KEY TAKE-AWAYS
Q1 2022

• Strong start to the year.
• Large and ongoing support to our Ukrainian staff- operations unaffected.
• Gross Profit growth across all business segments.
• Continued investments in our game studios and the U.S. market for future growth.
• Strong sales pipeline across the globe.
• Good progress in developing the acquisition pipeline.
• Strong cash position.
FINANCIAL HIGHLIGHTS

Q1 2022
FINANCIAL HIGHLIGHTS
Q1 2022 CONTINUED PROFITABLE GROWTH

Revenue: €24.1m (+22% Y/Y)
Gross Profit: €13.9m (+14% Y/Y)
EBITDA: €4.8m (-14% Y/Y)
EBITDA margin(1): 35%
Net Cash: €11.1m

1) EBITDA margin = EBITDA/Gross Profit
STRONG RESULTS ACROSS THE GROUP

CONSOLIDATED REVENUE AND GROSS PROFIT DEVELOPMENT

- Gross Profit is the best reflection of the underlying performance of the Group.
- Gross Profit increased by 14% Y/Y in Q1 2021 to €13.9 million (12.3) with 4-year CAGR of 35%.
- EBITDA decreased 14% to €4.8 million (5.6). Reinvesting positive cash flow into future growth.
- Continued investments into U.S. expansion and the games business during the period.
- The EBITDA/Gross profit margin was 35%, impacted by the increase in the Group’s headcount and cost associated with the investments.
While the regulatory changes in Germany lead to Gross profit reductions, mainly in the Casino segment, Gross Profit from the rest of the world is increasing.

For the Group, Gross Profit from rest of the rest of the world increased by 34% y/y and by 135% between Q1 2020 and Q1 2022.

This strong development is a result of the Company’s product diversification and broad client base.
OPERATIONAL HIGHLIGHTS

Q1 2022
KEY EVENTS
Q1 2022 NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

A record number of new client wins: 40 deals signed across all products in Q1

Product launches ahead of ICE 2022: SlotMatrix and JackpotEngine, a gamification solution

6 new Tier 1 clients in Q1: 1 in the U.S., 1 in Africa, 1 in Asia, 3 in Europe

B2B gaming license obtained in West Virginia

14 new games launched on SlotMatrix RGS

Extended BetBuilder to American Football and 3 additional Esport titles

7 new game vendor integrations

SlotMatrix RGS available in 17 regulated markets with 1 new in Q1

12 new business wins for the affiliate software PartnerMatrix

8 new payment provider integrations

Strong start for the aggregator SlotMatrix with 13 new clients in Q1
SALES OPPORTUNITIES
PIPELINE ACROSS EUROPE, NORTH AMERICA, LATAM, AFRICA, AND ASIA

Europe
Strong growth in several markets. Interest from State Lotteries.

North America
Go live projects in progress. Involved in several new RFP’s.

Latin America
Brazil close to implement regulation.

Africa
Preparing for the regulated markets.

Asia
Firm interest in the Philippines.
Everything is possible.

OPERATING REVIEW

Q1 2022
EveryMatrix’s operators’ GGR comes from both Casino and Sports gaming.

- Casino was impacted by the regulatory changes in Germany Q3, Q4 and the full year 2021. The impact reached its lowest point in July 2021 and the GGR from Germany has been increasing since then.
- Sports benefitted in Q1 from most match schedules returning to pre-pandemic levels.
GROSS PROFIT GROWTH OF 31% OVER A 2-YEAR PERIOD

Gross Profit for Q1 2022 was on par with the Gross Profit for the same period 2021, a strong comparative.

Casino was impacted by the German regulatory changes in 2021, however growth of 101% between Q1 2020 and Q1 2022 in the rest of the world, has helped Casino grow by 31% overall in that 2-year period.

The Company continues to invest in its own game studios, SpearHead Studios and Armadillo Studios, and in SlotMatrix RGS partners, reinvesting positive cash flow into future growth.
SPORTS
BENEFITED FROM A COMPLETE MATCH SCHEDULE

- Gross Profit for Q1 2022 was up with 36% compared with the same period last year.
- Sports benefitted in Q1 from most match schedules returning to pre-pandemic levels.
- Significant product updates were released.
• Gross Profit for Q1 2022 increased by 16% compared with the same period 2021.
• The strategy for Platform is to run it as an EBITDA-neutral, or nearly neutral, segment that enables and retains operators.
ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Q1 2022 HIGHLIGHTS

KidsAcademy participates in the Global FIRST LEGO League in Houston, TX.

The Bucharest development hub set to expand with a new LEED V4 Gold green certificated office aiming to offer the growing team the best working experience and environment.
SUPPORTING UKRAINIAN STAFF
Q1 2022 HIGHLIGHTS

Company-wide support to our Ukrainian staff.
KEY TAKE-AWAYS
Q1 2022

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Thank you!

For investors related enquiries please write to investors@everymatrix.com

EveryMatrix is delivering iGaming software, solutions, content and services for casino, sports betting, payments, and affiliate/agent management to Tier 1 operators as well as to newer brands. The platform is highly modular, scalable, and compliant, allowing operators to choose the optimal EveryMatrix solution depending on their needs and existing in-house technology and capabilities.

EveryMatrix empowers clients to unleash bold ideas and deliver outstanding player experiences in regulated markets. The company has 650+ employees across ten offices and serves 140 customers worldwide, including the regulated U.S. market.

EveryMatrix is a member of the World Lottery Association, European Lotteries Association, and iDEA Growth in the U.S.

Find out more at everymatrix.com