



KAMBI SPORTS SOLUTIONS

Kambi Group plc Q2 Report 2014

6 August 2014



OUTLINE

Kambi in Brief

Quarterly Highlights

Trading Analysis

Financial Update

The World Cup & Events after Q2

Product Development

The Market

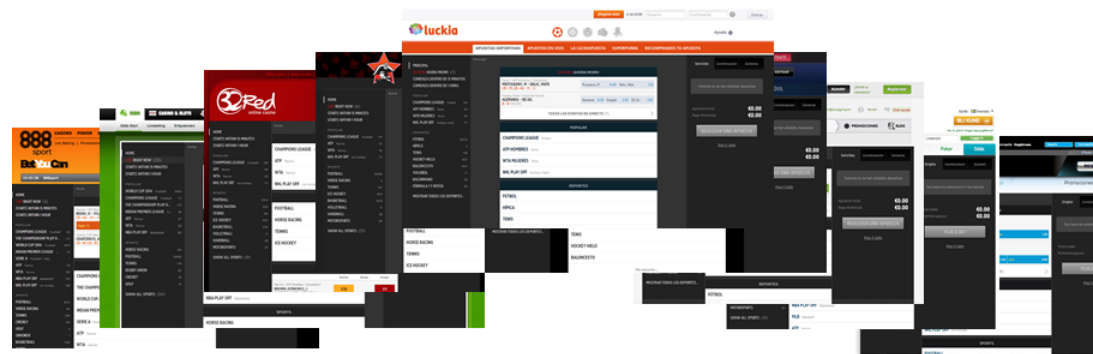
Conclusion

Q&A

KAMBI IN BRIEF



Premium turnkey sports betting solution for all channels



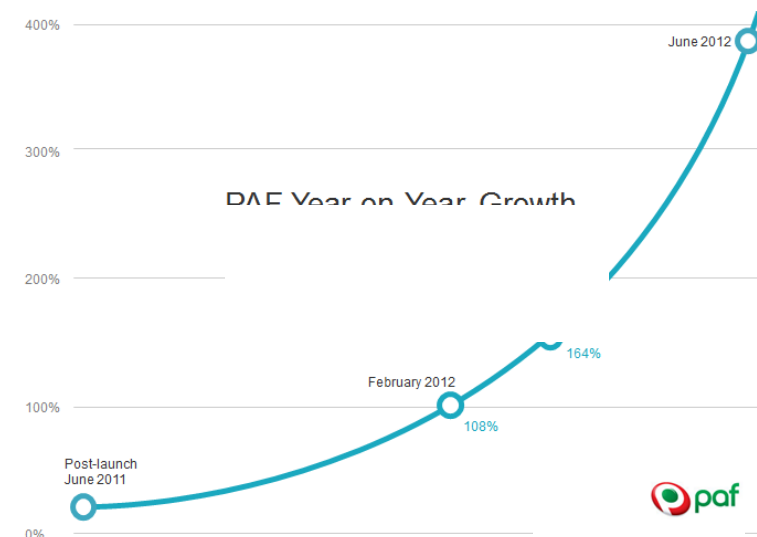
11 fully serviced customers

Proprietary System

Intellectual Property

Scalable Model

Our business model and experience position Kambi for further growth



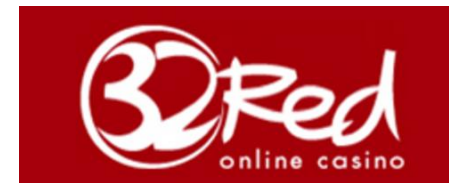
Our customers are outperforming the market

QUARTERLY HIGHLIGHTS

97% Revenue increase

2 New customers signed

3 Customers launched

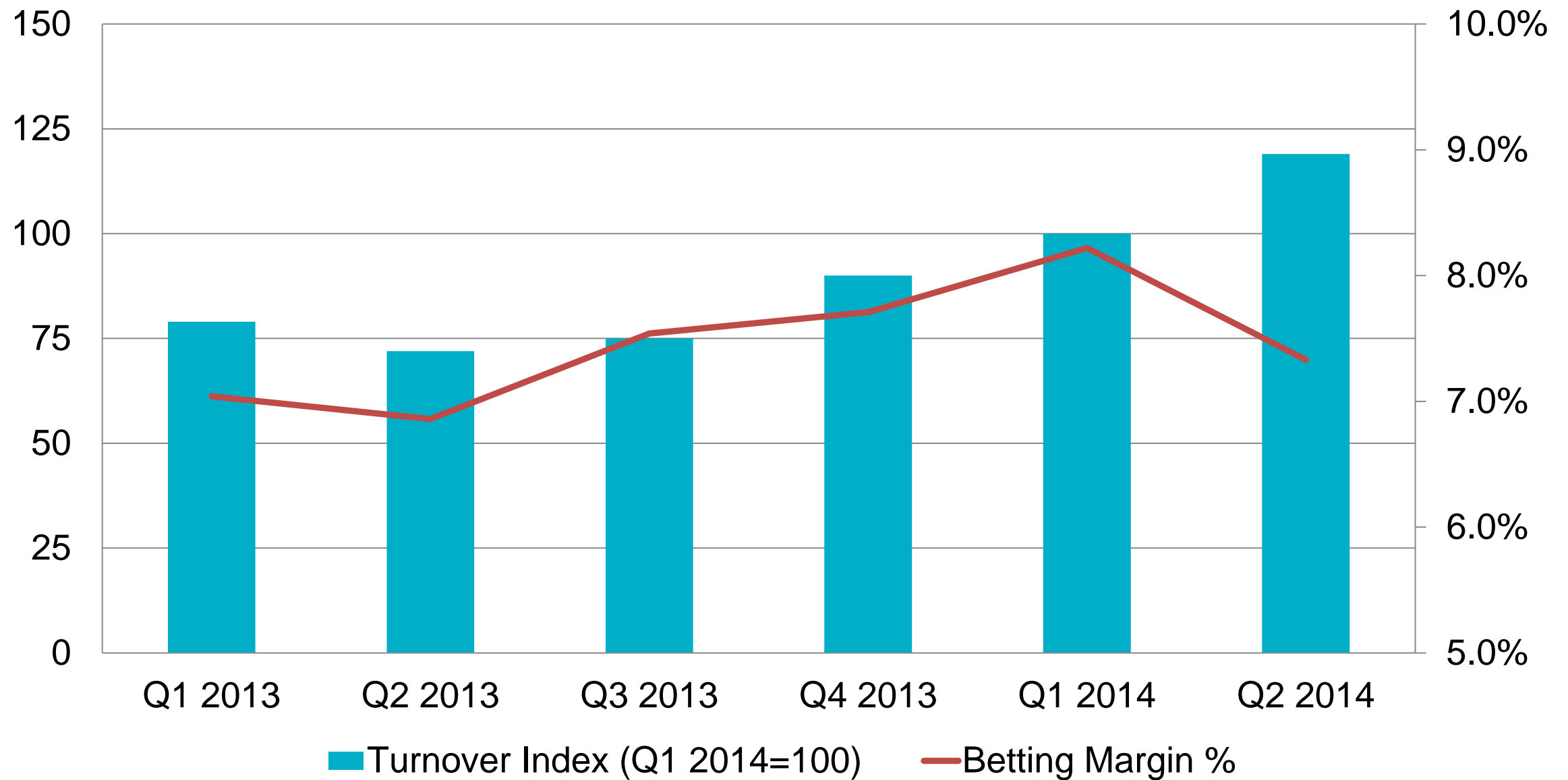


Successful World Cup - strong offering and stability

European State Lotteries & Toto Association member

TRADING ANALYSIS

Operator Turnover and Margin



FINANCIAL HEADLINES

Revenue

Q2 9.5m +97%

YTD 17.2m +84%

Operating profit

Q2 0.8m, 9% margin

YTD 0.7m, 4% margin

Cash flow

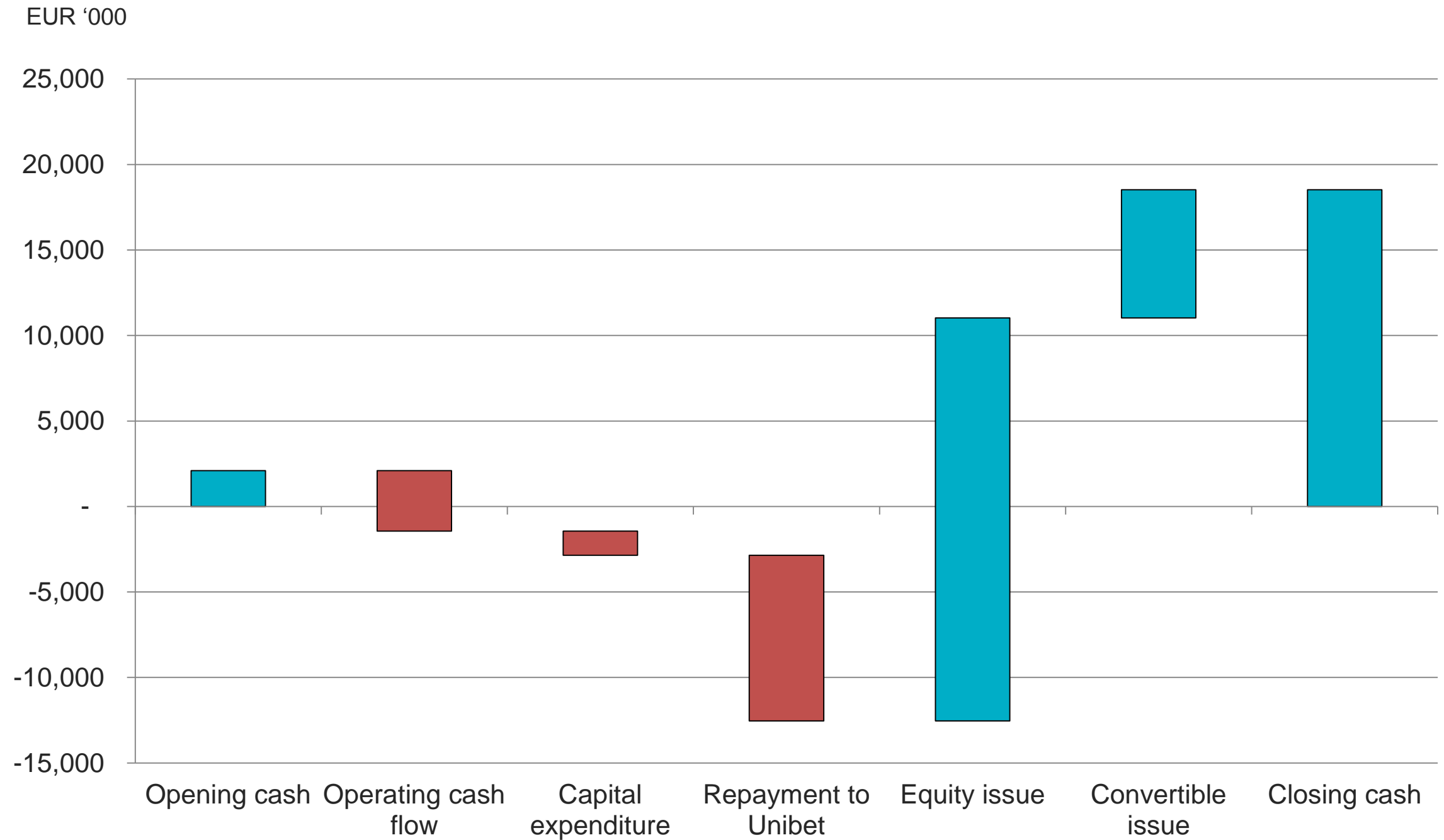
Q2 1.0m

YTD 1.0m

INCOME STATEMENT

EUR m	Q2 2014	Q2 2013	H1 2014	H1 2013
Revenue	9.5	4.8	17.2	9.4
Operating expenses	-8.1	-6.8	-15.9	-13.6
Result before items affecting comparability:	1.4	-2.0	1.3	-4.2
Amortisation of acquired intangible assets	0.0	-1.5	0.0	-3.2
Transaction costs	-0.6	0.0	-0.6	0.0
Result from operations	0.8	-3.5	0.7	-7.4

CASH FLOW



FINANCIAL SUMMARY

Strong operational performance

Earnings growth

Robust balance sheet



THE WORLD CUP – QUALITY IN FOCUS

A unique offering driven by end-user entertainment value proved to be very successful

Football / World Cup Matches
Main Event

Italy **Costa Rica** **ITA - COS**

0 - 0

0	Yellow cards	0
0	Red cards	0
0	Corners	0

▶ **SELECTED MARKETS** 8

▶ **Away Team to score next penalty (1)**

Yes	1.20	No	4.10
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▶ **Total Goals - 1st Half**

Over 0.5	1.42	Under 0.5	2.85
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▶ **Total Goals**

Over 2.5	1.98	Under 2.5	1.78
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▶ **Total Goals - 0:00-29:59**

Over 0.5	1.92	Under 0.5	1.83
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▶ **Next Goal Draw No Bet (1)**

Italy	1.35	Costa Rica	3.10
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▶ **Next throw-in (1) - 1st Half**

Italy	1.88	Costa Rica	1.88
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▶ FULL TIME	28
▶ HALF TIME	13
▶ CORNERS	7
▶ TIME INTERVALS	13
▶ NEXT THROW IN	1

EVENTS AFTER Q2

Strong start to Q3 with 10 remaining World Cup matches

July and August seasonally slow months, the major European football leagues start in mid to end August

August – World Championships in Basketball

888 soon to launch the Kambi sportsbook in Spain

PRODUCT DEVELOPMENT

Match	Time	Home	Draw	Away
FC Barcelona vs Atletico Madrid	about 13 hours	1.80	0.250	1.70
		1.45	U 2.50	1.10
		1.80		
Manchester United vs Bayern München	about 13 hours	7.10	0.250	1.60
		4.65	U 2.50	3.50
		1.46		
Roma vs Parma	2014-04-02	1.40	0.250	1.90
		4.50	U 2.50	1.80
		7.80		
Paris SG vs Chelsea	2014-04-02	2.80	0.250	3.50
		3.30	U 2.50	1.80
		4.10		
Real Madrid vs Borussia Dortmund	2014-04-02	1.35	0.250	2.16
		5.40	U 3.50	1.68
		8.35		

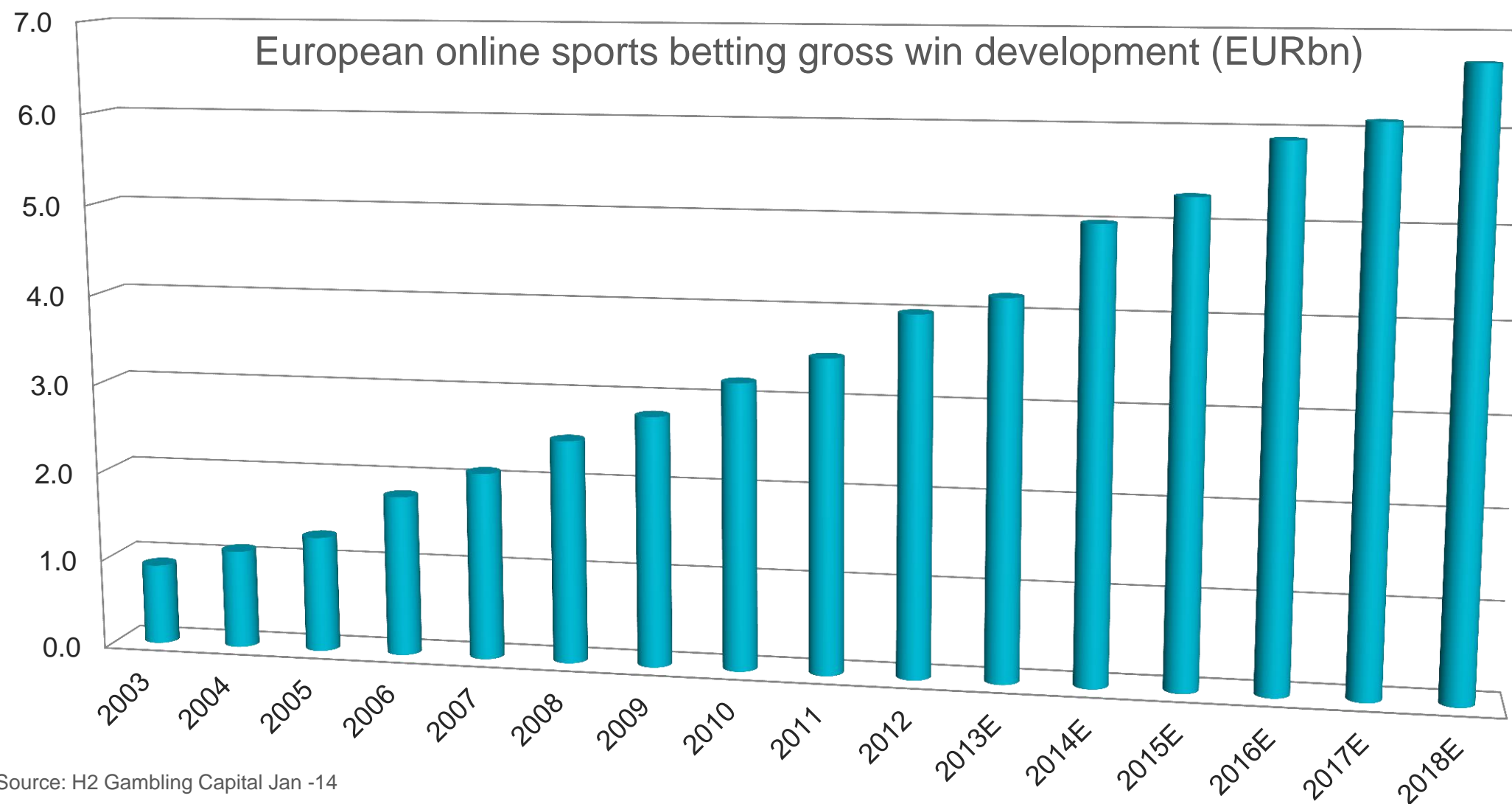
First version of OTC terminals launched

Terminals are operational with NagaWorld and Iveribet

The addition of OTC terminals strengthens Kambi's retail portfolio and opens up new markets

THE MARKET

European online sports betting development
Short term, Kambi's focus is to grow in Europe



Source: H2 Gambling Capital Jan -14



THE MARKET

European Re-regulation

Re-regulation across Europe continues: UK Q4 2014 and the Netherlands to follow mid 2015 earliest

Positives: Access to new customers and improved marketing opportunities for existing customers

Negatives: Commission affected by higher betting duties, increased compliance and technical complexity

CONCLUSION

Record revenue
boosted by the
World Cup

2 new customers
signed and

Positioned as a
premium supplier

Q&A

Thank you for your interest



KAMBI GROUP PLC