



FY15 Results Presentation

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FY15 Results Overview



- Revenue of \$51.6 million, up 26%
- NPBT \$6.1 million, up 67% (above guidance:\$5.5- \$5.8 million)
- NPAT \$8.9 million, up 207%
- Recurring Revenues increased by 19% to \$25.7 million
- System Sales Revenues increased by 76% to \$24.3 million
- Debt reduced by 64% to \$897,000. Gearing Ratio 1.45 (Debt to equity)

Continued growth in core business

- Expanded EGM network to 69,874 EGMs
 - Integration of Flexi-NET Acquisition
 - Successful entry and rollout commenced in Victoria
 - Expanded Presence in Hotel Market

Strong cash generation

- Operating cash flow up 48%, to \$5.36 million

Financial strength

- Borrowings reduced by 64% to \$0.9 million
- Debt to Equity ratio significantly improved to 1:45
- Dividend increased by 155%, to 14 cents per share

FY15 Financial Results



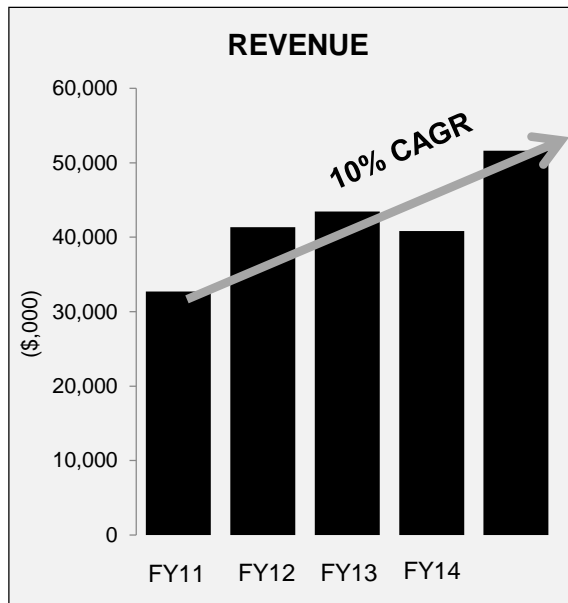
Strong result driven by growth in core systems business

Financial Highlights	FY14 (\$000)	FY15 (\$000)	Change on PCP
Revenue	40,817	51,608	↑ 26%
Gross margin	28,097	34,211	↑ 22%
EBITDA	7,177	10,554	↑ 47%
NPBT	3,624	6,056	↑ 67%
NPAT	2,909	8,932	↑ 207%
EPS (cents)	18.9c	51.11	↑ 169%

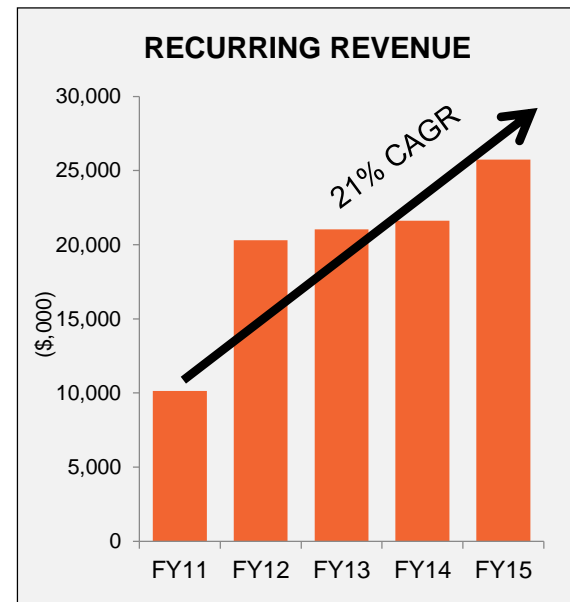
Segment Review FY15

Business Highlights	(\$000)	% +/-	
Revenue	51,608	↑	+26
Gaming Systems	24,330	↑	+76
Gaming Operations	25,746	↑	+19
Gaming Machines	892	↓	-81
Other	640	↓	-6

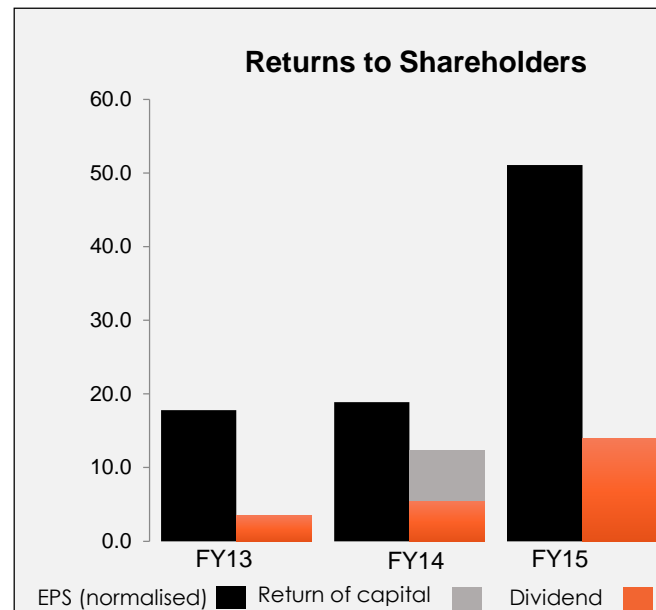
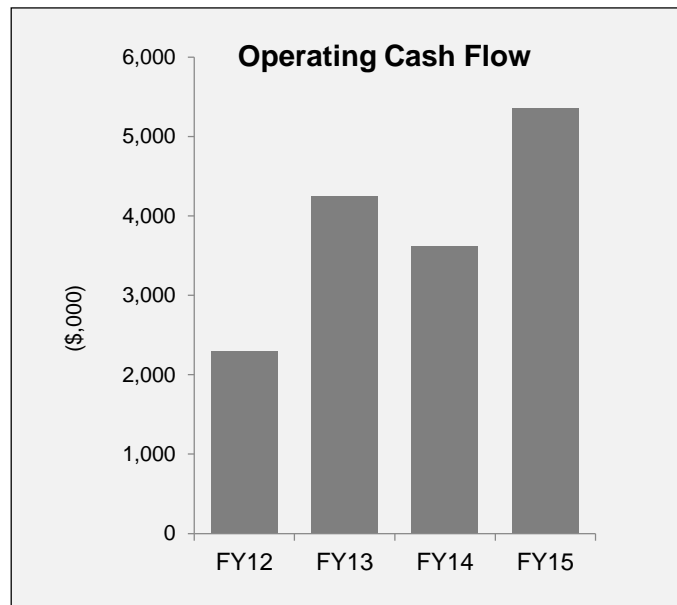
Strong growth momentum underpins growing returns to Shareholders



* Includes all revenues from discontinued businesses



Strong cash generation underpins growing returns to Shareholders



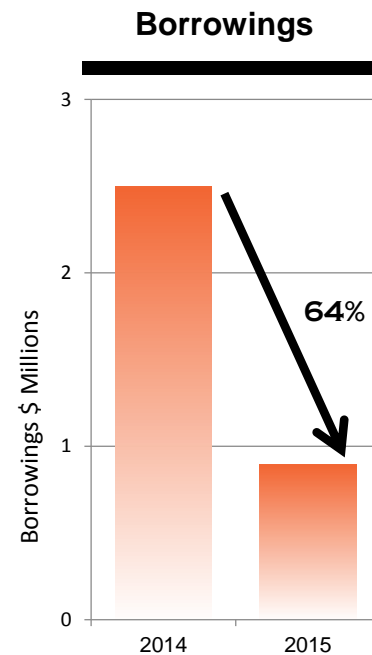
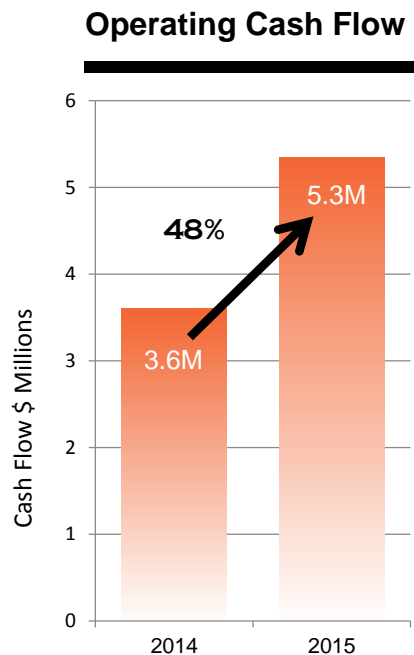
Balance Sheet Strength



Net Operating cash of \$5.3 million, increased by 48% as at 30 June 2015

	FY14 (\$M)	FY15 (\$M)	%+/-
Assets			
Current Assets	20.53	32.22	+56
Non-current Assets	19.26	23.56	+23
Total Assets	39.79	55.78	+40
Liabilities			
Current Liabilities	14.16	14.65	+3
Non-Current Liabilities	1.91	1.18	-38
Total Liabilities	16.07	15.83	-2
Net Assets	23.72	39.95	+69
Borrowings	2.49	0.90	-64

Strong growth in Operating Cash Flow enabled continued reduction in debt



Segment Review

1. Gaming Systems

Gaming Systems revenue is new sales revenue generated through:

- System sales to new venues
- System upgrades to existing venues
- Introduction of new system functionality to existing venues
 - CARD IT™
 - Pathway™ / Engage™
 - TRACE
 - TITO
 - Astute

2. Gaming Operations

Gaming Operations revenue is recurring revenue generated by the combination of:

- Odyssey Gaming
 - Central Monitoring Services
 - Machine maintenance & service
- eBET Gaming System
 - Hardware & Software Support
 - Technology licence fees

Ad hoc services & interfaces

3. Gaming Machines

eBET provided technical and logistic services for supply and installation of the WMS gaming machines in:

- NSW
- ACT
- South Australia
- Western Australia

Logistic services were provided on a fee for service basis. This contract is no longer current.



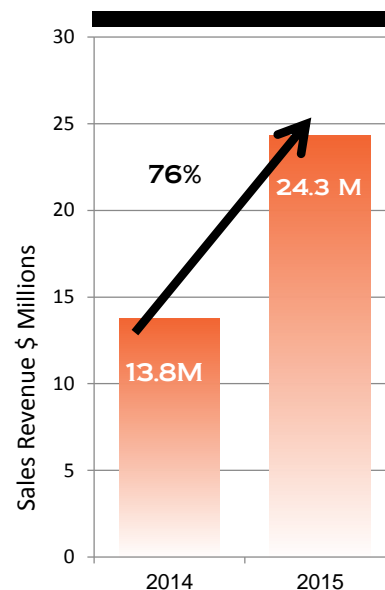
Gaming Systems

Gaming Systems



- Sales revenue up 76% to \$24.3 million
- Metropolis 135 new venues and upgraded in 55 venues
- 45% penetration of eBET's total EGM network
- CARD IT installed in 92 venues operating 6,170 EGMs
- Engage achieved significant growth in take-up with 5,495 EGMs being installed (and Victoria scheduled to install a further 1064 EGMs)
- Expanding range of value-added solutions
- Trace, a venue loyalty suite of applications, currently under trial

Gaming Systems Revenue



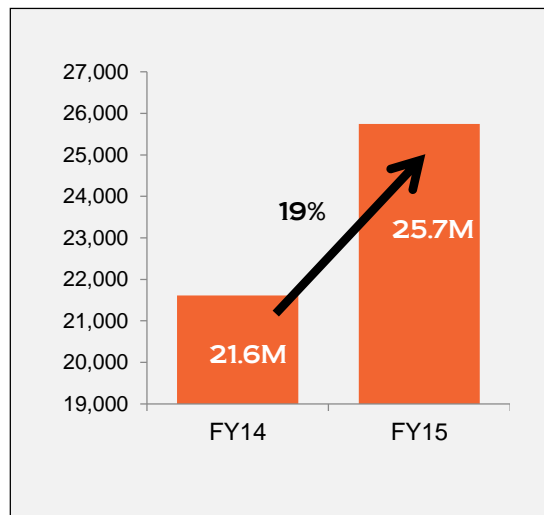
- Flexi-NET – outperformed compared to forecasts at time of acquisition
 - Successful integration of 84 venues (2 since upgraded to Metropolis), resulting in \$1.8M revenue
 - Strong customer retention program, with no customers being lost
- Victoria – revenue of \$5.9 million following installations at 66 of 102 venues
- Expanded presence in hotel market, with agreement and roll out completed for Redcape Hotel Group. Revenue of \$2.2 million, following installation of 23 Redcape venues



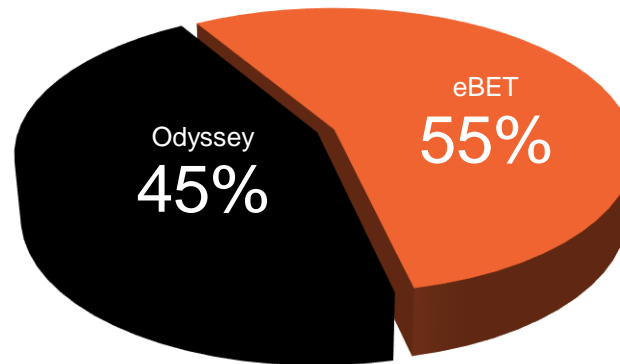
Gaming Operations

Strong growth in recurring revenue- increased by 19% to \$25.7 million

RECURRING REVENUE



eBET up 26.8% to \$14.3 million



Odyssey Gaming up 10.7% to \$11.4 million



- Growth delivered through expanded EGM network
- Revenue of \$14.3 million up by 26.8% compared to FY14
- Ongoing growth in Metropolis EGM network, up by 23% to 34,115 EGMs
- Increased uptake of value-added solutions:
 - CARDIT an additional 6,170 EGMs to 22,783 EGMs
 - Engage an additional 5,495 EGMs to 6,017 EGMs (with an additional 1,064 EGMs scheduled to be installed in Victoria)



- Continued growth in Queensland- based network
- Revenue of \$11.4 million, up by 10.7% compared to FY14
- Queensland footprint 17,098 EGMs (inclusive of 300 EGMs for Redcliffe leagues Club- now installed and operational)
- Success achieved through strategy of targeting larger venues
- CARDIT network an additional 517 EGMs to 3,961 EGMs

Gaming Machines

- Strategic decision made to exit low-margin business
- Business became sub-scale subsequent to agreed termination of WMS agreement
- FY15 revenue of \$892,000 down by 81% compared to FY14

Unrivalled Footprint

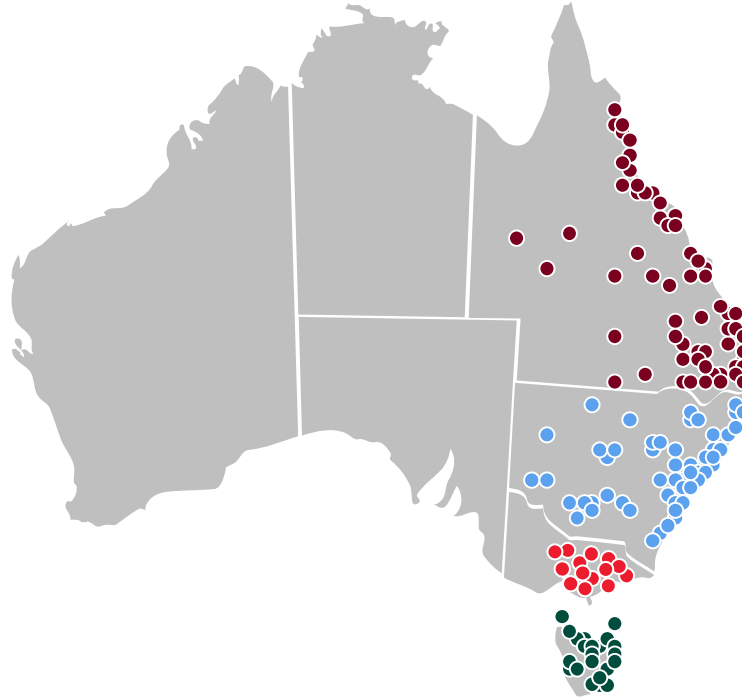


Expansion of EGM network to 69,874 EGMs

69,874

EGMs

* Includes EGMs connected to eBET Group Gaming and Monitoring Systems (and Astute BI stand alone Systems)



354 Venues
17,098 EGMs
QLD

564 Venues
41,939 EGMs
NSW

102 Venues
5,353 EGMs
VIC

167 Venues
3,526 EGMs
TAS

17 Venues
1,958 EGMs
INTERNATIONAL

¹ EGMs connected in QLD are CMS + in venue gaming systems combined

Ongoing growth momentum underpinned by strong financial position

- Flexi-NET acquisition – expect continued outperformance through progressive transition to Metropolis- based system
- Victoria – roll out progressing well and expected to be complete in Q1 FY16
- Ongoing growth in footprint through customer acquisition strategy targeting larger venues and hotel groups
- Metropolis
 - Ongoing take-up through new venues
 - Upgrade of legacy systems enabling access to value added solutions
- Value added solutions (CARD IT; Astute; Engage; TRACE)
 - Increasing penetration of Metropolis customer base
 - Continued expansion in range of offerings

Q&A



Thank You