



Q3

2022

Gaming Innovation Group Inc.
Interim Report

09 Nov 2022



GiG in brief

Global iGaming company
with reach across high
value areas of the B2B
supply chain



Dual-listed on Oslo
Børs and at Nasdaq
Stockholm



Over 30 primary countries
targeted by Media assets



€320m (approx.)
Market Cap

ISO 27001:2013 certification for Platform, Data platform,
Frontend development and CMS



~580

Employees

Offices

in Malta, Denmark,
Spain, France & US

29 Global Platform
Licenses

+7 additional in integration
pipeline



Award-winning, technology & marketing for the iGaming and Sportsbetting industry

GiG Media

Leading iGaming and Sports Betting affiliate marketing

- Provides high value player acquisition via multiple digital marketing channels
- Global reach & trusted source for millions of players across Sportsbook & Casino
- Powered by first class proprietary marketing technology

Platform & Sportsbook

State of the art Player Account Management system (PAM) & Sportsbook solution

- Built for regulated markets with a worldwide client base and localised product offering
- Highly customisable and personalised technology for client and users
- Proven Sportsbook with flexible, end to end solution

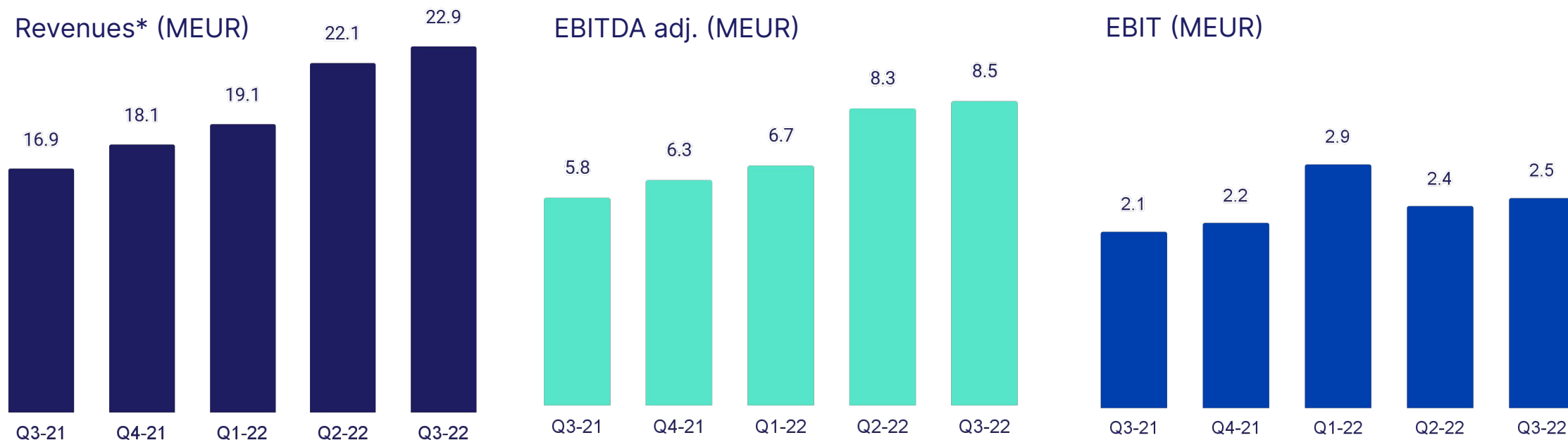


Q3 Highlights

- GiG delivers seventh successive all-time-high revenues, with strong double digit growth in revenues and EBITDA
- Media delivered a record 85% YoY growth in First Time Depositors
- Media pursues aggressive pace of player acquisition in conjunction with asset & markets launches
- Platform & Sportsbook continued positive delivery with four brand launches and four additional agreements signed
- Sportnco integration moving positively and initial technological integration of Sportnco product completed



All time high quarterly revenues



Revenues*
+35% Y/Y

EBITDA adj.
+47% Y/Y
37.0% margin

EBIT
+16% Y/Y
10.8% margin

*Revenues are adjusted for revenues from a platform client where GiG recognizes the full operations in its profit and loss statement, which are partly offset by related cost of sales and site overheads. See Note 2 in the Q3-22 Interim Report for more details

GiG Strategy ---

- Approach is towards Global Online Gambling market with a strong focus on regulated markets
- Focus on high value and high earnings quality areas of B2B gambling industry
- Media business allows us agile and fast time to market, and SaaS business gives long term earnings quality
- Strong current TAM, enables focus on operational efficiency in platform & sportsbook business
- Landbased conversion, regulation and technical barrier to entry, are also positioning the platform & sportsbook business for further growth

We drive business via three growth pillars

1

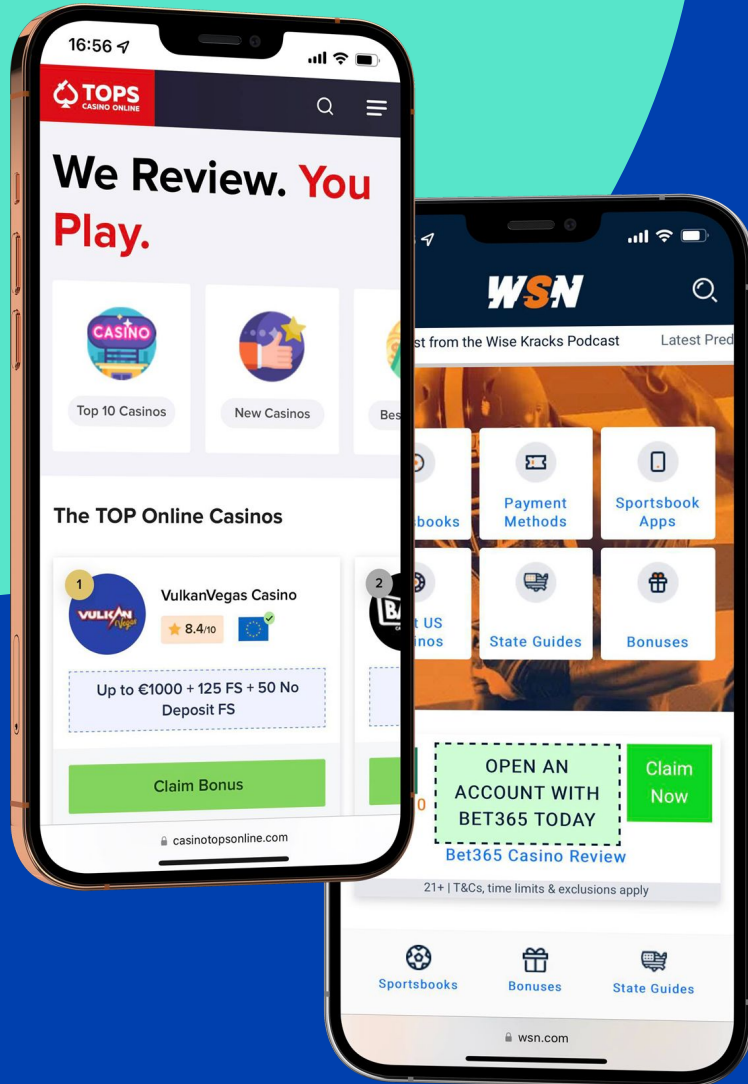
Market expansion

2

Recurring revenue streams

3

Product to drive market share



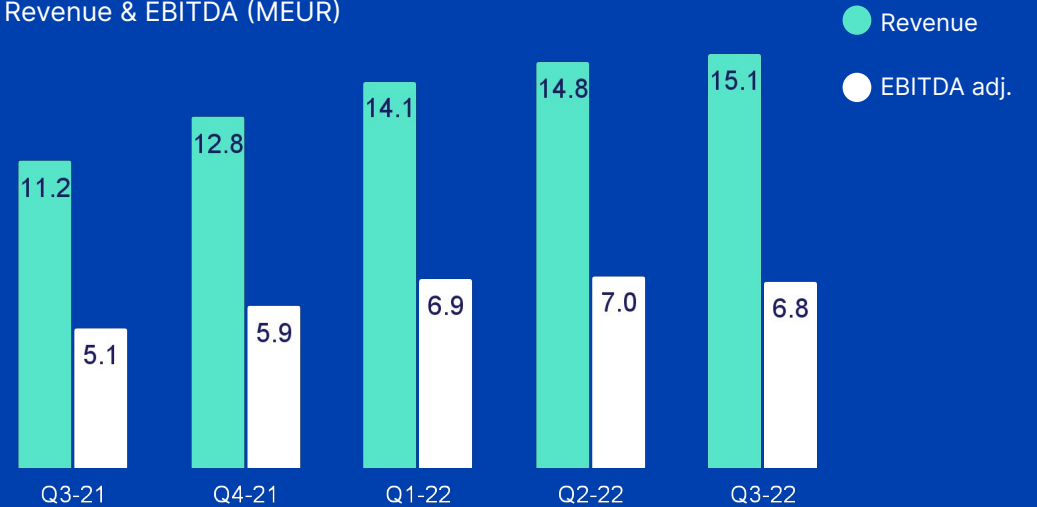
Business update Media

Media Services

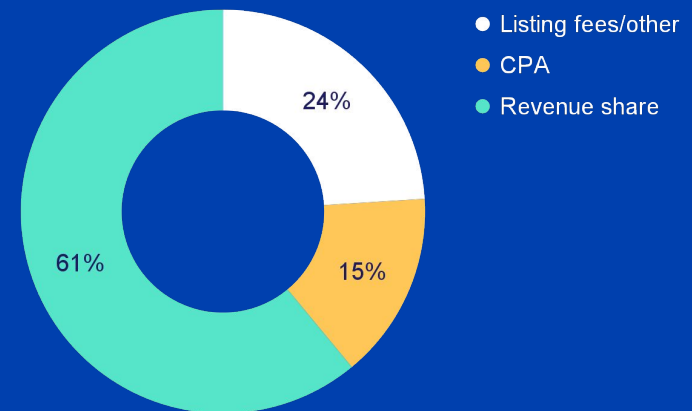
Q3-2022

- Media Services reached seventh all-time quarterly highs in revenues and FTDs
- Q3-2022 revenues of €15.1m (11.2), up 35% Y/Y and 2% Q/Q - all organic growth
- EBITDA adj. of €6.8m (5.1), up 32% Y/Y
- EBITDA-margin at 45% (46%)
- Increased marketing spend in preparation for upcoming football World Cup and strong ROI opportunity
- Both Paid and Publishing reaching all-time-high in revenues, up 77% and 20% Y/Y respectively
- Recurring revenue share accounted for 61% of revenues

GiG Media
Revenue & EBITDA (MEUR)



GiG Media
Revenue split Q3-22

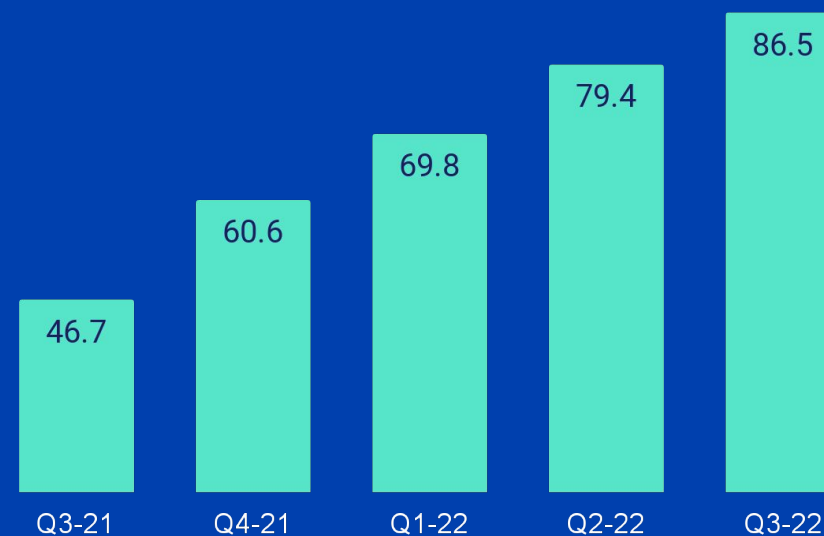


Media Services

FTDs

- First Time Depositors (FTD) ended at 86,500, a new all-time high
- 85% increase YoY and 9% QoQ
- ~95% of FTDs on full revenue share or hybrid deals, securing future recurring revenues
- The strong development continued in October with all-time high monthly player intake - up 67% compared to same period last year

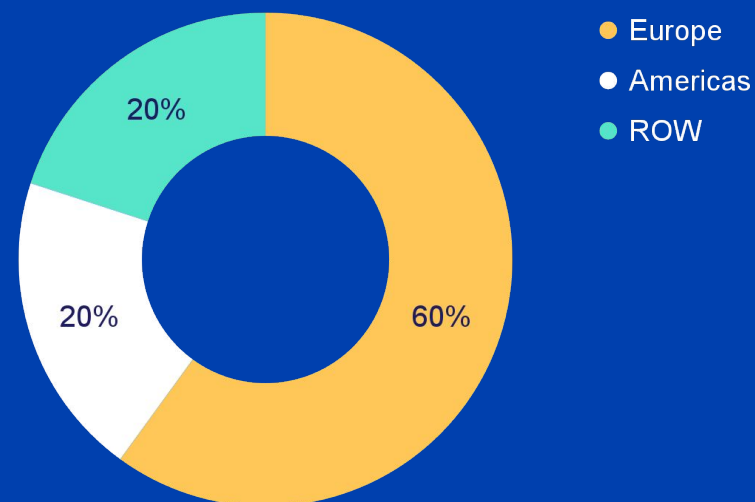
GiG Media - FTDs (1000)



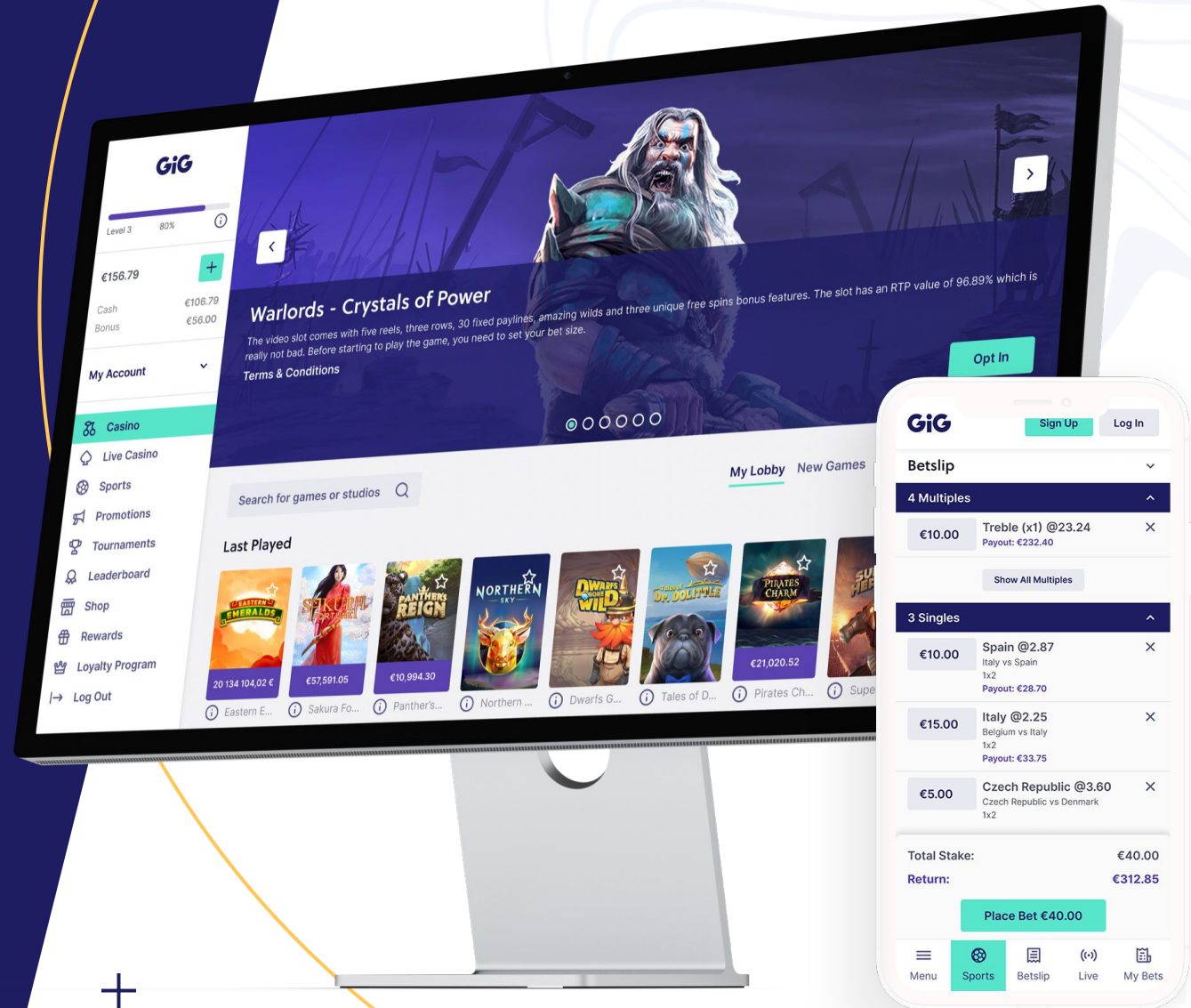
Media Services

- Currently holds 13 licenses in the US and qualified to carry out business in 22 US states
- US organic traffic to Casinotopsonline.com and Wsn.com increased 83% YoY
- Revenues from the Americas increased 200% YoY, representing 20% of GiG Media revenues in Q3-22, up from 9% in Q3-21
- Continued growth also in legacy markets, revenues in the Nordics and Europe up 26% YoY
- GiG Comply signed two new client and re-signed three existing clients in Q3-22

GiG Media
Revenue split Q3-2022



Business update Platform & Sportsbook

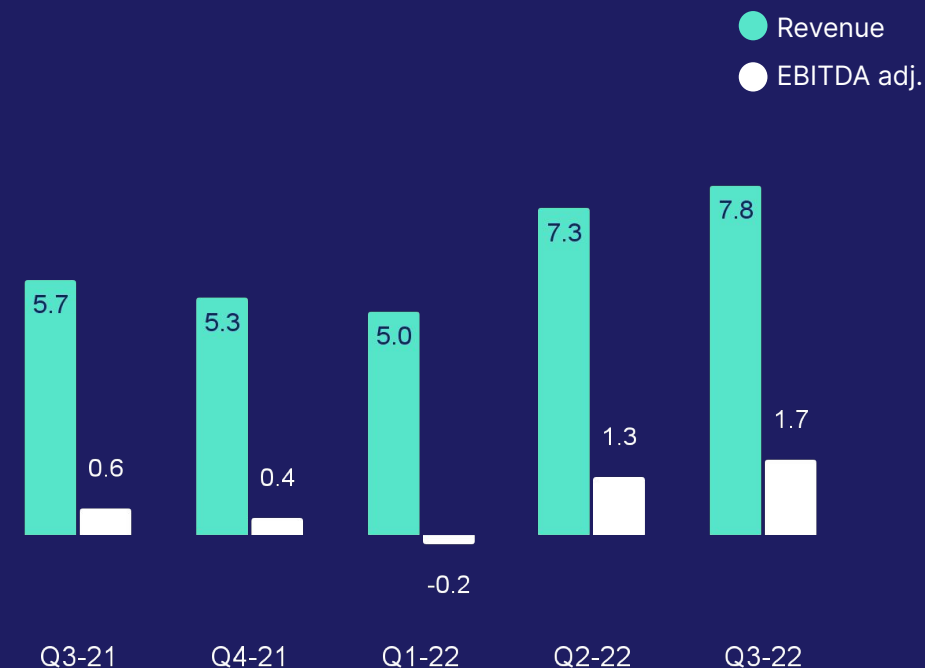


Platform & Sportsbook

Q3-2022

- Revenues for Platform & Sportsbook were €7.8m (5.7), up 36%
- 14% organic revenue growth excluding premium fees
- Adjusted EBITDA of €1.7m (0.6), a 174% increase
- Integration of Sportnco developing according to plan - technical integration of the Sportsbook completed

Platform and Sportsbook
Revenue & EBITDA (MEUR)



Platform & Sportsbook Integration pipeline

- 4 brands went live and 7 are awaiting client decision to launch
- 62 brands live at the end of Q3 (+19% YoY)
- Granted license in Ontario (Canada), two brands already live as of today
- 13 brands in the integration pipeline
- Approx 30% of contracts are within first 2 years of launch, and therefore in pre value maturity

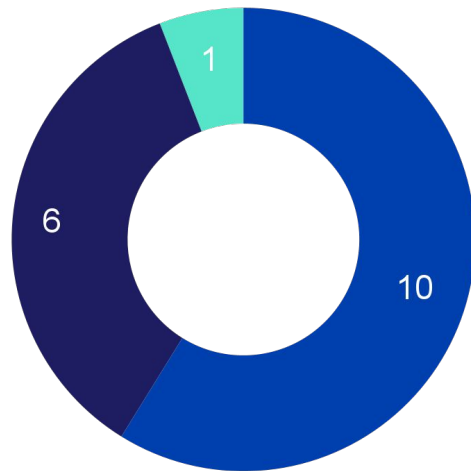
43 Clients
(10% YoY)

62 Brands
(19% YoY)

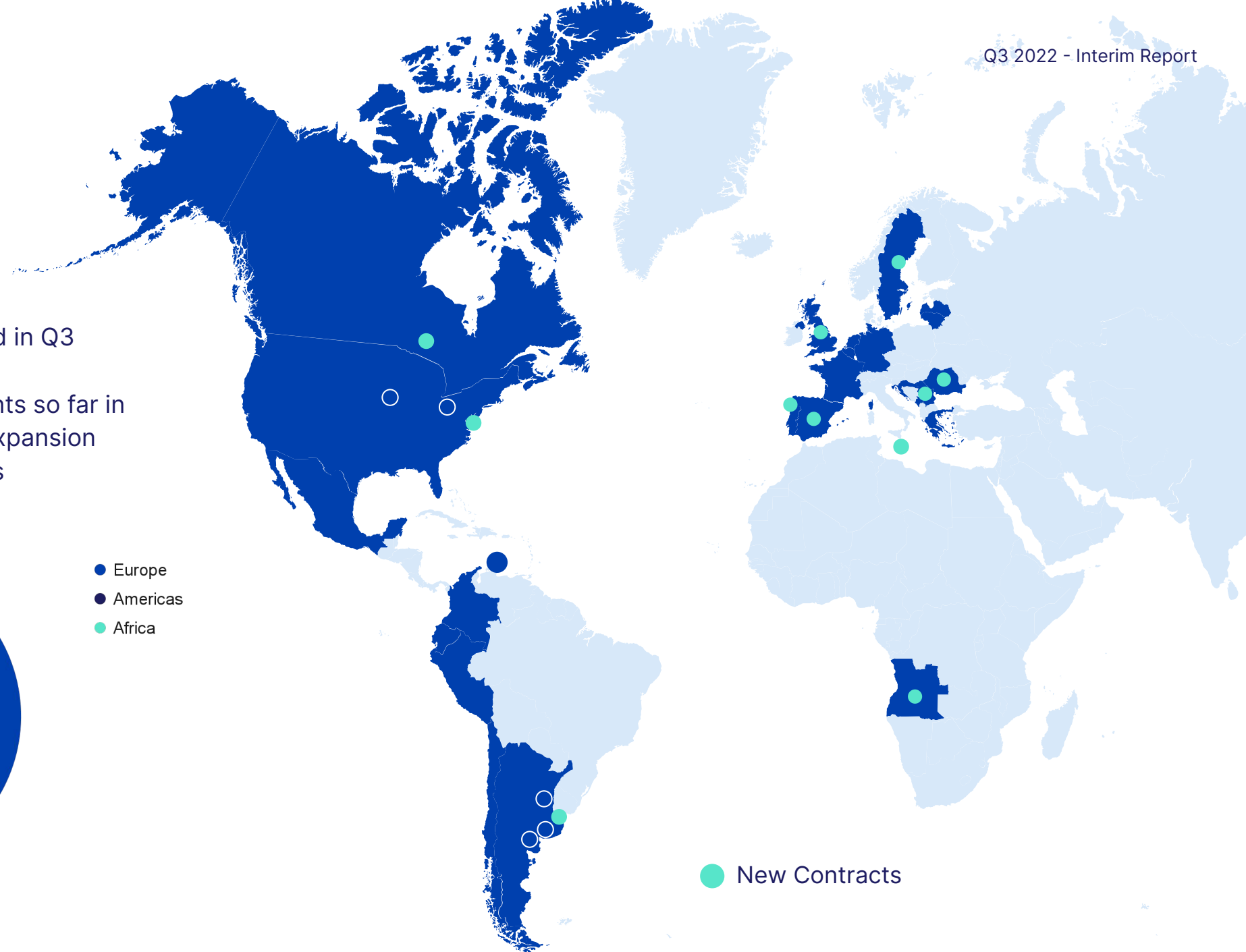
**37% of clients
take Sportsbook**
(36% Q3-21)

New contracts

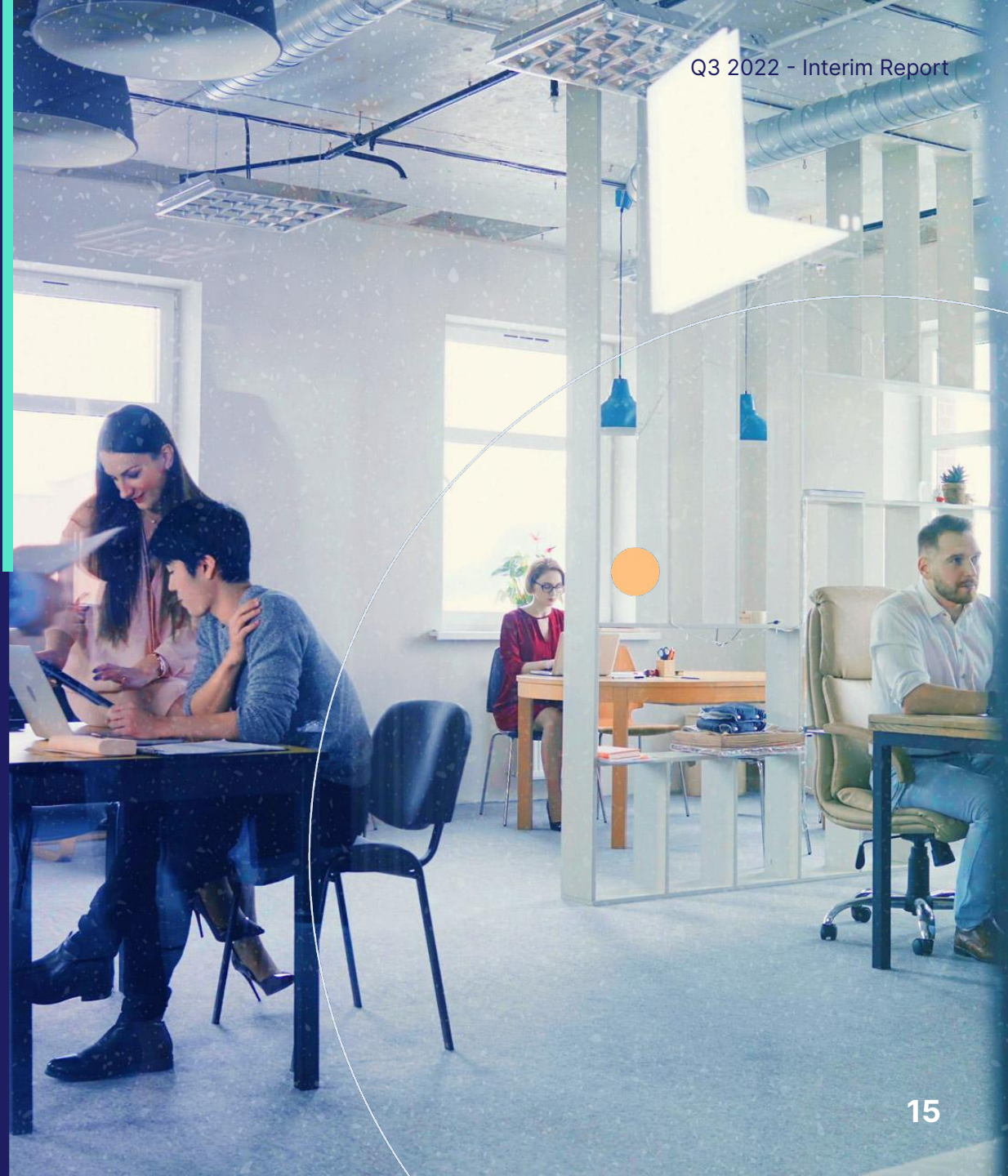
- 4 new agreements signed in Q3
- Total of 17 new agreements so far in 2022, including market expansion deals with existing clients



- Europe
- Americas
- Africa



Events after the quarter & summary



Update after the quarter

- Continued expansion across LATAM with signing of agreement with large land based operator in the region
- 3 additional brands launched, including Ontario
- All time high in FTD referral in GIG Media during October
- GiG Media granted license to operate in Greek regulated market
- October has developed positively, with revenues up 34% compared to the same period last year, whereof 22% organic

Long-term Financial targets

Growth

To achieve annual organic revenue growth in the region of 20%

Profitability

To achieve an adjusted EBITDA margin in excess of 50% during 2024

Leverage

Cash generated from the business will be used to lower leverage ratio while pursuing growth opportunities in the rapidly growing iGaming sector

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Summary

- GiG delivers seventh successive all-time-high revenues, with strong double digit growth in revenues and EBITDA
- Our Media business performs exceptionally well and remains a highly profitable and fast growing global acquisition power house
- SaaS business is delivering on its strategy with a much improved financial position targeting synergies that will strengthen operational performance over the next 12 months
- GiG is one of a few global full service media, platform and sportsbook providers with turn-key solutions with an unparalleled geographical footprint
- Reiterate guidance - combined operations for GiG and Sportnco for the full year 2022 should generate revenues of €87-93 million with an EBITDA of €30-35 million

“ GiG positioned for multiple growth opportunities and increasing profitability through improved operational performance ”

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Thank you

Q&A

Appendix

The background of the slide is a photograph of a modern building facade, rendered in a light, semi-transparent grey. The building features a prominent 'GiG' logo on its upper right section. A bright orange circle is positioned on a balcony ledge in the upper middle part of the image. A blue plus sign is located in the lower right quadrant. The overall aesthetic is clean and architectural.

Largest shareholders: 30 September 2022

GAMING INNOVATION GROUP INC.

1	13 487 500	11.0 %	SkyCity Entertainment Group Limited
2	7 603 559	6.2 %	Optimus Invest Limited
3	7 044 000	5.7 %	Myrlid AS
4	4 875 829	4.0 %	Nordea Livsförsäkring Sverige AB
5	4 656 313	3.8 %	True Value Limited
6	4 500 000	3.7 %	Symmetry Invest A/S
7	3 976 002	3.2 %	LGT Bank, nom.
8	3 838 274	3.0 %	Betplay Capital sp
9	2 500 000	2.0 %	GF Invest AS
10	2 478 585	2.0 %	Stenshagen Invest AS
11	2 458 821	2.0 %	Hans Mikael Hansen
12	2 086 624	1.7 %	Avanza Pension
13	2 091 199	1.7 %	MJ Investments sp
14	2 009 437	1.6 %	Kvasshøgdi AS
15	2 000 000	1.6 %	Riskornet AB
16	1 707 146	1.4 %	Ben Clemes
17	1 705 303	1.4 %	Nordnet Bank AB, nom.
18	1 568 432	1.3 %	Saxo Bank A/S, nom.
19	1 342 136	1.1 %	Mikael Riese Harstad
20	1 321 044	1.1 %	Jörgen Hartzberg
Top 20	73 249 144	59.7 %	
Other	49 537 382	40.3 %	
TOTAL	122 786 526	100.0 %	

Income Statement

EUR 1 000 (Unaudited)

B2C & Sports included as discontinued operations

	Q3 2022	Q3 2021	9M 2022	9M 2021	2021
Revenues*	22 893	16 908	64 072	48 254	66 343
Cost of sales	253	93	508	75	868
Gross profit	22 640	16 815	63 564	48 179	65 475
Marketing expenses	4 629	2 675	12 740	7 762	11 208
Other operating expenses	9 539	8 381	27 356	23 986	31 528
Total operating expenses	14 168	11 056	40 096	31 748	42 736
EBITDA adjusted	8 472	5 759	23 467	16 429	22 739
Option expense (non-cash)	452	102	1 203	318	644
EBITDA	8 020	5 657	22 264	16 111	22 095
Depreciation & amortization	4 455	2 422	11 250	6 678	9 336
Amortisation of acquired affiliate assets	1 086	1 098	3 258	3 232	4 313
EBIT	2 479	2 137	7 756	6 201	8 446
Financial income (expense)	-1 686	-1 857	-5 374	-5 146	-8 201
Unrealised exchange gain (loss) on bond	524	422	2 895	776	1 064
Result before income taxes	1 317	702	5 277	1 831	1 309
Income tax refund (expense)	-589	-234	-1 015	1 070	519
Profit/ (loss) from continuing operations	728	468	4 262	2 901	1 828
Profit/(loss) from discontinued operations	-149	-495	-1 306	-1 270	-1 890
Profit/(loss) for the period	579	-27	2 956	1 631	-62

*Revenues are adjusted for revenues from a platform client where GiG recognizes the full operations in its profit and loss statement, which are partly offset by related cost of sales and site overheads. Cost of sales, marketing expenses and EBITDA-margin are adjusted accordingly. See Note 2 in the Q3-2022 Interim Report for more details.

Balance Sheet

EUR 1 000 (unaudited)

	30 Sep 2022	30 Sep 2021	31 Dec 2021
Assets			
Goodwill	75 330	16 324	16 325
Intangibles assets	61 341	32 499	31 732
Deposits and other non-current assets	10 074	13 986	13 481
Total non-current assets	146 745	65 809	61 539
Trade and other receivables	21 905	18 279	17 569
Cash and cash equivalents	14 144	11 263	8 561
Total current assets	36 049	29 542	26 130
Total assets	182 794	92 351	87 669
Liabilities and shareholders' equity			
Total shareholders' equity	64 292	13 775	11 925
Trade payables and accrued expenses	19 618	21 809	20 485
Lease liabilities	3 175	1 962	3 156
Contingent liability	8 942	-	-
Short term loans	3 719	-	-
Bond payable (short term portion)	4 358	3 853	3 853
Total current liabilities	39 812	27 624	27 494
Bond payable	44 437	38 043	38 850
Deferred tax liability	1 063	540	-
Contingent liability	9 591	-	-
Short term loans	14 025	-	-
Other long term liabilities	9 573	12 369	9 400
Total long term liabilities	78 689	50 952	48 250
Total liabilities	118 501	78 576	75 744
Total liabilities and shareholders' equity	182 794	92 351	87 669

Cash Flow

In EUR 1 000

	Q3 2022	Q3 2021	9M 2022	9M 2021	2021
Cash flow from operating activities	9 988	8 021	23 339	11 693	12 931
Cash flow from investing activities	-4 105	-2 054	-42 867	-6 901	-9 228
Cash flow from financing activities	-3 153	-2 233	25 227	-4 823	-6 323
Translation (loss)/gain	-189	129	-116	210	-323
Fair value movements	-	-	-	-	-
Net change in cash and cash equivalents	2 540	3 691	5 583	-241	-2 943
Cash and cash equivalents at start of period	11 604	7 572	8 561	11 504	11 504
Cash and cash equivalents at end of period	14 144	11 263	14 144	11 263	8 561

Legal Disclaimer

Gaming Innovation Group Inc. gives forecasts. Certain statements in this report presentation are forward-looking and the actual outcome may be materially different. In addition to the factors discussed, other factors could have an impact on actual outcomes. Such factors include developments for customers, competitors, the impact of economic and market conditions, national and international legislation and regulations, fiscal regulations, the effectiveness of copyright for computer systems, technological developments, fluctuation in exchange rates, interest rates and political risks.