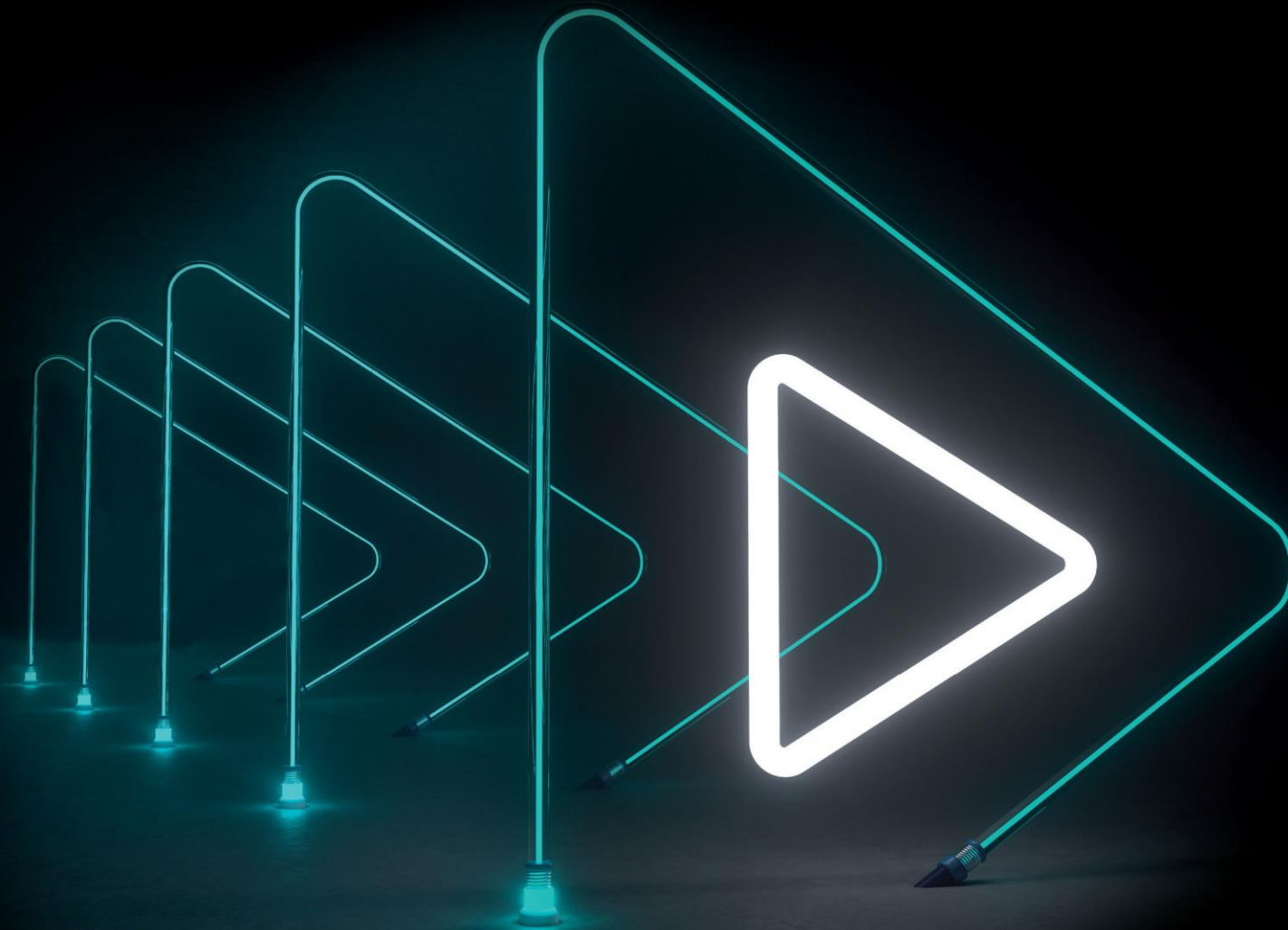


H1 2023 results

7 September 2023



Highlights



Mor Weizer
Chief Executive Officer

Financial review and outlook



Chris McGinnis
Chief Financial Officer

Strategic priorities



Mor Weizer
Chief Executive Officer

Record H1 23 performance; FY23 on track to be slightly ahead of current expectations

- Record H1 23 Adjusted EBITDA, growing 10% to €220 million
- B2B: Showing good momentum and well-positioned to capitalise on growth opportunities:
 - Strong performance from Americas; Hard Rock Digital agreement and encouraging early signs with Galera give confidence for medium-term prospects
 - Live delivering solid revenue growth; investment in content and concepts ensures this is primed to continue
 - SaaS revenue growth of >50%; excellent progress on medium term €60 – €80 million revenue target
- B2C: Snaitech continues to execute against its proven strategy:
 - Strong growth across both retail and online channels
 - Continue to leverage retail presence to drive online growth
- Medium-term EBITDA targets across B2B (€200 million - €250 million) and B2C (€300 million - €350 million) both reaffirmed
- On track to deliver FY23 Adjusted EBITDA slightly ahead of current expectations



Highlights



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Mor Weizer
Chief Executive Officer

Record financial performance

€ millions	H1 2023	H1 2022 ¹	H1 23 v H1 22 %
Group revenue	859.6	792.3	8%
Group Adjusted EBITDA	219.9	199.1	10%
Group Adjusted EBITDA margin	26%	25%	
Net debt	248.2	494.5	-50%
Net debt / Adjusted EBITDA ⁴	0.6x	1.3x	
Adjusted operating cash flow ²	232.8	216.9	7%
FCF ³	148.7	137.8	8%

- Record H1 23 performance with Adjusted EBITDA of €220m (+10% v H1 2022)
- Strong operating cashflow provides flexibility to fund both organic and inorganic growth opportunities
- Strength of balance sheet further improved by €300m bond issuance

¹ From continuing operations

² After adjusting for change in jackpot balances, client funds, professional fees and the ADM security deposit in Italy

³ FCF calculated as Adjusted EBITDA less IFRS 16 operating leases, capex and capitalised development

⁴ Uses LTM

Summary by division

Both B2B and B2C divisions contributed to the strong performance

	€ millions	H1 2023	H1 2022	H1 23 v H1 22 %
B2B	Revenue	334.5	312.0	7%
	Adjusted EBITDA	81.3	77.2	5%
	Adjusted EBITDA margin	24%	25%	
	FCF*	32.5	28.5	14%
B2C	Revenue	532.1	487.3	9%
	Adjusted EBITDA	138.6	121.9	14%
	Adjusted EBITDA margin	26%	25%	
	FCF*	116.2	109.3	6%
Group	Revenue	859.6	792.3	8%
	Adjusted EBITDA	219.9	199.1	10%
	Adjusted EBITDA margin	26%	25%	
	FCF*	148.7	137.8	8%

* FCF calculated as Adjusted EBITDA less IFRS 16 operating leases, capex and capitalised development
 • Group removes impact of intercompany

B2B:

- A focus on high-growth markets, led by the Americas, helped to deliver Adjusted EBITDA growth of 5% y/y
- Investment continues in growth segments, most notably in Live Casino, US and structured agreements
- FCF generation saw improvement; expect this trend to continue in the future

B2C:

- Excellent Snaitech performance across both retail and online
- Retail benefitted from pent up demand post World Cup; online continues to benefit from structural growth drivers
- FCF generation remains very strong

Regulated markets driving strong growth in B2B

€ millions		H1 2023	H1 2022	H1 23 v H1 22 %	H1 23 v H1 22 CC%
Regulated	Americas	99.7	69.8	43%	29%
	Europe	96.6	92.2	5%	5%
	UK	62.9	63.9	-2%	2%
	Rest of World	3.3	2.9	14%	14%
Total Regulated B2B revenue		262.5	228.8	15%	11%
Other	Unregulated excl. Asia	42.6	49.2	-13%	-14%
	Asia – unregulated	29.4	34.0	-14%	-10%
	Total B2B revenue	334.5	312.0	7%	5%

- All regions within regulated markets saw growth on a constant currency basis
- Americas growth of 29% on a constant currency basis, driven by continued strength from Caliente
- Europe growth driven by several countries including Poland and Spain
- UK remains impacted by regulatory uncertainty
- Unregulated ex-Asia saw a decline due to impact of transition of Ontario to regulated

Strong revenue and EBITDA growth driven by Snaitech

€ millions	Revenue			Adjusted EBITDA		
	H1 2023	H1 2022	%	H1 2023	H1 2022	%
Snaitech *	488.4	446.0	10%	141.9	127.0	12%
HAPPYBET	10.3	10.7	-4%	-6.1	-5.2	n/a
Sun Bingo and Other B2C	34.1	31.7	8%	2.8	0.1	n/a
Intercompany	-0.7	-1.1	n/a	-	-	n/a
Total B2C	532.1	487.3	9%	138.6	121.9	14%

- Excellent performance from Snaitech driven by pent-up demand within retail betting due to a pause in the Italian league in December and Italy's absence from World Cup; strong online growth continues with sports and casino performing well
- Measures to improve HAPPYBET performance starting to take effect; excluding a €2 million historical litigation settlement, Adjusted EBITDA losses narrowed year-on-year.
- Sun Bingo and Other B2C saw improved performance as increased marketing spend at the end of 2022 around the time of the football World Cup, resulted in higher revenue growth in H1 2023 at a high contribution margin

* Includes intercompany revenue from HAPPYBET of €0.7 million (H1 2022: €1.1 million)

Pent up demand drove strong retail betting performance; online continues to perform well

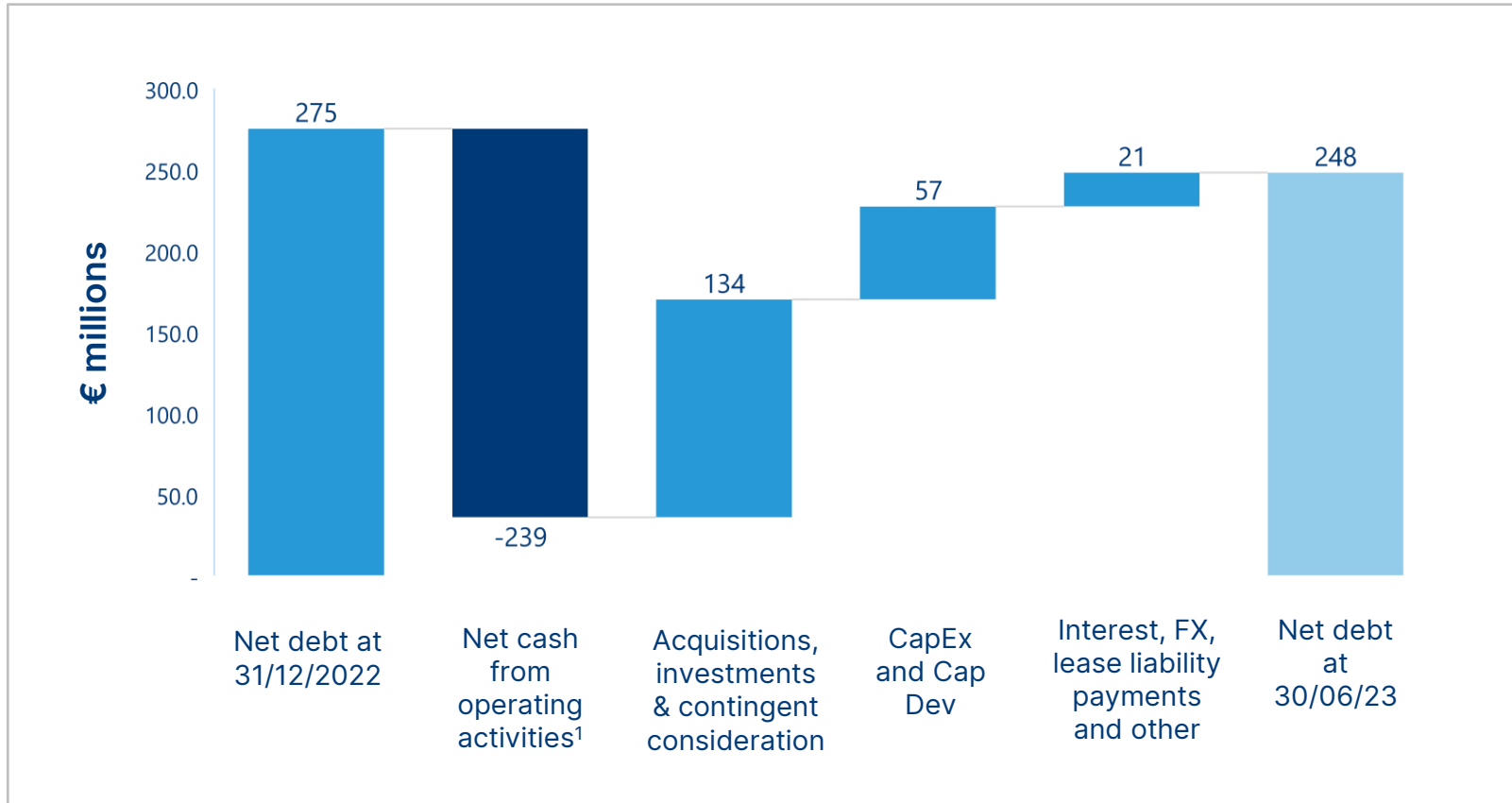
€ millions	H1 2023	H1 2022	H1 23 v H1 22 %
Retail betting	117.2	94.2	24%
Gaming machines	225.6	218.5	3%
Online	131.4	117.5	12%
Other	14.2	15.8	-10%
Total revenue	488.4	446.0	10%
Retail Adjusted EBITDA	73.2	64.7	13%
Online Adjusted EBITDA	68.7	62.3	10%
Adjusted EBITDA	141.9	127.0	12%
Retail Adjusted EBITDA margin	21%	20%	
Online Adjusted EBITDA margin	52%	53%	
Adjusted EBITDA margin	29%	28%	
FCF *	120.3	117.0	3%

- Strong growth across both retail and online channels
- Retail segment performance driven by betting, which benefitted from pent up demand following World Cup
- Gaming machines growth normalised post pandemic, with growth driven by VLTs
- Online continues to benefit from structural growth of an underpenetrated market and the strength of the Snai brand
- Strong cash generation continues

* FCF defined to be Adjusted EBITDA less IFRS 16 adjustment less capex less capitalised development, before net finance costs and tax.

Strengthening of balance sheet

Deleveraging continues to give flexibility on capital allocation



- Strong cash generation with Adjusted operating cashflows of €233 million²
- Net debt reduced to €248 million, even when absorbing Hard Rock Digital investment and other cash outflows
- Strength of balance sheet further improved by €300 million bond issuance
- Net debt to proforma EBITDA³ of 0.6x at end of H1 23 provides flexibility around capital allocation

¹ After adjusting for change in jackpot balances and client funds

² After adjusting for change in professional fees and the ADM security deposit in Italy

³ Proforma EBITDA is LTM to H1 23.

Balance sheet provides capital allocation flexibility

Strength and flexibility of balance sheet supports growth strategy

- Senior secured notes currently outstanding:
 - €350 million at a rate of 4.25% due to expire in March 2026
 - €300 million at a rate of 5.875% due to expire in 2028
- RCF fully undrawn as at date of H1 23 results (7 September 2023)
- Robust balance sheet following recent bond issuance
- Snaitech concession payments: €250 - €300 million expected in FY25
- Leverage target range of 1x – 2x net debt to EBITDA
- Balance sheet provides flexibility to act on M&A pipeline if the right opportunity presents itself

Update on CFO priorities and additional guidance

Early signs of progress on key priorities; more to come

▼ Priorities discussed at FY22 results

Improve cash generation, particularly in B2B

Refocus on core B2B activities, opportunities for efficiencies

Provide additional disclosures to improve transparency

▼ Progress made in FY23 and future plans

FCF generation has improved in B2B; more to come

Transformation programme launched across B2B business

Additional disclosure around B2B cost base
New HAPPYBET KPI disclosure

FY23 capex (including capitalised development) guidance: €150 million - €160 million

H2 23 effective tax rate to be c.30%

FY23 expected to be slightly ahead of expectations; medium-term EBITDA targets reaffirmed

- Following a strong H1 performance, H2 has started well with normal seasonality
- On track to deliver FY 2023 slightly ahead of current expectations
- B2B medium-term Adjusted EBITDA guidance maintained at €200 - 250 million
- B2C medium-term Adjusted EBITDA guidance maintained at €300 - 350 million
- The Board remains confident in Playtech's ability to execute on growth opportunities across both B2B and B2C divisions

Highlights



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Playtech's medium-term strategy

Drive revenue growth and expand margins

B2B

Be partner of choice for newly regulating markets
Capitalise on Live and SaaS opportunities
Realign resources to reflect B2B growth areas

Medium term EBITDA target: €200m – 250m

B2C

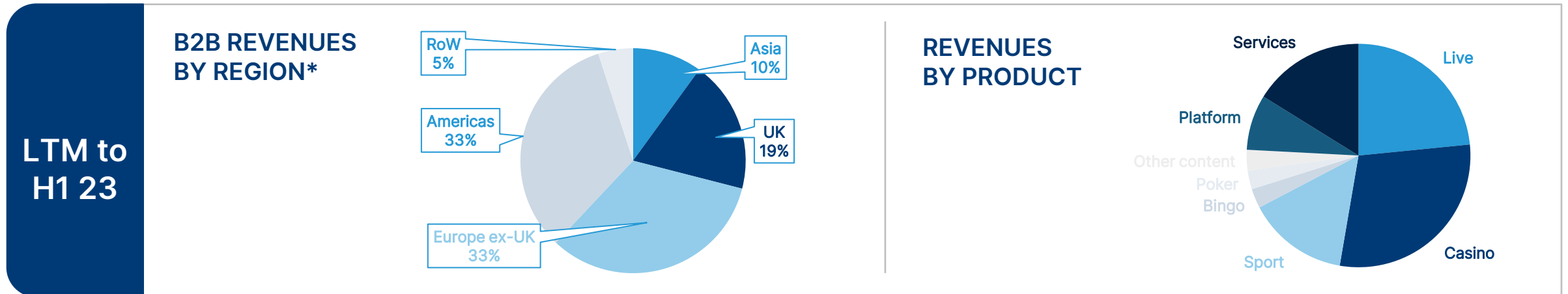
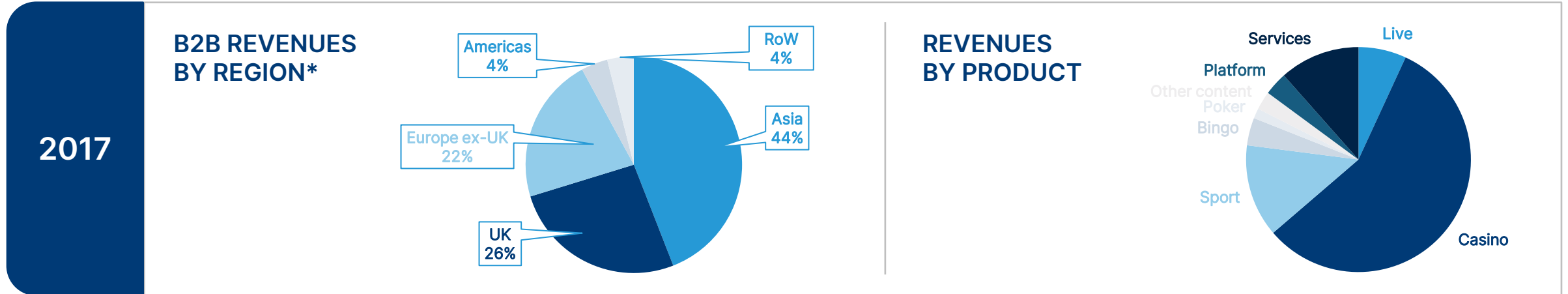
Leverage retail presence to grow
Snaitech's online business
Optimise HAPPYBET for online
Targeted M&A to expand Snaitech

Medium term EBITDA target: €300m – €350m

Underpinned by Sustainable Success

The B2B business has evolved

A more strategically diverse business, both regionally and by product



* Includes both regulated and unregulated markets

Clear path to driving revenue growth and expanding margins

B2B

1. Be partner of choice for newly regulating markets



2. Capitalise on Live and SaaS opportunities

- Live**
 - Regulated revenues grew +24% in H1 23
 - Roll out of innovative content continues
- SaaS**
 - SaaS revenue growth of >50% in H1 23
 - Launched with more than 50 brands; > 400 now live

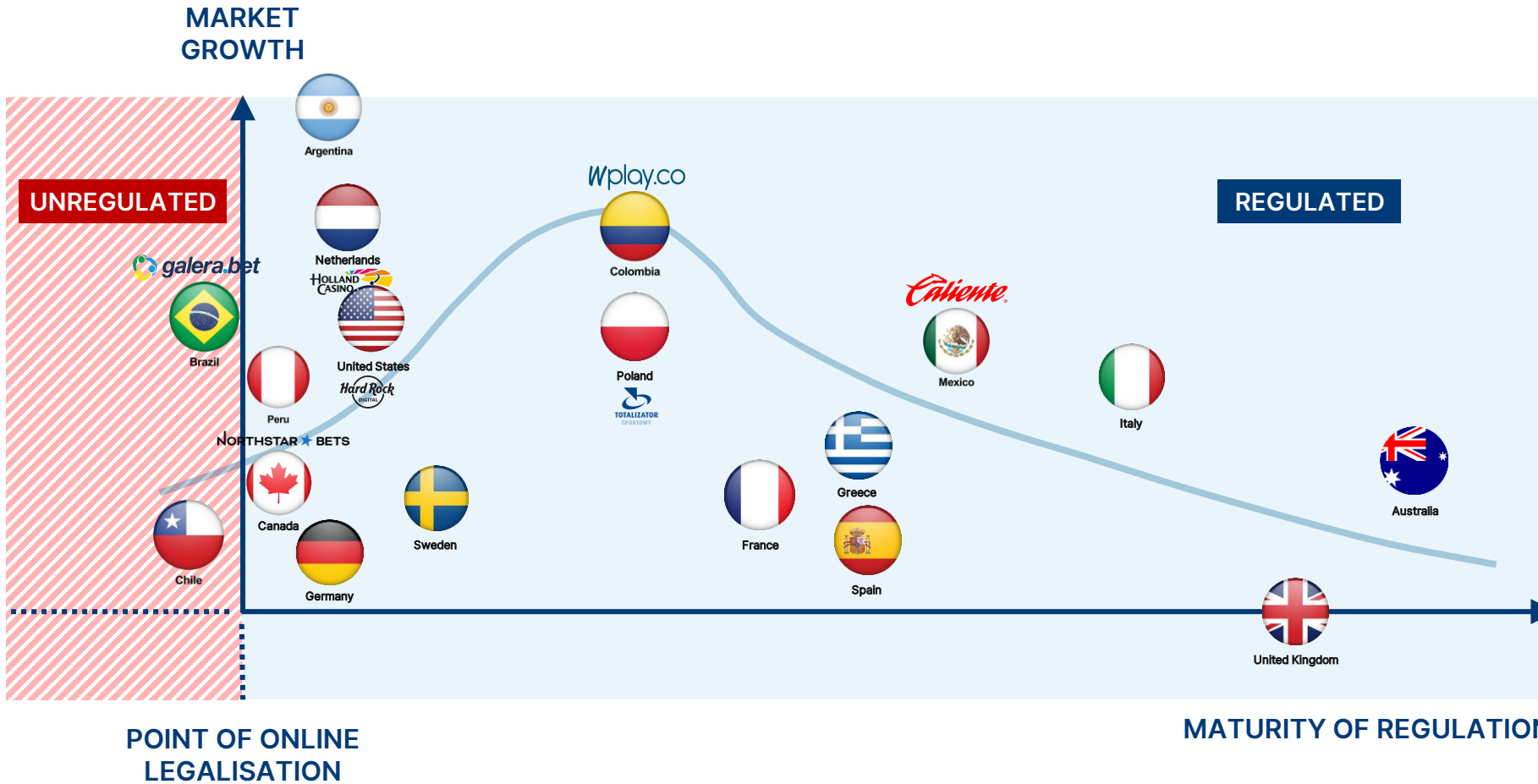
3. Realign resources to reflect B2B growth areas

- Transformation programme launched across the whole B2B division
- Focused resources in Live and US to ensure we capture attractive market opportunities
- Evaluating M&A options to ensure exposure to attractive segments

Underpinned by Sustainable Success

Partner of choice for newly regulated markets

We are well placed in several countries to capture growth in nascent markets



Playtech is a key enabler for land-based national leaders as they transition to online

We have invested heavily to ensure we are well placed in attractive, newly regulated markets

We now have a diverse exposure such that as markets mature, there are rapidly growing newly regulating markets to drive future growth



B2B: Be partner of choice for newly regulating markets

Executing on US strategy; Hard Rock Digital partnership strengthens our position



- Long-term strategic agreement signed with an iconic global entertainment brand
- Deal includes Live and Casino in North America, amongst other products
- Outside of North America, offering also includes IMS, Sports, and additional marketing and operational services
- While our sports product is not part of the agreement in Florida, the State’s recent mobile sports betting ruling, if upheld on appeal, is a positive given the \$85m equity investment in HRD

Continued expansion of US footprint

- 2022 saw the signing of multiple deals with US operators
- 2023 is a year where we are focusing on execution
- Launched with new and existing operators in multiple states



BETMGM



- 3 licences granted in US; now licensed in 10 states
- 115 games now launched in the US as of H1 23, up from 82 at end of 2022



B2B: Be partner of choice for newly regulating markets

Well placed in other high-growth markets across the Americas



- Continues to perform strongly
- Provides blueprint for success for structured agreements in other countries



- Sports betting has now been regulated in Brazil
- Huge potential addressable market
- Galera recently migrated their sports product onto Playtech's platform



- Wplay a leading brand in Colombia
- Strong growth trajectory in Colombian market as players shift to online and attractive demographics
- Expected to continue increasing its contribution to the growth of B2B



- Significant H1 23 revenue growth, albeit from a small base
- Attractive economics being seen in Canada; total player value and CPA showing improving trends
- Deepened relationship with NorthStar; strategic investment and broadened commercial agreement

B2B: Capitalise on Live opportunity

Live: Investing to drive progress in an attractive product vertical

Significant H1 23 progress, more to come in H2 23

- In regulated markets, H1 23 revenues grew 24%
- Adjusted EBITDA margin of 39% in H1 23
- Expanded with several operators as well as launching with new brands



- Investment in infrastructure continues with Pennsylvania (3rd studio to launch in US) and 2nd studio in Lima expected to open in H2 23, and further expansion of existing studios

Continued investments in new content and concepts

- Launched a Jumanji game following an intricate development process
- First Quickspin Live product launch with Big Bad Wolf
- First true Live gameshow experience with the launch of Adventures Beyond Wonderland



B2B: Capitalise on SaaS opportunity

SaaS: on track to achieve medium term revenue target of €60 million - €80 million

Further brands attracted to our SaaS model

- Added more than 50 brands; >400 launched since 2019



On track to achieve medium term revenue target

- Medium-term revenue target of €60 million - €80 million set at FY22 results
- Firmly on track with €23 million generated in H1 23, up >50% v H1 22
- High contribution margin from SaaS given investment made and mechanics of business model

Diversity of SaaS revenues creates resilience

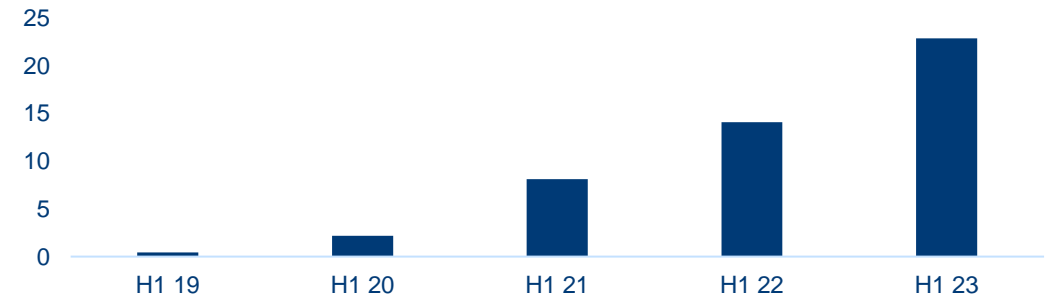
Distribution of SaaS revenues by country (H1 23)



Distribution of SaaS revenues by brand (H1 23)



SaaS revenues (€m)



A leading European business

B2C

1. Leverage retail presence to grow Snaitech's online business

- New website to launch in H2 2023
- New loyalty programmes introduced
- Continue to roll out of new features and products

2. Optimise HAPPYBET for online

- Online GGR has increased 15% in H1 23 versus H1 22
- Payout ratio has reduced by more than 400bps in Q2 23 v Q1 23
- CPA declined >10% in H1 23 v H1 22

3. Targeted M&A to expand Snaitech

- €6 million Giove acquisition completed in H1 23
- Pipeline of M&A remains strong

Underpinned by Sustainable Success

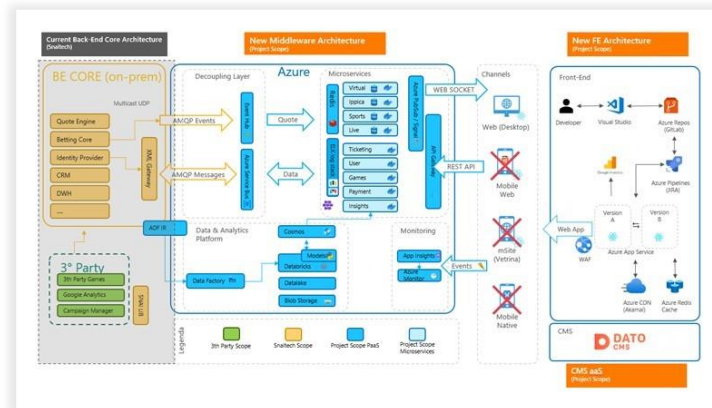
Targeting the online segment

Revamp of website

- New responsive website with a completely new look and feel
 - Beta version rolled out
 - Full roll out later in 2023
- To drive improved user experience, boost customer acquisition and create upselling opportunities

Renewal of technology infrastructure

- Data lake approach
- Improve customisation
- Ensures scalable and flexibility



Broadening content offering, tools and features

- Added >200 slot games to online offering
- New loyalty programme
- Live influencer streaming
- New app for slots to be rolled out in 2023



Optimising HAPPYBET for online

HAPPYBET turnaround strategy on track

Online

Action	Impact
Optimise the entire bonus strategy	Bonus to GGR ratio decreased by more than 40% in H1 23 v H1 22
Leverage Snaitech expertise to optimise payout ratios	Payout ratio has reduced by more than 400bps in Q2 23 v Q1 23
Optimise marketing budget to reduce CPA	CPA declined >10% in H1 23 v H1 22

Retail

Action	Impact
 Underperforming retail shops have been rationalised	GGR per retail shop in Germany up >10% in H1 23 v H1 22
 Expansion in most profitable states	Revenue from retail segment up >40% in H1 23 year on year

Sustainable Success: underpinning our commercial strategy







Delivering our ESG commitments

 **protect**

 **people**

 **planet**

 **partners**

-  Governance
-  Stakeholder engagement
-  Safer gambling
-  Diversity, equity and inclusion
-  Environment
-  Community

5

New brands signed up for BetBuddy in H1 23

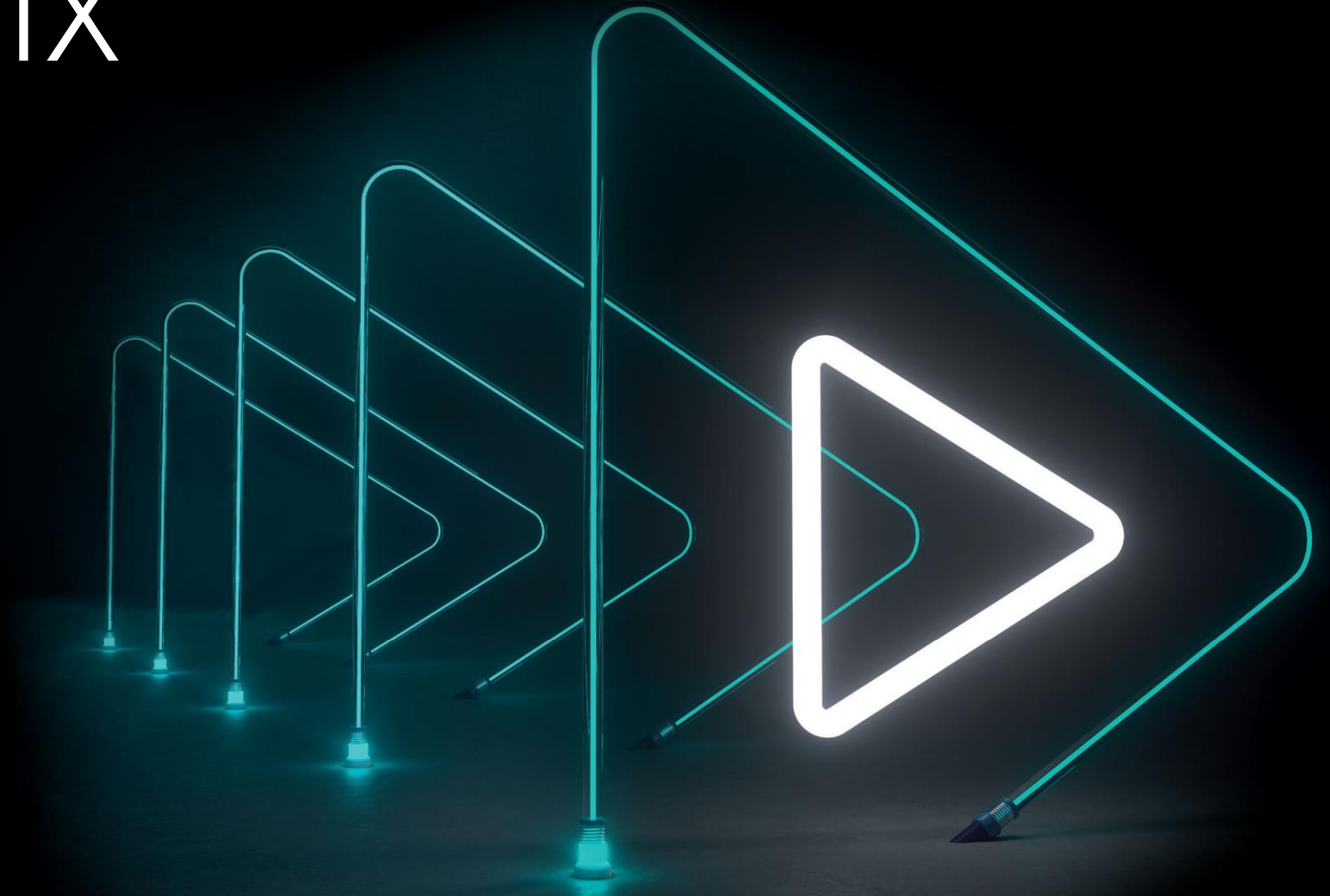
FT

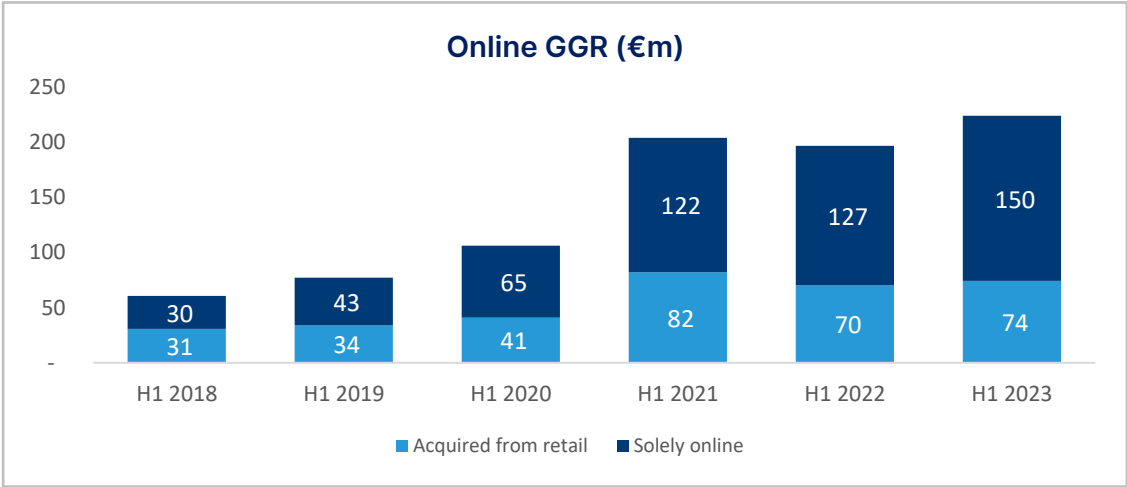
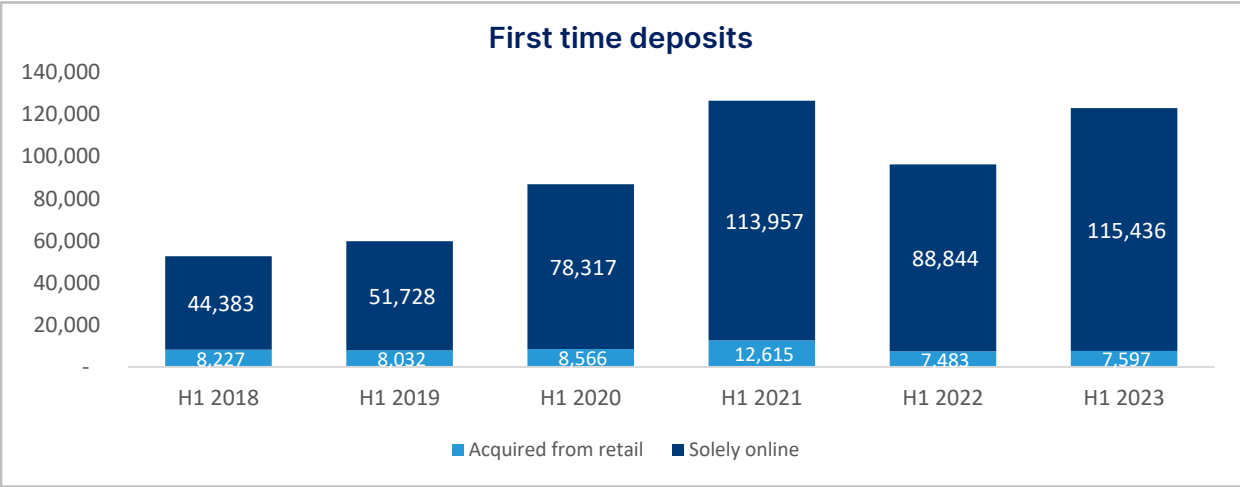
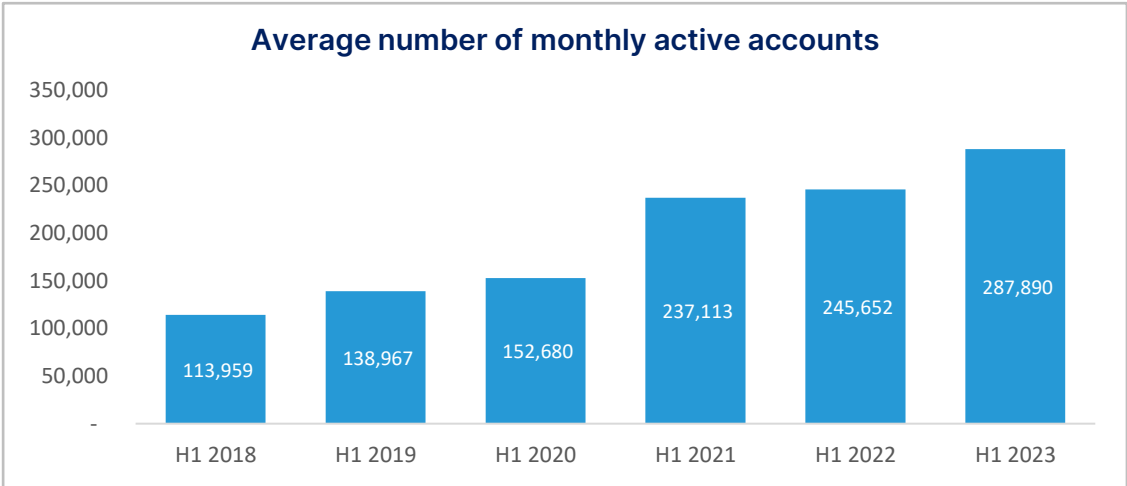
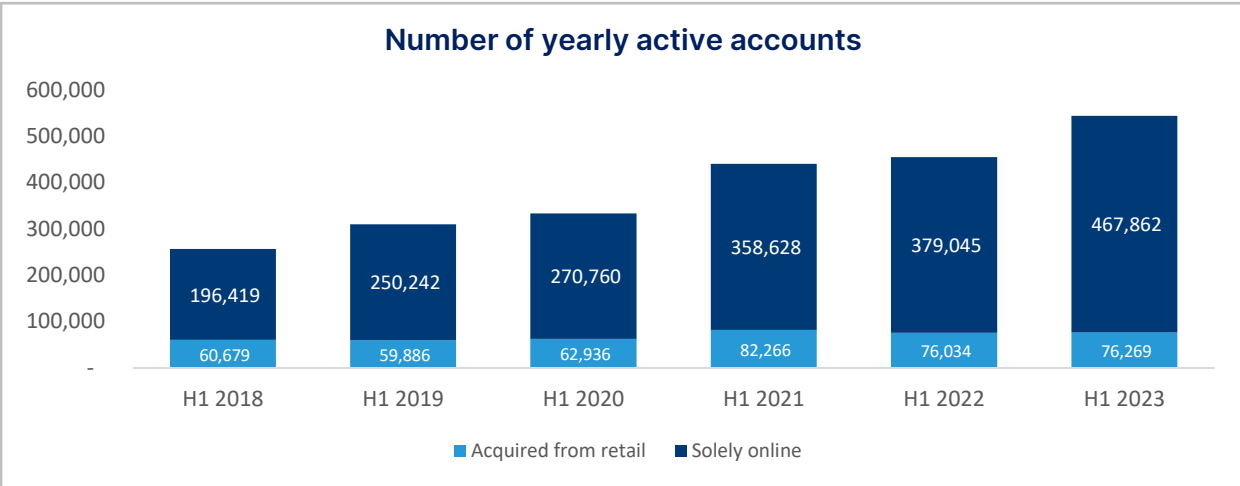
Secured inclusion in the FT Europe Climate Leaders 2023 listing

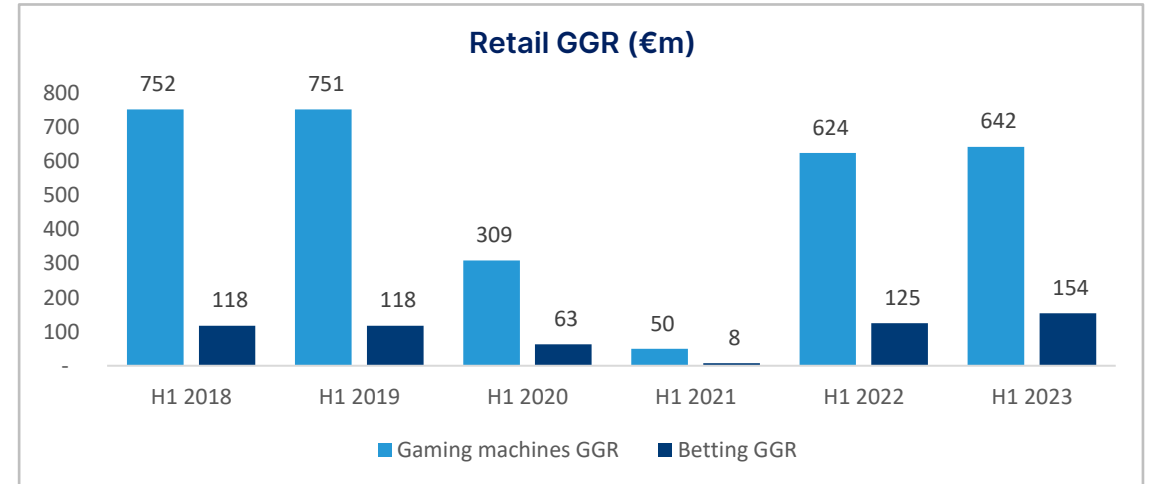
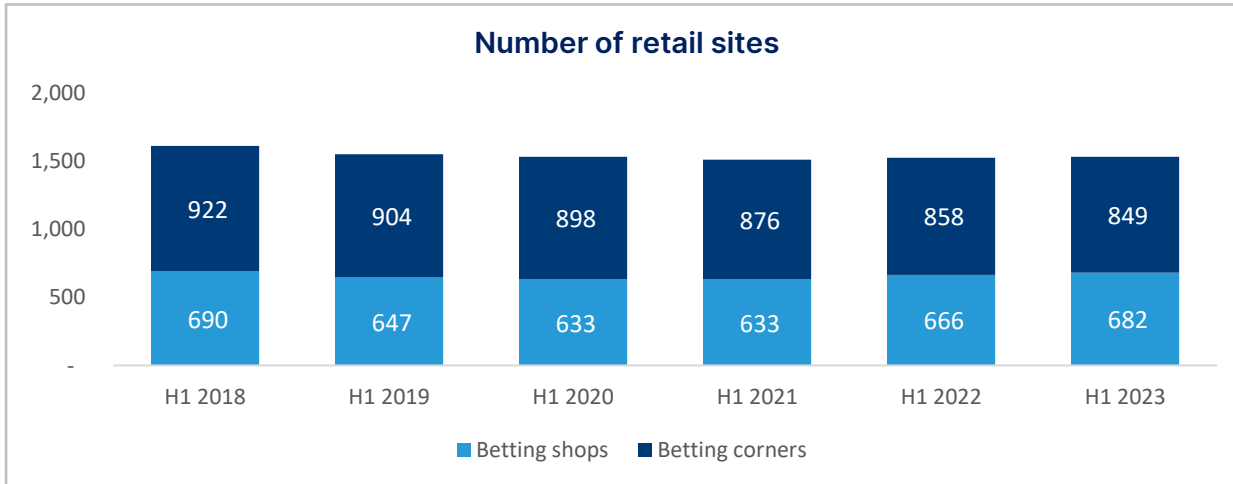
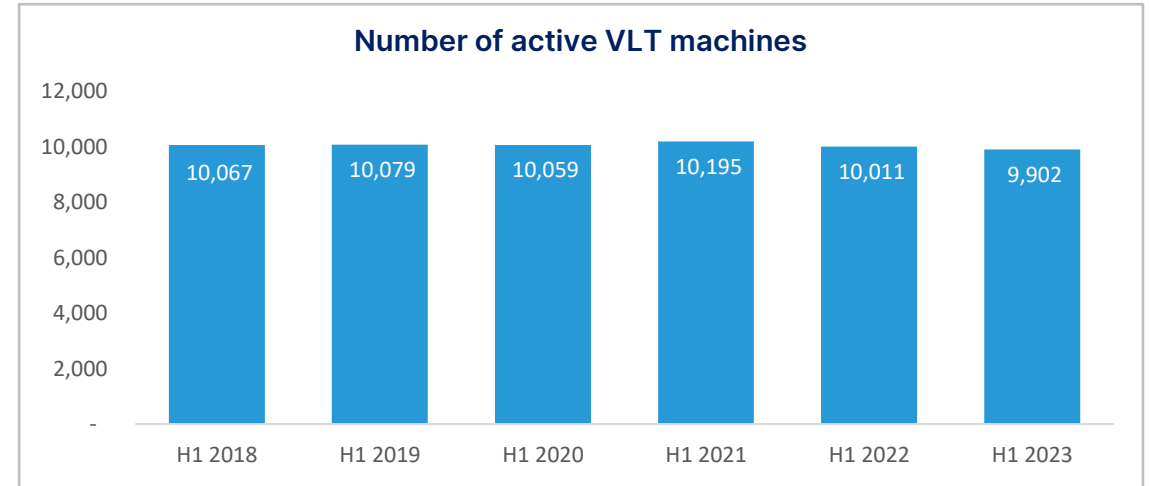
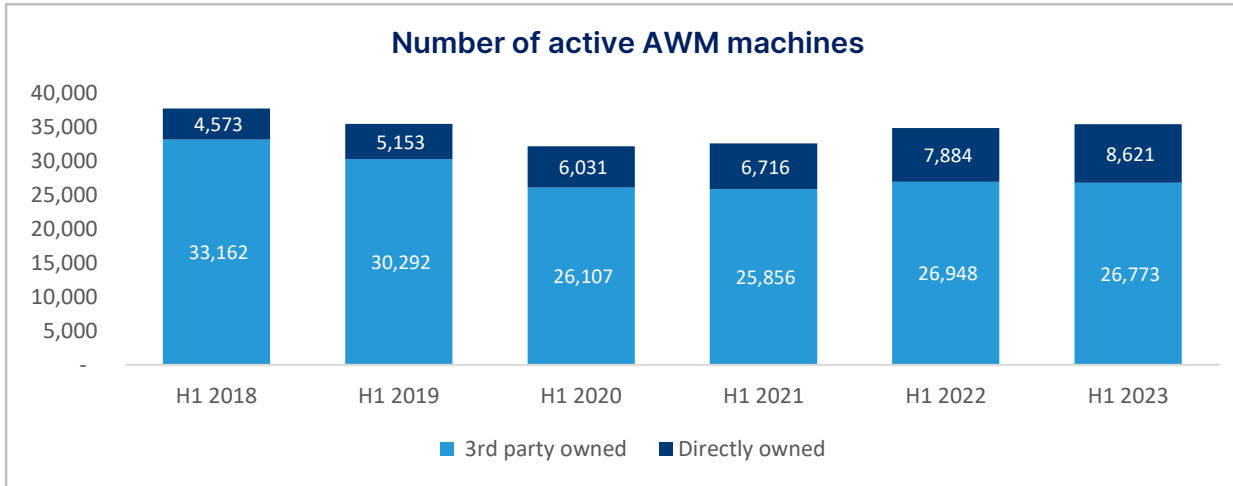
Excellent start to the year; delivering on strategy to continue momentum

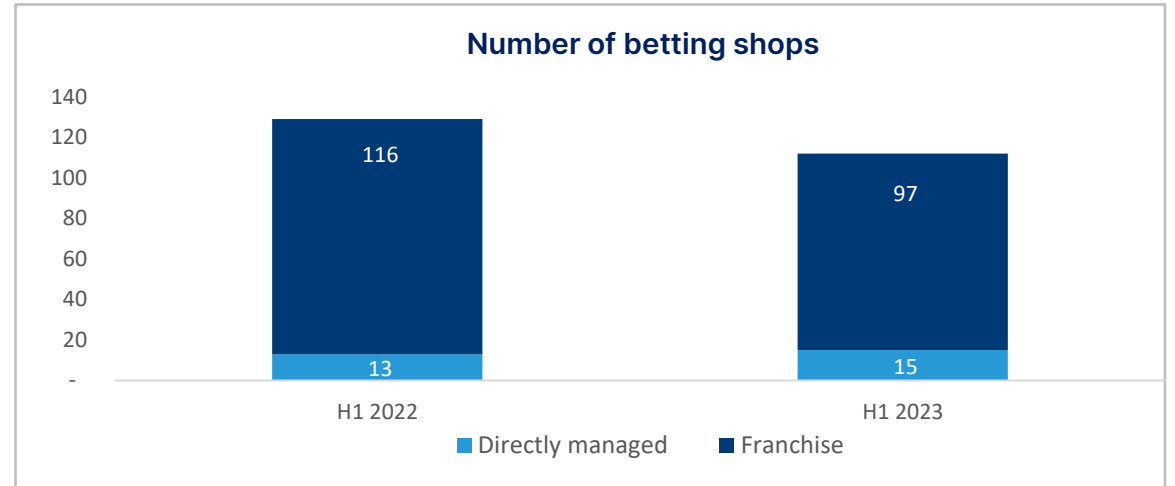
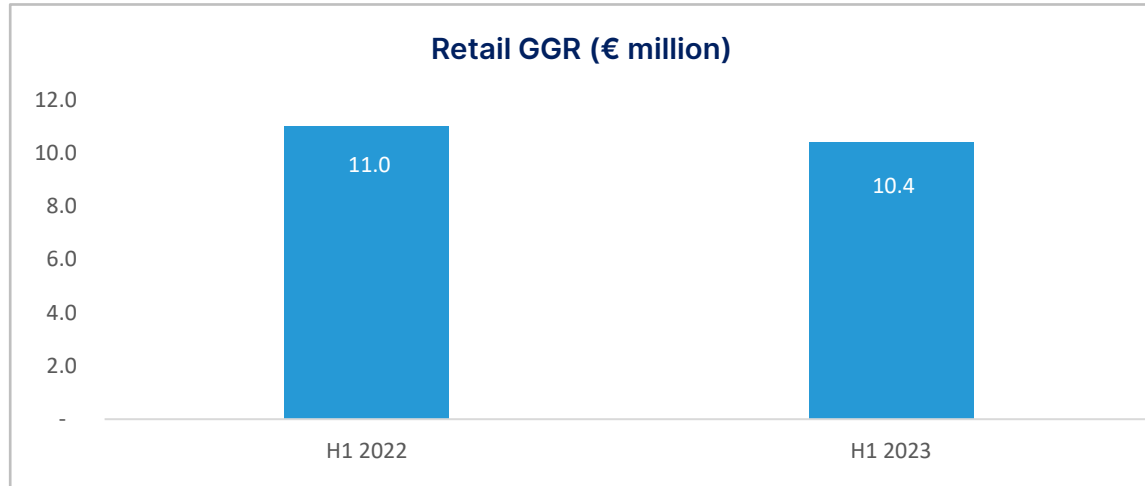
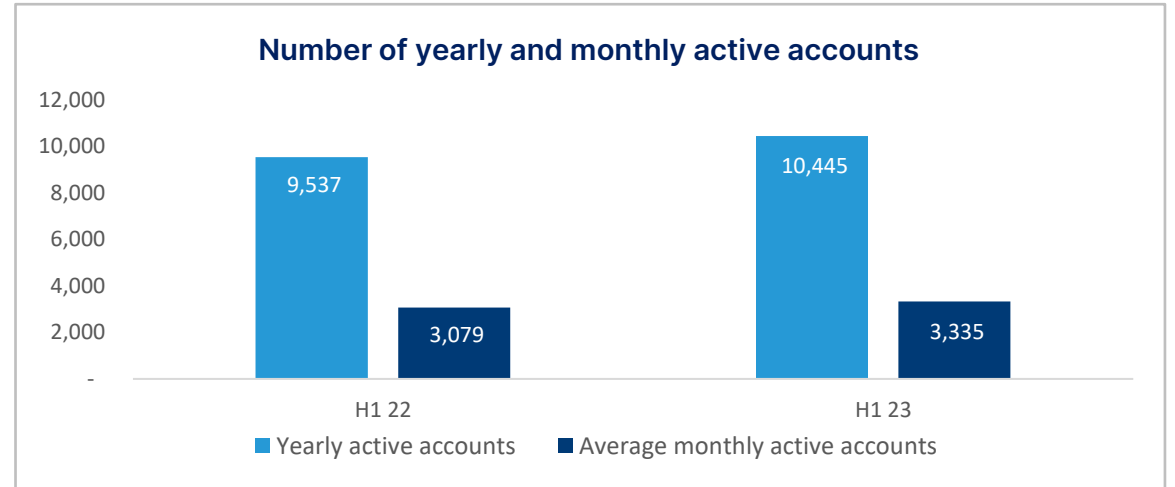
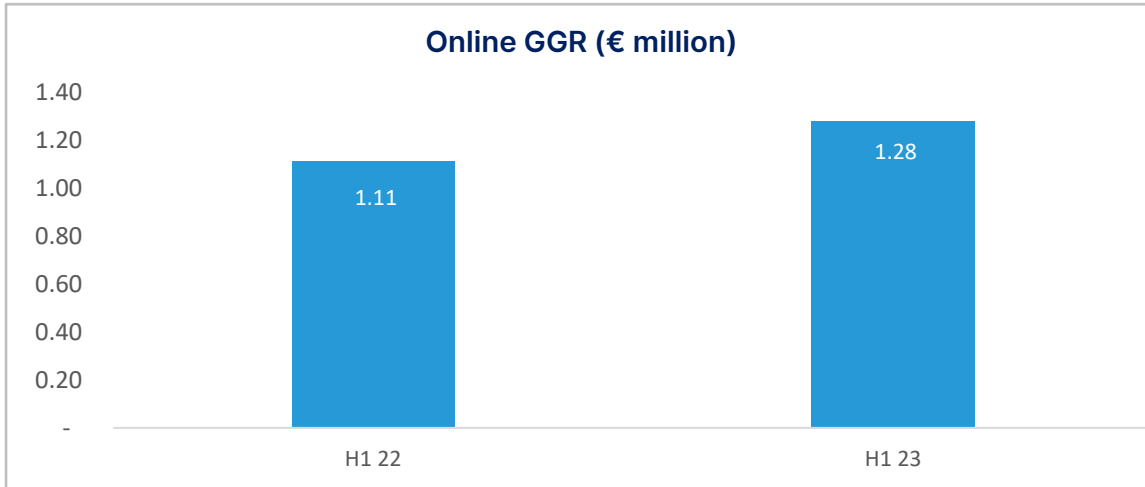
- Record H1 23 Adjusted EBITDA of €220 million
- **B2B**
 - Well positioned for growth with structured agreements across several attractive markets
 - Live and SaaS continue to see strong growth supported by continued investment
- **B2C**
 - Snaitech well placed to continue to leverage brand and retail footprint to drive online growth
 - Continue to evaluate M&A opportunities
- Medium-term EBITDA targets across B2B and B2C both reaffirmed
- On track to deliver FY23 Adjusted EBITDA slightly ahead of current expectations

Appendix









Reconciliation of Snaitech's online margin

€ millions	H1 2023	H1 2022	%
Online gross revenue	223.8	196.6	14%
Gambling taxes	(56.6)	(50.0)	13%
Bonuses	(35.8)	(29.1)	23%
Online revenue (as reported)	131.4	117.5	12%
Online Adjusted EBITDA	68.7	62.3	10%
Adjusted EBITDA margin (gross)	30.7%	31.7%	
Adjusted EBITDA margin (as reported)	52.3%	53.0%	

Changing Snaitech disclosure from FY23 to be in line with peers

33

Online bank charges now recognised within Snaitech Adjusted EBITDA

€ millions	H1 19	H1 20	H1 21	H1 22	H1 23
Snaitech Adjusted EBITDA (previous disclosure)	74.7	47.1	51.8	131.7	147.1
Online bank charges previously recognised in finance costs	-1.6	-2.2	-4.1	-4.7	-5.2
Snaitech Proforma EBITDA including bank charges (new disclosure from FY23)	73.1	44.9	47.7	127.0	141.9

€ millions	2019	2020	2021	2022
Snaitech Adjusted EBITDA (previous disclosure)	162.5	132.0	182.6	254.2
Online bank charges previously recognised in finance costs	-3.4	-5.5	-9.0	-10.2
Snaitech Proforma EBITDA including bank charges (new disclosure from FY23)	159.1	126.5	173.6	244.0

B2B cost breakdown

€ millions	H1 17	H1 18	H1 19	H1 20	H1 21	H1 22	H1 23
Total Operations	81.3	82.4	78.5	85.4	119.5	146.1	148.6
<i>Live operations</i>	12.2	15.7	15.3	22.4	30.1	35.8	45.9
<i>Structured agreement costs</i>	12.9	13.1	12.3	17.9	24.2	25.7	28.6
<i>Other operations</i>	54.5	49.6	48.9	44.6	62.1	79.1	69.6
<i>Hardware costs</i>	1.7	4.0	2.0	0.5	3.1	5.5	4.5
R&D	43.7	38.0	37.4	39.2	36.7	42.9	51.6
Sales and Marketing	9.9	11.3	9.7	9.5	5.9	8.4	10.4
G&A	36.9	33.8	29.7	32.4	33.0	37.4	42.6
Total B2B costs	171.8	165.5	155.3	166.5	195.1	234.8	253.2

€ millions	FY17	FY18	FY19	FY 20	FY 21	FY 22
Total Operations	157.2	150.8	181.2	214.5	256.2	285.3
<i>Live operations</i>	25.5	29.9	33.9	49.9	63.4	78.8
<i>Structured agreement costs</i>	24.7	25.5	28.1	42.3	47.8	51.0
<i>Other operations</i>	98.7	88.7	88.0	102.4	139.2	143.9
<i>Hardware costs</i>	8.3	6.7	31.2	19.9	5.8	11.6
R&D	87.4	80.5	80.9	76.1	78.2	87.5
Sales and Marketing	17.6	20.0	19.6	15.2	13.5	16.8
G&A	68.0	62.1	57.4	63.2	67.2	82.6
Total B2B costs	330.2	313.4	339.1	369.0	415.1	472.2

B2B customer concentration	H1 2023	H1 2022
Top 3	45%	32%
Top 5	53%	42%
Top 10	62%	54%
Top 15	70%	63%

Contingent consideration

Group

Acquisition	Maximum payable earnout (per terms of acquisition)	Contingent consideration and redemption liability (as at 30.06.2023)	Payment date (based on maximum payable earnout)
Aus GMTC PTY Ltd	€45.9 million	€3.4 million	Q4 2025
Other	€1.1 million	€1.1 million	Various

Thank you

