



UPDATE

Q1 2024

May 13, 2024

PERFORMANCE SUMMARY

Q1 2024

- Reached a net revenue record of €39m, up 66% YoY while EBITDA also surged to an all-time high of €22m, up 111% YoY.
- EBITDA margin reached a record 57%, up from 45% in Q1 2023.
- EBITDA for the last twelve month period reached €71m, up 145% YoY.
- Signed a large turnkey deal worth more than €3m per year - and 39 other new deals.
- Launched game content with Entain (BetMGM), Golden Nugget and DraftKings in Michigan, US.
- Granted B2B technology provider accreditation from the Peruvian authorities (MINCETUR).
- Reached 966 employees world wide, welcomed more than 85 new colleagues since end of Q4 2023.
- Opened office in Cebu, Philippines, supporting our DeepCI product development.





Everything is possible.

FINANCIAL HIGHLIGHTS

Q1 2024

FINANCIAL HIGHLIGHTS - Q1 2024

RECORD NET REVENUE AND EBITDA MARGIN

Revenue

€80m

+66% YoY

Net Revenue¹

€39m

+66% YoY

EBITDA

€22m

+111% YoY

EBITDA margin²

57%

Cash conversion³

74%

1) Growth includes revenue from acquisitions. Adjusted for that, organic net revenue was up 65% YoY.

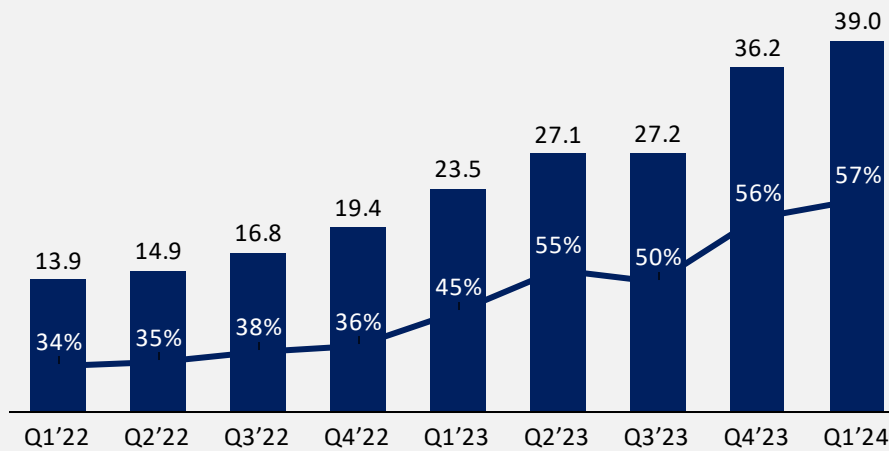
2) EBITDA margin = EBITDA/net revenue.

3) Cash conversion calculated as Cash flow / EBITDA. Defined as Cash flow from operating activities less cash flow from investing activities (excl. M&A related CAPEX).

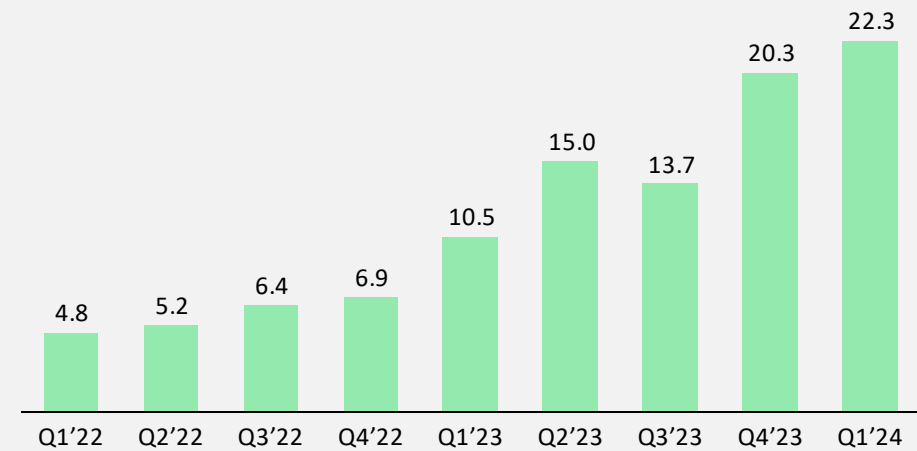
GROUP FINANCIAL DEVELOPMENT

ACHIEVED RECORD NET REVENUE AND EBITDA

Consolidated Net Revenue¹ and EBITDA margin² %, €m



Consolidated EBITDA, €m



- Net Revenue record result of €39.0m (€23.5m), up 66% YoY with LTM reaching €129.5m up 74% YoY.
- EBITDA jumped to €22.3m (€10.5m), marking a 111% YoY increase YoY with LTM reaching €71.3m up 145% YoY.
- EBITDA margin increased to a new all-time high 57% driven by client launches, solid sports trading margins and continued growth in Casino.



Everything is possible.

OPERATIONAL HIGHLIGHTS

Q1 2024

KEY EVENTS – Q1 2024

NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

● HQ ● CASINO ● SPORTS ● PLATFORM ● AFFILIATE

Migrated 5 more clients to the new wallet system

Launched own game content with Entain (BetMGM), GoldenNugget and DraftKings in Michigan, US

Released 30+ new betting types across multiple sports

Signed Turnkey Deal with annual net revenues to EveryMatrix of more than €3m

Integrated 15 new payment solutions

Among the first B2B technology providers granted regulatory accreditation from the Peruvian authorities (MINCETUR)

Extended NBA odds model developed in-house to a total of 20 markets

Launched 886 unique new games bringing the total to 27,825 on our aggregation product, SlotMatrix

Signed 14 new DeepCI clients

Signed 15 new PartnerMatrix clients

Opened new office in Cebu, **Philippines**, focusing on our DeepCI products



Everything is possible.

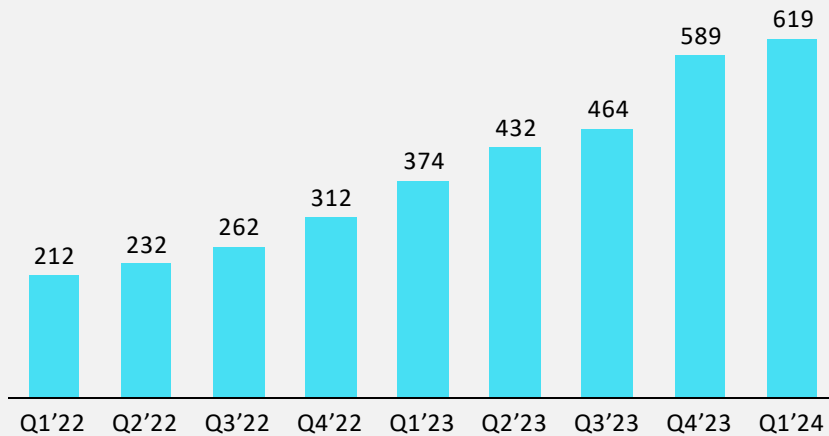
OPERATING REVIEW

Q1 2024

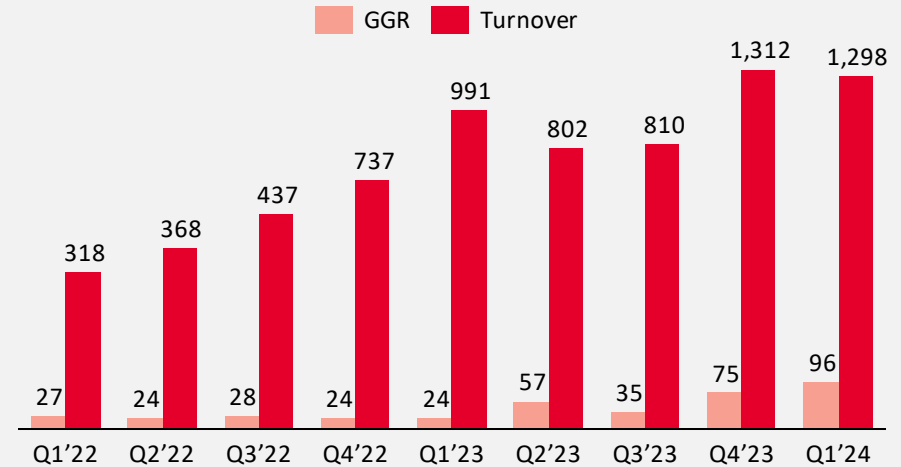
GROSS GAMING REVENUE (GGR) DEVELOPMENT

EVERYMATRIX'S OPERATORS

Casino GGR 2022-2024, €m



Sports Turnover & GGR 2022-2024, €m

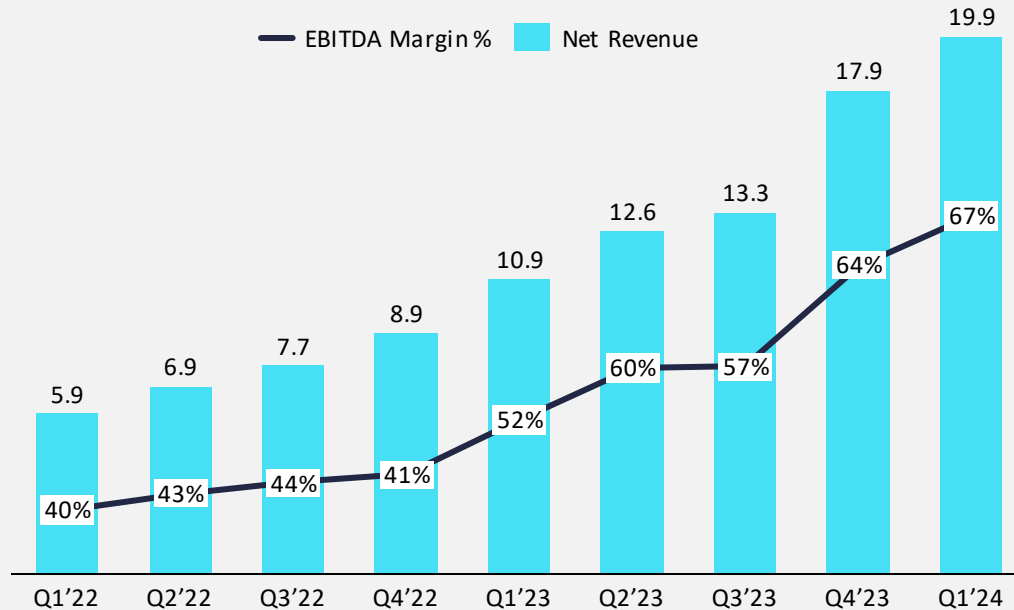


- EveryMatrix's operators' GGR comes from both Casino and Sports.
- It was yet another record quarter for Casino GGR surging 65% YoY to €0.6b with the LTM reaching €2.1b an 78% YoY increase.
- Quarterly sports turnover was up by 31% YoY, reaching €1.3b, while GGR surged by 308% YoY to €96m. The LTM turnover reached €4.7b, reflecting an 85% YoY increase, with GGR rising by 163% to €263m.

CASINO

CONTINUED STRONG GROWTH AND INCREASING PROFITABILITY

Casino Net Revenue, €m and EBITDA Margin %



- Net revenue reached €19.9m up 83% YoY, while EBITDA reached €13.2m reflecting a 132% YoY increase.
- Introduced a total of 886 unique game titles.
- Integrated 7 new casino vendors, bringing the total to 158.
- PlayMatrix now live on 14 brands.
- Released 7 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



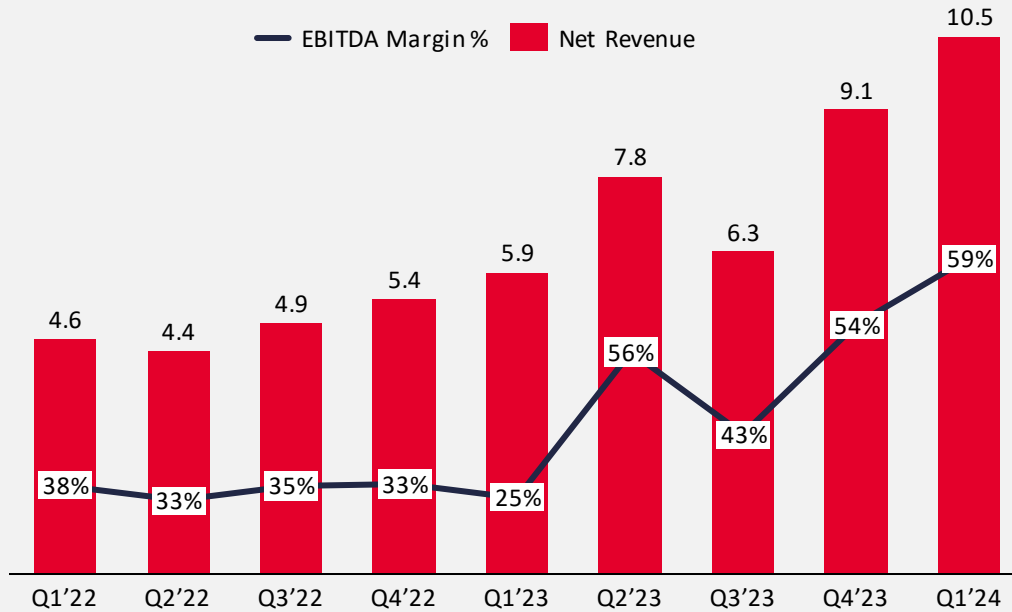
Own game studio US focused



SPORTS

STRONG GROWTH IN NET REVENUE AND HIGHER PROFITABILITY

Sports Net Revenue, €m and EBITDA Margin %



- Net revenue for the quarter reached €10.5m up 78% YoY, while EBITDA reached €6.2m reflecting a massive 313% YoY increase.
- Reached a record 173k Live Events in a single month.
- Released Stake-Back feature, granting players a part of their stake back when missing an outcome in multi-bets.
- Extended the NBA Odds Model developed In-House.
- Average number of bets per month in Q1 reached 39m.

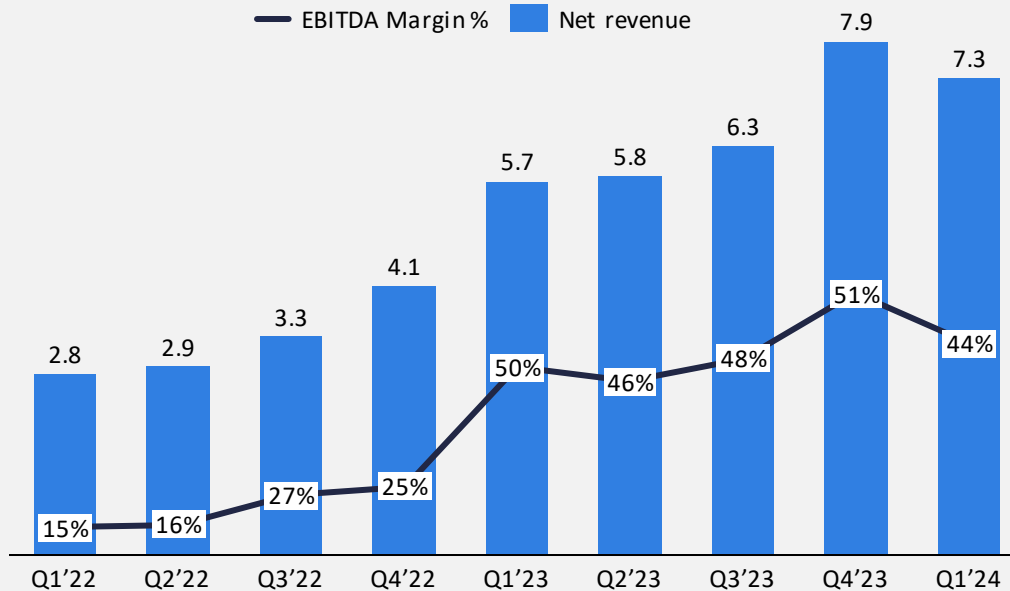


Fully Managed Omnichannel
Sportsbook and real-time Betting Data
Feeds and APIs

PLATFORM

SCALABILITY LEADING TO HIGH PROFITABILITY

Platform Net Revenue, €m and EBITDA Margin %



- Net revenue landed at €7.3m up 28% YoY, while EBITDA reached €3.2m reflecting a 13% YoY increase.
- The new wallet system of our PAM efficiently processed 230,000 bets per minute during peak hours, up 44% QoQ. Accounting for bets plus wins the system processed >300,000 rounds per minute during peak.
- Migrated 89% of payment vendor traffic to the new microservice infrastructure.
- Developed 27 new payment features with immediate impact on the German, Croatian and Romanian market.



Gaming and Player Account Management Platform (PAM)



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

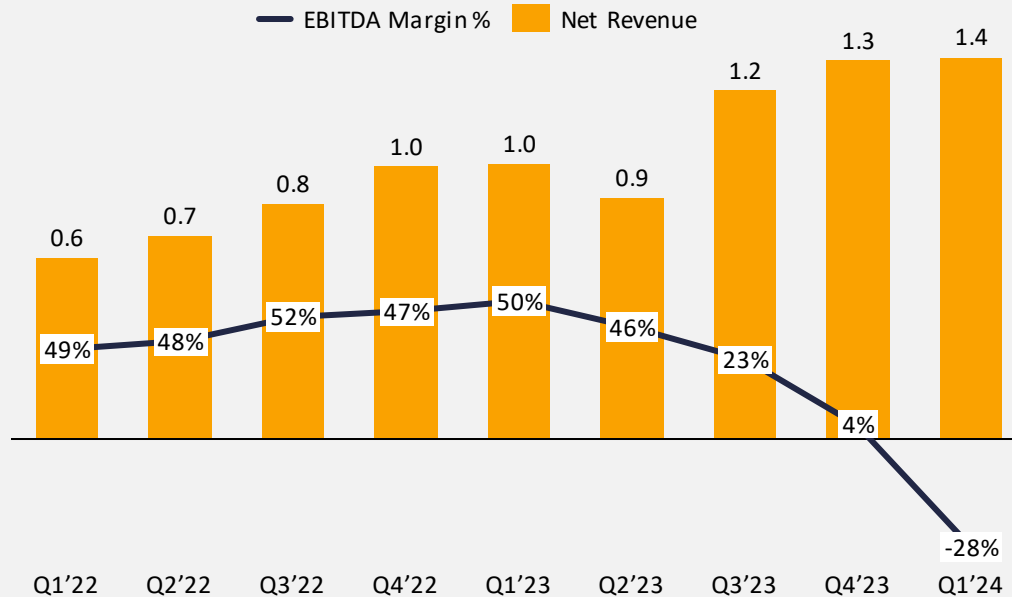


Reporting and Business Intelligence across all EveryMatrix products

AFFILIATE

MODEST REVENUE GROWTH DRIVEN BY PARTNERMATRIX

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



- Net revenue reached €1.4m up 39% YoY, while EBITDA decreased 179% YoY to -0.4m driven by continued product and commercial investment.³
- For DeepCI we added a further 22 geos, such as Kenya, Nigeria, Tanzania in Africa. Azerbaijan, Croatia, Kazakhstan, Lithuania, Slovenia, and Qatar in Europe and West Asia.
- Completed indexing of Telegram for The DeepCI Affiliate tracking tool. Tracking over 5,000 channels for daily messages that promote iGaming brands.



B2B Affiliate System platform for operators to reward affiliates



Business Intelligence across global affiliate market

CORPORATE AFFAIRS

EMPLOYEE MATTERS



- Our organization continues to experience significant growth. Number of employees increased in Q1 with 6% to 966 and surpassed 1,000 post period.
- After serving as Group CCO, Co-founder, Stian Hornsletten transitioned to head up our in-house Games division.
- Arthur Barker hired as CEO of our Payments division, MoneyMatrix. Arthur brings more than 18 years of industry experience at leading iGaming suppliers. Most recently as MD for GAN in the US and COO for Sporting Tech in LatAm.
- Nikolina Gabelica, former Croatian Lottery executive, joined as Head of Lottery as we seek to strengthen our product offering and leveraging our strong WLA client base.
- Expanded our global presence by inaugurating a new office in Cebu, Philippines, bringing our total to 13 offices.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Q1 2024 HIGHLIGHTS



- Expanded with a new center to: Sfanta Sofia bringing the total to 7 centers. Actively working with over 220 children daily.
- Participated in the Regional and National First Lego League Competition, Romania. Two of the teams received the Innovation Project Award and Robot Performance.
- Two teams participated in First Lego League Moldova in Chisinau. One team won the Engineering Award.
- TeachStream remains fully funded by EveryMatrix.

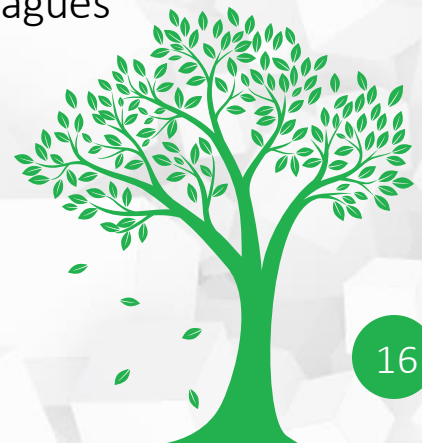


- Ongoing support for our Ukrainian staff and charities with €151k donated during Q1 bringing the grand total donations to €1.9m.
- We continue to contribute significant cash amounts every month to Ukrainian charities.

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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 1,000 employees across thirteen 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