



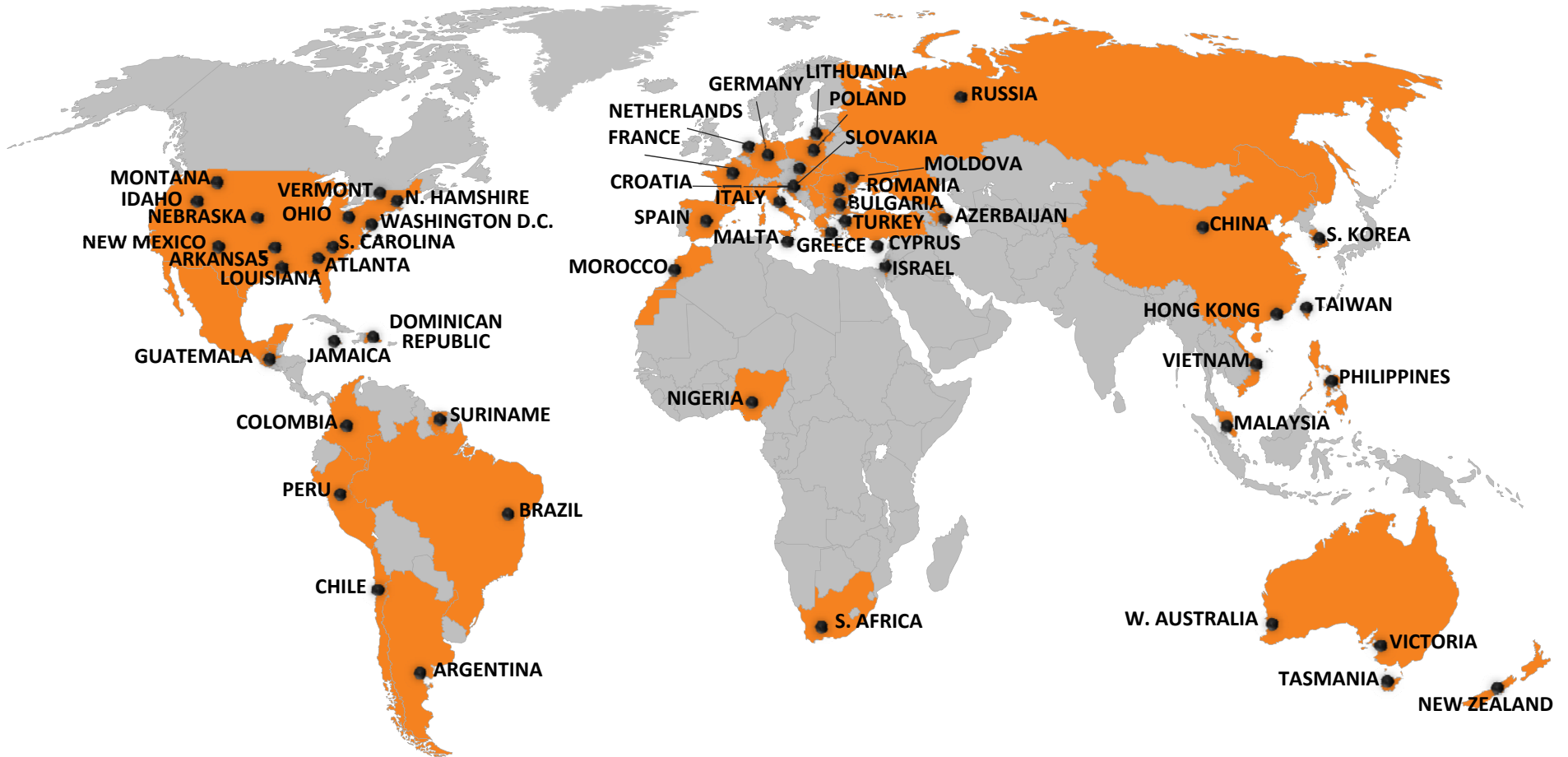
intralot

Company Presentation



intralot

Presence in more than 50 countries - approx. 5,000 employees globally

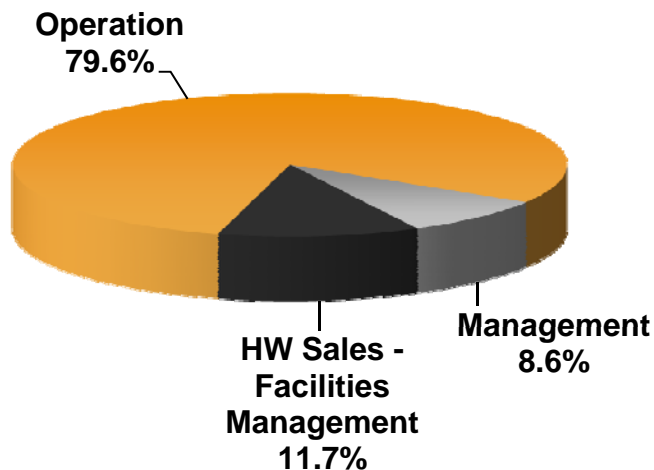


- ❑ **System supplier - Facilities management** - Provision of hardware, software and telecom solutions for lotteries to operate on-line games

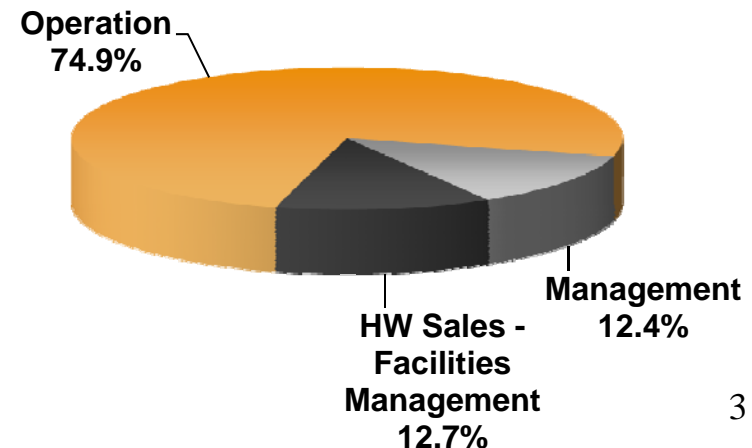
- ❑ **Management** - State Lotteries outsource to INTRALOT the management of lottery games - includes the provision of services such as: marketing, promotion, game design, development/optimization of sales network, risk management

- ❑ **Operation** - INTRALOT acquires licenses for the full operation of lottery games in a country - either in a liberalized market or under state monopoly

9M10 Sales Breakdown



9M10 Sales Breakdown



INTRALOT's evolution The Next Stage



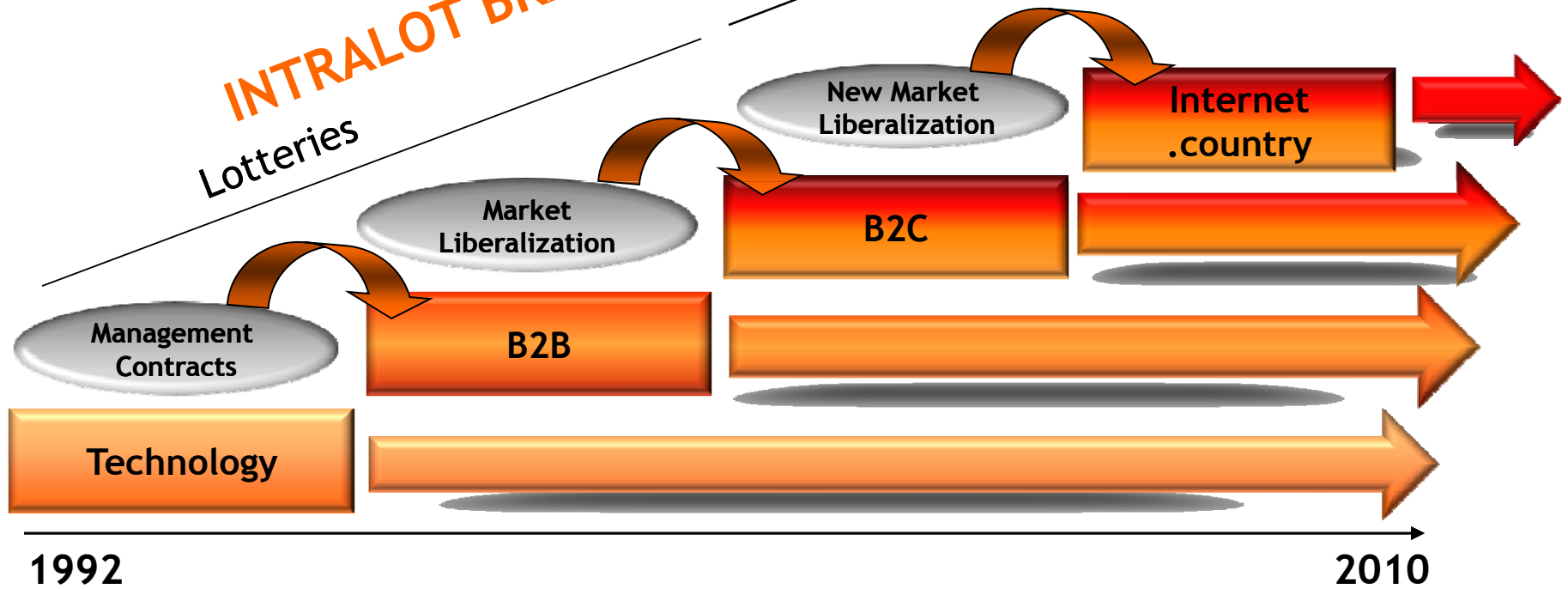
Traditional Games

New Media Games

INTRALOT BRAND AWARENESS

Lotteries

Final Consumer



- Oligopolistic market
- Provision of hardware and software
- Maintenance and Support
- Highly recognizable brand name 'INTRALOT' mainly from the Lotteries
- Manufacturing facilities in Athens - Romania
Taiwan (Firich) - US (Ohio)



photon®

coronis

eyeLOT

stylot

iris®

microLOT

icon digital imaging technology



Lottery Management Contracts:

- Operation of lottery games on behalf of State Lotteries (outsourcing)
- **INTRALOT** has significant competitive advantages
- Large potential market
- Opportunities have started to arise in the US

Market Liberalization



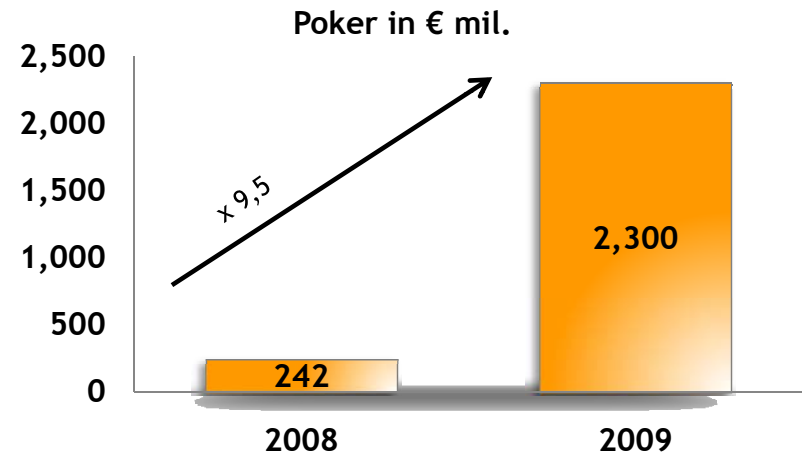
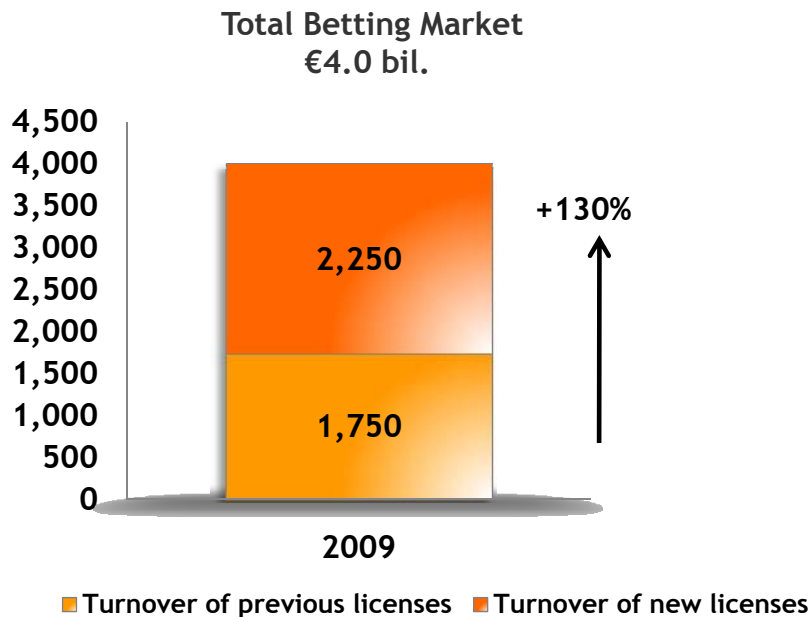
INTRALOT Exclusive Points of Sale



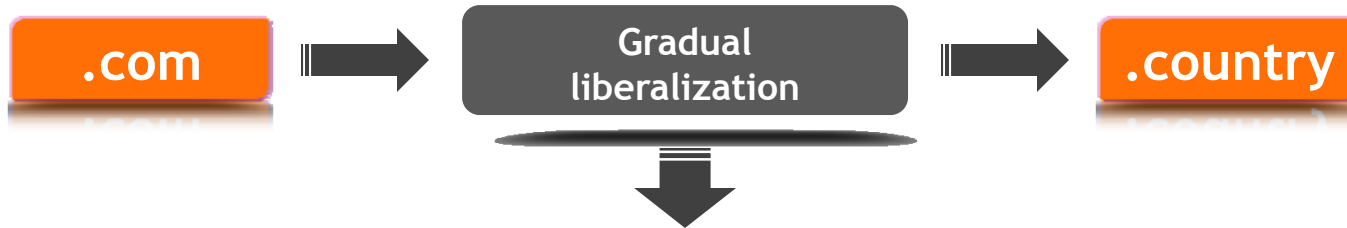
Global brand name

intralot

Italy - A successful model First results from the market liberalization



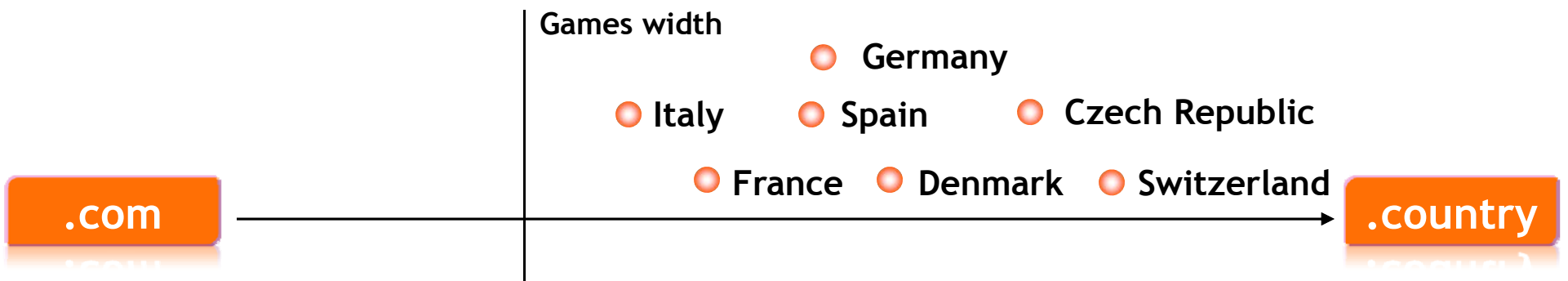
INTRALOT has the largest market share in Betting among the foreign companies in Italy



Lotteries have dominant position and will exploit opportunities

«.com operators» face challenges

INTRALOT has significant advantages



1st in Wins in International Tenders

Tenders: 41

INTRALOT: 26, GTECH:12, SGI: 3



2005

2010

Expansion in the Interactive Sector





The new internet leader

The **b-on**[®] platform (Contracts in 10 countries) 

Successful presence in:

- Italy: **www.intralot.it**, Online betting and poker
- Turkey: **Bilyoner.com**, the largest online betting operator in Turkey
- Netherlands: A significant project that will develop a contemporary online betting for Staatslotterij and DeLotto
- Croatia: Interactive gaming system
- Lithuania: Online gaming system



nederlandse staatsloterij



The Italian online betting and poker platform

The screenshot displays the intralot website interface. At the top left is the intralot logo. To the right is a login section with fields for 'username' and 'password' and a lock icon. Below the logo is the text 'giochi e scommesse'. A navigation bar contains links for 'home', 'scommesse', 'tris', 'gratta e vinci', 'schedine', and 'Registrati!'. To the right of the navigation bar, there are gold coin icons and the text '€ 224.725.949,00' and 'visti con intralot'. The main content area features several promotional banners: 'Registrati ora!' with a 'Bonus 50€', 'Scommesse LIVE' with a stopwatch icon, and a large banner for 'Coppa UEFA' featuring a soccer match between Zenit and Udinese. Below these are icons for 'Scommesse Sportive', 'Tris', 'Gratta e vinci', and 'Schedine'. At the bottom, there are four more banners: 'HOTBet' for a Calcio - Serie A match (Roma vs Juventus), 'Nuovo look' with a laptop image, 'Extra bonus' with a crown icon, 'Store locator' with a map of Italy, and 'Intralot in TV' with a woman's image.

Internet connection with television

- Pioneering 24h TV channel
- Entertainment, news and customer education
- Brand awareness creation
 - access to millions households
 - Common communication interface between Internet and points-of-sale
- Commercially exploitable advertising channel



Allsvenskan intralot TV
 4143 6 Trelleborgs FF-Gais Goteborg
 Incontri in Casa

Hammarby IF-Trelleborgs FF	0-1
Trelleborgs FF-Malmo FF	1-1
Trelleborgs FF-Landskrona Bois	2-1
AIK-Trelleborgs FF	0-0
Halmstads BK-Trelleborgs FF	1-0
Trelleborgs FF-Djurgardens IF	2-2

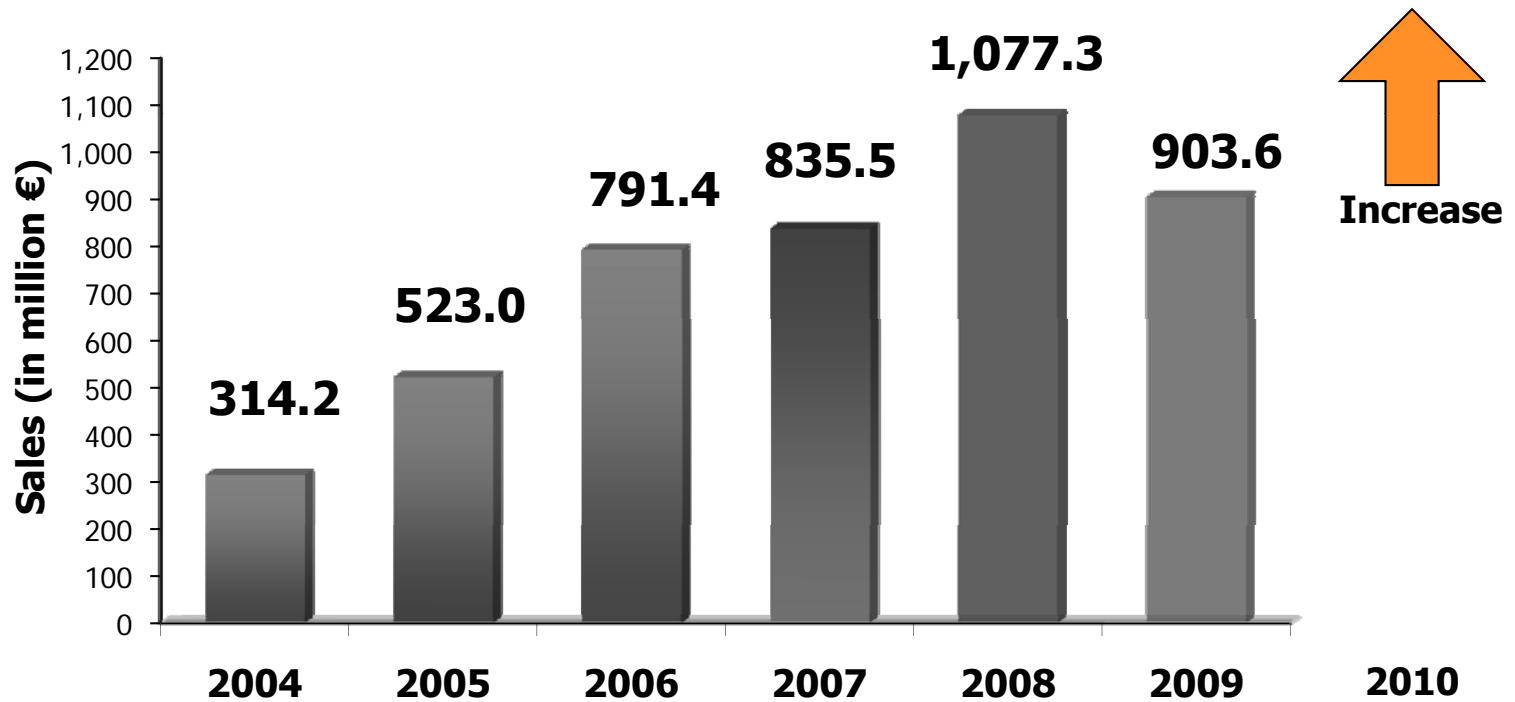
SCOMMESSE Clas Testa Incontri fuori Casa
 Esito Finale 1X2 1 2.20 X 3.15 2 3.00

Notizie cano Marsiglia ● Reazioni alle dichiarazioni dell'interista Mourin
 Risultati -1 ● Halmstads BK-IF Brommapojkarna 0-1 ● Venezia-Legr
 Fra Poco

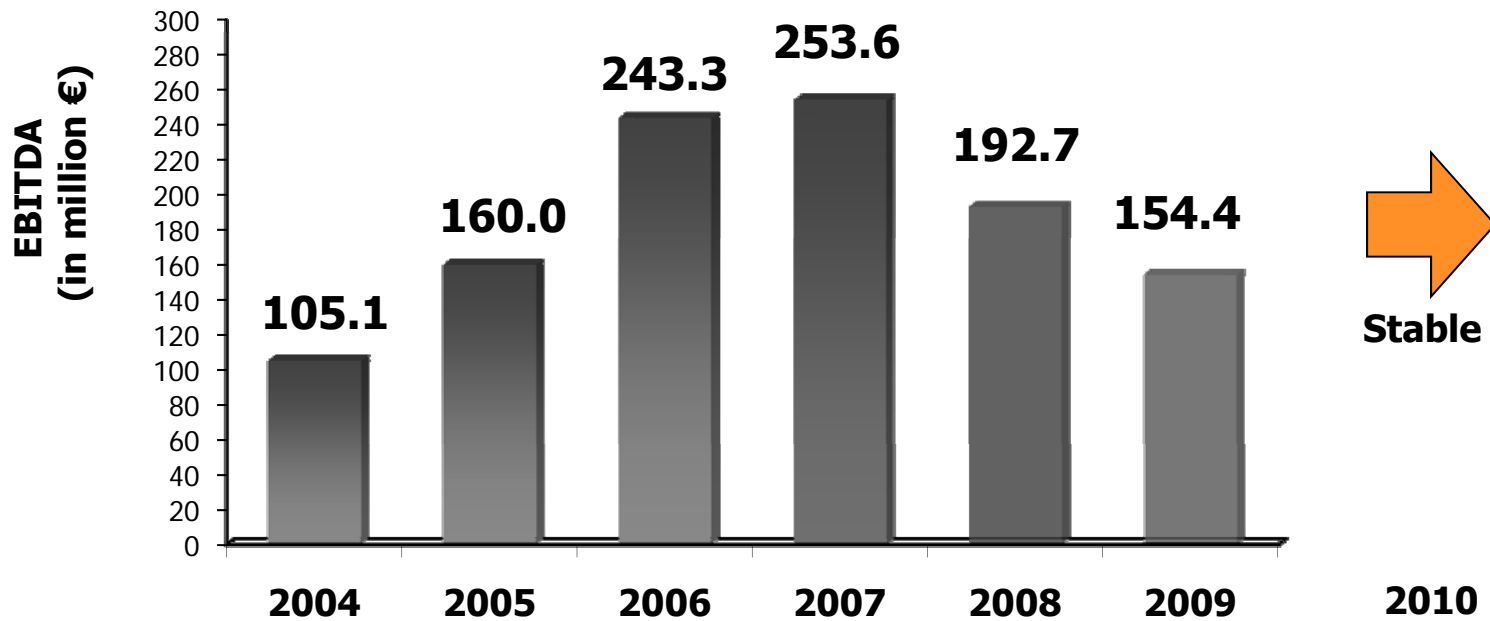
Financials



Sales Evolution 2004-2009



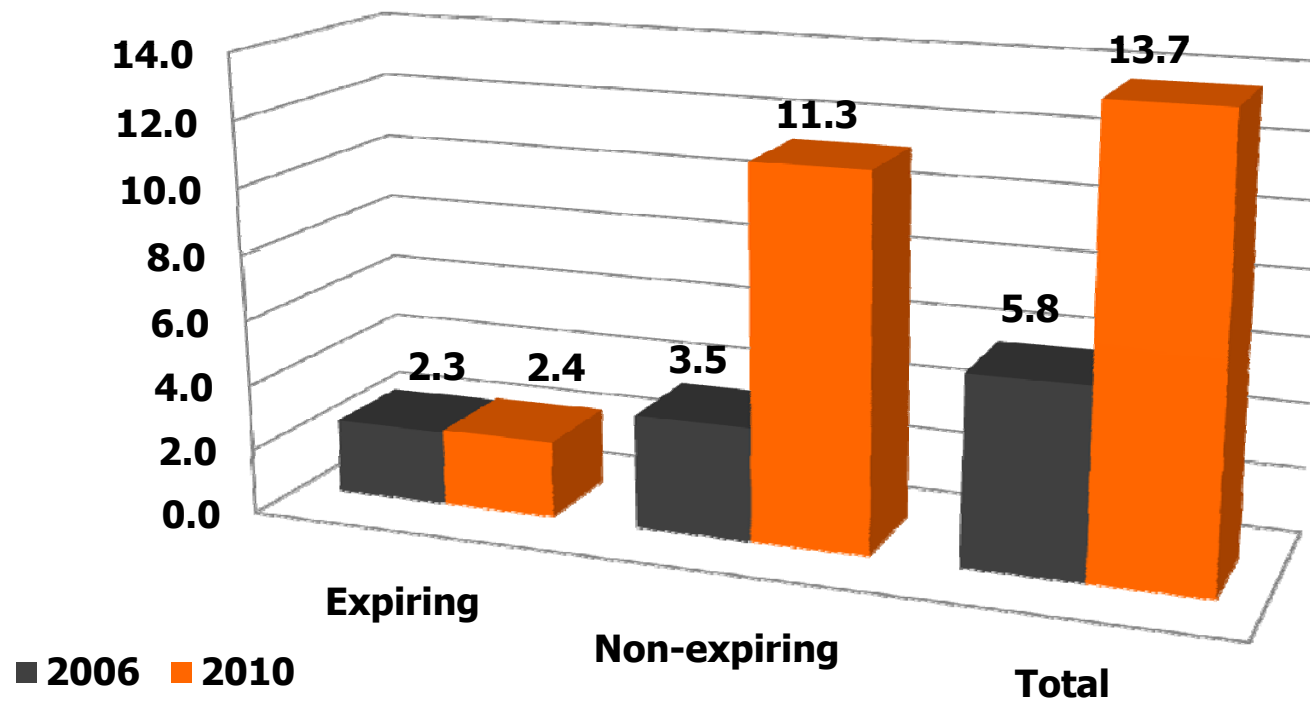
EBITDA Evolution 2004-2009



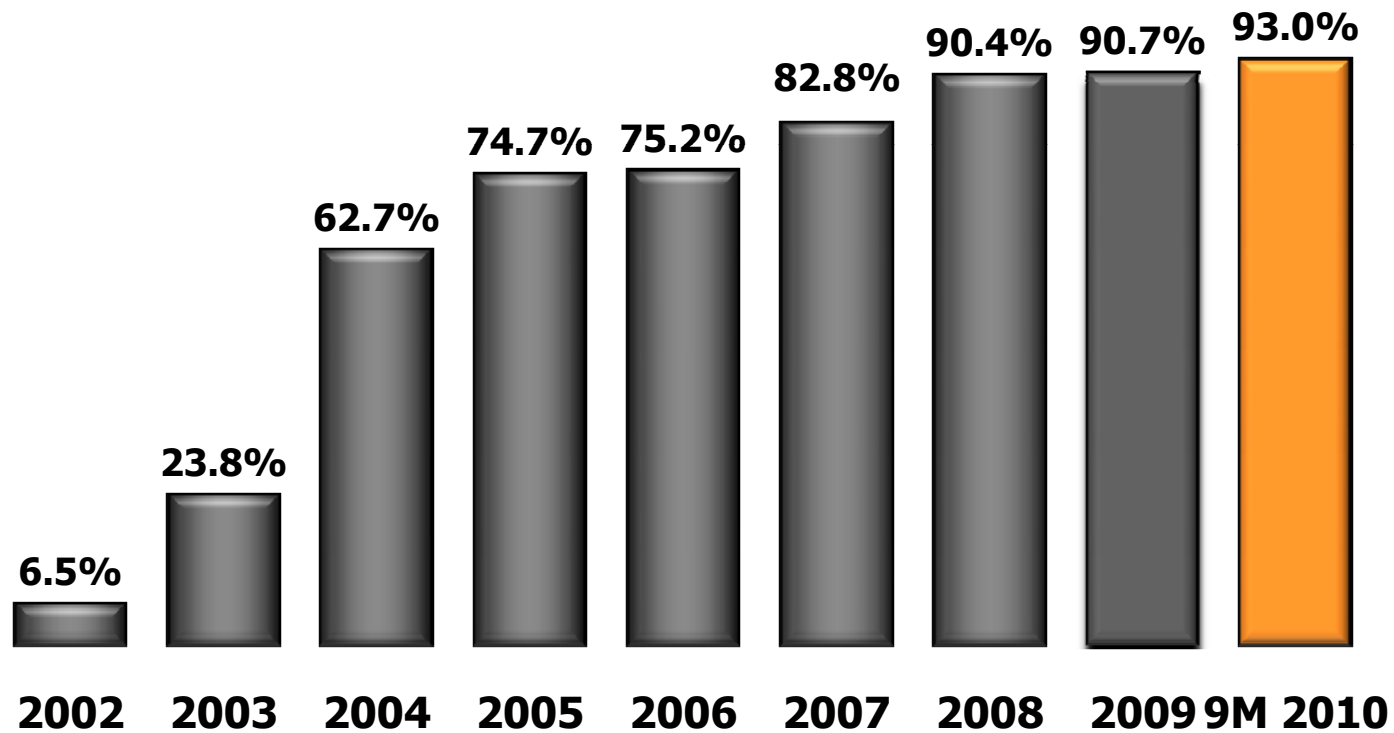
Note: Ebitda has been burdened due to one-off write-offs and provisions of 25.8m in 2008 and 13.5m in 2009

Backlog of projects in 2010: €13.7 bil.

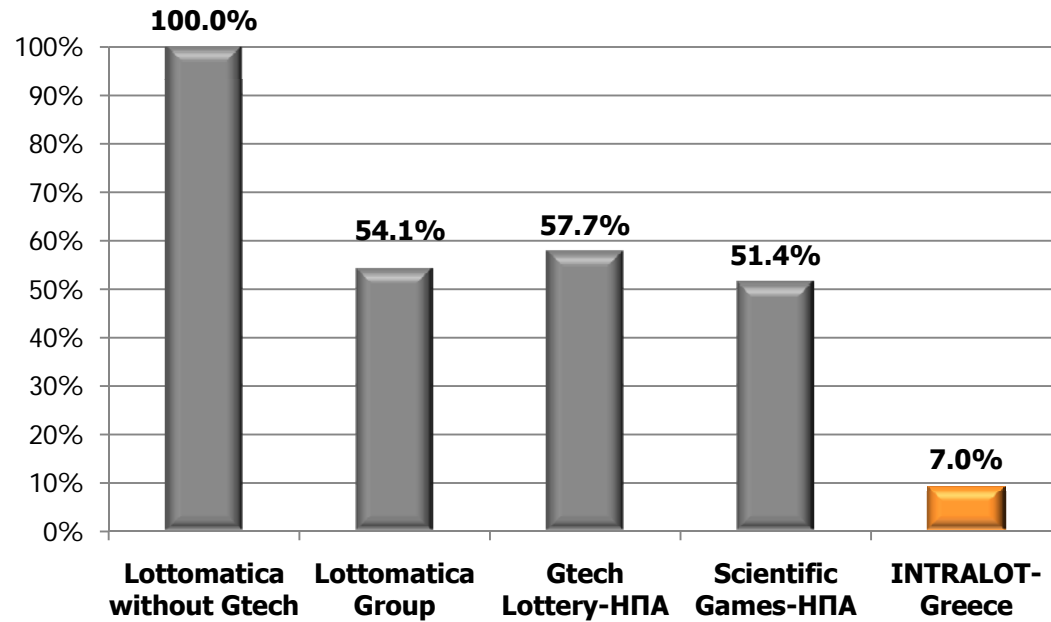
» Increased by €8 bil. (almost 2.5 times) since 2006



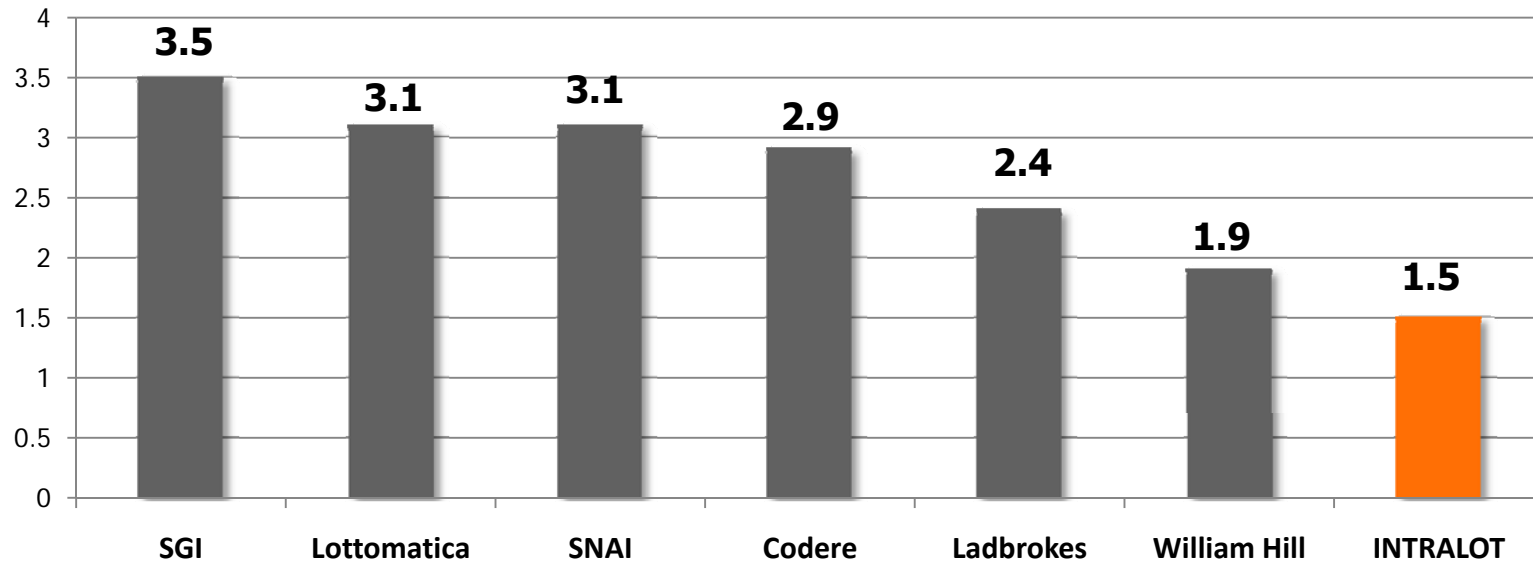
International Operations - Contribution to Consolidated Revenues



Domestic Activities as a % of Consolidated Sales



Net Debt / EBITDA 2009



9M10 Consolidated Results (in mil. €)

	Q3 2009	Q3 2010		9M09	9M10	
Sales	256.8	192.6	+33.4%	680.6	797.7	+17.2%
EBITDA	39.9	39.0	-2.1%	131.0	109.8	-16.1%
EBITDA margin	20.7%	15.2%		19.2%	13.8%	

1. **Organic Growth** through:
 - i. Improvement of existing projects' profitability
 - ii. Preservation of leading position in new contract wins
 - iii. Development of new technologies

2. Strategic alliances for the significant **privatization** projects

3. Focus on **market liberalizations** and the new **Internet** market

4. Thorough evaluation of potential **acquisition opportunities** with attractive valuations

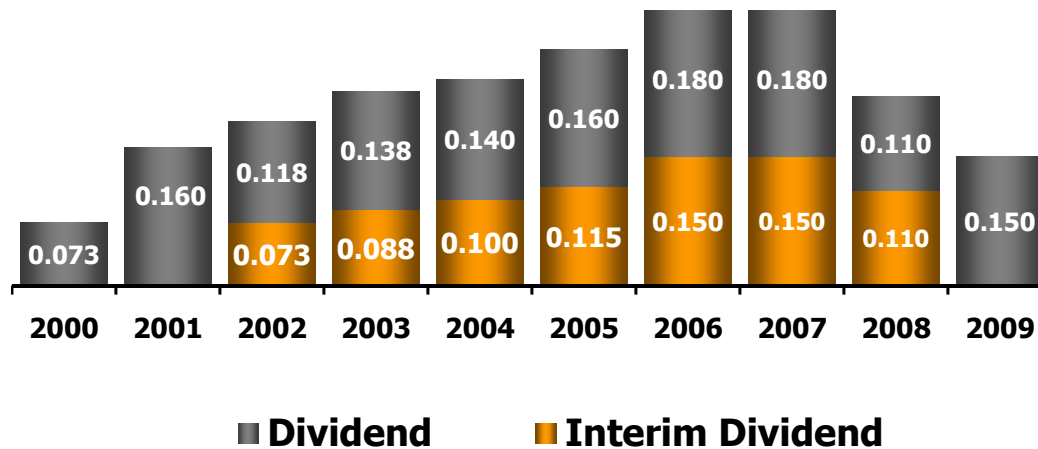
Share Price Information

Price (as of 26/11/2010) € 2.80
 Number of Shares 158,961,721
 Market Cap. (mil. €) 445.1
 Free Float 67.0%
 Listing: Athens Stock Exchange

Stock Symbols

ASE	INLOT
Reuters	INLr.AT
Bloomberg	INLOT GA

Dividend Per Share (€)



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**.A GLOBAL LEADER
.YOUR LOCAL PARTNER**

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