



**Financial Results For The Twelve Months
Ended, December 31st, 2012**

March 28th, 2013

Investor Relations Department

INTRALOT S.A.

Results For The Twelve Months Ended December 31st, 2012 (in accordance with IFRS)

Athens – March 28th, 2013 – **INTRALOT SA** (RIC: **INLr.AT**, Bloomberg: **INLOT GA**), the leading international gaming company, today announces its financial results for the twelve-month period ending December 31st, 2012, prepared in accordance with IFRS.

A. OVERVIEW

In FY 2012:

- **Revenues** grew by 14.3%, to €1,374.0m (**+7.9% in Q4 2012 vs. Q4 2011**)
- **Constant currency basis:**
- **Revenues:** net of a positive FX impact of €38.3m, revenues reached €1,335.7m, posting an increase of 11.1% y-o-y in FY 2012
- **Ebitda** increased by 15.4%, to €177.5m (**+45.3% in Q4 2012 vs. Q4 2011**)
- **Constant currency basis:**
- **Ebitda:** net of a positive FX impact of €4.3m, Ebitda reached €173.2m, an increase of 12.6% y-o-y in FY 2012
- **EBT** increased by 2.4%, €58.4m (**+7.5% in Q4 2012 vs. Q4 2011**)
- **EBT** net of write-offs, provisions, etc reached €63.2m (**+12.1% in Q4 2012 vs. Q4 2011**)
- **Constant currency basis:**
- **EBT:** Net of a positive FX impact of €1.6m, EBT was shaped at €56.9m, a decrease of 0.3% y-o-y in FY 2012
- **Net profit** reached €6.1m from 17.7m in FY 2011 (**-27.7% in Q4 2012 vs. Q4 2011**)
- **Net profit** net of write-offs, provisions, etc reached €16.5m (**+37.0% in Q4 2012 vs. Q4 2011**)
- **Winners' payout:** Payout for all games stood 1.5 percentage points higher in FY 2012 compared to FY 2011, while for Q4 2012 the payout remained unchanged compared to the respective period in 2011.
- **Cash flow:** Cash Flow from Operations increased by 39% in the FY 2012 period. Net Debt in 4Q 2012 decreased by 16m compared to Q3 2012, while capex for Q4 stood at 28m euro.

Consolidated Financial Statements For The 12 Months Ended December 31st, 2012

<i>(in € million)</i>	FY12	FY11	<i>% Change</i>	4Q12	4Q11	<i>% Change</i>
Revenues (Turnover)	1,374.0	1,202.4	14.3%	373.1	345.9	7.9%
Gross Profit	243.0	212.2	14.5%	76.8	64.2	19.6%
EBITDA	177.5	153.8	15.4%	60.5	41.7	45.3%
<i>EBITDA Margin (%)</i>	12.9%	12.8%	+0.1pps	16.2%	12.0%	+4.2pps
EBT adjusted	63.2	64.9	-2.7%	27.6	24.7	12.1%
EBT	58.4	57.0	2.4%	25.9	24.0	7.5%
<i>EBT Margin (%)</i>	4.3%	4.7%	-0.5pps	6.9%	7.0%	-0.0pps
EAT (after minorities) adjusted	16.5	23.6	-29.8%	9.4	6.8	37.0%
EAT (after minorities)	6.1	17.7	-65.4%	5.0	6.8	-27.7%
<i>EAT Margin (%)</i>	0.4%	1.5%	-1.0pps	1.3%	2.0%	-0.7pps

INTRALOT Parent company results:

Revenues for the period increased by 6.0%, to €139.6m.

EBITDA increased by 13.0% to €21.9m from €19.4m in 2011.

Earnings After Taxes (EAT) increased by 85.5%, to €3.0m from €1.6m in 2011.

INTRALOT Parent Company Headline P&L Figures For The 12 Months Ended December 31st, 2012

<i>(€ million)</i>	FY12	FY11	<i>% Change</i>
Revenues (Sales)	139.6	131.7	6.0%
EBITDA	21.9	19.4	13.0%
EAT	3.0	1.6	85.5%

Commenting on the FY 2012 Results INTRALOT Group CEO, Mr. Constantinos Antonopoulos, noted:

"In Fiscal Year 2012 INTRALOT managed to deliver a strong set of financial results across the board, with revenues and EBITDA growing by 15% compared to 2011, following a robust growth of EBITDA by 45% in the fourth quarter of 2012. Moreover, cash flow from operations increased by an impressive 39% to €114m in 2012.

In 2012, we had some significant business developments: Starting with our operations in Europe, we managed to win again a 10-year concession, this time, for the operation of the national lottery of Malta, retaining our presence in one of our most important markets. Moreover, in cooperation with SGI we will enter the German sports betting market, one of the largest globally. In Greece, where significant reforms in the gaming market are taking place, the consortium in which INTRALOT is participating, was selected as the winning bidder for the acquisition of the exclusive 12-year concession to operate Hellenic Lotteries. INTRALOT is also participating in the process of the sale of a 33% stake in OPAP from the HRADF and will also participate in the privatization of the Hellenic Horse Racing Company license. Also, in the important gaming market of Italy we have recently obtained a 10-year concession to operate AWP and VLT machines. Recently the finalization of the agreement following an international tender regarding the provision of the IT infrastructure and related services for OPAP's central IT system was announced, which is pending approval by the latter's shareholders. Continuing on to the Americas, in the US, the Company started the operation of the important VLT monitoring system in Ohio and obtained a 3-year extension of its contract in Idaho, until 2017. Moving on to the Caribbean and Latam region, our company in Jamaica accomplished a 77% growth in profits in 2012 and we managed to enter the interesting gaming market of Mexico. Our subsidiaries in Peru and Brazil continued growing their business and in Argentina we managed to extend 2 State lottery contracts. In the Australasian region, starting with Taiwan, the consortia which were supported by INTRALOT have won both the processes for the Lottery and the sports betting contracts. Moreover, we started operating the very significant VLT monitoring project in Victoria, Australia. Last, but not least, we proceeded to the close down of our betting operations in Madrid, following our strategy to eliminate under-performing projects.

Concerning our financial capacity, in the middle of 2012, amid a very difficult economic environment, we managed to extend our Syndicated Loan for two additional years until December 2014 with competitive financial terms, thanks to financial soundness and

international diversification. Currently we are working towards the refinancing of our convertible bond loan, which expires in December, 2013.

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. We 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."

Turnover Analysis

Geographical Sales Breakdown			
<i>(in € million)</i>	FY12	FY11	% chg
European Union	739.6	751.2	-1.5%
Other Europe	7.1	4.7	51.2%
Americas	460.9	386.0	19.4%
Other	246.1	141.9	73.5%
Eliminations	(79.7)	(81.3)	-
Total Consolidated Sales	1,374.0	1,202.4	14.3%

Geographical Gross Profit Breakdown			
<i>(in € million)</i>	FY12	FY11	% chg
European Union	101.0	117.2	-13.8%
Other Europe	1.7	2.0	-15.2%
Americas	75.3	60.0	25.4%
Other	62.6	33.3	88.2%
Eliminations	2.5	-0.2	-
Total Consolidated Gross Profit	243.0	212.2	14.5%

Geographical Gross Profit margin Analysis			
<i>(in € million)</i>	FY12	FY11	% chg
European Union	13.7%	15.6%	-1.9pps
Other Europe	24.0%	42.9%	-18.8pps
Americas	16.3%	15.5%	+0.8pps
Other	25.4%	23.4%	+2.0pps
Total Consolidated Gross Margin	17.7%	17.7%	+0.0pps

Contract type Sales Breakdown - % contribution to Group turnover		
	FY12	FY11
Operation Contracts	79.2%	78.6%
Management contracts	7.5%	8.7%
HW sales & facilities management contracts	13.3%	12.7%
Total	100%	100%

About INTRALOT

INTRALOT, a public listed company, 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 53 countries, with more than 5.500 people and revenues of €1.4 billion for 2012, INTRALOT has established its presence on all 5 continents.