

# Monthly Results of TRLEI (March 2019)

	Unit	1st quarter of fiscal year ending December 31, 2018	March 2018	1st quarter of fiscal year ending December 31, 2019	January 2019	February 2019	March 2019 <sup>(9)</sup>	
<b>VIP</b> <sup>(1)</sup>	Ending number of VIP gaming tables	No. of tables	143	143	173	148	151	173
	VIP rolling chip volume <sup>(2)</sup>	Million PHP	57,703	26,410	130,960	49,648	29,342	51,970
	VIP rolling chip win <sup>(3)</sup>	Million PHP	2,007	944	4,927	2,285	969	1,673
	VIP rolling chip win rate	%	3.48%	3.58%	3.76%	4.60%	3.30%	3.22%
<b>Mass Market</b> <sup>(4)</sup>	Ending number of mass gaming tables	No. of tables	212	212	228	228	236	228
	Mass table drop <sup>(5)</sup>	Million PHP	3,459	1,168	4,690	1,605	1,442	1,642
	Mass table games win <sup>(3)</sup>	Million PHP	1,368	473	2,198	786	699	714
	Mass table games win rate	%	39.6%	40.5%	46.9%	48.9%	48.4%	43.5%
	Ending number of gaming machines	No. of machines	2,434	2,434	2,681	2,717	2,693	2,681
	Gaming machine handle <sup>(6)</sup>	Million PHP	24,815	8,687	35,475	12,096	10,746	12,634
	Gaming machine win <sup>(3)</sup>	Million PHP	1,607	546	2,392	771	710	911
	Gaming machine win rate	%	6.5%	6.3%	6.7%	6.4%	6.6%	7.2%
<b>Hotel</b>	Average daily room rate (ADR)	PHP	8,157	8,137	9,822	9,865	9,785	9,815
	Hotel occupancy rate	%	97.1%	95.0%	95.5%	93.2%	95.7%	97.4%
	Revenue per available room (RevPAR) <sup>(7)</sup>	PHP	7,923	7,727	9,376	9,195	9,366	9,562
<b>Property visitors</b>	Visitors	1,066,620	361,386	1,382,300	471,609	436,205	474,486	
<b>Gross gaming revenue</b>	Million PHP	<b>4,982</b>	<b>1,964</b>	<b>9,517</b>	<b>3,841</b>	<b>2,378</b>	<b>3,297</b>	
VIP table games	Million PHP	2,007	944	4,927	2,285	969	1,673	
Mass market table games	Million PHP	1,368	473	2,198	786	699	714	
Gaming machine	Million PHP	1,607	546	2,392	771	710	911	
<b>Other revenue</b> (hotel, food & beverage, retail and entertainment)	Million PHP	<b>323</b>	<b>100</b>	<b>538</b>	<b>176</b>	<b>166</b>	<b>196</b>	
<b>Total revenue</b>	Million PHP	<b>5,305</b>	<b>2,064</b>	<b>10,055</b>	<b>4,018</b>	<b>2,544</b>	<b>3,494</b>	
<b>Depreciation</b>	Million PHP	<b>579</b>	<b>193</b>	<b>1,499</b>	<b>489</b>	<b>487</b>	<b>523</b>	
<b>Adjusted segment EBITDA</b> <sup>(8)</sup>	Million PHP	<b>40</b>	<b>139</b>	<b>1,519</b>	<b>649</b>	<b>361</b>	<b>509</b>	

(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.

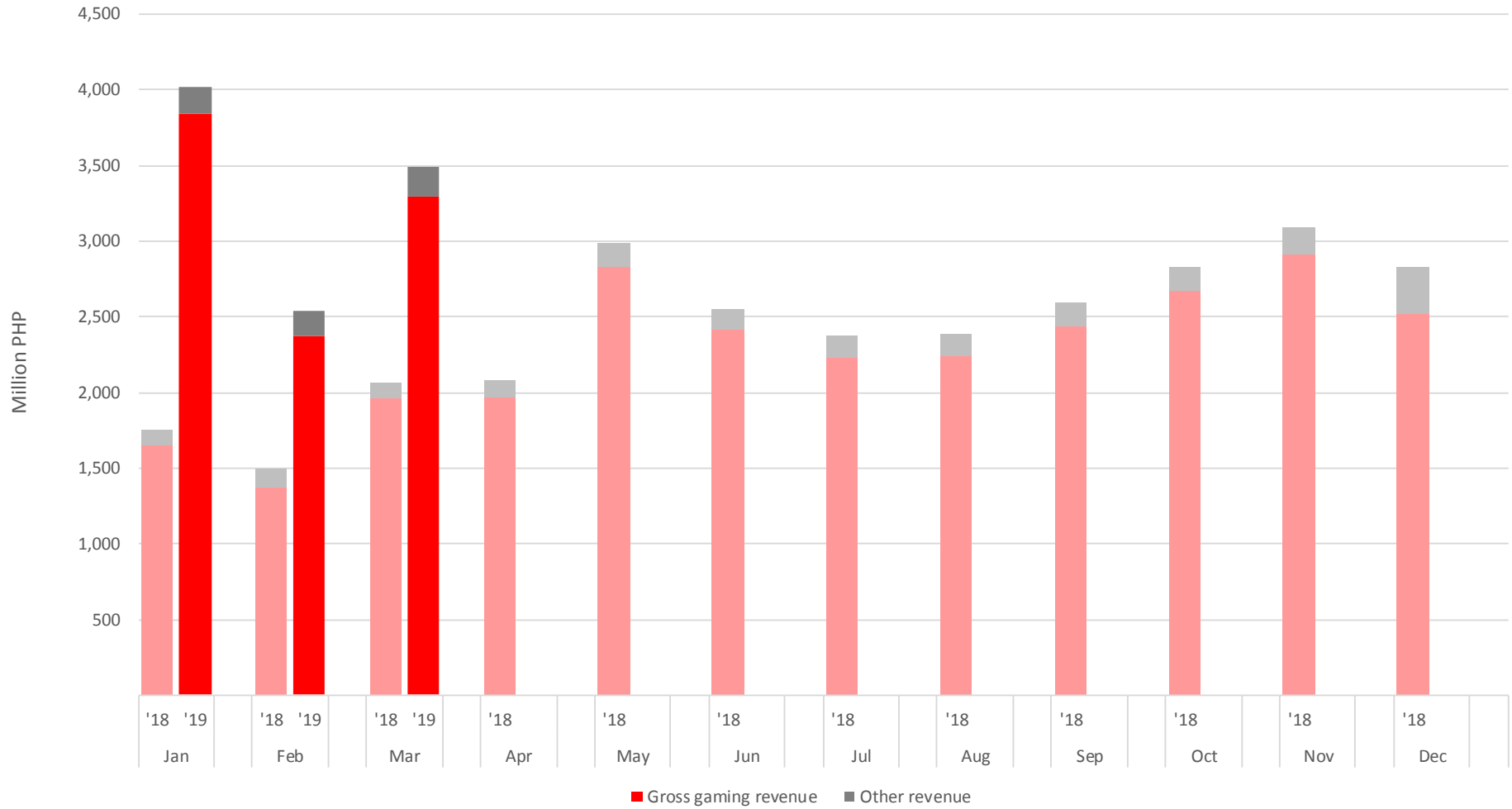
(6) Gaming machine handle is the total amount wagered in gaming machines.

(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

(9) Latest monthly numbers are preliminary and subject to change.

# Monthly Revenue: 2018 vs 2019



# Property Visitors: 2018 vs 2019

