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Ainsworth Game Technology Limited Full Year Results to 30 June 2015 and Dividend Announcement

Ainsworth Game Technology Limited (AGT) today announced an audited profit after tax of \$70.4 million for the year ended 30 June 2015, an increase of 14% on the prior corresponding period in 2014. The result was positively impacted by foreign currency gains of \$25.6 million (\$17.9 million after tax) due to further strengthening of the US dollar against the Australian dollar during the reporting period.

Executive Chairman, Mr LH Ainsworth said, "We are pleased with Ainsworth's profit results for FY2015. The strategy we committed to five years ago to build a strong, profitable and diversified domestic and international gaming and technology Group is being validated. Driven by our commitment to innovation, products that perform well for our customers and importantly, new product launches such as the A600, we reaffirm our expectation of delivering strong organic sales and profit growth in FY16."

The financial results for the year ended 30 June 2015 are summarised as follows:

Amounts expressed in A\$ millions (unless otherwise stated)	FY15	FY14	Movement % ▼ ▲	
Revenue	240.6	244.1	V	1%
Earnings before interest, tax, depreciation and				
amortisation (EBITDA)	107.6	89.4		20%
Earnings before interest and tax (EBIT)	91.3	79.1		15%
Profit before tax	94.4	82.0		15%
Profit after tax	70.4	61.6		14%
Earnings per share (basic) – dollars	\$0.22	\$0.19		16%
Dividends per share (franked) - dollars				
Interim (paid 21 April 2015)	\$0.05	\$0.05	-	-
Final (declared 18 August 2015)	\$0.05	\$0.05	_	-
	\$0.10	\$0.10	-	-

Sales revenue for the year was \$240.6m for FY15, a 1% reduction versus the prior corresponding period as highlighted in the ASX Trading Update released in June.



Domestic revenue was \$93.0 million (39% of total revenue), 35% lower compared to \$143.3 million in the prior corresponding period. This was due to several factors, mostly confined to the current period. A decline in business activity with large corporate customers was experienced compared to the high level of activity in 2014, together with general changes in customer purchasing patterns. The consolidation of some competitors in Australia caused some pricing pressure during the period. Whilst ship-share came under pressure, high-yielding product performance ensured that the installed base of Ainsworth products still experienced moderate growth across most domestic markets.

The recent release of the A600™ at the Australasian Gaming Exhibition in August is expected to positively impact domestic ship share gains in FY16.

International revenue for the period was \$147.6 million (61% of total revenue), an increase of 46% compared to \$100.8 million in the prior corresponding period (41% of total revenue). Significantly, the Americas recorded an increase of 47%. Continued progress to gain market share and revenue growth within the critical international market of North America in FY15 combined with access to new markets resulted in revenue of \$82.8 million, a 42% increase on the same period in 2014. The release of the A560SLTM with game brands such as $Sweet\ Zone^{TM}$ and $Whopper\ Reels^{TM}$ made an impressive contribution.

Other international revenue comprising Asia, New Zealand and Europe contributed \$14.6 million in revenue, an increase of 38% compared to 2014. This increase in revenue was primarily attributable to sales growth within Asia which increased revenue by 115%.

A gross margin of 63% was achieved in the current period consistent with the margin reported at the half year ended 31 December 2014. The Company noted that margins remained strong in international markets however domestic markets experienced a decline due to product mix changes, higher initial material costs on new products, A\$ currency changes and competitive pressures across the gaming industry. Continued cost reduction initiatives combined with higher sales volumes, production efficiencies and a greater concentration of premium progressive games are expected to assist in off-setting these impacts.

Operating costs, excluding cost of sales, financing costs and other expenses were \$83.0 million, an overall increase of 7% on 2014. This increase was primarily due to a lift in sales, service and marketing expenses resulting from the full year impact of previous and additional placement of products under gaming operation and additional sales/technical representation within the Americas.

Research and development (R&D) costs were maintained at 11% of revenue. Significant R&D expenditure was progressed during the year which resulted in an increase of 17% over 2014 when normalised for the effect of capitalisation and amortisation of R&D expenditure. This investment has resulted in the commercialisation of the A600™.

Chief Executive Officer, Mr Danny Gladstone said, "I am pleased with the results achieved to date and the momentum of the group going forward. The evolution of Ainsworth is continuing in line with our strategy. We are becoming a stronger, more diversified and more profitable gaming and technology group with higher quality earnings, backed by a strong balance sheet. International now accounts for 61% of the Group's total revenues. The America's alone contribute over half of group profits."

Mr Gladstone added, "Ainsworth is building momentum. Sales in the Americas are growing well. Strong contributions from new jurisdictions and the opening of our new facility in 2016 in Las Vegas will underpin our presence in these markets and drive further performance."

Recurring revenues from machines on participation provide high quality earnings and are an important part of our strategy. At 30 June 2015, the Group had a total of 2,627 machines within the Americas on participation, rental and/or lease, an increase of 32% over the prior corresponding period.



The online and social segment is making further progress and after a period of investment is expected to move into profitability. The Group has completed technical integration of the *GameConnect*[™] Remote Gaming Server (RGS) with leading operators in both European and North American regulated markets. The Group has progressed social casino applications with the launch of Players Paradise Slots[™] to enable offering of the Group's extensive range of content to the growing social casino sector.

These strategic investments in real money and social platform technology are expected to provide further opportunities to provide Ainsworth's recognised brands to a greater number of users through social and mobile channels.

Mr Gladstone said, "FY15 presented challenges within the competitive domestic market. We were initially impacted by transitional product strategies and their related approvals. I'm delighted to say that the release of the technically advanced $A600^{TM}$ at the Australasian Gaming Exhibition has been well received and we expect strong sales growth to follow."

Based on the results, the Board has declared a final dividend of \$0.05 per ordinary share, resulting in full year dividends of \$0.10 per ordinary share. The dividend is fully franked with Nil Conduit Foreign Income (CFI) and is expected to be paid on 29 September 2015.

The dividend results in a full year payout ratio of 46% (2014: 52%) of profit after tax, within the previously stated payout range of 40-60%.

The key dates for the declared final dividend are as follows:

Shares trade ex-dividend	8 September 2015	
Record date	10 September 2015	
Payment date	29 September 2015	

An update on the first half trading expectations for FY16 will be provided at the Company's Annual General Meeting to be held on Tuesday 17 November 2015.

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