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## **SJM Holdings Announces Selected Unaudited Q1 2023 Results Enters Post-pandemic Era with Positive EBITDA**

(Hong Kong, 15 May 2023) 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 2023 (“Q1 2023”).

### **2023 FIRST QUARTER HIGHLIGHTS (UNAUDITED)**

- Net gaming revenue<sup>1</sup> of the Group increased in Q1 2023 to HK\$3,705 million, as compared with HK\$2,350 million in Q1 2022.
- Adjusted EBITDA<sup>2</sup> of the Group in Q1 2023 was HK\$31 million, as compared with negative HK\$474 million in Q1 2022.
- Adjusted EBITDA Margin<sup>3</sup> of the Group in Q1 2023 was 0.8%, as compared with negative 18.7% in Q1 2022.
- Loss attributable to owners of the Company was HK\$869 million in Q1 2023, as compared with a loss of HK\$1,282 million in Q1 2022.
- Grand Lisboa Palace’s gross revenue in Q1 2023 was HK\$474 million, including gross gaming revenue of HK\$310 million and non-gaming revenue of HK\$164 million, as compared with gross gaming revenue HK\$156 million and non-gaming revenue HK\$115 million in Q1 2022, whilst its Adjusted Property EBITDA<sup>4</sup> was negative HK\$230 million, as compared with negative HK\$216 million in Q1 2022.
- Grand Lisboa’s gross revenue in Q1 2023 was HK\$992 million including gross gaming revenue HK\$928 million and non-gaming revenue HK\$64 million, as compared with gross gaming revenue HK\$551 million and non-gaming revenue HK\$41 million in Q1 2022, whilst its Adjusted Property EBITDA was HK\$156 million, as compared with negative HK\$128 million in Q1 2022.

## 2023 FIRST QUARTER HIGHLIGHTS (UNAUDITED) (CONTINUED)

- The Group had HK\$4,776 million of cash, bank balances, short-term bank deposits and pledged bank deposits and HK\$28,518 million of debt as at 31 March 2023.
- On 20 June 2022 the Group completed a refinancing of its syndicated banking facilities, consisting of a HK\$9 billion term loan and a HK\$10 billion revolving credit, of which HK\$3.3 billion is undrawn as of 31 March 2023.

- <sup>1</sup> Net gaming revenue is gross gaming revenue less commissions and incentives
- <sup>2</sup> Adjusted EBITDA is earnings or losses after adjustment for non-controlling interests and before accounting for interest income and expense, tax, depreciation and amortisation, donations, loss on disposal/write-off of property and equipment, bank charges for bank loans, loss on modification on a bank loan, sub-concession fee income and pre-opening expenses
- <sup>3</sup> Adjusted EBITDA Margin is Adjusted EBITDA divided by total net revenue (net gaming revenue plus hotel, catering, retail, leasing and related services revenue)
- <sup>4</sup> Adjusted Property EBITDA is earnings or losses before accounting for interest income and expense, tax, depreciation and amortisation, donations, loss on disposal/write-off of property and equipment, bank charges for bank loans, loss on modification on a bank loan, sub-concession fee income, pre-opening expenses and corporate costs, and before elimination of inter-company consumption

## Year-to-Date Comparison (unaudited)

	Three months ended 31 March		
	2023 <i>HK\$ million</i>	2022 <i>HK\$ million</i>	Increase
Total net revenue	<b>4,000</b>	2,538	<b>57.6%</b>
Net gaming revenue	<b>3,705</b>	2,350	<b>57.7%</b>
Loss attributable to owners of the Company	<b>(869)</b>	(1,282)	<b>32.2%</b>
Adjusted EBITDA	<b>31</b>	(474)	<b>106.5%</b>
Adjusted EBITDA Margin	<b>0.8%</b>	(18.7%)	<b>19.5pts</b>

Gaming revenue, net of commissions and incentives of HK\$183 million (Q1 2022: HK\$191 million), earned by SJM Resorts, S.A., a subsidiary of the Company, was HK\$3,705 million in Q1 2023, an increase of 57.7% from Q1 2022.

During Q1 2023, the Group's VIP gross gaming revenue was HK\$201 million, a decrease of 41.6% from HK\$344 million in Q1 2022, mass market gross gaming revenue was HK\$3,435 million, an increase of 67.0% from HK\$2,058 million, and slot machine gross gaming revenue was HK\$252 million, an increase of 81.3% from HK\$139 million.

The Group's total net revenue during Q1 2023 of HK\$4,000 million included hotel, catering, retail, leasing and related services revenue of HK\$295 million (Q1 2022: HK\$188 million).

The following tables summarise the results of Self-promoted and Satellite Casinos' activity:

	<b>Three months ended 31 March</b>		
	<b>2023</b> <i>HK\$ million</i>	2022 <i>HK\$ million</i>	<b>Increase/ (Decrease)</b>
VIP Gross Gaming Revenue	<b>201</b>	344	<b>(41.6%)</b>
Mass Market Gross Gaming Revenue	<b>3,435</b>	2,058	<b>67.0%</b>
Slot Machine Gross Gaming Revenue	<b>252</b>	139	<b>81.3%</b>
Gross Gaming Revenue	<b>3,888</b>	2,541	<b>53.0%</b>
Commissions and incentives	<b>(183)</b>	(191)	<b>(4.2%)</b>
Net Gaming Revenue	<b>3,705</b>	2,350	<b>57.7%</b>

<b>Casino Grand Lisboa Palace Statistics</b>				
	<b>Three months ended 31 March</b>			
	<b>2023</b> <i>HK\$ million</i>	2022 <i>HK\$ million</i>	<b>Variance</b> <i>HK\$ million</i>	<b>%</b>
Revenues:				
VIP	<b>89</b>	—	<b>89</b>	<b>—%</b>
Mass Market	<b>181</b>	141	<b>40</b>	<b>28.4%</b>
Slot	<b>40</b>	15	<b>25</b>	<b>166.7%</b>
Gross Gaming Revenues	<b>310</b>	156	<b>154</b>	<b>98.7%</b>
Rolling Chip Volume	<b>4,078</b>	—	<b>4,078</b>	<b>—%</b>
Win	<b>89</b>	—	<b>89</b>	<b>—%</b>
Hold %	<b>2.2%</b>	—	<b>—</b>	<b>2.2pts</b>
Non-Rolling Volume	<b>1,338</b>	905	<b>433</b>	<b>47.8%</b>
Mass Table Win	<b>181</b>	141	<b>40</b>	<b>28.4%</b>
Non-Rolling Chip Win %	<b>13.5%</b>	15.5%	<b>—</b>	<b>(2.0pts)</b>
Slot Handle	<b>818</b>	339	<b>479</b>	<b>141.3%</b>
Slot Win	<b>40</b>	15	<b>25</b>	<b>166.7%</b>
Slot Win %	<b>4.9%</b>	4.6%	<b>—</b>	<b>0.3pts</b>

### Casino Grand Lisboa Statistics

	Three months ended 31 March			
	2023 <i>HK\$ million</i>	2022 <i>HK\$ million</i>	Variance <i>HK\$ million</i>	%
Revenues:				
VIP	85	240	(155)	(64.6%)
Mass Market	746	269	477	177.3%
Slot	97	42	55	131.0%
Gross Gaming Revenues	<u>928</u>	<u>551</u>	<u>377</u>	<u>68.4%</u>
Rolling Chip Volume	3,948	5,709	(1,761)	(30.8%)
Win	85	240	(155)	(64.6%)
Hold %	2.2%	4.2%	—	(2.0pts)
Non-Rolling Volume	4,098	1,216	2,882	237.0%
Mass Table Win	746	269	477	177.3%
Non-Rolling Chip Win %	18.2%	22.1%	—	(3.9pts)
Slot Handle	1,854	802	1,052	131.2%
Slot Win	97	42	55	131.0%
Slot Win %	5.2%	5.3%	—	(0.1pts)

### Other Self-promoted Casino Statistics

	Three months ended 31 March			
	2023 <i>HK\$ million</i>	2022 <i>HK\$ million</i>	Variance <i>HK\$ million</i>	%
Revenues:				
Mass Market	866	313	553	176.7%
Slot	75	39	36	92.3%
Gross Gaming Revenues	<u>941</u>	<u>352</u>	<u>589</u>	<u>167.3%</u>
Non-Rolling Volume	5,927	2,333	3,594	154.1%
Mass Table Win	866	313	553	176.7%
Non-Rolling Chip Win %	14.6%	13.4%	—	1.2pts
Slot Handle	1,711	775	936	120.8%
Slot Win	75	39	36	92.3%
Slot Win %	4.4%	5.0%	—	(0.6pts)

### Satellite Casino Statistics

	Three months ended 31 March			
	2023 <i>HK\$ million</i>	2022 <i>HK\$ million</i>	Variance <i>HK\$ million</i> %	
Revenues:				
VIP	27	104	(77)	(74.0%)
Mass Market	1,642	1,335	307	23.0%
Slot	40	43	(3)	(7.0%)
Gross Gaming Revenues	1,709	1,482	227	15.3%

The following table summarises the key results for the Group:

	Adjusted Property EBITDA for the Group			
	Three months ended 31 March			
	2023 <i>HK\$ million</i>	2022 <i>HK\$ million</i> <i>(restated)</i>	Variance <i>HK\$ million</i> %	
Grand Lisboa Palace	(230)	(216)	(14)	(6.5%)
Grand Lisboa	156	(128)	284	221.9%
Other Self-promoted <sup>1</sup>	262	(101)	363	359.4%
Satellite <sup>2</sup>	(105)	34	(139)	(408.8%)
Total	83	(411)	494	120.2%

<sup>1</sup> Casino Lisboa, Casino Oceanus at Jai Alai (including the gaming area in the Jai Alai Building), and Jai Alai Hotel, Share of Ponte 16 and other non-gaming area. (Casino Eastern and Casino Taipa were closed on 27 December 2022.)

<sup>2</sup> Nine satellite casinos as at 31 March 2023. (Five satellite casinos were closed on 27 December 2022.)

The following table summarises the results of hotel room activity:

<b>Hotel Statistics</b>				
	<b>Three months ended 31 March</b>			
	<b>2023</b>	2022	<b>Variance</b>	
	<b>HK\$</b>	<b>HK\$</b>	<b>HK\$</b>	<b>%</b>
<b>Occupancy %</b>				
Grand Lisboa Palace Resort <sup>1</sup>	<b>83.7%</b>	39.9%	—	<b>43.8pts</b>
Grand Lisboa Hotel	<b>85.3%</b>	52.4%	—	<b>32.9pts</b>
Jai Alai Hotel	<b>92.6%</b>	60.9%	—	<b>31.7pts</b>
Sofitel at Ponte 16	<b>84.5%</b>	44.4%	—	<b>40.1pts</b>
<b>Average Daily Rate (ADR)</b>				
Grand Lisboa Palace Resort <sup>1</sup>	<b>1,368</b>	926	<b>442</b>	<b>47.7%</b>
Grand Lisboa Hotel	<b>901</b>	671	<b>230</b>	<b>34.3%</b>
Jai Alai Hotel	<b>198</b>	170	<b>28</b>	<b>16.5%</b>
Sofitel at Ponte 16	<b>1,218</b>	470	<b>748</b>	<b>159.1%</b>
<b>Revenue per Available Room (RevPAR)</b>				
Grand Lisboa Palace Resort <sup>1</sup>	<b>1,145</b>	369	<b>776</b>	<b>210.3%</b>
Grand Lisboa Hotel	<b>768</b>	352	<b>416</b>	<b>118.2%</b>
Jai Alai Hotel	<b>183</b>	104	<b>79</b>	<b>76.0%</b>
Sofitel at Ponte 16	<b>1,030</b>	209	<b>821</b>	<b>392.8%</b>

<sup>1</sup> Grand Lisboa Palace Resort included two hotel towers – the Grand Lisboa Palace and THE KARL LAGERFELD.

Capital expenditure of the Group during Q1 2023 was HK\$32 million, which was primarily for construction in progress and furniture, fixtures and equipment.

Ms. Daisy Ho, Chairman of SJM Holdings Limited and Managing Director of SJM Resorts, S.A., commented, “In the first quarter of 2023, after several years facing challenges caused by the pandemic, SJM has turned an important corner by returning to positive Adjusted EBITDA. Our revenues from both gaming and non-gaming activities showed important gains during the quarter, and we expect that our team’s efforts will pay off further in future, especially as our Grand Lisboa Palace Resort with all of its features ramps up into a growing market. Indeed, as early results for the second quarter of 2023 indicate, we are justifiably optimistic about the future of SJM and of Macau.”

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

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