



澳門博彩控股有限公司  
**SJM HOLDINGS LIMITED**

incorporated in Hong Kong with limited liability Stock Code : 880

Press Release

**SJM Holdings Announces  
Key Performance Indicators for First Quarter 2018  
Net Profit up 26%  
Adjusted EBITDA up 17%**

(Hong Kong, 2 May 2018) SJM Holdings Limited (the “Company”) today announced selected unaudited key performance indicators of the Company and its subsidiaries (collectively the “Group”) for the three months ended 31 March 2018 (“Q1 2018”).

**2018 FIRST QUARTER HIGHLIGHTS (UNAUDITED)**

- Net Gaming Revenue<sup>1</sup> of the Group in Q1 2018 increased by 6.7% from Q1 2017 to HK\$8,410 million.
- Adjusted EBITDA<sup>2</sup> of the Group in Q1 2018 increased by 17.0% over Q1 2017 to HK\$987 million.
- Adjusted EBITDA Margin<sup>3</sup> of the Group in Q1 2018 increased to 11.5% from 10.5% in Q1 2017.
- Profit attributable to owners of the Company in Q1 2018 increased by 25.8% over Q1 2017 to HK\$730 million. The increase was mainly due to an increase in mass market gross gaming revenue in self-promoted casinos.
- The Group’s gross gaming revenue accounted for 14.7% of Macau’s casino gaming revenue during Q1 2018, as compared with 16.9% in Q1 2017.
- The Group maintained a strong and liquid financial position, with HK\$19,842 million of cash, bank balances and pledged bank deposits and HK\$11,835 million of debt as at 31 March 2018.
- The Grand Lisboa Palace, the Group’s integrated resort on Cotai continued to make progress on construction in Q1 2018.

1 Gross gaming revenue less commissions and incentives

2 Earnings after adjustment for non-controlling interests and before accounting for interest income and expense, tax, depreciation and amortisation, donations, gain on disposal of property and equipment and share-based payments

3 Adjusted EBITDA divided by total net revenue (net gaming revenue plus hotel, catering, retail and related services revenue)

**Year-to-Date Comparison (unaudited)**

	<b>Three months ended 31 March</b>		
	<b>2018</b>	2017	<b>Increase</b>
	<i>HK\$ million</i>	<i>HK\$ million</i>	
Total Net Revenue	<b>8,597</b>	8,028	<b>7.1%</b>
Net Gaming Revenue	<b>8,410</b>	7,881	<b>6.7%</b>
Profit Attributable to Owners of the Company	<b>730</b>	580	<b>25.8%</b>
Adjusted EBITDA	<b>987</b>	843	<b>17.0%</b>
Adjusted EBITDA Margin	<b>11.5%</b>	10.5%	

Gaming revenue, net of commissions and incentives of HK\$2,506 million (Q1 2017: HK\$2,553 million), earned by Sociedade de Jogos de Macau, S.A., a subsidiary of the Company, was HK\$8,410 million in Q1 2018, an increase of 6.7% from Q1 2017.

During Q1 2018, the Group's VIP gross gaming revenue was HK\$4,881 million, a decrease of 1.1% from HK\$4,936 million in Q1 2017, mass market gross gaming revenue was HK\$5,741 million, an increase of 9.5% from HK\$5,241 million, and slot machine gross gaming revenue was HK\$294 million, an increase of 14.6% from HK\$257 million. The Group's total net revenue during Q1 2018 of HK\$8,597 million included hotel, catering, retail and related services revenue of HK\$187 million (Q1 2017: HK\$147 million).

With the adoption of a new accounting standard (Hong Kong Financial Reporting Standard 15 — Revenue from Contracts with Customers) beginning on 1 January 2018, the comparative figures of gaming revenue in 2017 have been restated to conform with the current period's presentation.

**Year-to-Date Comparison (unaudited)**

	<b>Three months ended 31 March</b>		
	<b>2018</b>	2017	<b>Increase/ (Decrease)</b>
	<i>HK\$ million</i>	<i>HK\$ million</i>	
VIP Gross Gaming Revenue	<b>4,881</b>	4,936	<b>(1.1%)</b>
Mass Market Gross Gaming Revenue	<b>5,741</b>	5,241	<b>9.5%</b>
Slot Machine Gross Gaming Revenue	<b>294</b>	257	<b>14.6%</b>
Gross Gaming Revenue	<b>10,916</b>	10,434	<b>4.6%</b>
Commissions and incentives	<b>(2,506)</b>	(2,553)	<b>(1.8%)</b>
Net Gaming Revenue	<b>8,410</b>	7,881	<b>6.7%</b>

During Q1 2018, the Group operated an average of 284 VIP gaming tables (Q1 2017: 315), 1,417 mass market gaming tables (Q1 2017: 1,375) and 2,700 slot machines (Q1 2017: 2,549) (average of three month-end counts).

Total VIP chips sales for the Group during Q1 2018 were HK\$178.0 billion (Q1 2017: HK\$157.7 billion) and the VIP gaming hold percentage (before commissions and incentives) was 2.74% (Q1 2017: 3.13%).

### Key Results for the Group's Casinos – Q1 2018

	<b>Gross Gaming Revenue</b> <i>HK\$ million</i>	<b>Adjusted EBITDA</b> <i>HK\$ million</i>
Casino Grand Lisboa	3,925	559
Other Self-promoted Casinos <sup>1</sup>	1,524	198
Satellite Casinos <sup>2</sup>	5,467	195

1 Casino Lisboa, Casino Oceanus at Jai Alai (including casino area in the Jai Alai building) and Casino Taipa

2 Sixteen third party-promoted casinos

The Group's Adjusted EBITDA Margin was 11.5% in Q1 2018, as compared with 10.5% in Q1 2017.

During Q1 2018, the Grand Lisboa Hotel achieved an average occupancy rate of 97.2% and average room rate of HK\$1,582 per night, as compared with average occupancy rate of 93.5% and average room rate of HK\$1,585 per night in Q1 2017.

Capital expenditure of the Group during Q1 2018 was HK\$1,338 million, which was primarily for construction in progress. As at 31 March 2018, the Group had total cash, bank balances and pledged bank deposits of HK\$19,842 million and debt of HK\$11,835 million.

Speaking on the first quarter results, Dr. Ambrose So, Chief Executive Officer of SJM Holdings Limited, said "We are very pleased that our efforts to strengthen mass market and VIP businesses combined with cost controls have resulted in material increases in SJM's EBITDA and Net Profit during the first quarter. We strive to continue enhancing our business on Macau Peninsula whilst we complete construction of the Grand Lisboa Palace on Cotai."

Further information on SJM Holdings Limited can be found on [www.sjmholdings.com](http://www.sjmholdings.com).