to neighbouring areas
- 🎰 7,000 car parking spaces (> 2,000 located in a new indoor garage)



Resorts World New York – VLT Facility



Artist impression of Resorts World New York, subject to change

- 1: Grand Entrance with covered entry way, three-storey atrium
- 2: State of the art casino
- 3: Festive casual dining promenade
- 4: High-end signature restaurant
- 5: High-end Chinese restaurant

- 6: Sports bar restaurant and lounge
- 7: Skyway pedestrian bridge connecting casino to MTA train
- 8: Indoor car parking facility
- 9: Racetrack owned and operated by NYRA

Resorts World New York – Aerial View



Looking Ahead



Prospects and Focus

Resorts World Genting

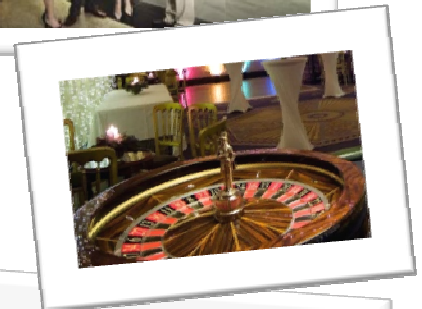
- ✓ Continue to intensify yield management programs
- ✓ Increase efforts to tap on the regional growth of the leisure and hospitality market

Genting UK

- ✓ Further strengthen domestic business through a program to reinvigorate the Group's casino estate
- ✓ Improve links with the Group's premium player businesses in Asia

Resorts World New York

- ✓ Expected soft opening of the resort in 2H 2011
- ✓ Construction and fit-out are progressing well



Future Expansion



Resorts World Genting

- ❖ Continue to upgrade facilities and infrastructure
(Capex - RM500m in 2011)
- ❖ No new room capacity envisaged at this stage



Other Opportunities

- ❖ US
- ❖ Middle East (Egypt)
- ❖ UK – Solihull (West Midlands)
- ❖ Vietnam

Investment Highlights

- 1 Leading integrated leisure & hospitality operator in the region
- 2 Continuous growth and stable financial profile
- 3 Good, stable cash generation from resilient business model
- 4 Experienced management to face competition
- 5 Global business expansion



Accolades

Resorts World Genting now stands proudly as the World’s leading integrated leisure and entertainment resort. It has received numerous awards of excellence in recognition of the high standard of its facilities and services. The following are major awards received in 2009 & 2010:

- Asia’s Leading Family Resort 2009 - 2010 (by World Travel Awards)
- Asia’s Leading Casino Resort 2005 – 2010 (by World Travel Awards)
- World’s Leading Casino Resort 2005, 2007 & 2010 (by World Travel Awards)
- Resorts World Genting: Gold Award for Family Tourist Attraction in Malaysia (Reader’s Digest)
- Rank No. 6 in Malaysia’s Most Valuable Brand 2009 (by Association of Accredited Advertising Agents Malaysia & The Edge)
- Malaysia’s Top 10 Brands (by Brand Finance Plc)
- MIS Asia Best Business Enabler (Private Sector) (by MIS Asia Magazine)
- Awana Vacation Resorts Development : Best Brands in Leisure and Hospitality (by Time Share Asia Pacific Brands Foundation)
- Genting Malaysia – Best Brands in Leisure & Hospitality at The Brand Laureate Awards 2006-2009 (by Asia Pacific Brands Foundation)
- Resorts World Genting – Bronze Winner in Transportation, Travel and Tourism Category (by Association of Accredited Advertising Agents Malaysia)





Thank You

Visit us at
www.gentingmalaysia.com

Disclaimer

Some of the statements made in this presentation which are not statements of historical facts are forward-looking statements and are based on the current beliefs, assumptions, expectations, estimates, objectives and projections of the directors and management of the Genting Malaysia Group ("Group") about its business and the industry and markets in which it operates.

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.