



GEG Hosts First Local SME Business Matching Session

July 12, 2016 – With the support of Macao Economic Services, the Macao Trade and Investment Promotion Institute and the Macao Productivity and Technology Transfer Centre (“CPTTM”), Galaxy Entertainment Group (“GEG”) and Macao Chamber of Commerce (“MCC”) jointly held the first GEG Local SME Business Matching Session today at Oasis at Galaxy Macau™.

As a responsible corporate citizen, GEG strives to support the development of local SMEs. GEG has been proactively building closer long-term business relationships with local SMEs and has been prioritizing local products and services in the areas of food and beverage, hospitality products, corporate products, property services and technical parts, and professional services.

Ms. Chan Tze Wai, Acting Director of the Macao Economic Services of the Macao SAR Government, Dr. Shuen Ka Hung, Director of General Executive of CPTTM, Ms. Mai Pang, Acting Head of the Conventions and Exhibitions and Economic Activities Development Department of the Macao Economic Services, Ms. Susanni Aryanto, Senior Manager of External Cooperation Department of Macao Trade Investment Promotion Institute, Mr. Chui Yuk Lum and Mr. U Kin Cho, Vice Presidents of Board of Directors of MCC, Mr. Choi Tat Meng, Standing Committee of Directors of MCC, together with Mr. Michael Mecca, President of GEG, Mr. Scott Walker, Senior Vice President of Procurement, GEG, Mr. John Sloane, Vice President of Food and Beverage, Galaxy Macau and other representatives attended the session.

More phases of the Program will be launched, providing a platform for SMEs for meetings and matching. At today’s session, more than 70 local SMEs met with the GEG Procurement team and key business unit representatives in one-on-one meetings. Each SME can showcase their products and services and obtain information on GEG’s procurement processes and requirements, as well as to enhance their knowledge on



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food safety requirements and standards to facilitate a clear path to securing new business opportunities with GEG.

Mr. Chui Yuk Lum, Vice President of Board of Director of MCC stated in his speech that GEG's support of small and micro enterprises, "made in Macau" products and Macau young entrepreneurs provides them with additional business opportunities during the current economic adjustment period. Meanwhile, the Supplier Development Program will assist SMEs in growing their businesses and improving their competitiveness.

Local SMEs are crucial to the sustainable economic growth in Macau. GEG will continue to support the development of small and micro enterprises, "made in Macau" products and Macau young entrepreneurs. Mr. Scott Walker, Senior Vice President of Procurement, GEG expressed that in the past year, GEG has spent close to MOP3 billion on goods and services with more than 900 local suppliers in the areas of food and beverage, hospitality products, corporate products, property services, technical parts, and professional services. In the F&B category alone, GEG procures more than MOP600 million annually, with over 85% of which comes from more than 180 local SMEs currently supplying us food and beverage products. Mr. John Sloane, Vice President of Food and Beverage, Galaxy Macau introduced GEG's procurement procedures and standards during the presentation.

In addition, CPTTM had set up a booth to introduce related training programs for SMEs and provide on-site enrollment. CPTTM also established a business information platform and hotline to provide SMEs with information on GEG's procurement procedures and tender items. Qualified local SME suppliers will be invited to participate in bids or tenders and selected suppliers will eventually go through a formal Supplier Development Program from 9 to 12 months. Launched by GEG, MCC and CPTTM, the Supplier Development Program will offer training programs, professional guidance and customized development plans to assist SMEs in developing their capabilities and improving their competitiveness in Macau. Regular information sharing sessions and progress meetings with SMEs will be conducted to ensure that they are on the path to success.



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Last year, GEG invited over 40 local SMEs in the retail and F&B sectors to partner together at The Broadway of Broadway Macau™. Nearly 60% of which are well-known and time-honored local brands. A year has now passed and we have received positive feedback from SMEs and the community on our mutually beneficial cooperation. Continuously upholding the philosophy of “what is taken from the community is to be used for the good of the community”, GEG will fulfill its corporate social responsibility to assist SMEs in exploring business opportunities in order to achieve the results of large businesses leading small businesses to success.

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Photo captions:



P001: With the support of Macao Economic Services, Macao Trade and Investment Promotion Institute and CPTTM, GEG and MCC jointly held the first GEG Local SME Business Matching Session.



P002: Mr. Scott Walker, Senior Vice President of Procurement, GEG said that GEG will strive to cooperate with SMEs for sustainable development.



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P003: Local SMEs met with the GEG Procurement team and key business unit representatives in one-on-one meetings. The session assisted SMEs in facilitating a clear path to secure new business opportunities with GEG.



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P004: SMEs expressed satisfaction with the arrangement of the Business Matching Session.