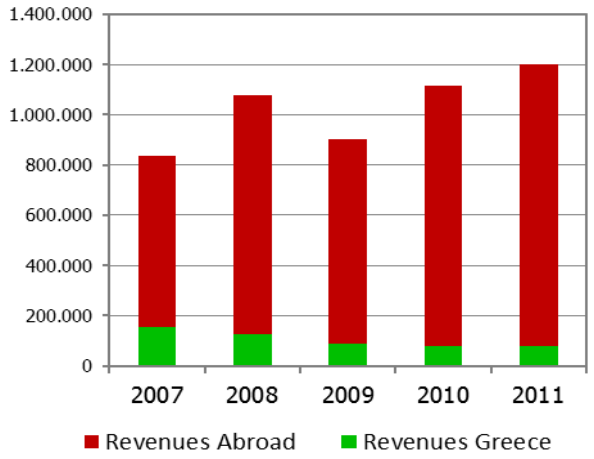
Website:	http://www.intralot.com
Bloomberg code:	INLOT:GA
Reuters code:	INLr.AT
ISIN code:	GRS343313003

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.

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

Year 2011 can be described as a transitional year for INTRALOT, since at the end of 2010 a five years period of high capital expenditure (CAPEX) in many significant projects around the world was completed, making INTRALOT a leading player of the gaming sector with presence in 53 countries and a very large backlog of projects for the upcoming years. INTRALOT's strategy as per 2011 and forth is to focus on the exploitation and improvement of its very large portfolio of contracts, on a selective participation in new projects and especially on the improvement of its cash flow that will enhance the value of its shareholders.

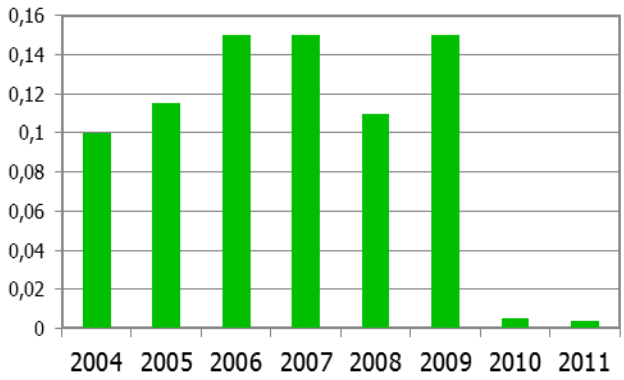
OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			INLOT
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			250
Shares Outstanding (Mil. €): (22 Nov. 2012)			159
Average Spread (%):			0,72%
Market Liquidity (%):			35,181%
Trading volume (no of shares):			104.042.834
Value of transactions (€):			109.930.889
Days to trade (1% of outstanding amount):			3,2
Turnover Velocity (Weighted):			112,670%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	68,84%	73,50%	67,39%

GROUP STRUCTURE

INTRALOT S.A.

Pollot Ltd	100%
Intralot Holdings International Ltd	100%
Intralot Australia Pty Ltd	100%
Intralot Asia Pacific Ltd	100%
Intralot Luxembourg S.A.	100%
Intralot New Zealand Ltd	100%
Intralot Iberia SAU	100%
Intralot Iberia Holdings S.A.	100%
Intralot Beijing Co Ltd	100%
Intralot South Korea S.A.	100%
Intralot Finance UK Plc	100%
Intralot Nederland B.V.	100%
Intralot France S.A.S.	100%
Atropos S.A.	100%
Intralot De Chile S.A.	99.99%
Intralot Inc	85%
Intralot De Peru SAC	99.98%
Betting Company S.A.	95%
Maltco Lotteries Ltd	73%
Intralot Betting Operations Ltd	54.95%
Royal Highgate Ltd	5.69%
Inteltek Internet AS	20%
Loteria Moldovei S.A.	47.90%
Tecnoaccion S.A.	50.01%
Intralot Argentina S.A.	89.79%
Gaming Solutions International Ltd	99%
Intralot Maroc S.A.	99.83%
Intralot Minas Gerais Ltda	24%
Intralot Interactive S.A.	51%
Intralot Turkey A.S.	50%
Intralot Lotteries Ltd	51%
Poldin Ltd	100%
Intralot Do Brazil Ltda	99.97%

DIVIDEND POLICY - dps (in €)



CURRENT PROJECTS

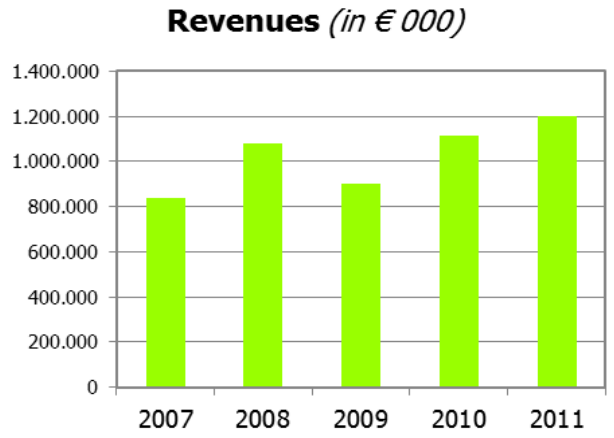
Presence in 53 countries in all 5 continents.

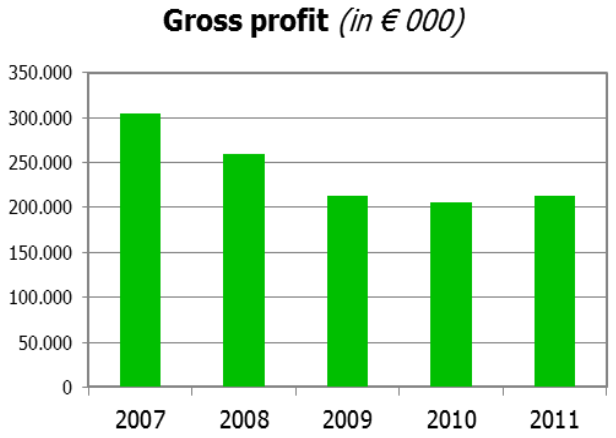
RECENT DEALS

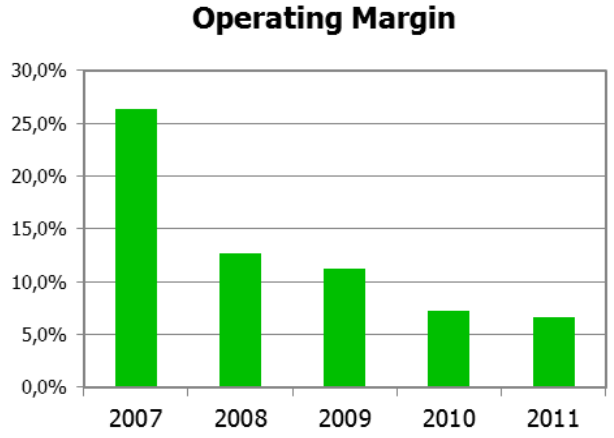
16-7-2012: Following a competitive process, 'ODS ODDSET Deutschland Sportwetten GmbH' (ODDSET) has awarded Scientific Games International (SGI) in cooperation with INTRALOT with a contract for the operation of sports betting in Germany both in the retail and the interactive space. Under the agreement with SGI, INTRALOT will provide the new generation of its renowned INTRALOT Betting Platform, fully supporting the retail and the interactive operational modes, together with complete Risk Management Services and Interactive Operational Services. ODDSET is the newly established entity that will modernize and develop the existing sports betting operations in Germany, through the national retail network of the Deutsche Lotto und Toto Block lotteries, which is comprised of 23,000 points of sale.
9-7-2012: Following an international tender process, INTRALOT has been selected by Hrvatska Lutrija d.o.o, the Croatian State Lottery, as its strategic partner for the lottery's new iCasino Project. The Croatian Lottery and INTRALOT will jointly manage the interactive casino business on a shared-profit basis for a period of four (4) years.
27-6-2012: The Government of Malta and the Lotteries and Gaming Authority of Malta (LGA) awarded MALTCO LOTTERIES Limited (MALTCO), a subsidiary of the INTRALOT Group, with a 10-year concession and a licence to operate the National Lottery of Malta. The award was granted following a competitive tendering process whereby MALTCO satisfied all the technical requirements and submitted the most advantageous financial bid of €39.1 mil.
20-02-2012: operation of its Electronic Monitoring System, "iGEM" and related services for the monitoring of the Video Lottery Terminals that are deployed at the Supreme Ventures Limited (SVL) Gaming Lounges. The monitoring system operation services contract has an initial term of 10 years with an automatic renewal option for 5-year successive periods. e.g
29-09-2011:INTRALOT's subsidiary in Peru, INTRALOT de Peru, the leading lottery operator in the country, announces a partnership with the Jockey Club of Peru based on which INTRALOT will develop a pari-mutuel betting horse betting game of Jockey Club in Peru. This new game will also become available to the consumers in more than 1,000 points of sale of the extended retail network of INTRALOT de Peru.
28-09-2011 : operations in the Czech Republic, implementing its cooperation with FORTUNA sázková kancelář, a.s., a subsidiary of Fortuna Entertainment Group N.V., ("Fortuna"), a leading operator of fixed-odds betting, with outlets across Central and Eastern Europe. INTRALOT has supplied Fortuna with the central system and intends to provide up to 3,500 lottery terminals for the operation of lottery games (numerical, fast and instant games). The launch is taking place, with a network of more than 700 terminals that are already in operation; the number of which will rise to about 1,000 within weeks. The duration of the contract is ten (10) years.
16-05-2011: INTRALOT, through its subsidiary INTRALOT Caribbean Ventures Limited, has signed an agreement with the subsidiary of Supreme Ventures Limited (SVL), Prime Sports (Jamaica) Limited, so as to provide Video Lottery Terminals, that will be deployed at SVL's Gaming Lounges, as well as its cutting-edge Electronic Monitoring System, "iGEM" and additional services. The contract has an initial term of 10 years with an automatic renewal option for 5-year successive periods.

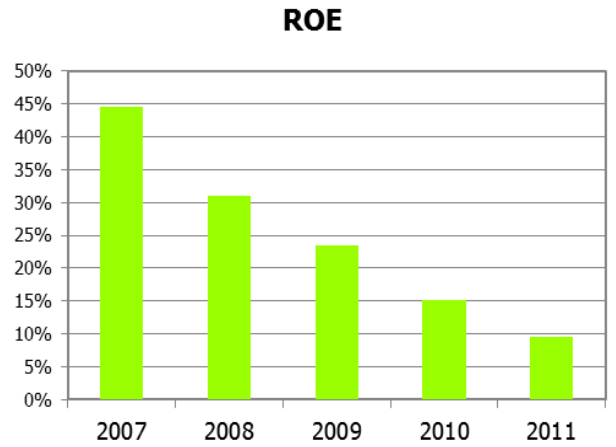
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2009	2010	2011
Sales	903.553	1.115.721	1.202.354
Gross profit	213.370	205.744	212.231
EBIT	101.852	80.775	79.799
EBITDA	154.429	152.662	153.806
Earnings before tax	104.450	80.690	57.038
Earnings after tax	77.407	54.790	35.585
Earnings per share	0,31	0,23	0,11
Total equity	331.206	361.027	375.268
ROE	23,37%	15,18%	9,48%









MAJOR SHAREHOLDERS (>5%)	
Name	**%**
KOKKALIS P. SOKRATIS	20,01%
DIMITRIADIS KONSTANTINOS	8,95%
INTESA SANPAOLO S.P.A.	5,01%
EOC EQUITY LTD	5,04%
NOVOMATIC AG	5,07%
Total	**44,09%**

BOARD OF DIRECTORS	
Name	**Qualification**
KOKKALIS P. SOKRATIS	CHAIRMAN/NON EXECUTIVE MEMBER
ANTONOPOULOS G. CONSTANTINOS	VICE CHAIRMAN/CEO/EXECUTIVE MEMBER
PAPOULIAS V. ANDREAS	EXECUTIVE MEMBER
MAVROUDIS T. FOTIOS	EXECUTIVE MEMBER
KLONIS C. DIMITRIOS	NON-EXECUTIVE MEMBER
HATZIGRIGORIADIS K. DIMITRIOS	INDEPENDENT NON-EXECUTIVE MEMBER
TSOUFIS M. ANASTASIOS/NON-EXECUTIVE MEMBER	INDEPENDENT NON-EXECUTIVE MEMBER
FILOS N. SOTIRIOS	INDEPENDENT NON-EXECUTIVE MEMBER
SOURETIS K. PETROS	NON-EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Sokratis 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.

Mr. Constantinos G. Antonopoulos is Vice Chairman and CEO. He was born in the city of Patras, and 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 (MSc) degree in Systems Reliability. He is married and father of three children. He is a founding member and shareholder of INTRALOT. In 1993, 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 an executive member of the Board of Directors of INTRACOM Holdings.

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