

Kambi Group plc

Q1 2023 Report
26 April 2023



Kambi

Agenda

1. Highlights
2. Financial highlights
3. Commercial and strategic updates
4. Summary
5. Q&A



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Highlights

Revenue growth of 19% and operator turnover growth of 12%

Renewals agreed with Rush Street Interactive and Corredor Empresarial S.A., two of Kambi's largest partners

AI-driven trading capability rolled out across multiple soccer competitions driving product and efficiency improvements

Platform stability and product strength on full display during Super Bowl and March Madness, two of the biggest events of the year

19%
YoY
revenue
growth

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Q1 2023 financial highlights

Revenue

€44.0m

Q1 2022:
€36.9m

EBITA (acq)

€5.8m

Q1 2022:
€7.7m

Net cash

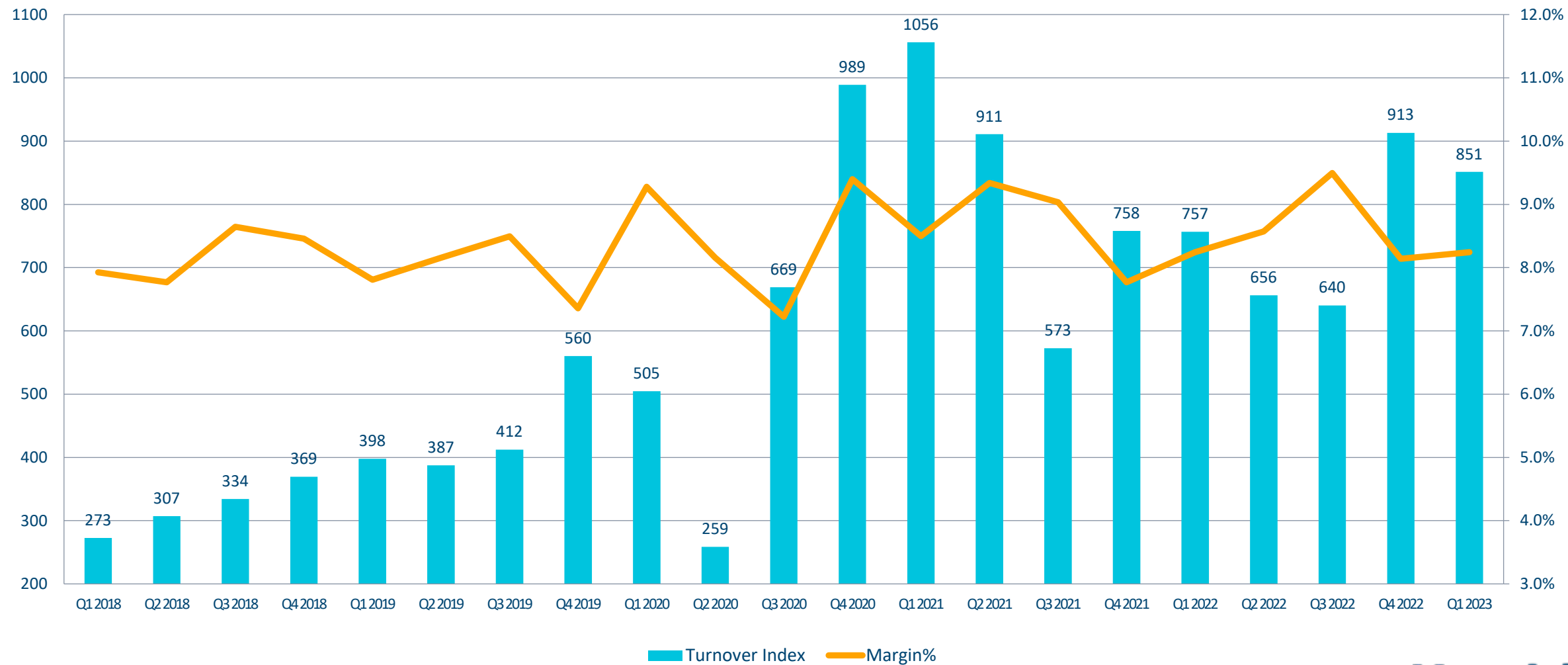
€61.2m

Q1 2022:
€72.4m

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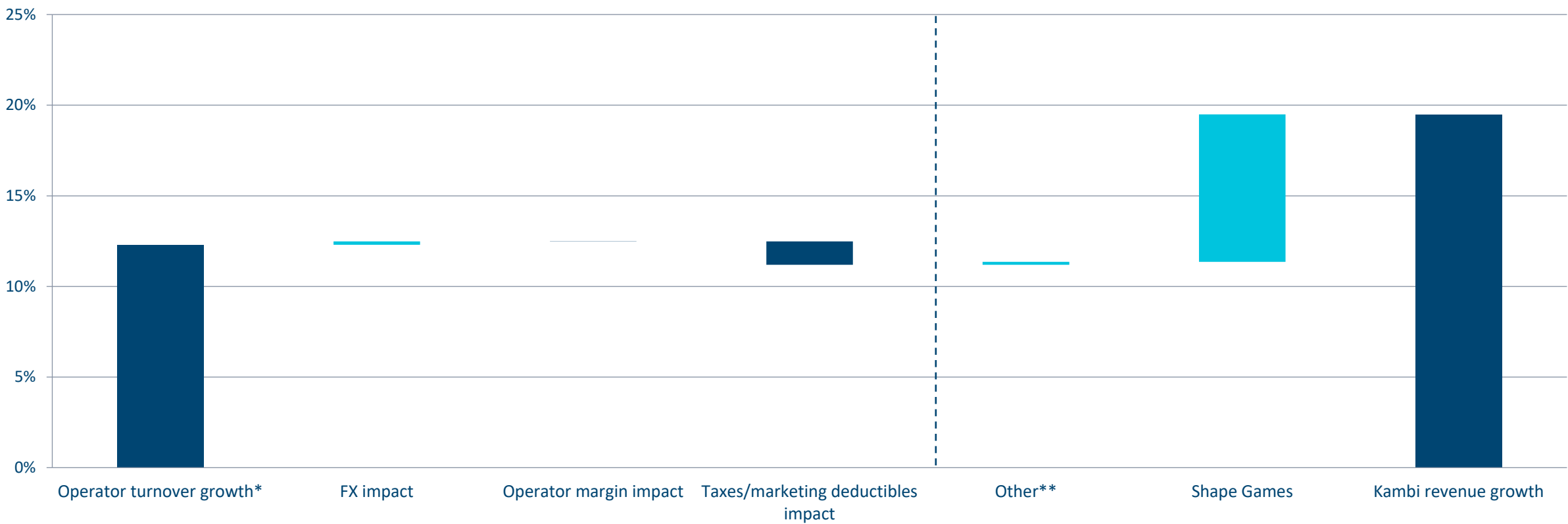
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

Q1 2023 vs Q1 2022

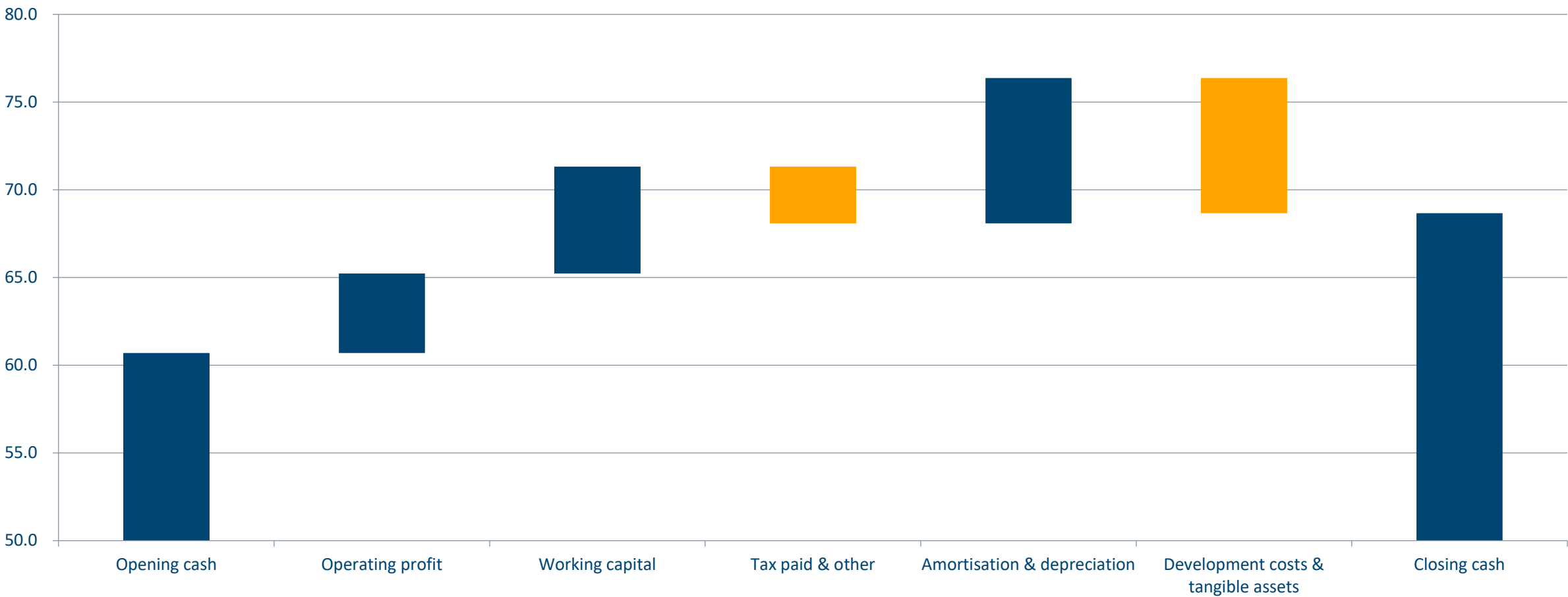


* Operator turnover growth shown is based on Q1 2022 exchange rates
** Other includes the impact of volume-related commission tiers and fixed revenues
-- Denotes components of NGR from which Kambi's revenue share is calculated



Q1 2023 cash flow

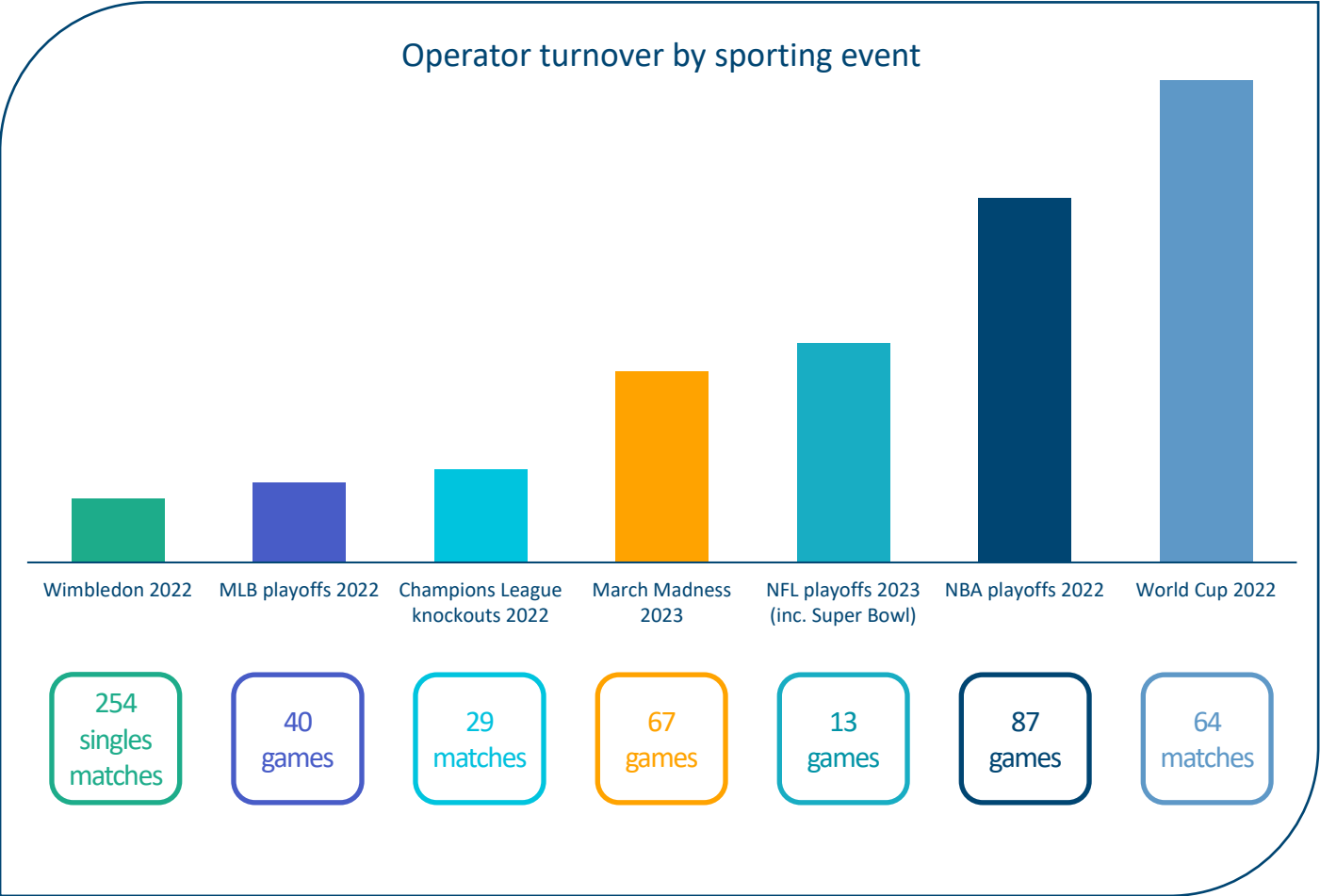
€m



Super Bowl and March Madness

Leading product and platform stability

- Super Bowl turnover was approximately twice the size of the World Cup final
- First major US sportsbook to launch live cash out for Bet Builder ahead of Super Bowl
- March Madness turnover up 17% YoY driven by Bet Builder and player markets enhancements



Q1 partner signings



On-property sportsbook
partnership with del Lago
Resort & Casino in
New York state



Partnership with tribal-
owned Potawatomi
Casinos & Hotels in
Wisconsin



Shape Games partnership
with Wagr, a US gaming
operator acquired
yesterday by Yahoo

Q1 launches

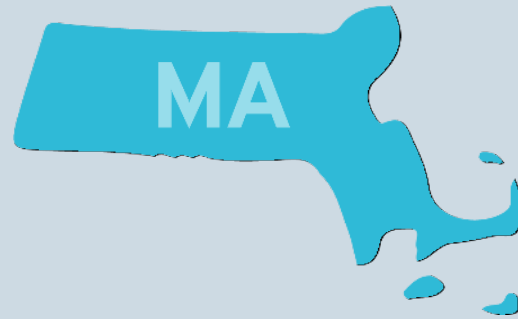
Now live in three additional US states

Ohio



Completed 11 retail and online partner launches during the quarter

Massachusetts



Live on day one with on-property sports betting, followed by online in March

Wisconsin

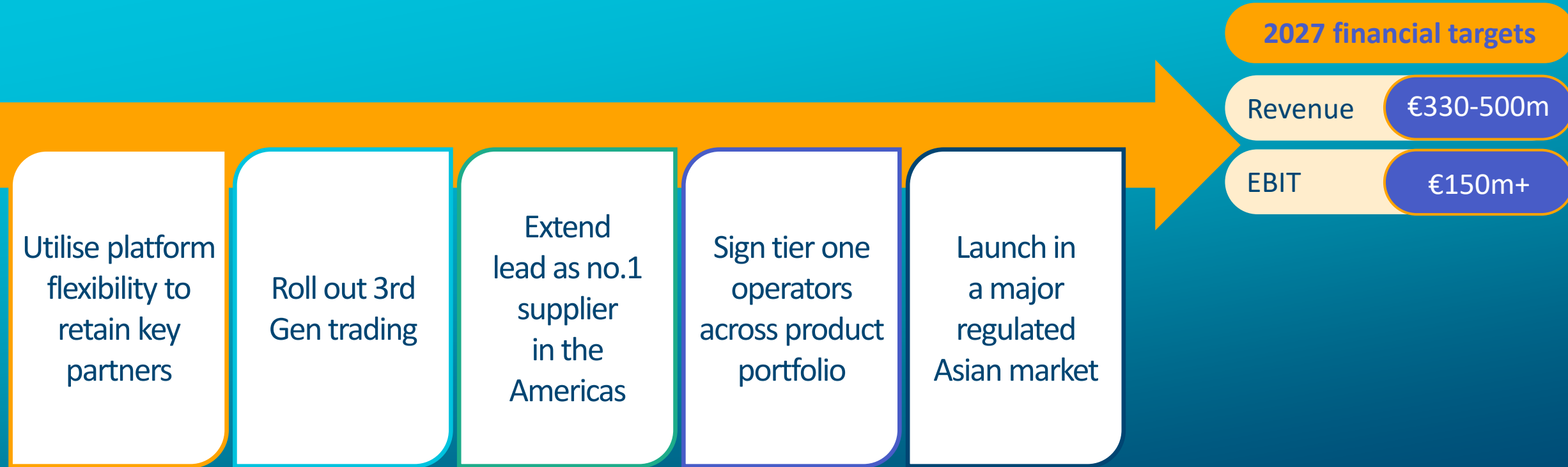


Launched with new partner Potawatomi Casinos & Hotels

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Five key growth drivers

Significant progress made during Q1



Significant partner extensions

Securing future revenue

- Key renewals agreed with Rush Street Interactive and Corredor Empresarial S.A., two of Kambi's largest partners
- Combined, these partners drive the majority of Kambi's operator GGR in the Americas
- Kambi to continue to support RSI's growth across the Americas, including Canada, Colombia, Mexico and the US
- BetPlay operator Corredor is the market leader in Colombia with plans to expand across Latin America

RUSH STREET
I N T E R A C T I V E

CORREDOR  **EMPRESARIAL**
S.A.



Growing Latin American opportunity

Potential beginning to be realised

Live in:	Population	% of LatAm population
Colombia	52m	8%
Mexico	133m	20%
Argentina (x8 jurisdictions)	46m (covering 55%)	7%
Peru	34m	5%
Ecuador	18m	3%
Soon to regulate:	Population	% of LatAm population
Brazil	217m	32%



AI-driven trading capability

Redefining what's possible in sports betting

- Kambi is setting a new standard in sports betting with continued roll out of industry-leading 3rd Gen trading
- Now live for top six European domestic soccer leagues, Champions League and Europa League
- AI-driven trading enables faster delivery speeds, a richer Bet Builder product and greater business efficiencies
- Bet Builder improvements have led to a near doubling of its turnover YoY

Soccer league	Q1 % of pre-match turnover on AI- traded markets	After Q1 % of pre-match turnover on AI- traded markets
Champions League	95%	95%
Premier League	81%	95%
Serie A	78%	100%
La Liga	87%	98%
Bundesliga	78%	97%
All soccer	48%	59%

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Summary

Extensions with two
major partners

AI-driven trading
illustrating substantial
opportunity

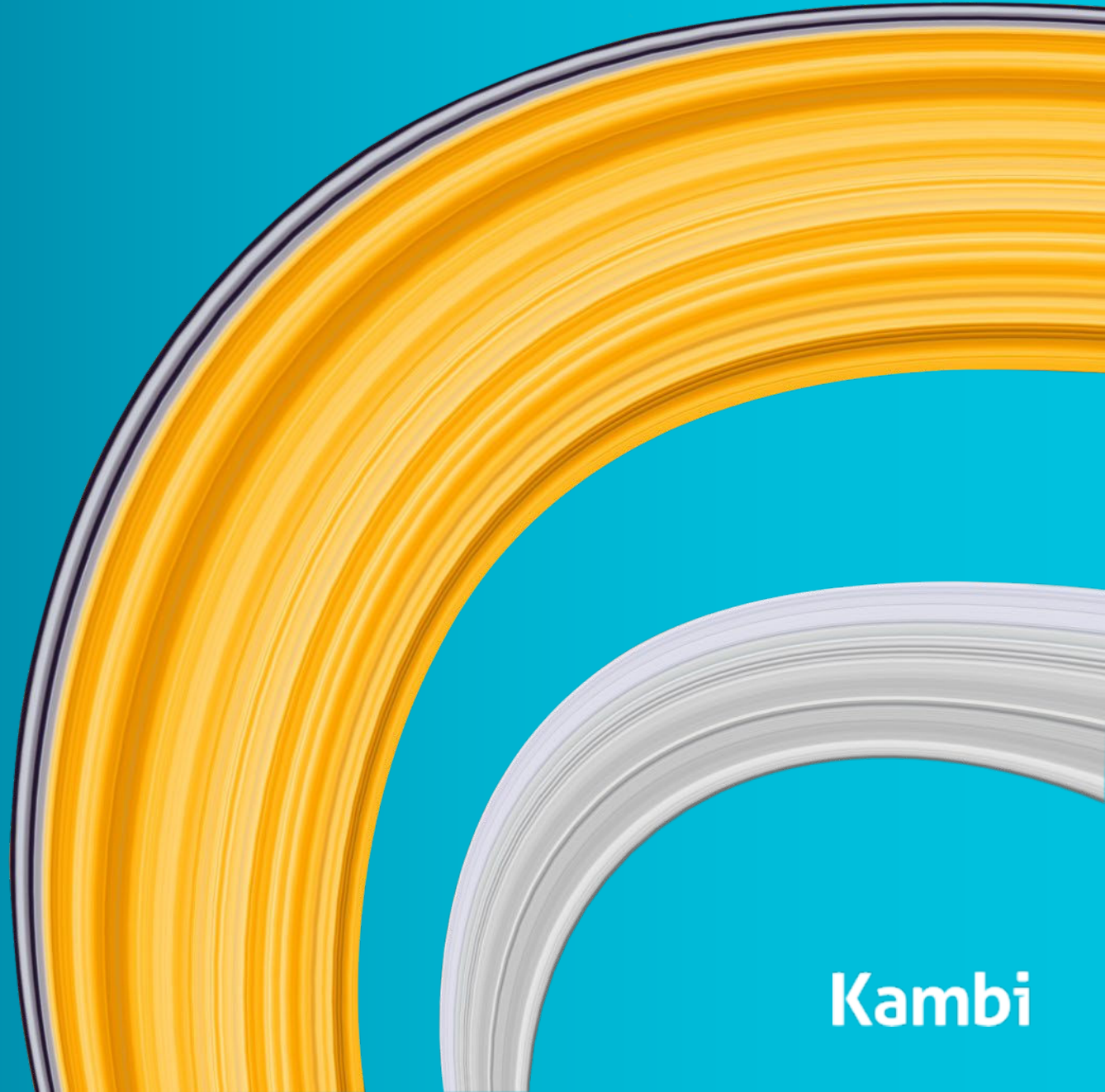
Continued strategic
progress towards 2027
targets

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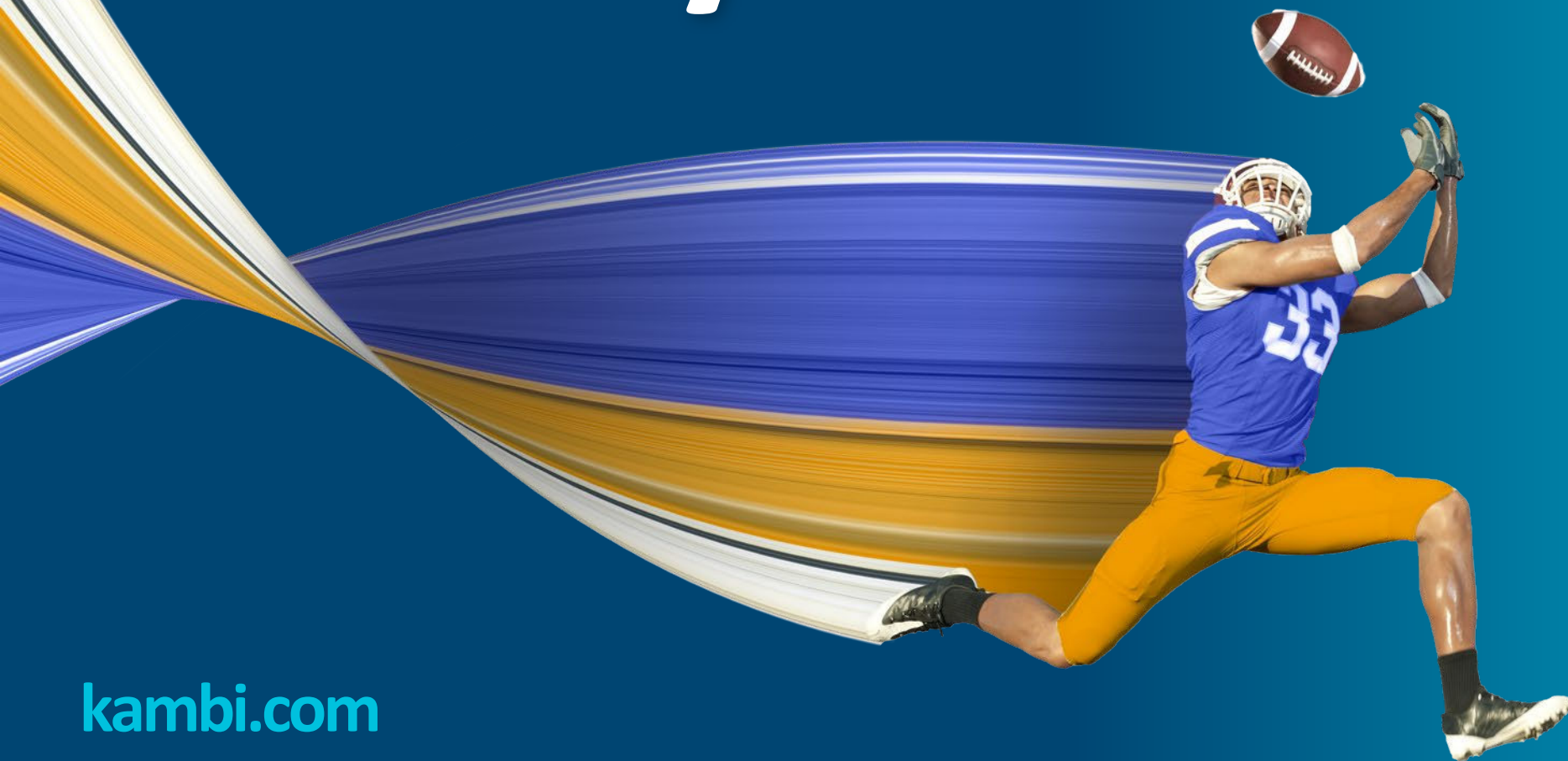
Q&A

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Thank you



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