



# Galaxy Gaming



## 2013 Q1 EARNINGS CALL

Robert Saucier, CEO

Gary Vecchiarelli, CFO

**Safe Harbor Statement:** The Private Securities Litigation Reform Act of 1995 provides a safe harbor for forward-looking statements made by us or on our behalf. Except for the historical information, this offering contains various forward-looking statements which represent our expectations or beliefs concerning future events, including the future levels of cash flow from operations. Management believes that all statements that express expectations and projections with respect to future matters; our ability to negotiate contracts having favorable terms; and the availability of capital resources; are forward-looking statements within the meaning of the Private Securities Litigation Reform Act. We caution that these forward-looking statements involve a number of risks and uncertainties and are subject to many variables which could impact our financial performance. These statements are made on the basis of management's views and assumptions, as of the time the statements are made, regarding future events and business performance. There can be no assurance, however, that management's expectations will necessarily come to pass. We will also be discussing certain financial measures such as adjusted EBITDA, which represents a non-GAAP financial measure.

# Opening Remarks

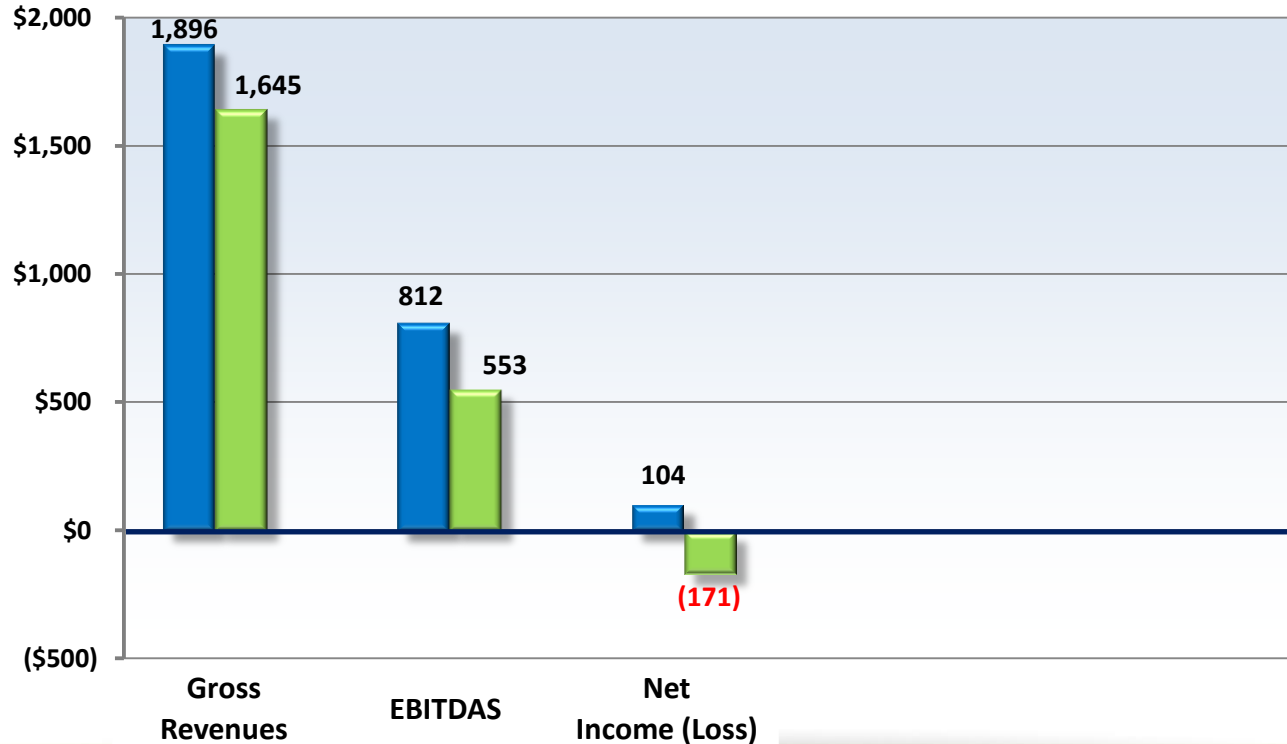
Robert Saucier, CEO

# Financial Results

## Gary Vecchiarelli, CFO

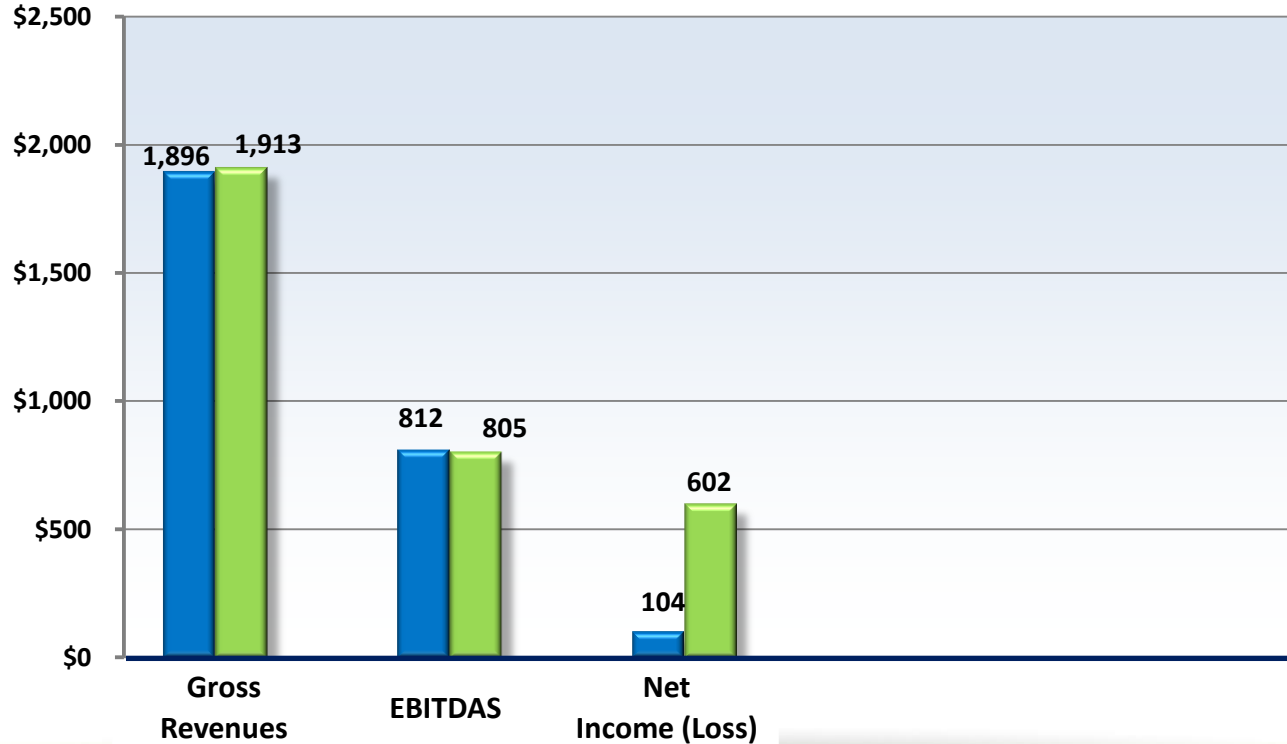
## Q1 2013 vs Q1 2012

(in thousands)



## Q1 2013 vs Q4 2012

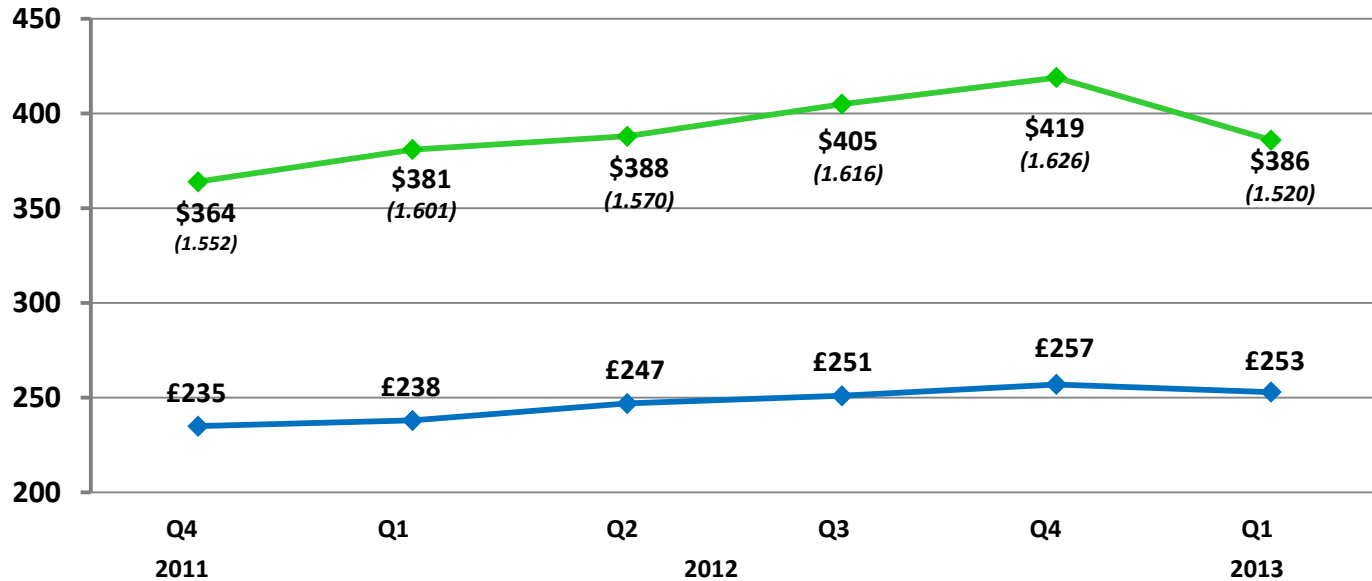
(in thousands)



## Quarterly Revenues in GBP vs USD

◆ GBP    ◆ USD

(in thousands)



## Performance Metrics

	As of March 31,			
	2012		2013	
	Units in Service	Average Quarterly Revenue	Units in Service	Average Quarterly Revenue
<b>Proprietary Table Games</b>				
Premium Games	440	\$1,304	469	\$1,188
Side Bets	2,501	\$360	2,875	\$395
Sub-Total	2,941	\$501	3,344	\$506
<b>Enhanced Table Systems</b>				
Bonus Jackpot System	103	\$658	91	\$975
MEGA-Share	11	\$280	22	\$909
Sub-Total	114	\$622	113	\$962
<b>e-Tables (Seats)</b>	40	\$2,077	50	\$1,761
<b>TOTAL</b>	<b>3,095</b>	<b>\$526</b>	<b>3,507</b>	<b>\$539</b>

## Performance Metrics

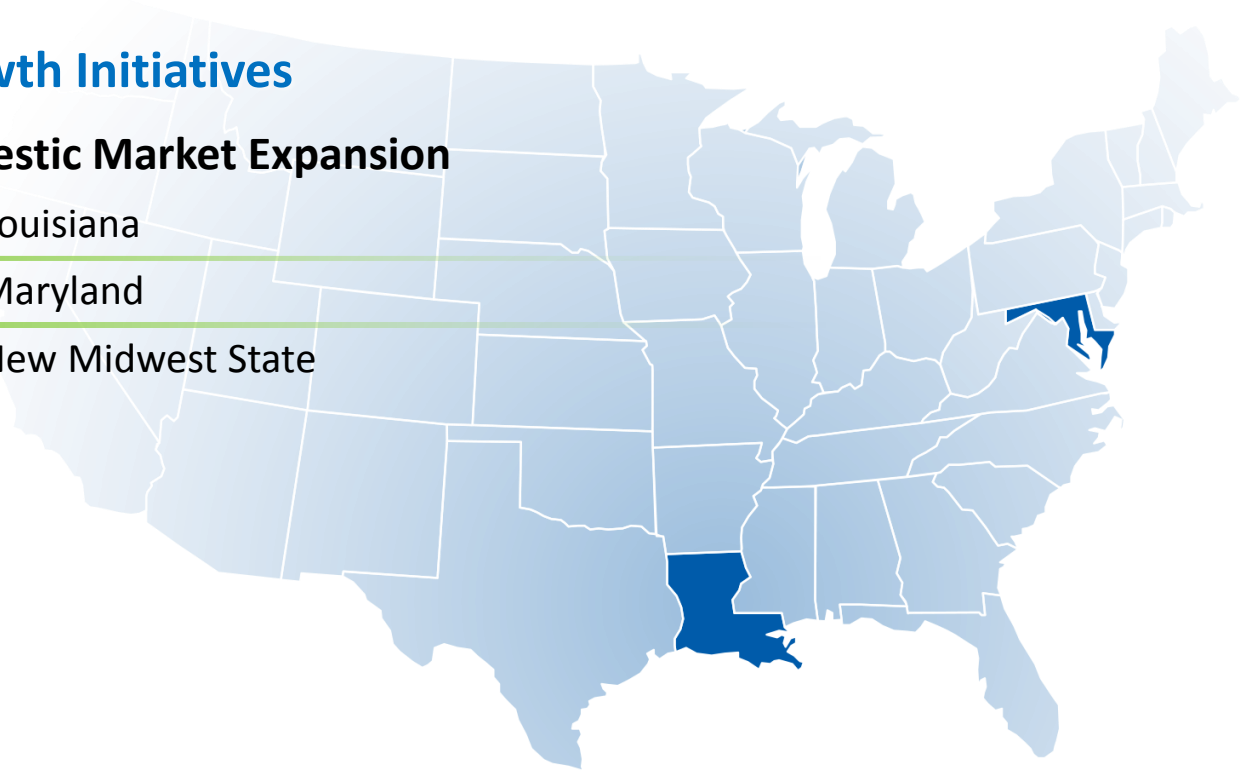
	COMPARISON – PRIOR QUARTER			
	Q4 - 2012		Q1 - 2013	
	Units in Service	Average Quarterly Revenue	Units in Service	Average Quarterly Revenue
<b>Proprietary Table Games</b>				
Premium Games	417	\$1,444	469	\$1,188
Side Bets	2,638	\$391	2,875	\$395
Sub-Total	3,055	\$535	3,344	\$506
<b>Enhanced Table Systems</b>				
Bonus Jackpot System	85	\$813	91	\$975
MEGA-Share	22	\$224	22	\$909
Sub-Total	107	\$692	113	\$962
<b>e-Tables (Seats)</b>	50	\$1,561	50	\$1,761
<b>TOTAL</b>	<b>3,212</b>	<b>\$556</b>	<b>3,507</b>	<b>\$539</b>



## Growth Initiatives

### Domestic Market Expansion

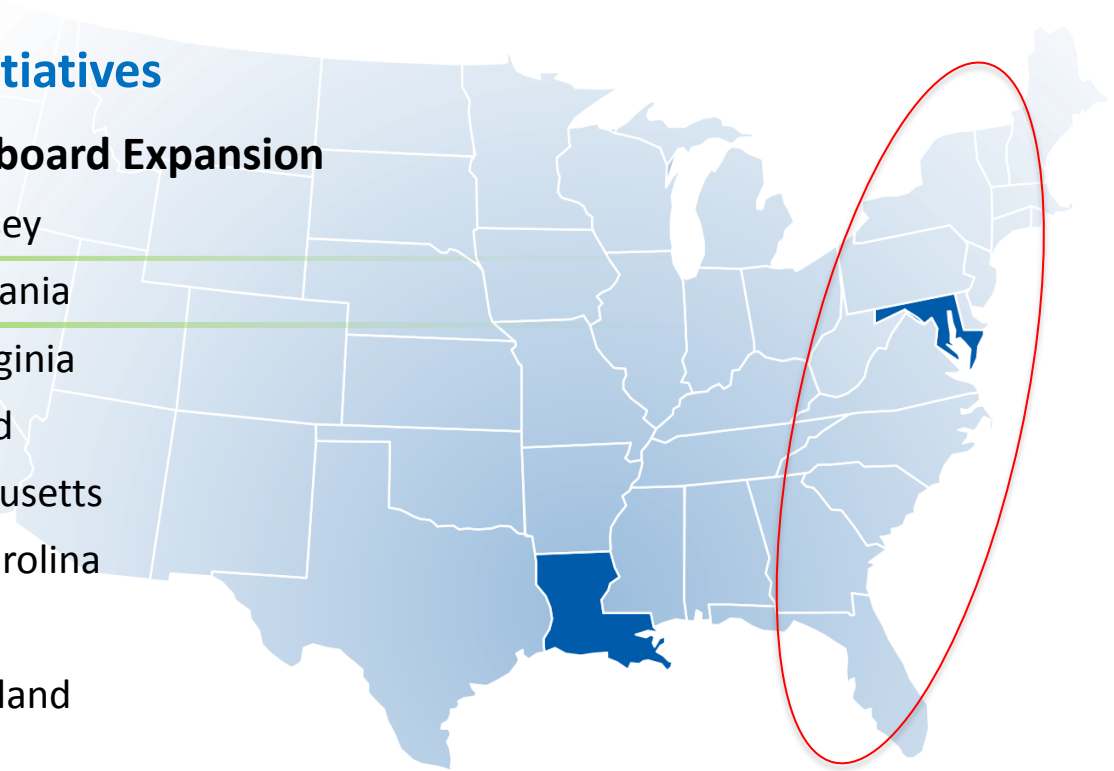
- Louisiana
- Maryland
- New Midwest State



## Growth Initiatives

### Eastern Seaboard Expansion

- New Jersey
- Pennsylvania
- West Virginia
- Maryland
- Massachusetts
- North Carolina
- Florida
- Rhode Island
- Maine



## Growth Initiatives

### Increased Foreign Market Share

- United Kingdom
- Europe
- Ireland (2014)



## Growth Initiatives

### Leverage “Bonus Jackpot System”

- “MEGA-Share” & “Share The Wealth”
- Inter Casino jackpot System / Galaxy Jackpot Promotions



## Growth Initiatives

### Product Development and Deployment

- Emperor's Challenge Upgrade
- New "Texas Hold'em" Game
- "High Card Flush"





**FEEL THE RUSH!**  
With...  
**HIGH CARD FLUSH**

LEARN TO PLAY OUR NEWEST TABLE GAME AT THE...

**AGUA CALIENTE**  
Casino • Resort • Spa  
RANCHO MIRAGE

FRIDAY, April 5th from 3 to 11 PM.  
Play 5 FREE hands of High Card Flush and be entered into a drawing for a chance to WIN \$50!

**5 FOR \$50**

\$50 Winner picked each hour from 6 to 10  
(Details at High Card Flush Promotional Tat)

**Galaxy Gaming** | GLXZ  
Las Vegas, NV | [www.galaxygaming.com](http://www.galaxygaming.com) | [fb: galaxygaminglv](https://fb.com/galaxygaminglv)




**FEEL THE RUSH!**  
With...  
**HIGH CARD FLUSH**

If you've entered in one of our hourly drawings, then stick around until the final drawing for our...

**5 FOR \$50**

**\$250 BONUS DRAWING!**




**FEEL THE RUSH!**  
With...  
**HIGH CARD FLUSH**

**HOW TO PLAY**

- ANTE WAGER** - Only mandatory wagers. Dealer, or if the Dealer elects quality.
- RAISE WAGER** - Raise wager or fold. Make it to 10 your Ante wager, depending on your bet size. (Dealer must qualify to win)
- FLUSH WAGER** - Calculate your Flush to the opposite for great odds.
- STRAIGHT FLUSH WAGER** - Straight Flush: The higher the better. The straight and Straight Flush wagers automatically pay even if the dealer has a higher hand.

[www.galaxygaming.com](http://www.galaxygaming.com) | [www.highcardflush.com](http://www.highcardflush.com)




**FEEL THE RUSH!**  
With...  
**HIGH CARD FLUSH**

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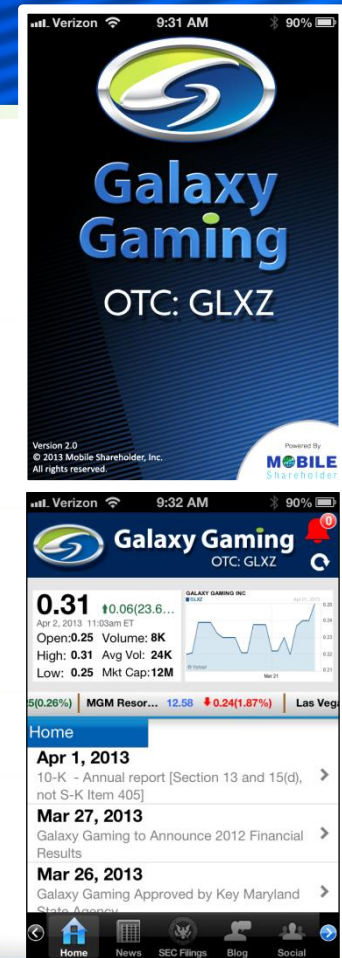
WINNER PICKED EACH HOUR!  
(Details at High Card Flush Promotional Tat)

Plus...  
**LIKE UP ON FACEBOOK AND WIN AN IPOD!!!**

**Galaxy Gaming** | GLXZ

## Investor Visibility and Liquidity

- Updated Galaxy Branding
- Upgrade Web Presence
  - Investor Information on Web Site
  - Social Media
- Galaxy Gaming Mobile App
  - iPhone / iPad: “Galaxy Gaming”
  - Android: “Galaxy Gaming Finance”
- Expand Presence at Investor Conferences
- Money Show



## Q & A