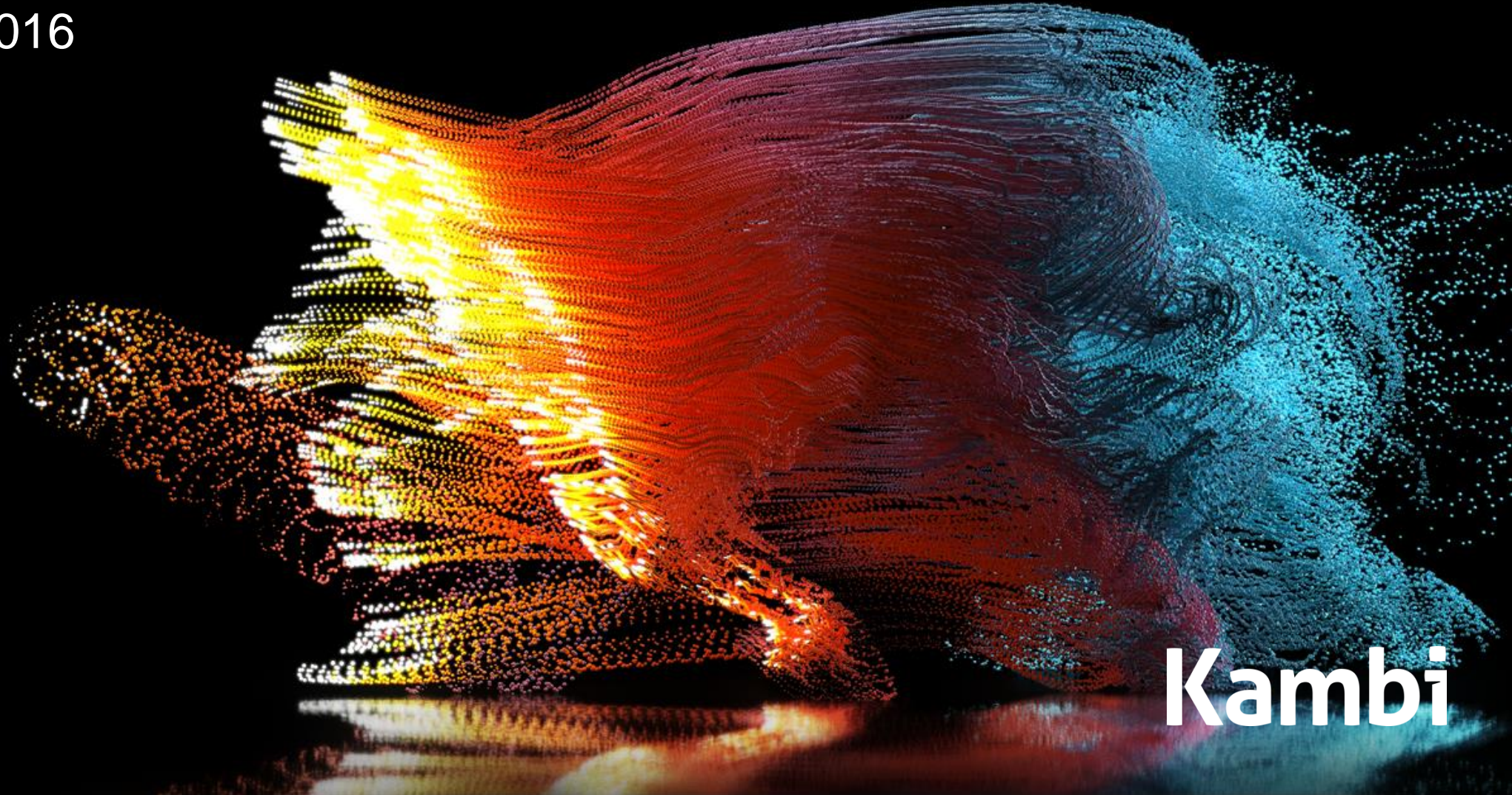


Kambi Group plc

Q3 Report

2 November 2016



Kambi

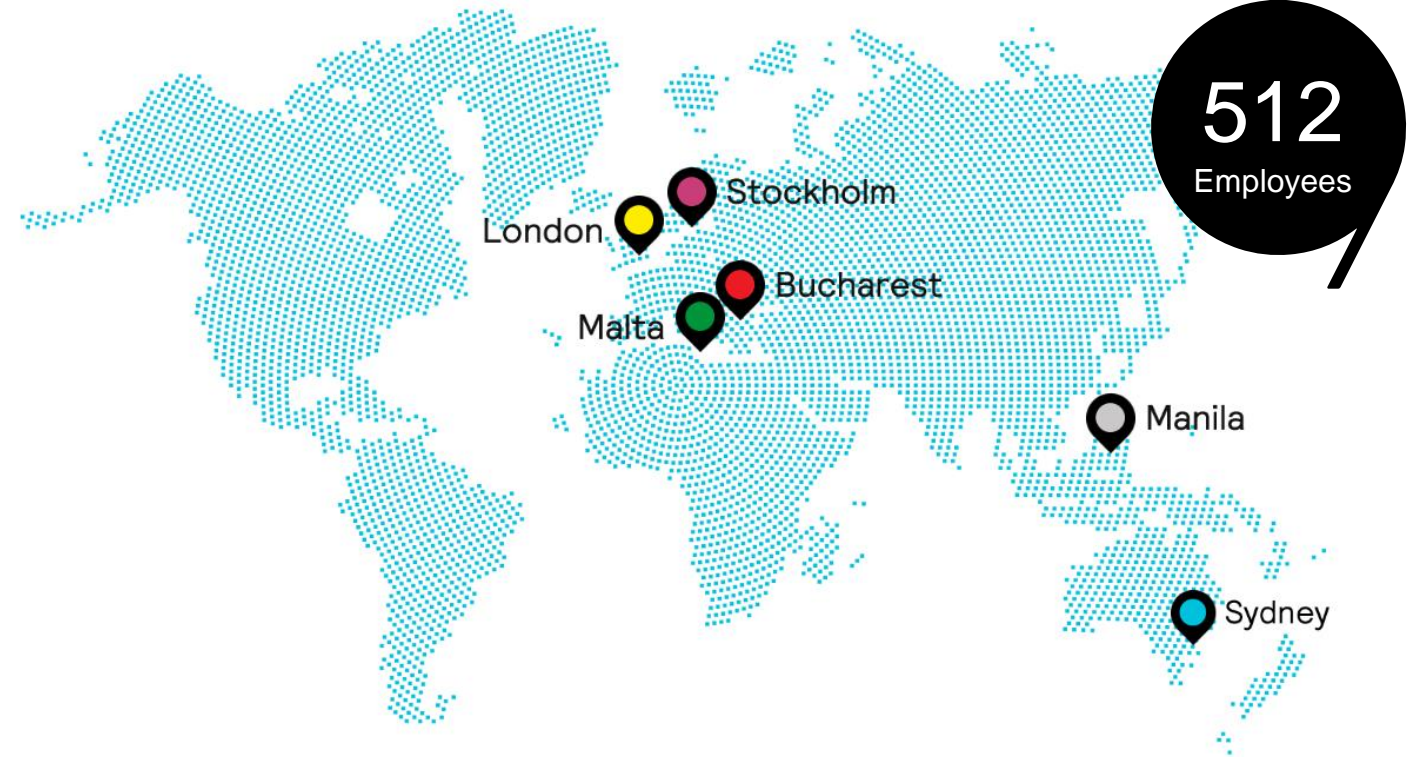
Outline

- 1 Kambi overview and highlights
- 2 Financial update
- 3 Euro 2016 / The Olympics
- 4 Kambi initiatives – Retail
- 5 New partnership
- 6 Summary
- 7 Q&A

Kambi overview



Turnkey sports betting service




Top performing operators



Highlights and key events

+37%



Operator turnover

Excellent Q3 results

Outstanding results from Euro 2016

Broadest offering on the Olympics in the market

Partnership with NOVOMATIC Lottery Solutions

Luckia contract terminated

NagaWorld contract extended

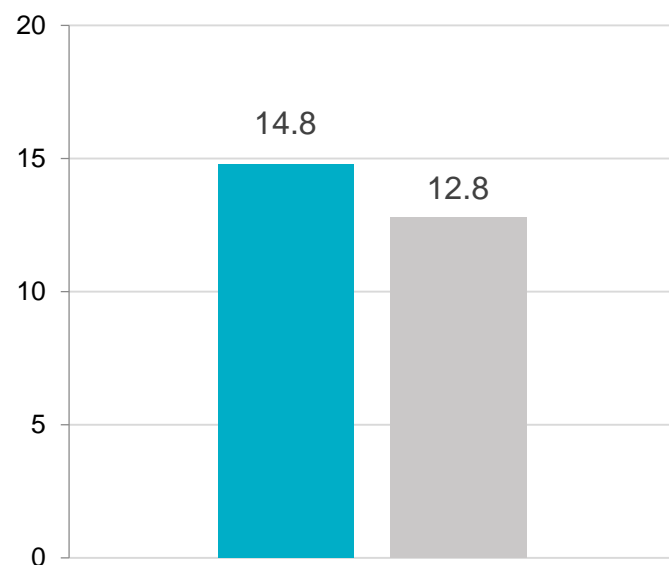
+25%



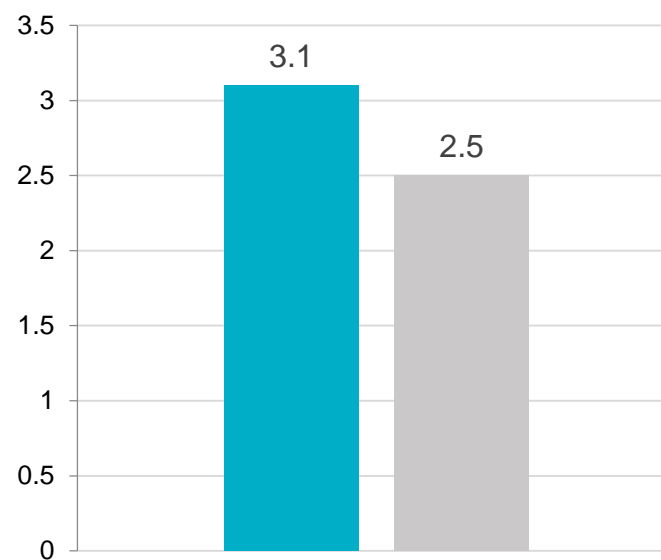
Profit for Kambi

Financial headlines

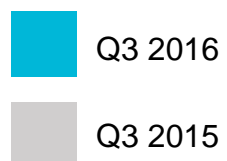
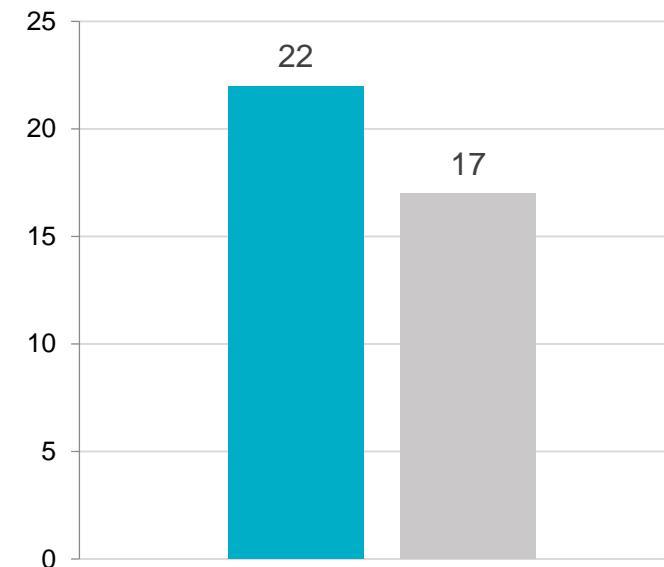
Revenue (€m)



Operating Profit (€m)



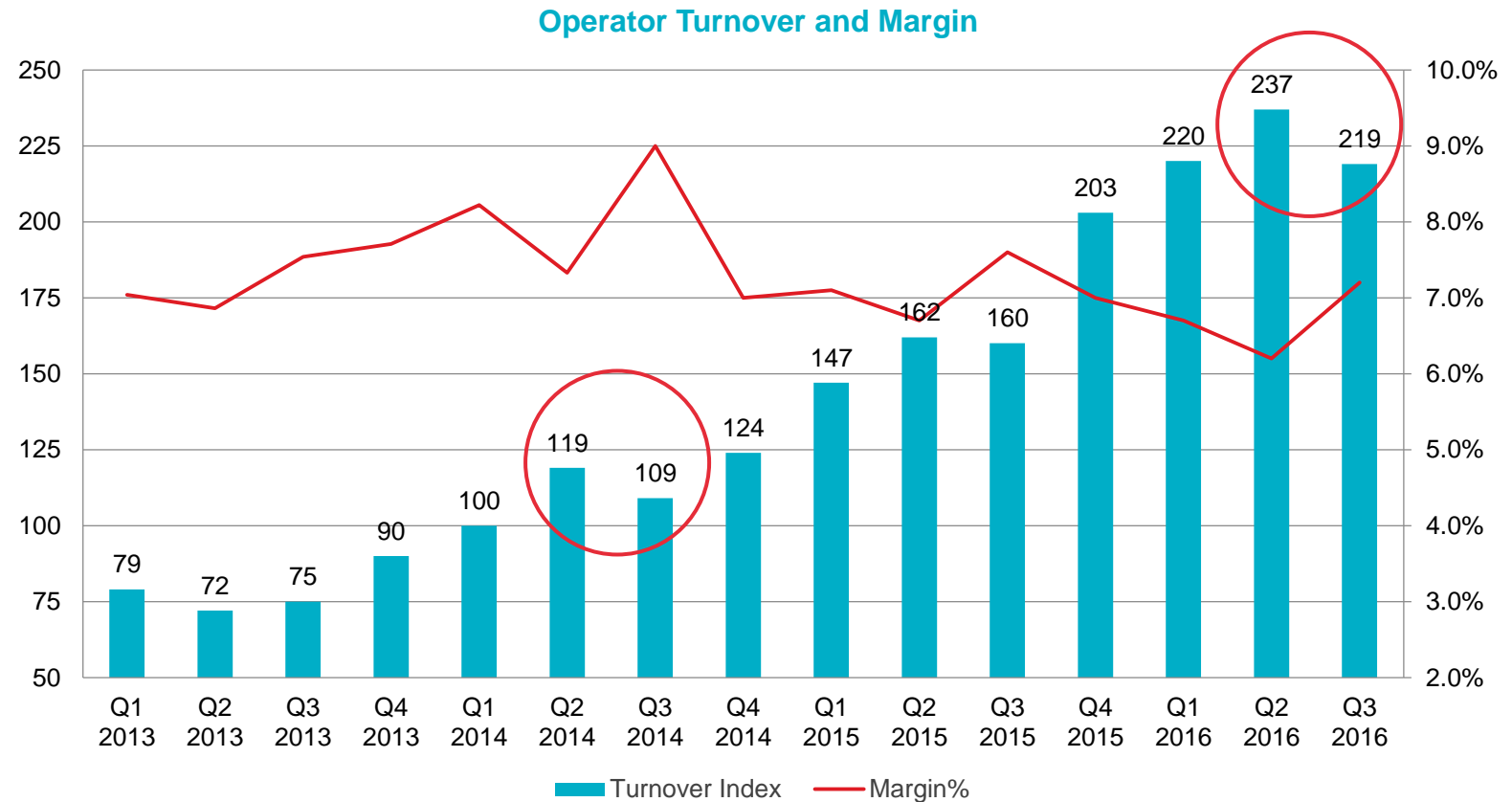
Net cash (€m)



Operator trading analysis

Turnover & margin

- The graph shows Kambi's operators' quarterly betting margin
- Operator turnover increased by 37% compared to Q3 2015
- Circled areas indicate typical quarterly trend after major events
- Margin of 7.2% positively impacted by Euro 2016

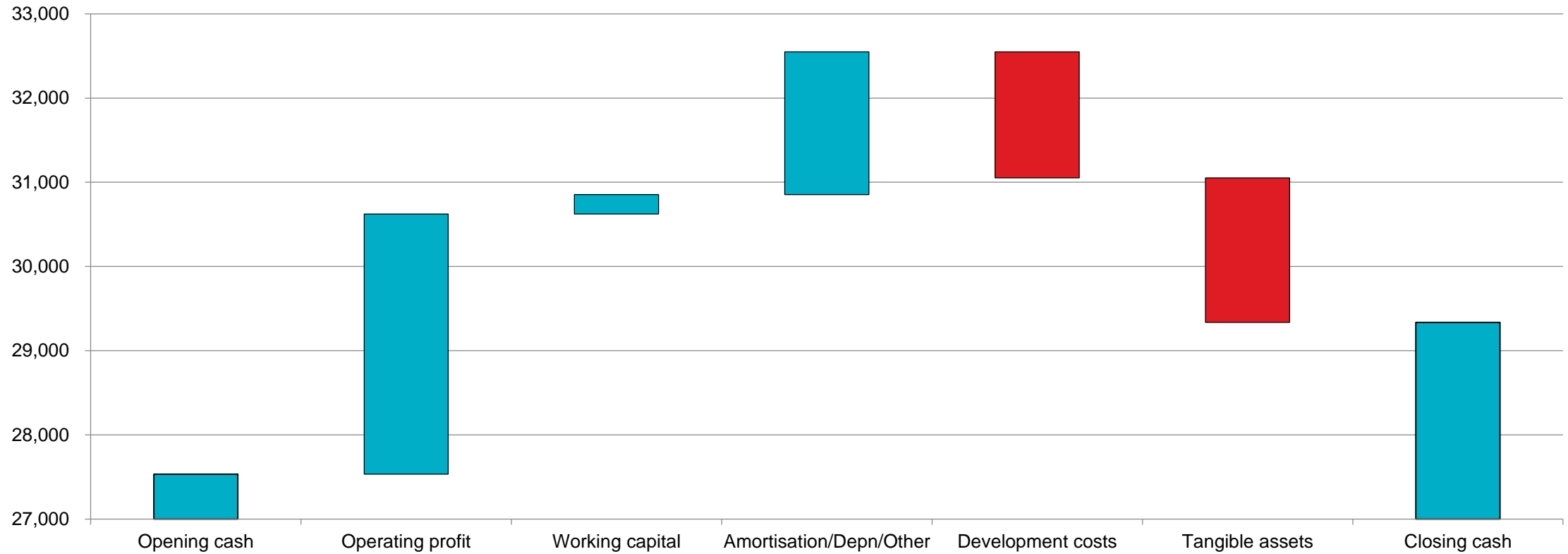


Income statement

€m	Q3 2016	Q3 2015
Revenue	14.8	12.8
Operating expenses	-11.7	-10.4
<i>Operating profit</i>	<i>3.1</i>	<i>2.5</i>
Finance costs / Tax	-0.4	-0.4
<i>Profit after tax</i>	<i>2.7</i>	<i>2.1</i>

Cash flow

€ '000



Euro 2016

- Euro 2016 was a large betting event
- Last 6 matches played in Q3 with strong margins
- Leading offering & perfect technical performance



The Olympic Games

Great marketing event for our operators

The Olympics represented 4.5% of total turnover



Kambi initiatives

Retail

- | | | |
|---|---|--|
| <ul style="list-style-type: none">– Opens up a market with great potential in private and lottery sector– Digitalisation of retail is a perfect match with Kambi's core capabilities | <ul style="list-style-type: none">– Bringing the online pace to the retail space<ul style="list-style-type: none">– Session handling– Cash-out– One UX for all channels | <ul style="list-style-type: none">– Extending the breadth of the service to Televisa– Contract extension with NagaWorld– Partnerships with R. Franco and NLS |
|---|---|--|

Strategy

Service

Partnership

Partnership agreement



- NLS is part of the NOVOMATIC Group – one of the largest gaming groups in the World
- Co-operation to provide a state-of-the-art omni-channel solution to the government regulated lottery sector
- Potential customer acquisition in a defined strategic segment improved

Summary

Robust
performance by
our operators

1

Strong profit growth for
Kambi

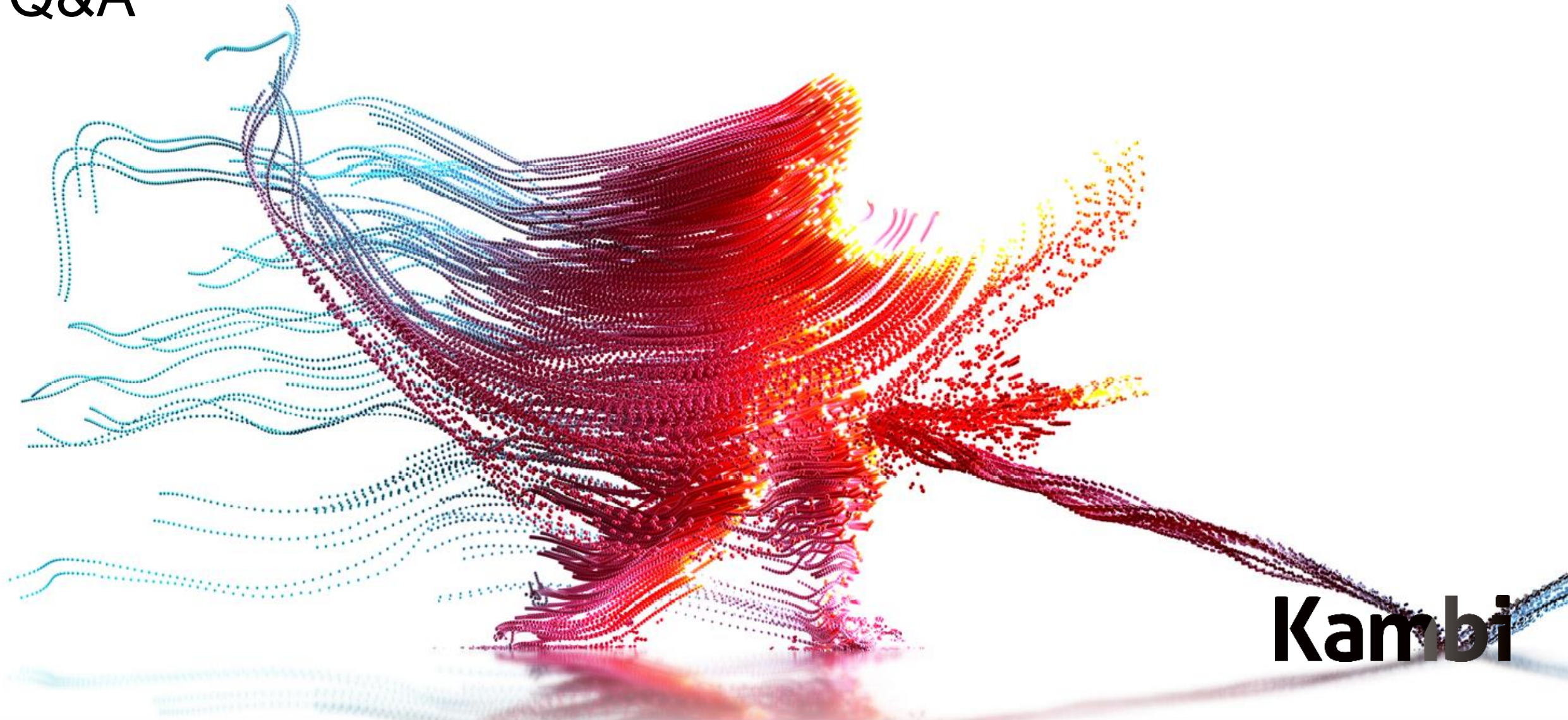
2

Partnership agreement
with NOVOMATIC
Lottery Solutions

3

Thank you

Q&A



Kambi