



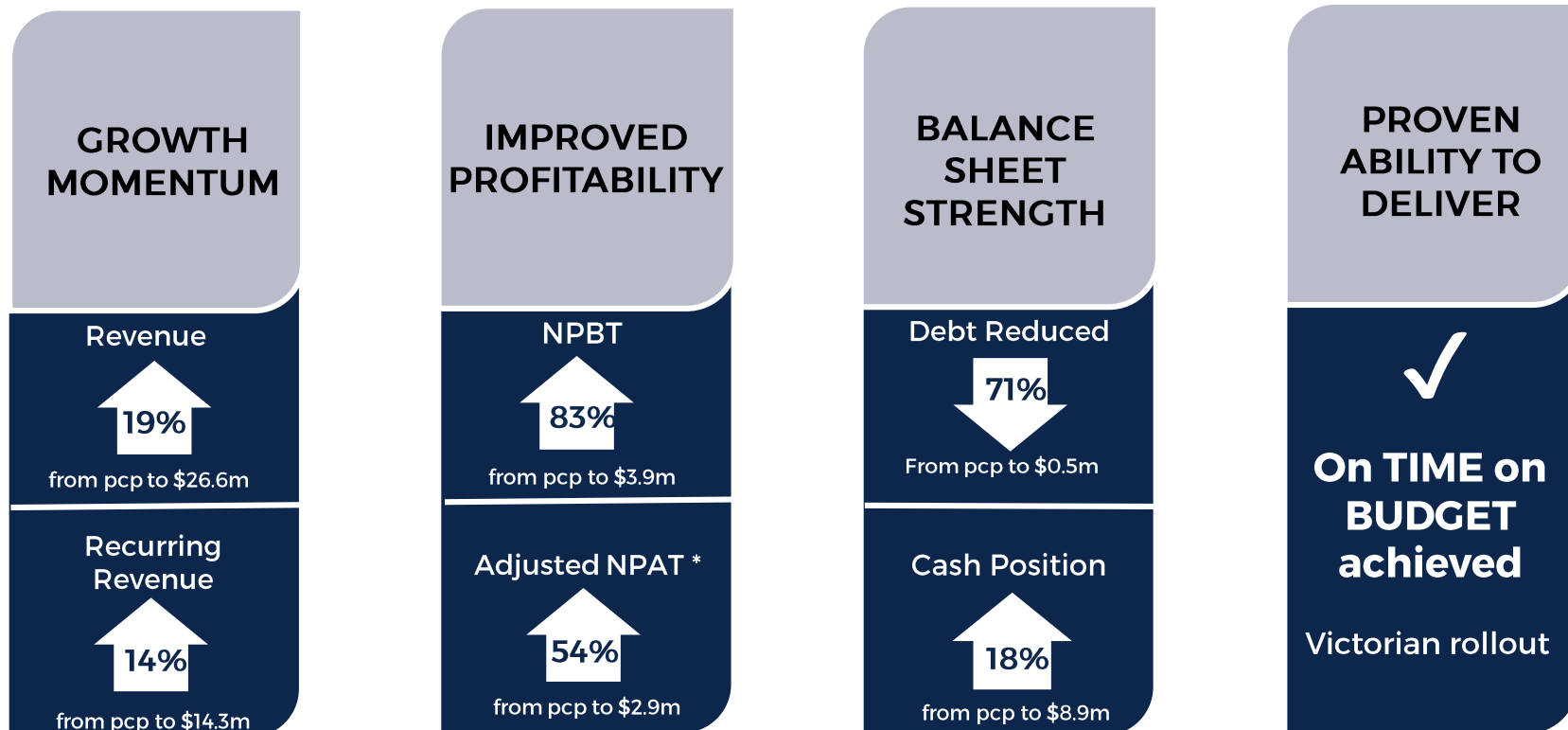
# 1HFY16 Presentation

February 2016

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\* Adjusted NPAT in relation to the pcp is the NPAT adjusted for a 'one-off' tax benefit from the recognition of tax losses and R&D tax credits of \$1.8m.

# Strong 1HFY16 Result

- Strong result driven by growth in core systems business and national expansion
- Improved profitability through focus on growing recurring revenue and tight control of cost

Financial Highlights	1HFY16 (\$,000)	1HFY15 (\$,000)	Variance
Revenue	26,574	22,372	+19%
Recurring Revenue	14,260	12,518	+14%
Gross Margin	17,718	16,492	+7%
Gross Margin %	67%	74%	-7bps
EBITDA	5,703	4,235	+35%
NPBT	3,852	2,101	+83%
Adjusted NPAT*	2,902	1,889	+54%
Adjusted EPS**	16.5 cents	10.9 cents	+51%

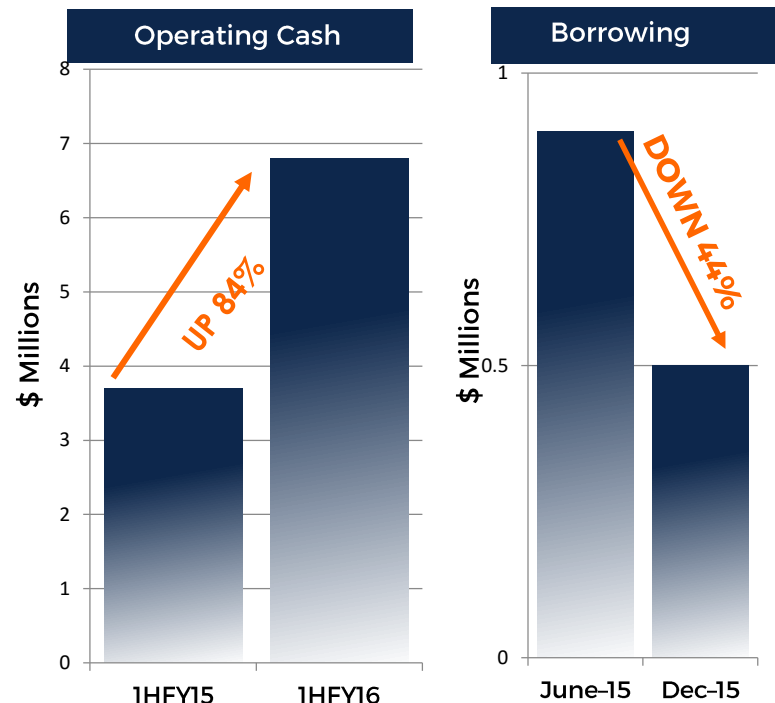
\* Adjusted NPAT in relation to the pcp is the NPAT adjusted for a 'one-off' tax benefit from the recognition of tax losses and R&D tax credits of \$1.8m

\*\* Adjusted EPS is based on the Adjusted NPAT

# Balance Sheet Strength

- Continued strong cash generation and decline in debt
- Net Cash of \$8.9m, up 16% from June 2015

Financial Highlights	Dec 2015 (\$m)	June 2015 (\$m)	% +/-
<b>Assets</b>			
Current Assets	30.2	32.2	-6%
Non-Current Assets	22.9	23.6	-3%
Total Assets	53.1	55.8	-5%
<b>Liabilities</b>			
Current Liabilities	12.4	14.6	-15%
Non-Current Liabilities	0.3	1.2	-75%
Total Liabilities	12.7	15.8	-20%
<b>Net Assets</b>	40.4	40.0	+1%
Borrowings	0.5	0.9	-44%



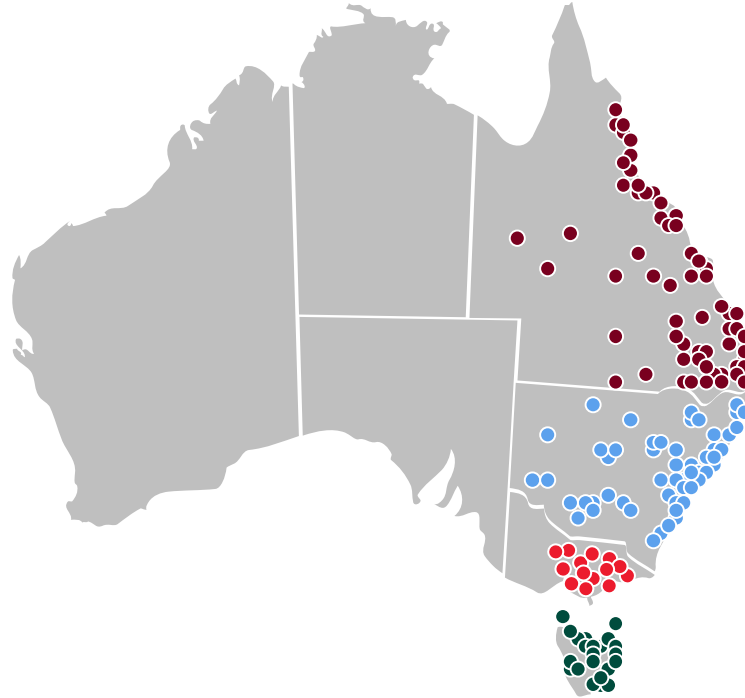


# Segment Review

**\*74,500+**  
EGMs



**16 Venues**  
**1,997 EGMs**  
**INTERNATIONAL**



**332 Venues**  
**18,218 EGMs**  
**QLD**

**557 Venues**  
**43,515 EGMs**  
**NSW**

**162 Venues**  
**8,424 EGMs**  
**VIC**

**167 Venues**  
**2,360 EGMs**  
**TAS**

\*Includes EGMs connected to INTECO Group gaming and monitoring systems combined and Astute BI stand alone systems.

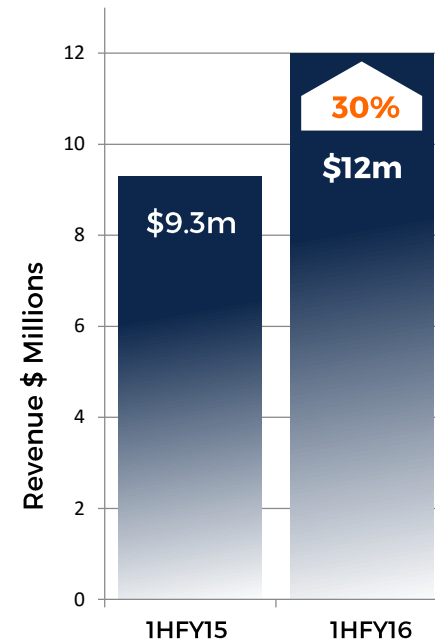


Gaming Systems



## Strong Growth in Sales of Gaming Systems

- Revenue: \$12m, up 30% pcp
- Growth across existing markets and through rollout in Victoria
- Strong growth in technology sales
  - Metropolis installed in 61 new venues and upgraded in 63 existing venues operating a total of 8,195 EGMs
  - Card IT™ installed in 44 venues operating across 2,408 EGMs
  - Engage installed in 43 venues operating 2,830 EGMs
- Launch of Trace in Queensland following successful completion of trial





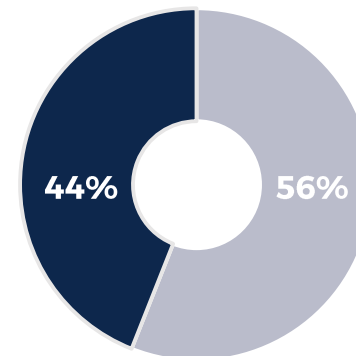
# Gaming Operations

## Continued Growth In Recurring Revenue

- Revenue of \$14.2m increased by 14% on pcp through continued expansion of EGM network and increased take up of gaming system technologies
- Gaming operations comprises recurring revenues from eBET Gaming Systems and Odyssey Gaming in Queensland

Financial Highlights	1HFY16 (\$m)	1HFY15 (\$m)	% +/-
eBET	\$7.9	\$7.0	↑ 13%
Odyssey Gaming	\$6.3	\$5.5	↑ 15%
Total Revenue	\$14.2	\$12.5	↑ 14%

Recurring Revenue Breakdown



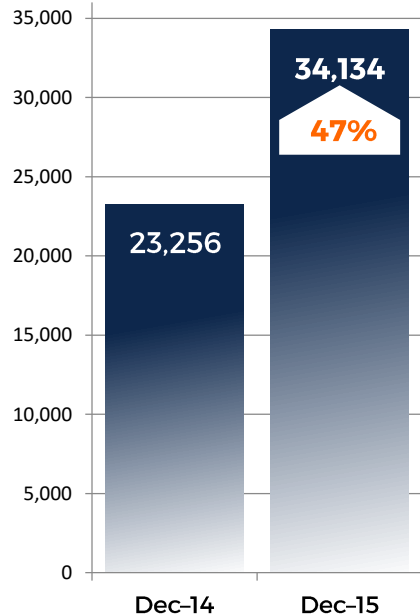
\$7.9m An INTECQ Limited Company

\$6.3m An INTECQ Limited Company

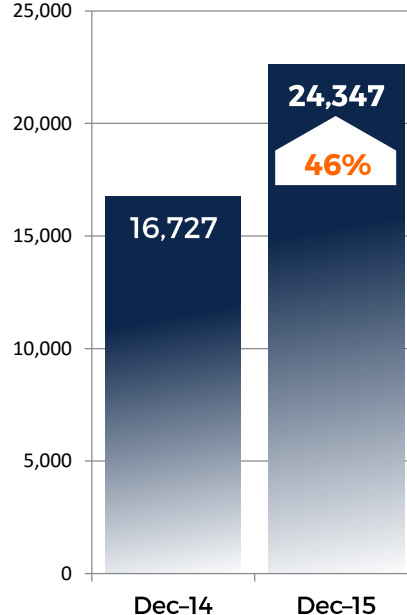
# Increased Take Up of Gaming System Technologies



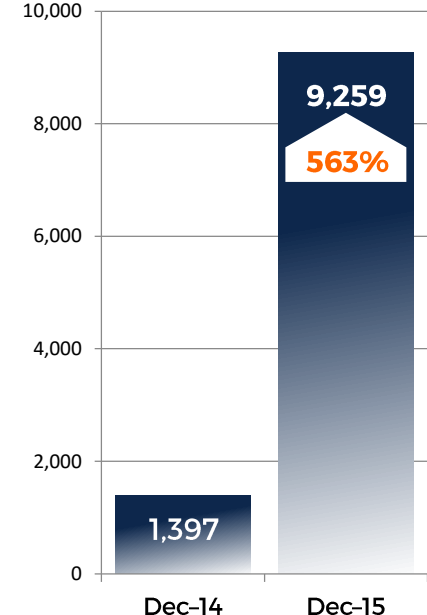
### Metropolis Network - EGMs



### Card IT™ Network- EGMs

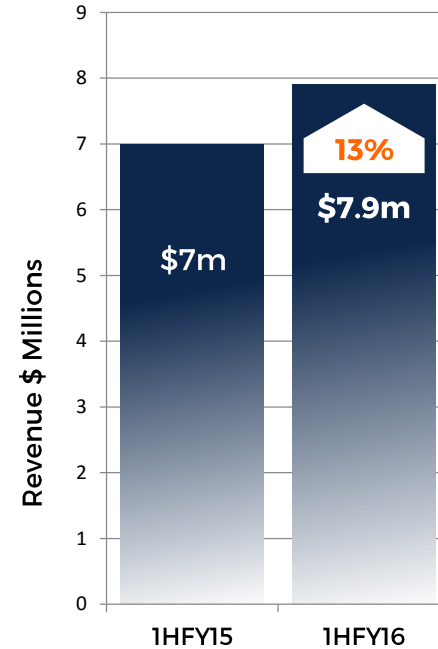


### Engage Network- EGMs



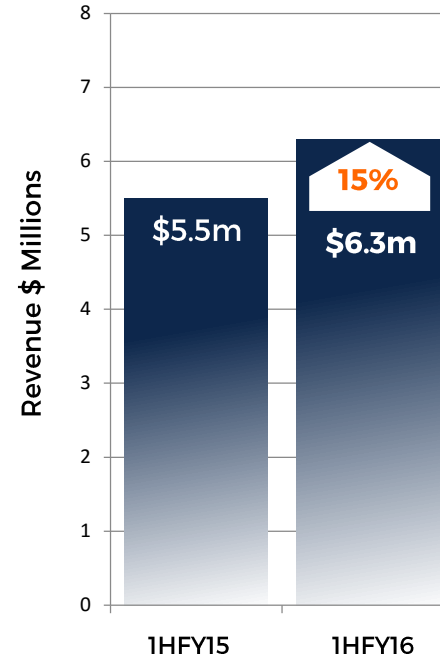
## Ongoing Take-Up of Gaming System Technologies

- eBET recurring revenue \$7.9m an increase of 13% on pcp
- eBET footprint of 58,221 EGMs
- Metropolis: 27,550 EGMs now installed, 51% increase on pcp representing 47% of total EGM network
- Card IT™: Now used in 221 Venues operating 18,737 EGMs, up 44% on pcp
- Engage: Strong growth with 142 venues, 9,259 EGMs now installed, up 563% on pcp, resulting in penetration rising from 2% to 12% of total EGM network



## Increasing Penetration of Value-Add Solutions in Queensland

- Odyssey Operations revenue: \$6.3m, increased by 15% on pcp
- Odyssey footprint of 16,293 EGMs
- Metropolis: 6,584 EGMs now installed, 31% increase on pcp representing 40% of total EGM network.
- Card IT™: Now used in 50 venues operating 5,610 EGMs, up 51% on pcp
- Successfully completed trial of Trace in Queensland with a number of sales and installations completed





# Segment Outlook

- Continued expansion of the EGM network across new and existing markets
- Metropolis:
  - Growing sales through aggressive targeting of larger venues and hotel groups
  - Upgrading of venues with legacy systems to Metropolis based system
- Value-added solutions (Card IT™, Engage, Astute, Trace):
  - Driving increased penetration across EGM network
  - Leveraging innovative capabilities to expand range of solutions



- Business continues to perform strongly
- Continued execution of growth strategy
- Continued growth in our EGM network through actively targeting larger gaming venues and hotel groups
- Stronger weighting of sales towards the first half of FY16 than in prior years, with sales expected to continue growing in the second half compared to pcp
- Exploration of complimentary technology growth opportunities



Questions



Thank You