

# H1 FY22 INVESTOR PRESENTATION



**Ainsworth Game Technology Limited**  
**ABN 37 068 516 665**  
**ASX Code: AGI**

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# AGENDA

1. Results Summary
2. Consolidated Results
3. Segment Performance
4. Land Based Gaming Products
5. Online
6. Outlook



# RESULTS SUMMARY



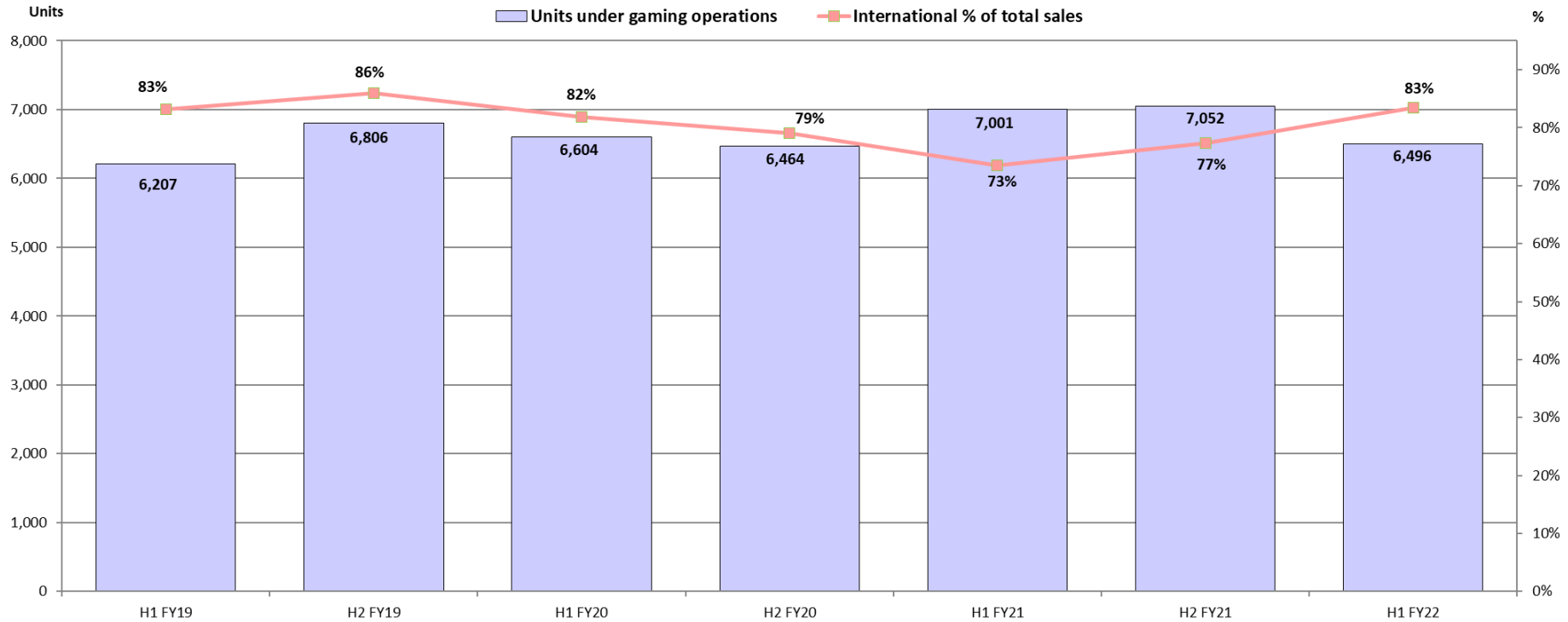
# Results Summary

- Improved performance compared to H1 FY21 and H2 FY21.

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
Revenue	100.7	72.1	28.6	87.4	13.3
Underlying EBITDA	20.7	1.1	19.6	14.4	6.3
Impairment losses (before tax)	-	(29.2)	29.2	(12.5)	12.5
Profit / (Loss) before tax excluding currency and one-off items	10.0	(18.7)	28.7	1.6	8.4
Reported Profit / (Loss) after tax	9.1	(50.1)	59.2	(3.3)	12.4

- Net cash position of \$32.2m with closing cash balance of \$46.3m, an improvement on the net debt position of \$15.5m at pcp, and net cash position of \$5.1m at the prior half.
- North America segment contributed 54% of total revenue. HHR products continue to perform.
- Signs of recovery in Latin America region contributing to the Group's improved results.
- Dividend continues to be suspended to ensure strong liquidity is maintained while markets continues to recover from the effects of COVID-19.

# Gaming Operations and International Sales Contribution



# CONSOLIDATED RESULTS



# Profit & Loss Summary

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
Domestic revenue	16.7	19.2	(2.5)	19.8	(3.1)
International revenue	84.0	52.9	31.1	67.6	16.4
<b>Total revenue</b>	<b>100.7</b>	<b>72.1</b>	<b>28.6</b>	<b>87.4</b>	<b>13.3</b>
<b>Gross profit</b>	<b>63.0</b>	<b>37.8</b>	<b>25.2</b>	<b>51.8</b>	<b>11.2</b>
<b>EBITDA</b>	<b>24.6</b>	<b>(36.8)</b>	<b>61.4</b>	<b>10.2</b>	<b>14.4</b>
EBITDA Margin %	24%	(51%)	75%	12%	12%
<b>Profit / (Loss) Before Tax</b>	<b>13.9</b>	<b>(56.6)</b>	<b>70.5</b>	<b>(2.6)</b>	<b>16.5</b>
Income tax (expense) / benefit	(4.8)	6.5	(11.3)	(0.7)	(4.1)
<b>Profit / (Loss) After Tax</b>	<b>9.1</b>	<b>(50.1)</b>	<b>59.2</b>	<b>(3.3)</b>	<b>12.4</b>
R&D (% of revenue)	18%	23%	(5%)	19%	(1%)
EPS (diluted) (A\$)	0.03	(0.15)	0.18	(0.01)	0.04

- Increased revenue due to strong product performance in North America and re-opening of the LATAM market.
- Decreased domestic revenue compared to pcp and prior half due to extended lockdowns in New South Wales and other states within Australia.
- Profit before tax (excluding currency impact) is \$10.4m, compared to \$43.2m loss in pcp and \$4.5m loss in the prior half.
- EBITDA of \$24.6m includes \$3.5m currency translation gains.
- Increased international revenue of \$31.1m compared to pcp, and \$16.4m compared to the prior half. International revenue accounted for 83% of group revenues in this period.
- R&D/Revenue at 18% reflects continuation of R&D initiatives.



# Results Adjusted For Currency Movement and One-off Items

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
Profit / (Loss) Before Tax	13.9	(56.6)	70.5	(2.6)	16.5
Currency (gains) / losses	(3.5)	13.4	(16.9)	(1.9)	(1.6)
Impairment losses	-	29.2	(29.2)	12.5	(12.5)
JobKeeper subsidies	-	(4.2)	4.2	-	-
Gain on LV parcel of land sale	-	-	-	(3.3)	3.3
US Employment Retention Tax Credit (ERTC)	-	-	-	(3.1)	3.1
Rent concessions	(0.4)	(0.5)	0.1	-	(0.4)
<b>Adjusted For Currency and One-off Items Profit / (Loss) Before Tax</b>	<b>10.0</b>	<b>(18.7)</b>	<b>28.7</b>	<b>1.6</b>	<b>8.4</b>

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
Profit / (Loss) After Tax	9.1	(50.1)	59.2	(3.3)	12.4
Currency (gains) / losses <sup>(1)</sup>	(2.7)	10.9	(13.6)	(1.7)	(1.0)
Impairment losses	-	25.7	(25.7)	9.2	(9.2)
JobKeeper subsidies	-	(2.9)	2.9	-	-
Gain on LV parcel of land sale	-	-	-	(2.6)	2.6
US Employment Retention Tax Credit (ERTC)	-	-	-	(2.4)	2.4
Rent concessions <sup>(2)</sup>	(0.3)	(0.4)	0.1	-	(0.3)
<b>Adjusted For Currency and One-off Items Profit / (Loss) After Tax</b>	<b>6.1</b>	<b>(16.8)</b>	<b>22.9</b>	<b>(0.8)</b>	<b>6.9</b>

<sup>(1)</sup>No tax effect on \$1.0m currency gains in H1 FY22 (H1 FY21: \$4.9m currency losses, H2 FY21: \$0.8m currency gains).

Calculation of currency (gains) / losses after tax: H1 FY22: (-\$1.0m + (-\$2.4m x 0.7) = \$2.7m gains), H1 FY21: (\$4.9m + (\$8.5m x 0.7) = \$10.9m losses), H2 FY21: (-\$0.8m + (-\$1.3m x 0.7) = \$1.7m gains). These net currency gains and losses predominantly relate to balance sheet translation originated from investment in the Americas.

<sup>(2)</sup>Calculation of Rent concessions after tax: H1 FY22: (-\$0.4m x 0.7 = -\$0.3m), H1 FY21: (-\$0.5m x 0.7 = -\$0.4m).

## Reconciliation: Profit / (Loss) Before Tax to EBITDA & Underlying EBITDA

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
<b>Profit / (Loss) Before Tax</b>	<b>13.9</b>	<b>(56.6)</b>	<b>70.5</b>	<b>(2.6)</b>	<b>16.5</b>
Net interest (income) / expense	(0.1)	0.7	(0.8)	0.6	(0.7)
Depreciation and amortisation	10.8	19.1	(8.3)	12.2	(1.4)
<b>Reported EBITDA</b>	<b>24.6</b>	<b>(36.8)</b>	<b>61.4</b>	<b>10.2</b>	<b>14.4</b>
Foreign currency (gains) / losses	(3.5)	13.4	(16.9)	(1.9)	(1.6)
Impairment losses (LATAM CGU)	-	23.2	(23.2)	1.5	(1.5)
Impairment losses (Australia and Other CGU)	-	-	-	8.0	(8.0)
Impairment losses (Receivables)	-	6.0	(6.0)	3.0	(3.0)
JobKeeper subsidies	-	(4.2)	4.2	-	-
Gain on LV parcel of land sale	-	-	-	(3.3)	3.3
US employment retention tax credit (ERTC)	-	-	-	(3.1)	3.1
Rent concessions	(0.4)	(0.5)	0.1	-	(0.4)
<b>Underlying EBITDA</b>	<b>20.7</b>	<b>1.1</b>	<b>19.6</b>	<b>14.4</b>	<b>6.3</b>

# Operating Costs

<i>In millions of AUD</i>	H1 FY22	H1 FY21	H1 FY22 at pcg currency basis	Current period vs H1 FY21	H2 FY21	H1 FY22 at prior half currency basis	Current period Vs H2 FY21
COGS	37.7	34.3	38.0	3.4	35.7	37.2	2.0
Sales, service and marketing ('SSM')	25.0	25.9	25.3	(0.9)	20.3	24.6	4.7
R&D	18.0	16.6	18.1	1.4	16.8	17.8	1.2
Administration	10.9	9.3	11.0	1.6	9.5	10.8	1.4
<b>Total Operating costs</b>	<b>91.6</b>	<b>86.1</b>	<b>92.4</b>	<b>5.5</b>	<b>82.3</b>	<b>90.4</b>	<b>9.3</b>

## COGS

- Increase in costs attributable due to increased sales compared to the pcg and the prior half.
- Favourable translation impact \$0.3m at pcg currency basis and adverse translation impact of \$0.5m at prior half currency basis.

## SSM Costs

- Decrease in costs compared to the pcg mainly associated with reduced depreciation expenses on impaired assets.
- Increase in costs compared to the prior half due to decrease in COVID-19 related government subsidies, increase in trade show related expenses, commissions and royalties payable.
- Favourable translation impact of \$0.3m at pcg currency basis and adverse translation impact of \$0.4m at prior half currency basis.

## R&D Costs

- Increase in personnel costs compared to the pcg and prior half as a result of a decrease in COVID-19 related government subsidies, increase in computer software support and evaluation and testing costs.
- Favourable translation impact of \$0.1m at pcg currency basis and adverse translation impact of \$0.2m at prior half currency basis.

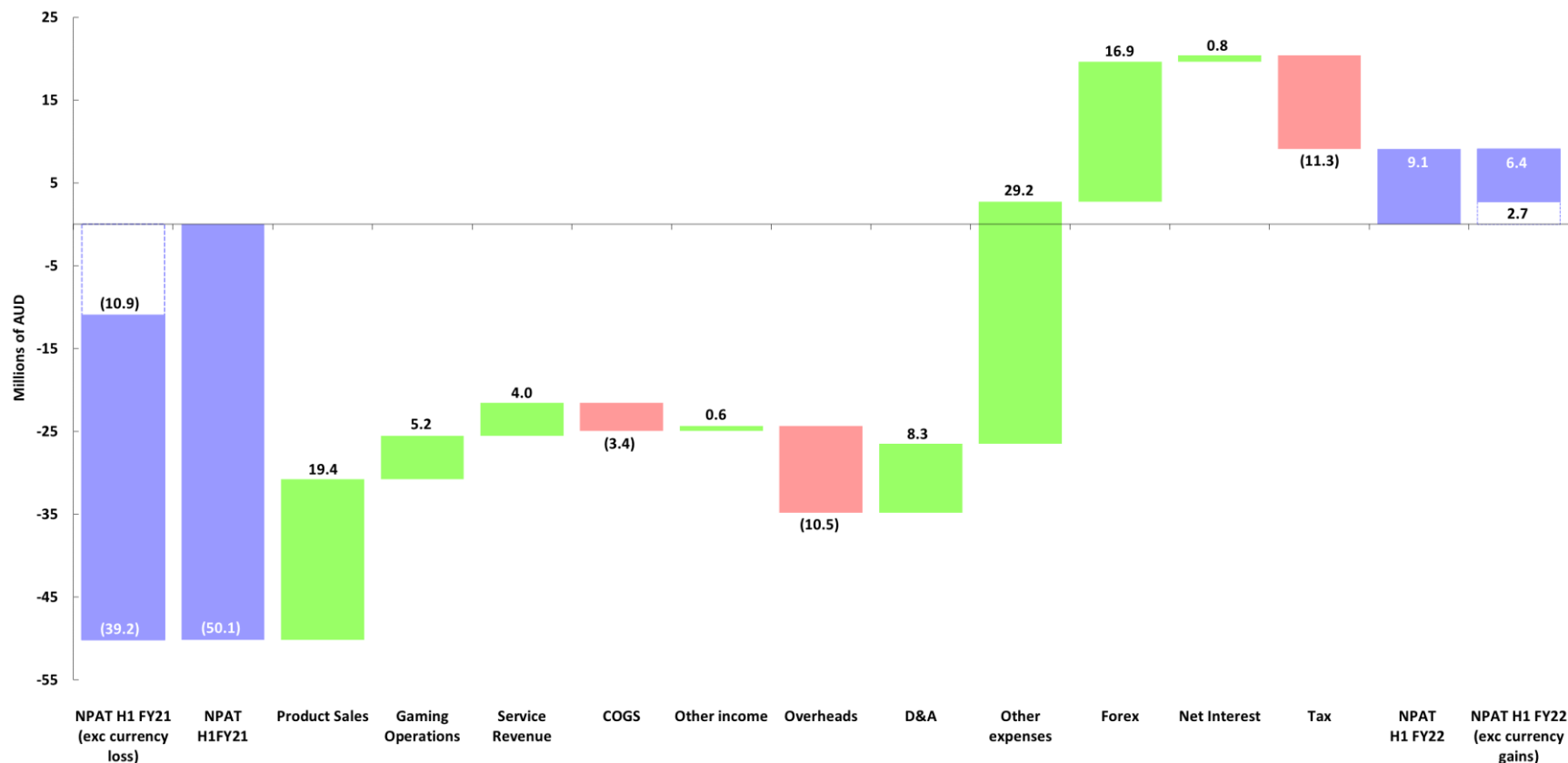
## Administration Costs

- Increase in personnel costs compared to the pcg and prior half as a result of a decrease in COVID-19 related government subsidies.
- Favourable translation impact of \$0.1m at pcg currency basis and adverse translation impact of \$0.1m at prior half currency basis.

# Staff Headcount

<i># Staff</i>	<b>31-Dec-21</b>	<b>31-Dec-20</b>	<b>30-Jun-21</b>
<b>Australia and Rest of the World</b>			
Sales	31	31	33
Service	48	59	56
Production	28	28	28
Administration	24	26	30
R&D	99	115	110
<b>Total Staff Numbers - Australia &amp; Rest of the World</b>	<b>235</b>	<b>259</b>	<b>257</b>
<b>Americas</b>			
Sales	29	28	28
Service	51	47	49
Production	38	36	36
Administration	64	60	61
R&D	55	46	48
<b>Total Staff Numbers - North and Latin America</b>	<b>237</b>	<b>217</b>	<b>222</b>
<b>Total Staff Numbers - Consolidated AGT</b>	<b>471</b>	<b>476</b>	<b>479</b>

# Net Profit Bridge - H1FY22 vs H1FY21



- Revenue increased due to market recovery in Latin America and strong performance from North America.
- \$10.5m increase in overheads in line with revenue increase and no COVID-19 government subsidies recorded in this period.
- \$29.2m decrease in other expenses relates to non-cash impairment charges of trade receivables and write-down of assets for LATAM CGUs in pcp.
- \$6.4m currency adjusted profit after tax in H1 FY22 (versus \$39.2m loss pcp), excludes \$2.7m after tax currency gains (versus \$10.9m after tax currency losses pcp)<sup>(1)</sup>.

<sup>(1)</sup> No tax effect on \$1.0m currency gains in H1 FY22 (H1 FY21: \$4.9m currency losses).

Calculation of currency (gains) / losses after tax: H1 FY22:  $(-\$1.0m + (-\$2.4m \times 0.7) = \$2.7m$  gains), H1 FY21:  $(\$4.9m + (\$8.5m \times 0.7) = \$10.9m$  losses). These net currency gains and losses predominantly relate to balance sheet translation originated from investment in the Americas.

# Net Profit Bridge - H1FY22 vs H2FY21



- Revenue increased due to recovery in Latin America and strong performance from North America.
- \$8.8m increase in overheads in line with revenue increase and no COVID-19 related government subsidies recorded in this period.
- \$12.5m decrease in other expenses relates to non-cash impairment charges of trade receivables and write-down of assets for Australia and Other CGU and LATAM CGU in H2 FY21.
- \$6.4m currency adjusted profit after tax in H1 FY22 (versus \$5.0m loss in the prior half), excludes \$2.7m after tax currency gains (versus \$1.7m after tax currency gains in the prior half)<sup>(1)</sup>.

<sup>(1)</sup> No tax effect on \$1.0m currency gains in H1 FY22 (H2 FY21: \$0.8m currency gains).

Calculation of currency gains after tax: H1 FY22:  $(-\$1.0m + (-\$2.4m \times 0.7) = \$2.7m$  gains), H2 FY21:  $(-\$0.8m + (-\$1.3m \times 0.7) = \$1.7m$  gains). These net currency gains predominantly relate to balance sheet translation originated from investment in the Americas.

# Balance Sheet

<i>In millions of AUD</i>	31-Dec-21	31-Dec-20	30-Jun-21
Total assets	381.4	389.4	393.1
Net assets	301.7	289.2	287.9
Total debt	14.1	39.5	37.3
Net cash / (debt)	32.2	(15.5)	5.1

Debt Ratios	31-Dec-21	31-Dec-20	30-Jun-21
Debt Ratio (Total Liabilities/Total Assets)	20.90%	25.73%	26.76%
Debt to Equity Ratio (Total Liabilities/Total Equity)	26.42%	34.65%	36.54%
Cash Flow to Debt ratio - (Cash Flow from Operating Activities/Total Liabilities)	38.90%	2.40%	21.14%

- Receivables closing balance of \$103.5m (30 June 21: \$116.4m, 31 Dec 20: \$107.7m) resulted from increased cash receipts from customers.
- Inventory closing balance of \$55.7m (30 June 21: \$56.1m, 31 Dec 20: \$64.0m).
- Total debt reduced resulted from \$24.4m (US\$18.0m) repayment of bank facility made during this current period and strong cash position resulted to improved cash flow to debt ratio in the current period.

# Cash Flow Statement

- Strong cash flows, along with effective management of operational expenses, resulted in cash held at the reporting date, an increase of 93% compared to the pcp, and 9% increase compared to the prior half.

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period Vs H2 FY21
<b>Net cash from operating activities</b>	<b>31.0</b>	<b>2.4</b>	<b>28.6</b>	<b>19.8</b>	<b>11.2</b>
Proceeds from sale of property, plant and equipment	-	0.1	(0.1)	5.4	(5.4)
Acquisitions of property, plant and equipment	(0.8)	(0.7)	(0.1)	(1.5)	0.7
Development expenditure	(2.4)	(1.1)	(1.3)	(1.2)	(1.2)
<b>Net cash from / (used) in investing activities</b>	<b>(3.2)</b>	<b>(1.7)</b>	<b>(1.5)</b>	<b>2.7</b>	<b>(5.9)</b>
Borrowing costs paid	(1.0)	(0.9)	(0.1)	(1.3)	0.3
Proceeds from borrowings	0.3	0.4	(0.1)	36.2	(35.9)
Repayment of borrowings	(24.5)	(0.1)	(24.4)	(39.1)	14.6
Proceeds from finance lease	0.4	0.2	0.2	0.9	(0.5)
Payment of lease liabilities	(0.6)	(0.6)	-	(1.2)	0.6
<b>Net cash used in financing activities</b>	<b>(25.4)</b>	<b>(1.0)</b>	<b>(24.4)</b>	<b>(4.5)</b>	<b>(20.9)</b>
Net increase / (decrease) in cash and cash equivalents	2.4	(0.3)	2.7	18.0	(15.6)
Opening cash and cash equivalents	42.4	26.5	15.9	24.0	18.4
Effect of exchange rate fluctuations on cash held	1.5	(2.2)	3.7	0.4	1.1
<b>Cash and cash equivalents</b>	<b>46.3</b>	<b>24.0</b>	<b>22.3</b>	<b>42.4</b>	<b>3.9</b>



# SEGMENT PERFORMANCE



# North America

	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
<i>In millions of AUD</i>					
Revenue	54.6	41.0	13.6	47.5	7.1
Gross Profit	36.8	26.1	10.7	34.0	2.8
Segment EBITDA	28.4	18.6	9.8	32.2	(3.8)
<b>Segment Profit</b>	<b>23.1</b>	<b>12.3</b>	<b>10.8</b>	<b>26.8</b>	<b>(3.7)</b>
Segment Profit (%)	42%	30%	12%	56%	(14%)
Unit Volume (no.)	1,175	876	299	827	348
ASP (US\$'000's)*	18.0	16.7	1.3	17.2	0.8
Game Operations – Class II Installed Base (Including HHR)	1,453	1,759	(306)	1,731	(278)
Game Operations – Class III Installed Base	952	963	(11)	981	(29)
<b>Average Fee per Day (US\$)</b>	<b>32</b>	<b>32</b>	<b>-</b>	<b>37</b>	<b>(5)</b>

\*Excludes distributor sales, reworks and on-charges

- Increased profit margin by 12% compared to the pcp as market continues to recover from the pandemic, delivering improved revenue.
- Strong growth with \$54.6m revenue in H1 FY22 increased 33% compared to the \$41.0m revenue in the pcp and increased 15% compared to H2 FY21.
- Participation & lease revenue of \$16.4m and contributing 30% of the current period's segment revenue.
- Maintained average yield on units under Gaming Operation during the period compared to the pcp.
- Additional opportunities are being pursued for AGT's leading Historical Horse Racing (HHR) products in current established markets and new jurisdictions:
  - ✓ Rules have been established in New Hampshire and we have executed orders with a couple initial operators. Anticipate installs to begin in May 2022.
  - ✓ Initial game orders for Louisiana HHR were shipped in late January (85 units).
  - ✓ The Mint in Kentucky expanded an additional new facility in Bowling Green, Kentucky and AGT provided 180 units. An additional new facility is anticipated before the end of FY22.

# MTD Gaming



- Commencement of field test for Gamblers Gold in Nevada at the end of January, anticipating approval by the end of May 2022.
- MTD products continue to perform well in South Dakota, with anticipation of an additional 100 units to be sold in H2 FY22.
- Increased sales in Louisiana where we have reorganized our commercial arrangements. AGT is now the licensed manufacturer and Modern Gaming is the distributor.

# Latin America

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
Revenue	22.2	4.8	17.4	13.5	8.7
Gross Profit	15.0	2.6	12.4	8.5	6.5
Segment EBITDA	9.3	(5.4)	14.7	1.1	8.2
<b>Segment Profit / (Loss)</b>	<b>10.0</b>	<b>(10.2)</b>	<b>20.2</b>	<b>1.6</b>	<b>8.4</b>
Segment Profit / (Loss) (%)	45%	(213%)	258%	12%	33%
Unit Volume (no.)	889	111	778	514	375
ASP (US\$'000's)*	14.3	16.6	(2.3)	16.7	(2.4)
Game Operations – Installed Base	4,091	4,279	(188)	4,340	(249)
<b>Average Fee per Day (US\$)</b>	<b>11</b>	<b>8</b>	<b>3</b>	<b>10</b>	<b>1</b>

\*Excludes distributor sales, reworks and on-charges

- Revenue increase of 363% compared to pcp and 64% compared to the prior half as the market recovers from the pandemic which drove the segment profit to \$10.0m, an increase of \$20.2m on pcp and \$8.4m over the prior half.
- Of the 889 machines AGT sold in the period, 39% were reconditioned units. As vaccination rates increase in these markets, it is expected that Government restrictions will also be further eased within FY22 and further revenue opportunities can be expected as previously deferred purchasing decisions are progressed across the region.
- At 31 December 2021, 3,275 units from Game Operations were operating. As the markets continue to recover, additional units are expected to return to operation.
- Demand continues to grow for the new A-STAR™ range of cabinets. Game themes such as Pan Chang, Fiesta Grande, Rio Grande Los Toritos, and Multi Win Games are top performers.

# Australia

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
Revenue	16.7	19.2	(2.5)	19.8	(3.1)
Gross Profit	6.6	5.3	1.3	5.3	1.3
Segment EBITDA	3.8	3.3	0.5	2.1	1.7
<b>Segment Profit</b>	<b>3.3</b>	<b>1.6</b>	<b>1.7</b>	<b>0.8</b>	<b>2.5</b>
Segment Profit (%)	20%	8%	12%	4%	16%
Unit Volume (no.)	591	568	23	597	(6)
ASP (ex rebuilds) (\$A'000's)	21.7	22.7	(1.0)	22.4	(0.7)
<b>Service Revenue</b>	<b>2.0</b>	<b>2.8</b>	<b>(0.8)</b>	<b>3.2</b>	<b>(1.2)</b>

- Extended lockdowns across New South Wales and other states within Australia resulted in decreased revenue compared to the pcp and the prior half :
  - ✓ Venues in NSW and VIC were closed from 1 July to mid October 2021.
  - ✓ The Omicron wave has also affected business and consumer confidence, impacting customers' capital expenditures.
  - ✓ Drop in service revenue impacted by government restrictions and closures during the first quarter.
- ASP included corporate orders for 111 units sold, driving ASP down. Excluding this sale, ASP was consistent with pcp.
- Product performance of Cash Stacks Link in QLD has been approximately 1.5 of the house average and remains steady.
- Improvement in segment EBITDA of \$3.8 million, compared to \$2.1m EBITDA in the prior half and \$3.3m in the pcp, driven by better margin achieved through improved production recoveries in the current period.

## Rest of the World

<i>In millions of AUD</i>	H1 FY22	H1 FY21	Current period vs H1 FY21	H2 FY21	Current period vs H2 FY21
Revenue	7.2	7.1	0.1	6.6	0.6
Gross Profit	4.7	3.8	0.9	4.0	0.7
Segment EBITDA	4.1	3.5	0.6	3.6	0.5
<b>Segment Profit</b>	<b>4.0</b>	<b>3.2</b>	<b>0.8</b>	<b>3.4</b>	<b>0.6</b>
Segment Profit (%)	56%	45%	11%	52%	4%
Unit Volume (no.)	63	165	(102)	159	(96)
<b>Online Revenue</b>	<b>3.7</b>	<b>3.0</b>	<b>0.7</b>	<b>2.9</b>	<b>0.8</b>

- Increased revenue, EBITDA, and segment profit compared to pcp and the prior half.
- Continuous challenging times within the Asian region due to COVID-19/OMICRON and border closures.
- New Zealand was in lockdown between August and December 2021 which had an impact on the decreased number of units sold.
- Online revenue \$3.7m contributed 51% of the segment's revenue, an increase of 23% from the pcp of \$3.0m and 28% from the prior half of \$2.9m.

# LAND BASED GAMING PRODUCTS



# Key Market Highlights

## North America

- HHR growth continues – 400 units sold to Kentucky Downs in the current period, installed base expected to increase in new and existing markets.
- High-Denom continues to be a pinnacle – regularly 5 of the Top 25 games in industry performance charts.
- A-STAR™ Curve XL premium cabinet launched in North America.
- MTD Acquisition: the company is now manufacturing games for Louisiana market.
- Gambler's Gold™ Multigame Keno/Poker game under field trial in Nevada.

## Latin America

- Demand continues to grow for the new A-STAR™ cabinets.
- Pan Chang, Fiesta Grande, Rio Grande Los Toritos and Multi Win games remain top-performing products.

## Australasia

- Strong installs backed by solid performance of Cash Stacks in multiple markets - in excess of 450 units.





# H2 FY22

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## North America

- A-STAR™ Slant Top cabinet slated to debut with focus on new and pre-existing High-Denom content.
- HHR Opportunities: Louisiana HHR market approved, New Hampshire progressing.
- NIGA Tradeshow scheduled for April with focus on A-STAR™ Curve XL premium content.
- Planned release for key titles including Lucky Stars™ Link, new High-Denom concepts and additional key offerings for XL cabinet.

## Latin America

- Cash Stacks and Treasure Spirits™ game series launch.
- Expanding opportunities for the A-STAR™ Curve XL.

## Australasia

- Planned launches of Treasure Spirits™ and Ultra Shot™ brands with 8 new titles.
- Additional new game releases in the Cash Stacks series.



ONLINE



# B2B Real Money Gaming (RMG) USA

- Ainsworth Interactive remote gaming server (RGS) is certified in all 3 of the major i-gaming states which include New Jersey, Michigan and Pennsylvania.
- We have 88 games approved in New Jersey and 50 approved games in Michigan and Pennsylvania with all the major online casino operators.



- Ainsworth has met the launch requirements for the US\$30m exclusive digital distribution deal with Game Account Network (GAN) in the US market.
  - We are on track to deliver 25 games on an annual basis.
  - GAN began distributing Ainsworth content to new casino operators as part of the US distribution deal which included the Michigan launch of Churchill Downs Interactive.



# B2B Real Money Gaming (RMG) Rest of the World & Social Casinos



- Aspire Global's Pariplay Ltd, a leading aggregator and content provider, has joined forces with Ainsworth to distribute its online content in Latin America.
- The new commercial partnership forms an important part of both Ainsworth and Pariplay's strategic growth plan for Latin America.



- Ainsworth Interactive launched with BetPlay into the Colombian online gaming market.
- BetPlay is one of the leading sports betting and online slot providers in Colombia. Ainsworth's slot content is now available to BetPlay's player database and further expanding our online presence into Latin America.

## SOCIAL CASINO

- Ainsworth's ongoing partnership with Zynga continues to strengthen with 6 new slot game titles being developed on an annual basis and launched on the Hit It Rich Social Casino App.



# OUTLOOK



# Outlook / Conclusion

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- AGT enters the second half of FY22 with good momentum and expects to sustain profitability. Inherent uncertainties surrounding COVID-19 continue to present challenges, primarily relating to global supply chain shortages.
- AGT expects to provide a market update later within H2 FY22 once these uncertainties are determined.
- Trading conditions in both domestic and international markets are expected to progressively improve through calendar year 2022.
- AGT's North American business continues to make progress in both Class II and Class III markets. Opportunities are continually being pursued for existing and new HHR markets.
- Despite more volatile market conditions in Latin America, the Group expects to remain profitable in this region in H2 FY22.
- Domestic market is expected to recover as restrictions are progressively being lifted.
- With its strong balance sheet and refreshed commitment to product innovation, AGT is well placed to deliver improved performance.

# **AINSWORTH GAME TECHNOLOGY**

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