



UPDATE

Q1 2023

May 4, 2023

PERFORMANCE SUMMARY

Q1 2023

- Another record quarter for Net Revenue and EBITDA passing €10m with rest of 2023 outlook equally strong.¹
- Very strong growth and profitability in all business segments - Net Revenue up 69% YoY and 21% QoQ with EBITDA up 119% YoY and 53% QoQ.
- Launched bet-at-home.com.
- Signed significant omnichannel deal with a Croatian tier-1 brand.
- €2m dividend paid in February 2023.
- Strong cash position maintained, with balance of €19.3m at period end.





Everything is possible.

FINANCIAL HIGHLIGHTS

Q1 2023

FINANCIAL HIGHLIGHTS - Q1 2023

CONTINUED STRONG GROWTH IN NET REVENUE AND EBITDA

Revenue

€48.2m

+100% YoY

Net Revenue

€23.5m

+69% YoY

EBITDA

€10.5m

+119% YoY

EBITDA margin⁽¹⁾

45%

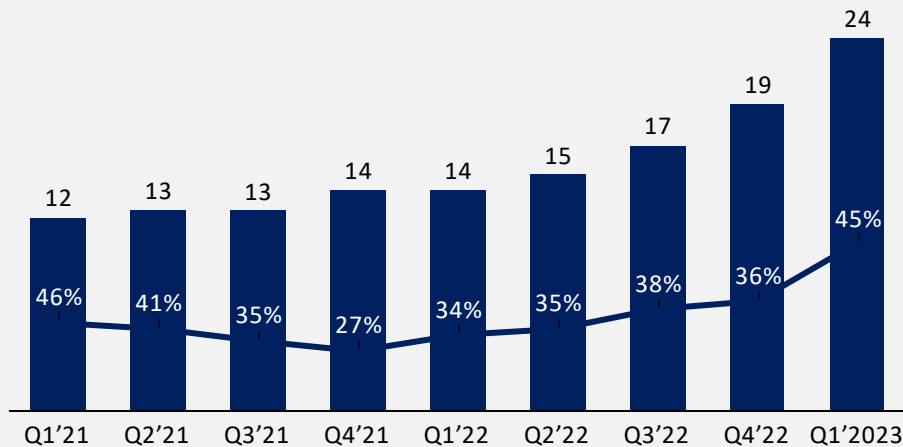
Cash position

€19.3m

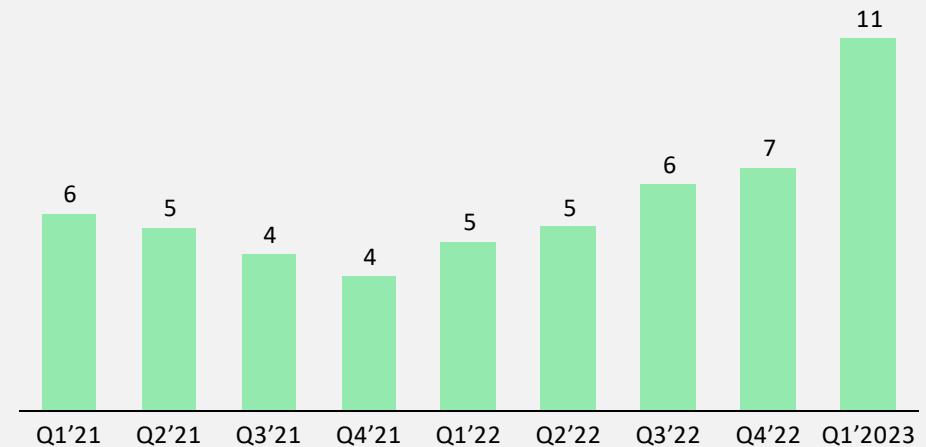
GROUP FINANCIAL DEVELOPMENT

CONTINUED STRONG RESULTS ACROSS THE GROUP

Consolidated Net Revenue and EBITDA Margin² %, €m



Consolidated EBITDA, €m



- Net Revenue increased by 69% YoY in Q1 2023 to €23.5 million (€13.9m) with 3-year CAGR of 39%¹
- EBITDA increased to €10.5 million (€4.8m). Reinvesting positive cash flow into future growth.
- The EBITDA/Net Revenue margin increased to 45% driven by the strong growth in revenues and successful cost control.
- Strong growth is expected to continue.



Everything is possible.

OPERATIONAL HIGHLIGHTS

Q1 2023

KEY EVENTS – Q1 2023

NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

○ HQ ○ CASINO ○ SPORTS ○ PLATFORM

3 Turnkey clients launched in Q1 2023

Swedish Turnkey client signed

Launched bet-at-home .com

35 New contracts signed in 8 different jurisdictions

14 New affiliate platform deals signed in the quarter

Omnichannel and managed service deal signed with a tier-1 Croatian sports and casino provider

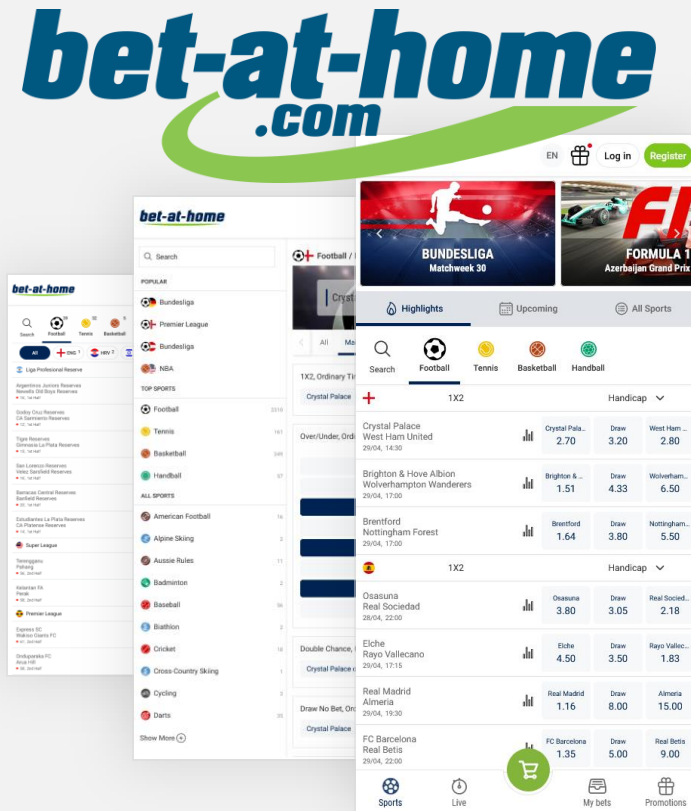
New licence in Connecticut (and fourth in the US market); Signed content deal with betPARX Casino

9 New payment integrations in Q1 2023

First two licenses for JackpotEngine (MGA and Greece)

BET-AT-HOME LIVE WITH SPORTSBOOK AND TURNKEY SOLUTION

FIRST PHASE COMPLETED WITH GERMANY REGULATED MARKET TO FOLLOW



- Tier-1 operator bet-at-home went live with EveryMatrix's sportsbook and turnkey solution replacing its existing platform with EveryMatrix's tech stack.
- Bet-at-home becomes one of EveryMatrix's largest sports clients in both revenue and brand value. The agreement covers all markets where bet-at-home is currently present, including its core regulated German market.
- The two-phased launch was kicked off with the bet-at-home MGA licensed business, with the German regulated business to follow.
- OddsMatrix sportsbook was delivered alongside a comprehensive turnkey solution, including casino platform, player management, payments module, and affiliate software will further enhance the bet-at-home operation driving both revenues and efficiencies.
- As part of the delivery a new sportsbook front-end was developed. This highlights the benefit to EveryMatrix working with a Tier 1 sportsbook operator.



Everything is possible.

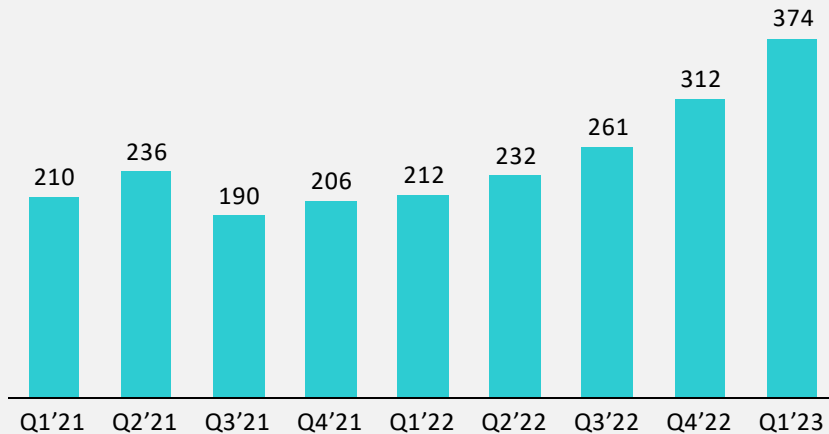
OPERATING REVIEW

Q1 2023

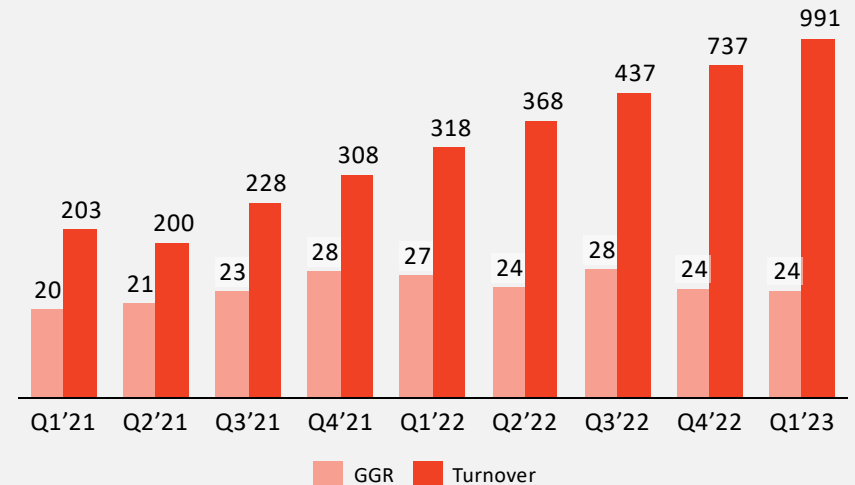
GROSS GAMING REVENUE (GGR) DEVELOPMENT

EVERYMATRIX'S OPERATORS

Quarterly Casino GGR 2021-2023, €m



Quarterly Sports Turnover & GGR 2021-2023, €m

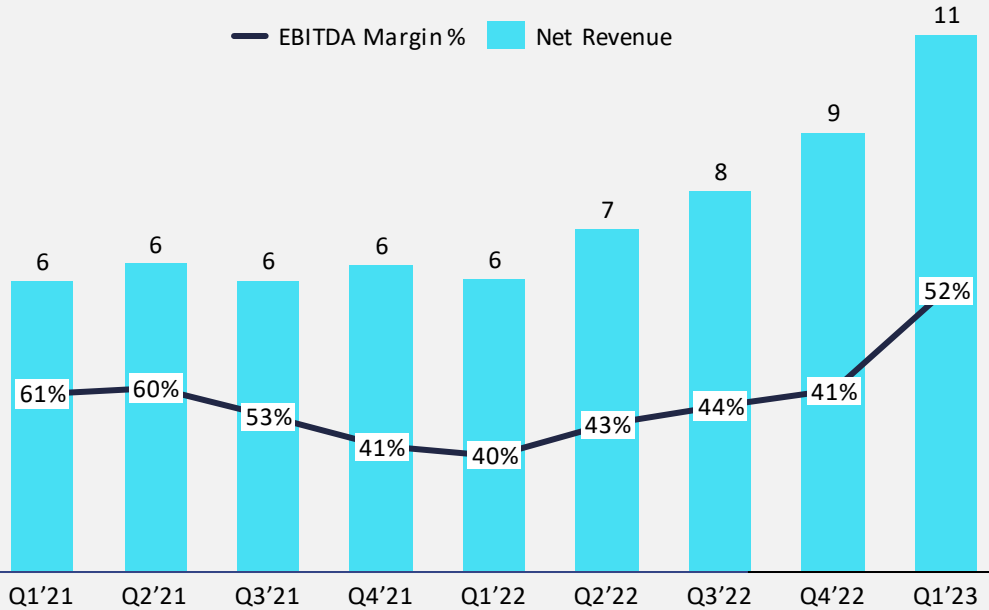


- EveryMatrix's operators' GGR comes from both Casino and Sports gaming.
- It was yet another record quarter for Casino in GGR, an 77% increase YoY.
- Sports GGR continues to be influenced by the heavy odds promotion from the biggest client but reached yet another record in turnover. We are extremely satisfied with seeing turnover increasing more than 210% YoY.

CASINO

YET ANOTHER RECORD IN NET REVENUE

Casino Net Revenue, EBITDA, €m and EBITDA Margin %



- Another quarter with record Net Revenue with €10.9m, 84% YoY growth.
- EBITDA margin increased driven by growth in Net Revenue and successful cost control.
- Casino segment expects growth to continue rest of 2023.
- Received MGA and Greece license for JackpotEngine.
- Product development: Extended JackpotEngine to support jackpots across operator domains.



Fully-featured casino platform solution



Wide range of bonus features across all content vendors



Enables building jackpots across all content vendors

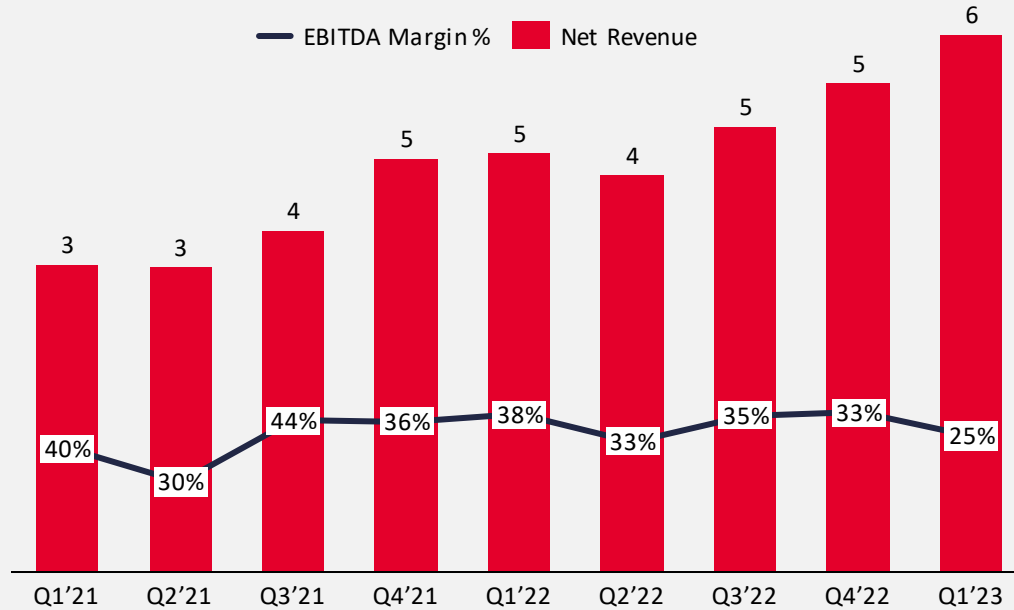


Own games alongside other studios on RGS and 100+ additional studios

SPORTS

STRONG YOY GROWTH

Sports Net Revenue, EBITDA, €m and EBITDA Margin %



- Net Revenue for the quarter was up 29% compared with the same period last year.
- EBITDA margin adversely impacted by one-off expenses.
- Product development: Configurable menu for market selection and display on all sportsbook overview and tournament pages. The Market Selector enables quick navigation and views for players to bet across events and betting markets.

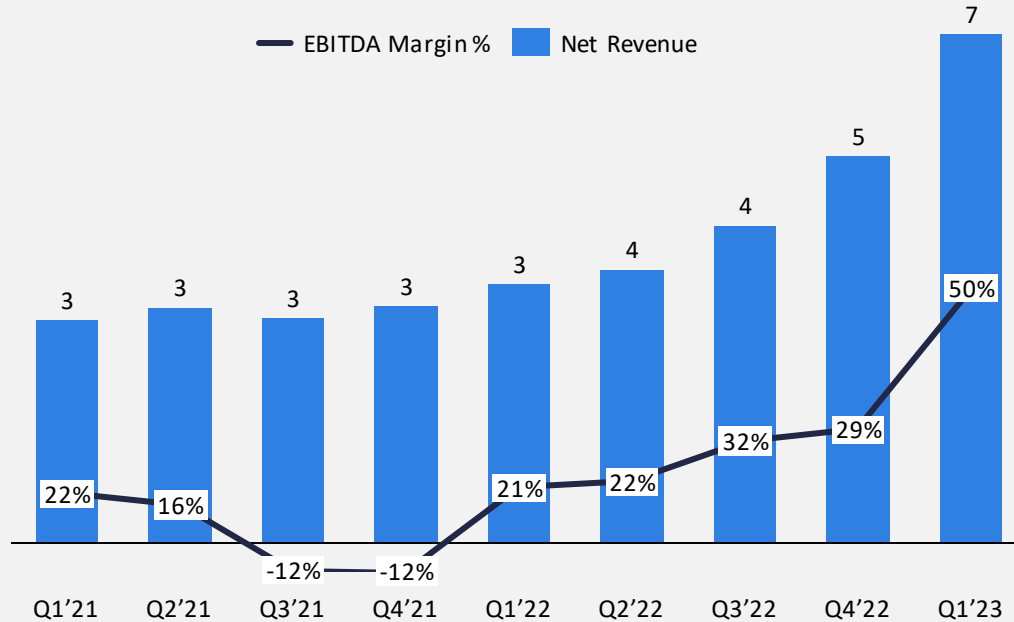


Fully Managed Omnichannel
Sportsbook and real-time Betting Data
Feeds and APIs

PLATFORM

STRONG GROWTH LEADING TO PROFITABILITY

Platform Net Revenue, EBITDA, €m and EBITDA Margin %



- Net Revenue for the quarter increased by 97% compared with the same period 2022.
- A large one-off income in the quarter arises from the signing of the Hungarian State Lottery deal.
- Record contribution to EBITDA with €3.4m.
- Platform continues to support Casino and Sports contracts.
- Product development: Enhanced responsible gambling support with multiple new customizations allowing operators to enforce more restrictive limits on top of the player selected limits.



Gaming and Player Account Management Platform (PAM)



80+ payment partners, giving access to 300+ payment solutions



Reporting and Business Intelligence across all EveryMatrix products



B2B Affiliate System platform for operators to reward affiliates

CORPORATE AFFAIRS

EMPLOYEE MATTERS



- This year marks the 15th anniversary of EveryMatrix. The company has reached 730 employees across 11 countries.
- **Gonzalo de Osma** newly hired as CFO post-period 1st of May 2023. Gonzalo joins EveryMatrix having over 16 years of experience in the online gaming industry, most recently as CFO of Codere for the Digital/Online Division.
- **Martin Clarke** newly hired as CPO of OddsMatrix. Martin joins EveryMatrix having spent a large part of his career at Betfair delivering pioneering products on a global scale.
- **Tor Skeie** promoted to CEO of OddsMatrix.
- **Vahe Khalatyan** promoted to CEO of PartnerMatrix.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Q1 2023 HIGHLIGHTS

- Continued support for Teachstream Association (previously known as kids.acadEMy). We have supported the educational charity and program since 2015 and contributed €200k in 2022.
- In 2023 Teachstream aims to expand and become a larger source of learning and development for children in disadvantaged communities.



TEACH
stream

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Q1 2023 HIGHLIGHTS

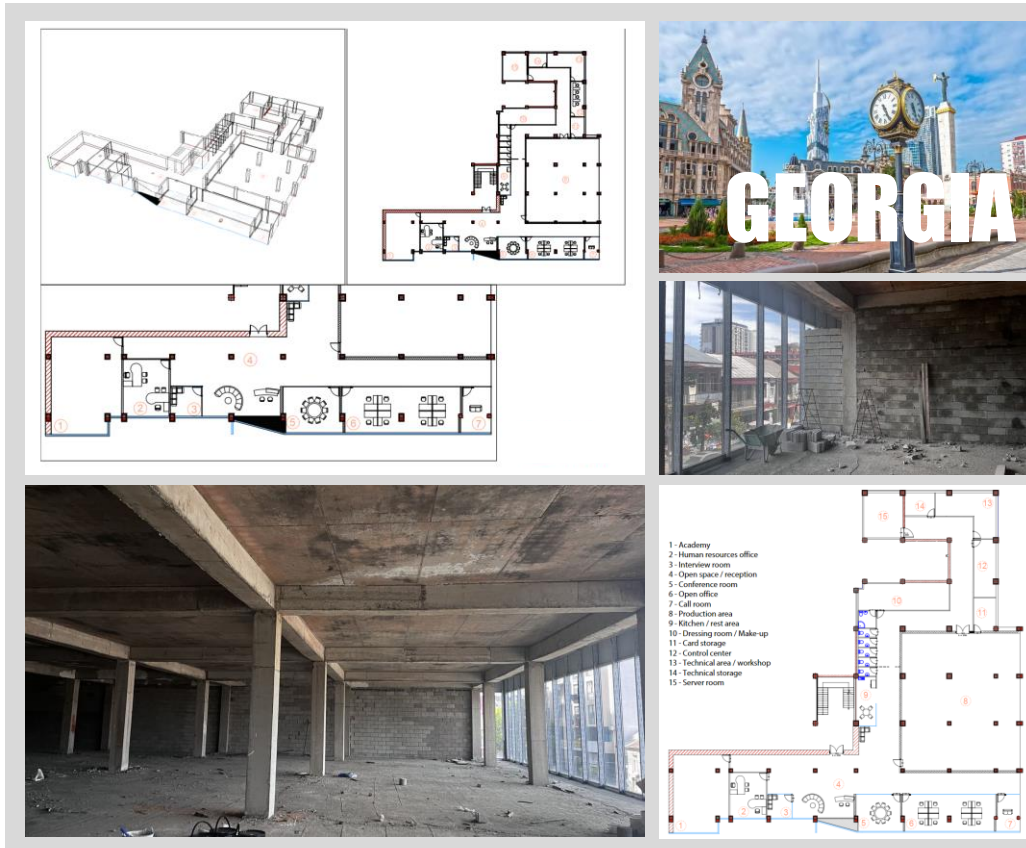
- Bucharest office started a volunteering project in partnership with the Vacaresti Natural Park Association to build and maintain its website for its "Network for Urban Nature" project.
- **EveryMatrix acadEMy** classes have been organised around this project to inform and inspire more employees to volunteer.



CORPORATE AFFAIRS

PROGRESS OF NEW OFFICES IN BATUMI AND BUCHAREST

New Batumi office under construction



New Bucharest office under construction



EXPECTED FINALISATION Q4 2023

KEY TAKEAWAYS

Q1 2023

- Another record quarter for Net Revenue and EBITDA passing €10m with rest of 2023 outlook equally strong.¹
- Very strong growth and profitability in all business segments - Net Revenue up 69% YoY and 21% QoQ with EBITDA up 119% YoY and 53% QoQ.
- Launched bet-at-home.com.
- Signed significant omnichannel deal with a Croatian tier-1 brand.
- €2m dividend paid in February 2023.
- Strong cash position maintained, with balance of €19.3m at period end.





Everything is possible.

Q&A

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 730 employees across eleven countries and serves 200 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