



**GENTING**

**MALAYSIA**

No. 58019-U

# **Corporate Presentation**

**Citi ASEAN Top Pick  
Corporate Day**

6 December 2018

# AGENDA

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**2** KEY PROPERTIES

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**4** MALAYSIA OPERATIONS

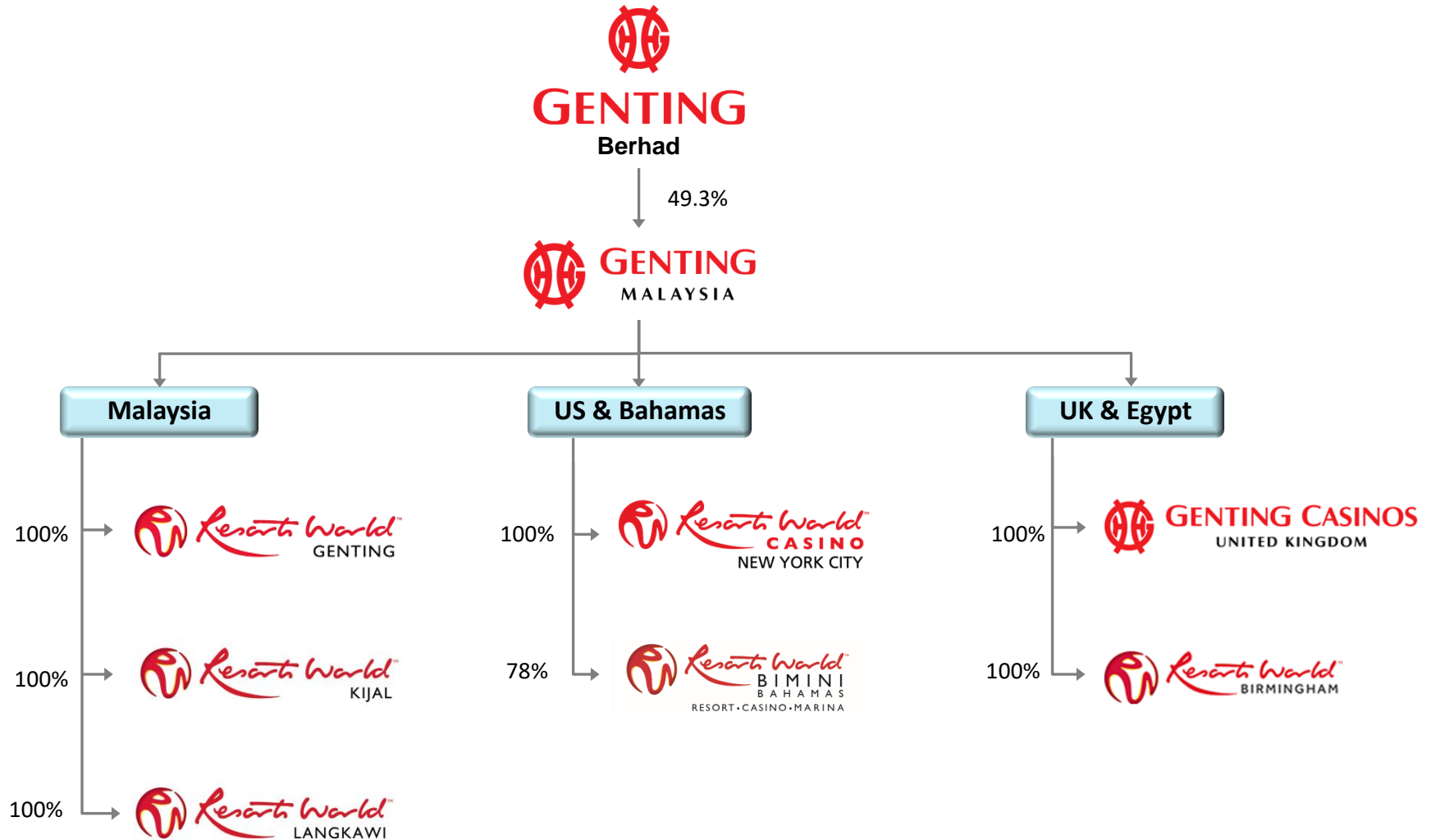
**5** OVERSEAS OPERATIONS

- UNITED KINGDOM & EGYPT
- US & BAHAMAS

**6** PROSPECTS & FOCUS

# OVERVIEW

## GROUP CORPORATE STRUCTURE



# OVERVIEW

## GROUP'S KEY PROPERTIES

### Resorts World Genting (RWG)

- Malaysia's largest integrated resort destination
- ~19.2m visitors in 9M18
- ~10,500 rooms across 7 hotels
- ~13,800 employees

### Resorts World Casino New York City

- Market leader in the Northeast US region
- ~5.8m visitors in 9M18
- ~1,000 employees

### Genting UK

- ~3.1m visitors in 9M18
- Operates 43 casinos
  - 6 casinos in London
  - 37 casinos outside London
- ~3,600 employees

### RW Bimini

- 78 : 22 joint venture
- Offers gaming, accommodation, leisure and entertainment in the resort
- ~530 employees



# KEY PROPERTIES

**MALAYSIA**

**RESORTS WORLD GENTING**





UK

# GENTING UK RESORTS WORLD BIRMINGHAM



US

# RESORTS WORLD CASINO NEW YORK CITY



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



**BAHAMAS**

**RESORTS WORLD BIMINI**





# FINANCIAL HIGHLIGHTS



# OVERVIEW

## FINANCIAL HIGHLIGHTS – 3Q18 & 9M18

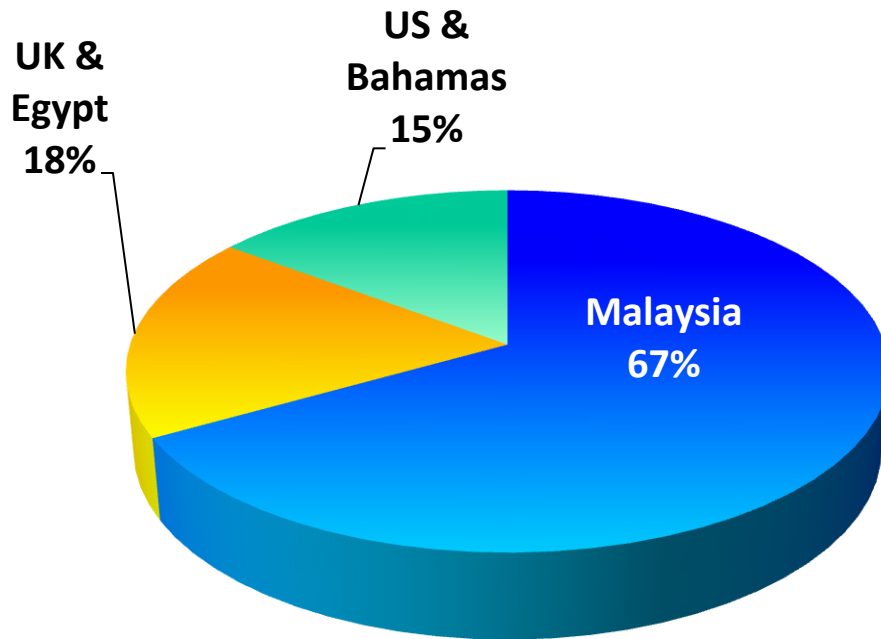
In RM'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
Revenue	<b>2,599</b>	2,270	↑15%	<b>7,421</b>	6,786	↑9%
Adjusted EBITDA	<b>815</b>	438	↑86%	<b>2,124</b>	1,539	↑38%
<i>Adjusted EBITDA Margin</i>	<b>31%</b>	19%		<b>29%</b>	23%	
Net Loss	<b>(1,512)</b>	173	↓>100%	<b>(792)</b>	642	↓>100%

- Improved performance aided by Malaysian operations
- New GITP facilities and attractions at RWG have been well received
- Net loss mainly due to impairment loss in Mashpee Notes

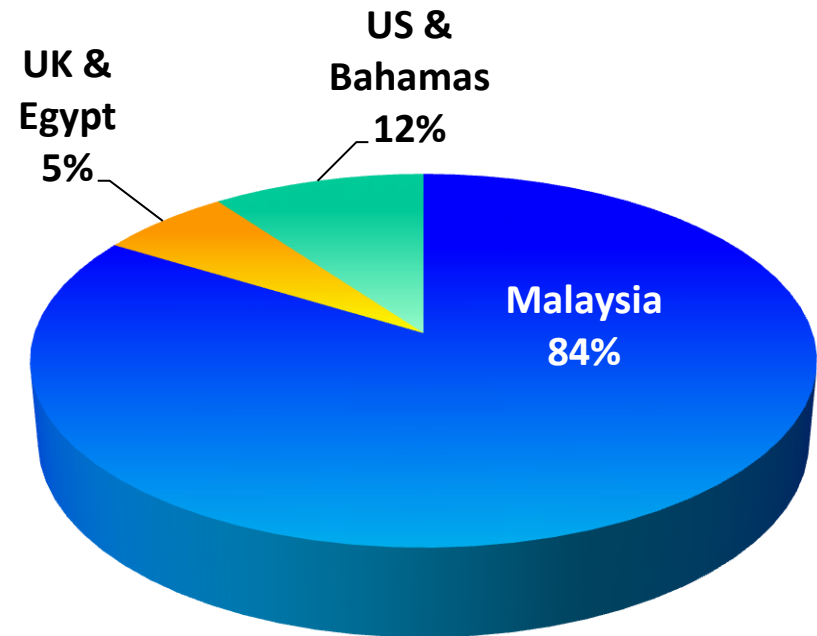
# OVERVIEW

## REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – 9M18

Revenue



Adjusted EBITDA

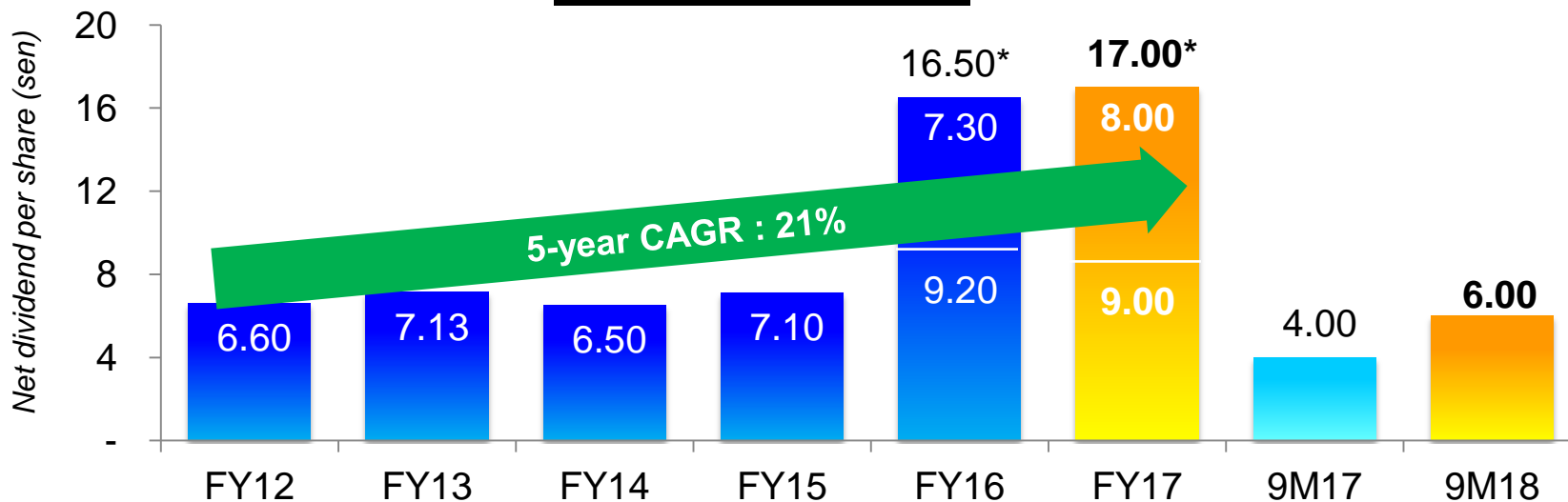




# OVERVIEW

## CAPITAL MANAGEMENT STRATEGY

### Dividend per Share



\*Includes a special dividend of 8.0 sen (FY16: 7.3 sen) per share

### Dividend

- FY17 net dividend grew 3% yoy to 17.0 sen
- 1H18 interim dividend of 6.0 sen (Payout ratio: 45%)

### Share Buyback

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

# MALAYSIA OPERATIONS



# MALAYSIA – LEISURE & HOSPITALITY

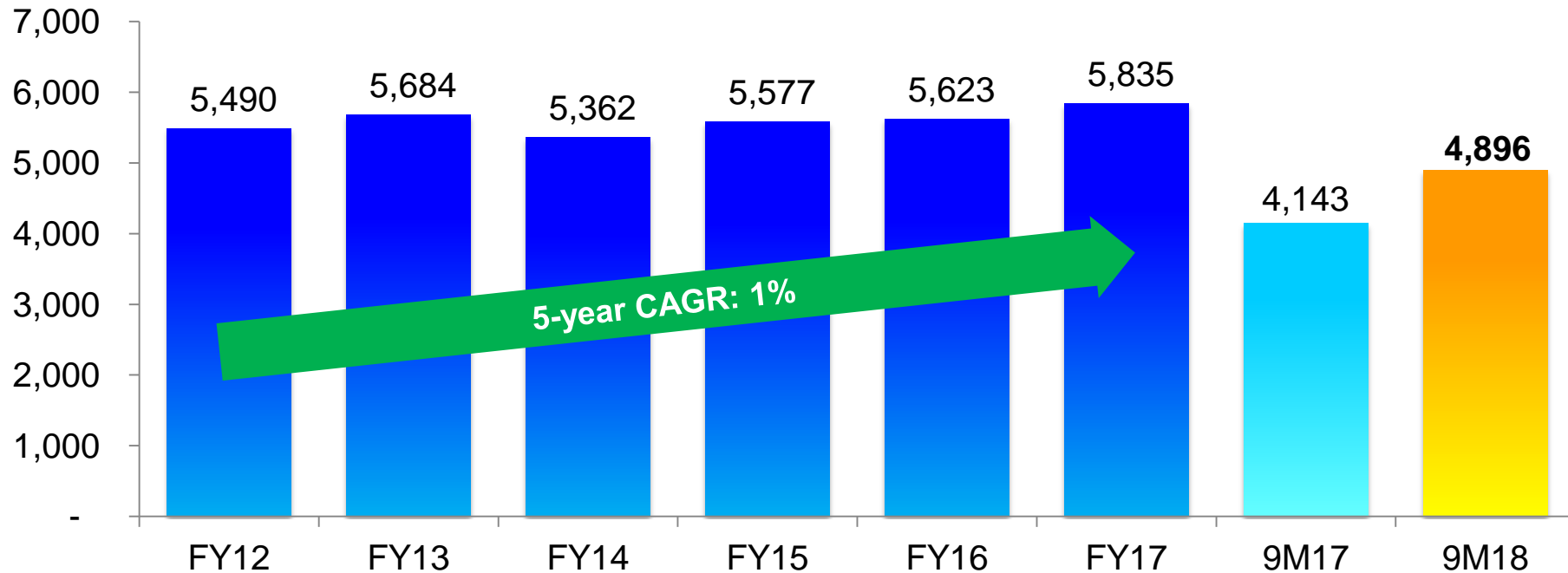
## PERFORMANCE REVIEW – 3Q18 & 9M18

In RM'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
Revenue	<b>1,704.6</b>	1,353.3	↑26%	<b>4,896.0</b>	4,143.0	↑18%
Adjusted EBITDA	<b>641.2</b>	336.4	↑91%	<b>1,715.1</b>	1,208.5	↑42%
<i>Adjusted EBITDA Margin</i>	<b>38%</b>	25%		<b>35%</b>	29%	

- Improved hold percentage in the mid to premium players segment
- Higher business volume from the mass market segment
- Visitations grew by 14% in 9M18, boosted by new GITP attractions

# MALAYSIA – LEISURE & HOSPITALITY PERFORMANCE REVIEW IN 9M18

## Revenue (RM'mil)



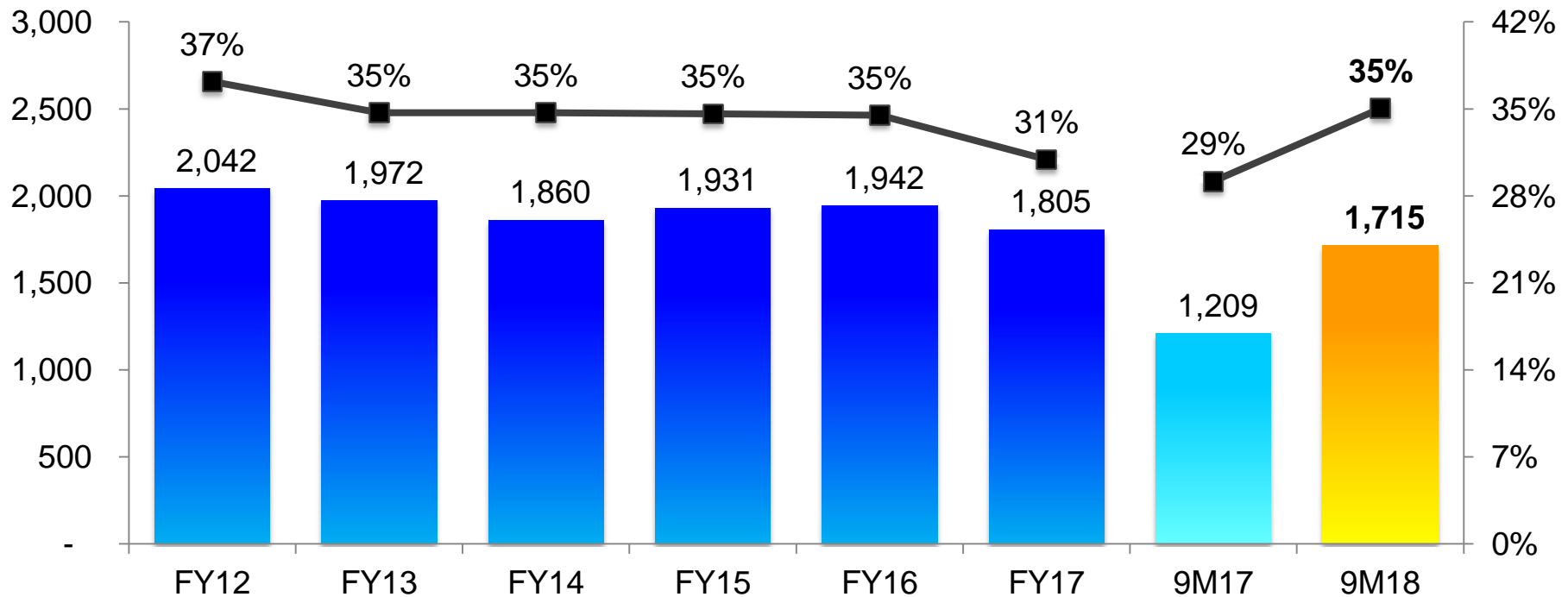
- Higher business volumes from the mass market segment
- Higher hold percentage in the mid to premium players segment



# MALAYSIA – LEISURE & HOSPITALITY

## PERFORMANCE REVIEW IN 9M18

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



- Improving adjusted EBITDA margins primarily attributable to:
  - Improved operational performance following the roll out of GITP attractions

# MALAYSIA

## RWG KEY STATISTICS IN 9M18



**19.2m**  
VISITORS

(9M17: 16.9m)

↑14%



**72%**  
DAY-TRIPPERS

(9M17: 70%)

**4.5m**  
MEMBERS

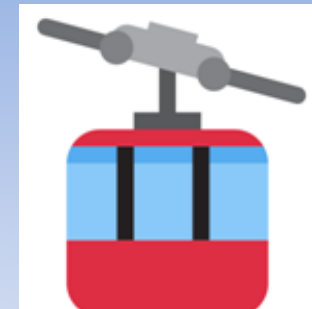
↑9%



(9M17 : 4.1mil)

**7.0m**  
TICKETS SOLD

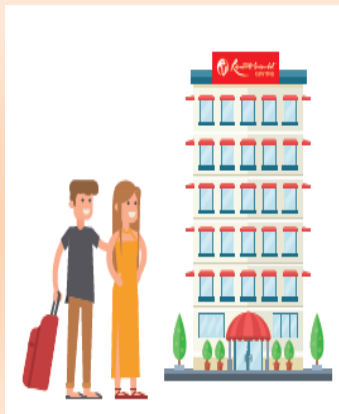
↑20%



(9M17: 5.8mil)

# MALAYSIA

## RWG HOTEL PERFORMANCE IN 9M18



**10,500**

ROOMS

**7 HOTELS**



(9M17: 2.4m)

**2.6m**

ROOM NIGHTS  
SOLD

**↑8%**

**RM105**

AVRG ROOM RATE

**↑17%**



(9M17: RM90)

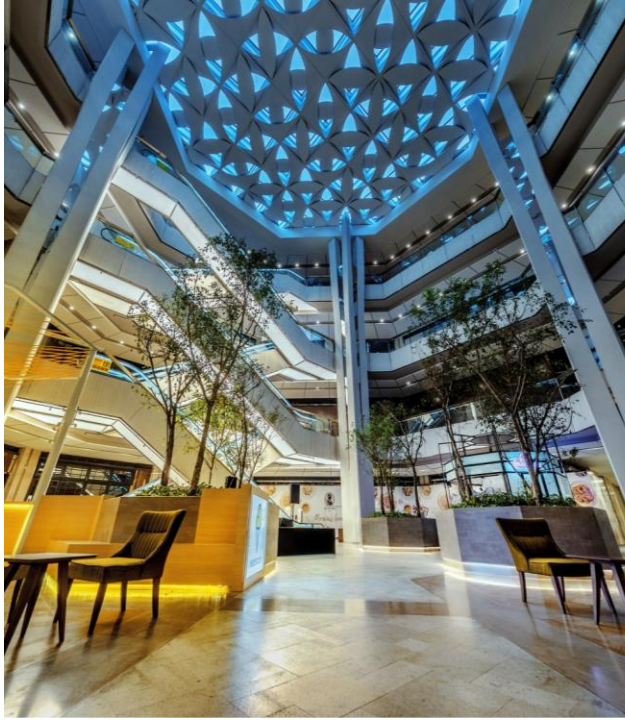
**97%**

OCCUPANCY



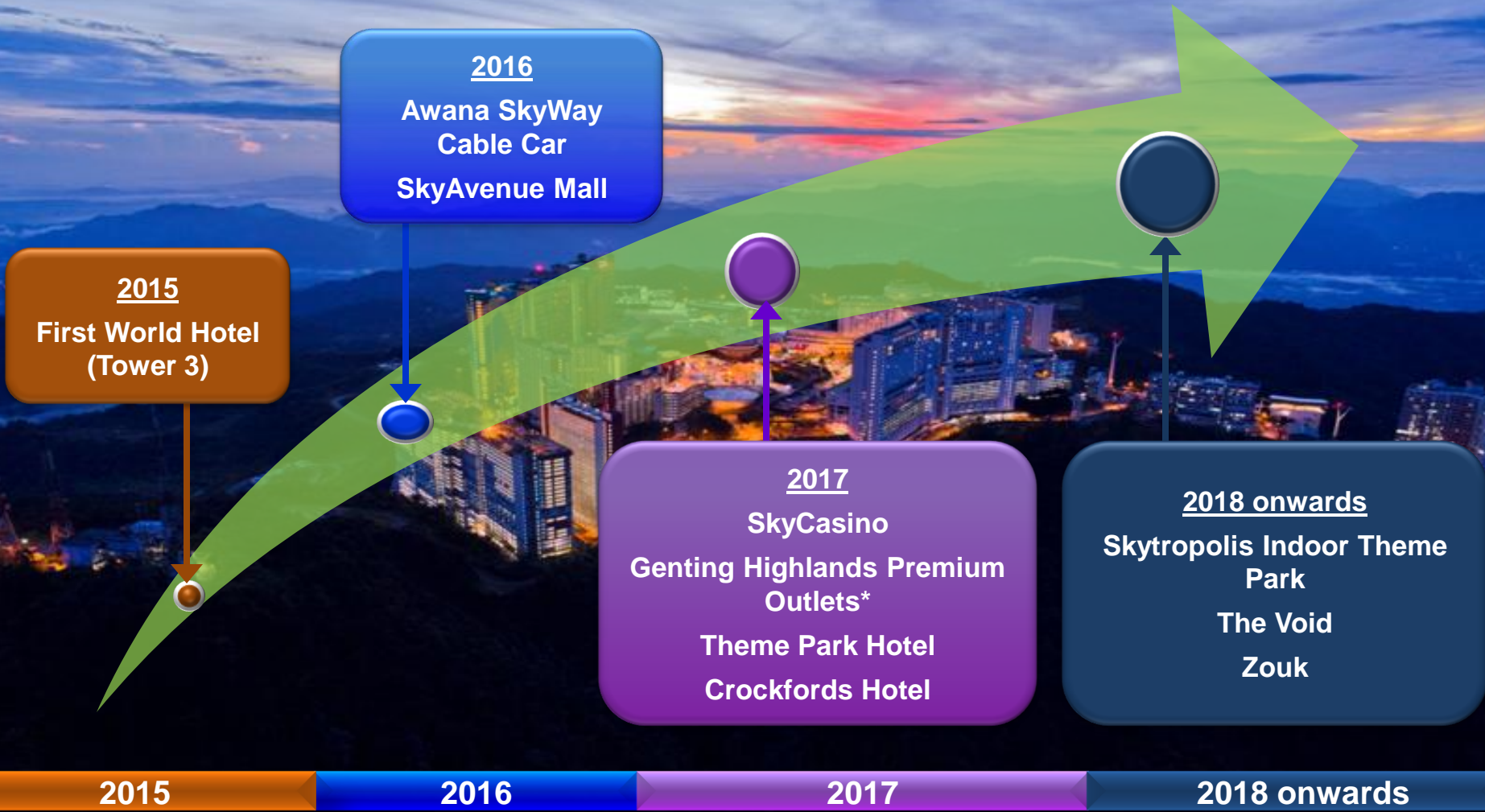
(9M17: 94%)

# GENTING INTEGRATED TOURISM PLAN (GITP)





- ❖ A 10-year master plan launched in Dec 2013
- ❖ RM10.4 billion capital investment
- ❖ Invested RM7.3 billion as at 30 September 2018



2015

2016

2017

2018 onwards

*\*A property of Genting Simon Sdn Bhd, a JV between Genting Plantations Berhad and Simon Property Group*



# GITP

# AWANA SKYWAY



Awana SkyWay cable car system



Genting Highlands Premium Outlets



SkyAvenue Mall

Awana Station

Awana Hotel

  
GENTING HIGHLANDS  
PREMIUM OUTLETS®  
A GENTING SIMON CENTER

--- Denotes Awana SkyWay route

..... Transporting visitors to key attractions at the resort



GITP

SKYAVENUE





GITP

# SKYAVENUE – F&B OUTLETS



Burger & Lobster



Red Tail



Malaysian Food Street



Motorino

GITP

# THEME PARK HOTEL





GITP

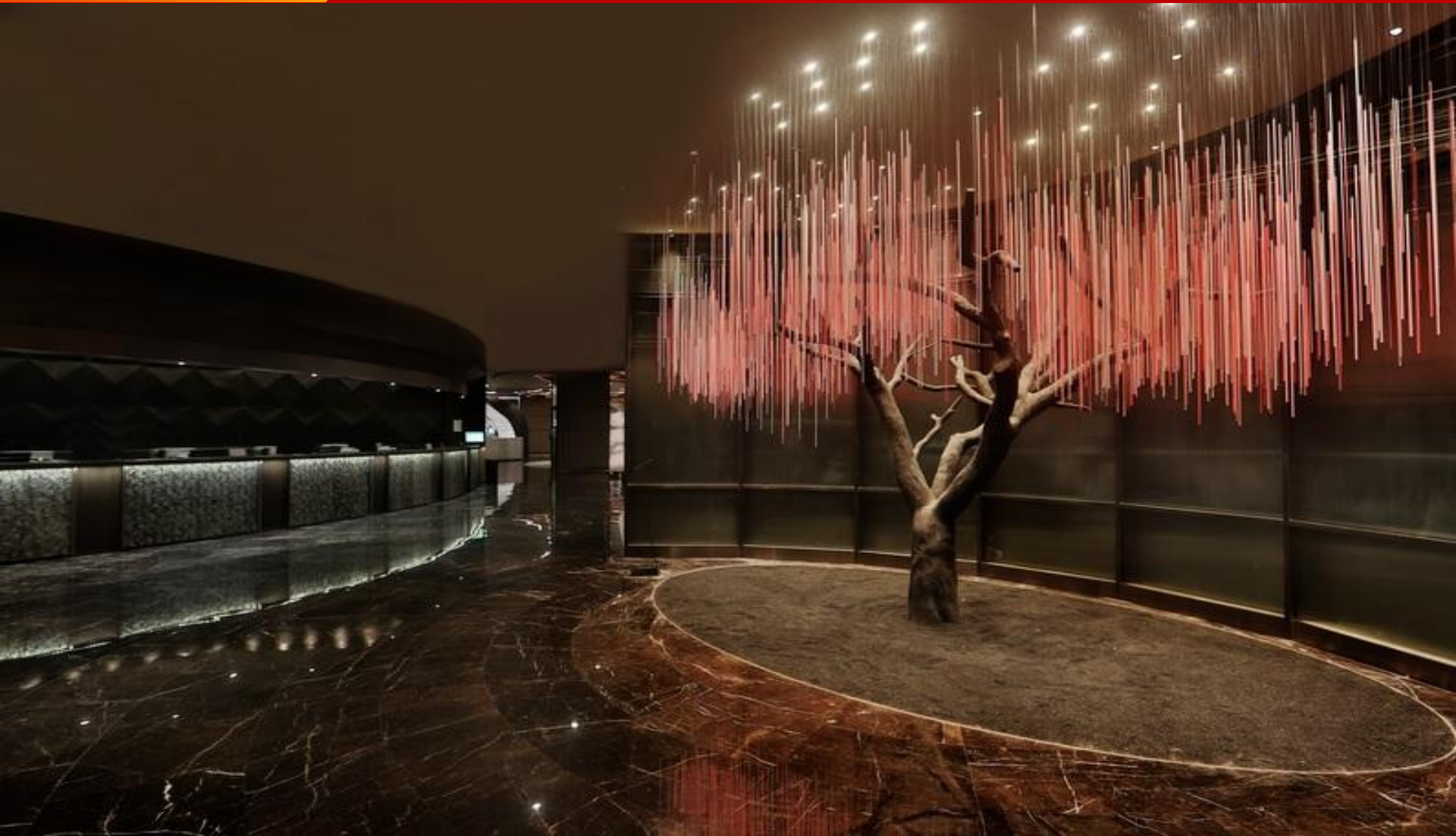
SKYSYMPHONY





GITP

# CROCKFORDS PLATINUM CLUB





GITP

# CROCKFORDS HOTEL





GITP

THE VOID





GITP

# SKYTROPOLIS FUNLAND

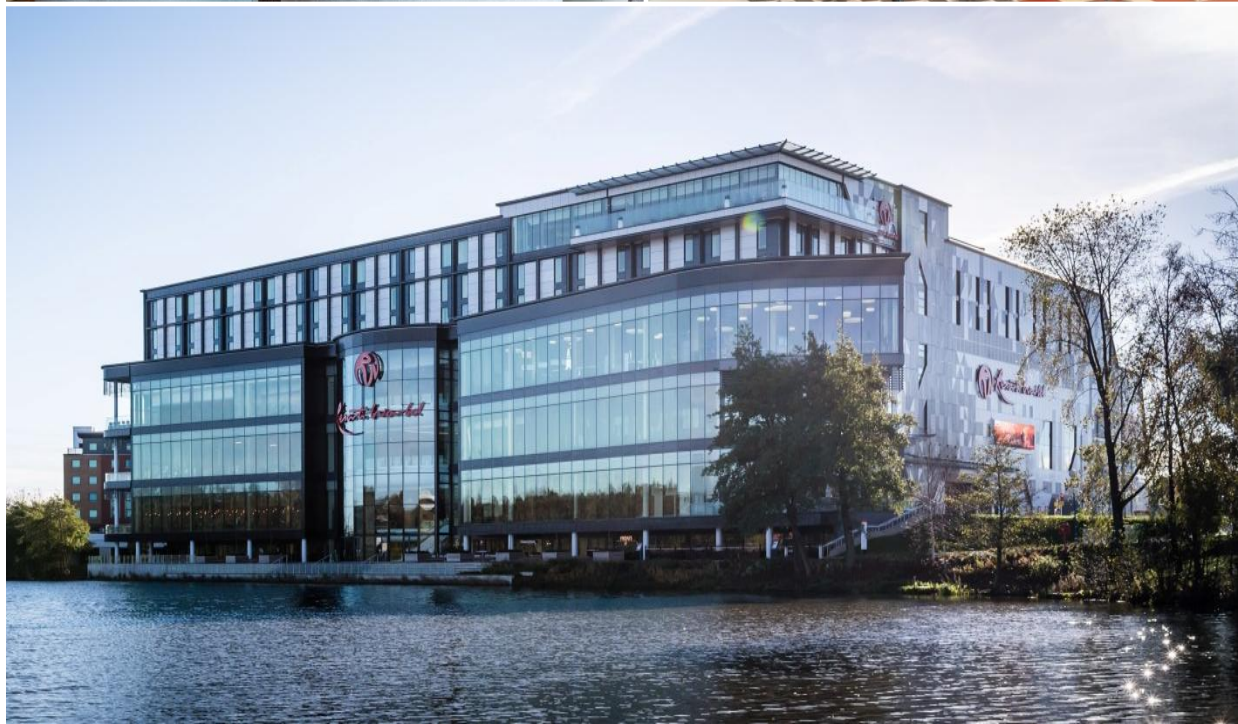




# OVERSEAS OPERATIONS



# UNITED KINGDOM & EGYPT



# UK & EGYPT – LEISURE & HOSPITALITY

## PERFORMANCE REVIEW IN 3Q18 & 9M18

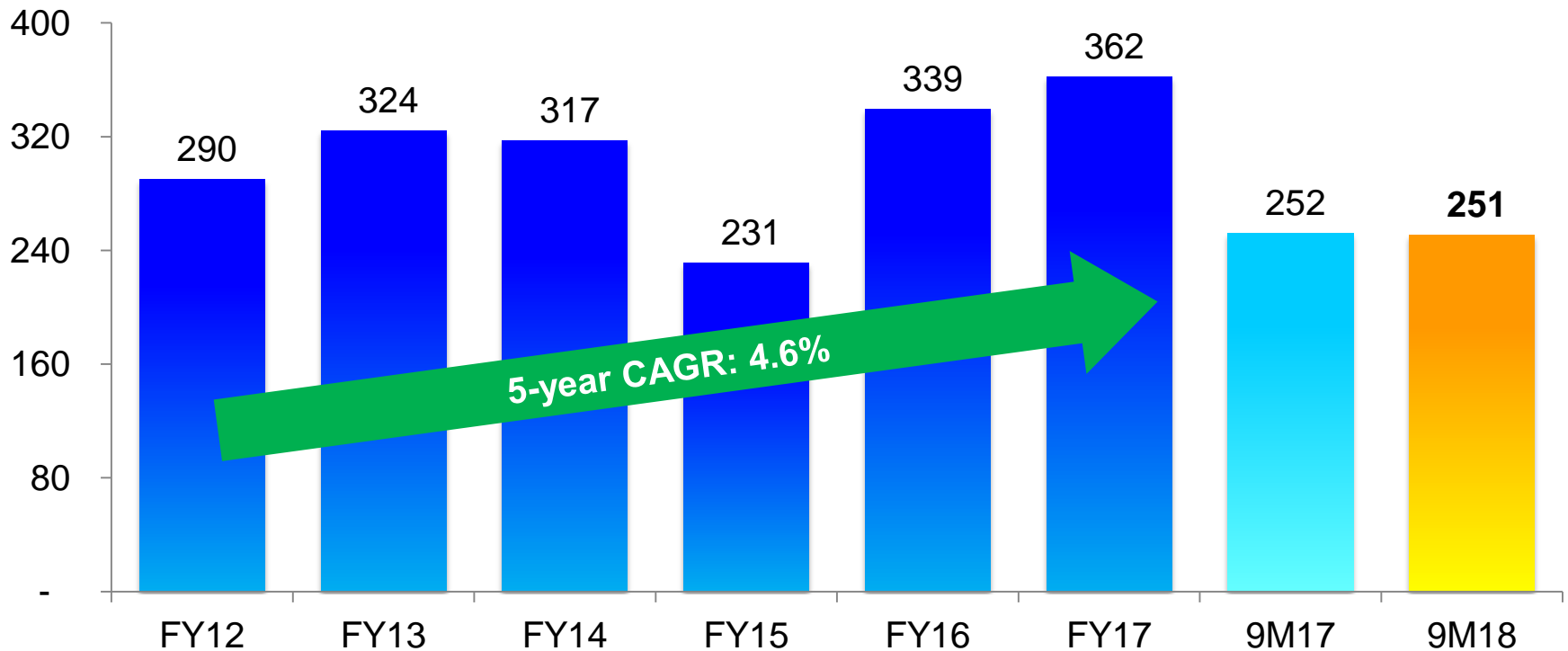
In £'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
Revenue	<b>94.6</b>	92.7	↑2%	<b>250.9</b>	251.8	Flat
Adjusted EBITDA	<b>11.2</b>	9.6	↑16%	<b>22.3</b>	30.2	↓26%
<i>Adjusted EBITDA Margin</i>	<b>12%</b>	10%		<b>9%</b>	12%	

- Higher contributions from Crockfords Cairo and UK interactive business in 3Q18
- 9M18 adjusted EBITDA impacted by higher debts written off
- Visitors ↓6% to 3.1m in 9M18 (9M17: 3.3m)



# UK & EGYPT – LEISURE & HOSPITALITY PERFORMANCE REVIEW – 9M18

Revenue (£'mil)



- 9M18 revenue remained stable amid subdued consumer sentiment

# UNITED STATES & BAHAMAS



# US & BAHAMAS – LEISURE & HOSPITALITY

## PERFORMANCE REVIEW IN 3Q18 & 9M18

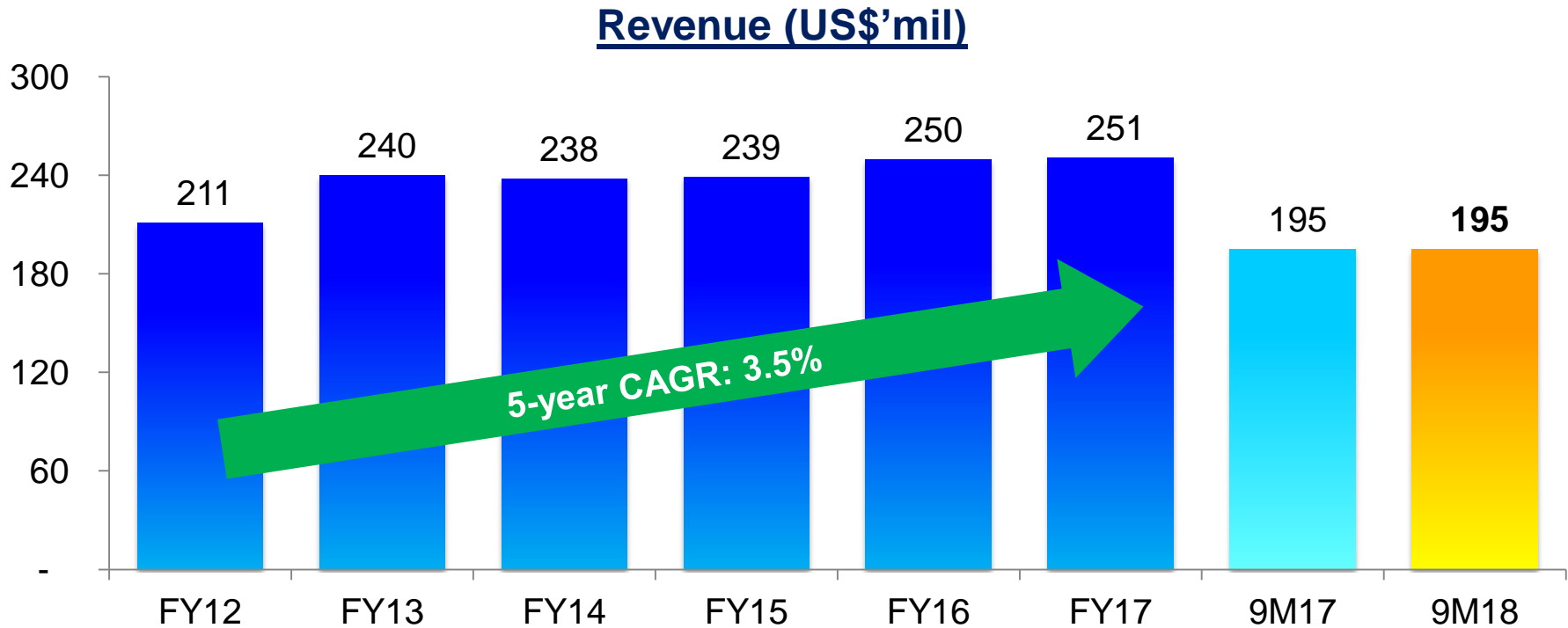
In US\$'mil	3Q18	3Q17	% Change	9M18	9M17	% Change
<b><u>Revenue*</u></b>						
RWNYC and RW Omni	<b>72.5</b>	70.5	↑3%	<b>224.8</b>	217.4	↑3%
RW Bimini	<b>7.4</b>	7.7	↓5%	<b>20.5</b>	20.3	↑1%
Total	<b>79.9</b>	78.2	↑2%	<b>245.3</b>	237.7	↑3%
<b><u>Adjusted EBITDA*</u></b>						
RWNYC and RW Omni	<b>26.3</b>	24.9	↑6%	<b>77.7</b>	82.1	↓5%
RW Bimini	<b>(8.8)</b>	(11.0)	↑20%	<b>(24.1)</b>	(37.6)	↑36%
Total	<b>17.5</b>	13.9	↑26%	<b>53.6</b>	44.5	↑20%
<i>Margin</i>	<b>22%</b>	18%		<b>22%</b>	19%	

- RW Omni: Improved performance following the refurbishment of Hilton Miami Downtown
- RWNYC: Stable performance despite increasing competition
- RW Bimini: Narrowing losses from improved operational efficiencies



# RWNYC – LEISURE & HOSPITALITY

## PERFORMANCE REVIEW – 9M18



- Continues to lead the Northeast US region at approx. 41.1%<sup>1</sup> market share in 9M18
- ~6,000 machines in operation at the facility (9M17: ~5,500 machines)
- Average WPU at US\$390 in 9M18 (9M17: US\$424)

US

# RESORTS WORLD OMNI HILTON MIAMI DOWNTOWN





# US

# RWNYC EXPANSION

- Broke ground on a USD400 million expansion in July 2017
- New attractions include a new 400-room hotel, additional gaming space and a variety of dining, entertainment and retail experiences
- Scheduled to open in phases from end of 2019



Artist Impression



# LOOKING AHEAD





# LOOKING AHEAD

## PROSPECTS AND FOCUS

### Resorts World Genting

- Leverage on new facilities and attractions
- Streamline operations and cost structure
- Review marketing strategies and intensify database marketing efforts



# LOOKING AHEAD

## PROSPECTS AND FOCUS

### UK & Egypt

- Premium Players Segment: Manage business volatility
- Non-premium Players Segment: Improve business efficiency and grow market share
- RW Birmingham: Grow business volume and improve operating performance





# LOOKING AHEAD

## PROSPECTS AND FOCUS

### US & Bahamas

- RWNYC: Continue to boost direct marketing efforts and focus on RWNYC's USD400 million expansion
- RW Omni: Leverage on the newly renovated Hilton Miami Downtown
- RW Bimini: Improve operational efficiency and infrastructure



RWNYC



Resorts World Bimini

# THANK YOU

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