

Kambi Group plc

Q2 Report

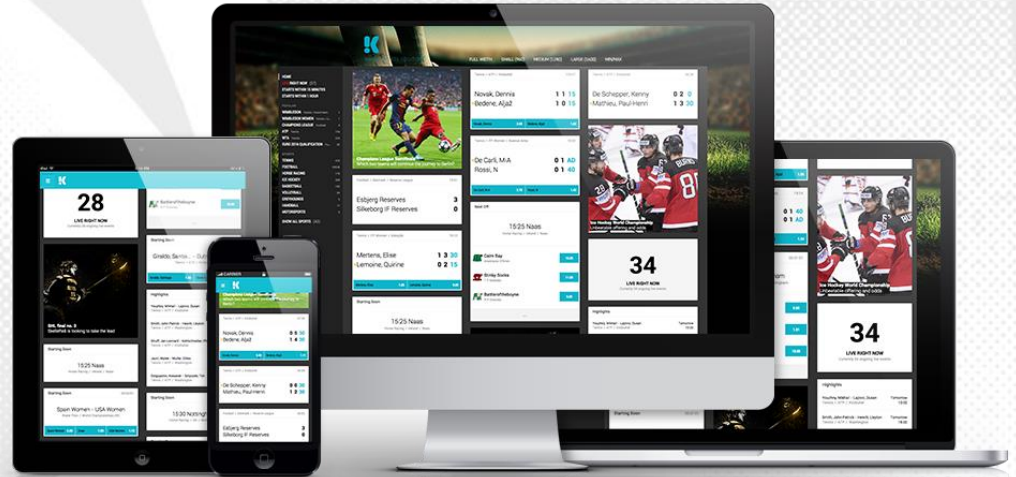
5 August 2015



Kambi

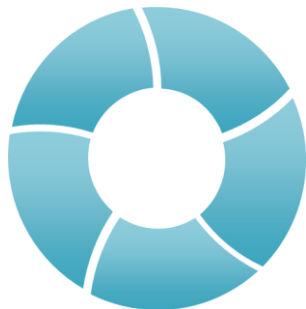
Outline

- Kambi Overview
- Quarterly Highlights
- Events after Q2
- Financial Update
- Kambi Initiatives
- Q&A



Kambi in Brief

SPORTSBOOK ENGINE



CUSTOMERS OUTPERFORMING THE MARKET



END-TO-END TECHNOLOGY



Fully Hosted Service



Continuous Product Improvements



24/7 Network Operation

AWARDED ORGANISATION

400

Employees in Malta, London,
Manila & Stockholm



Sportsbook Supplier of 2015

Quarterly Highlights

- **36%** turnover growth y-o-y without the World Cup
- Opening of office in Bucharest to strengthen the trading function
- General market developments/M&A activity
- Grupo Televisa deal

Grupo Televisa Mexico

Kambi's First Latin American Customer

- Media company with \$21bn market capitalisation
- Established in gaming with 18 casinos
- Kambi will upgrade the sports betting offering with an initial deployment into two of the casinos
- Good opportunity to extend scope of the retail roll-out
- Good opportunity to explore multi-channel potential with the likely upcoming online regulation in Mexico



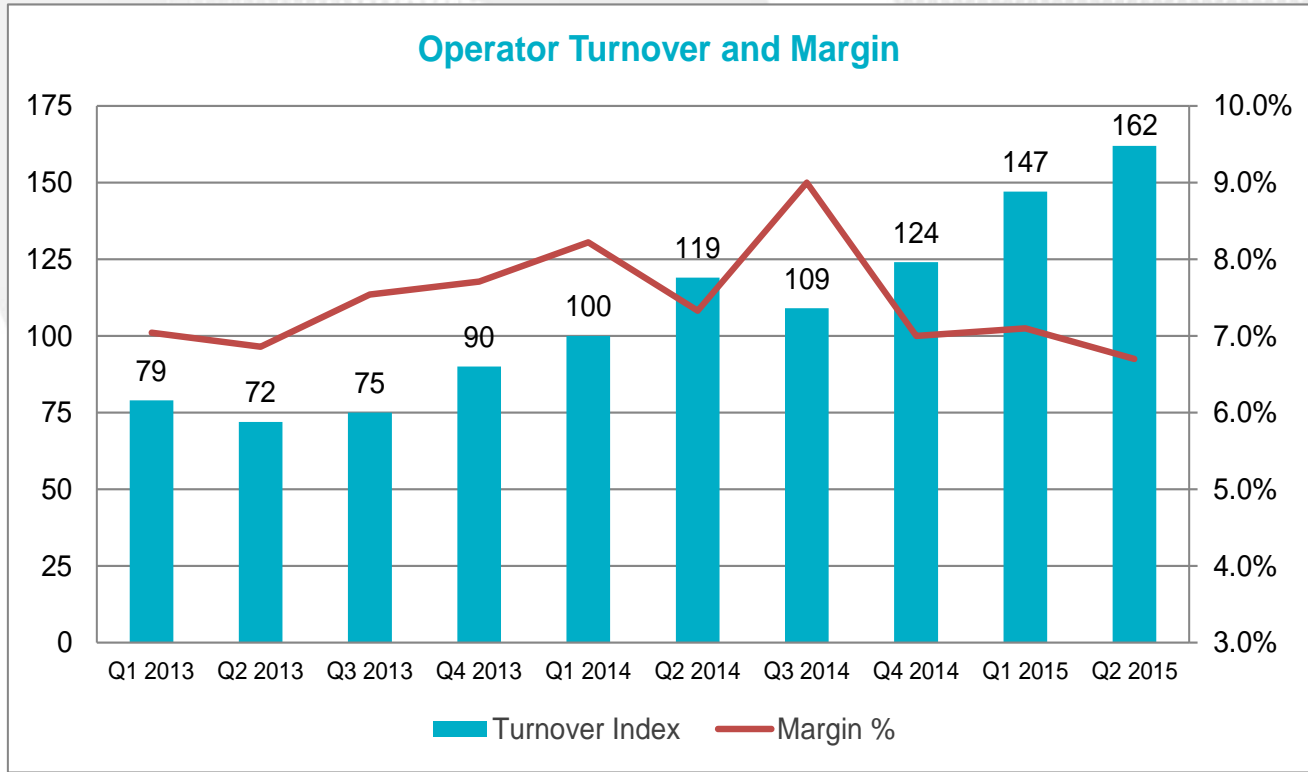
Events after Q2

- Q3 is historically the quietest quarter in the sporting calendar
- Partnerships with Iveria and Juegging end
- Sales pipeline continues to strengthen

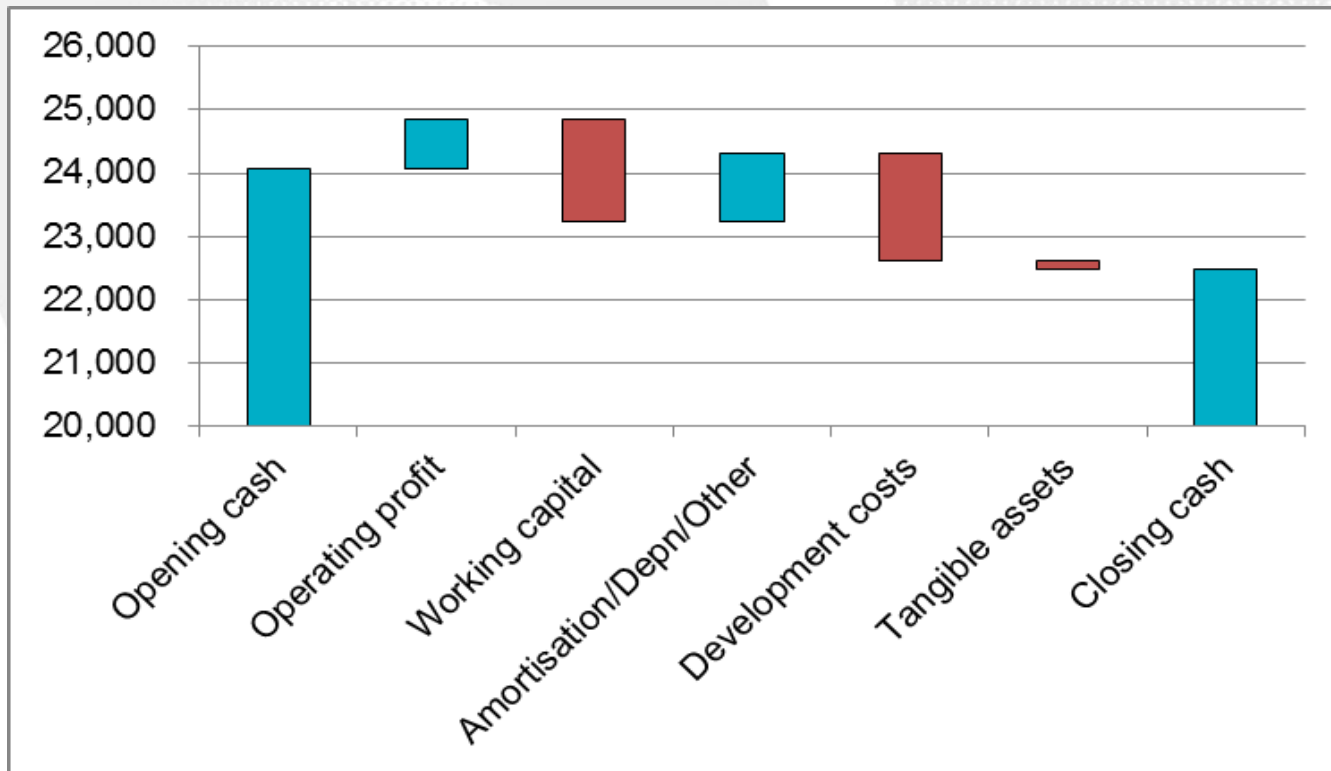
Financial Headlines

Revenue	Q2 2015 €10.7m	Q2 2014 €9.5m
Operating Profit	Q2 2015 €0.8m	Q2 2014 €0.8m
Net Profit	Q2 2015 €0.5m	Q2 2014 €0.4m

Trading analysis



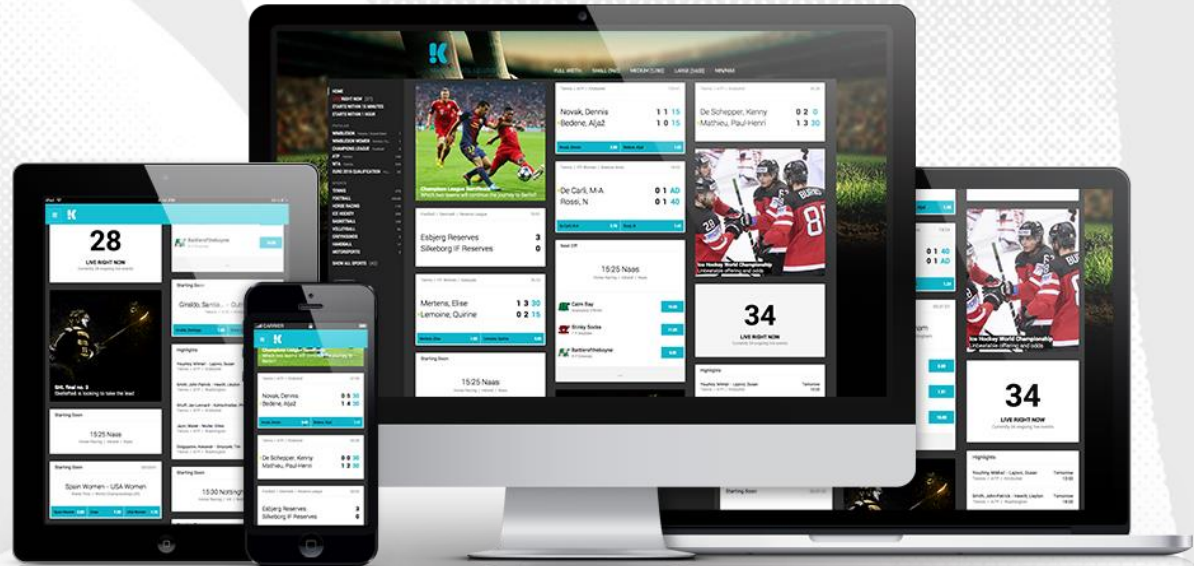
Cash Flow



Kambi Initiatives

One responsive, flexible client for all devices

- Different channels, same experience
- Leading user experience built through a data driven design process
- New platform to enable operator innovation and differentiation



Thank you
Q&A

Kambi