

SEIZE THE POTENTIAL

IGT FY2012 INVESTOR CONFERENCE



Safe Harbor Provisions

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Non-GAAP Financial Measures. This presentation may also refer to non-GAAP financial measures. Additional information on these financial measures can be accessed through IGT's Investor Relations website at www.IGT.com/InvestorRelations.

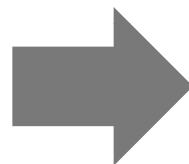


Opening Remarks

PATTI HART, CEO

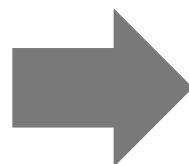
We delivered on our 2011 objectives

Grew gaming operations



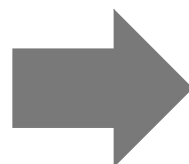
**Increased domestic install base, first since '07
Drove average yields up 9% over PY quarter**

Improved profitability



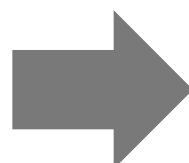
Increased gross profit margin 100 bps to 58%

**Positioned International
for growth**



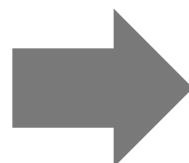
**Restructured sales organization
Introduced localized content**

**Increased Interactive
presence**



Acquired Entraction: poker, bingo, sports betting

**Leveraged strong cash
flows**



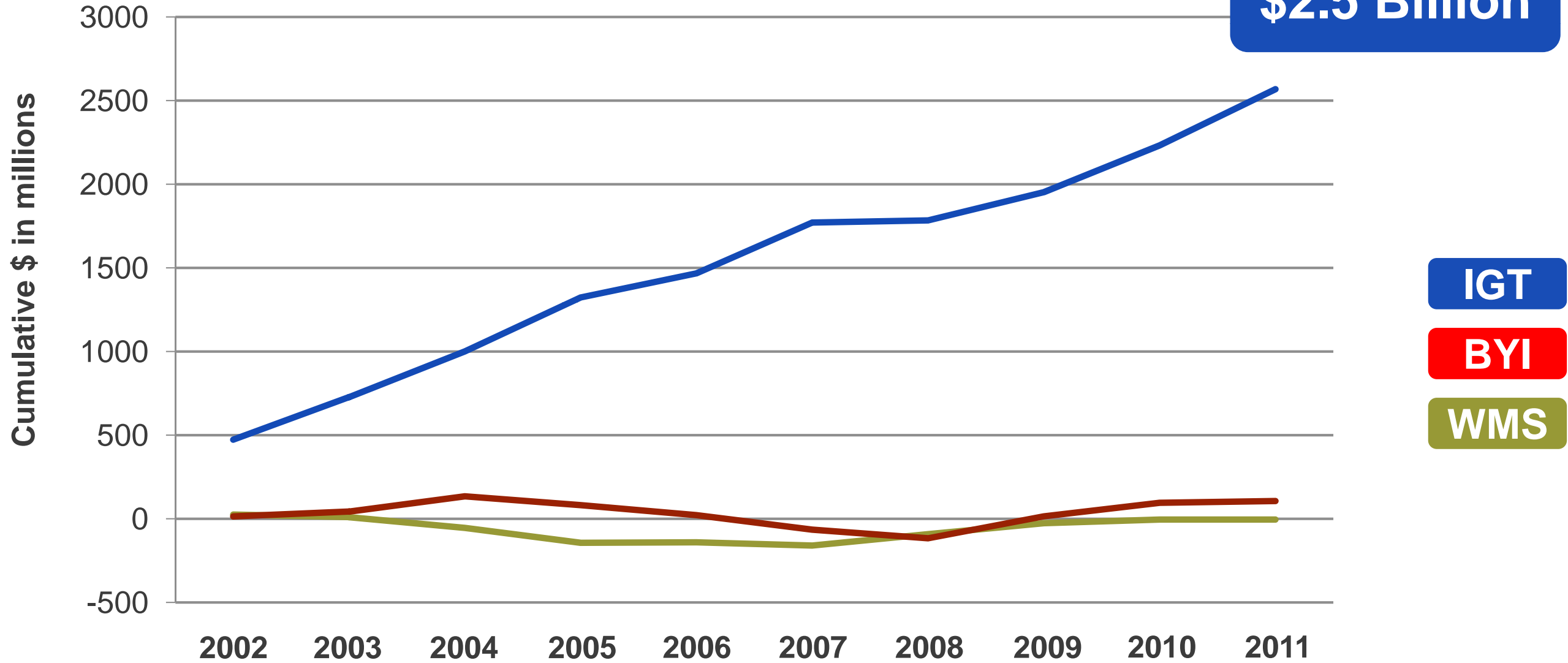
**Returned over \$120 million to shareholders
Grew total cash position to over \$500 million**

IGT continues to deliver unrivaled value

**\$2.5 billion of free cash flow generated
over the last 10 years**

Unrivaled free cash flow

\$2.5 Billion



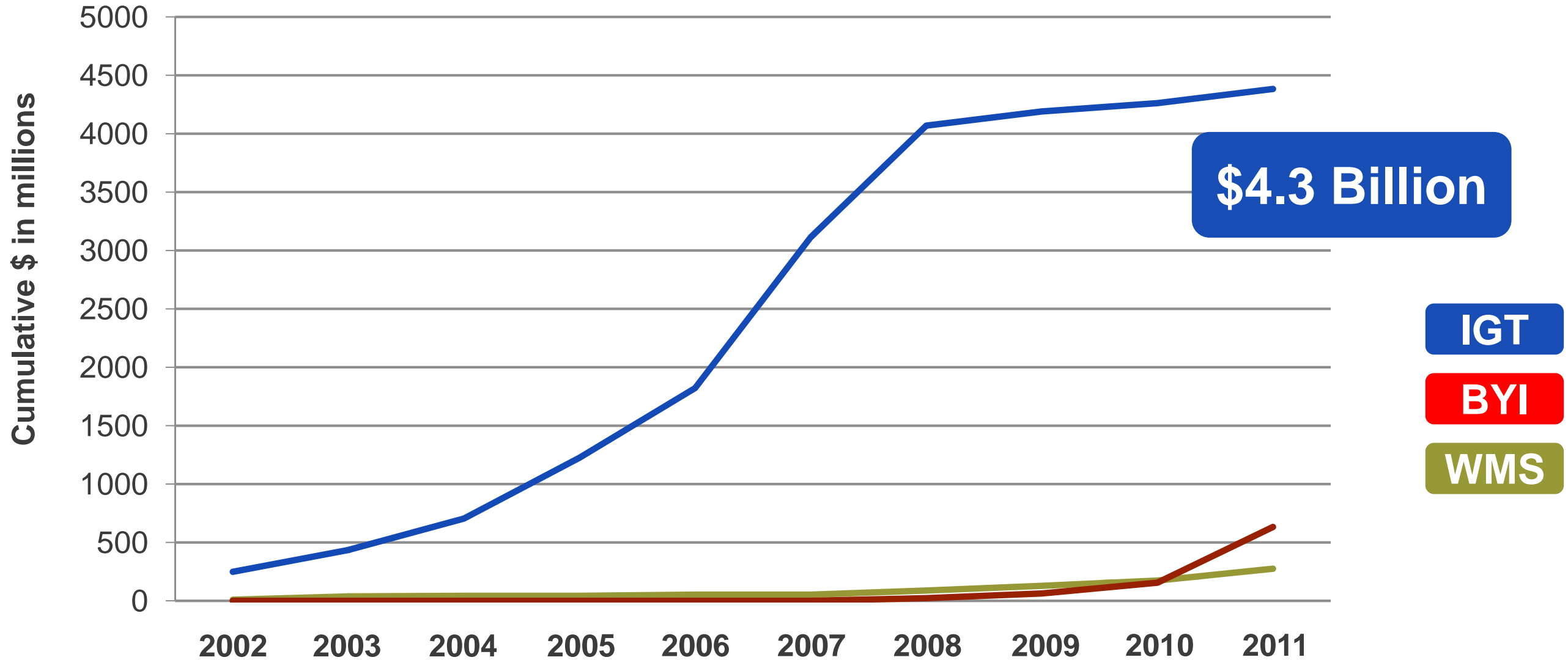
Source: SEC Filings

IGT continues to deliver unrivaled value

**\$2.5 billion of free cash flow generated
over the last 10 years**

**\$4.3 billion returned to shareholders
over the last 10 years**

Unrivaled capital returned to shareholders



\$4.3 Billion

- IGT**
- BYI**
- WMS**

Source: SEC Filings

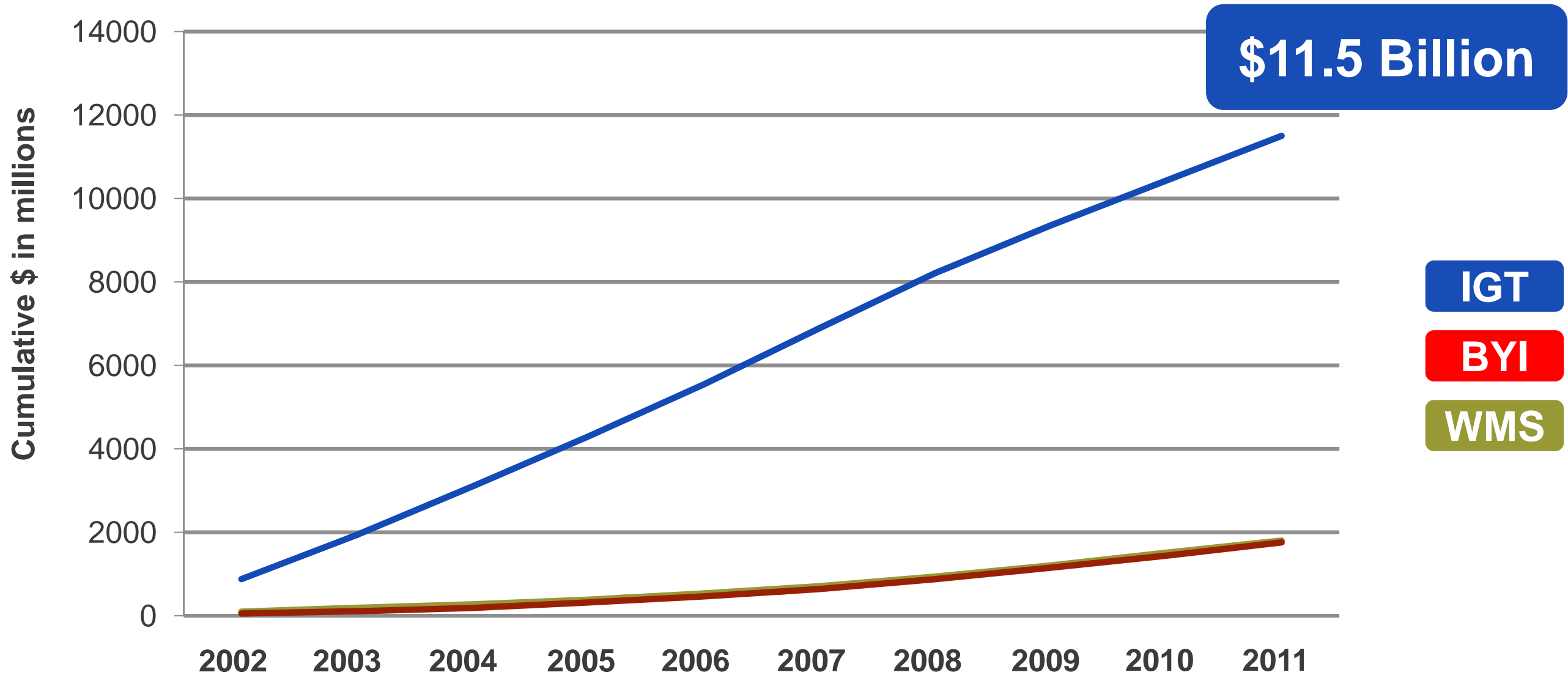
IGT continues to deliver unrivaled value

**\$2.5 billion of free cash flow generated
over the last 10 years**

**\$4.3 billion returned to shareholders
over the last 10 years**

**\$11.5 billion of gaming operations revenue generated
over the last 10 years**

Unrivaled gaming operations revenue



\$11.5 Billion

IGT

BYI

WMS

Source: SEC Filings

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IGT continues to deliver unrivaled value

**\$2.5 billion of free cash flow generated
over the last 10 years**

**\$4.3 billion returned to shareholders
over the last 10 years**

**\$11.5 billion of gaming operations revenue generated
over the last 10 years**

**Nearly doubled International revenues
over the past 10 years**

Unrivaled global reach

**Revenues of
\$475M and
growing**

**39% Game Ops
Revenue CAGR
since 2002**



**Installed base of
13,000+ units**

**70 Countries
6 Continents
300+ licenses**

The world of the possible

Revenue

\$2 Billion → ~ \$2.5+ Billion

International
Floor Share

mid-teens → ~ mid 20's +

Gross Margin

58% → ~ 60+ %

Operating
Margin

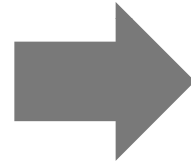
27% → ~ 30+ %

P/E Multiple

17x → Improved, Differentiated

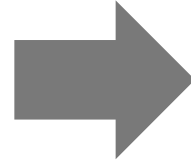
How we will seize the potential ...

Operational Excellence



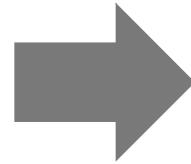
**Growing performance across all major product offerings
Expanding process efficiencies and global effectiveness**

**Accelerating International
Growth**



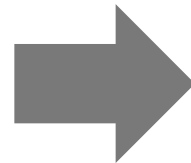
**Entering new and international markets
Doubling down on localized content**

Energizing Interactive



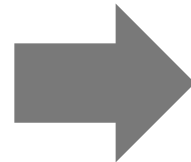
**Expanding markets, investing in key platforms
Securing significant poker/sports/social partners**

Next Generation Platforms



Leading the gaming cloud transformation

Financials



**Continuing to be good stewards of our cash flows
Investing in future growth opportunities/platforms**

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Leveraging Operational Excellence to Drive Marketplace Success

ERIC BERG, PRESIDENT

Key Messages

We aim to deliver unrivaled value across all product lines

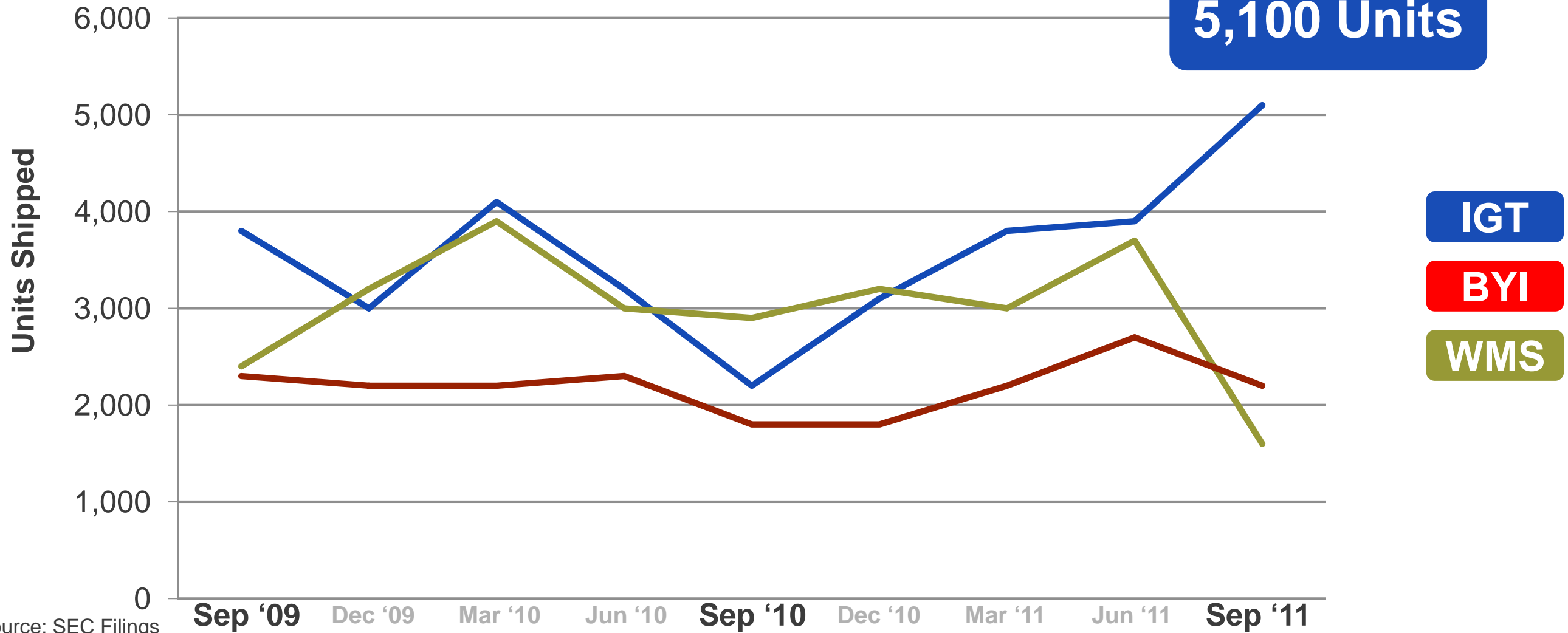
Efficient operations will create growth capacity

We are driving major global improvement initiatives

Unrivaled Land-based Portfolio (+ Accelerating)

Product Offerings	Performance Highlights	Representative Improvement Actions
Gaming Operations	To be discussed...	To be discussed...
Product Sales	Ship share strength Standout success	To be discussed...
Systems	44% share ~800 casinos sbX installs expanding	SaaS delivery capability Functionality expansion

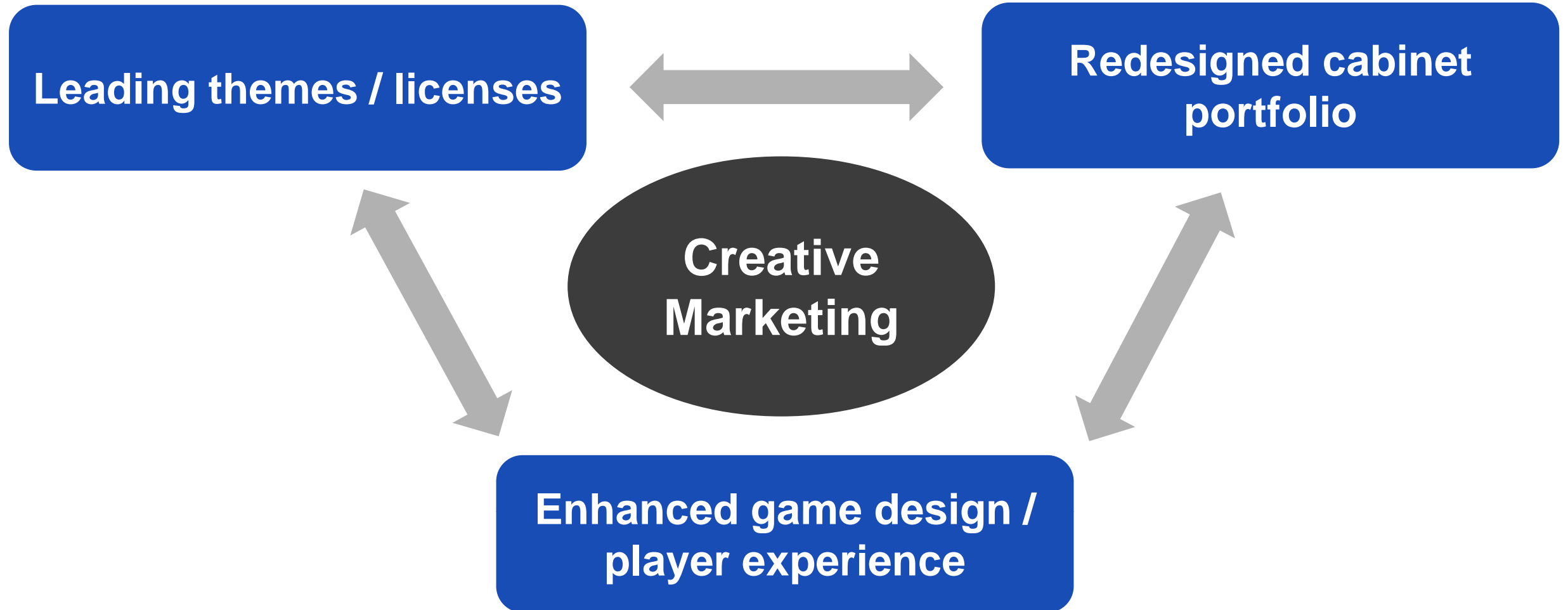
North America Replacement Market Ship Share



Source: SEC Filings

Gaming Operations

Major Recent Improvements

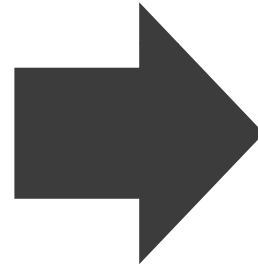


Gaming Operations Performance Highlights

**Grew overall install base
(first time since 2007)**

**Grew revenue per unit
(2011 vs. 2010)**

**Enhanced cabinet reuse
(driving ROIC)**



Top Performers - Examples

Exceeding 1000 peak placements

- Red Hot Fusion
- Hangover
- Sex and the City

Exceeding MegaJackpot revenue per unit install base average by >25%

- Hangover
- Sex and the City
- Ghostbusters
- American Idol
- Wheel of Fortune Triple Spin
- Megabuck Wild Sapphire

Game Performance Management

Major Enhancements Underway

Planning

- Player segmentation
- Defined output (to feed growth aspiration)
- Integrated product strategy
- Optimal portfolio

Development

- Best-in-class development tool kit
- Locally-attuned products

Optimization

- IGT-provided performance consultants
- Analytical systems / tools
- For-fee managed service (under development)



Efficient Operations Management

Expand Global Process Efficiency – Action Plan

**Expand Procurement
Capability**

**Rollout global, common
systems capability**

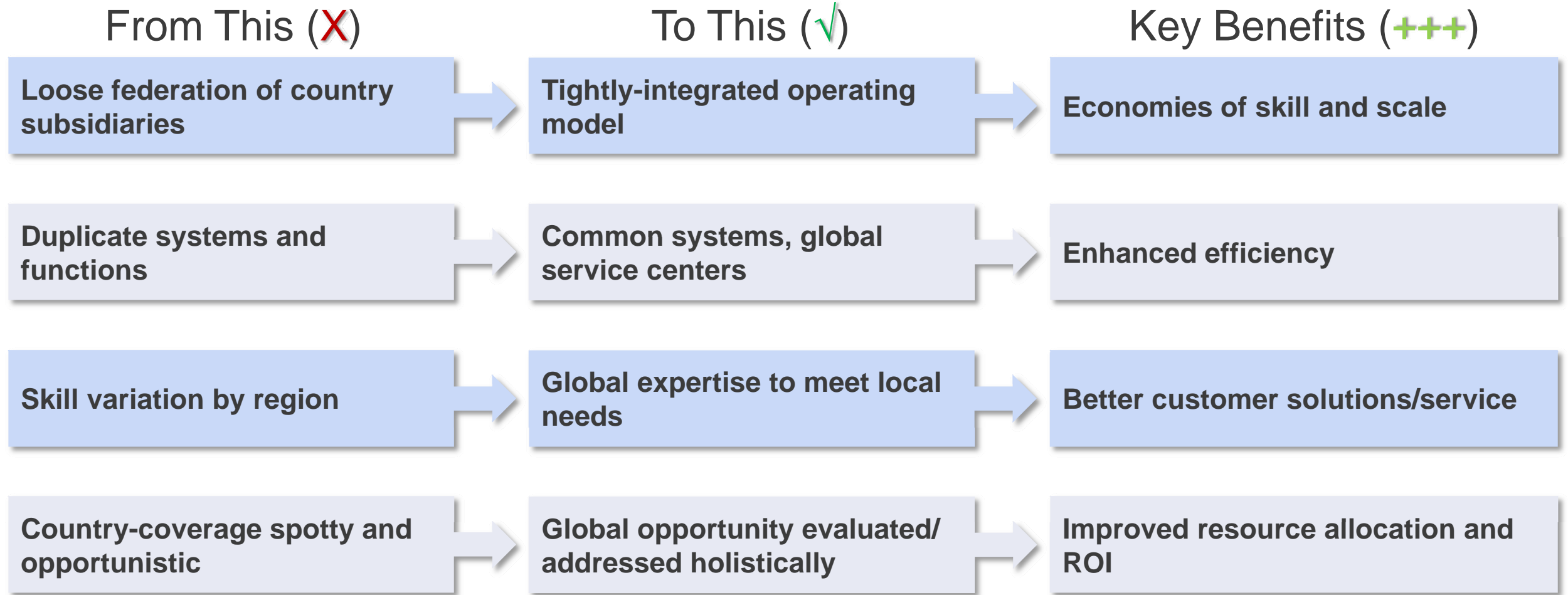
**Launch efficiency
journey for all functions**

**Revamp KPI's and
identify best-in-class
benchmarks**

**Leverage NA
operational excellence
around the world**

Major Global Improvement Initiatives

Globalization Highlights



Key Messages

We aim to deliver unrivaled value across all product lines

Efficient operations will create growth capacity

We are driving major global improvement initiatives

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Accelerating International Growth

CRAIG CHURCHILL, SVP INTERNATIONAL

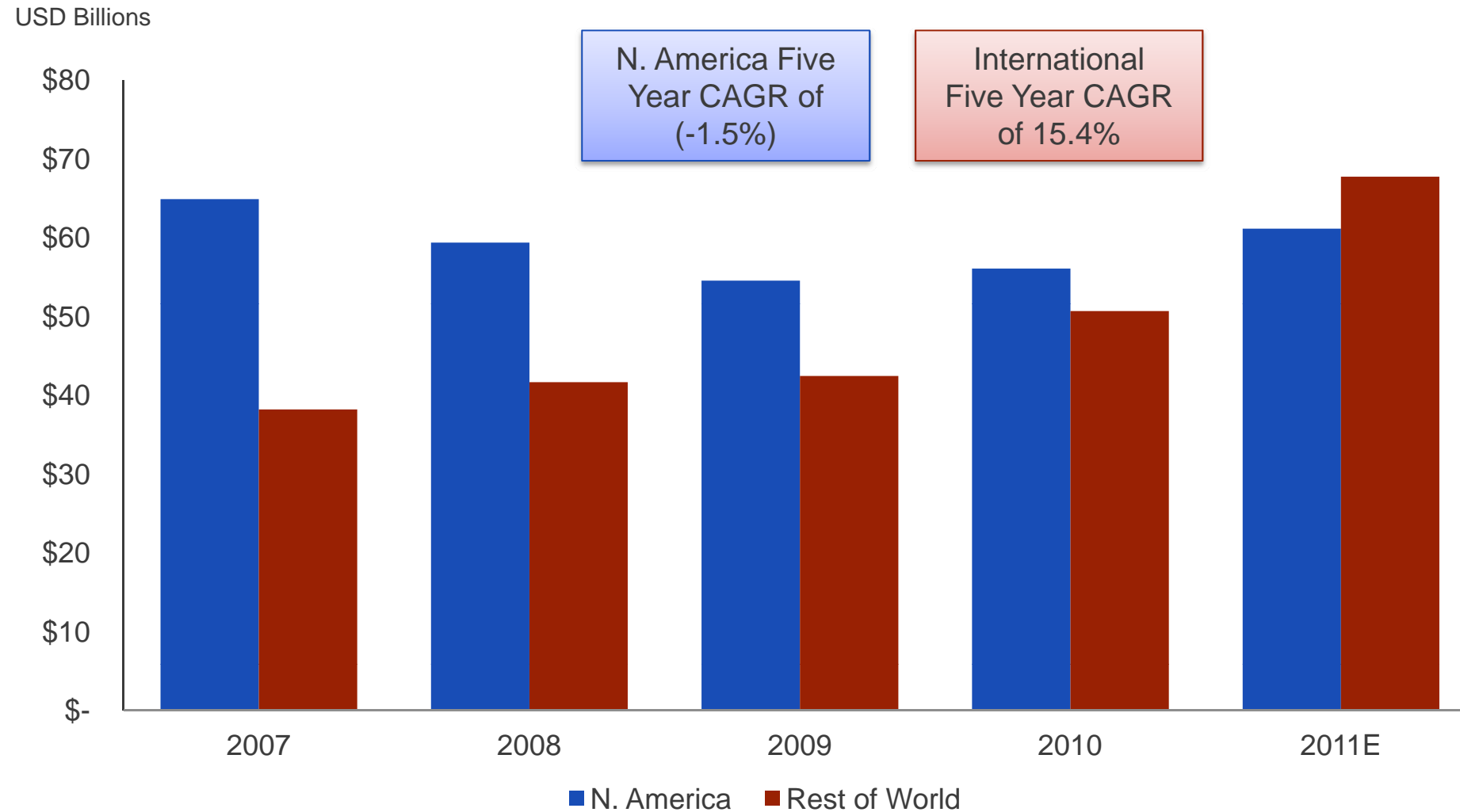
Key Messages

International is a critical growth pillar for IGT with untapped opportunities

Our International strategy has uniquely positioned IGT to accelerate our growth

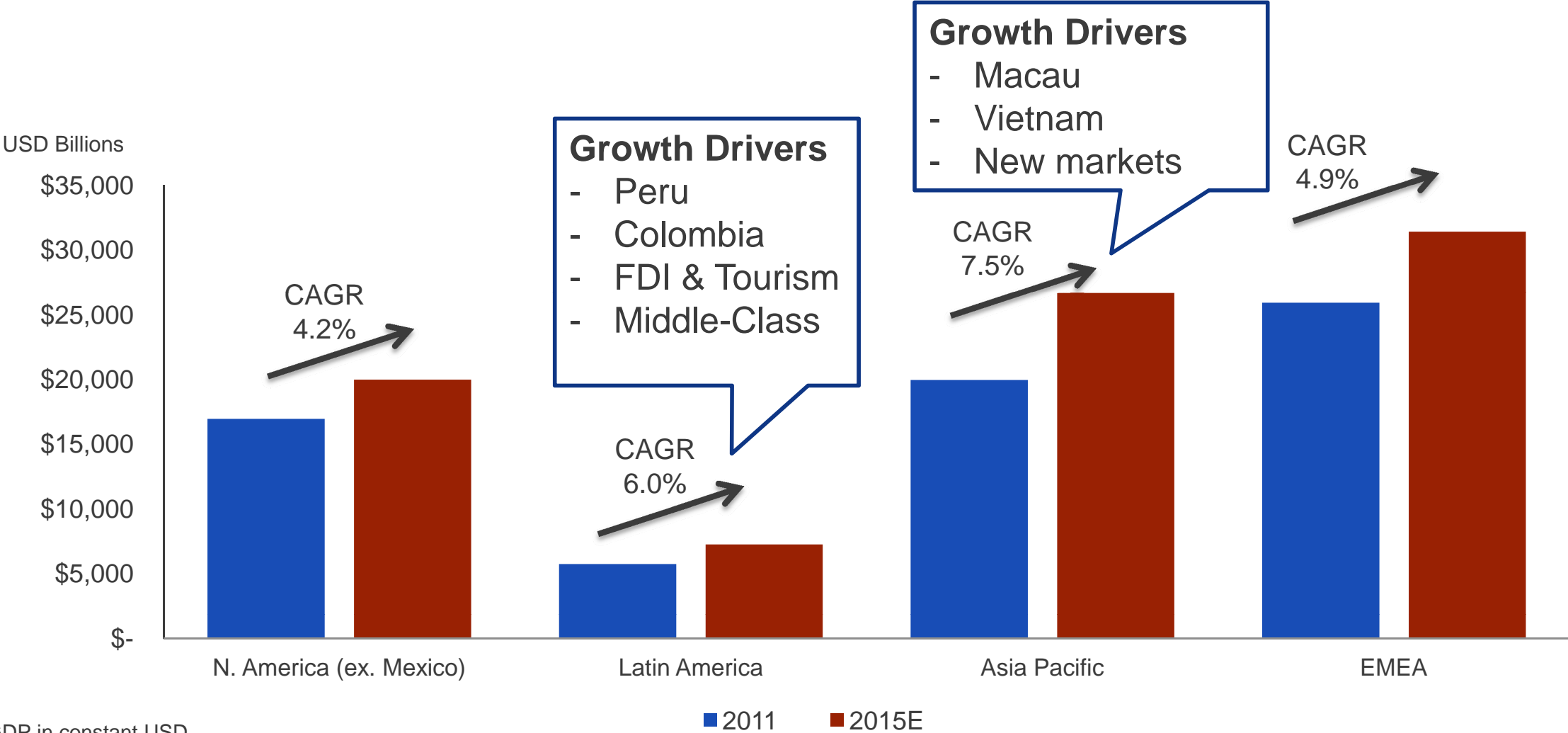
Localized game content will be vital to this strategy

International Gaming Revenues are Expanding



Source: H2 Gambling Data

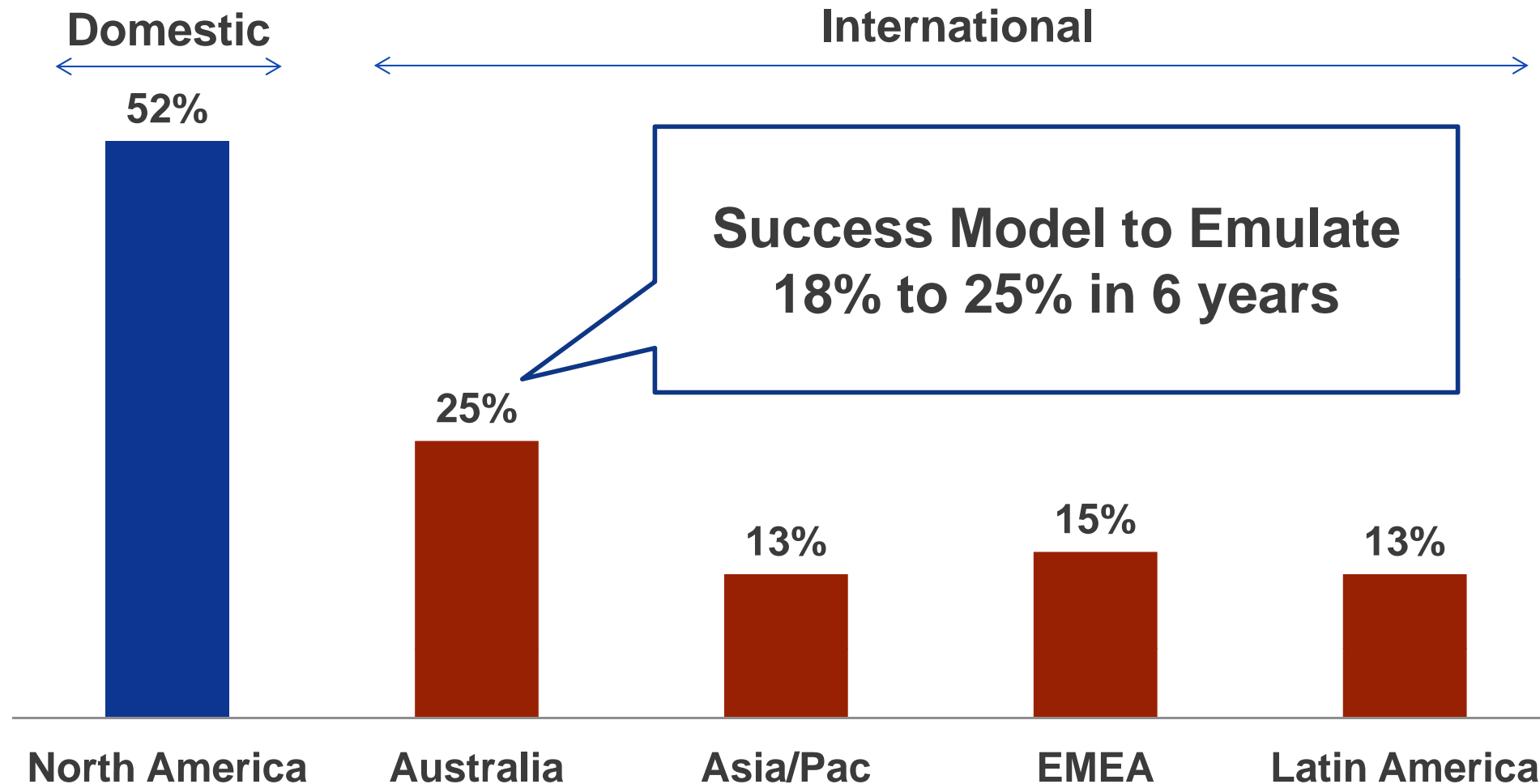
International GDP Growth will Outpace Domestic



Source: IMF. GDP in constant USD.

International Growth Potential is Compelling

Slot Install Base %



International Strategy To Capture Market Opportunity

Globalize the operating model to leverage IGT scale

Localize game content for unique market needs

Lead the adoption of new, enabling technologies

Macau: Outlook and Strategy

Observations

- Potential 12.5% revenue growth CAGR
- New infrastructure to connect major cities in China
- Number of integrated resorts expected to double in next ten years
- Hotel rooms expected to grow from 20,000 to 50,000 by 2020
- Increased visitation from China

Operating Execution Plan

- Hire and train professional account executives situated in local markets
- Leverage the knowledge gained from ANZ success
- Deliver customized games and introduce the ANZ BC20 Neo product
- Target key opportunities and leverage our global account strategy
- Perform targeted introduction of sbX

Latin America: Outlook and Strategy

Observations

- The South American casino and gaming sector is forecasted to grow to \$24.3 billion by the end of 2014*
- Tourism expected to grow 5.1% per annum between 2010-2020*
- Middle class growth fueling demand for social entertainment outlets
- Sleeping giant of Brazil...

Operating Execution Plan

- Hire and train professional account executives and services team
- Leverage our global account strategy and government relations teams
- Invest to reach under-penetrated markets and smaller operators
- Deliver localized games and themes
- Leverage global manufacturing capability to minimize lead-times

* Source: Datamonitor

Localized Game Content

Accelerate growth by developing products more aligned to the preferences of target customer segments

- **Objectives**
 - Deepen insight on player needs, benefits, and tradeoffs and how they differ across markets
 - Develop implications for product development priorities
- **Status**
 - Market focus group studies complete in major Latin American and Asian countries
 - Detailed player research underway
 - Plans to extend research into additional International markets
- **Enabling Strategies**
 - Leverage industry-largest game library for localized theme ‘re-skin’
 - Utilize global studio to develop exciting new localized games

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International is a critical growth pillar for IGT with untapped opportunities

Our International strategy has uniquely positioned IGT to accelerate our growth

Localized game content will be vital to this strategy

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Energizing Interactive

GIDEON BIERER, EVP INTERACTIVE

Key Messages

IGT Interactive is on plan and progressing well

We have a clear strategy and future roadmap to energize the business

We are well positioned for leadership and growth

Products:

**Content
Convergence**

**Markets:
Legalization**



Customers:

**Land Operators
Tier 1 Business**

Products:

- Casino
- Mobile
- Poker
- Sports
- Bingo
- Turnkey



Markets:

- UK
- Canada
- Denmark
- Italy
- ...

Customers:

- 13 of Top 20 Online Operators
- Land Customers in 6 Markets
- 37 New Customers



Robust, scalable B2B platform

Full suite of games / services

Strong partner network

Poker liquidity and expertise

Expanded geographic footprint

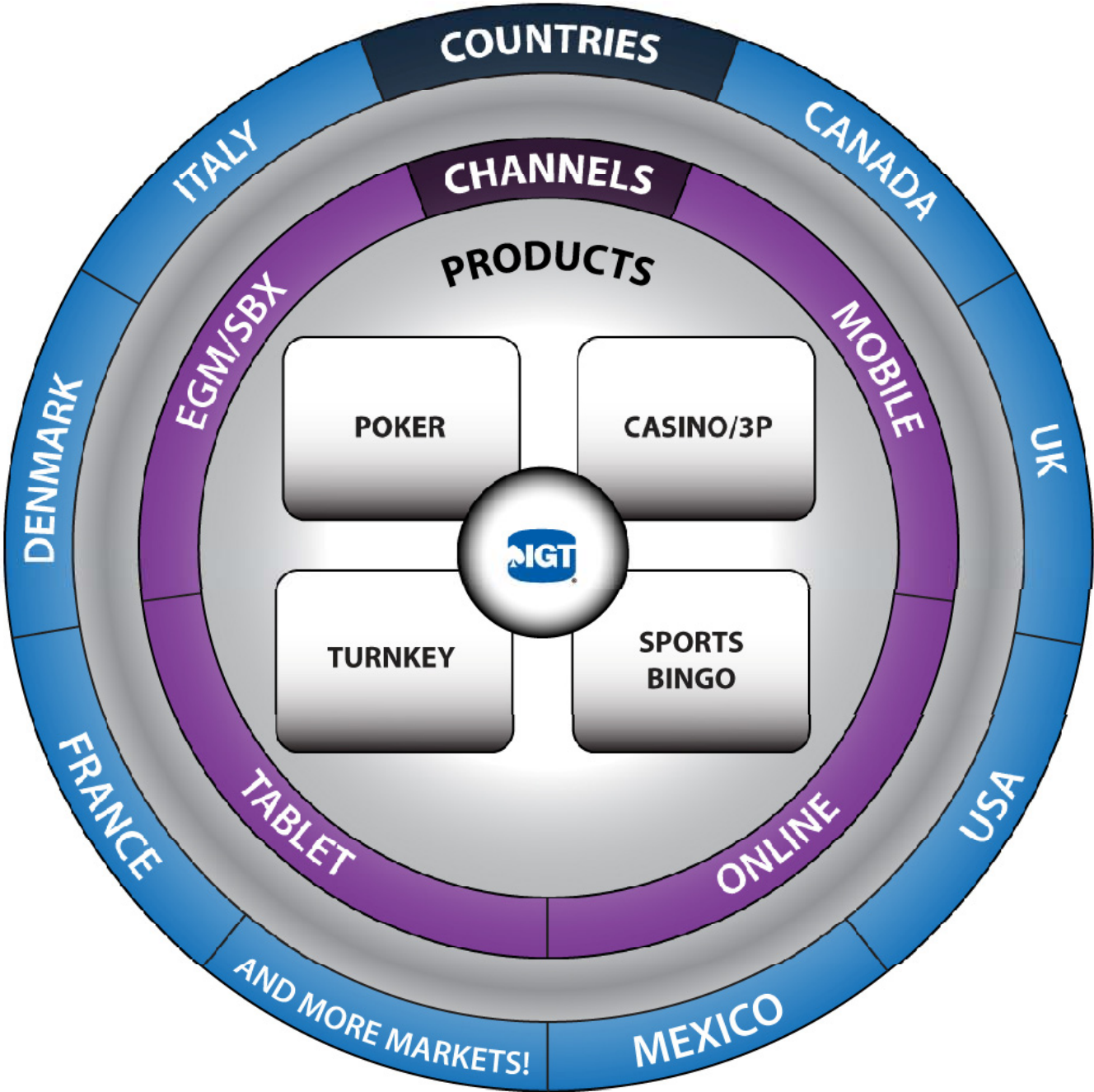
Integration complete Q1 2012

Go-to-Market Strategy

Countries

Channels

Products



IGT's Unique Value Proposition



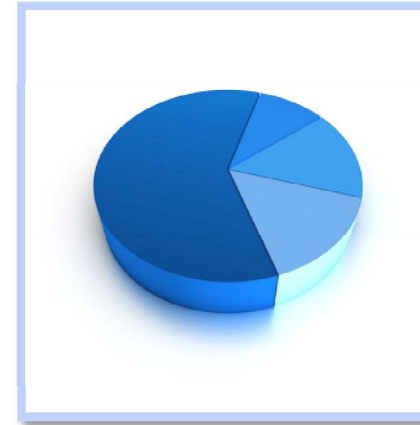
Strategic Objectives



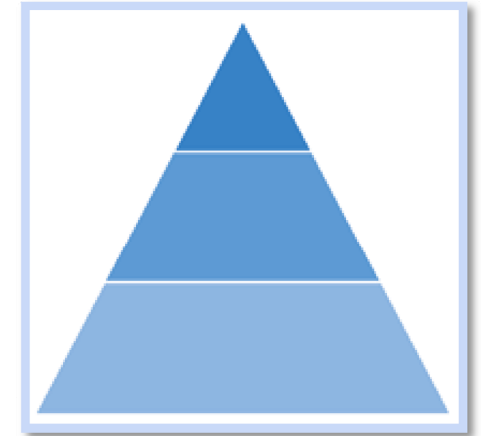
**Rapid Revenue
& Margin Growth**



**Strong Position
in Key Regulated
Markets & US**



**Leading Supplier
to Land Casinos**



**Tier 1 in All
Verticals**

Go Forward Growth Plan



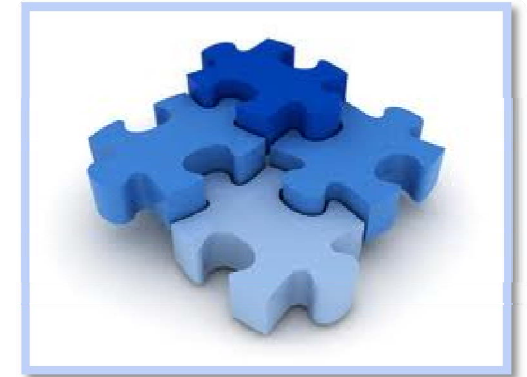
**Market
Expansion**



**Product
Investment**



**Strategic
Partnerships**



**Key
Customers**

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Next Generation Platforms

The IGT Cloud Transformation

CHRIS SATCHELL, CTO & EVP R&D

Key Messages

The cloud matters for the global gaming industry

IGT is leading the gaming cloud transformation

This unlocks growth potential for IGT

What is the Cloud?

IaaS

Infrastructure as a Service
“Data Center in the cloud”



PaaS

Platform as a Service
“Development in the cloud”



SaaS

Software as a Service
“Business in the cloud”



IGT Cloud Transformation focused on Private Clouds

Outsourced infrastructure
Centralized management
CapEx → OpEx



Casino, Content,
Player Experience
“as a Service”

The Cloud transformation drives leadership

The Purpose for IGT

- Migrate to “as a Service” globally
- Accelerate & Protect core business
- Enable adjacent opportunities
- Evolves Solutions & Business Models

The Industry Promise


- Propel the gaming industry forward
- New market opportunities
- Breakthrough operating models
- Dynamic player experiences



Drive profitable future growth for IGT through industry leadership and differentiation

Cloud has compelling value propositions

Operators

- Significantly reduce TCO and CapEx
 - Deeper connection to patrons
 - Profitably access the new technology
- 

Patrons

- New connected experiences / rewards
 - More of the right content
 - Enjoy gaming experience everywhere
- 

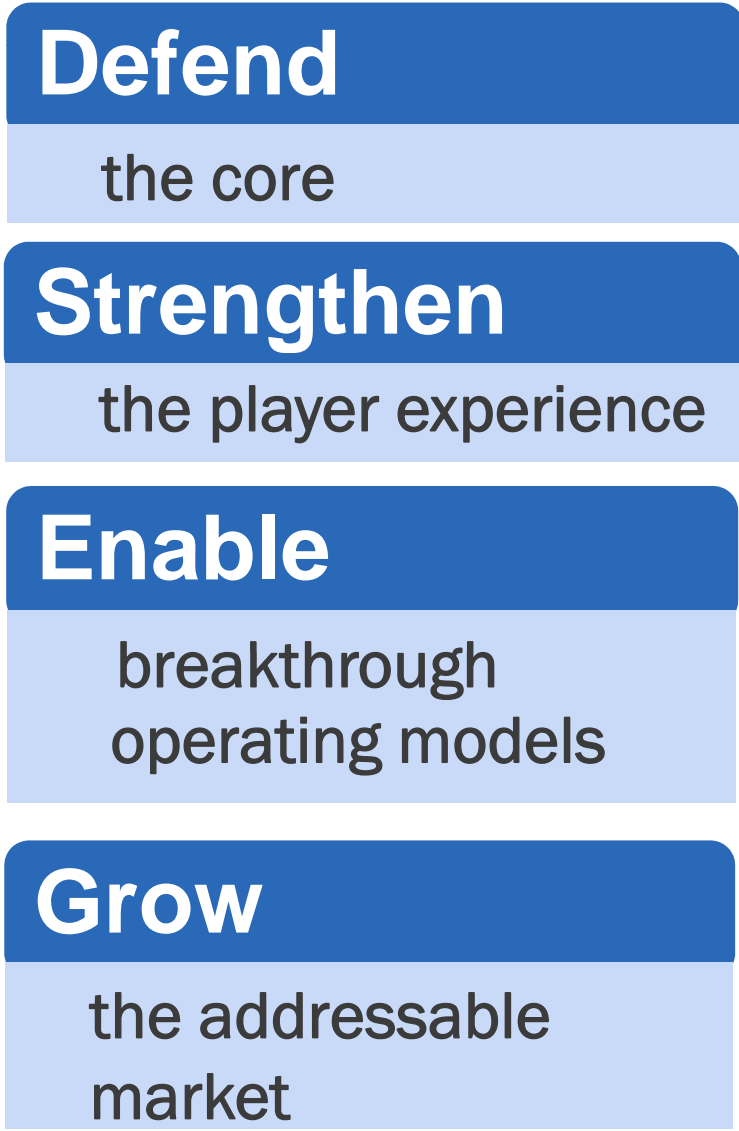
IGT

- Increased global Total-Addressable-Market for IGT solutions
 - Decreased friction for IGT content and services
 - Generate new recurring revenue streams
- 

Cloud strategy can unlock huge potential

2014 SaaS biz software worth \$41B (34% of market)*
34% of WW Gaming Manufacturer supply spend = \$2.4B**

* Source IDC ** Publicly available information on top 17 gaming manufacturers



Cloud Casino



Game Services



Core+



Prof. Services



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Timeline



OCT '11



NY Investor Conference

DEC '11



JAN '12

SUMMER '12



OCT '12

FY12

FY13



Cloud Casino POC



Partner Program Initiated



1st Partner Trial POC Open Demo



Customer Trials



1st Service Available



Connected Player Phase 1



Connected Player Phase 2

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Financial Outlook

PAT CAVANAUGH, CFO

Key Messages

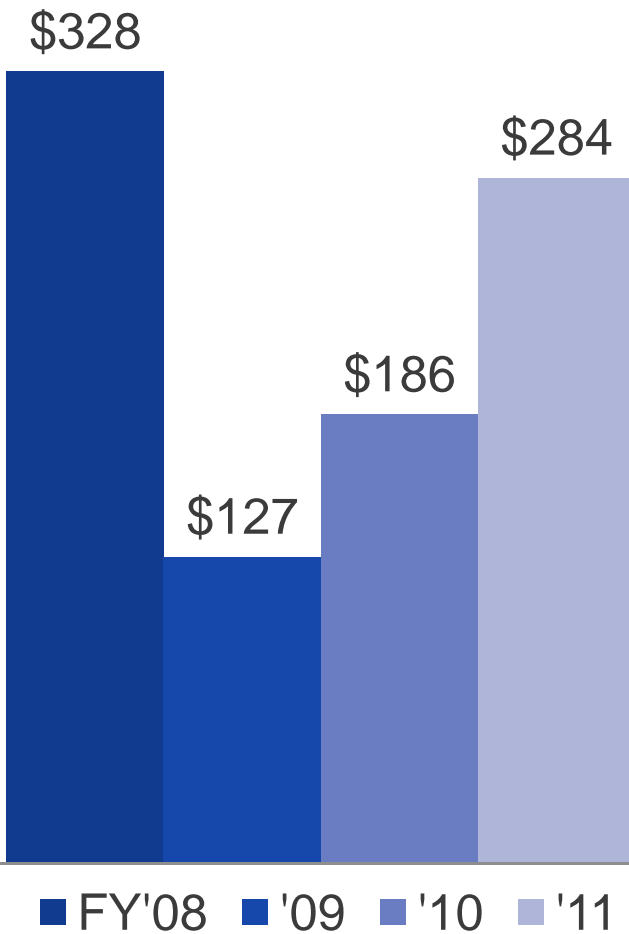
The core business is healthy and improving

We will continue to be good stewards of our strong cash flows

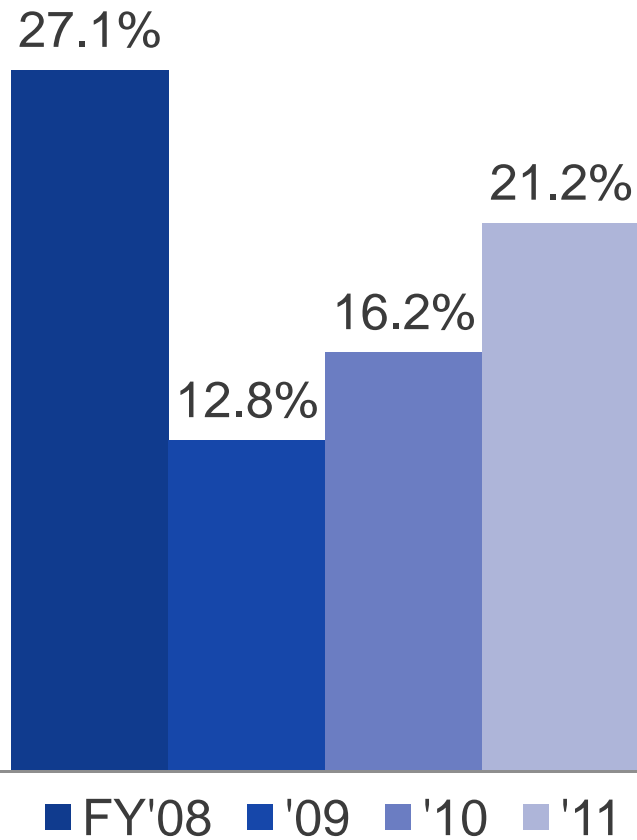
We will invest in growth opportunities that support the core and accelerate growth

Driving peak performance

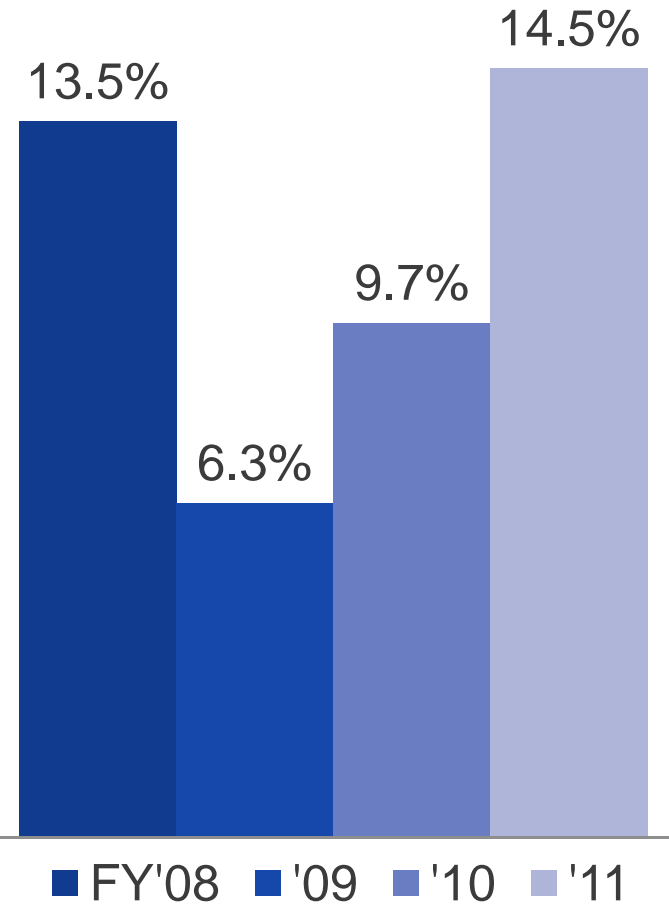
Net Income



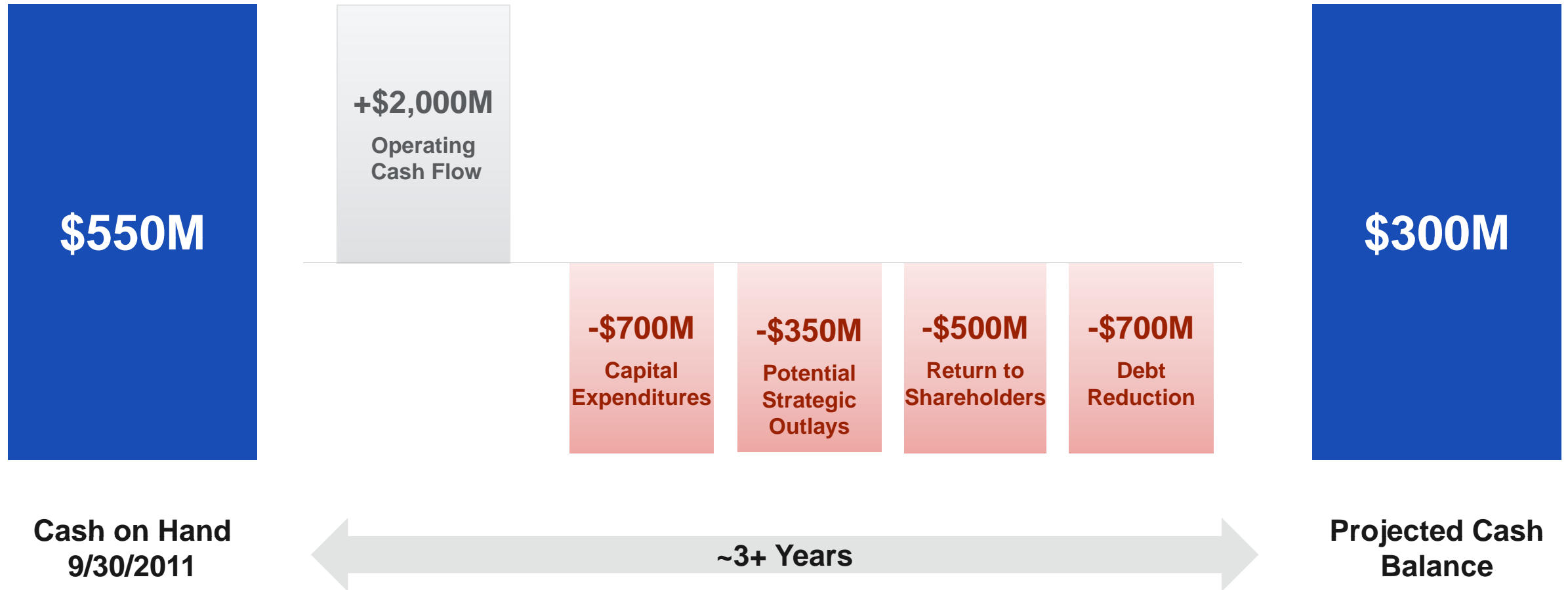
Return on Average Equity



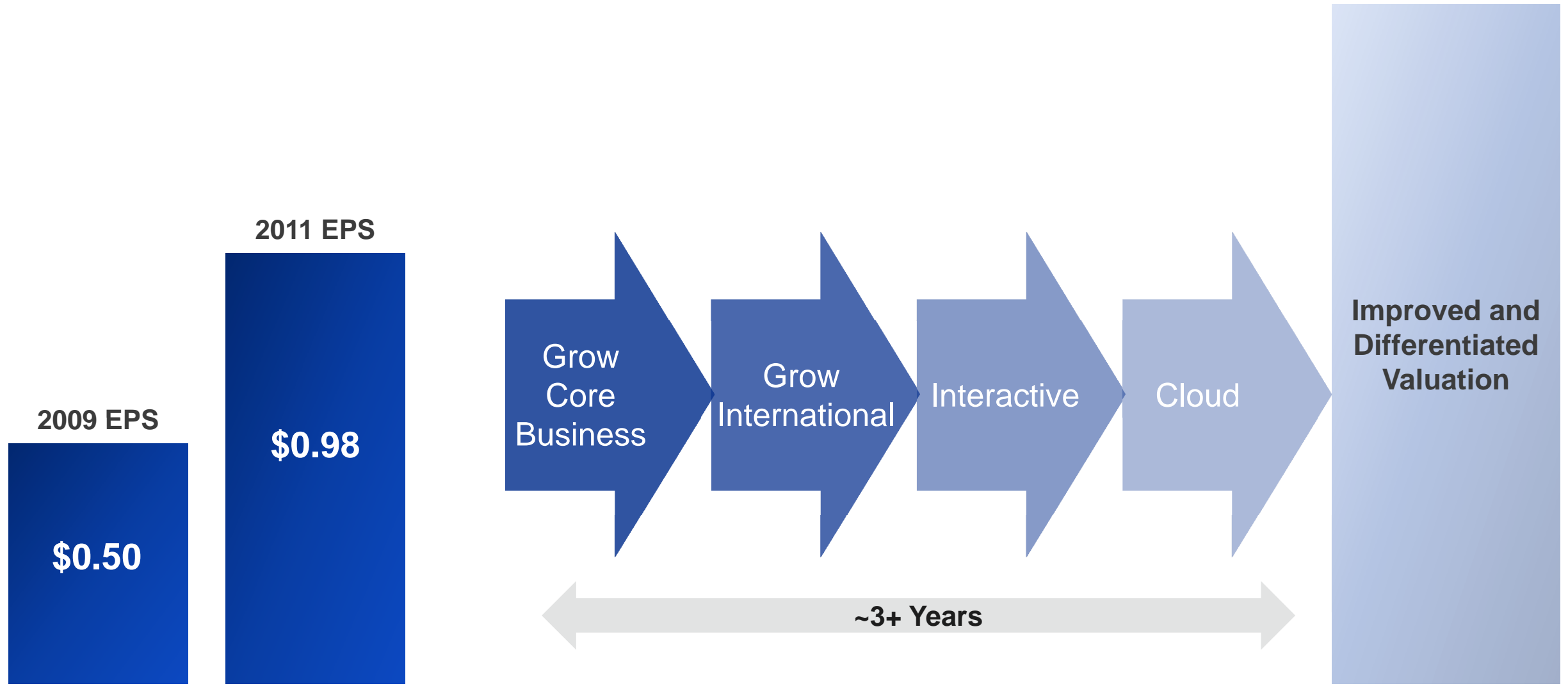
Net Income Margin



Strategic uses for our strong cash flows



Our transformational growth ambition



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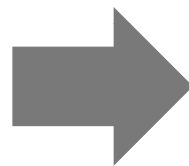
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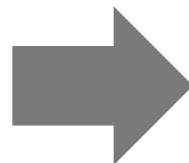
How we will seize the potential!

Operational Excellence



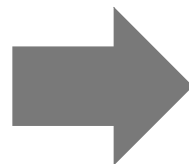
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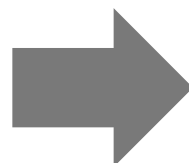
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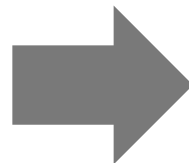
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