

LAS VEGAS

AINSWORTH GAME TECHNOLOGY

2016 ANNUAL GENERAL MEETING



SYDNEY



FT. LAUDERDALE



Agenda

- Welcome
- Executive Chairman's Address
- Chief Executive Officer's Address
- Annual General Meeting

Executive Chairman's Address

Presentation by
Len Ainsworth

Harald Neumann

- Novomatic AG's CEO and Chairman of Executive Board
- Prior to joining Novomatic in 2011, Mr Neumann was CEO of G4S Security Services Austria AG, the Austrian subsidiary of one of the world's leading integrated security companies
- Career spanning over 20 years of experience gained in leading technology companies
- Graduate of the Vienna University of Economics and Business



Graeme Campbell

- Lead Independent Non-Executive Director since 2013
- Chairperson of Audit Committee, member of Regulatory and Compliance Committee and member of Remuneration and Nomination Committee
- Specialised in the area of liquor and hospitality for over 30 years
- Inducted into the Inter Dominion Hall of Fame in 2014



Chief Executive Officer's Address

Presentation by Danny Gladstone

2016 Financial Highlights

REPORTED NPAT of \$56 million (2015: \$70 million)

NPAT excluding FOREX gains of \$52 million, flat on pcp

EPS of \$0.17 per share (2015: \$0.22 per share)

Reported EBITDA down 11% to \$96 million

Underlying EBITDA up 12% to \$95 million

R&D as percentage of revenue at 11% (2015: 10%)

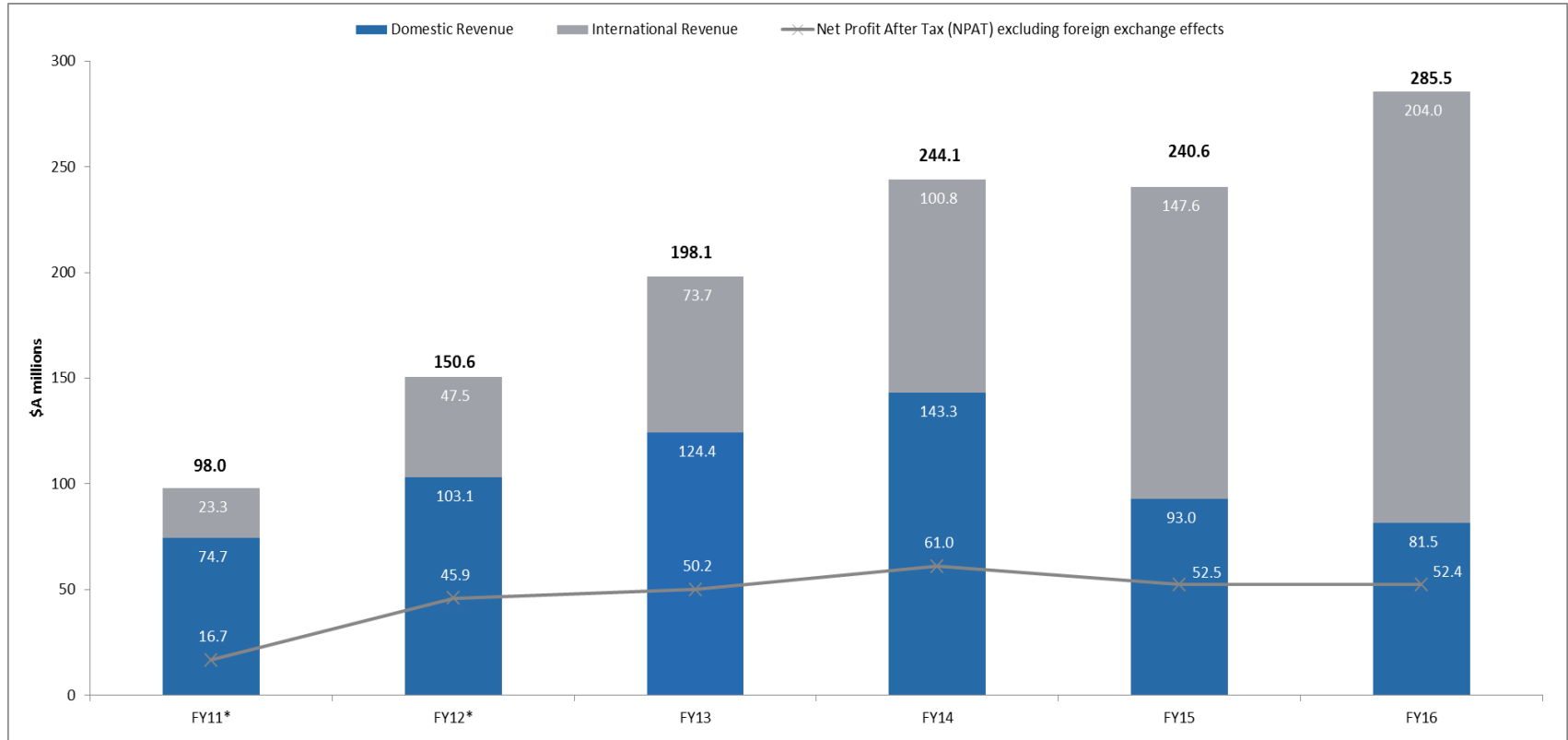
STRONG Balance Sheet, Cash Position and ROE of 18%

TOTAL DIVIDENDS of 10.0 cents per share (fully franked) representing a payout ratio of 58%

Interim Dividend	5.0 cents	100% Franked	(Paid 02 May 2016)
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Final Dividend	5.0 cents	100% Franked	(Paid 07 November 2016)
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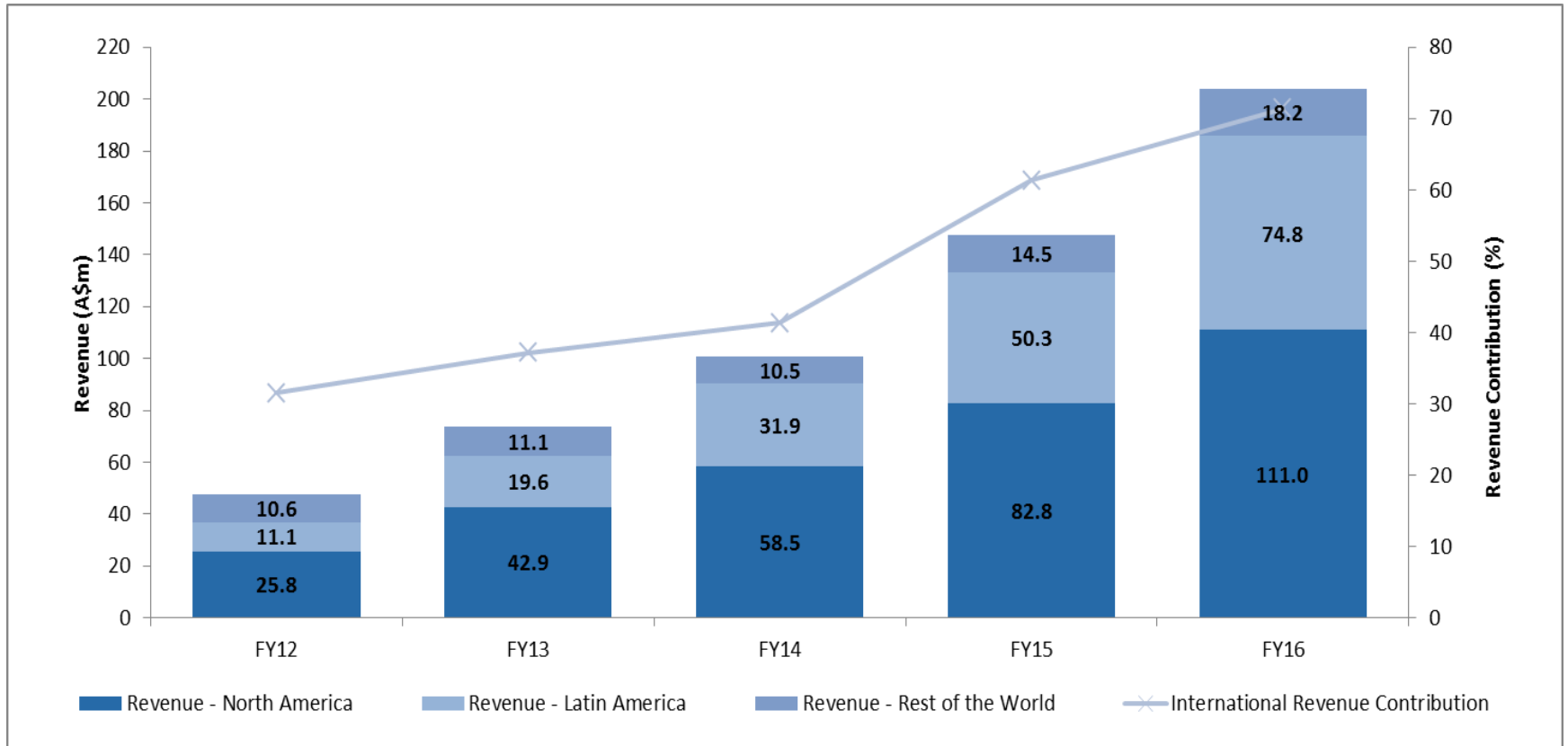
Historical Financial Performance – AUD (M) (Fiscal years ended June 30)



*Note: NPAT for H2 FY11 and H1 FY12 also excludes one off recognition of \$8.5 million and \$21.8 million in deferred assets.

**Continuing strong growth in International revenue and profitability,
predominately in the Americas**

Increasing contribution from international markets



Segment Results – Americas

North America

North America – strong growth in sales, share and participation:

- 34% increase in revenue
- Continuing growth in existing markets, led by – California, Canada, Louisiana, and Wisconsin
- Strong A560 SL™ sales, 3,559 total units sold + 15% versus pcp.
- Maintained strong ASP in competitive market
- Reduced yield due to Class II products (Nova) at a lower yield and conversions to sale of higher performing Class III titles

A\$m	12 months ended 30-Jun-2016	12 months ended 30-Jun-2015	Change (%)	Change (%)
Revenue	111.0	82.7	▲	34%
Segment Profit	49.3	38.1	▲	29%
Segment Profit (%)	44%	46%	▼	(2%)
Unit Volume (no.)	3,559	3,100	▲	15%
ASP (US\$'000's) *	16.7	16.7	-	0%
Units on Trial	277	228	▲	21%
Game Operations – Installed Base**	2,792	1,316	▲	112%
Ave per Day (US\$) **	24	33	▼	(27%)

*Excludes distributor sales

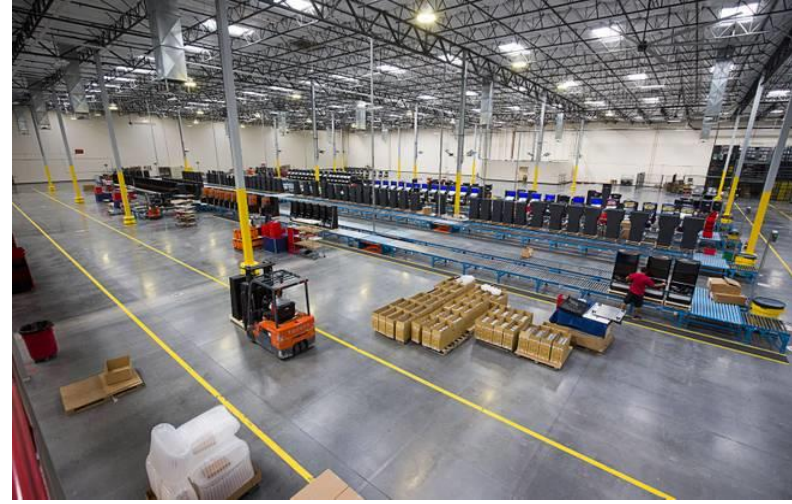
**Includes units from acquisition of Nova Technologies, LLC



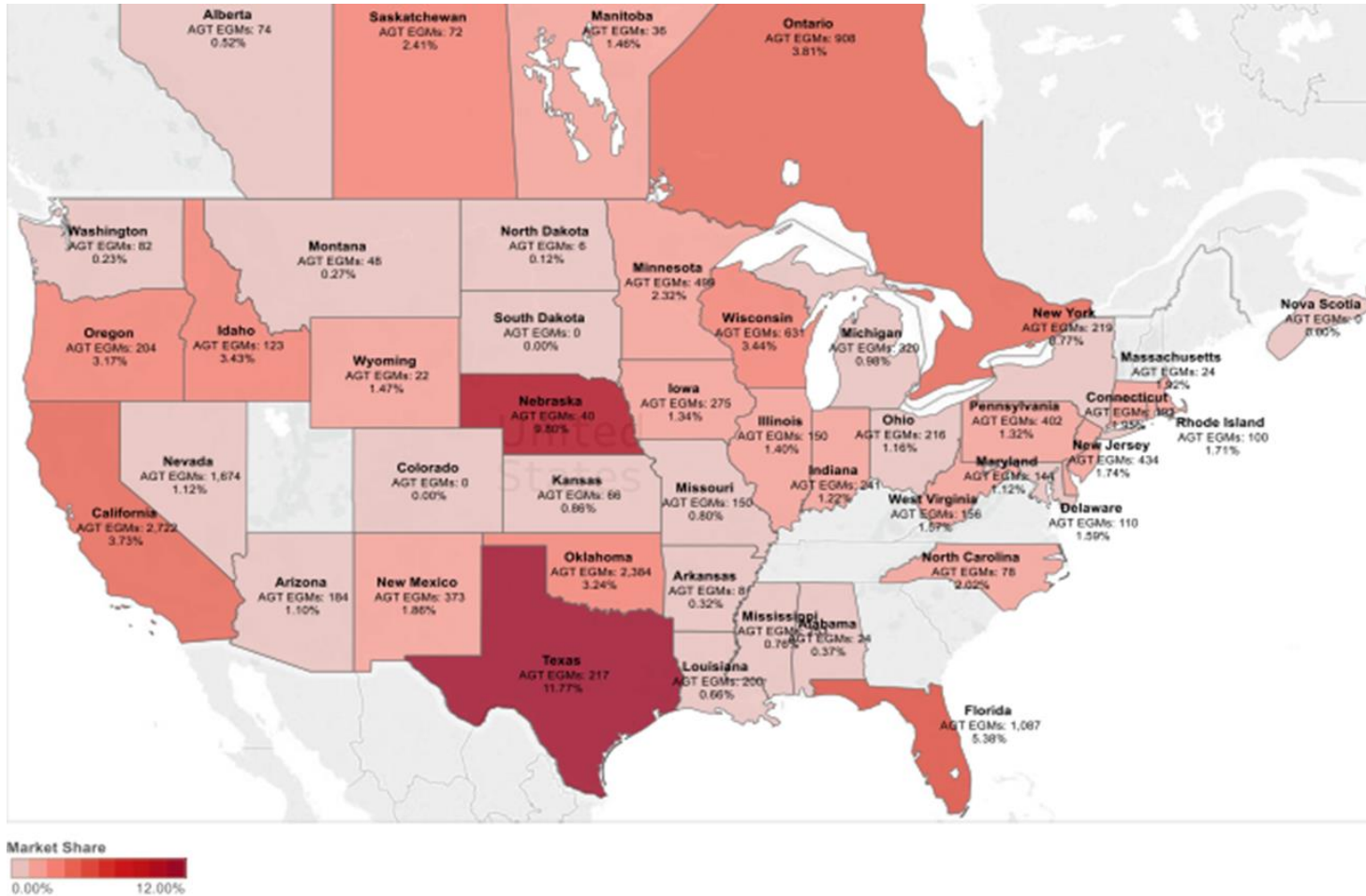
A560 SL



Las Vegas Facility



North America Market Penetration by Total Placements



Nova Technologies

Full Integration of Class II into Popular Ainsworth Hardware

- Completed acquisition of Nova Technologies, LLC, on January 14, 2016
- Nova is a leading Class II US gaming technology company with 21 FTEs
- Provides a strong complementary fit with Ainsworth
- At the time of acquisition Nova had over 30 Class II titles, 1,425 units on participation and licenses to sell titles in 11 states and over 58 jurisdictions
- Since acquisition, Nova's installed base increased to 1,781 (+25%) units.
- Integration complete with pleasing contribution to FY16 results
- Scope to expand growth into new territories



All cabinets above are currently available in Class II markets

Segment Results – Americas

Strong product acceptance and growth from jurisdictions across the region:

- 32% increase in units sold
- Mexico is largest market in region for AGI representing 32% of units sold
- Strong penetration in Argentina which represents +24% of unit sales
- 37% increase in the Gaming Operations install base.
- Mexico and Peru had the largest gains in install base
- Yield increased 27% to USD\$19 per day
- Continued growth in Caribbean markets

Latin America

A\$m	12 months ended 30-Jun-2016	12 months ended 30-Jun-2015	Change (%)	Change (%)
Revenue	74.8	50.3	▲	49%
Segment Profit	34.0	20.2	▲	68%
Segment Profit (%)	45%	40%	▲	5%
Unit Volume (no.)	2,923	2,219	▲	32%
ASP (US\$'000's) *	15.5	15.4	▲	1%
Units on Trial	102	98	▲	4%
Game Operations – Installed Base	1,794	1,311	▲	37%
Ave per Day (US\$)	19	15	▲	27%

*Excludes distributor sales , reworks and on-charges

Continued Development of Top Performing Brands in Latin America

Top Performing Brands

- All brands listed are performing at an average index of 1.2% to 2.8% of house average



Segment Results – Rest of the World

- Increased sales contribution from Europe, NZ and South Africa (new market)
- FY16 benefited from a significant shipment to SkyCity Auckland and sales into South Africa
- Good pipeline of further sales within Asia (e.g. Tiger Resorts)

A\$m	12 months ended 30-Jun-2016	12 months ended 30-Jun-2015	Change (%)	Change (%)
Revenue	18.2	14.6	▲	25%
Segment Profit	10.0	8.5	▲	18%
Segment Profit (%)	55%	58%	▼	(3%)
Unit Volume (no.)	1,037	872	▲	19%
Units on Trial	102	125	▼	(18%)

Segment Results – Australia

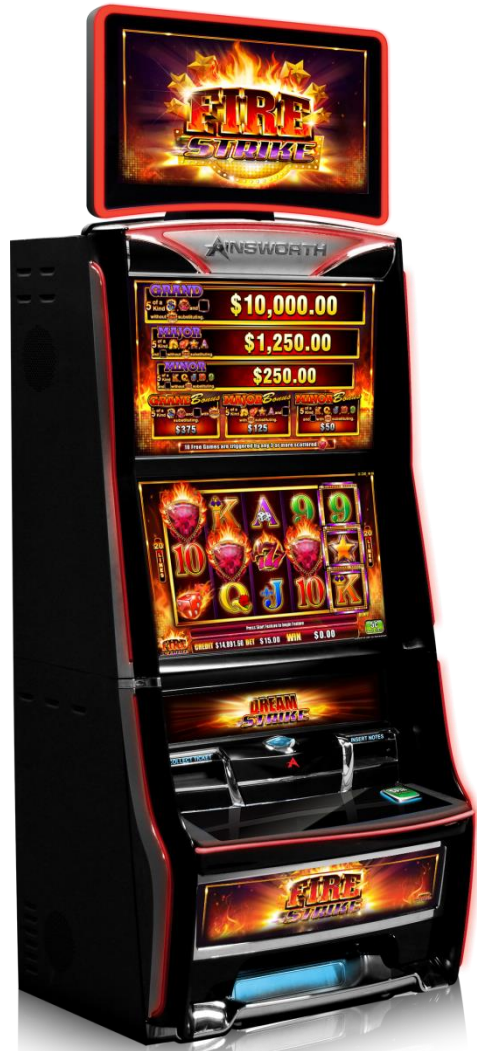
- Challenging period for volume and revenue growth given highly competitive market conditions and minimal corporate and casino sales in FY16
- Sustainable growth in machines placed under service in NSW/ACT to 15,001 (14,059 pcp)
- An increase in ASP of 3% despite competitive domestic market
- Recovery in market share is expected to be driven by innovative new technologies

A\$m	12 months ended 30-Jun-2016	12 months ended 30-Jun-2015	Change (%)	Change (%)
Revenue	81.5	93.0	▼	(12%)
Segment Profit	29.0	46.6	▼	(38%)
Segment Profit (%)	36%	50%	▼	(14%)
Unit Volume (no.)	2,873	3,535	▼	(19%)
ASP (ex rebuilds) (\$A'000's)	21.3	20.7	▲	3%
Service Revenue	6.6	6.5	▲	2%

A500®

- Sleek, classic design
- Dual, high definition 24" LCD's
- Dynamic game-driven lighting effects
- Mechanical programmable OLED buttons or LCD screen buttons with mechanical bash
- Multi denomination play options
- Easy access to game peripherals
- Modular internal design for serviceability
- Future technologies compatible
- Upgraded Sound with ability to play 5.1 channels for future games
- Compatible to standard base template
- Compatible with all existing 3rd party Player Tracking Panels as per the A560HB





A600®



Kieran Power New Chief Technology Officer

- Significant experience in the local and international gaming industries
- Qualified lawyer specialising in patent law
- Previously led Aristocrat's Advanced Technologies team
- Strong track record of technology and technical skills
- Expected to commence in the new year





Real Money Gaming:

- Successful integrations with 3 major European online platforms: Microgaming Ltd, NYX and iSoftbet
- 10 games provided for initial launch with above listed platforms have been performing well in their early stages
- Other opportunities in regulated European markets are in the early stages of assessment for expansion

Social Gaming:

- Ainsworth's second social casino, King Spin™ Slots App, was successfully launched in conjunction with 616 Digital LLC on Android and IOS
- The synergy between Ainsworth and 616 Digital has been reflected in the continuous strong performance of Players Paradise™ Slots App
- New content licensing agreements with Zynga and Playstudios/MGM Resorts

SOCIAL



Ainsworth apps available in Google Play store, Apple iTunes and Facebook for PC

Social Casino Partnerships



Zynga Inc.



Ranked 2nd* in global Social Casino rankings behind Playtika



PlayStudios

Official social casino partner for MGM Resorts International
Ranked 9th* in global Social Casino rankings



REAL MONEY GAMING

Platform Partnerships



Microgaming



- Ainsworth continues to provide a wide range of games to the European market
- Ainsworth is endeavouring to expand our Online growth

*Eilers Social Casino Tracker CY15 Recap Report

FY17 OUTLOOK

- International Markets
 - Further increase in revenue and profitability from international markets due to new hardware, games, contribution from Nova Technologies , benefits of new facility in Las Vegas and with the delivery of the expected synergies with Novomatic
 - Expect positive outcome based on strong customer response to new product release in G2E
- Domestic Markets
 - Reduction in unit volume by 30% in 1H FY17 compared to 1H FY16 due to challenging industry conditions
- Normalised Pre-Tax Profits
 - Normalised pre-tax profit, excluding currency gains, for 1H FY17 is expected to be A\$15 Million
 - Expect stronger second half normalised pre-tax profit, excluding currency gains, contribution to the year compared to 2H FY16; A\$35 Million
- Confident outlook on additional new product offerings across all markets as a result of increased investments in R&D

Financial Statements and Reports

To receive and consider the Annual Financial Report including the Directors' and Auditor's Reports in respect of the financial year ended 30 June 2016.

Resolution 1

Re-election of Director, CJ Henson

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

“That Mr Colin John Henson, who retires in accordance with Rule 7.1(f) of the Company Constitution and ASX Listing Rule 14.4, and being eligible, offers himself for re-election, be re-elected as a non-executive director of the Company.”

THE PROXIES HELD ON THE ABOVE RESOLUTION ARE AS FOLLOWS:

FOR	258,858,407	98.66%
AGAINST	3,512,429	1.34%

Included above are **357,576** proxies which were open and usable and the Executive Chairman has elected to vote these in favour of the resolution.

Resolution 2

Re-election of Director, HA Scheibenstock

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

“That Ms Heather Scheibenstock, who retires in accordance with Rule 7.1(d) of the Company Constitution and ASX Listing Rule 14.4, and being eligible, offers himself for re-election, be re-elected as a non-executive director of the Company.”

THE PROXIES HELD ON THE ABOVE RESOLUTION ARE AS FOLLOWS:

FOR	258,886,659	98.67%
AGAINST	3,479,514	1.33%

Included above are **384,558** proxies which were open and usable and the Executive Chairman has elected to vote these in favour of the resolution.

Resolution 3

Remuneration Report

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

“That the Remuneration Report for the Company required by Section 250R(2) of the *Corporations Act 2001 (Cth)*, which is included in the Directors’ Report in respect of the year ended 30 June 2016, be adopted.”

THE PROXIES HELD ON THE ABOVE RESOLUTION ARE AS FOLLOWS:

FOR	50,469,400	96.51%
AGAINST	1,825,901	3.49%

Included above are **358,392** proxies which were open and usable and the Executive Chairman has elected to vote these in favour of the resolution.



AINSWORTH GAME TECHNOLOGY

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