



UPDATE

# Q2 2022

September 19, 2022

# PRESENTERS

Q2 2022



Ebbe Groes, CEO



Anton Lin, CFO

# KEY TAKE-AWAYS

Q2 2022

- Financial performance ahead of expectations.
- Large and ongoing support to our Ukrainian staff; operations unaffected and staff now returning to Ukraine.
- Gross Profit continues to grow across all business segments.
- Strong global sales performance - with significant contract signed with Bet-at-home post period end.
- Successful acquisition of sport retail provider, Leapbit, in Croatia.
- Good cash generation, with balance of €15.2m at period end.





Everything is possible.

# FINANCIAL HIGHLIGHTS

Q2 2022

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Q2 2022 CONTINUED PROFITABLE GROWTH

Revenue

€30.1m

+41% Y/Y

Gross Profit

€14.9m

+17% Y/Y

EBITDA

€5.2m

+0% Y/Y

EBITDA margin<sup>(1)</sup>

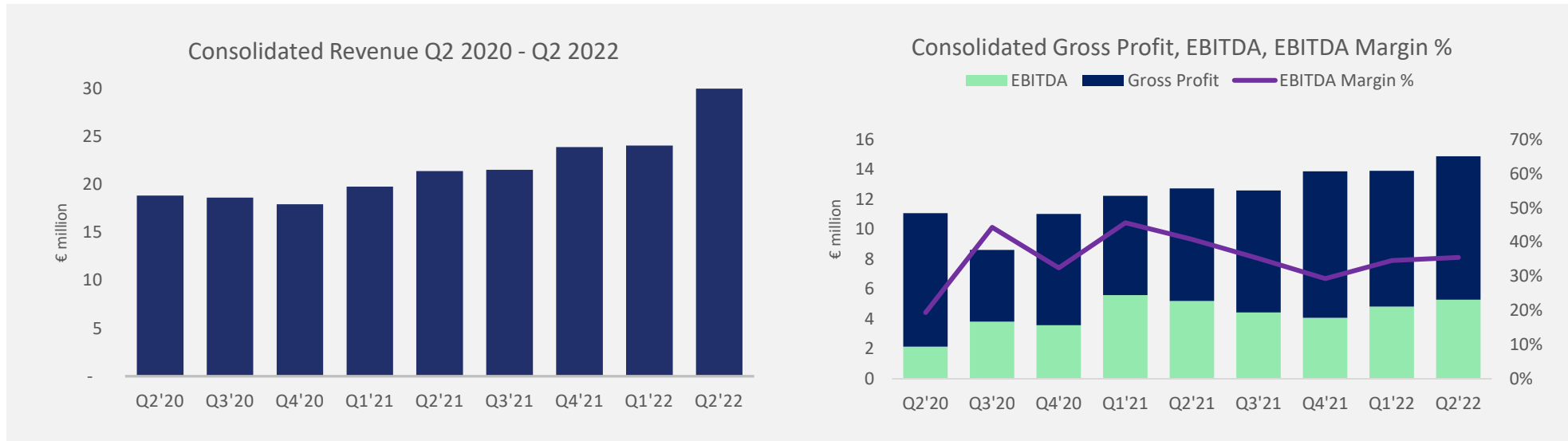
35%

Net Cash

€15.2m

# 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 17% Y/Y in Q2 2022 to €14.9 million (12.7) with 4-year CAGR of 35%.
- EBITDA held at €5.2 million (5.2). Reinvesting positive cash flow into future growth.
- Continued investments into U.S. expansion and the games business during the period.
- Acquisition of Leapbit, largest acquisition to date.
- The EBITDA/Gross Profit margin was 35%, stabilized after reducing staff count growth in '22.

# GROUP GROSS PROFIT DEVELOPMENT

## RoW AND GERMANY



- While the regulatory changes in Germany lead to big Gross profit reductions 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 36% y/y and by 87% between Q2 2020 and Q2 2022.
- This strong development is a result of the Company's product diversification and broad client base.



Everything is possible.

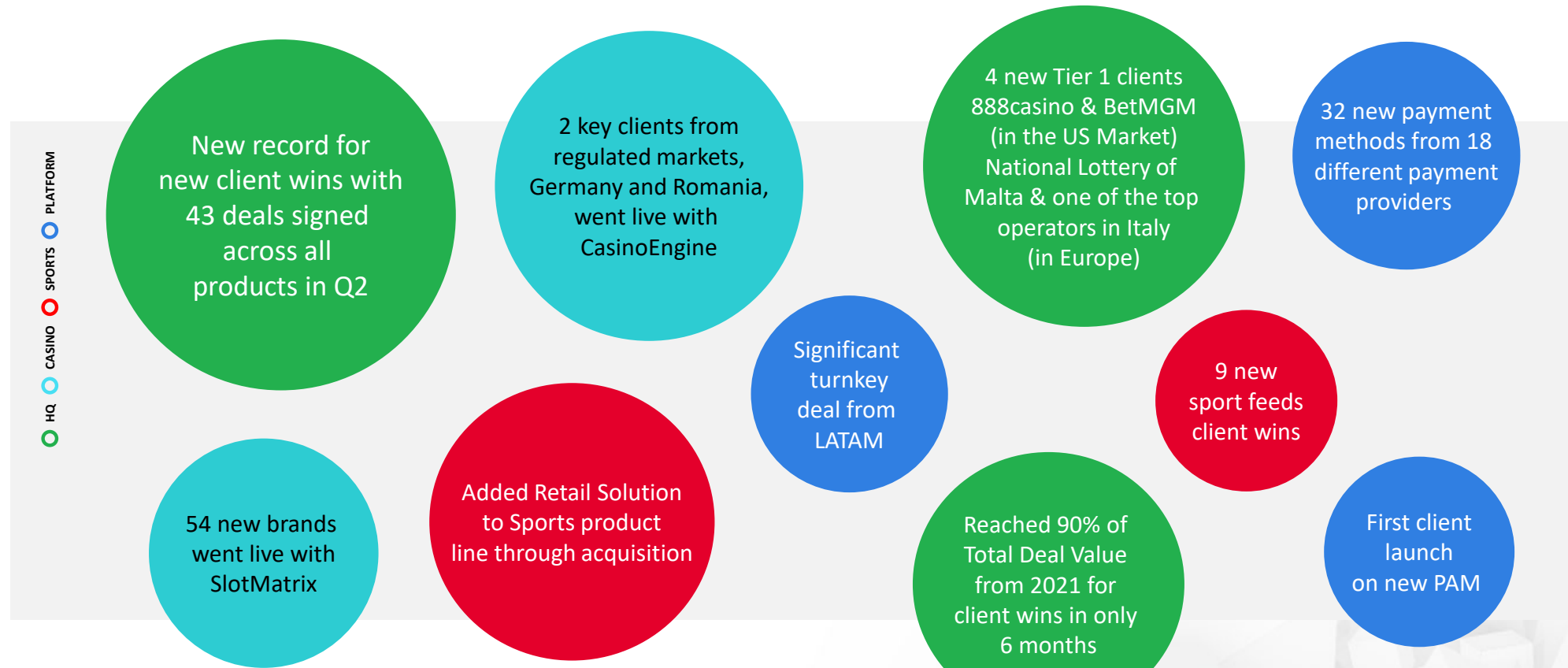
# OPERATIONAL HIGHLIGHTS

Q2 2022



# KEY EVENTS

## Q2 2022 NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS





Everything is possible.

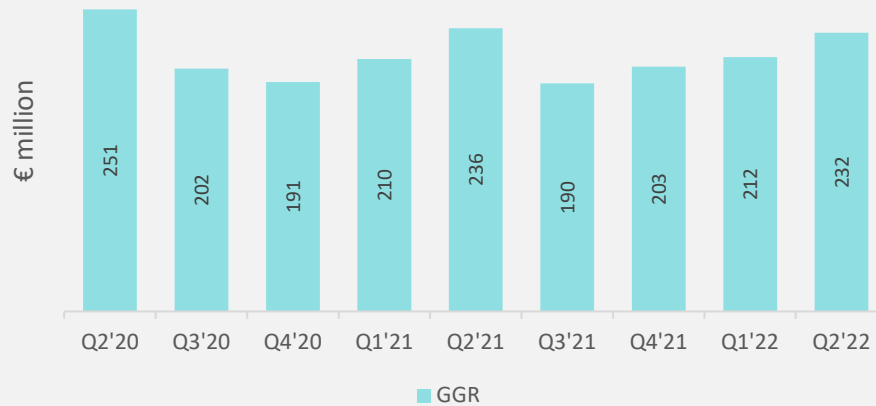
# OPERATING REVIEW

Q2 2022

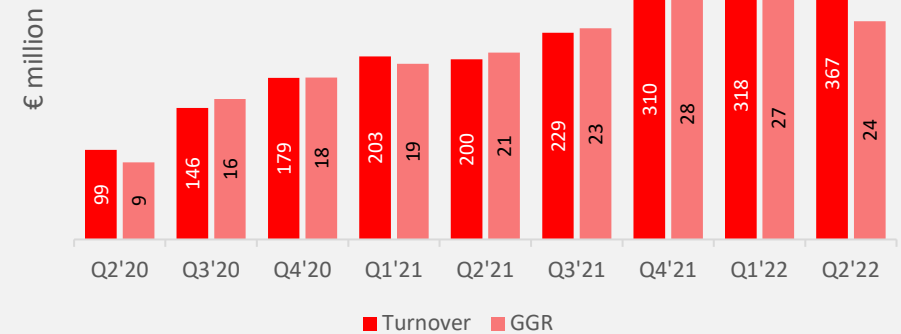
# GROSS GAMING REVENUE (GGR) DEVELOPMENT

## EVERYMATRIX'S OPERATORS

Quarterly Casino Activity Q2 2020-Q2 2022



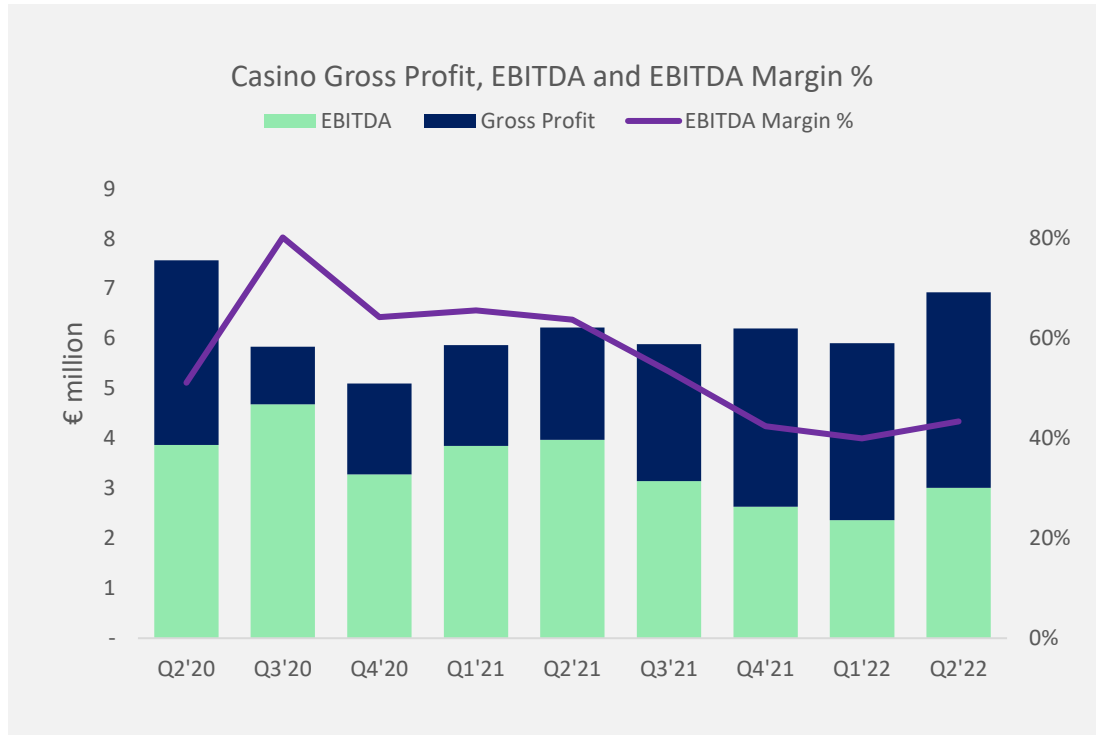
Quarterly Sports Activity Q2 2020-Q2 2022



- EveryMatrix's operators' GGR comes from both Casino and Sports gaming.
- Casino was impacted by the regulatory changes in Germany. The impact led Casino to reach its lowest point in July 2021, and now recovered with the rapid growth of the GGR from rest of the world.
- Sports GGR reduced due to heavy odds promotion from the biggest client, but it came with record turnover.

# CASINO

## GROSS PROFITS SURPASS PRE-GERMAN REGULATION LEVEL



- Gross Profit for Q2 2022 managed to pass Gross Profit for the same period 2021, a strong comparative as Wunderino had record traffic prior to the German regulation.
- It is especially strong given the impacts from Germany that have continued since July 2021.
- Investments into games studios increase, accounting for lower EBITDA than a year ago.
- Strengthening the market position in the gaming development vertical through investment in Jelly Entertainment, a new gaming studio to our SlotMatrix RGS partners' programme.



Fully-featured casino platform solution



Wide range of bonus types and features



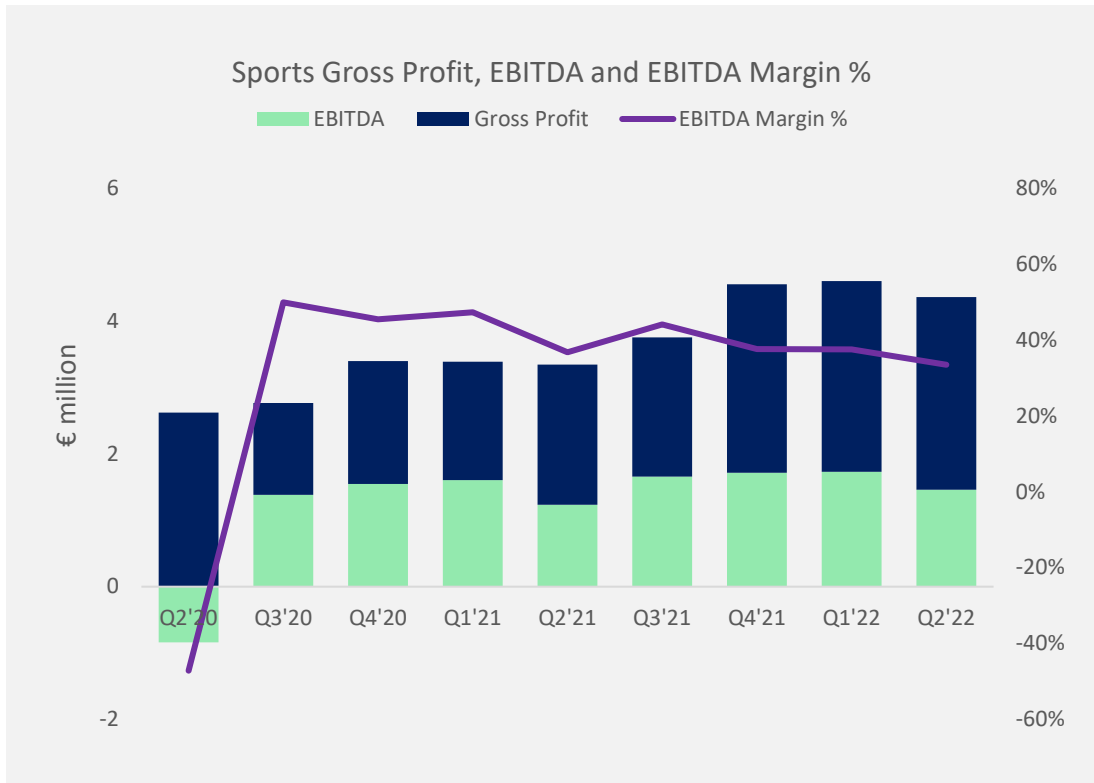
Enables building jackpots across all content vendors



Own games alongside other studios on RGS and 100+ additional studios

# SPORTS

## STRONG YOY GROWTH



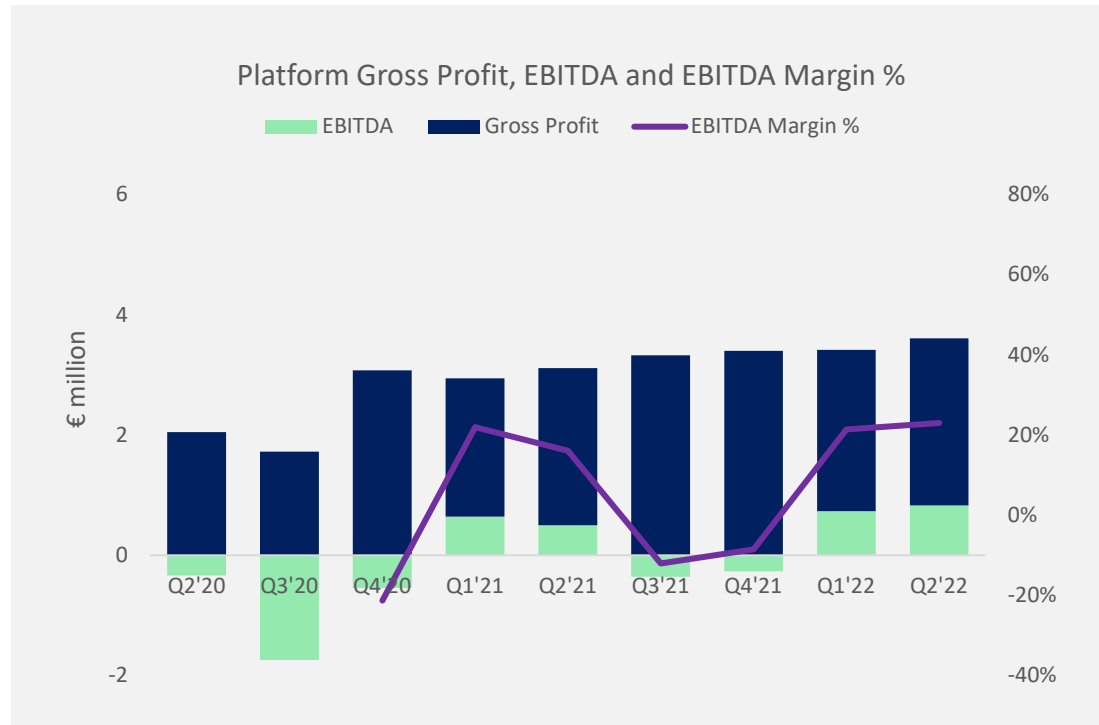
- Gross Profit for Q2 2022 was up 30% compared with the same period last year.
- Heavy promotions from the top client led to a drop in gross profit from the previous quarter.
- Bet-at-home is the largest deal ever for Sports product in terms of brand value.
- Acquired Leapbit, a pure B2B software provider out of Zagreb, Croatia.
  - Main strength is sports retail, with cashier system, self-service betting terminals, odds monitors, but also virtual horse racing and betting on lottery.
  - Fully incorporated into our Sports business unit and allows us to offer a fully omnichannel sports product to operators with retail presence.



Fully Managed Sportsbook and real-time betting Data Feeds and APIs

# PLATFORM

## RETAINS AND ENABLES WHILE MOVING TO PROFITABILITY



- Gross Profit for Q2 2022 increased by 16% compared with the same period 2021.
- The strategy for Platform is to run it as a segment that enables and retains operators.
- Contributed €0.8m in EBITDA in the period with record margin.



Gaming and Player Account Management Platform (PAM)



80+ payment integrations, giving access to 300+ payment options



Reporting and Business Intelligence across all EveryMatrix products



B2B Affiliate System platform for operators to reward affiliates

# ENVIRONMENTAL, SOCIAL AND GOVERNANCE

## Q2 2022 HIGHLIGHTS



Continuous support to Ukrainian staff and donations to honourable causes.



The construction of our new sustainable office in Bucharest has officially started. The office will accommodate 350 employees on 7,500 sqm of office space.





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# Q&A



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# Thank you!

For investors related enquiries please write to [investors@everymatrix.com](mailto: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 700 employees across ten offices and serves 150 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](http://everymatrix.com)