



Kambi Group plc

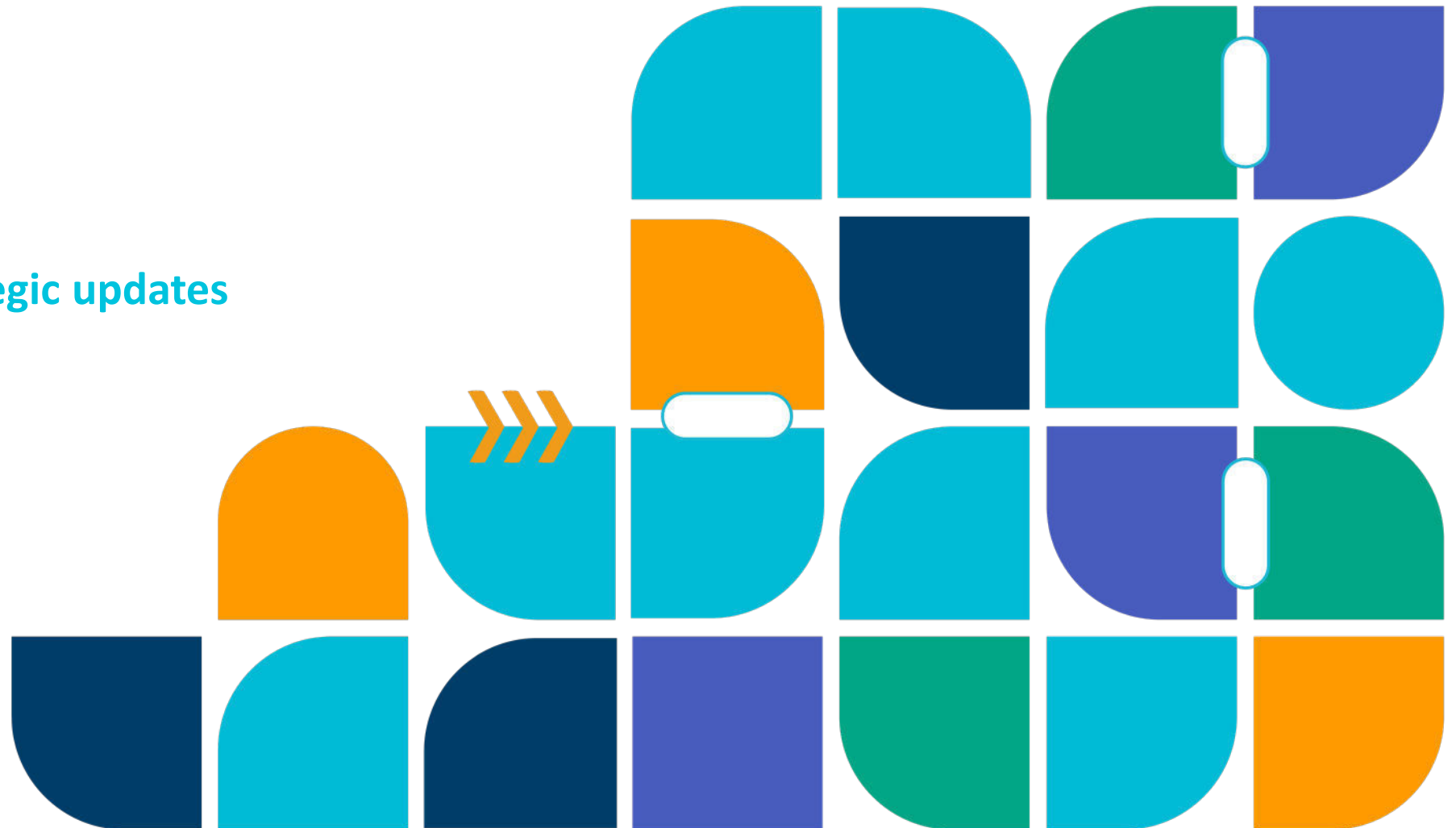
Q3 2024 Report

6 November 2024

Kambi

Agenda

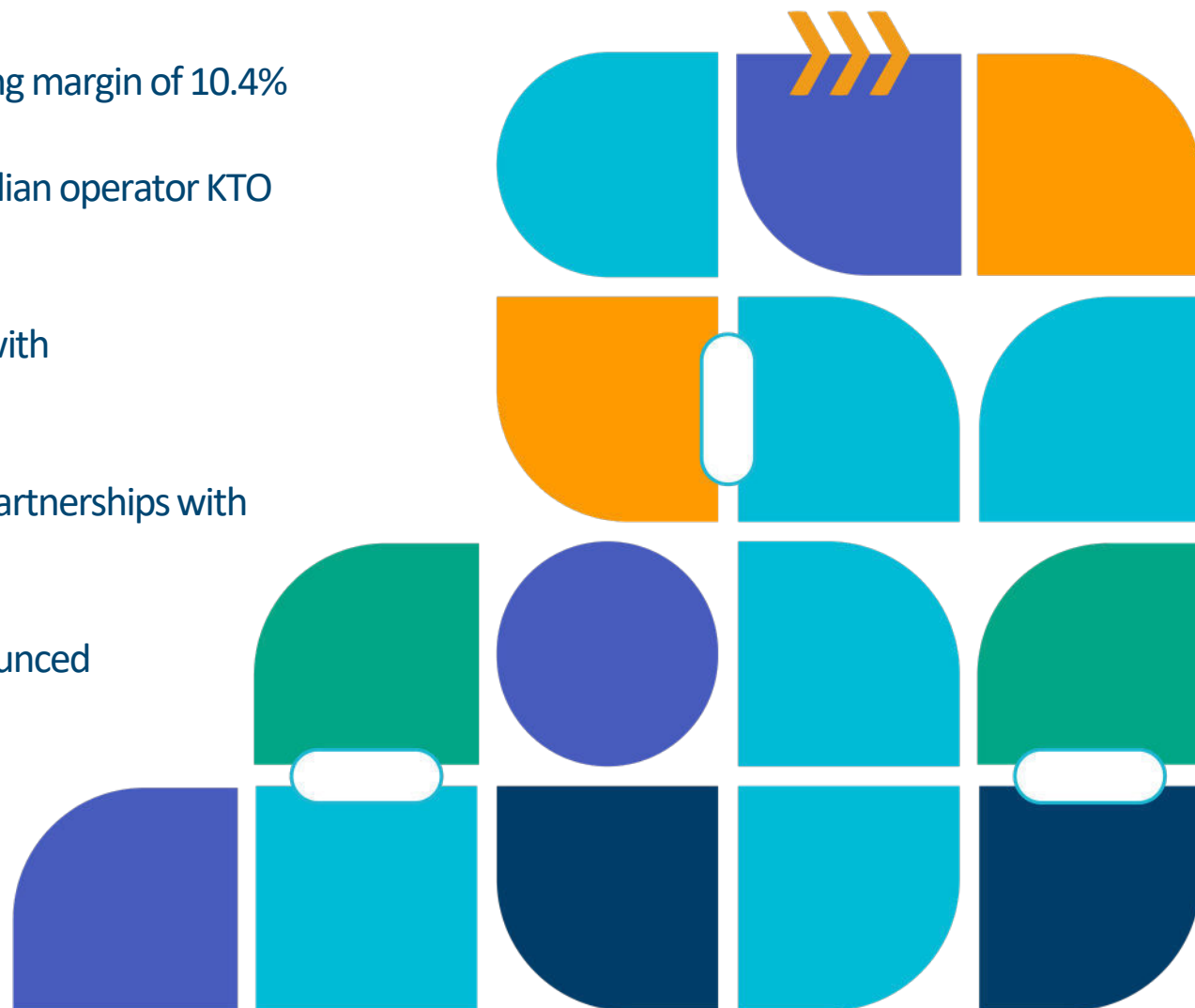
1. Highlights
2. Financial summary
3. Commercial and strategic updates
4. Summary
5. Q&A



Highlights

Kambi

- Operator turnover increase of 14% despite high operator trading margin of 10.4%
- Signed Turnkey Sportsbook partnership with fast-growing Brazilian operator KTO ahead of expected regulated market launch in January 2025
- Agreed multi-year Turnkey Sportsbook partnership extension with Rush Street Interactive
- Unveiled expanded product portfolio and signed Odds Feed+ partnerships with Hard Rock Digital and Rei do Pitaco
- Share buyback programme of €12 million until May 2025 announced



Q3 2024 financial summary

Kambi

Revenue

€43.0m

Q3 2023: €42.1m

EBITA (acq)

€4.9m

Q3 2023: €6.0m

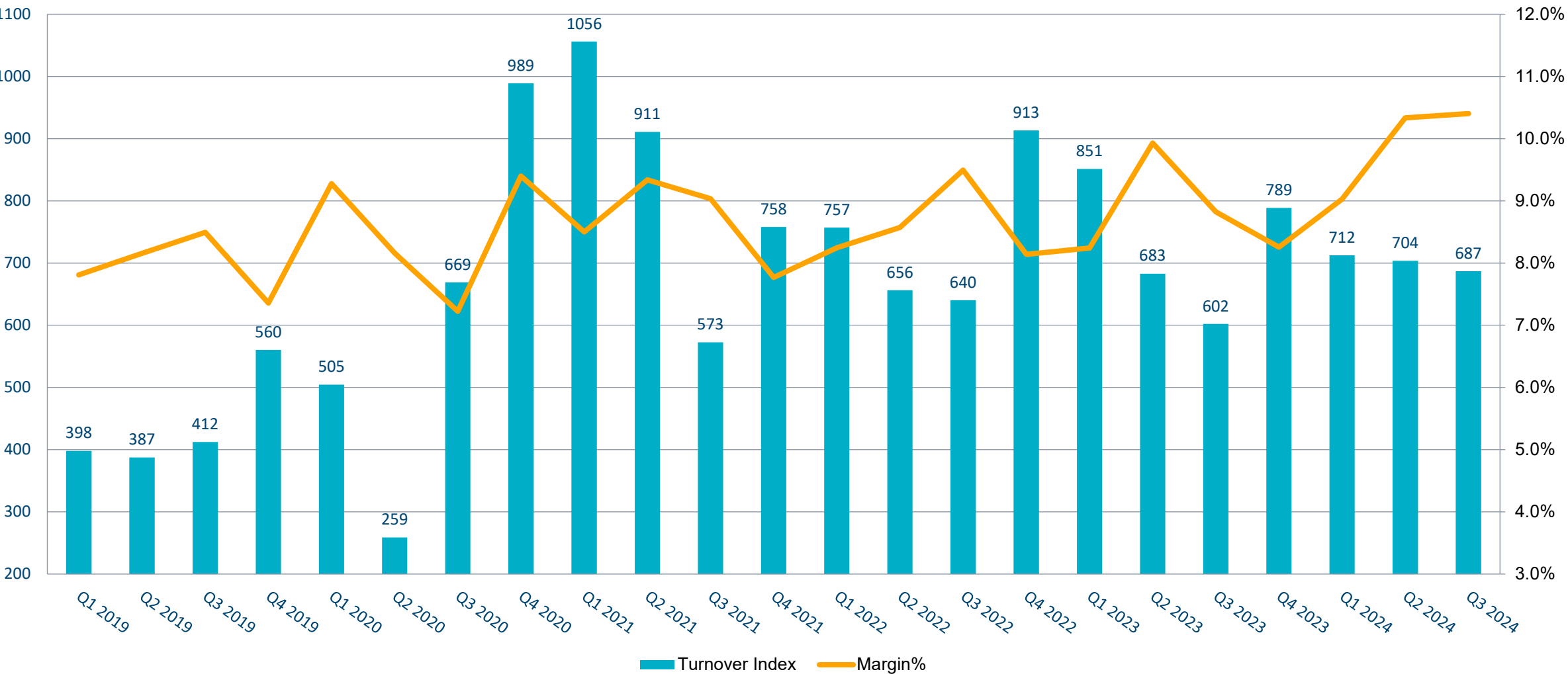
Cash

€60.5m

Q3 2023: €62.4m

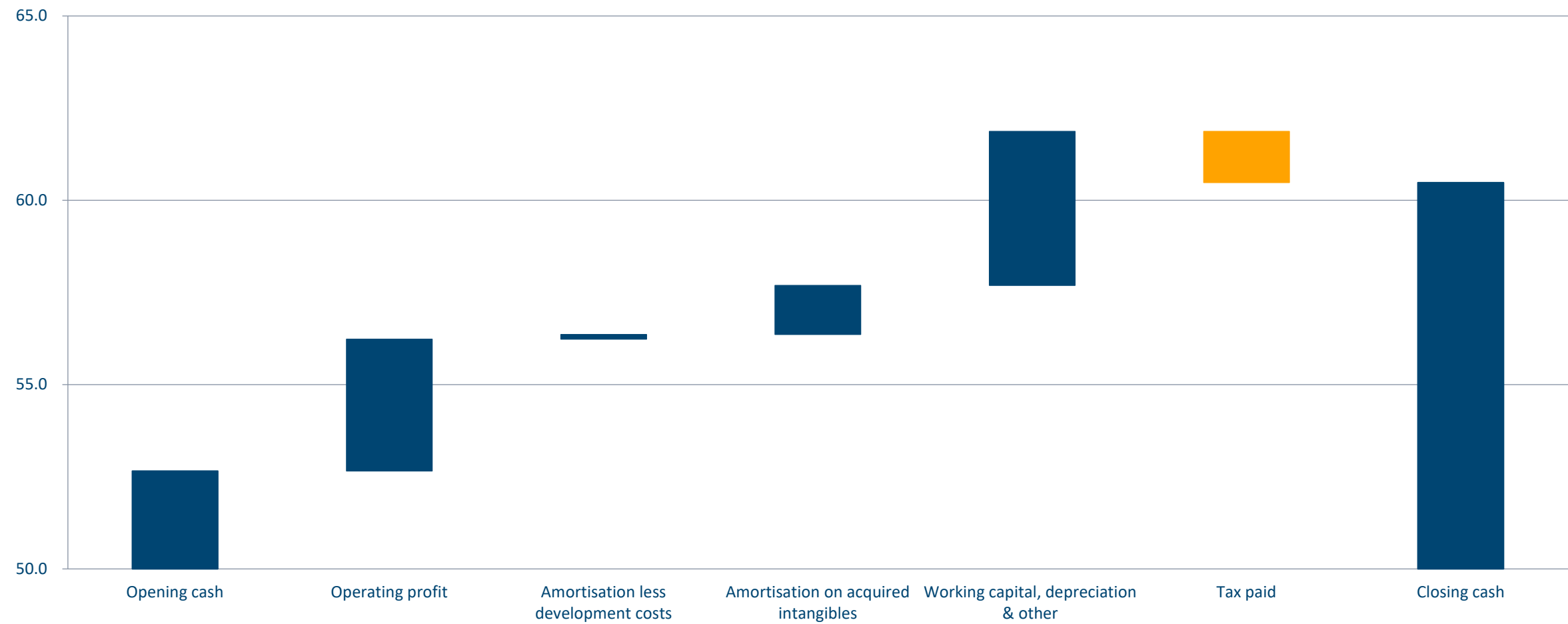
Operator trading analysis

Kambi operators' turnover and trading margin



Cash flow

€m



CEO review

Key takeaways three months into the role

Kambi

Kambi is a business with
unrealised potential

Important to progress modularisation
and diversify revenue streams

Near-term
headwinds to navigate

Greater efficiency will lead
to sustainable success

Key commercial & strategic milestones



Multi-year extension
agreed with RSI



Turnkey Sportsbook deal
signed with KTO Group

Q3



Launched in the UK
with Virgin Bet



Front End partnership
agreed with Paf



Unveiled expanded
product portfolio

First Odds Feed+ deal
agreed with Hard Rock Digital

Q4 so far



Signed Odds Feed+
partnership with RDP

Kambi completed nine partner launches during Q3

The home of premium sports betting solutions



Turnkey
Sportsbook



Odds Feed+



Managed
Trading



Bet Builder



Esports



Front End



Sportsbook
Platform

Kambi's unique position

End-to-end Turnkey
Sportsbook is the clear
market leader

Each product benefits from
the full power of the Turnkey
Sportsbook

Expanded portfolio will
increase Kambi's total
addressable market

Greater product flexibility and
choice will increase partner
retention

Turnkey Sportsbook

New KTO partnership and RSI extension

- Multi-year online sportsbook partnership agreed with fast-growing Brazilian operator KTO Group
- KTO is among the most widely recognised betting and gaming brands in Brazil with a growing customer database
- Decision to replace incumbent supplier with Kambi strengthens our position as the leading Turnkey Sportsbook provider
- Multi-year partnership renewal also agreed with RSI, one of the leading operators across the Americas

RUSH STREET
INTERACTIVE

KTO



Landmark Odds Feed+ partnership with Hard Rock Digital

Odds Feed+ agreement also with Rei do Pitaco

- First major odds feed partnership agreed with one of the leading sports betting operators in the US
- Hard Rock Digital can access Kambi's full library of high-quality odds, with the ability to revise package on demand
- Kambi's Odds Feed+ is a product of great potential with unique features including traded odds and cash out
- Long-term Odds Feed+ partnership agreed with Rei do Pitaco, superseding previous agreement set to expire in 2025



Additional commercial updates

Cross-sell potential across product portfolio

Kambi



Front End

delivered via Shape Games

- Signed software development kit partnership with Kambi partner Paf
- Fully managed front-end services deal signed with Choctaw Nation of Oklahoma



Esports

delivered via Abios

- Kambi partner Svenska Spel to leverage comprehensive esoccer offering
- Recently launched ebasketball on Kambi network following success of esoccer

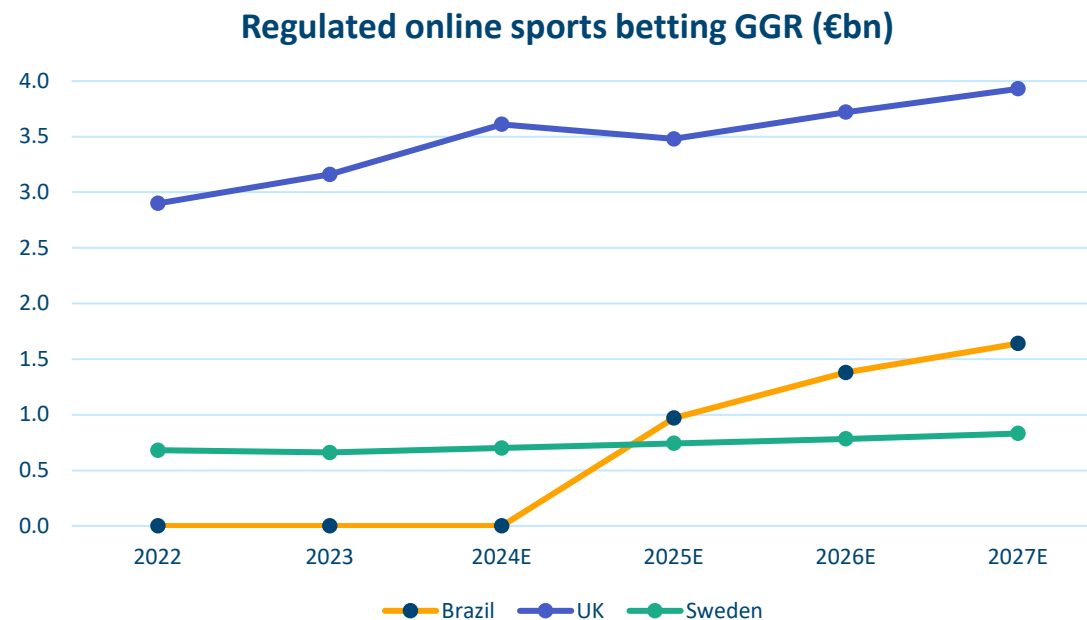


Brazil

The next major market to regulate

- Brazil is currently expected to launch its regulated sports betting market in January 2025
- VIXIO predicts Brazil will become the largest market in Latin America within a year and a €1.6bn GGR market within three years
- Brazil will be highly competitive with a large grey market currently in operation

Kambi



Source: VIXIO GamblingCompliance

Kambi partners on track to launch
in regulated Brazil:



KTO



Rei do Pitaco

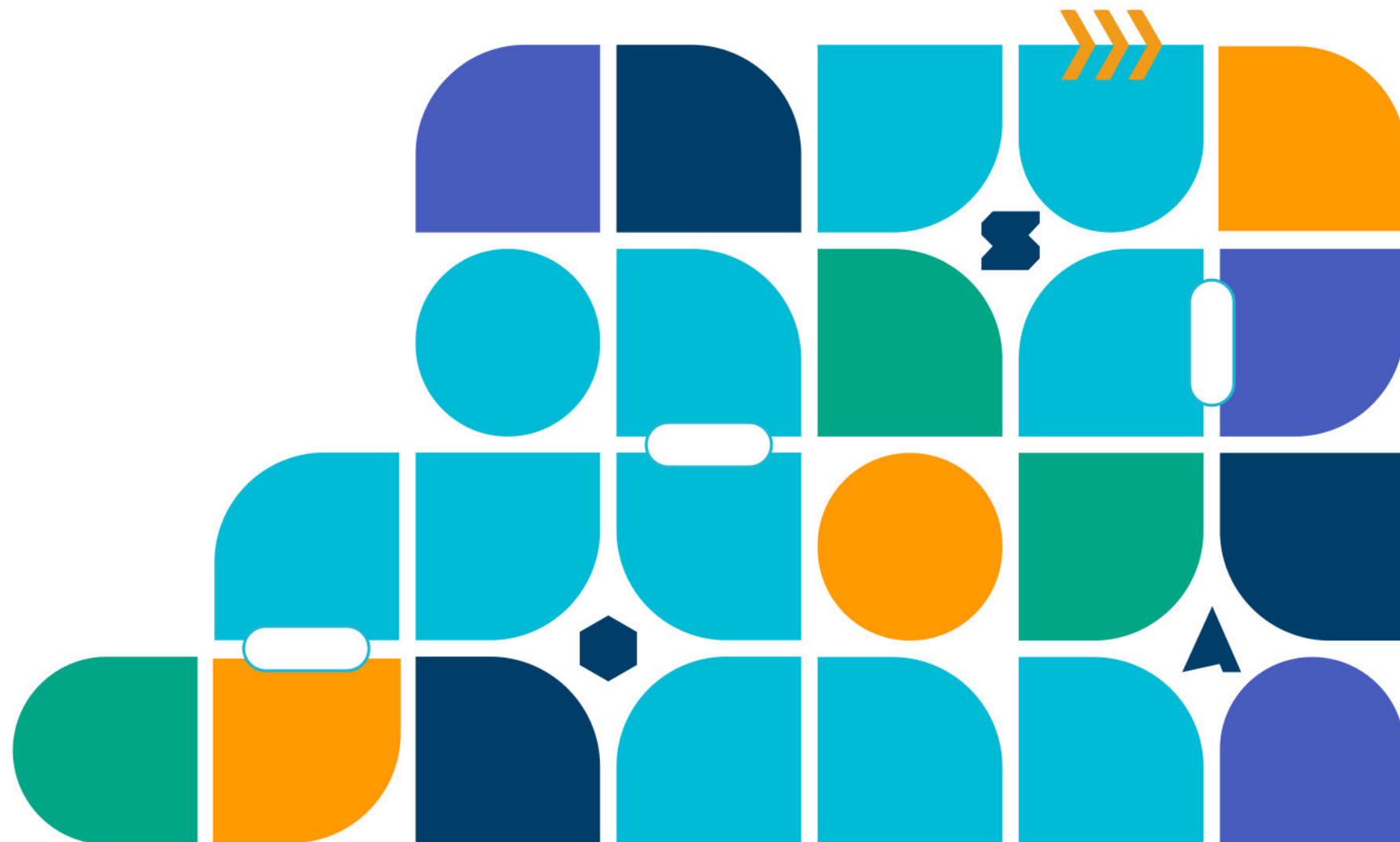


Key partner signings
and extensions highlight
market-leading position

Odds Feed+
partnerships underline
modularisation
opportunity

Strong foundations in
place for future success
as we navigate near-
term headwinds

Q&A



Thank you

