



Snai Group, FY 2014 Financial Results

Milan, March 18th 2015

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All forward-looking statements included herein are based on information available to the Company as of the date hereof. The Company undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law. All subsequent written and oral forward-looking statements attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements.

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

12M 2014 Results

Q&A

Business Update 12M 2014

Very good results from betting on Virtual Events, €44.2 mio in revenues and €22.7 mio in Contribution margin

Stable performance in Sports betting PO (79,1% vs 78,9% in 12M 2013) , better than global market performance

Wagers from sports betting down mainly due to additional 950 new shops (2013 new concessions) and CTDs aggressive competition.

Machine Gaming performance improved due to completion of VLTs relocation plan and number of operational AWP's back to 2013 figures

VLT performance lower than expected due to late availability of low payout games and technical updates required by ADM

Reduced volatility : fixed payout games 61% of contribution margin vs. 51% in 2013

Effective cost saving activities

Today's Agenda

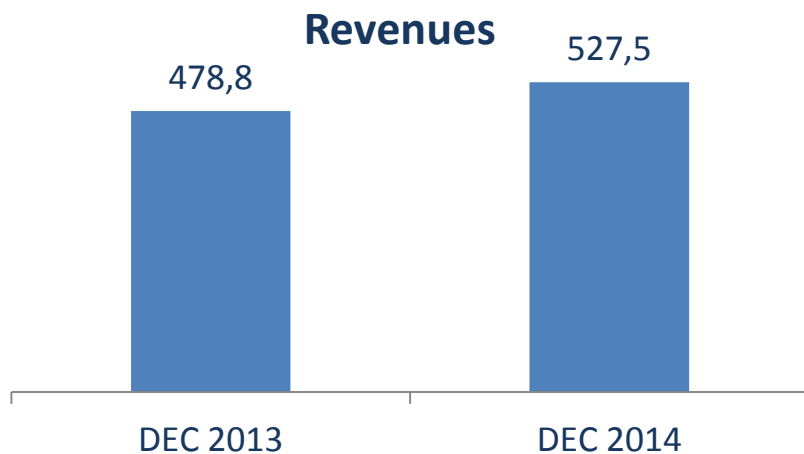
Business Update

12M 2014 Results

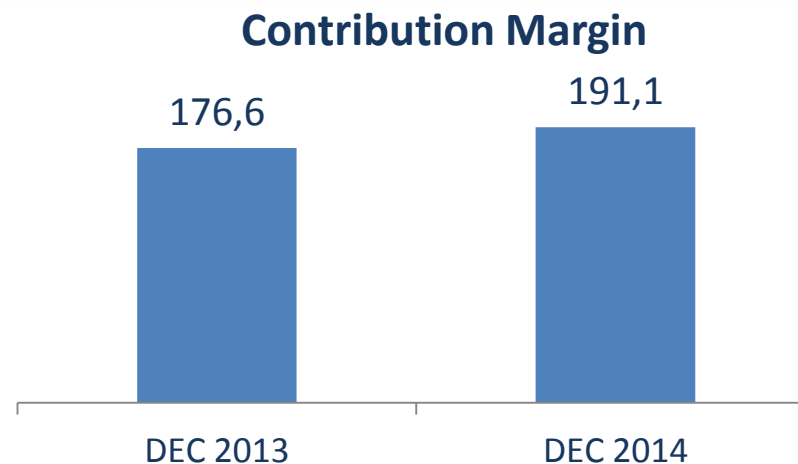
Q&A

12M 2014 Financial Highlights

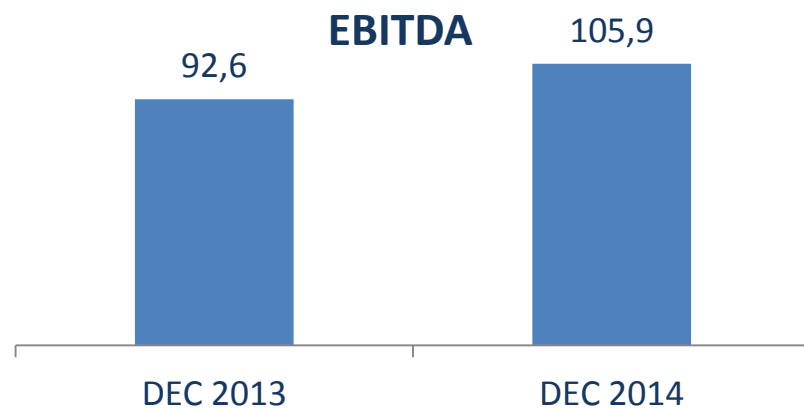
Revenues



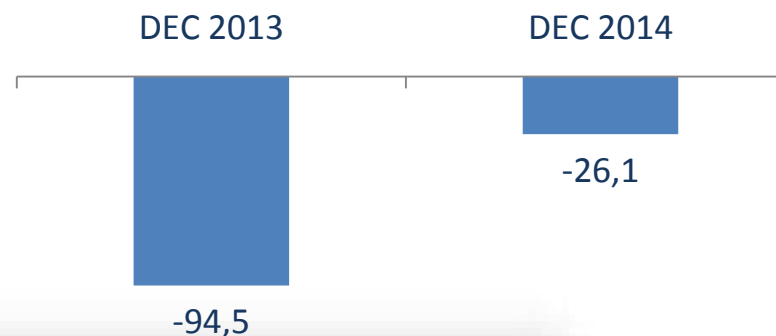
Contribution Margin



EBITDA



Net Income



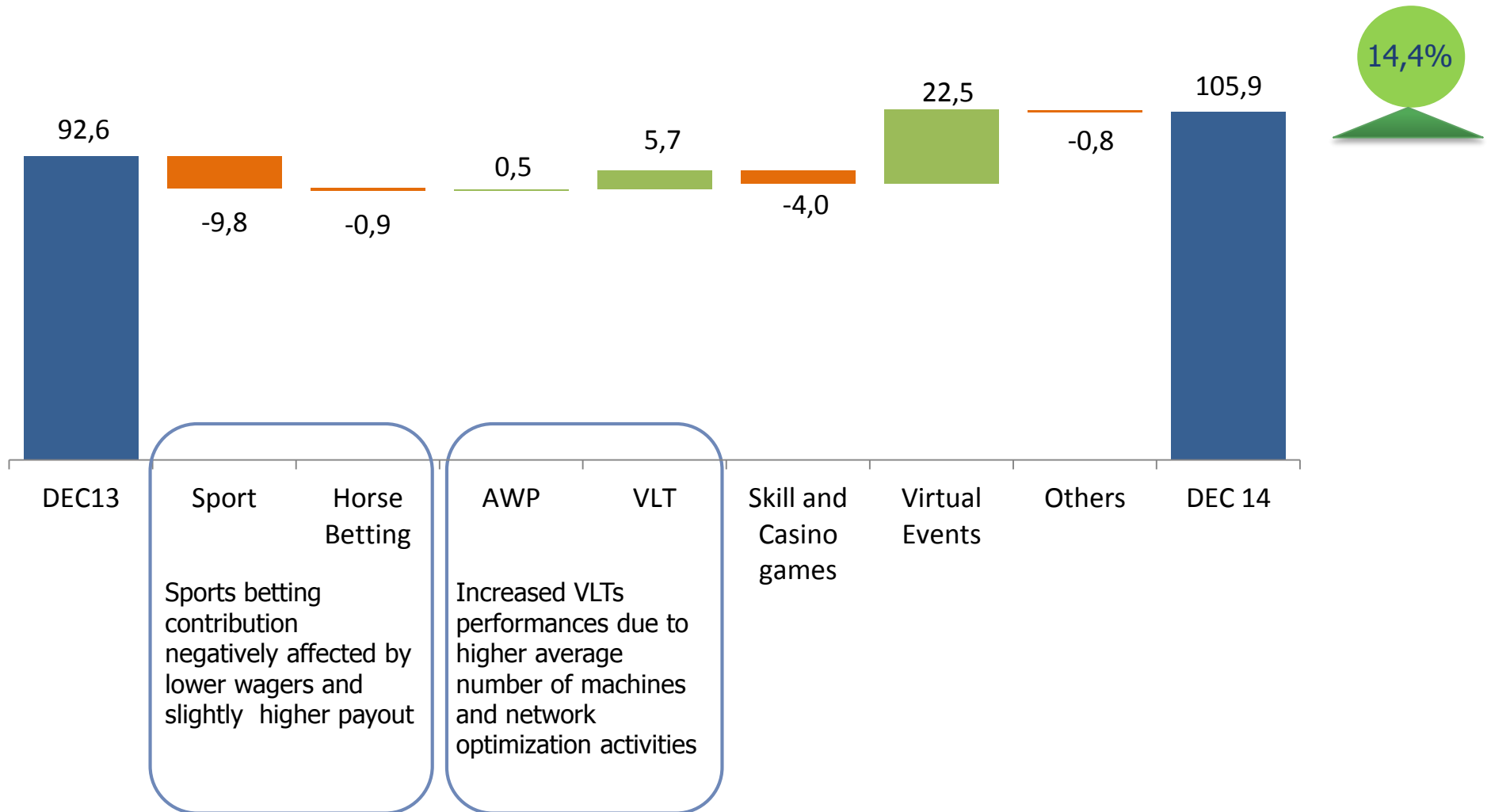
12M 2014 KPI

12M 2013-2014 KPI

(euro/mn)	DEC 2013	DEC 2014	% Change
Total Revenues	478,8	527,5	10%
Contribution Margin	176,6	191,1	8%
EBITDA	92,6	105,9	14%
ADJ EBITDA	97,6	111,5	14%
EBIT	-41,8	34,9	>100%
Pre Tax profit (loss)	-100,9	-24,0	-76%
Reported Net Income (loss)	-94,5	-26,1	-72%
Capex	39,8	18,6	-53%
Cash Flow	-73,8	24,3	>100%
NFP	-443,4	-419,1	-5%

12M 2014 Results

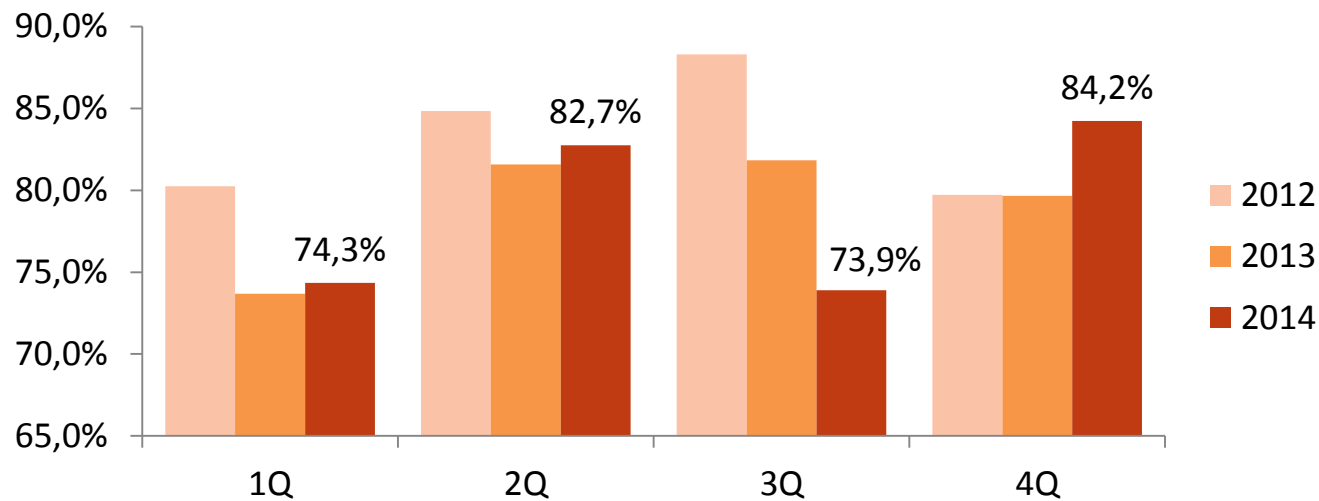
2013-2014 EBITDA Evolution



12M 2014 Results

Payout Trend

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



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