



**Results for 6 months ended  
31 December 2022**

**Investor's Presentation  
27 February 2023**



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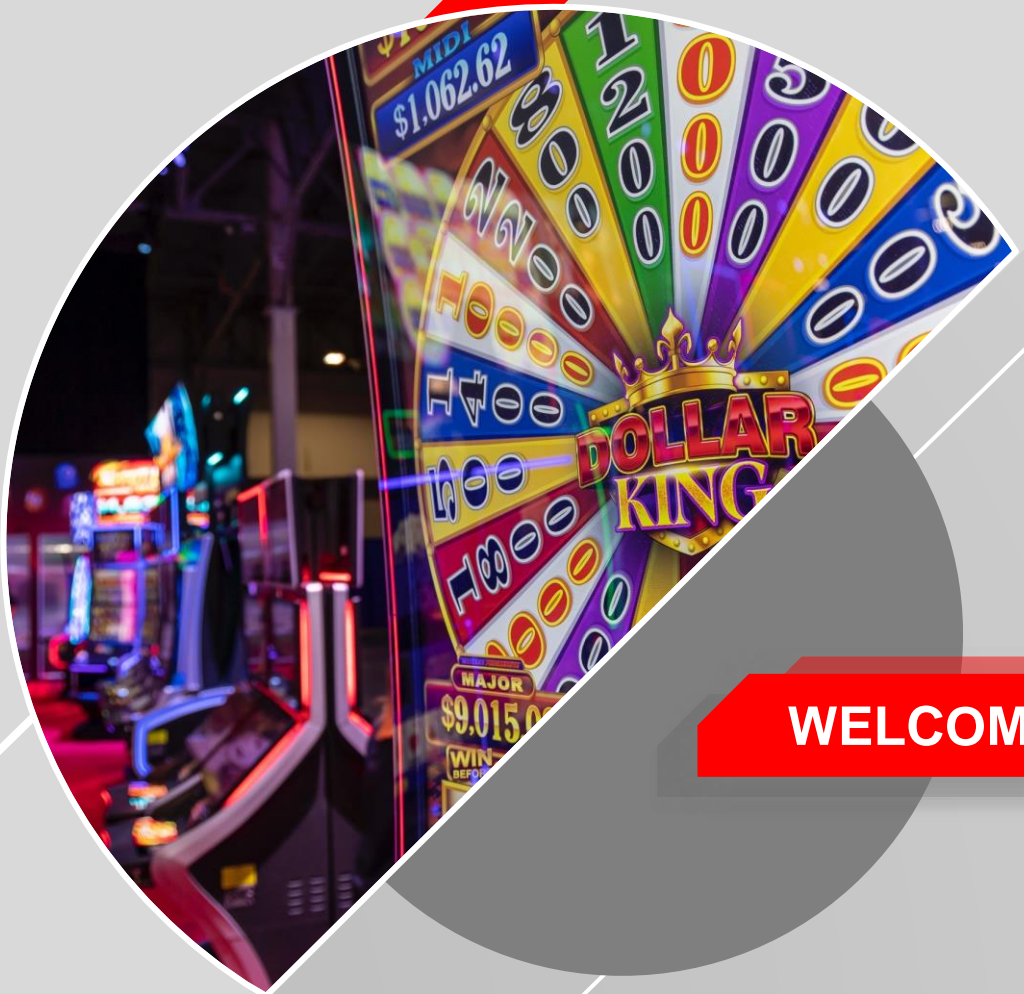
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**WELCOME**

# Agenda

- **Results Summary**
- **Consolidated Results**
- **Segment Performance**
- **Land Based Gaming Products**
- **Online**
- **Conclusion**



# Results Summary

# Results Summary

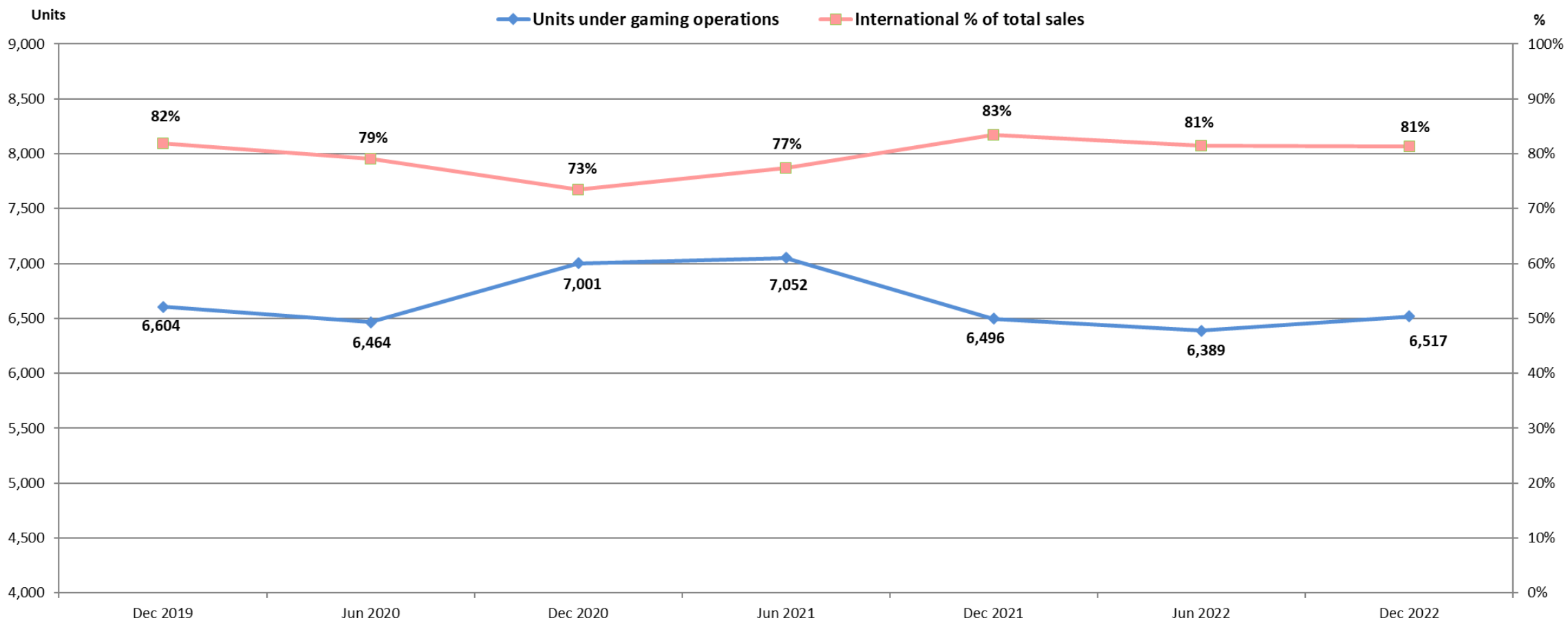


- Profit before tax normalised for currency and one-off items of \$18.8m for the 6 months ended December 2022 (“Current period”), improvement of 88% compared to pandemic-impacted 6 months ended 31 December 2021 (“pcp”) with government restrictions in place in LATAM and Australia during that period.
- Delivered similar results for the 6 months ended 30 June 2022 (“prior half”) despite continued rising costs pressures in the current period.
- North America segment contributed 48% of total revenue, similar to prior half.
- Net cash position of \$36.5m, compared to the net cash position of \$32.2m at 31 December 2021, and net cash position of \$50.3m at 30 June 2022. Reduction in net cash balance compared to 30 June 2022, resulted from further investments in working capital (inventories in particular) to navigate global supply chain challenges.
- Dividend continues to be suspended to provide strong liquidity to allow the Company to continue to invest in R&D to deliver competitive products and to navigate the uncertainties in global supply chain shortages and continuing inflationary cost pressures.

<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
Revenue	124.1	100.7	119.5	220.2	23.4	4.6
Underlying EBITDA	26.4	20.7	29.4	50.1	5.7	(3.0)
Provision for Mexican duties and other charges	5.5	-	16.5	16.5	5.5	(11.0)
Impairment losses – LATAM and Australia and Other CGU	3.9	-	5.2	5.2	3.9	(1.3)
Profit before tax excluding currency and one-off items	18.8	10.0	18.8	28.8	8.8	-
Reported Profit after tax	5.9	9.1	2.7	11.8	(3.2)	3.2



# Gaming Operations with recurring revenues and steady international sales contribution





# Consolidated Results



# Profit & Loss Summary

<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
Domestic revenue	23.2	16.7	22.2	38.9	6.5	1.0
International revenue	100.9	84.0	97.3	181.3	16.9	3.6
<b>Total revenue</b>	<b>124.1</b>	<b>100.7</b>	<b>119.5</b>	<b>220.2</b>	<b>23.4</b>	<b>4.6</b>
<b>Gross profit</b>	<b>83.6</b>	<b>63.0</b>	<b>75.0</b>	<b>138.0</b>	<b>20.6</b>	<b>8.6</b>
<b>EBITDA</b>	<b>14.9</b>	<b>24.6</b>	<b>12.5</b>	<b>37.1</b>	<b>(9.7)</b>	<b>2.4</b>
EBITDA Margin %	12%	24%	10%	17%	(12%)	2%
<b>Profit Before Tax</b>	<b>7.3</b>	<b>13.9</b>	<b>1.9</b>	<b>15.8</b>	<b>(6.6)</b>	<b>5.4</b>
Income tax (expense) / benefit	(1.4)	(4.8)	0.8	(4.0)	3.4	(2.2)
<b>Profit After Tax</b>	<b>5.9</b>	<b>9.1</b>	<b>2.7</b>	<b>11.8</b>	<b>(3.2)</b>	<b>3.2</b>
R&D (% of revenue)	16%	18%	14%	16%	(2%)	2%
EPS (diluted) (A\$)	1.8 cents	2.7 cents	0.7 cents	3.4 cents	(0.9 cents)	1.1 cents



- Increased revenue in the current period compared to pcp due to strong recovery of the LATAM market. Slight improvement of revenue compared to prior half, predominately from LATAM, Australia and ROW region.
- Profit before tax (excluding currency impact) is \$9.4m, compared to \$10.4m in pcp, and (\$2.8m) loss in prior half.
- Normalised PBT for currency impact, one-off items was a profit of \$18.8m in the current period compared to \$10.0m in pcp and \$18.8 in the prior half.
- EBITDA of \$14.9m includes \$2.1m currency translation losses.
- Increased international revenue of \$16.9m compared to pcp, and \$3.6m from the prior half. International revenue accounted for 81% of group revenues in this period.



# Results Adjusted For Currency Movement and One-off Items



*In millions of AUD*

	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
Profit Before Tax	7.3	13.9	1.9	15.8	(6.6)	5.4
Foreign currency losses / (gains)	2.1	(3.5)	(4.7)	(8.2)	5.6	6.8
Rent concessions	-	(0.4)	(0.1)	(0.5)	0.4	0.1
Provision for Mexican duties and other charges	5.5	-	16.5	16.5	5.5	(11.0)
Impairment losses – LATAM and Australia and Other CGU	3.9	-	5.2	5.2	3.9	(1.3)
<b>Adjusted For Currency and One-off Items Profit Before Tax</b>	<b>18.8</b>	<b>10.0</b>	<b>18.8</b>	<b>28.8</b>	<b>8.8</b>	<b>-</b>
<b>Adjusted For Currency and One-off Items Profit After Tax</b>	<b>15.5</b>	<b>6.1</b>	<b>18.2</b>	<b>24.3</b>	<b>9.4</b>	<b>(2.7)</b>

# Reconciliation: Profit Before Tax to EBITDA & Underlying EBITDA

<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
<b>Reconciliation:</b>						
<b>Profit Before Tax</b>	<b>7.3</b>	<b>13.9</b>	<b>1.9</b>	<b>15.8</b>	<b>(6.6)</b>	<b>5.4</b>
Net interest income	(3.3)	(0.1)	(0.8)	(0.9)	(3.2)	(2.5)
Depreciation and amortisation	10.9	10.8	11.4	22.2	0.1	(0.5)
<b>Reported EBITDA</b>	<b>14.9</b>	<b>24.6</b>	<b>12.5</b>	<b>37.1</b>	<b>(9.7)</b>	<b>2.4</b>
Foreign currency losses / (gains)	2.1	(3.5)	(4.7)	(8.2)	5.6	6.8
Rent concessions	-	(0.4)	(0.1)	(0.5)	0.4	0.1
Provision for Mexican duties and other charges	5.5	-	16.5	16.5	5.5	(11.0)
Impairment losses – LATAM and Australia and Other CGU	3.9	-	5.2	5.2	3.9	(1.3)
<b>Underlying EBITDA</b>	<b>26.4</b>	<b>20.7</b>	<b>29.4</b>	<b>50.1</b>	<b>5.7</b>	<b>(3.0)</b>

The \$3.9m impairment charge recognised in the six-month period ended 31 Dec 22 predominately relates to reduction in available headroom in the LATAM CGU due to a lower recoverable amount for this CGU. This non-cash impairment resulted from the timing nature of the current business model within LATAM where gaming machines are initially placed under operation which results in assets requiring assessment for impairment purposes despite the generation of increased participation revenue prior to the potential conversion to sale. Increasing inflationary cost pressures also impacted the recoverable amount for this CGU.

# Operating Costs



<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	6 months to 31 Dec 2022 at PCP currency basis	6 months to 31 Dec 2022 at Prior half currency basis	Current period vs PCP	Current period vs Prior half
COGS	40.5	37.7	44.5	82.2	38.5	38.7	2.8	(4.0)
Sales, service and marketing ('SSM')	35.0	25.0	30.8	55.8	32.6	32.9	10.0	4.2
R&D	19.4	18.0	17.3	35.3	18.6	18.7	1.4	2.1
Administration	12.9	10.9	10.1	21.0	12.2	12.3	2.0	2.8
<b>Total Operating costs</b>	<b>107.8</b>	<b>91.6</b>	<b>102.7</b>	<b>194.3</b>	<b>101.9</b>	<b>102.6</b>	<b>16.2</b>	<b>5.1</b>
Gross profit	83.6	63.0	75.0	138.0	77.4	78.0	20.6	8.6
Gross profit margin %	67%	63%	63%	63%	67%	67%	4%	4%

## COGS

- Increase in costs attributable to increased sales compared to the pcp.
- Decrease in costs compared to the prior half due to reduction in total units sold in the current period.
- Adverse translation impact \$2.0m at pcp currency basis and \$1.8m at prior half currency basis.

## SSM Costs

- SSM costs over total revenue was 28%, compared to 25% at pcp and 26% at prior half. Increase predominantly relating to staff costs and the impact of rising inflation across other costs.
- Adverse translation impact of \$2.4m at pcp currency basis and \$2.1m at prior half currency basis.

## R&D Costs

- Increase in costs compared to the pcp resulted from the increase in evaluation and testing expenses and the impact of rising inflation across other costs. Increase in costs compared to the prior half due to increase in evaluation and testing expenses and staffing costs and the impact of rising inflation across other costs.
- Adverse translation impacts of \$0.8m at pcp currency basis and \$0.7m at prior half currency basis.

## Administration Costs

- Increase in admin costs compared to the pcp as a result of increase in professional fees, personnel costs, and subscriptions.
- Increase in admin costs compared to the prior half as a result of increases staff costs and the impact of rising inflation across other costs.
- Adverse translation impacts of \$0.7m at pcp currency basis and \$0.6m at prior half currency basis.

# Staff Headcount



# Staff	31-Dec-22	31-Dec-21	30-Jun-22
<b>Australia and Rest of the World</b>			
Sales	25	31	23
Service	52	48	54
Production	26	28	26
Administration	27	28	29
R&D	97	99	90
<b>Total Staff Numbers - Australia &amp; Rest of the World</b>	<b>227</b>	<b>234</b>	<b>222</b>
<b>North and Latin America</b>			
Sales	31	29	32
Service	61	51	59
Production	53	38	46
Administration	77	64	69
R&D	50	55	49
<b>Total Staff Numbers - North and Latin America</b>	<b>272</b>	<b>237</b>	<b>255</b>
<b>Total Staff Numbers - Consolidated AGT</b>	<b>499</b>	<b>471</b>	<b>477</b>



# Net Profit Bridge – Current period vs PCP



- Revenue increased due to market recovery in Latin America.
- \$13.3m increase in overheads in line with revenue increase and inflation costs.
- \$10.6m increase in other expenses relates to additional recognition of provision on SAT audit and increase in provisions for trade receivables and write-down of assets for LATAM and 'Australia and Other' CGUs compared to pc.
- \$5.6m unfavourable FX movement predominantly related to a lower gain on foreign exchange due to the strengthening of the US dollar against the AU dollar in the current period compared to the pc.
- \$7.2m currency adjusted profit after tax in the current period (versus \$6.4m profit pc), excludes \$1.3m after tax currency losses (versus \$2.7m after tax currency gains pc)<sup>(1)</sup>.

<sup>(1)</sup> No tax effect on \$0.5m currency gains in the current period (pc: \$1.0m currency gains).

Calculation of currency losses / (gains) after tax: current period:  $-\$0.5m + (\$2.6m \times 0.70) = \$1.3m$  losses, pc:  $-\$1.0m + (-\$2.4m \times 0.70) = \$2.7m$  gains. These net currency gains and losses predominantly relate to balance sheet translation originated from investment in the Americas.



# Net Profit Bridge – Current period vs Prior half



- Revenue increased due to market recovery in Latin America.
- \$9.6m increase in overheads due to increasing inflation costs.
- \$9.6m decrease in other expenses relates to \$16.5m provision on SAT audit that was recognised in prior half.
- \$6.8m unfavourable FX movement predominantly related to a lower gain on foreign exchange due to the strengthening of the US dollar against the AU dollar in the current period compared to the prior half.
- \$7.2m currency adjusted profit after tax in current period (versus -\$1.1m loss in prior half), excludes \$1.3m after tax currency losses (versus \$3.8m after tax currency gains in prior half)<sup>(1)</sup>.

<sup>(1)</sup> No tax effect on \$0.5m currency gains in current period (prior half: \$1.5m currency gains).

Calculation of currency losses / (gains) after tax: current period:  $-\$0.5m + (\$2.6m \times 0.70) = \$1.3m$  losses, prior half:  $-\$1.5m + (-\$3.3m \times 0.70) = \$3.8m$  gains. These net currency gains and losses predominantly relate to balance sheet translation originated from investment in the Americas.

# Balance Sheet



<i>In millions of AUD</i>	31-Dec-22	31-Dec-21	30-Jun-22
Total assets	425.7	381.4	406.5
Net assets	320.2	301.7	311.3
Total debt	0.6	14.1	-
Net cash	36.5	32.2	50.3

Debt Ratios	31-Dec-22	31-Dec-21	30-Jun-22
Debt ratio (Total liabilities / Total assets)	25%	21%	23%
Debt to equity ratio (Total liabilities / Total equity)	33%	26%	31%
Six-month cash flow to debt ratio - (Cash flow from operating activities / Total liabilities)	(8%)	39%	21%

- Receivables closing balance of \$115.5m as at 31 Dec 22 (31 Dec 21: \$103.5m, 30 June 22: \$112.7m) resulted in an improved receivable turnover ratio compared to 31 Dec 21, a pandemic affected period.
- Inventory closing balance of \$90.1m (31 Dec 21: \$55.7m, 30 June 22: \$68.3m). Increase in inventory holding at balance date to mitigate supply chain challenges.

# Cash Flow Statement

- Cash balance at 31 December 2022 was affected by a decrease in net cash from operating activities due to increase in working capital investment (particularly inventory) to mitigate global supply chain shortages and overall rising costs due to inflation.

<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
<b>Net cash (used) in / from operating activities</b>	<b>(8.0)</b>	<b>31.0</b>	<b>20.3</b>	<b>51.3</b>	<b>(39.0)</b>	<b>(28.3)</b>
Proceeds from sale of property, plant and equipment	0.1	-	0.1	0.1	0.1	-
Interest received	2.6	-	-	-	2.6	2.6
Acquisitions of property, plant and equipment	(2.0)	(0.8)	(0.9)	(1.7)	(1.2)	(1.1)
Development expenditure	(1.9)	(2.4)	(1.4)	(3.8)	0.5	(0.5)
<b>Net cash used in investing activities</b>	<b>(1.2)</b>	<b>(3.2)</b>	<b>(2.2)</b>	<b>(5.4)</b>	<b>2.0</b>	<b>1.0</b>
Borrowing costs paid	(0.6)	(1.0)	(0.8)	(1.8)	0.4	0.2
Proceeds from borrowings	0.4	0.3	0.2	0.5	0.1	0.2
Repayment of borrowings	(0.4)	(24.5)	(14.6)	(39.1)	24.1	14.2
Proceeds from finance lease	0.7	0.4	0.1	0.5	0.3	0.6
Payment of lease liabilities	(1.1)	(0.6)	(1.0)	(1.6)	(0.5)	(0.1)
<b>Net cash used in financing activities</b>	<b>(1.0)</b>	<b>(25.4)</b>	<b>(16.1)</b>	<b>(41.5)</b>	<b>24.4</b>	<b>15.1</b>
Net (decrease) / increase in cash and cash equivalents	(10.2)	2.4	2.0	4.4	(12.6)	(12.2)
Opening cash and cash equivalents	50.3	42.4	46.3	42.4	7.9	4.0
Effect of exchange rate fluctuations on cash held	(3.0)	1.5	2.0	3.5	(4.5)	(5.0)
<b>Cash and cash equivalents at reporting date</b>	<b>37.1</b>	<b>46.3</b>	<b>50.3</b>	<b>50.3</b>	<b>(9.2)</b>	<b>(13.2)</b>



# Segment Performance



# North America



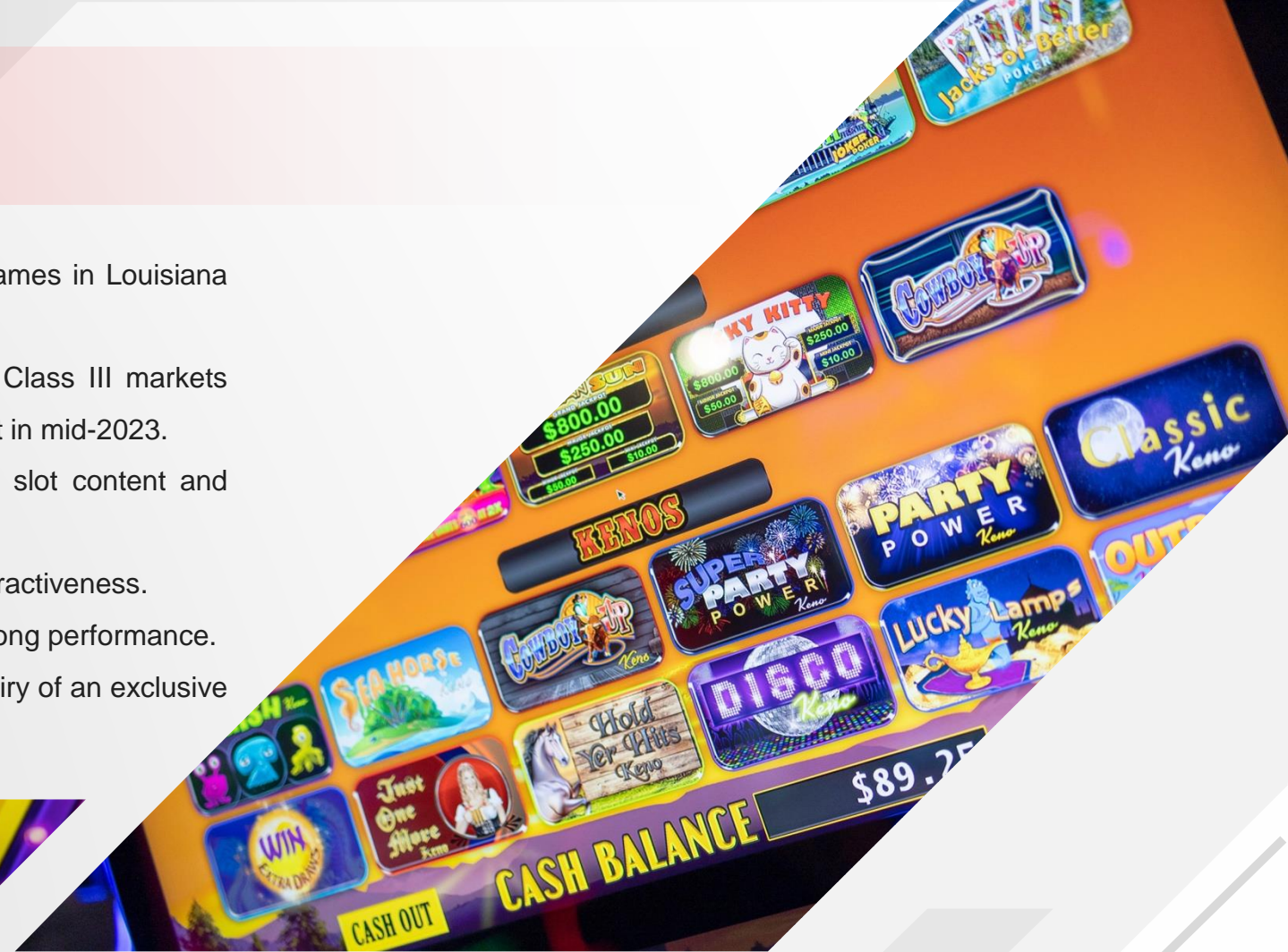
<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
Revenue	59.7	54.6	60.5	115.1	5.1	(0.8)
Gross Profit	47.1	36.8	42.1	78.9	10.3	5.0
Segment EBITDA	36.7	28.4	33.8	62.2	8.3	2.9
<b>Segment Profit</b>	<b>30.9</b>	<b>23.1</b>	<b>28.4</b>	<b>51.5</b>	<b>7.8</b>	<b>2.5</b>
Segment Profit (%)	52%	42%	47%	45%	10%	5%
Unit Volume (no.)	922	1,175	1,122	2,297	(253)	(200)
ASP (US\$'000's)*	19.4	18.0	17.2	17.6	1.4	2.2
Game Operations – Class II Installed Base (Including HHR)	1,979	1,453	1,679	1,679	526	300
Game Operations – Class III Installed Base	848	952	892	892	(104)	(44)
<b>Average Fee per Day (US\$)</b>	<b>33</b>	<b>32</b>	<b>34</b>	<b>33</b>	<b>1</b>	<b>(1)</b>

\*Excludes distributor sales, reworks and on-charges

- Revenue of \$59.7m in the current period, an increase of 9% compared to the \$54.6m revenue in the pcp. Current period revenue decreased by 1% compared to the prior half.
- Participation & lease revenue of \$23.7m and contributing 40% of the current period's segment revenue, increase of 45% over pcp and 20% over prior half. No improvement in Class III installed base due to game performance, however, continued strong performance in Class II products continues to drive total participation and lease revenue upwards.
- HHR connection fees now contributes 19% of this segment total revenue, an increase of 4% compared to pcp and 3% compared to prior half. We have now 5,510 units (+1,316 units compared to 30 June 2022) connected to our HHR system, generating recurring revenue.
- Continued strong performance in game operations in Class II continues to drive this segment's performance. New installs occurred in additional properties in Kentucky and New Hampshire and the newly approved jurisdiction in Texas. These locations are driving win per day at up to double the rate of previous Class III and Class II installations. We anticipate continued momentum in this area as new installations occur in Kentucky, Alabama, New Hampshire and Wyoming.

# Gambler's Gold MultiGame

- Following the success of games in South Dakota, the launch of the games in Louisiana has shown similar results as previously expected.
- Feedback from 2022 Nevada field trial and first placements in other Class III markets being implemented into a new product package is expected to hit market in mid-2023.
- Next generation of Gambler's Gold™ to add successful QuickSpin™ slot content and additional Keno options.
- Nevada / Class III product updated for better presentation and player attractiveness.
- QuickSpin™ released on South Dakota VLT product and maintaining strong performance.
- Further opportunities in Montana expected in late 2023 following the expiry of an exclusive distribution agreement in this state.



**QUICK  
SPIN**

**GAMBLER'S  
GOLD**

# Latin America



<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
Revenue	33.1	22.2	30.0	52.2	10.9	3.1
Gross Profit	22.2	15.0	19.4	34.4	7.2	2.8
Segment EBITDA	9.7	9.3	10.0	19.3	0.4	(0.3)
<b>Segment Profit</b>	<b>10.4</b>	<b>10.0</b>	<b>10.8</b>	<b>20.8</b>	<b>0.4</b>	<b>(0.4)</b>
Segment Profit (%)	31%	45%	36%	40%	(14%)	(5%)
Unit Volume (no.)	908	889	991	1,880	19	(83)
ASP (US\$'000's)*	18.4	14.3	18.2	16.5	4.1	0.2
Game Operations – Installed Base	3,690	4,091	3,818	3,818	(401)	(128)
<b>Average Fee per Day (US\$)</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>1</b>	<b>1</b>

\*Excludes distributor sales, reworks and on-charges

- Revenue increase of 49% compared to pcp, current period revenue increased 10% compared to the prior half.
- Segment profit increase of 4% in current period compared to pcp and decrease 4% compared to the prior half.
- Of the 908 machines AGT sold in the period, 20% were reconditioned units, compared to 39% in pcp and 33% in prior half, contributing higher revenue.
- Drop in game operations installed base, predominantly from Mexico, resulting from introduction of smoking ban in gaming venues and gaming tax law, limiting operators' capabilities to operate at full capacity.
- Demand continues to grow for the A-STAR™ range of cabinets. Game themes such as Pan Chang™, Fiesta Grande™, Rio Grande Los Toritos™, and Multi-Win™ games are amongst the regions' top performers.

# Australia



<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
Revenue	23.2	16.7	22.2	38.9	6.5	1.0
Gross Profit	7.3	6.6	7.4	14.0	0.7	(0.1)
Segment EBITDA	2.7	3.8	3.6	7.4	(1.1)	(0.9)
<b>Segment Profit</b>	<b>2.1</b>	<b>3.3</b>	<b>2.9</b>	<b>6.2</b>	<b>(1.2)</b>	<b>(0.8)</b>
Segment Profit (%)	9%	20%	13%	16%	(11%)	(4%)
Unit Volume (no.)	792	591	781	1,372	201	11
ASP (ex rebuilds) (\$A'000's)	23.6	21.7	22.9	22.3	1.9	0.7

- Improvement in segment revenue of \$23.2m in the current period compared to pandemic-affected pcp of \$16.7m.
- Segment profit decreased by 36% compared to the pcp and 28% compared to prior half, driven by increasing pressures on costs of production.
- Improved ASP despite competitive market conditions, however overall reduction in Gross Profit % with continuing inflationary pressures and weakening of AUD against USD, adversely impacting costs of production.
- Total unit volume increased to 792 units from 591 units in pcp and from 781 from the prior half.
- Treasure Spirits™ continued to outperform in NSW, resulting in improvement in the current period compared to pcp and prior half. NSW contributed over 50% of the Australian segment revenue.
- Steady performance in Queensland in the current period.

# Rest of the World (including Online)

<i>In millions of AUD</i>	6 months ended 31 Dec 2022 (Current period)	6 months ended 31 Dec 2021 (PCP)	6 months ended 30 Jun 2022 (Prior half)	12 months ended 30 Jun 2022	Current period vs PCP	Current period vs Prior half
Revenue	8.1	7.2	6.8	14.0	0.9	1.3
Gross Profit	7.0	4.7	6.0	10.7	2.3	1.0
Segment EBITDA	5.8	4.1	5.2	9.3	1.7	0.6
<b>Segment Profit</b>	<b>5.7</b>	<b>4.0</b>	<b>5.1</b>	<b>9.1</b>	<b>1.7</b>	<b>0.6</b>
Segment Profit (%)	70%	56%	75%	65%	14%	(5%)
Unit Volume (no.)	41	63	30	93	(22)	11
<b>Online Revenue</b>	<b>6.4</b>	<b>3.7</b>	<b>5.9</b>	<b>9.6</b>	<b>2.7</b>	<b>0.5</b>

- The online revenue contributed \$6.4m in the current period and continues to account for the majority of total revenue from this segment. New Zealand and Asia also contributed to the revenue achieved in the current period.
- Minimal unit sales related to New Zealand. Recent change in operational structure in the land based markets within Rest of the World expects to improve segment profit in the coming periods.
- EBITDA and segment profit improved as online revenue with high margin contributed to 79% of the segment's total revenue. Online revenue previously contributed 51% of total revenue in pcp.





# Land Based Gaming Products



# Key Market Highlights

## NORTH AMERICA

- Treasure Spirits™ off to strong start with test banks performing well in extremely competitive environments.
- HHR product live in multiple New Hampshire locations on recurring revenue model.
- Cash Stacks Gold™ and Ultra Shot™ series expected to be commercially available in Q2-2023.
- GOU Route stable in HHR and Class II with release of key new products.
- High Denom™ content continues to thrive, regularly having 5+ games appear on industry performance indexes (ReelMetrics and Eilers).
- Continued Game Development growth to be showcased at annual Indian Gaming Association Show in March with debut of Grand Fortune games.
- Placed 200 games in route at Speaking Rock in Texas.
- Now live in 6 locations in New Hampshire, all recurring revenue units.



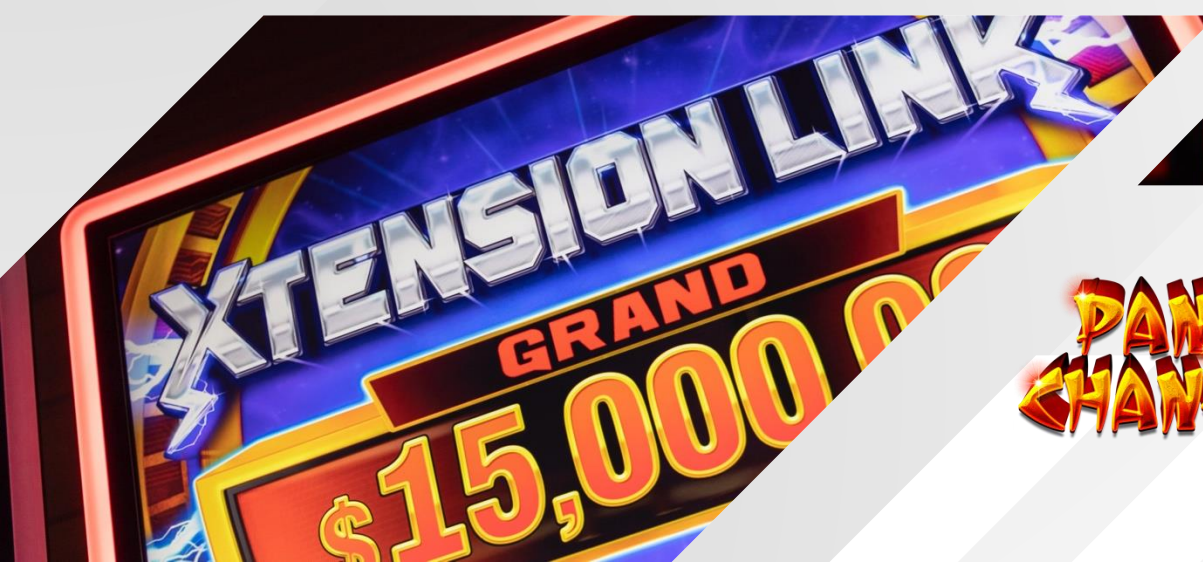


# Key Market Highlights



## LATIN AMERICA

- Demand continues to grow for the new A-STAR™ cabinets.
- Pan Chang™, Cash Stacks™, Xtension Link™ and Multi-Win™ games remain top-performing products.
- Xtension Link™ performing very well and driving expanded placements in the region.



# Key Market Highlights

## AUSTRALASIA

- Strong installs backed by solid performance of Cash Stacks™ in Qcom markets and continued rollout of Treasure Spirits™ in multiple markets with exceptional performance in NSW.
- Launch of new Ultra Shot™ Series. Strong performance maintained across all jurisdictions.
- Introduction of the new A-STAR™ Slant cabinet was well received, and installations have continued to increase as supply has increased.



# Game Development Investments

## Clear Product Strategy

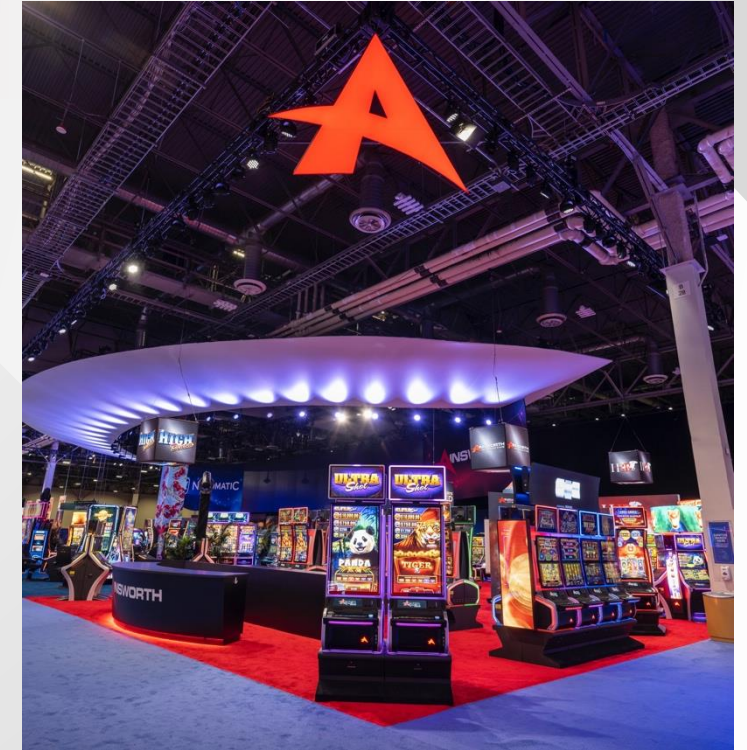
- Globalisation of key tentpole products – Treasure Spirits™, Cash Stacks Gold™, Ultra Shot™ and Grand Fortune™.
- Focus on leveraging High Denom™ content with new concepts and utilising key brands – Thunder Cash Classic™ and Dollar Streak Classic™.
- Refining product branding and consistency across worldwide gaming lines.
- Improving global product delivery and quality on product release.
- Expanded use of focus groups and player testing sessions for key content prior to market release.

## Growth in R&D Pipelines

- Continuing investments on Next-Gen Game and Math engines, with limited field trials beginning in current period.
- Increased utilization of external content and game development providers for cost-effective growth.
- Focused investment on hardware and cabinet design with attention on global markets and trends.

## Future Investments

- Preparing to showcase next generation products at G2E 2023.
- Expect to display content by four studios by end of 2023.
- Internal upgrades underway for better design tools and improved Sight, Sound and Action.



Treasure  
Spirits  
财宝灵神

CASH  
STACKS  
GOLD

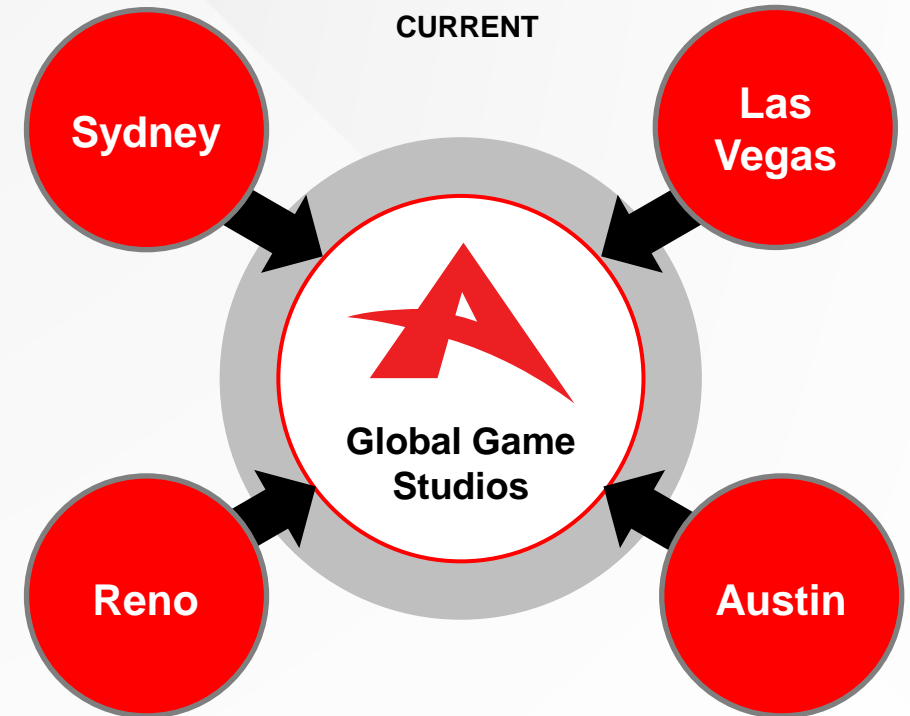
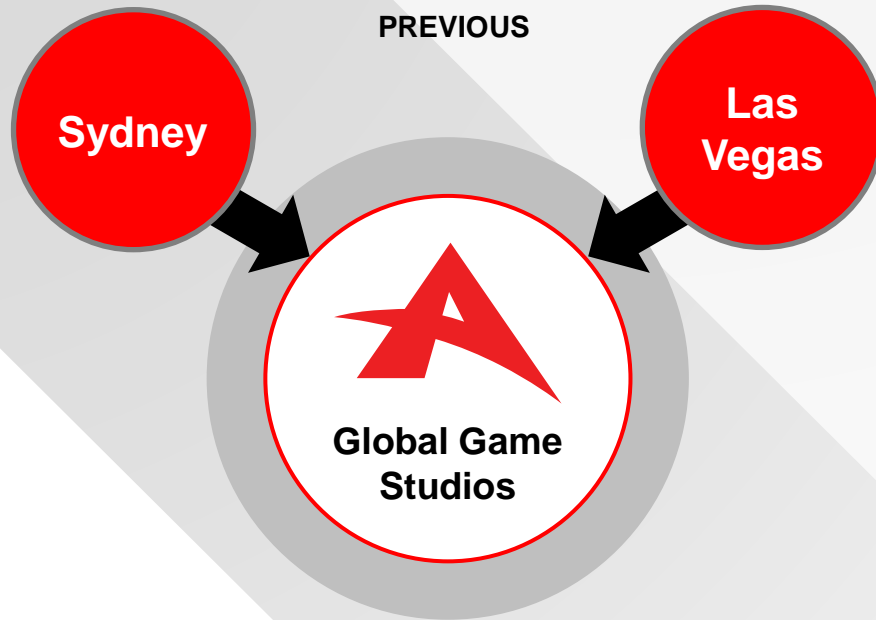
GRAND  
FORTUNE

ULTRA  
Shot

THUNDER  
CASH  
CLASSIC

DOLLAR  
STREAK  
CLASSIC

# Global Game Studios



## Expanded R&D Studio Structure

- Announced opening of Austin, Texas in partnership with Junto Creations (Jim Palermo) – 20+ years' experience with WMS, Everi and Incredible Technologies.
- Recent engagement of Reno, Nevada Studio to be run by Loren Nelson – 30+ years' experience with Scientific Games, Bally and Everi.

# Online





# B2B Real Money Gaming (RMG) & Social Casinos



Ainsworth Interactive is a B2B Real Money Gaming (RMG) online content supplier offering digital slot games in the iGaming industry. We have established ourselves as a leading iGaming supplier in regulated markets in Europe, Latin America and North America with over 120 games approved on our remote gaming servers (RGS).

As the demand for digital gaming continues to grow in the US market, Ainsworth is expanding our presence with our strategic partner Game Account Network (GAN) via their extensive casino operator distribution channels. In Latin America we have partnered with online casino aggregators Pariplay and Bet Construct throughout Argentina, Colombia, Ecuador, Mexico, Peru, and Brazil.

In social casino, Ainsworth's partnership with Zynga continues with our latest land-based games being made exclusive on the Hit It Rich Social Casino App.

# B2B Real Money Gaming (RMG)



## USA

GAN™



BETMGM

CAESARS ENTERTAINMENT



## LATAM

BETCONSTRUCT



NETABET



## EUROPE



GAN™



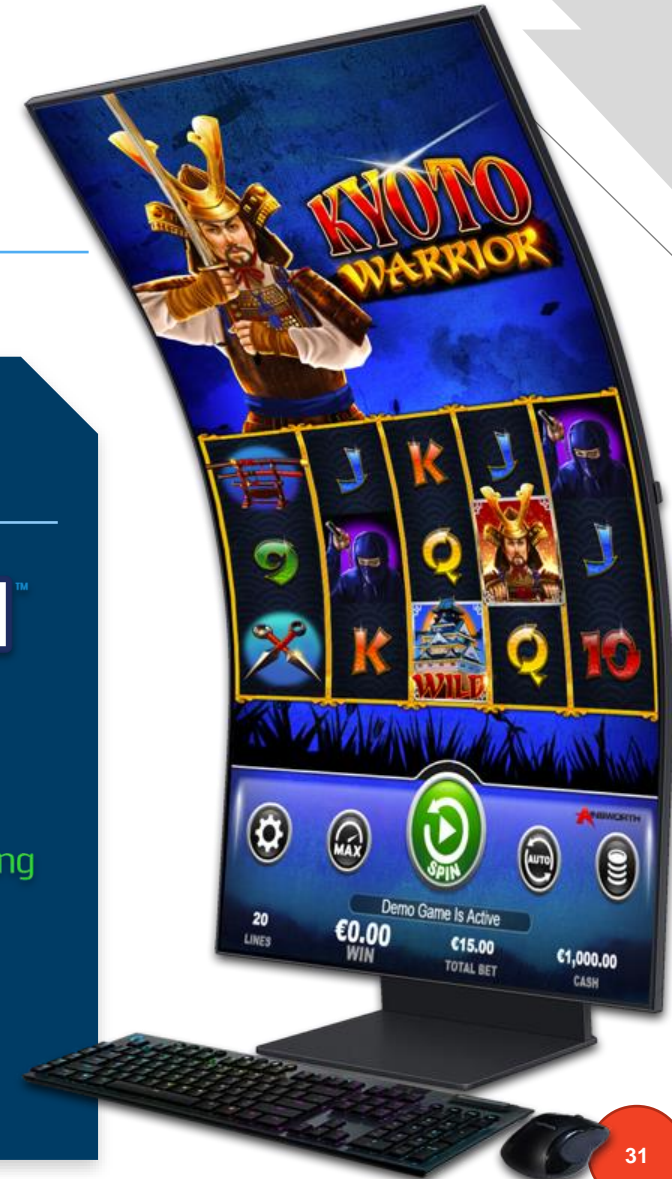
Leander



Microgaming



iSOFTBET



# Conclusion





# Conclusion

- Revenue improvements across all major markets compared to pcp and fairly consistent revenue compared to prior half. AGT enters the calendar year 2023 with good momentum and expects to have continued growth in North America, further improvements in Latin America markets and steady performance from Australia.
- Risk mitigation strategies put in place to minimise inherent challenges brought about from COVID-19, primarily relating to global supply chain disruptions, talent recruitment and increasing inflationary cost pressures.
- AGT's North American business continues to make progress in Class II and HHR markets. Opportunities are continually being pursued in existing and new HHR markets, in particular New Hampshire, Louisiana, Alabama and Wyoming HHR markets and new locations within Kentucky.
- Continued focus in R&D investment with clear product strategy to drive sustained, long-term growth. Broadening of R&D team and third-party developers to deliver high quality innovative games and diversity in product offerings.
- The date of achieving a final resolution with the Mexican Tax Administration Service (SAT) remains uncertain and the Company will ensure that the market is kept updated for all future material developments relating to this matter.
- As outlined in the 2 June 2022 ASX release, the Company's financial year end will change from 30 June to 31 December (calendar year basis) which will be effective on 1 January 2023. The Company's current period results represent six-month transitional financial year beginning on 1 July 2022 and ending on 31 December 2022.





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