



Kambi Group plc

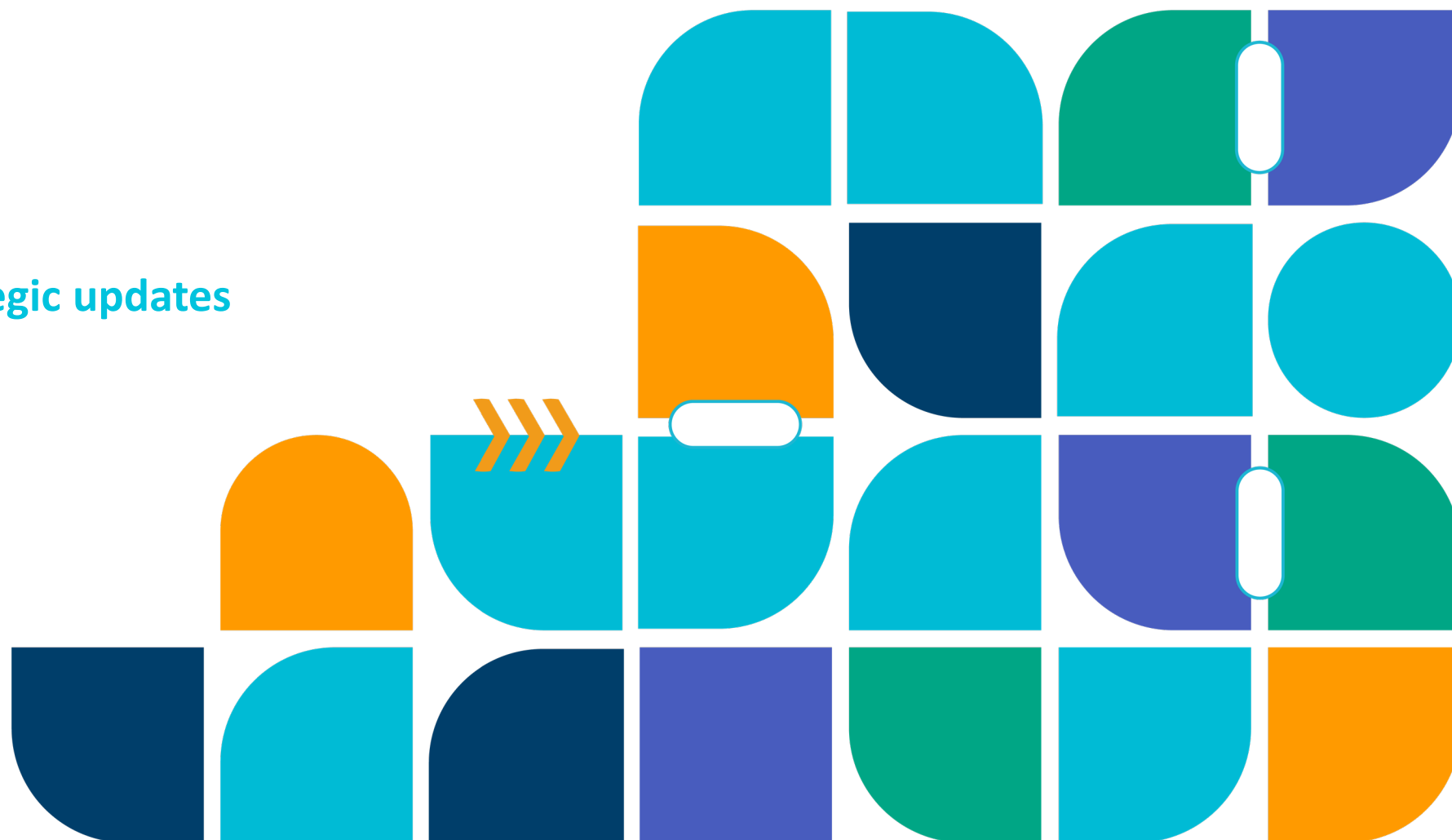
Q1 2024 Report

24 April 2024

Kambi

Agenda

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



Highlights

- Tzeract partnered with kwiff for market-leading Bet Builder product
- Retail agreement extended with Penn Entertainment
- Launched with LiveScore in Nigeria and the Netherlands
- Continued development of open platform



Q1 2024 financial summary

Kambi

Revenue

€43.2m

Q1 2023: €44.0m

EBITA (acq)

€5.8m

Q1 2023: €5.8m

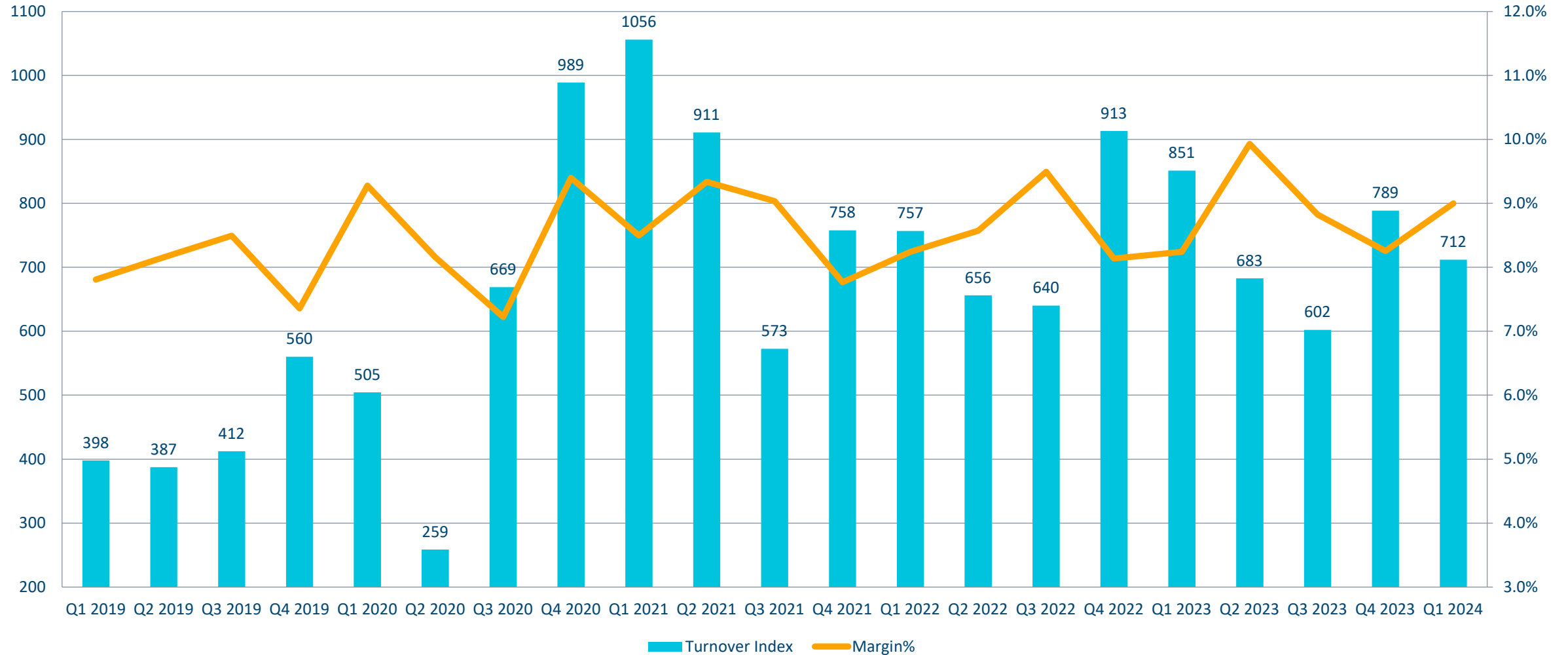
Net cash

€46.0m

Q1 2023: €61.2m

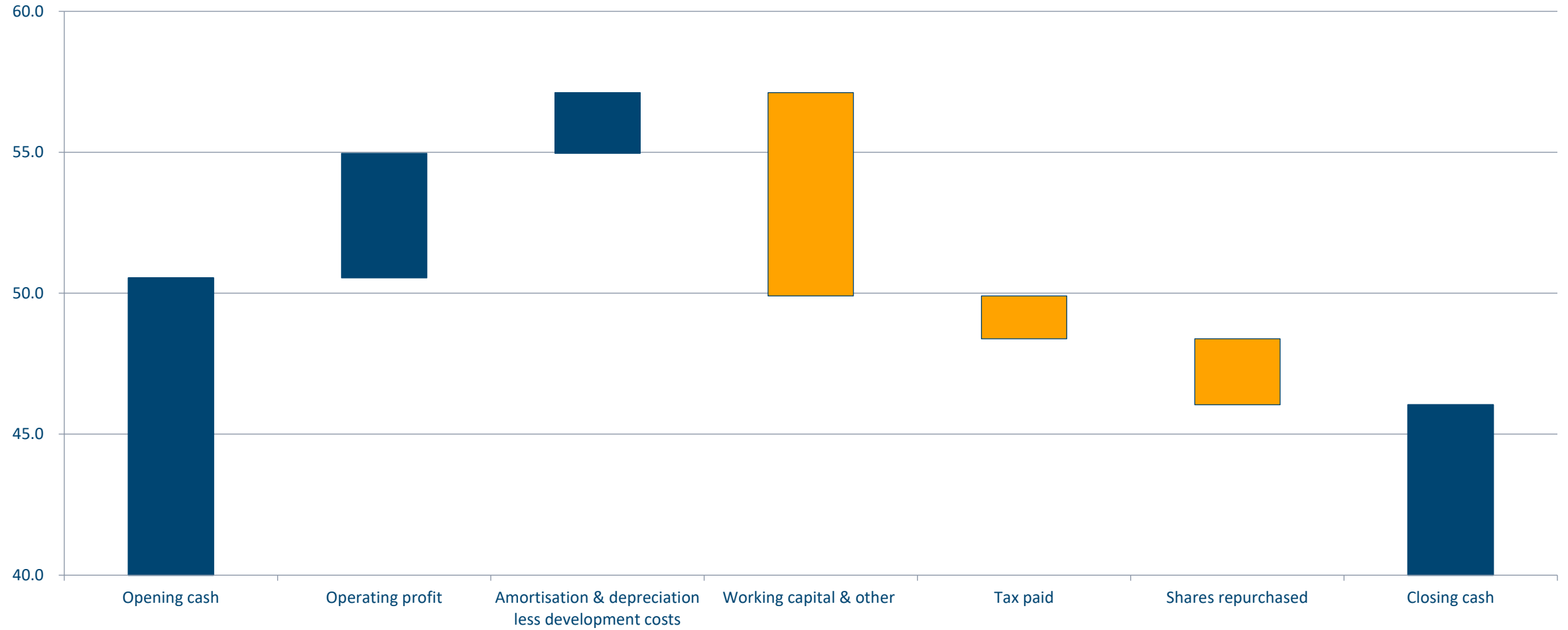
Operator trading analysis

Kambi operators' turnover and trading margin



Cash flow

€m



Share buybacks

Returning value to shareholders

Kambi

244,000

repurchased shares
in Q1 2024 across
two programmes

3.1%

of total shares
held at 31 March 2024
following buybacks

€4.0m

latest share buyback
programme runs until
20 May

Key strategic and commercial milestones



Launched with BINGOAL in Netherlands and Belgium



Debut launch in Nigeria with LiveScore



Tzeract agreed debut commercial partnership with kwiff

Q1

Q2 so far



Agreed retail partnership extension with Penn



Partnered with Inspired to integrate virtual sports



Partnered with BetMakers to enhance racing product



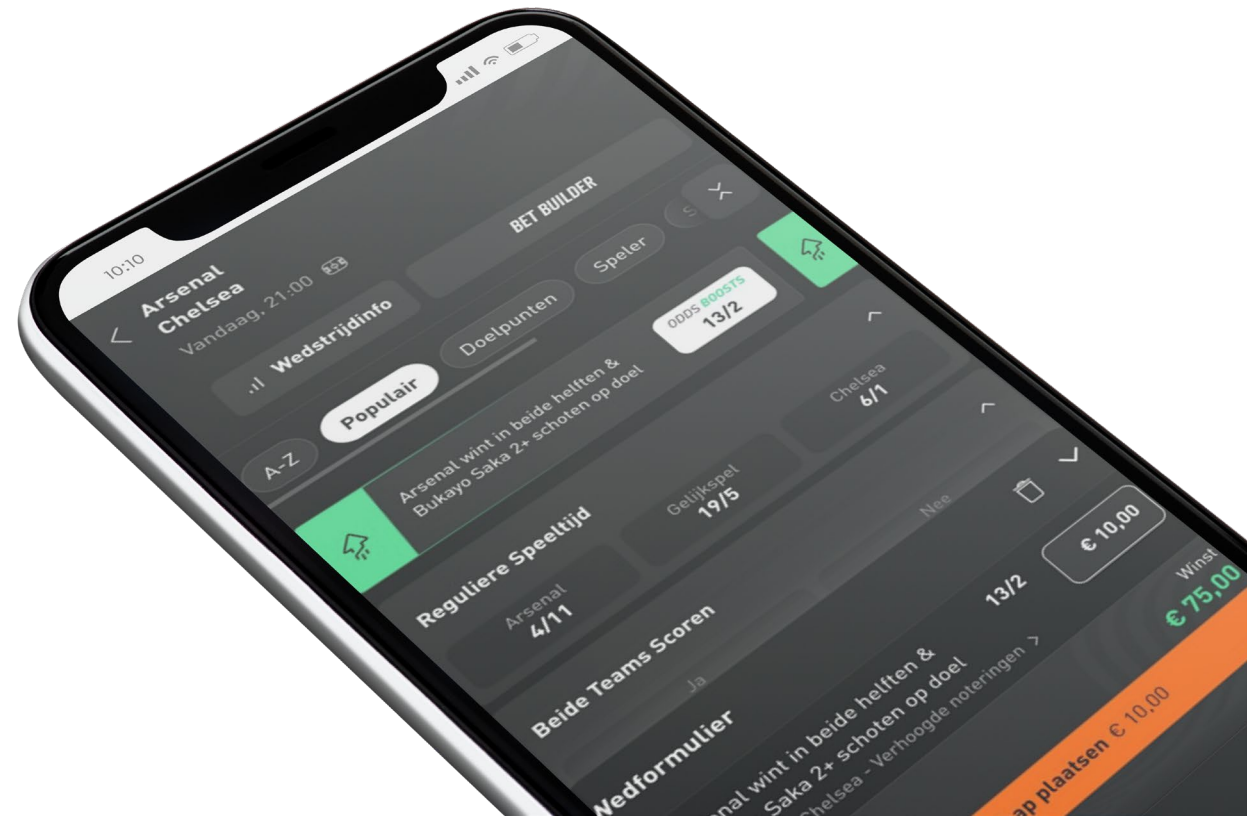
Launched with LiveScore in the Netherlands

Successful LiveScore launches

Kambi

- LiveScore’s Kambi-powered sportsbook launched in Nigeria in March
- The operator has since launched in the Netherlands
- UK is LiveScore’s key market, with launches planned prior to the Euro 2024 tournament

LiveScoreGroup™



Modularisation progress

Sharper focus on modular services

- Completion of partner product requirements following successful 2023 partner wins
- Greater focus now placed on modularisation efforts to deliver on long-term product and commercial strategy
- Preparing single API odds feed to deliver full library of Kambi Group odds products
- Feed provides operators unrivalled flexibility and high-quality odds benefiting from Kambi network effect

Kambi Group services now include:

Kambi

 **Abios**

 **SHAPE GAMES**

 **TZERACT**

Odds feeds from Kambi, Abios and Tzeract

Sportsbook platform

UX by Shape Games

Any combination of above including full turnkey

Tzeract partners with kwiff

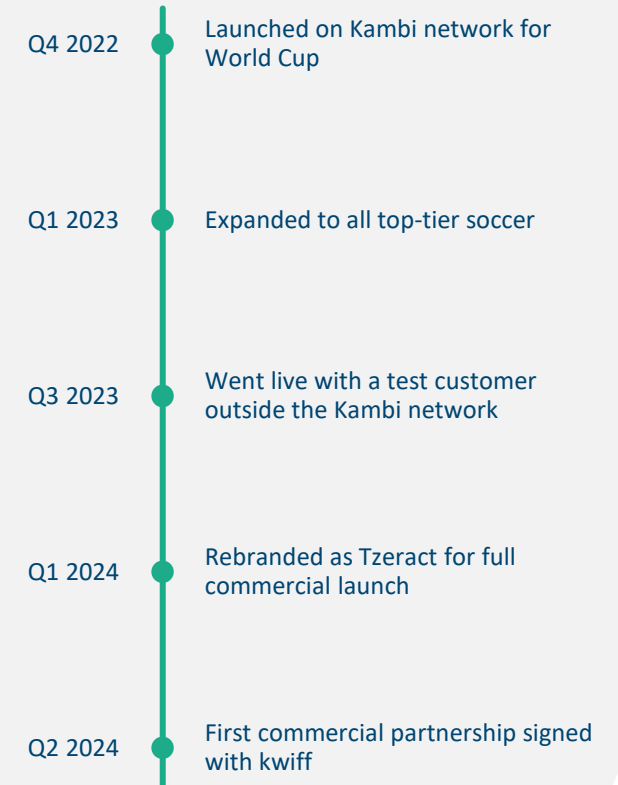
Tzeract, the next dimension of sports betting

- Tzeract secured its first commercial agreement this week, partnering with kwiff to provide its leading Bet Builder
- Tzeract's soccer Bet Builder is planned to go live with kwiff ahead of Euro 2024 soccer tournament
- The deal marks a significant step forward for Kambi as it continues to expand its range of modular services



TZERACT

Timeline so far

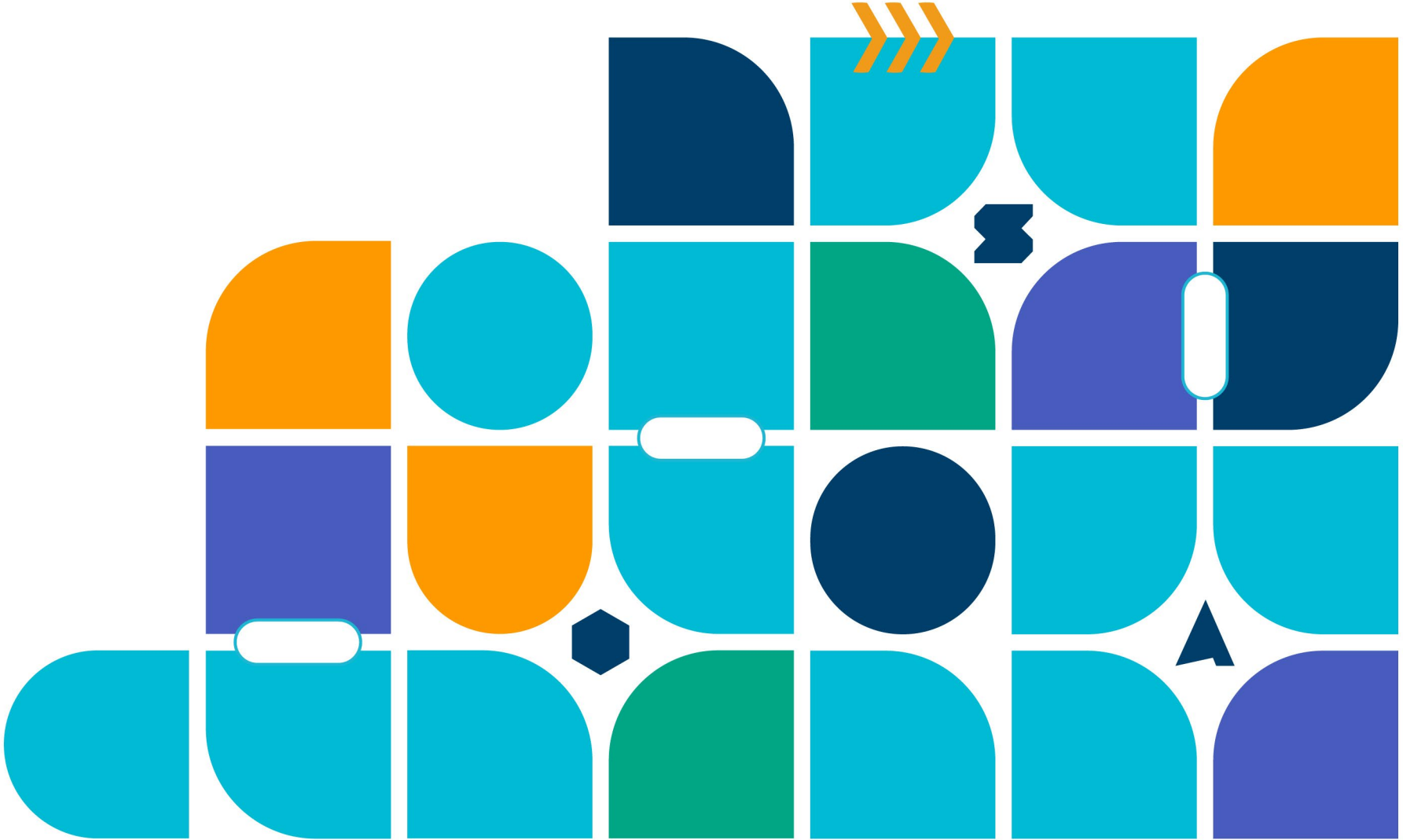


LiveScore rollout underway, UK launch to follow imminently

Commercialisation of modular services gaining momentum

Continue to build solid foundations for long-term growth

Q&A



Thank you

