

DELIVERING GROWTH

Developer and licensor of award-winning real-money and social games. Trusted by millions of players and the world's biggest brands.

FY 2022 RESULTS

APRIL 2023

OUR EXECUTIVE TEAM



Michael Buckley
Executive Chairman



Co-Founder



Chairman



Founder Director



Chairman



Mark Segal
CEO



Co-Founder



Finance Director



Finance Director



Geoff Green
CFO



Finance Director



Senior Audit Manager

OUR MANAGEMENT TEAM



Peter Russell
Chief Technology Officer



Hans Winkelmann
Product Director



Craig Falciglia
Business Development
North America

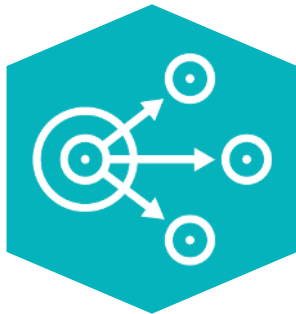


Gareth Scott
Chief Commercial Officer
Rest of the World



A CUT-THROUGH PRODUCT SUITE

A Leading Player in Real Money and Social Gaming



**DEVELOPER
&
LICENSOR**

**SLINGO™
&
SCRATCH**

**REAL MONEY
&
SOCIAL**

**GAME
DISTRIBUTION
PLATFORM
(RGS)**

DIVERSIFIED ACROSS THE VALUE CHAIN

Participating in Multiple Segments of the Ecosystem

CONTENT LICENSING (CORE BUSINESS)

B2B

Slingo™
Unique Game Format

Share in
Operator Success

Diverse Revenue Streams.
Multiple Markets on
Proprietary Technology



BRAND LICENSING

B2B

Lottery
Scratch Cards

Social
Slots

Online
Scratch Cards



SOCIAL GAMING

B2C

Slingo™
Arcade

Slingo™
Casino

Freemium Revenue:
Purchases + Ads

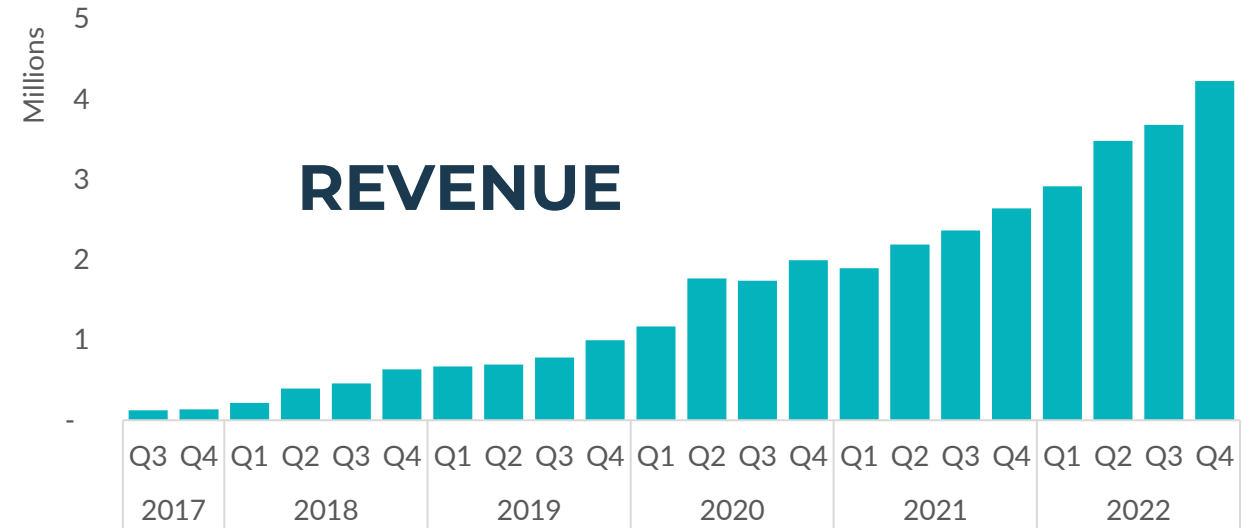
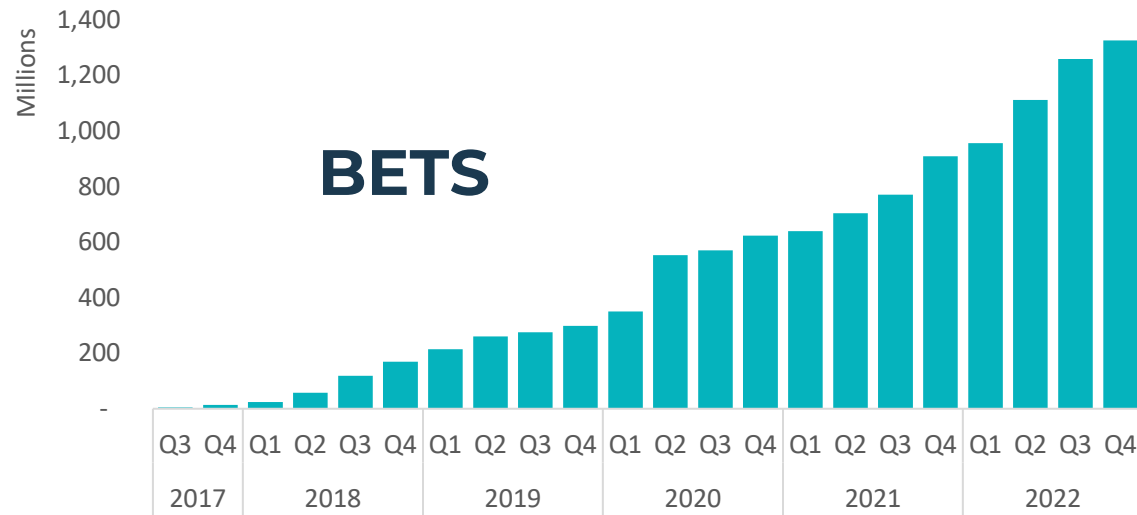
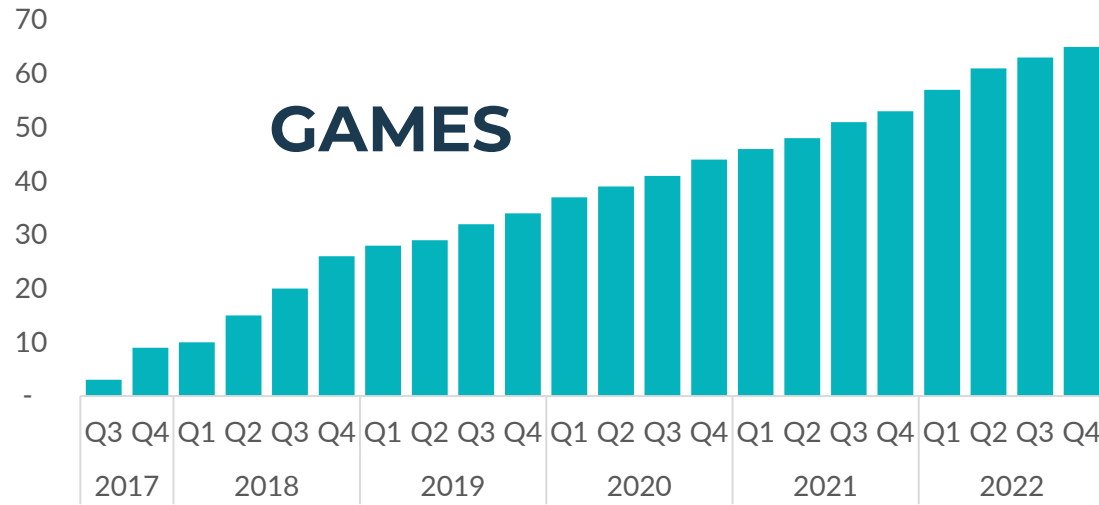
A PREMIUM GLOBAL CLIENT BASE

Long Term Relationships with 100+ Leading Brands of the World



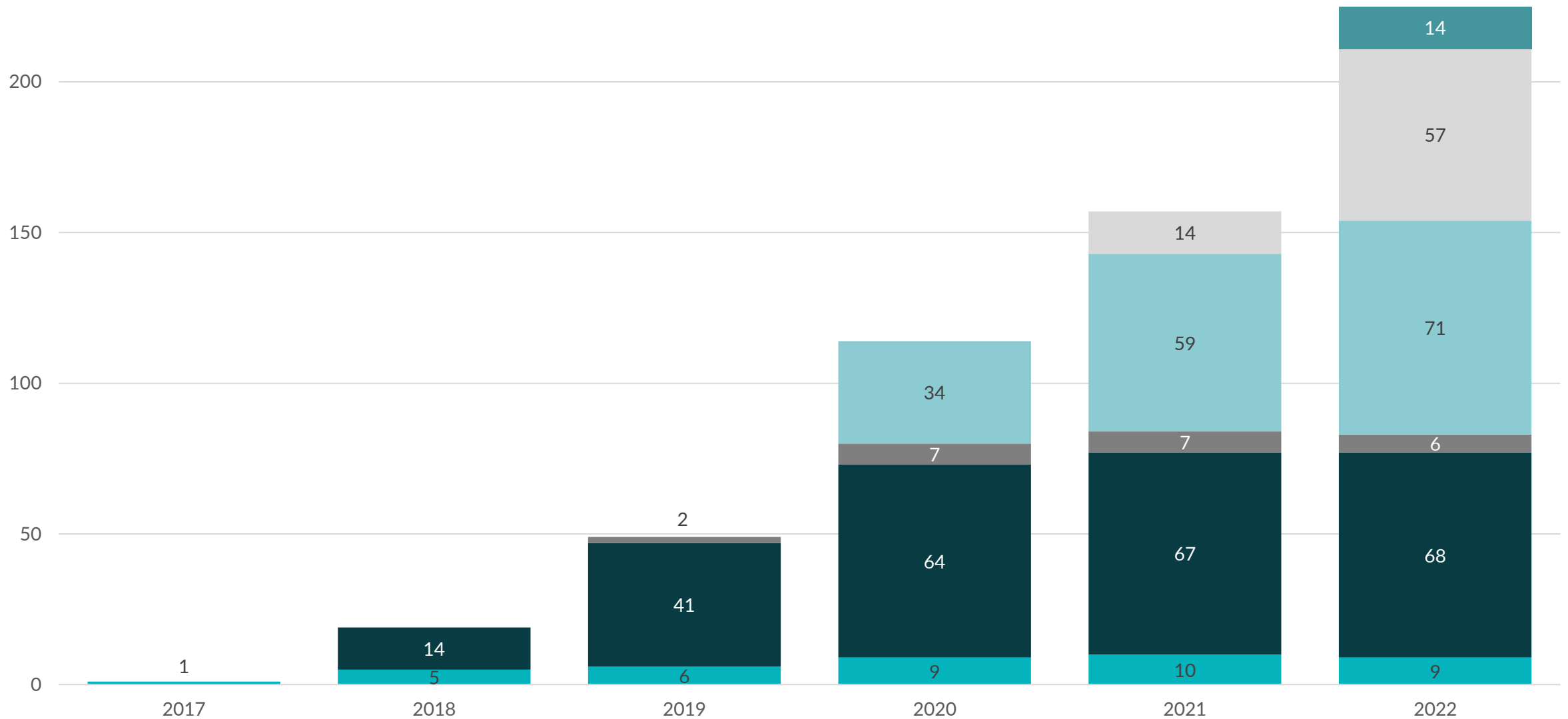
HIGH GROWTH & PROFITABLE BUSINESS

Significant Operational and Financial Momentum



THE COMPOUND EFFECT

Long term gross gaming revenue contribution of operator cohorts



PERFORMANCE AND SCALE

KPIs at a Glance

£18.7m

(\$23.0m)

Revenue
2022

39.42%

Revenue CAGR
2019 - 2022

100%

Regulated
Partners

£7.8m

(\$9.6m)

Adj EBITDA
2022

150 +

Clients

18

Regulated Markets

67

Full Time Employees

4m

Unique Players
Last 12 months

112%

North America Revenue
Growth YoY

26%

ROW Revenue Growth
YoY

65

Games Distributed
Globally

59%

Content Licensing
growth post period

DIVERSE DISTRIBUTION

Constant Expansion and Highly Adaptable to Regulatory Changes



FINANCIAL RESULTS

FY 2022

Income Statement			
Group	FY 2022 £m	FY 2021 £m	Change %
Revenue	18.7	14.8	27%
Marketing	-0.1	-0.4	-65%
Variable costs	-3.9	-2.9	32%
Administrative expenses	-6.9	-5.7	23%
Adjusted EBITDA	7.8	5.8	34%
EBITDA	7.4	5.1	46%
Profit before tax	3.5	1.1	224%

HIGH MARGIN GROWTH

- ✓ High revenue growth – 39.42% CAGR since 2019
- ✓ Content licensing growth +57%
- ✓ Low variable costs – 21% of revenue
- ✓ Fixed cost increase with new market launches
- ✓ Traded with positive cashflow
- ✓ PBT growth of 224% with operational leverage

BALANCE SHEET

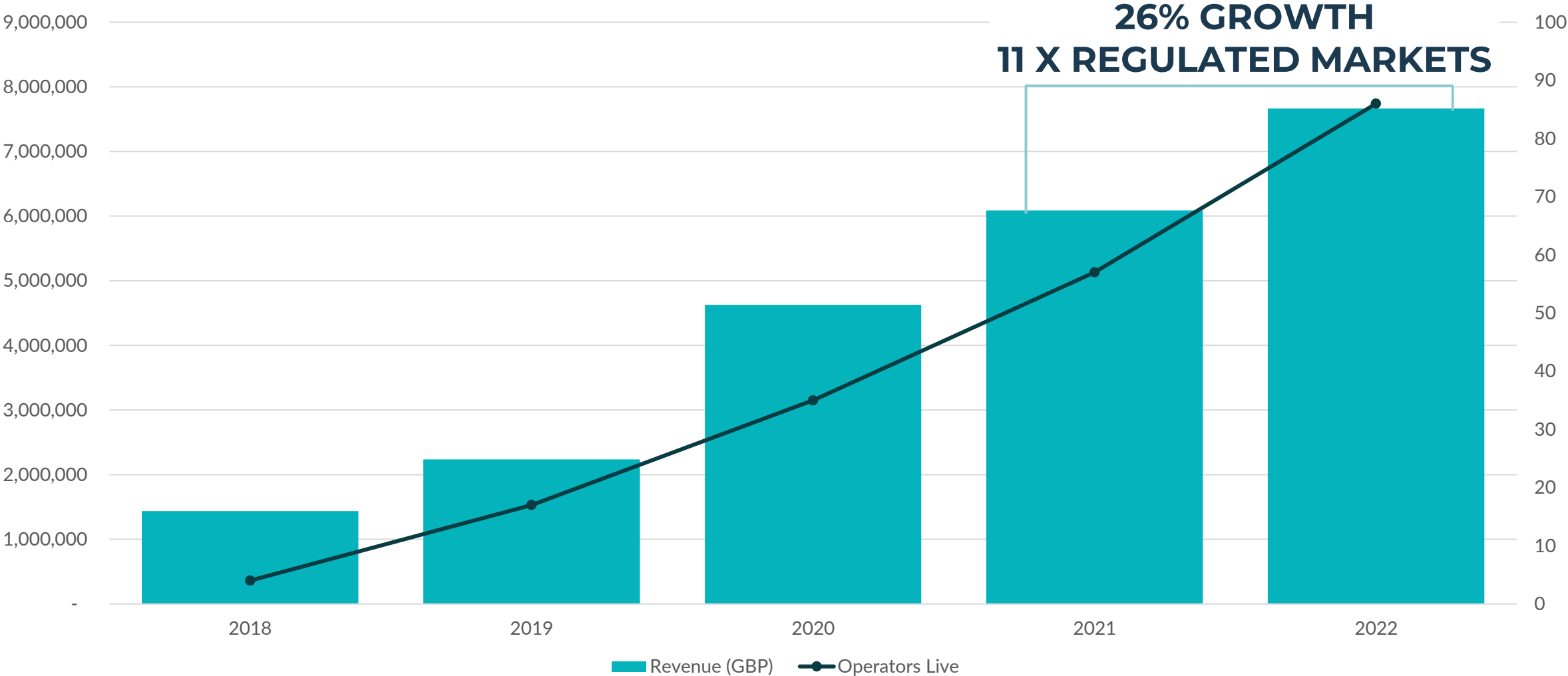
FY 2022

Balance Sheet		
Group	FY 2022 £m	FY 2021 £m
Non-Current Asset	13.4	12.5
Current assets (excl cash and cash equivalents)	5.3	3.3
Cash and cash equivalents	2.9	4.4
Current liabilities	-3.5	-6.6
Net Current Assets	4.8	1.0
Non-Current Liabilities	-0.2	-0.4
Net Assets	17.9	13.1

INVESTMENT CASE

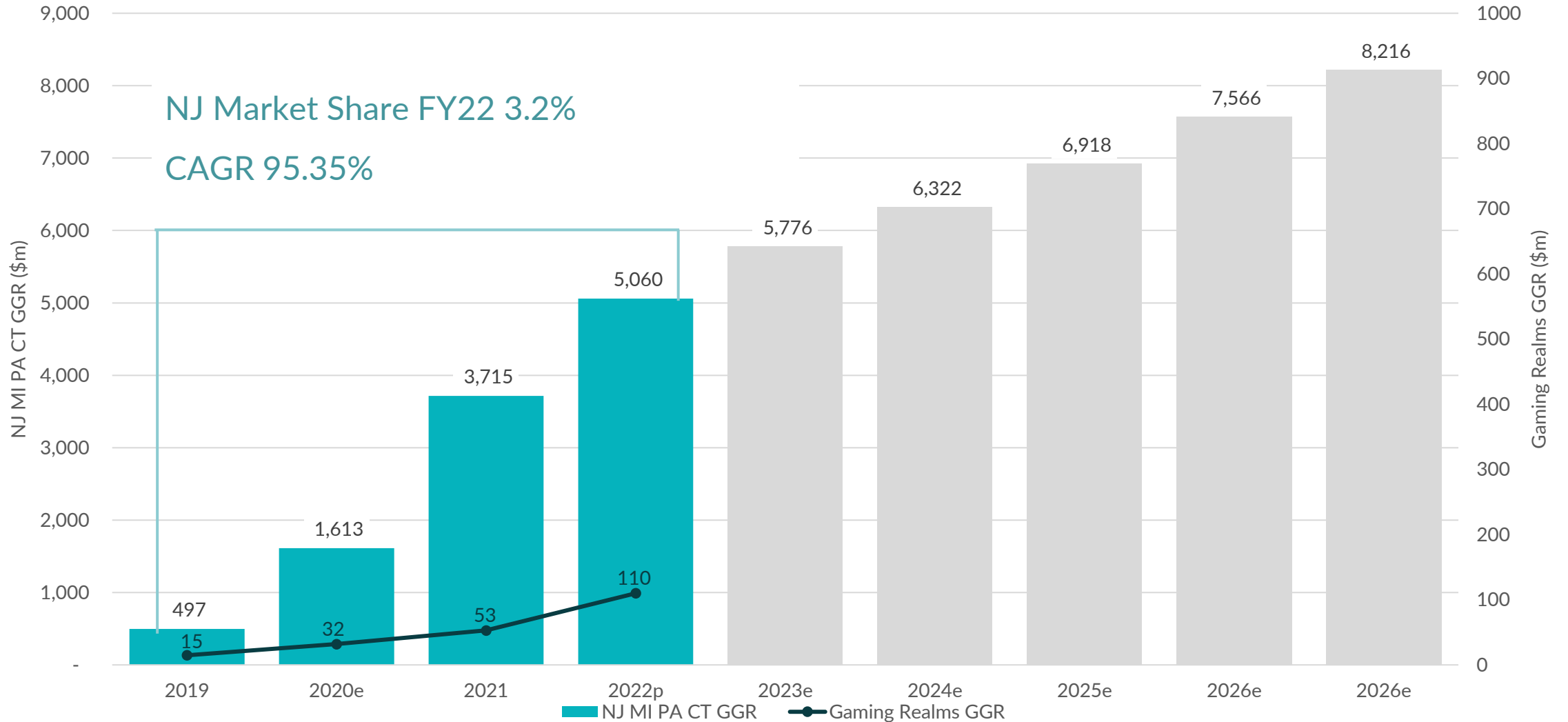
INVESTMENT CASE

Strong Underlying Foundations (excl. US)



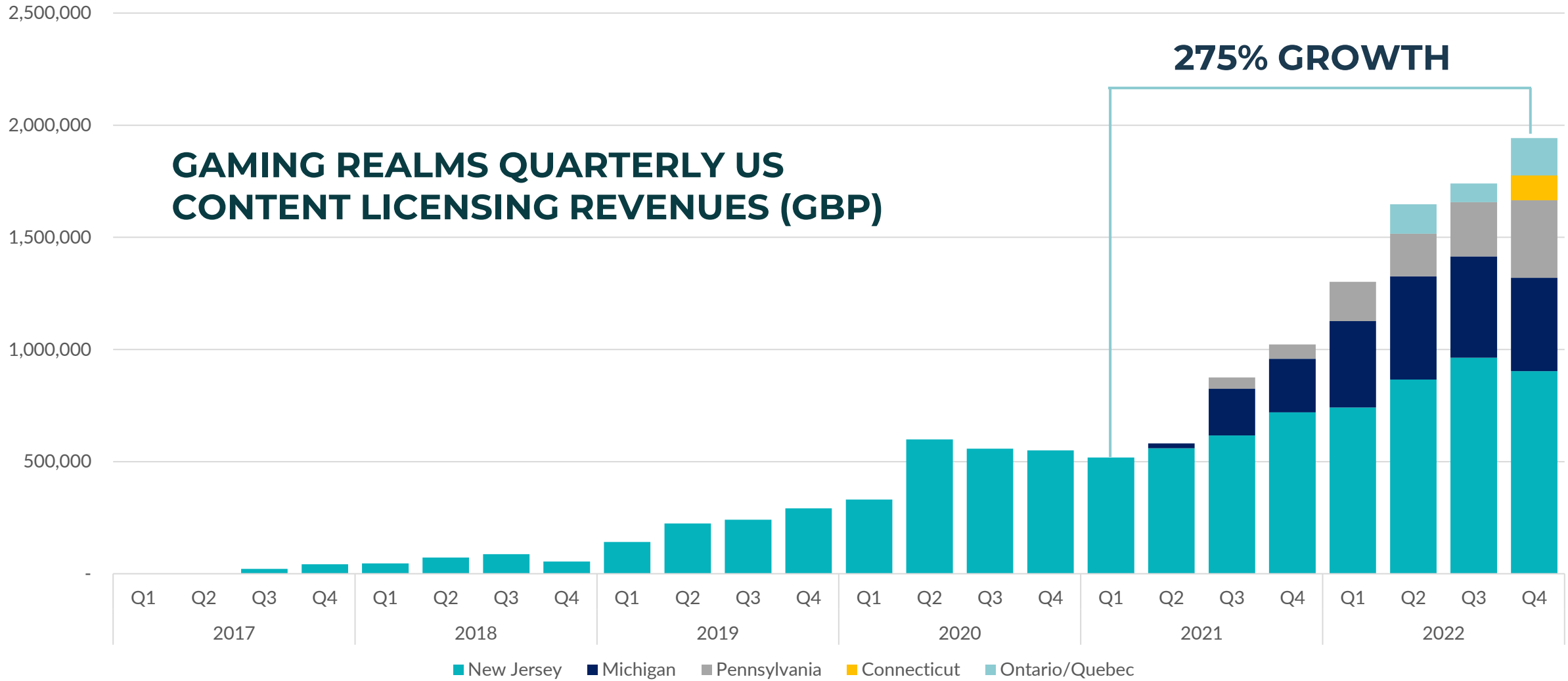
INVESTMENT CASE

Taking Market Share in The Burgeoning US Market (H2GC)



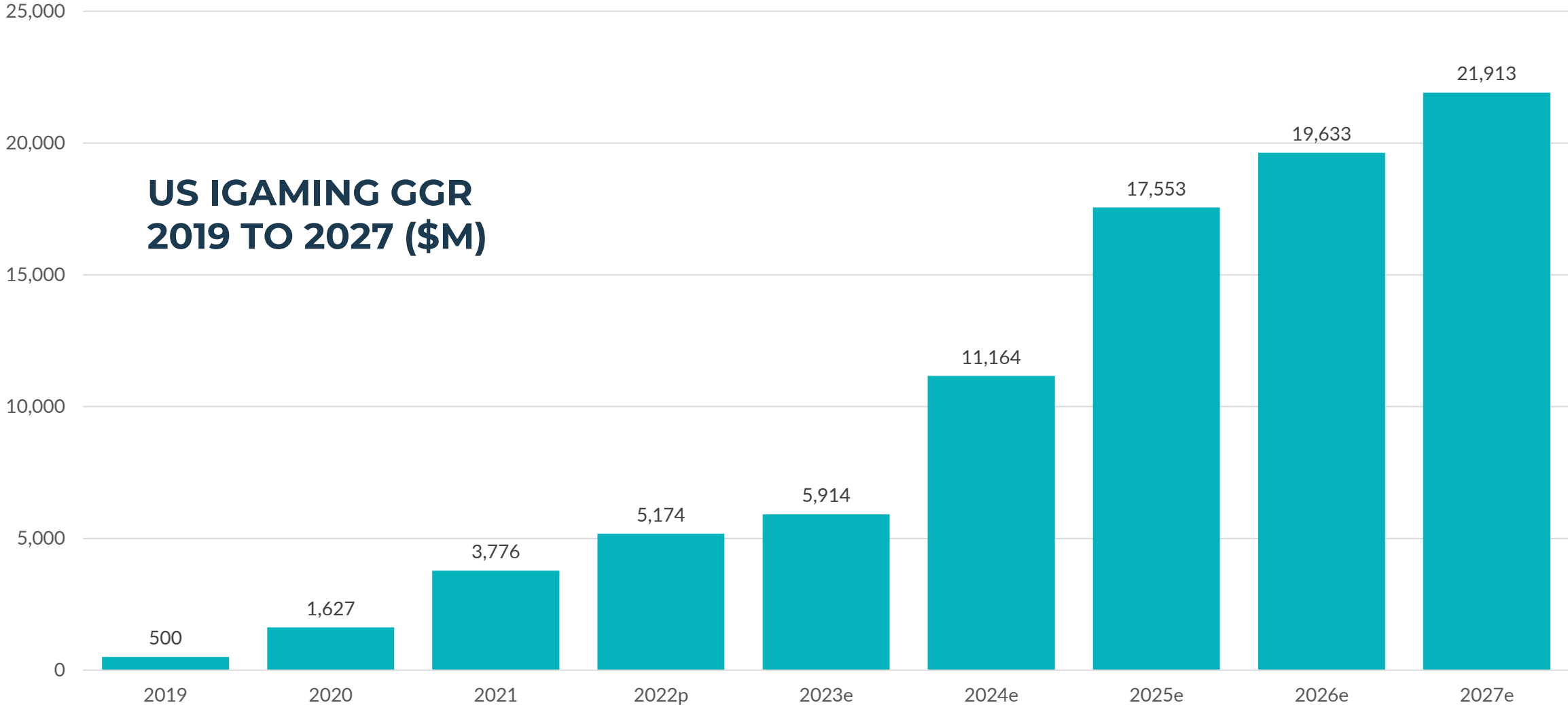
INVESTMENT CASE

Existing US Content Licensing Momentum Scaling at Pace



INVESTMENT CASE

US Market Set to Grow by 3.7x (H2GC)



**GAMING
REALMS**

DELIVERING GROWTH

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