



UPDATE

Q2 2023

August 30, 2023

PERFORMANCE SUMMARY

Q2 2023

- Another record quarter for Net Revenue¹ and EBITDA passing €15m.
- Very strong growth and profitability in all business segments - Net Revenue up 82% YoY and 15% QoQ with EBITDA up 188% YoY and 42% QoQ.
- Acquired DeepCI post period, a unique, data-driven betting and gaming affiliate optimisation service.
- Launched The Maltese National Lottery with new product LotteryEngine solution to facilitate online lottery ticket sales.
- Strong cash position maintained, with balance of €34m at period end.





Everything is possible.



FINANCIAL HIGHLIGHTS

Q2 2023

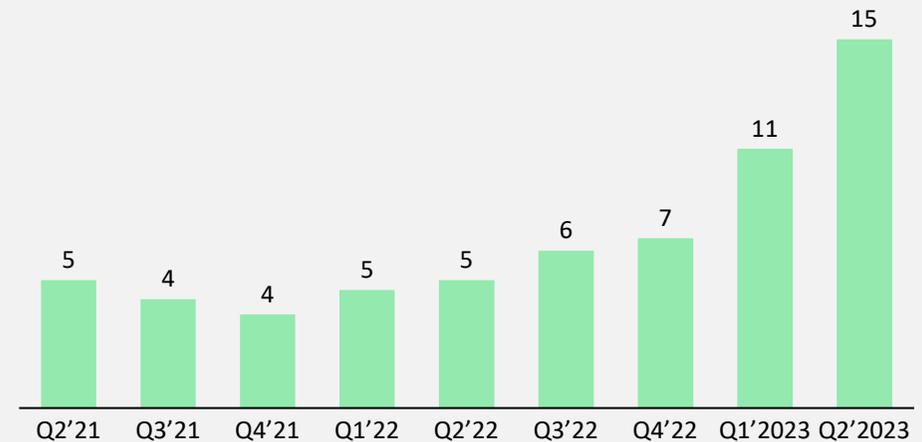
GROUP FINANCIAL DEVELOPMENT

CONTINUED STRONG RESULTS ACROSS THE GROUP

Consolidated Net Revenue and EBITDA Margin² %, €m



Consolidated EBITDA, €m



- Net Revenue reached €27.1 million (€14.9m) up 82% YoY and with a 3-year CAGR of 46%¹
- EBITDA reached €15.0 million (€5.2m) up 188% YoY. Strong conversion of Net Revenue growth into profit growth.
- The profit margin, EBITDA/Net Revenue, increased to 55% driven by the strong growth in revenues and successful cost control. This is an all-time high profit margin for EveryMatrix.

FINANCIAL HIGHLIGHTS – Q2 2023

CONTINUED STRONG GROWTH IN NET REVENUE AND EBITDA

Revenue

€56m

+88% YoY

Net Revenue

€27m

+82% YoY

EBITDA

€15m

+188% YoY

EBITDA margin⁽¹⁾

55%

Cash position

€34m



Everything is possible.

OPERATIONAL HIGHLIGHTS

Q2 2023

KEY EVENTS - Q2 2023

NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

● HQ ● CASINO ● SPORTS ● PLATFORM

26 new contracts signed in +8 jurisdictions

Live with Wynnbet in New Jersey

Added more than 50 new clients through the DeepCI acquisition

Signed with U.S Integrity, using OddsMatrix sports data to provide North American clients with betting-related fraud alerts

PartnerMatrix launched Entertainment Art in LATAM and Playmaster in Africa

Signed 2win.mk, an EL/WLA member, using OddsMatrix with their online platform

Reached a record casino turnover of €4bn within a single month

9 new payment integrations

Nationwide US contract with DraftKings and live in the first jurisdiction

MALTA NATIONAL LOTTERY LAUNCH

LOTTERYENGINE SOLUTION FACILITATING ONLINE LOTTERY TICKET SALES IN MALTA



**National
Lottery^{MT}**

POWERED BY



- The Maltese National Lottery launched with EveryMatrix's LotteryEngine solution to facilitate online lottery ticket sales in Malta through the National Lottery's website.
- LotteryEngine serves as the bridge between the retail lottery platform, delivered by IGT, and a modern iGaming front-end.
- EveryMatrix has built standard APIs designed to work with *any* provider of lottery central systems, to deliver standard lottery Draw Based Games as well as lottery E-Instant or E-Scratch games to a modern, competitive iGaming suite.
- This approach offers several advantages, including faster time to market, one database of lottery transactions with less risks, and simpler data management.
- A modern iGaming front-end with omnichannel connectivity: connecting seamlessly with retail solutions for a unified user experience across different channels and allowing a seamless player centric addition of other verticals such as Sports and Casino.
- Easier access to industry standard tools: CRM, segmentation services, exclusion databases, and proactive responsible gambling tools, all cross vertical.

EVERYMATRIX ACQUIRES DEEPCI

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



We Know Every Affiliate
Website Promoting Your
Competitor's Brands

- DeepCI catalogs every affiliate page on every affiliate website in over 35 geographies, identifies brand presence and position on every affiliate page, and makes an estimate of how much affiliate traffic every brand gets.
- Operators pay a subscription service 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 Geo, who their biggest brands are, as well as which brands dominate each Geo.
- DeepCI also tracks PPC advertisers as well as YouTube Channels.
- There has been a rapid increase in monthly revenue as DeepCI signs up more operators.
- 50+ new EveryMatrix customers added through the acquisition.

bet365



betsson

dafabet

PARL
MATCH

Stake

EVERYMATRIX ACQUIRES DEEPCI

OPERATORS GAIN UNIQUE INSIGHTS INTO THE WHOLE AFFILIATE VALUE CHAIN

- DeepCI was founded in 2020 by Riaan de Jager and Lewis Civin and has rapidly grown since then. Due to its remarkable growth DeepCI has already reached profitability.
- CEO Lewis Civin will continue to manage the business as an independent part of the EveryMatrix Group.
- After being acquired by EveryMatrix 1 July 2023, DeepCI is excited to continue its expansion in this space.
- All-cash acquisition funded entirely by cash flow from operations
- DeepCI acquisition was promoted widely at iGB Live Amsterdam in July 2023.



Future enhancements include combining DeepCI website positioning data with PartnerMatrix financial data. This is an integration of data that does not yet exist in the industry.





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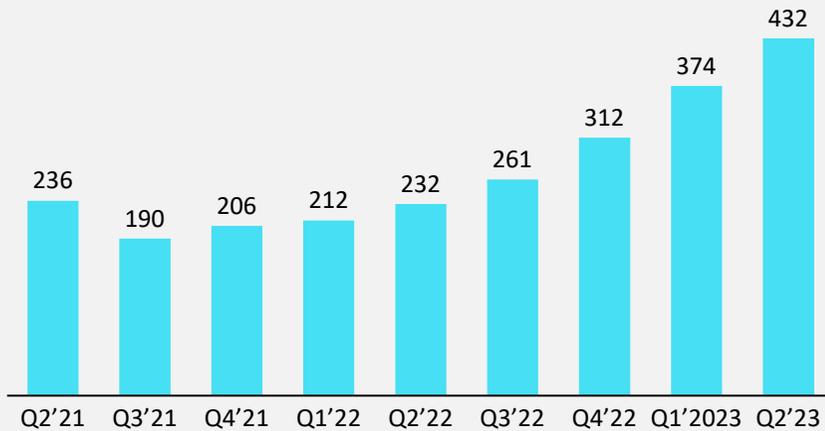
OPERATING REVIEW

Q2 2023

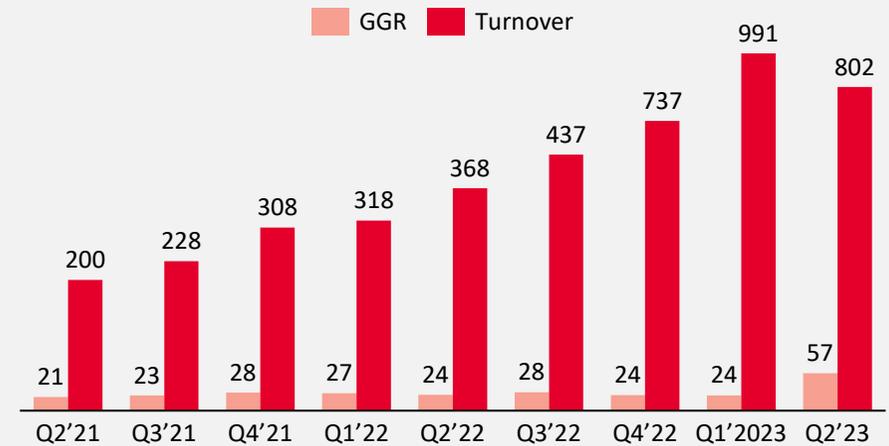
GROSS GAMING REVENUE (GGR) DEVELOPMENT

EVERYMATRIX'S OPERATORS

Quarterly Casino GGR 2021-2023, €m



Quarterly Sports Turnover & GGR 2021-2023, €m

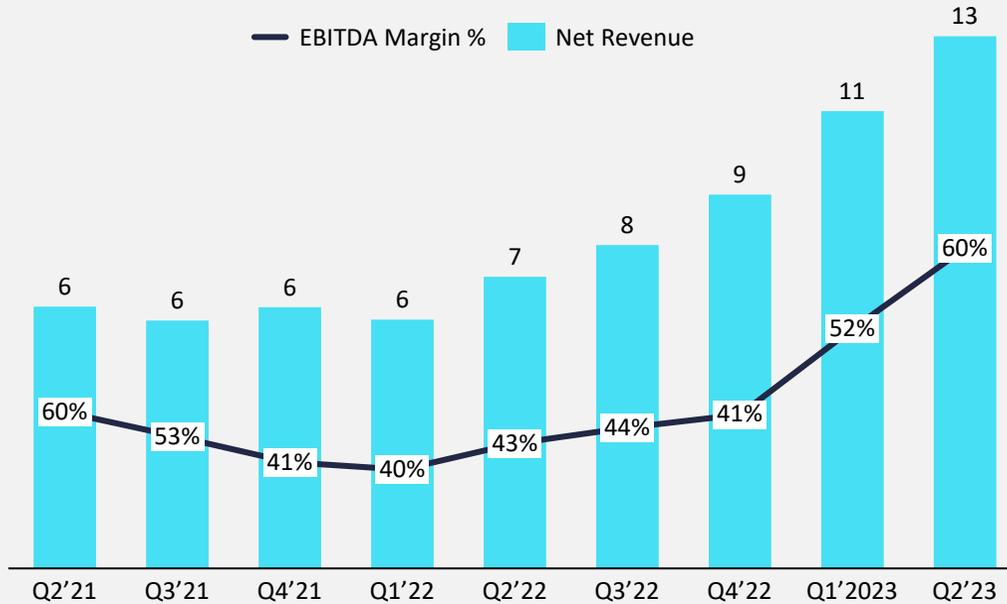


- EveryMatrix's operators' GGR comes from both Casino and Sports gaming.
- It was yet another record quarter for Casino in GGR up 86% YoY.
- Sports GGR saw a significant 137% growth YoY driven by improved margins from reduced odds promotion large clients.

CASINO

YET ANOTHER RECORD IN NET REVENUE

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



- Another quarter with record Net Revenue reaching €12.6m up 83% YoY.
- EBITDA margin increased driven by growth in Net Revenue and successful cost control.
- Signed with AI provider Future Anthem to bring real-time RG, bonusing and game recommendations while player is playing to enable true personalized experiences.



Fully-featured casino platform solution



Wide range of bonus features across all content vendors



Enables building jackpots across all content vendors

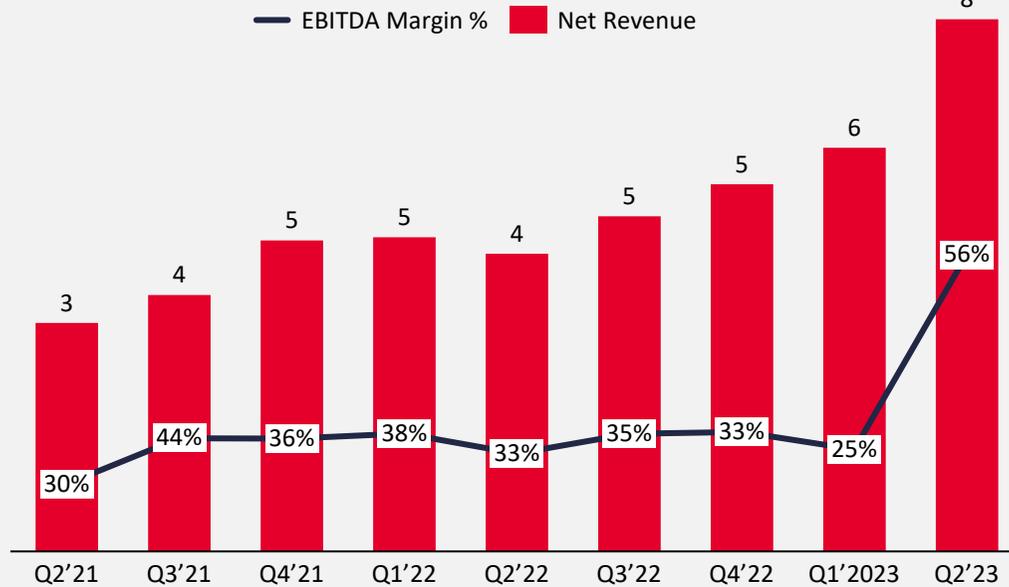


Own games alongside other studios on RGS and 300+ additional studios

SPORTS

STRONG YOY GROWTH

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



- Net Revenue reached €7.8m up 79% YoY.
- EBITDA margin improvement driven by change in odds promotion strategy from large clients.
- Product development: Faster Bet Settlement Times with a 75% decrease in settlement times during high-traffic periods.
- Added more than 30 new markets: encompassing additional points and games markets for Tennis, and introducing new cards, corners, and team markets for Football, such as team corner in chosen time ranges and both teams to receive at least two cards.

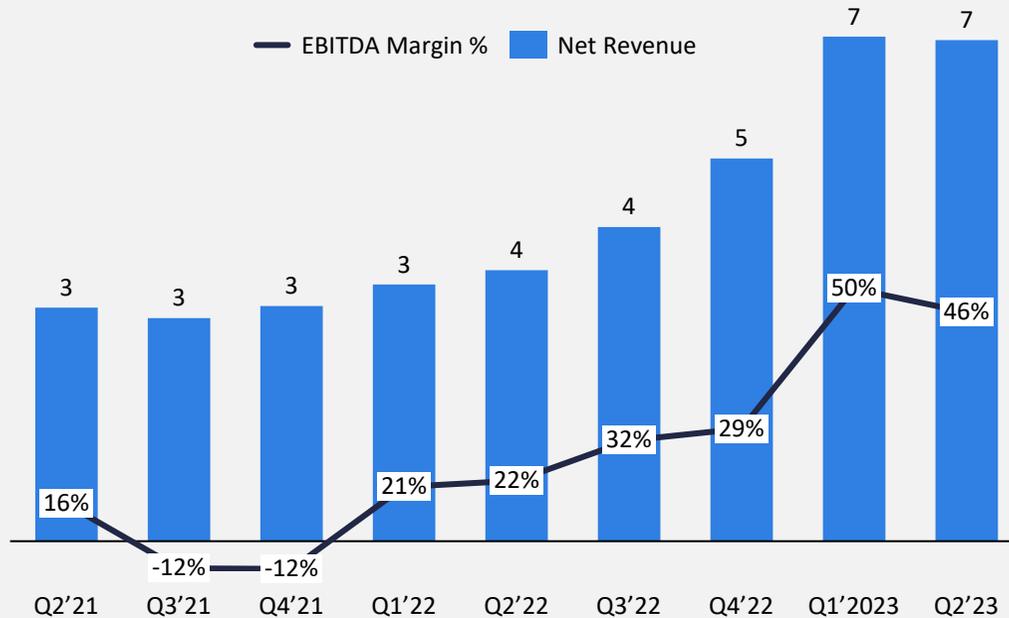


Fully Managed Omnichannel
Sportsbook and real-time Betting Data
Feeds and APIs

PLATFORM

STRONG GROWTH LEADING TO PROFITABILITY

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



- Net Revenue reached €6.7m up 85% YoY.
- EBITDA contribution of €3.0m.
- Platform continues to support Casino and Sports contracts.
- Migrated several large clients to our new wallet service. Clients reached 90,000 bets/minute during peak time.
- We will continue to migrate clients throughout 2023 and 2024.



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



- **Alex Stoian** newly hired as Group CTO. Alex has more than 25 years' experience in IT and joins from Dell Technologies. He has vast experience in IT security, managing service delivery, architecting comprehensive enterprise IT solutions from end-to-end and establishing IT policies.
- **Marius Iancu** hired as Head of HR post period. Marius has experience in all HR related matters from HR Transformation, change management, recruitment to HR strategy implementation from British American Tobacco, AON - Hewitt and recently as Head of HR for Romania and Bulgaria at Coface.
- **Alina Alexandru** switched role from Group CTO to Group COO
- **Lewis Civin from DeepCI** will continue as CEO to lead DeepCI as an independent Business Unit within the EveryMatrix Group.
- Welcomed more than 80 new colleagues across the globe.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Q2 2023 HIGHLIGHTS

TEACH stream

- We are delighted to announce that we have successfully established our operations at the St. Maria Center, the sixth and newest of our centers in Bucharest.
- We have proudly contributed a fully-equipped room, equipped with eight modern computers, eight tablets, a sizable television, and all the necessary furniture.
- With great enthusiasm, we have initiated our comprehensive range of programs, including Computer classes and English language courses.



- Ongoing support for our Ukrainian staff and charities with €275k donated during Q2.
- Total spend to support Ukraine is now €1.3m at the end of Q2 2023.
- Continue to contribute significant cash amounts every month to Ukrainian charities.

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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 750 employees across twelve countries and serves 300 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