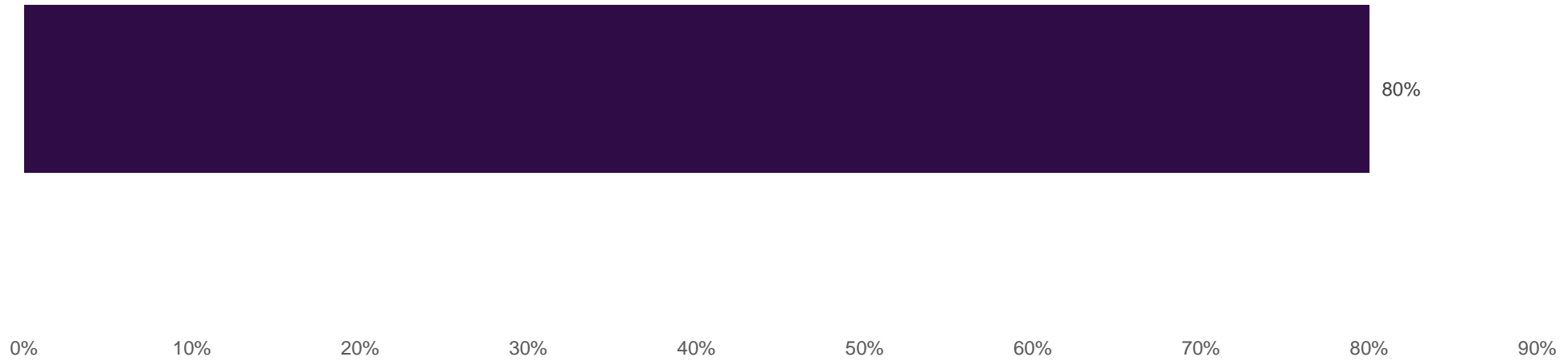




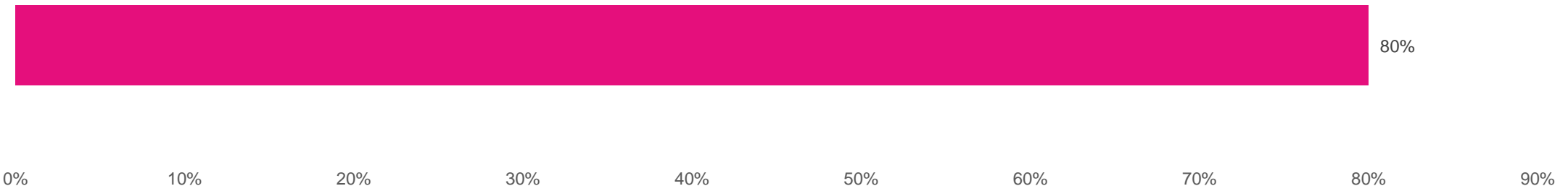
MODULE 2 - GAMING MACHINES:  
FROM CONCEPT TO APPROVAL

**ARISTOCRAT** GAMING™

# OVERALL AVERAGE MARK



# HOW MANY MARKETS MAKE UP THE ANZ GAMING REGION? HOW MANY REGULATORS OPERATE IN THIS REGION?



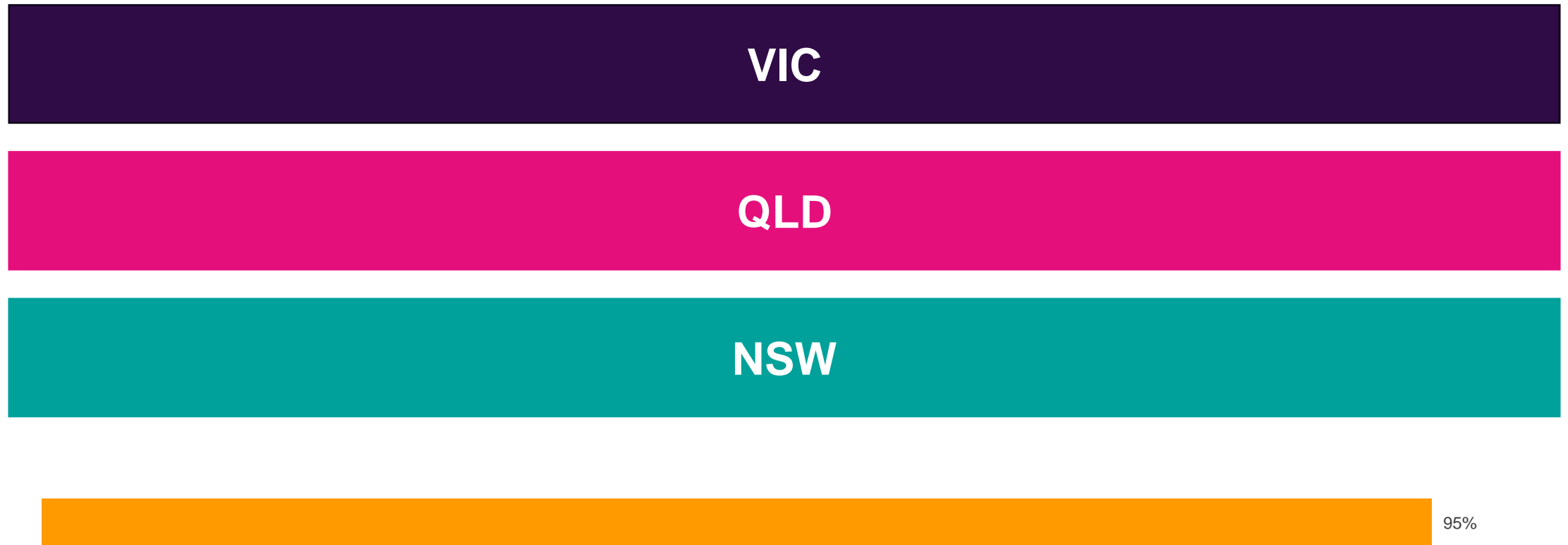
# HOW MANY MARKETS MAKE UP THE ANZ GAMING REGION?

## HOW MANY REGULATORS OPERATE IN THIS REGION?

15 Markets, 10 Regulators

MARKETS		REGULATORS		
1	NSW CLUBS	1	NSW	ILGA
2	NSW CASINO	2	QLD	QOGR
3	ACT	3	NT	QOGR
4	QLD CLUBS	4	WA	ORG
5	QLD CASINOS	5	SA	OLGC
6	NT CLUBS	6	VIC	VCGLR
7	NT CASINOS	7	TAS	TGC
8	SA CLUBS	8	ACT	GRC
9	SA CASINO	9	CASINOS	CCA
10	VIC CLUBS	10	NZ	DIA
11	TAS CLUBS			
12	TAS CASINOS			
13	WA CASINO			
14	NZ CLUBS			
15	NZ CASINOS			

# PLEASE ORGANISE THE FOLLOWING ANZ MARKETS IN ORDER FROM LARGEST TO SMALLEST...



0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

# PLEASE ORGANISE THE FOLLOWING ANZ MARKETS IN ORDER FROM LARGEST TO SMALLEST...

NSW

QLD

VIC

MARKET	EGMs
NSW	91,530
QLD	44,338
VIC	29,197

# WHAT IS THE ONLY TYPE OF GAME ALLOWED IN SOUTH AUSTRALIA?

SAP (Standalone Product)

Link Machines

95%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

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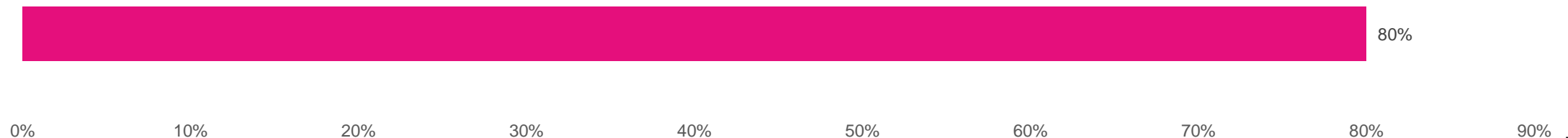
# WHICH OF THE FOLLOWING ARE TRUE ABOUT INTERNATIONAL GAMING MARKETS?

US markets prefer more complex games based on pop culture

All markets are the same around the world as long as there is a jackpot to be won.

Markets in Asia enjoy link-based games with some element of choice.

Australia's market is based on repeat customers who prefer simplistic yet volatile games.



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# AUSTRALIAN MARKETS ARE CATERED AROUND LOCALIZED GAMING WHILE THE US AND ASIAN MARKETS ARE DESTINATION-BASED GAMING AREAS, TRUE OR FALSE?

True

False

95%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

**AUSTRALIAN MARKETS ARE CATERED AROUND LOCALIZED GAMING WHILE THE US AND ASIAN MARKETS ARE DESTINATION-BASED GAMING AREAS, TRUE OR FALSE?**

**True**

# WHAT ARE THE TOP THREE GAMES IN AUSTRALIA BASED ON THE INFORMATION PRESENTED IN THE VIDEO?



0% 10% 20% 30% 40% 50% 60%

# WHAT ARE THE TOP THREE GAMES IN AUSTRALIA BASED ON THE INFORMATION PRESENTED IN THE VIDEO?

PLAYER'S *Choice*

Player's Choice

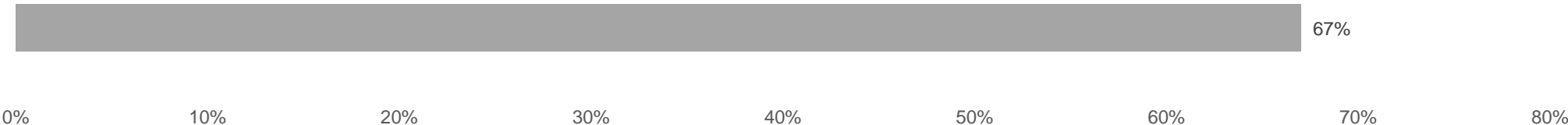
LIGHTNING  
LINK™

Lightning Link

DRAGON LINK™

Dragon Link

# WHAT STRUCTURE IS TYPICAL FOR THE LARGEST GAMING OPERATORS IN AUSTRALIA?



# WHAT STRUCTURE IS TYPICAL FOR THE LARGEST GAMING OPERATORS IN AUSTRALIA?

Large hotel groups with multiple venues





