



INVESTORS BRIEFING

17 August 2017, 3:30 p.m.

Shangri-La at the Fort

Part 2 of 2



AB LEISURE EXPONENT, INC

AL ALONTE
RETAIL GROUP



AB LEISURE EXPONENT, INC.



1993

First commercial bingo hall in SM Meadmall

1997 – Introduction of Bingo Link System

1998

2002 – Introduction of Electronic Binao

2003 – Introduction of Winner-Take-All Scheme

2006 – 1st Bingo Boutique – Greenhills Shopping Center

200
3

2005 – Introduction of New Rapid Binao

Launched “KaiBgan CARES” Customer

200
8

2010 – Introduction of EB-Mystery Jackpot

2017 – Activates Elec. Bingo Management System (EBMS)

201
3

2013:
2014:
2015:
2016:
P5.03B
P6.05B
P7.15B

2018
PAGCOR & ABLE TIE-UP Shower of

201
7

P7.97B

201
8

MORE THAN 20 YEARS OF INNOVATIONS

DETRIMENTAL REGULATORY CHANGES

- From 500 meters to 1KM –Gaming Venues
- From 200 meters to 300 meters – schools & churches; including cockpit, horse-racing arenas, public market, resettlement areas/ informal settlers

SITE CLOSURES (2016)

- INDUSTRY: 124/439sites
- ABLE: 36/139 sites

RE-OPENED SITES (2016)

- INDUSTRY: 71 SITES
- ABLE: 31 SITES
- For Transfer: 5 SITES

DISTANCE REQUIREMENT
SEP 2016

MEMBERS-ONLY POLICY

DRESS CODE

15-HOUR MAX OPERATIONS

6-HOUR MAX PLAYING TIME

P1,000 SHOW MONEY

TOTAL SMOKING BAN
JULY 31,

JAN 2017

DECLINE OF 4.86% ON AVE. MONTHLY GROSS PROFIT ON 1ST QUARTER

May-June:
INCREASED TO 2016 AVE. LEVEL = P185M

COUNTER MEASURES:

1. ADJUSTED 15 HRS TO CAPTURE PEAK PERIOD
2. PROMOTIONAL GAMES ON TRADITIONAL
3. TIED-UP PROMO W/ EBINGO SUPPLIERS
4. PROMOTE MEMBERSHIP AS FUTURE LOYALTY PROGRAM

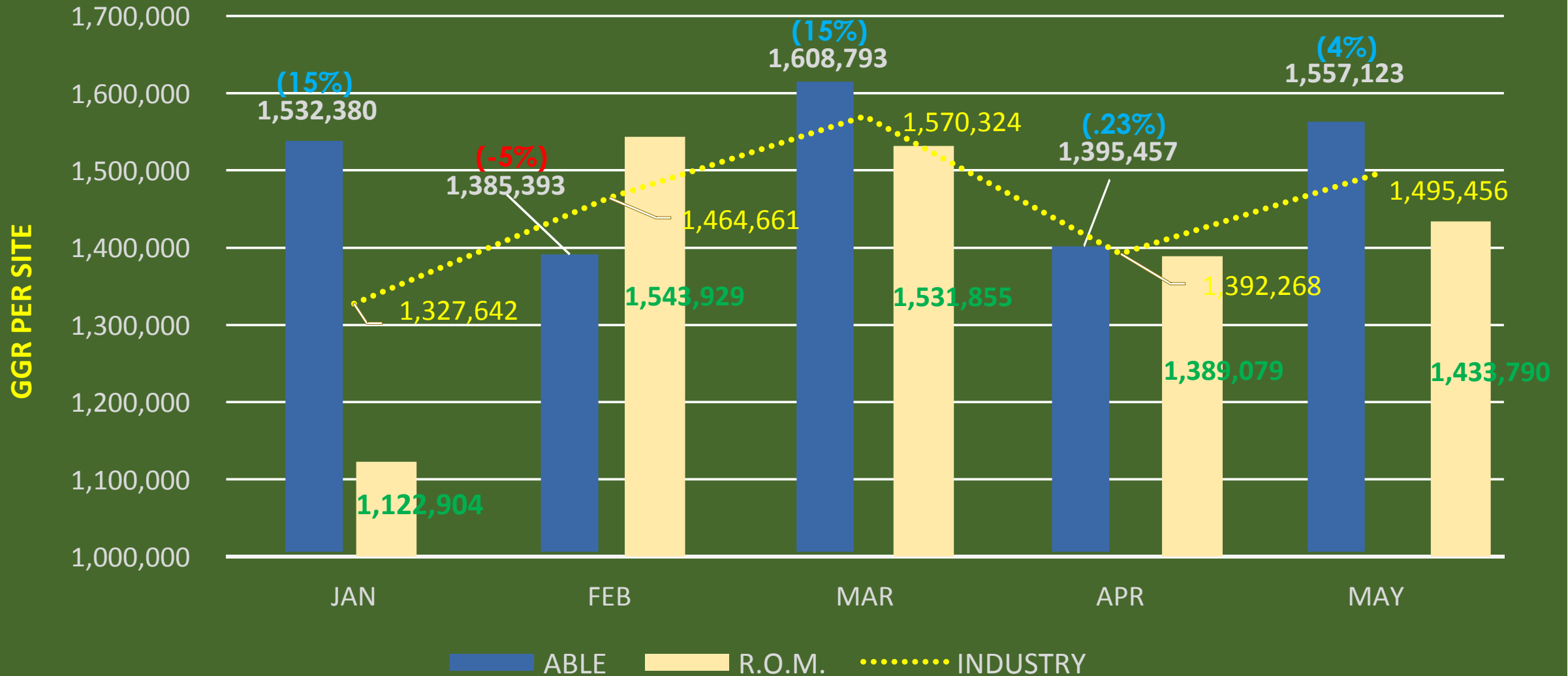
- 1ST = Request to make the Venue as the Designated Smoking Area

- 2nd = Secure LGU Permit (Site being ready to be Specs Compliant)
- Engineering – set to proceed

- Smoking Sites = 66 sites
- Permit In Process = 80 sites
- Total Current Sites = 146

ABLE 2016 GGR =
1,595,863

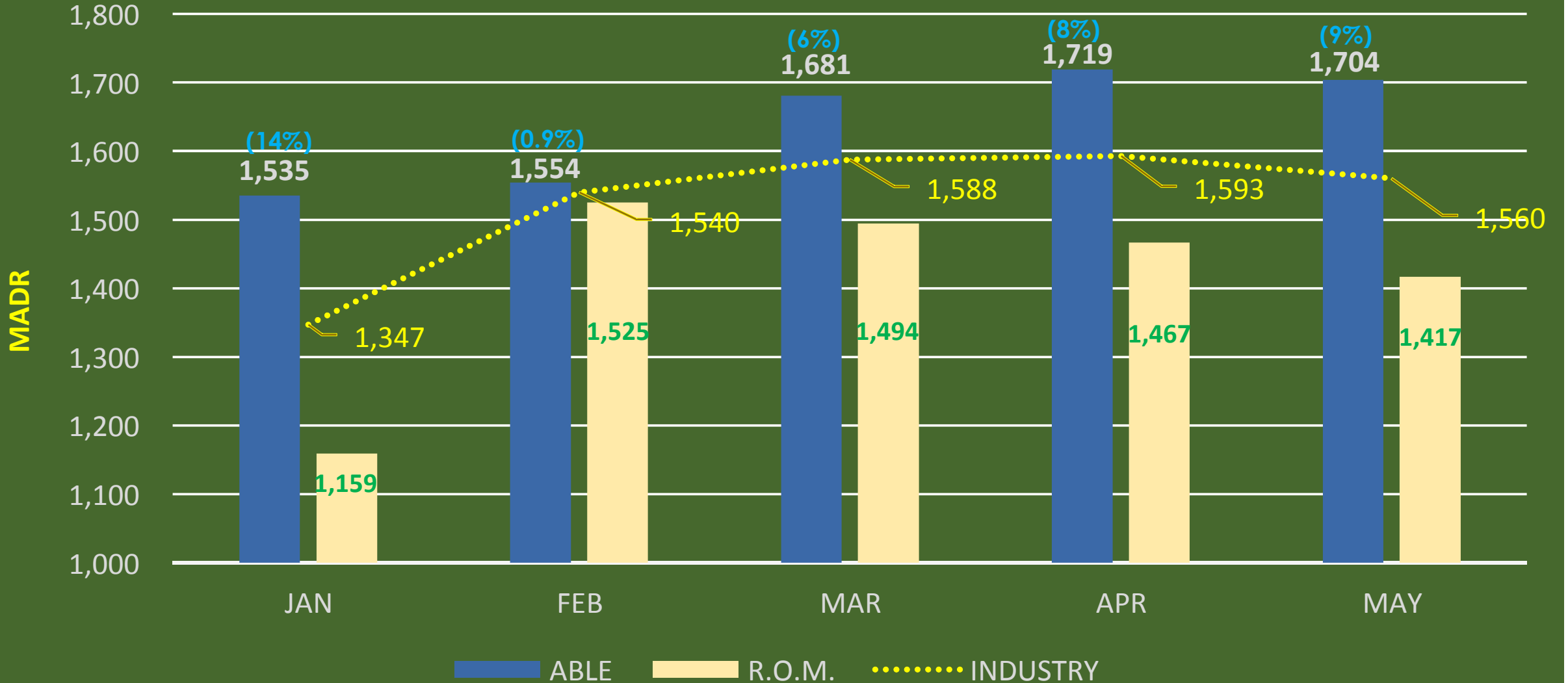
TRADITIONAL BINGO 2017



ABLE 2016 MADR =

1,714

ELECTRONIC BINGO 2017



2017 - 2018 OPERATIONAL PLANS



EBMS

- 103,000 MEMBERS
- **WEEKLY RAFFLE**
 - * 250K Play Credits
 - * 2 visits = 1 Entry
- **QUARTERLY RAFFLE**
 - * 100k-1 Million Cash Prize
 - * Play Points



Electronic Bingo MACHINE INTEGRATION



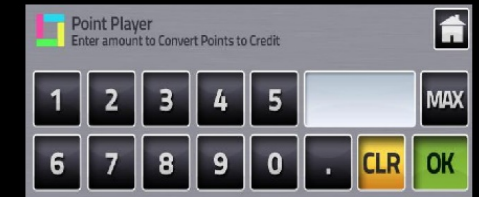
TITO



Tickets In and Out across all Machines

Cardless Player Tracking

PLAYER TRACKING



Redeem points for promotional

BONUS GAMES

MYSTERY JACKPOTS

QUANTITY PLAYER VALUE

PERSONALIZED VIP SERVICE

TARGETTED PROMOS

2017 - 2018 OPERATIONAL PLANS

TRADITIONAL



PROMOTIONAL GAMES

- **Mega-Ball Jackpot**

- * JF = P5/face
- * 22% to Jackpot
- * 55 balls/ less
- * Jpot = P100k++ Per Area

- **Circle-8 Mega/Area**

- * JF = P50/10
- * 16/35% to Jackpot
- * 20balls/less
- * Jpot = P300k ++

Systemwide

GLOBAL JACKPOT
(ROUND TOP JACKPOT
POOLED FOR 10 SITES)

GLOBAL MYSTERY
(RANDOM MINI JACKPOT
FOR 10 SITES)

E-BINGO

- **GLOBAL JACKPOT**

* Round Top Jackpot for a cluster of 10 sites

- **GLOBAL MYSTERY**

* Higher Mystery Jackpot for a cluster of 10 sites

- Exclusive to ABLE
- FBM Quarterly Raffle
- 1 Brand New Car

- **TIED-UP PROMO
W/ SUPPLIERS**

EXPANSION



- 2017
New Sites = 7
Sites
To Open = 13
Sites
Total = 20
Sites

- 2018
30 New Sites



BLUE CHIP

ENG HUN CHUAH

- **Blue Chip** has a lease contract with PAGCOR in connection with VIP slot arcades operation in 5 locations.
- Pursuant to the said contract, **BLUE CHIP** provides gaming space, high end slot machines, furniture, fixtures, equipment and system for PAGCOR operations of VIP slot arcades. PAGCOR will provides personnel to manage the slot arcades.

- **BLUE CHIP** obtains 33.25% of the total Gross Gaming Revenue.
- As of 30 June 2017, **BLUE CHIP** has 817 slot machines.

- Slot machine suppliers:
 - USA – Scientific Gaming & IGT
 - Australia – Aristocrat
 - Slovenia – Alfastreet
 - Japan – Konami & Aruze
 - Taiwan – Jumbo



Blue Chip Gaming and Leisure (Blue Chip)



Pan Pacific Hotel, Malate (under renovation)



Venezia Hotel, Subic



Blue Chip Gaming and Leisure (Blue Chip)

Paseo Premiere Hotel, St. Rosa



King Royals Hotel, Bacolor



Where are we located?



Venezia Hotel, Subic

Number of Machines: 177
Average GGR/month: P29m

Nearby Competition:
Oriental Paradise Vip Slot Arcade
PAGCOR Olongapo Casino

King Royals Hotel, Bacolor

Number of Machines: 155
Average GGR/month: P25m

Nearby Competition:
Widus Casino - Clark
Royce Casino - Clark
PAGCOR Mimosa Casino - Clark
PAGCOR Angeles Casino

Paseo Premiere Hotel, St. Rosa

Number of Machines: 167
Average GGR/month: P25m

Nearby Competition:
Binan VIP Slot Arcades
San Pedro VIP Slot Arcades
Carmona Casino

Pan Pacific Hotel, Malate

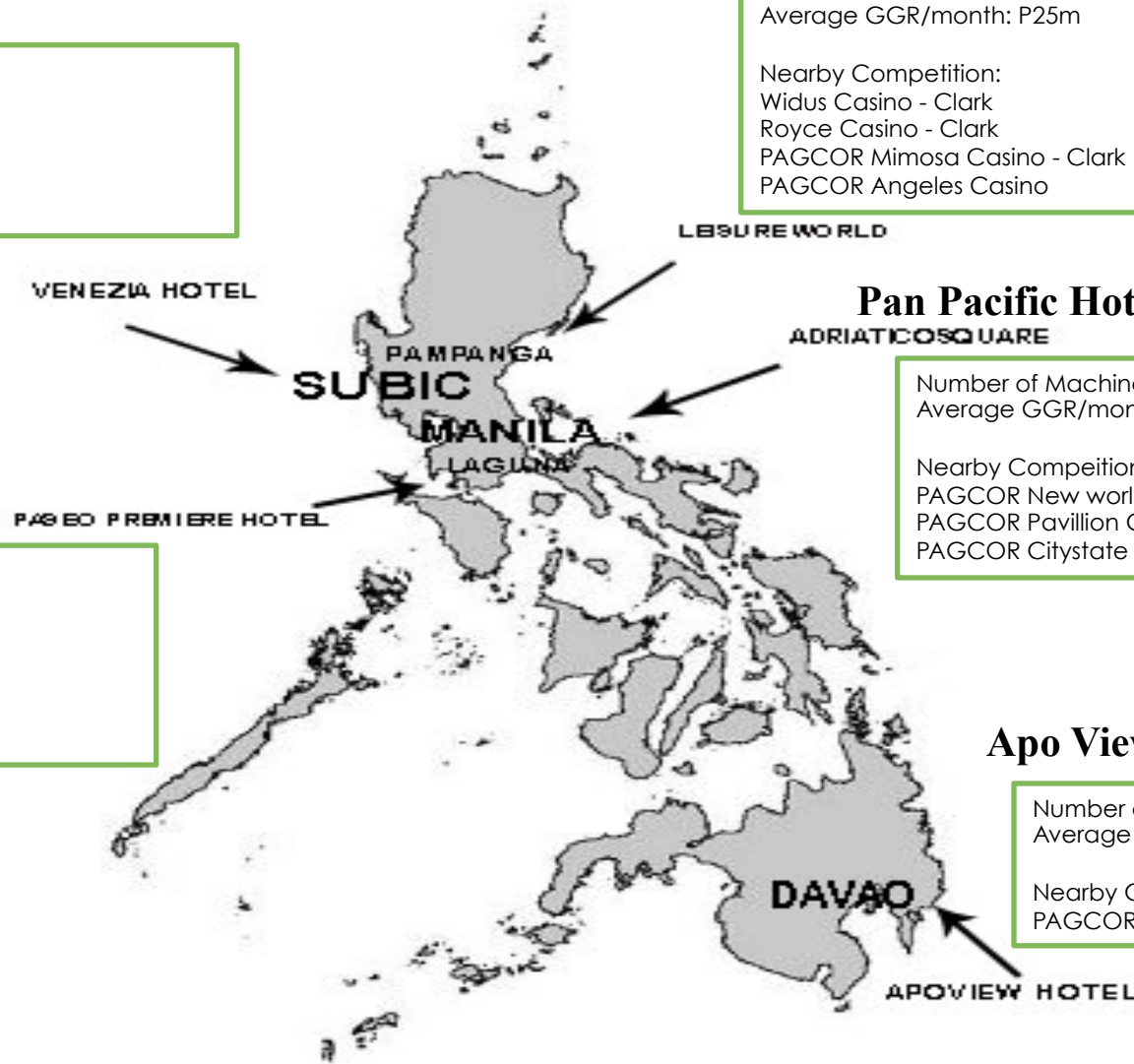
Number of Machines: 162
Average GGR/month: P19m

Nearby Competition
PAGCOR New world Hotel & Casino
PAGCOR Pavillion Casino
PAGCOR Citystate Casino

Apo View Hotel, Davao

Number of Machines: 151
Average GGR/month: P13m

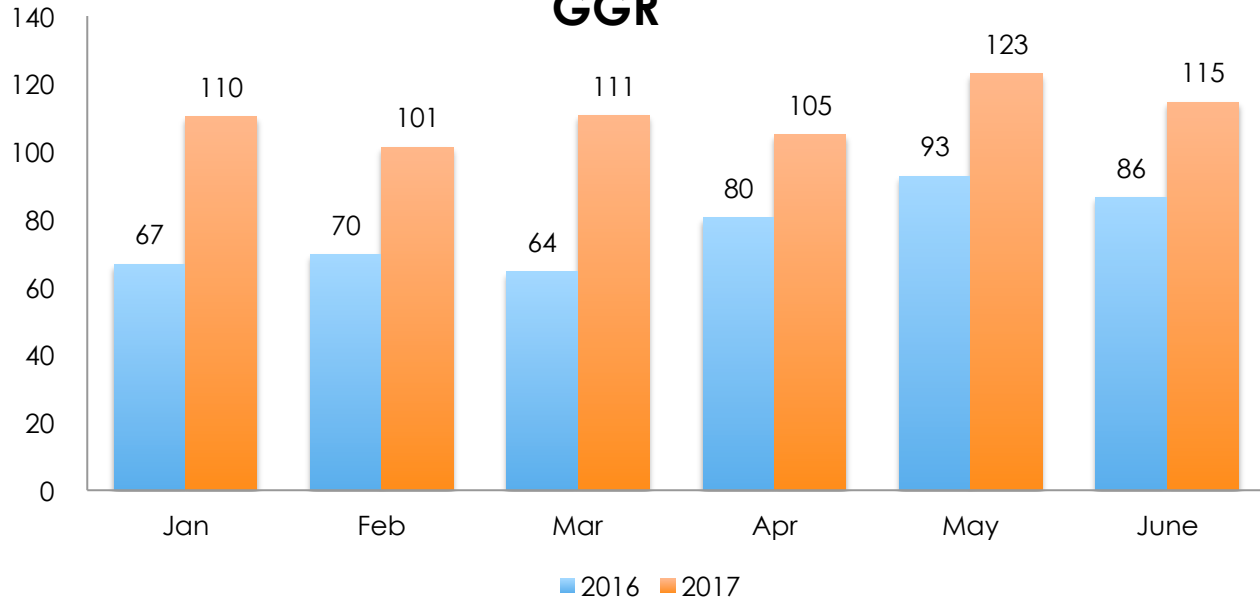
Nearby Competition
PAGCOR Grand Regal Casino



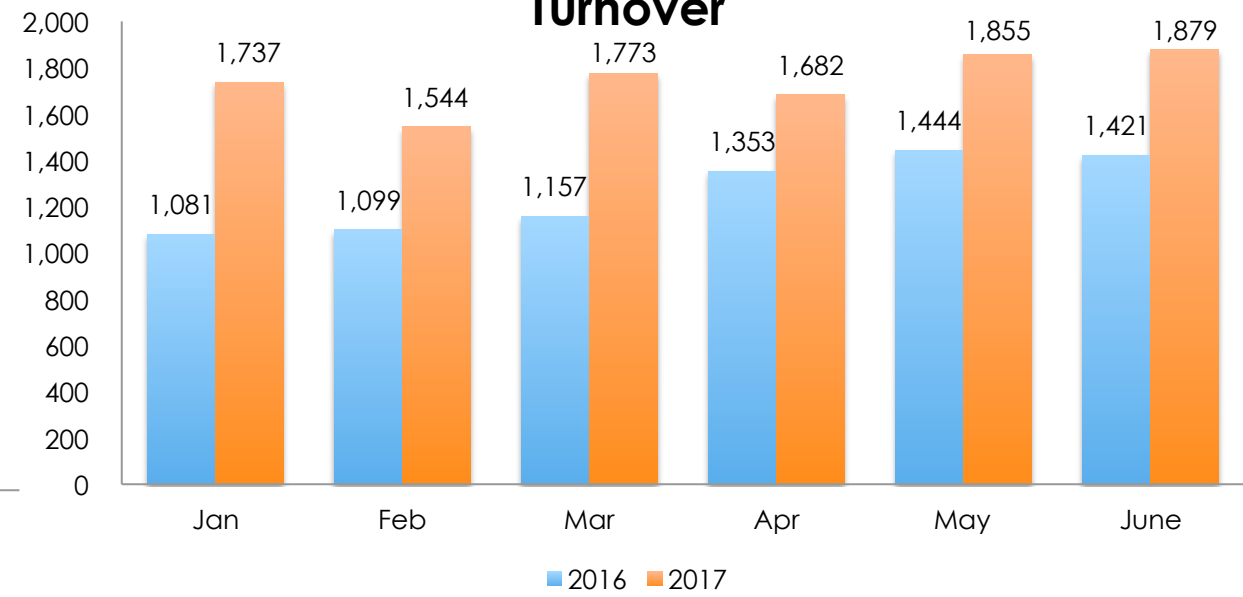
Blue Chip's Overall GGR & Turnover (817 Machines)



GGR



Turnover



GGR (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	110	101	111	105	123	115	665
2016	67	70	64	80	93	86	460
VAR%	64%	44%	73%	31%	32%	34%	45%

Turnover (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	1,737	1,544	1,773	1,682	1,855	1,879	10,470
2016	1,081	1,099	1,157	1,353	1,444	1,421	7,555
VAR%	61%	40%	53%	24%	28%	32%	39%

Average Win/Unit/Day

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	4,511	4,591	4,528	4,590	4,856	4,673	4,627
2016	2,551	2,786	2,611	3,554	3,740	3,600	3,126

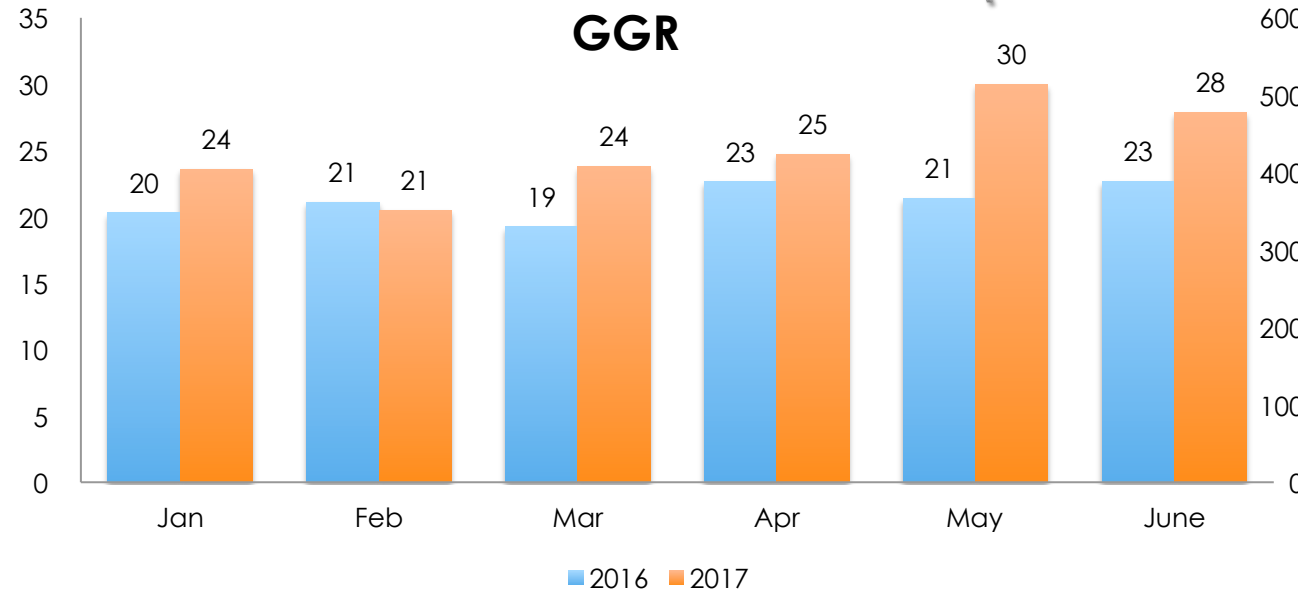
Win Rates/Turnover

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	6.3%	6.6%	6.2%	6.2%	6.6%	6.1%	6.3%
2016	6.1%	6.3%	5.5%	6.0%	6.4%	6.1%	6.1%

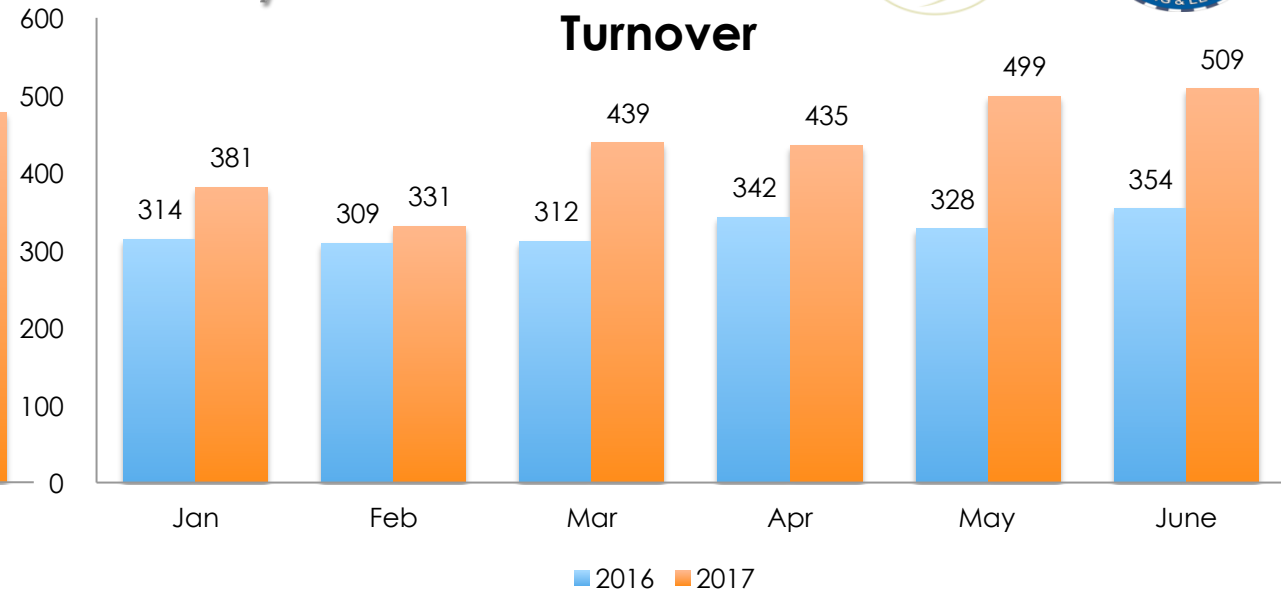
Bacolor's GGR & Turnover (155 Machines)



GGR



Turnover



GGR (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	24	21	24	25	30	28	152
2016	20	21	19	23	21	23	127
VAR%	20%	0%	26%	9%	43%	22%	20%

Turnover (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	381	331	439	435	499	509	2,594
2016	314	309	312	342	328	354	1,959
VAR%	21%	7%	41%	27%	52%	44%	32%

Average Win/Unit/Day

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	5,108	4,754	4,985	5,346	5,865	6,000	5,327
2016	4,252	4,894	4,030	5,251	4,483	4,913	4,621

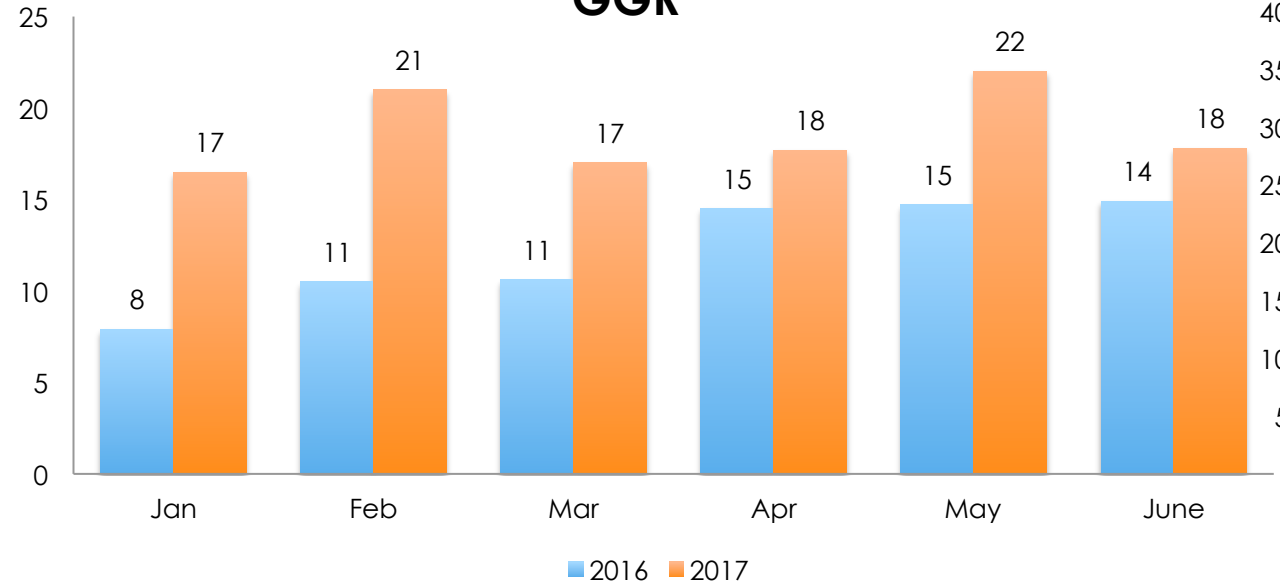
Win Rates/Turnover

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	6.2%	6.2%	5.4%	5.7%	6.0%	5.5%	5.8%
2016	6.5%	6.8%	6.2%	6.6%	6.5%	6.4%	6.5%

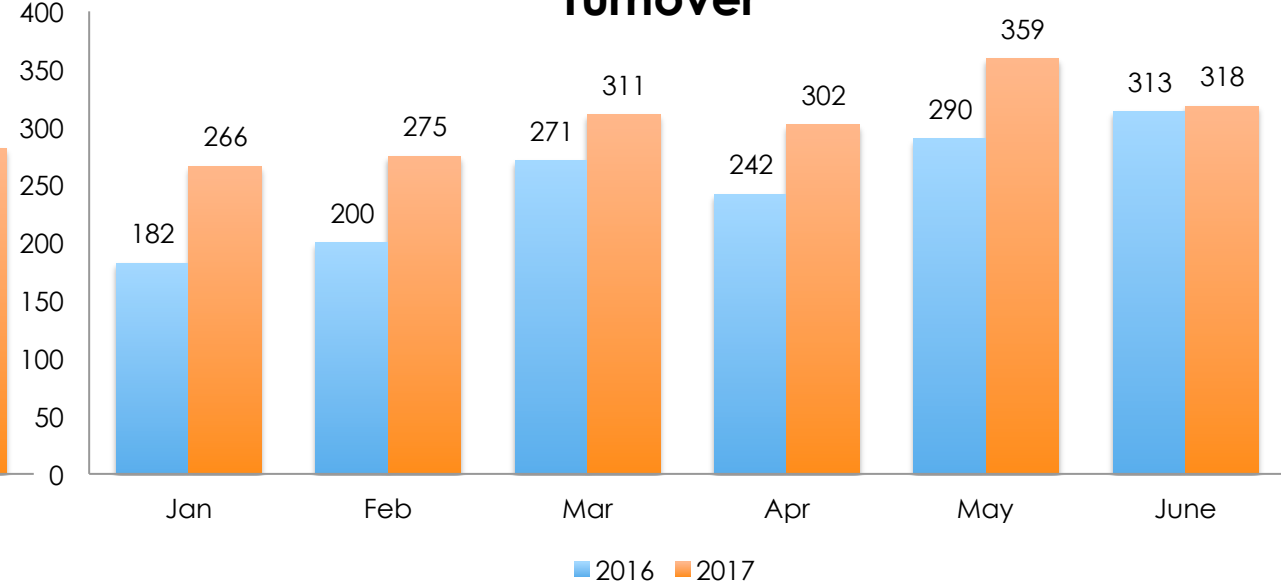
Pan Pac's GGR & Turnover (162 Machines)



GGR



Turnover



GGR (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	17	21	17	18	22	18	113
2016	8	11	11	15	15	14	74
VAR%	113%	91%	55%	20%	47%	29%	53%

Turnover (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	266	275	311	302	359	318	1,831
2016	182	200	271	242	290	313	1,498
VAR%	46%	38%	15%	25%	24%	2%	28%

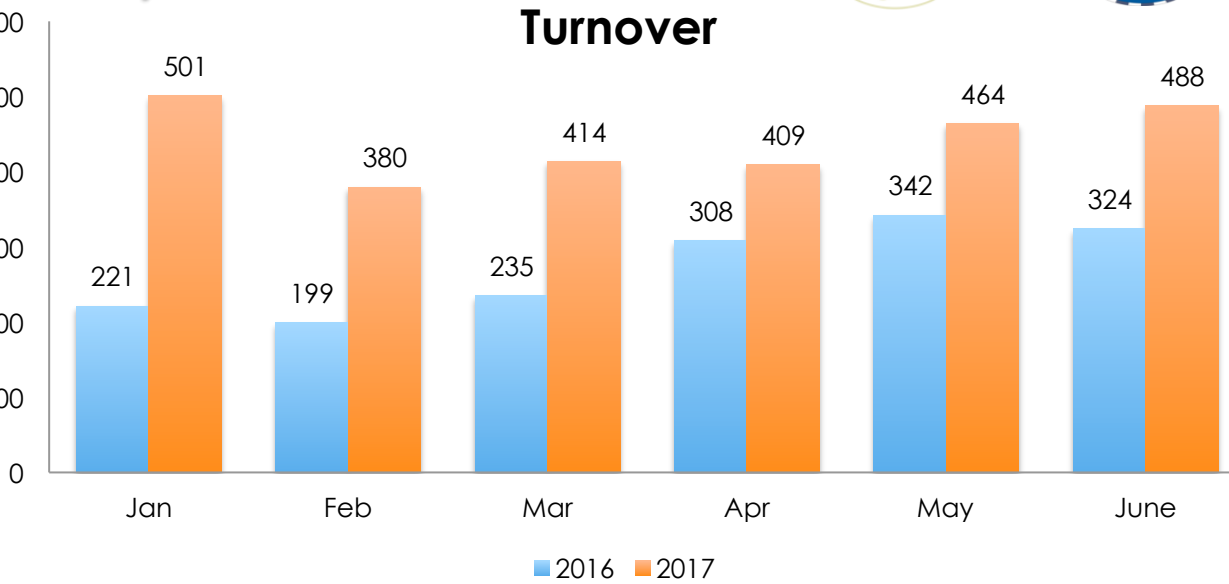
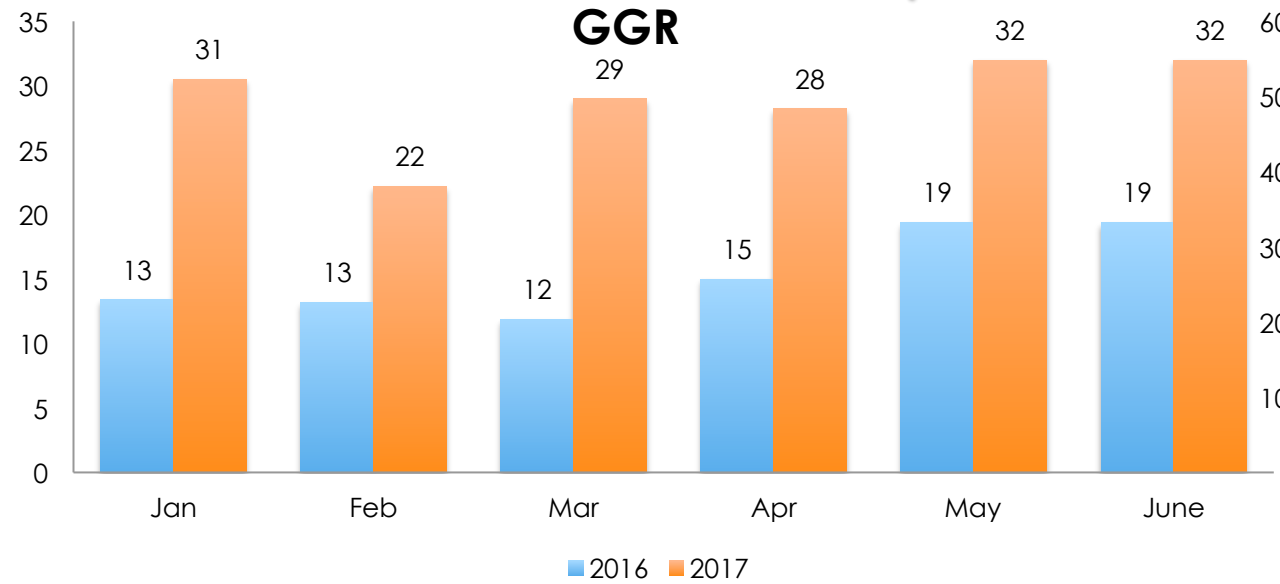
Average Win/Unit/Day

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	3,327	4,688	3,427	3,902	4,381	3,663	3,886
2016	1,262	1,856	1,693	2,589	2,496	2,614	2,066

Win Rates/Turnover

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	6.2%	7.6%	5.5%	5.9%	6.1%	5.6%	6.1%
2016	4.3%	5.3%	3.9%	6.0%	5.1%	4.8%	4.9%

Subic's GGR & Turnover (177 Machines)



GGR (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	31	22	29	28	32	32	174
2016	13	13	12	15	19	19	91
VAR%	138%	70%	142%	86%	68%	68%	91%

Turnover (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	501	380	414	409	464	488	2,656
2016	221	199	235	308	342	324	1,629
VAR%	126%	91%	76%	33%	36%	50%	63%

Average Win/Unit/Day

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	6,516	5,251	6,195	6,031	6,181	6,026	6,047
2016	2,573	2,806	2,285	3,939	4,316	4,460	3,327

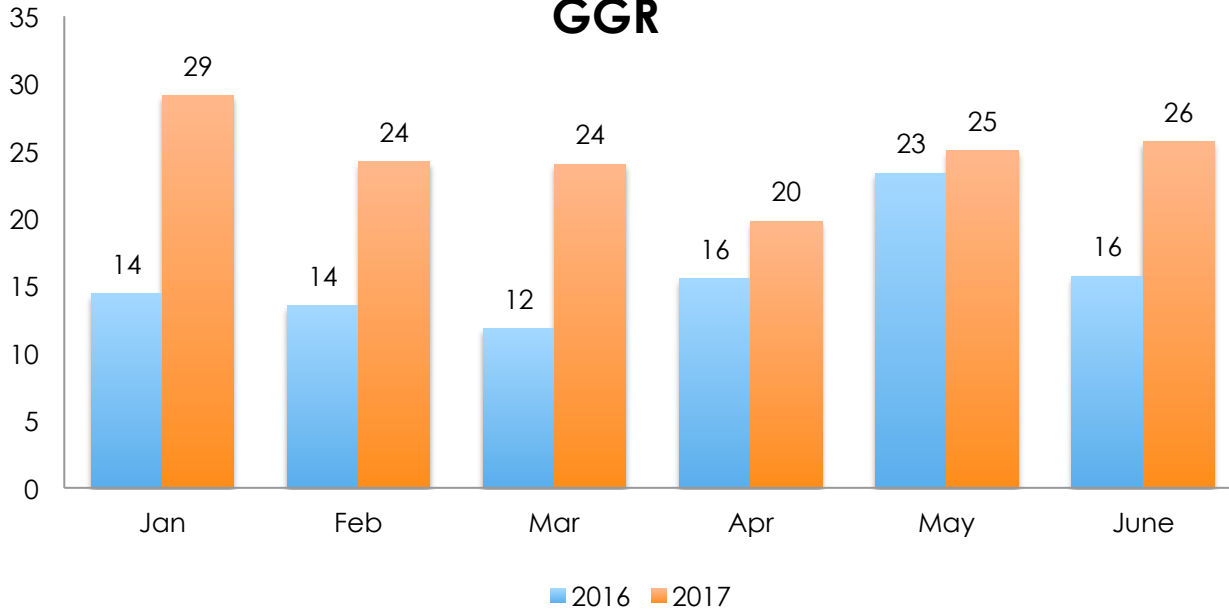
Win Rates/Turnover

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	6.1%	5.8%	7.0%	6.9%	6.9%	6.6%	6.6%
2016	6.1%	6.6%	5.1%	4.9%	5.7%	6.0%	5.7%

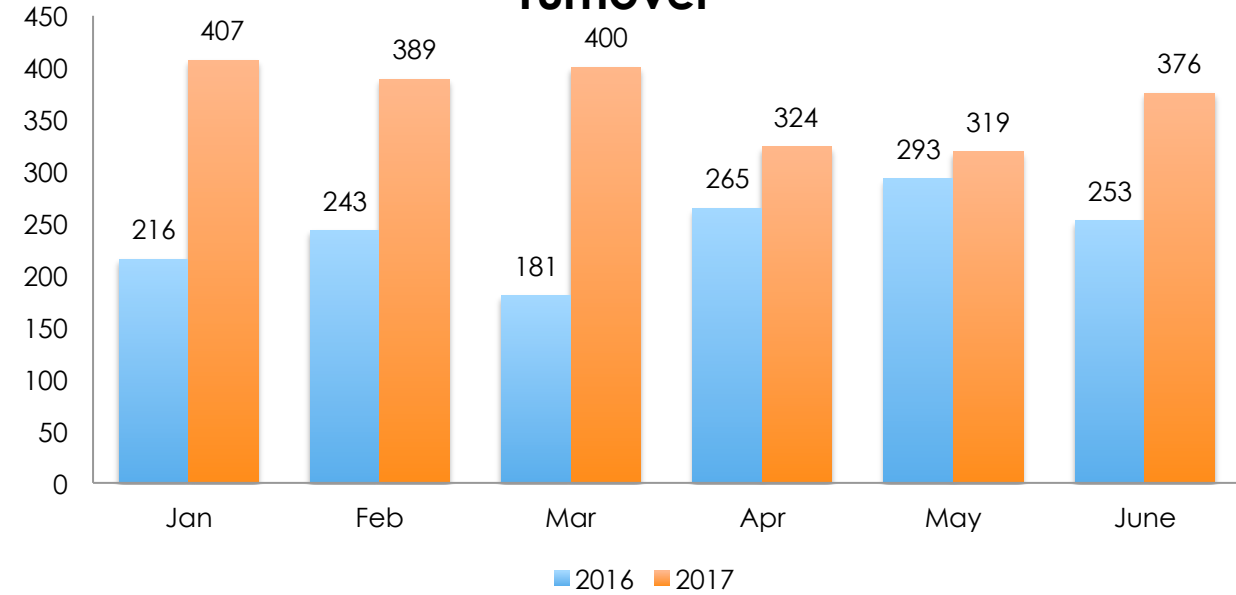
Sta. Rosa's GGR & Turnover (167 Machines)



GGR



Turnover



GGR (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	29	24	24	20	25	26	148
2016	14	14	12	16	23	16	95
VAR%	107%	72%	100%	25%	9%	63%	56%

Turnover (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	407	389	400	324	319	376	2,215
2016	216	243	181	265	293	253	1,451
VAR%	88%	60%	120%	22%	9%	49%	53%

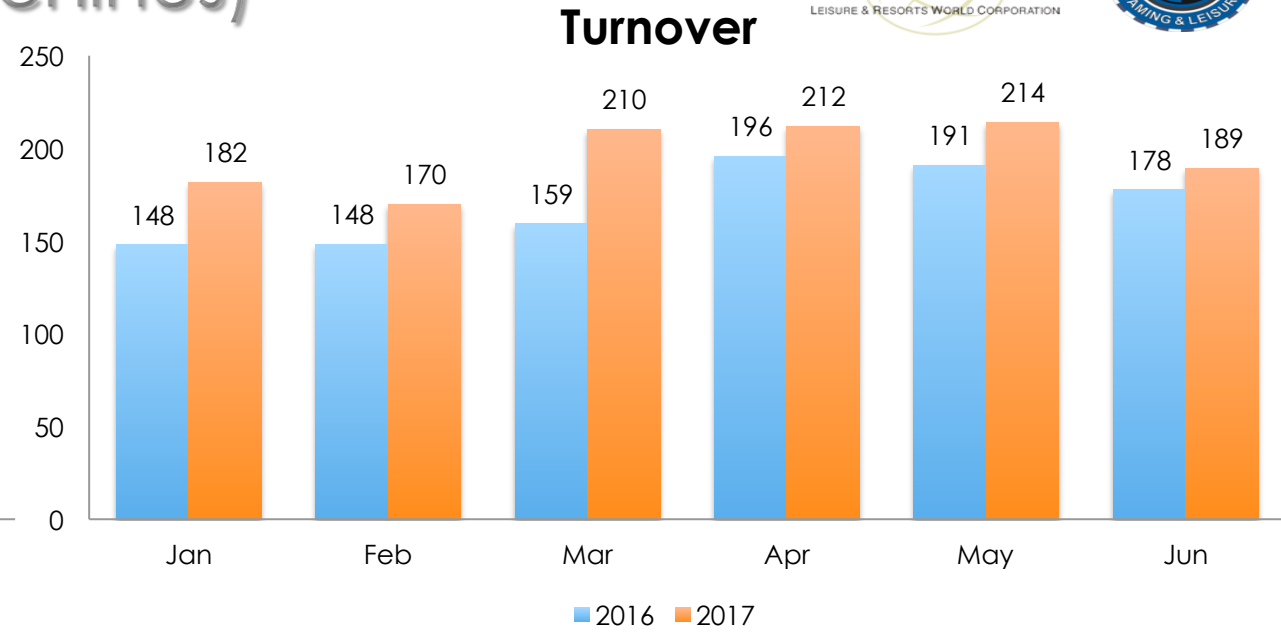
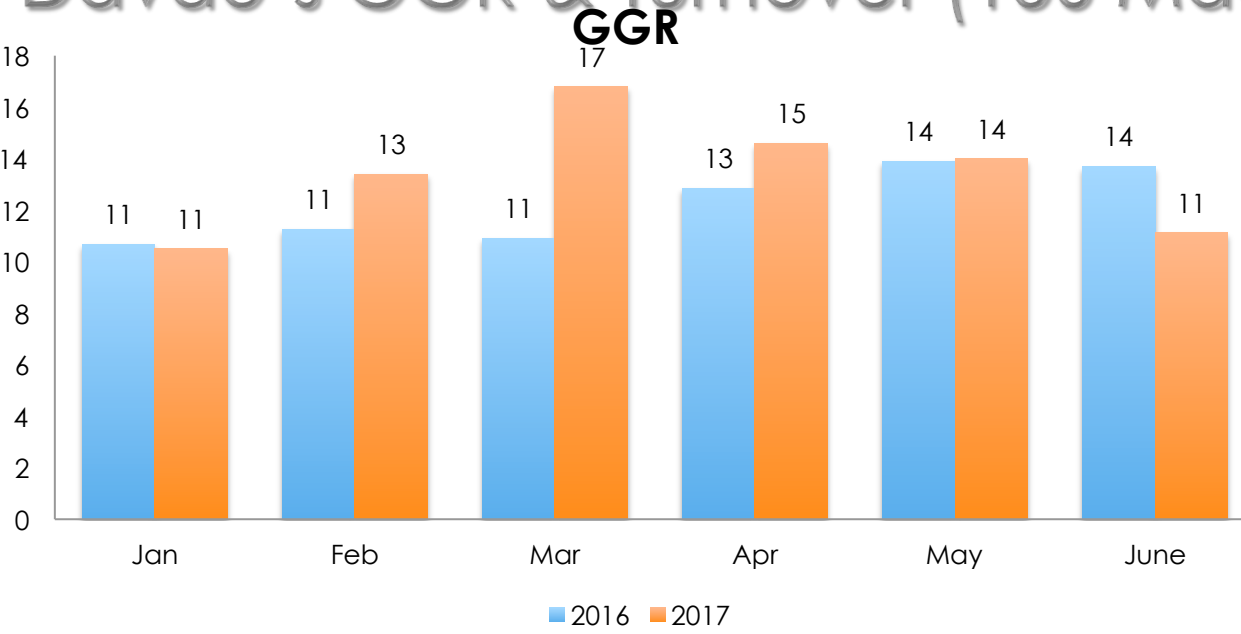
Average Win/Unit/Day

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	5,621	5,175	4,636	4,234	4,829	5,130	4,944
2016	2,765	2,803	2,266	3,295	4,710	3,271	3,172

Win Rates/Turnover

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	7.1%	6.2%	6.0%	6.1%	7.8%	6.8%	6.7%
2016	6.7%	5.6%	6.5%	5.9%	8.0%	6.2%	6.5%

Davao's GGR & Turnover (156 Machines)



GGR (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	11	13	17	15	14	11	81
2016	11	11	11	13	14	14	74
VAR%	0%	18%	55%	15%	0%	-21%	10%

Turnover (PMN)

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	182	170	210	212	214	189	1,177
2016	148	148	159	196	191	178	1,020
VAR%	23%	14%	32%	8%	12%	6%	15%

Average Win/Unit/Day

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	2,171	3,068	3,474	3,342	2,895	2,378	2,880
2016	2,279	2,437	2,689	3,039	2,969	3,024	2,730

Win Rates/Turnover

	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
2017	5.8%	7.9%	8.0%	6.9%	6.5%	5.9%	6.8%
2016	7.2%	7.6%	6.9%	6.6%	7.3%	7.7%	7.2%

Market Estimated Size

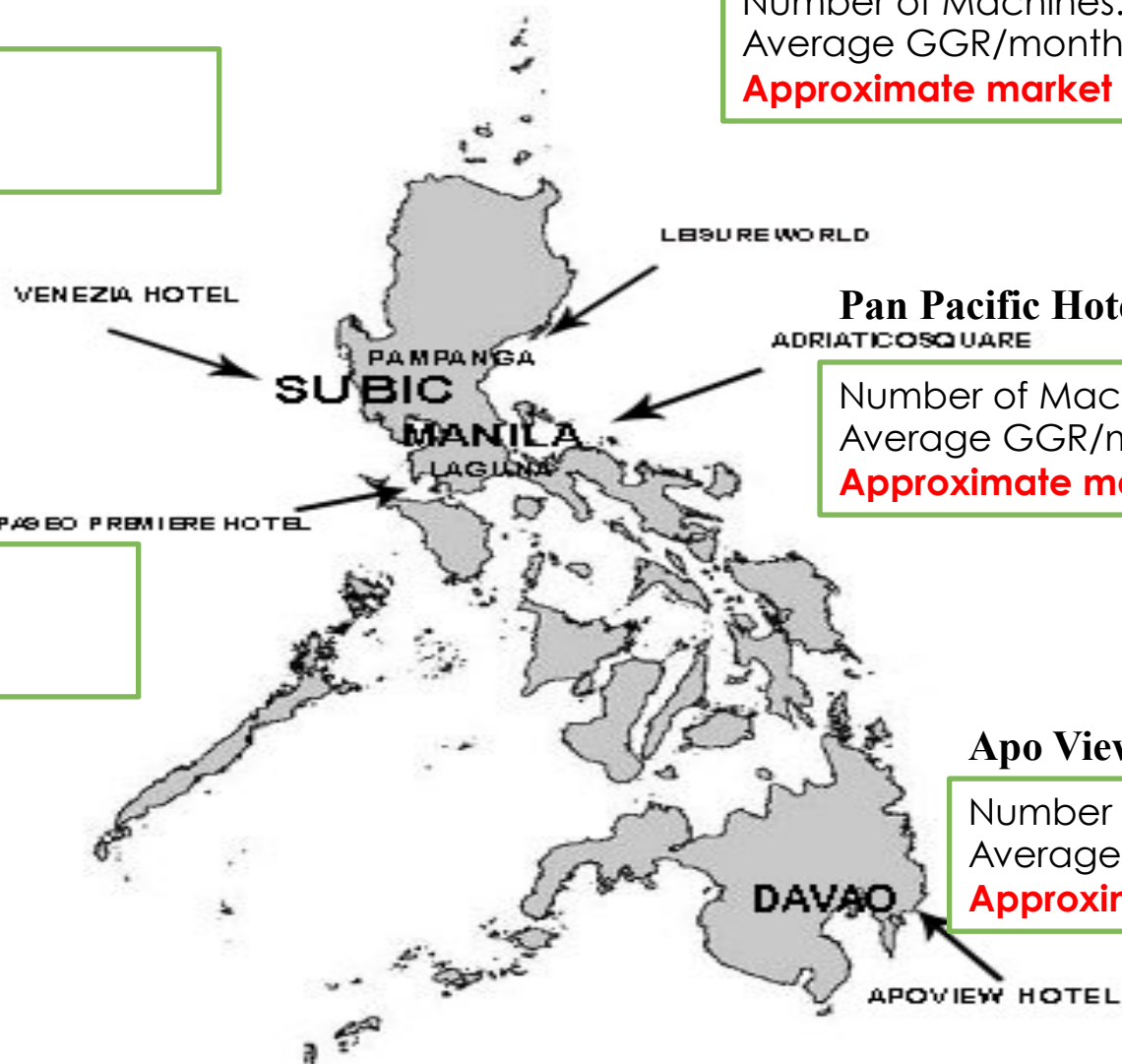


Venezia Hotel, Subic

Number of Machines: 177
Average GGR/month in this area: P53m
Approximate market share: 50%

King Royals Hotel, Bacolor

Number of Machines: 155
Average GGR/month in this area: P132m
Approximate market share: 17%



Pan Pacific Hotel, Malate

Number of Machines: 162
Average GGR/month in this area: P384m
Approximate market share: 10%

Paseo Premiere Hotel, St. Rosa

Number of Machines: 167
Average GGR/month in this area: P58m
Approximate market share: 46%

Apo View Hotel, Davao

Number of Machines: 151
Average GGR/month in this area: P48m
Approximate market share: 25%

Future Strategy for Slot Machines Arcades

- Branding
- Multi sites Slot Machines Jackpots
- Multi sites Marketing Redemption

Maximize Slot Machines Arcades

- Machines Replacement
- Aggressive Marketing Initiative
- Sites Renovation

Develop Revenue Analytics

- Faster Information Visibility
- Better Informed Decision Making
- Enable Predictive Analytics



MIDAS

CELINE LIM



MIDAS HOTEL & CASINO

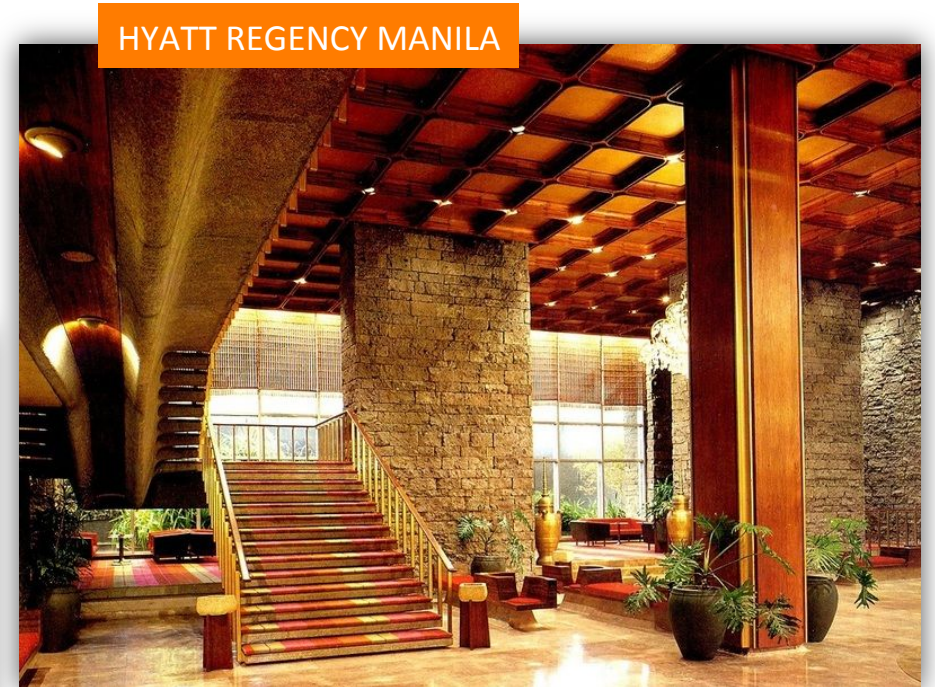
our story

STOCK SYMBOL: LR

- **1968**
 - Sheraton Hotel
- **1971**
 - Hyatt Regency Manila
- **2009 to Present**
 - Midas Hotel & Casino



CALESA MUSIC BAR & LOUNGE
DURING HYATT DAYS



HYATT REGENCY MANILA

surprisingly unexpected

STOCK SYMBOL: LR



Hello , Manila.

Throughout the hotel, the statement of modern glam and luxury is carried out in every detail.

great food, good vibes

STOCK SYMBOL: LR

*Midas Hotel offers first-rate options for opulent enjoyment, each set to weave its own taste of magic – the **Sunset Lounge**, **2702 Lobby Lounge**, **Midas Café**, and **Yanagi**.*



great food, good vibes

STOCK SYMBOL: LR

CASINO BAR • FOOD OUTLET



Location

Ground floor, Mezzanine, Penthouse

Service

A La Carte, Buffet, Cocktails, Beverages, Spirits, and Wine

great food, good vibes

STOCK SYMBOL: LR

MIDAS CAFÉ

Philippine Tatler's Best Rest
Restaurant

2012, 2013, 2014 & 2016

YANAGI

Philippine Tatler's Best Restaurant

2013, 2014 & 2016



rewards at its best

STOCK SYMBOL: LR



Midas Royale Club **Stay Loyal, Stay Royale**

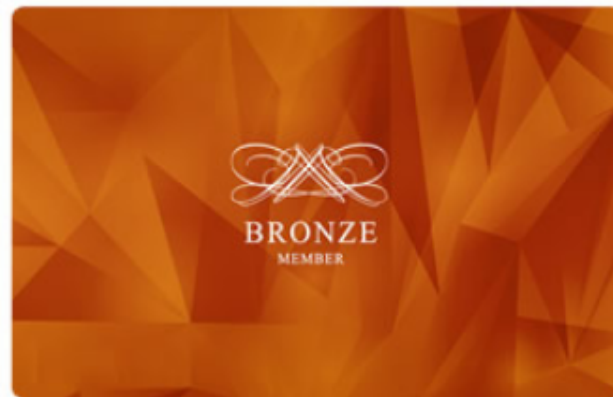
Experience a regal kind of luxury every time you stay or dine with us. For only PHP8,000 nett, our new membership program waits to welcome, inspire, and reward you.

Make your travel experiences all the more exciting as we give you more of what you deserve. Unlock a wide array of choices, exceptional benefits, and more rewards that matter with Midas Royale Club!

For inquiries, call us at 902.0100 local 1232 or email us at membership@midashotelandcasino.com

rewards at its best

STOCK SYMBOL: LR



Midas Casino showcases world-class gaming equipment, sleek interiors, and contemporary amenities in fact mere minutes from the SM Mall of Asia, the airport, and Roxas Boulevard's key landmarks, such as the CCP Complex, Intramuros, and Old Manila.

CASINO MIDAS REWARDS CLUB

Take advantage of the fantastic sign-up offers including free membership, discounts at Midas Hotel restaurants, and other great bonuses.

time to play

STOCK SYMBOL: LR

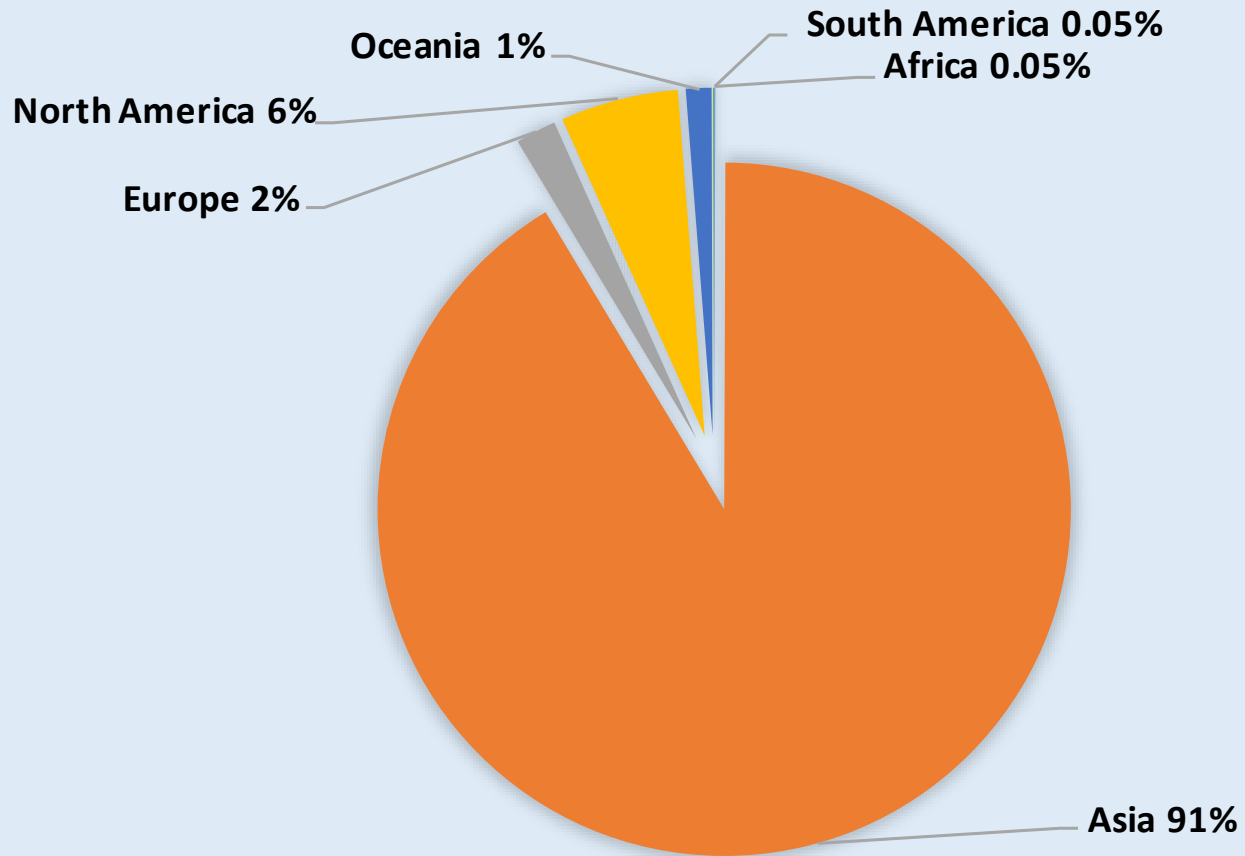


On Leasing and Marketing Agreement with Pagcor

***Midas Casino** showcases world-class gaming equipment, sleek interiors, and contemporary amenities from mass gaming, slot machine, table games, and VIP area located at the Ground Floor, Mezzanine, and Penthouse.*

our guests

STOCK SYMBOL: LR






TOP 5 NATIONALITIES

- Filipino 52%
- Chinese 14%
- Korean 11%
- Japanese 8%
- USA 5%

reviews

STOCK SYMBOL: LR

WEB REVIEW SUMMARY 2016 - 2017

Hotel	Reviews		Competitive Quality Index™	
Pan Pacific Manila	2,006	+439		110.7%
Hotel Jen Manila	1,859	+781		106.1%
Diamond Hotel Philippines	1,615	+49		103.1%
Midas Hotel and Casino	1,491	+198		95.7%
The Heritage Hotel Manila	4,086	-227		94.4%
Hotel Manila Pavilion	1,580	+505		90.5%

TOP RATINGS OF MIDAS HOTEL & CASINO

Departments	Index	
 Service	84.6%	+2.5
 Location	87.4%	+3.7
 Cleanliness	86.9%	+0.9



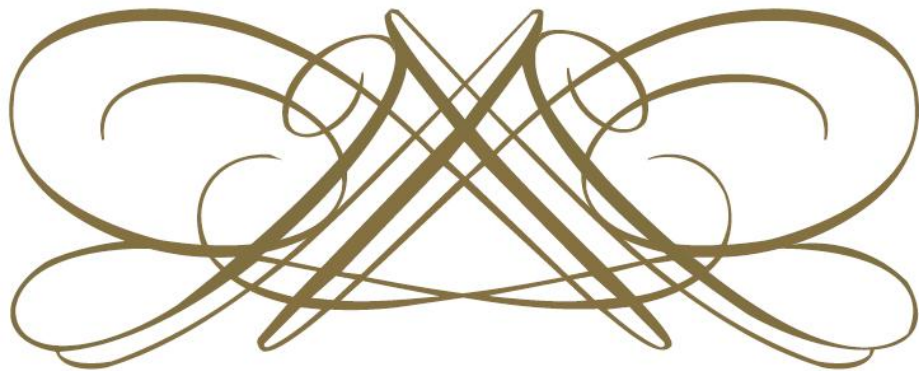
operation highlights < HOTEL & CASINO >

STOCK SYMBOL: LR

	JUNE 2017 YTD	JUNE 2016 YTD	VAR	%
<i>(amounts in mil)</i>				
EBITDA	159	207	(48)	-23%
NET INCOME AFTER TAX	39	71	(32)	-45%
LRWC EQUITY	20	36	(16)	-44%

the midas experience

STOCK SYMBOL: LR



MIDAS
HOTEL & CASINO

Unwind and refresh with every comfort and amenity, made all the more soothing and pleasurable with the signature Midas Touch service that's committed to fulfill all guests' wishes at any time.



DISCLAIMER

LEISURE & RESORTS WORLD CORPORATION
STOCK SYMBOL: LR

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QUESTION & ANSWER