# 01-23

GiG | Gaming Innovation Group Inc

Interim Report 04 May 2023

# Q1 Highlights

- GiG delivers another successive all-time-high revenues and EBITDA
- Platform & Sportsbook continued positive delivery with seven additional new clients signed
- Launched the new Enterprise solution for Platform and singed first customer to solution
- Media expands partnership deal with News Corp UK internationally
- Completed the acquisition of highly reputable AskGamblers, returned assets to MoM growth

# All time high quarterly revenues



<sup>\*</sup>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 Q1-23 Interim Report for more details

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Business update

**MEDIA** 

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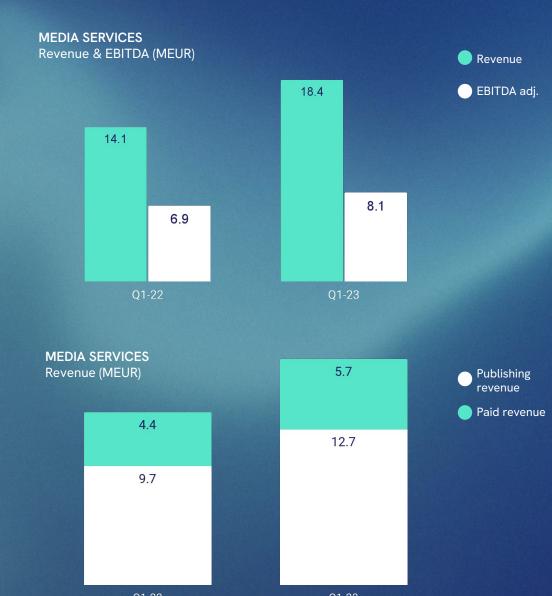
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## Media Services

Q1-2023

- Media Services reached another all-time quarterly high in revenues, Q1-2023 revenues ended at €18.4m (14.1), up 31% YoY
- Excluding AskGamblers, revenue growth was up 13%
   YoY
- EBITDA adj. of €8.1m (6.9), up 17% YoY
- EBITDA-margin at 44% (49%) with decrease due to oneoff expenses
- Publishing reached all-time-high in revenues, up 31% YoY
- Paid revenues up 31% YoY, however down sequentially due to the positive impact from FIFA World Cup in Q4-22



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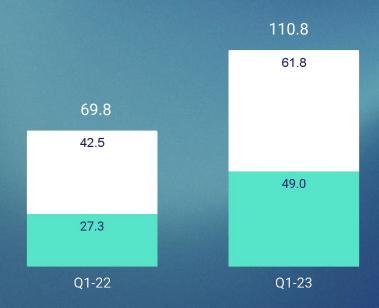
# Media Services

#### FTDs

- First Time Depositors (FTD) ended at 110,800
- 59% increase YoY
- ~95% of FTDs on full revenue share or hybrid deals, securing future recurring revenues
- Good underlying growth in publishing FTD generation, as well as material growth in Paid FTD generation YoY
- AskGamblers contributed with 7,250 FTDs in the quarter







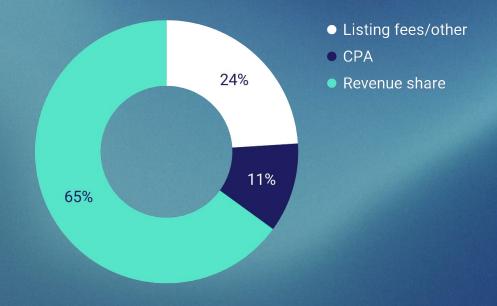
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### Media Services

#### Revenue split

- 65% of revenue came from revenue share agreements up from 59%
- US organic traffic increased 76% YoY
- Revenues from the Americas increased 34% YoY, representing 20% of GiG Media revenues in Q1-22, up from 17% in Q1-22
- LATAM remains a strong region of growth
- Continued growth in legacy markets, revenues in the Nordics and Europe up 13% YoY
- GiG Comply signed one new client and re-signed two existing clients in Q1-22, including a major tier 1 client

MEDIA SERVICES
Revenue split Q4-22



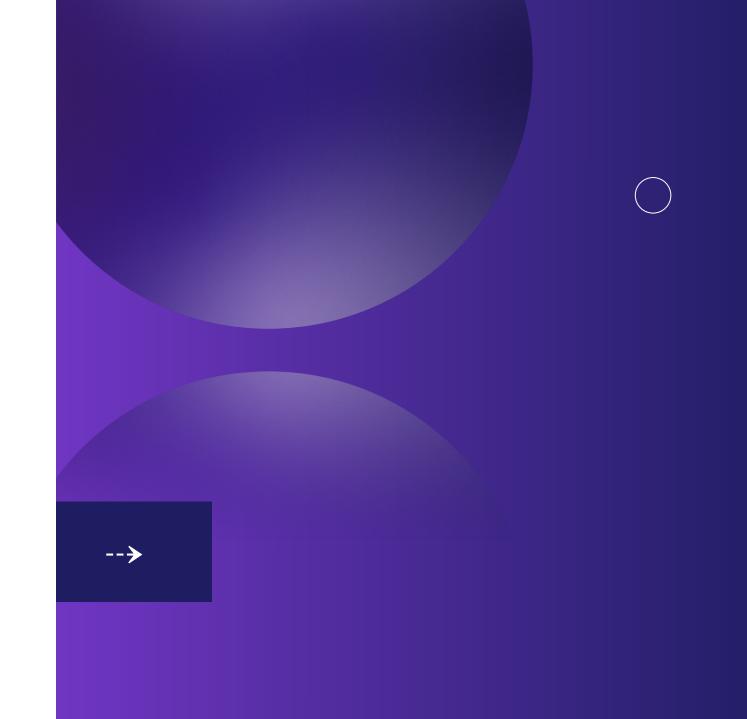
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# AskGamblers Acquisition

- Askgamblers.com is an award-winning and well-trusted website with strong brand recognition by users
- Transaction completed on January 31st
- Post merger integration plan in place and initial work showing strong results
- Returning assets to MoM growth up 25% from take over date to current run rate
- Executing technology migrations
  - First website asset migrations completed in May
  - Remaining migrations planned before year end
  - Much greater product capabilities and growth potential
- Multitude of short and long term actions to deliver growth in the assets

# Business update PLATFORM & SPORTSBOOK



## Platform & Sportsbook Q1-2023

- All-time high revenues for Platform & Sportsbook at €10.0m (5.0), a 100% increase
- 52% organic revenue growth
- Significant increase in adjusted EBITDA of €3.6m (-0.2)
   YoY
- Strong commercial quarter with 7 new new agreements secured in Q1-23



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#### 39 Clients Live

#### 60 Brands

36% of clients take Sportsbook

# Platform & Sportsbook Integration pipeline

- One brand went live in Q1-23 and four are awaiting client or regulator decision to launch
- Significant delivery pipeline with 21 brands in the integration pipeline continuing to build future revenue and margin expansion
- More than 10 will have both Sportsbook and Platform products

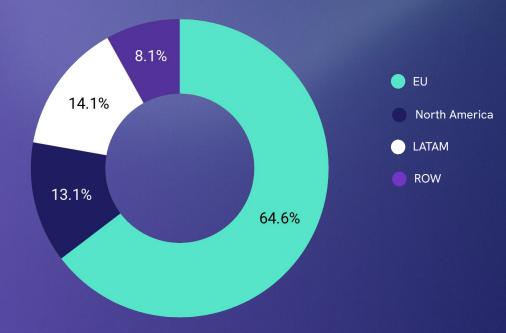
## Platform & Sportsbook SaaS and Managed Services

- Underlying SaaS and related revenues experience continued strong growth
- Operators GGR are geographically diversified with share from legacy markets decreasing, 64% in Q1-23 down from 72% in Q1-22, with strong growth in LATAM
- 91% of operators revenues (GGR) coming from locally regulated or soon to be regulated markets.

#### PLATFORM & SPORTSBOOK SaaS and related revenues (MEUR)



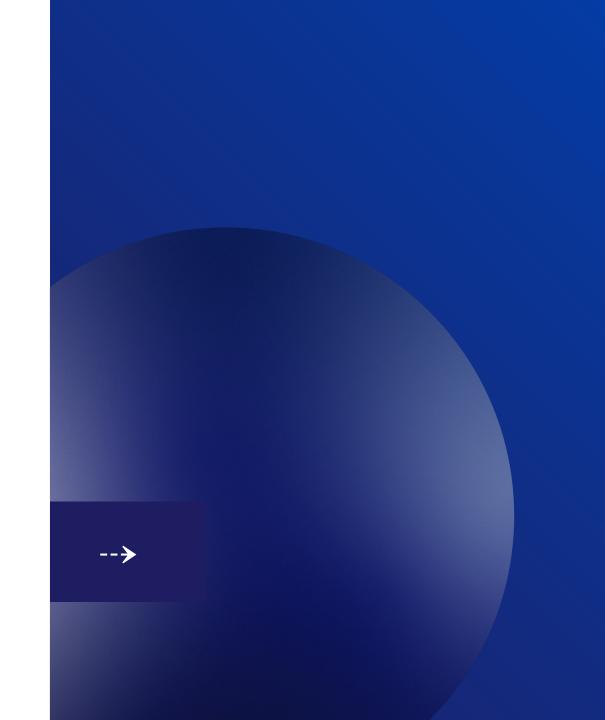
#### **Operators GGR distribution**



## **Enterprise Solution**

- GiG launched the new Enterprise Solution in March
- Complements the Software-as-a-Service (SaaS)
   licencing model, enables GiG with a new commercial
   model to augment its current offering
- Provides technological solution and operational autonomy to clients wishing to modify, enhance or build upon GiG's existing application
- Enterprise Solution addresses demand in market and provides further opportunity for the business
- Signed first agreement for Enterprise Solution in March

Events after the quarter and summary



# Update after the quarter

- Successful launch and completion of migration of all GiG legacy Sportsbook clients to Sportnco solution
- First technical migration of AskGamblers assets completed
- Media strong trend of FTD acquisition continued in April - up 30% YoY
- April has developed positively, with revenues up around 30% compared to the same period last year

# Strategic Review

- Initiated strategic review for the purpose of separating the group into two independent publicly listed companies
- Planning began well in Q1 and focus shifting to a methodical executional phases, to ensure strong best practice in the split exercise
- Proposed split enables each business unit to optimize for further growth opportunities and ensure they can benefit from the strategic values of their distinctive business models

# Summary .....

- → GiG delivers all-time-high revenues and EBITDA for the quarter
- → Good development in pre tax profit and net profit
- Cash conversion ratio constantly improving, up 36% YoY
- GiG has an expanding and diverse geographical footprint supporting the growth across both the Media & Platform and Sportsbook businesses
- Continuing enhancement of the businesses operational position, with targeted margin expansion and increasing free cash flows.
- The business remains excited and dedicated to improve throughout 2023, with focus to deliver on the companies vision and shareholder value for the years ahead

GiG positioned for multiple growth opportunities and increasing profitability through improved operational performance

# Thank you

Q&A

# Appendix

## Largest shareholders: 31 March 2023

#### **GAMING INNOVATION GROUP INC.**

TOTAL	127 132 038	100.0 %	
Other	52 428 532	39.67 %	
Top 20	76 703 506	60.33 %	
20	1 342 136	1.06 %	Mikael Riese Harstad
19	1 343 529	1.06 %	Nordnet Bank AB, nom.
18	1 707 146	1.34 %	Ben Clemes
17	1 768 304	1.39 %	Saxo Bank A/S, nom.
16	2 009 437	1.58 %	Kvasshøgdi AS
15	2 260 872	1.78 %	Avanza Pension
14	2 478 585	1.95 %	Stenshagen Invest AS
13	2 500 000	1.97 %	GF Invest AS
12	2 597 990	2.04 %	Hans Mikael Hansen
11	2 634 579	2.07 %	Riskornet AB
10	3 375 155	2.65 %	Juroszek Holding sp
9	3 698 863	2.91 %	MJ Investments sp
8	4 000 000	3.15 %	Symmetry Invest A/S
7	4 217 631	3.32 %	True Value Limited
6	4 298 000	3.38 %	LGT Bank, nom.
5	4 752 272	3.74 %	Nordea Livsförsäkring Sverige AB
4	4 819 018	3.79 %	Betplay Capital sp
3	6 296 998	4.95 %	Optimus Invest Limited
2	7 115 491	5.60 %	Myrlid AS
1	13 487 500	10.61 %	SkyCity Entertainment Group Limited

#### **Income Statement**

EUR 1000 (Unaudited)			
	Q1 2023	Q1 2022	2022
Revenues*	28 419	19 055	90 066
Cost of sales	303	29	858
Gross profit	28 166	19 026	89 208
Marketing expenses	5 687	3 780	18 784
Other operating expenses	10 735	8 556	36 183
Total operating expenses	16 422	12 336	54 967
EBITDA adjusted	11 694	6 691	34 241
Option expense (non-cash)	448	183	1 699
EBITDA	11 246	6 508	32 542
Depreciation & amortization	4 571	2 521	16 403
Amortisation of acquired affiliate assets	1 086	1 107	4 344
ЕВІТ	5 588	2 880	11 795
Financial income (expense)	-2 025	-1 656	-7 881
Unrealised exchange gain (loss) on bond	644	507	3 856
Result before income taxes	4 206	1 731	7 770
Income tax expense	-167	-179	-2 057
Profit from continuing operations	4 039	1 552	5 713
Loss from discontinued operations	-371	-479	-2 608
Profit for the period	3 668	1 072	3 104

<sup>\*</sup>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 Q3-2022 Interim Report for more details.

#### **Balance Sheet**

EUR 1000 (unaudited)

EUR 1000 (unaudited)			
	31 Mar 2023	31 Mar 2022	31 Dec 2022
Assets			
Goodwill	91 715	16 302	75 340
Intangibles assets	87 924	31 720	61 020
Deposits and other non-current assets	9 520	12 533	10 190
Total non-current assets	189 159	60 555	146 550
Trade and other receivables	22 610	19 151	23 221
Cash and cash equivalents	10 709	16 542	15 209
Total current assets	33 319	35 693	38 430
Total assets	222 478	96 248	184 979
Liabilities and shareholders' equity			
Total shareholders' equity	79 326	13 149	64 966
Trade payables and accrued expenses	21 400	19 029	22 550
Lease liabilities	2 800	2 388	3 163
Contingent liabilities	8 942	-	8 942
Short term loans	13 715	-	3 764
Total current liabilities	46 856	21 417	38 419
Bond payable	47 717	51 747	48 191
Deferred tax liability	3 386	343	2 118
Contingent liabilities	9 591	-	9 591
Long term loans	11 806	-	12 687
Other long term liabilities	23 796	9 592	6 828
Total long term liabilities	96 296	61 682	81 595
Total liabilities	143 152	83 099	120 014
Total liabilities and shareholders' equity	222 478	96 248	184 979

#### **Cash Flow**

Cash and cash equivalents at end of period

In EUR 1000	Q1 2023	Q1 2022	2022
Cash flow from operating activities	13 244	3 814	31 839
Cash flow from investing activities	-24 615	-2 915	-48 091
Cash flow from financing activities	6 905	7 115	23 004
Translation (loss)/gain	-34	-33	-104
Fair value movements	-	-	-
Net change in cash and cash equivalents	-4 500	7 981	6 648
Cash and cash equivalents at start of period	15 209	8 561	8 561

10 709

16 542

15 209

#### 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.