

Walter Bugno

CEO, International

2018 INVESTOR DAY

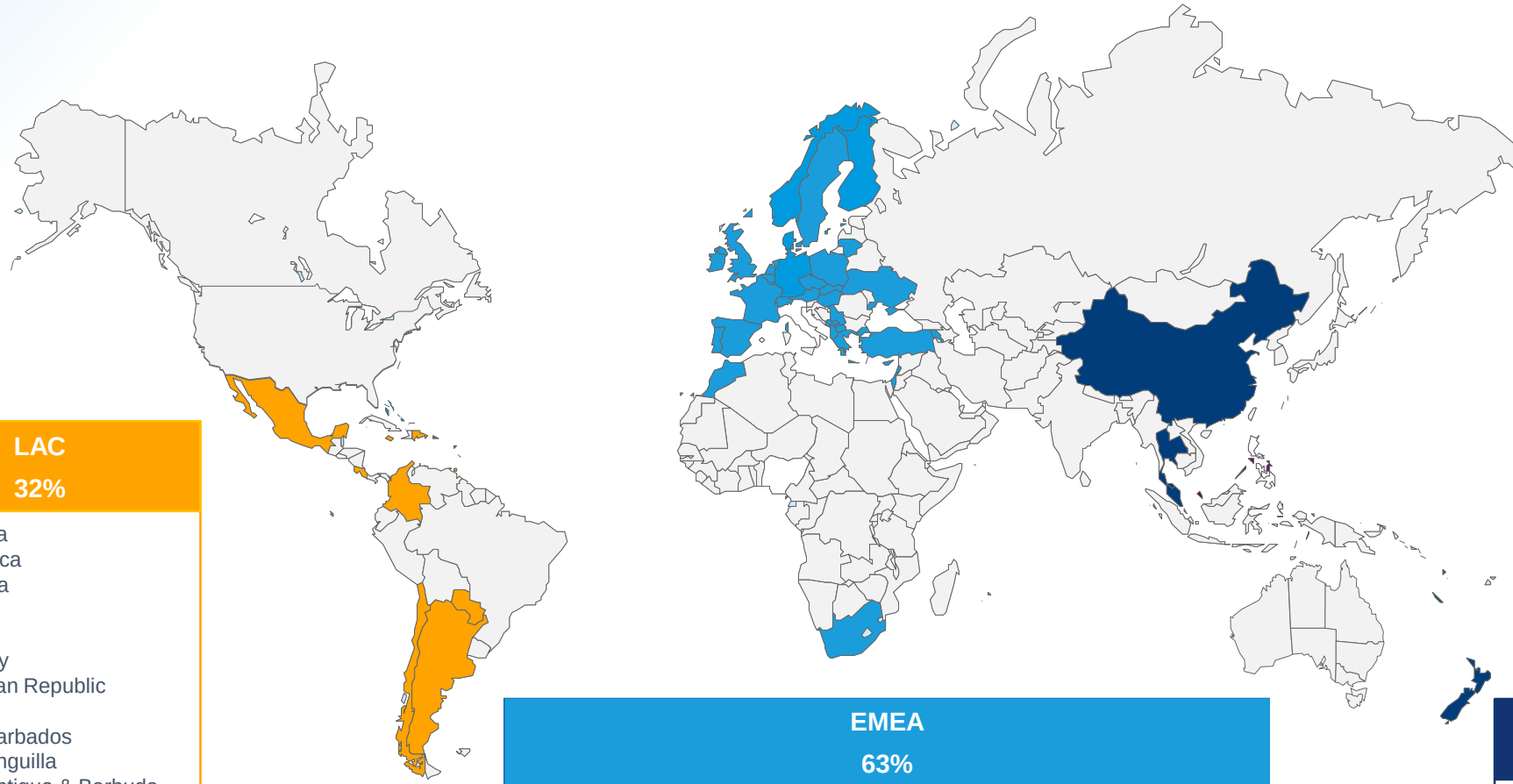


Agenda

- IGT International Presence
- Customer Dynamics
- Case Studies
- Looking to the Future

International Lottery Customer Footprint

35+ Customers Worldwide, driving $323M in 2017 Lottery Revenue



Top 5 customers

47%

of revenue

Top 10 customers

70%

of revenue

LAC

32%

- Colombia
- Costa Rica
- Argentina
- Chile
- Mexico
- Paraguay
- Dominican Republic
- LILHCO
  - Barbados
  - Anguilla
  - Antigua & Barbuda
  - USVI
  - Sint Maarten
  - Saint Kitts and Nevis
- Jamaica
- Trinidad & Tobago

EMEA

63%

- UK
- South Africa
- Belgium
- Luxembourg
- Switzerland
- Czech Republic
- Slovakia
- Turkey
- Ukraine
- Poland
- Lithuania
- Finland
- Germany
- France
- Israel
- Mauritius
- Morocco
- Portugal
- Spain (ONCE, LAE)

APAC

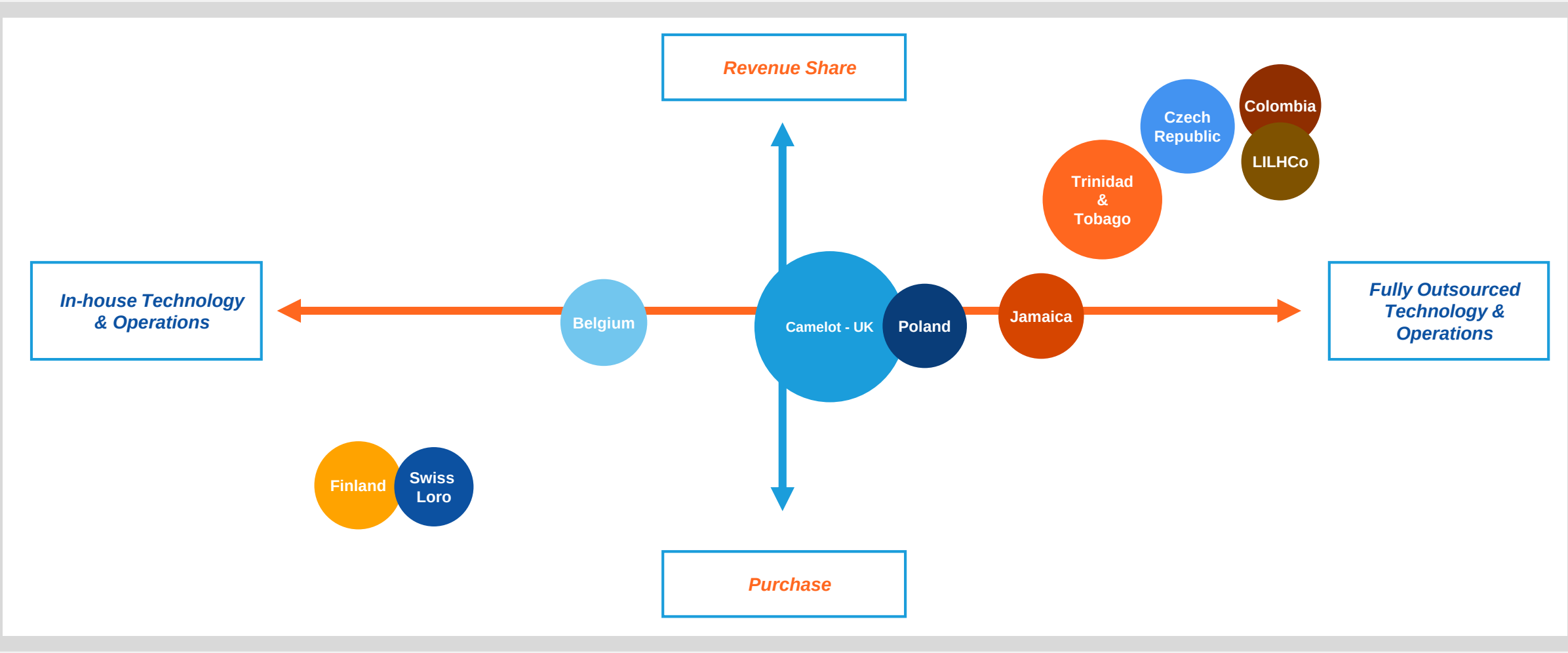
5%

- Thailand
- Malaysia
- Singapore
- New Zealand
- China

International Lottery Customers Operate in a Complex Environment

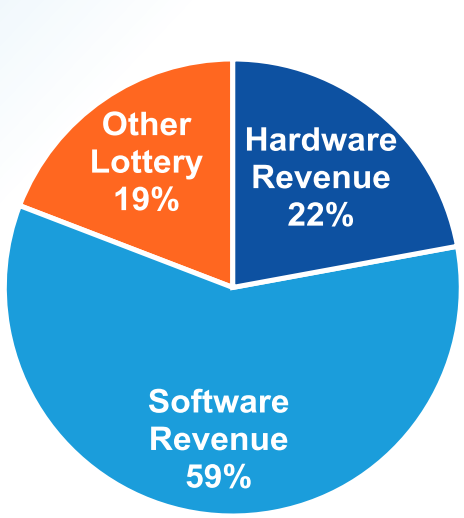
- Early adopters of new technology and innovation
- Operate across multiple product verticals
- Prepared to build and operate their own platforms
- Use many technology partners
- Competition from regulated and unregulated B2C operators
- Typically less capital intensive

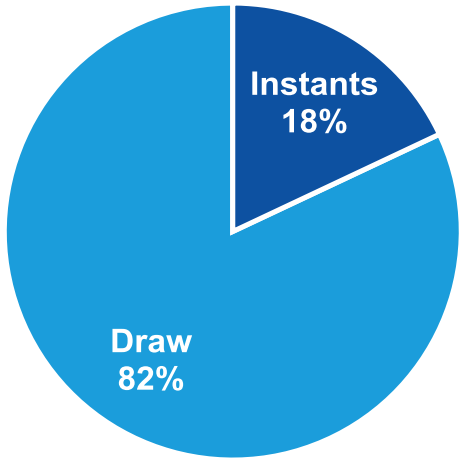
Complexity is Demonstrated by Diverse Continuum of Business Models



Note: Size of circles corresponds to relative 2017 revenue contribution

2017 International Lottery Revenue Breakdown





$323M
from 35+ customers

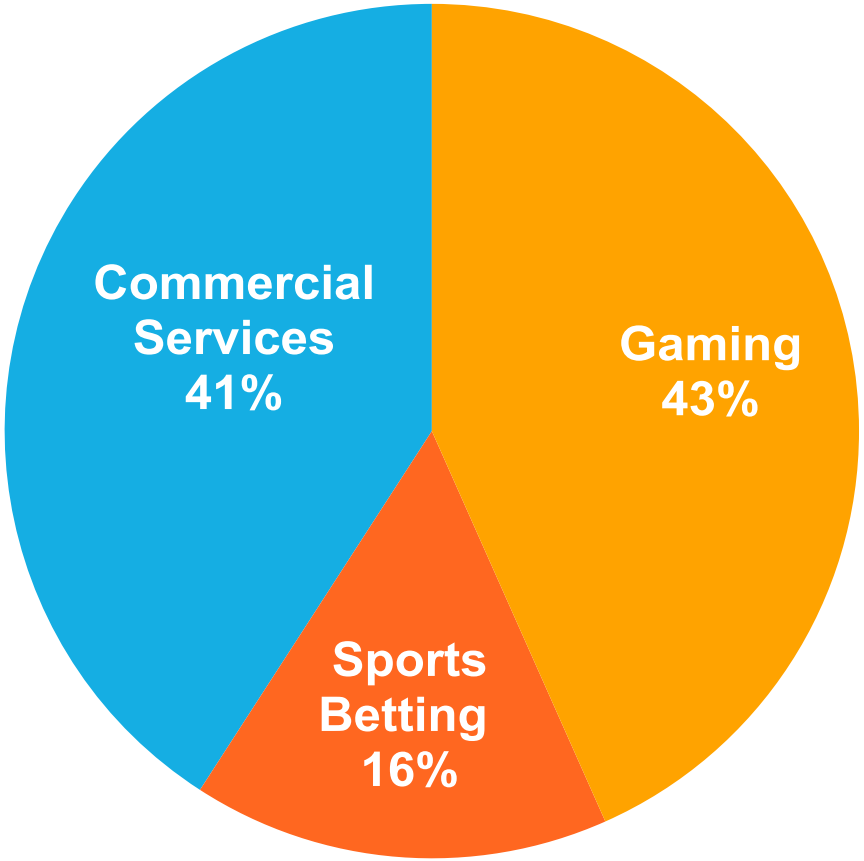


Incremental $150M+ in Non-Lottery Revenue from 16 Customers

Additional $150M+ of Non-Lottery Revenue Reflects Lottery Diversification into Broader Gaming Opportunities

Commercial Services

- Poland
- Czech Republic
- Slovakia
- Chile
- Colombia
- Trinidad & Tobago
- Jamaica
- Dominican Republic
- LILHCO



Gaming / VLT

- Greece
- Sweden
- Synot (Eastern Europe)
- Argentina

Sports Betting

- Mexico
- Belgium
- Greece
- Singapore



Declan Harkin

COO, International Lottery

2018 INVESTOR DAY

IGT's Strategic Approach Leverages 6 Key Pillars for Growth

Vision

(Taking into account regulatory and operational context)

PORTFOLIO	INDIVIDUAL GAMES	CONSUMER PROMOTION	LOGISTICS & DISTRIBUTION	RETAIL	DIGITAL
Build the ideal portfolio (how many games, which price points, themes/play mechanics, refresh frequency, etc.)	Optimize each individual game (prize structures, ticket size, graphics, role in portfolio, special/bonus features, etc.)	Develop an effective communication/ media/ PR strategy	Optimize product placement through best-in-class logistics and predictive order algorithms	Maximize retailer penetration and retailer footprint, adopt effective retailer and sales force incentive programs	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

Revenue-Weighted, Average Contract Remaining is 4 Years

✓ Existing major contracts

- UK Lotto through Jan 2023
- Trinidad & Tobago through Mar 2024
- Czech Republic through Dec 2022
- Jamaica Lotto through Jan 2026

✓ Incremental segment business

- Poland - iLottery
- Norway - iCasino
- New Zealand – iLottery
- Mexico – Commercial Services

✓ Recent wins and extensions

- Poland through Nov 2021
- Swiss Loro through Dec 2023
- LILHCo - USVI through 2037

The UK Lottery: The Largest International Customer



Top 10 performer

$9.2B

6th Largest lottery in the world in total sales

70% of population **play** on regular basis



Retail scale

45,000

2nd Largest retail estate globally

Adding self service and in lane offerings



iLottery success

25%

Good performance despite being limited to traditional Draw and eInstants products



Content

52% (2 games)

Founding member of **EuroMillions** multi-jurisdiction group

Seeking more game flexibility in 4th licence



Dynamic marketplace

Remain differentiated in very competitive market with many bookmakers and charitable lotteries

The UK Lottery & IGT: A 24-Year Partnership



From the start

24+ years

IGT supplying core technology and services since creation of UK lottery

4.5 Years remaining on existing license



Retail & Distribution

Optimized

High Volume and & Compact Terminals

In-Lane Solutions

Instants management



Reliability

Excellence

Global reference on scale, performance and reliability

2-hour Response and Repair for all 45k retail locations



Gaming Portfolio

Roadmaps

Game consulting

New Annuity Game

Instants best practice



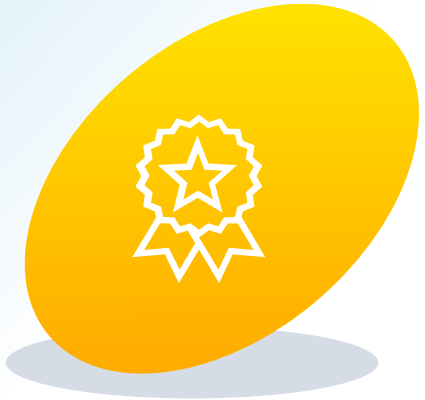
Digital & Retail

Growth

IGT eInstants portfolio

Instants self-service

The Finland Lottery is Extremely Sophisticated



High performer

$3.5B

Highest gaming per capita in Europe at $550

Efficient - Over **30% EBIT** contribution to good causes



Pioneer in Interactive

50%

Early adopter – iLottery since 1996

> 50% of sales from **interactive channels** in 2018



End-to-End offering

All verticals

Active in all gaming segments and channels

- Draw , Instants, Social, Sports, VLTs, Mobile iGaming...



Player insights

2M

2M+ registered customers

70% of overall sales

EIKKAUS



Technology savvy

2000

Employees

300

In-house IT engineers

The Finland Lottery & IGT: A 30-Year Partnership



Long Partnership

30 years

Deeply integrated technology partner

Consistently leverage Advanced Retail and Digital platforms



Portfolio Expertise

70+

Experts supporting Veikkaus

Game consulting and development

Retail Distribution



Reliability

99.9+ %

Uptime on systems

Trust enables long-term growth planning

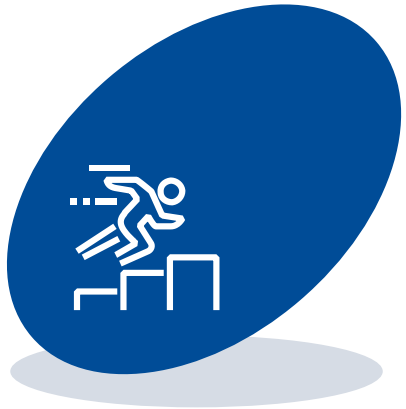


Digital

Design Partner

IGT platforms enabled rapid iLottery growth

iBingo - among largest iBingo room globally



Segment Growth

2018+

Veikkaus will invest in new VLT and iGaming content & platforms

Caribbean: Multiple Jurisdictions & Full Service Business Models

Top performers

$3.31

Online per capita sales

Strong CAGR

7.1%

Compounded revenue growth rate

Long term

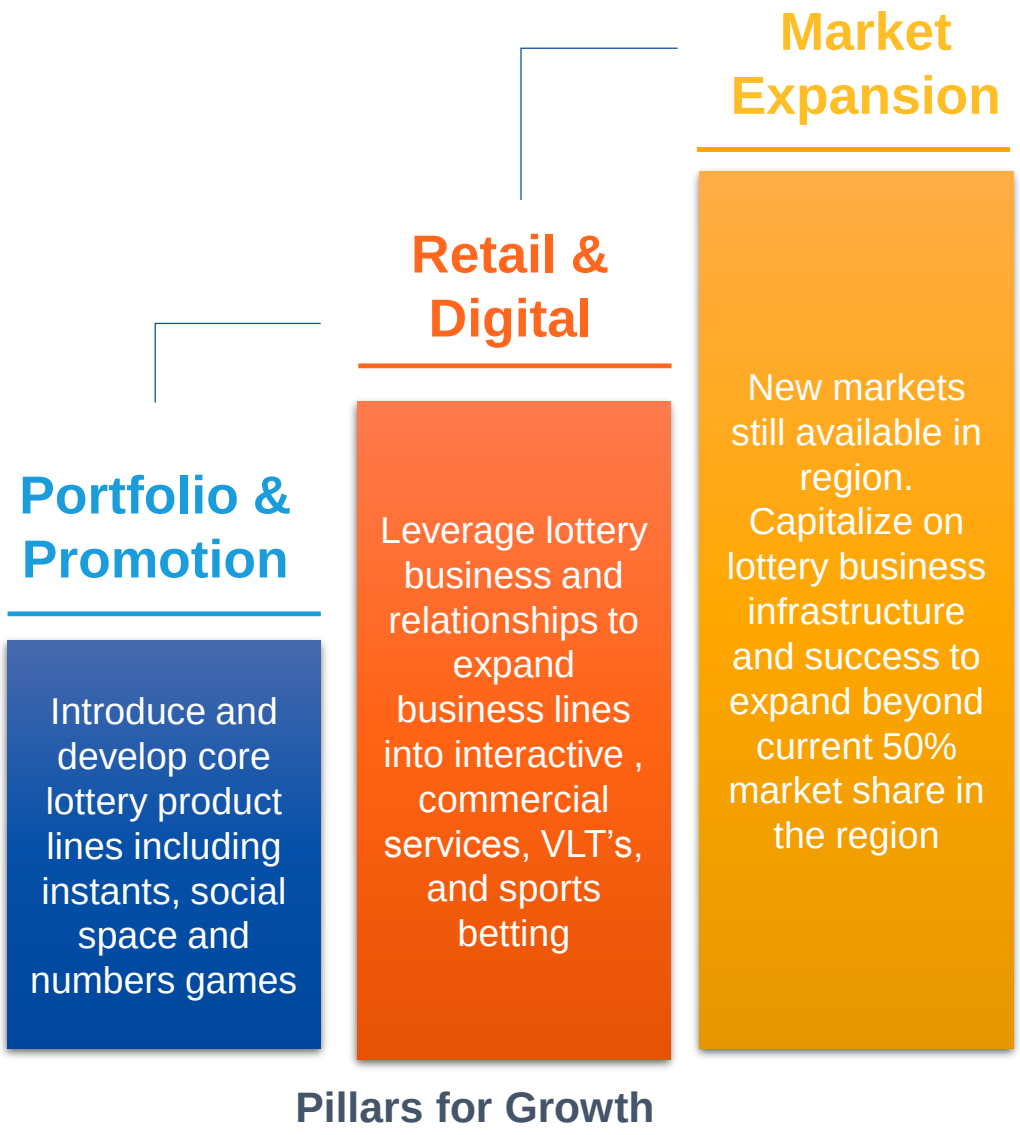
15 years

Average remaining contract duration

- **Long-term lottery contracts** with 9 different island governments; average 15-year terms remaining
- **IGT is either the Operator** or provides an extensive set of Facilities Management Services
- IGT closely involved with regulatory & legislative activity
- **Strong growth opportunities as** these lotteries seek to introduce **iLottery, iGaming** and selected **VLT programs**

The Caribbean Lotteries & IGT

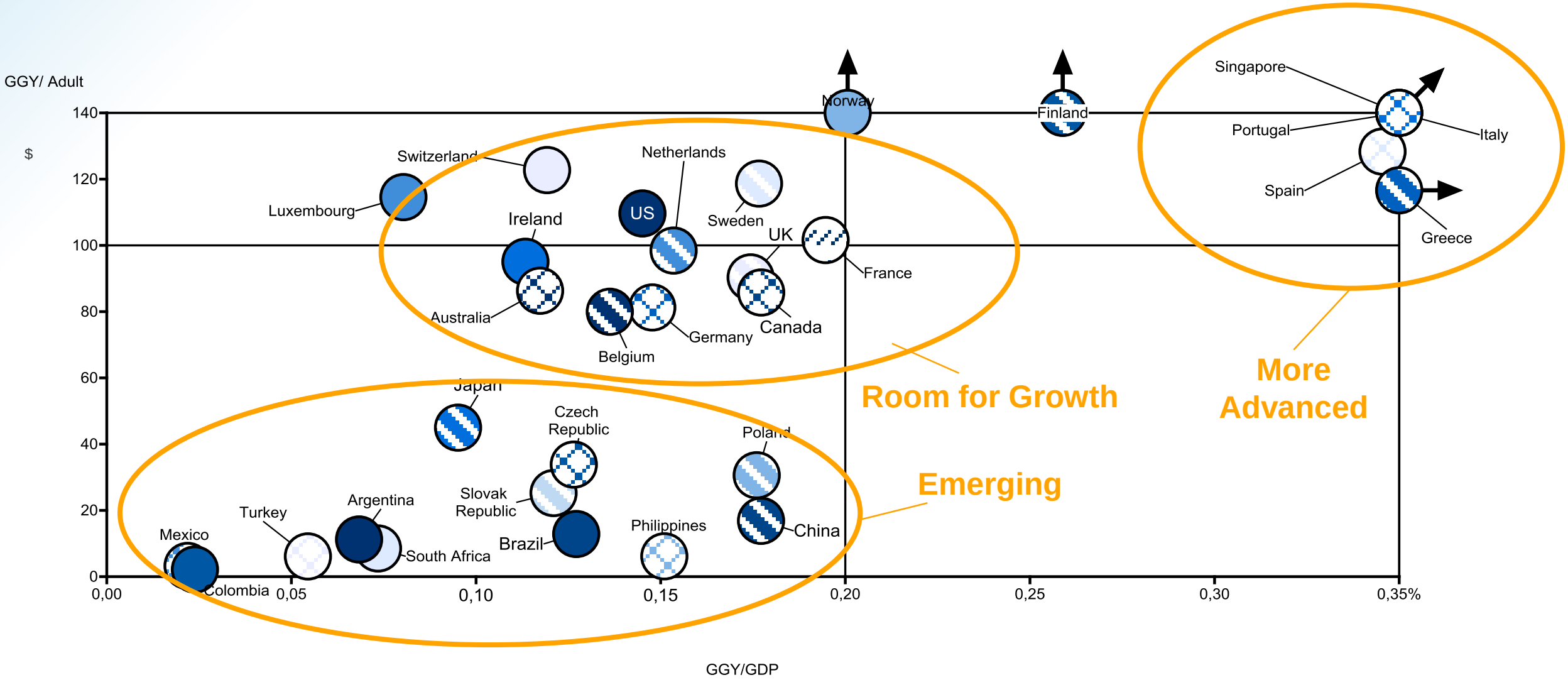
- IGT has strong ability to build **Portfolios** and execute growth plans
- Super Lotto: IGT developed and operates the **only multi-jurisdiction lottery game** in the region
- Core numbers game Innovations and **promotions** have contributed 31% revenue increase in last three years
- Increased **Retail distribution and optimization** has contributed growth of **21%** over the past five years
- IGT led the introduction of **new social space games** that account for **$85M incremental sales**
- **Commercial Services** segment (e.g. bill pay, mobile top-up, money transfer) a valuable lottery network overlay
- **Regional expansion** opportunities in other Caribbean basin countries (e.g. Guyana, Belize)



Pillars for Growth

Looking to the Future

Considerable Organic Growth Potential Exists Worldwide



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

International Lottery Pillars for Growth

Defend & Build Value Chain

Extend contracts

Regional and jurisdictional needs vary with maturity curves



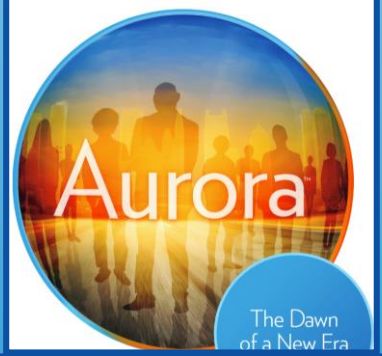
Same Store Growth

Constantly optimize and innovate for core lottery segment – Games, draw, multijurisdictional games, Instants, social space ..



Technology & Platform

Next generation Aurora, product upsell, contract extensions, posed for new gaming segment integrations



Service Expansion

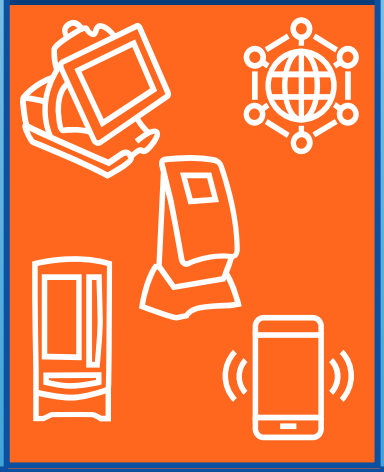
Increase marketing and technology services to Product Sales clients - add Communications, Commercial Services…



Segment Expansion

iGaming, VLTs, instants, sports betting, social

Many lotteries seeking ways to serve entire gaming spectrum



New Markets, Regulation, Legislation

Privatizations and new gaming legislation with existing markets, Greenfield markets and competitor ‘takeaways’



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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.

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