

# Kambi Group plc

## Q3 Report

4 November 2015

An abstract background graphic featuring a series of colorful particle trails in yellow, orange, and red, flowing from left to right. On the right side, there is a wireframe figure of a person in a dynamic, athletic pose, rendered in a cyan/blue color. The entire scene is set against a solid black background.

**Kambi**

# Outline

Kambi in Brief

Quarterly Highlights

Recent Events

Financial Update

Kambi Initiatives

Summary

Q&A

# Kambi in Brief

## SPORTSBOOK ENGINE



## END-TO-END TECHNOLOGY



Fully Hosted Service



Continuous Product Improvements



24/7 Network Operation

## CUSTOMERS OUTPERFORMING THE MARKET

888  
sport

UNIBET

napoleon Games  
PLAY WHEN FEELING LUCKY

Televisa

luckia

paf

PREMIER  
APUESTAS

Suertia

NAGAWORLD  
NAGAWORLD  
金界

32RedSport

## AWARDED ORGANISATION

433

Employees in Malta, Bucharest  
London, Manila & Stockholm



Sportsbook Supplier of 2015





# Kambi

# Quarterly Highlights

- Strongest financial quarter in Kambi's history
- Exceptional performance across our customers, operator turnover **+47%**
- Long-term strategy and investments paying off
- Substantial increase in operating margin demonstrates scalable model
- In a number of advanced discussions with various prospects

# Recent Events

- Q4 traditionally a strong quarter
- Roll-out in Italy commences
- 4 operators on the eGR Power top 50 list

EGR POWER TOP 50	
No. 6	
No. 10	
No. 30	
No. 32	

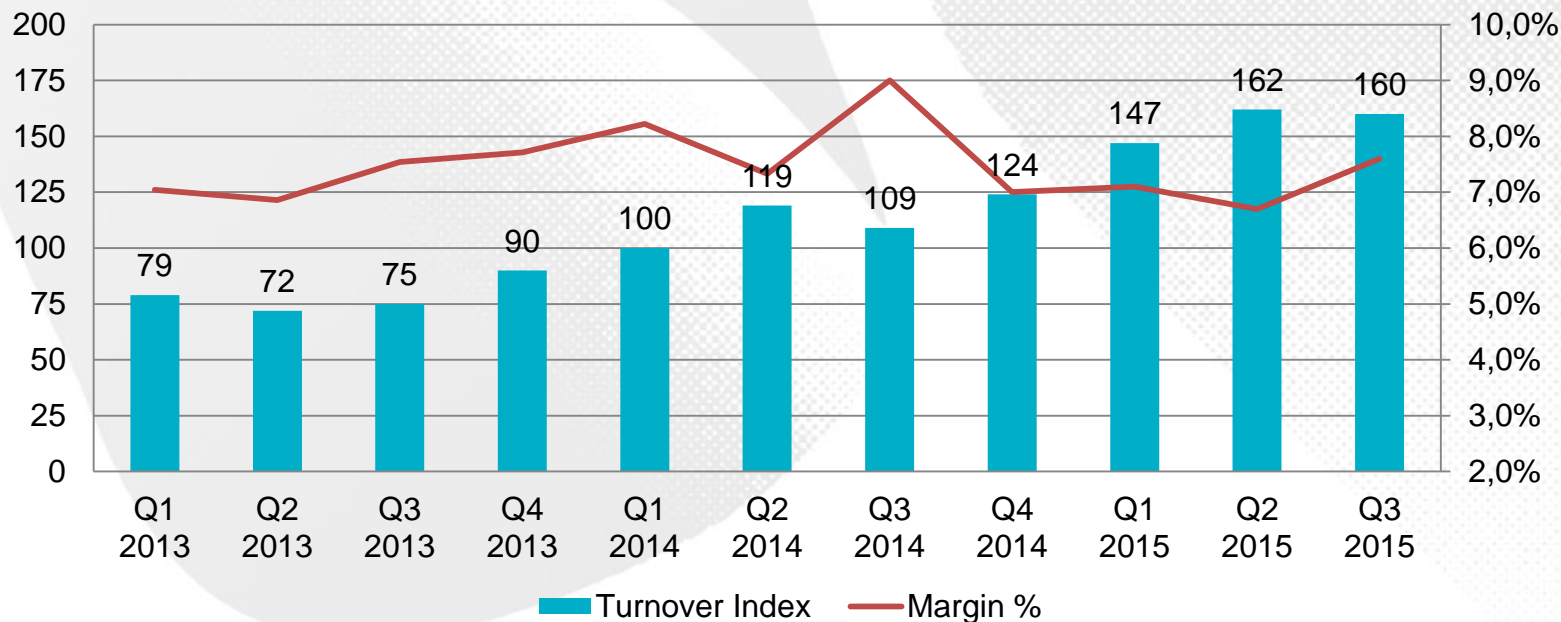


# Financial Headlines

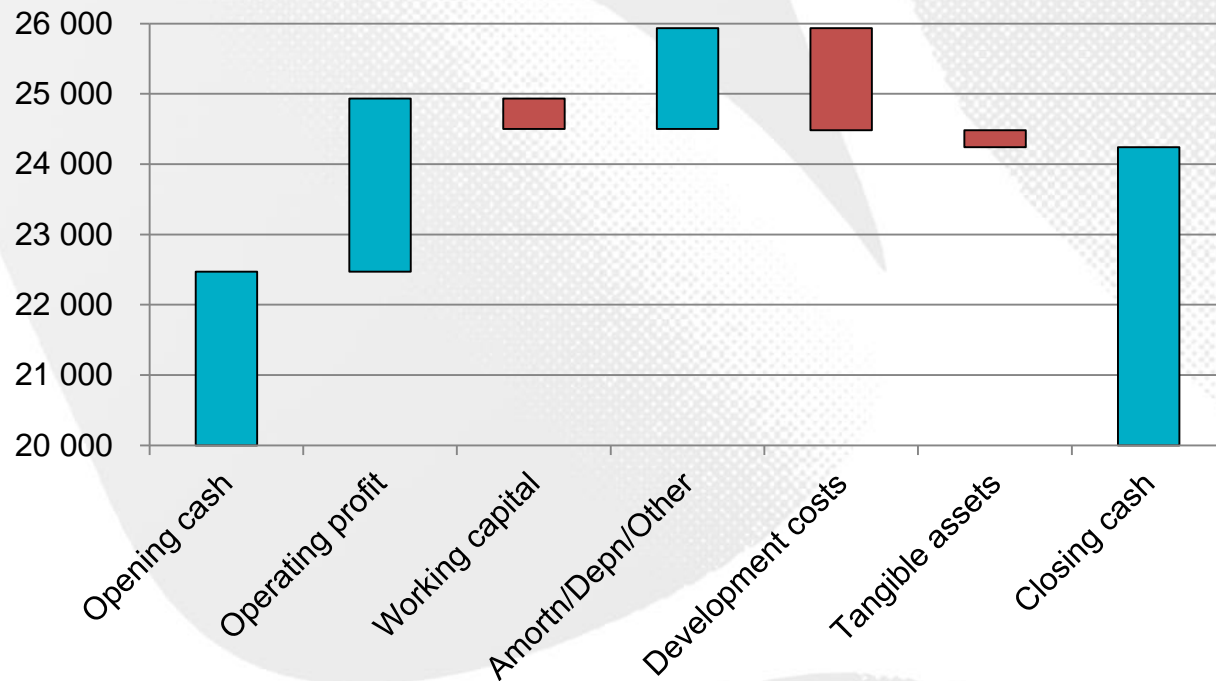
	Q3 2015	Q3 2014
Revenue	€12.8m	€9.5m
Operating profit	€2.5m	€0.9m
Operating margin	19%	10%
Cash flow	€2.2m	€1.2m

# Operator Trading Analysis

Operator Turnover and Margin



# Cash Flow



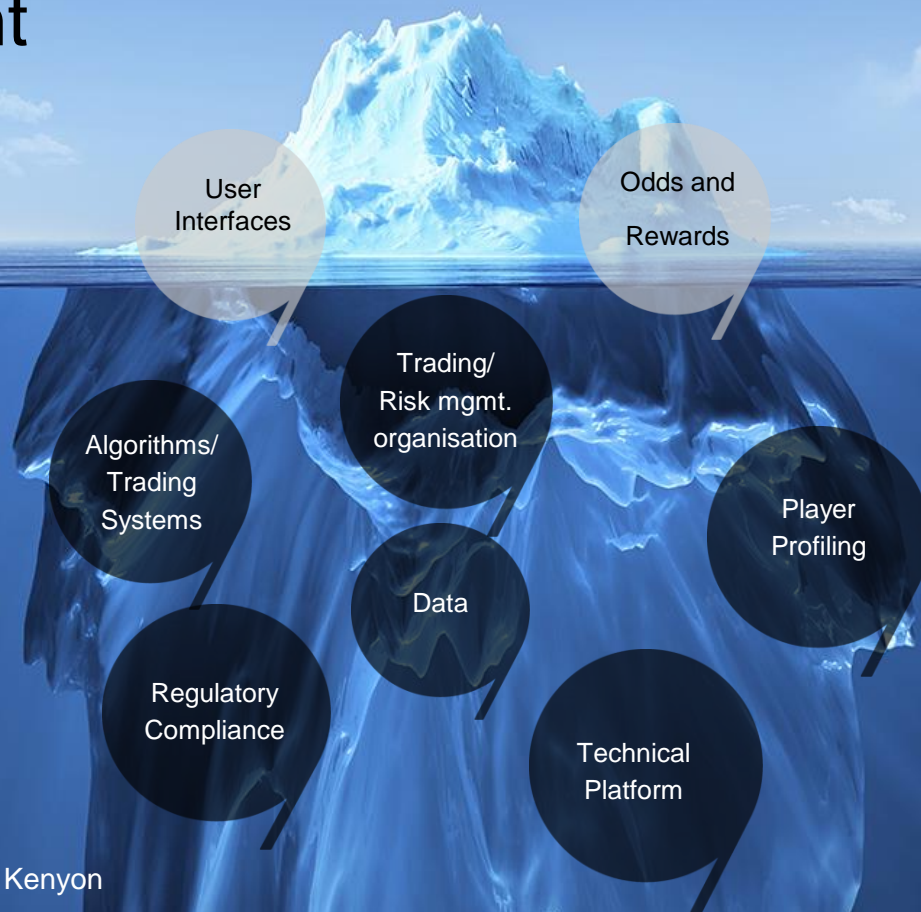


# Kambi Initiatives

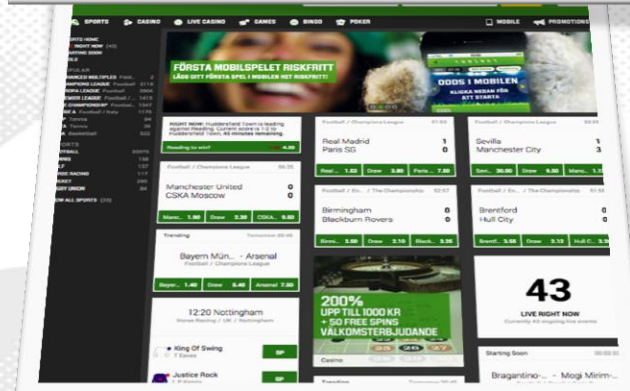
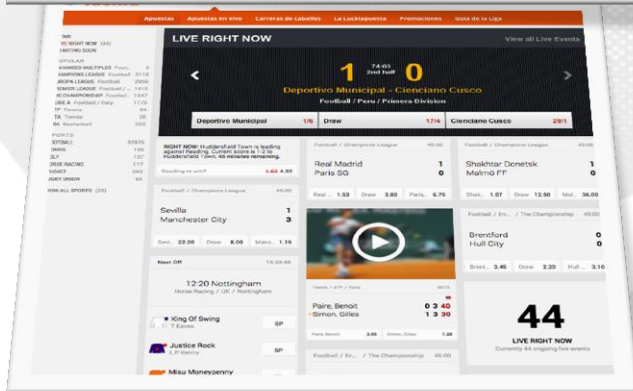
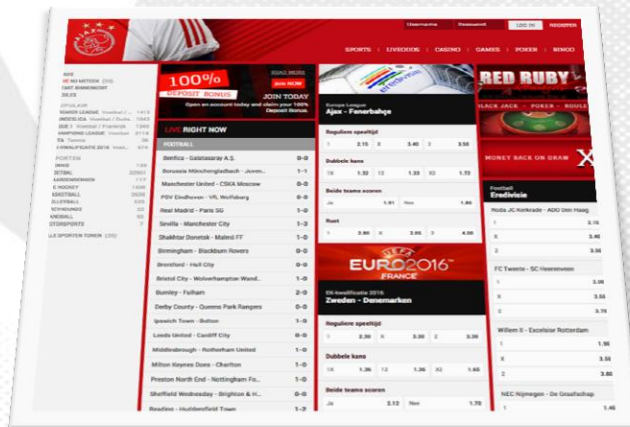
## Operator Empowerment

Differentiating Elements

Non-differentiating Enablers



# Differentiation and Innovation



# Summary

- Strongest quarter in Kambi's history
- Exceptional performance across our customer base
- Substantial increase in operating margin demonstrates the scalable model
- Advanced discussions with various prospects

Thank you  
Q&A

**Kambi**