



FINANCIAL REPORT

Q4 2021 AND FULL YEAR 2021

February 23, 2022

PRESENTERS

Q4 2021 AND FULL YEAR 2021



Ebbe Groes, CEO



Anton Lin, CFO



Eva Sparr, Head of IR

KEY TAKE-AWAYS

Q4 2021 AND FULL YEAR 2021

- Strong growth based on past product investments
- Investing for the next level of growth
- Positive cashflow, fully debt free
- Key progress in the U.S. market
- Sports milestone: +€100m in placed bets monthly
- Successful launches of new client brands
- Ongoing and growing environmental, social and governance work



WHO WE ARE

PURE PLAY B2B PROVIDER FOR TIER 1 GAMING OPERATORS

Company Highlights



140

Customers^(a)



1 million+

Monthly players^(b)



98%

Recurring revenue^(c)



NO CHURN

For top 10 clients^(d)



48%

Share of gross profit
from Tier 1 operators^(e)



+12,500

Accessible games^(f)

Strong Customer Base

UNIBET

betfair

TIPICO

winmasters

OPAP

dafabet

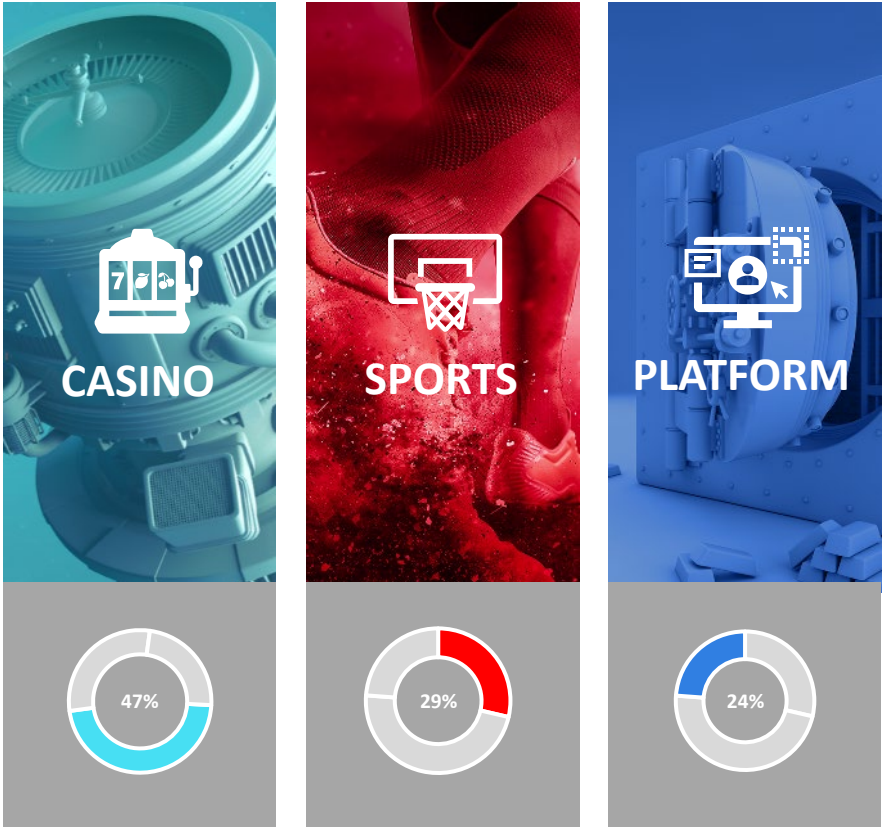
Norsk Tipping

WUNDERINO

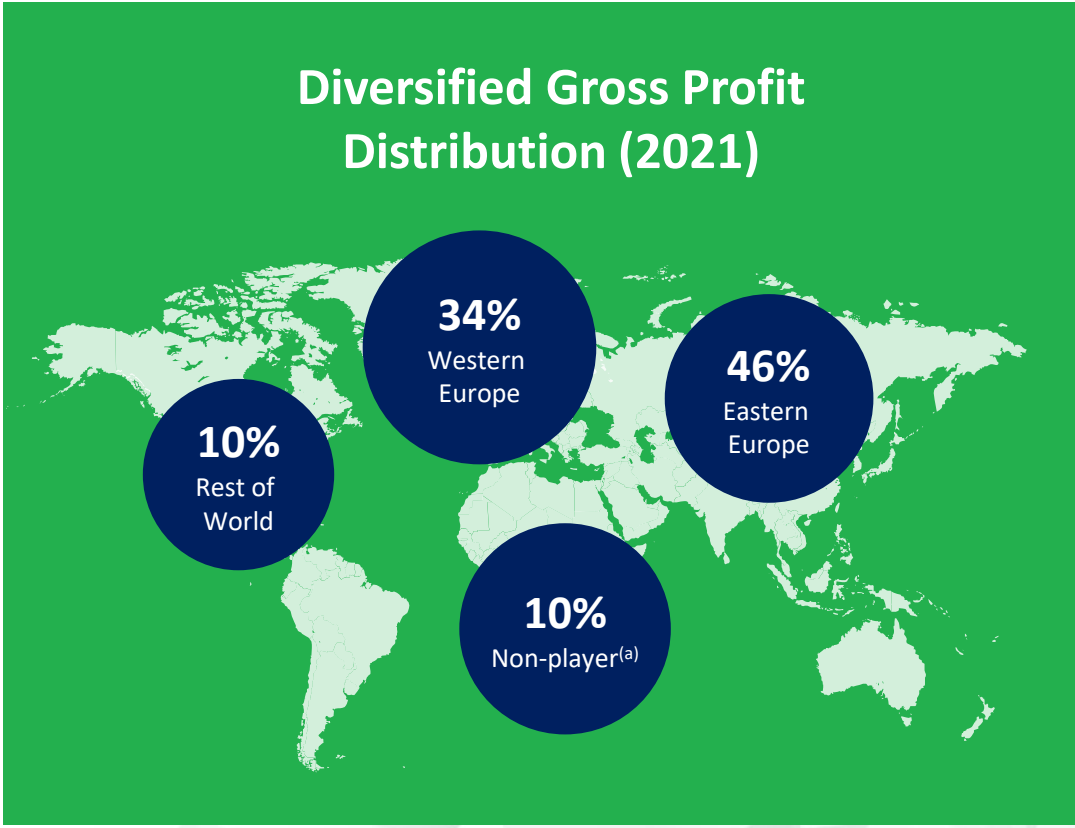
FEG
FORTUNA ENTERTAINMENT GROUP

THREE CORE PRODUCT CATEGORIES

PROVIDING A FULL-SERVICE OFFERING



○ Share of gross profit 2021 (excl. discontinued business units)



(a) Gross profit from Non-player includes e.g. start-up costs, data feed.



Everything is possible.

FINANCIALS

Q4 2021 AND 2021

FINANCIAL HIGHLIGHTS Q4 2021

CONTINUED PROFITABLE GROWTH

Revenue

€23.9m

+33% Y/Y

Gross Profit

€13.9m

+26% Y/Y

EBITDA

€4.4m

+23% Y/Y

EBITDA margin⁽¹⁾

32%

Net Cash

€12.1m

FINANCIAL HIGHLIGHTS YEAR 2021

STRONG GROWTH

Revenue

€86.7m

+23% Y/Y

Gross Profit

€51.5m

+32% Y/Y

EBITDA

€19.7m

+65% Y/Y

EBITDA margin⁽¹⁾

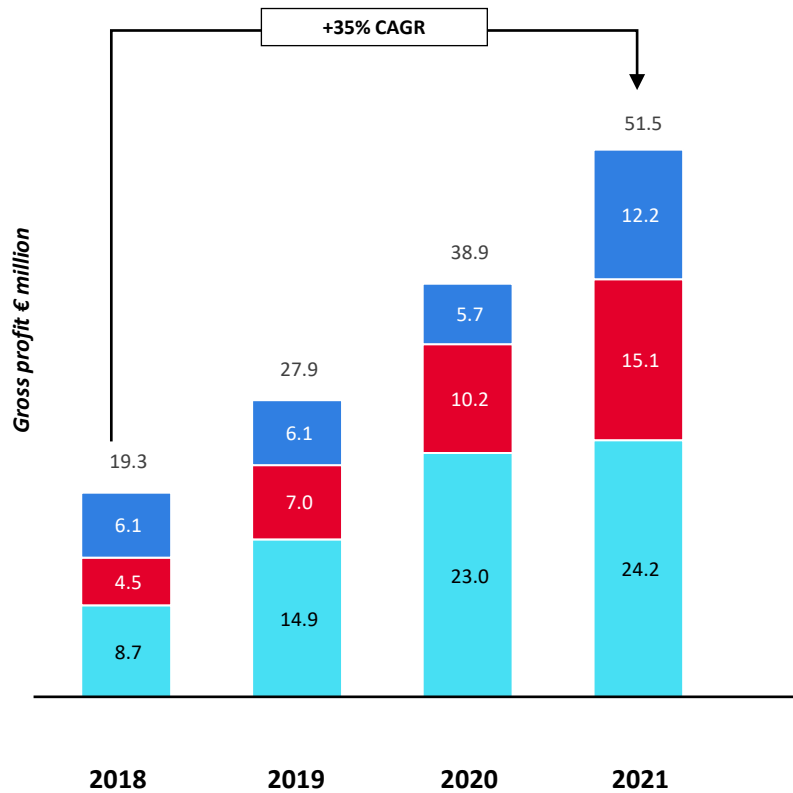
38%

Net Cash

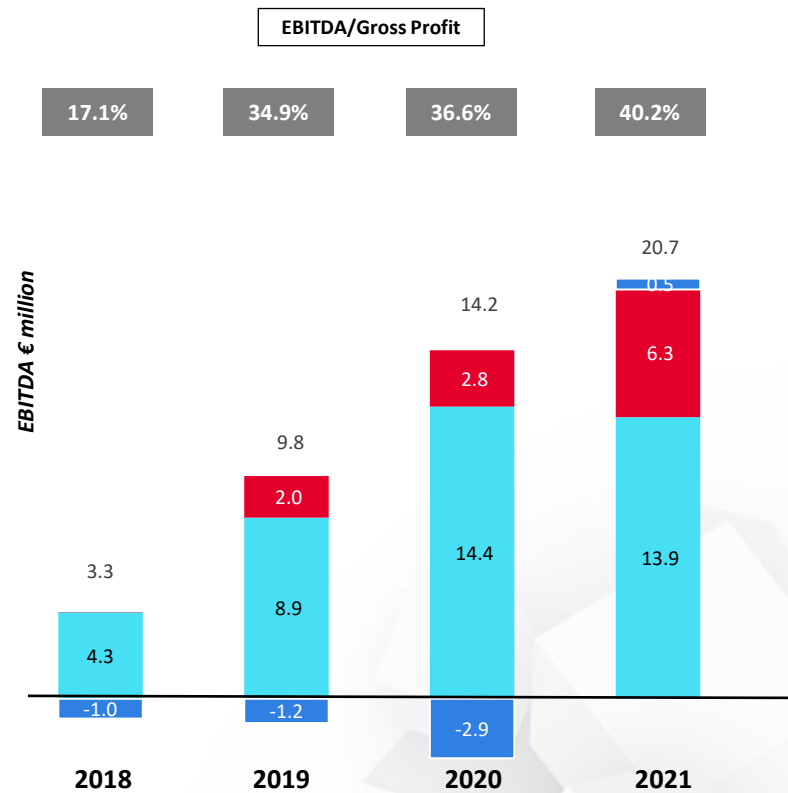
€12.1m

ATTRACTIVE FINANCIAL PROFILE

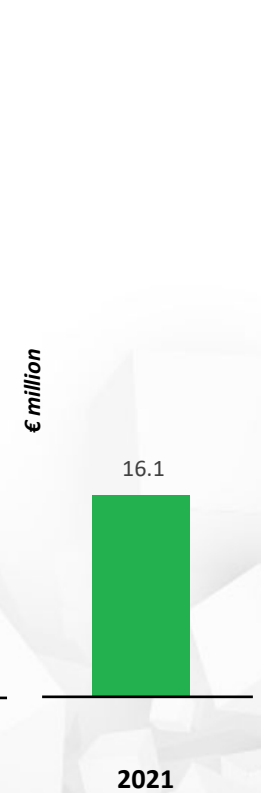
Impressive growth in gross profit driven by all segments^(a)



EBITDA development highlighting scalability^(a)



Group CFO^(b)

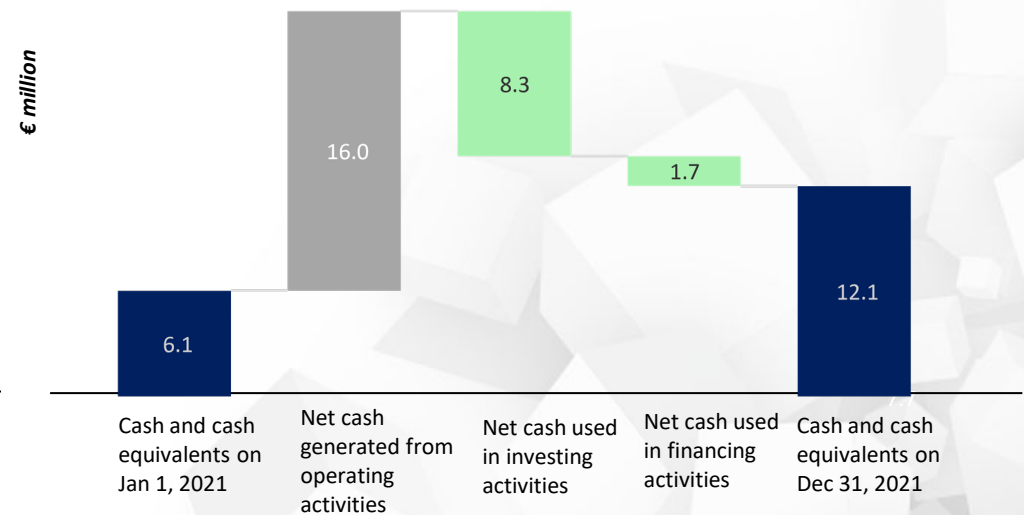
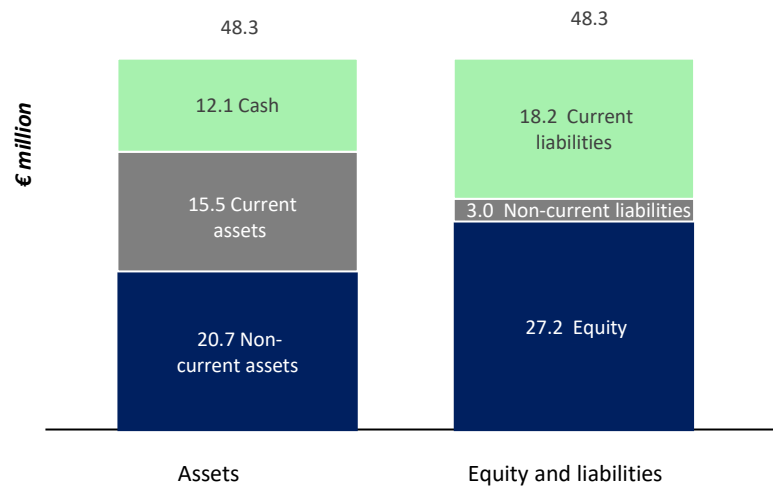


Casino Sports Platform

STRONG CASH POSITION

CASH POSITION AND CASH BALANCE

- Cash position at end of Q4'21 was €12.1 m.
- The Working Capital Requirement was cash generative at 3% of Revenue for 2021, providing no problems for organic expansion.
- Our cash balance is stable and provides the company with operating liquidity and a sizeable buffer.





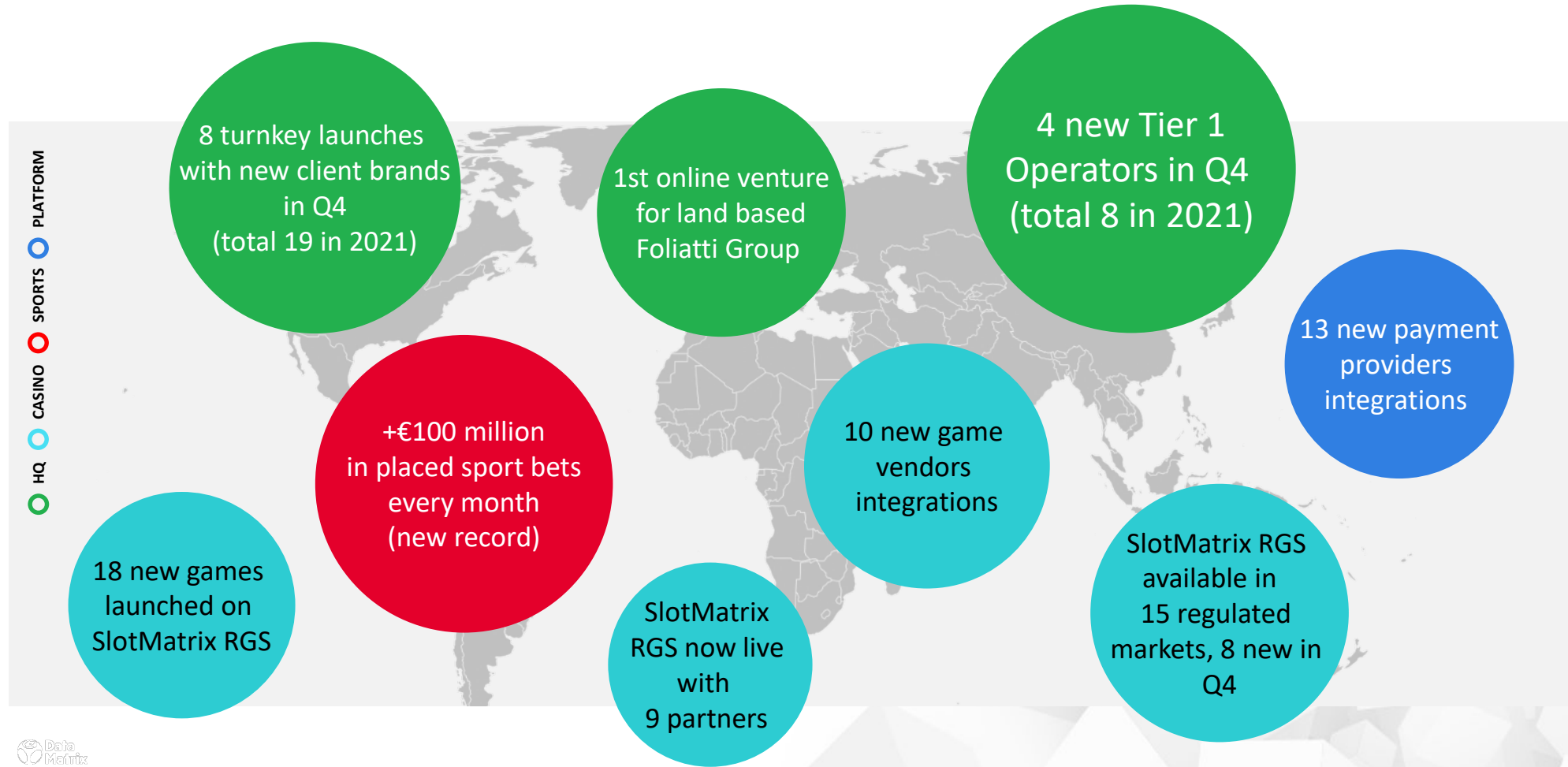
Everything is possible.

OPERATING REVIEW

Q4 2019 – Q4 2021

KEY EVENTS IN THE FOURTH QUARTER

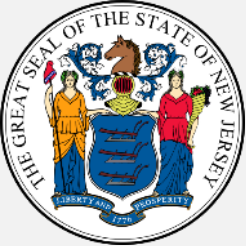


NEW CLIENTS, LAUNCHES, INTEGRATIONS AND CERTIFICATIONS




KEY EVENTS IN THE FOURTH QUARTER

EXPANDED PRESENCE IN THE U.S.

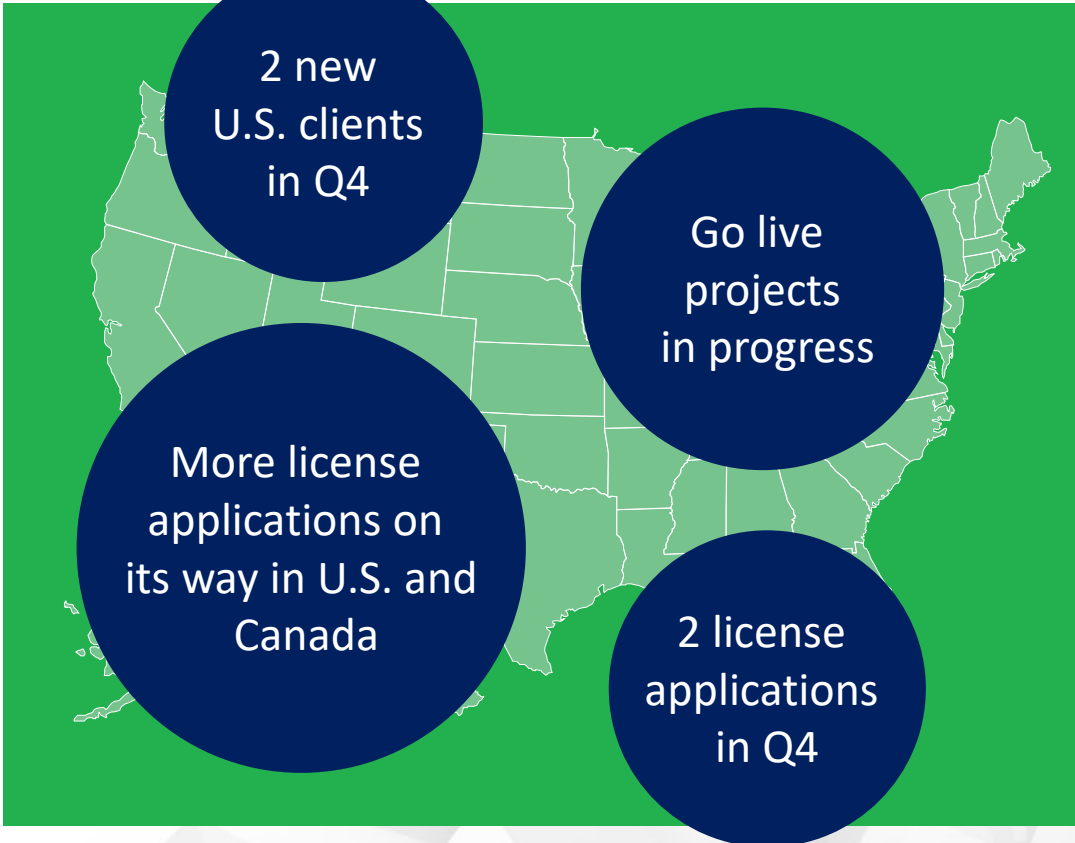


Q3 2021



Q4 2021



**+ TIER 1 OPERATOR
NOT ANNOUNCED**



- 2 new U.S. clients in Q4
- Go live projects in progress
- More license applications on its way in U.S. and Canada
- 2 license applications in Q4

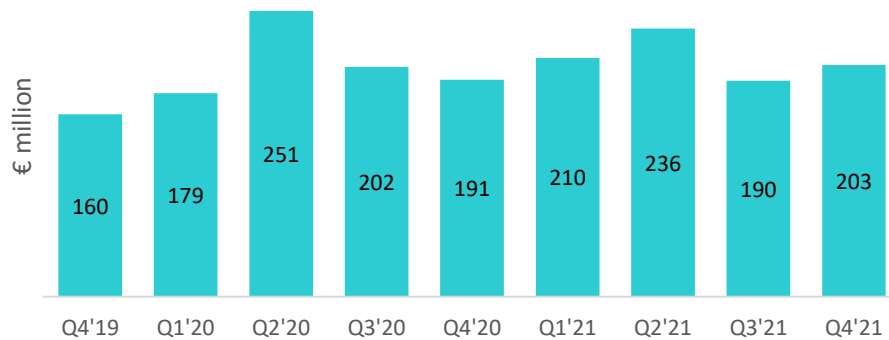
Tier 1 clients and license applications



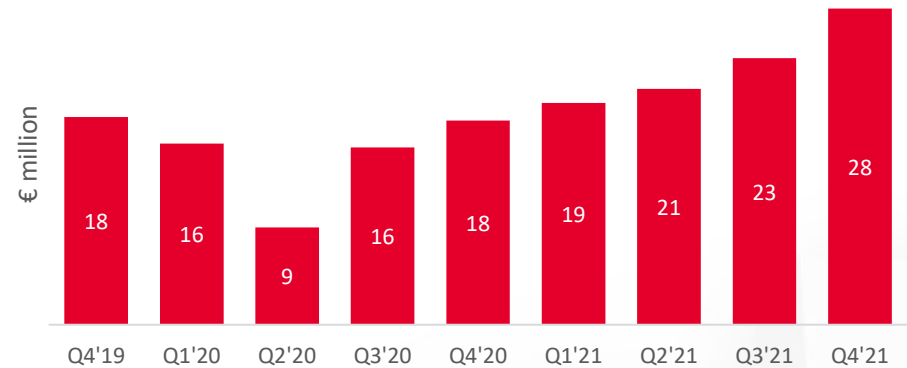
GROSS GAMING REVENUE (GGR) DEVELOPMENT

EVERYMATRIX'S OPERATORS

Quarterly Casino GGR Q4 2019-Q4 2021



Quarterly Sports GGR Q4 2019-Q4 2021

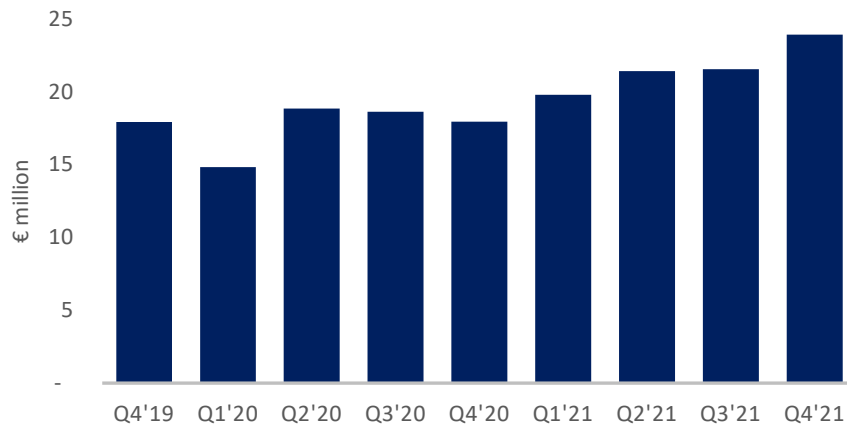


- EveryMatrix's operators' GGR comes from both Casino and Sports gaming.
- Casino was impacted by the regulatory changes in Germany Q3, Q4 and the full year 2021.
- Sports benefitted in Q4 from the most complete match schedules since the pandemic started.

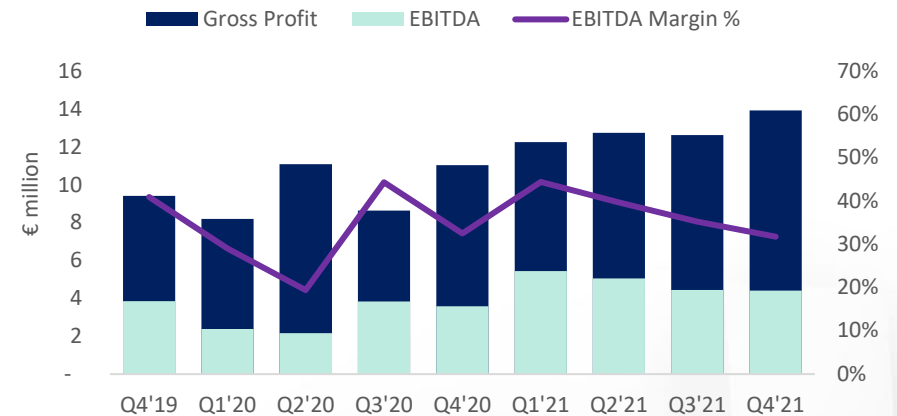
STRONG RESULTS ACROSS THE GROUP

CONSOLIDATED REVENUE AND GROSS PROFIT DEVELOPMENT

Consolidated Revenue Q4 2019-Q4 2021



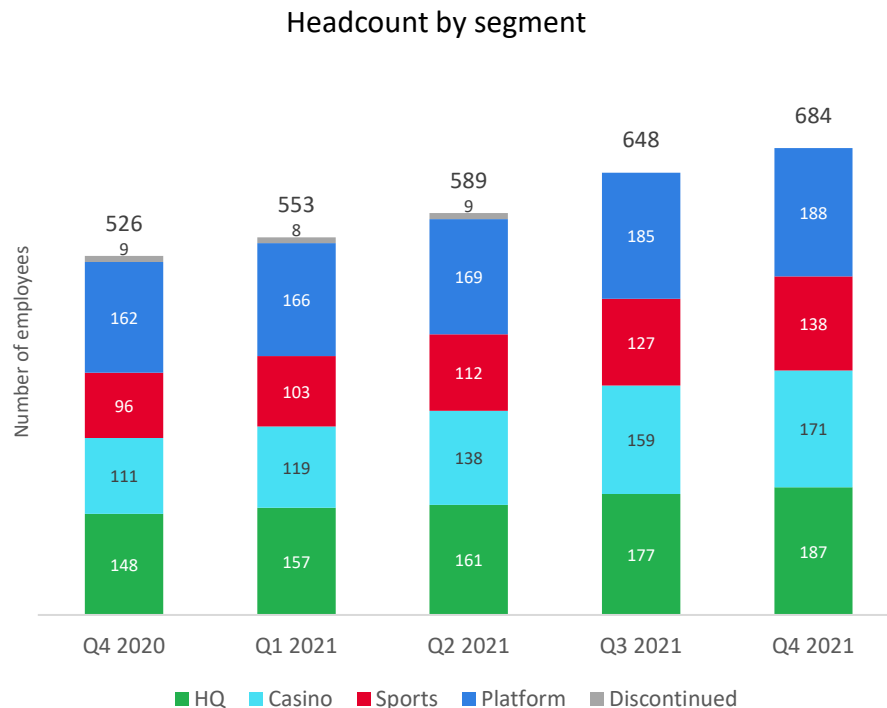
Consolidated Gross Profit, EBITDA, EBITDA Margin %



- Gross Profit is the best reflection of the underlying performance of the group.
- Continued strong results across the group in Q4'21 leading to a 26% increase in Gross Profit Y/Y.
- For the full year, Gross Profit increased by 32% compared to 2020.
- Continued hiring and investment in development has taken place throughout the pandemic.

INVESTMENTS INTO FUTURE GROWTH

INCREASING HEADCOUNT FOR THE NEXT LEVEL OF GROWTH

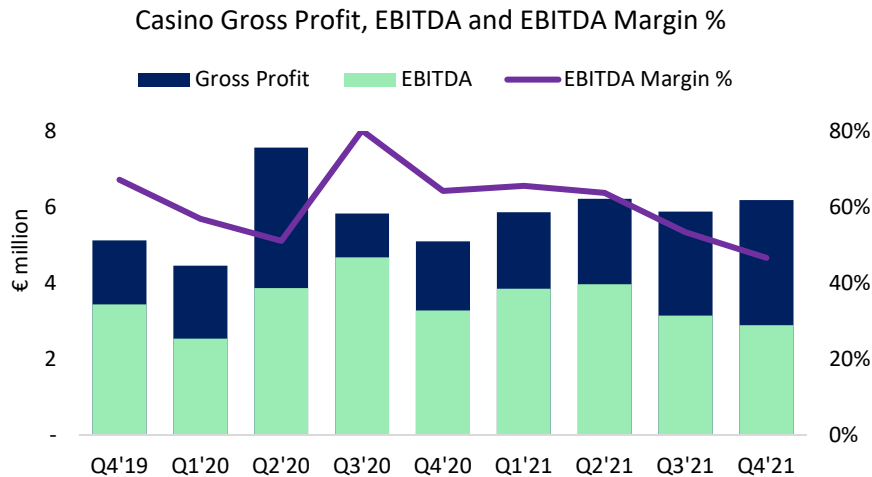


Main investments made:

- Sports. Product expansions to enable us to win larger opportunities.
- Casino. Opening of a 2nd studio, Armadillo Studios, dedicated to building games for the U.S. market.
- HQ. Increasing resources in legal, finance, compliance to cater for further expansion into regulated markets, and preparing for capital market activities.

CASINO

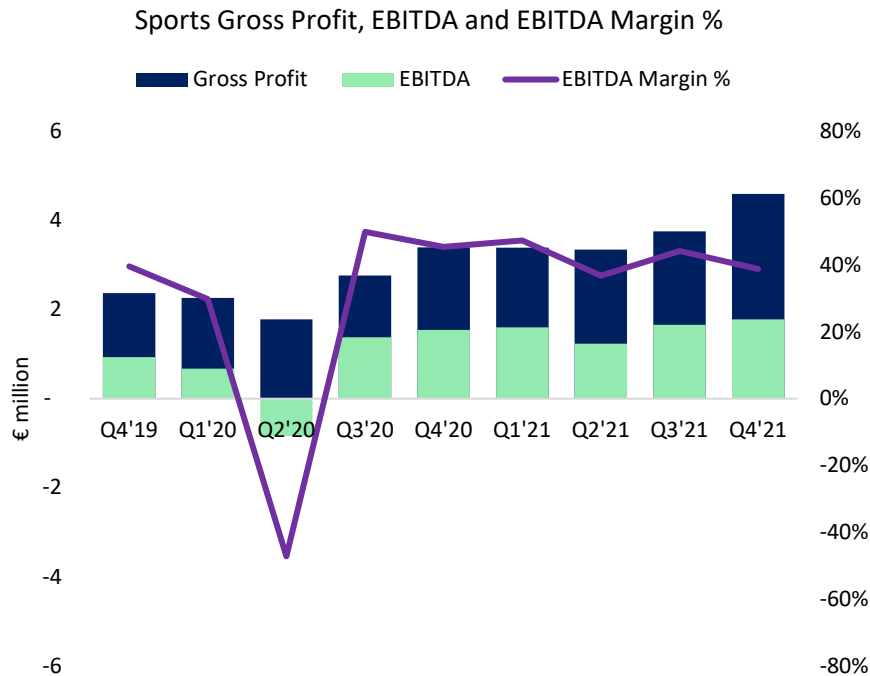
STRONG GROSS PROFIT GROWTH DESPITE IMPACT FROM GERMANY



- Strong gross profit growth in Q4, up 21%, compared to Q4'20 despite the regulatory changes in Germany which impacted gross profit in Q3, Q4 and the full year 2021.
- Sustained investment into products and an increase in headcount meant an increase in operating expenses.
- The impact on gross profit from Germany and increased operating expenses led to a lower EBITDA for Q4 and for the full year.
- The EBITDA margin was 47% in Q4, down from 64% Q4'20, the decrease attributable to an increase in investment into our game studios.
- Investing in an ever-wider library of content for clients.

SPORTS

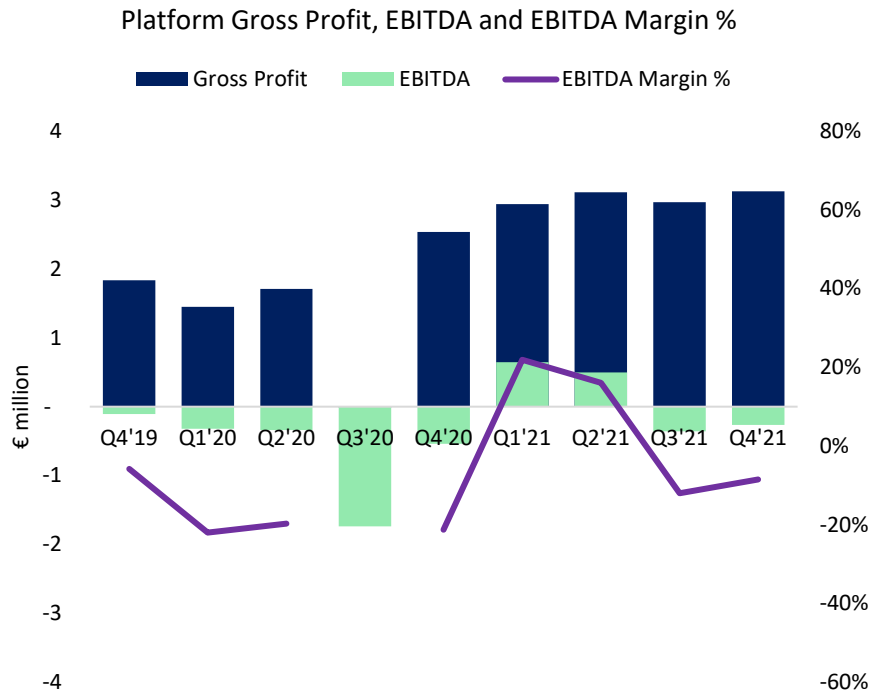
BENEFITTED FROM A COMPLETE MATCH SCHEDULE



- Sports benefitted from the most complete match schedules since the pandemic started.
- Gross profit increased by 35% in Q4 compared with Q4'20. For the full year 2021, gross profit increased by 48% compared to 2020.
- EBITDA for Q4 increased by 15% compared to Q4'20. For the full year EBITDA increased by 127%.
- Continuing to invest in a high-quality development team, releasing continuous product upgrades for all clients.

PLATFORM

RUN AS AN EBITDA-NEUTRAL SEGMENT



- Gross Profit for Q4 was €3.1 million (2.5). For the full year 2021, Gross Profit was €12.1 million (5.7), an increase of 114% compared with 2020.
- The strategy for Platform is to run it as an EBITDA-neutral, or nearly neutral, segment that enables and retains operators.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

ONGOING ACTIVITIES AND Q4 HIGHLIGHTS

KidsAcademy launched
as a fully and
independent NGO
kidsacademy.org



Joined the World
Lottery Association



Ongoing work for safe
and fair iGaming



Donation to Foundation
Conservation Carpathia
(FCC) to actively
preserve the forests of
the Romanian
mountains
www.carpathia.org



Everything is possible.

Q&A

GOING FORWARD

NEXT LEVEL OF GROWTH

- Monetise investments for next level of growth
- Continue to expand in the U.S.
- Active M&A engagement, mainly content driven
- Strict controls on non-profitable products
- Strong presence with Tier 1 operators
- Grow in new markets



Thank you!

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 650+ employees across ten offices and serves 140 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

For investors related enquiries please write to investors@everymatrix.com