



**Financial Results For The Twelve Months
Ended, December 31st, 2014**

March 31st, 2015

Investor Relations Department

INTRALOT S.A.

Results For The Twelve Months Ended December 31st, 2014 (in accordance with IFRS)

Athens – March 31st, 2015 – **INTRALOT SA** (RIC: **INLr.AT**, Bloomberg: **INLOT GA**), the leading international gaming company, today announces its financial results for the twelve-month period ending December 31st, 2014, prepared in accordance with IFRS.

A. OVERVIEW

In FY 2014:

Revenues

- **Revenues** grew by 20.4%, to €1,853.2m from €1,539.4m in the FY 2014 period, an increase of €313.7m.
- The €313.7m increase is analyzed as follows: +48.3m in Eastern Europe, +142.7m in Western Europe, +30.9m in Australasia, +12.3m in North America, +78.3m in South America and +1.2m in Africa.
- Sports Betting is the largest contributor to our top line, comprising 48.5% of our revenues (+29.7% in the FY 2014 period), followed by numerical games contributing 29.7% to Group turnover (+9.6% in FY 2014). VLTs/AWPs represented 10.4% of Group turnover (+86.6%), followed by IT products & Services with 8.2% (-21.3%) and Racing with 3.3% (+23.9%).
- **Constant currency basis:** Net of a negative FX impact of €82.0m, **revenues** reached €1,935.2m, posting an increase of 25.7% y-o-y in FY 2014.
- **Wagers handled**
During the FY 2014 period INTRALOT handled €22.2bn of wagers, increased by 6.5% y-o-y. Eastern Europe increased by 0.8%, West Europe increased by 9.4%, North America increased by 12.1%, South America decreased by 5.9%, Australasia increased by 15.0% and Africa declined by 7.8%.

Ebitda/EBT/EAT

- **Ebitda** decreased by 10.0%, to €175.4m and adjusted for write-offs and provisions of €10.1m it reached €185.6m, a decrease of 10.1%.
- **Constant currency basis:** net of a negative FX impact of €13.0m, Ebitda reached €188.4m in FY 2014, a decrease of 3.3% y-o-y in FY 2014.
- **EBT** decreased by 31.8%, to €36.5m. Adjusted for write-offs and provisions of €11.7m, EBT decreased by 28.4% to €48.2m.
- **Constant currency basis:** net of a negative FX impact of €12.5m, EBT reached €49.0m, posting a decrease of 8.4% y-o-y in FY 2014.

- **Net profit after minorities** for the period was shaped at a negative €49.5m. Adjusted for write-offs and provisions of €9.9m NIATM was €-39.6m.
- **Winners' payout:** Payout for all games increased by 0.5 percentage points in FY 2014 compared to FY 2013.

Cash-Flow & Capex

- **Cash-flow:** Cash Flow from Operations reached €95.4m in the FY 2014 period, increased by 17.3% compared to the same period of 2013 (€81.3m).
- **Net Debt** in the FY 2014 period was shaped at €381.4m, decreased by 19.9m compared to the 9M 2014 period (€401.3m). The decrease in net debt was attributed to the improvement in working capital in the FY 2014 period compared to 9M 2014 (total working capital Δ €13.4m). Finally, the FX impact on the Group's cash position was a positive €2.6m in Q4 2014. We must note that in the end of December, 2014, we drew down €200m from our Syndicated Facility for financial prudence reasons, which positively affected our cash position. This didn't have any effect on net debt.
- **Capex** for the FY 2014 period reached €67.3m, or €63.7m on a net basis due to a capital return of one of our JVs (€3.1m) and a sale of assets (€0.5m).

Consolidated Financial Statements For The 12 Months Ended December 31st, 2014

<i>(in € million)</i>	FY14	FY13	% Change	4Q14	4Q13	% Change
Revenues (Turnover)	1,853.2	1,539.4	20.4%	523.7	459.5	14.0%
Gross Profit	270.2	267.9	0.9%	76.7	72.0	6.6%
EBITDA	175.4	194.9	-10.0%	43.8	51.4	-14.8%
<i>EBITDA Margin (%)</i>	9.5%	12.7%	-3.2pps	8.4%	11.2%	-2.8pps
EBITDA adjusted for write-offs & provisions	185.6	206.4	-10.1%	51.8	60.1	-13.7%
EBT	36.5	53.6	-31.8%	9.3	13.4	-30.9%
EBT adjusted for write-offs & provisions	48.2	67.4	-28.4%	17.8	24.4	-26.9%
<i>EBT Margin (%)</i>	2.0%	3.5%	-1.5pps	1.8%	2.9%	-1.2pps
EAT (after minorities)	-49.5	-4.6	<i>n.m.</i>	-17.5	-5.1	<i>n.m.</i>
EAT (after minorities) adjusted for write-offs & provisions	-39.6	9.1	-536.2%	-9.4	6.1	-253.4%

INTRALOT Parent company results:

Revenues for the period decreased by 43.2%, to €85.7m.

EBITDA decreased by 13.3% to €20.1m from €23.1m in FY 2013.

Earnings After Taxes (EAT) decreased to €-11.0m from €-0.1m in FY 2013.

INTRALOT Parent Company Headline P&L Figures For The 12 Months Ended December 31st, 2014			
<i>(€ million)</i>	FY14	FY13	<i>% Change</i>
Revenues (Sales)	85.7	150.9	-43.2%
EBITDA	20.1	23.1	-13.3%
EAT	-11.0	-0.1	-

Market Update

Concerning the major business developments in 2014, in the U.S. INTRALOT was selected by the Wyoming Lottery to provide systems and services to the newly-formed lottery of the State. In Georgia the Company signed a contract for a central monitoring system and related products and services with the Georgia Lottery, while in Ohio it amended its contract with the Ohio Lottery in order to provide its Multi-Purpose Next Generation (MPNG) self-service Lottery machines that will be manufactured in Mason, Ohio. INTRALOT also signed extensions of its contracts with the lotteries in New Mexico for three years, in New Hampshire for four years and in Washington DCLB for five years.

In Australia, INTRALOT completed in February 2015 the sale of its lottery license assets in Victoria Australia, where the Company did not have a satisfactory presence after it was "unequally treated" in the awarding process. INTRALOT will continue to operate in Australia and will focus on the successful monitoring operation of VLTs in Victoria, the recently awarded Pre-commitment (Responsible Gaming) VLT project in the same state, as well as with the technological support of Lotterywest in Western Australia, a contract that was extended in 2014 for three years.

In Asia, INTRALOT signed an extension of its Agreement with Magnum Corporation Sdn. Berhad, the leading gaming company in Malaysia, for a further seven years with an option of extending it for another two years.

In Europe, INTRALOT was selected by Premier Lotteries Ireland Limited (PLI), as its technology provider for the supply of the new lottery software and terminals in Ireland. In Croatia, INTRALOT announced the extension of its agreement with the Croatian State Lottery, while in Greece the Company signed a technology contract with OPAP S.A.

Commenting on the FY 2014 Results INTRALOT Group CEO Antonios Kerastaris noted:

"In 2014 INTRALOT delivered a set of results that focused on cash flow generation leading to the improvement of its net debt position by 20m, and at the same time growing its top line and maintaining almost unchanged its EBITDA on a constant currency basis.

It is worth noting two recent developments that augment our license and contracts portfolio: In Azerbaijan we obtained a 10-year exclusive license to offer horse racing games, in addition to our sports betting and greyhound game licenses, a move that will strengthen further our position in this lucrative gaming market. Moreover, our existing exclusive sports betting license was extended by an additional five years, up to 2025. Both developments are in-line with our strategy to pursue a B2C business operation model. Finally, we recently extended our facilities management and marketing services contracts for all games (including numerical, instants, sports betting and Internet) offered in Morocco, a gaming market that has significant upside potential, for two additional years, up to August 2017.

As the gaming industry undergoes significant regulatory and technological changes, large scale mergers and a shift of focus towards the final consumer through a B2C model of operation, INTRALOT during 2014 proceeded to a reorganization of its structure and strategy so as to better respond to the challenges of its sector. Under my direction, as the Group's new CEO, the Company's new strategy will focus on the expansion and strengthening of our product offering, the increasing importance of the end customer and the Customer Relations Management (CRM) and the streamlining of the current business. INTRALOT is ready to lead the way in the new environment that is being shaped."

Turnover Analysis

Geographical Sales Breakdown			
<i>(in € million)</i>	FY14	FY13	% chg
European Union	999.3	840.5	18.9%
Other Europe	7.3	11.7	-37.6%
Americas	551.3	467.7	17.9%
Other	356.7	296.0	20.5%
Eliminations	(61.4)	(76.5)	-
Total Consolidated Sales	1,853.2	1,539.4	20.4%

Geographical Gross Profit Breakdown			
<i>(in € million)</i>	FY14	FY13	% chg
European Union	89.0	120.0	-25.8%
Other Europe	1.2	1.3	-2.4%
Americas	69.6	65.1	6.9%
Other	111.4	78.2	42.4%
Eliminations	(1.1)	3.3	-
Total Consolidated Gross Profit	270.2	267.9	0.9%

Geographical Gross Profit margin Analysis			
<i>(in € million)</i>	FY14	FY13	% chg
European Union	8.9%	14.3%	-5.4pps
Other Europe	16.8%	10.8%	+6.1pps
Americas	12.6%	13.9%	-1.3pps
Other	31.2%	26.4%	+4.8pps
Total Consolidated Gross Margin	14.6%	17.4%	-2.8pps

Contract type Sales Breakdown - % contribution to Group turnover		
	FY14	FY13
Operation Contracts	81.2%	75.4%
Management contracts	7.5%	8.1%
HW sales & facilities management contracts	11.3%	16.5%
Total	100%	100%

About INTRALOT

INTRALOT, a public listed company, is the leading supplier of integrated gaming and transaction processing systems, innovative game content, sports betting management and interactive gaming services to state-licensed gaming organizations worldwide. Its broad portfolio of products & services, its know-how of Lottery, Betting, Racing & Video Lottery operations and its leading-edge technology, give INTRALOT a competitive advantage, which contributes directly to customers' efficiency, profitability and growth. With presence in 57 jurisdictions, more than 5.500 people and revenues of €1.85 billion for 2014, INTRALOT has established its presence on all 5 continents.
