



KAMBI SPORTS SOLUTIONS

Kambi Group plc

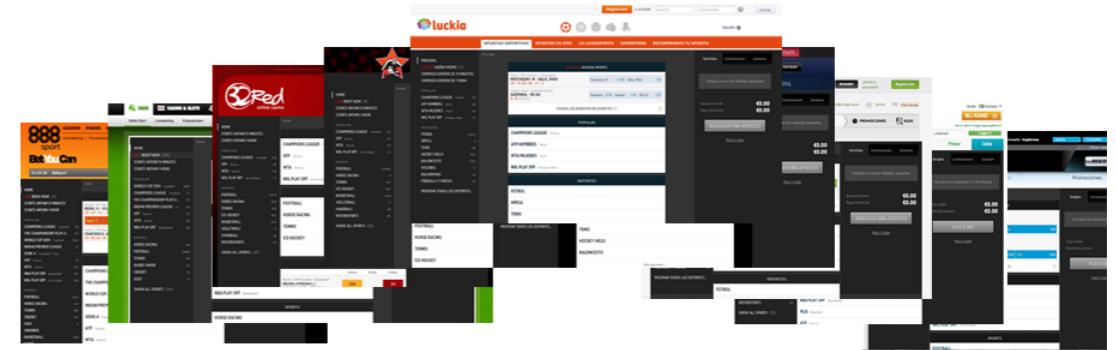
Q4 Results 2014

CEO Kristian Nylén and CFO David Kenyon

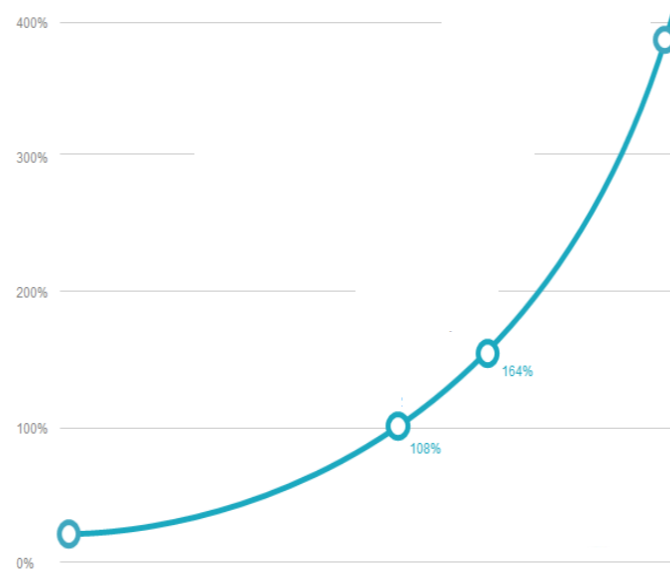
KAMBI IN BRIEF



Premium turnkey sports betting solution for all channels

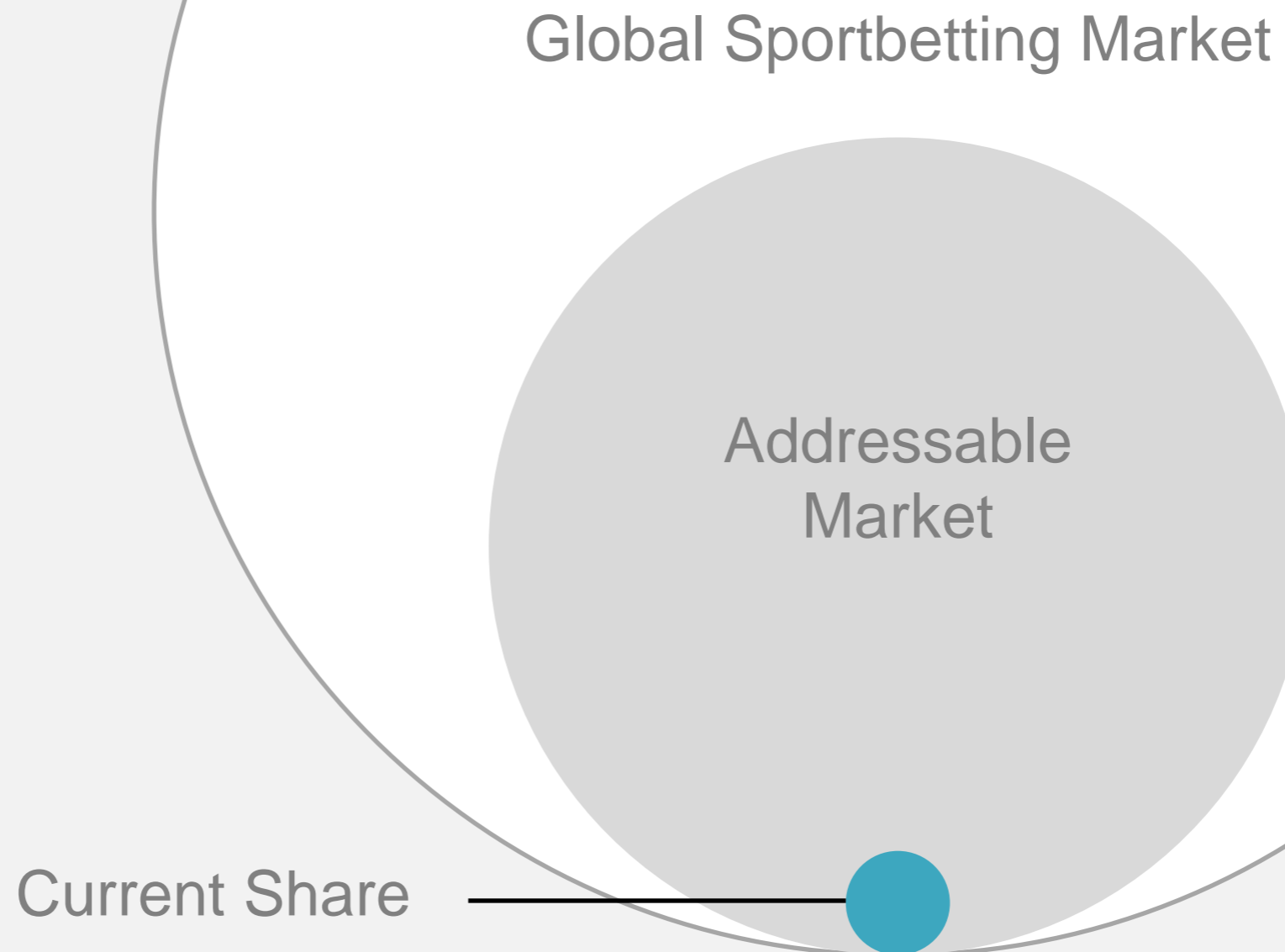


11 fully serviced customers



Our customers are outperforming the market

A MARKET WORTH 40 BN EURO



QUARTERLY HIGHLIGHTS

52%

Revenue increase



Napoleon Games extended its contract with Kambi long term



Member of CIBELAE, the Latin American Corporation of State Lottery and Betting Association

FINANCIAL HEADLINES

Revenue

Q4 €9.3m +52%

Full year 2014 €36m +70%

Operating profit

Q4 €0.6m

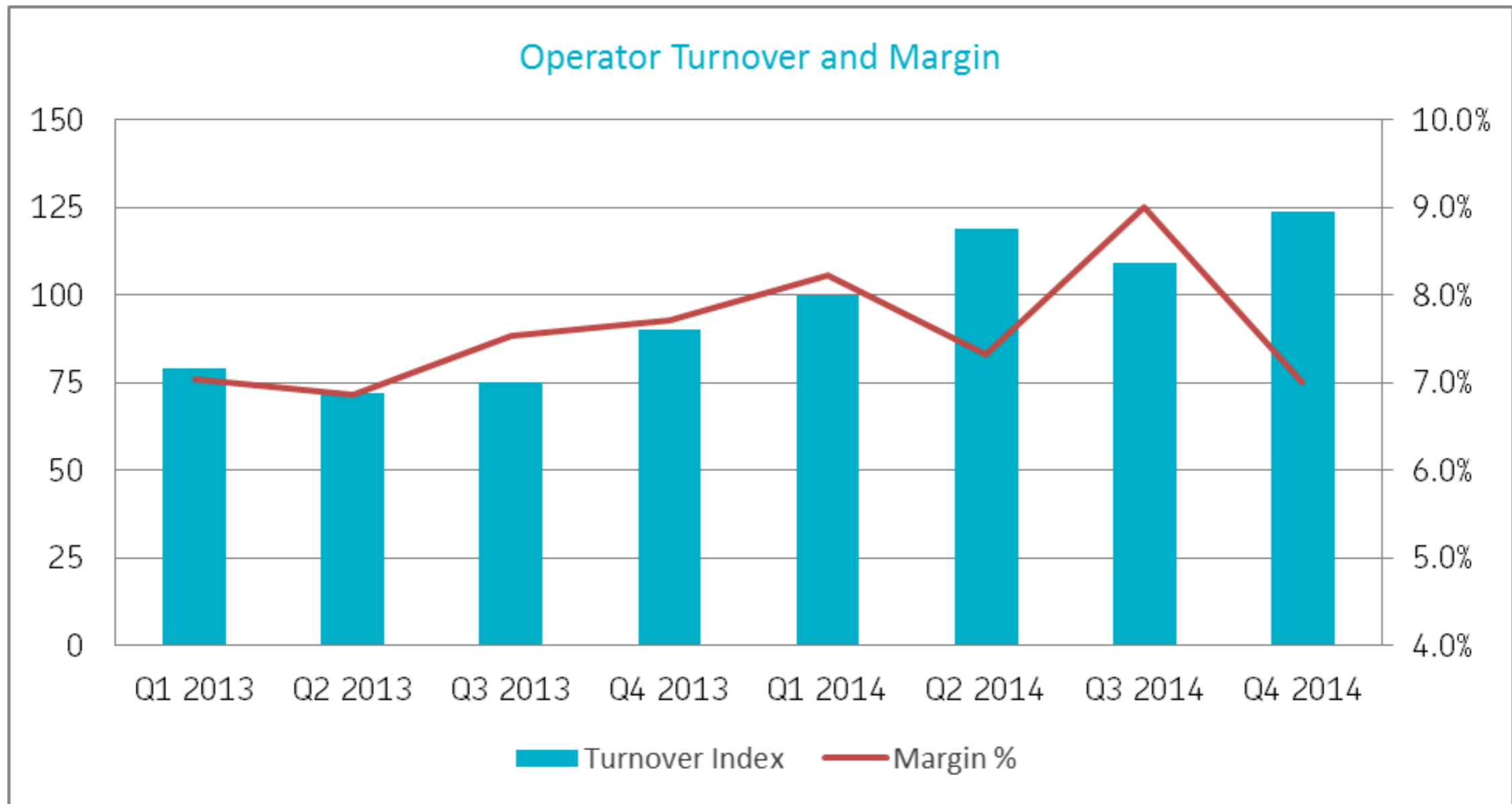
Full year 2014 €2.2m

Cash flow

Q4 €0.7m

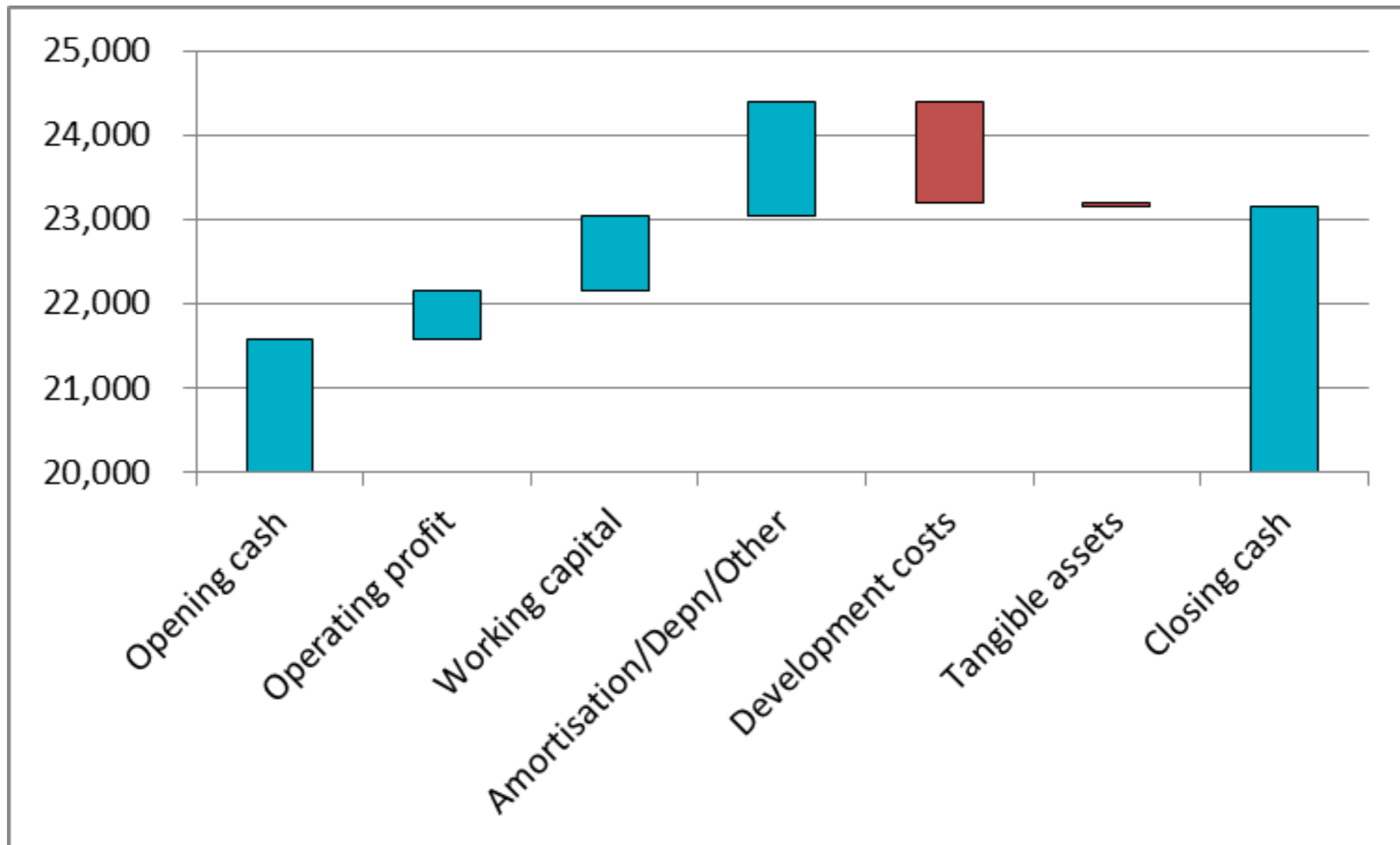
Full year 2014 €2.8m

TRADING ANALYSIS



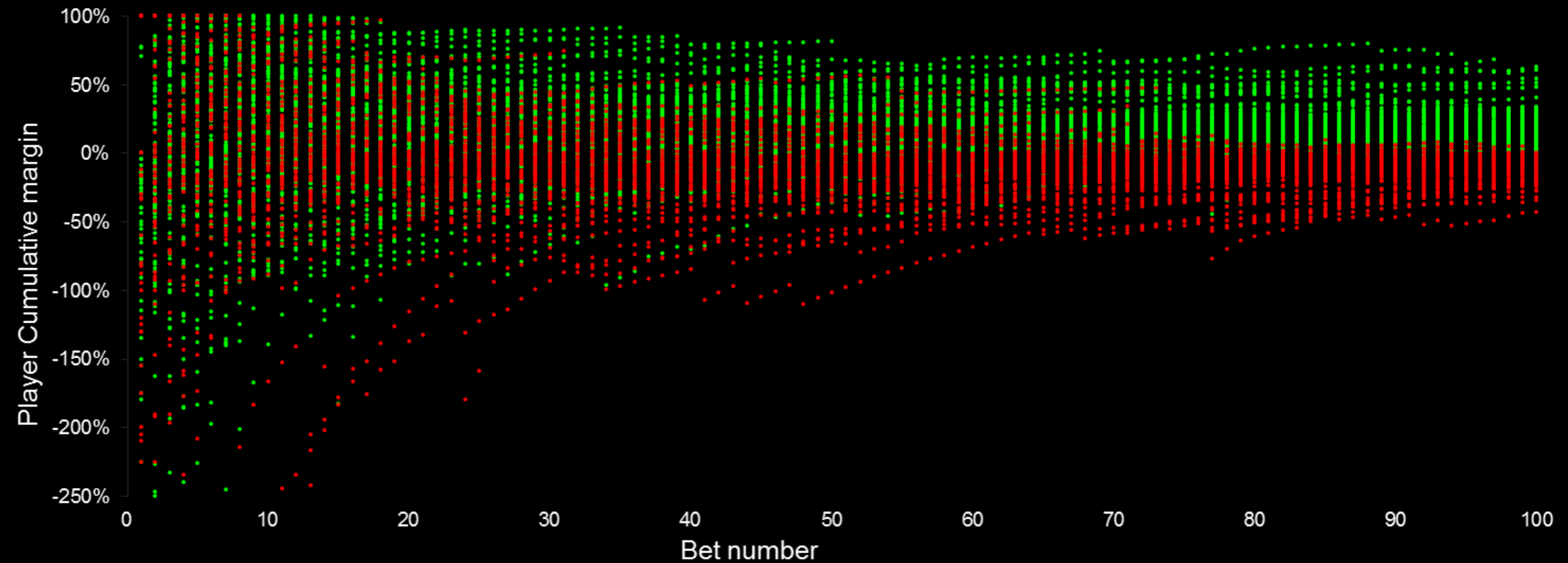
CASH FLOW

EUR '000



CUSTOMER INTELLIGENCE

Customers' margin alone is a poor indicator



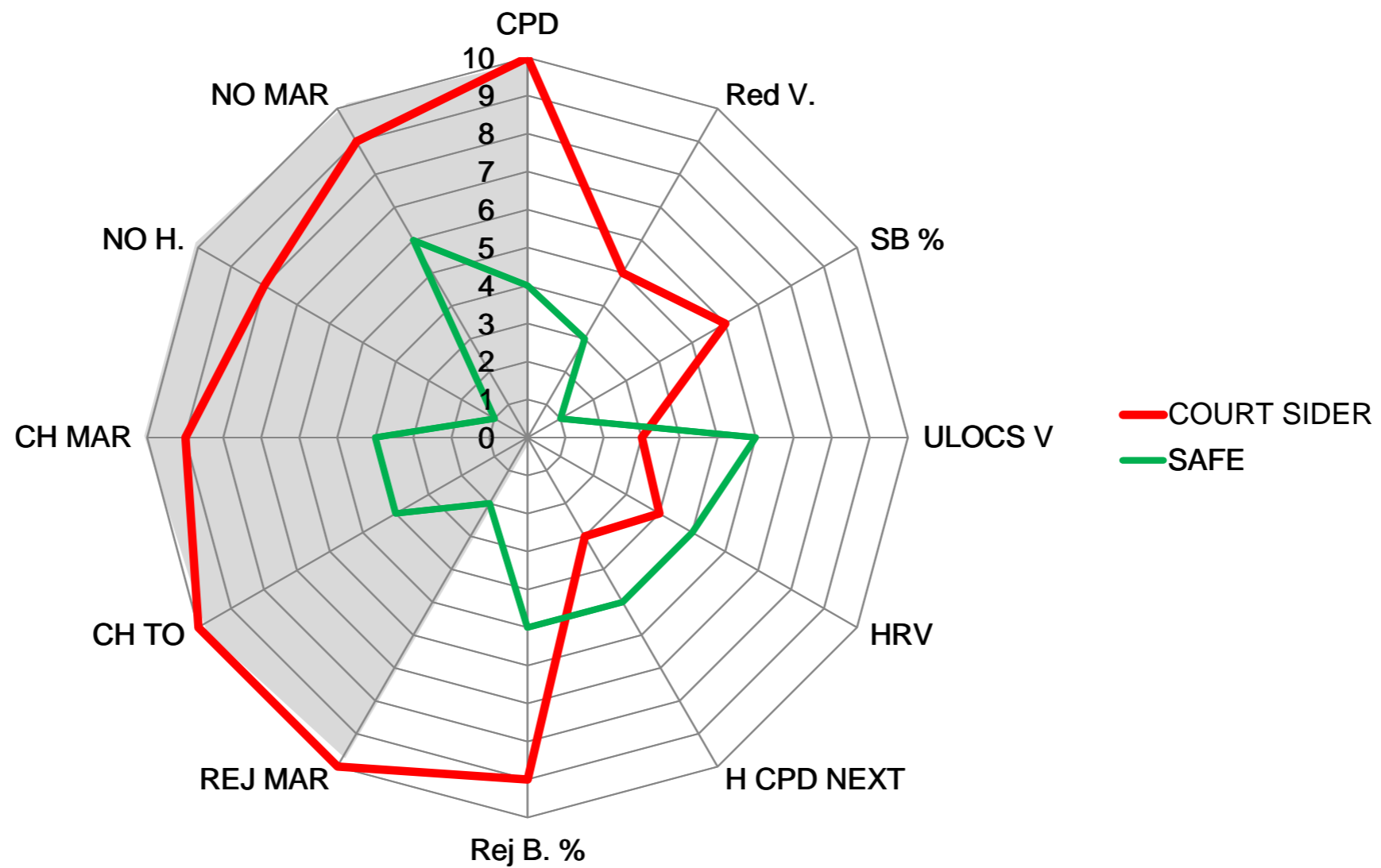
CUSTOMER INTELLIGENCE

Proprietary Developed Algorithms



PRECOGS

Real time Multivariate Analysis

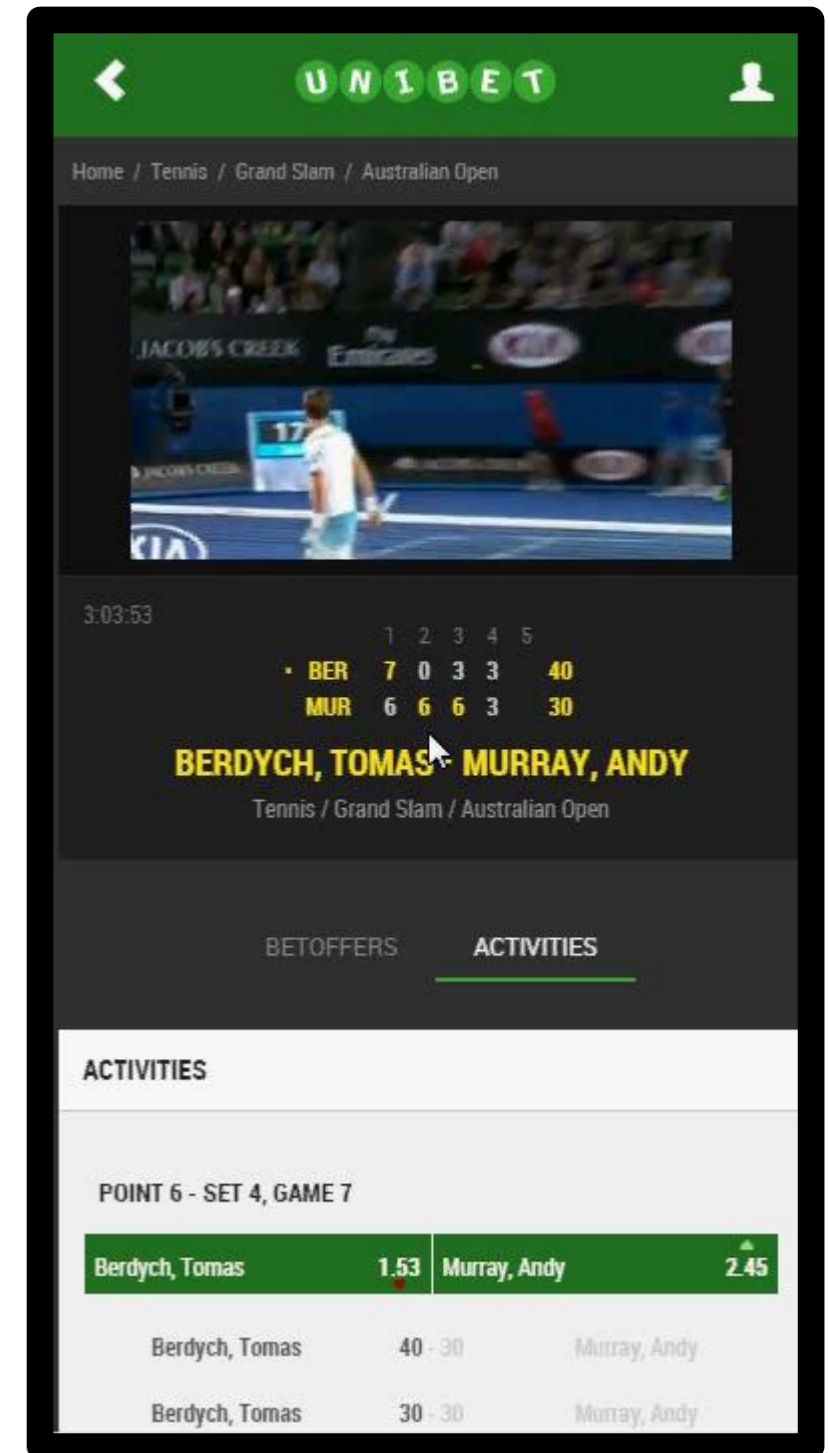


POINT-BY-POINT

UX fully released by Customer Intelligence

- 0" Check balance & find **Next Point** bet offer
- 6" Place the bet
- 11" Enjoy the game
- 25" First service fault
- 33" 2nd serve
- 45" Point won
- 58" Money paid out

Congratulations, you are a winner!



0s

60s



AWARD WINNING PRODUCT

Awarded by publishing company Gaming Intelligence



Winner of Sportsbook
Supplier of the Year

*“both 888 and 32Red have
seen sports revenues soar”*

Q&A

Thank you for your interest



KAMBI GROUP PLC