Everi Holdings 2023 G2E Investor Presentation

October 9, 2023

CORPORATE PARTICIPANTS

Randy Taylor Everi Holdings Inc. - President, CEO & Director
Mark Labay Everi Holdings Inc. - Executive VP, CFO & Treasurer
Darren Simmons Everi Holdings Inc. - Executive VP & FinTech Business Leader
Dean Ehrlich Everi Holdings Inc. - Executive VP & Games Business Leader
Tim Richards Everi Holdings Inc. - Executive Vice President, Strategy and Digital Gaming
Jennifer Hills Everi Holdings Inc. - VP of Investor Relations

---

Slide 1

Jennifer Hills – Investor Relations Welcome

I want to welcome everyone who is here in the room with us at G2E in Las Vegas along with all of you listening in on our webcast. We always like to say, this is going to be Everi's best G2E ever and this year we have so many amazing new products and product extensions that really back up that statement! But, before we get started, on Slide 2 is our safe harbor disclaimer.

Slide 2

This covers today's presentation and webcast which may contain forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from those discussed in this presentation. These risks and uncertainties include, but are not limited to, those contained in our safe harbor disclaimer in the presentation deck and in our SEC filings posted in the Investors section of our Corporate Website at everi.com. Because of the potential risks, you are cautioned not to place undue reliance on forward-looking statements. We do not intend, and assume no obligation, to update any forward-looking statements, which are made only as of today, October 9, 2023.

Slide 3

We may refer to certain non-GAAP financial measures, such as Adjusted EBITDA, Adjusted EPS, Free Cash Flow, and Net Cash Position. A description of each of these non-GAAP measures, and a reconciliation to the most directly comparable GAAP measure, can be found in our earnings releases and SEC filings also located in the Investors section of our website.

This presentation and webcast is being recorded. A link to the webcast, and a replay of today's presentation, can be found in the Investors section of our Website.

I will now turn our presentation over to Randy Taylor, our President and Chief Executive Officer who will introduce our presenters and provide a brief overview of our presentation.

Slide 4

Randy Taylor – Welcome

Slide 5

Thanks Jennifer and welcome everyone. This year at G2E, you are going to see a number of new products as well as enhanced products that are a direct output from the investments we have been making in our business. You will see the largest number of new cabinets that we have ever launched, along with a diverse portfolio of innovative and

engaging game themes to support them. We are also excited to showcase our continued buildout of the FinTech Digital Neighborhood along with specific products and services that create value for our customers and improve the experience of their patrons.

With me today are members from the executive leadership team who will provide overviews of the new products and services that we will be showcasing in our booth here at G2E. Dean Ehrlich, our Games Business Leader, will review our new cabinets, the new content that we are introducing, and our strategy to grow our installed base, improve our daily win per unit and increase our ship-share for units sold.

Tim Richards, our Executive Vice President responsible for Strategy and Digital operations will provide updates on Spark, our Digital Remote Game Server, Vi, our new on-premise digital gaming platform, and Video King, our newly acquired tablet-based Bingo business.

Darren Simmons, our FinTech Business Leader, will discuss how we are expanding our Digital Neighborhood and continue to add to our market-leading FinTech product and service offerings to create operating efficiencies and drive more dollars to our operators gaming floors, and improve the casino patrons' experiences.

At the end of the presentations, I will provide a short wrap-up focused on our R&D investments, product roadmap, and capital allocation strategy. We will then open up to questions.

Now let me introduce our first presenter Dean Ehrlich.

Dean Ehrlich – Games

Slide 6

Thanks Randy and Good afternoon. For those of you that don't know me, I am Dean Ehrlich, Executive Vice President & Games Business Leader for Everi. I'm excited today to discuss our revamped journey of revenue growth by talking about the myriad of initiatives that lead to great product. Last year we talked about "building for the future", today we're proud to say we're showing it here this week and the future is now!

Slide 7

Before I talk about our amazing new product lineup, I want to level set with some details about how we got here and our current family of cabinets. Our current cabinets have been in the field for several years now and other than merchandising on the Flex cabinet to create the Flex Fusion in early 2021, all the cabinets shown here were launched pre-pandemic. Each of these cabinet introductions was integral in driving incremental revenue growth.

In the current year, we have experienced some headwinds in performance on these cabinets. We have also seen recent challenges in the mechanical category with two of the largest competitors offering new high denomination mechanical choices that have impacted our quarterly ship share.

The good news is that with our Player Classic Signature that we launched last year, and a significantly updated video cabinet lineup that I will discuss in a moment, we believe we are directly addressing all of these headwinds.

The Dynasty Vue is the first cabinet in our new Dynasty family line and is in the early stages of rollout. On the mechanical front, we continue to make strong performing game themes, with the most recent Eilers performance report showing us garnering half of the top 25 list of games in both high and low denomination mechanical categories. We expect our proven ability to make great mechanical content should make these market share losses temporary.

Slide 8

Here are a few KPIs that put our growth into perspective and demonstrate the tremendous success we have achieved over the past five years to get to this point.

Our growth has occurred through a combination of introducing new cabinets and providing compelling content all while expanding the product "swim lanes" or categories in which we operate. You can see the contributions in the unit sales and installed base growth is supported directly by the introduction of new cabinets in the current family.

When we acquired Multimedia Games in 2014, our limited R&D resources were focused primarily on our position as a Class II games supplier. We made investments in hardware development to expand our cabinet portfolio and to also increase our development resources to deliver much improved game content. The investment returns really started to take hold in 2017.

We grew our products in both mechanical and video, while expanding our premium offerings into new channels like Wide Area Progressives. When the pandemic hit, we scaled back as did the rest of the industry, but we were able to capitalize on our investment returns as casinos reopened.

From 2017 through 2022, we saw our unit sales grow over 14% on a compounded annual basis resulting in our ship share growing from around 3% to 8%-10% today in the markets in which we compete. During this time, our installed base also grew more than 6% on an annual compounded basis and Daily Win per Unit grew 42% from approximately $27 in 2017 to just under $38 in 2022. The most compelling aspect for me was that we experienced growth in all product categories that we participate in.

Slide 9

To put this all into perspective, our commitment to reinvesting for growth in the form of R&D spending has been the major driver of our growth. We intend to maintain our current spending levels to keep growing.

As a percentage of revenue our R&D spending has increased from less than 2% of revenue in 2017 to our current 8% to 8.5% range on a consolidated company basis. Along the way, we have recruited great talent with gaming industry experience to execute our comprehensive roadmap of new product introductions. This has enabled Everi to enter new product categories and gain overall market share.

Let me provide a little more tactical view of the focus of our game development strategy and how we expect it to drive our future growth. Over the past several years, we have increased the investment in our game studios. This has almost doubled our size within game specific development and added additional studios in both Austin and Australia. We also expanded the technology side with both hardware and platform engineering. Going forward, we will take advantage of more scale and efficiency to produce a greater diversity of original content for more markets. Historically, we have done very well in providing content that focuses on the entertainment category, but you should expect to see new content that also addresses the needs of higher-margin, avid players and content that has a greater emphasis on industry proven play mechanics.

We believe this commitment to hardware and game development is critical to our long-term success. By maintaining our level of investment, we believe we can adequately support all of our future growth initiatives, which will enable us to continue to grow our market share.

Slide 10

For the rest of my presentation, you are going to hear about our three key pillars for our Games growth strategy: New Cabinets, New Content, and New Markets!

We intend to refresh our cabinet offering with new cabinets, provide a robust portfolio of games, and look to enter new markets such as distributed gaming, historical horse racing, and our first international venture into the Australian market.

We have already executed upon most of the needed investment and believe this gives us many potential paths for a return to growth to both the installed base and for-sale ship share.

Slide 11

The first part of our New Cabinet strategy is our for-sale offering. Starting with our **Player Classic Signature** cabinet, which was launched last year, this is primarily an update to our highly successful Player Classic cabinet. This cabinet has newer components, and technology, and much more on-screen merchandising capabilities than the original. As I mentioned, the competitive landscape in mechanical for-sale cabinets has become more challenging in the near term with operators replacing competitors' old cabinets with their new ones, but we have continued to grow our footprint with new cabinet sales. Player Classic Signature continues to gain momentum in the market and the next

wave of growth for this cabinet will come from the new games we are introducing, which you will see on the show floor.

Second, we introduced the **Dynasty Vue** cabinet at the end of the first quarter of this year. The Dynasty Vue is a lower profile base cabinet that provides unique sightlines but with a very expansive custom screen size that allows for significant game design space on the base game. More important, given its lower overall height, it is the cabinet that we will use when we launch into the VLT market early next year and into the Australian market in the next 15 to 18 months. Dynasty Vue has been performing as planned and the next wave of growth will come as we roll out new content that covers two tracks; first, low denomination with player proven play mechanics, and second: high-denomination, proven content that Everi has always been known for and that has resonated with players for years.

Third, we have the **Dynasty Sol**, which is our next generation portrait video cabinet that we are debuting here at G2E for our initial launch in Q4. The Sol is an update of our still highly successful Flex cabinet but takes advantage of new technologies which add additional functionalities provided from a more powerful CPU, an enhanced button panel, and greater graphics capability. There is also side panel merchandizing that comes standard with the cabinet. While there will be dedicated content for the Sol, we will also be able to leverage content developed for the Sol on existing Flex cabinets to support our existing installed base.

Slide 12

What I am extremely excited about is our new premium cabinet offerings. We believe these cabinets should address all the segments of our premium installed base and with a deep theme library at launch that is expected to really drive revenue growth and higher daily win per unit. As we announced in our first quarter earnings call, we pulled the launch of our new Player Classic Reserve and Dynasty Dynamic cabinets forward and these began to hit the market at the end of the third quarter. **Player Classic Reserve** is a high-profile three-reel mechanical with an extensive top box that can incorporate a variety of premium content and secondary bonusing.

Dynasty Dynamic is a hybrid platform that has a video overlay on top of mechanical reels that we expect to play well with both mechanical and video players. This form factor also includes toppers that serve as an in-house sign package with unique connectivity across the bank whether in a pod or straight-line configuration.

The next two cabinets are here at the show but won't be ready until early next year. In the first quarter we expect to introduce **Dynasty Sol Sync** which takes the Sol base cabinet and adds more extensive merchandizing than the for-sale version specifically for premium content that matches the more elaborate presentation.

The **Dynasty Horizon**, which we expect to be ready in the first half of 2024, is our largest cabinet and is the next generation of our Empire 5527 leveraging multiple large video screens. This cabinet also utilizes the extra horsepower from our latest CPU, button panel, and graphics engine to take the playing experience to another level.

Slide 13

Let's look at the New Content that we are presenting at G2E. We have themes covering all the various categories we service. In total, we expect to release a total of 86 themes in 2024. On the for-sale side we start with 40 standard video titles, followed by 20 standard mechanical themes. On the premium front we have 16 video and 10 mechanical titles respectively. We assure you that this will be our most diverse portfolio in Everi's history with our breadth of differentiated content.

Slide 14

Beyond the cabinet style, our new content falls into three main categories. The first is building on tried-and-true industry game elements such as hold and spin, triple pot/faux accumulation, cash on reels, and authentic Asian content with variants that appeal to the avid player. The second is to continue to focus on innovation and add never-seen-before play elements such as Cha Ching, Lightning Zap, and Crush that have been in our DNA for years. The third category is what we are calling Everi's "Wheelhouse" where we will continue to design entertainment type product that we've done in the past with variants to existing designs but that focus on a more volatile math ride. In all, our R&D spending has enabled us to expand our focus in all these areas.

Slide 15

New Markets is the final pilar in our strategy for growth. When we design new content, we design it in a way to make it available in all the different markets we operate, and this currently includes Class II, Class III and HHR, and now will expand into VLT. While this may take a little more time on the front end, we believe this helps us get our best performing content into new markets much more quickly than some of our competitors and will enable us to better penetrate the HHR market and move into the VLT market in early 2024. By leveraging our content across all channels, we can maximize the return on the investment dollars it takes to make our games.

We plan to initially launch in VLT with a multi game platform on the Dynasty Vue in Illinois. We are demonstrating this cabinet and platform in a private area of our booth that also incorporates our FinTech solutions specifically for distributed gaming markets. Also, as part of our growth strategy, we plan to expand into additional VLT markets later in 2024 and throughout 2025.

Finally, this G2E, we are excited to launch the first set of games developed by our Australian studio for the North American market. While we complete the work on developing the Australian communication protocols, this content marks the initial step towards our move into the Australian market. We expect to go live in Australia and leverage our Dynasty Vue cabinet in late 2024 or early 2025.

Slide 16

In conclusion, as we talked through today, I couldn't be more excited about our strategy, approach, and execution to grow the games business. Our investment in New Cabinets, New Content and New Markets will be the major drivers that will lead the Everi games growth strategy.

Thank you and let me turn it over to Tim Richards!

Slide 17

Tim Richards – Digital, Vi, Bingo

Thanks Dean. Let me begin with a quick introduction. I joined Everi 12-years ago and over the years I have served in various senior leadership capacities related to our product and technology. Currently, I oversee our corporate strategy and digital gaming business.

Slide 18

Today, I will cover the teams I oversee and some of our growth initiatives. The three key areas are: our online gaming operations delivered through our Spark remote game server, Vi - our recently launched on-premises mobile gaming platform that leverages a Player Account Management system or PAM across Everi's family of products from both our Games and FinTech segments, and I also oversee Video King, our recently acquired bingo technology.

What's great about our strategy is that we can take proven and developed products, initiated by our Games and FinTech segments, and pull them together to create a highly engaging digital and mobile offering.

Today, you will see that our ability to combine and leverage these products creates some exciting new opportunities for revenue growth and patron engagement for both Everi as well as our customers.

Slide 19

Spark – Digital Remote Game Server

I want to start by providing a little color on where our digital gaming business is today.

Slide 20

Our online gaming RGS, which we refer to as Spark, has been focused on the $7 billion US and Canadian online real money wagering market. To capitalize on these markets, we have ported some of our most popular land-based content to Spark. We led this entry with our player proven video-stepper product, as we believed the market lacked representation in this segment. This strategic approach has proven very successful as we have seen our revenues

grow from just a few million dollars in 2019. We are on track to have more than 90 online casino sites integrated by the end of 2023 with over 100 games completed.

Slide 21

How well do our games perform? What I love about this performance chart is that it shows just how well the early themes we have placed are performing. We currently operate with 31 of the sites that are tracked by the Eilers Performance report, and with only 78 unique themes covered, we are garnering just under 10% of the survey's total GGR. When you compare that total to the volume of unique themes produced by our competitors, you can see that we are clearly punching above our weight. We believe this success creates a great "launch pad" to leverage our high performing core Video themes into the market. We can use already developed content to generate incremental revenue growth in an additional game category through our existing revenue channels.

Slide 22

While still keenly focused on North America, earlier this year we obtained our license for the UK. Currently, we are in the process of aligning partners to begin introducing Everi content to UK customers and expect to go-live with our first games in early 2024.

Very soon, we expect to be issued our license for Malta. This will allow us to enter European markets, which is one of the larger online gaming markets available to us. This expansion into new markets creates a pipeline for revenue growth for the next several years.

Slide 23

In addition to scaling our content into new markets, we have identified six significant growth strategies. I have already mentioned the opportunity to bring our branded and non-branded core video titles into our existing customer base, and will now briefly speak to and provide some examples of the other growth initiatives.

Slide 24

White-Label game themes are generally branded with our customers' brands and are mostly skins or clones of some of our already successful game themes. Because these games represent the casino's brand, the operators heavily promote them to their patrons to leverage their brand affinity. Operators also tend to give the games premiere placements on their sites. Because of this and our engaging content, these games drive higher revenues. There is very steady demand from our customers for this bespoke content.

Slide 25

Similar to white-label games, we also make topical skins of our content which are generally tailored to a specific holiday or event. During the typical 30-day topical period or promotion these games generally see high play. The strategy here is to make available a "topical" game for every month and season of the year, thereby ensuring we can continuously have a game being promoted and favorably placed. A key difference from white-label games is that the topical games are generally non-exclusive so they are not limited to a single customer or site.

Slide 26

Instant win games are a relatively new genre for online gaming markets. In 2022, it was virtually non-existent, but so far in 2023 it is approaching 2% of total GGR. These are "quick hit" type games that are simple to play and understand. We have leveraged some of the innovative types of game themes and slot math developed for land-based that Dean mentioned earlier, like Crush Dynasty.

Slide 27

Perceived Skill is a new genre for online gaming markets, and one I am extremely excited about. We believe these games will drive a much higher average wager, while providing more entertainment and engagement value for the player. I also believe this style of game crosses over to the non-slot player and will attract a new patron revenue opportunity. Let me take a moment to show you an example with Stellar Bounties, possibly the coolest game you will see this week! Come on! That's pretty good, right! hat!

Slide 28

Table games are another new category for us. To differentiate ourselves, we are offering digital table games with a unique Asian flair, like the beautiful Jinzi Mini-Roulette you see here, or games with a slightly different take on the classics, like our multi-hand Blackjack with a progressive side bet. More games in this series are coming, including Baccarat, Sic Bo, and Mahjong.

Slide 29

The last piece of the content diversification strategy is porting our Class II games onto our RGS and making them available through the Vi platform. I am going to jump into Vi next, but what's important here is the RGS and our first tranche of games have recently received GLI approval. On a go-forward basis, most of our new RGS games will be released for both Class II and Class III.

Slide 30

What is Vi? Vi is the only real money mobile gaming platform specifically designed and built for on-premises gaming. Additionally, it was built with land-based payment and gaming regulations in mind. Which, by the way, is different than what is required in the online space.

Slide 31

Vi is not a simple iGaming PAM shoehorned into a land-based casino operation. It is a highly customized and integrated PAM that amalgamates our FinTech products and our RGS to extend the gaming floor to every player's mobile device. While Vi begins with an experienced PAM, the key differentiator is that Vi uses our BeOn mobile platform coupled with our PAM to bridge the Everi products already placed with our land-based casino customers. Because this is an on-premise implementation, operators need to be able to integrate this solution with their existing land-based activity and with the presence of our best-in-class products and services, we have the advantage in providing this a turn-key, friction-free, player-friendly mobile gaming platform.

Due to Vi offering Class II content on our RGS, tribal casinos will have new revenue opportunities by offering real-money mobile gaming anywhere their Tribal Gaming Authority allows. Every operator is different, but Vi is able to be geo-fenced to their reservation, trust land, or to very specific areas of the facility.

Slide 32

Vi coupled with the BeOn mobile platform, that Darren will speak to next, is a true all-in-one offering. Four of the major features are represented here, including our digital wallet for funding, the game library for playing, the player's loyalty and rewards information reflected from the operator's CMS, and available promotions or offers generated in Trilogy, our loyalty product.

Since our marketing launch at the Indian Gaming Association tradeshow this past March, customer interest has been strong. We are currently working through agreements today with several customers and have more in the early stages of exploration. We expect to be live early next year with our first customer.

Vi truly showcases how all the Everi assets and products come together in one offering. There is nothing like it available today and due to our unique product set, I struggle to imagine how anyone can duplicate the strength of this product.

Slide 33

Bingo! Earlier this year, we acquired the bingo technology assets of Video King, and we are excited about the opportunities to not only expand the existing business by leveraging our strong relationships with casino operators, but also the opportunity for Video King to provide additional outlets for the Everi product suite in the charitable bingo space.

Slide 34

While you may still think of bingo as paper cards and daubers, for us, it's all about the digital technology. Video King has an expansive footprint of over 57,000 mobile handsets in the field today. This image illustrates how our bingo technology assists the player with managing the play of multiple cards at one time, even 100's of cards at the same

time. To get a better idea of what Video King is about, I would encourage you to come by our booth this week to see how the tablets operate, the bingo hall equipment, and our soon to launch class II Bingo Treasures weekly jackpot product.

Slide 35

To drive revenue and outpace our competition, our development road map is critical. This includes a series of integrations to existing Everi products, such as payments, our wallet, our RGS for Class II and III games, compliance, our Amplify marketing tools and more. We also intend to grow the bingo game offering and excitement level with new and more interactive bingo game concepts.

Slide 36

If you are not convinced bingo is popular, here is a picture from a recent event held at the Seneca Allegany Resort and Casino in New York – Bingo is real and due to cross over play to the slot floor, it is important for casino operators to offer it.

Thanks for the time today, and with that let me turn it over to Darren.

Slide 37

Darren Simmons – FinTech

Thanks Tim. I am Darren Simmons and I'm the Executive Vice President & FinTech Business Leader for Everi.

Slide 38

Before I speak about all the exciting things we will show at G2E, I think it is important to understand how our company's history and evolution have created the foundation for what we believe is a long runway for these current and future product revolutions.

Our traditional FinTech Business was born primarily from a single distinct product line: Cash Access

In growing that business line, our approach has been focused on improving the patron engagement and providing valuable operational efficiencies to our customers. This included accessing a larger share of the patron's wallet by bringing new payment types like American Express, and more recently creating new ways to move value across our customers' enterprises like QuikTicket, our first cashless solution.

In the early 2000s we recognized that ATM, check and other cash advance transactions were only going to become more commoditized over time. To differentiate ourselves and maintain our leadership position we needed to control our development channel success and set out to seamlessly integrate our product offerings.

This strategy has provided us with a tremendous competitive advantage with our ability to utilize and leverage the existing patron touch points so that we can more easily and securely deliver more content, products, and services to patrons without adding significant costs. We benefit from the safe and secure network infrastructure that we embedded into our customer operations to provide a cost-effective and way to support our core financial access products.

With this network, we now could expand the number of direct interaction points between our services and our customers' patrons, creating an opportunity to build a deeper and more direct relationship with the patron.

We assembled the building blocks through a combination of internal development and acquisitions. In 2010, we acquired Western Money Systems to provide the initial kiosk platform for patron self-service interaction. In 2014 and 2015 we acquired compliance assets to help build the framework for a deeper understanding of who our customers' patrons are, and in 2019 we completed our loyalty acquisitions to enhance our focus on marketing and player retention. By bringing these key components together along with adding new products and services and enabling these through mobile delivery channels, we formed our vision of the Digital Neighborhood.

What you are going to see in our booth this year is the continuing evolution and expansion of our digital capabilities. We are the market-leading "gold-standard" when it comes to digital solutions. This started with our

CashClub digital wallet, which sparked the vision of an all-encompassing digital engagement platform. And just a quick shoutout, we were just awarded Global Gaming Awards' Payment Solution of the Year award for our Digital Wallet, so that's real-time information.

Slide 40

We have talked about the Digital Neighborhood in the past, and I think the best way to help illustrate this vision is to look at how the experience has changed over time from the patron's perspective.

As I mentioned before, we knew that we had to expand our offerings to grow beyond a cost-competitive cash access services business. Up until 2014, this is what a casino who had our offerings looked like with ATM/Cash Access capabilities.

Slide 41

Fast forward to today, and you can see all the enhanced patron interaction points.

Our customers continually communicate to us the challenges they face operationally. The biggest challenge in the hospitality industry today is labor shortages. The American Hotel & Lodging Association released a survey early this year indicating that 85% of operators were understaffed and 22% of those who reported they were severely understaffed.

Digital Transformation or as we call it, the Digital Revolution, is requiring operators to change their business models and adapt to the new market reality. Our customers expect relevant patron content in relation to what they are doing anytime, anywhere and in the format and on the device of their choosing. It is that journey that guides our strategy – choice and convenience.

Slide 42

It appears that the mobile strategy of some of the competition is to take existing websites with links to pages and wrap them into a single mobile application wrapper. Patrons don't want an App to access this type of information. So little value is added to the engagement journey, and we believe this is the wrong approach.

We have built a platform that extends our core products into a single platform to enable a 360-view of a patron to our customers. This allows our customers to engage their patrons at the prime point to promote revenue generating behavior.

Slide 43

Let me give you an example, we are not just providing information about the hotels on the property and hours of operation, but we also provide the ability to reserve a room and using geofencing even know when a patron has entered the property. We can know when they have checked into their room and can immediately generate an offer so they can play games on-premise in a remote fashion on their own device and funded with their CashClub wallet through Vi. We can also provide them a free play offer on the casino floor to use that same wallet to tap into a slot or table game. For us, it is all about understanding the patron journey and using the data we collect to build triggers at different points along the way.

Slide 44

A digital journey, with seamless integration across the casino floor, can now also be replicated across any venue within our customers' enterprises to create unique customer experiences throughout. All of this is achieved through our Trilogy Loyalty platform, where we can deliver a more personalized experience for the patron. Loyalty is a critical component for success in repeat visitation. Historically limited to our payments and gaming offerings, we can now expand the insights we collect to provide a deeper understanding of patrons, their behaviors, and how our customers are engaging. With our Amplify marketing platform, marketers can now create personalized, actionable incentives. It's not enough to just have the data, it's how to make that data actionable and how we can share the insights for our customers.

Developing this deep and robust product suite we have 400 talented and dedicated product and development members focused on our road map. This team is also focused on embedding our infrastructure and products with

deep layers of security. We understand safeguarding sensitive data is paramount. That is why we go above and beyond to ensure the utmost security of our products, particularly when it comes to handling Personally Identifiable Information or PII and Payment Card Industry data or PCI. Our secure infrastructure might be one of our most underappreciated assets we have.

This level of investment is a huge differentiator for Everi. No other supplier focused on the Gaming industry has this level of resources dedicated to creating and supporting products exclusively designed to meet the current and future needs of our customers and their patrons. Our goal is to create turnkey solutions that can integrate products and services that improve our customers' operations and enhance their patrons' experience.

Slide 45

When a casino patrons plan a visit to our customers' physical or virtual locations, their entertainment experiences will have multiple interactions with various touch points. We look at all these interactions as part of that guest's "personal journey," and our goal is to enhance the experience from start to finish.

One key element of our digital strategy is our CashClub wallet, and you can see all the potential touch points that use this tool. We can deliver this as white-labeled and branded for a specific customer. Penn's MyChoice wallet is a great example of a single branded wallet usable at multiple sites.

Additionally, as you will see in the booth, we can offer a generic ubiquitous wallet we have branded "BeOn" that can connect to any of our existing kiosks or cage redemption terminals. Simply put – our white labeled products and services integrate at the casino level using our existing property infrastructure to create the exciting customer journeys desired by both patrons and casino employees. Our public facing BeOn Wallet creates a solution that can be accessed across the entire Everi footprint. We believe this may create a fantastic catalyst for digital acceptance, accelerating the demand and usage of digital wallets and eliminating friction at the property level.

Slide 46

Now we have come a long way since our early days as just a cash access provider, and we are far from complete. We embrace our position as a market leader and the vendor of choice when customers look for a full suite of FinTech solutions. The results from new casino openings stand on their own and clearly demonstrate the success we've had.

Slide 47

As we move into 2024, I couldn't be more excited about our product offering. We expect to see the initial North American rollout of a new lower volume kiosk product obtained as part of our 2022 ecash acquisition, and we expect to see even more traction with the Digital Neighborhood.

Simply stated our growth opportunity should continue to be steady for the foreseeable future and will come from:

- Winning net new customers, which happens today as result of customers believing in products and our road map
- The expansion of our Mobile platform and Digital Neighborhood into the casinos as well as into Sports, Venues and Entertainment districts
- Entrance into the route kiosk market with lower volume kiosk products and financial access and other services, and
- International expansion where we take our proven North American products into new markets, like Australia.

Slide 48

Finally, I would just point out that there are well over 25 other new products and updates that I did not get to cover. We believe these also support our growth initiatives and will be additive to our growth in the coming quarters. These will be in the booth, and you should come check them out as I am sure they will help you understand that we are just getting started.

With that, let me turn it back over to Randy.

Slide 49

Randy Taylor – Wrap-up

Slide 50

As you can see from our presentations today the investments that we have been making in both our Games and Fintech businesses are generating new and innovative products. These products work well on a standalone basis, but they become even more powerful when we integrate them through our digital channels. This product development approach aligns with the core thesis of our mission statement: to transform the casino industry through innovative gaming, financial technology, and loyalty solutions.

Our customers' operations, and their patrons' experiences, are a core focus of every new product. Executing on this creates less friction and greater efficiency for our customers while providing a more enjoyable experience for players which drives higher revenue for casino operators. We are well positioned for growth over the next several years while we continue to grow in our existing business lines and expand into new areas and new jurisdictions.

Both Darren and Dean discussed the depth of resources we have on our product development teams and we have made certain that Tim's Digital team has a similar depth of resources. We have assembled extremely talented, highly motivated, and very collaborative teams focused on achieving our product development goals. On the FinTech side, no other competitor has devoted our level of resources that are exclusively focused on operators' needs in the gaming industry today. We are comfortable that our R&D spend of 8% to 8.5% of total revenue is the appropriate level to support both our product vision and drive our growth. We view our development efforts as a true competitive advantage.

From a product specific perspective, this year we will deliver on our most comprehensive cabinet launch in any twelve-month period in our history. These cabinets are designed for our for-sale, base lease and premium lease products covering both the video and mechanical reel product categories. Our game design efforts have expanded to deliver products that we believe will resonate with the high yielding "avid players" while not forgetting our success with the entertainment focused players. To appeal to a broader segment of players, we have created our most diverse portfolio of new video reel content which includes tried and true features, innovative new concepts, non-traditional play mechanics and new variants.

We expect our cabinet refresh to drive growth in our installed base and improve our for-sale ship share. In particular, our new Vue cabinet will also help us move into the VLT market in early-2024 and the Australian market later next year or early 2025. Our ability to consistently deliver high performing mechanical reel themes will help us defend our share in this category and aggressively compete in the video reel category which offers a much larger revenue opportunity for us. We believe our stated goal of 15% ship share is attainable and our new cabinets and content will drive this result over the next few years.

Our Digital operations are a clear example of how we are integrating our Games and Fintech capabilities. Through Vi, we have the ability to take our land-based game content to a digital platform and expand our gaming operations revenues for both our customers and Everi. However, Vi is just a piece of the FinTech Be-On platform. By adding our financial access service and digital wallet, together with our compliance and loyalty products we help drive more gaming revenue for our customers, leverage our existing infrastructure and make our solutions friction free. While our digital iGaming products have seen tremendous growth over the past several years, we believe there is still a significant growth opportunity with our existing products in North America as well as internationally as we move into the UK and Europe. The North American opportunities also include new jurisdictions as we expect additional states in the US to legalize iGaming over the next several years. In our opinion, it is only a matter of time.

Finally, I wanted to highlight how all our previous investments in Fintech have come together to build a comprehensive digital neighborhood. We are uniquely positioned to continue to grow the products included in the neighborhood and the unlimited reach of our platform. We are the only provider with the robust set of products

that can create this complete integrated offering which combines financial access, compliance, loyalty and digital solutions throughout a casino's operations and beyond the operator's four walls.

With our strong product focus, we consistently deliver on our goal of improving efficiencies and reducing friction for the operators resulting in an improved experience for their guests.

We're excited about all the potential long-term growth opportunities across each of our business operations. We believe the synergies between our two business segments have a compounding effect on the value we deliver to our customers and creates a unique competitive advantage for Everi, which provides an underappreciated ability to generate a steady stream of strong recurring free cash flows.

Slide 51

Before I wrap up, it is important to reiterate our views on our Capital Allocation priorities.

First, we will invest in ourselves and our development efforts. Our presentations today clearly demonstrate the potential high yielding returns these types of investments can provide for the business.

Second, we will strategically look for external M&A opportunities. These acquisitions provide us with the opportunity to acquire products or technology that accelerate the development cycle for products on our road map, create new markets where we can sell our existing products, or bring new products that we can leverage within our existing sales and support infrastructure to increase the revenue growth opportunities at higher capital return thresholds; and

Finally, return excess capital to shareholders. Year-to-date through June 30th of this year, we repurchased $40 million or 2.7 million shares of our common stock. This is in addition to the 5 million shares that we repurchased in 2022. Based upon the strength of our earnings and steady recurring nature of our cash flows, we believe that the current market for our common stock creates an extremely opportunistic method of returning value to shareholders. With $140 million remaining on our Board authorization as of June 30th, you should expect to see us actively repurchasing shares at these levels.

Slide 52

Before we open it up for Q&A, I would like to take a second to introduce the additional members of our leadership team who are with us today. We have Mark Labay our Chief Financial Officer; Kate Lowenhar-Fisher, our Chief Legal Officer; Dave Lucchese, our head of sales; Kacy Drury, who leads our field operations teams; and Dan Cicarelli, who leads our IT and Technology teams.

Let me end with a big thank you to everyone joining us today in person andr on the webcast. We always appreciate your interest and support, and with that let me open it up for questions.