



GENTING

MALAYSIA

No. 58019-U

Invest Malaysia 2019

19 - 20 March 2019

AGENDA

1 GROUP OVERVIEW

2 KEY PROPERTIES

3 FINANCIAL HIGHLIGHTS

4 MALAYSIA OPERATIONS

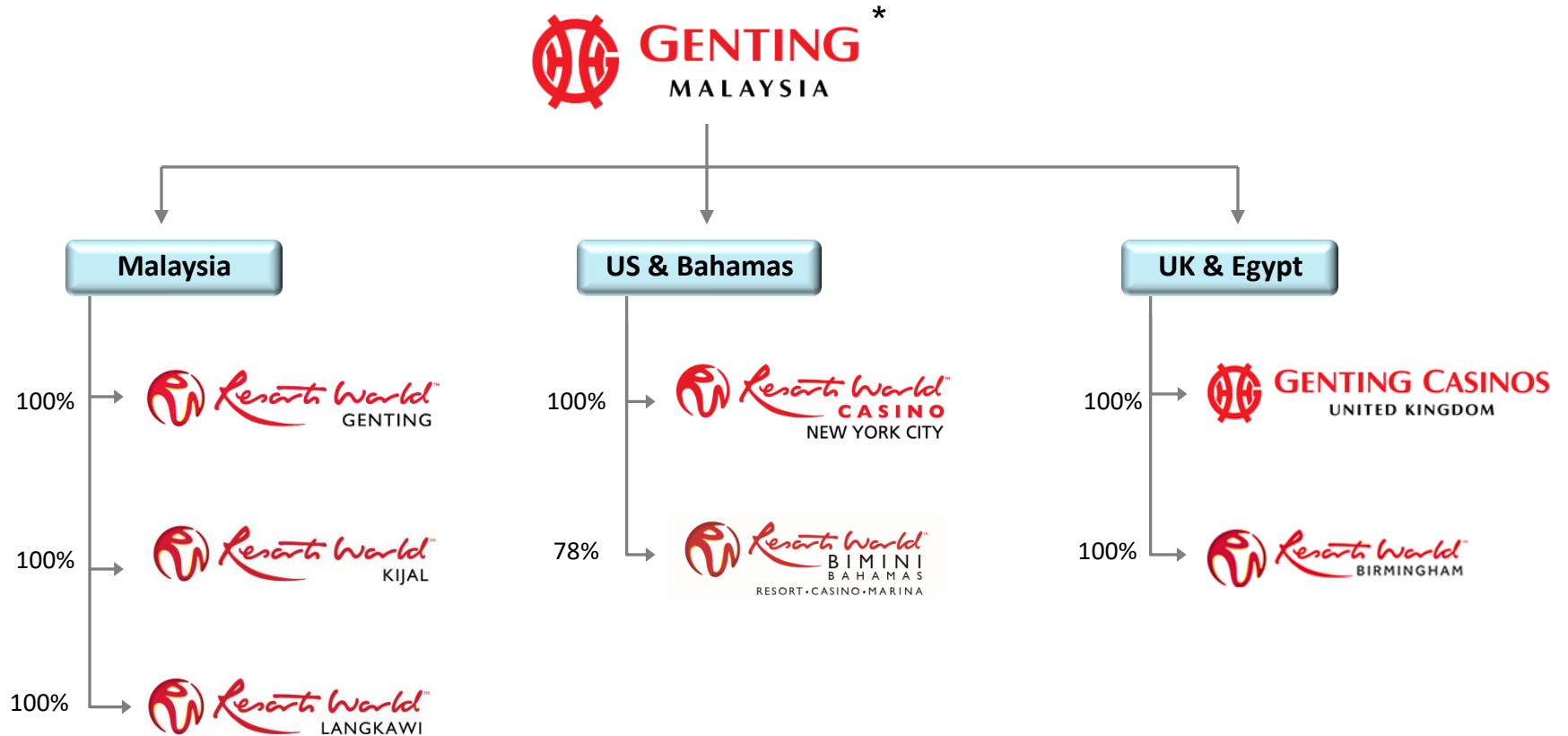
5 OVERSEAS OPERATIONS

- UNITED KINGDOM & EGYPT
- US & BAHAMAS

6 PROSPECTS & FOCUS

OVERVIEW

GENM GROUP CORPORATE STRUCTURE

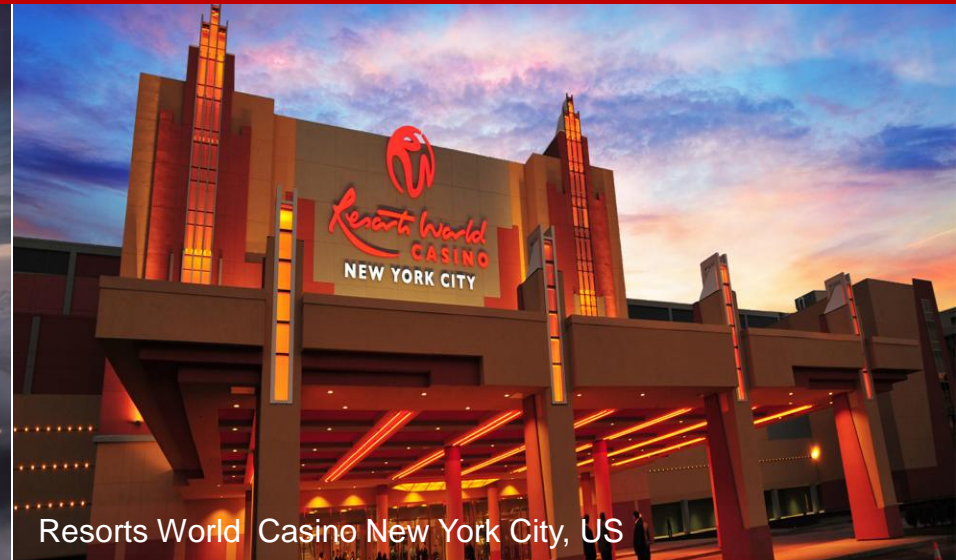


GENM

KEY PROPERTIES



Resorts World Genting, Malaysia



Resorts World Casino New York City, US



Resorts World Bimini, Bahamas



Resorts World Birmingham, UK

FINANCIAL HIGHLIGHTS



OVERVIEW

FINANCIAL HIGHLIGHTS – 4Q18 & FY18

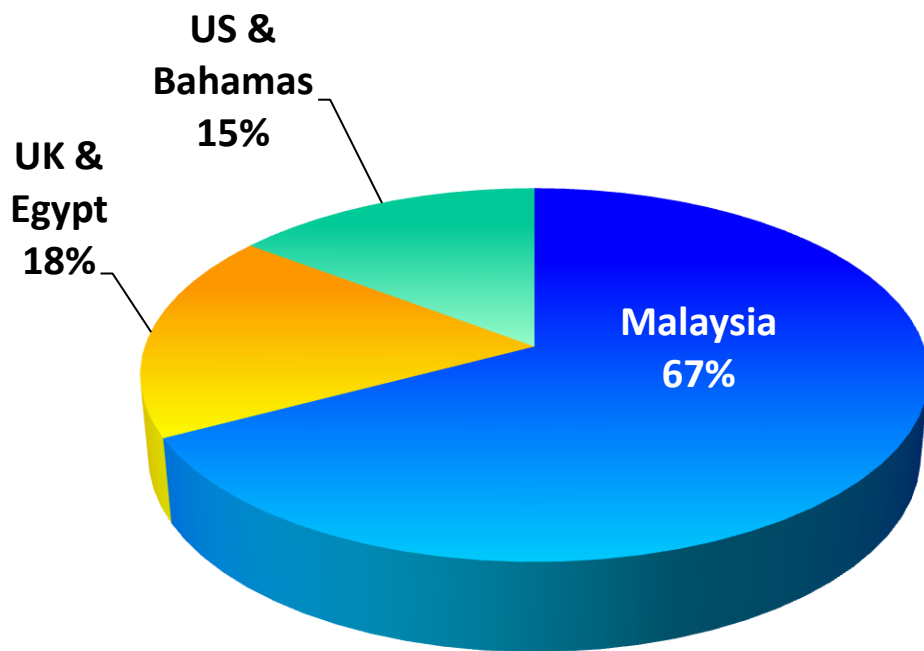
In RM'mil	4Q18	4Q17	% Change	FY18	FY17	% Change
Revenue	2,507	2,544	↓1%	9,928	9,330	↑6%
Adjusted EBITDA	749	670	↑12%	2,873	2,209	↑30%
<i>Adjusted EBITDA Margin</i>	30%	26%		29%	24%	
Net Profit (Excl. Mashpee impairment)	705	431	↑64%	1,748	1,073	↑63%
Net Profit / (Loss)	705	431	↑64%	(86)	1,073	↓>100%

- 4Q18 adjusted EBITDA lifted by US & Bahamas operations
- FY18 core performance improved, anchored by Malaysian operations

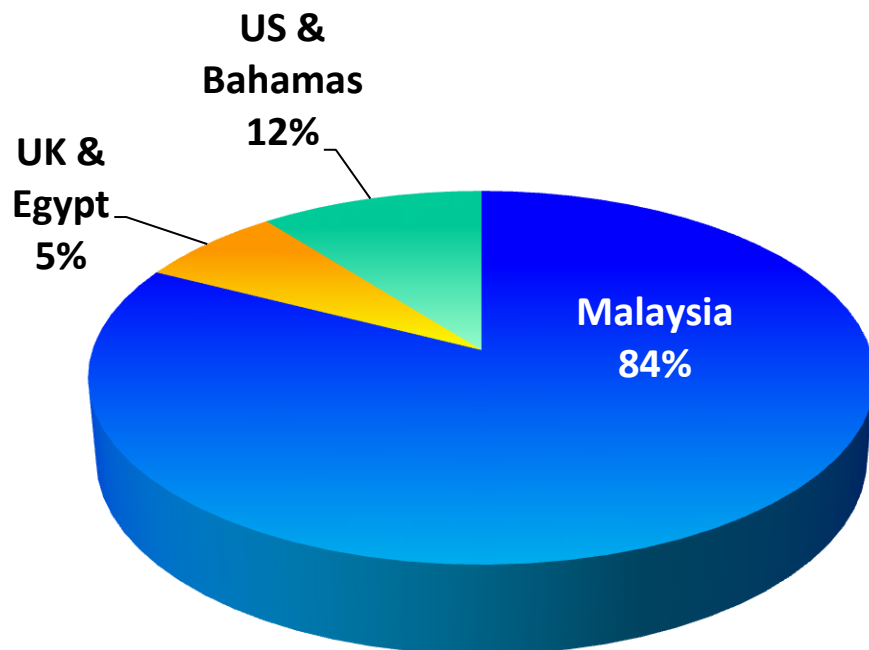
OVERVIEW

REVENUE & ADJUSTED EBITDA BY GEOGRAPHY – FY18

Revenue



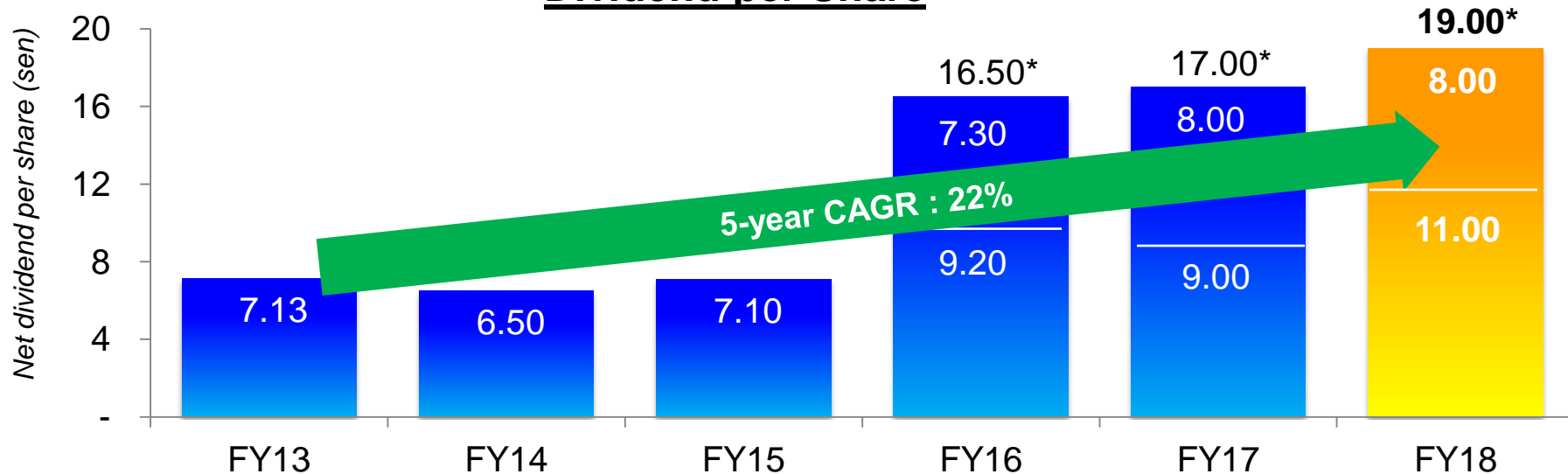
Adjusted EBITDA



OVERVIEW

CAPITAL MANAGEMENT STRATEGY

Dividend per Share



*Include a special dividend of 8.0 sen (FY17 8.0 sen) per share

Dividend

- FY18 total dividend represents a 12% increase y-o-y
- FY18 dividend yield: 5.5%

Share Buyback

- Net treasury shares to-date: 295 million (4.96% of total issued capital)

MALAYSIA OPERATIONS



MALAYSIA – LEISURE & HOSPITALITY

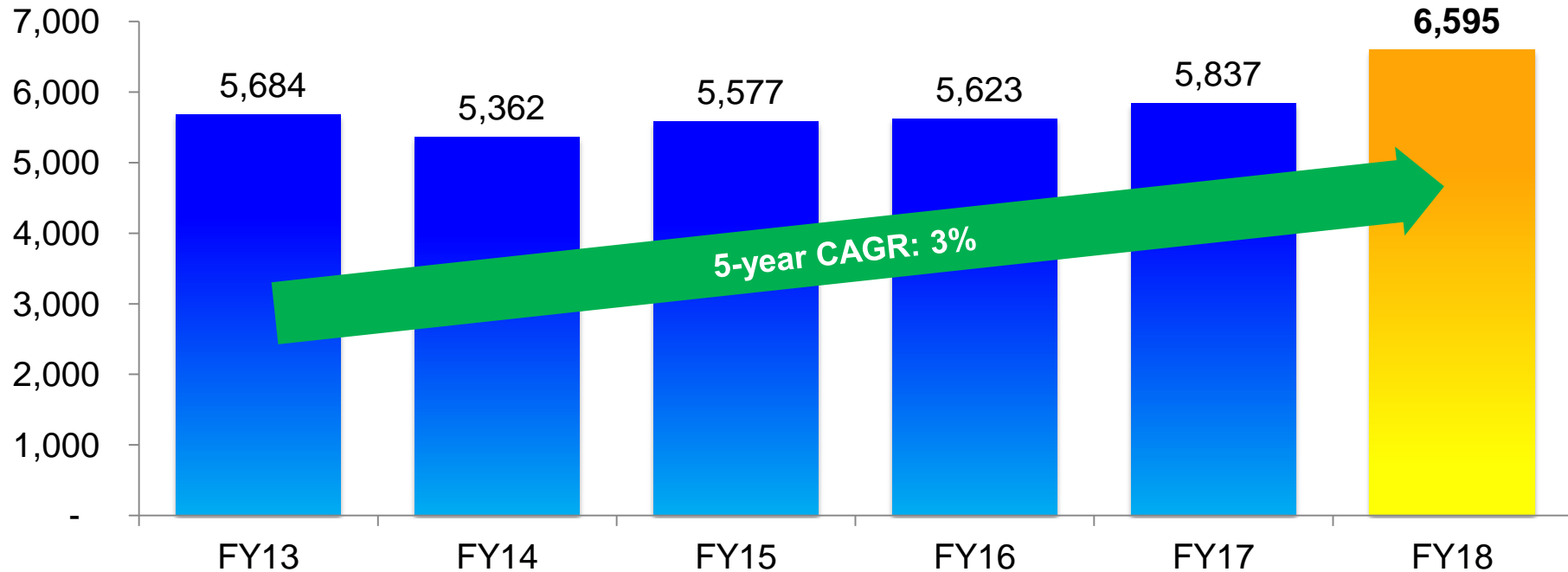
PERFORMANCE REVIEW – 4Q18 & FY18

In RM'mil	4Q18	4Q17	% Change	FY18	FY17	% Change
Revenue	1,698.6	1,693.8	Flat	6,594.6	5,836.8	↑13%
Adjusted EBITDA	582.2	597.6	↓3%	2,297.3	1,806.1	↑27%
<i>Adjusted EBITDA Margin</i>	34%	35%		35%	31%	

- Improved performance in FY18 mainly due to:-
 - Higher hold percentage in the mid to premium segment
 - Higher business volume from the mass market segment

MALAYSIA – LEISURE & HOSPITALITY PERFORMANCE REVIEW IN FY18

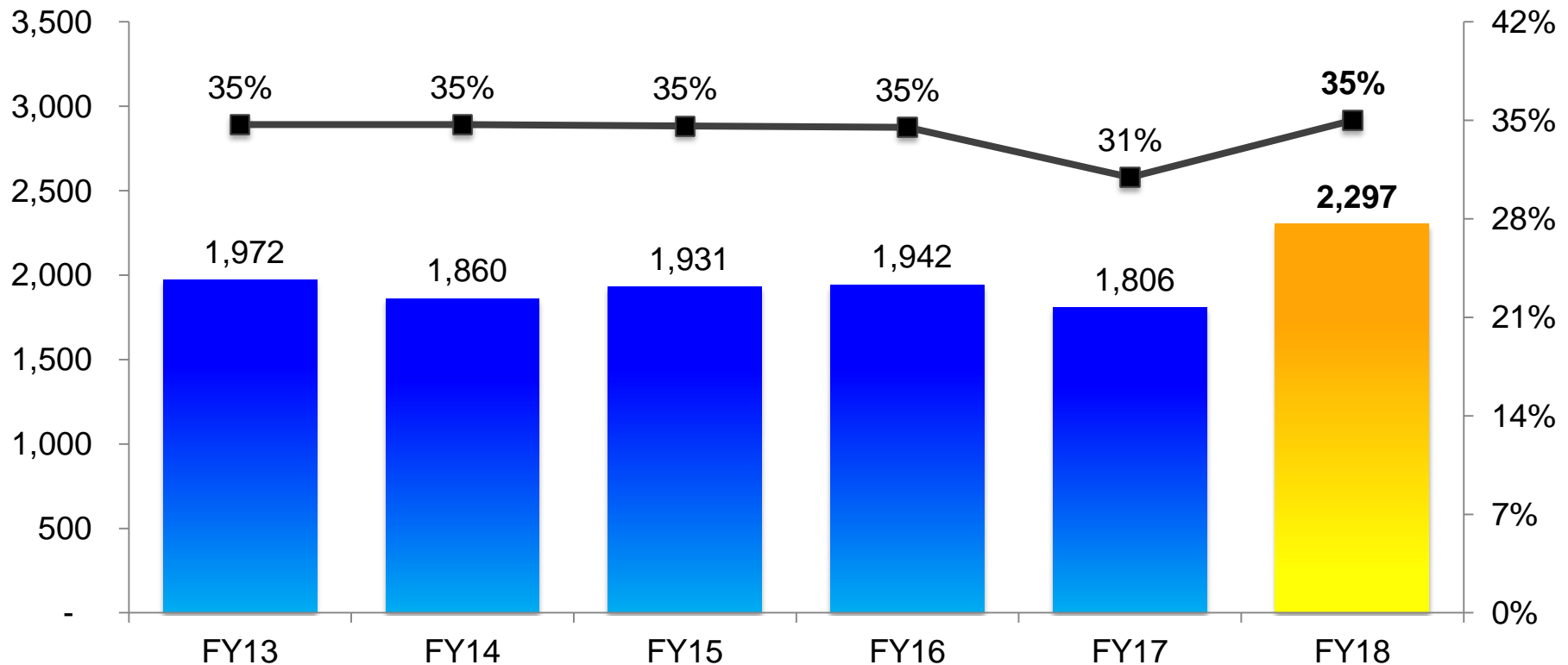
Revenue (RM'mil)



- Improvements in business volume following roll out of new GITP attractions
- FY18 revenue also buoyed by higher VIP hold %

MALAYSIA – LEISURE & HOSPITALITY PERFORMANCE REVIEW IN FY18

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



- Adjusted EBITDA margin returned to 35%, driven by new GITP attractions

MALAYSIA

RWG KEY STATISTICS IN FY18



25.9m
VISITORS

(FY17: 23.6m)

↑10%



73%
DAY-TRIPPERS

(FY17: 72%)

4.6m
MEMBERS

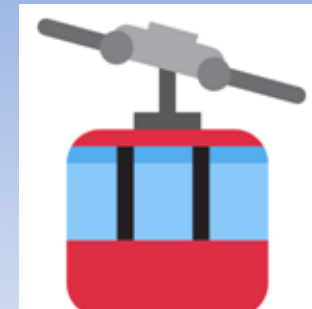
↑9%



(FY17 : 4.2mil)

9.5m
TICKETS SOLD

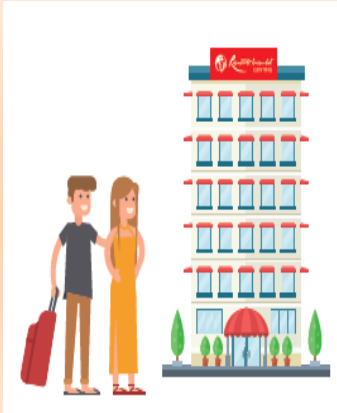
↑14%



(FY17: 8.3mil)

MALAYSIA

RWG HOTEL PERFORMANCE IN FY18



10,500

ROOMS

7 HOTELS



3.5m

ROOM NIGHTS
SOLD

(FY17: 3.3m)

↑7%

RM106

AVRG ROOM RATE

↑15%



(FY17: RM92)

97%

OCCUPANCY



(FY17: 95%)

MALAYSIA

SKYAVENUE



MALAYSIA

SKYAVENUE – F&B OUTLETS



Harry Ramsden



High Line



Taiko Ramen



RedTail

MALAYSIA

CROCKFORDS HOTEL



Forbes
TRAVEL GUIDE



CROCKFORDS
EST. 1828

MALAYSIA

SKYTROPOLIS FUNLAND



OVERSEAS OPERATIONS



UNITED KINGDOM & EGYPT



UK & EGYPT – LEISURE & HOSPITALITY

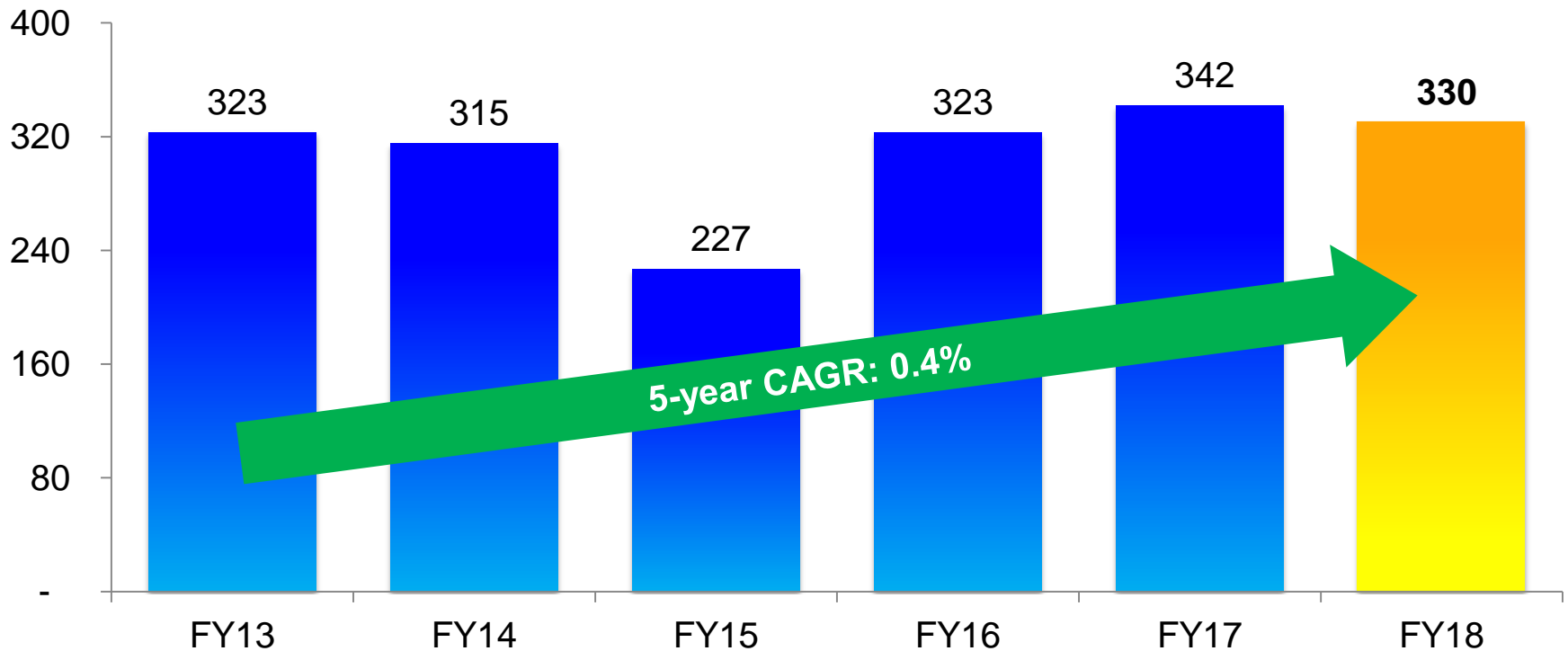
PERFORMANCE REVIEW IN 4Q18 & FY18

In £'mil	4Q18	4Q17	% Change	FY18	FY17	% Change
Revenue	79.2	90.2	↓12%	330.1	342.0	↓3%
Adjusted EBITDA	11.5	11.6	Flat	33.8	41.7	↓19%
<i>Adjusted EBITDA Margin</i>	15%	13%		10%	12%	

- FY18 adjusted EBITDA impacted by:
 - Lower business volume in the premium gaming segment
- Visitors ↓6% to 4.1m in FY18 (FY17: 4.4m)

UK & EGYPT – LEISURE & HOSPITALITY PERFORMANCE REVIEW – FY18

Revenue (£'mil)



- FY18 revenue remained relatively stable amid subdued consumer sentiment

UNITED STATES & BAHAMAS



US & BAHAMAS – LEISURE & HOSPITALITY

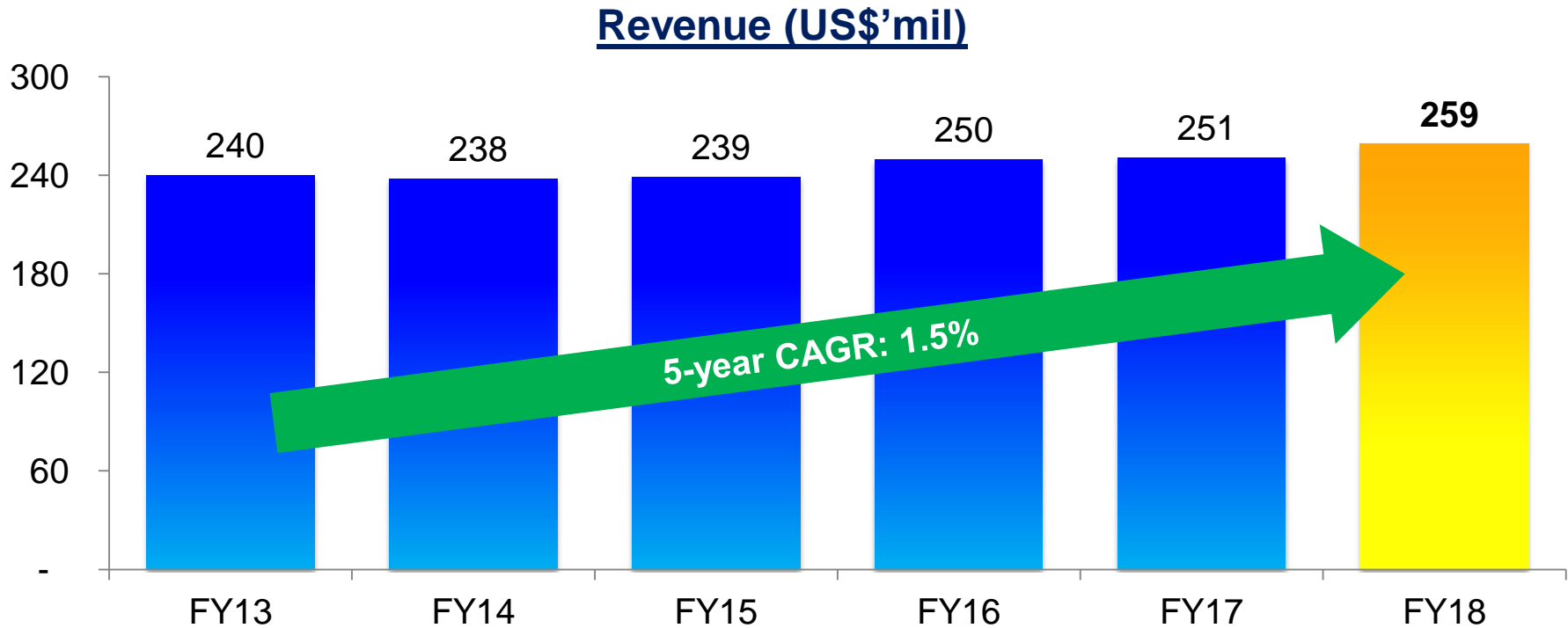
PERFORMANCE REVIEW IN 4Q18 & FY18

In US\$'mil	4Q18	4Q17	% Change	FY18	FY17	% Change
<u>Revenue*</u>						
RWNYC and RW Omni	72.6	64.0	↑13%	297.4	281.4	↑6%
RW Bimini	3.6	4.6	↓21%	24.1	24.9	↓3%
Total	76.2	68.6	↑11%	321.5	306.3	↑5%
<u>Adjusted EBITDA*</u>						
RWNYC and RW Omni	26.3	16.1	↑63%	103.9	98.2	↑6%
RW Bimini	(4.0)	(6.7)	↑40%	(28.2)	(44.3)	↑36%
Total	22.3	9.4	↑>100%	75.7	53.9	↑40%
<i>Margin</i>	29%	14%		24%	18%	

- FY18 revenue mainly driven by Hilton Miami Downtown
- RW Bimini continues to record narrowing losses as operational efficiencies improve

RWNYC – LEISURE & HOSPITALITY

PERFORMANCE REVIEW – FY18



- Continues to lead the Northeast US region with 41.3%¹ market share
- ~6,000 machines in operation at the facility
- Average WPU at US\$386 (FY17: US\$412)

US

RWNYC EXPANSION

- To open in phases from end-2019
- New attractions include a new 400-room hotel, additional gaming space and a variety of dining, entertainment and retail experiences



Artist Impression



.....Transforming RWNYC into a premium integrated resort destination

LOOKING AHEAD



MALAYSIA – LEISURE AND HOSPITALITY

KEY CHALLENGES

1

Increase in casino duties

2

Weakening economic sentiments

3

Litigation with 21st Century Fox and Disney

LOOKING AHEAD

PROSPECTS AND FOCUS

Resorts World Genting

- Manage cost structure
- Execute marketing strategies to grow key business segments
- Optimise yield management and database analytics
- Complete the roll out of Skytropolis Funland and Imaginatrix



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 enhance operating performance
- Interactive Business: Improve product mix and targeted marketing



LOOKING AHEAD

PROSPECTS AND FOCUS

US & Bahamas

- RWNYC: Continue boosting direct marketing efforts and focus on RWNYC's ongoing expansion
- RW Omni: Leverage the Hilton Miami Downtown
- RW Bimini: Improve operational efficiency and infrastructure



RWNYC



Resorts World Bimini

THANK YOU

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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.

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