IGT
TM

The Way Forward

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SVP North American Lottery, IGT

2016

Agenda

- IGT Update
- Modernizing Retail
- The Way Forward

IGT Merger / Integration Update

Customer First.

Our Unwavering Commitment

Finalized acquisition and completed merger of two companies.

Incorporated IGT PLC; rebranded company.

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Moved from Italian Stock Exchange;
now listed on NYSE.

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Defined and implemented a **new consolidated organization**

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All Lottery Products and Services integrated under N. America Lottery CEO, **Mike Chambrello.**

1st IGT global leadership team meeting to align around a common *Customer First* growth vision.

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Four Content Development Studios integrated to accelerate game innovation, leveraging impressive IGT game portfolio.

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Powerball Record Jackpot: **An Operational Success!**

81%

IGT had $1.08B out of $1.3B in sales for the final drawing = **81% of all sales**

234,000

234,000 rolls of paper used; enough to go around the world 1.5 times

15.5 million

15.5 million playslips used; equivalent of 6,127 Freedom Towers stacked

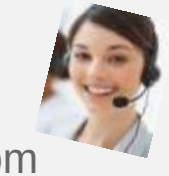
500k+

TPM at peak processing = 42k TPM in FL, **500k+ TPM** for all sites aggregated

99.99%

Terminal uptime: 185,000 terminals over the last week, **uptime = 99.99%**

400% +



NRC worked overtime from Jan 2-13; handled **call volume up over 400%** vs. typical

320% +

Client services handled **320% more cases than typical**; gaming personnel jumped in for support of this historic event…**a true team effort**

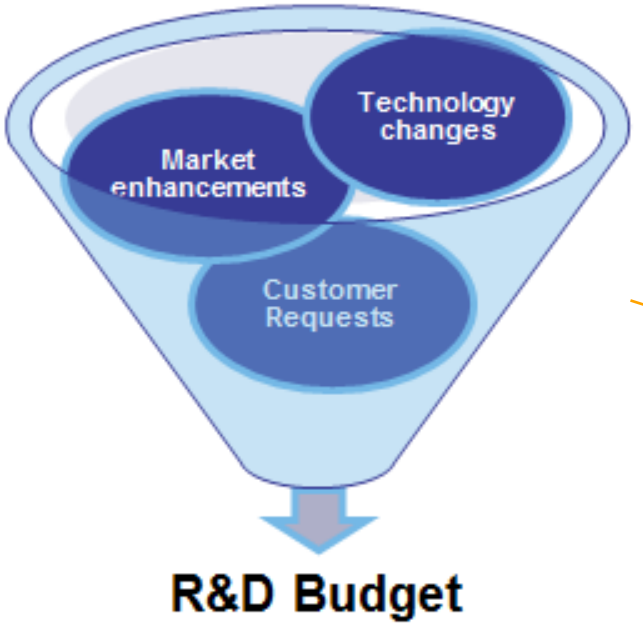
Working together to deliver *RESULTS!*

Our R&D Philosophy

Player

Lottery

Retailer

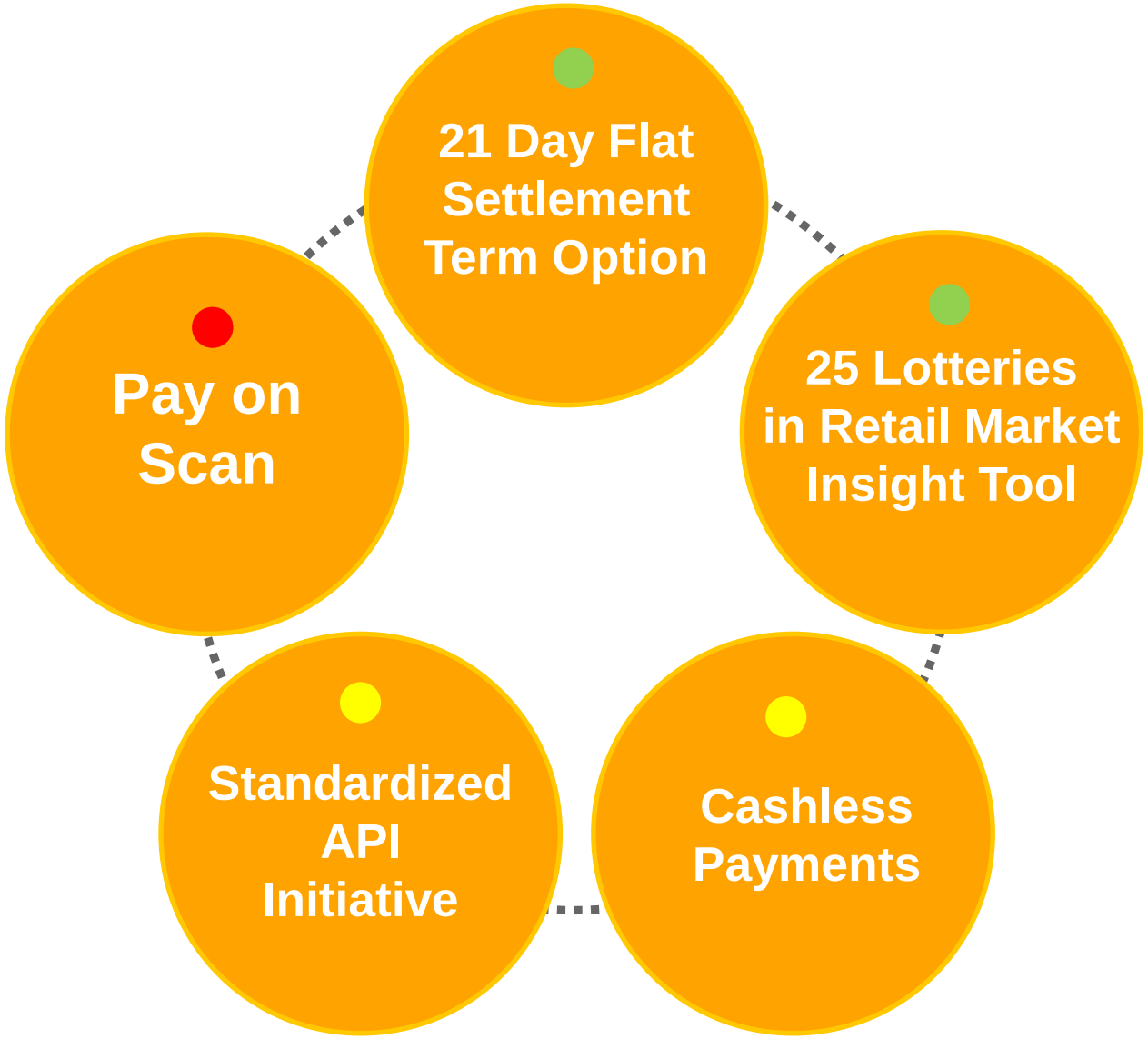


Retail Focus

Time To Market

Open

Collaborative Industry Progress in 2015



Jurisdictions Participating in the RMI® Project

25 RMI® Participating States

Over 70% of the US population

19 RMI® Reporting States

As of 2-7-16

RMI® Onboarding Status

Completed July ‘15	GA	IN	MI	MN*	NJ	NY	RI	TN	TX
Completed Oct ‘15	CA	KS*	KY*	NC	NE	VA	WI	WV	
Completed Dec ‘15	WA								
Completed Jan ‘16	MO								
Expected Q1 ‘16	DC	IA	PA	AZ	MD	CO			
	* Draw sales only for now								

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Cashless Payments

Retailer Benefits:

- Increased sales
- Satisfied customers
- Expanded self-service
- Reduced cash handling
- Faster transactions

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Cashless

CASHLESS LOTTERY ECOSYSTEM

Technology	Legal & Regulatory	Economics
Apple Pay, Google wallet, pay	UIGEA, VISA, PayPal	PROFIT

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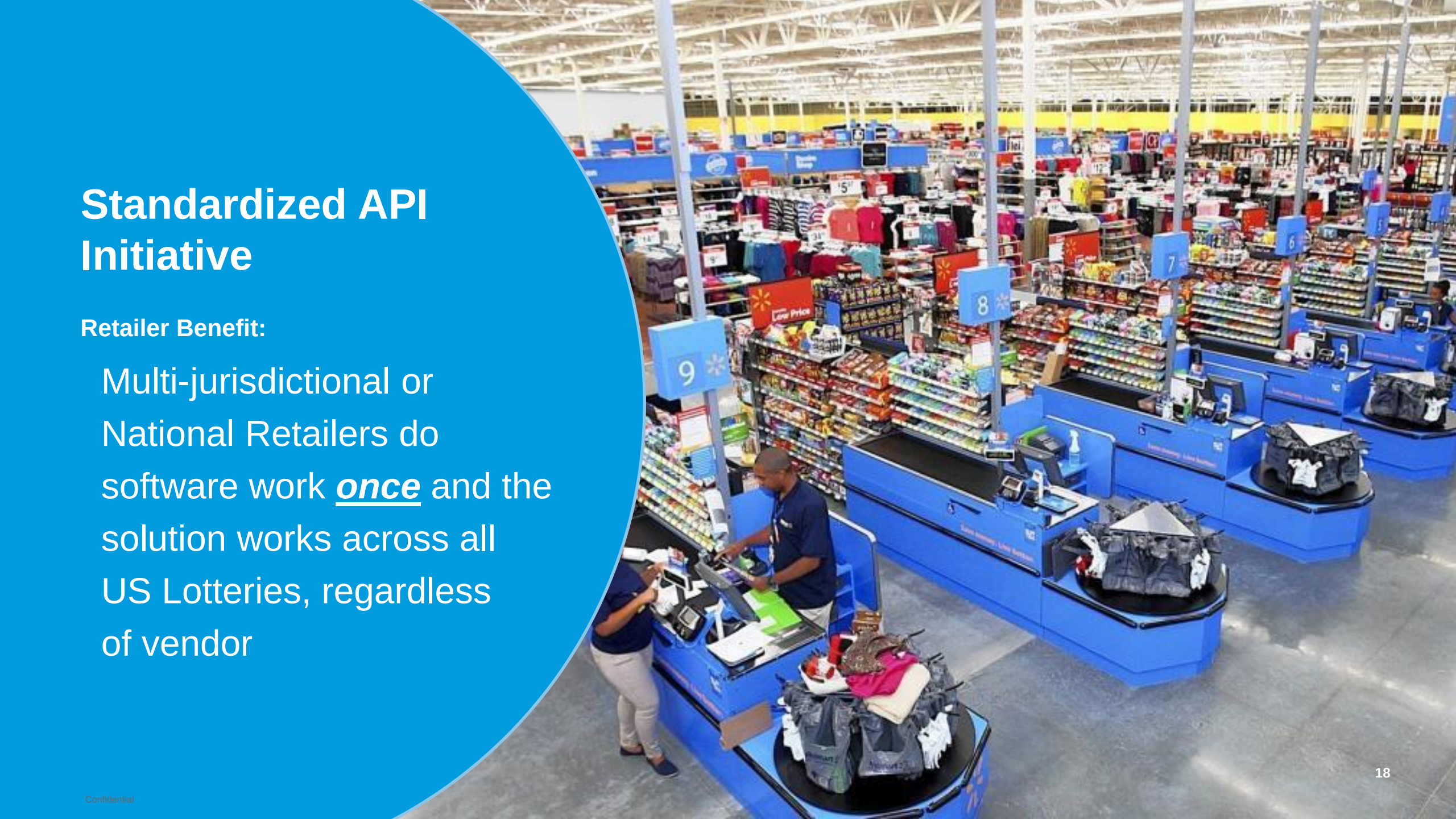
Standardized API Initiative

Retailer Benefit:

Multi-jurisdictional or National Retailers do software work ***once*** and the solution works across all US Lotteries, regardless of vendor



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NASPL Lottery Standard API Initiative

TODAY

Multiple Interfaces

ABACUS SOLUTIONS INTERNATIONAL LOTTERY EVERYWHERE

INCOMM

BLACKHAWK NETWORK

intralot

IGT

linq3

SG SCIENTIFIC GAMES

Retailers

Walmart

TARGET

THE HOME DEPOT

DUNKIN' DONUTS

TOMORROW

A Single Interface for Retailers (APIs)

NASPL

Multiple Interfaces = Frustrated Retailers

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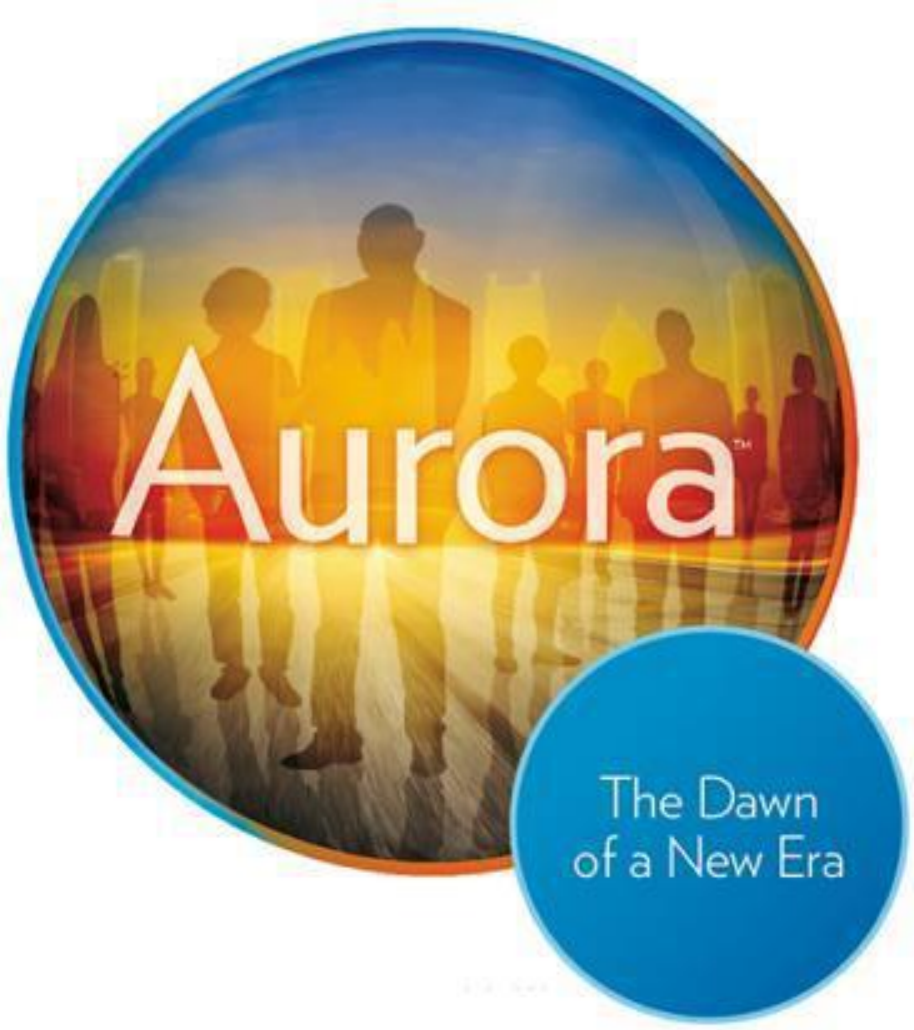
IGT… ***OPEN*** for Innovation!



A Complete Redesign of our entire Lottery solution

Key Features:

- Improved User Interface (UI)
- True Omnichannel and Player Support
- Faster Time to Market
- Increased Flexibility over the Contract Life
- Roadmap for existing ES Customers

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Thank You For Your Trust in Us

Contract Wins

Minnesota
North Carolina
Virginia
Wisconsin

Kentucky iLottery

Massachusetts
Gaming System

Extensions

Florida
Michigan
Nebraska
Wisconsin
West Virginia

Maryland Video

Central System Product Sale

Massachusetts

Instant Wins (Primary)

Wisconsin

Instant Wins (Secondary)

North Carolina
Ohio

Extensions:
Arizona
Iowa

Kansas
Missouri
Washington, DC
West Virginia

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Thank you!