

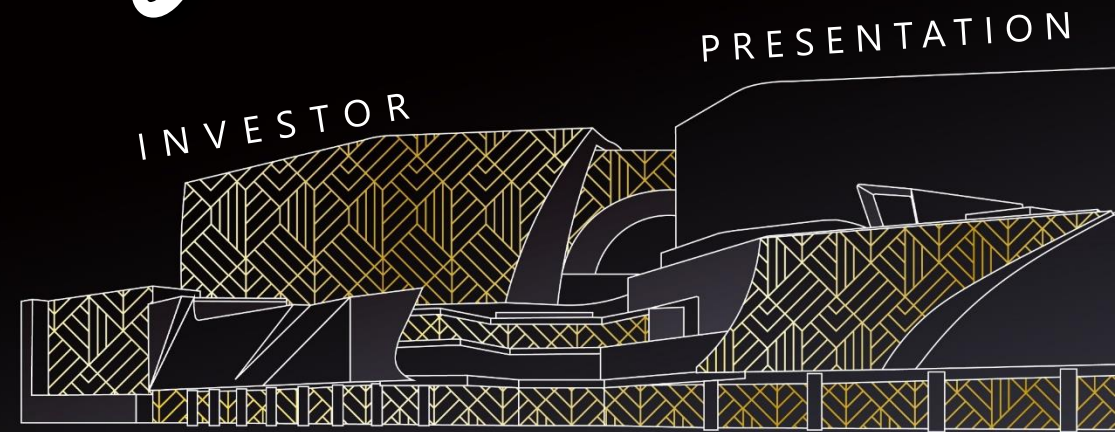


**L E T**  
LEISURE ENTERTAINMENT TASTE

# LET Group Holdings Limited

2023 Interim Results

1383.HK



2023 INTERIM RESULTS

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# 1 GROUP 2023 INTERIM RESULTS

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- 2 COMPANY STRUCTURE
- 3 INVESTMENT HIGHLIGHTS
- 4 ESG

# *Group 2023 Interim Results*



FINANCIAL UPDATE

# 1383.HK 2023 Interim Results Highlights

Group Total Revenue

HK\$ **190.9** million



Consolidated Adjusted EBITDA

HK\$ **21.0** million



Gross Profit from Continuing Operations

HK\$ **85.9** million



Bank Balances & Cash

HK\$ **873.5** million

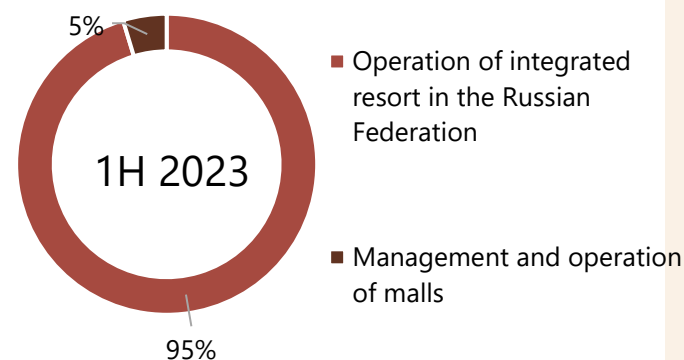


Profit attributable to Equity Holders

HK\$ **584.7** million



Group Revenue Mix (Continuing Operations)



GGR in the Group's integrated resorts

Tigre de Cristal  
1H 2023 GGR

HK\$ **197.0** million



Hoiana  
1H 2023 GGR

HK\$ **891.0** million\*

US\$113.8 million



\*USDHKD exchange rate of approx. 7.83

# 1383.HK 2023 Interim Results Highlights

## **Group 1H 2023: Focus Development on Westside City Project**

- 1H 2023 Group Total Revenue of HK\$190.9 million, up 0.3% YoY
- 1H 2023 Group Consolidated Adjusted EBITDA from continuing operations of HK\$21.0 million, down 58% YoY
- 1H 2023 Profit Attributable to Equity Holders of the Company of HK\$584.7 million, versus a Loss Attributable to Equity Holders of the Company of HK\$(253.0) million in 1H 2022
- Through the Group's subsidiary Suntrust, the Group will focus on the development Westside City Project as top priority

## **Group & Segmental Results**

- 1H 2023 Operations of integrated resort in the Russian Federation contributed revenue of approximately HK\$182.0 million, up 2.3% YoY
- 1H 2023 Management and operation of malls segment revenue of approximately HK\$8.9 million, down 29% YoY
- No revenue has been recorded in the Operation of integrated resort in the Philippines as Westside City Project is still construction in progress

# 1383.HK 2023 Interim Results Highlights

## **Hoiana, Vietnam: Significant Growth in GGR and Adjusted EBITDA; First Reporting Period Without Travel Restrictions**

- 1H 2023 Net Gaming Revenue of US\$29.3 million, up 546% compared to 1H 2022
- 1H 2023 Total Gross Gaming Revenue ("GGR") of US\$113.8 million, up 687% compared 1H 2022
- 1H 2023 Adjusted EBITDA of US\$10.1 million, versus negative US\$(25.8) million in 1H 2022

## **Tigre de Cristal, Russia: Local Mass and Slots Volumes Steady**

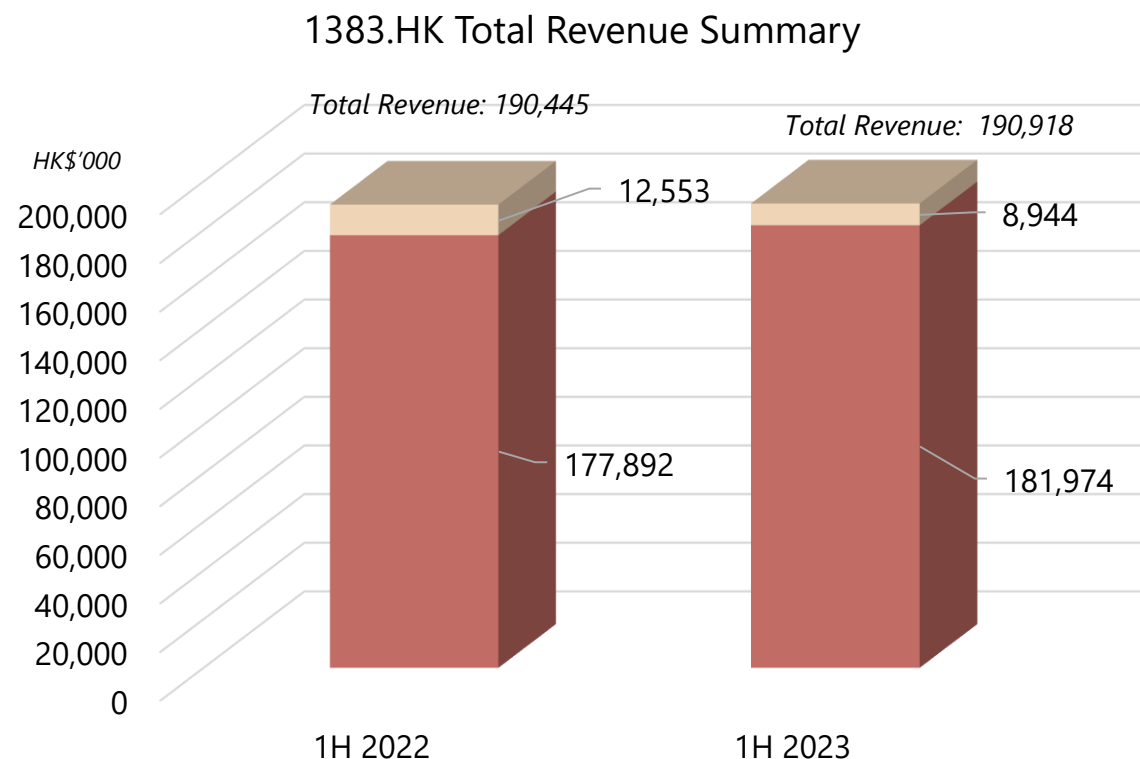
- 1H 2023 Net Revenue from Gaming Operations of HK\$167.3 million, down 0.2% YoY
- 1H 2023 Total GGR of HK\$197.0 million, down 0.6% compared to 1H 2022
- 1H 2023 Adjusted EBITDA of Tigre de Cristal was HK\$57.0 million, down 5% YoY
- Average Hotel Occupancy was 63% during weekends and 30% during weekdays in 1H 2023

## **Balance Sheet:**

- Bank Balances & Cash of HK\$873.5million as of 30 June 2023
- Total Other Borrowings of approximately HK\$150 million as of 30 June 2023
- Gearing ratio was approximately 7.6% as of 30 June 2023 (31 Dec 2022: 29.3%)

# 1383.HK Total Revenue Summary 1H 2023

1383.HK 1H 2023 Total Revenue from Continuing Operations was flat at HK\$190.9 million



- Management and operation of malls
- Operation of integrated resort in the Russian Federation
- Operation of integrated resort in the Philippines

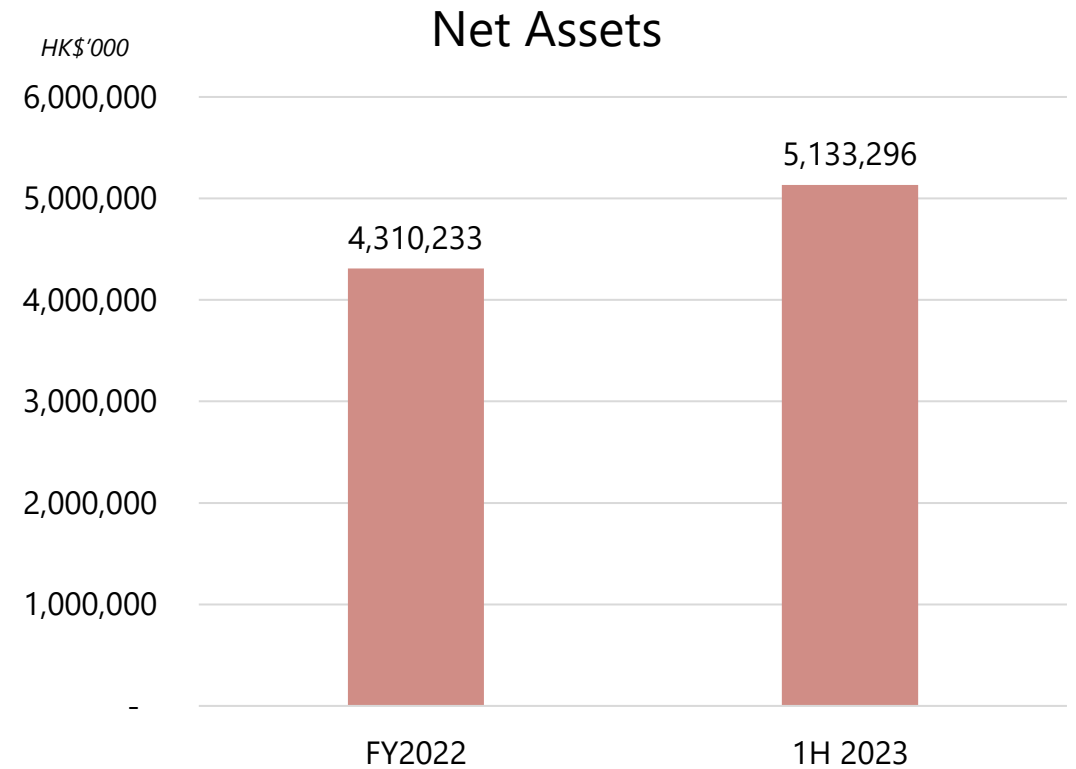
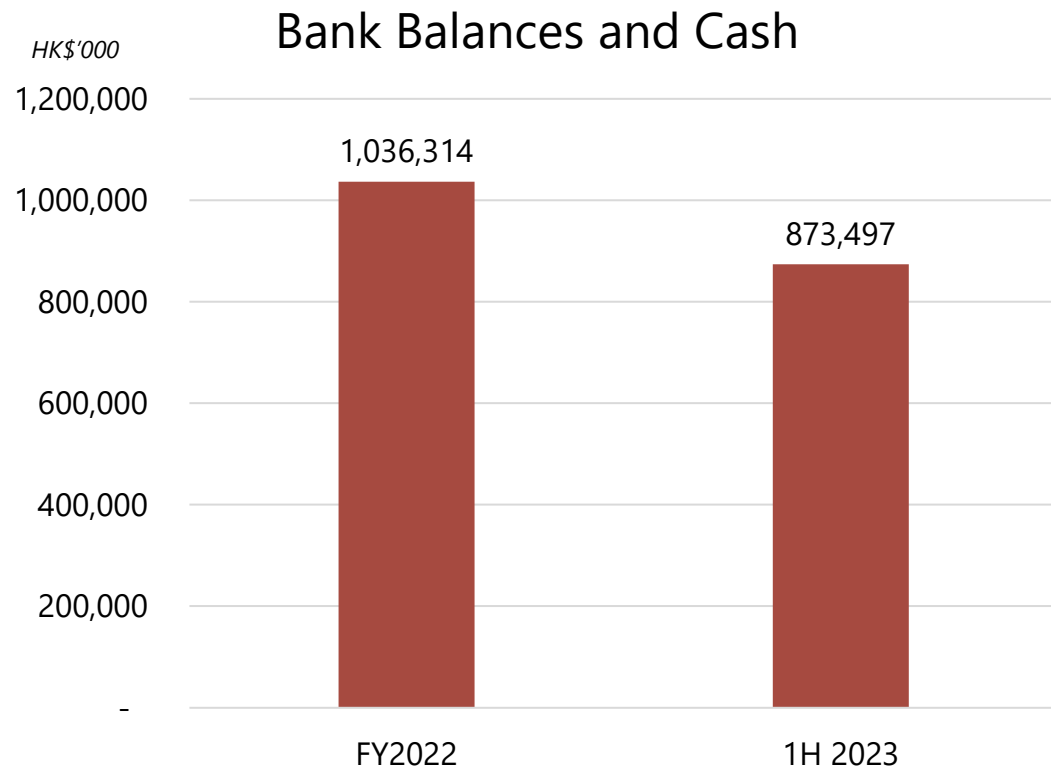
	YoY
Operations of integrated resort in the Philippines	n/a
Operations of integrated resort in the Russian Federation	2%
Management and operation of malls	(29%)
<b>Total Revenue Change</b>	<b>0.3%</b>

<sup>1</sup>Travel related products and services segment and Hotel and integrated resort general consultancy services segment ceased with effect from 1 April 2022, thus no revenue was generated in 1H 2023

<sup>2</sup>The Company disposed the entire interest in Access Achievement Limited on 30 June 2021. Accordingly, part of the property development segment & the entire property leasing segment were discontinued from 30 June 2021.

# Bank Balances & Cash and Net Assets

- **Bank Balances & Cash totalled HK\$873.5 million in 1H 2023 (-16% vs 31 Dec 2022)**
- **Net Assets of HK\$5.1 billion in 1H 2023 (+19% vs 31 Dec 2022)**





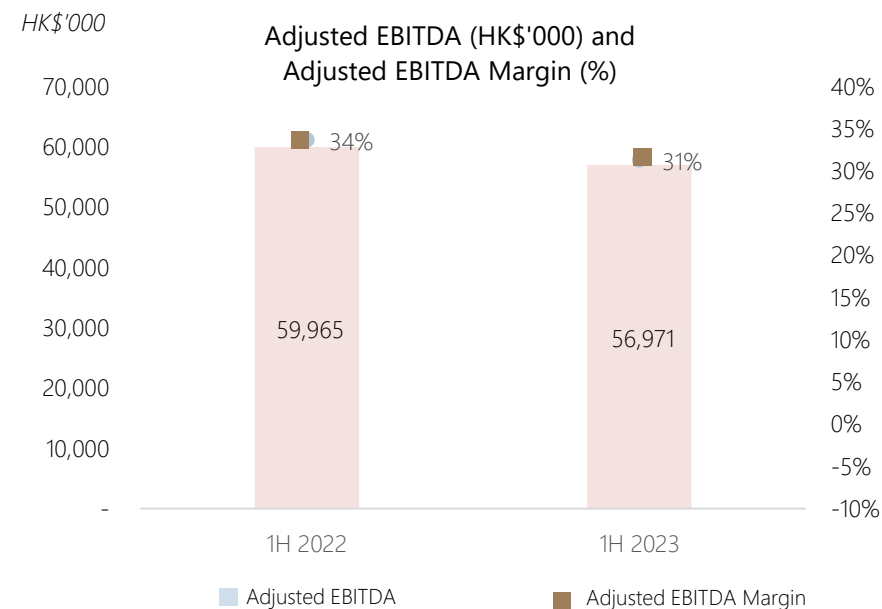
# Russia - Tigre de Cristal 1H 2023 Results



## Tigre de Cristal: Mass Table Drop and Electronic Gaming Volumes Steady Amidst Political Instability

- 1H 2023 Net Revenue from Gaming Operations of HK\$167.3 million, flat versus 1H 2022
- 1H 2023 Total GGR of HK\$197.0 million, flat versus 1H 2022
- 1H 2023 Adjusted EBITDA of Tigre de Cristal was HK\$57.0 million, down 5% YoY
- 1H 2023 VIP Gross Loss was HK\$(0.2) million, compared to nil in 1H 2022
- 1H 2023 Mass Gaming Net Win decreased 9% YoY to HK\$77 million
- 1H 2023 Electronic Gaming Net Win increased 8% YoY to HK\$90 million
- 1H 2023 Non-gaming Revenue increased 43% YoY to HK\$14.7million
- During 1H 2023, average hotel occupancy during weekends was 63% and during weekdays was 30%

Tigre de Cristal	YoY Growth
<b>Net Revenue from Gaming Operations</b>	-0.2%
<b>Gaming</b>	
Mass Net Win	-9%
Electronic Gaming Net Win	+8%
<b>Non-Gaming Revenue</b>	+43%



Non-gaming revenue: refers to revenue from Hotel / F&B / Others

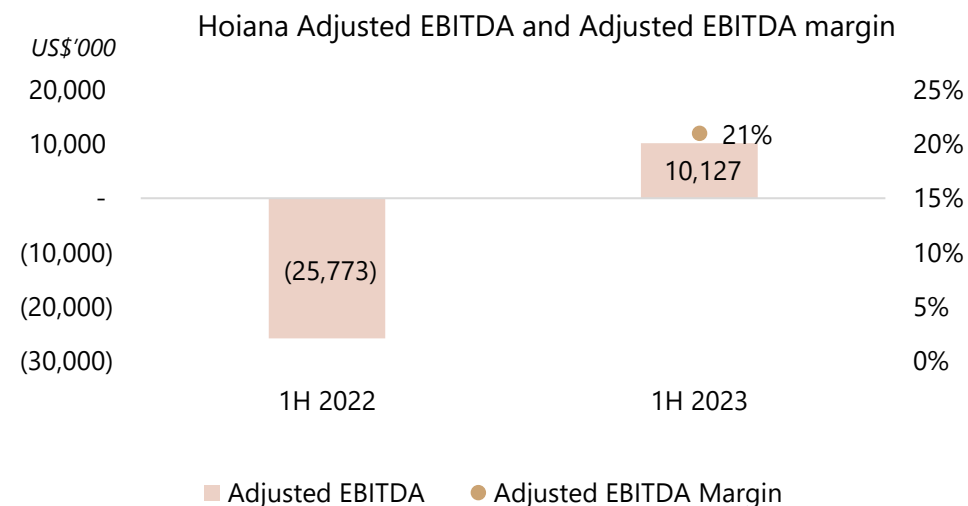
# Vietnam - Hoiana 1H 2023 Results



**Hoiana: First Reporting Period without Travel Restrictions; GGR increased by 687% YoY in 1H 2023 to US\$113.8 million; Demonstrates Hoiana's Quality as a Premium Integrated Resort**

- 1H 2023 Total GGR of US\$113.8 million, up 687% YoY
- 1H 2023 Net Gaming Revenue of US\$29.3 million, up 546% YoY
- 1H 2023 VIP Gross Win was US\$99.7 million, up 869% YoY
- 1H 2023 Mass Gross Win was US\$7.2 million, up 332% YoY
- 1H 2023 Electronic Gaming Gross Win was US\$6.9 million, up 175% YoY
- 1H 2023 Adjusted EBITDA was US\$10.1 million, versus negative US\$(25.8) million in 1H 2022

Hoiana	YoY
VIP Gross win	869%
Mass Gross win	332%
Electronic Gaming Gross Win	175%
<b>Total GGR</b>	<b>687%</b>



# ***Vietnam - Selected marketings events in Hoiana – Miss Hong Kong 2023 contestants filming***



# Philippines - Development Update

## Project Updates:

- Westside City Project construction works going ahead at full steam in Manila.
- Podium level construction is completed; The façade of the podium is ongoing. Efforts are now pivoted to building the hotel tower upwards.
- Soft opening targeted to launch before the end of 2024. Grand opening to be in 2025.

*Latest construction progress at Westside City Project, Philippines (Updated August 2023)*



## 2 COMPANY STRUCTURE

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- 3 INVESTMENT HIGHLIGHTS
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# *Company structure*

LET GROUP HOLDINGS LIMITED

# Simplified Corporate Structure – LET GROUP HOLDINGS LIMITED

## LET Group Holdings Ltd (HKEx: 1383)



## 3 INVESTMENT HIGHLIGHTS

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# Investment Highlights

# Westside City Project

*Manila, the Philippines*





# Westside City Project is Located in the Heart of Entertainment City in Manila

LET Group (1383.HK)



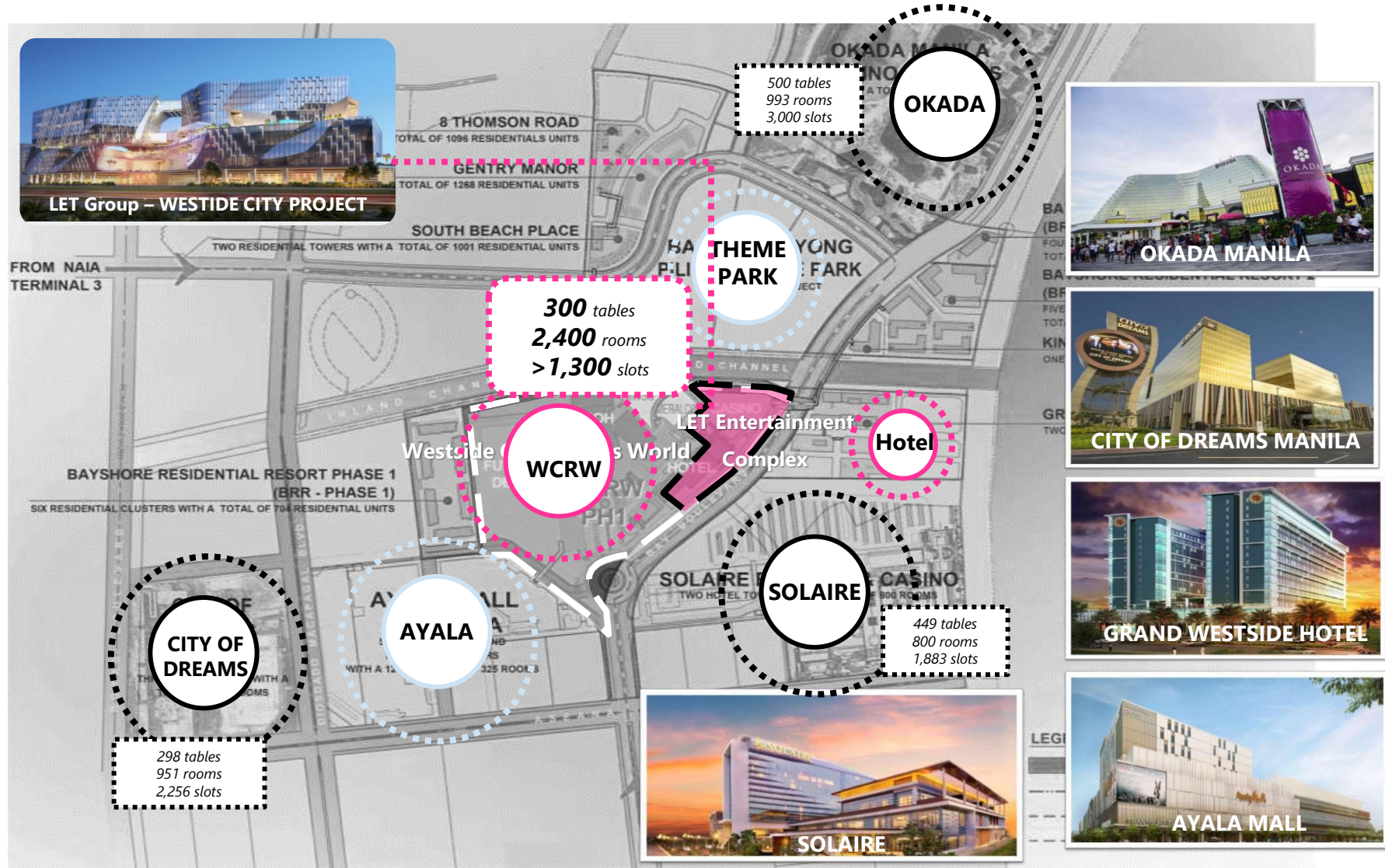
**LET**  
LEISURE ENTERTAINMENT TASTE

51%

Suntrust Resorts Holdings, Inc. (PSE: SUN)

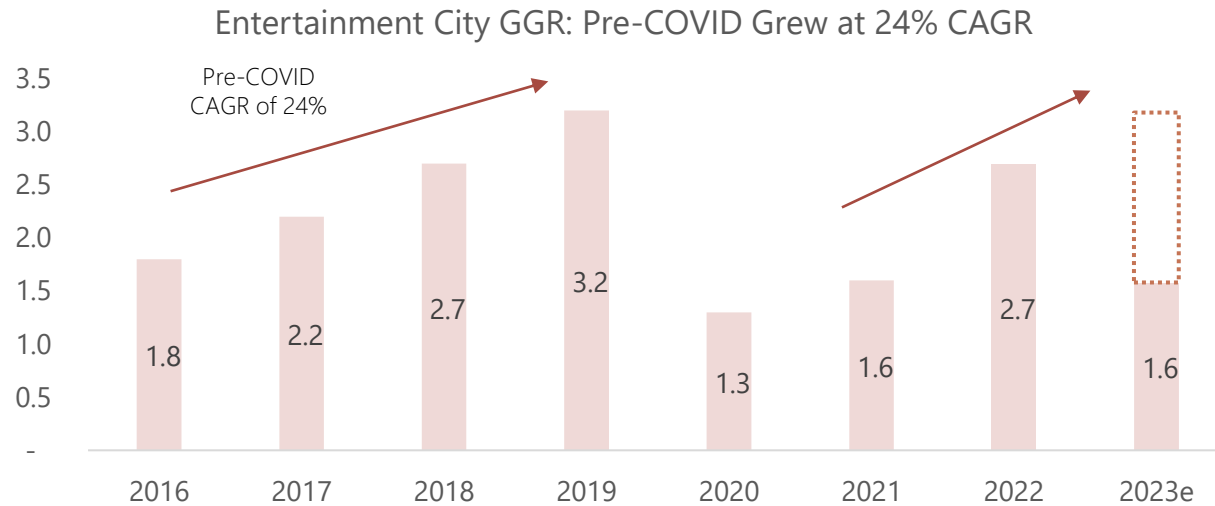
Develops & Operates

Main Hotel Casino at Westside City Project



# The Philippines is the Fastest Growing Gaming Market with Pre-COVID GGR CAGR of 24%

US\$ billions



Source: PAGCOR industry Statistics.

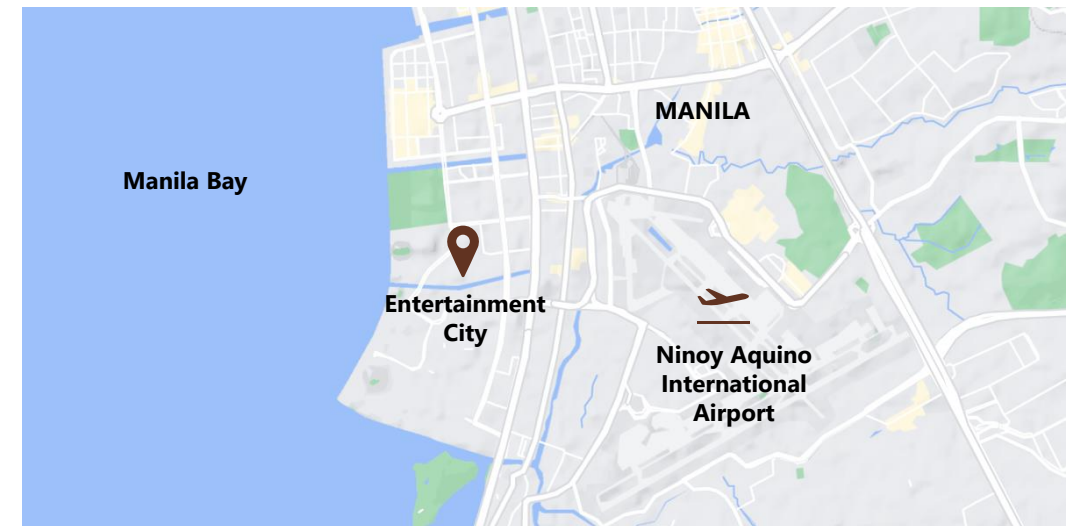
## Why invest in the Philippines?

- 1H 2023 GGR in Entertainment City already reached over US\$1.6b, on track to surpass that of pre-COVID 2019 levels
- The Philippines is the fastest growing gaming market in Asia with pre-COVID CAGR of 24%.
- Strong demand from local Filipinos who are allowed to participate in games of chance
- Popular tourist destination for Asian tourists such as South Koreans, Japanese
- The Philippines government is supportive of the industry

Source: PAGCOR.

## More on PAGCOR and Entertainment City

- Philippine Amusement and Gaming Corporation (PAGCOR) is a government body that operates and regulates gaming operations in the Philippines
- Among other things, PAGCOR grants licenses to private companies to develop and operate integrated resorts, including the Entertainment City
- Entertainment City is only 8-minutes away from Ninoy Aquino International Airport



# Westside City Project Development Summary

## Development

Westside City Project, Manila, Philippines

## Location

Heart of Manila's Entertainment City, 8 minutes to Ninoy Aquino International Airport

## Land area

Total gross floor area of over 200,000 sqm on a piece of land of approx. 44,000 sqm

## Components

### **Main Hotel Casino (to be built by Suntrust)**

- Approximately 300 tables
- More than 1,300 electronic gaming machines
- More than 450 five-star hotel rooms including state-of-the-art party rooms and suites
- Approximately 1,000 car park spaces
- All sorts of amenities that fits our LET theme *Leisure, Entertainment and Taste*, including the privileged LET Club, Cigar and Wine bars, night clubs, Wellness Spa, and a Director's Club

### **Westside (to be built by Westside City Resorts World Inc.)**

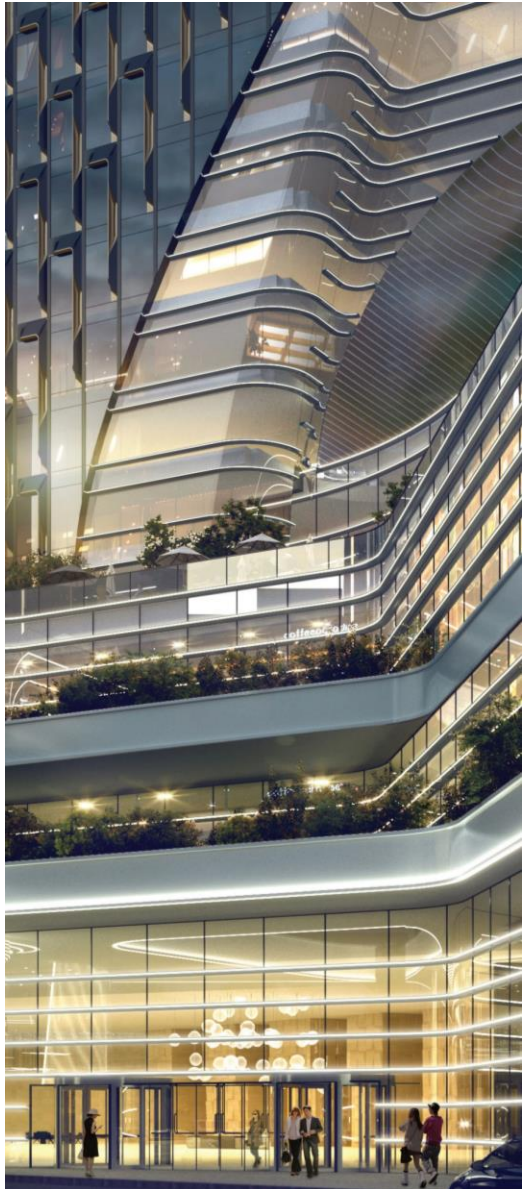
- 1 massive shopping mall
- More than 1,500rooms
- 1 Grand + 3 mini Theatres
- Westside Avenue Restaurant & theatre district
- Approximately 2,000 car park spaces

## Highlights

- Philippines is the best gaming market in Asia outside of Macau
- Complementary relationship: LET Group brings gaming experience. Westside's parent company, Megaworld Corporation, is a well-established real estate developer in the Philippines, with local expertise in building successful local shopping malls



# Westside City Project – Design Preview



# Westside City Project – Design Preview



# *Westside City Project – Construction Progress*



*August, 2023*

# Tigre de Cristal

Vladivostok, Russia





# Operates the largest IR in the Russian Federation

## TIGRE DE CRISTAL, Vladivostok

LET Group (1383.HK)



69.66%

Summit Ascent  
(102.HK)



77.5%

Oriental Regent  
Limited

100%

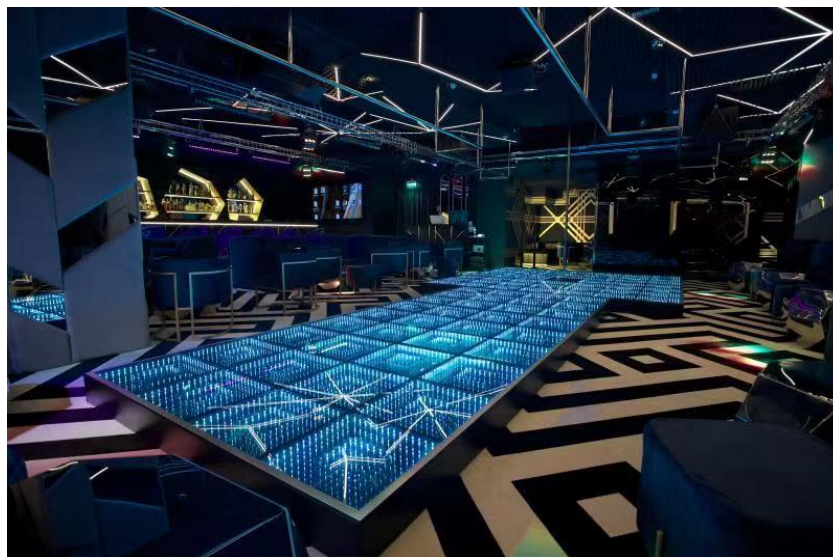
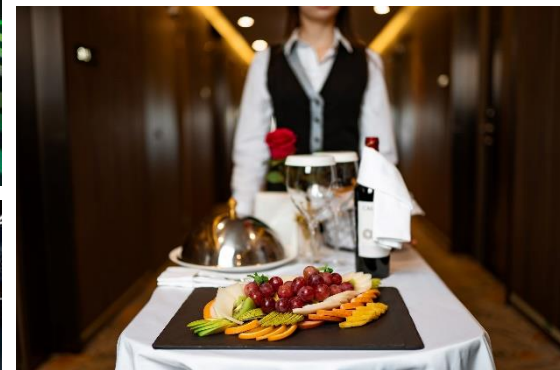
G1 Entertainment  
LLC



Holder of the gaming license  
Tenant under Lot 8, 9 and 10



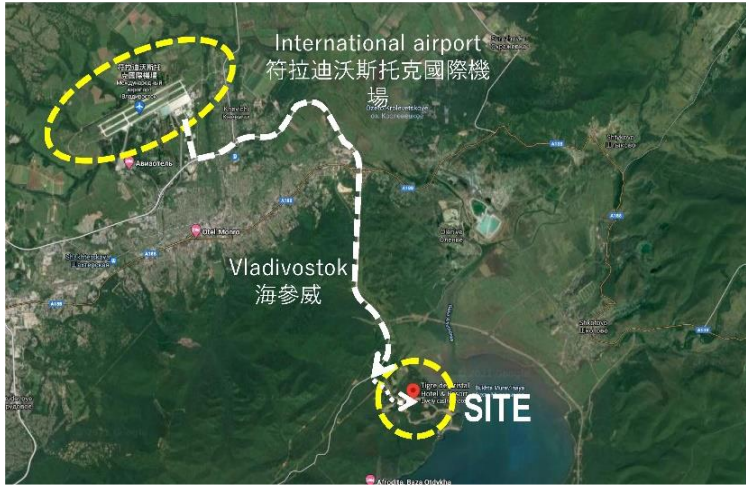
# *Tigre de Cristal – a Russian Far East Lifestyle Destination*



# *Tigre de Cristal – a Russian Far East Gaming Destination*



# Tigre de Cristal is Perfectly Located in IEZ Primorye



- First opened in 2015, Tigre de Cristal is currently one of the largest integrated resorts located in the Primorye Integrated Entertainment Zone in the Russian Far East
- Tigre de Cristal is only a 15 minutes' drive away from Vladivostok International Airport
- Tigre de Cristal holds a gaming license granted by the Russian government for an indefinite period

## About Primorye Integrated Entertainment Zone "IEZ Primorye"

- Primorsky Krai Development Corporation is a government agency that aims to create over 20,000 local jobs, 7,000 hotel rooms bringing in over US\$2.8 billion in total investment into the region
- Currently Tigre de Cristal is built on Lot 9. Lot 8 and 10 are pending development for Phase II onwards



Lot 8: To be developed

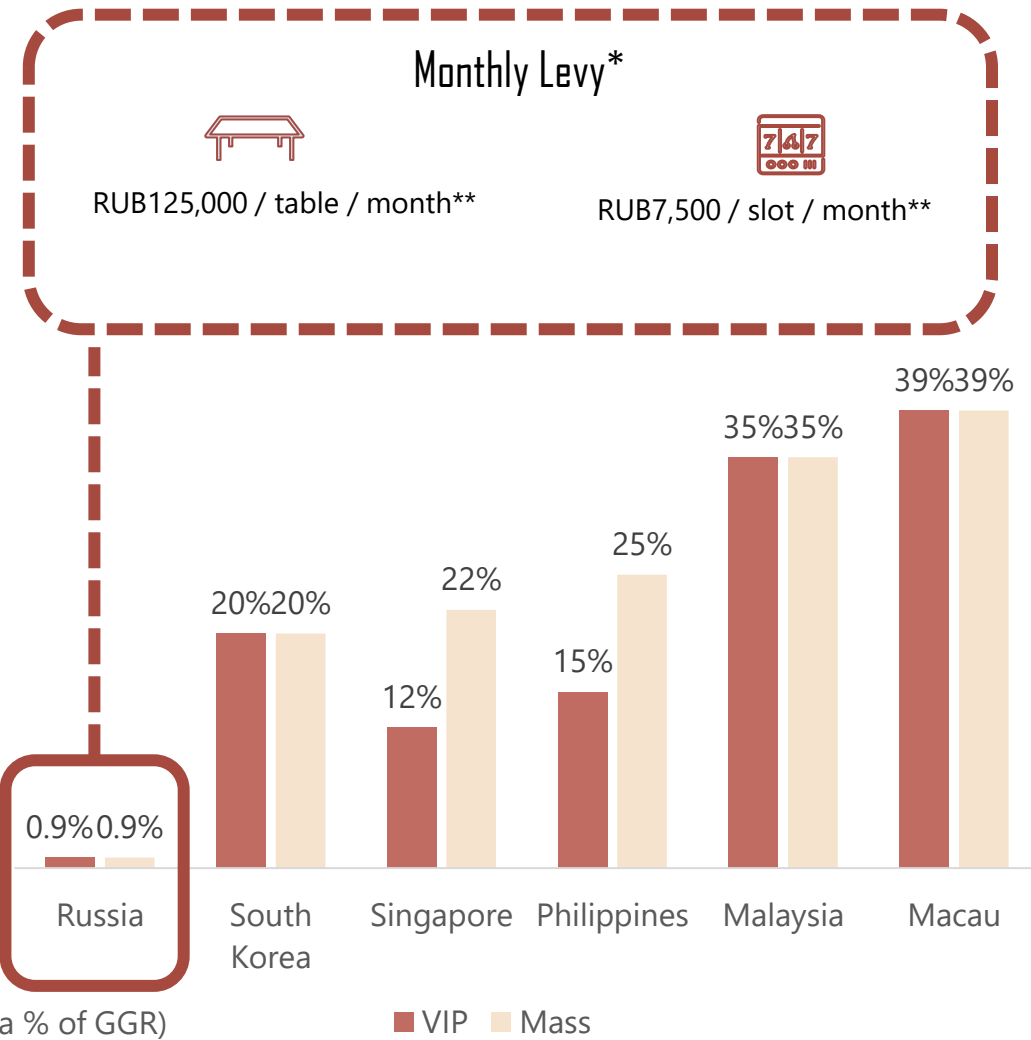
Lot 9: Existing property  
Land size: 90,000 sqm  
GFA: 36,000 sqm

Lot 10: To be developed  
Land size: 150,000 sqm

# Tigre de Cristal Development Summary

Development	Largest integrated resort in the Russian Federation
Location	Vladivostok, Integrated Entertainment Zone (IEZ) in the Russian Far East (Located 15 min from the Vladivostok airport)
Land area	Phase I [Lot 9] Over 90,000 sqm; Phase II [Lot 10] Over 150,000 sqm;
Components	<p><u>Phase I (currently operational)</u></p> <p>[Phase I GFA: 36,000 sqm]</p> <ul style="list-style-type: none"><li>• Five-star hotel with 121 rooms</li><li>• 330 electronic gaming machines</li><li>• 65 tables</li><li>• Four Restaurant &amp; Bars</li><li>• A Spa</li><li>• A Fitness Center</li></ul>

# Vladivostok is One of the Lowest Gaming Tax Jurisdictions in Asia



Source: Tax Code of the Russian Federation, Chapter 29. The Law of the PC No.75 KZ of 6.11.13



# Hoi An

*Hoi An, Vietnam*

# Operates Vietnam's Premium Integrated Resort

## Hoiana The Master Plan

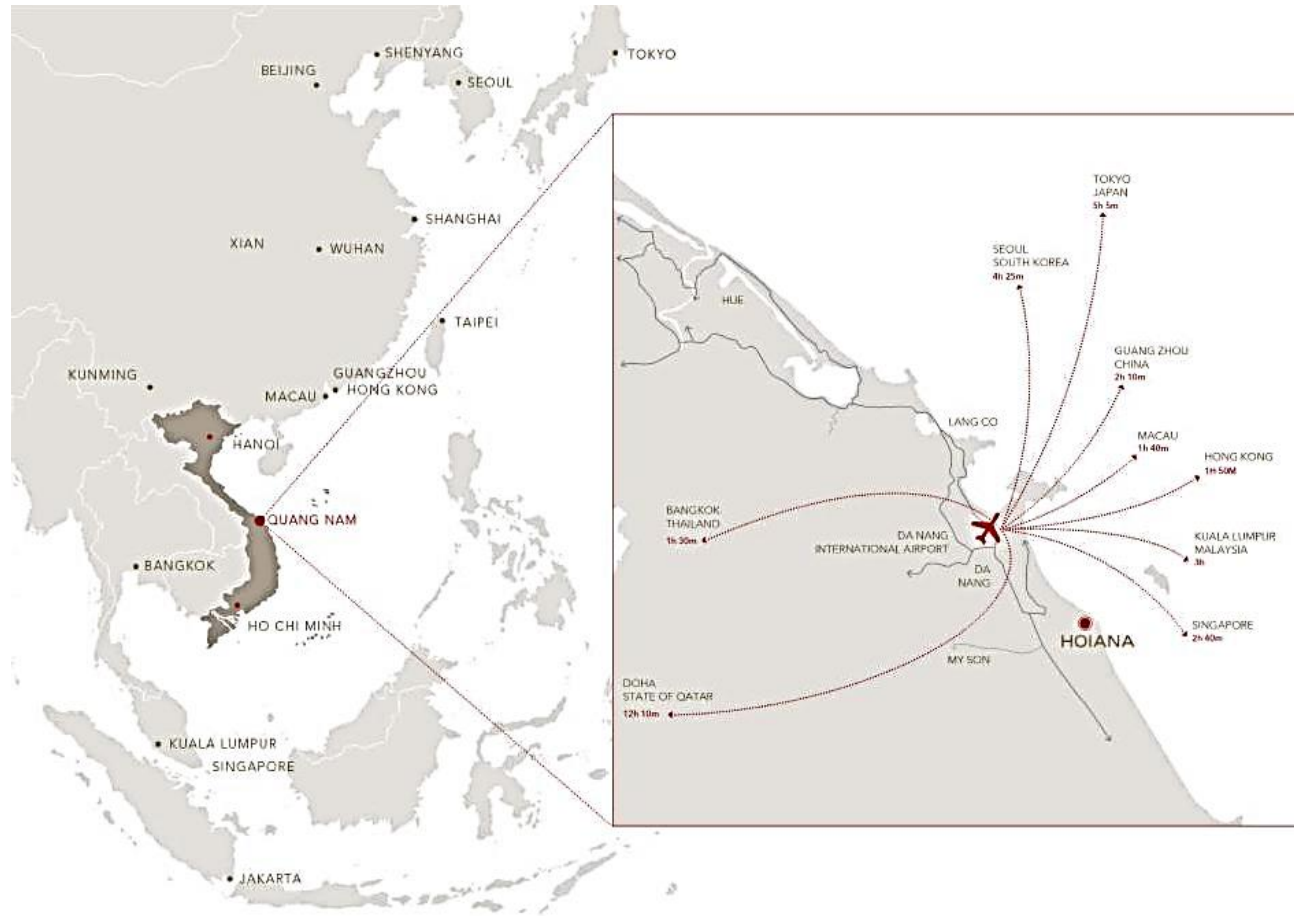


HOIANA

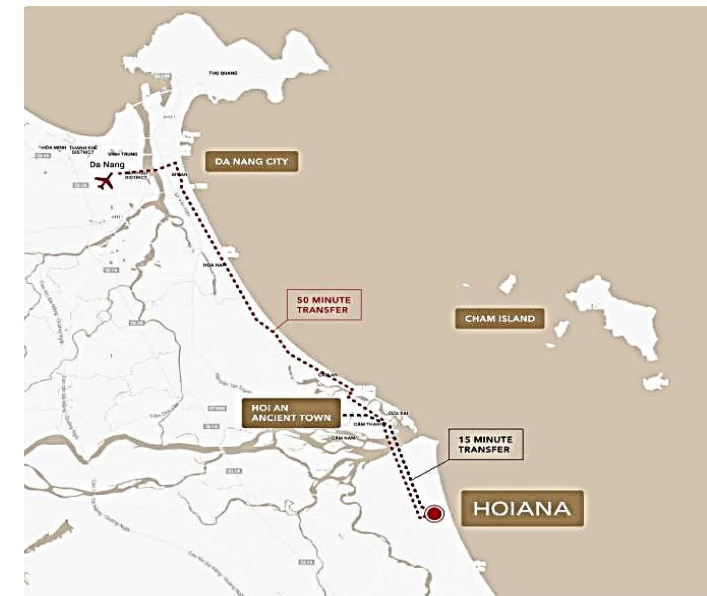




# Hoiana is well-positioned for International Tourism



- International visitors to Vietnam in 1H 2023 reached 5.6 million, +930% YoY but still only equals to 65.7% vs 2019
- International arrivals to Vietnam was 18 million in 2019
- Hoiana is excellently located near UNESCO World Heritage sites and world-class beaches
- A lot of nearby tourist attractions within a one-hour travel radius



# Hoiana Development Summary

<b>Development</b>	HASD is a primary developer of Hoiana, Vietnam's largest casino and integrated resort	
<b>Location</b>	Quang Nam Province, Central Coast Vietnam (30km/30 minutes from Da Nang International Airport and 7km/15 minutes from Hoi An Ancient Town)	
<b>Land area</b>	Approx. 986 ha (10 km <sup>2</sup> ) with 4 km pristine beach frontage	
<b>Components</b>	<b><u>Phase 1:</u></b>	<b><u>Phase 2:</u></b>
	165 hectares First opened on 28 June 2020	<ul style="list-style-type: none"><li>• Multiple beachfront resorts</li><li>• Lake side resorts</li><li>• Lagoon hotels</li><li>• Walking street</li><li>• Duty Free</li><li>• Beach club</li><li>• Diamond lagoon</li><li>• Entertainment and Vietnamese Cultural Villages</li></ul>
	<ul style="list-style-type: none"><li>• Gaming tables 140 tables</li><li>• Electronic gaming machines 330 machines (max 2,000)</li><li>• Hotel rooms 1,000+ rooms</li><li>• Hoiana Shores Golf Club 18 +1 holes</li></ul>	

# Hoiana Phase 1 Brands



ROSEWOOD  
HOI AN

KHOS  
HOIANA

NEW WORLD  
HOIANA HOTEL  
VIETNAM

HOIANA  
HOTEL x SUITES

RESIDENCES  
HOIANA



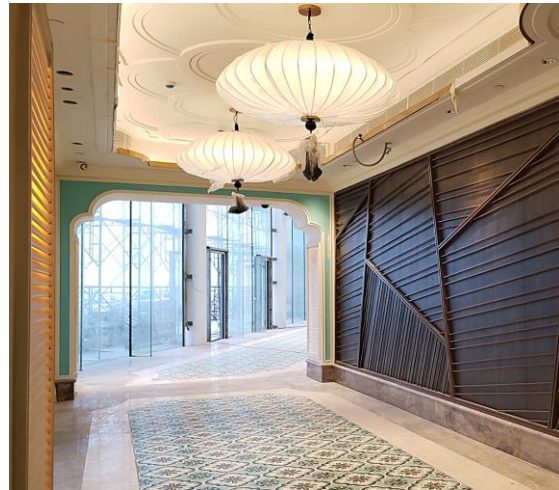
# *Hoiana Shores Golf Course*



# F&B Offerings in Hoiana



# Hoiana – Public Areas



# Hoiana Hotel & Suites



# New World Hoiana Hotel





Cosmetics Shop

*Other Segments*

CASHMERE

# Management and Operation of Shopping Malls

## Dongyang Xinguang



**Name**

Shopping Mall in Zhejiang, China: Phase 1 Shopping Mall of Xinguang Tiandi, Phase 2 Living Mall of Xinguang Tiandi

**Location**

Zhejiang Province

**Description**

Phase 1 & 2, 620 units with a total floor area of over 65,000 m<sup>2</sup>

**Status**

Occupancy rates of Phase 1 & 2 as of 30 June 2023 were approximately 78% and 75%, respectively

## 4 ESG EFFORTS & AWARDS

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# *ESG efforts & Awards*

# Selected Tigre de Cristal Recent CSR Activities



April 13, 2023 - volunteers visited students of the boarding school in Sadgorod, Vladivostok, and congratulated them on the occasion of Easter holiday



April 23, 2023 - volunteers helped the animal shelter "Open Your Heart"



May 13, 2023 - TDC volunteers participated in the planting of cedars in the Leopard Land National Park.



On April 25, 2023, volunteers organised clean-up day and helped clean the territory of the boarding school in Sadgorod, Vladivostok, and on April 26 on the territory of the boarding school in Artyom.



May 26, 2023 - TDC volunteers congratulated children of boarding schools on graduation and handed over gifts for graduates.



May 31, 2023 - the Inclusive Children's Festival "Sports League" took place, volunteers helped with the organization of the sports part of the festival for children with disabilities

# Selected Hoiana Recent CSR Activities



Together with Duy Nghia Commune, Hoiana contributed to the "Fund for the poor" of Duy Nghia Commune, to share and support unprivileged residents in the Lunar New Year 2023



During the charity program before Lunar New Year in Duy Xuyen district (Quang Nam province), Hoiana gave gifts to people in Duy Hai commune and to people in Binh Duong commune



Due to 2-year companionship with Cua Dai Coast Guard, Hoiana donated to the program "Tet of Love, tighten the relationship with people" organised by Cua Dai Coast Guard and other sponsors



Hoiana donated to Heartbeat Vietnam - VinaCapital Foundation with the aim of helping children with congenital heart defects and their families



In February 2023, Hoiana held a charity auction called "Hoiana Love", raising and giving money to COV and Quang Nam Charity Association



To celebrate the Earth Day (April 22), Hoiana sponsored to build electricity poles in the "Light at the border" program organized by the Quang Nam Immigration Department.

# Selected Awards and Recognition (Corporate)



1383.HK

**Best Investor Meeting – Small Cap**

7th HKIRA Awards 2021

2021

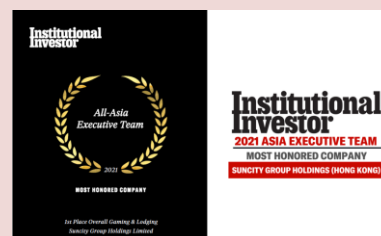


1383.HK

**Best Investor Presentation Material – Small Cap**

7th HKIRA Awards 2021

2021



1383.HK

**Number 1 in Gaming & Lodging Sector & Most Honored Company**

Institutional Investor 2021 All-Asia Executive Rankings

2021



1383.HK

**Best ESG, Ranked 1st Buy-side & Sell-side Combined**

Institutional Investor 2021 All-Asia Executive Rankings

2021



1383.HK

**Best CEO, Ranked 1st Sell-side (Andrew Lo)**

Institutional Investor 2021 All-Asia Executive Rankings

2021



1383.HK

**Named EcoPartner in BOCHK Corporate Environmental Leadership Awards 2020**

Federation of Hong Kong Industries and Bank of China

2021



1383.HK

**Best CFO, Ranked 1st Sell-side**

Institutional Investor 2021 All-Asia Executive Rankings

2021



1383.HK

**Best Investor Relations Company, Ranked 1st Buy-side & Sell-side Combined**

Institutional Investor 2021 All-Asia Executive Rankings

2021



1383.HK

**Best Investor Relations Professional, Ranked 1st Buy-side & Sell-side Combined**

Institutional Investor 2021 All-Asia Executive Rankings

2021



1383.HK

**Best Investor Relations Team, Ranked 1st Buy-side & Sell-side Combined**

Institutional Investor 2021 All-Asia Executive Rankings

2021

# Selected Awards and Recognition (Hoiana)



Hoiana Shores Golf Club  
**Top 100 Golf Course in the World**

Golf World Top 100

2023



Hoiana Shores Golf Club  
**Vietnam's Best Golf Course 2021 Nominees**

World Golf Awards

2022



Hoiana Hotel & Suites  
**Traveller Review Awards 2022**

Booking.com

2022



Hoiana Hotel & Suites  
**Traveller's Choice Award 2022**

Tripadvisor

2022



Hoiana Shores Golf Club  
**Best Golf Course in Vietnam**

Vietnam Golf & Leisure Magazine

2022



Hoiana Shores Golf Club  
**World's Best Golf Clubhouse 2021 Nominees**

World Golf Awards

2022



Hoiana Shores Golf Club  
**The Top 100 Golf Courses in Asia, ranking at 15<sup>th</sup> place**

Golf Travel Korea and Golf Travel China

2022



Hoiana Shores Golf Club  
**GOLD Award Of Excellence – Best Course in Vietnam**

Asian Golf Awards

2022



Hoiana Resort & Golf  
**GOLD Award Of Excellence – Best Gold Resort in Asia**

Asian Golf Awards

2022



Hoiana Hotel & Suites  
**Best F&B Hotel 2022**

Vietnam Golf & Leisure Awards

2022

# Selected Awards and Recognition (Summit Ascent & Tigre de Cristal)



Tigre de Cristal  
**Russia's Best Casino Hotel  
 2021**

Worlds Casino Awards

2021

Asiamoney

Most Outstanding Company in  
 Hong Kong – Casinos & Gaming  
 Sector

Summit Ascent (102.HK)  
**Most Outstanding Company  
 in Hong Kong - Casinos &  
 Gaming Sector**

Asiamoney - Asia's Outstanding  
 Companies Poll 2021

2021

**Institutional  
 Investor**  
**2021 ASIA  
 EXECUTIVE TEAM**

Summit Ascent (102.HK)  
**Best CEO, Ranked 3rd Sell-  
 side (Andrew Lo)**

Institutional Investor 2021  
 All-Asia Executive Rankings

2021

**Institutional  
 Investor**  
**2021 ASIA  
 EXECUTIVE TEAM**

Summit Ascent (102.HK)  
**Best ESG, Ranked 3rd Buy-  
 side & Sell-side Combined**

Institutional Investor 2021  
 All-Asia Executive Rankings

2021

**Institutional  
 Investor**  
**2021 ASIA  
 EXECUTIVE TEAM**

Summit Ascent (102.HK)  
**Best Investor Relations  
 Company, Ranked 3rd Buy-  
 side & Sell-side Combined**

Institutional Investor 2021  
 All-Asia Executive Rankings

2021

**Institutional  
 Investor**  
**2021 ASIA  
 EXECUTIVE TEAM**

Summit Ascent (102.HK)  
**Honored Company**

Institutional Investor 2021  
 All-Asia Executive Rankings

2021



Summit Ascent (102.HK)  
**Best IR Company – Small  
 Cap**

7th HKIRA Awards 2021

2021



Tigre de Cristal  
**Corporate Travel Awards 2020  
 (Hotel Resort of the Year)**

CEO Today Magazine

2020



Tigre de Cristal  
**Winner of the XVI Business  
 Prize of Primorsky Krai  
 (Company of the Year 2019)**

Zolotoy Rog

2019

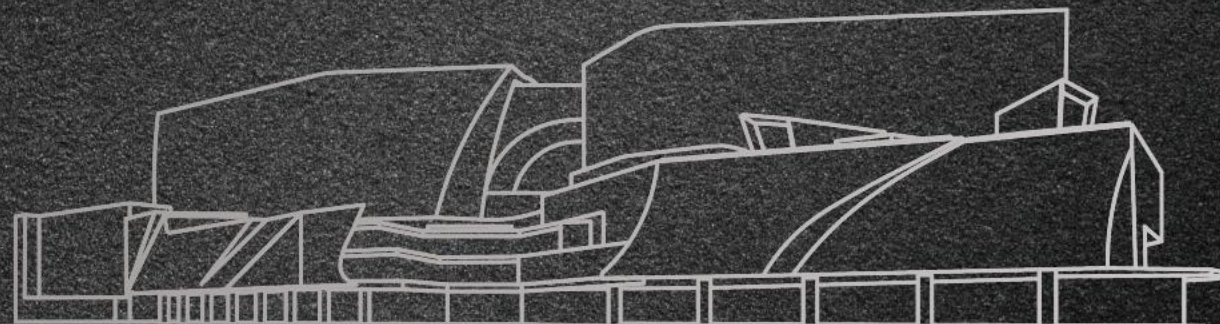


Tigre de Cristal  
**Top 5 Nominees of "Russia's  
 Leading Resort 2019"**

World Travel Awards

2019





# Thanks

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