



UPDATE

# Q3 2022

November 10, 2022

# PRESENTERS

Q3 2022



Ebbe Groes, CEO



Anton Lin, CFO

# PERFORMANCE SUMMARY

Q3 2022

- Financial performance continues to be ahead of expectations with record gross profit and EBITDA.
- Large and ongoing support to our Ukrainian staff; operations remain unaffected.
- Gross Profit across all business segments retain strong growth.
- Strong quarter in global sales - significant contract signed with bet-at-home and won Veikkaus public tender.
- Landmark launches in Morocco with MDJS and in U.S. with BetMGM.
- Good cash flow maintained, with balance of €21.1m at period end.





Everything is possible.

# FINANCIAL HIGHLIGHTS

Q3 2022

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Q3 2022 FINISHED WITH RECORD FINANCIALS

Revenue

€33.5m

+56% Y/Y

Gross Profit

€16.8m

+33% Y/Y

EBITDA

€6.4m

+45% Y/Y

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

38%

Net Cash

€21.1m

# 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 33% Y/Y in Q3 2022 to €16.8 million (12.6) with 4-year CAGR of 35%.
- EBITDA increased to €6.4 million (4.4). 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 38%, growing back after successful cost control and gross profit growth.

# GROUP GROSS PROFIT DEVELOPMENT

## RoW AND GERMANY



- EveryMatrix is now lapping the full Germany effect and the strong comparable figures reflect the core business' continuous growth.
- For the Group, Gross Profit from rest of the rest of world increased by 37% y/y and by 152% between Q3 2020 and Q3 2022.
- This strong development is a result of the Company's product diversification and broad client base.



Everything is possible.

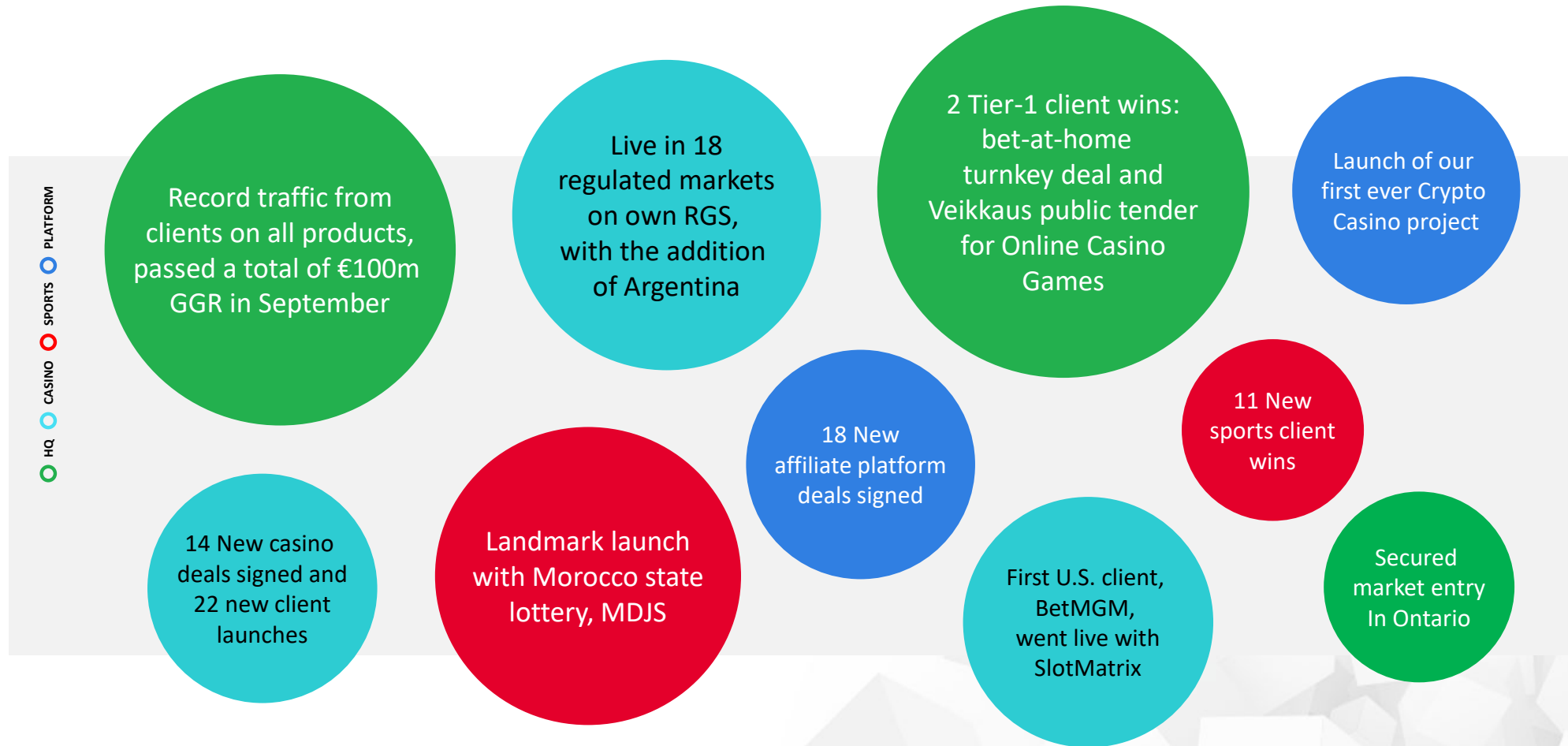
# OPERATIONAL HIGHLIGHTS

Q3 2022



# KEY EVENTS

## Q3 2022 NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS





Everything is possible.

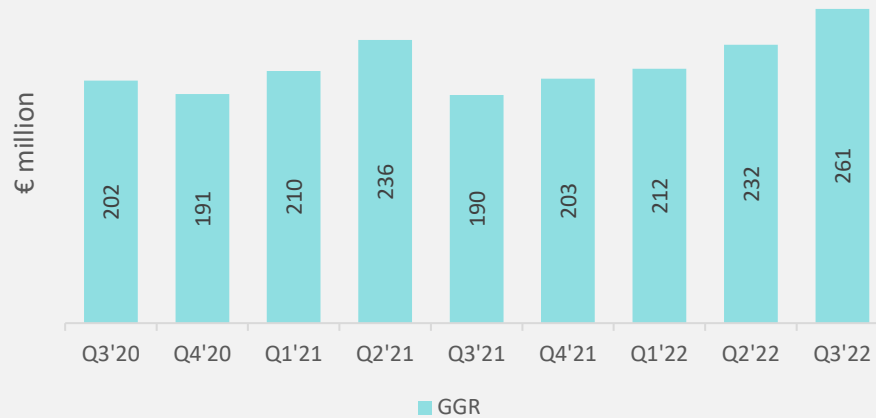
# OPERATING REVIEW

Q3 2022

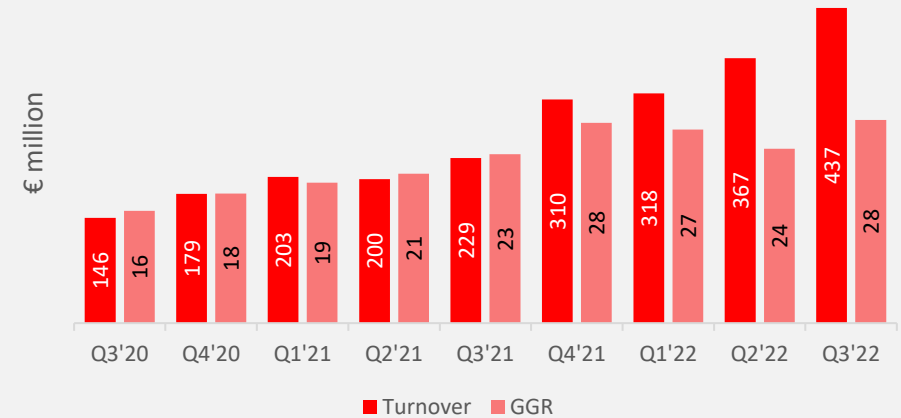
# GROSS GAMING REVENUE (GGR) DEVELOPMENT

## EVERYMATRIX'S OPERATORS

Quarterly Casino Activity Q3 2020-Q3 2022



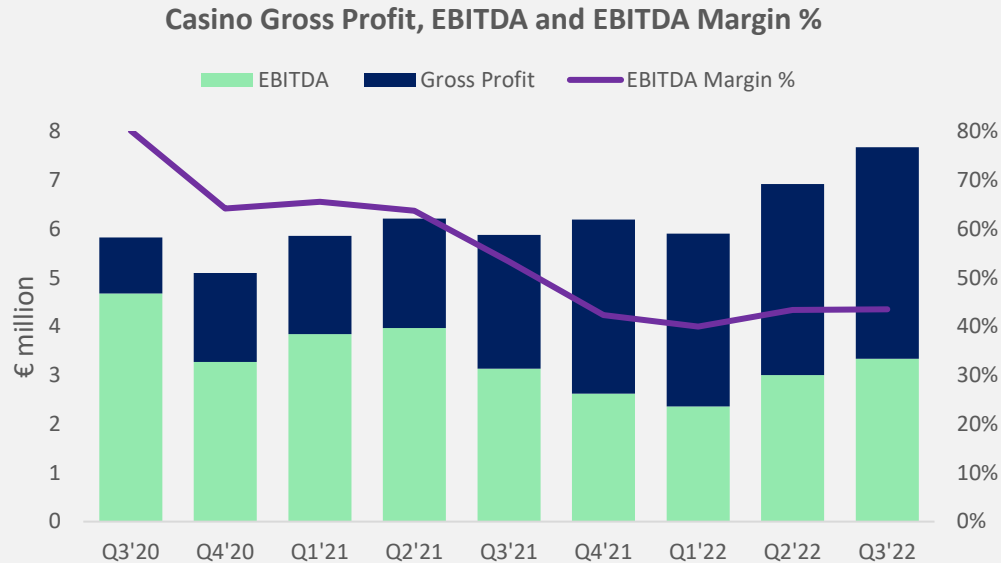
Quarterly Sports Activity Q3 2020-Q3 2022



- EveryMatrix's operators' GGR comes from both Casino and Sports gaming.
- The impact from the regulatory changes in Germany is now fully recovered with the rapid growth from rest of the world. It was a record quarter for Casino in GGR.
- Sports GGR continue to be influenced by the heavy odds promotion from the biggest client but reached yet another record in turnover.

# CASINO

## YET ANOTHER RECORD IN GROSS PROFIT



- Best Gross Profit in a quarter with €7.7m, 31% YoY growth.
- Strong results, considering low input from Germany since July 2021.
- EBITDA margin stabilized after changes in the organization.
- Has been awarded the public tender to provide the Finnish state-owned gaming and lottery monopoly Veikkaus with a vast library of casino content



Fully-featured casino platform solution



Wide range of bonus types and features



Enables building jackpots across all content vendors

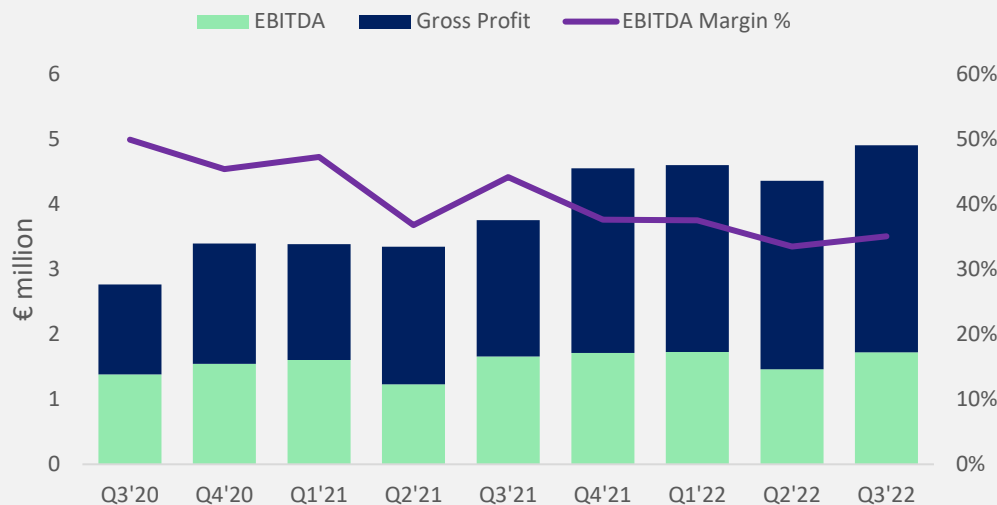


Own games alongside other studios on RGS and 100+ additional studios

# SPORTS

## STRONG YOY GROWTH

Sports Gross Profit, EBITDA and EBITDA Margin %



- Gross Profit for Q3 2022 was up 31% compared with the same period last year.
- Signed contract with Bet-at-home in the quarter. The client is expected to go live already in Q1'23 and immediately become one of the top Sports clients, in terms of revenues and brand value.
- EveryMatrix and Intralot launched a new turnkey online solution for MDJS, the stated owned operator offering sports betting and other games of chance in Morocco

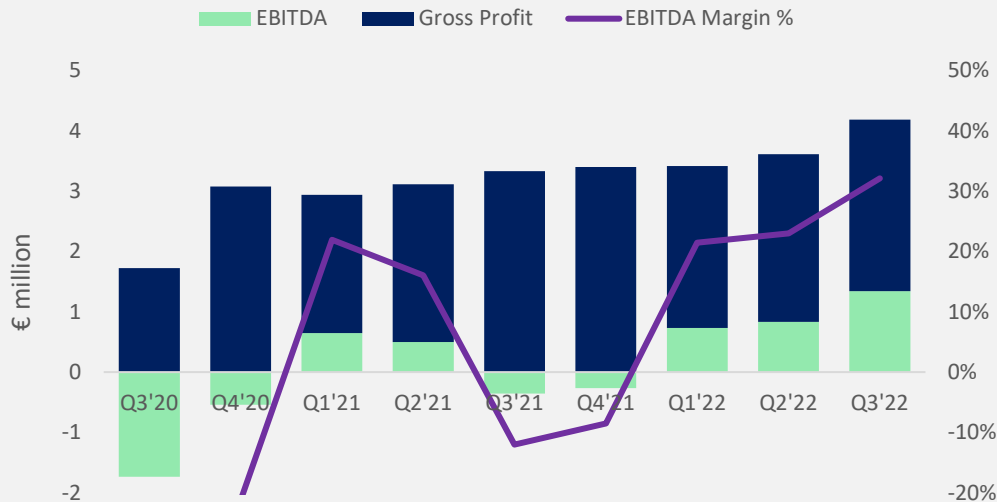


Fully Managed Sportsbook and real-time betting Data Feeds and APIs

# PLATFORM

## STRONG GROWTH LEADING TO PROFITABILITY

Platform Gross Profit, EBITDA and EBITDA Margin %



- Gross Profit for Q3 2022 increased by 41% compared with the same period 2021.
- Contributed €1.3m in EBITDA in the period with another record margin.
- Platform continues to support Casino and Sports contracts while getting an increasing share of the revenue



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

## Q3 2022 HIGHLIGHTS

Committed in focusing on our sustainability efforts, and as one of our initiatives, all offices are participating in ESG related team building activities.

Malta office joined **World Clean Up Day** to help keep our environment clean.

Next up, Bucharest office is joining the **New Trees for New Life** project.



# KEY TAKE-AWAYS

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# Q&A

# 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 countries 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)