

betsson **db**

**Q1 2023**

Presentation of results



# OUTLINE

- Highlights
- Business update
- Regulatory update
- Financials
- Trading update
- Summary
- Q&A




Pontus Lindwall  
President & CEO,  
Betsson AB




Martin Öhman  
CFO, Betsson AB

# Q1 2023 KEY FIGURES



REVENUE  
**222 MEUR**  
+30% YoY  
+38% organic



EBIT  
**43 MEUR**  
+82% YoY

EBIT  
MARGIN  
**19.4%**

ACTIVE  
CUSTOMERS  
**1.1M**  
-11% YoY



CUSTOMER  
DEPOSITS  
**1,148  
MEUR**  
+47% YoY

SPORTSBOOK  
TURNOVER  
**+40%**  
YoY

SPORTSBOOK  
REVENUE  
**+19%**  
YoY  
Margin 8.0%



CASINO  
TURNOVER  
**+51%**  
YoY



CASINO  
REVENUE  
**+37%**  
YoY



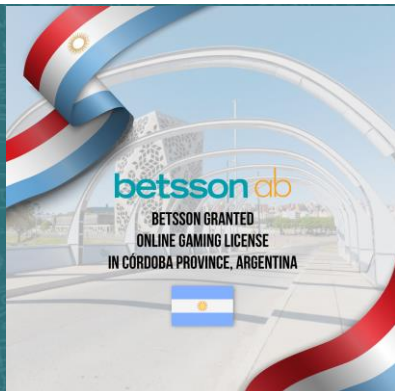
# OUR MARKETS - SOME ACTIVITIES



Italy: Continued high marketing activity.  
StarCasino Sport: VAR partner for Serie B



Chile: ATP 250 Chile Open main sponsor



Argentina:  
High marketing activity.  
Cordoba license obtained,  
go-live later in 2023

Colombia: new brand ambassador - Sara Uribe - a well-known TV presenter



# PRODUCT & TECHNOLOGY DEVELOPMENT

Launched  
Betsafe in  
Ontario, Canada  
Android and iOS  
native apps

Cloud migration and  
native app development  
continued

Continued  
development of  
sportsbook and  
platform to support  
B2B offering



# REGULATORY UPDATE

## NORWAY



Dialogue ongoing with the NGA. Implementation of C&D order deferred to mid-May

## PERU



Regulation still being delayed due to recent political developments.

## BRAZIL



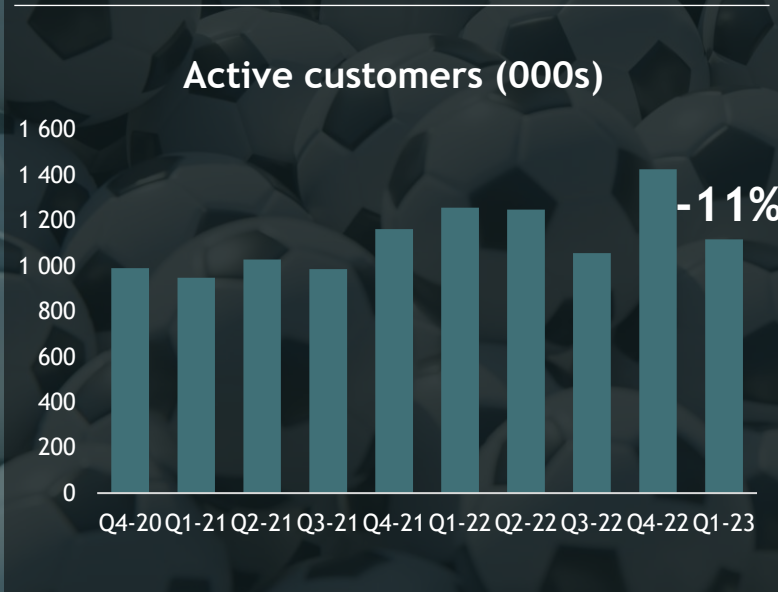
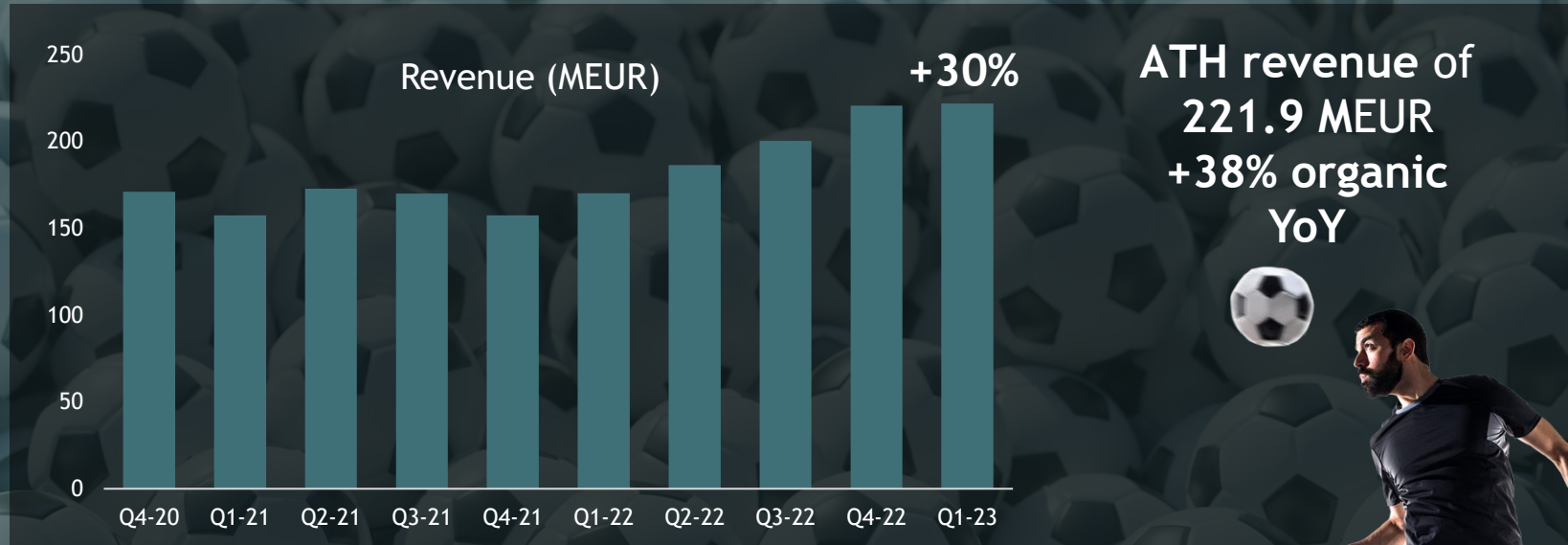
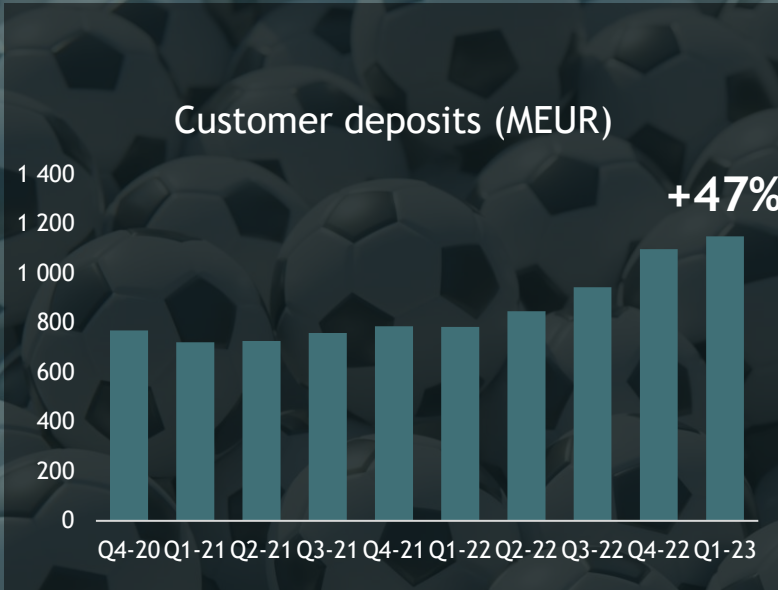
Government now preparing to implement the new sports betting law, approved in 2018

## NETHERLANDS

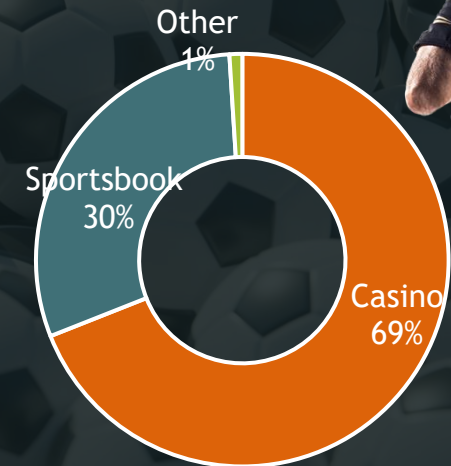


Total advertising ban for gambling to be introduced on 1 July 2023. Sport sponsorships will also be banned.

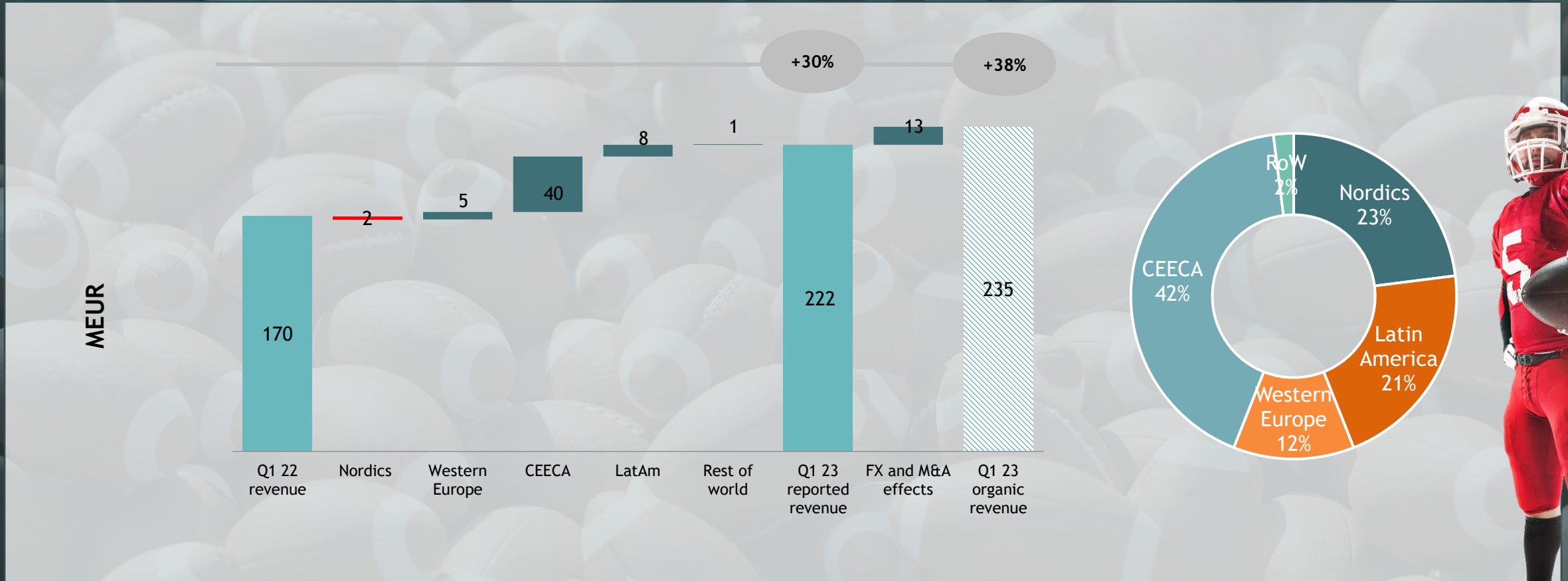
# DEVELOPMENT AND KPIs



<b>Casino turnover</b>	<b>+51%</b>
<b>Casino revenue</b>	<b>+37%</b>
<b>Sportsbook turnover</b>	<b>+40%</b>
<b>Sportsbook margin</b>	<b>8.0%</b>
<b>Sportsbook revenue</b>	<b>+19%</b>



# REVENUE DEVELOPMENT BY REGION YOY



# EBIT DEVELOPMENT YOY



MEUR	Q1 2023	Q1 2022
Revenue	222	170
Gross profit	148	107
Gross margin	66.5%	62.9%
Opex	105	84
EBIT	43	24

# CASH FLOW & FINANCIAL POSITION

## – Operating cash flow

- Increased EBIT drives higher cash flow YoY
- Slightly negative impact from working capital due to increased accounts receivable following increased B2B revenue

## – Investments

- Investments in own development (capitalisation)

## – Financing activities

- Driven by lease payments

## – Net cash of 104.5 (16.9) MEUR

- Net debt/EBITDA -0.5 (-0.1)

## – Equity/assets ratio 64% (65%)



MEUR	Q1 2023	Q1 2022
Operating cash flow	48.8	26.9
Cash flow from investing activities	-10.2	-9.4
Cash flow from financing activities	-1.9	-1.2
<b>Cash flow for the period</b>	<b>36.7</b>	<b>16.3</b>
Cash and cash equivalents, end of period	204.9	111.8

# Q2 2023 TRADING UPDATE\*

Average daily revenue up to and including 23 April was 26% higher than the average daily revenue of the full quarter in Q2 2022. The sportsbook margin has been in line with the historical average.

The average organic daily revenue was 35% higher than the average daily revenue of the full quarter in Q2 2022

*\* This is not a revenue forecast, only an indication of how the second quarter 2023 has started.*



# SUMMARY Q1

- Again ATH revenue and EBIT for the Group
- 38% organic revenue growth Y/Y
- Record turnover and revenue in casino
- CEECA and Latin America growth drivers
- ATH in customer deposits
- B2B continues to perform well
- Scalable model drives improved profitability
- Strong balance sheet and cash flow generation
- Good start to Q2 2023, average daily revenue +26% YoY



**betsson** ab

**THANK YOU**

---

**TIME FOR Q&A**