

# Scientific Games Wins Belgium National Lottery's Instant Games in Competitive Bid

Company Will Continue to Drive Lottery Revenue Growth in Europe with Innovation, Marketing Support and Global Best Practices

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**Scientific Games Corporation** →

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LAS VEGAS and ATLANTA, May 30, 2016 /PRNewswire/ -- Scientific Games Corporation ("Scientific Games" or the "Company") today announced that the Company will bring the fun and entertainment of its world-leading lottery instant games to consumers in Belgium. Following a competitive procurement process, in which the Company replaced an industry competitor, Loterie Nationale ("the Lottery") awarded Scientific Games a new one-year contract for the design and manufacturing of instant games, with options to extend the agreement for up to three additional years. The Company will also provide the Lottery with consumer marketing support guided by its global best practices resulting from more than 40 years serving lotteries in 50 countries.

Driven chiefly by Scientific Games products and expertise, the US \$80.4 billion global instant game category is expanding across Europe with an average of 31 percent five-year sales growth from 2009 to 2014, with exceptionally strong performances in Italy, U.K. France, Portugal, Hungary and Lithuania.

Jannie Haek, Administrateur Délégué for Loterie Nationale Belgium, said, "One of the primary reasons we selected Scientific Games is the results experienced by several other major lotteries in Europe with instant game products. We believe that Scientific Games' consumer insights, marketing strategies and the innovation they are bringing to instant games will be a means to entertain our players and grow revenues for Loterie Nationale."

Scientific Games currently provides the games that account for 75 percent of the world's instant game retail revenues. The Company supplies 23 of the world's top 25 lotteries ranked by instant game per capita sales. Scientific Games analysts recently completed *One*<sup>™</sup>, the first player motivation-based segmentation study of lottery and gaming consumers in Europe and the U.S. Insights from the study are integrated across all areas of product development to fuel innovation and deliver bottom line profits to lottery customers.

John Schulz, Senior Vice President, Global Instant Products for Scientific Games, said, "Instant products, often supported by interactive second-chance drawings on mobile and web, continue to be the largest year-on-year revenue growth for lotteries in many jurisdictions around the world. Our expertise with instant games is unrivaled, and we believe we can empower Loterie Nationale with the analytics, strategy and creativity to entertain Belgian players and grow sales."

Scientific Games created the world's first secure instant game in 1974. Today, with operations on six continents, the Company provides lottery games, services, systems and retail technology to more than 150 lotteries globally.

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## **About Scientific Games**

Scientific Games Corporation (NASDAQ: SGMS) is a leading developer of technology-based products and services and associated content for worldwide gaming, lottery, and interactive markets. The Company's portfolio includes gaming machines, game content and systems; table games products and utilities; instant and draw-based lottery games; server-based lottery and gaming systems; sports betting technology; loyalty and rewards programs; and interactive content and services. For more information, please visit <http://www.scientificgames.com>.

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## **Forward Looking Statements**

In this press release, Scientific Games makes "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements describe future expectations, plans, results or strategies and can often be identified by the use of terminology such as "may," "will," "estimate," "intend," "plan," "continue," "believe," "expect," "anticipate," "target," "should," "could," "potential," "opportunity," "goal," or similar terminology. These statements are based upon management's current expectations, assumptions and estimates and are not guarantees of timing, future results or performance. Actual results may differ materially from those contemplated in these statements due to a variety of risks and uncertainties and other factors, including, among other things: competition; U.S. and international economic and industry conditions, including declines in or slow growth of gross gaming revenues or lottery retail sales, reductions in or constraints on capital spending by gaming or lottery operators and bankruptcies of, or credit risk relating to, customers; limited growth from new gaming jurisdictions, declines in the replacement cycle of existing gaming machines and slow addition of casinos in existing jurisdictions; ownership changes and consolidation in the gaming industry, including by casino operators; opposition to legalized gaming or the expansion thereof; inability to adapt to, and offer products that keep pace with, evolving technology; inability to develop successful gaming concepts and content; laws and government regulations, including those relating to gaming licenses and environmental laws; inability to identify and capitalize on trends and changes in the gaming, lottery and interactive industries; dependence upon key providers in our social gaming business; inability to retain or renew, or unfavorable revisions of, existing contracts, and the inability to enter into new contracts; level of our indebtedness, higher interest rates, availability or adequacy of cash flows

and liquidity to satisfy indebtedness, other obligations or future cash needs; inability to reduce or refinance our indebtedness; restrictions and covenants in our debt agreements, including those that could result in acceleration of the maturity of our indebtedness; protection of our intellectual property, inability to license third party intellectual property, and the intellectual property rights of others; security and integrity of our software and systems and reliance on or failures in our information technology systems; natural events that disrupt our operations or those of our customers, suppliers or regulators; inability to benefit from, and risks associated with, strategic equity investments and relationships, including (i) the inability of our joint venture to realize the anticipated benefits under its private management agreement with the Illinois lottery or from the disentanglement services performed in connection with the termination thereof, (ii) the inability of our joint venture to meet the net income targets or other requirements under its agreement to provide marketing and sales services to the New Jersey Lottery or otherwise to realize the anticipated benefits under such agreement and (iii) failure to realize the anticipated benefits related to the award to our consortium of an instant lottery game concession in Greece; failure to achieve the intended benefits of the Bally acquisition or the WMS acquisition, other recent acquisitions, or future acquisitions, including due to the inability to successfully integrate such acquisitions or realize synergies in the anticipated amounts or within the contemplated time frames or cost expectations, or at all; disruption of our current plans and operations in connection with our recent acquisitions (including in connection with the integration of Bally and WMS), including departure of key personnel or inability to recruit additional qualified personnel or maintain relationships with customers, suppliers or other third parties; costs, charges and expenses relating to the Bally acquisition and the WMS acquisition; incurrence of employee termination or restructuring costs, and impairment or asset write-down charges; changes in estimates or judgments related to our impairment analysis of goodwill or other intangible assets; implementation of complex revenue recognition standards; fluctuations in our results due to seasonality and other factors; dependence on suppliers and manufacturers; risks relating to foreign operations, including fluctuations in foreign currency exchange rates and restrictions on the payment of dividends from earnings, restrictions on the import of products and financial instability, including the potential impact to our instant lottery game concession or VLT lease arrangements resulting from the recent economic and political conditions in Greece; dependence on our key employees; litigation and other liabilities relating to our business, including litigation and liabilities relating to our contracts and licenses, our products and systems, our employees (including labor disputes), intellectual property and our strategic relationships; influence of certain stockholders; and stock price volatility.

Additional information regarding risks, uncertainties and other factors that could cause actual results to differ materially from those contemplated in forward-looking statements is included from time to time in our filings with the SEC, including the Company's current reports on Form 8-K, quarterly reports on Form 10-Q and its latest annual report on Form 10-K filed with the SEC on February 29, 2016 (including under the headings "Forward Looking Statements" and "Risk Factors"). Forward-looking statements speak only as of the date they are made and, except for Scientific Games' ongoing obligations under the U.S. federal securities laws, Scientific Games undertakes no obligation to publicly update any forward-looking statements whether as a result of new information, future events or otherwise.

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