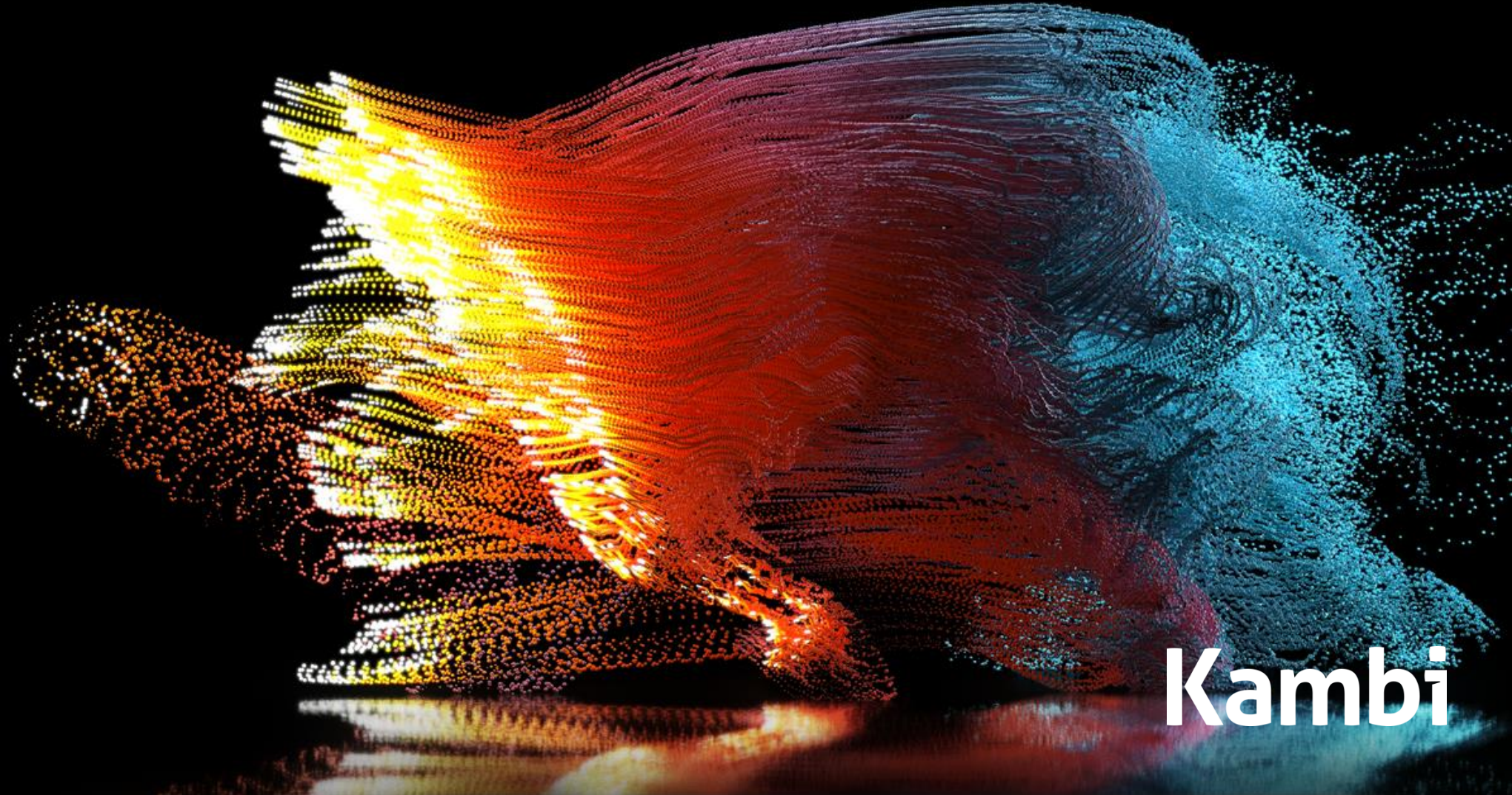


Kambi Group plc

Q1 Report

27 April 2016



Kambi

Outline

1 Kambi overview

2 Financial update

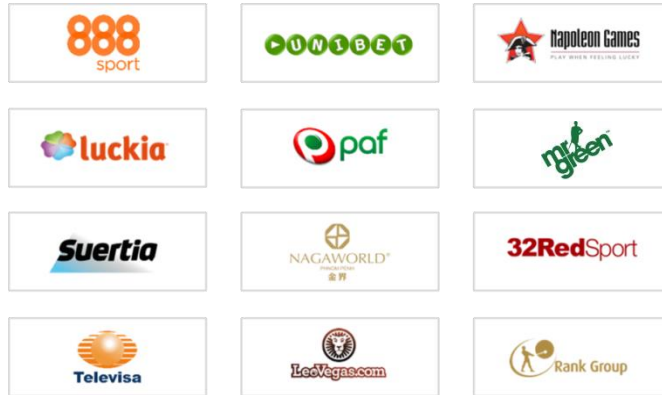
3 New customer signings

4 HTML5

5 Summary

6 Q&A

Kambi overview



Top performing operators

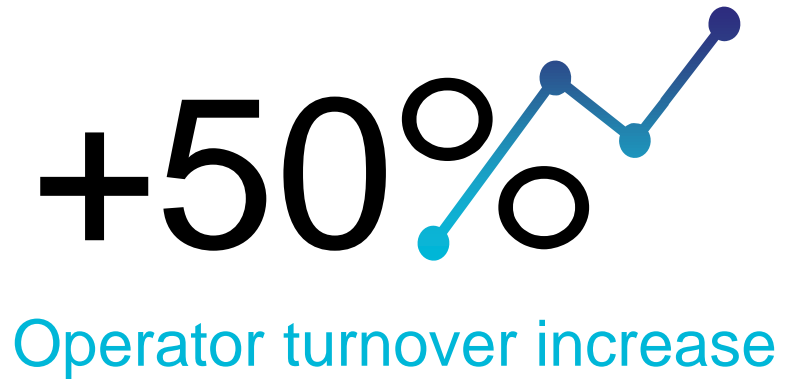


Turnkey sports betting service

467 Employees

Malta, Bucharest, London, Manila, Stockholm

Highlights



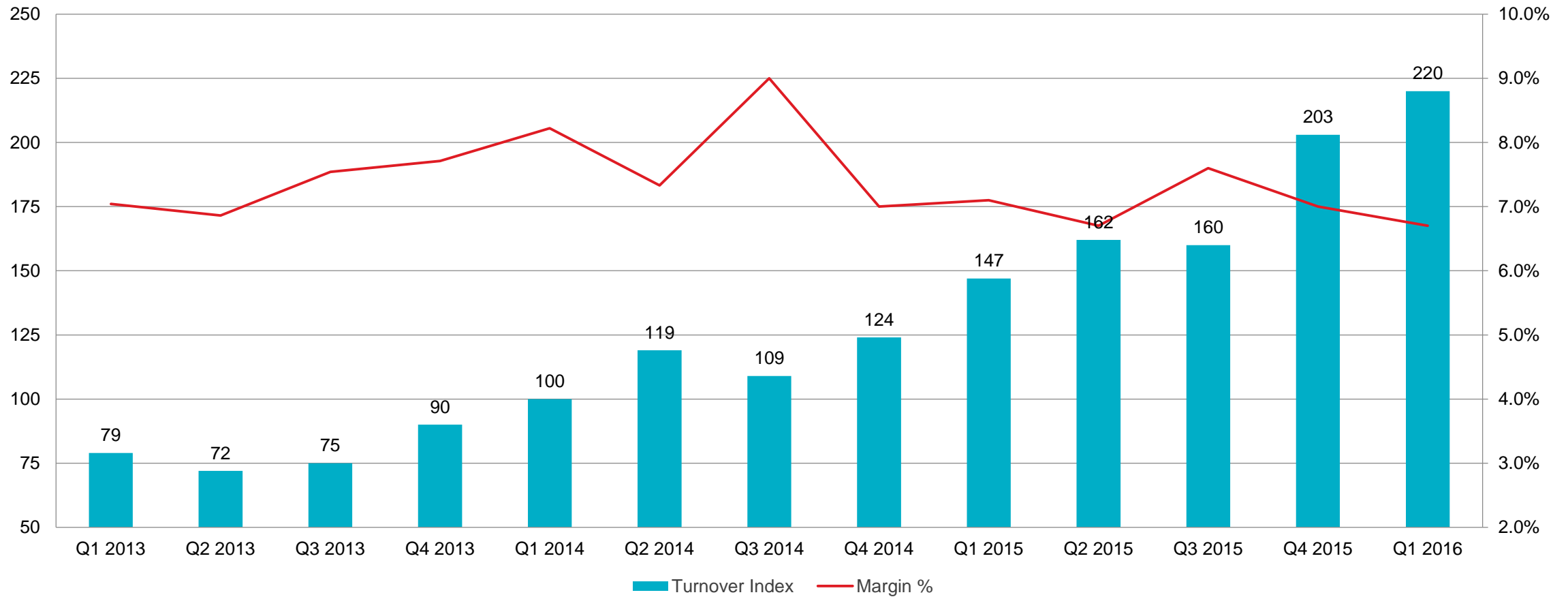
- Kambi signed 2 eGR Power 50 operators in Q1: LeoVegas and Rank Group
- In April, we added a 3rd gaming operator: Mr Green
- The HTML5 client is being rolled to all our operators
- The upgraded Italian service is live with 3 operators
- Spanish operator Premier Apuestas mutually agreed with Kambi to end the partnership

Financial headlines

	Q1 2016	Q1 2015
Revenue	€13.3m	€10.0m
Operating profit	€2.0m	€0.8m
Operating margin	15%	8%
Cash flow	€1.4m	€1.0m
Net cash	€21.7m	€16.9m

Operator trading analysis

Turnover & margin



Income statement

€m	Q1 2016	Q1 2015
Revenue	13.3	10.0
Operating expenses	-11.3	-9.1
<i>Operating profit</i>	<i>2.0</i>	<i>0.8</i>
Finance costs	-0.1	-0.1
Tax	-0.1	-0.2
<i>Profit after tax</i>	<i>1.8</i>	<i>0.6</i>

New customer signings

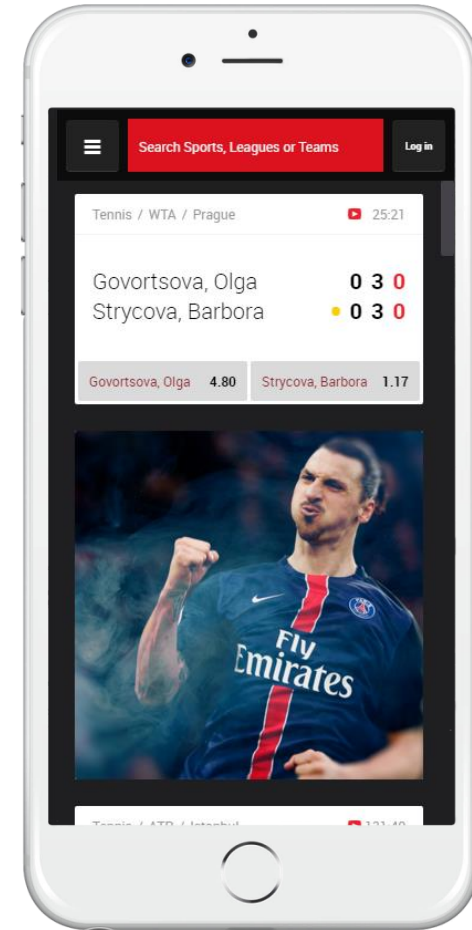
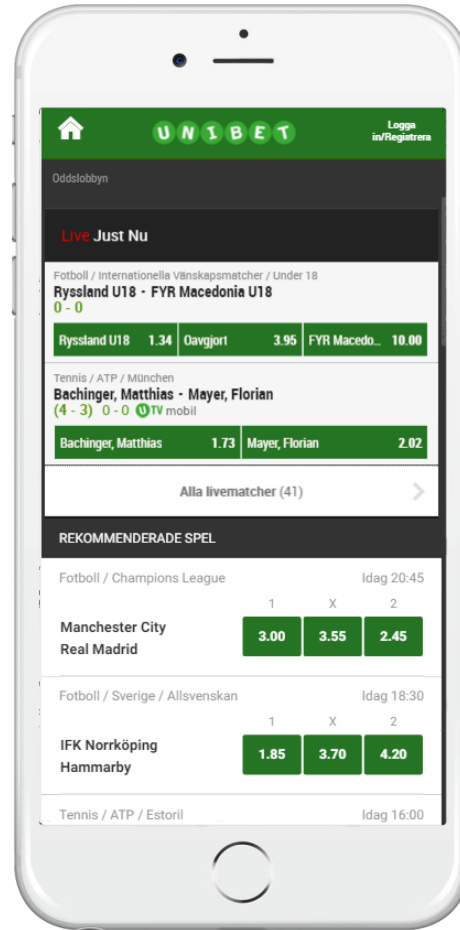
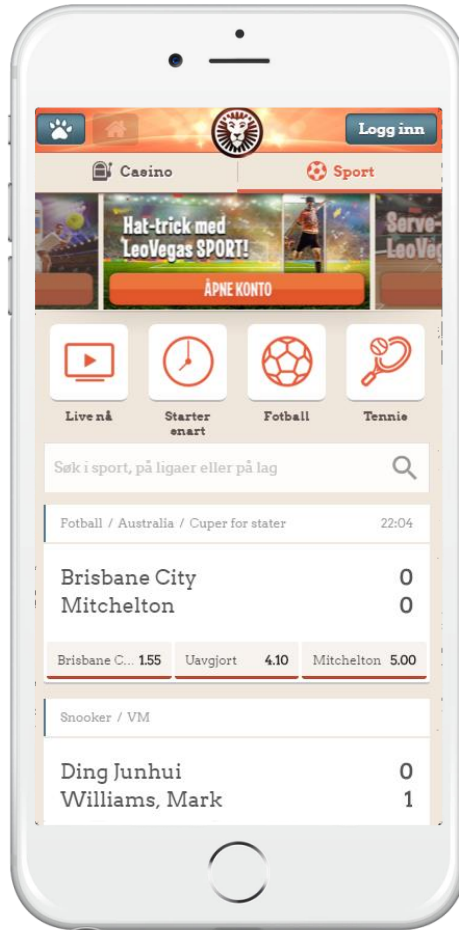


- Mr Green is an award winning online gaming company
- They offer online casino in 13 countries, mainly in Europe
- Sports betting is a new vertical
- Listed on the Swedish market place Aktietorget
- Mr Green is ranked 29th on the 2015 eGR Power 50 list



HTML5 client

LeoVegas, Unibet & Napoleon differentiation



HTML5 client

New features

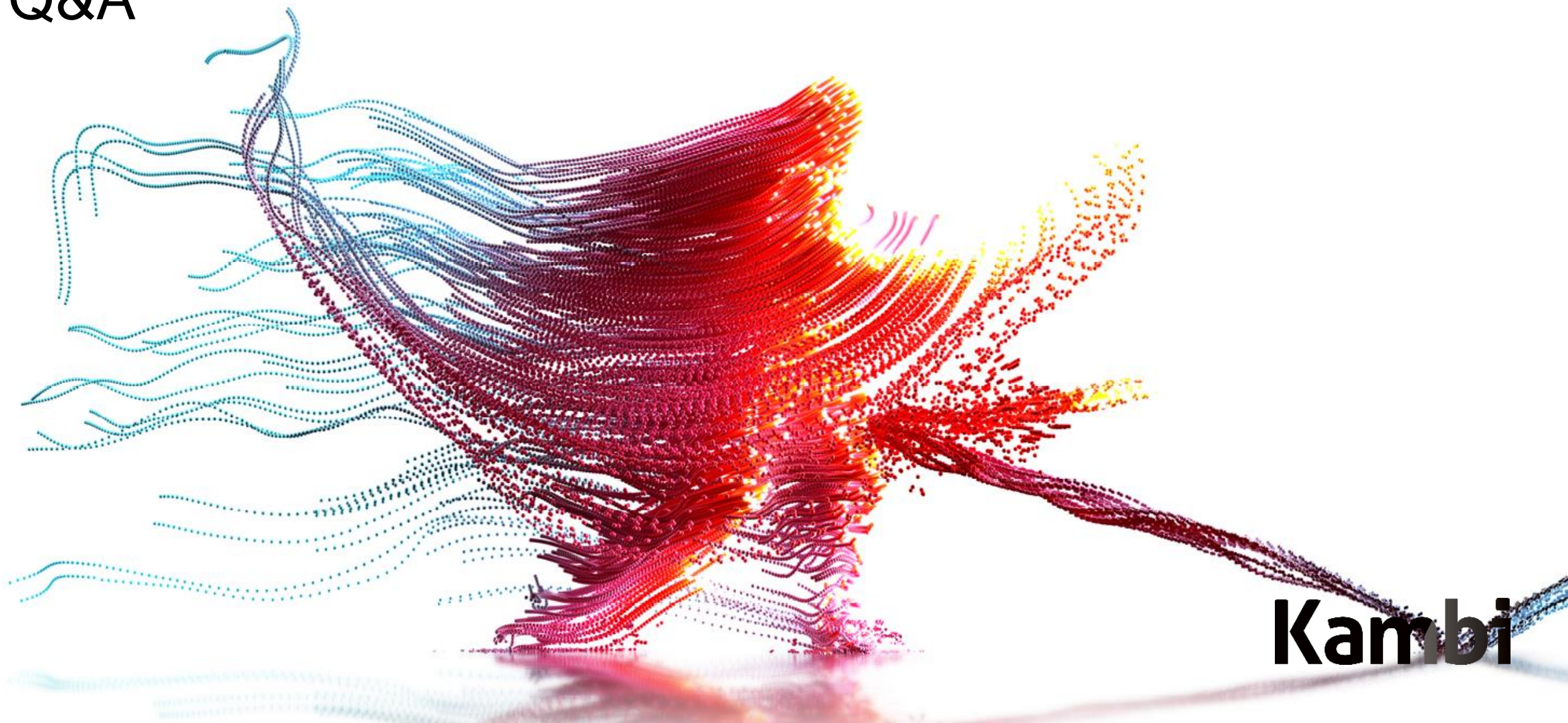


Summary

- Exceptional performance by our operators
- 3 new operators signed this year
- HTML5 is now available to all operators
- Kambi is well positioned for the upcoming sporting events: Euro 2016 & the Olympics

Thank you!

Q&A



Kambi