

Global Gaming

*Delivering Innovation, Growing Market Share, and
Improving Margins*

Renato Ascoli | CEO, Global Gaming
Nick Khin | COO, Global Gaming



Forward Looking Statements

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 do not guarantee future performance and speak only as of the date on which such statements are made. These forward-looking statements 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, 2020 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 news release are qualified in their entirety by this cautionary statement. All subsequent written or oral forward-looking statements attributable to International Game Technology PLC, or persons acting on its behalf, are expressly qualified in their entirety by this cautionary statement.

Comparability of Results

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

Non-GAAP Financial Measures

Management supplements the reporting of financial information, determined under GAAP, with certain non-GAAP financial information. Management believes the non-GAAP information presented provides investors with additional useful information, but it is not intended to nor should it be considered in isolation or as a substitute for the related GAAP measures. Moreover, other companies may define non-GAAP measures differently, which limits the usefulness of these measures for comparisons with such other companies. The Company encourages investors to review its financial statements and publicly-filed reports in their entirety and not to rely on any single financial measure.

Adjusted EBITDA represents net income (loss) from continuing operations (a GAAP measure) before income taxes, interest expense, foreign exchange gain (loss), other non-operating expenses, depreciation, impairment losses, amortization (service revenue, purchase accounting and non-purchase accounting), restructuring expenses, stock-based compensation, litigation expense (income), and certain other non-recurring items. Other non-recurring items are infrequent in nature and are not reflective of ongoing operational activities. For the business segments, Adjusted EBITDA represents segment operating income (loss) before depreciation, amortization (service revenue, purchase accounting and non-purchase accounting), restructuring expenses, stock-based compensation, litigation expense (income) and certain other non-recurring items. Adjusted EBITDA – discontinued operations represents income from discontinued operations (a GAAP measure) before income taxes, interest expense, depreciation and amortization, and gain on sale of discontinued operations. Adjusted EBITDA – combined represents Total Adjusted EBITDA plus EBITDA – discontinued operations. Management believes that the non-GAAP measures just mentioned are useful in providing period-to-period comparisons of the results of the Company’s ongoing operational performance.

Net debt is a non-GAAP financial measure that represents debt (a GAAP measure, calculated as long-term obligations plus short-term borrowings) minus capitalized debt issuance costs and cash and cash equivalents. Cash and cash equivalents are subtracted from the GAAP measure because they could be used to reduce the Company’s debt obligations. Management believes that net debt is a useful measure to monitor leverage and evaluate the balance sheet.

Net debt leverage is a non-GAAP financial measure that represents the ratio of Net debt as of a particular balance sheet date to Adjusted EBITDA for the last twelve months (“LTM”) prior to such date. Prior to the disposal of the Italian B2C gaming businesses in the second quarter of 2021, management calculated the Net debt leverage ratio as the ratio of Net debt as of a particular balance sheet date to the LTM of Adjusted EBITDA – combined prior to such date. Management believes that Net debt leverage is a useful measure to assess our financial strength and ability to incur incremental indebtedness when making key investment decisions.

Free cash flow is a non-GAAP financial measure that represents cash flow from operations (a GAAP measure) less capital expenditures. Management believes free cash flow is a useful measure of liquidity and an additional basis for assessing IGT’s ability to fund its activities, including debt service and distribution of earnings to shareholders.

Constant currency is a non-GAAP financial measure that expresses the current financial data using the prior-year/period exchange rate (i.e., the exchange rates used in preparing the financial statements for the prior year). Management believes that constant currency is a useful measure to compare period-to-period results without regard to the impact of fluctuating foreign currency exchange rates.

A reconciliation of the non-GAAP measures to the corresponding amounts prepared in accordance with GAAP appears in the tables in this release. The tables provide additional information as to the items and amounts that have been excluded from the adjusted measures.

Key Messages



1

Large and attractive industry on a solid path to recovery



2

Leading market position driven by innovation, diversified product portfolio, and strategic global footprint



3

Seasoned leadership team with deep and broad industry experience



4

Clear strategy to grow market share and revenue while improving margins



5

Confident in delivering 10+% revenue CAGR and significant margin expansion in the 2022 – 2025 period

Sizable and Profitable Business with a Diversified Product Portfolio and Global Footprint

\$1.6B

2019 Revenue

13%

2019 Operating
Income Margin

26%

2019 Adjusted
EBITDA⁽¹⁾ Margin

~42K

Annual Machine
Unit Sales

~50K

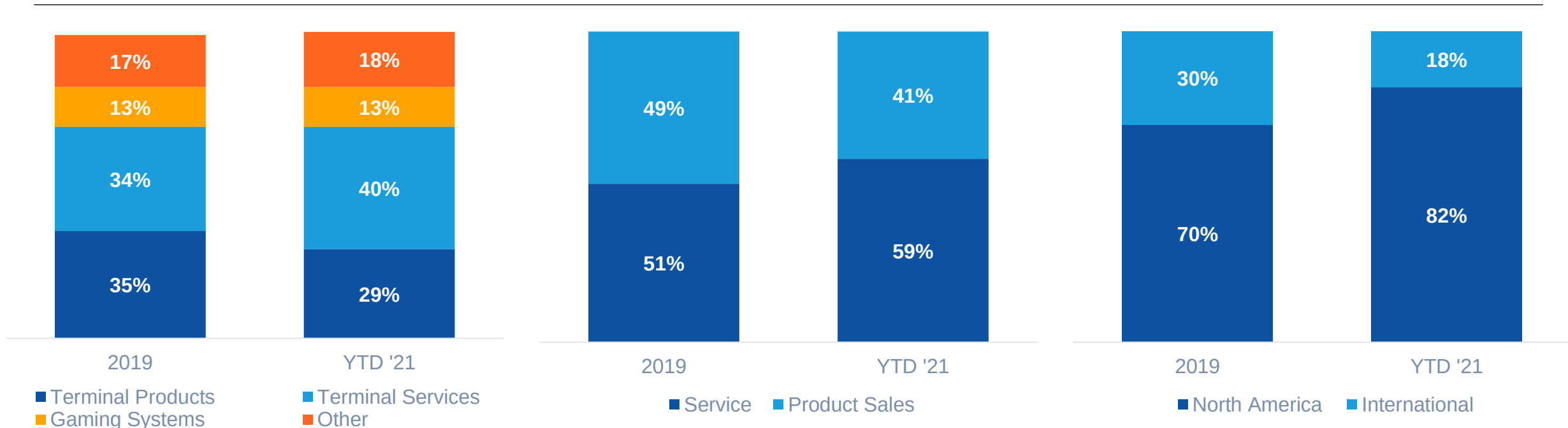
Global
Installed Base

~4,400

Employees

Revenue Profile

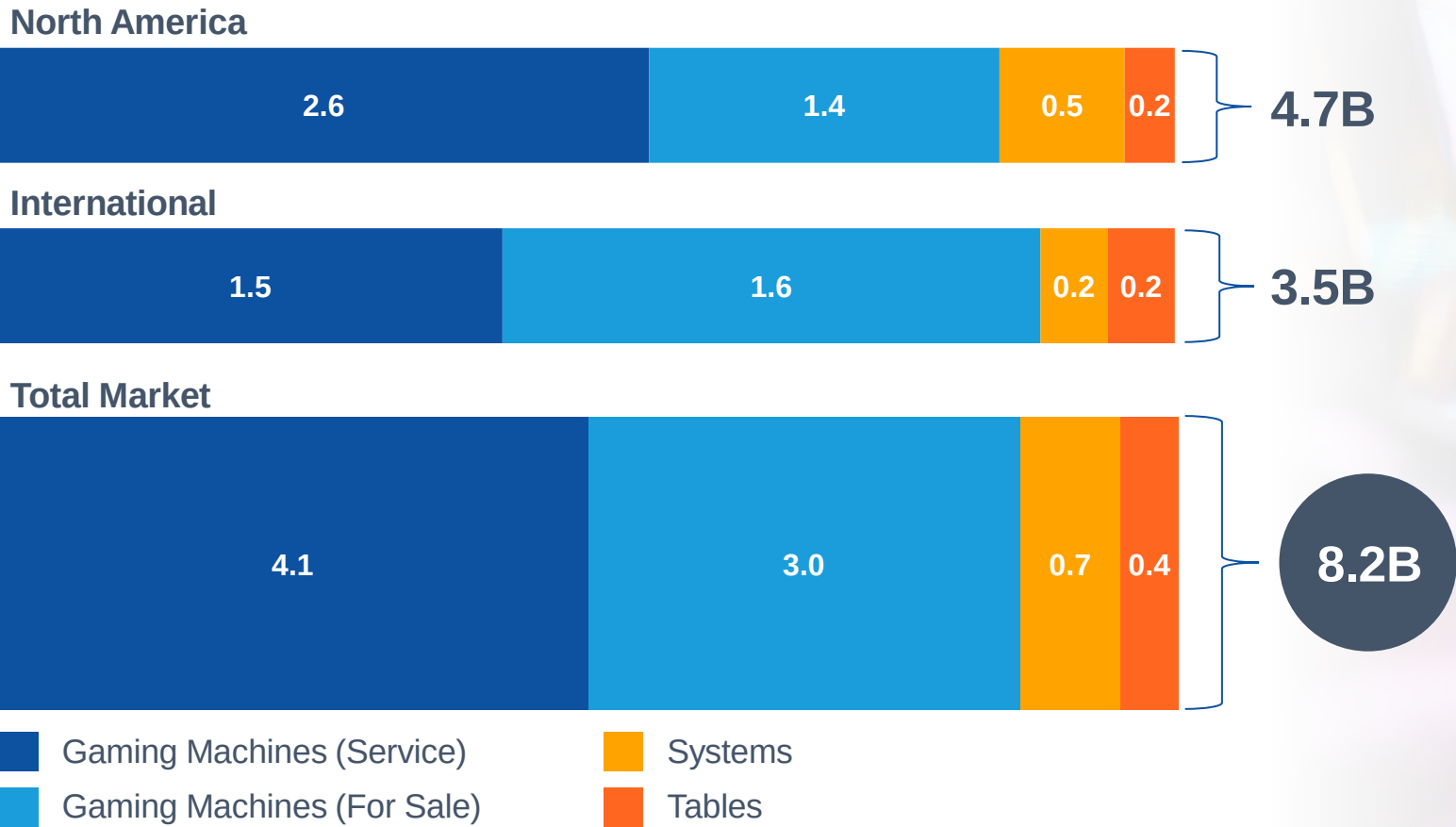
(2019 shown as a pre-pandemic reference point)



Note: 2019 data presented except employee data which is as of December 31, 2021; units sold and installed base as reported, excluding Poker units; totals may not add due to rounding
(1) Non-GAAP measure; see disclaimer on page 2 and reconciliations to the most directly comparable GAAP measures in Appendix for further details

Large and Attractive B2B Market with Clear Path to Recovery

2019 Global Gaming Revenue (\$B)
By Geography and Product



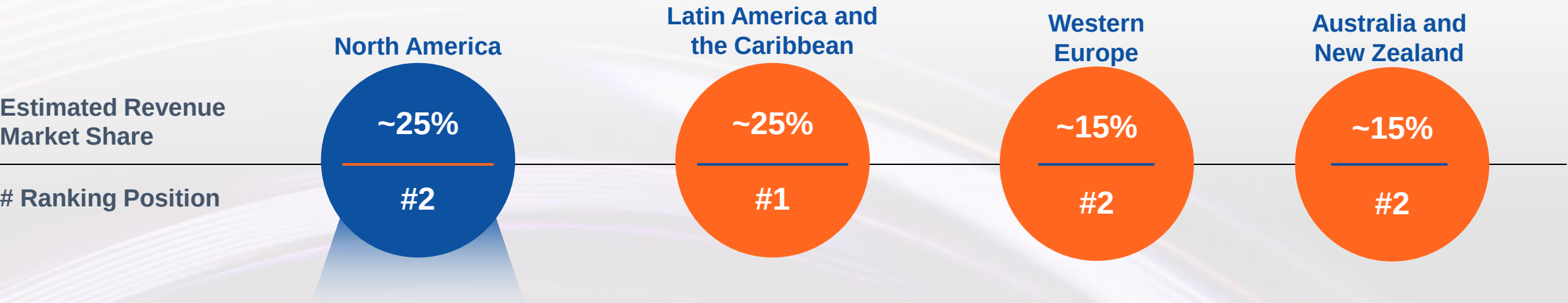
Market Growth Expectations

- B2B market returns to pre-pandemic levels by 2023/2024
- ~1 year after B2C market recovery

85% of Industry Revenue from Sale or Lease of Gaming Machines

Market Leader in Key Products and Geographies

2019 Market Share by Geography



2019 North America Market Positioning



#1 Player

- Poker
- Video Lottery Terminals
- CDS Washington
- WLA Participation (NY, RI, DE)



Podium Position

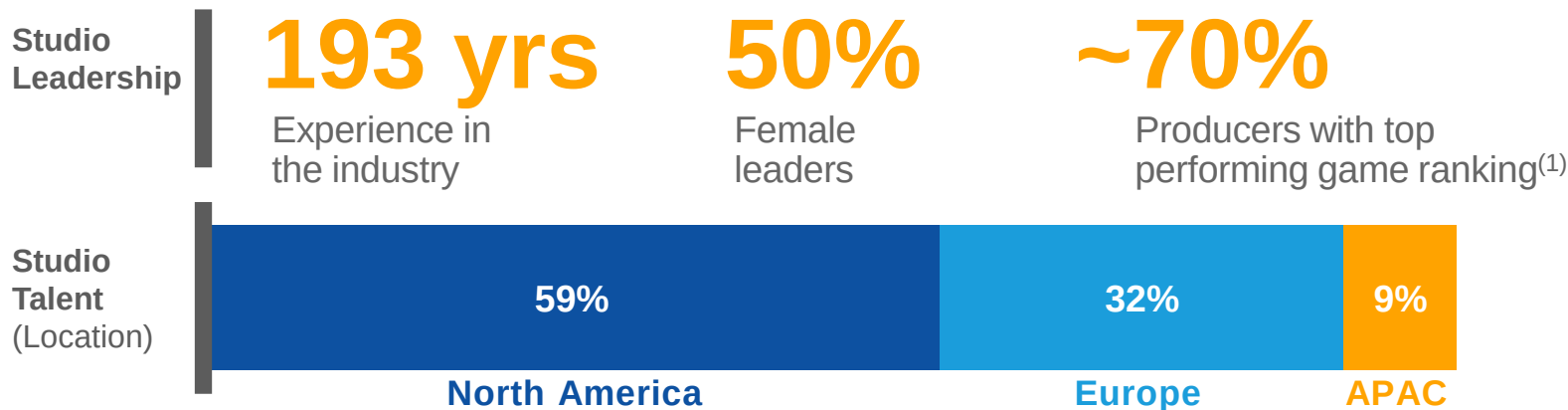
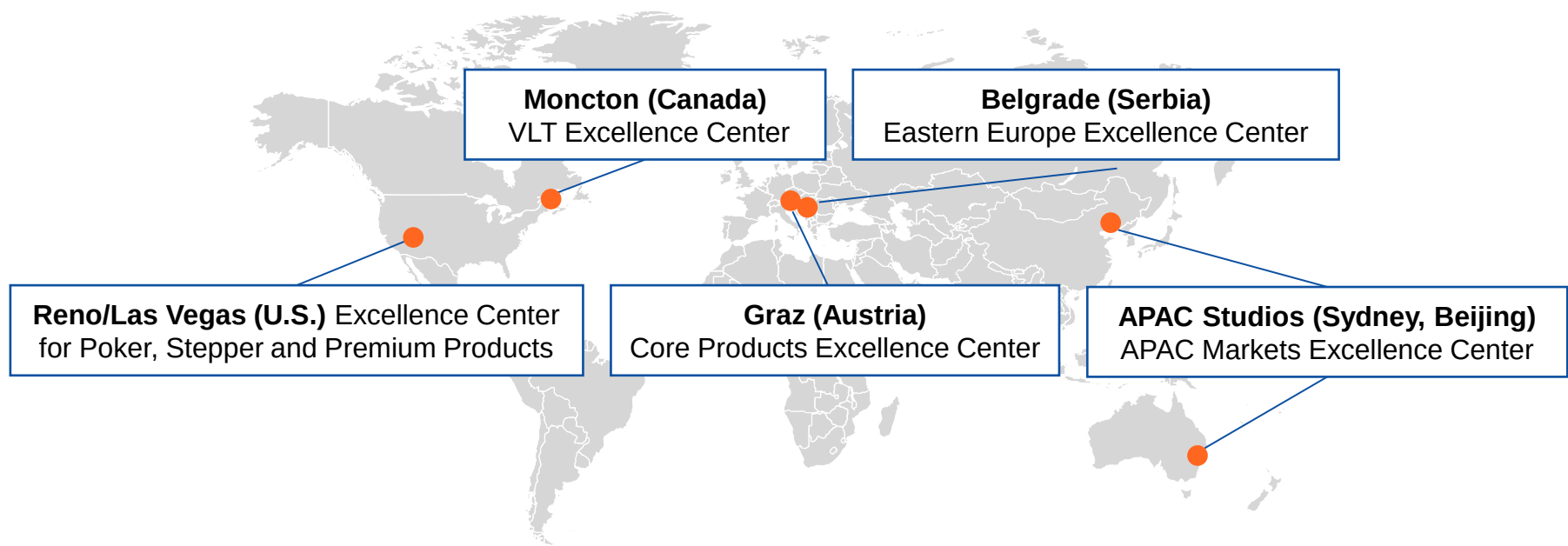
- Premium
- Core Video
- Mechanical Reel
- Systems

Industry Leader in North America Unit Shipments in 2019, 2020 and YTD'21

Sustainable Competitive Advantages



Leveraging Global Studio Footprint to Produce Industry-leading Content



Number of top performing titles from 2019 to June 2021⁽¹⁾

- 18** Premium Lease
- 20** Core Video
- 27** Wide Area Progressive
- 79** Core Stepper

(1) Per Eilers & Krejcik Gaming research

Comprehensive Content Portfolio Attuned to Specific Product Verticals

Product Verticals	Strong Performing Content (select examples)					
Premium						
Core						
Video Lottery Terminals						
Specialty Markets (CDS & Class II)						

Strong Leadership Team with 230+ Years Combined Industry Experience



Renato Ascoli
CEO Global Gaming



Dubravka Burda
SVP Global Studios



Mark MacCombie
SVP Sales EMEA



Victoria Armstrong
VP People &
Transformation, Global
Gaming



David Flinn
VP South America &
Canada



Dallas Orchard
SVP & COO APAC



Rachel Barber
SVP & CTO Global
Gaming and Lottery



Drew Kelley
SVP & CFO Global
Gaming



Marco Tasso
SVP Global
Manufacturing Operations
& Services



Ken Bossingham
SVP Sales U.S., Mexico
& Caribbean

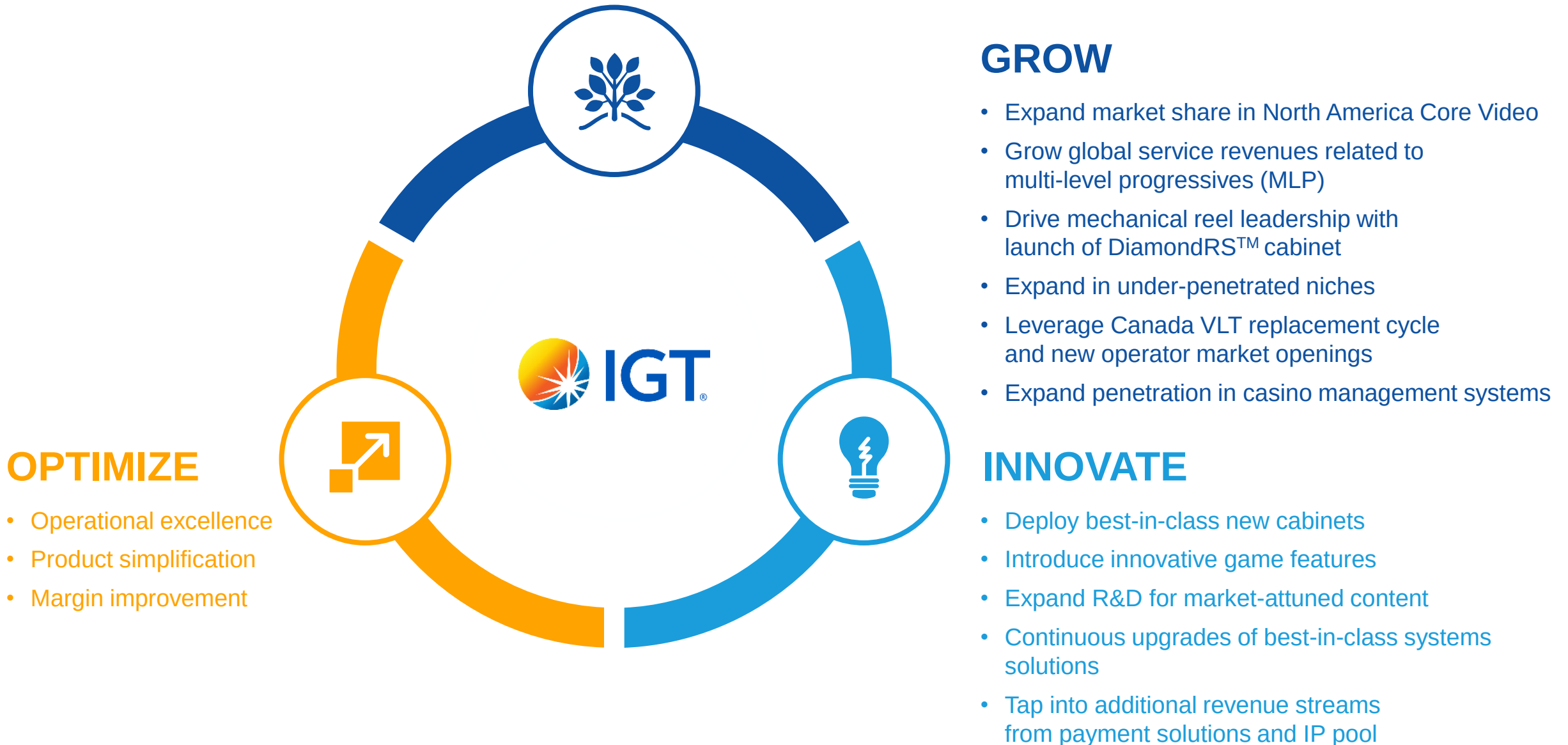


Nick Khin
COO Global Gaming



Jim Vasquez
VP Supply Chain &
Hardware Engineering

Accelerating Revenue and Profit Growth with a Well-defined Strategy



Commitment to Growth Supported by Strong Foundation and Pipeline

Core Video Market Share Evolution – North America (%)



Core Video ASP – North America (\$K)



Best-in-class Hardware



PeakSlant32™



PeakSlant49™

Proven Skills Across Studios



Graz



Las Vegas/
Reno



Reno



Belgrade

Each global studio delivered at least one superstar hit in last 3 years⁽²⁾

Disciplined Release



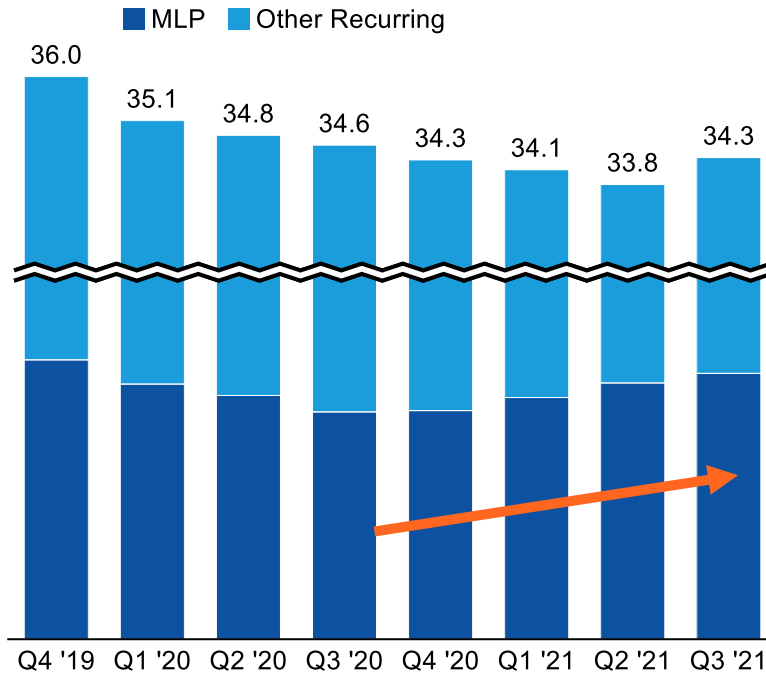
50+ test partners in North America, including for MLP

Strong Cabinets, Content Offering, and Promising Pipeline to Further Grow Market Share and ASP

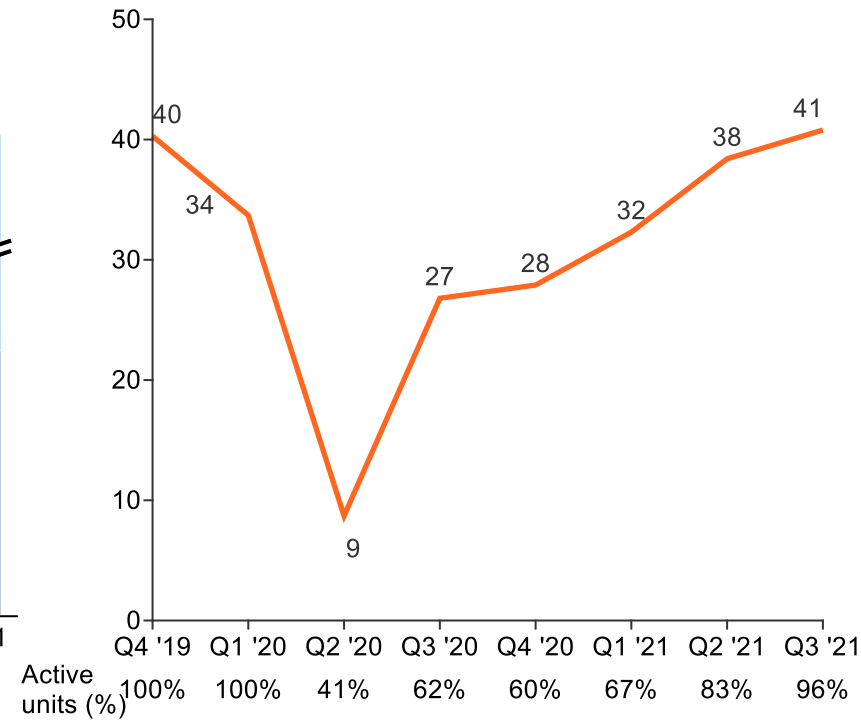
(1) Internal estimates
(2) Per Eilers & Krejcie Gaming research

Multi-level Progressive Improvements Support Stabilization of Installed Base

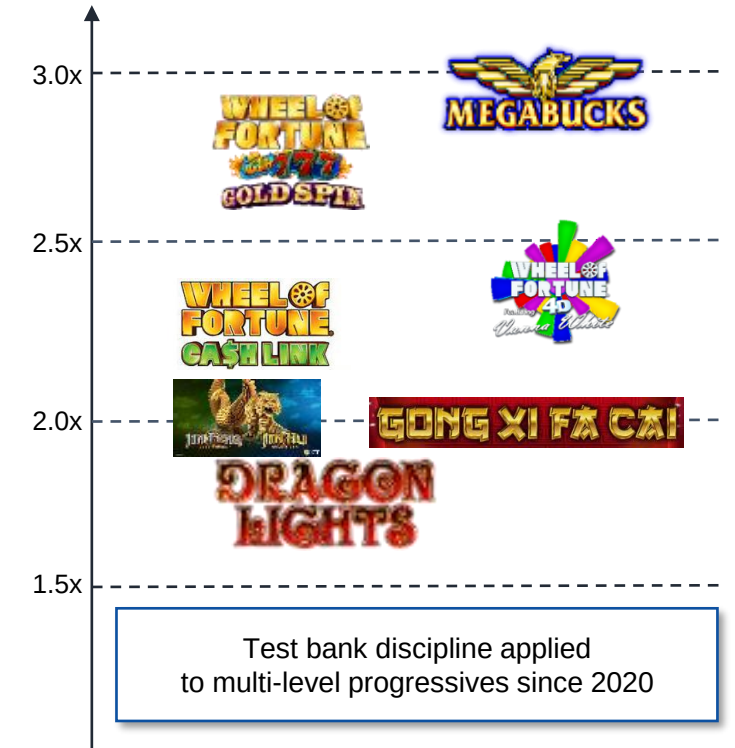
IGT North America Installed Base (Units in '000s)



IGT North America Yield (\$/day)



2021 IGT Game Performance (vs. floor average)



Multi-level progressive growth helps offset removal of unsupported, low-yielding units; stabilization expected in 2022 net of one-offs (DE/RI adjustment, NY casino privatization)

2020 yield reduction driven by inactive units; multi-level progressive expansion driving yield growth

Best-ever IGT content pipeline

Robust G2E Launch of New Content and Cabinets

G2E Cabinet Launches



DiamondRS™
Next-generation
mechanical reel



Peak65™
Premium large-
format cabinet

Upcoming New Titles / Key Features (select examples)

MLP				
Core Video				
Mechanical Reels				
System	Bonusing IGTPay™ Resort Wallet™			

Long Innovation History and Deep IP Portfolio Recognized by Numerous Industry Awards



20+

Awards
in the last
5 years

3.8K

Gaming
Patents

60

Patents on
cashless &
payments



GGB
Gaming
Technology
Awards 2021



Selection of IGT awards

“Product Innovation of the Year” (2021 Global Gaming Awards Las Vegas) for IGT Resort Wallet and IGTPay Cashless Technologies

“Best Consumer-Service Technology” (2021 GGB Gaming & Technology Awards) for CrystalBetting™ Terminal with multigame content

“Technology Provider of the Year Award” (2021 International Gaming Awards)

“Casino Supplier of the Year Award” (Global Gaming Awards London)

“Top 20 Most Innovative Gaming Technology Product Awards” (Casino Journal)

“Top 20 Most Innovative Gaming Technology Products Awards” for Sphinx 4D and Cardless Connect (Casino Journal)

“Slot Provider of the Year” (International Gaming Awards) and **“Best Slot Game”** for IGT’s Fortune Coin (British Casino Awards)

“Best Consumer-Service Technology Award” for IGT Advantage (Global Gaming Business Magazine)

Best-in-class, Fully Integrated Cashless Solution with Recurring Revenue Model



- ✓ **1 wallet → 1 step to sign in → 1 transfer**
- ✓ **End-to-end supplier**
- ✓ **Attractive player experience: one step funding/one account**
- ✓ Can leverage other IGT ADVANTAGE® products like **Bonusing** and **Intelligent Offer**
- ✓ **Fully integrated external funding with IGTPay**
- ✓ Can move quickly by **deploying into existing customers installed base**



Competitor Offerings (either/or)



eWallet Providers

- **Agnostic providers** of cashless technologies
- **Requires integration** with other casino management system (“CMS”) providers
- **Requires 2 accounts from Player** (one for the CMS, one for the eWallet)
- May produce a **sub-standard player experience**

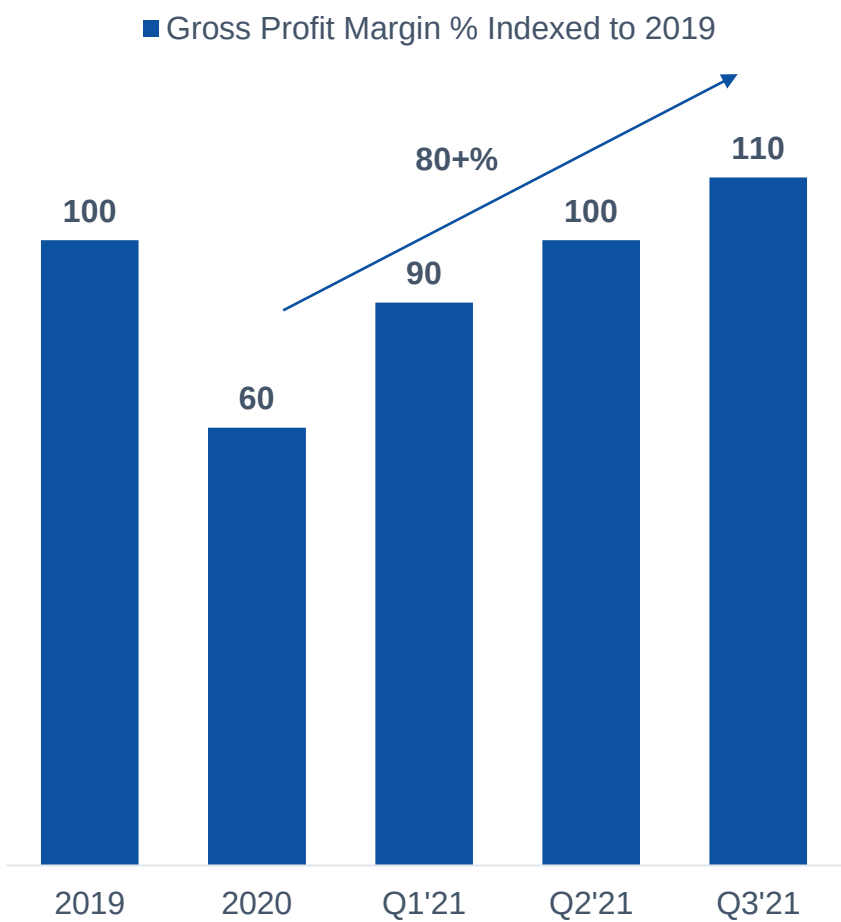


Casino Management System Providers

- **Requires integration** with eWallet providers for external funding
- **Requires 2 accounts from Player** (one for the CMS, one for the eWallet)
- May produce a **sub-standard player experience**

OPTiMa Structural Cost Savings Program Driving Higher Profitability

Gross Margin Recovery 2019-2021



Key Efficiency Programs Implemented/Launched

Operational Excellence	30%	Manufacturing footprint: supply chain re-design to ensure more efficient cost profile and proximity to markets Low-value activities: relocation of non-core activities to lower cost countries with a proactive make/buy approach
Product Simplification and Optimization	30%	Content interoperability: develop content to run on a variety of cabinets Creative hub: game studios specialized based on market “affinity” with constant effort to acquire creative talent Technology processes: re-focus on lower cost locations where large talent pool is available
Margin Improvement	40%	Hardware lifecycle: phased introduction of cabinets by market to ensure most efficient capital allocation Real estate rationalization: leverage work from home experience to reduce real estate footprint Digital merchandising: Solutions that need not be replaced when changing content

2021-2025 Outlook: Solid Revenue Growth, Meaningful Margin Expansion

Financial Objectives



Growth initiatives leading to 10+% revenue CAGR



Streamlined SG&A on disciplined cost management



R&D allocated to high return projects; strategic CapEx deployment

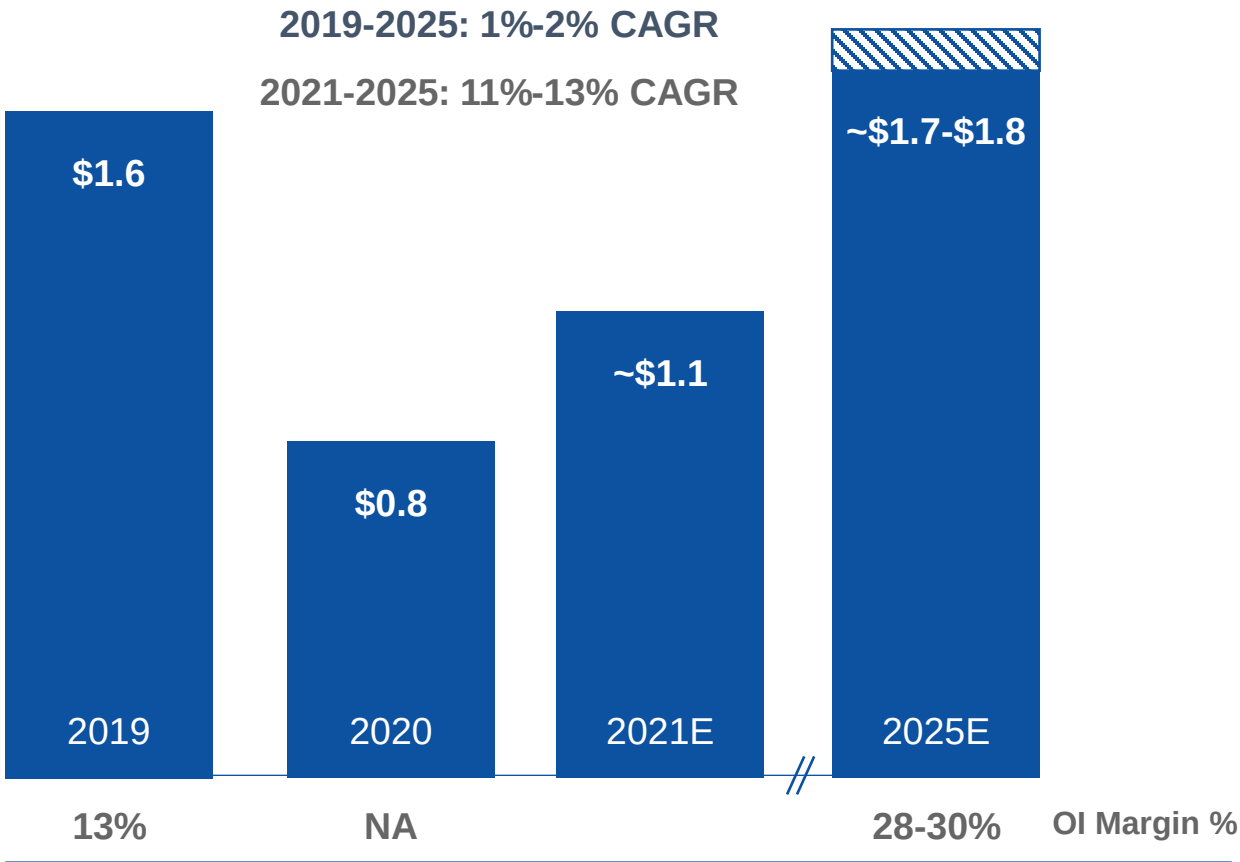


Operating income growth driven by cost efficiencies (~40% of improvement)



Operating income margin more than 2.0x pre-pandemic level

Global Gaming Revenue (\$B)



Note: All amounts presented reflect continuing operations

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Appendix

Reconciliations of Non-GAAP Measures – FY'19

For the year ended December 31, 2019

	Global Gaming
Operating income (loss)	222
Depreciation	167
Amortization - non-purchase accounting	7
Restructuring	2
Stock-based compensation	1
Other	-
Adjusted EBITDA	<u>404</u>

\$ millions; all amounts reflect continuing operations