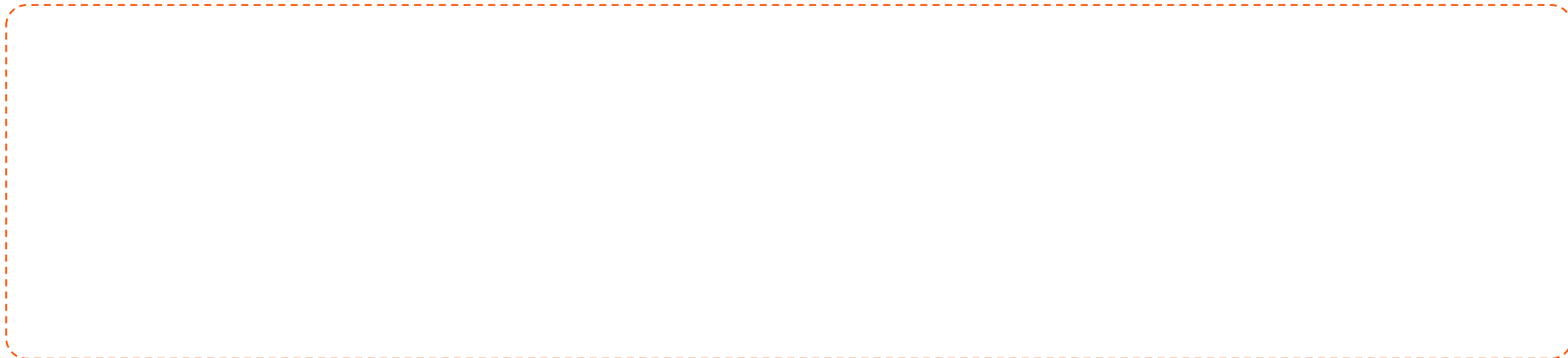


May 3



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INTRALOT Chairman Sokratis P. Kokkalis, noted:



# Revenue Overview



23.3 (27.4%)

RoW

50.5 (59.3%)

Americas

VLTs

# Lottery

Lottery  
Games

# Revenue Evolution<sup>1</sup> per Business Activity



# current

## Revenue Evolution Drivers:

Lower revenue by €4.8m (or -43.2%) from our Licensed Operations (B2C) in Argentina, led by FX currency translation following peso devaluation in late 2023. In local currency base, current year **results** posted a 132.3% y-o-y increase.

Increased revenue by €1.5m (or +8.8%) from our Management (B2B/ B2G) contracts driven by local market growth and market share gain in Turkey, despite the headwinds in Turkish lira (+67.5% Euro appreciation versus a year ago). Turkish performance was in part offset by lower recorded revenue in Morocco as a **result** of the contract renewal which has a smaller contract value due to its limited scope.

Decreased revenue by €1.0m (or -1.6%) from our Technology and Support Services

# Consolidated Financial Statements for 1Q24



	1Q24	1Q23	% Change	LTM
Revenue (Turnover)	85.1	89.5	-4.8%	359.7
Technology, Management & Rest Contracts	79.6	79.7	-0.2%	339.4
Licensed Operations (Payout related)	5.6	9.8	-43.1%	20.3
<i>Payout (%)<sup>1</sup></i>	61.8%	62.4%	- 0.7pps	63.0%
GGR	81.7	83.4	-2.0%	346.9
Gross Profit	32.9	32.5	1.0%	145.6
<i>Gross Profit Margin (%)</i>	38.6%	36.4%	+ 2.2pps	40.5%
OPEX <sup>2</sup>	(26.9)	(22.7)	18.6%	(118.3)
EBITDA <sup>3</sup>	30.1	33.7	-10.7%	125.8
<i>EBITDA Margin (% Sales)</i>	35.4%	37.7%	- 2.3pps	35.0%
<i>EBITDA Margin (% GGR)</i>	36.9%	40.5%	- 3.6pps	36.3%
Capital Structure Optimization expenses	(1.0)	-	-	(1.0)
D&A	(17.5)	(16.1)	8.5%	(69.3)
EBT	5.4	10.9	-50.7%	28.0
<i>EBT Margin (% Sales)</i>	6.3%	12.2%	- 5.9pps	7.8%
NIATMI	3.9	3.1	25.1%	6.6

1. Payout ratio calculation excludes the IFRS 15 impact for payments to customers.

2. Operating Expenses analysis excludes expenditures related to capital structure optimization.

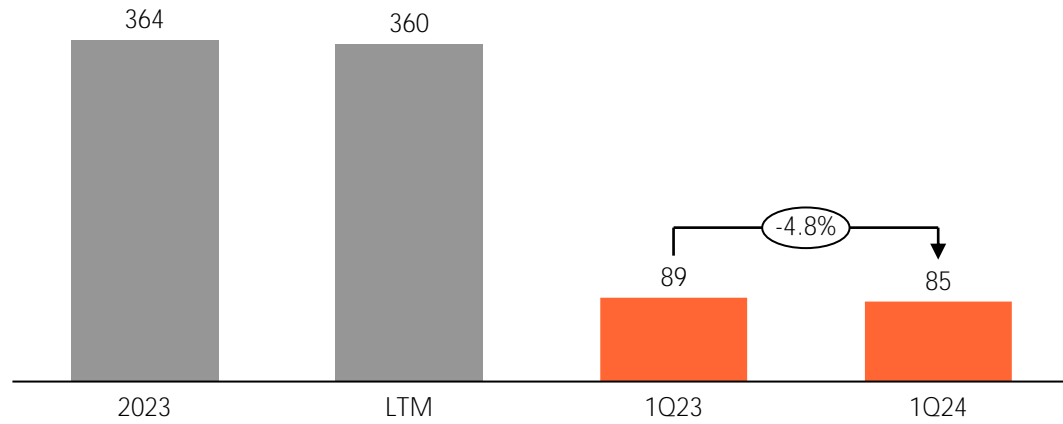
3. The Group defines "EBITDA" as "Operating Profit/(Loss) before tax" adjusted for the figures "Profit/(loss) from equity method consolidations", "Profit/(loss) to net monetary position", "Exchange Differences", "Interest and related income", "Interest and similar expenses", "Income/(expenses) from participations 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



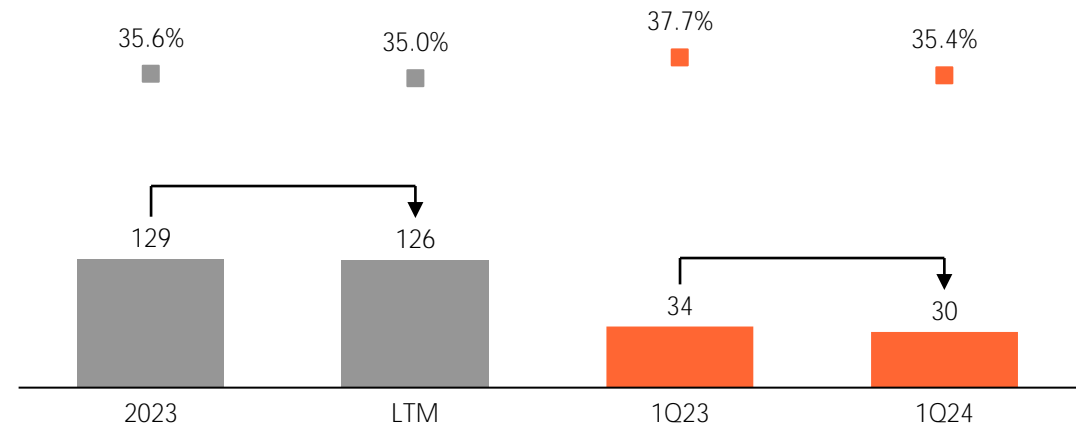
## REVENUES <sup>1</sup>

€m



## EBITDA AND EBITDA MARGIN <sup>1</sup>

€m, %



## OPERATING CASH FLOW<sup>2</sup> AND CAPEX

€m

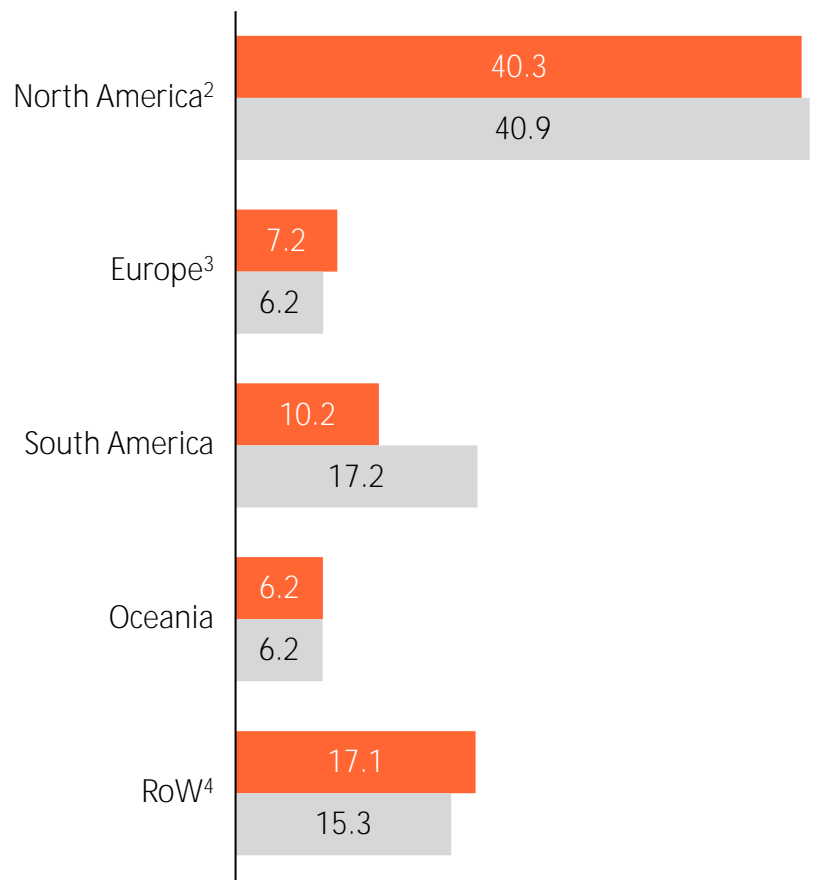
## NET DEBT<sup>3</sup> AND NET DEBT / EBITDA<sup>4</sup>

€m, #

# Net Debt Movement







# APPENDIX

## SUMMARY OF FINANCIAL STATEMENTS



# 1Q24 – Group Statement Of Financial Position




	1Q24	1Q23
EBT from continuing operations	5.4	10.9
EBT from discontinued operations	-	-
Plus/less adjustments	26.0	24.3
Decrease/(increase) of inventories	(5.6)	(0.9)
Decrease/(increase) of receivable accounts	(6.0)	11.3
(Decrease)/increase of payable accounts	7.7	(6.9)
Income tax paid	(0.4)	(1.4)
Net Cash from Operating Activities	27.1	37.2
CAPEX	(6.8)	(7.2)
(Purchases) / Sales of subsidiaries & other investments	-	(0.5)
Interest received	1.0	1.0
Dividends received	-	1.0
Net Cash from Investing Activities	(5.8)	(5.7)
Restricted cash from financing activities	(24.0)	-
Cash inflows from loans	235.5	-
Repayment of loans	(132.9)	(2.9)
Bond issuance costs	(1.8)	-
Repayment of leasing obligations	(2.3)	-

