



## **Snai Group, Q1 2014 Results**

Milan, May 9<sup>th</sup> 2014



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# Today's Speakers



## **Giorgio Sandi, *CEO and President***

- 2012 – Present: President and CEO (2013) of SNAI
- 2010 - Present: CEO and President of Headbangers Motor Company
- 1991 – 2008: CEO of Sisal



## **Marco Codella, *CFO***

- 2011 – Present: CFO of SNAI
- 1999 – 2011: CFO of Sigma Tau , a leading research & pharmaceutical company operating in Europe and US
- 1994 – 1999: Finance, Operations and IT Director in Crown, Cork & Seal Closures Italia

# Today's Agenda

Business Update

Q1 2014 Results

Q&A

# Business Update

**Good results from launch of virtual events(11,8 mio revenues)**

**Solid sports betting performance (PO 74,3% vs 73,7% in Q1 2013)**

**Machines Gaming performance improved by VLTs (completed roll out)  
partially counterbalanced by a reduction in AWP's collection (number  
of machines)**

**Reduced volatility : fixed payout games 49% of contribution margin vs.  
39% in Q1 2013**

**Effective cost saving activities**

# Today's Agenda

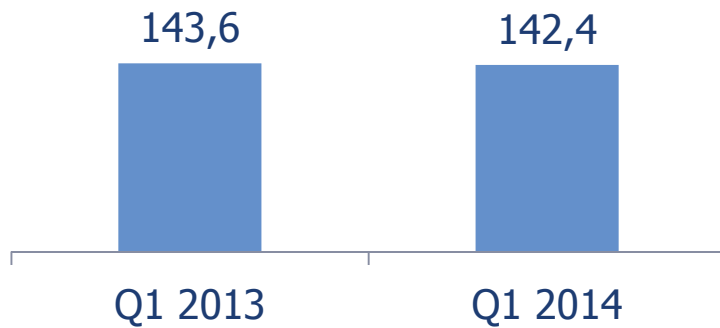
Business Update

Q1 2014 Results

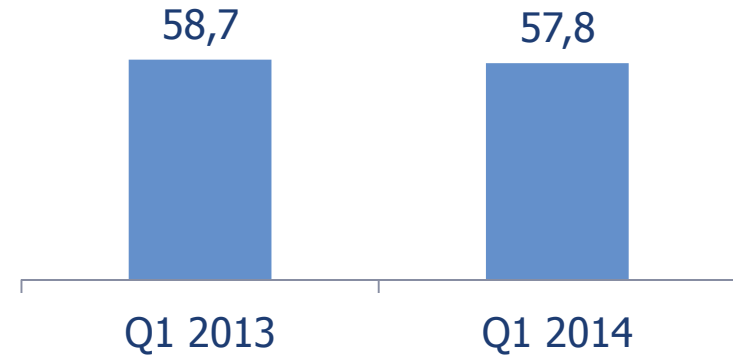
Q&A

# Q1 2014 Financial Highlights

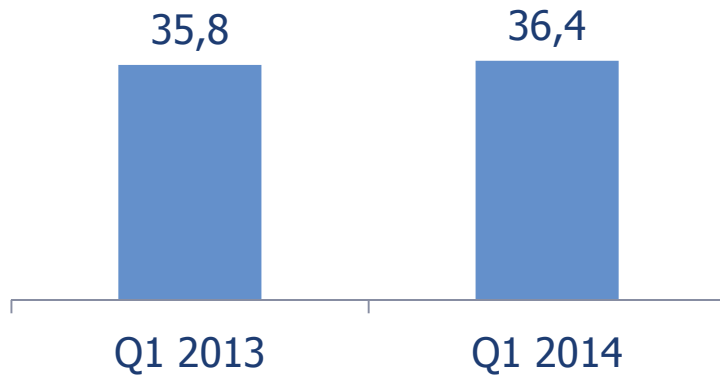
## Revenues



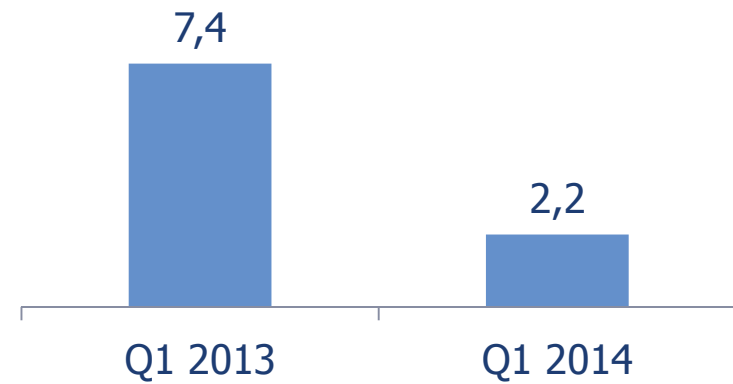
## Contribution Margin



## EBITDA



## Net Income



# Q1 2014 KPI

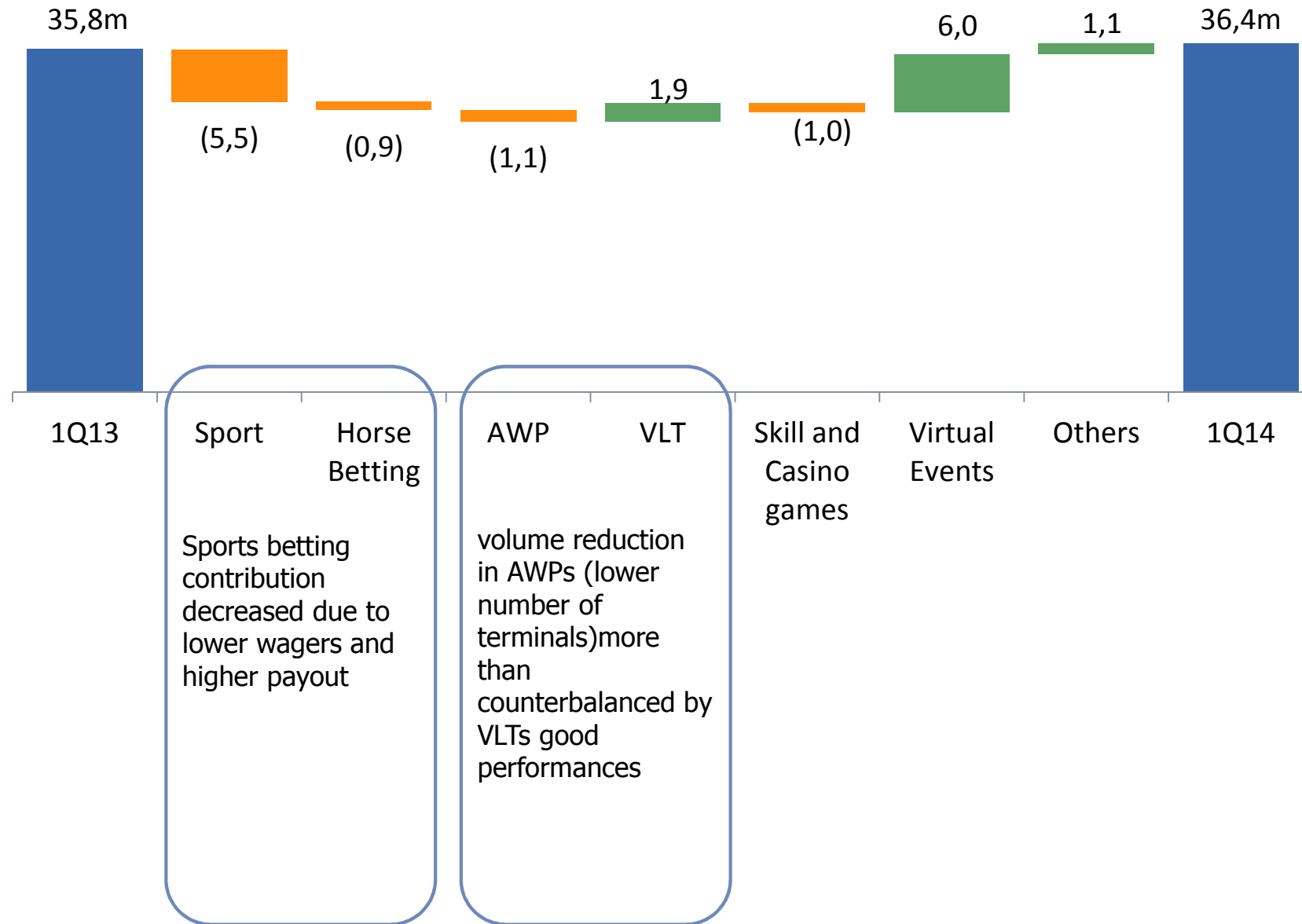
## Q1 2013-2014 KPI

| (euro/mn)                             | Q1 2013       | Q1 2014       | % Change    |
|---------------------------------------|---------------|---------------|-------------|
| Tot revenues                          | 143,6         | 142,4         | -1%         |
| <b>Contribution Margin</b>            | <b>58,7</b>   | <b>57,8</b>   | <b>-2%</b>  |
| <b>EBITDA</b>                         | <b>35,8</b>   | <b>36,4</b>   | <b>2%</b>   |
| <b>ADJ EBITDA</b>                     | <b>37,9</b>   | <b>37,5</b>   | <b>-1%</b>  |
| EBIT                                  | 22,1          | 20,0          | -9%         |
| Pre Tax profit                        | 12,5          | 5,2           | -59%        |
| <b>Reported Net Income<br/>(loss)</b> | <b>7,4</b>    | <b>2,2</b>    | <b>-70%</b> |
| Capex                                 | 4,2           | 2,8           | -33%        |
| Cash Flow                             | 13,0          | 3,4           | -74%        |
| <b>NFP</b>                            | <b>-356,6</b> | <b>-439,9</b> | <b>23%</b>  |



# Q1 2014 Results

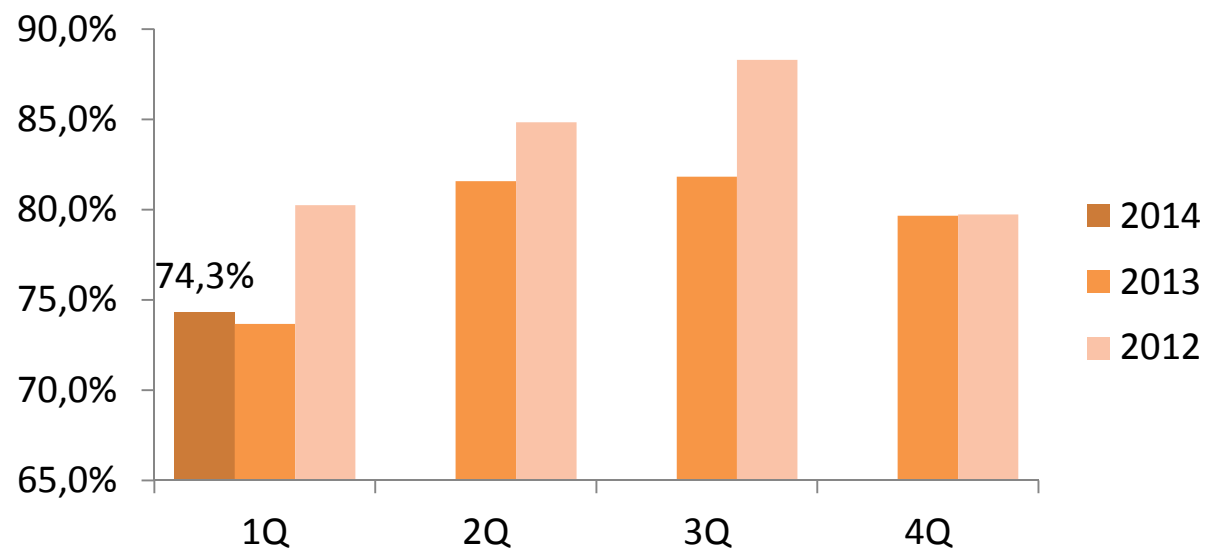
## 2013-2014 EBITDA Evolution



# Q1 2014 Results

## Payout Trend

|            |             | March | June  | Sept  | Dec   |       |       |           |
|------------|-------------|-------|-------|-------|-------|-------|-------|-----------|
| <b>LTM</b> | <b>2014</b> | 79,2% |       |       |       |       |       |           |
|            | <b>2013</b> | 81,0% | 80,2% | 78,9% | 78,9% |       |       |           |
|            |             | 1Q    | 2Q    | 1H    | 3Q    | 4Q    | 2H    | Full year |
| <b>ACT</b> | <b>2014</b> | 74,3% |       |       |       |       |       |           |
|            | <b>2013</b> | 73,7% | 81,6% | 77,2% | 81,8% | 79,7% | 80,6% | 78,9%     |
|            | <b>2012</b> | 80,2% | 84,8% | 82,4% | 88,3% | 79,7% | 83,0% | 82,7%     |



# Q1 2014 Results

## Cash Flow

| <b>Cash flow (€/m)</b>    | <b>1Q2014</b> | <b>1Q2013</b> |
|---------------------------|---------------|---------------|
| EBITDA                    | 36,4          | 35,8          |
| Non recurring costs       | -1,2          | -0,9          |
| WC & Others               | -13,8         | -7,2          |
| Financial income/expenses | -14,9         | -9,7          |
| Tax_PVC                   | -0,3          | -0,9          |
| Capex                     | -2,8          | -4,1          |
| <b>Total cash flow</b>    | <b>3,4</b>    | <b>13,0</b>   |
| <b>PFN End of PY</b>      | <b>443,4</b>  | <b>369,6</b>  |
| <b>PFN Final</b>          | <b>439,9</b>  | <b>356,6</b>  |

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