



## ***Selected Unaudited 2016 First Quarter Financial Data***

April 27, 2016

# Executive Summary

## **GEG: Continues to Drive Mass and Control Costs**

- Revenue of \$13.4 billion, up 1% sequentially and down 2% year-on-year
- Adjusted EBITDA of \$2.4 billion, down 2% sequentially and up 6% year-on-year
- Combined seven hotels virtually fully occupied
- Latest twelve months Adjusted EBITDA of \$8.9 billion

## **Galaxy Macau™: Solid Performance Driven by Mass**

- Revenue of \$9.8 billion, increased 2% sequentially and 6% year-on-year
- Adjusted EBITDA of \$2 billion, flat sequentially and up 12% year-on-year
- Hotel occupancy at 99%

## **StarWorld Macau: Continues Successful Transition to Mass**

- Revenue of \$2.9 billion, down 2% sequentially and 26% year-on-year
- Adjusted EBITDA of \$512 million, down 8% sequentially and 15% year-on-year
- Hotel occupancy at 97%

# Executive Summary

## **Broadway Macau™: Family Friendly, Macau SME Concept Delivers Modest Profit**

- Revenue of \$181 million, increased 5% sequentially
- Adjusted EBITDA of \$3.0 million (Q4 2015: \$(4.0) million)
- Hotel occupancy at 99%

## **Development Update: Advancing Plans for Macau's Largest Landbank**

- Cotai Phases 3 & 4 — Site investigation works expected to commence in 2016
- Hengqin — Plans to develop a world class destination resort on a 2.7 sq.km land parcel moving forward
- International — Continuously exploring opportunities in overseas markets

## **Balance Sheet: Well Capitalized, Liquid and Virtually Debt Free**

- Cash on hand of \$8.8 billion and a net cash position of \$8.0 billion
- As previously announced, we will pay another special dividend of \$0.15 per share, totaling \$640 million, on April 29, 2016, bringing total dividends paid to \$7.3 billion since July 2014
- Remain virtually debt free



銀娛 GEG

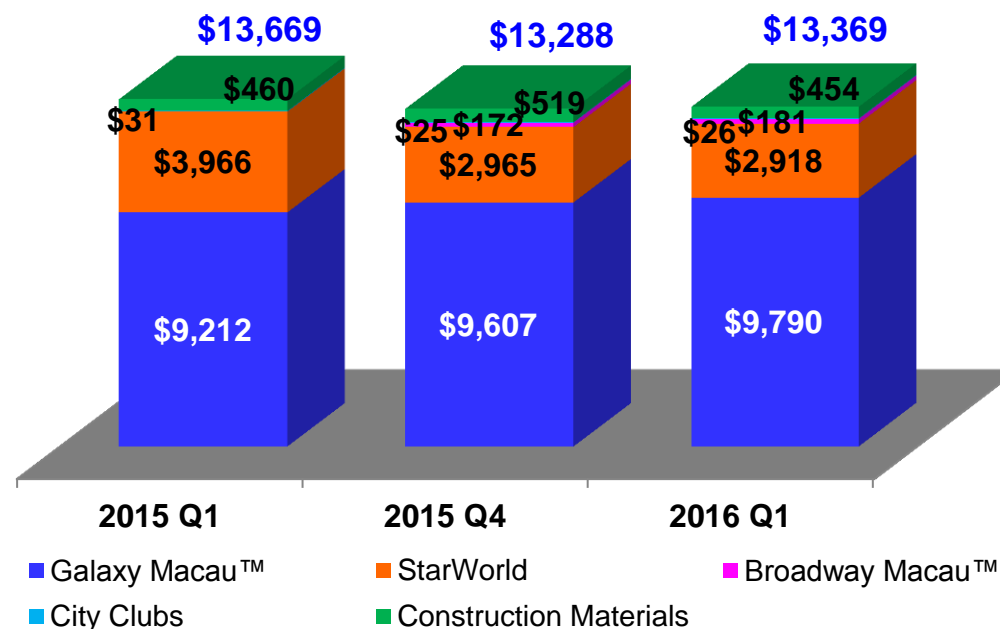
# Q1 2016 Results

# GEG Revenue Q1 2016

Group revenue in Q1 2016 grew 1% sequentially to \$13.4 billion but declined 2% YoY

	Q1 YoY	Q4 15' to Q1 16' QoQ
GEG Total	(2)%	+1%
Galaxy Macau™	+6%	+2%
StarWorld	(26)%	(2)%
Broadway Macau™	n/a	+5%
City Clubs	(15)%	+5%
Construction Materials	(1)%	(13)%

## GEG Revenue (HK\$'m)

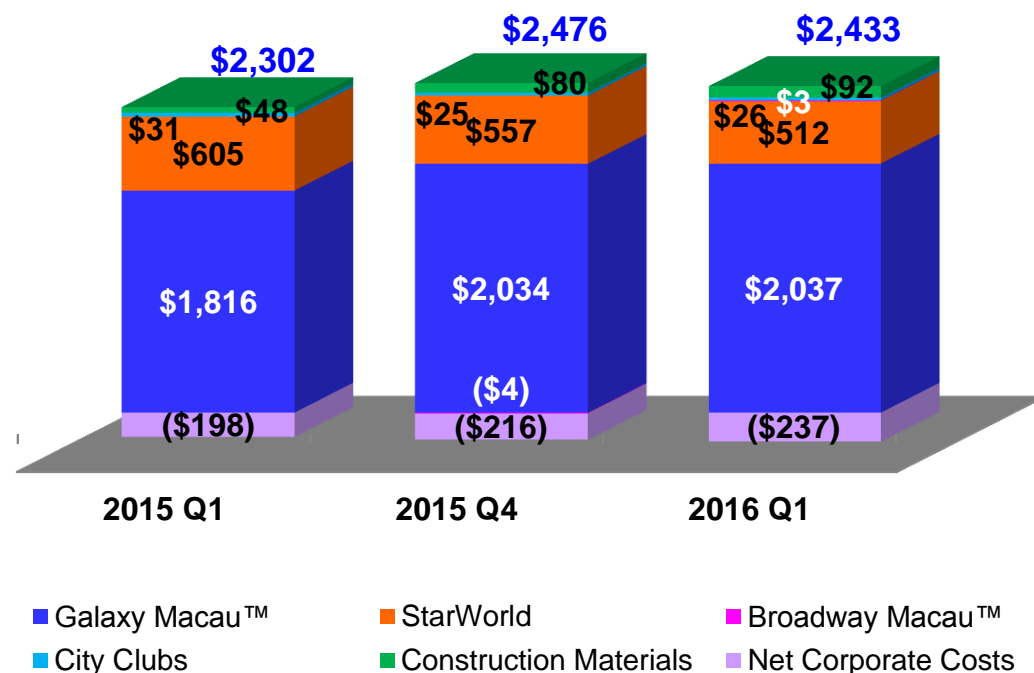


# GEG EBITDA Q1 2016

Group EBITDA in Q1 2016 up 6% YoY and down 2% sequentially to \$2.4 billion

## GEG EBITDA (HK\$'m)

	Q1 YoY	Q4 15' to Q1 16' QoQ
GEG Total	+6%	(2)%
Galaxy Macau™	+12%	0
StarWorld	(15)%	(8)%
Broadway Macau™	n/a	+175%
City Clubs	(15)%	+5%
Construction Materials	+92%	+15%



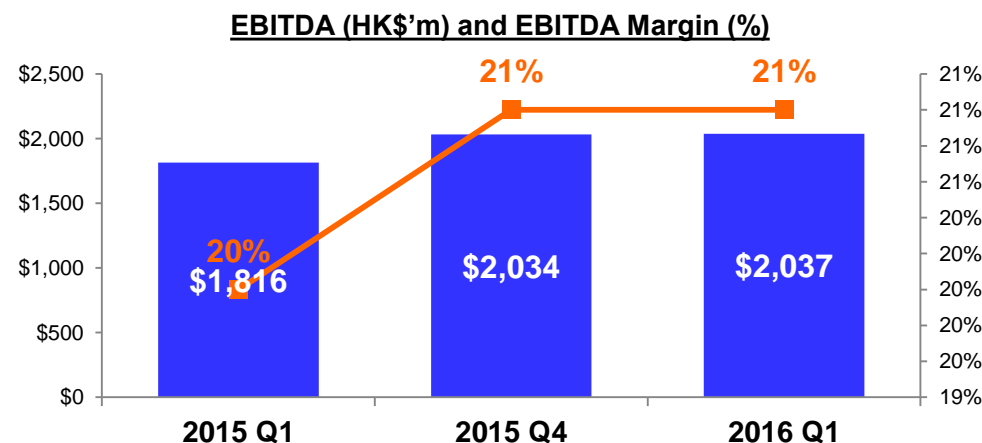




## Galaxy Macau™ Q1 2016 EBITDA grew 12% YoY and was flat QoQ to \$2.0 billion

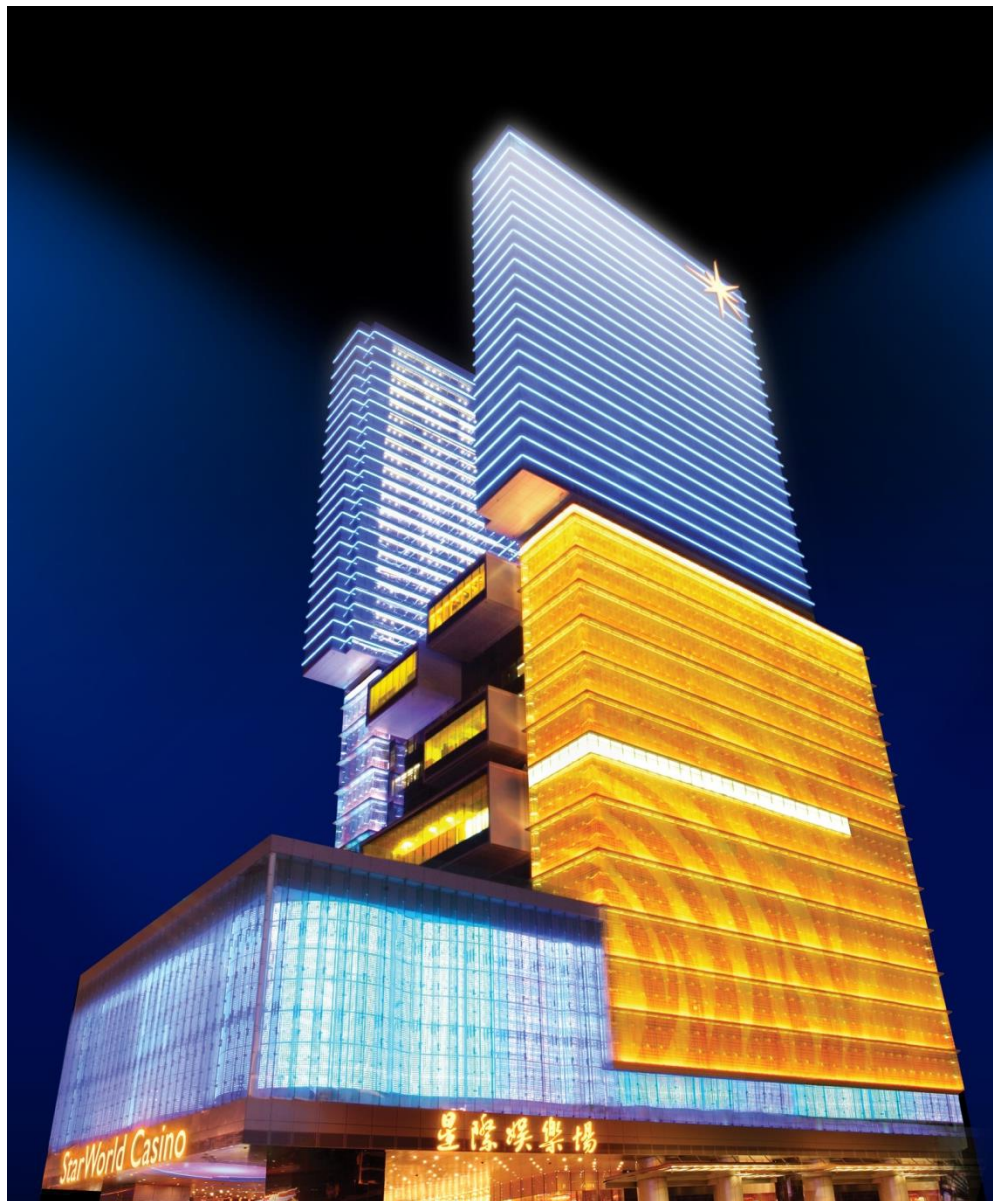
- Total revenue of \$9.8 billion grew 2% QoQ and 6% YoY
- VIP revenue grew 5% QoQ while decreased 3% YoY to \$5.5 billion
- Mass revenue increased 2% QoQ and 14% YoY to \$3.3 billion
- EBITDA of \$2.0 billion, grew 12% YoY and was flat sequentially including good luck which increased EBITDA by approx. \$135 million
- Hotel occupancy of 99% across the 5 hotels
- HKFRS EBITDA Margin of 21% and US GAAP of 27%
- Non-gaming revenue was \$666 million included \$196 million of net rental revenue

Revenue	Q1 YoY	Q4 15' to Q1 16' QoQ
Galaxy Macau™	+6%	+2%
VIP Gaming#	(3)%	+5%
Mass Gaming	+14%	+2%
Slots	+21%	(19)%
Non-Gaming	+71%	(10)%
<b>EBITDA</b>	<b>+12%</b>	<b>0</b>



# includes Jinmen



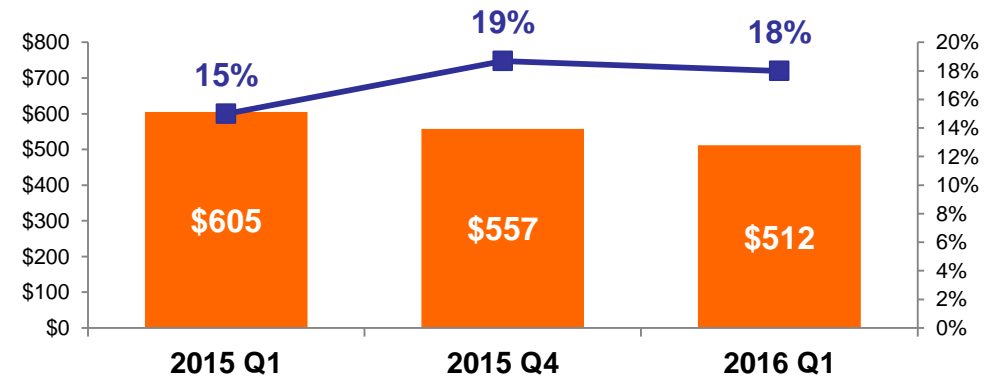


## StarWorld Macau Q1 2016 EBITDA declined 8% QoQ and 15% YoY to \$512 million

- Total revenue of \$2.9 billion declined 2% QoQ and 26% YoY
- VIP revenue declined 2% QoQ and 43% YoY to \$1.7 billion
- Mass win of \$1.2 billion decreased 1% QoQ but increased 25% YoY
- EBITDA of \$512 million down 8% QoQ and 15% YoY including bad luck which reduced EBITDA by approx. \$35 million
- Hotel occupancy of 97%
- HKFRS EBITDA Margin of 18% and US GAAP of 24%
- Non-gaming revenue was \$56 million included \$9 million of net rental revenue

Revenue	Q1 YoY	Q4 15' to Q1 16' QoQ
StarWorld Total	(26)%	(2)%
VIP Gaming <sup>#</sup>	(43)%	(2)%
Mass Gaming	+25%	(1)%
Slots	(27)%	0
Non-Gaming	(36)%	(8)%
<b>EBITDA</b>	<b>(15)%</b>	<b>(8)%</b>

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



# Includes Jinmen





## Broadway Macau™ reported \$181 million revenue and \$3 million EBITDA for Q1 2016

- Total revenue \$181 million, increased 5% sequentially
- Adjusted EBITDA of \$3 million including bad luck which reduced EBITDA by approximately \$1 million
- Revenue mix was approximately 70% gaming and 30% non-gaming
- Hotel occupancy was 99%

# Selected Awards 2016

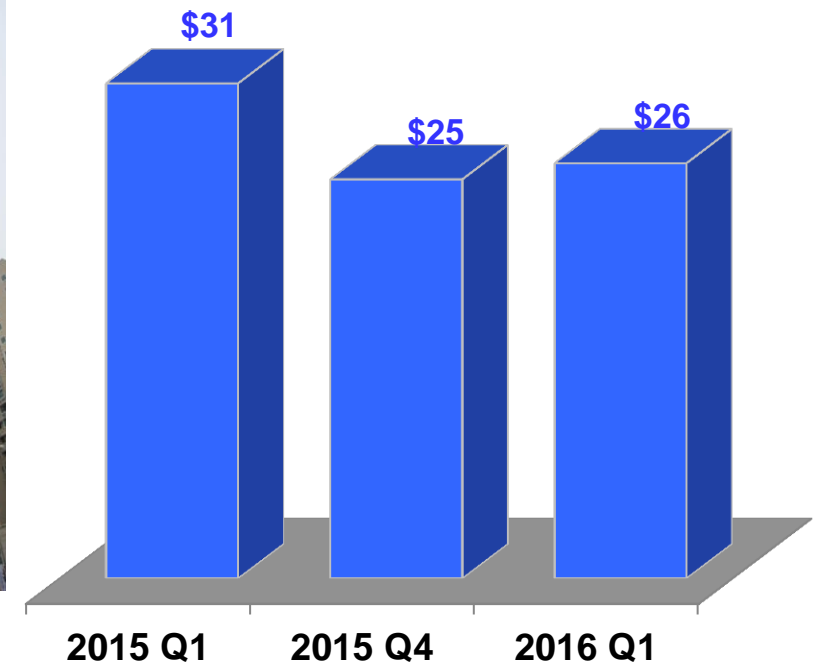
	Award	Organization
GEG	<b>Socially Responsible Operator</b> 負社會責任營運商	<b>International Gaming Awards</b> 國際博彩業大獎
	<b>Top 100 HK Listed Companies Awards – Comprehensive Strength</b> 香港上市公司港股100強評選 – 綜合實力100強	<b>QQ.com x Finet</b> 騰訊網 x 財華社
	<b>Top 10 Hoteliers of the Year – Mr. Francis Lui</b> 中國酒店業十大年度人物 – 呂耀東先生	<b>China Hotel Starlight Awards</b> 中國酒店星光獎
	<b>Marketing Team of the Year</b> 年度最傑出表現市場推廣大獎	<b>IAIR Awards</b>
Galaxy Macau™	<b>The Supreme Award for the Most Favored Integrated Resort by Parent-Child in Asia</b> 亞洲最受歡迎親子旅遊綜合渡假城至尊大獎	<b>Golden Horse Award of China Hotel</b> 中國飯店金馬獎
	<b>The Best Integrated Resort and Hotel Service and Brand</b> 最優質綜合渡假城及酒店業品牌	<b>Exmoo – Macau Elite Service Award</b> 《力報》– 澳門優質服務品牌選舉
	<b>Forbes Travel Guide - Five Stars Hotel (Banyan Tree Macau)</b> 福布斯旅遊指南 – 五星酒店 (澳門悅榕庄)	<b>Forbes Travel Guide</b> 福布斯旅遊指南
	<b>A CEO's Dining Guide - 8½ Otto e Mezzo BOMBANA, YAMAZATO (山里), Belon (貝隆)</b>	<b>South China Morning Post – 100 Top Tables 2016</b> 《南華早報》– 100 Top Tables 2016
	<b>KitchenAid Pastry Chef of the Year (Regional) - Gunther Wolfsgrubner</b>	<b>World Gourmet Summit</b>
StarWorld Macau	<b>The Supreme Award for the Most Glamorous Hotel of Asia</b> 亞洲最具魅力酒店至尊大獎	<b>Golden Horse Award of China Hotel</b> 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	<b>China Hotel Starlight Awards</b> 中國酒店星光獎
	<b>A CEO's Dining Guide – Feng Wei Ju (風味居), Jade de Jardin (蘇浙匯)</b>	<b>South China Morning Post – 100 Top Tables 2016</b> 《南華早報》– 100 Top Tables 2016



# City Clubs

City Clubs' Q1 2016 EBITDA of \$26 million, increased 5% from Q4 2015 and decreased 15%YoY

City Clubs EBITDA (HK\$'m)

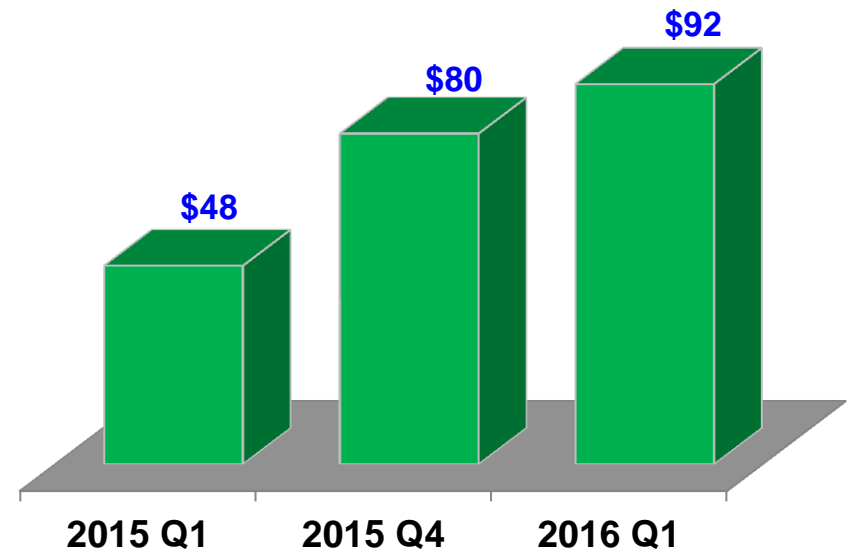


# Construction Materials

**CMD's Q1 2016 EBITDA of \$92 million, increased 15% QoQ and 92% YoY**

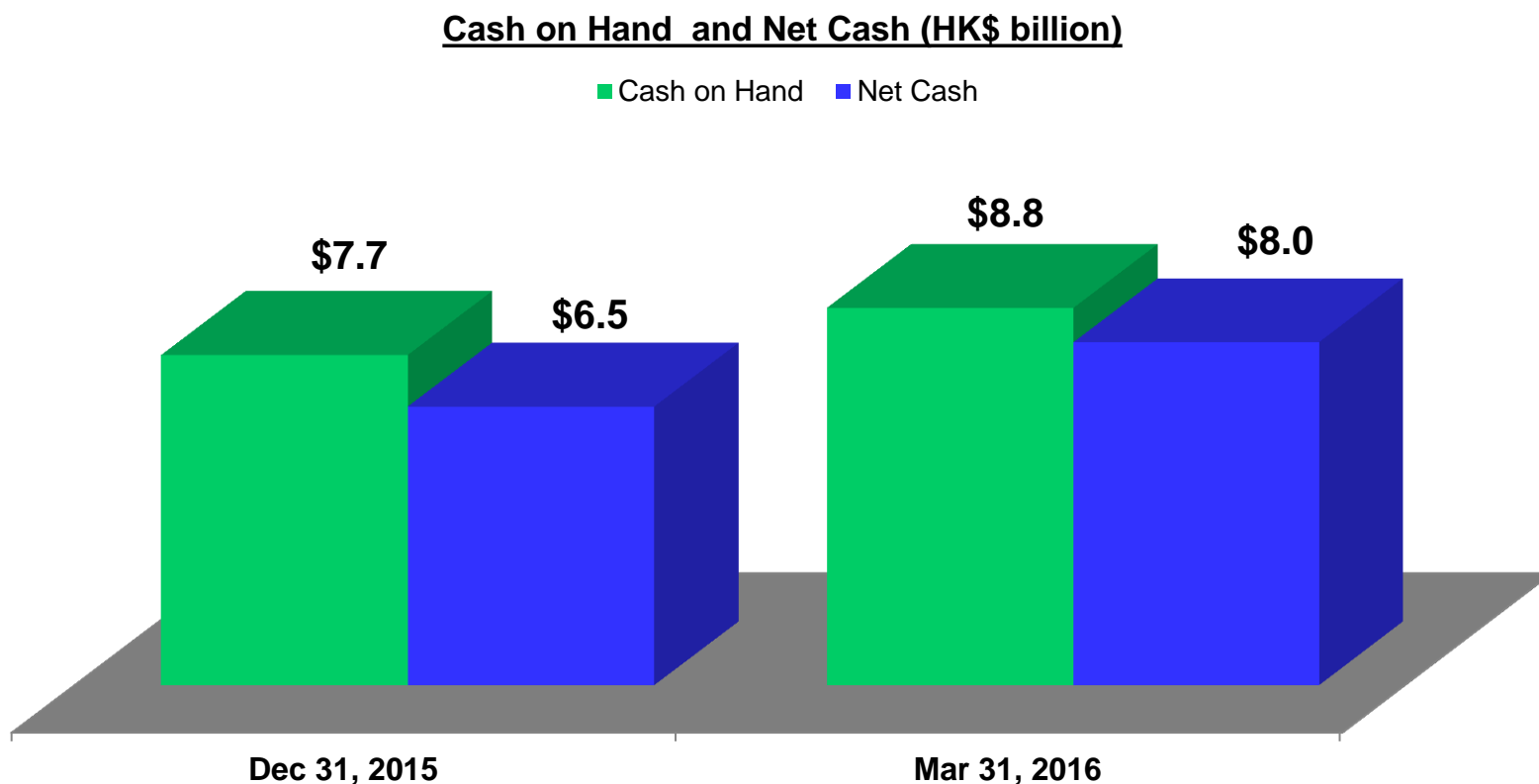


Construction Materials EBITDA (HK\$'m)



# Cash on Hand Update

GEG continues to remain well capitalized with Cash of \$8.8 billion at March 31, 2016 including restricted cash of \$0.5 billion, “Net Cash” position of \$8.0 billion and virtually debt free



# GEG Development Update

## Cotai Phases 3 & 4

- Site investigation works expected to commence in 2016

## Hengqin

- Plans to develop a world class destination resort on a 2.7 sq.km land parcel moving forward

## International

- Continuously exploring opportunities in overseas markets

# Summary

## Corporate

- 1Q16 Revenue of \$13.4 billion and EBITDA of \$2.4 billion, up 1% sequentially and down 2% sequentially, respectively
- As previously announced, we will pay another special dividend of \$0.15/share payable on April 29, 2016

## Operations

- Galaxy Macau™ reports \$2.0 billion of EBITDA in 1Q16, increased 12% YoY and flat sequentially including approx. \$135 million of good luck
- StarWorld Macau reports \$512 million of EBITDA in 1Q16, down 8% sequentially and 15% YoY including approx. \$35 million of bad luck
- Broadway Macau™ reports \$3 million of EBITDA in 1Q16 including approx. \$1 million of bad luck

## Financing

- Well capitalized, liquid and virtually debt free with \$8.8 billion of cash at Mar 31, 2016, and “Net Cash” position of \$8.0 billion

## Development Pipeline

- 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 2016
- Plans to develop a world class destination resort on Hengqin moving forward
- Continue exploring opportunities in overseas markets

# Positioned for Growth



- **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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