



Kambi Group plc

Q3 2022 Report

26 October 2022

Kambi

Agenda

1. Highlights
2. Financial highlights
3. Shape Games acquisition
4. Modularisation update
5. Commercial updates
6. Summary
7. Q&A



Kambi

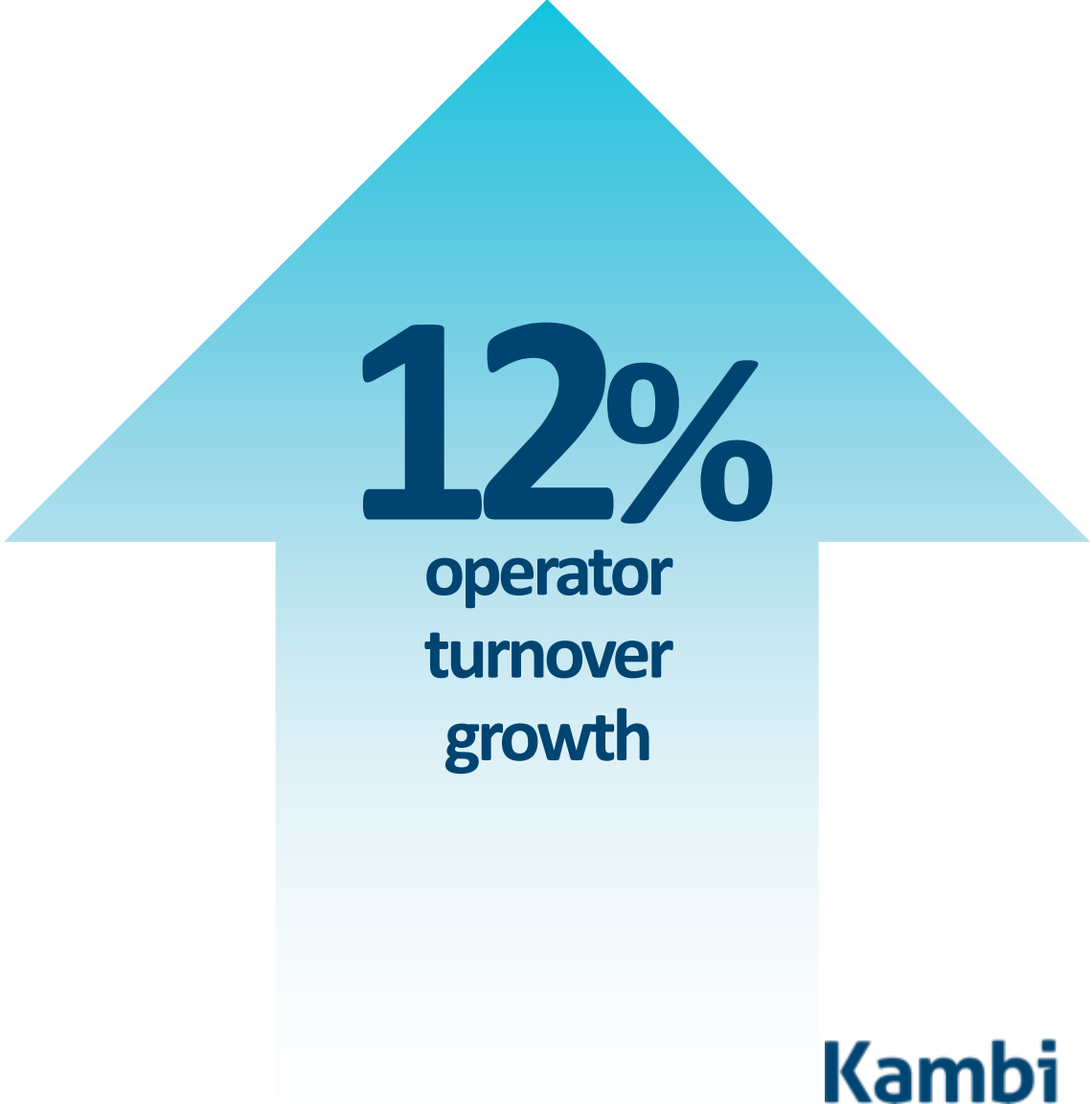
Highlights

Top-line growth driven by new partner signings and market launches

Partnered with Great Canadian Entertainment, one of the largest casino groups in Canada

Acquired front end specialists Shape Games, strengthening Kambi's capability with the addition of native technology

Bet Builder identified as the first modularised product to be offered as a standalone service



12%
operator
turnover
growth

Kambi

Q3 2022 financial highlights

€36.7m

Revenue

Q3 2021:
€41.6m

€3.9m

Operating profit

Q3 2021:
€14.7m

€38.1m

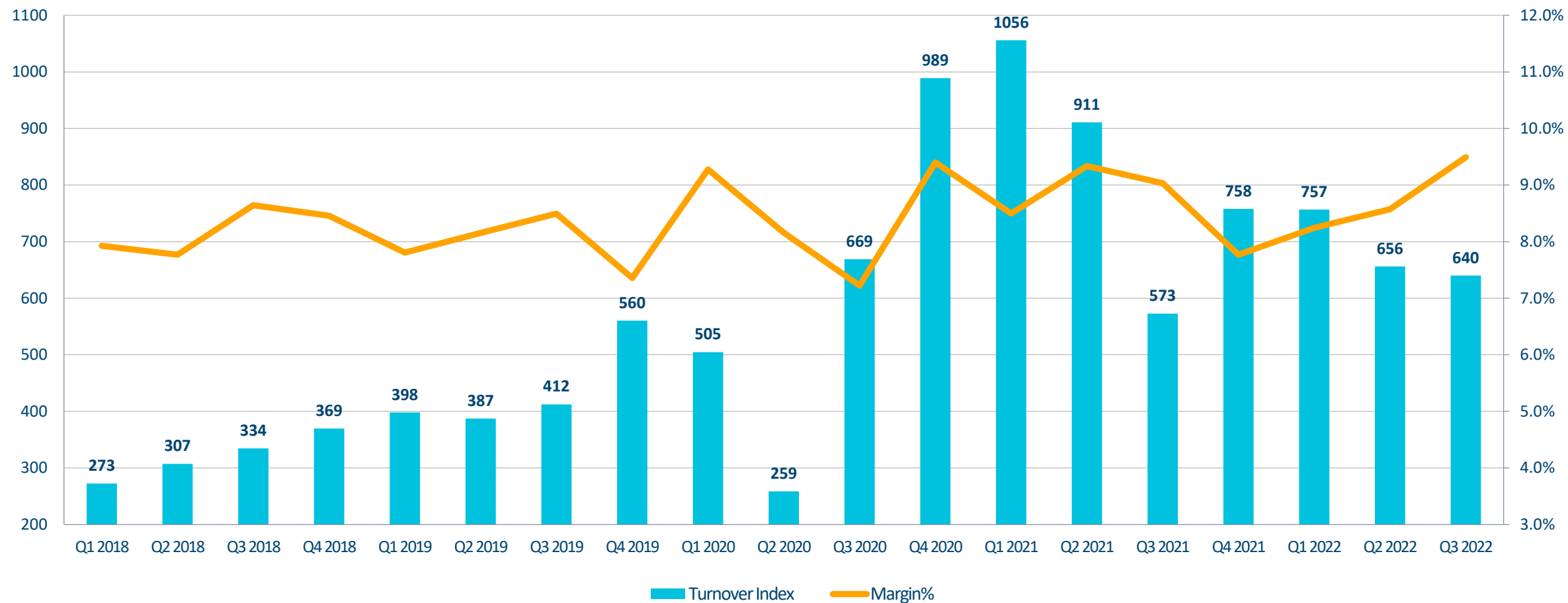
Net cash

Q3 2021:
€77.4m

Kambi

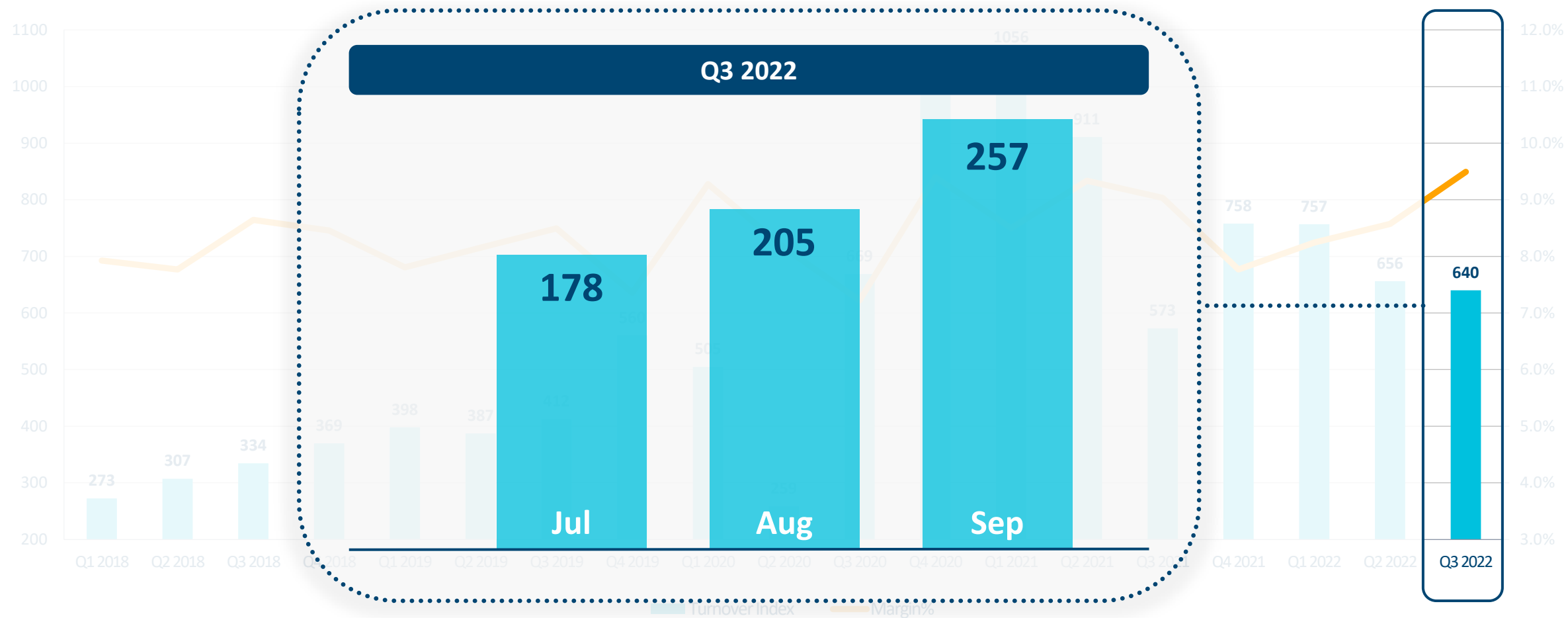
Operator trading analysis

Kambi operators' turnover and trading margin



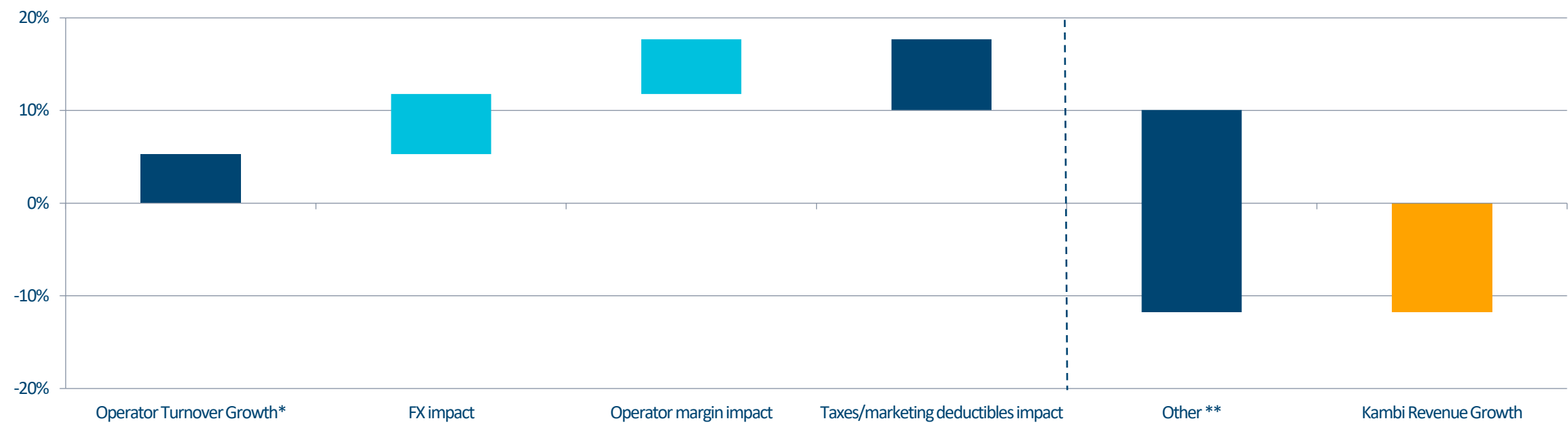
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi Revenue Conversion

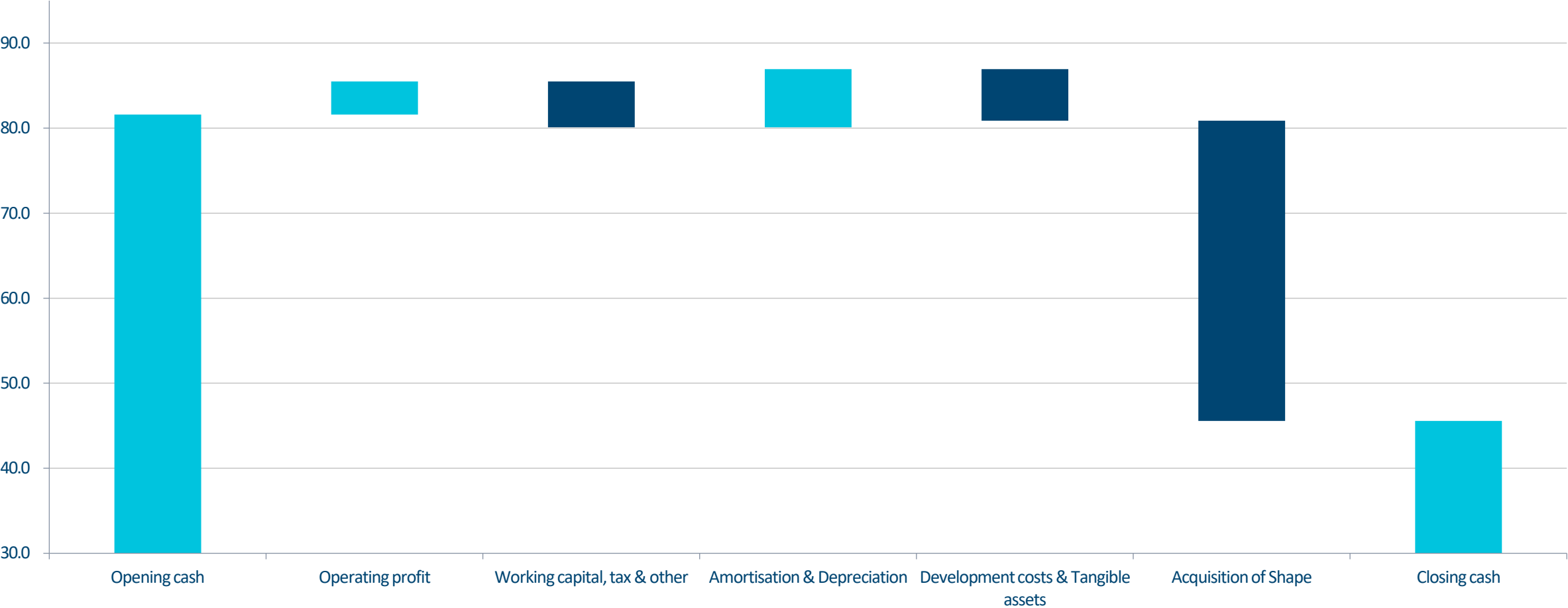
Q3 2022 vs Q3 2021



* Operator turnover growth shown is based on Q3 2021 exchange rates
** Other includes the impact of volume-related commission tiers, Abios, Shape, DraftKings and other fixed revenues
– Denotes components of NGR from which Kambi's revenue share is calculated

Q3 Cash flow

€m

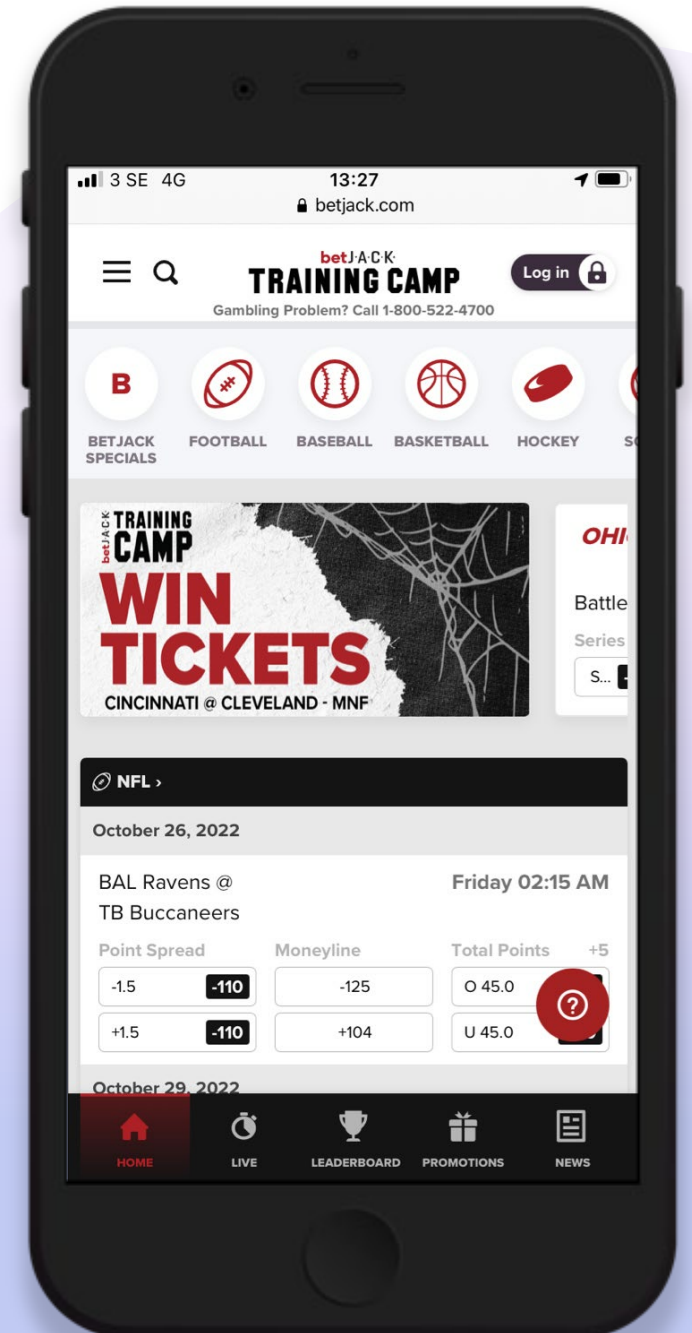


Acquisition of Shape Games

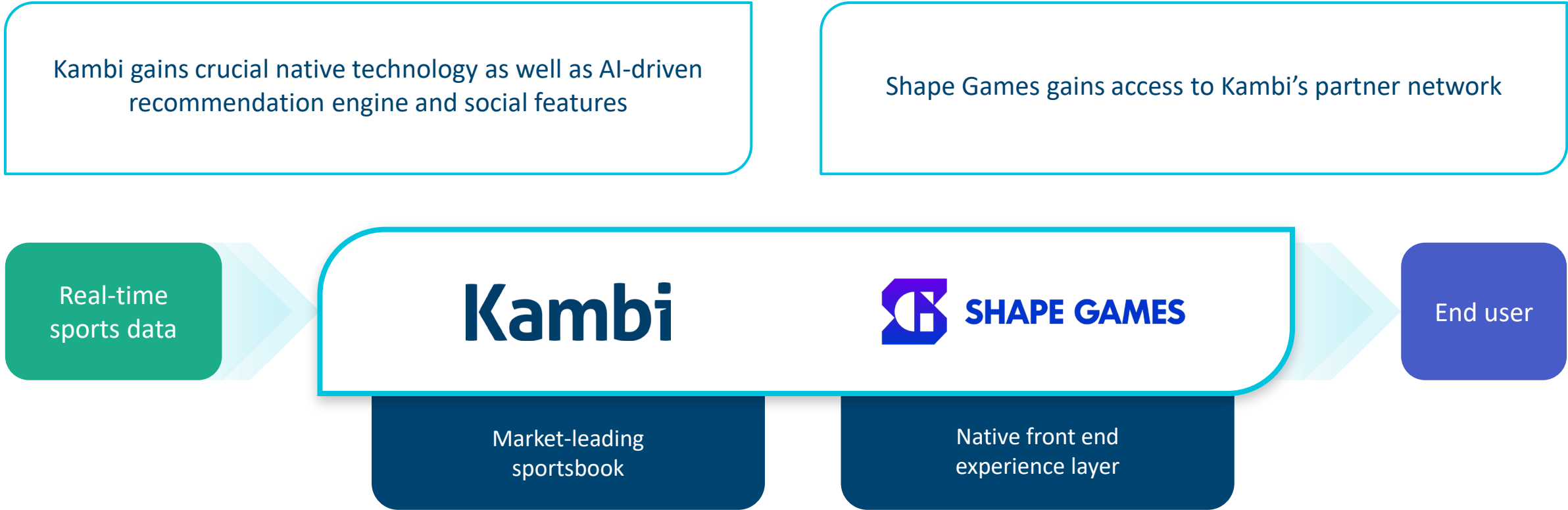
A profitable and fast-growing business



- Revenue in 2022 is on course to approximately double from €7.6m last year
- Revenue generated on fixed, revenue share or per-resource basis
- Operating costs primarily staff-related, with head office based in Copenhagen



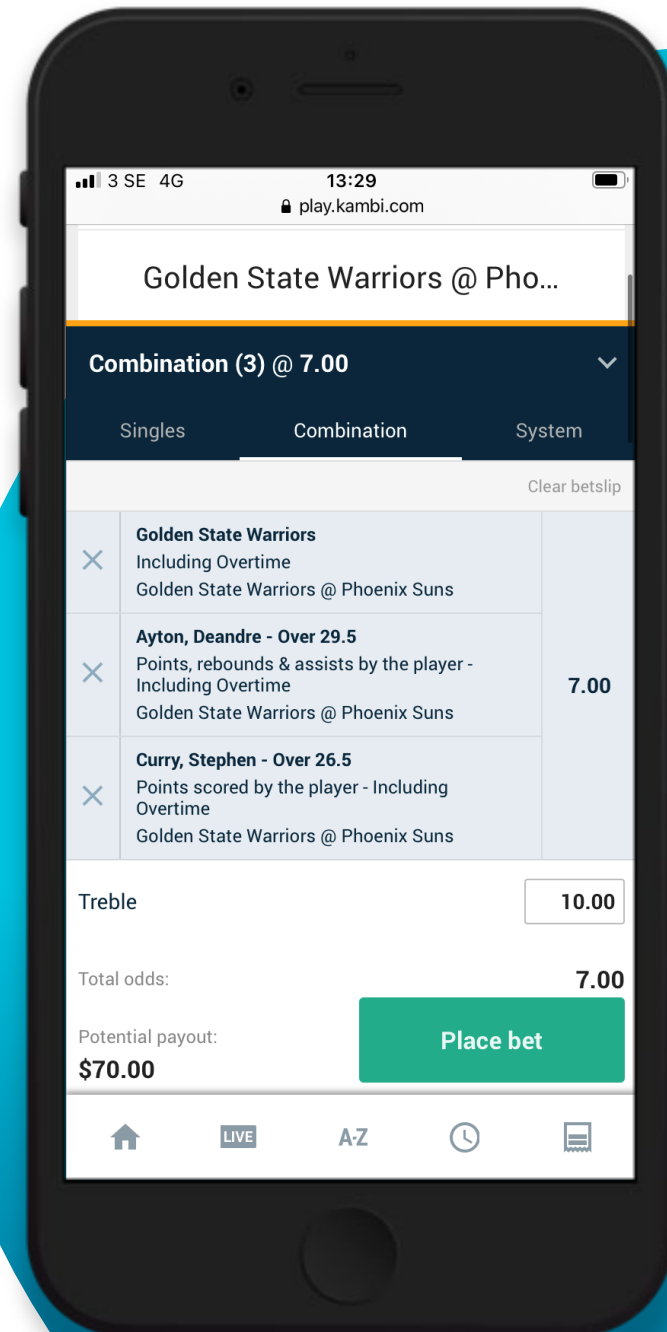
Native front end expertise enhances Kambi sportsbook



Bet Builder to be first module launched

Continued progress with long-term product strategy

- Kambi's award-winning Bet Builder identified as the first standalone product Kambi will go to market with
- Bet Builder was built into the core of the sportsbook, therefore creating a seamless user experience
- Bet Builder is available for the full suite of US sports with the addition of basketball in time for the NBA season



Q3 partner signings

Further strengthening Kambi's footprint in the Americas



Multi-channel agreement with one of the premier racetracks and casinos in Arkansas



Partnership with local tribal gaming operator sees Washington become Kambi's 19th US state



On-property deal in Ontario expands on Mohegan's recent online sportsbook launch with Kambi



Agreement expands Kambi's presence in Argentina from three provinces to potentially 10

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Q3 launches

The Netherlands and North America

Europe



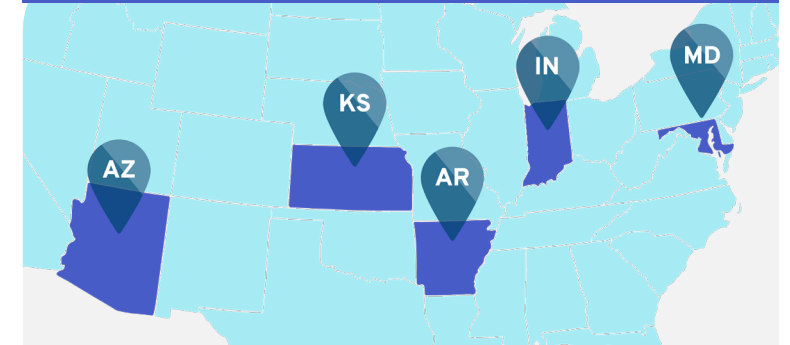
Supported the relaunch of Kindred's online sportsbook in the Netherlands

Canada



Powered the launch of Mohegan's online sportsbook in Ontario

US



Six partner launches completed in Arizona, Arkansas, Indiana, Kansas and Maryland

Events after Q3

On-property partnership with Great Canadian Entertainment

- Great Canadian Entertainment is one of Canada's largest gaming companies
- Kambi will provide its sportsbook to 10 of the operator's casinos in the province of Ontario
- Great Canadian is owned by Apollo Global Management, owner of numerous gaming assets



Events after Q3

New commercial agreement with PENN Entertainment

- PENN to migrate online starting Q3 2023 with retail migration expected to begin in 2024
- Kambi to receive \$27.5 million in early termination and transition fees
- Cooperation on additional US state launches during the period



Summary

Major UX leap forward
with acquisition of Shape
Games

Commercial momentum
accelerates with signing
of Great Canadian

Well positioned to
withstand global
economic outlook



Q&A

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Thank you

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