



Q1 2020 Results Presentation

May 2020



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.

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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.

Certain information in this presentation is based upon management forecasts and reflects prevailing conditions and management's views as of this date, all of which are subject to change. In preparing this presentation, we have relied upon and assumed, without independent verification, the accuracy and completeness of all information available from public sources or which was provided to us by third parties. The information contained herein is subject to change, completion or amendment and we are not under any obligation to keep you advised of such changes. We make no representation or warranty, express or implied, with respect to the accuracy, reasonableness or completeness of any of the information contained herein, including, but not limited to, information obtained from third parties.

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COVID-19 IMPACT

- Severe impact from COVID-19 began in mid-March as gaming facilities throughout North America began to close
- By March 31st, nearly every gaming facility in North America had closed
 - Resulting in a standstill for +95% of our business and revenue generation
 - Q1 revenue down 26% year-over-year, to \$54.3 million as a result.
- As of May 1, 2020, several gaming facilities have begun to resume limited gaming operations, +90% remain closed



MANAGING COVID-19 IMPACT

Our People

- Health and safety of our employees and the communities we operate in remains our top priority
- Providing employees workplace flexibility and various health resources
- Protect our culture amid crisis

Cash Preservation & Controlling Costs

- Cost savings initiatives and capital expenditure reductions
- Labor cost savings through company-wide salary reductions, furloughs, and 10% reduction in work force
- Suspension of all non-essential spending
- Suspension of all non-essential capital expenditures
- The company estimates that it has reduced its monthly cash outflows nearly 80% to approximately \$4 million with an additional monthly debt service cost of \$3.8 million

Balance Sheet Flexibility

- 3/19/20 borrowed under the revolving credit facility in the full amount of \$30 million
- 5/1/20 closed on \$95 million incremental term loan and amended the credit agreement to provide for net first lien leverage ratio covenant relief
- Current cash balance of \$129 million⁽¹⁾

(1) Pro Forma cash balance of \$127 million as of 3/31/20

CAPITAL STRUCTURE OVERVIEW

- On March 19, 2020, drew under the revolving credit facility the full amount of \$30 million
- On May 1st, closed an incremental term loan of \$95 million and amended our credit agreement to provide financial covenant relief
 - Incremental term loan matures in February 2024 with an interest of 1,300 basis points, with a 100 basis point LIBOR floor

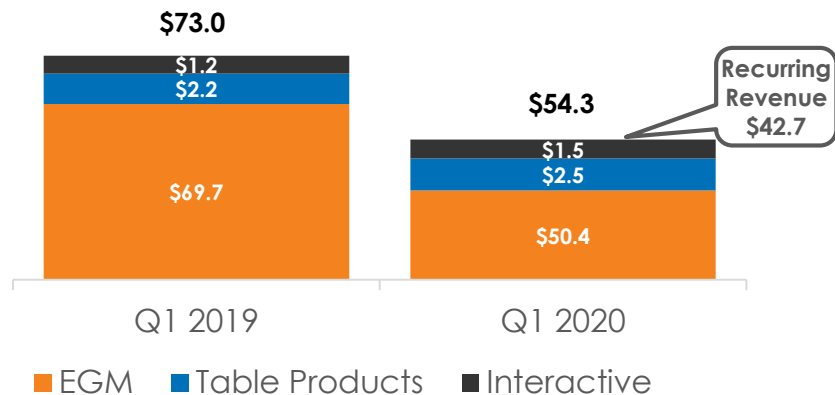
Capitalization

	12/31/2019	3/31/2020	Adj	Pro Forma	Rate	Maturity
<u>Capitalization</u>						
Cash	\$13	\$44	\$83	\$127		
\$30 million existing revolver	–	30	–	30	L+3.50%	06/06/22
First lien term loan	532	531	–	531	L+3.50%	02/15/24
Incremental term loan	–	–	95	95	L+13.00%	02/15/24
Other	2	2	–	2		
Total first lien debt	\$534	\$562	–	\$657		
Total debt	\$534	\$562	–	\$657		
Total net debt	\$521	\$519	–	\$530		
LTM Adjusted EBITDA	\$146	\$134	–	\$134		
Net leverage	3.6x	3.9x	–	4.0x		

Q1 2020 FINANCIAL PERFORMANCE

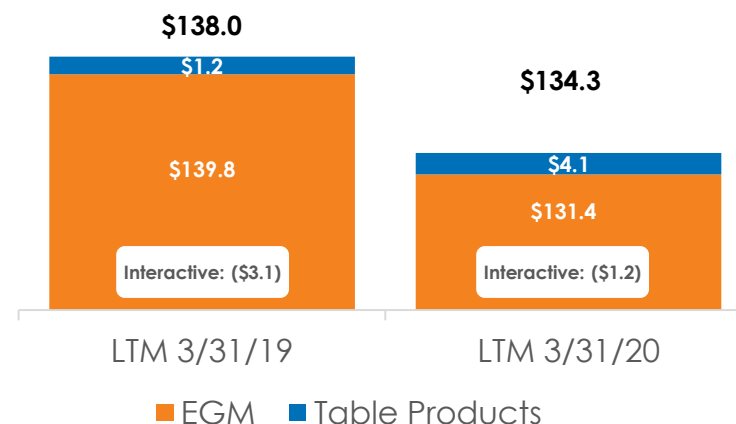
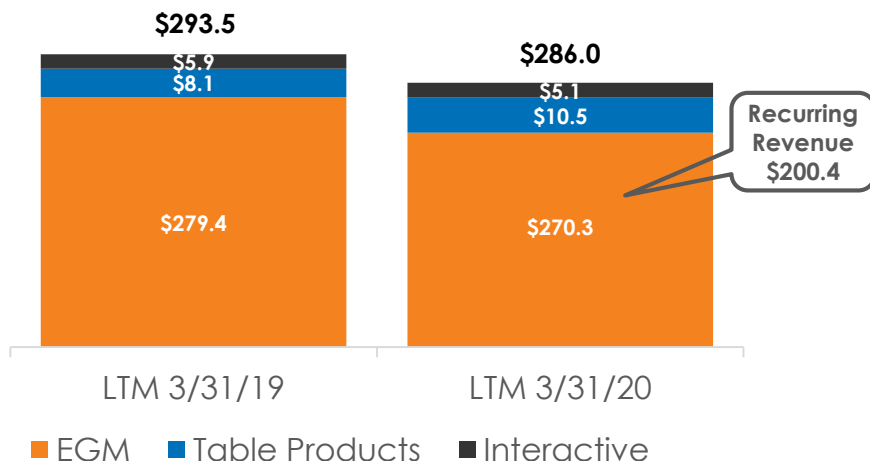
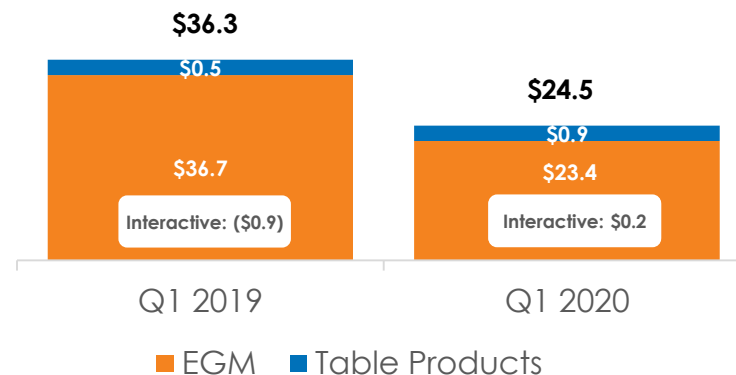
REVENUE

(\$ in mm)



ADJUSTED EBITDA

(\$ in mm)

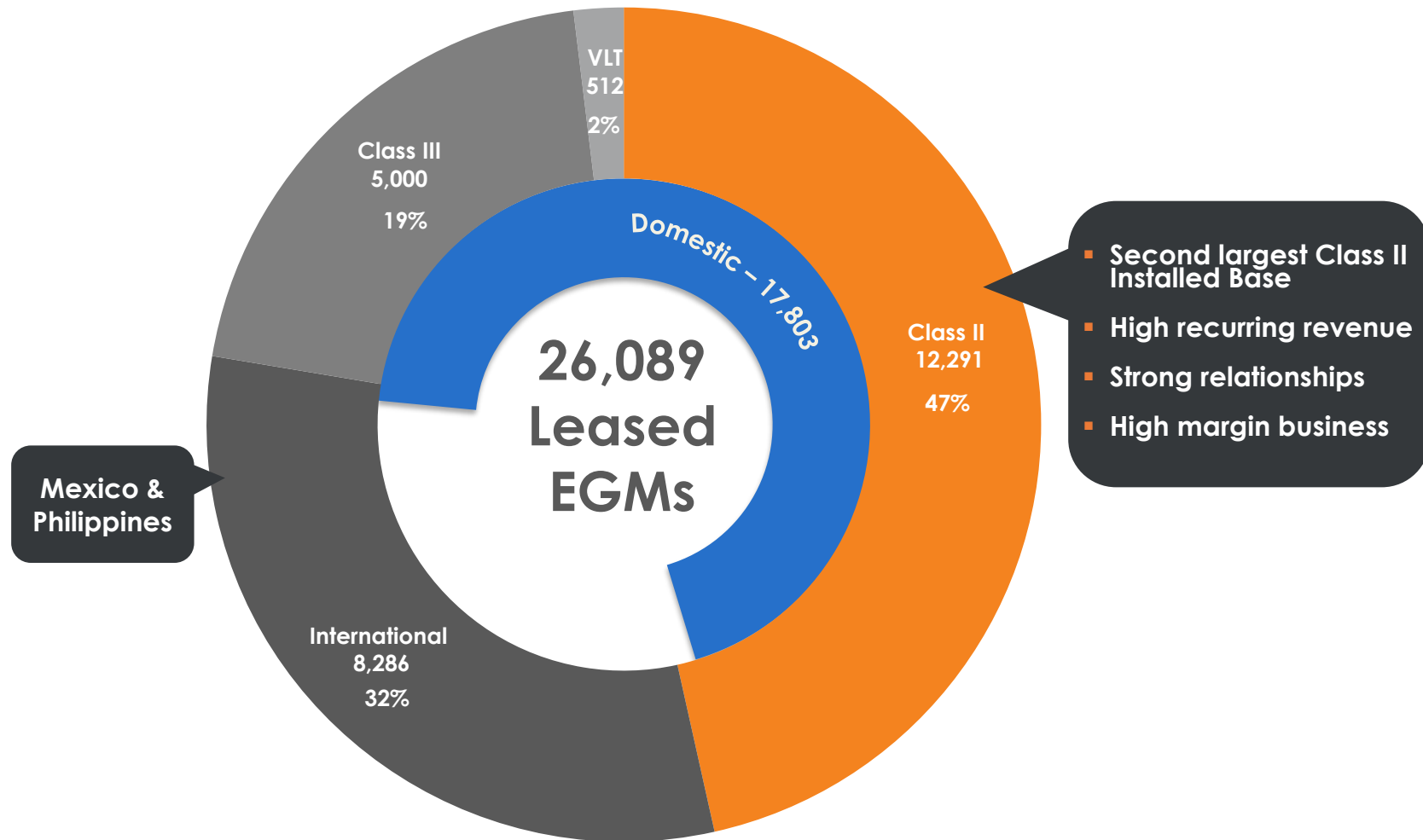


Note: Adjusted EBITDA allows us to add back certain non-cash charges that are deducted in calculating net income and to deduct certain gains that are included in calculating net income. However, these expenses and gains vary greatly, and are difficult to predict. They can represent the effect of long-term 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

EGM SEGMENT

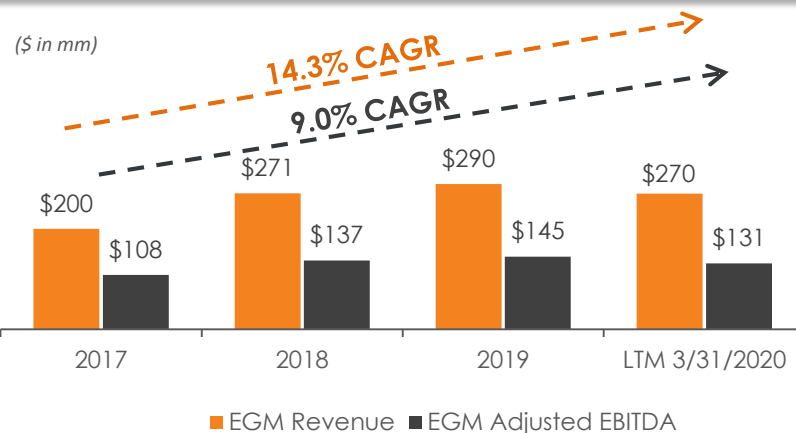
STRONG RECURRING REVENUE BASE WITH COMPETITIVE MARGINS

EGM INSTALLED BASE



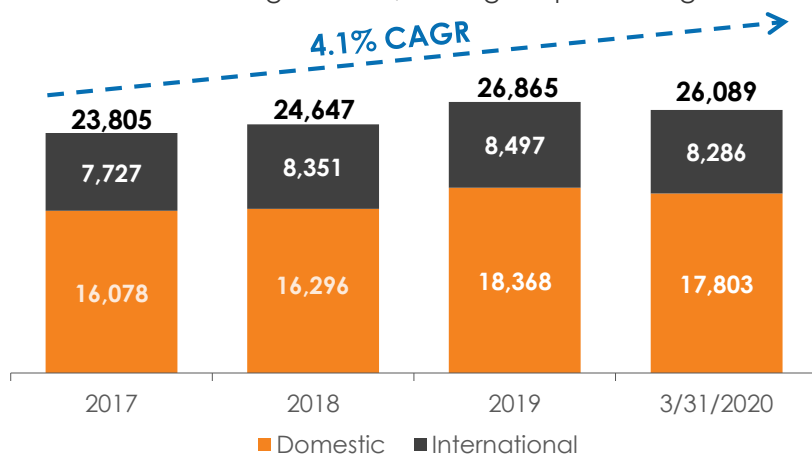
EGM SEGMENT

EGM REVENUE & EGM ADJUSTED EBITDA



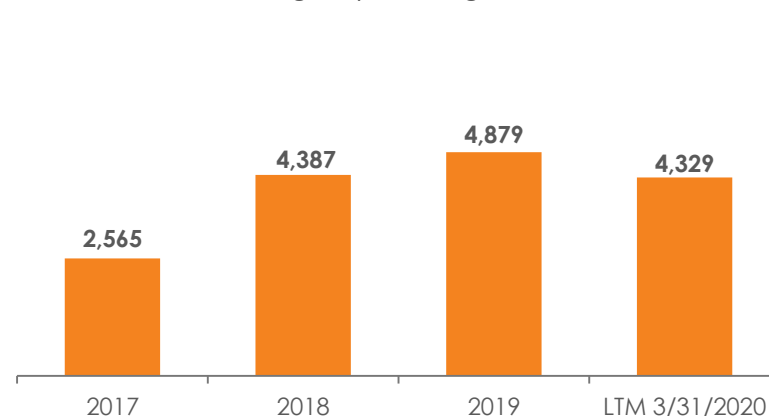
LEASED EGMs

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



SOLD EGMs

~50% 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 LTM 3/31/2020

(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 LTM 3/31/2020

RECENT EGM PERFORMANCE

TOP INDEXING SUPPLIER OVERALL⁽¹⁾



TOP 25 CORE GAME
@ 1.6 HA

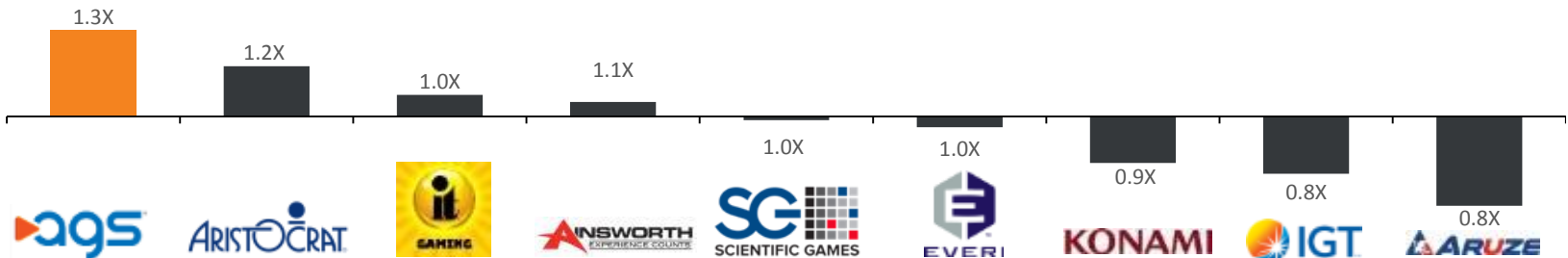


TOP 25 GROSSING OWNED
GAME

- 6 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 – April 2020

MARKET SHARE

AGS IS GROWING MARKET SHARE IN CURRENTLY LICENSED STATES

Market Stage	Jurisdiction	Estimated Total Units in State ⁽¹⁾	AGS Estimated Current Market Share	Ship Share ⁽⁴⁾
Established	Alabama	6,441	49.0%	
	Texas	3,765	36.8%	
	Oklahoma	75,140	13.3%	
	Florida	24,090	11.4%	10%
Ramping	Montana	17,559	2.9%	
	California	75,368	2.6%	7%
Early Entry	Indiana	19,181	1.9%	
	Ontario - CAN	25,017	1.7%	
	New Mexico	20,097	1.6%	11%
	Mississippi	28,216	1.5%	
	New York	35,229	1.5%	9%
	Michigan	31,126	1.4%	11%
	Louisiana	39,998	1.2%	
	Nevada	160,625	0.9%	3%
	Alberta - CAN	20,927	0.8%	
	Pennsylvania	24,236	0.6%	
	Ohio	18,766	0.5%	7%
	Other ⁽²⁾	317,338	1.7%	
Prospective	Other ⁽³⁾	58,219	0.1%	
Total		1,001,338	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 - 4Q19

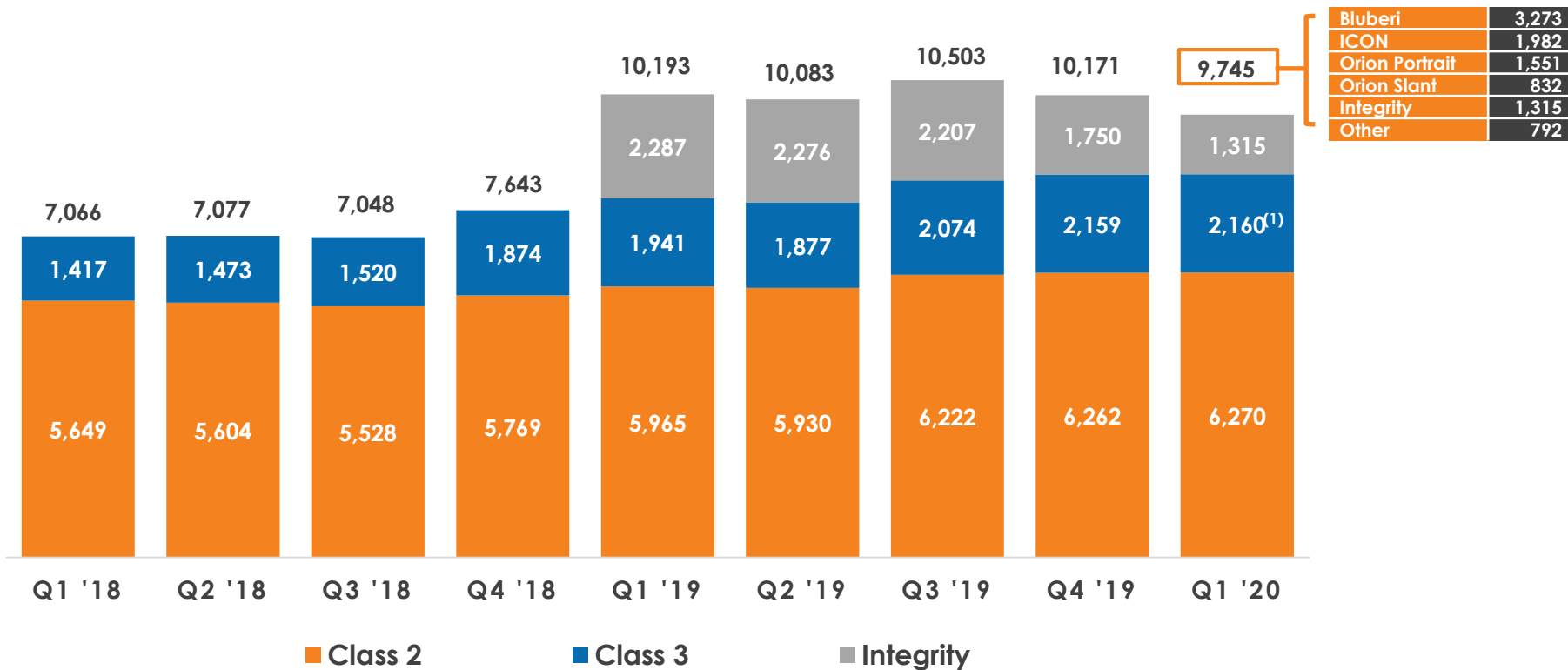
(2) Other Early Entry jurisdictions include AR, AZ, CT, DE, ID, IA, IL, KS, MD, MA, MN, ND, NE, NJ, NC, OR, SD, WA, WI, WY and the Canadian provinces of British Columbia, Manitoba, New Brunswick, Nova Scotia, Prince Edward Island, and Saskatchewan.

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

(4) Ship share is average TTM 3/31/20 ship share Per Eilers & Krejcik

OKLAHOMA OVERVIEW – INSTALLED BASE

AGS OKLAHOMA INSTALLED BASE



OKLAHOMA OVERVIEW - RPD

AGS OKLAHOMA RPD

Oklahoma RPD for the two months ended February 29, 2020 was \$18.98⁽¹⁾

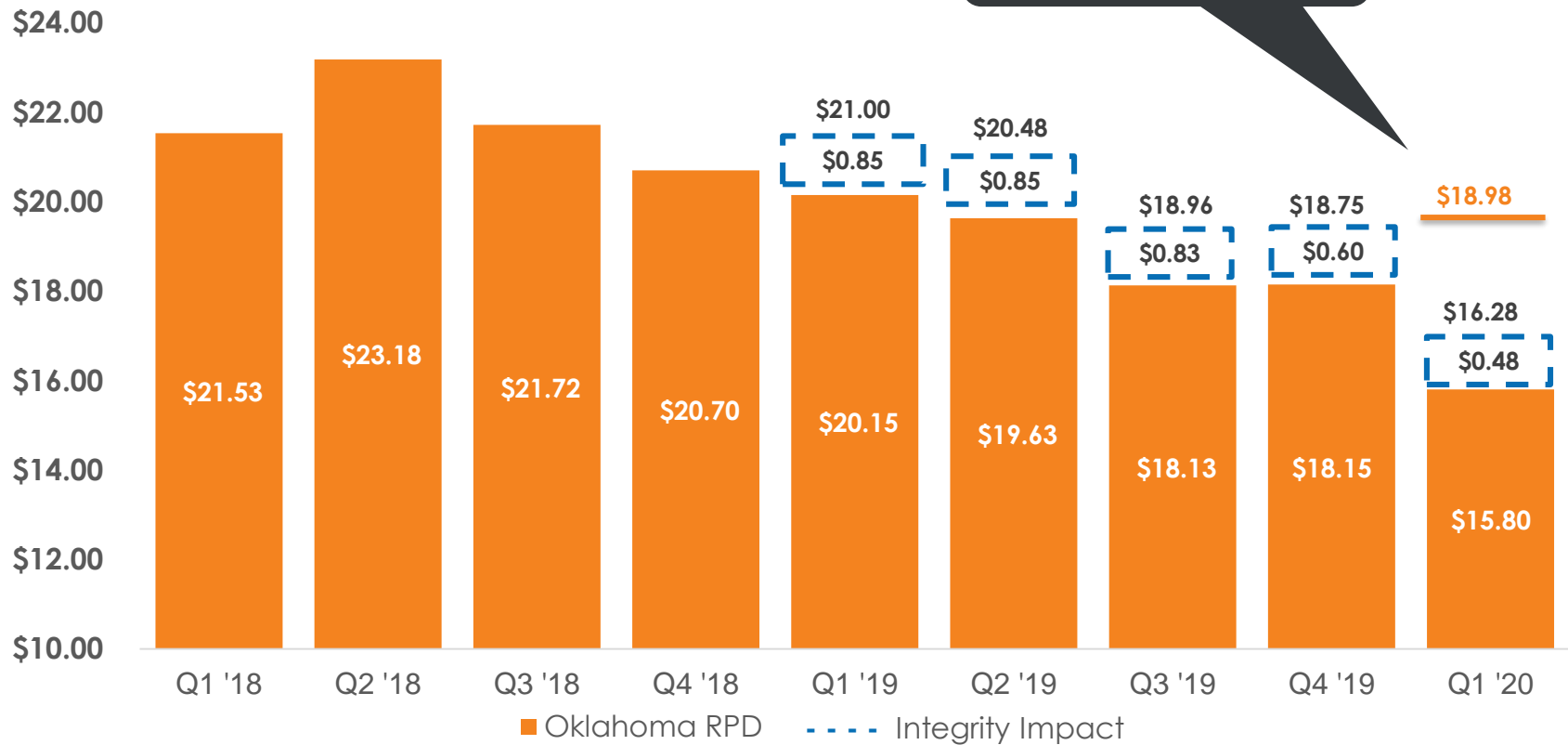


TABLE PRODUCTS SEGMENT

- Revenue increased 15%, to \$2.5 million despite casino closures in the quarter
- Adjusted EBITDA grew 88% year-over-year to approximately \$900,000, driven by momentum from all product categories
- Table Products footprint grew 19% year-over-year to approximately 3,900 units
- Our progressives installed base increased 30% to nearly 1,350 units
- ALP for the two months ended February 29, 2020 was \$234, quarterly ALP of \$197 was negatively impacted by casino closures related to COVID-19

Table Products Revenue & AEBITDA

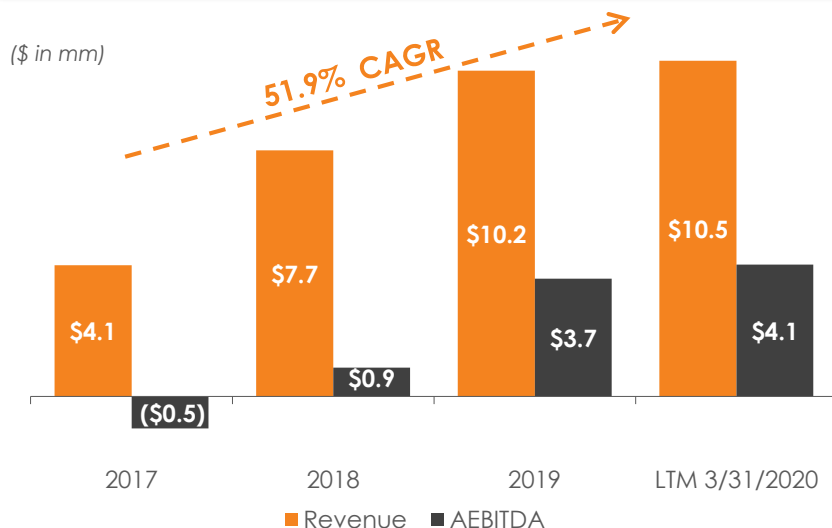
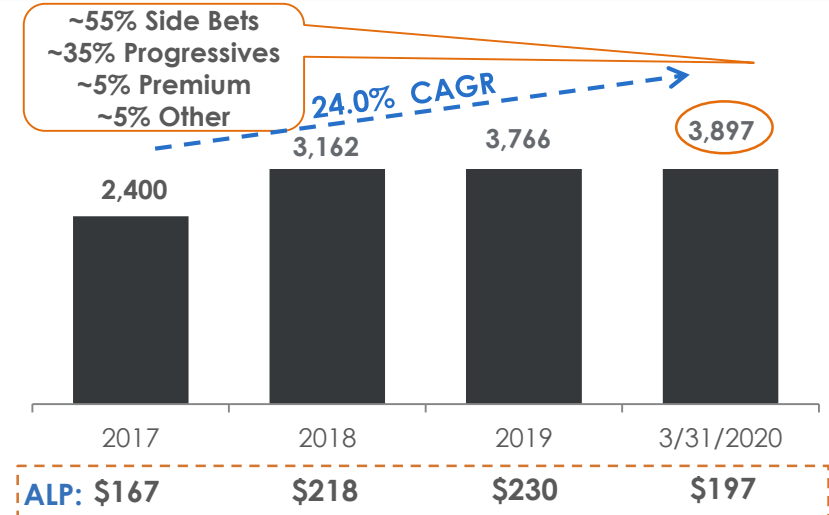


Table Products Installed Base and ALP



INTERACTIVE SEGMENT

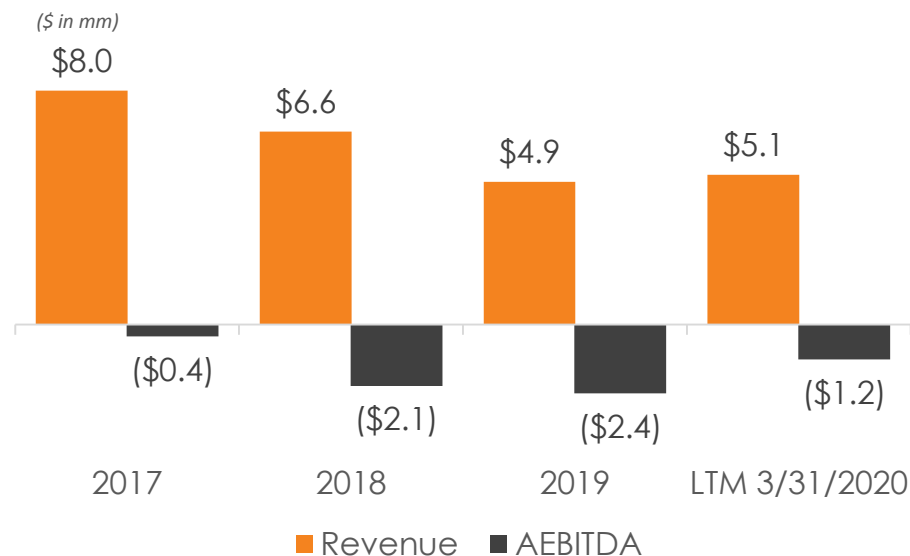
INDUSTRY-LEADING CONTENT DRIVES CUSTOMER ENGAGEMENT

Real Money Gaming (AxSys)

- Positive quarterly AEBITDA of \$0.2 million, up \$1.2 million year-over-year
- Our RMG platform now live in New Jersey with five operators
- Continued placement of AGS content in the European RMG space with introduction two new titles this quarter, *Bonanza Blast* and *Wolf Queen*
- 19 suppliers live across the RMG platform
- Continued costs savings from the restructuring of our social business



Interactive Revenue & AEBITDA



2020 STRATEGY

NOTE: THE COMPANY WITHDREW GUIDANCE ON 3/20/20

Safety

- Focused on getting our people back to work safely
 - Help our customers rebuild and recover as quickly and safely as possible
-

Cash Management

- Reevaluated capital investment strategies for remainder of year
 - Manage the expenses with precision as casinos begin to reopen and ramp operations
 - Pursuing capital projects that allow for the best returns
 - Selective placements of our latest premium-lease EGMs and Table offerings
 - Continue our focus on improving cash returns in Oklahoma
-

R&D

- Protect and strategically ramp R&D
- Support the current installed base with new game content
- Continue development on games for *Orion Rise*, *Starwall* and *Curve*



APPENDIX

CONSOLIDATED OPERATIONAL SUMMARY

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

Operational and other data	Q1	Q2	Q3	Q4	2018	Q1	Q2	Q3	Q4	2019	Q1	LTM 3/31/20
Revenues by segment												
EGM	\$61.3	\$69.3	\$71.8	\$68.7	\$271.0	\$69.7	\$71.0	\$75.3	\$73.7	\$289.6	\$50.4	\$270.3
Table products	1.7	1.8	2.1	2.1	7.7	2.2	2.4	2.9	2.8	10.2	2.5	10.5
Interactive	1.9	1.7	1.7	1.3	6.6	1.2	1.1	1.2	1.3	4.9	1.5	5.1
Total revenue	\$64.9	\$72.8	\$75.5	\$72.1	\$285.3	\$73.0	\$74.5	\$79.4	\$77.8	\$304.7	\$54.3	\$286.0
Adjusted EBITDA by segment												
EGM	\$34.3	\$36.9	\$34.0	\$32.2	\$137.4	\$36.7	\$35.5	\$35.8	\$36.6	\$144.7	\$23.4	\$131.4
% margin	56.0%	53.2%	47.4%	46.9%	50.7%	52.7%	50.1%	47.6%	49.7%	50.0%	46.4%	48.6%
Table products	0.2	0.1	0.4	0.3	0.9	0.5	0.8	1.4	1.0	3.7	0.9	4.1
Interactive	0.0	(0.4)	(0.9)	(0.9)	(2.1)	(0.9)	(0.6)	(0.4)	(0.4)	(2.4)	0.2	(1.2)
Total Adjusted EBITDA	\$34.5	\$36.6	\$33.6	\$31.5	\$136.2	\$36.3	\$35.7	\$36.8	\$37.3	\$146.1	\$24.5	\$134.3
% margin	53.2%	50.2%	44.5%	43.8%	47.7%	49.6%	48.0%	46.3%	47.9%	47.9%	45.1%	47.0%
EGM segment												
VLT	1,217	1,217	1,217	797	797	667	517	517	512	512	512	512
Class II	12,254	12,206	11,477	11,790	11,790	12,191	12,154	12,355	12,415	12,415	12,291	12,291
Class III	3,082	3,224	3,374	3,709	3,709	5,940	5,750	5,852	5,441	5,441	5,000	5,000
Domestic installed base	16,553	16,647	16,068	16,296	16,296	18,798	18,421	18,724	18,368	18,368	17,803	17,803
International installed base	7,480	7,876	8,116	8,351	8,351	8,510	8,596	8,668	8,497	8,497	8,286	8,286
Total installed base	24,033	24,523	24,184	24,647	24,647	27,308	27,017	27,392	26,865	26,865	26,089	26,089
Installed base, Oklahoma	7,066	7,077	7,048	7,643	7,643	10,193	10,083	10,503	10,171	10,171	9,745	9,745
Installed base - non-Oklahoma	9,487	9,570	9,020	8,653	8,653	8,605	8,338	8,221	8,197	8,197	8,058	8,058
Domestic installed base	16,553	16,647	16,068	16,296	16,296	18,798	18,421	18,724	18,368	18,368	17,803	17,803
Domestic RPD	\$26.72	\$27.79	\$27.14	\$26.41	\$27.02	\$26.42	\$26.16	\$25.08	\$24.97	\$25.65	\$21.08	\$24.34
International RPD	\$8.27	\$8.80	\$8.52	\$8.07	\$8.41	\$8.68	\$8.22	\$7.99	\$7.65	\$8.13	\$6.89	\$7.65
Total RPD	\$20.94	\$21.77	\$20.95	\$20.20	\$20.96	\$20.73	\$20.49	\$19.68	\$19.52	\$20.10	\$16.57	\$19.08
Domestic EGM units sold	792	1,058	1,332	1,159	4,341	1,024	1,053	1,350	1,173	4,600	426	4,002
International EGM units sold	46	—	—	—	46	—	128	41	110	279	38	317
Total EGM units sold	838	1,058	1,332	1,159	4,387	1,024	1,181	1,391	1,283	4,879	464	4,319
Domestic avg sales price	\$17,898	\$18,728	\$18,051	\$18,782	\$18,383	\$18,657	\$18,178	\$18,476	\$17,833	\$18,302	\$17,564	\$18,112
Table products segment												
Table products installed base	2,631	2,737	3,065	3,162	3,162	3,285	3,380	3,601	3,766	3,766	3,897	3,897
Avg monthly lease price	\$220	\$213	\$214	\$224	\$218	\$217	\$230	\$232	\$239	\$230	\$197	\$224

TOTAL ADJUSTED EBITDA RECONCILIATION

(\$ in mm)

Adj. EBITDA reconciliation	Q1	Q2	Q3	Q4	2018
Net loss attributable to PlayAGS, Inc.	(\$9.5)	(\$5.3)	\$4.3	(\$10.3)	(\$20.8)
Income tax expense (benefit)	(12.4)	7.0	(3.5)	0.6	(8.4)
Depreciation and amortization	19.3	19.5	19.0	19.8	77.5
Other (income) expense	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 payments	—	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

(\$ 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 New jurisdiction and regulatory licensing costs	—	—	—	—	—
6 Legal & litigation expenses including settlement payments	—	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

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)

	Q2 '18	Q3 '18	Q4 '18	Q1 '19	LTM 3/31/19
Adj. EBITDA reconciliation					
Net loss attributable to PlayAGS, Inc.	(\$5.3)	\$4.3	(\$10.3)	(\$0.1)	(\$11.4)
Income tax expense (benefit)	7.0	(3.5)	0.6	(5.8)	(1.8)
Depreciation and amortization	19.5	19.0	19.8	21.5	79.7
Other (income) expense	0.5	0.4	0.4	5.3	6.6
Interest income	(0.0)	(0.1)	(0.0)	(0.0)	(0.2)
Interest expense	8.9	9.0	9.4	8.9	36.1
1 Write downs and other	1.0	0.7	5.5	1.0	8.1
2 Loss on extinguishment and modification of debt	—	—	2.0	—	2.0
3 Other adjustments	0.9	0.9	0.2	0.3	2.3
4 Other non-cash charges	1.6	1.7	1.7	2.0	7.0
5 New jurisdiction and regulatory licensing costs	—	—	—	—	—
6 Legal & litigation expenses including settlement payments	0.8	(0.0)	0.2	—	1.0
7 Acquisition & integration related costs	1.2	0.7	0.5	2.0	4.4
8 Non-cash stock compensation	0.5	0.5	1.8	1.2	4.0
Adjusted EBITDA	\$36.6	\$33.6	\$31.5	\$36.3	\$138.0

(\$ in mm)

	Q2 '19	Q3 '19	Q4 '19	Q1 '20	LTM 3/31/20
Adj. EBITDA reconciliation					
Net (loss) income attributable to PlayAGS, Inc.	(\$7.6)	(\$5.5)	\$1.4	(\$14.4)	(\$26.1)
Income tax (benefit) expense	(0.1)	1.9	(1.6)	(3.4)	(3.2)
Depreciation and amortization	23.7	23.8	22.5	24.4	94.4
Other expense (income)	(0.0)	(0.1)	(0.5)	4.3	3.7
Interest income	(0.0)	0.0	(0.1)	(0.1)	(0.1)
Interest expense	9.6	9.3	8.5	8.3	35.7
1 Write downs and other	5.0	0.8	0.1	0.1	6.0
2 Loss on extinguishment and modification of debt	—	—	—	—	—
3 Other adjustments	0.4	0.1	0.2	0.7	1.4
4 Other non-cash charges	2.2	2.4	2.5	2.6	9.7
5 New jurisdiction and regulatory licensing costs	—	—	—	—	—
6 Legal & litigation expenses including settlement payments	0.0	1.7	0.1	—	1.8
7 Acquisition & integration related costs	0.4	0.5	0.4	0.5	1.7
8 Non-cash stock compensation	2.2	2.0	3.7	1.6	9.4
Adjusted EBITDA	\$35.7	\$36.8	\$37.3	\$24.5	\$134.3

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

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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