

#### Ainsworth Game Technology Ltd ABN 37 068 516 665

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27 August 2024

ASX Market Announcements Office Exchange Centre 20 Bridge Street Sydney NSW 2000

#### ELECTRONIC LODGEMENT

#### Investor Presentation - Six Months Ended 30 June 2024

We attach a copy of the Investor Presentation in respect of Ainsworth Game Technology's results for the six months ended 30 June 2024.

For the purposes of ASX Listing Rule 15.5, this document is authorised for lodgment with the ASX by the Board.

Yours faithfully

Mark Ludski Company Secretary



## INSWORTH

#### **Investor's Presentation**

Results for 6 months ended 30 June 2024

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

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# Agenda

- Results Summary
- Consolidated Results
- Segment Performance
- Land Based Gaming Products
- Global Digital Gaming
- Conclusion

## Results Summary

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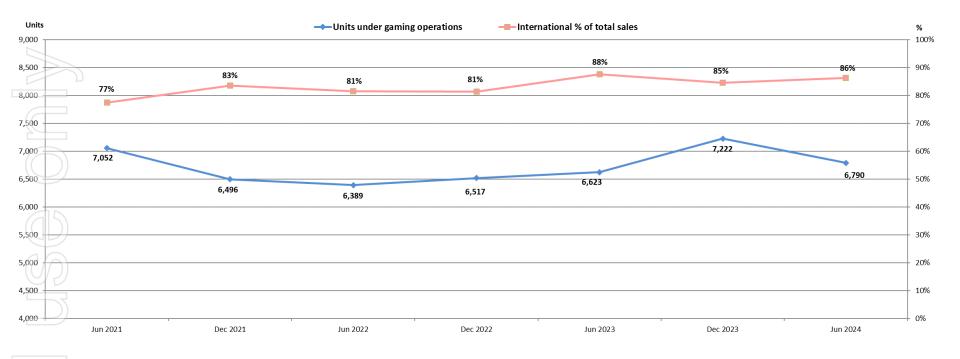
## **Results Summary**

- Underlying profit before tax (excluding currency and one-off items) is \$14.3m for the 6 months ended June 2024 ("Current period"), a decrease of 39% compared the 6 months ended 30 June 2023 ("PCP").
- North America continues to be the strongest segment performer, contributing 56% of total revenue, similar to PCP.
- The Mexican Tax Administration Service ("SAT") matter regarding import duties and associated charges was settled in cash during the current period.
- Net debt position of \$11.1m at 30 June 2024 compared to net cash position \$24.6m at 30 June 2023 (net cash of \$19.4m at 30 December 2023).
- Dividend continues to be suspended to provide strong liquidity to allow the Company to continue to invest in R&D to deliver competitive products.

In millions of AUD	6 months ended 30 Jun 2024 (Current period)	6 months ended 30 Jun 2023 (PCP)	6 months ended 31 Dec 2023 (Prior half)	Current period vs PCP	Current period vs Prior half
Revenue	121.4	143.6	141.3	(22.2)	(19.9)
Underlying EBITDA	26.8	29.4	29.6	(2.6)	(2.8)
Restructuring costs	0.6	-	-	0.6	0.6
GAN exclusivity revenue	-	(1.9)	-	1.9	-
Write-down of investment in financial assets	-	12.9	0.3	(12.9)	(0.3)
Impairment of non current assets	-	-	6.1	-	(6.1)
Underying profit before tax (excluding currency and one-off items)	14.3	23.3	18.2	(9.0)	(3.9)
Reported profit / (loss) after tax	14.0	2.0	(8.5)	12.0	22.5

## **Gaming Operations**

with recurring revenues and steady international sales contribution





## Consolidated Results



### **Profit & Loss Summary**

	6 months ended 30 Jun 2024	6 months ended 30 Jun 2023	6 months ended 31 Dec 2023	Current period vs PCP	Current period vs Prior half
In millions of AUD	(Current period)	(PCP)	(Prior half)		
Domestic revenue	16.7	17.9	21.9	(1.2)	(5.2)
International revenue	104.7	125.7	119.4	(21.0)	(14.7)
Total revenue	121.4	143.6	141.3	(22.2)	(19.9)
Gross profit	80.9	86.9	88.4	(6.0)	(7.5)
EBITDA	28.2	14.0	6.1	14.2	22.1
EBITDA Margin %	23%	10%	4%	13%	19%
Profit / (loss) Before Tax	15.7	7.9	(5.3)	7.8	21.0
Income tax expense	(1.7)	(5.9)	(3.2)	4.2	1.5
Profit / (loss) After Tax	14.0	2.0	(8.5)	12.0	22.5
R&D (% of revenue)	21%	15%	17%	6%	4%
EPS (diluted) (A\$)	4.1 cents	0.6 cents	(2.5 cents)	3.5 cents	6.6 cents

Decreased revenue in the current period compared to PCP and prior half was predominantly attributable to the decrease of sales in Latin America regions, mainly Argentina (due to challenging local conditions with high inflation and political instability) and Mexico (due to restrictions in importation imposed by the Mexican government).

Underlying PBT (excluding currency impact and one-off items) was a profit of \$14.3m in the current period compared to \$23.3m in PCP and \$18.2m in the prior half.

EBITDA of \$28.2m includes \$2.0m currency translation gains, compared to \$4.4m and \$17.1m currency translation losses in PCP and prior half respectively.

## **Results Adjusted for Currency Movement and One-off Items**

	6 months ended 30 Jun 2024	6 months ended 30 Jun 2023	6 months ended 31 Dec 2023	Current period vs PCP	Current period vs Prior half
In millions of AUD	(Current period)	(PCP)	(Prior half)		
Profit / (loss) Before Tax	15.7	7.9	(5.3)	7.8	21.0
Foreign currency (gains) / losses	(2.0)	4.4	17.1	(6.4)	(19.1)
Restructuring costs	0.6	-	-	0.6	0.6
GAN exclusivity revenue	-	(1.9)	-	1.9	-
Write-down of investment in financial assets	-	12.9	0.3	(12.9)	(0.3)
Impairment of non-current assets	-	-	6.1	-	(6.1)
Profit Before Tax Adjusted For Currency and One-off Items	14.3	23.3	18.2	(9.0)	(3.9)

## Reconciliation: Profit Before Tax to EBITDA & Underlying EBITDA

	6 months ended 30 Jun 2024	6 months ended 30 Jun 2023	6 months ended 31 Dec 2023	Current period vs PCP	Current period vs Prior half
In millions of AUD	(Current period)	(PCP)	(Prior half)		
Reconciliation:					
Profit / (loss) Before Tax	15.7	7.9	(5.3)	7.8	21.0
Net interest income	(1.1)	(4.3)	(2.0)	3.2	0.9
Depreciation and amortisation	13.6	10.4	13.4	3.2	0.2
Reported EBITDA	28.2	14.0	6.1	14.2	22.1
Foreign currency (gains) / losses	(2.0)	4.4	17.1	(6.4)	(19.1)
Restructuring costs	0.6	-	-	0.6	0.6
GAN exclusivity revenue	-	(1.9)	-	1.9	-
Write-down of investment in financial assets	-	12.9	0.3	(12.9)	(0.3)
Impairment of non current assets	-	-	6.1	-	(6.1)
Underlying EBITDA	26.8	29.4	29.6	(2.6)	(2.8)

The restructuring costs during the period relates to employee redundancies within the APAC region to ensure costs remain relevant to the Group's long-term strategy and overall profitability.

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## **Operating Costs**

In millions of AUD	6 months ended 30 Jun 2024 (Current period)	6 months ended 30 Jun 2023 (PCP)	6 months ended 31 Dec 2023 (Prior half)	Current period vs PCP	Current period vs Prior half	6 months ended 30 Jun 2024 at pcp currency basis	6 months ended 30 Jun 2024 at prior half currency basis
COGS	40.5	56.7	52.9	(16.2)	(12.4)	39.9	40.4
Gross profit	80.9	86.9	88.4	(6.0)	(7.5)	78.9	80.2
Gross profit margin %	67%	61%	63%	6%	4%	66%	67%
Sales, service and marketing ('SSM')	30.2	30.3	34.2	(0.1)	(4.0)	29.5	30.0
R&D	25.7	21.8	23.9	3.9	1.8	25.3	25.5
Administration	12.7	14.0	14.3	(1.3)	(1.6)	12.4	12.6
Total Operating costs	68.6	66.1	72.4	2.5	(3.8)	67.2	68.1

#### COGS

- Decrease in costs attributable to decrease in sales compared to PCP and prior half.
- Adverse translation impact of \$0.6m at PCP currency basis and an adverse translation impact of \$0.1m at prior half currency basis.

#### SSM Costs

SSM costs over total revenue was 25%, compared to 21% at PCP and 24% at prior half despite an overall reduction and is due to a higher proportion of fixed cost in the current period. The decrease in SSM expenses is directly attributable to reduced variable selling costs, personnel costs and marketing costs in the current period. Adverse translation impact of \$0.7m at PCP currency basis and an adverse translation impact of \$0.7m at PCP currency basis and an adverse translation impact of \$0.2m at prior half currency basis.

#### **R&D** Costs

- Increase in R&D expenses were mainly attributable to personnel costs and evaluation and testing expenses.
- Adverse translation impacts of \$0.4m at PCP currency basis and an adverse translation impact of \$0.2m at prior half currency basis.

#### Administration Costs

Decrease in costs compared to PCP and prior half was primarily due to a reduction in personnel costs and professional fees.

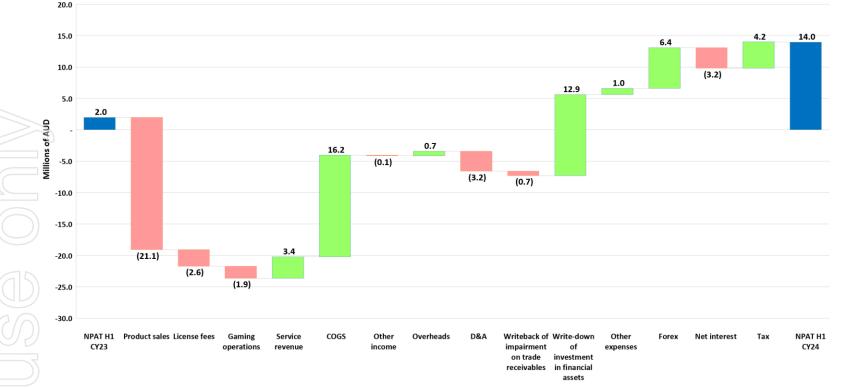
Adverse translation impact of \$0.3m at PCP currency basis and an adverse translation impact of \$0.1m at prior half currency basis.

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### **Staff Headcount**

# Staff	30-Jun-24	30-Jun-23	31-Dec-23
Asia Pacific			
Sales	30	31	32
Service	51	56	56
Production	25	30	31
Administration	19	22	21
R&D	91	96	98
Total Staff Numbers - Asia Pacific	216	235	238
Americas			
Sales	26	27	30
Service	59	63	64
Production	56	58	58
Administration	83	87	92
R&D	85	76	73
Total Staff Numbers - North and Latin America	309	311	317
Total Staff Numbers - Consolidated AGT	525	546	555

## Net Profit Bridge – H1CY23 to H1CY24



Latin America revenue reduced due to prior year sales in Argentina and importation changes within Mexico. The termination of the 5-year exclusivity agreement with GAN on 31 March 2024 also impacted online revenue.

Decrease of \$13.9m in other expenses as PCP included a one-off write-down of investments in financial asset.

Favourable FX movement of \$6.4m predominately related to the higher gain arising from the balance sheet translations from investments in the Americas compared to the PCP.

### **Balance Sheet**

In millions of AUD	30-Jun-24	30-Jun-23	31-Dec-23
Total assets	422.6	427.4	418.4
Net assets	333.9	325.7	315.6
Total debt	24.1	-	0.4
Net (debt) / cash	(11.1)	24.6	19.4
Debt Ratios	30-Jun-24	30-Jun-23	31-Dec-23
Debt ratio (Total liabilities / Total assets)	21%	24%	25%
Debt to equity ratio (Total liabilities / Total equity)	27%	31%	33%
Six-month Cash flow to debt ratio - (Cash flow from			

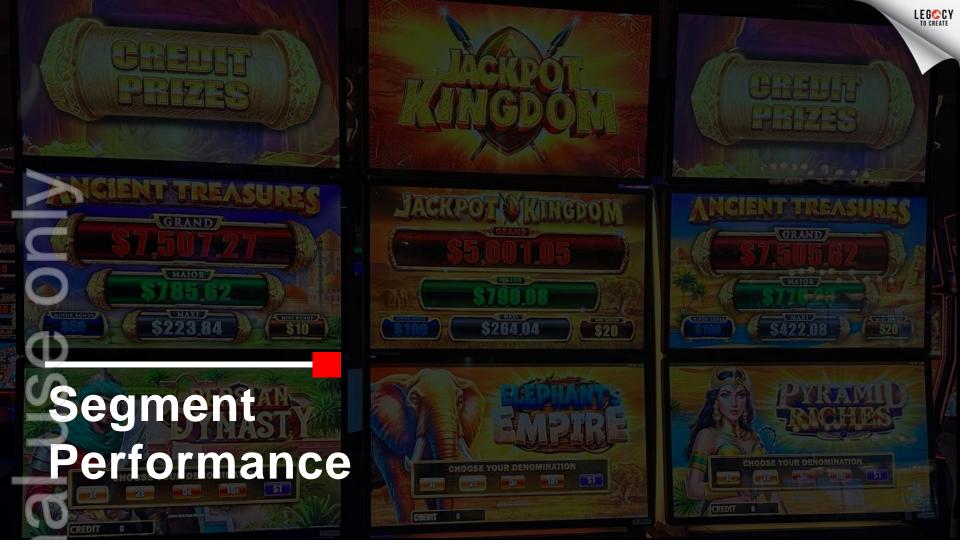
Decrease in receivables closing balance of \$110m is due to the drop in sales during H1CY24 (30 June 23: \$118.5m). The receivable turnover ratio for the current period has improved compared to PCP due to better cash collection in the current period.

Inventory closing balance of \$92.1m at 30 June 24 (30 June 2023: \$89.2m). Lower than anticipated sales during the current period has resulted in inventory buildup which is expected to decrease by end of the year as forecasted sales are delivered in H2CY24.

#### **Cash Flow Statement**

- Cash balance as at 30 June 2024 was affected due to the payment made to the Mexican Tax Administration Service in the current period.
- Increase in net cash from financing activities due to the US\$15.9m drawdown which occurred in the current period.

In millions of AUD	6 months ended 30 Jun 2024 (Current period)	6 months ended 30 Jun 2023 (PCP)	6 months ended 31 Dec 2023 (Prior half)	Current period vs PCP	Current period vs Prior half
Net cash (used in) / generated from operating activities	(28.4)	12.1	15.8	(40.5)	(44.2)
Proceeds from sale of property, plant and equipment	0.1	0.1	-	-	0.1
Proceeds from investments	3.1	1.1	2.0	2.0	1.1
Acquisitions of property, plant and equipment	(1.3)	(3.1)	(8.1)	1.8	6.8
Development expenditure	(1.7)	(3.4)	(1.5)	1.7	(0.2)
Payments for investments	-	(10.0)	(6.8)	10.0	6.8
Net cash generated from / (used in) investing activities	0.2	(15.3)	(14.4)	15.5	14.6
Borrowing costs paid	(0.5)	(0.2)	-	(0.3)	(0.5)
Interest paid on leases	(0.3)	(0.3)	(0.4)	-	0.1
Proceeds from borrowings	24.2	-	0.4	24.2	23.8
Repayment of borrowings	(0.3)	(0.6)	-	0.3	(0.3)
Payment for leases	(0.7)	(0.9)	(0.8)	0.2	0.1
Net cash generated from / (used in) financing activities	22.4	(2.0)	(0.8)	24.4	23.2
Net change in cash and cash equivalents	(5.8)	(5.2)	0.6	(0.6)	(6.4)
Opening cash and cash equivalents	19.8	29.9	24.6	(10.1)	(4.8)
Effect of exchange rate fluctuations on cash held	(1.0)	(0.1)	(5.4)	(0.9)	4.4
Cash and cash equivalents at reporting date	13.0	24.6	19.8	(11.6)	(6.8)





### **North America**

	6 months ended 30 Jun 2024	6 months ended 30 Jun 2023	6 months ended 31 Dec 2023	Current period vs PCP	Current period vs Prior half
In millions of AUD	(Current period)	(PCP)	(Prior half)		
Revenue	67.9	68.5	71.9	(0.6)	(4.0)
Gross Profit	48.6	43.8	51.0	4.8	(2.4)
Segment EBITDA	39.5	35.5	43.0	4.0	(3.5)
Segment Profit	32.6	29.5	35.5	3.1	(2.9)
Segment Profit (%)	48%	43%	49%	5%	(1%)
Unit Volume (no.)	920	1,155	892	(235)	28
ASP (US\$'000's)*	20.8	20.3	20.5	0.5	0.3
Game Operations – Class II Installed Base (Including HHR)	2,175	2,258	2,272	(83)	(97)
Game Operations – Class III Installed Base	855	815	818	40	37
Average Fee per Day (US\$)	29	33	29	(4)	

\*Excludes distributor sales, reworks and on-charges

- Revenue of \$67.9m in the current period, a decrease of 1% compared to the \$68.5m revenue in PCP.
  - Successful launch of A-STAR Raptor<sup>™</sup> in multiple jurisdiction across North America, initial San Fa<sup>™</sup> titles performed at a premium in the marketplace. Increased sales volume of the A-STAR Raptor<sup>™</sup> is expected as more jurisdictional approvals are secured along with additional game titles.
  - Participation & lease revenue of \$20.8m contributed 31% in the current period's segment revenue, a decrease of 11% compared to PCP. The increase in Class II installed base predominantly occurred in Alabama.
  - HHR connection fees now contributes 23% of this segment total revenue, an increase on the 19% in PCP. Currently 8,543 units are connected to our HHR system, generating recurring revenue (+1,732 units compared to 30 June 2023).
- Continued strong performance in game operations in Class II continues to drive this segment's performance. New installs occurred in additional properties in Kentucky, Alabama and Wyoming. These locations are driving win per day at up to double the rate of previous Class III and Class II installations. We anticipate additional opportunities in new jurisdictions following the passing of new legislation in Kansas and Texas as well as HHR expansions in New Hampshire, Wyoming, and Kentucky.

## **North America Product Highlight**

- San Fa<sup>™</sup> family of games has produced premium performance since launch in December 2023. New titles San Fa Rabbits<sup>™</sup> and Tigers<sup>™</sup> have been released with strong initial performance.
- Pipeline of additional game families on A-STAR Raptor<sup>™</sup> are in submission with Triple Troves Reigning Rhinos<sup>™</sup> and Dragon's Delight<sup>™</sup> set for commercial release in Q3.
- A-STAR Raptor<sup>™</sup> received approval for all Class II and HHR markets in the US. Rocket Link family of games will be the first titles launched in Q3.
- Class II system was approved for use in the Ontario, Canada charity market with initial test locations set to go live in September.
- Squish Reels<sup>™</sup> and Squish Keno<sup>™</sup> continue to lead game performance in VLT markets.
- Top performing San Fa<sup>™</sup> titles will be launched in Louisiana and Montana before the end of 2024.



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## Latin America & Europe

	6 months ended 30 Jun 2024	6 months ended 30 Jun 2023	6 months ended 31 Dec 2023	Current period vs PCP	Current period vs Prior half
In millions of AUD	(Current period)	(PCP)	(Prior half)		
Revenue	29.3	45.5	34.6	(16.2)	(5.3)
Gross Profit	20.8	29.5	20.5	(8.7)	0.3
Segment EBITDA	14.7	21.3	11.0	(6.6)	3.7
Segment Profit	13.7	22.1	11.0	(8.4)	2.7
Segment Profit (%)	47%	49%	32%	(2%)	15%
Unit Volume (no.)	747	1,277	987	(530)	(240)
ASP (US\$'000's)*	16.8	19.5	16.6	(2.7)	0.2
Game Operations – Installed Base	3,760	3,550	4,132	210	(372)
Average Fee per Day (US\$)	12	12	12	-	-

\*Excludes distributor sales, reworks and on-charges

Decrease by 36% in revenue and 38% in segment profit, compared to the PCP due due to importation restrictions in Mexico and Argentina that began Q4 2023. Note that PCP included approximately \$9.0m one off sales revenue of accelerated deliveries to Argentina prior to importation restrictions.

Launch of the A-STAR Raptor<sup>™</sup> cabinet in the major markets is delayed until September 2024 due to the import restrictions.

Of the 747 machines AGT sold in the period, 14% were reconditioned units, compared to 12% in PCP.

Game operations install base increased 6% compared to PCP. Increase in installation base occurred primarily in Mexico, Argentina and Peru.

Demand continues to grow for the A-STAR<sup>™</sup> range of cabinets, in particular Xtension Link<sup>™</sup>. Game themes such as Lucky Stars<sup>™</sup>, and Multi-Win<sup>™</sup> range of games are amongst the region's top performers.

## Asia Pacific (Australia, NZ and Asia)

In millions of AUD	6 months ended 30 Jun 2024 (Current period)	6 months ended 30 Jun 2023 (PCP)	6 months ended 31 Dec 2023 (Prior half)	Current period vs PCP	Current period vs Prior half
Revenue	19.1	21.2	27.6	(2.1)	(8.5)
Gross Profit	6.3	5.1	9.8	1.2	(3.5)
Segment EBITDA	2.2	0.1	4.0	2.1	(1.8)
Segment Profit	1.6	(0.2)	3.6	1.8	(2.0)
Segment Profit (%)	8%	(1%)	13%	9%	(5%)
Unit Volume (no.)	553	617	928	(64)	(375)
AU ASP (ex rebuilds) (\$A'000's)	25.9	24.2	25.3	1.7	0.6

- Minimal corporate sales and competitive market conditions in this period compared to PCP and prior half.
  - Improved ASP was achieved during the current period despite competitive conditions to offset the continuing inflationary cost pressures.
  - The drop in unit sales mainly contributed from Australia sales due to competitive market conditions.
  - Segment profit increased despite lower revenue achieved in this period due to higher costs in PCP predominately relating to the write-down of inventory to net realisable value in June 2023 as well as higher staff cost in Australia and agent commissions in Asia.
- Also affecting this region during the period was the delayed approval of the Ancient Treasures<sup>™</sup> game theme and the inability to maintain initial strong performance of the Jackpot Kingdom<sup>™</sup> game theme in both NSW and QLD in CY23.

	6 months ended	6 months ended	6 months ended	Current period vs	Current period vs
	30 Jun 2024	30 Jun 2023	31 Dec 2023	РСР	Prior half
In millions of AUD	(Current period)	(PCP)	(Prior half)		
Revenue	5.1	8.4	7.2	(3.3)	(2.1)
Gross Profit	5.1	8.4	7.2	(3.3)	(2.1)
Segment EBITDA	4.7	8.1	5.9	(3.4)	(1.2)
Segment Profit	4.7	8.1	5.9	(3.4)	(1.2)
Segment Profit (%)	92%	96%	82%	(4%)	10%

The decrease in online revenue is due to the termination of the 5-year exclusivity agreement with GAN at 31 March 2024. Higher revenue was also recorded in prior periods due to the acceleration of revenue resulting from contract modification due to amendment on the GAN distribution agreement on 29th March 2023.

Despite the revenue decrease of 65% compared to PCP, the Group invested in more talent to remain competitive in the online industry, resulting in a similar segment profit margin.

## Land Based Gaming Products

## **Key Market Highlights**

#### NORTH AMERICA

• A-STAR Raptor<sup>™</sup> cabinet launched in US in late 2023. It has been on the Top 3 Performing New Upright Cabinet charts for 7 straight months on the Eilers report. Indexing 1.36x house and 1.30x zone average.

San Fa Pandas<sup>™</sup> and San Fa Dragons<sup>™</sup> on the A-STAR Curve and XL cabinets continue to be top performers in Class II and HHR properties. On the A-STAR Raptor<sup>™</sup> cabinet in Class III, San Fa Pandas<sup>™</sup> remains on the Top 25 Indexing New Core Video chart with a 1.48x house average. The San Fa<sup>™</sup> brand ranks #18 on the Core Parent Theme chart.

San Fa Rabbits<sup>™</sup> and Tigers are recently released with early returns showing Rabbits at 2.58x zone average and 2.46x house average.

The team that brought you San Fa<sup>™</sup> is proud to present Rocket Link, the first HHR and CII Raptor Exclusive brand. Made specifically for the HHR market, Rocket Link Liberty and Freedom aim to disrupt the hold & respin, expanded video reel market.

Placed, 20 units + 6 Raptors/Rocket Link units at Mechoopda Casino on order.

High Denom content continues to perform, with multiple games on industry Top 25 indexes with Dollar Chief, Eagle Bucks, Rhino Rumble 2 and Thunder Cash as mainstays each month (Eilers and ReelMetrics).











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## **Key Market Highlights**

#### LATIN AMERICA & EUROPE

- Delivered strong results despite the geopolitical challenges in the region. Expansion opportunities continue to benefit stable performing gaming products.
  - **A-STAR RAPTOR**: Regional challenges affected the launch; however, first installs have delivered strong results in the Caribbean with the San Fa<sup>™</sup> and Grand Fortune series of games.
    - **XTENSION LINK**: Leading performer in Latin America, surpassing Multi Win 8. Delivers results up to five times the house average.
    - **NEW INSTALLATIONS IN EUROPE**: A-STAR Dual, Curve, and Raptor installed in Spain, France, and Germany with exceptional performance. Expansion plans continue throughout Europe.

AUSTA

**AINSWORTH INTERACTIVE**: Expanded to thirty-five websites, including new sites in Argentina. Mustang Money is the top GGR contributor, followed by legacy Multi Win games.

**XTENSION LINK** 

**TENSION LIN** 

## **Key Market Highlights**

#### Asia Pacific

- Year of the Dragon<sup>™</sup> is showing strong and consistent performance across all AU jurisdictions after 3+ months in the market. With over 350 installs and a turnover ratio of 1.3x, Year of the Dragon continues to show month on month stable performance.
  - Ancient Treasures<sup>™</sup> has now rolled out in NSW and QLD Clubs with 93 installs across 37 venues in its first month of release. After its launch at AHG 2024, there has been strong market buzz and positive operator feedback which will further support a continued rollout across all AU jurisdictions over coming months.
  - The A-STAR 100<sup>™</sup> cabinet is now the dominant AGT cabinet in the ANZ market with over 1000 installs since its initial release in August 2023, including its recent launch in New Zealand Clubs and Hotels.
  - AGT continues to build its fleet in the Philippines with Cash Stacks Gold, Quick Spin and Grand Fortune Link now rolling out in Manilla Casinos. After debuting at G2E Asia, Grand Fortune will shortly also launch in Macau.





## **Game Development Investments**

#### **Clear Product Strategy**

- Expanding the A-STAR Raptor™ launch throughout the year with exclusive library content and flexibility to bring forward classic games for increased operator choice.
- Improving market response titles for key market gaming segments including collection pot, hold and spin, and emerging mechanics.
  - Continue rolling out new product branding, visuals, audio to global gaming lines.
  - Maintaining global product delivery and quality on product release.
  - Unity is now available for HHR and CII. This drastically reduces the time it takes us to port a game (built in Unity) from CIII to CII or HHR, or vice versa. Time to market will be sped up significantly.
- Launching 6 new games at G2E 2024 Las Vegas.



#### **Game Development Investments**

#### **Growth in R&D Pipelines**

Focused use of game mechanics in development process thru market trend analysis.

Investment in hardware and ancillary packaging to produce future premium product roadmap.

Utilisation of Next-Gen math builder to shorten game math development time, increase quality and shorten approval time with third party gaming labs.

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#### **Future Investments**

Upgrades to sound quality and utilization of AI tools to increase quality and shorten development time.

Talent development initiatives and competitive recruitment to expand existing regional studios that are focused on development of products for each unique market.

## INTERACTIVE

## **Global Digital Gaming**

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#### **B2B Real Money Gaming (RMG)**

The expansion of Ainsworth Interactive's omnichannel slots strategy in 2024 has become an increasingly important factor in the distribution and sale of our gaming products.

The omnichannel approach integrates physical and digital gaming experiences, delivering the convenience and engagement for Ainsworth slot products throughout North America and Latin America.

The Ainsworth Interactive team was focused on transforming the gaming experience with a seamless integration of our slot games across multiple platforms, including land-based casinos, online gaming websites, and mobile applications. By leveraging our cloud based remote gaming server technology and Ainsworth's unified game development processes, our digital strategy is redefining the player experience, making it more accessible and enjoyable than ever before to play Ainsworth games.

Online players prefer the familiarity of omnichannel and crosschannel slots and look for games that are available on mobile devices and at land-based casinos.

In H1 2024, we have developed our best performing landbased games for release with our partner casino operators throughout the regulated online markets in the USA, Canada and Latin America.



#### **Social Casinos**

Ainsworth is also employing the omnichannel strategy significantly through our social casino partnerships with Zynga and Greentube.

This will further expand Ainsworth's distribution and engagement of our product and game library to ensure that players have a consistent and seamless experience across different app platforms.

The omnichannel strategy also ensures effective cross promotions and marketing engagement with Ainsworth game continuity through the social casino segment.

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**OMNI CHANNEL** 

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## Conclusion

- A-STAR Raptor<sup>™</sup> has been on the Top 3 Performing New Upright Cabinet charts for 7 straight months.
- The A-STAR 100<sup>™</sup> cabinet is now the dominant AGT cabinet in the ANZ market with over 1000 installs.
- San Fa<sup>™</sup> continues to be a strong brand for Ainsworth and with two new titles being released, the series should continue to be featured on the Eilers Top 25 New Games charts.
  - 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.

Positive momentum and increased revenue across all regions and segments expected in the H2CY24.



## Ainsworth Game Technology

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