

Monthly Results of TRLEI (December, 2018)

	Unit	1st quarter	2nd quarter	3rd quarter	October	November	December	4th quarter	Cumulative for 12 months
VIP (1)	Ending number of VIP gaming tables	No. of tables	143	157	153	147	141	148	148
	VIP rolling chip volume (2)	Million PHP	57,703	143,495	100,467	35,031	35,818	40,576	111,425
	VIP rolling chip win (3)	Million PHP	2,007	3,870	2,989	1,248	1,454	1,083	3,784
	VIP rolling chip win rate	%	3.48%	2.70%	2.98%	3.56%	4.06%	2.67%	3.40%
Mass Market (4)	Ending number of mass gaming tables (4)	No. of tables	212	235	232	235	231	235	235
	Mass table drop (5)	Million PHP	3,459	3,880	4,429	1,531	1,525	1,662	4,718
	Mass table games win (3)	Million PHP	1,368	1,546	1,778	720	763	666	2,149
	Mass table games win rate	%	39.6%	39.8%	40.1%	47.0%	50.0%	40.1%	45.5%
	Ending number of gaming machines	No. of machines	2,434	2,800	2,743	2,743	2,739	2,725	2,725
	Gaming machine handle (6)	Million PHP	24,815	29,101	31,862	10,259	10,994	12,885	34,138
	Gaming machine win (3)	Million PHP	1,607	1,804	2,140	709	695	773	2,177
	Gaming machine win rate	%	6.5%	6.2%	6.7%	6.9%	6.3%	6.0%	6.4%
Hotel	Average daily room rate (ADR)	PHP	8,157	8,259	8,796	9,241	9,556	10,514	9,777
	Hotel occupancy rate	%	97.1%	99.7%	98.7%	97.7%	97.4%	97.7%	97.6%
	Revenue per available room (RevPAR) (7)	PHP	7,923	8,231	8,684	9,032	9,308	10,271	9,543
Gross gaming revenue	Million PHP	4,982	7,220	6,907	2,676	2,912	2,522	8,110	27,220
	VIP table games	Million PHP	2,007	3,870	2,989	1,248	1,454	1,083	3,784
	Mass market table games	Million PHP	1,368	1,546	1,778	720	763	666	2,149
	Gaming machine	Million PHP	1,607	1,804	2,140	709	695	773	2,177
Non-gaming revenue (hotel, food & beverage, retail and entertainment)	Million PHP	323	393	417	147	176	299	622	1,754
Total revenue	Million PHP	5,305	7,613	7,324	2,823	3,088	2,821	8,732	28,974
Adjusted segment EBITDA (8)	Million PHP	40.3	168.1	555.2	370.6	527.8	474.9	1,373.4	2,137.0

(Note) Unit: PHP = Philippine Peso

(1) VIP customers play on a rolling chip program, and who typically play in dedicated VIP rooms or gaming areas.

(2) Rolling chip volume is the total volume in the quarter of special chips for VIP wagered and lost by the rolling chip segment.

(3) Win calculated by a combination of each volume (rolling chip volume or table drop or gaming machine handle) and each win rate.

It is shown before gaming taxes, discounts, commissions and the allocation of casino revenues to rooms, food and beverage and other revenues for services provided to casino customers on a complimentary basis.

(4) Mass market customers play table games and slot machines on public gaming floors for cash stakes that are typically lower than those in the VIP segment.

(5) Mass table drop is the amount of cash to purchase gaming chips that is deposited in a gaming table's drop box.

(6) Gaming machine handle is the total amount wagered in gaming machines.

(7) RevPAR calculated by dividing total room revenues including retail value of promotional allowances by total rooms available, thereby representing a combination of hotel average daily room rates and occupancy.

(8) Adjusted segment EBITDA = Operating profit/loss + Depreciation and amortization + Other adjustments

Monthly Revenue and Property Visitors (2018)

