

SKYCITY Entertainment Group Limited

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12 November 2018

Client Market Services
NZX Limited
Level 1, NZX Centre
11 Cable Street
WELLINGTON

Copy to:

ASX Market Announcements
Australian Stock Exchange
Exchange Centre
Level 6
20 Bridge Street
Sydney NSW 2000
AUSTRALIA

**RE: SKYCITY ENTERTAINMENT GROUP LIMITED (SKC)
UBS INVESTOR CONFERENCE PRESENTATION, INCLUDING TRADING
UPDATE**

Please find **attached** a copy of the investor presentation to be delivered by the company at the UBS Investor Conference in Sydney, Australia, today.

The investor presentation includes a trading update for the period 1 July 2018 to 7 November 2018 at page 10.

For any further information concerning the investor presentation, please contact:

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Yours faithfully



Jo Wong
Company Secretary

UBS Investor Conference

Investor Presentation 12 November 2018



**Record financial performance
+10.4% in normalised NPAT**

**Improved operational
performance at all properties**

**Completed refresh of
group strategy**

**Successfully progressed
key strategic initiatives**

**Increased focus on CSR
initiatives and sustainability**

**Board and management focused on
executing strategic plan**

Refreshed group strategic plan

VISION

To be the leader in gaming, entertainment and hospitality in our communities

BUSINESS GOALS



Improve our operating performance



Optimise our existing portfolio



Grow and diversify our business

CHARACTER & CULTURE GOALS



Offer a great and safe place to work

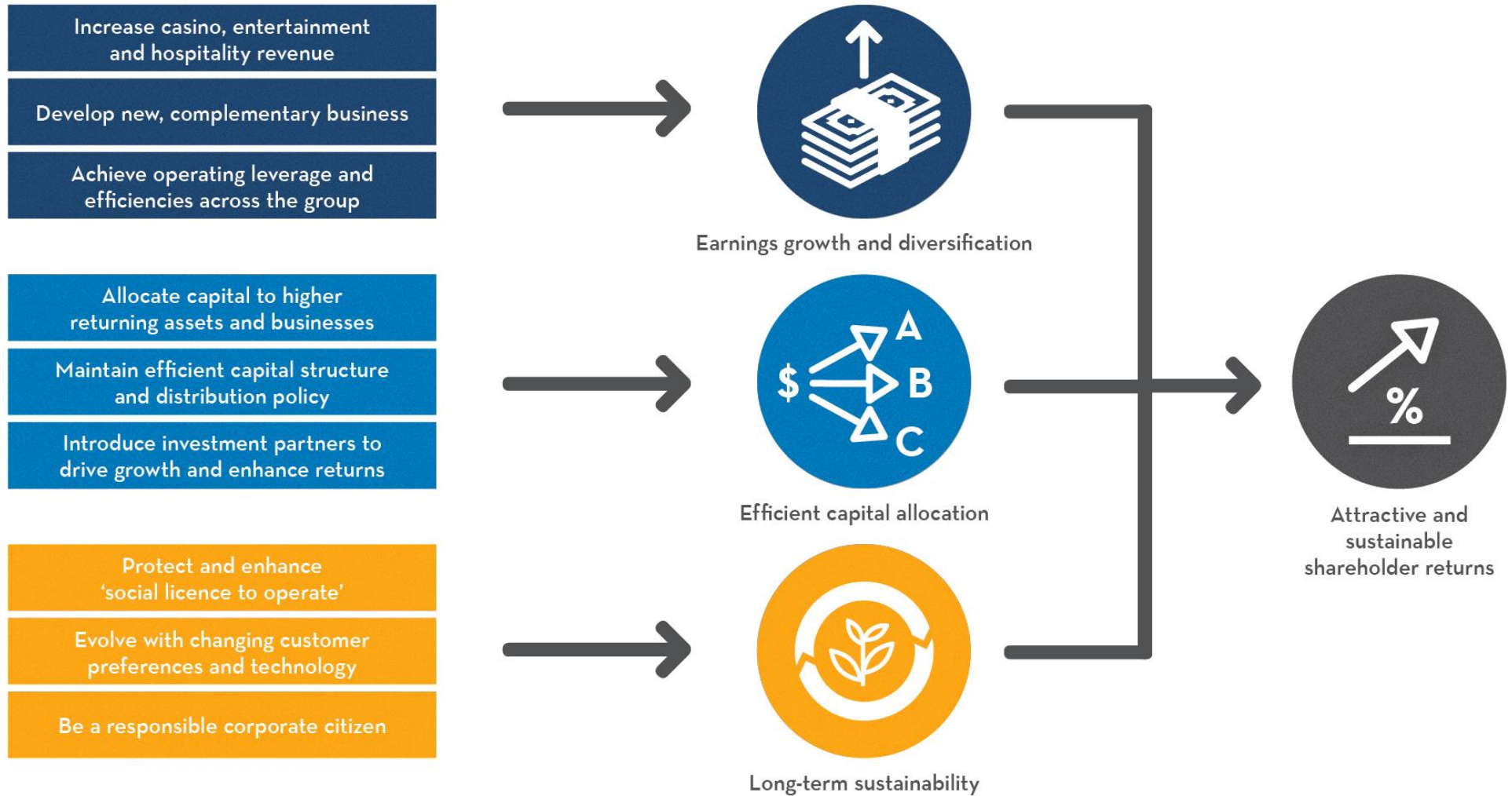


Always put customers first



Be responsible leaders in our communities

Creating long-term value





OUR PEOPLE

Inspire our People - A great place to work where our people are empowered to grow and achieve

OUR CUSTOMERS

Host Responsibly - Ensuring safe and enjoyable experiences for our customers, staff and our communities



OUR COMMUNITIES

Develop and Contribute to our Communities - Serving a social purpose by investing in the local economies and communities in which we operate

OUR ENVIRONMENT

Conserve the Environment - Reducing our environmental footprint



OUR SUPPLIERS

Source Ethically and Responsibly - Sourcing responsibly and locally

Project update – NZICC & Horizon Hotel

- Remains a challenging project
 - Likely to be further delays to completion (beyond December 2019)
 - Further update once greater certainty around completion dates
- Remain comfortable with contractual arrangements
 - Additional SKYCITY costs due to delays expected to be covered by liquidated damages
 - Litigation options continue to be evaluated



*NZICC & Horizon Hotel development site
(as at November 2018)*

Project update – Adelaide Expansion

- Main construction works commenced in June
- Project on-time and on-budget
- Total project costs remain at A\$330m (including contingency)
- Expect car park to be opened contemporaneous with expansion in 1H21 (September 2020)
- SA Government has commenced regulatory review



*Adelaide expansion development site
(as at November 2018)*

Update on other key strategic initiatives (1 of 2)

- SKYCITY Darwin sold to Delaware North for A\$188m
 - Sale price A\$8m above book value
 - Transaction conditional on regulatory and financing approvals
 - Little Mindil to be sold separately (A\$11m book value)
- Continue to explore potential sale of a concession for our Auckland car parks
 - Number of expressions of interest received
- Ongoing concept development and feasibility analysis for Auckland master planning
 - Opportunities for further accommodation, F&B, new gaming spaces and entertainment
 - Intend to introduce development partners to unlock value in precinct



Update on other key strategic initiatives (2 of 2)

- Hamilton and Queenstown master planning progressing well
 - Evaluating opportunity for hotel development in Hamilton
 - Conditional agreement signed for future development site in Queenstown
- Progressing strategy to grow hotels business
 - Continue to seek investment partner
- Well progressed with developing offshore online casino
 - Intend to partner with offshore operator
 - Support future regulation in NZ



Group

- YTD to 7 November 2018 normalised group revenue up 7% vs. pcg with domestic revenue (ex IB) up 3%
- Excluding Darwin, YTD normalised group revenue up 8% vs. pcg and domestic revenue (ex IB) up 4%

New Zealand

- 2H18 momentum in Auckland has continued YTD – positive performance across the property, particularly in EGMs with revenue up 6% vs. pcg
- Performance in Hamilton slightly weaker vs. strong comparative period – improved EGM performance offset by weaker table games hold

Australia

- Improved local gaming activity in Adelaide YTD with market share stable – managing disruption from main construction works effectively
- Darwin delivering stable performance YTD

International Business

- Strong performance YTD vs. weaker comparative period – \$4.5bn in turnover as at 7 November 2018 (up 36%)
- YTD win rate of 1.49% vs. theoretical of 1.35%

FY19 Outlook

- Stronger comparatives ahead for remainder of FY19, particularly in Auckland and IB
- Continue to expect modest growth in FY19 normalised group EBITDA vs. pcg

Focus for remainder of FY19

1 Improve operating performance

2 Execute major projects effectively

3 Conclude asset sales – Darwin and Auckland car parks

4 Progress key strategic initiatives

5 Continue to enhance CSR / sustainability initiatives

- All information included in this presentation is provided as at 12 November 2018
- This presentation includes a number of forward-looking statements. Forward-looking statements, by their nature, involve inherent risks and uncertainties. Many of those risks and uncertainties are matters which are beyond SKYCITY's control and could cause actual results to differ from those predicted. Variations could either be materially positive or materially negative
- This presentation has not taken into account any particular investors investment objectives or other circumstances. Investors are encouraged to make an independent assessment of SKYCITY
- All figures in NZ\$ unless otherwise stated

