



# Galaxy Gaming



## 2013 Q2 EARNINGS CALL

Robert Saucier, CEO

Gary Vecchiarelli, CFO

**Safe Harbor Statement:** The Private Securities Litigation Reform Act of 1995 provides a safe harbor for forward-looking statements made by us or on our behalf. Except for the historical information, this offering contains various forward-looking statements which represent our expectations or beliefs concerning future events, including the future levels of cash flow from operations. Management believes that all statements that express expectations and projections with respect to future matters; our ability to negotiate contracts having favorable terms; and the availability of capital resources; are forward-looking statements within the meaning of the Private Securities Litigation Reform Act. We caution that these forward-looking statements involve a number of risks and uncertainties and are subject to many variables which could impact our financial performance. These statements are made on the basis of management's views and assumptions, as of the time the statements are made, regarding future events and business performance. There can be no assurance, however, that management's expectations will necessarily come to pass. We will also be discussing certain financial measures such as adjusted EBITDA, which represents a non-GAAP financial measure.

# Opening Remarks

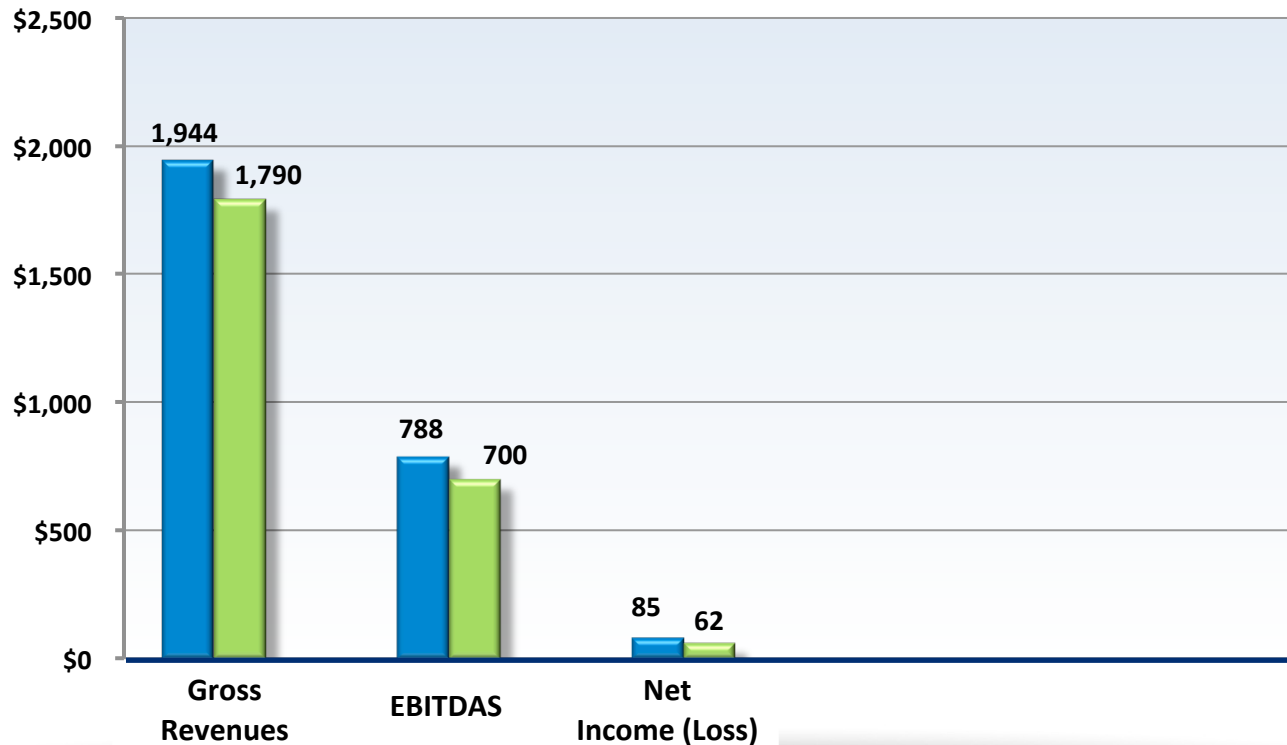
Robert Saucier, CEO

# Financial Results

Gary Vecchiarelli, CFO

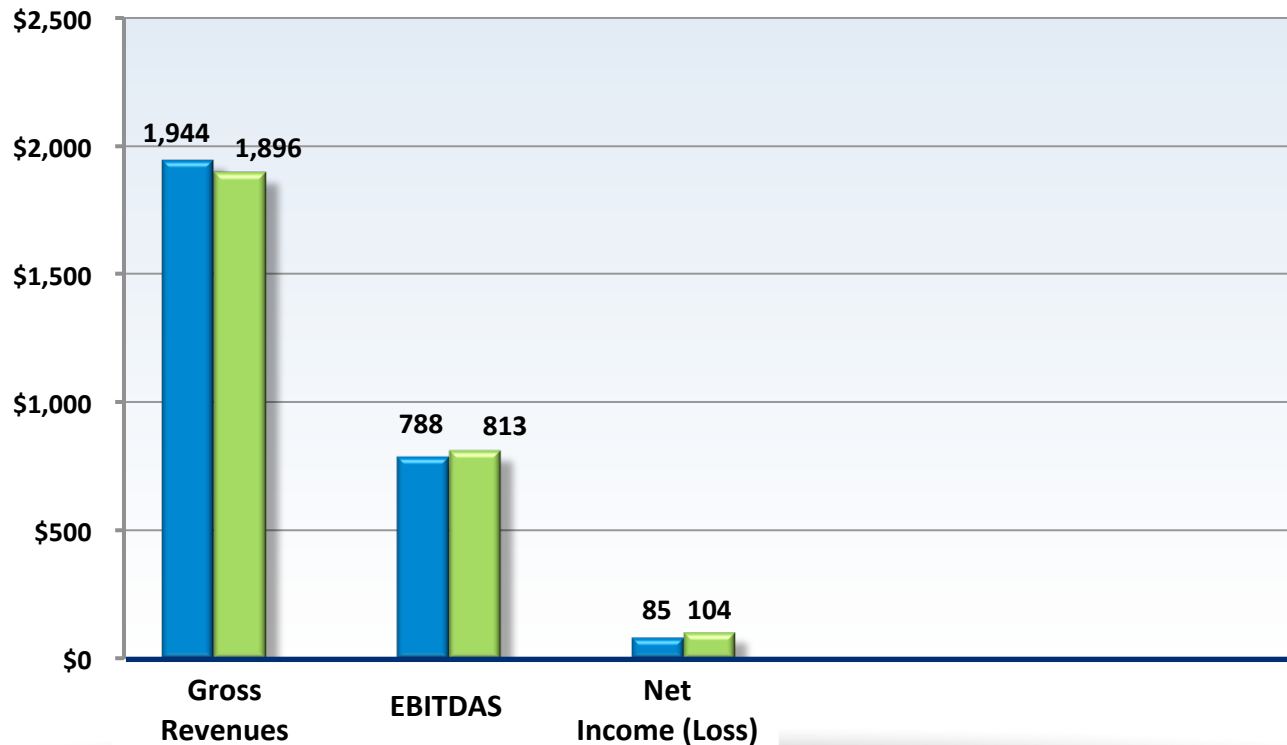
## Q2 2013 vs Q2 2012

(in thousands)



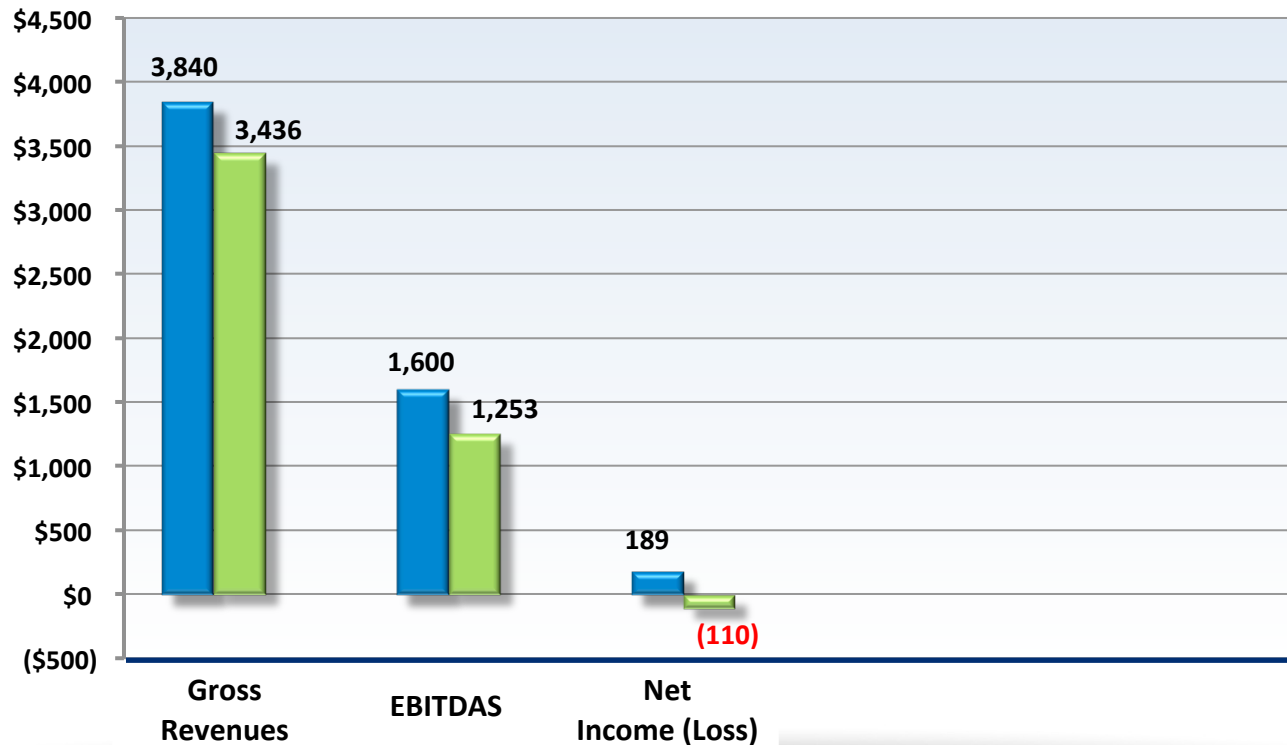
## Q2 2013 vs Q1 2013

(in thousands)



## YTD (6 Months) 2013 vs 2012

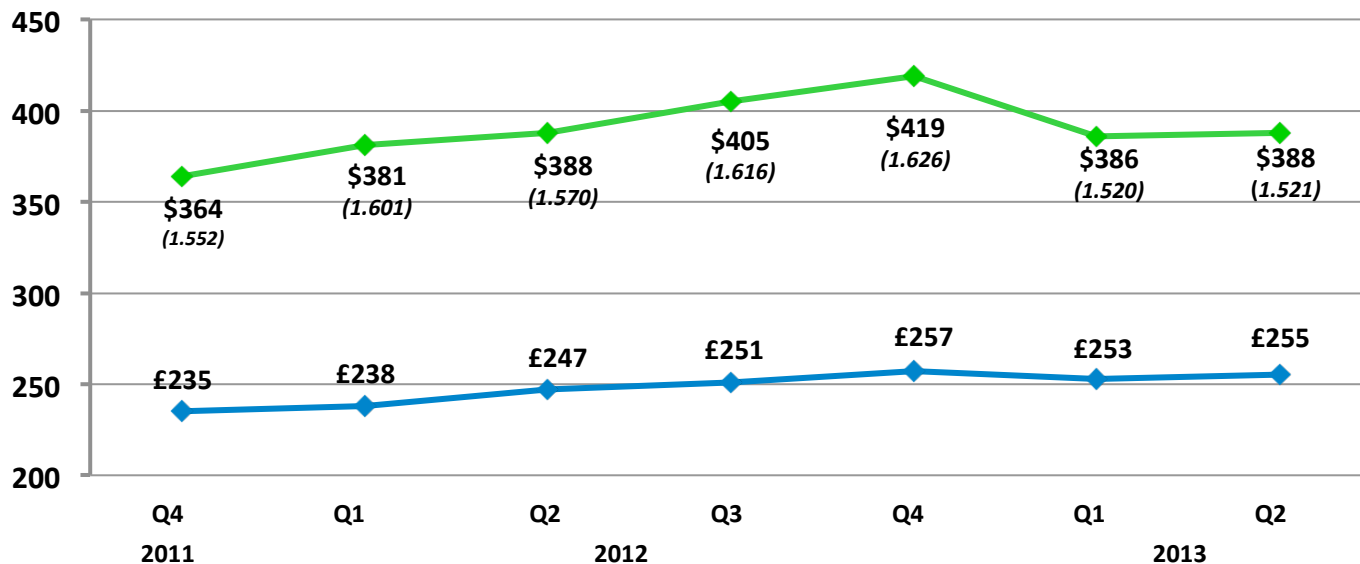
(in thousands)



## Quarterly Revenues in GBP vs USD

—◆— GBP    —◆— USD

(in thousands)





## Performance Metrics

	As of June 30,			
	2012		2013	
	Units in Service	Average Quarterly Revenue	Units in Service	Average Quarterly Revenue
<b>Proprietary Table Games</b>				
Premium Games	472	\$1,216	467	\$1,079
Side Bets	2,530	\$356	2,899	\$430
Sub-Total	3,002	\$491	3,366	\$520
<b>Enhanced Table Systems</b>				
Bonus Jackpot System	99	\$755	85	\$907
MEGA-Share	3	\$344	20	\$617
Sub-Total	102	\$728	105	\$962
<b>e-Tables (Seats)</b>	55	\$1,698	50	\$1,760
<b>TOTAL</b>	<b>3,159</b>	<b>\$567</b>	<b>3,521</b>	<b>\$547</b>

*Note: \$5,000 of iGaming revenue recognized in Q2 2013*



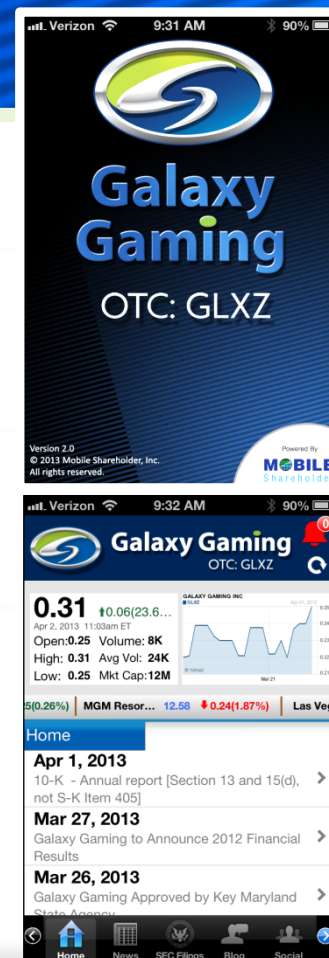
## Performance Metrics

	COMPARISON – PRIOR QUARTER			
	Q1 - 2013		Q2 - 2013	
	Units in Service	Average Quarterly Revenue	Units in Service	Average Quarterly Revenue
<b>Proprietary Table Games</b>				
Premium Games	469	\$1,188	467	\$1,079
Side Bets	2,875	\$395	2,899	\$430
Sub-Total	3,344	\$506	3,366	\$520
<b>Enhanced Table Systems</b>				
Bonus Jackpot System	91	\$975	85	\$907
MEGA-Share	22	\$909	20	\$617
Sub-Total	113	\$962	105	\$852
<b>e-Tables (Seats)</b>	50	\$1,761	50	\$1,760
<b>TOTAL</b>	<b>3,507</b>	<b>\$539</b>	<b>3,521</b>	<b>\$547</b>

*Note: \$5,000 of iGaming revenue recognized in Q2 2013*

## Investor Visibility and Liquidity

- **Upgrade Web Presence**
  - Investor Information on Web Site
  - Social Media
- **Galaxy Gaming Mobile App**
  - iPhone / iPad: “Galaxy Gaming”
  - Android: “Galaxy Gaming Finance”



## Growth Initiatives

### Product Development and Deployment

- Emperor's Challenge Upgrade
- New "Texas Hold'em" Game
- "High Card Flush"



## Global Gaming Expo (“G2E”)

- Press release soon on celebrity appearance
- 10 tables on display, 5 new products
- Free exhibit passes available until August 31<sup>st</sup>



## Q & A