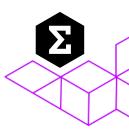


# Disclaimer



NOT FOR PUBLICATION OR DISTRIBUTION IN WHOLE OR IN PART IN, INTO OR FROM ANY JURISDICTION WHERE TO DO SO WOULD CONSTITUTE A VIOLATION OF THE RELEVANT LAWS OR REGULATIONS OF THAT JURISDICTION.

This presentation has been prepared by Entain PLC ("Entain") solely for informational purposes and comprises the written materials/slides for a presentation concerning Entain. By attending this presentation (whether in person, by telephone or webcast) and/or reviewing the slides you agree to be bound by the following conditions. The release, presentation, publication or distribution of this document, in whole or in part, in certain jurisdictions may be restricted by law or regulation and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions.

No representation or warranty (express or implied) of any nature is given nor is any responsibility or liability of any kind accepted by Entain or any of its subsidiary undertakings or any such person's respective directors, officers, employees, advisers, representatives or other agents, with respect to, and no reliance should be placed on, the truthfulness, completeness or accuracy of any information, projection, representation or warranty (express or implied), omissions, errors or misstatements in this presentation, or any other written or oral statement provided. None of Entain or each of their affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising (including in respect of direct, indirect or consequential loss or damage) from any use of this material or otherwise in connection with this material.

Nothing contained in this presentation is intended to constitute an invitation or inducement to engage in investment activity for the purposes of the prohibition on financial promotions in section 21 of the UK Financial Services and Markets Act 2000. In making this presentation available, Entain makes no recommendation to buy, sell or otherwise deal in shares of Entain or in any other securities or investments whatsoever and you should neither rely nor act upon, directly or indirectly, any of the information contained in this presentation in respect of any such investment activity. Further, it should not be treated as giving investment, legal, accounting, regulatory, taxation or other advice. Any recipients of this presentation outside the UK should inform themselves of and observe any applicable legal or regulatory requirements in their jurisdiction, and are treated as having represented that they are able to receive this presentation without contravention of any law or regulation in the jurisdiction in which they reside or conduct business.

This presentation includes statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "anticipates", "expects", "intends", "goal", "target", "aim", "may", "will", "would", "could" or "should" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future and may be beyond Entain's ability to control or predict, and future events and circumstances can cause results and developments to differ materially from those anticipated.

Nothing in this presentation should be construed as a profit forecast. Forward-looking statements are not guarantees or representations of future performance and hence may prove to be erroneous. Similarly, no guarantee or representation is given that the assumptions disclosed in this presentation upon which forward-looking statements may be based are reasonable. Other than in accordance with its legal or regulatory obligations (including under the Onshored Market Abuse Regulation (596/2014), the Listing Rules, the Disclosure Guidance and Transparency Rules and the Prospectus Rules), Entain does not undertake any obligation to update or revise publicly any forward-looking statement, whether as a result of new information, future events or otherwise.

This presentation has been prepared without reference to your particular investment objectives, financial situation, taxation position and particular needs. It is important that you view this presentation in its entirety. If you are in any doubt in relation to these matters, you should consult your stockbroker, bank manager, solicitor, accountant, taxation adviser or other independent financial adviser (where applicable, as authorised under the Financial Services and Markets Act 2000).



# Agenda

Σ

**FY21 Overview** 

Jette Nygaard-Andersen CEO



**Financial Review** 

Rob Wood

**CFO and Deputy CEO** 



**Business Performance** 

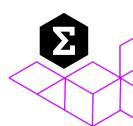
Jette Nygaard-Andersen CEO



Q&A



# FY21 Overview



# Profitable and Sustainable growth

# **9yrs**Consecutive Double Digit Online NGR Growth

+13%<sup>1</sup>
FY21 Online
Net Gaming
Revenue

**+5%**FY21
EBITDA

# Growth from M&A and organic execution

transactions Jan21 - Feb22 territories

**3%**FY21 Online
NGR from
acquisitions

# Winning in the US

**c\$850m**FY21 NGR **5x**vs FY20

**23%** market share<sup>2</sup>

EBITDA
positive
reached in
2023

# Foundations for future growth opportunities

Engaging content & experiences

Ennovate & Innovation

Esports in 2022

Continued focus on Sustainability - Leading the industry in responsibility & player protection

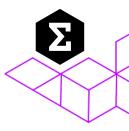
<sup>(1)</sup> Constant Currency basis

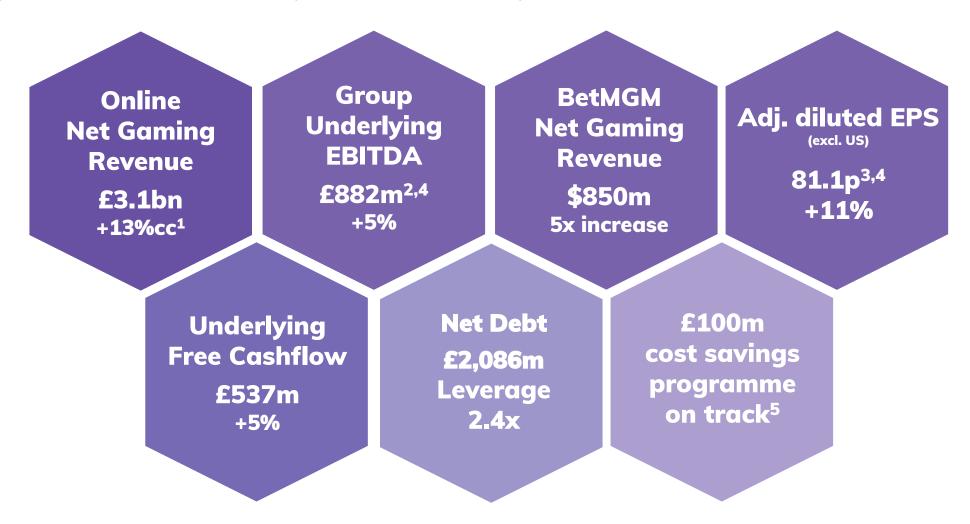
<sup>(2)</sup> Market share for markets where BetMGM is active over the 3 month period to December 2021, excluding Arizona which is yet to report for the period



# Key financial highlights

Strong performance demonstrates capabilities of the Entain platform





Basis: Post IFRS 16

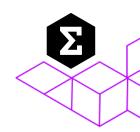
<sup>(1)</sup> Growth on a constant currency basis is calculated by translating both 2021 and 2020 performance at the 2021 exchange rates

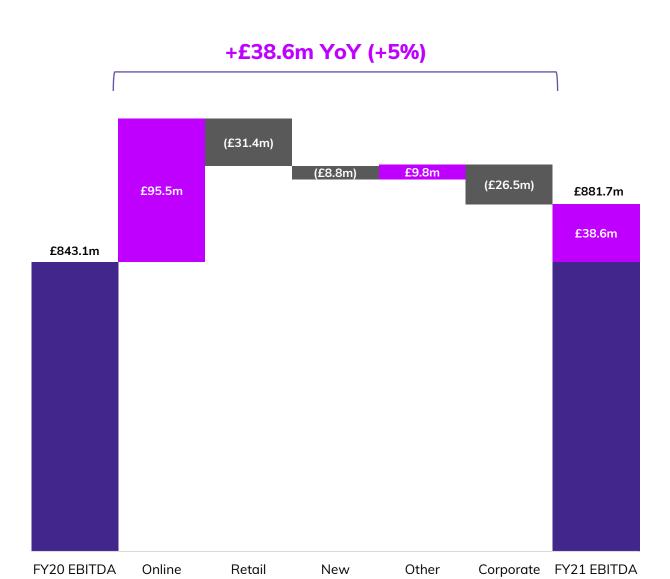
<sup>(2)</sup> EBITDA is defined as earnings after rent and associated costs; before interest, tax, depreciation and amortisation, share based payments and share of JV income (3) Continuing EPS adjusted for the impact of separately disclosed items. FX movements on financial indebtedness and gains/loss on derivative financial instruments

<sup>4)</sup> Reflecting results of continuing operations

<sup>5)</sup> Cost savings programme over three years, for more details see slide 33 in Appendix

# FY21 EBITDA bridge





Opportunities

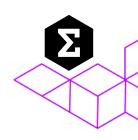
Strong financial performance with Group EBITDA +5%

Online EBITDA +12% (+£96m) at £899m reflecting underlying NGR growth and strong performance from our acquisitions

Retail EBITDA significantly impacted by Covid-19 with EBITDA for the year **-£31m** lower at **£67m** 

Corporate costs in 2021 reflect a step up in ESG activities and funding

# Online key metrics



2021	Results	Comments	2022 Expectations
NGR growth	+13%1	<ul> <li>Strong performances in Australia, Brazil, Italy &amp; the Baltics</li> <li>Double digit growth in all key markets excluding Germany and the Netherlands given recent regulatory changes</li> <li>Strong performance from current year acquisitions which have contributed 3% of Online NGR</li> </ul>	Mid to high single digit growth
Marketing rate	18.8%	Lower than normal due to strong revenue growth & geographic mix	c21%
Contribution margin	42.2%	<ul> <li>Contribution margin +0.4pp YoY due to marketing rate improvement</li> <li>Offset by Gross Profit margin -1.2pp YoY due to new German gaming tax and geographic &amp; product mix</li> </ul>	40%-41%
Operating costs	15% inflation	<ul> <li>Mid to high single digit inflation with investment in our people, product and technology</li> <li>7pp of operating cost increase due to acquisitions</li> </ul>	Mid to high single digit inflation
EBITDA margin	29.3%	Benefitting from lower marketing rate	27-28%

# Cashflow and net debt

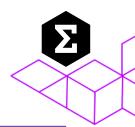
Strong underlying free cashflow and committed financing facilities provide flexibility to support our growth strategy

	As at 31 December		
Key metrics	2021	2020	
EBITDA <sup>1</sup>	£882m	£843m	
Underlying free cashflow <sup>2</sup> (before investment in BetMGM/acquisitions)	£537m	£513m	
Net investment in acquisitions/BetMGM	£675m	£62m	
Net debt	£2,086m	£1,767m	
Leverage	2.4x	2.1x	
Accessible cash <sup>3</sup>	£412m	£697m	

Adding undrawn RCF to accessible cash gives over £900m of available cash

Reflecting results of continuing operations
Underlying free cashflow is EBITDA less working capital, capital expenditure, finance lease and corporate taxes
Accessible cash reflects cash plus PSP balances less cash held on behalf of customers and excludes cash available under the RCF

# M&A opportunities support Entain's growth strategy



**New Markets** 

**Deepening presence** 

Expand into new interactive entertainment experiences

2021



2022



2022



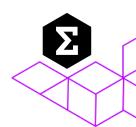


2021





# Capital allocation priorities



Organic Growth Investment in:

- Entain Platform
- New audiences & brands
- Innovation
- US leadership

M&A

Value enhancing acquisitions:

- New market entry
- Deepening presence
- New audience expansion

Disciplined ROI approach

Balance sheet strength Strong & flexible balance sheet supporting growth strategy

Medium term leverage target <2x

Shareholder returns

Appropriate and sustainable dividend policy

# FY 2022 Guidance



### Online

- Targeting mid to high single digit NGR growth despite lapping the 2021 Covid benefit
- Marketing rate c21%
- Online contribution margin c40-41% including Evolve savings
- Operating cost increase, mid to high single digit % inflation
- EBITDA margin 27-28%

### Retail

- Continuation of H2 2021 performance
- Incremental 2022 cost for commitment to pay colleagues £10/hour (£-10m) in the UK

# **New Opportunities**

- £25m investment including UNIKRN launch
- £25m Innovation

### Cashflow

- Underlying capex c£170m plus an additional c£10m license costs
- £30m of capex on innovation and Unikrn
- One-offs (excluding new acquisitions):
  - Final integration cash costs c£10m
  - Completed acquisitions c£200m
  - Evolve delivery costs c£25m
  - BetMGM funding c\$225m
  - Repay £44m of furlough support scheme
  - Other one-offs c£25m
- Interest costs c3.6% of gross debt (excluding IFRS 16 interest)
- IFRS 16 lease payments c£70m in line with EBITDA add back (+c£5m on non operational shops)

### Other

- No Dividend declared for 2021 financial year; the Board continues to review capital allocation priorities, and will revise dividend policy as appropriate
- Evolve cost savings totalling £100m by FY23 reiterated (phasing and split unchanged1)
- 2022 ETR 15% (pre-FX and BetMGM losses) including Gibraltar marketing super-deduction (2023 onwards, 21% post OECD BEPS impact and UK CT rate rise)

# **Business Update**

Jette Nygaard-Andersen

**Chief Executive Officer** 







# Sustainability and growth strategy for long term success



**VISION** 

The world leader in betting, gaming and interactive entertainment

**PURPOSE** 

Bring moments of excitement into people's lives

**STRATEGY** 

### **SUSTAINABILITY**

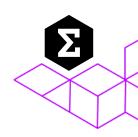
- Regulated markets
- Lead on responsibility
- Best-in-class corporate governance
- Investing in people & communities



# **GROWTH**

- Leadership in the U.S.
- Grow presence in core markets
- Expand into new regulated markets
- Extend into new interactive entertainment experiences

# The Entain Platform creates competitive advantage and growth



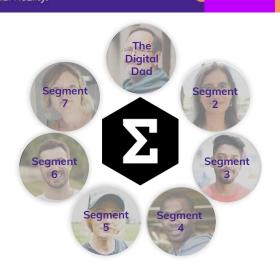


# Differentiated brands and marketing, aligned to customers



# **Customer demographics**

# MIDLIFERS GRAB THE CONSOLE Entain has identified a group of consumers called Digital Dads - dads over the age of 25 who are embracing video games, esports, and new technologies like Virtual Reality.



# **Brand repositioning**





# Data-driven engagement

Product Recommendation real time and predictive AI

Automation Ecosystem responsive to in-game events

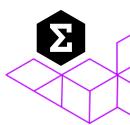
Intelligent Content beyond simple promotions

Channel Integration cross-channel consistency

Personalised marketing leads to c75% more engagement<sup>1</sup>

(1) Measured by click-through rate

# Creating broader and deeper customer engagement



# In-house and exclusive

# 



Three in-house studios, increasing product depth:

>1,000 new features each year c100 in-house games released each year >440 3rd party exclusive 2021 launches

# **Broadening our offer**



Free-to-Play and new game modes, driving customer engagement:

- >700k FTP weekly players
- >70% real money conversion

c300k customers acquired in 2021 though FTP

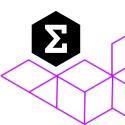
# **New categories**





Developing for the future expanding into new areas, for our customers

# Widening appeal with rich content, social interaction and partnerships



## **Content and media**





High production value content reaching customers in new and exciting formats

# **Social interaction**



Feature driven engagement bringing social experiences in-game

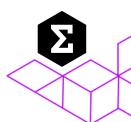
# **Partnerships**





Partners with aligned values delivering new fan experiences

# Best in class customer service and protection



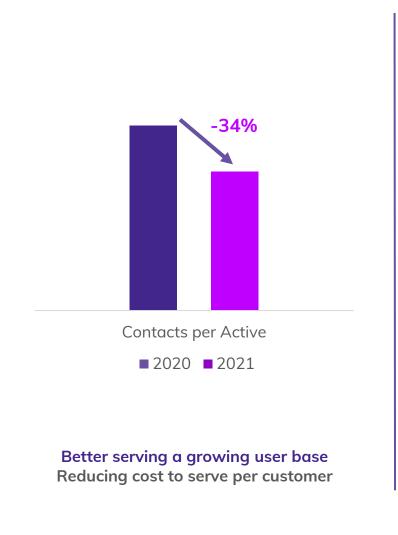
# A better experience by design

# Raised service standards

# Advanced Responsibility & Care™



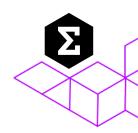
Removing friction continuous improvement of the customer journey





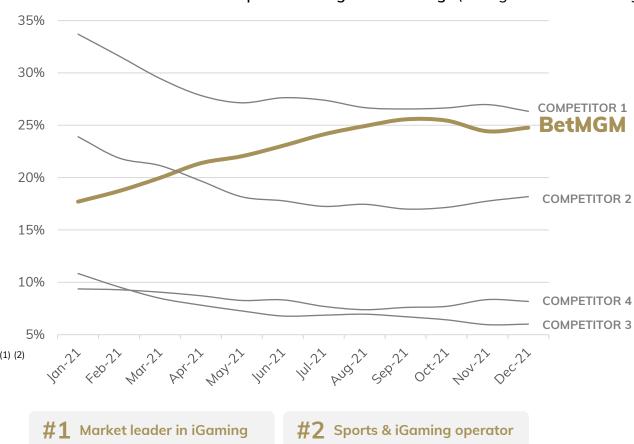
Always on protection at the core of the Platform

# We are winning in the U.S.



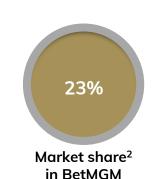
# BetMGM is the #2 operator in U.S. Sports Betting and iGaming

Estimated market share U.S. sports-betting and iGaming<sup>1</sup> (rolling six month average)





2021 Net Revenue



jurisdictions

>\$1.3bn

Forecast 2022 Net Revenue

# **c37%**

US adult population currently covered

# \$450m

Expected combined parent 2022 investment

# 21

Live Jurisdictions

# **EBITDA**

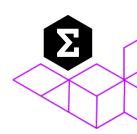
positive reached in 2023

# **\$32bn**

Anticipated North American TAM

<sup>1)</sup> Rolling 6 Month market share by GGR for Sports and iGaming across US jurisdictions where BetMGM is active; internal BetMGM estimates used where operator results are unavailable (excluding Arizona, as yet to report)
2) BetMGM market shares for the three month period to end of December 2021, across US jurisdictions where BetMGM is currently active (excluding Arizona, as yet to report)

# Summary

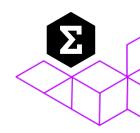


- Strong FY21 performance
- Significant growth opportunity into \$162bn TAM
- Entain platform provides unique competitive advantage
- Customer focus underpins sustainable and profitable growth
- Building Entain for the future
- Responsibility built into our strategy as we lead the industry

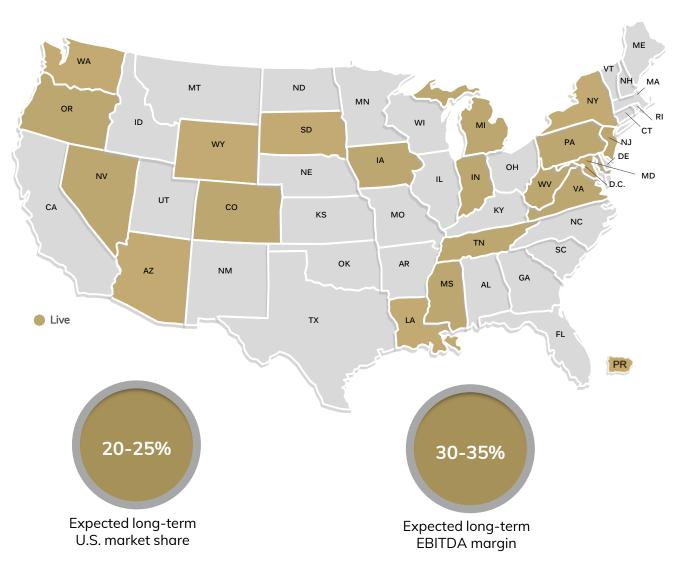




# Strategic market access

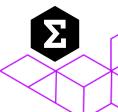


BetMGM is live in 21 Jurisdictions with access to c37% of the U.S. adult population



Jurisdictions	Retail Sports	Online Sports	iGaming	Bingo	Horse Racing <sup>1</sup>
Colorado		✓			
Indiana		✓			
lowa		✓			
Michigan	✓	✓	✓		
Mississippi	✓				
Nevada	✓	✓			
New Jersey	✓	✓	✓	✓	
New York		✓			
Oregon	✓				
Pennsylvania		✓	✓		
Tennessee		✓			
Virginia		✓			
Washington DC	✓	✓			
West Virginia		✓	✓		
South Dakota	✓				
Wyoming		✓			
Arizona	✓	✓			
Maryland	✓				
Washington	✓				
Louisiana		✓			<b>✓</b>
Puerto Rico	✓				
Florida					✓
Ohio					✓
Total: 21 Live	11	15	4	1	3

# Financials: Group Income Statement



# Strong performance in 2021 with continued Online momentum and encouraging Retail performance post re-opening

Year ended 31 December	2021 <sup>5</sup> £m	2020 <sup>5</sup> £m	Change %	CC¹ %
Net gaming revenue	3,886.3	3,628.5	7%	8%
Revenue	3,830.0	3,561.6	8%	
Gross profit	2,435.8	2,308.6	6%	
Contribution	1,851.5	1,740.2	6%	
Underlying EBITDAR <sup>2</sup>	898.8	862.1	4%	
Underlying EBITDA <sup>2</sup>	881.7	843.1	5%	
Operating Profit <sup>2</sup>	484.1	529.5	(9%)	

Memo	2021	2020
Underlying ETR <sup>6</sup>	14.2%	12.2%
Av. no of shares (m)	585.7	583.7
Basic EPS <sup>5</sup>	45.1	15.8
Adj. diluted EPS <sup>3,5</sup>	53.8	62.8
Adj. diluted EPS excl. US <sup>3,5</sup>	81.1	73.1
Dividend/share (p)	-	-
Post IFRS 16		
Net debt (£m)	(2,086.4)	(1,766.6)
Net debt/EBITDA	2.4x	2.1x

### Group NGR 7% (+8% cc)

- Online NGR +12% (+13% cc)
- Retail NGR -8% (-3% LFLcc4) and exiting 2021 at over 90% of pre-Covid levels

### Group underlying EBITDA £882m, +5% YoY

- Online EBITDA £899m, +12% YoY
- Covid-19 enforced closures significantly impacting Retail in H1

### ETR of 14.2%

ETR for 2021 is 2ppts lower than guided following the introduction of a marketing super deduction in Gibraltar for 2021 and 2022

### Net debt as at 31 December 2021

• £2,086m (2.4x) £320m higher than the 2020 year end net debt despite M&A cashflows of £511m and further investment in BetMGM of £164m

### Adjusted diluted EPS excluding BetMGM 81.1p, +11% YoY

Adjusted diluted EPS 53.8p, -14% YoY reflecting an increase in BetMGM losses

Stated pre separately disclosed items

Growth on a constant currency basis is calculated by translating both 2021 and 2020 at the 2021 exchange rates

Continuing EPS adjusted for the impact of separately disclosed items, FX movements on financial indebtedness and gains/loss on derivative financial instruments

Retail operates in UK, Italy, Belgium and Republic of Ireland. Retail numbers are quoted on a LFL basis. During 2021 there were an average of 4,540 shops/outlets in the estate, compared with an average of 4,727 for the same

Reflecting results of continuing operations

Tax as a proportion of profit before tax pre BetMGM losses and FX gains and losses

# Online



# Online NGR growth of 12% (13%cc) with double digit NGR growth in all key markets, excl. Germany and Netherlands

 $CC^1$ 

21%

22%

6%

68%

13%

Year ended	2021 <sup>3</sup>	2020 <sup>3</sup>	Change	
31 December	£m	£m	%	
Sports wagers	14,165.9	11,780.9	20%	
Sports margin	12.7%	12.7%	-	
Sports NGR	1,444.3	1,196.8	21%	
Gaming NGR	1,595.9	1,534.8	4%	
B2B NGR	26.3	15.9	65%	
NGR	3,066.5	2,747.5	12%	
VAT/GST	(56.3)	(66.9)	16%	
Revenue	3,010.2	2,680.6	12%	
Gross profit	1,871.5	1,708.7	10%	
Contribution	1,294.7	1,147.4	13%	
Contribution margin	42.2%	41.8%	0.4pp	
Operating costs	(393.7)	(342.5)	(15%)	
Underlying EBITDAR <sup>2</sup>	901.0	804.9	12%	
Rent and associated costs	(2.0)	(1.4)	(43%)	
Underlying EBITDA <sup>2</sup>	899.0	803.5	12%	
Share based payments	(5.3)	(4.3)	(23%)	
Underlying depreciation & amortisation	(116.7)	(120.1)	3%	
Share of JV income	(1.0)	0.1	n/m	
Operating profit <sup>2</sup>	776.0	679.2	14%	

## NGR +12% (+13% cc)

- Double-digit NGR growth in all key markets excl. Germany and Netherlands
  - UK +10%, Australia +18%cc, Italy +31%cc, Georgia +26%cc, Brazil +111%cc
- NGR growth +21%cc excluding Germany and Netherlands, where regulatory changes are significantly impacting the market
  - Acquisitions contributed 3% of Online NGR

Sports margin 12.7% in line with 2020

### Contribution margin 42.2%, +0.4pp vs 2020

- GP margin -1.2pp due to impact of geographical/product mix and the new German gaming tax
- Marketing rate 18.8%, 1.6pp lower than 2020 due to strong revenue growth & geographic mix

### Operating costs 15% higher

- +7pp due to acquisitions
- Investment in our people, product and technology and underlying inflation

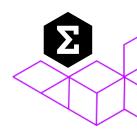
# Underlying EBITDA +12%

Stated pre separately disclosed items 27

Growth on a constant currency basis is calculated by translating both current and prior year performance at the 2021 exchange rates

Reflecting results of continuing operations

# Retail



# Performance heavily affected by Covid-19 in H1; exiting Q4 at over 90% of pre Covid-19 levels

Year ended	2021 <sup>3</sup>	2020 <sup>3</sup>	Change	$CC^1$
31 December	£m	£m	%	%
Sports wagers <sup>4</sup>	2,330.0	2,582.0	(10%)	(9%)
Sports margin	18.1%	19.3%	(1.2pp)	(1.3pp)
Sports NGR/Revenue	426.1	531.4	(20%)	(20%)
Machine NGR/Revenue	365.0	325.7	12%	12%
NGR	791.1	857.1	(8%)	(7%)
Gross profit	535.8	577.5	(7%)	
Contribution	529.0	571.7	(7%)	
Contribution margin	66.9%	66.7%	0.2pp	
Operating costs	(447.5)	(456.1)	2%	
Underlying EBITDAR <sup>2</sup>	81.5	115.6	(29%)	
Rent and associated costs	(14.6)	(17.3)	16%	
Underlying EBITDA <sup>2</sup>	66.9	98.3	(32%)	
Share based payments	(1.9)	(1.5)	(27%)	
Underlying depreciation and amortisation	(102.4)	(115.8)	12%	
Share of JV income	-	-	-	
Operating profit <sup>2</sup>	(37.4)	(19.0)	(97%)	

Retail NGR -8% (-3% LFLcc<sup>4</sup>) with national lockdowns and restrictions impacting our business in the first half of 2021

- UK which reopened in mid April under restrictions, -3% YoY (+3% LFL)
- Retail in Europe reopened progressively towards the end of Q2 but under restriction, Italy -27% (-26%cc), Belgium -25% (-24%cc), Republic of Ireland -23% (-22%cc)
- Machines NGR performance was strong +12% (+19% LFL<sup>4</sup>) with customers returning to shops for the in-person gaming experience
- Exiting 2021 with NGR over 90% of pre Covid-19 levels and, over 95% in our largest estates in the UK and Italy

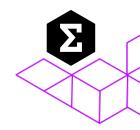
Operating costs 2% lower due to cost mitigating actions in response to lockdowns and robust underlying cost control

Underlying EBITDA £67m, -£31m behind 2020

Growth on a constant currency basis is calculated by translating both current and prior year performance at the 2021 exchange rates Stated pre separately disclosed items

Reflecting results of continuing operations
Retail operates in UK, Italy, Belgium and Republic of Ireland. Retail numbers are quoted on a LFL basis. During 2021 there were an average of 4,540 shops/outlets in the estate, compared with an average of 4,727 for the same period last year.

# Financials: Statutory Income Statement



# Reported profit after tax from continuing activities of £276m

Year ended	20211	2020¹	Change
31 December	2021 <sup>-</sup> £m	2020 <u>-</u> fm	Change %
Underlying EBITDAR	898.8	862.1	4%
Rent and associated costs	(17.1)	(19.0)	10%
Underlying EBITDA	881.7	843.1	5%
Share based payments	(12.3)	(14.8)	17%
Underlying depreciation and amortisation	(222.8)	(238.6)	7%
Share of JV (loss)/income	(162.5)	(60.2)	(170%)
Operating profit	484.1	529.5	(9%)
Finance costs	(75.0)	(74.2)	(1%)
Foreign exchange	118.2	(104.7)	213%
Profit before tax pre separately disclosed items	527.3	350.6	50%
Separately disclosed items:			
Amortisation of acquired intangibles	(144.2)	(307.0)	53%
Impairment loss	(3.3)	(5.0)	34%
Other	13.4	136.1	(90%)
Profit/(loss) before tax	393.2	174.7	125%
Tax	(117.6)	(60.9)	(93%)
Profit after tax	275.6	113.8	142%

### Underlying depreciation and amortisation £223m, 7% lower

### Share of JV loss £163m

• Driven by share of BetMGM loss of £162m

### Finance costs £75m

- Cash interest costs on debt of £66m
- £13m of interest on IFRS16 leases
- Offset by £+4m of discount amortisation

### Foreign exchange gains £118m

- The Group operates a commercial hedge on trading/interest cashflows and the retranslation of assets/liabilities
- £118m gain on retranslation of debt recognised in the P&L offset by £128m loss on retranslation of overseas assets recognised in Equity

### Separately disclosed items

- Amortisation of acquired intangibles £144m, primarily on Ladbrokes Coral, Bwin and current year acquisitions
- Other £13m (see following slide)

### Tax £118m charge

- Includes £28m tax charge on separately disclosed items
- 2021 underlying ETR of 14.2% pre-FX and BetMGM losses

(1) Reflecting results of continuing operations

# Financials: Other separately disclosed items



One-off £225m cash costs largely due to acquisition of remaining 49% of Crystalbet, Austrian duty & integration costs

	Profit & Loss		Cashflow	
Year ended 31 December	2021 £m	2020 £m	2021 £m	
Tax litigation/one-off legislative impacts	80.2	223.5	(37.0)	
Integration costs Triennial restructuring costs	(17.3)	(25.1) (8.3)	(27.7)	
Legal and onerous contract costs	(26.2)	(8.9)	(18.8)	
Movement in fair value of contingent consideration Other including issue cost write-off	(6.1)	(42.4)	(130.7)	
Profit on sale of assets Corporate transaction costs	1.9 (9.4)	6.9	1.9 (9.4)	
Subtotal	(66.8)	(87.4)	(188.1)	
Total	13.4	136.1	(225.1)	

**Tax litigation £80m** largely reflecting the amounts due to the Group on Greek Tax following a successful court ruling on the 2010/11 Assessment. The Greek authorities have appealed the ruling

• Cash outflow reflects a payment for historic Austrian duty (€41.5m) which was fully accrued

### Integration costs (-£17m)

No integration capex has been incurred in 2021

### Legal and onerous contract costs (-£26m)

• Cash of £19m relates primarily to one-off legal expenses and costs associated with non-operational leases

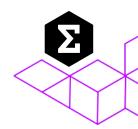
### Contingent consideration (-£6m)

 Cash outflow largely acquisition of remaining 49% of Crystalbet in Georgia (£129m)

### Corporate transaction costs (-£9m)

 Transaction fees associated with 2021 acquisitions (incl. Enlabs, Unikrn and bet.pt)

# Financials: Cashflow



# Strong underlying free cashflow generation of £537m and leverage ratio of 2.4x

Year ended	2021	2020
31 December	£m	£m
Underlying EBITDA	881.7	843.1
Discontinued EBITDA (Intertrader)	(5.3)	(14.1)
Underlying working capital	23.7	(12.6)
Capital expenditure	(176.2)	(158.3)
Finance lease principal (incl IFRS 16)	(87.9)	(85.9)
Corporate taxes	(98.7)	(59.2)
Underlying Free cashflow	537.3	513.0
Investment in BetMGM	(164.4)	(61.8)
Acquisitions/disposals net of cash	(510.6)	-
Free cashflow	(137.7)	451.2
Interest paid (incl IFRS 16)	(73.3)	(95.3)
Separately disclosed items	(225.1)	24.6
Net movement on debt & cost of debt issuance	212.0	(30.0)
Equity issue	0.7	8.6
Dividends paid	(24.5)	(12.4)
Net cashflow / (outflow)	(247.9)	346.7
Foreign exchange	(14.8)	13.0
Net cash generated / (outflow)	(262.7)	359.7
Adjusted net debt	(2,086.4)	(1,766.6)
Leverage ratio	2.4x	2.1x

Underlying working capital inflow of £24m

Capital expenditure £176m outflow including licenses and innovation

**Finance lease principal £88m outflow** including leases captured under IFRS 16 (£71m)

Corporate tax payments £99m outflow

### Acquisitions net of disposals £511m

- Includes investment in Enlabs, Bet.pt, Unikrn, an investment in a Belgium casino operator and certain African facing assets
- Net cash outflow on Betdaq of £26m offset by release from customer accounts (net debt neutral)

Investment in BetMGM £164m (\$225m) outflow

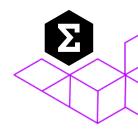
### Interest paid £73m outflow

Includes a £6m timing benefit in 2021 which will unwind in 2022

Net movement on debt & cost of debt issuance £212m inflow following the refinancing of the USD debt in July

**Dividends paid** of £25m in relation to the Crystalbet minority for historic profits

# Financials: Net debt



# Leverage of 2.4x with sufficient liquidity available to support the Group's strategy

Year ended 31 December	Par Value £m	Issue costs/ Premium £m	Total £m
Bonds	(500.0)	(10.8)	(510.8)
Term loans / RCF	(1,772.6)	14.6	(1,758.0)
Interest accrual	(13.6)	-	(13.6)
Gross cash debt	(2,286.2)	3.8	(2,282.4)
Cash			487.1
Subtotal			(1,795.3)
Cash held on behalf of customers		(205.9)	
Fair value of swaps held against debt instru	ments		57.4
Short term investments / deposits held			20.3
Balance held with PSP			130.8
Finance lease debt			(293.7)
Adjusted net debt			(2,086.4)
Underlying LTM EBITDA		881.7	
Leverage ratio post IFRS 16			2.4x

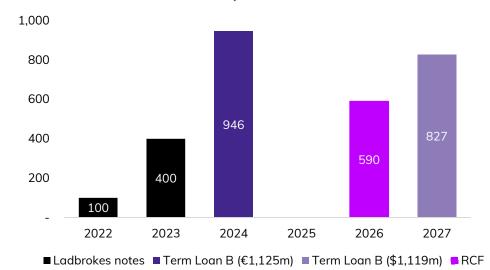
### Net debt £2,086m or 2.4x

• Over £600m invested in acquisitions and BetMGM

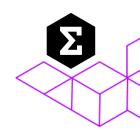
### Total accessible cash of over £400m1

• Total available cash increases to over £900m including the RCF

# Entain debt maturity £m



# Evolve programme - savings, phasing and splits unchanged



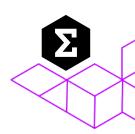
# Efficiencies encompass both Online and Retail benefitting EBITDA and Capex

Cost Savings	EBITDA	Capex	Total
2021	£35m	-	£35m
2022	£55m	£15m	£70m
2023	£75m	£25m	£100m



EBITDA split	Online		Retail		Total
	Cost of Sales	Opex	Cost of Sales	Opex	EBITDA
2021	£15m	£5m	-	£15m	£35m
2022	£25m	£5m	£7.5m	£17.5m	£55m
2023	£25m	£15m	£17.5m	£17.5m	£75m

# **Sustainability Charter**



We launched our new Sustainability Charter in November 2020. We have long held the view that the most sustainable business in our industry will be the most successful business in our industry

Our Sustainability Charter is based around four cornerstones

