

# 1H24 Financial Results



September 2<sup>nd</sup>, 2024

# Disclaimer



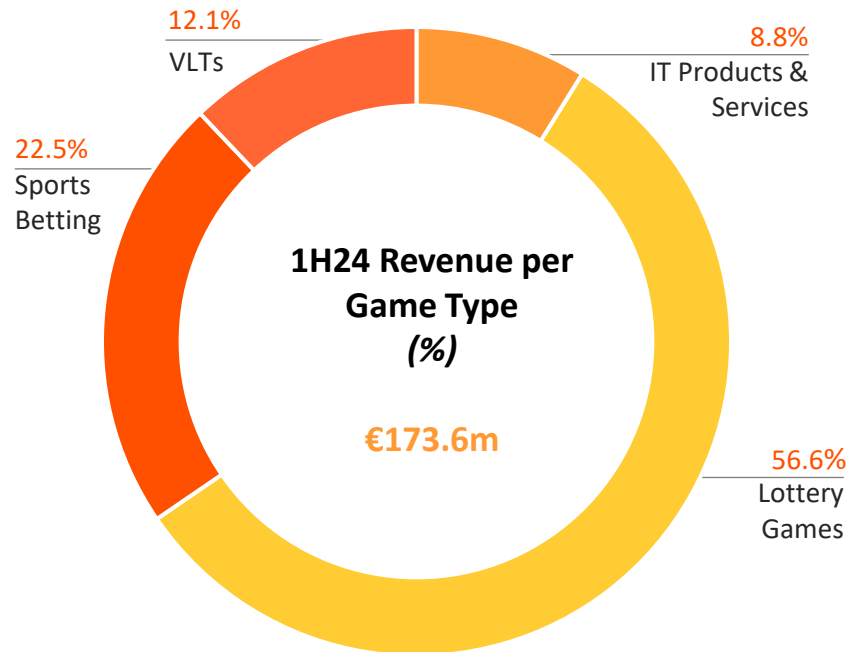
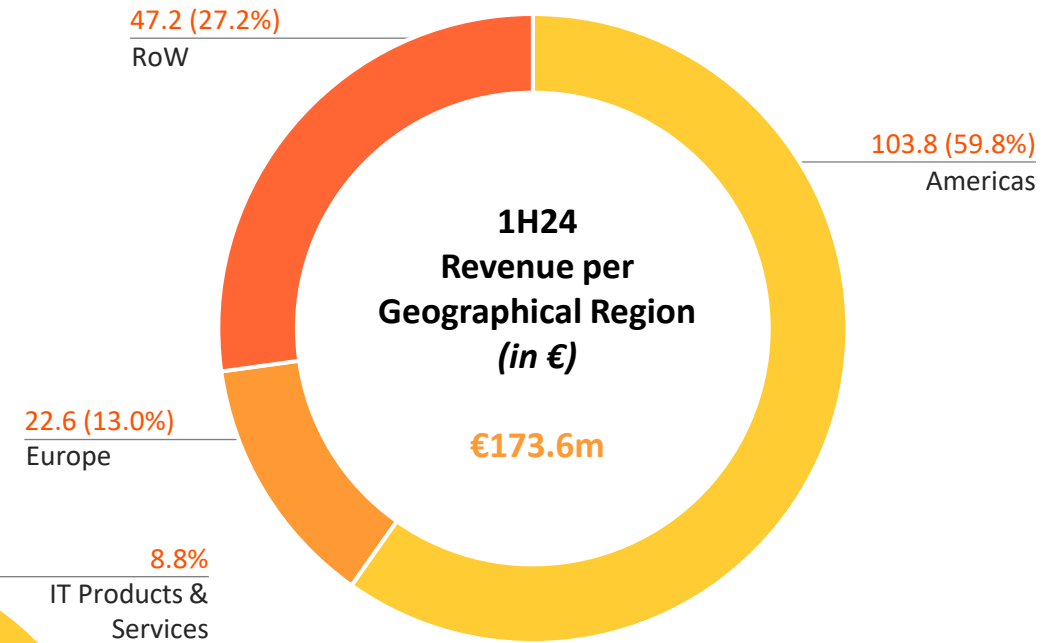
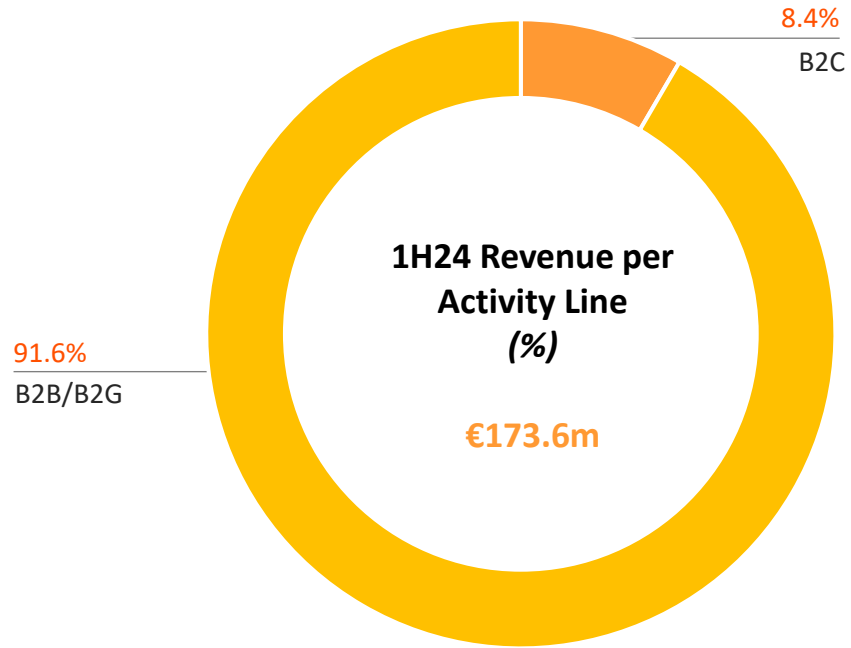
By reading or attending the presentation that follows, you agree to be bound by the following limitations:

This presentation has been prepared by INTRALOT S.A. and its subsidiaries (the “Company” or “We”) solely for informational purposes and does not constitute, and should not be construed as, an offer to sell or issue securities or otherwise constitute an invitation or inducement to any person to purchase, underwrite, subscribe to or otherwise acquire securities in the Company. This presentation is intended to provide a general overview of the Company and its business and does not purport to deal with all aspects and details regarding the Company. For the purposes of this disclaimer, the presentation that follows shall mean and include the slides that follow, the oral presentation of the slides by the Company or any person on its behalf, any question-and-answer session that follows the oral presentation, hard copies of this document and any materials distributed in connection with the presentation. By attending the meeting at which the presentation is made, dialing into the teleconference during which the presentation is made or reading the presentation, you will be deemed to have agreed to all of the restrictions that apply with regard to the presentation and acknowledged that you understand the legal regulatory sanctions attached to the misuse, disclosure or improper circulation of the presentation. The Company has included non-IFRS financial measures in this presentation. These measurements may not be comparable to those of other companies. Reference to these non-IFRS financial measures should be considered in addition to IFRS financial measures but should not be considered a substitute for results that are presented in accordance with IFRS. The information contained in this presentation has not been subject to any independent audit or review. A significant portion of the information contained in this presentation, including all market data and trend information, is based on estimates or expectations of the Company, and there can be no assurance that these estimates or expectations are or will prove to be accurate. Our internal estimates have not been verified by an external expert, and we cannot guarantee that a third party using different methods to assemble, analyze or compute market information and data would obtain or generate the same results. We have not verified the accuracy of such information, data or predictions contained in this presentation that were taken or derived from industry publications, public documents of our competitors or other external sources. Further, our competitors may define our and their markets differently than we do. In addition, past performance of the Company is not indicative of future performance. The future performance of the Company will depend on numerous factors, which are subject to uncertainty, including factors which may be unknown on the date hereof. Each attendee or recipient acknowledges that neither it nor the Company intends that the Company act or be responsible as a fiduciary to such attendee or recipient, its management, stockholders, creditors or any other person. By accepting and providing this document, each attendee or recipient and the Company, respectively, expressly disclaims any fiduciary relationship and agrees that each attendee or recipient is responsible for making its own independent judgment with respect to the Company and any other matters regarding this document. Certain statements contained in this presentation that are not statements of historical fact, including, without limitation, any statements preceded by, followed by or including the words “targets,” “believes,” “expects,” “aims,” “intends,” “may,” “anticipates,” “would,” “could” or similar expressions or the negative thereof, constitute forward-looking statements, notwithstanding that such statements are not specifically identified. Examples of forward looking statements include, but are not limited to: (i) statements about future financial and operating results; (ii) statements of strategic objectives, business prospects, future financial condition, budgets, projected levels of production, projected costs and projected levels of revenues and profits of the Company or its management or boards of directors; (iii) statements of future economic performance; and (iv) statements of assumptions underlying such statements. Forward-looking statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions which are difficult to predict and outside of the control of the Company. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements. We have based these assumptions on information currently available to us, if any one or more of these assumptions turn out to be incorrect, actual market results may differ from those predicted. While we do not know what impact any such differences may have on our business, if there are such differences, our future results of operations and financial condition, could be materially adversely affected. You should not place undue reliance on these forward-looking statements. Forward-looking statements speak only as of the date on which such statements are made. The Company expressly disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement to reflect events or circumstances after the date on which such statement is made, or to reflect the occurrence of unanticipated events.

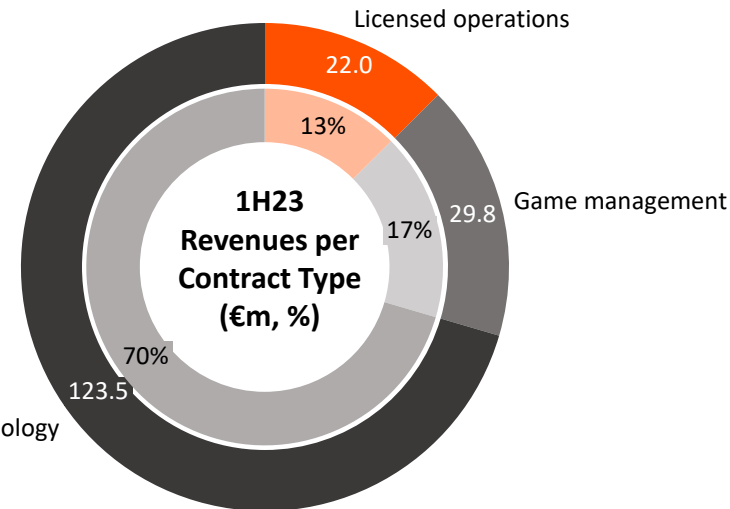
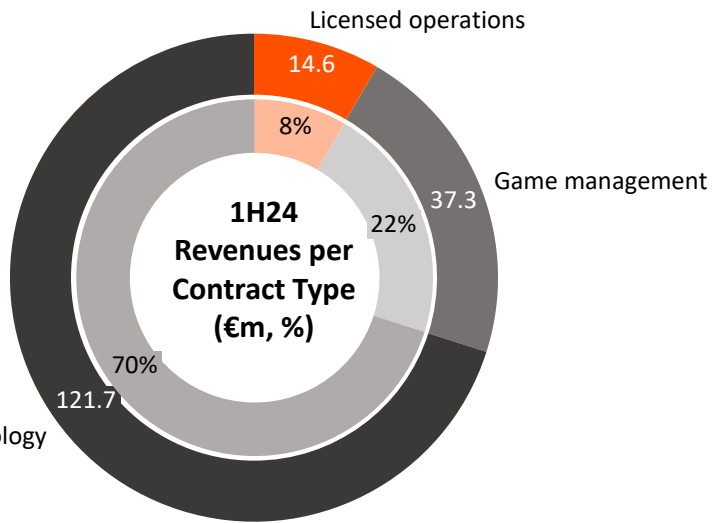
*Note: Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals.*

“Half year results confirm the company’s stable course and maintenance of key financial indicators at desired levels, in spite of FX headwinds and seasonality effects. Strengthened by the Group’s improved financial position, the company continues to deploy and take live its new advanced lottery engine, Lotos X, and further developing the entire lottery technology ecosystem in developed markets such as Canada. At the same time, we are currently pursuing a large number of promising commercial opportunities in North America and Australia while renewing the trust and cooperation with existing important clients such as in The Netherlands and in Ireland”

# Revenue Overview

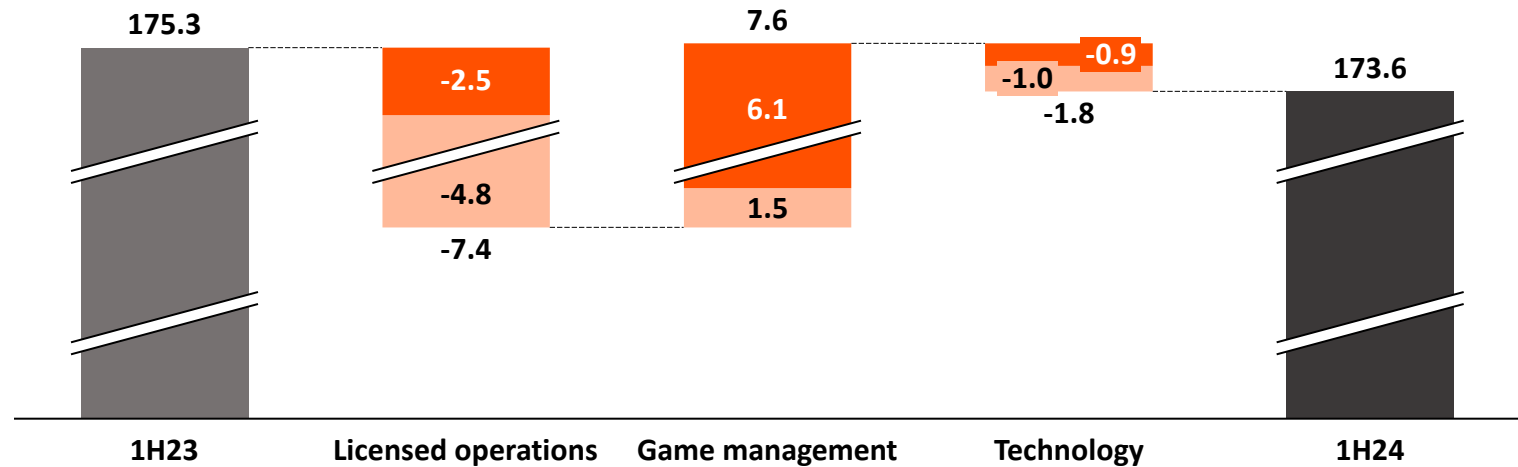


# Revenue Evolution<sup>1</sup> per Business Activity



in € million

Q2  
Q1



## Revenue Evolution Drivers:

- Lower revenue by €7.4m (or -33.6%) from our **Licensed Operations (B2C)** in **Argentina**. Overall, the macro environment in the country is the key driver for sales deficit. In local currency base, current year results posted a 131.4% y-o-y increase.
- Increased revenue by €7.6m (or +25.4%) from our **Management (B2B/ B2G)** contracts driven by local market growth and market share gain in **Turkey**, despite the headwinds in Turkish lira (-19.5%). Turkish performance along with better sales in our **US Sports Betting** contracts, were in part counterbalanced by lower recorded revenue in **Morocco** as a result of the contract renewal which has a smaller contract value due to its limited scope.
- Decreased revenue by €1.8m (or -1.5%) from our **Technology and Support Services (B2B/ B2G)** contracts mainly due to the FX currency translation in **Argentina** (€-2.9m) and the marginal lower sales in **US** (-0.9%) primarily affected by the unfavorable timing of jackpot occurrence. On the other hand, revenue decrease was partially offset by the organic growth in **Oceania** by 3.5% compared to the prior year.

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 1H24



<i>(in € million)</i>	1H24	1H23	% Change	2Q24	2Q23	% Change	LTM
<b>Revenue (Turnover)</b>	<b>173.6</b>	<b>175.3</b>	<b>-0.9%</b>	<b>88.5</b>	<b>85.8</b>	<b>3.1%</b>	<b>362.4</b>
Technology, Management & Rest Contracts	160.9	156.2	3.0%	81.3	76.5	6.3%	344.3
Licensed Operations (Payout related)	12.7	19.1	-33.4%	7.2	9.3	-23.2%	18.1
<i>Payout (%)<sup>1</sup></i>	65.3%	61.2%	+ 4.1pps	68.1%	59.9%	+ 8.2pps	66.7%
<b>GGR</b>	<b>165.3</b>	<b>163.6</b>	<b>1.1%</b>	<b>83.6</b>	<b>80.2</b>	<b>4.2%</b>	<b>350.3</b>
Gross Profit	65.6	62.9	4.2%	32.7	30.4	7.6%	147.9
<i>Gross Profit Margin (%)</i>	37.8%	35.9%	+1.9pps	36.9%	35.4%	+ 1.5pps	40.8%
OPEX <sup>2</sup>	(55.1)	(46.7)	18.0%	(28.2)	(24.0)	17.4%	(122.5)
<b>EBITDA<sup>3</sup></b>	<b>59.5</b>	<b>62.8</b>	<b>-5.3%</b>	<b>29.4</b>	<b>29.1</b>	<b>1.0%</b>	<b>126.1</b>
<i>EBITDA Margin (% Sales)</i>	34.3%	35.8%	- 1.6pps	33.2%	33.9%	- 0.7pps	34.8%
<i>EBITDA Margin (% GGR)</i>	36.0%	38.4%	- 2.4pps	35.2%	36.3%	- 1.1pps	36.0%
Capital Structure Optimization expenses	(1.3)	-	-	(0.3)	-	-	(1.3)
D&A	(35.2)	(31.9)	10.4%	(17.7)	(15.8)	12.4%	(71.2)
<b>EBT</b>	<b>6.1</b>	<b>16.3</b>	<b>-62.8%</b>	<b>0.7</b>	<b>5.4</b>	<b>-87.3%</b>	<b>23.3</b>
<i>EBT Margin (% Sales)</i>	3.5%	9.3%	- 5.8pps	0.8%	6.3%	- 5.5pps	6.4%
<b>NIATMI</b>	<b>4.6</b>	<b>4.4</b>	<b>4.4%</b>	<b>0.7</b>	<b>1.3</b>	<b>-45.9%</b>	<b>6.0</b>

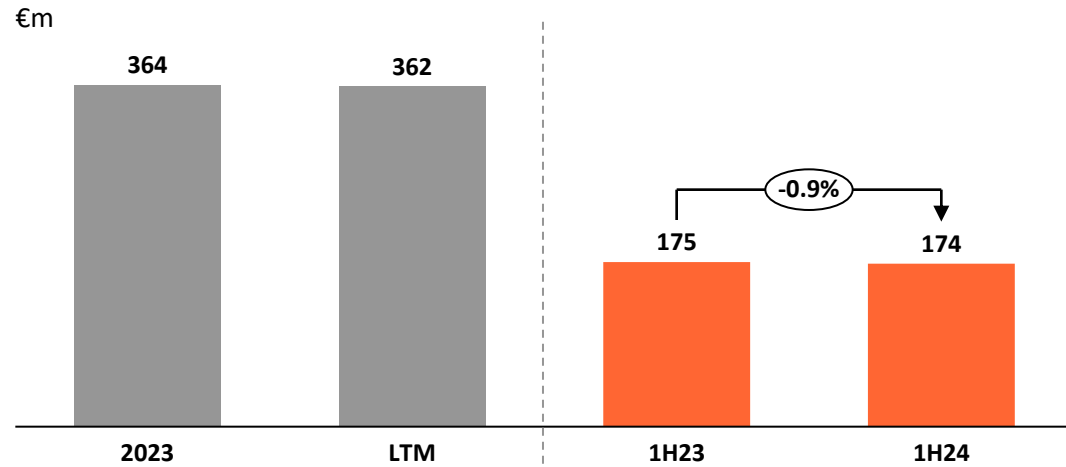
1. Payout ratio calculation excludes the IFRS 15 impact for payments to customers.

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

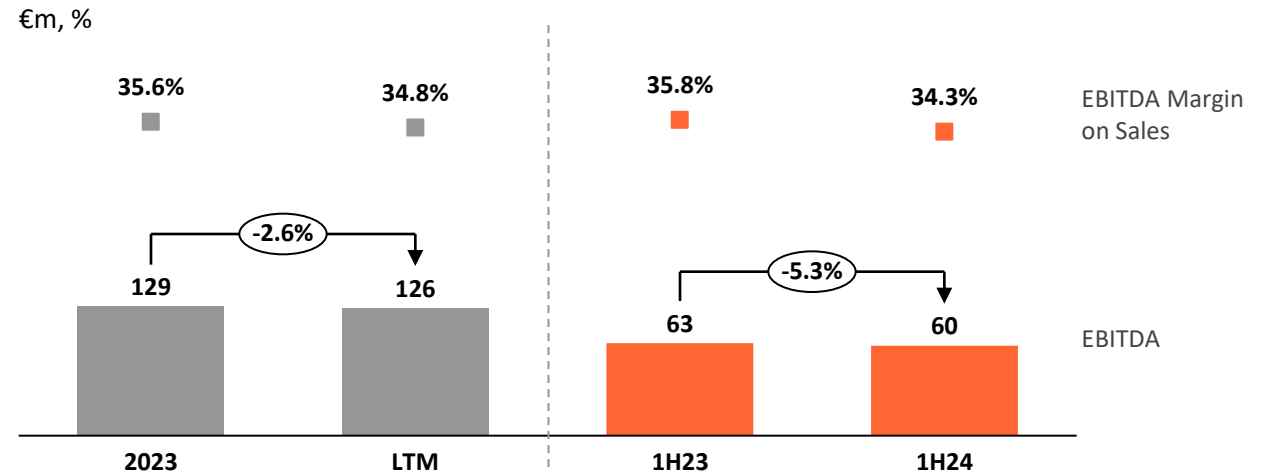
3. The Group defines "EBITDA" as "Operating Profit/(Loss) before tax" adjusted for the figures "Profit/(loss) from equity method consolidations", "Profit / (loss) to net monetary position", "Exchange Differences", "Interest and related income", "Interest and similar expenses", "Income/(expenses) from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

# Overview Of Key Financial Metrics

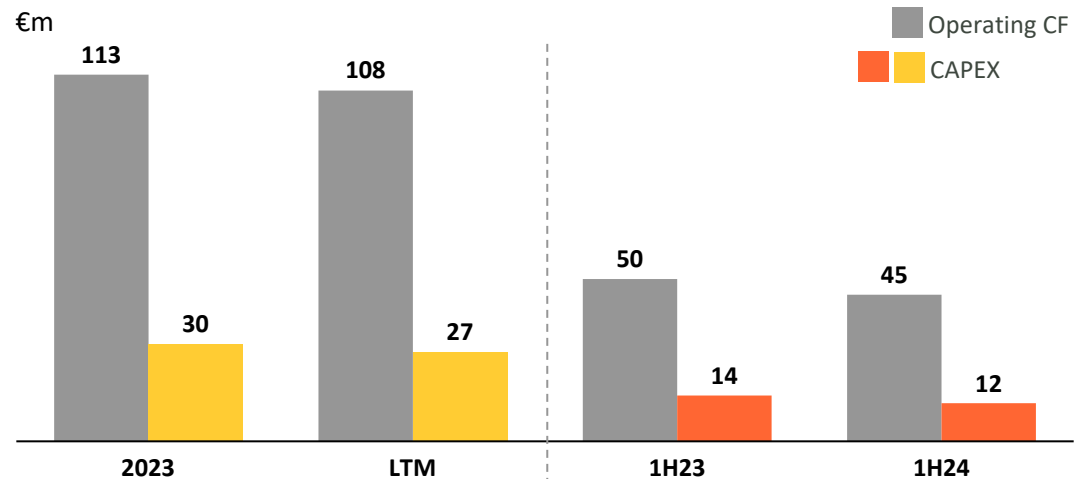
## REVENUES



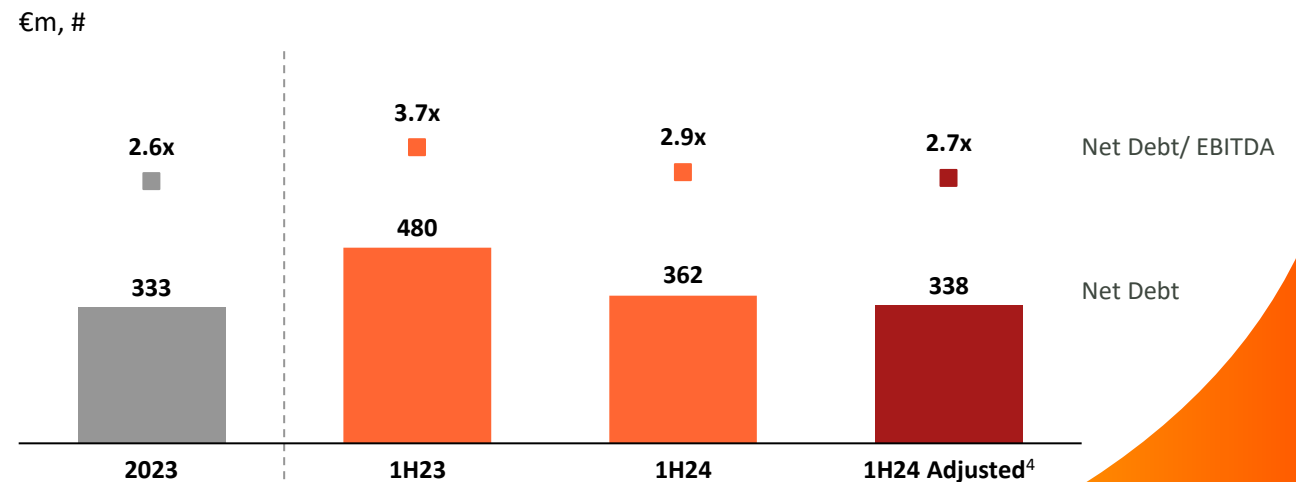
## EBITDA AND EBITDA MARGIN



## OPERATING CASH FLOW<sup>1</sup> AND CAPEX



## NET DEBT<sup>2</sup> AND NET DEBT / EBITDA<sup>3</sup>



1. Operating Cash Flows presented exclude the impact of the capital structure optimization costs paid.

2. 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. Adjusted Net Debt excludes the impact of €24.0m related to Restricted cash.

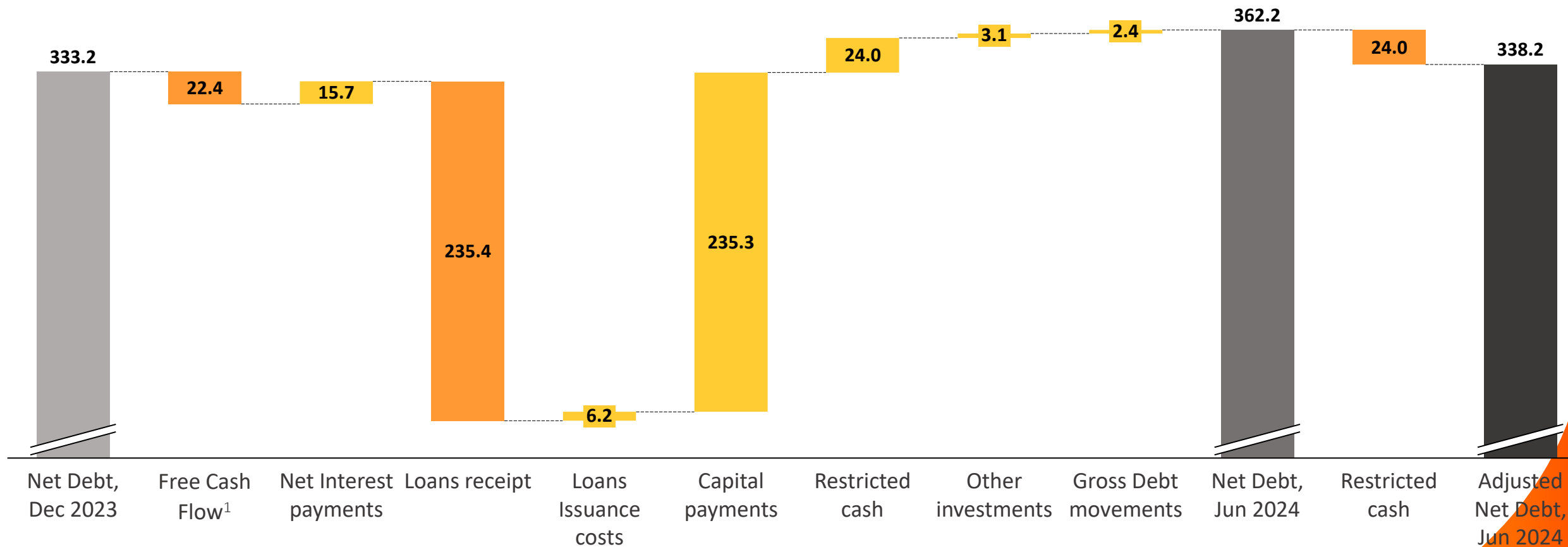
3. Calculated as Net debt divided by LTM EBITDA. Net Debt and EBITDA levels as reported/published in the respective periods.

4. Net Debt (Adjusted) is defined as Net Debt excluding the impact from Restricted cash related to financing activities and Debt repayments.

# Net Debt Movement



Net Debt Movement, 1H24  
(in €m)



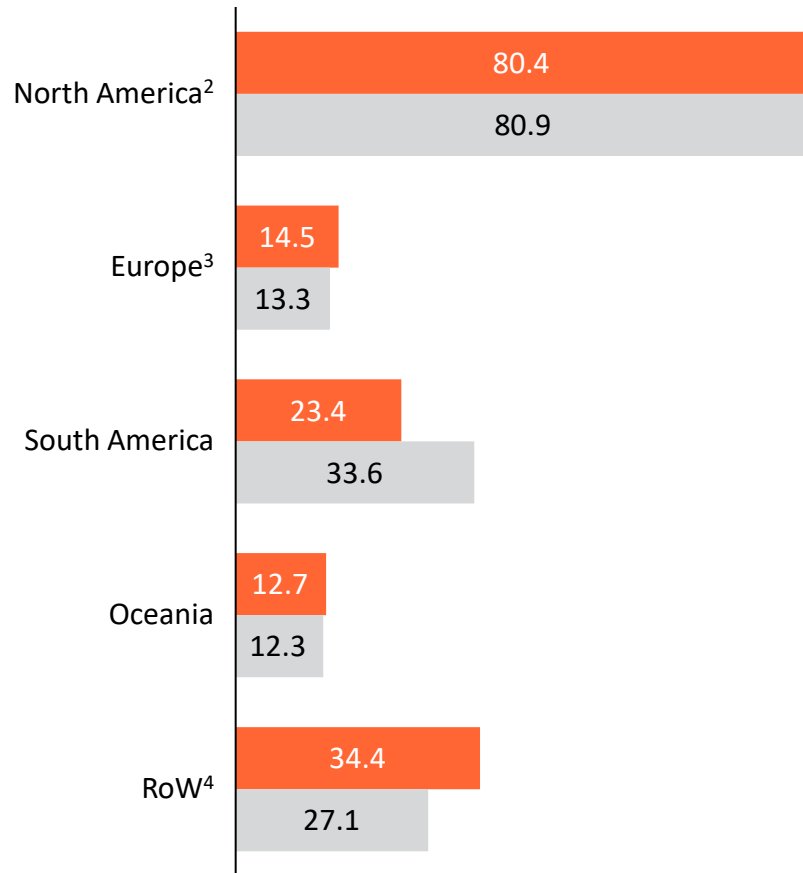
1. Free Cash Flow defined as “Net Cash from Operating activities” adjusted for “Net Dividends”, “Capex”, “Repayment of leasing obligations”, “Reorganizations costs paid”, “Exchange differences” and “Return of Capital to minority shareholders of subsidiary”.



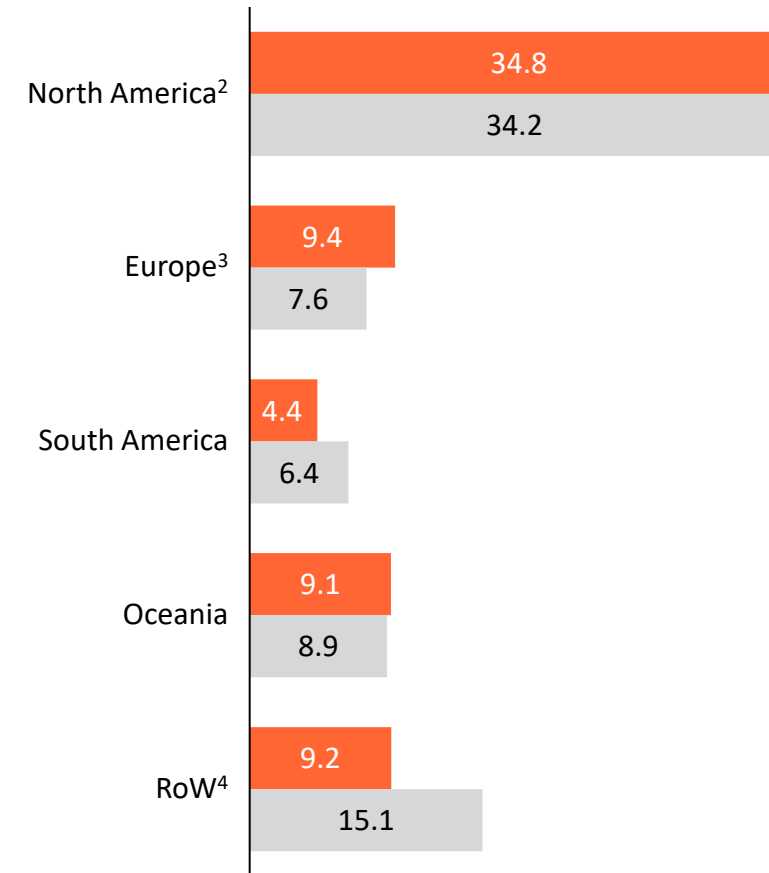
# Key Revenue and EBITDA Contributors<sup>1</sup>



## Key Revenue Contributors (in €m)



## Key EBITDA Contributors (in €m)



1H24  
1H23

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, Netherlands, Germany, Croatia and Ireland.
4. Rest of World includes our operations in Morocco and Turkey.

# APPENDIX

## SUMMARY OF FINANCIAL STATEMENTS

# 1H24 – Group Income Statement

<i>(in € million)</i>	<b>1H24</b>	<b>1H23</b>	<b>% Change</b>	<b>LTM</b>
<b>Revenue</b>	<b>173.6</b>	<b>175.3</b>	<b>-0.9%</b>	<b>362.4</b>
Gross Profit	65.6	62.9	4.2%	147.9
Other Operating Income	13.9	14.8	-6.0%	29.5
OPEX	(55.1)	(46.7)	18.0%	(122.5)
<b>EBITDA</b>	<b>59.5</b>	<b>62.8</b>	<b>-5.3%</b>	<b>126.1</b>
<i>Margin</i>	34.3%	35.8%	- 1.6pps	34.8%
Capital Structure Optimization expenses	(1.3)	-	-	(1.3)
D&A	(35.2)	(31.9)	10.4%	(71.2)
<b>EBIT</b>	<b>23.0</b>	<b>30.9</b>	<b>-25.6%</b>	<b>53.6</b>
Interest and related Expenses (Net)	(21.9)	(19.1)	14.7%	(38.5)
Exchange Differences	0.5	(0.4)	-	0.6
Other	4.5	4.9	-7.7%	7.5
<b>EBT</b>	<b>6.1</b>	<b>16.3</b>	<b>-62.8%</b>	<b>23.3</b>
NIATMI	4.6	4.4	4.4%	6.0

# 1H24 – Group Statement Of Financial Position

<i>(in € million)</i>	<b>1H24</b>	<b>FY23</b>
Tangible Assets (incl. investment properties)	88.1	94.1
Intangible Assets	182.7	182.3
Other Non-current Assets	60.5	56.1
Inventories	30.5	24.4
Trade and Other Short-term Receivables	136.0	119.9
Cash and Cash Equivalents	85.4	111.9
<b>Total Assets</b>	<b>583.2</b>	<b>588.7</b>
Share Capital	181.2	181.2
Share Premium	122.4	122.4
Other Equity Elements	(273.2)	(279.3)
Non-controlling Interests	18.7	17.8
<b>Total Shareholders Equity</b>	<b>49.1</b>	<b>42.1</b>
Long-term Debt	314.6	193.2
Provisions / Other Long-Term Liabilities	22.4	32.7
Short-term Debt	132.9	251.9
Other Short-term Liabilities	64.1	68.8
<b>Total Liabilities</b>	<b>534.1</b>	<b>546.5</b>
<b>Total Equity and Liabilities</b>	<b>583.2</b>	<b>588.7</b>

# 1H24 – Group Cash Flow

(in € million)

	1H24	1H23
<b>EBT from continuing operations</b>	<b>6.1</b>	<b>16.3</b>
<b>EBT from discontinued operations</b>	-	-
Plus/less adjustments	54.4	45.6
Decrease/(increase) of inventories	(5.6)	(0.9)
Decrease/(increase) of receivable accounts	1.9	2.7
(Decrease)/increase of payable accounts	(8.9)	(10.8)
Income tax paid	(3.0)	(3.1)
<b>Net Cash from Operating Activities</b>	<b>45.0</b>	<b>49.8</b>
CAPEX	(11.7)	(14.1)
(Purchases) / Sales of subsidiaries & other investments	(3.1)	(0.5)
Interest received	2.1	2.6
Dividends received	0.2	1.0
<b>Net Cash from Investing Activities</b>	<b>(12.5)</b>	<b>(11.0)</b>
Restricted cash from financing activities	(24.0)	-
Return of Capital to minority shareholders of subsidiary	(0.3)	(1.5)
Cash inflows from loans	235.4	-
Repayment of loans	(235.3)	(5.7)
Bond issuance costs	(6.2)	-
Repayment of leasing obligations	(3.3)	(2.5)
Interest and similar charges paid	(17.8)	(18.4)
Dividends paid	(5.9)	(4.5)
Reorganization costs paid	(0.6)	-
<b>Net Cash from Financing Activities</b>	<b>(58.0)</b>	<b>(32.7)</b>
<b>Net increase / (decrease) in cash for the period</b>	<b>(25.6)</b>	<b>6.1</b>
Exchange differences	(1.0)	(7.0)
Cash at the beginning of the period	111.9	102.4
<b>Cash at the end of the period from total operations</b>	<b>85.4</b>	<b>101.5</b>
<b>Cash at the end of the period from total operations including restricted cash for financing activities and debt repayments</b>	<b>109.4</b>	<b>101.5</b>

**intralot**

