

GLOSSARY OF TERMS

Gaming

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| ADT | Average Daily Turnover. Measure of how much money is put into a machine and turned over through the course of game play daily. |
| ASP | Average Selling Price. |
| ATF | Accredited Testing Facility (e.g., BMM Test Labs). |
| Average Bet | Average amount of money a player is willing to stake to play the game. |
| Bingo | The primary game of the US Class II gaming market where players compete against each other for a common prize or jackpot. Uses randomly drawn numbers (from 1-75) to daub (cover) against matched numbers on a bingo card. The bingo game ends when the first person achieves a specified pattern from the drawn numbers. |
| Cabinet | A physical encasement in which the electronic gaming machine (EGM) is housed, and other hardware, including the video monitor, are mounted. |
| Card game | A card game is any game using playing cards as the primary device with which the game is played, be they traditional or game specific. |
| 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 I | A type of tribal/family gaming that includes social games played solely for prizes of nominal value and traditional forms of tribal gaming as part of, or in connection with, tribal ceremonies or celebrations. |
| Class II | Class II machines are a game of chance based off bingo. The game looks the same to the player as a Class III. Class II bingo outcomes are determined on central servers, which must be physically located on Tribal Lands. |
| Class III | Broad definition of Class III gaming, includes all forms of games that are neither Class I or Class II. Class III games are games of chance based off poker and use a Random Number Generator (RNG). Generally, Class III is referred to as "casino-style gaming". |
| Class IV | A uniquely New Zealand term describing slot machines operated by charitable trusts. |
| CMS | Casino/Club Management System. A suite of tools and applications that handles casino-related accounting data, including events, player tracking information, and ticket information (See Oasis 360 below). |
| Coin-in | The total value of all wagers on an electronic gaming machine (EGM). Also called 'handle'. |
| Denom | Denomination. The value or currency that each credit on an electronic gaming machine (EGM) is worth. Used as a unit of wagering for an EGM. |
| EGM | Electronic Gaming Machine. A gaming device with electronic or electromechanical interfaces housed in a cabinet with input/output devices and video screens or electromechanical displays on which players play Class II or Class III type games. Also known as 'slot machine' or 'player terminal'. |
| EGT | Electronic Gaming Terminal. An electronic or video gaming terminal is an electronic video gaming machine that plays or simulates the play of a video game authorized by the Board upon the insertion of cash. Authorized video games include, but are not limited to, video poker, line up, and blackjack. |
| ETG | Electronic Table Game. A standard game table which can be used in playing games such as poker. There can be multiple player seats in the electronic gaming table for tournament or side game play. |
| FPD | Fee Per Day. The amount Aristocrat receives per day for Gaming Operations EGMs. Often expressed as an average fee per day. |
| Game engine | The underlying mechanics of the core game. This includes the basic core loop, the meta game and also game features (e.g., levels and progression mechanics). |
| Gaming Operations (GO) | Continued operation and maintenance of land-based gaming machines. Essentially a rental or leasing commercial model. Can come in the form of either a fixed fee per day or revenue share, through the serviced of software and service provision. |
| Gross Gaming Revenue (GGR) | The difference between gaming wins and losses before the deduction of casino operating costs and expenses. |
| GGY | Gross Gaming Yield, metric used in the UK defined as the amount retained by the operators after the payment of winnings, which is believed to be the equivalent to NGR. |
| HA | House Average. The average revenue each gaming machine generates across a casino floor, indexed to 1.0. Assists identifying individual game performances. For example, if the average machine generates \$300 revenue per day, a machine that generates \$150 revenue is categorised as 0.5x HA, whereas a game that generates \$450/day, generates 1.5x HA (\$450 divided by \$300). |
| HHR | Historical Horse Racing. Also known as "instant racing," historical racing machines (HHR) look and operate much like slot machines. However, instead of randomising the outcome of a play, winners are determined based on previously run horse races. |
| IR | Integrated Resort. Customers with multi-faceted facilities (e.g., Wynn, MGM, Las Vegas Sands). |
| Jackpot | The biggest pay-out on a machine's pay table. |

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| Metagame | An emergent methodology that is a subset of the basic strategy necessary to play the game at a high level (a game within the broader game). |
| Multi-line game | A slot machine that has several pay lines, or more than one opportunity to win |
| MSP | Multi-Site Progressives. Slot machines that are linked to a jackpot over different casino properties and where the jackpot increases progressively each time the game is played but the jackpot is not won. This is typically offered in North America across Gaming Operations. |
| NGR | Net Gaming Revenue. |
| Oasis 360 | Aristocrat's proprietary casino management system (CMS) specifically tailored to meet each casino's individual needs, which includes tools for accounting, marketing, management, and more. |
| Occupancy | Measure of popularity & utilisation of a gaming machine per day, dependent on operating hours. |
| Outright Sales | A commercial sale of land-based machines whereby revenue is earned only on the initial sale. |
| Pay Line | An imaginary line on which symbols must appear in specific combinations to win prizes. |
| Platform | An engine that drives the gaming software inside the cabinet. |
| Progressive Jackpot | A jackpot that increases in size as people play the game. |
| Reels | Mechanical rotary devices with symbols or a virtual representation thereof that spin and land on patterns that display the outcome of a game. |
| RNG | Random Number Generator. |
| RTP | Return to Player. RTP is the theoretical % of returns to a player from a particular game. |
| SAP | Standalone Progressive. A type of jackpot which is contained wholly within the specific game machine. |
| Standalone Progressive | A progressive level that accrues from a percentage of the wagers on a single electronic gaming machine (EGM), which the player can only win on that machine. |
| Stepper | A slot machine with a mechanical reel. |
| Systems | Casino management systems. This offering allows a casino operator to manage player loyalty as well as slot machine performance across its gaming floor. |
| VGT | Video Gaming Technologies. The Class II gaming business acquired by Aristocrat in 2014. Represents a key part of Aristocrat Americas land-based CII business. |
| Volatility | The ratio of size to the frequency of a game's jackpots. |
| WPU | Win Per Unit. |
| Video | A slot machine with a video reel. |
| VLT | Video Lottery Terminal. A type of electronic gaming machine (EGM) typically operated by a lottery jurisdiction. |
| WAP | Wide-Area Progressive machines. A machine with functionality allowing a jackpot to be shared across multiple EGMs / venues. |

Digital

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| ABPDAU | Average bookings per Daily Active User ('ABPDAU') is computed as our total bookings in each period, divided by the number of days in that period, divided by the DAU during the period |
| Net Revenue | Revenue net of platform fees and adjusted to include the change in deferred revenue (net of change in deferred platform fees) to present on a bookings (cash) basis. |
| Alpha Testing | The first build shared with testers where most of the game's assets are in place and functional, but often lacking the finishing touches before the game is ready for soft launch. |
| Android | Mobile operating software featuring an operating system, core applications and middleware (commercially sponsored by Google). |
| ARPDau | Average Revenue Per Daily Active User. |
| ARPU | Average Revenue Per User. |
| Beta Testing | Close to the final version ahead of soft launch (post alpha testing). |
| Bookings | Amount paid by consumers. |
| Casual game | A game that is characterised by easy gameplay where players can play infrequently or on a spontaneous basis. |
| CPI | Cost per Impression or Cost per Install. The cost to acquire a new customer. |
| DAU | Daily Active Users (note that 'Active' means a player had at least one game session during the day) or number of individuals who played during a particular day. |
| Digital-first | A content strategy in which publishers prioritise and release content for digital channels in preference to other media. |
| Features | Added elements of the game to attract, engage and retain users. |

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| F2P | Free to Play or FTP. Used in digital games in which the game play is free, but players can make purchases to enhance their game play experience. Also see Social Free to Play, |
| Game Engine | Game development software that help game designers manage all those assets, including art, sound, and code. |
| HOG | A hidden object game (sometimes called hidden picture) is a genre of puzzle video game in which the player must find items from a list that are hidden within a picture. |
| Hypercasual games | Lighter-weight games with simple mechanics that offer instant gameplay. Typically tap to play, making game play easy. Monetisation primarily via advertising revenue (e.g., rewarded video) versus in-app purchases. |
| 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). |
| In-app Purchase | The purchase of an item within a game designed to enhance the game-playing experience. The key monetisation tool within Social Free To Play digital games |
| iOS | Operating system used for mobile devices manufactured by Apple Inc. |
| 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. |
| Loot boxes | Digital games featuring in-games items of varying rarity (unknown to the player before opening). Players access loot boxes by earning points or paying a fee. |
| LTV | Lifetime Value. The value of a player over the lifetime of the game. |
| Match-3 | A genre in social gaming that involves matching three of the same item in a row. |
| Meta game | A meta-game is an additional game layer in an application which sits above the core game, typically to engage players outside of the core game. Meta games can include bonus games, progression mechanics or a social meta-structure. |
| MAU | Monthly Average Users. |
| MMO | Massively Multiplayer Online refers to an online video game that can be played by a very large number of players simultaneously. |
| MUP | Monthly Unique Payers. Represents the number of individuals who made a payment in a mobile game at least once during the applicable 30-day period. Varies by type of game but typically very low % of total users amongst social FTP games. |
| MUU | Monthly Unique Users. |
| Net Bookings | Bookings net of platform fees (e.g. Bookings of \$10, less \$3 in platform fees = \$7 in net bookings). |
| Net Revenues | Revenues net of platform fees (example, refer net bookings). |
| Premium Paid | Premium paid games are those where customers pay a single price upfront or subscription fee to download a game on their PC, Mac and mobile devices. There is no further monetisation through in-app purchases. |
| PUBG | Player Unknown Battlegrounds is a multiplayer online battle royale game. |
| PvP | Player versus Player. |
| RPG game | Role Playing Game. A game that focuses on the advancement of a main character, acquisition of items and has an over-arching storyline. |
| Re-skin | A game rebuilt using the same game engine but coupled with a different theme. |
| Retention | Reflects frequency (as a % of original downloads) of players returning to the game over a period of time (e.g. How many of the original cohort of players return to the game the next day (d1), next week (D7), and/or next month (D30)). Percentages decline as period gets larger. |
| Revenues | Bookings adjusted for change in deferred revenue. |
| SIM games | Simulation games cover a vast variety of genres, from racing and sports, to farming, resource management and even space exploration. Simulates reality. |
| Social FTP | Social Free To Play. Video games that give players access to content without paying. Monetisation typically generated from in-app purchases and/or advertising revenues. |
| Soft Launch | A new game is selectively released to certain smaller markets, for Live testing / game refinement purposes, ahead of a world-wide launch. |
| Strategy game | A game that requires players to combat against one another, utilising skillful planning and tactical thinking. |
| Tournaments | A type of gameplay that allows users to compete against each other. |
| UA | User Acquisition. |
| Worldwide launch | When a game is publicly released and available to the public to download and play. |

Real Money Gaming

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| FOBT | Fixed Odds Betting Terminals, or random number generating gaming machines used in the UK market. |
| 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. |
| In Play | Betting that takes place during a game, also known as live betting. |
| LIVE Casino | Ability to play online casino games, in real time and with real live dealers, to imitate experience of actual casino attendance. |
| Omni-channel | Multiple ways for customers to access games, including offline (e.g., casinos), or online (e.g., Social Free-To-Play, online RMG). |
| OSB | Online Sports Betting. Individual wagers on the outcome of racing games and sports events (including video games and horse racing). |
| PAM | Player Account Management. Includes features such as account registration, payment processing, geo-location, acquisition and retention marketing. |
| PASPA | Professional and Amateur Sports Protection Act 1992. |
| POS | Point of Sale. |
| Retail | Land-based betting outlets. |
| RMG | Online Real Money Gaming (RMG). Refers to gaming online, including online sports betting (OSB), iGaming (table games, poker/slots, bingo), LIVE casino. Excludes casino-based gaming and Social Free to play (Digital) casino games. |
| SSBT | Self-Serve Betting Terminal. |

Financial

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| CAPEX | Capital expenditure. |
| CAGR | Compound Annual Growth Rate. |
| D&A | Depreciation & Amortisation. |
| D&D | Design and Development investment. |
| DPS | Dividends per share. |
| EBIT | Earnings before interest and tax. Typically disclosed on a normalised basis excluding significant items. |
| EBITA | Earnings before interest, taxes and amortisation of acquired intangibles. Typically disclosed on a normalised basis excluding significant items. |
| EBITDA | Earnings before interest, taxes, depreciation and amortisation of acquired intangibles. Typically disclosed on a normalised basis excluding significant items. |
| EPS | Earnings Per share. |
| EPSA | Fully diluted EPS before amortisation of acquired intangibles. Considered a better reflection of cash earnings per share (than EPS). |
| ETR | Effective Tax Rate. |
| FCF | Free cash flow. Cash flow generated from operating activities, less capital expenditure (capex). |
| FX | Foreign exchange. |
| LTM | Last Twelve Months. |
| Normalised EPS | Fully diluted earnings per share, normalised for significant items. |
| NPATA | Net profit after tax before amortisation of acquired intangibles (excludes significant items). |
| Operating Cash Flow | Cash flow generated from operating activities. |
| OPEX | Operating expenses. |
| RCF | Revolving Credit Facility. |
| Recurring Revenue | Predictable, stable components of a company's revenue. For Aristocrat, includes Gaming Operations and Social Free to Play revenues. |
| SG&A | Selling, General and Administrative expenses. |
| TLB | Term Loan B debt. |
| TSR | Total shareholder return. Total shareholder return measures the percentage growth in the share price together with the value of dividends received over a particular period, assuming all dividends are reinvested. |

Associations & Trade Shows

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| AGA | American Gaming Association. |
| AGC | Australasian Gaming Council. |
| AGE | Australasian Gaming Expo. |
| AGEM | Association of Gaming Equipment Manufacturers. |
| AHA | Australian Hotels Association. |
| CMAA | Club Managers Association of Australia. |
| G2E | Global Gaming Expo. |
| GGW | Global Gaming Women. |
| GSA | Gaming Standards Association. |
| GTA | Gaming Technologies Association. |
| IGEA | Interactive Games and Entertainment Association. |
| ISGA | International Social Games Association. |
| NAGS | National Association of Gambling Studies. |
| NCPG | National Council on Problem Gambling. |
| NCRG | National Center for Responsible Gaming. |
| NGCB | Nevada Gaming Control Board. |
| NIGA | National Indian Gaming Association. |
| NIGC | National Indian Gaming Commission. |
| OIGC | Oklahoma Indian Gaming Commission. |

Other

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| Aristocrat | Aristocrat Leisure Limited, trading under the ticker code ALL on the Australian Securities Exchange. |
| ASX | Australian Securities Exchange. |
| B2B | Business-to-Business. That is, business activities carried out between two or more companies without consumer contact. |
| B2C | Business-to-Customer. That is, businesses carried out with the direct consumer. |
| CX | Customer Experience. |
| ESG | Environmental, Social, and Governance. |
| FTE | Full time employees. |
| GDPR | General Data Protection Regulation. Key privacy and data protection legislation, enacted by the European Union (EU). |
| IP | Intellectual Property. |
| M&A | Mergers and acquisitions. |
| NPS | Net Promoter Score. |
| Regulated | Game or market that has been approved by the relevant authorities for gaming purposes. |
| RG | Responsible Gameplay. A core Aristocrat policy and commitment encouraging players to make good gaming decisions. |
| TAM | Total Addressable Market, meaning the size of the market available. |
| UX | User Experience. |
| White Label | A non-branded system available for B2B customers to provide to their customers (end-consumers). |