

ANNUAL GENERAL ASSEMBLY

Dr. CHRIS DIMITRIADIS
INTRALOT GROUP CEO

May 29th 2020

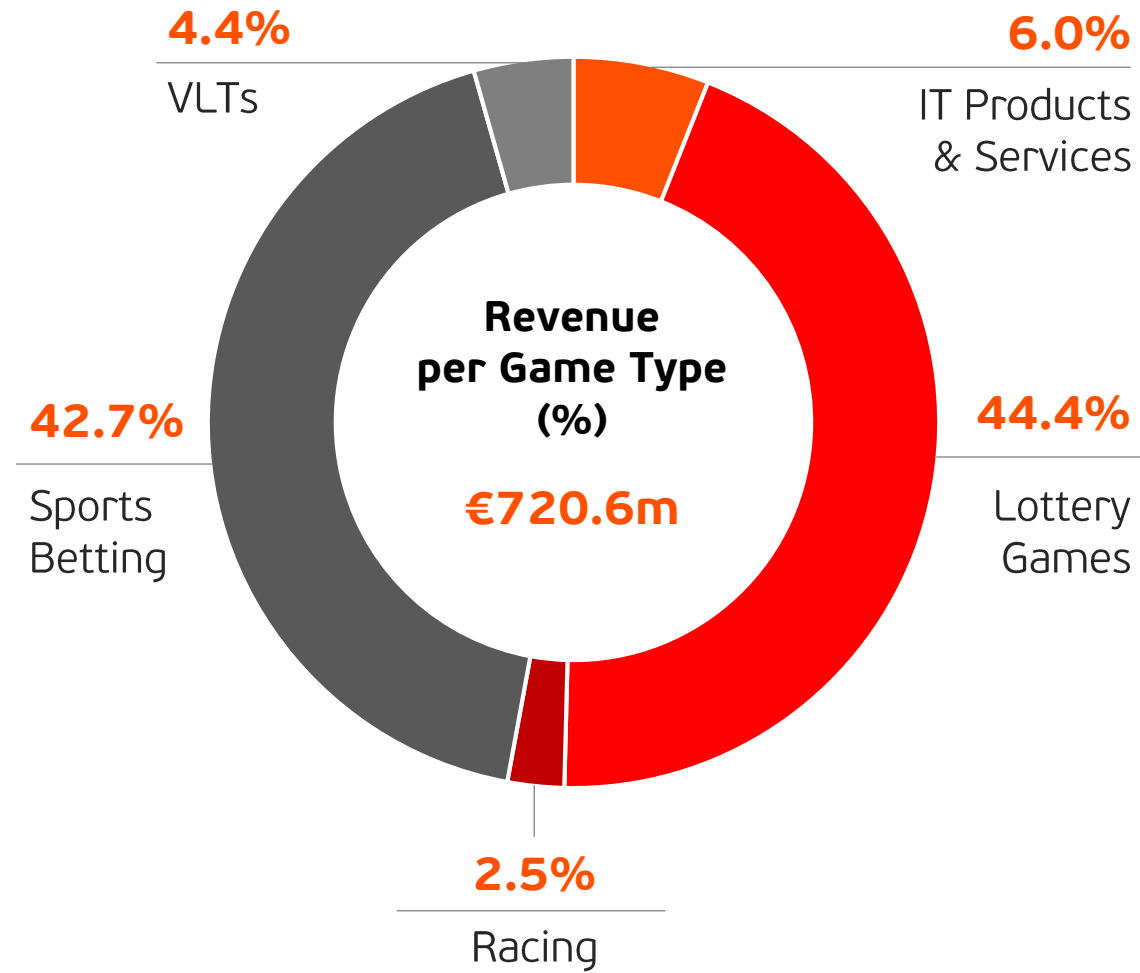
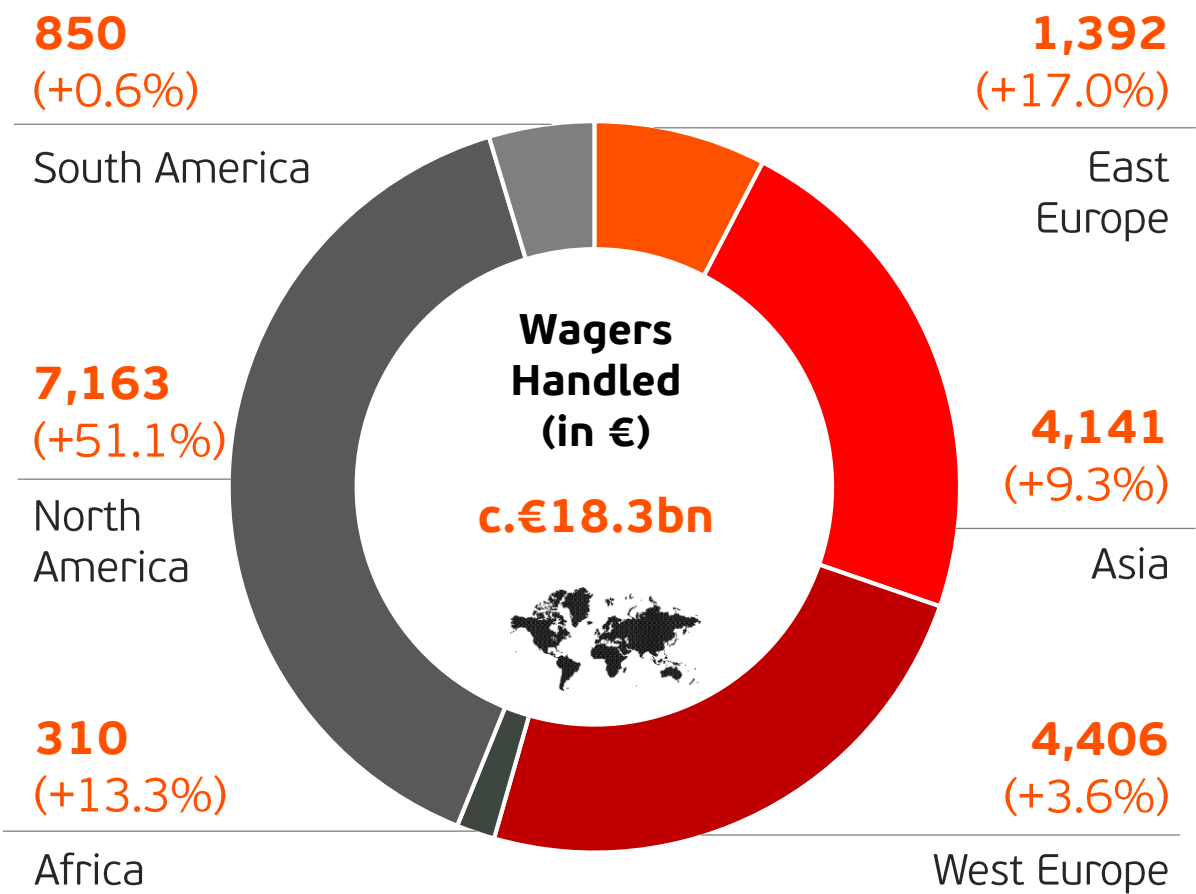


intralot



CORPORATE FIGURES 2019

INTRALOT REVENUE MIX 2019

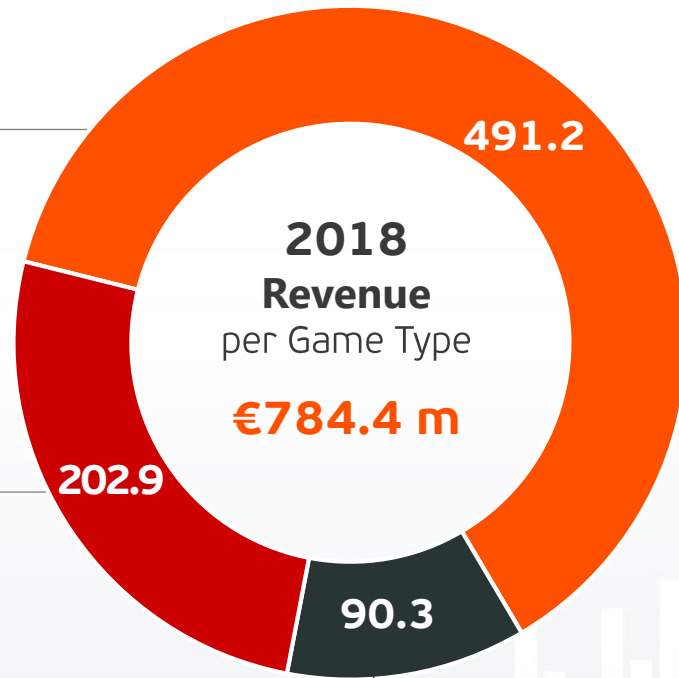


REVENUES BREAK DOWN PER CONTRACT TYPE



LICENSED
OPERATIONS

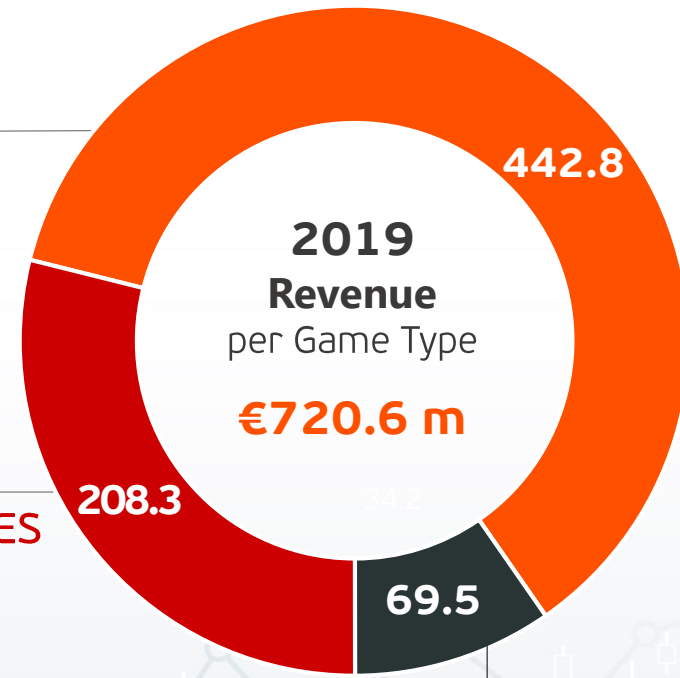
TECHNOLOGY
CONTRACTS &
SUPPORT SERVICES



GAME
MANAGEMENT

LICENSED
OPERATIONS

TECHNOLOGY
CONTRACTS &
SUPPORT SERVICES

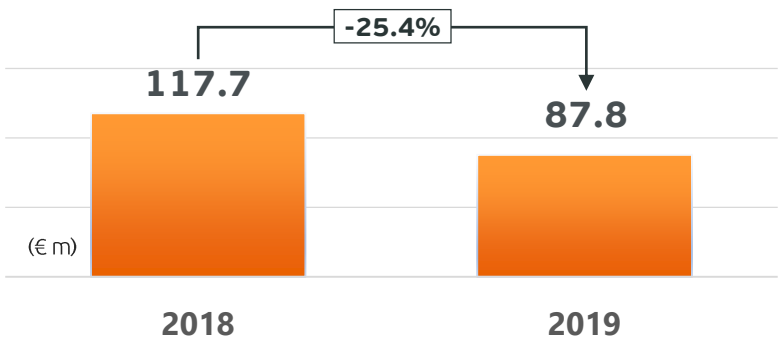


GAME
MANAGEMENT

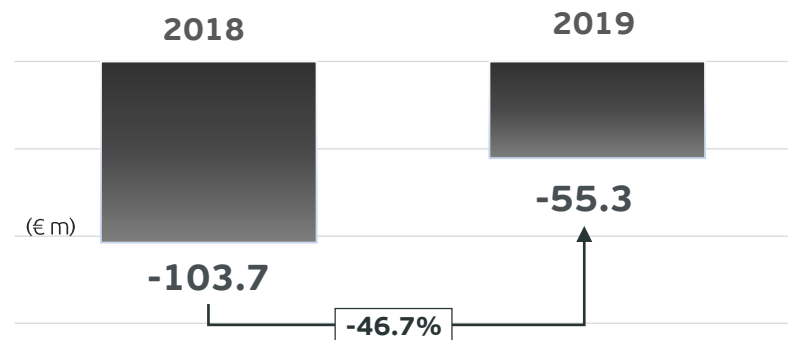
FY2019 RESULTS



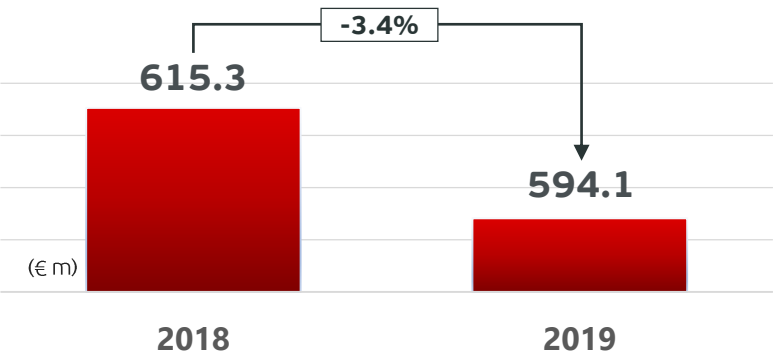
EBITDA*



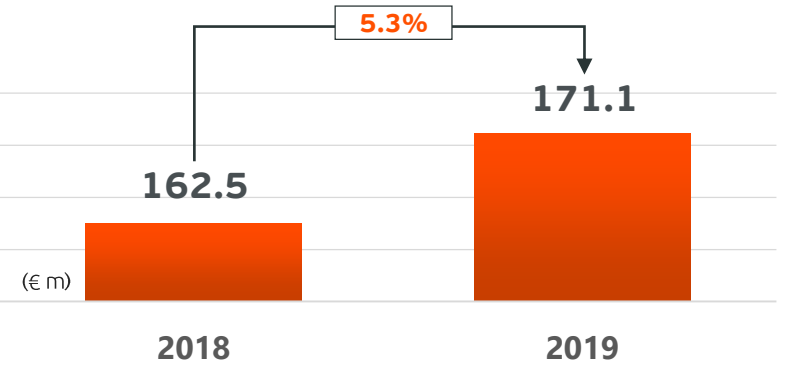
CAPEX*



NET DEBT



CASH & CASH EQUIVALENTS



* Excluding discontinued operations in Italy and Poland.

CASH & CASH
EQUIVALENTS
excl. Partnerships
€84.7m

CASH & CASH
EQUIVALENTS
excl. Partnerships
€152.5m

BUSINESS DEVELOPMENTS

USA MARKET

A stylized map of the United States in a dark grey color. Overlaid on the map is a city skyline at night, with various skyscrapers and buildings illuminated. A prominent orange and yellow circular graphic, resembling a rising sun or a sports ball, is positioned in the center of the map.

INTRALOT Inc.
Established in 2002

40m

Population
Coverage

8-y

Average Contract
Length

670

Employees

10%

Market Share
in Wagers Handled terms

New Sports Betting contracts

- > New Hampshire
- > Montana
- > D.C.

Project launch

- > Illinois Lottery

New technology hub

of INTRALOT Inc. located in Greece

BUSINESS DEVELOPMENTS

REST OF THE WORLD



NEW CONTRACTS



NEW LAUNCHES





OUR STRATEGY

GLOBAL LEADER IN THE GAMING INDUSTRY

intralot

44 COUNTRIES &
JURISDICTIONS

€ 720.6 m

Revenues in
2019

71

Contracts

3,800*

Employees

€ 18.3 bn

Wagers

290 k

Terminals
Worldwide

€ 1.4 bn

5 year
contracted backlog

CORPORATE IDENTITY & OUR PROMISE TO CUSTOMERS



We offer an
**unparalleled
gaming
experience**
to players and we
support governments
around the world
to raise
**funds
for good
causes.**



We redefine
innovation
and **quality**
of services
in the **gaming**
sector.

INTRALOT IS A **TECHNOLOGY-DRIVEN COMPANY**

with a long history and significant dynamic in the gaming sector



THE FIVE PILLARS OF OUR STRATEGY



Introduce
**BUSINESS
INNOVATION**
with **DIGITAL
TECHNOLOGY**
as an enabler in the
industries that we
serve



Improve
**QUALITY OF
SERVICES** and
achieve
**ECONOMIES
OF SCALE**



**ESTABLISH
PARTNERSHIPS**
towards increasing
**LICENSED
OPERATIONS
(B2C)**



Achieve
GROWTH
through
B2G/B2B sales
in targeted
geographies

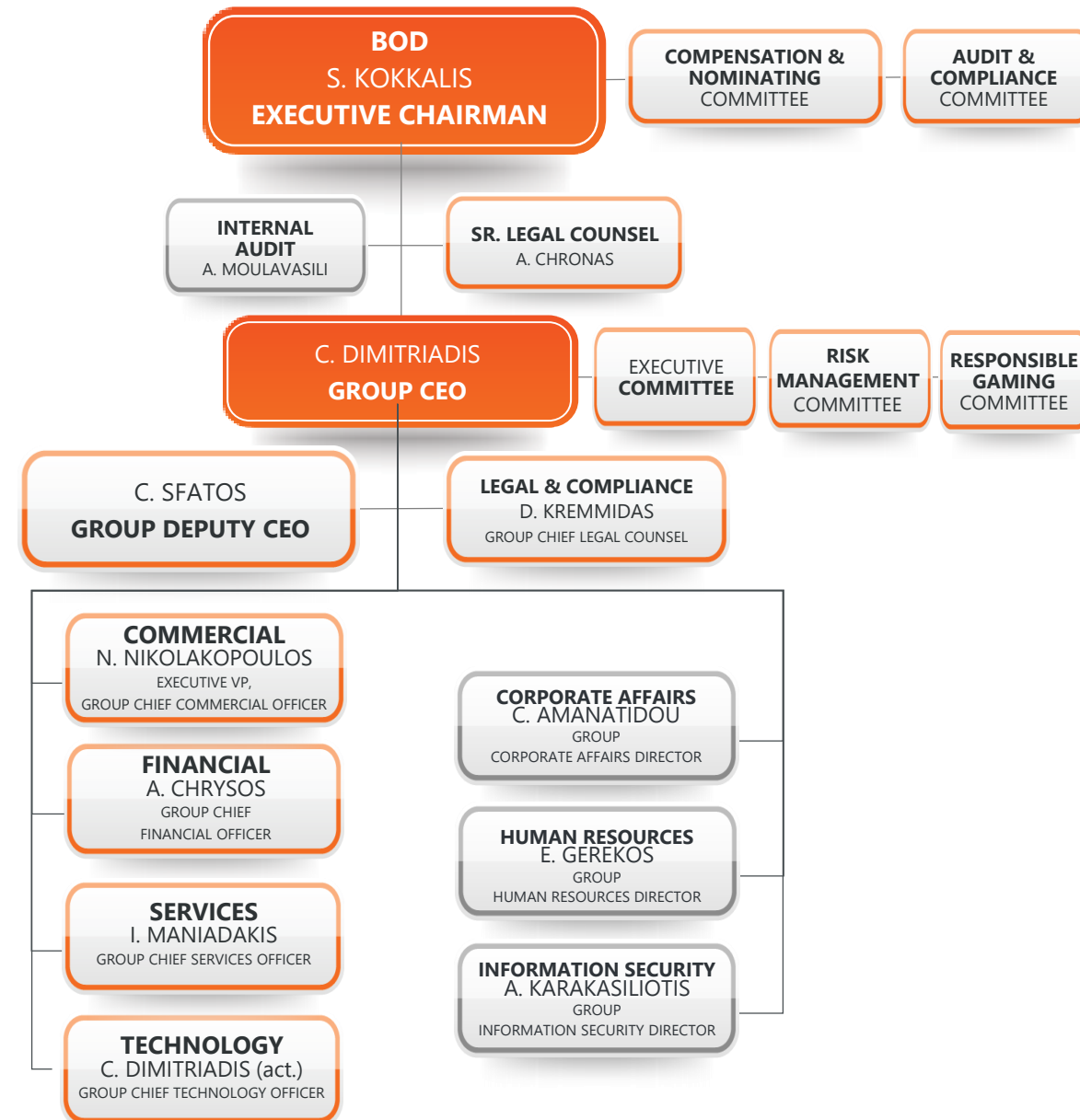


OPTIMIZE
Capital
Structure

NEW ORGANIZATION MODEL



- > **The goal** of the company's recent reorganization is to simplify its structure, increase efficiency, and create synergies
- > **The new structure** includes:
 - ✓ A unified technology division with two branches (Athens, Atlanta), focused on innovation through digital technologies
 - ✓ Commercial division focused on growth in existing and new markets
 - ✓ Services division focused on optimizing customer satisfaction and achieving economies of scale
 - ✓ Finance division focused on strict monitoring and optimization of the Company's financial figures

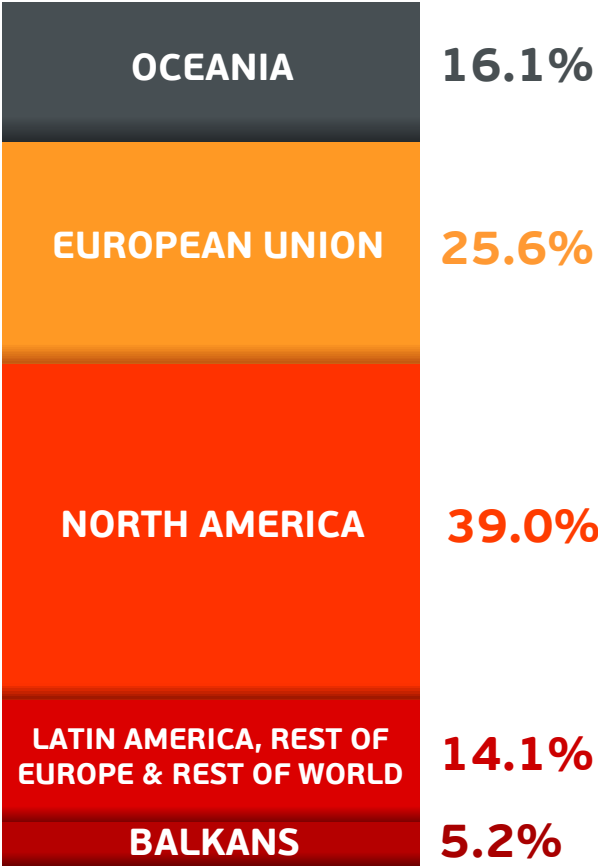
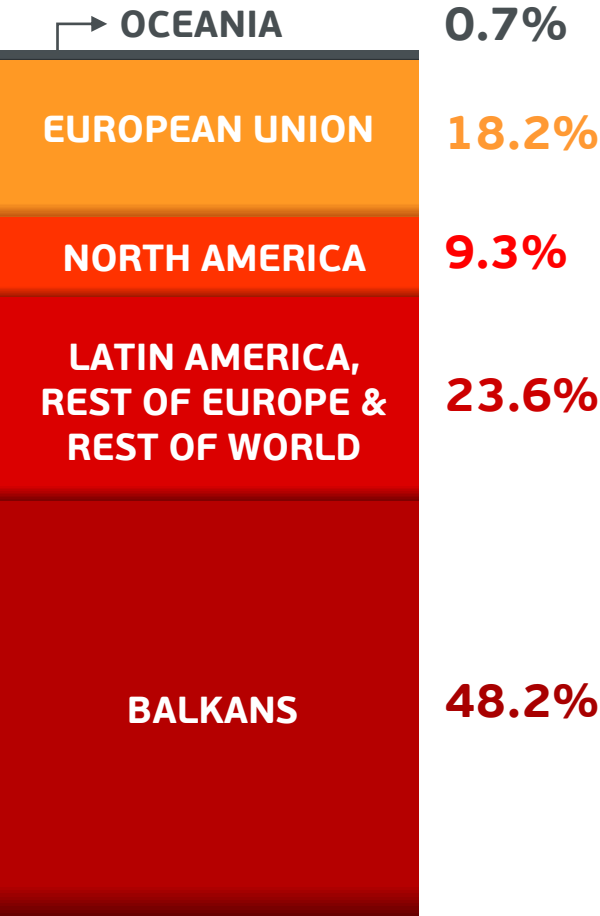


GEOGRAPHICAL REFOCUS

EBITDA 2011

EBITDA 2019

FUTURE



**Increase the share
of developed
markets**

❖ In 2019, the United States, Oceania and the European Union represented 80.7% of our EBITDA, compared to 28.2% in 2011.

MEASURES TO STRENGTHEN FINANCIAL FIGURES



to existing and
new customers

- > Readiness of Products
- > Cost reduction through
new technological
models

and creation
of synergies

Our advisors (**Evercore/A&O**) are in constant communication with our bondholders' advisors to find a model to **OPTIMIZE THE COMPANY'S CAPITAL STRUCTURE** and serve the interests of all stakeholders.

TECHNOLOGY



SERVICES



PARTNERSHIPS B2C



GROWTH B2G/B2B



OPTIMIZATION
of capital structure



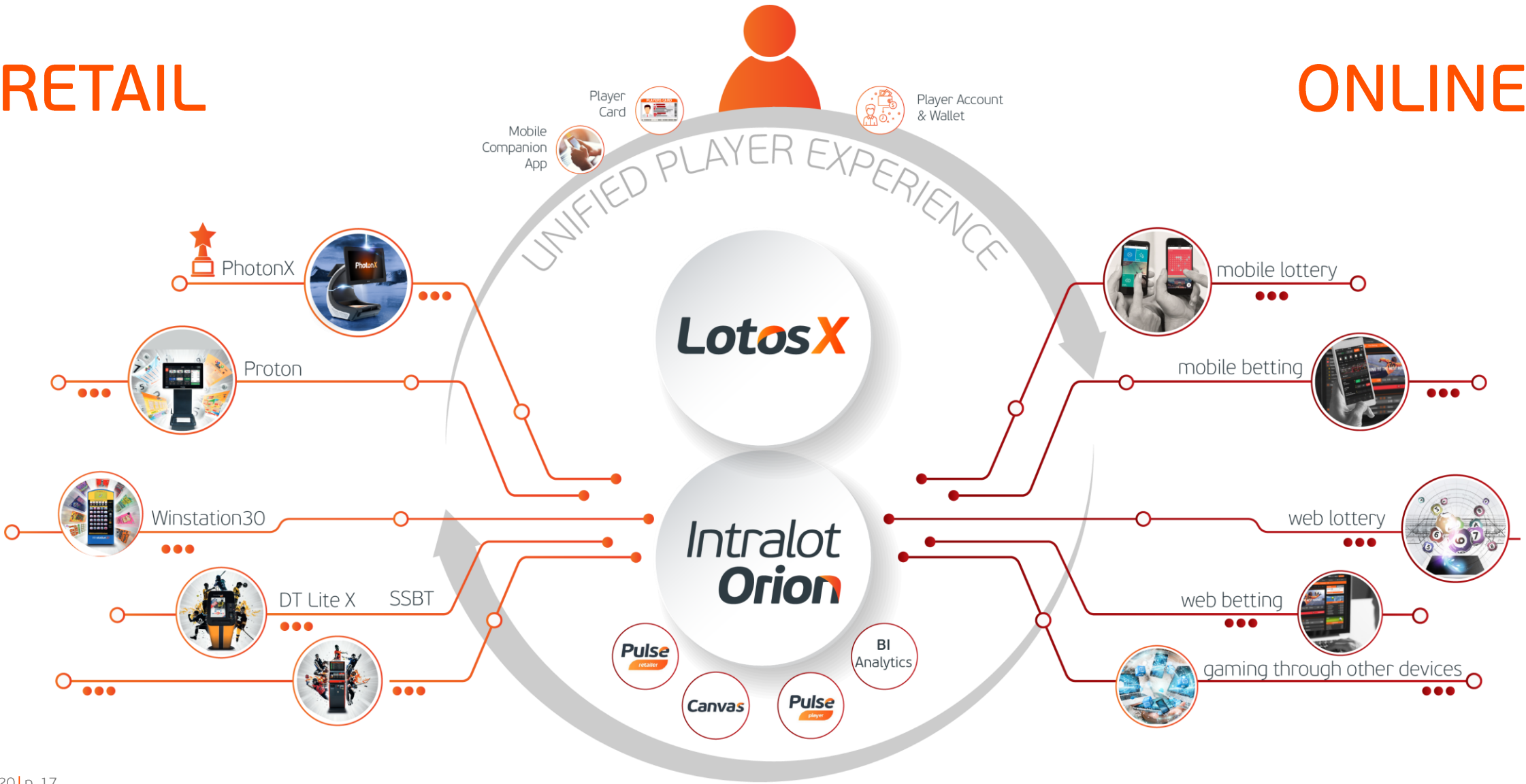
PLATFORMS and NEXT-GENERATION PRODUCTS

DRIVING DIGITAL TRANSFORMATION



RETAIL

ONLINE



IMPLEMENTING OUR STRATEGY



Launch of **INTRALOT ORION** in:

- Montana
- Washington, DC

TECHNOLOGY



SERVICES



PARTNERSHIPS B2C



GROWTH B2G/B2B



OPTIMIZATION
of capital structure



IMPLEMENTING OUR STRATEGY



New agreement and launch of **eSports in PERU**

TECHNOLOGY



SERVICES



PARTNERSHIPS B2C



GROWTH B2G/B2B



OPTIMIZATION
of capital structure



TWO NEW AGREEMENTS for delivering eSports:

- Asia
- European Union

TECHNOLOGY



SERVICES



PARTNERSHIPS B2C



GROWTH B2G/B2B



OPTIMIZATION
of capital structure



IMPLEMENTING OUR STRATEGY



Development of the brand-new product **LOTOS Xi**
for Internet Lotteries within two months

TECHNOLOGY



SERVICES



PARTNERSHIPS B2C



GROWTH B2G/B2B



OPTIMIZATION
of capital structure



IMPLEMENTING OUR STRATEGY

New contracts for the provision of **LOTOS Xi** in:

- Three US states
- One country in the European Union

TECHNOLOGY



SERVICES



PARTNERSHIPS B2C



GROWTH B2G/B2B



OPTIMIZATION of capital structure



IMPLEMENTING OUR STRATEGY



New agreement for the implementation of
Keno in the USA

TECHNOLOGY



SERVICES



PARTNERSHIPS B2C



GROWTH B2G/B2B



OPTIMIZATION
of capital structure



IMPLEMENTING OUR STRATEGY



Contract renewal

SPORTS BETTING IN THE NETHERLANDS

TECHNOLOGY



SERVICES



PARTNERSHIPS B2C



GROWTH B2G/B2B



OPTIMIZATION
of capital structure



OPPORTUNITIES



LOTOS Xi worldwide

(under discussions with customers for 6 big projects)

Sports Betting in the USA

(under discussions with customers for 5 big projects)

Online Sports Betting in Greece

in partnership with Hellenic Telecommunications Organization S.A.

New lottery contracts

(under discussions with customers for 6 big projects)

Expansion of our presence in VLT's Monitoring System

eSports worldwide

Maintaining and expanding Technology Management Contracts with Lotteries

Opportunities for establishing partnerships for licensed operations B2C

TECHNOLOGY SERVICES
GROWTH B2G/B2B



TECHNOLOGY SERVICES
GROWTH B2G/B2B



TECHNOLOGY SERVICES
ΣΥΝΕΡΓΑΣΙΕΣ B2C
GROWTH B2G/B2B



TECHNOLOGY SERVICES
GROWTH B2G/B2B



TECHNOLOGY SERVICES
GROWTH B2G/B2B



TECHNOLOGY SERVICES
PARTNERSHIPS - B2C
GROWTH B2G/B2B



TECHNOLOGY SERVICES
GROWTH B2G/B2B



TECHNOLOGY SERVICES
PARTNERSHIPS - B2C



WHAT DIFFERENTIATES US



i shapes
the
future



intralot