

### **Agenda**



I.	Highlights	and	Result	Summary
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II. Business Unit Results

III. Financial Results

IV. Strategy and Outlook

V Appendix

3

10

23

30

35



# **FY08 Highlights and Result Summary**



### **FY08 Result Highlights The Bottom Line**

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	2008	2007	Movement
NPAT Reported  Non Recurring Items ("NRIs")¹	\$49.9m	\$98.4m	(49.3%)
	\$62.0m	(\$4.6m)	-
NPAT Adjusted For NRIs <sup>2</sup> EPS Adjusted For NRIs	\$111.9m	\$93.8m	19.3%
	24.2cps	21.2cps	14.2%



NRIs include Cinemas writedown of \$58.4m and other adjustments which total \$3.6m.

<sup>&</sup>quot;Adjusted" financials are the reported financials adjusted only for Non Recurring Items.

## FY08 Result Highlights The Bottom Line Normalised for IB Win Rate

	2008	2007	Movement
NPAT Adjusted For NRIs <sup>1</sup> EPS Adjusted For NRIs	\$111.9m	\$93.8m	19.3%
	24.2cps	21.2cps	14.2%
NPAT Normalised <sup>2</sup> EPS Normalised	\$102.0m	\$95.4m	6.9%
	21.9cps	21.6cps	1.4%



<sup>&</sup>quot;Adjusted" financials are the reported financials adjusted only for Non Recurring Items.

<sup>2 &</sup>quot;Normalised" eliminates non-recurring items and adjusts the International VIP Commission Business win rate to theoretical.

## FY08 Result Highlights Adjusted and Normalised Earnings

	Adjusted (for NRIs)¹			Normalised (for IB)²			
	FY08 \$m	FY07 \$m	Δ%	FY08 \$m	FY07 \$m	Δ%	
Revenue	\$818.8	\$805.1	1.7%	\$805.1	\$807.5	(0.3%)	
EBITDA excluding Cinemas	\$306.4	\$284.5	7.7%	\$292.7	\$286.9	2.0%	
EBITDA including Cinemas	\$311.2	\$293.2	6.1%	\$297.5	\$295.6	0.6%	
EBIT	\$238.5	\$221.0	8.0%	\$224.8	\$223.4	0.6%	
NPAT	\$111.9	\$93.8	19.3%	\$102.0	\$95.4	6.9%	
EBITDA Margin³	38.0%	36.4%		37.0%	36.6%		

Distribution	Total distribution for FY08 21.5cps (FY07 21.0cps)
	Final distribution of 10.5 cps

On this page EBITDA margin is calculated on revenues net of GST. Elsewhere in this presentation, to facilitate comparison with Australian peers, EBITDA margin is calculated on revenues grossed up for gaming GST.



<sup>&</sup>quot;Adjusted" financials are the reported financials adjusted only for Non Recurring Items.

<sup>2 &</sup>quot;Normalised" eliminates non-recurring items and adjusts the International VIP Commission Business win rate to theoretical.

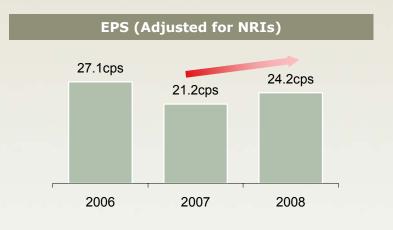
### FY08 Result Highlights Underlying Cashflow

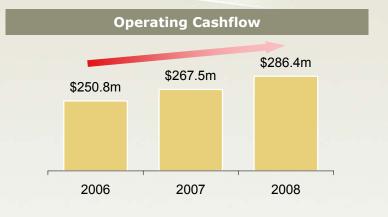
	FY08 \$m	FY07 \$m	Movement %		
Receipts from customers	803.5	798.4	0.6%		
Payments to suppliers	446.8	467.9	(4.5%)		
	356.7	330.5	7.9%		
Taxes	81.6	73.8	10.6%		
Interest (Net)	76.0	83.7	(9.2%)		
Underlying Cashflow	199.1	173.0	15.1%		
Debt retirement	92.0	93.1			

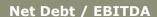


## **FY08 Result Highlights Key Metrics All Improved**

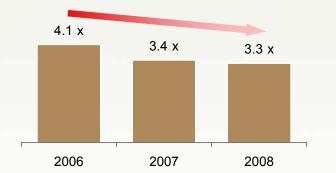


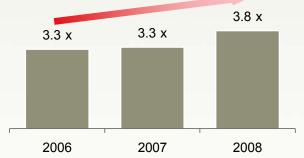














## **FY08 Result Highlights Sound Result in Challenging Economic Environment**



#### Financial Highlights

- Adjusted<sup>1</sup> NPAT of \$111.9m up 19% on FY07 (\$93.8m)
- Results in line with February guidance<sup>2</sup> of \$108m \$110m
- Adjusted<sup>1</sup> EBITDA (ex Cinemas) of \$306.4m up 8% on FY07 (\$284.5m)
- Underlying cashflow of \$199.1m up 15% on FY07 (\$173.0m)
- Retirement of \$92m debt strengthened balance sheet, further reinforced by Investment Grade BBB- rating from S&P

#### Management and Operational Highlights

- Permanent CEO appointed in March
- New management appointments significantly enhance operational expertise
- Reorganisation of company to drive divisional profit focus and also reduce corporate overhead
- Auckland casino refurbishment completed March 2008
- Strong result from International VIP Commission Business

#### Outlook

- Business plans budget for growth for FY09
- Satisfactory trading in FY09 YTD
- Strong control to be maintained over capex
- Distribution payout ratio of 90% reaffirmed
- Further debt retirement anticipated in FY09



<sup>1 &</sup>quot;Adjusted" financials are the reported financials adjusted only for Non Recurring Items.

See page 25 for full reconciliation of NPAT vs February guidance.



### **Business Unit Results**

Comparative figures in the following section have been restated from the FY07 presentation due to International VIP Commission Business being separated from site operations and Group costs being separately identified from SKYCITY Auckland operations.

### **Revenue Summary by Business Unit**

		FY08 \$m	FY07 \$m	Movement %
Auckland		402.3	398.5	1.0%
Adelaide	(A\$)	118.2	123.7	(4.4%)
Darwin	(A\$)	100.8	93.6	7.7%
International VIP		34.0	32.5	4.6%
Hamilton		39.0	39.7	(1.8%)
Other New Zealand (inc Christchurch, Queenstown)		21.3	21.3	-
Non-recurring revenues		-	(4.0)	-
Revenues Adjusted for NRIs (Excluding Cinemas)		752.6	737.5	2.0%
Cinemas		66.2	67.6	(2.1%)
Revenues Adjusted for NRIs		818.8	805.1	1.7%
Revenues (Grossed up for Gaming GST)		886.3	882.4	0.4%

#### Notes:



<sup>•</sup> FY07 non-recurring revenues of \$4.0m include gain on capital restructuring \$3.3m, gain on sale of Christchurch property \$0.7m.

<sup>•</sup> FY07 Cinemas is cinema exhibition only. Excludes SKYCITY Metro and Symonds Street building.

### **EBITDA Summary by Business Unit**

		FY08 \$m	FY07 \$m	Movement %
Auckland		208.3	208.6	(0.1%)
Adelaide	(A\$)	20.7	20.9	(1.0%)
Darwin	(A\$)	40.1	35.2	13.9%
International VIP		17.2	6.6	260.6%
Hamilton		18.5	19.5	(5.1%)
Other New Zealand (inc Christchurch, Que		6.0	9.8	(38.8%)
Group Overheads		(22.2)	(24.7)	(10.1%)
Add back: Non-rec	urring items	7.8	0.3	
EBITDA Adjusted f (Excluding Cinema		306.4	284.5	7.7%
Cinemas		4.8	8.7	(44.8%)
EBITDA Adjusted f	or NRIs	311.2	293.2	6.1%
Adjust VIP to theor	etical	(13.7)	2.4	
Normalised EBITD	A	297.5	295.6	0.6%

- FY07 non-recurring EBITDA of \$0.3m includes gain on capital restructuring of \$3.3m, gain on sale of Christchurch Property \$0.7m, and restructuring

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• Cinemas is cinema exhibition only. Excludes Cinemas non-recurring items.

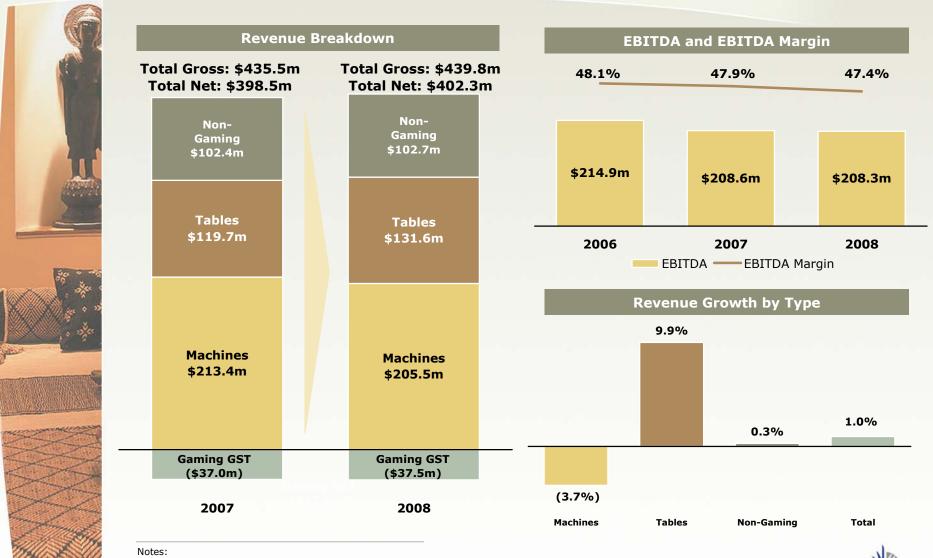


### **Business Unit Results**

Casino Divisions



## **FY08 Business Unit Results SKYCITY Auckland**



- •EBITDA margin is calculated as a % of GST-inclusive gaming revenues and GST exclusive non-gaming revenues, to facilitate Australasian comparisons.
- •Total Gross Revenue includes gaming revenue inclusive GST.
- •Total Net Revenue is GST exclusive.



## FY08 Business Unit Results Key Features SKYCITY Auckland



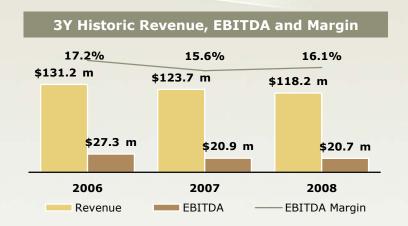
- Sound result in challenging economic environment
- New Auckland management team has strong focus on core business with strategic concentration on product, mix, pricing, presentation, customer service, marketing and loyalty
- Main gaming floor renovation completed March 2008
  - Renovation disruption has impacted FY08 result
  - Improvements in casino revenues are evident
  - Positive feedback from customers and staff
  - Refurbishment completion provides platform for FY09
- New gaming product and relayout of main floor tables and machines will enhance customer experience during FY09
- Recent highlights indicate management strategies are gaining traction:
  - 08/08/08 was biggest gaming day in Auckland in over four years
  - \$1m SKYCITY Auckland Festival of Poker tournament announced for October
  - SKYCITY Grand Hotel topped Auckland's occupancy levels in August
  - Record Auckland convention revenues in August

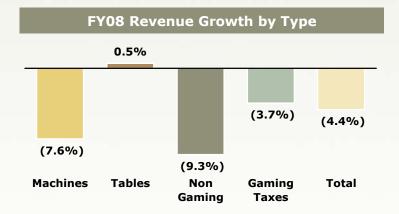


## FY08 Business Unit Results SKYCITY Adelaide



- Solid result given impact from smoking ban (from 1 November 2007)
  - Revenue impact less significant than anticipated
  - Minimal impact on table gaming revenues given partial smoking bans already applied to tables
- Positive cost reductions achieved, holding EBITDA steady with FY07
- Maintenance capex will be maintained to underpin revenue growth
- No plans to proceed with Adelaide carpark (costs relating to the project have been written off)



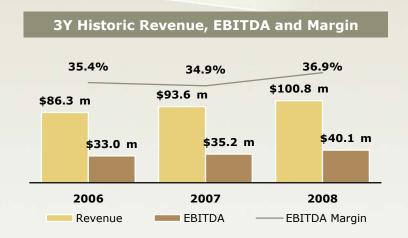


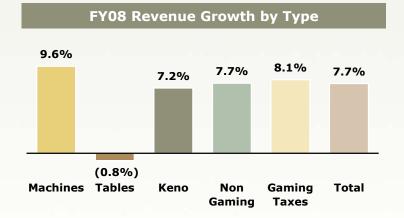


## FY08 Business Unit Results SKYCITY Darwin



- Solid growth achieved in Darwin
- Regional economic momentum continues
- Stage 1 expansion (A\$30m) commenced October 2007.
   Scheduled for opening by March 2009. Includes increased gaming floor area (~20%) and new/upgraded gaming, bars, restaurants and service facilities
- Darwin's proximity to the Asian market, is a key to the International VIP Commission Business' development strategy
- The Little Mindil site and associated resort development will support the International VIP Commission Business growth strategy but no significant capex will be incurred on this project in FY09



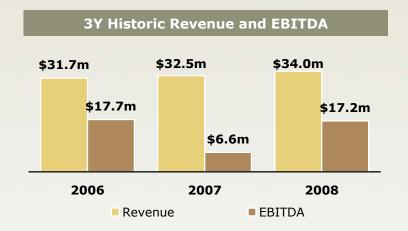


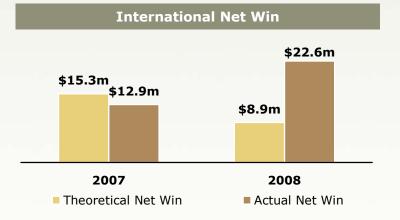


## FY08 Business Unit Results International Business



- Strong result from International VIP Commission Business (turnover \$1.4bn)
- Revenue assisted by favourable actual to theoretical win rate. FY08 win rate of 2.63% vs theoretical win rate of 1.33% (FY07 actual win rate 1.24%)
- Core management focus for International Business is to increase international VIP gaming turnover, to build sustainable revenue, and reduce volatility



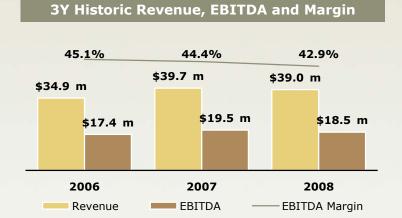


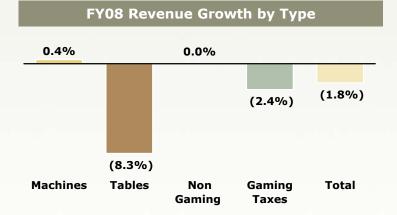


## FY08 Business Unit Results SKYCITY Hamilton



- Steady performance in FY08
- New management team with significant additional casino and gaming experience
- Current focus on increased utilisation/performance of the existing assets and on the core gaming customers
- New machine introductions during FY09 expected to create additional customer interest
- Refreshed and upgraded facilities in place (including new bars and restaurants)







## **FY08 Business Unit Results Other NZ Casinos**



#### Christchurch

- Solid performance from Christchurch Casino in FY08
- Phased refurbishment initiated to renew/refresh the overall property, self-funded from cash flows
- New management appointed
- Crowne Plaza Hotel interest sold and Intercontinental's shares in the casino acquired. As a result SKYCITY and Skyline each at 45.7% ownership interest (up 5.2% from 40.5% previously)

#### Queenstown

- Increased revenues for FY08 resulting in a lift in operating earnings
- New management appointed
- Good progress at Queenstown during FY08, although not material to the overall Group result
- New machine introduction during FY09 expected to refresh customer interest

Christchurch Contribution					
	2006	2007	2008		
Contribution	\$5.3m	\$5.6m	\$5.7m		

#### **Queenstown Revenue and EBITDA**

	2006	2007	2008
Revenue	\$5.7m	\$6.4m	\$7.0m
EBITDA	(\$0.4m)	\$0.3m	\$0.5m





### **Business Unit Results**

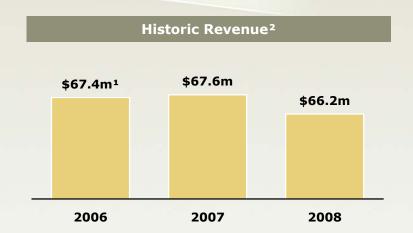
Cinemas



## **FY08 Business Unit Results SKYCITY Cinemas**



- Cinema's result for FY08 was very disappointing
  - Cinemas suffered from good weather during FY08 summer and management distraction during the sale process
  - New management team now appointed and focused on growing core revenues
- Management team's focus: greater customer value, increased facility utilisation, and greater diversity of product aligned to demographics
- FY08 market share: 55% market share in Auckland; and 38% across all of NZ
- New cinema complexes improve SKYCITY's penetration in the important Auckland market
  - Albany (10 screens) opened April 2008
  - Manukau (10 screens) opens September 2008







Adjusted to effective 100% as 50% ownership during FY06

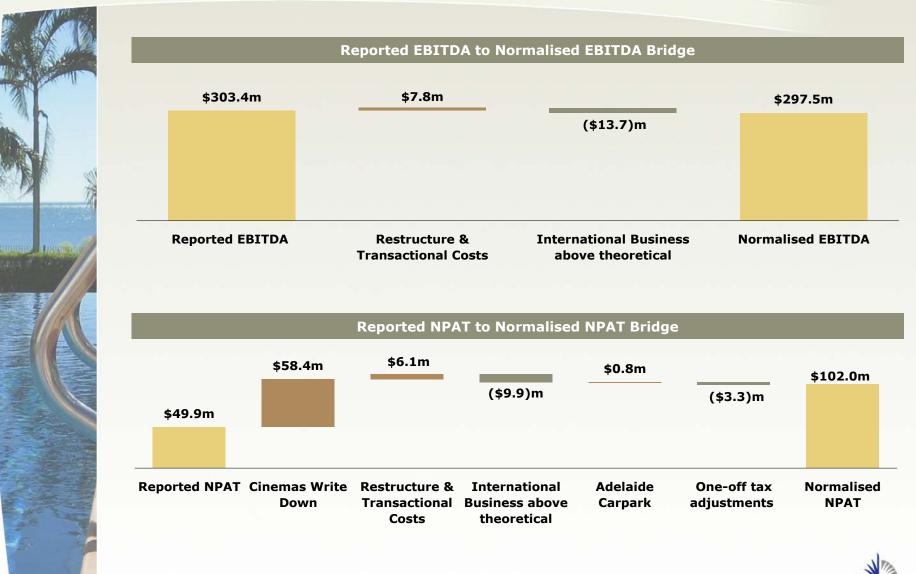
<sup>2</sup> Cinema exhibition only, excludes SKYCITY Metro and Symonds St



### **Financial Results**



## FY08 Financial Results Reported to Normalised EBITDA and NPAT





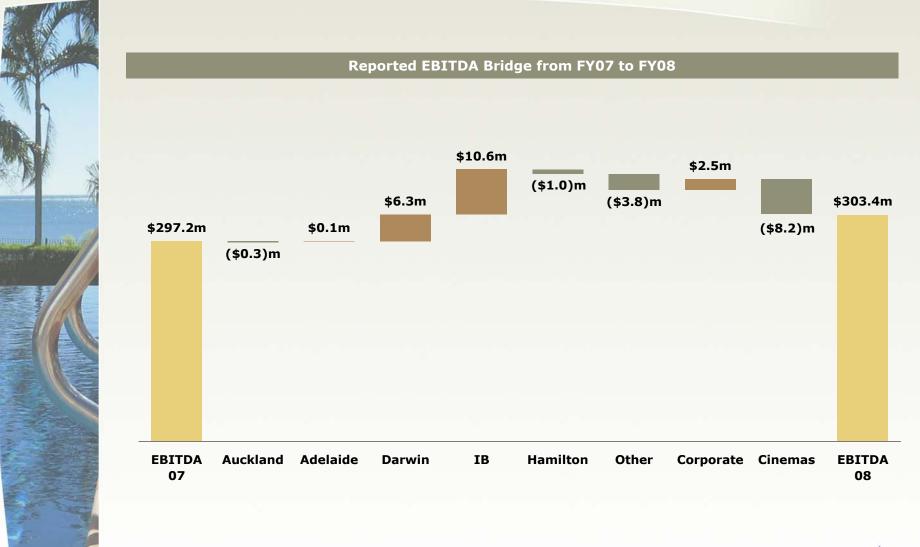
### **FY08 Financial Results Guidance Reconciliation**



		FY08 \$m	Guidance \$m	
1H08 NPAT (excluding Cinemas write-down)		61.3	61.3	
2H08 NPAT (as reported)	47.0			
Adjusted for items not included in guidance				
Restructuring & transaction costs	3.0			
Write-off of Adelaide car park development costs	1.1			
International Business adjusted to theoretical	(2.2)			
Tax effect of above adjustments	(1.4)			
Write-off of tax losses	4.0			
Impact of change in company tax rate	(0.6)			
2H08 NPAT (adjusted and guidance)		50.9	46.7 - 48.7	
Actual 1H08 plus Normalised 2H08 NPAT		112.2	108.0 - 110.0	

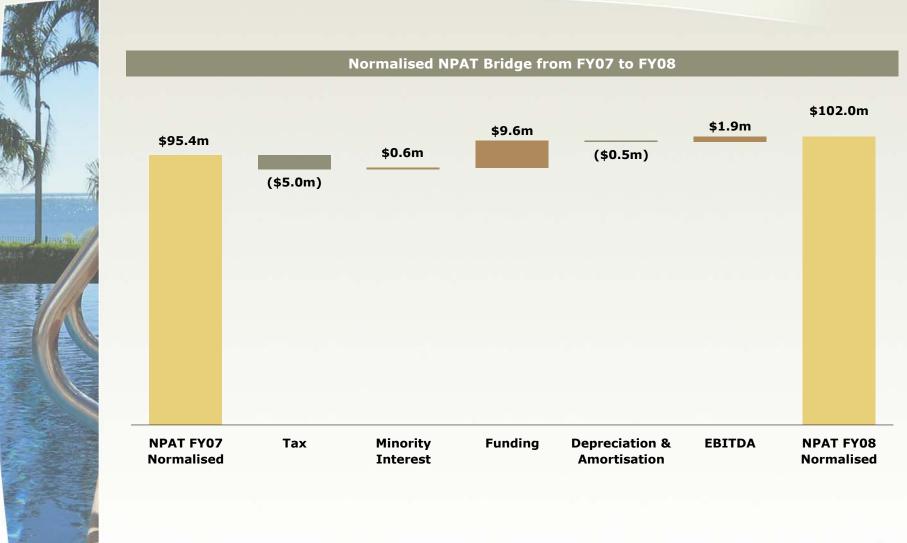


## FY08 Financial Results FY07 - FY08 Reported EBITDA Bridge



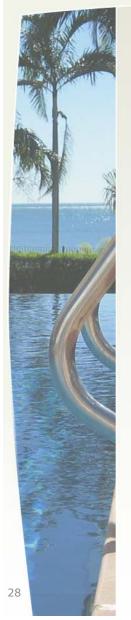


## FY08 Financial Results FY07 - FY08 Normalised NPAT Bridge

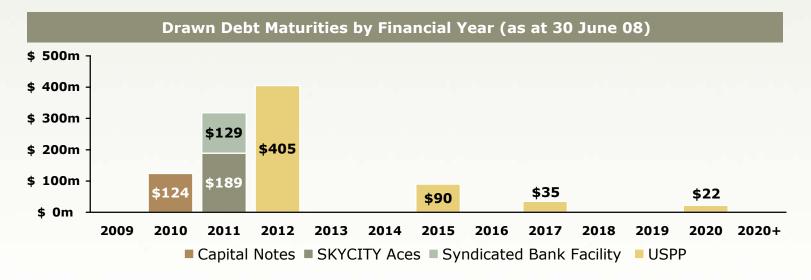




## **FY08 Financial Results Funding Structure Remains Strong**



- Very strong liquidity position
- Cash and undrawn facilities of ~\$400m
- Debt repayment of \$92m in FY08
- No maturity events until May 2010
  - Capital Notes mature in May 2010, but the securities offer good rollover flexibility with limited refinancing risk
- Significant headroom within existing covenants
- Reflected in Standard and Poor's Investment Grade Rating (BBB-) with Stable Outlook



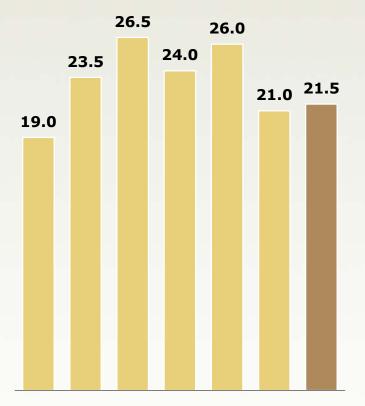


## FY08 Financial Results FY08 Total Distribution: 21.5cps



- Total distribution 21.5cps for FY08 (21.0cps FY07)
- Final distribution of 10.5 cents per share (12.0cps FY07)
- Entitlement/record date 12 September.
   Bonus share issue/payment date 10
   October
- Distribution by way of non-taxable bonus shares with fully-imputed cash buyback alternative
- Strike price for the bonus share issue for the FY08 final distribution will be the weighted average SKC price on the NZSX during the 5 day period 15-19 September
- The number of bonus shares to be issued in respect of the FY08 final distribution will be confirmed to shareholders on 24 September. Shareholder elections (for the cash/buyback option) due to share registry (Computershare) by 8 October

### Full Year Dividends/Distributions (cents per share)



FY02 FY03 FY04 FY05 FY06 FY07 FY08





### **Strategy & Outlook**



### Strategy & Outlook New Executive Team

#### A newly appointed executive management team to drive the company's performance in FY09



Nigel Morrison
Chief Executive Officer
Commenced March 2008



Alistair Ryan Chief Financial Officer Commenced 1995



**Gráinne Troute**General Manager Group
Services and Human Resources
Commenced May 2008



**Mike Clarke**Chief Information Officer
Commenced April 2008



Peter Treacy
General Counsel and
Company Secretary
Commenced July 2008



**Ejaaz Dean**Executive Manager – Table
Games, SKYCITY Auckland
Commenced May 2008



Matthew Hardman
Executive Manager – Gaming
Machines, SKYCITY Auckland
Commenced May 2008



**Simon Jamieson**General Manager, SKYCITY
Hotels Group Auckland
Commenced May 2008



Jane Hastings
Acting General Manager
SKYCITY Cinemas
Commenced June 2008



Andrew Wilson General Manager, SKYCITY Darwin Commenced 2001



**David Christian**Acting General Manager,
SKYCITY Adelaide
Commenced April 2008



Arthur Pitcher General Manager, SKYCITY Hamilton Commenced July 2008



Michelle Baillie Casino Manager, SKYCITY Queenstown Commenced May 2008



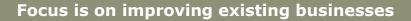
### **Strategy & Outlook Strategic Priorities for FY09**



- The core objective for 2009 is to maximise the potential of our existing assets
- SKYCITY's new management team is focused on delivering revenue growth, driving operational efficiencies and maximising EBITDA, while tightly controlling capex
- To deliver an improved customer experience across all our properties, focusing on customer service, effective marketing and enhanced entertainment experiences
- To significantly enhance our IT and systems capabilities and reinvest in new gaming technology and core operating systems, positioning our business for growth
- To grow and diversify our International VIP commission-based play business
- To improve our employee engagement and employee advocacy across our business operations



## Strategy & Outlook FY09 Capex





#### **Maintenance Capex**

- FY09 will include significant reinvestment in core business operations
- Primary use of maintenance capex will be on gaming machine product, technology and systems

### FY09 Maintenance Capex and Depreciation<sup>1</sup>

Maintenance Capex ~\$65m

FY09 Depreciation ~\$80m

#### **Project Capex**

- Completion of Darwin Stage 1 expansion
- Completion of Manukau Cinema complex
- No significant capex on Little Mindil resort (Darwin) during FY09
- No plans to proceed with Adelaide carpark

### FY09 Project Capex<sup>1</sup> (Projects carried over from FY08)

Darwin Stage 1 A\$18m

Manukau Cinema \$8m



<sup>1</sup> Estimate as at 25 August 2008.

### **Strategy & Outlook FY09 Outlook**



- Results and progress achieved in FY08 provide solid platform for FY09
- Business plans budget for growth in FY09
- SKYCITY's most recent revenue indicators suggest it is trading satisfactorily in current economic environment
- The new management team is focused on delivering revenue growth, increasing operating efficiency and maximising EBITDA whilst retaining tight control over capex
- Further debt reduction anticipated in FY09



Further Financial Details and Explanatory Notes

Highlights and Results

Business Unit Results





Appendix



### **Index to Appendix Items**



I.	Normalised Earnings and NPAT	37
II.	P&L Summary by Division	38
III.	FY08 Result – SKYCITY Auckland	39
IV.	FY08 Result – SKYCITY Adelaide	40
V.	FY08 Result – SKYCITY Darwin	4:
VI.	FY08 Result - International Business	42
VII.	FY08 Result – SKYCITY Hamilton	43
VIII.	FY08 Result – SKYCITY Cinemas	44
IX.	Revenue and EBITDA Margin	45
Χ.	Consolidated Balance Sheet	46
XI.	Balance Sheet Notes	48



# I. Normalised Earnings and NPAT



		FY08			FY07	
	EBITDA \$m	EBIT \$m	NPAT \$m	EBITDA \$m	EBIT \$m	NPAT \$m
Reported Earnings	303.4	229.6	49.9	297.2	224.9	98.4
Cinema write-down			60.0			
Restructuring Costs	4.6	4.6	4.6	4.3	4.3	4.3
Transaction Costs	3.2	3.2	3.2			
Adelaide Carpark Costs		1.1	1.1			
Capital Restructuring				(3.3)	(3.3)	(3.3)
Gain on sale of Christchurch property				(0.7)	(0.7)	(0.7)
SKYCITY Metro and Symonds St property				(4.3)	(4.3)	(4.3)
Tax relating to the above adjustments			(3.6)			(1.5)
One-off tax adjustments			(3.3)			0.9
Earnings Adjusted for NRIs	311.2	238.5	111.9	293.2	221.0	93.8
International VIP at theoretical	(13.7)	(13.7)	(13.7)	2.4	2.4	2.4
Tax effect on above			3.8			(0.8)
Normalised Earnings	297.5	224.8	102.0	295.6	223.4	95.4



# II. P&L Summary by Division

							SK		Result	nment Gro Summary 30 June 2		ed								
New Zealand					F۱	/08									F۱	<b>707</b>				
pperations expressed in AZ\$m Australian experations expressed in A\$m	M Auckland	m Adelaide	m\$Darwin	N Int'tional	m #SZN	N Other NZ	X Corporate # /Group	NX Sub-Total B	M\$ Cinemas	SKYCITY B Group	S Auckland	# Adelaide	m Darwin	N Int'tional Business	Hamilton #\$ZN	N Other NZ	N Corporate	N Sub-Total B	Cinemas m	K SKYCITY
Gaming																				
Gross Revenue	337.1	113.8	87.9	37.8	36.7	6.8	-	654.0	-	654.0	333.1	118.2	81.6	36.1	37.5	6.3	-	642.3	-	642.3
Gaming GST	(37.5)	(10.3)	(8.0)	(3.8)	(4.1)	(8.0)	7 - 1	(67.5)	-	(67.5)	(37.0)	(10.7)	(7.4)	(3.6)	(4.2)	(0.8)	-	(66.3)	-	(66.3
Revenue	299.6	103.5	79.9	34.0	32.6	6.0	-	586.5	-	586.5	296.1	107.5	74.2	32.5	33.3	5.5	-	576.0	-	576.0
Non-Gaming Revenue	102.7	14.7	20.9	-	6.4	7.2	8.1	166.1	66.2	232.3	102.4	16.2	19.4	-	6.4	10.9	4.9	165.5	74.6	240.1
<b>Total Revenue</b>	402.3	118.2	100.8	34.0	39.0	13.2	8.1	752.6	66.2	818.8	398.5	123.7	93.6	32.5	39.7	16.4	4.9	741.5	74.6	816.1
Expenses	194.0	97.5	60.7	16.8	20.5	7.2	30.3	454.0	61.4	515.4	189.9	102.8	58.4	25.9	20.2	6.6	29.6	457.3	61.6	518.9
EBITDA	208.3	20.7	40.1	17.2	18.5	6.0	(22.2)		4.8	303.4	208.6	20.9	35.2	6.6	19.5	9.8	(24.7)	284.2	13.0	297.2
	47.4%	16.1%	36.9%	45.5%	42.9%	42.9%		36.4%	7.3%	34.2%	47.9%	15.6%	34.9%	18.3%	44.4%	57.0%		35.2%	17.4%	33.7%
Depreciation	33.9	7.9	7.1	-	4.5	0.8	2.1	59.0	6.4	65.4	33.7	7.5	6.5	-	4.8	0.9	2.8	58.3	5.9	64.2
Amortisation	-	2.2	0.3	-	-	-	5.5	8.4	-	8.4	_	2.4	0.2	-	-	-	5.1	8.1	-	8.1
EBIT	174.4	10.6	32.7	17.2	14.0	5.2	(29.8)	231.2	(1.6)	229.6	174.9	11.0	28.5	6.6	14.7	8.9	(32.6)	217.8	7.1	224.9
	39.7%	8.2%	30.1%	45.5%	32.5%	37.1%		28.2%	-2.4%	25.9%	40.2%	8.2%	28.2%	18.3%	33.5%	51.7%		27.0%	9.5%	25.5%
Funding										83.8										93.4
Net Profit before	e tax									<b>145.8</b> 16.5%										<b>131.5</b> 14.9%
Tax Minority Interests										38.1 0.6										33.1
Net Profit after	tax (bef	ore Cine	mas wri	ite-dowr	1)				\$1	.08.3m									\$	\$98.4m
Cinemas write-do	wn									58.4										-
Net Profit after	tax and	Cinema	s write-c	lown					\$	49.9m									4	98.4m

- Other NZ Operations includes Queenstown and Christchurch Casinos.
- FY07 Cinemas includes SKYCITY Metro and Symonds Street building which contributed \$4.3m EBITDA and \$4.2m EBIT which were sold in June 2007.
- To reflect FY08 treatment, FY07 Auckland depreciation \$2.6m and amortisation \$5.0m relating to Group IS functions now included in Corporate/Group.
- EBITDA margin is calculated as a % of GST-inclusive gaming revenues and GST exclusive non-gaming revenues, to facilitate Australasian comparisons.



### III. FY08 Result - SKYCITY Auckland

39

	FY08 \$m	FY07 \$m	Movement \$m	
Revenues				
Machines	205.5	213.4	(7.9)	
Tables	131.6	119.7	11.9	
Gross gaming revenues	337.1	333.1	4.0	
Less GST on gaming revenues	37.5	37.0	0.5	
Gaming Revenues (net of GST)	299.6	296.1	3.5	
Food and beverage	34.7	34.4	0.3	
Hotels	30.0	30.6	(0.6)	
Conventions	15.6	16.6	(1.0)	
Sky Tower, parking, other	22.4	20.8	1.6	
Non-Gaming Revenues	102.7	102.4	0.3	
Total Revenues	402.3	398.5	3.8	
Expenses	194.0	189.9	4.1	
EBITDA EBITDA margin	208.3 47.4%	208.6 47.9%	(0.3)	
Depreciation	33.9	33.7	0.2	
EBIT	174.4	174.9	(0.5)	

<sup>•</sup> EBITDA margin is calculated as a % of GST-inclusive gaming revenues and GST exclusive non-gaming revenues, to facilitate Australasian comparisons.



## IV. FY08 Result - SKYCITY Adelaide



	FY08 A\$m	FY07 A\$m	Movement A\$m
Revenues			
Machines	57.3	62.0	(4.7)
Tables	56.5	56.2	0.3
Gross gaming revenues	113.8	118.2	(4.4)
Less GST on gaming revenues	10.3	10.7	(0.4)
Gaming Revenues (net of GST)	103.5	107.5	(4.0)
Food and beverage, other	14.7	16.2	(1.5)
<b>Total Revenues</b>	118.2	123.7	(5.5)
Expenses	97.5	102.8	(5.3)
EBITDA margin	<b>20.7</b> <i>16.1%</i>	<b>20.9</b> <i>15.6%</i>	(0.2)
Depreciation Amortisation	7.9 2.2	7.5 2.4	0.4 (0.2)
EBIT	10.6	11.0	(0.4)

<sup>•</sup> EBITDA margin is calculated as a % of GST-inclusive gaming revenues and GST exclusive non-gaming revenues, to facilitate Australasian comparisons.



## V. FY08 Result - SKYCITY Darwin



	FY08 A\$m	FY07 A\$m	Movement A\$m
Revenues			
Machines	63.9	58.3	5.6
Tables	12.1	12.2	(0.1)
Keno	11.9	11.1	0.8
Gross gaming revenues	87.9	81.6	6.3
Less GST on gaming revenues	8.0	7.4	0.6
Gaming Revenues (net of GST)	79.9	74.2	5.7
Hotel	6.4	6.1	0.3
Food and beverage, other	14.5	13.3	1.2
Total Revenues	100.8	93.6	7.2
Expenses	60.7	58.4	2.3
EBITDA margin	<b>40.1</b> 36.9%	35.2 34.9%	4.9
Depreciation Amortisation	7.1 0.3	6.5 0.2	0.6 0.1
EBIT	32.7	28.5	4.2

<sup>•</sup> EBITDA margin is calculated as a % of GST-inclusive gaming revenues and GST exclusive non-gaming revenues, to facilitate Australasian comparisons.



# VI. FY08 Result – International Business



	FY08 NZ\$m	FY07 NZ\$m
Revenue Less commission, comps & taxes	34.0 11.4	32.5 19.6
Net win Other direct expenses	22.6 5.4	12.9 6.3
International VIP Commission Business EBITDA	17.2	6.6
Revenue at theoretical	20.3	34.9
Net win above/(below) theoretical	13.7	(2.4)
Actual win rate	2.63%	1.24%

<sup>•</sup> FY07 international VIP play produced high turnover and commission relative to win. FY08 international VIP play produced lower turnover and commission relative to win achieved.



### VII. FY08 Result - SKYCITY Hamilton



	FY08 \$m	FY07 \$m	Movement \$m
Revenues			
Machines	26.7	26.6	0.1
Tables	10.0	10.9	(0.9)
Gross gaming revenues	36.7	37.5	(0.8)
Less GST on gaming revenues	4.1	4.2	(0.1)
Gaming Revenues (net of GST)	32.6	33.3	(0.7)
Food and beverage, other	6.4	6.4	-
Total Revenues	39.0	39.7	(0.7)
Expenses	20.5	20.2	0.3
EBITDA margin	18.5 42.9%	19.5 44.4%	(1.0)
Depreciation	4.5	4.8	(0.3)
EBIT	14.0	14.7	(0.7)

<sup>•</sup> EBITDA margin is calculated as a % of GST-inclusive gaming revenues and GST exclusive non-gaming revenues, to facilitate Australasian comparisons.

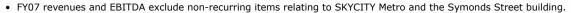


### VIII. FY08 Result - SKYCITY Cinemas



Cinemas Exhibition	FY08 \$m	FY07 \$m	Movement \$m
Revenue	66.2	67.6	(1.4)
EBITDA	4.8	8.7	(3.9)







# IX. Revenue and EBITDA Margin



SKYCITY reports revenue net of GST. In order to facilitate comparison with Australian peers (who report revenues which effectively include gaming GST), revenues are shown below grossed up for gaming GST.

	FY08 \$m	FY0 <i>7</i> \$m
Reported Revenue (Net)	818.8	816.1
Add back: GST Gaming	67.5	66.3
Revenue (Gross)	886.3	882.4
EBITDA Adjusted for NRIs	311.2	293.2
EBITDA margin (Net)	38.0%	35.9%
EBITDA margin (Gross)	35.1%	33.2%



# X. Consolidated Balance Sheet



	As at 30/6/08	As at 30/6/07	
	NZ\$000	NZ\$000	
Equity			
Share Capital	460,779	364,068	
Retained profits	(24,300)	31,044	
Reserves	33,993	(16,069)	
Minority interests	1,883	2,491	
Total Equity	472,355	381,534	
Current Assets			
Cash and bank	61,914	71,537	
Receivables and prepayments	31,483	30,996	
Inventories	5,899	5,523	
Tax receivables	33,818	25,971	
Other current assets	1,270	334	
	134,384	134,361	
Non-Current Assets			
Property, plant and equipment	991,215	940,106	
Investment property	8,845	8,845	
Intangible assets	418,532	433,469	
Investments in associates	84,008	80,831	
Deferred tax assets	11,708	15,978	
Tax receivables	11,492	-	
Derivative financial instruments	22,463	26,865	
Other non-current assets	1,022	2,514	
	1,549,285	1,508,608	
Total Assets	1,683,669	1,642,969	



# X. Consolidated Balance Sheet (Continued)



	As at 30/6/08	As at 30/6/07	
	NZ\$000	NZ\$000	
Total Assets	1,683,669	1,642,969	
Current Liabilities			
Payables	121,668	119,501	
	121,668	119,501	
Non-Current Liabilities			
Term borrowings	677,884	753,002	
Subordinated debt	310,310	285,166	
Deferred tax liabilities	77,891	52,992	
Derivative financial instruments	23,561	50,774	
	1,089,646	1,141,934	
Total Liabilities	1,211,314	1,261,435	
Net Assets	472,355	381,534	



### **XI. Balance Sheet Notes**



#### Equity

- Share capital increased by \$96.7m as a result of bonus shares issued under the company's Profit Distribution Plan in October 2007 and April 2008, shares issued to SKYCITY personnel under the company's incentive remuneration plan, and shares issued pursuant to the exercise of options and rights by executives.
- Retained profits decreased by \$55.3m. The transactions during the year that affected retained profits were net profit after tax and after Cinemas write-down (year ended 30/6/08) of \$49.9m, less the FY07 final and FY08 interim distributions of \$105.2m.
- The Reserves balance as at 30/6/08 is represented by the shares awarded but not yet issued to salaried staff under the company's staff incentive scheme \$2.1m, foreign currency translation reserve balance \$18.7m, and cash flow hedge reserve \$13.2m.
- The movement in the foreign currency translation reserve reflects changes in the New Zealand dollar value of the company's net Australian assets due to movements in the NZD/AUD exchange rate.
- The movement in the cash flow hedge reserve represents fair value movements in SKYCITY's interest and cross currency interest rate swaps that are part of cash flow hedging relationships.
- Minority interest of \$1.9m is Skyline Enterprises' 40% shareholding in Queenstown Casinos Limited.

#### **Current Assets**

- Cash and bank comprises \$28.6m of funds on interest-bearing deposit and \$33.3m of cash held in-house/on-property.
- Tax receivables of \$33.8m relate to prepaid tax to ensure the Group's imputation credit account was in credit on 31/3/08. The balance is shown as a current asset as it is expected to be utilised within the next twelve months.



### XI. Balance Sheet Notes

### (Continued)



#### **Non-Current Assets**

- The \$51.1m increase in property, plant and equipment relates primarily to the Auckland main gaming floor refurbishment, Darwin stage 1 development, new cinema developments, and new gaming machines and conversions, offset by depreciation.
- Investment property of \$8.9m relates to the property at 99-101 Hobson Street, Auckland, acquired in June 2006. This property which is adjacent to the main Auckland site has been purchased as a strategic acquisition.
- Intangible assets have decreased by \$14.9m which consists of the write-off of goodwill relating to Cinemas (-\$54.8m), the impact of movements in the NZD/AUD exchange rate on the Adelaide and Darwin casino licences (\$47.0m), amortisation of the Adelaide casino licence (-A\$2.2m) and software additions and amortisation (-\$4.8m).
- Investments in associates comprise SKYCITY's direct investment in Christchurch Casinos Limited (30.7%) and other minor associates of SKYCITY Cinemas Holdings Limited.
- SKYCITY's effective shareholding in Christchurch Casinos Limited is 40.5%. An effective 9.8% is held via a shareholding and repayable advance in Christchurch Hotels Limited which owns (through a subsidiary) the Christchurch Crowne Plaza Hotel. Subsequent to balance date sale of the Crowne Plaza Hotel was completed, which together with an associated transaction have resulted in SKYCITY's effective shareholding in Christchurch Casinos Limited increasing to 45.7%.
- Deferred tax assets of \$11.7m relate to tax losses recognised from SKYCITY Cinemas and other temporary differences. Refer also deferred tax liability under non-current liabilities (below).
- Tax receivables of \$11.5m relate to prepaid tax that is not expected to be utilised in the next twelve months. Refer also tax receivables under current assets (above).
- Derivative financial instruments represent the fair value of interest and cross currency interest rate swaps. Derivative assets and derivative liabilities are not netted off under NZ IFRS. The combined derivative asset and liability position as at 30/6/08, if able to be netted off, would be a net liability of \$1.1m. It is the company's current intention that interest rate swap instruments will run through to maturity and not be realised early. However, NZ IFRS requires that all derivatives be marked to market and recorded on the balance sheet as at the company's reporting date.



### XI. Balance Sheet Notes

### (Continued)



#### **Non-Current Liabilities**

- Term borrowings represent funds drawn down on the senior debt facility (\$129m) and US Private Placement debt (NZ\$552m), less deferred funding expenses (\$3m). The \$75m reduction in term borrowings from FY07 consists of +\$17m as a result of exchange rate movements on the US dollar denominated USPP (FY07: US\$535m), a \$92m repayment of the NZ\$ syndicated bank facility, and amortisation of deferred funding expenses.
- Subordinated debt includes New Zealand capital notes (\$124m) and Australian capital notes (SKYCITY ACES) (A\$150m). The \$25.1m increase from FY07 relates to the impact of exchange rate movements on SKYCITY ACES (FY07: A\$150m) and amortisation of deferred expenses.
- Deferred tax liabilities increased by \$24.9m as a result of temporary differences associated with tax versus accounting carrying values and movements in the fair value of the Group's derivative financial instruments. Deferred tax assets and deferred tax liabilities are not netted off under NZ IFRS. The combined deferred tax asset and liability position as at 30/6/08, if able to be netted off, would be a net liability of \$66.2m (FY07: \$37.0m).



### **Disclaimer**



All information included in this presentation is provided as at 25 August 2008.

The presentation includes a number of forward looking statements. Forward looking statements, by their nature, involve inherent risks and uncertainties. Many of those risks and uncertainties are matters which are beyond SKYCITY's control and could cause actual results to differ from those predicted. Variations could either be materially positive or materially negative.

This presentation has not taken into account any particular investor's investment objectives or other circumstances. Investors are encouraged to make an independent assessment of SKYCITY.

