



UPDATE

Q3 2023

November 7, 2023

PERFORMANCE SUMMARY

Q3 2023

- Strong growth in all business segments with record Net Revenue of €27m, up 62% YoY and flat QoQ.
- EBITDA remains strong at €14m, up 113% YoY. However, a -9% QoQ decrease driven by adverse exchange rate developments and sports trading margins.
- Agreement with betPARX for U.S. multistate content aggregation deal, sourcing Evolution live dealer product and other leading suppliers post period.
- The Hungarian state lottery, Szerencsejáték Zrt., went live with EveryMatrix turnkey platform and sportsbook post period.
- Bet-at-home went live with complete EveryMatrix turnkey platform and sportsbook solution in the highly regulated German market post period.
- EveryMatrix became first iGaming provider to achieve WLA Safer Gambling certification.
- Conducted a company share buyback of 5% of outstanding shares.





Everything is possible.



FINANCIAL HIGHLIGHTS

Q3 2023

FINANCIAL HIGHLIGHTS - Q3 2023

CONTINUED STRONG YOY GROWTH IN NET REVENUE AND EBITDA

Revenue

€60m

+79% YoY

Net Revenue

€27m

+62% YoY

EBITDA

€14m

+113% YoY

EBITDA margin⁽¹⁾

50%

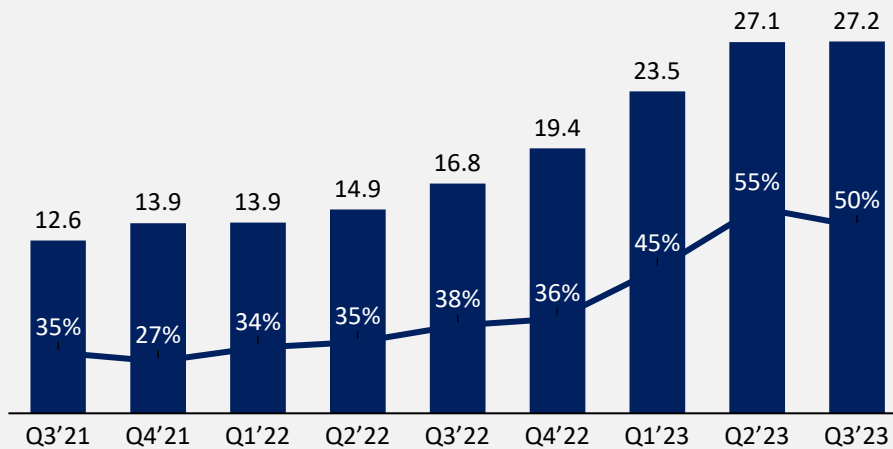
Cash position

€24m

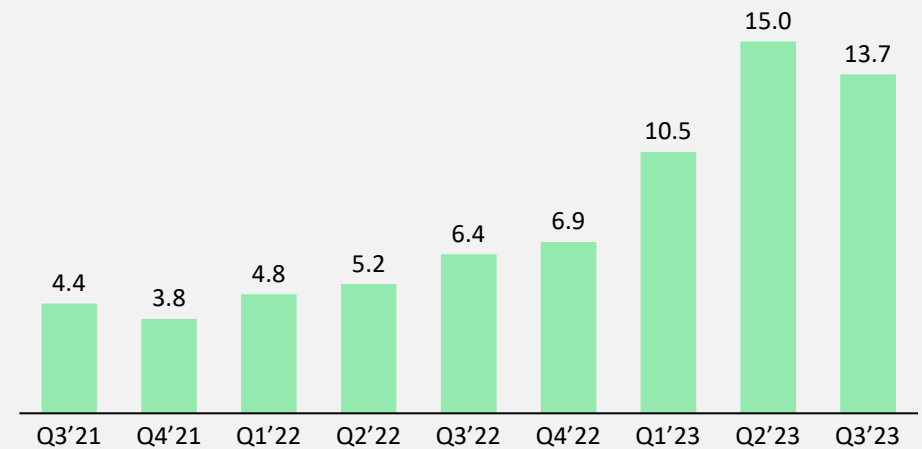
GROUP FINANCIAL DEVELOPMENT

CONTINUED STRONG RESULTS ACROSS THE GROUP DESPITE EXCHANGE RATE HEADWIND

Consolidated Net Revenue¹ and EBITDA Margin² %, €m



Consolidated EBITDA, €m



- Net revenue reached a record €27.2 million (€16.8 million), up 62% YoY, and with a 3-year CAGR of 47%.
- EBITDA remains strong at €13.7 million (€6.4m), up 113% YoY, amid adverse exchange rate effects demonstrating the company's ongoing robust ability to convert growth into profitability.
- EBITDA-margin decreased slightly to 50% from an all-time high last quarter driven by headwind from exchange rate effects and low sports trading margins due to adverse results in line with other industry participants.



Everything is possible.

OPERATIONAL HIGHLIGHTS

Q3 2023

KEY EVENTS - Q3 2023

NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

● HQ ● CASINO ● SPORTS ● PLATFORM ● AFFILIATE

First iGaming provider to achieve WLA Safer Gambling certification

Agreed U.S. multistate content aggregation deal with betPARX¹

Company Share buyback of 5% of outstanding shares

Live with bet-at-home.de with the complete EveryMatrix tech stack¹

16 payment integrations with popular solutions like Venus Point for Japan and Neopay for Baltics

Hungarian State Lottery live with complete turnkey solution including the OddsMatrix sportsbook¹

Signed 13 new PartnerMatrix clients

Launched 9 new games on SlotMatrix Exclusive content, out of which 3 from our own Armadillo Studios

Signed 3 new OddsMatrix Feed clients

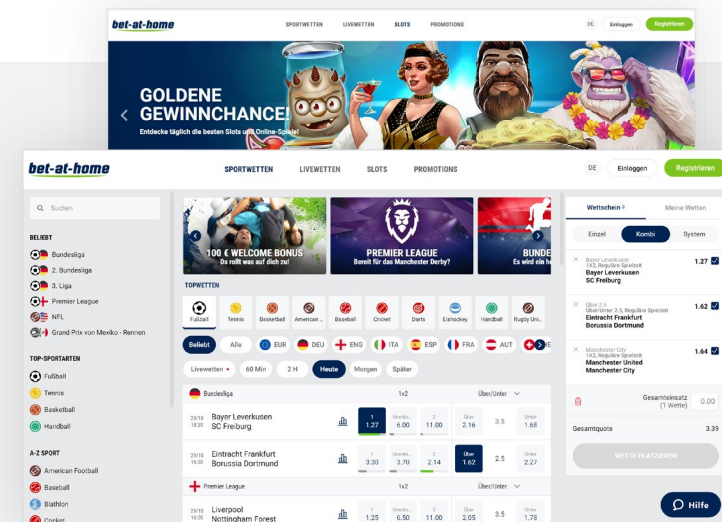
Signed 6 new DeepCI clients

4 new casino vendors live, including Ruby Play and Spinoro

BET-AT-HOME.DE LIVE WITH EVERYMATRIX PLATFORM

TIER-1 OPERATOR WENT LIVE WITH THE FULL TECH STACK ON OCTOBER 11TH

- Following the migration of its MGA-licensed business earlier this year, Tier-1 operator bet-at-home successfully migrated to the full EveryMatrix tech stack in Germany, completing the migration of 5.7m players across its global business.
- Bet-at-home replaced its in-house platform with a comprehensive suite of EveryMatrix back- and front-end solutions, including sportsbook, casino platform, player account management, payments module, and affiliate software.
- EveryMatrix's products and integration processes are custom-built for bet-at-home.de to enhance both revenues and efficiencies.
- The project's success is in particular attributed to EveryMatrix's PAM, GamMatrix, which developed new microservices to meet Germany's complex compliance requirements, including responsible gambling limits, multi-wallet functionality, taxation, and legislation services.
- Bet-at-home is one of EveryMatrix's largest sports clients in both revenue and brand value with the long-term agreement covering all markets where bet-at-home is currently present, including Germany.



"I would like to extend my huge thanks to Ebbe and EveryMatrix's extraordinary teamwork with months of dedication that has led to the accomplishment of this complex and challenging migration.

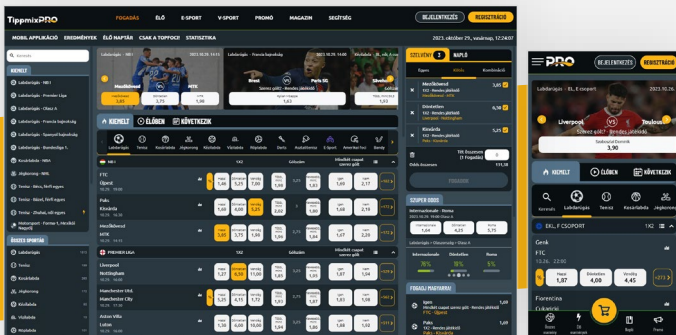
"We are very pleased and proud with the results of our joint efforts with a new, intuitive, and extremely appealing bet-at-home.de website powered by EveryMatrix."

Marco Falchetto, CEO of bet-at-home

SZERENCSEJÁTÉK ZRT. LAUNCH COMPLETE TURNKEY SOLUTION

TIPPMIXPRO GOES LIVE WITH SPORTSBOOK AND PLATFORM SERVICES ON OCTOBER 25TH

TippmixPRO
online sportfogadás



“EveryMatrix offers professional knowledge that ensures the long-term development of TippmixPro, providing our players with a world-class online sports betting platform.”

Andrea Mager, President & CEO of Szerencsejáték Zrt

- Szerencsejáték Zrt (SZRT), Hungary's leading gambling service provider and WLA member, has launched our OddsMatrix-powered Sportsbook solidifying the TippmixPro brand as the frontrunner in Hungarian sports betting.
- The early launch of TippmixPro demonstrates significant promise, immediately propelling them to the position of the largest client within OddsMatrix based on the number of bets placed.
- Through OddsMatrix Sportsbook, TippmixPro introduces new features like Cash Out, Bet Builder, and promotions like Stake-Back Special, while setting the gold standard for safe gambling. Accessible via web, Android, and iOS apps, it boasts leading market uptime, content recommendations, and an innovative promotions engine.
- EveryMatrix's platform unit, GamMatrix, purpose-built a range of project-critical operational and safer gambling features including rapid, multi-step registration and a comprehensive array of self-exclusion functionality in line with specific SZRT and regulatory requirements.
- SZRT also leverages MoneyMatrix payments and PartnerMatrix affiliate systems, drawing on the extensive experience of our products, and account management teams.



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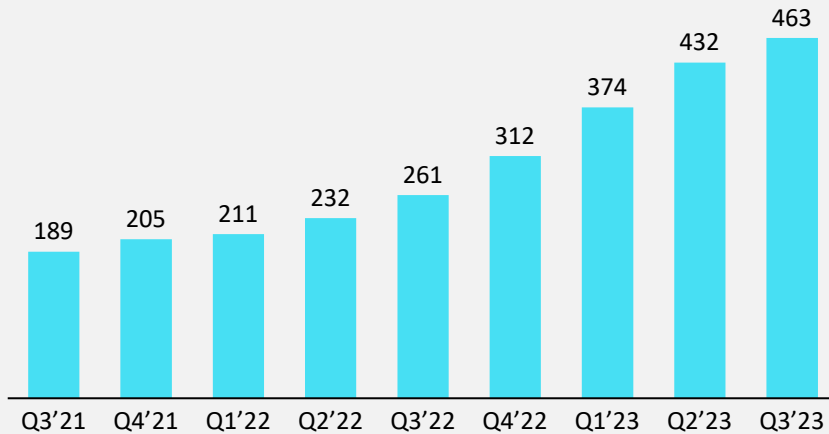
OPERATING REVIEW

Q3 2023

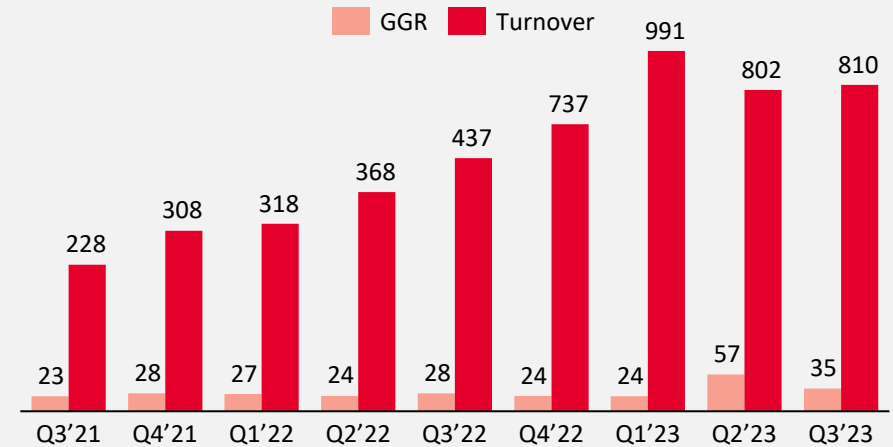
GROSS GAMING REVENUE (GGR) DEVELOPMENT

EVERYMATRIX'S OPERATORS

Casino GGR 2021-2023, €m



Sports Turnover & GGR 2021-2023, €m

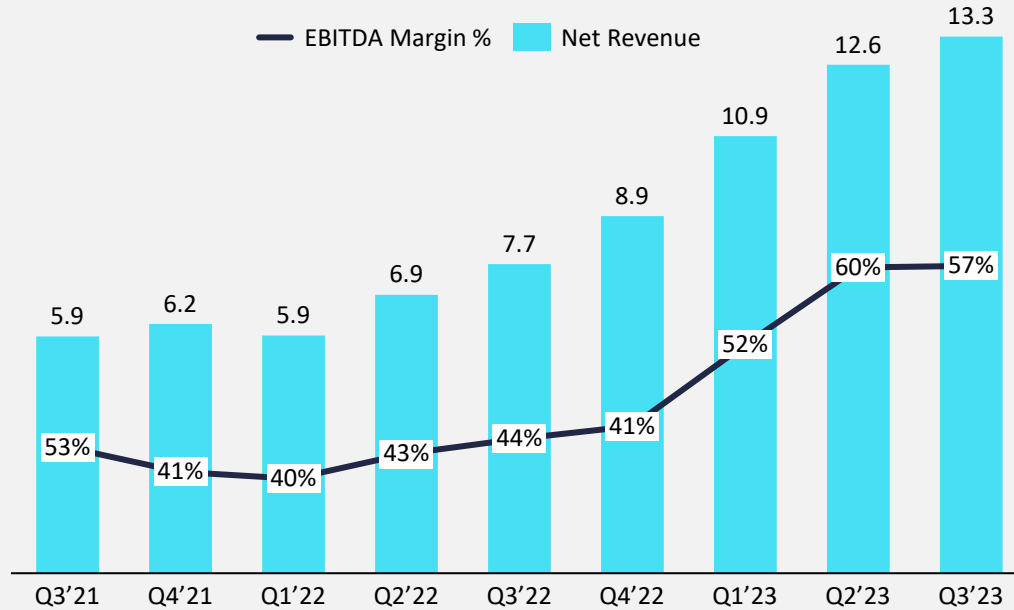


- EveryMatrix's operators' GGR comes from both Casino and Sports.
- It was yet another record quarter for Casino reaching €463m in GGR up 77% YoY despite headwind from exchange rate effects.
- Sports turnover surged by 85% YoY to €810m, and GGR increased by 26% YoY despite headwind from exchange rate effects, sports results and increased odds promotion from our large clients.

CASINO

CONTINUED STRONG GROWTH WHILE MAINTAINING HIGH PROFITABILITY

Casino Net Revenue, €m and EBITDA Margin %



- Another quarter with record Net Revenue reaching €13.3m up 74% YoY and 6% QoQ.
- EBITDA quarter contribution of 7.6m.
- Kept strong EBITDA margin despite headwind from exchange rate effects.
- Introduced 890 unique games from established casino vendors, in addition to more than 250 games integrated from four new casino vendors.
- Based on turnover, Armadillo Studios achieved its best release yet with the game Tiki Times Exotic Wilds, the fourth instalment in the Exotic Wilds series.



Fully-featured casino platform solution



Wide range of bonus features across all content vendors



Enables building jackpots across all content vendors

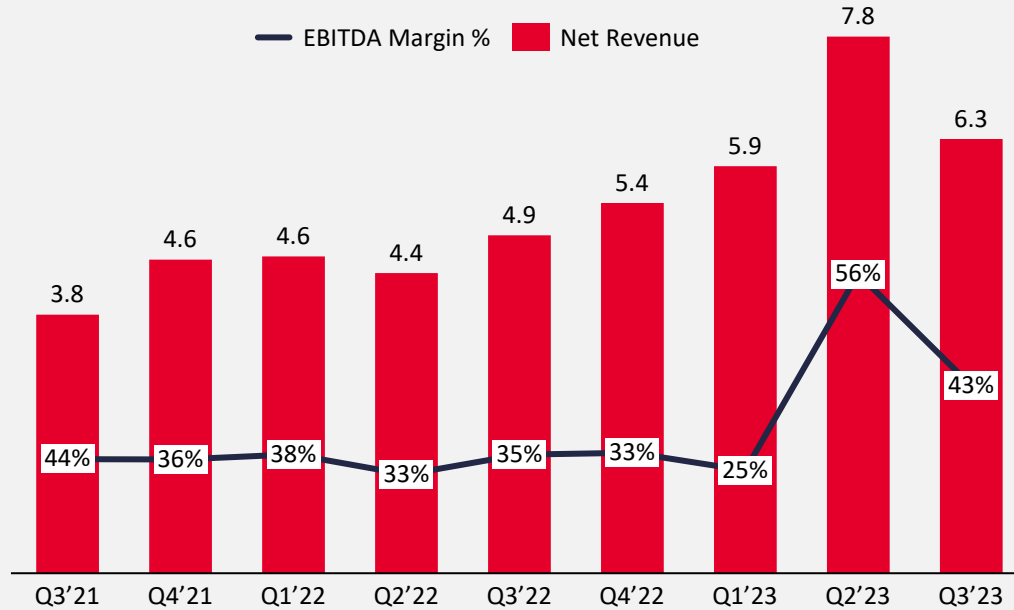


Own games alongside other studios on RGS and 300+ additional studios

SPORTS

STRONG YOY NET REVENUE GROWTH

Sports Net Revenue, €m and EBITDA Margin %



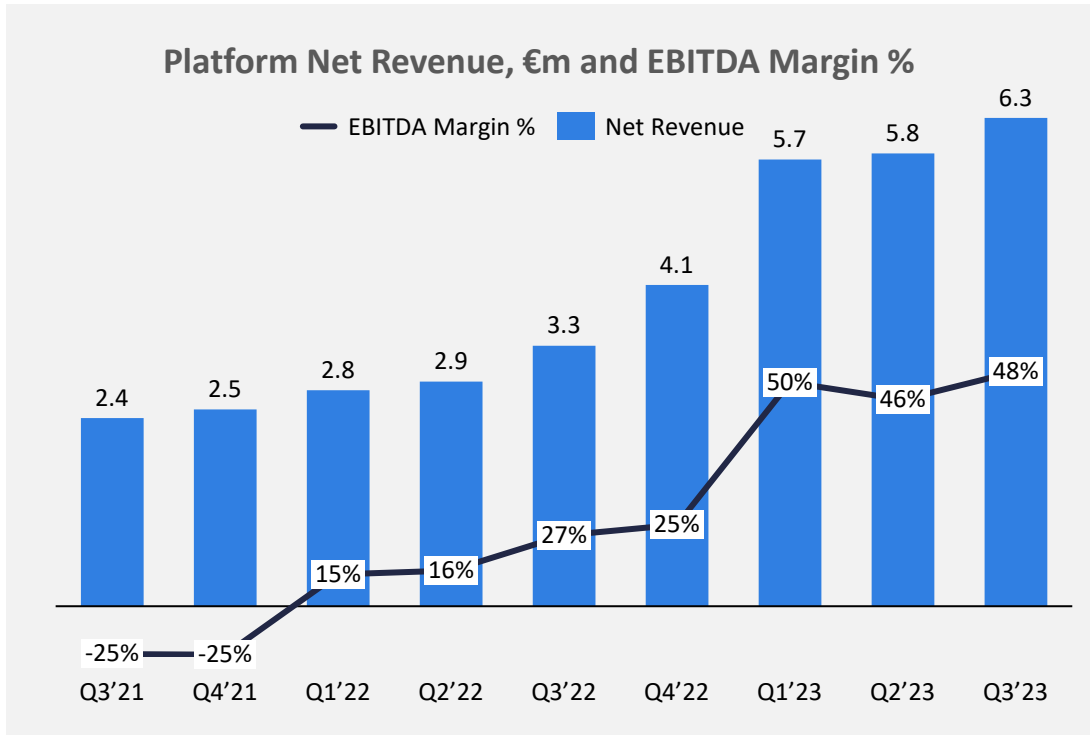
- Net Revenue reached €6.3m up 29% YoY and -19% QoQ and EBITDA contribution of €2.7m.
- Kept strong EBITDA margin despite headwind from sports results and exchange rate effects.
- The number of bets placed increased by 65% YoY.
- The average monthly count of live events has surged by 43% YoY, strong on E-sports events but even more on regular sports.
- Implemented several compliance requirements for the stringent standards of the heavily regulated German Market.



Fully Managed Omnichannel
Sportsbook and real-time Betting Data
Feeds and APIs

PLATFORM

SCALABILITY LEADING TO HIGH PROFITABILITY



- Net Revenue reached €6.3m up 87% YoY and 8% QoQ.
- EBITDA quarter contribution of €3.0m.
- Much effort went into compliance requirements for Germany and Hungary.
- MoneyMatrix experienced a significant 59% YoY increase in the number of successful transactions.
- GamMatrix efficiently processed 110,000 bets per minute during peak hours, up 22% QoQ.
- Successfully migrated two additional clients to our new wallet service and plan to continue client migrations throughout 2023 and 2024.



Gaming and Player Account Management Platform (PAM)



80+ Payment Partners, giving access to 300+ Payment Solutions

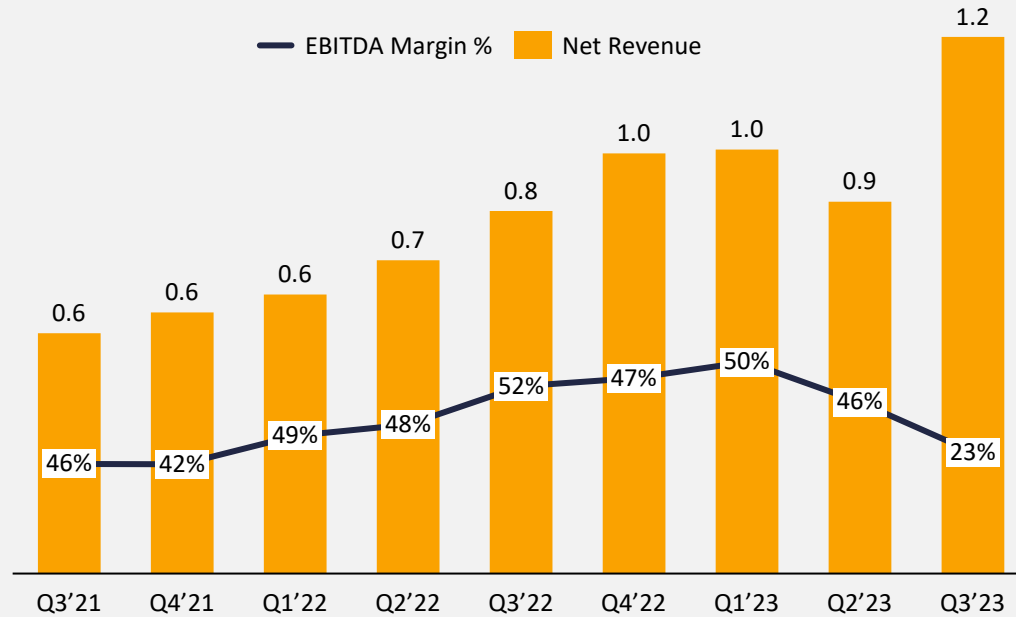


Reporting and Business Intelligence across all EveryMatrix products

AFFILIATE

STRONG REVENUE GROWTH DRIVEN BY BOTH PARTNERMATRIX AND DEEPCI

Affiliate Net Revenue^{1,2}, €m and EBITDA Margin %



- Due to increased importance we will report on the Affiliate segment separately from now on rather than as part of platform segment.
- Net Revenue increased to €1.2m up 48% YoY and 44% QoQ largely driven by addition of DeepCI from 1 July 2023, hence not fully organic growth here.
- DeepCI expanded the number of serviced geographical locations by more than double, now covering over 65 Geos.
- Strong sales for both products during Q3.
- Investing into both product and commercial teams.



B2B Affiliate System platform for operators to reward affiliates



Business Intelligence across global affiliate market

CORPORATE AFFAIRS

EMPLOYEE MATTERS



- 107 new staff welcomed across the globe including 14 as part of DeepCI acquisition and 14 new staff within our new Georgia office.
- Successfully concluded three internal web development training programs within EveryMatrix AcadEMies with the primary objective to enhance the skills and knowledge of colleagues, while offering support to the “Network for Urban nature” project for sustainable development of Bucharest Vacaresti National Park.
- To celebrate our 15th anniversary, we held our largest ever summer events. More than 450 employees gathered in Romania, Ukraine, and Thailand.



ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Q3 2023 HIGHLIGHTS

TEACH stream

- Our educational services are available across six Day Centers, serving 200 enrolled children.
- We cover Programming, English, and Math, collectively providing 1,844 teaching hours in Q3.
- Q3 2023, we conducted an in-depth HTML and CSS class that was designed with a focus on best practices and real-life scenarios.



- Ongoing support for our Ukrainian staff and charities with €124k donated during Q3.
- Total spend to support Ukraine is €1.4m at the end of Q3 2023.
- We continue to contribute significant cash amounts every month to Ukrainian charities.

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Q&A

Thank you!

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

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 850 employees across twelve countries and serves 300 customers worldwide, including the regulated U.S. market.

EveryMatrix is a member of the World Lottery Association (WLA), European Lotteries Association, and iDEA Growth in the U.S. In September 2023 it became the first iGaming supplier to receive WLA Safer Gambling Certification.

EveryMatrix is proud of its commitment to safer gambling and player protection whilst producing market leading gaming solutions.

Find out more at everymatrix.com