

Kambi Group plc

Q2 2021 Report

23 July 2021



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Agenda

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2. Financial highlights
3. Strategy update
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Highlights

Strong quarter with revenue of €42.8m and net cash rising to €84.5m

Increased US reach with online launches across total of four states

Expanded presence in South America and launched with Belgian National Lottery

Performance boosted by Euro 2020 tournament delivering strong operator trading margin



€42.8m

Revenue for
the quarter

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Q2 financial highlights

€42.8m

**Revenue
Q2 2021**

Revenue
Q2 2020: €14.8m

€16.6m

**Operating profit
Q2 2021**

Operating loss
Q2 2020: -€3.4m

39%

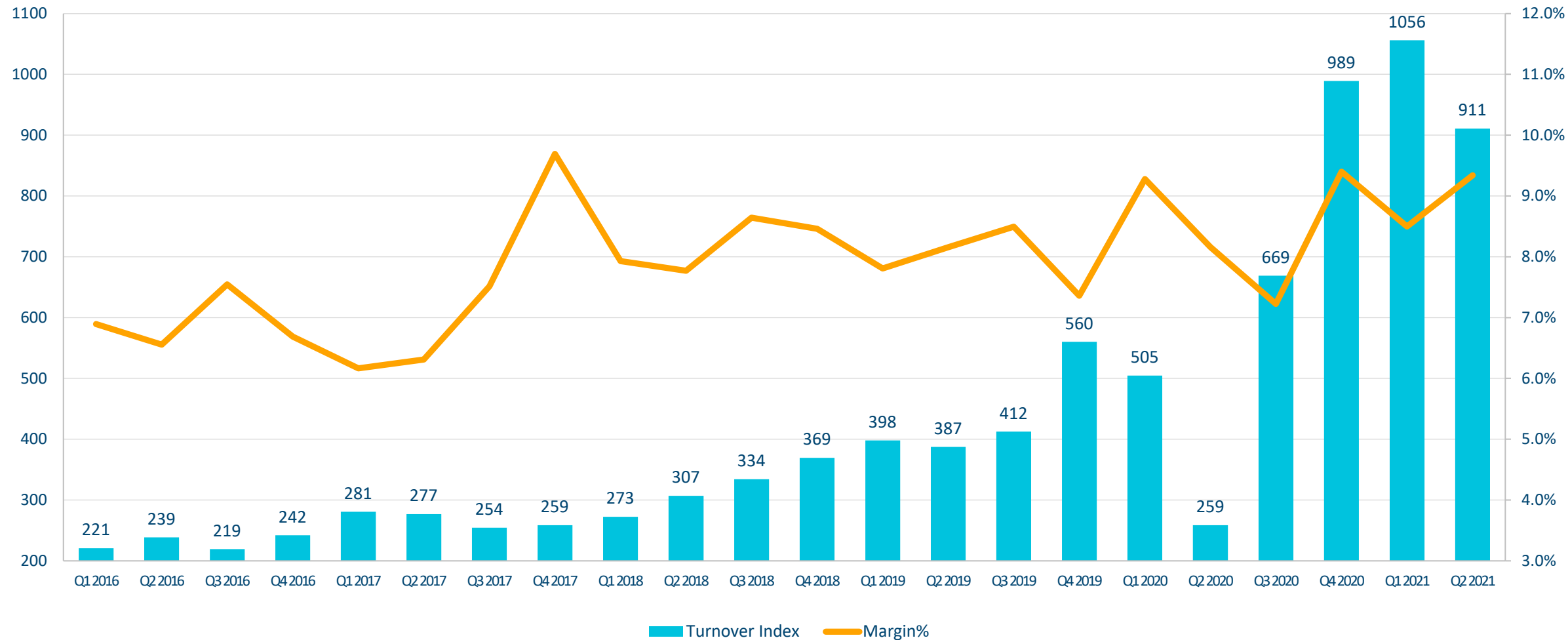
**Operating margin
Q2 2021**

Operating margin
Q2 2020: -23%

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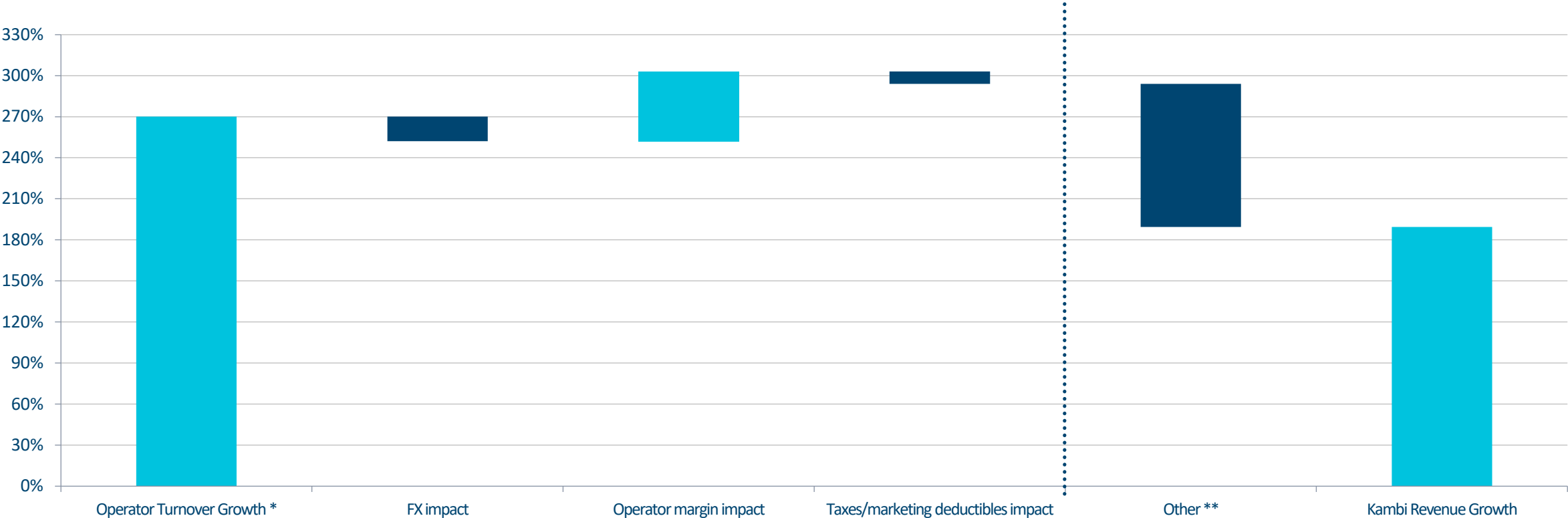
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

Q2 2021 vs Q2 2020



* Operator turnover growth shown is based on Q2 2020 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

Balance sheet

Strong balance sheet, perfectly positioned to support both organic and acquisitive growth

€92m

Cash

€14m

Cash inflow
Q2 2021

72%

Equity/assets
ratio

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Capital Markets Day overview

Available to watch at [Kambi.com](https://kambi.com)



Four key strategic
pillars to drive success

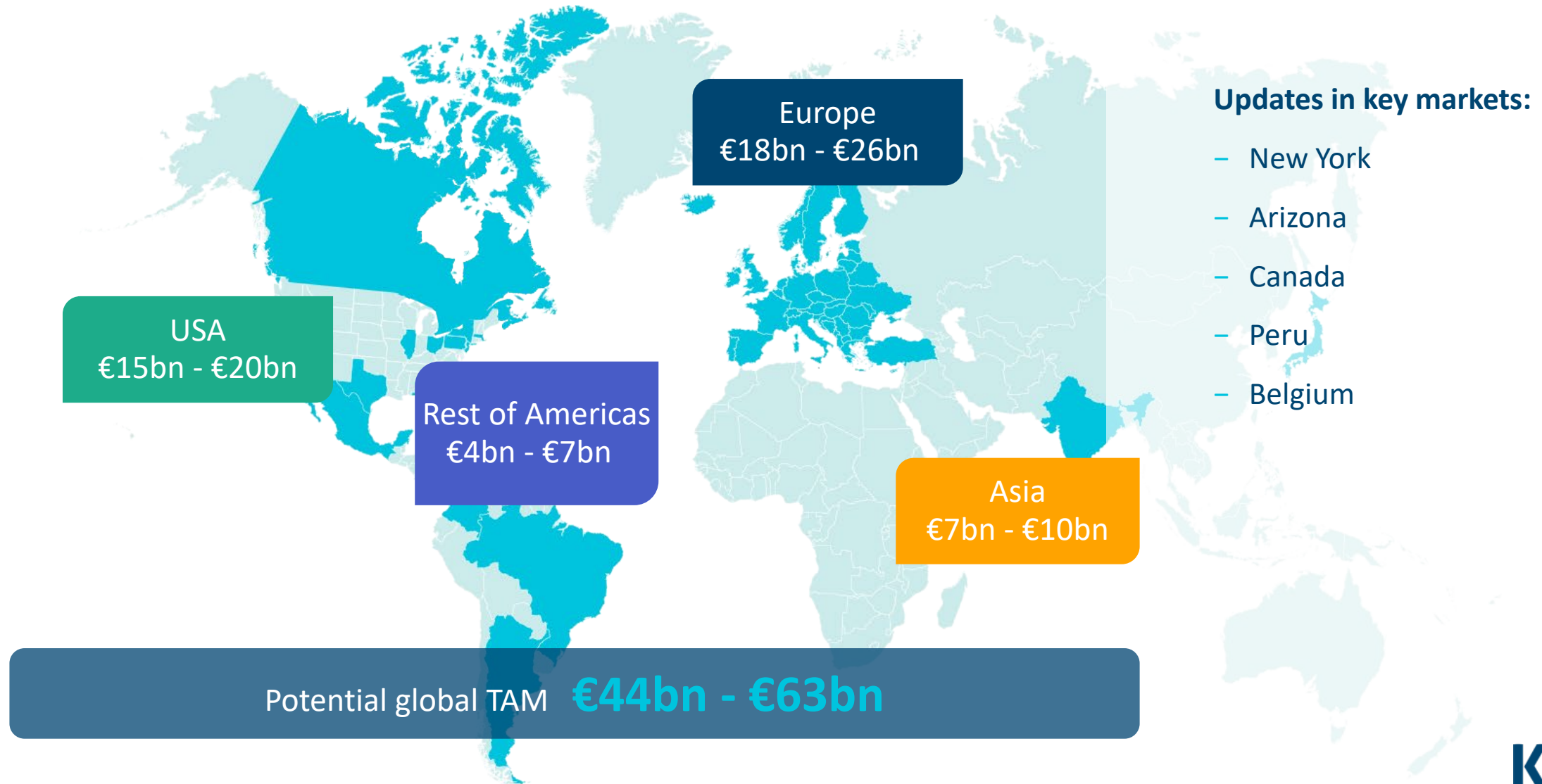


Future platform
to provide additional
scope
for differentiation



2026 potential global
TAM
of €44bn-€63bn

Total Addressable Market



Strategy update

Key pillars

Sportsbook success and value creation

Regulatory compliant core platform to enable growth

Delivering regulatory, financial
and technical security and
stability

Development of American
football product ahead of new
season

Differentiation and empowerment

Enabling partners to take
control where it matters most
and express their respective
brands

Automation of price
differentiation capability to
give partners more control

Power of the network

Leveraging unique
global network data to
enhance product and service
for all

Development of machine
learning model to detect price
inefficiencies

Highly scalable business model

Signing and launching new
partners in a uniquely cost-
efficient manner

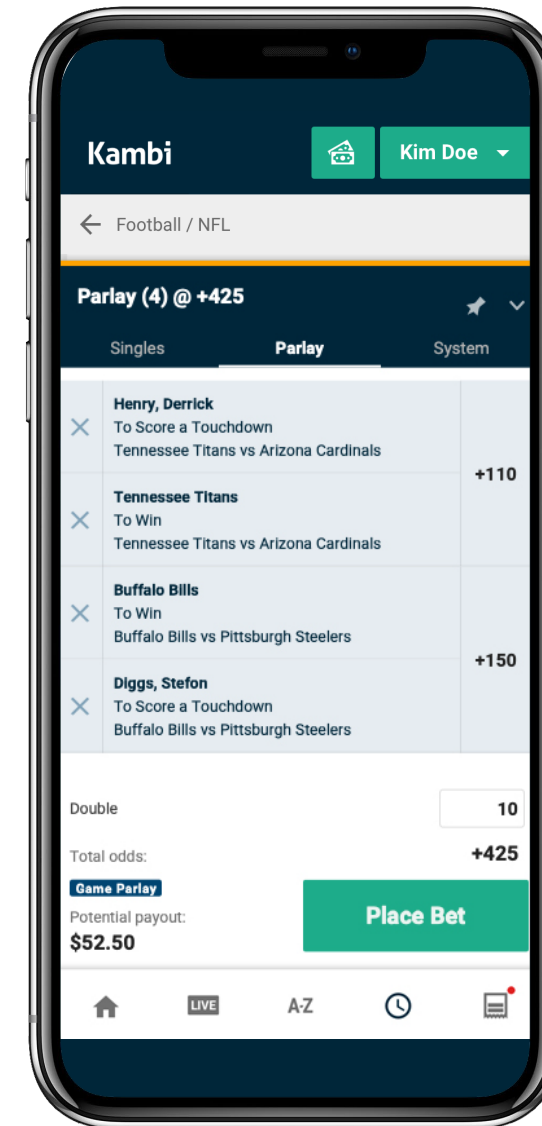
Averaged more than a partner
launch every week plus signing
of NG Gaming

Regulatory compliant core platform
to enable growth

American football product development

Introducing our expansion of same game combinations

- Players increasingly want to create their own bets through the combination of outcomes within the same game or across games
- Kambi has offered combinability across a range of sports and will expand it further within American football for this coming season
- It will enable end users to combine main and player prop bets in a single game, and combine those with bets in other games
- Combination bets are a key product feature in all markets. E.g., in New Jersey, c.50% of revenue is derived from 'parlay' betting



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Highly scalable business model

Signing of NG Gaming

Expansion of South American network

- NG Gaming's Olimpo.bet brand was launched in Peru ahead of the start of the Copa America
- Brand to be launched in other markets in the region over the course of the contract
- South America is a continent of real promise for Kambi, with Brazil expected to open next year
- Completed on average a launch per week in Q2, including online launch of Belgian National Lottery

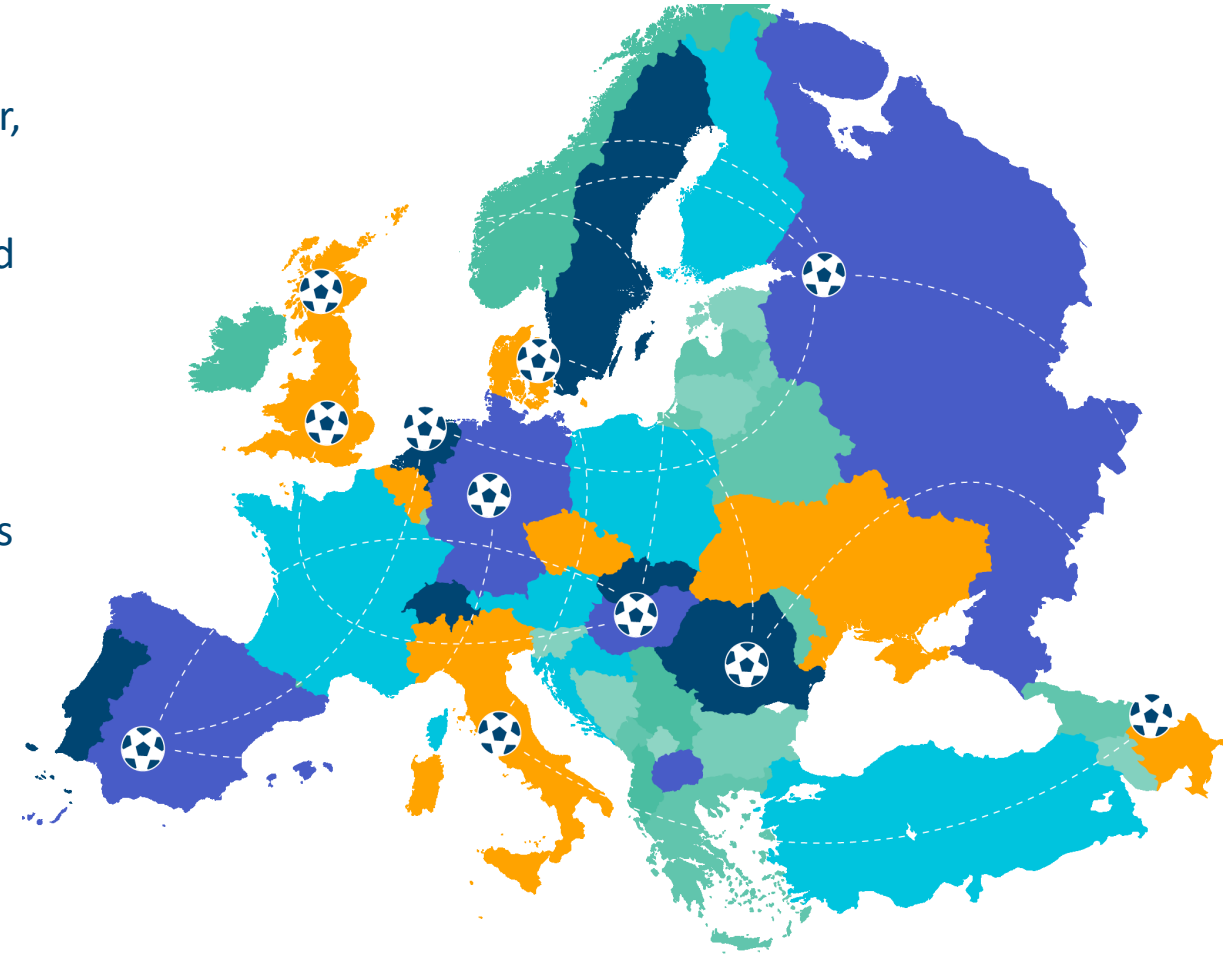


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Euro 2020

Volumes grew as the tournament progressed

- Euro 2020 was a record summer soccer tournament for turnover, despite fewer games than 2018 World Cup
- After slow start, volumes picked up, e.g., Round of 16 games had more than twice the bets of Group Stage games
- Of games that went to extra time, approx. 40% of live bets were placed during this additional period
- Bet Builder drove more than 20% of all Euro 2020 operator gross gaming revenue



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Canadian opportunity

Ban on single wagering in country abolished

- Kambi estimates the regulated sports betting market could be worth €2.1bn in GGR by 2026
- There is no fixed timeline, but first regulated single bet could be struck ahead of NFL season
- Ontario could be set to become one of the largest online markets in North America
- Kambi's US presence and heritage in popular Canadian sports, such as hockey, leaves it well placed to capitalise



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Industry recognition

Kambi named world's leading sportsbook at industry awards

- Kambi won three awards at the prestigious EGR B2B Awards 2021, including the headline Sportsbook Platform Supplier category
- Kambi also won Online Sports Betting Supplier of the Year and Retail Supplier of the Year at the Global Gaming Awards 2021
- Both the EGR Awards and Global Gaming Awards are independently adjudicated and judged by experienced industry executives



Summary

Strong financial
performance

Progress continued across
key strategic pillars

Regulating markets
present more
opportunities

Q&A

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Thank you

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