

Kambi Group plc

Q1 Report 2018

25 April 2018, Stockholm

Agenda

1. Kambi overview & highlights
2. Financial update
3. Customer signings
4. Kambi investment in Virtus Sports
5. New customer growth
6. Kambi initiatives
7. Summary
8. Q&A

Kambi at a glance

Leading B2B provider of premium sports betting services



620
employees

Bucharest | London | Malta | Manila | Stockholm | Sydney

Kambi

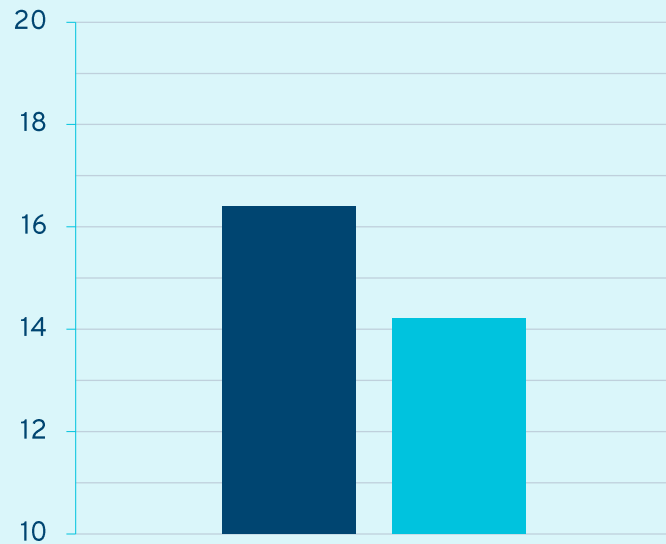
Highlights

- Strong financial performance with 15% year-on-year revenue growth
- Operator trading margin for the quarter was 7.9%
- Signed two new customers: Casumo and Stanleybet Romania (Q2)
- Officially launched two customers: National Lottery AD and BetPlay
- Acquired stake in virtual sports start-up Virtus Sports

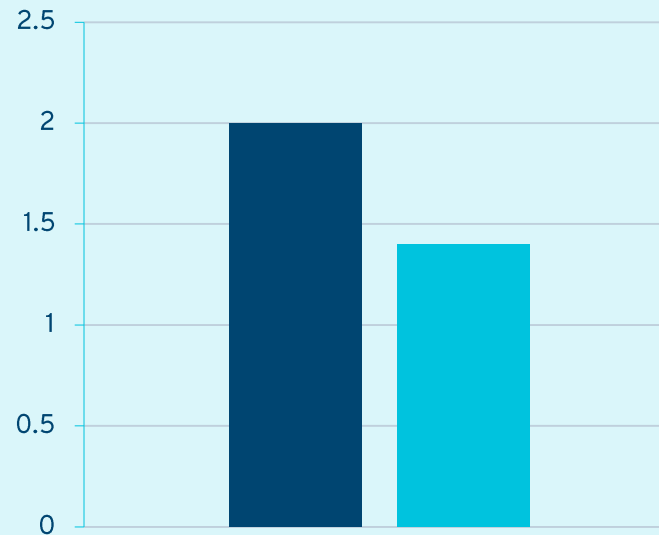
15%
revenue growth

Financial headlines

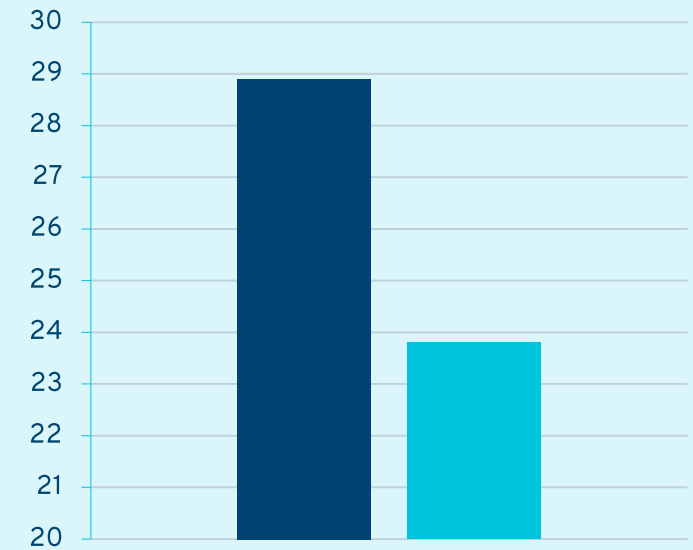
Revenue (€m)



Operating Profit (€m)



Net cash (€m)

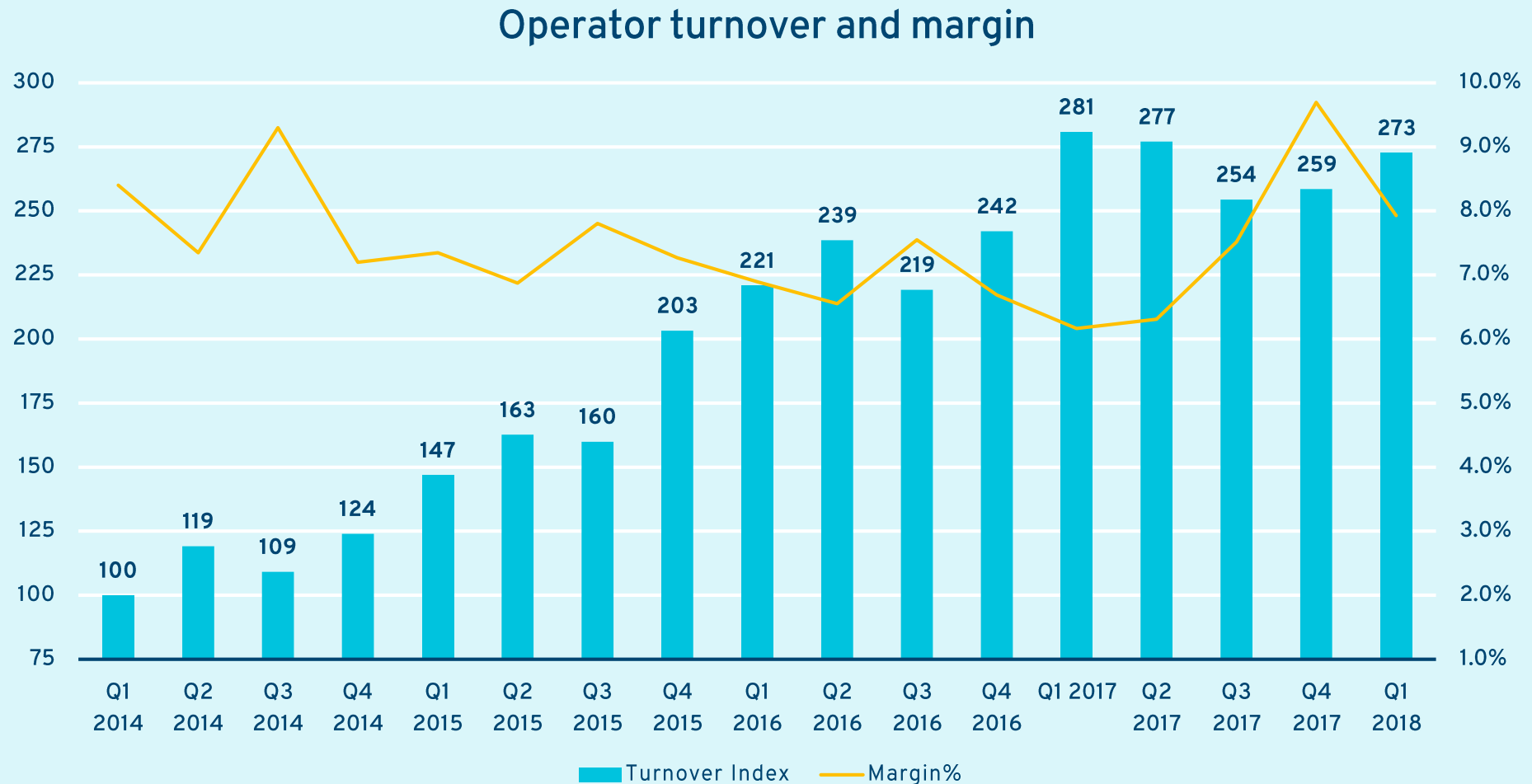


■ Q1 2018

■ Q1 2017

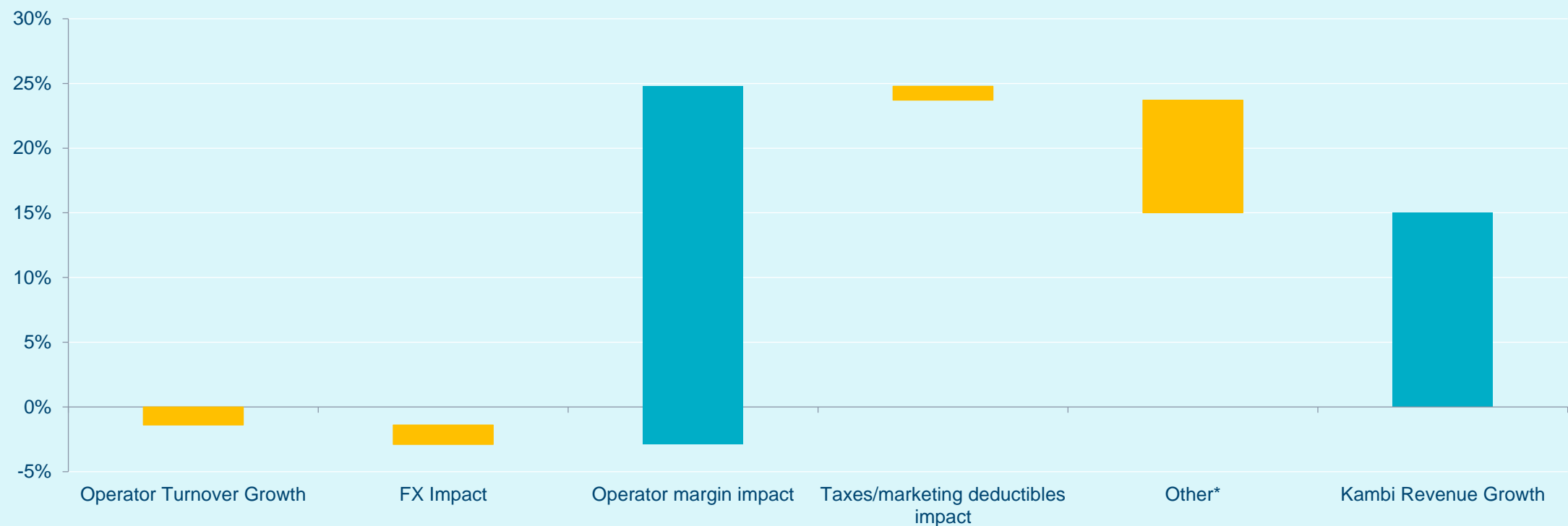
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

Q1 2018 vs Q1 2017



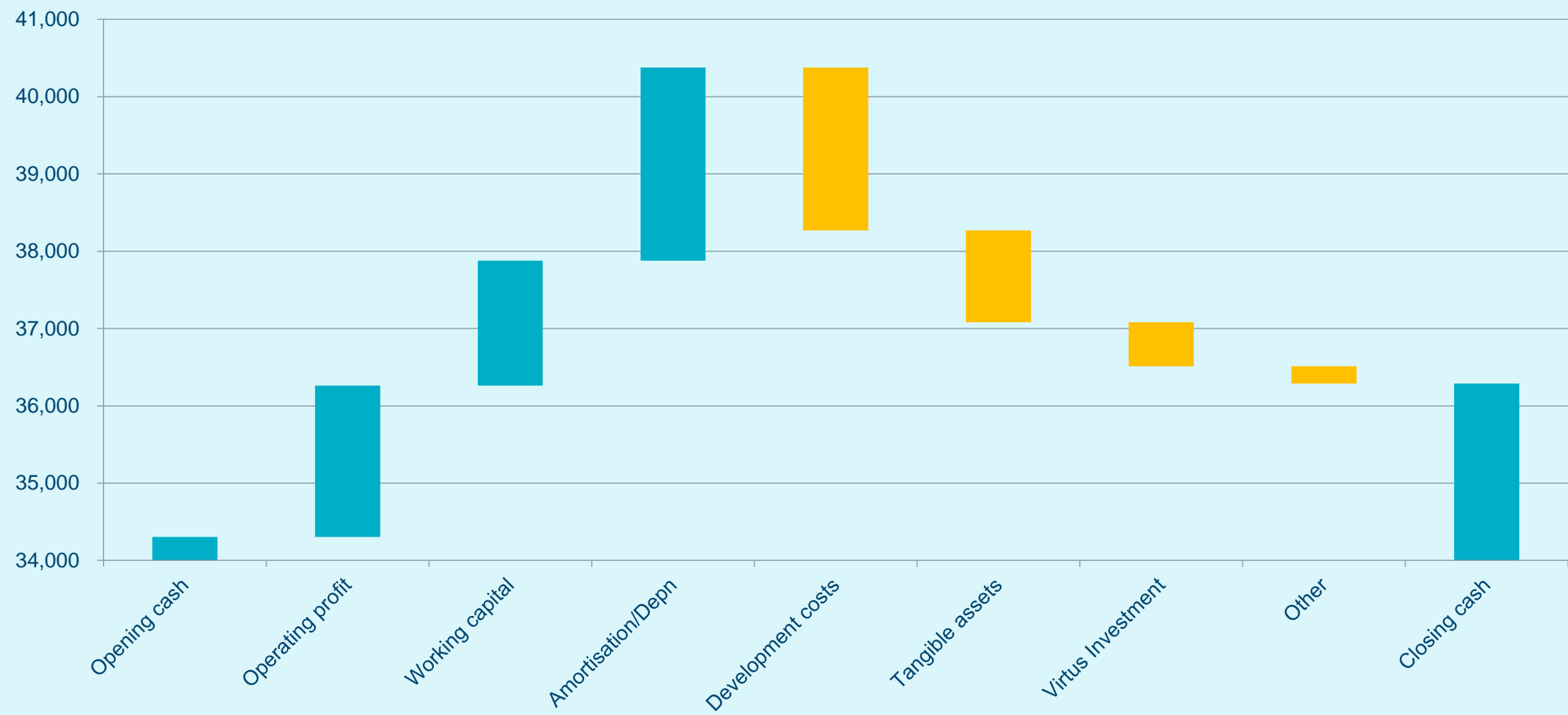
*Other includes the impact of volume-related commission tiers and fixed revenues and 888 impact

Income statement

€m	Q1 2018	Q1 2017	FY 2017
Revenue	16.4	14.2	62.1
Operating expenses	14.4	12.8	54.4
Operating result	2.0	1.4	7.7
Result after tax	1.5	1.1	5.9

Cash flow

€ '000



Kambi signed multi-year deal with Casumo

- Kambi signed its 16th customer Casumo
- Casumo is an innovative gaming operator with a unique social-style gaming product
- Casumo will leverage Kambi's open APIs to build a differentiated and entertaining betting experience
- Casumo is on track to launch before the FIFA World Cup



Events after Q1

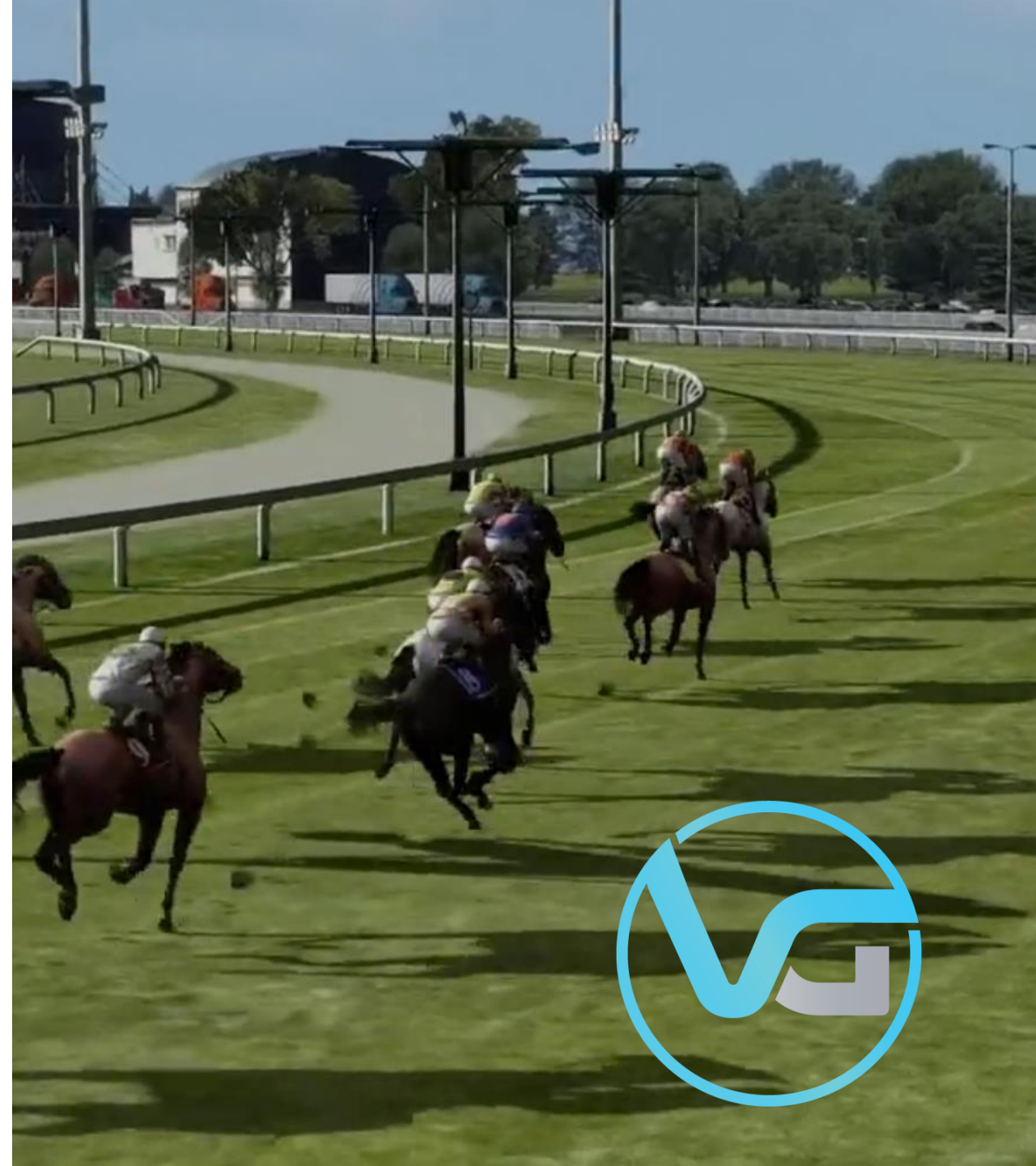
Kambi signed Stanleybet Romania

- Kambi signed a multi-year agreement with Stanleybet Romania
- Stanleybet Romania holds a top three position in the Romanian retail market with more than 300 retail shops
- Kambi will roll out its retail solution and migrate Stanleybet Romania online to the Kambi platform
- This partnership is Kambi's first large scale retail operator



Acquired stake in Virtus Sports

- Kambi made a strategic investment in Virtus Sports, an early stage virtual sports supplier
- This will enable Kambi to offer its customers a fully integrated virtual sports product
- Virtus Sports will get access to Kambi's growing customer base
- This investment will strengthen the Kambi proposition for existing and future customers



Kambi initiatives

World Cup product readiness

- Kambi prepares for the FIFA World Cup, one of the biggest sporting and betting events
- Kambi will enable customers to offer complex and relevant sports betting offers in exciting moments
- Customers can leverage Kambi's widget capability, open APIs, real-time data feeds and other tools

Brazil	5.50
Germany	5.75
Spain	7.00
France	7.50
Argentina	9.00
Belgium	12.00
England	18.00
Sweden	101.0



Summary

15%

year-on-year
revenue growth



Kambi's flexible
platform attracts
diverse customers

Well positioned
to capitalise
on market
developments



Q&A

Thank you