



# H1FY19 Results Announcement

Ainsworth Game Technology Limited

[www.agtslots.com.au](http://www.agtslots.com.au)

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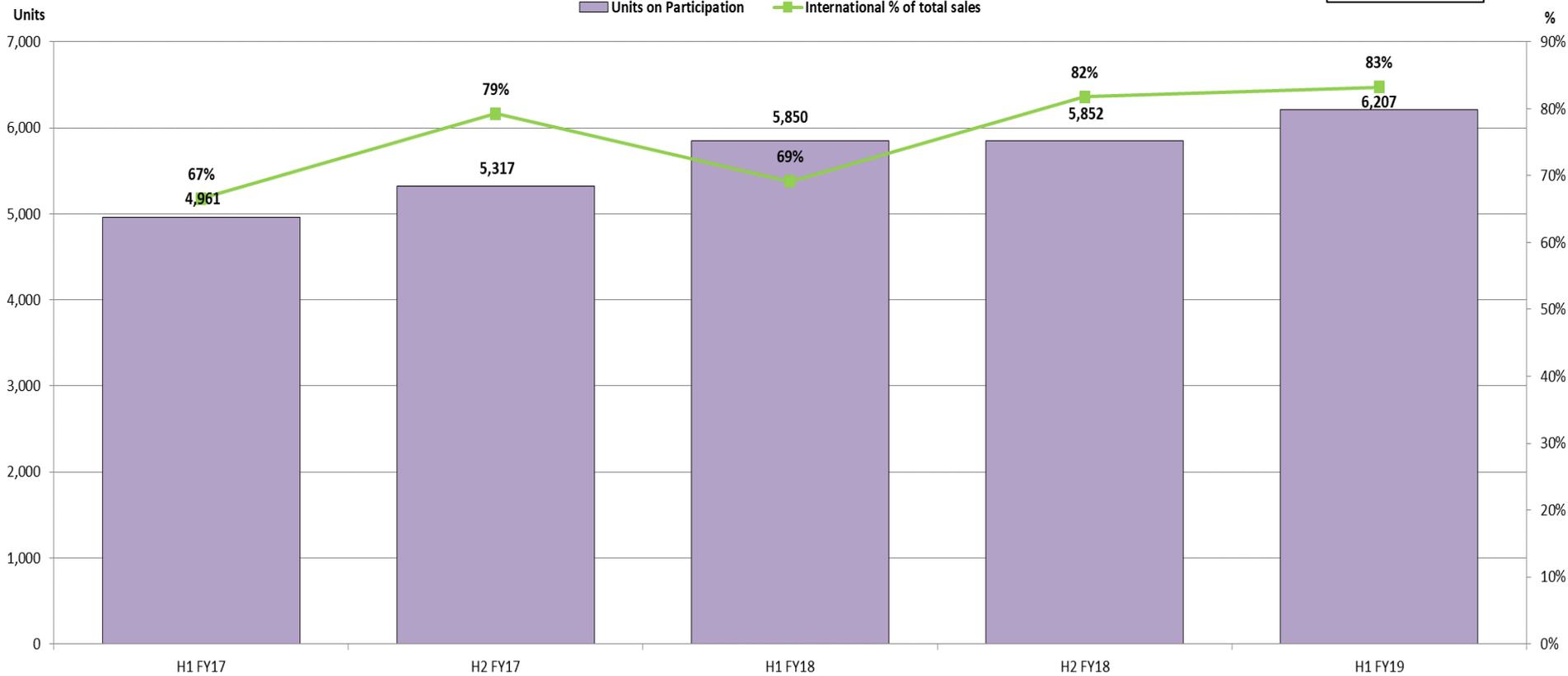
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# Continued execution of a clear strategy: Grow international revenues and higher quality earnings

**CAGR  
6%**



## 1. Results Highlights

2. Consolidated Results
3. Segment Results - Americas
4. Segment Results - Australia
5. Segment Results - Rest of the World
6. Gaming Products
7. Regulatory Update
8. Online
9. Outlook

H1FY19 Results in line with expectations:

- Total sales revenue of \$118.0m, decrease of 2% on pcp
- Profit before tax (excluding currency impacts) is \$8.9m, 45% decrease on pcp
- EPS up to 3.6 cents (pcp: 2.4 cents)

Continued growth in international businesses:

- International revenue \$98.3m, +18%, 83% of total
- North America revenues +40%, profit +47%
- Latin America revenues -2%, profit +1%

New product suite set to reenergise domestic performance:

- Disappointing AU performance with continuing competitive challenges. Revenue -47%, \$2m profit
- New product suite to be launched in H2, early encouraging customer responses

Further improvement in quality of earnings:

- 6,207 units on participation, 6% increase on FY18

Momentum into H2FY19 - expect growth in profitability versus H1 driven by the release of new games. This is expected to assist in increasing unit volume across most regions.

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2. Consolidated Results

3. Segment Results - Americas

4. Segment Results - Australia

5. Segment Results - Rest of the World

6. Gaming Products

7. Regulatory Update

8. Online

9. Outlook

# Profit & Loss Summary

- Profit before tax (excluding currency impacts) is \$8.9m, 45% decrease on pcp
- International sales growth +18% v pcp. International sales account for 83% of group revenues
- Excellent contribution from North America, profit +47%, with consistent strong performance in Latin America, profit +1%
- 26% decline in domestic revenue compared to H2FY18
- Gross Profit increased by 3%
- Pre tax contributions from currency gains in H1FY19, \$5.8m v currency loss of \$4.4m in H1FY18

A\$m	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change (%)
Domestic revenue	19.7	37.1	(47%)
International revenue	98.3	83.2	18%
<b>Total revenue</b>	<b>118.0</b>	<b>120.3</b>	<b>(2%)</b>
Gross profit	71.4	69.2	3%
<b>EBITDA</b>	<b>29.7</b>	<b>24.6</b>	<b>21%</b>
EBITDA Margin %	<b>25%</b>	<b>20%</b>	<b>5%</b>
PBT	14.7	11.8	25%
Income tax expense	(2.6)	(2.1)	(24%)
<b>NPAT</b>	<b>12.1</b>	<b>9.7</b>	<b>25%</b>
R&D (% of revenue)	16%	14%	2%
EPS (diluted) (A\$)	0.04	0.02	<b>100%</b>
DPS (A\$)	-	0.02	(100%)

## Results Adjusted for Currency (Gain) / Loss

A\$m	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change (%)
PBT	14.7	11.8	25%
Currency (gain) / loss (before tax)	(5.8)	4.4	232%
<b>Adjusted PBT</b>	<b>8.9</b>	<b>16.2</b>	<b>(45%)</b>
NPAT	12.1	9.7	25%
Currency (gain) / loss (after tax) <sup>(1)</sup>	(4.9)	3.9	226%
<b>Adjusted NPAT</b>	<b>7.2</b>	<b>13.6</b>	<b>(47%)</b>
<b>Adjusted EPS (diluted) (A\$)</b>	<b>0.02</b>	<b>0.04</b>	<b>(50%)</b>

<sup>(1)</sup> No tax effect on \$2.9m currency gain in H1FY19 (H1FY18: \$3.1m currency loss)

Calculation of currency (gain)/ loss after tax: H1FY19:  $(\$2.9m + (\$2.9m \times 0.7) = \$4.9m \text{ gain})$ , H1FY18:  $(\$3.1m + (\$1.2m \times 0.7) = \$3.9m \text{ loss})$ . These currency (gain)/ loss relate to balance sheet translation originated from investment in the Americas.

## Reconciliation – Profit before Tax to EBITDA

A\$m	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change %
<b>Reconciliation:</b>			
<b>Profit before tax</b>	<b>14.7</b>	<b>11.8</b>	<b>25%</b>
Net interest	(1.6)	(1.0)	60%
Depreciation and amortisation	16.6	13.8	20%
<b>Reported EBITDA</b>	<b>29.7</b>	<b>24.6</b>	<b>21%</b>
Foreign currency (gain) / loss	(5.8)	4.4	232%
Impairment losses	-	0.4	(100%)
Gain on sale of land	-	(2.5)	(100%)
<b>Underlying EBITDA</b>	<b>23.9</b>	<b>26.9</b>	<b>(11%)</b>

## Operating Costs

	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change %
Sales, service and marketing ('SSM')	32.3	29.6	9%
R&D	19.1	16.5	16%
Administration	12.8	9.8	31%
<b>Total Operating costs</b>	<b>64.2</b>	<b>55.9</b>	<b>15%</b>

- Increase in SSM expenses primarily due to:
  - Additional depreciation expense due to increase in machines placed under participation and lease
  - Increase in product and brand marketing costs
  - Adverse forex translation impact - \$1.7m
- Increase in R&D expenses is primarily due to:
  - Increase in license fees
  - Decrease in capitalised development costs
  - Increase in amortisation costs as a result of commercialisation of previously capitalised projects
  - Adverse forex translation impact - \$0.4m
- Increase in Administration expenses is primarily due to:
  - \$2.4m reversal of previously recognised Long Term Incentive (LTI) payment expense amortisation in H1FY18
  - Adverse forex translation impact - \$0.4m

# Staff Headcount

## Australia and Rest of the World

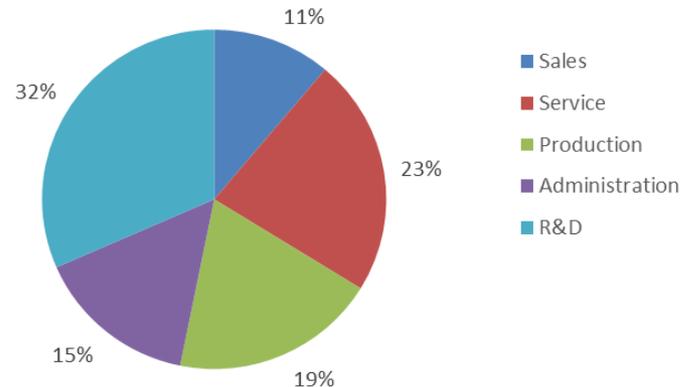
# Staff	H1 FY19	H1 FY18
Sales	34	37
Service	79	79
Production	33	44
Administration	40	41
R&D	136	130
<b>Total Staff Numbers - Australia &amp; Rest of the World</b>	<b>322</b>	<b>331</b>

## Americas

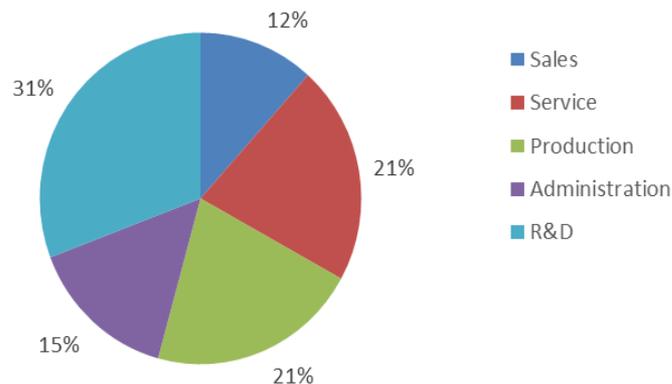
# Staff	H1 FY19	H1 FY18
Sales	31	30
Service	53	44
Production	80	78
Administration	49	45
R&D	48	47
<b>Total Staff Numbers - North and Latin America</b>	<b>261</b>	<b>244</b>

	H1 FY19	H1 FY18
<b>Total Staff Numbers Consolidated AGT</b>	<b>583</b>	<b>575</b>

Total breakdown of workforce by role - H1 FY19



Total breakdown of workforce by role - H1 FY18



# Net Profit Bridge

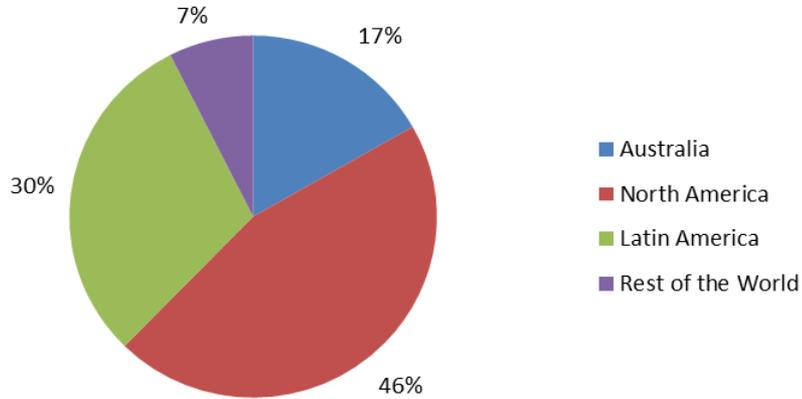


(1) No tax effect on \$2.9m currency gain in H1FY19 (H1FY18: \$3.1m currency loss)

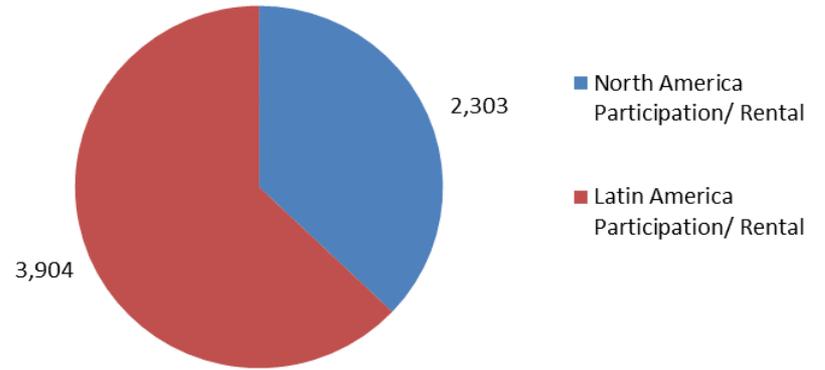
Calculation of currency (gain)/ loss after tax: H1FY19:  $(\$2.9m + (\$2.9m \times 0.7)) = \$4.9m$  gain), H1FY18:  $(\$3.1m + (\$1.2m \times 0.7)) = \$3.9m$  loss). These currency (gain)/ loss relate to balance sheet translation originated from investment in the Americas.

- \$4.5m decrease in COGS due to reduction in unit sales
- \$10.2m increase in forex represents a foreign currency gain of \$5.8m (versus a currency loss pcp of \$4.4m pcp)
- \$7.2m currency adjusted PAT in H1 FY19 (versus \$13.6m pcp). Excludes \$4.9m after tax currency gain (versus \$3.9m currency loss pcp) <sup>(1)</sup>

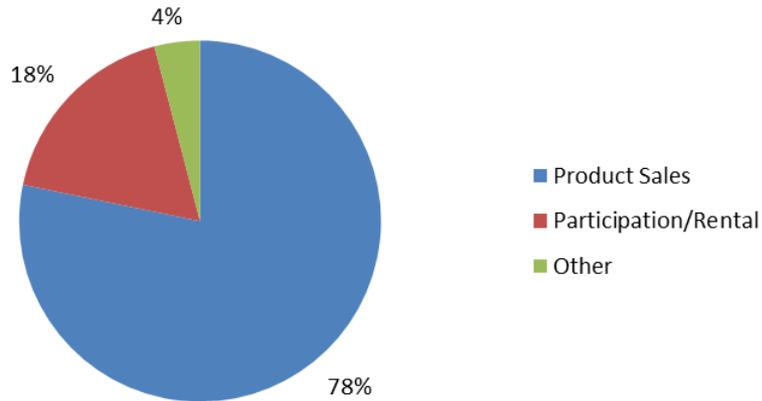
## Revenue Breakdown by Geography



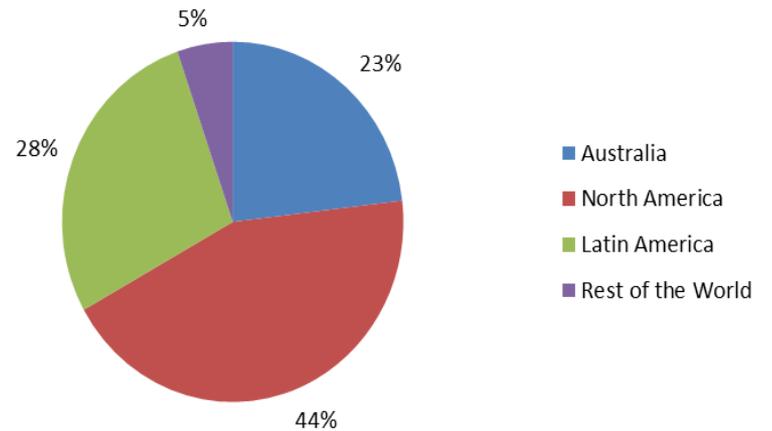
## Americas Game Operations - Installed Base



## Revenue Breakdown by Product Type



## EBITDA Breakdown



# Balance Sheet

- Strong balance sheet to self fund growth strategies
- Receivables totalled to \$153.0m (FY18: \$192.8m) as a result of decrease in sales revenue and payment of CDI sales in September 2018
- Increase in non-current assets as a result of increased machines placed under gaming operations
- Loan payment of USD8.0m in this half resulting in net Debt at Dec 18 (\$12.9m)

A\$m	31-Dec-18	30-Jun-18
Cash	51.7	35.7
Receivables	116.8	153.5
Other Current Assets	90.7	84.8
<b>Total Current Assets</b>	<b>259.2</b>	<b>274.0</b>
Non-Current Receivables	36.2	39.3
Deferred Tax Assets	6.1	5.0
Other Non-Current Assets	196.3	188.0
<b>Total Non-Current Assets</b>	<b>238.6</b>	<b>232.3</b>
Payables	24.8	37.5
Loans and borrowings	10.8	0.2
Current Tax Liability	1.5	4.1
Other Current Liabilities	9.7	10.6
<b>Total Current Liabilities</b>	<b>46.8</b>	<b>52.4</b>
Loans and borrowings	53.8	71.7
Employee Benefits	0.6	0.6
Deferred Tax Liabilities	2.6	2.8
<b>Total Non-Current Liabilities</b>	<b>57.0</b>	<b>75.1</b>
Share Capital	207.7	203.0
Other Equity	186.3	175.8
<b>Total Equity</b>	<b>394.0</b>	<b>378.8</b>

## Balance Sheet Ratios

Financial covenants ratios	CY18
Interest cover ratio - (EBITDA/Interest Expense)	37.26
Gearing Ratio - (Debt)/(Debt + Equity)	14.09%
Leverage Ratio - (Debt/EBITDA)	0.88

Debt ratios	31/12/2018	30/06/2018
Debt ratio (Total Liabilities/Total Assets)	20.85%	25.19%
Debt to Equity ratio (Total Liabilities/Total Equity)	26.35%	33.67%
Cash Flow to Debt ratio (Cash Flow from Operations/Total Liabilities)	29.67%	14.40%

# Cashflow Statement

- Net cash from operating activities is \$30.8m, resulting from improved working capital management
- Solid closing cash balance of \$51.7m despite loan and dividend payments
- Loan repayment of USD8.0m during this half

A\$m	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change
<b>Net cash from operating activities</b>	<b>30.8</b>	<b>6.9</b>	<b>23.9</b>
Interest received	2.7	1.7	1.0
Proceeds from sale of PPE	-	4.6	(4.6)
Acquisitions of PPE	(3.0)	(6.1)	3.1
Development expenditure	(1.6)	(2.8)	1.2
<b>Net cash used in investing activities</b>	<b>(1.9)</b>	<b>(2.6)</b>	<b>0.7</b>
Proceeds from borrowings	-	3.1	(3.1)
Proceeds from finance leases	0.7	0.6	0.1
Payment of finance lease liabilities	(0.2)	(0.2)	-
Repayment of borrowings	(11.3)	-	(11.3)
Dividend paid	(3.6)	-	(3.6)
<b>Net cash (used in) / from financing activities</b>	<b>(14.4)</b>	<b>3.5</b>	<b>(17.9)</b>
Net increase in cash and cash equivalents	14.5	7.8	6.7
Cash and cash equivalents at 1 July	35.7	21.1	14.6
Effect of exchange rate fluctuations on cash held	1.5	(0.2)	1.7
<b>Cash and cash equivalents at 31 December</b>	<b>51.7</b>	<b>28.7</b>	<b>23.0</b>

1. Results Highlights
2. Consolidated Results
3. Segment Results - Americas
4. Segment Results - Australia
5. Segment Results - Rest of the World
6. Gaming Products
7. Regulatory Update
8. Online
9. Outlook

## Segment Results – North America

North America – excellent market position:

- Significant growth is due to increased sales of the Quick Spin Product family on the A640 Cabinet
- Unit growth mainly contributed from Florida and Nevada
- 47% increase in segment profit due to product mix, focus on spend and overhead containment
- The decline in Gaming Operations install base as customers prefer to purchase top performing titles and reduce non performing titles for optimal floor mix
- Maintained stronger ASP in a very competitive market

A\$m	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change (%)
<b>Revenue</b>	<b>53.8</b>	<b>38.3</b>	<b>40%</b>
<b>Segment Profit</b>	<b>21.6</b>	<b>14.7</b>	<b>47%</b>
Segment Profit (%)	40%	38%	2%
Unit Volume (no.)	1,342	971	38%
ASP (US\$'000's) *	17.8	17.3	3%
Game Operations – Installed Base	2,303	2,997	(23%)
<b>Ave per Day (US\$)</b>	<b>26</b>	<b>25</b>	<b>4%</b>

\*Excludes distributor sales, reworks and on-charges

## Top Performing Brands

- All brands listed are performing above house average



**BLACK  
BEAR**



**PAC-MAN  
WILD  
EXPAN**



**SUPER  
CHARGED 7**



**FIRE  
STRIKE**



*Double*  
**DRAGONS**



**RHINO  
RUMBLE 2**



*Fortune*  
**OX**



**DOLLAR  
ACTION**



**MULTI  
WIN 7**



**THUNDER  
CASH**



**THE  
ENFORCER**



*Eagle*  
**BUCKS**



**RUMBLE  
RUMBLE  
BISON**



**WING  
WARRIOR**



**BEAR**



*Snake*

## Segment Results – Latin America

Latin America – consistent strong performance:

- Continued delivery of strong and stable results in a challenging environment
- Mexico remains an important market with continual market share increases and robust results
- Maintained sound profitability throughout the region
- Substantial growth in Gaming Operations with a decline in yield due to convert to sale of higher performing products

A\$m	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change (%)
<b>Revenue</b>	<b>35.7</b>	<b>36.6</b>	<b>(2%)</b>
<b>Segment Profit</b>	<b>13.3</b>	<b>13.2</b>	<b>1%</b>
Segment Profit (%)	37%	36%	1%
Unit Volume (no.)	1,391	1,552	(10%)
ASP (US\$'000's) *	16.3	16.3	-
Game Operations – Installed Base	3,904	2,853	37%
<b>Ave per Day (US\$)</b>	<b>12</b>	<b>15</b>	<b>(20%)</b>

\*Excludes distributor sales, reworks and on-charges

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1. Results Highlights
2. Consolidated Results
3. Segment Results - Americas
- 4. Segment Results - Australia**
5. Segment Results - Rest of the World
6. Gaming Products
7. Regulatory Update
8. Online
9. Outlook

## Segment Results - Australia

- New product launches expected to reenergise performance
- Disappointing results with reduced ASP due to challenging market conditions
- Continuous challenging period for volume and revenue growth due to challenging market conditions
- Decrease in segment profit attributable from fixed overhead and trade out of older style cabinets
- Transitioning to new product suites such as Loaded with Loot and Crazy Jackpot which will be launched in April 2019

A\$m	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change (%)
<b>Revenue</b>	<b>19.7</b>	<b>37.1</b>	<b>(47%)</b>
<b>Segment Profit</b>	<b>2.0</b>	<b>10.2</b>	<b>(80%)</b>
Segment Profit (%)	10%	28%	(18%)
Unit Volume (no.)	545	1,244	(56%)
ASP (ex rebuilds) (\$A'000's)	22.8	24.2	(6%)
<b>Service Revenue</b>	<b>4.4</b>	<b>3.7</b>	<b>19%</b>

1. Results Highlights
2. Consolidated Results
3. Segment Results - Americas
4. Segment Results - Australia
5. Segment Results - Rest of the World
6. Gaming Products
7. Regulatory Update
8. Online
9. Outlook

## Segment Results – Rest of the World

- Revenue increased by 6%, mainly contributed by kit sales to Novomatic, generating revenue of \$2.3m
- Online contributed \$2.7m in revenue, similar to PCP
- Revenue increase in Asia of \$0.7m and decline in New Zealand of \$1.2m

A\$m	6 months to 31-Dec-2018	6 months to 31-Dec-2017	Change (%)
<b>Revenue</b>	<b>8.8</b>	<b>8.3</b>	<b>6%</b>
<b>Segment Profit</b>	<b>5.0</b>	<b>5.2</b>	<b>(4%)</b>
Segment Profit (%)	57%	63%	(6%)
Unit Volume (no.)*	409	353	16%

\*Unit volume include Kits to Europe (Novomatic)

1. Results Highlights
2. Consolidated Results
3. Segment Results - Americas
4. Segment Results - Australia
5. Segment Results - Rest of the World
- 6. Gaming Products**
7. Regulatory Update
8. Online
9. Outlook

# Gaming Products – H1FY19 Key Highlights

- Delivered a diverse range of new approved games to key markets
- Continued success and roll out of new Quick Spin titles
- Strong approvals and roll out of new game titles in Golden, Crazy Jackpots, Mad Millions, Super Wins and Kanga Cash series

**QUICK  
SPIN**

**KANGA  
CASH**

**MAD  
millions**

**GOLDENLINK**

**SUPER  
WINS**

**CRAZY JACKPOTS**



Continue executing on our global game strategy to:

- Continue development of new licensed games across Class II and Class III with launch of Pac-Man Link and Galaga
- Release a broad range of new innovative Class III proprietary Brands across the EVO and A640 cabinets including;
  - Loaded with Loot
  - Lucky Break
- Launch of new games in Multiplay segment with titles including Triple Action Dragons and Multiplay Super Charge 7's
- Continue to release new innovative proprietary and licensed games into Class II leveraging off Class III titles

The logo for the game Galaga, featuring the word "Galaga" in a stylized, green, cursive font with a red outline and a small trademark symbol.The logo for the game Pac-Man Link, featuring the words "PAC-MAN" in a yellow, blocky font with a red outline and "LINK" in a blue, blocky font with a white outline, all enclosed in a blue and red border.The logo for the game Loaded With Loot, featuring the words "LOADED With" in a blue, cursive font and "LOOT" in a large, yellow, blocky font with a blue outline.The logo for the game Lucky Break, featuring the words "LUCKY BREAK" in a yellow, blocky font with a green outline, set against a green and yellow background.

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2. Consolidated Results
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- 7. Regulatory Update**
8. Online
9. Outlook

### **Continuing strategy to deliver new jurisdictions based on detailed market assessment of commercial opportunities**

From 1 July 2018 to current, the AGT group secured a new gaming license in Quebec (Canada) and additional tribal gaming licenses in the key commercial markets – California, Iowa and Washington.

In December 2018, AGT was approved by the Federal Gaming Board (Switzerland) as an important partner of Novomatic.

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2. Consolidated Results
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6. Gaming Products
7. Regulatory Update
8. Online
9. Outlook

Ainsworth Game Technology has strengthened its portfolio in the online and mobile segments in both regulated real money gaming and social casinos.

Ainsworth currently provides our online players the same high-quality games and features as offered in our land-based products all wrapped up in a seamless mobile experience.

This has been accomplished via the development of our HTML5 remote gaming server (RGS) technology which provides Ainsworth games being made available on all desktop PC's, Apple iOS and Android devices.

Our main strategy has been to enter into content partnerships with leading licensed casino operators and platform providers in regulated real money gaming territories along with social casinos with an established database of players.



## Real Money Gaming

### EUROPE

- We have 56 approved and certified games throughout Europe via the Ainsworth (RGS) remote gaming servers
- Over 30 new Ainsworth game titles are currently in development for 2019
- Ainsworth currently supplies game content to 351 online casino operators through our integration partners Isoftbet, Microgaming, NYX and Gameiom

### USA

- Ainsworth has signed an exclusive content partnership with GVC and MGM resorts in New Jersey
- 20 games are currently undergoing final certification with New Jersey's Division of Gaming Enforcement (DGE)
- Ainsworth is currently in discussions for content partnership agreements in Pennsylvania with all of the major online operators

## Social Casino

- Ainsworth and Greentube are expanding our content partnership with the development of Ainsworth content for Sydney's Star social casino which utilises the Greentube Pro white label platform
- Ainsworth will be releasing new content with our social casino partners Zynga and MyVegas.com along with innovative content available on our own social casino app Players Paradise Slots



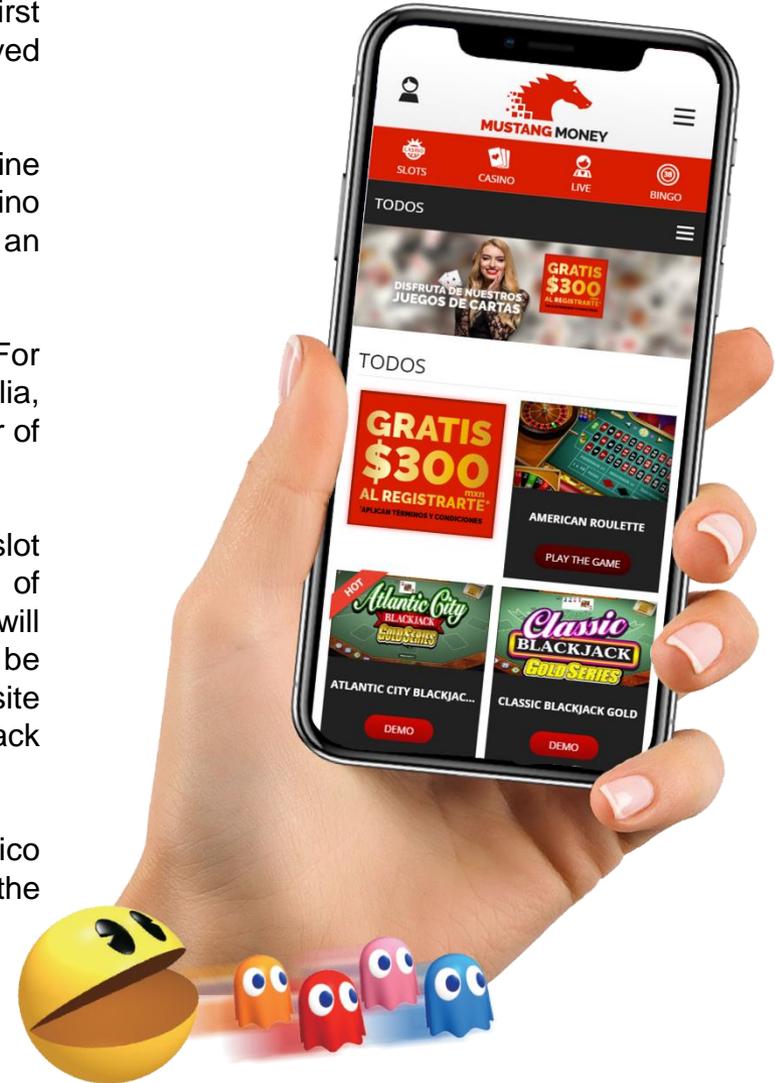
On February 5th 2019, Ainsworth Game Technology launched its first real money online casino. The casino, MustangMoney.Mx can be played throughout the Mexican regulated gaming market.

The Mustang Money casino marks Ainsworth's first venture into online casino operations in Mexico and is a major milestone in the casino industry with Ainsworth being the first slots manufacturer to launch an online casino in Mexico and Latin America.

Ainsworth aims to have the best offering of casino content available. For the first time a library of Ainsworth game titles developed from Australia, Latin America and North America will all be available under the banner of Mustang Money.

As well as homegrown games, Ainsworth will partner with other slot manufacturers to offer Mustang Money players a wide selection of games from top performing content developers. Mustang Money will provide an impressive library of innovative casino titles that will be continually updated to feature the industries' hottest releases. The site also includes a variety of exciting table games, bingo, keno, blackjack and video poker.

Ainsworth is committed to leading the online gaming market in Mexico and has invested substantial resources to increase its presence in the region through innovation and client service.



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7. Regulatory Update
8. Online
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- 1HFY19 results delivered in line with expectations; Profit before tax (excluding currency impacts) of \$8.9m
- Consistent execution of clear strategies to increase international footprint, invest in technology and grow higher quality revenues
  - International sales now account for 83% of group total
  - New product suite to be launched in Australia for H2, set to reenergise performance
  - Participation fleet, +6% with 6,207 machines generating high quality recurring revenues
- Momentum into H2FY19 - expect growth in profitability versus H1 driven by the release of new games. This is expected to assist in increasing unit volume across most regions.



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