

Kambi Group plc

Q3 Report 2018

26 October 2018, Stockholm

Agenda

1. Kambi overview & highlights
2. Financial update
3. U.S. launch
4. Customer signings
5. Events after Q2
6. Market update
7. Kambi initiatives
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

692
employees

Bucharest | London | Malta | Manila | Stockholm | Sydney

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

22 Operators



Highlights

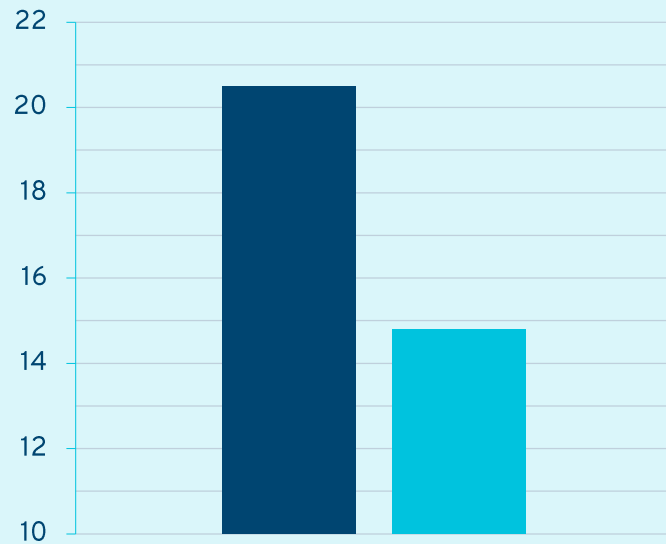
- Record financial performance with 39% year-on-year revenue growth
- Strong operator turnover growth of 31% and operator trading margin of 8.6%
- Signed three new customers: ATG, Global Gaming and Latvijas Loto
- Became the first sports betting supplier to process a legal online bet in the U.S. post-PASPA
- Quickly gained market leadership position in New Jersey following August launch

39%

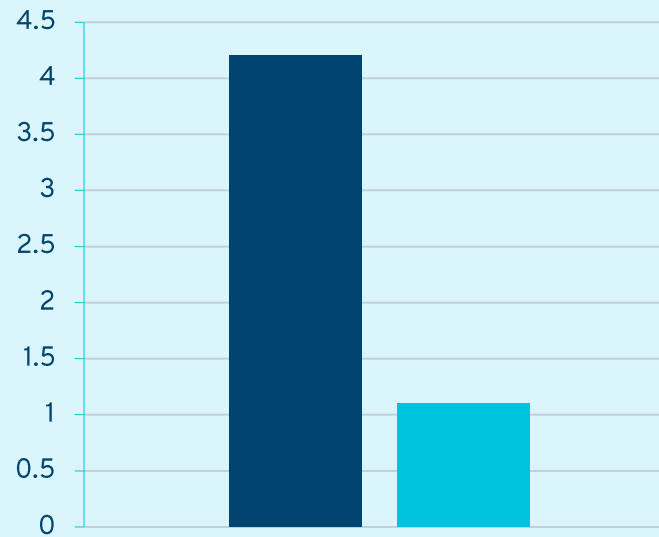
revenue growth

Financial headlines

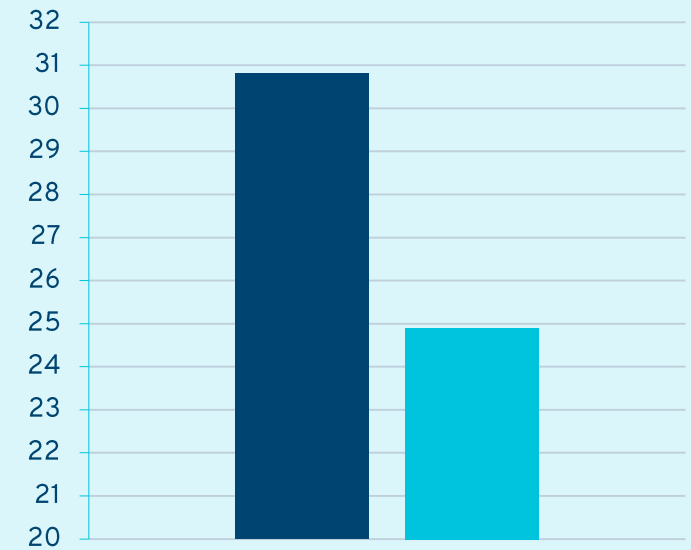
Revenue (€m)



Operating Profit (€m)



Net cash (€m)

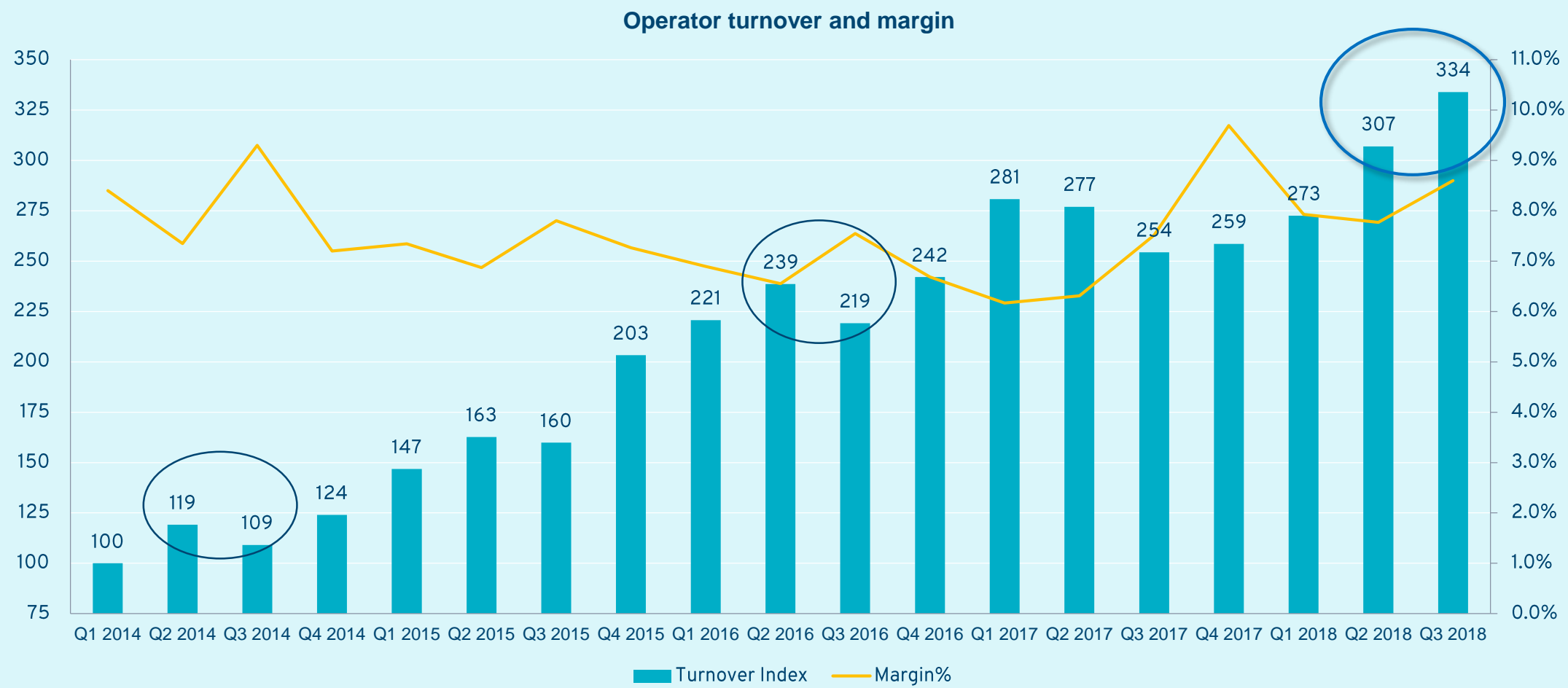


■ Q3 2018

■ Q3 2017

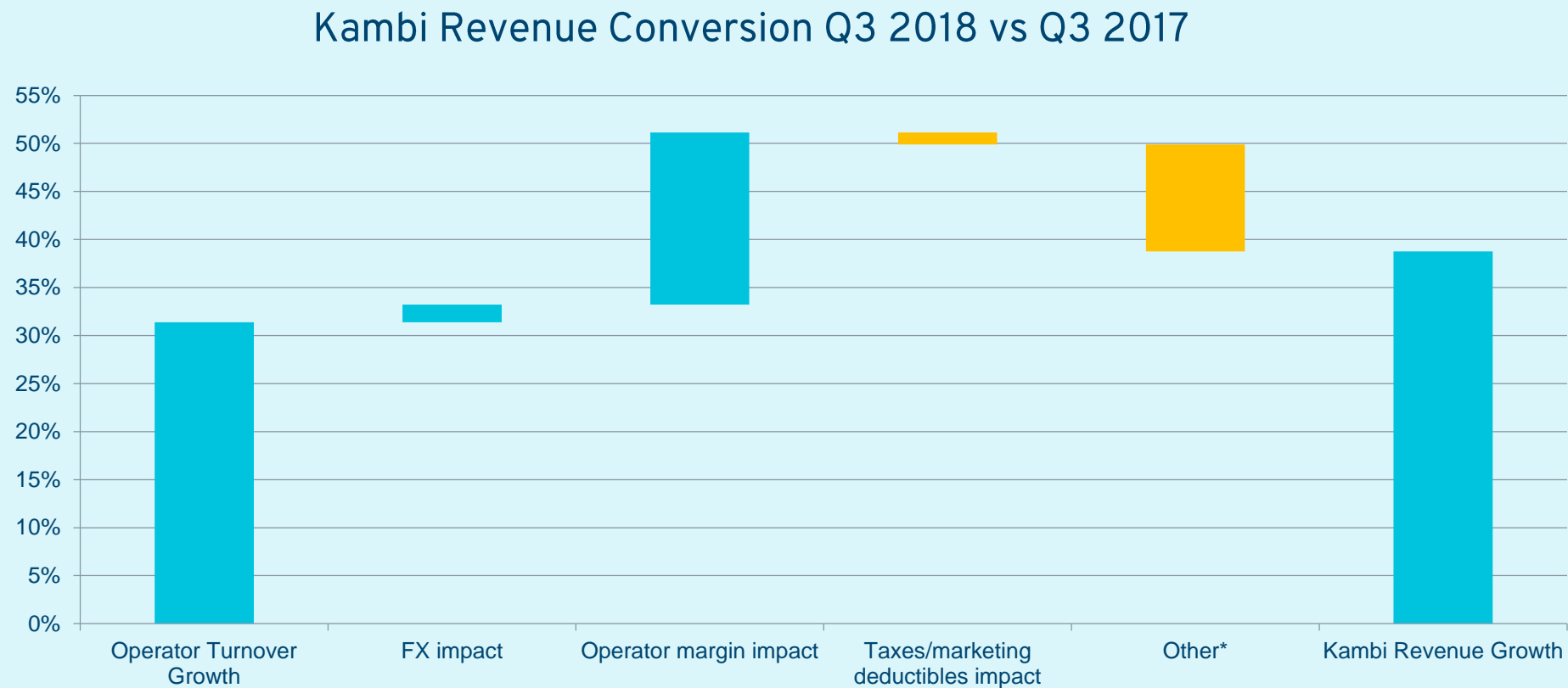
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

Q3 2018 vs Q3 2017



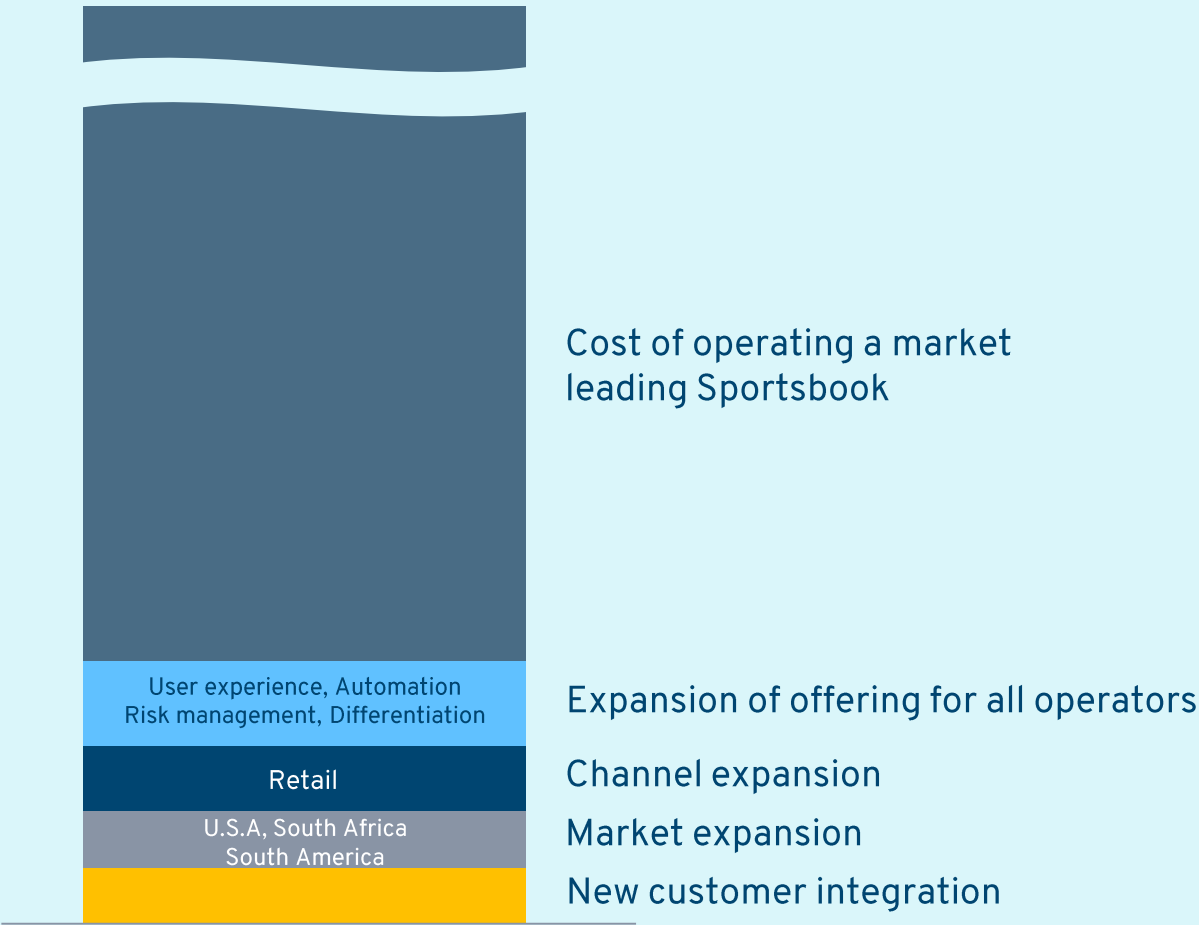
*Other includes the impact of renewed customer contracts, volume-related commission tiers and fixed revenues

Income statement

€m	Q3 2018	Q3 2017	Jan - Sep 2018	Jan – Sep 2017	FY 2017
Revenue	20.5	14.8	54.5	43.1	62.1
Operating expenses	16.3	13.7	46.0	40.4	54.4
Operating result	4.2	1.1	8.5	2.7	7.7
Result after tax	3.3	0.8	6.5	2.0	5.9

Cost development

Illustration of areas of investment



Cash flow

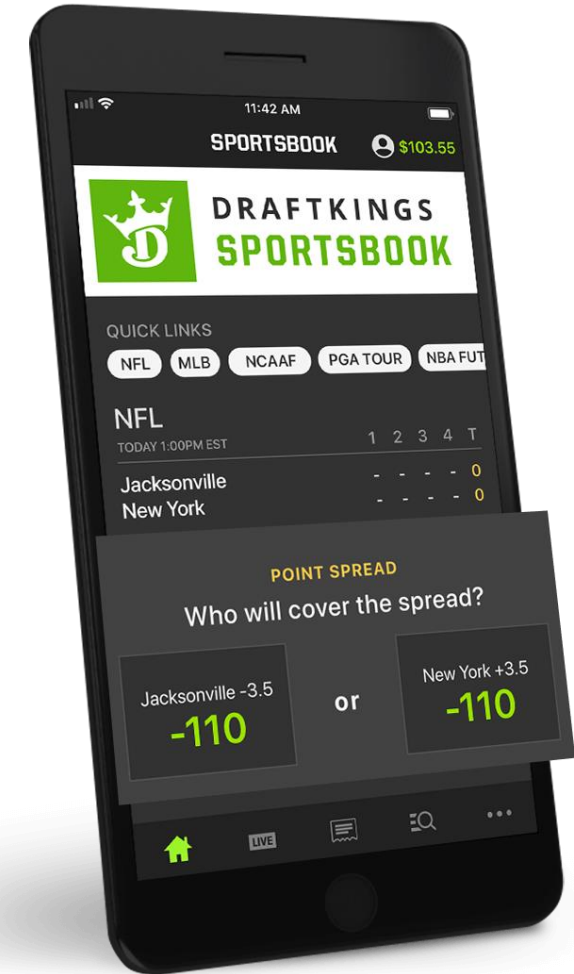
€ '000



Kambi makes U.S. sports betting history

The first supplier to process a legal online bet

- On 1 August 2018, together with DraftKings, Kambi processed the first legal online bet
- To be first to market underlines Kambi's ability to comply with local regulations quickly and without issue
- Kambi was the only supplier active online for three weeks and now powers three of the eight online sportsbooks
- In September, Kambi customers accumulated a market share of approximately 70%
- Rush Street Interactive was the third largest online sportsbook, with revenues more than twice the size of MGM and Caesars combined



Kambi signs deal with Global Gaming

Making it three customers signings in Q3

- As detailed in the Q2 report, Kambi signed ATG and Latvijas Loto
- In August, Kambi also signed a multi-year agreement with Global Gaming
- Global Gaming is a Nasdaq Stockholm First North-listed operator of online gaming brand Ninja Casino
- Kambi will launch Global Gaming in the soon-to-be re-regulated Swedish market in Q1 2019



Events after Q3

Kambi signs agreement with White Hat Gaming

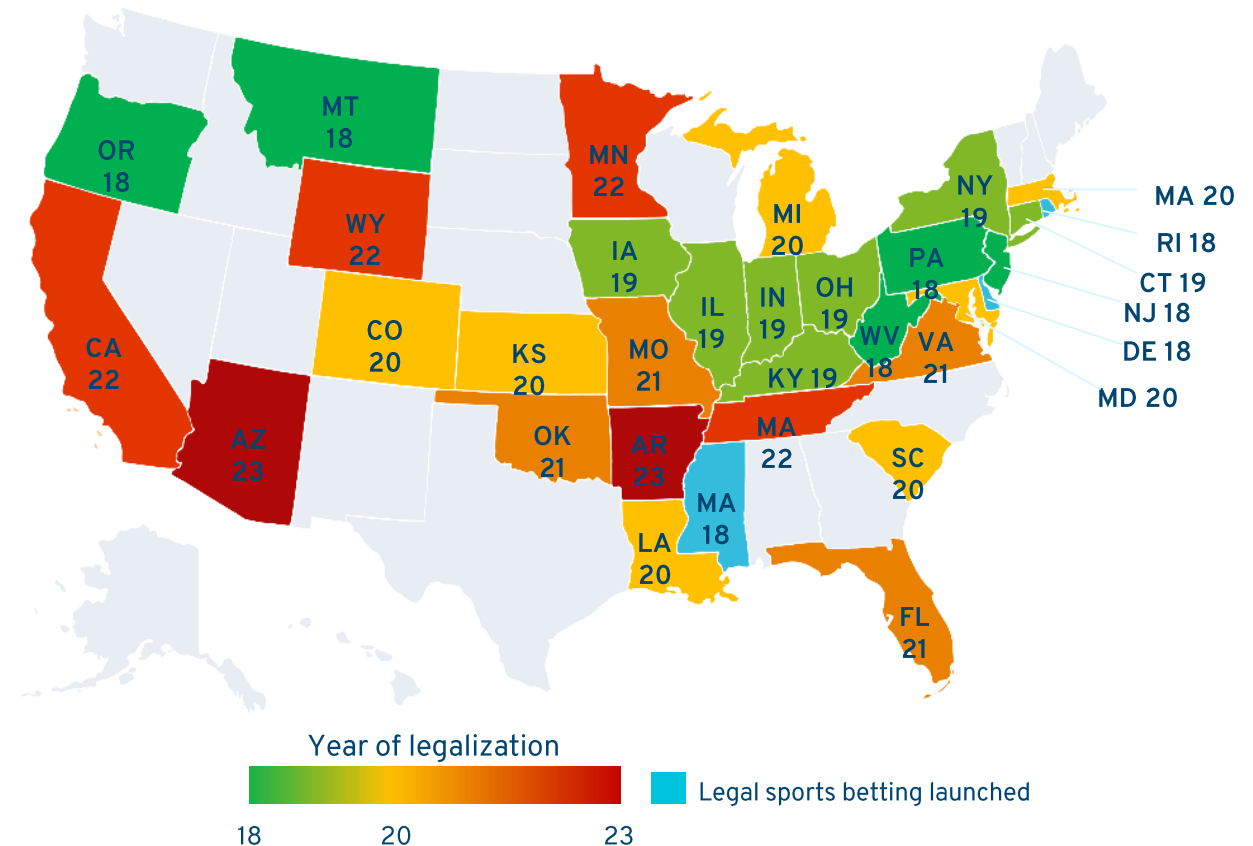
- In October, Kambi signed an agreement with White Hat Gaming, a B2B supplier of a full service platform product
- This alignment enables Kambi and White Hat Gaming to provide a full omni-channel turnkey service
- Once integrated, White Hat Gaming's customers will have the opportunity to add the Kambi Sportsbook
- This deal demonstrates Kambi's agnostic approach to platform partnerships



U.S. market overview

Regulation update

- Kambi recently obtained a permit in West Virginia and is in advanced stages in Pennsylvania and Mississippi
- In New York, the regulatory process is on hold until the U.S. mid-term election on 6 November 2018
- In October, a tribal casino in New Mexico launched an on-property Sportsbook made possible by its current compact with the state
- In 2019, we also expect progress to be made in states such as Washington DC, Indiana and Illinois



*Source: Morgan Stanley

Kambi initiatives

Kambi at Global Gaming Expo (G2E) in Las Vegas



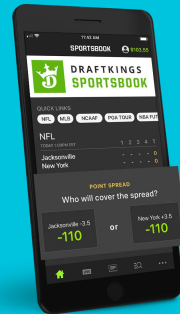
- Kambi recently exhibited at Global Gaming Expo (G2E) in Las Vegas
- Kambi invested in a sizeable presence to strengthen its brand and reputation
- Overall the interest in Kambi was unprecedented, the feedback on its brand and product was overwhelmingly positive
- Kambi is well positioned to strengthen its leadership position in the U.S.

Summary

39%

year-on-year
revenue growth

The first supplier to
process a legal online
bet in the U.S.



Well positioned to
capitalise on new
market opportunities

Q&A

Thank you