CORPORATE PRESENTATION 2019

intralot

Overview

INTRALOT

A Global Leader In the Gaming Industry

25
Countries

47
Jurisdictions

83
Contracts

€ 870.8 m
Revenues in 2018

5,200*
Employees

€ 3.6 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 · Member · Gold Member · Signatory Member · EBEN

*3.000 in subsidiaries and 2.200 in affiliates

INTRALOT INC.

A solid franchise with positive dynamics

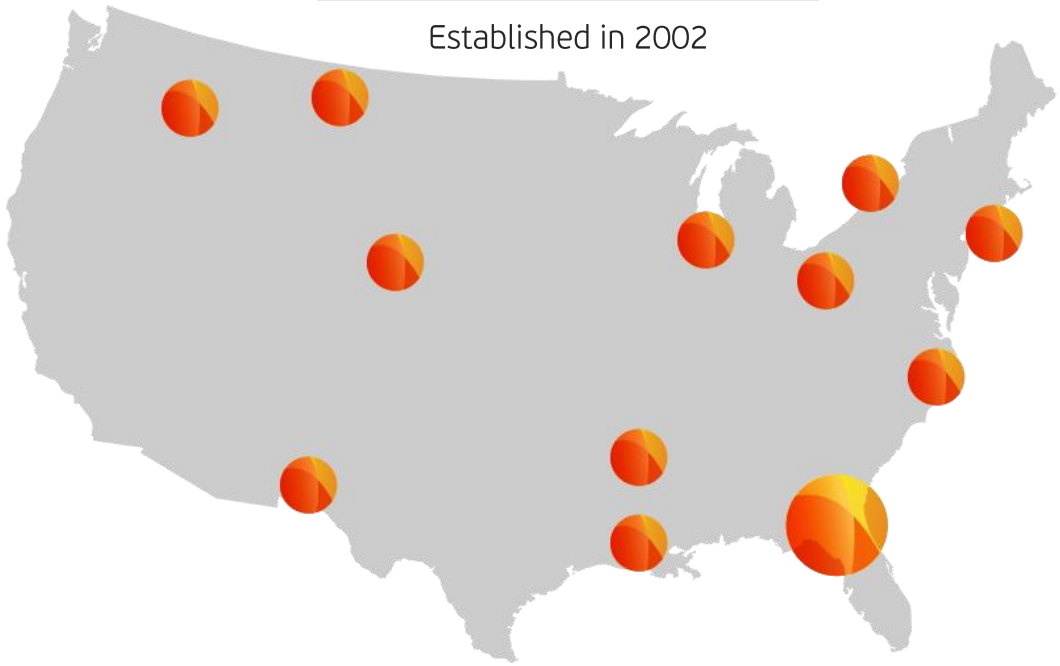
Lottery

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

8-y
Contract period average

INTRALOT Inc. (US)

Established in 2002



Sports Betting

Partner for lottery-run sports betting

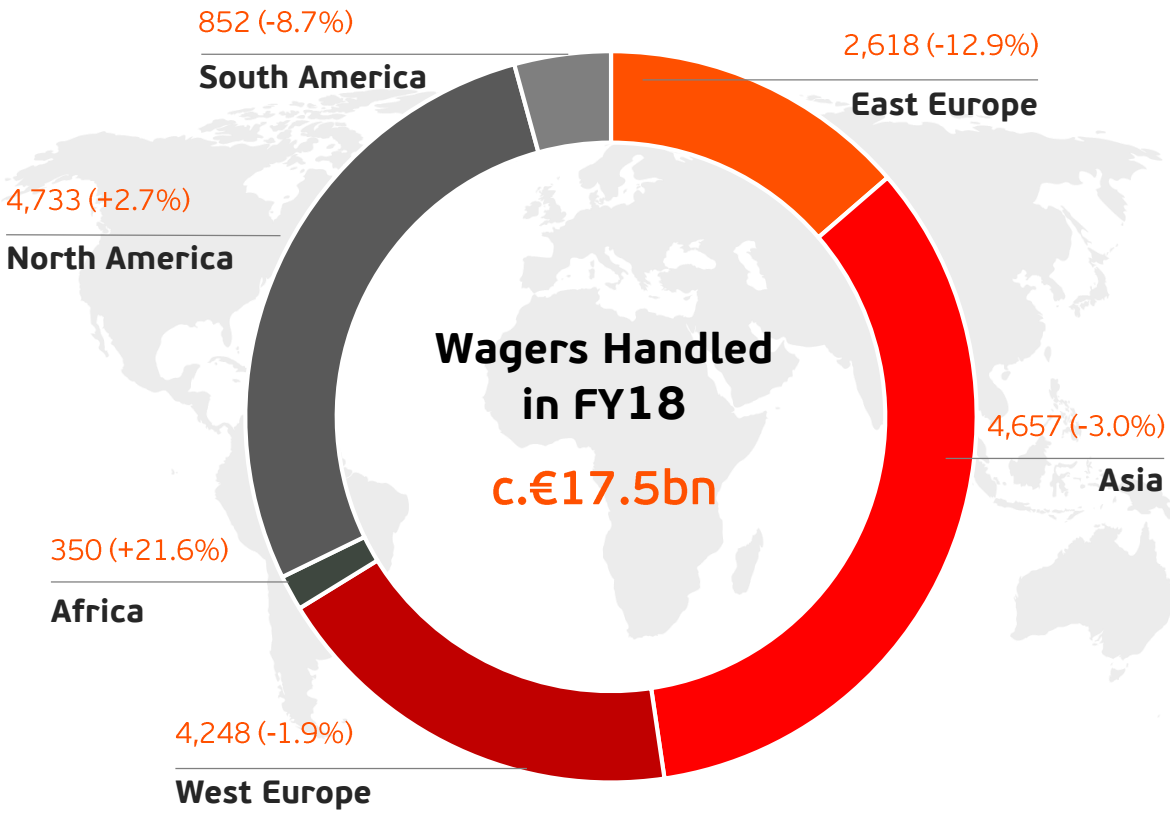
- New Mexico
- Montana
- D.C.

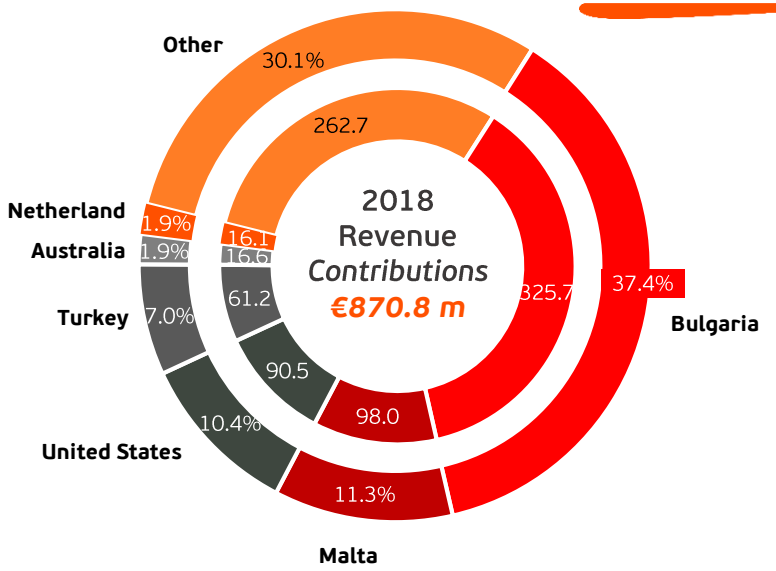
590
Employees in 2018

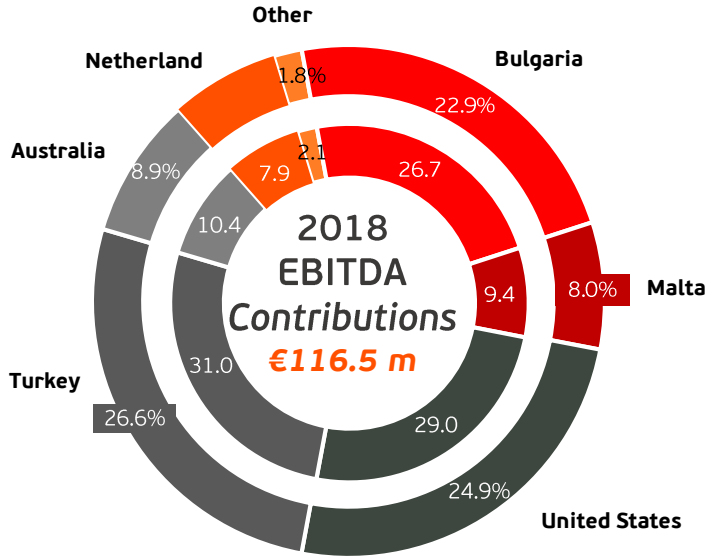
11%
Market share of wagers

40m
Population coverage

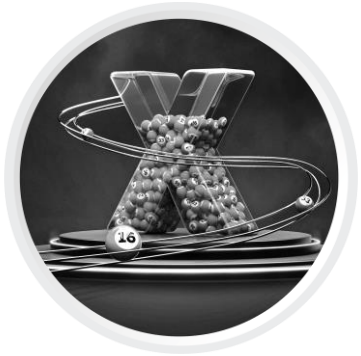
INTRALOT REVENUE MIX







BROAD & WELL DIVERSIFIED BUSINESS MODEL



LOTTERY

SPORTS BETTING

OTHER ACTIVITIES

	LOTTERY	SPORTS BETTING	OTHER ACTIVITIES
% FY18 REVENUE	**35,7%**	**51,1%**	**13,2%**
% FY18 GGR[1]	**41,4%**	**36,8%**	**21,8%**

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

- **11** jurisdictions[2]
- One of the largest **Sportsbooks** globally

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

- 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

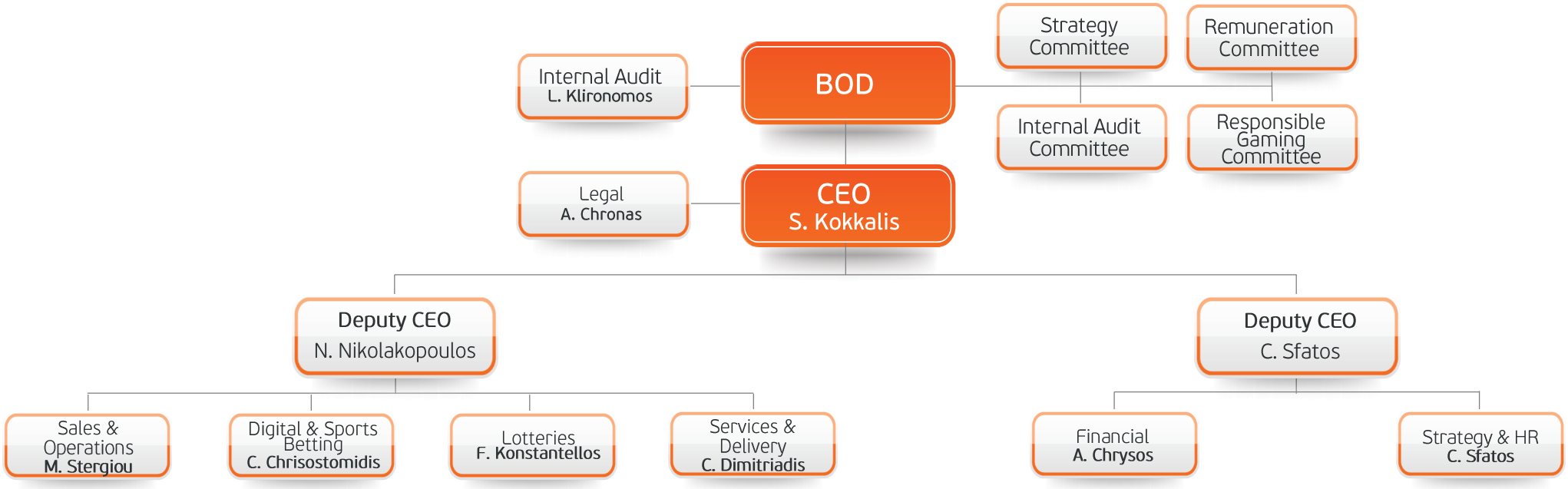
- NextGen Technology & Products
- People & Talent
- Operational model & capability
- Local partnerships & execution

VALUES & SUSTAINABILITY

- Unwavering Commitment to Integrity, Responsible Gaming and Sustainable Growth

ORGANIZATIONAL STRUCTURE

Committed & experienced management



Organization structure focused on:

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

PRODUCTS & SERVICES

INTRALOT SOLUTIONS

Novel intelligent design addressing modern player needs

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

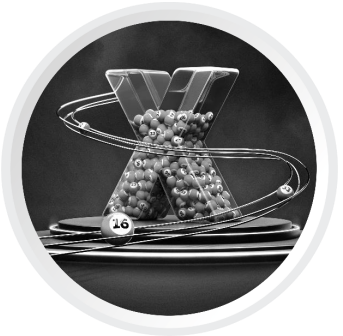
ONLINE

- Native Mobile App
- Portal

Services

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

Solutions



Lottery

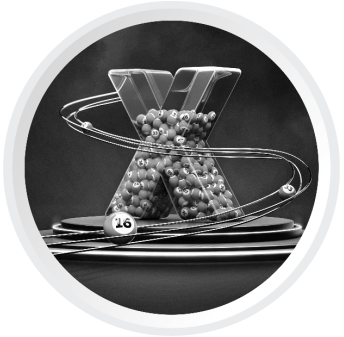
Sports Betting

NEXT GENERATION PLATFORMS

Driving Digital Transformation

intralot

Solutions



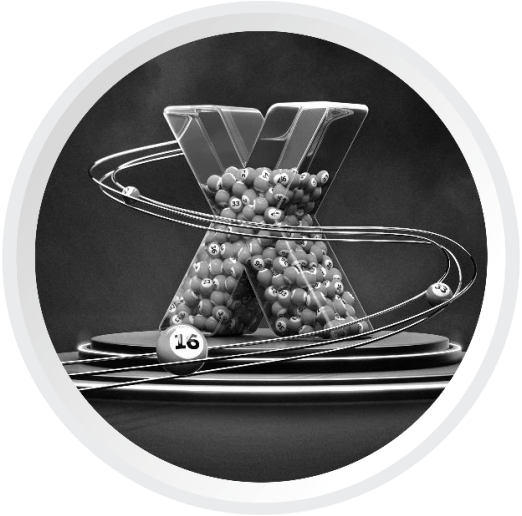
Lottery

Sports Betting

- **Player-centric**
- **True Omni-channel**
- **Highly scalable, Flexible & configurable platform**
- **Performance**
- **Security**

NEXT GENERATION PLATFORMS

Driving Digital Transformation



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

Platforms & Technology

- Infrastructure setup
- Telecoms
- Platform & terminals deployment
- Digital channels deployment
- End-to-end system implementation

Game Operations in Lottery

- Game & draw operations
- Instant product management/CSP
- Full lottery daily operations

Sales

- Product portfolio development
- Market research & consumer insights
- Retail development
- Sales force management
- Trade marketing

Technical Support & FM

- Release management & S/W development
- Training
- Field services & maintenance
- Call center
- Logistics & distribution
- IT Security
- Full technical operations

Game Operations in Sports Betting

- Content management (events/fixtures)
- Margin strategy
- Trading & Risk management
- Managed Trading Services (MTS)

Marketing

- Brand management & advertisement
- Campaign management & consumer promotions
- Interactive operations (Player acquisition & retention, content management, segmentation & CRM, fraud management)
- BI & Reporting
- Responsible gaming consulting

COMPLIANCE & CERTIFICATIONS

GROWING RESPONSIBLY

Unwavering Commitment to Responsible Gaming & Integrity

Preventing underage, illegal & problem gambling

Empowering players in a secure and trustful environment

Ethical obligation and sustainability commitment

RESPONSIBLE GAMING & INTEGRITY

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

THANK YOU

contact@intralot.com

www.intralot.com