



## ***Selected Unaudited 2018 First Quarter Financial Data***

**3 May, 2018**

# Executive Summary

## Q1 2018 Results Highlights

- Record Group Adjusted EBITDA Up 36% YoY and 4% QoQ to \$4.3 Billion
- Record Normalized Adjusted EBITDA Up 41% YoY and 8% QoQ to \$4.4 Billion
- 9th Consecutive Quarter of YoY EBITDA Growth
- Completed Passive Minority Investment in Wynn Resorts
- Actively Pursuing Japan with Expanding Senior Team
- Strategically Expanding Brand US\$300 to \$500 million Eco-friendly Resort in Boracay
- Paid a Special Dividend of \$0.41 Per Share on 27 April 2018

# Executive Summary

## **GEG: Delivered Another Record Performance, Driven By Record Mass, Strong VIP And Operational Execution**

- Q1 Group Revenue of \$18.5 billion, up 32% YoY and up 3% QoQ
- Q1 Group Adjusted EBITDA of \$4.3 billion, up 36% YoY and up 4% QoQ
- Played unlucky in Q1 which decreased Adjusted EBITDA by approximately \$98 million, normalized Q1 Adjusted EBITDA of \$4.4 billion, up 41% YoY and up 8% QoQ
- Latest twelve months Adjusted EBITDA of \$15.3 billion, up 38% YoY

## **Galaxy Macau™: 9<sup>th</sup> Consecutive Quarter of YoY EBITDA Growth, Despite Playing Unlucky**

- Q1 Revenue of \$13.0 billion, up 27% YoY and down 2% QoQ
- Q1 Adjusted EBITDA of \$3.3 billion, up 26% YoY and down 3% QoQ
- Played unlucky in Q1 which decreased Adjusted EBITDA by approximately \$177 million, normalized Q1 Adjusted EBITDA of \$3.4 billion, up 37% YoY and up 7% QoQ
- Hotel occupancy for Q1 across the five hotels was virtually 100%

# Executive Summary

## StarWorld Macau: 7<sup>th</sup> Consecutive Quarter of YoY EBITDA Growth Driven By Record Mass

- Q1 Revenue of \$4.5 billion, up 45% YoY and up 22% QoQ
- Q1 Adjusted EBITDA of \$1.0 billion, up 55% YoY and up 34% QoQ
- Played lucky in Q1 which increased Adjusted EBITDA by approximately \$76 million, normalized Q1 Adjusted EBITDA of \$927 million, up 38% YoY and up 8% QoQ
- Hotel occupancy for Q1 was virtually 100%

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

- Q1 Revenue of \$142 million, versus \$135 million in prior year and \$147 million in Q4 2017
- Q1 Adjusted EBITDA of \$13 million, vs \$6 million in prior year and \$7 million in Q4 2017
- Played lucky in Q1 which increased Adjusted EBITDA by approx. \$3 million, normalized Q1 Adjusted EBITDA of \$10 million, vs \$7 million in prior year and \$3 million in Q4 2017
- Hotel occupancy for Q1 was virtually 100%

# Executive Summary

## Balance Sheet: Remains Well Capitalized, Liquid & Virtually Unlevered

- Cash and liquid investments was \$41.8 billion and net cash of \$34.5 billion as at 31 March 2018; Debt of \$7.3 billion as at 31 March 2018
- Paid the previously announced special dividend of \$0.41 per share on 27 April 2018

## Development Update: Robust Development Pipeline including Macau, Philippines, Japan and Hengqin

- Cotai Phases 3 & 4 – Continue to move forward with Phases 3 & 4, with a strong focus on non-gaming, primarily targeting MICE, entertainment, family facilities, premium high end hotels and also including gaming
- Wynn Resorts – Completed passive minority investment in early April
- Philippines – Continue to support the Philippines restoration of Boracay and the initial planning of a US\$300 to \$500 million premium quality, eco-friendly, low density, low rise beach resort on Boracay Island
- Japan – Continue to actively pursue Japan and enhanced and will continue to expand our development team including the appointment of Mr. Ted Chan as Chief Operating Officer - Japan Development
- Hengqin – Plans moving forward to develop a low-density integrated resort to complement our high-energy entertainment resorts in Macau, anticipate to disclose further details later in the year



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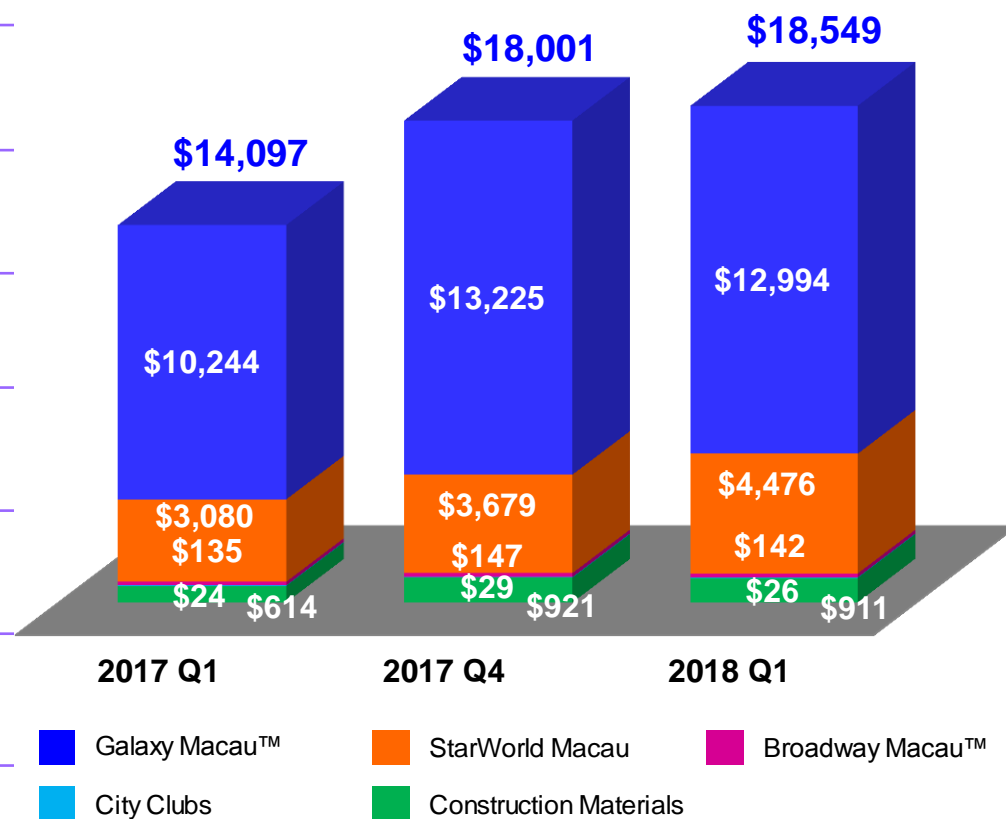
# Q1 2018 Results

# GEG Revenue Q1 2018

Group revenue in Q1 2018 grew 32% YoY and 3% QoQ to \$18.5 billion

	YoY	QoQ
GEG Total	+32%	+3%
Galaxy Macau™	+27%	(2)%
StarWorld Macau	+45%	+22%
Broadway Macau™	+5%	(3)%
City Clubs	+8%	(10)%
Construction Materials	+48%	(1)%

GEG Revenue (HK\$'m)

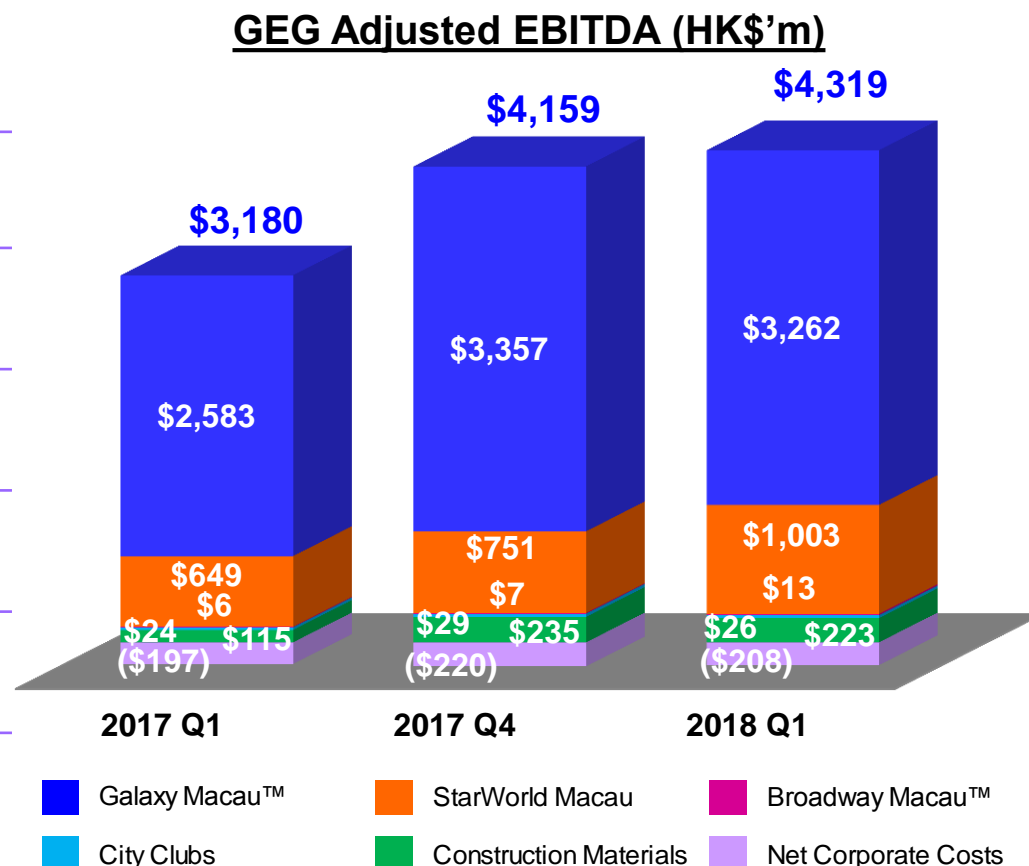


# GEG Adjusted EBITDA Q1 2018

**Group Adjusted EBITDA in Q1 2018 grew 36% YoY and 4% QoQ to \$4.3 billion**

- Played unlucky which reduced EBITDA by approx. \$98 million
- Normalized EBITDA grew 41% YoY and 8% QoQ to \$4.4 billion

	YoY	QoQ
<b>GEG Total</b>	+36%	+4%
<b>Galaxy Macau™</b>	+26%	(3)%
<b>StarWorld Macau</b>	+55%	+34%
<b>Broadway Macau™</b>	+117%	+86%
<b>City Clubs</b>	+8%	(10)%
<b>Construction Materials</b>	+94%	(5)%



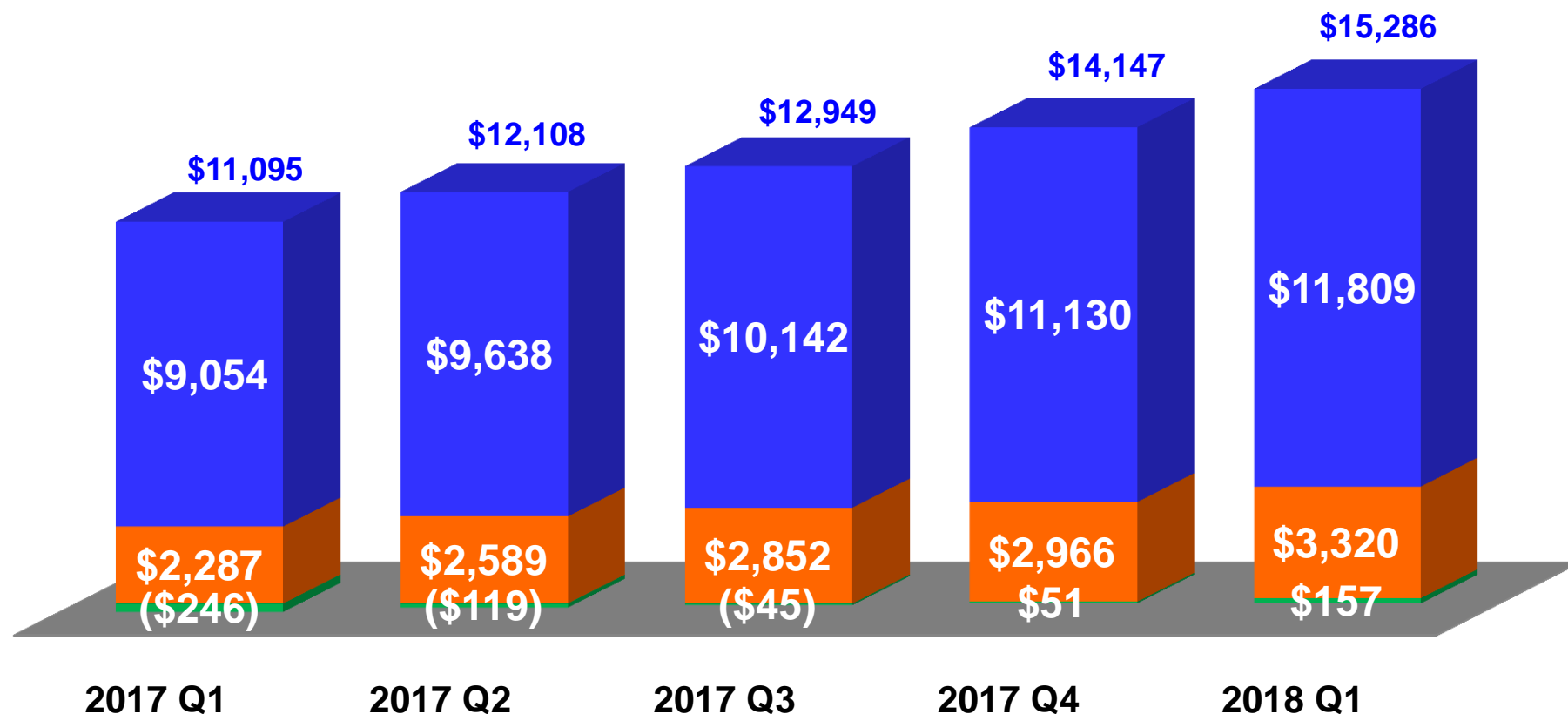


# GEG LTM Adjusted EBITDA Summary

Last twelve months Adjusted EBITDA ended March 31, 2018 grew 38% YoY to \$15.3 billion

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

■ Broadway Macau™ & Others ■ StarWorld Macau ■ Galaxy Macau™





## Galaxy Macau™ Q1 2018 Adjusted EBITDA grew 26% YoY and declined 3% QoQ to \$3.3 billion despite playing unlucky

**Total revenue of \$13.0 billion increased 27% YoY and declined 2% QoQ**

- VIP revenue grew 40% YoY & decreased 2% QoQ to \$7.2 billion
- Mass revenue grew 14% YoY & decreased 3% QoQ to \$4.5 billion
- Non-gaming revenue grew 14% YoY and declined 1% QoQ to \$806 million, including \$293 million of net rental revenue
- Q1 hotel occupancy across the 5 hotels was virtually 100%

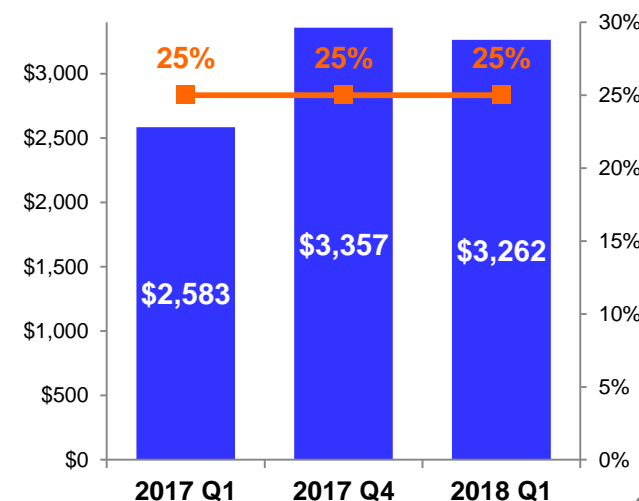
**Adjusted EBITDA of \$3.3 billion grew 26% YoY and declined 3% QoQ despite playing unlucky**

- HKFRS Adjusted EBITDA Margin of 25%
- Played unlucky which decreased Adjusted EBITDA by approx. \$177 million
- Normalized Adjusted EBITDA grew 37% YoY and 7% QoQ to \$3.4 billion

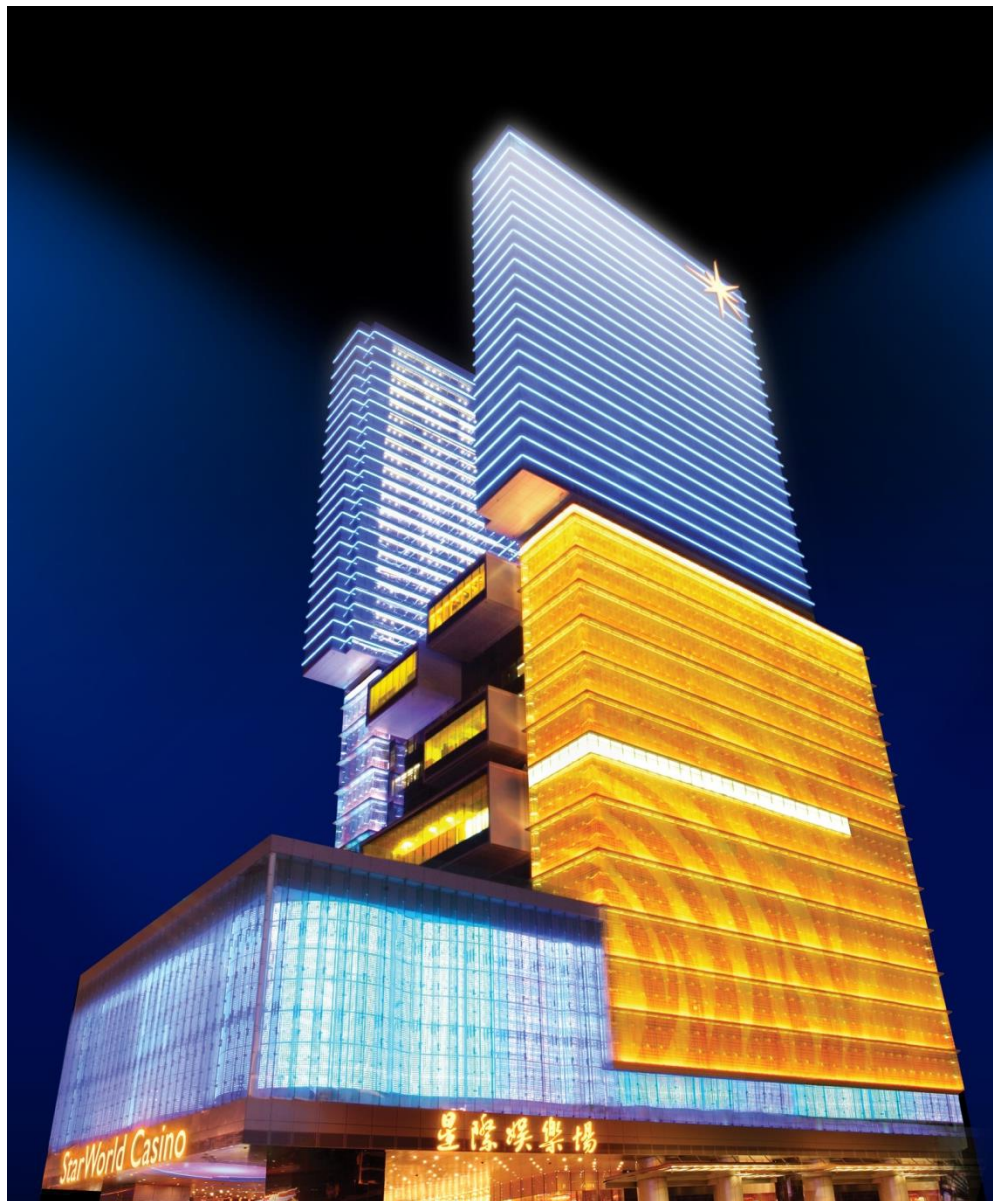
Revenue	YoY	QoQ
<b>Total</b>	<b>+27%</b>	<b>(2)%</b>
VIP Gaming #	+40%	(2)%
Mass Gaming	+14%	(3)%
Slots	+12%	+9%
Non-Gaming	+14%	(1)%
<b>Adjusted EBITDA</b>	<b>+26%</b>	<b>(3)%</b>

# includes Jinmen

**Galaxy Macau™ Adjusted EBITDA (HK\$'m)  
and Adjusted EBITDA Margin (%)**







## StarWorld Macau Q1 2018 Adjusted EBITDA grew 55% YoY and 34% QoQ to \$1.0 billion

**Total revenue of \$4.5 billion, up 45% YoY and 22% QoQ**

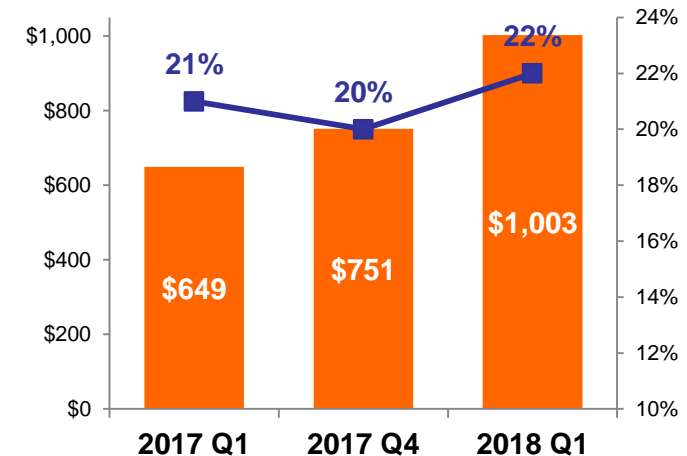
- VIP win increased 57% YoY and 26% QoQ to \$2.7 billion
- Mass win increased 32% YoY and 17% QoQ to \$1.7 billion
- Non-gaming revenue grew 4% YoY and declined 12% QoQ to \$53 million, including \$13 million of net rental revenue
- Hotel occupancy in Q1 2018 was virtually 100%

**Adjusted EBITDA of \$1.0 billion grew 55% YoY and 34% QoQ**

- HKFRS Adjusted EBITDA Margin of 22%
- Played lucky which increased Adjusted EBITDA by approx. \$76 million
- Normalized Adjusted EBITDA grew 38% YoY and 8% QoQ to \$927 million

Revenue	YoY	QoQ
<b>Total</b>	<b>+45%</b>	<b>+22%</b>
VIP Gaming	+57%	+26%
Mass Gaming	+32%	+17%
Slots	+26%	+23%
Non-Gaming	+4%	(12)%
<b>Adjusted EBITDA</b>	<b>+55%</b>	<b>+34%</b>

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







## Broadway Macau™ Q1 2018 Adjusted EBITDA of \$13 million, versus \$6 million in Q1 2017

Total revenue of \$142 million, versus \$135 million in prior year and \$147 million in Q4 2017

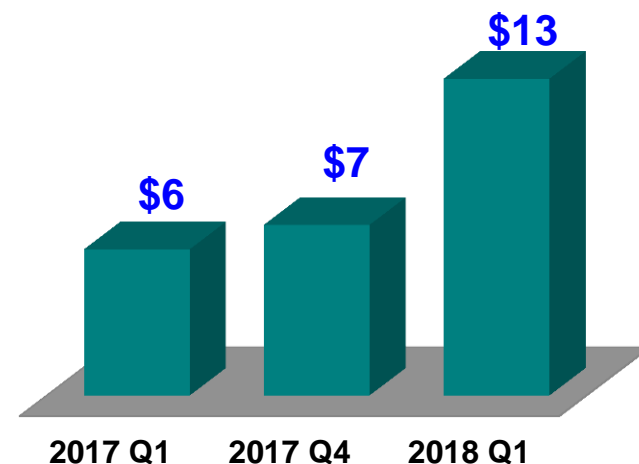
- Mass win of \$73 million decreased 3% YoY and 3% QoQ
- Revenue mix was approx. 42% non-gaming and 58% gaming
- Hotel occupancy in Q1 2018 was virtually 100%

Adjusted EBITDA of \$13 million versus \$6 million in prior year and \$7 million in Q4 2017

- Played lucky which increased Adjusted EBITDA by approx. \$3 million

Revenue	YoY	QoQ
<b>Total</b>	<b>+5%</b>	<b>(3)%</b>
Mass Gaming	(3)%	(3)%
Slots	+25%	+11%
Non-Gaming	+13%	(6)%
<b>Adjusted EBITDA</b>	<b>+117%</b>	<b>+86%</b>

Broadway Macau™  
Adjusted EBITDA (HK\$m)



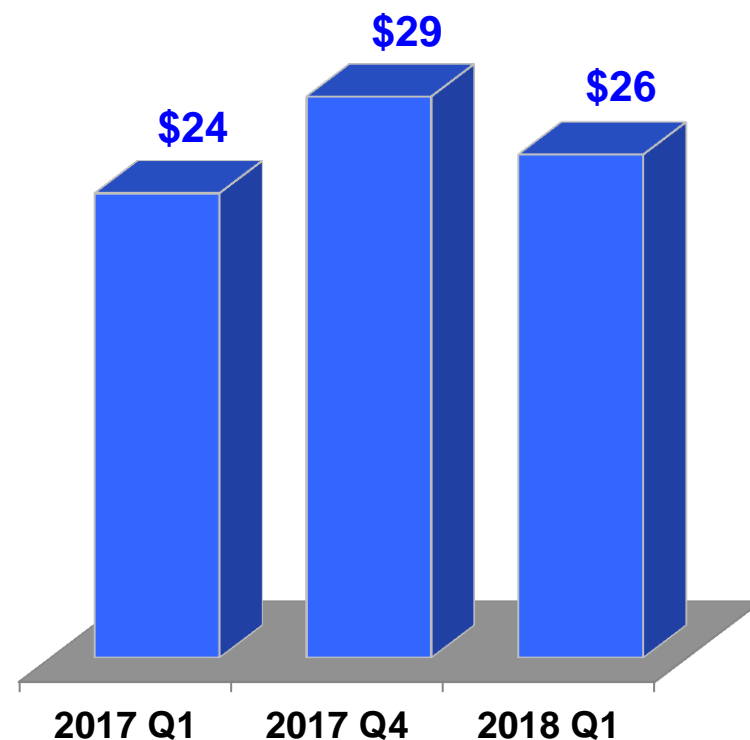


# City Clubs Q1 2018

City Clubs Q1 2018 Adjusted EBITDA was up 8% YoY and down 10% QoQ to \$26 million



**City Clubs**  
**Adjusted EBITDA (HK\$'m)**





# Construction Materials Q1 2018

CMD Q1 2018 Adjusted EBITDA grew 94% YoY and down 5% QoQ to \$223 million



Construction Materials  
Adjusted EBITDA (HK\$'m)



# Selected 2018 Awards



Top 100 Hong Kong  
Listed Companies  
Award  
– Comprehensive  
Strength (6th time)

QQ.com x Finet

Integrated Resort of  
the Year (3rd time)

International Gaming  
Awards



2018 Forbes Travel  
Guide Five-Star Hotel

- The Ritz-Carlton,  
Macau  
- Banyan Tree Macau

Best of the Best  
Macau Shopping Mall  
Star Performer 2018

Hurun Report



2018 Forbes Travel  
Guide Five-Star Spa

- ESPA  
- Banyan Tree Spa  
Macau

The Supreme  
Award of Asia's Most  
Favored Tourism  
Integrated Resort by  
Parent-Child

The 18th Golden Horse  
Awards of China Hotel



Forbes Travel Guide



100 Top Tables 2018

- 8½ Otto e Mezzo  
BOMBANA  
- Yamazato  
- Lai Heen

South China Morning  
Post



South China  
Morning Post

# Selected 2018 Awards



The Supreme Award  
of Asia's Best F&B  
Service Hotel

100 Top Tables 2018 -  
Feng Wei Ju

The 18th Golden  
Horse Awards of  
China Hotel



South China Morning  
Post



Caring Company  
Scheme – 15 Years  
Plus Caring Company  
Logo

The Hong Kong  
Council of Social  
Service



Hong Kong Green  
Organisation  
Certification -  
Wastewi\$e Certificate  
- Excellence Level

Environmental  
Campaign Committee



2017/18 Airport Safety  
Recognition Scheme -  
Corporate Safety  
Performance Awards

Airport Authority  
Hong Kong



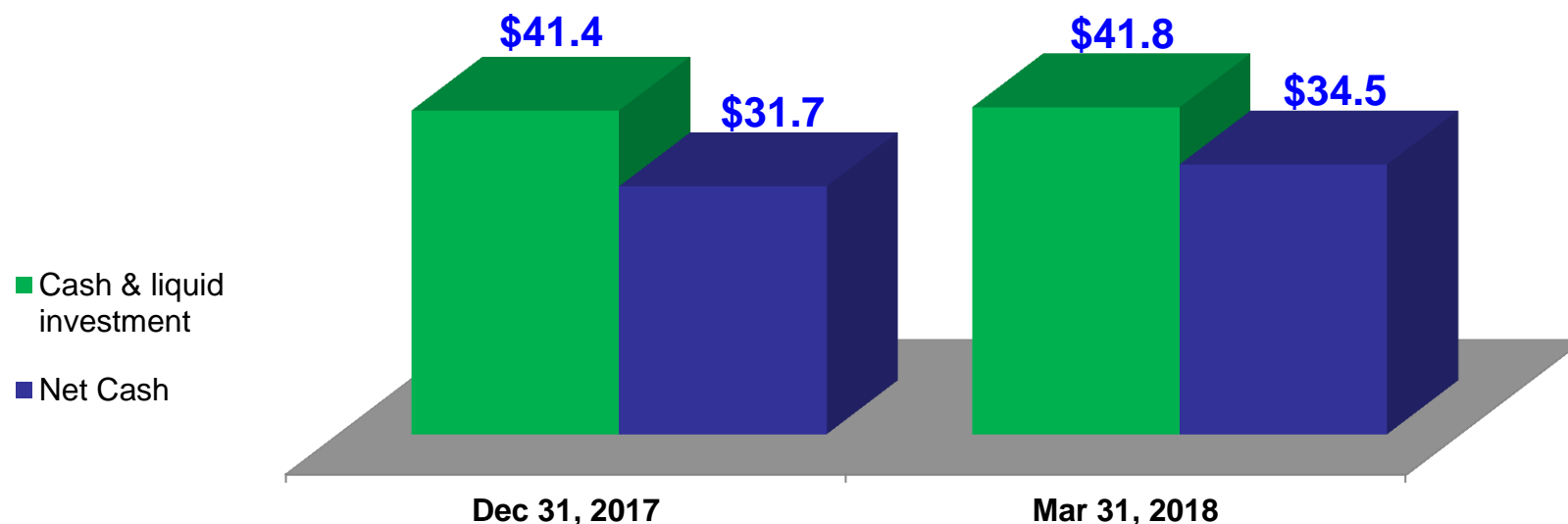
# Cash and Debt Update

## Balance Sheet: Remains Well Capitalized, Liquid and Virtually Unlevered

- Cash and liquid investments was \$41.8 billion and net cash of \$34.5 billion as at 31 March 2018
- Debt of \$7.3 billion as at 31 March 2018
- Paid the previously announced special dividend of \$0.41 per share on 27 April 2018

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

\* Include liquid investment



# GEG Development Update

## Cotai - The Next Chapter

- Continue to move forward with Phases 3 & 4, with a strong focus on non-gaming, primarily targeting MICE, entertainment, family facilities, premium high end hotels and also including gaming

## Wynn Resorts

- Closed passive minority investment in early April 2018

## Hengqin

- Plans moving forward to develop a low-density integrated resort to complement our high-energy entertainment resorts in Macau, anticipate to disclose further details later in the year

## International

- Philippines – In March 2018, we announced our initial plans to develop US\$300 to \$500 million, premium quality, eco-friendly, low density, low rise resort that would include a small casino with up to only 60 tables
- Japan – Continue to actively pursue Japan and enhanced and will continue to expand our development team including the appointment of Mr. Ted Chan as Chief Operating Officer - Japan Development

# Q1 2018 Summary

## Corporate

- Record Adjusted EBITDA of \$4.3 billion, up 36% YoY
- Paid the previously announced special dividend of \$0.41 per share on 27 April 2018

## Operations

- Galaxy Macau™ reported \$13.0 billion of Revenue and \$3.3 billion of Adjusted EBITDA, up 27% and 26% YoY, respectively
- StarWorld Macau reported \$4.5 billion of Revenue and \$1.0 billion of Adjusted EBITDA, up 45% and 55% YoY, respectively
- Broadway Macau™ reported \$142 million of Revenue and \$13 million of Adjusted EBITDA

## Financing

- Cash and liquid investments of \$41.8 billion and net cash of \$34.5 billion at 31 March 2018
- Debt of \$7.3 billion as at 31 March 2018

## Development Pipeline

- Cotai – The Next Chapter continuing to move forward
- Wynn Resorts – Closed passive minority investment in early April 2018
- Philippines – Continue to support the Philippines restoration of Boracay and the initial planning of a US\$300 to \$500 million premium quality eco-friendly beach resort on Boracay Island
- Japan – Continue to actively pursue Japan and enhanced and will continue to expand our development team including the appointment of Mr. Ted Chan as COO - Japan Development
- Hengqin – Continue to make progress with concept plan to develop a leisure destination resort to complement our high-energy entertainment resorts in Macau

# Positioned for Growth



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- **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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**3 May, 2018**