

# Scientific Games Wins Contract To Provide ilani With Floorwide Technology Solutions

- Company awarded 57 percent share of new slot floor; will provide 1,427 slot and table games to new casino in Ridgefield, Washington
- ilani will be the 22nd out of 30 tribal gaming properties in Washington State to choose Scientific Games as its gaming system technology partner, giving the Company 73 percent of the state's casino systems market



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LAS VEGAS, March 7, 2017 /PRNewswire/ --Scientific Games Corporation (NASDAQ: SGMS) ("Scientific Games" or the "Company") today announced a comprehensive new contract to provide ilani, Washington State's newest gaming and entertainment destination, with the Company's full suite of technology innovations, including casino-management system solutions, slot platforms, game content, table products, and the *SG Universe* mobile suite.



After a competitive bidding process, ilani, developed by Salishan-Mohegan LLC in collaboration with the Cowlitz Indian Tribe, chose Scientific Games as its principal casino technology partner for the April 2017 opening of the new casino resort located in southwest Washington State, just north of Portland, Oregon, directly off Interstate 5.

ilani President and General Manager Kara Fox-LaRose said, "We are focused on providing our guests with a world-class casino gaming experience. That is why, after years of a trusted partnership with our partner, Mohegan Sun, we chose to invest in Scientific Games solutions for ilani. Our confidence in Scientific Games stems from the caliber and breadth of solutions they can provide for our entire casino floor, their large portfolio of trailblazing products that drive revenue and business efficiency, and most of all, their people, who exhibit an unwavering focus on customer service and innovation."

Derik Mooberry, Scientific Games Group Chief Executive, Gaming, said, "We're delighted that ilani is investing in such a large range of our solutions for their premiere gaming, dining, entertainment, and meeting destination opening in April. We look forward to providing trailblazing products and solutions for the entire casino floor, maintaining our commitment to innovation and customer partnership, delivering added value, and helping ilani quickly start driving revenue, player engagement, and operating profitability."

ilani will be the 22nd casino out of 30 tribal gaming properties in Washington State to choose Scientific Games as a gaming system technology partner. A host of the Company's latest systems solutions will power the casino floor, including the SDS™ slot-management system; CMP player-loyalty system; and TableView real-time table management system.

Once introduced to the market, the Company's new *iVIEW4* on-device messaging technology will drive marketing and promotional content across all 2,500 gaming machines and provide instantaneous rewards at the point of play through the *Elite Bonusing Suite* of turn-key promotions and rewards, including *Power Winners*, *DM Tournaments*, *Dynamic Random Bonusing*, *Flex Rewards*, *U-Spin Bonusing*, and *Virtual Racing*.

*iVIEW4* is a state-of-the-art solution featuring robust speed and memory. The technology supports HTML5 graphics and uses web widgets to enable casino marketing teams to easily update content dynamically throughout the casino with current promotions, advertisements, videos, and more - significantly enhancing the player experience.

ilani also chose a host of Scientific Games' most powerful and effective customer service solutions, including:

- BallyVIP, a mobile solution for casino hosts which provides on-the-go access to player information so hosts can better manage and market to existing and prospective players.
- Servizio™ Mobile Service Solutions to enhance customer service through a suite of smart, customizable mobile apps for casino personnel that enable jackpot processing, player registration, proactive slot maintenance, and more – all from handheld mobile phones or mobile tablets.
- Also planned is Scientific Games' *Beverage Ordering Service System* ("BOSS") to enable patrons to order drinks directly from the *iVIEW* touch-screen on each slot machine.

Along with a robust suite of the Company's casino-management tools and technologies, Scientific Games will provide 1,427 of the 2,500 games on the new casino floor – a 57 percent floor share. The collection will consist of Scientific Games' newest and most innovative slot product lines, including the  $TwinStar^{TM}$  family and the ALPHA~2~Pro~Series line of cabinets that will host the most popular titles from Scientific Games' dominant gaming brands – Bally, Shuffle~Master, and WMS – as well as those from a variety of game manufacturers. ilani will

open with some of Scientific Games' most beloved slot titles like  $Quick\ Hit^{TM}$ ,  $Copper\ Dropper^{TM}$  and  $Li'l\ Red^{TM}$ , as well as premium offerings such as 88 Fortunes  $^{TM}$ ,  $Michael\ Jackson\ Wanna\ Be\ Startin'\ Somethin'$ , Titanic, and  $Friends^{TM}$ .

From its Shuffle Master table products suite, Scientific Games will provide Ultimate Texas Hold'Em and Three Card Poker proprietary poker games, along with an extensive Baccarat layout featuring 12 tables with the Dragon Bonus side bet - the industry's most popular Baccarat wager. The Company will also provide its Fortune Pai Gow and Kings Bounty Blackjack side bets.

As a leader in the table utilities category, Scientific Games is equipping ilani with its *i-Deal* and *MD3* card shufflers to offer speed and accuracy, productivity, and security.

The Company's SG Universe mobile product suite will power ilani's mobile and online presence with Mobile Concierge, Play4Fun social casino solutions, and Core Systems Integration – increasing engagement with ilani patrons at home, on-the-go, and during each visit to the casino floor.

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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 shufflers; 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 ScientificGames.com.

# **About ilani**

Located on a 156-acre site near La Center, Washington, ilani, developed by the Cowlitz Tribe and Salishan-Mohegan, a partnership that includes Mohegan Sun, one of the world's foremost gaming and entertainment developers and operators, is the West Coast's premier gaming, dining, entertainment and meeting destination. With 368,000 total square feet, ilani includes 100,000 square feet of gaming space with 2,500 slots and 80 gaming tables; 15 different

restaurants, bars and retail outlets; and a 2,500-seat meeting and entertainment venue hosting nationally recognized performances. ilani is slated to open in late spring 2017. For more information, visit www.ilaniresort.com and follow ilani on Facebook, Twitter and Instagram.

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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; 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 (including those fluctuations related to the affirmative vote in the U.K. to withdraw from the EU), restrictions on the payment of dividends from earnings, restrictions on the import of products and financial instability, including the potential impact to our business resulting from the affirmative vote in the U.K. to withdraw from the EU and 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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