



# Kambi Group plc

Q2 2022 Report

27 July 2022

**Kambi**

# Agenda

1. Highlights
2. Financial highlights
3. Strategic update
4. Q2 launches and commercial updates
5. Events after Q2
6. Summary
7. Q&A



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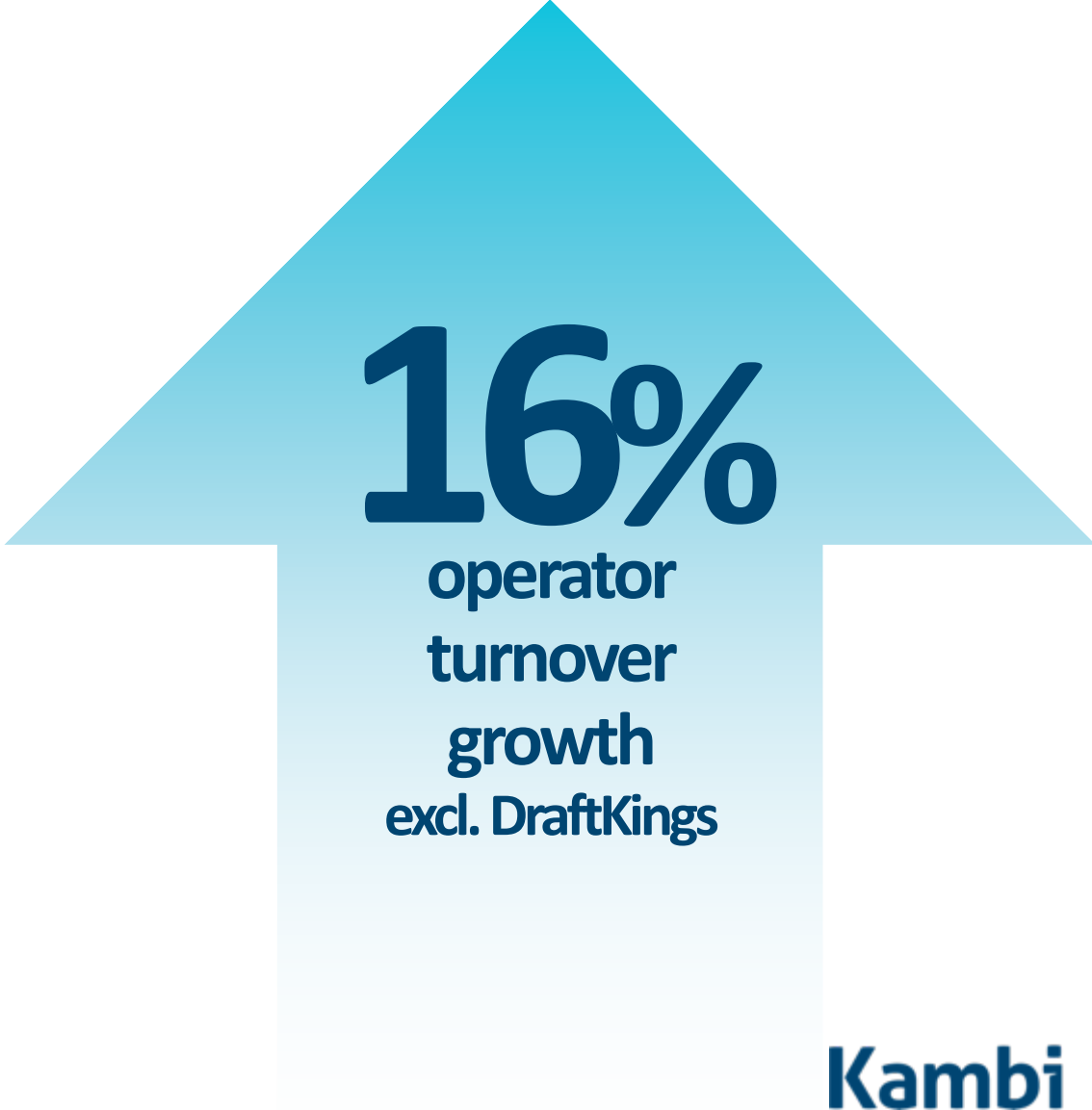
# Highlights

Robust financial performance against demanding 2021 comparatives

Achieved key modularisation milestone by completing phase one of separating pricing from core platform

Strengthened partner network by extending betPARX contract and signing Mohegan Gaming in Ontario

Expanded Americas reach with day one launches in Canada, as well as launches in the US and Mexico



**16%**  
operator  
turnover  
growth  
excl. DraftKings

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## Q2 2022 financial highlights

€34.7m

Revenue

Q2 2021:  
€42.8m

€4.9m

Operating profit

Q2 2021:  
€16.6m

€74.2m

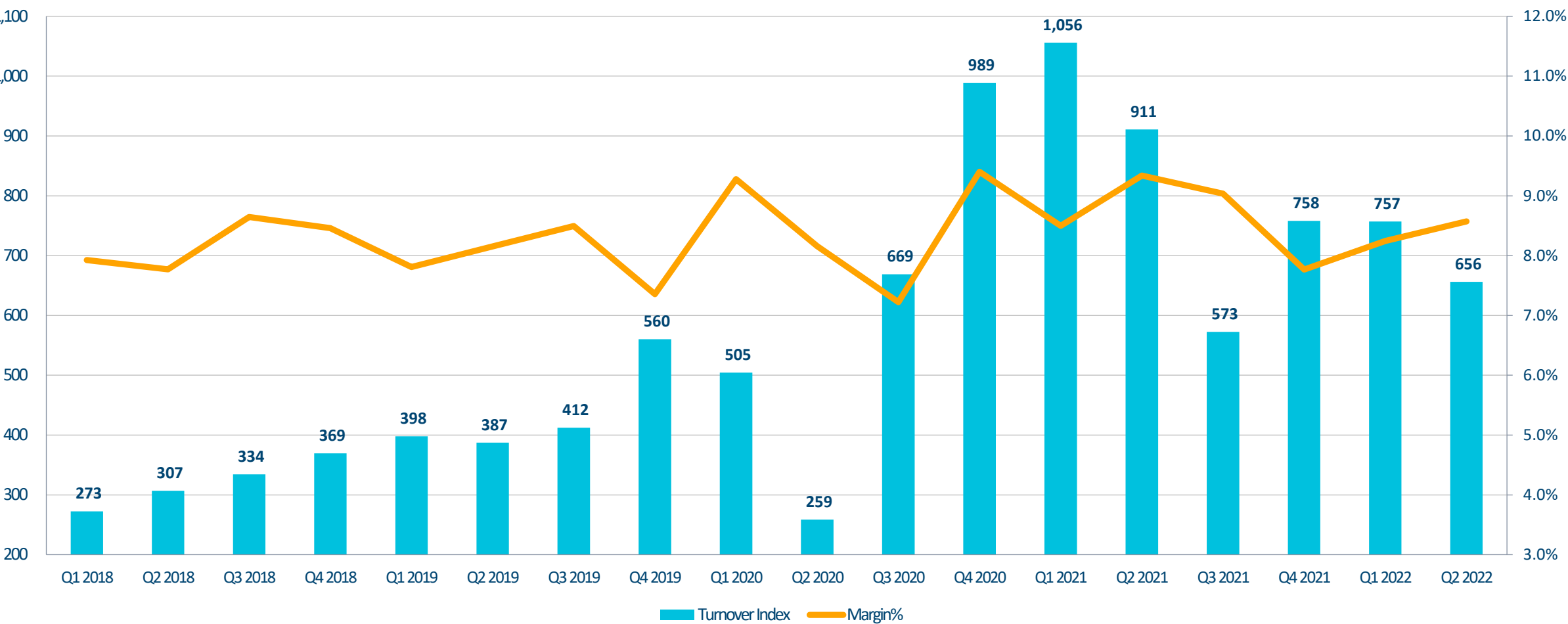
Net cash

Q2 2021:  
€84.5m

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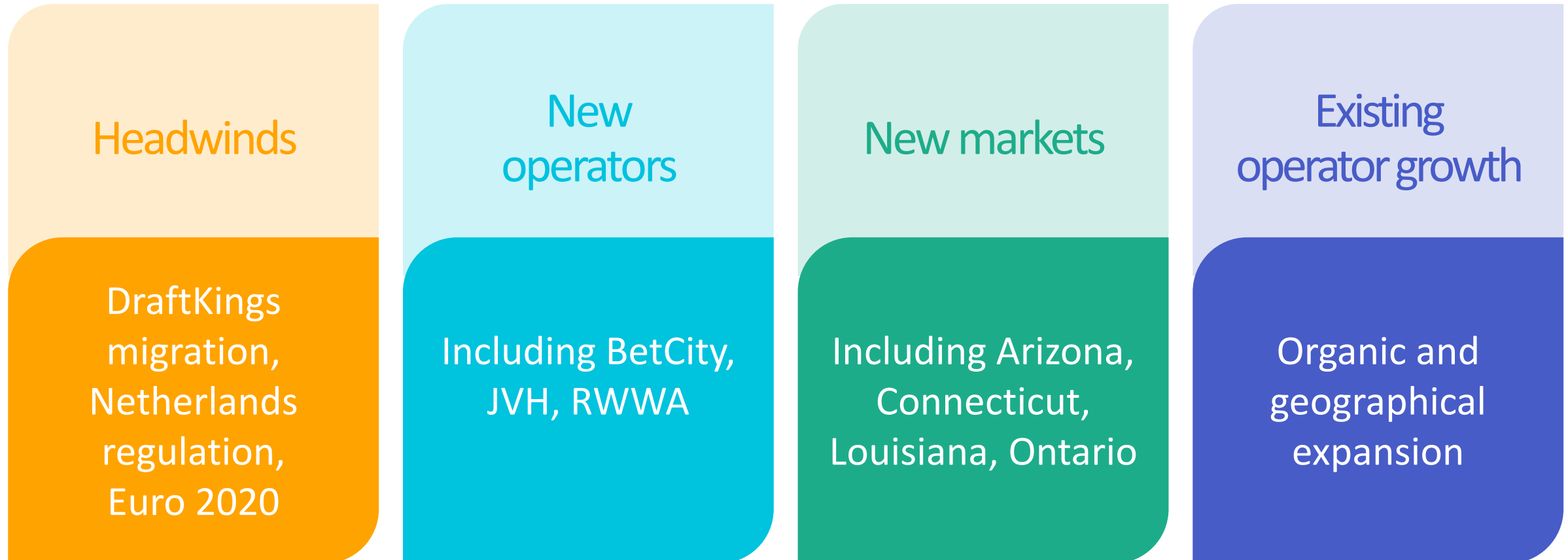
# Operator trading analysis

Kambi operators' turnover and trading margin



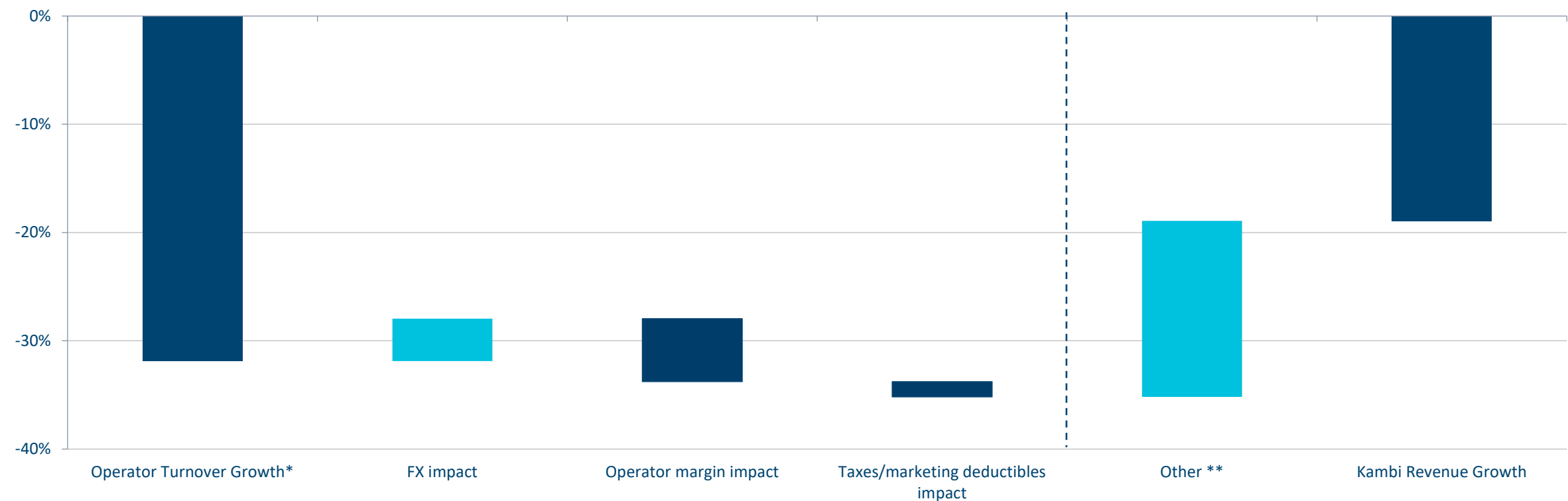
# Operator turnover

Key drivers of operator turnover Q2 2021 vs Q2 2022



# Kambi revenue conversion

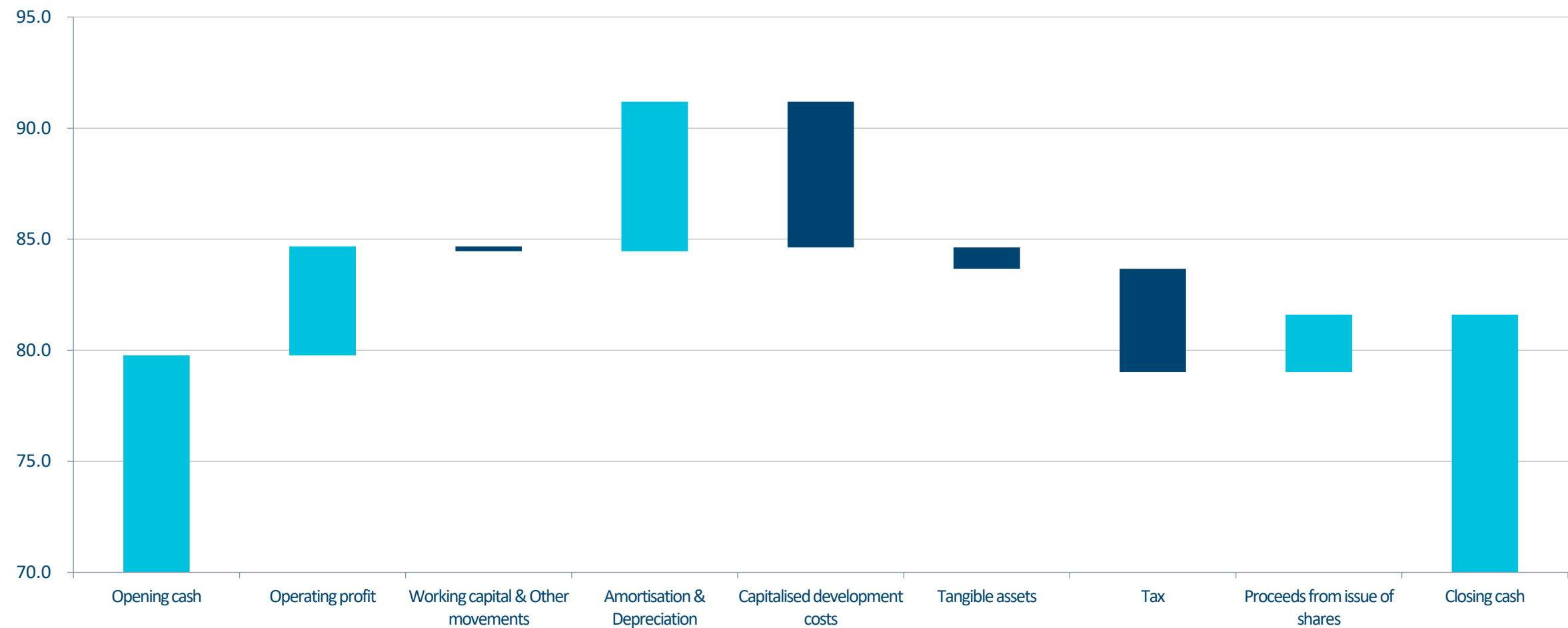
Q2 2022 vs Q2 2021



\* Operator turnover growth shown is based on Q2 2021 exchange rates  
\*\* Other includes the impact of volume-related commission tiers, Abios and fixed revenues  
-- Denotes components of NGR from which Kambi's revenue share is calculated

# Q2 Cash flow

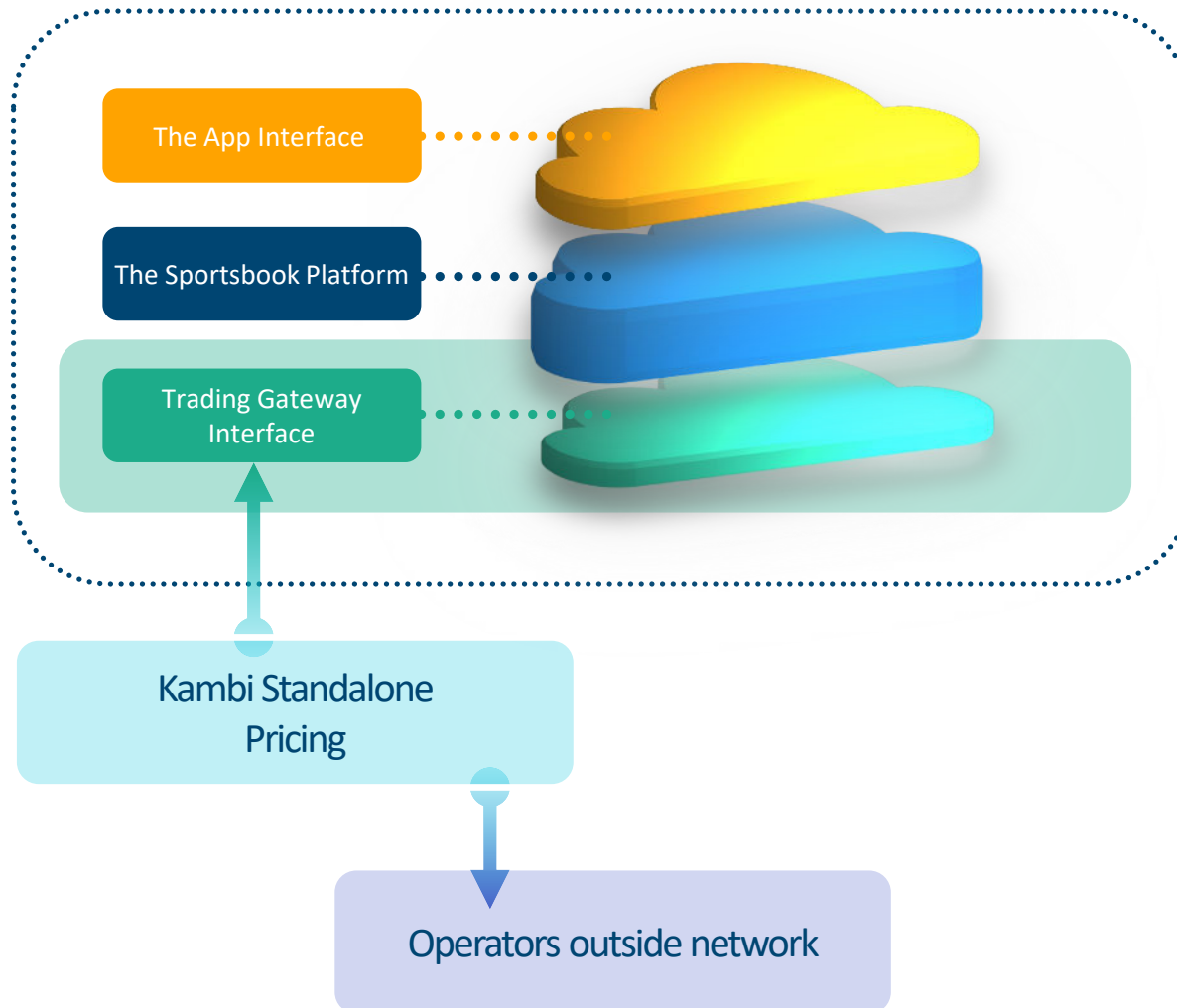
€m





# Modularisation milestone accomplished

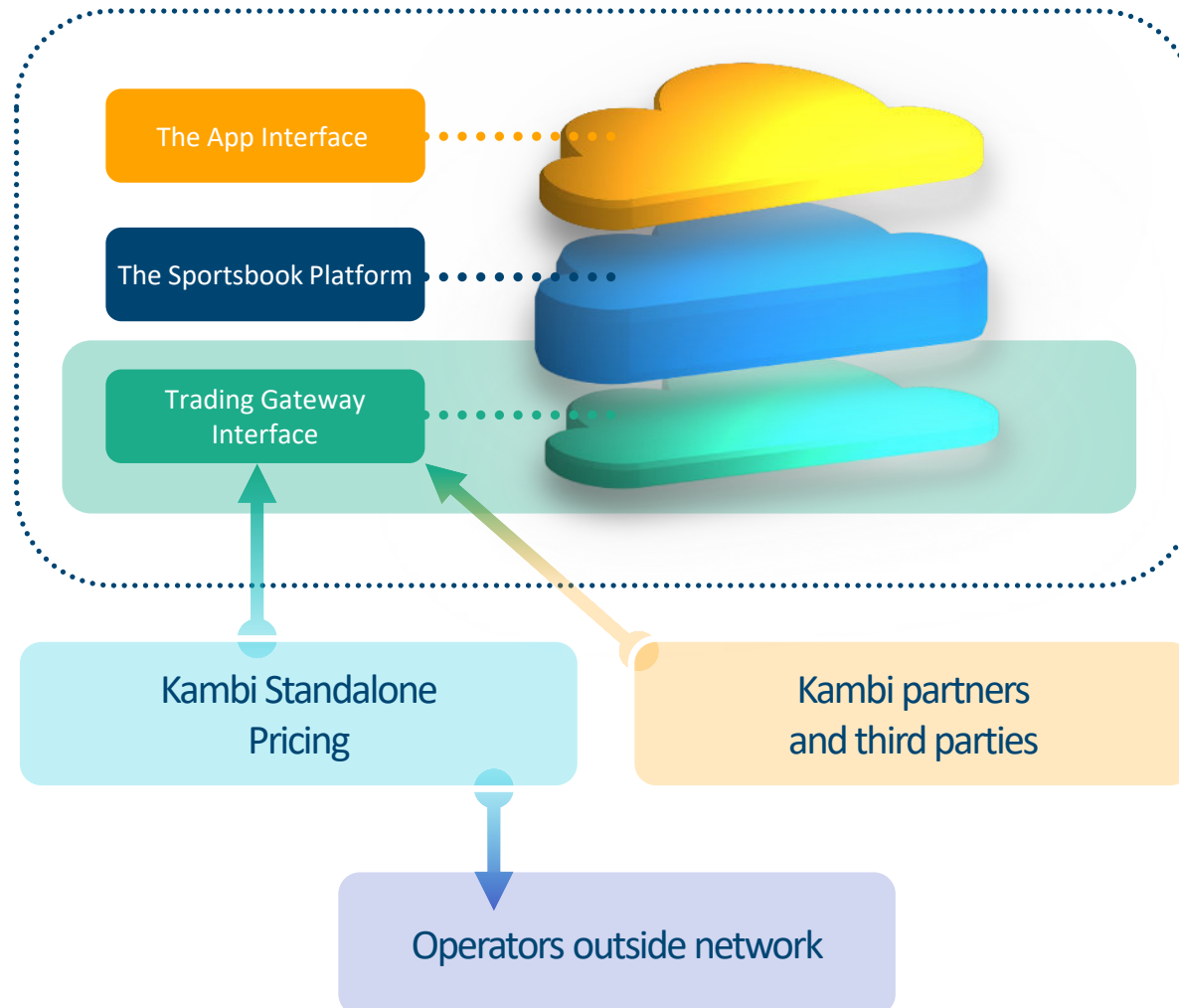
## Establishment of standalone pricing functionality through Trading Gateway



- Standalone pricing operational for lower-league soccer
- First instance of odds and trading being modularised from Kambi Sportsbook Platform
- Leverages new Trading Gateway to enable publishing of odds on Sportsbook Platform
- Content can be packaged and sold separately to operators outside Kambi network

# Modularisation milestone accomplished

## Establishment of standalone pricing functionality through Trading Gateway

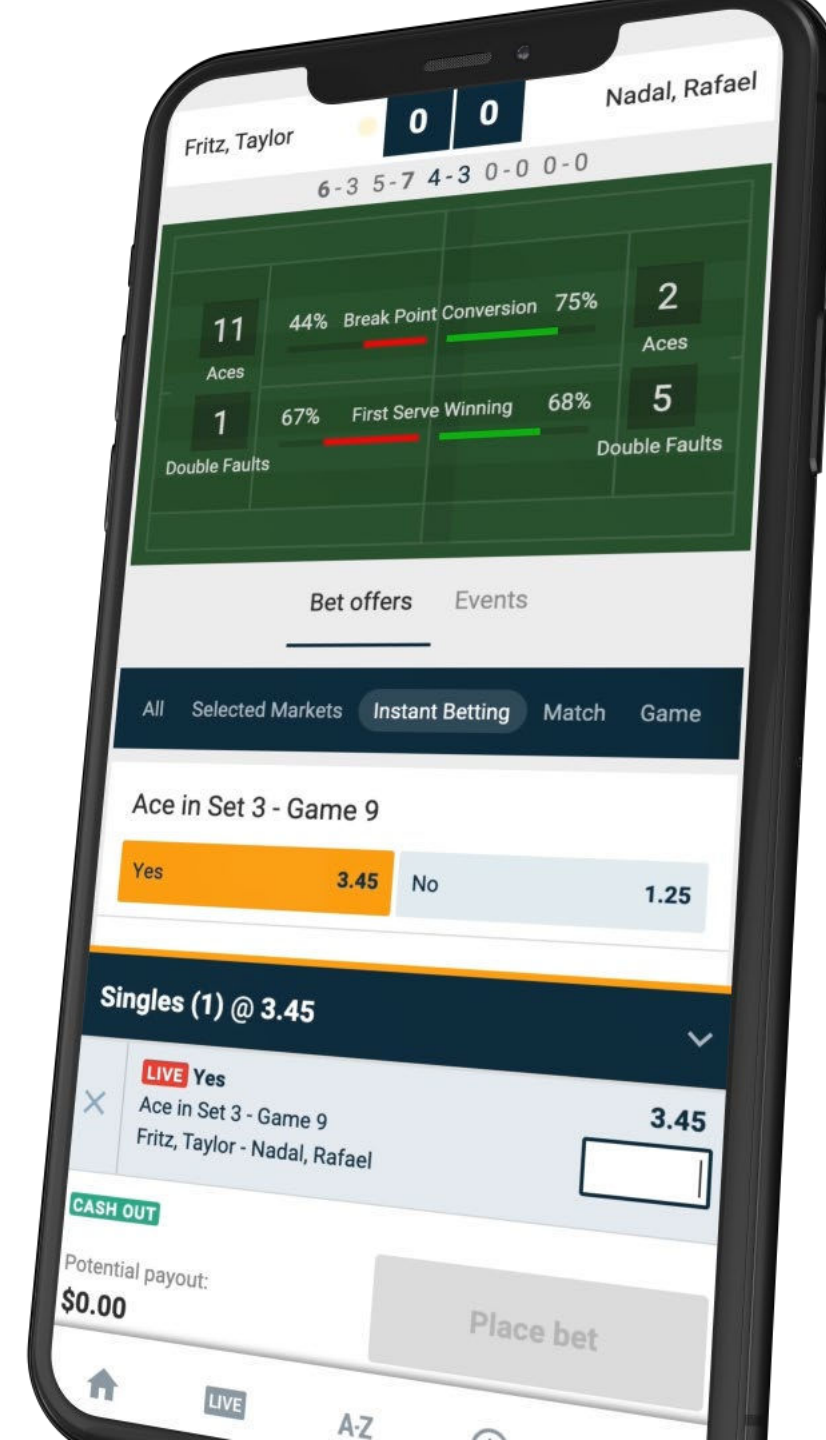


- The Gateway opens up opportunities for partners to gain further control of the offering
- This includes the potential for partners to conduct their own pricing
- Also provides ability to integrate third party pricing suppliers

# In-play tennis innovation

## Unique 'serve an ace' market

- 'Ace in Game' gives players opportunity to wager on whether there will be an ace in a particular service game
- Odds are updated after each point prior to an ace being served
- Ace in Game is not offered anywhere else, providing partners a key differentiator in a popular in-play sport



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## Q2 commercial updates

### Partner signing and extension



- New online partnership signed with Mohegan Gaming in Ontario, Canada
- Kambi to power sportsbook of popular Fallsview Casino brand

**betPARX**

- Successful partnership extended with betPARX
- betPARX is live in three US states with plans to expand further

# Q2 launches

Kambi's expansion across the Americas continues

Canada



Launched on day one in Ontario and now live with four partners

Latin America



Expanded LatAm reach with Rush Street Interactive in Mexico

US online



Launched with Rush Street Interactive in West Virginia and Soaring Eagle in Michigan

US retail



Supported retail launches for Kindred in Arizona and Churchill Downs in Louisiana

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# Kambi wins three EGR awards

## Bet Builder named Innovation of the Year

- Kambi won three prestigious EGR B2B Awards, including best Sportsbook Platform for the third consecutive year
- Kambi's Bet Builder won the award for Innovation in Sports Betting Software, underlining the product's market-leading position

"Outstanding year of product development. True innovation and differentiation, with a product that is arguably outpacing even the largest operators focused on the US market"

EGR B2B Awards judges



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# Events after Q2

## Kambi supports Kindred relaunch in the Netherlands

- In July, Kambi partner Kindred relaunched in the Netherlands market with its Unibet brand
- The launch strengthens Kambi's position in the country where it already powers BetCity and JVH
- Kambi expects additional partners to re-enter the market in the coming quarters



# Summary

Modularisation strategy  
progressing to plan

Soon to regulate markets  
to increase total  
addressable market

Strong financial  
performance positions  
Kambi for future success





# Q&A

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



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# Thank you

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