

Iao Kun Group Holding Co. Ltd.
Raising estimates – another solid month

Our Call

This morning, IKGH released March rolling chip turnover results of \$1.75b, its best rest result since April 2012. IKGH's March win-rate was 3.27%, exceeding theoretical hold of 2.85%. After adjusting our forecast to match March results, we raise our CY14 EPS (earnings per share) to \$0.46 from \$0.40. Please see our note from this morning, "Raising estimates and price target; Reiterate Buy."

Following IKGH's March rolling chip turnover and hold result, our 1Q14 EPS goes to \$0.30 from \$0.24 and CY14 to \$0.46 from \$0.40. Please see our note from this morning, "Raising estimates and price target; Reiterate Buy."

Buy
IKGH

Price: Close \$3.41

Price Target \$5.50

Leisure & Entertainment

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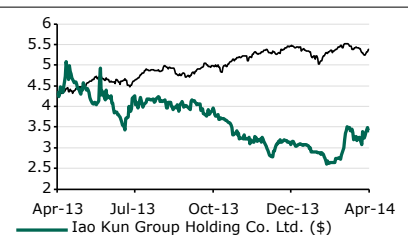
Company Data

Rating	Buy
Price: Close	\$3.41
Price Target	\$5.50
52-Week Range	\$2.57 - \$5.18
Market Capitalization (M)	\$208.9
Shares Outstanding (M)	60.0
Avg. Daily Vol. (000)	181.0
Dividend	\$0.28
Dividend Yield	8.2%
Assets (M)	\$411.8

FYE Dec	2013E (Curr)	2014E (Prev)	2014E (Curr)	2015E (Prev)	2015E (Curr)
EPS (\$)					
Q1 (Mar)	0.32A	0.24	0.30		0.11
Q2 (Jun)	0.21A	0.04	0.05		0.12
Q3 (Sept)	0.12A		0.05	0.14	0.13
Q4 (Dec)	(0.09)	0.06	0.07		0.15
FY EPS	0.46	0.40	0.46	0.52	0.51
P/E	7.4x		7.4x		6.7x

Source: Sterne Agee and FactSet

Price Performance



Source: FactSet

Any Important Disclosures regarding Price Target Risks, Valuation Methodology, Regulation Analyst Certification, Investment Banking, Ratings Definitions, and any potential conflicts of interest begin on Page I of the Appendix Section. Past performance is no guarantee of future results.

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Quarterly Income Statement

(Millions, except per share data)	DEC CY12	Mar 13 Q1:13	Jun 13 Q2:13	Sep 13 Q3:13	Dec 13 Q4:13	DEC CY13	Mar 14 Q1:14E	Jun 14 Q2:14E	Sep 14 Q3:14E	Dec 14 Q4:14E	DEC CY14E	Mar 15 Q1:15E	Jun 15 Q2:15E	Sep 15 Q3:15E	Dec 15 Q4:15E	DEC CY15E
REVENUE																
Cage Capital Est.	262.35	300.58	302.96	279.72	255.10	255.10	251.06	251.06	257.92	257.43	257.43	242.12	248.77	250.06	253.31	253.31
Turns per month Est.	5.79	4.83	4.93	4.58	5.30	4.91	5.97	5.43	5.63	5.90	5.73	5.97	6.20	6.20	6.37	6.18
Rolling Chip Turnover	18,196.0	4,070.0	4,460.0	4,115.0	4,370.0	17,015.0	4,770.0	4,184.8	4,355.7	4,559.0	17,869.5	4,554.2	4,584.3	4,645.0	4,814.6	18,598.1
% seq.	-9%	-1%	10%	-8%	6%	-6%	9%	-12%	4%	5%	5%	0%	1%	1%	4%	4%
% yov.	-9%	-24%	-5%	2%	7%	-6%	17%	-6%	6%	4%	5%	-5%	10%	7%	6%	4%
Fixed Commission Operation																
Roll from fixed commission operation	15,628.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
% of total rolling chip win	117%	0%	0%	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue from fixed Commission	160.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
% commission rate	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%
Revenue Share Operation																
Win from revenue share operation	na	4,070.0	4,460.0	4,115.0	4,370.0	17,015.0	4,770.0	4,184.8	4,355.7	4,559.0	17,869.5	4,554.2	4,584.3	4,645.0	4,814.6	18,598.1
% of total rolling chip win	na	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Gross Revenue from revenue share	na	60.4	63.5	61.0	50.2	235.1	79.8	57.2	59.5	62.3	257.8	62.6	63.0	64.0	66.3	255.9
% VIP hold	3.19%	3.33%	3.15%	3.26%	2.44%	3.05%	3.61%	2.95%	2.95%	2.95%	3.12%	2.95%	2.95%	2.95%	2.95%	2.95%
% revenue share rate	45.0%	45.6%	45.2%	45.5%	47.0%	45.0%	46.3%	46.3%	46.3%	46.3%	46.3%	46.6%	46.6%	46.7%	46.7%	46.7%
Gross Revenue Est.	216.6	61.9	63.5	61.0	50.2	235.1	79.8	57.2	59.5	62.3	257.8	62.6	63.0	64.0	66.3	255.9
Adjustment, including Service Revenue	0.0	2.5	0.0	0.0	2.0	4.5	3.2	2.3	2.4	2.5	10.3	2.5	2.5	2.6	2.7	10.2
% of gross revenue	0%	4%	0%	0%	4%	2%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
Revenue from VIP gaming operations	236.3	64.4	63.5	61.0	50.2	239.6	83.0	59.4	61.9	64.8	268.1	65.1	65.5	66.6	69.0	266.2
% yov.	-6%	-4%	9%	13%	-11%	1%	29%	-6%	1%	29%	12%	-22%	10%	8%	7%	-1%
EXPENSES																
Commission to Junket agents	223.0	40.3	47.7	45.3	46.9	180.2	53.4	45.5	47.3	49.5	195.8	48.7	48.6	48.8	49.6	195.7
% of Rolling Chip Turnover	0.83%	0.99%	1.07%	1.10%	1.07%	1.06%	1.12%	1.09%	1.09%	1.09%	1.10%	1.07%	1.06%	1.05%	1.03%	1.05%
SG&A	18.3	5.9	6.3	5.1	6.4	23.7	6.6	6.6	6.6	6.6	26.4	6.6	6.6	6.6	6.6	26.4
% of Rolling Chip Turnover	0.101%	0.145%	0.142%	0.124%	0.146%	0.139%	0.138%	0.158%	0.152%	0.145%	0.148%	0.145%	0.144%	0.142%	0.137%	0.142%
Special Rolling Tax	1.8	0.4	0.4	0.4	0.4	1.7	0.6	0.5	0.5	0.5	2.1	0.5	0.5	0.5	0.5	2.1
% of total revenue	0.8%	0.6%	0.7%	0.7%	0.9%	0.7%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%
EBITDA	61.6	15.3	11.9	11.0	\$ (3.5)	34.7	22.3	6.9	7.5	8.1	44.8	9.3	9.8	10.7	12.3	42.0
% margin	26%	24%	19%	18%	-7%	14%	27%	12%	12%	13%	17%	14%	15%	16%	18%	16%
% of Rolling Chip	0.34%	0.38%	0.27%	0.27%	-0.08%	0.20%	0.47%	0.17%	0.17%	0.18%	0.25%	0.20%	0.21%	0.23%	0.25%	0.23%
D&A	6.6	2.4	2.5	4.0	4.1	13.1	4.1	4.1	4.1	4.0	16.3	2.4	2.4	2.4	2.4	9.6
Income including pre-acquisition profit	55.0	12.9	9.4	7.0	(7.6)	21.6	18.2	2.8	3.4	4.1	28.5	6.9	7.4	8.3	9.9	32.4
Prior owners' interest in pre-acquisition profit*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Income Attributable to ordinary shareholders	55.0	12.9	9.4	7.0	(5.5)	23.7	18.2	2.8	3.4	4.1	28.5	6.9	7.4	8.3	9.9	32.4
% Margin	23%	20%	15%	11%	-11%	10%	22%	5%	5%	6%	11%	11%	11%	12%	14%	12%
Other Comprehensive Loss																
Foreign Currency Translation adjustment	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Adjusted Income	55.0	12.9	9.4	7.0	(3.5)	25.7	18.2	2.8	3.4	4.1	28.5	6.9	7.4	8.3	9.9	32.4
Adjusted EPS	1.30	0.32	0.21	0.12	(0.09)	0.46	0.30	0.05	0.05	0.07	0.46	0.11	0.12	0.13	0.15	0.51
% yov.	-29%	-21%	-38%	-63%	-137%	-65%	-6%	-78%	-53%	-173%	1%	-63%	158%	139%	133%	10%
Ave shares outstanding	42.4	40.7	44.6	60.2	61.0	51.6	61.0	61.0	61.6	62.8	61.6	62.8	62.8	63.4	64.5	63.3

Source: Company reports and Sterne Agee estimates

APPENDIX SECTION

Company Description:

Macau licensed casino operators grant IKGH exclusive use of VIP gaming rooms within their casino facilities and IKGH promotes and manages its own network of junket agents and players to optimize the casino gaming within the rooms. In return, IKGH is paid on volume-based commission or a share of the gaming win. ~85% - 90% of VIP player chip volume in Macau casinos is generated utilizing the room promoter system.

IMPORTANT DISCLOSURES:

Regulation Analyst Certification:

I, David Bain, hereby certify the views expressed in this research report accurately reflect my personal views about the subject security(ies) or issuer(s). I further certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by me in this report.

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Sterne, Agee & Leach, Inc. provided and received compensation for providing investment banking services for the following subject company within the past 12 months: Iao Kun Group Holding Co. Ltd..

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Price Target Risks & Related Risk Factors:

Investment risks associated with the achievement of the price target include, but are not limited to, a company's failure to achieve Sterne, Agee & Leach, Inc., earnings and revenue estimates; unforeseen macroeconomic and/or industry events that adversely affect demand for a company's products or services; product obsolescence; changes in investor sentiment regarding the specific company or industry; intense and rapidly changing competitive pressures; the continuing development of industry standards; the company's ability to recruit and retain competent personnel; and adverse market conditions. For a complete discussion of the risk factors that could affect the market price of a company's shares, refer to the most recent Form 10-Q or 10-K that a company has filed with the Securities Exchange Commission.

Company Specific Risks:

Risks to IKGH include softness in the Chinese economy; unanticipated Mainland Chinese government intervention/regulation, including visa controls or other aspects negatively impacting visitation or patron spend in Macau; unanticipated Macau Government legislation; and/or the potential for higher junket operator commissions paid by promoters.

Valuation Methodology:

Methodology for assigning ratings and target prices includes qualitative and quantitative factors including an assessment of industry size, structure, business trends and overall attractiveness; management effectiveness; competition; visibility; financial condition; and expected total return, among other factors. These factors are subject to change depending on overall economic conditions or industry or company-specific occurrences. Sterne, Agee & Leach, Inc., analysts base valuations on a combination of forward looking earnings multiples, price-to-revenue multiples, and enterprise-value-to-revenue ratios. Sterne, Agee & Leach, Inc., believes this accurately reflects the strong absolute value of earnings, the strong earnings growth rate, the inherent profitability, and adjusted balance sheet factors. Additional company-specific valuation methodology is available through Sterne, Agee & Leach, Inc.

Company Specific Valuation:

Our valuation is based on a multiple of earnings per share.

Definition of Investment Ratings:

BUY: We expect this stock to outperform the industry over the next 12 months.

NEUTRAL: We expect this stock to perform in line with the industry over the next 12 months.

UNDERPERFORM: We expect this stock to underperform the industry over the next 12 months.

RESTRICTED: Restricted list requirements preclude comment.

Ratings Distribution:

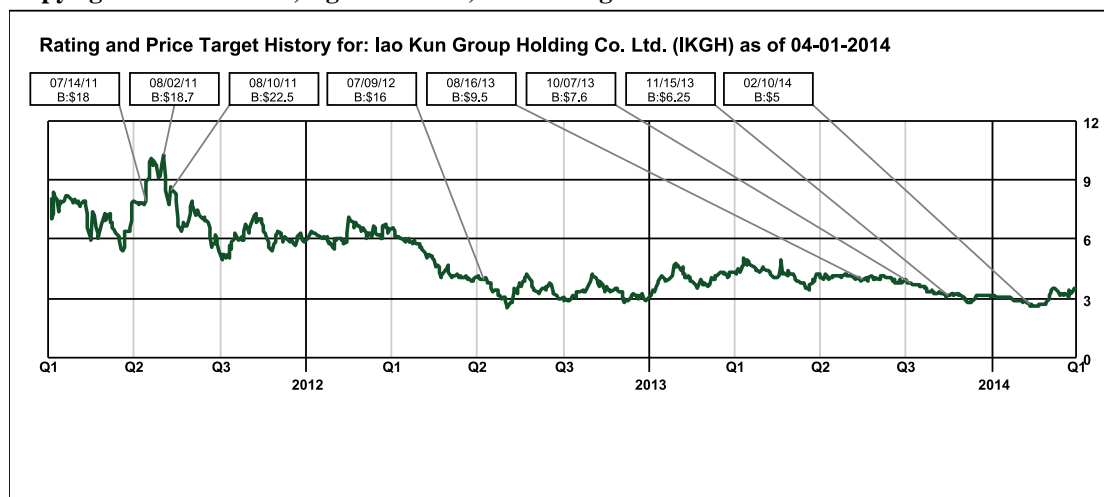
Rating Category	Count	Percent	IB Serv./ Past 12Mos.	
			Count	Percent
Buy	234	45.44%	33	14.10%
Neutral	262	50.87%	23	8.78%
Underperform	19	3.69%	1	5.26%

ADDITIONAL INFORMATION AVAILABLE UPON REQUEST: Contact Robert Hoehn at 1-212-338-4731.

Other Disclosures:

Opinions expressed are our present opinions only. This material is based upon information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied upon as such. Past performance is no guarantee of future results.

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