



EILERS & KREJCIK GAMING, LLC



## EILERS-FANTINI Central Game Performance Database (GPD)

### Monthly Report for February 2018

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## Overview - Background

### Description

This monthly report is designed to provide a detailed overview of current slot machine performance trends down to the individual game level, as well as track key slot supplier and operator floor mix metrics for the North American gaming market. Current performance metrics include participants from both Commercial Casinos and Tribal Casinos.

### Methodology

To prepare this report we utilized data from the EILERS-FANTINI Central Game Performance Database (GPD).

### Central Game Performance Database

The EILERS-FANTINI Central Game Performance Database (GPD) collects and tracks relative slot machine performance data provided by individual casinos on a monthly basis and then standardizes and aggregates the data. All data is held in a secure online database and no individual casino data is viewable. Database subscribers are able to look up game performance information on individual games as well as create custom performance reports tailored to their specific business needs and geographic location. The GPD is an extension to the existing EILERS-FANTINI Slot Survey which is the gaming industry's largest survey tracking purchasing and performance trends across over 350,000 slot machines worldwide.

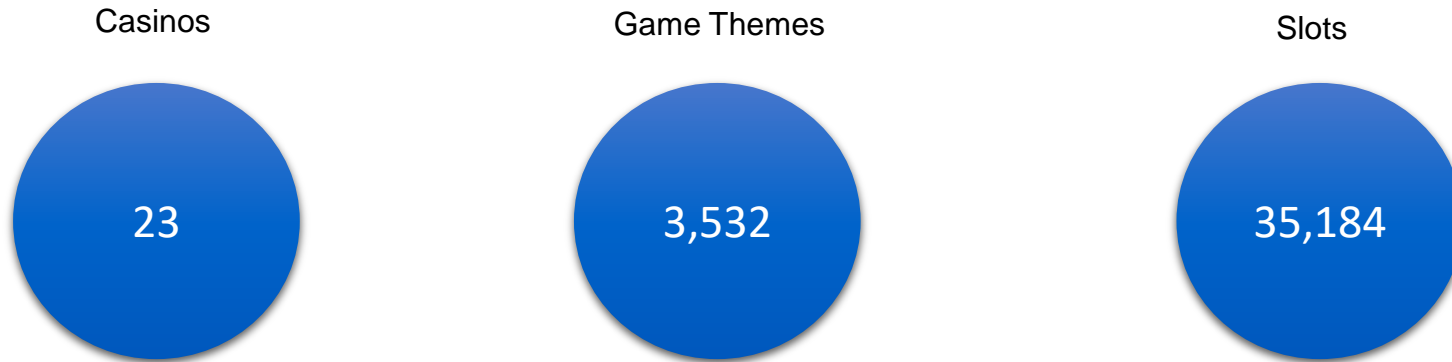
### Participation Details

This database service is free to qualified gaming operators who participate and provide monthly performance data. If you are not currently participating, but are interested, please contact Todd Eilers at [teilers@ekgamingllc.com](mailto:teilers@ekgamingllc.com) or call at 714-619-9330.



## Overview - Statistics and Information

- The EILERS-FANTINI Central Game Performance Database (GPD) currently includes relative performance data on 35,184 Slots; 3,532 unique game themes; and 23 Casinos; across 18 different jurisdictions, with performance data dating back to January of 2017.





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## Key Insights

- **Aristocrat – Best Tracking Fair Share Supplier**
  - Aristocrat leads all vendors in overall positive fair share gap between revenue and units.
  - Lease/WAP segmented fair share tracks even larger for ATI reporting the largest positive revenue to unit gaps in both segments.
  - ATI accounts for 20 of the top 50 indexing Lease/WAP units with strong performance from: Dragon Link, Lightning Link, Buffalo Grand, and the new Buffalo Thundering 7's theme on the much anticipated ReIm XL.
- **Scientific Games – Generates 2<sup>nd</sup> most revenue in aggregate for all game categories and leads ETG & WAP installs (TTM)**
  - SG leads suppliers with 36.1% of WAP installs and 38.8% of ETG installs lead by strong Fusion and standalone Roulette performance.
  - WAP titles World of Wonka, Elvis, & The Simpsons are all in the Top 10 Grossing WAP games (Page 21).
- **IGT – Top Overall Floor Share & Grossing Supplier**
  - IGT encompasses 35.1% of total floor share reported and accounts for 30.1% of total Aggregate Theo Net Win.
  - Game King Poker remains the top grossing casino owned game, solidifying their Video Poker dominance.
  - New Premium games Sphinx 4D and Fort Knox Diamond Vault are off to a good start.
- **AGS – Top Indexing Supplier**
  - While AGS as a supplier accounts for less than 0.4% of the total units tracked in the trailing twelve months, their relative House and Zone Index ranks the highest at 1.83 and 1.79 respectively.
  - AGS has two game themes in the Top 5 indexing casino owned games with River Dragons and Fu Nan Fu Nu.
- **Everi is indexing high in the Owned Mechanical Reel segment**
  - Everi has five games in the Top 10 indexing owned mechanical reel segment (Page 15).
- **Konami themes index high in the Owned Video Reel segment**
  - Dragon Fury & Great Africa both index in the Top 30 indexing owned video reel segment (Page 14).



## Key Insights

- **Incredible Technologies continues to index relatively high for a smaller vendor**
  - 3<sup>rd</sup> best Indexing vendor in the owned category (2<sup>nd</sup> best filtering for suppliers over 10 units).
  - Heat 'Em Up Power Wheel on the Infinity v55 cabinet indexes in the top 30 owned game (Page 13)
- **Aruze has strong ETG install base (TTM)**
  - 3<sup>rd</sup> largest ETG floor share although Aggregate Theo Net Win lags behind due to the strong Shoot to Win Craps mix.
- **Synergy between the EILERS–FANTINI Quarterly Slot Survey from Q4 2017 and the EILERS-FANTINI Central Game Performance Database (GPD)**
  - In pages 45 & 46 we show how tracking some of your most anticipated games from the EILERS–FANTINI Quarterly Slot Survey can be accomplished in the EILERS-FANTINI Central Game Performance Database.
  - Here we highlight the initial performance of a selection of the most anticipated games from Q4 including: IGT's Fort Knox & Sphinx 4D, SG's The Simpsons, Incredible Technologies Infinity v55 Cabinet, and Everi's unique Lightning Zap game theme.
- **New vendors performing well – Alfastreet, Lightning Gaming, Novomatic, Diamond, & Aries**
  - Although they each have a limited amount of games installed, we do note the relatively high indexing performance of games provided by Alfastreet, Lightning Gaming, Novomatic, Diamond, & Aries.

## Subscription Details

This is a summary version of the EILERS-FANTINI Game Performance Report – Feb '18, which was published on 3/30/18. The full monthly report is available for purchase and there are two subscription options available.

1. Single report - \$1,500

### Subscription Options

1. Monthly Report - \$6,000 per year
2. Database Access - \$25,000 per year

If you are interested in a subscription, please contact Robin Coventry at [rcoventry@fantiniresearch.com](mailto:rcoventry@fantiniresearch.com) or call at (302) 730-3793.



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