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CEO, North America

IGT

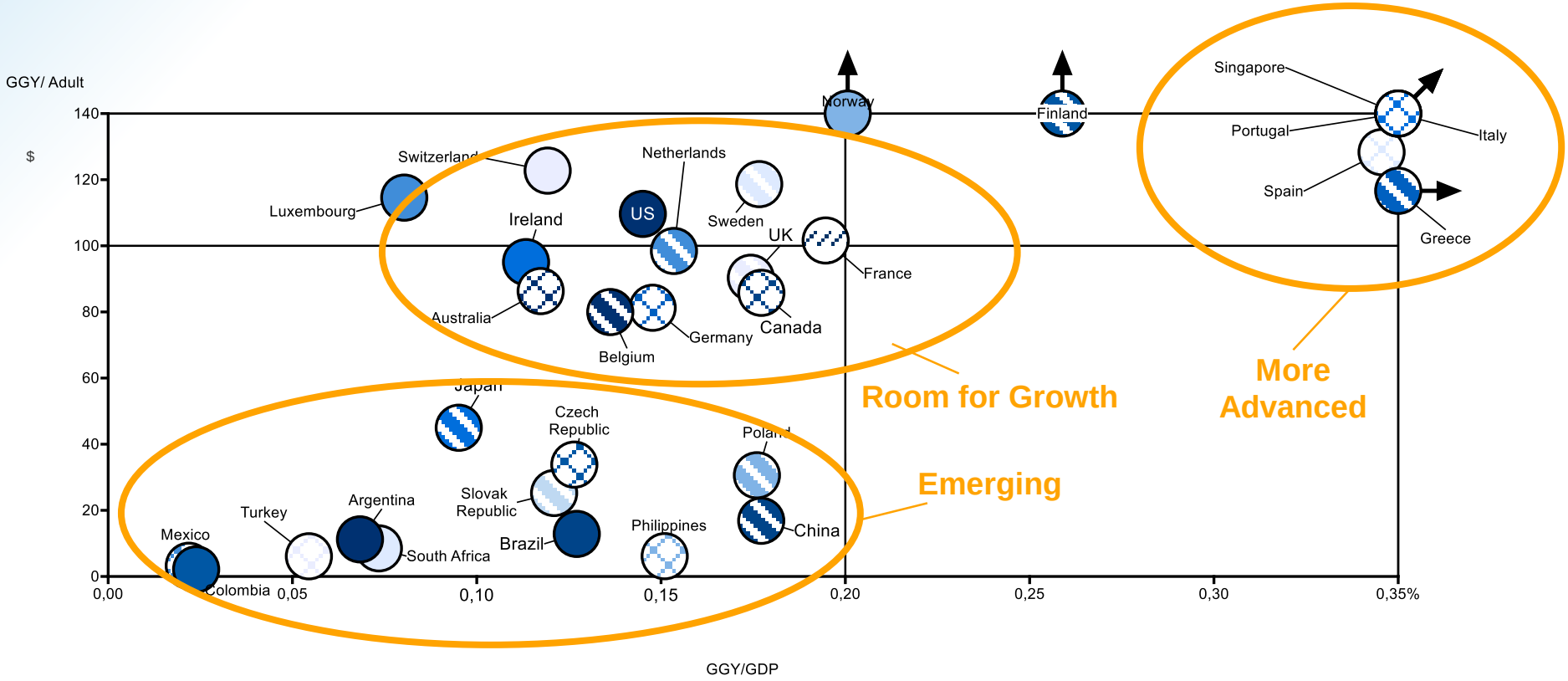
2018 INVESTOR DAY



Agenda

- Lottery Ecosystem & Global Perspective
- Driving Growth
- Powering the Business

Considerable Organic Growth Potential Exists Worldwide



Source: H2 Gambling Capital (July 2018) for GGY and Adult Population, IMF (April 2018) for GDP

Our Customers Are Focused on Growth and Innovation

What are your main concerns about your business,
or the challenges your business may face in the next 2-3 years?



33%

Pursuing / implementing new lottery sales channels - mobile, digital, online, interactive, cashless transactions, internet gaming, new distribution channels



27%

Growth - increasing revenue, growing retailer base, etc.



26%

Regulatory policies inhibiting growth – online/digital gaming restrictions, legislative opposition, etc.



24%

Attracting new / retaining existing players - younger, non-players, light players, etc.



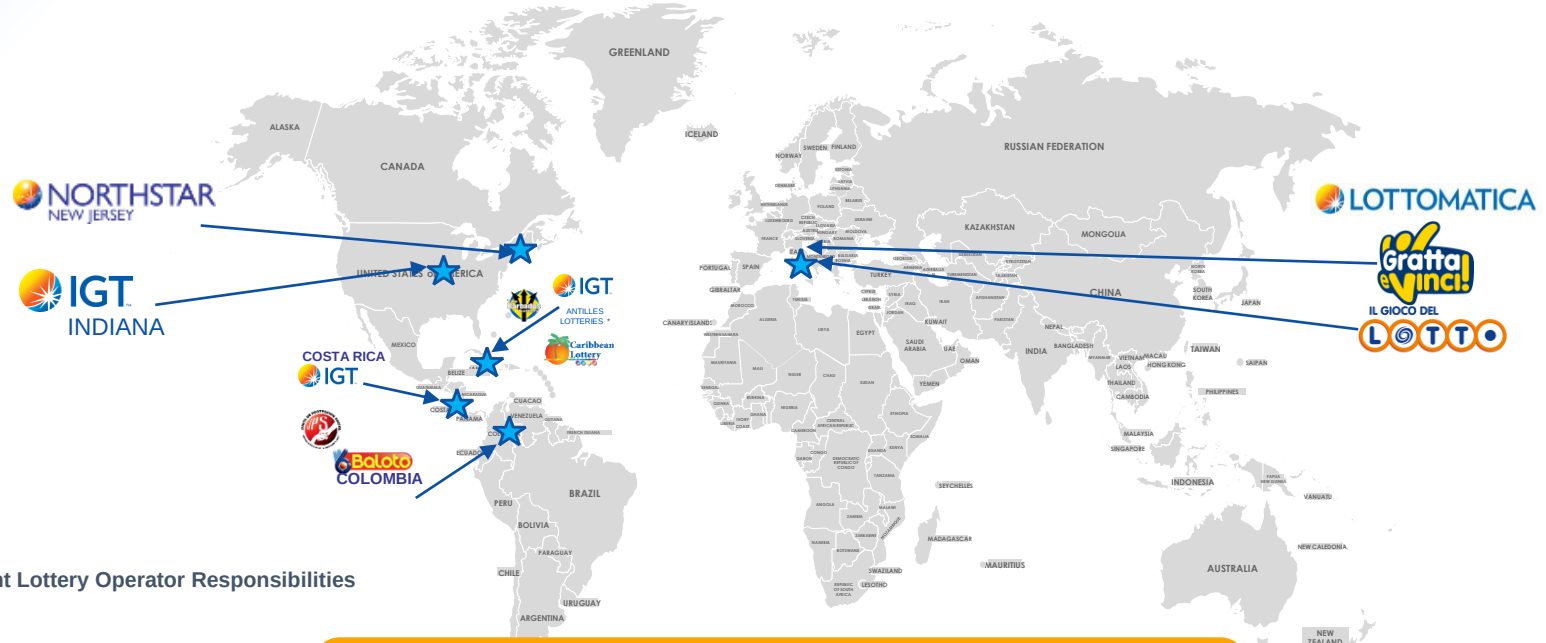
19%

New game development / improving existing games / refreshing game portfolio

Unaided, Coded Open-End Responses

Sole Company Operating Lotteries in Europe, North America, and Central & South America

Unique ability to understand regulator and stakeholder needs and desires



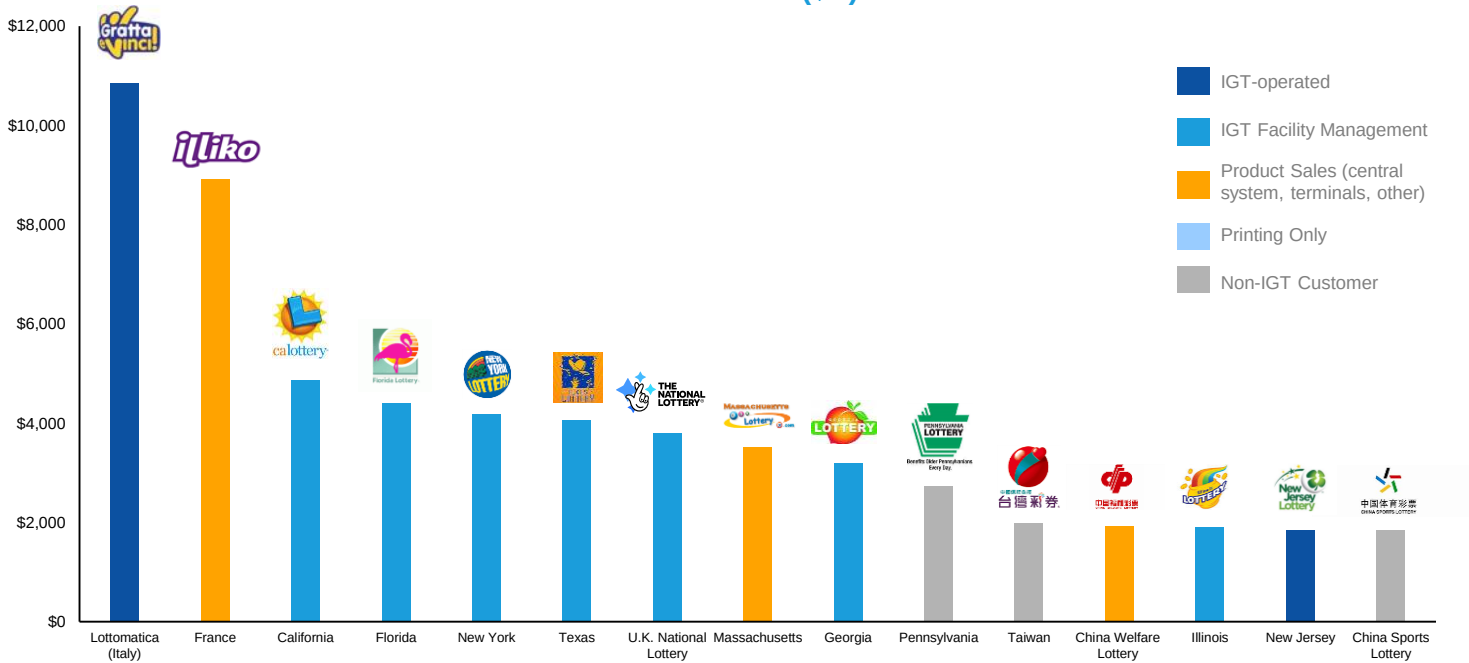
★ Current Lottery Operator Responsibilities

Lottery sales under management = $28B

Source: La Fleurs' 2018 (data relative to FY2017)

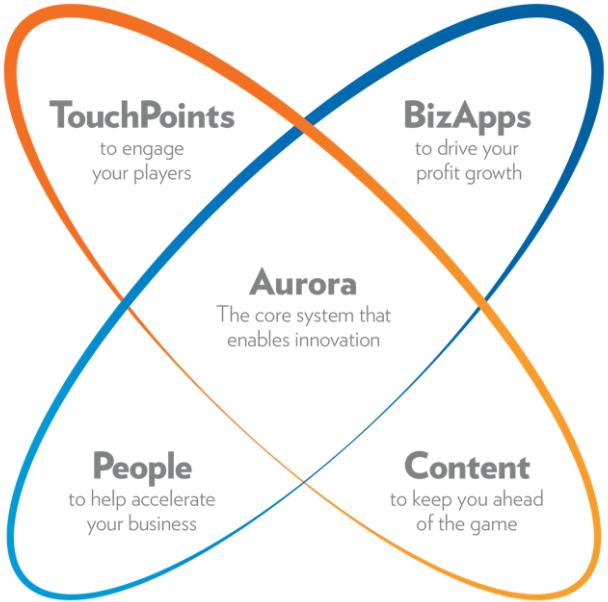
IGT Manages or Supports 7 of the 10 Largest Global Instant Programs and Operates the World's Largest

TOP 15 GLOBAL INSTANT TICKET PROGRAMS
TOTAL SALES ($B)



Source: Lottery sales, La Fleurs' 2018 (data relative to FY2017)

All Things Lottery. All Through One Partner.



- Draw-Based Games
- Instant Games
- Monitor Games
- i-Lottery
- Sports Betting
- Video Lottery Terminals
- Commercial Services

Unique Ability to Cross-Fertilize Best Practices

OPERATOR EXPERIENCE

LOTTOMATICA

IGT INDIANA

Baloto

NORTHSTAR NEW JERSEY

The Barbados Lottery

Junta de Protección Social

KENO-STYLE GAMES

KINO

New York Lottery Quick Draw

10e LOTTO

Michigan Club Keno Lottery

Hot Spot Bulls-eye

KENO

Georgia Lottery KENO!™

PLAYSPOT - IN-STORE POINT OF ACCESS

MGM RESORTS INTERNATIONAL®

The Lot Your Rhode Island Lottery

New York Lottery

we're game

BUSINESS VERTICALS

SPORTS BETTING

The Lot Your Rhode Island Lottery

BETTER E LOTTOMATICA, PUOI SCOMMETTERCI

COMMERCIAL SERVICES

VIA

billbird

LIS PAGA di LOTTOMATICA

sencillito facilitamos tu vida

IGT's Strategic Approach Leverages 6 Key Pillars for Growth

Vision

(Taking into account regulatory and operational context)

PORTFOLIO

Build the ideal portfolio (how many games, which price points, themes/play mechanics, refresh frequency, etc.)

INDIVIDUAL GAMES

Optimize each individual game (prize structures, ticket size, graphics, role in portfolio, special/bonus features, etc.)

CONSUMER PROMOTION

Develop an effective communication/ media/ PR strategy

LOGISTICS & DISTRIBUTION

Optimize product placement through best-in-class logistics and predictive order algorithms

RETAIL

Maximize retailer penetration and retailer footprint, adopt effective retailer and sales force incentive programs

DIGITAL

Leverage Digital channel for 2nd chance programs, digital games, consumer promotion

CONSUMER, PRODUCT, RETAIL, AND OPERATIONAL INSIGHTS

CONTINUOUS PLANNING, MONITORING, AND ADJUSTING TO EVOLVING MARKET NEEDS



Driving Growth

Stefano Monterosso

SVP, Global Same-Store Sales

IGT's Same-Store Sales Team Delivers Best-in-Class, Global Insights

Global team, centralized in Providence, RI, to ensure best practices and maximize cross-fertilization

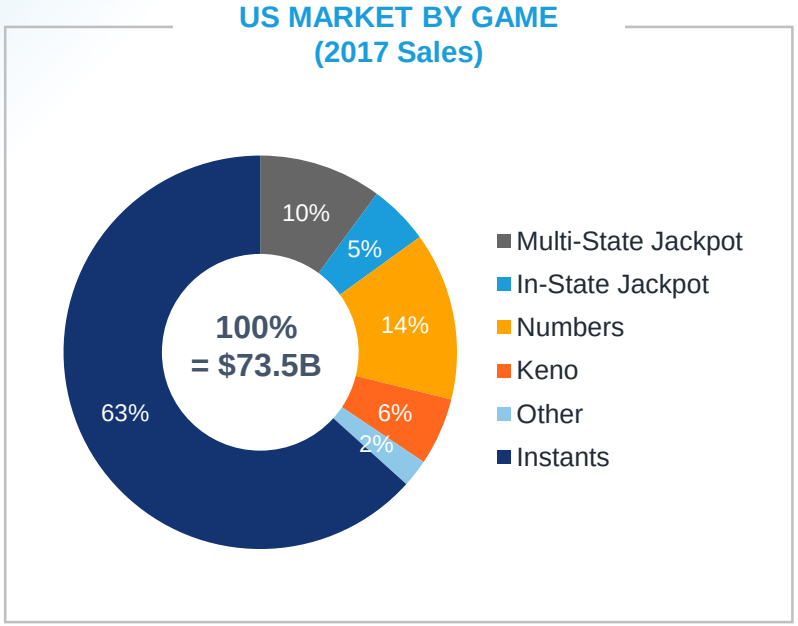
UNIQUE CAPABILITIES

- Game design
  - Jackpot games
  - Numbers games
  - Add-on features
  - Instant games
- Portfolio management
- Logistics and distribution
- Consumer promotions
- Player acquisition & retention
- iLottery

GLOBAL TEAM

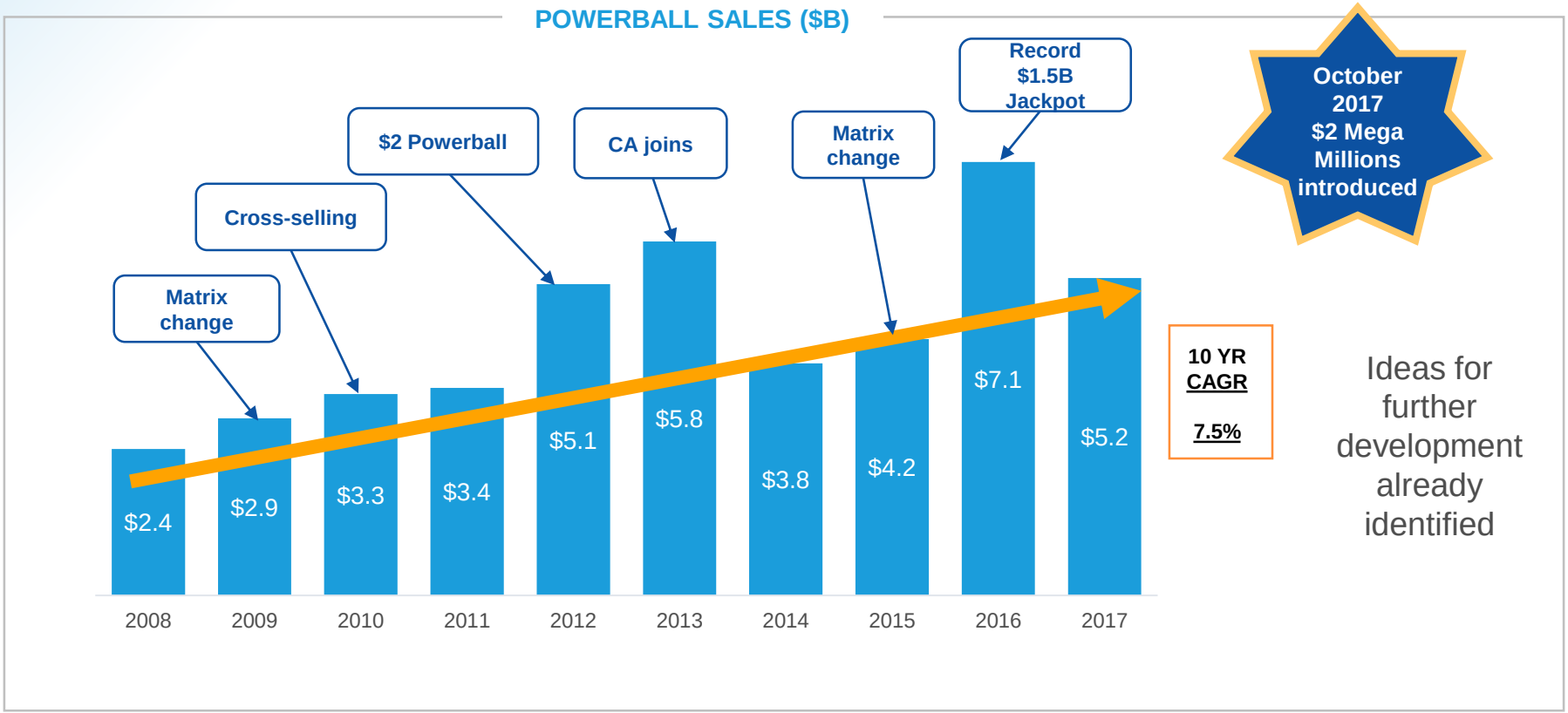


Large, Differentiated Portfolio Satisfies Different Playing Styles



- Multi-state jackpot games, keno, and instants most significant driver for growth
- Market driven by content innovation, promotions, and improved player convenience
- Proven track record, clearly identified initiatives to support sustained growth

Multi-State Jackpots: Continuous Game Innovation Drives Growth



Note: Power Play sales have been included in sales.

Successful Multi-state Innovations Are Applied to In-state Games

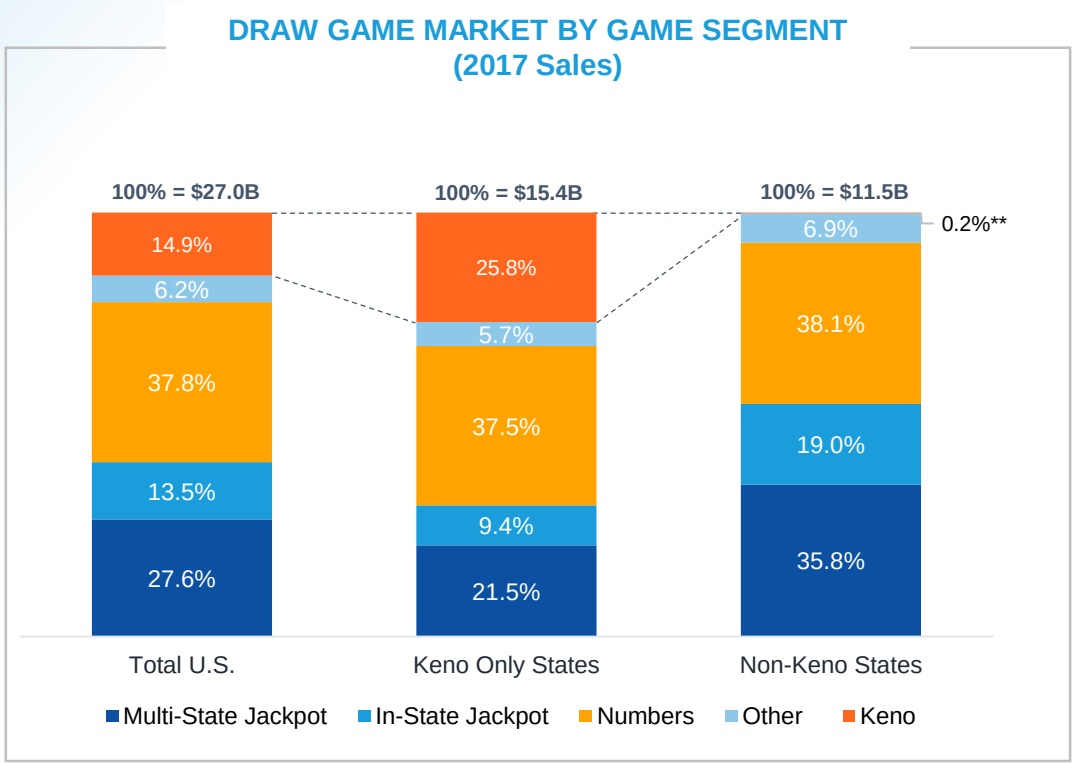




- Jackpot has never been so easy!
- Bigger Prizes, Better Odds!



Significant Opportunity to Expand Keno

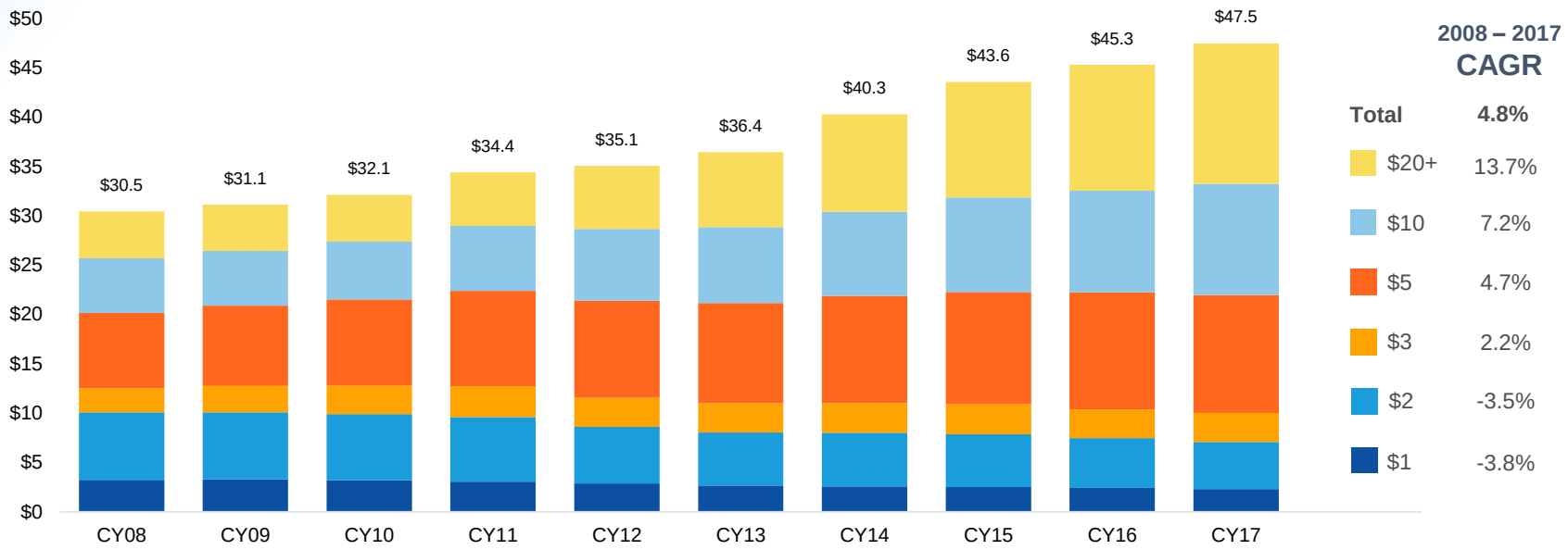


- Keno has the potential to grow to 40% of draw-based game sales where it is offered
- More than half of US Lotteries are not currently offering Keno
- The rate of Keno adoption is accelerating (7 Lotteries have introduced it since 2013)

* CA offers Keno as pari-mutuel game. CA and GA have opportunities to improve Keno retailer network penetration
**NH, NJ, and NC counted as "non-Keno" as the game was introduced during 2017

Higher Price Points are an Effective Growth Driver in Instant Games

U.S. Instant Evolution, Per Price Point ($B)



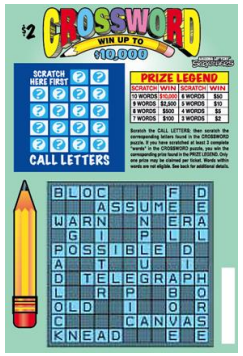
Source: Lottery sales, La Fleurs' 2018 (data relative to FY2017)

Additional Themes/Play Styles Appeal to Different Player Segments

Niche instant games help sustain growth in mature markets

EXTENDED PLAY GAMES: CROSSWORD THEME

$2



$3



$5



$10



NON-PARITY PRIZE GAMES

$10
Minimum prize $50



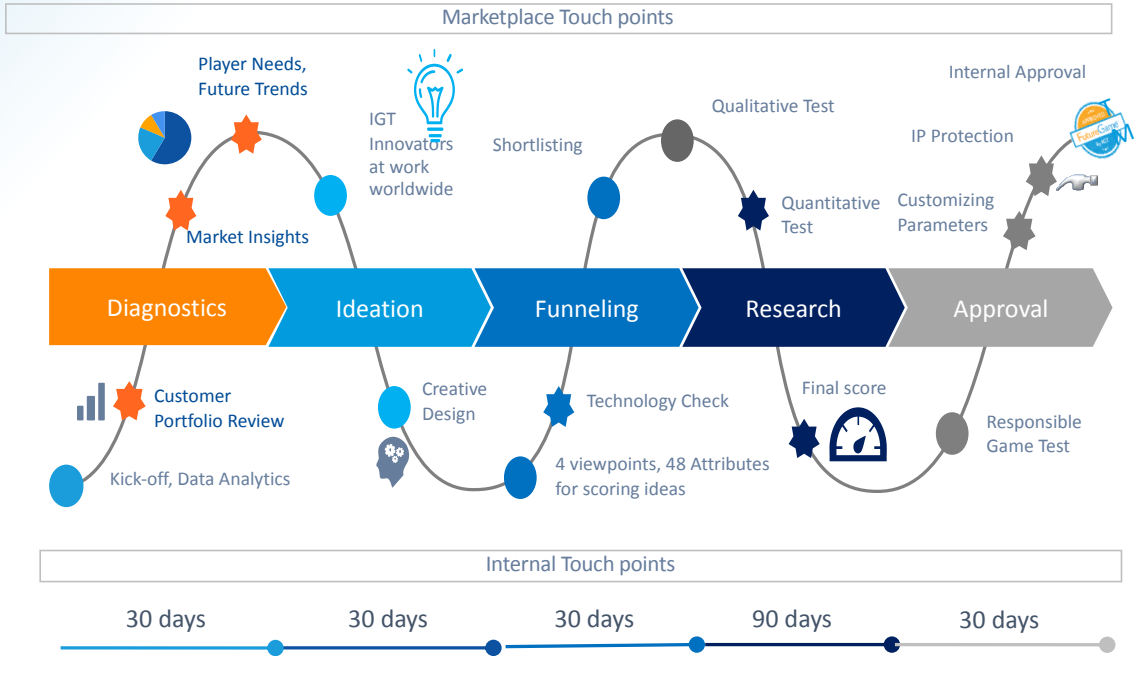
$10
Minimum prize $20



$25
Minimum prize $40



IGT is Leading the Industry Forward With Future Game Program



DESIGNED GAMES 60+

TESTED GAMES 60+

INT'L MARKETS INVOLVED

US MARKETS EXPLORED 44

CONSUMERS INTERVIEWED 18,000

Consumer Promotions Reward and Support Lottery Penetration in High Performing Retailers

Promotions provide higher prizes or additional sets of numbers to generate player and retailer excitement

GAME-SPECIFIC PROMOTIONS











RETAILER-SPECIFIC PROMOTIONS









Retailer Innovation Improves Player Convenience and Awareness

Notable Progress:

EXPAND RETAILER NETWORK

Expansion opportunity in North America with Walmart Supercenters, ALDI, LIDL, drug stores, and bars & taverns

CVS pharmacy y más

BUFFALO WILD WINGS

INCREASE CONSUMER ACCESS POINTS

In-lane Lottery access in supermarkets and hypermarkets; expanded payment options

NASPL API approved
Cashless in VA + pilots
Vending expansion in CA

we're game

calottery

OPTIMIZE CURRENT CHAIN RETAILER PERFORMANCE

Implement specific chain retail programs on a national level to ensure lottery is prominently represented while enhancing retailer dependency on Lottery

CIRCLE K

CASEY'S GENERAL STORE

LEVERAGE UNIQUE OPERATOR EXPERIENCE

Implement sales and marketing best practices to enhance retail execution, in-store lottery brand, and ticket distribution

New execution programs implemented in WV, TX, GA, MI, and more

Texas Lottery

Georgia Lottery

Michigan Lottery

Pursuing Clearly Identified Programs to Drive Future Growth

	DRAW-BASED GAMES	INSTANT GAMES
PORTFOLIO	• New games introduced to fill gaps in portfolio (e.g., NJ-driven Lucky for Life, CashPop, Fast Play)	• Price point and theme/play mechanic mix
INDIVIDUAL GAMES	• Further evolution of multi-state games • In state lotto & cash 5 • Add-on games	• Innovative prize structures • Super-sized games • Niche games
CONSUMER PROMOTIONS	• Cross-fertilization of best practices • Happy hour on Keno • Green/red ball promotions	• Promote key game franchises • 2nd chance promotions
LOGISTICS & DISTRIBUTION	• N/A	• Focus on product placement • Predictive ordering algorithms
RETAILER	• Chain-specific initiatives • Keno recruitment	• Expand/optimize vending machines • Move from in-counter to on-counter
DIGITAL	← • Keep pushing for digital wagering adoption • PlaySpot as a bridge strategy →	



Powering the Business

Matt Whalen

CTO, Lottery

Aurora: The Core System that Enables Innovation

Powerful and Flexible Software Platform

Stable, reliable, and high performing under virtually all conditions

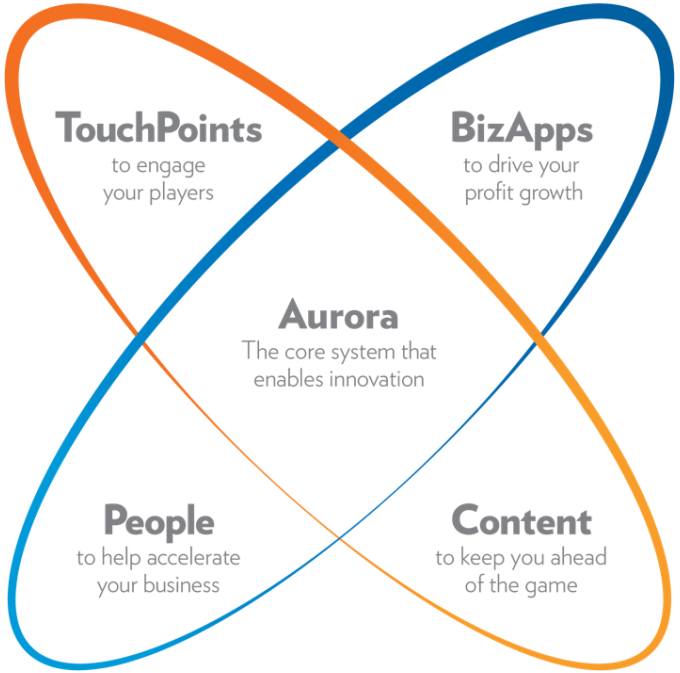
Six Sigma availability (99.9996%) with physical redundancy, hot backup, data centers, and networks

Advanced security for maximum player protection and public confidence

Flexible rules engine to accommodate varying business needs of each Lottery

Open design, for interoperability and maximum customer choice

Content compatible with the largest library of big-name games & easily integrates to third-party content

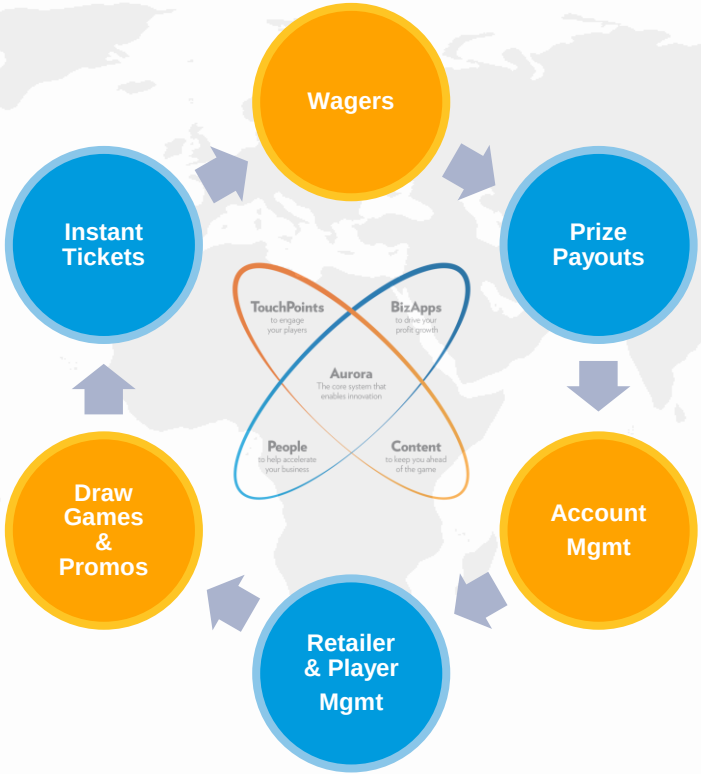


Aurora: Capabilities to Run World-Class Lottery Operations

Processing, recording millions of wagers securely

Winner validations with maximum player protection and public confidence

Financial accounting designed for interoperability and maximum customer choice



Player & Retailer state of the art customer relationship management

Draw Games & promotions rules engine to accommodate varying Lottery needs

Instant Tickets inventory management, distribution, validation & payment of instant games

Network Communications: A Best-in-Class Solution

85+

Global communication networks designed and installed

130+

Conversions and/or implementations

365,000+

Points-of-Access currently deployed globally

VSAT: 172,300 retailers
CELL: 127,000 retailers
WIRE: 66,000 retailers



Touchpoints: Technology Drives Convenience and Enhanced Functionality For a Richer Player Experience

Retailer Terminals



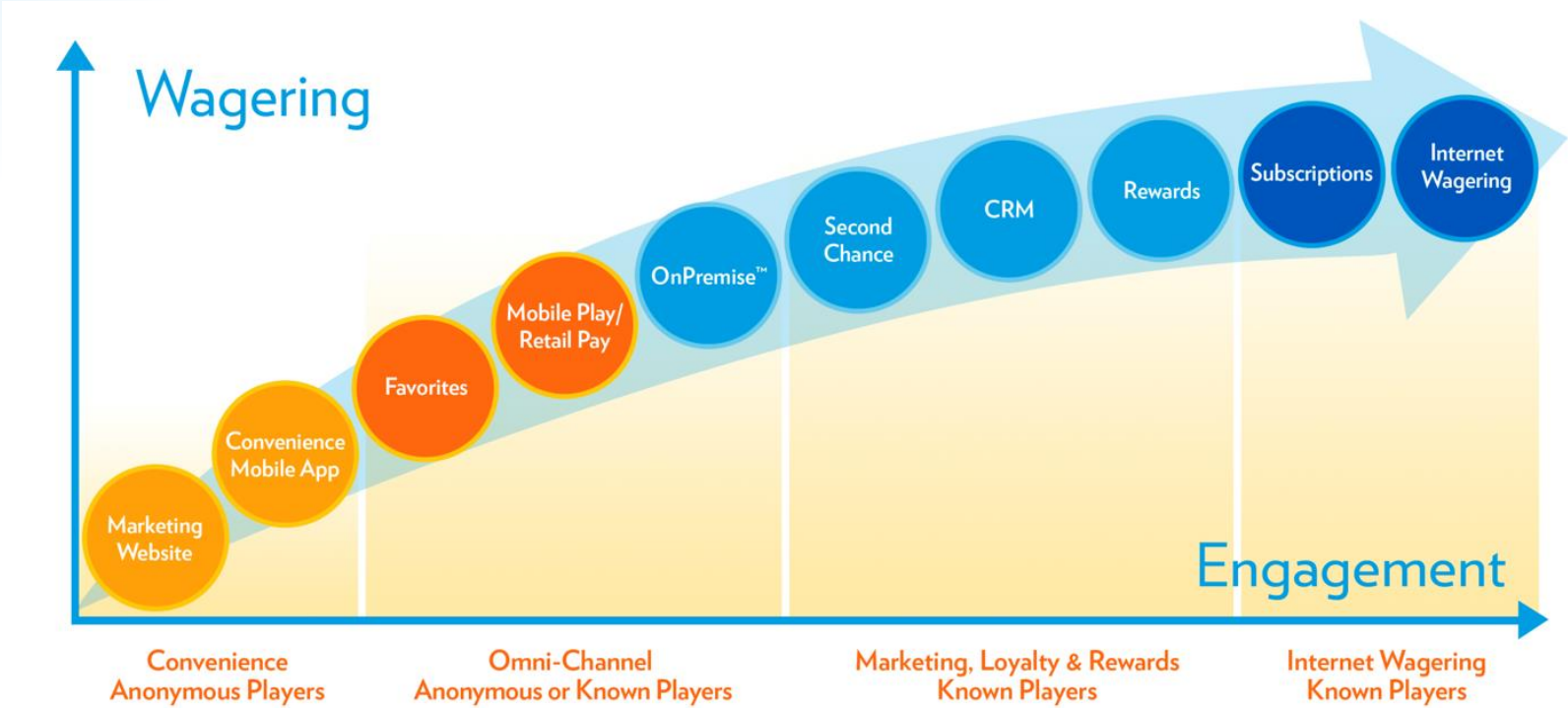
Player Self-Service



Mobile & Web



Convergence of Channels: Retail and Interactive Lottery



BizApps: Driving Lottery Profit Growth

An integrated suite of profit-driving Lottery tools created with input from customers, retailers, and the experience of IGT staff who manage lotteries, retailer networks, and lottery sales forces worldwide



Performance Wizard

The one-stop, dashboard-driven solution for analytics and business intelligence

17 Lotteries*



Order Wizard

IGT's newest flexible, proactive, predictive instant ticket ordering system based on IGT's proprietary algorithm.

IGT Predictive Ordering Tool recommends orders for **114,000+ retailers** and **$25B+ in annual Instant sales**.



Sales Wizard

The industry-leading, Lottery-specific sales force automation solution

20 Lotteries*



Retailer Wizard

An interactive, user-friendly website customized to fit the needs of both corporate account and independent retailers

8 Lotteries*

*Deployed/Contracted

$1.6B Record Powerball Jackpot: An Operational Success!



500k+

500k+ Transactions per Minute at peak processing

81%

IGT had $1.08B out of $1.3B in sales for the final drawing = **81% of all sales**

15.5 million

15.5 million playslips used; equivalent of 6,127 Freedom Towers stacked

+320%

Client services handled **320% more cases than typical**; gaming personnel jumped in for support of this historic event…**a true team effort**

99.99%

Terminal uptime: 185,000 terminals over the last week, **uptime = 99.99%**

234,000

234,000 rolls of paper used; enough to go around the world 1.5 times

Working together to deliver *RESULTS!*

Cautionary Statement Regarding Forward-Looking Statements

This presentation may contain forward-looking statements (including within the meaning of the Private Securities Litigation Reform Act of 1995) concerning International Game Technology PLC and its consolidated subsidiaries (the "Company") and other matters. These statements may discuss goals, intentions, and expectations as to future plans, trends, events, dividends, results of operations, or financial condition, or otherwise, based on current beliefs of the management of the Company as well as assumptions made by, and information currently available to, such management. Forward-looking statements may be accompanied by words such as "aim," "anticipate," "believe," "plan," "could," "would," "should," "shall", "continue," "estimate," "expect," "forecast," "future," "guidance," "intend," "may," "will," "possible," "potential," "predict," "project" or the negative or other variations of them. These forward-looking statements speak only as of the date on which such statements are made and are subject to various risks and uncertainties, many of which are outside the Company's control. Should one or more of these risks or uncertainties materialize, or should any of the underlying assumptions prove incorrect, actual results may differ materially from those predicted in the forward-looking statements and from past results, performance, or achievements. Therefore, you should not place undue reliance on such statements. Factors that could cause actual results to differ materially from those in the forward-looking statements include (but are not limited to) the factors and risks described in the Company's annual report on Form 20-F for the financial year ended December 31, 2017 and other documents filed from time to time with the SEC, which are available on the SEC's website at www.sec.gov and on the investor relations section of the Company's website at www.IGT.com. Except as required under applicable law, the Company does not assume any obligation to update these forward-looking statements. You should carefully consider these factors and other risks and uncertainties that affect the Company's business. All forward-looking statements contained in this presentation are qualified in their entirety by this cautionary statement.

Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures, including adjusted EBITDA, adjusted operating income, and free cash flow. Reconciliations of non-GAAP measures to the most directly comparable GAAP measures are included in the appendix to this presentation.

Comparability of Results

All figures presented in this presentation are prepared under U.S. GAAP, unless noted otherwise.

Adjusted figures exclude the impact of items such as purchase accounting, impairment charges, restructuring expense, foreign exchange, and certain one-time, primarily transaction-related items. Reconciliations to the most directly comparable U.S. GAAP measures are included in the tables in this presentation. Constant currency changes for 2018 are calculated using the same foreign exchange rates as the corresponding 2017 period.

Management uses non-GAAP financial measures to understand and compare operating results across accounting periods, for internal budgeting and forecasting purposes, and to evaluate the Company's financial performance. Management believes these non-GAAP financial measures reflect the Company's ongoing business in a manner that allows for meaningful period-to-period comparisons and analysis of business trends. These constant currency changes and non-GAAP financial measures should however be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with U.S. GAAP.