

Q4 2021

Gaming Innovation Group Inc.
Interim Report

15 Feb 2022



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GiG

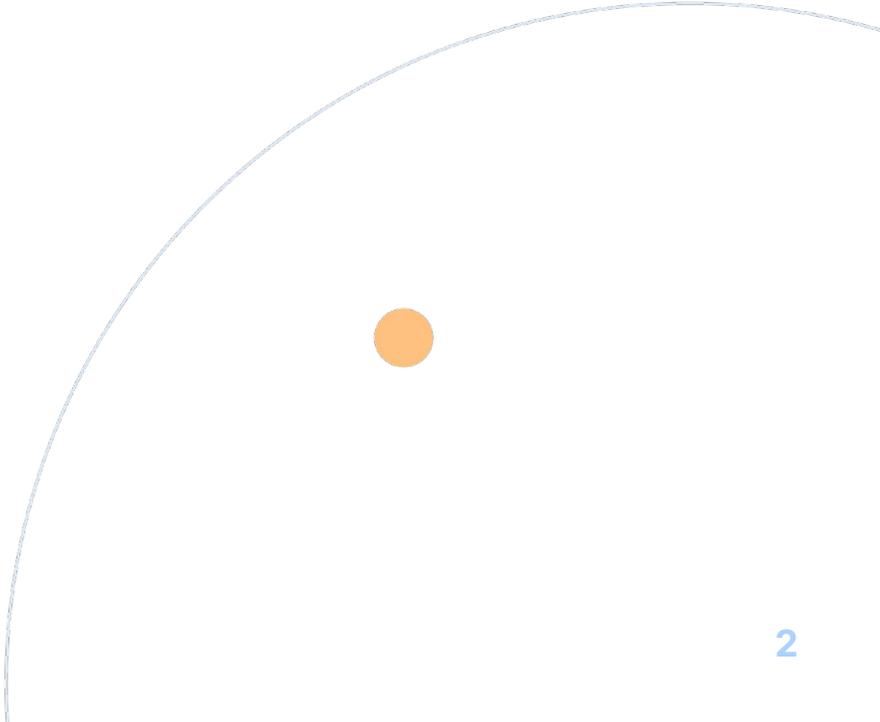
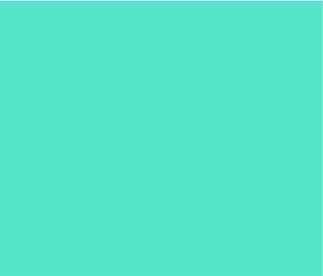


Richard Brown
CEO



Tore Formo
Group CFO

Today's Presenters



GiG in brief

Mission

“To drive sustainable growth and profitability of our partners through product innovation, scalable technology and quality of service.”



Dual-listed on Oslo Børs and at Nasdaq Stockholm



Over 25 primary countries targeted by Media assets



€190m (approx.)
Market Cap



~470
Employees

Offices

in Malta, Denmark, Latvia & Spain

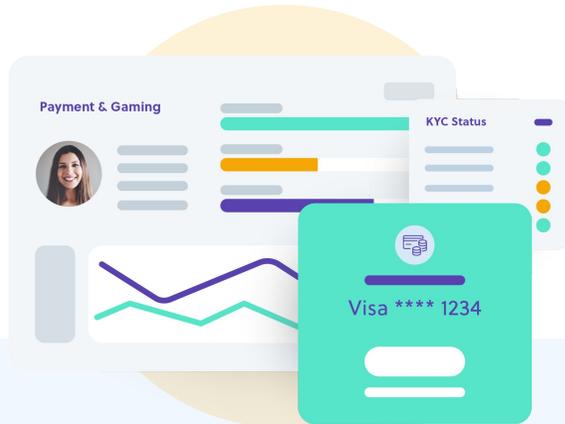
14 Global Platform Licenses

+5 additional in integration pipeline

End to end iGaming solutions based on innovative technology

GiG focusing strategy on ambition to become global Tier 1 B2B provider. GiG's strategy is centered on **three customer focused business areas**, which is key to be a relevant supplier, supported by its group ambition for top performance and operational excellence

Platform



- Offering state of the art PAM services and games from multiple vendors, to casino operators
- Providing casino, sportsbook and data technology to operators globally as well as full managed services capability

Media



- Finding leads through online media buys and publishing and refer these lead to operators
- Successful track record in multiple markets, sending traffic to leading iGaming operators

Sports



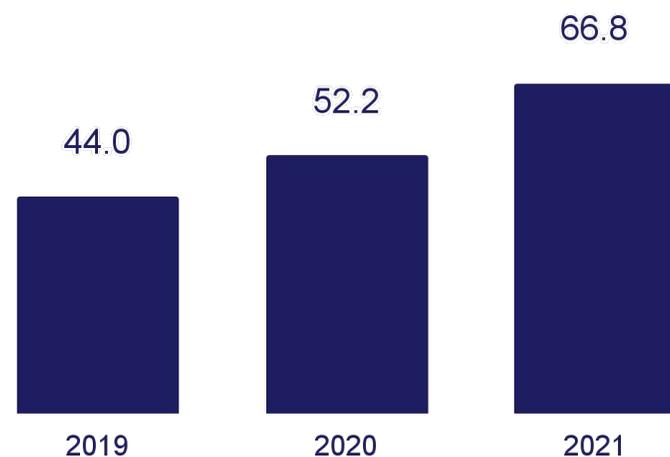
- End to end Sportsbook solution
- Odds, trading and risk management platform and mobile first front end for sportsbooks

Managed Services

Supportive services to fulfil GiG's partner's operational needs across complex industry needs

2021 - strongest performance to date

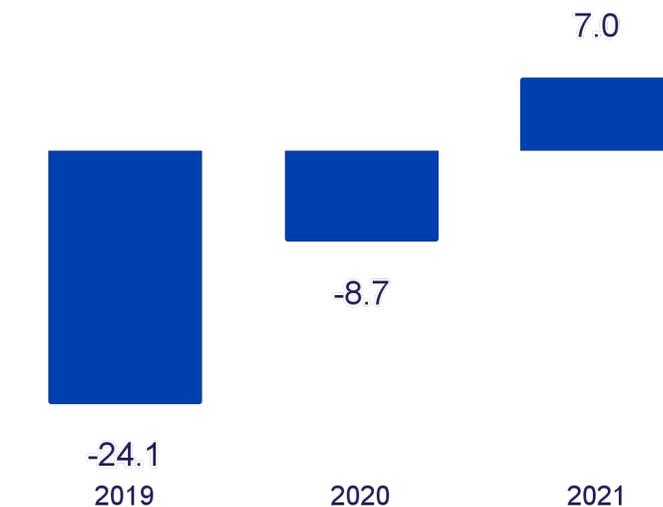
Revenues* (MEUR)



EBITDA (MEUR)



EBIT (MEUR)



Revenues*
+28% Y/Y

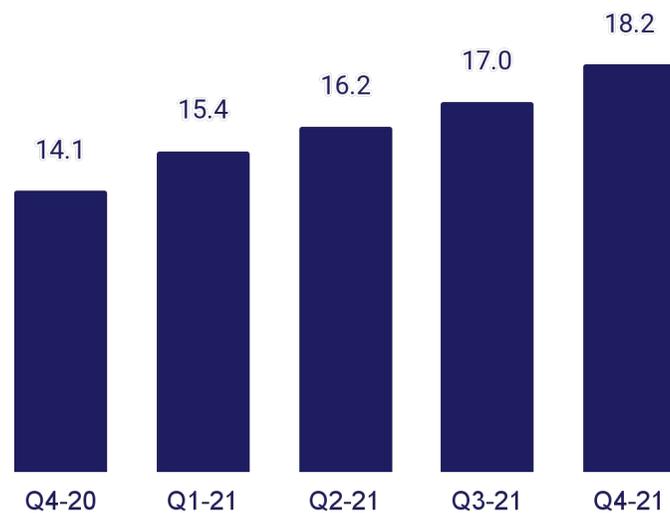
EBITDA
+93% Y/Y

EBIT
+181% Y/Y

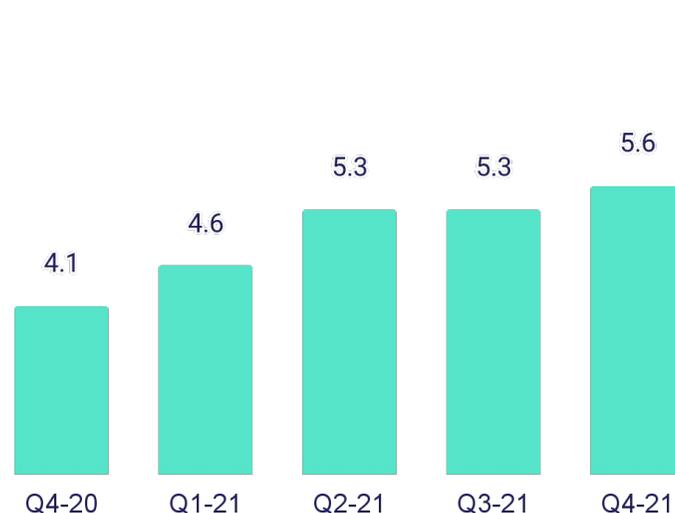
*Revenues are adjusted for revenues from a platform client where GiG recognizes the full operations in its profit and loss statement, which are partly offset by related cost of sales and site overheads. See Note 2 in the Q4-21 Interim Report for more details

All time high quarterly revenues

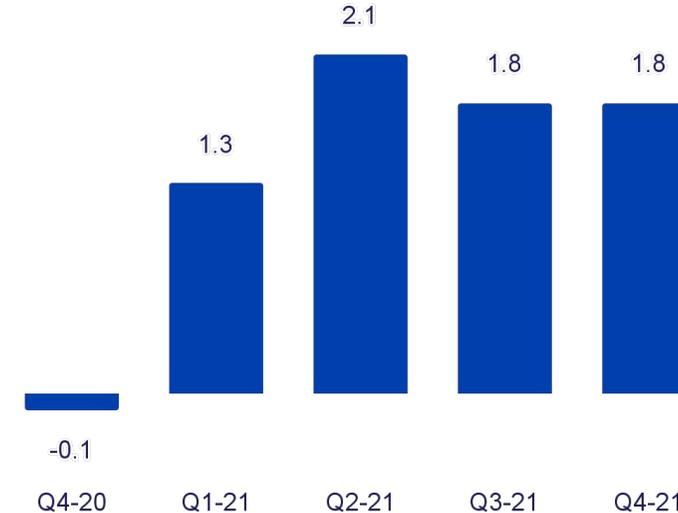
Revenues* (MEUR)



EBITDA (MEUR)



EBIT (MEUR)



Revenues*
+29% Y/Y

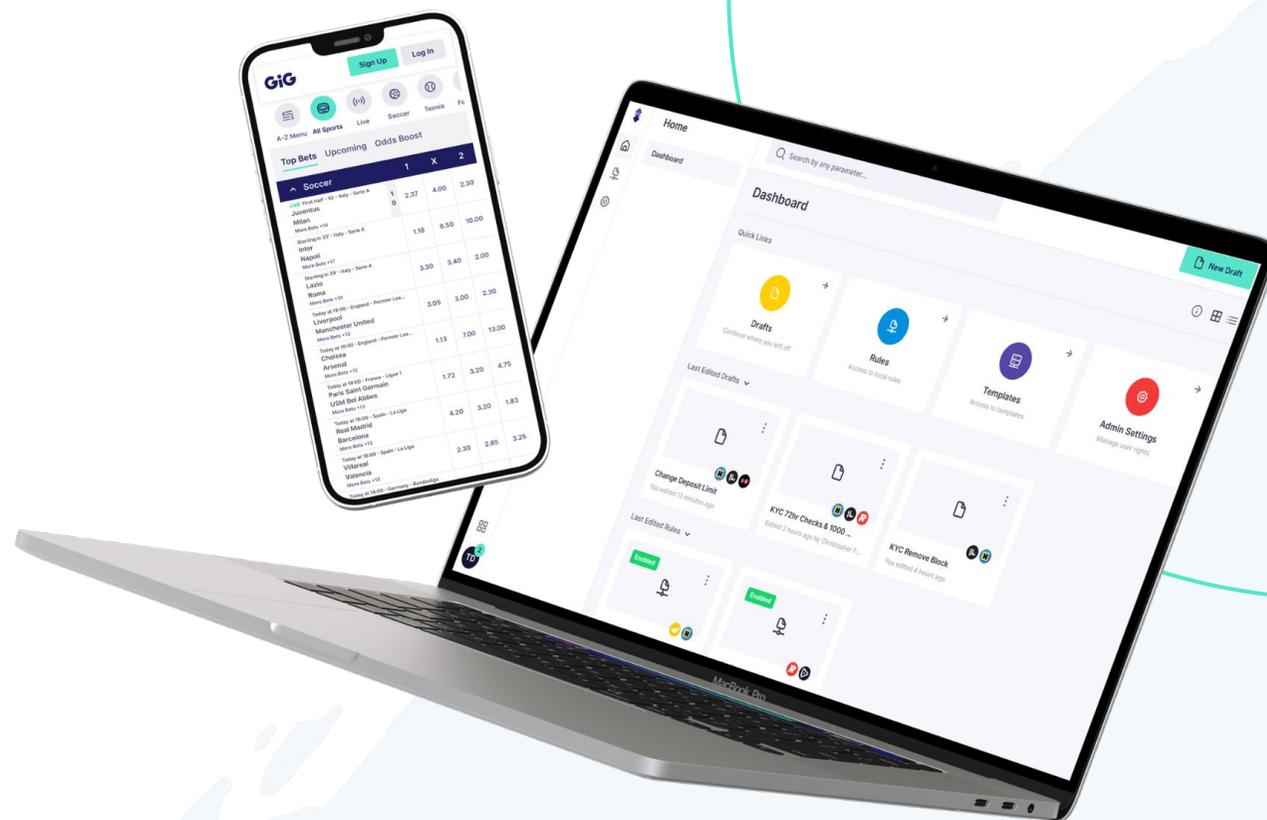
EBITDA
+35% Y/Y

EBIT
+€1.9m Y/Y

*Revenues are adjusted for revenues from a platform client where GiG recognizes the full operations in its profit and loss statement, which are partly offset by related cost of sales and site overheads. See Note 2 in the Q4-21 Interim Report for more details

Key takeaways Q4 2021

- Continued positive development with significant YoY growth
- Media delivered all-time highs on revenue, EBITDA and FTDs
- Signed two new agreements for platform provision in the quarter
- Two brands went live on the platform in Q4, two more in dev complete phase and went live in 2022
- Positive cash-flow from operation
- Signed SPA to acquire SportnCo



Strategic Update - Q4



Media

securing future revenues

01 Growth via recurring revenue share

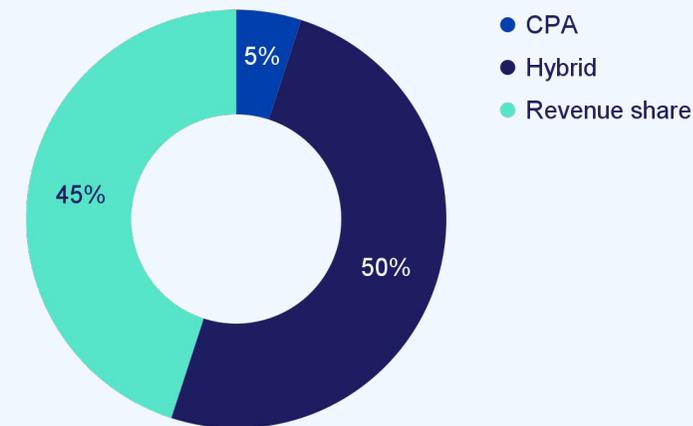
- 95% of FTD's have revenue share component
- ~60% of revenue from revenue share
- In addition to growth, rev. share acts to increase diversity and sustainability of earnings

02 Product Development drive market share

- Strong focus on marketing technology and product quality
- Improvement in website assets for increased user optimisation
- Product enhancement growth driver

03 Geographic and product expansions

- Launched into 14 new markets
- Short and long term growth driver
- Increased diversity of client and geo exposure



Platform

Pushing forward on long term growth drivers

01

Contract sales and client onboardings

- Successful transition to SaaS only clients and shutdown of White Label model
- 9 new contracts in 2021
- 8 project completions (up 60%)

02

Geographic market expansion

- Entered 6 new markets
- 5 new markets in development pipeline
- Strong global sales pipeline

03

Growth of client GGR

- GGR in excess of €400m on platform in 2021
- 34% YoY increase for SaaS clients
- 75% of from locally regulated or soon-to-be locally regulated markets

SaaS revenue
(ex. GiG/Betsson brands)

Brands onboarded in:

● 2017

● 2018

● 2019

● 2020

● 2021



GiG's strategic approach to sustainability

SUSTAINABLE DEVELOPMENT GOALS

- Good health and wellbeing
- Gender equality
- Decent work & economic growth
- Industry, innovation and infrastructure
- Reduced inequalities
- Responsible consumption & production
- Climate action
- Peace, action and strong institutions
- Partnerships for the goals

Fair and safe iGaming

- Anti-money laundering
- Responsible gaming

Encourage GiGsters to thrive

- Training and development
- Diversity and inclusivity

Information security

- IT security
- Data and privacy protection

Green initiatives

- Reducing GiG's carbon footprint

Responsible marketing

- Upholding advertising standards
- Protecting underage persons

GiG engages its stakeholders, including investors, partners, colleagues and others, to advance and evolve GiG's ESG efforts. **GiG's priority areas are aligned with the UN Sustainable Development Goals**

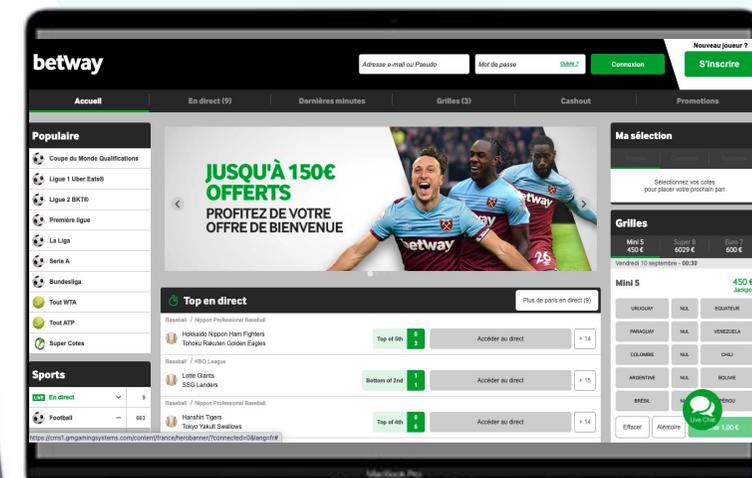
Selected activities to support fair and safe iGaming

- ✓ Fully dedicated safety team focusing on detecting 'at-risk' players
- ✓ AI machine learning system helping to identify end users who may be at risk
- ✓ A range of safer gambling tools for end users e.g., to put limits to their gaming
- ✓ Regular training in safer gambling for employees and end user facing teams
- ✓ Not accepting end users whose funds have emanated from ill-gotten means
- ✓ End users are identified through various automated processes at registration
- ✓ Ensuring all advertising and marketing efforts are conducted in a socially responsible manner
- ✓ Protecting underage persons (i.e. any age below the legal age for gambling in any jurisdiction where the communication is targeted)

GiG acquiring Sportnco

GiG acquiring Sportnco

- GiG has entered into a SPA to acquire 100% of Sportnco Gaming SAS
- Sportnco, a high quality B2B supplier, operates proprietary Tier 1 Sportsbook and PAM in 11 regulated markets worldwide with 5 in progress
- Initial consideration is EUR 50.8 million, whereof EUR 23.5 million in shares and EUR 27.3 million in cash
- Signed agreement with SkyCity Entertainment Group for a EUR 25 million share issue to finance acquisition



Strategic rationale

| Platform | Sportsbook | Media | Group |
|---|---|---|---|
| <ul style="list-style-type: none"> Increased scale Increased addressable market Geographic cross sell Complimentary products and expertise: <ul style="list-style-type: none"> GiG: iGaming Sportnco: Sportsbook | <ul style="list-style-type: none"> Proven Tier 1 sportsbook Recurring revenues in regulated markets Significant cost saving Competitive towards Sportsbook only geos. and Sportsbook lead clients | <ul style="list-style-type: none"> New markets and customers where Media is growing (LATAM) Cross selling across managed media services | <ul style="list-style-type: none"> Increased value proposition Increases profitability Growth prospects Diversified revenues and geographical reach |

Cross selling and cost synergies



Cost synergies

- GiG expects approximately EUR 2-3m in operational cost savings during the two first years, after the acquisition of Sportnco, with majority of the cost savings in the second year



Saved future investments

- Reaching the market coverage achieved by the acquisition of Sportnco would have approximately required investments in excess of EUR 3-4m which are no longer needed



Cross selling

- GiG anticipates large cross selling and revenue synergies due to enhanced market access and broadened product offering

Portfolio of clients across Europe, US and LATAM

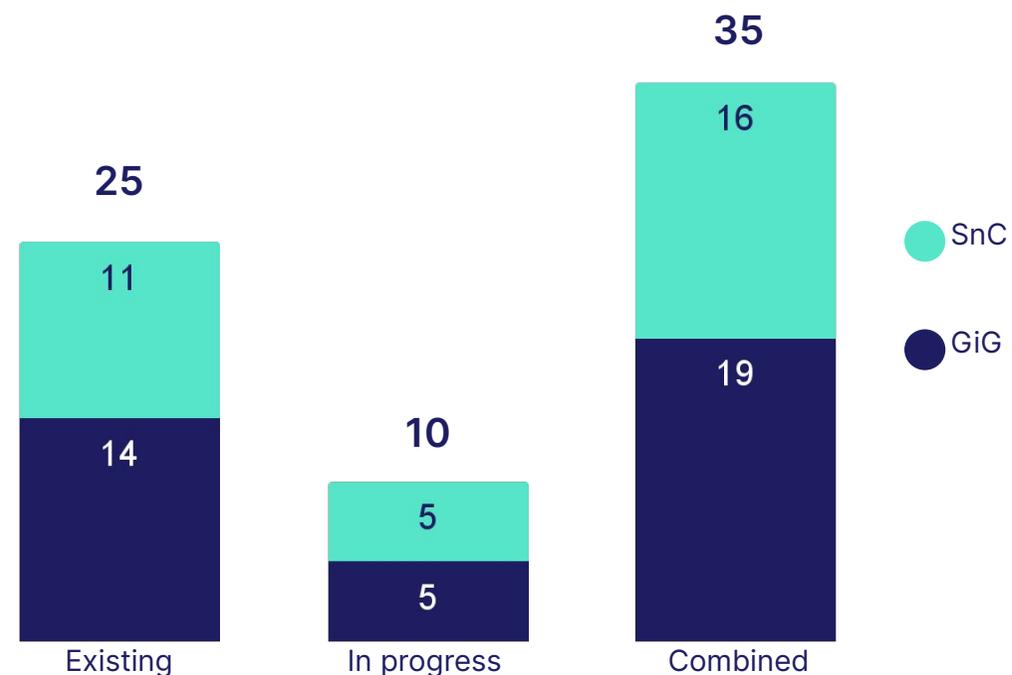
- Sportnco has an international portfolio of 30+ clients
- Strong footprint in high growth markets of LATAM and Southern Europe which also have high barrier to entry
- Live with US focus product with Superdraft Free to Play/Social sportsbook

Sportnco B2B clients



Increasing market access in highly regulated growth jurisdictions

- Regulation creates barriers to entry for new market participants, favouring already established players such as GiG and Sportnco
- GiG currently has 14 market certifications with 5 in progress
- Sportnco is currently active in 11 jurisdictions and working on 5 additional certifications
- Combined, certifications will almost double, enabling GiG to increase its reach considerably - only a few overlaps



Doubling short and long term addressable market



Through the acquisition of Sportnco, GiG's addressable market in the US increases significantly and GiG's customer offering is improved

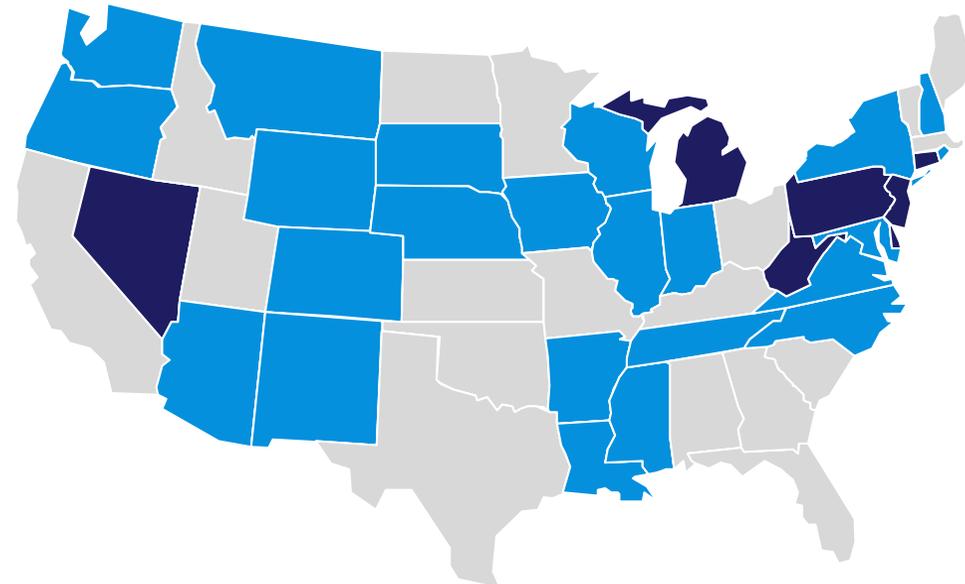
| State | Online casino | Online SB ¹ |
|----------------|---------------|------------------------|
| Arizona | | ✓ |
| Arkansas | | ✓ |
| Colorado | | ✓ |
| Connecticut | ✓ | ✓ |
| Delaware | ✓ | ✓ |
| Illinois | | ✓ |
| Indiana | | ✓ |
| Iowa | | ✓ |
| Louisiana | | ✓ |
| Maryland | | ✓ |
| Michigan | ✓ | ✓ |
| Mississippi | | ✓ |
| Montana | | ✓ |
| Nebraska | | ✓ |
| Nevada | ✓ | ✓ |
| New Hampshire | | ✓ |
| New Jersey | ✓ | ✓ |
| New Mexico | | ✓ |
| New York | | ✓ |
| North Carolina | | ✓ |
| Oregon | | ✓ |
| Pennsylvania | ✓ | ✓ |
| Rhode Island | | ✓ |
| South Dakota | | ✓ |
| Tennessee | | ✓ |
| Virginia | | ✓ |
| Washington | | ✓ |
| Washington DC | | ✓ |
| West Virginia | ✓ | ✓ |
| Wisconsin | | ✓ |
| Wyoming | | ✓ |

US regulatory status overview

The online penetration on the US gambling market is low despite high digital adoption due to recent regulation

The growth of US online gambling is one of the fastest in the world, and with its existing platform and affiliate marketing licenses GiG is well-positioned to capitalize on the current situation.

Through Sportnco's sportsbook the offering and the addressable market potential of GiG are greatly increased. Sportnco have currently a live free to play customer in the US with ambition to switch to real money. Product is tailored for US market as a result.



Online casino and betting regulated
 Online sports betting regulated

Business update

Media



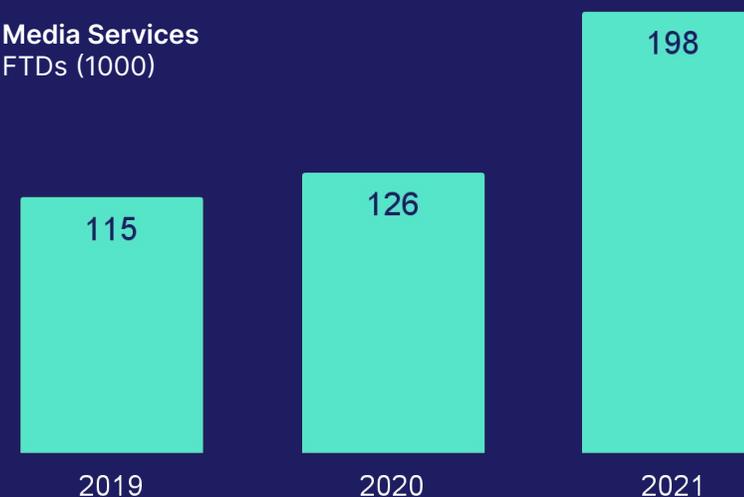
Media Services - FY 2021

- Full year revenues of €45m, up 31% from 2020, all organic growth
- EBITDA ended at €20.7M, a 18% increase
- 198k FTDs generated in 2021, up 57% from 2020
- Positive impact of product development realised in search rankings through 2021s
- 14 new market/asset launches in 2021
- Currently holds 12 licenses in the US and qualified to carry out business in 19 US states
- GiG Comply signed 10 new clients in 2021 and re-signed 15 existing clients for longer term deals

Media Services
Revenue & EBITDA (MEUR)



Media Services
FTDs (1000)



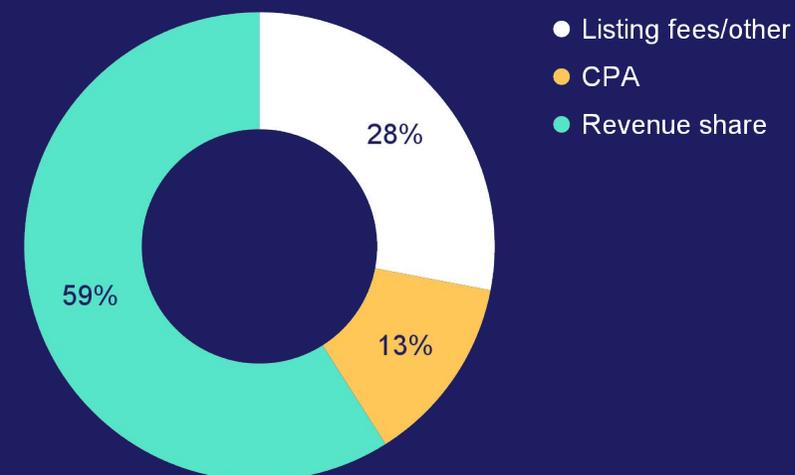
Media Services - Q4 2021

- Media services reached all-time quarterly highs in revenues, EBITDA and FTDs
- Revenues of €12.8m, up 42% YoY and 14% QoQ
- EBITDA ended at €5.7m, up 34% YoY and 13% QoQ
- Positive developments driven by both growth in current core markets as well as entry into new markets (e.g. LatAm and Eastern Europe)
- Diversification of the business has continued throughout the quarter and the year
- Recurring revenue share accounted for 59% of revenues

Media Services
Revenue & EBITDA (MEUR)



Media Services
Revenue split LTM Q4-21



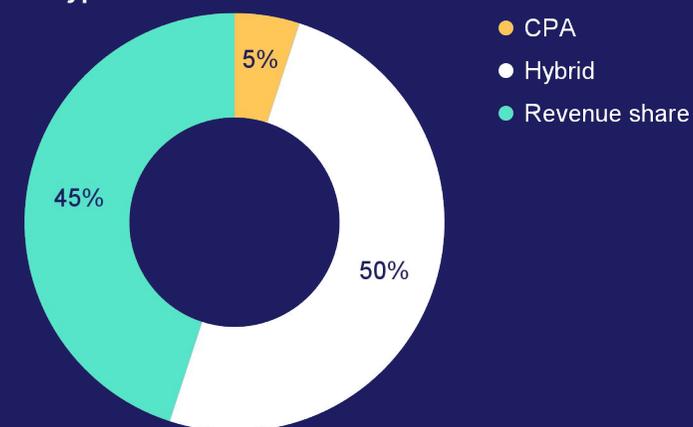
Media Services - FTDs

- First Time Depositors (FTD) ended at 60,600 in Q4, a new ATH and a 82% increase YoY and 30% QoQ
- Publishing delivered 21% YoY and 8% QoQ FTDs growth
- Paid saw 244% YoY FTDs growth, and 59% QoQ
- 95% of FTDs on full revenue share or hybrid deals, securing future recurring revenues
- The business continues to invest in both marketing spend and resource in order to pursue long term growth opportunities
- The strong development continues in January with all-time high player intake, up 50% compared to same period last year

Media Services - FTDs (1000)
Split between publishing and paid



Media Services - FTDs type



Business update Platform



Platform Services - 2021

- Full year revenues were €21.4m (18.9) in 2021, a 13% increase YoY
- EBITDA of €1.4m (-2.5) with a 6% EBITDA margin
- Last white label client terminated in 2021, revenues excl. WL increased 42% YoY
- 9 new contracts signed in 2021 - strong momentum in sales pipeline

Platform Services
Revenue split (MEUR)



Platform Services
EBITDA (MEUR)

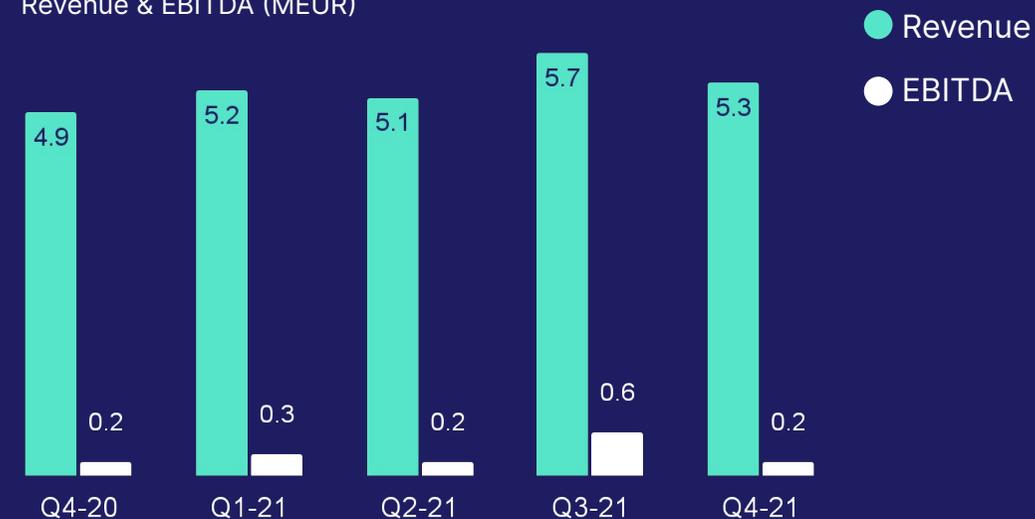


- SaaS and other revenue
- White labels

Platform Services - Q4 2021

- Revenues* for Platform Services were €5.3m (4.9) in Q4 2021, an 8% increase YoY
- Positive EBITDA, ended at €0.2m (0.2)
- Adjusting for white-labels, revenues increased by 22% YoY
- Implementation of new German regulation impacted revenues negatively by approx €0.7m YoY
- 75% of GGR from locally regulated or soon-to-be locally regulated markets

Platform Services
Revenue & EBITDA (MEUR)



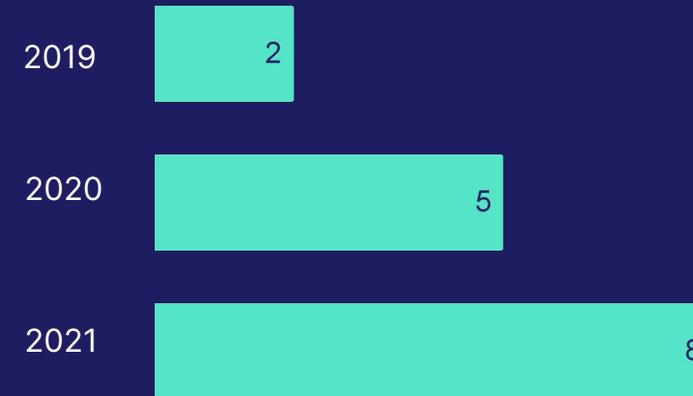
Platform Services
Revenue split (MEUR)



Client and Market Expansion Driving Future Growth

- 8 new client projects completed in 2021, 2 dev complete year-end 2021, both live as of today
- 25 SaaS brands live on the platform today, up from 18 in Q4 2020
- SaaS contracts generate long term and sustainable revenue source
- GiG intends to drive growth within Platform via new client signings and increase in number of market certifications
- Market expansion drives growth of sales pipeline and increases contract value potential

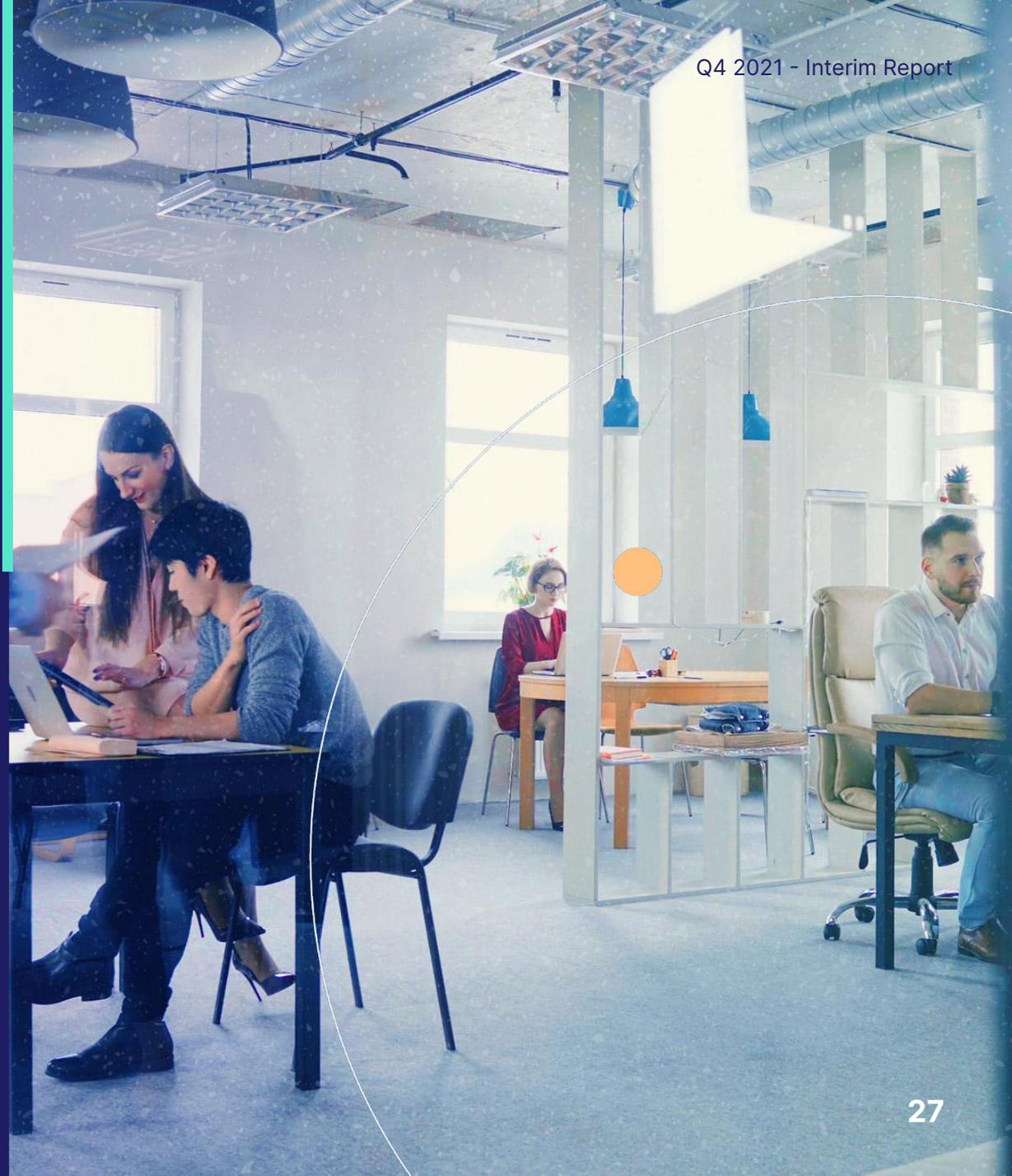
New Client Project Completions



Platform Services
Live SaaS brands



Events after the quarter & summary



Update after the quarter

- Signed an extension to the long-term agreement with Betsson Group - taking the term of the contract to Q4 2025
- Sales pipeline remains strong and builds momentum
- Two new brands live so far in 2022
- Revenues in January were up 20% vs same period last year, and 24% adjusting for white-labels
- FTDs up 50% YoY for Media in January, and positive developments in Media continues

GiG's Long-term Financial targets

Growth

To deliver annual double digit organic revenue growth

Profitability

To achieve an EBITDA margin in excess of 40% by 2025

Leverage

Cash generated from the business will be used to lower leverage ratio while pursuing growth opportunities in the rapidly growing iGaming sector

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Summary

- GiG delivers all-time-high revenues, with strong double digit growth in revenues, EBITDA and EBIT
- Media business performs exceptionally well reaching all-time highs both financially and in operational KPI's while it continue to launch into new markets and build on top of the existing asset portfolio
- GiG's platform has shown robust and diverse SaaS revenues and client growth with ever increasing addressable market, via number of clients and a focus on global market expansion
- Combined with Sportnco, the company strives to become one of the largest and fastest growing players in regulated iGaming industry with an unparalleled geographical footprint - The transaction doubling the short and long term addressable market
- Through the acquisition, GiG will have a market leading sportsbook operative in multiple competitive jurisdictions

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**Ready to accelerate
towards our vision of
becoming an
industry-leading
platform, sportsbook
and media provider**

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Q&A





Appendix

Largest shareholders: 31 January 2021

GAMING INNOVATION GROUP INC.

| | | | |
|---------------|-------------------|----------------|--|
| 1 | 7 603 559 | 7.9 % | Optimus Invest Limited |
| 2 | 6 296 198 | 6.5 % | Myrlid AS |
| 3 | 4 896 125 | 5.1 % | True Value Limited |
| 4 | 4 876 829 | 5.0 % | Nordea Livsförsäkring Sverige AB |
| 5 | 3 646 256 | 3.8 % | Swedbank Robur Ny Teknik |
| 6 | 3 117 072 | 3.2 % | Saxo Bank A/S nom. |
| 7 | 3 000 000 | 3.1 % | Symmetry Invest A/S |
| 8 | 2 589 156 | 2.7 % | Hans Mikael Hansen |
| 9 | 2 500 000 | 2.6 % | G.F. Invest AS |
| 10 | 2 478 585 | 2.6 % | Stenshagen Invest AS |
| 11 | 2 009 437 | 2.1 % | Kvasshøgdi AS |
| 12 | 1 948 483 | 2.0 % | Riskornet AB |
| 13 | 1 912 736 | 2.0 % | Nordnet Bank AB, nom. |
| 14 | 1 907 146 | 2.0 % | Ben Clemes |
| 15 | 1 894 082 | 2.0 % | UBS AG London Branch, nom. |
| 16 | 1 792 398 | 1.9 % | Formue Nord Fokus A/S |
| 17 | 1 705 516 | 1.8 % | Försäkringsaktiebolaget Avanza Pension |
| 18 | 1 441 382 | 1.5 % | Nordnet Livsforsikring AS |
| 19 | 1 342 136 | 1.4 % | Mikael Riese Harstad |
| 20 | 1 341 850 | 1.4 % | BNY Mellon SA/NV |
| Top 20 | 58 298 946 | 60.3 % | |
| Other | 38 376 680 | 39.7 % | |
| TOTAL | 96 675 626 | 100.0 % | |

Income Statement

EUR 1 000 (Unaudited)

B2C included as discontinued operations

| | Q4 2021 | Q4 2020 | 2021 | 2020 |
|--|---------------|---------------|---------------|----------------|
| Revenues* | 18 166 | 14 130 | 66 762 | 52 164 |
| Cost of sales | 93 | 97 | 471 | 392 |
| Gross profit | 18 073 | 14 033 | 66 291 | 51 772 |
| Marketing expenses | 3 446 | 1 792 | 11 208 | 6 612 |
| Other operating expenses | 9 047 | 8 118 | 34 334 | 34 418 |
| Total operating expenses | 12 493 | 9 910 | 45 542 | 41 030 |
| EBITDA | 5 580 | 4 123 | 20 749 | 10 742 |
| Depreciation & amortization | 2 674 | 2 767 | 9 415 | 12 131 |
| Amortisation of acquired affiliate assets | 1 081 | 1 499 | 4 313 | 7 276 |
| EBIT | 1 825 | -143 | 7 021 | -8 665 |
| Financial income (expense) | -3 055 | -1 609 | -8 201 | -6 394 |
| Unrealised exchange gain (loss) on bond | 288 | -1 995 | 1 064 | -652 |
| Other income (expense) | - | 136 | - | 103 |
| Result before income taxes | -942 | -3 611 | -116 | -15 608 |
| Income tax refund (expense) | -551 | -58 | 519 | -323 |
| Profit/ (loss) from continuing operations | -1 493 | -2 669 | 403 | -15 931 |
| Profit/(loss) from discontinued operations | -200 | -449 | -465 | -1 753 |
| Profit/(loss) for the period | -1 693 | -4 118 | -62 | -17 684 |

*Revenues are adjusted for revenues from a platform client where GiG recognizes the full operations in its profit and loss statement, which are partly offset by related cost of sales and site overheads. Cost of sales, marketing expenses and EBITDA-margin are adjusted accordingly. See Note 2 in the Q4-21 Interim Report for more details.

Balance Sheet

| EUR 1 000 (unaudited) B2C included as discontinued operations | 31 Dec 2021 | 31 Dec 2020 |
|--|---------------|---------------|
| Assets | | |
| Goodwill | 16 325 | 16 287 |
| Intangibles assets | 31 732 | 33 012 |
| Deposits and other non-current assets | 13 481 | 16 637 |
| Total non-current assets | 61 539 | 65 936 |
| Trade and other receivables | 17 569 | 15 711 |
| Cash and cash equivalents | 8 561 | 11 504 |
| Total current assets | 26 131 | 27 215 |
| Total assets | 87 669 | 93 151 |
| Liabilities and shareholders' equity | | |
| Total shareholders' equity | 11 925 | 3 606 |
| Trade payables and accrued expenses | 20 485 | 24 866 |
| Lease liabilities | 3 156 | 2 351 |
| Bond payable | 3 853 | 3 455 |
| Total current liabilities | 27 494 | 30 672 |
| Bond payable | 38 850 | 35 998 |
| Deferred tax liability | - | 1 529 |
| Other long term liabilities | 9 400 | 21 346 |
| Total long term liabilities | 48 250 | 58 873 |
| Total liabilities | 75 744 | 89 545 |
| Total liabilities and shareholders' equity | 87 669 | 93 151 |

Cash Flow

| In EUR 1 000 | | | | |
|---|---------|---------|--------|---------|
| B2C included as discontinued operations | Q4 2021 | Q4 2020 | 2021 | 2020 |
| Cash flow from operating activities | 1 238 | -189 | 12 592 | 17 700 |
| Cash flow from investing activities | -2 327 | -1 429 | -9 228 | 14 613 |
| Cash flow from financing activities | -1 500 | 7 302 | -6 323 | -25 178 |
| Translation (loss)/gain | -113 | -66 | 16 | -174 |
| Fair value movements | - | - | - | -13 |
| Net change in cash and cash equivalents | -2 702 | 5 618 | -2 943 | 6 947 |
| Cash and cash equivalents at start of period | 11 263 | 5 886 | 11 504 | 10 295 |
| Cash and cash equivalents attributable to discontinued operations | - | - | - | -5 738 |
| Cash and cash equivalents at end of period | 8 561 | 11 504 | 8 561 | 11 504 |

Legal Disclaimer

Gaming Innovation Group Inc. gives forecasts. Certain statements in this report presentation are forward-looking and the actual outcome may be materially different. In addition to the factors discussed, other factors could have an impact on actual outcomes. Such factors include developments for customers, competitors, the impact of economic and market conditions, national and international legislation and regulations, fiscal regulations, the effectiveness of copyright for computer systems, technological developments, fluctuation in exchange rates, interest rates and political risks.