

SPOTLIGHT ON THE LEADERS OF THE GOVERNMENT- GAMING INDUSTRY

t's the collaboration between operators and their commercial partners which drives innovation and progress and makes this industry work. PGRI endeavors to support and nurture that relationship, confident that together we can all build successful businesses that meet the needs of our stakeholders and customers. The leaders of the commercial community play a vital role in our industry and we are thankful for their invaluable contributions to the exchange of ideas that happens at PGRI conferences, and all industry events and conferences. Their products and services are the result of a tremendous investment in R & D, and their insights and capabilities are informed by a deep experience in all aspects of the lottery business. Following is their story. Please also visit the conference website (www.PGRItalks.com) to see their presentations from PGRI conferences.

DOUBLE-PLATINUM INDUSTRY LEADERS

INTERNATIONAL GAME TECHNOLOGY PLC (IGT)

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www.IGT.com*



A global leader in lottery and gaming, IGT is uniquely positioned to deliver unrivaled gaming experiences that engage players and drive growth.

To support player-driven innovation and growth for our customers, we leverage a substantial investment in player insights, a wealth of premium content, operator experience, and leading-edge technology. Our Global Lottery, Global Gaming, and Digital & Betting organizations respectively support four key business segments:

Lottery – IGT's pioneering and award-winning solutions encompass all aspects of the lottery business, including iLottery. We're the trusted source of fully integrated product roadmaps and advanced solutions to accelerate the convergence of retail and digital. We continually refine and optimize our systems and tailor distinctive game content to help our customers strengthen their relationships with the players they serve.

Gaming – We deliver dynamic games, systems, gaming machines and other growth-driving innovations to gaming venues around the world. IGT's distinctive systems solutions give operators the control and flexibility they need to optimize their gaming floors, offer cashless gaming and manage robust loyalty programs.

Digital – IGT PlayDigital is dedicated to delivering growth-driving solutions that advance digital play across the global iGaming sector. From content and systems technologies to critical support services, our PlayCasino portfolio is integrated, modular, and flexible.

Sports Betting – The IGT PlaySports solutions portfolio was created specifically to meet the needs of North American casino and lottery operators. The proven, award-winning platform is versatile, and annually processes billions of dollars in wagers through retail, mobile, and self-service technology.

IGT's commitment to responsible gaming is woven into the fabric of our product development, services, programs, and policies. IGT was the first lottery vendor to receive the WLA's Responsible Gaming Standards for Associate Members, covering IGT's lottery and digital operations, and was the first gaming vendor in the world to achieve responsible gaming accreditation from the Global Gambling Guidance Group (G4) for both its gaming and digital operations.

IGT is a member of the United Nations Global Compact network to align strategies and operations with universal principles related to human rights, labor, the environment, and anti-corruption. We also support the United Nations' Sustainable Development Goals (SDGs).

IGT is dedicated to creating a fair and inclusive culture that values unity, diversity, and belonging in our people, players, customers, and communities. We received a perfect score on the Human Rights Campaign Foundation's 2022 Corporate Equality Index earning us the "Best Place to Work for LGBTQ+ Equality" designation. IGT was one of 325 companies across 50 industries selected for the 2020 Bloomberg Gender-Equality Index (GEI).

DOUBLE-PLATINUM INDUSTRY LEADERS

INTRALOT

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www.intralot.com

The logo for Intralot features the word "intralot" in a bold, lowercase, sans-serif font. The letters "i", "n", "t", "r", "a", "l", "o", and "t" are in a dark blue color, while the letter "l" is in a lighter blue. A thick, horizontal orange brushstroke underline is positioned beneath the text.

INTRALOT, Inc.

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Sokratis Kokkalis, CEO, INTRALOT
Chris Sfatos, Group Deputy CEO, INTRALOT
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Chryssa Amanatidou, Group Corporate Affairs Director, INTRALOT
Byron Boothe, Chief Executive Officer, INTRALOT, Inc.
Chris Tzoumaras, Senior Vice President Operations and Chief Operations Officer, INTRALOT, Inc.

Year of inception: Greece (Parent Company) 1992; United States 2002

Contact: contact@intralot.com

INTRALOT, a publicly listed company established in 1992, is a leading gaming solutions supplier and operator active in 41 regulated jurisdictions worldwide. With a global workforce of approximately 3,400 employees in 2020, INTRALOT is committed to redefine innovation and quality of services in the lottery and gaming sector, while supporting operators in raising funds for good causes. Uniquely positioned to deliver **state-of-the-art technology** across geographies, the company has developed an advanced ecosystem that serves all verticals enabling the digital transformation of gaming operators and offering players an unparalleled gaming experience.

As a member of the **UN Global Compact**, INTRALOT is a global corporate citizen committed to integrity and responsibility. Also, it has been awarded the prestigious Responsible Gaming Framework certification by the World Lottery Association and is certified under the WLA Security Control Standard.

INTRALOT contributes decisively to the industry's future developments, being a Level I Associate Member of NASPL and an associate member of the major lottery and gaming associations around the world.

INTRALOT has an established presence in the USA market through its subsidiary, INTRALOT, Inc., employing more than 570 employees, and has secured 16 contracts - three of which are Sports betting - in 13 jurisdictions nationwide to provide online systems and services, warehousing, and distribution of instant tickets, and VLT/COAM monitoring. Currently, INTRALOT, Inc. has contracts with the state lotteries in Arkansas, DC, Georgia, Idaho, Illinois, Louisiana, Massachusetts, Montana, New Hampshire, New Mexico, Ohio, Vermont and Wyoming.

Scientific Games

www.scientificgames.com



As a world leader in lottery entertainment, Scientific Games' mission to empower our customers by creating the world's best lottery experiences. Our lottery retail and digital games reach players wherever they are, whenever they want to play.

Since 1973, Scientific Games delivers what customers and players value most: trusted security, creative content and innovative technology. Beginning with the world's very first secure lottery instant game in 1974, we are a trusted business partner to 130 lotteries in 50 countries around the globe.

Headquartered in Atlanta, Scientific Games serves our customers from production and commercial facilities on five continents. We offer a fully-integrated portfolio of technology, platforms, content and services for lotteries.

Scientific Games' history of success is driven by our highly experienced professionals who are committed to excellence and innovation. Our products are developed by some of the world's top game designers, mathematicians, market analysts and technologists.

We are an industry leader in market research, analytics and consumer insights that help lotteries gain a deeper understanding of player demand and preferences. As a result, we continue to generate new ideas and innovative solutions that provide players with exciting experiences – and retailers with operational efficiencies.

Scientific Games is committed to corporate social responsibility, and we work closely with our customers, governments, regulators and industry associations to support responsible gaming through Healthy Play™.

We drive the global lottery and gaming industry forward by maximizing our customers' performance with a proven portfolio of products, technology and services featuring:

- Instant, draw and hybrid games
- Digital and iLottery games
- Sports betting
- 2nd chance games and promotions
- Licensed brands
- Loyalty programs + online rewards store
- Gaming systems technology
- Retail point-of-sale technology
- Mobile apps
- Internet platform + CRM
- Retail development programs
- Managed services

Visit www.scientificgames.com

PLATINUM INDUSTRY LEADERS

ABACUS Solutions **International Group Solutions for** **Innovators** www.lotteryeverywhere.com



Abacus' mission is to ensure our solutions are simple to use and enable consumers to buy lottery everywhere. Our entire ethos is built around thinking differently. The Abacus gateway connects consumers, retailers, vendors and lotteries, bridging the gaps between the different parties for frictionless ticket sales and gameplay. Abacus believes the future of lottery lies in integrating with existing retailer and consumer infrastructures. We enable this by providing a highly secure transaction gateway. Abacus has a strong focus on speed to market, simplicity of implementation, and reducing its customers' overheads, delivering a seamless integrated solution to drive increased sales. Unlike other providers Abacus integrates directly into a retailer's point of sale, giving both the retailer and the lottery full control over the lottery category – down to lane level. Moving to an in-lane solution will help eliminate shrink and reduce retail labor costs; reduce debit and credit costs associated to lottery; print a ticket on a retailer's receipt paper; dispense instant tickets securely through every point of sale; offer digital game play through a mobile or a retailer terminal. Easy, smooth, instant: a virtual terminal in every lane.

So let Abacus show you how we can transform your lottery products into a new category for retailers at all levels of engagement.

Our fully managed service offering includes:

- Lottery In-Lane, Self-Checkout, and Self-Serve
- Instant ticket sales and validation through our gateway
- Ticket by ticket delivery of instants where supported by your CGS
- Sports Betting where supported by your CGS
- Online delivery through e-commerce and mobile (where allowed by State law)
- Abacus games portfolio, including Bill Paid™
- Retailer loyalty solutions, follow-on promotions & second chance draws
- Dedicated management portal: control and monitoring of all services and reporting

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Jumbo Interactive Limited www.jumbointeractive.com



Jumbo is a dedicated digital lottery software and services company, providing its proprietary lottery software platform and lottery management expertise to the government and charity sectors in Australia and globally.

Our mission is 'Making Lotteries Easier', and our vision is to be 'the number one choice in digital lottery and services to the government and charity lottery sectors.'

Jumbo's innovative and player-centric approach to digital lotteries and online retailing, makes us the platform of choice for millions of players supporting over 9,300 good causes worldwide.

Founded in 1995, Jumbo pioneered e-commerce in Australia after developing and launching one of the world's first online shopping malls. The company was listed on the ASX in 1999. In 2000, the company began selling lottery tickets online, and now focuses exclusively on the sale of official government and charity lotteries via digital platforms developed and promoted entirely in-house. At Jumbo, we are united by a love of technology and committed to providing engaging and entertaining experiences for our customers.

Jumbo's high-performance team has generated around 20% year-on-year growth over the past five years. Our decision-making is underpinned by Artificial Intelligence, machine learning and sophisticated digital analytical tools. In combination, this facilitates superior experiences for our players and customers.

In the United States, Jumbo offers two world leading national and state lottery solutions: Jumbo iLottery® and Jumbo iRetailer® powered by our proprietary lottery software platform – Powered by Jumbo (PJ).

The iLottery proposition provides lotteries with an integrated digital lottery channel that is more efficient and effective than most industry peers. The iRetailer proposition provides lotteries with a standalone digital channel that's self-sufficient and does not require operating costs or marketing budgets to be diverted from the lottery's main operations. The iRetailer model applies to all lotteries, big or small. It enables Lotteries with restricted marketing budgets to run a successful iLottery channel.

The pandemic has forced players to reassess their lottery purchase behaviour. Consequently, there have been sizable shifts in the number of players registering and playing games online. Jumbo is one of the biggest lottery resellers in the industry, with over A\$1.5bn in tickets sold in the last five years. Our experience means we are well placed to develop, manage and grow your digital lottery sales.

Jumbo is an ASX300 listed company with the appropriate governance, resources, and credentials to develop and sustainably grow your iLottery program.

For more information contact:

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Carmanah Signs, a Division of **STRATACACHE** www.carmanahsigns.com



Carmanah Signs is the Lottery & Gaming Division of STRATACACHE, the leading provider of intelligent digital media and in-store marketing technology. Serving 55+ lottery customers on four continents, Carmanah Signs has over 200,000 networked sign installa-

tions at lottery retailers worldwide.

The company offers a variety of products and services designed to optimize the lottery retail experience and increase sales. Carmanah's offerings include digital signage content management and distribution software, media player and display hardware, interactive touch tablets, jackpot and gaming signs, and a complete suite of digital sign services including network hosting, network monitoring, content creation and scheduling, and specialized field services.

PLATINUM INDUSTRY LEADERS

Jackpocket

Founded in 2013, Jackpocket is a technology company helping to modernize and grow state lotteries.



As a zero-cost turnkey platform, Jackpocket helps lotteries drive incremental revenue benefitting essential state programs by engaging traditional players while also attracting new customers like millennials. Through Jackpocket's best-in-class lottery app, players can securely order tickets for their favorite games, check lottery results, join lottery pools with other Jackpocket players, and be notified automatically when their ticket wins a prize. Jackpocket is the first third-party lottery service to receive responsible gambling certification from the NCPG's Internet Responsible Gambling Compliance Assessment Program and is the 2019 winner of the NCPG's "Corporate and Social Responsibility Program." A registered lottery courier service in New Jersey and New York, the company is also the first lottery courier to be officially licensed in a U.S. jurisdiction.

Features:

- Ticket Orders: Age-verified and geo-located players can place orders for official state lottery games such as Powerball and Mega Millions

directly from the app.

- Ticket Scanning: With Jackpocket's proprietary ticket-scanning technology, players can view a scan of their lottery ticket right in the app. They also receive a confirmation email with their ticket serial number.
- Lottery Pools: Players combine their tickets in a shared pot for better odds. They can create private groups with friends, or join thousands of players across multiple jurisdictions in Jackpocket's Powerball and Mega Millions pools.
- Autoplay: Players can set up automatic orders to enter drawings using Quick Picks or their favorite numbers, so they never miss a drawing.
- Responsible Gaming: Consumer protections such as daily deposit and spend limits, self-exclusion, and in-app access to problem gambling resources and support hotlines promote responsible play.

Lottery customers:

Jackpocket is currently available for ticket orders in 10 jurisdictions: Arkansas, Colorado, Minnesota, New Hampshire, New Jersey, New York, Ohio, Oregon, Texas, Washington D.C.

EQL Games: First Name in Draw Games

www.EQLGames.com

Contact: Brad Cummings brad@eqlgames.com



If you could build a new draw game in 4 minutes, what would you do with the rest of the month?

"We believe draw games should learn from the scratch off category. That means making them less expensive to develop, faster to market, and easier to win. Most importantly, we must keep the catalog of draw games consistently fresh to give players the variety they expect in other product lines." – EQL Games CEO Brad Cummings

Since our inception, we have grown from a single game concept to a full draw game studio. We are best known for our live sports catalog of games

backed by iconic brands such as MLB, NBA, NHL, NASCAR, and Team USA. We proudly launched Win Place Show, the first ever daily draw game based on a live sporting event, in August 2020 through the Kentucky Lottery.

These games are powered by a fully modern technology stack led by our Secondary Draw System (SDS) which enables the creation of new draw games in less than 4 minutes. Influenced by our executive team's experience in global billion-dollar industries such as finance and healthcare, we have created streamlined solutions to today's lottery problems that can significantly reduce expenses, shorten timelines, and give lotteries more control over their draw game content.

We proudly launched Win Place Show, the first ever daily draw game based on a live sporting event, in August 2020 through the Kentucky Lottery. In 2022-23, we will be launching new games based on mainstream sports through lotteries both domestically and internationally.

Instant Win Gaming (IWG)

www.instantwingaming.com

IWG is the world leader in supplying digital e-Instant and instant win games to NASPL and WLA-member lotteries. It has 20 years' experience of making award winning, top selling games.

Each year, IWG develops more than 300 new InstantGames™ for its global base of lottery customers. Its games consistently perform at the highest level, engaging and retaining players while driving superior sales results. It has the knowledge to deliver winning game portfolios, and the experience to make them grow.

IWG delivers an end-to-end solution covering all aspects of e-Instant development and portfolio management. The Company's InstantRGS™ (remote game server) delivers its content in multiple regulated jurisdictions from data centers in the United States, Canada, United Kingdom and Gibraltar. It has a broad library available via its InstantRGS with games covering many proven themes and mechanics that can be developed into an ideal offering for a partner's e-Instant and/or instant win program.



Inspired Entertainment

inseinc.com
Engaging the next generation of Lottery Players



Inspired offers an expanding portfolio of content, technology, hardware and services for regulated gaming, betting, lottery, social and leisure operators across land-based and mobile channels around the world. The Company's gaming, virtual sports, interactive and leisure products appeal to a wide variety of players, creating new opportunities for operators to grow their revenue. The Company operates in approximately 35 jurisdictions worldwide, supplying gaming systems with associated terminals and content for approximately 50,000 gaming machines; virtual sports products through more than 32,000 retail venues and various online websites; interactive games for 170+ websites; and a variety of amusement entertainment solutions with a total installed base of more than 16,000 gaming terminals. Inspired is the creator and best-in-class for award-winning Virtual Sports that are extremely popular worldwide. Inspired's proven online and mobile interactive slots are currently some of the highest-performing games. And as a large gaming provider, Inspired produces machines that deliver a winning combination of innovative technology, hardware, content and services.

PLATINUM INDUSTRY LEADERS

Pollard Banknote Limited www.pollardbanknote.com



Pollard Banknote is a full-service provider of industry-leading print, retail, and digital lottery products and services to lottery clients worldwide. As the lottery partner of choice, we empower our clients, working with them to provide the unique combination of support and tools they need to grow their business responsibly, and increase proceeds for good causes.

Our team of talented lottery specialists is dedicated to delivering on three key dimensions for success: outstanding games that excite loyal players and attract new ones, retail excellence through effective in-store strategies and retail network expansion, and digital innovation that cultivates a true integrated experience. Our steadfast commitment to innovating in these three areas has allowed us to grow exponentially. To best serve our clients, Pollard Banknote has a global family of companies, spanning 18 locations with more than 2,000 employees working together across more than eight countries.

Pollard Banknote provides our global lottery partners an ever-evolving portfolio of innovative products and services to help accomplish their business objectives and maximize proceeds for good causes. Our marketing strategies and related services are designed with the express goal of elevating our lottery clients and creating the ultimate player experience to grow their player base. Our revenue-driving games have set a new standard for the industry, providing innovative eye-catching designs, offering unique playstyles, and extending entertainment beyond the tickets themselves. Our retail-focused products include industry-leading instant ticket merchandising and dispensing, POS display solutions, warehousing and distribution for lottery and charitable games, including patented and proprietary offerings, as well as innovative tools and services for optimizing lottery operations. Our full suite of digital solutions includes world-class mobile application development, interactive games, player engagement platforms, iLottery systems and services, plus a variety of software solutions to help lotteries manage their operations effectively and efficiently. From outstanding game design and innovative merchandising to in-lane solutions and one-to-one marketing, Pollard Banknote continues to be a driving force in the lottery industry.

GOLD INDUSTRY LEADERS

Sightline Payments

6750 Via Austi Pkwy #130, Las Vegas, NV 89119
www.sightlinepayments.com
Phone: 401.369.1051



Year of inception: 2008

Sightline Payments is a dynamic FinTech company enabling the next generation of cashless, mobile and omni-channel payments ecosystems for gaming, lottery, sports betting, entertainment and hospitality. From Las Vegas' first completely cashless resort (Resorts World Las Vegas) to a dynamic funding mechanism integrated into numerous sports betting and iLottery platforms (Play+), Sightline continues to responsibly modernize the concept of funds movement in the gaming industry.

As U.S. and Canadian lottery industries evolve, Sightline is partnering with gaming operators and vendors to enhance the versatility of the iGaming payments stack, extend methods and channels of disbursement in claim

centers and retail, and realize the full potential of mobile.

Sightline currently processes more than \$5 billion annually, supports more than 1.5 million accounts, and has 80+ partners across iGaming, sports betting, lottery, and integrated casino resort sectors. Integration at its core, Sightline maintains partnerships with many industry leaders including International Game Technology, Scientific Games, Konami, Aristocrat and several others.

Their executive team brings more than 50 combined years of leadership roles in gaming and in payments. Sightline has been responsible for innovative and award-winning products that have advanced payments in gaming over the last 14 years.

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Gameology

Gameology.net



Gameology is the

evolutionary successor to

Tournament One Corp. which was founded in 2004 by Rick Perrone to meet the growing demand for high-quality, engaging digital gaming content, within the nascent online wagering market. Gameology is headquartered in the extended NYC Metro Area, in CT's second-largest and fastest-growing city. From Rick's 20+ years in the cable TV industry as a senior executive at Time Warner, he understood the importance of creating highly compelling content to attract and retain players. Our management team combines decades of experience in diverse areas including marketing and sales, software architecture, digital art and animation and beyond, to create a sum that is far greater than its parts.

Gameology designs, produces and licenses exciting, interactive betting games and the software and patented technologies to run them. We are a leader in Keno, Bingo and Monitor games for lotteries, supplying

content to multiple US States, with multiple games generating revenue over \$1,000,000 per month. Features that allow us to stand out are varied and innovative game play mechanics, advanced mathematical modeling, state-of-the-art graphics, exciting bonus features and multi-level progressive jackpots, intuitive gameplay, themes for every demographic and games tailored to our customer's needs. Our games are available for online and mobile operators, touch screen kiosks, large monitor game networks, Slots, VLTs and ITVM's. Gameology holds 5 patents, with more pending.

Our mission, using our trademarked Gameology® process, which merges art and the science of technology with entertainment in every product, is simple: to offer the best quality games to provide maximum value to our customers- so you can provide maximum value to yours.

Contact: CEO & Founder, Rick Perrone

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