



1H 2021 Financial Results

September 13th, 2021

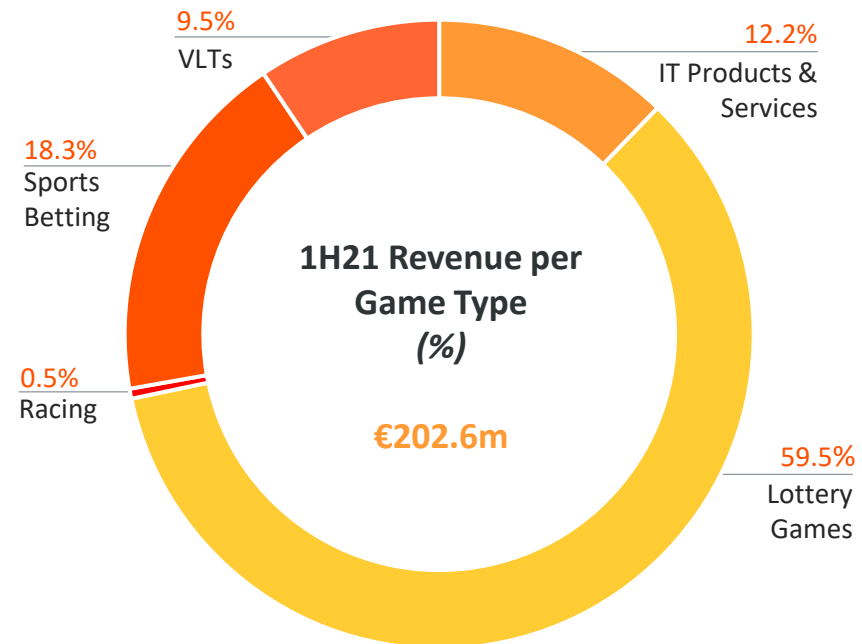
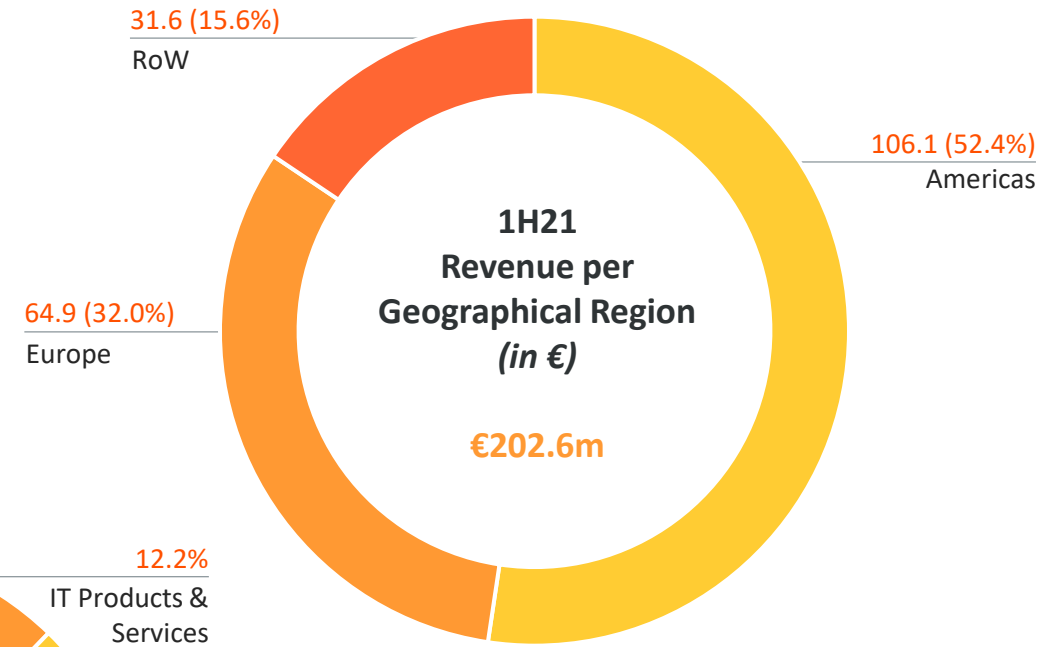
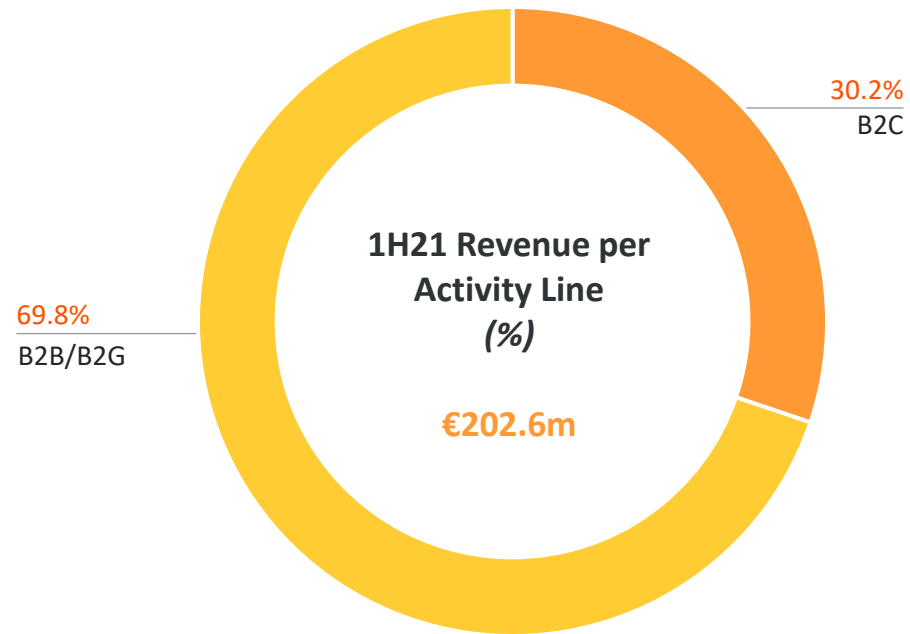
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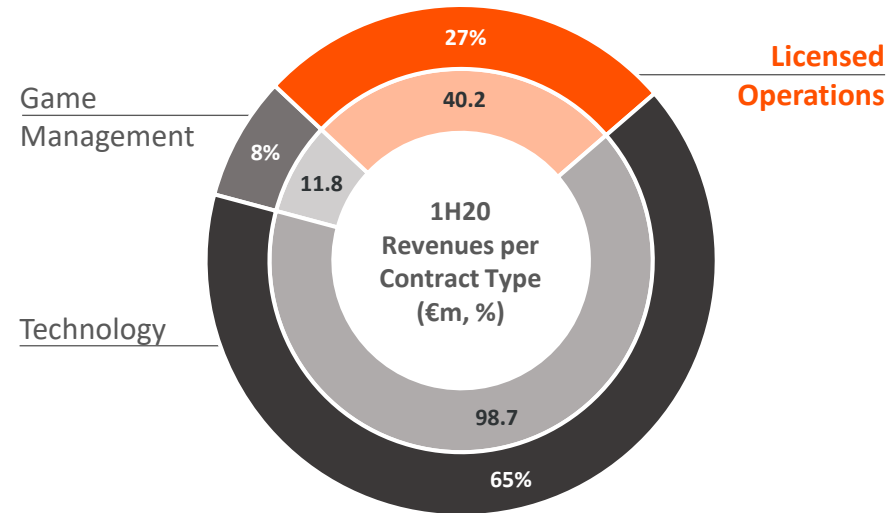
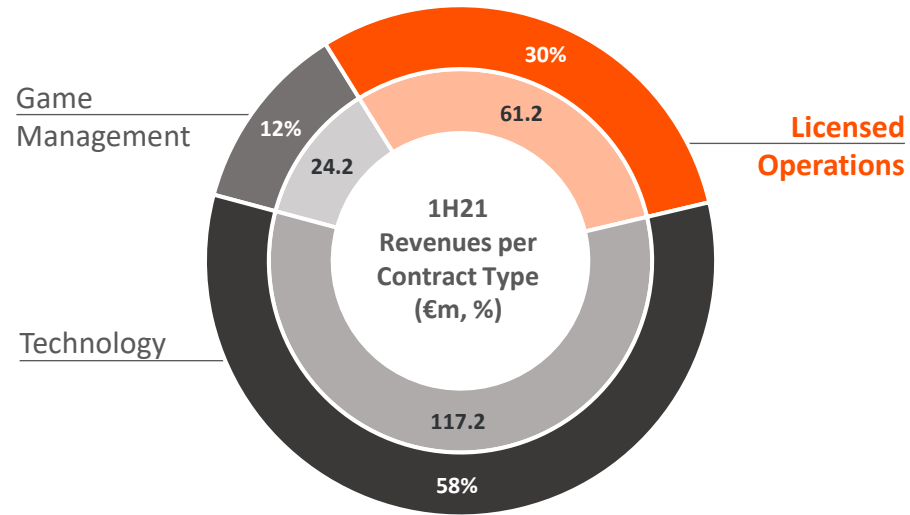
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“INTRALOT’s strong performance continued into the second quarter of 2021, resulting in 106.5% growth of EBITDA in the first six months of 2021 and 34.4% growth in revenue. These financial results, in combination with the completion of INTRALOT’s debt restructuring in the beginning of August, set the Company in a stable course to fulfill its potential in its key markets, build new partnerships, and tap on new opportunities under its new, significantly deleveraged capital structure, with a leaner operating model.”

Revenue Overview

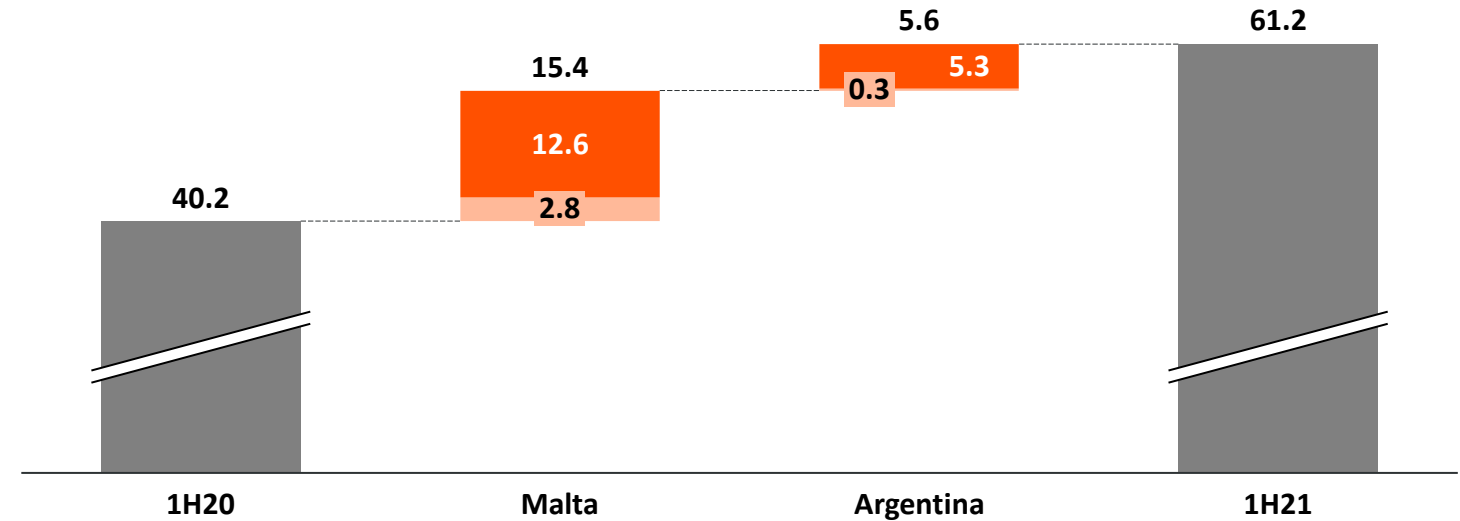


Licensed Operations - Revenue Evolution¹



in € million

Q2
Q1

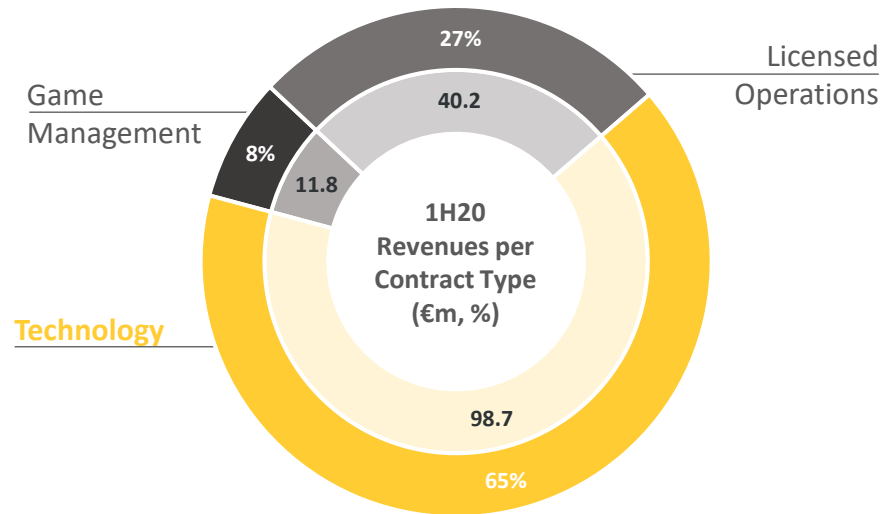
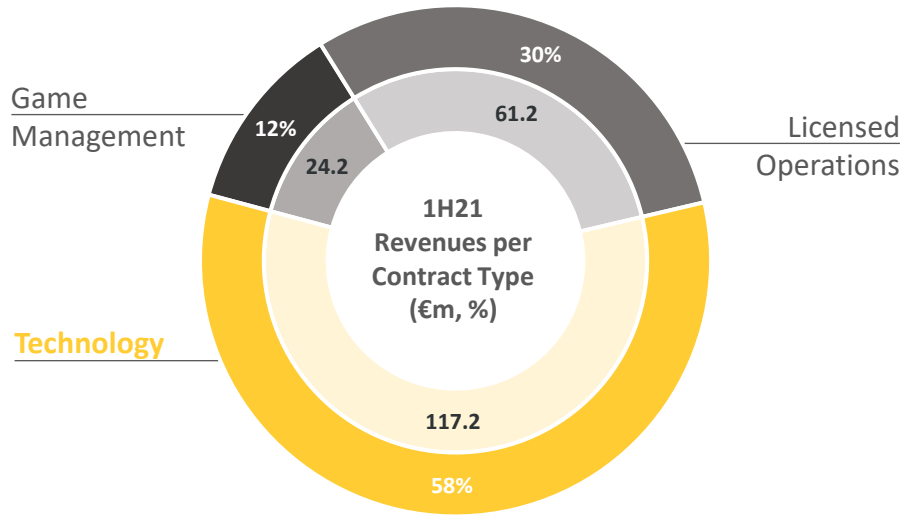


Revenue Evolution Drivers:

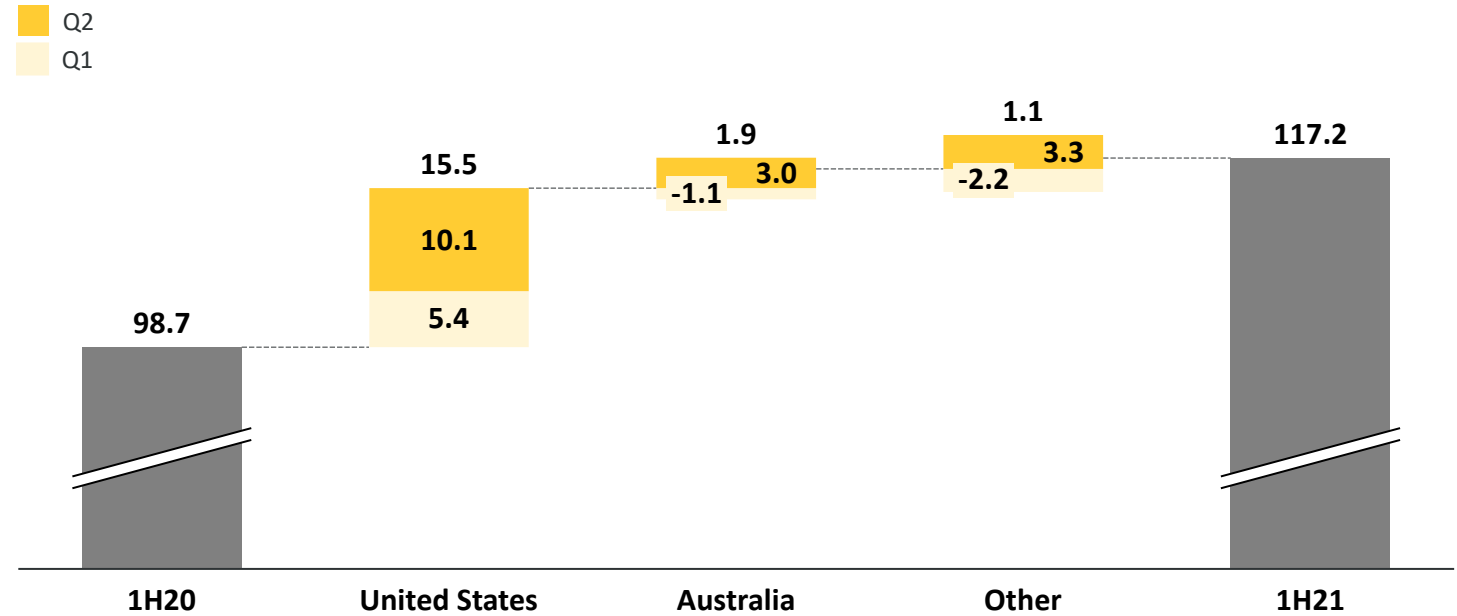
- **Malta** with the variance attributable mainly to the COVID-19 impact in the first half of 2020.
- **Argentina Operations** mainly impacted by the COVID-19 pandemic in the previous year, while partially offset by the adverse impact of the FX currency translation.

1. Part of the US revenue that concerns SB management, has been included under the category "Game Management". The rest of the US revenue is included under the "Technology" business segment.

Technology Contracts - Revenue Evolution¹



in € million

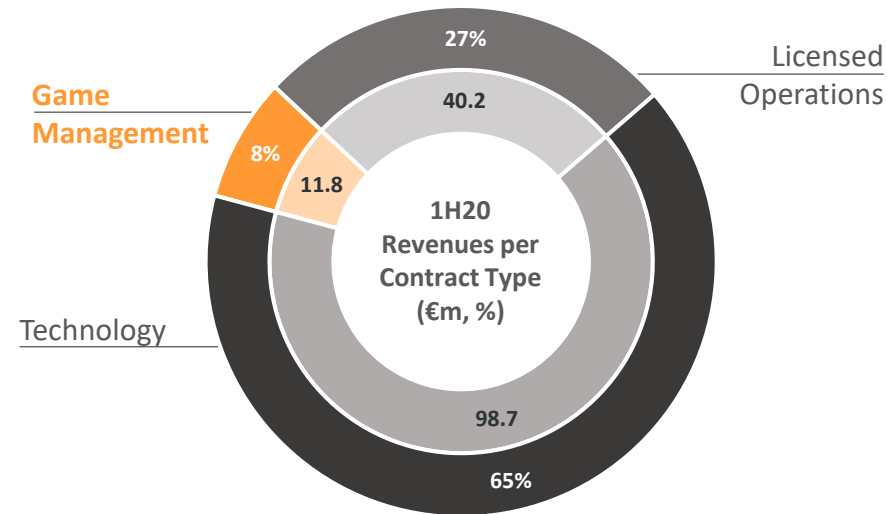
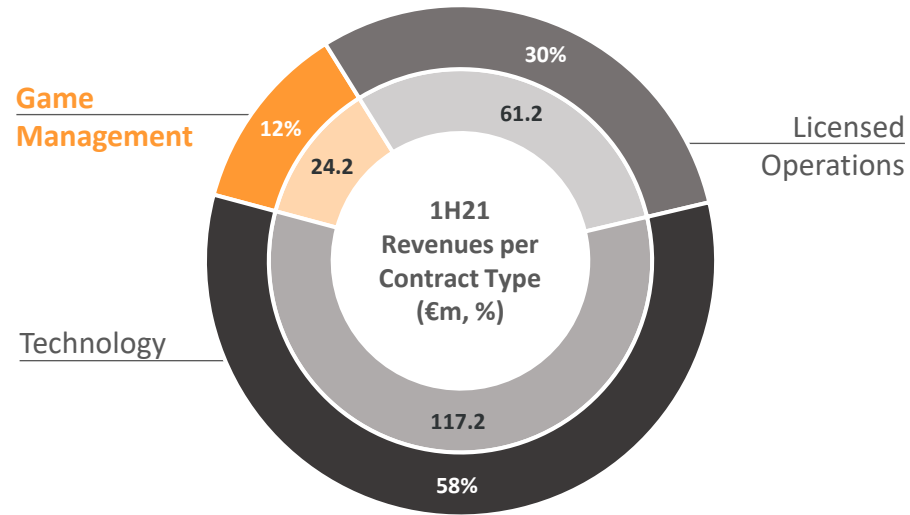


Revenue Evolution Drivers:

- **US operations'** strong momentum, mainly driven by the continued growth in our Lottery operations, further boosted by a significant jackpot in January 2021 and higher merchandise sales in the current period, despite the effect from the adverse USD movement (10.0% Euro appreciation versus a year ago — in YTD average terms).
- **Australia's** higher performance, driven mainly by the higher COVID-19 impact in the first half of 2020, while partially offset by a one-off merchandise sale in 1Q20.
- **Other jurisdictions,** favorably impacted by the lower COVID-19 impact in the current period and the launch of the new project in **Croatia** in 2Q21, while partially counterbalanced by lower merchandise sales vs. 1H20.

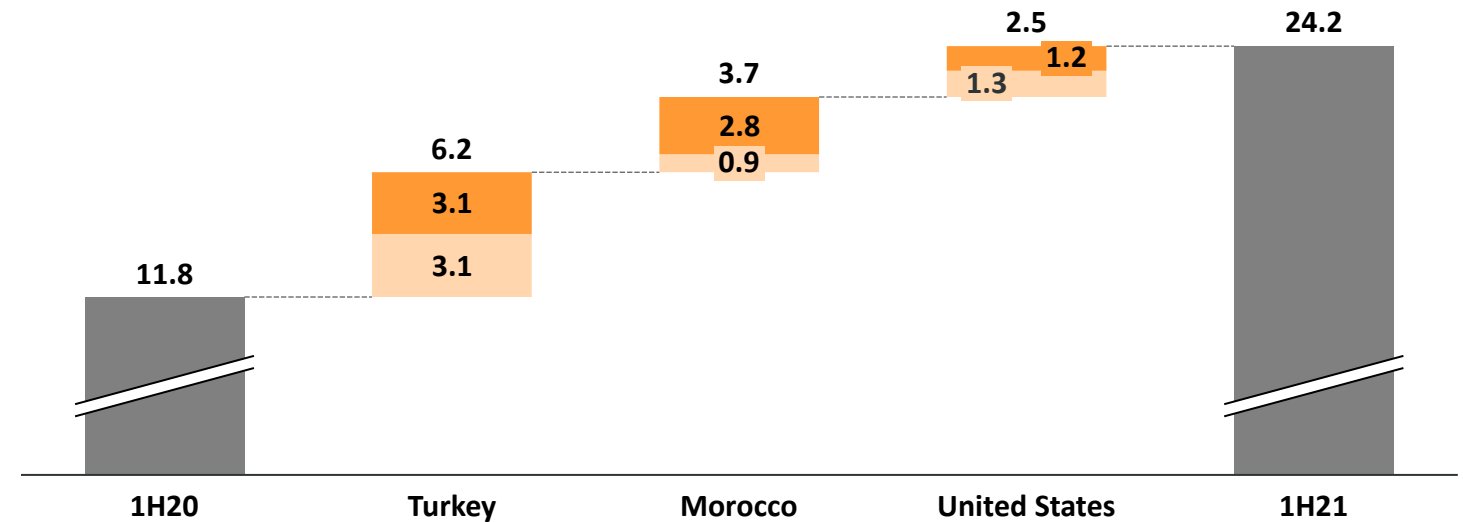
1. Part of the US revenue that concerns SB management, has been included under the category "Game Management". The rest of the US revenue is included under the "Technology" business segment.

Game Management Contracts - Revenue Evolution¹



in € million

Q2
Q1



Revenue Evolution Drivers:

- **Turkey's** revenue surplus, driven by Bilyoner's improved top line performance, favored by the strong growth of the online market. Performance in Euro terms was partially mitigated by the headwinds in Turkish lira (33.1% Euro appreciation versus a year ago – in YTD average terms).
- **Morocco's** improved performance, due to the COVID-19 impact in late 1H20.
- The launch of **US** Sports Betting in Montana and Washington, D.C., in late 2020.

1. Part of the US revenue that concerns SB management, has been included under the category "Game Management". The rest of the US revenue is included under the "Technology" business segment.

Consolidated Financial Statements for 1H21



<i>(in € million)</i>	1H21	1H20	% Change	2Q21	2Q20	% Change	LTM
Revenue (Turnover)	202.6	150.7	34.4%	105.1	63.7	65.0%	396.8
Technology, Management & Rest Contracts	143.2	111.0	29.0%	74.7	50.3	48.5%	278.5
Licensed Operations (Payout related)	59.4	39.7	49.6%	30.4	13.4	126.9%	118.3
<i>Payout (%)¹</i>	<i>65.1%</i>	<i>58.6%</i>	<i>+6.5pps</i>	<i>65.8%</i>	<i>59.8%</i>	<i>+6.0pps</i>	<i>63.3%</i>
GGR	163.9	127.5	28.5%	85.1	55.6	53.1%	321.8
nGGR	149.8	118.3	26.6%	77.9	52.6	48.1%	272.3
Gross Profit	57.7	28.3	103.9%	32.1	10.1	-	102.3
<i>Gross Profit Margin (%)</i>	<i>28.5%</i>	<i>18.8%</i>	<i>+9.7pps</i>	<i>30.5%</i>	<i>15.9%</i>	<i>+14.6pps</i>	<i>25.8%</i>
OPEX ²	-45.5	-45.9	-0.9%	-23.3	-21.5	8.4%	-92.1
EBITDA³	54.3	26.3	106.5%	29.4	10.9	169.7%	93.8
<i>EBITDA Margin (% Sales)</i>	<i>26.8%</i>	<i>17.5%</i>	<i>+9.3pps</i>	<i>28.0%</i>	<i>17.1%</i>	<i>+10.9pps</i>	<i>23.6%</i>
<i>EBITDA Margin (% GGR)</i>	<i>33.1%</i>	<i>20.6%</i>	<i>+12.5pps</i>	<i>34.5%</i>	<i>19.6%</i>	<i>+14.9pps</i>	<i>29.1%</i>
Adjusted EBITDA ⁴	46.8	23.5	99.1%	25.7	10.3	149.5%	78.9
Capital Structure Optimization expenses	-11.2	-1.8	-	-6.2	-1.5	-	-16.1
D&A	-31.9	-35.4	-9.9%	-16.0	-17.3	-7.5%	-64.5
EBT	-10.4	-40.0	74.0%	-7.6	-26.1	70.9%	-62.6
<i>EBT Margin (% Sales)</i>	<i>-5.1%</i>	<i>-26.5%</i>	<i>+21.4pps</i>	<i>-7.2%</i>	<i>-41.0%</i>	<i>+33.8pps</i>	<i>-15.8%</i>
NIATMI from Continuing Operations	-17.6	-41.7	57.8%	-10.7	-25.1	57.4%	-79.0

1. Payout ratio calculation excludes the IFRS 15 impact for payments to customers.

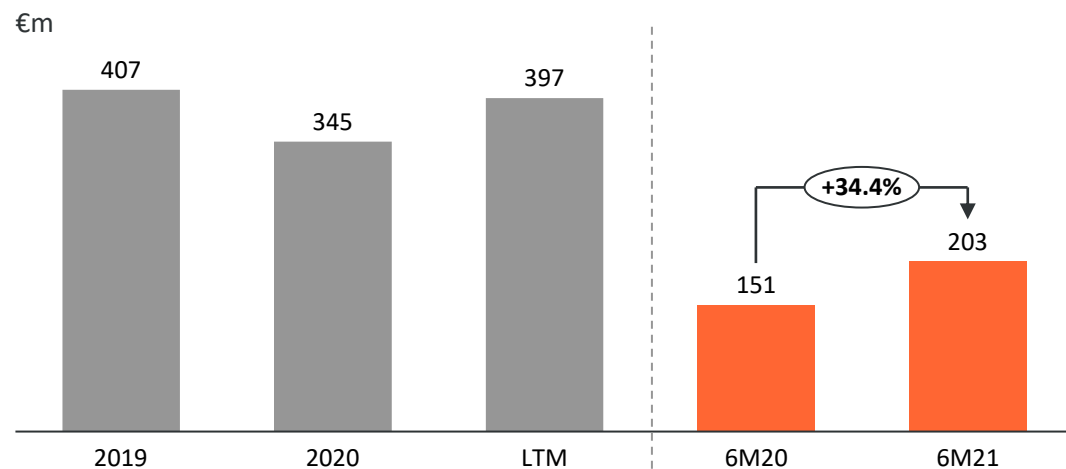
2. Operating Expenses analysis excludes expenditures related to capital structure optimization.

3. The Group defines "EBITDA" as "Operating Profit/(Loss) before tax" adjusted for the figures "Profit/(loss) from equity method consolidations", "Profit / (loss) to net monetary position", "Exchange Differences", "Interest and related income", "Interest and similar expenses", "Income/(expenses) from participations and investments", "Write-off and impairment loss of assets", "Gain/(loss) from assets disposal", "Reorganization costs" and "Assets depreciation and amortization".

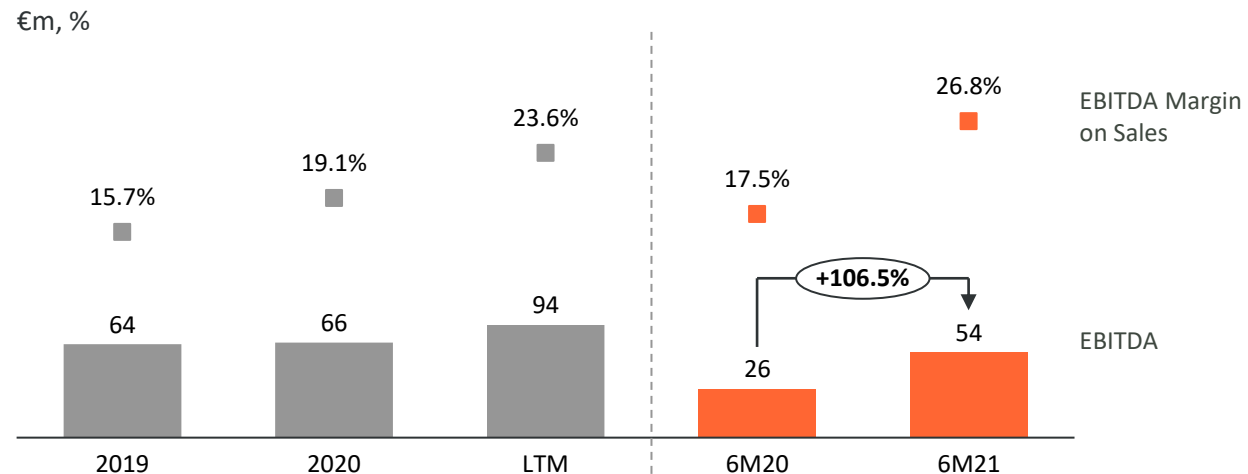
4. Calculated as Proportionate EBITDA of fully consolidated entities including EBITDA from equity investments in Taiwan.

Overview Of Key Financial Metrics

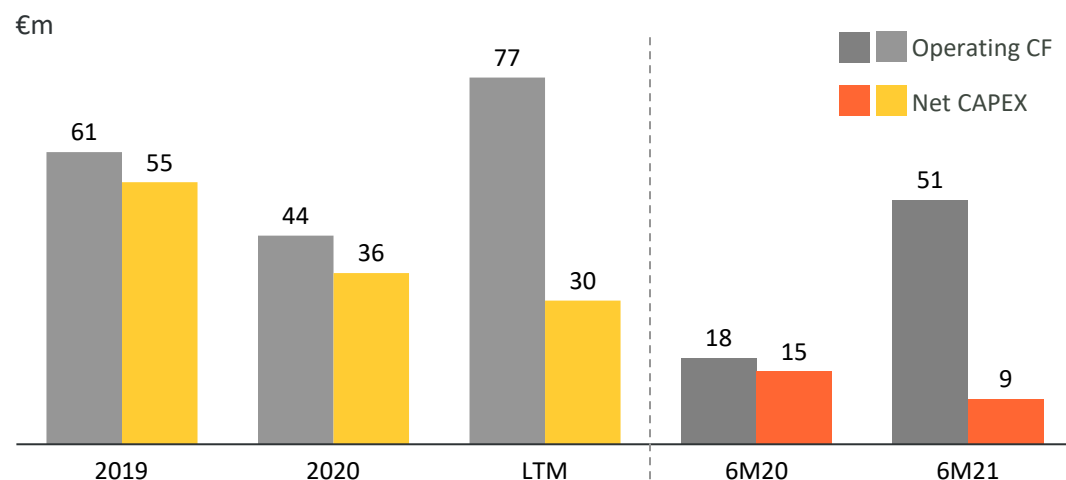
REVENUES¹



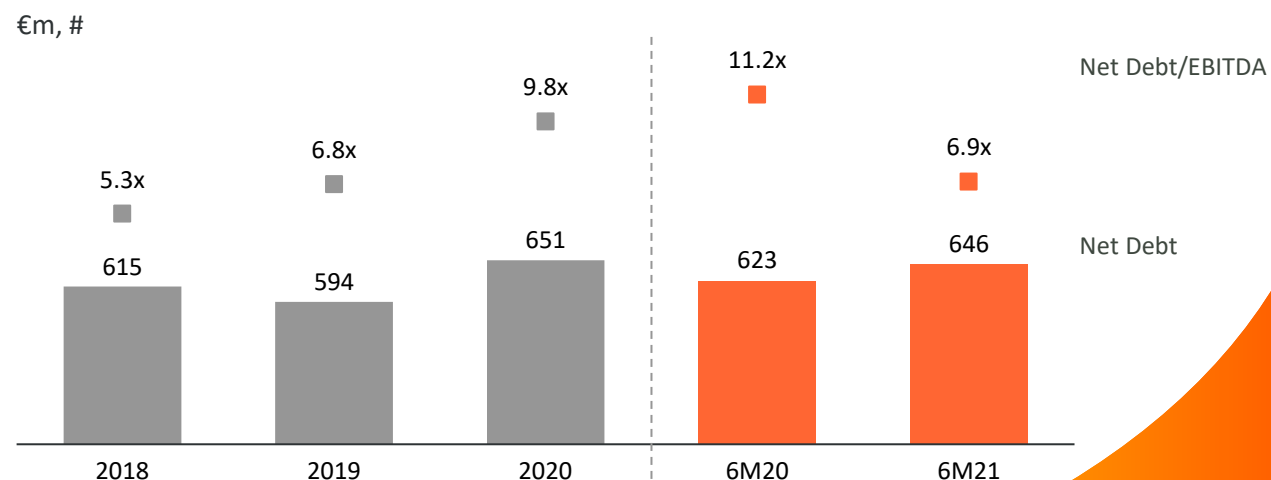
EBITDA AND EBITDA MARGIN¹



OPERATING CASH FLOW² AND NET CAPEX



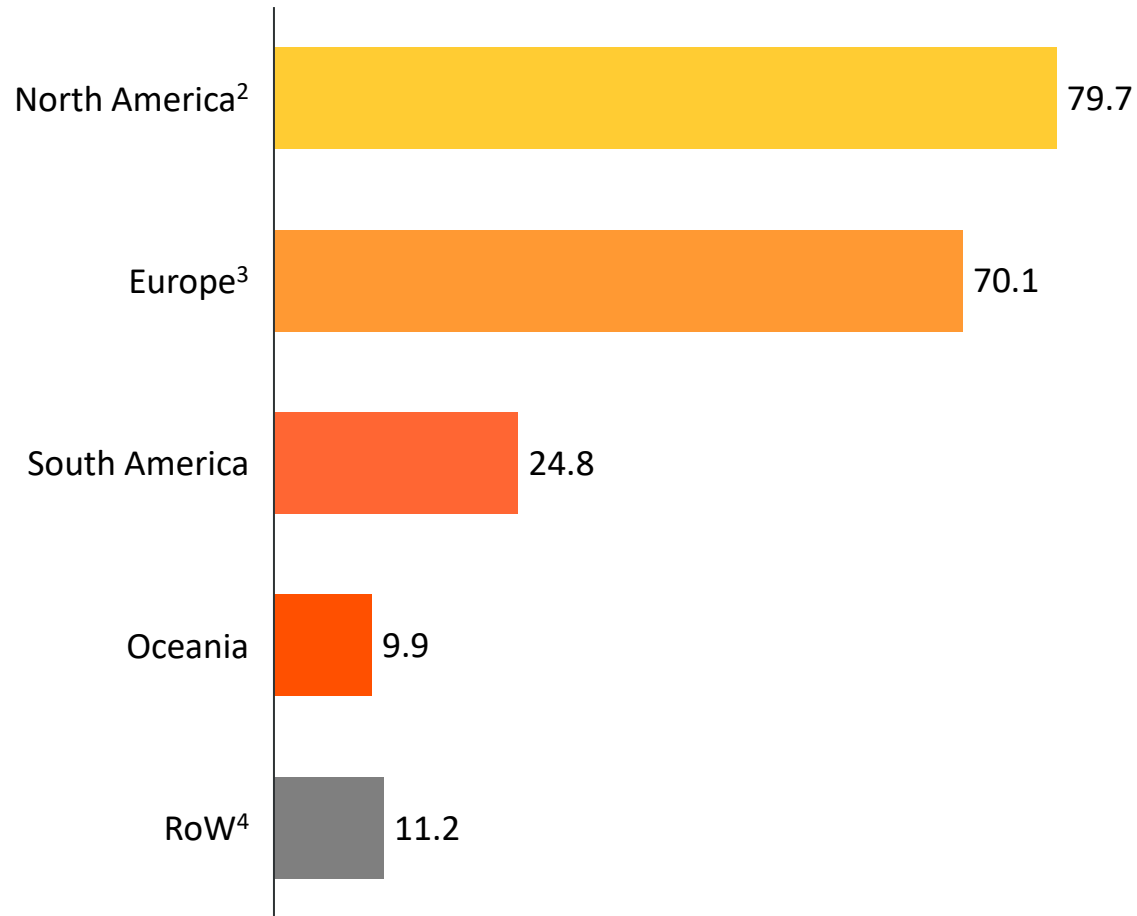
NET DEBT³ AND NET DEBT / EBITDA⁴



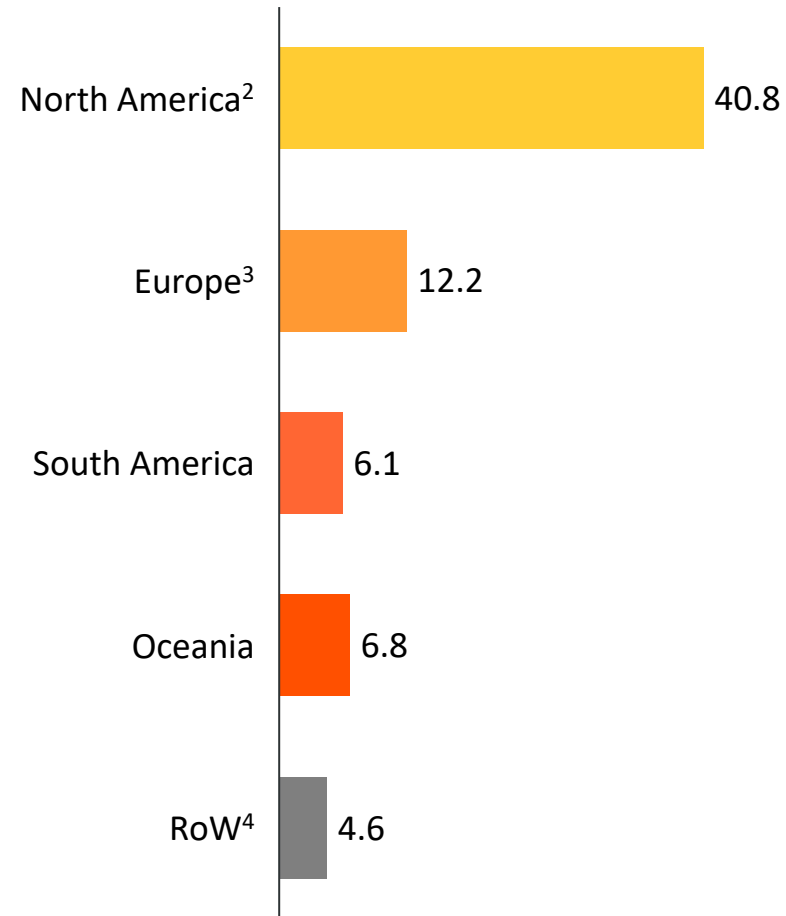
1. The activities of Group subsidiaries and associates in Poland, in Bulgaria, in Brazil and Peru are presented as discontinued operations pursuant to IFRS 5.
 2. Operating Cash Flows presented exclude the impact of the capital structure optimization costs paid.
 3. Net debt calculated as Long-term debt plus Short-term debt and current portion of long-term debt plus Financial Leases less Cash and cash equivalents.
 4. Calculated as Net debt divided by LTM EBITDA. Net Debt and EBITDA levels as reported/published in the respective periods.

Key Revenue and EBITDA Contributors¹

1H21 Key Revenue Contributors
(in €m)





1H21 Key EBITDA Contributors
(in €m)



1. Segment Revenue and EBITDA figures exclude non-operating and HQ supporting entities.
2. North America includes our operations in the US and Canada.
3. Europe includes our operations in Malta, the Netherlands, Germany, Croatia, Ireland and Turkey.
4. Rest of World includes our operations in Morocco, Taiwan and Philippines.

Contribution from Partnerships



Country/ Entity	Stake	1H21 EBITDA Contribution	1H20 EBITDA Contribution
 Bilyoner ¹	50.01%	12%	5%
 Tecno Accion Group ²	50.01%	9%	10%
Total Partnership Contribution		21%	15%
INTRALOT's Portion of EBITDA		86%	88%

1. Management contract.

2. 12 Facilities Management (IT) Contracts with State Lotteries and 1 Licensed Operation.

APPENDIX

SUMMARY OF FINANCIAL STATEMENTS

1H21 – Group Income Statement



<i>(in € million)</i>	1H21	1H20	% Change	LTM
Revenue	202.6	150.7	34.4%	396.8
Gross Profit	57.7	28.3	103.9%	102.3
Other Operating Income	10.2	8.5	20.0%	19.1
OPEX	-45.5	-45.9	-0.9%	-92.1
EBITDA	54.3	26.3	106.5%	93.8
<i>Margin</i>	26.8%	17.5%	+9.3pps	23.6%
Capital Structure Optimization expenses	-11.2	-1.8	-	-16.1
D&A	-31.9	-35.4	-9.9%	-64.5
EBIT	11.2	-10.9	-	13.2
Interest Expense (Net)	-23.5	-24.3	3.2%	-47.6
Exchange Differences	2.8	-0.4	-	-5.3
Other	-0.9	-4.4	79.5%	-22.9
EBT	-10.4	-40.0	74.0%	-62.6
NIATMI	-26.7	-42.9	37.8%	-90.1
NIATMI Continuing	-17.6	-41.7	57.8%	-79.0
NIATMI Discontinued	-9.1	-1.2	-	-11.1

1H21 – Group Statement Of Financial Position

<i>(in € million)</i>	1H21	FY20
Tangible Assets	131.0	134.3
Intangible Assets	193.0	202.0
Other Non-current Assets	17.2	19.2
Inventories	23.2	25.7
Trade and Other Short-term Receivables	127.1	151.5
Cash and Cash Equivalents	83.2	100.0
Assets Held for Sale	-	16.2
Total Assets	574.7	648.9
Share Capital	45.7	47.1
Other Equity Elements	-292.2	-269.3
Reserves from profit / (loss) recognized directly in other comprehensive income and are related to assets held for sale	-	-0.6
Non-controlling Interests	8.6	3.7
Total Shareholders Equity	-237.9	-219.1
Long-term Debt	479.7	476.2
Provisions / Other Long-Term Liabilities	20.3	21.5
Short-term Debt	249.6	274.9
Other Short-term Liabilities	63.0	95.4
Total Liabilities	812.6	868.0
Total Equity and Liabilities	574.7	648.9

1H21 – Group Cash Flow

<i>(in € million)</i>	1H21	1H20
EBT from continuing operations	-10.4	-40.0
EBT from discontinued operations	-7.9	-2.8
Plus/less Adjustments	73.8	70.2
Decrease/(increase) of Inventories	-1.2	-3.0
Decrease/(increase) of Receivable Accounts	23.9	0.1
(Decrease)/increase of Payable Accounts	-32.6	2.4
Income Tax Paid	5.7	-8.8
Net Cash from Operating Activities	51.3	18.1
Net CAPEX	-9.5	-15.2
(Purchases) / Sales of subsidiaries & other investments	12.8	-0.5
Restricted bank deposits	-3.1	-0.7
Interest received	0.8	0.5
Dividends received	-	2.0
Net Cash from Investing Activities	1.0	-13.9
Treasury shares purchase	0.1	-
Cash inflows from loans	-	40.6
Repayment of loans	-11.2	-41.4
Repayment of Leasing Obligations	-2.6	-3.5
Interest and similar charges paid	-37.8	-23.3
Dividends paid	-6.5	-7.9
Reorganization costs paid	-9.5	-0.8
Net Cash from Financing Activities	-67.5	-36.3
Net increase / (decrease) in cash for the period	-15.2	-32.1
Exchange differences	-1.6	-1.5
Cash at the beginning of the period	100.0	171.1
Cash at the end of the period from total operations	83.2	137.5

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