



*Kambi Group plc

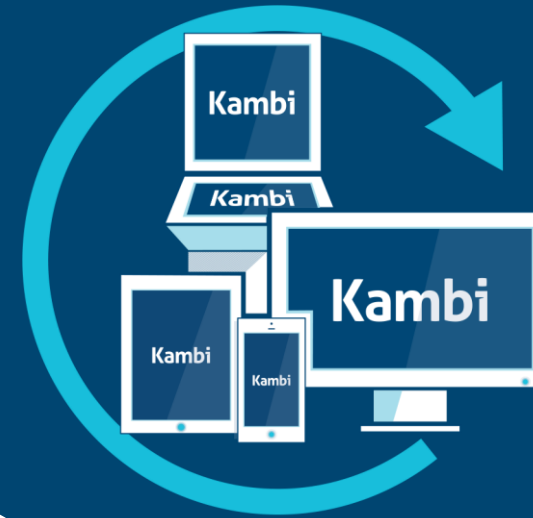
Q2 report 2017

Kambi

agenda

1. *Kambi overview & highlights*
2. *Financial update*
3. *Customer signings & award win*
4. *Summary*
5. *Q&A*

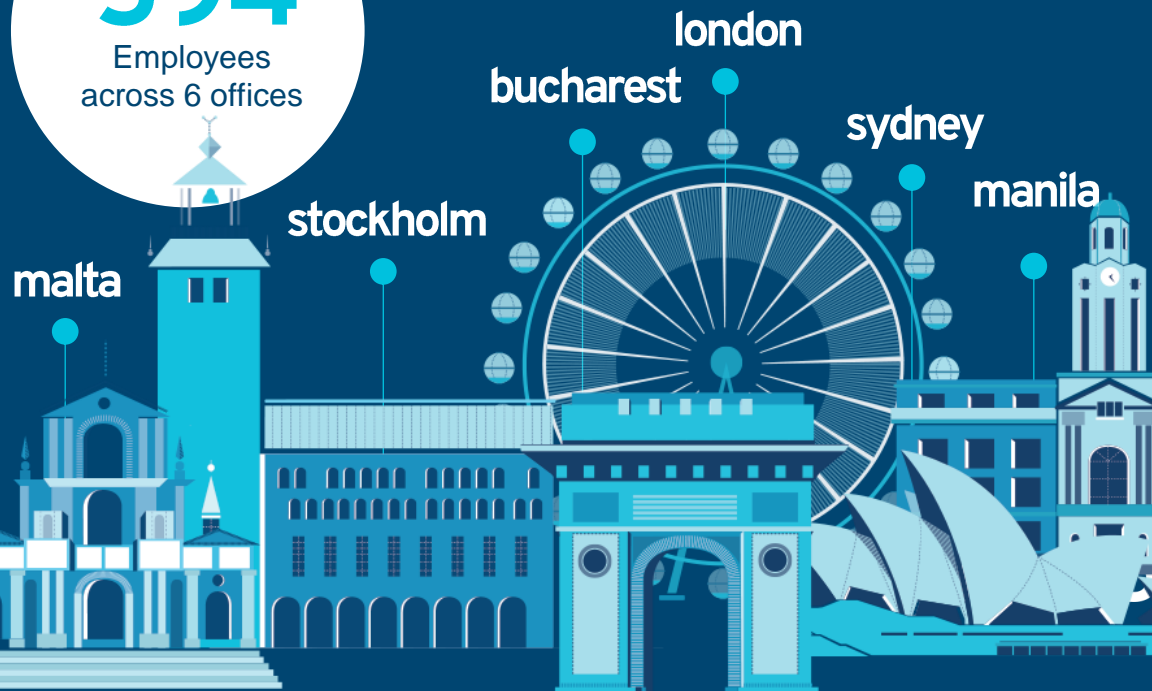
Kambi overview



Turnkey sports betting service

594

Employees across 6 offices



Highlights and key events

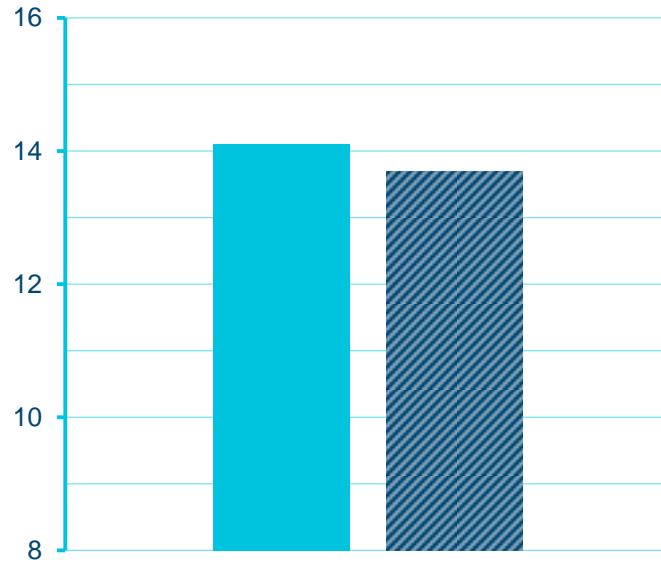
- Extended agreement with 888sport for the long-term
- New customer agreement: Corredor Empresarial – BetPlay
- Solid turnover growth from our operators
- Kambi winner of the EGR B2B award 'Sports betting supplier 2017'

+16%

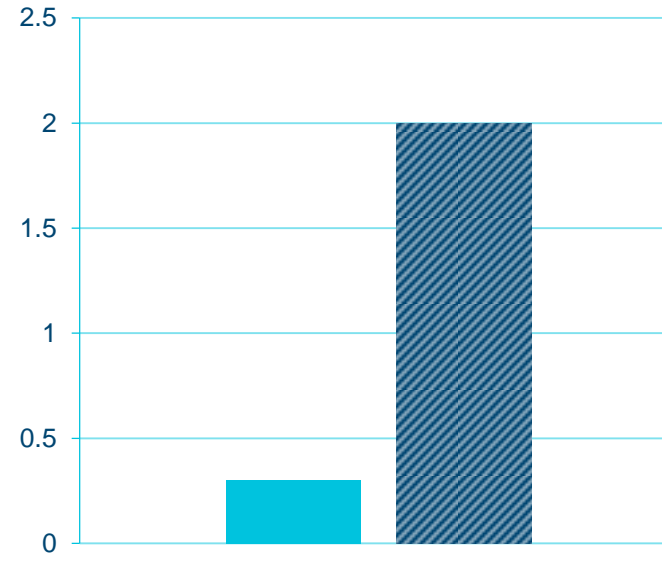
Operator turnover growth

Financial headlines

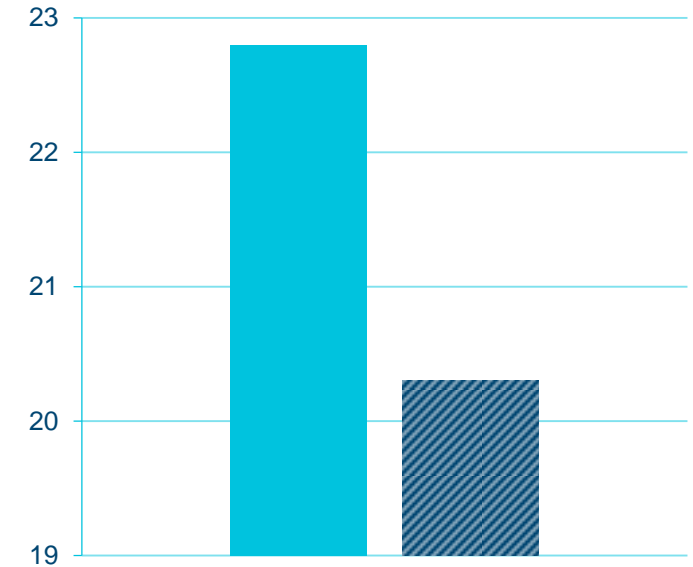
Revenue (€m)



Operating Profit (€m)



Net cash (€m)

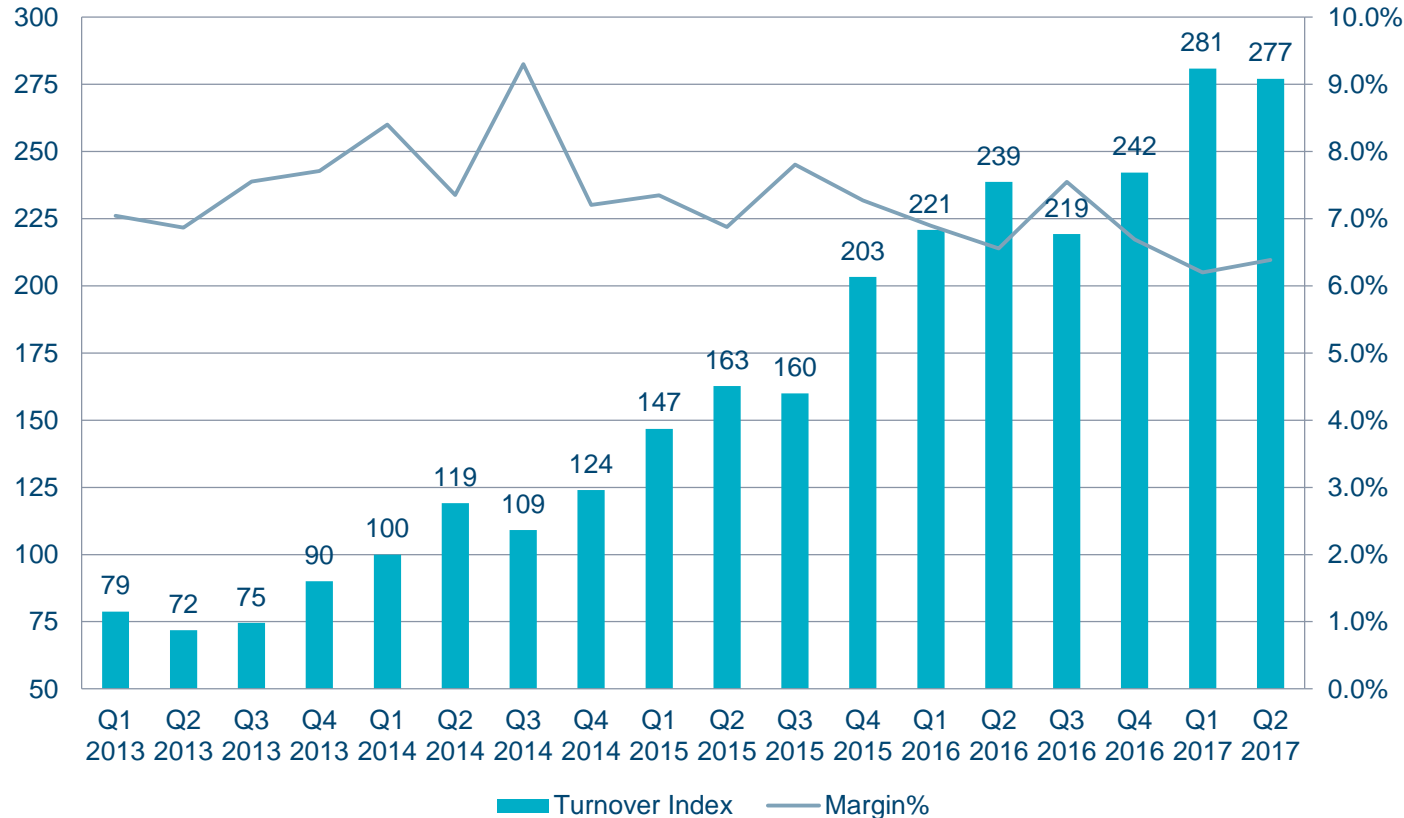


Q2 2017

Q2 2016

Operator trading analysis

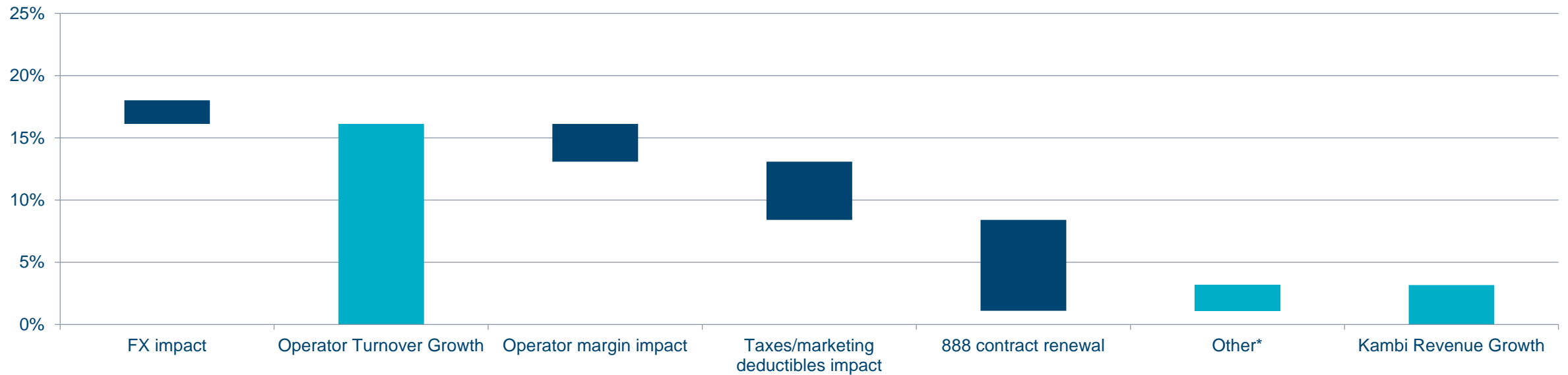
Kambi's operators' turnover & trading margin



- Operator turnover increased by 16% compared to Q2 2016, to the second highest level since inception
- Operator margin before marketing deductibles was 6.3%

Growth in operator turnover and Kambi revenue

Q2 2017 vs Q2 2016



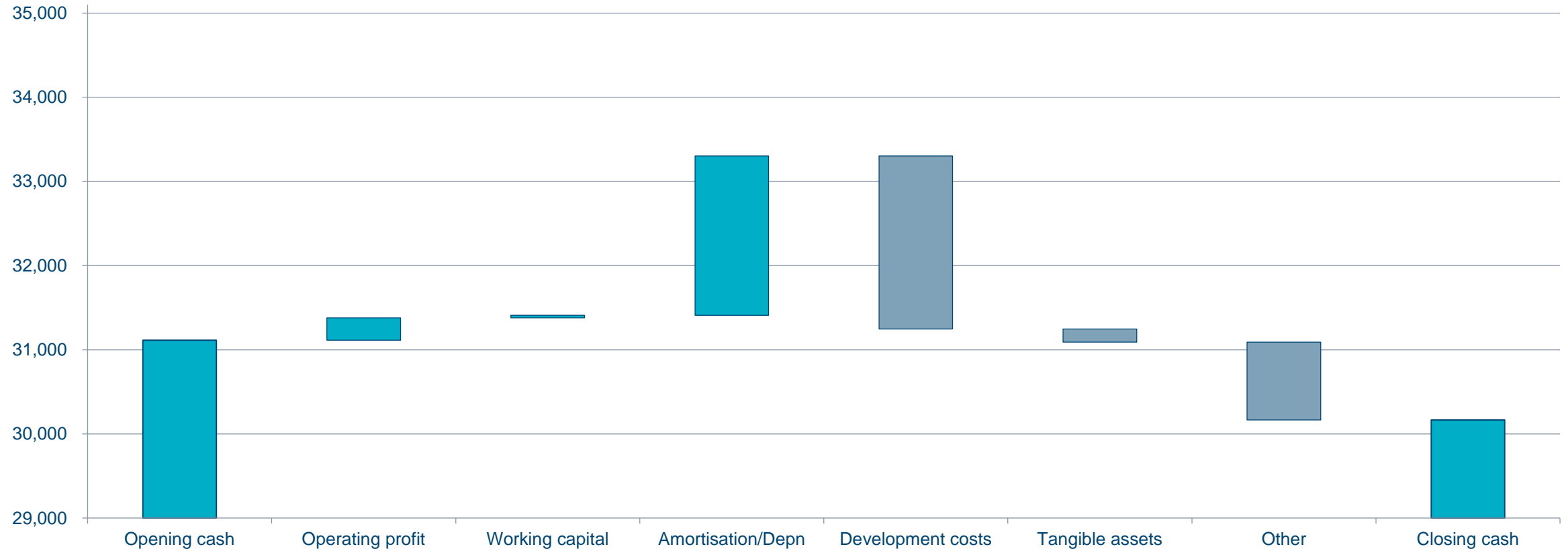
*Other includes the impact of volume-related commission tiers, fixed revenues and €0.3m contingent asset settlement

Income statement

€m	Q2 2017	Q2 2016	H1 2017	H1 2016
Revenue	14.1	13.7	28.3	26.9
Operating expenses	-13.8	-11.7	-26.7	-23.0
Operating profit	0.3	2.0	1.6	3.9
Finance costs/Tax	-0.2	-0.2	-0.4	-0.5
Profit after tax	0.1	1.8	1.2	3.6

Cash flow

€ '000



Extended long-term contract with 888sport

- Major win: long-term extension of Kambi's premium services to 888sports' fast growing sport brand
- Very successful 4 year partnership
- Recognition of Kambi as the Sportsbook supplier of choice
- Securing market leadership and continued growth for both Kambi and 888sport



> 500%

Increase in 888sports' revenues since 2013

Agreement signed with Corredor Empresarial S.A.



- Agreement signed with Latin America’s largest ‘games of chance’ network – Colombian Corredor Empresarial
- Key strategic partner in Colombia
- >25,000 retail outlets with 7m daily customers
- Kambi to provide its premium sports betting service to BetPlay
- Kambi’s exposure to Latin America expanded

Kambi wins EGR B2B Award

Sports Betting Supplier of the year



- Winner of the category ‘Sports Betting Supplier 2017’
- Recognition of Kambi’s Sportsbook quality service, operator performance and 6 new operators in 18 months
- Reaffirming Kambi’s position as the industry’s leading B2B Sportsbook provider

Summary

Solid 16% growth in
our operators' turnover

Extension of 888sport's
contract and new customer
Corredor Empresarial S.A.

Strong foundation
for future growth

thank you

Kambi