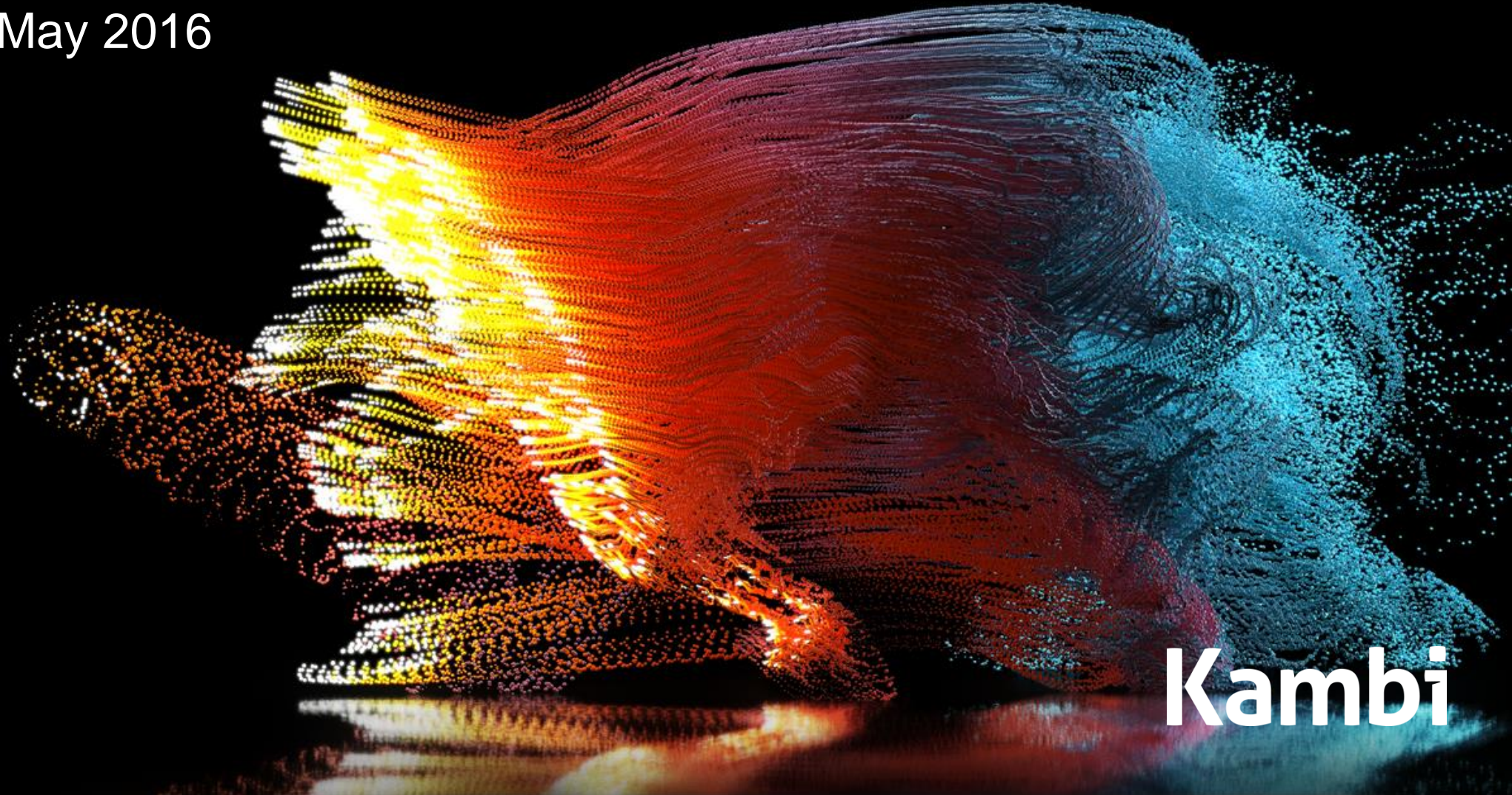


Kambi Group plc

AGM – CEO Presentation

Stockholm 18 May 2016



Kambi

Outline

- 1 Kambi 2015 highlights & Q1 2016

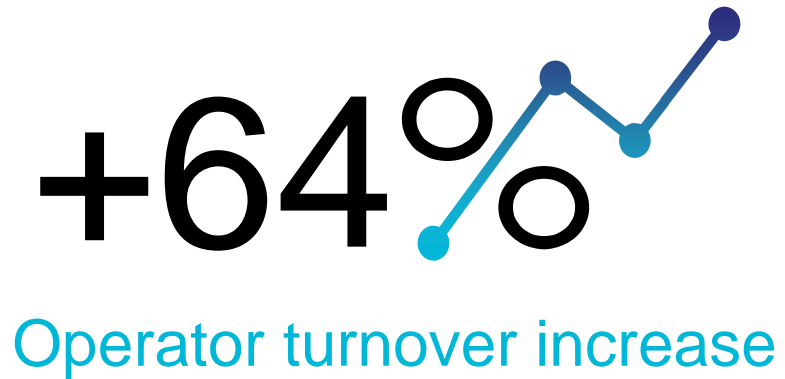
- 2 Financial development & operator trading analysis

- 3 Strategy

- 4 Summary

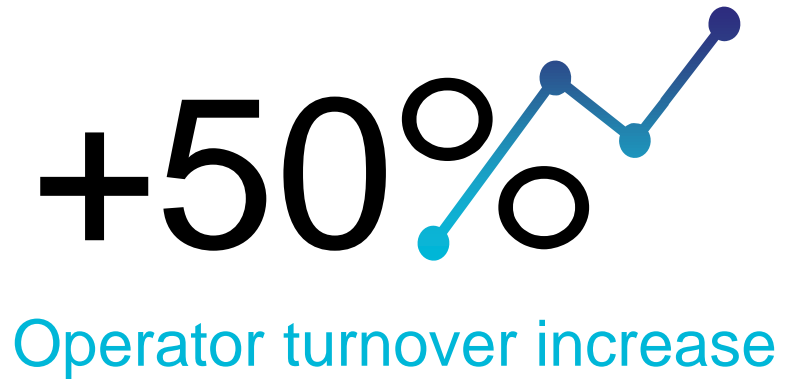
- 5 Q&A

2015 Highlights



- Existing operators outperforming the market
- Kambi received its full UK licence
- Sales strategy focused on large and mid-tier operators
- Contract signed with Mexican operator Grupo Televisa
- Upgrade of the service for the Italian market
- Major revamp of front end, focusing on flexibility and empowerment for the operators

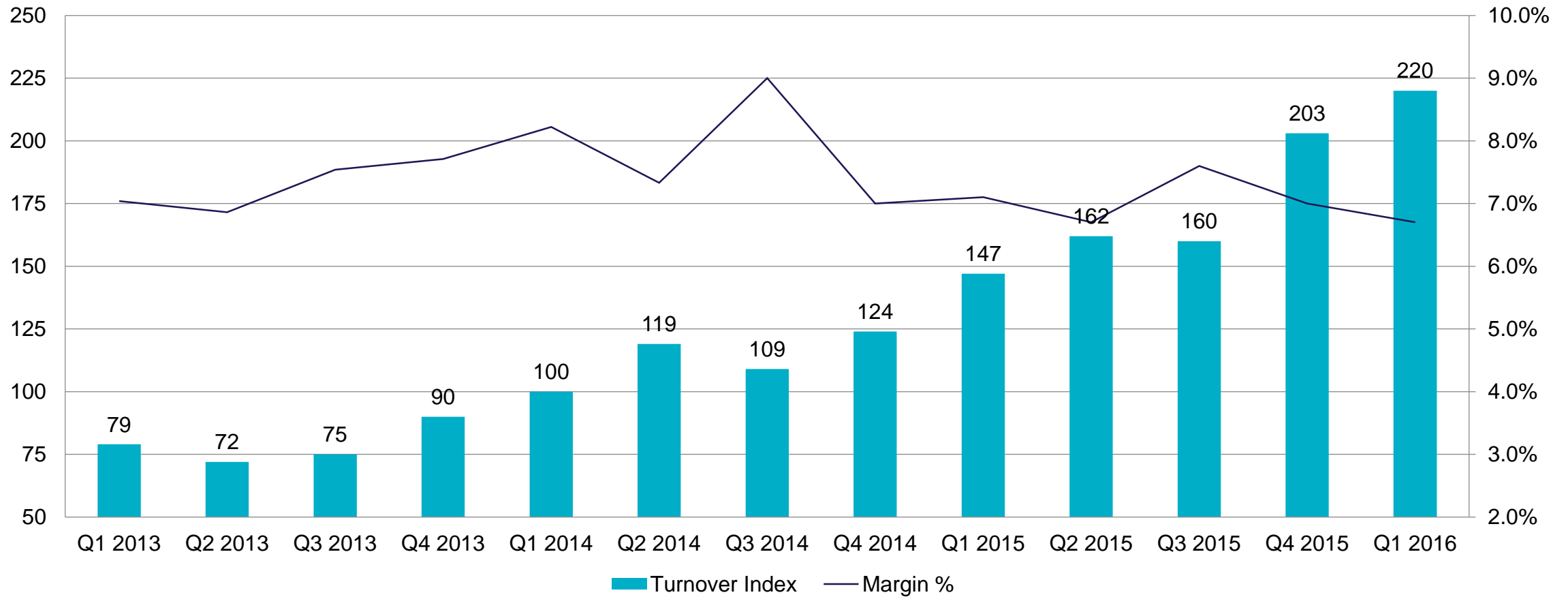
Q1 2016 Highlights



- Kambi signed 2 eGR Power 50 operators in Q1: LeoVegas & Rank Group
- In April, we added a 3rd gaming operator: Mr Green
- Kambi now has 7 customers in top 32 of eGR power 50
- The HTML5 client has been rolled out to all our operators
- The upgraded Italian service live with 3 operators

Operator trading analysis

Turnover & margin



Financial headlines

	FY 2015	FY 2014	Q1 2016	Q1 2015
Revenue	€47.7	€36.0	€13.3	€10.0
Operating profit	€7.4	€2.2	€2.0	€0.8
Operating margin	16%	6%	15%	8%

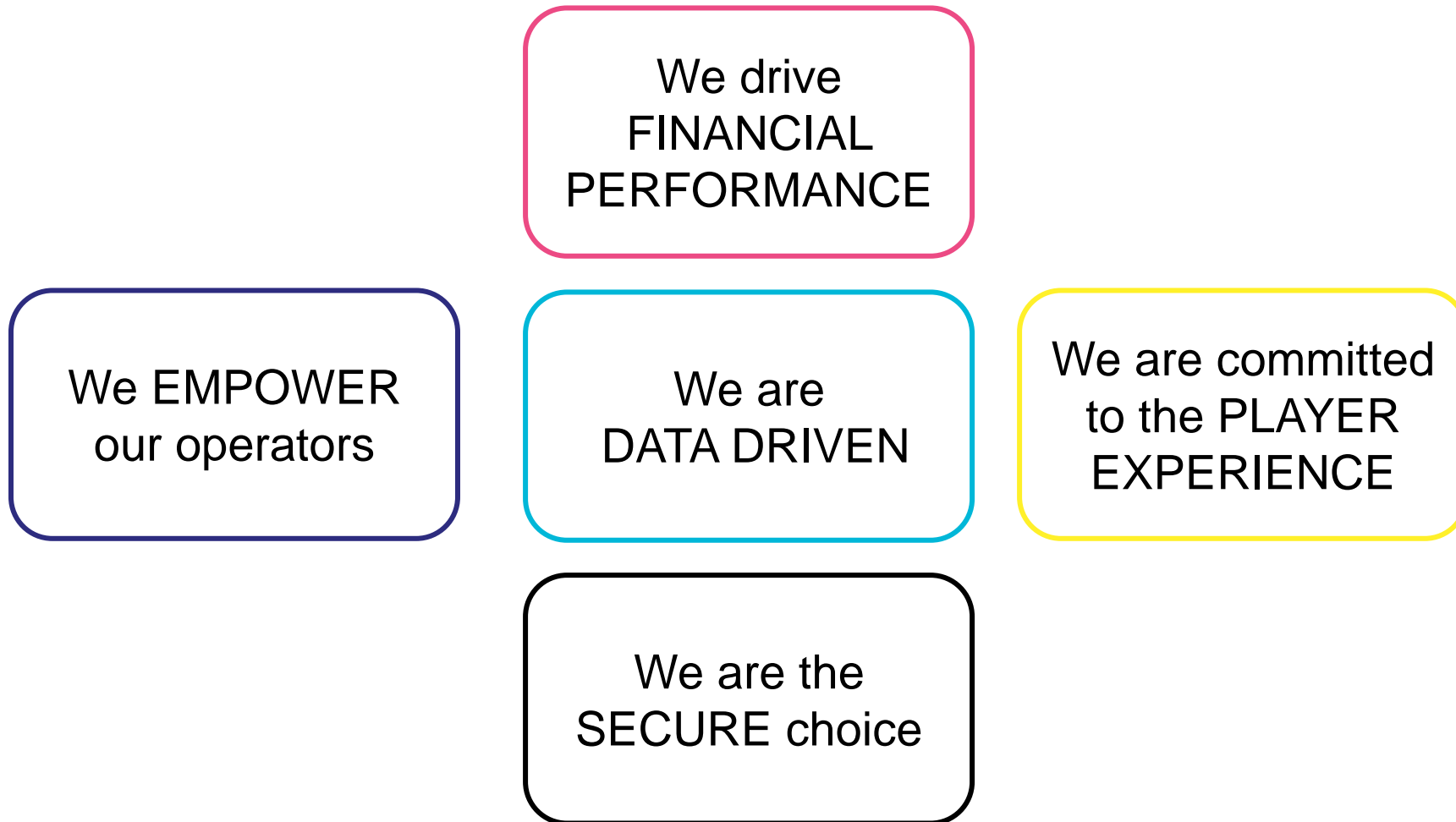
Industry Landscape

- Online sports betting is still showing significant growth
- Higher degree of M&A activity
 - Paddy Power/Betfair
 - Ladbrokes/Coral
 - GVC/Bwin
 - NYX/Openbet
- Attitude to outsourcing sports betting has improved
- Competition in the mid-tier segment has crystallised

Strategy

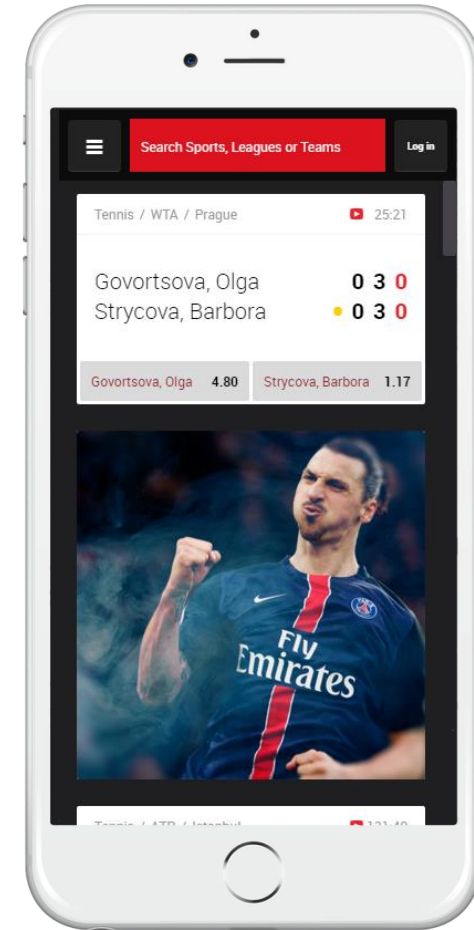
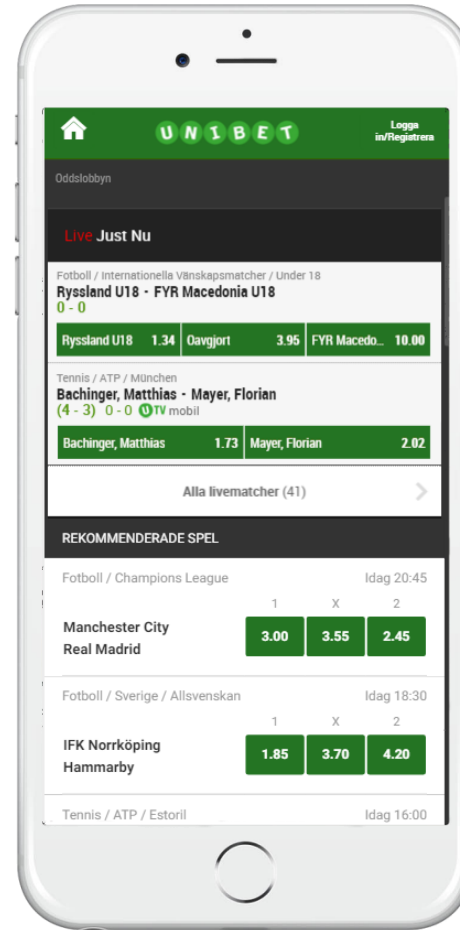
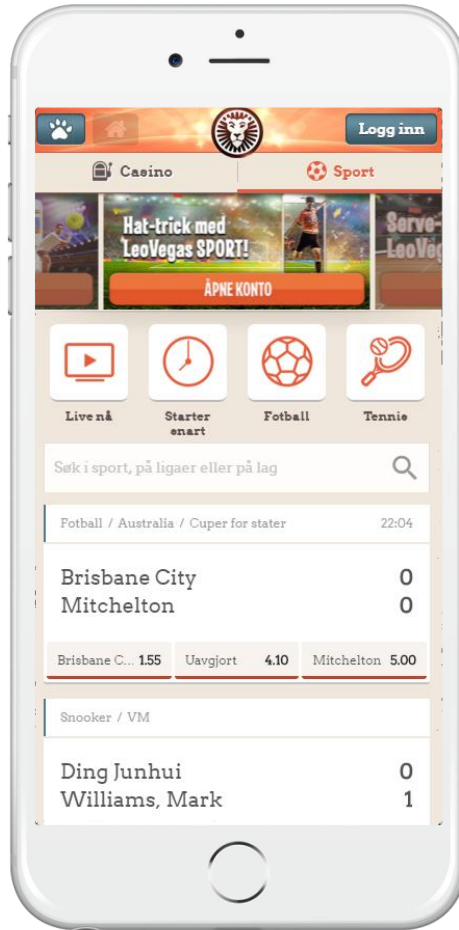
- Increase presence in regulated markets with key strategic operators
- Expand business by organic growth & new operator signings – main focus Europe and Latin America
- Premium brand driven by service excellence
- Continued controlled growth mainly in IT development and trading
- Clearly defined value proposition

Our value proposition messages



HTML5 client

Empowering differentiation

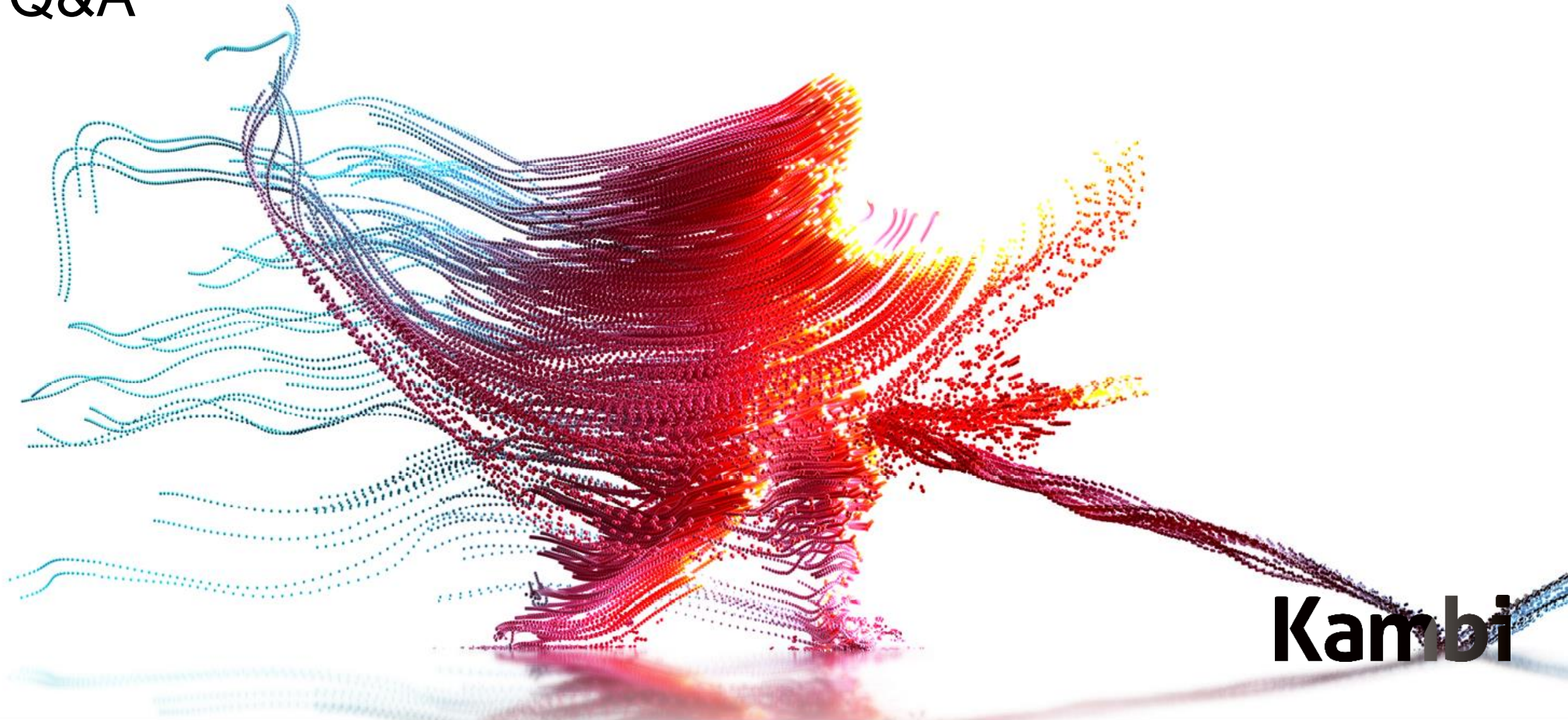


Summary

- Exceptional performance by our operators, Q4 2015 best for quarter for Kambi
- 4 new high calibre operators signed in 2015 & Q1 2016
- 7 of the 12 operators included in the eGR 2015 Power 50 list
- HTML5 rolled out to all operators
- Kambi is well positioned for the upcoming sporting events: Euro 2016 & the Olympics
- Strong foundation to expand business

Thank you

Q&A



Kambi