

# Aristocrat delivers positive first half result, while positioning portfolio for sustained growth

Sydney, 14 May 2025

## Key Highlights

- **Revenue growth of 9% (5% in constant currency)**, benefiting from the inclusion of NeoGames, market share gains across the portfolio, and the strong US dollar.
- **6% growth in normalised NPATA to \$733 million (2% in constant currency)** reflecting operating leverage and effective cost management, while continuing to invest in talent, product and enabling technologies to accelerate future growth.
- **Aristocrat Gaming continued to deliver market share gains** in the North American Gaming Operations installed base, underpinned by the depth and strength of the portfolio.
- **Product Madness' key Social Casino franchises continued to outperform the market**, reflecting focused investment in User Acquisition and ongoing operational efficiency.
- **Aristocrat Interactive delivered strong revenue growth**, due to the inclusion of NeoGames for the period, with growth in iLottery and Content driven by market expansion across key strategic markets.
- **Continued execution of capital management strategy** with \$533 million in cash returned to shareholders through dividends and on-market share buy-backs in the period.

A\$ million	Six months to 31 March 2025	Six months to 31 March 2024 <sup>2</sup>	Change %
<b>Normalised results<sup>1</sup></b>			
Operating revenue	3,034.5	2,790.9 ▲	8.7
EBITDA	1,248.5	1,107.1 ▲	12.8
EBITDA margin	41.1%	39.7% ▲	1.4 pts
EBITA	1,052.3	945.3 ▲	11.3
<b>NPAT</b>	664.9	664.1 ▲	0.1
<b>NPATA</b>	732.6	694.0 ▲	5.6
Earnings per share (fully diluted)	105.6c	103.0c ▲	2.5
EPSA (fully diluted)	116.3c	107.7c ▲	8.0
Interim dividend per share	44.0c	36.0c ▲	22.2
<b>Reported results from continuing operations</b>			
Revenue	3,034.5	2,790.9 ▲	8.7
Profit after tax	511.0	652.1 ▼	(21.6)
NPATA	578.7	682.0 ▼	(15.1)
<b>Balance sheet and cash flow</b>			
Net working capital / revenue from continuing operations	7.8%	7.0%	0.8 pts
Operating cash flow	772.6	656.2	17.7
Closing net debt / (cash)	425.2	(365.8)	n/a
Net debt / (cash) to EBITDA <sup>3</sup>	0.2x	(0.1)x	(0.3)x

### NOTES TO TABLE:

1. Normalised results are statutory profit (before and after tax) and represent the continuing business, excluding the impact of certain significant items and discontinued operations following the divestment of Plarium, as outlined in the Review of Operations.
2. Comparative results have been restated to exclude discontinued operations, to align with the current period presentation in accordance with relevant accounting standards and to provide a consistent basis for comparison. Refer to the Financial Statements for further details.
3. Consolidated Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA) for the Group as defined in Aristocrat's Syndicated Facility Agreement (also referred to as Bank EBITDA).

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Aristocrat Leisure Limited (ASX: ALL) today announced its financial results for the six months ended 31 March 2025.

Net profit after tax and before amortisation of acquired intangibles (NPATA) of \$733 million was 6% above the prior corresponding period (PCP), 2% in constant currency. This reflected a resilient operating performance, the inclusion of NeoGames for the full period, partially offset by increased corporate costs including higher legal costs, lower interest income and a higher effective tax rate.

Aristocrat's Chief Executive Officer and Managing Director, Trevor Croker, said "This was a positive result, illustrating the quality of Aristocrat's portfolio and ability to grow through different operating environments while also investing for the future.

"We achieved solid revenue and EBITDA growth in the period, once again highlighting market leadership and scale as fundamental strengths of our business, supported by a focus on operational efficiency and extracting operating leverage as we grow.

"We completed the divestiture of Plarium in the reporting period, and refocused our mobile operations around our core Product Madness Social Casino business, in line with Aristocrat's refreshed growth strategy. We also invested in aligning technology and product strategies, and took important steps to set up Aristocrat Interactive to accelerate its performance, and allow us to extract more benefit and momentum from our scale and capabilities. I am excited that we now have three focused and fully complimentary business lines, united by a common core of great gaming content and each offering exciting growth prospects. We continue to actively pursue strategic M&A opportunities, in a disciplined and consistent manner.

"We continued to progress our sustainability agenda, driving improvements and further lifting maturity across our most important priorities, particularly Empowering Safer Play and climate action. Our efforts directly support our ability to deliver sustainable results over the long term, and are focused on benefiting our people, customers and shareholders. We continued to accelerate foundational work to underpin our abatement activities and expect to see this reflected through reduced emissions in the years ahead. We have been active in educating and engaging our people, and completing critical work in preparation for mandatory climate reporting and delivery of our public climate commitments.

"\$533 million of cash was returned to shareholders through dividends and on-market share buy-backs in the period, in line with the Group's capital allocation framework.

"Looking ahead, we continue to see strong momentum in our business as we align our portfolio to capture the significant strategic opportunities in front of us. We expect an acceleration in operating momentum in the second half of the year as we capitalise on product rollout and technology initiatives across our portfolio. We remain committed to our capital management strategy and our ongoing on-market share buy-back program," Mr Croker concluded.

## Financial Summary

Group revenue increased to \$3.0 billion, representing an increase of 9% in reported and 5% in constant currency terms compared to the PCP.

EBITDA of \$1.2 billion was 13% higher on a reported basis and 9% higher on a constant currency basis compared to the PCP.

Strong free cash flow generation was applied to fund Aristocrat's growth strategy, while \$533 million in cash was returned to shareholders in the form of on-market share buy-backs and dividends over the six months to 31 March 2025. During the period, Aristocrat completed the \$1.85 billion share buy-back program and announced a new up to \$750 million on-market share buy-back program, to run through to February 2026.

The Group maintained optionality in its balance sheet, with a net debt position of \$425 million and liquidity of \$2.2 billion at 31 March 2025.

The Directors have authorised an interim unfranked dividend of 44 cents per share (\$275 million)<sup>1</sup> for the period ended 31 March 2025. The record and payment dates for the dividend are 23 May 2025 and 1 July 2025, respectively.

## Operational Highlights

Aristocrat's portfolio of scaled, world-class assets across Aristocrat Gaming, Product Madness and Aristocrat Interactive delivered a resilient result over the six months to 31 March 2025, demonstrating the strength, competitiveness and diversification of our portfolio, and strong fundamentals in the markets in which we operate.

Growth in Aristocrat Gaming was driven by strong execution in North America Gaming Operations, reflecting continued expansion of the Class III Premium and Class II installed base with ~2,500 net unit additions over the period, with softer fee per day and lower Outright Sales.

Product Madness' Social Casino franchises continued to outperform the Social Slots market. This was achieved as the business continued to focus on operational efficiency and an increase in direct to consumer sales.

Aristocrat Interactive reflects the inclusion of NeoGames for the full period, with strong growth in iLottery on a proforma basis and the continued scaling of Content across strategic regions.

The Group maintained high levels of organic investment in product and technology, driving innovation across the portfolio and continued share growth in key markets and genres. D&D investment was a market-leading 13.3% of revenues, and UA investment remained focused and disciplined.

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<sup>1</sup> Amount based on the shares issued at the date of the financial statements

Highlights for the period included:

### Aristocrat Gaming:

- North America delivered a 4% increase in profit, driven by continued growth in the Gaming Operations footprint, supported by the depth and strength of the portfolio. Class III Premium and Class II Gaming Operations installed base grew by ~2,500 net units over the period, exceeding 73,600 units and growing market share to over 42%<sup>1</sup>. Market-leading fee per day decreased to US\$52.73 across the expanded footprint due primarily to product and channel mix.
- Clear revenue leadership in North America was maintained, given the combination of strong ASPs and 28%<sup>1</sup> ship share. Outright Sales revenues were 5% lower, largely driven by the anticipated release of the *Baron™ Portrait* cabinet in the second half, while growth in adjacencies continued to gain momentum, with unit sales increasing 31%. This included continued expansion in the Quebec Video Lottery Terminal (VLT) and Georgia Coin Operated Amusement Machine (COAM) markets, and Aristocrat's entry into the Historical Horse Racing (HHR) market in Alabama.
- North America margin increased 130 basis points to 58.1% primarily due to favourable product mix and operating leverage.
- Retained position as the leading supplier in the US market, achieving portfolio performance of 1.4x floor average<sup>2</sup> and product leadership demonstrated by Aristocrat featuring in 20 of the Top 25 Premium Leased games<sup>3</sup>.
- Rest of World revenue decreased 9% compared to the PCP, mainly driven by lower unit sales across the regions and lower ASP in ANZ. Profit decreased 20% with margins declining 550 basis points to 42.1% reflecting negative operating leverage.
- In ANZ, ship share declined to 30%<sup>4</sup> reflecting increased market competition and delayed purchasing in anticipation of the launch of the *Baron™* cabinet in the second half of the year.

### Product Madness:

- Product Madness ranked #1 in the Social Slots market with 21% market share<sup>5</sup>.
- Bookings increased 2% to US\$570 million, representing a 4% increase in Social Casino offset by a decline in Social Casual.
- Margin improved 310 basis points to 42.9%, reflecting a continued focus on efficiency, operating leverage and increased mix from direct to consumer revenues, which increased to 13% of Social Casino revenues.
- The Social Casino franchises outperformed the market with bookings growth of 4% compared to a Social Slots market decline of 6%<sup>5</sup>, demonstrating effective player engagement and resilience, supported by successful investment in Live Ops, features and new slot content, with focused UA investment.

### Aristocrat Interactive:

- The increase in Aristocrat Interactive revenue reflected the inclusion of NeoGames, with strong iLottery growth and the continued scaling of Content across North America and Europe.
- The iLottery segment remained a market leader in the US<sup>6</sup>, with growth driven by the NPI JV<sup>7</sup>, with particularly strong contributions from North Carolina and Virginia.
- Content growth was driven by strength in Aggregation and launches with major operators in the US, Canada and UK, including the release of top Aristocrat land-based titles. Expanded distribution over the period with access encompassing >150 major online operators, operating across >175 countries/territories and 3 US states, with ~90% market access in the US<sup>8</sup>.
- Platforms continued to expand in the US and ANZ, with growth in recurring revenue offsetting the impact of higher hardware sales in the PCP.

<sup>1</sup> Eilers Gaming Supplier KPI Model 4Q24 and internal analysis across the five largest participants in North America

<sup>2</sup> Average theoretical win index vs house (> 1,000 units), April 2025 Eilers' Game Performance Database

<sup>3</sup> Average performance per Eilers' Game Performance reports for the 12 months to March 2025 (April 2025 report)

<sup>4</sup> Based on NSW regulator data, QLD Max Gaming data and internal analysis for HY25

<sup>5</sup> Sensor Tower data, public company reports and Aristocrat estimates

<sup>6</sup> Eilers - US iLottery Tracker 4Q24 Report

<sup>7</sup> NeoPollard Interactive Joint Venture (NPI JV)

<sup>8</sup> Eilers - All States Premium Online Casino By Brand - April 2025

## Outlook<sup>1</sup>

Aristocrat expects to deliver NPATA growth over the full year to 30 September 2025 on a constant currency basis, for its continuing operations excluding Plarium, reflecting:

- Continued market share gains from Aristocrat Gaming, with strong revenue and profit growth in 2H25, based on current economic conditions in key geographies;
- Disciplined execution in Product Madness with a focus on market share and investment efficiency;
- Accelerating performance at Aristocrat Interactive toward our FY29 US\$1 billion Revenue Target<sup>2</sup> through further scaling of content to support broader market access in North America and Europe.

Additional detail for modelling inputs for the full fiscal year to 30 September 2025 are available in the Investor Presentation.

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<sup>1</sup> This Outlook section contains forward looking statements and statements of expectation. Please refer to the disclaimer on page 37 of the Investor Presentation

<sup>2</sup> Revenue Target includes Interactive's share of revenues from the NPI JV

**Authorised for lodgement by:** Emma Leske, Company Secretary

### Further information:

#### Investors:

James Coghill  
General Manager, Investor Relations  
Mobile: (61) 439 957 674  
[james.coghill@aristocrat.com](mailto:james.coghill@aristocrat.com)

#### Media:

Peter Brookes  
Senior Managing Director  
Mobile: (61) 407 911 389  
[peter.brookes@sodali.com](mailto:peter.brookes@sodali.com)

Aristocrat Leisure Limited (ASX: ALL) is a global entertainment and gaming content creation company powered by technology. Our reporting segments span regulated land-based gaming (Aristocrat Gaming), social casino (Product Madness) and regulated online real money gaming (Aristocrat Interactive). Aristocrat offers a diverse range of products and services including electronic gaming machines, casino management systems, online real money games, including iLottery, and free-to-play mobile games, that serve customers and entertain millions of players worldwide every day. Our team of over 7,300 people across the globe is united by our company mission to bring joy to life through the power of play. For more: [www.aristocrat.com](http://www.aristocrat.com)