

Kambi Group plc

Q3 2023 Report

1 November 2023



Kambi

Agenda

1. Highlights
2. Financial highlights
3. Commercial and strategic updates
4. Summary
5. Q&A



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Highlights

Revenue growth of 15%, boosted by certain non-recurring fees

Contract extensions agreed with ATG and Rank Group, taking number of partner renewals in 2023 to seven

Platform and front end agreement with Svenska Spel, a key partnership with one of Sweden's leading operators

Signed long-term partnership with LiveScore Group to power its fast-growing online sportsbook brands, LiveScore Bet and Virgin Bet



10

**New Kambi Complete
partner signings
so far in 2023**

Kambi

Q3 2023 financial highlights

Revenue

€42.1m

Q3 2022: €36.7m

EBITA (acq)

€6.0m

Q3 2022: €4.2m

Net cash

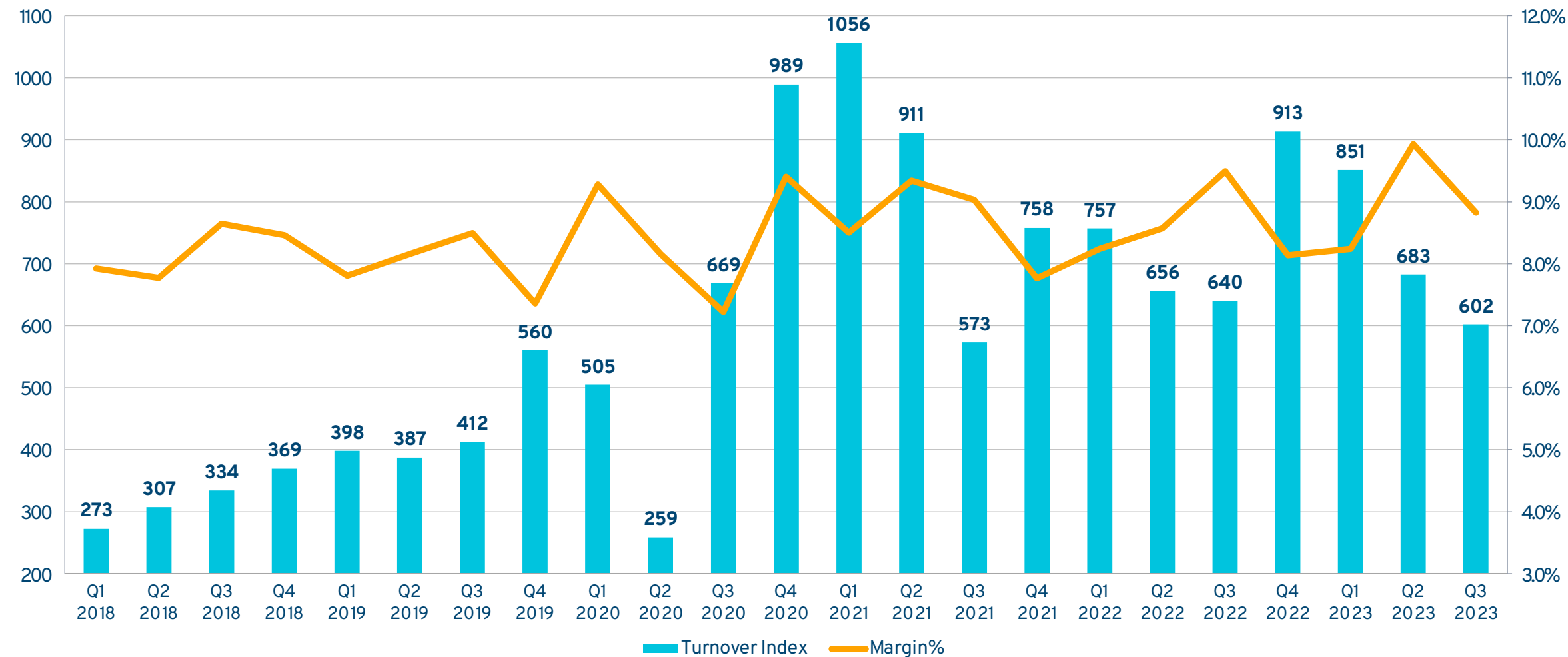
€62.4m

Q3 2022: €38.1m

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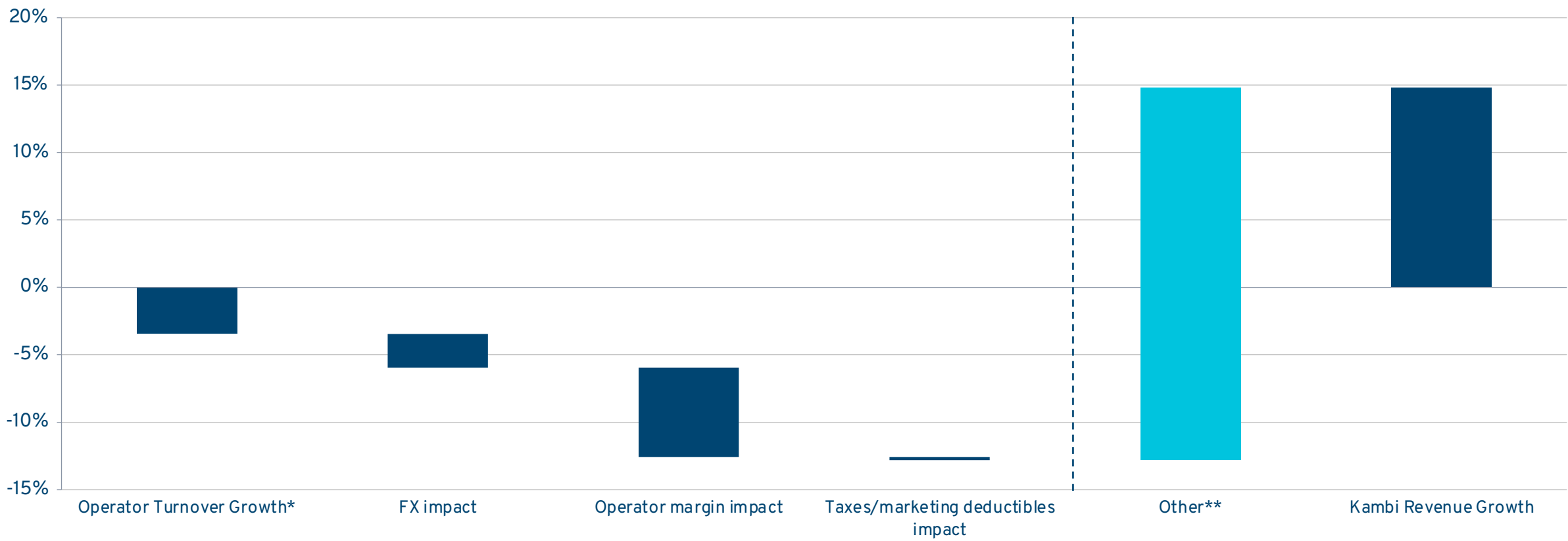
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

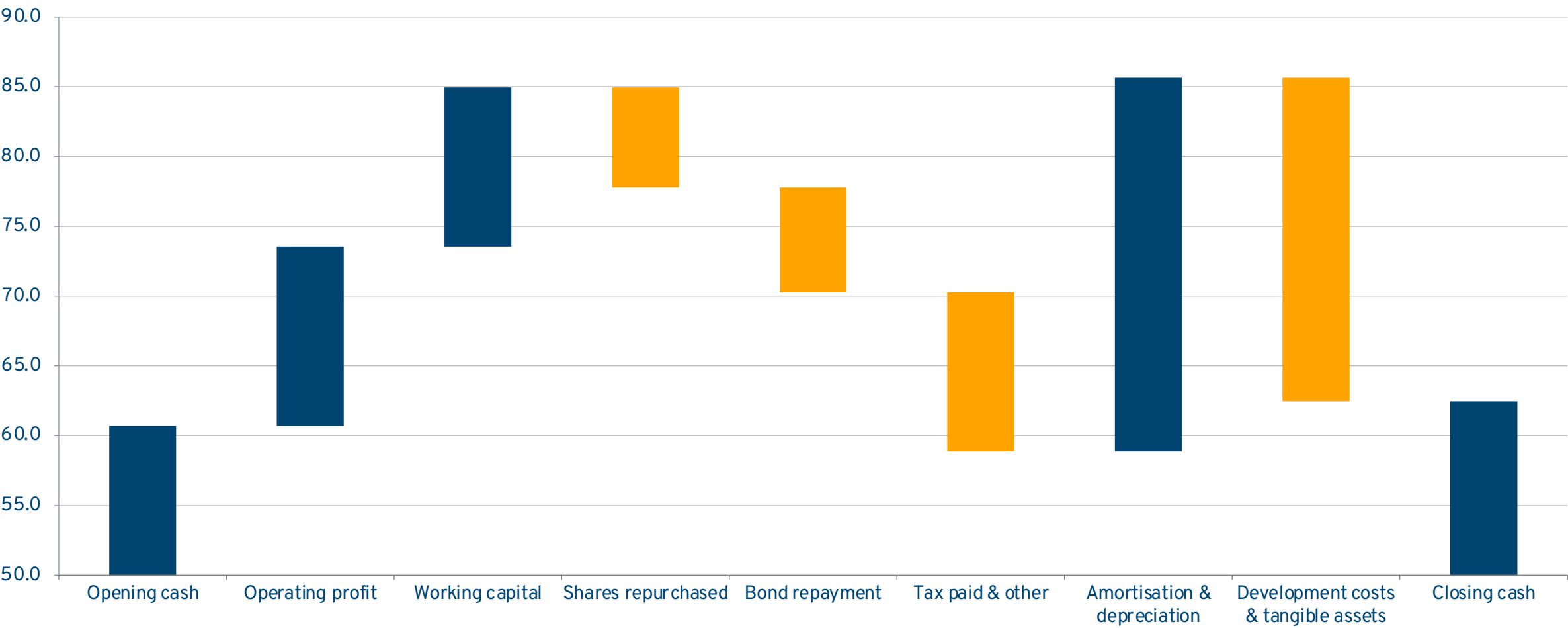
Q3 2023 vs Q3 2022



* Operator turnover growth shown is based on Q3 2022 exchange rates
** Other includes the impact of volume-related commission tiers and fixed revenues
-- Denotes components of NGR from which Kambi's revenue share is calculated

Q3 2023 YTD cash flow

€m



Two landmark partner signings

Major steps towards long-term strategic objectives

- Most significant partner agreements with existing sports betting revenue in Kambi's history
- Further evidence of demand for Kambi's outsourced sportsbook among leading operators
- Both operators expected to have a meaningful financial impact from H2 2024 onwards
- These additions bring Kambi up to 10 new partner signings for the year, including Bally's Corporation



LiveScoreGroup™

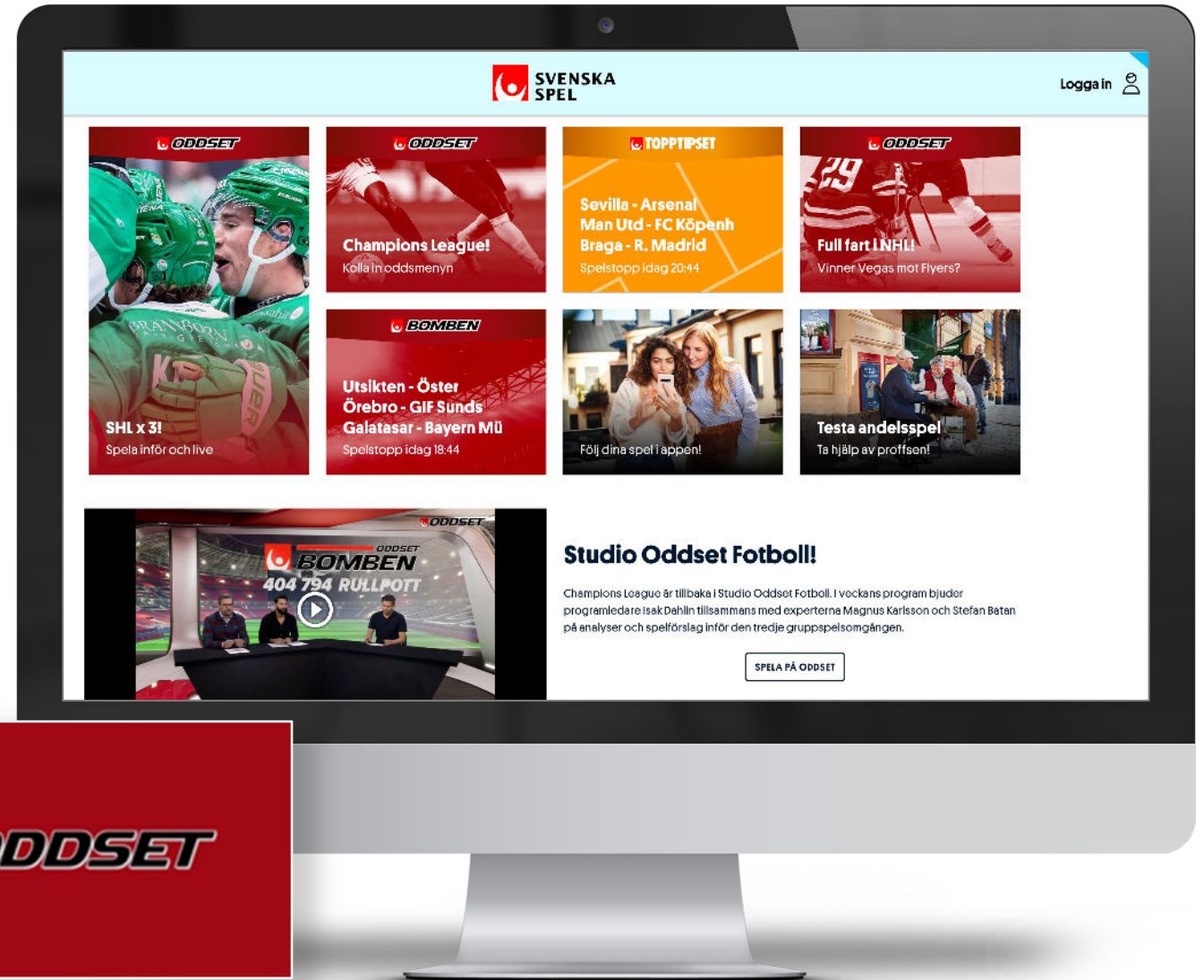


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SVENSKA SPEL

- Kambi to replace Svenska Spel's existing sportsbook across online and retail
- One of Sweden's leading operators – a former monopoly that first offered fixed odds in 1986
- Major sponsor of sports, including the Swedish Football and Ice Hockey Associations
- Shape Games to power the front end of Oddset to enable additional differentiation capability



LiveScoreGroup™

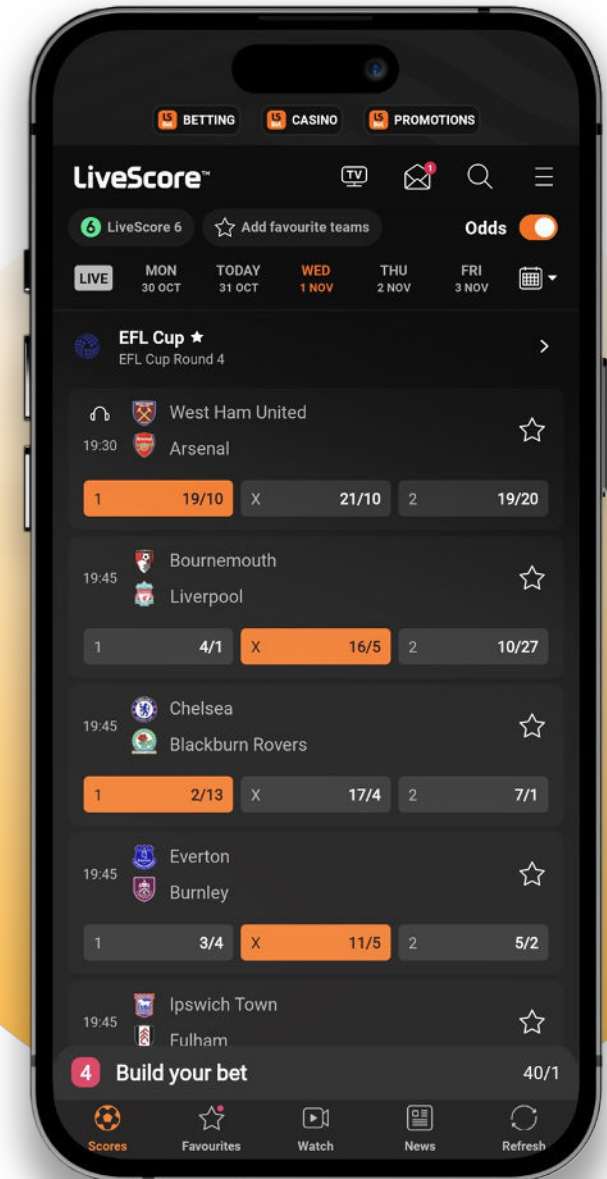
- LiveScore Group owns one of the world's leading real-time sports data and streaming media platforms
- LiveScore Bet and Virgin Bet are live in multiple markets and have been two of the fastest growing sportsbooks in the UK over the last four years
- Sportsbooks benefit from deep integration into media platform to enable effective and efficient customer acquisition
- Potential to quickly become one of the leading operators on the Kambi network to date

50+ million

LiveScore monthly
users globally

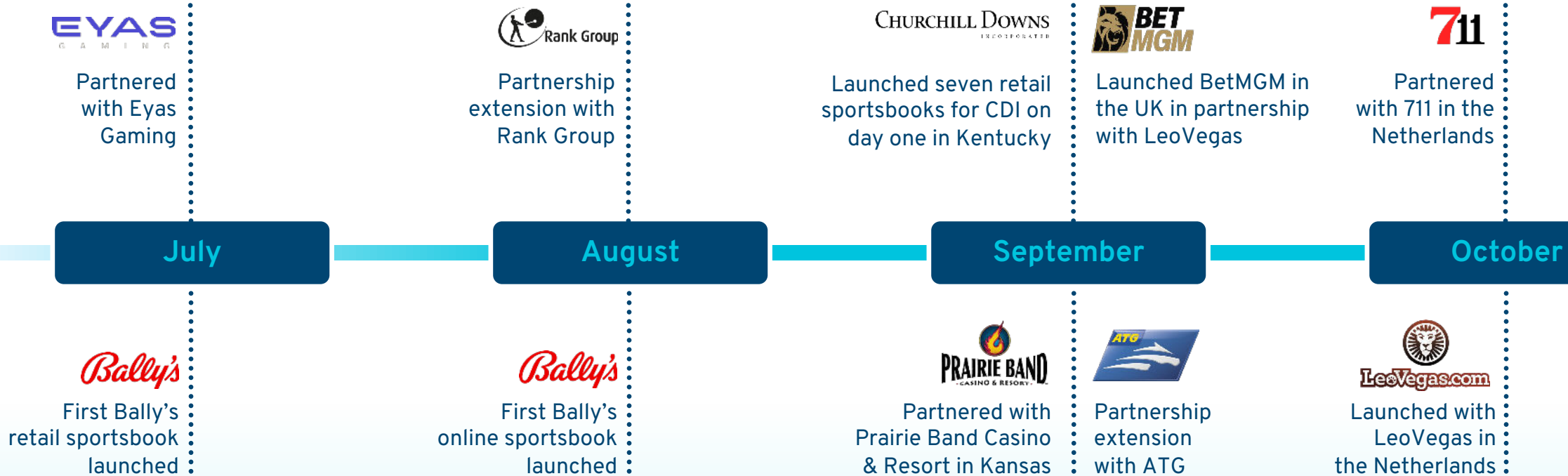
31%

of its UK bettors acquired via
LiveScore media platform



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Additional commercial updates



Kambi completed 24 partner launches in total in Q3

Additional commercial updates



Launched esports odds product for the Kambi network

Signed partner agreement with Nigerian operator Oyawin



Partnered with Svenska Spel and Kambi-powered operator SunBet

Kambi partner BetCity launched Shape Games-powered native casino app

AI-powered trading is changing the game

Delivering the next dimension of sports betting

- Increased depth and quality of sports data makes it impossible for humans to process and leverage to full potential
- Automation provides Kambi the ability to price and trade any outcome as players gravitate towards more complex markets
- This capability will become a must for all sportsbooks and is a key reason why it will succeed as a standalone module

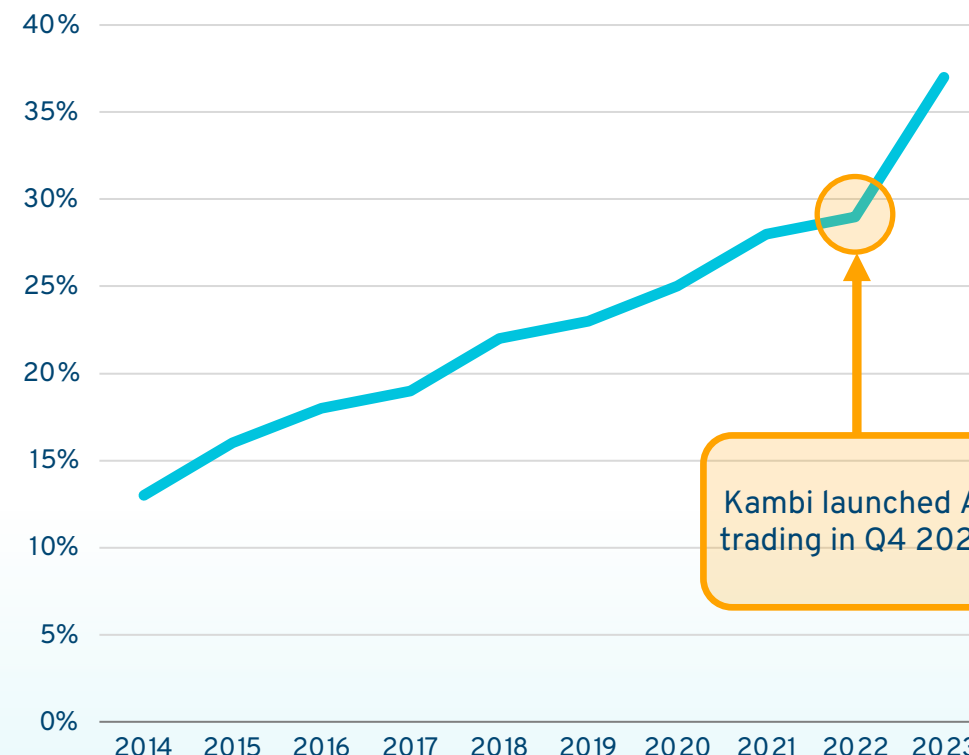


**EGR B2B Awards
2023 WINNER**
Innovation in sports
betting software



**GGB Gaming & Technology
Awards 2023 WINNER**
Best sports betting product

Turnover share of non-standard pre-match soccer markets



Kambi



TZERACT

The next dimension of sports betting

Margin-driving pricing

Utilising cutting-edge
AI and machine
learning tech

No limits innovation

Empowering
operators to develop
unique betting
products

Proven at scale

Approximately
300 million bets
on AI-driven bet
offers

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Summary

LiveScore and Svenska Spel underline demand for Kambi sportsbook

Tzeract raising the bar in AI sports trading and product innovation

Recent strategic milestones lay foundation for growth

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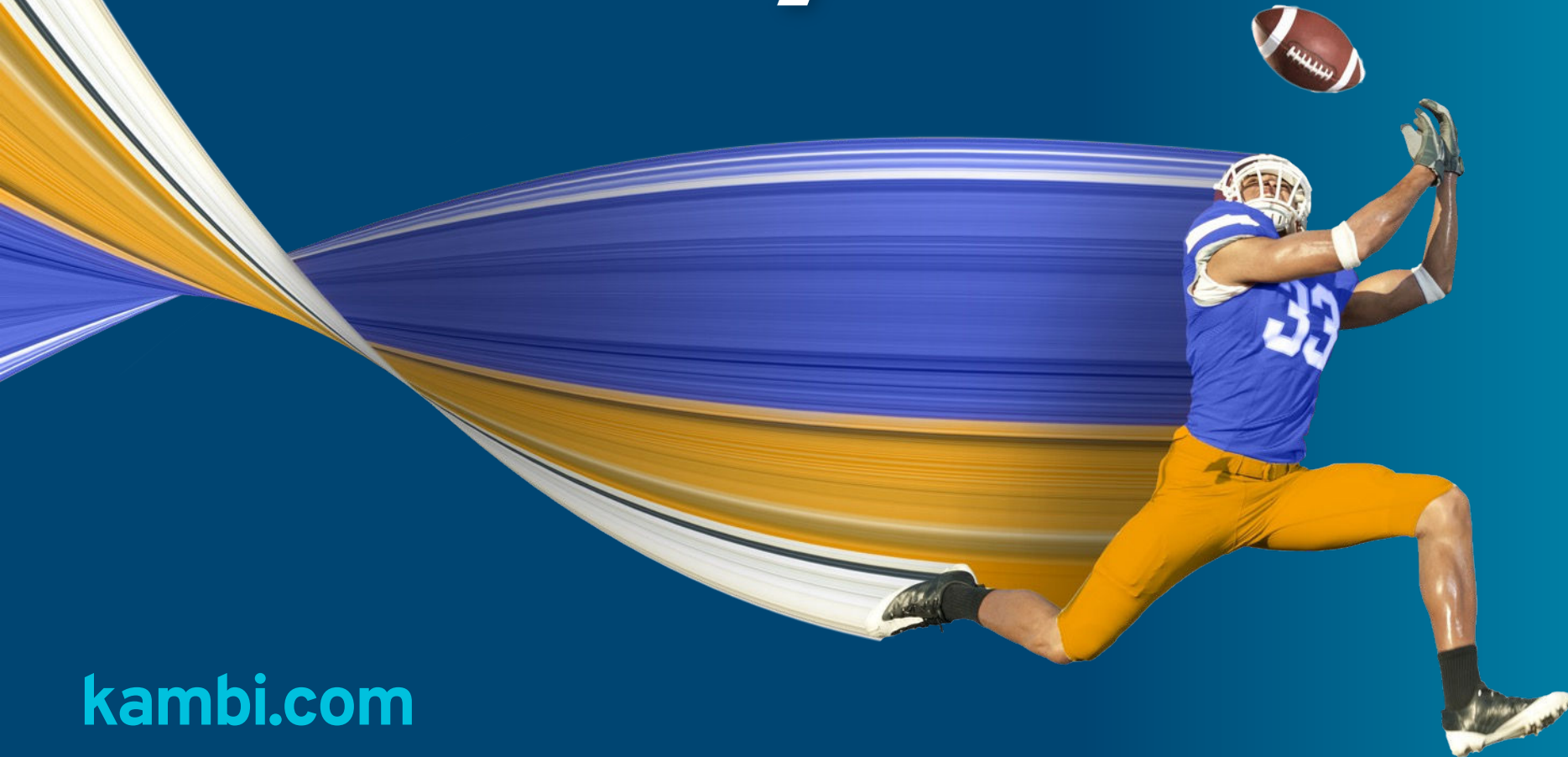
Q&A

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Thank you



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