

ChainLink+

National Chain Account Relationships

Tom Stanek
Head of Global Retail Sales and Execution



IGT's Global Retail Sales and Execution Team – Who Are We?

Not Just Lottery Experts: Retail and Consumer Product Experts



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Leveraging relationships with national and regional chains to enhance lottery performance and dependency



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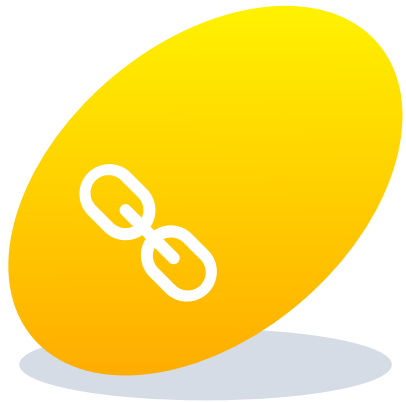
CURRENT RETAILERS



PROSPECT RETAILERS



Transforming in Retailer Disruption



Integration



Flexibility



One Size Does
Not Fit All



Opportunity/
Risk



Collaborative

CVS Opportunity

- Why Now?
- Is It Worth The Risk?



Thank You – Lets Talk Some More!



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