



**2015 Q2 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**

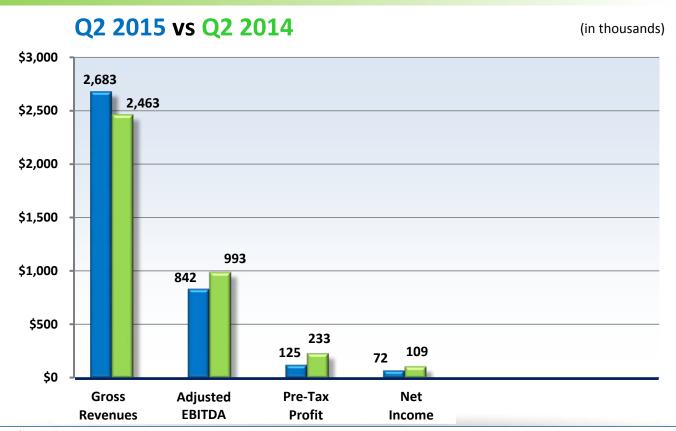
**Robert Saucier, CEO** 



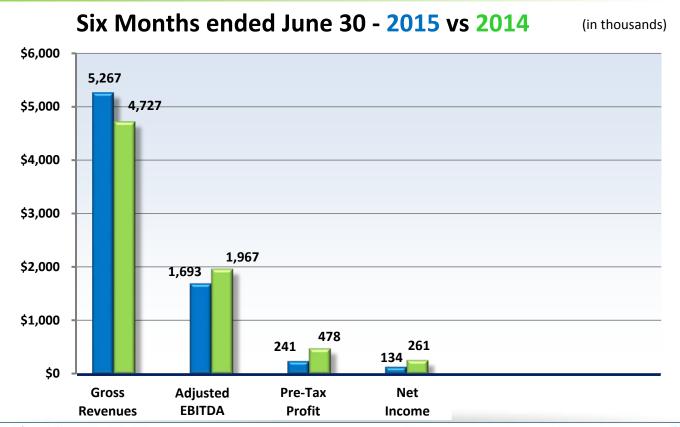
## **Financial Results**

**Gary Vecchiarelli, CFO** 

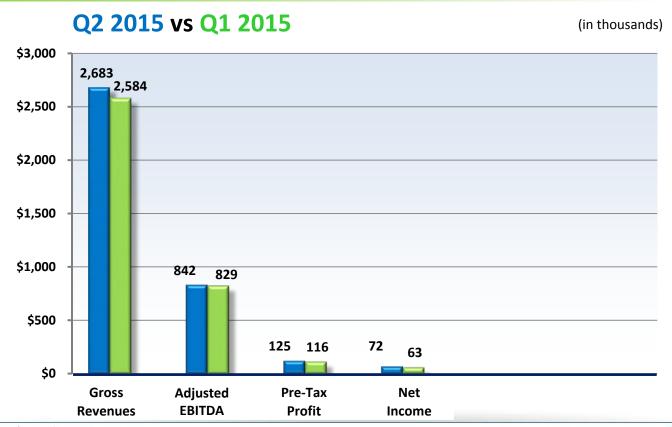






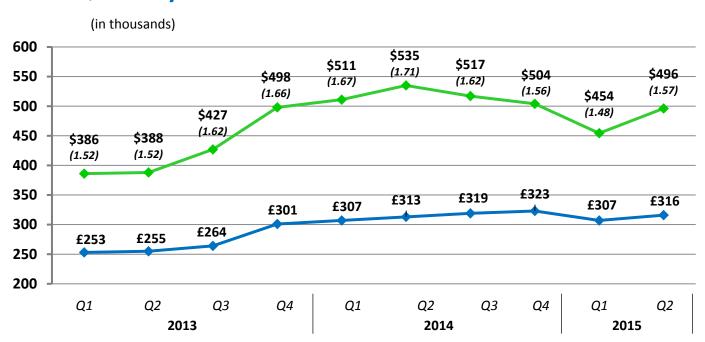








#### Quarterly Revenues in GBP vs USD → GBP → USD





#### **Performance Metrics**

		AS OF JUNE 30,				
		2014		2015		
		Units in Service	Average Quarterly Revenue	Units in Service	Average Quarterly Revenue	
Proprietary Table Games						
	Premium Games	457	\$1,359	478	\$1,462	
	Side Bets	3,629	\$447	4,160	\$424	
	Sub-Total	4,086	\$549	4,638	\$531	
Enhanced Table Systems						
	Bonus Jackpot System	87	\$989	100	\$982	
	MEGA-Share	19	\$540	15	\$663	
	Sub-Total	106	\$908	115	\$940	
e-Tables (Seats)		40	\$2,449	26	\$2,656	
	TOTAL	4,232	\$576	4,779	\$552	



#### **Performance Metrics**

		RECENT 6 MONTH COMPARISON					
		Q4 - 2014		Q2 - 2015			
		Units in Service	Average Quarterly Revenue	Units in Service	Average Quarterly Revenue		
Proprietary Table Games							
	Premium Games	456	\$1,349	478	\$1,462		
	Side Bets	4,125	\$397	4,160	\$424		
	Sub-Total	4,581	\$492	4,638	\$531		
Enhanced Table Systems							
	Bonus Jackpot System	102	\$859	100	\$982		
	MEGA-Share	18	\$578	15	\$663		
	Sub-Total	120	\$817	115	\$940		
e-Tables (Seats)		19	\$4,585	26	\$2,656		
	TOTAL	4,720	\$517	4,779	\$552		



#### **Expanded Digital Presence**







#### **Expanded Digital Presence** (cont'd)





@GalaxyGamingLV



# Future Growth Opportunities

**Robert Saucier, CEO** 



SpectrumVision revenues in Q3



- SpectrumVision revenues in Q3
- New pricing strategies rolling out expected to increase market share



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- Additional BJS & MS installations overseas



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- Real-time progressive will be accretive to premium game counts
- New products & related approvals will increase game counts
- Licensure in California, Nevada & Ohio will open up revenue opportunities



# **Q&A**