North America Gaming & Interactive

Renato Ascoli, CEO

2016

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Non-GAAP Financial Measures

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

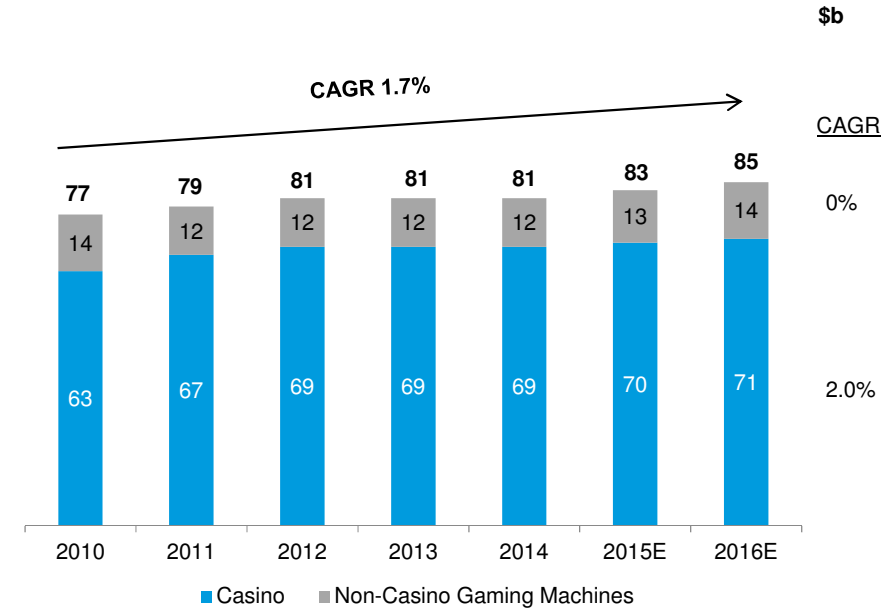
Agenda

- → Market Context
- → Business Overview
- → Strategic Initiatives
- → Key Drivers

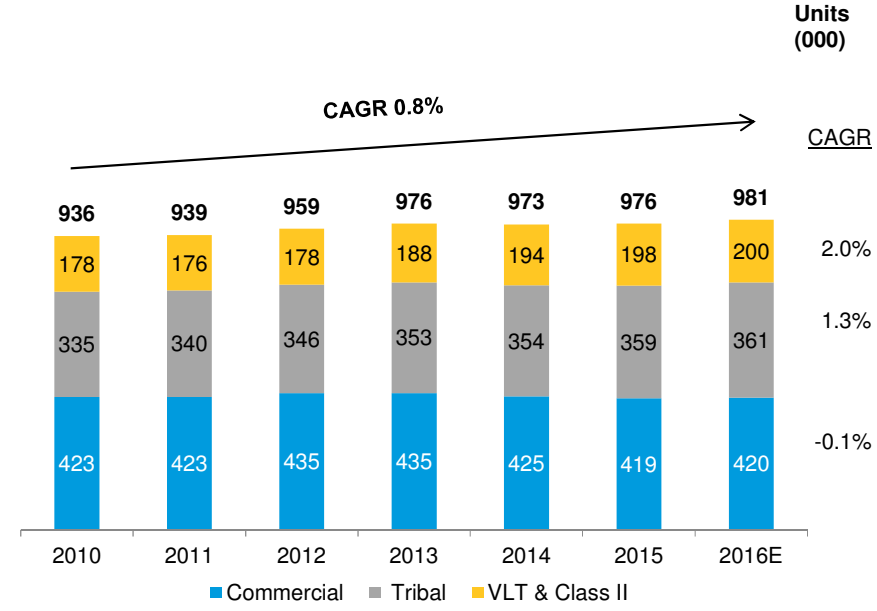
Market Context

North America Gaming B2C Market Overview

North America GGR by Segment



Total North America Number of Machines

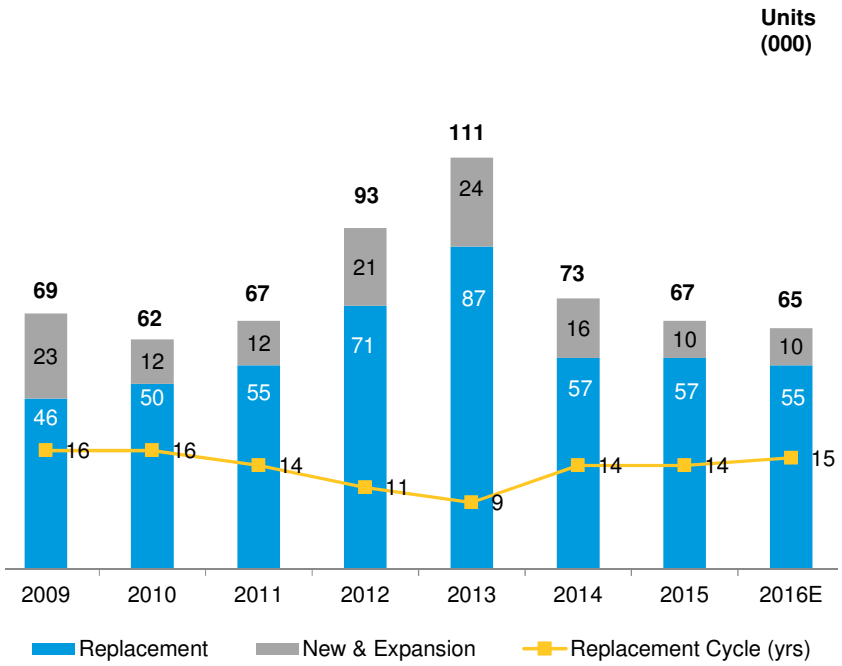


GGR and number of machines experiencing modest growth

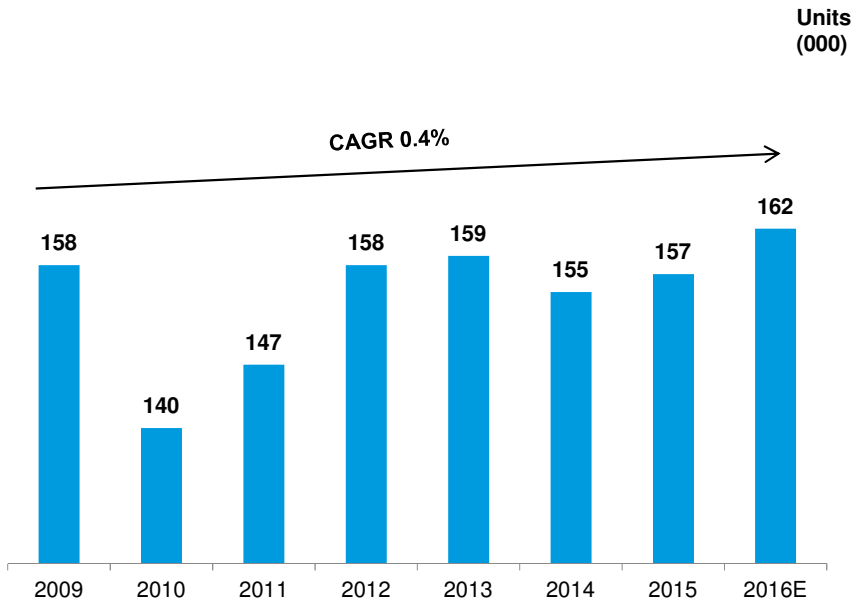
Source: GBGC, Eilers Research

North America Gaming Market Overview

Total North America Unit Sales



Total North America Recurring Units



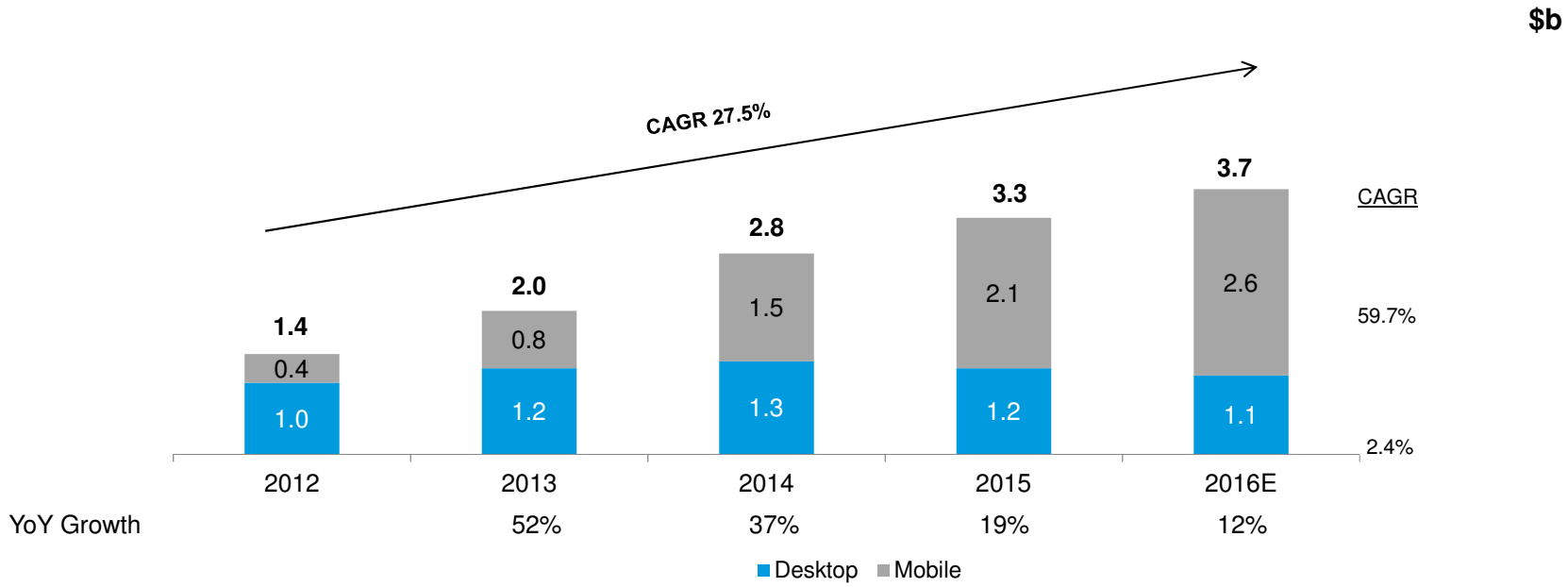
Expect stable industry replacement market; limited growth driven by new and expansion units

IGT planning stability in "for sale" and "recurring" segments

Source: Eilers Research

Social Casino Market Overview

North America Social Market Evolution



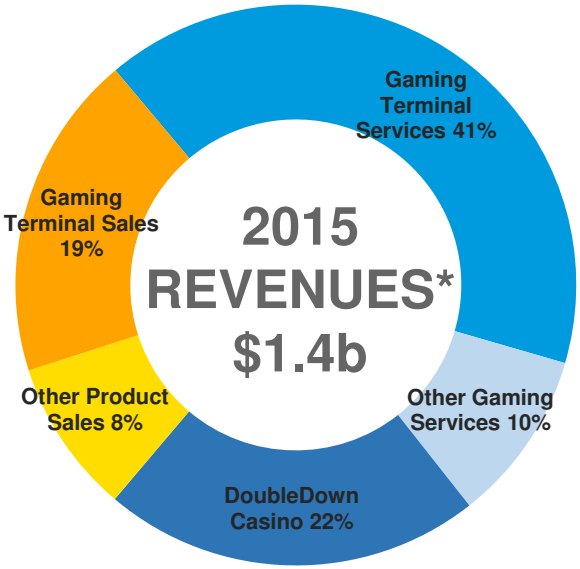
Market growth slowing, with mobile accounting for more than 70% in 2016

Source: Eilers Research

Business Overview

North America Gaming & Interactive: Diversity of Products and Services

27%
Product Sales



73%
Recurring

Terminal Sales	Other Product sales	Terminal Services	Other Gaming Services	DoubleDown Casino
▪ Product sales including: ▪ Video machines ▪ Mechanical reels ▪ Video Poker and Keno	▪ Parts & Conversions ▪ System sales (new / existing properties) ▪ IP	▪ Recurring products including: ▪ Premium (WAP / Standalone) ▪ Non premium (Class II / CDS / ETG)	▪ Gaming rental fees ▪ System maintenance fees ▪ Interactive content providing	▪ Casino style games ▪ Players buy and win virtual chips ▪ Chips cannot be redeemed for cash

* Pro forma 2015 revenue

Gaming Machine Products Overview

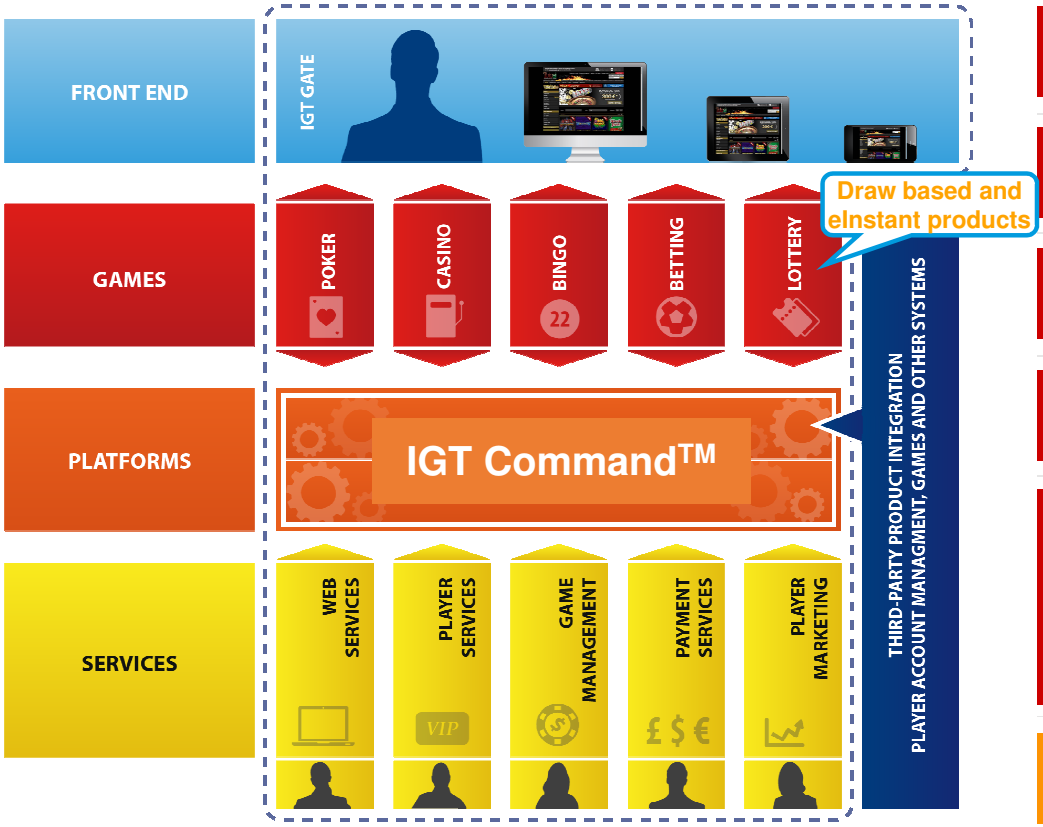
			Description	Revenue Model	Pricing Model	Examples
Premium	Wide Area Progressive		Manufacturer funded large jackpot award	Recurring	• % of coin in	
	Standalone		Mid-high cost, premium feature (branded, custom hardware)	Recurring	• Revenue share / daily fee	 
	Premium		Low cost, premium features (linked jackpots, community)	Recurring	• Revenue share / daily fee	
For sale	Core	Video	For sale video slots	Product sale	• Sale: ASP • Lease	 
		Stepper	For sale spinning / mechanical reel slots	Product sale	• Sale: ASP • Lease	
Specialty	Video Poker		For sale video slots based on poker, keno, other table games	Product sale	• Sale: ASP + daily fee • Lease: daily fee	
	Class II/CDS		Video or Stepper slots based on bingo math	Recurring	• Revenue share / daily fee	 
	Video Lottery Terminal		Video lottery terminal bundles	Product sale / Recurring	• Sale: ASP • Lease: Revenue share	 

Gaming Systems Overview

	System		Description	Revenue Model
Core Casino Management System (CMS)	Advantage SYSTEMS		• Enterprise CMS provides central support to manage the casino floor in large single-site venues	Installation fee + annual maintenance
	Casinolink / SYSTEM21go / GALAXIS		• Light-weight CMS to manage single or multi-site gaming floor operations in small to medium size venues	
	Advantage Club		• Central casino management system • Small-sites	
Core Government Sponsored Systems	INTELLIGEN		• Enterprise CMS provides central support to manage VLT network for lottery operators, mostly in distributed markets	Recurring Or Installation fee + annual maintenance
Add-on applications	**Advantage system-dependent**	Floor Manager	• Remote download & configuration of content on the gaming floor via local server	Recurring Or Installation fee + annual maintenance
		Media Manager	• Media applications accessible on the gaming machine	
		Analytics	• Business intelligence / analytics application(s)	
	System agnostic	Table Manager	• Table Games Operations	
		Tournament Manager	• Tournament events management	
		Play for Fun	• "For fun" games portfolio set up	
		On-Premise	• Mobile proposition (sports betting , casino, …) integration in casino offer via dedicated app	
		Cardless Connect	• Mobile loyalty and wallet	
		…		
Systems Hardware			• Includes all hardware necessary to operate a gaming system product • In game: Player tracking, Service Window, and Progressive	Product sales

IGT Interactive "Ecosystem" Overview

Overall IGT Interactive "Ecosystem"



Interactive Customer Portfolio Examples

Betting	MGM RESORTS INTERNATIONAL	BETFRED	opap	LOTTOMATICA	
Poker	bclc	CASINO BARCELONA	SVENSKA SPEL	LOTTOMATICA	
Bingo	Atlantic Lottery	Win2day	NORSK TIPPING		
Casino	OLG	gamesys	sky	LOTTOMATICA	
ILottery – eInstant	LOTTERY	KENTUCKY LOTTERY	NORSK TIPPING	LOTTOMATICA	
ILottery – Lottery Draw based	LOTTERY	Illinois LOTTERY	Loterie Nationale Loterij	LOTTOMATICA	
IGT Command™	bclc	GVC Holdings	NORSK TIPPING	LOTTOMATICA	

IGT Interactive: RGS Solution

Game Content & Features



80+ desktop games



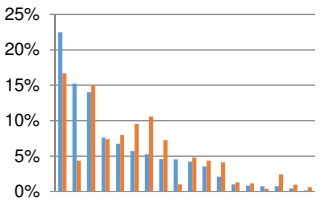
45+ mobile games



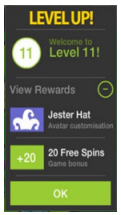
Jackpots



Retail Alignment



Analytics



Bonusing & meta-gaming

RGS Delivery Method



60+ customers

150+ skins available

Strategic Initiatives

Strategy: Key Focus Areas

Land-based Gaming Turnaround



- Core
- Premium
- Systems

Cover Niche Markets



- Electronic Table Games
- Class II markets

Grow DoubleDown

DOUBLE DOWN CASINO

- Multiple on-going initiatives

Customer First Culture: We Are Listening and Committed to Answering!

"Needs-based" segmentation	Adopted a player-centric development approach, segmenting our portfolio on player preferences
Customer Advisory Board discipline	Conduct yearly "live" meeting to receive customer feedback and integrate their perspective into the product and service roadmap; quarterly touchpoints to update on results achievements
Revised customer service model	Redefined organizational approach with a single point of contact for each customer supported by a strong and specialized product / content management team
Developing market-attuned content	Stay "close to the market" by developing and pre-testing content locally

Content Development: IGT Global Footprint



Regional content development to stay close to the markets
Interactive studios an opportunity for concept / product testing

Leveraging Content Across Channels: Top Brands in Every Segment

Already "consolidated"



Land-based

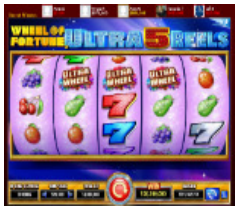
Lottery

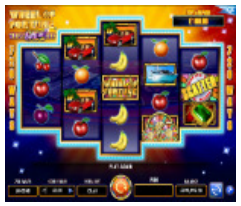


WHEEL OF FORTUNE

Social

Interactive





Recently launched / in pipeline

ellen
the ellen degeneres show

TMZ

35 Breaking 56 Bad



Core: What Are We Doing?

Actions	Expected Outcomes
Initiate player-centric game development process	Improve hit rate of released themes
Expand global content footprint	Ensure more content variety, market expertise, cross-fertilization
Restructure third-party partner program	Incentivize on quality over quantity
Expand and diversify hardware portfolio	Increase cabinet competitiveness and enhance content presentation
Bolster talent acquisition and retention	Improve content quality and support sales

Core: Customer Satisfaction to Drive Content Selection

Phases		Focus	Objectives
Definition	THEME + MATH SELECTION	Studios **present game themes and concepts** based on Content **Roadmap Content management selects concepts** to ensure overall portfolio is **aligned with company targets**	Multiple **checkpoints to ensure games are aligned** with overall product strategy
Concept	PLAYER FOCUS GROUP	Establish **Player Focus Groups as mandatory milestone** in the game development process, considering **diverse market/player segments and geographies**	Mandatory **focus group testing to integrate feedback** and reduce potential risks
Test / Release	CONTENT MANAGEMENT GAME APPROVAL	**Ensure final sanity check is performed**, taking into consideration feedback from player focus groups, **and approval of the game**	**Field trial program** ensures only the best titles are released to sales
Roll-out	FIELD TRIAL PROGRAM	Develop a network of **field trial locations** for **each market segment and geography** to decide on titles to be released	

Focus Group Testing: North America Player Panel Group Example

North America Player Panel Mapping



Player Panel Group focus

Extended Panel activities (10,000+ players)

- Quarterly online surveys
- Quarterly newsletters
- Quarterly MegaGroups
- Online community site

Elite Panel activities (~1,000 players)

- Our most active, engaged panelists
- Higher incentives, more prizes, special events
- First players to see new concepts & try new games

Player feedback is incorporated in game development

Premium: What Are We Doing?

Actions	Expected Outcomes
Enhance visibility into product line roadmap	Maintain and communicate industry's broadest and deepest product portfolio
Create well-defined launch plans	Optimize release to sales process, building the product "funnel" earlier
Conduct state-of-the-art merchandising	Increase product attractiveness to gain incremental placements
Expand and enhance hardware	Increase hardware competitiveness and enhance content presentation
Lead Innovation	Maintain IGT leadership in gaming innovation

Premium: Crystal Core Product Roadmap



CrystalCore™	Market Availability
Wheel of Fortune Jackpot Rumble Video Slots; Jurassic Park Video Slots; ellen the ellen degeneres show VIDEO SLOTS; House of Cards Video Slots	Now
TMZ Video Slots	June 2016
McIlhenny Co. Tabasco Brand Pepper Sauce; Sherlock Holmes Video Slots	Q4 2016
Charlie's Angels; Rubik's Slots	Q1 2017

Premium: Compelling Cabinets to Maximize Impact on Casino Floor

Before



After

4 UNITS BANK



4 UNITS POD



Premium: Lead Innovation with WoF 3D Launch



+



=



Combining technological innovation with brand strength demonstrates the power of the IGT and GTECH combination

Systems: What Are We Doing?

Actions	Expected Outcomes
Engage with customers to collaborate on roadmap definition	Develop and deliver roadmap in cooperation with our customers and their strategic partners
Offer value-added services	Provide 360º view of players, including non-gaming activities integration (i.e. Service Window)
Capture adjacent, non-gaming activities	Explore new segments (i.e. beacons, mobile responder) to extend solution applicability
Innovate, leveraging IGT's strong technology and IP portfolios	Guarantee continuous product innovation (i.e. cardless connect) to refresh proposition

Cutting-edge Technology: Cardless Connect

Key Product Features



The Smartphone as the loyalty card

Just tap & play

Reduce cash & paper transactions

2015 G2E Feedback

"…Phenomenal"

"Lock us down" for launch of Cardless Connect"

"Order all new cabinets with this technology"

"We should be first. We are next to the new Arena."

"We should replace all card readers in the high limit room with this"

"Send us a quote. We want this."

Enhance player experience in land-based casino by leveraging mobile devices as a payment (e-Wallet) and loyalty (CRM) tool

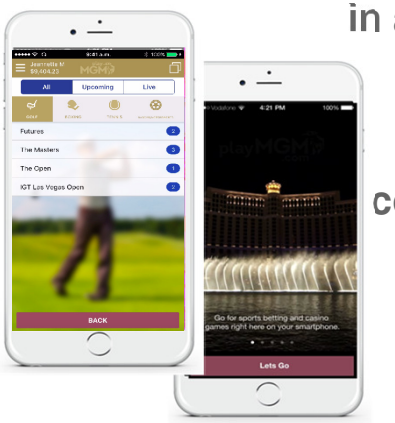
Cutting-edge Technology: OnPremise™ Solution

Culmination of IGT / GTECH integration

- Mobile solution
- Sports Betting and casino features

- Interactive experience
- Integration with land-based system

"A complete wagering experience in a state-of-the-art mobile App"

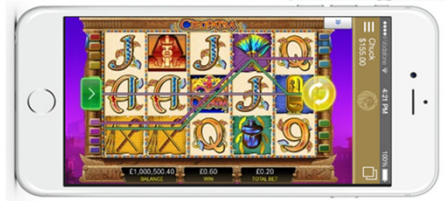


"Access IGT mobile gaming content to offer world-class slots and casino gaming"

"A revolutionary sportsbook for the smartphone generation"

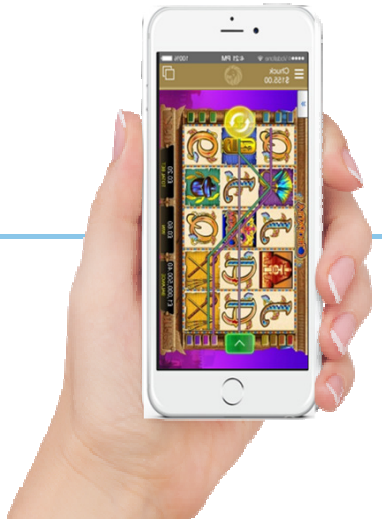


"A personalized experience, joined to your player's club account on IGT Advantage"



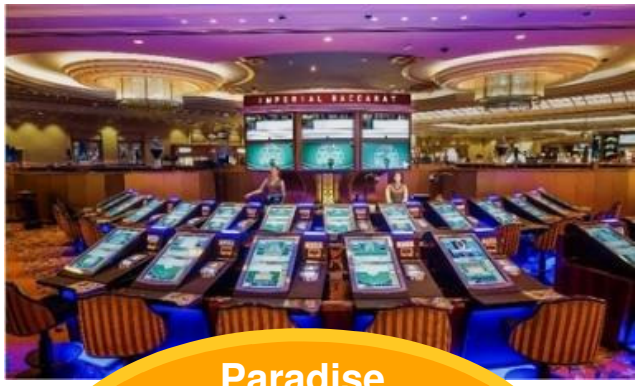
New opportunities to access gaming product through a smart and "user friendly" solution that supports convergence between retail and online environments

Cutting-edge Technology: OnPremise™ Customer Journey

	Buy a Voucher – deposit money	Select the Game	Play OnPremise	Redeem the Win
Casino				
Lottery				
	Pay at the counter with/without game account	Full offer availability	Draw Games, Keno, eInstant, Sport Betting, Casino	Present your mobile at the retailer

Expansion Opportunities: Niche Market Initiatives

Electronic Table Games



Paradise Entertainment patent & technology assignment

Expanding presence in ETG segment by becoming exclusive developer, manufacturer, and distributor of ETGs outside of Macau

Gaming Class II



Target profitable and currently underpenetrated markets

Developing more attuned content to pursue organic growth in currently underpenetrated markets

Growing DoubleDown: Strategic Levers

Core Business Execution Initiatives

Slot Content Leadership



Casino Experience Enhancement

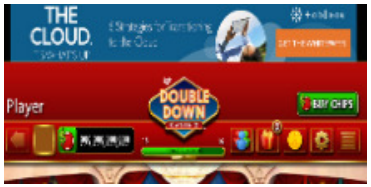


Loyalty Program Introduction

DoubleDown DIAMOND Club

Expansion Initiatives

Advertising Introduction



New Apps launch

- "Product" focus Apps
- "Theme" focus Apps

Geographic Expansion



Mobile First Orientation

Key Drivers

Key Drivers for Growth

Terminal Services	Premium	Consolidate market share, supported by new content pipeline, hardware lineup and continuous innovation (3D technology)
	Non premium	Expand presence in key markets (i.e. Class II, ETG) through a dedicated product strategy
Terminal sales		Sustain market share leadership with "refreshed" product offer, including video content improvements and full potential on stepper
Systems		Drive continuous product innovation (i.e. OnPremise solution); collaborate with customers to meet their specialized needs
Interactive		Sustain content leadership in regulated markets; mobile first orientation
DoubleDown		Maintain market share in an expanding, highly competitive market; progressively improve product proposition (bingo, standalone apps); advertising; extend geographical coverage
Talent		Continue to hire industry experts to drive product innovation and compelling market-attuned content

Q&A

Appendix

Reconciliation of Non-GAAP Measures

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		NORTH AMERICA GAMING & INTERACTIVE																						
		As Reported										Legacy IGT						Pro Forma									
		2014					2015					2014					2015	2014					2015				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Gaming	**Total Revenue**	**22**	**28**	**37**	**45**	**133**	**30**	**353**	**341**	**378**	**1,102**	**393**	**354**	**383**	**343**	**1,473**	**311**	**416**	**383**	**420**	**388**	**1,606**	**341**	**353**	**341**	**378**	**1,413**
	Gaming Services	**8**	**9**	**15**	**13**	**46**	**13**	**237**	**267**	**263**	**780**	**263**	**255**	**257**	**261**	**1,036**	**245**	**271**	**264**	**272**	**275**	**1,082**	**257**	**237**	**267**	**263**	**1,025**
	Terminal	6	7	13	11	37	10	140	144	137	431	170	157	157	155	639	141	176	164	170	166	676	152	140	144	137	573
	Social (DDI)	0	0	0	0	0	0	73	80	84	236	69	72	75	79	295	81	69	72	75	79	295	81	73	80	84	317
	Other	2	2	2	2	9	2	24	43	43	112	24	26	25	27	102	23	26	29	27	30	111	25	24	43	43	135
	Product Sales	**14**	**19**	**22**	**32**	**87**	**17**	**116**	**73**	**115**	**322**	**131**	**99**	**126**	**82**	**437**	**66**	**145**	**118**	**148**	**113**	**524**	**83**	**116**	**73**	**115**	**388**
	Terminal	13	12	21	30	76	15	84	46	80	224	80	52	60	52	244	43	93	64	81	82	320	57	84	46	80	267
	Other	1	7	1	2	11	3	32	27	35	97	51	47	66	29	193	23	52	54	67	31	204	26	32	27	35	121
Total	**Revenue**	**22**	**28**	**37**	**45**	**133**	**30**	**353**	**341**	**378**	**1,102**	**393**	**354**	**383**	**343**	**1,473**	**311**	**416**	**383**	**420**	**388**	**1,606**	**341**	**353**	**341**	**378**	**1,413**
	OI	**(6)**	**(4)**	**2**	**8**	**1**	**7**	**96**	**85**	**106**	**294**	**86**	**103**	**124**	**71**	**384**	**20**	**105**	**117**	**146**	**104**	**472**	**47**	**96**	**85**	**106**	**335**