FY21 Financial Results

April 11th, 2022

intralot

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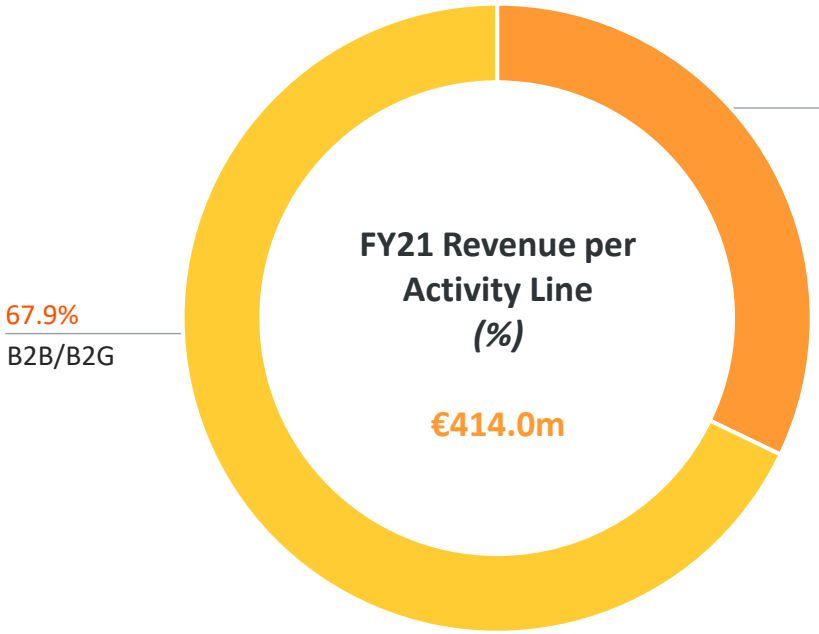
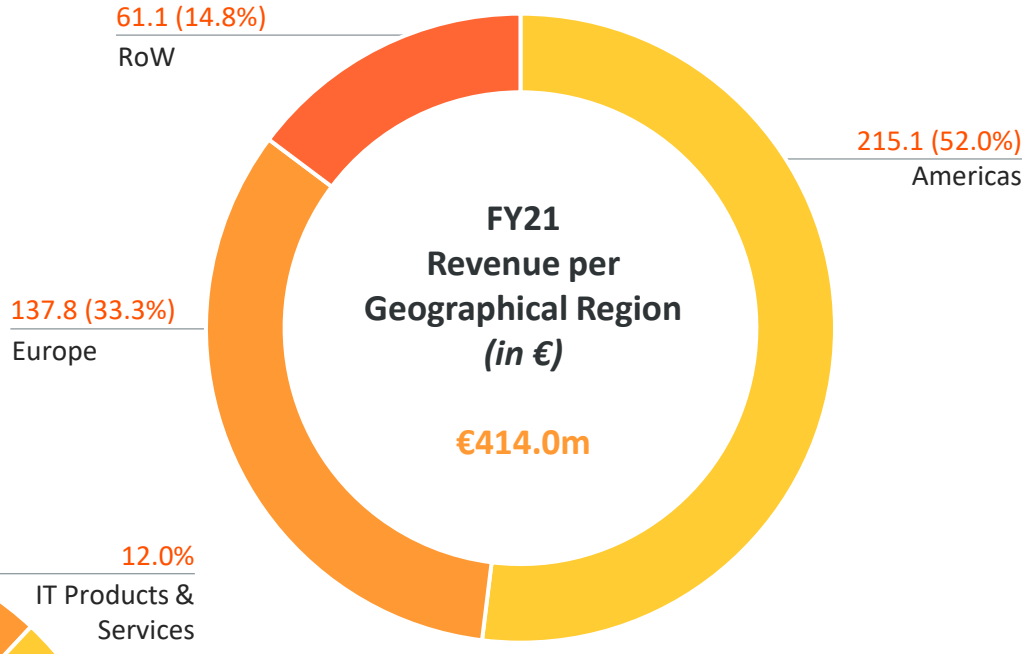
Note: Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals.

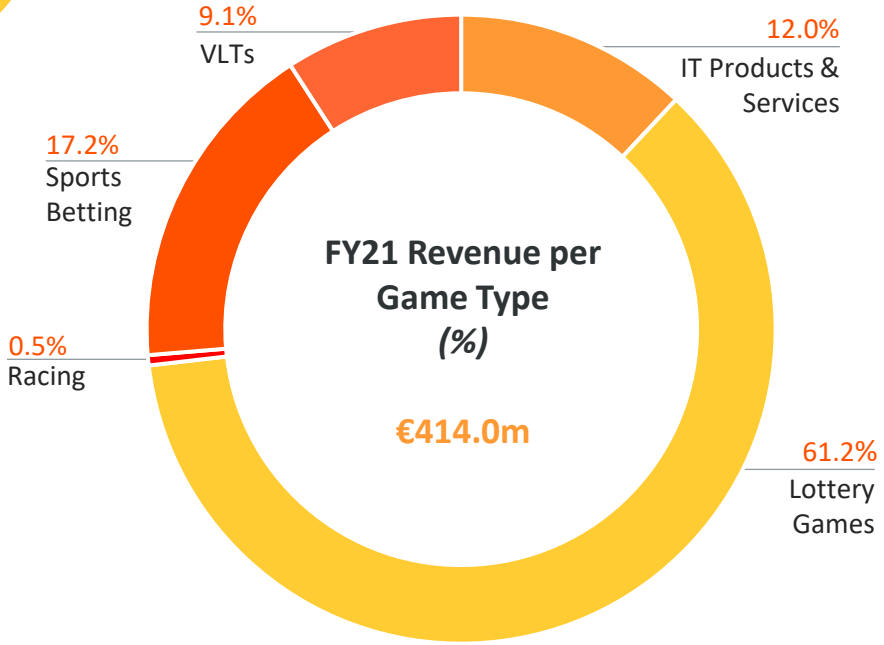
INTRALOT Chairman & CEO Sokratis P. Kokkalis, noted:

"The successful completion of the Capital Structure optimization in August 2021, resulting in the extension of the 2021 maturities and the significant deleverage by €163m has been a key milestone for INTRALOT, providing us the runway to address significant opportunities in the US and worldwide in the coming years in the Lottery, Sports Betting and Monitoring areas. Coupled with strong rebound in key markets after the easing of COVID-19 pandemic measures and cost-efficiencies achieved at HQ level, FY2021 results set the Company in a stable course to tap on new opportunities and create value for all its stakeholders."

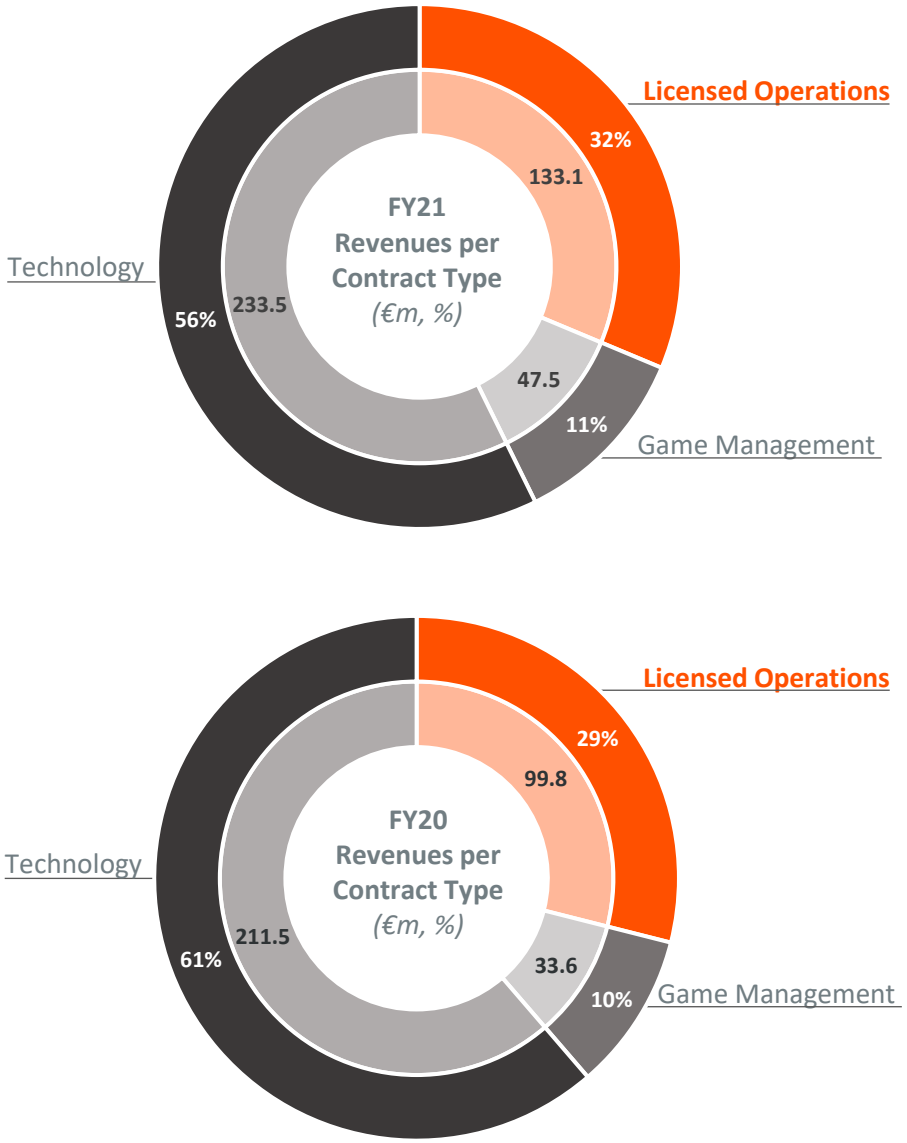
Revenue Overview

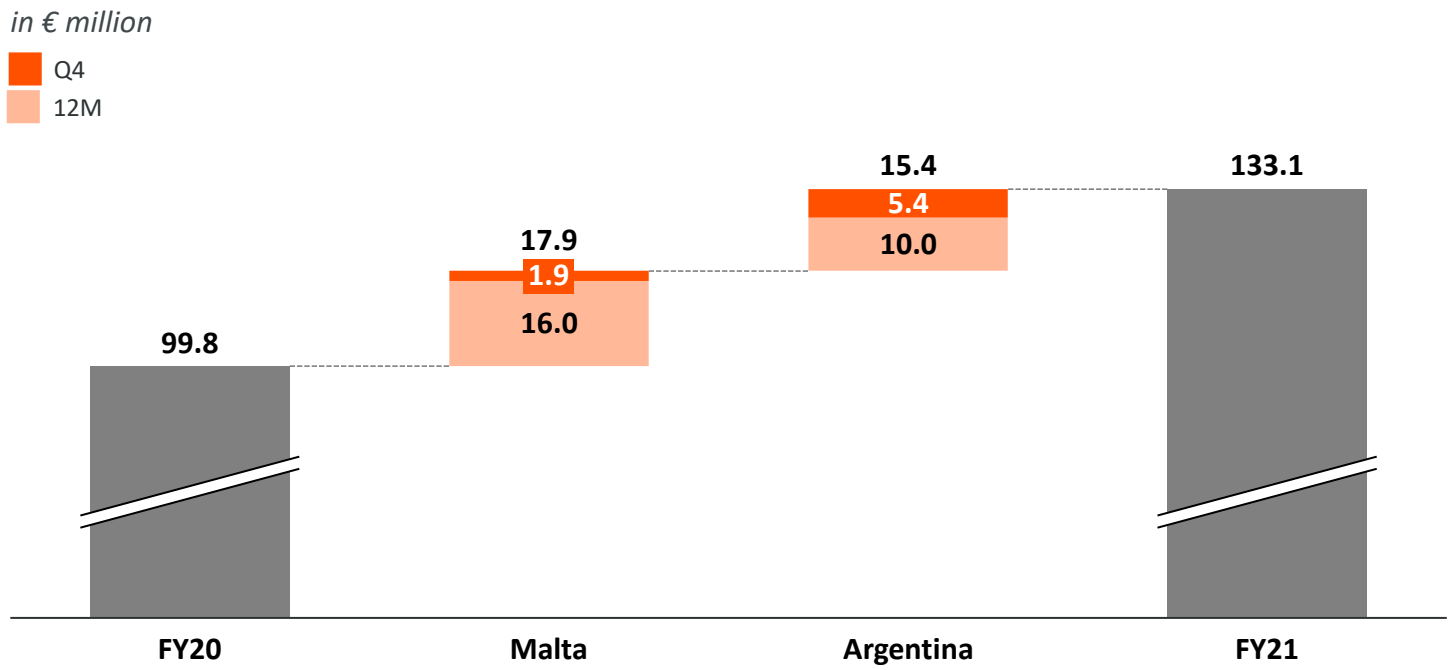






Licensed Operations - Revenue Evolution[1]



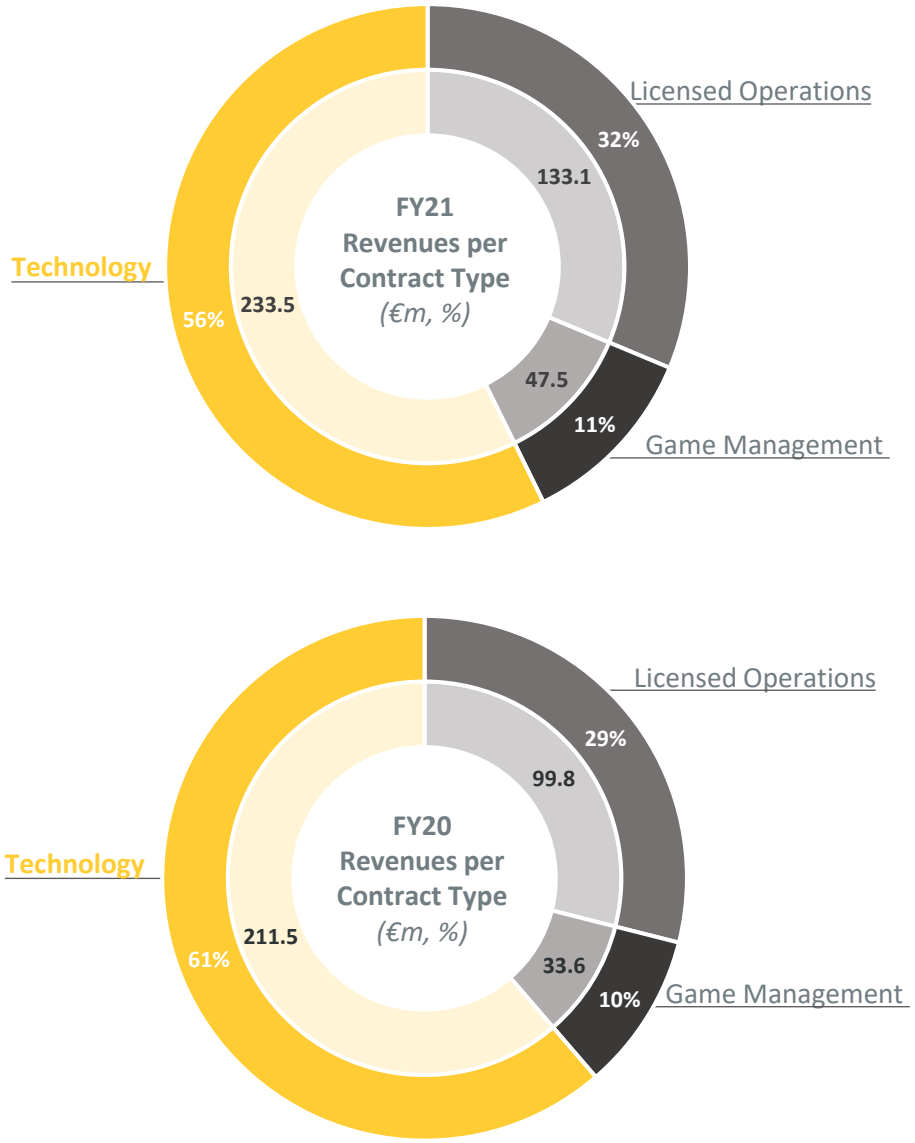


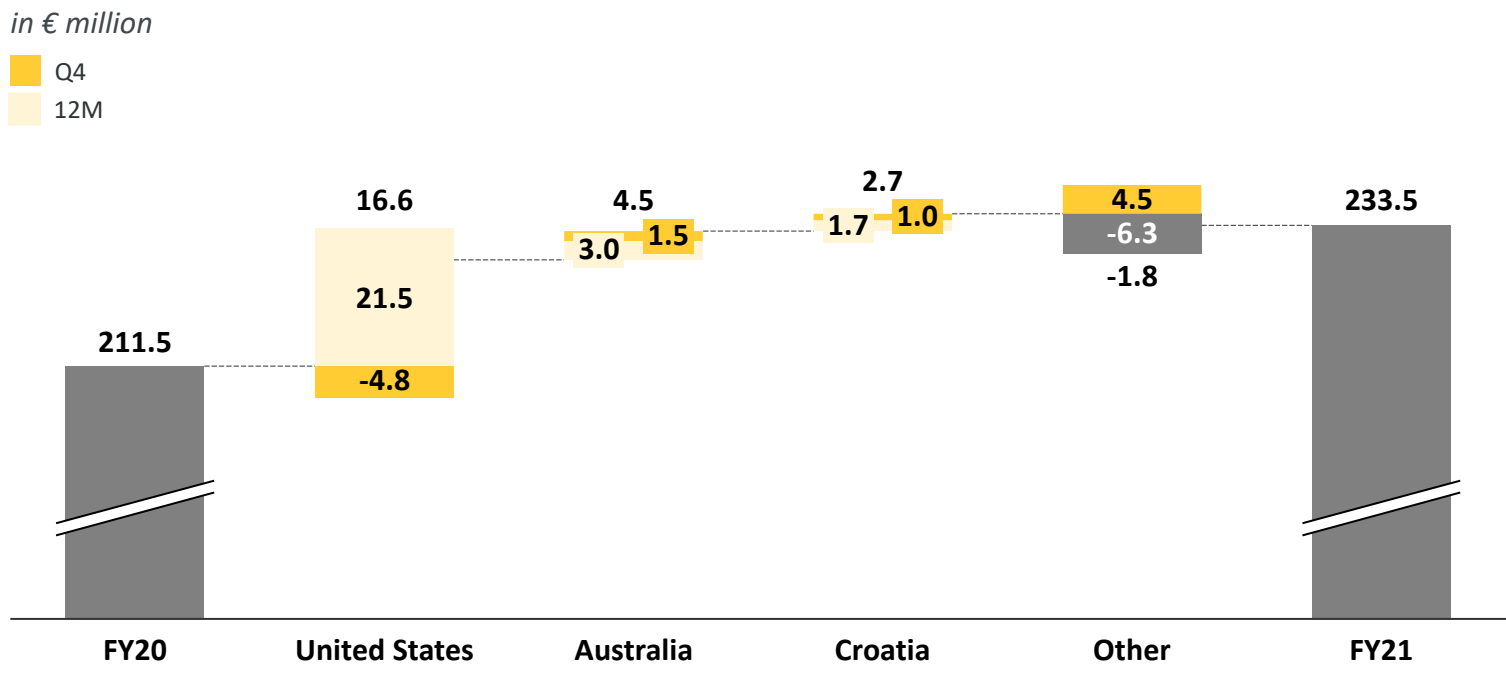
Revenue Evolution Drivers:

- **Malta** with the variance attributable mainly to the COVID-19 impact in FY20.
- **Argentina** driven by local market growth and COVID-19 impact in the previous year; In local currency, current year results posted a 92.0% y-o-y increase.

1. Part of the US revenue that concerns SB management, has been included under the category "Game Management". The rest of the US revenue is included under the "Technology" business segment.

Technology Contracts - Revenue Evolution[1]





Revenue Evolution Drivers:

- **US** operations were driven by the strong growth of Service Revenue, offsetting the lower merchandise sales and the effect from the adverse USD movement.
- **Australia's** higher performance, driven mainly by the higher COVID-19 impact in FY20, while partially offset by a one-off merchandise sale in 1Q20.
- **Croatia** exhibited a new revenue stream following the implementation of the lottery solution for Hrvatska Lutrija.
- **Other jurisdictions** ended lower mainly due to the lower merchandise sales vs FY20.

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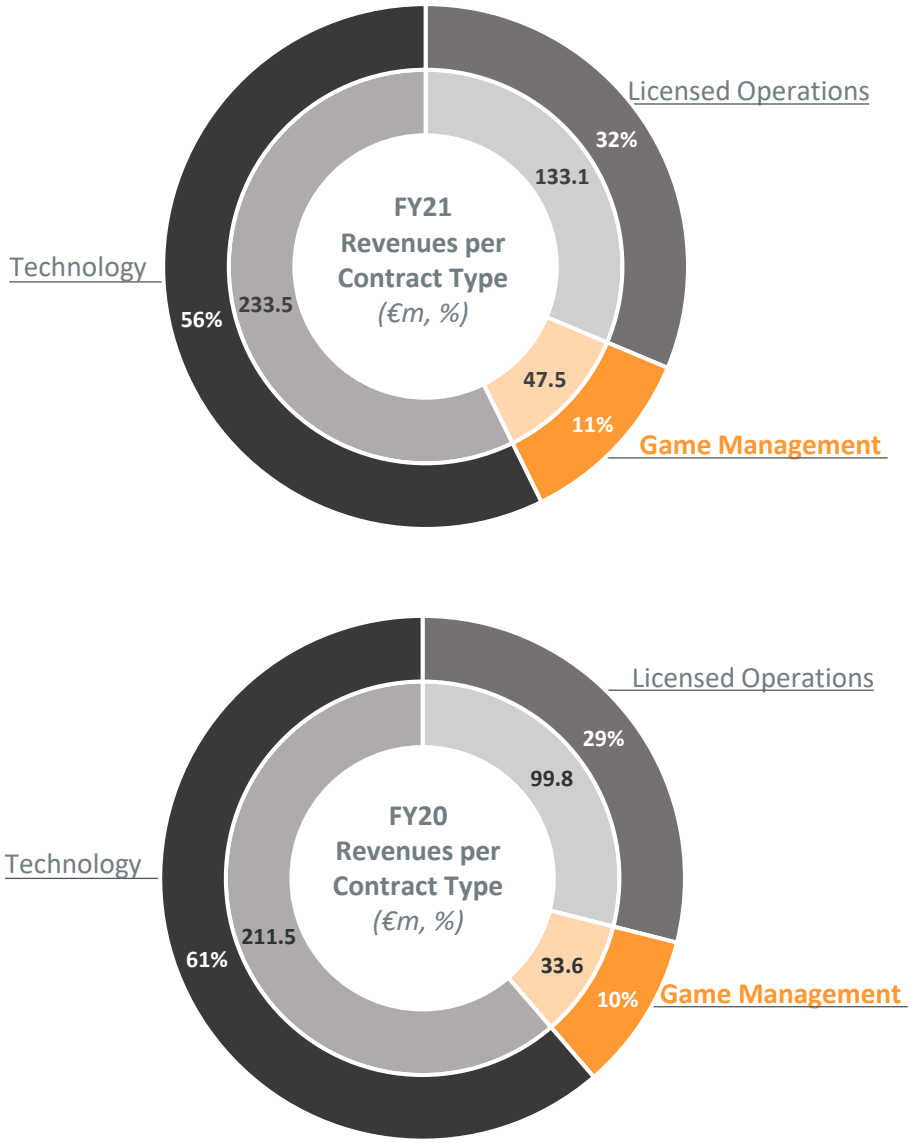
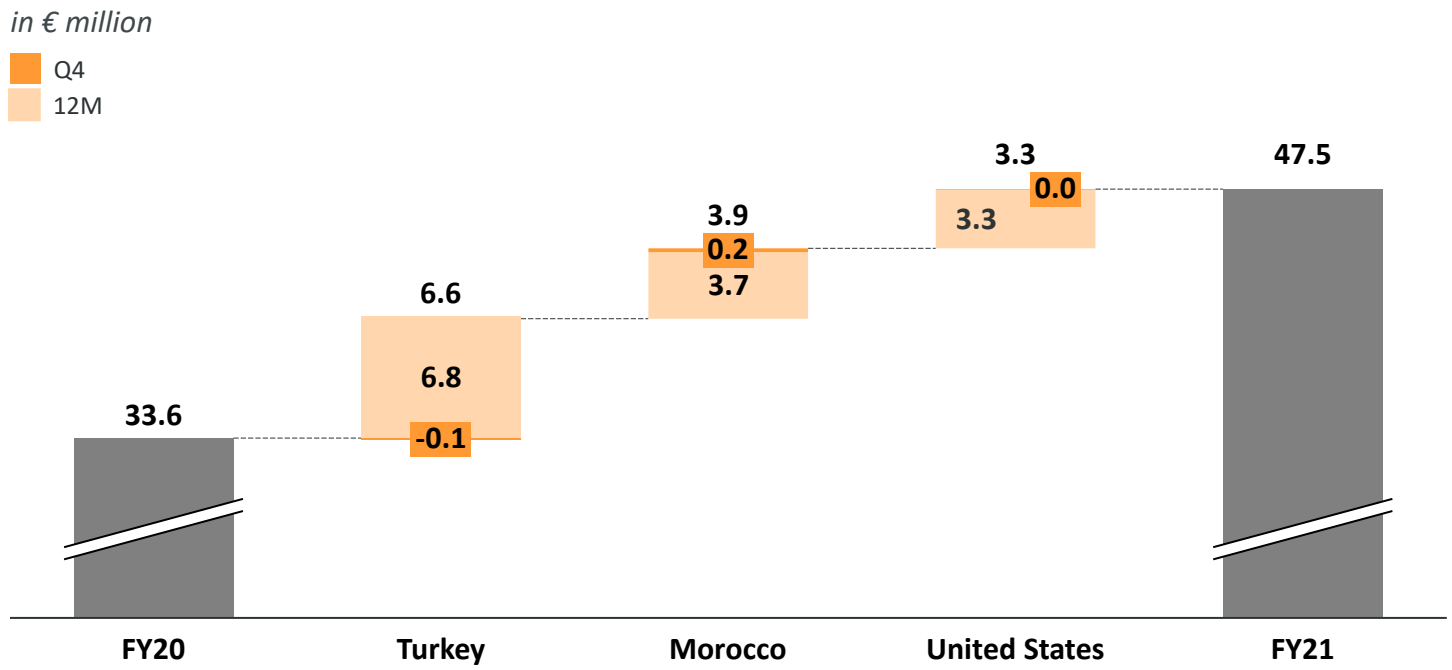
Game Management Contracts - Revenue Evolution[1]





Revenue Evolution Drivers:

- **Turkey's** revenue surplus, driven by Bilyoner's improved top line performance, favored by the strong growth of the online market. Performance in Euro terms was partially mitigated by the headwinds in Turkish lira (30.5% Euro appreciation versus a year ago – in average terms).
- **Morocco's** improved performance, driven by the market growth and the COVID-19 impact in FY20.
- Improved contribution of **US** Sports Betting in Montana and Washington, D.C., launched in late FY20.

1. Part of the US revenue that concerns SB management, has been included under the category "Game Management". The rest of the US revenue is included under the "Technology" business segment.

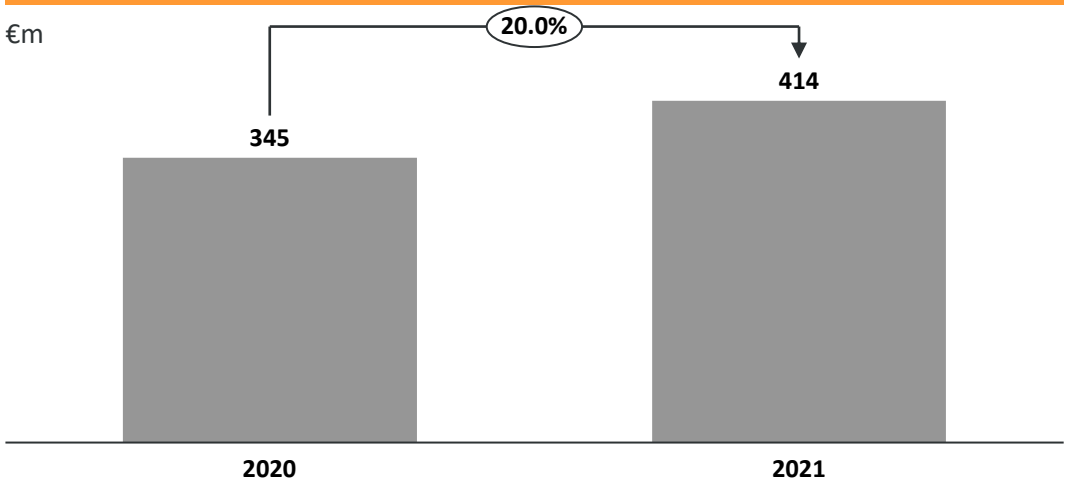
Consolidated Financial Statements for FY21

(in € million)	FY21	FY20	% Change	4Q21	4Q20	% Change
Revenue (Turnover)	**414,0**	**344,9**	**20,0%**	**111,2**	**101,5**	**9,5%**
Technology, Management & Rest Contracts	285,7	246,3	16,0%	74,6	71,0	5,1%
Licensed Operations (Payout related)	128,3	98,6	30,1%	36,6	30,6	19,9%
Payout (%)[1]	61,3%	60,4%	+ 1,0pps	55,5%	58,4%	- 2,9pps
GGR	**335,3**	**285,4**	**17,5%**	**90,9**	**83,7**	**8,6%**
nGGR	303,4	262,9	15,4%	81,3	76,7	6,0%
Gross Profit	119,4	73,2	63,2%	33,0	24,0	37,4%
Gross Profit Margin (%)	28,9%	21,2%	+ 7,6pps	29,7%	23,6%	+ 6,0pps
OPEX[2]	(101,6)	(92,4)	10,0%	(33,7)	(24,5)	37,2%
EBITDA[3]	**110,4**	**66,2**	**66,9%**	**27,8**	**20,9**	**33,0%**
EBITDA Margin (% Sales)	26,7%	19,2%	+ 7,5pps	25,0%	20,6%	+ 4,4pps
EBITDA Margin (% GGR)	32,9%	23,2%	+ 9,7pps	30,6%	25,0%	+ 5,6pps
Capital Structure Optimization expenses	(17,2)	(6,8)	-	(0,3)	(3,9)	-
D&A	(71,0)	(68,0)	4,5%	(22,8)	(16,4)	38,5%
EBT	**37,1**	**(91,9)**	**-**	**(19,7)**	**(38,1)**	**48,3%**
EBT Margin (% Sales)	9,0%	-26,6%	-	-17,7%	-37,5%	+ 19,8pps
NIATMI from Continuing Operations	**26,6**	**(102,9)**	**-**	**(18,0)**	**(42,4)**	**57,7%**

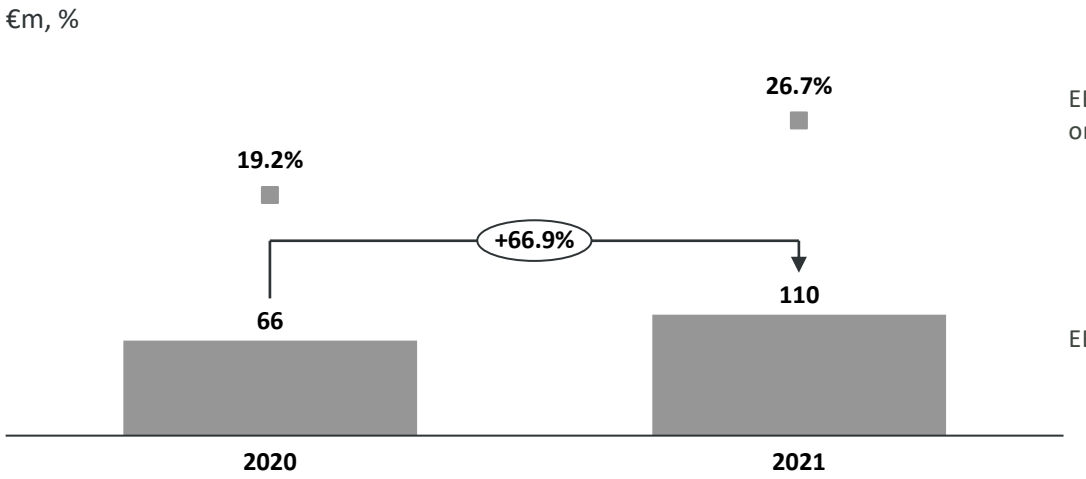
1. Payout ratio calculation excludes the IFRS 15 impact for payments to customers.
2. Operating Expenses analysis excludes expenditures related to capital structure optimization.
3. The Group defines "EBITDA" as "Operating Profit/(Loss) before tax" adjusted for the figures "Profit/(loss) from equity method consolidations", "Profit / (loss) to net monetary position", "Exchange Differences", "Interest and related income", "Interest and similar expenses", "Income/(expenses) from participations and investments", "Write-off and impairment loss of assets", "Gain/(loss) from assets disposal", "Reorganization costs" and "Assets depreciation and amortization".

Overview Of Key Financial Metrics

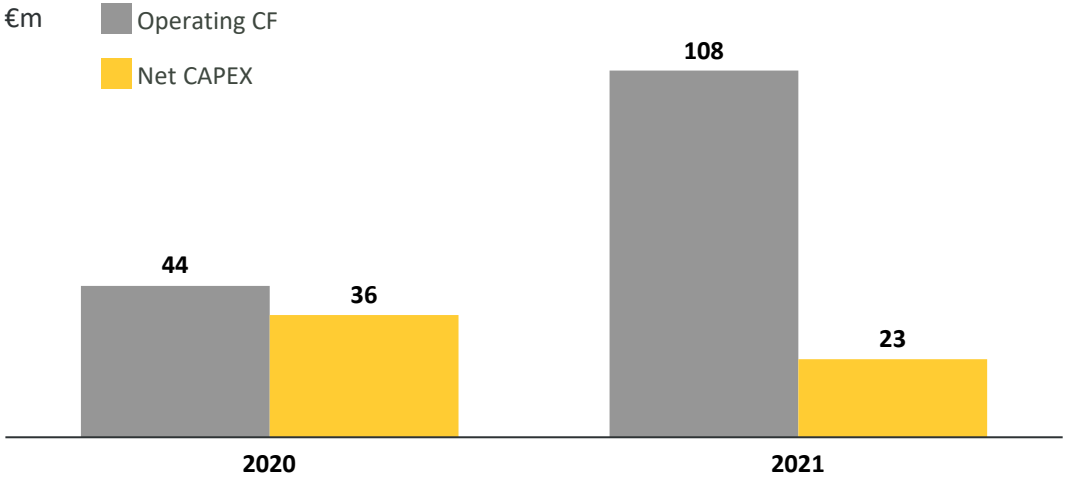
REVENUES[1]



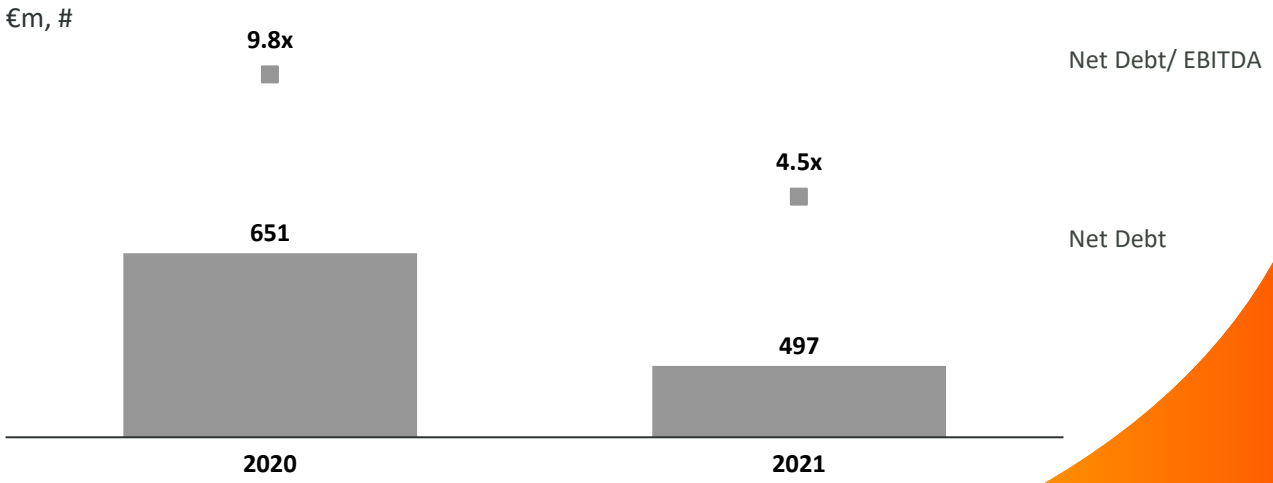
EBITDA AND EBITDA MARGIN[1]



OPERATING CASH FLOW[2] AND NET CAPEX



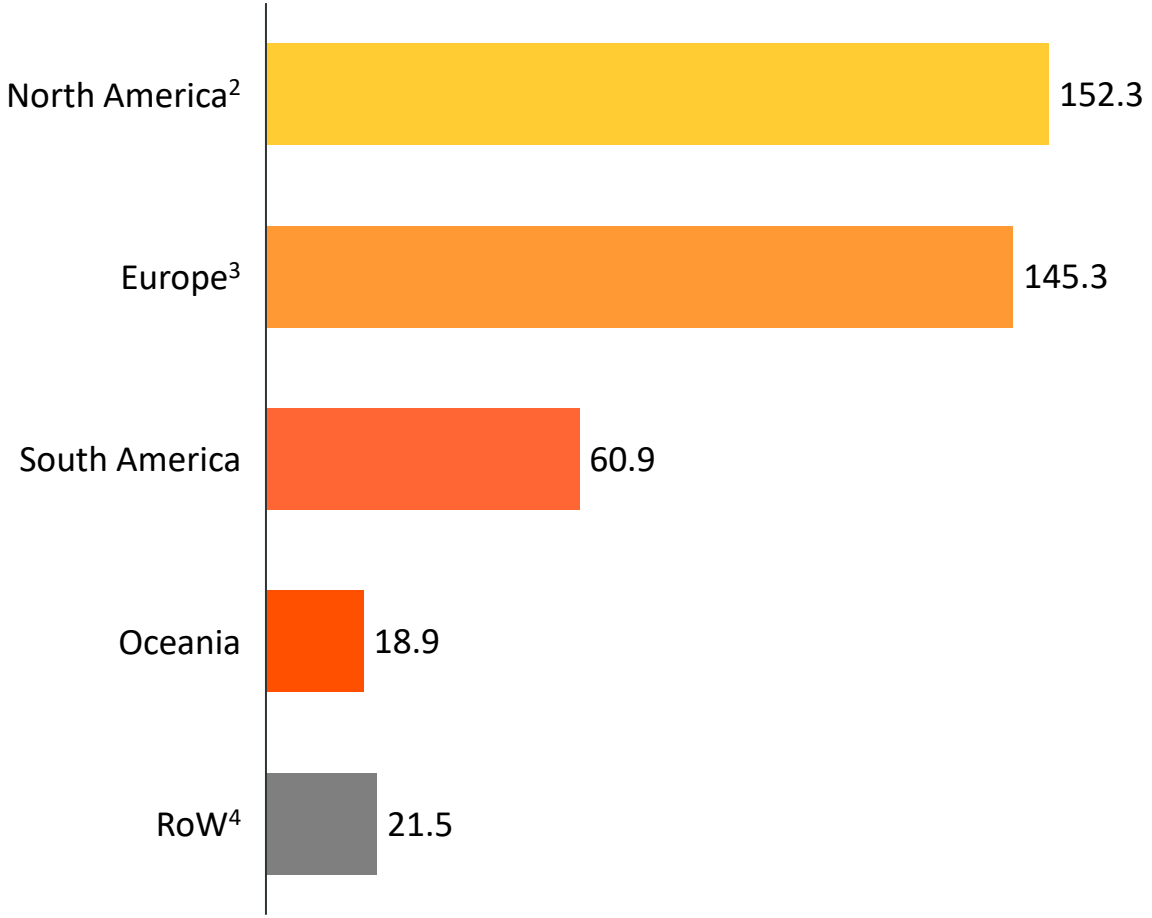
NET DEBT[3] AND NET DEBT / EBITDA[4]



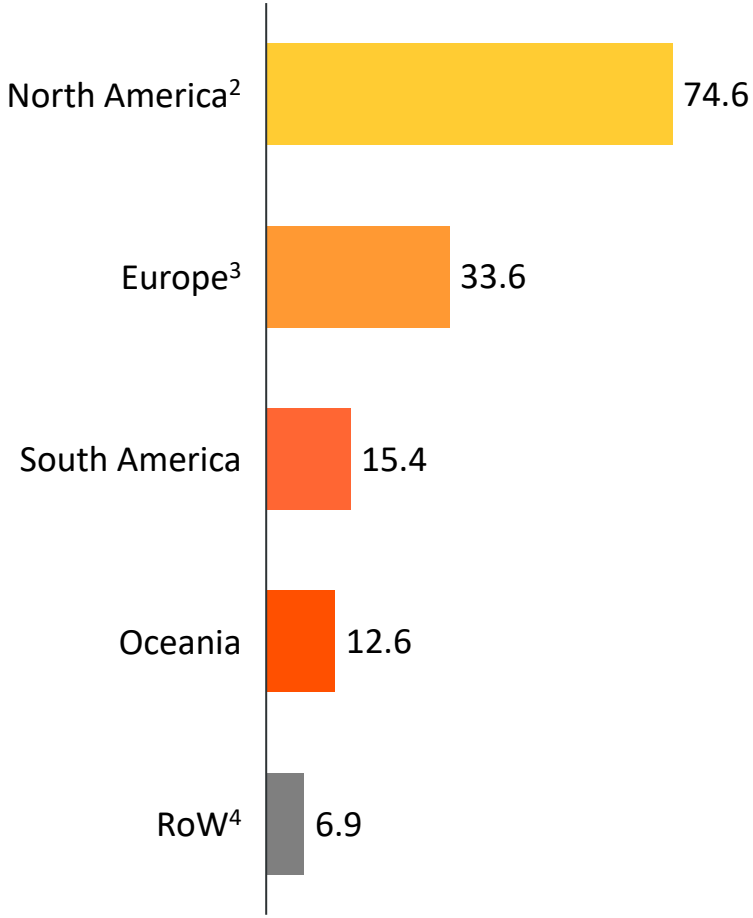
1. The activities of Group subsidiaries and associates in Poland, in Bulgaria, in Brazil and Peru are presented as discontinued operations pursuant to IFRS 5.
2. Operating Cash Flows presented exclude the impact of the capital structure optimization costs paid.
3. Net debt calculated as Long-term debt plus Short-term debt and current portion of long-term debt plus Financial Leases less Cash and cash equivalents.
4. Calculated as Net debt divided by LTM EBITDA. Net Debt and EBITDA levels as reported/published in the respective periods.

Key Revenue and EBITDA Contributors[1]

FY21 Key Revenue Contributors
(in €m)



FY21 Key EBITDA Contributors
(in €m)



1. Segment Revenue and EBITDA figures exclude non-operating and HQ supporting entities.
2. North America includes our operations in the US and Canada.
3. Europe includes our operations in Malta, the Netherlands, Germany, Croatia, Ireland and Turkey.
4. Rest of World includes our operations in Morocco, Taiwan and Philippines.

APPENDIX

SUMMARY OF FINANCIAL STATEMENTS

FY21 – Group Income Statement

(in € million)	FY21	FY20	*% Change*
Revenue	**414.0**	**344.9**	**20.0%**
Gross Profit	119.4	73.2	63.2%
Other Operating Income	21.6	17.4	23.8%
OPEX	(101.6)	(92.4)	10.0%
EBITDA	**110.4**	**66.2**	**66.9%**
Margin	26.7%	19.2%	+ 7.5pps
Capital Structure Optimization expenses	(17.2)	(6.8)	-
D&A	(71.0)	(68.0)	4.5%
EBIT	**22.2**	**(8.5)**	**-**
Interest Expense (Net)	(13.6)	(48.4)	-72.0%
Exchange Differences	(1.2)	(8.6)	86.5%
Other	29.6	(26.3)	-
EBT	**37.1**	**(91.9)**	**-**
NIATMI	17.5	(106.0)	-
NIATMI Continuing	**26.6**	**(102.9)**	**-**
NIATMI Discontinued	(9.1)	(3.2)	-

FY21 – Group Statement Of Financial Position

(in € million)	FY21	FY20
Tangible Assets	123.2	134.3
Intangible Assets	204.3	202.0
Other Non-current Assets	21.7	19.2
Inventories	18.7	25.7
Trade and Other Short-term Receivables	130.2	151.4
Cash and Cash Equivalents	107.3	100.0
Assets Held for Sale	0.0	16.2
Total Assets	**605.5**	**648.9**
Share Capital	45.7	47.1
Other Equity Elements	(169.1)	(266.9)
Reserves from profit / (loss) recognized directly in other comprehensive income and are related to assets held for sale	0.0	(0.6)
Non-controlling Interests	8.0	3.7
Total Shareholders Equity	**(115.5)**	**(216.8)**
Long-term Debt	588.0	476.2
Provisions / Other Long-Term Liabilities	19.2	19.1
Short-term Debt	16.5	274.9
Other Short-term Liabilities	97.3	95.4
Total Liabilities	**720.9**	**865.6**
Total Equity and Liabilities	**605.5**	**648.9**

FY21 – Group Cash Flow

(in € million)	FY21	FY20
EBT from continuing operations	**37.1**	**(91.9)**
EBT from discontinued operations	**(7.9)**	**(3.5)**
Plus/less Adjustments	86.9	162.5
Decrease/(increase) of Inventories	(2.4)	7.2
Decrease/(increase) of Receivable Accounts	23.2	(19.2)
(Decrease)/increase of Payable Accounts	(33.1)	4.0
Income Tax Paid	3.8	(14.5)
Net Cash from Operating Activities	**107.6**	**44.5**
Net CAPEX	(22.9)	(35.9)
(Purchases) / Sales of subsidiaries & other investments	10.3	(3.5)
Interest received	2.1	2.2
Dividends received	1.2	3.4
Net Cash from Investing Activities	**(9.3)**	**(33.8)**
Treasury shares purchase	0.1	-
Cash inflows from loans	10.1	59.0
Repayment of loans	(13.2)	(67.4)
Repayment of Leasing Obligations	(3.4)	(6.9)
Interest and similar charges paid	(56.5)	(45.9)
Dividends paid	(6.5)	(8.5)
Reorganization costs paid	(17.7)	(6.8)
Net Cash from Financing Activities	**(87.1)**	**(76.5)**
Net increase / (decrease) in cash for the period	**11.1**	**(65.8)**
Exchange differences	(3.8)	(5.3)
Cash at the beginning of the period	100.0	171.1
Cash at the end of the period from total operations	**107.3**	**100.0**

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