

# Genting Singapore (GENS SP)

## Increasingly likely mass market will exceed pre-Covid levels

### U/G to BUY with higher DCF- TP of SGD1.18 (+23%)

Evidence is growing that the mass market will exceed pre-Covid levels comfortably, in our view. Singapore's booming property prices created a lot of wealth which we gather has been driving locally sourced mass market gross gaming revenues (GGR) higher. Also, seat capacity from China to Singapore suggests that Chinese visitorship could recover to pre-Covid levels by year-end. We lift our earnings estimates by 18%-20% and DCF-TP by 23%. With 15% upside, we U/G GENS to BUY from HOLD.

### Singapore mass market above pre-Covid levels

The mass market is especially important for earnings generation due to its high EBITDA margin of >50%. We note that Singapore 2H22 mass market GGR (i.e. Marina Bay Sands and Resorts World Sentosa) hit 104% of 2H19 levels. In theory, this should not have happened because Chinese visitors only returned to Singapore from 8 Jan 2023. We gather that this is due to Singapore's booming property prices which created a lot of wealth and drove Singaporeans' propensity to gamble.

### It could go even higher like Las Vegas...

Lest we be accused of creating a spurious correlation, note that this phenomenon is not unique to Singapore. Pre-Covid, Chinese property prices had a powerful impact on Macau GGR. To this day, American property prices still have a powerful impact on Las Vegas GGR. When property prices rise, more wealth is created and this drives propensity to gamble. In the case of Las Vegas, GGRs are now comfortably >20% above pre-Covid levels.

### ... thanks to returning Chinese tourists

Thus, we gather that Singapore mass market GGR could rise even further above pre-Covid levels thanks to the return of Chinese tourists. We understand that Chinese contributed c.20% of FY19A Singapore mass market GGR. They were only free to visit Singapore recently from 8 Jan 2023. Seat capacity from China to Singapore surged to 37% of 2019 levels in Mar 2023 (Jan 2023: 12%, Feb 2023: 17%). At this rate, Chinese tourist arrivals to Singapore could recover to pre-Covid levels by year-end.

FYE Dec (SGD m)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenue	1,067	1,725	2,288	2,544	2,544
EBITDA	448	774	1,188	1,307	1,307
Core net profit	149	374	753	873	899
Core FDEPS (cts)	1.2	3.1	6.2	7.2	7.4
Core FDEPS growth(%)	20.3	151.1	101.3	15.9	3.0
Net DPS (cts)	1.0	3.0	4.0	4.0	4.0
Core FD P/E (x)	62.8	30.8	17.0	14.7	14.2
P/BV (x)	1.2	1.4	1.5	1.5	1.4
Net dividend yield (%)	1.3	3.1	3.8	3.8	3.8
ROAE (%)	2.3	4.3	9.3	10.3	10.1
ROAA (%)	1.7	4.3	8.4	9.3	9.2
EV/EBITDA (x)	13.9	10.4	7.9	7.5	7.8
Net gearing (%) (incl perps)	net cash	net cash	net cash	net cash	net cash
Consensus net profit	-	-	629	709	753
MIBG vs. Consensus (%)	-	-	19.7	23.2	19.4

Yin Shao Yang  
samuel.y@maybank-ib.com  
(603) 2297 8916

# BUY

[Prior:HOLD]

Share Price SGD 1.06  
12m Price Target SGD 1.18 (+15%)  
Previous Price Target SGD 0.96

### Company Description

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

### Statistics

52w high/low (SGD) 1.06/0.72  
3m avg turnover (USDm) 23.3  
Free float (%) 46.9  
Issued shares (m) 12,094  
Market capitalisation SGD12.8B  
USD9.5B

### Major shareholders:

Genting Bhd. 52.5%  
The Vanguard Group, Inc. 1.2%  
BlackRock Fund Advisors 1.0%

### Price Performance



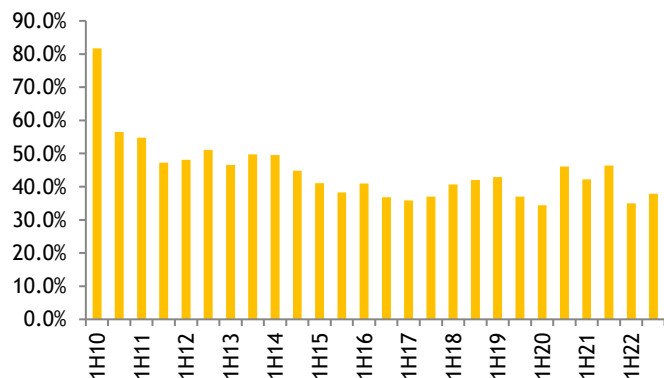
	-1M	-3M	-12M
Absolute (%)	4	13	38
Relative to index (%)	9	15	44

Source: FactSet

## Value Proposition

- Owns and operates Resorts World Sentosa, one of two integrated resorts in Singapore.
- 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.
- We gather that GENS may pay special DPS if there are no major expansion opportunities.

### Share of Singapore gross gaming revenue

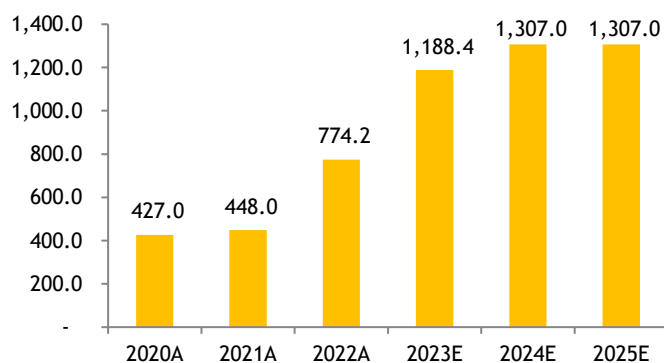


Source: Company, Las Vegas Sands, Maybank IBG Research

## Financial Metrics

- Key financial metric is EBITDA. Most casino operators are valued on EV/EBITDA basis.
- Forecast FY23E EBITDA to recover 54% YoY due to full year effect of returning Malaysian and Indonesian gamblers and gradual return of Chinese mass market gamblers.
- Forecast FY24E EBITDA to grow 10% YoY due to the full return of Chinese mass market gamblers.
- Balance sheet in net cash position of SGD3.3b or SGD0.27/share as at end-4Q22.

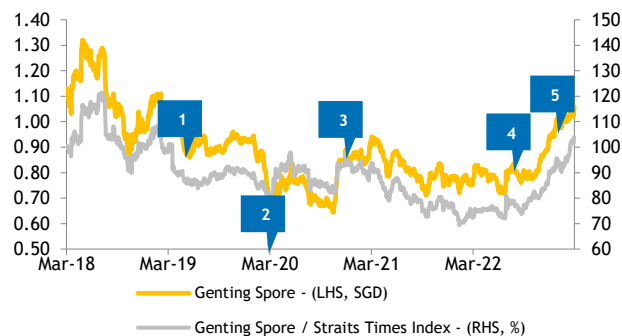
### EBITDA (SGDm)



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

## Price Drivers

### Historical share price trend



Source: Company, Maybank IBG Research

- Casino entry levy hiked by 50% and casino tax rates will be hiked by 3-7ppts in Mar 2022.
- Covid-19 pandemic struck Singapore. RWS closed from 6 Apr until 30 Jun 2020.
- Pfizer, Moderna and AstraZeneca announced that they have developed effective Covid-19 vaccines.
- Bloomberg reported that MGM Resorts Int'l is interested in buying Genting's 53% shareholding in GENS.
- 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.
- SGD4.5b 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.

samuel.y@maybank-ib.com

# ESG@MAYBANK IBG

samuel.y@maybank-ib.com

Risk Rating & Score <sup>1</sup>	20.9 (Medium)
Score Momentum <sup>2</sup>	-0.2
Last Updated	6 Apr 2022
Controversy Score <sup>3</sup> (Updated: 5 Apr 2022)	0 - No reported incidents

## Business Model & Industry Issues

- GENS' Resorts World Sentosa (RWS) operates, in our opinion, in the most highly regulated casino jurisdiction in the world. In our view, GENS has strong ESG credentials which stand out among its regional peers, especially the Macanese ones.
- To be sure, the strong ESG credentials are not without 'costs'. For example, RWS has to bear VIP credit risk as the engagement of Macau style junkets which have often been accused of money laundering is not permitted.
- Moreover, the 50% increase in casino entry levies for Singaporean citizen and permanent resident (SCPR) gamblers effective 4 Apr 2019 also caused RWS to rely less on the steadier base of local gamblers and more on fickle international gamblers.
- That said, countries seeking to liberalise their casino industries often look to Singapore's highly regulated casino industry and the strong ESG credentials it engenders for guidance. This could give GENS an advantage in bidding for a casino license there.
- GENS also scores above average in our proprietary scoring methodology (see Pg. 4) with an overall score of 80/100.

## Material E issues

- No material environmental issues. RWS was built on the demolished plot of the Imbiah lookout on Sentosa Island.
- RWS even houses 2.9 ha of protected secondary forest and >100,000 marine animals in the S.E.A. Aquarium (SEAA)
- SEAA is accredited by the Association of Zoos and Aquariums and World Association of Zoos and Aquariums.
- SEAA partners Marine Stewardship Council and James Cook University Singapore for research.
- Phased out plastic straws/bottles in 2018/2019, saving 3m straws and 6.7m plastic bottles p.a.
- Committed SGD10m for research on biodiversity, decarbonisation and nature-based solutions in 2021.
- Won the inaugural Special Award for Sustainability at the Singapore Tourism Awards 2021.
- RWS and its hotels are the first to be certified to the Global Sustainable Tourism Council's criteria in 2021.
- RWS pledges to be carbon neutral by 2030.

## Material S issues

- Regulated by the Casino Regulatory Authority (CRA) under the Casino Control Act (CCA).
- Problem gambling regulated by the National Council on Problem Gambling (NCPG).
- SCPR gamblers required to pay casino entry levies of SGD150 per 24 hours or SGD3,000 p.a.
- NCPG can issue visit limits and exclusion orders at the request of individuals, casinos or on its own initiative.
- In Nov 2015, RWS became the first casino in Asia Pacific to receive RG Check accreditation from the Responsible Gambling Council.
- Since Dec 2018, RWS attained RG Check reaccreditation and achieved the highest score amongst >150 venues.
- Launched Manage Game Play Programme in 2020, a tool to help patrons self-regulate time spent at gaming machines.
- Stations RG Ambassadors to inform and assist patrons on responsible gambling. RWS also holds RG road shows.
- Won the Special Award for Community Care (Business and Individuals) at the Singapore Tourism Awards 2021.
- Added to Bloomberg Gender-Equality Index which tracks public companies' commitment to gender equality in 2021.

## Key G metrics and issues

- BOD comprises Executive Chairman, CEO, Lead Independent Director and 3 Independent Non-Executive Directors (INED).
- Madam Chan Swee Liang Carolina, Lead Independent Director is the sole woman director.
- Tan Sri Lim Kok Thay, Executive Chairman represents Genting Berhad, GENS' largest shareholder at 53%.
- No members of Tan Sri Lim's family hold management positions in GENS.
- FY21 reported directors' remuneration of SGD13.9m was down 60% YoY and accounted for 8% of net profit.
- Audit & Risk, Nominating and Remuneration Committees comprise three members each who are all INEDs.
- Two of five RWS key management personnel are women, the CFO and CCO.
- PricewaterhouseCoopers LLP is the independent auditor. They have been appointed for >10 years.
- Last major related party transaction was in 2010 when Genting UK was sold to Genting Malaysia for GBP340m.
- That said, the investment community was of the opinion that the transaction favoured GENS over GENM.
- This was because GENM acquired Genting UK at valuation multiples that were higher than its own.
- Occasionally fined by the CRA but the fines were for infractions which were minor, in our view.
- Most fines were for SCPRs entering/remaining in the casino without valid casino entry levies
- Governed by the CCA which contains anti-money laundering regulations.
- CCA does not permit Macau style junkets which have often been accused of money laundering.
- Developed and employs a Prevention Of Money Laundering and Terrorism Financing Framework.

<sup>1</sup>**Risk Rating & Score** - derived by Sustainalytics and assesses the company's exposure to unmanaged ESG risks. Scores range between 0 - 50 in order of increasing severity with low/high scores & ratings representing negligible/significant risk to the company's enterprise value, respectively, from ESG-driven financial impacts. <sup>2</sup>**Score Momentum** - indicates changes to the company's score since the last update - a **negative** integer indicates a company's improving risk score; a **positive** integer indicates a deterioration. <sup>3</sup>**Controversy Score** - reported periodically by Sustainalytics in the event of material ESG-related incident(s), with the impact severity scores of these events ranging from Category 0-5 (0 - no reports; 1 - negligible risks; ...; 5 - poses serious risks & indicative of potential structural deficiencies at the company).

Quantitative Parameters (Score: 60)						
	Particulars	Unit	2019	2020	2021	LVS US (2021)
E	Scope 1 emissions	tCO2e	4,872	6,214*	3,553	60,878
	Scope 2 emissions	tCO2e	87,857	82,592*	64,468	547,990
	<b>Total</b>	<b>tCO2e</b>	<b>92,729</b>	<b>88,807*</b>	<b>68,021</b>	<b>608,868</b>
	Scope 3 emissions	tCO2e	35,016	29,401*	30,782	299,062
	<b>Total</b>	<b>tCO2e</b>	<b>127,745</b>	<b>118,208*</b>	<b>98,803</b>	<b>907,930</b>
	Scope 1 & 2 emissions intensity	tCO2e/m2	0.23	0.22*	0.17	0.14
	Energy consumption intensity	GJ/m2	2.4	2.0*	1.5	1.0
	Water consumption intensity	m3/m2	5.7	4.2*	3.3	0.4
	Waste generated intensity	kg/m2	25.6	17.1*	13.7	24.4
	% of waste diverted away from landfill	%	24%	20%	21%	16%
S	Locals as a % to total employees (localisation)	%	73%	82%	79%	N/A
	Investment in community projects	% of net profit	1.0%	N/A	1.3%	N/M
	% of local suppliers	%	80%	82%	87%	77%
	Employee attrition rate	%	16.3%	12.8%	19.9%	14.6%
	Employee training per employee	hours	26	32	34	54
	Significant fines imposed by (i.e. >SGD10,000)	number	1	-	1	-
G	Board salary as % of reported net profit	%	3%	50%	8%	N/M
	Independent directors on the Board	%	67%	67%	67%	64%
	Female directors on the Board	%	17%	17%	17%	27%
	Distribution to shareholders	% of net profit	70%	174%	66%	0%

Qualitative Parameters (Score: 100)	
a) is there an ESG policy in place and whether there is a standalone ESG committee or is it part of a risk committee?	<i>Yes. It also has a Sustainability Steering Committee, Sustainability Working Committee and Sustainability Department (in order of hierarchy). The Sustainability Steering Committee reports to the CEO.</i>
b) is the senior management salary linked to fulfilling ESG targets?	<i>Yes.</i>
c) Does the company follow the task force of climate related disclosures (TCFD) framework for ESG reporting?	<i>Yes</i>
e) Does the company have a mechanism to capture Scope 3 emissions - which parameters are captured?	<i>Yes. Captures business travel (Category 6), employee commute (Category 7), upstream transportation &amp; distribution (Category 4), waste (Category 5), downstream leased assets (Category 13), fuel &amp; energy (Category 3) and water.</i>
f) What are the 2-3 key carbon mitigation/water/waste management strategies adopted by the company?	<i>Has installed solar panels that generate 615,732kWh p.a., 33,610m2 of ETFE roofs that deflect heat, 32,000m3 lagoon that harvests rainwater, recycling bins, food grinders and waste digesters. Has plans to quadruple number of solar panels.</i>
g) Does carbon offset form part of the net zero/carbon neutrality target of the company?	<i>Yes. Developing nature-based carbon offset strategy. Benchmarking and sourcing of carbon offset standards and sources ongoing.</i>

Target (Score: 100)		
Particulars	Target	Achieved
Reduce carbon emission intensity by 30% by 2030 (2015 as baseline year)	30%	35%
Reduce waste to landfill by 50% by 2030 (2015 as baseline year and ex-construction waste)	50%	21%
Green 75% of buildings by GFA by 2030	75%	74%
100% electric transportation by 2030	100%	N/A
Quadruple EV charging stations by 2030 (2019 as baseline year)	4.0	1.5
>500,000 hours in cumulative volunteer hours by 2030	500,000	469,688
>90% spend on local suppliers by 2030	90%	87%
Carbon neutrality by 2030	Net 0	N/A
<b>Impact</b>		
NA		
<b>Overall Score: 80</b>		
As per our ESG matrix, Genting Singapore (GENS SP) has an overall score of 80.		

ESG score	Weights	Scores	Final Score
Quantitative	50%	60	30
Qualitative	25%	100	25
Target	25%	100	25
<b>Total</b>			<b>80</b>

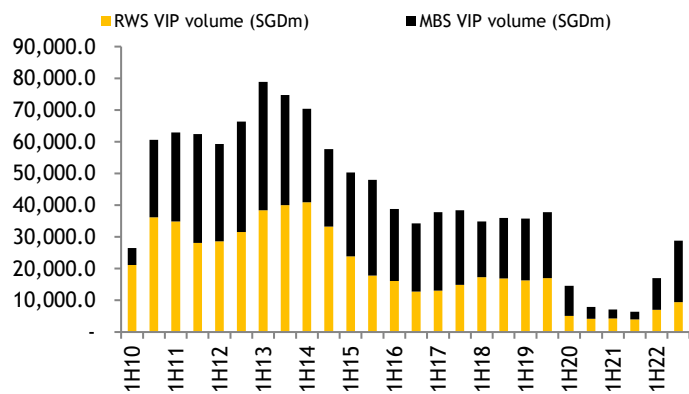
As per our ESG assessment, GENS has an established framework, internal policies, and tangible mid/long-term targets. GENS' overall ESG score is 80, which makes its ESG rating above average in our view (average ESG rating = 50; refer to Appendix I for our ESG Assessment Scoring).

\* denotes annualised figures

## Singapore mass market above pre-Covid levels

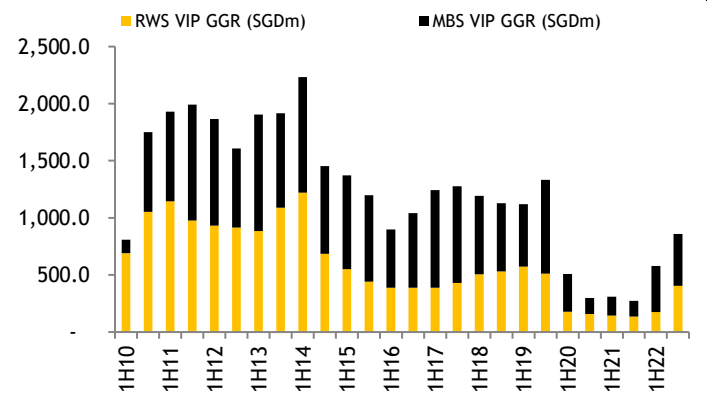
Following GENS' 4Q22 results, something caught our attention. RWS 2H22 mass market GGR hit 97% of 2H19 levels (Fig. 3). Singapore 2H22 mass market GGR (i.e. MBS and RWS) even hit 104% of 2H19 levels (MBS: 108% of 2H19 levels). In theory, this should not have happened because Chinese visitors only returned to Singapore from 8 Jan 2023. In FY19A, we understand that Chinese gamblers contributed c.20% to Singapore mass market GGR. Singapore 2H22 mass market GGR ought to have recovered to only c.80% of 2H19 levels. That Singapore 2H22 mass market GGR exceeded 100% of 2H19 levels piqued our interest.

Figure 1: Estimated Singapore VIP volume (SGDm)



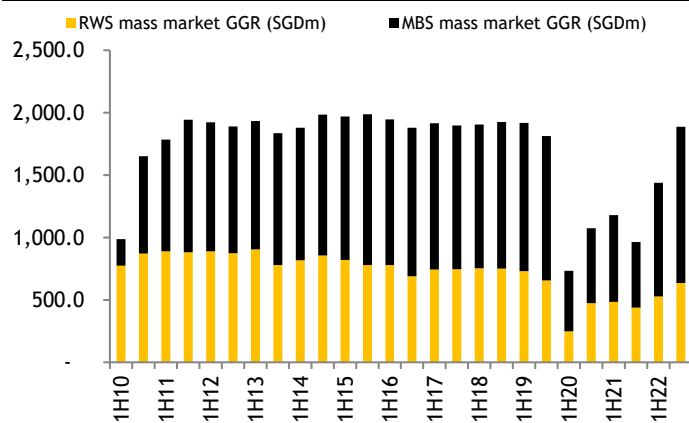
Source: Las Vegas Sands, Company, Maybank IBG Research

Figure 2: Estimated Singapore VIP GGR (SGDm)



Source: Las Vegas Sands, Company, Maybank IBG Research

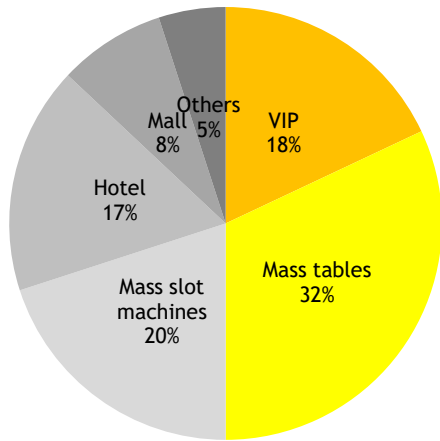
Figure 3 Estimated Singapore mass market GGR (SGDm)



Source: Las Vegas Sands, Company, Maybank IBG Research

The mass market is especially important for earnings generation to GENS. Las Vegas Sands' (LVS US, CP: USD54.69, Not Rated) MBS reported that the mass market (tables and slot machines) contributed 52% to its FY19A EBITDA (Fig. 4). We are told that the case was similar for GENS' RWS. We estimate that the Singapore mass market yields EBITDA margins of >50% or 2x that of VIP due to: (i) lower effective gaming tax rate of 25% (VIP: 15%); and (ii) no direct VIP rebates incurred like the VIP market (c.1.7% of VIP volume). Thus, we believe that the outperformance of Singapore 2H22 mass market GGR warrants attention.

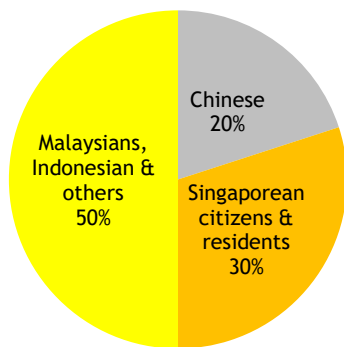
Figure 4: Marina Bay Sands FY19A EBITDA breakdown



Source: Las Vegas Sands

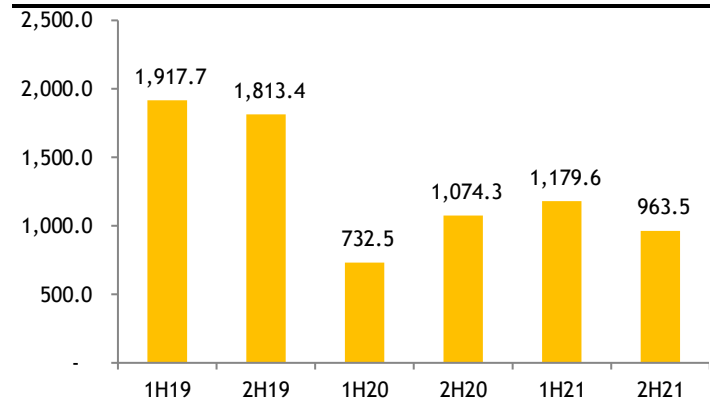
In FY19A, we understand that Singaporeans contributed c.30% of Singapore mass market GGR, while Malaysians, Indonesians and others contributed c.50% of Singapore mass market GGR while Chinese contributed the remaining c.20% of Singapore mass market GGR (Fig. 5). During the Covid-19 pandemic and when both integrated resorts (IR) were open (i.e. 2H20, 1H21, 2H21), we note that half yearly Singapore mass market GGR of SGD1.0b-SGD1.2b accounted for 53%-62% of FY19A levels (Fig. 6). This implied that Singaporeans were gambling more locally. This made sense as Singapore’s borders were largely closed during the Covid-19 pandemic.

Figure 5: Key market for FY19A Singapore mass market GGR



Source: Comopany, Maybank IBG Research

Figure 6: Estimated Singapore mass market GGR (SGDm)

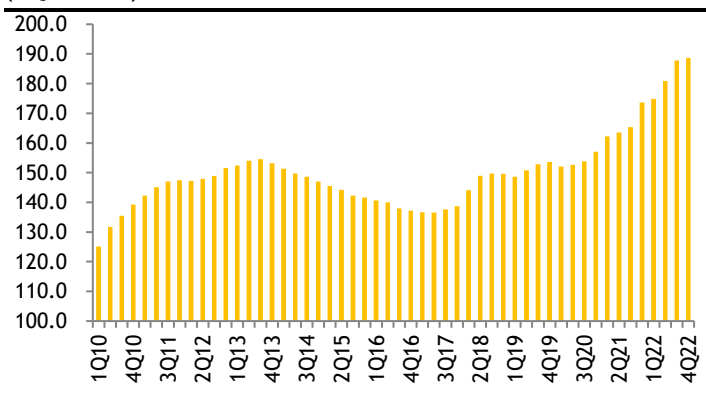


Source: Las Vegas Sands, Company, Maybank IBG Research

Given that Malaysians, Indonesians and others (c.50% of FY19A Singapore mass market GGR) have been free to visit Singapore since Apr 2022 but Chinese (c.20% of FY19A Singapore mass market GGR) were not until very recently from 8 Jan 2023, it does appear to us that Singaporeans were still contributing a higher than FY19A percentage (c.30% of FY19A Singapore mass market GGR) to FY22A Singapore mass market GGR. We gather that Singaporeans contributed c.50% to FY22A Singapore mass market GGR while Malaysians, Indonesians and others contributed the remaining c.50%.

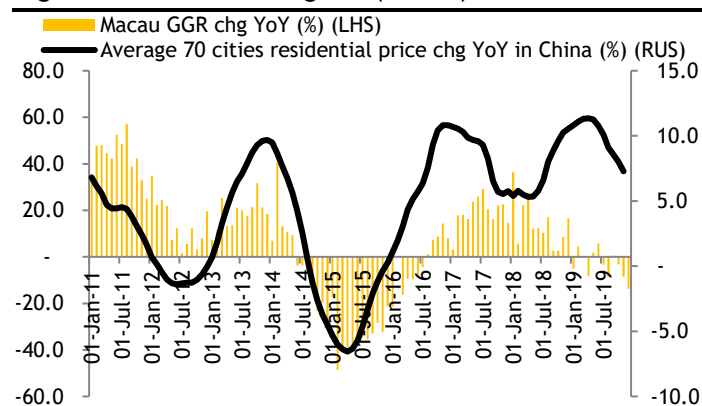
We then ask ourselves why Singaporeans are gambling more locally when they are free to travel overseas, namely Malaysia, to gamble. We gather that it is due to the wealth created by Singapore's booming property market as exhibited by surging property prices (Fig. 7). Actually, this phenomenon is not unique to Singapore. Pre-Covid, Chinese property prices had a powerful impact on Macau GGR (Fig. 8). As we will explain at length in the following pages, American property prices also have a powerful impact on Las Vegas GGR. When property prices rise, more wealth is created and this drives propensity to gamble.

**Figure 7: Singapore private residential property price index (1Q09: 100)**



Source: Urban Redevelopment Authority

**Figure 8: China average 70 cities residential property price chg YoY vs. Macau GGR chg YoY (R<sup>2</sup>: 0.5)**



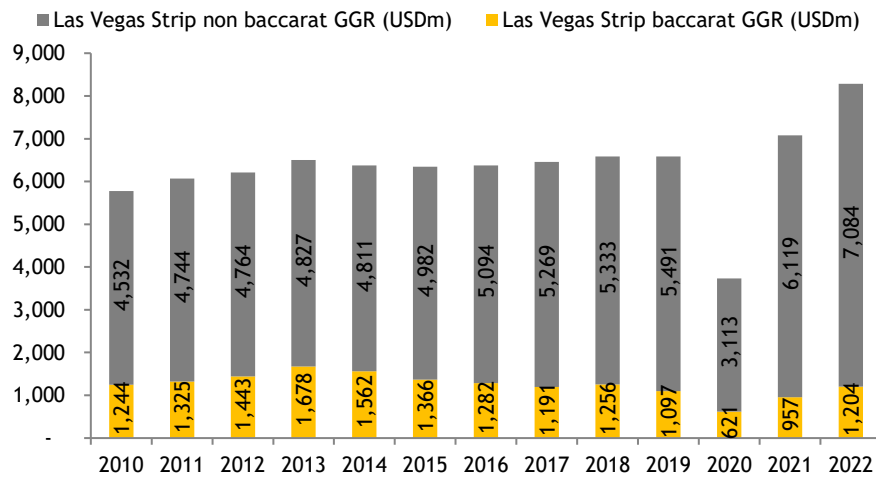
Source: National Bureau Of Statistics China, Macau Department Of Statistics

As a secondary check, we asked Genting Malaysia's (GENM MK, BUY, CP: MYR2.66, TP: MYR2.97) Resorts World Genting (RWG) management and they informed us that 4Q22 Singaporean visitor arrivals to RWG recovered to 89% of 4Q19 levels. This means that while the number of Singaporeans crossing the Causeway and Second Link to gamble in Malaysia is nearing pre-Covid levels, the Singaporeans staying on to gamble in Singapore are gambling noticeably more than they did during pre-Covid times likely due to the additional wealth created by higher property prices in Singapore.

## It could go even higher like Las Vegas...

Not unlike Singapore, Las Vegas Strip GGR was flat lining between 2013 and 2019 (Fig. 9). Before 2013, Growth in Las Vegas Strip GGR had been driven by baccarat, the game of choice of Chinese VIPs. But after China launched its anti-corruption drive, tightened monetary policy and capital controls, baccarat GGR eased from 2014 onwards. Non-baccarat GGR, which is representative of gaming spend by everyday Americans, grew at a pedestrian rate of only 2% CAGR between 2013 and 2019. Indeed, very few sell-side analysts covering Las Vegas were bullish on its long-term prospects then.

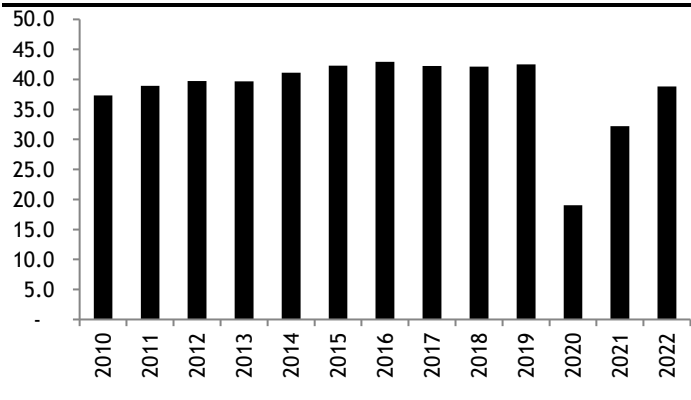
**Figure 9: Las Vegas Strip gross gaming revenue (USDm)**



Source: Las Vegas Convention & Visitors Authority

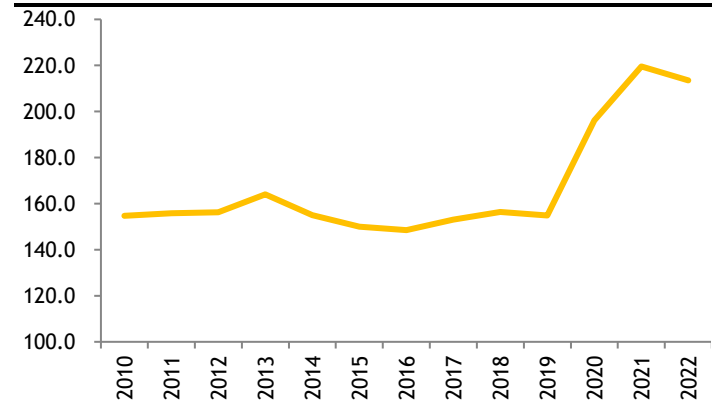
Coming out of the Covid-19 pandemic, 2021 Las Vegas Strip GGR hit a record high of USD7.1b, or 7% higher than that of 2019. Before long, 2022 Las Vegas Strip GGR climbed further to a fresh record high of USD8.3b, or 26% higher than that of 2019. Yet, Las Vegas visitor arrivals have not recovered to pre-Covid levels. 2022 Las Vegas visitor arrivals of 38.8m accounted for only 91% of 2019 levels (Fig. 10). What this means is that Las Vegas Strip GGR/visitor has grown substantially post-Covid (Fig. 11). We estimate that 2022 Las Vegas Strip GGR/visitor of USD213.4 was a whopping 38% higher than that of 2019.

**Figure 10: Las Vegas visitor arrivals (m)**



Source: Las Vegas Convention & Visitors Authority

**Figure 11: Las Vegas Strip GGR/visitor (USD)**

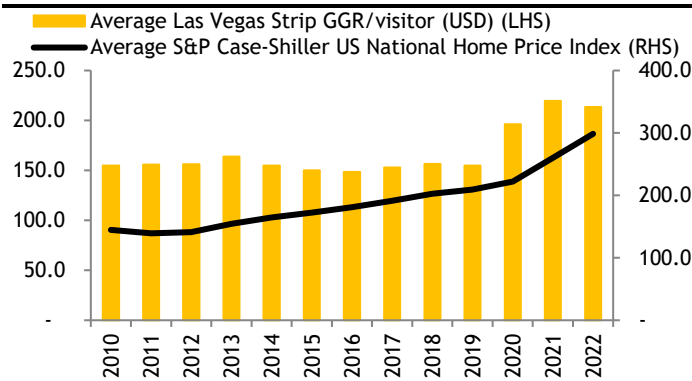


Source: Las Vegas Convention & Visitors Authority, Maybank IBG Research

We next endeavour to find out what is driving this surge in Las Vegas Strip GGR/visitor. After speaking to a couple of Las Vegas observers and conducting our own research, we believe that the surge in Las Vegas Strip GGR/visitor has been due to appreciating property prices in the US. Wealth created by higher property prices in the US drives visitors to Las Vegas to gamble more. When we plot Las Vegas Strip GGR/visitor against the S&P Case-Shiller US National Home Price Index, the correlation coefficient or R<sup>2</sup> is very high at 0.8 (Fig. 12).

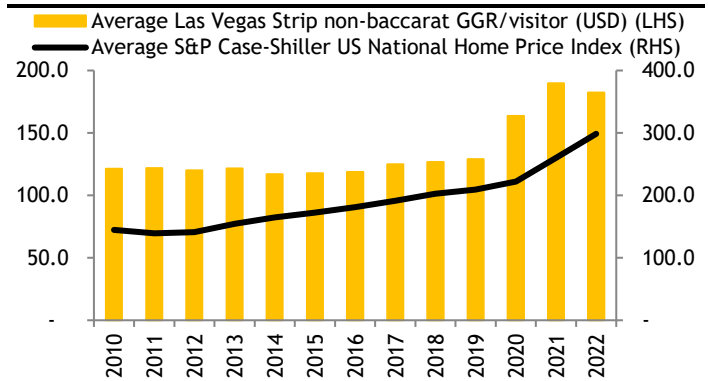


**Figure 12: Las Vegas Strip GGR/visitor vs. S&P Case-Shiller US National Home Price Index (R<sup>2</sup>: 0.8)**



Source: Las Vegas Convention & Visitors Authority, Maybank IBG Research, Bloomberg

**Figure 13: Las Vegas Strip non-baccarat GGR/visitor vs. S&P Case-Shiller US National Home Price Index (R<sup>2</sup>: 0.9)**



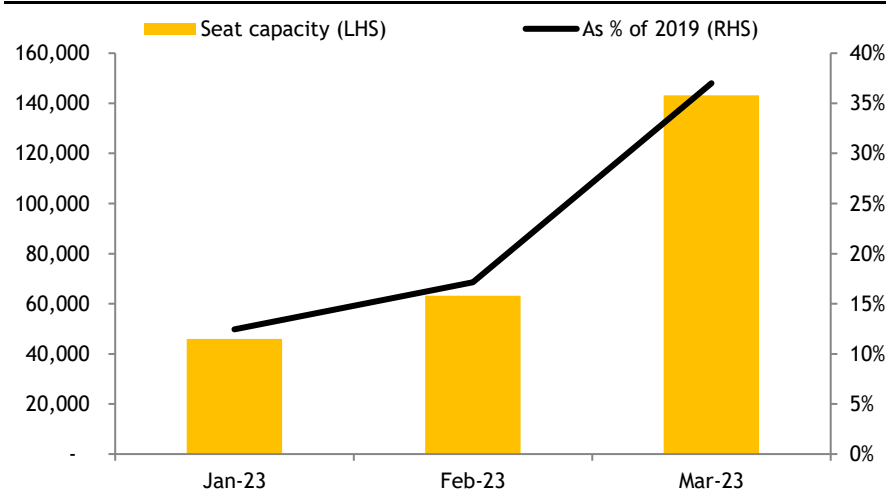
Source: Las Vegas Convention & Visitors Authority, Maybank IBG Research, Bloomberg

In fact, when we plot Las Vegas Strip non-baccarat GGR/visitor against S&P Case-Shiller US National Home Price Index, the R<sup>2</sup> is even higher at 0.9 (Fig. 13). Returning to Singapore, again, we gather that the growth in Singapore mass market GGR derived from Singaporeans is similarly due to appreciating property prices in Singapore (Fig. 7). Not unlike Las Vegas, we gather that the increase in Singapore mass market GGR derived from Singaporeans is structural. We gather that wealth created by higher property prices in Singapore drives Singaporeans to gamble more.

## ... thanks to returning Chinese tourists

Going forward, we gather that Singapore mass market GGR could rise even further above pre-Covid levels thanks to the return of Chinese tourists. As mentioned above, we understand that Chinese contributed c.20% of FY19A Singapore mass market GGR and they were only free to visit Singapore very recently from 8 Jan 2023. To be sure, the return of Chinese tourists to Singapore was not very meaningful in Jan and Feb 2023 due to limited seat capacity. Yet, OAG data has revealed that seat capacity from China to Singapore surged to 37% of 2019 levels in Mar 2023 (Jan 2023: 12%, Feb 2023: 17%) (Fig. 14).

Figure 14: Flight seat capacity from China to Singapore



Source: OAG

In fact, the MoM recovery in seat capacity from China to Singapore relative to 2019 (i.e. 20ppts) outpaced all major Asian destinations including Singapore's traditional rivals for Chinese tourists like Thailand, Vietnam and Malaysia (Fig. 14). At this rate, seat capacity from China to Singapore could recover to 100% of pre-Covid levels before the year is through. More seat capacity from China to Singapore will very likely translate into lower airfares from China to Singapore which will encourage more Chinese to visit and gamble at the Singaporean IRs including RWS.

Figure 15: Seat capacity from China to selected countries relative to 2019

	Jan-23	Feb-23	Mar-23
Hong Kong	23%	33%	40%
Thailand	4%	12%	22%
Macau	62%	78%	85%
Taiwan	19%	22%	28%
South Korea	12%	11%	16%
Singapore	12%	17%	37%
Japan	8%	8%	9%
Malaysia	5%	10%	21%
United Arab Emirates	12%	28%	46%
Cambodia	11%	22%	26%
Australia	7%	23%	31%
Philippines	8%	17%	34%
Vietnam	4%	10%	19%
Indonesia	12%	12%	26%

Source: OAG

## Lift FY23-25E earnings 18-20% and TP by 23%

Previously, we expected RWS mass market GGR to recover to 90%/100%/100% of FY19A levels in FY23E/FY24E/FY25E. Now, we expect RWS mass market GGR to recover to 105%/120%/120% of FY19A levels in FY23E/FY24E/FY25E. For FY23E, the 105% recovery is broken down into:-

- (i) 95% from its existing market of Singaporeans, Malaysian, Indonesians and others (2H22: 97% of 2H19 levels); and
- (ii) 10% from returning Chinese tourists (1/2 of FY19A mass market GGR derived from Chinese tourists returning).

For FY24E and FY25E, the 120% recovery is broken down into:-

- (i) 100% from its existing market of Singaporeans, Malaysian, Indonesians and others (the newly renovated 389-room Festive Hotel will be available to be 'comped' to gamblers in mid-2023); and
- (ii) 20% from returning Chinese tourists (all of FY19A mass market GGR derived from Chinese tourists returning).

Net impact of the above is to raise our FY23E/FY24E/FY25E core net profit estimates by 18%/20%/19% to SGD753.0m/SGD872.8m/SGD899.0m. Consequently, we also raise our DCF-based TP by 23% to SGD1.18 (Fig. 17). Coupled with our FY23E DPS of 4.0cents, we expect total returns of 15%. As such, we upgrade GENS to BUY from HOLD.

**Figure 16: RWS mass market forecasts (SGDm)**

	FY19A*	FY20A*	FY21A*	FY22A*	FY23E	FY24E	FY25E
Previous	1,384.8	724.6	921.5	1,163.6	1,242.5	1,380.5	1,380.5
Revised	1,384.8	724.6	921.5	1,163.6	1,449.6	1,656.6	1,656.6

\* based on data points provided by the company

Source: Maybank IBG Research

**Figure 17: GENS DCF-based valuation**

	Value	Value/sh	Comments
RWS	9,216.6	0.76	WACC: 11.0%, g: 0%
Net cash	3,313.4	0.27	End-FY23E
Investments	107.8	0.01	End-FY23E
RWS 2.0	1,606.9	0.13	Amount invested
<b>Equity value</b>	<b>14,244.7</b>	<b>1.18</b>	

Source: Maybank IBG Research

## Appendix I

Methodology of our proprietary ESG scoring methodology.

We evaluate the ESG ratings based on quantitative, qualitative and ESG targets. We assign a score for each of these three parameters. The overall rating is based on the weighted average of the scores: quantitative (50%), qualitative (25%) and ESG target (25%).

For the quantitative, qualitative and ESG target, the sub-parameters are assigned a score - '0' for data not available, '+1' for improving trajectory, positive change, 'Yes', better than peers or a positive number if historical is not available and '-1' for declining trajectory, negative change, 'No', lower than peers or a negative number. The total of the scores of all the sub-parameters is divided by the total number of sub-parameters, to derive the score of each of the three parameters.

The sub-parameters may be different for different industries depending on the key areas to monitor for each industry. A company should achieve a minimum score of 50 for an average ESG rating.

FYE 31 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
<b>Key Metrics</b>					
P/E (reported) (x)	54.5	28.3	17.0	14.7	14.2
Core P/E (x)	62.6	30.8	17.0	14.7	14.2
Core FD P/E (x)	62.8	30.8	17.0	14.7	14.2
P/BV (x)	1.2	1.4	1.5	1.5	1.4
P/NTA (x)	1.2	1.5	1.6	1.5	1.4
Net dividend yield (%)	1.3	3.1	3.8	3.8	3.8
FCF yield (%)	nm	5.4	2.6	1.2	0.5
EV/EBITDA (x)	13.9	10.4	7.9	7.5	7.8
EV/EBIT (x)	35.3	18.3	11.1	9.7	9.8

**INCOME STATEMENT (SGD m)**

Revenue	1,067.3	1,725.3	2,288.0	2,544.4	2,544.4
EBITDA	448.0	774.2	1,188.4	1,307.0	1,307.0
Depreciation	(271.6)	(334.7)	(334.7)	(303.1)	(271.6)
EBIT	176.4	439.6	853.8	1,003.9	1,035.4
Net interest income / (exp)	14.2	48.5	50.9	50.9	50.9
Associates & JV	1.9	2.8	2.8	2.8	2.8
Exceptionals	33.9	(34.2)	0.0	0.0	0.0
Pretax profit	226.3	456.7	907.5	1,057.6	1,089.1
Income tax	(43.0)	(116.6)	(154.5)	(184.8)	(190.1)
Minorities	0.0	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	753.0	872.8	899.0
Core net profit	149.4	374.3	753.0	872.8	899.0

**BALANCE SHEET (SGD m)**

Cash & Short Term Investments	3,325.6	3,464.6	3,315.7	2,985.3	2,569.1
Accounts receivable	60.9	97.4	105.4	105.4	105.4
Inventory	43.2	43.2	44.9	50.0	50.0
Property, Plant & Equip (net)	5,135.9	4,927.9	5,365.5	6,170.5	7,007.1
Intangible assets	107.6	155.1	155.1	155.1	155.1
Investment in Associates & JVs	65.3	68.1	71.0	73.8	76.6
Other assets	53.5	43.9	43.9	43.9	43.9
<b>Total assets</b>	<b>8,791.9</b>	<b>8,800.3</b>	<b>9,101.5</b>	<b>9,583.9</b>	<b>10,007.1</b>
ST interest bearing debt	242.1	3.3	0.0	0.0	0.0
Accounts payable	353.6	446.5	417.0	469.3	469.3
LT interest bearing debt	5.5	2.3	2.3	2.3	2.3
Other liabilities	295.0	349.0	413.0	453.0	461.0
<b>Total Liabilities</b>	<b>896.8</b>	<b>801.4</b>	<b>832.5</b>	<b>925.0</b>	<b>932.1</b>
Shareholders Equity	7,895.1	7,998.8	8,269.0	8,658.9	9,075.0
Minority Interest	0.0	0.0	0.0	0.0	0.0
<b>Total shareholder equity</b>	<b>7,895.1</b>	<b>7,998.8</b>	<b>8,269.0</b>	<b>8,658.9</b>	<b>9,075.0</b>
<b>Total liabilities and equity</b>	<b>8,791.9</b>	<b>8,800.3</b>	<b>9,101.5</b>	<b>9,583.9</b>	<b>10,007.1</b>

**CASH FLOW (SGD m)**

Pretax profit	226.3	456.7	907.5	1,057.6	1,089.1
Depreciation & amortisation	271.6	334.7	334.7	303.1	271.6
Adj net interest (income)/exp	(14.2)	(48.5)	(50.9)	(50.9)	(50.9)
Change in working capital	36.6	37.4	(39.2)	47.2	0.0
Cash taxes paid	(96.9)	(64.3)	(90.6)	(144.6)	(183.0)
Other operating cash flow	(45.7)	90.8	48.2	48.2	48.2
Cash flow from operations	377.7	806.7	1,109.5	1,260.6	1,174.9
Capex	(944.8)	(187.0)	(772.2)	(1,108.1)	(1,108.1)
Free cash flow	(567.1)	619.7	337.3	152.5	66.8
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)	0.0	0.0
Other invest/financing cash flow	21.3	(1.4)	(0.1)	(0.0)	(0.0)
Effect of exch rate changes	2.6	(33.7)	0.0	0.0	0.0
<b>Net cash flow</b>	<b>(668.5)</b>	<b>139.0</b>	<b>(148.9)</b>	<b>(330.4)</b>	<b>(416.1)</b>

FYE 31 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
<b>Key Ratios</b>					
<b>Growth ratios (%)</b>					
Revenue growth	0.3	61.7	32.6	11.2	0.0
EBITDA growth	4.9	72.8	53.5	10.0	0.0
EBIT growth	41.6	149.1	94.2	17.6	3.1
Pretax growth	100.3	101.8	98.7	16.5	3.0
Reported net profit growth	164.8	85.5	121.4	15.9	3.0
Core net profit growth	20.3	150.4	101.2	15.9	3.0
<b>Profitability ratios (%)</b>					
EBITDA margin	42.0	44.9	51.9	51.4	51.4
EBIT margin	16.5	25.5	37.3	39.5	40.7
Pretax profit margin	21.2	26.5	39.7	41.6	42.8
Payout ratio	65.8	106.5	64.1	55.3	53.7
<b>DuPont analysis</b>					
Net profit margin (%)	17.2	19.7	32.9	34.3	35.3
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	9.3	10.3	10.1
ROAA (%)	1.7	4.3	8.4	9.3	9.2
<b>Liquidity &amp; Efficiency</b>					
Cash conversion cycle	(157.5)	(118.6)	(111.0)	(100.2)	(107.1)
Days receivable outstanding	19.7	16.5	16.0	14.9	14.9
Days inventory outstanding	25.3	16.3	14.4	13.8	14.5
Days payables outstanding	202.5	151.4	141.4	128.9	136.5
Dividend cover (x)	1.5	0.9	1.6	1.8	1.9
Current ratio (x)	5.1	6.1	5.6	4.4	3.8
<b>Leverage &amp; Expense Analysis</b>					
Asset/Liability (x)	9.8	nm	nm	nm	nm
Net gearing (%) (incl perps)	net cash	net cash	net cash	net cash	net cash
Net gearing (%) (excl. perps)	net cash	net cash	net cash	net cash	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	33.8	43.6	43.6
Net debt/ (net cash)	(3,077.9)	(3,459.1)	(3,313.4)	(2,983.0)	(2,566.8)

Source: Company; Maybank IBG Research

## Research Offices

### ECONOMICS

**Suhaimi ILIAS**  
Chief Economist  
Malaysia | Philippines | Global  
(603) 2297 8682  
suhaimi\_ilias@maybank-ib.com

**CHUA Hak Bin**  
Regional Thematic Macroeconomist  
(65) 6231 5830  
chuahb@maybank.com

**LEE Ju Ye**  
Singapore | Thailand | Indonesia  
(65) 6231 5844  
leejuy@maybank.com

**Dr Zamros DZULKAFI**  
(603) 2082 6818  
zamros.d@maybank-ib.com

**Fatin Nabila MOHD ZAINI**  
(603) 2297 8685  
fatinnabila.mohdzaini@maybank-ib.com

**Brian LEE Shun Rong**  
(65) 6231 5846  
brian.lee1@maybank.com

**Luong Thu Huong**  
(65) 6231 8467  
hana.thuluong@maybank.com

### FX

**Saktiandi SUPAAT**  
Head of FX Research  
(65) 6320 1379  
saktiandi@maybank.com

**Fiona LIM**  
(65) 6320 1374  
fionalim@maybank.com

**Alan Lau**  
(65) 6320 1378  
alankau@maybank.com

**Shaun Lim**  
(65) 6320 1371  
shaunlim@maybank.com

### STRATEGY

**Anand PATHMAKANTHAN**  
ASEAN  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com

### FIXED INCOME

**Winson PHOON, FCA**  
Head of Fixed Income  
(65) 6340 1079  
winsonphoon@maybank.com

**SE THO Mun Yi, CFA**  
(603) 2074 7606  
munyi.st@maybank-ib.com

### PORTFOLIO STRATEGY

**CHAN Han Chin**  
(603) 2297 8888  
hanchin.chan@maybank-ib.com

**ONG Seng Yeow**  
(65) 6231 5839  
ongsengyeow@maybank.com

### MIBG SUSTAINABILITY RESEARCH

**Jigar SHAH**  
Head of Sustainability Research  
(91) 22 4223 2632  
jigars@maybank.com

**Neerav DALAL**  
(91) 22 4223 2606  
neerav@maybank.com

### REGIONAL EQUITIES

**Anand PATHMAKANTHAN**  
Head of Regional Equity Research  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com

**WONG Chew Hann, CA**  
Head of ASEAN Equity Research  
(603) 2297 8686  
wchewh@maybank-ib.com

### MALAYSIA

**Anand PATHMAKANTHAN** *Head of Research*  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com  
• Strategy

**WONG Chew Hann, CA**  
(603) 2297 8686  
wchewh@maybank-ib.com  
• Non-Bank Financials (stock exchange)  
• Construction & Infrastructure

**Desmond CH'NG, BFP, FCA**  
(603) 2297 8680  
desmond.chng@maybank-ib.com  
• Banking & Finance

**LIAW Thong Jung**  
(603) 2297 8688 tjliaw@maybank-ib.com  
• Oil & Gas Services- Regional  
• Automotive

**ONG Chee Ting, CA**  
(603) 2297 8678 ct.ong@maybank-ib.com  
• Plantations - Regional

**YIN Shao Yang, CPA**  
(603) 2297 8916 samuel.y@maybank-ib.com  
• Gaming - Regional  
• Media • Aviation • Non-Bank Financials

**TAN Chi Wei, CFA**  
(603) 2297 8690 chiwei.t@maybank-ib.com  
• Power • Telcos

**WONG Wei Sum, CFA**  
(603) 2297 8679 weisum@maybank-ib.com  
• Property • Glove

**Jade TAM**  
(603) 2297 8687 jade.tam@maybank-ib.com  
• Consumer Staples & Discretionary

**Nur Farah SYIFAA**  
(603) 2297 8675  
nurfarahsyifaa.mohamadfuad@maybank-ib.com  
• Renewable Energy • REITs

**Arvind JAYARATNAM**  
(603) 2297 8692  
arvind.jayaratnam@maybank.com  
• Petrochemicals • Technology

**Shafiq KADIR, CFA**  
(603) 2297 8691  
msshafiqk.abkadir@maybank-ib.com  
• Healthcare • Software

**LOH Yan Jin**  
(603) 2297 8687  
lohyanjin.loh@maybank-ib.com  
• Ports • Shipping

**Eugene HOO Yee Hui**  
(603) 2082 6819  
eugene.hoo@maybank.com  
• Media

**TEE Sze Chiah** *Head of Retail Research*  
(603) 2082 6858 szechiah.t@maybank-ib.com  
• Retail Research

**Nik Ihsan RAJA ABDULLAH, MSTA, CFTe**  
(603) 2297 8694  
nikmohdihsan.ra@maybank-ib.com  
• Chartist

**Amirah AZMI**  
(603) 2082 8769 amirah.azmi@maybank-ib.com  
• Retail Research

### SINGAPORE

**Thilan WICKRAMASINGHE** *Head of Research*  
(65) 6231 5840 thilanw@maybank.com  
• Banking & Finance - Regional  
• Consumer

**Eric ONG**  
(65) 6231 5849 ericong@maybank.com  
• Healthcare • Transport • SMIDs

**Kelvin TAN**  
(65) 6231 5837 kelvin.tan1@maybank.com  
• Telcos • Industrials

**LI Jialin**  
(65) 6231 5845 jialin.li@maybank.com  
• REITs

**Jarick SEET**  
(65) 6231 5848 jarick.seet@maybank.com  
• Technology

**Krishna GÜHA**  
(65) 6231 5842 krishna.guha@maybank.com  
• REITs

### PHILIPPINES

**Jacqui de JESUS** *Head of Research*  
(63) 2 8849 8840  
jacqui.dejesus@maybank.com  
• Strategy • Conglomerates

**Rachelleen RODRIGUEZ, CFA**  
(63) 2 8849 8843  
rachelleen.rodriguez@maybank.com  
• Banking & Finance • Transport • Telcos

**Daphne SZE**  
(63) 2 8849 8847  
daphne.sze@maybank.com  
• Consumer

**Miguel SEVIDAL**  
(63) 2 8849 8844  
miguel.sevidal@maybank.com  
• REITs • Property • Gaming

**Fiorenzo de JESUS**  
(63) 2 8849 8846  
fiorenzo.dejesus@maybank.com  
• Utilities

**Alexa Mae CARVAJAL**  
(63) 2 8849 8838  
alexamae.carvajal@maybank.com  
• Consumer

### THAILAND

**Jesada TECHAHUSDIN, CFA**  
(66) 2658 6300 ext 1395  
jesada.t@maybank.com  
• Banking & Finance

**Yuwanee PROMMAPORN**  
(66) 2658 6300 ext 1393  
Yuwanee.P@maybank.com  
• Services • Healthcare

**Wasu MATTANAPOTCHANART**  
(66) 2658 6300 ext 1392  
wasu.m@maybank.com  
• Telcos

**Surachai PRAMUALCHAROENKIT**  
(66) 2658 5000 ext 1470  
Surachai.p@maybank.com  
• Auto • Conmat • Contractor • Steel

**Suttatip PEERASUB**  
(66) 2658 5000 ext 1430  
suttatip.p@maybank.com  
• Food & Beverage • Commerce

**Jaroonpan WATTANAWONG**  
(66) 2658 5000 ext 1404  
jaroonpan.w@maybank.com  
• Transportation • Small cap

### INDONESIA

**Jeffrosenberg CHENLIM** *Head of Research*  
(62) 21 8066 8680  
Jeffrosenberg.lim@maybank.com  
• Strategy • Banking & Finance • Property

**Willy GOUTAMA**  
(62) 21 8066 8500  
willy.goutama@maybank.com  
• Consumer

**Richard SUHERMAN**  
(62) 21 8066 8683  
richard.suherman@maybank.com  
• Metals & Mining

**Etta Rusdiana PUTRA**  
(62) 21 8066 8683  
etta.putra@maybank.com  
• Telcos

**William Jefferson W**  
(62) 21 8066 8563  
william.jefferson@maybank.com  
• Property

**Satriawan Haryono, CEWA, CTA**  
(62) 21 8066 8682  
satriawan@maybank.com  
• Chartist

### VIETNAM

**Quan Trong Thanh** *Head of Research*  
(84 28) 44 555 888 ext 8184  
thanh.quan@maybank.com  
• Strategy • Banks

**Hoang Huy, CFA**  
(84 28) 44 555 888 ext 8181  
hoanghuy@maybank.com  
• Strategy • Technology

**Le Nguyen Nhat Chuyen**  
(84 28) 44 555 888 ext 8082  
chuyen.le@maybank.com  
• Oil & Gas • Logistics

**Nguyen Thi Sony Tra Mi**  
(84 28) 44 555 888 ext 8084  
trami.nguyen@maybank.com  
• Consumer Discretionary

**Tran Thi Thanh Nhan**  
(84 28) 44 555 888 ext 8088  
nhan.tran@maybank.com  
• Consumer Staples

**Nguyen Le Tuan Loi**  
(84 28) 44 555 888 ext 8088  
loi.nguyen@maybank.com  
• Industrials

**Nguyen Thi Ngan Tuyen**  
*Head of Retail Research*  
(84 28) 44 555 888 ext 8081  
tuyen.nguyen@maybank.com  
• Retail Research

**Nguyen Thanh Lam**  
(84 28) 44 555 888 ext 8086  
thanhlam.nguyen@maybank.com  
• Chartist

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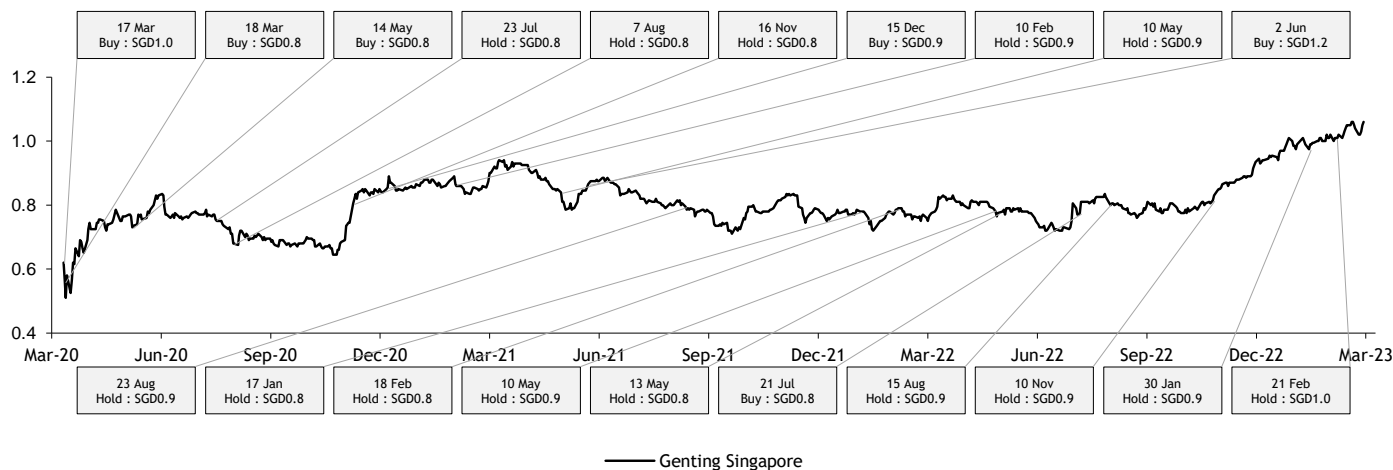
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## Historical recommendations and target price: Genting Singapore (GENS SP)



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 **Malaysia**

Maybank Investment Bank Berhad  
(A Participating Organisation of  
Bursa Malaysia Securities Berhad)  
33rd Floor, Menara Maybank,  
100 Jalan Tun Perak,  
50050 Kuala Lumpur  
Tel: (603) 2059 1888;  
Fax: (603) 2078 4194

Stockbroking Business:  
Level 8, Tower C, Dataran Maybank,  
No.1, Jalan Maarof  
59000 Kuala Lumpur  
Tel: (603) 2297 8888  
Fax: (603) 2282 5136

 **Singapore**

Maybank Securities Pte Ltd  
Maybank Research Pte Ltd  
50 North Canal Road  
Singapore 059304

Tel: (65) 6336 9090

 **Indonesia**

PT Maybank Sekuritas Indonesia  
Sentral Senayan III, 22<sup>nd</sup> Floor  
Jl. Asia Afrika No. 8  
Gelora Bung Karno, Senayan  
Jakarta 10270, Indonesia

Tel: (62) 21 2557 1188  
Fax: (62) 21 2557 1189

 **Thailand**

Maybank Securities (Thailand) PCL  
999/9 The Offices at Central World,  
20<sup>th</sup> - 21<sup>st</sup> Floor,  
Rama 1 Road Pathumwan,  
Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales)  
Tel: (66) 2 658 6801 (research)

 **London**

Maybank Securities (London) Ltd  
PNB House  
77 Queen Victoria Street  
London EC4V 4AY, UK

Tel: (44) 20 7332 0221  
Fax: (44) 20 7332 0302

 **India**

MIB Securities India Pte Ltd  
1101, 11<sup>th</sup> floor, A Wing, Kanakia  
Wall Street, Chakala, Andheri -  
Kurla Road, Andheri East,  
Mumbai City - 400 093, India

Tel: (91) 22 6623 2600  
Fax: (91) 22 6623 2604

 **Vietnam**

Maybank Securities Limited  
Floor 10, Pearl 5 Tower,  
5 Le Quy Don Street,  
Vo Thi Sau Ward, District 3  
Ho Chi Minh City, Vietnam

Tel : (84) 28 44 555 888  
Fax : (84) 28 38 271 030

 **Hong Kong**

MIB Securities (Hong Kong)  
Limited  
28/F, Lee Garden Three,  
1 Sunning Road, Causeway Bay,  
Hong Kong

Tel: (852) 2268 0800  
Fax: (852) 2877 0104

 **Philippines**

Maybank Securities Inc  
17/F, Tower One & Exchange  
Plaza  
Ayala Triangle, Ayala Avenue  
Makati City, Philippines 1200

Tel: (63) 2 8849 8888  
Fax: (63) 2 8848 5738

 **Sales Trading**

Kevin Foy  
Regional Head Sales Trading  
kevinfoy@maybank.com  
Tel: (65) 6636-3620  
US Toll Free: 1-866-406-7447

**Indonesia**

Helen Widjaja  
helen.widjaja@maybank.com  
(62) 21 2557 1188

**Philippines**

Keith Roy  
keith\_roy@maybank.com  
Tel: (63) 2 848-5288

**London**

Greg Smith  
gsmith@maybank.com  
Tel: (44) 207-332-0221

**India**

Sanjay Makhija  
sanjaymakhija@maybank.com  
Tel: (91)-22-6623-2629

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