



UPDATE

Q4 2023 & FULL YEAR 2023

February 5, 2024

PERFORMANCE SUMMARY

Q4 2023

- Net revenue for the quarter reached a record €36m, up 87% YoY while EBITDA surged to an all-time high of €20m, up 194% YoY.
- Launched Hungarian State Lottery turnkey sportsbook and bet-at-home Germany turnkey sportsbook and casino.
- Launched our new live Casino product, PlayMatrix, offering Roulette with 24/7 coverage.
- Launched with Veikkaus for our in-house Armadillo and Spearhead casino content.
- Launched casino content with Rush Street Interactive as the first client in Michigan US.
- Launched 11 new casino vendors, including Tada Gaming and iMoon.
- Launched “Odds History” Feed Service product with Kindred.
- Opened 7,500 sq/m purpose-built, eco-friendly office in Bucharest for 360 employees.



PERFORMANCE SUMMARY

FULL YEAR 2023

- Record-breaking performance with substantial growth across all business segments, leading to a net revenue of €114m, an 75% YoY increase. The strong revenue growth led to a surge in EBITDA by 155%, reaching €60m.
- Acquired DeepCI in a cash-only deal funded entirely by operational cash flow, resulting in 50+ new clients through acquisition and subsequent signings.
- The Hungarian state lottery, Szerencsejáték Zrt., went live with EveryMatrix turnkey platform and sportsbook and are immediately delivering great results.
- Bet-at-home went live with EveryMatrix turnkey platform and sportsbook solution in the highly regulated German market.
- Conducted a company share buyback of 5% of outstanding shares.
- Launch of live dealer product PlayMatrix.
- Obtained more licenses, clients, and launches for casino games in USA.





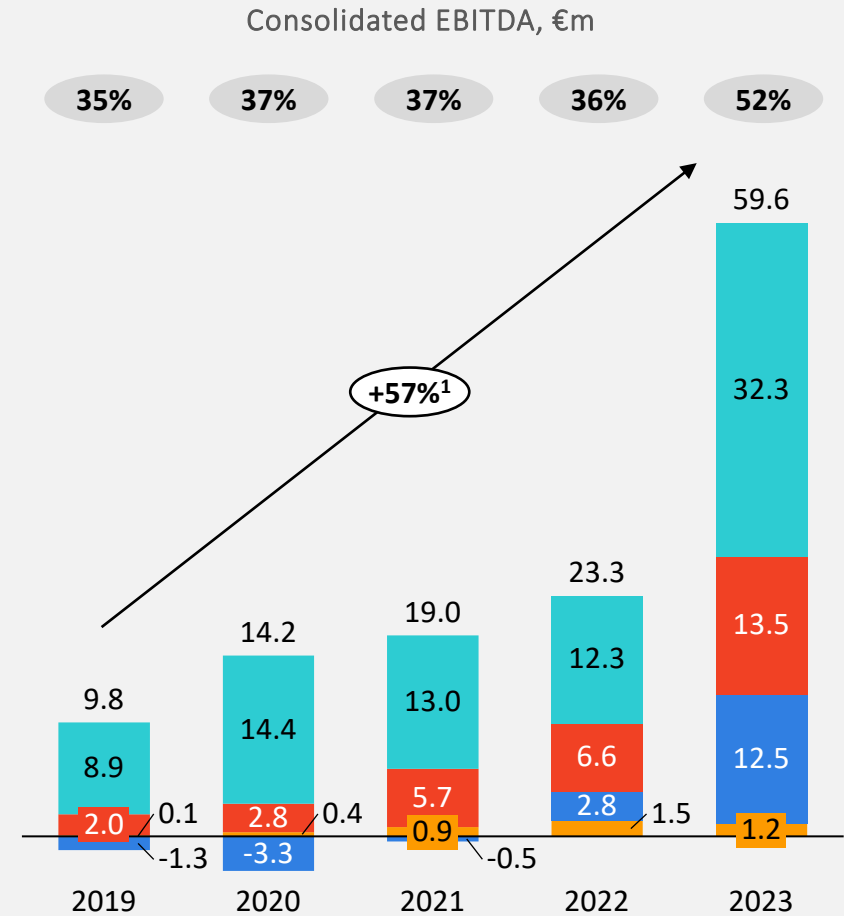
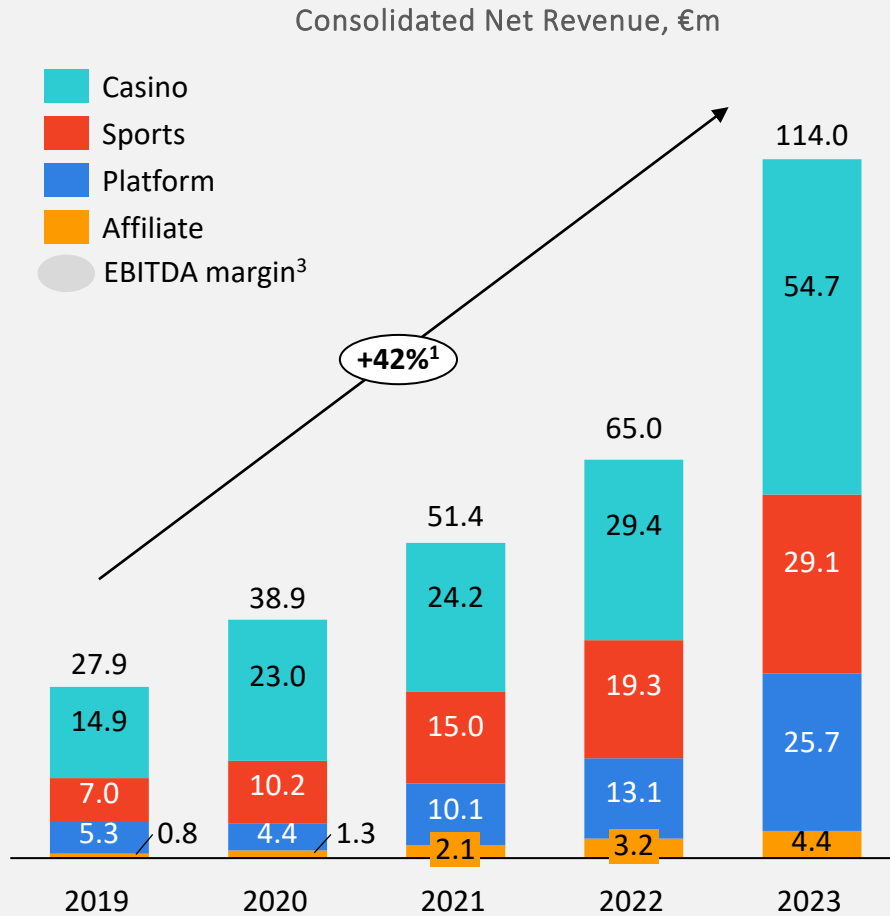
Everything is possible.

FINANCIAL HIGHLIGHTS

Q4 & FULL YEAR 2023

ATTRACTIVE FINANCIAL PROFILE

ACCELERATING PROGRESS OVER THE YEARS²



FINANCIAL HIGHLIGHTS - Q4 2023

RECORD GROWTH AND RECORD EBITDA MARGIN

Revenue

€76m

+92% YoY

Net Revenue¹

€36m

+87% YoY

EBITDA

€20m

+194% YoY

EBITDA margin²

56%

Cash position

€51m

FINANCIAL HIGHLIGHTS - FULL YEAR 2023

BEST PERFORMANCE IN COMPANY HISTORY

Revenue

€240m

+89% Y/Y

Net Revenue¹

€114m

+75% Y/Y

EBITDA

€60m

+155% Y/Y

EBITDA margin²

52%

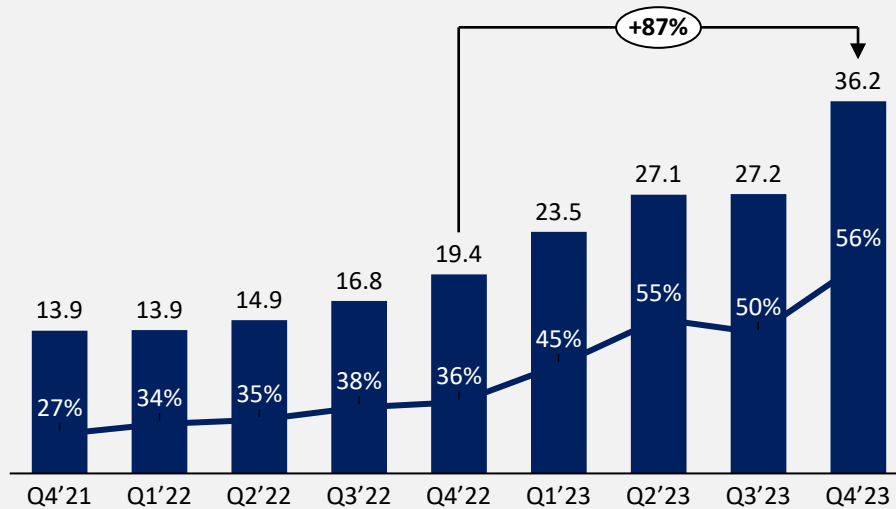
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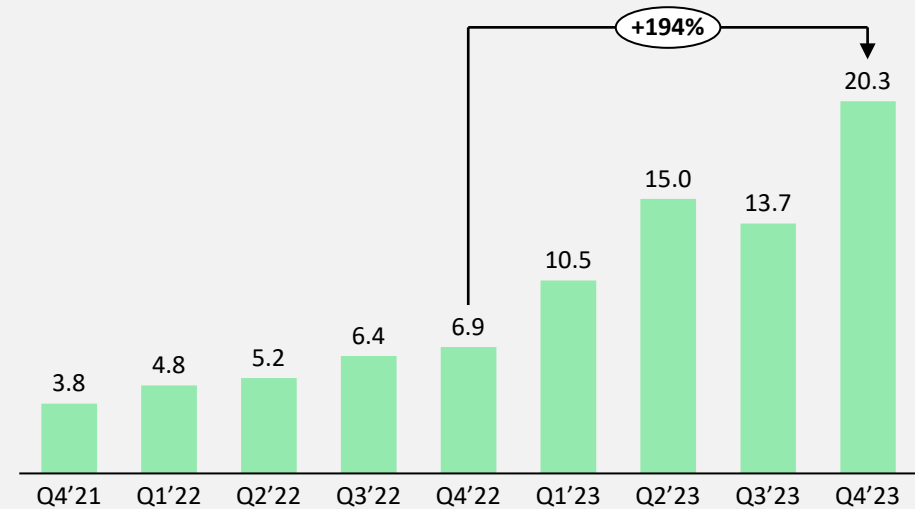
GROUP FINANCIAL DEVELOPMENT

ACHIEVED BEST QUARTER IN COMPANY HISTORY

Consolidated Net Revenue¹ and EBITDA Margin² %, €m



Consolidated EBITDA, €m



- Net revenue reached a record €36.2 million (€19.4 million), up 87% YoY, and with a 3-year CAGR of 43%.
- EBITDA surged to 20.3 million (€6.9m), marking a 194% YoY increase, highlighting the company's consistent ability to convert growth into profitability. The EBITDA for the quarter alone would have represented 87% of the total 2022 EBITDA (€23.3m).
- EBITDA-margin increased to an all-time high 56% driven by client launches, better sports trading margins and continued growth in Casino.



Everything is possible.

OPERATIONAL HIGHLIGHTS

Q4 & FULL YEAR 2023

KEY EVENTS - Q4 2023

NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

● HQ ● CASINO ● SPORTS ● PLATFORM ● AFFILIATE

Migrated 5 clients to the new wallet system

Launched game content with first operator in Michigan US, Rush Street Interactive

Offered 365 Million Outcomes, along with a record 172k Live Events in a single month

Opened 7,500 sq/m purpose-built, eco-friendly office in Bucharest for 360 employees

16 payment integrations with popular solutions like Venus Point for Japan and Neopay for Baltics

Launched casino content with Veikkaus, initially with inhouse content from Armadillo and Spearhead

Launched "Odds History" Feed Service with Kindred for refining odds models and connected services

Launched 943 unique new games from our existing portfolio and 1,643 when including different variants of games

Signed 13 new DeepCI clients

Signed 16 new PartnerMatrix clients

11 new casino vendors live, including Tada Gaming and iMoon

KEY EVENTS - FULL YEAR 2023

NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

● HQ ● CASINO ● SPORTS ● PLATFORM ● AFFILIATE

Launched a new faster and scalable wallet service and migrated 11 existing operators to the new system

Launch of our brand new online Live Casino, PlayMatrix, offering Roulette with 24/7 coverage

Acquired DeepCI and signed additional 37 clients through H2

Developed new bespoke Front Ends for both bet-at-home and Hungarian State Lottery, delivering a wide range of new features and UI innovations

Live with bet-at-home.de and .com, Live with Hungarian State Lottery

First iGaming provider to achieve WLA Safer Gambling certification

Signed 52 new PartnerMatrix clients

Launched JackpotEngine, allowing operators to create fully configurable jackpots, and implemented it for 26 clients

42 new payment integrations with focus on Japan, Austria, Germany, LATAM

Released a wide range of odds models for Fast Markets for Football and Basketball

NEW LIVE CASINO PRODUCT

LAUNCHED LIVE ROULETTE TABLES IN DECEMBER 2023

- New Live Casino product, PlayMatrix, launched with live Roulette tables on 27th December 2023 offering bespoke branding options and a cutting-edge platform for next generation players.
- Roulette marks our initial product offering with uninterrupted gameplay and 24/7 support.
- The studio initial set-up featuring a capacity of 11 physical tables with plenty room to scale.
- Using Green Screen Magic technology, operators can craft compelling virtual casino setups, introducing an additional layer of excitement to gameplay.
- We have selected the most efficient and low-latency devices available on the market to achieve fast and stable 4K digital video signal processing online.



DEEPCI ACQUISITION

A UNIQUE, DATA-DRIVEN BETTING AND GAMING AFFILIATE OPTIMISATION SERVICE



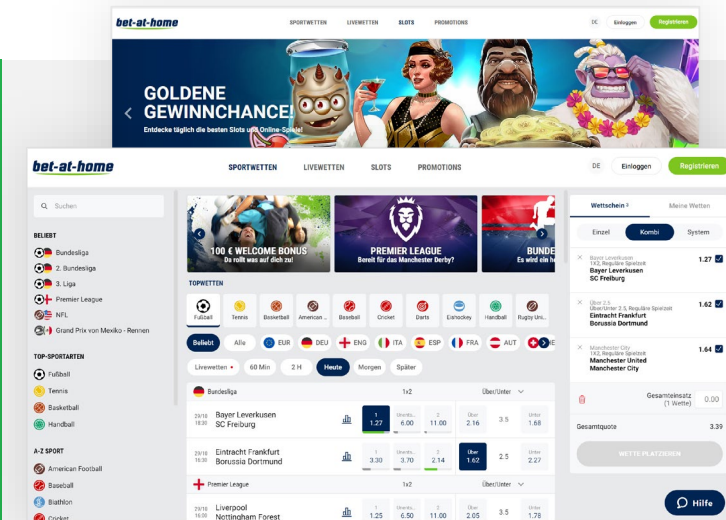
We Know Every Affiliate
Website Promoting You And
Your Competitor's Brands

- July 1st, 2023, EveryMatrix acquired DeepCI in an all-cash acquisition funded entirely by cash flow from operations.
- DeepCI catalogs every affiliate page on every affiliate website in over 65 geographies, identifies brand presence and position on every affiliate page, and makes an estimate of how much affiliate traffic every brand gets. DeepCI also tracks PPC advertisers as well as YouTube Channels.
- Operators pay a subscription fee and are given meaningful intelligence about which affiliates are promoting/not promoting their brand(s) and how brand(s) position changes over time.
- DeepCI provides country level data, showing top affiliate websites in each jurisdiction, who their biggest brands are, as well as which brands dominate each jurisdiction.
- DeepCI insights are available now within the PartnerMatrix system, enabling PartnerMatrix clients' access to advanced traffic analysis. Similarly, PartnerMatrix financial data is available to its clients within the DeepCI platform. This unique combination provides key end-to-end actionable insights for clients.
- There has been a rapid increase in monthly revenue as DeepCI signed up more operators.

BET-AT-HOME.DE LIVE WITH EVERYMATRIX PLATFORM

TIER-1 OPERATOR WENT LIVE WITH THE FULL TECH STACK ON OCTOBER 11TH

- Following the migration of its MGA-licensed business earlier this year, Tier-1 operator bet-at-home successfully migrated to the full EveryMatrix tech stack in Germany, completing the migration of 5.7m players across its global business.
- Bet-at-home replaced its in-house platform with a comprehensive suite of EveryMatrix back-office and front-end solutions, including sportsbook, casino platform, player account management, payments module, and affiliate software.
- EveryMatrix's products and integration processes are custom-built for bet-at-home.de to enhance both revenues and efficiencies.
- The project's success is in particular attributed to EveryMatrix's PAM, GamMatrix, which developed new microservices to meet Germany's complex compliance requirements, including responsible gambling limits, multi-wallet functionality, taxation, and legislation services.
- Bet-at-home is one of EveryMatrix's largest sports clients in both revenue and brand value with the long-term agreement covering all markets where bet-at-home is currently present, including Germany.



"I would like to extend my huge thanks to Ebbe and EveryMatrix's extraordinary teamwork with months of dedication that has led to the accomplishment of this complex and challenging migration."

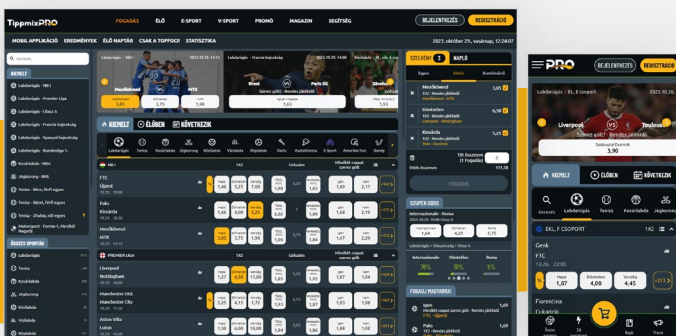
"We are very pleased and proud with the results of our joint efforts with a new, intuitive, and extremely appealing bet-at-home.de website powered by EveryMatrix."

Marco Falchetto, CEO of bet-at-home

SZERENCSEJÁTÉK ZRT. LAUNCH COMPLETE TURNKEY SOLUTION

TIPPMIXPRO GOES LIVE WITH SPORTSBOOK AND PLATFORM SERVICES ON OCTOBER 25TH

TippmixPRO
online sportfogadás



“EveryMatrix offers professional knowledge that ensures the long-term development of TippmixPro, providing our players with a world-class online sports betting platform.”

Andrea Mager, President & CEO of Szerencsejáték Zrt

- Szerencsejáték Zrt (SZRT), Hungary's leading gambling service provider and WLA member, has launched our OddsMatrix-powered Sportsbook solidifying the TippmixPro brand as the frontrunner in Hungarian sports betting.
- Through OddsMatrix Sportsbook, TippmixPro introduces new features like Cash Out, Bet Builder, and promotions like Stake-Back Special, while setting the gold standard for safe gambling. Accessible via web, Android, and iOS apps, it boasts leading market uptime, content recommendations, and an innovative promotions engine.
- EveryMatrix's platform unit, GamMatrix, purpose-built a range of project-critical operational and safer gambling features including rapid, multi-step registration and a comprehensive array of self-exclusion functionality in line with specific SZRT and regulatory requirements. SZRT also leverages MoneyMatrix payments and PartnerMatrix affiliate.
- The first months of operation of TippmixPro have exceeded our expectations in terms of betting volumes – immediately propelling them to the OddsMatrix client with largest amounts of bets placed per month. We are bullish on further strong growth in 2024.



Everything is possible.

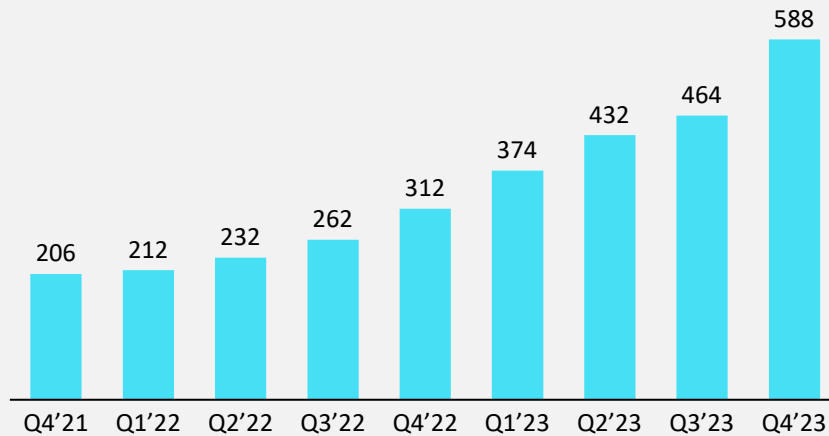
OPERATING REVIEW

Q4 & FULL YEAR 2023

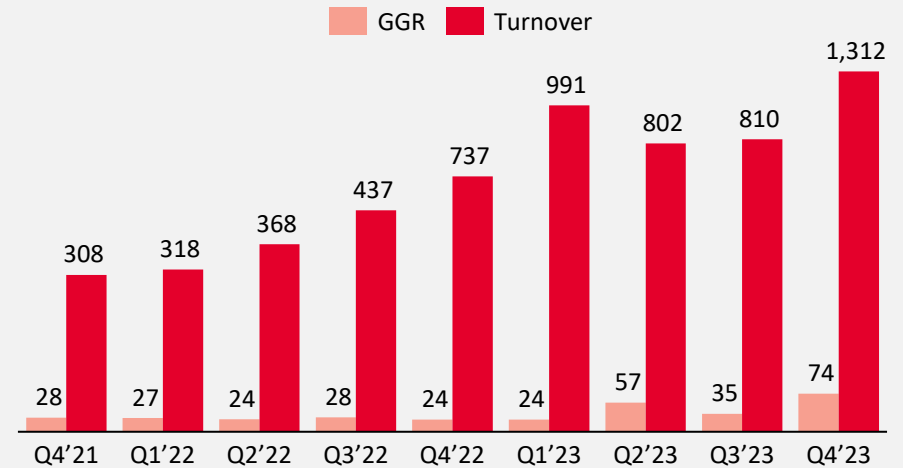
GROSS GAMING REVENUE (GGR) DEVELOPMENT

EVERYMATRIX'S OPERATORS

Casino GGR 2021-2023, €m



Sports Turnover & GGR 2021-2023, €m

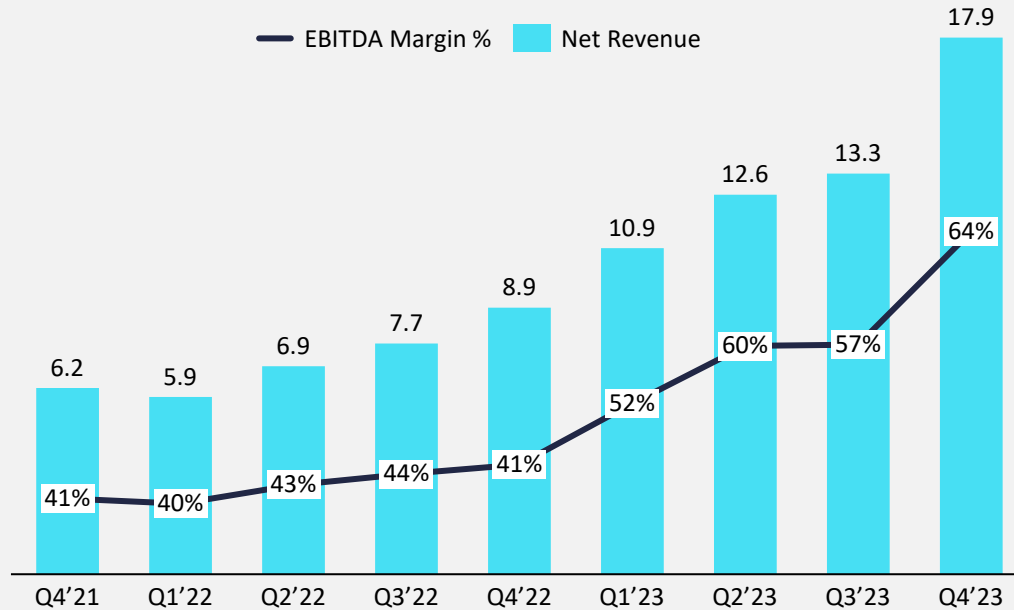


- EveryMatrix's operators' GGR comes from both Casino and Sports.
- It was yet another record quarter for Casino GGR surging 89% YoY to €0.6b with the full year reaching €1.9b an 83% YoY increase. The full year turnover reached a massive €49b.
- Quarterly sports turnover was up by 78% YoY, reaching €1.3b, while GGR surged by 210% YoY to €74m. The full year turnover reached €3.9b, reflecting a 110% YoY increase, with GGR rising by 85% to €190 million.

CASINO

CONTINUED STRONG GROWTH WHILE MAINTAINING HIGH PROFITABILITY

Casino Net Revenue, €m and EBITDA Margin %



- Net revenue reached €17.9m up 101% YoY, while EBITDA reached €11.4m reflecting a 212% YoY increase.
- Full year net revenue reached €54.7m up 86%, while EBITDA soared 162% to €32.3m.
- Launched casino content on 98 new operators during 2023.
- Introduced a total of 3,225 unique game titles.
- Released 9 games from own studio.



Fully-featured casino platform solution



Wide range of bonus features across all content vendors



Enables building jackpots across all content vendors



Casino aggregation, own games, and 320+ additional studios



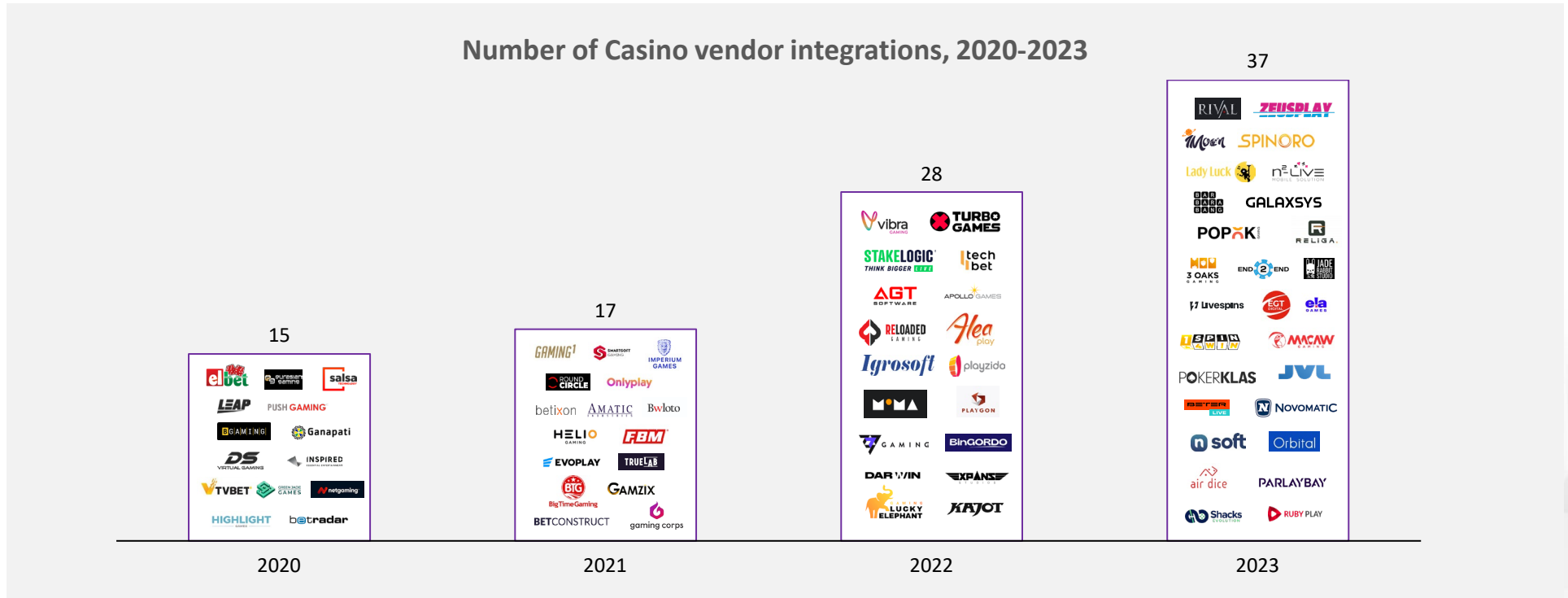
Own Live Casino Games



Own game studio US focused

CASINO

STRONG GROWTH IN NUMBER OF CASINO VENDOR INTEGRATIONS



Fully-featured casino platform solution



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Own Live Casino Games

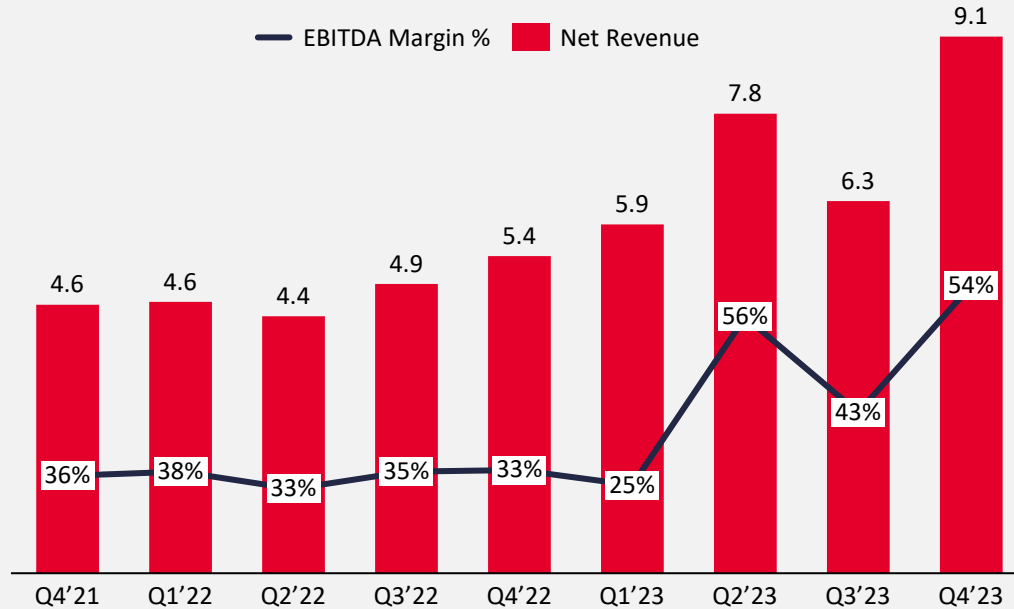


Own game studio US focused

SPORTS

STRONG GROWTH IN NET REVENUE AND HIGHER PROFITABILITY

Sports Net Revenue, €m and EBITDA Margin %



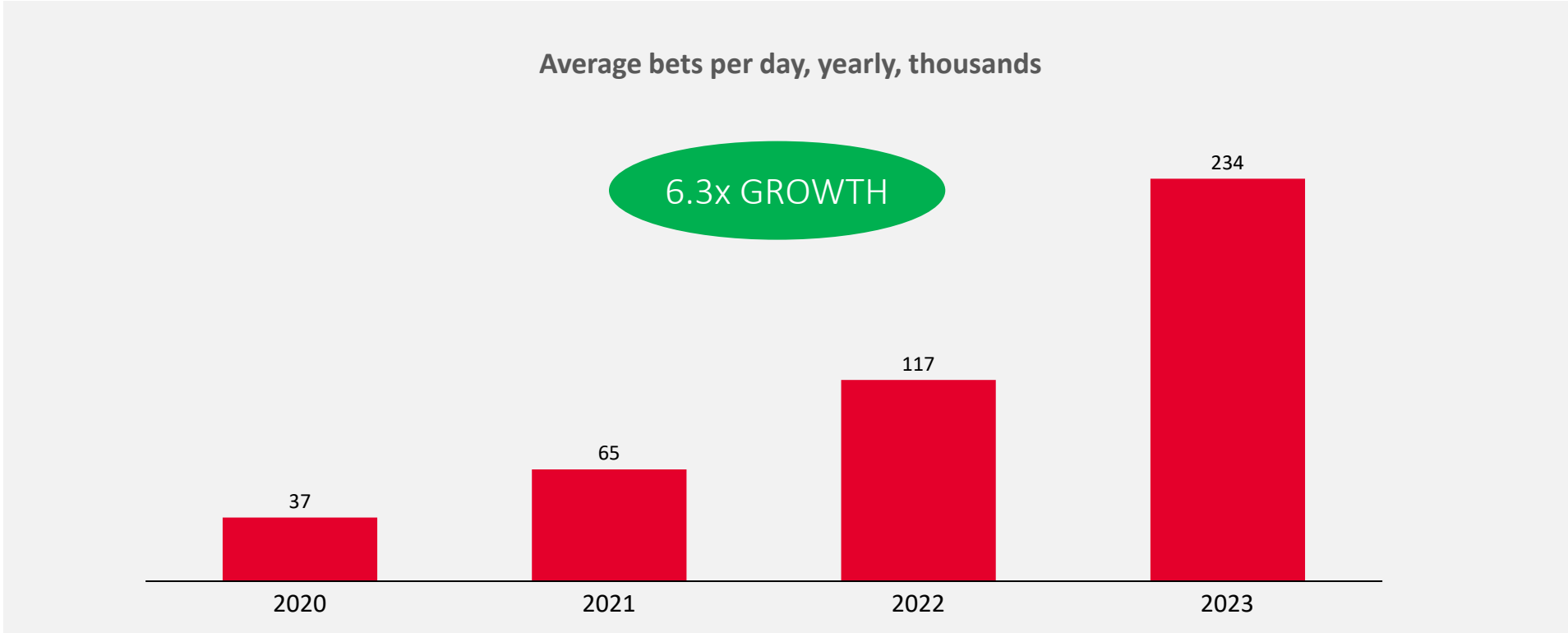
- Net revenue for the quarter reached €9.1m up 69% YoY, while EBITDA reached €4.9m reflecting a 178% YoY increase.
- Full year net revenue reached €29.1m up 51%, while EBITDA soared 103% to €13.5m.
- 2023 number of bets placed up 96% YoY, number of live events up 31% YoY, and thanks to adding many new markets, number of outcomes offered for bets up 91% YoY.
- This includes Fast Markets for Football and NBA.



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

SPORTS

BETS PER DAY SHOWN TREMENDOUS GROWTH DOUBLING YOY

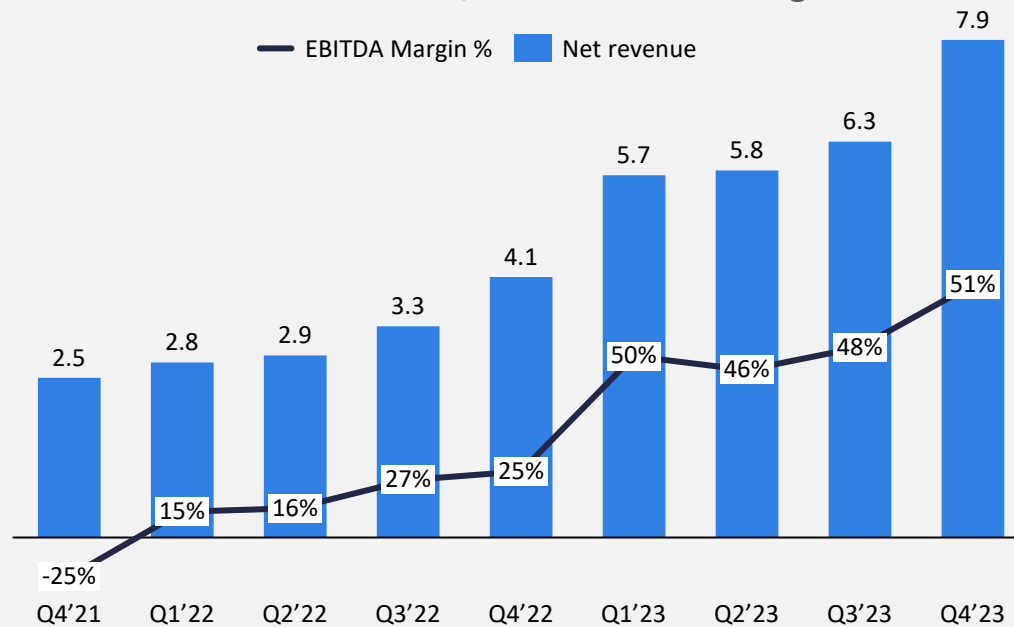


Fully Managed Omnichannel
Sportsbook and real-time Betting Data
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PLATFORM

SCALABILITY LEADING TO HIGH PROFITABILITY

Platform Net Revenue, €m and EBITDA Margin %



- Net revenue reached €7.9m up 91% YoY, while EBITDA reached €4.0m reflecting a 283% YoY.
- Full year net revenue reached €25.7m up 96%, while EBITDA surged by 344% to €12.5m YoY.
- During Q4 the wallet of our PAM efficiently processed 160,000 bets per minute during peak hours, up 45% QoQ.
- During 2023 launched a hybrid version of our new PAM, that uses microservices.
- This version can horizontally scale indefinitely, supports high loads and can be customized for multiple jurisdictions, lowering time to market.



Gaming and Player Account Management Platform (PAM)



80+ Payment Partners, giving access to 300+ Payment Solutions

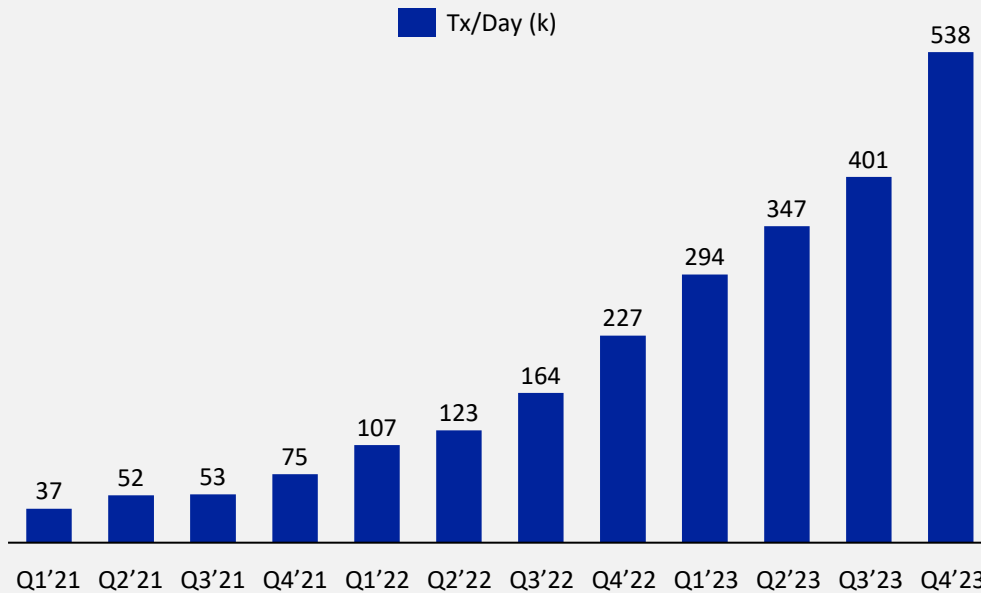


Reporting and Business Intelligence across all EveryMatrix products

PLATFORM

SIGNIFICANT INCREASE IN PAYMENT TRANSACTIONS

MoneyMatrix, average transactions per day (k)



- Since Q1 2021 transactions per day have seen a 14.5x increase, while Q4 2023 experienced a 2.4x YoY increase.
- Extended the coverage with payment solutions for Croatia (Corvuspay, Aircash).
- Improved the platform experience by adding regulatory features for Germany.
- Developed one single generic API for retail.
- Implemented additional regulatory compliance requirements for MasterCard & Visa API.



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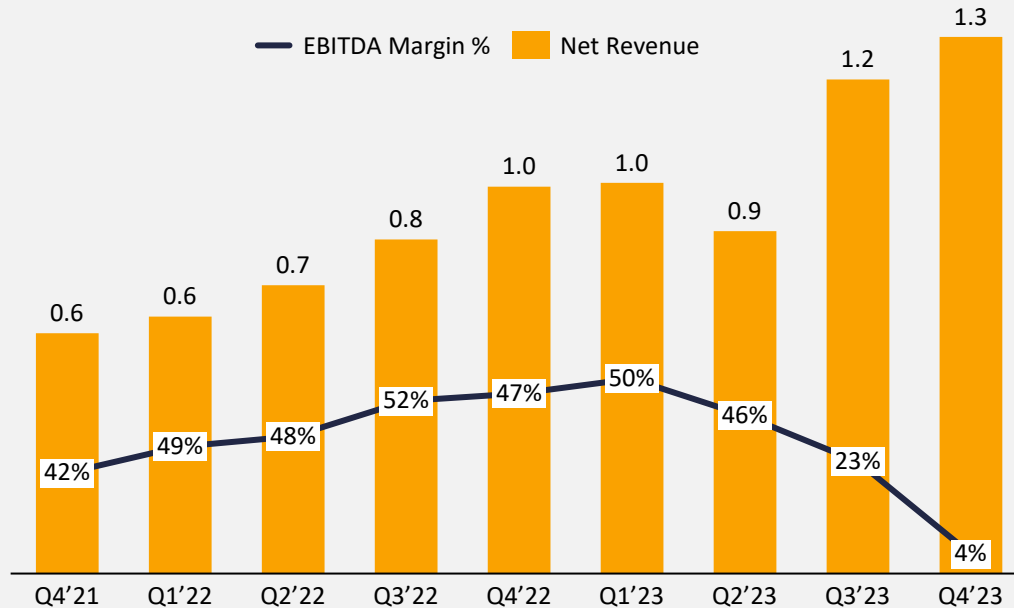


Reporting and Business Intelligence across all EveryMatrix products

AFFILIATE

STRONG REVENUE GROWTH DRIVEN BY BOTH PARTNERMATRIX AND DEEPCI

Affiliate Net Revenue^{1,2}, €m and EBITDA Margin %



- Net revenue reached €1.3m up 39% YoY, while EBITDA decreased 89% YoY driven by product and commercial investment.
- Full year net revenue reached €4.4m up 39%, while EBITDA decreased by 21% to €1.2m YoY.³
- Integrated DeepCI's market intelligence with PartnerMatrix's tracking of affiliates financial data. This combination provides key end-to-end insights for operators and affiliates.



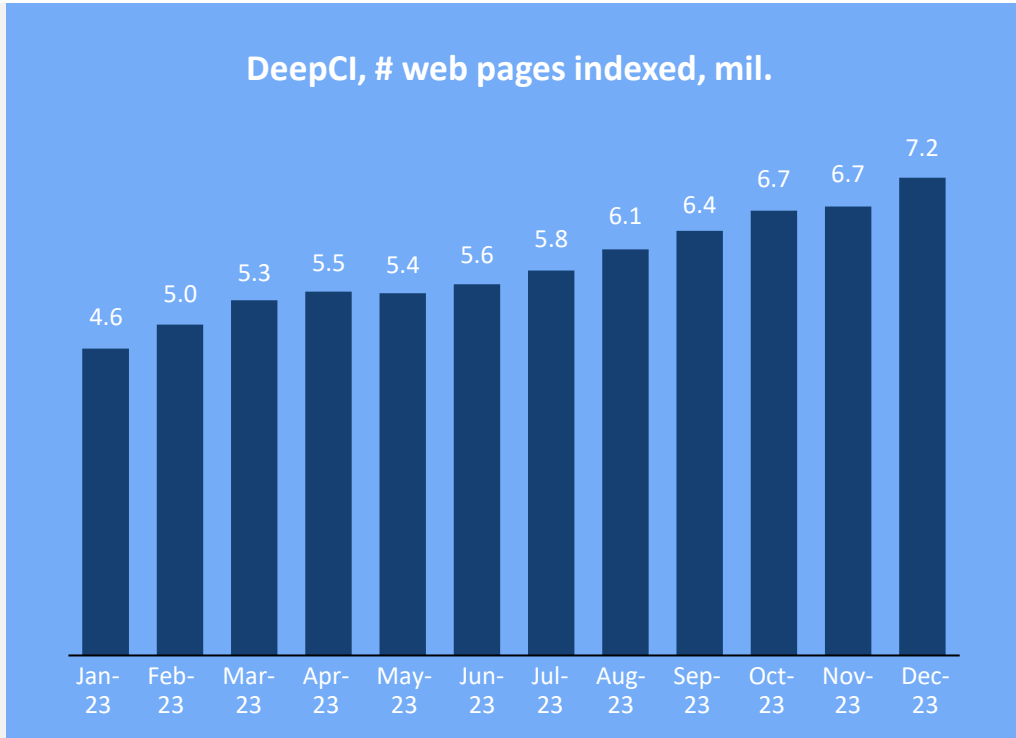
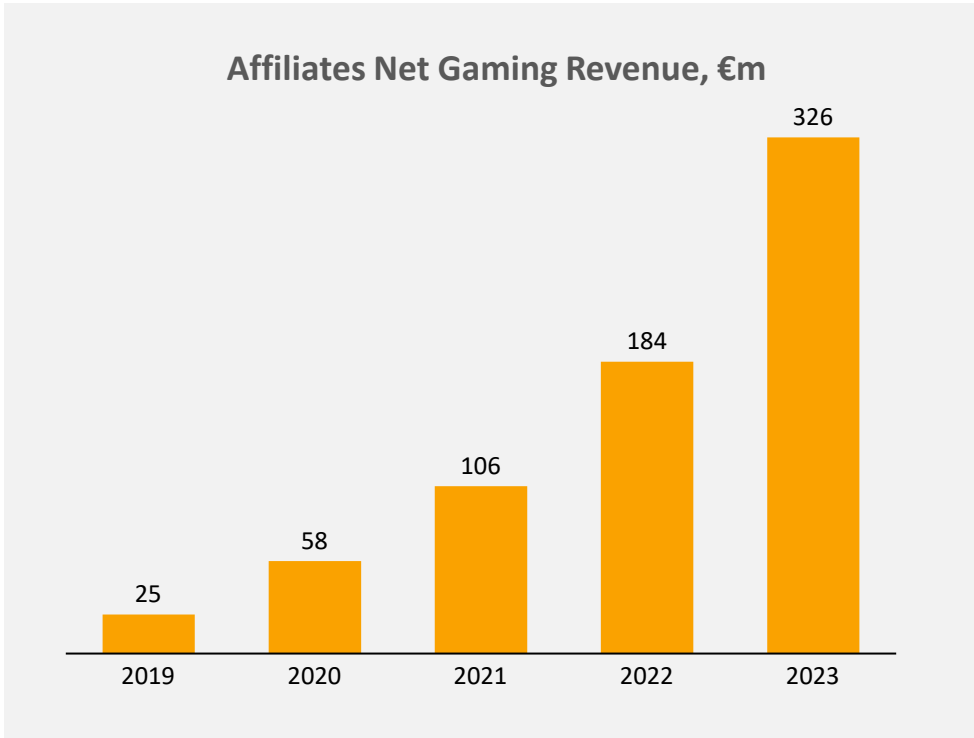
B2B Affiliate System platform for operators to reward affiliates



Business Intelligence across global affiliate market

AFFILIATE

GROWTH OF PARTNERMATRIX AND NUMBER OF INDEXED PAGES BY DEEPCI



B2B Affiliate System platform for operators to reward affiliates



Business Intelligence across global affiliate market

CORPORATE AFFAIRS

EMPLOYEE MATTERS

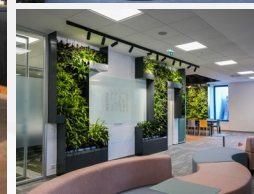
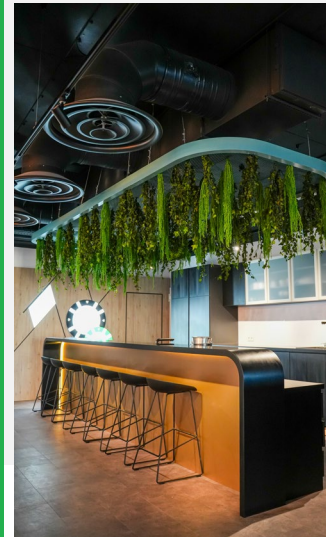


- 2023 marked the 15th anniversary of EveryMatrix.
- Our organization experienced significant growth. Number of employees increased from 698 to 908 with 70% male and 30% female employees.
- In Q4 alone, 70 new professionals joined our team across various locations.
- Bobby Longhurst appointed as new Group Chief Commercial Officer, effective November 2023. Bobby brings extensive experience from leading iGaming suppliers such as Sportngtech, Pronet Gaming, and SBTech.
- Expanded our global presence by inaugurating new office in Batumi, Georgia, bringing our total to 13 offices. This addition support the launch and servicing of the new PlayMatrix product.

NEW OFFICE BUILDING IN BUCHAREST, ROMANIA

OPENED PURPOSE-BUILT, ECO-FRIENDLY OFFICE IN BUCHAREST

- Opened 7,500 sq/m purpose-built, eco-friendly office in Bucharest for 400 employees - the company's largest development hub.
- Located centrally by University Square, much room to cater for more staff and attractive for new talent.
- Built using sustainable construction materials and methods to minimise impact on the environment.
- Facilities include state-of-the-art floors, meeting rooms, product showroom, gym, pool, restaurant and retail services, relaxation rooms on every floor and garden areas.



ENVIRONMENTAL, SOCIAL AND GOVERNANCE

2023 HIGHLIGHTS

TEACH stream

- In 2023, we expanded our educational services adding the new “Sfanta Maria” center, complementing our existing five centers.
- Enrolled an additional 40 children in our program, thereby reaching a total of 200.
- Introduced an additional IT teacher, increasing our teaching staff to six.
- Our program covers English, Computer Literacy and Mathematics.
- TeachStream remains fully funded by EveryMatrix.



- Ongoing support for our Ukrainian staff and charities with €317k donated during Q4 bringing the grand total donations to €1.75m.
- We continue to contribute significant cash amounts every month to Ukrainian charities.

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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 900 employees across twelve countries and serves 300 customers worldwide, including the regulated U.S. market.

EveryMatrix is a member of the World Lottery Association (WLA), European Lotteries Association, and iDEA Growth in the U.S. In September 2023 it became the first iGaming supplier to receive WLA Safer Gambling Certification.

EveryMatrix is proud of its commitment to safer gambling and player protection whilst producing market leading gaming solutions.

Find out more at everymatrix.com