



# Galaxy Gaming



## 2013 Q3 EARNINGS CALL

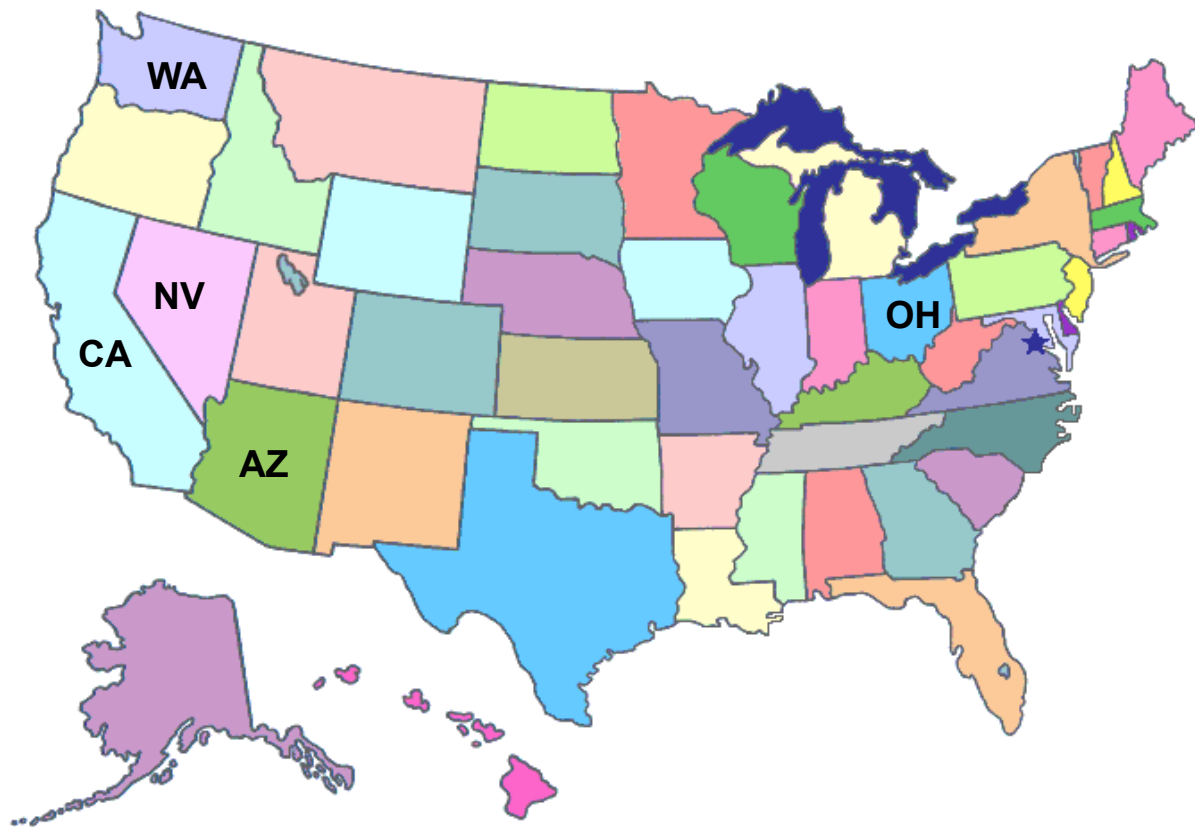
Robert Saucier, CEO

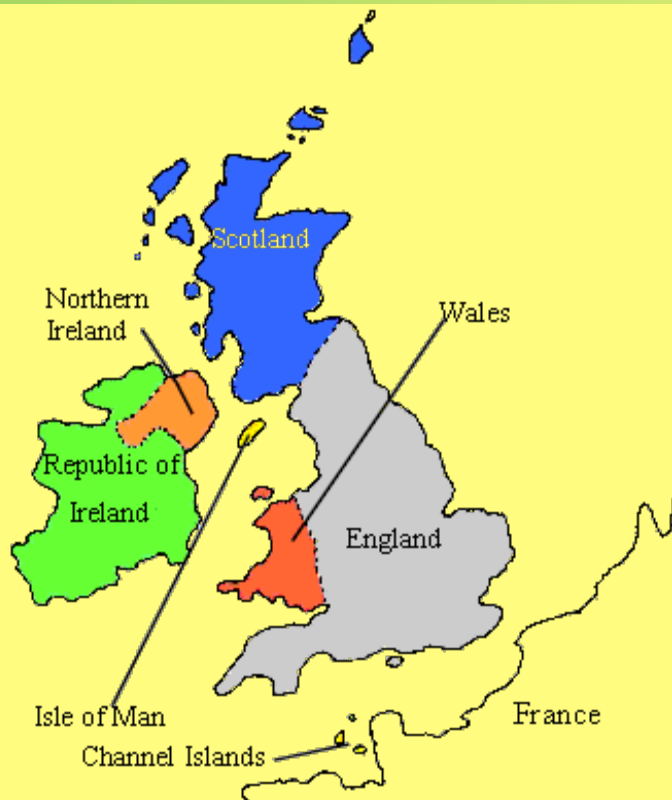
Gary Vecchiarelli, CFO

**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





### Analyzing the Market

- 145 Casinos
- Movement to Larger Casinos
- Ireland Expected to Open
- Additional Product Introductions
- Bonus Jackpot System Installations



FLUSH	1x
2x 3 or 4 Card Flush	2x
3x 5 or 7 Card Flush	3x
RAISE	
7 Card ..... 8,000 to 1	
6 Card ..... 100 to 1	
5 Card ..... 10 to 1	
4 Card ..... 1 to 1	
3 Card ..... 7 to 1	
2 Card ..... 1 to 1	
1 Card ..... 1 to 1	
STRAIGHT FLUSH	
7 Card ..... 300 to 1	
6 Card ..... 100 to 1	
5 Card ..... 10 to 1	
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Dealer qualifies: 3 Card Flush, 9 High or pays the Ante and pushes the Raise



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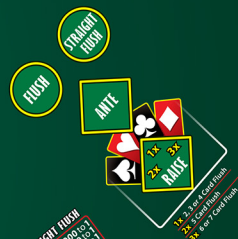
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## WPT

WORLD POKER TOUR

Ante Pushes if Dealer has Less Than a Pair

Trips Plus	Pocket Bonus	Trips Plus	Pocket Bonus
Royal Flush 100	Royal Flush 100	Royal Flush 100	Royal Flush 100
Straight Flush 40	Straight Flush 40	Straight Flush 40	Straight Flush 40
Quads 10	Quads 10	Quads 10	Quads 10
Full House 8	Full House 8	Full House 8	Full House 8
Flush 4	Flush 4	Flush 4	Flush 4
Straight 3	Straight 3	Straight 3	Straight 3
Trips 2	Trips 2	Trips 2	Trips 2
High Card 1	High Card 1	High Card 1	High Card 1

**PLAY** **ANTE** **ODDS** **POCKET BONUS** **TRIPS PLUS**

**PLAY BET**  
1X on Pocket Cards  
1X on River

**POCKET BONUS**  
Royal Flush 100  
Straight Flush 40  
Quads 10  
Full House 8  
Flush 4  
Straight 3  
Trips 2  
High Card 1

**TRIPS PLUS**  
Royal Flush 100  
Straight Flush 40  
Quads 10  
Full House 8  
Flush 4  
Straight 3  
Trips 2  
High Card 1

**ODDS**  
WIN BAD  
Pocket Aces 100  
Pocket Aces + Ace Face Suited 200  
Ace Face Suited 10  
Ace Face 5  
Pair 5

**WIN**  
100  
200  
10  
5  
5

**LOSE**  
100  
200  
10  
5  
5

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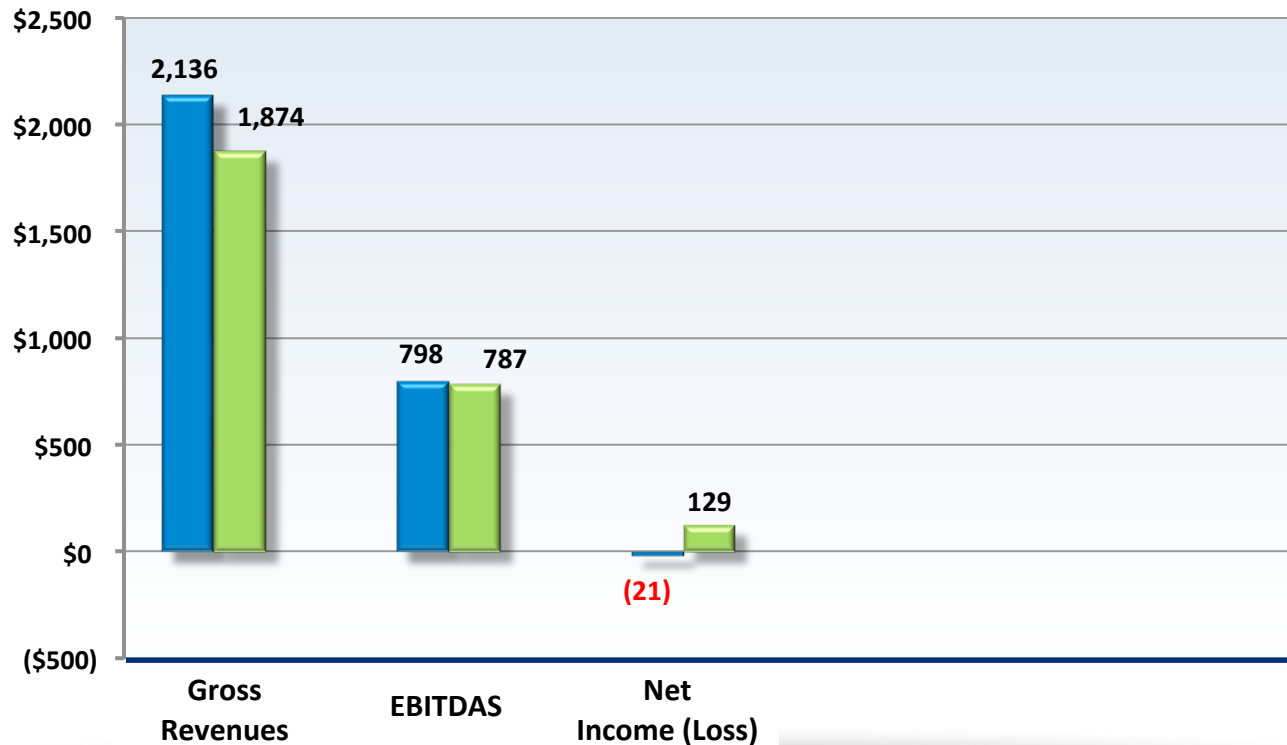
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# Financial Results

Gary Vecchiarelli, CFO

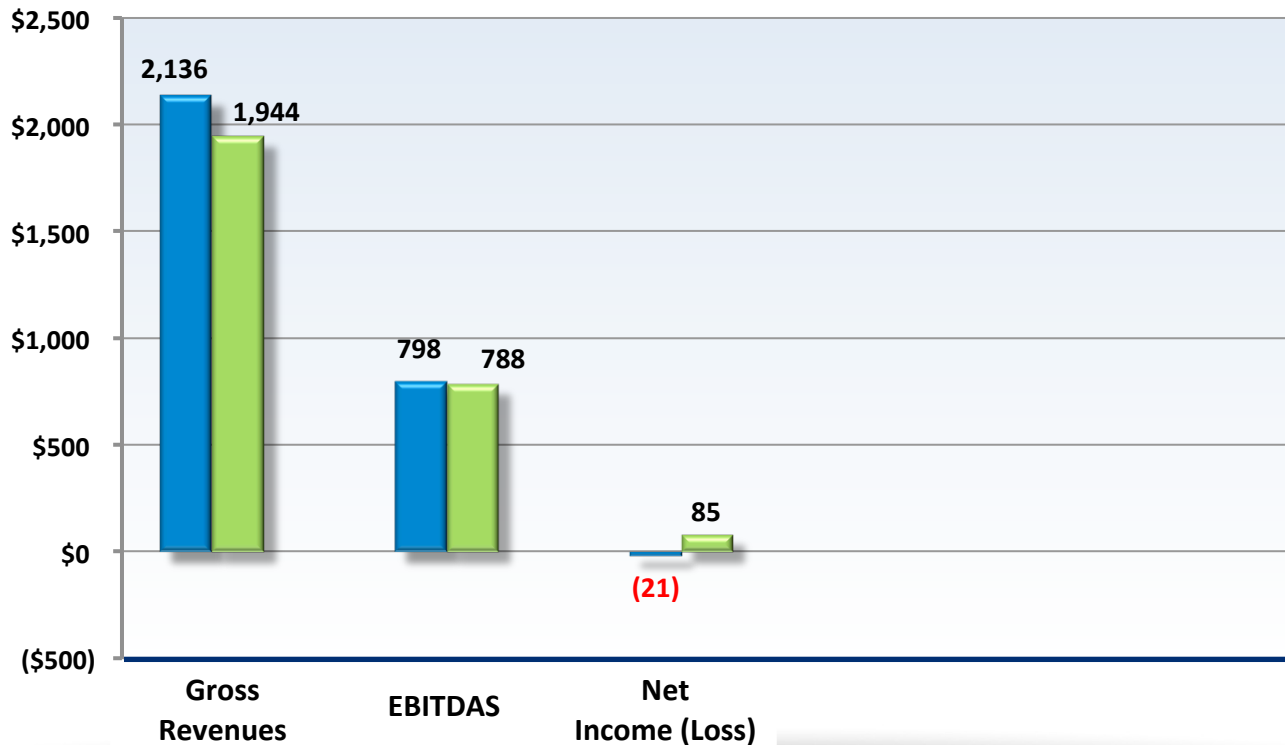
## Q3 2013 vs Q3 2012

(in thousands)



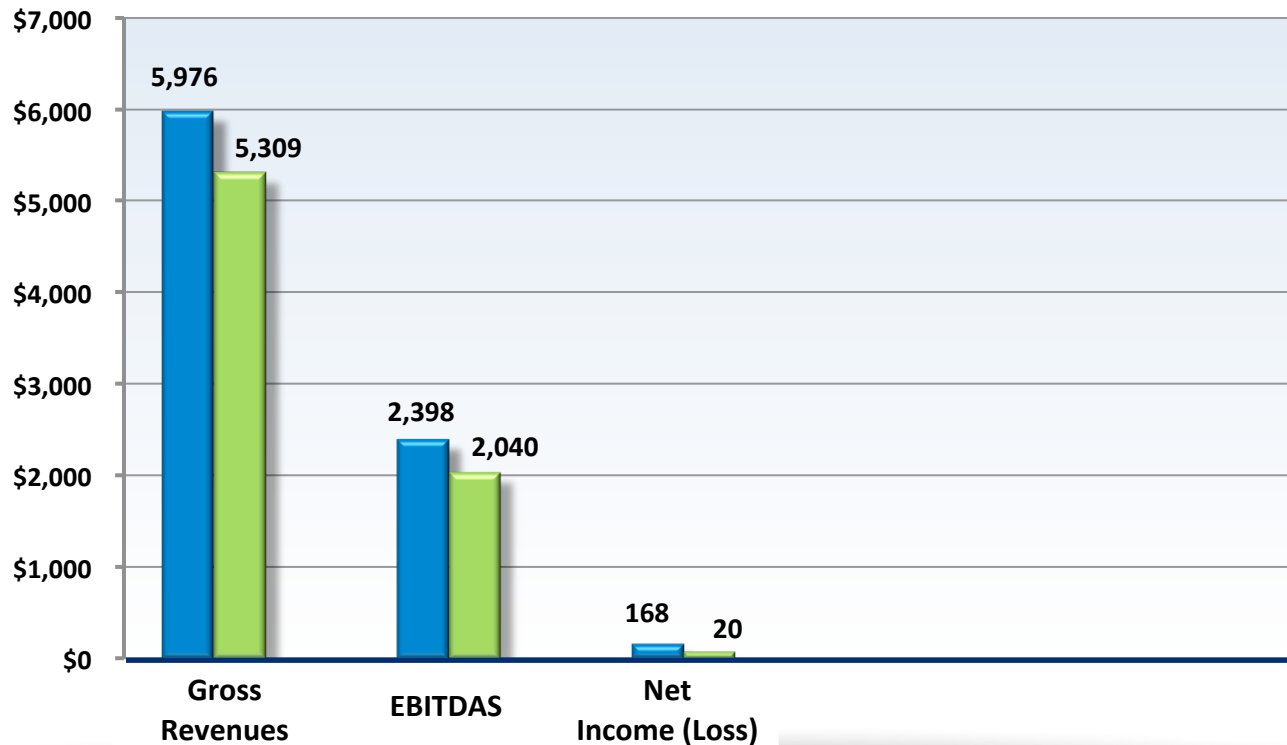
## Q3 2013 vs Q2 2013

(in thousands)



## YTD (9 Months) 2013 vs 2012

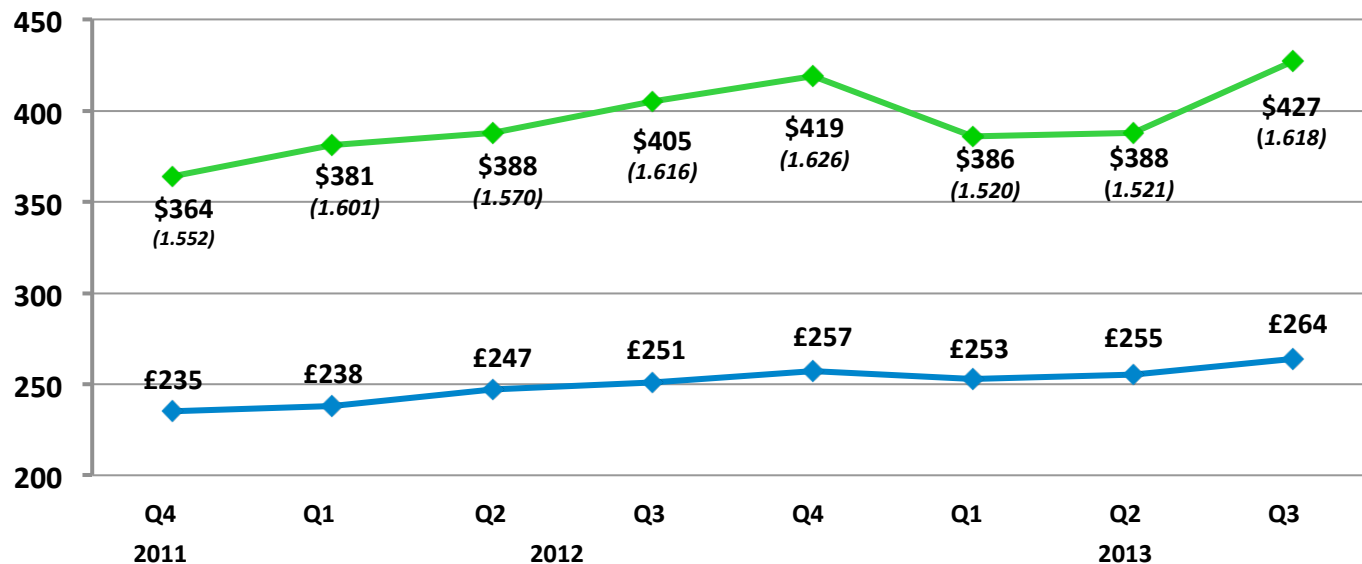
(in thousands)



## Quarterly Revenues in GBP vs USD

—◆— GBP    —◆— USD

(in thousands)



## Performance Metrics

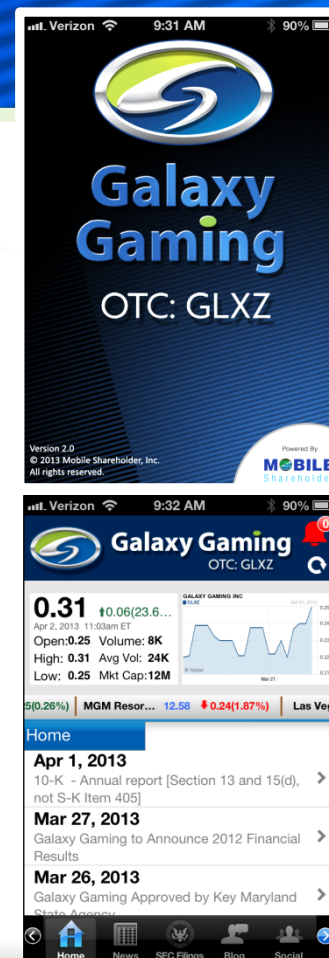
		As of September 30,			
		2012		2013	
		Units in Service	Average Quarterly Revenue	Units in Service	Average Quarterly Revenue
<b>Proprietary Table Games</b>					
	Premium Games	489	\$1,313	415	\$1,228
	Side Bets	2,774	\$386	3,105	\$437
	Sub-Total	3,263	\$525	3,520	\$530
<b>Enhanced Table Systems</b>					
	Bonus Jackpot System	94	\$725	80	\$849
	MEGA-Share	7	\$485	18	\$526
	Sub-Total	101	\$708	98	\$789
<b>e-Tables (Seats)</b>					
		55	\$1,298	35	\$2,207
	<b>TOTAL</b>	<b>3,419</b>	<b>\$543</b>	<b>3,653</b>	<b>\$553</b>

## Performance Metrics

	COMPARISON – PRIOR QUARTER			
	Q2 - 2013		Q3 - 2013	
	Units in Service	Average Quarterly Revenue	Units in Service	Average Quarterly Revenue
<b>Proprietary Table Games</b>				
Premium Games	467	\$1,079	415	\$1,228
Side Bets	2,899	\$430	3,105	\$437
Sub-Total	3,366	\$520	3,520	\$530
<b>Enhanced Table Systems</b>				
Bonus Jackpot System	85	\$907	80	\$849
MEGA-Share	20	\$617	18	\$526
Sub-Total	105	\$852	98	\$789
<b>e-Tables (Seats)</b>	50	\$1,760	35	\$2,207
<b>TOTAL</b>	<b>3,521</b>	<b>\$547</b>	<b>3,653</b>	<b>\$553</b>

## Galaxy Gaming Mobile App

- Galaxy Gaming Mobile App
  - iPhone / iPad: “Galaxy Gaming”
  - Android: “Galaxy Gaming Finance”



# **Future Growth Opportunities**

**Robert Saucier, CEO**



## Future Growth Opportunities

- Continue to increase installations of our Premium Table Games.
- New Premium Table Game to Be Introduced this Quarter.
- Upgrade our Bonus Jackpot System.
- Expand the British Isles Market (ICE Show in London - February 2014).
- Expansion into the Southern Hemisphere.

## Q & A