



**Interim management statement first quarter 2009, 15 May 2009**

## **First quarter 2009 update**

**Increased sales year over year, focus is on cash flow in worldwide economic slowdown**

### **Highlights**

- Sales increased to \$44.0 million in the first quarter 2009 from \$39.0 million reported for the same period in 2008
- Adjusted EBITDA decreased to \$8.3 million in the first quarter of 2009 from \$8.8 million reported for the same period last year
- Property EBITDA as a percentage of sales decreased to 24 percent in the first quarter of 2009 from the 31 percent reported for the same period last year
- Corporate costs in the first quarter of 2009 were reduced to \$2.5 million from \$3.1 million reported for the same period in 2008
- Group successfully negotiated restructured loan agreements with certain private lenders

*“As the worldwide economic downturn has finally affected our Latin American markets, the Group has experienced a decrease in sales in our existing operations during the first quarter of 2009 as compared to the fourth quarter of 2008. Our recent cost savings measures have helped to maintain our margins. There is still a lot of work to do as we look for improvements in cash flows and EBITDA and we will continue to do everything possible to hold our ground during this ongoing economic crisis. To simplify and clarify our corporate message to our guests, we have created a new mission statement. The entire team has embraced this new mission statement. It is: **We create extraordinary experiences for our guests.**”*

***Jack Mitchell, President and CEO***

# Thunderbird Resorts Inc. Group

## Financial review

The following table set forth selected (unaudited) consolidated financial data of the Group by country for the three months ended 31 March 2009 and 2008.

### Group data by country (unaudited)

(In thousands of USD)	First Quarter		% change
	2009	2008	
<b>SALES BY COUNTRY</b>			
Panama	\$ 14,300	\$ 15,341	-6.8%
Guatemala	1,045	910	14.8%
Nicaragua	3,145	3,407	-7.7%
Costa Rica	5,217	4,118	26.7%
Philippines	11,113	11,073	0.4%
Peru	8,347	3,977	109.9%
Poland	762	-	-
Other	73	181	-59.7%
<b>Total sales</b>	<b>\$ 44,002</b>	<b>\$ 39,007</b>	<b>12.8%</b>
<b>PROPERTY EBITDA BY COUNTRY</b>			
Panama	\$ 3,845	\$ 4,948	-22.3%
Guatemala	(477)	(31)	1,438.7%
Nicaragua	782	1,059	-26.2%
Costa Rica	2,059	1,833	12.3%
Philippines	3,370	3,136	7.5%
Peru	1,358	966	40.7%
Poland	(161)	-	-
<b>Property EBITDA</b>	<b>\$ 10,776</b>	<b>\$ 11,911</b>	<b>-9.5%</b>
<b>Property EBITDA as a percentage of sales</b>	<b>24%</b>	<b>31%</b>	
Other (corporate expenses)	(2,508)	(3,122)	-19.7%
<b>Adjusted EBITDA</b>	<b>\$ 8,268</b>	<b>\$ 8,789</b>	<b>-5.9%</b>
<b>Adjusted EBITDA as a percentage of sales</b>	<b>19%</b>	<b>23%</b>	

The following table set forth selected (unaudited) consolidated financial data of the Group for the three months ended 31 March 2009 and 2008.

### Group profit and loss accounts (unaudited)

(In thousands of USD except per share data)	<b>First Quarter 2009</b>	First Quarter 2008	%
			change
Net gaming wins	\$ 38,336	\$ 32,987	16.2%
Food and beverage sales	2,708	2,779	-2.6%
Hospitality and other sales	2,958	3,241	-8.7%
<b>Total sales</b>	<b>44,002</b>	39,007	12.8%
Promotional allowances	1,697	756	124.5%
Property, marketing and administration	31,529	26,340	19.7%
<b>Property EBITDA</b>	<b>10,776</b>	11,911	-9.5%
Corporate expenses	2,508	3,122	-19.7%
<b>Adjusted EBITDA</b>	<b>8,268</b>	8,789	-5.9%
Adjusted EBITDA as a percentage of sales	19%	23%	
Depreciation and amortization	5,495	4,384	25.3%
Interest and financing costs, net	5,108	2,950	73.2%
Non-controlling interest	(329)	826	-139.8%
Management fee attributable to non-controlling interest	827	-	-
Project development	180	1,226	-85.3%
Stock-based compensation	316	658	-52.0%
Foreign exchange loss/(gain)	2,289	(4,495)	-150.9%
Other losses	386	78	394.9%
Derivative financial instrument	10	(24)	-141.7%
Income taxes	512	1,413	-63.8%
<b>Net (loss)/profit for the period attributable to the equity holder of the parent</b>	<b>(6,526)</b>	\$ 1,773	-468.1%
(Loss)/earnings per common share:			
Basic	\$ (0.33)	\$ 0.09	
Weighted average number of common shares used in earnings per share calculation:			
Basic shares outstanding	19,676	19,432	
Diluted shares outstanding	20,097	19,628	

### Sales trends

On a reported basis, sales increased 12.8 percent to \$44.0 million, an increase of \$5.0 million over the \$39.0 million reported in the previous year's quarter, which was driven by:

- \$1.6 million for the 100 percent consolidation of the Fiesta Casino Holiday Inn Express in Costa Rica
- \$5.0 million for the increase in sales due to the new casino operations in Peru
- \$0.8 million for the new casino operations in Poland

- \$0.7 million for the new operations in Costa Rica and Nicaragua

These increases were offset by decreases in sales for the following:

- \$1.0 million decrease in the Panama operations that consisted of a \$2.0 million decrease at the El Panama location offset by increases of \$1.0 million at other locations due to a reduced win in the VIP table games during the period
- \$0.6 million decrease in the Costa Rican operations primarily in the Fiesta Casino Holiday Inn Express and \$0.8 million decrease in the Nicaragua operations, both due to reduced drop from lower patronage at the facilities as a result of the economic conditions within the respective countries
- \$0.7 million decrease in the Peru Hotel operations due to the effects of the global economic slowdown

While the Group sales increased in the first quarter 2009 compared to the same quarter in 2008, the Group has experienced a downturn of 7.7 percent in its sales in existing operations for the first quarter of 2009 compared to the fourth quarter of 2008.

### **EBITDA and profitability trends**

Due to the decrease in sales at the Group's existing flagship locations coupled with the ramp-up of the new operations, Property EBITDA declined to 24 percent as a percentage of sales for the first quarter of 2009 compared to 31 percent for the 2008 quarter. We expect our Property EBITDA as a percentage of sales to increase as our new properties stabilize and as the results of our cost savings measures are realized.

The Group's corporate expenses decreased to \$2.5 million for the first quarter of 2009 from the \$3.1 million reported during the first quarter of 2008. This decrease is the result of the restructuring started during the fourth quarter of 2008. We expect this trend to continue as the group is continuing to streamline its corporate operations.

The Group's net loss attributable to the equity holders of the parent for the period was \$6.5 million, which includes an unrealized foreign exchange loss of \$2.3 million compared to net income of \$1.8 million for the 2008 first quarter, which included an unrealized foreign exchange gain of \$4.5 million.

### **Capital resources and liquidity**

In response to the slowdown in the economy and the possible negative impact on sales, the Group is currently seeking alternative debt financing. While we were successful in securing approximately \$95 million in new debt in 2008, we continue to be challenged in 2009 to secure the funding necessary to complete the expansions of our two Philippine casinos, as well as continue to fund the exciting new expansion into India. In addition, in light of our high short term principal debt payments and the desire to fund these ongoing projects, we are seeking to renegotiate principal debt repayment terms with certain of our lenders to extend amortization periods which in turn will free up cash flow that will allow us to fund operations and continue these expansions. We expect any such negotiations to be mutually beneficial to both us and our lenders. We have successfully negotiated a deferment of principal payments with certain of our private lenders, and are in negotiations with other lenders to defer principal payments over the next 12 months.

## **Borrowings**

As of 31 March 2009, our total borrowings and obligations under leases was \$174.6 million compared to \$172.3 million as of 31 December 2008. The increase in debt was due to the Group's 50 percent portion of the development of the India hotel project of \$2.4 million, purchase of new machines in Panama of \$1.9 million, completion of improvement projects in the Peruvian casinos for \$2.1 million, \$0.6 million for the Group's 50 percent portion of the purchase of 20 percent of the minority shareholdings in the Tres Rios land company, \$0.5 million for the expansion at our Eastbay casino in the Philippines and \$0.7 million for future projects. The additional debt was offset by principal payments of \$5.9 million made during the first quarter 2009.

## **Cash and cash equivalents**

As of 31 March 2009, our total cash was \$15.2 million compared to \$21.8 million as of 31 December 2008. The decrease was due to the use of cash for capital expenditures of \$9.4 million and foreign exchange losses on cash balances of \$0.2 million offset by cash generated by financing activities of \$2.3 million and cash generated by operations of \$0.7 million.

## **Project development update**

A detailed project development update to 31 March 2009 is contained in the Group's 2008 Annual Report published on 30 April 2009. The following comprises further detail relating to project development since 31 March 2009.

**India.** Construction continues on the Group's five-star hotel/hospitality complex in Daman, India, announced originally in March 2008. Over 90 percent of the civil works are complete.

- As of 15 May 2009, our India joint venture entity received commitments and/or funding of approximately \$5.2 million from third parties as part of an approximately \$15 million fully convertible debenture offering issued by our jointly-owned India corporation, Daman Hospitality Private Limited ("DHPL"). In addition, DHPL is seeking approximately \$25 million in senior secured financing, which together with the debenture offering will fund the completion of the construction and opening of the hotel and hospitality complex.

## **Costa Rica**

- *New Gaming Decree:* The Group previously reported that the executive branch of the Costa Rica government issued a decree limiting hours of operations to 12 hours per day, and to limit new casinos to one slot machine per room and one table game per ten rooms at the associated hotel. The Costa Rica executive branch then announced a delay until 1 May 2009 to implement the section of the new gaming decree concerning hours of operation in light of well publicized concerns that the limitation to 12 hours of operation will have an adverse effect on the job market in San Jose. The executive branch of the Costa Rica government has now published its Decree effective 15 May 2009, limiting hours of operations to 14 hours per day. The decree provides for a 90 day period for the various municipalities to comply with the regulatory framework for granting of licenses, monitoring and supervising operations.

## **Risk management and regulatory**

We refer to the 2008 Annual Report published on 30 April 2009 for a more detailed review of the risk factors and regulatory issues of our business.

## **About Thunderbird**

Thunderbird Resorts Inc. (a British Virgin Islands company limited by shares, with its registered office in Tortola, British Virgin Islands) is an international provider of branded casino and hospitality services, focused on markets in Central America, South America, southeast Asia, India and eastern Europe. Our mission statement is: “We create extraordinary experiences for our guests.” Our vision is to be a leading recreational property developer and operator in each of our markets by creating genuine value for our communities, our employees and our shareholders. We seek to achieve this by offering dynamic, themed and integrated resort venues, typically anchored by full-service casinos. As of 31 March 2009, we had 31 operating gaming facilities, one slot machine route, nine hotels and one nine-hole golf course. At 31 March 2009, we had over 7,400 gaming positions in over 20,000 square meters of gaming space worldwide, 760 hotel rooms in Peru, Costa Rica and the Philippines all attended to by our more than 5,700 highly trained and valued employees. E-mail: [info@thunderbirdresorts.com](mailto:info@thunderbirdresorts.com). Our principal executive offices are located at Calle Alberto Navarro, El Cangrejo, Apartado 0823-00514, Panama City, Panama. Our telephone number is (507)-223-1234. Our website is [www.thunderbirdresorts.com](http://www.thunderbirdresorts.com).

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As a “designated foreign issuer with respect to Canadian securities regulations”, Thunderbird Resorts Inc.’s interim management statement (“IMS”) for the quarter ended 31 March 2009 is intended to comply with the rules and regulations set forth by the Euronext Amsterdam by NYSE Euronext (“Euronext Amsterdam”). The Group has adopted the U.S. Dollar (“USD”) as its reporting currency. Unless otherwise specified or the context so requires, “Thunderbird Resorts Inc.” is referred to as the “Group”, “it” and “its” refer to Thunderbird Resorts Inc. and all its Group companies as defined in Article 24b Book 2 of the Dutch Civil Code. The Group has adopted the U.S. Dollar (“USD”) as its reporting currency.

## **Safe Harbor**

### ***Non-IFRS measures***

*Thunderbird Resorts Inc. is registered in the British Virgin Islands with common shares traded under the symbol TBIRD on Euronext Amsterdam by NYSE Euronext ("Euronext Amsterdam"), the regulated market of Euronext Amsterdam N.V. ("Euronext"). Thunderbird Resorts Inc. has adopted the U.S. Dollar ("USD") as its reporting currency. As required by EU regulation, Thunderbird Resorts Inc.'s consolidated financial statements are prepared in accordance with international financial reporting standards ("IFRS"). Our existing common shares are traded on the Euronext Amsterdam under the symbol TBIRD and on the CNSX stock exchange under the symbol TBI.U, and on the Regulated Unofficial Market of the Frankfurt Stock Exchange under the symbol 4TR. Included in this interim management statement are certain "non-IFRS financial measures," which are measures of Thunderbird's historical or estimated future performance that are different from measures calculated and presented in accordance with IFRS, within the meaning of applicable Euronext Amsterdam and CNSX rules, that are useful to investors. These measures include (i) Property EBITDA consists of income from operations before depreciation and amortization, write-downs, reserves and recoveries, project development costs, corporate expenses, corporate management fees, merger and integration costs, income/(losses) on interests in non-consolidated affiliates and amortization of intangible assets. Property EBITDA is a supplemental financial measure we use to evaluate our country-level operations. (ii) Adjusted EBITDA represents net earnings before interest expense, income taxes, depreciation and amortization, equity in earnings of affiliates, minority interests, development costs, and gain on refinancing and discontinued operations. Adjusted EBITDA is a supplemental financial measure we use to evaluate our overall operations. Property EBITDA and Adjusted EBITDA are supplemental financial measures used by management, as well as industry analysts, to evaluate our operations. However, Property and Adjusted EBITDA should not be construed as an alternative to income from operations (as an indicator of our operating performance) or to cash flows from operating activities (as a measure of liquidity) as determined in accordance with generally accepted accounting principles.*

### ***Forward-looking statements***

*This Interim Management Statement contains certain forward-looking statements within the meaning of the securities laws and regulations of various international, federal, and state jurisdictions. All statements, other than statements of historical fact, included herein, including without limitation, statements regarding potential revenue and future plans and objectives of Thunderbird are forward-looking statements that involve risk and uncertainties. There can be no assurances that such statements will prove to be accurate and actual results could differ materially from those anticipated in such statements. Important factors that could cause actual results to differ materially from Thunderbird's forward-looking statements include competitive pressures, unfavorable changes in regulatory structures, and general risks associated with business, all of which are disclosed under the heading "Risk Factors" and elsewhere in Thunderbird's documents filed from time-to-time with the NYSE Euronext Amsterdam, CNSX and other regulatory authorities.*