

**For Immediate Release**

## **NagaCorp Announces 2012 Interim Results**

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- **Public Floor Gaming Tables Buy-ins Increased by 37%**
- **Electronic Gaming Machines Bills-ins Increased by 23%**
- **Junket Rollings Increased by 30%**
- **Revenue Increased by 18%**
- **Net Profit Increased by 14%**

*Hong Kong, August 9, 2012 – NagaCorp Ltd.* (“NagaCorp” or the “Company”, SEHK stock code: 3918), which owns, manages and operates NagaWorld, the largest integrated gaming and entertainment hotel complex in Indochina, announced today a 14% increase in net profit and healthy growth in all business segments for the six months ended June 30, 2012, despite volatile economic conditions.

The results for the previous corresponding period of 6 months ended 30 June 2011 included revenue from an upfront fee of US\$8 million from a gaming machine joint venture agreement (“the 2011 Upfront Fee”) received during the period. There was no similar fee recognised in the current period of 6 months ended 30 June 2012.

**1) Public Floor Gaming Tables Buy-ins increased by** approximately **37%** and Win-rate was maintained at approximately 24%.

**2) Electronic Gaming Machines Bill-ins increased by** approximately **23%** and Win-rate was maintained at approximately 12%.

**3) Junket Rollings increased by** approximately **30%** and Win-rate increased from 2.3% to 2.5%.

**4) Revenue increased by 18%** to approximately US\$132.2 million for the six months ended June 30, 2012, from approximately US\$111.8 million for the same period in 2011.

**5) Gross profit rose by 17%** to approximately US\$93.7 million, from approximately US\$79.9 million in the same period in 2011.

**6) EBITDA reached US\$64.7 million**, an increase of **17%** from US\$55.4 million in the same period in 2011.

**7) Net profit increased by 14%** to approximately US\$52.4 million for the six months under review, compared to US\$45.9 million in 2011. The Company achieved these by registering higher business volume across all business segments and continuous improvement in operational efficiency.

**8) Earnings per share of US cents 2.52 per share**, an increase of 14% compared to US cents 2.21 per share in the same period in 2011.

**9) 60% Dividend Payout Ratio:** The Board has resolved to declare an interim dividend of US cents 1.51 per share (or equivalent to HK cents 11.93 per share) for the six months ended 30 June 2012. These dividends will be paid on 28 September.

## **BUSINESS OVERVIEW**

Tourist arrivals in Cambodia continued to significantly outpace worldwide tourism growth by recording an increase of 26.8% to 1.76 million visitors in the first six months of 2012 as compared to the same period in 2011. During the first six months of 2012, Vietnam tourist arrivals rose to 378,133 visitors, an increase of 30.5% year-on-year. Laos and Thailand tourist arrivals improved tremendously with a year-on-year increase of 87.0% and 90.8% respectively; registering a total number of 103,233 visitors and 91,855 visitors respectively. Currently, tourist arrivals to Cambodia from the Indochina region accounted for 32.8% of total tourist arrivals during the first six months. Vietnam accounted for 21.5% of total tourist arrivals, representing the largest proportion of tourist to Cambodia. (Source: Ministry of Tourism, Cambodia).

NagaWorld launched its first loyalty programme called the Golden Edge Rewards Club in January 2012. To date, NagaWorld has successfully captured more than 14,300 members. The loyalty programme will enable NagaWorld to better understand the members profile and create targeted gaming and promotional marketing efforts. NagaWorld also conducts daily, monthly and quarterly lucky draws to encourage visitation and gaming from our members.

The strong visitation from the Indochina region, especially Vietnam has encouraged the Company to stay focused to attract visitations from this market. In May 2012, the Group opened its first office in the business district of Ho Chi Minh City to facilitate the Company's sales and marketing efforts in Vietnam. In conjunction with the Vietnam office opening, the Company also launched the Luxury Bus service from Ho Chi Minh City to Phnom Penh, as a part of the joint efforts with the Ministry of Tourism Cambodia to promote tourism to the Kingdom of Cambodia.

## **PROSPECTS**

On the mass market business, NagaWorld will continue to benefit from the strong growth in tourist arrivals to Cambodia. Tourist arrivals into Cambodia are estimated to increase from 3.2 million to 7 million by 2020, representing a growth of approximately 119% (Source: Ministry of Tourism Cambodia). The Company's office in Vietnam and soon to be opened office in Thailand will enable it to increase its branding and awareness efforts to drive visitation growth to NagaWorld. The Company will continue to work closely with the

Ministry of Tourism Cambodia to jointly promote Cambodia as a key destination in Indochina.

On the junket business, the Company believes the conservative credit policy combined with relatively low table limits and higher rolling commissions provided to the junket operators will continue to strengthen and drive the junket business. The Company will continue to grow the low to mid-end junkets business, conservatively penetrate the higher end junket markets and build a strong direct VIP player database.

In the longer term, the completion of Naga2 will transform NagaWorld into an integrated gaming and entertainment destination in Indochina, offering international standards of products and services to its customers from surrounding and growing economies. This will benefit Cambodia as the host nation, and in turn, delivering value to the Company's shareholders.

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### **ABOUT NAGACORP LTD**

NagaCorp Ltd. was listed on The Hong Kong Stock Exchange in October 2006 (SEHK stock code: 3918). Established in 1995, NagaCorp's wholly owned subsidiary NagaWorld Ltd. owns, manages and operates the only world class comprehensive hotel casino entertainment complex in Phnom Penh, the capital city of the Kingdom of Cambodia. It owns a casino license valid for 70 years and exclusive gaming rights for a period of around 41 years (1995-2035). NagaCorp Ltd. was selected in the Hang Seng Foreign Companies Composite Index and the Hang Seng Global Composite Index launched on 5 September 2011.

**For further information, please contact Hill+Knowlton Strategies Asia, or NagaCorp's Investor Relations Department**

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