



# GENTING MALAYSIA

No. 58019-U

## CIMB 9<sup>th</sup> Annual Malaysia Corporate Day

January 2017

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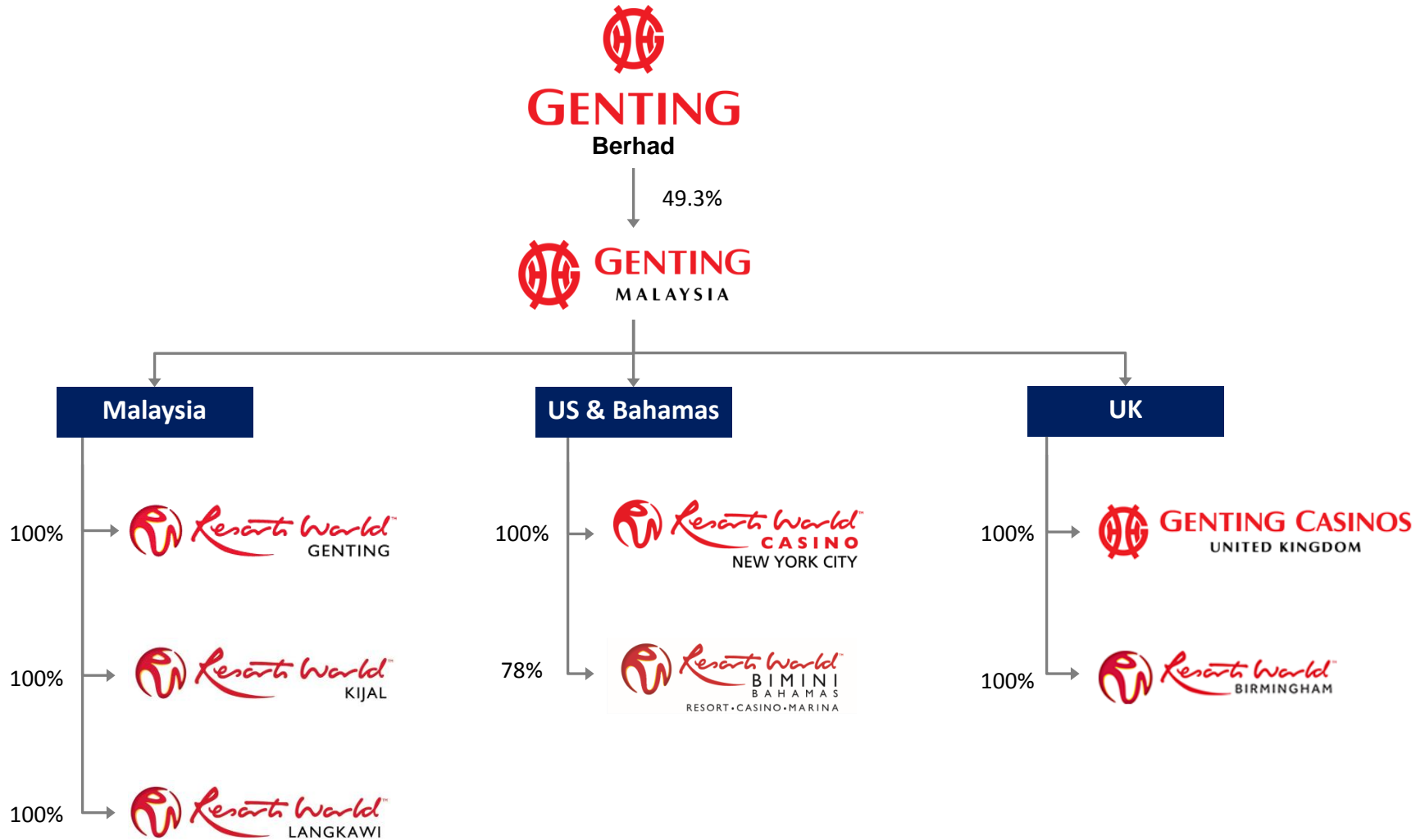
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LOOKING AHEAD

# OVERVIEW



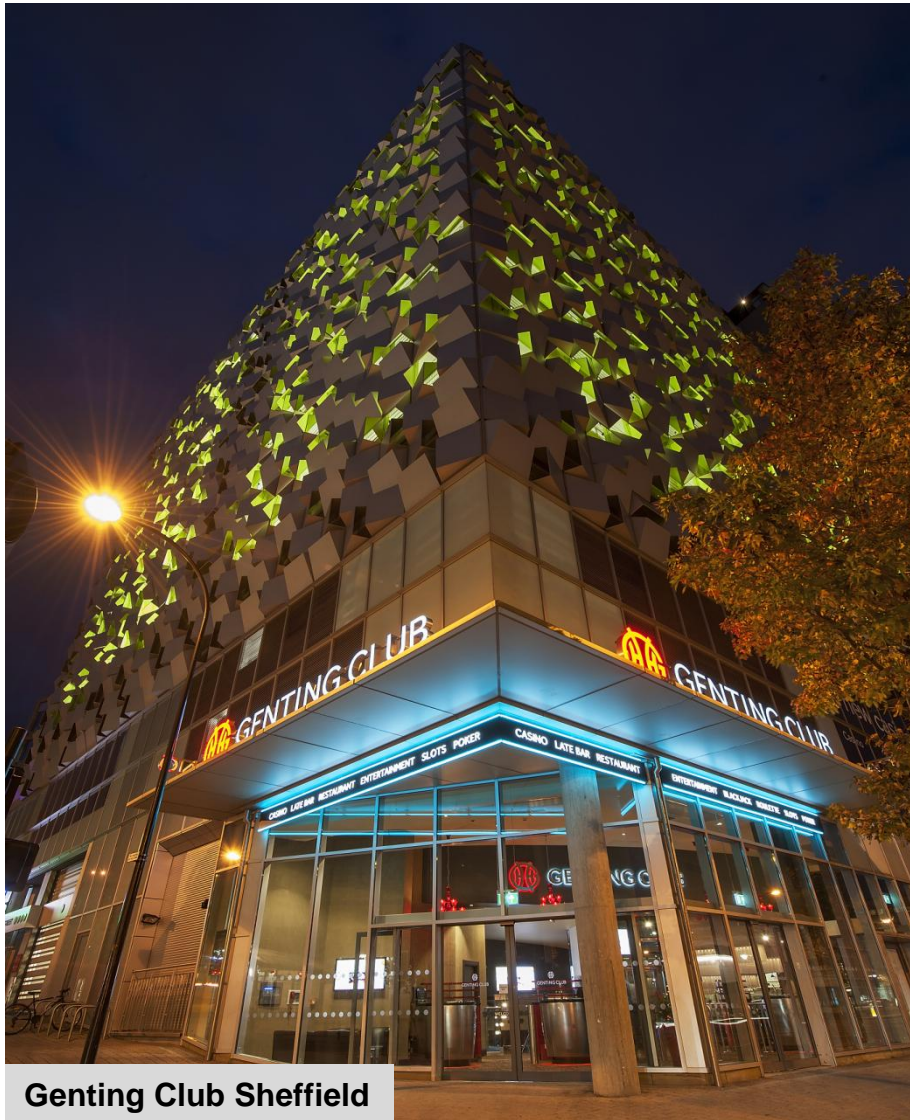
# GENM – Leisure & Hospitality Corporate Structure



# Resorts World Genting, Malaysia



# Genting UK and Resorts World Birmingham, UK



Genting Club Sheffield



Resorts World Birmingham

# Resorts World Casino New York City, US



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

# Resorts World Bimini, Bahamas





# The Group's Key Properties

## Resorts World Genting

- A world-class integrated destination resort
- ~20.0m visitors in FY2016
- ~ 10,000 rooms
- ~ 11,000 employees
- ~ 3.8m Genting Rewards Card members

## Genting UK

- ~4.4m visitors in FY2016
- Operates 43 casinos
  - 4 International Markets casinos
  - 39 Home Markets casinos
- ~ 4,000 employees

## Resorts World Casino New York City

- ~7.5m visitors in FY2016
- Equipped with ~5,500 video gaming machines ("VGM") and other leisure facilities
- ~ 800 employees

## RW Bimini

- 78 : 22 joint venture
- Offers gaming, accommodation, leisure and entertainment in the resort
- ~ 700 employees

# FINANCIAL HIGHLIGHTS



# GENM – 9M16 Financial Performance at a Glance

In RM 'million	Malaysia	UK	US & Bahamas	9M16 Total	9M15 Total	
Revenue	4,178	1,419	1,052	6,649	6,104	↑9%
Adjusted EBITDA	1,388	245	56	1,689	1,789	↓6%
Adjusted EBITDA margin	33%	17%	5%	25%	29%	
PBT	1,264	143	(113)	1,294	1,172	↑10%
Tax				(152)	(275)	↑45%
Net Profit				1,142	897	↑27%

## ➤ Malaysia operations

- Maintained a stable revenue and adjusted EBITDA

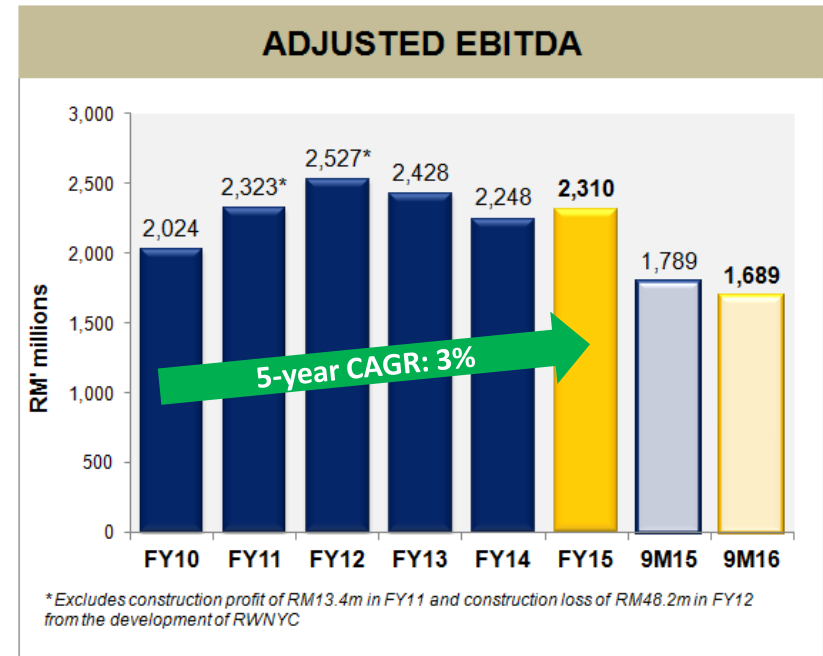
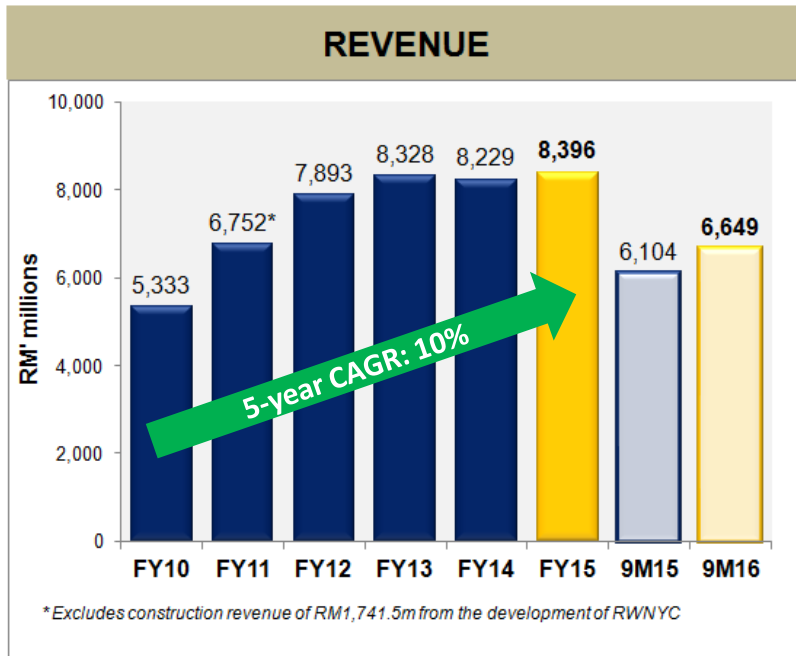
## ➤ UK operations

- Higher hold percentage and debt recovery in the premium players business
- Increase business volume from the non-premium players segment

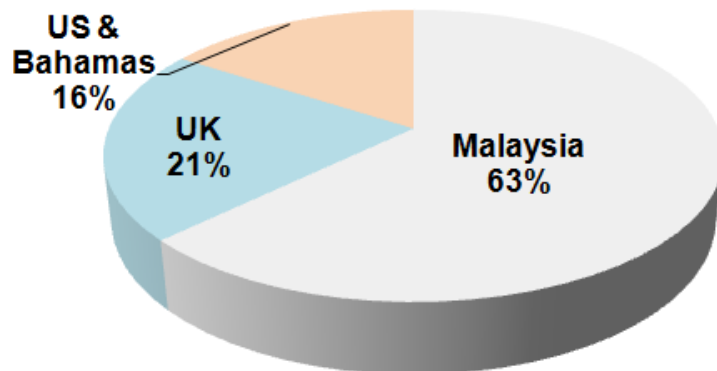
## ➤ US and Bahamas operations

- Higher business volume from RWNYC
- Favourable foreign exchange movement
- Higher payroll costs from RWNYC and higher operating expenses relating to the premium players business in RW Bimini

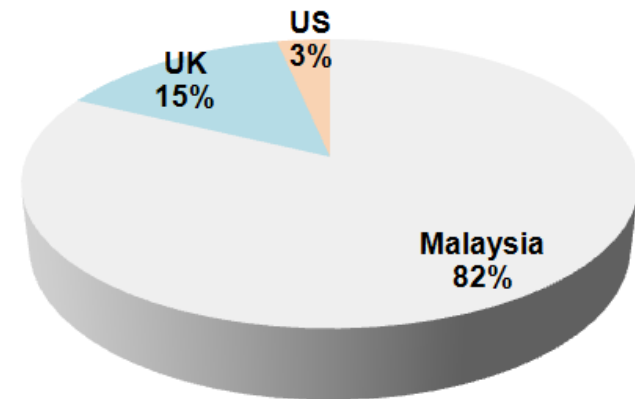
# GENM – Revenue and Adjusted EBITDA



Revenue by location in 9M16:

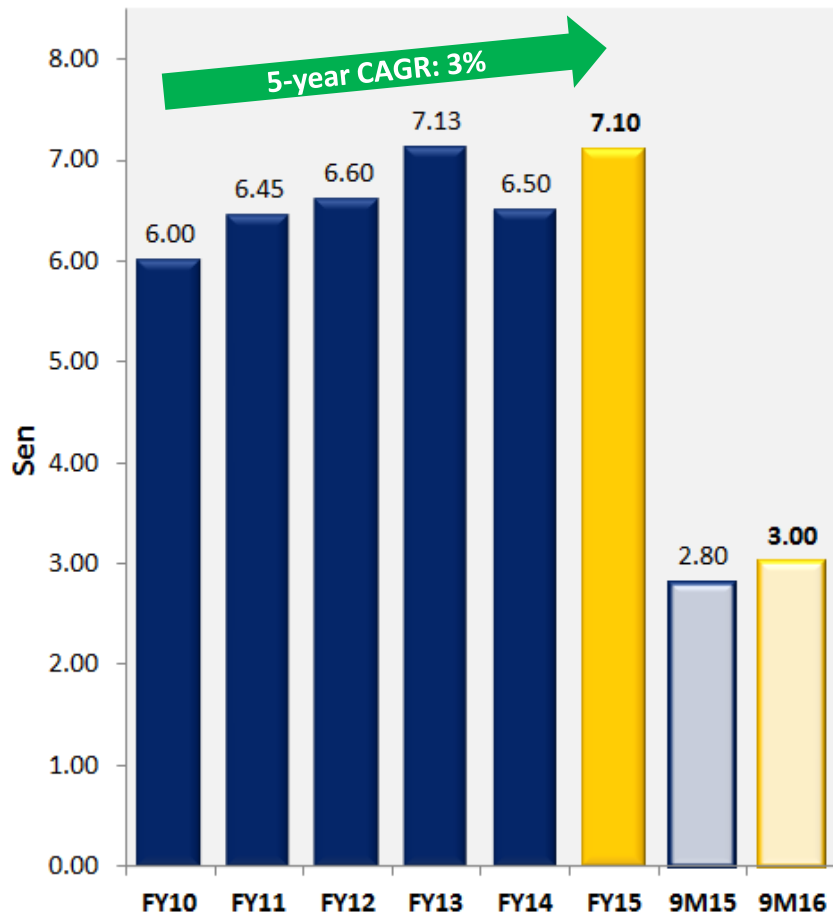


Adjusted EBITDA by location 9M16:



# GENM – Capital Management Strategy

## NET DIV PER SHARE (SEN)



## Dividend

- Net div per share of 7.10 sen in 2015
  - 5-year CAGR of 3%
- Net interim div per share of 3.00 sen in 1H16
- Consistent payout ratio
  - FY15: 32% (FY14: 31%)
  - 1H16: 27% (1H15: 27%)

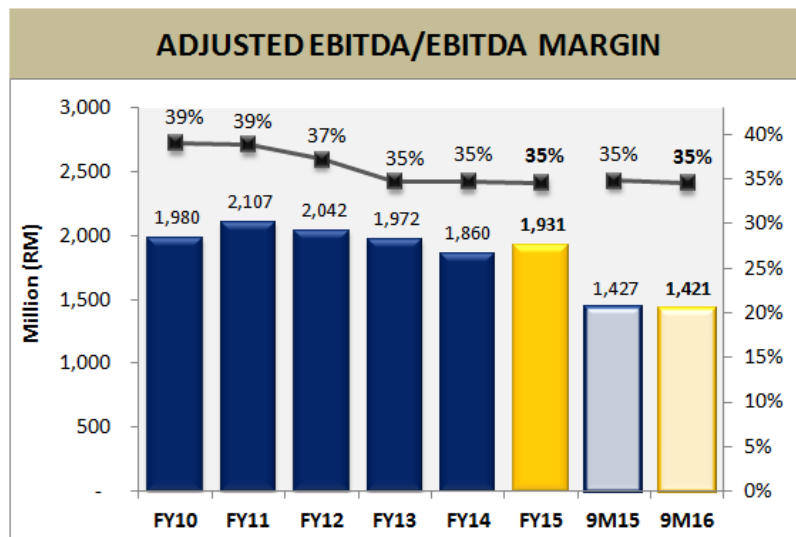
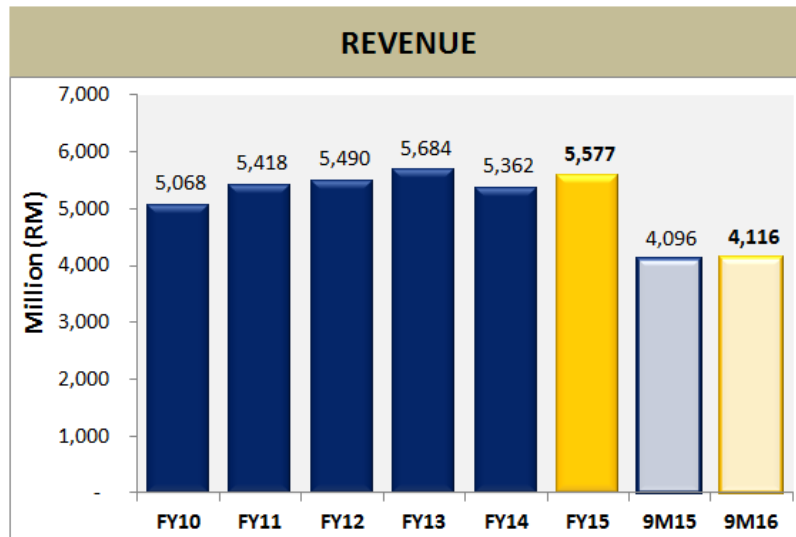
## Share Buy Back

- Initiated since July 2007
- To date, bought back 269.6m shares for RM911.3m
- 4.54% of total issued capital

# MALAYSIA OPERATIONS



# Malaysia L&H – 9M16 Performance Review

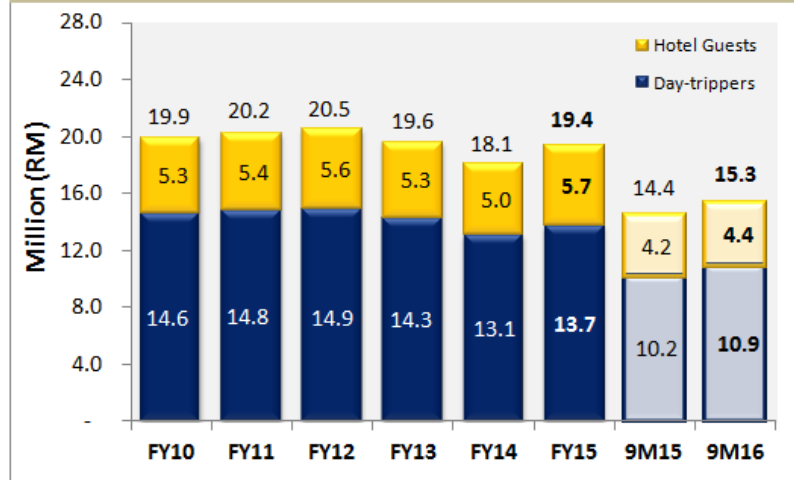


## Operational Performance:

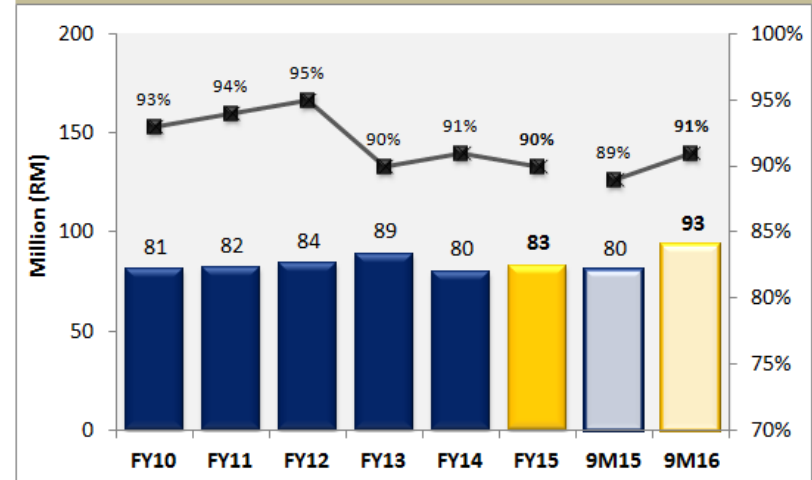
- Revenue
  - Marginally higher in 9M16 vs 9M15
  - 5-year CAGR of 2%
- Adjusted EBITDA
  - Remained consistent as compared to 9M15
- Adjusted EBITDA margin stable at 35% in 9M16

# RWG – Operational Statistics

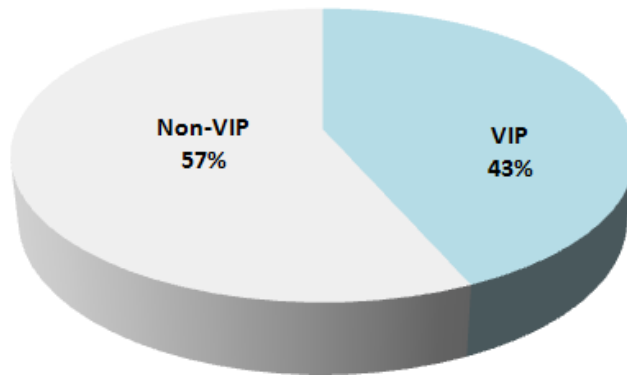
## VISITOR ARRIVALS



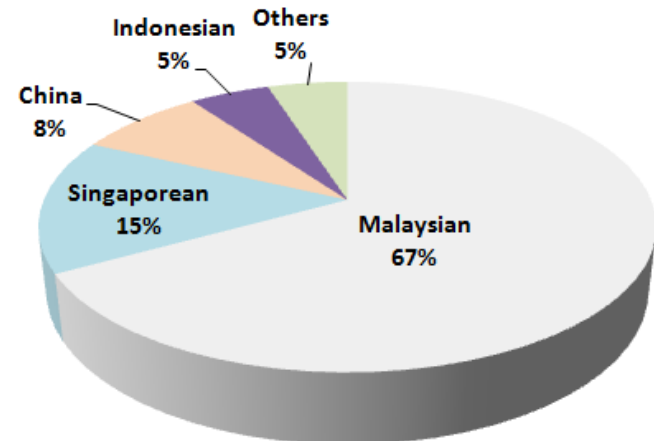
## ARR & OCCUPANCY



## Gaming Revenue Mix 9M16



## Hotel Guests' Nationality 9M16





# Genting Integrated Tourism Plan ("GITP")



# GITP – Overview

- A major 10-year master plan launched in December 2013
- RM10.38 bil capital investment comprised, amongst others:
  - 20<sup>th</sup> Century Fox World theme park
  - 1,300-room First World Hotel Tower 3
  - New indoor theme park
  - New all-suite premium luxury hotel
  - Sky Avenue lifestyle mall and Sky Plaza
  - New high-speed cable car system
  - Additional luxury hotels
  - Additional infrastructure



# GITP – Development Plans



# GITP – Construction Progress



Taken in 4Q16

# GITP – Construction Progress



Taken in 4Q16

# GITP – New Awana SkyWay



# GITP – SkyAvenue



# SkyAvenue – Burger & Lobster

Enjoy seafood at

6000ft

Burger & Lobster at SkyAvenue

*Burger & lobster*

Exciting things  
are happening at

 Resorts World  
GENTING



# SkyAvenue – Cafés Richard & Motorino



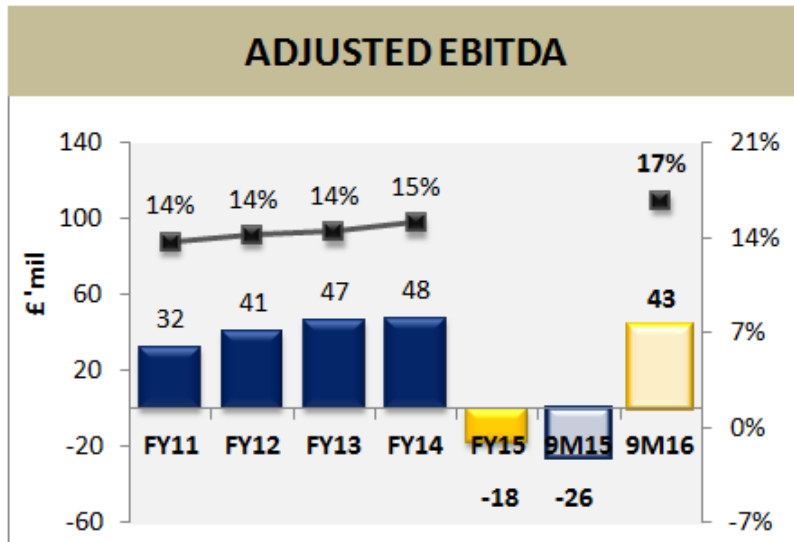
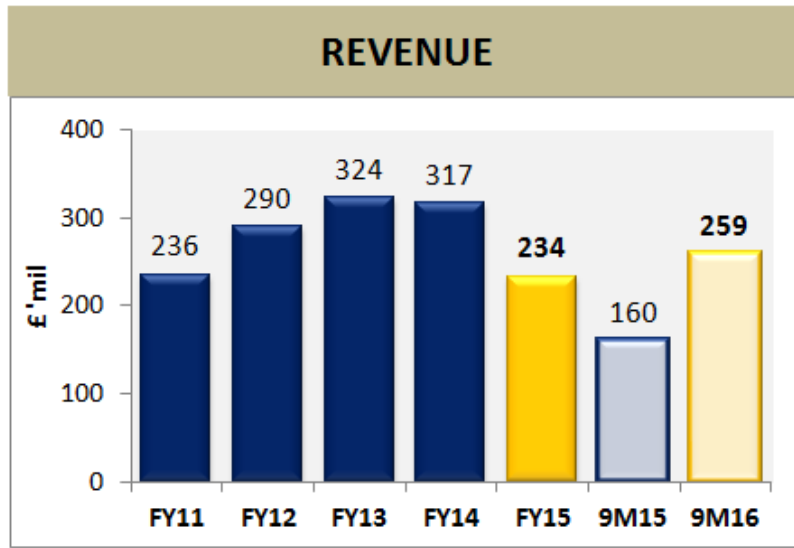
# OVERSEAS OPERATIONS



# UNITED KINGDOM



# Genting UK – 9M16 Performance Review

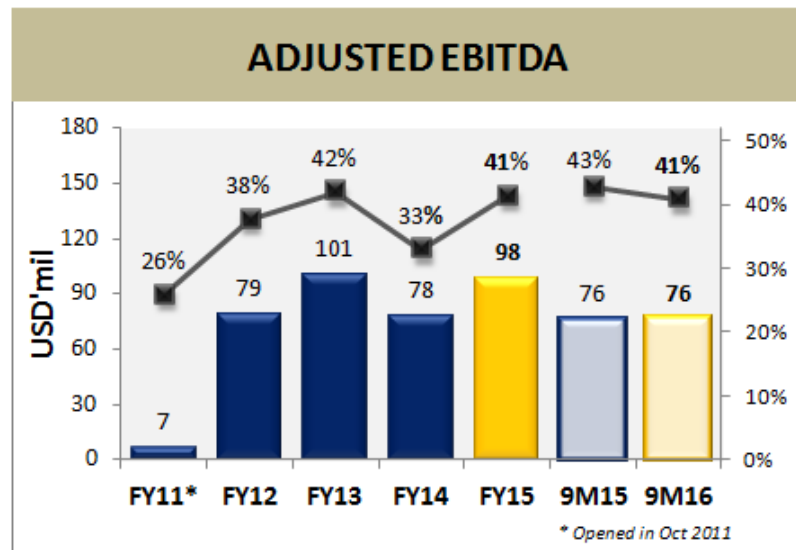
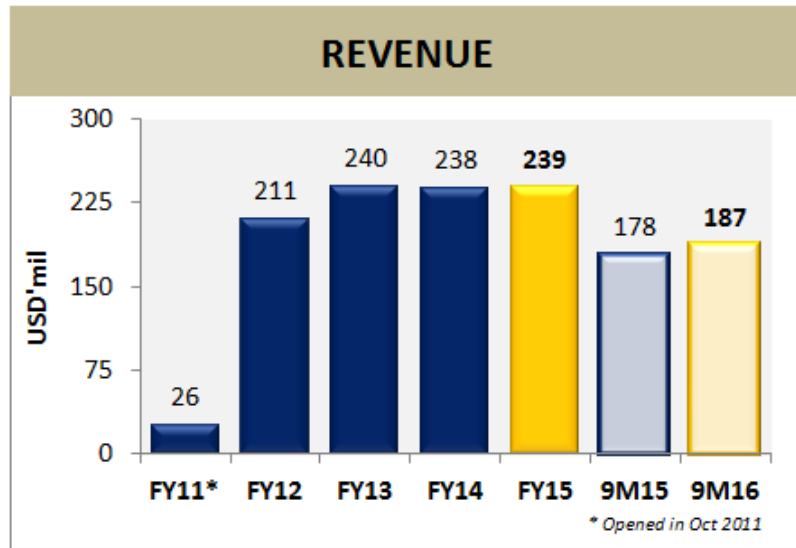


- Group revenue ↑ 62% in 9M16
  - International Markets ↑ >100%
  - Home Markets ↑ 6%
- Adjusted EBITDA of £43m in 9M16 (9M15: LBITDA £26m)
- Visitors ↑ 6% to 3.2 mil in 9M16
- Further grow market share in the non-premium players business segment
- Improve business efficiency
- Focus on stabilising operations and growing business volumes at RW Birmingham and online operation

# UNITED STATES



# RWNYC – 9M16 Performance Review



- Highest grossing VGM facility by gaming revenue in Northeast US region
- Expanded gaming capacity from 5,000 to 5,500 VGMs earlier this year
- Revenue ↑ 5% in 9M16
  - Higher business volumes

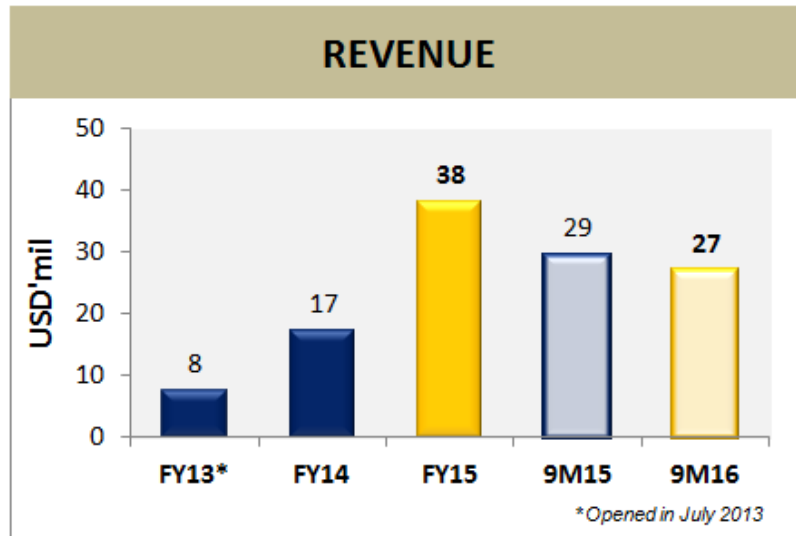
- Average WPU at US\$431 in 9M16 (9M15: US\$451)
- 6.3mil visitors in 9M16 (9M15: 6.3 mil)

- \* RWNYC has approx. 42.3% market share in 9M16:
- RWNYC: USD650.5m (9M15: USD 620.7m)
  - NY Statewide: USD1,536.6m (9M15: USD 1,468.9m)

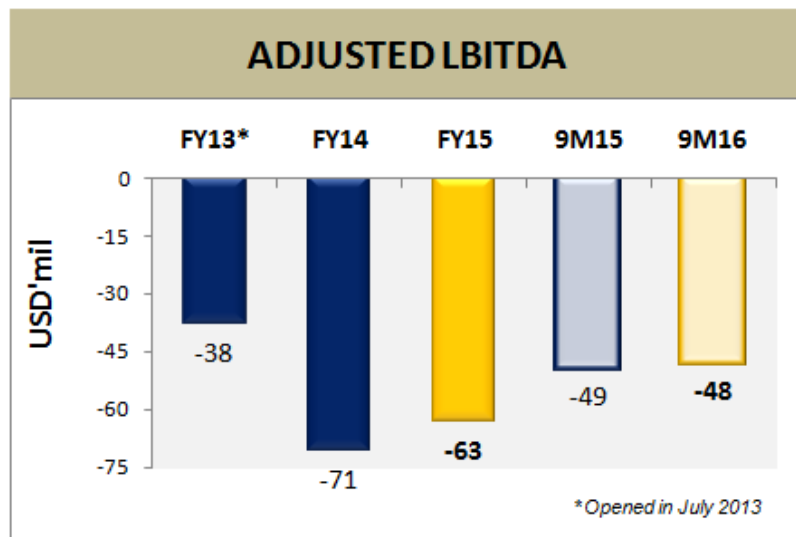
# BAHAMAS



# RW Bimini – 9M16 Performance Review



- Revenue ↓ 8% in 9M16
  - Ceased Bimini SuperFast ferry operations in January 2016
- Adjusted LBITDA of US\$48m in 9M16 (9M15: US\$49m)
- The 305-room Hilton hotel was opened in June 2016





# Hilton at Resorts World Bimini

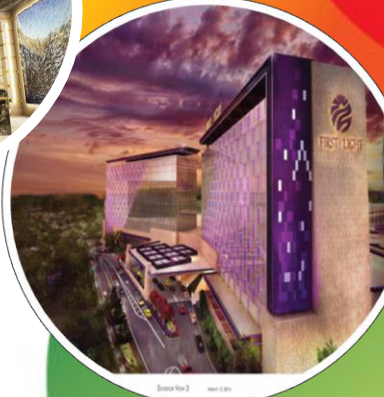
- Total project cost US\$240 mil
- 305 room luxury marina hotel
  - ~240 rooms opened in April 2015
  - Remaining rooms opened in June 2016
- Key features:
  - 2 restaurants
  - A lobby piano bar
  - A rooftop pool
  - A bar and nightclub / lounge
  - Spa and fitness centre
  - Meeting space for up to 400 guests
  - Private gaming salon
  - High end designer retail shops



# Hilton at Resorts World Bimini



# OTHER US ASSETS



# Other US Assets



## First Light Resort and Casino – Massachusetts

- Located at the Taunton, Massachusetts
- GENM's appointment\* as the manager of First Light Resort and Casino is expected to be for a period of 7 years
- Invested US\$274 million in interest bearing promissory notes

## Omni and Hilton Operations - Miami

- 30-acre prime freehold waterfront site in downtown Miami
- Received planning approval for a mixed-use development
- 80% hotel occupancy in 9M16 for the 527-room Hilton Miami Downtown (9M15: 83%)



# LOOKING AHEAD



# Prospects and Focus

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## General Prospects

- Global economic conditions are expected to remain challenging with subdued outlook for the major advanced economies
- The demand for international tourism is expected to remain positive
- Cautious on near term outlook for the L&H industry; remains positive on the longer term

## Resorts World Genting

- The Group continues to place emphasis on, amongst others:-
  - enhancing yielding capabilities;
  - operational efficiencies;
  - database marketing efforts; and
  - improving service delivery at RWG
- Continue to ramp up pre-opening activities in the coming months

# Prospects and Focus

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## Genting UK

- Remains cautious on the volatility implicit in the premium players business
- Further grow market share in the non-premium players business as well as improve its business efficiency
- Continues to focus on stabilising the operations and grow business volumes at both RW Birmingham and the online operation

## Resorts World Casino New York City

- Continues to introduce measures and enhance its direct marketing efforts to encourage higher levels of visitation and frequency of play to the property

## Resorts World Bimini

- Remains steadfast to grow business volumes at RW Bimini
- Focus on implementing targeted marketing initiatives to drive increased visitation to the resort

# Thank You

Visit us at  
[www.gentingmalaysia.com](http://www.gentingmalaysia.com)

## **Disclaimer**

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