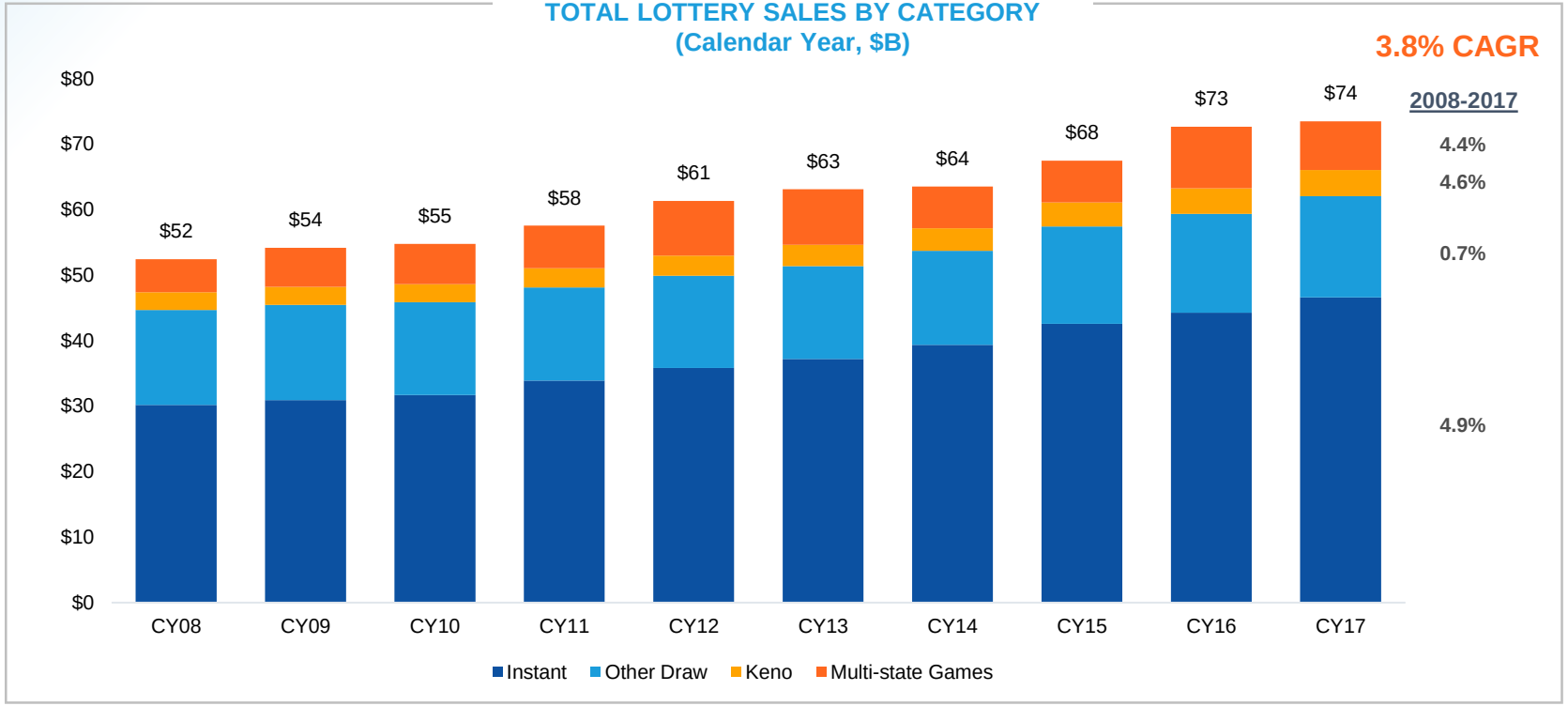


Jay Gendron

COO, Lottery

The U.S. has Delivered Consistent, Predictable Growth



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

Why Lotteries Matter:
An Indispensable and Growing Share of State Budgets

More than $22 billion earned for good causes in FY2017

SUPPORTING TEXAS EDUCATION AND VETERANS

South Carolina Education Lottery™





The Georgia HOPE scholarship

Georgia

NC Education Lottery

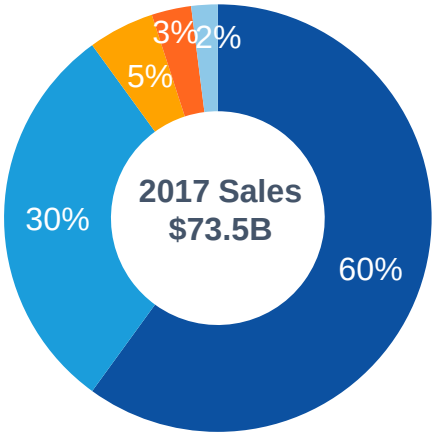
60% Prizes to Players

30% Profits to Good Causes

5% Retailer Commissions

3% Operating Expenses

2% Vendor Fees



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

Broad Spectrum of Services Cater to Every Lottery's Unique Needs

FM/Operator Contract Characteristics

7-10 year initial term	Multiple, multi-year extension options	Single provider per lottery	On average, we collect 1-2% of total Lottery sales as revenue



Product Sales

Ad hoc sales of IGT equipment (e.g., PoS terminals, ITVM's, self-service kiosks, etc.)

Instant ticket printing (31 US lotteries supplied)

Transactional revenue
Subject to "replacement cycle"

Traditional FM

1. Central System
2. PoS Terminals
3. Client Services
4. Consumables
5. Maintenance / Field Services
6. Marketing Support

16 US lotteries
(e.g., CA, FL)

% of total Lottery sales
(draw games, instant tickets, multi-state jackpots)

Extended FM

Traditional FM plus:
- Warehouse / Distribution
- Sales Force
- Retail Development

7 lotteries
(e.g. TX, WV)

% of total Lottery sales
(draw games, instant tickets, multi-state jackpots)

Operator Lottery Management Agreements

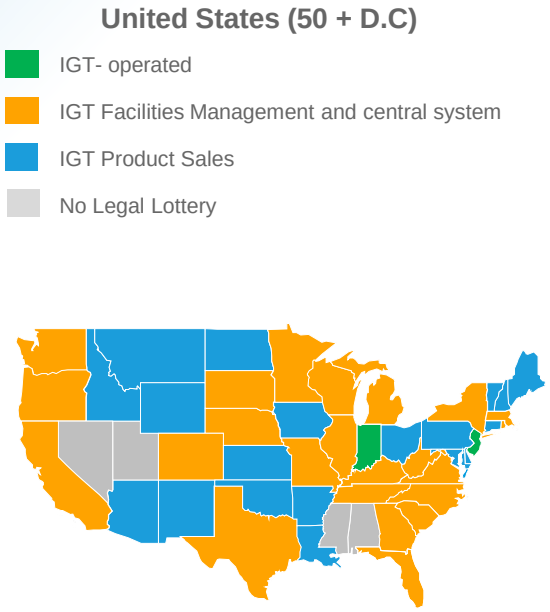
Full range of daily lottery management and operational services

2 lotteries
(IN, NJ)

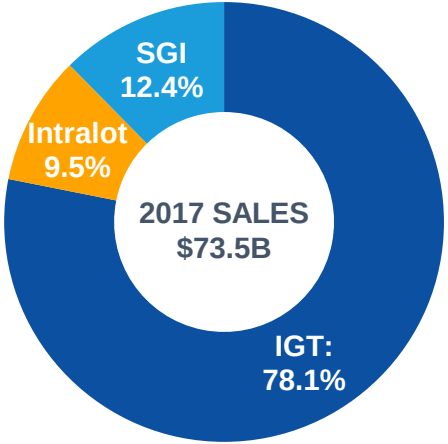
% of total Lottery sales (e.g. Italy)
or
"Cost reimbursement + incentive"

Nearly 80% of U.S. Lottery Sales are Processed by IGT Systems

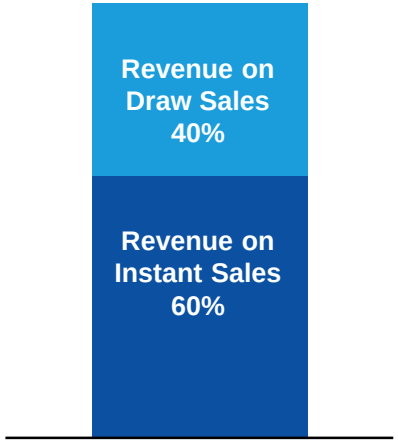
CURRENT IGT U.S. FOOTPRINT



IGT MARKET SHARE (Current contracts, 2017 sales)



2017 IGT LOTTERY SERVICE REVENUES PER GAME SEGMENT



Many Important Contracts Secured for Several Years

2016 - 2018 Wins and Renewals

- Florida Lottery
- NC Education Lottery
- Virginia Lottery
- South Carolina Education Lottery
- West Virginia Lottery

2016 - 2018 Extensions

- New York Lottery
- calottery
- Texas Lottery
- Georgia Lottery

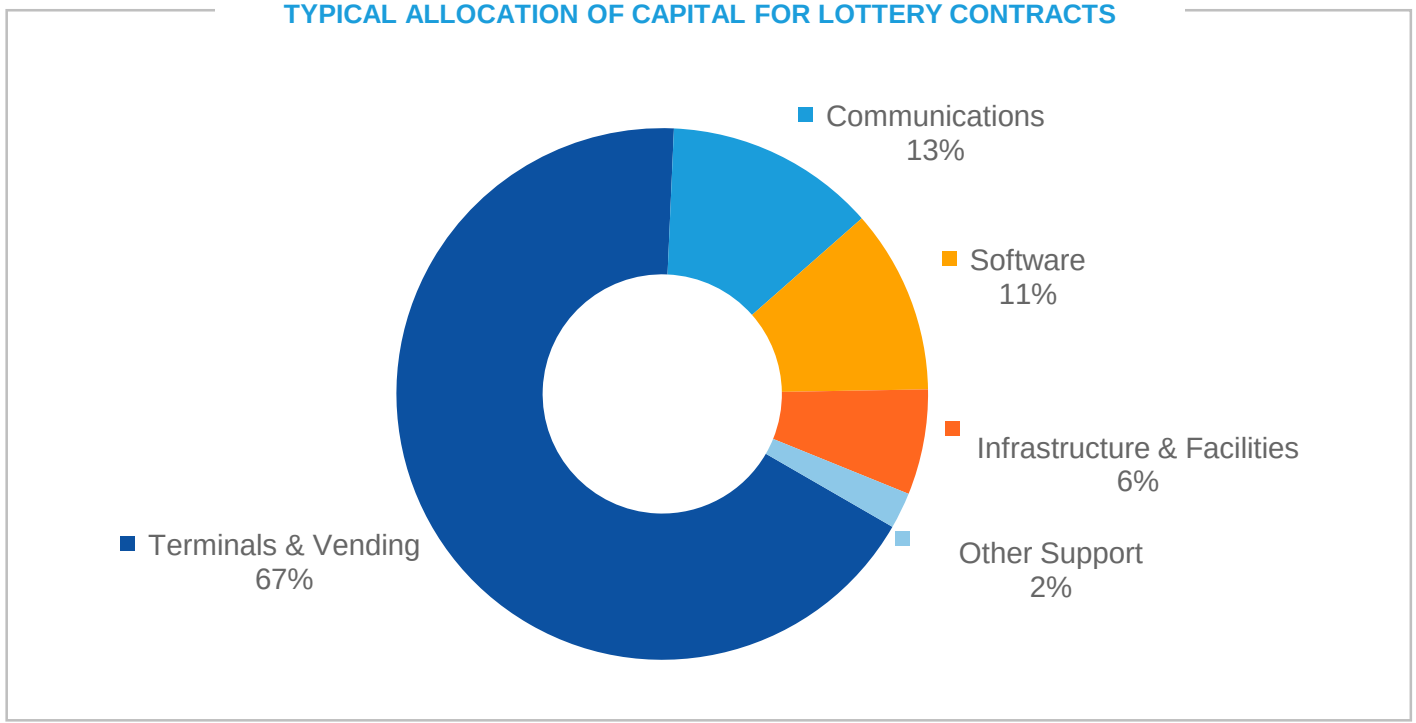
Outcome

- Revenue-weighted, average years remaining on contract portfolio is 8 years
- 70% of lottery service revenue is secured for 8+ years

Note: Data based on total 2017 lottery service contracts

Significant Capital Investment Concentrated Early in Contract Term

Extensions are less capital intensive than a full RFP process



Predictable Pipeline of Opportunities

A TYPICAL BID PROCESS



UPCOMING BID OPPORTUNITIES

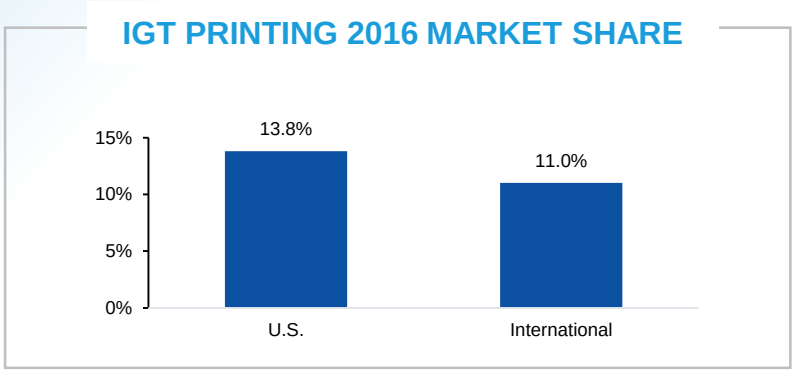
FM CONTRACTS

Pennsylvania	New York (IGT Incumbent)	Michigan (IGT Incumbent)
Originally issued in April 2018, then canceled	Q4 2018 (Estimated)	2019 (Estimated)

PRINTING

Florida	New York	Pennsylvania
Q3 2018 (Estimated)	Q4 2018 (Estimated)	Originally issued in April 2018, then canceled

Considerable Opportunity to Grow Instant Ticket Printing



Contract Characteristics

- More U.S. lotteries moving to multi-vendor contracts
- Contract length typically shorter than FM contracts
- Minimal Capital Expenditures associated with these contracts

14 Billion Tickets
Annual Printing Capacity

628
New Games Produced in 2017

45,000
Square Foot Expansion

55+
Customers Globally

200%+
Increased Game Production

+30%
Increase in Production Capacity

Customer-First Focus Reflected in Customer Satisfaction Survey



PEOPLE
PRODUCTS
SERVICES

Customer Satisfaction Metric	2013 Score	2017 Score
Account Development Manager	83%	95%
Corporate Marketing	74%	94%
Communications	86%	93%
Field Service	80%	91%
Operations	82%	90%
Software	81%	88%

Source: IGT blended customer selection study



Looking to the Future

Renato Ascoli

CEO, North America

IGT

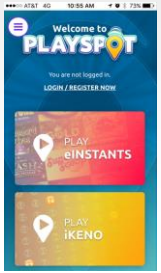
2018 INVESTOR DAY

Considerable Room to Leverage the Existing U.S. Portfolio

INSTANT GAMES WILL STILL GROW

Large jurisdictions still have great potential

Distribution



MULTI-STATE GAMES

Mega Millions just moved to $2

Additional price point opportunities:

- New add-on games
- Further features to expand the offering to a $3 and a $3 + $2

A world game

CLUB KENO

Only 20 of the 45 US Lotteries currently offer Keno

At least 5 US Lotteries introduced Keno in the past 3 years

GAME INNOVATION

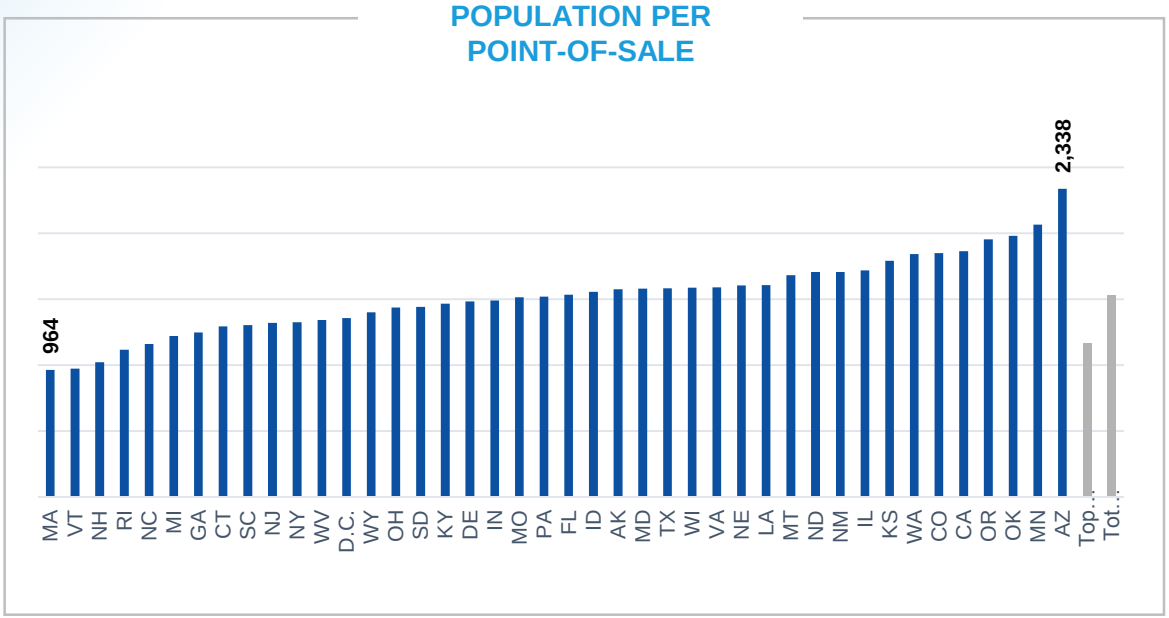
Successful new game introductions are leveraged across geographies.

SPORTS BETTING

Sports betting is happening in the U.S.

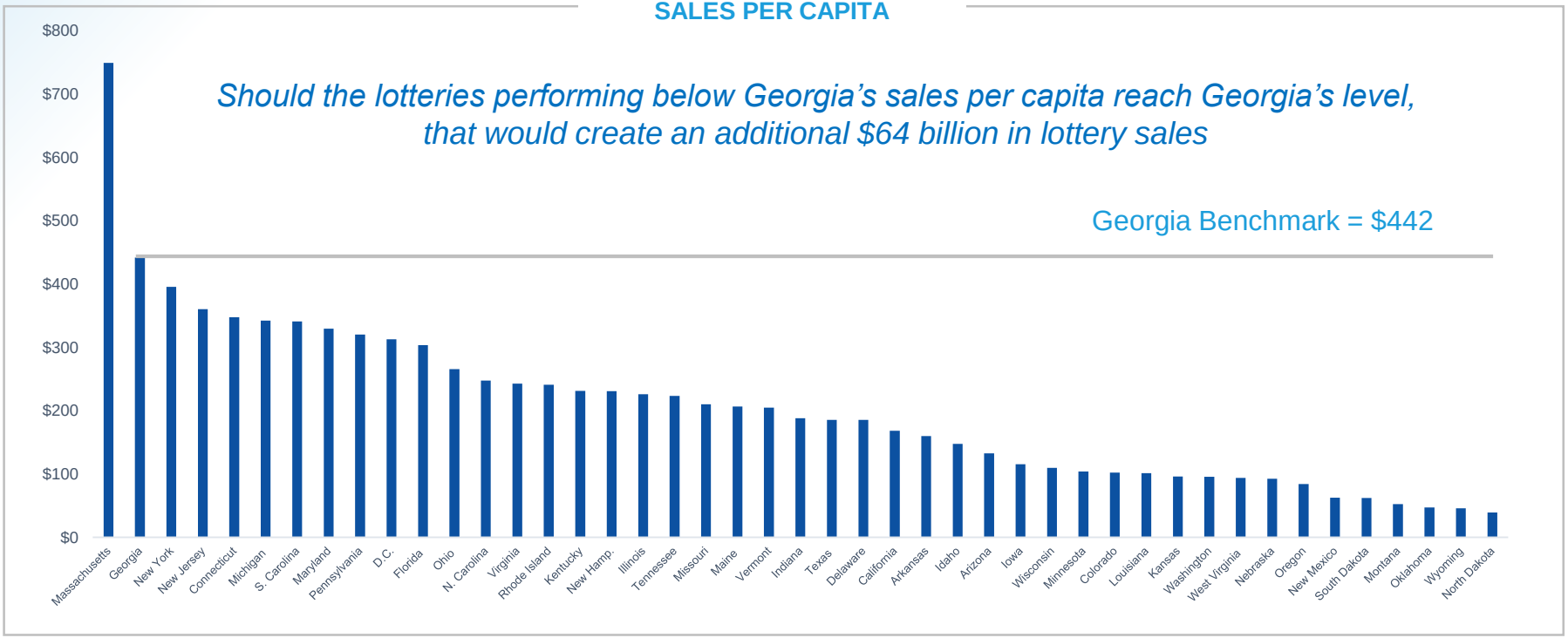
Virtual sports betting will become popular

Improvement in Player Convenience Will Drive Additional Growth



- Accessibility a key driver of future growth
- Internet/Digital will further improve accessibility
  - Very few US lotteries have iLottery games
  - Digital represents up to 50% of lottery sales at the most progressive European lotteries
  - Bring your own device (e.g., PlaySpot) another compelling option

Dreaming the Dream





Key Takeaways

- Industry Leadership
- Deep, Long-Standing Relationships
- Unparalleled Scope
- Consistent Growth Profile
- Unique, Global Ecosystem
- Predictability of Profits

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