



the
intelligent
future of gaming

ANNUAL GENERAL ASSEMBLY

June 25th 2019

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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

**3.000 in subsidiaries and 2.200 in affiliates*

€ 3.1 bn

5 year backlog

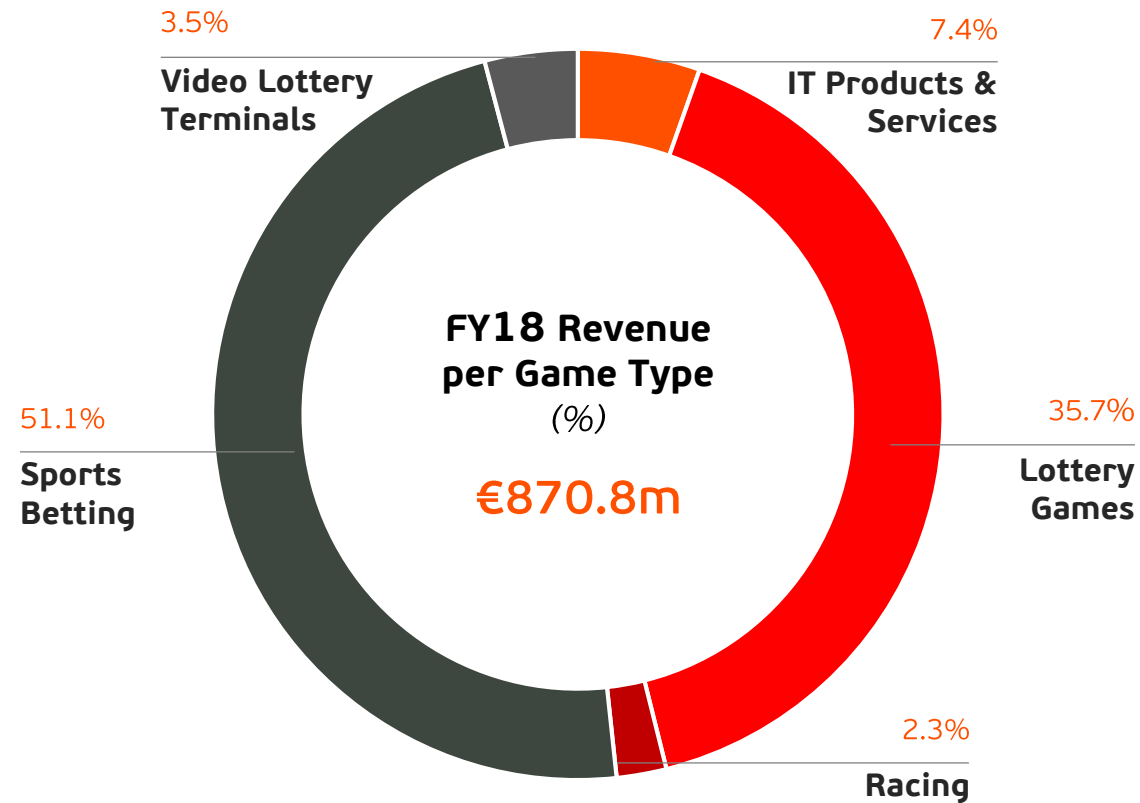
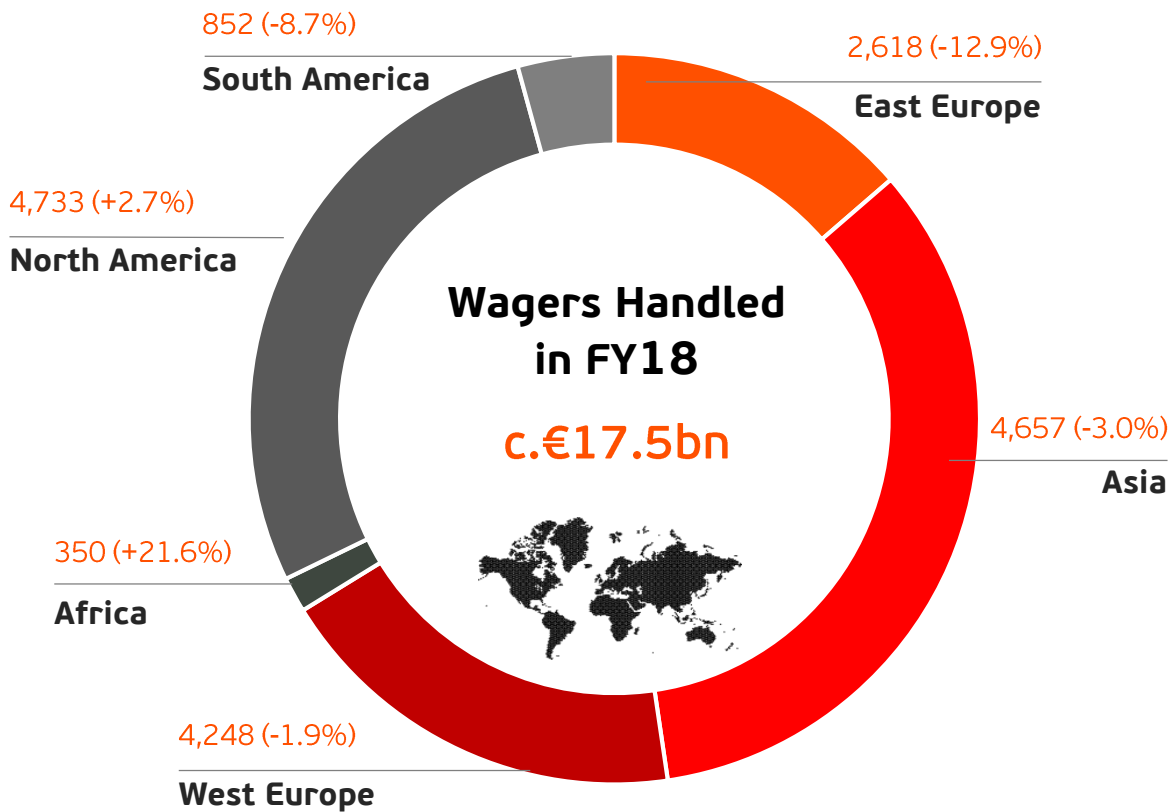
€ 17.5 bn

Wagers

285 k

Terminals worldwide

INTRALOT REVENUE MIX





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Strategic Review

STRATEGY DRIVEN BY 4 CRITICAL LEVERS

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▶ GEOGRAPHIC REFOCUS

▶ MATURITY & LAUNCH OF OUR NEXTGEN
TECHNOLOGIES & PRODUCTS

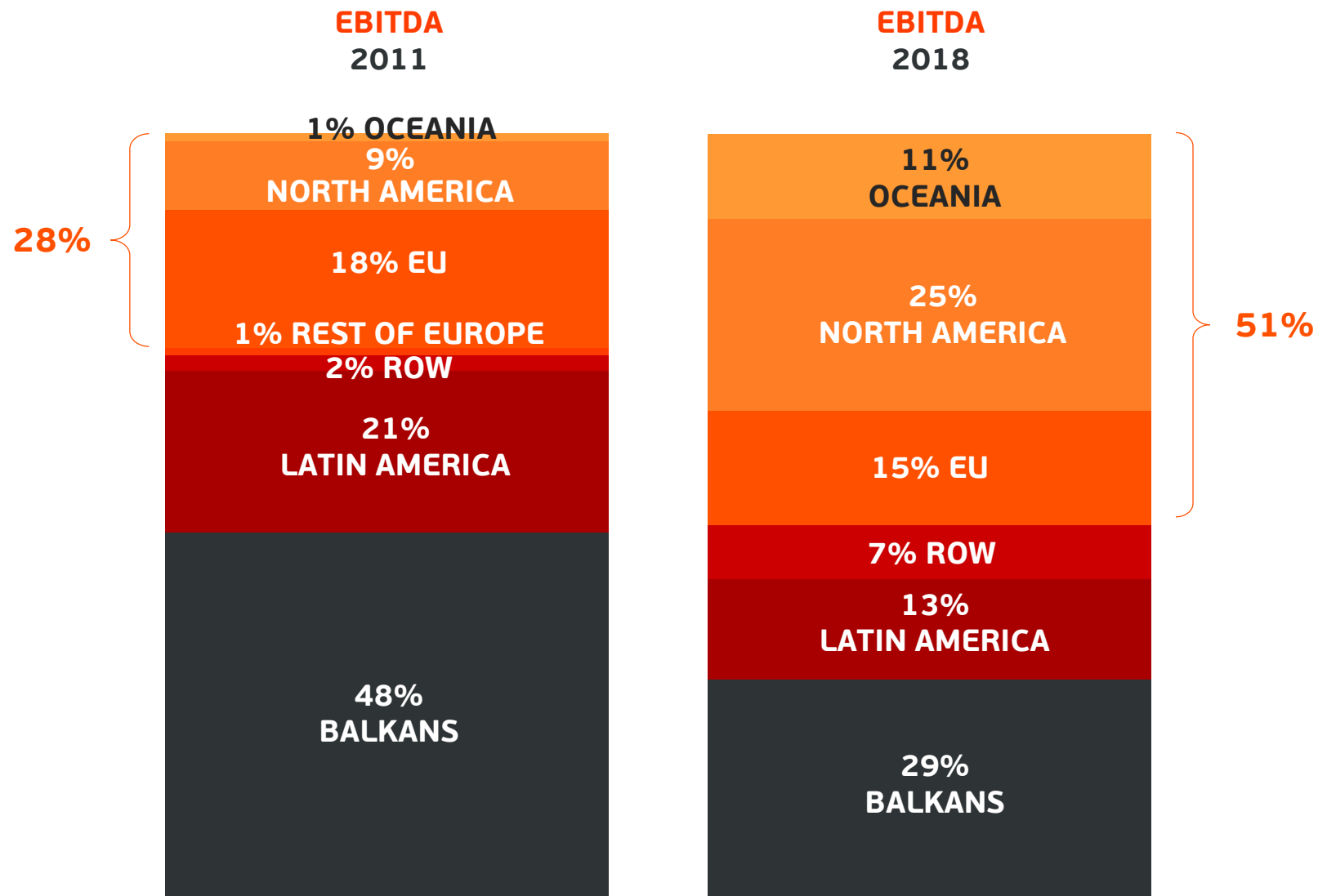
▶ FINANCIAL PERFORMANCE

▶ OPERATIONAL PERFORMANCE

✓ New Organizational Structure



GEOGRAPHIC REFOCUS



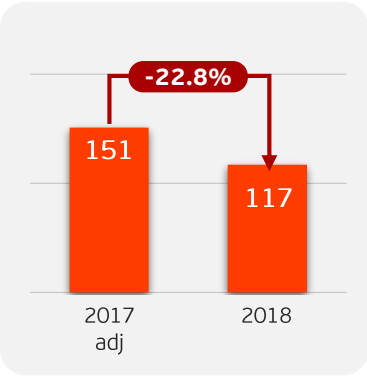
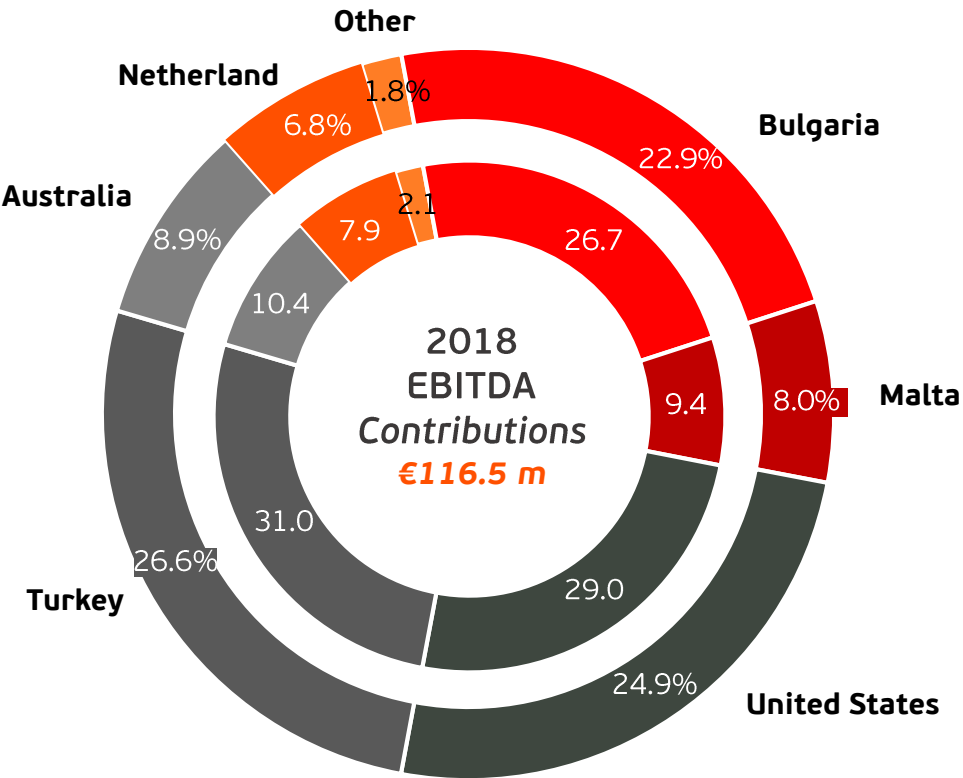
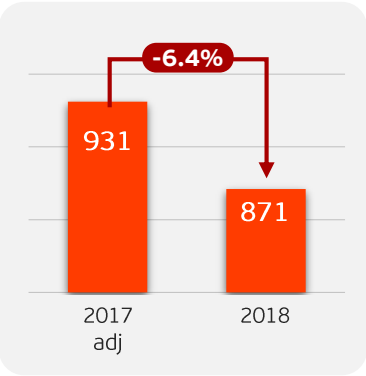
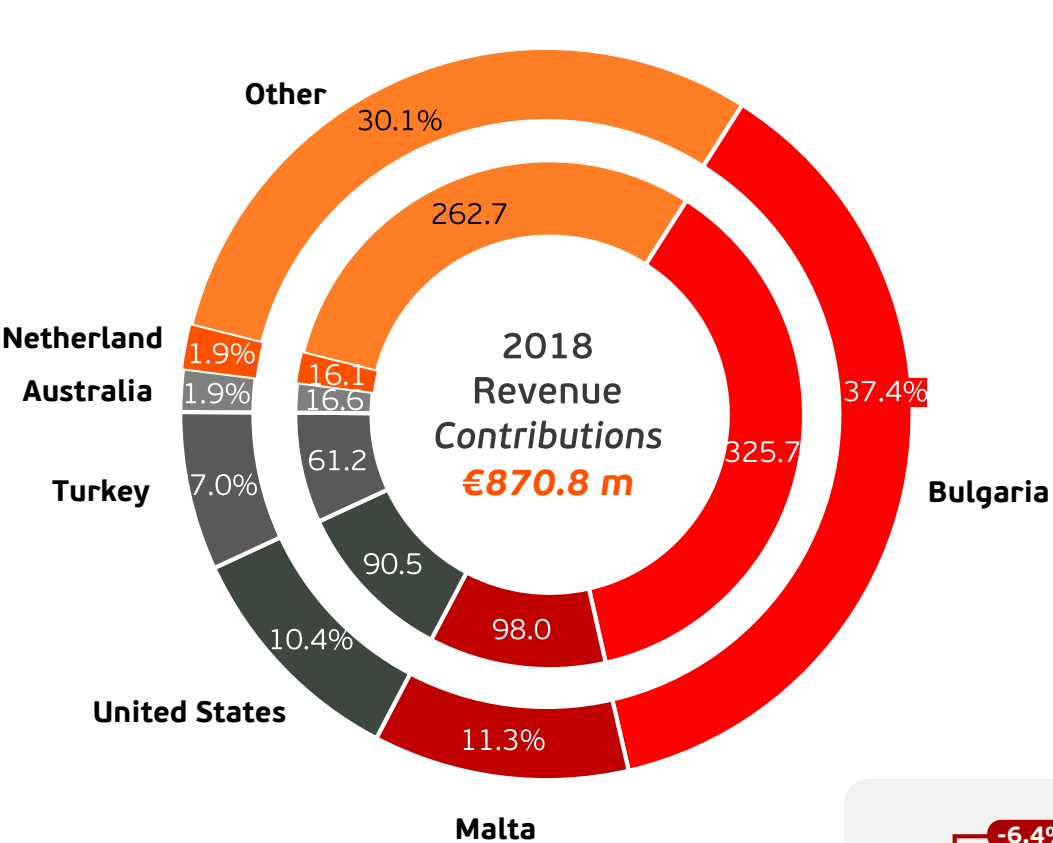
Balanced & Diversified Market Portfolio

- > Growth of developed markets' share
- > Selective divestments:
Poland, Azerbaijan



FINANCIAL RESULTS

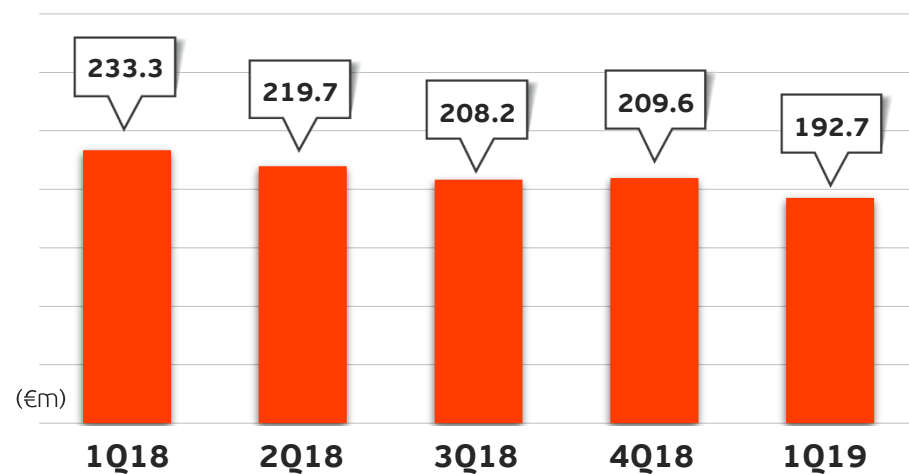
KEY REVENUE AND EBITDA CONTRIBUTIONS ^{1,2}



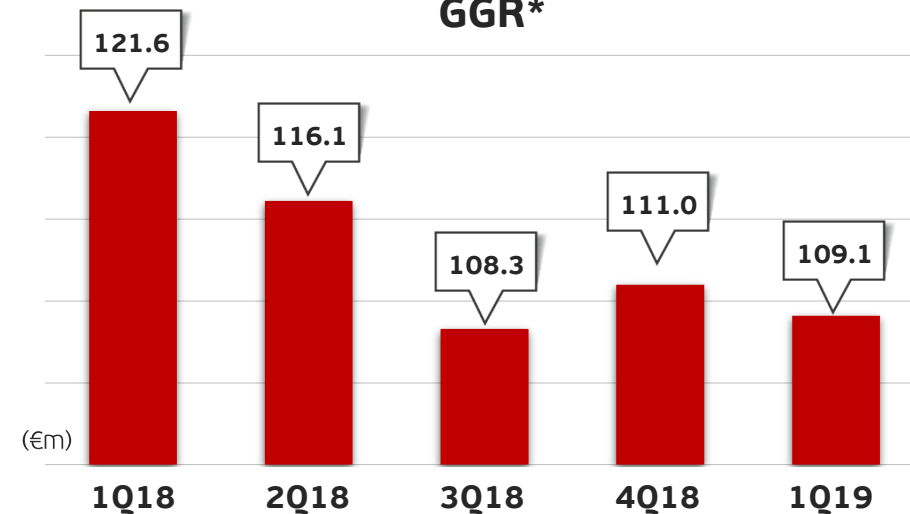
1. Country Revenue and EBITDA figures include all operating and non-operating entities
2. USA figures include also the Philippines' project contribution

FY2018 RESULTS

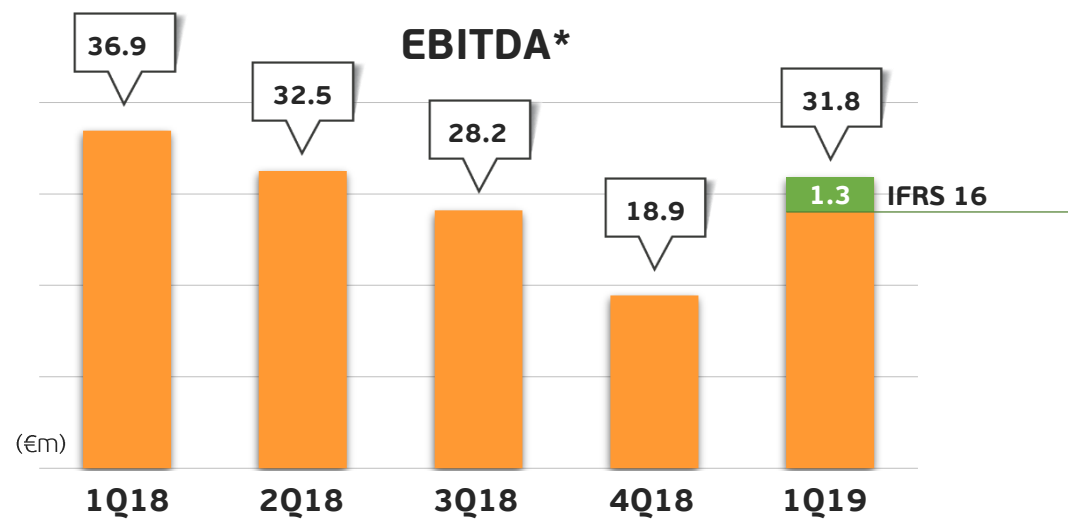
Revenues*



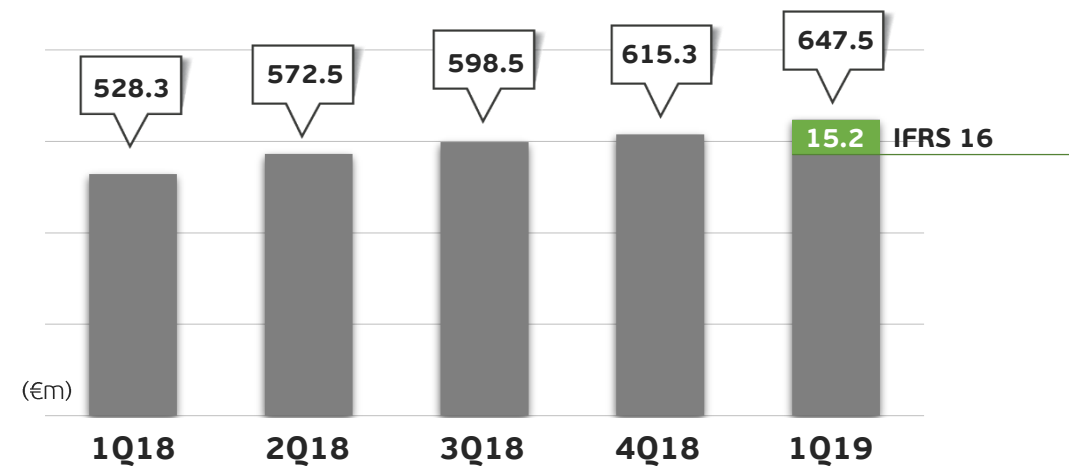
GGR*



EBITDA*



Net Debt



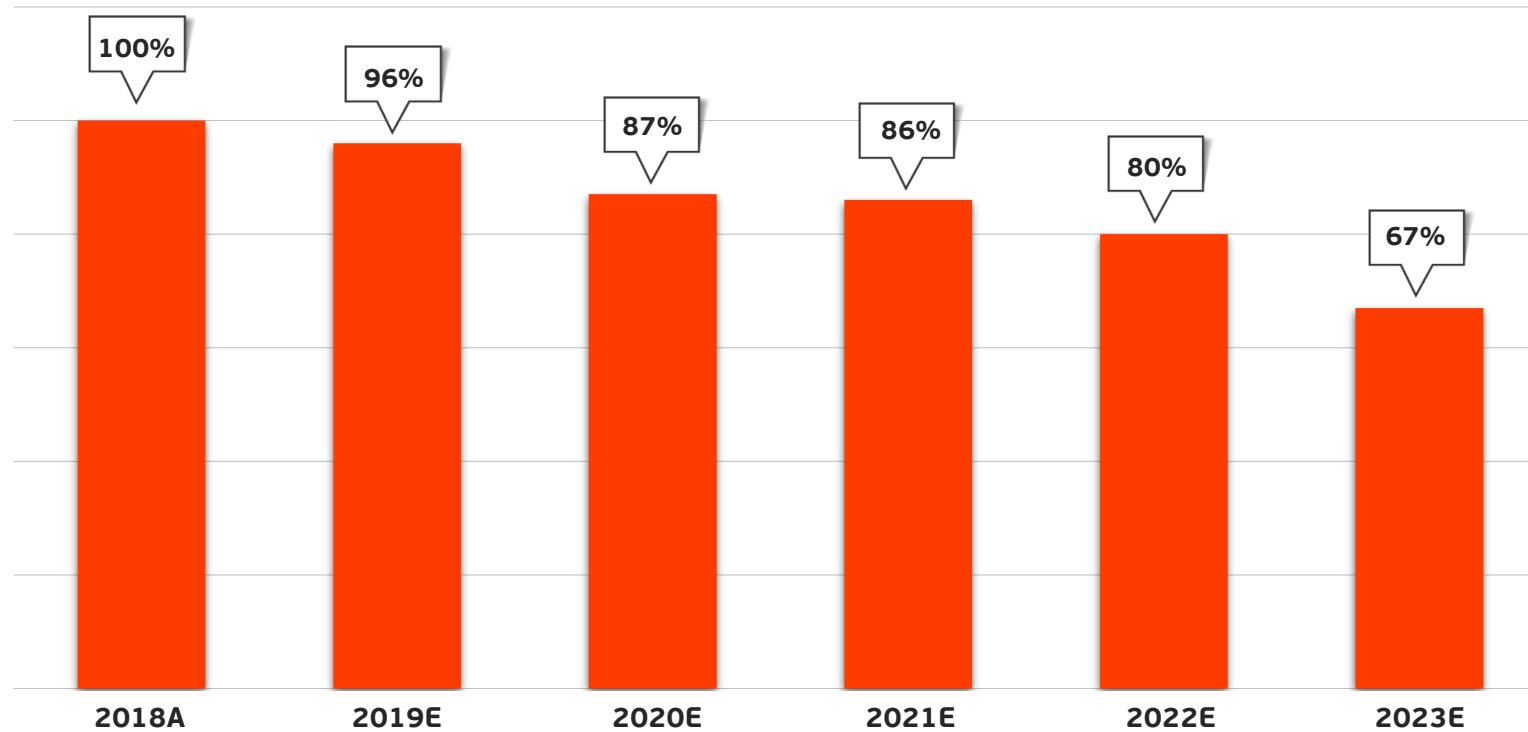
*2018 figures as per published results, excluding the impact of discontinued operation in Azerbaijan

*In 2019 figures, our Polish business is considered as discontinued operation

RECURRING REVENUE^{1,2}

Expected Revenue from Signed Contracts (% of FY2018)

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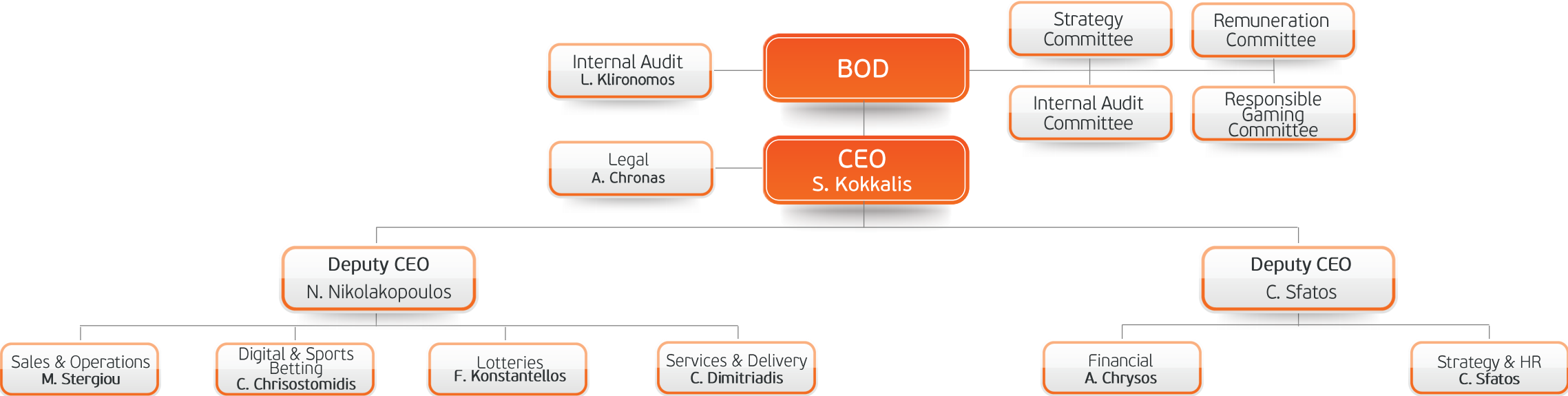
¹ Expected option of contracts' renewal is included

² Excluding the impact of our discontinued operation in Poland



- ▶ ORGANIC GROWTH OPPORTUNITIES
- ▶ COST CONTAINMENT
 - › Product maturity
 - › Process automation
 - › Technology specialization
 - › Operational Efficiencies & Synergies
- ▶ DISPOSAL OF NON-CORE ASSETS

NEW ORGANIZATIONAL STRUCTURE





PRODUCTS & SERVICES



NEW OPERATIONAL MODEL

> Recent organization realignment is aimed at:

- ✓ creating **synergies**
- ✓ improving **efficiencies**
- ✓ enhancing **profitability across projects/ops**

> New structure includes:

- ✓ two vertical Divisions (**Lottery & SB/Digital**),
each responsible for core product design & development
- ✓ a central **Services & Delivery** Division, responsible for project management & solution delivery & support
- ✓ a single customer interface through a **Sales & Operations** Division,
responsible for sales/business development & operations/account management

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LOTTERY



SPORTS BETTING



Services & Delivery

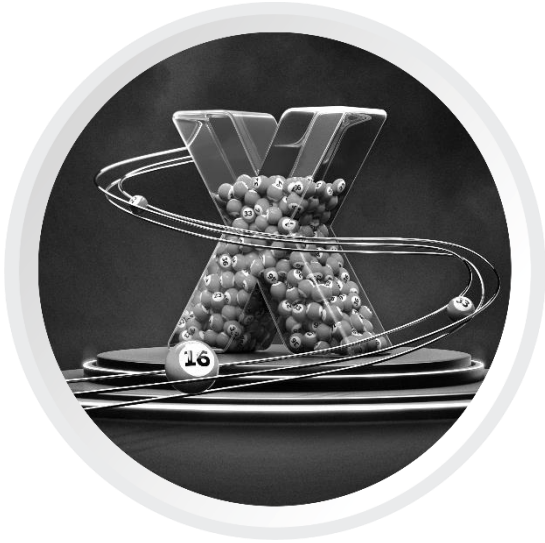


Sales & Operations

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

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MARKETS

Major Contracts Secured



- Lotto Hamburg – Germany



- Nederlandse Loterij – Netherlands



- MDJS - Morocco

New Markets Contracts



- Hravatska Lutrija - Croatia



- BCLC - Canada

BUSINESS DEVELOPMENTS

U.S. Market

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Contract renewals

- > New Hampshire
- > Wyoming
- > New Mexico

Launches

New system for

- > Camelot Illinois
- > Cashless play in Ohio

Sports Betting

Partner of choice for 3 Lotteries

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

8-y

Contract
period average

590

employees in
2018

11%

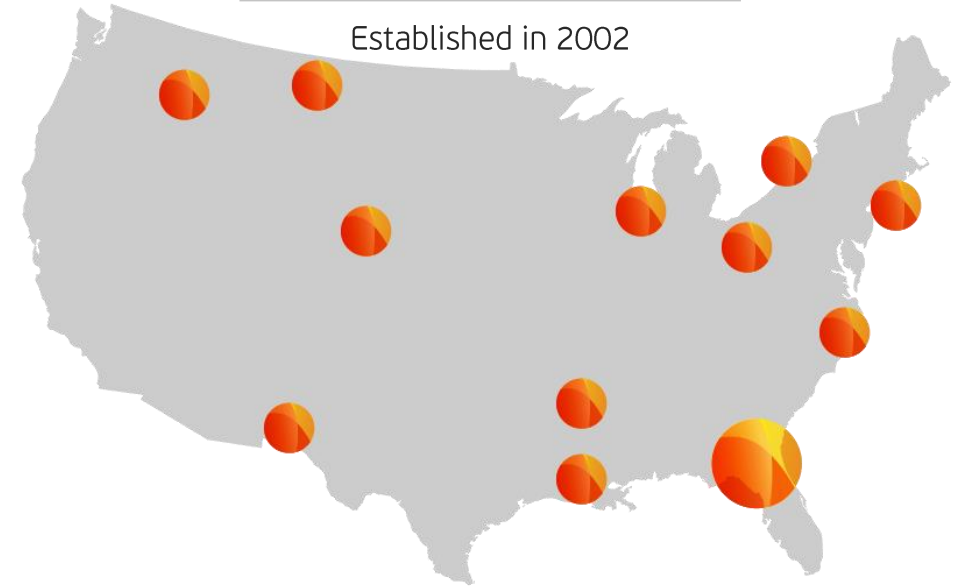
Market share
of Wagers

40m

Population
coverage

INTRALOT Inc. (US)

Established in 2002



FUTURE OUTLOOK



GLOBAL Opportunities



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THANK
YOU

www.intralot.com