



# Kambi Group plc

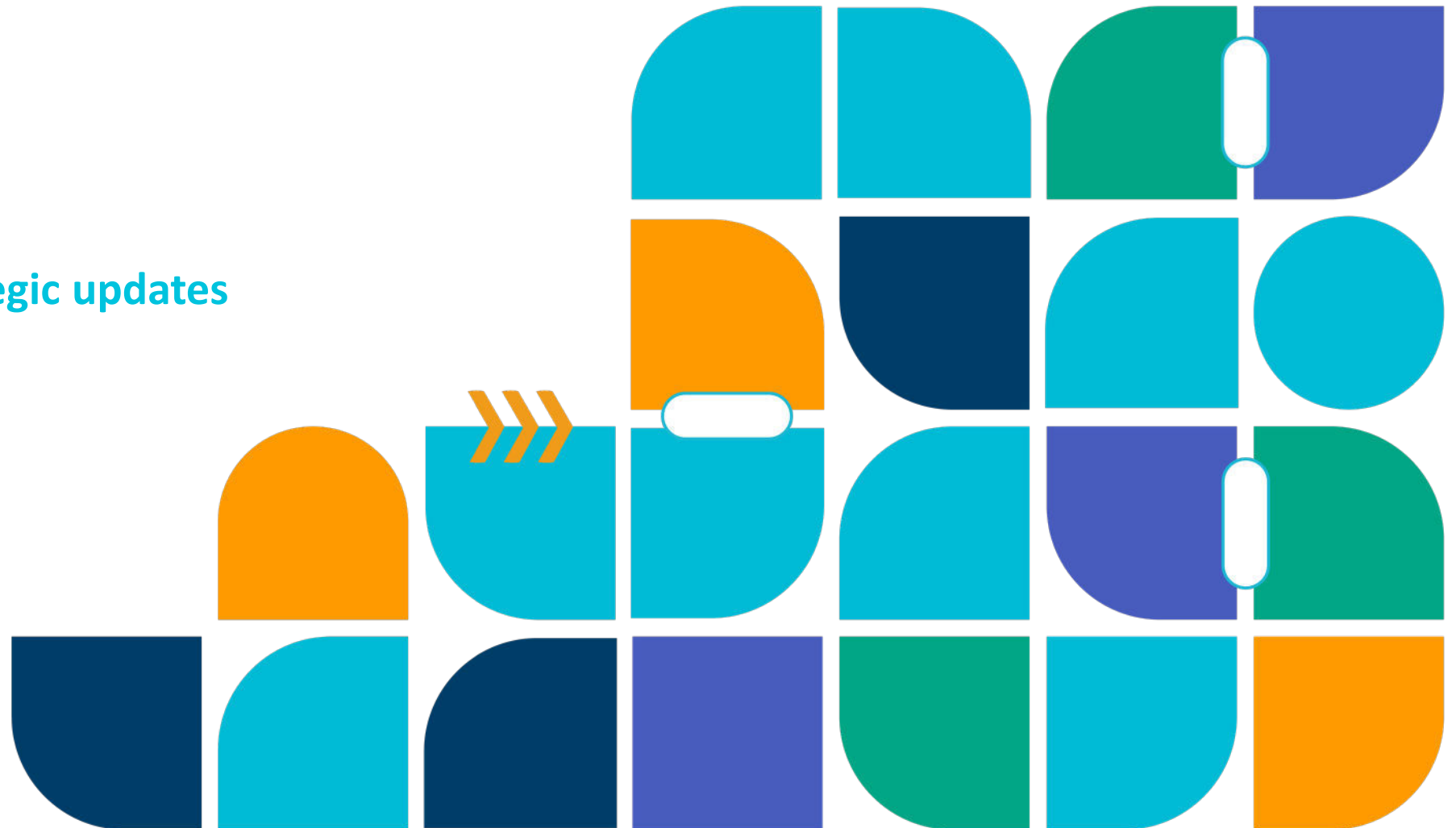
## Q1 2024 Report

24 April 2024

**Kambi**

# Agenda

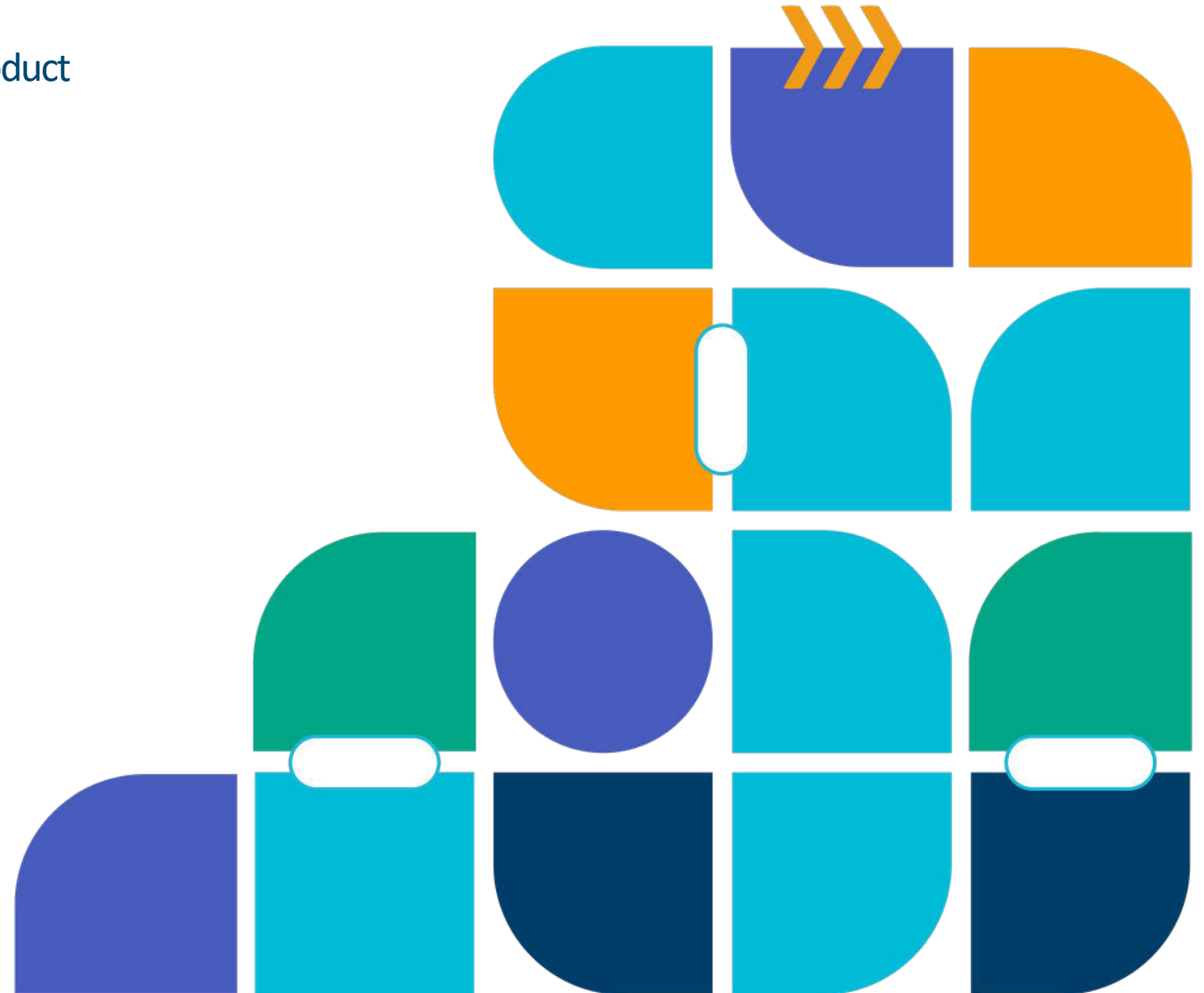
1. Highlights
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4. Summary
5. Q&A



# Highlights

Kambi

- 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

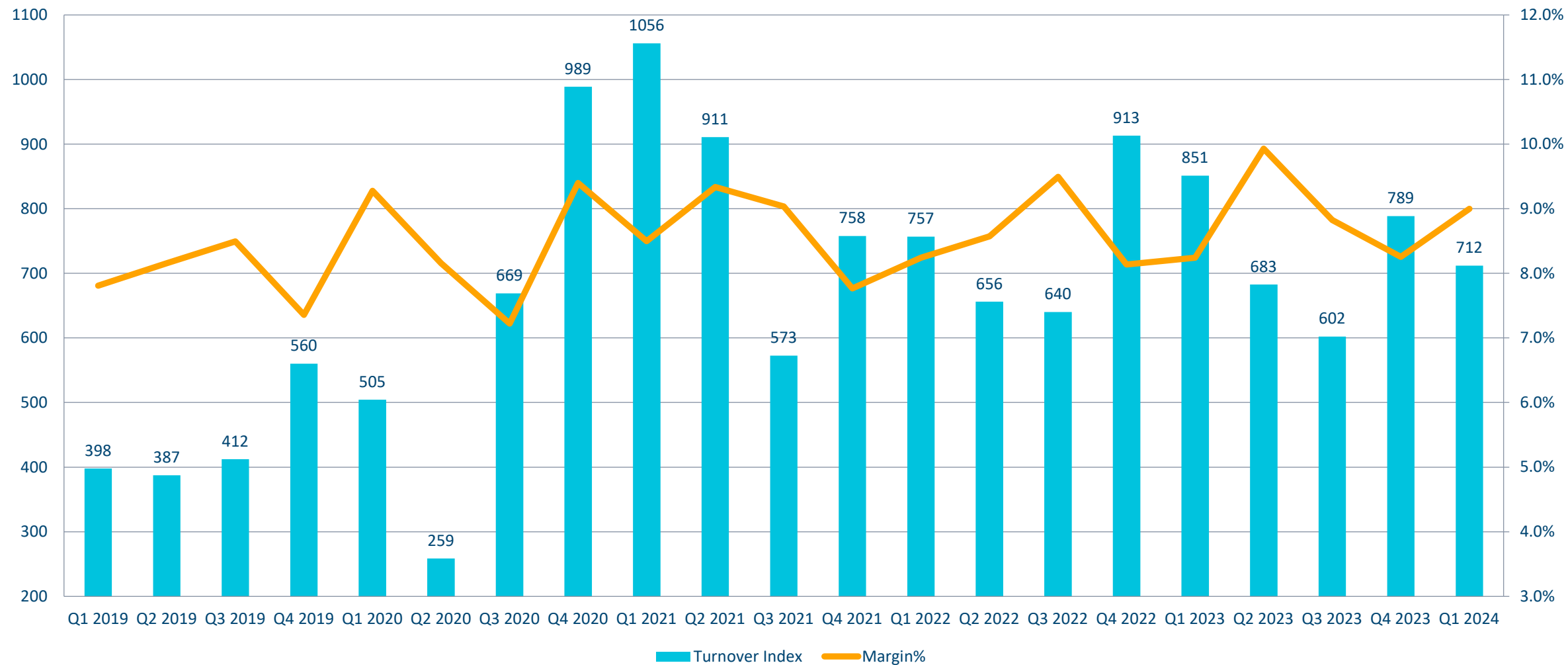
€46.0m

Q1 2023: €61.2m

# Operator trading analysis

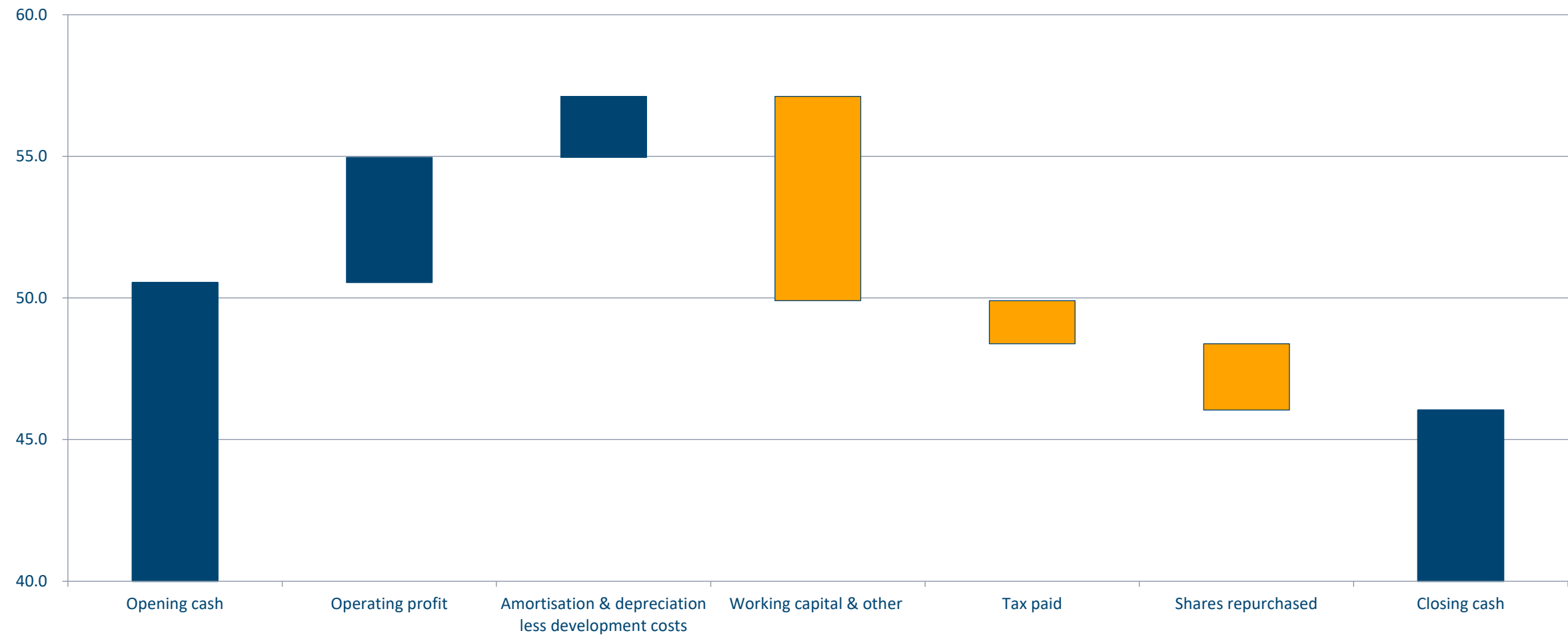


## Kambi operators' turnover and trading margin



# 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

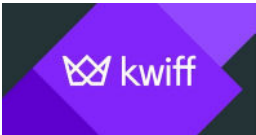
# Key strategic and commercial milestones



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

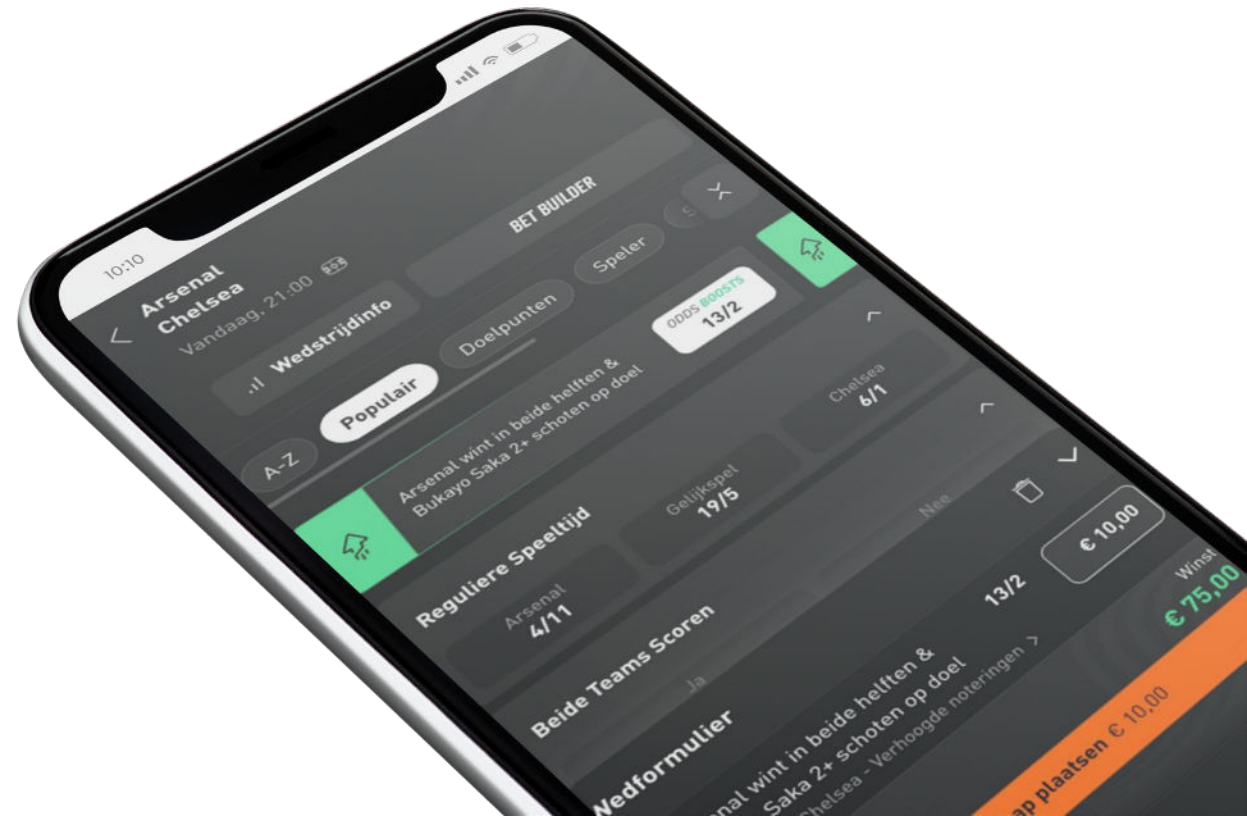


# Successful LiveScore launches

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**



Odds feeds from Kambi, Abios and Tzeract

Sportsbook platform

UX by Shape Games

Any combination of above including full turnkey

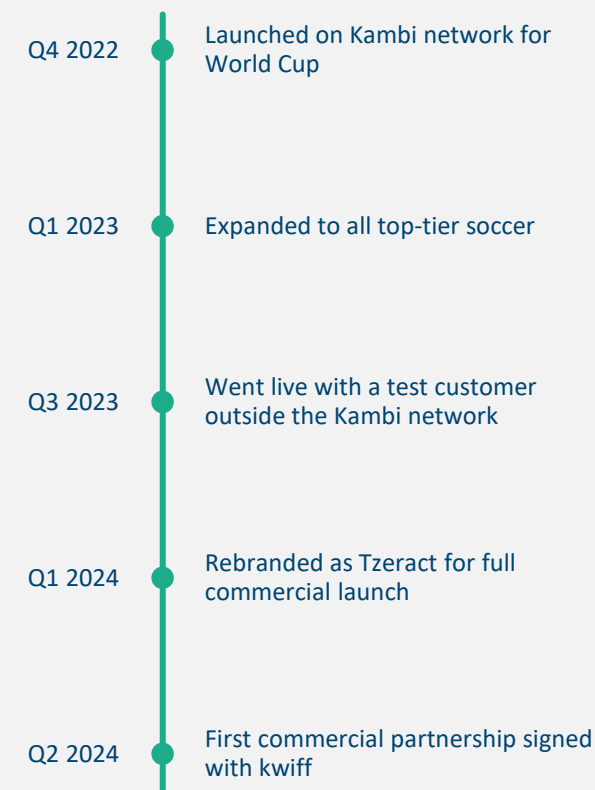
# Tzeract partners with kwiff

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



## Timeline so far

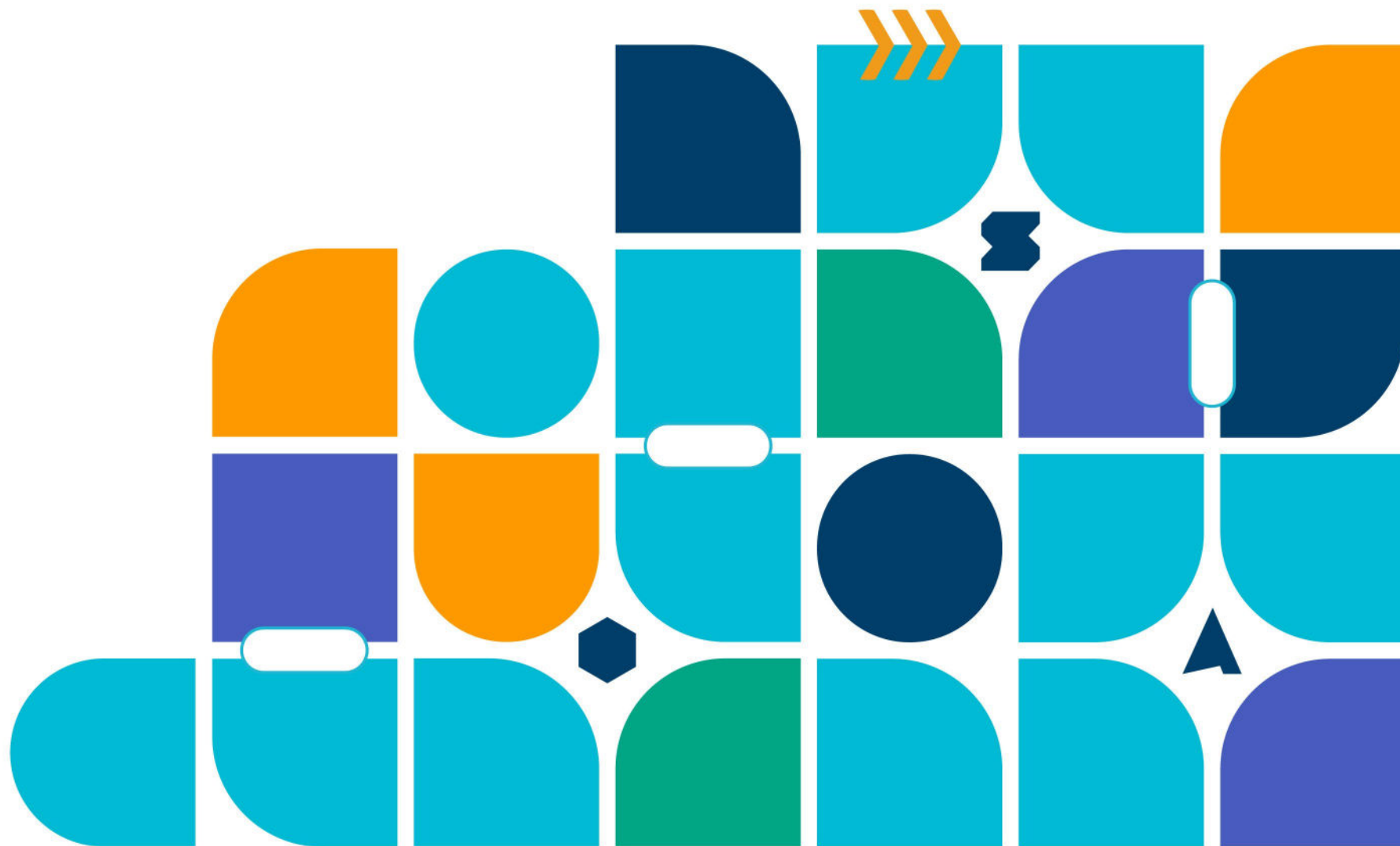


LiveScore rollout  
underway, UK launch to  
follow imminently

Commercialisation of  
modular services  
gaining momentum

Continue to build solid  
foundations for  
long-term growth

# Q&A



# Thank you

