

# 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

	Three Months Ended 12/31,							
(\$ 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 %			

1. Includes eliminations of inter-company revenues.



## Q1 FY25 Adjusted EBITDA

	Three Months Ended 12/31,							
(\$ 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								Resorts				
	Tł	hree Month	s En	ded 12/31,				Th	ree Months Er	nded 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 %	, D	9.3 %	0.1 %		Gross Slot Hold %		7.5 %	7.2 %	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 %	, D	19.7 %	3.1 %		Gross Table Hold %		16.9 %	16.6 %	0.3 %	
Hotel Occupancy %		96.9 %	, D	95.1 %	1.8 %		Hotel Occupancy %		99.2 %	97.3 %	1.9 %	
Hotel ADR	\$	158	\$	151	7	4.6	% Hotel ADR	\$	125 \$	120	5	4.2 %

1.	Net	of ga	aming	taxes.
----	-----	-------	-------	--------

							0 0					
Mohegan Pennsylvania							Mohega	n INSPIF	RE			
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	\$	51,497	\$	53,249	\$ (1,752)	(3.3)	% Gross Slot Revenue	\$	3,977			
Gross Slot Hold %		10.0 %	/ 0	10.3 %	(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 %	/ 0	19.6 %	(1.0)%		Gross Table Hold %		5.4 %			
Hotel Occupancy %		63.7 %	/ 0	60.0 %	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

	Capitalizati	on		Liqu
(\$ in thousands)	12/31/24	Coupon/Spread	Maturity	(\$ in thousands)
Senior Secured Credit Facility	\$ 48,00	0 S+.10%(0.75%) + 3.75%	11/1/25	Consolidated Cash & Cash Eq
Line of Credit	1,28	0 S+.10%(0.75%) + 3.75%	11/1/25	
2021 Senior Secured Notes	1,175,00	0 8.00%	2/1/26	Soniar Secured Credit Escility
Other	3,38	9 -	-	Senior Secured Credit Facility
Total Restricted Group Secured Debt	1,227,66	9		Amount Drawn on Facility
				Committed Letters of Credit
2022 Senior Unsecured Notes	502,45	7 13.250%	12/15/27	Senior Secured Credit Facilit
BIA Loans	19,25	0 S + 2.75%	10/1/25	Senior Secured Credit Facilit
Total Restricted Group Debt	1,749,37	6		Capital Ex
				Capital Ex
Niagara Credit Facility <sup>1</sup>	63,07	4 CORRA + 3.00%	8/8/28	(\$ in thousands)
Niagara Finance Leases	23,93	5 -	-	Mohegan Sun
Korea Credit Facility	685,92	3 5.40%/7.00% & Floating	11/29/25	Mohegan Pennsylvania
Korea Term Loan	460,73	5 17.000%	5/24/27	
Korea Convertible Bonds	113,79	6 5.500%	12/30/32	Las Vegas
Korea Finance Leases	9,34	7 -	-	Total Domestic Resorts
Total Debt	3,106,18	6		Niagara Pasarta
				Niagara Resorts

1. 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.

# Liquidity1nousands)12/31/24didated Cash & Cash Equivalents\$ 192,694Secured Credit Facility Commitment\$ 233,500nt Drawn on Facility49,280

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							
Mohegan INSPIRE		3,785							
Total International Resorts		6,828							
Corporate & Other		(33)							
Total Capital Expenditures	\$	15,466							





# 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





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





- 14 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**



(3) Managed Entities - Mohegan's management agreement with Resorts expired in December 2024



