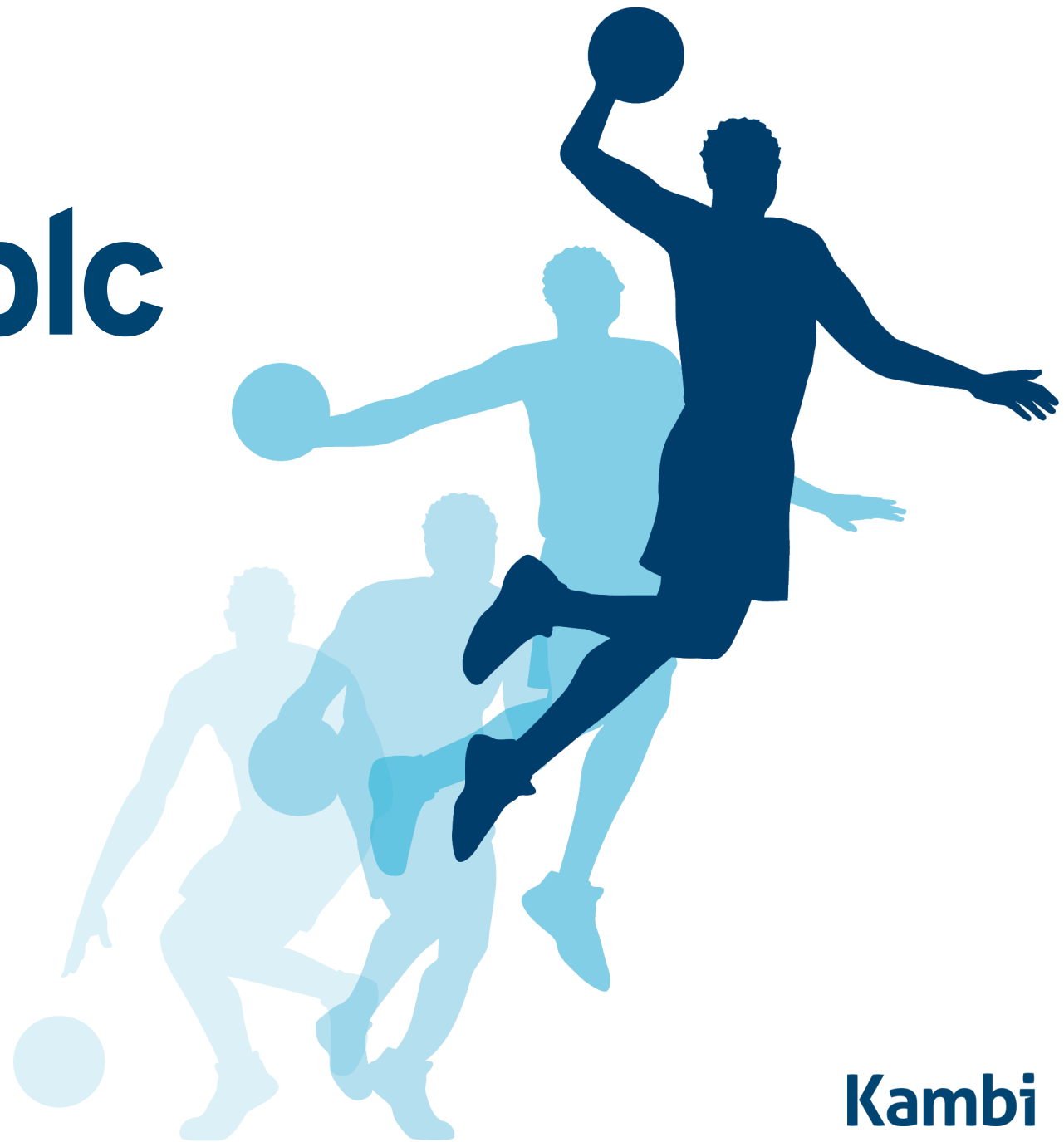


Kambi Group plc

Q2 Report
24 July 2019, Stockholm

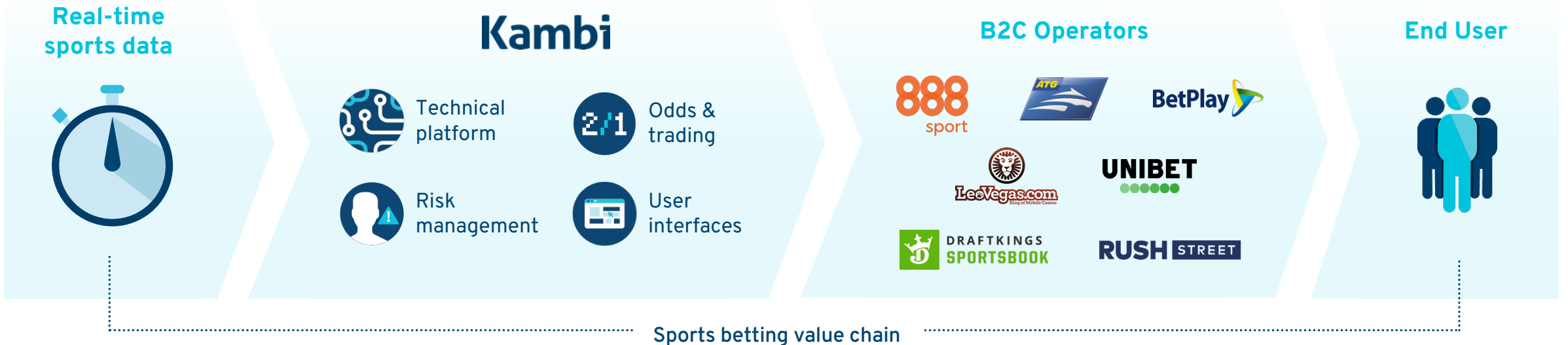


Agenda

- 
- The background of the slide features a series of overlapping silhouettes of soccer players in various dynamic poses, such as running, kicking, and heading the ball. These silhouettes are rendered in a lighter shade of blue against the darker blue background, creating a sense of movement and energy.
1. Kambi overview & highlights
 2. Financial update
 3. Customer signing
 4. Customer launches
 5. Events after Q2
 6. Market trends
 7. Kambi initiatives
 8. Summary
 9. Q&A

Kambi at a glance

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



A global organisation

777
employees

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

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

20+ Operators



Kambi

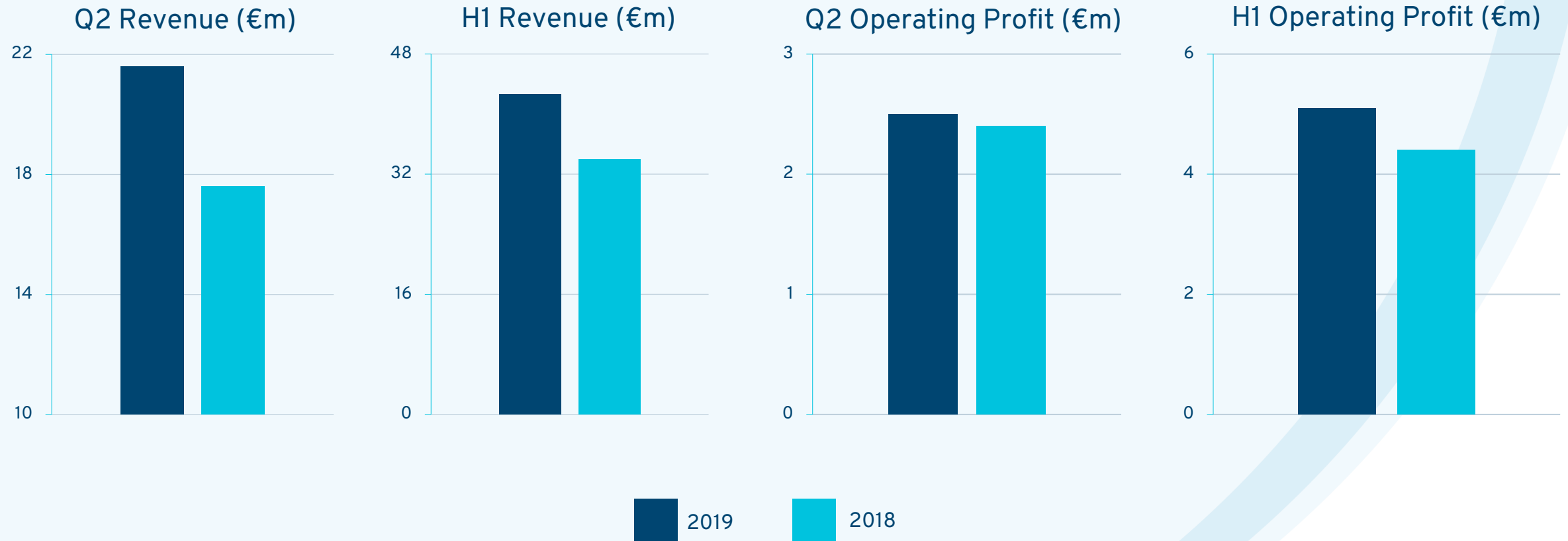
Highlights

- Solid financial performance with 23% YOY revenue growth
- Operator turnover growth of 26%, operator trading margin of 8.2%
- Signed a new customer, BetWarrior
- Took the first legal online sports bet in Pennsylvania with Rush Street Interactive (RSI)
- Took the first legal bet in New York state with RSI at Rivers Casino & Resort Sportsbook

23%

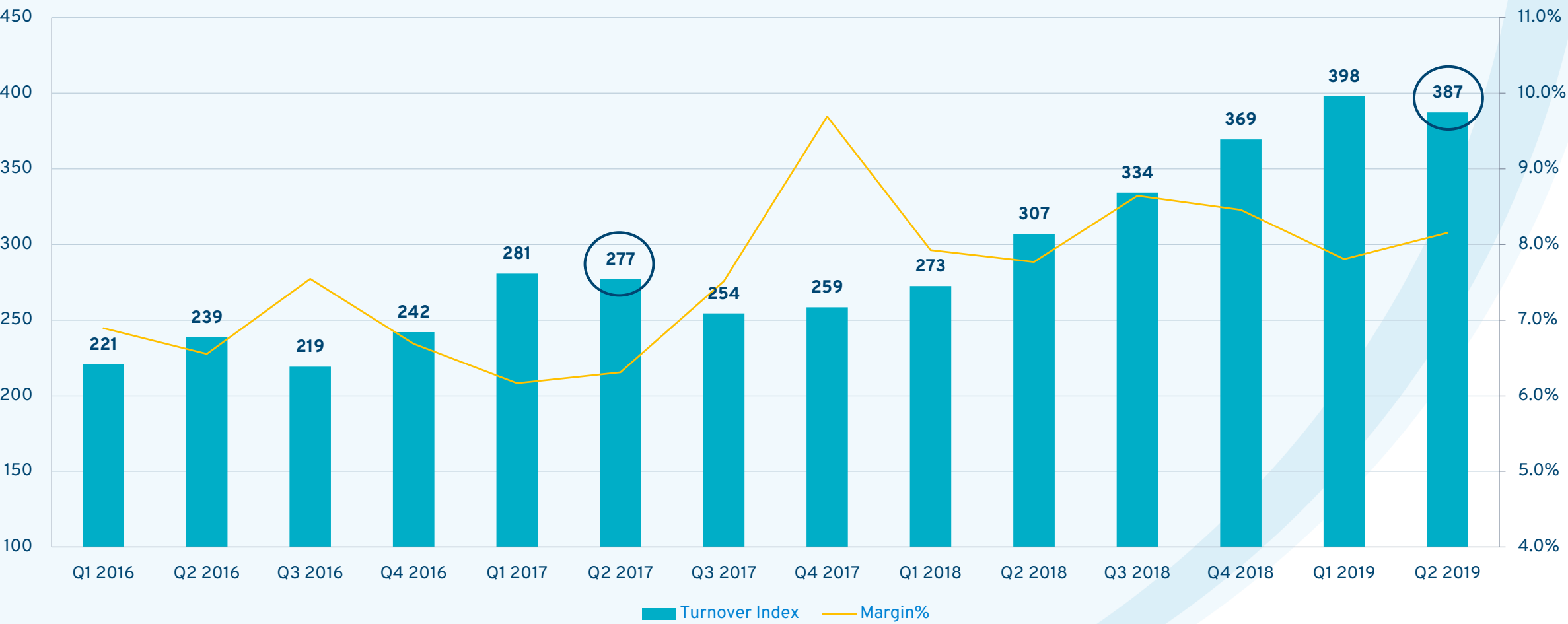
Revenue growth

Financial headlines



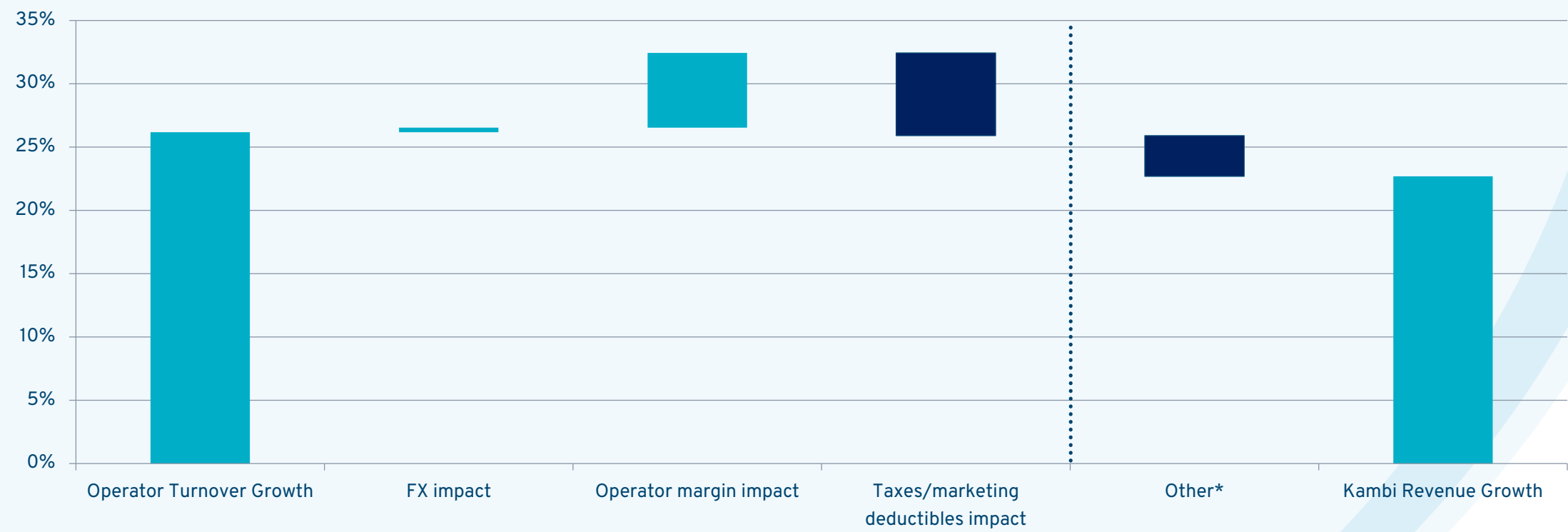
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

Q2 2019 vs Q2 2018



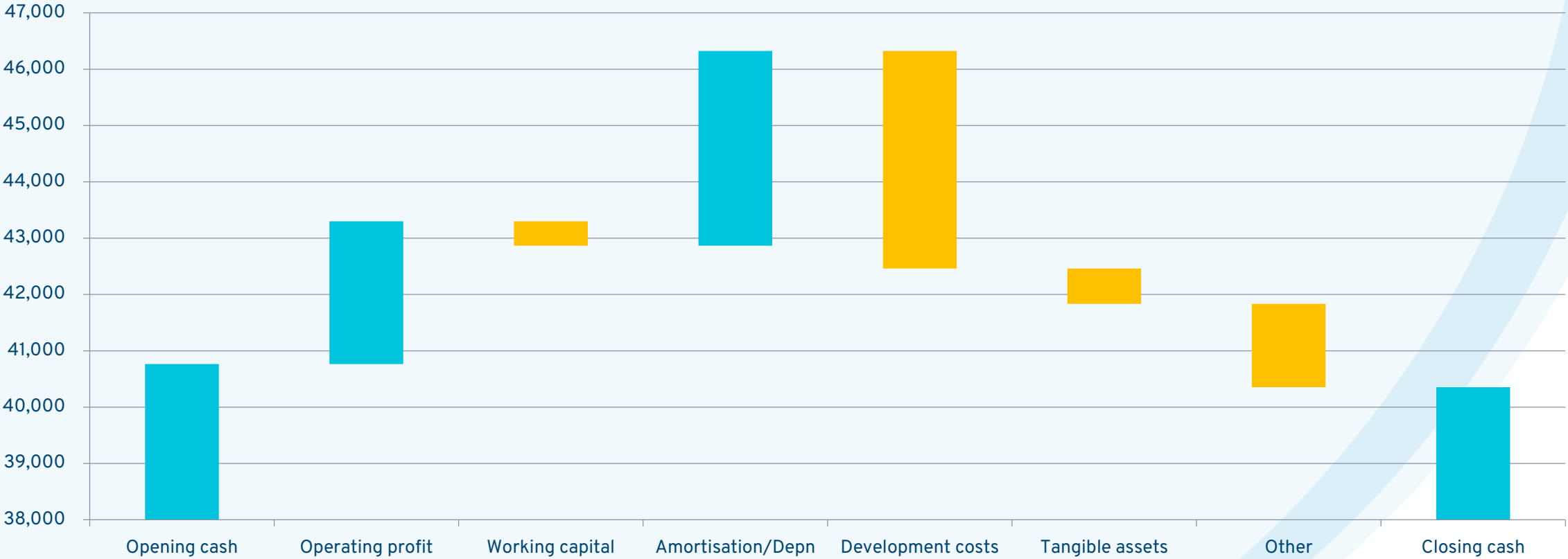
*Other includes the impact of contract renewals, volume-related commission tiers and fixed revenues
- - Denotes components of NGR from which Kambi's revenue share is calculated

Income statement

€m	Q2 2019	Q2 2018	Change %	H1 2019	H1 2018	Change %	FY 2018
Revenue	21.6	17.6	23%	42.6	34.0	25%	76.2
Operating expenses	19.1	15.2	26%	37.5	29.6	27%	63.5
Operating result	2.5	2.4	4%	5.1	4.4	17%	12.7
Result after tax	1.6	1.7	-5%	3.6	3.2	11%	9.8

Q2 Cash flow

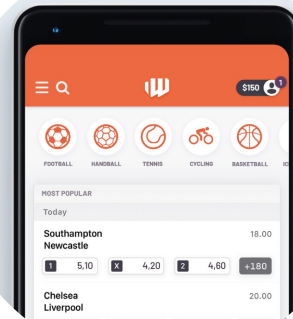
€ '000



Kambi signs BetWarrior

A Latin American focussed online operator

- BetWarrior is a new operator founded by two former PokerStars directors
- They will leverage Kambi's empowerment functionality to create differentiated experiences
- Planning to debut a Kambi-powered sportsbook by the end of 2019



Customer launches in Q2

Kambi processes first legal online wager in Pennsylvania

- Rush Street Interactive (RSI) was first online in Pennsylvania with its PlaySugarHouse sportsbook
- Kambi also launched RSI brand BetRivers and Greenwood Gaming-owned Parx Casino
- Kambi currently powers the first three sportsbooks live in the state, highlighting our speed-to-market
- Kambi also supported the launch of a William Hill-branded sportsbook in Sweden



Events after Q2

Rush Street Interactive take first wager in New York State

- Last week, Kambi processed the first legal wager in the state of New York in partnership with RSI
- The sportsbook at Rivers Casino & Resort Schenectady includes 14 kiosks and four OTCs
- The historic launch underlines Kambi's ability to quickly gain licensure and launch partners
- Kambi strengthened its partnership with Rank Group with a long-term extension. It will launch its Enracha brand online later this year



Regulation update

Progress in Latin America and the U.S.

- In Q2, Illinois, Iowa, Indiana and Tennessee have had sports betting bills pass into law
- Iowa and Indiana are both aiming to have sports betting up and running by Q3
- Tennessee regulation is online only, meaning operators do not need to be tethered to retail establishment
- Buenos Aires City, Argentina, passed sports betting regulation. A minimum of three licences will be issued
- Buenos Aires province together with Buenos Aires City accounts for 40% of Argentinean population



Kambi initiatives

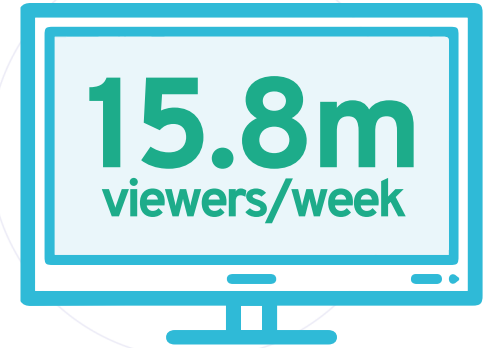
American football product improvements

- American football is the most popular sport in US, therefore a premium sports betting product is essential
- Kambi's US network showed 90% of active players placed at least one bet on NFL
- Half of new sign-ups placed their first bet on an American football game last season
- Kambi is building greater flexibility into technology platform to improve UX
- Improvements to trading model will improve in-play markets and reduce market suspensions

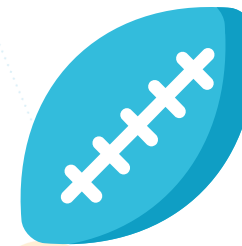


37%

of US adults say American Football is their favorite sport to watch – basketball is next with 11%



NFL 2018 average -
5% increase YoY




\$500m+

wagered on football
in N.J. last season

Sources: <https://news.gallup.com/poll/224864/football-americans-favorite-sport-watch.aspx>
<https://www.si.com/nfl/2019/01/02/nfl-television-ratings-viewership-rise-five-percent-2018>
<https://www.thewrap.com/2019-nfl-draft-sets-nielsen-ratings-records/>
<https://www.nj.gov/lps/qe/docs/Financials/PressRel2018/December2018.pdf>

Summary



23%

Solid financial performance with 23% YOY revenue growth

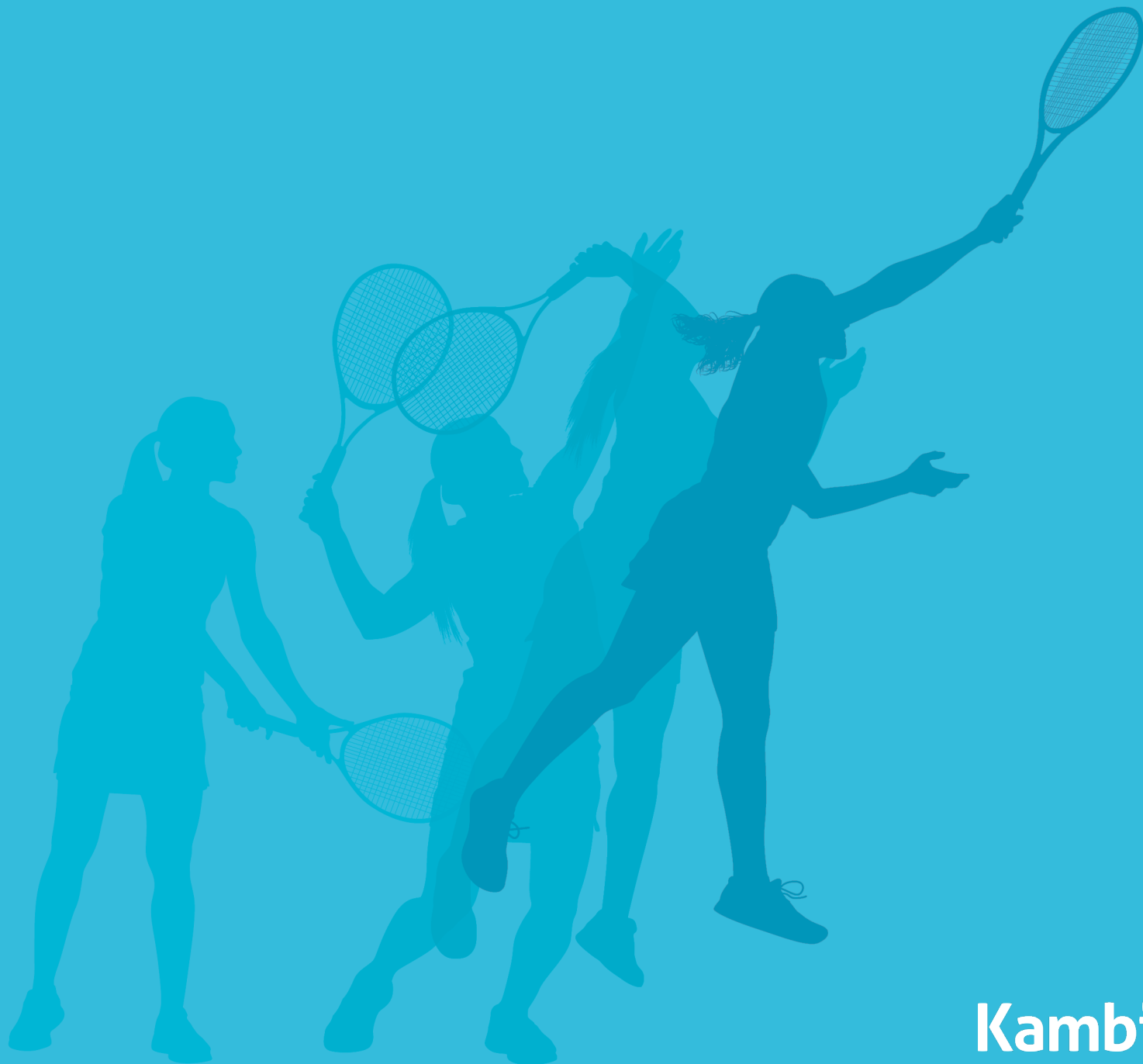


Kambi continues first-mover momentum in the US with Pennsylvania & New York launches



Our market leading Sportsbook continues to provide speed-to-market and financial success for our operators

Q&A



Thank you



Q2 Report – 24 July 2019
CEO Kristian Nylén & CFO David Kenyon

Kambi