









Las Vegas Sands Corp. Deutsche Bank 2007 Hospitality & Gaming Conference May 11, 2007

### **Forward-Looking Statements**



Statements in this presentation that are not reported financial results or other historical information are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. They include, for example, statements about our business outlook, assessment of market conditions, strategies, future plans, future sales, price assumptions for offerings at our facilities, leverage and debt service, capital spending and tax rates. These forward-looking statements are not guarantees of future performance. They are based on management's expectations that involve a number of business risks and uncertainties, any of which could cause actual results to differ materially from those expressed in or implied by the forward-looking statements. The risks and uncertainties relating to the forward-looking statements in this presentation include those described under the caption "Risk Factors" in Las Vegas Sands Corp.'s public filings with the Securities and Exchange Commission. The forward-looking statements contained in this presentation speak only as of today's date. Las Vegas Sands Corp. assumes no obligation to update this information.

### **Non-GAAP Financial Measures**



This presentation includes non-GAAP financial measures as defined in the Securities and Exchange Commission's Regulation G. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures is available on our website at www.lasvegassands.com in the earnings releases for the applicable periods.

#### Las Vegas Sands Corp. Business Strategy





#### Las Vegas Sands Corp. Compelling Investment Case

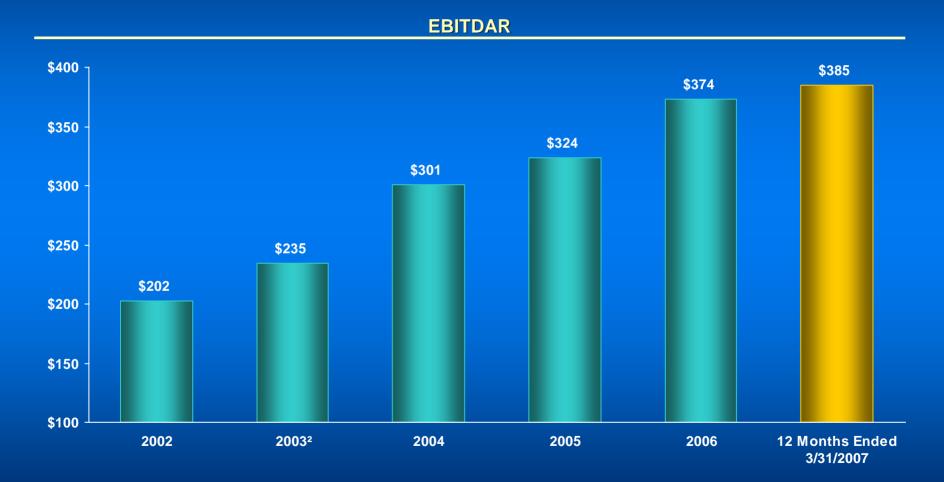


#### Large, Visible Growth Pipeline

- World leader in Integrated Convention Resort development
- Established Market Leadership Las Vegas, Macao, Singapore
- Significant interest from additional jurisdictions...Success Breeds
   Success
- Low-Risk Opportunity to Play Pan Asian Growth
- Asset Sales Reduce Risk and Increase Returns

# **I. Domestic Operations**

# Las Vegas Operations<sup>1</sup>



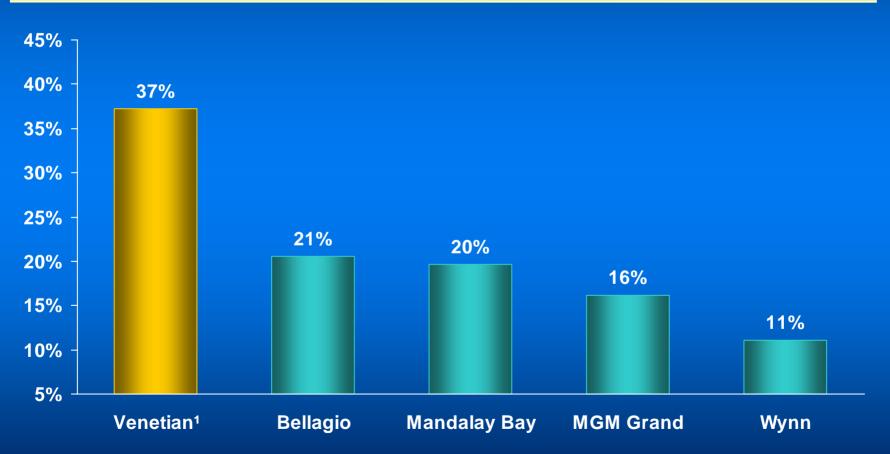
(1) Includes Venetian Las Vegas and SECC. All periods pro forma for the sale of the Grand Canal Shoppes in May 2004.

(2) Venezia Tower opened June 2003.

#### Venetian Casino Resort Highest Return Property on Las Vegas Strip



#### Property EBITDA(R) Returns - 2006



Source: Company press releases and public filings; estimates for invested capital based on Wall Street estimates.

Chart shows properties generating over \$300 million in 2006 Run-rate EBITDA(R).

(1) Venetian's invested capital base net of after-tax mall sale proceeds of approx. \$660 million.

#### Las Vegas Real Estate Value 2004 Monetization of Venetian Retail



(\$MM)	Grand Cana <u>Shoppes</u>
Estimated Cost to LVS	\$150
Net Operating Income at Time of Sale	e 39
Gross Sale Proceeds	766
Implied Cap Rate	5.1%

#### 9

#### The Palazzo Casino Resort The Next Phase

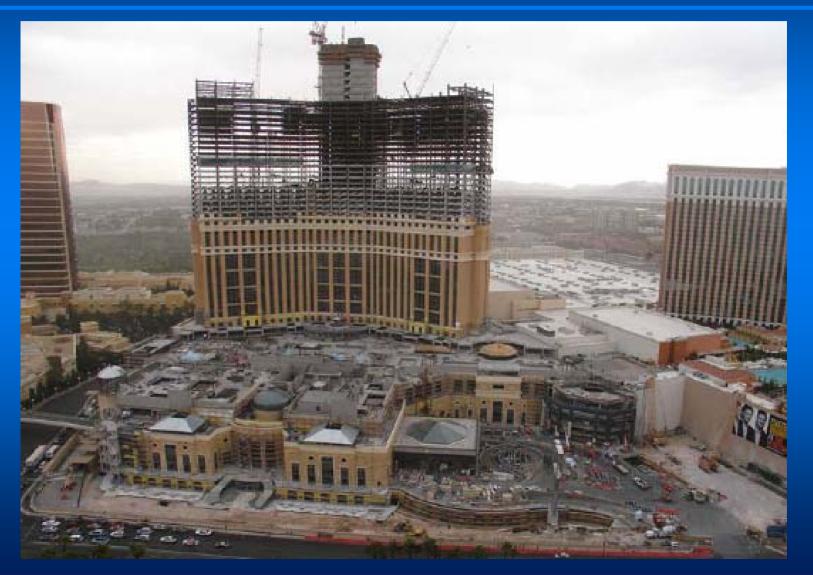
- World-class luxury destination casinoresort
  - Fully integrated with the Venetian and Sands Expo and Convention Center
  - Opening Fall 2007
- □ 3,068-suite, 50-floor hotel tower
- Amenities include spa facility, theater, and restaurants
- Two casino brands from the front, operating efficiencies of one mega-resort
- 400,000 SF mall connected to Grand Canal Shoppes (pre-sold to General Growth)
- Condo Tower with 300 rooms, 50+ stories, and ~ 970,000 SF





#### The Palazzo Casino Resort The Next Phase



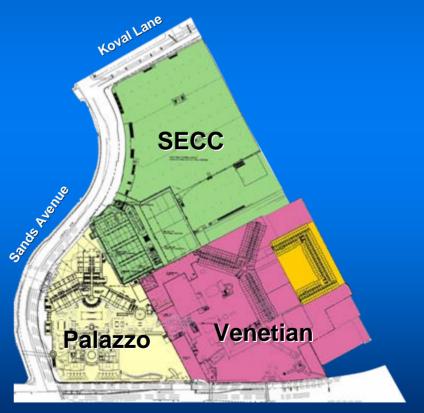


# The Venetian, Sands Expo, and Palazzo

Largest Integrated Casino-Resort-Convention Complex in the World

- 7,000+ suites
- 2.25mm SF of meeting and convention space
- 840,000 SF of retail
- 30+ restaurants
- Unique operating strategy
  - Critical mass
  - All-suite rooms
  - Convention demand midweek
  - Malls as tourist attractions
  - Dining as differentiator
- \$40 \$60 M of operating efficiencies
- Real estate monetization

#### **Fully-Integrated Facilities**



Las Vegas Boulevard

#### Las Vegas Real Estate Value Palazzo Retail – Pre-sold to GGP



(\$MM)

Budgeted Cost to LVS <sup>1</sup>	\$295	\$295	\$295	
Projected Net Operating Income	40	50	60	
Sale Proceeds <sup>2</sup>	658	783	908	
Implied Cap Rate <sup>3</sup>	6.1%	6.4%	6.6%	

- (1) Currently projected cost, actual cost could vary.
- (2) The purchase price that GGP has agreed to pay for the Phase II mall is the greater of \$250.0 million and the mall's net operating income divided by a capitalization rate.
- (3) The capitalization rate is 6% for every dollar of net operating income up to and including \$38.0 million and 8% for every dollar of net operating income above \$38.0 million.



### Tomorrow's Bethlehem, Pennsylvania Sands Bethworks

- ~ 70 miles from
   Midtown Manhattan
- Casino with 5,000 slot machines
- 200,000 SF of retail space
- 50,000 SF of meeting space
- 300 hotel rooms
- Restaurants
- PBS broadcast facility
- National Museum of Industrial History, arts and cultural center, recreation areas and numerous other amenities
  <sup>13</sup>

# **II. International Operations**

#### Macau Gaming Revenue Exceeded Las Vegas Strip in 2006



Macau Gaming Revenue (US\$ MM)<sup>1</sup>



1. Assumes 8.0 MOP / USD exchange rate.

2. LVS Macau market share based on gross revenue.

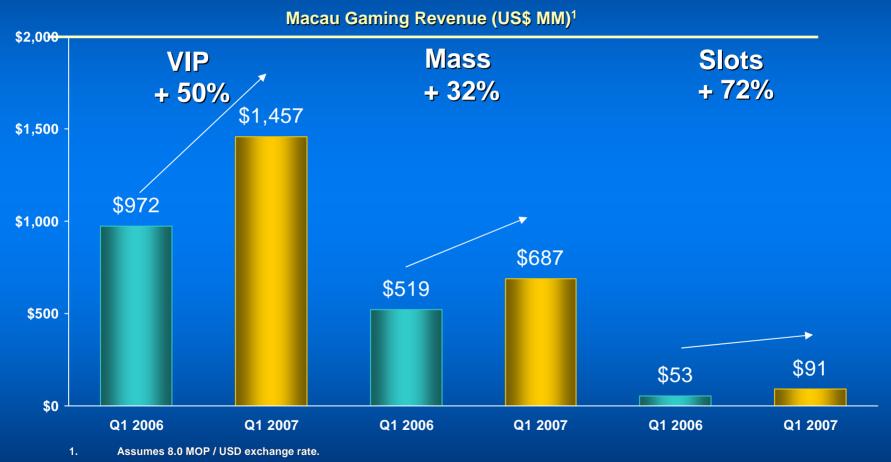
3. Market share calculation from June through December 2004 (Sands Macao opened on May 18, 2004).

4. As of February 2007.

Source: Macau Statistics and Census Service and Nevada Gaming Control Board.

#### Macau Gaming Revenue First Quarter 2007 Growth Rates





Source: Macau Statistics and Census Service.

#### New Quality Competition <u>Macao Peninsula properties opened since April 2006</u>



#### **Grand Lisboa**



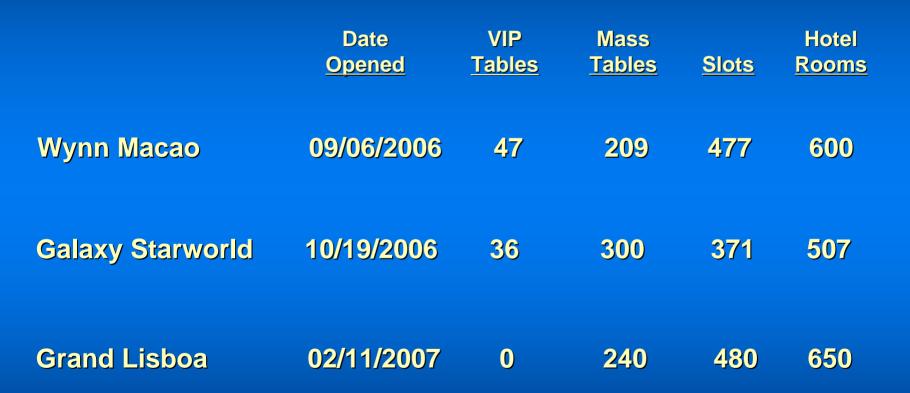
#### Wynn Macao



#### **Galaxy Starworld**



#### New Quality Competition Macao Peninsula properties opened since April 2006

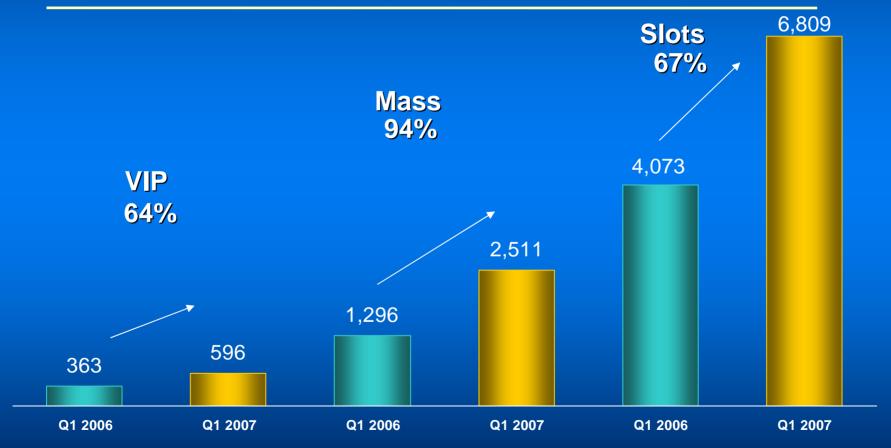


Source: Company Press Releases, Press Reports, Analyst Estimates.

#### Macau Gaming Market Capacity First Quarter 2007 Growth Rates

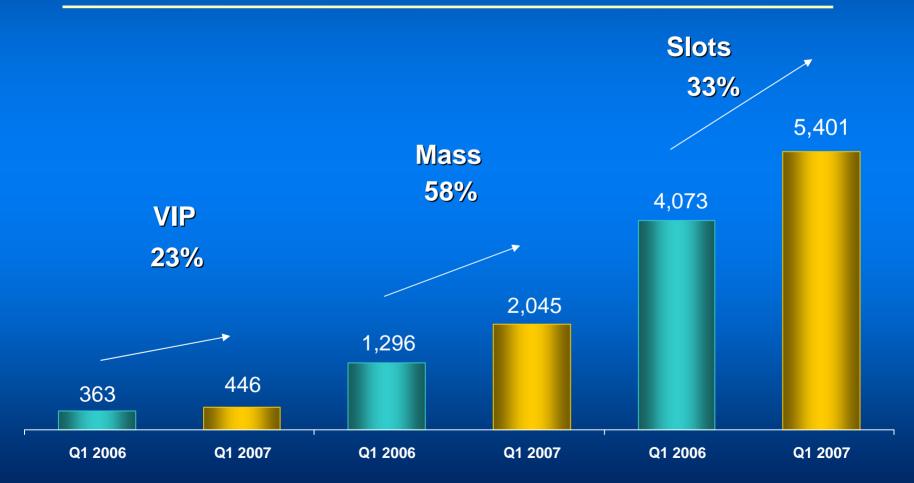


Macau Gaming Market Capacity (Units)

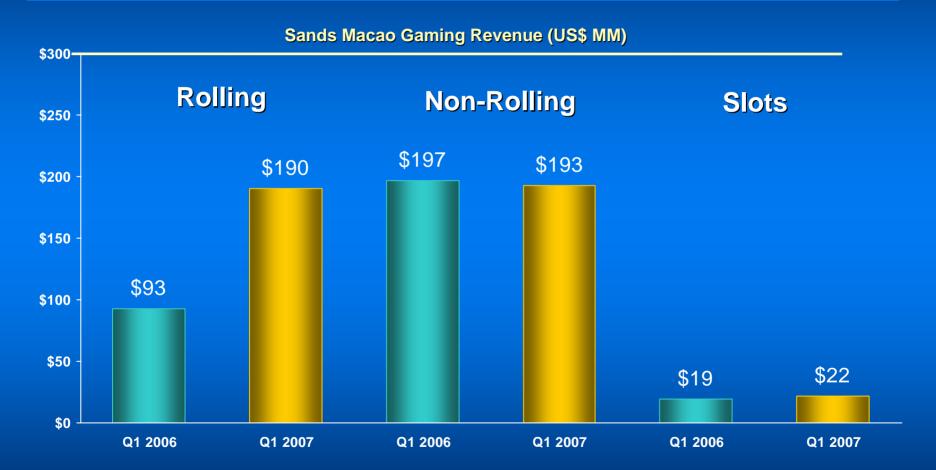


#### New Quality Competition Macao Peninsula properties opened since April 2006





#### The Sands Macao Comparison of Gaming Win First Quarter 2007 v 2006



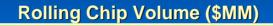
#### The Sands Macau First Quarter 2007 Gross Gaming Win Mix and Indicative EBITDAR Margins

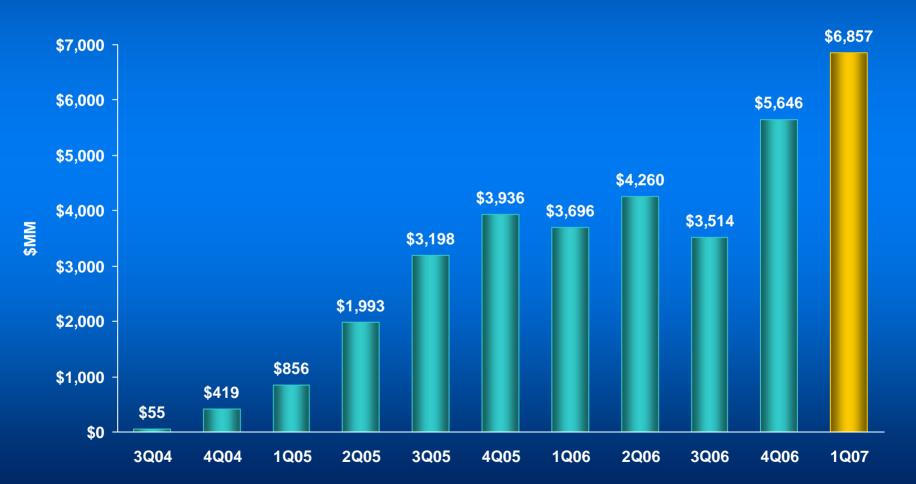
Sands LAS VEGAS SANDS CORP.

**Gross Gaming Win at The Sands Macao** 



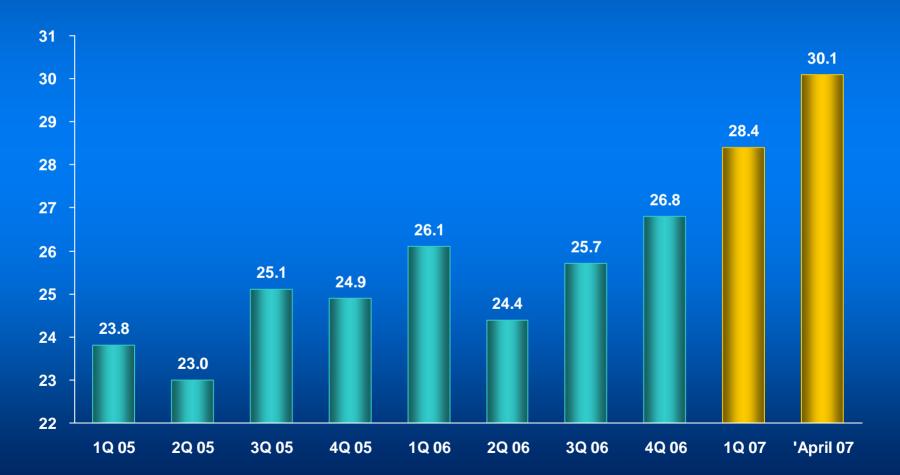
#### Sands Macao Operating Performance VIP Rolling Program Volume





#### Sands Macao Operating Performance Average Visitation Per Day





#### Sands Macao Operating Performance Superior ROIC

- Superior ROIC
  - \$400 million investment to date
  - \_ LTM ROIC >100%
  - First-Mover Advantage
    - Customer Loyalty
    - Unique Product
  - Since opening in May of 2004, the Sands has generated \$1,060 million in EBITDAR





**Adjusted Property EBITDAR** 

#### **Tomorrow's Macao** Transition to a World-Class Casino Resort Destination



#### The Cotai Strip

- 7 resort hotels with world-class hotel partners
- Nearly 20,000 guest rooms
- 1.5 MM SF of casino space
- 3.0 MM SF of meeting & convention space
- 25,000 seats of live entertainment
- 3.0 MM SF of retail space
- 4.0 MM SF of vacation suites



#### Tomorrow's Macao The Cotai Strip™





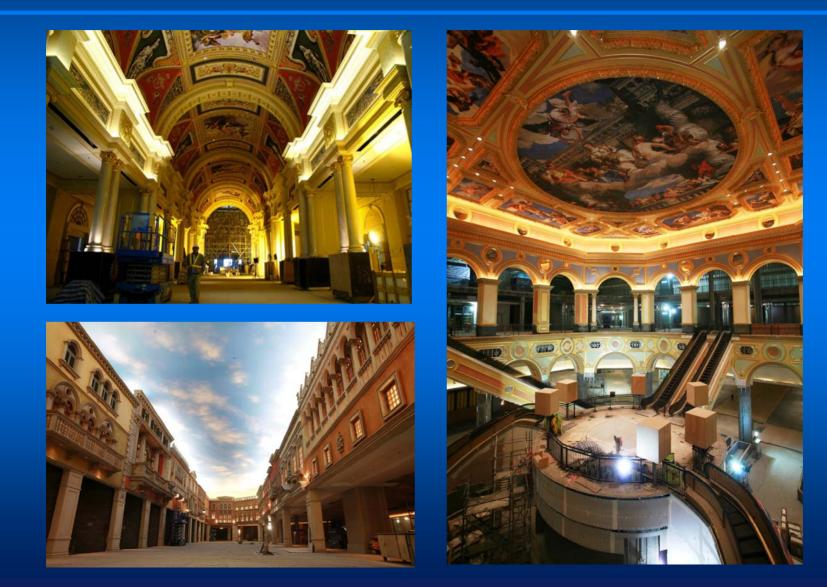
### **The Venetian Macao Today**





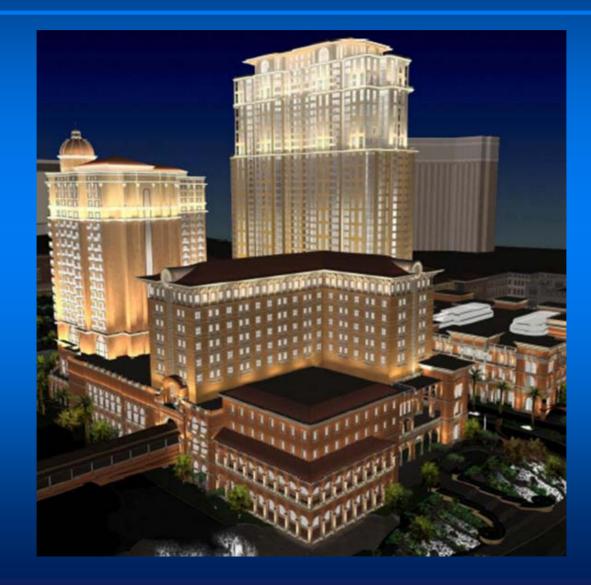
## The Venetian Macao Today





### The Four Seasons Macao





### The Four Seasons Macao Today





# Tomorrow's Macao



**Potential Real Estate Value from Malls – Comparison** 

	Total SF <u>(MM)</u>	Cost <u>(\$MM)</u>	Mall SF <u>(MM)</u>	Mall Sale <u>(\$MM)</u>
Venetian	8.5	\$1,500	0.4	\$766
Palazzo <sup>1</sup>	7.5	\$1,800	0.4	\$783
Total Las Vegas <sup>2</sup>	16.0	\$3,300	0.8	\$1,549
			5% of space	47% of cost

(1) Palazzo mall sale proceeds based upon \$50 million of net operating income

(2) Does not include the cost or square footage of the Sands Expo & Convention Center

(3) Estimated Venetian mall sale proceeds based upon assumed \$130 rent per SF, 85% operating margin, and a 4.5% cap rate

#### Potential Value from Cotai Strip Retail Malls Sensitivity Analysis



	(US\$MM)			Cap Rate		
		5.5%	5.0%	4.5%	4.0%	3.5%
Rent per SF	<b>\$160</b>	\$7,418	\$8,160	\$9,067	\$10,200	\$11,657
	\$145	\$6,723	\$7,395	\$8,217	\$9,244	\$10,564
	\$130	\$6,027	\$6,630	\$7,367	\$8,288	\$9,471
	\$115	\$5,332	\$5,865	\$6,517	\$7,331	\$8,379
	\$100	\$4,636	\$5,100	\$5,667	\$6,375	\$7,286

Calculations based on 3.0 MM SF of retail space.

Rent and Cap Rate assumptions are based on Company estimates.

#### **Potential Value from Cotai Strip Vacation Suites Sensitivity Analysis**

(US\$MM)



	(000,000)	Sales Price per SF				
		\$600	\$800	\$1,000	\$1,200	\$1,400
	\$200	\$1,600	\$2,400	\$3,200	\$4,000	\$4,800
ЯF	\$225	\$1,500	\$2,300	\$3,100	\$3,900	\$4,700
Cost per	\$250	\$1,400	\$2,200	\$3,000	\$3,800	\$4,600
	\$275	\$1,300	\$2,100	\$2,900	\$3,700	\$4,500
	\$300	\$1,200	\$2,000	\$2,800	\$3,600	\$4,400

Based on 4 MM SF of saleable vacation suites.

Sales Price and Cost per SF assumptions are based on Company estimates.



#### Tomorrow's Macao Hengqin Island<sup>(1)</sup> – Extending the Strategy

- 8 Square Kilometer Mainland Chinese Address
- Complements Cotai
- Long Term Value Driver
- 80 MM SF of Development
  - 4 MM SF Convention Center
  - Hotels and Retail
  - Golf Courses and Marinas
  - Vacation Homes



Tennis, Yachting, and Other Recreational Amenities
 (1) Proposed and subject to additional approvals.



#### Tomorrow's Macao Hengqin Island<sup>(1)</sup> – Extending the Strategy



(1) Proposed and subject to additional approvals.



#### Tomorrow's Macao Hengqin Island<sup>(1)</sup> – Extending the Strategy



(1) Proposed and subject to additional approvals.

#### Potential Real Estate Value – Hengqin Island <sup>(1)</sup> Sensitivity Analysis



	(US\$MM)	Sales Price per SF				
		\$600	\$700	\$800	\$900	\$1,000
Cost per SF	\$75	\$36,750	\$43,750	\$50,750	\$57,750	\$64,750
	\$125	\$33,250	\$40,250	\$47,250	\$54,250	\$61,250
	<b>\$175</b>	\$29,750	\$36,750	\$43,750	\$50,750	\$57,750
ŏ	\$225	\$26,250	\$33,250	\$40,250	\$47,250	\$54,250
	\$275	\$22,750	\$29,750	\$36,750	\$43,750	\$50,750

(1) Proposed and subject to additional approvals.

Based on 70 MM SF of saleable real estate.

Sales Price and Cost per SF assumptions are based on Company estimates.

#### **Tomorrow's Singapore** The Marina Bay Sands

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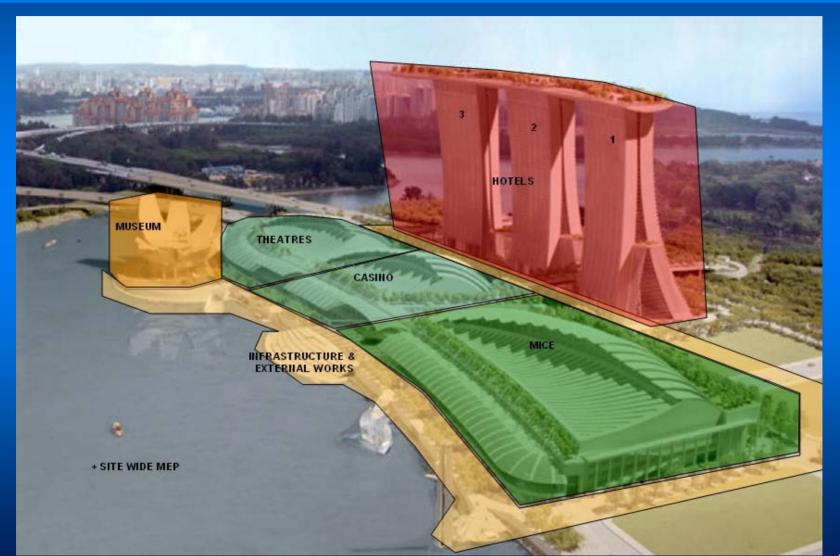
- ~ 2,500 rooms
- 1.2 MM SF of convention and meeting space
- 1.0 MM SF retail space
- 160,000 SF casino with approx. 600 tables and 1,000 slots
- Restaurants
- Theatres and Museums



Outdoor recreation areas and numerous other amenities

#### **Tomorrow's Singapore** The Marina Bay Sands





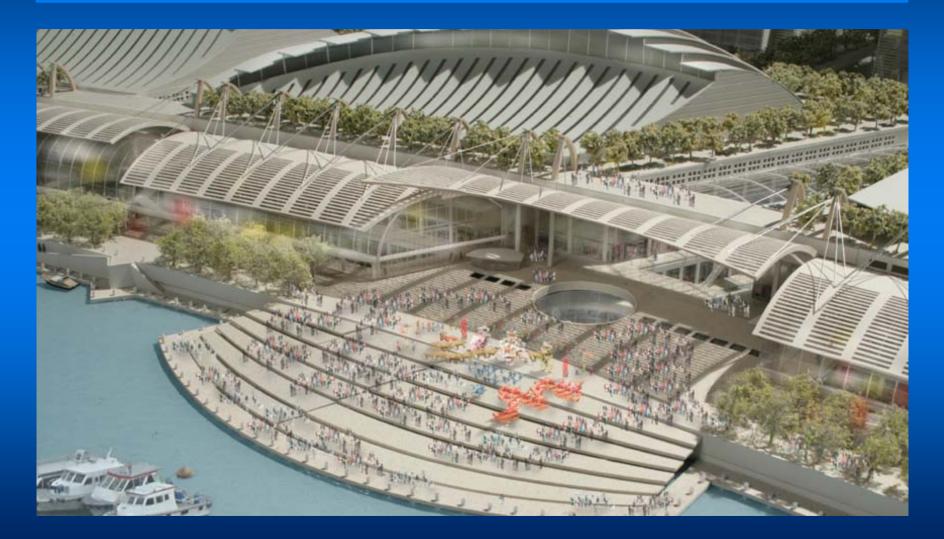
#### The Marina Bay Sands Sky Park





#### The Marina Bay Sands Event Plaza





#### The Marina Bay Sands Retail Mall



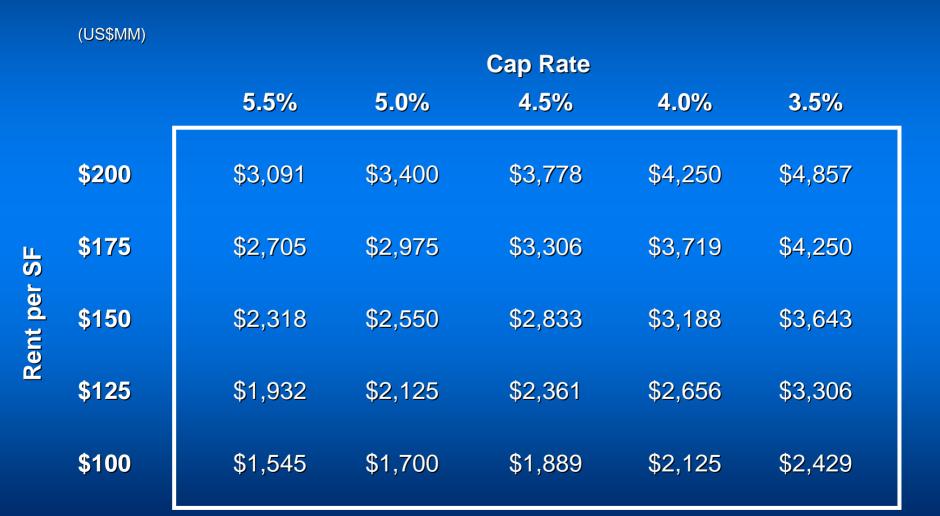


#### The Marina Bay Sands Art Science Museum





#### Potential Value from Marina Bay Sands Retail Mall Sensitivity Analysis



Calculations based on 1.0 MM SF of retail space.

Rent and Cap Rate assumptions are based on Company estimates.

#### Las Vegas Sands Corp. Business Strategy



