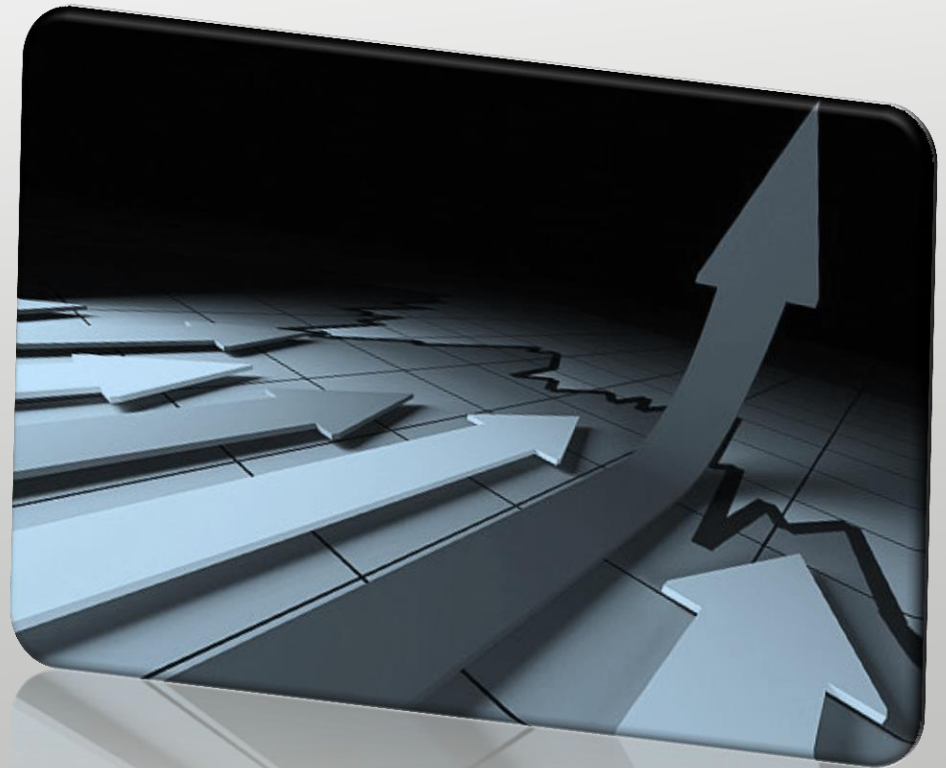


intralot

9M 2015 Financial Results Presentation

November 27, 2015



9M15 Results – Revenues (1/2)

3Q 2015

- **Revenues** for the 3Q15 period remained relatively unchanged compared to 3Q14 at €421.2m vs. €424.0m in 3Q14.
- After primarily adjusting for the sale of the Victoria instant ticket and Keno license (February 2015) and the discontinued lottery facilities management contract in Romania, revenues on a **continuing business basis** in 3Q15 were shaped at €419.0m, +2.1% compared to 3Q14.
- **Constant currency basis:** Net of a positive FX impact of €6.3m, revenues reached €414.9m, posting a decrease of 2.1% vs. 3Q14.

9M 2015

- **Revenues** for the 9M15 period grew by 3.8%, to €1,379.8m from €1,329.5m in the 9M14 period, representing an increase of €50.3m.
- The increase derives from: +87.0m in South America, mainly due to the strong performance of Jamaica, Argentina and Peru, +8.4m in West Europe mainly due to the increased revenues in Italy, +8.1m in North America, +1.5m in Africa, -0.3m in East Europe and -54.3m in Australasia due to the sale of the Victorian license in February 2015 and the softer sales in Azerbaijan.

9M15 Results – Revenues (2/2)

- On a **continuing business basis**, revenues (mainly adjusted for Opap, Romania and Victoria contracts) in 9M15 shaped at €1,368.4m, +7.2% compared to 9M14.
- **Constant currency basis:** Net of a positive FX impact of €47.0m, revenues reached €1,332.8m, posting an increase of 0.2% vs. 9M14.
- **New projects** in the US (Wyoming, Ohio and Georgia) and Greece (Hellenic Lotteries) contributed €6.3m to consolidated Revenues in 9M15.
- Sports Betting is the largest contributor to our top line, comprising 45.9% of our revenues (-1.6% vs. 9M14), followed by numerical games contributing 32.4% to Group turnover (+12.7% vs. 9M14). VLTs/AWPs represented 11.1% of Group turnover (+11.6% vs. 9M14), followed by Technology contracts with 7.5% (-3.8% vs. 9M14) and Racing with 3.1% (-2.7% vs. 9M14).
- **Wagers handled**

During the 9M15 period INTRALOT systems handled €18.1 bn. of wagers worldwide, increased by 14.2% y-o-y. South America increased by 32.0%, North America increased by 29.3%, Australasia increased by 21.2%, Africa increased by 12.7%, East Europe increased by 12.6% and West Europe decreased by 6.2%.

9M15 Results – Gross Margin/Operating Income /OPEX

- The **Gross profit margin** developed at 13.7% in 9M15 from 14.6% last year, mainly affected by the ailing performance of our Italian operation.
- The **payout** ratio in 9M15 remained stable y-o-y (66.6% in 9M15 from 66.7% in 9M14), despite the significant increase of the payout in Italy (+5.7pps y-o-y), helped by the wide diversification of our betting activities.
- On a **continuing business basis** the gross profit margin in 9M15 improved to 13.6% in 9M15 from 12.9% in 9M14.
- In 9M15 **other operating income** totaled €17.8m compared to €13.3m in 9M14, posting an increase of 34.1%. The major drivers of this increase was the growth in instant ticket services of our US operations.
- **Total operating expenses** increased by 4.9% to €147.5m as a result of the expansion of our business in US and the increased investment in selling and marketing to further grow revenues primarily in Turkey.
- On a **continuing business basis**, OPEX for the 9M15 developed at c.76% of gross profit compared to c.81% last year.

9M15 Results – EBITDA

3Q15

- **EBITDA** developed to €44.7m in 3Q15, an increase of 5.9% compared to 3Q14.
- On a **continuing business basis** Ebitda in 3Q15 was shaped at €42.7m, +29.2% compared to 3Q14.
- **Constant currency basis:** net of a positive FX impact of €0.1m, EBITDA reached €44.6m in 3Q15, an increase of 5.6% y-o-y.

9M15

- **EBITDA** was shaped at €131.9m from €131.6m in 9M14 (+0.2%).
- On a **continuing business basis** EBITDA in 9M15 was shaped at €128.0m, +20.4% compared to 9M14.
- **Constant currency basis:** net of a positive FX impact of €5.4m, EBITDA reached €126.5m in 9M15, a decrease of 3.9% y-o-y.
- **New projects** in the US (Wyoming, Ohio and Georgia) and Greece (Hellenic Lotteries) contributed €3.3m to consolidated EBITDA in 9M15.

9M15 Results – EBT

3Q15

- **EBT** in 3Q15 was shaped at €0.4m compared to €7.1m in 3Q14.
- On a **continuing business basis** EBT in 3Q15 was shaped at €-1.2m from €-0.9m in 3Q14.
- **Constant currency basis:** net of a negative FX impact of €5.9m, EBT increased 55.4% in 3Q15 to €6.3m from €4.1m in 3Q14.

9M15

- **EBT** in 9M15 decreased to €18.0m from €27.3m in 9M14.
- On a **continuing business basis** EBT in 9M15 was shaped at €14.3m from €3.0m in 9M14.
- **Constant currency basis:** net of a positive FX impact of €3.2m, EBT reached €14.8m from €20.4m, posting a decrease of 27.6% y-o-y.
- **New projects** in the US (Wyoming, Ohio and Georgia) and Greece (Hellenic Lotteries) contributed €2.5m to consolidated EBT in 9M15.

9M15 Results – NIATMI

3Q15

- **NIATMI** for the period was shaped at a negative €19.4m compared to €-8.0m in 3Q14.
- On a **continuing business basis** NIATMI in 3Q15 was shaped at €-20.8m from €-14.1m in 3Q14.
- **Constant currency basis:** net of a negative FX impact of €5.3m, NIATMI reached €-14.2m from €-11.2m in 3Q14.

9M15

- **NIATMI** for the period was shaped at a negative €50.4m compared to €-32.1m in 9M14.
- On a **continuing business basis** NIATMI in 9M15 was shaped at €-52.4m vs. €-49.3m in 9M14.
- **Constant currency basis:** net of a positive FX impact of €2.0m, NIATMI reached €-52.4m from €-38.9m in 9M14.
- **New projects** in the US (Wyoming, Ohio and Georgia) and Greece (Hellenic Lotteries) contributed €2.0m to consolidated NIATMI in 9M15.

9M15 Results – Cash Flow (1/2)

- **Operating Cash-flow** in the 9M15 period totaled €64.8m from €94.1m in 9M14. This decrease is caused by mostly one-off working capital requirements in 1H15: normalization of suppliers credit particularly in Greece and Azerbaijan, payment of AWP stability gaming tax in Italy (which is expected to be recovered from our operators in due course), payment of old outstanding winnings to players in Jamaica, outstanding balance due on the consideration for the sale of the license in Victoria (Australia), and to a smaller extent by the one-off impact in 3Q15 of the settlement of unpaid winnings in Victoria following the sale of the license.
- **Investing Activities** in 9M15 generated net inflows of €2.8m, comprising the €10.7m capital return from Hellenic Lotteries in 2Q15 and outflows of €2.4m for partial payment related to the acquisition of a 35% stake in Bit8 and €4.6m for the acquisition of a 5% minority stake in Intralot Inc.
- **Net Capex** in 9M15 accumulated to €53.7m, compared to €42.6m in 9M14. Major Capex items in 9M15 include investments in our US business of €11.0m, product development costs of €11.0m, €5.3m of one-off restructuring and relocation costs, as well as various maintenance and expansion projects in the subsidiaries of about €15m, less an inflow of €1.4m received as a partial amount from the sale of our Victoria license. Further to this, the Group continued to invest in products R&D in order to maintain its technological leadership. The total amount spent for R&D in 9M15 was €16.3m vs. €10.0m in 9M14.

9M15 Results – Cash Flow (2/2)

- **The Cash** balance was further impacted by €41.4m bond buy backs mostly in 1H, the payment of the 2 semiannual coupons of the €325m bond (€30.0m) in February and August, the semiannual coupon of the €250m bond (€7.3m) in May and the monthly interest expense for the €200m Syndicated Facility (€9,2m). The drawdown of our syndicated facility does not have any impact on Net Debt because it remains unutilized, as it was drawn for financial prudence reasons. Moreover, the Group's cash position was affected by a negative unrealized FX impact of €19.0m and dividends paid to minority shareholders of €55.9m (mainly in Bulgaria, Jamaica and especially in Turkey, where we distributed dividends out of previous years' profits).
- **Net Debt** as at 30 September 2015 developed at €484.1m, increased by €102.7m compared to 31 December 2014 (€381.4m). As at that date the book value of bonds purchased by the Group were €47.7m vs €6.4m as at 31 December 2014.

9M15 Consolidated Results

| Consolidated Financial Statements For The 9 Months Ended September 30th, 2015 | | | | | | |
|---|---------|---------|---------------|-------|-------|---------------|
| (in € million) | 9M15 | 9M14 | % | 3Q15 | 3Q14 | % |
| | | | <i>Change</i> | | | <i>Change</i> |
| Revenues (Turnover) | 1,379.8 | 1,329.5 | 3.8% | 421.2 | 424.0 | -0.7% |
| Gross Profit | 189.7 | 193.5 | -2.0% | 59.6 | 57.1 | 4.4% |
| EBITDA | 131.9 | 131.7 | 0.2% | 44.7 | 42.2 | 5.9% |
| <i>EBITDA Margin (%)</i> | 9.6% | 9.9% | -0.3pps | 10.6% | 9.9% | +0.7pps |
| EBT | 18.0 | 27.3 | -34.0% | 0.4 | 7.1 | - |
| <i>EBT Margin (%)</i> | 1.3% | 2.1% | -0.7pps | 0.1% | 1.7% | -1.6pps |
| EAT (after minorities) | -50.4 | -32.1 | - | -19.4 | -8.0 | - |

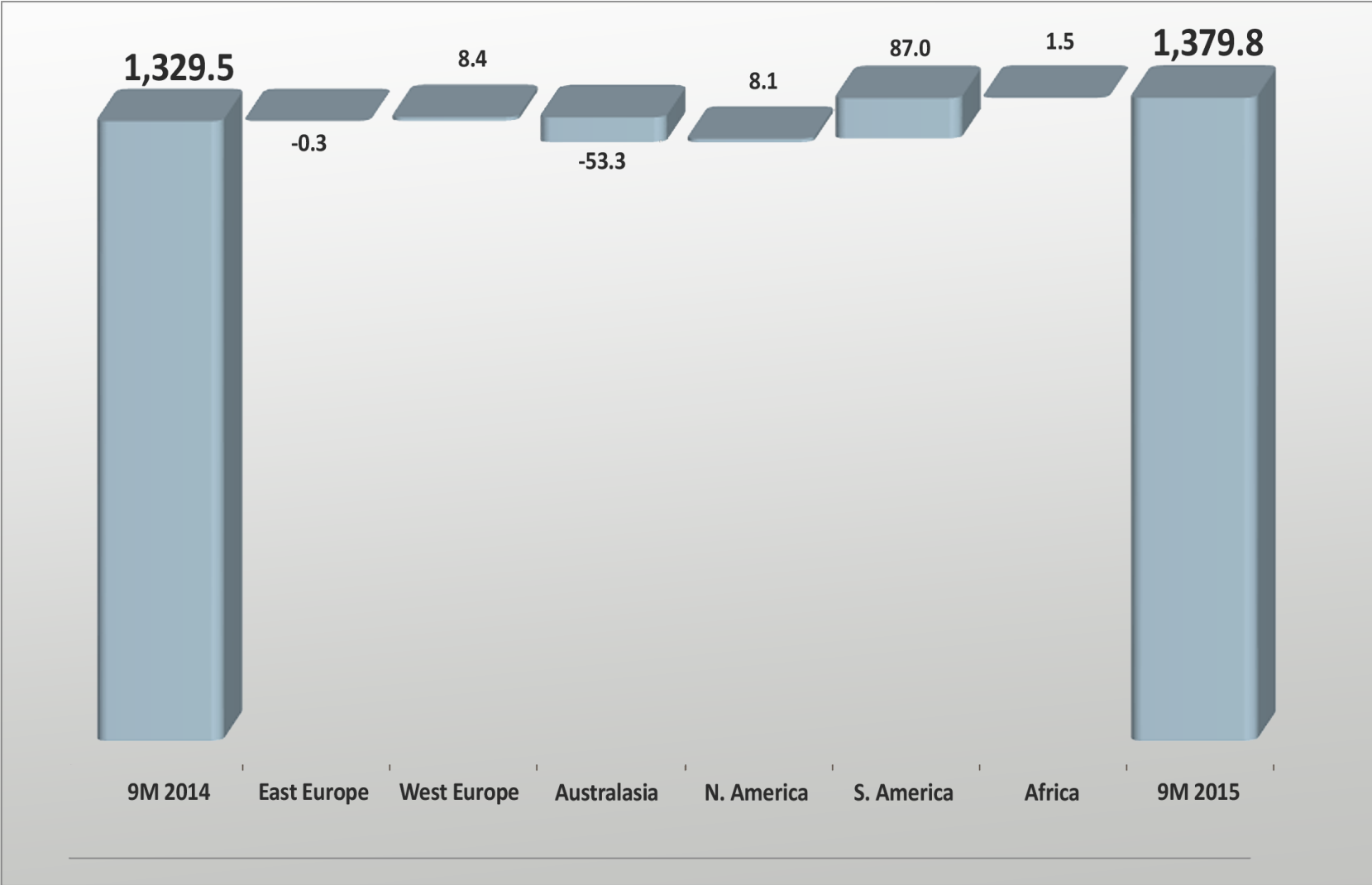
Pro-forma Analysis - 3Q 2015

| Pro-forma Analysis of 3Q 2015 Results | | | | | | | | | | |
|---------------------------------------|---------------------|-------|--------------|------|---------------------------------------|------|-----------|------|-------------------|-------|
| | Continuing Business | | New Business | | Discontinued & non-recurring Business | | FX effect | | Published Results | |
| (in € million) | 3Q15 | 3Q14 | 3Q15 | 3Q14 | 3Q15 | 3Q14 | 3Q15 | 3Q14 | 3Q15 | 3Q14 |
| Revenues | 413.9 | 410.4 | -0.1 | 0.0 | 1.1 | 13.6 | 6.3 | 0.0 | 421.2 | 424.0 |
| % change | 0.8% | | - | | - | | - | | -0.7% | |
| EBITDA | 43.0 | 33.1 | 0.8 | 0.0 | 0.7 | 9.1 | 0.1 | 0.0 | 44.7 | 42.2 |
| % change | 30.0% | | - | | - | | - | | 5.9% | |
| EBT | 5.2 | -4.0 | 0.7 | 0.0 | 0.4 | 8.0 | -5.9 | 3.0 | 0.4 | 7.1 |
| % change | - | | - | | - | | - | | - | |
| EAT (after minorities) | -15.1 | -17.3 | 0.6 | 0.0 | 0.4 | 6.1 | -5.3 | 3.2 | -19.4 | -8.0 |
| % change | - | | - | | - | | - | | - | |

Pro-forma Analysis – 9M 2015

| Pro-forma Analysis of 9M 2015 Results | | | | | | | | | | |
|---------------------------------------|---------------------|---------|--------------|------|---------------------------------------|------|-----------|------|-------------------|---------|
| | Continuing Business | | New Business | | Discontinued & non-recurring Business | | FX effect | | Published Results | |
| (in € million) | 9M15 | 9M14 | 9M15 | 9M14 | 9M15 | 9M14 | 9M15 | 9M14 | 9M15 | 9M14 |
| Revenues | 1,322.6 | 1,276.4 | 6.3 | 0.0 | 3.9 | 53.1 | 47.0 | 0.0 | 1,379.8 | 1,329.5 |
| <i>% change</i> | 3.6% | | - | | - | | - | | 3.8% | |
| EBITDA | 123.1 | 106.3 | 3.3 | 0.0 | 0.1 | 25.4 | 5.4 | 0.0 | 131.9 | 131.6 |
| <i>% change</i> | 15.8% | | - | | - | | - | | 0.2% | |
| EBT | 12.1 | -3.9 | 2.5 | 0.0 | 0.2 | 24.3 | 3.2 | 6.9 | 18.0 | 27.3 |
| <i>% change</i> | - | | - | | - | | - | | -34.1% | |
| EAT (after minorities) | -53.5 | -56.1 | 2.0 | 0.0 | -0.9 | 17.3 | 2.0 | 6.8 | -50.4 | -32.1 |
| <i>% change</i> | - | | - | | - | | - | | - | |

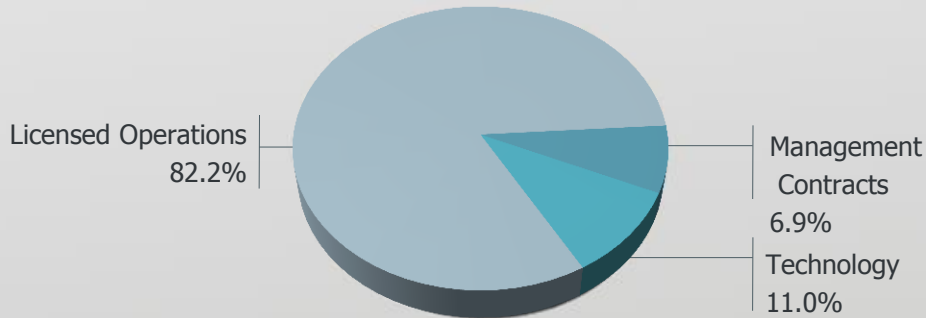
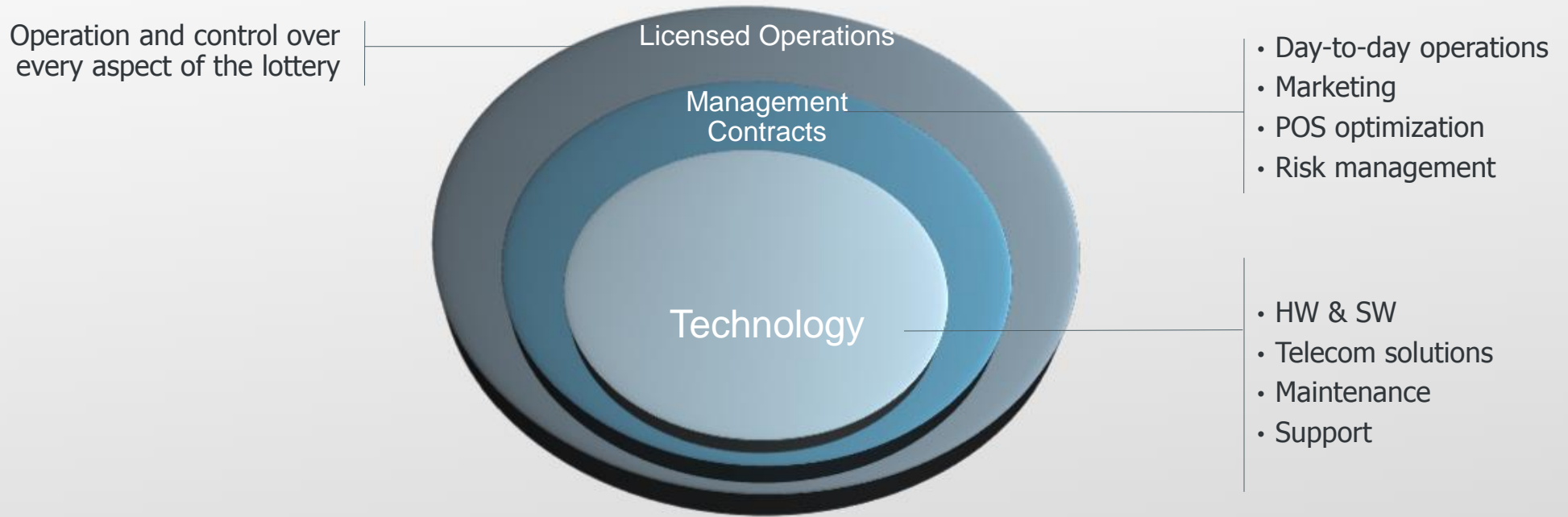
Revenues Bridge



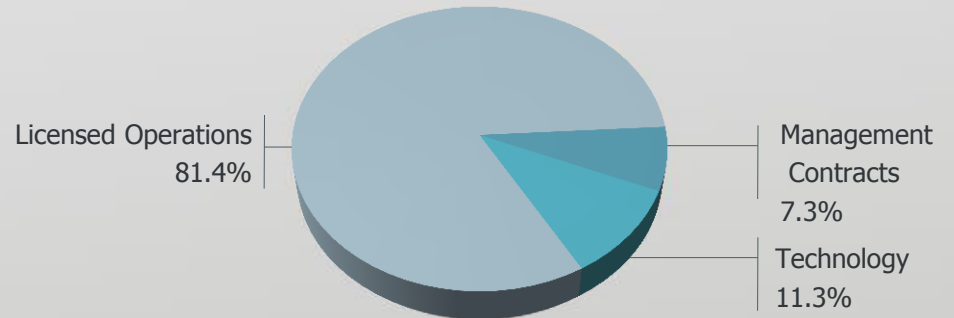
Segmental Analysis



Contract type Sales Breakdown



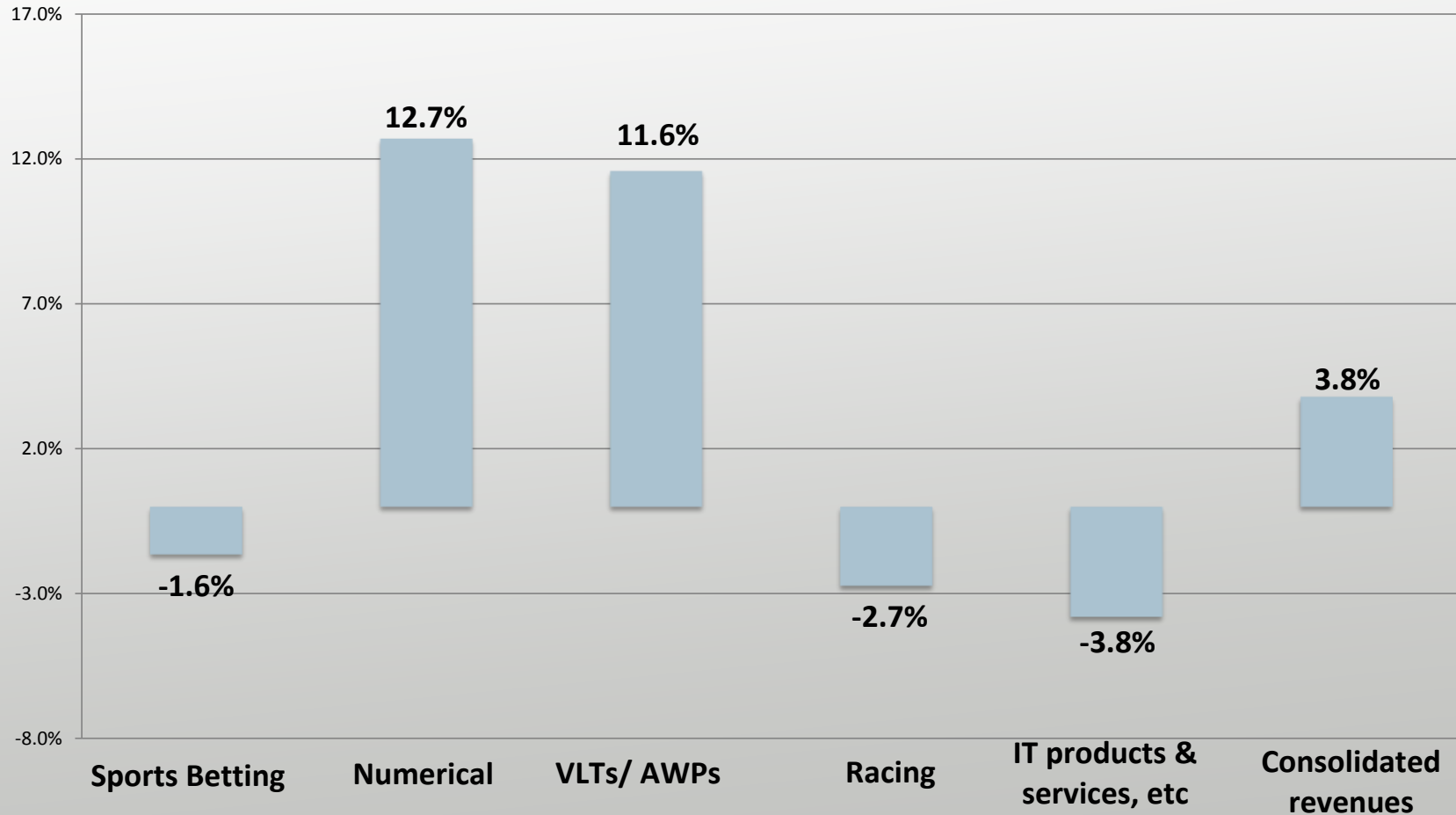
9M 2015 Sales Breakdown



9M 2014 Sales Breakdown

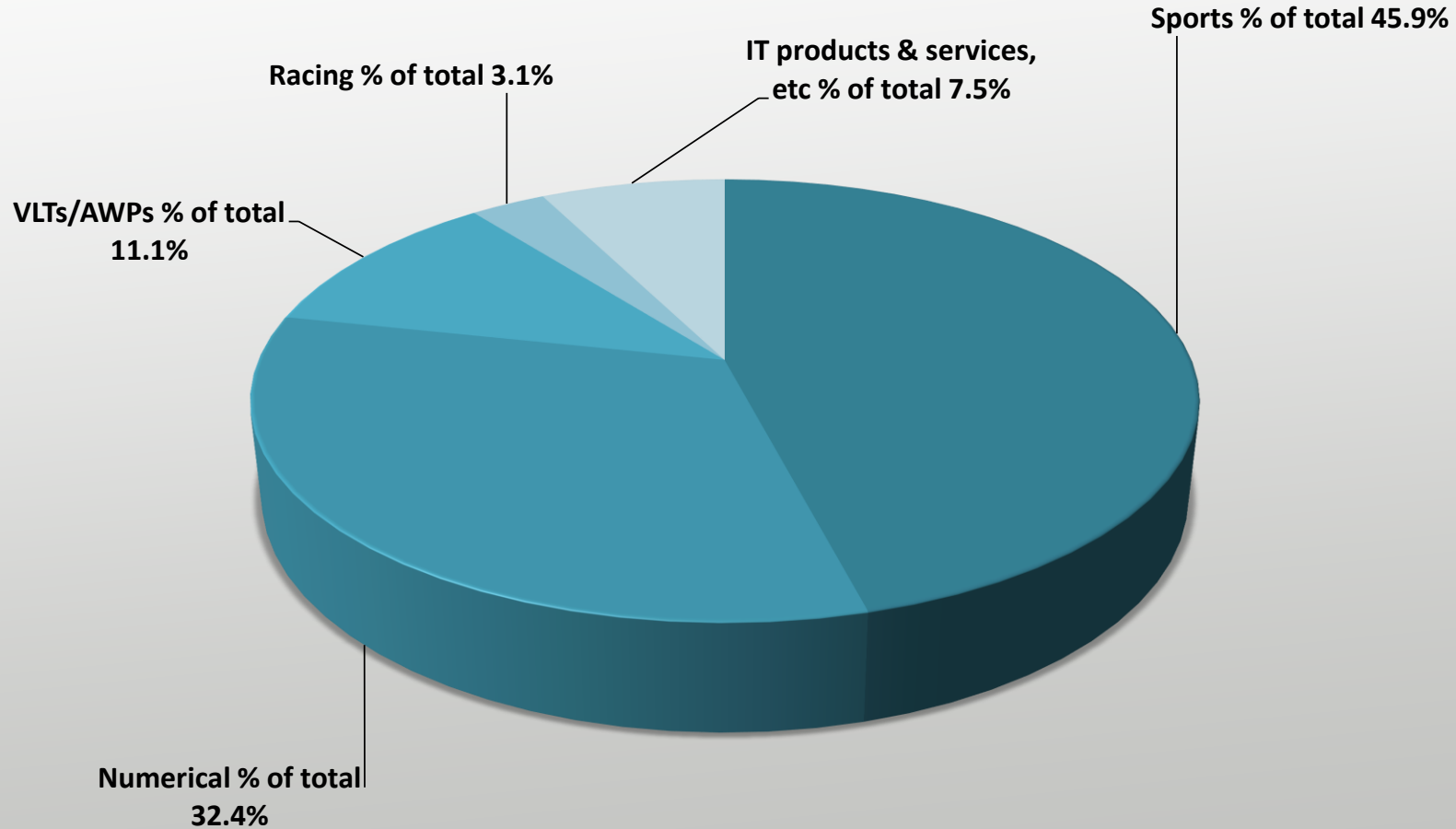
Revenue per Product Analysis

**Revenues Growth Analysis
9M15 vs 9M14**

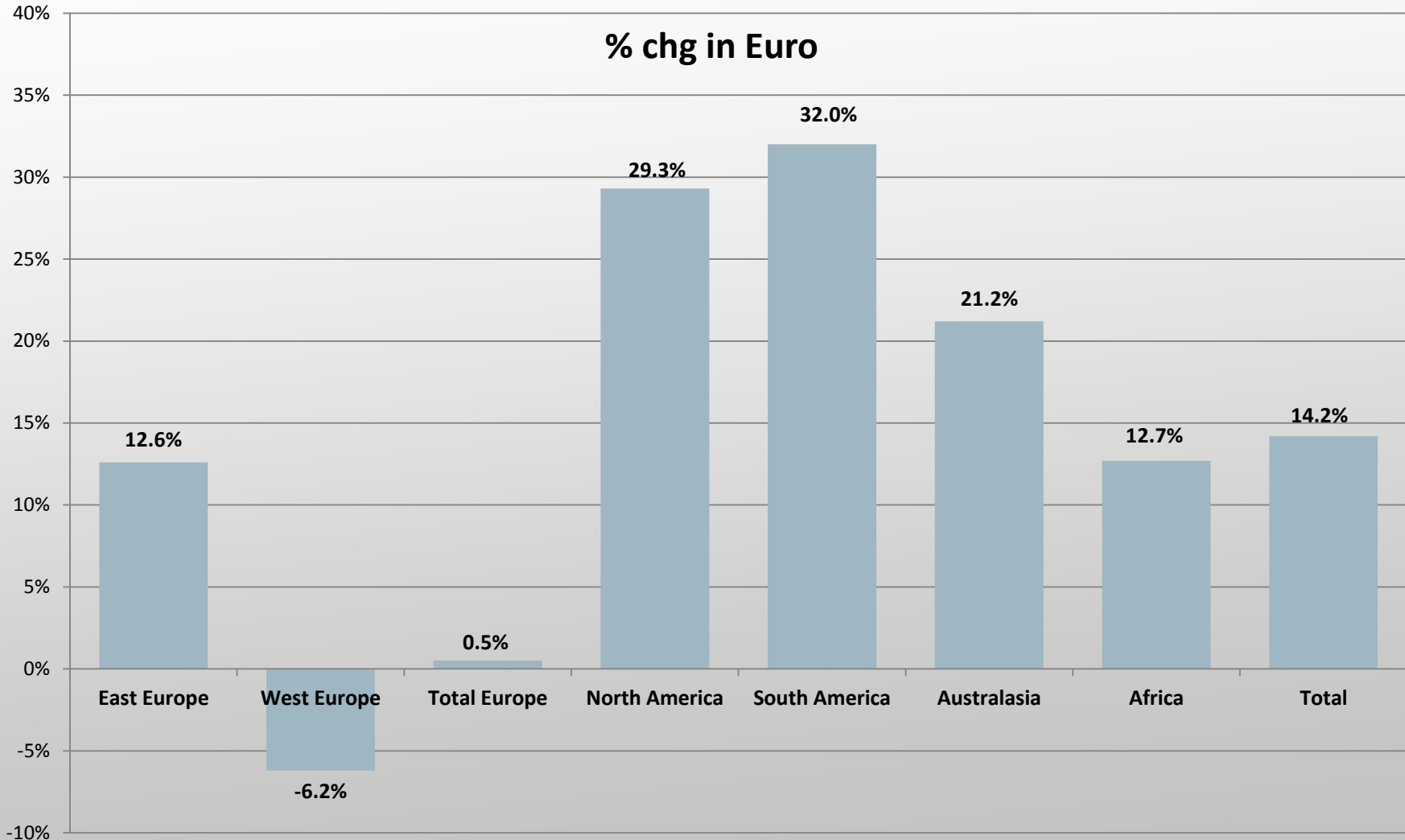


Revenue per Product Contribution

Revenue Analysis 9M15



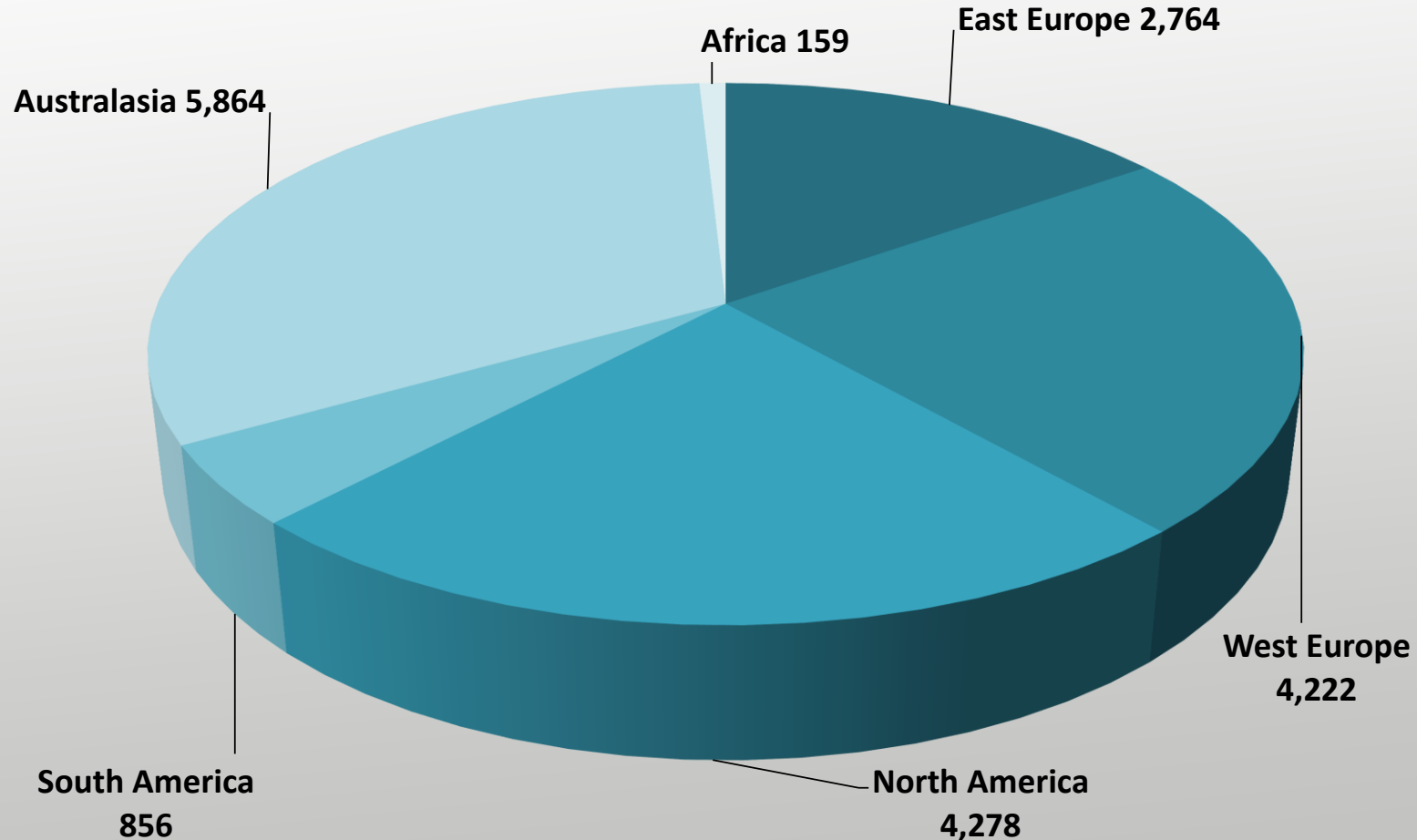
Wagers – Regional Analysis 9M15



Wagers – Contribution per region

Wagers Analysis per region 9M15

in Euro million



Total Wagers €18.1bn (+14.2% y-o-y)

Appendix

Summary Financial Statements



9M15 – Group Income Statement

| Consolidated Income Statement for the 9 Months Ended September 30th, 2015 | | | |
|--|----------------|----------------|-------------|
| <i>(in € million)</i> | 9M15 | 9M14 | % change |
| Revenues | 1,379.8 | 1,329.5 | 3.8% |
| Gross Profit | 189.7 | 193.5 | -2.0% |
| Other Operating Income | 17.8 | 13.3 | 34.1% |
| OPEX | 147.5 | 140.5 | 4.9% |
| | | | |
| EBITDA | 131.9 | 131.7 | 0.2% |
| <i>margin</i> | <i>9.6%</i> | <i>9.9%</i> | |
| | | | |
| EBIT | 59.9 | 66.2 | -9.5% |
| Interest expense (net) | -40.5 | -43.6 | |
| Exchange differences | 1.5 | 6.9 | |
| Other | -3.0 | -2.3 | |
| | | | |
| EBT | 18.0 | 27.3 | -34.0% |
| Net Income after minorities | -50.4 | -32.1 | n.m. |

9M15 – Group Balance Sheet

| <i>(in € million)</i> | 9M15 | FY14 |
|---|----------------|----------------|
| Tangible Assets | 171.6 | 182.8 |
| Intangible Assets | 334.9 | 348.9 |
| Other Non-Current Assets | 150.9 | 139.1 |
| Inventories | 49.5 | 52.0 |
| Trade receivables | 220.1 | 215.4 |
| Other Current Assets | 272.3 | 416.9 |
| TOTAL ASSETS | 1,199.5 | 1,355.1 |
| | | |
| Share Capital | 47.7 | 47.7 |
| Other Equity Elements | 109.6 | 169.8 |
| Non-Controlling Interests | 68.4 | 100.1 |
| Total Shareholders Equity | 225.7 | 317.5 |
| Long-term Debt | 715.5 | 557.5 |
| Provisions/ Other Long term Liabilities | 50.4 | 50.6 |
| Short-term Debt | 38.6 | 232.3 |
| Other Short-term Liabilities | 169.3 | 197.2 |
| Total Liabilities | 973.8 | 1,037.6 |
| TOTAL EQUITY AND LIABILITIES | 1,199.5 | 1,355.1 |

9M15 – Group Cash Flow

| <i>(in € million)</i> | 9M15 | 9M14 |
|---|---------------|--------------|
| EBT | 18.0 | 27.3 |
| Plus/less Adjustments | 116.5 | 104.2 |
| Decrease/(increase) of Inventories | 0.8 | -5.9 |
| Decrease/(increase) of Receivable Accounts | -23.0 | 9.1 |
| (Decrease)/increase of Payable Accounts | -24.7 | -17.2 |
| Interest Paid | 0.0 | 0.0 |
| Income Tax Paid | 22.8 | 23.4 |
| Net Cash from Operating Activities | 64.8 | 94.1 |
| CAPEX | -55.5 | -42.8 |
| (Purchases) / Sales of subsidiaries & other investments | 2.8 | 7.4 |
| Interest received | 10.6 | 9.0 |
| Dividends received | 1.9 | 1.0 |
| Proceeds from sales of tangible and intangible assets | 1.8 | 0.1 |
| Net Cash from Investing Activities | -38.5 | -25.3 |
| Cash inflows from loans | 46.4 | 290.8 |
| Repayment of loans | -38.5 | -225.8 |
| Bond buy-backs | -41.4 | 0.0 |
| Repayment of Leasing Obligations | -8.7 | -9.2 |
| Interest and similar charges paid | -53.9 | -53.9 |
| Dividends paid | -55.9 | -19.5 |
| Net Cash from Financing Activities | -152.0 | -17.6 |
| Net increase / (decrease) in cash for the period | -125.6 | 51.3 |
| Exchange differences | -19.0 | 4.9 |
| Cash at the beginning of the period | 416.9 | 143.3 |
| Cash at the end of the period | 272.3 | 199.5 |

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