

1.6%

0.8%

Genting Singapore (GENS SP)

VIP surge drives profit beat

Maintain BUY call with higher TP of SGD1.16 (+4%)

VIP volume surged to an 8-year high and drove 3Q23 results to exceed our expectations. Equally, if not more importantly, mass market GGR also continues to grow after years of stagnation during pre-Covid times. We raise our FY23E/24E/25E core EPS by 12%/6%/6% on account of higher VIP volume and raise our DCF-TP to SGD1.16 from SGD1.12. On another note, the budget for 'RWS 2.0' has been raised by c.50% to SGD6.8b but with a longer runway to completion. Maintain BUY.

Beat on higher-than-expected VIP volume

3Q23 core net profit of SGD215.5m (+63% YoY, +34% QoQ) brought 9M23 core net profit to SGD507.4m (+111% YoY) which was above our expectation at 80% of our FY estimate. As a secondary check, 9M23 EBITDA of SGD797.8m (+54% YoY) also outperformed at 81% of our FY estimate. The outperformance was due to 3Q23 VIP volume surging c.65% QoQ to SGD11.3b, or 55% higher than we expected. According to our records, the 3Q23 VIP volume was the highest since 2Q15.

Mass market also performed well

3Q23 mass market GGR also grew c.10% QoQ to SGD375m which was within our expectation. GENS stated that the growth in VIP volume and mass market GGR was broad based and not exclusively due to any one source market. An interesting point to note is that 3Q23 VIP volume and mass market GGR have already exceeded 3Q19 levels. GENS expects operations to continue to improve as seat capacity from major source markets to Singapore continues to recover.

Raise long-term EPS estimates by 6%

Going forward, we now assume average quarterly VIP volume of SGD10.0b (SGD7.3b previously). Net impact is to raise our FY23E/24E/25E core EPS by 12%/6%/6%. On another note, the budget for 'RWS 2.0' has been revised to SGD6.8b from SGD4.5b but it is now scheduled to be completed by 2031 versus 2028-2029 previously. GENS explained that the budget revision was due to a combination of cost inflation and 'premium-isation' of the planned offerings.

FYE Dec (SGD m)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenue	1,067	1,725	2,390	2,660	2,668
EBITDA	448	774	1,082	1,247	1,252
Core net profit	149	374	712	871	867
Core FDEPS (cts)	1.2	3.1	5.9	7.2	7.2
Core FDEPS growth(%)	20.3	151.1	90.3	22.2	(0.4)
Net DPS (cts)	1.0	3.0	4.0	4.0	4.0
Core FD P/E (x)	62.8	30.8	14.4	11.8	11.8
P/BV (x)	1.2	1.4	1.2	1.2	1.1
Net dividend yield (%)	1.3	3.1	4.7	4.7	4.7
ROAE (%)	2.3	4.3	8.8	10.3	9.8
ROAA (%)	1.7	4.3	7.9	9.3	8.9
EV/EBITDA (x)	13.9	10.4	6.4	5.9	6.3
Net gearing (%) (incl perps)	net cash				
Consensus net profit	-	-	626	742	797
MIBG vs. Consensus (%)	-	-	13.8	17.3	8.7

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BUY

Share Price SGD 0.85

12m Price Target SGD 1.16 (+41%)

Previous Price Target SGD 1.12

Company Description

Owns and operates Resorts World Sentosa, one of two integrated resorts in Singapore.

Statistics

52w high /low (SCD)

שבא ווופווי נסש)	1.10/0.02
3m avg turnover (USDm)	16.0
Free float (%)	46.8
Issued shares (m)	12,094
Market capitalisation	SGD10.3B
	USD7.6B
Major shareholders:	
Genting Bhd.	52.5%

Price Performance

The Vanguard Group, Inc.

Norges Bank Investment Management



Genting S'pore - (LHS, SGD) ——Genting S'pore / Straits Times Index - (RHS, %)

	-1M	-3M	-12M
Absolute (%)	1	(11)	2
Relative to index (%)	4	(6)	6

Source: FactSet

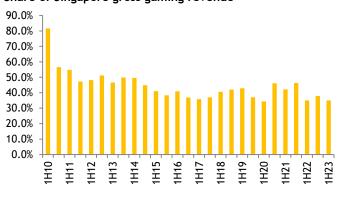
Genting Singapore

Maybank

Value Proposition

- Owns and operates Resorts World Sentosa, one of two integrated resorts in Singapore.
- Only listed pure exposure to a Singaporean integrated resort.
 Marina Bay Sands is part of multinational Las Vegas Sands.
- ROE<WACC due to VIP market slowdown driven by Chinese economic slowdown.
- Will consider expanding into other markets if projected IRR>15% and group ROEs return to >10%.
- Redeemed SGD2.3b perpetual securities in 2017. Balance sheet in a resoundingly net cash position.

Share of Singapore gross gaming revenue

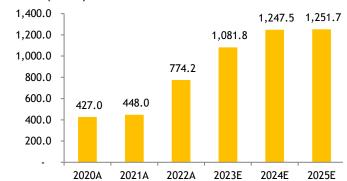


Source: Company, Las Vegas Sands, Maybank IBG Research

Financial Metrics

- Key financial metric is EBITDA. Most casino operators are valued on EV/EBITDA basis.
- Forecast FY23E EBITDA to recover 40% YoY due to full year effect of returning Malaysian and Indonesian gamblers and gradual return of Chinese gamblers.
- Forecast FY24E EBITDA to grow 15% YoY due to the full return of Chinese gamblers.
- Balance sheet in net cash position of SGD3.4b, or SGD0.28/share as at end-2Q23.

EBITDA (SGDm)



Source: Company (historical), Maybank IBG Research (forecasts)

Price Drivers



Source: Company, Maybank IBG Research

- 1. Casino entry levy hiked by 50% and casino tax rates will be hiked by 3-7ppts in Mar 2022.
- 2. Covid-19 pandemic struck Singapore. RWS closed from 6 Apr until 30 Jun 2020.
- 3. Pfizer, Moderna and AstraZeneca announced that they have developed effective Covid-19 vaccines.
- 4. Bloomberg reported that MGM Resorts Int'l is interested in buying Genting's 53% shareholding in GENS.
- 5. China reopened its borders on 8 Jan 2023, allowing Chinese to travel abroad en masse once again.

Swing Factors

Upside

- VIP win rate if VIP win rate is above theoretical levels, it can positively influence earnings.
- VIP: mass market mix tilt towards mass market will expand margins due to less commissions and rebates.
- SGD6.8b RWS expansion dubbed 'RWS2.0', this will expand gaming and non-gaming capacity.

Downside

- VIP win rate if VIP win rate is below theoretical levels, it can negatively influence earnings.
- Bad debts Chinese accounts for the majority of VIPs but gambling debts are not enforceable in China.
- Regional expansion new jurisdictions often require high capex commitments without guaranteeing returns.

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November 13, 2023



Figure 1: Quarterly summary results table

FY Dec (SGD m)	3Q23	3Q22	% YoY	2Q23	% QoQ	9M23	9M22	% YoY
Turnover	689.9	519.7	32.7	595.9	15.8	1,770.3	1,182.9	49.7
- Singapore IR gaming	459.6	382.0	20.3	407.0	12.9	1,206.5	857.2	40.8
- Singapore IR non-gaming	230.1	137.3	67.6	188.7	21.9	563.3	320.3	<i>7</i> 5.9
- Others	0.1	0.5	(71.0)	0.1	1.4	0.4	5.5	(91.8)
Adjusted EBITDA/(LBITDA)	345.4	249.4	38.5	260.7	32.5	797.8	518.1	54.0
- Singapore IR	350.4	255.3	37.3	268.4	30.6	815.5	535.6	52.3
- Others	(5.1)	(5.9)	(13.7)	(7.7)	(34.1)	(17.6)	(17.5)	0.9
Exceptional items	0.8	3.4	(77.7)	(13.1)	(105.8)	(14.4)	(20.8)	(30.8)
EBITDA/(LBITDA)	346.1	252.8	36.9	247.6	39.8	783.4	497.3	<i>57.5</i>
Net profit/(loss) after taxation	216.3	135.8	59.3	147.5	46.7	493.0	220.2	123.9
Core net profit/(loss) after taxation	215.5	132.3	62.9	160.6	34.2	507.4	241.0	110.5
Adjusted EBITDA margin	50.1	48.0	2.1	43.8	6.3	45.1	43.8	1.3
- Singapore IR	50.8	49.2	1.6	45.1	5.8	46.1	45.5	0.6
- Others	(2.2)	(4.3)	2.1	(4.1)	1.9	(3.1)	(5.4)	2.2

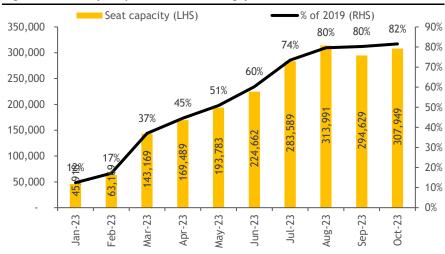
Source: Company

Quarterly results analysis

- 3Q23 core net profit was up 63% YoY although 3Q23 VIP win rate of 3.2% was down c.160bps YoY due to:-
 - (i) VIP volume recovering c.175% YoY to SGD11.3b; and
 - (ii) mass market GGR recovering c.15% YoY to c.SGD375m.
- Recall that 3Q22 operations were still subdued as Singapore had only reopened its borders in Apr 2022.
- 3Q23 core net profit was up 34% QoQ although 3Q23 VIP win rate of 3.2% was down c.75bps QoQ due to:-
 - (i) VIP volume recovering c.65% QoQ to SGD11.3b; and
 - (ii) mass market GGR growing c.10% QoQ to c.SGD375m.

November 13, 2023

Figure 2: Seat capacity from China to Singapore



Source: OAG

Figure 3: Major assumptions and estimates

	FY23E	FY24E	FY25E
Previous			
VIP volume (SGDb)	29.1	29.1	29.1
Revenue (SGDm)	2,245.1	2,544.4	2,552.7
EBITDA (SGDm)	991.5	1,188.4	1,195.7
Core net profit (SGDm)	637.1	818.5	817.7
Revised			
VIP volume (SGDb)	34.3	40.0	40.0
Revenue (SGDm)	2,390.1	2,659.6	2,667.9
EBITDA (SGDm)	1,081.8	1,247.5	1,251.7
Core net profit (SGDm)	712.1	870.5	866.6

Source: Maybank IBG Research

Figure 4: GENS DCF-based valuation

	SGDm	SGD/sh	Comments
RWS	9,066.8	0.75	WACC: 10.4%, g: 0%
Net cash	3,249.7	0.27	End-FY23E
Investments	107.8	0.01	End-FY23E
RWS 2.0	1,606.9	0.13	Amount invested
Equity value	14,031.1	1.16	

Source: Maybank IBG Research



FYE 31 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
Key Metrics P/F (reported) (x)	54.5	28.3	14.4	11.8	11.8
P/E (reported) (x) Core P/E (x)	62.6	30.8	14.4	11.8	11.8
Core FD P/E (x)	62.8	30.8	14.4	11.8	11.8
P/BV (x)	1.2	1.4	1.2	1.2	1.1
P/NTA (x)	1.2	1.5	1.3	1.2	1.2
Net dividend yield (%)	1.3	3.1	4.7	4.7	4.7
FCF yield (%)	nm	5.4	2.7	0.7	0.0
EV/EBITDA (x)	13.9	10.4	6.4	5.9	6.3
EV/EBIT (x)	35.3	18.3	9.0	7.6	8.0
INCOME STATEMENT (SGD m)	4.047.3	4 725 2	2 200 4	2 (50 (2 ((7 0
Revenue EBITDA	1,067.3	1,725.3	2,390.1	2,659.6	2,667.9
Depreciation	448.0 (271.6)	774.2 (334.6)	1,081.8	1,247.5	1,251.7
EBIT	176.4	439.6	(303.1) 778.7	(271.5) 976.0	(271.5) 980.2
Net interest income /(exp)	14.2	439.6	776.7 76.4	68.8	61.9
Associates & JV	1.9	2.8	2.8	2.8	2.8
	33.9			0.0	
Exceptionals Pretay profit	226.3	(34.2) 456.7	0.0 857.9	0.0 1,047.6	0.0
Pretax profit Income tax	(43.0)	456.7 (116.6)	857.9 (145.8)	(177.0)	1,044.9 (178.3)
Minorities	(43.0)	0.0	0.0	0.0	0.0
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	183.3	340.1	712.1	870.5	866.6
Core net profit	149.4	374.3	712.1	870.5	866.6
DALANCE CUEET (CCD)					
BALANCE SHEET (SGD m)	2 225 (2 4/4 /	2 254 0	2 02/ 2	2 250 2
Cash & Short Term Investments	3,325.6	3,464.6	3,251.9	2,836.2	2,358.3
Accounts receivable	60.9	97.4	140.1 46.9	152.4	152.4
Inventory	43.2	43.2		52.2	52.4
Property, Plant & Equip (net)	5,135.9	4,927.9	5,419.4	6,280.9	7,142.7
Intangible assets Investment in Associates & JVs	107.6 65.3	155.1 68.1	155.1 71.0	155.1 73.8	155.1 76.6
Other assets	53.5	43.9	43.9	43.9	43.9
Total assets	8, 791.9	8,800.3	9,128.3	9,594.4	9,981.4
ST interest bearing debt	242.1	3.3	2.3	0.0	0.0
Accounts payable	353.6	446.5	496.2	535.5	537.1
LT interest bearing debt	5.5	2.3	0.0	0.0	0.0
Other liabilities	295.0	349.0	402.0	443.0	445.0
Total Liabilities	896.8	801.4	900.2	978.7	981.9
Shareholders Equity	7,895.1	7,998.8	8,228.0	8,615.7	8,999.5
Minority Interest	0.0	0.0	0.0	0.0	0.0
Total shareholder equity	7,895.1	7,998.8	8,228.0	8,615.7	8,999.5
Total liabilities and equity	8,791.9	8,800.3	9,128.3	9,594.4	9,981.4
CASH FLOW (SGD m)					
Pretax profit	226.3	456.7	857.9	1,047.6	1,044.9
Depreciation & amortisation	271.6	334.6	303.1	271.5	271.5
Adj net interest (income)/exp	(14.2)	(48.5)	(76.4)	(68.8)	(61.9)
Change in working capital	36.6	37.4	3.2	21.8	1.4
Cash taxes paid	(96.9)	(64.3)	(93.4)	(135.7)	(176.6)
Other operating cash flow	(45.7)	90.8	73.7	66.0	59.1
Cash flow from operations	377.7	806.7	1,068.1	1,202.4	1,138.4
Capex	(944.8)	(187.0)	(794.5)	(1,133.0)	(1,133.4)
Free cash flow	(567.1)	619.7	273.6	69.4	5.0
Dividends paid	(120.6)	(241.4)	(482.9)	(482.9)	(482.9)
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Change in Debt	(4.7)	(204.2)	(3.3)	(2.3)	0.0
Other invest/financing cash flow	21.3	(1.4)	(0.1)	(0.0)	0.0
coc intanents cash itow					
Effect of exch rate changes	2.6	(33.7)	0.0	0.0	0.0



FYE 31 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
Key Ratios					
Growth ratios (%)					
Revenue growth	0.3	61.7	38.5	11.3	0.3
EBITDA growth	4.9	72.8	39.7	15.3	0.3
EBIT growth	41.6	149.1	77.2	25.3	0.4
Pretax growth	100.3	101.8	87.8	22.1	(0.3)
Reported net profit growth	164.8	85.5	109.4	22.2	(0.4)
Core net profit growth	20.3	150.4	90.3	22.2	(0.4)
Profitability ratios (%)					
EBITDA margin	42.0	44.9	45.3	46.9	46.9
EBIT margin	16.5	25.5	32.6	36.7	36.7
Pretax profit margin	21.2	26.5	35.9	39.4	39.2
Payout ratio	65.8	106.5	67.8	55.5	55.7
DuPont analysis					
Net profit margin (%)	17.2	19.7	29.8	32.7	32.5
Revenue/Assets (x)	0.1	0.2	0.3	0.3	0.3
Assets/Equity (x)	1.1	1.1	1.1	1.1	1.1
ROAE (%)	2.3	4.3	8.8	10.3	9.8
ROAA (%)	1.7	4.3	7.9	9.3	8.9
Liquidity & Efficiency					
Cash conversion cycle	(157.5)	(118.6)	(99.4)	(99.1)	(102.5)
Days receivable outstanding	19.7	16.5	17.9	19.8	20.6
Days inventory outstanding	25.3	16.3	12.4	12.6	13.3
Days payables outstanding	202.5	151.4	129.7	131.5	136.3
Dividend cover (x)	1.5	0.9	1.5	1.8	1.8
Current ratio (x)	5.1	6.1	5.0	4.0	3.3
Leverage & Expense Analysis					
Asset/Liability (x)	9.8	nm	nm	9.8	nm
Net gearing (%) (incl perps)	net cash				
Net gearing (%) (excl. perps)	net cash				
Net interest cover (x)	na	na	na	na	na
Debt/EBITDA (x)	0.6	0.0	0.0	0.0	0.0
Capex/revenue (%)	88.5	10.8	33.2	42.6	42.5
Net debt/ (net cash)	(3,077.9)	(3,459.1)	(3,249.7)	(2,836.2)	(2,358.3)

Source: Company; Maybank IBG Research



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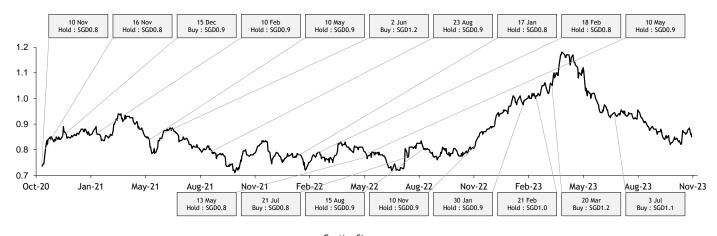
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Historical recommendations and target price: Genting Singapore (GENS SP)



Genting Singapore

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