



UPDATE

Q1 2022

May 11, 2022

PRESENTERS

Q1 2022



Ebbe Groes, CEO



Anton Lin, CFO



Eva Sparr, Head of IR

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.





Everything is possible.

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⁾

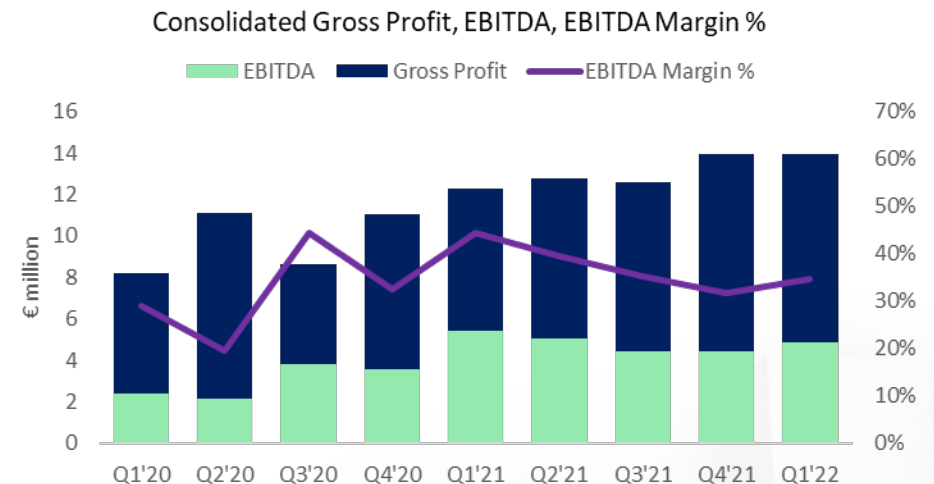
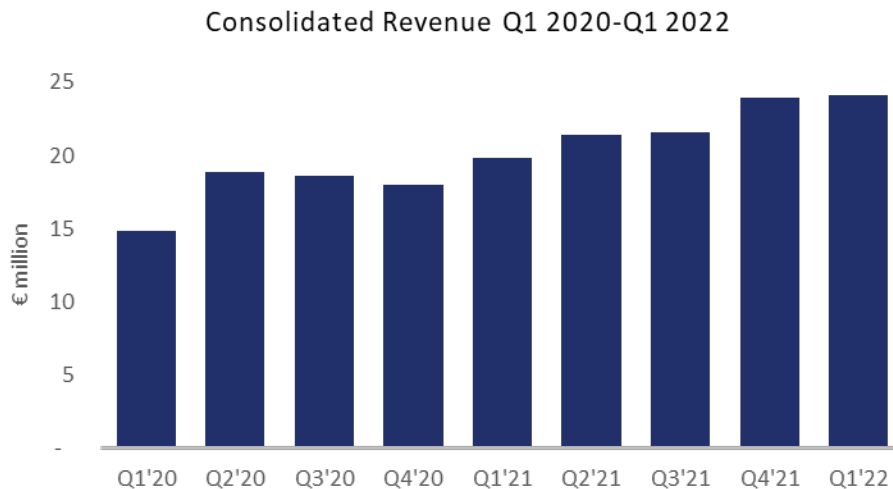
35%

Net Cash

€11.1m

STRONG RESULTS ACROSS THE GROUP

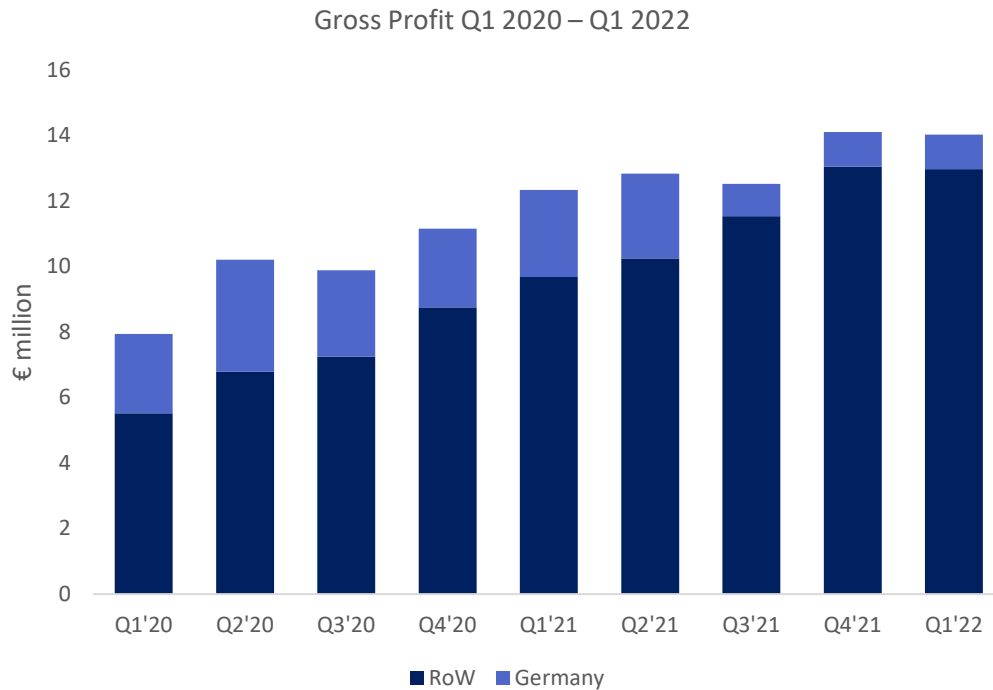
CONSOLIDATED REVENUE AND GROSS PROFIT DEVELOPMENT



- 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.

GROUP GROSS PROFIT DEVELOPMENT

RoW AND GERMANY



- 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 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.



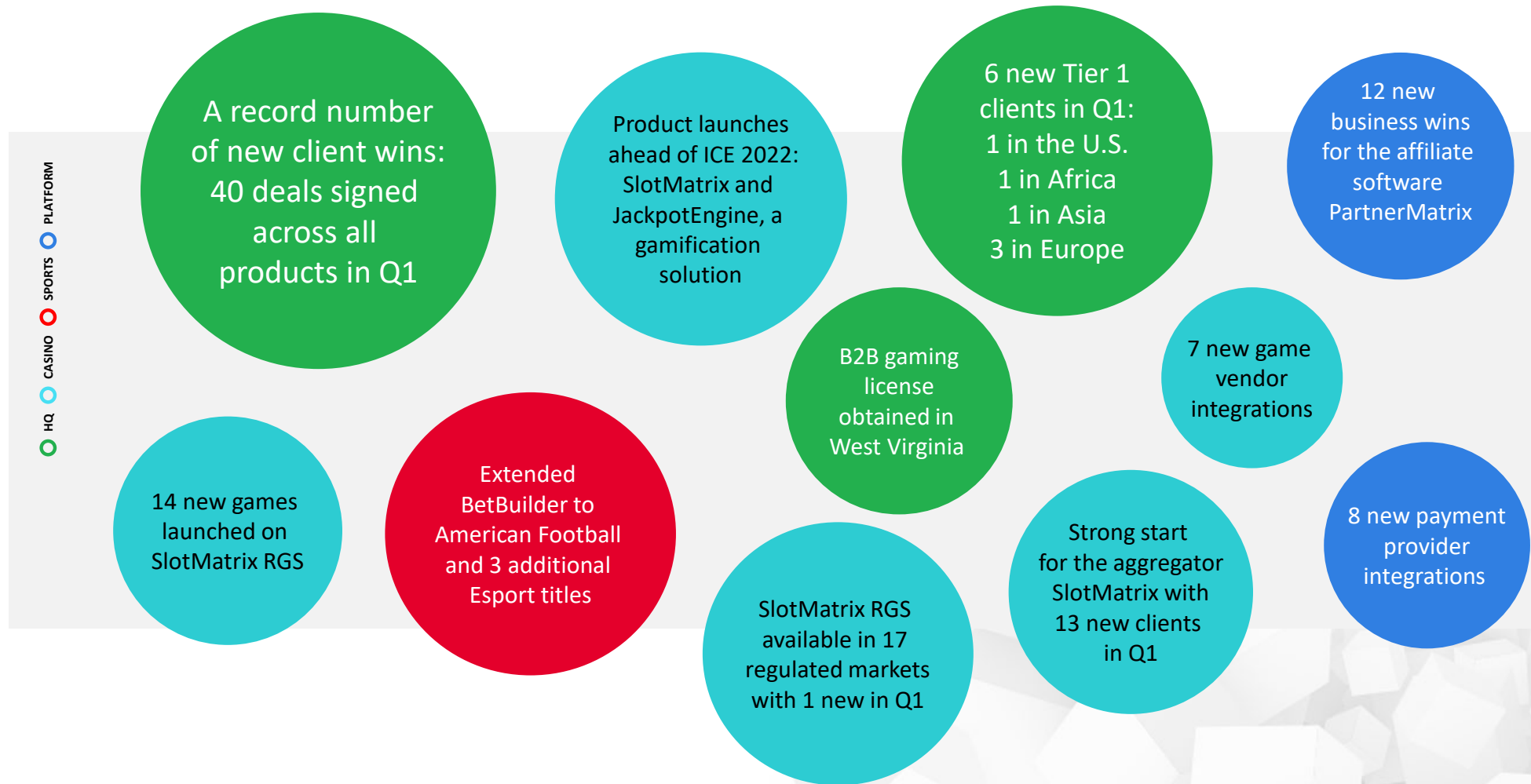
Everything is possible.

OPERATIONAL HIGHLIGHTS

Q1 2022

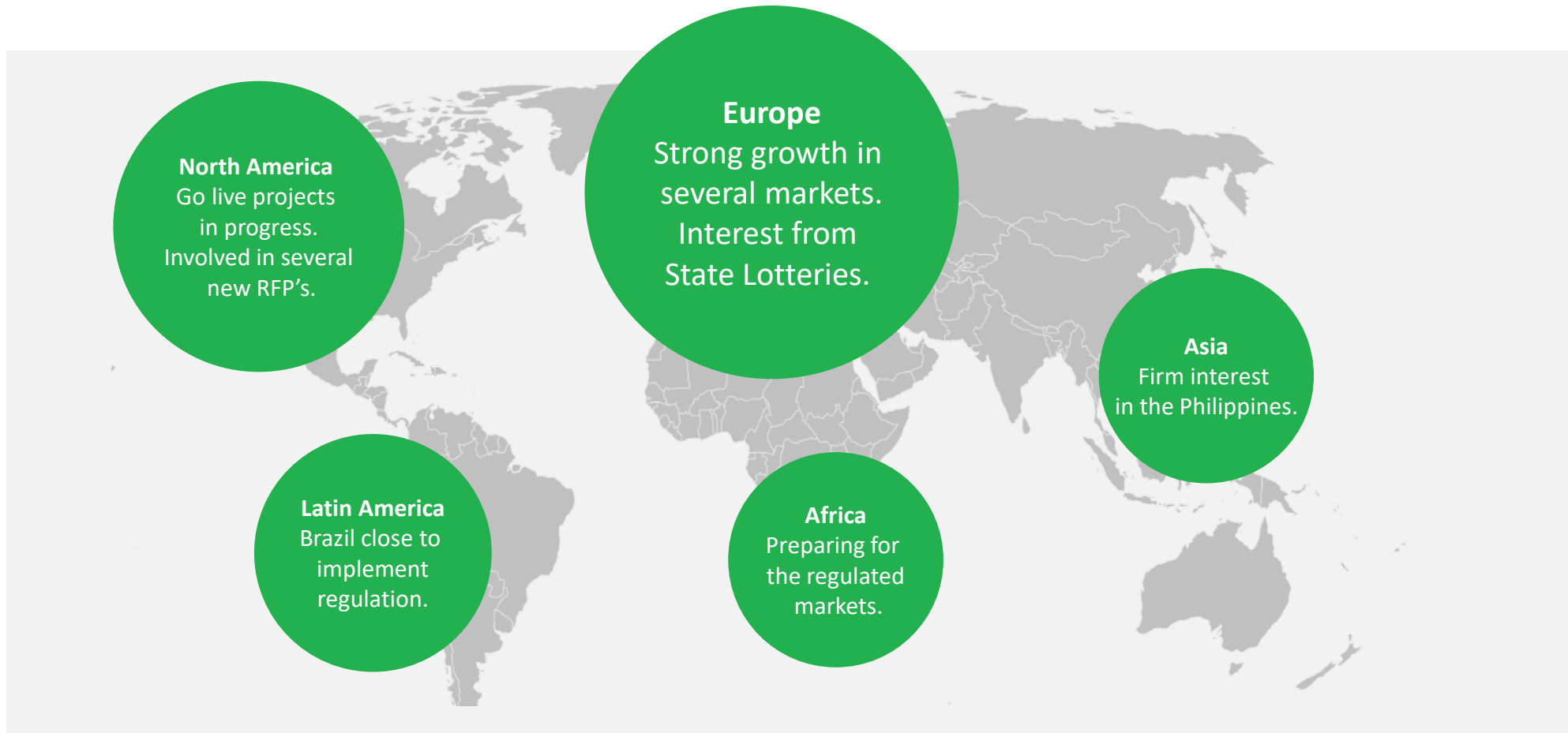
KEY EVENTS

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



SALES OPPORTUNITIES

PIPELINE ACROSS EUROPE, NORTH AMERICA, LATAM, AFRICA, AND ASIA





Everything is possible.

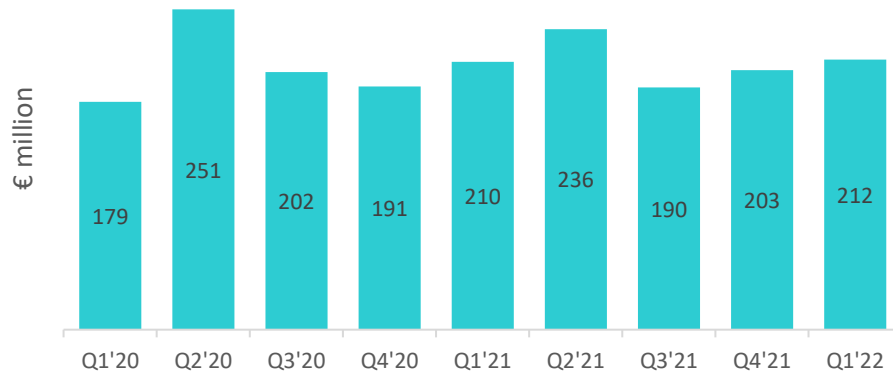
OPERATING REVIEW

Q1 2022

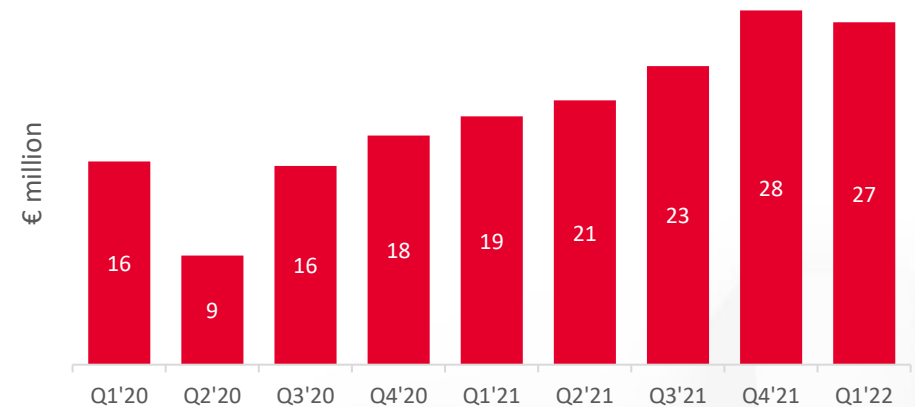
GROSS GAMING REVENUE (GGR) DEVELOPMENT

EVERYMATRIX'S OPERATORS

Quarterly Casino GGR Q1 2020-Q1 2022



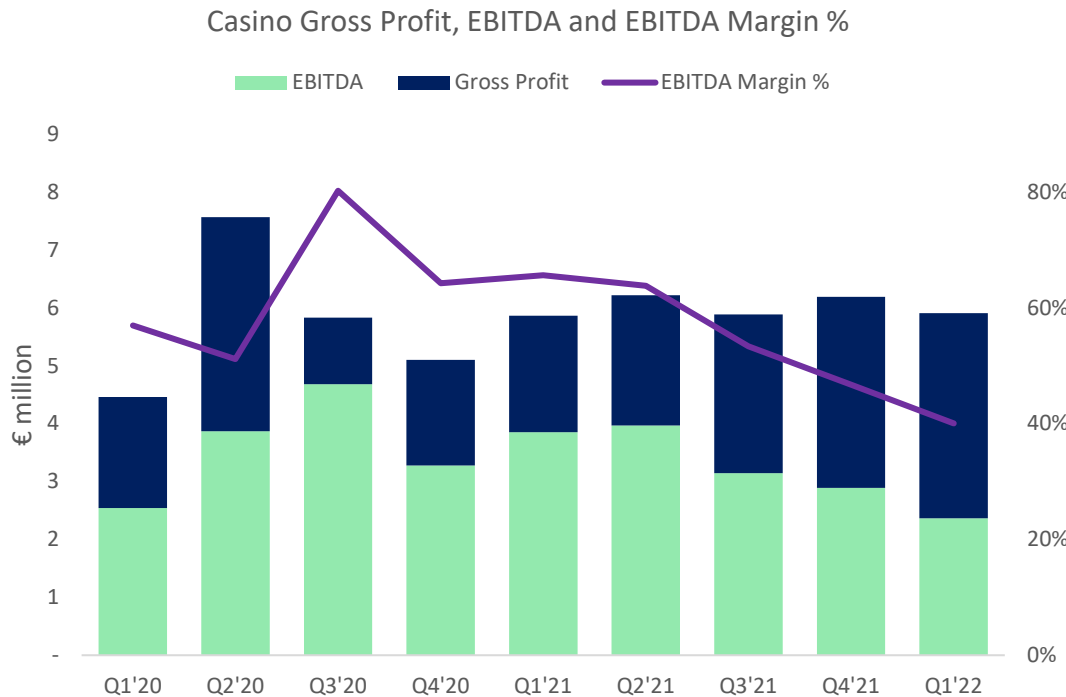
Quarterly Sports GGR Q1 2020-Q1 2022



- 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.

CASINO

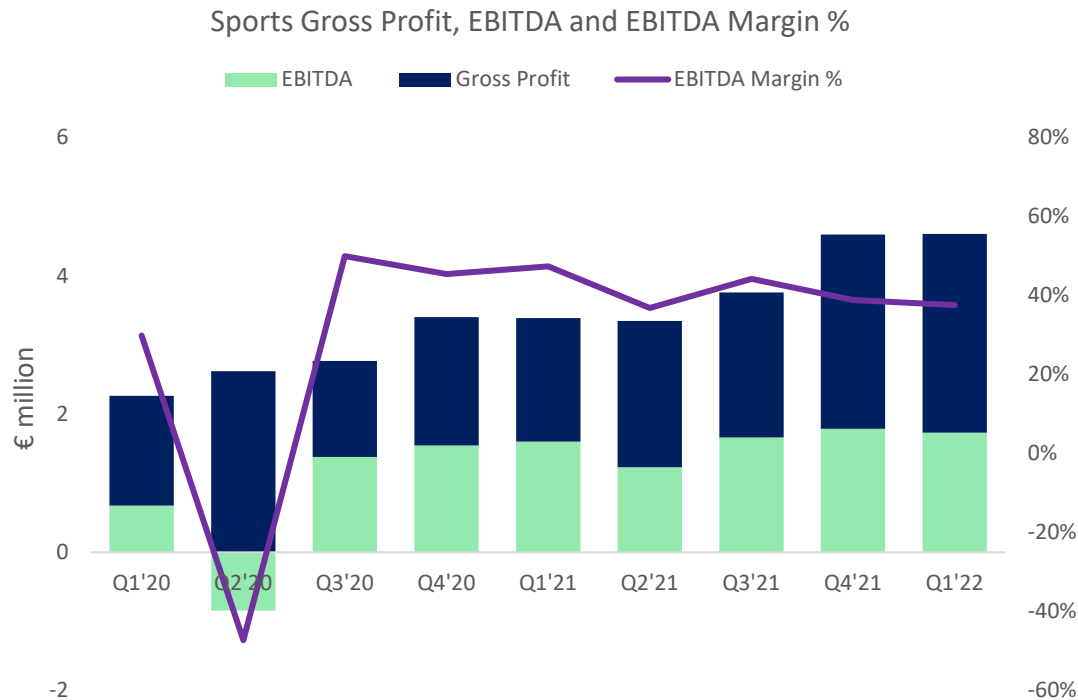
GROSS PROFIT GROWTH OF 31% OVER A 2-YEAR PERIOD



- 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

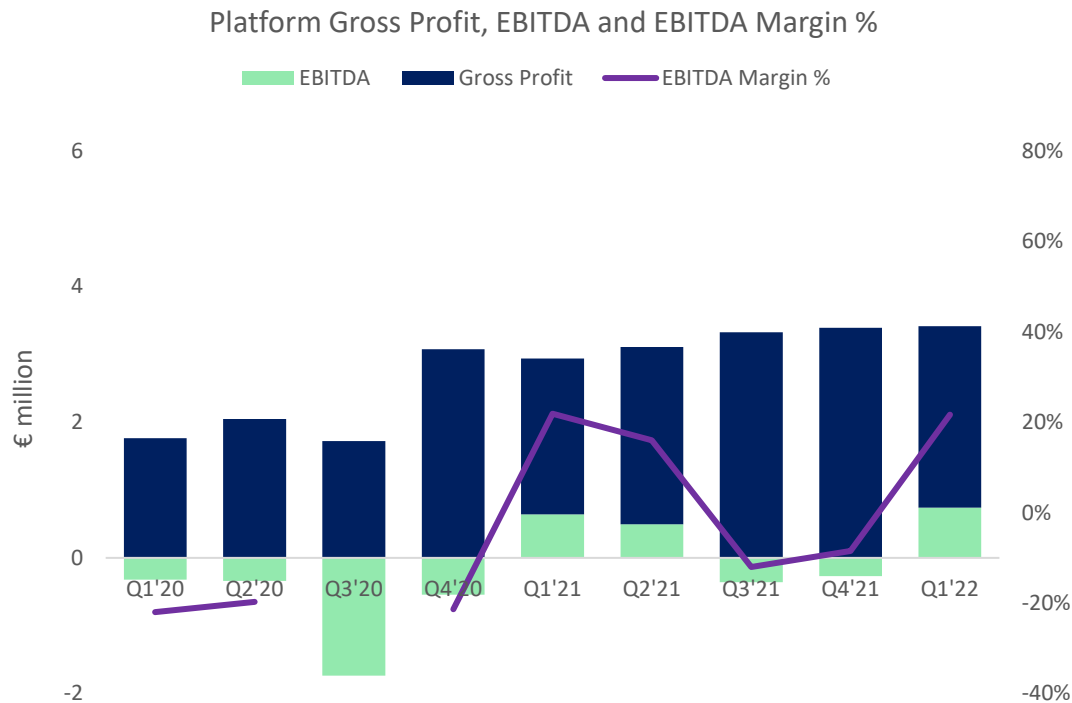
BENEFITTED FROM A COMPLETE MATCH SCHEDULE



- 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.

PLATFORM

RUN AS AN EBITDA-NEUTRAL SEGMENT



- 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.





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Q&A

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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