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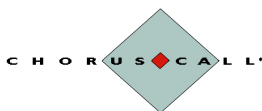
"First Half 2016 Financial Results" Conference Call

Monday 5th September 2016, 17:00 (GR Time)

Conductors:

Antonios Kerastaris, Group CEO,
Giorgos Koliastasis, Group CFO
Nikolaos Pavlakis, Group Tax & Accounting Director
Elias Athanasiou, Group IR Director

Conference Call Conducted by Chorus Call Hellas



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OPERATOR: Good afternoon ladies and gentlemen, this is the Chorus Call Conference operator.

Welcome and thank you for joining Intralot's First Half 2016 Financial Results Conference Call.

At this time, I would like to turn the conference over to Mr. Elias Athanasiou, Group IR Director.

Sir, please go ahead.

ATHANASIOU E: Yes, hello everyone. We would like to welcome you to this conference call for INTRALOT's, First Half 2016 Results. Together with Mr. Kerastaris our Group CEO, Mr. Koliastasis, our Group CFO and Mr. Pavlakis, who is our Group Tax and Accounting Director, we will briefly review INTRALOT's financial results and operating achievements for the six months ended June 30th, 2016. Following the very brief presentation, we will be at your disposal for any questions you may have.

Please Mr. Koliastasis, go ahead.

KOLIASTASIS G: Thank you very much, Elias. Good afternoon, everybody. Welcome to our first semester 2016 results. If you go on the presentation part in Slides 4 and 5, you will see the highlights of our financial performance in the first semester and in Q2. There is a significant improvement in all aspects of our financial ratios, being that either revenues, EBITDA, NIATMI and the stabilization of our net debt.

If we go on Slide #5, we will see on the revenue side that on the quarter level we have a 13.3% improvement on the top-

line, which if we do it on a constant foreign exchange rate this improvement is at 26.2% driven by performance... by better than prior year performance in specific markets, this being Bulgaria, US and Turkey, and a significant improvement also in our GGR ratios.

In EBITDA, you will see that we have a 17.1% improvement on the quarter, which brings the total figure at 10.9% on the first semester, compared to the same semester the year ago, and this has reflected in a significant reduction of the loss of the... at the NIATMI level, which is also depicted in Slides 5 and 4 on the bottom left.

Now, in terms of the net debt, there is a continuing stabilization of the net debt performance. You will see from the reported figures in Slide 5 in the bottom left slide that there is an increase that can be attributed in the M&A activity in Italy, and also in the timing effect of a dividend outflow at the end of the first semester. And it has to do with just timing effect and distribution of dividends in one of the joint ventures.

If you see on Slide 4 on the bottom right, you will see there that the net debt in the last four quarters is stable at around €490 million. And I think now, we can pass to Elias for the segmental performance.

ATHANASIOU E: Thank you very much. Going on to Slide #9, we have the contract sales breakdown. In the first half of 2016, license operations contributed something more than 73% management contracts of 9.4%, at the close it was 17.4% . Last year on a like-for-like basis, on a continuing business basis, license operations was something around 76%, something less than

76%. And to try to take some more color, including Italy and Peru, last year this was 82% from last year profit by 6% the revenue from next year

Going on to slide, next Slide 10; an analysis on our revenues per product. Sports betting, sales were slightly softened than last year, Bulgaria and Turkey grew, but this growth was counterbalanced by the lower performance in Azerbaijan.

Numerical Games posted an important growth of more than 5%, the new Virtual Games that we have introduced in Bulgaria were the main contributors to this category, followed by strong performance in the US, and on the negative side we had the... a lower performance in Jamaica with our subsidiaries there "SVL."

VLTs, AWP business grew a substantial 76% in the first half. This was primarily driven by the new contract in the US for the monitoring system there and the ongoing improvement that our Australian contract has in the country.

Racing was down 34%, Azerbaijan was the main reason for this. IT products and services, plus 5.7%, the US was the main contributor for this growth here, leaving the consolidated growth rate of 3% for the full year.

Going on to the next Slide 11, the Numerical Games are the biggest contributor, following the transactions in Italy and Peru, followed by sports betting which is now approximately 35% of our total turnover. IT products and services are around 12%, VLTs have grown; we show on the previous slide... had substantial growth in the first half, have reached a 3%, and racing is 2.5%.

Going on to Slide 12, wagers on a regional basis, Eastern Europe had a more than 3% increase, primarily driven by Bulgaria and Turkey and Asia. Western Europe was a bit softer. However, the slightness in performance was strongly counterbalanced by Germany and Netherlands. North America we mentioned before, strong Numerical Games and strong VLT games. South America was down by 13.6%, mainly driven by lower performance in Jamaica and Argentina, mainly due to FX reasons there.

Asia down a 7.6%, Philippines was stronger but lower performance in Taiwan and Azerbaijan, counterbalanced this performance in the Philippines. And Africa was up by 21%, primarily driven by Morocco and our new business in Kenya, leading the total growth rate of wagers to 0.8% for the first half of the year.

Going on to Slide 13, the total wagers that we handled in the first half exceeded €12 billion, this was a 0.8% increase compared to the same period of last year. The main contributor is Asia with close to €4 billion, North America approximately €3.3 billion, Western Europe follows with €2.5 billion, Eastern Europe was €2 billion, South America €400 million and Africa €106 million.

This brings us to the end of the very short presentation. I would like to invite our CEO for a very brief comment and then the Q&A session will follow. Thank you very much.

KERASTARIS A: Good afternoon, everybody. Our results for the second quarter reflect the impact of our successful efforts portfolio reorganization, through a dynamic roadmap of new products

and services. Obviously, this is the beginning of this new effort, so more to come in the next quarters. And the geographical rebalancing of our presence assisted by completed organizational changes and cost containment. So practically, all of the things that we have been discussing for the last 18 months in those conferences are starting to materialize, and we are already seeing the first hard evidence translated into figures of this effort that started 18 months ago.

We are particularly encouraged by high growth rates in mature market, such as the US, as a clear sign of competitiveness gains, and we are committed to further business development in North America and other promising regional markets, such as Africa and East Asia.

With that opening comment, we are ready for your questions.

Q&A

OPERATOR: We have a question from the line of Mr. Draziotis Stamatis from Eurobank Equities. Please go ahead, sir.

DRAZIOTIS S: Yes, hi there. And thank you very much for taking my questions. I have three questions, if I may, please. The first one has to do with your business in Peru following the signing of the agreement for the disposal of the business there. Could you please tell us the financial envelope related to this transaction and what sort of cash injection we should anticipate in the second half of this year, please? And related to that, assuming there is no other M&A besides what you have already announced i.e. Peru, Italy and Eurobet, do you anticipate to end the year on higher or lower net debt position relative to the

€480 million 2015 year-end position, please? So that was my first question.

Secondly, there was a slight pickup in the payments to minority shareholders which you talked about before; you basically said there was a timing issue. Could you elaborate a bit on what this relates to, and whether this has to do with the distribution of prior year profits of reserves, please? And a last question would be, if you could tell us what continuing gross gaming revenues, EBITDA and net profit was in FY '15, please i.e. excluding Peru and Italy. Thank you.

KERASTARIS A: So very quickly on Peru and the other M&A activities. We have announced that the transaction in Peru is going to be a transaction on the EV north of seven times EBITDA. So it is a valuation that captures the potential of the business in this country going forward. We will maintain a 20% share in the Company, and we will maintain a technology and management contract assisting our partners in running the business. We expect the transaction to be completed by the end of the year. And the inflow, the cash inflow from this transaction is going to be significant. And that I would... that also answers I think your question about the net debt at the end of 2016.

And at the same time we are working on a number of other M&A transactions that will be announced when they become, if and when they become mature. On the minority and shareholders issue and the continuing performance, I will pass you on to George Koliastasis.

KOLIASTASIS G: Okay. On the minorities, our joint venture in Turkey distributed dividends on the last day of the semester, so it is purely

accounting. But, the cash that was in the Company is not consolidated further because it has been distributed based on the shareholding status of the Company, and has not been recreated in order to be reflected in our results, that's why it was the comment on the timing issue.

We take dividends from our joint ventures on a systematic way, it has to do mainly and we have received dividends from our joint ventures in Turkey significant dividends in the past quarters. And this was just due to the reason of the date that the dividends were distributed; so this is for the minority dividends.

Now, on the GGR, the GGR from the continued operations of last year, first semester last year was in the range of €331 million, and the EBITDA was... you know, that it already reflected in our accounts which is €80 million. With last year raise the GGR of the current year is north of €375 million, and the EBITDA is north of €100 million.

DRAZIOTIS S: Thank you very much. Yes, just a follow-up. What was the continuing GGR in... and EBITDA in the full year of 2015, adjusting for the continuing operations?

KOLIASTASIS G: I don't have it right now. I think it was in the range of €940 million, but I have to review.

DRAZIOTIS S: Okay. Thank you very much. And just, yes... I think that's okay for now, actually, yes. That's fine, thank you.

OPERATOR: Gentlemen, there were no more questions registered at this time. You may now proceed with your closing statements.

KERASTARIS A: I would like to thank you very much for joining us today. And see you again in three-months. Thank you very much everybody. Bye-bye.