

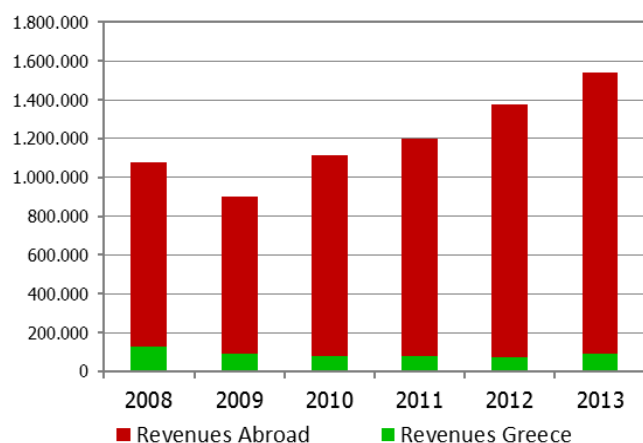


Website:	<a href="http://www.intralot.com">http://www.intralot.com</a>
Bloomberg code:	INLOT:GA
Reuters code:	INLr.AT
ISIN code:	GRS343313003

## COMPANY PROFILE

INTRALOT is the leading supplier of integrated gaming and transaction processing systems, innovative game content, sports betting management and interactive gaming services to state-licensed gaming organizations worldwide. Its broad portfolio of products & services, its know-how of Lottery, Betting, Racing & Video Lottery operations and its leading-edge technology, give INTRALOT a competitive advantage, which contributes directly to customers' efficiency, profitability and growth. With presence in 57 jurisdictions, more than 5.700 people and revenues of €1.54 billion for 2013, INTRALOT has established its presence on all 5 continents.

## REVENUES ANALYSIS (in € 000)



INTRALOT is the leading supplier of integrated gaming systems and services worldwide with presence in 53 countries on all 5 continents. It's the leading vendor in the gaming sector and at the same time a licensed lottery operator in 16 jurisdictions. In Europe company's sales are 57% of total sales.

## KEY INVESTMENT HIGHLIGHTS

INTRALOT, having established a leading position in the gaming sector worldwide and with a highly diversified portfolio of projects has proven to have a flexible and resilient business model. The Management team will continue to work hard in the next years to develop further the Company based on this proven business model, as numerous opportunities but also challenges are expected to arise in the global gaming market.

**OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2013 - 31/03/2014)**

Symbol:	INLOT		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	367,2		
Shares Outstanding (number): (31 March 2014)	158.961.721		
Average Spread (%):	0,63%		
Market Liquidity (%):	38,094%		
Average Trading volume (no of shares):	407.109		
Total Value of transactions (€):	191.193.499		
Days to trade (1% of outstanding amount):	3,9		
Free Float (31 March 2014):	60,96%		
Turnover Velocity (F.F. Weighted):	103,4%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	38,45%	39,72%	45,60%

**GROUP STRUCTURE**
**INTRALOT S.A.**

The consolidated financial statements include the financial statements of INTRALOT SA and its subsidiaries listed below:

I. Full consolidation:		Domicile	% Direct Part'n	% Indirect Part'n	% Total Part'n
	INTRALOT S.A.	Maroussi, Attica	Parent	Parent	-
3.	BETTING COMPANY S.A.	Maroussi, Attica	95%	5%	100%
24.	BETTING CYPRUS LTD	Nicosia, Cyprus		100%	100%
	INTRALOT AUSTRALIA PTY LTD	Melbourne, Australia	100%		100%
29.	INTRALOT GAMING SERVICES PTY	Melbourne, Australia		100%	100%
	INTRALOT LUXEMBOURG S.A.	Luxemburg, Luxemburg	100%		100%
	INTRALOT IBERIA SAU	Madrid, Spain	100%		100%
30.	INTRALOT JAMAICA LTD	Kingston, Jamaica		100%	100%
30.	INTRALOT TURKEY A.S.	Istanbul, Turkey	50%	49,99%	99,99%
30.	INTRALOT DE MEXICO LTD	Mexico City, Mexico		99,8%	99,8%
30.	INTELTEK INTERNET AS	Istanbul, Turkey	20%	25%	45%
31.	AZERINTELTEK AS	Baku, Azerbaijan		22,95%	22,95%
	INTRALOT DE CHILE S.A.	Santiago, Chile	99,99%		99,99%
4.	INTRALOT DE PERU SAC	Lima, Peru	99,97%	0,03%	100%
	POLDIN LTD	Warsaw, Poland	100%		100%
	ATROPOS S.A.	Maroussi, Attica	100%		100%
	INTRALOT MAROC S.A.	Casablanca, Morocco	99,83%		99,83%
	INTRALOT FRANCE S.A.S.	Paris, France	100%		100%
	INTRALOT HOLDINGS LUXEMBOURG S.A.	Luxemburg, Luxemburg	100%		100%
2.	GAMING SOLUTIONS INTERNATIONAL LTD	Bogota, Colombia	99%	1%	100%
2.	INTRALOT INTERACTIVE S.A.	Maroussi, Attica	51%	24%	75%
	INTRALOT GLOBAL SECURITIES B.V.	Amsterdam, Nederland	100%		100%
1.	INTRALOT FINANCE LUXEMBOURG S.A.	Luxemburg, Luxemburg		100%	100%
1,2,3,4.	INTRALOT GLOBAL HOLDINGS B.V.	Amsterdam, Nederland		100%	100%
5.	INTRALOT INC	Atlanta, USA		85%	85%
12.	INTRALOT INTERACTIVE USA LLC	Atlanta, USA		85%	85%
12.	DC09 LLC	Wilmington, USA		41,65%	41,65%
12.	DEEPSTACK CASINO LLC	Atlanta, USA		85%	85%

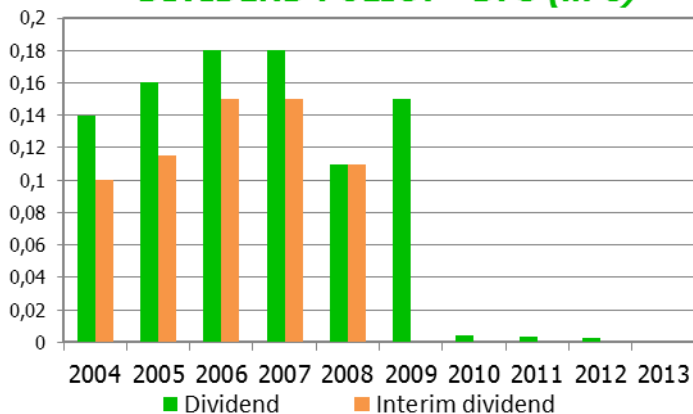
5.	INTRALOT NEDERLAND B.V.	Amsterdam, Nederland		100%	100%
5.	INTRALOT ITALIA S.p.A	Rome, Italy		100%	100%
13.	VENETA SERVIZI S.R.L.	Mogliano Veneto, Italy		100%	100%
5.	LOTROM S.A.	Bucharest, Romania		60%	60%
5.	INTRALOT BEIJING Co LTD	Beijing, China		100%	100%
5.	TECNO ACCION S.A.	Buenos Aires, Argentina		50,01%	50,01%
5.	MALTCO LOTTERIES LTD	Valetta, Malta		73%	73%
5.	INTRALOT NEW ZEALAND LTD	Wellington, New Zealand		100%	100%
5.	INTRALOT DO BRAZIL LTDA	Sao Paulo, Brazil		80%	80%
14.	OLTP LTDA	Rio de Janeiro, Brazil		80%	80%
5.	INTRALOT ARGENTINA S.A.	Buenos Aires, Argentina		100%	100%
5.	INTRALOT GERMANY GMBH	Munich, Germany		100%	100%
5.	JACKPOT S.p.A.	Rome, Italy		100%	100%
5,7.	INTRALOT GAMING MACHINES S.p.A.	Rome, Italy		100%	100%
5.	INTRALOT SOUTH KOREA S.A.	Seoul, South Korea		100%	100%
5.	INTRALOT FINANCE UK PLC	London, United Kingdom		100%	100%
5.	INTRALOT ASIA PACIFIC LTD	Hong Kong, China		100%	100%
5.	WHITE EAGLE INVESTMENTS LTD	Hertfordshire, United Kingdom		100%	100%
5.	BETA RIAL Sp.Zoo	Warsaw, Poland		100%	100%
5.	POLLOT Sp.Zoo	Warsaw, Poland		100%	100%
15,16,17	TOTOLOTEK S.A.	Warsaw, Poland		95,45%	95,45%
5.	SLOVENSKE LOTERIE A.S.	Bratislava, Slovakia		51%	51%
18.	TACTUS S.R.O.	Bratislava, Slovakia		51%	51%
5.	NIKANTRO HOLDINGS Co LTD	Nicosia, Cyprus		100%	100%
19.	LOTERIA MOLDOVEI S.A.	Chisinau, Moldova	47,90%	32,85%	80,75%
2,5.	INTRALOT CZECH S.R.O.	Prague, Czech Republic		100%	100%
5.	INTRALOT BETTING OPERATIONS (CYPRUS) LTD	Nicosia, Cyprus		54,95%	54,95%
5,6.	ROYAL HIGHGATE LTD	Nicosia, Cyprus		35,08%	35,08%
5.	INTRALOT LEASING NEDERLAND B.V.	Amsterdam, Nederland		100%	100%
5.	INTRALOT CYPRUS GLOBAL ASSETS LTD	Nicosia, Cyprus		100%	100%
8.	INTRALOT OOO	Moscow, Russia		100%	100%
28.	INTRALOT DISTRIBUTION OOO	Moscow, Russia		100%	100%
8.	INTRALOT ST. LUCIA LTD	Castries, St. Lucia		100%	100%
9.	INTRALOT GUATEMALA S.A.	Guatemala City, Guatemala		100%	100%
10.	LOTERIAS Y APUESTAS DE GUATEMALA S.A.	Guatemala City, Guatemala		51%	51%
9.	INTRALOT DOMINICANA S.A.	St. Dominicus, Dominican Republic		100%	100%
9.	INTRALOT LATIN AMERICA INC	Miami, USA		100%	100%
9.	INTRALOT SURINAME LTD	Paramaribo, Suriname		100%	100%
9.	CARIBBEAN VLT SERVICES LTD	Castries, St. Lucia		50,001%	50,001%
9.	INTRALOT CARIBBEAN VENTURES LTD	Castries, St. Lucia		50,05%	50,05%
11.	SUPREME VENTURES LTD	Kingston, Jamaica		24,97%	24,97%
	INTRALOT HOLDINGS INTERNATIONAL LTD	Nicosia, Cyprus	100%		100%
2.	INTRALOT INTERNATIONAL LTD	Nicosia, Cyprus		100%	100%
3.	GAIN ADVANCE GROUP LTD	Hong Kong, China		100%	100%
22.	KTEMS HOLDINGS CO LTD	Seoul, South Korea		100%	100%
3.	INTRALOT OPERATIONS LTD	Nicosia, Cyprus		100%	100%
2,4.	NETMAN SRL	Bucharest, Romania		100%	100%
2.	BILOT EOOD	Sofia, Bulgaria		100%	100%
20.	EUROFOOTBALL LTD	Sofia, Bulgaria		49%	49%
21.	EUROFOOTBALL PRINT LTD	Sofia, Bulgaria		49%	49%
2.	INTRALOT EGYPT LTD	Nicosia, Cyprus		88,24%	88,24%
2,4,23.	E.C.E.S. SAE	Cairo, Egypt		90,03%	90,03%
4.	SERVICIOS TRANSDATA S.A.	Lima, Peru		100%	100%
2.	INTRALOT TECHNOLOGIES LTD	Nicosia, Cyprus		100%	100%

33.	INTRALOT LOTTERIES LTD	Nicosia, Cyprus	51%	49%	100%
33.	INTRALOT INVESTMENTS LTD	Nicosia, Cyprus	51%	49%	100%
2.	INTRALOT BUSINESS DEVELOPMENT LTD	Nicosia, Cyprus		100%	100%
2.	GAMING SOLUTIONS INTERNATIONAL SAC	Lima, Peru		100%	100%
2.	NAFIROL S.A.	Montevideo, Uruguay		100%	100%
2.	LEBANESE GAMES S.A.L	Lebanon		99,99%	99,99%
	BILYONER INTERAKTIF HIZMELTER AS GROUP	Istanbul, Turkey	50,01%		50,01%
2.	INTRALOT HONG KONG HOLDINGS LTD	Hong Kong, China		100%	100%
2.	INTRALOT BETTING OPERATIONS RUSSIA LTD	Nicosia, Cyprus		100%	100%
25.	FAVORIT BOOKMAKERS OFFICE OOO	Moscow, Russia		100%	100%
2.	KELICOM HOLDINGS CO LTD	Nicosia, Cyprus		100%	100%
26.	DINET ZAO	Moscow, Russia		100%	100%
27.	PROMARTA OOO	Moscow, Russia		100%	100%
2.	UNICLIC LTD	Nicosia, Cyprus		50%	50%
32.	DOWA LTD	Nicosia, Cyprus		30%	30%

II. Equity method:		Domicile	% Direct Part'n	% Indirect Part'n	% Total Part'n
	BILYONER INTERAKTIF HIZMELTER AS GROUP	Istanbul, Turkey	25%		25%
	LOTRICH INFORMATION Co LTD	Taipei, Taiwan	40%		40%
	INTRALOT SOUTH AFRICA LTD	Johannesburg, South Africa	45%		45%
34.	GIDANI LTD	Johannesburg, South Africa		8,10%	8,10%
3.	GOREWARD LTD	Shanghai, China		49,99%	49,99%
36.	PRECIOUS SUCCESS LTD GROUP	Hong Kong, China		24,49%	24,49%
36.	GAIN ADVANCE GROUP LTD	Hong Kong, China		49,99%	49,99%
22.	KTEMS HOLDINGS CO LTD	Seoul, South Korea		49,99%	49,99%
	NANUM LOTTO CO LTD	Seoul, South Korea	18,95%		18,95%
36.	OASIS RICH INTERNATIONAL LTD	Shanghai, China		44,99%	44,99%
37.	WUSHENG COMPUTER TECHNOLOGY (SHANGHAI) CO LTD	Shanghai, China		44,99%	44,99%

Subsidiary of the company:		
1: Intralot Global Securities BV	14: Intralot Do Brazil Ltda	27: Dinet ZAO
2: Intralot Holdings International Ltd	15: Pollot Sp.Zoo	28: Intralot OOO
3: Intralot International Ltd	16: White Eagle Investments Ltd	29: Intralot Australia PTY LTD
4: Intralot Operations Ltd	17: Beta Rial Sp.Zoo.	30: Intralot Iberia S.A.U.
5: Intralot Global Holdings BV	18: Slovenske Loterie AS	31: Inteltek Internet AS
6: Intralot Betting Operations(Cyprus) Ltd	19: Nikantro Holdings Co Ltd	32: Uniclic Ltd
7: Jackpot S.p.A.	20: Bilot EOOD	33: Intralot Technologies Ltd
8: Intralot Cyprus Global Assets Ltd	21: Eurofootball Ltd	34: Intralot South Africa Ltd
9: Intralot St.Lucia Ltd	22: Gain Advance Group Ltd	35: KTEMS Holdings Co Ltd
10: Intralot Guatemala S.A.	23: Intralot Egypt Ltd	36: Goreward Ltd
11: Intralot Caribbean Ventures Ltd	24: Betting Company S.A.	37: Oasis Rich International Ltd
12: Intralot Inc	25: Intralot Betting Operations Russia Ltd	
13: Intralot Italia S.p.A	26: Kelicom Holdings Co Ltd	

## DIVIDEND POLICY - DPS (in €)



The Board of Directors of the Company will propose to the Annual General Shareholder's Meeting the non distribution of a dividend for Fiscal Year 2013.

## CURRENT PROJECTS

Presence in **57 jurisdictions** on all **5 continents**.

## RECENT DEALS

In January 2013, INTRALOT USA announced that the South Carolina Education Lottery (SCEL) approved an extension of its contract to continue to provide central gaming and statewide retail network systems, including associated gaming products and support services. The initial 7-year contract was extended for three additional years, until 2018, as provided in the original contract.

In January 2013, INTRALOT's subsidiary in Cyprus, Royal Highgate Public Company Limited, announced that it received an "A class" betting license, in order to continue to offer retail Betting services in the country, including the selection of sports events, odds compilation and risk management. The duration of the new license is 2 years. The license was granted according to the new Betting Law, which concerns companies that wish to offer retail betting services in the country.

In March 2013, INTRALOT Italia, a subsidiary of INTRALOT Group in Italy, entered into the Virtual Gaming market offering players a wide range of exciting new games. With this new addition to INTRALOT Italia's product portfolio, the retail shops are progressing even further to become entertainment centers that offer players a complete gaming portfolio ranging from sports betting, AWP, VLT and now Virtual Games.

In March 2013, INTRALOT USA, a subsidiary of the INTRALOT Group, announced that it offers consumers in the US market its newly developed freeplay, feature-rich gaming website "DeepStack Casino™". This new website offers interactive and social gaming content and expands the Company's portfolio beyond the traditional lottery products for which the Company is well known in the US. Legislation permitting, INTRALOT USA will also offer the platform as a B2B product to clients who want to introduce a real-money site within their regulated US jurisdictions.

In March 2013, INTRALOT Beijing, a subsidiary of INTRALOT Group in China, following an international lottery and betting terminal supplier selection and evaluation process is the only international company of the lottery sector certified as approved terminal supplier by the China Sports Lottery Administration (CSLA) among the total six (6) companies certified. By receiving the corresponding certification for its Photon terminal, INTRALOT will be allowed to provide Photon to the 31 provincial CSLA lottery companies in China (provinces, cities and autonomous regions) during the upcoming terminals replacement cycle. Photon, INTRALOT's integrated terminal that combines sophisticated technology with high ergonomics and efficient design, was certified by CSLA, as it meets the Lottery's high standards regarding functionality, adaptability, efficiency, reliability and security. Following the completion of the selection and evaluation process, the CSLA provincial lotteries will gradually replace their approximately 130,000 terminals installed in their Points of Sale countrywide with terminals provided by the six (6) companies whose terminals have been certified by CSLA. The new terminals will be connected to CSLA Central System.

In May 2013, INTRALOT, through its participation as a major shareholder in the Taiwanese joint venture LotRich Information Co., Ltd, has been selected, following an international tender process, as the lottery system technology provider of ChinaTrust Commercial Bank in Taiwan (CTCB), a member of Chinatrust Financial Holding Company, which has received the license from the government to operate the Public Welfare Lottery. INTRALOT has been the technological provider of ChinaTrust Commercial Bank in Taiwan since 2007, when CTCB obtained its first license to operate the lottery. The duration of the new project is for ten (10) years. INTRALOT will provide ChinaTrust Commercial Bank and its subsidiary lottery operator Taiwan Lottery Corporation (TLC) with the LOTOS™ O/S On-line Gaming Computer System, the LOTOS™ Horizon content management software and hardware, along with the necessary for 10 years Central system and Retail Network maintenance and support services for the operation of the Public Welfare Lottery, and will install 6,050 Photon terminals in retailer locations across Taiwan.

In June 2013, INTRALOT announced the 5-year renewal of its Foreign Games Permit to operate games in the State of Tasmania in Australia. The license renewal was granted by the Tasmanian Gaming Commission and permits INTRALOT to continue to operate lottery and instant games in the State of Tasmania until 30/6/2018.

In June 2013, INTRALOT announced a 2-year renewal of its contract to provide gaming system services to the Ohio Lottery Commission for the biennium 2014-2015, as well an additional 2-year extension option until 2021, both passed unanimously by the Ohio Controlling Board. The Lottery's budget is approved every two years by the state and therefore contracts must be renewed every two years.

In July 2013, INTRALOT announced a 2-year renewal extension to continue to develop, refine, implement and provide instant ticket related and cooperative instant ticket support services to the Ohio Lottery Commission. INTRALOT had originally won an 8-year contract to provide cooperative services to the Ohio Lottery in 2009 with options to renew every two years. The Lottery's budget is approved every two years by the State and therefore contracts must be renewed for every biennium. This two-year extension begins on July 1, 2013.

In July 2013, INTRALOT announced that following an international tender process procured by OPAP S.A. it has signed i) a contract for the implementation of the new central system (implementation contract) and ii) a contract for the support, maintenance and evolution of the new central system (service agreement) with a total duration of five (5) years. In parallel, once the new central system contract commences, the agreement signed for the provision of the maintenance and technological support services of OPAP agencies' infrastructure will be activated. The duration of this agreement is for two (2) years with three (3) one-year renewals option. INTRALOT has also signed an extension to its current contract with OPAP S.A. until the commencement of the new system. The implementation contract includes the commissioning and installation of the infrastructure, the software implementation/installation and all the necessary implementation services, so the new central system commence live operations and user licenses for Greece and Cyprus. Project implementation timeframe is agreed at seven (7) months. The services agreement covers the provision of Support and Maintenance of Hardware and System Software, the Operational Support and the Business Enhancement. The contract has total duration of five (5) years and expires on 31/7/2018. The combined value of the implementation contract and the services agreement contract is €101.0 million, whereas the value of the agreement for the provision of the maintenance and technological support services of OPAP agencies' infrastructure is a total of €46 million for the first two years declining by €1 million per annum for each subsequent annual extension.

In July 2013, INTRALOT's subsidiary in Poland, Totolotek, received a 6-year Internet betting license from the Polish Ministry of Finance. According to the license granted, Totolotek will provide to players in Poland Fixed Odds Betting and Sport Pool Games through the Internet. The Company's plans regarding interactive gaming in Poland also entail the development of Live Betting.

In July 2013, Hellenic Lotteries S.A., a company in which INTRALOT participates together with OPAP S.A. and Scientific Games (SGI), signed the exclusive license contract with the Hellenic Republic Asset Development Fund (HRADF) for the production, operation, circulation, promotion and management of the Hellenic State Lotteries (Instant and Passive Tickets). The contract has a 12 years duration starting from the lotteries' operations launch, which is expected within the second quarter of 2014. In addition to its shareholding participation, INTRALOT has signed related supply contracts with Hellenic Lotteries S.A., to provide all required technology, central system operation services, central system and network equipment maintenance and technical support services, and logistics and tele-sales services. Furthermore, INTRALOT in cooperation with OPAP S.A. will develop a new State Lotteries points of sales network, in addition to the current network of OPAP agencies, which is expected to contribute significantly to the development of the lotteries and, in particular, of the new scratch lottery. INTRALOT has operated the Instant Lottery (Scratch) in Greece from 1993 to 2003, one of the most successful and profitable projects worldwide.

In August 1, 2013, INTRALOT issued €325,000,000 9.750% Senior Notes due 2018 (the "Notes"). The Notes issued by its indirect subsidiary Intralot Finance Luxembourg S.A., a public limited liability company (société anonyme) organized under the laws of the Grand Duchy of Luxembourg and they are trading on the Luxembourg Stock Exchange's Euro MTF market. The Notes were offered at an issue price of 99.027%.

In August 5, 2013, Intralot Luxembourg S.A. announced the results of its invitation to holders of the €140,000,000 in outstanding principal amount of the 2.25% Guaranteed Exchangeable Notes due 2013 to tender their Bonds for purchase by the Offeror for cash. As at the Expiration Deadline, €111,300,000 in aggregate principal amount of Bonds had been validly tendered pursuant to the Tender Offer. The Offeror decided to accept all such valid tenders of Bonds pursuant to the Tender Offer. The Repurchase Price paid on the Payment Date was equal to 114% of the principal amount of the Bonds (€57,000 per €50,000 principal amount) for Bonds validly tendered and accepted for purchase, and accordingly the aggregate cash purchase price paid by the Offeror for all Bonds validly tendered and accepted for purchase pursuant to the Tender Offer was €126,882,000. Following settlement of the Tender Offer and the cancellation of the Bonds accepted for purchase pursuant to the Tender Offer, €28,700,000 in aggregate principal amount of Bonds remained outstanding. At the end of December 2013, the Company fully repaid the total amount of the Guaranteed Exchangeable Notes.

In September 2013, INTRALOT Gaming Services Pty Ltd, a wholly owned subsidiary of INTRALOT Australia Pty Ltd, has been selected as the preferred provider by the Victorian State Government in Australia, to implement a voluntary pre-commitment scheme for the approximately 27.500 electronic gaming machines across the State including Casino. The pre-commitment scheme is planned to be in place from 1 December of 2015 subject to the enactment of legislation, the issuing of a Ministerial direction and successful contract negotiations. INTRALOT will operate the pre-commitment scheme until 2027.

In September 2013, INTRALOT announced that following an international tender the "NANUM LOTTO" consortium, in which the Company participates, has been awarded a license to operate South Korea's National Lottery by the Korea Lottery Commission (KLC). The duration of the license awarded is five (5) years (2013-2018) and the newly developed localized system launched early December 2013. During the new license's term, "NANUM LOTTO" will be responsible for operating a consolidated lottery business, which includes the Online Lotto, Instant Products, and the Electronic Lottery. INTRALOT will provide system operations, monitoring services, consulting services related to both Online and Instants products, and technological support. The "NANUM LOTTO" consortium has been exclusively operating the South Korea's National Lottery since 2007, holding the 5-year license that it had received the same year following an international tender.

In September 2013, INTRALOT, through its participation as a major shareholder in the Taiwanese joint venture LotRich Information Co., Ltd., has been selected as the technology provider by Taiwan Sports Lottery Corporation (TSLC), following a tender process. INTRALOT offered TSLC the necessary support to bid for and win the 10-year License to operate the Sports Lottery, to which the major prerequisite and criterion was the competence and experience of the technology provider. The 10-year betting technology supply contract of INTRALOT commenced in the beginning of 2014 and will run through the end of 2023.

In November 2013, INTRALOT has been selected by the Taiwan Sports Lottery Corporation (TSLC), among other international companies, as its single betting services partner for the next 10 years, until the end of 2023. As the betting services partner of TSLC, INTRALOT will provide operational support services for sports betting, both retail, to a network of 1,200 Points of Sale countrywide, and interactive, through Internet and mobile platforms. INTRALOT commenced its betting services in the beginning of 2014.

At the end of November 2013, INTRALOT, by utilizing its right of first refusal, acquired an additional stake of approximately 25.01% in its associated company Bilyoner, which brought its total stake in the company to approximately 50.01%. Bilyoner is a Turkish company that operates as an electronic agent offering the sports betting games of the state organization "SporToto" which contribute the majority of its sales and the Lottery games of the state lottery "Milli Piyango" through internet in the country.

In November 2013 expired the contract of the company with CNLR for the operation of VLTs and it was extended until 31/03/2014. In case the contract is not renewed, Lotrom will lose revenue of about 80%. For the Group this loss will not be significant neither for revenues nor for profits.

### **SIGNIFICANT EVENTS AFTER THE END OF FY 2013**

In January 2014, INTRALOT announced its new organizational structure as well as the members of the Executive Committee, who will report directly to the Group CEO, Mr. Constantinos Antonopoulos. The new structure of the organization reflects the growing global footprint of Intralot, the need to better serve the

customers, satisfy their fast evolving needs, optimize its operations, enhance the offering of top-quality and innovative products and services, and increase shareholder value. The new organization was the outcome of a thorough strategic and organization study conducted in collaboration with the global management consultants The Boston Consulting Group - BCG. The company will be organized around three distinct divisions - Products & Services, Global Operations & Sales and Technology.

The new management Executive Committee appointments are the following:

- Mr. Socrates S. Kokkalis is appointed Group Deputy Chief Executive Officer
- Mr. Ioannis Pantoleon is appointed Group Chief Operating Officer, for all Global Operations and Sales
- Mr. George Zenzefilis is appointed Group Chief Products & Services Officer
- Mr. Konstantinos Farris is appointed Group Chief Technology Officer
- Mr. Athanasios Chronas is appointed Group Chief Legal & Compliance Counsel
- Mr. Antonios Kerastaris (presently Chief Executive Officer of Hellas Online) is appointed Group Chief Financial Officer
- Mr. Nikos Nikolakopoulos is appointed President Latin America, Western Europe & Africa, reporting to the Group COO.

In February 2014, after a smooth conversion to INTRALOT's systems and six years of successful operations in New Mexico, INTRALOT USA was awarded an extension of its contract by the New Mexico Lottery Board for the provision of the on-line Lottery Gaming System and related products and services. The new amendment extends the current seven (7) year contract, for three (3) additional years from 2015 until 2018.

In February 2014, INTRALOT S.A. announced the extension of its agreement with Hrvatska Lutrija d.o.o, the Croatian State Lottery, for the supply and maintenance of an extensive portfolio of interactive instant and scratch games, following a public procurement procedure. The extension contract will have a duration of one (1) year and may be re-extended for consecutive one-year periods.

In March 2014 INTRALOT selected by Premier Lotteries Ireland Limited (PLI), as its technology provider for the supply, set up, maintenance and support of new lottery software platforms and terminals in Ireland. Premier Lotteries Ireland is a company that has been awarded a 20 year licence to operate the Irish National Lottery that recorded revenues of €735m in 2012. Within the framework of the 10-year contract, INTRALOT will provide its state-of-the-art LOTOS™ O/S On-line Gaming Computer System for the operation and administration of Lottery and instant games over both the retail POS network, as well as the Internet and mobile channels. The technology suite will also include INTRALOT's CRM solution and LOTOS™ Horizon content management software platform. In addition, INTRALOT will supply PLI with more than 4,000 of its sophisticated Photon terminals that are based on INTRALOT's cutting-edge Icon Digital Imaging Technology. Aiming to offer the most efficient on-site support, INTRALOT has set-up INTRALOT Ireland that will be responsible for the implementation and configuration of these platforms, simultaneously offering a combination of high quality maintenance, support and repair services for the delivered software and terminals, as well as on-going consultancy services for the complete project term. Additional options from INTRALOT's product portfolio have also been made available to Premier Lotteries Ireland for the duration of the contract.

In March 2014, Intralot Finance UK Plc signed a supplemental agreement with a revised repayment schedule of the €42.5 Facility B (note 21).

Also in March 2014, Intralot Finance UK Plc engaged Alpha Bank and Societe Generale, to arrange a €200 million syndicated Term and Revolving Credit Facility. The facility will be structured with a 3 year tenor plus a one-year extension option at the discretion of the Lenders and will be used:

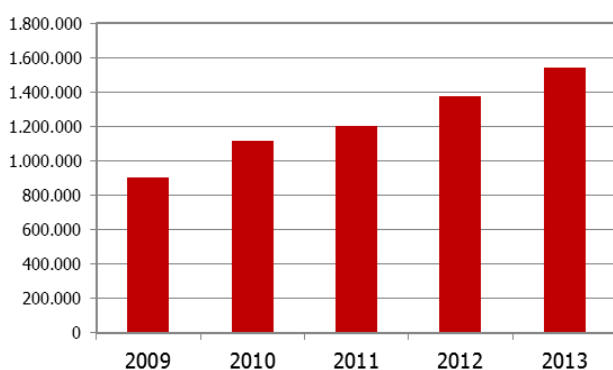
- a) to refinance the existing €230 million Facility C (note 21) maturing in December 2014 and
- b) for general corporate purposes.



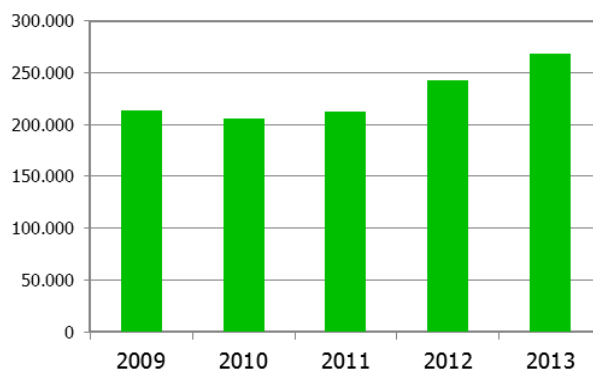
## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>					
<b>(in € 000)</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Sales	903.553	1.115.721	1.202.354	1.374.021	1.539.430
Gross profit	213.370	205.744	212.231	243.027	267.908
EBIT	101.852	80.775	79.799	84.730	103.258
EBITDA	154.429	152.662	153.806	177.536	194.831
Earnings before tax	104.450	80.690	57.038	58.422	53.551
Earnings after tax	77.407	54.790	35.585	33.057	21.312
E.P.S.	0,314	0,23	0,111	0,039	-0,03
Total Equity	331.206	361.027	375.268	383.849	345.771
ROE	23,37%	15,18%	9,48%	8,61%	6,16%

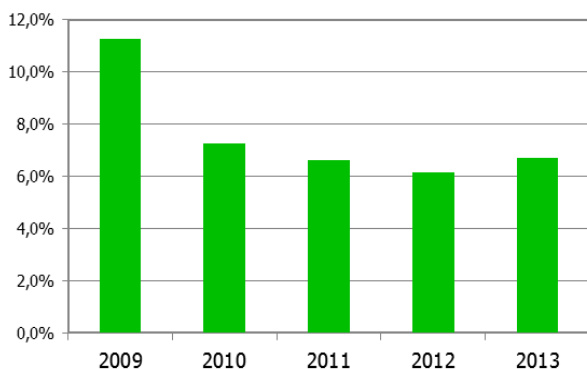
**Revenues (in € 000)**



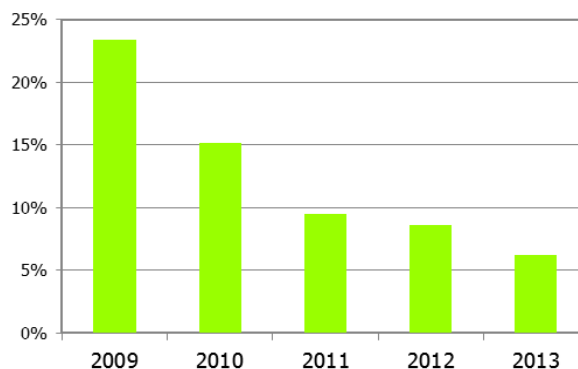
**Gross profit (in € 000)**



**Operating Margin**



**ROE**



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
KOKKALIS P. SOKRATIS	20,01%
DIMITRIADIS KONSTANTINOS	8,95%
INTESA SANPAOLO S.P.A.	5,01%
NOVOMATIC AG	5,07%
<b>Total</b>	<b>39,04%</b>

#### **BOARD OF DIRECTORS**

<b>Name</b>	<b>Qualification</b>
KOKKALIS P. SOKRATES	CHAIRMAN/EXECUTIVE MEMBER
ANTONOPOULOS G. CONSTANTINOS	VICE CHAIRMAN/CEO/EXECUTIVE MEMBER
KOKKALIS S. KONSTANTINOS	NON-EXECUTIVE MEMBER
KLONIS C. DIMITRIOS	NON-EXECUTIVE MEMBER
SOURETIS C. PETROS	NON-EXECUTIVE MEMBER
PAPAPOLITIS I. NIKOLAOS LEON	NON-EXECUTIVE MEMBER
FILOS N. SOTIRIOS	INDEPENDENT NON-EXECUTIVE MEMBER
TSOUFIS M. ANASTASIOS	DIRECTOR / INDEPENDENT NON-EXECUTIVE MEMBER
TSOUKARIDIS P. IOANNIS	INDEPENDENT NON-EXECUTIVE MEMBER

#### **MANAGEMENT TEAM PROFILE**

**Mr. Sokrates P. Kokkalis** is the Founder and Chairman of INTRALOT, and also Founder, Chairman, and majority shareholder of the INTRACOM Group of Companies, was born in Athens and holds a degree in Physics and Electronics. An active sponsor of leading educational, cultural, athletic and business events in Southeast Europe, Mr. Kokkalis became a John Harvard Fellow in 1997 after establishing the Kokkalis Program at the Kennedy School of Government, Harvard University. In 1998 Mr. Kokkalis founded the Kokkalis Foundation, a non-profit organization with a focus on educational and regional development issues. A fluent speaker of English, German and Russian, Mr. Kokkalis also speaks Romanian, Italian, Bulgarian and conversational Serbian and French. Mr. Kokkalis was for many years the major shareholder of "Olympiacos", the most famous and popular Greek soccer team and sports club.

**Mr. Constantinos G. Antonopoulos** is a founding member and shareholder of INTRALOT. In 1992, the year that the company was established, he assumed his current position as Chief Executive Officer. He is the Chairman of many companies of the Group and a non - executive member of the Board of Directors of INTRACOM Holdings. He launched his career by joining major Greek industrial enterprises, such as the Hellenic and Eleusis Shipyards and held a succession of expert positions at the Ministry of Finance and the Ministry of Industry. In 1989 he entered INTRACOM S.A., one of the leading telecom and electronics companies in SE Europe. Constantinos Antonopoulos was honored with numerous significant distinctions; among others he was distinguished internationally in the "Lottery industry Hall of Fame", as one of the most important professionals in the lottery industry, he was awarded with the "Manager of the Year 2004" distinction, as well as the "Best Innovative Manager" and the "Best Global Oriented Manager" awards of the year 2005 and "Best Manager FTSE/ASE 20" for 2006. An essential initiative that Constantinos Antonopoulos took was INTRALOT's becoming a founding member of the Global Growth Companies community, the "New Champions of the World Economic Forum". As an active member of the business community, Constantinos Antonopoulos participates in a number of chambers and associations. He is the President of the Greek – Latin American Business Council and the Hellenic-Chilean Chamber of Commerce and Culture. He was elected Vice-president of the Greek-Serbian Business Council and is a member of the BOD of the Greek-Turkish Business Council. Moreover, he is a member of the Board of Directors of the Federation of Greek Industries (SEV) and participates in Foreign Affairs Executive Committee of the Federation (SEV International). He is also a member of the Hellenic Entrepreneurs Association. Born in the city of Patras, Constantinos Antonopoulos graduated in 1976 from the National Technical University of Athens with a degree in Electrical Engineering. He continued his studies at the University of Manchester (UMIST), England and received a Master of Science (M.Sc.) degree in Systems Reliability. He is married and father of three children.

**Mr. Sokrates S. Kokkalis** is INTRALOT Group Deputy Chief Executive Officer. Prior to his current position he served in the Commercial Division of INTRALOT (2007) and in 2010 he joined INTRALOT Interactive as Business Development Manager. He has also served in the Commercial Department of PAE OLYMPIACOS since 2008. In February 2009 he was elected as Non Executive Member of the BoD of INTRAKAT. He was born in Milan in 1984. He is an Athens College graduate (2001). He holds a degree (B.A.) in International Relations from Boston University (2005).

**Mr. Ioannis Pantoleon** is the Group Chief Operating Officer, for all Global Operations and Sales of INTRALOT. He studied Economics specializing in Economic Analysis at the Economic University of Athens and holds a Master's Degree in Financial Management and Accounting from the University of Manchester (UMIST). He started his professional career working in INTRACOM from 1992 until 1993. From 1993 until 1995 he worked in INTRALOT's Financial Management Division, while from 1995 until 1997 he worked as Corporate Finance Executive in Sigma Securities S.A. From 1997 until 2003 he was the Contracts Director of INTRALOT. Prior to his current position he was the General Director of Finance and Development of INTRALOT.

**Mr. George Zenzefilis** is the Group Chief Products & Services Officer. He is leading the development of the Group's Products & Services to address the challenging and attractive opportunities that arise in the changing landscape of the Gaming Industry. Gaming innovation, technological convergence and new business models, are all combined with the worldwide engineering and marketing footprint of the INTRALOT Group, to produce the next generation of the Group's portfolio. Prior to joining INTRALOT in 2008 as the General Director of INTRALOT Interactive, Mr. George Zenzefilis held senior management positions in the Information Technology & Telecommunications, Oil & Gas as well as the Transport & Logistics industries, having worked with Shell International, Geopost and the INTRACOM Group of Companies. During his professional life, he successfully led instrumental projects, such as the Social Security IT reform for Greece, developed new business opportunities and partnerships and served as a Senior Advisor to the European Union. Mr. George Zenzefilis holds the Master's Degree in Systems & Control from the University of Manchester, and the Mechanical Engineering Diploma from the National Technical University of Athens. He has been an active participant in market focused conferences and has published over 30 research publications.

**Mr. Konstantinos Farris** is the Group Chief Technology Officer of INTRALOT. He holds a Degree in Computer Engineering and Information Technologies of the Technical University of Patras. He also holds a Master's Degree in Databases and Data Mining from the University of Manchester in the United Kingdom. He started his professional career in 1989 working as a Software Engineer in the Technical Division of Intrasoft S.A. until 1991. During the period 1992-1996 he was the Head of the Wagering Systems Department. During 1996-1997 he was the Deputy Manager of the Wagering Systems Division. During 1997-2003 he held the position of the Technical Director of INTRALOT. Prior to his current position he was INTRALOT's General Director of Systems Technical Division.

**Mr. Antonios Kerastaris** is the Group Chief Financial Officer of INTRALOT. Prior to his current position he was the Chief Executive Officer at Hellas online since August 2009. His long term working experience includes the senior financial positions in large multi-national companies such as Procter & Gamble, Hilton and Mercedes for more than 12 years. In 2005 he became CFO of Cosmote Romania until April 2008, when he joined the Group as Chief Financial Officer of Hellas online. Mr. Kerastaris holds a degree in Business Management from the Athens University of Economics.

**Mr. Nikos Nikolakopoulos** is INTRALOT Group President Latin America, Western Europe & Africa. Prior to his current position he was the Managing Director of INTRALOT Latin America. Born in 1968, he studied Information Technology at the 'Athens Economic & Business University' and has received an MBA from La Verne University. In 2007, he joined INTRALOT as the Group Strategy Director and based on his extensive international experience, he has been instrumental in shaping INTRALOT's strategy in the contemporary gaming environment, pursuing new opportunities for the company worldwide. Before joining INTRALOT, he held a series of senior positions in multinational IT companies, including INTRACOM Group, Microsoft, Singular Logic and BULL S.A.

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