

# Kambi Group plc

CEO Presentation  
2023 AGM

Kristian Nylén  
11 May 2023



**Kambi**

## 2022 in review

Agreed partnership extensions  
with Kindred and betPARX

Extended reach in Americas with  
nine new partner signings

Completed more than 60 online  
and on-property launches

Acquired native front end tech  
specialists Shape Games

## 2022 financial highlights

Revenue

€166.0m

FY 2021:  
€162.4m

Operating profit

€34.8m

FY 2021:  
€57.0m

Operating margin

20.9%

FY 2021:  
35.1%

**Kambi**

## 2023 so far

Signed partnership  
with tier-one  
operator Bally's  
Corporation

Renewals agreed  
with Rush Street  
Interactive and  
BetPlay

Expanded US  
presence to 22  
live states

# Signing of Bally's Corporation

Sign tier one partners across product portfolio

- Long-term partnership with one of the world's leading casino-entertainment companies and a giant of US gaming
- Kambi's fully managed sportsbook will replace Bally's proprietary sports betting technology
- Bally's plans to be live with Kambi-powered sportsbook in seven US states by the end of 2023

*Bally's*



# An expanded portfolio of market-leading products

Kambi #1 B2B sportsbook brand in the industry

**Kambi**  
Complete

Lead the market with the world's most trusted, revenue-driving, **full turnkey** sportsbook

**Kambi**  
Flex

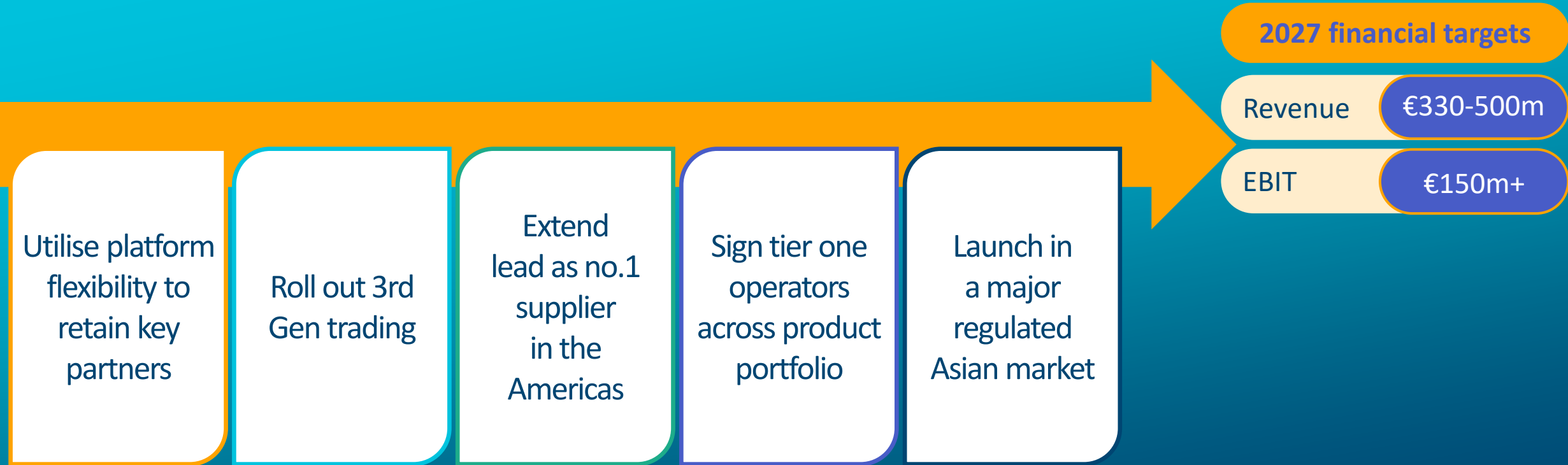
Build on Kambi's open platform with a **mix and match** of Kambi and third-party products

**Kambi**  
Select

Enhance your sportsbook with our selection of high-quality **modular services**

# Five key growth drivers

The path to 2027 financial targets



# Investment case

1

Unique strategic  
asset

2

Flexibility increases  
sales opportunities

3

Highly  
scalable  
business model

4

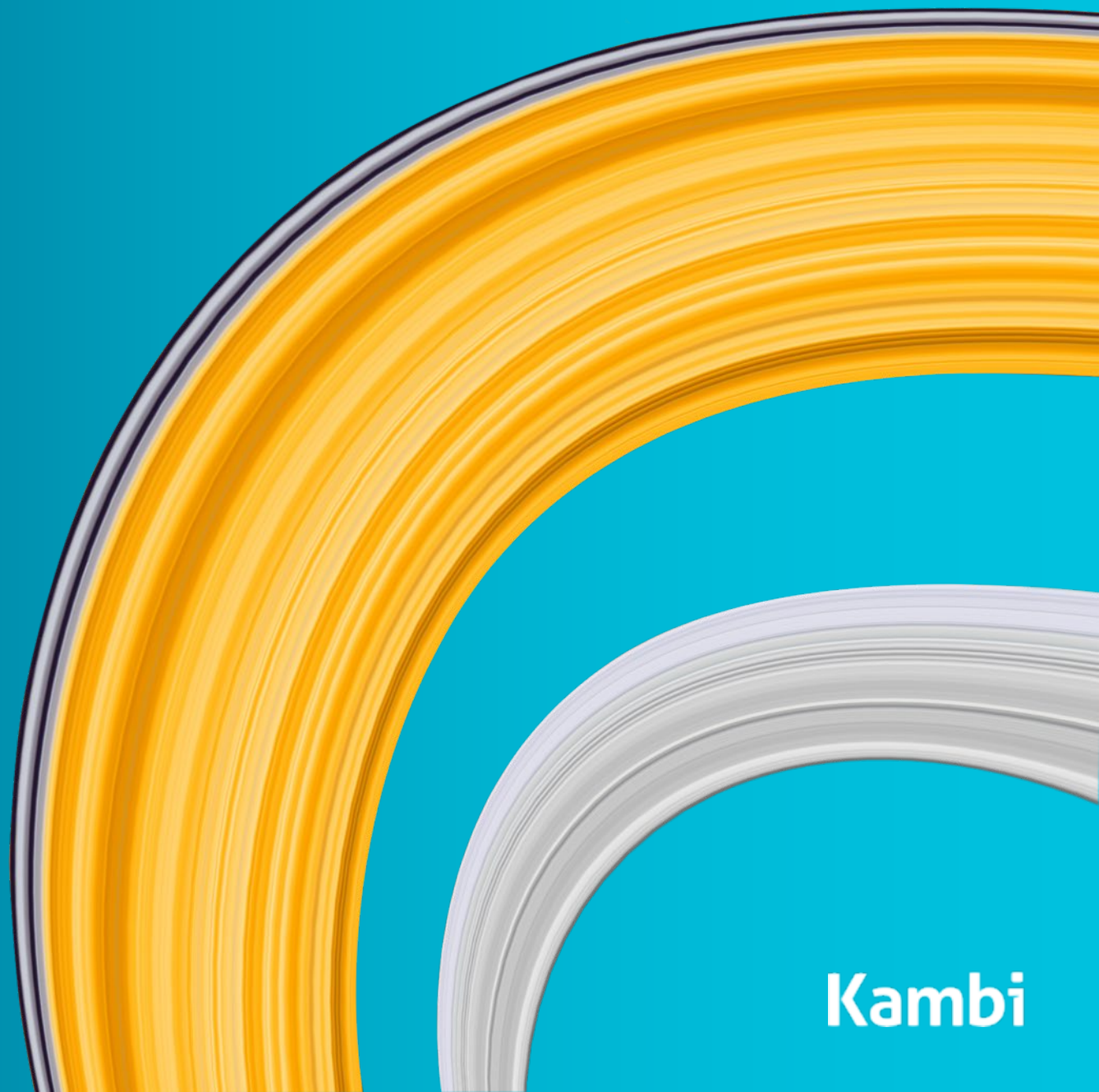
Exceptional growth  
potential



# Q&A

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

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# Thank you



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