

Kambi Group plc

Q2 Report 2018

25 July 2018, Stockholm

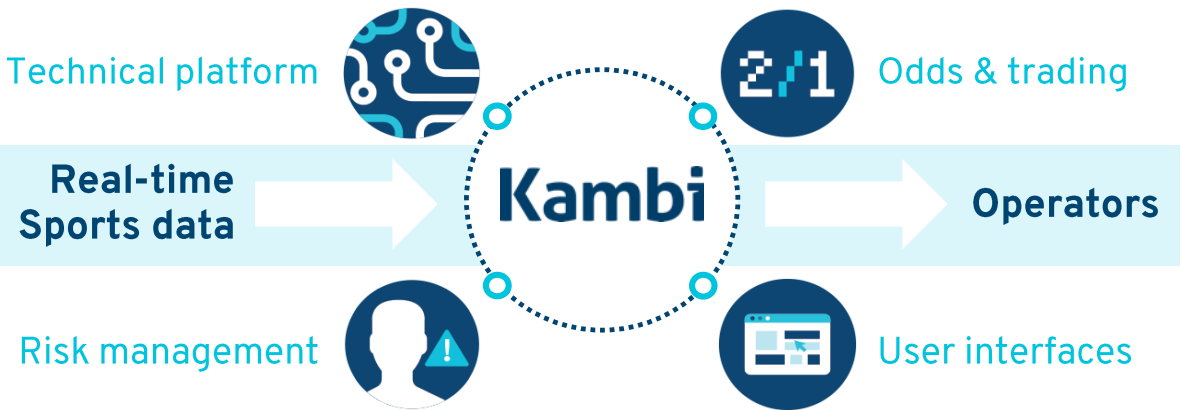
Agenda

1. Kambi overview & highlights
2. Financial update
3. U.S. market outlook
4. Customer signings
5. New market launches
6. Events after Q2
7. FIFA World Cup 2018 review
8. Summary
9. Q&A

Kambi at a glance

Leading B2B provider of premium sports betting services

End-to-end sports betting services



Sports betting value chain



A global organisation

650
employees

Bucharest | London | Malta | Manila | Stockholm | Sydney
























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

21 Operators



Highlights

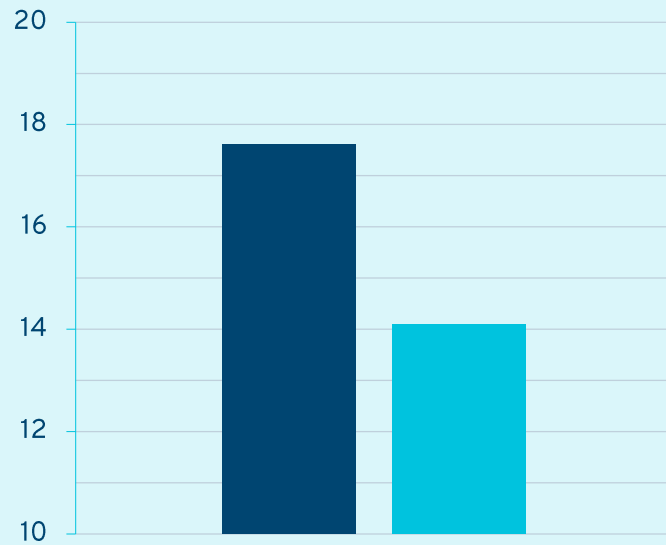
- Strong financial performance with 25% year-on-year revenue growth
- Signed two U.S.-based customers: DraftKings and Rush Street Gaming, following the repeal of the U.S. sports betting ban
- In Europe, signed Stanleybet Romania and in Q3, ATG and Latvijas Loto
- Finalised long-term contract renewals with Kindred Group and Mr Green

25%

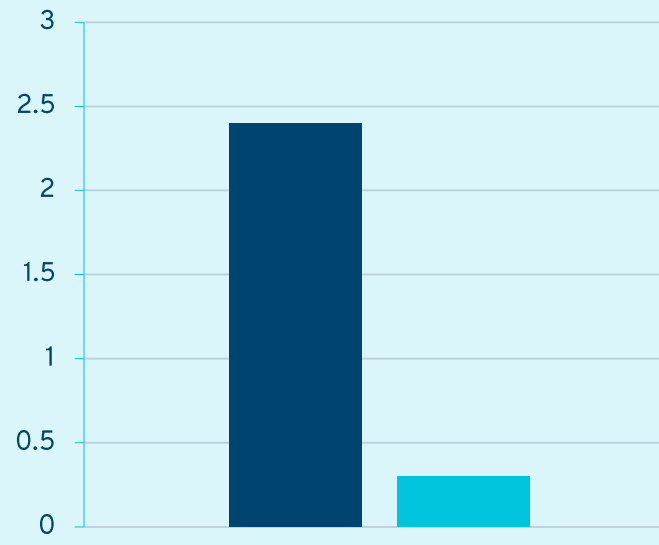
revenue growth

Financial headlines

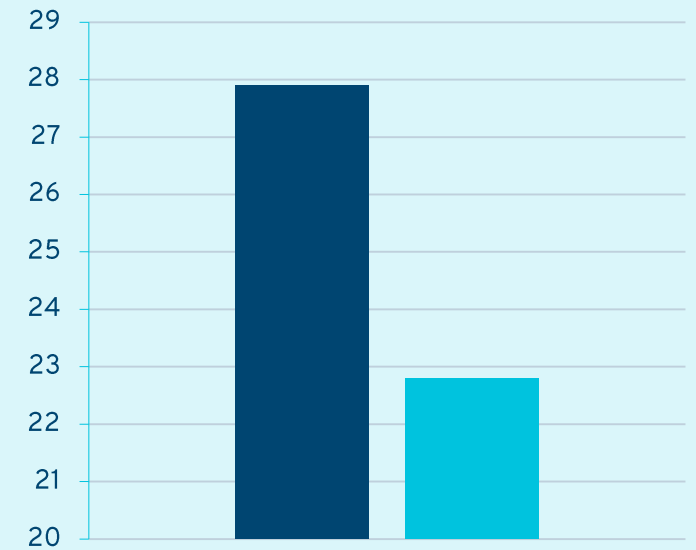
Revenue (€m)



Operating Profit (€m)



Net cash (€m)

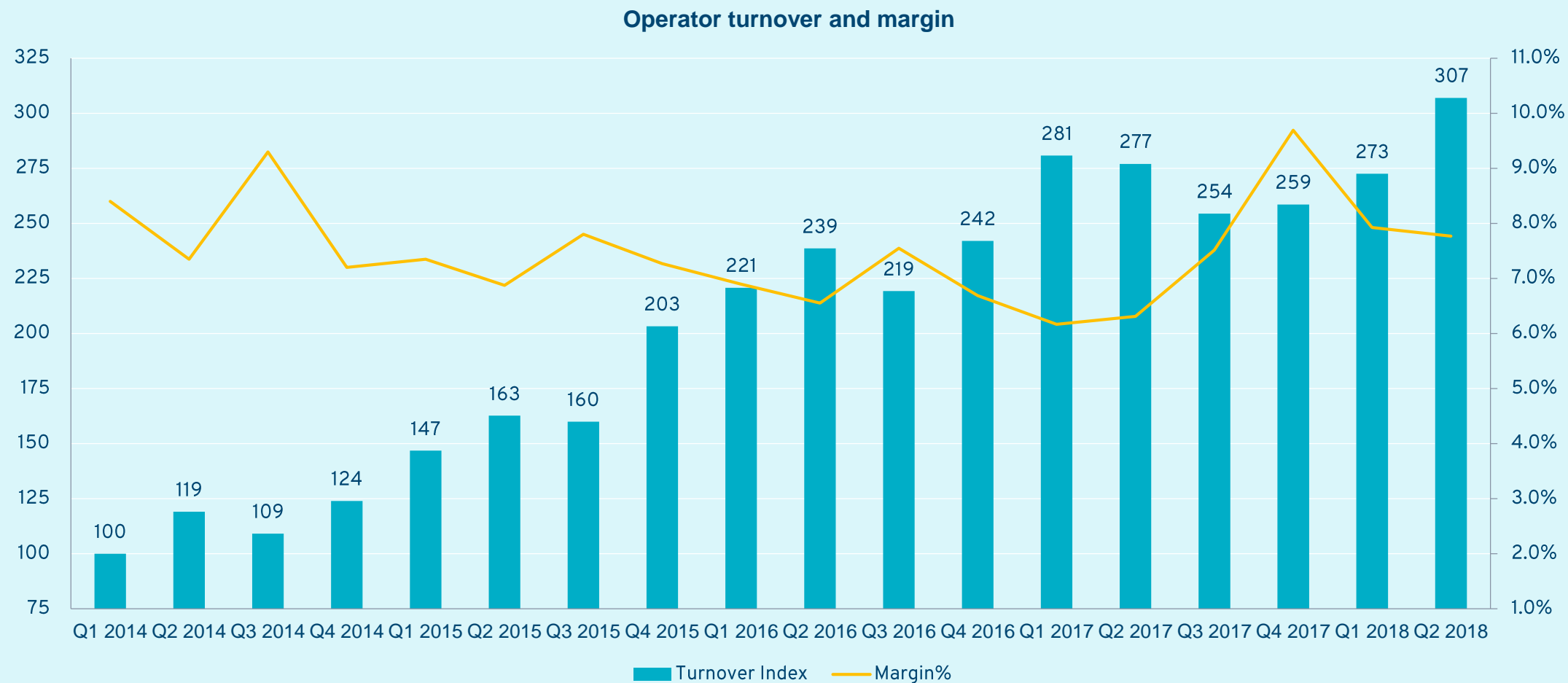


■ Q2 2018

■ Q2 2017

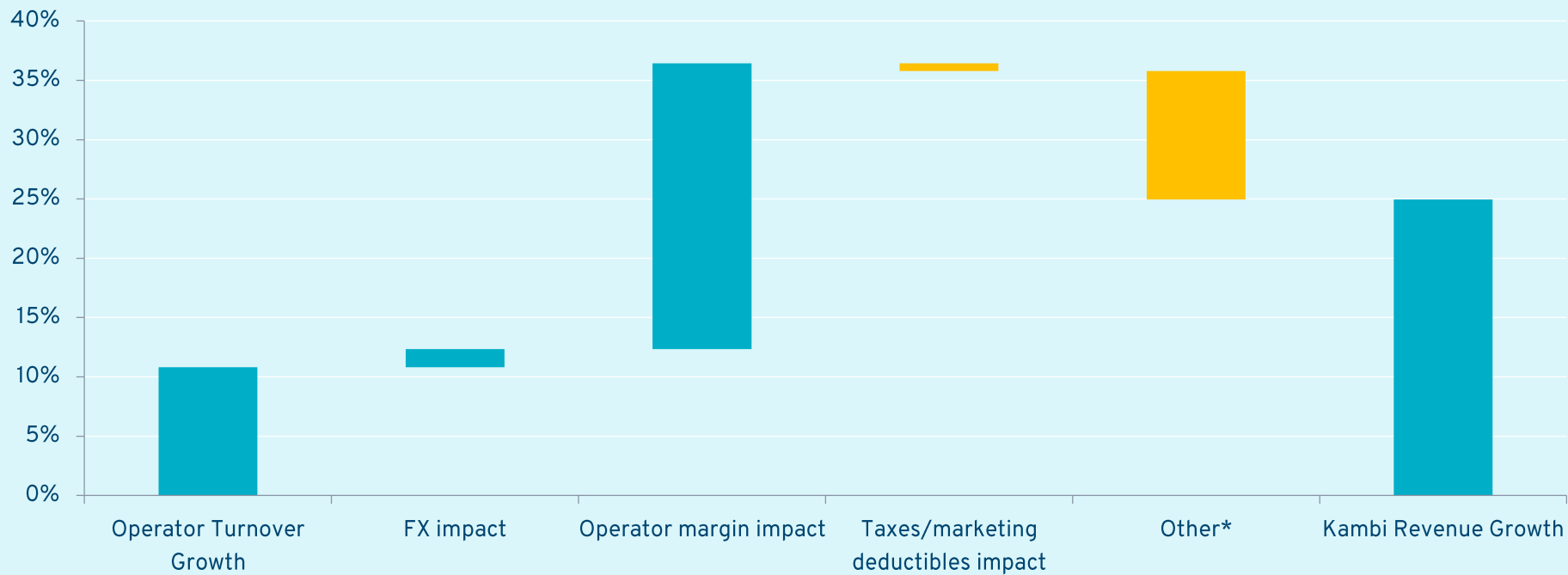
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

Q2 2018 vs Q2 2017



*Other includes the impact of volume-related commission tiers, contract extensions, fixed revenues and contingent asset impact

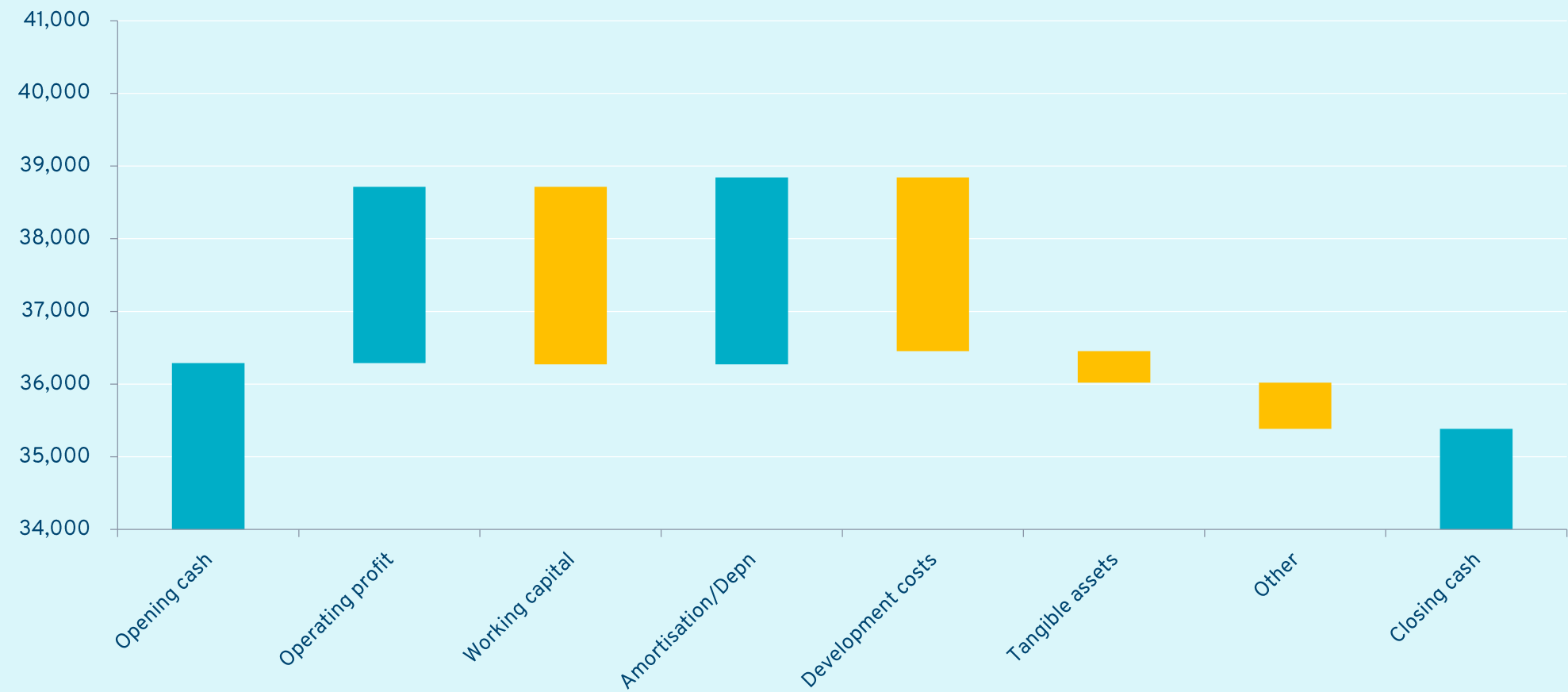


Income statement

€m	Q2 2018	Q2 2017	H1 2018	H1 2017	FY 2017
Revenue	17.6	14.1	34.0	28.3	62.1
Operating expenses	15.2	13.8	29.6	26.7	54.4
Operating result	2.4	0.3	4.4	1.6	7.7
Result after tax	1.7	0.1	3.2	1.2	5.9

Cash flow

€ '000



U.S. market outlook

- The U.S. federal sports wagering ban was repealed on 14 May 2018
- An estimated 12 states expected to be live with sports betting by the end of 2019 increasing to between 25 and 37 states by 2023
- Kambi has signed two U.S. customers, applied for licences in New Jersey and Mississippi and is in the process for New York, Pennsylvania and West Virginia.
- Kambi will conduct a U.S. investor roadshow in August 2018



U.S. market outlook

A closer look at Pennsylvania and New York states

- Pennsylvania sports betting can only be offered through exclusive agreements with land-based casinos making market entry more difficult
- Rush Street owns two of Pennsylvania's 12 casinos
- No operator has yet applied for a sports betting licence
- Legislation in New York is currently limited to retail only, limiting entry to four commercial land-based casinos
- Rush Street owns one of New York's casinos and DraftKings has announced a deal with one of the other casinos



Kambi signs multi-year deal with Rush Street Gaming

- Kambi signed its first U.S.-based customer Rush Street Gaming
- Rush Street is one of New Jersey's fastest growing online gaming companies
- Rush Street operates casinos in three of the country's largest states - New York, Pennsylvania and Illinois



Kambi signs multi-year deal with DraftKings

- Kambi signed its second U.S.-based customer DraftKings
- DraftKings is the largest daily fantasy sports operator in the world and has built a database of approximately 10 million customers
- DraftKings will launch a Kambi powered Sportsbook in New Jersey in Q3 2018
- DraftKings recently announced a deal with Del Lago casino in New York



New market launches

Demonstrating the scale and speed-to-market for Kambi operators

SunBet launches in South Africa

Sun International relaunched its online SunBet-branded Sportsbook on the Kambi platform



Stanleybet Romania online

Stanleybet Romania launched seven weeks after signing with Kambi ahead of the FIFA World Cup 2018



Rush Street Gaming

Ahead of its planned U.S. launch, Rush Street launched in the regulated Colombian online market



Events after Q2

New customers and renewals

Finalised agreements with

2

new customers



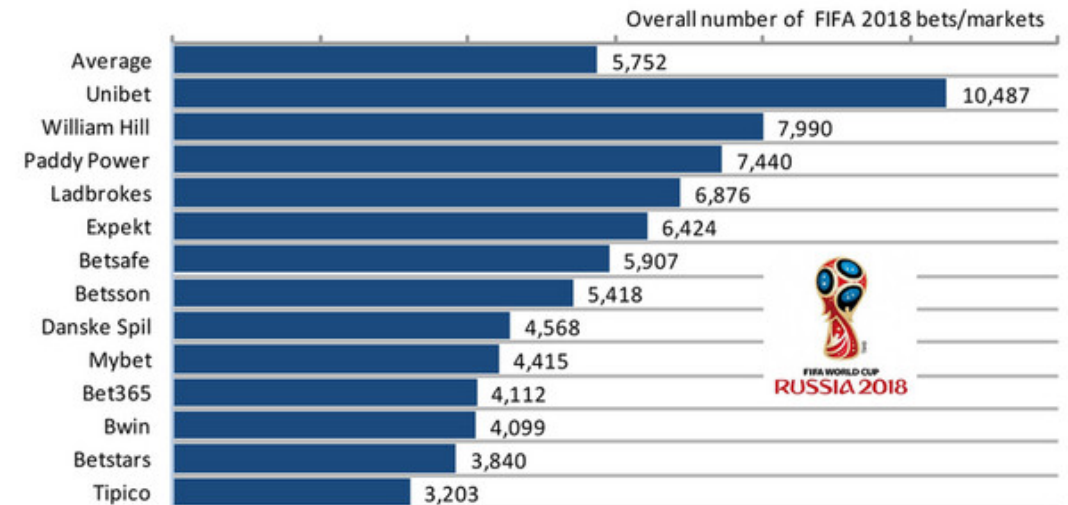
Extended two deals with



FIFA World Cup 2018 review

- Kambi successfully managed the FIFA World Cup 2018, one of the biggest sporting and betting events
- This was a record event for Kambi with turnover, revenues and active players all-time highs
- Of all the matches that went to extra-time, those additional 30 mins generated 37% of turnover, reflecting Kambi's market-leading extra-time offer
- On pre-match, Kambi offered the most extensive markets

Overall number of FIFA 2018 bets/markets – benchmarking analysis



Note: measured in June 2018 shortly before the start of FIFA 2018 ; source: Online Gambling Quarterly

Online Gambling Quarterly – Summer 2018 Edition

Summary

25%

year-on-year
revenue growth



RUSH STREET
I N T E R A C T I V E

Kambi signs its first
U.S. based customers

Strong commercial
momentum with new
customer deals and
extensions



Q&A

Thank you