



**Financial Results For The Twelve Months
Ended, December 31st, 2003**

February 25th, 2004

Investor Relations Department

INTRALOT S.A.

Results For The Twelve Months Ended December 31st, 2003 (in accordance with Greek GAAP)

- Revenues grew by 0.3% to €320.4m y-o-y (2002: €319.3m)
- EBITDA up 17.4% to €102.3m y-o-y (2002: €87.1m)
- EBT has risen by 18.3% to €88.7m y-o-y (2002: €75.0m)

ATHENS, Greece – February 25th, 2003 – INTRALOT S.A. (RIC: INLr.AT, Bloomberg: INLOT GA), the leading international gaming company, today announces its financial results for the twelve-month period ending December 31st, 2003, prepared in accordance with Greek GAAP.

A. OVERVIEW

Consolidated results:

Consolidated Financial Statements For The 12 Months Ended December 31 st , 2003			
(in € million)	2003	2002	% Change
Revenues (Turnover)	320.4	319.3	0.3%
Gross Profit	114.5	92.4	24.0%
Gross Margin (%)	35.7%	28.9%	+6.8pps
EBITDA	102.3	87.1	17.4%
EBITDA Margin (%)	31.9%	27.3%	+4.6pps
EBT	88.7	75.0	18.3%
EBT Margin (%)	27.7%	23.5%	+4.2pps

Consolidated Revenues for the period grew to €320.4m, posting a 0.3% increase compared to 2002, despite that Instant Lottery SA stopped selling instant tickets as of September 8th, 2003. Revenues from Intralot's International Subsidiaries amounted to €51.8m, a 16.2% contribution to twelve-month consolidated sales (analysed on page 5), while total International Revenues for the Intralot Group amounted to €76.2m, i.e. 23.8% of total Group sales.

EBITDA (Earnings Before Interest, Tax, Depreciation and Amortization) increased by 17.4% to €102.3m, compared to the same period last year.

EBITDA margin reached 31.9% (last year 27.3%) reflecting a more favourable sales mix coupled with international operations' contribution and increased operational efficiency.

Earnings Before Taxes (EBT) recorded an increase of 18.3% y-o-y by reaching €88.7m compared to €75.0m in 2002.

Net cash position has grown by 31.5% y-o-y reaching €98.9m for the twelve months (2002: €75.2m), demonstrating the company's ability to generate significant free cash flow through the projects it undertakes and efficiently utilize its capital employed.

Parent company results:

Intralot S.A. – Headline P&L Figures For The 12 Months Ended December 31st, 2003			
<i>(€ million)</i>	2003	2002	% <i>Change</i>
Revenues (Sales)	110.4	93.9	17.6%
EBITDA	74.4	61.1	21.7%
EBT	69.0	57.8	19.3%

Revenues for the parent company grew to €110.4m in 2003, 17.6% up year-on-year (2002: €93.9m) mainly driven by the new international projects that the company has undertaken as well as the strong performance of its domestic operations.

EBITDA increased by 21.7% year-on-year reaching €74.4m (2002: €61.1m), which is mainly attributed to a more favourable sales mix.

Earnings Before Taxes (EBT) reached €69.0m, an increase of 19.3% in 2003 as revenue growth coupled with the company's operating leverage improved margins and led to strong bottom line growth.

Commenting on the 2003-full year results Intralot's CEO, Mr. Constantinos Antonopoulos, noted:

"The positive financial results for full year 2003 are in-line with management's initial guidance indicating that the company's expansionary strategy has been well planned and successfully implemented. Despite that INTRALOT's subsidiary Instant Lottery SA stopped selling instant tickets as of September 8th, 2003, Group sales remained flat for the full year as international sales covered this shortfall. Moreover, as international operations are more profitable than the scratch ticket operation in Greece, consolidated EBT increased by 18.3% in 2003.

Since our last conference call in November, INTRALOT has entered into a number of important agreements such as:

- i. The contract with the State Lottery of Nebraska.**
- ii. The contract with the State Lottery of Chile to offer Sports Betting in the country.**
- iii. The contract with the Romanian State Lottery to offer Sports Betting in the country.**
- iv. The acquisition of Tektron, the leading gaming operator in Peru.**
- v. The acquisition of Royal Highgate in Cyprus, a major Betting operator in the country.**
- vi. The agreement with a German State Lottery regarding terminals supply.**
- vii. The contract with the Maltese Government for the exclusive licence of operating and managing all existing Lotteries in the country and introducing new games.**

INTRALOT will continue to pursue an international expansionary strategy, a factor that guarantees that the Group will continue to grow at a high rate."

Segmental Reporting

1. Turnover Analysis

Group Sales Breakdown- by Subsidiary			
For The 12 Months Ended December 31st, 2003			
<i>(€ million) unless otherwise stated</i>	2003	2002	% Change
Intralot S.A. (Parent)	110.4	93.9	17.6%
Betting Company S.A.	142.2	130.6	8.9%
Instant Lottery S.A.	108.0	163.8	-34.0%
Domestic Companies' Revenues	360.7	388.3	-7.1%
International Subsidiaries	51.8	-----	N/A
Total Group Revenues	412.5	388.3	6.2%
(less) Intra-Group Sales	-92.0	-69.0	33.5%
Total Consolidated Revenues	320.4	319.3	0.3%

Group Sales Breakdown			
For The 12 Months Ended December 31st, 2003			
<i>(€ million) unless otherwise stated</i>	2003	2002	% Change
Domestic Companies' Revenues			
<i>Hardware Sales</i>	14.0	18.5	-24.3%
<i>Software and Services</i>	346.7	369.8	-6.2
Total Domestic Companies' Revenues	360.7	388.3	-7.1%
International Companies' Revenues			
<i>Hardware Sales</i>	3.3	N/A	N/A
<i>Software and Services</i>	48.5	N/A	N/A
Total International Companies' Revenues	51.8	N/A	N/A
(less) Intra-Group Sales	-92.0	-69.0	N/A
Total Consolidated Revenues	320.4	319.3	0.3%

2. Consolidation

Intralot consolidated the following international subsidiaries in 2003:

Companies Consolidated For The 12 Months Ended December 31st, 2003		
Company	Country	% Owned
Intralot S.A.	Greece	Parent
Instant Lottery S.A.	Greece	50.1%
Betting Company S.A.	Greece	100.0% ¹
Yugolot Ltd	Yugoslavia	100.0%
Bilot EOOD	Bulgaria	100.0%
Intralot De Chile S.A.	Chile	99.99%
Lotrom S.A.	Romania	60.0%
Intralot International Ltd	Cyprus	100.0%
Loteria Moldovei ²	Moldova	47.9%

3. International Subsidiaries consolidated in 2003

Revenues from Intralot's International subsidiaries for FY2003 reached €51.8m, accounting for 16.2% of the Group's total operating revenues. This figure is expected to increase rapidly over the next years.

International Sales Breakdown	
<i>(in € million)</i>	2003
Yugolot Ltd	2.3
Bilot EOOD	34.6
Intralot De Chile S.A.	5.5
Lotrom S.A.	7.1
Intralot International Ltd	2.3
Total	51.8
<i>% of Total Consolidated Revenues</i>	<i>16.2</i>

- ✓ In **Bulgaria, Eurofootball** closed the year with a very satisfactory set of results following the implementation of an on-line system in August, which boosted sales as playing time was extended compared to the previous manual system. In the August – December 2003 period sales increased by 130% compared to the same period in 2002.
- ✓ In **Romania**, Lotrom's revenues posted significant growth in 2003 as the expansion of video-lotto continued successfully. Following the contract signed with the State Lottery in December, the company will introduce Sports Betting in the country.
- ✓ In **Chile**, our subsidiary INTRALOT de Chile signed a six-year contract in December with the National Lottery Organization Polla Chilena de Beneficencia in order to introduce Fixed-Odds Sports Betting. Moreover, 2004 is expected to be a significant

¹ Both directly (95%) and indirectly (5%).

² Loteria Moldovei was consolidated by using the equity method of accounting.

year for the company as in addition to the previously mentioned Fixed-Odds Betting game, bill payment services and alternative networks are expected to be fully operational.

- ✓ In **Yugoslavia**, **Yugolot** posted a set of satisfactory results as the games run by the local subsidiary have performed well.
- ✓ In **Moldova**, our subsidiary **Loteria Moldovei** has upgraded its network and central system. Moreover, videolotto and Fixed-Odds Sports Betting were introduced recently. In 2003, sales grew by 53% y-o-y, while 2004 will be the first year of full operation for the newly introduced games.
- ✓ **Intralot International** continued to provide support to the Group's activities regarding financial transactions.

4. Domestic Operations

- a. **Fixed-Odds Betting:** Fixed-Odds betting (Stihima) gross revenues stood at €1.647,7m in 2003, recording an approximate 9.0% y-o-y increase. Intralot's subsidiary Betting Company recorded sales of €142,2m for the period.
- b. **Instant Lottery:** Instant Lottery (Xisto) gross sales reached €122.0m in 2003 (net company sales after agents' commissions €108.0). Since the game stopped being offered as of September 8, 2003, results are not comparable with 2002, during which the game had gross sales of €183,8m (net company sales after agents' commissions €163,8).

5. EBT Breakdown

Group EBT Breakdown			
For The 12 Months Ended December 31st, 2003			
<i>(€ million) unless otherwise stated</i>	2003	2002	% Change
Intralot S.A. (Parent)	69.0	57.8	19.3%
<i>% on total EBT</i>	77.7%	77.0%	
Betting Company S.A.	5.4	13.2	-58.9%
<i>% on total EBT</i>	6.1%	17.6%	
Instant Lottery S.A.	2.1	4.0	-47.7%
<i>% on total EBT</i>	2.3%	5.3%	
Total	76.5	74.9	2.0%
<i>Domestic as % on total EBT</i>	86.2%	99,9%	
International Operations	13.5	N/A	
<i>% on total Group EBT</i>	15.2%	N/A	
(less) Intra-Group	-1.2	0.1	N/A
Total EBT for the Group	88.7	75.0	18.3%

6. Other Developments

- ✓ The February, 2003 decision of the Arbitration Court that decided that OPAP had violated its contractual obligations regarding the introduction of horseracing/greyhound racing was declared as void by the Court of Appeal today, February 25th, 2004. As INTRALOT has stated in the past, the decision of the Court of Appeal shall be settled by the Supreme Court, to which our company shall have recourse. Finally, we must note that the compensation adjudicated to INTRALOT by the Arbitration Court has not been incorporated in the company's financial results.
- ✓ In the **US our subsidiary Intralot Inc.** signed a 7-year contract with a 2-year renewal option with the Nebraska State Lottery. In this way, INTRALOT became the first non-US company to penetrate the lucrative US market, which has a size of USD 50bn. The project will begin operations July 1st, 2004.
- ✓ In **Peru**, INTRALOT de Peru acquired a 100% stake in Tektron, the leading gaming operator in the country. The acquired company's 1,400 POS combined with the 1,000 POS of INTRALOT de Peru and the offering of new games by INTRALOT are expected to create significant synergies between the two companies.
- ✓ In **FYROM**, the installation of a new integrated on-line gaming system in all of "Lotarija na Makedonija's" points-of-sale was completed before the end of 2003. Moreover, INTRALOT is currently negotiating with FYROM's Government to introduce alternative networks, which will have a positive impact on the Lottery's sales.
- ✓ In **Germany**, following an international bidding process, INTRALOT signed a 5-year contract with the German State Lottery of Schleswig-Holstein for the supply of 200-400 ticket checking terminals. This is INTRALOT's first contract in a country which has the largest Lottery operations in Europe (€8.0bn).
- ✓ **Malta**: Following an international bidding process, INTRALOT recently acquired the exclusive license to operate all lottery games in the country for 8 years and to introduce new ones, such as Fixed-Odds Sports Betting, KINO and other numerical games.

About Intralot

Intralot is engaged in the development of integrated gaming systems and provides multiple services related to the design, development, operation and support of games. Based on its extensive know how, advanced product development specifications and substantial experience in organizing and operating lottery games, Intralot can offer its clients custom-made integrated solutions, which ensure maximum efficiency and absolute security. Following a highly successful period of rapid growth, Intralot is ranked 3rd in revenues and 2nd in profits, based on 2002 financial results, among lottery suppliers worldwide, and maintains a steady course towards the leading position in the global market. Today the company has secured an important position in the European and South American markets while is expanding its presence in North America and S.E. Asia.