



## ***Selected Unaudited 2019 Third Quarter Financial Data***

7 November, 2019

# Executive Summary

## GEG: Solid Mass Performance, Challenging VIP and Record Non-Gaming Revenue

- Q3 Group Net Revenue of \$12.7 billion, down 2% year-on-year and down 4% quarter-on-quarter
- Q3 Group Adjusted EBITDA of \$4.1 billion, up 6% year-on-year, down 5% quarter-on-quarter
- Played lucky in Q3 which increased Adjusted EBITDA by approximately \$184 million, normalized Q3 Adjusted EBITDA of \$3.9 billion, down 7% year-on-year and down 1% quarter-on-quarter
- Latest twelve months Adjusted EBITDA of \$16.8 billion, up 1% year-on-year and 1% quarter-on-quarter

## Galaxy Macau™: Solid Mass Performance, Property Enhancement Program on Track

- Q3 Net Revenue of \$9.3 billion, flat year-on-year and down 2% quarter-on-quarter
- Q3 Adjusted EBITDA of \$3.2 billion, up 7% year-on-year, down 2% quarter-on-quarter
- Played lucky in Q3 which increased Adjusted EBITDA by approximately \$171 million, normalized Q3 Adjusted EBITDA of \$3.0 billion, down 9% year-on-year and up 1% quarter-on-quarter
- Hotel occupancy for Q3 across the five hotels was virtually 100%

# Executive Summary

## StarWorld Macau: Solid Mass Performance, Property Enhancement Program on Track

- Q3 Net Revenue of \$2.5 billion, down 14% year-on-year and down 9% quarter-on-quarter
- Q3 Adjusted EBITDA of \$828 million, down 11% year-on-year, down 12% quarter-on-quarter
- Played lucky in Q3 which increased Adjusted EBITDA by approximately \$15 million, normalized Q3 Adjusted EBITDA of \$813 million, down 13% year-on-year and down 4% quarter-on-quarter
- Hotel occupancy for Q3 was virtually 100%

## Broadway Macau™: A Unique Family Friendly Resort, Strongly Supported By Macau SMEs

- Q3 Net Revenue of \$141 million, versus \$145 million in Q3 2018 and \$147 million in Q2 2019
- Q3 Adjusted EBITDA was \$2 million, versus \$9 million in Q3 2018 and \$6 million in Q2 2019
- Played unlucky in Q3 which decreased Adjusted EBITDA by approximately \$2 million, normalized Q3 Adjusted EBITDA of \$4 million, versus \$13 million in Q3 2018 and \$2 million in Q2 2019
- Hotel occupancy for Q3 was virtually 100%

# Executive Summary

## Balance Sheet: Healthy and Liquid Balance Sheet

- As at 30 September 2019, cash and liquid investments were \$49.2 billion and net cash was \$47.2 billion
- As at 30 September 2019, debt was \$2.0 billion which primarily reflects ongoing treasury yield management initiative
- Paid the previously announced special dividend of \$0.46 per share on 25 October 2019

## Development Update: Continue to Pursue Development Opportunities

- Continue to progress with the previously announced \$1.5 billion renovation enhancement program in both Galaxy Macau™ and StarWorld Macau
- Cotai Phases 3 & 4 – Continue with development works for Phases 3 & 4, with a strong focus on non-gaming, primarily targeting MICE, entertainment, family facilities and also including gaming
- In August 2019 we introduced Galaxy International Convention Center (GICC) and Galaxy Arena and we are pleased to welcome Hyatt Hotel's first Andaz Hotel to Macau and the Galaxy Resorts Precinct
- Hengqin – Refining our plans for a lifestyle resort to complement our high-energy entertainment resorts in Macau
- International – Continuously exploring opportunities in overseas markets, including Japan



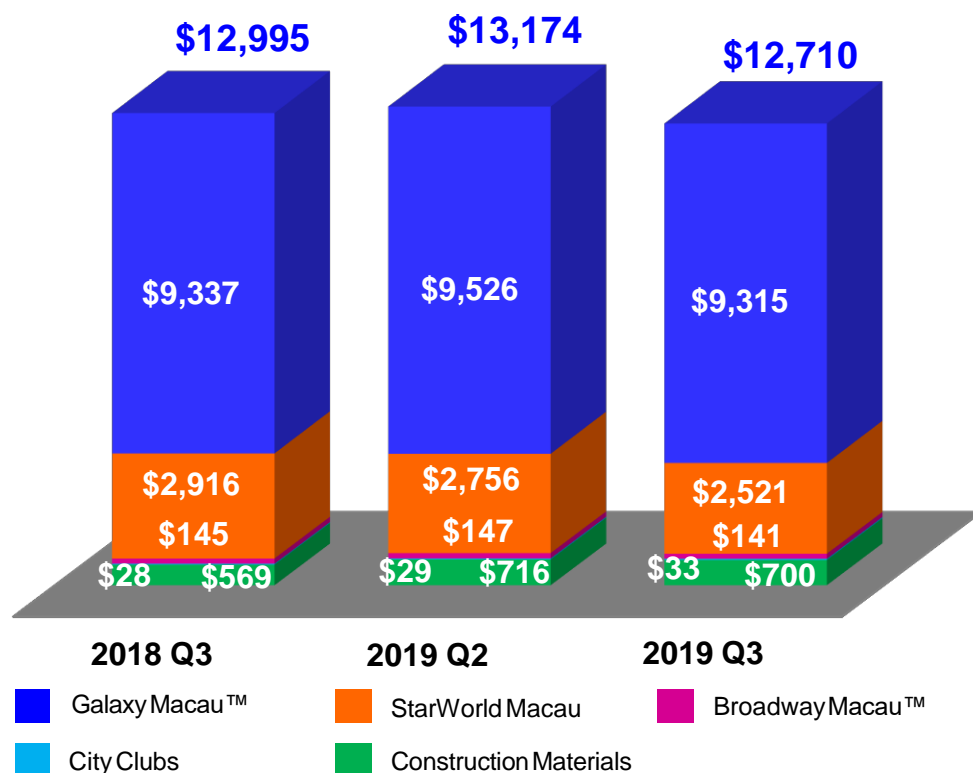
銀娛 GEG

# Q3 2019 Results

# GEG Revenue Q3 2019

Group Net Revenue in Q3 2019 decreased 2% YoY and 4% QoQ to \$12.7 billion

GEG Net Revenue (HK\$'m)



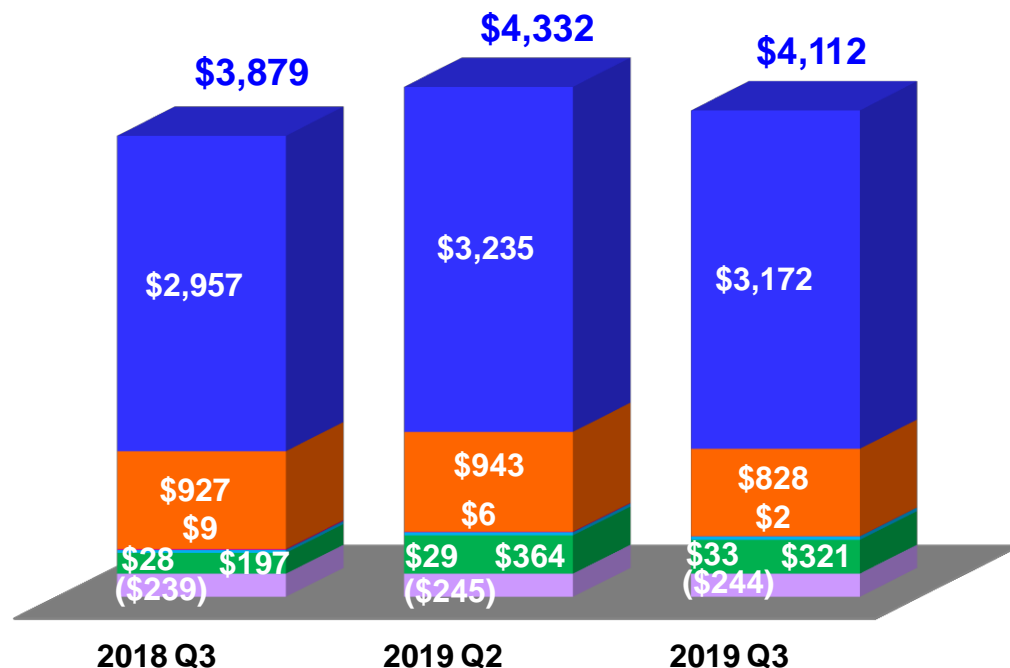
	YoY	QoQ
GEG Total	(2)%	(4)%
Galaxy Macau™	0%	(2)%
StarWorld Macau	(14)%	(9)%
Broadway Macau™	(3)%	(4)%
City Clubs	+18%	+14%
Construction Materials	+23%	(2)%

# GEG Adjusted EBITDA Q3 2019

**Group Adjusted EBITDA in Q3 2019 grew 6% YoY and decreased 5% QoQ to \$4.1 billion**

- Played lucky which increased EBITDA by approx. \$184 million
- Normalized EBITDA decreased 7% YoY and 1% QoQ to \$3.9 billion

## GEG Adjusted EBITDA (HK\$'m)



GEG Total

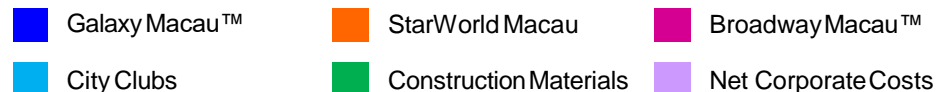
Galaxy Macau™

StarWorld Macau

Broadway Macau™

City Clubs

Construction  
Materials









## Galaxy Macau™ Q3 2019 Adjusted EBITDA grew 7% YoY and decreased 2% QoQ to \$3.2 billion

**Net Revenue of \$9.3 billion was flat YoY and decreased 2% QoQ**

- VIP win decreased 24% YoY and 13% QoQ to \$4.8 billion
- Mass win grew 16% YoY and 3% QoQ to \$5.1 billion
- Non-gaming revenue increased 4% YoY and 8% QoQ to \$1.2 billion, including \$310 million of net rental revenue
- Hotel occupancy for Q3 across the five hotels was virtually 100%

**Adjusted EBITDA of \$3.2 billion grew 7% YoY and decreased 2% QoQ**

- Played lucky which increased Adjusted EBITDA by approx. \$171 million
- Normalized Adjusted EBITDA decreased 9% YoY and grew 1% QoQ to \$3 billion
- HKFRS Adjusted EBITDA Margin of 34%

Galaxy Macau™	YoY	QoQ
Total Gross Revenue	(6)%	(4)%
Total Net Revenue	0%	(2)%
Adjusted EBITDA	+7%	(2)%

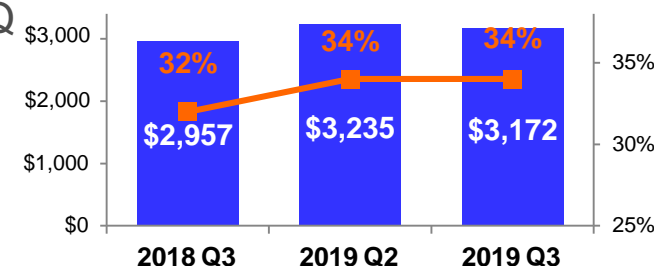
### Gaming (Gross)

VIP Win #	(24)%	(13)%
Mass Win	+16%	+3%
Slots Win	(1)%	+2%
Total Gaming Revenue	(8)%	(5)%

# includes Jinmen

Non-Gaming Revenue	+4%	+8%
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**Galaxy Macau™ Adjusted EBITDA (HK\$'m)  
and Adjusted EBITDA Margin (%)**







## StarWorld Macau Q3 2019 Adjusted EBITDA decreased 11% YoY and 12% QoQ to \$828 million

**Net Revenue of \$2.5 billion decreased 14% YoY and 9% QoQ**

- VIP win decreased 36% YoY and 22% QoQ to \$1.4 billion
- Mass win grew 1% YoY and decreased 2% QoQ to \$1.7 billion
- Non-gaming revenue grew 2% YoY and 1% QoQ to \$124 million, including \$13 million of net rental revenue
- Hotel occupancy in Q3 was virtually 100%

**Adjusted EBITDA of \$828 million decreased 11% YoY and 12% QoQ**

- Played lucky which increased Adjusted EBITDA by approx. \$15 million
- Normalized Adjusted EBITDA decreased 13% YoY and 4% QoQ to \$813 million
- HKFRS Adjusted EBITDA Margin of 33%

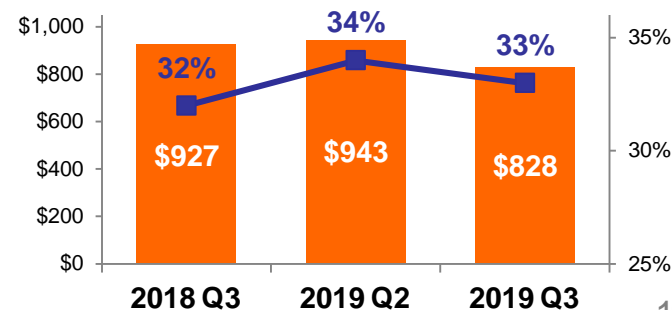
StarWorld Macau	YoY	QoQ
Total Gross Revenue	(19)%	(11)%
Total Net Revenue	(14)%	(9)%
Adjusted EBITDA	(11)%	(12)%

### Gaming (Gross)

VIP Win	(36)%	(22)%
Mass Win	+1%	(2)%
Slots Win	+34%	+38%
Total Gaming Revenue	(20)%	(12)%

Non-Gaming Revenue	+2%	+1%
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**StarWorld Macau Adjusted EBITDA (HK\$'m)  
and Adjusted EBITDA Margin (%)**





## Broadway Macau™ Q3 2019 Adjusted EBITDA of \$2 million, versus \$9 million in Q3 2018

Net Revenue of \$141 million, versus \$145 million in prior year and \$147 million in Q2 2019

- Mass win of \$63 million grew 2% YoY and decreased 14% QoQ
- Revenue mix was approx. 46% non-gaming and 54% gaming
- Hotel occupancy for Q3 was virtually 100%

Adjusted EBITDA of \$2 million versus \$9 million in prior year and \$6 million in Q2 2019

- Played unlucky which decreased Adjusted EBITDA by approx. \$2 million

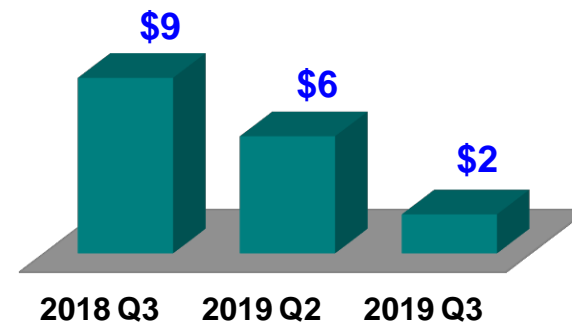
Broadway Macau™	YoY	QoQ
Total Gross Revenue	(3)%	(4)%
Total Net Revenue	(3)%	(4)%
Adjusted EBITDA	(78)%	(67)%

### Gaming (Gross)

Mass Win	+2%	(14)%
Slots Win	(9)%	(8)%
Total Gaming Revenue	+1%	(12)%

Non-Gaming Revenue	(5)%	+7%
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**Broadway Macau™**  
**Adjusted EBITDA (HK\$m)**



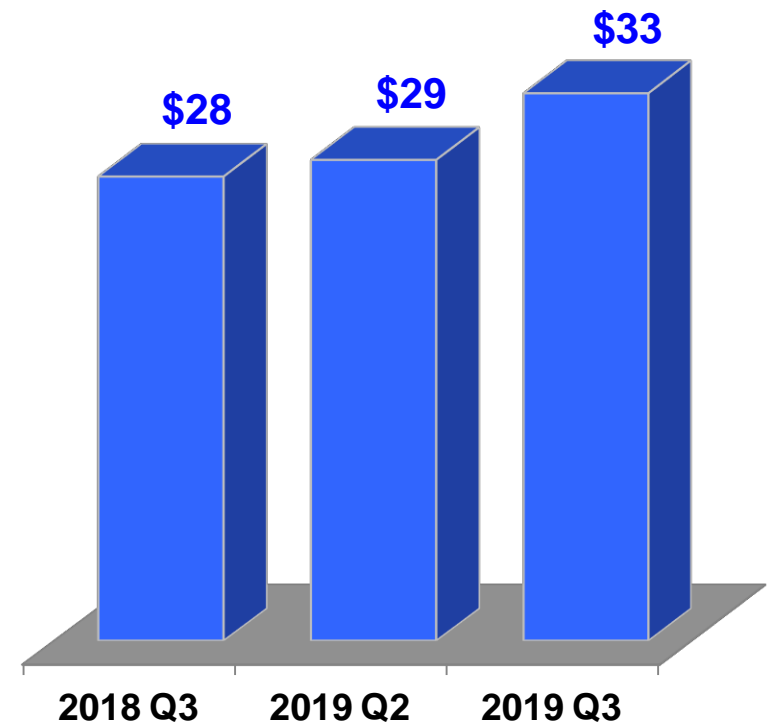


# City Clubs Q3 2019

City Clubs Q3 2019 Adjusted EBITDA grew 18% YoY and 14% QoQ to \$33 million



City Clubs  
Adjusted EBITDA (HK\$'m)

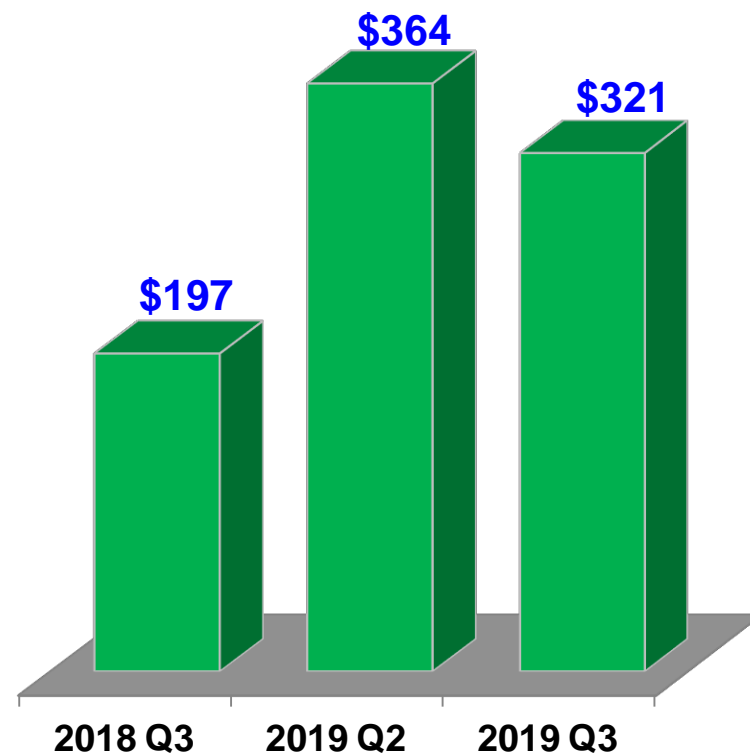


# Construction Materials Q3 2019

Q3 2019 Adjusted EBITDA grew 63% YoY and decreased 12% QoQ to \$321 million



Construction Materials  
Adjusted EBITDA (HK\$'m)



# Selected Major Awards in 2019

	Award	Presenter
<b>GEG</b>	Overall Most Outstanding Company in Hong Kong Most Outstanding Company in Hong Kong – Casinos & Gaming Sector	Asiamoney
	Gaming Operator of the Year Australia & Asia	12 <sup>th</sup> International Gaming Awards
	3 Years IR Awards Winning Company Certificate of Excellence	Hong Kong Investor Relations Association
<b>Galaxy Macau™</b>	Integrated Resort of the Year	12 <sup>th</sup> International Gaming Awards
	Best Integrated Resort Award Best Gaming Floor Award	G2E Asia Awards 2019
	Five-Star Hotel: Banyan Tree Macau The Ritz-Carlton, Macau	Forbes Travel Guide 2019
	Best Fine Dining Restaurant in Macau: Fook Lam Moon (Galaxy Macau™) Terrazza Italian Restaurant (Galaxy Macau™)	The Menu 2018
<b>StarWorld Macau</b>	Asia's Best Catering Service Hotel Supreme Award	The 19 <sup>th</sup> Golden Horse Awards of China
<b>Broadway Macau™</b>	Macao Green Hotel Award 2018 - Environmental Performance Silver Award - Broadway Hotel	Environmental Protection Bureau (DSPA)
<b>Construction Materials Division</b>	The 14 <sup>th</sup> Occupational Health Award - Joyful@Healthy Workplace Best Practices Award - Excellence Award	Occupational Safety and Health Council
	Caring Company Scheme – 15 Years Plus Caring Company Logo	The Hong Kong Council of Social Service
	Hong Kong Awards for Environmental Excellence	Environmental Campaign Committee
	Corporate Environmental Leadership Award 2018 - EcoPartner	Federation of Hong Kong Industries / Bank of China (Hong Kong)
	2018/19 Airport Safety Recognition Scheme - Extraordinary Contribution and Efforts on Airport Safety	Airport Authority Hong Kong

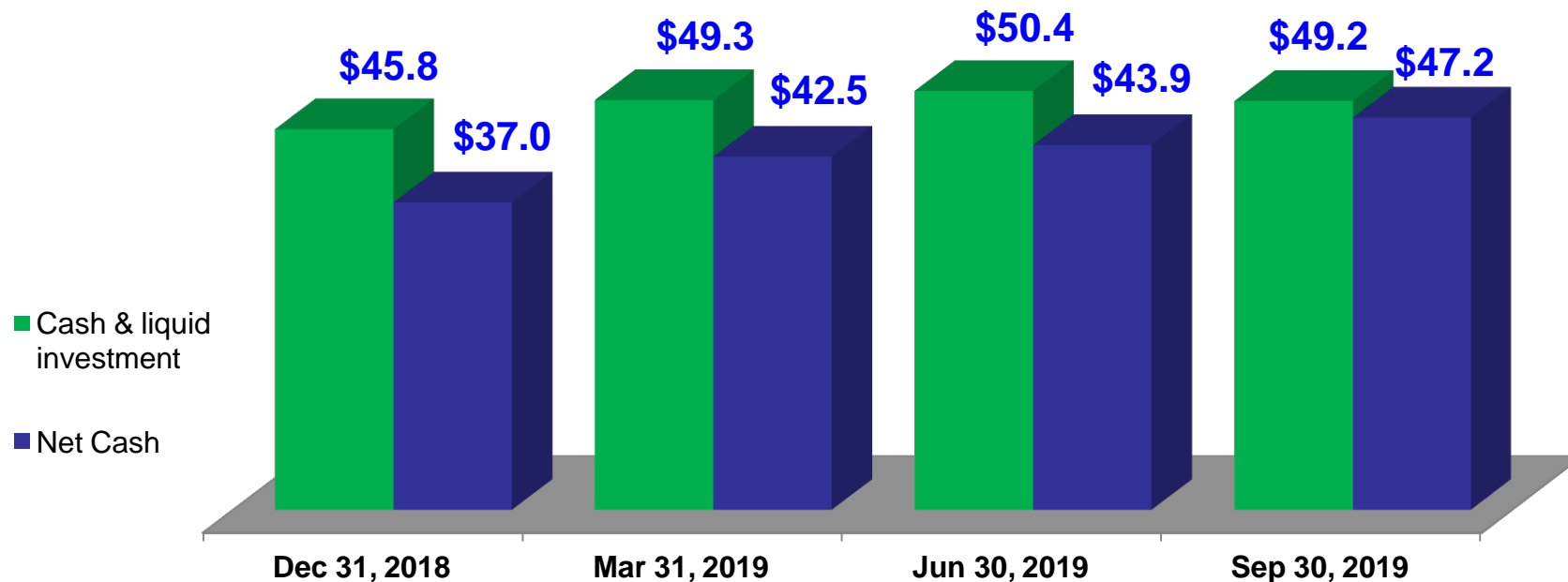
# Cash and Debt Update

## Healthy Balance Sheet

- GEG continues to remain well capitalized with Cash and Liquid Investments of \$49.2 billion and a net cash position of \$47.2 billion as at 30 September 2019
- Debt of \$2.0 billion as at 30 September 2019 primarily reflects ongoing treasury yield management initiative

**Cash\* & Net Cash\* on Hand (HK\$ billion)**

\* Include liquid investment

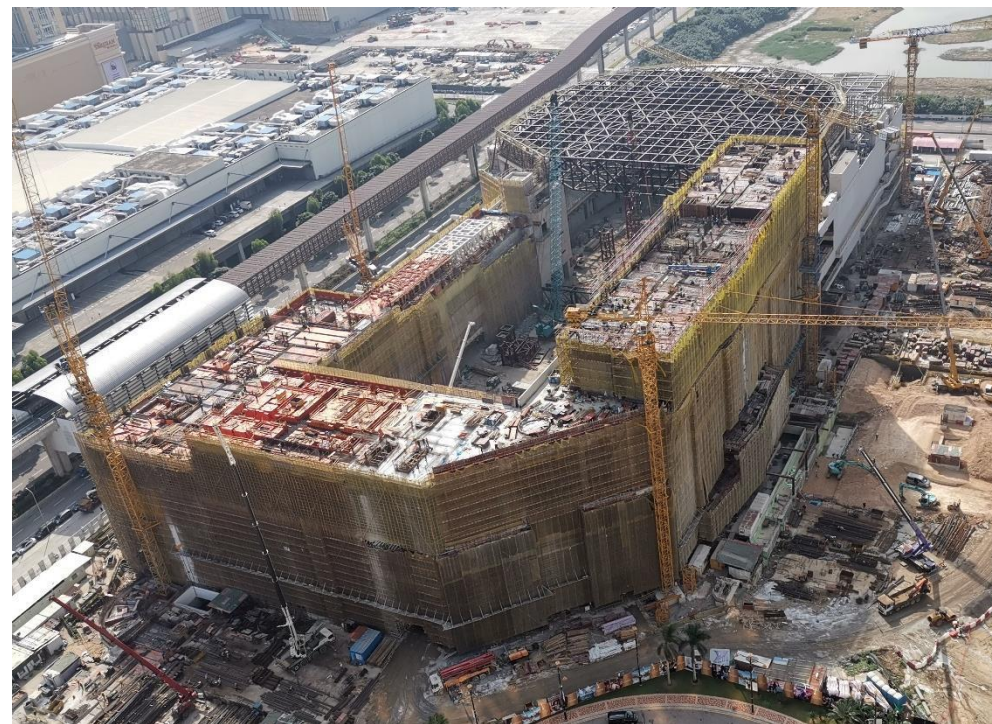




# GEG Development Update

## Cotai - The Next Chapter

- GEG is uniquely positioned for long term growth
- We continue with development works for Phases 3 & 4, which will include approximately 4,500 hotel rooms, including family and premium high end rooms, 400,000 square feet of MICE space, a 500,000 square feet 16,000-seat multi-purpose arena, F&B, retail and casinos, among others
- In August 2019 we introduced Galaxy International Convention Center (GICC) and we are pleased to welcome Hyatt Hotel's first Andaz Hotel to Macau and the Galaxy Resorts Precinct





# GEG Development Update

## Galaxy Macau™ and StarWorld Macau

- To maintain our resorts competitive position, we are proceeding with a \$1.5 billion property enhancement program for Galaxy Macau™ and StarWorld Macau
- This program not only enhances our resorts attractiveness, but also includes preparation works for the effective future integration and connectivity of Phases 3 & 4

## Hengqin

- We continue to make progress with our concept plan for a lifestyle resort on Hengqin that will complement our high energy resorts in Macau

## International

- Our Japan based team continues with our Japan development efforts
- We view Japan as a great long term growth opportunity that will complement our Macau operations and our other international expansion ambitions
- GEG, together with Monte-Carlo SBM from the Principality of Monaco and our Japanese partners, look forward to bringing our brand of World Class IRs to Japan
- We continue to strengthen our Japan Development team and build our resources as we move forward in the Integrated Resort process

# Summary

## Corporate

- Q3 Group Net Revenue of \$12.7 billion, down 2% YoY and 4% QoQ
- Q3 Group Adjusted EBITDA of \$4.1 billion, up 6% YoY and down 5% QoQ
- Paid the previously announced special dividend of \$0.46 per share on 25 October 2019

## Operations

- Galaxy Macau™ reports \$9.3 billion of Net Revenue and \$3.2 billion of Adjusted EBITDA in Q3 2019, flat YoY and up 7% YoY respectively
- StarWorld Macau reports \$2.5 billion of Net Revenue and \$828 million of Adjusted EBITDA in Q3 2019, down 14% and 11% YoY respectively
- Broadway Macau™ reports \$141 million of Net Revenue and \$2 million of Adjusted EBITDA in Q3 2019

## Financing

- Cash and liquid investments of \$49.2 billion and net cash of \$47.2 billion at 30 September 2019
- Debt of \$2.0 billion as at 30 September 2019 primarily reflects ongoing treasury yield management initiative

## Development Pipeline

- Continue to progress with the previously announced \$1.5 billion enhancement program for Galaxy Macau™ and StarWorld Macau
- Cotai Phases 3 & 4 – Continue with development works for Phases 3 & 4, with a strong focus on non-gaming, primarily targeting MICE, entertainment, family facilities and also including gaming
- In August 2019 we introduced Galaxy International Convention Center (GICC) and Galaxy Arena and we are pleased to welcome Hyatt Hotel's first Andaz Hotel to Macau and the Galaxy Resorts Precinct
- Hengqin – Refining our plans for a lifestyle resort to complement our high-energy entertainment resorts in Macau
- International – Continuously exploring opportunities in overseas markets, including Japan; continuing to strengthen our Japan Development team and build our resources as we move forward in the Integrated Resort process

# Positioned for Growth



- **GEG commenced with a vision**
- **“To be globally recognized as Asia’s leading gaming & entertainment corporation”**
- **We are delivering upon our vision**

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星際酒店  
StarWorld Hotel



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7 November, 2019