

Kambi Group plc

2021 AGM

Stockholm 11 May 2021



Kambi at a glance

Leading B2B provider of premium end-to-end sports betting services



A global
organisation

903
employees

Australia | Malta | Philippines | Romania | Sweden | U.K. | U.S.

Kambi

Kambi at a glance

Leading B2B provider of premium sports betting services

Business model

- Kambi mainly operates on a revenue share model, thus Kambi's growth is dependent on its operators' success
- The foundation of the strategy is based on scalability and the majority of its cost base is fixed
- Continuous investment into proprietary technology to maintain its market leadership
- Highest level of corporate probity and integrity

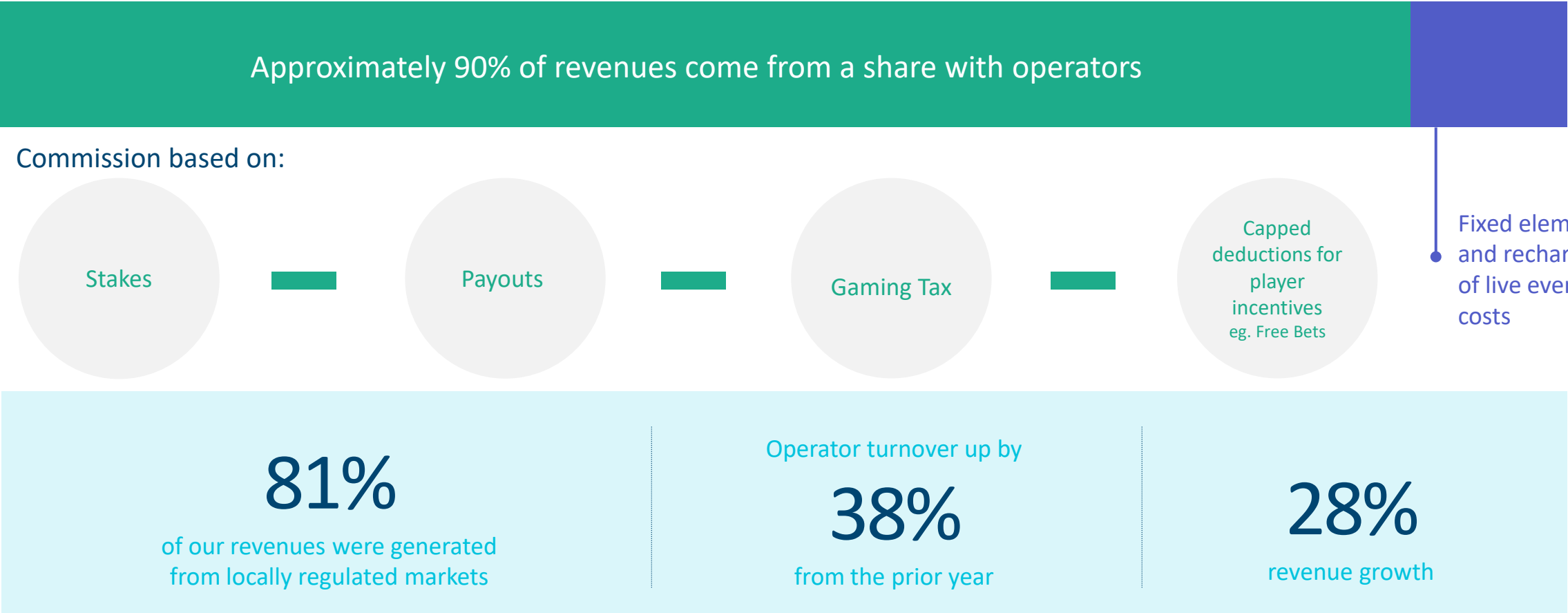
30+ Operators



Kambi

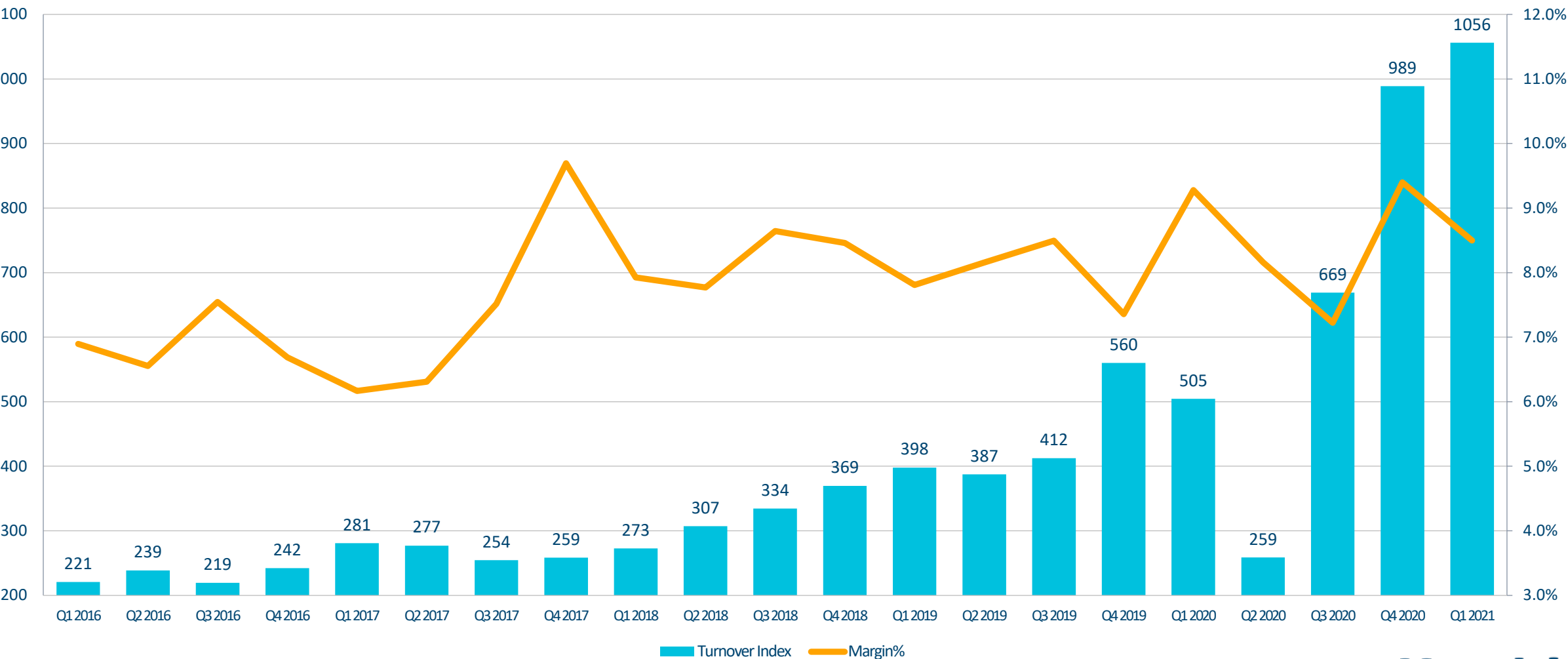
Business model

Scalable solutions and commercial model based on revenue share



Operator trading analysis

Kambi operators' turnover and trading margin

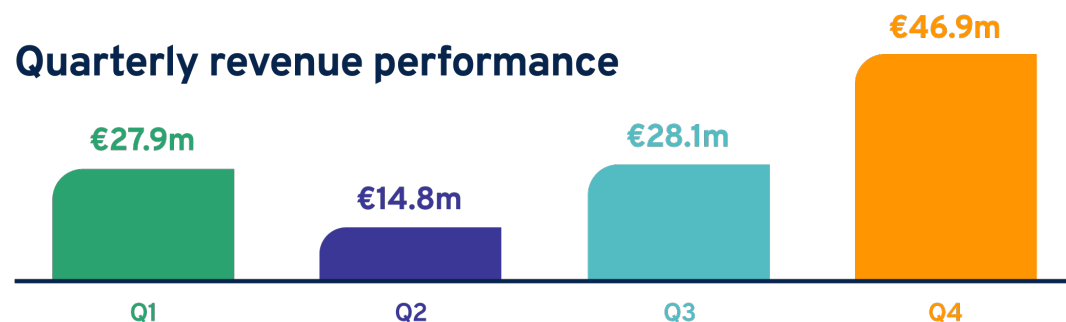


Overview and highlights

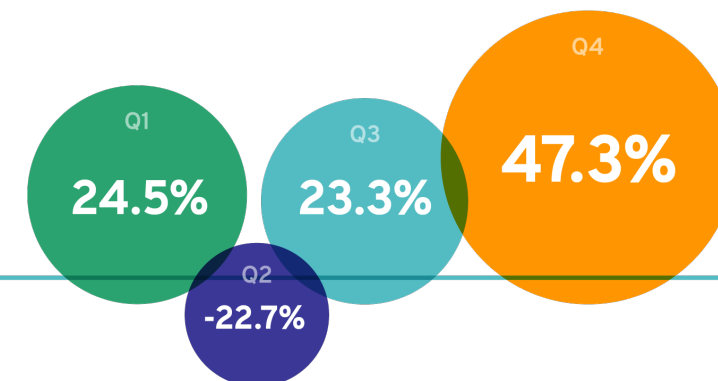
2020 in numbers

Kambi revenue: up **28%** to **€117.7m**

Quarterly revenue performance



Quarterly operating margin



30+ partners across six continents

4 new partner signings in 2020

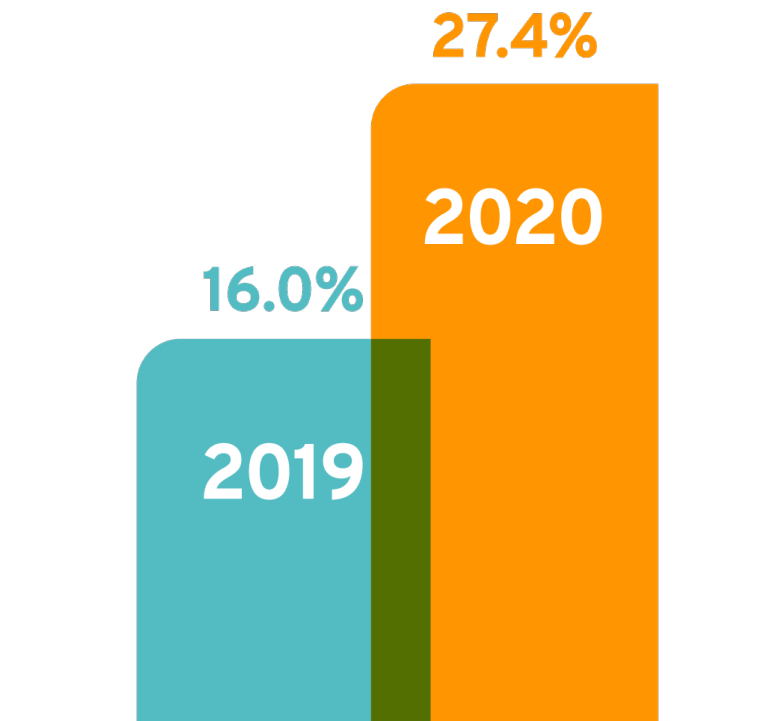


Kambi

Overview and highlights

2020 in numbers

Annual operating margin



50 online and on-property partner launches



3 million+ active online player accounts



Active in 14 US states with 5 added in 2020



Active players: increased 40%
(Dec 2019 versus Dec 2020)



Bets placed: increased 27%
(year-on-year)

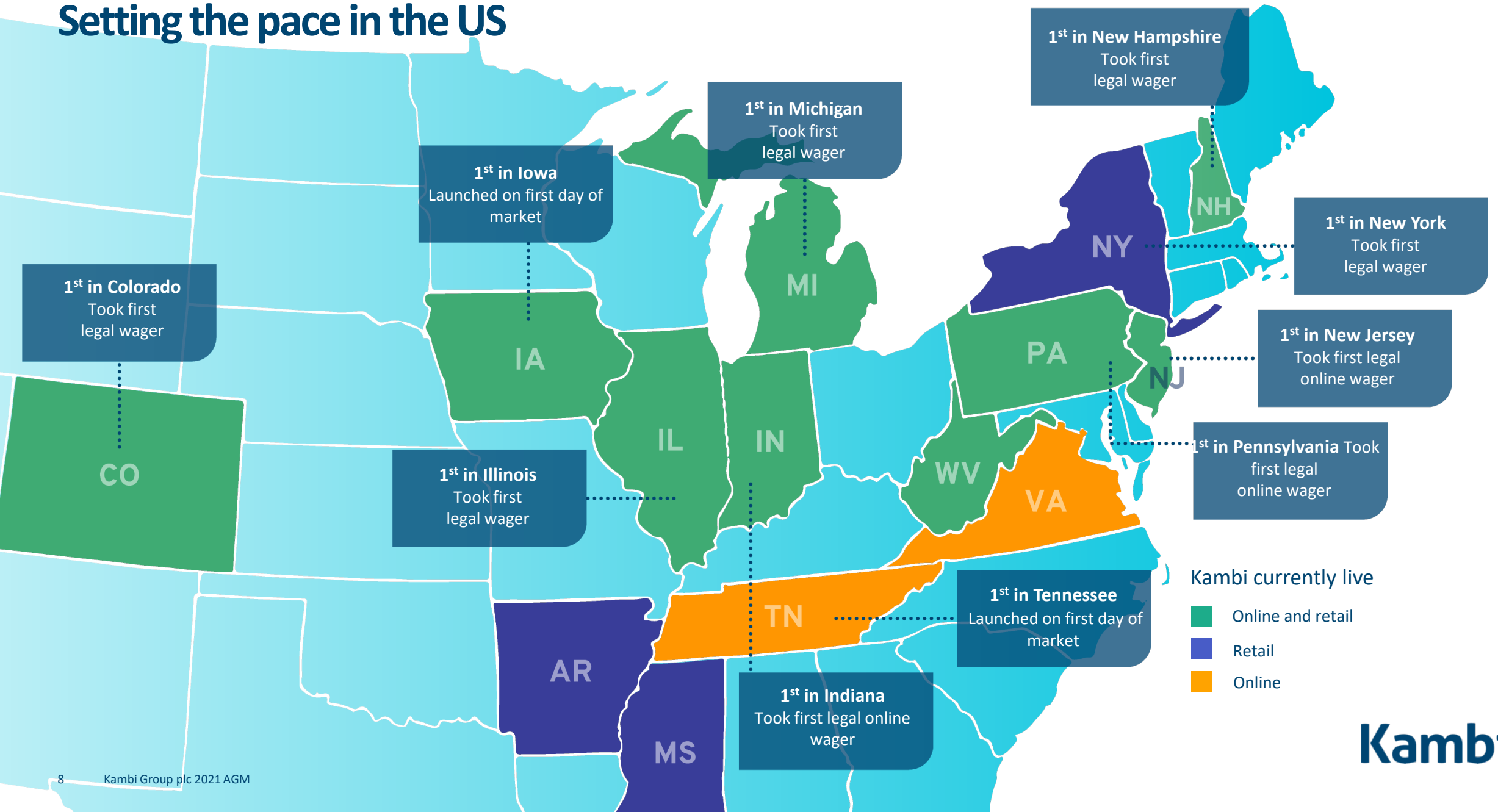
Monthly transactions: 530,000,000

Industry awards:



Kambi

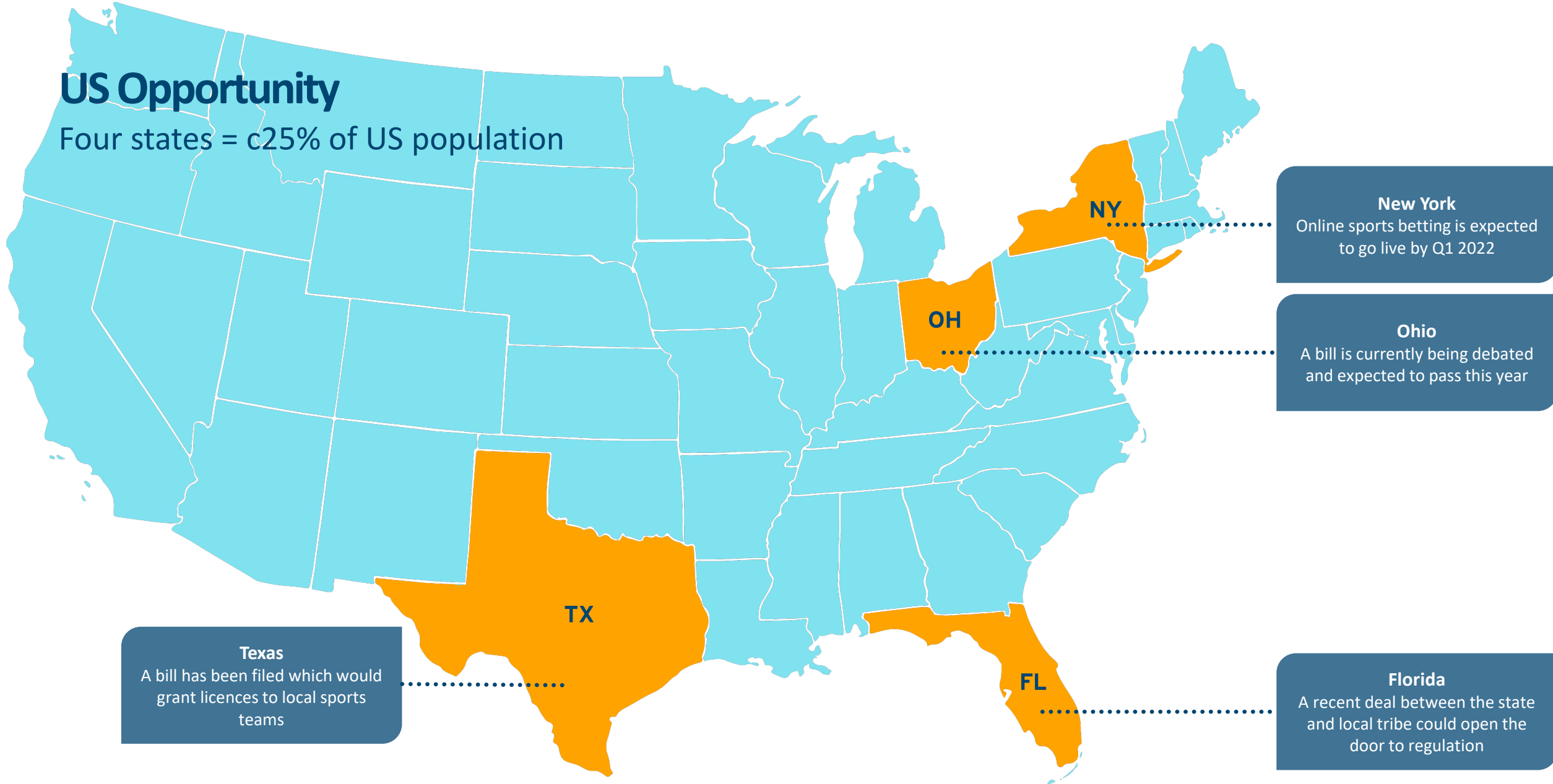
Setting the pace in the US



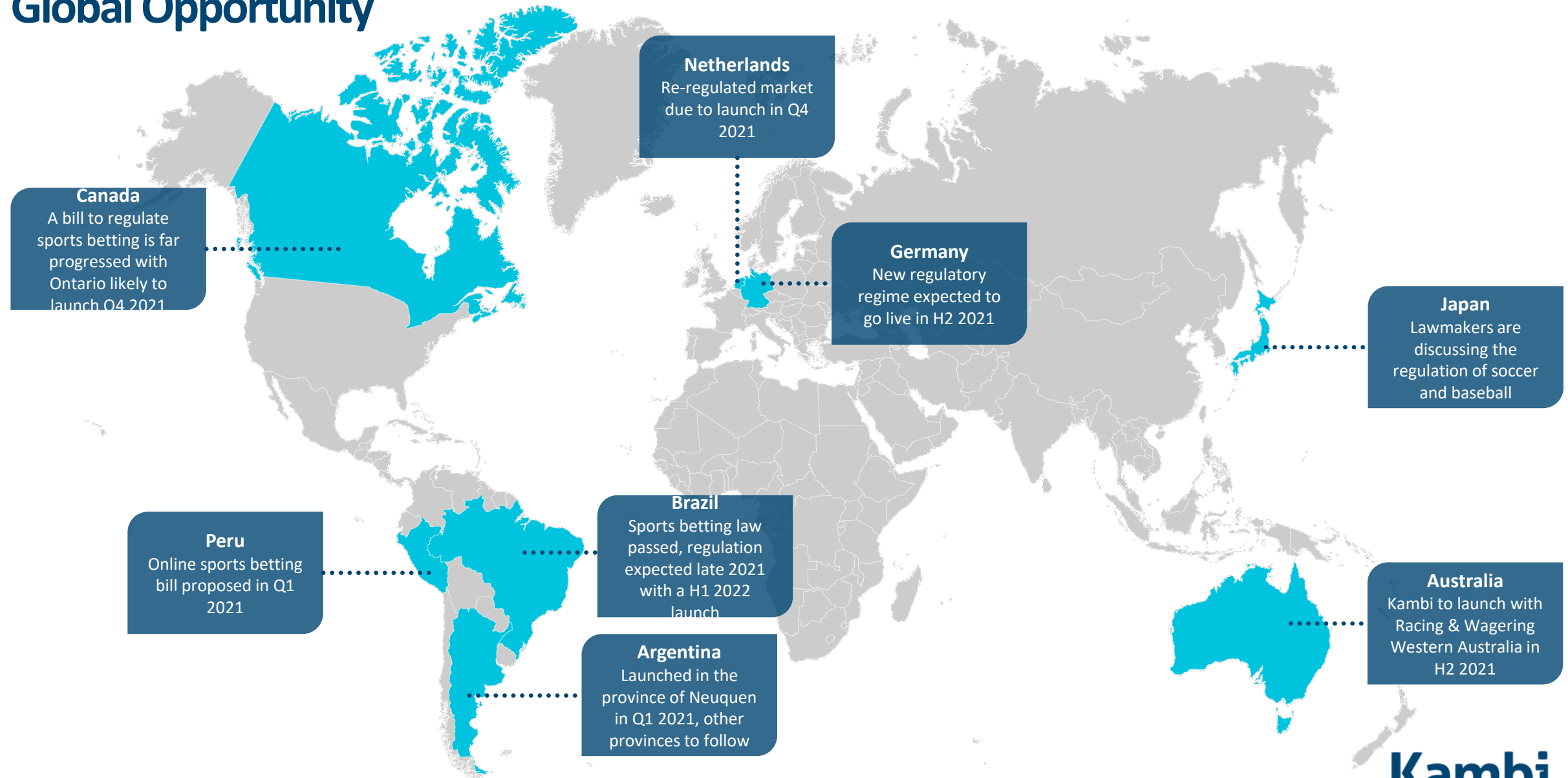
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US Opportunity

Four states = c25% of US population



Global Opportunity



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