

# 2Q'22 Results Presentation

August 18, 2022

### **Disclaimer**

Safe Harbor Statement

This presentation contains forward-looking statements. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. The Company may also make forward-looking statements in its periodic reports to the U.S. Securities and Exchange Commission (the "SEC"), in its annual report to shareholders, in press releases and other written materials and in oral statements made by its officers, directors or employees to third parties. Statements that are not historical facts, including statements about the Company's beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties and a number of factors could cause actual results to differ materially from those contained in any forward-looking statement. These factors include, but are not limited to, (i) the global COVID-19 outbreak, caused by a novel strain of the coronavirus, and the continued impact of its consequences on our business, our industry and the global economy, (ii) risks associated with the newly adopted gaming law in Macau and its implementation by the Macau government and our ability to obtain a new concession under the public tender to be conducted by the Macau government and the terms and conditions of a new concession, if we are granted one, (iii) growth of the gaming market and visitation in Macau, the Philippines and the Republic of Cyprus, (iv) capital and credit market volatility, (v) local and global economic conditions, (vi) our anticipated growth strategies, (vii) gaming authority and other governmental approvals and regulations, and (viii) our future business development, results of operations and financial condition. In some cases, forward-looking statements can be identified by words or phrases such as "may", "will", "expect", "anticipate", "iarget", "aim", "estimate", "intend", "plan", "believe", "potential", "continue", "is/are likely to" or other similar expressions. Further information regarding these and other risks, unce

This presentation contains non-GAAP financial measures and ratios that are not required by, or presented in accordance with, U.S. GAAP, including Adjusted property EBITDA and Adjusted EBITDA. The non-GAAP financial measures may not be comparable to other similarly titled measures of other companies since they are not uniformly defined and have limitations as analytical tools and should not be considered in isolation or as a substitute for U.S. GAAP measures. Non-GAAP financial measures and ratios are not measurements of our performance under U.S. GAAP and should not be considered as alternatives to any performance measures derived in accordance with U.S. GAAP or any other generally accepted accounting principles. Reconciliations of such non-GAAP financial measures and ratios to their most directly comparable financial measures and ratios are included in our earnings releases that have been furnished with the SEC and are also available on our Investor Relations website at http://ir.melco-resorts.com.

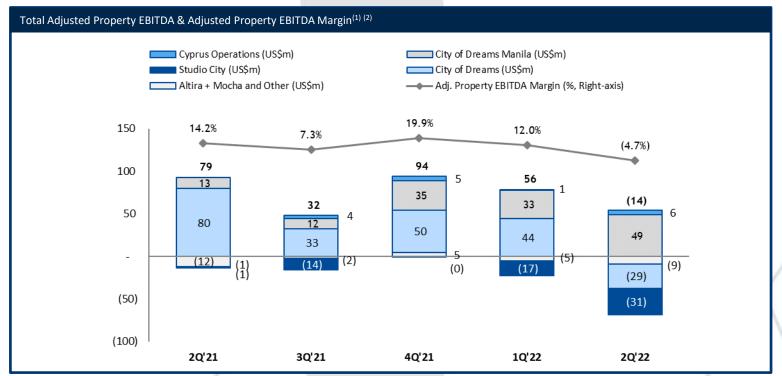
# **Summary Financials**

(US\$ millions)	2Q'22	2Q'21	% Change	
Total Operating Revenues	296	566	-47.7%	
Gaming	232	479	-51.6%	
Non-Gaming	64	88	-26.9%	
Total Operating Costs & Expenses	(505)	(694)	27.2%	
Operating Loss	(209)	(128)	-63.3%	
Total Non-Operating Expenses, Net	(85)	(92)	7.9%	
Net Loss	(295)	(221)	-33.6%	
Adjusted Property EBITDA	(14)	79	-117.5%	

<sup>1. &</sup>quot;Adjusted Property EBITDA" is net income/loss before interest, taxes, depreciation, amortization, pre-opening costs, development costs, property charges and other, share-based compensation, payments to the Philippine Parties under the cooperative arrangement (the "Philippine Parties"), land rent to Belle Corporation, Corporate and Other expenses and other non-operating income and expenses

### Melco Group Adjusted Property EBITDA – 2Q'22

Melco Group-wide Negative Adjusted Property EBITDA of US\$14 million



#### Notes:

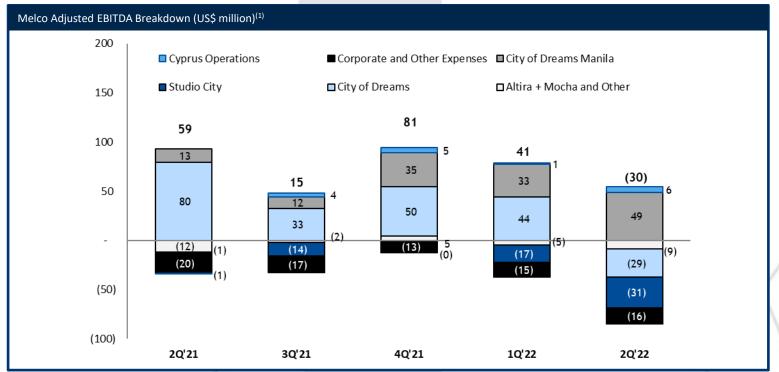
2. Adjusted Property EBITDA margin is Adjusted Property EBITDA divided by total operating revenues

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### Melco Adjusted EBITDA – 2Q'22

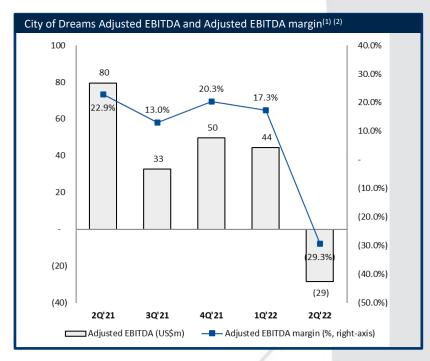
Melco recorded Negative Adjusted EBITDA of US\$30 million



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# City of Dreams – 2Q'22

### City of Dreams recorded Negative Adjusted EBITDA of US\$29 million



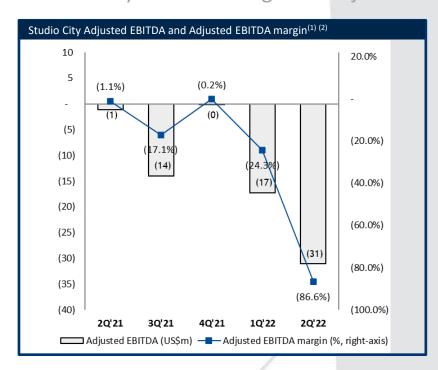
City of Dreams Key Operating Metrics					
(US\$m, unless otherwise stated)	20′22	2Q'22 Vs. 1Q'22			
VIP Rolling Chip	748	(69%)	(84%)		
VIP Win Rate (%)	2.57%	(136bps)	(17bps)		
Mass Table Drop	209	(62%)	(74%)		
Mass Table Hold (%)	33.0%	247bps	62bps		
VIP GGR	19	(80%)	(85%)		
Mass GGR	69	(59%)	(74%)		
Slots GGR	6	(56%)	(61%)		
Total GGR	94	(66%)	(77%)		
Total Operating Revenues	97	(62%)	(72%)		
Adjusted EBITDA	(29)	(164%)	(136%)		

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<sup>2. &</sup>quot;Adjusted EBITDA margin" is Adjusted EBITDA divided by total operating revenues

# Studio City – 2Q'22

### Studio City recorded Negative Adjusted EBITDA of US\$31 million



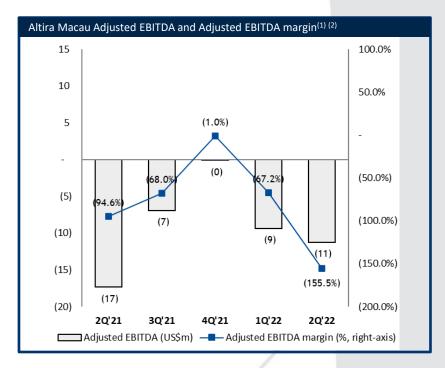
Studio City Key Operating Metrics						
(US\$m, unless otherwise stated)	2Q'22	Vs. 1Q'22	Vs. 2Q'21			
VIP Rolling Chip	104	(76%)	(73%)			
VIP Win Rate (%)	5.33%	367bps	132bps			
Mass Table Drop	93	(51%)	(71%)			
Mass Table Hold (%)	25.7%	(586bps)	(10bps)			
VIP GGR	6	(24%)	(64%)			
Mass GGR	24	(60%)	(71%)			
Slots GGR	5	(29%)	(37%)			
Total GGR	35	(54%)	(67%)			
Total Operating Revenues	36	(50%)	(66%)			
Adjusted EBITDA	(31)	(80%)	(2552%)			

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<sup>2. &</sup>quot;Adjusted EBITDA margin" is Adjusted EBITDA divided by total operating revenues

### **Altira – 2Q'22**

### Altira recorded Negative Adjusted EBITDA of US\$11 million



Altira Key Operating Metrics					
(US\$m, unless otherwise stated)	2Q'22 <sup>(3)</sup>	Vs. 1Q'22	Vs. 2Q'21		
VIP Rolling Chip	-	N/A	N/A		
VIP Win Rate (%)	+	N/A	N/A		
Mass Table Drop	29	(34%)	(33%)		
Mass Table Hold %	17.5%	(877bps)	(941bps)		
VIP GGR	-	N/A	N/A		
Mass GGR	5	(56%)	(56%)		
Slots GGR	2	(16%)	(17%)		
Total GGR	7	(50%)	(75%)		
Total Operating Revenues	7	(48%)	(61%)		
Adjusted EBITDA	(11)	(20%)	35%		

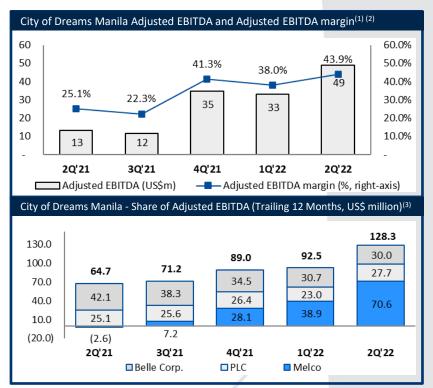
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<sup>2. &</sup>quot;Adjusted EBITDA margin" is Adjusted EBITDA divided by total operating revenues

<sup>3.</sup> Starting in the third quarter of 2021, Altira Macau has strategically repositioned to cater to the premium mass segment and has shut down VIP operations.

# City of Dreams Manila – 2Q'22

City of Dreams Manila recorded Adjusted EBITDA of US\$49 million



City of Dreams Manila Key Operating Metrics					
(US\$m, unless otherwise stated)	2Q'22	Vs. 1Q'22	Vs. 2Q'21		
VIP Rolling Chip	771	19%	184%		
VIP Win Rate (%)	2.95%	186bps	(242bps)		
Mass Table Drop	178	40%	157%		
Mass Table Hold (%)	29.0%	(81bps)	(126bps)		
VIP GGR	23	222%	55%		
Mass GGR	52	36%	146%		
Slots GGR	49	6%	121%		
Total GGR	123	35%	113%		
Total Operating Revenues	112	29%	112%		
Adjusted EBITDA	49	49%	270%		

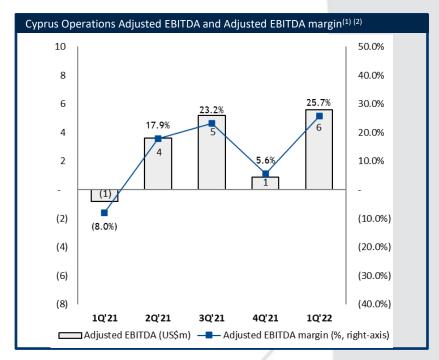
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<sup>2. &</sup>quot;Adjusted EBITDA margin" is Adjusted EBITDA divided by total operating revenues

<sup>3.</sup> Premium Leisure Corporation's (PLC) share represents payments made to the Philippine Parties while Belle Corporation's share represents cash payments made to Belle Corporation for building and land rent

# **Cyprus – 2Q'22**

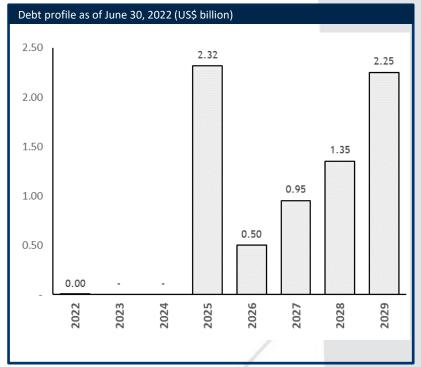
### Cyprus recorded Adjusted EBITDA of US\$6 million

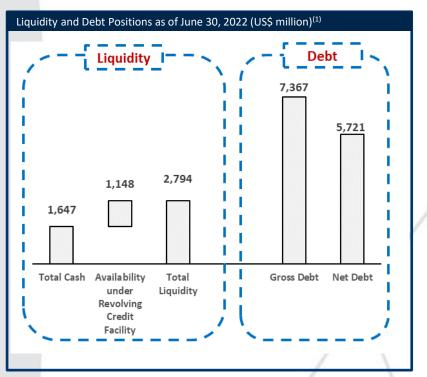


Cyprus Operations Key Operating Metrics					
(US\$m, unless otherwise stated)	2Q'22	Vs. 1Q'22	Vs. 2Q'21		
VIP Rolling Chip	0	(94%)	(91%)		
VIP Win Rate (%)	-6.12%	(272bps)	(172bps)		
Mass Table Drop	31	17%	118%		
Mass Table Hold (%)	19.5%	296bps	389bps		
VIP GGR	(0)	(89%)	(88%)		
Mass GGR	6	38%	173%		
Slots GGR	16	32%	102%		
Total GGR	22	34%	119%		
Total Operating Revenues	22	35%	117%		
Adjusted EBITDA	6	520%	800%		

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### **Balance Sheet**





<sup>1.</sup> Total Cash is calculated by summation of cash, cash equivalents and restricted cash and Net Debt is calculated by deducting Total Cash from total debt

# MELCO

Melco's Sustainability Goals & Achievements



# **Melco's Sustainability Goals & Achievements**

#### Melco's Above & Beyond Sustainability Strategy

Our sustainability strategy lays out ambitious goals, actionable targets and further enhancement to disclosures around key environmental, social, and governance (ESG) issues that are critical to Melco's business.

#### **Key Goals:**

- To achieve carbon neutral resorts by 2030
- To achieve zero waste across our resorts by 2030; eliminate problematic single-use plastics in daily operations and contribute to circular economy in Asia
- To be the employer of choice and create the best-in-class working environment for our employees, and to be the best community partner
- To inspire guests by seamlessly integrating sustainability in their experience and demonstrate a sustainable future is a better future

#### **Achievements to date:**

#### Renewable energy:

- Melco has over 21,000 solar panels across our properties in Macau and Manila, that can generally over 8,000MW at full capacity,
  equivalent to powering 1,800 households per year\*.
- We are increasing our electrical vehicle fleet and reducing our use and ownership of diesel buses.

#### **Energy Efficiency Measures:**

- We implement ongoing efficiency measures to reduce overall energy consumption.
- Energy-efficiency measures progressively adopted at our properties in Macau and Manila since 2018 have resulted in annualized savings of over 46.8 million kWh.

### Melco's Sustainability Goals & Achievements

#### **Achievements to date [continued]:**

#### Single-Use Plastic commitments:

Installed the NORDAQ water filtration and bottling system in Macau. We will gradually eliminate 14.8 million plastic bottles annually.

#### Food waste:

- Utilize artificial Intelligence (AI)-driven technology, Winnow, to reduce food waste in employee dining rooms (EDRs), which serve over 10,000 colleagues every day in Macau.
- Participated in study with London School of Economics and Winnow to utilize cutting edge Artificial Intelligence (AI) technology and behavioral science to reduce food waste in colleague dining rooms by as much as 35% over the five-month trial.

#### **Sustainable Sourcing:**

- Achieved sourcing all 100% cotton bed, table and bath linens at our Macau and Manila resorts made from OEKO-TEX certified cotton.
- Sustainable seafood represents 16% of Melco's total seafood by weight in 2021, up 73% over the previous year.
- Prioritize internationally-recognized eco-labels such as Green Key and Green Seal to source chemicals in Melco's chemical sourcing guidelines. Green and Amber chemicals now comprise 92% of all chemicals used on properties.

#### Upcoming projects

- Mapping our Scope 3 GHG inventory as part of our overall initiative to set temporal targets to achieve our overarching 2030 goals.
- Undergoing climate risk assessment under TCFD guidelines to identify climate-related financial risks and opportunities.

### Melco's Sustainability Goals and Achievements

#### **AWARDS**

- 'Sustainable Resort of the Year' 2021 International Gaming Awards (IGA)
- 97 Forbes Travel Guide Awards, including 17 five-star and three four-star awards, and seven Michelin Stars across our restaurants in 2021
- Studio City Phase 2 recognized with the 'Regional Award, Asia' at the BREEAM Awards 2021
- Green Key International Environment Award 2021 for our Studio City Hotel, Altira Macau, Morpheus at City of Dreams, The Countdown at City of Dreams, NÜWA at City of Dreams, with City of Dreams Manila in progress, meeting the stringent standards set by the Foundation for Environmental Education (FEE)
- Gold Awards 2021 of the 'Climate Change Initiative' category sustainability strategy 'Above & Beyond' – Pacific Asia Travel Association (PATA)
- ASEAN Tourism Standards Awards 2021 ASEAN Green Hotel for all City Of Dreams Manila hotels - Nobu Hotel, NÜWA Hotel and Hyatt Regency
- Hong Kong Sustainability Award 2021 Certificate of Excellence

#### **CERTIFICATIONS**

- "RG Check" Accreditation by Responsible Gambling Council, an international third-party
- Melco integrated resorts in Macau and the Philippines were among first in the world to achieve the Sharecare Health Security VERIFIED® with Forbes Travel Guide certification
- BREEAM "Excellent" ratings for the Design stage for both Studio City Phase 2 and City of Dreams Mediterranean

#### RECOGNITION

- 2021 CSA submission for Dow Jones Sustainability Index (DJSI), achieved the 80<sup>th</sup> percentile for the environment category and the 77<sup>th</sup> percentile of our industry group overall
- 2021 CDP overall score of B

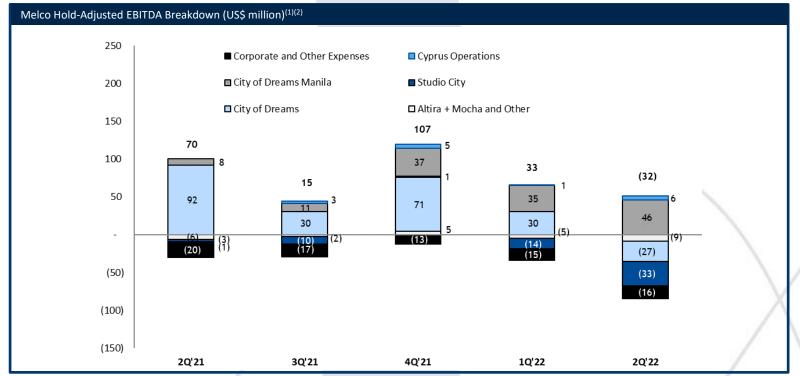
# 20 MELCO

Appendix



# Melco Hold-Adjusted EBITDA 2Q'22

Negative Hold-Adjusted EBITDA of US\$32 million



- 1. "Adjusted EBITDA" is net income/loss before interest, taxes, depreciation, amortization, pre-opening costs, development costs, property charges and other, share-based compensation, payments to the Philippine parties under the cooperative arrangement (the "Philippine Parties"), land rent to Belle Corporation and other non-operating income and expenses
- 2. For illustrative purpose only, normalized VIP win rate is assumed to be 3.00% for this chart, which represents the midpoint of our expected rolling chip win rate. Melco Hold-Adjusted EBITDA is based on a normalized VIP win rate only. This figure is an estimate, not an actual figure, and is for illustrative purpose only
- 3. Effective from June 27, 2022, the Grand Dragon Casino, which focuses on mass market table games and was previously reported under the Corporate and Other segment, has been included in the Mocha and Other segment as a result of the change of terms of the right-to-use agreement for the Grand Dragon Casino

### **Melco: Table Yield Analysis**

Continue to optimize table allocation across our portfolio of Integrated Resorts

Average number of VIP Gaming Tables <sup>(1)</sup>					
	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22
Altira	53	20	10	8	3
City of Dreams	156	155	150	105	100
Studio City	40	45	42	31	31
City of Dreams Manila	64	66	69	76	74
Cyprus Operations	3	3	3	3	3
Daily Average Win Per	VIP Table (U	S\$) <sup>(1)</sup>			
	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22
Altira	2,855	_(2)	_(2)	_(2)	_(2)
City of Dreams	8,779	6,781	3,793	10,157	2,109
Studio City	4,207	2,705	2,270	2,619	1,967
City of Dreams Manila	3,727	519	389	1,024	3,365
Cyprus Operations	(494)	2,187	(93)	(283)	(30)

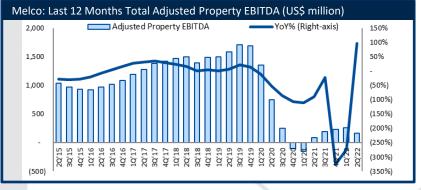
Average number of Mass Gaming Tables <sup>(1)</sup>					
	2Q'21	3Q'21	4Q'21	1Q'22	2Q′22
Altira	48	80	90	90	89
City of Dreams	355	359	359	355	343
Studio City	250	246	246	246	246
Mocha and Other(3)	-	-	-	-	25
City of Dreams Manila	234	236	240	218	206
Cyprus Operations	29	29	29	32	32
Daily Average Win Per	Mass Table (	(US\$) <sup>(1)</sup>			
	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22
Altira	2,666	1,004	1,204	1,450	635
City of Dreams	8,098	5,351	6,215	5,294	2,217
Studio City	3,629	2,915	3,313	2,738	1,072
Mocha and Other(3)	-	-	-	-	1,187
City of Dreams Manila	1,468	1,951	1,827	1,931	2,745
Cyprus Operations	1,720	1,988	2,269	1,536	2,101

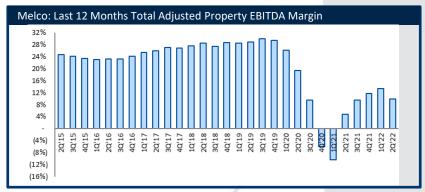
- 1. Table games and gaming machines that were not in operation due to government-mandated closures or social distancing measures in relation to the COVID-19 outbreak have been excluded.
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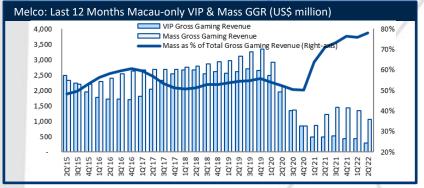
# Melco: Historic Revenue and Adjusted Property EBITDA

Over the past 7 years, Mass as a % of Total GGR increased from 48% to 78%





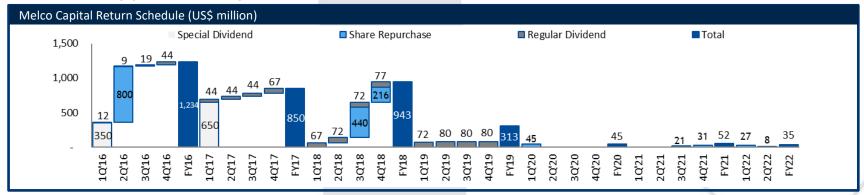




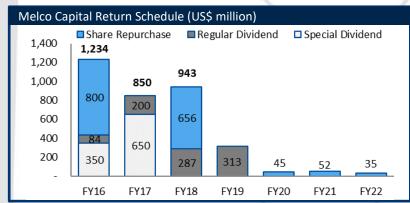
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### **Shareholder Return**

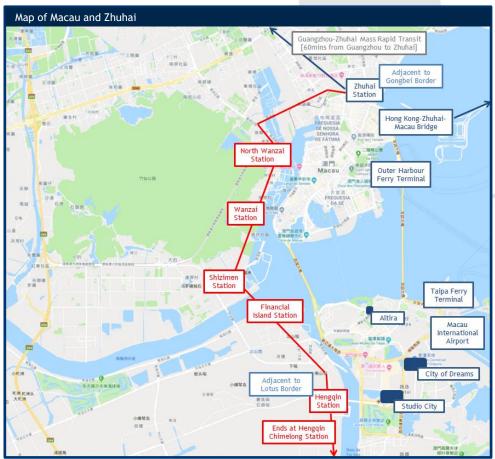
Returned approximately US\$3.5bn to shareholders from 2016



- From 2016, approximately US\$3.5 billion has been returned to shareholders in the form of dividends and share repurchases.
- To preserve liquidity in light of the COVID-19 outbreak and to continue
  investing in our business, the board has, in May 2020, decided to suspend
  the quarterly dividend program. This is a prudent course of action given the
  current conditions. Melco remains committed to returning capital to
  shareholders by resuming a regular quarterly dividend in the future and will
  evaluate the resumption of its quarterly dividend as the operating
  environment evolves.
- Approximately 1.7 million ADSs were repurchased in the second quarter of 2022, for a total consideration of approximately US\$8 million.



### Map of Macau and Zhuhai



#### **New Taipa Ferry Terminal**

- Opened on 1<sup>st</sup> June 2017
- Has annual capacity of 30 million visitors
- 16 berths for passenger ferries, 3 berths for larger ferries and cruise ships
- Heliport with space for 5 helicopters

#### Hong Kong-Zhuhai-Macau Bridge

- Opened on 24<sup>th</sup> October 2018
- The 55-km Hong Kong-Zhuhai-Macao Bridge (HZMB), comprising the 12km Hong Kong Link Road, 29.6km Main Bridge and 13.4km Zhuhai Link Road, is the longest bridge-cum-tunnel sea crossing in the world
- Take only 40 minutes to travel the distance of approximately 42km from Hong Kong Port to Zhuhai Port and Macao Port

#### Macau Light Rapid Transit (LRT) Taipa Line

- The 9.3km Taipa Line will serve 11 stations
- · Commenced service in December 2019
- The Cotai East Light Rail Station is located in front of the Grand Hyatt Macau at City of Dreams.
- The Lotus Checkpoint Light Rail Station is located in front of one of the entrances of Studio City.

### Guangzhou-Zhuhai Intercity Mass Rapid Transit (Hengqin Extension)

- · A 16.9km rail connecting Gongbei and the Hengqin New Area
- There will be six stations including North Wanzai, Wanzai, Shizimen, Financial Island, Hengqin and Hegqin Chimelong
- Hengqin Station will be the second largest underground train station in China, after Futian station in Shenzhen
- The Hengqin station will be connected to the Lotus Border and Macau

  LRT

Source: Zhuhai Municipal Government, Hong Kong Transport and Housing Bureau, Macauhub, MTR Corporation

# **Studio City Phase 1 and 2**

- Studio City is a world-class gaming, retail and entertainment resort located in Cotai, Macau.
- Our cinematically-themed integrated resort provides highly differentiated non-gaming attractions.
- Phase 1 highlights:
  - The world's first figure-8 Ferris wheel;
  - a 5,000-seat live performance arena;
  - approximately 1,600 luxury hotel rooms.
- Phase 2 highlights:
  - Approximately 900 additional luxury hotel rooms and suites;
  - an additional indoor/outdoor water park which is expected to be one of the largest in the world;
  - state-of-the-art MICE space;
  - The construction of Studio City Phase 2 is progressing well. We will be monitoring the markets closely to determine the appropriate time to open and currently anticipate phasing the opening beginning in the second quarter of 2023.



# **City of Dreams Mediterranean**

- City of Dreams Mediterranean, upon completion, is expected to become Europe's largest premier integrated resort.
- The project, upon completion, will be Europe's largest integrated resort with approximately 500 luxury hotel rooms, approximately 10,000 square meters of MICE space, an outdoor amphitheater, a family adventure park, and a variety of fine-dining outlets and luxury retail.









Thank You