

Kambi Group plc

Full year and Q4 report 2018
13 February 2019, Stockholm

Agenda

1. Kambi overview & highlights
2. Financial update
3. Kambi initiatives
4. Customer signing
5. Events after Q4
6. Summary
7. Q&A

Kambi at a glance

Leading B2B provider of premium sports betting services

End-to-end sports betting services



Sports betting value chain



A global organisation



Australia | Malta | Philippines | Romania | Sweden | U.K. | U.S.

Kambi at a glance

Leading B2B provider of premium sports betting services

Business model

- Kambi mainly operates on a revenue share model, thus Kambi's growth is dependent on its operators' success
- The foundation of the strategy is based on scalability and the majority of its cost base is fixed
- Continuous investment into proprietary technology to maintain its market leadership
- Highest level of corporate probity and integrity

24 Operators

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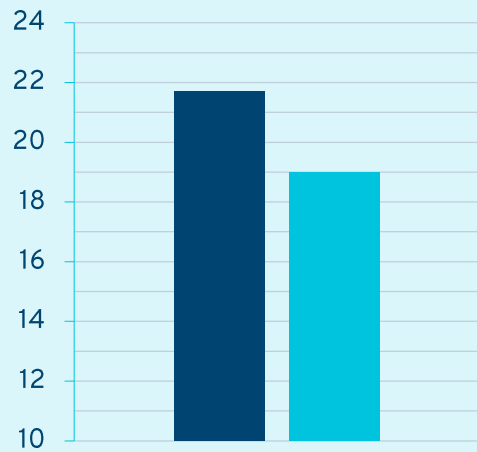
Highlights

- Solid financial performance with 14% revenue growth
- Strong operator turnover growth of 42% and operator trading margin of 8.5%
- Launched on-property Sportsbooks in Atlantic City, Pittsburgh and Philadelphia
- Signed with Greenwood Gaming & Entertainment, owner of Parx Casino
- Received full licence in Mississippi and an interim licence in Pennsylvania

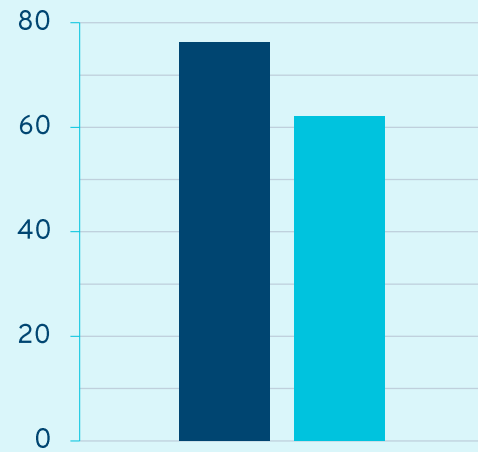
42%
operator turnover growth

Financial headlines

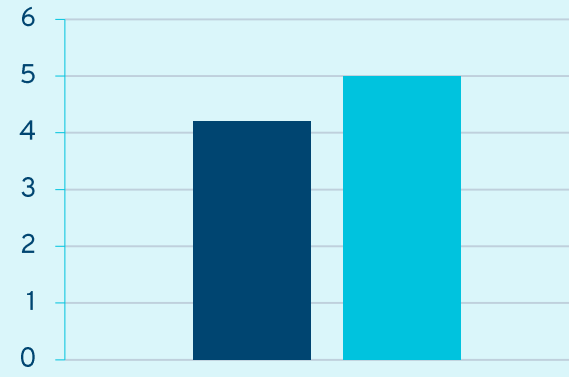
Q4 Revenue (€m)



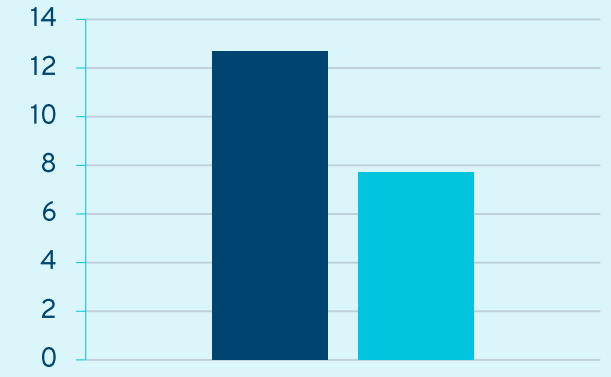
FY Revenue (€m)



Q4 Operating Profit (€m)



FY Operating Profit (€m)

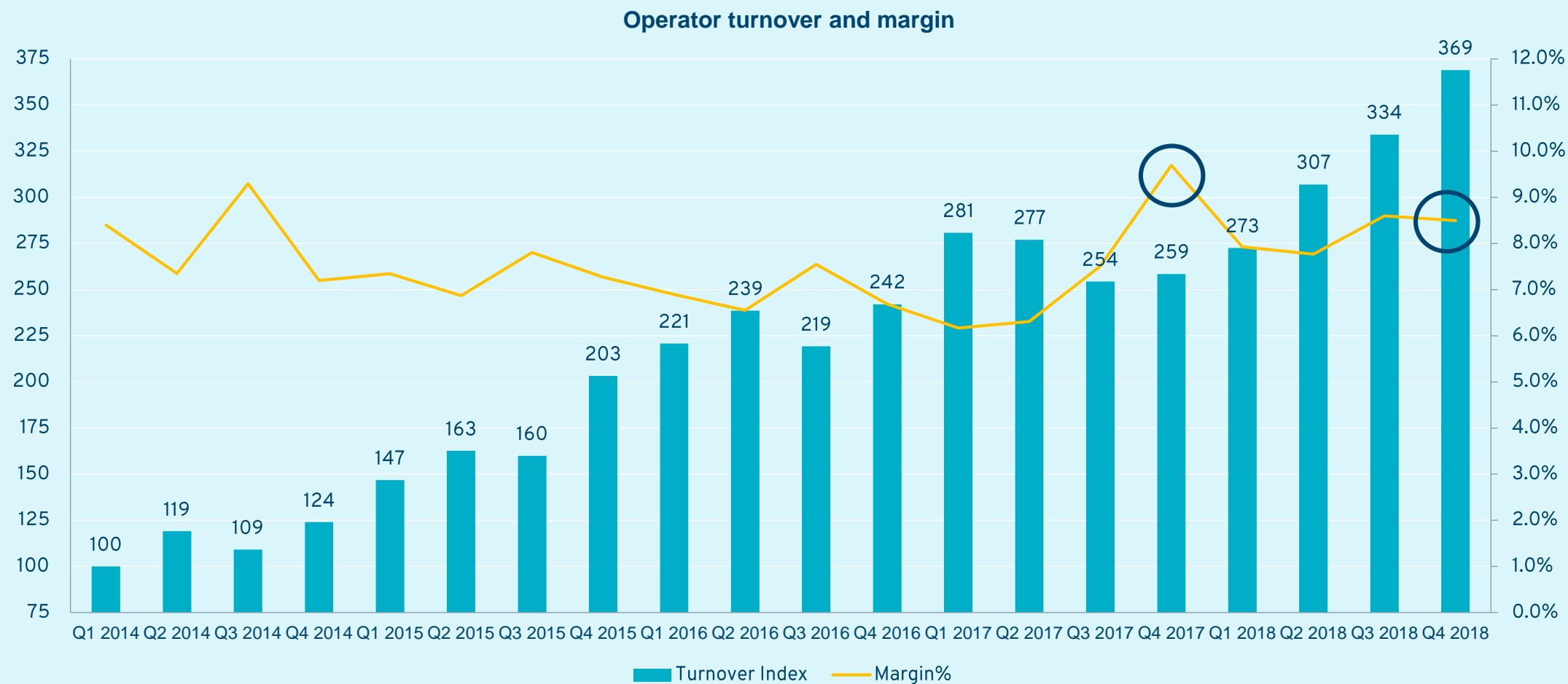


2018

2017

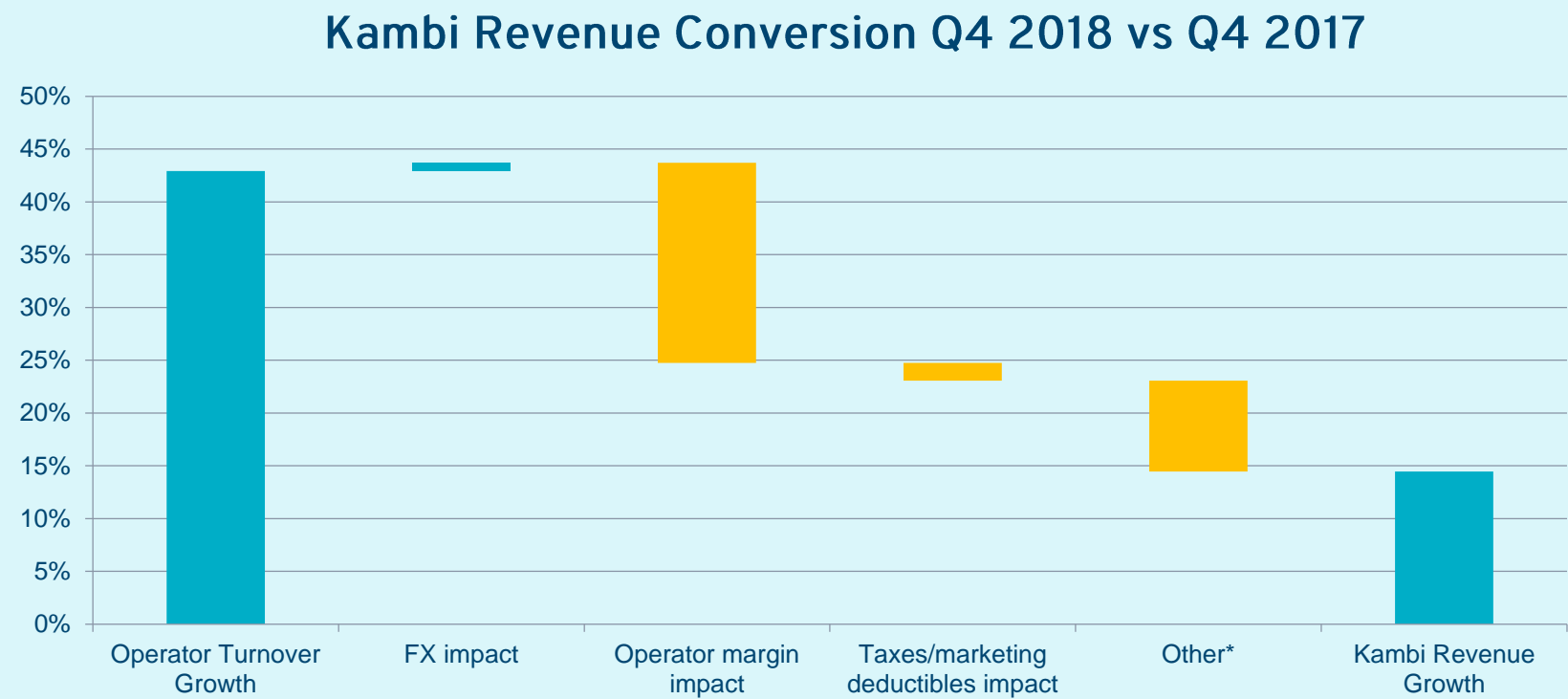
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

Q4 2018 vs Q4 2017



*Other includes the impact of renewed customer contracts, volume-related commission tiers and fixed revenues



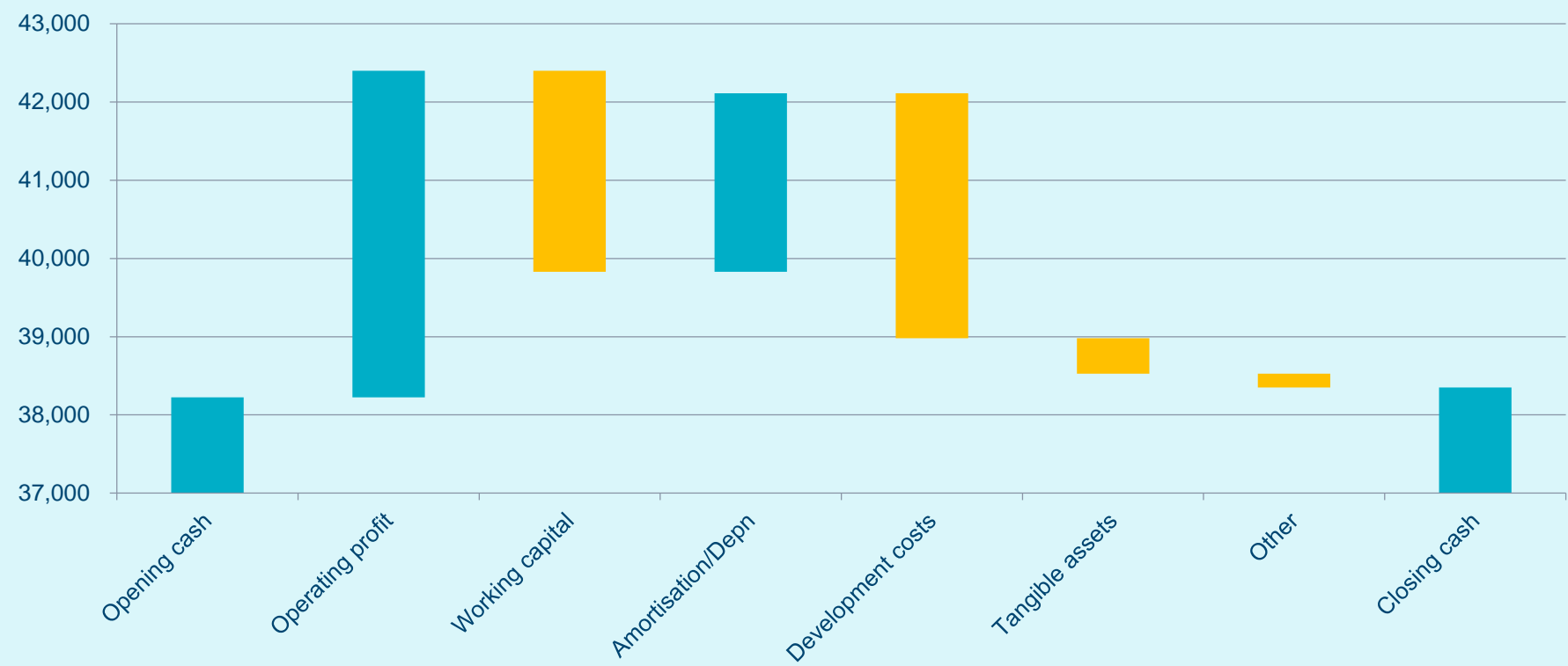
Income statement

€m

| | Q4 2018 | Q4 2017 | FY 2018 | FY 2017 |
|--------------------|---------|---------|---------|---------|
| Revenue | 21.7 | 19.0 | 76.2 | 62.1 |
| Operating expenses | 17.5 | 14.0 | 63.5 | 54.4 |
| Operating result | 4.2 | 5.0 | 12.7 | 7.7 |
| Result after tax | 3.3 | 3.9 | 9.8 | 5.9 |

Cash flow

€ '000



Kambi initiatives

Strengthening our retail capability to meet growing demand

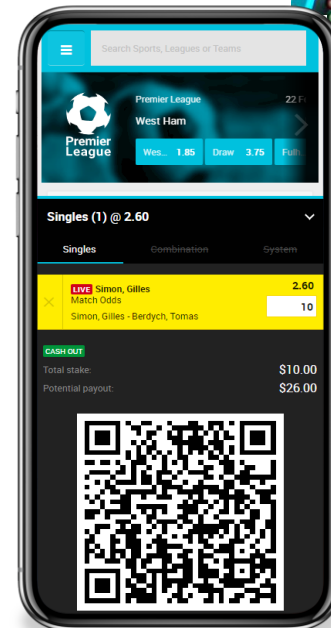
- Regulatory changes have significantly increased the opportunity for retail
- Careful work and planning carried out internally to ensure Kambi could meet the demand
- Enabled Kambi to launch retail in five US properties and 2,000 Swedish retail stores within a nine-week period
- Launched DraftKings in New Jersey, Rush Street (x2) and Greenwood Gaming (x2) in Pennsylvania and ATG in Sweden
- Proven ability to launch in multiple locations in a short space of time



Kambi initiatives

Delivering a high-quality and unique retail product from day one

- Approaching 100 customisable self-service betting terminals across five U.S. properties
- Configurable digital signage to meet local player needs, giving operators full control
- Bring Your Own Device technology launched by customers in Pennsylvania, both Parx Casino and Rush Street have leveraged our technology
- Kambi has a stand-out industry leading retail product and one which can be delivered within weeks



Bring Your Own Device



Self-Service Betting Terminal

Kambi

Kambi signs Greenwood Gaming & Entertainment

Greenwood Gaming & Entertainment, the owner of Parx Casino in Pennsylvania

- Parx Casino is the highest grossing casino in Pennsylvania and has the ambition to be the number one sportsbook in the state
- Greenwood Gaming chose Kambi for its strong track record in integrity and corporate probity
- Six weeks after signing, Kambi launched its Sportsbook in Parx Casino
- Seven days later Kambi also launched inside the South Philadelphia Turf Club
- Kambi plans for a Parx-branded online Sportsbook as soon as the regulator permits the activity



Kambi launched into re-regulated Swedish market

- Kambi helped seven of its operators successfully launch into the online Swedish market on 1 January 2019
- ATG installed the Kambi Sportsbook in approx. 2,000 of its retail stores, further strengthening Kambi's multi-channel credentials
- ATG is Sweden's leading gaming company, which offers trotting and racing and has two million online customers

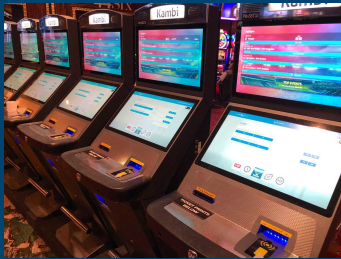


Kambi signs Rhinoceros Operations Ltd

- Kambi signed its first customer of 2019, Rhinoceros Operations Ltd, the new owners of popular online German sports betting brand, mybet
- Under new management and with a Kambi Sportsbook, there is potential for mybet to recover its prominent market position
- We expect to relaunch the mybet brand in H1 2019

The logo for mybet, featuring the word "mybet" in a bold, italicized sans-serif font. The "my" is in blue and the "bet" is in dark grey.

Summary



Launched multiple on-property sportsbooks in the U.S. and 2,000 shops in Sweden

FY 2018 EBIT increase

65%

Ready to replicate early success in the U.S. & set the standard globally



Q&A

Thank you