

### Selected Unaudited 2015 Third Quarter Financial Data

October 15, 2015

## **Executive Summary**



#### **GEG:** Delivering solid results in a potentially stabilizing market

- Revenue of \$12.3 billion, down 29% year-on-year, up 5% quarter-on-quarter
- Adjusted EBITDA of \$2.1 billion, down 36% year-on-year, up 13% quarter-on-quarter
- Played unlucky in the third quarter which reduced Adjusted EBITDA by approximately \$131 million
- Driving an \$800 million cost control program

#### Galaxy Macau<sup>™</sup>: Continue to ramp up Phase 2 and open remaining facilities

- Revenue of \$8.7 billion, down 22% year-on-year, up 9% quarter-on-quarter
- Adjusted EBITDA of \$1.7 billion, down 30% year-on-year, up 19% quarter-on-quarter
- Played unlucky in the third quarter which reduced Adjusted EBITDA by approximately \$117 million
- Hotel occupancy across the five hotels was 99%
- Non-gaming revenue of \$742 million, up 92% year-on-year and up 60% quarter-on-quarter

#### StarWorld Macau: Solid quarter focusing on operating efficiencies

- Revenue of \$2.9 billion, down 48% year-on-year, down 7% quarter-on-quarter
- Adjusted EBITDA of \$514 million, down 43% year-on-year, up 1% quarter-on-quarter
- Played unlucky in the third quarter which reduced Adjusted EBITDA by approximately \$11 million
- Hotel occupancy was 99%

## **Executive Summary**



#### Broadway Macau<sup>™</sup>: Continue to ramp up and open remaining facilities

- Revenue of \$189 million for its first full quarter of operation
- Virtually broke even with Adjusted EBITDA of \$(1) million
- Played unlucky in the third quarter which reduced Adjusted EBITDA by approximately \$3 million
- Hotel occupancy was 99%

## Development Update: Project planning continues and complete first international investment

- Galaxy Macau<sup>™</sup> Phase 2 Development cost savings of \$400-500 million
- Cotai Phases 3 & 4 Site investigation works expected to commence in early 2016
- Hengqin Continuing with concept plans for the 2.7 square kilometer land parcel
- International Continuously exploring opportunities in overseas markets and completed the strategic investment in Société Anonyme des Bains de Mer et du Cercle des Étrangers à Monaco ("SBM")

#### Balance Sheet and Special Dividend: Well capitalized and virtually debt free

- Cash on hand of \$6.0 billion as at September 30, 2015 with net cash of \$4.8 billion
- Debt of \$1.2 billion as at September 30, 2015
- Another special dividend of \$0.14 per share to be paid on October 30, 2015





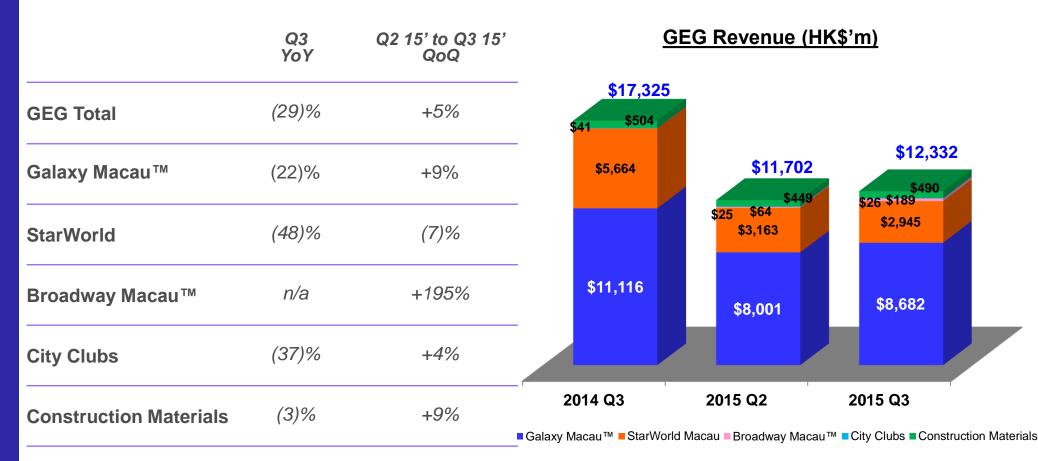
## **銀娛GEG**

## Q3 2015 Results

### **GEG Revenue Summary Q3 2015**



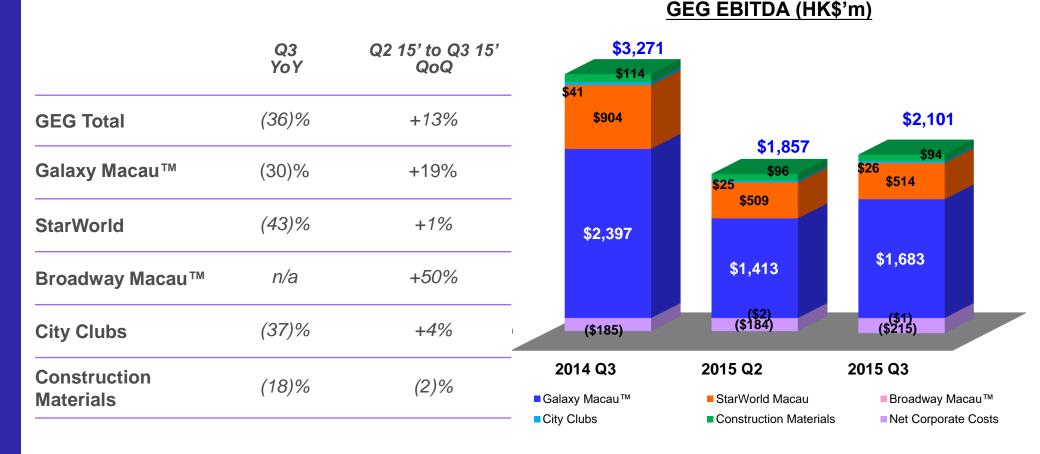
# Group revenue in Q3 2015 decreased 29% YoY to \$12.3 billion, grew 5% sequentially in Q3



### **GEG EBITDA Summary Q3 2015**



# Group EBITDA in Q3 2015 decreased 36% YoY to \$2.1 billion, grew 13% sequentially in Q3





## Galaxy Macau™

















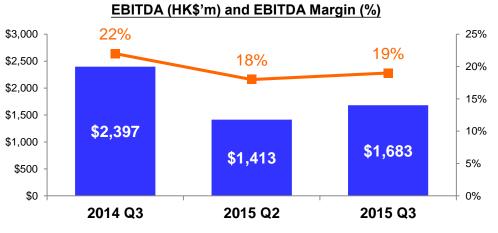


# AXY Galaxy Macau™ Q3 2015

# Galaxy Macau<sup>™</sup> Q3 2015 EBITDA declined 30% YoY, up 19% QoQ to \$1.7 billion

- First full quarter of operation of Phase 2
- Total revenue of \$8.7 billion decreased 22% YoY and grew 9% QoQ
- VIP revenue decreased 38% YoY and 4% QoQ to \$4.5 billion
- Mass revenue decreased 2% YoY but grew 21% QoQ to \$3.0 billion
- EBITDA of \$1.7 billion decreased 30% YoY and up 19% QoQ including bad luck which reduced EBITDA by approx. \$117 million on a pro forma basis
- Hotel occupancy of 99% across the 5 hotels
- HKFRS EBITDA Margin of 19% and US GAAP
  of 25%
- Non-gaming revenue was \$742 million included \$236 million of net rental revenue

Revenue	Q3 YoY	Q2 15' to Q3 15' QoQ
Galaxy Macau™	(22)%	+9%
VIP Gaming <sup>#</sup>	(38)%	(4)%
Mass Gaming	(2)%	+21%
Slots	+5%	+17%
Non-Gaming	+92%	+60%
EBITDA	(30)%	+19%



# includes Jinmen











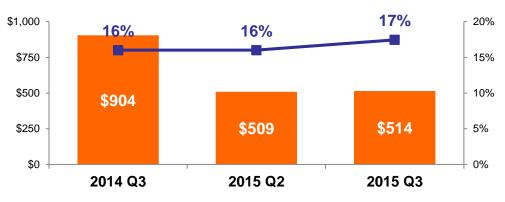
#### 量像 \* 滴為 StarWorld Hotel StarWorld Macau Q3 2015

### StarWorld Macau Q3 2015 EBITDA declined 43% YoY, up 1% QoQ to \$514 million

- Total revenue of \$2.9 billion declined 48% YoY and a more modest 7% QoQ
- VIP revenue declined 59% YoY and 15% QoQ to \$1.8 billion
- Mass win of \$1.1 billion declined 5% YoY but grew 12% QoQ
- EBITDA of \$514 million decreased 43% YoY and up 1% QoQ including bad luck which reduced EBITDA by approx. \$11 million on a pro forma basis
- Hotel occupancy of 99%
- HKFRS EBITDA Margin of 17% and US GAAP of 25%
- Non-gaming revenue was \$60 million included \$7 million of net rental revenue

Revenue	Q3 YoY	Q2 15' to Q3 15' QoQ
StarWorld Total	(48)%	(7)%
VIP Gaming <sup>#</sup>	(59)%	(15)%
Mass Gaming	(5)%	+12%
Slots	(40)%	(18)%
Non-Gaming	(33)%	(9)%
EBITDA	(43)%	+1%

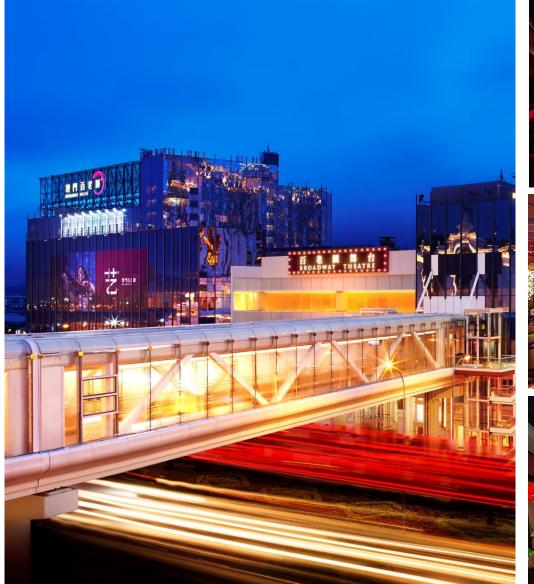
#### StarWorld EBITDA (HK\$'m) and EBITDA Margin (%)



<sup>#</sup> Includes Jinmen



















# Broadway Macau<sup>™</sup> reported \$189 million revenue and virtually broke even for the first full quarter of operation

- Total revenue \$189 million
- Virtually broke even with EBITDA of \$(1) million including bad luck which reduced Adjusted EBITDA by approximately \$3 million
- Revenue mix was approximately 2/3 gaming and 1/3 non-gaming
- Hotel occupancy was 99%
- Continue to ramp up the property and open the remaining facilities

### Selected Awards 2015



	Award	Organization
GEG	Casino Operator of the Year Australia / Asia 年度最佳娛樂營運商 (澳洲/亞洲)	International Gaming Awards 國際博彩業大獎
	<b>Best Managed Company in Asia – Gaming</b> 亞洲整體最佳管理公司 – 博彩業	Euromoney Magazine 《歐洲貨幣》雜誌
	<b>Best Managed Company in Hong Kong – 6<sup>th</sup> Place</b> 香港最佳管理公司 (第六名)	<b>FinanceAsia Magazine</b> 《FinanceAsia》雜誌
	<b>4<sup>th</sup> Outstanding Corporate Social Responsibility Award</b> 第四屆傑出企業社會責任獎	<b>The Mirror</b> 《鏡報》月刊
	Best Investor Relations Company – Large Cap 最佳投資者關係公司 - 大型股 Best Investor Relations Presentation Collaterals – Large Cap 最佳投資者關係推介材料 - 大型股	Hong Kong Investor Relations Association 香港投資者關係協會
Galaxy Macau™	Casino VIP Room of the Year 年度最佳娛樂場貴賓廳	International Gaming Awards 國際博彩業大獎
	World's Best Hotel 2014-2015 – Resort Hotel Macau 2014-2015年度世界級酒店 - 澳門最佳度假酒店	International Hotel Awards 國際酒店大獎
	Hurun Report Best of the Best Awards – Luxury Hotel Wedding in Macau Star Performer 胡潤百富至尚優品獎 - 澳門豪華酒店婚禮最佳表現	Hurun Report 胡潤百富
	2015 Forbes Travel Guide Five Star Hotel – Banyan Tree Macau 2015 福布斯旅游指南 - 五星酒店(澳門悅榕庄) 2015 Forbes Travel Guide Five Star Spa – Banyan Tree Spa 2015 福布斯旅游指南 - 五星水療(澳門悅榕SPA)	<b>Forbes Travel Guide</b> 福布斯旅游指南
	<b>LEED Gold Certification – Galaxy Macau™ Phase 2</b> 「領先能源與環境設計LEED」金級認證 -「澳門銀河™」三期	United States Green Building Council 美國綠色建築協會
StarWorld Macau	Ranked as "Top Class Comfort" 2015 被列為"高級舒適" 2015 - 酒店獎項	Michelin Guide Hong Kong Macau 米芝蓮指南 香港 澳門
	Best Service Hotel of Asia 亞洲最佳卓越服務酒店	Golden Horse Award of China Hotel 中國飯店金馬獎
	<b>Top 10 Glamorous Hotels of China</b> 中國十大最具魅力酒店	China Hotel Starlight Awards 中國酒店星光獎





### City Clubs' Q3 2015 EBITDA of \$26 million



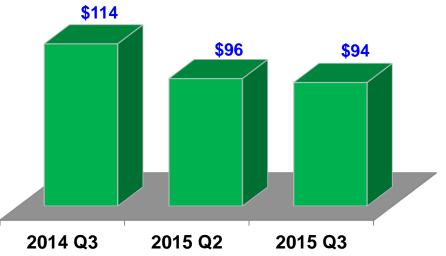


### **Construction Materials**

### Q3 2015 EBITDA of \$94 million



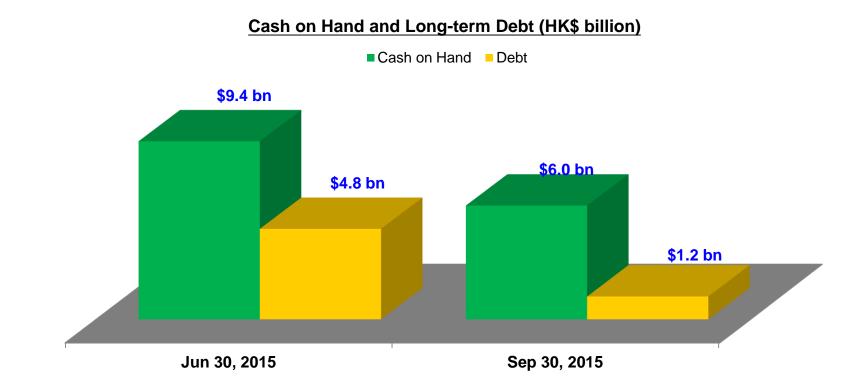
#### **Construction Materials EBITDA (HK\$'m)**



## **Cash and Long-term Debt Update**



GEG continues to remain well capitalized with Cash of \$6.0 billion at September 30, 2015 including restricted cash of \$0.5 billion, "Net Cash" position of \$4.8 billion and virtually debt free



### **GEG Development Update**



#### Galaxy Macau<sup>™</sup> Phase 2

Expected development cost savings of \$400-\$500 million

#### Cotai Phases 3 & 4

Site investigation works expected to commence in early 2016

### Hengqin

• Continuing with concept plans for the 2.7 sq km land parcel

### International

- GEG continues to actively explore opportunities in overseas markets
- Completed the strategic minority investment of approximately 5% of Société Anonyme des Bains de Mer et du Cercle des Étrangers à Monaco ("SBM")

# Positioned for Growth

## Summary

#### Corporate

- 3Q 2015 Group Revenue of \$12.3 billion, up 5% QoQ
- 3Q 2015 Adjusted EBITDA of \$2.1 billion, up 13% QoQ
- Driving an \$800 million cost control program
- Another special dividend of \$0.14 /sh on October 30, 2015

#### Operations

- Galaxy Macau<sup>™</sup> reports \$1.7 billion of EBITDA in 3Q15, up 19% QoQ including approx. \$117 million of bad luck
- StarWorld Macau reports \$514 million of EBITDA in 3Q15, up 1% QoQ including approx. \$11 million of bad luck
- Broadway Macau<sup>™</sup> reports \$(1) million of EBITDA in 3Q15 including approx. \$3 million of bad luck

#### Financing

 Well capitalized and liquid with \$6.0 billion of cash at September 30, 2015, "Net Cash" position of \$4.8 billion and virtually debt free

#### **Development Pipeline**

- Expected \$400-500 million of savings for Galaxy Macau<sup>™</sup> Phase 2 development
- Well defined medium and long term growth pipeline in the world's most dynamic market
- Cotai Phases 3 & 4, expected to commence site investigation works in early 2016
- Continuing with Hengqin concept planning, completed strategic minority investment in SBM of Monaco
- Continuously exploring opportunities in overseas markets

Galaxy 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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