



Kambi Group plc

Q4 2022 Report

22 February 2023

Kambi

Agenda

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2. Financial highlights
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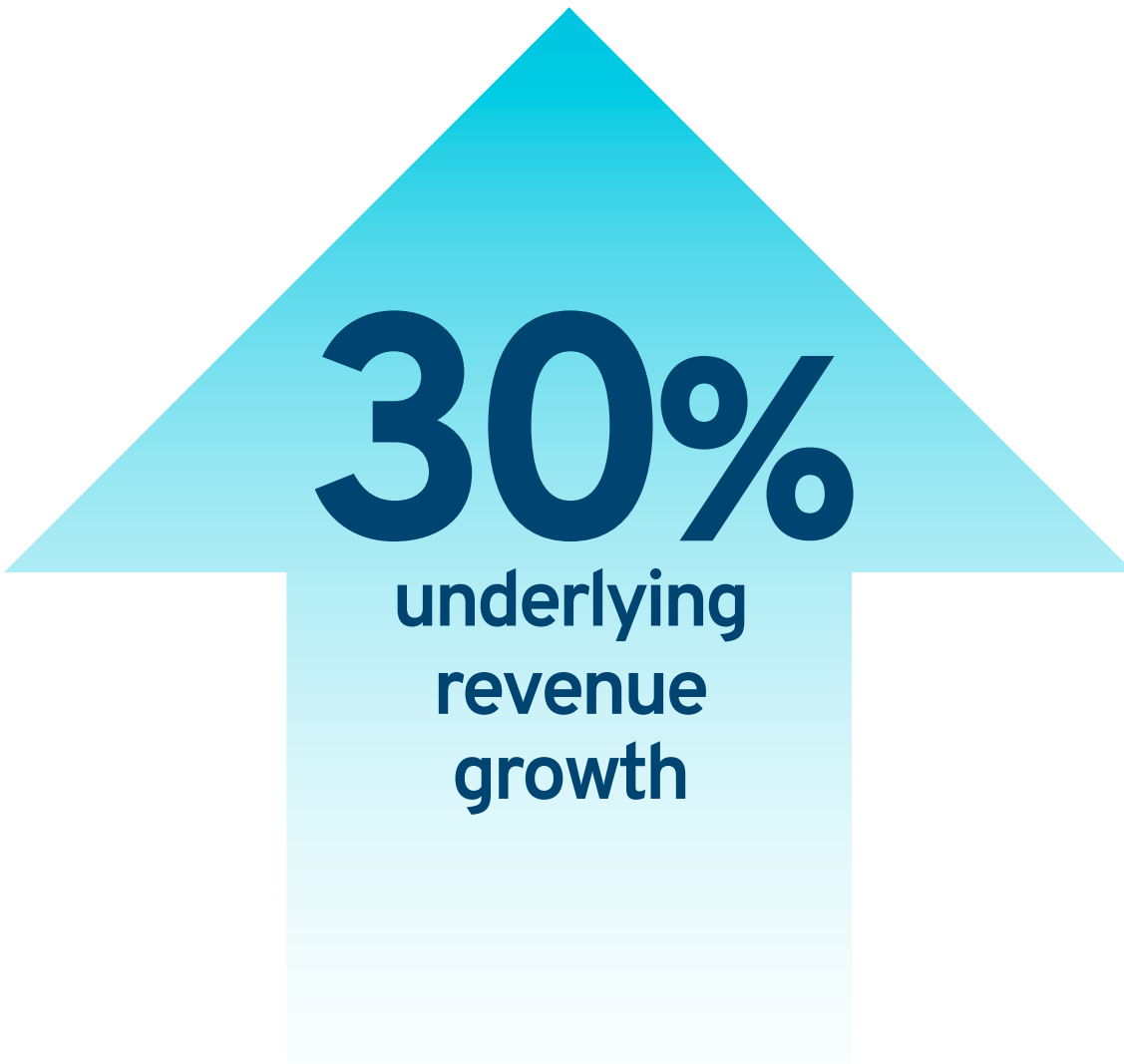
Highlights

Strong financial and operational performance with 30% underlying revenue growth

Successful World Cup driven by leading technology, including launch of third generation trading capability

Partnered with Rei do Pitaco, Brazil's largest daily fantasy sports operator

Expanded footprint in the Americas with launches in Maryland online, Washington and four Argentinian provinces



30%
underlying
revenue
growth

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Q4 2022 financial highlights

Revenue

€57.8m

€45.2m

excluding termination fee from PENN

Q4 2021:

€34.9m

Operating profit

€18.7m

€6.0m

excluding termination fee from PENN

Q4 2021:

€7.1m

Cash flow ¹

€17.9m

Q4 2021:

€4.8m

¹ Cash flow from operating and investing activities excluding movements in working capital and acquisitions.

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Full year financial highlights

Revenue

€166.0m

FY 2021:
€162.4m

Operating profit

€34.8m

FY 2021:
€57.0m

Operating margin

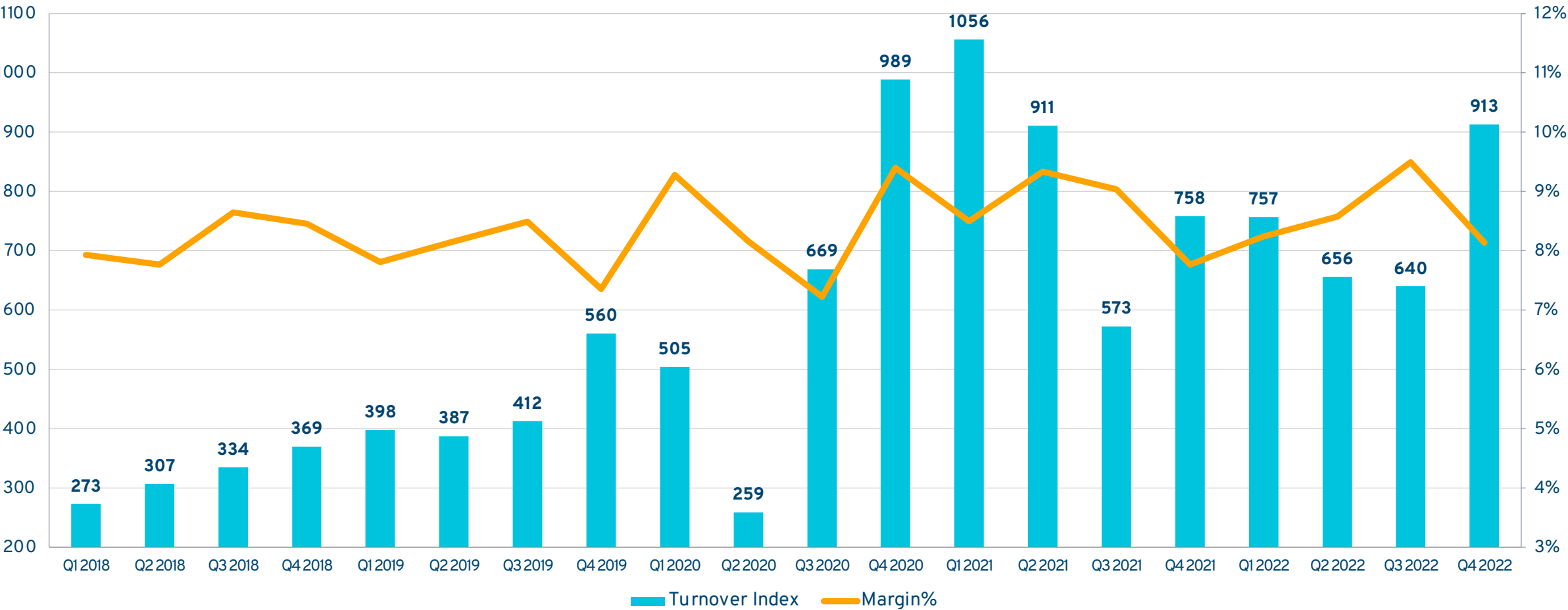
20.9%

FY 2021:
35.1%

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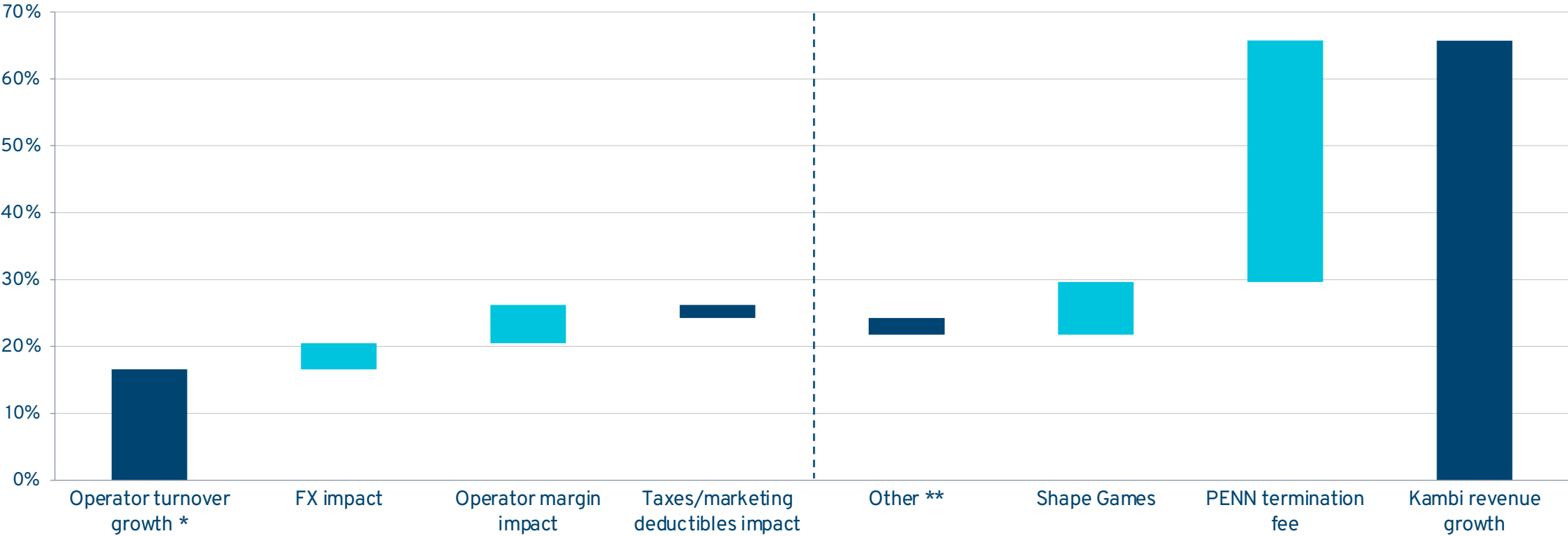
Operator trading analysis

Kambi operators' turnover and trading margin



Kambi revenue conversion

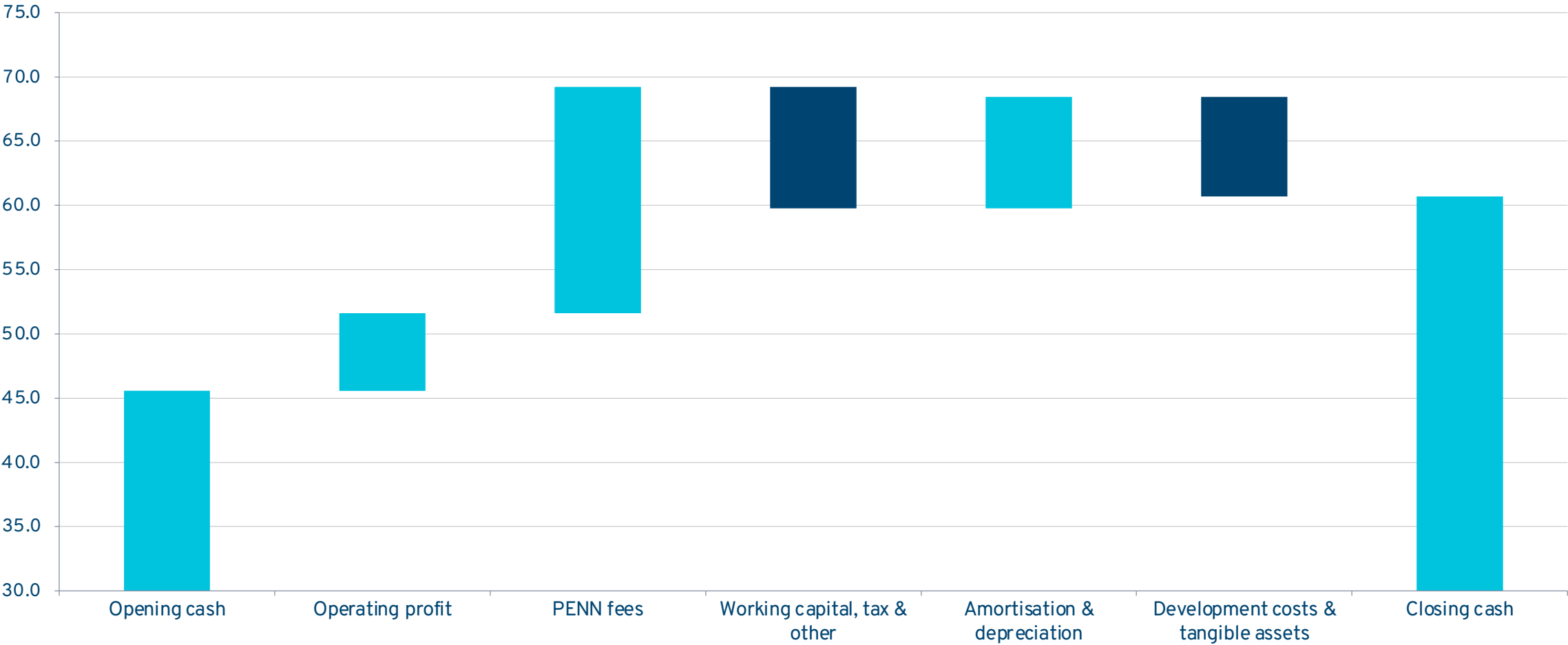
Q4 2022 vs Q4 2021



* Operator turnover growth shown is based on Q4 2021 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

Q4 2022 cash flow

€m



Kambi 2022 in review

Agreed partnership extensions
with Kindred and betPARX

Extended reach in Americas with
nine new partner signings

Completed more than 60 online
and on-property launches

Acquired native front end tech
specialists Shape Games

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World Cup 2022

A record tournament for Kambi

- A successful World Cup with excellent player engagement and a market-leading product
- World Cup final was Kambi's highest turnover soccer game of all time
- Showcased strength of product in key areas such as Bet Builder and instant betting markets unavailable at competitors
- Launched third-gen algorithmic trading capability with all pre-match pricing fully automated for the first time



Launch of third generation trading

Fully automated algorithmic trading on journey towards limitless sportsbook

- Making the shift from machine-assisted human trading to human-assisted machine trading
- Benefits on full display during the World Cup with faster delivery speeds and a richer Bet Builder product
- Now pricing key domestic soccer leagues and Champions League with plans to scale into live and other sports
- Coupled with strengthened UX capability, Kambi is building towards a limitless sportsbook experience

50%

Increase in Bet Builder and player props turnover during World Cup

90 secs

Time taken to publish 500+ bet offers during World Cup

60%

Now driving more than half of pre-match soccer turnover
(w/c 13 February)

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Bet Builder pricing confidence

Enabling a greater user experience through optimal margin



Super Bowl Bet Builder example*

Kansas City Chiefs to win



Travis Kelce anytime touchdown



Jalen Hurts anytime touchdown



Kambi
8.50

FanDuel
6.90

DraftKings
7.00

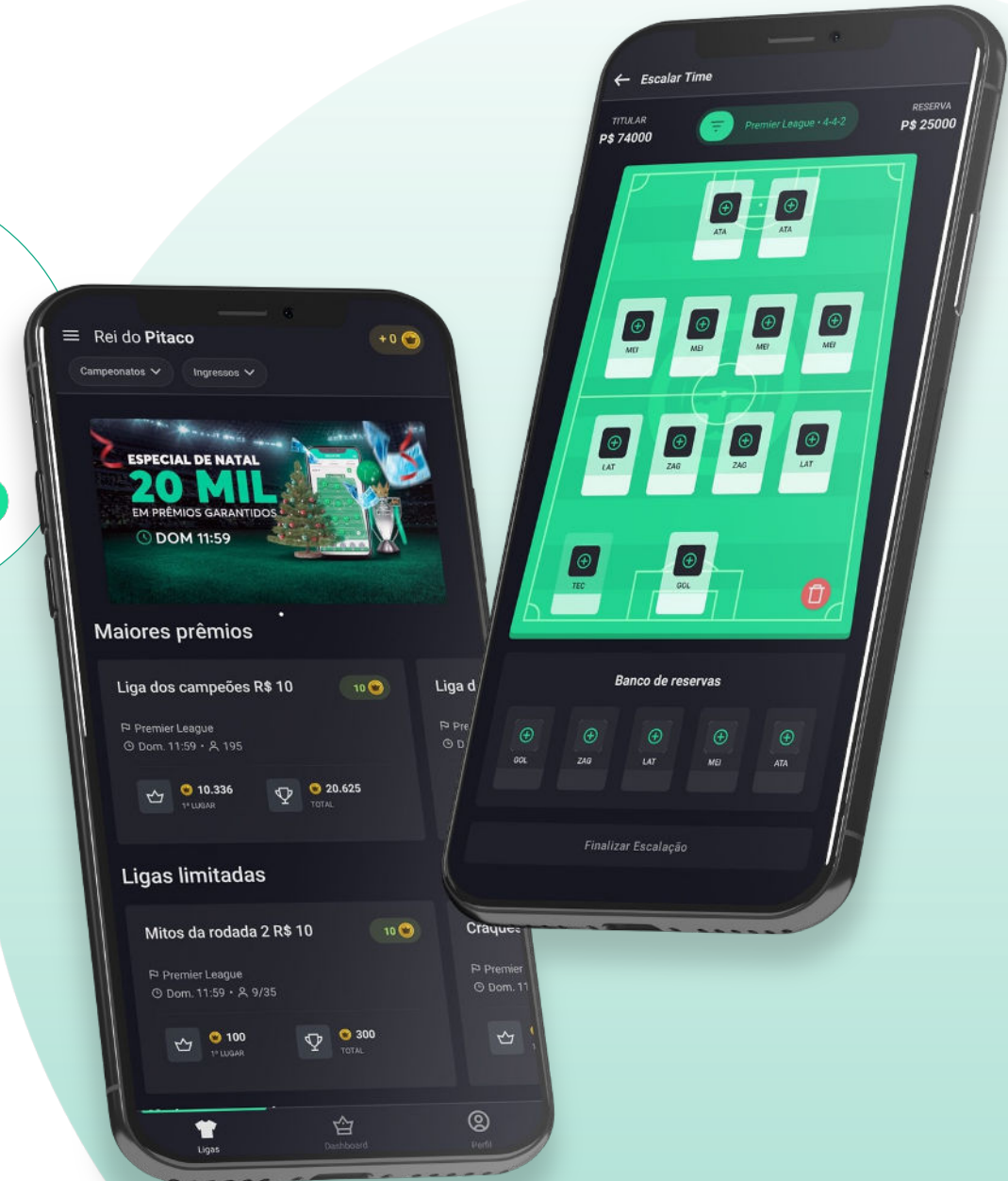
*as featured in Wall Street Journal article, 11 February 2023

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Partner signing of Rei do Pitaco

Strengthening Kambi's position in Latin America

- Brazil's leading fantasy sports operator and a key partner win for Kambi
- Large database and brand strength leave RDP well positioned ahead of regulation
- Brazil is expected to be one of the world's largest regulated sports betting markets



Q4 launches

Growing footprint across the Americas

US



Launched in Maryland online and Washington State for the first time

Canada



Powered on-property launches for Great Canadian and Mohegan in Ontario

Argentina



Continued expansion in Argentina with launches in four provinces with Casino Club

Events after Q4

Continued commercial momentum

RUSH STREET
INTERACTIVE

Extended
partnership with
Rush Street
Interactive

Sun

International

Renewed
partnership with
Sun International in
South Africa



Launched day one of
regulated market in
Massachusetts
and Ohio

Miami Valley
GAMING



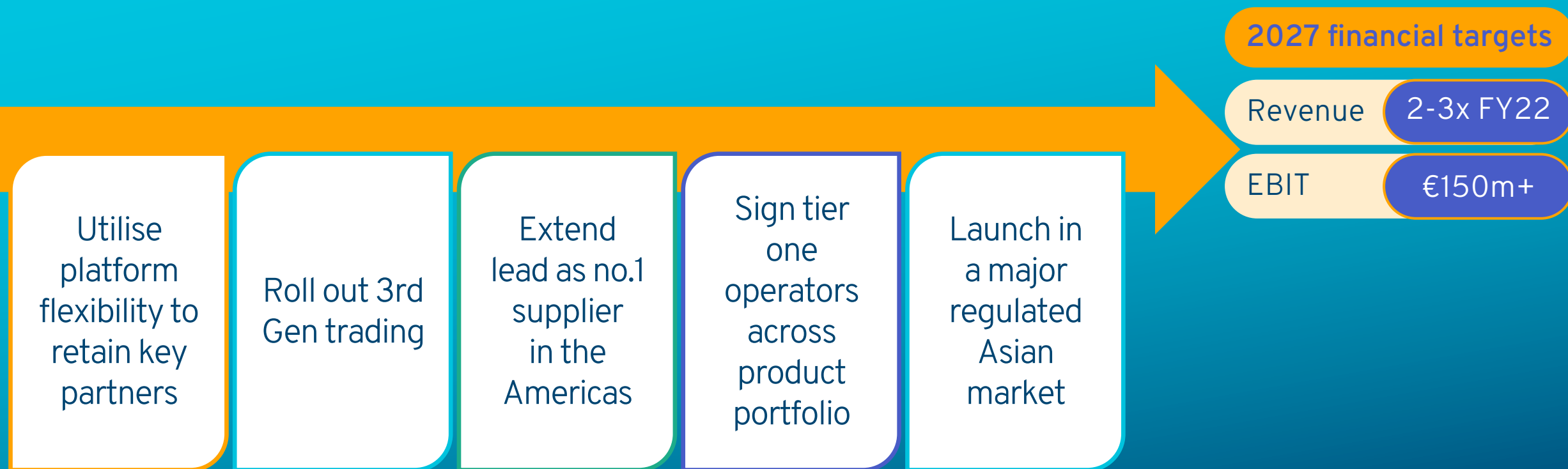
del **LAGO**
RESORT • CASINO

Signed partnerships
with Miami Valley
Gaming in Ohio and
del Lago Resort &
Casino in New York

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Events after Q4

Adoption of new financial targets based on five key growth drivers



Summary

Excellent financial
results

3rd Gen trading
performance
underlines future
potential

On strategic path to
significant growth



Q&A

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Thank you

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