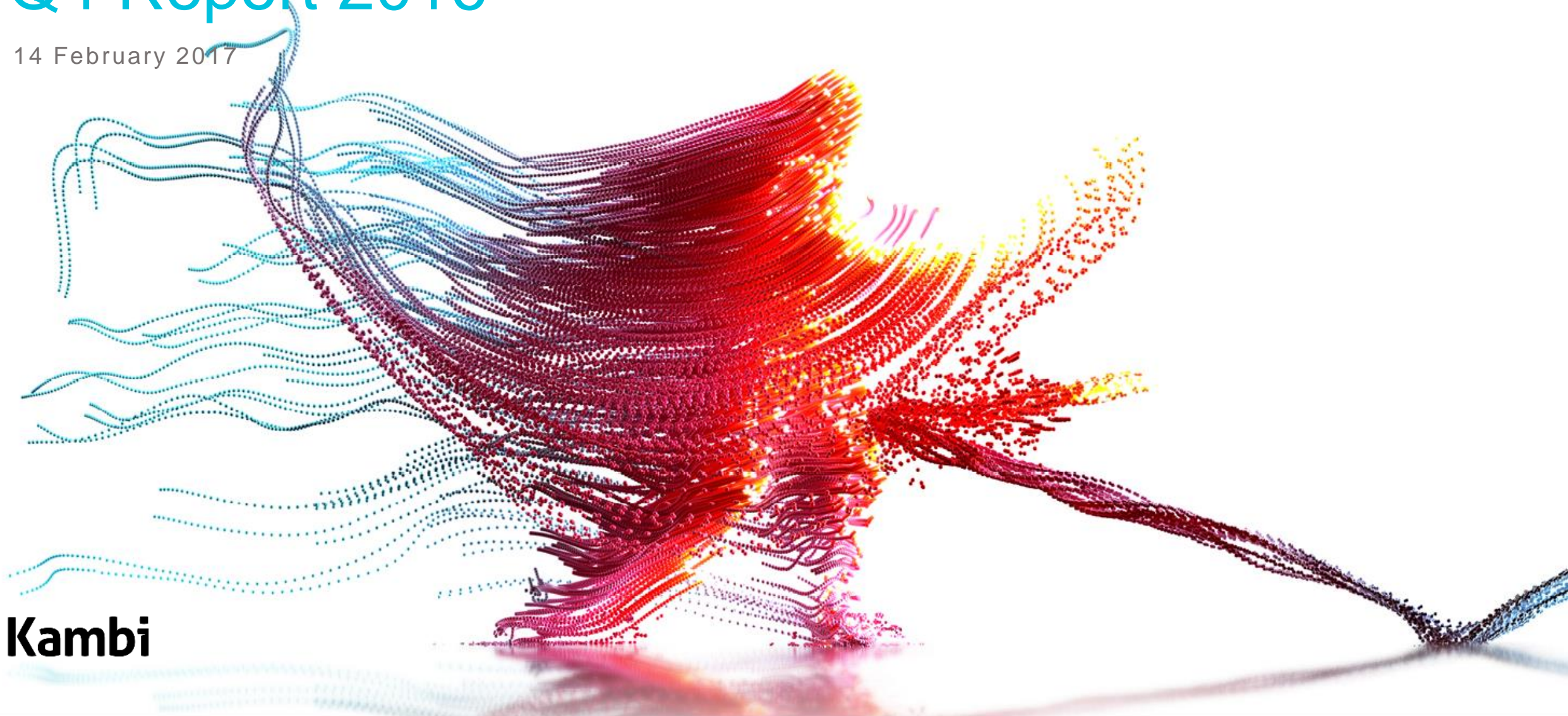


# Kambi Group plc

## Q4 Report 2016

14 February 2017



**Kambi**

# Outline for today

1 Kambi overview and highlights

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2 Financial update

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3 New customer signings

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4 Price Differentiation

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6 Summary

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7 Q&A

# Kambi overview

## TOP PERFORMING OPERATORS

888  
sport

UNIBET

Napoleon Games  
PLAY WHEN FEELING LUCKY

R. FRANCO

paf

mr  
green

Suertia

NAGAWORLD®  
PHNOM PENH  
金界

32RedSport

Televisa

LeoVegas.com

Rank Group

green  
...tube

NOVOMATIC INTERACTIVE

## TURNKEY SPORTS BETTING SERVICE



525  
EMPLOYEES

LONDON  
MALTA

STOCKHOLM  
BUCHAREST

MANILA

SYDNEY

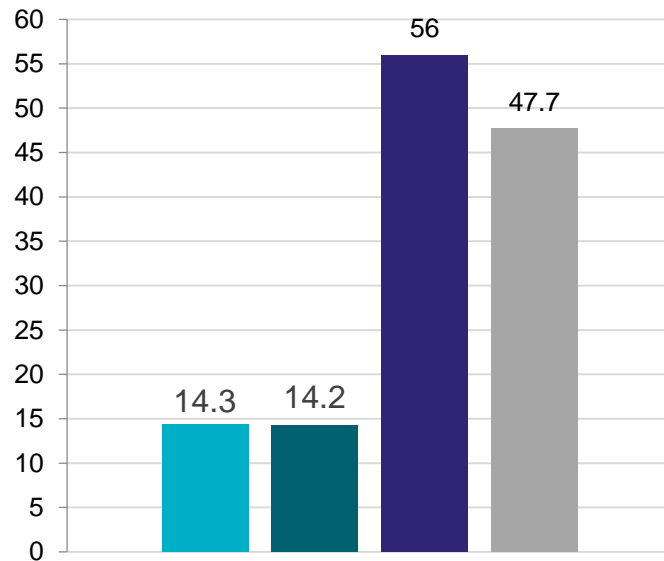
# Highlights and key events



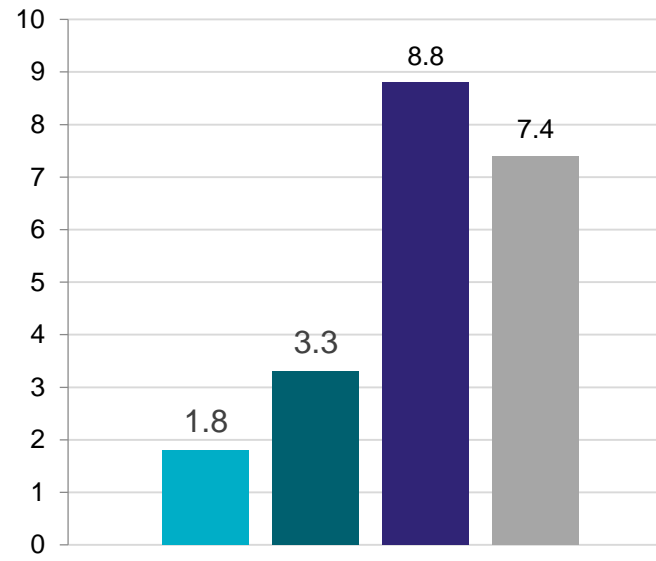
- Quarter affected by player-friendly results
- Solid turnover growth from our operators
- Two new customer agreements: Televisa and Greentube
- Seven of our operators made the eGR Power50 list
- Price Differentiation tool introduced - empowering operators with greater flexibility

# Financial headlines

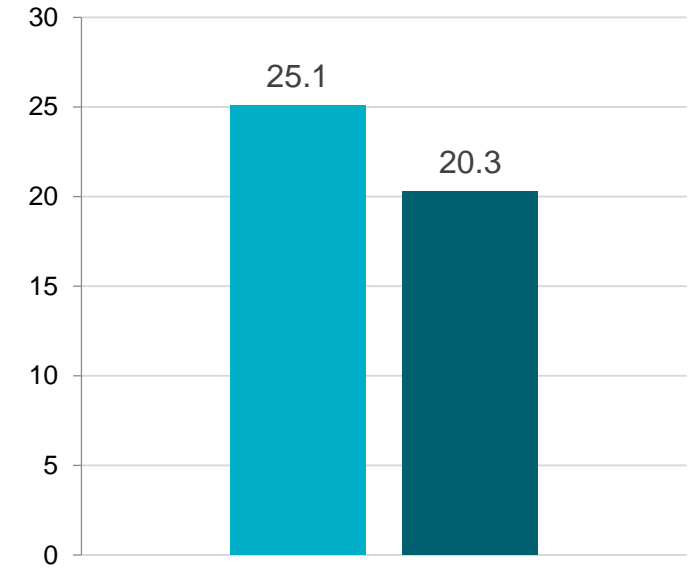
## Revenue (€m)



## Operating Profit (€m)



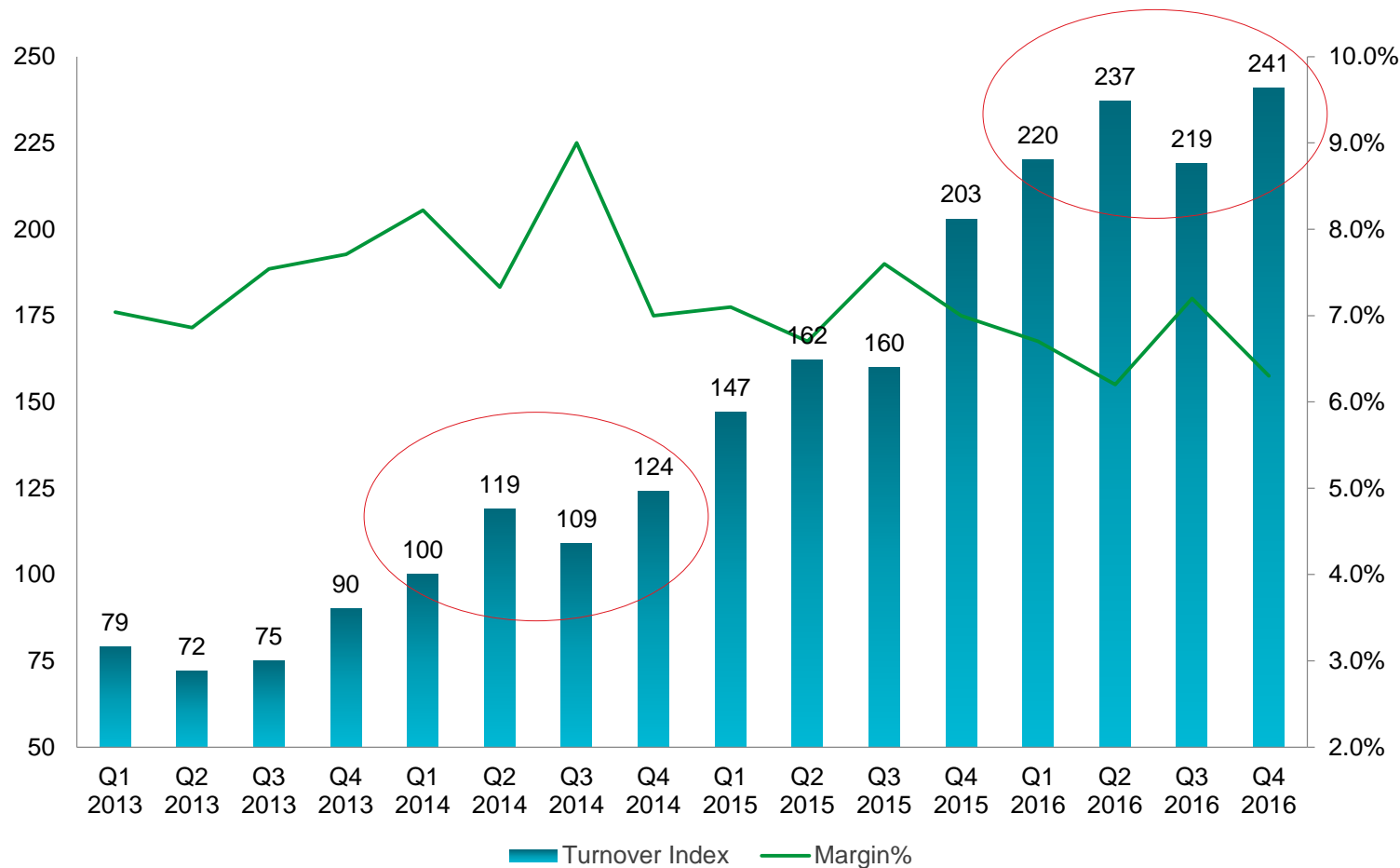
## Net cash (€m)



Q4 2016 Q4 2015 FY 2016 FY 2015

# Operator trading analysis

## Turnover & margin



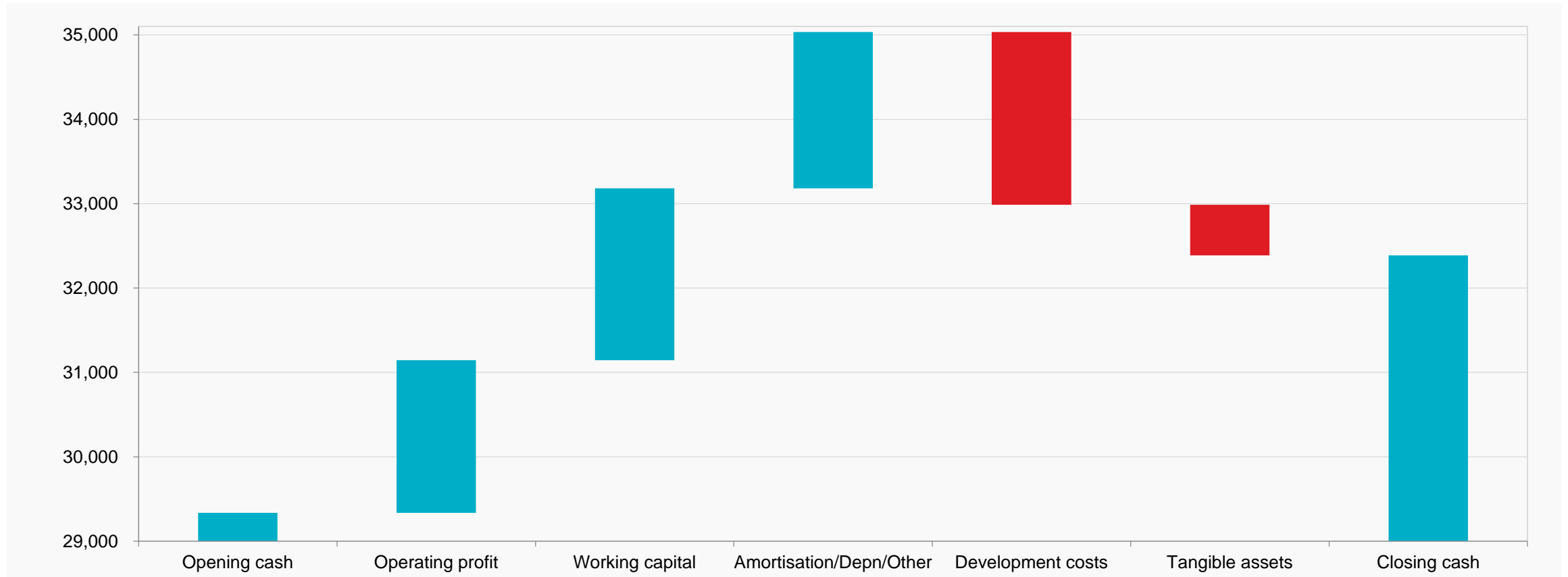
- The graph shows Kambi's operators' quarterly betting turnover and margin
- Operator turnover increased by 19% compared to Q4 2015
- Player-friendly results led to a lower than average margin of 6.3%
- Circled areas indicate typical quarterly trend after major events

# Income statement

€m	Q4 2016	Q4 2015	FY 2016	FY 2015
Revenue	14.3	14.2	56.0	47.7
Operating expenses	-12.5	-10.9	-47.2	-40.3
Operating profit	1.8	3.3	8.8	7.4
Finance costs / Tax	-0.7	-0.4	-1.3	-1.2
Profit after tax	1.2	2.9	7.5	6.2

# Cash flow

€ '000





# Agreement signed with Televisa



- First customer signing in Latin America
- Kambi to provide sports betting services to Televisa's PlayCity brand with 17 casinos & online
- Televisa is the largest media organisation in Latin America & the largest land-based brand in the Mexican casino market

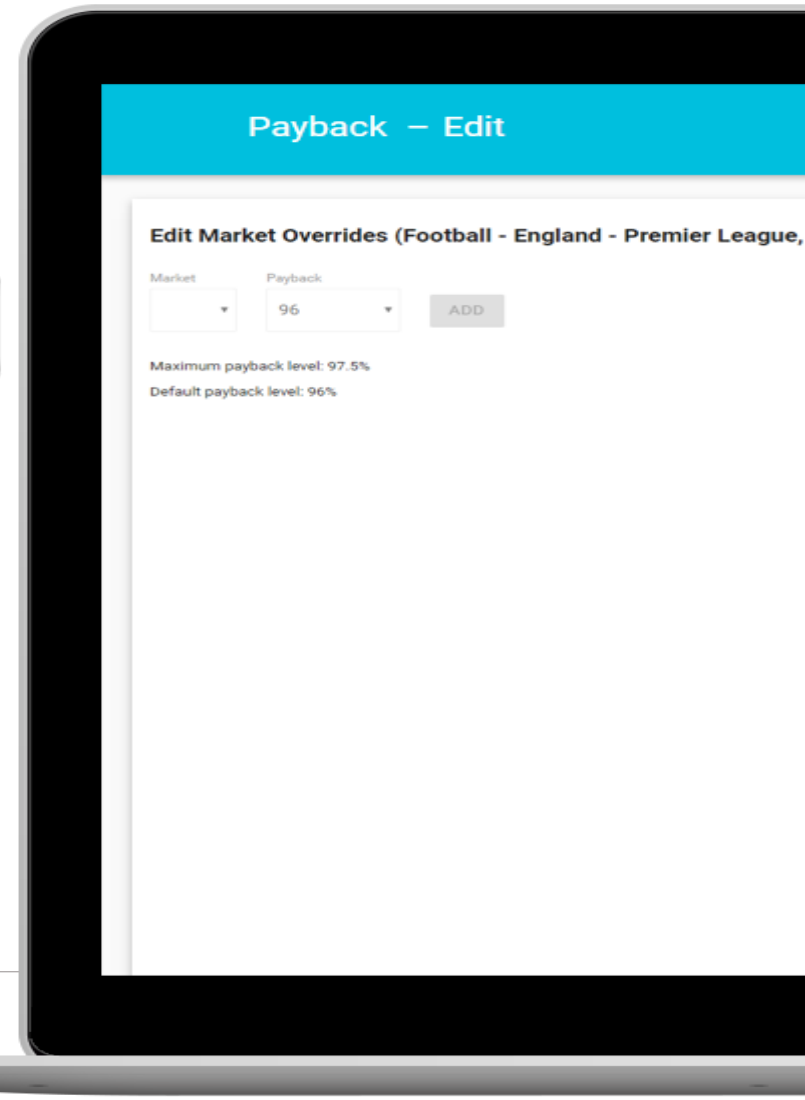
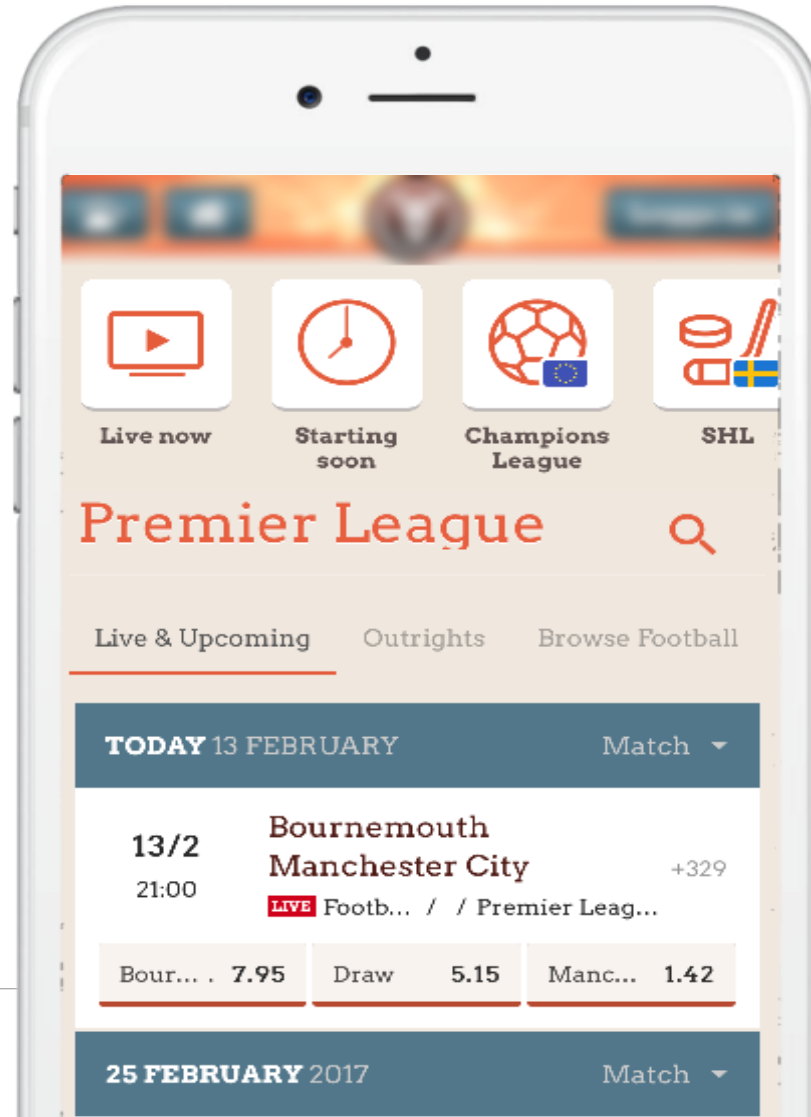
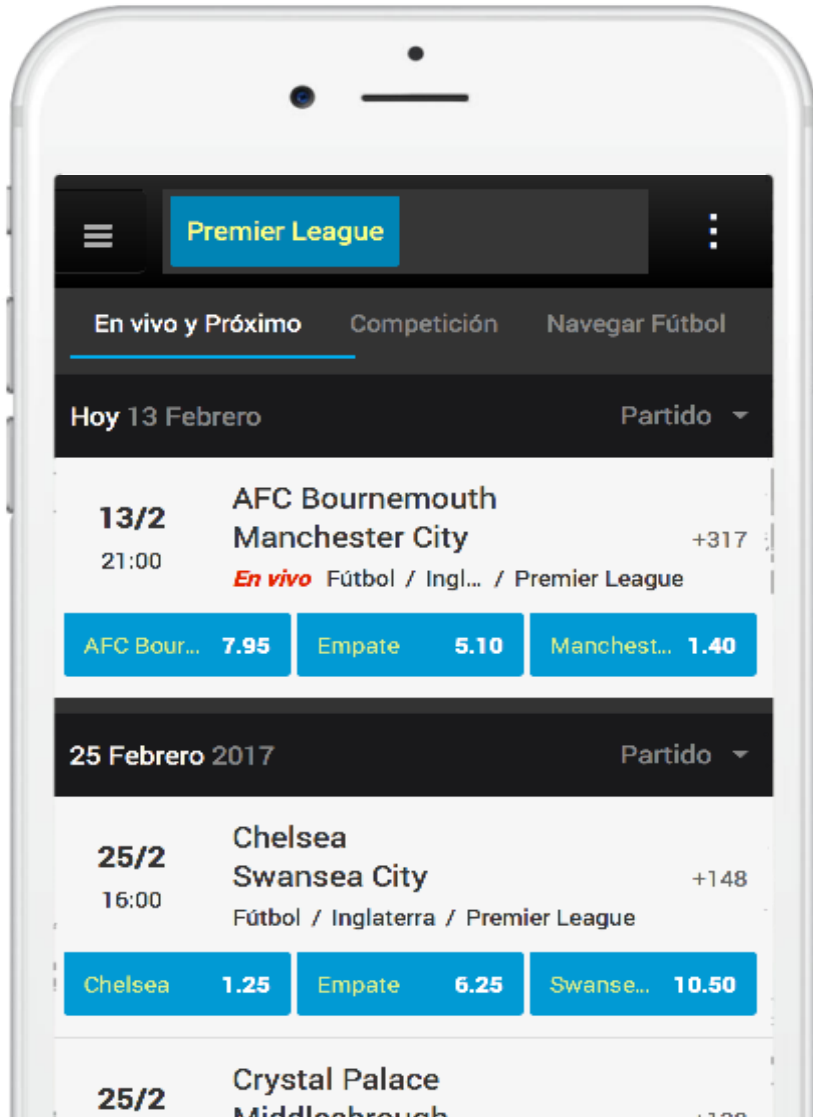
## Agreement signed with Greentube



- Kambi to provide sports betting services to complement Greentube's successful online casino brands expanding across Europe
- 100% owned by Novomatic Group, one of the largest gaming technology companies in the world
- This follows the MoU with Novomatic Lottery Solutions in October 2016

# Price Differentiation

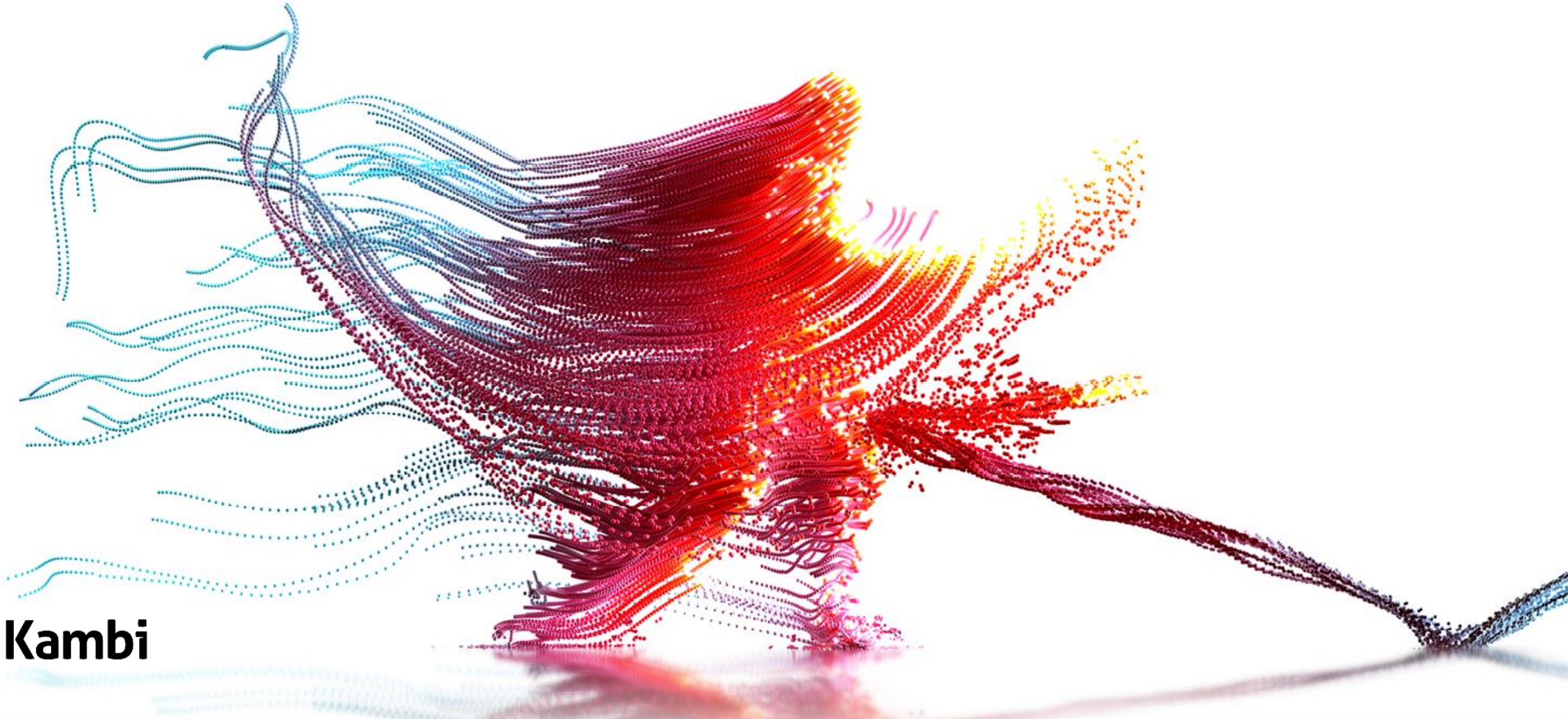
Varying paybacks between leagues and countries



# Summary



Thank you  
Q&A



**Kambi**