



KAMBI SPORTS SOLUTIONS

# Kambi Group plc Q1 Report

29 April 2015

# OUTLINE

Kambi in brief

Quarterly highlights

Financial update

Kambi initiatives

Conclusion

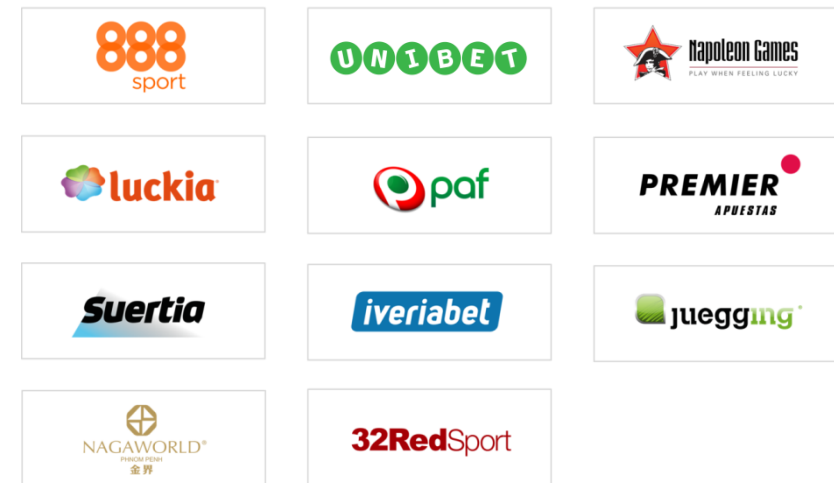
Q&A



# KAMBI IN BRIEF



**SPORTSBOOK ENGINE**



**CUSTOMERS OUTPERFORMING THE MARKET**



Continuous Product Improvements



Fully Hosted Service



24/7 Network Operation Centre

**TOP PERFORMING END-TO-END TECHNOLOGY**

**380**

Employees in Malta, London,  
Manila & Stockholm



Sportsbook Supplier of the  
Year 2015

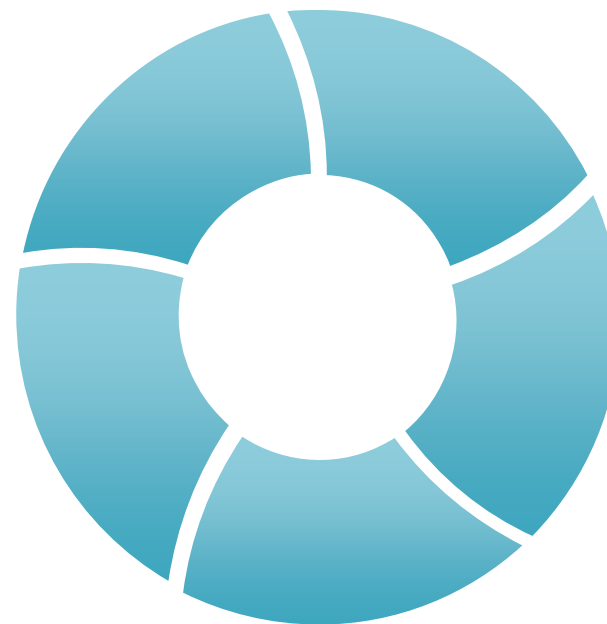
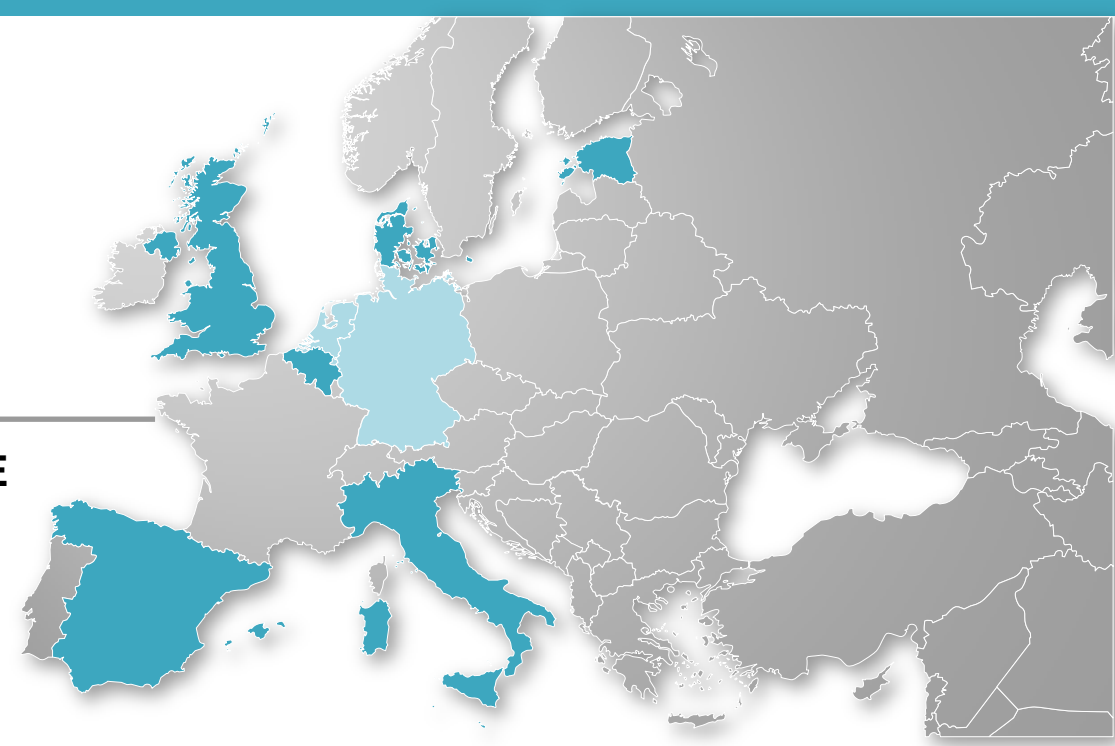
**AWARDED ORGANISATION**

# SPORTSBOOK ENGINE OVERVIEW

## MULTI-CHANNEL USER EXPERIENCE



## COMPLIANCE



## ODDS & ALGORITHMS

LIVE

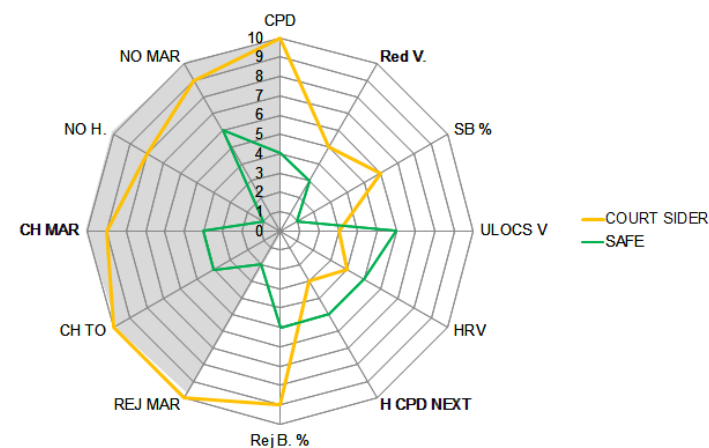
**120K+**

PRE-MATCH

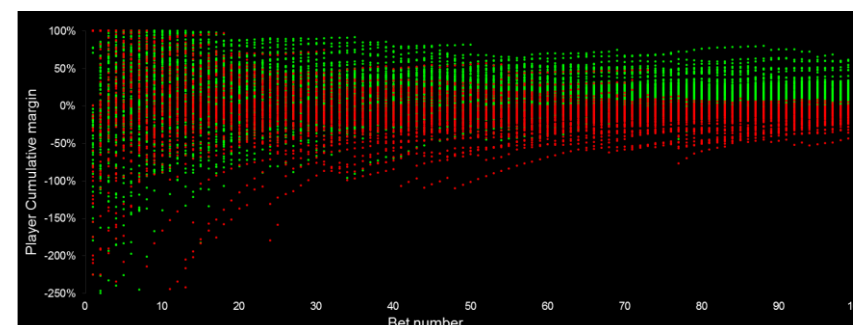
**250K+**

EVENTS/YEAR

## DATA CAPTURE AND ANALYSIS



## RISK MANAGEMENT & CUSTOMER INTELLIGENCE



# QUARTERLY HIGHLIGHTS

**47%** operator turnover increase

 extended its contract with Kambi

Kambi received its full UK licence

Re-launch of the service for the Italian market

# FINANCIAL HEADLINES

## Revenue

Q1 2015 €10.0m +29%

Q1 2014 €7.7m

## Operating profit

Q1 2015 €0.8m

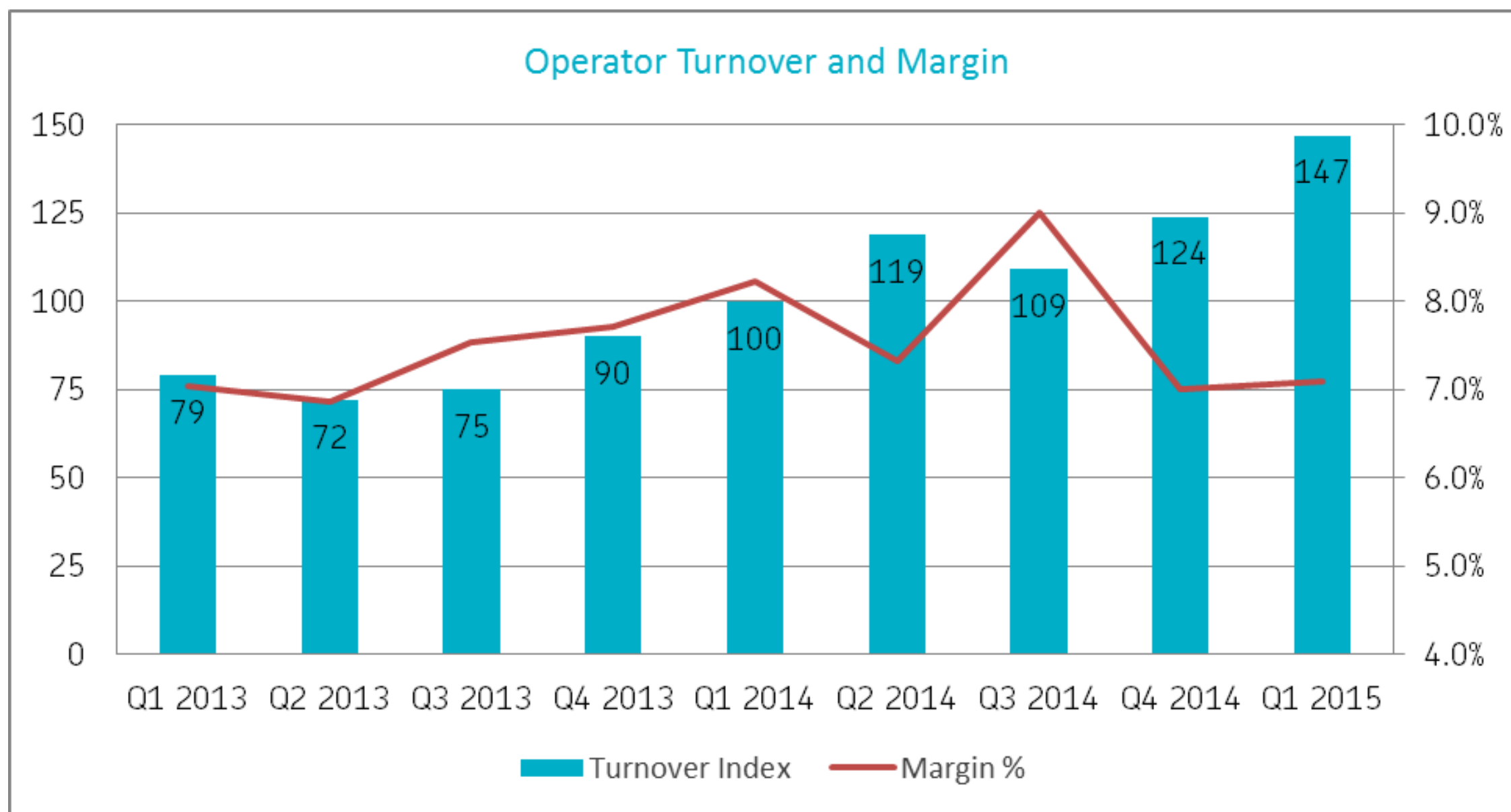
Q1 2014 €-0.1m

## Cash flow

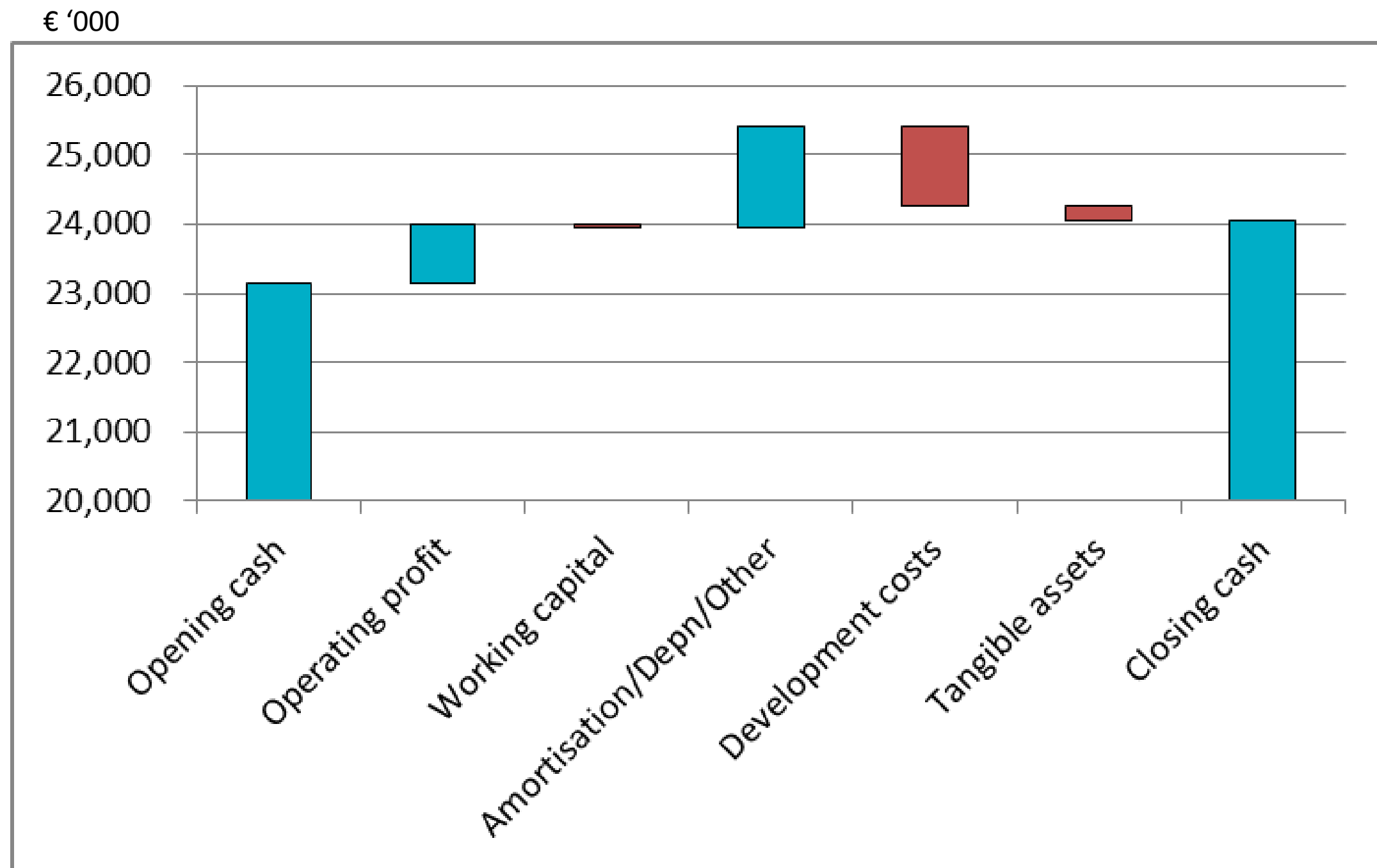
Q1 2015 €1.0m

Q1 2014 €0.0m

# TRADING ANALYSIS



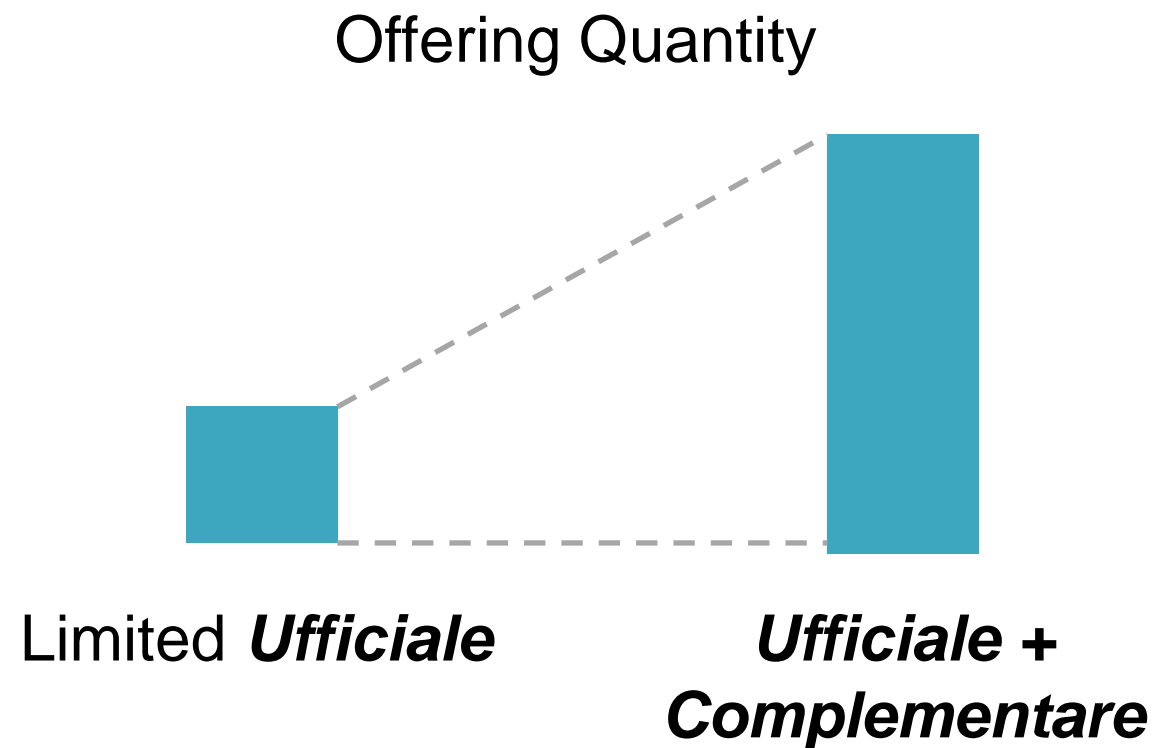
# CASH FLOW





# KAMBI INITIATIVES

Italy as competitive as on .com



- Regulatory changes create opportunities in a big market
- Development and expansion of the service
  - More than double the number of sports and leagues
  - Bet offers increase by up to 5x
  - Number of live events increase 10x to a very competitive level
- Proposal for more favourable tax regime
- Italian sales representative hired

# CONCLUSION



Strong increase in  
operator revenue

Continuous  
development of the  
service & market  
reach

Promising sales  
pipeline

# Q&A

Thank you for your interest



KAMBI GROUP PLC