

# Ainsworth Game Technology Limited

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Chief Operating Officer

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Chief Financial Officer and  
Company Secretary



Ainsworth  
Game Technology

# Agenda

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- Results Snap Shot
- Financial Summary
- Company Overview
- Global Opportunities
- Company Strategy

## Results Snap Shot

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|                    | FY04               | FY03               |
|--------------------|--------------------|--------------------|
| Units Sold         | 5,550              | 1,875              |
|                    | \$'m               | \$'m               |
| Sales revenue      | 64                 | 32                 |
| Cost of goods sold | <u>( 36)</u>       | <u>( 22)</u>       |
| Gross profit       | 28 (43%)           | 10 (32%)           |
| Overheads          | <u>( 26)</u> (41%) | <u>( 25)</u> (78%) |
| Result             | <u>2</u>           | <u>( 15)</u>       |

## Financial Summary

### Sales Revenue (by geographical region)

|                                      | <b>FY04</b>   | <b>%</b>   | <b>FY03</b>   | <b>%</b>   |
|--------------------------------------|---------------|------------|---------------|------------|
| Domestic                             | <u>22,762</u> | <u>36</u>  | <u>25,643</u> | <u>80</u>  |
| International                        |               |            |               |            |
| - Europe                             | 22,622        | 35         | 1,305         | 4          |
| - Americas                           | 8,346         | 13         | 1,759         | 6          |
| - Asia, South Africa,<br>New Zealand | <u>9,997</u>  | <u>16</u>  | <u>3,198</u>  | <u>10</u>  |
|                                      | <u>40,965</u> | <u>64</u>  | <u>6,262</u>  | <u>20</u>  |
|                                      | <u>63,727</u> | <u>100</u> | <u>31,905</u> | <u>100</u> |

## Financial Summary

# Results Summary

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|                                          | FY04         | FY03         |
|------------------------------------------|--------------|--------------|
| • Units sold                             |              |              |
| - Domestic                               | 1,388        | 1,418        |
| - International                          | <u>4,162</u> | <u>457</u>   |
|                                          | <u>5,550</u> | <u>1,875</u> |
| • Total revenue (\$'000)                 | 64,140       | 32,104       |
| • Gross margin                           | 43%          | 32%          |
| • EBITDA (\$'000)                        | 4,588        | (13,379)     |
| • EBIT (\$'000)                          | 2,755        | (14,705)     |
| • Net profit / (loss) after tax (\$'000) | 2,122        | (14,820)     |
| • EPS – undiluted (cents)                | 1.6          | (12.9)       |
| • Debt / equity                          | 46%          | 39%          |

# Financial Summary

## Balance Sheet

(30 June 2004, A\$'000)

### ASSETS

#### *Current*

|             |               |
|-------------|---------------|
| Cash        | 2,443         |
| Receivables | 30,496        |
| Inventories | 17,612        |
| Other       | <u>688</u>    |
|             | <u>51,239</u> |

#### *Non-Current*

|                                |               |
|--------------------------------|---------------|
| Receivables                    | 2,436         |
| Property, plant &<br>equipment | 18,217        |
| Intangibles                    | 2,000         |
| Other                          | <u>90</u>     |
|                                | <u>22,743</u> |

**Total Assets** **73,982**

### LIABILITIES

#### *Current*

|            |               |
|------------|---------------|
| Payables   | 15,599        |
| Borrowings | 1,702         |
| Provisions | 917           |
| Other      | <u>42</u>     |
|            | <u>18,260</u> |

#### *Non Current*

|            |               |
|------------|---------------|
| Borrowings | 15,280        |
| Provisions | <u>198</u>    |
|            | <u>15,479</u> |

**Total Liabilities** **33,739**

**NET ASSETS** **40,243**

### EQUITY

|                    |                      |
|--------------------|----------------------|
| Contributed equity | 72,807               |
| Reserves           | 7                    |
| Accumulated losses | <u>(32,571)</u>      |
|                    | <u><b>40,243</b></u> |



## Financial Summary

# Statement of Cash Flows

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|                                                | FY04<br>\$'000 | FY03<br>\$'000 |
|------------------------------------------------|----------------|----------------|
| Operating activities                           | (17,442)       | (4,456)        |
| Investing activities                           | (2,067)        | (16,504)       |
| Financing activities                           | <u>20,857</u>  | <u>6,958</u>   |
| Net increase in cash held                      | 1,348          | (14,002)       |
| Cash at the beginning of the<br>financial year | 1,093          | 15,095         |
| Effect of exchange rate fluctuations           | <u>2</u>       | <u>-</u>       |
| Cash at the end of the financial year          | <u>2,443</u>   | <u>1,093</u>   |

## **Company Overview**

# **Current Capital Base**

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- Issued Shares 147 million
- Market Capitalisation \$74 million (approx)
- Renounceable rights issue of 32 million shares at an issue price of \$0.41 in December 2003 (2 for 7)



## Company Overview

# Product

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*Celebrity*

- Competitively priced
- Games available in a range of languages
- Recommended retail price A\$12,500

## Company Overview

# Product

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- Available in Console and compact bench top model
- Proven performance in domestic market
- Games available in a range of languages
- Linked progressive system performing well across a range of markets
- Low conversion cost due to intelligent design
- Recommended retail price A\$17,500

## Company Overview

# License Status

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- Licences obtained in Australia, New Zealand, France, Germany, Puerto Rico and South Africa.
- 6 National Indian Gaming licences approved in California, 8 pending
- Applications in process for Wisconsin and Oregon.
- Applications submitted for UK, New Jersey, Minnesota and Venezuela.
- Not all European jurisdictions have formal licencing processes
- Agents
  - Russia, Unicum
  - California, USA – Dick Vink
  - Mid West, USA – Reel Gaming
  - South Africa – Omega Gaming
  - Asia, RGB
  - South America, Caravell
  - France, Caro

## Company Overview

# Sales and Distribution Network

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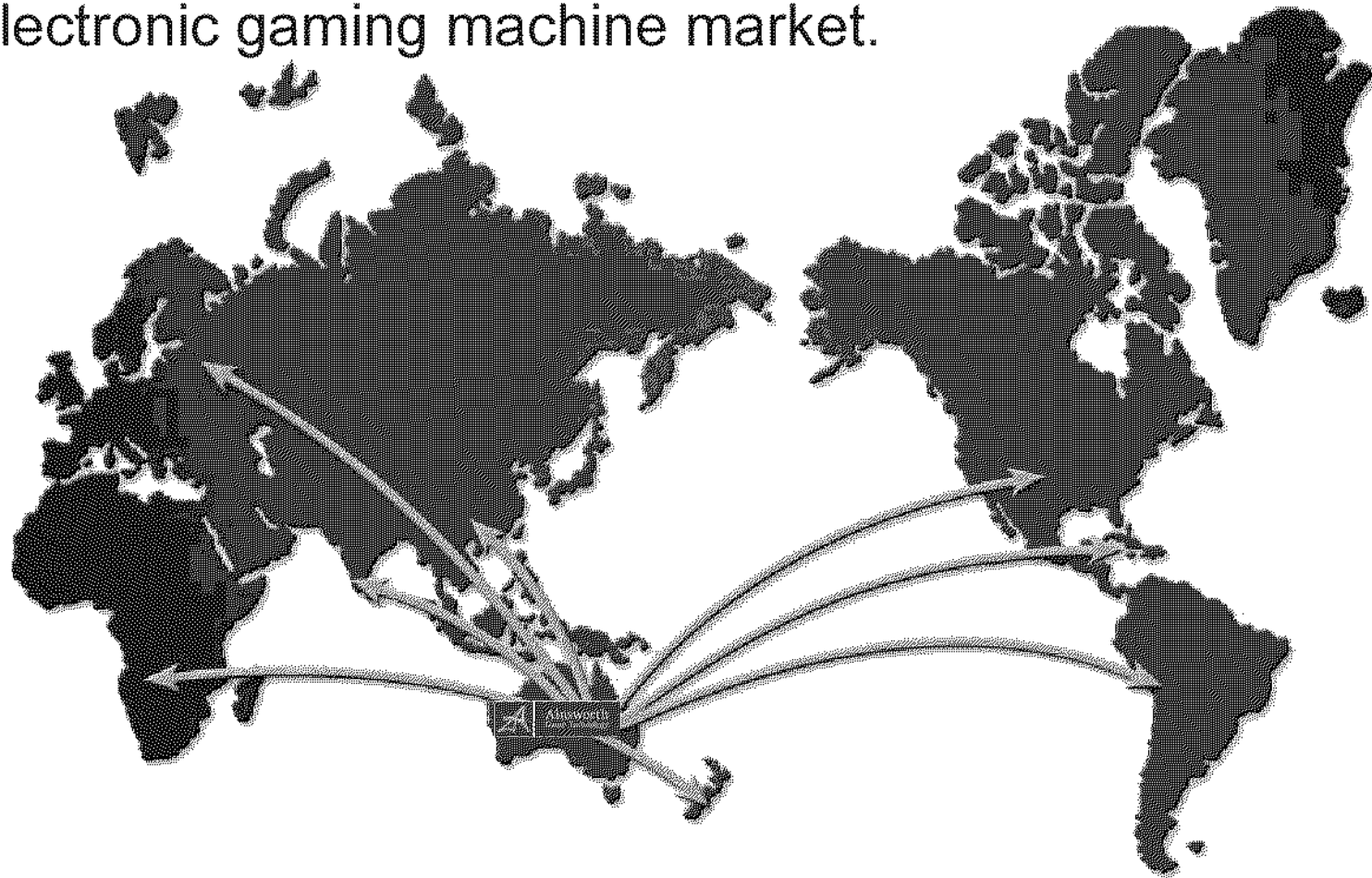
- Domestic sales
  - Newington, Sydney
  - Labrador, Queensland
  - Huntingdale, Victoria
  - Adelaide, South Australia\*
- International sales
  - New Zealand
  - The Americas
    - North America
    - South America\*
    - Mexico
    - Central America
    - Caribbean
  - Europe
    - France
    - Germany
    - UK
    - Ukraine
    - Russia
  - Asia\*
    - Vietnam
    - Malaysia
    - Cambodia
    - Philippines
    - Macau

\* Denotes Agents

# Global Opportunities

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Our objective is to increase our share of the global electronic gaming machine market.



# Global Opportunities

| Market<br>Region        | *Current<br>EGMs | ^Population<br>millions | Machines<br>Per million |
|-------------------------|------------------|-------------------------|-------------------------|
| Australasia             | 225,611          | 24                      | 9,400                   |
| Asia                    | +29,078          | 3,766                   | 8                       |
| Europe                  | 1,019,999        | 728                     | 1,401                   |
| Africa                  | 22,637           | 840                     | 27                      |
| North America           | 602,893          | 310                     | 1,945                   |
| South & Central America | 61,994           | 560                     | 111                     |
|                         | <u>1,962,262</u> | <u>6,228</u>            | <u>315</u>              |



\*Source: ABN-AMRO Global Slot Market Year ending December 2002

+ Asian machine number excludes Japan

^ Source: Nation Online, World Population [www.nationsonline.org](http://www.nationsonline.org)



# Company Strategy

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1. Increased volume and market share
2. Hold prices
3. Reduce costs of production
4. Reduce overheads

Q & A