

A PLATFORM FOR GROWTH

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

FY 2023 Results

FY 2023 Results

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



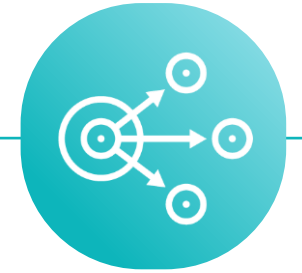
Suki Sandhu
Chief Product Officer



Craig Falciglia
Business Development
North America



Gareth Scott
Chief Commercial Officer
Rest of the World



SLINGO™ & SCRATCH

REAL MONEY & SOCIAL

5

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

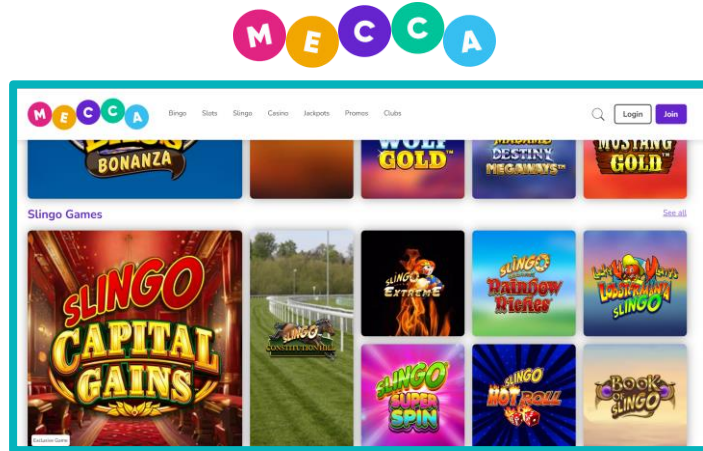
Freemium Revenue:
Purchases + Ads



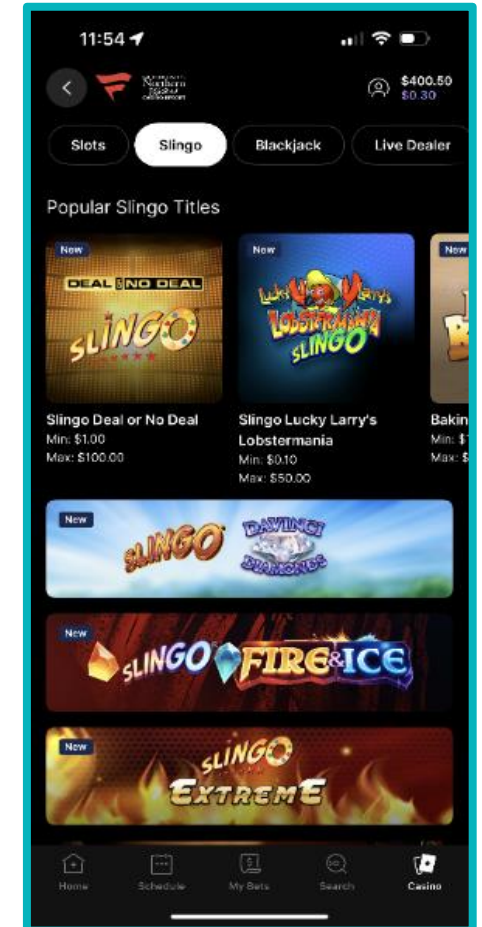
SLINGO™: CATEGORY DEFINING

Operators dedicating significant real-estate to Slingo™

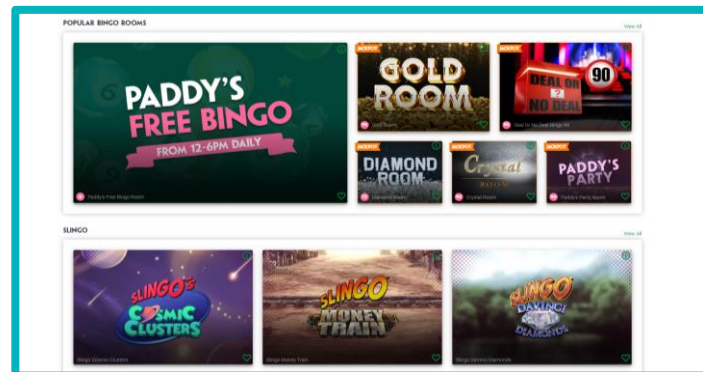
GAMING
REALMS



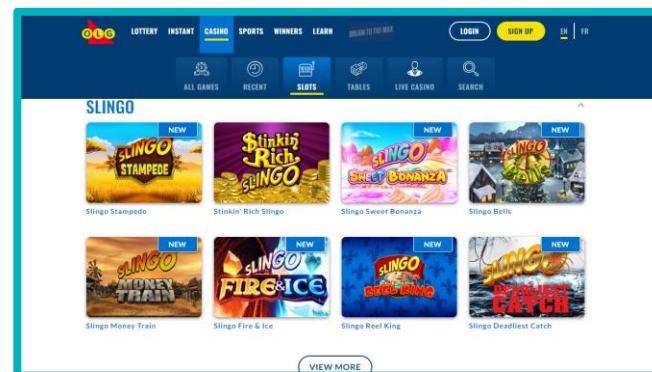
Fanatics



PADDYPOWER.



OLG PLAY FOR ONTARIO



A PREMIUM GLOBAL CLIENT BASE

GAMING
REALMS

Long Term Relationships with 100+ Leading Brands of the World

bet365

sky BET

William HILL

DRAFT
KINGS

Gala

Sisal

FANDUEL

888
HOLDINGS

PADDYPOWER.

Hard Rock
DIGITAL

Ladbrokes

OLG

GOLDEN
NUGGET

BETMGM

betway

CAESARS
ENTERTAINMENT

CORAL

loto-québec

Betclic

Foxy BINGO

gamesys
group

Rank Group

betfair

POKERSTARS

32Red

super bet

UNIBET

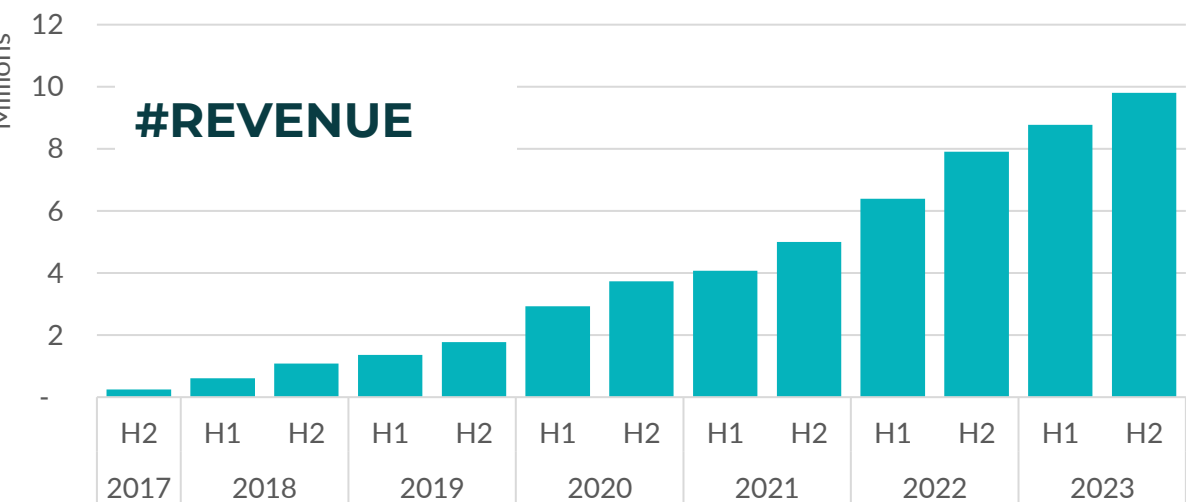
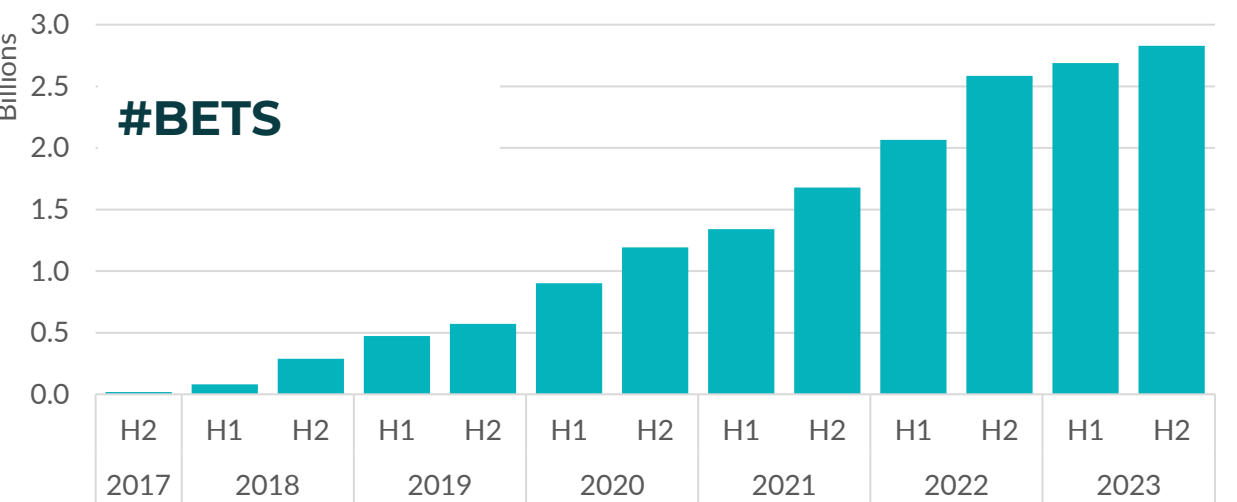
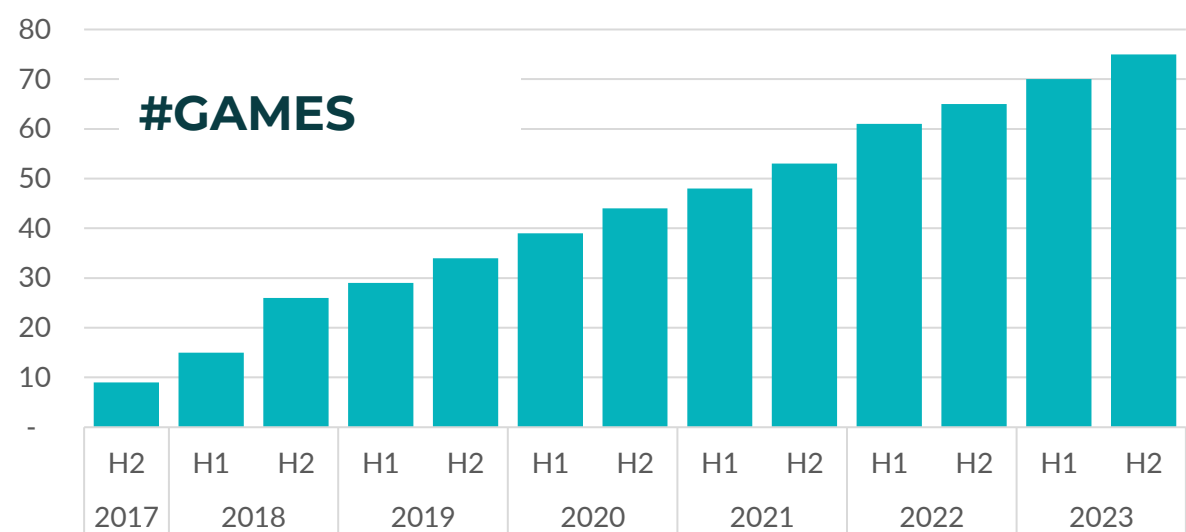
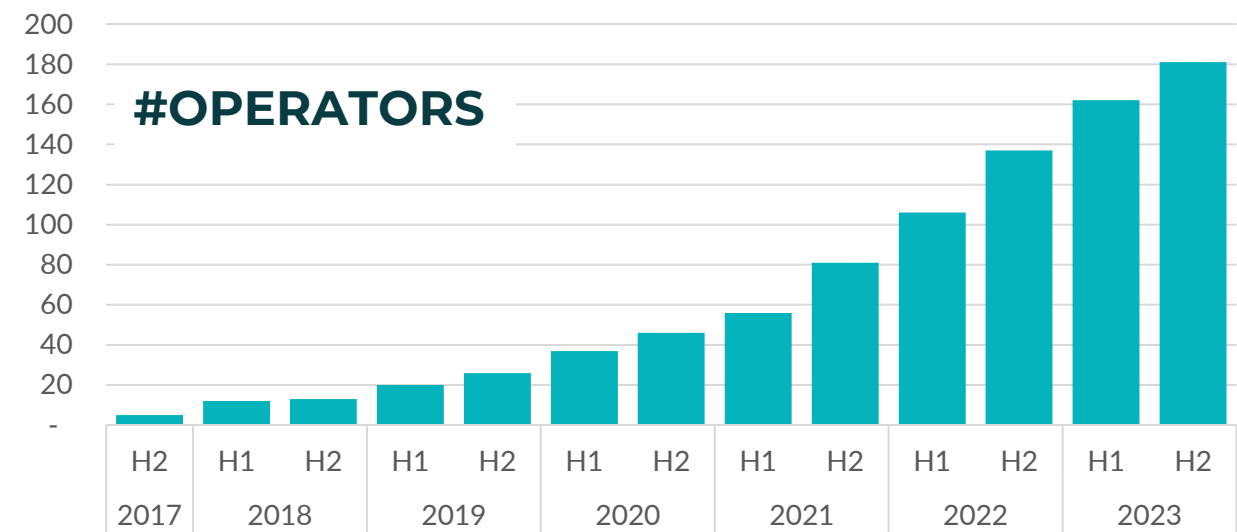
betsson

RUSH STREET
INTERACTIVE

snai

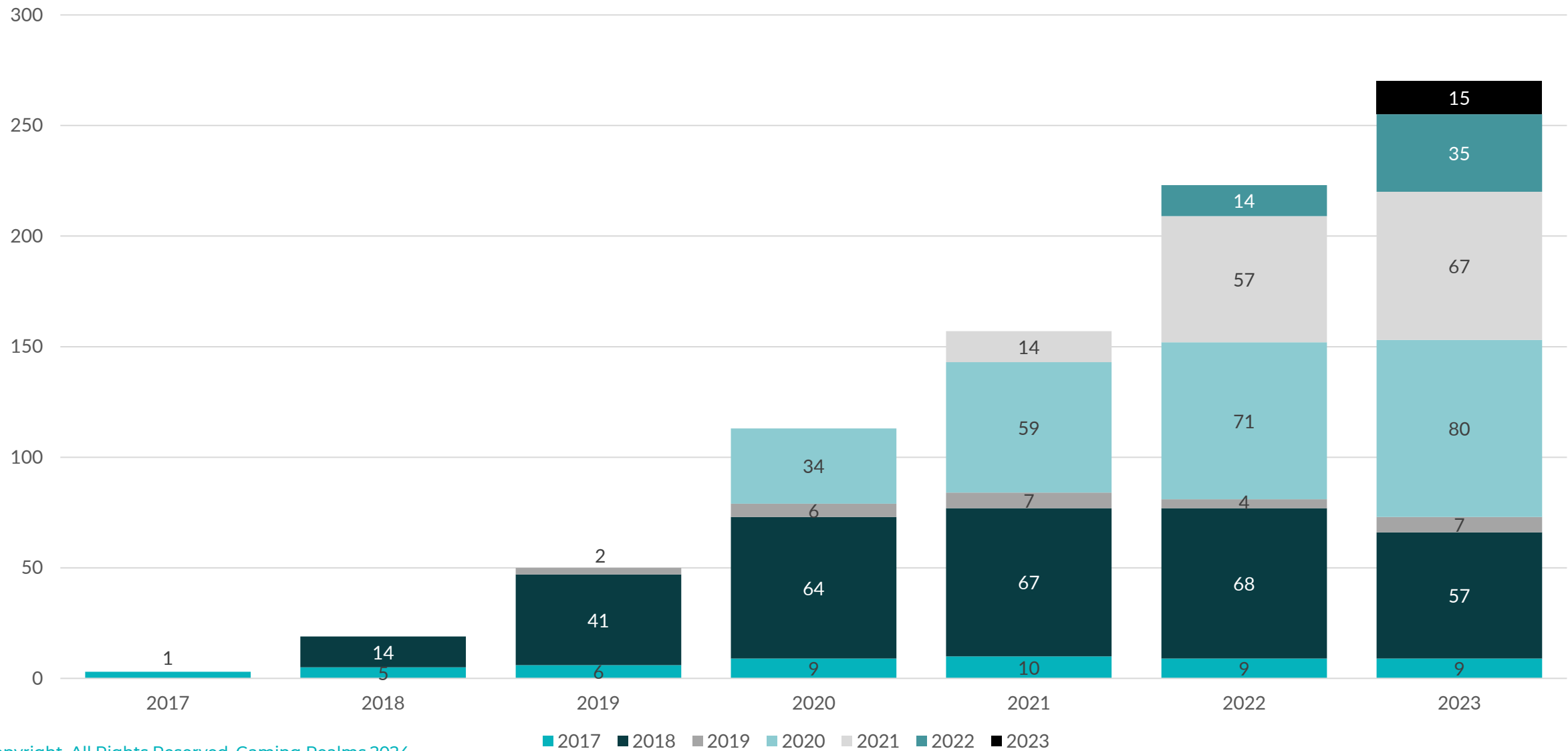
HIGH GROWTH & PROFITABLE BUSINESS

Significant Operational and Financial Momentum



THE COMPOUND EFFECT

Long term gross gaming revenue contribution of operator cohorts



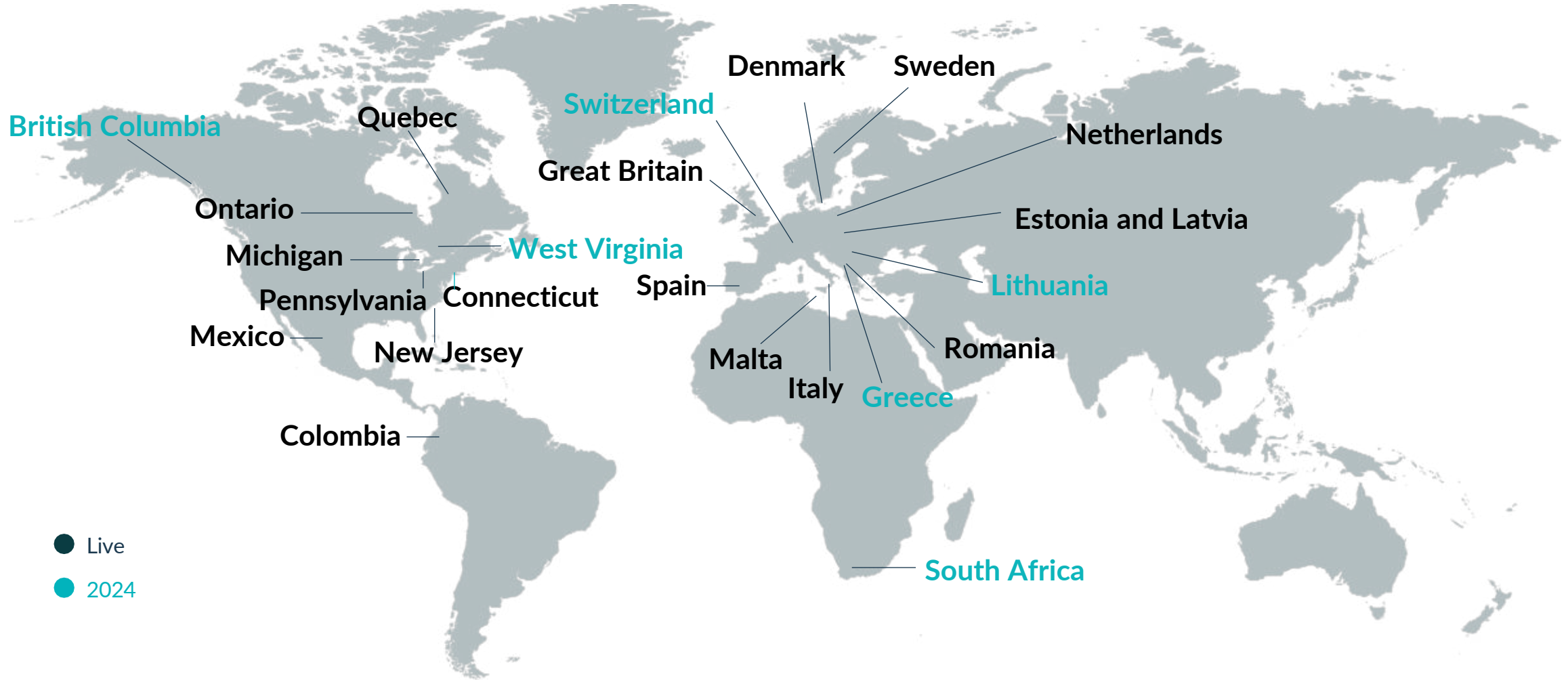
PERFORMANCE AND SCALE

KPIs at a Glance



DIVERSE DISTRIBUTION

Constant Expansion and Highly Adaptable to Regulatory Changes

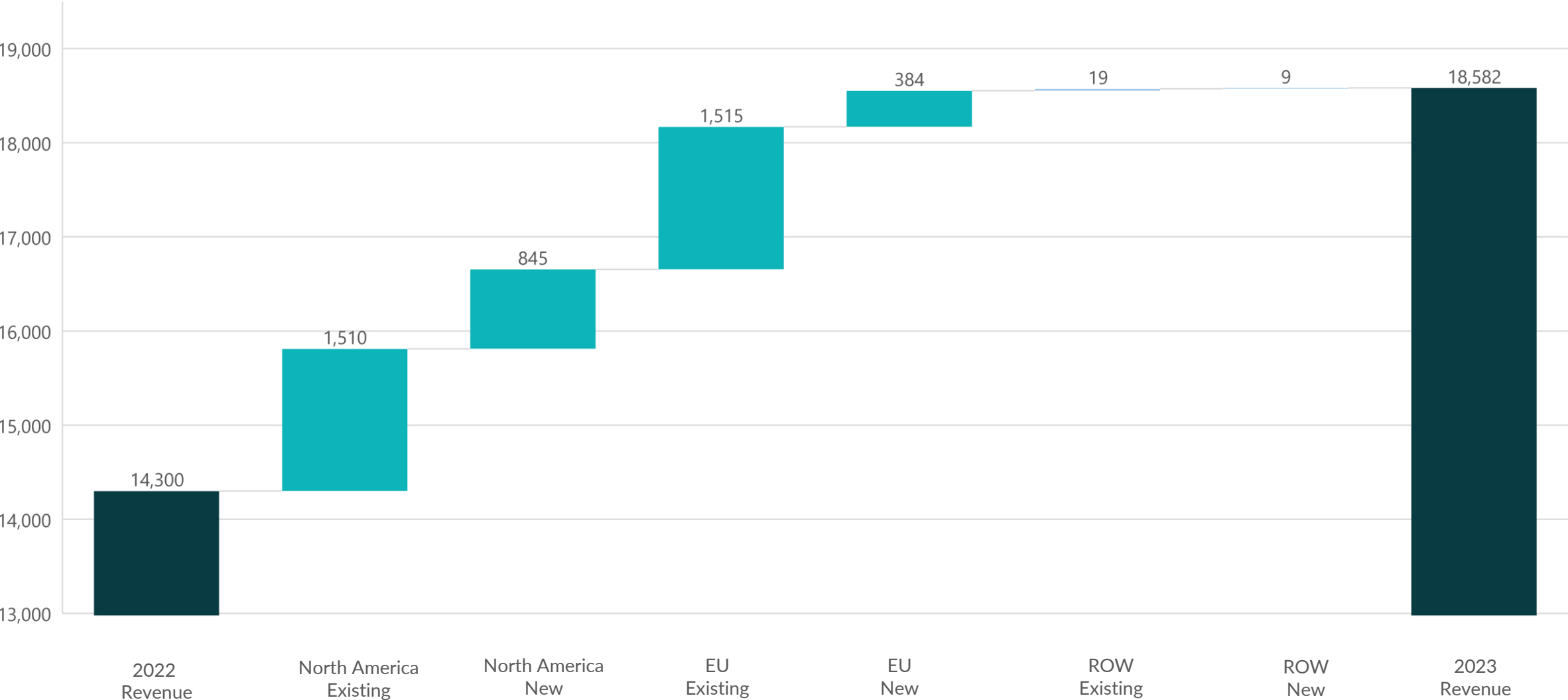


● Live

● 2024

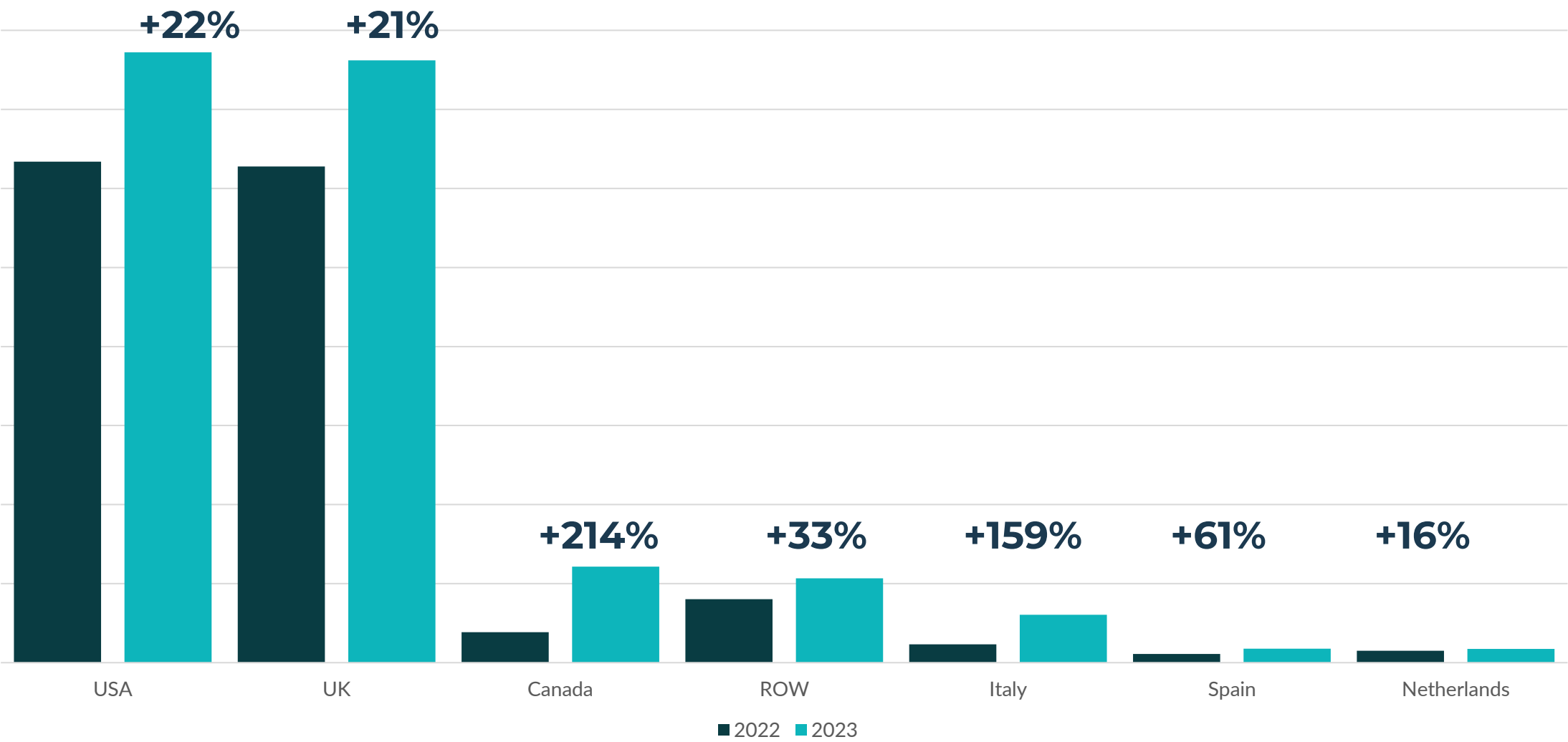
CONTENT LICENSING BRIDGE

Strong existing and new market growth



REVENUE GROWTH BY TERRITORY

Scaling in every major market



FINANCIAL RESULTS

FY 2023

Income Statement			
Group	FY 2023 £m	FY 2022 £m	Change %
Revenue	23.4	18.7	26%
Marketing	- 0.5	- 0.1	295%
Variable costs	- 4.8	- 3.9	24%
Administrative expenses †	- 8.2	- 6.9	18%
Adjusted EBITDA	10.1	7.8	29%
EBITDA	9.2	7.4	24%
Profit before tax	5.2	3.5	47%

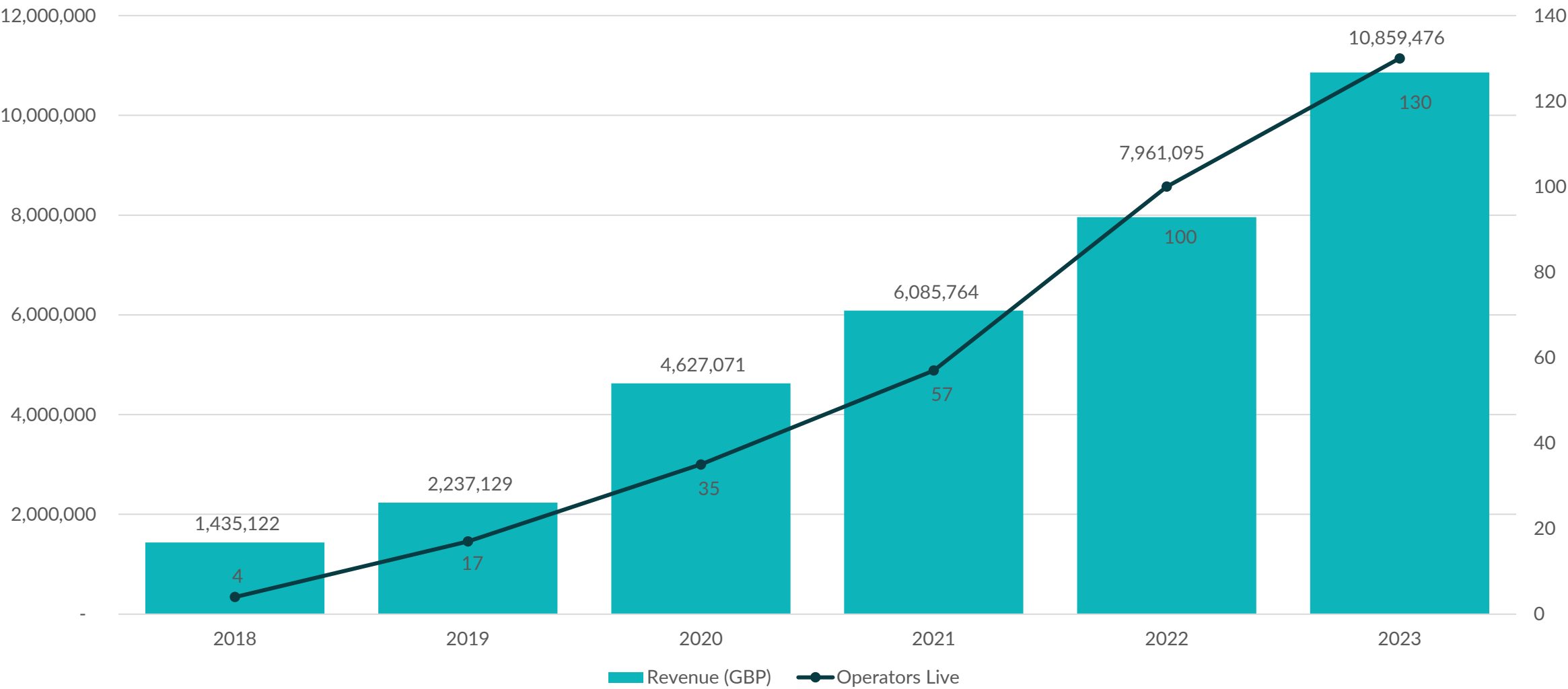
HIGH MARGIN GROWTH

- ✓ High revenue growth – 36% CAGR since 2019
- ✓ Content licensing growth +30%
- ✓ Low variable costs 21%
- ✓ Increase in people costs for new markets
- ✓ Strong cash generation
- ✓ PBT increase +47% with operational leverage

INVESTMENT CASE

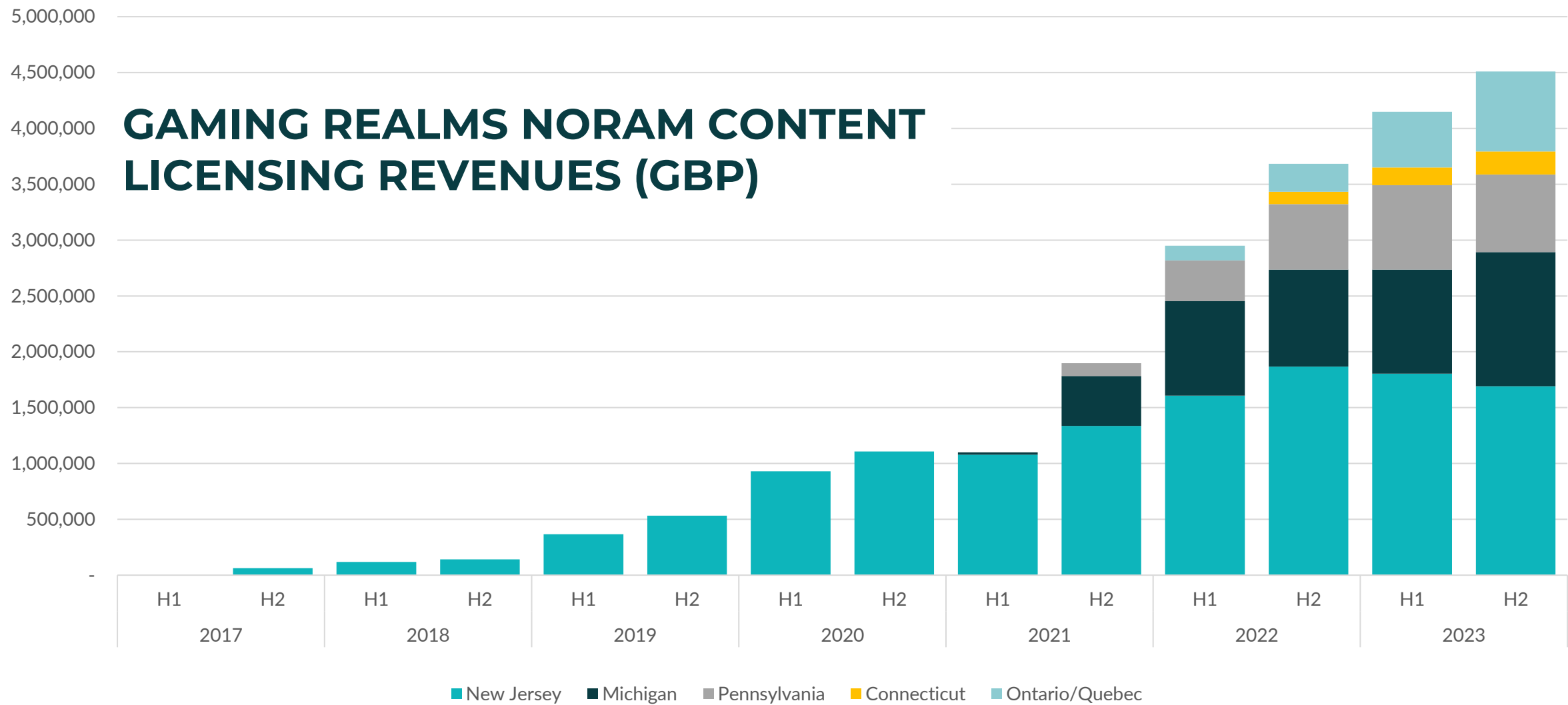
INVESTMENT CASE

Strong Underlying Foundations (excl. US)



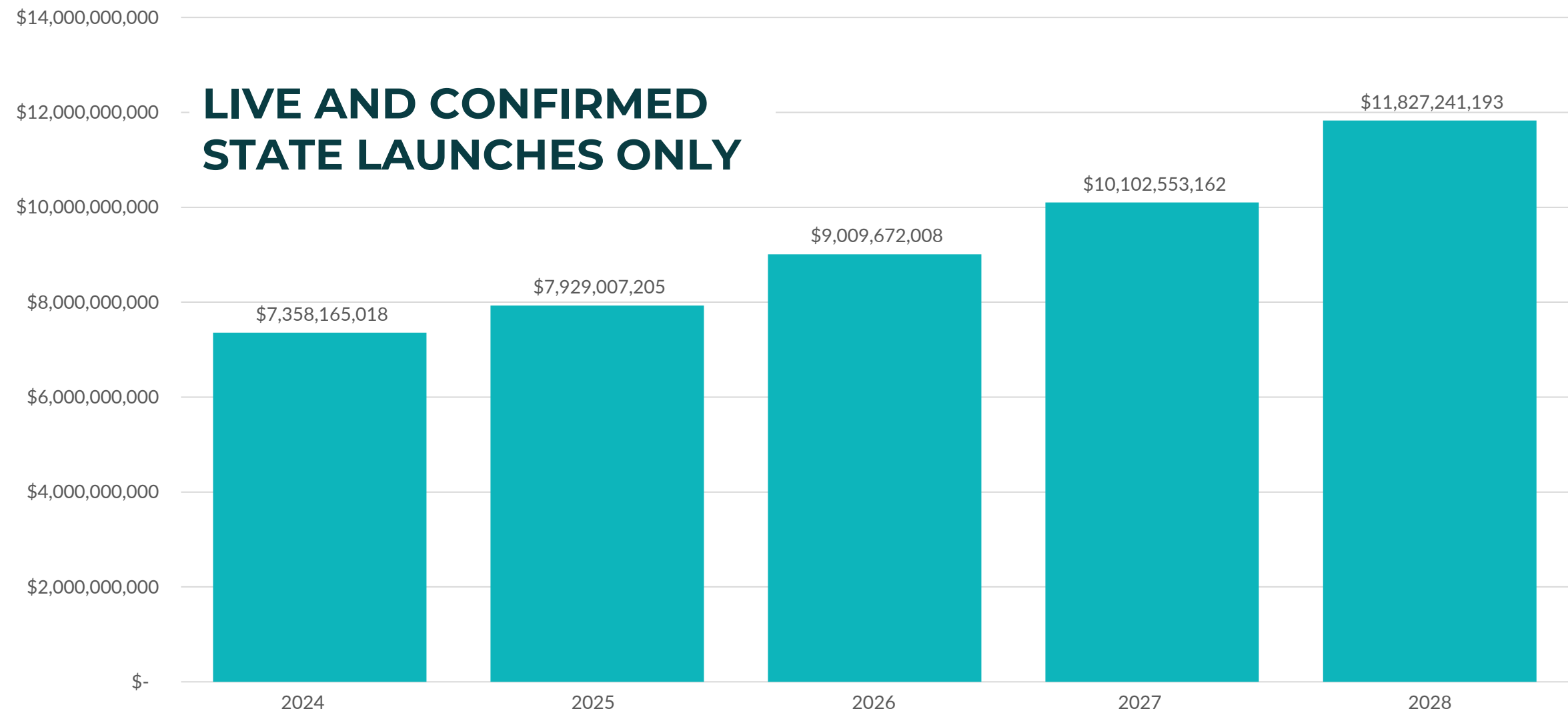
INVESTMENT CASE

Existing NORAM Content Licensing Momentum Scaling at Pace



INVESTMENT CASE

61% US Online Casino Growth 2024 – 2028



GAMING
REALMS

DELIVERING GROWTH

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APPENDIX

BETMGM & DETROIT REDWINGS

In-stadium Slingo™ Promotion

GAMING
REALMS



TV COVERAGE



BALANCE SHEET

2023

Balance Sheet		
Group	FY 2023 £m	FY 2022 £m
Non-Current Asset	15.7	13.4
Current assets (excl cash and cash equivalents)	5.1	5.3
Cash and cash equivalents	7.5	2.9
Current liabilities	- 3.4	- 3.5
Net Current Assets	9.1	4.8
Non-Current Liabilities	- 0.4	- 0.2
Net Assets	24.4	17.9