



ACCELENTERTAINMENT®

# Fourth Quarter 2024 Earnings Presentation

February 2025

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# Important Information

## Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of historical fact, contained in this presentation are forward-looking statements, including, but not limited to, any statements regarding our estimates of number of gaming terminals, locations, revenues, Adjusted EBITDA, capital expenditures, our expansion into casino operations and horse racing, and our ability to consummate share repurchases in the amounts authorized pursuant to our share repurchase program or at all. The words “predict,” “estimated,” “anticipates,” “believes,” “estimates,” “expects,” “intends,” “may,” “plans,” “projects,” “will,” “would,” “continue,” and similar expressions or the negatives thereof are intended to identify forward-looking statements. These forward-looking statements represent our current reasonable expectations and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance and achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. We cannot guarantee the accuracy of the forward-looking statements, and you should be aware that results and events could differ materially and adversely from those contained in the forward-looking statements due to a number of factors including, but not limited to: Accel’s ability to operate in existing markets or expand into new jurisdictions; Accel’s ability to offer new and innovative products and services that fulfill the needs of location partners and create strong and sustained player appeal; Accel’s dependence on relationships with key manufacturers, developers and third parties to obtain gaming terminals, amusement machines, and related supplies, programs, and technologies for its business on acceptable terms; the negative impact on Accel’s future results of operations by the slow growth in demand for gaming terminals and by the slow growth of new gaming jurisdictions; Accel’s heavy dependency on its ability to win, maintain and renew contracts with location partners; Accel’s expansion into casino operations and horse racing; unfavorable macroeconomic conditions or decreased discretionary spending due to other factors such as interest rate volatility, persistent inflation, increased or retaliatory tariffs, actual or perceived instability in the U.S. and global banking systems, high fuel rates, recessions, epidemics or other public health issues, terrorist activity or threat thereof, civil unrest or other macroeconomic or political uncertainties, that could adversely affect Accel’s business, results of operations, cash flows and financial conditions and other risks and uncertainties indicated from time to time in documents filed or to be filed with the Securities and Exchange Commission (“SEC”).

Accordingly, forward-looking statements, including any projections or analysis, should not be viewed as factual and should not be relied upon as an accurate prediction of future results. The forward-looking statements contained in this presentation are based on our current expectations and beliefs concerning future developments and their potential effects on Accel. These forward-looking statements involve a number of risks, uncertainties (some of which are beyond our control), or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by these forward-looking statements. These risks and uncertainties include, but are not limited to, those factors described in the section entitled “Risk Factors” in the Annual Report on Form 10-K for the fiscal year ended December 31, 2024.

Except as required by law, we do not undertake publicly to update or revise these statements, even if experience or future changes make it clear that any projected results expressed in this or other presentations or future quarterly reports, or company statements will not be realized. In addition, the inclusion of any statement in this presentation does not constitute an admission by us that the events or circumstances described in such statement are material. We qualify all of our forward-looking statements by these cautionary statements. In addition, the industry in which we operate is subject to a high degree of uncertainty and risk due to a variety of factors including those described in the section entitled “Risk Factors” in the Form 10-K, as well as Accel’s other filings with the SEC. These and other factors could cause our results to differ materially from those expressed in this presentation.

## Industry and Market Data

Unless otherwise indicated, information contained in this presentation concerning our industry and the markets in which we operate, including our general expectations and market position, market opportunity, and market size, is based on information from various sources, on assumptions that we have made that are based on those data and other similar sources, and on our knowledge of the markets for our services. This information includes a number of assumptions and limitations, and you are cautioned not to give undue weight to such information. In addition, projections, assumptions, and estimates of our future performance and the future performance of the industry in which we operate are necessarily subject to a high degree of uncertainty and risk due to a variety of factors, including those described in the Form 10-K, as well as Accel’s other filings with the SEC. These and other factors could cause results to differ materially from those expressed in the estimates made by third parties and by us.

## Use of Non-GAAP Financial Measures

This presentation includes non-GAAP financial measures, including Adjusted net income, Adjusted EBITDA, EBIT, Capex, and Net Debt. Management believes that these non-GAAP measures of financial results enhance the understanding of Accel’s underlying drivers of profitability and trends in Accel’s business and facilitate company-to-company and period-to-period comparisons, because these non-GAAP financial measures exclude the effects of certain non-cash items or represent certain nonrecurring items that are unrelated to core performance. Management of Accel also believes that these non-GAAP financial measures are used by investors, analysts and other interested parties as measures of financial performance and to evaluate Accel’s ability to fund capital expenditures, service debt obligations and meet working capital requirements. For definitions of non-GAAP financial measures and reconciliations of non-GAAP financial measures to the most directly comparable GAAP measure, please see the Appendix to this presentation.

# Accel at a Glance

**High Quality Service Company in Gaming Vertical**

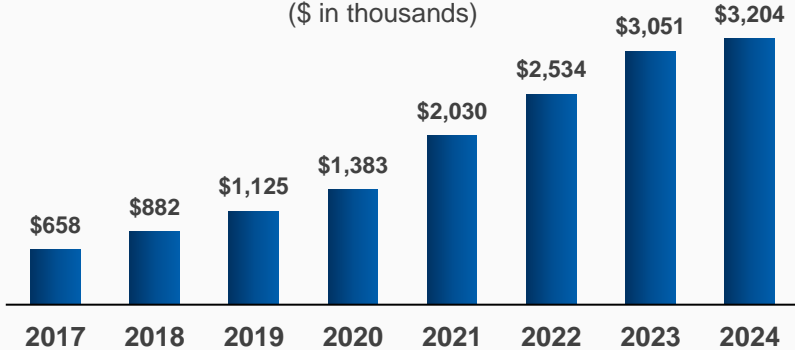


As of December 31, 2024, Accel owned and operated 26,346 gaming terminals across 4,117 locations in Illinois, Montana, Nevada, Nebraska, and Louisiana

**Strong Track Record of Growth**

### Average Daily Net Gaming Revenue<sup>(1)</sup>

(\$ in thousands)



**Contracted, Recurring Revenue**



Long, recurring agreements



Continued strong customer engagement



Firm backlog of contracted locations waiting to go-live

**Disciplined Stewards of Capital**



Balance sheet strength  
Conservative net leverage  
**\$314 million** of Net Debt<sup>(2)</sup>



High returns on invested capital  
Return capital to shareholders via share repurchases

1. Calculated as Net Gaming Revenue in the period divided by the number of operational days. There were 217 and approximately 347 operational days for the years ended December 31, 2020 and 2021, respectively.  
2. Calculated as of December 31, 2024. Net Debt is a non-GAAP financial measure that may not be comparable to other similarly titled measures of other companies. Accel does not consider this Non-GAAP measure in isolation or as an alternative to similar financial measures determined in accordance with GAAP. For more information with respect to this Non-GAAP financial measure, see page 2 "Use of Non-GAAP Financial Measures," and for a reconciliation of this measure to its most directly comparable GAAP measure, see page 10 "Non-GAAP to GAAP Reconciliation."

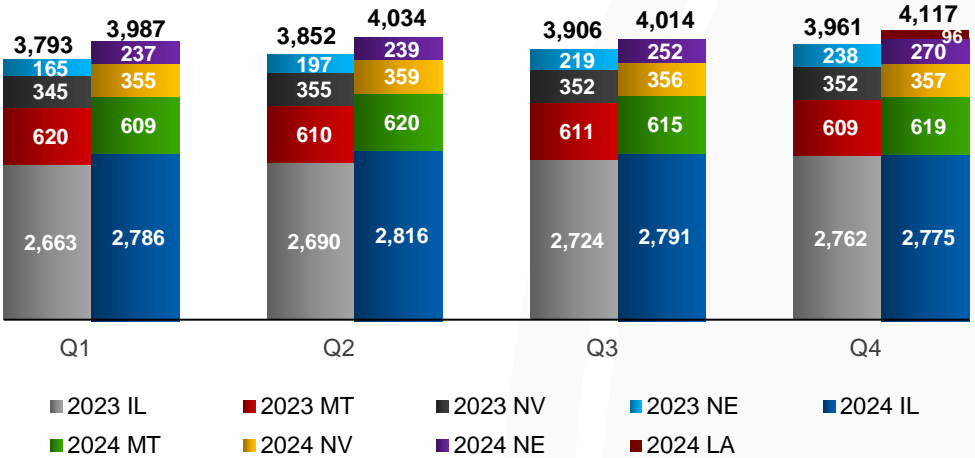
# Q4 2024 Highlights

- Record revenues of \$318 million for Q4 2024, an increase of 7% compared to Q4 2023
- Q4 2024 net income of \$8 million, a decrease of 48% compared to Q4 2023
- Adjusted EBITDA<sup>(1)</sup> of \$47 million for Q4 2024, an increase of 6% compared to Q4 2023
- Repurchased \$4 million of Accel Class A-1 Common Stock in Q4 2024, and \$144 million since the repurchase program was announced in November 2021<sup>(2)</sup>
- Acquisition of Toucan Gaming, a distributed gaming operator in the state of Louisiana, closed on November 1, 2024
- Acquisition of the FanDuel Sportsbook & Horse Racing in Collinsville, Illinois, closed on December 2, 2024
- Board of Directors approved an amendment to the share repurchase program to replenish the dollar amount that may be repurchased under the program back to \$200 million of shares of Class A-1 common stock

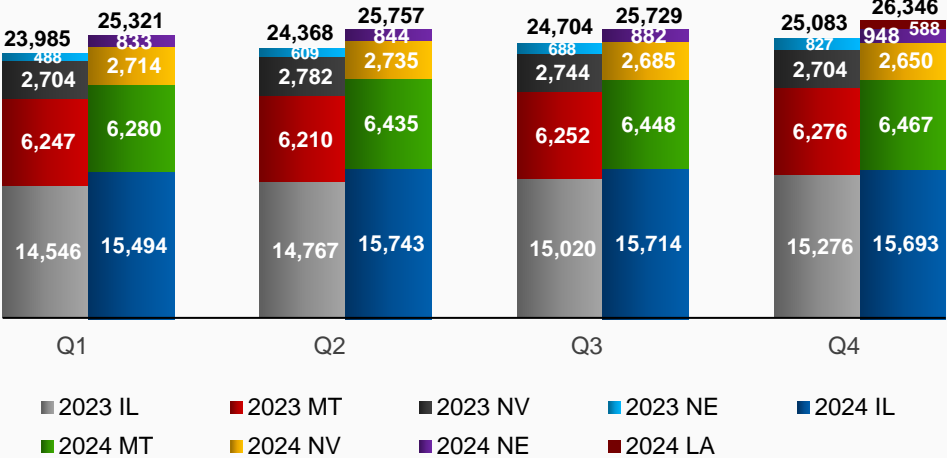
1. Adjusted EBITDA is a non-GAAP financial measure that may not be comparable to other similarly titled measures of other companies. Accel does not consider non-GAAP measures in isolation or as an alternative to similar financial measures determined in accordance with GAAP. For more information with respect to our non-GAAP financial measures, see page 2 "Use of Non-GAAP Financial Measures," and for a reconciliation of each of these measures to their most directly comparable GAAP measure, see page 10 "Non-GAAP to GAAP Reconciliation."  
2. On November 22, 2021, the Company's Board of Directors approved a share repurchase program of up to \$200 million of shares of its Class A-1 common stock, and on February 27, 2025, the Board of Directors approved an amendment to the share repurchase program to replenish the dollar amount that may be purchased under the program back up to \$200 million shares of Class A-1 common stock. The timing and actual number of shares repurchased will depend on a variety of factors, including price, general business and market conditions, and alternative investment opportunities. Under the repurchase program, repurchases can be made from time to time using a variety of methods, including open market purchases or privately negotiated transactions, in compliance with the rules of the United States SEC and other applicable legal requirements. The repurchase program does not obligate the Company to acquire any particular amount of shares, and the repurchase program may be suspended or discontinued at any time at the Company's discretion. As of December 31, 2024, the Company has purchased a total of 13,855,897 shares under the repurchase program at a cost of \$143.6 million.

# Accel Quarterly KPIs

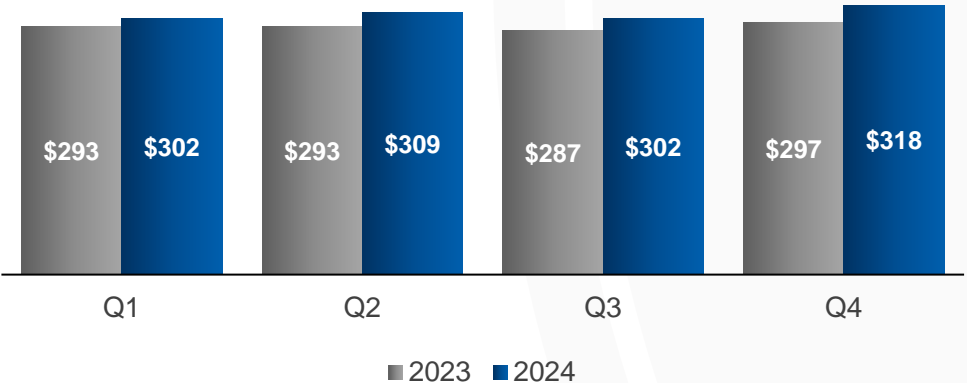
## Locations (#)



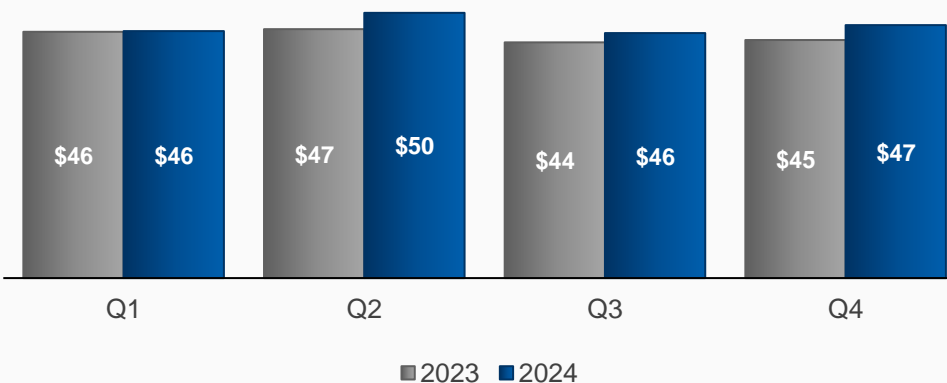
## Terminals (#)



## Revenue (\$ in millions)



## Adjusted EBITDA<sup>(1)</sup> (\$ in millions)



<sup>1</sup> Adjusted EBITDA is a non-GAAP financial measure that may not be comparable to other similarly titled measures of other companies. Accel does not consider this Non-GAAP measure in isolation or as an alternative to similar financial measures determined in accordance with GAAP. For more information with respect to this Non-GAAP financial measure, see page 2 "Use of Non-GAAP Financial Measures," and for a reconciliation of this measure to its most directly comparable GAAP measure, see page 10 "Non-GAAP to GAAP Reconciliation."

# 2024 Results

\$ in millions, except %s

	Q4 2023	Q4 2024	% Change	2023	2024	% Change
Locations	3,961	4,117	4%	3,961	4,117	4%
Terminals	25,083	26,346	5%	25,083	26,346	5%
Revenue	\$297	\$318	7%	\$1,170	\$1,231	5%
Adj EBITDA	\$45	\$47	6%	\$181	\$189	4%
CapEx	\$22	\$11	-47%	\$82	\$67	-19%
Net Debt	\$281	\$314	12%	\$281	\$314	12%

Note: Numbers may not total due to rounding. Percent change may not recalculate due to rounding.

# Historical Financial Summary

\$ in millions

	Twelve Months Ended				Three Months Ended		Q4	Twelve Months Ended		YE
	2020	2021	2022	2023	2023	2024	YoY Growth	2023	2024	YoY Growth
No. of Locations	2,435	2,584	3,741	3,961	3,961	4,117	4%	3,961	4,117	4%
No. of Terminals	12,247	13,639	23,541	25,083	25,083	26,346	5%	25,083	26,346	5%
Net Gaming Revenue	301	706	925	1,114	283	301	7%	1,114	1,173	5%
Other Revenue	16	29	45	57	15	16	10%	57	58	2%
<b>Gross Revenues</b>	<b>316</b>	<b>735</b>	<b>970</b>	<b>1,170</b>	<b>297</b>	<b>318</b>	<b>7%</b>	<b>1,170</b>	<b>1,231</b>	<b>5%</b>
% YoY Growth	(26%)	132%	32%	21%		7%		5%		
Less: Cost of revenue (exclusive of amortization and depreciation expense shown below)	(211)	(494)	(671)	(817)	(207)	(221)	7%	(817)	(859)	5%
<b>Gross Profit</b>	<b>105</b>	<b>241</b>	<b>299</b>	<b>353</b>	<b>90</b>	<b>97</b>	<b>7%</b>	<b>353</b>	<b>372</b>	<b>5%</b>
% Margin	33%	33%	31%	30%	30%	30%		30%	30%	
Less: G&A Expenses	(77)	(111)	(146)	(180)	(48)	(53)	10%	(180)	(195)	8%
EBITDA	28	130	153	173	42	44	4%	173	177	2%
<b>Adjusted EBITDA</b>	<b>34</b>	<b>140</b>	<b>162</b>	<b>181</b>	<b>45</b>	<b>47</b>	<b>6%</b>	<b>181</b>	<b>189</b>	<b>4%</b>
% Margin	11%	19%	17%	16%	15%	15%		16%	15%	
% YoY Growth	(57%)	312%	16%	12%		6%		4%		
Less: Depreciation & amortization of property & equipment	(21)	(25)	(29)	(38)	(10)	(12)		(38)	(44)	
Less: Amortization of intangible assets and route and customer acquisition costs	(23)	(22)	(17)	(21)	(5)	(6)		(21)	(23)	
<b>EBIT</b>	<b>(16)</b>	<b>83</b>	<b>106</b>	<b>114</b>	<b>27</b>	<b>27</b>		<b>114</b>	<b>110</b>	
Less: Other expenses, net	(9)	(13)	(9)	(6)	(1)	(6)		(6)	(19)	
Less: Interest expense, net	(14)	(13)	(22)	(33)	(9)	(9)		(33)	(36)	
Less: Income tax benefit (expense)	17	(15)	(21)	(20)	(3)	(6)		(20)	(18)	
Less: Loss from unconsolidated affiliates	--	--	--	--	--	0		--	--	
Less: Loss (gain) on change in fair value of contingent earnout shares	8	(10)	20	(9)	3	3		(9)	(1)	
Less: Gain on expiration of warrants	13	--	--	--	--	0		--	0	
Less: Loss on debt extinguishment	--	(1)	--	--	--	--		--	--	
<b>Reported Net Income (Loss)</b>	<b>(0)</b>	<b>32</b>	<b>74</b>	<b>46</b>	<b>16</b>	<b>8</b>		<b>46</b>	<b>35</b>	
<b>Adjusted Net Income</b>	<b>6</b>	<b>71</b>	<b>80</b>	<b>83</b>	<b>22</b>	<b>18</b>		<b>83</b>	<b>77</b>	

Note: Numbers may not total due to rounding.

# Accel Balance Sheet

\$ in millions

	December 31, 2023	December 31, 2024
<b>Assets</b>		
<i>Current Assets:</i>		
Cash and cash equivalents	\$262	\$281
Other current assets	51	45
<b>Total current assets</b>	<b>\$313</b>	<b>\$326</b>
Property and equipment, net	261	308
Route and customer acquisition costs, net	19	23
Location contracts acquired, net	176	203
Goodwill	102	116
Other assets	42	72
<b>Total assets</b>	<b>\$913</b>	<b>\$1,048</b>
<b>Liabilities, Temporary equity and Stockholders' equity</b>		
<i>Current liabilities:</i>		
Short term debt and current maturities	\$28	\$34
Accrued state and location gaming expense	28	25
Other current liabilities	53	59
<b>Total current liabilities</b>	<b>\$110</b>	<b>\$118</b>
<i>Long-term liabilities:</i>		
Long-term debt	\$514	\$561
Contingent earnout share liability	32	33
Other liabilities	59	77
<b>Total liabilities</b>	<b>\$714</b>	<b>\$789</b>
<b>Total temporary and stockholders' equity</b>	<b>\$198</b>	<b>\$259</b>
<b>Total liabilities, temporary equity, and stockholders' equity</b>	<b>\$913</b>	<b>\$1,048</b>

Note: Numbers may not total due to rounding.

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# Definition of Non-GAAP Financial Measures

Accel uses non-GAAP measures as a key performance measure of the results of operations for purposes of evaluating performance internally. Management believes these non-GAAP financial measures enhance the understanding of our underlying drivers of profitability, trends in our business, and facilitate company-to-company and period-to-period comparisons. Management also believes that these non-GAAP financial measures are used by investors, analysts and other interested parties as measures of financial performance and to evaluate our ability to fund capital expenditures, service debt obligations and meet working capital requirements.

**Adjusted net income** is defined as net income plus:

- Amortization of intangible assets and route and customer acquisition costs
- Stock-based compensation expense
- Loss from unconsolidated affiliates
- Loss (gain) on change in fair value of contingent earnout shares
- Gain on change in fair value of warrants
- Other expenses, net – consists of (i) non-cash expenses including the remeasurement of contingent consideration liabilities, (ii) non-recurring lobbying and legal expenses related to distributed gaming expansion in current or prospective markets, and (iii) other non-recurring expenses
- Tax effect of adjustments

**Adjusted EBITDA** is defined as net income plus:

- Amortization of intangible assets and route and customer acquisition costs
- Stock-based compensation expense
- Loss from unconsolidated affiliates
- Loss (gain) on change in fair value of contingent earnout shares
- Gain on expiration of warrants
- Other expenses, net
- Tax effect of adjustments
- Depreciation and amortization of property and equipment
- Interest expense, net
- Emerging markets – reflects the results, on an Adjusted EBITDA basis, for non-core jurisdictions where our operations are developing
  - Markets are no longer considered emerging when we have installed or acquired at least 500 gaming terminals in the jurisdiction, or when 24 months have elapsed from the date we first install or acquire gaming terminals in the jurisdiction, whichever occurs first
  - We currently view Pennsylvania as an emerging market
  - Prior to January 2024, Iowa was considered an emerging market
  - Prior to April 2023, Nebraska was considered an emerging market
- Income tax expense
- Loss on debt extinguishment

**EBIT** is defined as EBITDA less:

- Depreciation and amortization of property and equipment
- Amortization of intangible assets and route and customer acquisition costs

**Capex** is defined as purchases of property and equipment

**Net debt** is defined as debt, net of current maturities plus:

- Current maturities of debt less cash and cash equivalents

# Non-GAAP to GAAP Reconciliation

\$ in millions

	Twelve Months Ended				Three Months Ended		Twelve Months Ended	
	December 31,				December 31,		December 31,	
	2020	2021	2022	2023	2023	2024	2023	2024
Reported Net Income (Loss)	(0)	32	74	46	16	8	46	35
(+) Amortization of intangible assets and route and customer acquisition costs	23	22	17	21	5	6	21	23
(+) Stock-based compensation expense	6	6	7	9	2	3	9	12
(+) Loss from unconsolidated affiliates	–	–	–	–	–	(0)	–	–
(+) Loss (gain) on change in fair value of contingent earnout shares	(8)	10	(20)	9	(3)	(3)	9	1
(+) Gain on change in fair value of warrants	(13)	–	–	–	–	(0)	–	(0)
(+) Other expenses, net	9	13	9	6	1	6	6	19
(+) Tax effect of adjustments	(10)	(11)	(8)	(9)	(1)	(2)	(9)	(14)
<b>Adjusted Net Income</b>	<b>6</b>	<b>71</b>	<b>80</b>	<b>83</b>	<b>22</b>	<b>18</b>	<b>83</b>	<b>77</b>
(+) Depreciation and amortization of property & equipment	21	25	29	38	10	12	38	44
(+) Interest expense, net	14	13	22	33	9	9	33	36
(+) Emerging markets	1	3	3	(1)	(0)	0	(1)	0
(+) Income tax (benefit) expense	(7)	26	29	29	4	9	29	32
(+) Loss on debt extinguishment	–	1	–	–	–	–	–	–
<b>Adjusted EBITDA</b>	<b>34</b>	<b>140</b>	<b>162</b>	<b>181</b>	<b>45</b>	<b>47</b>	<b>181</b>	<b>189</b>

	Three Months Ended				Three Months Ended				December 31,	
	March 31,	June 30,	Sep. 30,	Dec. 31,	March 31,	June 30,	Sep. 30,	Dec. 31,	2023	2024
	2023	2023	2023	2023	2024	2024	2024	2024		
Reported Net Income	9	10	10	16	7	15	5	8	514	561
(+) Amortization of intangible assets and route and customer acquisition costs	5	5	5	5	5	6	6	6	28	34
(+) Stock-based compensation expense	2	3	3	2	2	3	3	3	(262)	(281)
(+) Loss from unconsolidated affiliates	–	–	–	–	–	–	0	(0)		
(+) Loss (gain) on change in fair value of contingent earnout shares	5	5	2	(3)	5	(5)	4	(3)		
(+) Other expenses, net	3	0	2	1	2	7	4	6		
(+) Depreciation & amortization of property & equipment	9	9	9	10	10	11	11	12		
(+) Interest expense, net	8	8	8	9	9	9	9	9		
(+) Emerging markets	(1)	0	(0)	(0)	0	0	0	0		
(+) Income tax expense	6	6	5	3	5	4	4	6		
<b>Adjusted EBITDA</b>	<b>46</b>	<b>47</b>	<b>44</b>	<b>45</b>	<b>46</b>	<b>50</b>	<b>46</b>	<b>47</b>	<b>281</b>	<b>314</b>

Debt, net of current maturities	514	561
(+) Current maturities of debt	28	34
(-) Cash and cash equivalents	(262)	(281)
<b>Net Debt</b>	<b>281</b>	<b>314</b>

Note: Numbers may not total due to rounding.

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