



Q3 2021

Investor Update
November 4, 2021

Cautionary Note Regarding Forward-Looking Statements

This presentation contains statements that constitute forward-looking statements which involve risks and uncertainties, including such risks and uncertainties related to the effects of COVID-19 on the Company's business and results of operations and other factors set forth in the Annual Report on Form 10-K of PlayAGS, Inc. ("AGS" or the "Company") filed with the U.S. Securities and Exchange Commission (the "SEC") by the Company. These statements include descriptions regarding the intent, belief or current expectations of AGS or its officers with respect to the consolidated results of operations and financial condition, future events and plans of AGS. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," "projects," or words of similar meaning. Such forward-looking statements are not guarantees of future performance and actual results may differ from those in the forward-looking statements as a result of various factors and assumptions. These statements are subject to risks, uncertainties, changes in circumstances, assumptions and other important factors, many of which are outside management's control, that could cause actual results to differ materially from the results discussed in the forward-looking statements. You are cautioned not to place undue reliance on these forward looking statements, which are based on the current view of the management of AGS on future events. We undertake no obligation to publicly update or revise any forward-looking statement contained in this presentation, whether as a result of new information, future events or otherwise, except as required by law. In light of the risks, uncertainties and assumptions, the forward-looking events discussed in this presentation might not occur, and our actual results could differ materially from those anticipated in these forward-looking statements.

This presentation also contains references to Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA"), Adjusted EBITDA, Free Cash Flow, total net debt leverage ratio and adjusted total net debt leverage ratio which are non-GAAP financial measures. Management believes that there are non-GAAP measures and their related measures are commonly reported by companies and widely used by investors as indicators of a company's operating performance. Non-GAAP financial measures should be considered only as a supplement to, and not as a superior measure to, financial measures prepared in accordance with GAAP. Please refer to the reconciliations of certain non-GAAP financial measures included in this presentation to the most directly comparable financial measure prepared in accordance with GAAP.

Unless otherwise noted, information included herein is presented as of the dates indicated. This presentation is not complete and the information contained herein may change at any time without notice. Except as required by applicable law, we do not have any responsibility to update the presentation to account for such changes.

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Q3 2021 Highlights

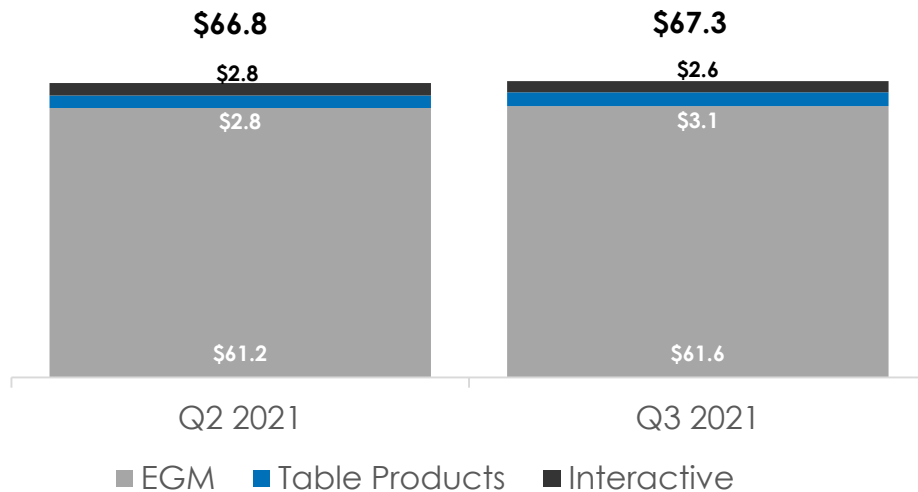
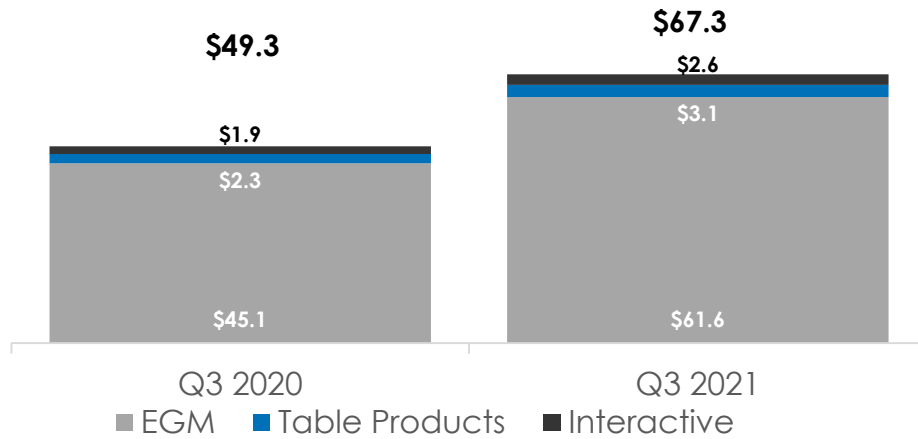
- Domestic EGM RPD exceeded \$30 for the second consecutive quarter.
- Domestic EGM installed base increased sequentially for the first time since Q3 2019.
- Domestic EGM gaming operations revenue exceeded Q3 2019 levels by over 3.0%.
- Premium game footprint nearly doubled year-to-date, accounting for more than 8% of our domestic EGM installed base at September 30, 2021.
- Net loss improved to \$1.8 million compared to \$3.9 million in Q2 2021.
- Adjusted EBITDA margin surpassed the upper end of our targeted 45% to 47% range.
- Table Products revenue and Adjusted EBITDA reached new quarterly records of \$3.1 million and \$1.6 million, respectively.
- Generated nearly \$18 million of free cash flow year-to-date. Approximately \$118 million of available liquidity as of September 30, 2021.
- Net leverage reduced to 4.7x as of September 30, 2021. On pace to land inside of 4.5x by year end.



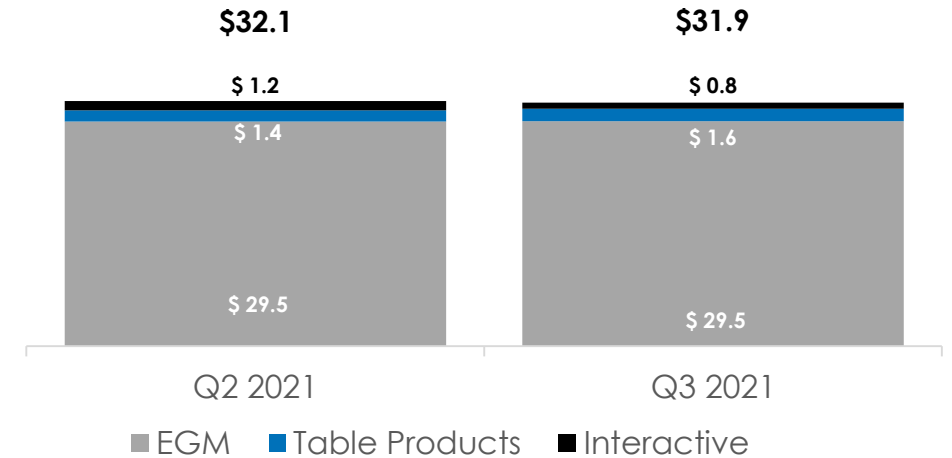
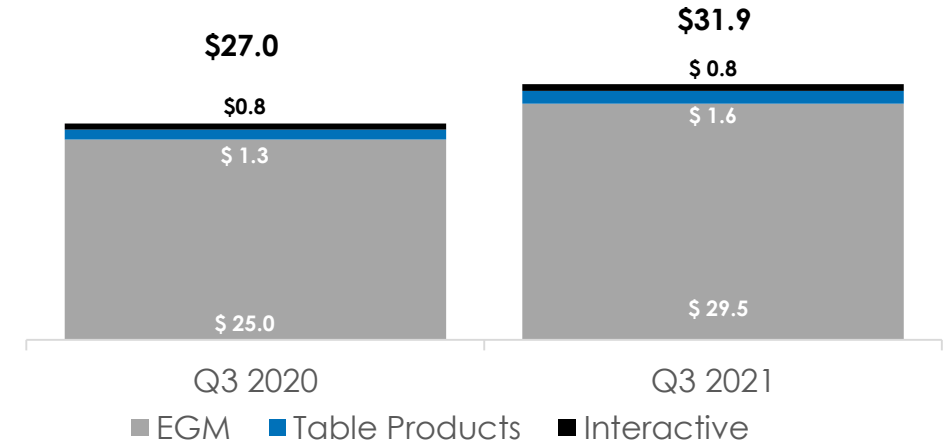
Q3 2021 Financial Performance

(\$ in mm)

REVENUE



ADJUSTED EBITDA



EGM Segment

(\$ in mm), except ASP

| EGM | Q3 2020 | Q3 2021 | % Change |
|------------------------------|-----------|-----------|----------|
| Gaming operations revenue | \$ 32,188 | \$ 47,705 | 48% |
| Equipment sales revenue | 12,893 | 13,895 | 8% |
| Total revenues | \$ 45,081 | \$ 61,600 | 37% |
| Adjusted EBITDA | \$ 25,000 | \$ 29,474 | 18% |
| Domestic installed base | 16,825 | 15,767 | -6% |
| International installed base | 8,030 | 7,896 | -2% |
| Total installed base | 24,855 | 23,663 | -5% |
| Total EGM units sold | 387 | 663 | 71% |
| Domestic average sales price | \$ 18,190 | \$ 18,970 | 4% |

- Domestic EGM RPD of \$31.08 increased over 20% versus the \$25.08 achieved in Q3 2019 and exceeded \$30 for the second consecutive quarter. Continued growth of our higher-yielding premium game footprint, accelerating core game content momentum, the opportunistic pruning of lower-yielding units, and a supportive gaming macroeconomic environment drove our improved RPD performance.
- Domestic EGM installed base grew by more than 300 units versus the 15,446 units installed at June 30, 2021, marking the first quarterly sequential increase since Q3 2019.
- Our premium game footprint nearly doubled year-to-date, accounting for over 8% of our domestic EGM installed base at September 30, 2021. Premium games generated nearly 13% of our Q3 2021 domestic gaming operations revenue.
- Sold 663 units into 23 U.S. states and two Canadian provinces. Nevada, Florida, and Michigan emerged as our top three sales markets.
- Domestic average sales price ("ASP") was nearly \$19,000, supported by a greater mix of premium-priced *Orion Curve* cabinets, which accounted for approximately 60% of Q3 2021 total units sold.
- Demand for our *Orion Curve Premium* package continues to strengthen, with current installs performing well above house average. We continue to develop a deep pipeline of new premium game content to further support our long-term growth initiatives within the higher-yielding premium segment.
- Our *Ultimate Choice Jackpots* and *Coin Bonanza* families of core games are delivering solid performance, helping us achieve the largest percentage point growth in the "Top New Core Games" category over the last six months in the October 2021 *Eilers-Fantini Game Performance Report*.

Table Products and Interactive Segments

(\$ in mm), except ALP

| Table Products | Q3 2020 | Q3 2021 | % Change |
|-------------------------------|----------|----------|----------|
| Gaming operations revenue | \$ 2,170 | \$ 2,953 | 36% |
| Equipment sales revenue | 92 | 151 | 64% |
| Total revenues | \$ 2,262 | \$ 3,104 | 37% |
| Adjusted EBITDA | \$ 1,272 | \$ 1,628 | 28% |
| Table Products installed base | 4,012 | 4,648 | 16% |
| Average monthly lease price | \$ 169 | \$ 212 | 25% |

- Adjusted EBITDA increased 12.4% on a quarterly sequential basis to a record \$1.6 million.
- Installed base increased by 190 units on a quarterly sequential basis, with growth achieved across all segments of our product portfolio.
- Installed base of industry-leading table game progressives increased to a record 1,696 units at quarter end.
- Live with 13 AGS Arsenal site license agreements as of September 30, 2021. New operator interest remains strong.
- Bonus Spin Xtreme* progressive recently received the gold award in the annual GGB Gaming and Technology Awards.

(\$ in mm)

| Interactive | Q3 2020 | Q3 2021 | % Change |
|---------------------------|----------|----------|----------|
| Social gaming revenue | \$ 829 | \$ 558 | -33% |
| Real-money gaming revenue | 1,112 | 2,015 | 81% |
| Total revenues | \$ 1,941 | \$ 2,573 | 33% |
| Adjusted EBITDA | \$ 750 | \$ 806 | 7% |

- Continue to improve execution and benefit from the expansion of real-money gaming (RMG) into new jurisdictions throughout the United States and Canada.
- RMG revenues nearly doubled year-over-year and exceeded \$2 million for the second consecutive quarter.
- Delivered positive adjusted EBITDA for the seventh consecutive quarter.
- Currently have a full array of AGS titles available for play online, with our *Capital Gains*, *Tiger Lord*, and *Aztec Chief* game themes delivering solid performance.
- Remain focused on expanding B2C partner relationships, leveraging more AGS content online, and participating in new market expansion.

Balance Sheet and Cash Flow Highlights

- As of September 30, 2021, we had \$117.8 million of available liquidity compared to \$111.7 million at December 31, 2020.
- Total Net Debt Leverage Ratio decreased from 7.5 times at December 31, 2020 to 4.7 times at September 30, 2021.
- As of September 30, 2021, our net first lien leverage ratio, measured in accordance with a revised calculation of Adjusted EBITDA used for debt covenant compliance purposes, was 4.3 times, putting us in compliance with our 6.0 times financial covenant.
- Q3 2021 capital expenditures totaled \$14.9 million. Growth capex comprised over half of the total capital expended.
- Supported by our solid third quarter financial results and the stability we are in seeing within our business Q4 2021 to date, we expect to end the year with net leverage inside of 4.5 times TTM Adjusted EBITDA.
- We continue to carefully manage our leverage and liquidity position to ensure we can execute on opportunities to lower our borrowing costs as they present themselves.



Liquidity and Leverage

| (\$ in mm) | 12/31/2020 | 9/30/2021 | Maturity |
|---------------------------------|--------------|--------------|----------|
| Revolver (L+3.5%) | – | – | 11/06/23 |
| First lien term loan (L+3.5%) | 527 | 523 | 02/15/24 |
| Incremental term loan (L+13.0%) | 95 | 94 | 02/15/24 |
| Other | 1 | 1 | |
| Total debt | \$623 | \$617 | |
| Less: Cash | (\$82) | (\$88) | |
| Total net debt | \$541 | \$530 | |
| LTM Adjusted EBITDA | \$72 | \$112 | |
| Net leverage | 7.5x | 4.7x | |

2021 Outlook

- **Product Sales** – We expect our improving core game content execution, broadening opportunity set within HHR, and steadily improving North American replacement unit demand to result in Q4 2021 unit sales that nicely exceed Q3 2021 levels.
- **Average Sales Price (“ASP”)** - We expect growing demand for our premium-priced *Orion Curve* cabinet, combined with our price integrity initiatives, to result in Q4 2021 ASP that is in line with, to slightly ahead of, the level achieved in Q3 2021.
- **Domestic EGM Revenue per Day (“RPD”)** - We believe we should be able to leverage the improved complexion of our domestic installed base and stable gaming macroeconomic conditions to deliver Q4 2021 domestic RPD that exceeds Q4 2019 levels.
- **Domestic Installed Base** - We expect our domestic installed base to remain on a stable to modestly positive trajectory, as continued growth in our premium game footprint could be partially offset by our ongoing efforts to strategically prune lower-yielding units from the base.
- **Table Products** - Growing interest in our suite of industry-leading progressive products and our *AGS Arsenal* site license offering has the potential to simultaneously expand our table product installed base and increase revenue as we proceed throughout Q4 2021.
- **Interactive** - Implementation of measures intended to enhance the long-term vibrancy of our real-money gaming platform is likely to moderate the sequential revenue growth trajectory we are able to achieve within our interactive business for the next two to three quarters.
- **Adjusted EBITDA Margin** - We expect a growing mix of lower-margin equipment sales revenue, ongoing investment in R&D to support future growth initiatives, and seasonally elevated tradeshow expense to push our Q4 2021 adjusted EBITDA margin slightly below the low end of our targeted 45% to 47% range.
- **Capital Expenditures** - We expect our Q4 2021 capital spend to increase modestly relative to the level incurred in Q3 2021, driven by growing demand for our expanded suite of premium recurring revenue products.
- **Free Cash Flow** – Supported by our strong Q3 2021 financial performance, further indications of improving demand for our products, and the accommodative North American gaming industry macroeconomic environment, we now expect to be nicely free cash flow positive for the full year 2021.

This forward-looking commentary assumes no material changes with respect to COVID-related operating restrictions, casino closures or macroeconomic conditions.

The image displays a variety of slot machines and mobile gaming devices. At the top, two machines are visible: 'Spring Lanterns' with a colorful lantern-themed interface and 'Royal Phoenix' featuring a phoenix graphic. Below them are two larger machines: 'Vegas 9' on the left with a vibrant, multi-colored screen showing a large win of \$10,000.00, and 'Royal 9' on the right with a red and gold theme. In the foreground, several mobile devices are shown, including a tablet and a smartphone, both displaying the 'Royal 9' slot game interface. The tablet screen shows a large win of \$1,250,965.17. The smartphone screen shows a win of \$234,567.8. The background is dark with a spotlight effect on the machines.

Consolidated Operational Summary

(\$ in mm, except RPD, ASP, and ALP)

| Operational and other data | Q1 | Q2 | Q3 | Q4 | 2019 | Q1 | Q2 | Q3 | Q4 | 2020 | Q1 | Q2 | Q3 | LTM 9/30/21 |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Revenues by segment | | | | | | | | | | | | | | |
| EGM | \$69.7 | \$71.0 | \$75.3 | \$73.7 | \$289.6 | \$50.4 | \$14.0 | \$45.1 | \$42.4 | \$151.8 | \$50.5 | \$61.2 | \$61.6 | \$215.7 |
| Table products | 2.2 | 2.4 | 2.9 | 2.8 | 10.2 | 2.5 | 0.7 | 2.3 | 2.6 | 8.0 | 2.8 | 2.8 | 3.1 | 11.3 |
| Interactive | 1.2 | 1.1 | 1.2 | 1.3 | 4.9 | 1.5 | 2.2 | 1.9 | 1.7 | 7.2 | 2.1 | 2.8 | 2.6 | 9.2 |
| Total revenue | \$73.0 | \$74.5 | \$79.4 | \$77.8 | \$304.7 | \$54.3 | \$16.8 | \$49.3 | \$46.6 | \$167.0 | \$55.4 | \$66.8 | \$67.3 | \$236.1 |
| Adjusted EBITDA by segment | | | | | | | | | | | | | | |
| EGM | \$36.7 | \$35.5 | \$35.8 | \$36.6 | \$144.7 | \$23.4 | (\$2.2) | \$25.0 | \$19.7 | \$65.9 | \$24.4 | \$29.5 | \$29.5 | \$103.0 |
| % margin | 52.7% | 50.1% | 47.6% | 49.7% | 50.0% | 46.4% | (15.7%) | 55.5% | 46.5% | 43.4% | 48.3% | 48.1% | 47.8% | 47.8% |
| Table products | 0.5 | 0.8 | 1.4 | 1.0 | 3.7 | 0.9 | (0.1) | 1.3 | 1.3 | 3.4 | 1.4 | 1.4 | 1.6 | 5.8 |
| Interactive | (0.9) | (0.6) | (0.4) | (0.4) | (2.4) | 0.2 | 1.2 | 0.8 | 0.3 | 2.4 | 0.5 | 1.2 | 0.8 | 2.8 |
| Total Adjusted EBITDA | \$36.3 | \$35.7 | \$36.8 | \$37.3 | \$146.1 | \$24.5 | (\$1.2) | \$27.0 | \$21.3 | \$71.7 | \$26.3 | \$32.1 | \$31.9 | \$111.6 |
| % margin | 49.6% | 48.0% | 46.3% | 47.9% | 47.9% | 45.1% | (6.9%) | 54.8% | 45.7% | 42.9% | 47.5% | 48.0% | 47.4% | 47.3% |
| EGM segment | | | | | | | | | | | | | | |
| VLT | 667 | 517 | 517 | 512 | 512 | 512 | 512 | 512 | - | - | - | - | - | - |
| Class II | 12,191 | 12,154 | 12,355 | 12,415 | 12,415 | 12,291 | 12,449 | 11,887 | 11,794 | 11,794 | 11,412 | 11,317 | 11,272 | 11,272 |
| Class III | 5,940 | 5,750 | 5,852 | 5,441 | 5,441 | 5,000 | 4,833 | 4,426 | 4,474 | 4,474 | 4,044 | 4,129 | 4,495 | 4,495 |
| Domestic installed base | 18,798 | 18,421 | 18,724 | 18,368 | 18,368 | 17,803 | 17,794 | 16,825 | 16,268 | 16,268 | 15,456 | 15,446 | 15,767 | 15,767 |
| International installed base | 8,510 | 8,596 | 8,668 | 8,497 | 8,497 | 8,286 | 7,969 | 8,030 | 7,985 | 7,985 | 7,985 | 7,879 | 7,896 | 7,896 |
| Total installed base | 27,308 | 27,017 | 27,392 | 26,865 | 26,865 | 26,089 | 25,763 | 24,855 | 24,253 | 24,253 | 23,441 | 23,325 | 23,663 | 23,663 |
| Installed base, Oklahoma | 10,193 | 10,083 | 10,503 | 10,171 | 10,171 | 9,745 | 9,562 | 9,063 | 8,871 | 8,871 | 8,127 | 8,054 | 8,107 | 8,107 |
| Installed base - non-Oklahoma | 8,605 | 8,338 | 8,221 | 8,197 | 8,197 | 8,058 | 8,232 | 7,762 | 7,397 | 7,397 | 7,329 | 7,392 | 7,660 | 7,660 |
| Domestic installed base | 18,798 | 18,421 | 18,724 | 18,368 | 18,368 | 17,803 | 17,794 | 16,825 | 16,268 | 16,268 | 15,456 | 15,446 | 15,767 | 15,767 |
| Domestic RPD | \$26.42 | \$26.16 | \$25.08 | \$24.97 | \$25.65 | \$21.08 | \$5.96 | \$20.81 | \$23.26 | \$17.66 | \$27.10 | \$33.11 | \$31.08 | \$28.64 |
| International RPD | \$8.68 | \$8.22 | \$7.99 | \$7.65 | \$8.13 | \$6.89 | \$0.02 | \$0.78 | \$2.46 | \$2.59 | \$2.94 | \$4.66 | \$5.11 | \$3.79 |
| Total RPD | \$20.73 | \$20.49 | \$19.68 | \$19.52 | \$20.10 | \$16.57 | \$4.09 | \$14.50 | \$16.42 | \$12.84 | \$18.89 | \$23.47 | \$22.40 | \$20.29 |
| Domestic EGM units sold | 1,024 | 1,053 | 1,350 | 1,173 | 4,600 | 426 | 147 | 387 | 283 | 1,243 | 289 | 613 | 663 | 1,848 |
| International EGM units sold | - | 128 | 41 | 110 | 279 | 38 | 62 | - | - | 100 | - | - | - | - |
| Total EGM units sold | 1,024 | 1,181 | 1,391 | 1,283 | 4,879 | 464 | 209 | 387 | 283 | 1,343 | 289 | 613 | 663 | 1,848 |
| Domestic avg sales price | \$18,657 | \$18,178 | \$18,476 | \$17,833 | \$18,302 | \$17,564 | \$19,646 | \$18,190 | \$18,035 | \$18,068 | \$17,520 | \$16,902 | \$18,970 | \$17,857 |
| Table products segment | | | | | | | | | | | | | | |
| Table products installed base | 3,285 | 3,380 | 3,601 | 3,766 | 3,766 | 3,897 | 3,962 | 4,012 | 4,254 | 4,254 | 4,362 | 4,458 | 4,648 | 4,648 |
| Avg monthly lease price | \$217 | \$230 | \$232 | \$239 | \$230 | \$197 | \$42 | \$169 | \$182 | \$149 | \$208 | \$207 | \$212 | \$202 |

Total Adjusted EBITDA Reconciliation

(\$ in mm)

| Adj. EBITDA reconciliation | Q1 | Q2 | Q3 | Q4 | 2019 |
|--|---------------|---------------|---------------|---------------|----------------|
| Net (loss) income attributable to PlayAGS, Inc. | (\$0.1) | (\$7.6) | (\$5.5) | \$1.4 | (\$11.8) |
| Income tax (benefit) expense | (5.8) | (0.1) | 1.9 | (1.6) | (5.4) |
| Depreciation and amortization | 21.5 | 23.7 | 23.8 | 22.5 | 91.5 |
| Other expense (income) | 5.3 | (0.0) | (0.1) | (0.5) | 4.6 |
| Interest income | (0.0) | (0.0) | 0.0 | (0.1) | (0.2) |
| Interest expense | 8.9 | 9.6 | 9.3 | 8.5 | 36.2 |
| 1 Write downs and other | 1.0 | 5.0 | 0.8 | 0.1 | 6.9 |
| 2 Loss on extinguishment and modification of debt | — | — | — | — | — |
| 3 Other adjustments | 0.3 | 0.4 | 0.1 | 0.2 | 0.9 |
| 4 Other non-cash charges | 2.0 | 2.2 | 2.4 | 2.5 | 9.2 |
| 5 Legal & litigation expenses including settlement payments | — | 0.0 | 1.7 | 0.1 | 1.8 |
| 6 Acquisition & integration related costs | 2.0 | 0.4 | 0.5 | 0.4 | 3.2 |
| 7 Non-cash stock compensation | 1.2 | 2.2 | 2.0 | 3.7 | 9.0 |
| Adjusted EBITDA | \$36.3 | \$35.7 | \$36.8 | \$37.3 | \$146.1 |

(\$ in mm)

| Adj. EBITDA reconciliation | Q1 | Q2 | Q3 | Q4 | 2020 |
|--|---------------|----------------|---------------|---------------|---------------|
| Net (loss) income attributable to PlayAGS, Inc. | (\$14.4) | (\$42.6) | (\$11.1) | (\$17.2) | (\$85.4) |
| Income tax (benefit) expense | (3.4) | 0.0 | (1.7) | (0.9) | (5.9) |
| Depreciation and amortization | 24.4 | 21.5 | 20.5 | 19.4 | 85.7 |
| Other expense (income) | 4.3 | (0.0) | (0.3) | (0.8) | 3.2 |
| Interest income | (0.1) | (0.1) | (0.7) | (0.3) | (1.2) |
| Interest expense | 8.3 | 10.9 | 11.3 | 11.4 | 41.9 |
| 1 Write downs and other | 0.1 | 0.8 | 1.9 | 0.5 | 3.3 |
| 2 Loss on extinguishment and modification of debt | — | 3.1 | — | — | 3.1 |
| 3 Other adjustments | 0.7 | 1.5 | 2.4 | 1.8 | 6.5 |
| 4 Other non-cash charges | 2.6 | 2.5 | 2.4 | 2.2 | 9.7 |
| 5 Legal & litigation expenses including settlement payments | — | — | 0.4 | 1.4 | 1.8 |
| 6 Acquisition & integration related costs | 0.5 | (0.2) | 0.1 | — | 0.3 |
| 7 Non-cash stock compensation | 1.6 | 1.4 | 1.7 | 3.7 | 8.5 |
| Adjusted EBITDA | \$24.5 | (\$1.2) | \$27.0 | \$21.3 | \$71.7 |

- 1 Write-downs and other** include items related to loss on disposal or impairment of long lived assets, and fair value adjustments to contingent consideration
- 2 Loss on extinguishment and modification of debt** primarily relates to the refinancing of long-term debt, in which deferred loan costs and discounts related to old senior secured credit facilities were written off
- 3 Other adjustments** are primarily composed of costs and inventory and receivable valuation charges associated with the COVID-19 pandemic, professional fees incurred by the Company for projects, corporate and public filing compliance, contract cancellation fees and other transaction costs deemed to be nonrecurring in nature
- 4 Other non-cash charges** are costs related to non-cash charges and losses on the disposition of assets, non-cash charges on capitalized installation and delivery, which primarily includes the costs to acquire contracts that are expensed over the estimated life of each contract and non-cash charges related to accretion of contract rights under development agreements
- 5 Legal & litigation expenses** include payments to law firms and settlements for matters that are outside the normal course of business
- 6 Acquisition & integration** costs include restructuring and severance and are related to costs incurred related to the purchase of businesses, such as the acquisition of Integrity, to integrate operations
- 7 Non-cash stock compensation** includes non-cash compensation expense related to grants of options, restricted stock, and other equity awards

Total Adjusted EBITDA Reconciliation

(\$ in mm)

| Adj. EBITDA reconciliation | Q4 '19 | Q1 '20 | Q2 '20 | Q3 '20 | LTM 9/30/20 |
|--|---------------|---------------|----------------|---------------|----------------|
| Net loss attributable to PlayAGS, Inc. | \$1.4 | (\$14.4) | (\$42.6) | (\$11.1) | (\$66.7) |
| Income tax expense (benefit) | (1.6) | (3.4) | — | (1.7) | (6.7) |
| Depreciation and amortization | 22.5 | 24.4 | 21.5 | 20.5 | 88.9 |
| Other (income) expense | (0.5) | 4.3 | — | (0.3) | 3.5 |
| Interest income | (0.1) | (0.1) | (0.1) | (0.7) | (1.0) |
| Interest expense | 8.5 | 8.3 | 10.9 | 11.3 | 39.0 |
| 1 Write downs and other | 0.1 | 0.1 | 0.8 | 1.9 | 2.9 |
| 2 Loss on extinguishment and modification of debt | — | — | 3.1 | — | 3.1 |
| 3 Other adjustments | 0.2 | 0.7 | 1.5 | 2.4 | 4.8 |
| 4 Other non-cash charges | 2.5 | 2.6 | 2.5 | 2.4 | 10.0 |
| 5 Legal & litigation expenses including settlement payments | 0.1 | — | — | 0.4 | 0.5 |
| 6 Acquisition & integration related costs | 0.4 | 0.5 | (0.2) | 0.1 | 0.8 |
| 7 Non-cash stock compensation | 3.7 | 1.6 | 1.4 | 1.7 | 8.4 |
| Adjusted EBITDA | \$37.2 | \$24.6 | (\$1.2) | \$26.9 | \$87.4 |

(\$ in mm)

| Adj. EBITDA reconciliation | Q4 '20 | Q1 '21 | Q2 '21 | Q3 '21 | LTM 9/30/21 |
|--|---------------|---------------|---------------|---------------|----------------|
| Net (loss) income attributable to PlayAGS, Inc. | (\$17.2) | (\$7.8) | (\$3.9) | (\$1.8) | (\$30.7) |
| Income tax (benefit) expense | (0.9) | 0.3 | 0.3 | (2.7) | (3.0) |
| Depreciation and amortization | 19.4 | 18.4 | 18.6 | 18.4 | 74.8 |
| Other expense (income) | (0.8) | 0.1 | (0.2) | 1.1 | 0.3 |
| Interest income | (0.3) | (0.3) | (0.3) | (0.3) | (1.2) |
| Interest expense | 11.4 | 11.0 | 11.5 | 10.7 | 44.6 |
| 1 Write downs and other | 0.5 | 0.7 | 0.1 | 0.2 | 1.5 |
| 2 Loss on extinguishment and modification of debt | — | — | — | — | — |
| 3 Other adjustments | 1.8 | (0.3) | 0.3 | — | 1.8 |
| 4 Other non-cash charges | 2.2 | 2.2 | 2.1 | 2.0 | 8.5 |
| 5 Legal & litigation expenses including settlement payments | 1.4 | 0.2 | 0.4 | 0.2 | 2.3 |
| 6 Acquisition & integration related costs | — | 0.1 | — | — | 0.1 |
| 7 Non-cash stock compensation | 3.7 | 1.6 | 3.2 | 4.0 | 12.6 |
| Adjusted EBITDA | \$21.3 | \$26.3 | \$32.1 | \$31.9 | \$111.7 |

1 Write-downs and other include items related to loss on disposal or impairment of long lived assets, and fair value adjustments to contingent consideration

2 Loss on extinguishment and modification of debt primarily relates to the refinancing of long-term debt, in which deferred loan costs and discounts related to old senior secured credit facilities were written off

3 Other adjustments are primarily composed of costs and inventory and receivable valuation charges associated with the COVID-19 pandemic, professional fees incurred by the Company for projects, corporate and public filing compliance, contract cancellation fees and other transaction costs deemed to be nonrecurring in nature

4 Other non-cash charges are costs related to non-cash charges and losses on the disposition of assets, non-cash charges on capitalized installation and delivery, which primarily includes the costs to acquire contracts that are expensed over the estimated life of each contract and non-cash charges related to accretion of contract rights under development agreements

5 Legal & litigation expenses include payments to law firms and settlements for matters that are outside the normal course of business

6 Acquisition & integration costs include restructuring and severance and are related to costs incurred related to the purchase of businesses, such as the acquisition of Integrity, to integrate operations

7 Non-cash stock compensation includes non-cash compensation expense related to grants of options, restricted stock, and other equity awards

Terms Used In This Presentation

Average Monthly Lease Price (ALP): Average monthly lease price is calculated by dividing (a) total revenues recognized and directly attributable to Table Products by (b) the number of Table Products Installed Base and by (c) the number of months in such period.

Average Sales Price (ASP): Average sales price is calculated by dividing (a) total revenues recognized and directly attributable to EGM unit sales in a period by (b) the number of EGM units sold over that same period.

Electronic Gaming Machine (EGM): EGMs include, but are not limited to, slot machines, Class II machines, video poker and video lottery machines.

EGM Installed Base: EGM Installed Base is the number of recurring revenue EGM units installed on a specified date.

Revenue Per Day (RPD): RPD is calculated by dividing (a) total revenues over a specified period recognized and directly attributable to units on lease (whether on a participation or daily fee arrangement) by (b) the number of units installed over that period and by (c) the number of days in such period.

RMG: Real-money Gaming.

Table Products Installed Base: Table Products Installed Base is the number of table products installed on a specified date.

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