

**SKYCITY Entertainment Group Limited**

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21 November 2016

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)  
RETAIL ROADSHOW PRESENTATION**

Please find **attached** a presentation that will be delivered to retail investors on 21 and 22 November 2016 as part of a New Zealand retail roadshow.

Yours faithfully



Jo Wong  
Company Secretary

**SKYCITY Entertainment Group Limited**

**NZ Retail Roadshow Presentation**

**21-22 November 2016**



# Today's Presenters



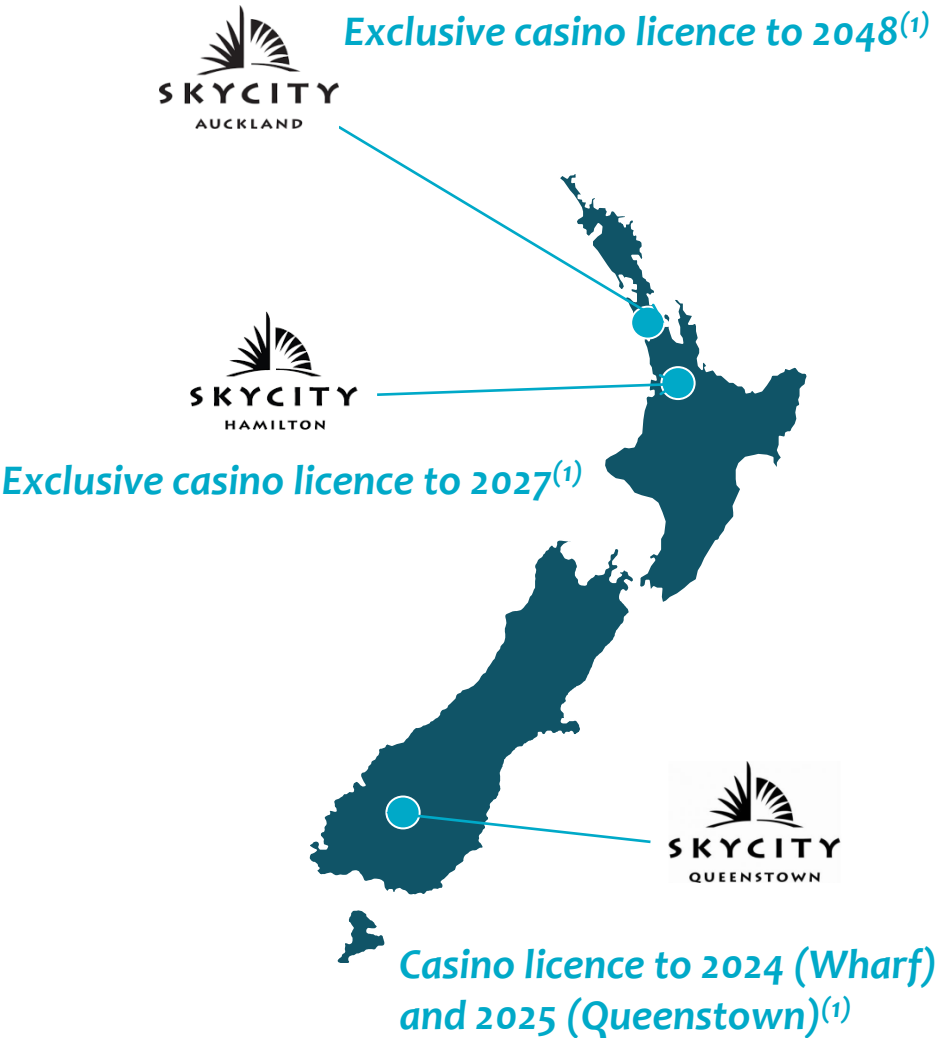
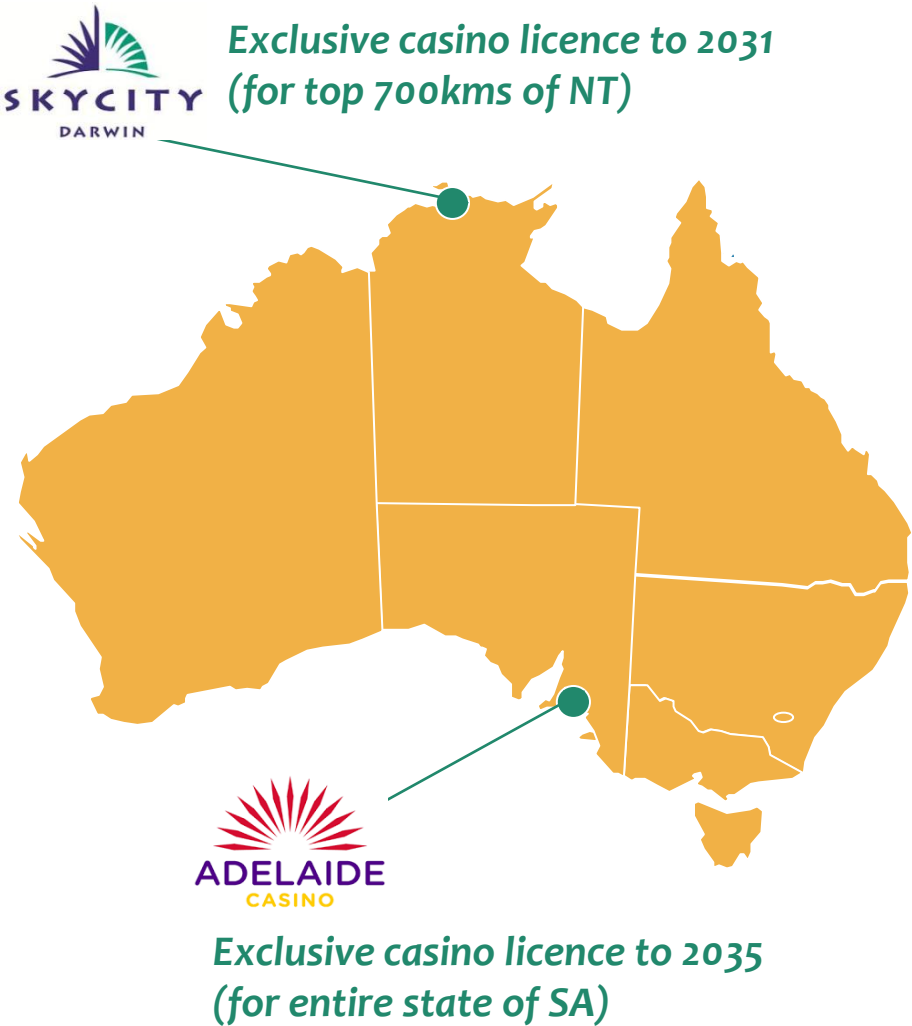
**Rob Hamilton**  
*Chief Financial Officer*



**Ben Kay**  
*Investor Relations &  
Corporate Development  
Manager*

- Owner and operator of casino and entertainment facilities in New Zealand and Australia
- Key activities – gaming, hotels, convention facilities, F&B and out-catering services
- Long-term exclusive casino licences
- Two major growth projects – NZICC / Hobson St hotel and Adelaide expansion
- Listed on NZX and ASX with current market capitalisation of ~NZ\$2.4bn
- NZ bonds listed on NZDX (SKCo40)
- Investment grade BBB- credit rating from S&P
- Leading employer with around 7,000 employees across the group
- Strong focus on corporate social responsibility

# Property Summary

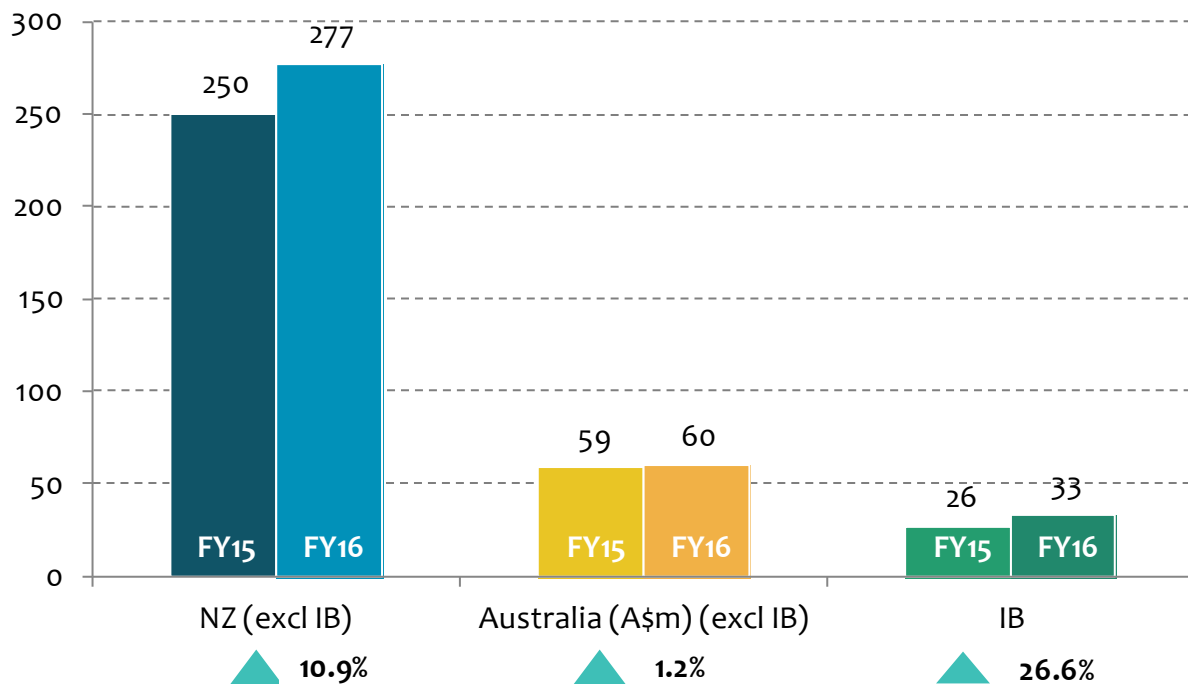


(1) 15 year right of renewal / legislative cap on number of casino licences in New Zealand

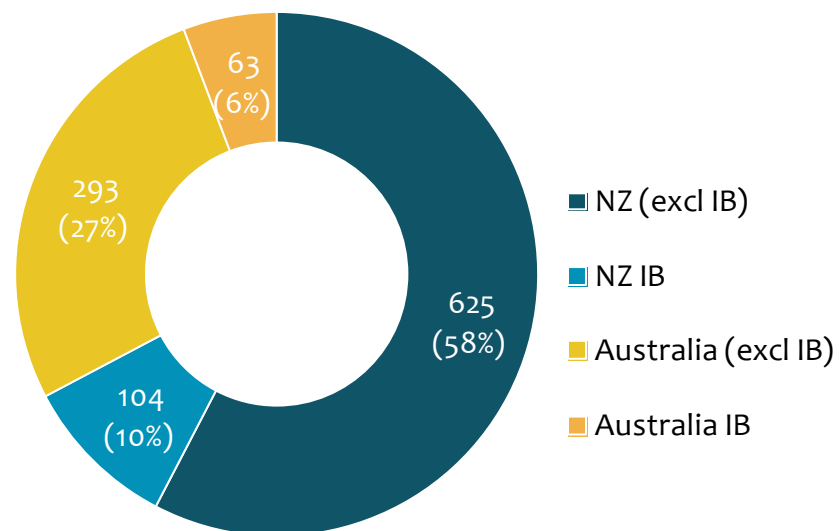
# Revenue And Earnings Mix

- Geographic mix of revenue and earnings reflects strength of NZ market and scale of Auckland property

**FY16 EBITDA (pre corporate costs)**  
(NZ\$m unless stated otherwise)



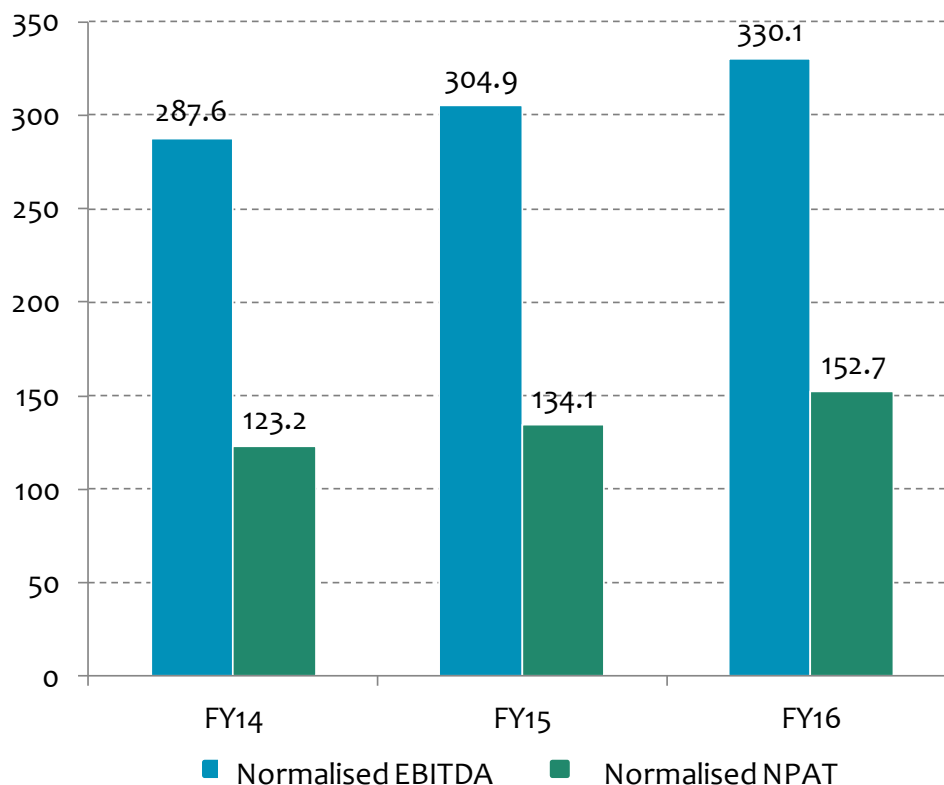
**FY16 Normalised Revenue (incl Gaming GST)** (NZ\$m) (% of total)



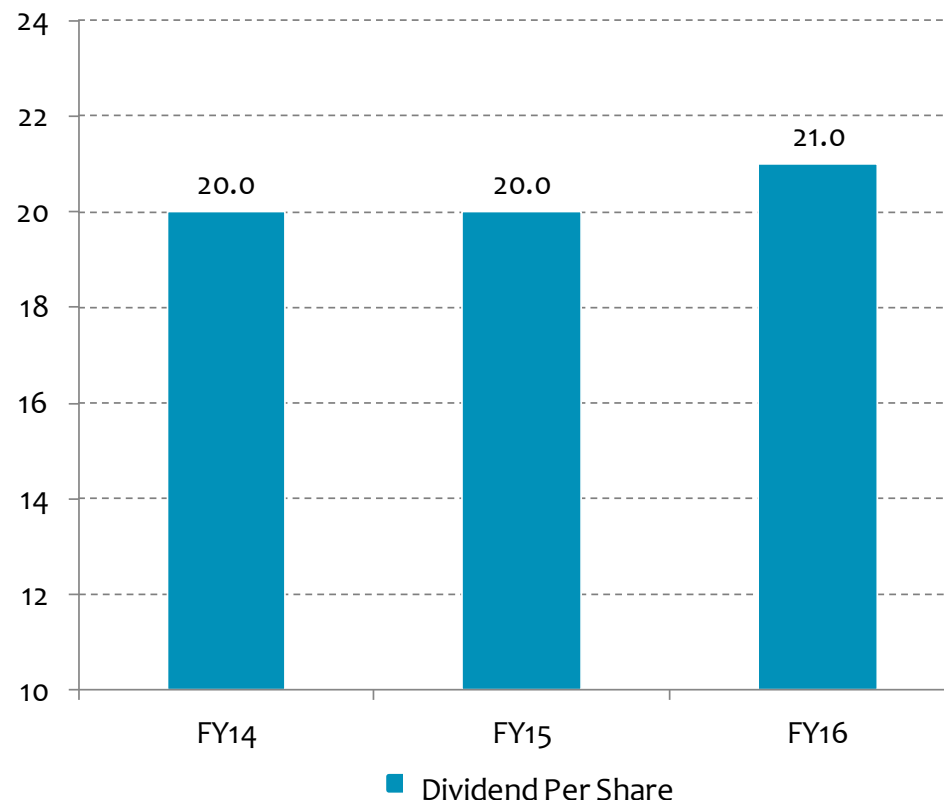
# Financial Performance: FY14-FY16

- Robust earnings growth achieved over last 3 years with record normalised EBITDA and NPAT in FY16
- Policy of distributing at least 80% of normalised NPAT in dividends to shareholders per annum

**FY14-FY16 Normalised EBITDA and NPAT (NZ\$m)**



**FY14-FY16 Dividend Per Share (NZ\$cps)**





# Major Growth Projects – NZICC / Hobson St Hotel



*NZICC and Hobson St hotel site as at end of October 2016*





*NZICC and Hobson St hotel (Artist impression)*



# Major Growth Projects – Adelaide Expansion



*Adelaide Riverbank Precinct*

# Key Recent Events

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- Graeme Stephens appointed Group CEO, effective 1 May 2017
- Luke Walker appointed GM Adelaide Casino, effective 1 May 2017
- Crown employees detained by Chinese authorities
- Disappointing 1Q17 trading performance

Exclusive long-term casino licences secured in all jurisdictions

Properties are major entertainment destinations

Diversified revenue and earnings base by geography and business activity

Strong cash flow generation and attractive dividend yield

Strong balance sheet (BBB- credit rating with S&P)

Significant earnings growth potential from two major growth projects



*Questions?*

- All information included in this presentation is provided by SKYCITY Entertainment Group Limited (“SKYCITY”), as at November 2016
- 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
- This presentation does not purport to be comprehensive or contain all information than an investor may need or desire. No representation or warranty (either express or implied) as to the currency, accuracy, fairness or completeness of this presentation is made by SKYCITY

