



The Venetian Macao



Sands Cotai Central, Macao



Marina Bay Sands, Singapore



The Parisian Macao

# Sands

LAS VEGAS SANDS CORP.

## 1Q18 Earnings Call Presentation

April 25, 2018



Sands Macao



Four Seasons Macao



Sands Bethlehem



The Venetian Las Vegas



The Palazzo, Las Vegas

# Forward Looking Statements



This presentation contains forward-looking statements made pursuant to the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve a number of risks, uncertainties or other factors beyond the company's control, which may cause material differences in actual results, performance or other expectations. These factors include, but are not limited to, general economic conditions, competition, new development, construction and ventures, substantial leverage and debt service, fluctuations in currency exchange rates and interest rates, government regulation, tax law changes and the impact of U.S. tax reform, legalization of gaming, natural or man-made disasters, terrorist acts or war, outbreaks of infectious diseases, insurance, gaming promoters, risks relating to our gaming licenses, certificate and subconcession, infrastructure in Macao, our subsidiaries' ability to make distribution payments to us, and other factors detailed in the reports filed by Las Vegas Sands with the Securities and Exchange Commission. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date thereof. Las Vegas Sands assumes no obligation to update such information.

Within this presentation, the company may make reference to certain non-GAAP financial measures including "adjusted net income," "adjusted earnings per diluted share," and "consolidated adjusted property EBITDA," which have directly comparable financial measures presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"), along with "adjusted property EBITDA margin," "hold-normalized adjusted property EBITDA," "hold-normalized adjusted property EBITDA margin," "hold-normalized adjusted net income," and "hold-normalized adjusted earnings per diluted share," as well as presenting these items on a constant currency basis. The specific reasons why the company's management believes the presentation of each of these non-GAAP financial measures provides useful information to investors regarding Las Vegas Sands' financial condition, results of operations and cash flows, as well as reconciliations of the non-GAAP measures to the most directly comparable GAAP measures, are included in the company's Form 8-K dated April 25, 2018, which is available on the company's website at [www.sands.com](http://www.sands.com). Reconciliations also are available in the Non-GAAP Measures Reconciliations section of this presentation.

# The Investment Case for Las Vegas Sands



- **The global leader** in Integrated Resort development and operation
- A unique MICE-based business model delivering strong growth in cash flow and earnings
- **Best positioned operator** to deliver long-term growth in Asia
- The pre-eminent destination MICE-based Integrated Resort Property Portfolio
- **Uniquely positioned** to bring unmatched development and operating track record to the world's most promising Integrated Resort development opportunities
- The **industry's strongest balance sheet**
- Committed to **maximizing shareholder returns** by **delivering growth** while increasing the return of capital to shareholders
- The industry's most experienced leadership team: visionary, disciplined and **dedicated to driving long-term shareholder value**

## **Maximizing Return to Shareholders by:**

1. **Delivering growth** in current markets through strong reinvestment in industry-leading property portfolio
2. Using leadership position in MICE-based Integrated Resort development and operation to pursue global growth opportunities in new markets
3. Continuing to increase the return of capital to shareholders

# First Quarter 2018 Financial Highlights



## Quarter Ended March 31, 2018 vs Quarter Ended March 31, 2017

- Net revenue increased 16.7% to \$3.58 billion
- Net income increased 179.1% to \$1.62 billion, which includes a nonrecurring, non-cash income tax benefit of \$670 million
- Adjusted property EBITDA increased 30.7% to \$1.50 billion
- Hold-normalized adjusted property EBITDA increased 20.2% to \$1.37 billion
- Macao – Adjusted property EBITDA from Macao Operations increased 26.0% to \$789 million; Hold-normalized adjusted property EBITDA increased 29.1% to \$767 million
- Macao Operations grew mass gaming win, rolling chip volume, hotel occupancy and RevPAR, generating an adjusted property EBITDA margin of 36.5%, an increase of 260 bps
- Marina Bay Sands – Adjusted property EBITDA increased 48.6% to \$541 million; Hold-normalized adjusted property EBITDA increased 11.1% to \$430 million, with a margin of 58.7%
- Diluted EPS increased 201.6% to \$1.84 per share, Adjusted diluted EPS increased 57.6% to \$1.04 per share, Hold-normalized adjusted diluted EPS increased 36.4% to \$0.90 per share
- LVS returned a total of \$667 million to shareholders during the quarter through its recurring dividend of \$0.75 per share (\$592 million) and \$75 million of share repurchases (1.0 million shares at a weighted average price of \$71.54 per share)

Note: Results for all periods presented reflect the adoption of a new accounting standard related to revenue recognition from contracts with customers. For additional details, including presentation of adjusted historical financial information, see 1Q18 Earnings Call Supplemental Materials section 'Adoption of The Financial Accounting Standard Board's Accounting Standard Codification 606 on Revenue from Contracts with Customers.'

# First Quarter 2018 Financial Results (Y/Y)



Quarter Ended March 31, 2018 vs Quarter Ended March 31, 2017

(\$ in millions, except per share information)

|                                 | <u>1Q17</u> | <u>1Q18</u> | <u>\$ Change</u> | <u>% Change</u> |
|---------------------------------|-------------|-------------|------------------|-----------------|
| Net Revenue                     | \$ 3,067    | \$ 3,579    | \$ 512           | 16.7%           |
| Net Income                      | \$ 579      | \$ 1,616    | \$ 1,037         | 179.1%          |
| Adjusted Property EBITDA        | \$ 1,148    | \$ 1,500    | \$ 352           | 30.7%           |
| Adjusted Property EBITDA Margin | 37.4%       | 41.9%       |                  | 450 bps         |
| Diluted EPS                     | \$ 0.61     | \$ 1.84     | \$ 1.23          | 201.6%          |
| Adjusted Diluted EPS            | \$ 0.66     | \$ 1.04     | \$ 0.38          | 57.6%           |
| Dividends per Common Share      | \$ 0.73     | \$ 0.75     | \$ 0.02          | 2.7%            |
| <hr/>                           |             |             |                  |                 |
| Hold-Normalized :               |             |             |                  |                 |
| Adjusted Property EBITDA        | \$ 1,137    | \$ 1,367    | \$ 230           | 20.2%           |
| Adjusted Property EBITDA Margin | 37.3%       | 40.3%       |                  | 300 bps         |
| Adjusted Diluted EPS            | \$ 0.66     | \$ 0.90     | \$ 0.24          | 36.4%           |

Note: Prior periods presented have been updated to reflect the implementation of ASC 606, please refer to 'Adoption of The Financial Accounting Standard Board's Accounting Standard Codification 606 on Revenue from Contracts with Customers' section in 1Q18 Earnings Call Supplemental Materials for further detail.

# Strong Cash Flow, Balance Sheet and Liquidity

## Flexibility for Future Growth Opportunities and Return of Capital



As of March 31, 2018:

- Cash Balance – \$2.64 billion
- Debt – \$9.76 billion<sup>1</sup>
- Net Debt – \$7.12 billion
- Net Debt to TTM EBITDA – 1.4x

Trailing twelve months ended March 31, 2018:

- Cash Flow from Operations – \$4.98 billion
- Adjusted Property EBITDA – \$5.25 billion
- LVS Dividends Paid – \$2.32 billion
- SCL Dividends Paid – \$617 million<sup>2</sup>

Figures as of March 31, 2018  
(\$ in millions)

|   | Sands China<br>Ltd.  | Singapore          | U.S.<br>Operations <sup>3</sup> | Corporate<br>and Other | Total    |
|---|----------------------|--------------------|---------------------------------|------------------------|----------|
| Cash, Cash Equivalents and Restricted Cash      | \$996                | \$481              | \$1,074                         | \$89                   | \$ 2,640 |
| Debt <sup>1</sup>                               | \$4,335              | \$3,261            | \$2,167                         | \$0                    | \$9,763  |
| Net Debt  | \$3,339              | \$2,780            | \$1,093                         | (\$89)                 | \$7,123  |
| Trailing Twelve Months Adjusted Property EBITDA | \$2,770 <sup>4</sup> | \$1,932            | \$550 <sup>5</sup>              | \$0                    | \$5,252  |
| Gross Debt to TTM Adjusted Property EBITDA      | 1.6 x <sup>6</sup>   | 1.7 x <sup>6</sup> | 3.9 x                           | NM                     | 1.9 x    |
| Net Debt to TTM Adjusted Property EBITDA        | 1.2 x                | 1.4 x              | 2.0 x <sup>6</sup>              | NM                     | 1.4 x    |

**Industry's Strongest Balance Sheet and Cash Flow Create Ability to Reinvest in Current Portfolio, Return Capital to Shareholders and Preserve Ability to Make Investments in New Jurisdictions – Allows Potential Investments of \$20 Billion or More in the Future**

1. Debt balances shown here exclude deferred financing costs of \$112 million.

2. Reflects only the public (non-LVS) portion of dividends paid by Sands China. Total dividends paid by Sands China in the TTM period ended March 31, 2018 were \$2.06 billion.

3. U.S. Operations include the cash and debt at the U.S. Restricted Group and adjusted property EBITDA from Las Vegas Operations and Sands Bethlehem.

4. TTM Adjusted Property EBITDA for Sands China presented here reflects Adjusted Property EBITDA from our Macao Operations.

5. TTM Adjusted Property EBITDA for U.S. Operations for covenant compliance purposes, which is adjusted primarily for the dividends and royalty fees paid by Sands China and Marina Bay Sands to the U.S. Operations, was \$2.91 billion.

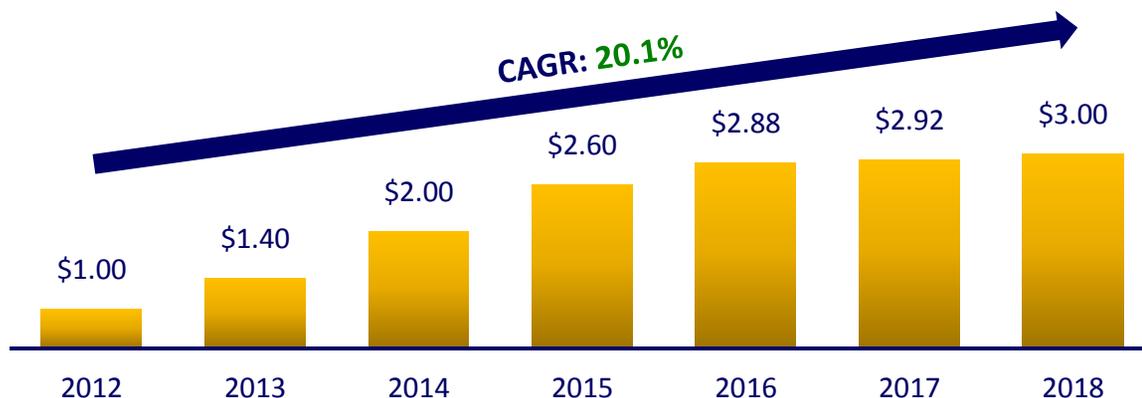
6. This ratio is a simplified calculation using adjusted property EBITDA. The TTM adjusted property EBITDA amounts shown above are different from the calculation as defined per respective debt agreements for covenant compliance purposes. For Sands China, Marina Bay Sands and U.S. Operations, the leverage ratio for covenant compliance purposes was 1.6x, 1.7x and 0.4x, respectively.

# LVS Increasing Return of Capital to Shareholders

## Over \$19.7 Billion of Capital Returned to Shareholders Since 2012



### LVS Recurring Dividends per Share<sup>1</sup>



Las Vegas Sands remains committed to returning capital to shareholders via its recurring dividend program and share repurchases:

#### ■ Dividends:

- In October 2017, the LVS Board of Directors announced the increase of the LVS recurring dividend for the 2018 calendar year by \$0.08 to \$3.00 per share (\$0.75 per share payable quarterly)
- Las Vegas Sands is committed to both maintaining its recurring dividend program and to increasing dividends in the future as cash flows grow

### Total Capital Returned to Shareholders

| \$ in millions                         | 2012           | 2013           | 2014           | 2015           | 2016           | 2017           | 1Q18         | Total           |
|--|----------------|----------------|----------------|----------------|----------------|----------------|--------------|-----------------|
| LVS Dividends Paid <sup>1</sup>        | \$823          | \$1,153        | \$1,610        | \$2,074        | \$2,290        | \$2,310        | \$592        | \$10,852        |
| LVS Special Dividend Paid              | 2,262          | -              | -              | -              | -              | -              | -            | 2,262           |
| LVS Shares Repurchased                 | -              | 570            | 1,665          | 205            | -              | 375            | 75           | 2,890           |
| <b>Subtotal LVS</b>                    | <b>\$3,085</b> | <b>\$1,723</b> | <b>\$3,275</b> | <b>\$2,279</b> | <b>\$2,290</b> | <b>\$2,685</b> | <b>\$667</b> | <b>\$16,004</b> |
| SCL Dividends Paid <sup>2</sup>        | 357            | 411            | 538            | 619            | 619            | 619            | 306          | 3,469           |
| SCL Special Dividend Paid <sup>2</sup> | -              | -              | 239            | -              | -              | -              | -            | 239             |
| <b>Subtotal SCL</b>                    | <b>\$357</b>   | <b>\$411</b>   | <b>\$777</b>   | <b>\$619</b>   | <b>\$619</b>   | <b>\$619</b>   | <b>\$306</b> | <b>\$3,708</b>  |
| <b>Total</b>                           | <b>\$3,442</b> | <b>\$2,134</b> | <b>\$4,052</b> | <b>\$2,898</b> | <b>\$2,909</b> | <b>\$3,304</b> | <b>\$973</b> | <b>\$19,712</b> |

#### ■ Repurchases:

- Since the inception of the company's share repurchase program in 2013, the company has returned \$2.89 billion to shareholders through the repurchase of 42.6 million shares
- During the first quarter of 2018, \$75 million of common stock was repurchased (1.0 million shares at a weighted average price of \$71.54 per share)
- The company has \$1.11 billion available under its current repurchase authorization

**Las Vegas Sands Remains Committed to Returning Capital to Shareholders While Maintaining a Strong Balance Sheet and the Financial Flexibility to Pursue Development Opportunities**

1. Excludes dividends paid by Sands China and excludes the \$2.75 per share special dividend paid in December 2012.

2. Reflects only the public (non-LVS) portion of dividends paid by Sands China (total Sands China dividends paid since 2012 were \$12.4 billion).

# SCL Return of Capital to Shareholders

## US\$12.4 Billion of Capital Returned to Shareholders Since 2012



### SCL Recurring Dividends per Share (HK\$)<sup>1</sup>



- Sands China remains committed to returning capital to shareholders via its recurring bi-annual dividend program

- Sands China is committed to maintaining its recurring dividend program and to increasing dividends in the future as cash flows grow

- On January 19, 2018, the SCL Board of Directors declared an interim dividend of HK\$0.99, which was paid on February 23, 2018

### SCL Total Capital Returned to Shareholders

| \$ in millions                  | 2012            | 2013            | 2014            | 2015            | 2016            | 2017            | 2018 YTD             | Total            |
|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------------|------------------|
| SCL Dividends Paid <sup>1</sup> | \$1,201         | \$1,382         | \$1,800         | \$2,071         | \$2,071         | \$2,069         | \$1,023 <sup>3</sup> | \$11,617         |
| SCL Special Dividend Paid       | -               | -               | 801             | -               | -               | -               | -                    | 801              |
| <b>Total<sup>2</sup></b>        | <b>\$ 1,201</b> | <b>\$ 1,382</b> | <b>\$ 2,601</b> | <b>\$ 2,071</b> | <b>\$ 2,071</b> | <b>\$ 2,069</b> | <b>\$ 1,023</b>      | <b>\$ 12,418</b> |

- On March 16, 2018, the SCL Board of Directors declared a final dividend of HK\$1.00, which is subject to shareholder approval at the SCL General Meeting and is expected to be paid on or around June 22, 2018

**Sands China Remains Committed to Returning Capital to Shareholders While Maintaining a Strong Balance Sheet and the Financial Flexibility to Pursue Development Opportunities**

1. Excludes the special dividend paid in 2014.

2. Sands China dividends presented here include the dividends paid to Las Vegas Sands.

3. Reflects interim dividend paid, final dividend is expected to be approximately \$1.03 billion and is expected to be paid on or around June 22, 2018.

# U.S. Tax Reform Impact on LVS



## IN THE FIRST QUARTER OF 2018:

- **Application of the Tax Cuts and Job Act (“the Act”) to 2018 Tax Provision**
- **Nonrecurring, non-cash benefit of \$670 million (\$0.85 per share) in reported 1Q18 results**
  - Triggered by a technical tax interpretation in our initial application of the Global Intangible Low-Taxed Income (“GILTI”) portion of the Act in 1Q18
  - The benefit may be reversed in future periods as technical corrections are made to the Act or as a result of the Internal Revenue Service issuing guidance
- **Post-Act GAAP and cash effective tax rate for 1Q18 of 10%, excluding the one-time, non-cash benefit**
- **We will continue to monitor legislative updates and rules of implementation**
  - The Act creates complexity that will likely require legislative technical corrections and implementation guidance from the Internal Revenue Service
  - These future changes will likely impact our tax return filing positions and may impact the estimates and assumptions utilized in our analyses to-date of the Act

## IN THE FOURTH QUARTER OF 2017:

- **Enactment of the Act**
- **Nonrecurring, non-cash benefit of \$526 million (\$0.66 per share) in reported 4Q17 results**
  - Due to utilization of previously generated foreign tax credits to offset U.S. income tax on royalty & service income from our international operations in future periods
  - Previously the Company had recorded a full valuation allowance on these foreign tax credits
  - Benefit included the corporate rate reduction impact on U.S. net deferred taxes
  - Based on initial analysis of the Act enacted in the U.S. in December 2017 and may be adjusted in future periods as required
- **GAAP and cash effective tax rate for 4Q17 of 10%, excluding the one-time, non-cash benefit**

**Las Vegas Sands Anticipates its Future Cash and GAAP Effective Tax Rates to Approximate Historical Levels**

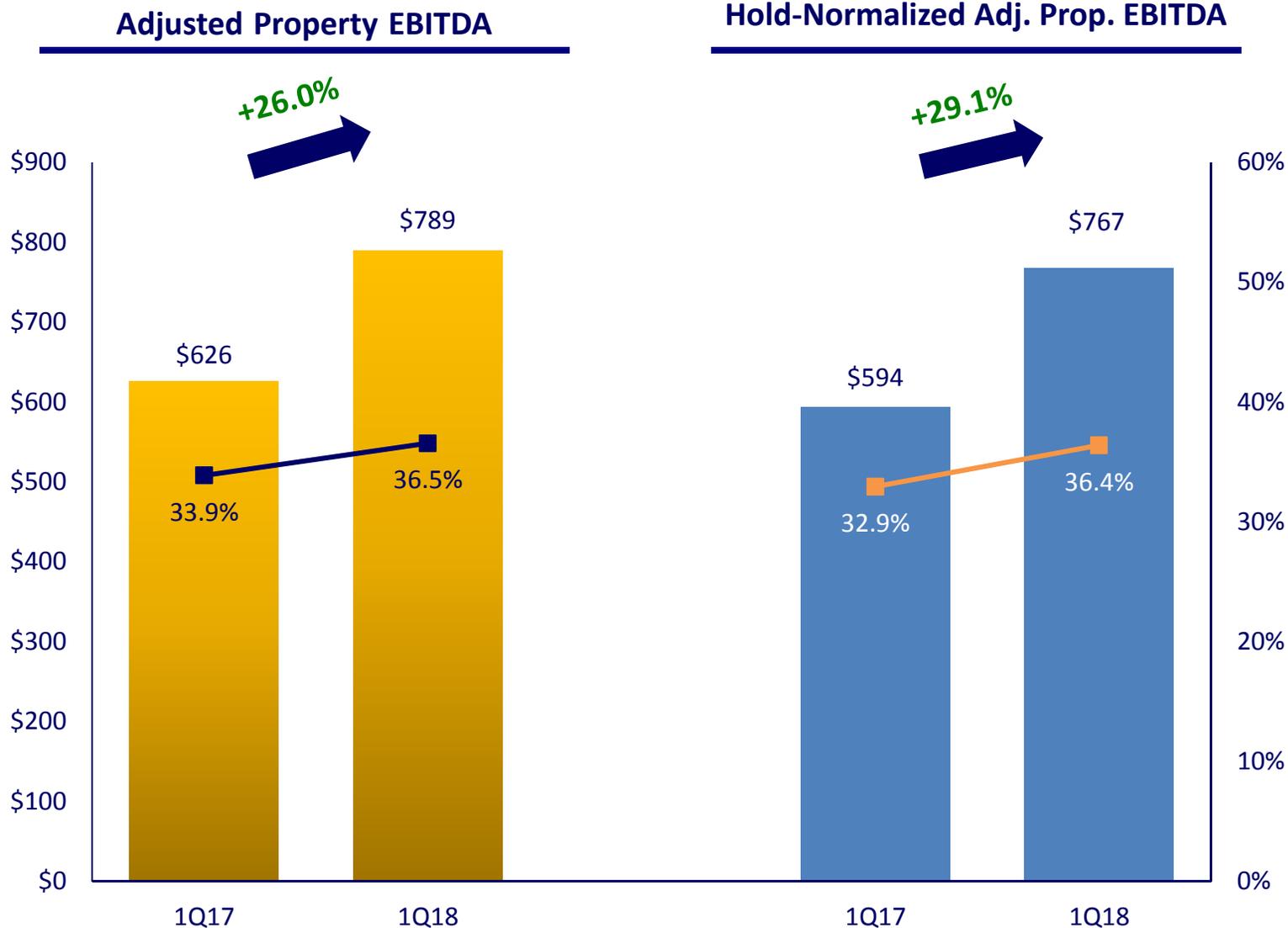
# Macao Operations EBITDA Performance

Quarter Ended March 31, 2018 vs Quarter Ended March 31, 2017



## Macao Operations Adjusted Property EBITDA and Adjusted Property EBITDA Margin

(\$ in millions)



Note: Prior periods presented have been updated to reflect the implementation of ASC 606, please refer to 'Adoption of The Financial Accounting Standard Board's Accounting Standard Codification 606 on Revenue from Contracts with Customers' section in 1Q18 Earnings Call Supplemental Materials for further detail.

# Sands China Mass Market Table Update



## Mass Market Table Win Grew 22.0% in 1Q18 vs. 1Q17

### SCL Base Mass Table Win by Quarter

Sands China Departmental Profit Margin: 35% - 45%

(\$ in millions)

Avg. Win per Table per Day: \$7,393

+11.4%



| Avg. Tables | 1Q17  | 2Q17  | 3Q17  | 4Q17  | 1Q18  |
|-------------|-------|-------|-------|-------|-------|
|             | 1,067 | 1,062 | 1,038 | 1,028 | 1,016 |

### SCL Premium Mass Table Win by Quarter

Sands China Departmental Profit Margin: 25% - 40%

(\$ in millions)

Avg. Win per Table per Day: \$17,301

+34.9%



| Avg. Tables | 1Q17 | 2Q17 | 3Q17 | 4Q17 | 1Q18 |
|-------------|------|------|------|------|------|
|             | 361  | 373  | 378  | 409  | 429  |

**Sands China's Market Leading Mass Table Offering is Delivering Growth Year-Over-Year of 22.0%, Including 34.9% in Premium and 11.4% in Base, in the Macao Market's Most Profitable Segment**

Note: Sands China's base mass and premium mass table revenues as presented above are based on the geographic position of non-rolling (mass) tables on the gaming floor. Some high-end mass play occurs in the base mass geographic area.

# Macao Financial Performance

## Financial Performance by Property



(\$ in millions)

|                            | Net Revenue  |              |            |              | Adj. Property EBITDA |            |            |              | Adj. Property EBITDA Margin |              |               |
|----------------------------|--------------|--------------|------------|--------------|----------------------|------------|------------|--------------|-----------------------------|--------------|---------------|
|                            | 1Q17         | 1Q18         | Growth     |              | 1Q17                 | 1Q18       | Growth     |              | 1Q17                        | 1Q18         | Growth<br>bps |
|                            |              |              | \$         | %            |                      |            | \$         | %            |                             |              |               |
| The Venetian Macao         | \$726        | \$868        | \$142      | 19.6%        | \$289                | \$348      | \$59       | 20.4%        | 39.8%                       | 40.1%        | 30            |
| Sands Cotai Central        | 459          | 549          | 90         | 19.6%        | 143                  | 201        | 58         | 40.6%        | 31.2%                       | 36.6%        | 540           |
| The Parisian Macao         | 310          | 359          | 49         | 15.8%        | 82                   | 116        | 34         | 41.5%        | 26.5%                       | 32.3%        | 580           |
| Four Seasons/Plaza Casino  | 138          | 191          | 53         | 38.4%        | 51                   | 73         | 22         | 43.1%        | 37.0%                       | 38.2%        | 120           |
| <b>Total Cotai</b>         | <b>1,633</b> | <b>1,967</b> | <b>334</b> | <b>20.5%</b> | <b>565</b>           | <b>738</b> | <b>173</b> | <b>30.6%</b> | <b>34.6%</b>                | <b>37.5%</b> | <b>290</b>    |
| The Sands Macao            | 178          | 154          | (24)       | -13.5%       | 54                   | 47         | (7)        | -13.0%       | 30.3%                       | 30.5%        | 20            |
| Ferry Operations and Other | 38           | 39           | 1          | 2.6%         | 7                    | 4          | (3)        | -42.9%       | 18.4%                       | 10.3%        | (810)         |
| <b>Total Macao</b>         | <b>1,849</b> | <b>2,160</b> | <b>311</b> | <b>16.8%</b> | <b>626</b>           | <b>789</b> | <b>163</b> | <b>26.0%</b> | <b>33.9%</b>                | <b>36.5%</b> | <b>260</b>    |

Revenue Growth

EBITDA Growth

Margin Expansion

**Our Cotai Portfolio Grew Revenue 20.5%, Adj. Property EBITDA 30.6% and Adj. Property EBITDA Margin 290 Basis Points in the First Quarter of 2018**

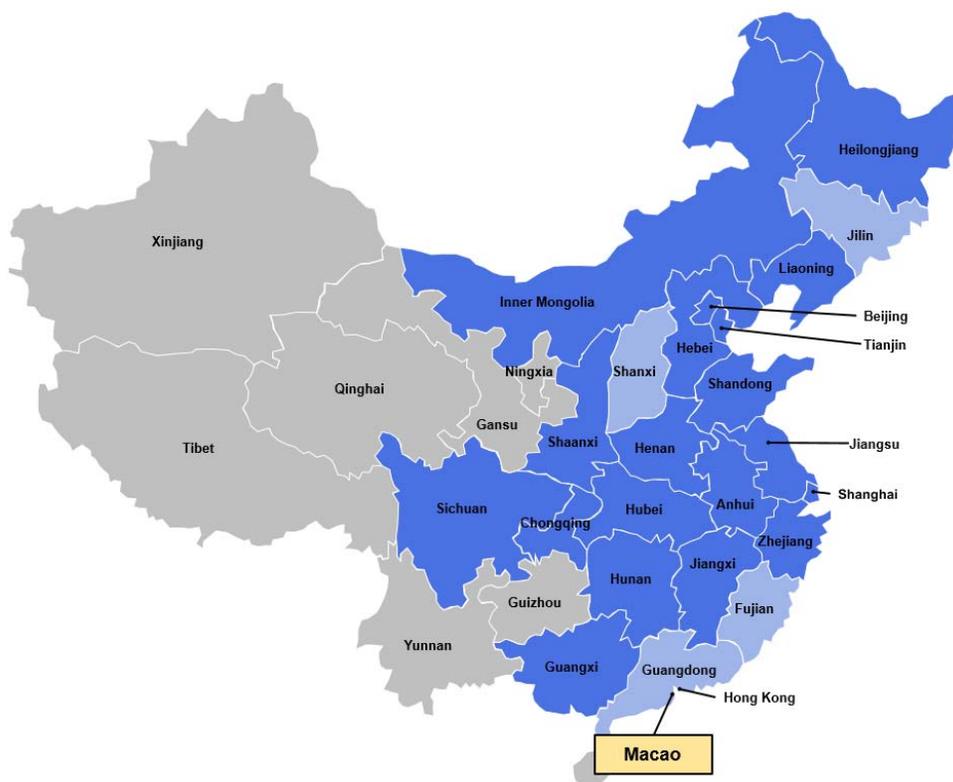
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# Growing Mainland Chinese Visitation to Macao

Non-Guangdong Province Chinese Visitation Grew 15% for the Trailing Twelve Months Ended March 31, 2018 and 18% in the Quarter Ended March 31, 2018



## Year-Over-Year Visitation Growth



## Mainland Chinese Visitation to Macao

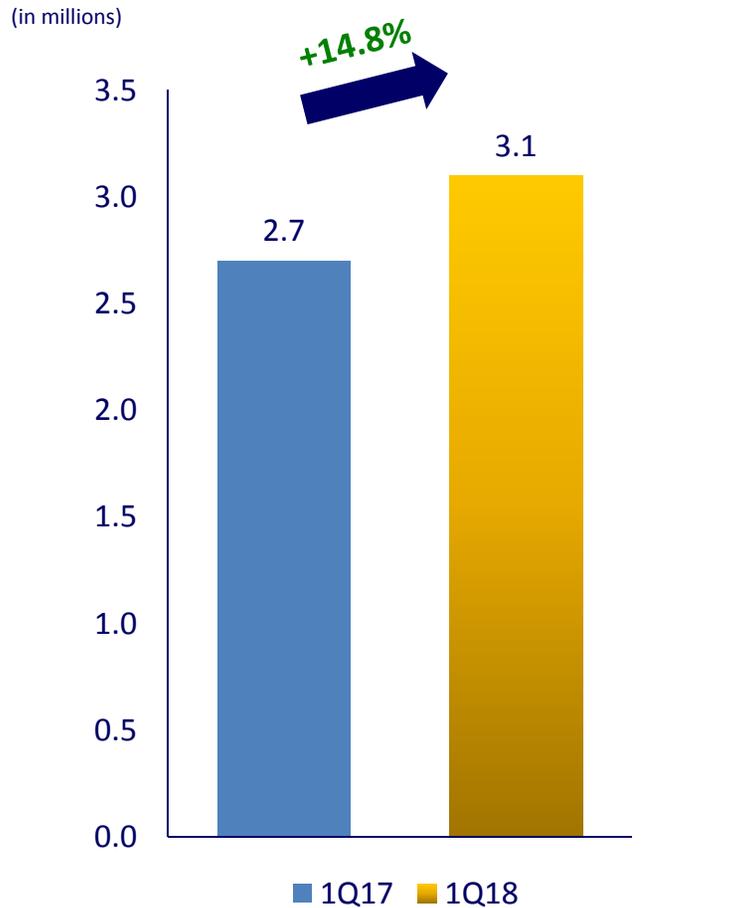
| Province                              | Twelve Months Ended March 31, |                   |             | Population (MM) | GDP Per Capita (US\$) | Penetration Rate |
|---------------------------------------|-------------------------------|-------------------|-------------|-----------------|-----------------------|------------------|
|                                       | 2017                          | 2018              | % Change    |                 |                       |                  |
| Guangdong                             | 9,162,839                     | 9,437,479         | +3%         | 108             | \$10,346              | 8.7%             |
| Hunan                                 | 903,656                       | 1,040,837         | +15%        | 68              | \$6,600               | 1.5%             |
| Fujian                                | 778,134                       | 850,792           | +9%         | 38              | \$10,432              | 2.2%             |
| Hubei                                 | 640,506                       | 760,284           | +19%        | 59              | \$7,784               | 1.3%             |
| Zhejiang                              | 571,710                       | 677,166           | +18%        | 55              | \$11,935              | 1.2%             |
| Guangxi                               | 589,556                       | 649,228           | +10%        | 48              | \$5,400               | 1.4%             |
| Shanghai                              | 539,547                       | 637,926           | +18%        | 24              | \$15,934              | 2.6%             |
| Jiangsu                               | 486,861                       | 619,343           | +27%        | 80              | \$13,550              | 0.8%             |
| Jiangxi                               | 446,316                       | 523,511           | +17%        | 46              | \$5,647               | 1.1%             |
| Henan                                 | 432,089                       | 501,031           | +16%        | 95              | \$6,018               | 0.5%             |
| Sichuan                               | 365,458                       | 440,149           | +20%        | 82              | \$5,656               | 0.5%             |
| Beijing                               | 332,987                       | 367,570           | +10%        | 22              | \$16,306              | 1.7%             |
| Liaoning                              | 300,070                       | 343,245           | +14%        | 44              | \$10,111              | 0.8%             |
| Hebei                                 | 240,191                       | 329,563           | +37%        | 74              | \$6,187               | 0.4%             |
| Shandong                              | 242,844                       | 323,158           | +33%        | 98              | \$9,862               | 0.3%             |
| Heilongjiang                          | 252,634                       | 300,197           | +19%        | 38              | \$6,100               | 0.9%             |
| Anhui                                 | 242,237                       | 276,570           | +14%        | 61              | \$5,521               | 0.5%             |
| Chongqing                             | 222,552                       | 268,076           | +20%        | 30              | \$8,031               | 0.9%             |
| Jilin                                 | 217,517                       | 224,169           | +3%         | 28              | \$7,990               | 0.8%             |
| Shanxi                                | 195,962                       | 210,702           | +8%         | 37              | \$5,385               | 0.6%             |
| Tianjin                               | 121,889                       | 139,660           | +15%        | 15              | \$16,472              | 0.9%             |
| All Other Provinces                   | 3,544,258                     | 3,989,243         | +13%        | 225             | N/A                   | 1.8%             |
| <b>Subtotal (Excluding Guangdong)</b> | <b>11,666,974</b>             | <b>13,472,420</b> | <b>+15%</b> | <b>1,266</b>    | <b>\$7,614</b>        | <b>1.1%</b>      |
| <b>Total China</b>                    | <b>20,829,813</b>             | <b>22,909,899</b> | <b>+10%</b> | <b>1,375</b>    | <b>\$7,829</b>        | <b>1.7%</b>      |

Note: Penetration rates assume that each visitor to Macao from Mainland China is a unique visitor. GDP per Capita defined as 2015 GDP divided by 2015 population (the latest data available). Source: Macao DSEC, National Bureau of Statistics of China.

# Macao Market: Growing Overnight Visitation and Increasing Mass Gaming Win-per-Visit are Contributing to Growth

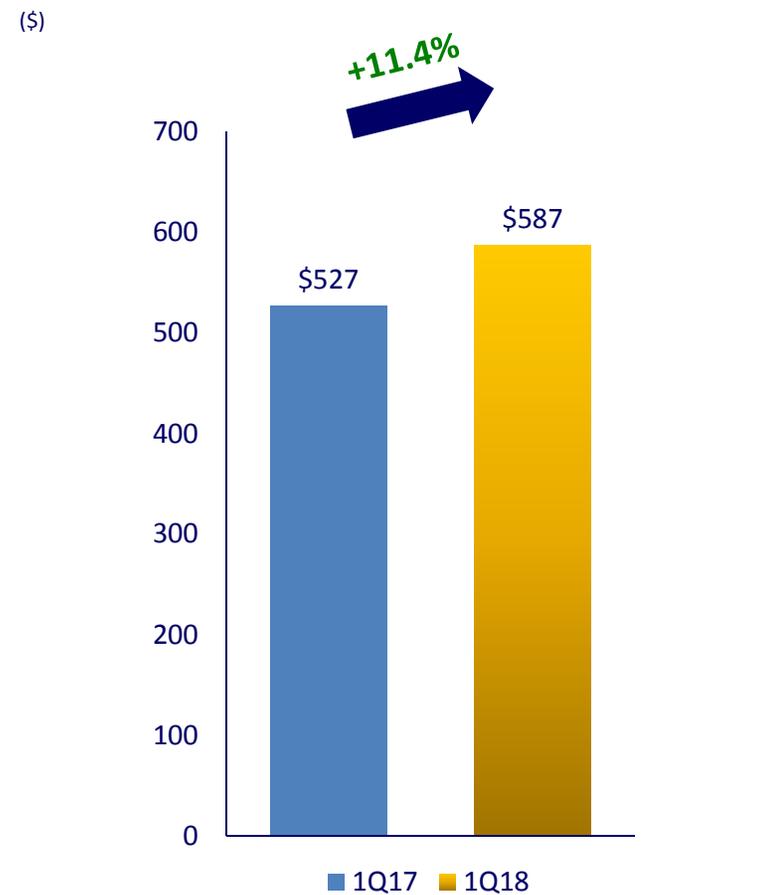


**Mainland Chinese Overnight Visits**



**More Hotel Inventory Driving Strong Growth in Mainland Chinese Overnight Visitation**

**Mass (Tables & Slots) Win-per-Visit<sup>1</sup>**



**Solid Growth in Market Wide Mass Gaming Win-per-Visit**

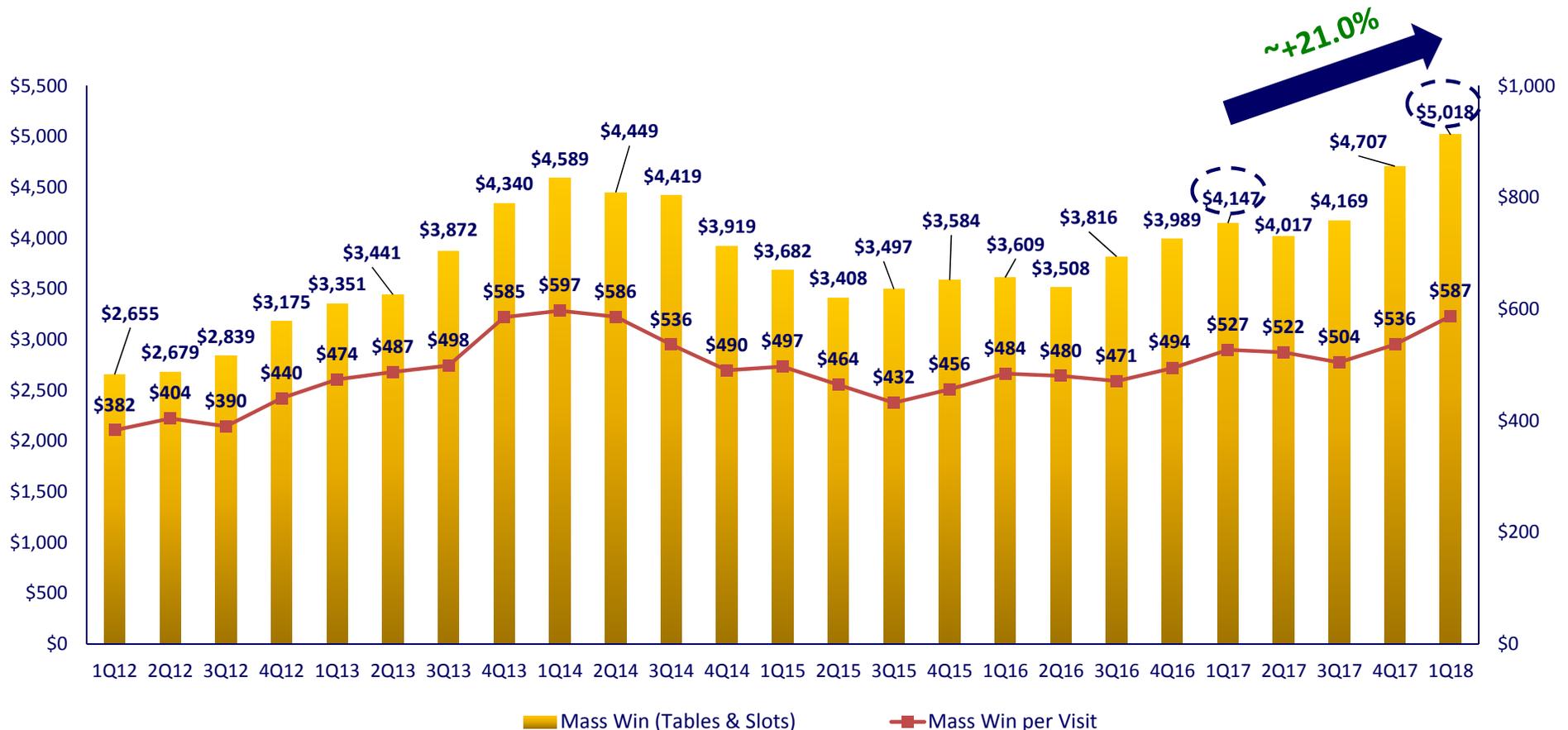
1. Market-wide mass win is defined as mass table win plus slot win as reported by the casino operators in their public filings (does not include revenue from Galaxy's City Clubs business). Mass win-per-visit is defined as mass win (tables and slots) divided by total visitation to Macao as reported by the Macao DSEC. All figures reported in Hong Kong dollars have been converted to USD using a 7.75 exchange rate.

# Macao Market: Continued Strong Growth in Macao's High Margin Mass Gaming Segment



## Macao Market Mass Gaming Revenue (Tables & Slots) & Mass Win-per-Visit<sup>1</sup>

(\$ in millions)



**We Estimate Macao Market-Wide Mass Win Increased ~21% and Mass Win-per-Visit Increased ~11.4% Y/Y in 1Q18**

1. Market-wide mass GGR for all periods through 4Q17 is defined as mass win (tables and slots) as reported by the casino operators in their public filings (does not include revenue from Galaxy's City Clubs business. Market wide mass GGR for 1Q18 is estimated by LVS management based on DICJ reported data and LVS management's estimated differences between DICJ reporting and win reported by operators in prior public filings. All figures reported in Hong Kong dollars have been converted to USD using a 7.75 exchange rate.

Source: Public company filings, Macao DSEC, Macao DICJ.

# Macao Market: Mass Gaming

## Mass Gaming Growth Remained Robust in 1Q18



### Macao Market Mass Gaming Revenue

(\$ in millions)

|                               | Mass Win (Tables and Slots) |                 |                 |                 | Total <sup>1</sup> |
|-------------------------------|-----------------------------|-----------------|-----------------|-----------------|--------------------|
|                               | Q1 <sup>1</sup>             | Q2 <sup>1</sup> | Q3 <sup>1</sup> | Q4 <sup>1</sup> |                    |
| <b>2016</b>                   | \$3,609                     | \$3,508         | \$3,816         | \$3,989         | \$14,922           |
| <b>2017</b>                   | \$4,147                     | \$4,017         | \$4,169         | \$4,707         | <b>\$17,040</b>    |
| <b>Growth ('17 v '16)</b>     | <b>14.9%</b>                | <b>14.5%</b>    | <b>9.3%</b>     | <b>18.0%</b>    | <b>14.2%</b>       |
| <b>2018</b>                   | ~ \$5,018 <sup>2</sup>      |                 |                 |                 |                    |
| <b>Growth ('1Q18 v '1Q17)</b> | <b>~ 21.0%<sup>2</sup></b>  |                 |                 |                 |                    |

### Growth in the Macao Market's High-Margin Mass Gaming Segment Remained Robust in the First Quarter of 2018

1. Market-wide mass GGR for all periods through 4Q17 is defined as mass win (tables and slots) as reported by the casino operators in their public filings (does not include revenue from Galaxy's City Clubs business). All figures reported in Hong Kong dollars have been converted to USD using a 7.75 exchange rate.

2. Market-wide Mass GGR for 1Q18 is estimated by LVS management based on DICJ reported data and LVS management's estimated differences between DICJ reporting and win reported by operators in prior public filings.

Source: Public company filings, Macao DICJ.

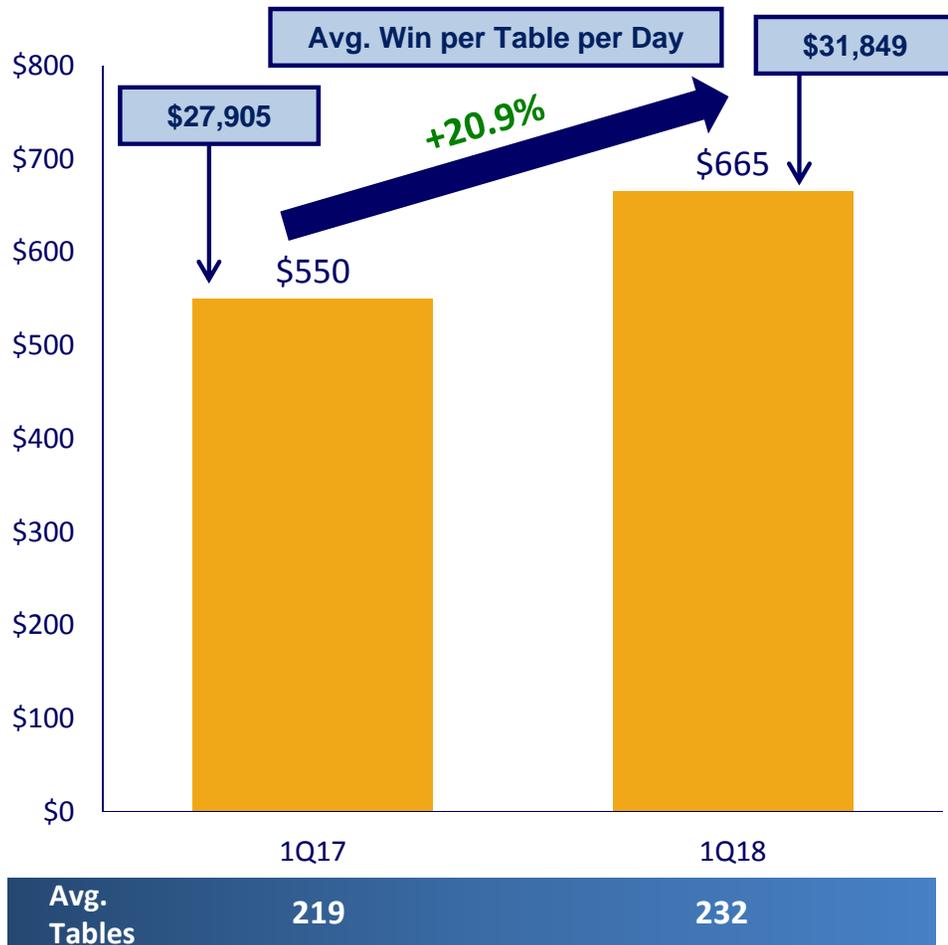
# Sands China VIP Table Update

## VIP Win Up 20.9% in 1Q18 vs. 1Q17



(\$ in millions, except per table amounts)

### SCL Rolling Win by Quarter



### VIP Investment Programs Increasing in 2018 and 2019

- Adding additional amenities across our entire property portfolio
- Refurbishing and reimagining our existing offerings by reinvesting in design and service upgrades
- Long Term Objective: Grow faster than the Macao market in this segment

**Sands China Participating in the Growth of the Macao Market's VIP Segment**

# Macao Market: VIP Gaming

## VIP Gaming Growth Continued in 1Q18



### Macao Market VIP Gaming Revenue

(\$ in millions)

|                               | VIP Win                    |                 |                 |                 | Total <sup>1</sup> |
|-------------------------------|----------------------------|-----------------|-----------------|-----------------|--------------------|
|                               | Q1 <sup>1</sup>            | Q2 <sup>1</sup> | Q3 <sup>1</sup> | Q4 <sup>1</sup> |                    |
| <b>2016</b>                   | \$3,294                    | \$2,856         | \$3,017         | \$3,516         | \$12,683           |
| <b>2017</b>                   | \$3,661                    | \$3,734         | \$4,099         | \$4,292         | \$15,786           |
| <b>Growth ('17 v '16)</b>     | <b>11.1%</b>               | <b>30.7%</b>    | <b>35.9%</b>    | <b>22.1%</b>    | <b>24.5%</b>       |
| <b>2018</b>                   | ~\$4,546 <sup>2</sup>      |                 |                 |                 |                    |
| <b>Growth ('1Q18 v '1Q17)</b> | <b>~ 24.2%<sup>2</sup></b> |                 |                 |                 |                    |

## Growth in the Macao Market's VIP Gaming Segment Continues

1. Market-wide VIP GGR for all periods through 4Q17 as reported by the casino operators in their public filings. All figures reported in Hong Kong dollars have been converted to USD using a 7.75 exchange rate.

2. Market-wide VIP GGR for 1Q18 is estimated by LVS management based on DICJ reported data and LVS management's estimated differences between DICJ reporting and win reported by operators in prior public filings.

Source: Public company filings, Macao DICJ.

# A Focus on Reinvestment in Our Market-Leading Assets

## Reinvesting in Macao Property Portfolio



### Expected Timeframe

#### **The Londoner Rebranding:**

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>– Renovation, expansion and rebranding to The Londoner Macao</li> </ul> | <p>Commencement in late 2018 – phased to minimize disruption during peak periods – completion of all components in 2020</p> |
|--|---|

#### **Hotel Suite Additions and Renovations:**

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>– <b><u>New Luxury Suites in St. Regis Macao Tower:</u></b><br/>Approximately 370 new luxury suites ranging in size from 1,400 to 3,100 SF</li> </ul>   | <p>Work is progressing – completion in late 2019</p>  |
| <ul style="list-style-type: none"> <li>– <b><u>New Luxury Suites in Tower Adjacent to The Four Seasons Macao:</u></b> Expand suite inventory with approximately 280 new luxury suites, ranging in size from 2,000 to 4,700 SF</li> </ul> | <p>Work is progressing – completion in late 2019</p>  |
| <ul style="list-style-type: none"> <li>– <b><u>The Parisian Macao:</u></b> Create additional suites</li> </ul>   | <p>Phase I is completed – Phases II and III progressing – all Phases completed by end of 2018</p> |
| <ul style="list-style-type: none"> <li>– <b><u>The Venetian Macao and Four Seasons Hotel Macao:</u></b> Total property hotel room renovations</li> </ul>   | <p><b>Completed</b></p>   |

#### **VIP Gaming:**

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>– <b><u>The Venetian Macao:</u></b> VIP gaming areas expanded and refurbished</li> </ul> | <p>Work is progressing – completion throughout 2018 and 2019</p> |
| <ul style="list-style-type: none"> <li>– <b><u>The Plaza Macao:</u></b> VIP gaming areas expanded and refurbished</li> </ul>    | <p>Work is progressing – completion throughout 2018 and 2019</p> |

**Investments Targeted to Drive Growth in Every Segment of the Macao Market...  
Retail, Entertainment, Hotel, and both Mass and VIP Gaming**

## Market-Leading Cotai Strip Property Portfolio

### LVS' Cotai Strip Properties



### Leadership in Macao

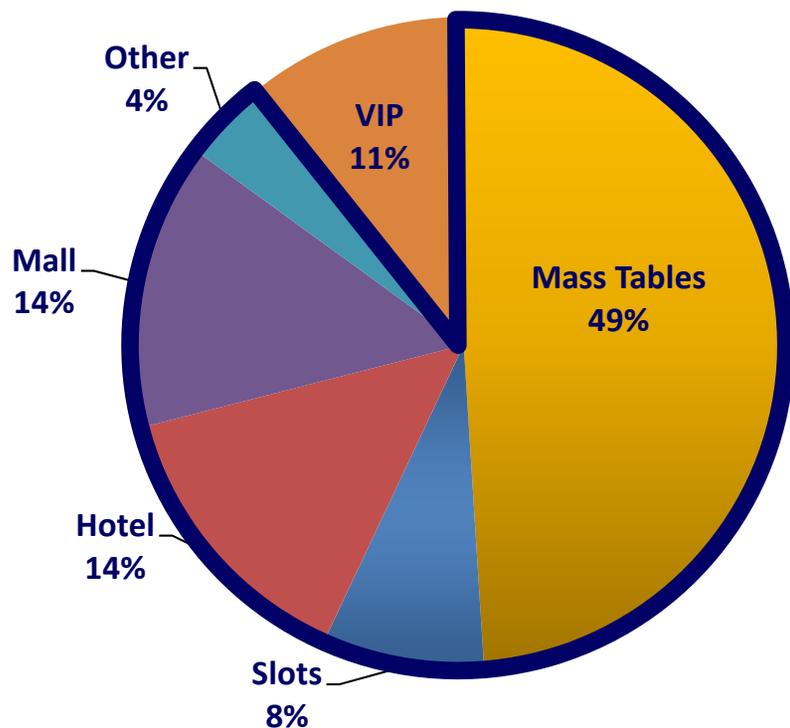
- 1 Investment:
  - ~\$13 billion today, more than \$14 billion by 2020
  - Critical Mass of 35 million SF of development
- 2 Hotel Inventory:
  - ~12,300 rooms and luxury suites as of 1Q18
  - >50% of hotel inventory on Cotai
- 3 Retail:
  - ~1.8 million square feet of gross leasable retail – revenue of \$475 million as of TTM 1Q18
- 4 Entertainment:
  - The Macao leader in entertainment – more seats, shows and venues than any other operator
- 5 MICE:
  - The Macao leader in convention and group meetings >80% of all MICE business in Macao is Sands
- 6 Reinvestment:
  - 280 new luxury suites in the tower adjacent to The Four Seasons Macao in late 2019
  - 370 new tower suites in the St. Regis Macao Hotel tower in late 2019
  - Upon completion, the re-themed Londoner Macao will provide a third European-themed iconic destination resort on Cotai in 2020

# Diversified and Stable Sources of Departmental Profit

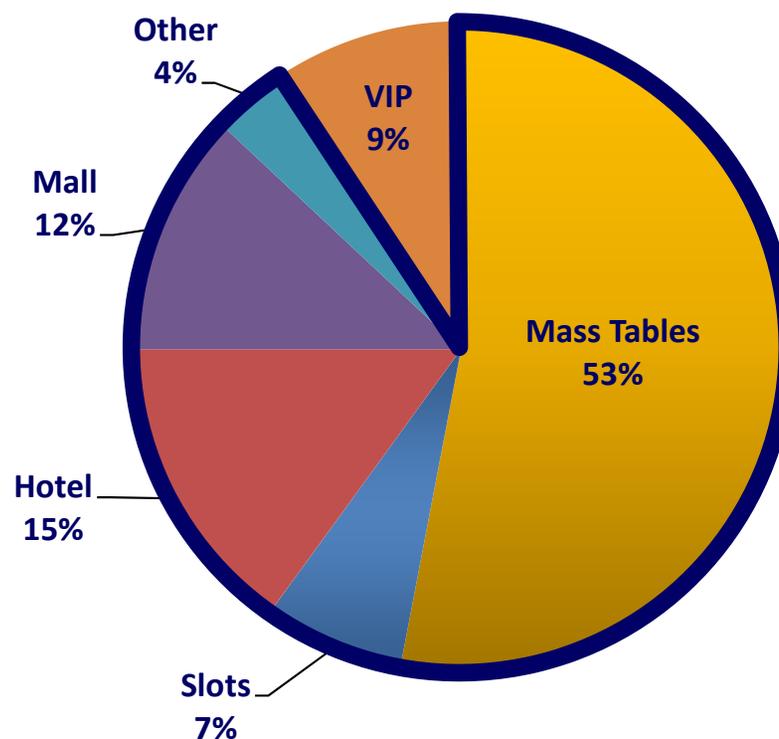
## Sands China Departmental Profit Contribution<sup>1</sup>



TTM 1Q17



TTM 1Q18



**Mass Tables / Slots and Non-Gaming  
Generated 91% of Sands China's Departmental Profit in TTM 1Q18**

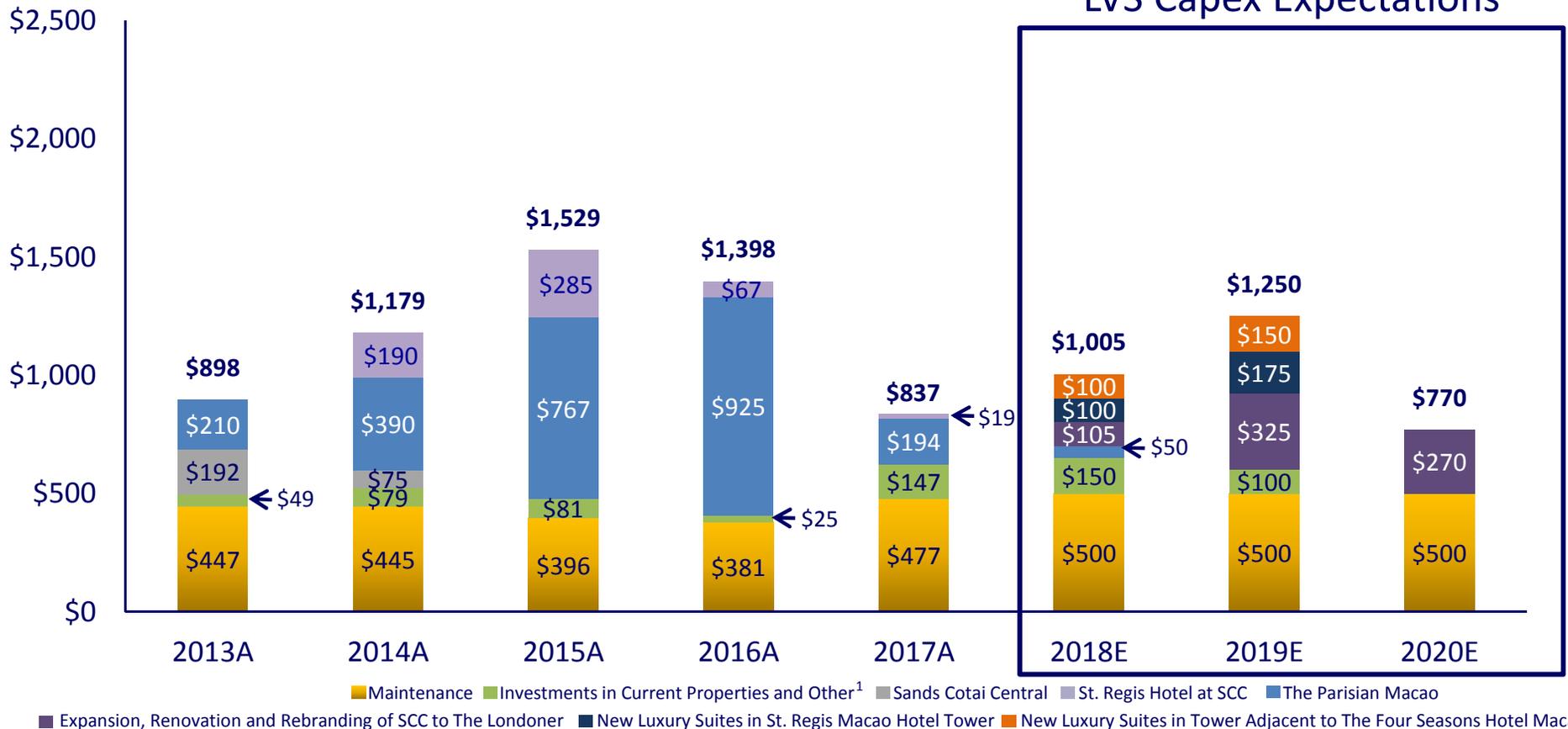
1. Represents departmental profit from The Venetian Macao, Sands Cotai Central, The Parisian Macao, The Plaza Macao and Four Seasons Hotel Macao, the Sands Macao and Ferry Operations and Other (before unallocated expenses) for the TTM periods ended March 31, 2018 and 2017.

# Capital Expenditures Expectations

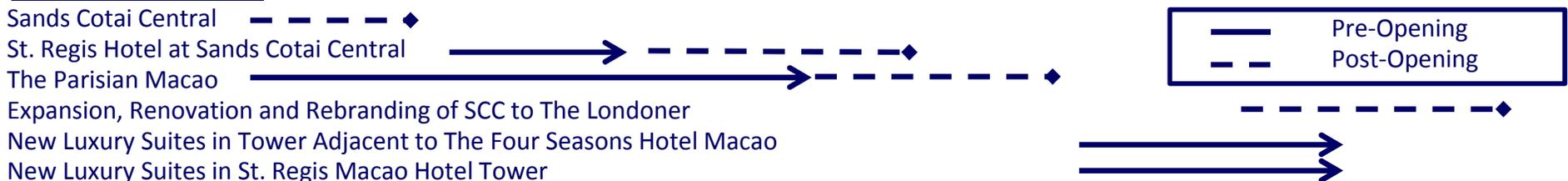


## Future Planned Investments Composed of Income Producing Projects and Maintenance

(\$ in millions)



### Development Timeline



**Future Capital Expenditures Focused on Driving Growth in Every Segment in the Macao Market**

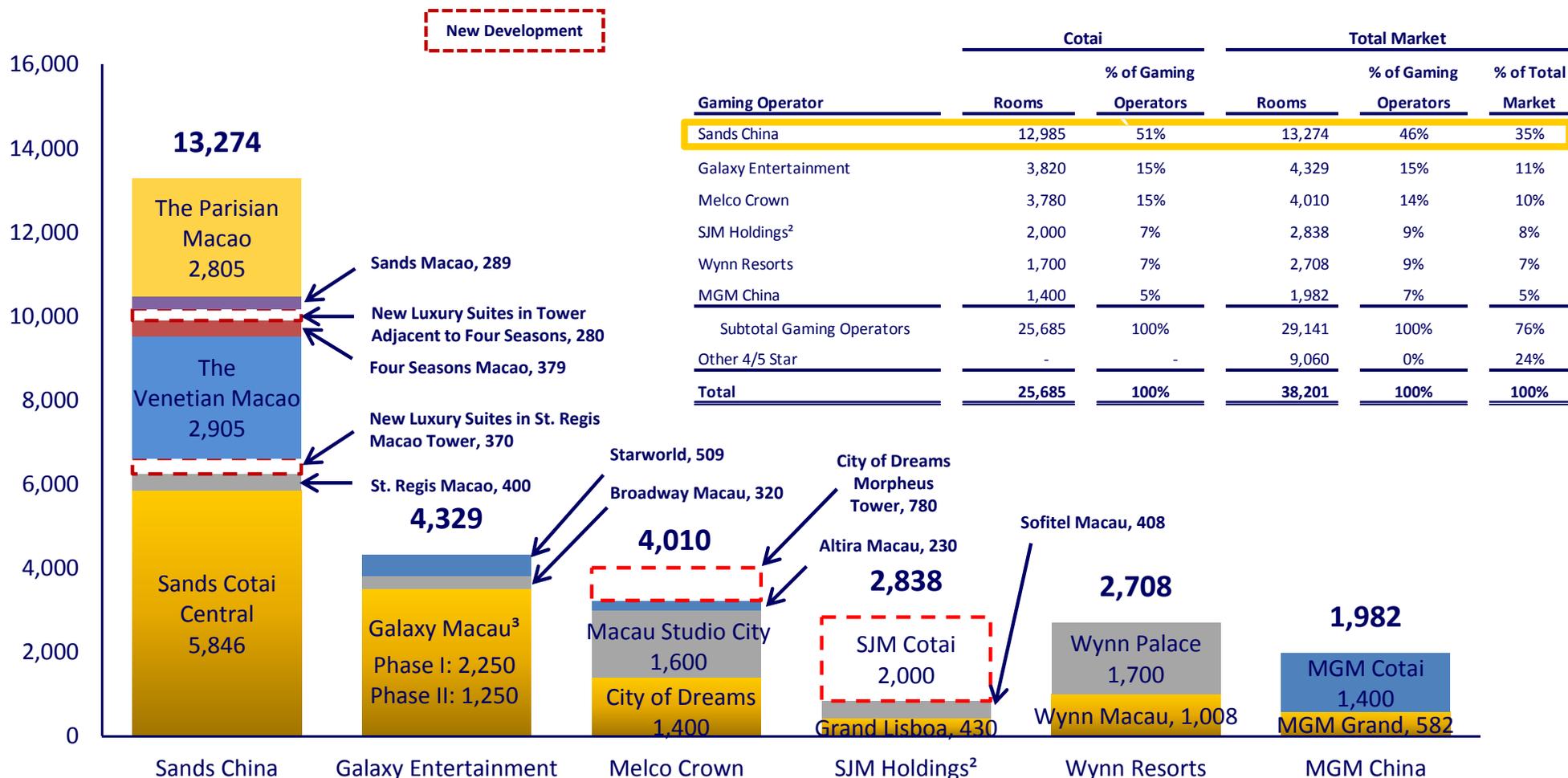
1. Reflects investments that will generate future income in our current property portfolio.

# Market Leading Hotel Capacity at SCL



## Projected Macao Market 4/5 Star Hotel Rooms at December 31, 2020

### Projected Macao Market Gaming Operator Hotel Rooms at December 31, 2020<sup>1</sup>



**With A Market-Leading ~US\$14 billion of Investment – by 2020, SCL Hotel Inventory Will Represent 51% of All Hotel Rooms on Cotai**

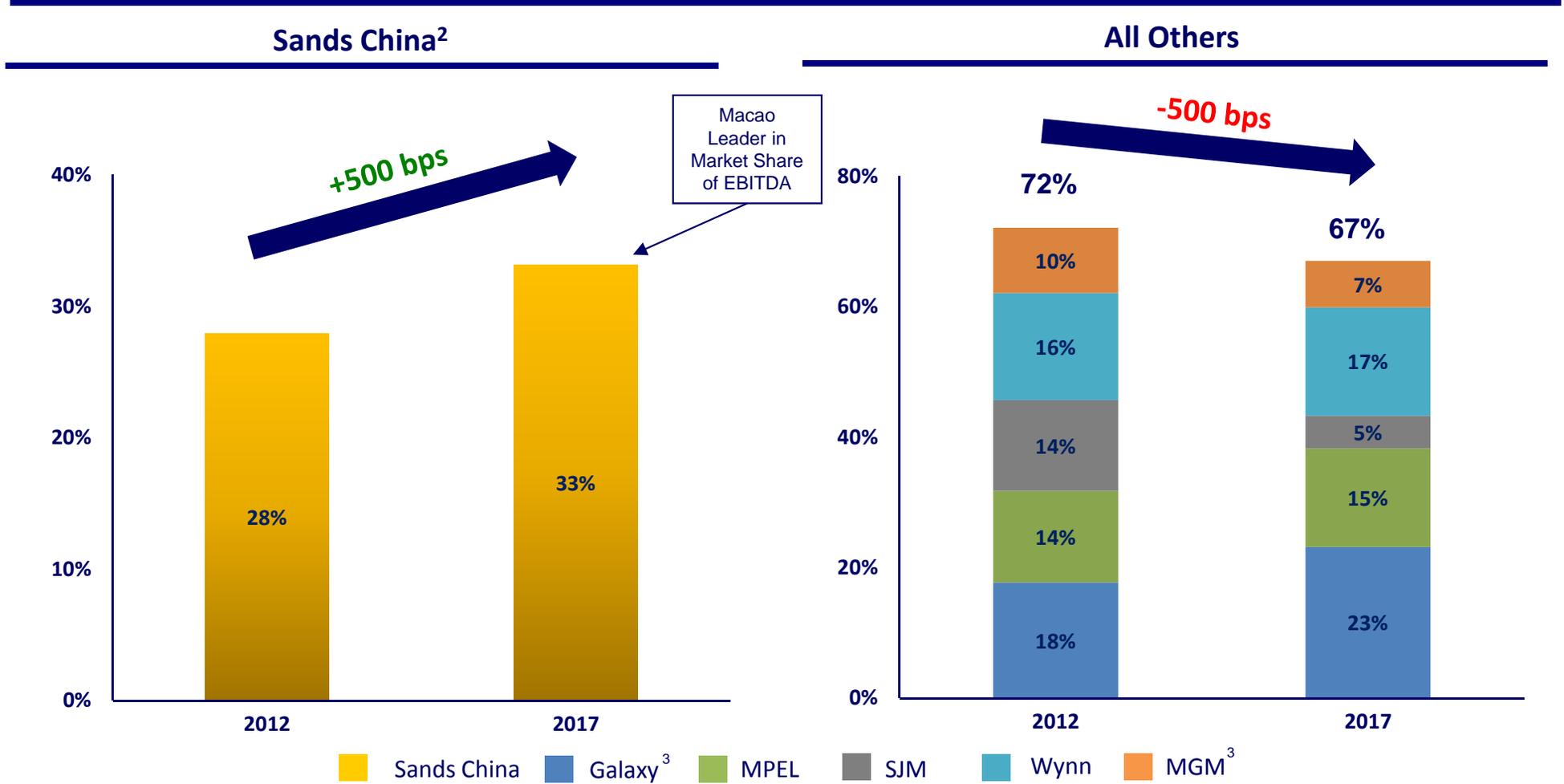
1. In addition to the hotel rooms that are owned by operators presented here, it is projected that there will be approximately 9,060 additional four- and five-star hotel rooms in Macao at December 31, 2018.  
 2. Reflects only SJM Holdings owned hotels.  
 3. Reflects the opening of Galaxy Phase I and Phase II.  
 Note: SCL's room counts and investment levels may differ from those figures presented above as renovation and development projects are undertaken and completed.  
 Source: Public company filings, Macao DSEC.

# Macao Market

## Adjusted Property EBITDA Market Share by Operator



Historical Adjusted Property EBITDA Market Share<sup>1</sup>



**In A Growing Macao Market -- Sands China Generated 33% of Macao Market EBITDA in 2017**

Source: Company Reports.

1. Reflects reported adjusted property EBITDA for the six concessionaires and sub-concessionaires.

2. Reflects adjusted property EBITDA from The Venetian Macao, Sands Cotai Central, The Parisian Macao, The Plaza Macao and Four Seasons Hotel Macao, the Sands Macao and Ferry Operations & Other. 24

3. Galaxy only includes EBITDA from Starworld and Galaxy Macau. MGM reflects Adjusted EBITDA (excluding royalty fees) from MGM Grand Macau as reported by MGM Resorts.

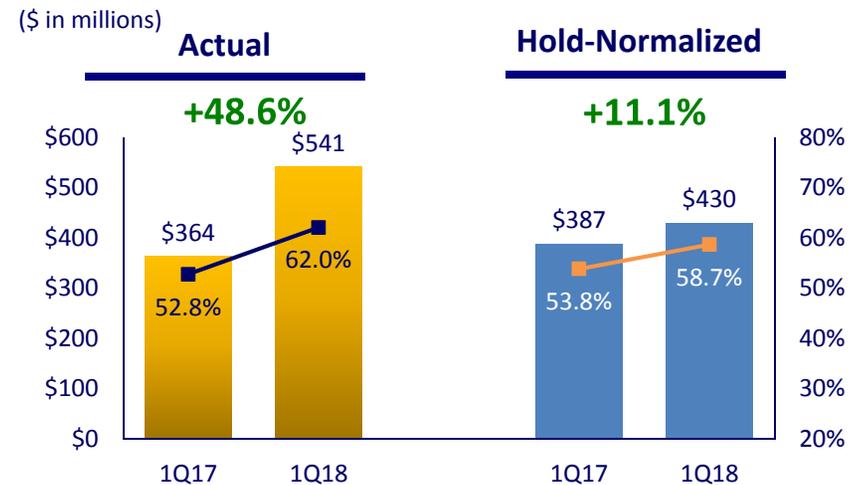
# Marina Bay Sands

## Strong Cash Flow Generation

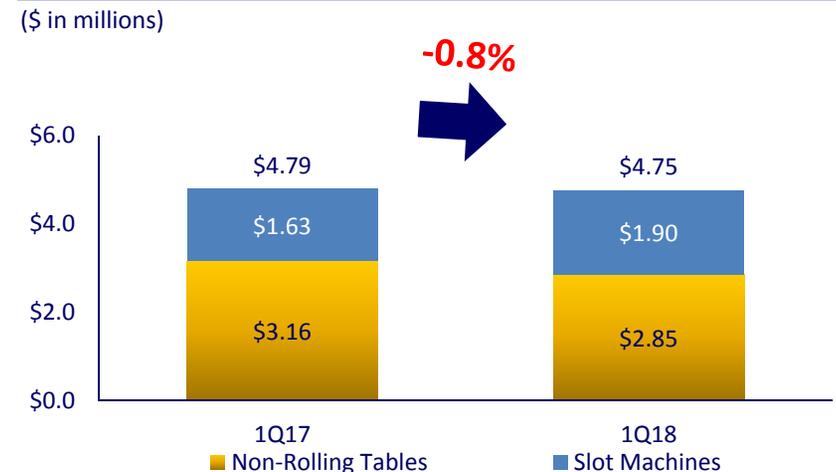


- Adjusted property EBITDA increased 48.6% to \$541 million
  - Hold-normalized adjusted property EBITDA
    - Increased 11.1% to \$430 million
    - Margin increased 490 basis points to 58.7%
    - The weaker U.S. dollar and strong collections during the quarter both contributed to reported financial results
- Mass (non-Rolling tables and slots) win-per-day decreased 0.8% to \$4.75 million
  - Slot win increased 16.3% to \$171 million
  - Non-Rolling table win decreased 9.8% to \$257 million
- Rolling volume decreased 17.3% to \$7.38 billion; Rolling win % was 4.77% in 1Q18 compared to 2.52% in the prior-year quarter
- ADR increased 3.9% to \$455 while occupancy decreased 0.1 pt to 96.8%

### Adjusted Property EBITDA and Adjusted Property EBITDA Margin



### Non-Rolling Table and Slot Win Per Day

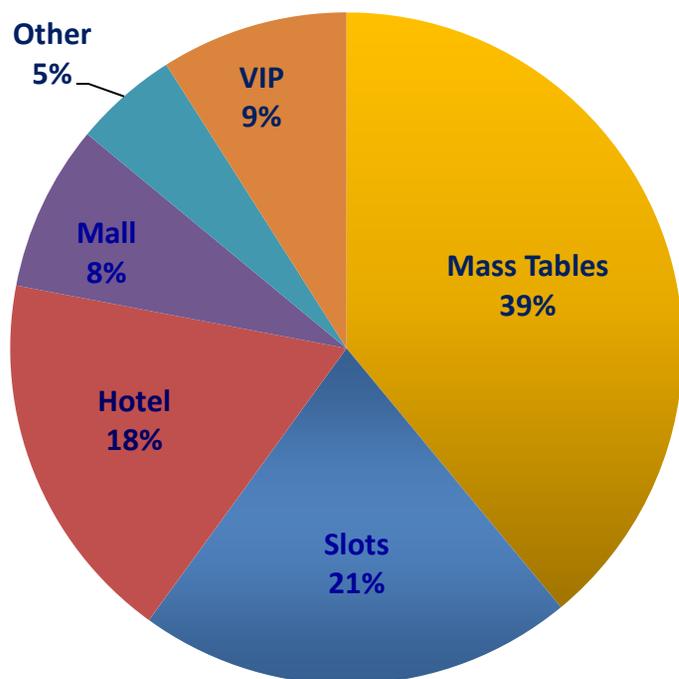


**Adjusted Property EBITDA Increased 48.6% to \$541 Million at Marina Bay Sands in 1Q18**

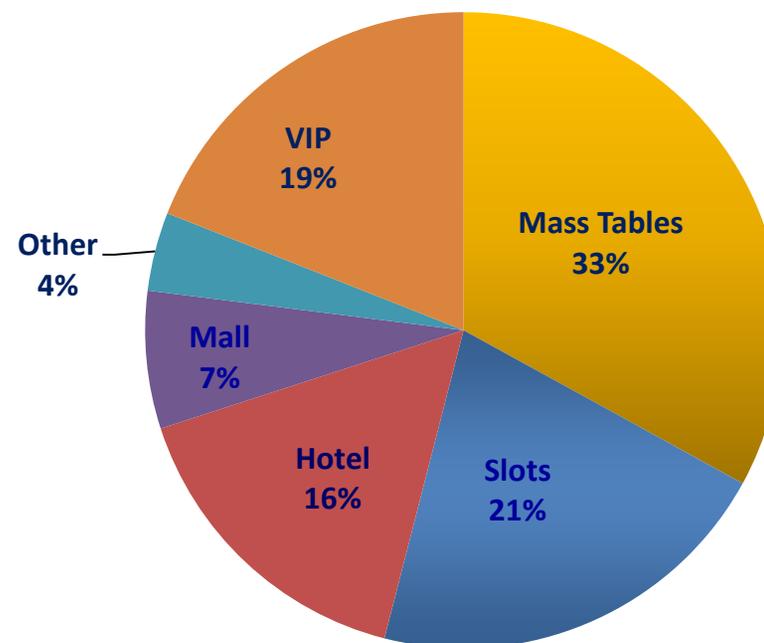
# Marina Bay Sands: Diversified Sources of Departmental Profit For Las Vegas Sands

## Marina Bay Sands Hold-Normalized Departmental Profit Contribution

TTM 1Q17<sup>1</sup>



TTM 1Q18<sup>1</sup>



**Increasing Profitability in the VIP Gaming Segment at Marina Bay Sands Has Contributed To Strong Growth in Departmental Profit and EBITDA at the Property**

1. With no adjustment for hold-normalization, VIP contribution would have been 11% (vs. 9%) in the TTM period ended March 31, 2017 and 30% (vs. 19%) in the TTM period ended March 31, 2018.

# Marina Bay Sands: The Reference Model for Future Integrated Resort Projects

- Ideal reference site for jurisdictions considering MICE-based Integrated Resort development
- Provides exceptional economic power and direct contributions to tourism, employment and GDP growth



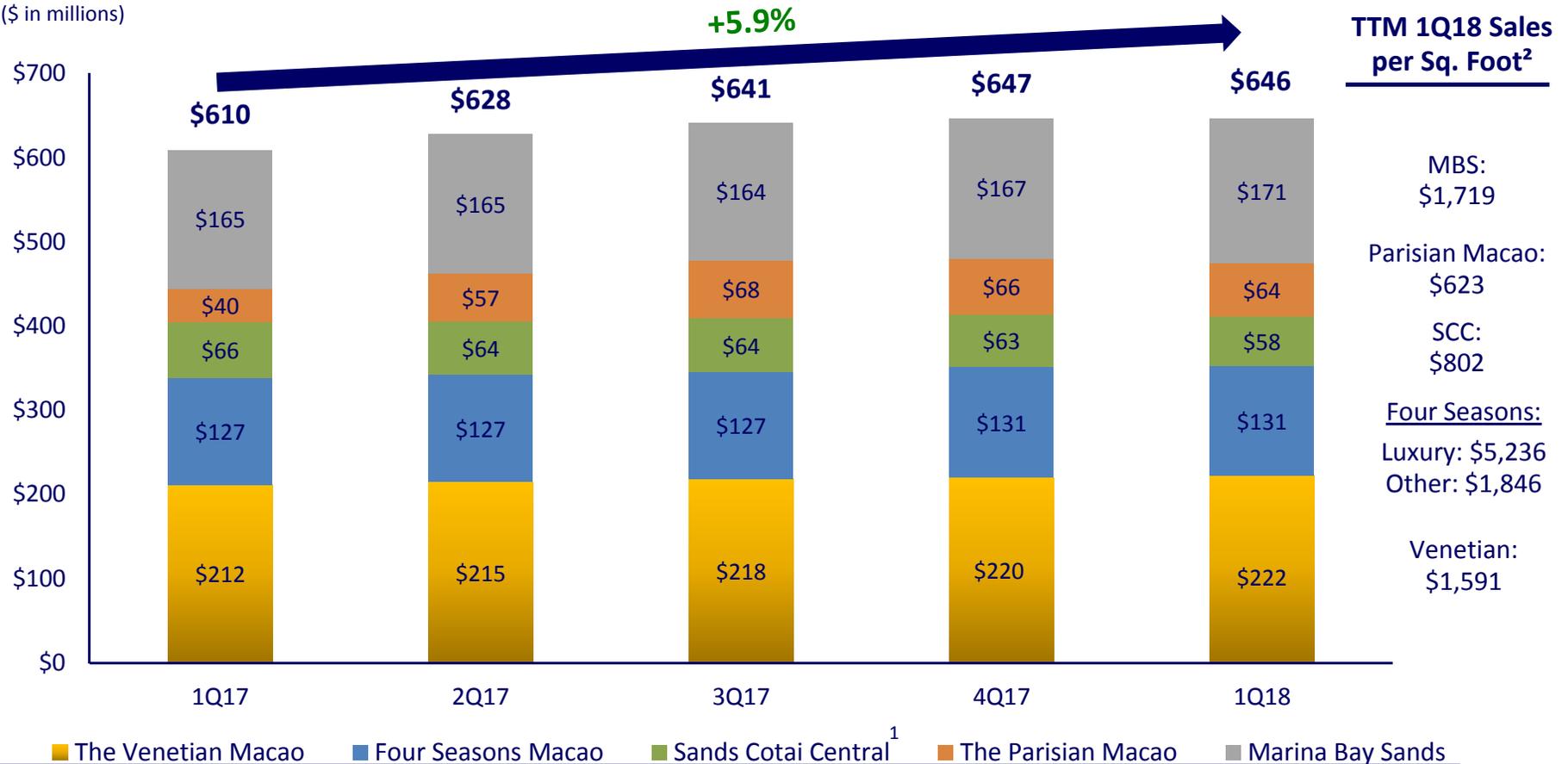
**No Other Company has such a Compelling and Proven Model to Demonstrate the Many Benefits of an Integrated Resort**

# Retail Mall Portfolio in Asia Generating Strong Revenue and Operating Profit



## Trailing Twelve Months Retail Mall Revenue

(\$ in millions)



|                                | 1Q17          | 2Q17          | 3Q17          | 4Q17          | 1Q18          |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Operating Profit</b>        | <b>\$545M</b> | <b>\$559M</b> | <b>\$568M</b> | <b>\$571M</b> | <b>\$569M</b> |
| <b>Operating Profit Margin</b> | <b>89%</b>    | <b>89%</b>    | <b>89%</b>    | <b>88%</b>    | <b>88%</b>    |

1. At March 31, 2018, approximately 400,000 square feet of gross leasable area was occupied out of a total of up to approximately 600,000 square feet of retail mall space that will be featured at completion of all phases of Sands Cotai Central's renovation, rebranding and expansion to the Londoner.

2. Tenant sales per square foot is the sum of reported comparable sales for the trailing 12-months divided by the comparable square footage for the same period. Only tenants that have occupied mall space for a minimum of 12 months are included in the tenant sales per square foot calculation.

# Retail Tenant Sales in Asia

## Trailing Twelve Months' Sales per Square Foot<sup>1</sup>



(\$ per Sq. Foot)

|                                  | <u>TTM 1Q18</u> | <u>TTM 4Q17</u> | <u>TTM 3Q17</u> | <u>TTM 2Q17</u> | <u>TTM 1Q17</u> | <u>TTM 1Q18 v</u><br><u>TTM 1Q17</u> |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------------------------|
| The Shoppes at Marina Bay Sands  | \$ 1,719        | \$ 1,590        | \$ 1,506        | \$ 1,482        | \$ 1,431        | 20.1%                                |
| Shoppes at Venetian              | \$ 1,591        | \$ 1,389        | \$ 1,357        | \$ 1,340        | \$ 1,330        | 19.6%                                |
| Shoppes at Four Seasons          |                 |                 |                 |                 |                 |                                      |
| Luxury Retail                    | 5,236           | 4,750           | 4,538           | 4,337           | 4,283           | 22.3%                                |
| Other Stores                     | 1,846           | 1,731           | 1,533           | 1,483           | 1,451           | 27.2%                                |
| Shoppes at Cotai Central         | 802             | 744             | 711             | 676             | 896             | -10.5%                               |
| Shoppes at Parisian <sup>2</sup> | 623             | 574             | 531             | N/A             | N/A             | N/A                                  |

**Strong Growth at The Venetian Macao, Four Seasons and Marina Bay Sands - Opportunity for Stronger Performance at Sands Cotai Central and The Parisian Macao**

1. Tenant sales per square foot reflect sales from tenants only after the tenant has been open for a period of 12 months.

2. The Shoppes at Parisian opened in September 2016.

# Las Vegas Operations Update

## Improving Market Conditions and Growing Baccarat Volumes

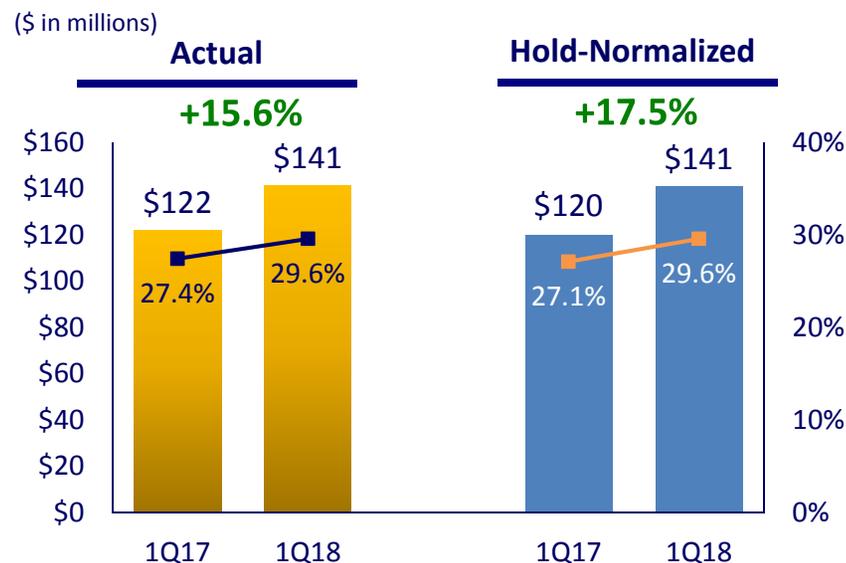


- Adjusted property EBITDA increased 15.6% to \$141 million
  - No hold normalization was required in 1Q18
- Hotel room revenue increased 3.3% to \$156 million
  - ADR decreased 0.4% to \$257, while occupancy increased 1.5 pts to 95.8%, driving RevPAR of \$246
- Table games drop increased 13.4% to \$491 million
  - Non-Baccarat drop declined 5.8% to \$210 million
  - Baccarat drop increased 33.8% to \$281 million
- Slot win increased 4.1% to \$51 million

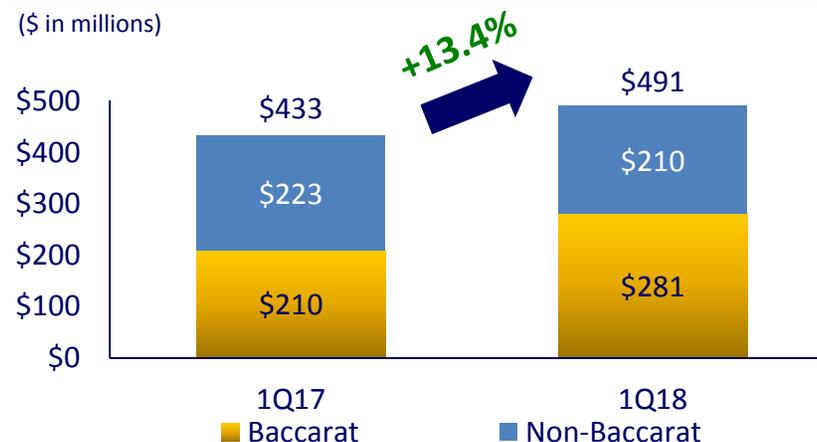
### Most promising opportunities for future growth:

- Convention and group meeting business
- Increase in group & FIT room pricing
- Non-gaming offerings
- International Baccarat business

### Adjusted Property EBITDA and Adjusted Property EBITDA Margin



### Composition of Table Games Drop



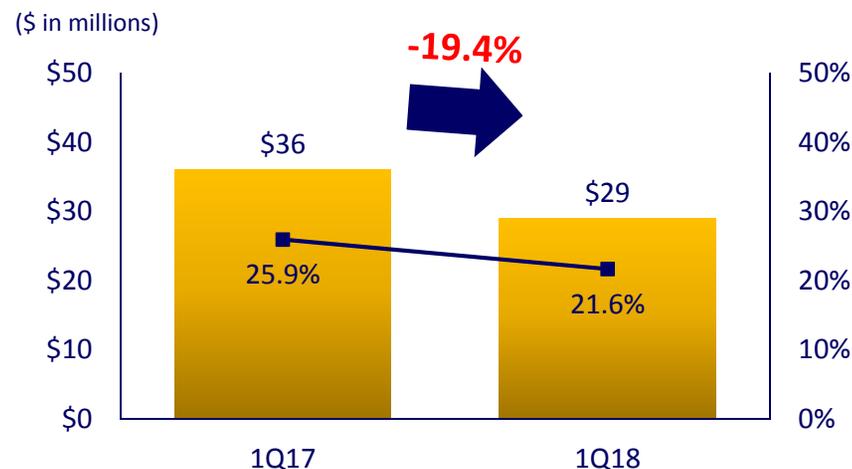
# Sands Bethlehem Update

## Leading Tri-State Region Property

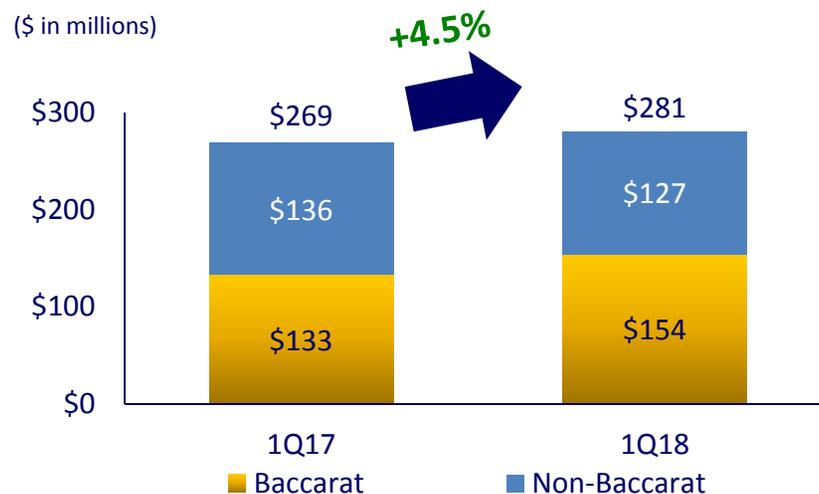


- Adjusted property EBITDA decreased 19.4% to \$29 million
- Poor weather impacting transportation from nearby population centers eleven days during the quarter and low hold negatively impacted the financial performance of the property
- Table games drop increased 4.5% to \$281 million, while win percentage was 18.2%, a decrease of 2.0 pts
- Slot handle increased 0.9% to \$1.17 billion
- ADR increased 0.6% to \$159 with 88.2% occupancy, driving RevPAR of \$140
- The Outlets at Sands Bethlehem (150,000 SF) feature 29 stores including Coach, Tommy Hilfiger, DKNY, GUESS and European Body Concepts Day Spa
- The Sands Bethlehem Event Center (50,000 SF)
  - Recent headline events have included Dancing With The Stars, Patti Labelle, Luke Combs, Foreigner, Steve Winwood, Michael Bolton, Jeff Ross and Dave Attell

### Adjusted Property EBITDA and Adjusted Property EBITDA Margin



### Composition of Table Games Drop



# Geographically Diverse Sources of EBITDA

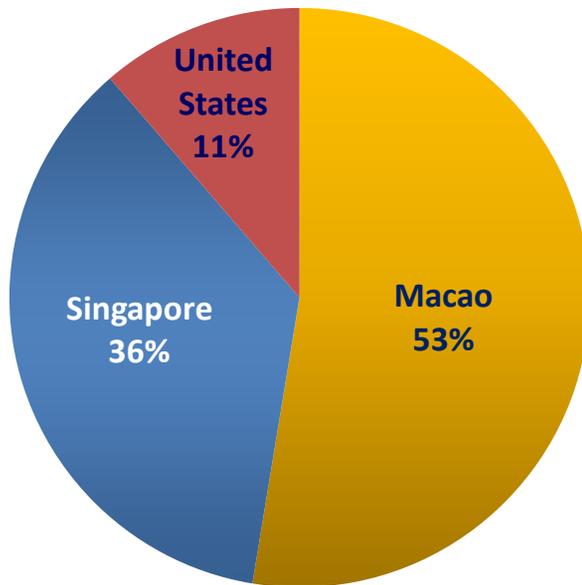
## EBITDA Contribution by Geography in 1Q 2018



(\$ in millions)

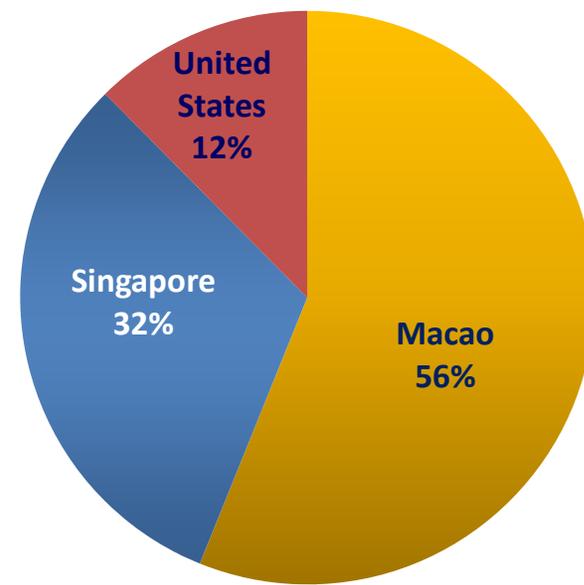
**LVS Consolidated Adjusted Property EBITDA<sup>1</sup>**

**\$1,500M**



**LVS Consolidated Hold-Normalized Adj. Prop. EBITDA<sup>1</sup>**

**\$1,367M**



1. The Macao region includes adjusted property EBITDA from The Venetian Macao, Sands Cotai Central, The Parisian Macao, The Plaza Macao and Four Seasons Hotel Macao, the Sands Macao and Ferry Operations and Other. The Singapore region includes adjusted property EBITDA from Marina Bay Sands and the United States region includes adjusted property EBITDA from the Las Vegas Operating Properties and Sands Bethlehem.

# Disciplined Execution of Our Global Growth Strategy



- Uniquely positioned to bring our unmatched track record and powerful convention-based business model to the world's most promising Integrated Resort development opportunities
- Balance sheet strength designed to support two potential large-scale developments of greater than \$10 billion of investment in the future
- Development opportunity objectives:
  - Target minimum of 20% return on total invested capital
  - 25% - 35% of total project costs to be funded with equity (project financing to fund 65% - 75% of total project costs)

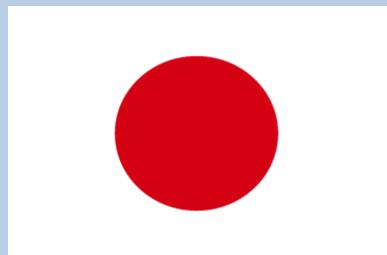
## Principal Areas of Future Development Interest:



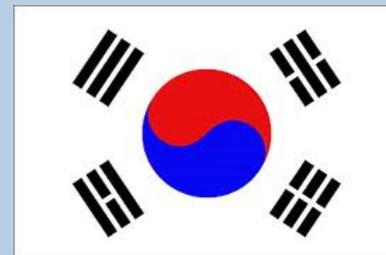
Macao



Singapore



Japan



South Korea

# Overview of ASC 606

## Revenue From Contracts With Customers

### ■ Background:

- Accounting Standards Codification (ASC) 606, Revenue From Contracts With Customers, was issued by the FASB on May 28, 2014 in collaboration with the IASB
- For all public entities, ASC 606 was originally effective for periods (including Interim periods) beginning after December 15, 2016
- On August 12, 2015, FASB issued an update which postponed the effective date after which adoption was mandatory for all public entities, to periods beginning after December 15, 2017
- In order to comply with all applicable standards, Las Vegas Sands adopted ASC 606 - Revenue from Contracts with Customers - on January 1, 2018

### ■ Primary areas in which adoption of ASC 606 applies to Las Vegas Sands:

- Promotional Allowances; Complimentary Items; Certain Commissions; Loyalty Program Costs, Breakage on Chip Liability and Automatic Gratuities. In Nevada only, fees for Wide Area Progressives are also impacted.

### ■ Summary financial impact:

The standard was implemented on a full retrospective basis, prior periods have been conformed to the current period presentation. The principal impact on consolidated LVSC reporting in both 2017 and 2016 is as follows:

- Reported Net Revenues decline By ~1.2% compared to reporting under the prior methodology
- Consolidated adjusted property EBITDA margin increased by ~50 bps compared to reporting under the prior methodology

- Please see the following two pages of this presentation for further detail on the primary impacts to the Company's financial statements and a comparison of LVSC Consolidated results as originally reported and as reported reflecting the new accounting standards.

- Please see the 1Q18 Earnings Call Supplemental Materials posted to the Investor Relations section of our website ([www.sands.com](http://www.sands.com)) for a more detailed presentation of certain prior LVSC Consolidated Results and our Results by Property, to conform to the current period presentation.

# Implementation of New Accounting Standard For Revenue Recognition (ASC 606)



- The following table illustrates the primary impacts of the implementation of ASC 606 to the Company's financial statements:

|  | Prior Treatment  | New Treatment   |
|--|--|---|
| <b>Promotional Allowances/<br/>Other Complimentaries</b> | Deducted from gross revenues to arrive at net revenues   | Deducted from casino revenue primarily<br>Increases revenue category associated with the complimentary  |
| <b>Certain Commissions</b>                               | Recorded as casino expense   | Deducted from casino revenue  |
| <b>Loyalty Program</b>                                   | <ul style="list-style-type: none"> <li>Recorded at cost</li> <li>Expense primarily recorded to casino expense</li> <li>Redemptions made with third parties recorded to casino expense</li> </ul> | <ul style="list-style-type: none"> <li>Recorded at retail value</li> <li>Deducted from casino revenue as earned</li> <li>Results in revenue as points redeemed</li> <li>Redemptions made with third parties do not impact the income statement</li> </ul> |
| <b>Cost of Complimentaries</b>                           | Reclassified out of the department providing comp into the casino department   | Remains in the department providing the comp  |
| <b>Breakage on Chip Liability</b>                        | Recorded to other revenue  | Recorded to casino revenue  |
| <b>Automatic Gratuities</b>                              | Excluded from revenue and expenses   | Included in revenue and expenses  |
| <b>Fees for Wide Area Progressives (Nevada Only)</b>     | Deducted from casino revenue   | Recorded to casino expense  |

# LVSC Consolidated Results



| (\$ in millions)                              | 2017      | 2016      | 1Q17     | 2Q17     | 3Q17     | 4Q17     |
|---|-----------|-----------|----------|----------|----------|----------|
| <b>As Originally Reported</b>                 |           |           |          |          |          |          |
| Net Revenues                                  | \$ 12,882 | \$ 11,410 | \$ 3,106 | \$ 3,141 | \$ 3,199 | \$ 3,436 |
| Operating Expenses                            | 9,420     | 8,917     | 2,343    | 2,325    | 2,343    | 2,409    |
| Adjusted Property EBITDA                      | 4,900     | 4,130     | 1,147    | 1,208    | 1,210    | 1,335    |
| EBITDA Margin %                               | 38.0%     | 36.2%     | 36.9%    | 38.5%    | 37.8%    | 38.9%    |
| <b>As Reported Reflecting</b>                 |           |           |          |          |          |          |
| <b>New Accounting Standards<sup>(1)</sup></b> |           |           |          |          |          |          |
| Net Revenues                                  | \$ 12,728 | \$ 11,271 | \$ 3,067 | \$ 3,109 | \$ 3,161 | \$ 3,391 |
| Operating Expenses                            | 9,264     | 8,769     | 2,303    | 2,292    | 2,306    | 2,363    |
| Adjusted Property EBITDA                      | 4,900     | 4,139     | 1,148    | 1,208    | 1,209    | 1,335    |
| EBITDA Margin %                               | 38.5%     | 36.7%     | 37.4%    | 38.9%    | 38.2%    | 39.4%    |
| <b>Change:</b>                                |           |           |          |          |          |          |
| Net Revenues                                  | \$ (154)  | \$ (139)  | \$ (39)  | \$ (32)  | \$ (38)  | \$ (45)  |
| Operating Expenses                            | (156)     | (148)     | (40)     | (33)     | (37)     | (46)     |
| Adjusted Property EBITDA                      | -         | 9         | 1        | -        | (1)      | -        |
| Decrease in Net Revenues                      | -1.2%     | -1.2%     | -1.3%    | -1.0%    | -1.2%    | -1.3%    |
| Increase in EBITDA Margin (bps)               | 50        | 50        | 50       | 40       | 40       | 50       |

**Adoption of the New Accounting Standards on a Retrospective Basis  
Decreased Our Reported Net Revenue by Approximately 1% and Increased Our  
Consolidated Adjusted Property EBITDA Margin by Approximately 50 Basis Points**

1. Prior year presentations have been conformed to reflect the adoption of the new accounting standard ASC 606.

# Appendix

# Historical Hold-Normalized Adj. Property EBITDA<sup>1</sup>



| (\$ in millions)                    | 1Q17     | 2Q17     | 3Q17     | 4Q17     | 1Q18     |
|-------------------------------------|----------|----------|----------|----------|----------|
| <u>Macao Operations<sup>2</sup></u> |          |          |          |          |          |
| Reported                            | \$ 626   | \$ 600   | \$ 651   | \$ 730   | \$ 789   |
| Hold-Normalized                     | \$ 594   | \$ 597   | \$ 641   | \$ 757   | \$ 767   |
| <u>Marina Bay Sands</u>             |          |          |          |          |          |
| Reported                            | \$ 364   | \$ 492   | \$ 442   | \$ 457   | \$ 541   |
| Hold-Normalized                     | \$ 387   | \$ 386   | \$ 410   | \$ 389   | \$ 430   |
| <u>Las Vegas Operations</u>         |          |          |          |          |          |
| Reported                            | \$ 122   | \$ 79    | \$ 76    | \$ 114   | \$ 141   |
| Hold-Normalized                     | \$ 120   | \$ 86    | \$ 90    | \$ 114   | \$ 141   |
| <u>Sands Bethlehem</u>              |          |          |          |          |          |
| Reported                            | \$ 36    | \$ 37    | \$ 40    | \$ 34    | \$ 29    |
| Hold-Normalized                     | \$ 36    | \$ 37    | \$ 40    | \$ 34    | \$ 29    |
| <u>LVS Consolidated</u>             |          |          |          |          |          |
| Reported                            | \$ 1,148 | \$ 1,208 | \$ 1,209 | \$ 1,335 | \$ 1,500 |
| Hold-Normalized                     | \$ 1,137 | \$ 1,106 | \$ 1,181 | \$ 1,294 | \$ 1,367 |

1. This schedule presents hold-normalized adjusted property EBITDA based on the following methodology:

- for Macao Operations: if the quarter's rolling win percentage is outside of the 3.00%-3.30% band, then a hold adjustment is calculated by applying a rolling win percentage of 3.15% to the rolling volume for the quarter.
- for Marina Bay Sands: if the quarter's rolling win percentage is outside of the 2.70%-3.00% band, then a hold adjustment is calculated by applying a rolling win percentage of 2.85% to the rolling volume for the quarter.
- for Las Vegas Operations: if the quarter's baccarat win percentage is outside of the 18.0%-26.0% band, then a hold adjustment is calculated by applying a baccarat win percentage of 22.0%, and if the quarter's non-baccarat win percentage is outside of the 16.0%-24.0% band, then a hold adjustment is calculated by applying a non-baccarat win percentage of 20.0%.
- for Sands Bethlehem: no hold adjustment is made.
- for all properties: gaming taxes, commissions paid to third parties on incremental win, bad debt expense, discounts and other incentives are applied to determine the hold-normalized adjusted property EBITDA impact.

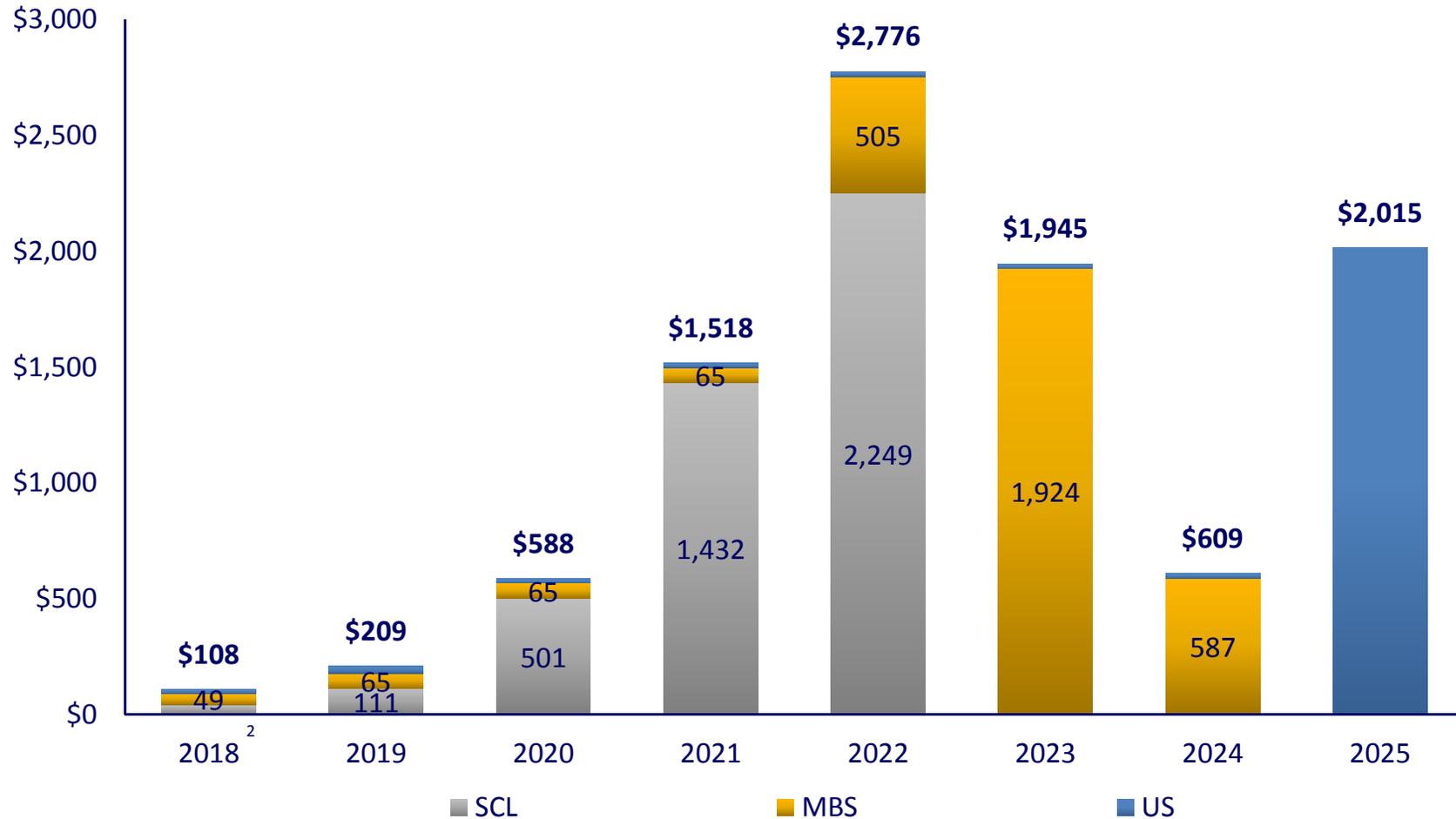
2. Adjusted property EBITDA presented here reflects adjusted property EBITDA from The Venetian Macao, Sands Cotai Central, The Parisian Macao, The Plaza Macao and Four Seasons Hotel Macao, Sands Macao and Ferry Operations and Other.

Note: Prior periods presented have been updated to reflect the implementation of ASC 606, please refer to 'Adoption of The Financial Accounting Standard Board's Accounting Standard Codification 606 on Revenue from Contracts with Customers' section in 1Q18 Earnings Call Supplemental Materials for further detail.

# Debt Maturity Profile

## Debt Maturity by Year<sup>1</sup>

(\$ in millions)



| % of Total | 1% | 2% | 6% | 16% | 28% | 20% | 6% | 21% |
|------------|----|----|----|-----|-----|-----|----|-----|
|------------|----|----|----|-----|-----|-----|----|-----|

**Completed Extensions of U.S. Term Loan and Singapore Credit Facilities in 1Q18**

1. Maturity profile reflects repricing and extension of LVS' U.S. term loan as well as the extension of the Singapore credit facilities, both completed in March 2018.  
 2. Amounts maturing from April 1 through December 31, 2018.

# Reporting of Non-Rolling Chip Drop at Marina Bay Sands



- The following presents non-rolling drop at Marina Bay Sands:

(\$ in millions)

|  | 1Q16     | 2Q16     | 3Q16     | 4Q16     | 1Q17     | 2Q17     | 3Q17     | 4Q17     | 1Q18     |
|--|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>MBS Under Updated Methodology<sup>(1)</sup></b> |          |          |          |          |          |          |          |          |          |
| Non-Rolling Chip drop                              | \$ 1,364 | \$ 1,281 | \$ 1,319 | \$ 1,268 | \$ 1,286 | \$ 1,267 | \$ 1,374 | \$ 1,342 | \$ 1,397 |
| Non-Rolling Chip win percentage                    | 21.5%    | 20.5%    | 21.5%    | 21.0%    | 22.2%    | 20.1%    | 19.5%    | 19.2%    | 18.4%    |
| <b>MBS Historical Methodology</b>                  |          |          |          |          |          |          |          |          |          |
| Non-Rolling Chip drop                              | \$ 1,007 | \$ 936   | \$ 985   | \$ 951   | \$ 967   | \$ 911   | \$ 943   | \$ 925   | \$ 946   |
| Non-Rolling Chip win percentage                    | 29.1%    | 28.0%    | 28.8%    | 28.1%    | 29.5%    | 27.9%    | 28.4%    | 27.9%    | 27.2%    |
| <b>Macao Operations (No Change)</b>                |          |          |          |          |          |          |          |          |          |
| Non-Rolling Chip drop                              | \$ 4,274 | \$ 4,047 | \$ 4,402 | \$ 4,952 | \$ 5,095 | \$ 4,956 | \$ 5,235 | \$ 5,823 | \$ 6,164 |
| Non-Rolling Chip win percentage                    | 21.9%    | 22.3%    | 22.4%    | 21.1%    | 21.6%    | 22.3%    | 21.3%    | 22.7%    | 21.8%    |
| <b>Las Vegas Operating Properties (No Change)</b>  |          |          |          |          |          |          |          |          |          |
| Table Games Drop                                   | \$ 484   | \$ 375   | \$ 431   | \$ 403   | \$ 433   | \$ 352   | \$ 401   | \$ 381   | \$ 491   |
| Tables Games Drop win percentage                   | 15.9%    | 10.6%    | 20.0%    | 22.3%    | 21.5%    | 16.3%    | 17.1%    | 20.7%    | 22.7%    |

1. Under updated methodology, drop at Marina Bay Sands will include money dropped at gaming tables and chips purchased and exchanged at the casino cage.

# Market-Leading ~\$14 Billion of Investment in Macao's Future as a Business & Leisure Tourism Destination

Portfolio of Nearly  
13,000 Suites and Hotel Rooms



Over Two Million sq. feet  
of World Class Shopping



Highly Themed Tourism Attractions



Family-friendly  
Entertainment



Market-Leading  
Customer Database



World-Class Entertainment and  
Events Targeting Chinese  
Consumers



The Broadest  
and Deepest  
Mass  
Tourism  
Offerings  
in Macao

Addition of ~600 New Luxury Suites in  
St. Regis Macao Tower and Tower  
Adjacent to Four Seasons in 2019

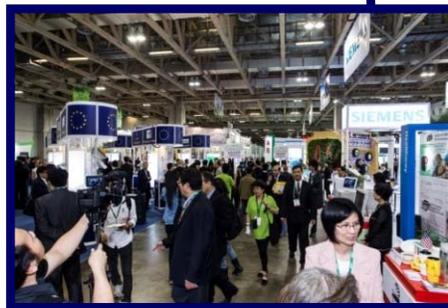
Great Brand Awareness in China

Conversion of SCC to Londoner - 2020

Meaningful Expansion of Mass Market  
Offerings with The Parisian Macao



Over Two Million  
sq. feet of  
Conference,  
Exhibition and  
Carpeted Meeting  
Space



Our Diversified Convention-based Integrated Resort Offerings Coupled with Industry Leading Branding and Service Offerings Appeal to the Broadest Set of Customers and Provide a Competitive Advantage in the Macao Market

# Macao Visitation Opportunity

## Business & Leisure Tourism Expenditure Drivers

### Future Growth Drivers

---

- More efficient and affordable transportation infrastructure
- Greater number of hotel rooms and non-gaming offerings in Macao
- Additional tourism attractions in Macao and Hengqin Island
- Rapidly expanding middle-class with growing disposable income and a desire for tourism

As a result, Macao's Mass visitors will:

---

- **Come From Farther Away**
- **Stay Longer**
- **Spend More On:**
  - Lodging
  - Retail
  - Dining
  - Entertainment
  - Gaming

# Supplemental Information

## 1Q18 and 1Q17



(\$ in millions)

Three Months Ended March 31, 2018

|  | Operating<br>Income (Loss) | Depreciation<br>and<br>Amortization | Amortization<br>of Leasehold<br>Interests<br>in Land | Loss on<br>Disposal or<br>Impairment<br>of Assets | Pre-Opening<br>and<br>Development<br>Expense | Royalty<br>Fees | Stock-Based<br>Compensation | Corporate<br>Expense | Adjusted<br>Property<br>EBITDA |
|--|----------------------------|-------------------------------------|--|---|--|-----------------|-----------------------------|----------------------|--------------------------------|
| Macao:                                       |                            |                                     |  |   |  |                 |                             |                      |                                |
| The Venetian Macao                           | \$ 309                     | \$ 35                               | \$ 2   | \$ -  | \$ -   | \$ -            | \$ 2                        | \$ -                 | \$ 348                         |
| Sands Cotai Central                          | 145                        | 53                                  | 2  | -   | -  | -               | 1                           | -                    | 201                            |
| The Parisian Macao                           | 72                         | 42                                  | -  | 1   | -  | -               | 1                           | -                    | 116                            |
| The Plaza Macao and Four Seasons Hotel Macao | 64                         | 7                                   | 1  | -   | 1  | -               | -                           | -                    | 73                             |
| Sands Macao                                  | 41                         | 6                                   | -  | -   | -  | -               | -                           | -                    | 47                             |
| Ferry Operations and Other                   | (27)                       | 4                                   | -  | -   | -  | 27              | -                           | -                    | 4                              |
| <b>Macao Operations</b>                      | <b>604</b>                 | <b>147</b>                          | <b>5</b>   | <b>1</b>  | <b>1</b>                                     | <b>27</b>       | <b>4</b>                    | <b>-</b>             | <b>789</b>                     |
| Marina Bay Sands                             | 436                        | 74                                  | 4  | -   | -  | 27              | -                           | -                    | 541                            |
| United States:                               |                            |                                     |  |   |  |                 |                             |                      |                                |
| Las Vegas Operating Properties               | 163                        | 32                                  | -  | -   | -  | (54)            | -                           | -                    | 141                            |
| Sands Bethlehem                              | 23                         | 6                                   | -  | -   | -  | -               | -                           | -                    | 29                             |
| <b>United States Property Operations</b>     | <b>186</b>                 | <b>38</b>                           | <b>-</b>   | <b>-</b>  | <b>-</b>                                     | <b>(54)</b>     | <b>-</b>                    | <b>-</b>             | <b>170</b>                     |
| Other Development                            | (3)                        | -                                   | -  | -   | 3  | -               | -                           | -                    | -                              |
| Corporate                                    | (65)                       | 5                                   | -  | 4   | -  | -               | -                           | 56                   | -                              |
| <b>\$ 1,158</b>                              | <b>\$ 264</b>              | <b>\$ 9</b>                         | <b>\$ 5</b>  | <b>\$ 4</b>                                       | <b>\$ -</b>                                  | <b>\$ 4</b>     | <b>\$ 56</b>                | <b>\$ 1,500</b>      |                                |

Three Months Ended March 31, 2017

|  | Operating<br>Income (Loss) | Depreciation<br>and<br>Amortization | Amortization<br>of Leasehold<br>Interests<br>in Land | Loss on<br>Disposal or<br>Impairment<br>of Assets | Pre-Opening<br>and<br>Development<br>Expense | Royalty<br>Fees | Stock-Based<br>Compensation | Corporate<br>Expense | Adjusted<br>Property<br>EBITDA |
|--|----------------------------|-------------------------------------|--|---|--|-----------------|-----------------------------|----------------------|--------------------------------|
| Macao:                                       |                            |                                     |  |   |  |                 |                             |                      |                                |
| The Venetian Macao                           | \$ 244                     | \$ 41                               | \$ 2   | \$ 1  | \$ -   | \$ -            | \$ 1                        | \$ -                 | \$ 289                         |
| Sands Cotai Central                          | 71                         | 68                                  | 2  | -   | 1  | -               | 1                           | -                    | 143                            |
| The Parisian Macao                           | 26                         | 55                                  | 1  | -   | -  | -               | -                           | -                    | 82                             |
| The Plaza Macao and Four Seasons Hotel Macao | 39                         | 10                                  | 1  | -   | 1  | -               | -                           | -                    | 51                             |
| Sands Macao                                  | 44                         | 9                                   | -  | -   | -  | -               | 1                           | -                    | 54                             |
| Ferry Operations and Other                   | (21)                       | 4                                   | -  | -   | -  | 24              | -                           | -                    | 7                              |
| <b>Macao Operations</b>                      | <b>403</b>                 | <b>187</b>                          | <b>6</b>   | <b>1</b>  | <b>2</b>                                     | <b>24</b>       | <b>3</b>                    | <b>-</b>             | <b>626</b>                     |
| Marina Bay Sands                             | 263                        | 75                                  | 4  | 1   | -  | 21              | -                           | -                    | 364                            |
| United States:                               |                            |                                     |  |   |  |                 |                             |                      |                                |
| Las Vegas Operating Properties               | 121                        | 45                                  | -  | 1   | -  | (45)            | -                           | -                    | 122                            |
| Sands Bethlehem                              | 29                         | 7                                   | -  | -   | -  | -               | -                           | -                    | 36                             |
| <b>United States Property Operations</b>     | <b>150</b>                 | <b>52</b>                           | <b>-</b>   | <b>1</b>  | <b>-</b>                                     | <b>(45)</b>     | <b>-</b>                    | <b>-</b>             | <b>158</b>                     |
| Other Development                            | (3)                        | -                                   | -  | -   | 3  | -               | -                           | -                    | -                              |
| Corporate                                    | (49)                       | 7                                   | -  | -   | -  | -               | -                           | 42                   | -                              |
| <b>\$ 764</b>                                | <b>\$ 321</b>              | <b>\$ 10</b>                        | <b>\$ 3</b>  | <b>\$ 5</b>                                       | <b>\$ -</b>                                  | <b>\$ 3</b>     | <b>\$ 42</b>                | <b>\$ 1,148</b>      |                                |

Note: Prior periods presented have been updated to reflect the implementation of ASC 606, please refer to 'Adoption of The Financial Accounting Standard Board's Accounting Standard Codification 606 on Revenue from Contracts with Customers' section in 1Q18 Earnings Call Supplemental Materials for further detail.

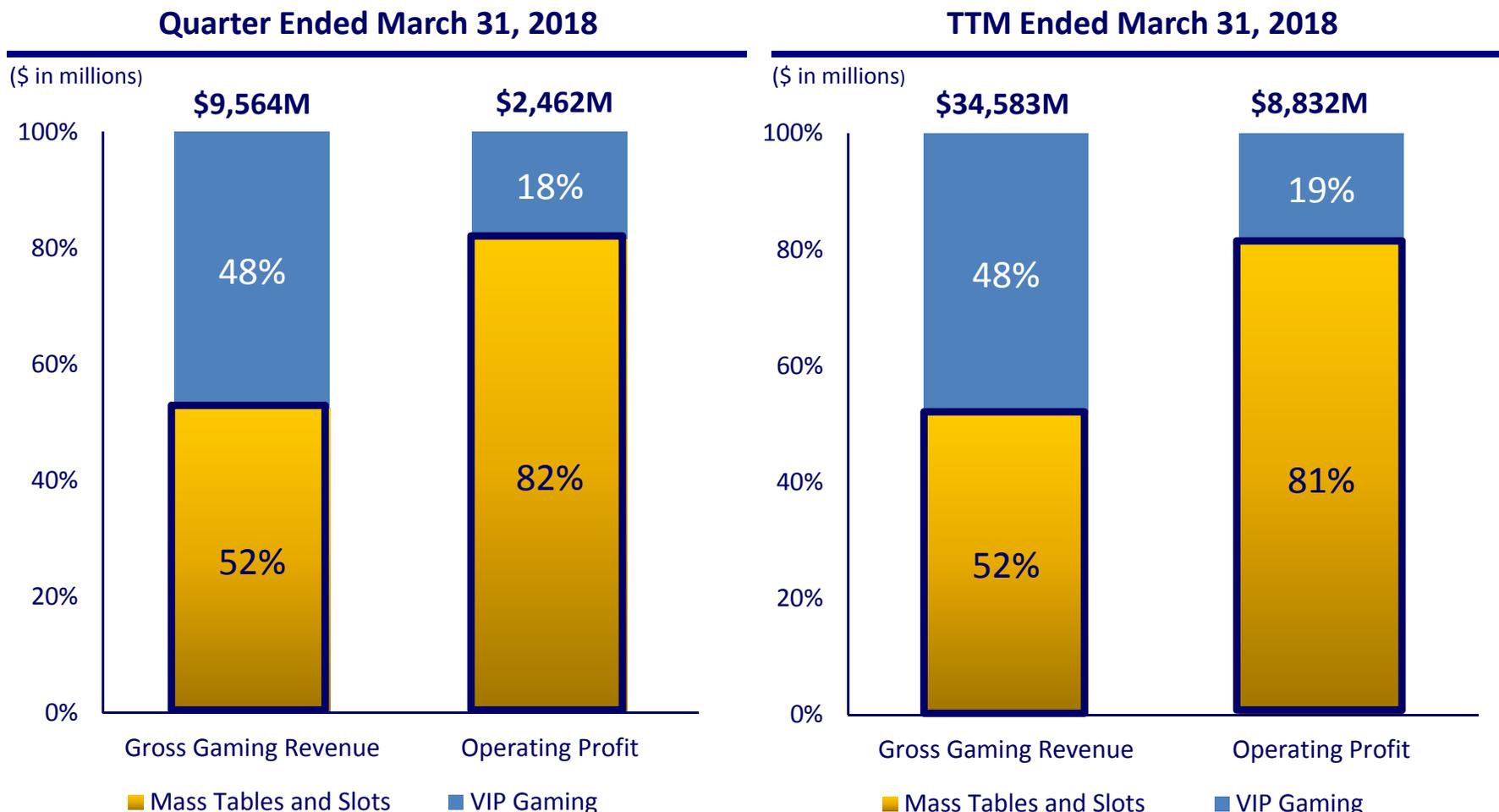
# Macao Market Background and Infrastructure Slides



# Mass Gaming Generates Over 80% of Gaming Operating Profit in Macao



## Composition of Macao Market Gross Gaming Revenue<sup>1</sup> and Est. Gaming Operating Profit<sup>2</sup>



### Mass Gaming Generates Over 80% of Gaming Operating Profit in Macao

1. Market-wide GGR for all periods through 4Q17 as reported by the casino operators in their public filings (does not include revenue from Galaxy's City Clubs business). All figures reported in Hong Kong dollars have been converted to USD using a 7.75 exchange rate. Market-wide GGR for 1Q18 is estimated by LVS management based on DICJ reported data and LVS management's estimated differences between DICJ reporting and win reported by operators in prior public filings.

2. Assumes operating profit margin of 10.0% on gross VIP revenue and a blended margin of 40% on mass table and slot gross revenue.

Source: Public company filings, Macao DICJ.

# Five Trends that Should Contribute To Growth in the Macao Market In The Future

1

**260 million tourists are expected to travel outside of China by 2025**, up from 135 million in 2016. Chinese tourism expenditures are expected to increase from \$261 billion in 2016 to \$672 billion by 2025

2

**Transportation infrastructure and connectivity** throughout China, especially in the Pearl River Delta region, **will be meaningfully expanded, including through the opening of the \$20B Hong Kong – Zhuhai – Macao bridge in 2018**

3

**~3,400 new hotel rooms** are expected to open in Macao through 2020

4

**Increasing length of stay** in Macao

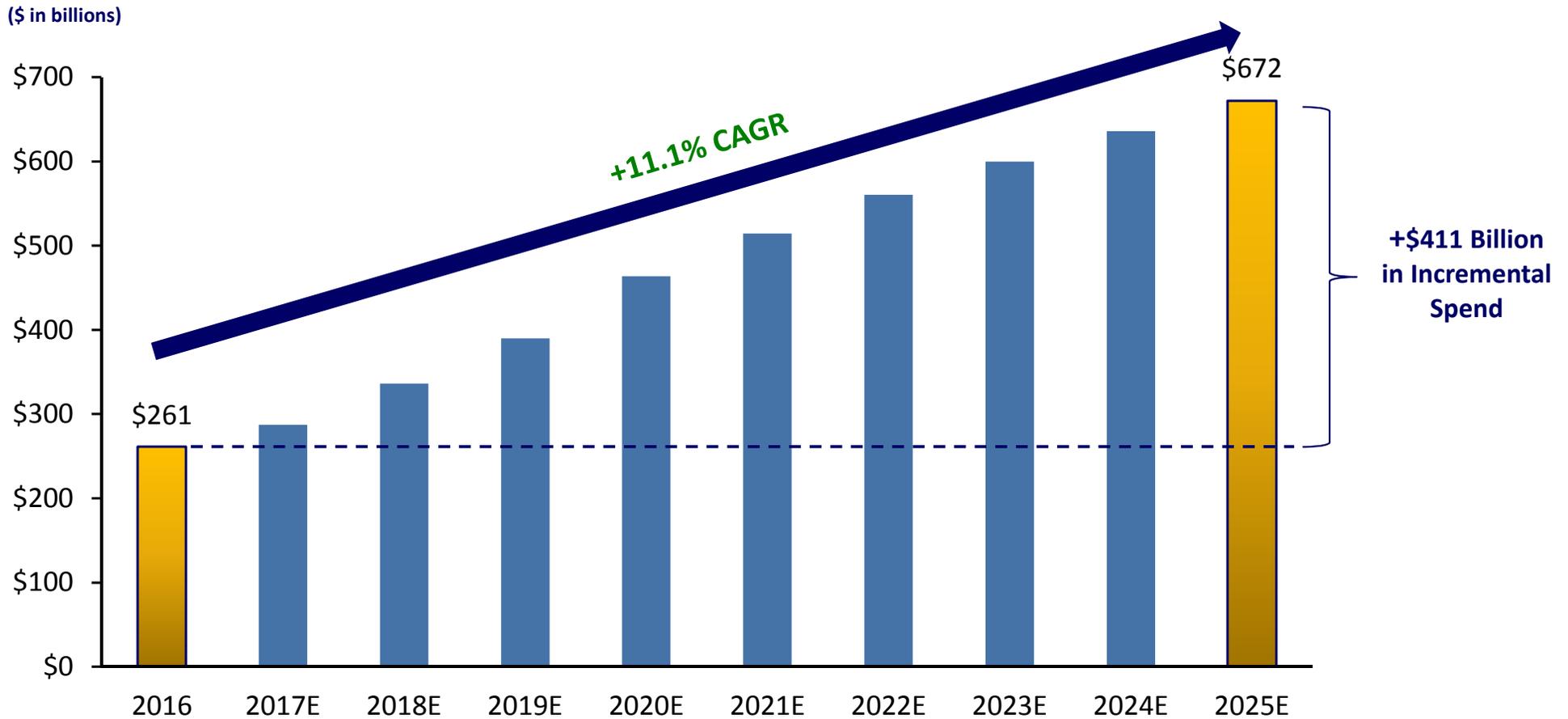
5

The Greater Bay Area Initiative and the development of Hengqin Island will contribute to **Macao's diversification and to its further development as a business and leisure tourism destination**

1

# China Is The World's Largest and Fastest Growing Outbound Tourism Market

## Outbound Travel Tourism Spending



**Outbound Chinese Tourism Spend Is Projected to Reach \$672 Billion by 2025**

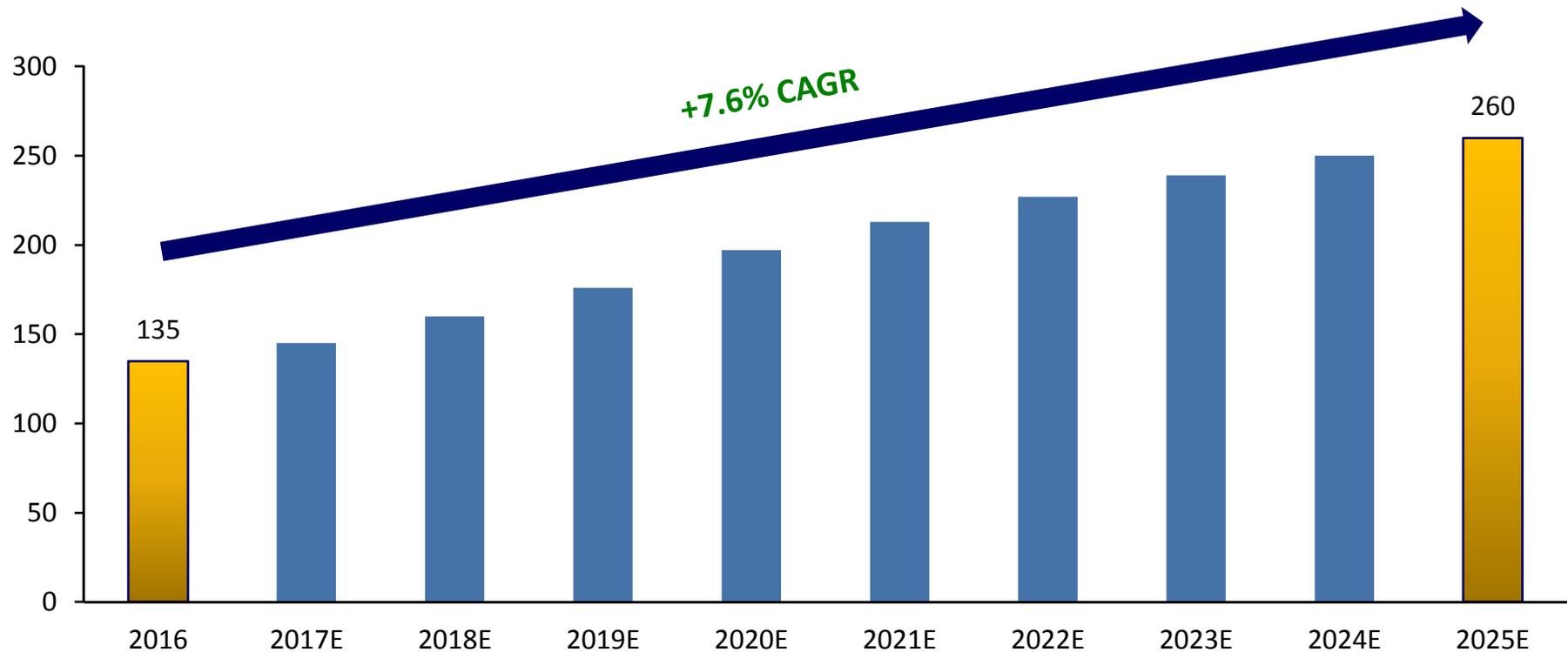
Source: SAFE, Bernstein research.

1

# China Is The World's Largest and Fastest Growing Outbound Tourism Market (cont.d)

## Outbound Travel from China

(Trips in millions)



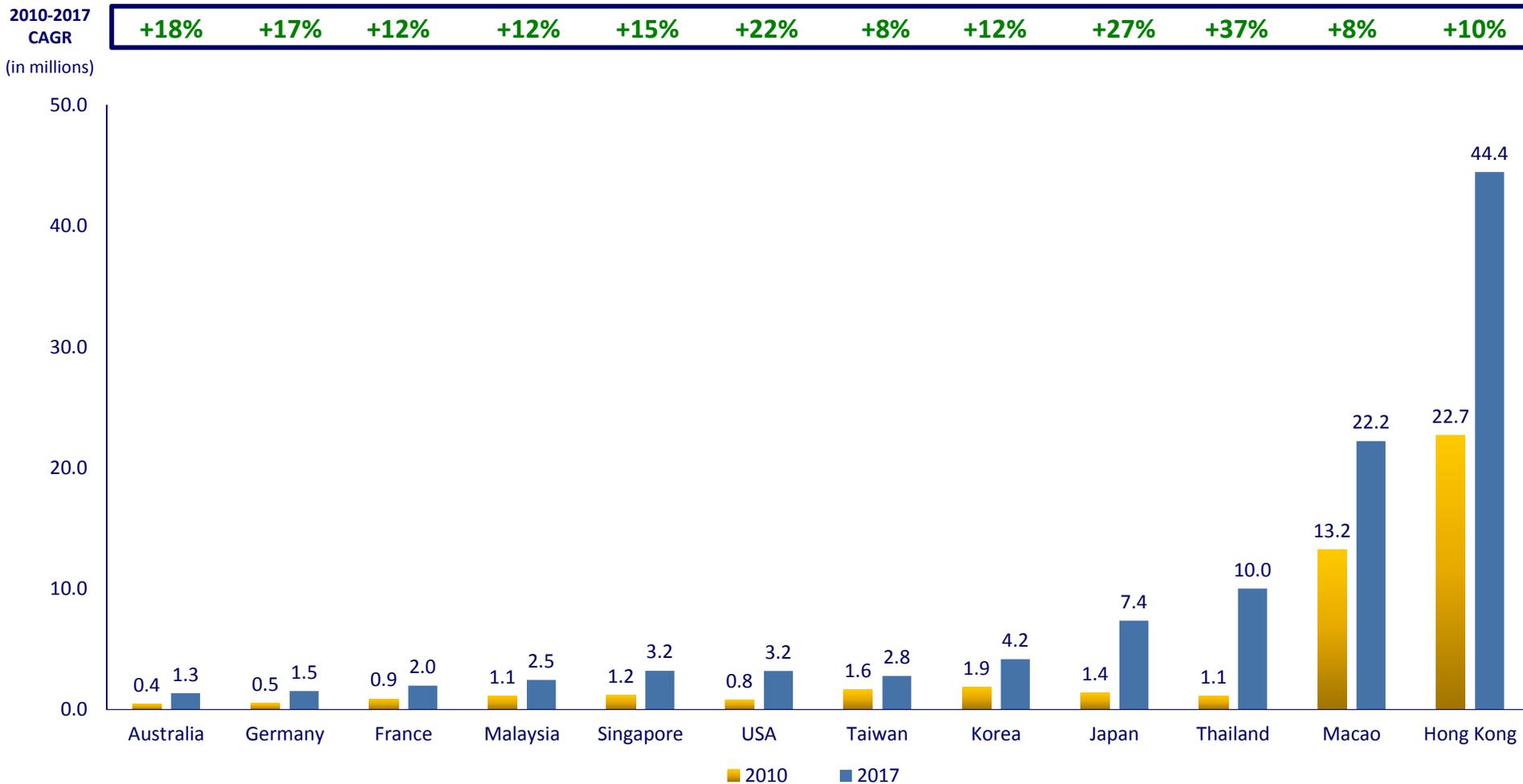
**In the Next 10 Years Outbound Travel From China is Projected to Reach 260 Million Trips**



# Strong Growth in Chinese Outbound Tourism



## Chinese Outbound Tourism to Select Markets



**Continued Growth of Chinese Outbound Tourism  
Is Expected to Contribute to the Macao Mass Tourism Opportunity**

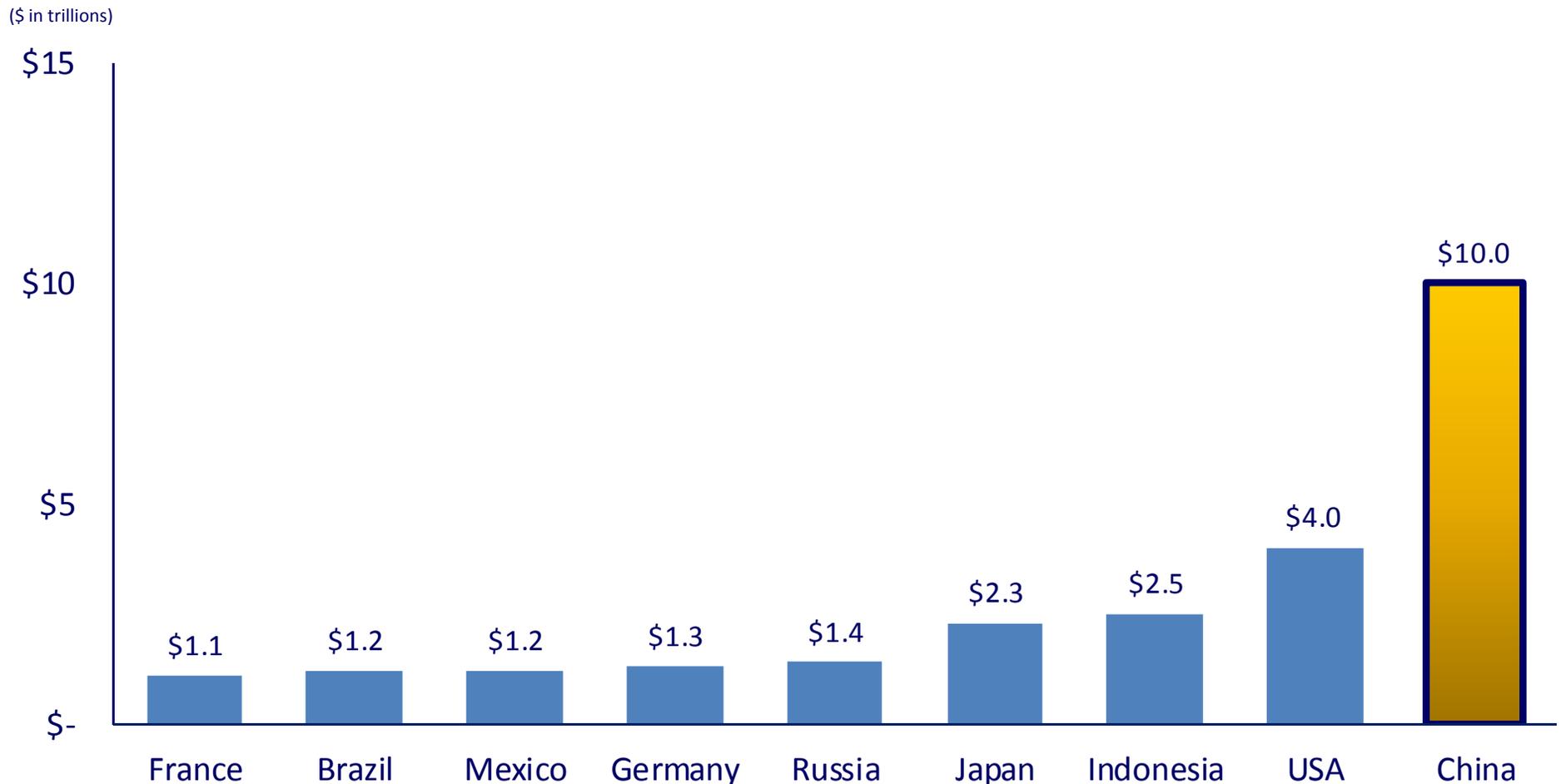


# Chinese Middle Class Consumption Growth



Chinese Middle Class Consumption in 2030 is Projected to Reach \$10.0 trillion

## Global Middle Class Consumption in 2030 (US\$ in trillions)



**Continued Chinese Middle Class Consumption Growth  
is Expected to Contribute to the Macao Mass Tourism Opportunity**

Note: Brookings Institution defines the global middle class as those households with daily expenditures between \$10 and \$100 per person in purchasing power parity terms.  
Source: Brookings Institution, UN, World Bank, The Financial Times.

# 2

# Infrastructure: China's High-Speed Rail Connecting More of Mainland China to Macao



- Guangzhou – Zhuhai Intercity Rail**
- Rail line connecting Guangzhou to Zhuhai, where the Gongbei border gate to Macao is located
  - Guangzhou is the largest city in Guangdong province and is a key economic and transportation hub
  - Reduces travel time from Guangzhou to Zhuhai from 2+ hours by bus to as short as 60 minutes
  - Zhuhai station opened in Jan 2013
  - Future link to Macao Light Rail System
  - 35 trains in each direction each day

- Beijing – Guangzhou High-Speed Rail**
- World's longest high-speed rail route
  - Covers 2,298km in ~10 hours (compared to 22 hours previously)
  - Provides seamless connection from Northern China to the Macao border via the Guangzhou-Zhuhai Intercity Rail
  - 5-10 trains in each direction each day

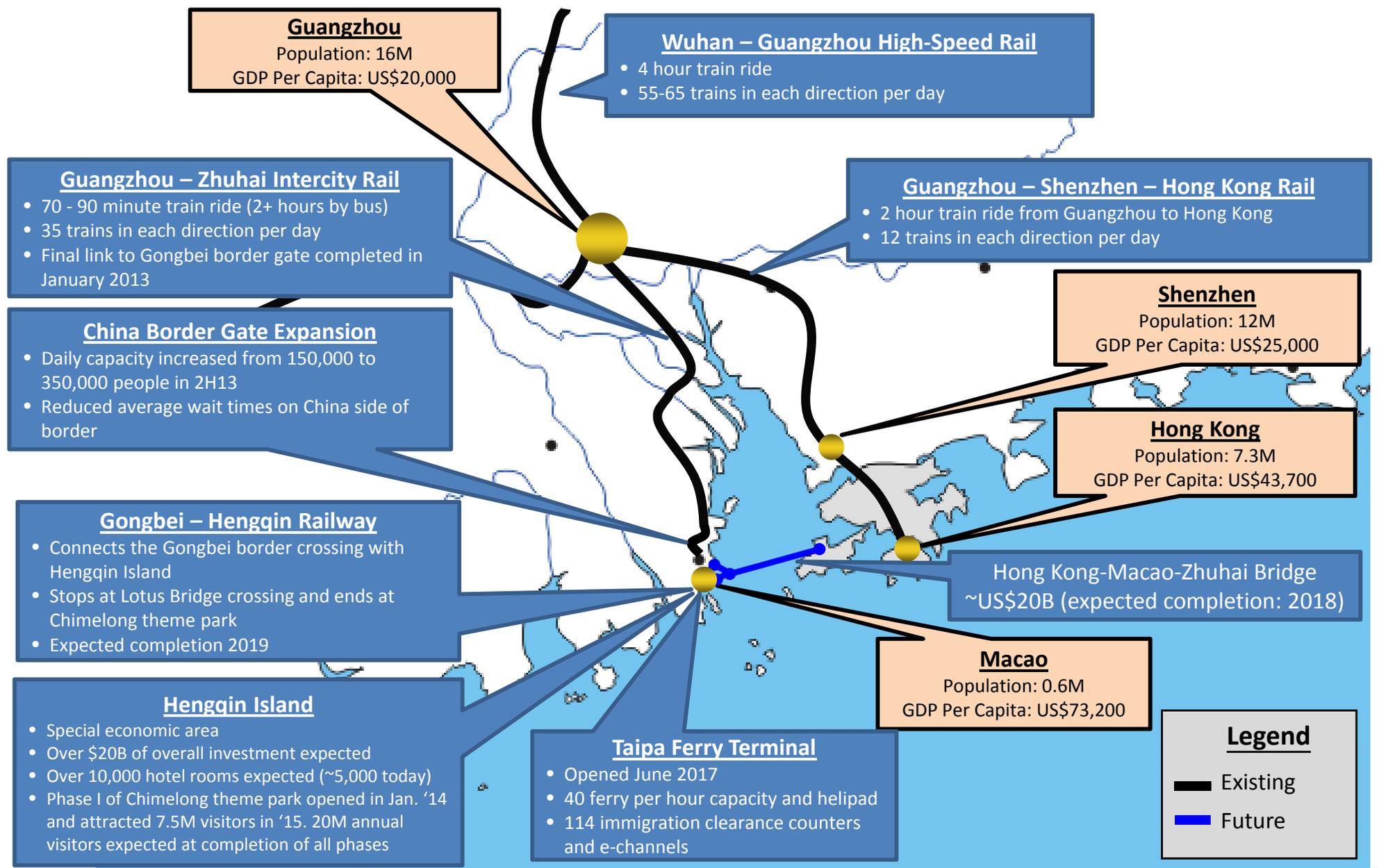
- Wuhan – Guangzhou High-Speed Rail**
- Wuhan is the capital of Hubei Province and one of the most populous cities in Central China with ~10 million people
  - Wuhan is an important economic and transportation hub in Central China
  - HSR reduces travel time to Guangzhou from 11 hours by bus to under 4 hours by train
  - 55-65 trains in each direction each day

**The Chinese Premier Has Pledged to Continue Heavy Investment in the High Speed Rail System – Approximately US\$130 billion per year for the 2016-2020 Period**

Source: SCMP, New York Times, LVS.

2

# Infrastructure: Meaningful Improvements Throughout the Pearl River Delta Region



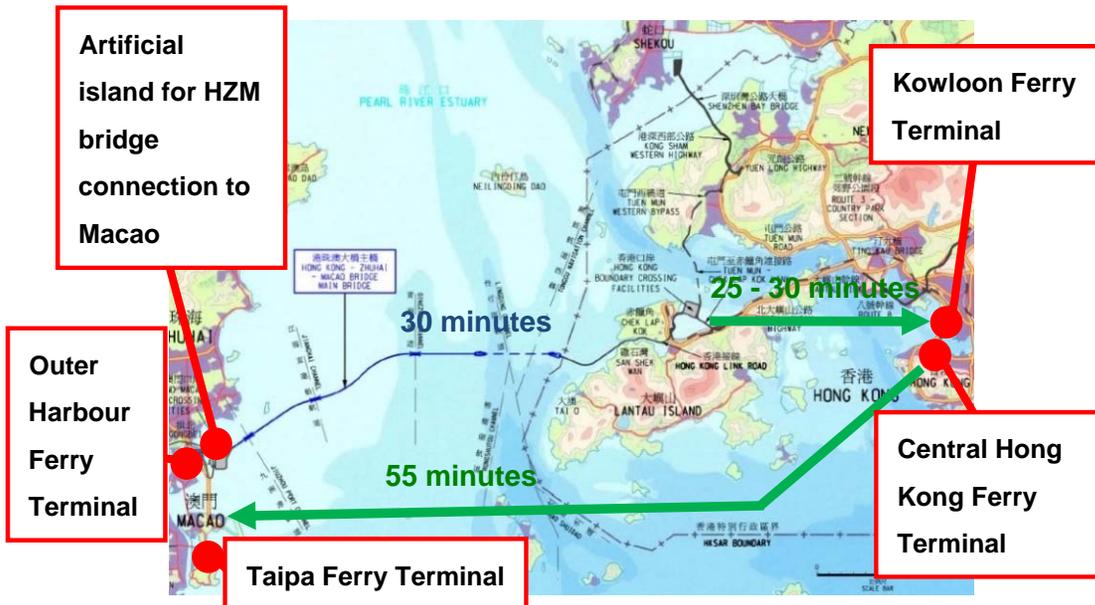
Source: World Bank, Bloomberg, SCMP, Shenzhen Government Online, Government of Guangzhou Municipality, Chinatrainguide.com, Analyst reports. Note: population and GDP data from 2016.

# 2

## The Hong Kong-Macao-Zhuhai Bridge \$20 Billion Bridge Linking the Pearl River Delta



- Prior to project completion, no roads directly connect Zhuhai and Macao with Hong Kong. Automobile traffic must currently detour via the Humen Bridge - a 200km journey of approximately four hours
- The bridge will cut travel time between Hong Kong and Macao from approximately three hours (via train/car and ferry) to approximately 30 – 45 minutes
- The bridge is expected to open in 2018
- The main structure was completed on July 7, 2017
- Access to Macao will be provided via an artificial island which will connect to the Macao peninsula
- The main structure measures 29.6 kilometers, consisting of a 22.9-km bridge section and 6.7-km underground tunnel
- When completed, it will be one of the longest bridges in the world, equivalent to more than 15 Golden Gate Bridges lined end to end



Source: Xinhua, China Daily, SCMP, HZMB.hk.

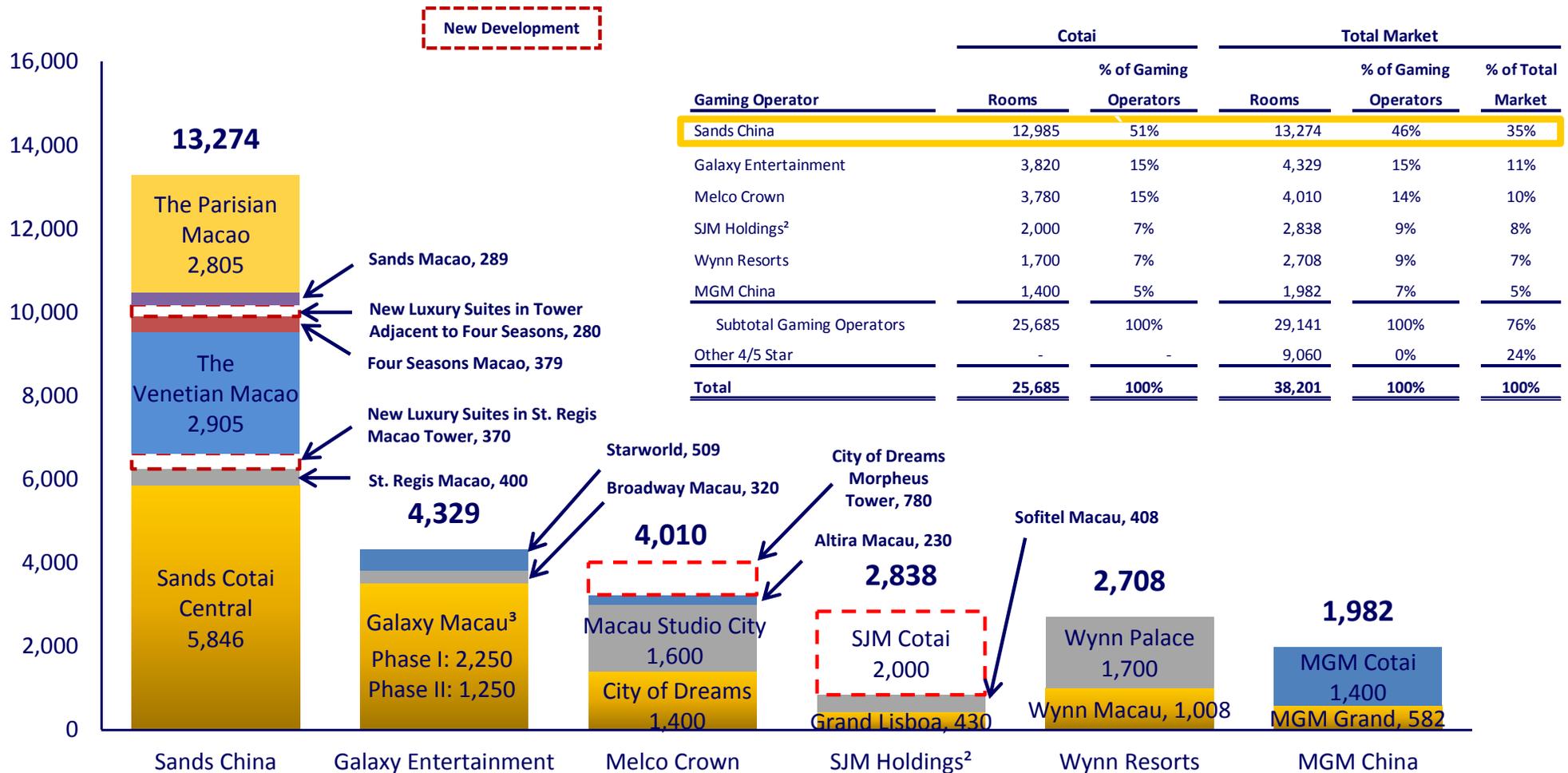
# 3

## Market Leading Hotel Capacity at SCL



### Projected Macao Market 4/5 Star Hotel Rooms at December 31, 2020

#### Projected Macao Market Gaming Operator Hotel Rooms at December 31, 2020<sup>1</sup>



**With A Market-Leading ~US\$14 billion of Investment – by 2020, SCL Hotel Inventory Will Represent 51% of All Hotel Rooms on Cotai**

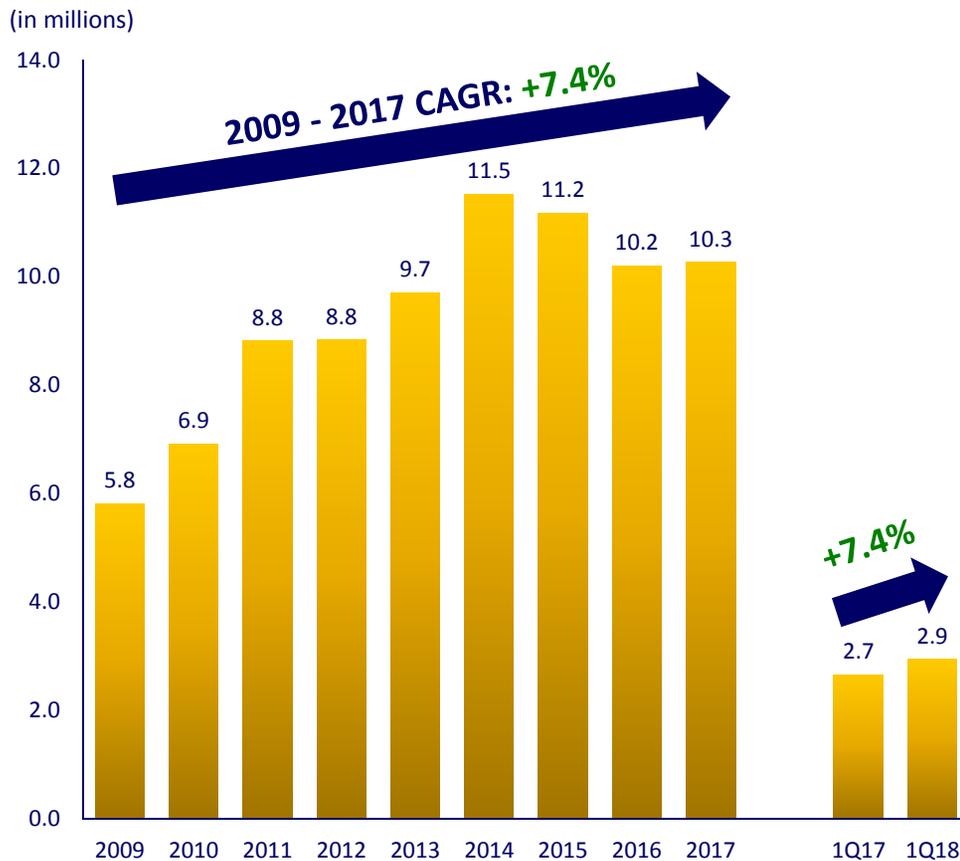
1. In addition to the hotel rooms that are owned by operators presented here, it is projected that there will be approximately 9,060 additional four- and five-star hotel rooms in Macao at December 31, 2018.  
 2. Reflects only SJM Holdings owned hotels.  
 3. Reflects the opening of Galaxy Phase I and Phase II.  
 Note: SCL's room counts and investment levels may differ from those figures presented above as renovation and development projects are undertaken and completed.  
 Source: Public company filings, Macao DSEC.

4

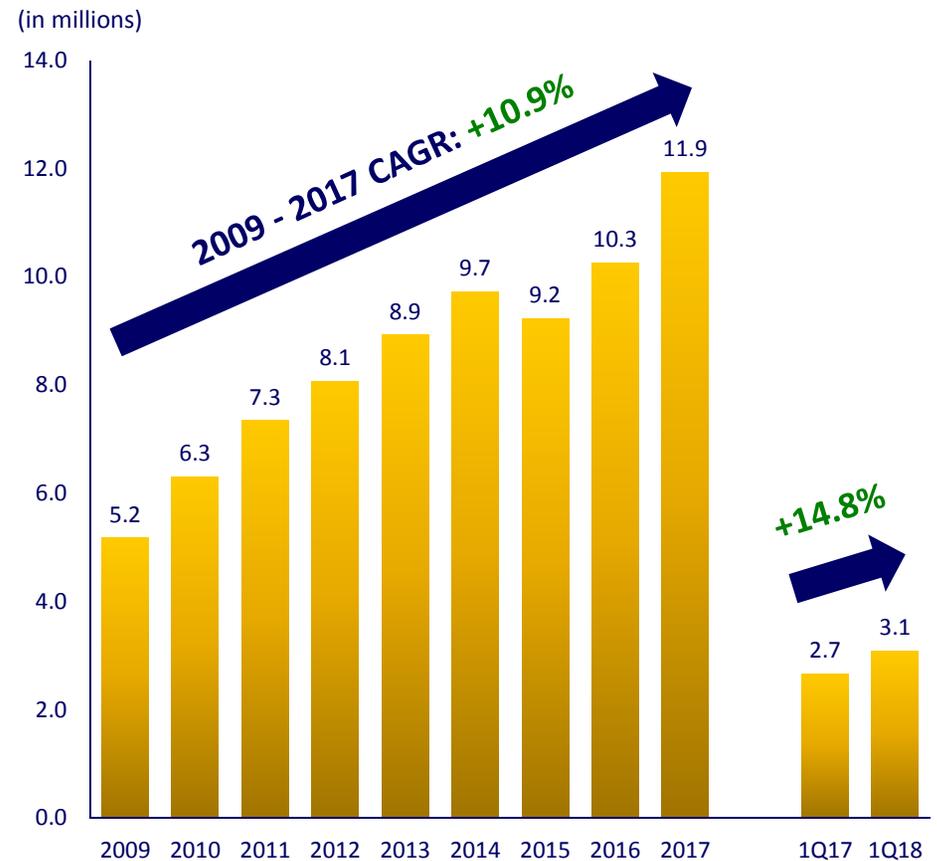
# Overnight Visitation to Macao Is Growing Faster Than and Now Exceeds “Day-trip” Visitation



Mainland China Day-Trip Visitors to Macao



Mainland China Overnight Visitors to Macao



**Benefitting From Additional Hotel Capacity and Transportation Infrastructure Overnight Visitation Grew 14.8%, while “Day-trip” Visitation Increased 7.4% in 1Q18**

# 5

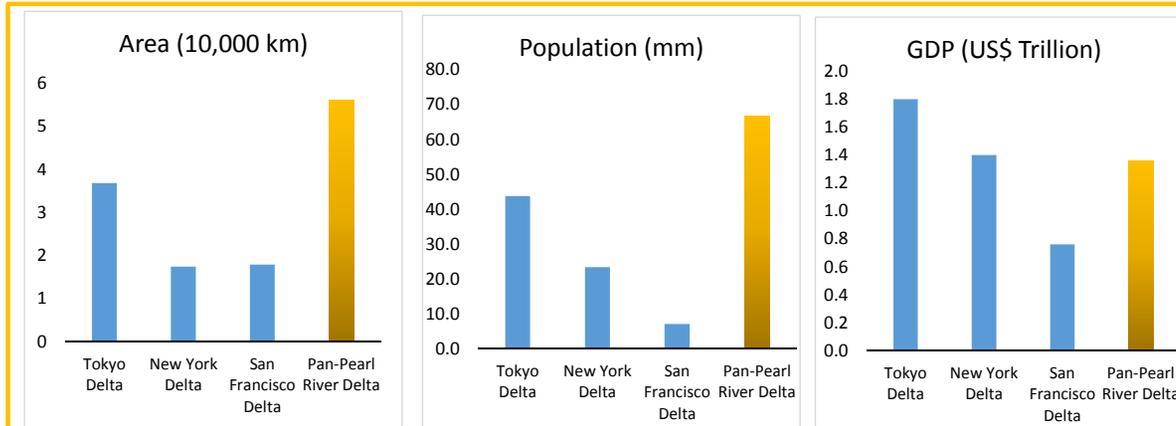
## The Greater Bay Area

### Promoting the Economic and Social Integration of the Pearl River Delta

- The Greater Bay Area (“GBA”) initiative was officially presented during the 12<sup>th</sup> National Peoples Congress in March 2017
- The GBA initiative promotes the development of the Pearl River Delta region via economic and social integration of 11 cities, including Hong Kong, Macao and nine major cities of Guangdong Province (the most affluent and populous province in China)
- The Guangdong-Hong Kong-Macao Greater Bay Area is geared to replicate the success stories of the world's three leading bay areas - in New York, San Francisco and Tokyo

#### Greater Bay Area

- A 56,500 sq. km area encompassing 11 cities
- US\$1.36 trillion GDP in 2016, with an estimated population of 66.7 million
- Two key railways: Beijing-Guangzhou and Beijing-Kowloon lines
- 2 of China’s 4 busiest airports: Hong Kong International Airport (2<sup>nd</sup> in China, 8<sup>th</sup> globally) and Baiyun Airport of Guangzhou (4<sup>th</sup> in China, 15<sup>th</sup> globally)
- Connected by the Hong Kong-Macao-Zhuhai bridge (expected completion in 2018)



**The Greater Bay Area Initiative Accounted for 5% of China’s Population and ~12% of China’s GDP in 2016**

# 5

# Hengqin Island Expands Critical Mass of Tourism Offerings for Visitors to the Region

## Map of Hengqin Island New Area



## Important Facts

- Island adjacent to Macao (3X the size of Macao) that has been identified as a strategic zone for cooperation among Guangdong Province, Hong Kong and Macao
- Master-planned island with greater than US\$20 billion of investment focused on tourism development, industrial and technological innovation and education
- One of three current “New Area” reform zones in China
- Designed to contribute to the diversification of Macao
  - US\$3.2 billion Chimelong International Ocean Resort opened January 28, 2014 and attracted 8.5M visitors in 2016. It is expected to generate 20 million visits in the future after completion of all phases.<sup>1</sup>
  - Hengqin’s central business district features an 800,000 square foot convention center
  - More than 10,000 hotel rooms expected to open over the next five years. Around 5,000 hotel rooms are currently open.

Source: Macau Daily, Zhuhai Daily, Chimelong Group, Hengqin New Area Administrative Committee, Themed Entertainment Association.

1. Phase 1 includes the Hengqin Bay Hotel, the Ocean Kingdom theme park, the Circus World show and a waterpark in the Hengqin Bay Hotel.

# Non-GAAP Measures Reconciliations



# Reconciliation of Net Income to Consolidated Adjusted Property EBITDA



| (\$ in millions)                                 | 2016            | 2017            | 1Q17            | 2Q17            | 3Q17            | 4Q17            | 1Q18            |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Net income                                       | \$ 2,025        | \$ 3,263        | \$ 579          | \$ 639          | \$ 684          | \$ 1,361        | \$ 1,616        |
| Add (deduct):                                    |                 |                 |                 |                 |                 |                 |                 |
| Income tax (benefit) expense                     | 239             | (209)           | 69              | 78              | 73              | (429)           | (571)           |
| Loss on modification or early retirement of debt | 5               | 5               | 5               | -               | -               | -               | 3               |
| Other (income) expense                           | (31)            | 94              | 36              | 25              | 19              | 14              | 26              |
| Interest expense, net of amounts capitalized     | 274             | 327             | 78              | 79              | 83              | 87              | 89              |
| Interest income                                  | (10)            | (16)            | (3)             | (4)             | (4)             | (5)             | (5)             |
| (Gain) loss on disposal or impairment of assets  | 79              | 20              | 3               | 3               | 21              | (7)             | 5               |
| Amortization of leasehold interests in land      | 38              | 37              | 10              | 9               | 9               | 9               | 9               |
| Depreciation and amortization                    | 1,111           | 1,171           | 321             | 327             | 265             | 258             | 264             |
| Development expense                              | 9               | 13              | 3               | 2               | 3               | 5               | 3               |
| Pre-opening expense                              | 130             | 8               | 2               | 4               | 1               | 1               | 1               |
| Stock-based compensation                         | 14              | 14              | 3               | 4               | 4               | 3               | 4               |
| Corporate expense                                | 256             | 173             | 42              | 42              | 51              | 38              | 56              |
| Consolidated Adjusted Property EBITDA            | <u>\$ 4,139</u> | <u>\$ 4,900</u> | <u>\$ 1,148</u> | <u>\$ 1,208</u> | <u>\$ 1,209</u> | <u>\$ 1,335</u> | <u>\$ 1,500</u> |

Note: Prior periods presented have been updated to reflect the implementation of ASC 606, please refer to 'Adoption of The Financial Accounting Standard Board's Accounting Standard Codification 606 on Revenue from Contracts with Customers' section in 1Q18 Earnings Call Supplemental Materials for further detail.



# Non-GAAP Trailing Twelve Month Supplemental Schedule



| (\$ in millions)                              | 1Q17            | 2Q17            | 3Q17            | 4Q17            | 1Q18            | TTM 1Q18        |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Cash Flows From Operations                    | \$ 963          | \$ 1,146        | \$ 1,113        | \$ 1,321        | \$ 1,397        | \$ 4,977        |
| Adjust for:                                   |                 |                 |                 |                 |                 |                 |
| (Provision for) recovery of doubtful accounts | (32)            | (22)            | (23)            | (19)            | 16              | (48)            |
| Foreign exchange losses                       | (18)            | (5)             | (15)            | (15)            | (12)            | (47)            |
| Other non-cash items                          | (28)            | (22)            | (30)            | 500             | 632             | 1,080           |
| Changes in working capital                    | 28              | (119)           | (66)            | (166)           | (139)           | (490)           |
| Add: Stock-based compensation expense         | 3               | 4               | 4               | 3               | 4               | 15              |
| Add: Corporate expense                        | 42              | 42              | 51              | 38              | 56              | 187             |
| Add: Pre-opening and development expense      | 5               | 6               | 4               | 6               | 4               | 20              |
| Add: Other (income) expense                   | 116             | 100             | 98              | 96              | 113             | 407             |
| Add: Income tax (benefit) expense             | 69              | 78              | 73              | (429)           | (571)           | (849)           |
| LVS Consolidated Adjusted Property EBITDA     | <u>\$ 1,148</u> | <u>\$ 1,208</u> | <u>\$ 1,209</u> | <u>\$ 1,335</u> | <u>\$ 1,500</u> | <u>\$ 5,252</u> |
| <b>Adjusted Property EBITDA</b>               |                 |                 |                 |                 |                 |                 |
| <u>Macao:</u>                                 |                 |                 |                 |                 |                 |                 |
| The Venetian Macao                            | \$ 289          | \$ 256          | \$ 264          | \$ 324          | \$ 348          |                 |
| Sands Cotai Central                           | 143             | 134             | 154             | 202             | 201             |                 |
| The Parisian Macao                            | 82              | 106             | 136             | 89              | 116             |                 |
| The Plaza Macao and Four Seasons Hotel Macao  | 51              | 60              | 51              | 71              | 73              |                 |
| Sands Macao                                   | 54              | 39              | 41              | 40              | 47              |                 |
| Ferries and Other                             | 7               | 5               | 5               | 4               | 4               |                 |
| Macao Operations                              | <u>626</u>      | <u>600</u>      | <u>651</u>      | <u>730</u>      | <u>789</u>      | 2,770           |
| Marina Bay Sands                              | 364             | 492             | 442             | 457             | 541             | 1,932           |
| <u>U.S.:</u>                                  |                 |                 |                 |                 |                 |                 |
| Las Vegas Operating Properties                | 122             | 79              | 76              | 114             | 141             |                 |
| Sands Bethlehem                               | 36              | 37              | 40              | 34              | 29              |                 |
| U.S. Operating Properties                     | <u>158</u>      | <u>116</u>      | <u>116</u>      | <u>148</u>      | <u>170</u>      | 550             |
| LVS Consolidated Adjusted Property EBITDA     | <u>\$ 1,148</u> | <u>\$ 1,208</u> | <u>\$ 1,209</u> | <u>\$ 1,335</u> | <u>\$ 1,500</u> | <u>\$ 5,252</u> |

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# Historical Hold-Normalized Adj. Property EBITDA<sup>1</sup>



| (\$ in millions)                    | 1Q17     | 2Q17     | 3Q17     | 4Q17     | 1Q18     |
|-------------------------------------|----------|----------|----------|----------|----------|
| <u>Macao Operations<sup>2</sup></u> |          |          |          |          |          |
| Reported                            | \$ 626   | \$ 600   | \$ 651   | \$ 730   | \$ 789   |
| Hold-Normalized Adjustment          | (32)     | (3)      | (10)     | 27       | (22)     |
| Hold-Normalized                     | \$ 594   | \$ 597   | \$ 641   | \$ 757   | \$ 767   |
| <u>Marina Bay Sands</u>             |          |          |          |          |          |
| Reported                            | \$ 364   | \$ 492   | \$ 442   | \$ 457   | \$ 541   |
| Hold-Normalized Adjustment          | 23       | (106)    | (32)     | (68)     | (111)    |
| Hold-Normalized                     | \$ 387   | \$ 386   | \$ 410   | \$ 389   | \$ 430   |
| <u>Las Vegas Operations</u>         |          |          |          |          |          |
| Reported                            | \$ 122   | \$ 79    | \$ 76    | \$ 114   | \$ 141   |
| Hold-Normalized Adjustment          | (2)      | 7        | 14       | -        | -        |
| Hold-Normalized                     | \$ 120   | \$ 86    | \$ 90    | \$ 114   | \$ 141   |
| <u>Sands Bethlehem</u>              |          |          |          |          |          |
| Reported                            | \$ 36    | \$ 37    | \$ 40    | \$ 34    | \$ 29    |
| Hold-Normalized                     | \$ 36    | \$ 37    | \$ 40    | \$ 34    | \$ 29    |
| <u>LVS Consolidated</u>             |          |          |          |          |          |
| Reported                            | \$ 1,148 | \$ 1,208 | \$ 1,209 | \$ 1,335 | \$ 1,500 |
| Hold-Normalized Adjustment          | (11)     | (102)    | (28)     | (41)     | (133)    |
| Hold-Normalized                     | \$ 1,137 | \$ 1,106 | \$ 1,181 | \$ 1,294 | \$ 1,367 |

1. This schedule presents hold-normalized adjusted property EBITDA based on the following methodology:

- for Macao Operations : if the quarter's rolling win percentage is outside of the 3.00%-3.30% band, then a hold adjustment is calculated by applying a rolling win percentage of 3.15% to the rolling volume for the quarter
- for Marina Bay Sands: if the quarter's rolling win percentage is outside of the 2.70%-3.00% band, then a hold adjustment is calculated by applying a rolling win percentage of 2.85% to the rolling volume for the quarter
- for Las Vegas Operations: if the quarter's baccarat win percentage is outside of the 18.0%-26.0% band, then a hold adjustment is calculated by applying a baccarat win percentage of 22.0%, and if the quarter's non-baccarat win percentage is outside of the 16.0%-24.0% band, then a hold adjustment is calculated by applying a non-baccarat win percentage of 20.0%
- for Sands Bethlehem: no hold adjustment is made
- for all properties: gaming taxes, commissions paid to third parties on incremental win, bad debt expense, discounts and other incentives are applied to determine the hold-normalized adjusted property EBITDA impact

2. Adjusted property EBITDA presented here reflects adjusted property EBITDA from The Venetian Macao, Sands Cotai Central, The Parisian Macao, The Plaza Macao and Four Seasons Hotel Macao, Sands Macao and Ferry Operations and Other.

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