

Kambi is the industry's leading, independent provider of premium sports betting technology and services

The Kambi Story

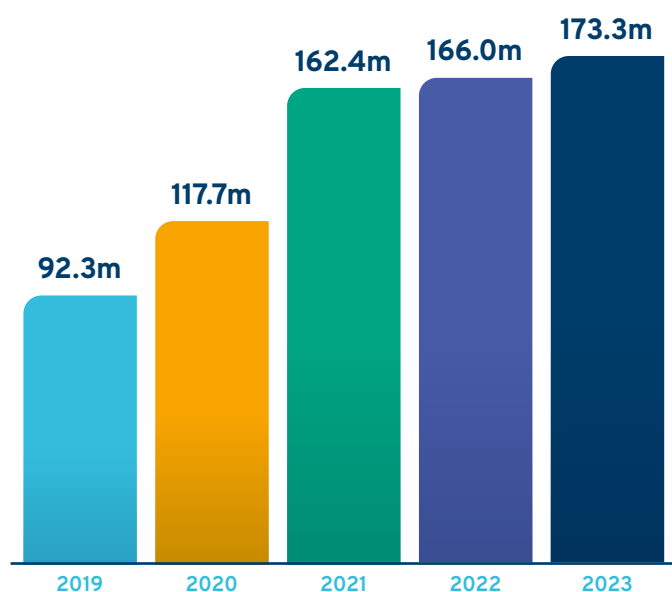
Founded by CEO Kristian Nylén and board member Anders Ström in 2010, Kambi has been a driving force in the sports betting industry for more than a decade, powering some of the largest brands in the gaming space. After quickly establishing itself as the go-to sports betting partner in Europe, in 2018 Kambi made history when processing the first online sports wager in the United States, following the repeal of the country's sports betting ban. Today, Kambi is the trusted partner to 40+ partners across six continents and is recognised as the provider of cutting edge technology solutions to sports betting market leaders across the globe.



More than **1,000 employees** in **8 countries**

Live in more than **50 regulated markets** across **6 continents**

2019 - 2023 Kambi Group revenue (€)



Investment Case

Number on sports betting supplier

Kambi is the world leading B2B sportsbook provider with a proven track record of delivering sports betting excellence that few can compete with.

Scalable and profitable business model

Kambi's track record of profitability demonstrates how its business model is built to be operationally and cost efficient to deliver growth in operating margin as revenue increases, ensuring it maintains a strong cash flow and balance sheet.

Leader in a fast-growing regulated industry

Kambi has both the market-leading technology and industry knowhow to deliver in what remains a fast-growing market, with the proliferation of regulation across the globe presenting exciting opportunities for the business.

Redefining sports betting experiences

Kambi is pioneering next-generation betting entertainment through the development of AI-driven, third generation trading capable of delivering an exciting and limitless sportsbook experience.

Evolving product strategy to increase TAM

The provision of high-quality standalone services and an open platform will significantly expand Kambi's addressable market, with a product portfolio that will appeal to all operators regardless of their strategy or where they are in their lifecycle.



Mia Nordlander
SVP Investor Relations
Mia.Nordlander@kambi.com



Chris Stutzman
Investor Relations Analyst
Chris.Stutzman@kambi.com

2023 in numbers

Revenue (€m)	173.3
EBITDA (€m)	56.6
Operating profit (EBIT) (€m)	20.0
Operating margin	11.5%
Profit after tax (€m)	14.9
Equity/asset ratio	80.1%
Employees at period end	1,110
Earnings per share	0.488
Fully diluted earnings per share	0.486

Company values



BETTER

We have relentlessly high standards. We rise to the occasion and never settle. We know that to win we need to get better every single day.



FASTER

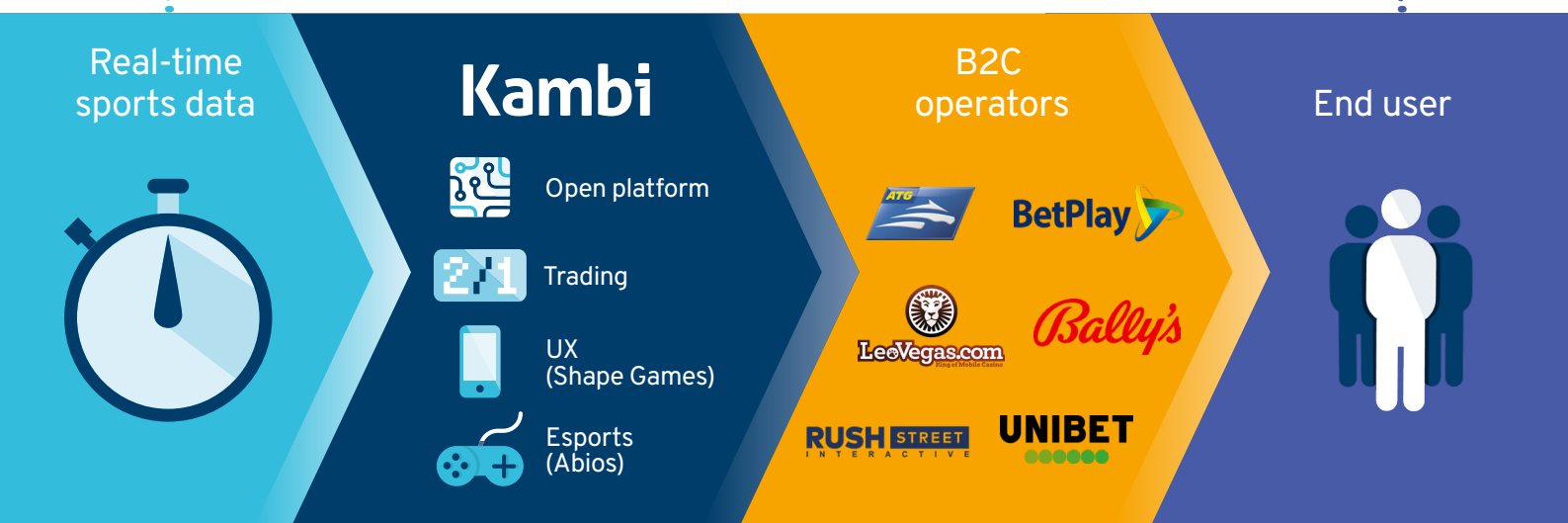
Speed in business matters. We are brave and take calculated risks. We understand that great is not always the same as perfect.



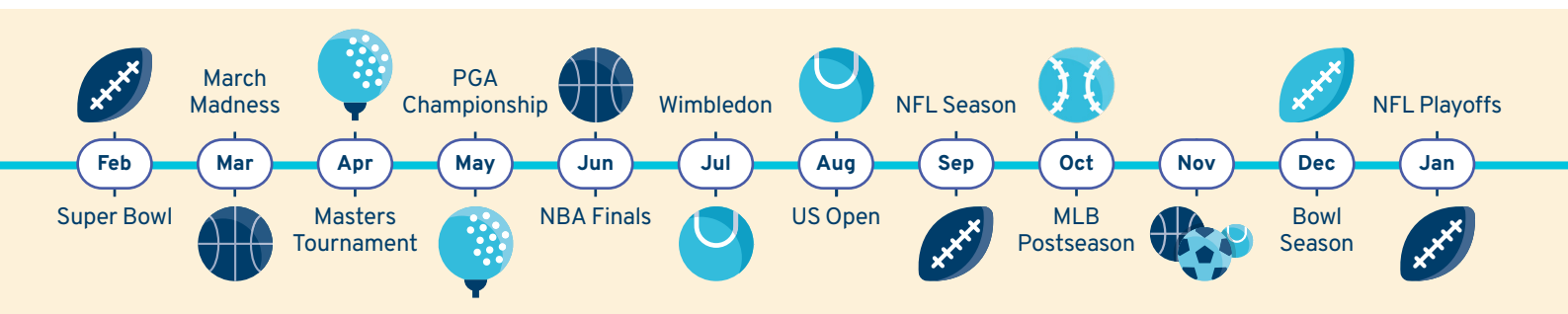
TOGETHER

We can achieve great things together with an atmosphere based on talent, respect, trust, and joy.

Sports betting value chain



Major sporting events



Our best-in-class product divisions

Sportsbook by
Kambi
 World's leading provider of high-quality sports betting technology and services

Esports by
Abios
 Premium supplier of enterprise-scale esports solutions with a data-driven suite of products

Front end by
SHAPE GAMES
 Award-winning provider of fully-native front end technology for sports betting and casino

AI trading by
TZERACT
 Comprehensive platform providing automated odds compiling and trading