



## Revised Segmental Reporting Structure

**Sydney, 8 May 2024**

Aristocrat Leisure Limited (ASX:ALL) announced on 26 April 2024 that its Anaxi (including the Customer Experience Solutions or CXS business) and NeoGames operations will be managed as a single, integrated global business going forward under the name Aristocrat Interactive.

Accordingly, Aristocrat will adopt a revised segmental reporting structure for the six month period to 31 March 2024, to better align to our strategy, management structure and growth expectations. From 1H24, performance will be reported under three primary segments, namely Aristocrat Gaming, Pixel United and Aristocrat Interactive.

In order to assist modelling and reconciliation of prior year results to the new reporting structure, comparative half and full year financial results for 2022 and 2023 have been provided with this release.

### **Investor conference call**

Aristocrat's Chief Financial Officer, Sally Denby, will hold a conference call today at 10:00am (AEST) to provide a brief overview of the new format. The conference call will be webcast at <https://ir.aristocrat.com/events>.

Aristocrat confirms its results for the first half of fiscal 2024 will be released on 16 May 2024, as previously advised.

### **Authorised for lodgement by:**

**Anne Tucker**  
**Company Secretary**

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*Aristocrat Leisure Limited (ASX: ALL) is a leading gaming content creation company powered by technology to deliver industry-leading casino games together with mobile games and online real money games, collectively entertaining millions of players worldwide, every day. Headquartered in Sydney, Australia, Aristocrat has three operating business units, spanning regulated land-based gaming (Aristocrat Gaming), mobile games publishing (Pixel United) and regulated online real money (Aristocrat Interactive). Our team of over 8500 people across the globe are united by our company mission to bring joy to life through the power of play. For more: [www.aristocrat.com](http://www.aristocrat.com)*



# Aristocrat's new segmental disclosures



## Previous Reporting Segments

### Primary Segments

- Americas
- Australia and New Zealand
- International Class III
- Pixel United

### Operational Divisions

#### Aristocrat Gaming

- Americas
- Australia and New Zealand
- International Class III

#### Pixel United

- Social Casino
- RPG, Strategy & Action
- Casual

## Revised Reporting Segments

### Primary Segments <sup>1</sup>

- Aristocrat Gaming
- Pixel United
- Aristocrat Interactive

### Operational Divisions

#### Aristocrat Gaming

- North America <sup>2 3 6</sup>
- Rest of World <sup>4 5 6</sup>

#### Pixel United <sup>7 8</sup>

- Social Casino
- RPG, Strategy & Action
- Casual

#### Aristocrat Interactive <sup>9</sup>

- Customer Experience Solutions (CXS)
- iGaming

- <sup>1</sup> Anaxi (inclusive of iGaming and Customer Experience Solutions or CXS) to be separately disclosed from Gaming in a new reporting segment Aristocrat Interactive
- <sup>2</sup> North America is now a standalone operational division of Gaming
- <sup>3</sup> New datapoint - North America Adjacencies. These were previously included in Outright Sales
- <sup>4</sup> Rest of World includes all our operations in ANZ, EMEA & Asia Pacific (previously reported as International Class III) and LATAM (previously reported under the Americas)
- <sup>5</sup> We will continue to disclose ANZ revenue and all revenue operating metrics driving this business
- <sup>6</sup> Latin America and Outright Sales Conversions will no longer be disclosed
- <sup>7</sup> Minimal changes to Pixel United. The three genres will continue to be reported, with consistent operating metrics
- <sup>8</sup> New datapoint - Direct to Consumer revenues disclosed
- <sup>9</sup> Operational divisions CXS and iGaming (online RMG) to be revised after NeoGames is integrated and will be announced at the 1H24 result on 16 May 2024

**FY23/FY22**  
**Modelling Inputs**



# Group Results Summary

## Group Performance

| A\$ million   | Reported Currency |                | Reported currency | Constant currency |
|---|-------------------|----------------|-------------------|-------------------|
|   | 2023              | 2022           | Variance %        | Variance %        |
|   |                   |                |                   |                   |
| <b>Segment revenue</b>  |                   |                |                   |                   |
| Gaming  | 3,461.5           | 2,837.9        | 22.0              | 15.6              |
| Pixel United  | 2,651.6           | 2,591.1        | 2.3               | (3.8)             |
| Interactive   | 182.6             | 144.7          | 26.2              | 20.1              |
| <b>Total segment revenue</b>  | <b>6,295.7</b>    | <b>5,573.7</b> | <b>13.0</b>       | <b>6.7</b>        |
| <b>Segment profit</b>   |                   |                |                   |                   |
| Gaming  | 1,863.9           | 1,509.2        | 23.5              | 16.7              |
| Pixel United  | 854.9             | 852.7          | 0.3               | (5.6)             |
| Interactive   | 31.0              | 37.8           | (18.0)            | (23.0)            |
| <b>Total segment profit</b>   | <b>2,749.8</b>    | <b>2,399.7</b> | <b>14.6</b>       | <b>8.2</b>        |
| <b>Unallocated expenses</b>   |                   |                |                   |                   |
| Group D&D expense   | (820.2)           | (666.5)        | (23.1)            | (17.8)            |
| Corporate, foreign exchange and other   | (121.9)           | (140.3)        | 13.1              | 15.9              |
| <b>Total unallocated expenses</b>   | <b>(942.1)</b>    | <b>(806.8)</b> | <b>(16.8)</b>     | <b>(12.0)</b>     |
| <b>EBIT before amortisation of acquired intangibles (EBITA)</b>                 | <b>1,807.7</b>    | <b>1,592.9</b> | <b>13.5</b>       | <b>6.2</b>        |
| Amortisation of acquired intangibles  | (106.3)           | (127.5)        | 16.6              | 21.7              |
| <b>EBIT</b>   | <b>1,701.4</b>    | <b>1,465.4</b> | <b>16.1</b>       | <b>8.7</b>        |
| Interest income   | 113.1             | 24.9           | 354.2             | 332.5             |
| Interest expense  | (153.7)           | (162.6)        | 5.5               | 10.9              |
| <b>Profit before tax</b>  | <b>1,660.8</b>    | <b>1,327.7</b> | <b>25.1</b>       | <b>17.1</b>       |
| Income tax  | (415.7)           | (326.8)        | (27.2)            | (19.1)            |
| <b>Profit after tax (NPAT)</b>  | <b>1,245.1</b>    | <b>1,000.9</b> | <b>24.4</b>       | <b>16.5</b>       |
| Amortisation of acquired intangibles after tax                                  | 81.5              | 98.4           | (17.2)            | (22.3)            |
| <b>Profit after tax and before amortisation of acquired intangibles (NPATA)</b> | <b>1,326.6</b>    | <b>1,099.3</b> | <b>20.7</b>       | <b>13.0</b>       |

## Exchange Rates

| A\$: | 2023        |             |             | 2022                 |                      |
|------|-------------|-------------|-------------|----------------------|----------------------|
|      | 30 Sep 2023 | 31 Mar 2023 | 30 Sep 2022 | Average <sup>2</sup> | Average <sup>2</sup> |
| US\$ | 0.6434      | 0.6683      | 0.6397      | 0.6655               | 0.7084               |

## Reconciliation of statutory profit to NPATA

| A\$ million   | 2023           | 2022           |
|---|----------------|----------------|
| Statutory profit as reported in the financial statements  | 1,454.1        | 948.5          |
| Amortisation of acquired intangibles (tax effected)   | 81.5           | 98.4           |
| Reported profit after tax before amortisation of acquired intangibles (Reported NPATA)            | 1,535.6        | 1,046.9        |
| (Less)/Add back net (gain)/loss from significant items after tax                                  | (209.0)        | 52.4           |
| <b>Normalised profit after tax before amortisation of acquired intangibles (Normalised NPATA)</b> | <b>1,326.6</b> | <b>1,099.3</b> |

## Significant Items

| A\$ million   | 2023       |              | 2022          |               |
|---|------------|--------------|---------------|---------------|
|   | Before tax | After tax    | Before tax    | After tax     |
| Litigation proceeds                                   | 36.0       | 25.1         | -             | -             |
| Contingent retention arrangements                     | -          | -            | (6.4)         | (17.1)        |
| Acquisition related transaction and integration costs | (13.9)     | (13.7)       | (92.2)        | (74.8)        |
| Onerous lease   | (12.5)     | (9.6)        | -             | -             |
| Changes in deferred tax asset                         | -          | 207.2        | -             | 39.5          |
| <b>Net gain/(loss) from significant items</b>         | <b>9.6</b> | <b>209.0</b> | <b>(98.6)</b> | <b>(52.4)</b> |

## EBITDA Reconciliation

| A\$ million   | 2023           | 2022           |
|---|----------------|----------------|
| Statutory profit before tax as reported in the financial statements | 1,670.4        | 1,229.1        |
| Add back interest   | 40.6           | 137.7          |
| (Less)/Add back net (gain)/loss from significant items before tax   | (9.6)          | 98.6           |
| <b>Profit before interest and tax (EBIT)</b>                        | <b>1,701.4</b> | <b>1,465.4</b> |
| Add back depreciation and amortisation <sup>1</sup>                 | 382.0          | 370.5          |
| <b>EBITDA</b>   | <b>2,083.4</b> | <b>1,835.9</b> |

1. Depreciation and amortisation aligns to statutory disclosures and has not been adjusted for contra-revenue items due to the reduced materiality of these items. This has resulted in an immaterial downward adjustment to the previously disclosed EBITDA calculation.
2. Average of monthly exchange rates only. No weighting applied.

**1** Anaxi (inclusive of iGaming and CXS) to be separately disclosed from Gaming in a new reporting segment Aristocrat Interactive



| Summary of Performance                        | Gaming (A\$ m) |         | 2 6 North America (US\$ m) |         | 4 6 Rest of World (A\$ m) <sup>1</sup> |        |
|---|----------------|---------|----------------------------|---------|--|--------|
|   | 2023           | 2022    | 2023                       | 2022    | 2023                                   | 2022   |
| Revenue                                       | 3,461.5        | 2,837.9 | 1,807.3                    | 1,560.0 | 744.9                                  | 627.9  |
| EBITDA  | 2,049.3        | 1,661.6 | 1,156.5                    | 1,003.7 | 311.7                                  | 243.6  |
| Depreciation and Amortisation                 | (185.4)        | (152.4) | (115.2)                    | (99.3)  | (12.0)                                 | (12.2) |
| Segment Profit                                | 1,863.9        | 1,509.2 | 1,041.3                    | 904.4   | 299.7                                  | 231.4  |
| Profit Margin %                               | 53.8           | 53.2    | 57.6                       | 58.0    | 40.2                                   | 36.9   |
| Amortisation of acquired intangibles          | (50.2)         | (47.2)  | (33.4)                     | (33.4)  | -                                      | -      |
| Segment Profit after amort of acq intangibles | 1,813.7        | 1,462.0 | 1,007.9                    | 871.0   | 299.7                                  | 231.4  |
| <b>Other Operational Metrics</b>              |                |         |                            |         |  |        |
| D&D expense                                   | (392.0)        | (329.0) |                            |         |  |        |
| <b>Gaming Operations</b>                      |                |         |                            |         |  |        |
| Revenue                                       | 1,844.5        | 1,618.9 | 1,227.5                    | 1,146.9 |  |        |
| Class III premium                             | Units          | 36,925  | 31,595                     | 36,925  | 31,595                                 |        |
| Class II                                      | Units          | 27,105  | 27,604                     | 27,105  | 27,604                                 |        |
| Total units                                   | Units          | 64,030  | 59,199                     | 64,030  | 59,199                                 |        |
| Total avg fee per day                         | US\$/unit      | 54.97   | 55.78                      | 54.97   | 55.78                                  |        |
| <b>6 Outright Sales &amp; Other</b>           |                |         |                            |         |  |        |
| Revenue                                       |                | 1,617.0 | 1,219.0                    | 579.8   | 413.1                                  | 744.9  |
| 5 ANZ Revenue                                 |                |         |                            |         |  | 436.8  |
| Platforms                                     | Units          | 41,506  | 35,387                     | 24,310  | 19,366                                 | 17,196 |
| 3 North America excluding Adjacencies         | Units          |         |                            | 18,249  | 14,230                                 | -      |
| 3 North America Adjacencies                   | Units          |         |                            | 6,061   | 5,136                                  | -      |
| 5 RoW excluding ANZ                           | Units          |         |                            | -       | -                                      | 6,001  |
| 5 ANZ   | Units          |         |                            | -       | -                                      | 11,195 |
| ASP   | \$/unit        |         |                            |         |  |        |
| 5 North America                               | US\$/unit      |         |                            | 21,142  | 18,524                                 | -      |
| 5 RoW excluding ANZ                           | US\$/unit      |         |                            | -       | -                                      | 21,462 |
| 5 ANZ   | A\$/unit       |         |                            | -       | -                                      | 23,641 |

- 2 North America is now a standalone operational division of Gaming
- 3 North America Adjacencies. These were previously included in Outright Sales
- 4 Rest of World includes all our operations in ANZ, EMEA & Asia Pacific (previously International Class III) and LATAM (previously the Americas)

- 5 We will continue to disclose ANZ revenue and all revenue operating metrics driving this business
- 6 Latin America and Outright Sales Conversions will no longer be disclosed

1. FY2023 and FY2022 based on reporting currency

| Summary of Performance                        | Pixel United (US\$ m) |         |      |
|---|-----------------------|---------|------|
|   | 2023                  | 2022    |      |
| Bookings                                      | 1,748.0               | 1,826.1 |      |
| Revenue                                       | 1,764.0               | 1,834.7 |      |
| EBITDA  | 592.2                 | 633.9   |      |
| Depreciation and Amortisation                 | (24.6)                | (29.3)  |      |
| Segment Profit                                | 567.6                 | 604.6   |      |
| Profit Margin %                               | 32.2                  | 33.0    |      |
| Amortisation of acquired intangibles          | (31.2)                | (54.5)  |      |
| Segment Profit after amort of acq intangibles | 536.4                 | 550.1   |      |
| <b>Other Operational Metrics</b>              |                       |         |      |
| D&D expense                                   | (211.9)               | (193.3) |      |
| UA spend                                      | (432.5)               | (479.5) |      |
| <b>8 Direct to Consumer Revenues</b>          |                       |         |      |
| Plarium Play Revenue                          | 179.1                 | 174.5   |      |
| % of Pixel United Revenue                     | 10.2                  | 9.5     |      |
| <b>Active Users</b>                           |                       |         |      |
| DAU (year end)                                | Millions              | 4.6     | 5.5  |
| ABPDAU  | US\$                  | 0.93    | 0.82 |

| Bookings                    | Pixel United (US\$ m) |                |
|-----------------------------|-----------------------|----------------|
|                             | 2023                  | 2022           |
| <b>7 Bookings by Genre</b>  |                       |                |
| Social Casino               | 970.3                 | 953.0          |
| RPG, Strategy and Action    | 562.2                 | 630.3          |
| Casual                      | 215.5                 | 242.8          |
| <b>Total</b>                | <b>1,748.0</b>        | <b>1,826.1</b> |
| <b>7 Bookings by Game</b>   |                       |                |
| RAID: Shadow Legends™       | 417.3                 | 457.3          |
| Lightning Link™             | 301.8                 | 283.7          |
| Cashman Casino™             | 230.0                 | 229.0          |
| Heart of Vegas™             | 168.8                 | 175.1          |
| Big Fish Casino™            | 168.0                 | 171.7          |
| Jackpot Magic Slots™        | 93.4                  | 86.0           |
| EverMerge™                  | 77.9                  | 106.7          |
| Vikings: War of Clans™      | 58.8                  | 72.6           |
| Gummy Drop!™                | 51.9                  | 54.2           |
| Mech Arena: Robot Showdown™ | 51.1                  | 49.4           |
| Merge Gardens™              | 33.7                  | 9.2            |
| Other Games                 | 95.3                  | 131.2          |
| <b>Total</b>                | <b>1,748.0</b>        | <b>1,826.1</b> |

**7** Minimal changes to Pixel United. The three genres will continue to be reported, with consistent operating metrics. Bookings by games provided in US\$m, previously % of bookings

**8** New datapoint - Direct to Consumer revenues disclosed



|   | <b>Aristocrat Interactive (US\$ m)</b> |             |
|---|--|-------------|
|   | <b>2023</b>                            | <b>2022</b> |
| <b>Summary of Performance</b>                 |  |             |
| Revenue                                       | 121.0                                  | 102.0       |
| EBITDA  | 21.2                                   | 26.8        |
| Depreciation and Amortisation                 | (0.6)                                  | (0.3)       |
| Segment Profit                                | 20.6                                   | 26.5        |
| Profit Margin                                 | 17.0                                   | 26.0        |
|   | %                                      |             |
| Amortisation of acquired intangibles          | (6.0)                                  | (2.3)       |
| Segment Profit after amort of acq intangibles | 14.6                                   | 24.2        |
| <b>Other Operational Metrics</b>              |  |             |
| D&D expense                                   | (72.7)                                 | (45.9)      |
| <b>9 Revenue by business</b>                  |  |             |
| Customer Experience Solutions (CXS)           | 111.2                                  | 101.7       |
| iGaming                                       | 9.8                                    | 0.3         |

**9** Operational divisions CXS and iGaming (online RMG) to be revised after NeoGames is integrated and will be announced at the 1H24 result on 16 May 2024



# HY23/HY22 Modelling Inputs



# Group Results Summary



## Group Performance

| A\$ million   | Reported Currency |                | Reported      | Constant     |
|---|-------------------|----------------|---------------|--------------|
|   | Six months to     | Six months to  | currency      | currency     |
|   | 31 March 2023     | 31 March 2022  | Variance      | Variance     |
|   |                   |                | %             | %            |
| <b>Segment revenue</b>  |                   |                |               |              |
| Gaming  | 1,686.2           | 1,363.9        | 23.6          | 15.8         |
| Pixel United  | 1,322.3           | 1,312.6        | 0.7           | (6.5)        |
| Interactive   | 71.9              | 68.9           | 4.4           | (2.0)        |
| <b>Total segment revenue</b>  | <b>3,080.4</b>    | <b>2,745.4</b> | <b>12.2</b>   | <b>4.7</b>   |
| <b>Segment profit</b>   |                   |                |               |              |
| Gaming  | 905.5             | 766.6          | 18.1          | 10.4         |
| Pixel United  | 390.3             | 428.3          | (8.9)         | (15.7)       |
| Interactive   | 9.6               | 17.7           | (45.8)        | (48.6)       |
| <b>Total segment profit</b>   | <b>1,305.4</b>    | <b>1,212.6</b> | <b>7.7</b>    | <b>0.3</b>   |
| <b>Unallocated expenses</b>   |                   |                |               |              |
| Group D&D expense   | (371.7)           | (312.8)        | (18.8)        | (12.9)       |
| Corporate, foreign exchange and other   | (41.1)            | (56.3)         | 27.0          | 30.4         |
| <b>Total unallocated expenses</b>   | <b>(412.8)</b>    | <b>(369.1)</b> | <b>(11.8)</b> | <b>(6.3)</b> |
| <b>EBIT before amortisation of acquired intangibles (EBITA)</b>                 | <b>892.6</b>      | <b>843.5</b>   | <b>5.8</b>    | <b>(2.2)</b> |
| Amortisation of acquired intangibles  | (51.6)            | (63.9)         | 19.2          | 25.4         |
| <b>EBIT</b>   | <b>841.0</b>      | <b>779.6</b>   | <b>7.9</b>    | <b>(0.3)</b> |
| Interest income   | 48.5              | 2.6            | n/a           | n/a          |
| Interest expense  | (72.7)            | (77.6)         | 6.3           | 12.9         |
| <b>Profit before tax</b>  | <b>816.8</b>      | <b>704.6</b>   | <b>15.9</b>   | <b>7.2</b>   |
| Income tax  | (197.7)           | (173.9)        | (13.7)        | (5.1)        |
| <b>Profit after tax (NPAT)</b>  | <b>619.1</b>      | <b>530.7</b>   | <b>16.7</b>   | <b>7.8</b>   |
| Amortisation of acquired intangibles after tax                                  | 39.7              | 49.4           | (19.6)        | (25.5)       |
| <b>Profit after tax and before amortisation of acquired intangibles (NPATA)</b> | <b>658.8</b>      | <b>580.1</b>   | <b>13.6</b>   | <b>5.0</b>   |

## Exchange Rates

| A\$: | Six months to |             |             | Six months to        |                      |
|------|---------------|-------------|-------------|----------------------|----------------------|
|      | 31 Mar 2023   | 30 Sep 2022 | 31 Mar 2022 | Average <sup>2</sup> | Average <sup>2</sup> |
| US\$ | 0.6683        | 0.6397      | 0.7496      | 0.6744               | 0.7270               |

## Reconciliation of statutory profit to NPATA

| A\$ million   | Six months to | Six months to |
|---|---------------|---------------|
|   | 31 March 2023 | 31 March 2022 |
| Statutory profit as reported in the financial statements  | 653.0         | 513.0         |
| Amortisation of acquired intangibles (tax effected)   | 39.7          | 49.4          |
| Reported profit after tax before amortisation of acquired intangibles (Reported NPATA)            | 692.7         | 562.4         |
| (Less)/Add back net (gain)/loss from significant items after tax                                  | (33.9)        | 17.7          |
| <b>Normalised profit after tax before amortisation of acquired intangibles (Normalised NPATA)</b> | <b>658.8</b>  | <b>580.1</b>  |

## Significant Items

| A\$ million   | 31 March 2023 |             | 31 March 2022  |               |
|---|---------------|-------------|----------------|---------------|
|   | Before tax    | After tax   | Before tax     | After tax     |
| Litigation proceeds                                   | 36.0          | 25.1        | -              | -             |
| Contingent retention arrangements                     | -             | -           | (6.4)          | (6.4)         |
| Acquisition related transaction and integration costs | -             | -           | (100.2)        | (81.9)        |
| Changes in deferred tax asset                         | -             | 8.8         | -              | 70.6          |
| <b>Net gain/(loss) from significant items</b>         | <b>36.0</b>   | <b>33.9</b> | <b>(106.6)</b> | <b>(17.7)</b> |

## EBITDA Reconciliation

| A\$ million   | Six months to  | Six months to |
|---|----------------|---------------|
|   | 31 March 2023  | 31 March 2022 |
| Statutory profit before tax                                       | 852.8          | 598.0         |
| Add back interest   | 24.2           | 75.0          |
| (Less)/Add back net (gain)/loss from significant items before tax | (36.0)         | 106.6         |
| <b>Profit before interest and tax (EBIT)</b>                      | <b>841.0</b>   | <b>779.6</b>  |
| Add back depreciation and amortisation <sup>1</sup>               | 175.8          | 184.1         |
| <b>EBITDA</b>   | <b>1,016.8</b> | <b>963.7</b>  |

1. Depreciation and amortisation aligns to statutory disclosures and has not been adjusted for contra-revenue items due to the reduced materiality of these items. This has resulted in an immaterial downward adjustment to the previously disclosed EBITDA calculation.
2. Average of monthly exchange rates only. No weighting applied.

**1** Anaxi (inclusive of iGaming and CXS) to be separately disclosed from Gaming in a new reporting segment Aristocrat Interactive

| Summary of Performance                        | Gaming (A\$ m) |               | 2 6 North America (US\$ m) |               | 4 6 Rest of World (A\$ m) <sup>1</sup> |               |
|---|----------------|---------------|----------------------------|---------------|--|---------------|
|   | 31 March 2023  | 31 March 2022 | 31 March 2023              | 31 March 2022 | 31 March 2023                          | 31 March 2022 |
| Revenue                                       | 1,686.2        | 1,363.9       | 898.5                      | 763.4         | 353.3                                  | 314.2         |
| EBITDA  | 989.3          | 840.4         | 569.9                      | 502.5         | 144.3                                  | 149.5         |
| Depreciation and Amortisation                 | (83.8)         | (73.8)        | (52.9)                     | (48.8)        | (5.4)                                  | (6.8)         |
| Segment Profit                                | 905.5          | 766.6         | 517.0                      | 453.7         | 138.9                                  | 142.7         |
| Profit Margin %                               | 53.7           | 56.2          | 57.5                       | 59.4          | 39.3                                   | 45.4          |
| Amortisation of acquired intangibles          | (24.8)         | (23.0)        | (16.7)                     | (16.7)        | -                                      | -             |
| Segment Profit after amort of acq intangibles | 880.7          | 743.6         | 500.3                      | 437.0         | 138.9                                  | 142.7         |
| <b>Other Operational Metrics</b>              |                |               |                            |               |  |               |
| D&D expense                                   | (185.0)        | (152.0)       |                            |               |  |               |
| <b>Gaming Operations</b>                      |                |               |                            |               |  |               |
| Revenue                                       | 884.3          | 765.9         | 596.4                      | 556.8         |  |               |
| Class III premium                             | Units          | 33,764        | 29,513                     | 33,764        | 29,513                                 |               |
| Class II                                      | Units          | 27,299        | 26,581                     | 27,299        | 26,581                                 |               |
| Total units                                   | Units          | 61,063        | 56,094                     | 61,063        | 56,094                                 |               |
| Total avg fee per day                         | US\$/unit      | 54.83         | 55.75                      | 54.83         | 55.75                                  |               |
| <b>6 Outright Sales &amp; Other</b>           |                |               |                            |               |  |               |
| Revenue                                       |                | 801.9         | 598.0                      | 302.1         | 206.6                                  | 353.3         |
| Revenue - ANZ only                            |                |               |                            |               |  | 210.5         |
| Platforms                                     | Units          | 21,351        | 18,445                     | 12,948        | 10,198                                 | 8,403         |
| North America excluding Adjacencies           | Units          |               |                            | 9,479         | 7,661                                  | -             |
| North America Adjacencies                     | Units          |               |                            | 3,469         | 2,537                                  | -             |
| RoW excluding ANZ                             | Units          |               |                            | -             | -                                      | 3,026         |
| ANZ   | Units          |               |                            | -             | -                                      | 5,377         |
| ASP   | \$/unit        |               |                            |               |  |               |
| North America                                 | US\$/unit      |               |                            | 21,117        | 17,508                                 | -             |
| RoW excluding ANZ                             | US\$/unit      |               |                            | -             | -                                      | 20,219        |
| ANZ   | A\$/unit       |               |                            | -             | -                                      | 23,415        |

- 2 North America is now a standalone operational division of Gaming
- 3 North America Adjacencies. These were previously included in Outright Sales
- 4 Rest of World includes all our operations in ANZ, EMEA & Asia Pacific (previously International Class III) and LATAM (previously the Americas)

- 5 We will continue to disclose ANZ revenue and all revenue operating metrics driving this business
- 6 Latin America and Outright Sales Conversions will no longer be disclosed

1. 1H23 and 1H22 based on reporting currency



| Summary of Performance                        | Pixel United (US\$ m) |               |      |
|---|-----------------------|---------------|------|
|   | 31 March 2023         | 31 March 2022 |      |
| Bookings                                      | 885.5                 | 951.4         |      |
| Revenue                                       | 891.3                 | 953.4         |      |
| EBITDA  | 273.6                 | 327.4         |      |
| Depreciation and Amortisation                 | (10.9)                | (16.5)        |      |
| Segment Profit                                | 262.7                 | 310.9         |      |
| Profit Margin %                               | 29.5                  | 32.6          |      |
| Amortisation of acquired intangibles          | (17.8)                | (27.4)        |      |
| Segment Profit after amort of acq intangibles | 244.9                 | 283.5         |      |
| <b>Other Operational Metrics</b>              |                       |               |      |
| D&D expense                                   | (98.1)                | (96.0)        |      |
| UA spend                                      | (240.0)               | (262.2)       |      |
| <b>8 Direct to Consumer Revenues</b>          |                       |               |      |
| Plarium Play Revenue                          | 90.5                  | 93.5          |      |
| % of Pixel United Revenue                     | 10.2                  | 9.8           |      |
| <b>Active Users</b>                           |                       |               |      |
| DAU (period end)                              | Millions              | 5.1           | 5.9  |
| ABPDAU  | US\$                  | 0.90          | 0.80 |

| Bookings                    | Pixel United (US\$ m) |               |
|-----------------------------|-----------------------|---------------|
|                             | 31 March 2023         | 31 March 2022 |
| <b>7 Bookings by Genre</b>  |                       |               |
| Social Casino               | 484.5                 | 483.0         |
| RPG, Strategy and Action    | 296.4                 | 333.9         |
| Casual                      | 104.6                 | 134.5         |
| <b>Total</b>                | <b>885.5</b>          | <b>951.4</b>  |
| <b>7 Bookings by Game</b>   |                       |               |
| RAID: Shadow Legends™       | 222.5                 | 239.4         |
| Lightning Link™             | 151.5                 | 139.0         |
| Cashman Casino™             | 114.8                 | 117.7         |
| Heart of Vegas™             | 85.1                  | 87.2          |
| Big Fish Casino™            | 83.9                  | 90.8          |
| Jackpot Magic Slots™        | 46.3                  | 44.2          |
| EverMerge™                  | 44.0                  | 59.4          |
| Vikings: War of Clans™      | 30.5                  | 40.0          |
| Mech Arena: Robot Showdown™ | 27.0                  | 26.9          |
| Gummy Drop!™                | 25.9                  | 29.8          |
| Merge Gardens™              | 7.3                   | 3.9           |
| Other Games                 | 46.7                  | 73.1          |
| <b>Total</b>                | <b>885.5</b>          | <b>951.4</b>  |

**7** Minimal changes to Pixel United. The three genres will continue to be reported, with consistent operating metrics. Bookings by games provided in US\$m, previously % of bookings

**8** New datapoint - Direct to Consumer revenues disclosed



| Summary of Performance                        | Aristocrat Interactive (US\$ m) |               |
|---|---------------------------------|---------------|
|   | 31 March 2023                   | 31 March 2022 |
| Revenue                                       | 48.4                            | 50.1          |
| EBITDA  | 6.6                             | 13.0          |
| Depreciation and Amortisation                 | (0.1)                           | (0.1)         |
| Segment Profit                                | 6.5                             | 12.9          |
| Profit Margin %                               | 13.4                            | 25.7          |
| Amortisation of acquired intangibles          | (0.2)                           | (2.3)         |
| Segment Profit after amort of acq intangibles | 6.3                             | 10.6          |
| <b>Other Operational Metrics</b>              |                                 |               |
| D&D expense                                   | (28.3)                          | (20.5)        |
| <b>9 Revenue by business</b>                  |                                 |               |
| Customer Experience Solutions (CXS)           | 47.2                            | 50.1          |
| iGaming                                       | 1.2                             | -             |

**9** Operational divisions CXS and iGaming (online RMG) to be revised after NeoGames is integrated and will be announced at the 1H24 result on 16 May 2024



# Appendices



# Glossary of Terms



## Gaming

|                   |   |
|-------------------|---|
| Adjacencies       | Established, regulated markets outside traditional markets where Aristocrat competes to take share by bringing innovation in games and technology   |
| ANZ               | Australia and New Zealand   |
| ASP               | Average Selling Price (Outright Sales)  |
| CDS               | Central Determination System. A collection of secured computers located at a casino that randomises the electronic scratch ticket outcomes (wins/losses) of a game and delivers them in a predetermined order to the player terminals on the casino floor |
| Class II          | Games of chance based off bingo   |
| Class III         | Games of chance based off poker, using random number generator software programs to determine results   |
| EGM               | Electronic Gaming Machine   |
| FPD               | Fee Per Day. The amount Aristocrat receives per day for Gaming Operations EGMs. Often expressed as an average fee per day   |
| Gaming Operations | Continued operation and maintenance of leased land-based gaming machines  |
| GGR               | Gross Gaming Revenues. The difference between gaming wins and losses before the deduction of casino operating costs and expenses  |
| HHR               | Historical Horse Racing   |
| North America     | US and Canada   |
| NYL               | New York Lottery  |
| Outright Sales    | The outright sale of an EGM   |
| Rest of World     | Markets outside North America (includes ANZ, EMEA, Asia Pacific & LATAM )   |
| Stepper           | A slot machine with a mechanical reel   |
| Video             | A slot machine with a video reel  |
| VLT               | Video Lottery Terminals   |
| Washington CDS    | Washington (State) Central Determination System   |

## Mobile Gaming

|                    |   |
|--------------------|---|
| ABPDAU             | Average bookings per Daily Active User. Total bookings in each period, divided by the number of days in that period, divided by the DAU during the period   |
| Bookings           | Amount paid by customers  |
| DAU                | Daily Active Users or number of individuals who played during a particular day. 'Active' means a player had at least one game session during the day  |
| Direct to Consumer | Proprietary platforms, including Plarium Play (off platform)  |
| Features           | Added elements of the game to attract, engage and retain users  |
| IDFA               | Identifier for Advertisers on iOS (Apple). Used to measure marketing campaigns, value ads, find new app users, and segment users, or aggregate access to ads (Google equivalent is GAID, Google Ad Identifier)                              |
| Live Ops           | Live game operations. A layer of gameplay which sits on top of the base core game and is time limited. They usually do not impact the outcomes of the core game. These can be one-time contests, tournaments, bonuses or social club events |
| LTV                | Lifetime Value. The value of a player over the lifetime of the game   |
| Mobile             | Mobile Device   |
| PC                 | Personal Computer   |
| Pixel United       | Name of Aristocrat's Social Free-to-Play digital games business   |
| RPG                | Role Playing Game. A game that focuses on the advancement of a main character, acquisition of items and has an over-arching storyline   |
| Social FTP         | Social Free-to-Play. Digital games that give players access to content without paying. Monetisation typically generated from in-app purchases and/or advertising revenues   |
| Strategy game      | A game that requires players to combat against one another, utilising skilful planning and tactical thinking  |
| UA                 | User Acquisition (Digital Marketing Investments)  |

# Glossary of Terms



## Online Real Money Gaming

|                        |  |
|------------------------|--|
| Aristocrat Interactive | Aristocrat's online RMG business (iGaming and CXS)   |
| B2B                    | Business-to-Business. That is, business activities carried out between two or more companies without consumer contact  |
| B2C                    | Business-to-Consumer. That is, businesses carried out with the direct consumer   |
| CXS                    | Customer Experience Solutions. A business-to-business software platform providing casino operators with a customer experience management solution for players                        |
| iGaming                | Online gaming; a component of the online RMG segment. Ability for a customer to play their favourite slots/poker or bingo game online, for real money                                |
| iLottery               | Online lottery, part of online RMG, where individuals can buy state or other lottery tickets online  |
| LIVE Casino            | Ability to play online casino games, in real time and with real live dealers, to imitate experience of actual casino attendance  |
| OSB                    | Online Sports Betting. Individual wagers on the outcome of racing games and sports events (including digital games and horse racing)   |
| PAM                    | Player Account Management system. iGaming technology platform managing all aspects of player interaction, including tracking, monitoring, communication and compliance               |
| RMG                    | Real Money Gaming. Refers to gaming online, including OSB, iGaming (table games, poker/slots, bingo), LIVE casino. Excludes casino-based gaming and Social Free to play casino games |
| White Label            | A non-branded system available for B2B customers to provide to their customers (end-consumers)   |

## Financial & Other

|                   |  |
|-------------------|--|
| Capex             | Capital expenditure  |
| D&D               | Design & Development investment  |
| EBITDA            | Earnings Before Interest, Tax, Depreciation and Amortisation   |
| EPS               | Earnings Per Share   |
| EPSA              | Earnings Per Share before amortisation of acquired intangibles   |
| ESG               | Environmental, Social, and Governance  |
| Normalised ETR    | Effective Tax Rate before significant items  |
| FX                | Foreign Exchange   |
| M&A               | Mergers and Acquisitions   |
| NPAT              | Net Profit After Tax   |
| NPATA             | Net Profit After Tax before amortisation of acquired intangibles (excludes significant items)  |
| Recurring Revenue | Predictable, stable components of a company's revenue. For Aristocrat, includes Gaming Operations, Social Free-to-Play revenues and online RMG |
| RG                | Responsible Gameplay. A core Aristocrat policy and commitment encouraging players to make good gaming decisions                                |
| SG&A              | Selling, General and Administrative expenses   |
| TAM               | Total Addressable Market   |



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