

An abstract graphic on the left side of the slide, composed of flowing, organic shapes in shades of orange and red. Within these shapes are faint, semi-transparent images of a soccer player in mid-air, a horse and jockey, and a roulette wheel. A circuit-like pattern of lines and dots is also visible, suggesting a digital or technological theme.

CORPORATE PRESENTATION 2019

the
intelligent
future of gaming

intralot



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Overview

INTRALOT

A Global Leader In the Gaming Industry

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25

Countries

47

Jurisdictions

83

Contracts

€ 870.8 m

Revenues in 2018



5,200*

Employees

€ 3.1 bn

5-Year backlog

€ 17.5 bn

Wagers

285 k

Terminals worldwide

High-level partner of the major **Lottery Associations and Global Corporate Citizenship Organizations:**



Platinum Contributor



Premium Partner



Top Sponsor



Star Contributor



Gold Sponsor



Associate Member



Silver Member



Signatory Member



EBEN

*3.000 in subsidiaries and 2.200 in affiliates

INTRALOT INC.

A solid franchise with positive dynamics

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Lottery

- > Arkansas
- > D.C.
- > Georgia
- > Idaho
- > Illinois
- > Louisiana
- > Ohio
- > New Hampshire
- > New Mexico
- > Massachusetts
- > Montana
- > Vermont
- > Wyoming

Sports Betting

Partner for lottery-run sports betting

- > New Mexico
- > Montana
- > D.C.

8-y

Contract
period average

590

Employees in
2018

11%

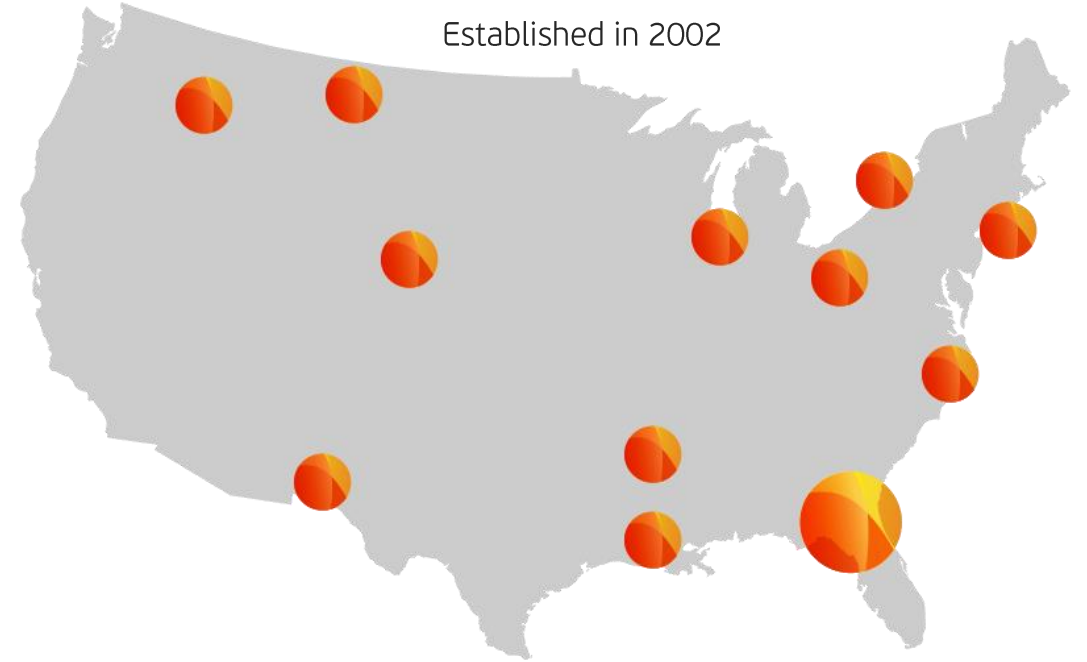
Market share
of wagers

40m

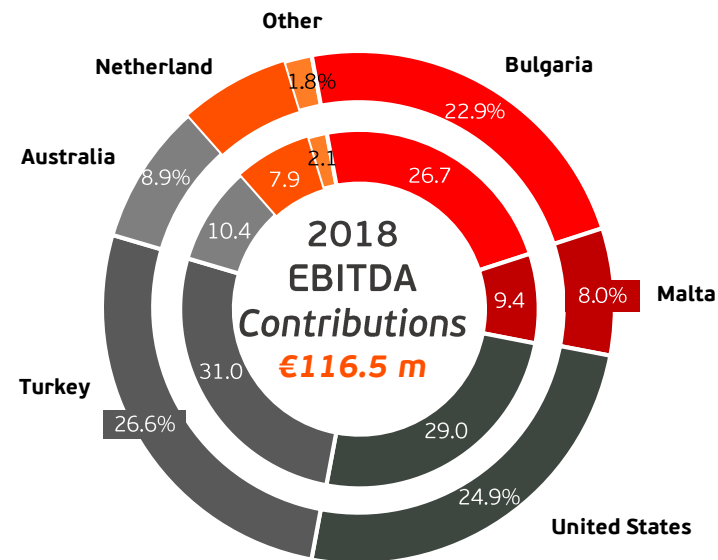
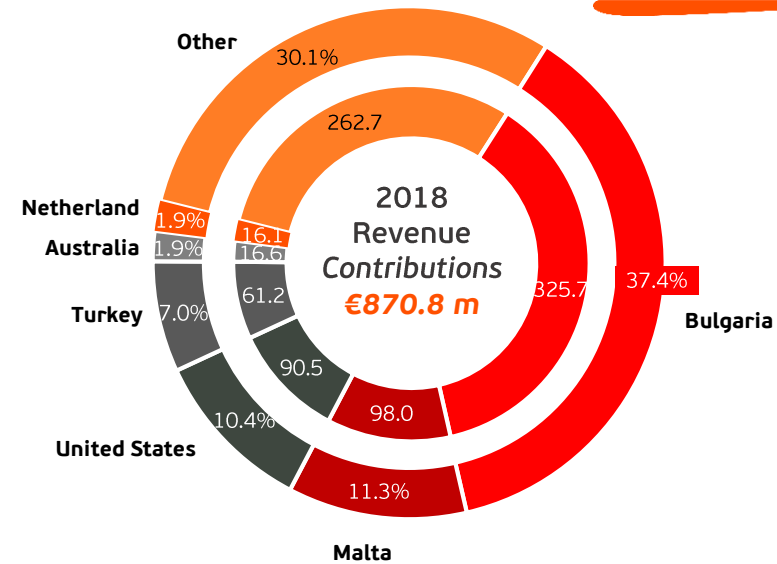
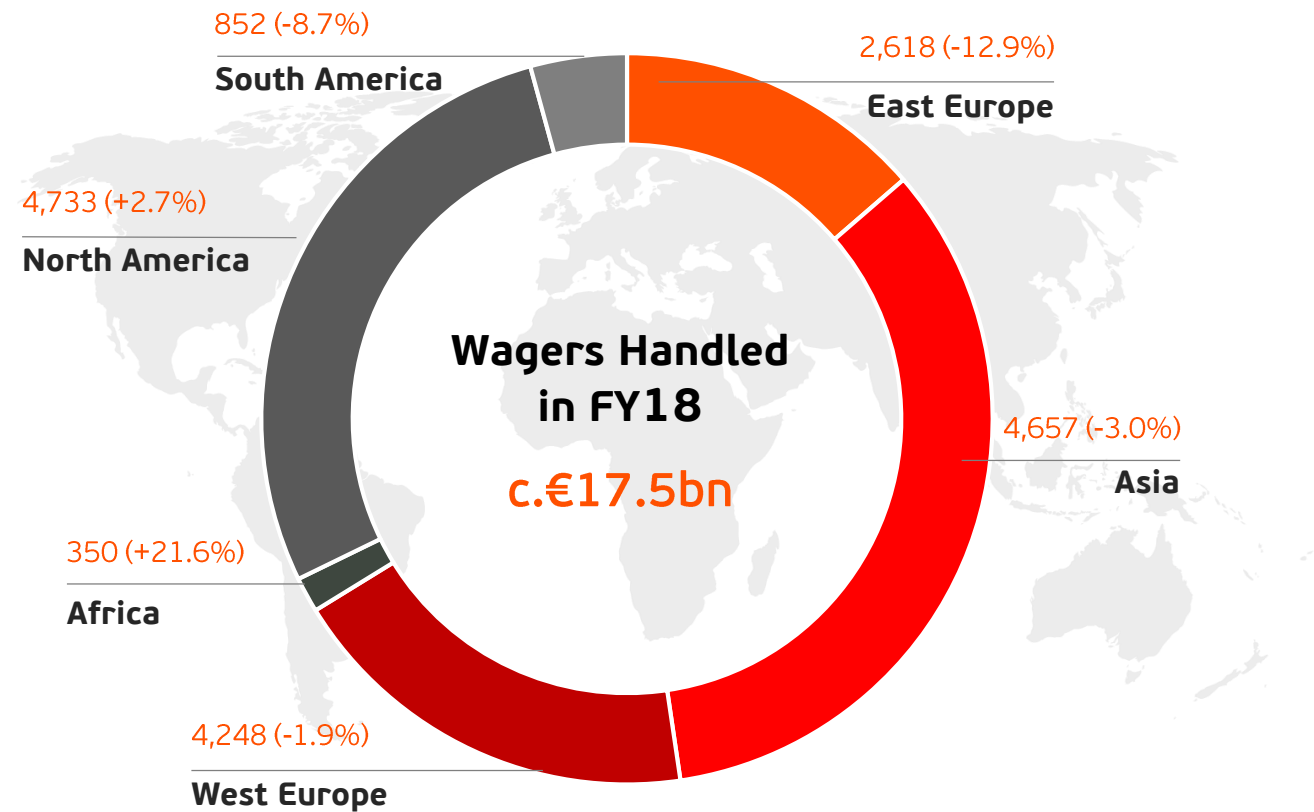
Population
coverage

INTRALOT Inc. (US)

Established in 2002



INTRALOT REVENUE MIX



BROAD & WELL DIVERSIFIED BUSINESS MODEL



LOTTERY

% FY18 REVENUE

35,7%

% FY18 GGR¹

41,4%

- › **31** jurisdictions
- › **400+** games in **70,000** POS



SPORTS BETTING

51,1%

36,8%

- › **11** jurisdictions²
- › One of the largest **Sportsbooks** globally

›32% of our Sports Betting GGR stems from the Interactive Market



OTHER ACTIVITIES

13,2%

21,8%

- › More than **20** jurisdictions
- › Support and maintenance of **central IT systems and terminals**
- › **Monitoring 40,000+** VLTs
- › Pari-mutuel and fixed odds **betting on horse, greyhound and virtual racing**

¹ GGR is defined as total revenue net of payout

² The currently suspended license in Cyprus is not included in the total count

STRATEGIC OVERVIEW

Forging a new path



VISION

- › Shaping the future of Gaming



STRATEGIC IMPERATIVES

- › Concentrate on high-growth markets of Lottery & Sports betting
- › Drive lottery digital transformation



ENABLERS

- › NextGen Technology & Products
- › People & Talent
- › Operational model & capability
- › Local partnerships & execution



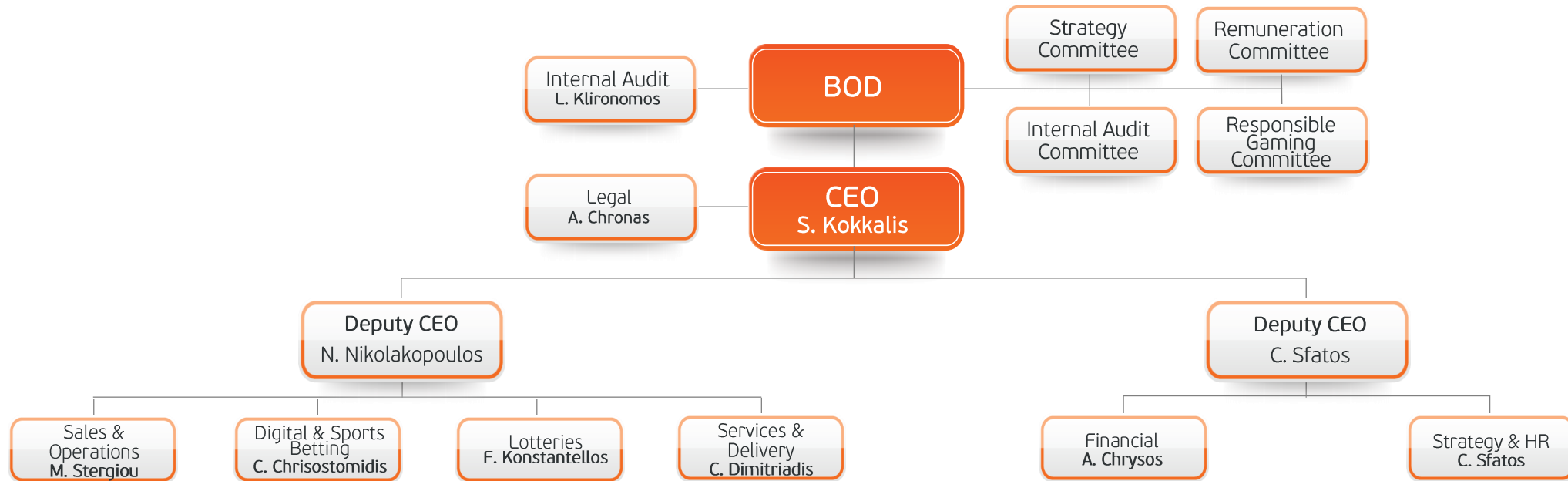
VALUES & SUSTAINABILITY

- › Unwavering Commitment to Integrity, Responsible Gaming and Sustainable Growth

ORGANIZATIONAL STRUCTURE

Committed & experienced management

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Organization structure focused on:

- > creating **synergies** & improving **efficiencies**
- > enhancing **profitability across projects/ops**
- > developing unified product strategies
- > coordinating **technical capabilities**

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PRODUCTS &
SERVICES

INTRALOT SOLUTIONS

Novel intelligent design addressing modern player needs

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Platforms

LOTTERY PLATFORM

- › Passive/Draw/Instant & Hybrid games support
- › Flexible & parametrical rules engine

BETTING PLATFORM

- › Pre/Live fixed odds games & pari-mutuel
- › Advanced trading tools & algorithmic pricing

ENABLERS

- › Player Account Management
- › Content management
- › Device management
- › Digital Signage
- › Remote gaming server / RGS

Touchpoints

RETAIL

- › Retailer Terminals
- › Self-service Terminals
- › Instant vending & hybrid terminals
- › In-lane solutions

ONLINE

- › Native Mobile App
- › Portal

Services

- › Technology & Platform deployment
- › Technical Support & Facilities management
- › Game operations
- › Sales & marketing

Solutions



Lottery



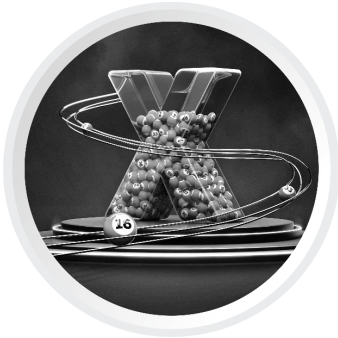
**Sports
Betting**

NEXT GENERATION PLATFORMS

Driving Digital Transformation

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Solutions



Lottery



Sports Betting



Player-centric



True Omni-channel



**Highly scalable,
Flexible & configurable
platform**



Performance

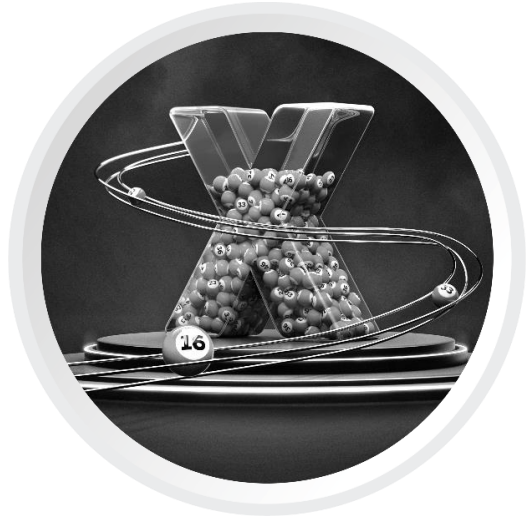


Security

NEXT GENERATION PLATFORMS

Driving Digital Transformation

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LOTOS X

- Built on future-proof microservices technology
- Highly parametrical games & draw management
- Easy to integrate through an API Gateway layer
- Infrastructure & deployment model agnostic (on-premises/cloud/hybrid)
- Ensures security, integrity, reliability & responsible gaming
- True Omni-Channel



INTRALOT ORION

- All-inclusive platform managing entire bet lifecycle (event creation, odds compilation, risk management & settlement)
- Supports a wide range of pre/live betting markets & sports
- Player-centric features including promos, bonusing, personalized pricing, cash out
- Flexible, Configurable & Highly Scalable
- Advanced Trading Tools & derivatives engine
- True Omni-Channel

CUSTOMER TOUCHPOINTS

Retailer Terminals



Self Service Terminals



Instant Vending & Hybrid Terminals



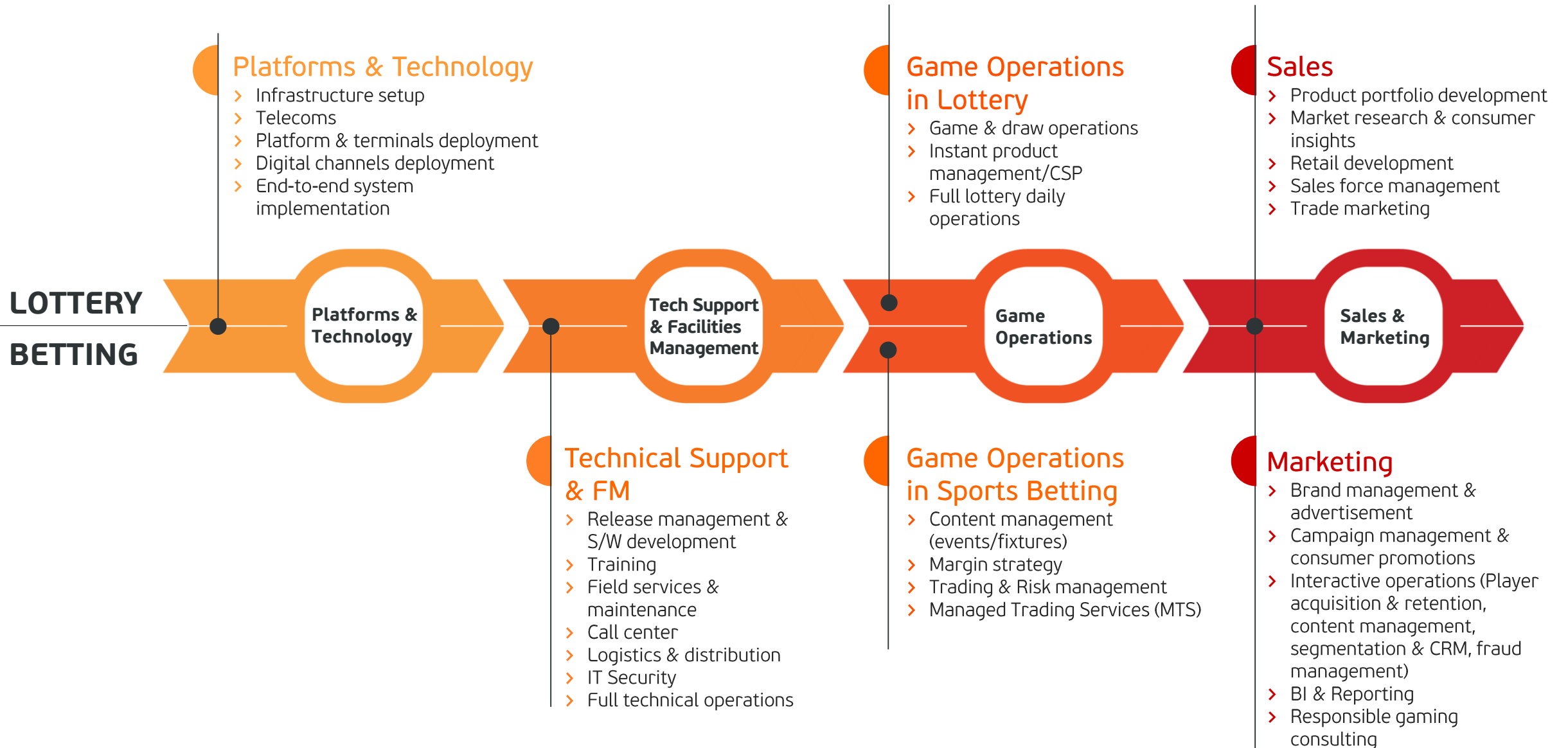
Digital Channels



SERVICES

Full coverage of the B2B & B2C value chains

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COMPLIANCE & CERTIFICATIONS

GROWING RESPONSIBLY

Unwavering Commitment to Responsible Gaming & Integrity

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Preventing
underage, illegal &
problem gambling



Empowering players
in a secure and trustful
environment



Ethical obligation
and sustainability
commitment

RESPONSIBLE GAMING & INTEGRITY ***intralot***

Our Certifications

The most prevalent industry associations worldwide have awarded INTRALOT with accreditations that demonstrate adherence to our global commitments

- INTRALOT is one of the few companies to achieve
WLA Associate Member Responsible Gaming Certification
- Our MALTCO subsidiary is accredited with both
**WLA Responsible Gaming Level 4 Certification &
European Lotteries Responsible Gaming Certification**
- INTRALOT is one of the first gaming companies to be certified under the
ISO 37001 Standard for its Anti-bribery Management System
- INTRALOT is one of the first vendors to become
GLMS Associate Member (Global Lottery Monitoring System of Sports Betting)

SECURITY & QUALITY STANDARDS



Our Certifications

- 1st vendor certified according to both World Lottery Association (WLA) Security Control Standard & ISO 27001:2013 standards, which covers:

INTRALOT Headquarters | INTRALOT Innovation Center | INTRALOT Nederlands BV | INTRALOT - OPAP Med Nautilus | INTRALOT Germany | 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

- INTRALOT maintains a strict Quality Management System certified with **ISO 9001:2015**
- INTRALOT is the 1st vendor to achieve **ISO 20000:2011** certification on Information Technology Service Management
- INTRALOT is accredited with **ISO 29993:2017** certification for its Learning Services
- INTRALOT is certified with **ISO 14001:2015** for its environmental management system

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THANK
YOU

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www.intralot.com