

## **INTRALOT S.A.**

**INTEGRATED LOTTERY SYSTEMS AND SERVICES** 

Company's Number in the General Electronic Commercial Registry: 818201000 - (Public Companies (S.A.) Reg. No.: 27074/06/B/92/9)

Figures and information for the period from 1st January to 31st March 2014

According to 4/507/28.4.2009 resolution of the Board of Directors of the Greek Capital Committee

Amounts in thousands  $\in$ 

The figures presented below aim to provide summary information about the financial position and results of INTRALOT S.A. and INTRALOT's group. Therefore, it is recommended to any reader who is willing to proceed to any kind of investment decision or other transaction concerning the company, to visit the company's web site address where the Financial Statements are posted according to International Financial Reporting Standards, accompanied by the Auditor's Review Report where appropriate. Web Site: www.intralot.com

Board of Directors approval date: May 14th, 2014

1. STATEMENT OF FINANCIAL POSITION GROUP/COMPANY					
	GROUP		COMPANY		
	31.3.2014	31.12.2013*	31.3.2014	31.12.2013	
ASSETS					
Tangible Assets	191.289	199.418	7.055	7.381	
Intangible Assets	346.495	353.346	67.505	65.977	
Other Non-Current Assets	153.962	161.530	178.393	181.653	
Inventories	48.426	48.331	37.313	37.353	
Trade receivables	231.523	224.900	161.926	166.298	
Other Current Assets	146.604	143.293	3.283	5.131	
TOTAL ASSETS	1.118.299	1.130.818	455.475	463.793	
LIABILITIES AND EQUITY		:			
Share Capital	47.689	47.689	47.689	47.689	
Other Equity Elements	204.131	218.660	66.367	67.345	
Shareholders Equity (a)	251.820	266.349	114.056	115.034	
Non-Controlling Interests (b)	79.518	77.395	0	0	
Total Shareholders Equity (c)=(a)+(b)	331.338	343.744	114.056	115.034	
Long-term Debt	349.032	350.315	223.042	223.042	
Provisions and Other Long term Liabilities	59.148	60.014	19.097	16.920	
Short-term Debt	189.541	176.920	6.657	9.432	
Other Short-term Liabilities	189.240	199.825	92.623	99.365	
Total Liabilities (d)	786.961	787.074	341.419	348.759	
TOTAL EQUITY AND LIABILITIES (c)+(d)	1.118.299	1.130.818	455.475	463.793	

\* Including restated figures according to IFRS 11 – (note 2.8.A of interim financial statements)

## 2. TOTAL COMPREHENSIVE INCOME STATEMENT GROUP/COMPANY

	GROUP		COMPANY		
_	1.1-31.3.2014	1.1-31.3.2013*	1.1-31.03.2014	1.1-31.3.2013	
Sale Proceeds	445.704	355.756	23.869	28.396	
Less: Cost of Sales	-373.294	-285.185	-11.885	-14.946	
Gross Profit / (Loss)	72.410	70.571	11.984	13.450	
Other Operating Income	4.304	3.908	14	12	
Selling Expenses	-13.802	-9.375	-1.618	-1.681	
Administrative Expenses	-28.451	-31.869	-2.365	-1.819	
Research and Development Costs	-2.071	-1.877	-2.042	-1.361	
Other Operating Expenses	-1.369	-2.806	-204	0	
EBIT	31.131	28.765	5.768	8.601	
Interest and similar charges	-16.198	-12.872	-7.304	-6.014	
Interest and related income	2.534	2.247	6.138	5.650	
Exchange differences	2	3.162	-79	898	
Profit / (Loss) from equity method consolidations	-723	115	0	0	
Operating Profit / (Loss) before tax	16.636	21.204	4.524	9.135	
Less taxes	-13.911	-7.272	-5.600	-55	
Operating Profit / (Loss) after tax (A)	2.725	13.932	-1.076	9.080	
Attributable to:					
- Owners of the parent	-8.530	4.820	-1.076	9.080	
- Non-Controlling Interests	11.255	9.112	0	0	
Other comprehensive income for the year, after tax (	B) -7.196	3.665	189	358	
Total comprehensive income after of taxes (A) + (B)	-4.471	17.597	-887	9.438	
Attributable to:					
- Owners of the parent	-14.432	8.753	-887	9.438	
- Non-Controlling Interests	9.961	8.844	0	0	
Profit / (Loss) after taxes per share (in euro)					
- Basic	-0,0537	-0,0303	-0,0068	-0,0571	
- Diluted	-0,0537	-0,0303	-0,0068	-0,0571	
EBITDA	51.622	55.091	7.843	12.433	

\* Including restated figures according to IFRS 11 – (note 2.8.A of interim financial statements)

## 3. STATEMENT OF CHANGES IN EQUITY GROUP/COMPANY

	GROUP		COMPANY	
	31.3.2014	31.3.2013*	31.3.2014	31.3.2013
Net equity at the beginning of the period				
(01/01/2014 and 01/01/2013 respectively)	345.771	383.597	115.034	121.002
Restatement for transition to IFRS 11*	-2.027	-2.102	0	0
Net equity at the beginning of the year				
(1/1/2014 and 1/1/2013 respectively)				
(after the restatement for IFRS 11)*	343.744	381.495	115.034	121.002
Effect on retained earnings from previous year's adjustme	ent -97	-8	-91	0
Total comprehensive income for the year after tax				
(continuing and discontinuing operations)	-4.471	17.597	-887	9.438
Dividends Distributed	-7.838	-9.288	0	0
Effect due to change in ownership percentage	0	-836	0	0
Net Equity at the end of the period				
(31/03/2014 and 31/03/2013 respectively)	331.338	388.960	114.056	130.440

4. CASH FLOW STA	TEMENT GROUP	COMPANY		
	GROUP		COMPANY	
	1.1-31.3.2014	1.1-31.3.2013*	1.1-31.3.2014	1.1-31.3.2013
Operating Activities				
Net Profit before Taxation (continuing operations)	16.636	21.204	4.524	9.135
Plus/Less adjustments for:				
Depreciation	20.491	26.326	2.075	3.832
Provisions	-1.047	1.518	-40	38
Exchange rate differences	-726	767	0	0
Results from Investing Activities	502	-3.333	-4.014	-5.057
Debit Interest and similar expenses	16.198	12.872	7.304	6.014
Credit Interest	-2.534	-2.247	-2.298	-1.578
Plus/Less adjustments of working capital to net cash				
or related to operating activities:				
Decrease/(increase) of Inventories	-109	892	40	695
Decrease/(increase) of Receivable Accounts	-7.848	-7.340	8.723	15.922
(Decrease)/increase of Payable Accounts (except banks)	-6.607	-6.955	-5.739	-1.646
Less:				
Interest Paid and similar expenses paid	22.970	9.490	10.380	4.072
Income Tax Paid	7.638	15.309	954	0
Net Cash from Operating Activities (a)	4.348	18.905	-759	23.283
Investing Activities				
(Purchases) / Sales of subsidiaries, associates, joint ventures				
and other investments	122	-183	0	816
Purchases of tangible and intangible assets	-13.919	-11.888	-3.160	-5.878
Proceeds from sales of tangible and intangible assets	55	34	0	0
Interest received	2.070	1.955	1.958	327
Dividends received	113	0	113	697
Net Cash from Investing Activities (b)	-11.559	-10.082	-1.089	-4.038
Financing Activities				
Cash inflows from loans	30.047	22.134	0	0
Repayment of loans	-11.526	-20.401	0	0
Repayment of Leasing Obligations	-3.662	-1.041	0	0
Dividends paid	-4.337	-4.939	0	0
Net Cash from Financing Activities (c)	10.522	-4.247	0	0
Net increase / (decrease) in cash and cash equivalents for the period	d			
(a) + (b) + (c )	3.311	4.576	-1.848	19.245
Cash and cash equivalents at the beginning of the period	143.293	134.931	5.131	5.254
Cash and cash equivalents at the end of the period				

\* Including restated figures according to IFRS 11 - (note 2.8.A of interim financial statements)

## Supplementary information:

1. The same accounting policies have been followed, compared with previous year financial statements 31/12/13 except for the changes resulting from the adoption of new or revised accounting standards and interpretations as mentioned in note 2.4 of the interim financial statements.

- 2. The companies included in the consolidation of 31/03/14 and not in the consolidation of 31/03/13 due to subsequent acquisition are the following: : Intralot Slovakia Spol. Sro, Intralot Ireland Ltd, Intralot Cyprus Global Assets Ltd, Intralot Finance Luxembourg SA, Intralot Global Holdings BV, Intralot Global Securities BV, Intralot Leasing Nederland BV, Goreward Ltd, Oasis Rich International Ltd & Wusheng Computer Technology (Shanghai) Co Ltd (note 2.8.A of interim financial statements). The entity Bilyoner Interaktif Hizmelter AS Group is consolidated since 1/12/13 with the full consolidation method (in prior periods was consolidated with the equity method) since the requirements of IFRS 10 are met. Since 1/11/13, entities Gain Advance Group Ltd and KTEMS Holdings Co Ltd are consolidated with the equity method (in prior periods were consolidated since the requirements of IFRS 10 are no longer met. Since 1/11/2013 company Nanum Lotto Co Ltd is not consolidated since the requirements of IAS 28 are no longer met. The subsidiary Servicios Transdata SA was absorbed by Intralot De Peru SAC on 1/10/13. Companies Atropos SA, Nafirol SA and E.C.E.S. SAE are in the process of liquidation while the liquidation of Intralot France SAS was completed in May 2013. Finally, the Group has applied the new IFRS 11 "Joint arrangements" retroactively from 1/1/2013, changing the method of consolidation of companies under common control (Unicic Ltd and Dowa Ltd) from proportionate to equity method.
- The Group's provisions that refer to legal issues up to 31/03/14 amounted to € 6 mio. The Group's provisions that refer to unaudited tax periods amounted to € 4 mio and the rest € 9,1 mio to other provisions. Respectively, the Company stated € 6 mio for provisions of legal issues, € 3,3 mio for unaudited tax periods and € 6,9 mio for other provisions.
- 4. The personnel employed as at 31/03/14 by the Company were 664 and by the Group were 5.389. Respectively, as at 31/03/13, the personnel employed by the Company were 614 and by the Group were 5.507.
- 5. Companies that are included in 31/03/14 consolidated financial statements are presented in note 2.8.A in the annual financial report including locations, group percentage ownership and consolidation method.
- 6. The fiscal years that are unaudited by the tax authorities for the Company and the Group's subsidiaries are presented in detail in the note 2.7.B of the annual financial report.
- 7. The amounts of expense/income included in the Group's comprehensive income statement as at 31/03/14 of € -7,2 mio (2013: € 3,7 mio) concern: foreign exchange differences of € -5,7 mio (2013 : € 253 k), derivative valuation of € 407 k (2013 : € 844 k), € -1,9 mio (2013 : € 2,6 mio), concerns

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the valuation of available for sale financial assets, while ending amount  $\in$  -4 k (2013:  $\in$  0), concerns defined benefit plans revaluation. Accordingly, the amounts of expense/income recorded in the comprehensive income statement as at 31/03/14 for the Company, amounted to  $\in$  189 k (2013:  $\in$  358 k) regard: revaluation of available for sale financial assets, amounted to  $\in$  189 k (2013:  $\in$  -17 k) and  $\in$  0 (2013:  $\in$  375 k) concerns valuation of derivative.

 There are no changes in accounting estimates. Certain prior year amounts have been reclassified for presentation purposes with no significant impact on the prior year equity, turnover and earnings after tax of the Group and the Company.

9. Transactions (including income, expenses, receivables, payables) with related parties, are as follows:

	Group	Company
a) Income		
-from subsidiaries	0	9.588
-from associates	643	763
-from other related parties	181	20
b) Expenses		
-to subsidiaries	0	9.655
-to associates	-102	-102
-to other related parties	4.816	3.438
c) Receivables		
-from subsidiaries	0	131.038
-from associates	22.110	18.446
-from other related parties	18.015	14.924
d) Payables		
-to subsidiaries	0	265.875
-to associates	7	7
-to other related parties	34.056	31.905
e) BoD and Key Management Personnel transactions and fees	2.819	1.459
f) BoD and Key Management Personnel receivables	397	0
g) BoD and Key Management Personnel payables	723	482

Maroussi, May 14th, 2014

THE GROUP CHIEF FINANCIAL OFFICER

THE GROUP TAX & ACCOUNTING DIRECTOR

S. P. KOKKALIS ID. No. AI 091040

THE CHAIRMAN

OF THE BOARD OF DIRECTORS

C.G. ANTONOPOULOS ID. No.AI 025905

THE VICE-CHAIRMAN

OF THE BOARD OF DIRECTORS AND CEO

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