



# Kambi Group plc

CEO Presentation  
2022 AGM

Kristian Nylén

17 May 2022

Kambi

# 2021 in numbers

Kambi revenue: up **38%** to **€162.4m**



70+ online and  
on-property  
partner launches

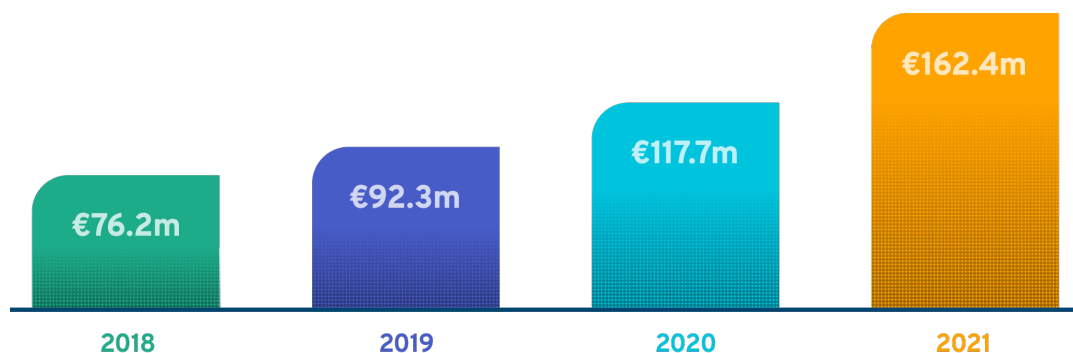


Approx. 1,000  
employees across  
seven countries



Currently  
live in  
17 US states

## Annual revenue performance



## 8 new partner signings completed

AFFINITY  
Interactive™

ISLAND LUCK  
*Winners live here!*

BETCITY

Olimpo.bet

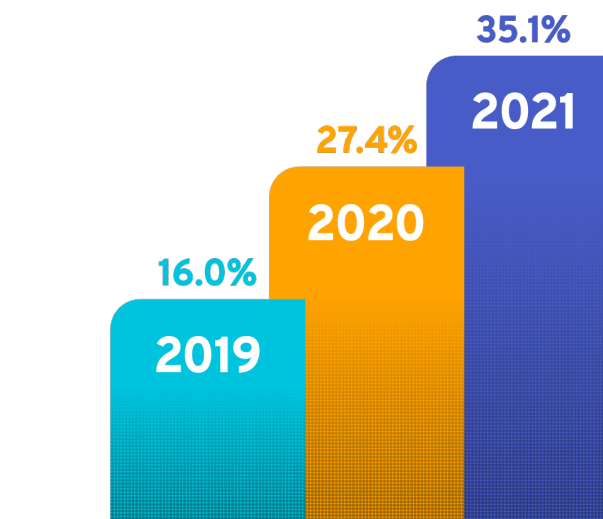
CASINO MAGIC  
HOTEL & CASINO

RACING AND WAGERING  
WESTERN AUSTRALIA

DESERT  
DIAMOND  
CASINOS

SOARING EAGLE  
CASINO & RESORT™

## Annual operating margin



## 2022 so far

**25% operator turnover  
growth excl. DraftKings**

**Three partner signings  
across North America**

**Launched on day one in  
New York and Ontario**

**Completed c.20  
partner launches this year**

**Kambi**

# Product excellence

## Key developments



### Bet Builder

A truly market-leading combination product



### Offering filtering

Automating compliant and competitive offerings at speed



### Automated pricing

Using AI to price football matches across the world



### Open platform

Opening up to other third-parties to create innovative solutions

# Creating greater platform openness

## Overview and recent progress

The industry is split into two categories of operator:

1) Those that partially outsource

2) Those that fully outsource

By continuing to open up the platform and modularise its service, Kambi can be a leader in both segments

### Recent progress

- Data and pricing interface set up
  - First internal pricing unit to go live within weeks
  - Abios odds product to launch in the summer
- Implementation of API that enables customised data queries
- New standalone services in development

The App Interface

The Kambi Sportsbook Platform

The Data and Pricing Interface



**Kambi**

# Kambi acquires esports specialists Abios

## Providing Kambi with esports DNA and technology

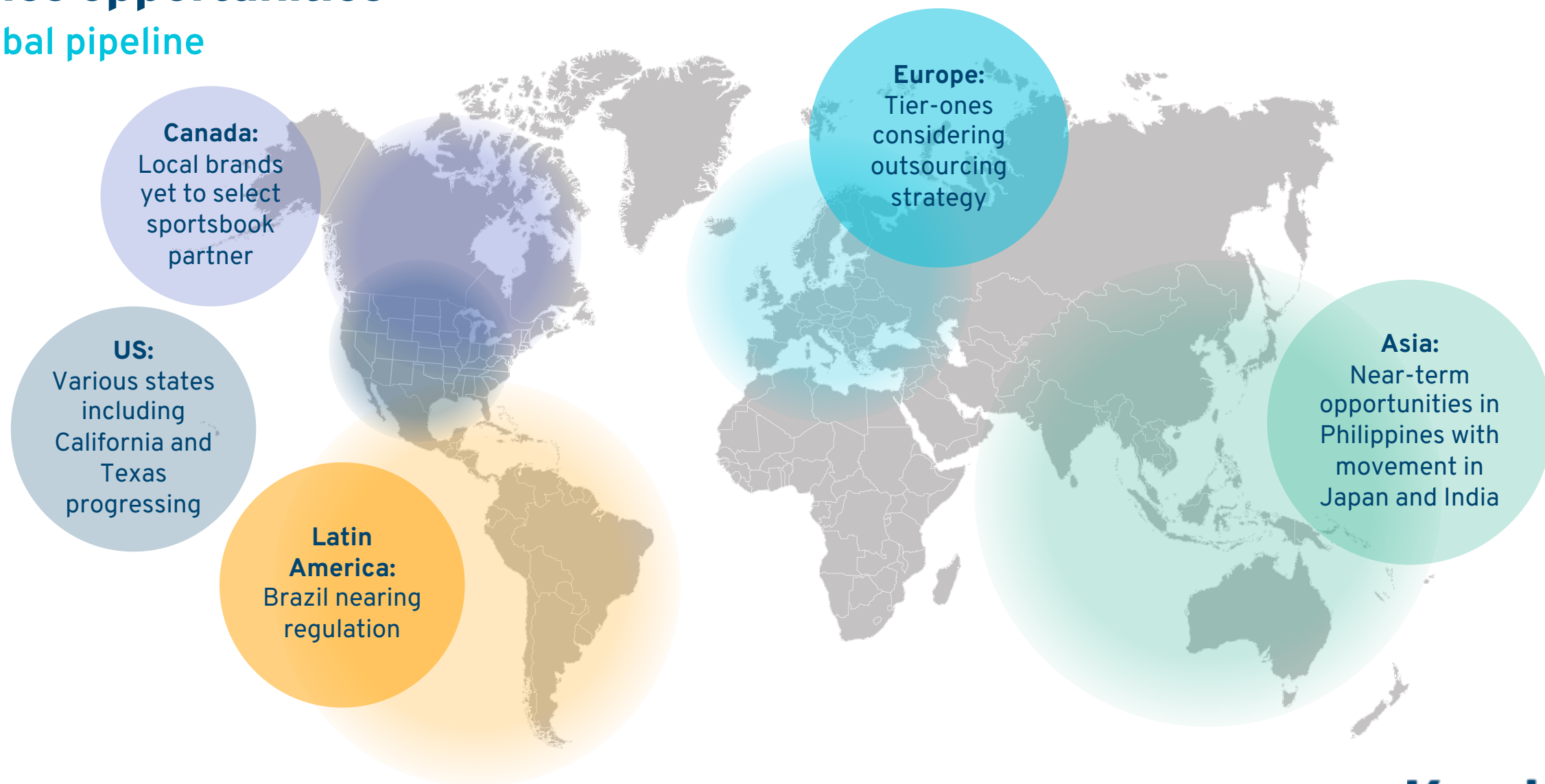
- Last year, Kambi acquired esports data, content and odds provider Abios
- Esports betting market is expected to double in size by 2025
- Abios' expertise and technology will enable Kambi to deliver a first-class esports product
- Strong cultural fit with great people and passionate management team





# Sales opportunities

## Global pipeline



# Investment case

Kambi is the clear front-runner in the market and will only go from strength to strength



**Superior technology  
and know-how**



**Highly scalable model**



**Exceptional growth  
potential**





# Thank you

[kambi.com](https://kambi.com)



**Kambi**