



Q4 2019 Results Presentation
 March 2020



OBSESSED
 with the game

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This presentation contains statements that constitute forward-looking statements which involve risks and uncertainties, including such risks and uncertainties detailed 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.

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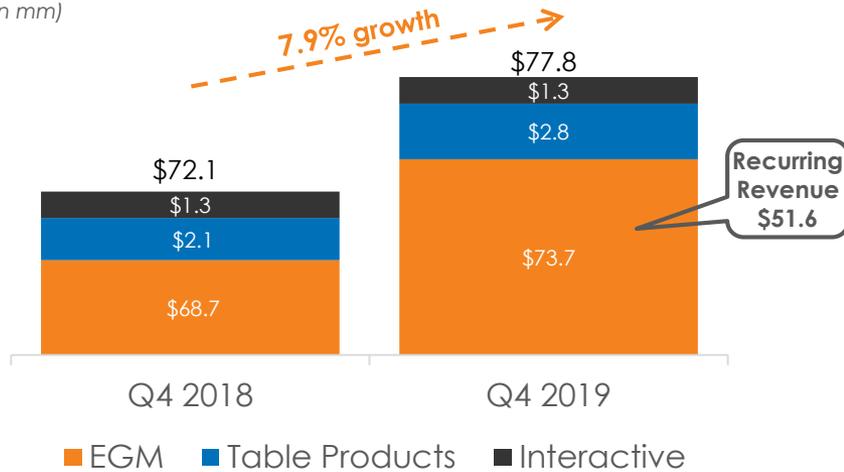
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Q4 2019 and FY 2019 FINANCIAL PERFORMANCE HIGHLIGHTS

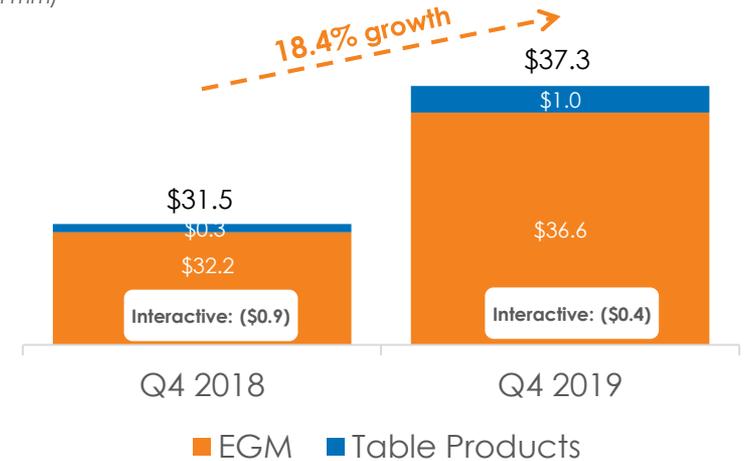
REVENUE

(\$ in mm)

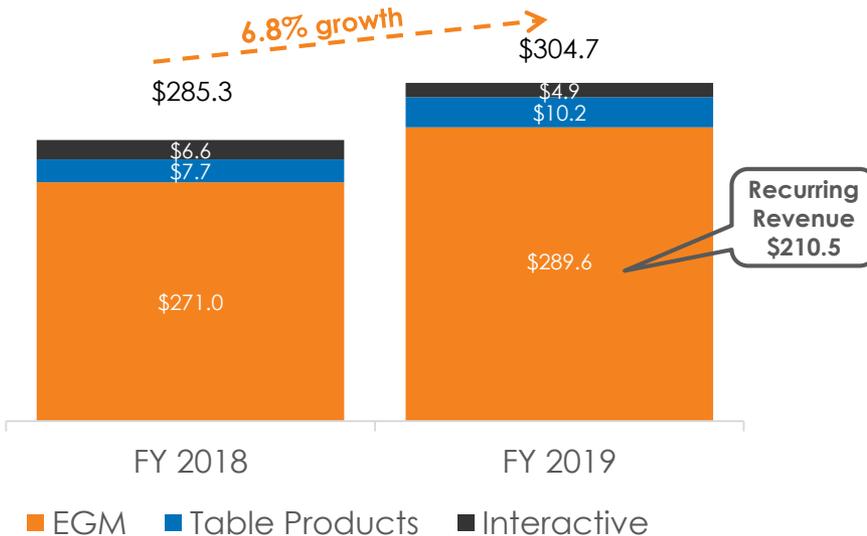


ADJUSTED EBITDA

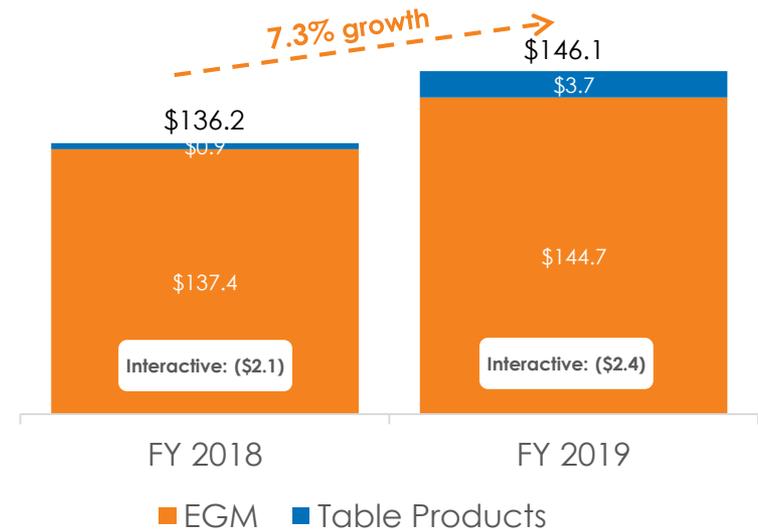
(\$ in mm)



6.8% growth



7.3% growth



Note: Adjusted EBITDA allows us to add back certain non-cash charges that are deducted in calculating net income and to deduct certain gains that are included in calculating net income. However, these expenses and gains vary greatly, and are difficult to predict. They can represent the effect of long-term strategies as opposed to short-term results. In addition, in the case of charges or expenses, these items can represent the reduction of cash that could be used for other corporate purposes.
 Note: Please refer to appendix for Net Income to Adjusted EBITDA reconciliation

FULL YEAR 2019 BUSINESS HIGHLIGHTS

- Full year 2019 Revenue of \$304.7M Grew 7% Year-Over-Year
- Recurring Revenue of \$210.5M Grew 4% Year-Over-Year
- Net Loss Attributable to PlayAGS, Inc. of \$11.8M Decreased Year-Over-Year from a Net Loss of \$20.8M
- Full year 2019 Adjusted EBITDA (non-GAAP) of \$146.1M Increased 7% Year-Over-Year

EGM

- Full year EGM equipment sales revenue of \$93.5M, up 12% year-over-year
 - Our slot division achieved an average domestic ship share of 5.5%
 - 4,879 EGMS sold in 2019 vs 4,387 in 2018, up 11% year-over-year
 - We sold approximately 570 units sold into 5 Canadian provinces
- Continued success of Orion family of cabinets
 - 90% of domestic EGMS sold were from our Orion family
- Surpassed 9,000 placements of *Orion Portrait*, with +4,000 placements made in 2019
 - More than 2,000 placements of Rakin' Bacon!
- Approximately 630 placements of *Orion Upright*

Table Products

- Revenue grew 33% year-over-year to more than \$10M in 2019.
 - Equipment sales revenue increased 133% driven by sales of our table signage and the recently launched *Dex S* shuffler.
- AEBITDA grew 293% year-over-year to \$3.7M in 2019.
 - Installed more than 350 progressive units in the year.

Interactive

- RMG revenue of \$1.6M grew 228% year-over-year.
- Went live in New Jersey in the year and currently live with four operators.

Q4 2019 BUSINESS HIGHLIGHTS

- Fourth Quarter Revenue of \$77.8M Grew 8% Year-Over-Year
- Recurring Revenue of \$51.6M Grew 5% Year-Over-Year
- Net Income Attributable to PlayAGS, Inc. of \$1.4M Increased Year-Over-Year from a Net Loss of \$10.3M
- Fourth Quarter Adjusted EBITDA (non-GAAP) of \$37.3M Increased 18% Year-Over-Year

EGM

- Quarterly EGM equipment sales revenue of \$26.1M, up 13% year-over-year
 - 1,283 EGMs sold in Q4 2019 vs 1,159 in Q4 2018, up 11% year-over-year
 - Placed units at 77 properties across 26 states, plus we sold units into Canada and Mexico
- Continued success of Orion family of cabinets
 - Orion Upright accounted for 24% of sales
 - Orion Portrait accounted for 57% of sales
 - 95% of domestic EGMs sold were from our Orion family
- Domestic gaming operations revenue increased \$2.1M, or 5% year-over-year
- Domestic EGM recurring installed base up 2,072 units, or 13% year-over-year
- International EGM recurring installed base up 146 units, or 2% year-over-year

Table Products

- Record recurring revenue of \$2.7M, up 25% year-over-year
- Table Products installed base increased 604 units year-over-year
 - Table game progressives reached more than 1,300 units, up 138% year-over-year
 - Installed more than 100 progressive units in the quarter
- Equipment sales revenue increased driven by sales of our table signage and, to a lesser extent, the recently launched Dex S card shuffler

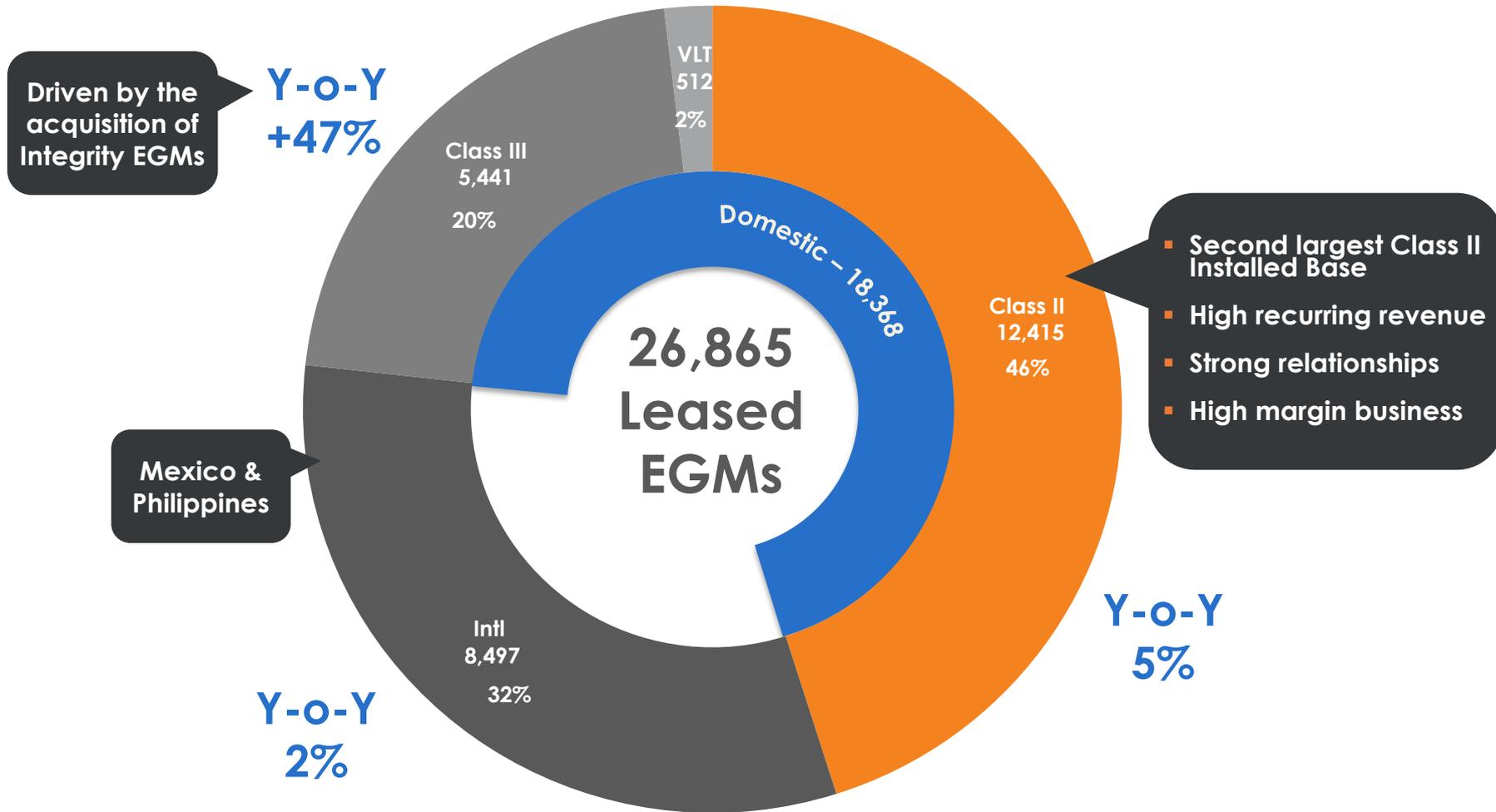
Interactive

- Interactive revenue of \$1.3M, up 2% year-over-year
- RMG revenue increased \$0.4M driven by the continued launch of our proven land-based EGM content in the European RMG market as well as our recent launch into the New Jersey RMG marketplace
 - Three new operators went live in New Jersey – Golden Nugget, Resorts Digital Gaming, and Mohegan Sun
- Adjusted EBITDA loss was \$0.4M compared to \$0.9M in the prior year period

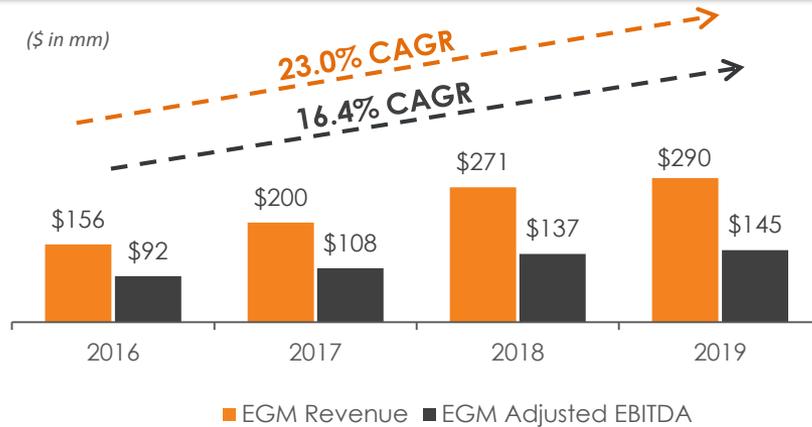
EGM SEGMENT

STRONG RECURRING REVENUE BASE WITH COMPETITIVE MARGINS

EGM INSTALLED BASE

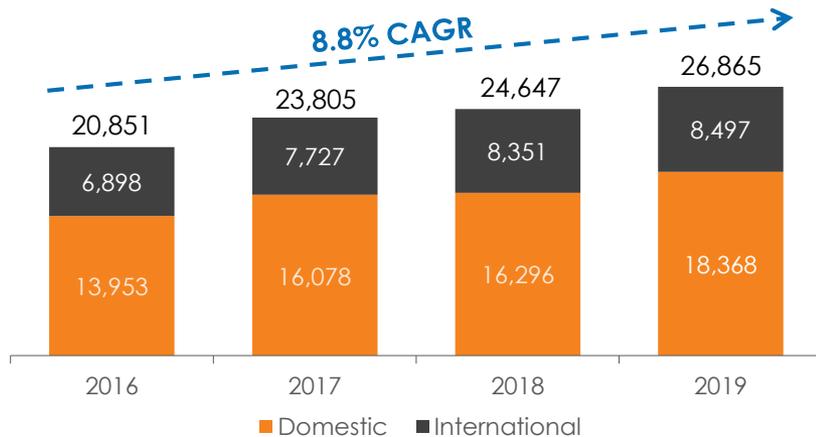


EGM REVENUE & EGM ADJUSTED EBITDA



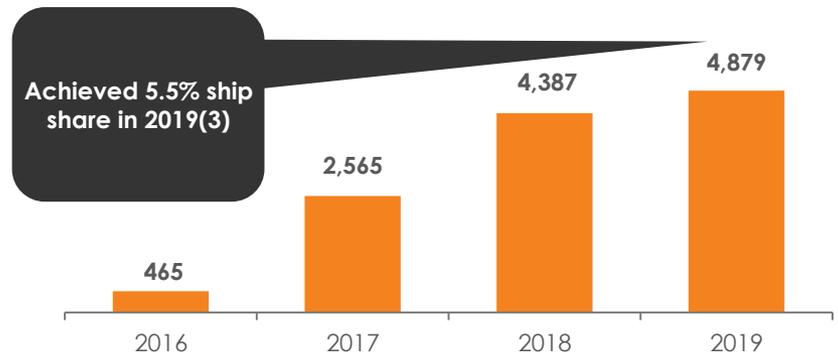
STEADY RAMP IN NUMBER OF LEASED EGMS

~100% recurring business; ~80% gross profit margin⁽¹⁾



CONTINUED GROWTH IN SOLD EGMS

~52% gross profit margin⁽²⁾



Note: All financial figures include contributions of Rocket Gaming Systems acquisition in December 2017 and Integrity Gaming Corp. acquisition in February 2019.
 (1) Gross Profit Margin for leased units = EGM gaming operations revenue less EGM cost of gaming operations, divided by EGM gaming operations revenue for FY 2019
 (2) Gross Profit Margin for sold units defined as EGM equipment sales revenue less costs of equipment sales, divided by EGM equipment sales revenue for FY 2019
 (3) EILERS-FANTINI Quarterly Slot Surveys

RECENT EGM PERFORMANCE

TOP INDEXING SUPPLIER OVERALL⁽¹⁾



TOP 25 CORE GAME
@ 1.7 HA

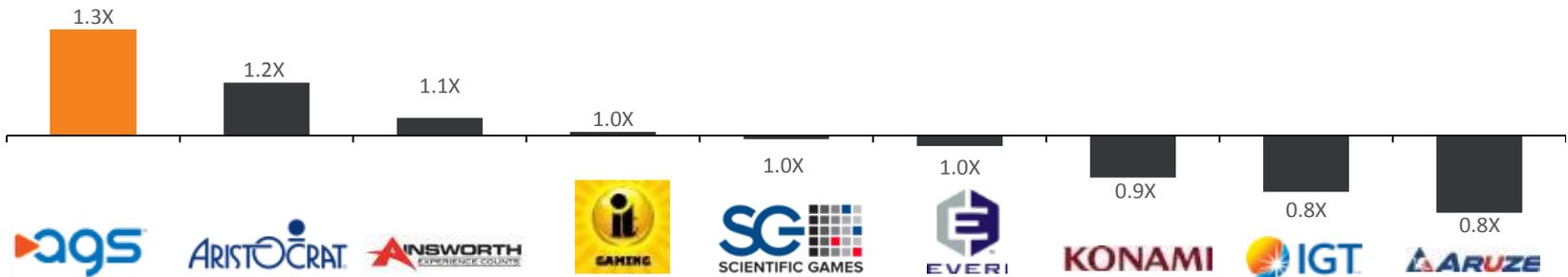


TOP 20 GROSSING OWNED
GAME

- 6 fully staffed R&D studios across the globe to generate industry recognized content
- Proven ability to create high-performing content offerings with staying power

Top Indexing Suppliers – Owned (Domestic Performance)⁽¹⁾

Performance over zone average



⁽¹⁾ Ellers-Fantini Game Performance Report – February 2020

MARKET SHARE

AGS IS GROWING MARKET SHARE IN CURRENTLY LICENSED STATES

- Solid recurring revenue base and market leadership in core markets of OK, AL and FL
- AGS has successfully secured licenses in, and has been growing share in key Class III markets (e.g., NV, Canada, PA, and MI)
- Recent ship share gains in excess of current market share of 3.0%
- 1.4% market share when excluding established markets
- 2020 key markets include, FL, CA, and NV
- 8% ship share in Canada⁽⁴⁾

Market Stage	Jurisdiction	Estimated Total Units in State ⁽¹⁾	AGS Estimated Current Market Share	Ship Share ⁽⁴⁾
Established	Alabama	6,441	49.1%	
	Texas	3,758	36.9%	
	Oklahoma	75,340	13.8%	
	Florida	23,673	11.4%	11%
Ramping	Montana	17,640	2.9%	
	California	74,919	2.7%	7%
Early Entry	Indiana	19,596	1.9%	
	Ontario - CAN	25,017	1.7%	
	New Mexico	20,074	1.5%	10%
	Mississippi	28,245	1.5%	6%
	Michigan	31,142	1.3%	16%
	New York	35,329	1.2%	7%
	Louisiana	41,054	1.1%	3%
	Nevada	160,927	0.9%	4%
	Alberta - CAN	21,074	0.8%	
	Pennsylvania	23,239	0.6%	4%
	Ohio	18,848	0.5%	8%
	Other ⁽²⁾	299,624	1.8%	
	Prospective	Other ⁽³⁾	56,164	0.0%
Total		998,992	3.0%	

Note: Market share is calculated based on the # of units on participation plus the cumulative amount of units sold to date and estimated to remain on casino floors

(1) Per Eilers & Krejcik - Slot & Table Count - 3Q19

(2) Other Early Entry jurisdictions include AR, AZ, CT, DE, ID, IA, IL, KS, MD, MA, MN, ND, NE, NJ, NC, OR, SD, WA, WI, WY, WV and the Canadian provinces of British Columbia, Manitoba, New Brunswick, Nova Scotia, Prince Edward Island, and Saskatchewan.

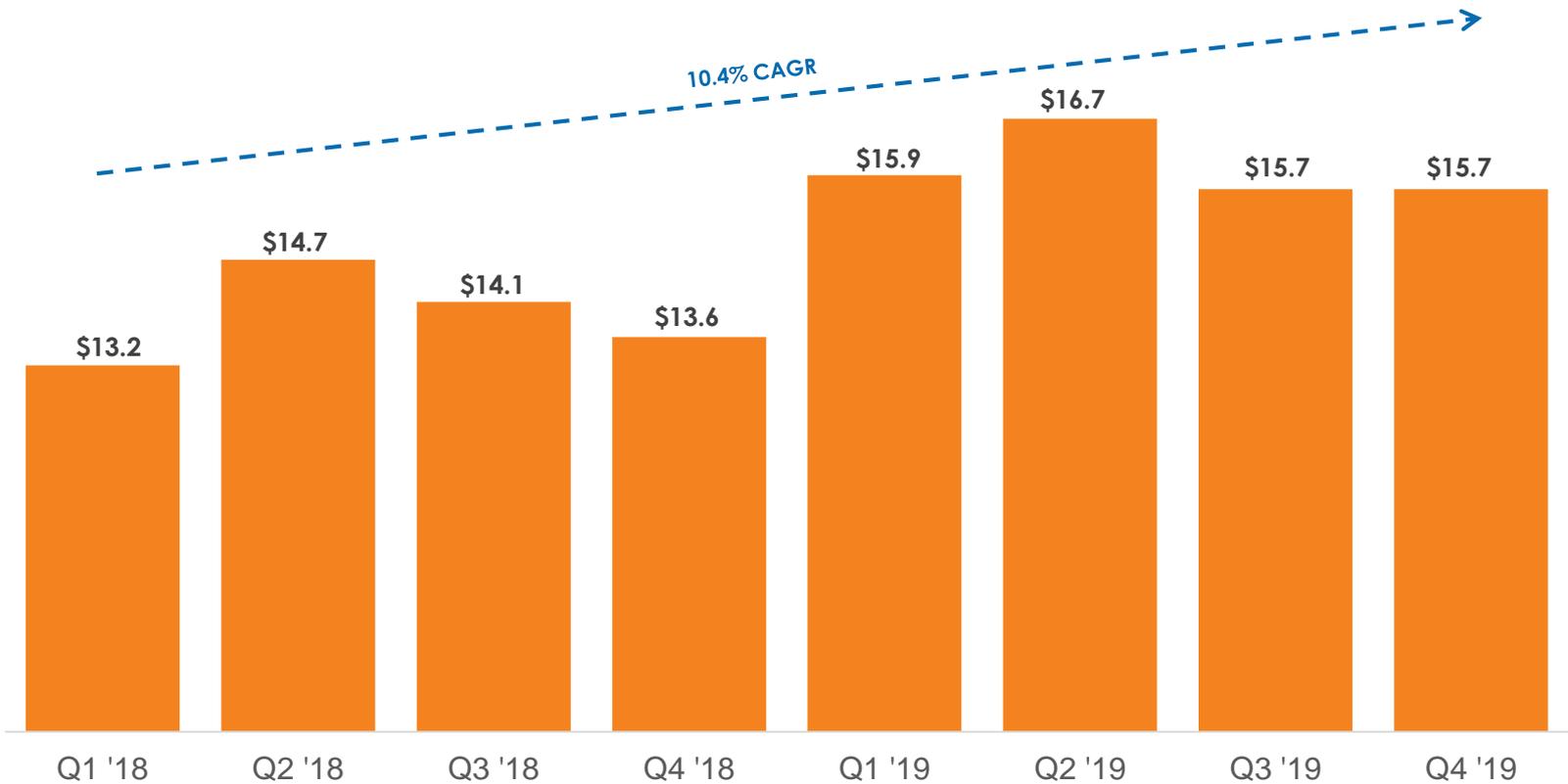
(3) AGS is not currently licensed in U.S. states of AK, CO, KY, ME, MO, RI, VA, and the Canadian province of Newfoundland & Labrador.

(4) Ship share is average FY 12/31/2019 ship share Per Eilers & Krejcik

OKLAHOMA OVERVIEW – RECURRING REVENUE

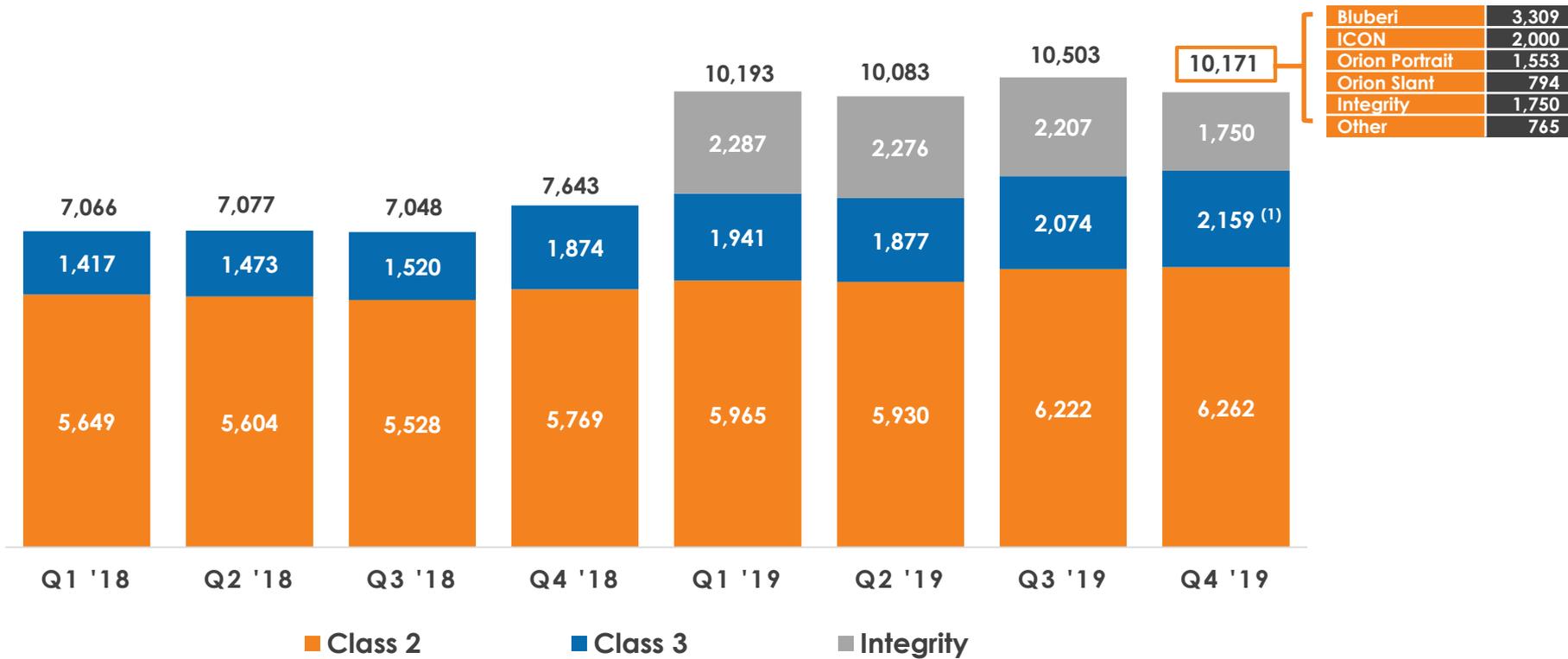
AGS Oklahoma Gaming Operations Revenue

(\$ in mm)



OKLAHOMA OVERVIEW – INSTALLED BASE

AGS OKLAHOMA INSTALLED BASE



OKLAHOMA OVERVIEW - RPD

AGS OKLAHOMA RPD



- Touched more than 1,200 units in 2019 and more than 1,500 to date
 - ✓EX: Theme changes on our lowest performing units have begun to stabilize the performance
 - Nearly 400 cabinet swaps in the year
 - More than 100 units underwent zone changes
- Year-over-year RPD degradation beginning to decrease
- Q4 Oklahoma RPD remained relatively flat compared to Q3

TABLE PRODUCTS SEGMENT

SIGNIFICANT UPSIDE IN HIGH-DEMAND SPACE

- Second consecutive quarter with more than \$1M in AEBITDA
- More than 100 progressives placed in the quarter in Oklahoma, Michigan, Massachusetts, Ontario, and Arizona
- Growth in ALP year-over-year driven by a greater mix of progressives and shufflers

Table Products Revenue & AEBITDA

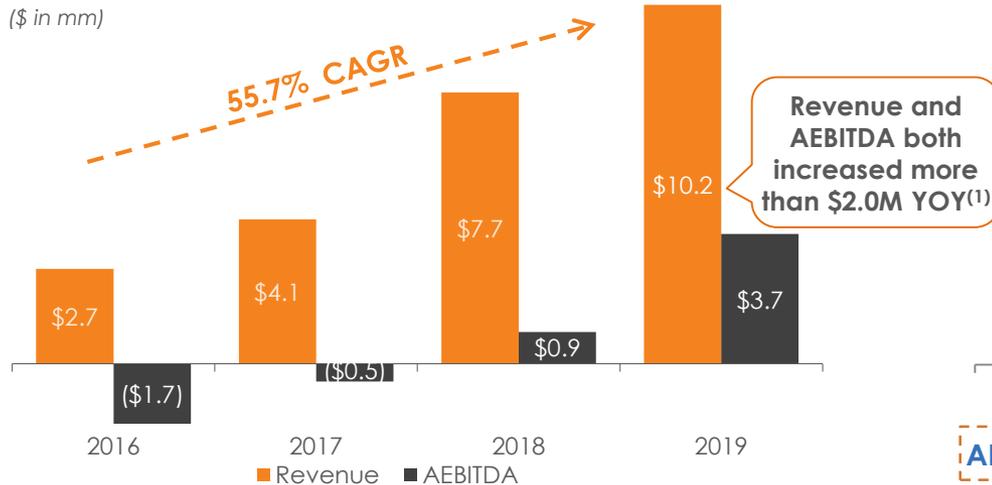
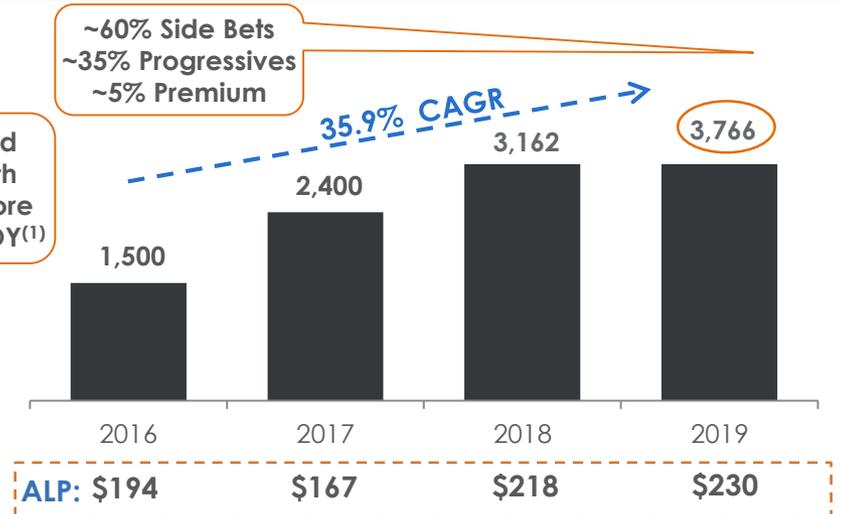


Table Products Installed Base and ALP



(1) FY 2019 compared to FY 2018

INTERACTIVE SEGMENT

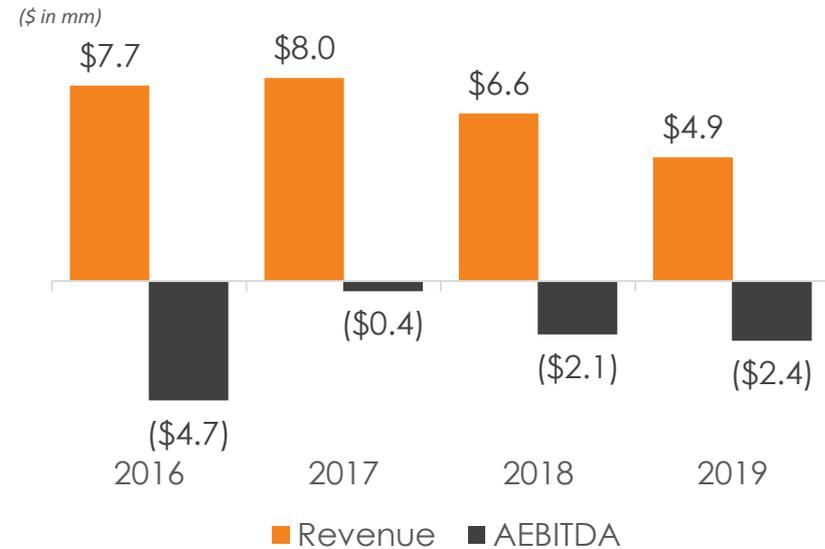
INDUSTRY-LEADING CONTENT DRIVES CUSTOMER ENGAGEMENT

Real Money Gaming (AxSys)

- Our RMG platform now live in New Jersey with four operators
- Continued placement of AGS content in the European RMG space
- More than 21 suppliers live across the RMG platform



Interactive Revenue & AEBITDA



CAPITAL STRUCTURE OVERVIEW

Capitalization

	12/31/2018	12/31/2019	Rate	Maturity
<u>Capitalization</u>				
Cash	\$71	\$13		
\$30 million existing revolver	–	–	L+3.50%	06/06/22
First lien term loan	538	532	L+3.50%	02/15/24
Other	1	2		
Total first lien debt	\$539	\$534		
Total debt	\$539	\$534		
Total net debt	\$468	\$521		
LTM Adjusted EBITDA	\$136	\$146		
Net leverage	3.4x	3.6x		

(1) Represents the trailing twelve month estimated impact of Integrity's Adjusted EBITDA, adjusted for the time period for which Integrity's financial measures are included in AGS's results.

STRATEGIC INITIATIVES FOR 2020

- **Entry into the Premium Lease Space With New Product Introductions**
 - Launch of our two new premium lease-only EGM products – the Orion Rise and Starwall
 - Accelerated the rollout of the Starwall due to customer demand
- **Launch of the New Orion Curve and New Game Families on the Orion Portrait**
 - Working to fast-track the launch of the Orion Curve
 - Continued Penetration of Orion Portrait
 - Fueled by rebuys and approximately 20 new title launches in 2020
 - We have begun our rollout of two new cash-on-reel games for Orion Portrait
- **Continued Momentum in our Tables Business**
 - Opportunity for site licenses
 - Rollout of the Pax S card shuffler
- **Generating the Best Returns on our Cash**
 - Launching new products into Class III and Class II premium lease-only market
 - Selectively optimize our cash returns in Oklahoma

FY 2020 OUTLOOK

(\$ in mm)	FY 2019	2020 Guidance	2020 Growth %
Adjusted EBITDA ¹	\$146.1	\$148 - \$153	1% - 5%
Capex	\$71.1	\$67 - \$71	(6%) - 0%

- AGS expects to generate Adjusted EBITDA, a non-GAAP financial measure (see footnote below), of \$148 - \$153 million in 2020, representing growth of approximately 1%-5%.
- AGS expects 2020 capital expenditures to be in the range of \$67 - \$71 million.
- Our full-year 2020 Adjusted EBITDA guidance does not take into consideration potential regulatory risk related to a property in Texas, as identified in our Risk Factors on page 13 of our latest 10-K, issued today. Additionally, our guidance does not contemplate any potential impact related to the COVID-19 virus.

1) Please refer to appendix for Adjusted EBITDA reconciliation. We have not provided a reconciliation of forward looking total Adjusted EBITDA to the most directly comparable GAAP financial measure, Net income (loss), due primarily to the variability and difficulty in making accurate forecasts and projections of the variable and individual adjustments for a reconciliation to Net income (loss), as not all of the information necessary for a quantitative reconciliation is available to us without unreasonable effort. We expect that the main components of Net income (loss) for fiscal year 2020 shall consist of operating expenses, interest expenses as well as other expenses (income) and income tax expenses, which are inherently difficult to forecast and quantify with reasonable accuracy without unreasonable efforts. The amounts associated with these items have historically and may continue to vary significantly from quarter to quarter and material changes to these items could have a significant effect on our future GAAP results.



APPENDIX

CONSOLIDATED OPERATIONAL SUMMARY

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

Operational and other data	Q1	Q2	Q3	Q4	2017	Q1	Q2	Q3	Q4	2018	Q1	Q2	Q3	Q4	2019
Revenues by segment															
EGM	\$45.0	\$47.4	\$53.3	\$54.2	\$199.9	\$61.3	\$69.3	\$71.8	\$68.7	\$271.0	\$69.7	\$71.0	\$75.3	\$73.7	\$289.6
Table products	0.6	0.7	1.1	1.6	4.1	1.7	1.8	2.1	2.1	7.7	2.2	2.4	2.9	2.8	10.2
Interactive	2.1	2.0	2.0	1.9	8.0	1.9	1.7	1.7	1.3	6.6	1.2	1.1	1.2	1.3	4.9
Total revenue	\$47.8	\$50.1	\$56.4	\$57.7	\$212.0	\$64.9	\$72.8	\$75.5	\$72.1	\$285.3	\$73.0	\$74.5	\$79.4	\$77.8	\$304.7
Adjusted EBITDA by segment															
EGM	\$25.2	\$26.5	\$29.8	\$26.3	\$107.8	\$34.3	\$36.9	\$34.0	\$32.2	\$137.4	\$36.7	\$35.5	\$35.8	\$36.6	\$144.7
% margin	56.0%	55.9%	55.8%	48.6%	53.9%	56.0%	53.2%	47.4%	46.9%	50.7%	52.7%	50.1%	47.6%	49.7%	50.0%
Table products	(0.2)	(0.3)	(0.2)	0.2	(0.5)	0.2	0.1	0.4	0.3	0.9	0.5	0.8	1.4	1.0	3.7
Interactive	(0.1)	(0.1)	(0.1)	(0.1)	(0.4)	0.0	(0.4)	(0.9)	(0.9)	(2.1)	(0.9)	(0.6)	(0.4)	(0.4)	(2.4)
Total Adjusted EBITDA	\$24.9	\$26.1	\$29.4	\$26.4	\$106.8	\$34.5	\$36.6	\$33.6	\$31.5	\$136.2	\$36.3	\$35.7	\$36.8	\$37.3	\$146.1
% margin	52.1%	52.1%	52.1%	45.9%	50.4%	53.2%	50.2%	44.5%	43.8%	47.7%	49.6%	48.0%	46.3%	47.9%	47.9%
EGM segment															
VLT	1,217	1,217	1,217	1,217	1,217	1,217	1,217	1,217	797	797	667	517	517	512	512
Class II	10,358	10,347	10,549	11,952	11,952	12,254	12,206	11,477	11,790	11,790	12,191	12,154	12,355	12,415	12,415
Class III	2,450	2,682	2,778	2,909	2,909	3,082	3,224	3,374	3,709	3,709	5,940	5,750	5,852	5,441	5,441
Domestic installed base	14,025	14,246	14,544	16,078	16,078	16,553	16,647	16,068	16,296	16,296	18,798	18,421	18,724	18,368	18,368
International installed base	7,179	7,233	7,471	7,727	7,727	7,480	7,876	8,116	8,351	8,351	8,510	8,596	8,668	8,497	8,497
Total installed base	21,204	21,479	22,015	23,805	23,805	24,033	24,523	24,184	24,647	24,647	27,308	27,017	27,392	26,865	26,865
Installed base, Oklahoma	6,468	6,489	6,526	6,806	6,806	7,066	7,077	7,048	7,643	7,643	10,193	10,083	10,503	10,171	10,171
Installed base - non-Oklahoma	7,557	7,757	8,018	9,272	9,272	9,487	9,570	9,020	8,653	8,653	8,605	8,338	8,221	8,197	8,197
Domestic installed base	14,025	14,246	14,544	16,078	16,078	16,553	16,647	16,068	16,296	16,296	18,798	18,421	18,724	18,368	18,368
Domestic RPD	\$25.84	\$25.89	\$25.44	\$25.88	\$25.77	\$26.72	\$27.79	\$27.14	\$26.41	\$27.02	\$26.42	\$26.16	\$25.08	\$24.97	\$25.65
International RPD	\$8.20	\$8.58	\$8.33	\$8.14	\$8.31	\$8.27	\$8.80	\$8.52	\$8.07	\$8.41	\$8.68	\$8.22	\$7.99	\$7.65	\$8.13
Total RPD	\$19.93	\$19.99	\$19.65	\$19.95	\$19.88	\$20.94	\$21.77	\$20.95	\$20.20	\$20.96	\$20.73	\$20.49	\$19.68	\$19.52	\$20.10
Domestic EGM units sold	452	396	842	640	2,330	792	1,058	1,332	1,159	4,341	1,024	1,053	1,350	1,173	4,600
International EGM units sold	—	178	—	57	235	46	—	—	—	46	—	128	41	110	279
Total EGM units sold	452	574	842	697	2,565	838	1,058	1,332	1,159	4,387	1,024	1,181	1,391	1,283	4,879
Domestic avg sales price	\$15,729	\$17,065	\$15,996	\$18,284	\$16,754	\$17,898	\$18,728	\$18,051	\$18,782	\$18,383	\$18,657	\$18,178	\$18,476	\$17,833	\$18,302
Table products segment															
Table products installed base	1,691	1,754	2,350	2,400	2,400	2,631	2,737	3,065	3,162	3,162	3,285	3,380	3,601	3,766	3,766
Avg monthly lease price	\$128	\$125	\$167	\$226	\$167	\$220	\$213	\$214	\$224	\$218	\$217	\$230	\$232	\$239	\$230

TOTAL ADJUSTED EBITDA RECONCILIATION

(\$ in mm)

Adj. EBITDA reconciliation	Q1	Q2	Q3	Q4	2017
Net loss attributable to PlayAGS, Inc.	(\$12.4)	(\$20.1)	(\$4.1)	(\$8.5)	(\$45.1)
Income tax expense (benefit)	2.2	1.3	1.1	(6.5)	(1.9)
Depreciation and amortization	18.5	18.2	16.9	18.1	71.6
Other (income) expense	(2.8)	(1.5)	(0.5)	1.9	(2.9)
Interest income	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)
Interest expense	15.2	14.6	12.7	13.1	55.5
1 Write downs and other	0.2	1.9	0.5	1.8	4.5
2 Loss on extinguishment and modification of debt	–	8.1	–	0.9	9.0
3 Other adjustments	0.6	0.9	0.5	0.8	2.9
4 Other non-cash charges	2.1	1.8	1.6	2.3	7.8
5 New jurisdiction and regulatory licensing costs	0.2	0.5	0.6	0.8	2.1
6 Legal & litigation expenses including settlement payment	0.4	0.2	0.2	(0.2)	0.5
7 Acquisition & integration related costs	0.6	0.2	0.1	2.0	2.9
8 Non-cash stock compensation	–	–	–	–	–
Adjusted EBITDA	\$24.9	\$26.1	\$29.4	\$26.4	\$106.8

(\$ in mm)

Adj. EBITDA reconciliation	Q1	Q2	Q3	Q4	2018
Net (loss) income attributable to PlayAGS, Inc.	(\$9.5)	(\$5.3)	\$4.3	(\$10.3)	(\$20.8)
Income tax (benefit) expense	(12.4)	7.0	(3.5)	0.6	(8.4)
Depreciation and amortization	19.3	19.5	19.0	19.8	77.5
Other expense (income)	9.2	0.5	0.4	0.4	10.5
Interest income	(0.1)	(0.0)	(0.1)	(0.0)	(0.2)
Interest expense	10.4	8.9	9.0	9.4	37.6
1 Write downs and other	1.6	1.0	0.7	5.5	8.8
2 Loss on extinguishment and modification of debt	4.6	–	–	2.0	6.6
3 Other adjustments	0.4	0.9	0.9	0.2	2.4
4 Other non-cash charges	1.6	1.6	1.7	1.7	6.6
5 New jurisdiction and regulatory licensing costs	–	–	–	–	–
6 Legal & litigation expenses including settlement payment	–	0.8	(0.0)	0.2	1.0
7 Acquisition & integration related costs	1.2	1.2	0.7	0.5	3.6
8 Non-cash stock compensation	8.2	0.5	0.5	1.8	10.9
Adjusted EBITDA	\$34.5	\$36.6	\$33.6	\$31.5	\$136.2

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 professional fees incurred for projects, corporate and public filing compliance, contract cancellation fees and other transaction costs deemed to be non-operating 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 New jurisdiction and regulatory license costs relate primarily to one-time non-operating costs incurred to obtain new licenses and develop products for new jurisdictions

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

7 Acquisition & integration costs include restructuring and severance and are related to costs incurred after the purchase of businesses, such as the acquisitions of Rocket and Gameiom, to integrate operations

8 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	Q1 '19	Q2 '19	Q3 '19	Q4 '19	2019
Net (loss) income	(\$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	0.0	0.2	0.9
4 Other non-cash charges	2.0	2.2	2.4	2.5	9.2
5 New jurisdiction and regulatory licensing costs	—	—	—	—	—
6 Legal & litigation expenses including settlement payment	—	0.0	1.7	0.1	1.8
7 Acquisition & integration related costs	2.0	0.4	0.5	0.4	3.2
8 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

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 professional fees incurred for projects, corporate and public filing compliance, contract cancellation fees and other transaction costs deemed to be non-operating in nature

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5 New jurisdiction and regulatory license costs relate primarily to one-time non-operating costs incurred to obtain new licenses and develop products for new jurisdictions

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

7 Acquisition & integration costs include restructuring and severance and are related to costs incurred after the purchase of businesses, such as the acquisitions of Integrity and In Bet, to integrate operations

8 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

Unless otherwise indicated or the context otherwise requires, the following terms in this presentation have the meanings set forth below:

- **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.
- **EGM Installed Base**: EGM Installed Base is the number of recurring revenue EGM units installed on a specified date.
- **Electronic Gaming Machine (EGM)**: EGMs include but are not limited to slot machines, Class II machines, video poker and video lottery machines.
- **House Average (HA)**: House average is the average casino win from slot machines or table products.
- **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
- **Ship Share**: Ship Share is the share of all slots sold in a specified period.
- **Table Products Installed Base**: Table Products Installed Base is the number of table products installed on a specified date.

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