

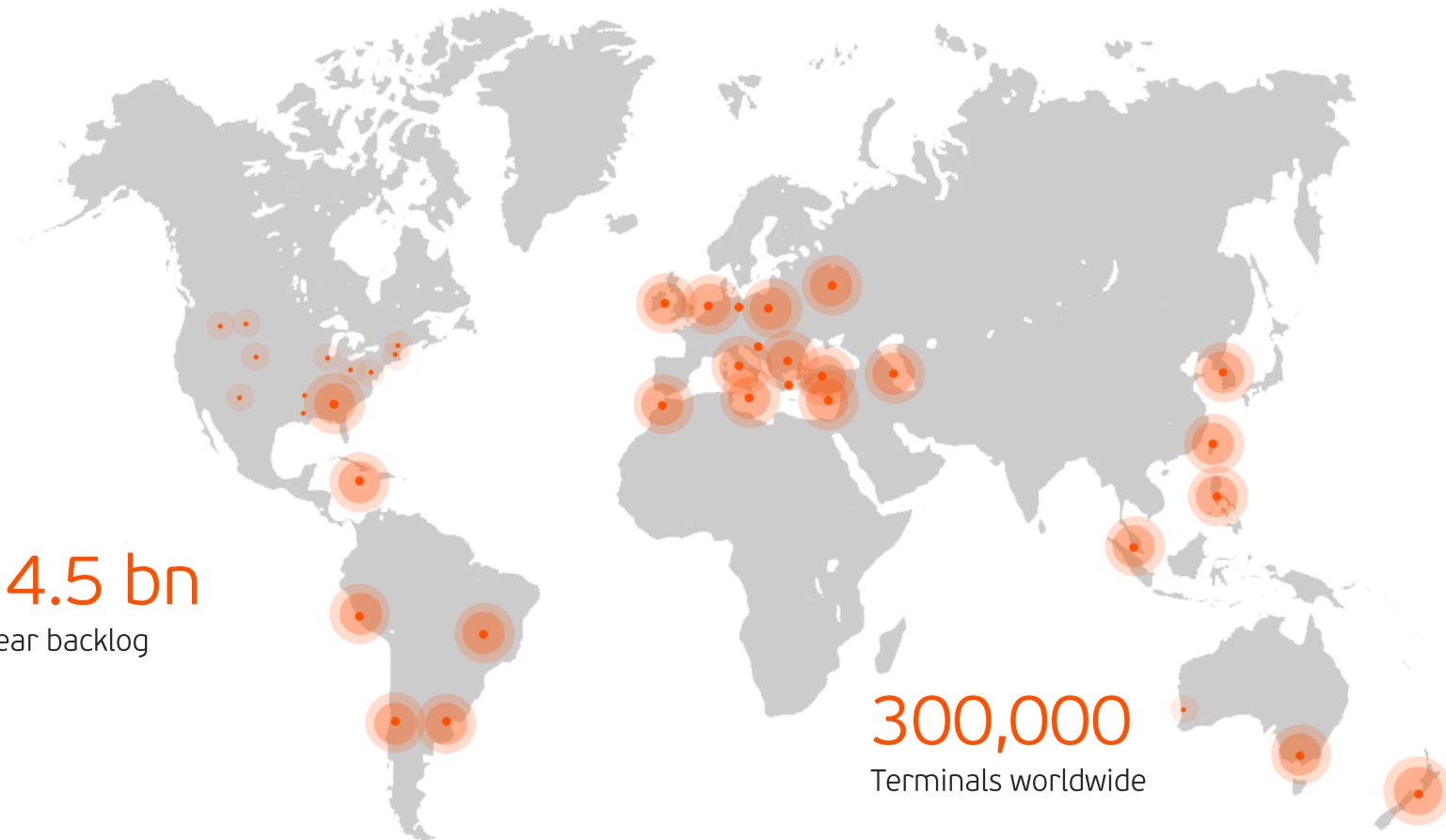
# CORPORATE PRESENTATION 2018

***intralot***



# GLOBAL LEADER IN THE GAMING INDUSTRY

€ 4.5 bn  
5 year backlog



300,000  
Terminals worldwide



29  
Countries



52  
Jurisdictions



90  
Contracts



5,100\*  
Employees



€ 1.1 bn  
Revenues in 2017



€ 24 bn  
Wagers

INTRALOT contributes decisively to the future developments of the industry as a member of the major **Lottery Associations and Global Corporate Citizenship Organizations:**



Platinu Contributor



Premium Partner



Top Sponsor



Star Contributor



Gold Sponsor



Member



Gold Member



Signatory Member



EBEN

\*3.100 in subsidiaries and 2.000 in affiliates

# INTRALOT REVENUE MIX



68%



Licensed  
Operations

21%



Technology &  
Support Services

11%



Management  
Contracts

# BROAD AND WELL-DIVERSIFIED PRODUCTS & SERVICES

## Lottery



## Sports Betting



## Technology Products & Services



## VLTs/AWPs



## Racing

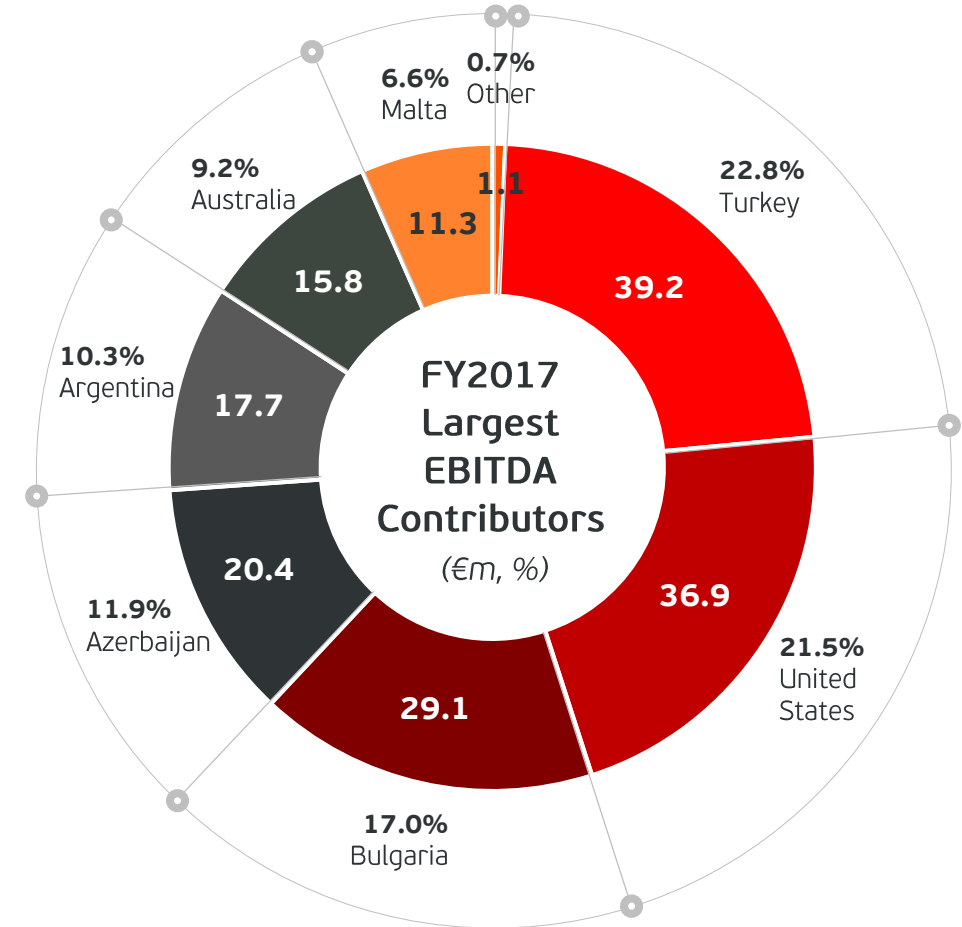
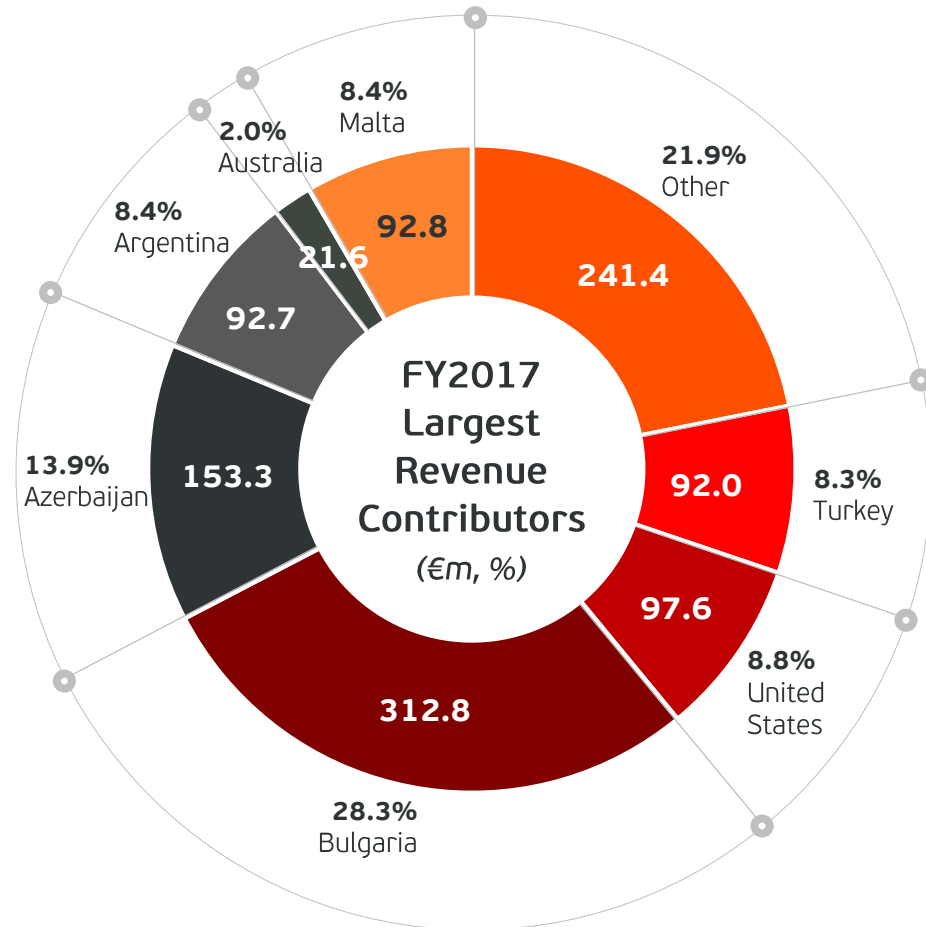


%FY17 Revenue	31.6%	55.0%	8.1%	2.9%	2.4%
%FY17 GGR <sup>1</sup>	36.0%	41.6%	15.5%	5.5%	1.4%
	<ul style="list-style-type: none"> <li>&gt; 34 jurisdictions</li> <li>&gt; 400+ games in 70,000 POS</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 12 jurisdictions</li> <li>&gt; One of the largest <b>Sportsbooks</b> globally</li> <li>&gt; &gt;30% of GGR from the Interactive market</li> </ul>	<ul style="list-style-type: none"> <li>&gt; More than 20 jurisdictions</li> <li>&gt; Support of <b>central IT systems and terminals</b></li> </ul>	<ul style="list-style-type: none"> <li>&gt; 4 jurisdictions</li> <li>&gt; 40,000+ VLTs</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 7 jurisdictions</li> <li>&gt; Pari-mutuel and fixed odds on horse betting, greyhound and virtual racing</li> </ul>

<sup>1</sup> GGR is defined as total revenue net of payout of winnings

# GEOGRAPHIC DISTRIBUTION PER COUNTRY<sup>1,2</sup>

- > Broad Geographic distribution
- > **Average sovereign rating of operations in the high BBB/Baa to low A range**



<sup>1</sup> Country Revenue and EBITDA figures include all operating and non-operating entities  
<sup>2</sup> USA metrics include also the Philippines project contribution

# BUILDING LONG-TERM VALUE



Investment in  
Geographic Refocus



Investment in  
New Generation  
Technology Products



Investment in  
Robust Financial  
Structure

# INTEGRATED SOLUTIONS

Player centric, modular solutions across verticals

the  
intelligent  
future of gaming

Holistic,  
cross-channel  
approach offering  
a universal player  
experience



**Lottery** Solution



**Sports Betting** Solution

# NEW GENERATION OF PRODUCTS

Novel intelligent design responding to modern player needs

the  
intelligent  
future of gaming

## Platforms

### LOTTERY PLATFORM

- > Ease of customization
- > Cloud based solutions
- > Infrastructure agnostic

### BETTING PLATFORM

- > Unique omni-channel features
- > Advanced trading powered by real-time alerting mechanisms and automated algorithmic pricing models

### ENABLERS

- > Pulse
- > DMS
- > Canvas
- > RGS
- > Horizon

## Channels

### ONLINE

- > Native Mobile App
- > Portal

### RETAIL

- > Terminals for the retailer
- > Terminals for the player

## Services

- > Data and analytics
- > Managed Trading Services
- > Marketing Services
- > Risk Management

## Solutions



Lottery  
Solution



Sports  
Betting  
Solution



# THE INTRALOT PLAYER JOURNEY

INTRALOT's 360° philosophy in product design reflects our holistic, cross channel, cross vertical approach.

Our goal is to serve the entire player journey, from driving player engagement, to offering entertaining and responsible gaming experiences, and retaining players.



# GO-TO-MARKET STRATEGY

## CORPORATE CLIENTS



- › Flexibility through enhanced parametrical and modular functionalities
- › Fast portfolio updates
- › Best-of-breed strategy
- › Reduced total cost of ownership

## RETAILERS



- › Revenues increase
- › Productivity gains
- › Reliable offering to customers

## PLAYERS



- › Personalized content
- › Omnichannel experience
- › Responsible Gaming

# GROWING RESPONSIBLY

Committed to the WLA Responsible Gaming framework



Preventing underage,  
illegal & problem gambling



Empowering players  
in a secure and trustful  
environment



Ethical obligation and  
sustainability commitment

# ADHERING TO THE HIGHEST SECURITY STANDARDS

**First international vendor certified according to the **World Lottery Association (WLA) Security Control Standard** since 2008**

The scope of the double **WLA SCS: 2016** and **ISO 27001:2013** certification covers:

INTRALOT Headquarters | INTRALOT Innovation Center | INTRALOT Nederlands BV  
| INTRALOT - OPAP Med Nautilus | INTRALOT Germany | INTRALOT SA Scratch  
Tickets Operation | Maltco - INTRALOT subsidiary in Malta | INTRALOT SA Scratch  
Tickets Operation | INTRALOT Gaming Services Pty Ltd INTRALOT Inc | INTRALOT  
Italia S.P.A | INTRALOT de Peru SAC | INTRALOT Ohio | INTRALOT Maroc | Bit8 Ltd. |  
TecnoAcción S.A. Argentina | INTRALOT South Carolina | INTRALOT Arkansas |  
INTRALOT Chile SPA | INTRALOT Montana | INTRALOT Louisiana



# COMMUNICATING OUR VALUES

Modernizing lotteries  
in a digital world



innovation

Driven by experience and  
passion to shape the  
future in gaming



integrity

Responsible Gaming for  
sustainable growth



inspiration

growing with partners  
in a world of  
endless possibilities



intelligence

Flexible, reliable, secure  
gaming solutions and  
systems

THANK YOU

***intralot***

Visit us at:  
[www.intralot.com](http://www.intralot.com)