



Website: <http://www.intralot.com>  
 Bloomberg code: INLOT:GA  
 Reuters code: INLR.AT  
 ISIN code: GRS343313003

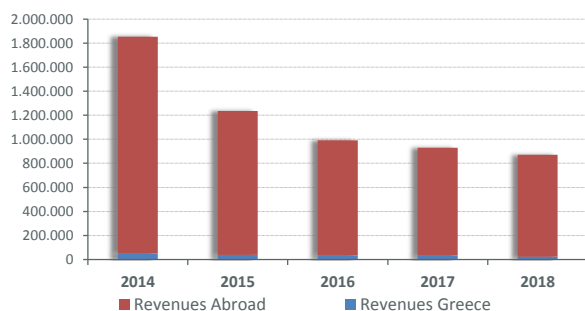
## COMPANY PROFILE

INTRALOT, a public listed company established in 1992, is a leading gaming solutions supplier and operator active in 57 regulated jurisdictions around the globe. With €1.91 billion turnover and a global workforce of 5.100 employees in 2015, INTRALOT is a robust corporation uniquely positioned to offer to lottery and gaming organizations across geographies ground breaking, market-proven solutions and operational expertise. Through the use of a dynamic and omni-channel approach, INTRALOT offers an integrated

portfolio of best-in-class gaming systems and product solutions & services addressing all gaming verticals (Lottery, Betting, Interactive, VLT). Players can enjoy a seamless and personalized experience through exciting games and premium content across multiple delivery channels, both retail and interactive.

INTRALOT handles an average of €24.4 bil of wagers per year and has installed and operates more than 340.000 of its proprietary terminals around the world.

## REVENUE ANALYSIS (in € 000)



Revenues from abroad represented the 97,24% of the group's annual turnover in 2018.

## OVERVIEW - TRADING DATA

### OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2018 - 30/04/2019)

Symbol:	INLOT		
Athex Market:	MAIN MARKET		
Listing in Athex:	November 3, 1999		
Sector Classification:	Travel & Leisure		
Subsector Classification:	Gambling		
Market Cap (Mil. €): (30 April 2019)	65.610		
Shares Outstanding (number): (30 April 2019)	156.961.721		
Average Spread (%):	0,45		
Market Liquidity (%):	4,59%		
Average Trading volume (no of shares):	354.926,9		
Total Value of transactions (€):	123.633.542		
Days to trade (1% of outstanding amount):	12,2		
Free Float (30 April 2019):	50,80%		
Turnover Velocity (F.F. Weighted):	58,48%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	25,12%	29,10%	45,25%

## GROUP STRUCTURE

INTRALOT S.A. - Parent	Location	% Holding
<b>I. Full consolidation</b>		
BETTING COMPANY S.A.	Maroussi, Greece	100%
BETTING CYPRUS LTD	Nicosia, Cyprus	100%
INTRALOT IBERIA HOLDINGS SA	Madrid, Spain	100%
INTRALOT JAMAICA LTD	Kingston, Jamaica	1
INTRALOT TURKEY A.S.	Istanbul, Turkey	100%
INTRALOT DE MEXICO LTD	Mexico City, Mexico	100%
INTRALOT CHILE SPA	Santiago, Chile	100%

INTELTEK INTERNET AS	Istanbul, Turkey	45%
AZERINTELTEK AS	Baku, Azerbaijan	23%
POLDIN LTD	Warsaw, Poland	100%
ATROPOS S.A.	Maroussi, Greece	100%
INTRALOT SERVICES S.A.	Paiania, Greece	100%
INTRALOT ADRIATIC DOO	Zagreb, Croatia	100%
BILYONER INTERAKTIF HIZMELTER AS GROUP	Istanbul, Turkey	50%
INTRALOT MAROC S.A.	Casablanca, Morocco	100%
GAMING SOLUTIONS INTERNATIONAL LTDA	Bogota, Colombia	100%
INTRALOT INTERACTIVE S.A.	Maroussi, Greece	100%
INTRALOT GLOBAL SECURITIES B.V.	Amsterdam, Netherlands	100%
INTRALOT CAPITAL LUXEMBOURG S.A.	Luxembourg, Luxembourg	100%
INTRALOT FINANCE LUXEMBOURG S.A.1	Luxembourg, Luxembourg	100%
INTRALOT GLOBAL HOLDINGS B.V.	Amsterdam, Netherlands	100%
INTRALOT INC	Atlanta, USA	100%
DC09 LLC	Wilmington, USA	49%
INTRALOT AUSTRALIA PTY LTD	Melbourne, Australia	100%
INTRALOT GAMING SERVICES PTY	Melbourne, Australia	100%
ILOT CAPITAL UK LTD	Hertfordshire, United Kingdom	100%
ILOT INVESTMENT UK LTD	Hertfordshire, United Kingdom	100%
INTRALOT NEDERLAND B.V.	Amsterdam, Netherlands	100%
INTRALOT BENELUX B.V.	Amsterdam, Netherlands	100%
LOTROM S.A.	Bucharest, Romania	60%
INTRALOT BEIJING Co LTD	Beijing, China	100%
TECNO ACCION S.A.	Buenos Aires, Argentina	50%
TECNO ACCION SALTA S.A.	Buenos Aires, Argentina	50%
MALTCO LOTTERIES LTD	Valetta, Malta	73%
INTRALOT NEW ZEALAND LTD	Wellington, New Zealand	100%
INTRALOT DO BRAZIL LTDA	Sao Paulo, Brazil	80%
OLTP LTDA	Rio de Janeiro, Brazil	80%
INTRALOT GERMANY GMBH	Munich, Germany	100%
INTRALOT SOUTH KOREA S.A.	Seoul, S. Korea	100%
INTRALOT FINANCE UK LTD	London, United Kingdom	100%
INTRALOT ASIA PACIFIC LTD	Hong Kong, China	100%
WHITE EAGLE INVESTMENTS LTD	Hertfordshire, United Kingdom	100%
BETA RIAL Sp.Zoo	Warsaw, Poland	100%
POLLLOT Sp.Zoo	Warsaw, Poland	100%
TOTOLOTEK S.A.	Warsaw, Poland	99%
INTRALOT SLOVAKIA SPOL. S.R.O.	Bratislava, Slovakia	100%
NIKANTRO HOLDINGS Co LTD	Nicosia, Cyprus	100%
LOTERIA MOLDOVEI S.A.	Chisinau, Moldova	81%
INTRALOT BETTING OPERATIONS (CYPRUS) LTD	Nicosia, Cyprus	55%
ROYAL HIGHGATE LTD	Nicosia, Cyprus	35%
INTRALOT LEASING NEDERLAND B.V.	Amsterdam, Netherlands	100%
INTRALOT IRELAND LTD	Dublin, Ireland	100%
BILOT INVESTMENT LTD	Sofia, Bulgaria	100%
EUROBET LTD	Sofia, Bulgaria	49%
EUROBET TRADING LTD	Sofia, Bulgaria	49%
ICS S.A.	Sofia, Bulgaria	49%
INTRALOT GLOBAL OPERATIONS B.V.	Amsterdam, Netherlands	100%
GARDAN LTD	Majuro, Marshall Islands	100%
GAMEWAY LTD	Valletta, Malta	100%
INTRALOT ITALIAN INVESTMENTS B.V.	Amsterdam, Netherlands	100%
BIT8 LTD	Valletta, Malta	100%
INTRALOT CYPRUS GLOBAL ASSETS LTD	Nicosia, Cyprus	100%
INTRALOT OOO	Moscow, Russia	100%
INTRALOT ST. LUCIA LTD	Castries, Santa Lucia	100%
INTRALOT GUATEMALA S.A.	Guatemala City, Guatemala	100%
LOTERIAS Y APUESTAS DE GUATEMALA S.A.	Guatemala City, Guatemala	51%
INTRALOT DOMINICANA S.A.	St. Dominicus, Dominican Republic	100%
INTRALOT LATIN AMERICA INC	Miami, USA	100%
INTRALOT HOLDINGS INTERNATIONAL LTD	Nicosia, Cyprus	100%
INTRALOT INTERNATIONAL LTD	Nicosia, Cyprus	100%
<b>I. Full consolidation</b>		
INTRALOT OPERATIONS LTD	Nicosia, Cyprus	100%
NETMAN SRL	Bucharest, Romania	100%
BILOT EOOD	Sofia, Bulgaria	100%
EUROFOOTBALL LTD	Sofia, Bulgaria	49%
EUROFOOTBALL PRINT LTD1	Sofia, Bulgaria	49%
INTRALOT TECHNOLOGIES LTD	Nicosia, Cyprus	100%
INTRALOT LOTTERIES LTD	Nicosia, Cyprus	100%
INTRALOT BUSINESS DEVELOPMENT LTD	Nicosia, Cyprus	100%
GAMING SOLUTIONS INTERNATIONAL SAC	Lima, Peru	100%

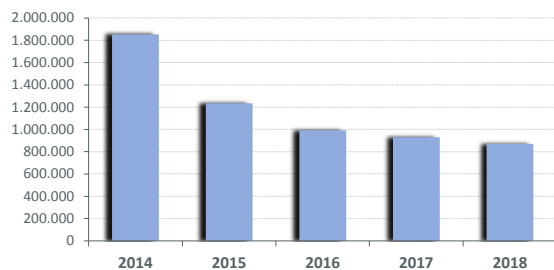
NAFIROL S.A.	Montevideo, Uruguay	100%
LEBANESE GAMES S.A.L	Beirut, Lebanon	100%
INTRALOT HONG KONG HOLDINGS LTD	Hong Kong, China	100%
ENTERGAMING LTD	Alderney, Guernsey	100%
INTRALOT BETTING OPERATIONS RUSSIA LTD	Nicosia, Cyprus	100%
<b>II. Equity method</b>		
LOTRICH INFORMATION Co LTD	Taipei, Taiwan	40%
INTRALOT SOUTH AFRICA LTD	Johannesburg, S. Africa	45%
GOREWARD LTD	Taipei, Taiwan	39%
GOREWARD INVESTMENTS LTD	Taipei, Taiwan	39%
PRECIOUS SUCCESS LTD GROUP	Hong Kong, China	19%
GAIN ADVANCE GROUP LTD	Hong Kong, China	39%
OASIS RICH INTERNATIONAL LTD	Taipei, Taiwan	39%
WUSHENG COMPUTER TECHNOLOGY (SHANGHAI) CO LTD	Shanghai, China	39%
UNICLIC LTD	Nicosia, Cyprus	50%
DOWA LTD	Nicosia, Cyprus	30%
GAMENET GROUP S.p.A. <sup>2</sup>	Rome, Italy	20%
GAMENET S.p.A.	Rome, Italy	20%
INTRALOT ITALIA S.p.A	Rome, Italy	20%
GAMENET ENTERTAINMENT S.R.L.	Rome, Italy	20%
EASY PLAY S.R.L.	Rome, Italy	10%
LA CHANCE S.R.L.	Rome, Italy	12%
SLOT PLANET S.R.L. <sup>4</sup>	Milan, Italy	12%
GAMENET SCOMMESSE S.p.A. <sup>3</sup>	Rome, Italy	20%
TOPPLAY S.R.L.	Rome, Italy	20%
GNETWORK S.R.L.	Rome, Italy	20%
BILLIONS ITALIA S.R.L.	Rome, Italy	10%
JOLLY VIDEOGIOCHI S.R.L.	Rome, Italy	14%
ROSILSPORT S.R.L.	Milan, Italy	11%
NEW MATIC S.R.L.	Rome, Italy	10%
AGESOFT S.R.L.	Rome, Italy	12%
GOLDBET S.p.A. <sup>5</sup>	Rome, Italy	20%
KARENIA ENTERPRISES COMPANY LTD	Nicosia, Cyprus	50%
INTRALOT DE PERU SAC	Lima, Peru	20%

## COMPANY'S PERFORMANCE

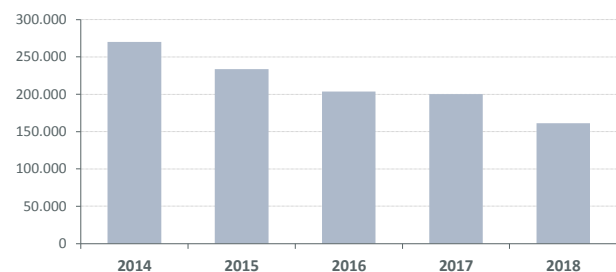
### FINANCIAL OVERVIEW (Consolidated)

(in 000)	2014	2015	2016	2017	2018
Revenues	1.853.164	1.235.466	991.545	930.595	870.833
Gross Profit	270.234	233.727	203.857	200.093	161.310
EBIT	88.142	99.290	96.559	88.268	51.310
EBITDA	175.445	164.892	162.506	151.045	116.532
Profit before tax	36.533	47.893	-7.539	-10.283	-2.162
Profit after tax	-7.642	-20.676	44.865	-6.021	26.961
Total Equity	317.539	207.382	196.486	89.788	34.445
E.P.S.	-0,310	-0,41	0,01	-0,34	-0,17
ROE	3,90%	6,36%	2,70%	25,05%	35,16%

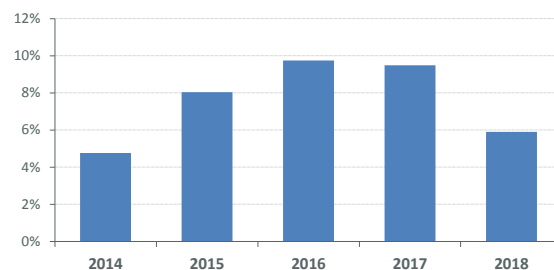
Revenues (in 000)



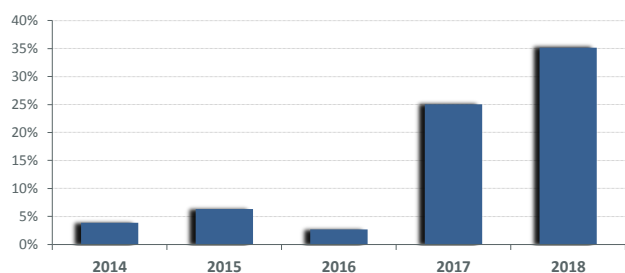
GROSS PROFIT (in 000)



Operating Margin



Return On Equity (ROE)



### MAJOR SHAREHOLDERS (>5%)

Name	%
KOKKALIS SOKRATIS	20,01%
DIMITRIADIS KON/NOS	8,95%
INTESA SANPAOLO S.P.A.	5,01%
MITTLEMAN BROTHERS LLC	10,22%
INTRALOT S.A.	5,01%
<b>Total</b>	<b>49,20%</b>

### BOARD OF DIRECTORS

Name	Qualification
KOKKALIS P. SOKRATIS	PRESIDENT/CEO
ANTONOPOULOS G. CONSTANTINOS	VICE CHAIRMAN/NON EXECUTIVE MEMBER
NIKOLAKOPOULOS E. NIKOLAOS	DEPUTY MANAGING DIRECTOR/EXECUTIVE MEMBER
SFATOS CHRYSOSTOMOS	DEPUTY MANAGING DIRECTOR/EXECUTIVE MEMBER
KLONIS C. DIMITRIOS	NON EXECUTIVE MEMBER
MANOS N. ALEXANDROS-STERGIOS	NON EXECUTIVE MEMBER
FILOS N. SOTIRIOS	INDEPENDENT NON EXECUTIVE MEMBER
TSOUFIS M. ANASTASIOS	INDEPENDENT NON EXECUTIVE MEMBER
TSOYKARIDIS P. IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER

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