

# Q1 FY25 Supplemental Deck

February 13, 2025



#### **Disclosures**

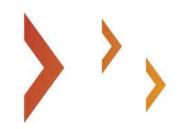
#### **Cautionary Statements Regarding Forward-Looking Information**

Some information included within this presentation contains forward-looking statements. Such statements may include information relating to business development activities, as well as capital spending, financing sources, the effects of regulation, including gaming and tax regulation, and increased competition. These statements can sometimes be identified by our use of forward-looking words such as "may," "will," "anticipate," "estimate," "expect" or "intend" and similar expressions. Such forward-looking information involves important risks and uncertainties that could significantly affect anticipated future results and, accordingly, such results may differ materially from those expressed in any forward-looking statements made by us or on our behalf. The forward-looking statements included within this presentation are made only as of the date of this presentation. We do not undertake any obligation to update or supplement any forward-looking statements to reflect subsequent events or circumstances. We cannot assure you that projected results or events will be achieved or will occur.

#### Adjusted EBITDA Explanation

This presentation includes Adjusted EBITDA and other non-GAAP financial measures. The non-GAAP measures provided herein may not be directly comparable to similar measures used by other companies in Mohegan's industry, as other companies may define such measures differently. The non-GAAP measures presented herein are not measurements of financial performance under GAAP, and should not be considered as alternatives to, and should only be considered together with, Mohegan's financial results in accordance with GAAP. Mohegan does not consider these non-GAAP financial measures to be a substitute for, or superior to, the information provided by GAAP financial results. For a reconciliation of our non-GAAP financial measures, please refer to our quarterly earnings release.





# **Operating Results**

## Q1 FY25 and Recent Highlights

- Mohegan's net revenues increased \$73.7 million year over year
- Mohegan Digital Adjusted EBITDA increased 52.1% year over year
- Mohegan INSPIRE generated net revenues of \$63.5M



#### **Q1 FY25 Operating Results**

#### **Consolidated**

- Net revenues of \$498.9M increased \$73.7M, or 17.3% from the prior-year period
- Adjusted EBITDA of \$85.1M increased \$6.0M from the prior-year period primarily related to:
  - Strong results from Mohegan Sun
  - Continued ramp up of Mohegan INSPIRE
  - Robust growth in our Digital operations
- Adjusted EBITDA margin of 17.1% was 154 basis points unfavorable compared with the prior-year period

#### **Domestic Resorts**

- Net Revenues of \$312.0M increased \$17.1M, or 5.8% from the prior-year period
  - Gaming revenues of \$208.2M increased \$5.5M, or 2.7% from the prior-year period
  - Non-gaming revenues of \$103.8M increased \$11.6M, or 12.6% from the prior-year period, primarily attributed to higher food, beverage, and entertainment revenues
- Adjusted EBITDA of \$74.6M increased \$6.5M from the prior-year period
- Adjusted EBITDA margin of 23.9% was 80 basis points favorable compared with the prior-year period



## **Q1 FY25 Operating Results**

#### **International Resorts**

- Net Revenues of \$135.7M increased \$56.4M, or 71.2% from the prior-year period
  - Gaming revenues of \$83.2M increased \$36.4M, or 77.9% from the prior-year period, driven by Mohegan INSPIRE
  - Non-gaming revenues of \$52.5M increased \$20.0M, or 61.5% from the prior-year period, primarily driven by Mohegan INSPIRE
- Adjusted EBITDA of \$4.1M is a increase of \$10.0M from the prior-year period, due to the continued ramp up of Mohegan INSPIRE and a favorable one-time property tax expense adjustment at Niagara Resorts

#### **Digital**

- Net revenues of \$53.1M increased \$16.9M from the prior-year period
  - Primarily due to strong results from our Connecticut operations
- Adjusted EBITDA of \$25.1M increased \$8.6M from the prior-year period



## **Q1 FY25 Net Revenues**

	T	hree Months En			
(\$ in thousands)		2024	2023	\$ Change	% Change
Domestic Resorts					
Mohegan Sun	\$	248,257 \$	228,410 \$	19,847	8.7 %
Mohegan Pennsylvania		57,167	59,045	(1,878)	(3.2)%
Mohegan Las Vegas		6,561	7,436	(875)	(11.8)%
Total Domestic Resorts		311,985	294,891	17,094	5.8 %
International Resorts					
Niagara Resorts		72,158	74,155	(1,997)	(2.7)%
Mohegan INSPIRE		63,521	5,113	58,408	N.M.
Total International Resorts		135,679	79,268	56,411	71.2 %
Mohegan Digital		53,081	36,187	16,894	46.7 %
Management, development & other		5,074	19,168	(14,094)	(73.5)%
Corporate and other		(27)	99	(126)	N.M.
Eliminations <sup>1</sup>		(6,885)	(4,381)	(2,504)	(57.2)%
Total	\$	498,907 \$	425,232 \$	73,675	17.3 %

<sup>1.</sup> Includes eliminations of inter-company revenues.



## **Q1 FY25 Adjusted EBITDA**

	Tł	nree Months En				
(\$ in thousands)		2024	2023	\$ Change	% Change	
Domestic Resorts						
Mohegan Sun	\$	65,009 \$	58,066 \$	6,943	12.0 %	
Mohegan Pennsylvania		9,103	10,351	(1,248)	(12.1)%	
Mohegan Las Vegas		485	(277)	762	N.M.	
Total Domestic Resorts		74,597	68,140	6,457	9.5 %	
International Resorts						
Niagara Resorts		8,272	4,969	3,303	66.5 %	
Mohegan INSPIRE		(4,190)	(10,891)	6,701	61.5 %	
Total International Resorts		4,082	(5,922)	10,004	N.M.	
Mohegan Digital		25,090	16,497	8,593	52.1 %	
Management, development & other		(4,844)	9,403	(14,247)	N.M.	
Corporate and other		(13,830)	(8,926)	(4,904)	(54.9)%	
Eliminations		1	(82)	83	N.M.	
Total	\$	85,096 \$	79,110 \$	5,986	7.6 %	



## **Q1 FY25 Operating Metrics**

Mohegan Sun										Niag	ara	Resorts	;		
Three Months Ended 12/31,								Three Months Ended 12/31,							
(\$ in thousands)		2024		2023		\$ Change	% Change	(\$ in thousands)		2024		2023	\$	Change	% Change
Gross Slot Revenue	\$	136,939	\$	130,072	\$	6,867	5.3	% Gross Slot Revenue <sup>1</sup>	\$	71,158	\$	66,635	\$	4,523	6.8 %
Gross Slot Hold %		9.4 %	6	9.3 %	6	0.1 %		Gross Slot Hold %		7.5 %	D	7.2 %	6	0.3 %	
Gross Table Revenue	\$	80,061	\$	72,556		7,505	10.3	% Gross Table Revenue <sup>1</sup>	\$	20,843	\$	23,405		(2,562)	(10.9)%
Gross Table Hold %		22.8 %	6	19.7 %	6	3.1 %		Gross Table Hold %		16.9 %	D	16.6 %	6	0.3 %	
Hotel Occupancy %		96.9 %	6	95.1 %	<b>'</b> 0	1.8 %		Hotel Occupancy %		99.2 %	D	97.3 %	6	1.9 %	
Hotel ADR	\$	158	\$	151		7	4.6	% Hotel ADR	\$	125	\$	120		5	4.2 %

1. Net of gaming taxes.

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	TI	hree Month	s En	ded 12/31,					Tł	nree Months Ei	nded 12/31,		
(\$ in thousands)		2024		2023		Change	% Change	(\$ in thousands)		2024	2023	\$ Change	% Change
Gross Slot Revenue	\$	51,497	\$	53,249	\$	(1,752)	(3.3)%	6 Gross Slot Revenue	\$	3,977			
Gross Slot Hold %		10.0 %	6	10.3 %	6	(0.3)%		Gross Slot Hold %		4.6 %			
Gross Table Revenue	\$	6,161	\$	6,459		(298)	(4.6)%	% Gross Table Revenue <sup>1</sup>	\$	48,515			
Gross Table Hold %		18.6 %	6	19.6 %	6	(1.0)%		Gross Table Hold %		5.4 %			
Hotel Occupancy %		63.7 %	6	60.0 %	6	3.7 %		Hotel Occupancy %		71.0 %			
Hotel ADR	\$	119	\$	127		(8)	(6.3)%	% Hotel ADR	\$	184			



1. Includes Mass and VIP.

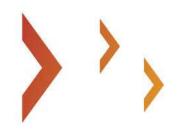
## Q1 FY25 Capitalization, Liquidity & Capital Expenditures

	Ca	pitalizatior		
(\$ in thousands)		12/31/24	Coupon/Spread	Maturity
Senior Secured Credit Facility	\$	48,000	S+.10%(0.75%) + 3.75%	11/1/25
Line of Credit		1,280	S+.10%(0.75%) + 3.75%	11/1/25
2021 Senior Secured Notes		1,175,000	8.00%	2/1/26
Other		3,389	-	-
Total Restricted Group Secured Debt		1,227,669		
2022 Senior Unsecured Notes		502,457	13.250%	12/15/27
BIA Loans		19,250	S + 2.75%	10/1/25
Total Restricted Group Debt		1,749,376		
Niagara Credit Facility <sup>1</sup>		63,074	CORRA + 3.00%	8/8/28
Niagara Finance Leases		23,935	-	-
Korea Credit Facility		685,923	5.40%/7.00% & Floating	11/29/25
Korea Term Loan		460,735	17.000%	5/24/27
Korea Convertible Bonds		113,796	5.500%	12/30/32
Korea Finance Leases		9,347	-	-
Total Debt		3,106,186		

<sup>1.</sup> Inclusive of letters of credit, which reduce borrowing availability, Niagara Resorts had \$34.8 million of borrowing capacity under the Niagara Resorts revolving facility and swingline facility as of December 31, 2024.



Liquidity <sup>1</sup>		
(\$ in thousands)		12/31/24
Consolidated Cash & Cash Equivalents	\$	192,694
Senior Secured Credit Facility Commitment	\$	233,500
Amount Drawn on Facility		49,280
Committed Letters of Credit		25,782
Senior Secured Credit Facility Availability	\$	158,438
Capital Expenditures		
(\$ in thousands)		1Q25
Mohegan Sun	\$	8,523
Mohegan Pennsylvania		148
Las Vegas		_
Total Domestic Resorts		8,671
Niagara Resorts		3,043
Niagara Resorts  Mohegan INSPIRE		3,043 3,785
	_	
Mohegan INSPIRE		3,785



# Mohegan Update

## **Mohegan Sun Recent Events**

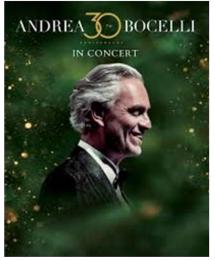






















MOHEGAN SUN · CT



## Mohegan Digital Update



- Mohegan Digital Connecticut's online casino Gross Gaming Revenue increased 45% compared to the prior year
- Quarterly highlights:
  - 27% increase in Monthly Active players
  - 33% increase in stake over the prior year
  - 40% increase in First Time
     Depositors (FTD's)
  - Average Revenue Per User ("ARPU") steady over prior year



- Digital Pennsylvania has experienced a steady ramp since its soft-launch in April 2024
- Highlights since launch:
  - Over 19K deposited players,
     34% increase from Q4'24
  - Over \$27M in deposits, 66% increase from Q4'24
  - \$250M in stake, 77% increase from Q4'24
  - Over \$10M in GGR, 61% increase from Q4'24



- Mohegan's position as the only brickand-mortar operator with a dedicated digital product creates a sustainable competitive advantage in the Ontario iGaming market
- Quarterly change vs. prior year:
  - Depositors +20%
  - Deposits +90%
  - Unique actives +23%
  - Stake +74%
  - GGR +73%
  - ARPU +41%

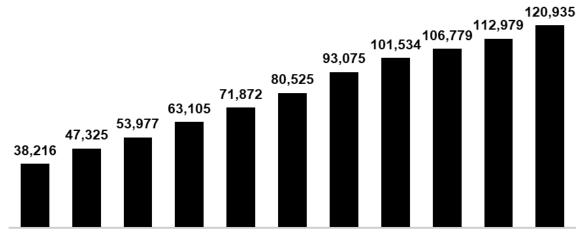


## Mohegan INSPIRE Continues to Ramp

# Casino Visitation 30,729 32,043 31,189 31,787 31,385 19,295 15,803 10,771

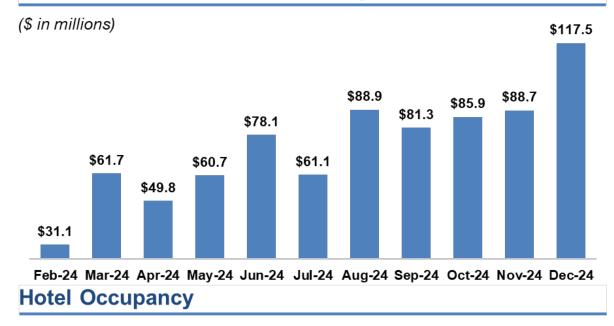
Feb-24 Mar-24 Apr-24 May-24 Jun-24 Jul-24 Aug-24 Sep-24 Oct-24 Nov-24 Dec-24

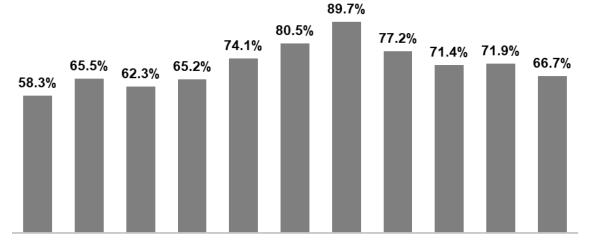
#### Player Rewards Database – Momentum



Feb-24 Mar-24 Apr-24 May-24 Jun-24 Jul-24 Aug-24 Sep-24 Oct-24 Nov-24 Dec-24

#### Mass & Premium Mass Table Drop





Feb-24 Mar-24 Apr-24 May-24 Jun-24 Jul-24 Aug-24 Sep-24 Oct-24 Nov-24 Dec-24

#### Mohegan and Soloviev Group Partnership

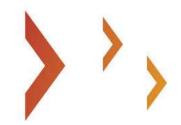
- Mohegan has partnered with the Soloviev Group to bid for one of three possible casino licenses in New York City
- Proposed Freedom Plaza location spans 6+ acres on Manhattan's East Side from 38th to 41st Street east of First Avenue
- The site, owned by Soloviev Group, is the largest undeveloped land parcel in Manhattan
- Prime location with easy access via the FDR Drive and Grand Central Station
- Unique blend of luxury amenities, extensive green spaces, and an innovative rewards program that supports local businesses, all while offering significant affordable housing and employment opportunities to the local community
- The NY Gaming Facility Location Board has approved the RFA timeline for June 27, 2025
- Gaming Commission license determination anticipated by end of December 2025

#### **Proposed Project**

- World-class casino
- 1,250 room first-class luxury hotel
- Flexible meeting space
- Exceptional food & beverage offerings
- Residential towers including 500+ permanently affordable units
- Museum
- Substantial public green space/park







## **Supplemental Information**

#### **Mohegan Segments**

Domestic Resorts (1)

International Resorts (2)

Mohegan Digital (1)(2)

Mgmt, Dev & Other (2)(3)

























- (1) Restricted Group Entities
- (2) Unrestricted Group Entities
- (3) Managed Entities Mohegan's management agreement with Resorts expired in December 2024



