# neggames CAPITAL MARKETS DAY

# NeoGames Group John Taylor Jr. Chairman





# NeoGames Group Moti Malul CEO





## Disclaimer

#### Cautionary Statement Regarding Forward-looking Statements

This presentation, and the accompanying oral presentation and the earnings press release, contain forward-looking statements within the meaning of Section 27A of the Securities Act, Section 21E of the Exchange Act, and the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995, that relate to our current expectations and views of future events, including, among others, the Aspire Global acquisition and the expected synergies. Forward-looking statements give NeoGames S.A.'s (the "Company," "NeoGames," we," our" or "us") current expectations and projections relating to its financial condition, competitive position, future financial results, plans, objectives, and business. In some cases, these forward-looking statements can be identified by words or phrases such as "may," "will," "expect," "anticipate," "aim," "estimate," "intend," "plan," "believe," "potential," "continue," "is/are likely to" or other similar expressions. These forward-looking statements are subject to risks, uncertainties and assumptions, some of which are beyond our control. In addition, these forwardlooking statements reflect our current views with respect to future events and are not a guarantee of future performance. Actual outcomes may differ materially from the information contained in the forward-looking statements as a result of a number of factors, including, without limitation, the following; we have a concentrated customer base, and our failure to retain our existing contracts with our customers could have a significant adverse effect on our business; we do not have a formal joint venture agreement or any other operating or shareholders' agreement with Pollard Banknote Limited ("Pollard") with respect to NPI, our joint venture with Pollard, through which we conduct a substantial amount of our business; a reduction in discretionary consumer spending could have an adverse impact on our business; the growth of our business largely depends on our continued ability to procure new contracts; we incur significant costs related to the procurement of new contracts, which we may be unable to recover in a timely manner, or at all; intense competition exists in the iLottery industry, and we expect competition to continue to intensify; our information technology and infrastructure may be vulnerable to attacks by hackers or breached due to employee error, malfeasance or other disruptions; in addition to competition with other iLottery providers, we and our customers also compete with providers of other online offerings; the gaming and lottery industries are heavily regulated, and changes to the regulatory framework in the jurisdictions in which we operate could harm our existing operations; while we have not experienced a material impact to date, the ongoing COVID-19 pandemic, including variants, and similar health epidemics and contagious disease outbreaks could significantly disrupt our operations and adversely affect our business, results of operations, cash flows or financial condition; and other risk factors described in our Annual Report on Form 20-F for the year ended December 31, 2021, filed with the Securities and Exchange Commission (the "SEC") on April 14, 2022, and other documents filed with or furnished to the SEC. Moreover, new risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. We caution you therefore against relying on these forward-looking statements, and we gualify all of our forward-looking statements by these cautionary statements.

These statements reflect management's current expectations regarding future events and operating performance and speak only as of the date of this presentation. You should not put undue reliance on any forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. Except as required by applicable law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

We obtained the industry, market and competitive position data in this presentation from our own internal estimates and research as well as from publicly available information, industry and general publications and research, surveys and studies conducted by third parties such as the American Gaming Association, Eilers & Krejcik Gaming, Gambling Compliance, H2 Gambling Capital and La Fleur's TLF Publications, in addition to reports from state lottery commissions. Industry publications and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but that the accuracy and completeness of such information is not guaranteed.

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# Disclaimer (cont.)

#### Non-IFRS Financial Measures and Key Performance Indicators

This presentation, and the accompanying oral presentation and the press release, may include EBIT, EBITDA, Adjusted EBITDA, NPI and NPI Revenues Interest, which are financial measures not presented in accordance with IFRS. We use these financial measures to supplement our results presented in accordance with IFRS. We include these non-IFRS financial measures because they are used by our management to evaluate our operating performance and trends and to make strategic decisions regarding the allocation of capital and new investments.

We also use certain key performance indicators ("KPIs"), including Network NGR and Gross Gaming Revenue ("GGR"), to monitor our operations and inform decisions to drive further growth. These KPIs offer a perspective on the historical performance of our platform in the aggregate across jurisdictions in which we operate. We believe these KPIs are useful indicators of the overall health of our business.

EBIT, EBITDA and Adjusted EBITDA. We define "EBIT" as net income (loss), plus income taxes, and interest and finance-related expenses. We define "EBITDA" as EBITDA as EBITDA, plus share-based compensation, initial public offering expenses, prospective acquisition related expenses and the Company's share in NPI depreciation and amortization. We believe EBIT, EBITDA and Adjusted EBITDA are useful in evaluating our operating performance, as they are regularly used by security analysts, institutional investors and others in analyzing operating performance and prospects. Adjusted EBITDA is not intended to be a substitute for any IFRS financial measure and, as calculated, may not be comparable to other similarly titled measures of performance of other companies in other industries or within the same industry.

NPI. Refers to NeoPollard Interactive LLC that represents the Company's 50/50 joint venture with Pollard Banknote Limited ("Pollard"). The joint venture was formed for the purpose of identifying, pursuing, winning and executing iLottery contracts in the North American lottery market. NPI is managed by an executive board of four members, consisting of two members appointed by NeoGames and two members appointed by Pollard. NPI has its own general manager and dedicated workforce and operates as a separate entity. However, it relies on NeoGames and Pollard for certain services, such as technology development, business operations and support services from NeoGames and corporate services, including legal, banking and certain human resources services, from Pollard.

Company share in NPI Revenues .NPI Revenues is not recorded as revenues in our consolidated statements of comprehensive income (loss), but rather is reflected in our consolidated financial statements in accordance with the equity method, as we share 50% of the profit (loss) of NPI subject to certain adjustments.

Gross Gaming Revenue (GGR). We define "GGR" as gross sales less winnings paid to players.

See the appendix for a reconciliation of these non-IFRS measures to the most directly comparable IFRS measure



# Agenda

Opening - Moti Malul I CEO	12:40
NeoGames Group - Moti Malul I CEO	12:45
iLottery - Moti Malul I CEO	13:00
NeoGames Studio - Hili Shaked I VP, NeoGames Studio	13:20
iGaming - Tsachi Maimon I President, Head of iGaming	13:40
Managed Services - Antoine Bonello I MD Aspire Global	14:00
10 minutes Break	14:20
Sportsbook - Dima Reiderman   MD Btobet	14:30
Games and Aggregation - Adrian Bailey I MD Pariplay	14:50
Product & Tech - Gabby Naftali I EVP Product	15:10
Finance Review - Raviv Adler I CFO	15:30
Q&A Panel	16:00
Networking / Open Bar / Demos	16:30



# NeoGames Group

Moti Malul CEO





# **NeoGames Story**



# The Broadest Best of Breed Offering





Full Services provider for iGaming and online sport betting operators

Full suite of gaming products and services in regulated markets



## pariply

Global leader in content aggregation for regulated markets

In-house casino games studio - WIZARD°

More than 100 suppliers across all content verticals



#### **BtoBet**

Complete Sportsbook solution of Platform and Services

Omni channel solution for retail/land-based and online sport

Advanced Managed Trading Services offering





# **Global Presence**

+1100 employees in 8 main locations around the world





# **Experienced Leadership Team**



neogames







Raviv Adler CFO

neogames



Rinat Belfer COO

neogames





Spireelobal





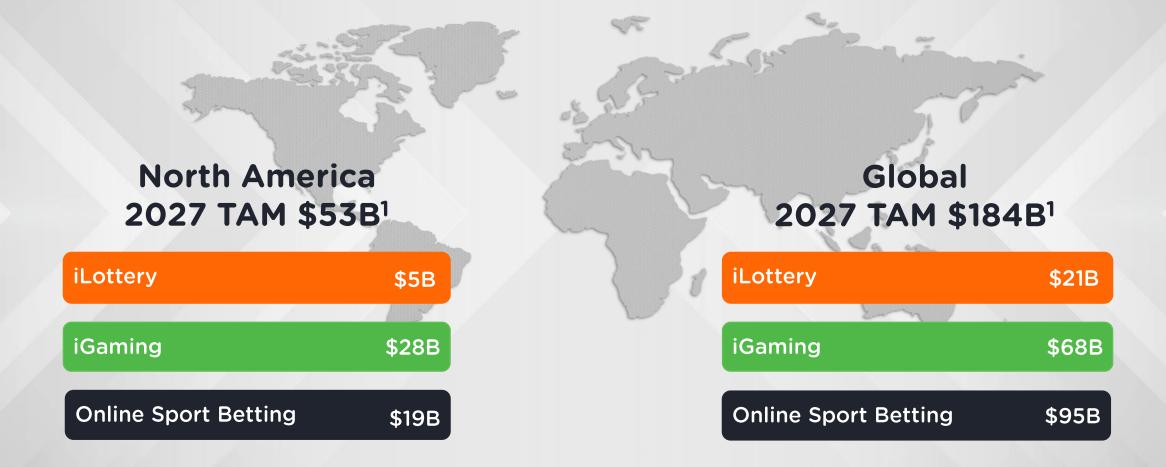


# Our Mission

"To be the long-term partner of choice for lotteries and regulated gaming operators throughout their interactive journey"



# The Opportunity





# neogames



# Positioned to lead the industry and drive shareholder value



# Please Meet Rinat Belfer





# iLottery Moti Malul CEO





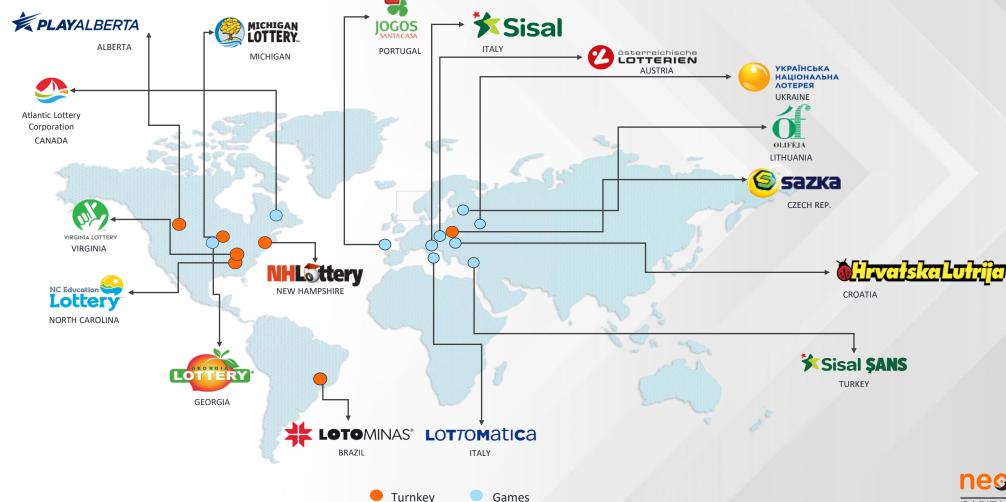
# Pure iLottery Focus





# Global Customer Base

#### 17 Lotteries in 3 continents



# iLottery - Complete Solution

#### neosphere

PAM and advanced marketing platform for iLottery and iGaming

#### neodraw°

**US certified Draw Games systems** 

#### **Oneo**cube

Real-Time Data Analytics and insights

#### neoengage

Player Journey Management system

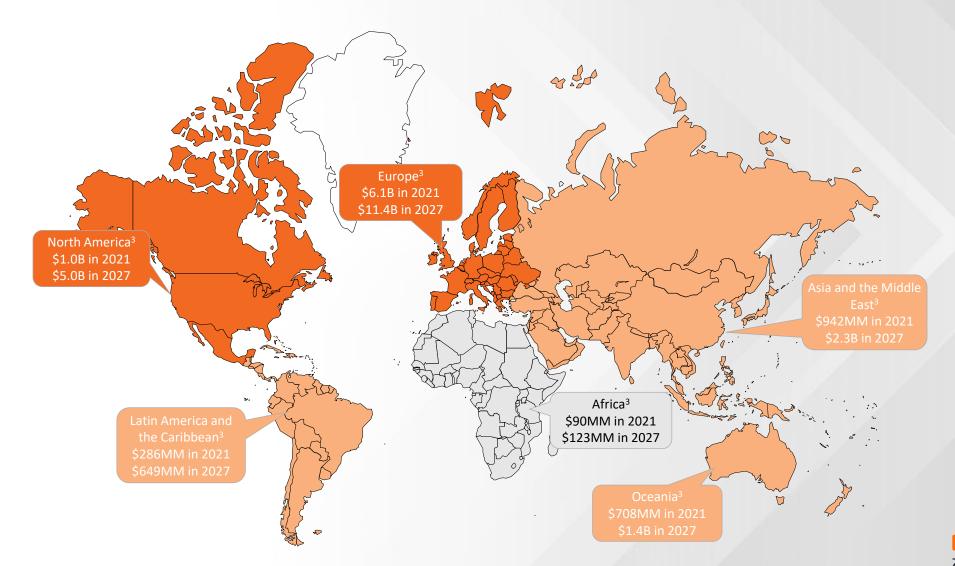




- Payments management
- Compliance
- Tech operations
- © Customer support
- **Data analysis**
- Marketing & CRM



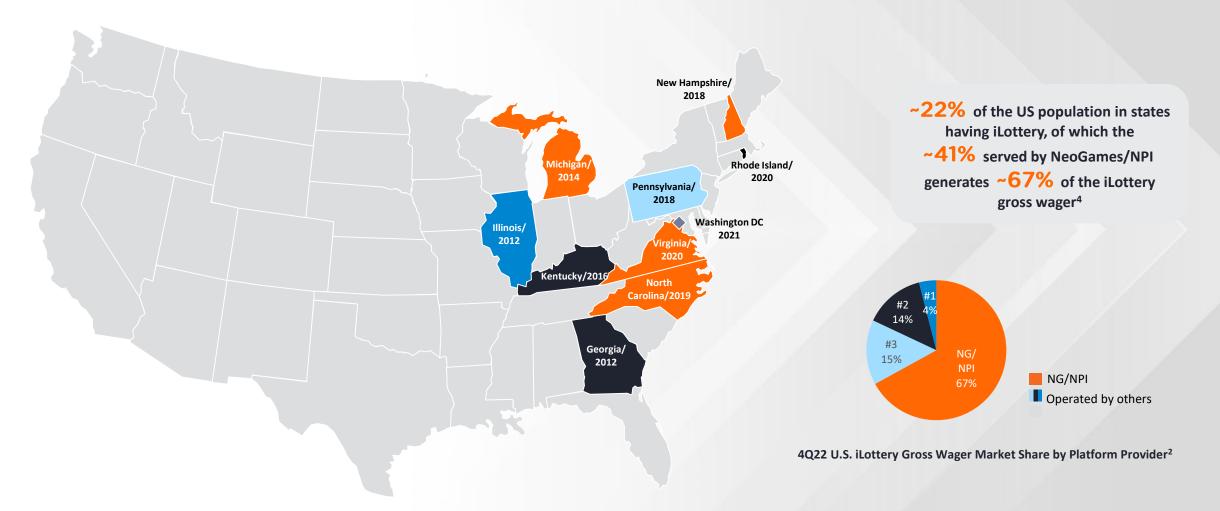
# Global Opportunity - iLottery





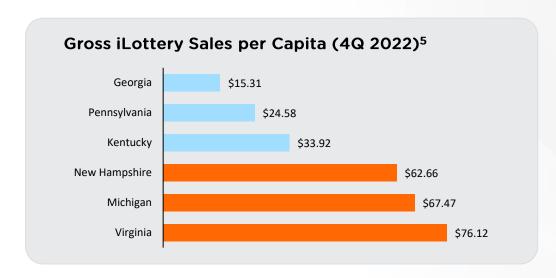
# **US iLottery Landscape**

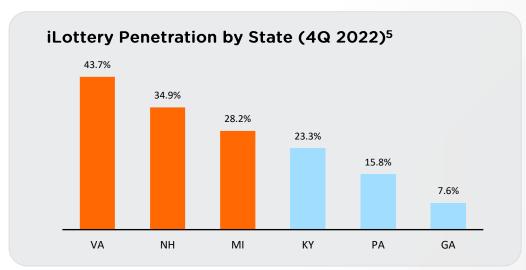
Powering 67% market share<sup>2</sup> of U.S. iLottery Gross Wagers

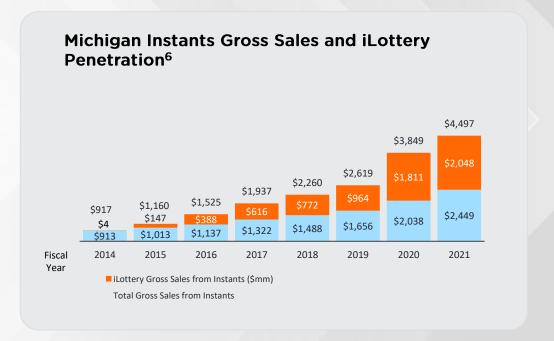




# **US iLottery Leadership and Success**









# Lotteries Expanding Into iGaming and Sport Betting



#### Full solution for iLottery and iGaming tech

- Leading Lottery provider. Part of Allwyn Group
- PAM, Content Aggregation, elnstant games, full tech operations
- Omni channel functionality for draw games and more
- Generating more than 40% of its GGR from online channel<sup>7</sup>



#### Full solution for iLottery, iGaming and Services

- Alberta's only regulated site for all forms of gaming
- Complete portfolio of PAM tech, Content and Aggregation, Sports Betting, and more
- Full services including all Player Operations, Tech Operations and Marketing



#### Full solution for iLottery, iGaming and Services

- Brazil 2nd Largest state with 21m population
- First ever elnstant games and OSB regulated in Brazil
- Complete solution of online Draw Games, elnstants and Sport Betting
- Marketing and Data Analytics Managed Services

European state lotteries that offer sports betting

+55%<sup>8</sup>

European state lotteries that offer iGaming

+20%8

~80%8

Canadian provinces offer online Lottery, sports betting and iGaming



# **Growth Engines**



Continue to lead the US

Game content deals with leading Lotteries

ROW - LATAM (Brazil), Europe, APAC

Bring aggregation, sport betting and managed services to our Lottery customers



# Please Meet Liesbeth Oost





# a neogamestudio

Hili Shakked, VP Games







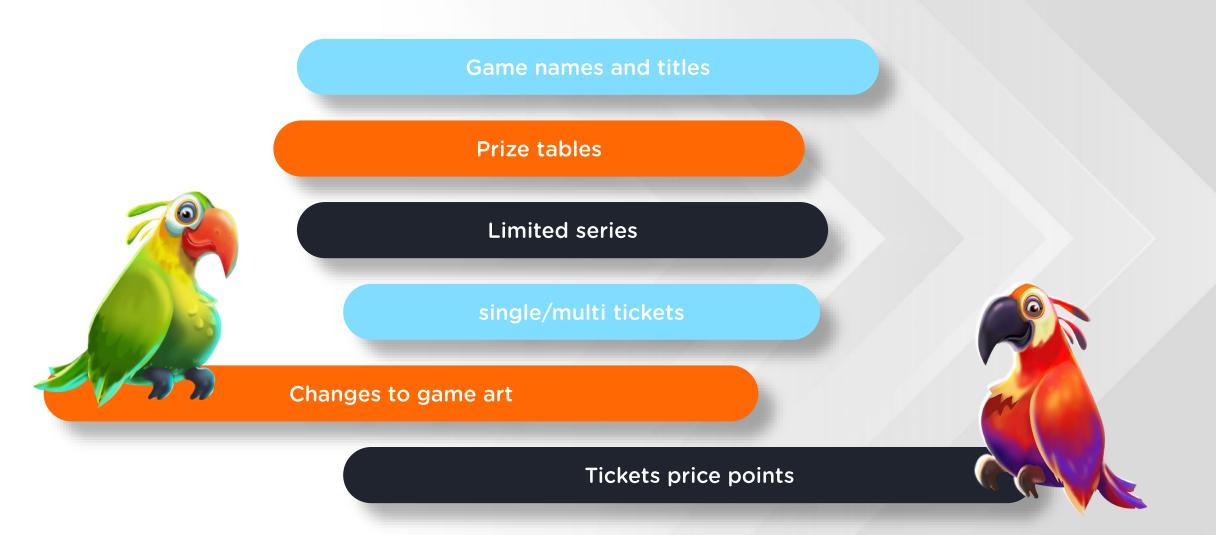
# iLottery Players Are Different





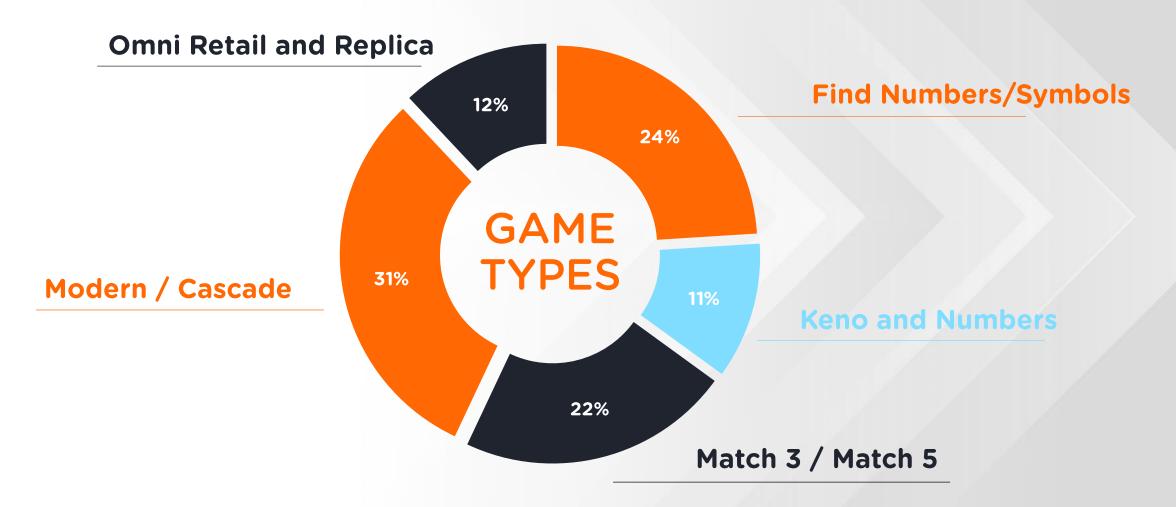


## ...and Lotteries Are Different Too





# **Diverse Games Portfolio**





### The Art of Math



RTP allocation across features and bonus rounds

Volatility - determined in advance adjusted per Lottery

Odds - "Hit Ratio" of winning a game round

Progressive Jackpot pools

Near Wins considerations

Frequency of high-value symbols



## 15 Years of Innovation

Multi ticket games

Bonus rounds in elnstants

On-demand Keno/Lotto games

Progressive Jackpots family









# Where We Are Heading

Spreading our games to more leading Lotteries

Enhance our Progressive Jackpot offering

Innovative game concepts and meta features





# Please Meet Dana Gal





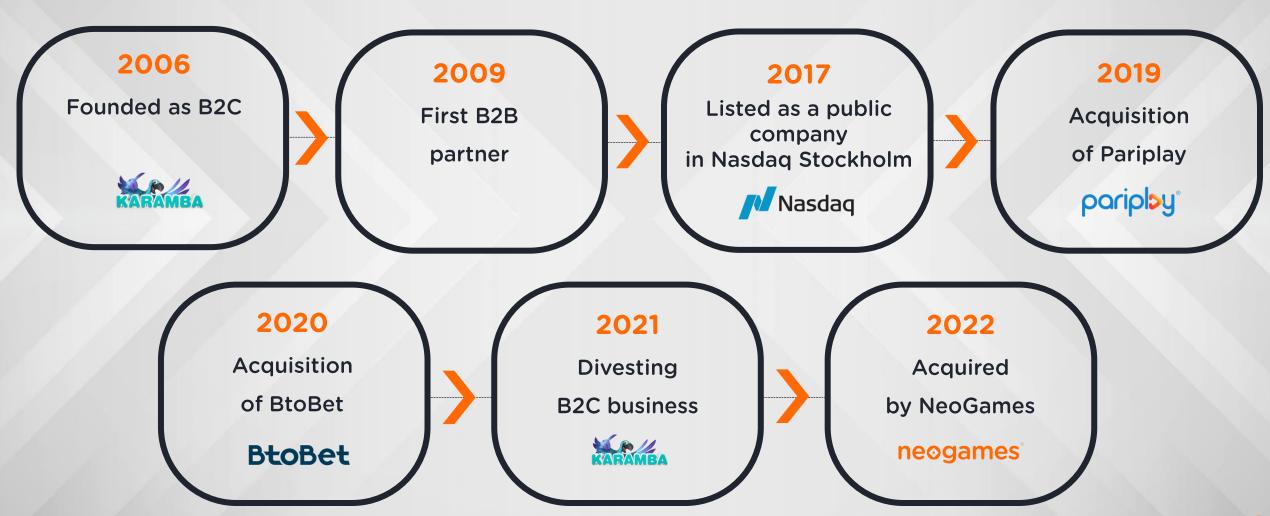
# **iGaming**

Tsachi Maimon President, Head of iGaming



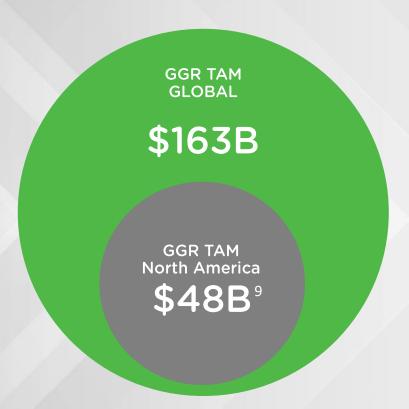


#### The Aspire Global Story



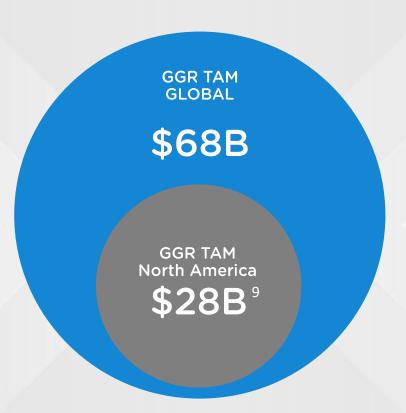


#### **Opportunities Knocking: 2027 TAM**



Addressable TAM 10%-20%





Addressable TAM 100%





Addressable TAM 10%-20%





# Accelerating Our Potential with Group Power

Recognition and trustworthiness -Revenue-wise, we have now become a leading supplier in the online industry

Time to Market - leveraging our local deployments and operations

Expansion – our products can have broader reach to operators that were not on our radar before

Easier access to North America via NeoGames' presence

Become a "GO-TO" partner in many countries where iLottery, or Sport Betting is ahead of iGaming

**Spearhead strategy -** Entering markets through any of the 4 spearheads of our group



#### **Our Target Audience Profile**

#### **ONLINE OPERATOR**

**LAND-BASED OPERATOR** 

Built with the online mindset and orientation

Built with a land-based mindset

Business model based on financial investment

Strong brand identity - Business model based on local brand awareness and existing player base

Multi Brand / state / country / Vertical strategy - to scale the structure built

1 brand strategy - Operating in states/countries where they have local presence

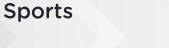
Different partners in different regions



#### What Are They Looking For?

















AND/OR





Full package



#### Worldwide Reach



We have market proven solutions for any gaming operator out there



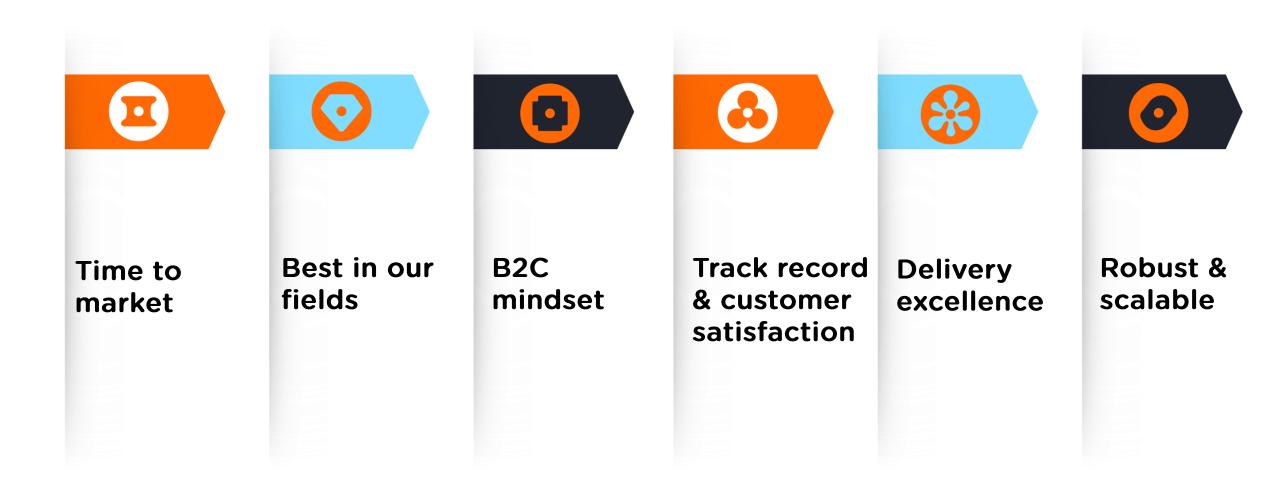
Well positioned to increase wallet share through our dedicated verticals



Bringing added value to our partners with gaming operation experience



#### Winning The Game





### Please Meet Jovana Popovic Canaki





# Antoine Bonello Managing Director









Focus on locally licensed markets

UK
Denmark
Ireland
Portugal
\*Germany
\*\*Ontario



+30

**Partners** 



88

Brands





#### **Target Partners**

Companies with strong digital marketing acquisition capabilities, seeking to monetize their own brand

Media companies with strong brands but no online betting knowledge

Tier 1 and 2 operators who want quick access to new markets

Land based or Tribal Casinos and Lotteries without propriety tech or digital experience

PAM and Tailored Solutions





#### Partner Success Framework

#### **BRAND PARTNER**

#### RAPID MARKET ENTRY & ECONOMIES OF SCALE BENEFITS

- Full Aspire Global iGaming solution, leading provider of B2B2C in regulated markets
- Using Aspire Global's Managed
   Services

#### **PLATFORM PARTNER**

#### **SCALABILITY & FLEXIBLITY**

- Partners can choose to use the PAM
   + any other service/product
   combination
- Control over the complete product roadmap across all verticals
- Owns the operating license





# **Creating Tailored Solutions for Our Partners**









PAM

**Game Studio** 







Casino

Sportsbook

Bingo

Spireslobal iGaming Solutions





#### **Excellence in Managed Services**



**Customer Support** 



Payments & Compliance



Risk and Fraud Management



**Player** Retention



AML & Responsible Gambling



Marketing & Acquisition Services



Casino & Sportsbook Management



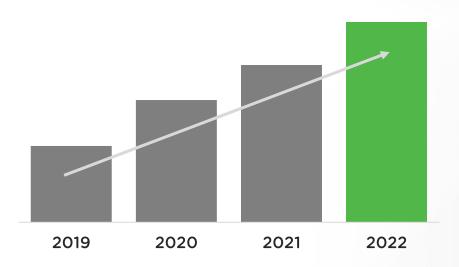
Data Analytics



# Continuous Improvement in Player Experience



Conversion Improvement 2019 > 2022 +32%



- Optimised registration and payments processes
- Increased range of available payment methods - focus on localisation
- Dynamic routing and player messaging

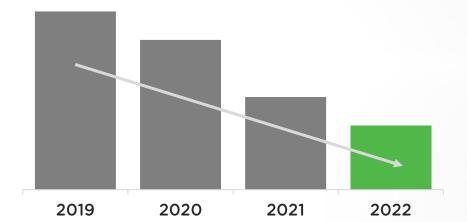




#### Casino Performance Improvement

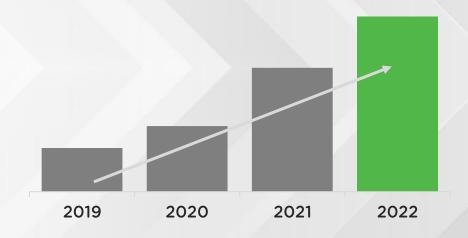


-64%



Casino Hold Improvement 2019 > 2022

+39%



- Personalized player journeys efficient bonusing
- Smart Game Recommendation margin improvement
- Theoretical RTP optimization based on monthly cycle



#### Player Lifetime Value

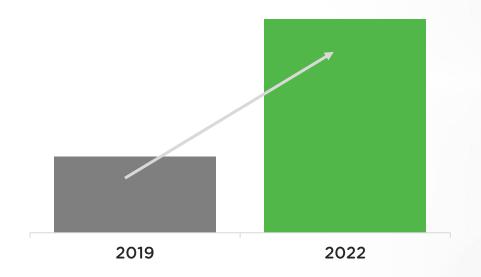


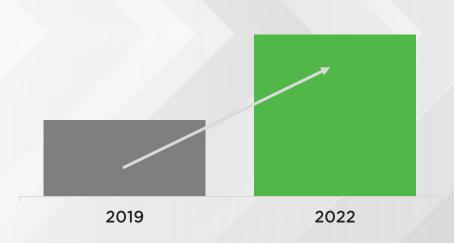
Average Deposits Per User (Annual) 2019 vs 2022

+93%

Average Revenue Per User (Annual) 2019 vs 2022

+35%





- Personalised CRM with Real Time, Front End capability
- Player Lifetime Value growth forecasted in Player ROI model
- Allowing partners to 'kill or fill' player acquisition deals





#### Future-Proofing Our Business



Enter more regulated markets



Bring our operational expertise to the North American market



Increase wallet share from existing group partners



Enable our partners to achieve sustainable profitable growth





#### Please Meet Simon Sammut





## BtoBet

#### Dima Reiderman Managing Director









Regulated Markets

Europe (including UK)
Latin America
Africa

Coming soon: North America



20+
Partners



50+
Brands



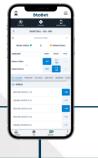


#### The BtoBet Offering



AAAA









Sportsbook with PAM

OR

Sportsbook (standalone)

Omni Channel (Online, SSBT/Kiosk, OTC/POS) Fully Managed Sportsbook (MTS trading) High quality odds feeds that operators can pick & mix

(commercial freedom in selecting 3<sup>rd</sup> party feeds)

Modern Tech Stack (Cloud, On Prem, Hybrid Installation) A complete quality product for players entertainment (Parlay Builder, Player Props, E-Sports, etc.)

>100k

SPORT EVENTS MONTHLY

>16b

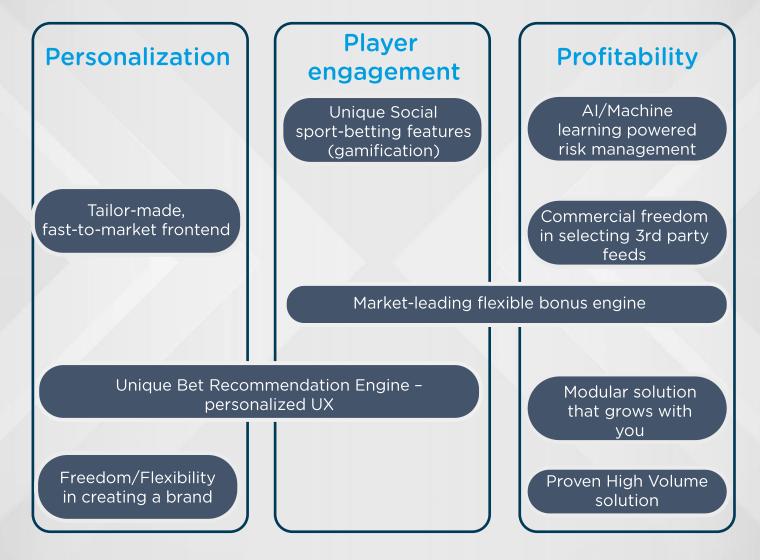
AWS REQUESTS MONTHLY



#### Strengths







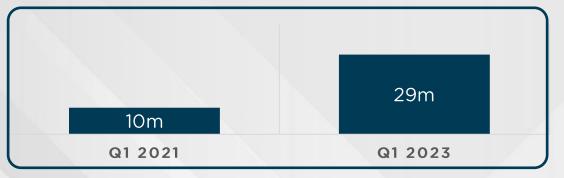






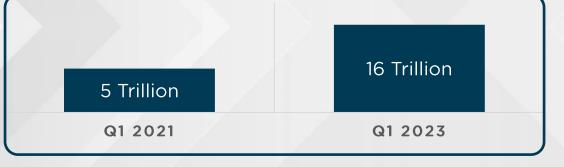
#### Proven High Volume Technology

**Active** Users



299%
INCREASE

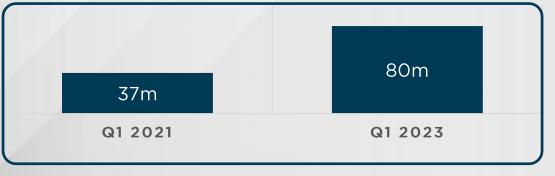
Cloud/AWS Requests



300% INCREASE



Bets Processed



215% INCREASE





#### **BtoBet TAM**

Region	TAM 2027 <sup>10</sup>	BtoBet
US & Canada	\$19B	GLI-33 Certified Multiple state license applications submitted
Europe	\$30B	Live in 6 EU Regulated Markets Including largest Market - UK
LATAM & Mexico	\$4B	Live in 3 largest markets (Mexico, Colombia, Brazil)
Africa	\$4B	Live in 25+ markets, market leader
Total	\$58B	







#### **US Target Partners**



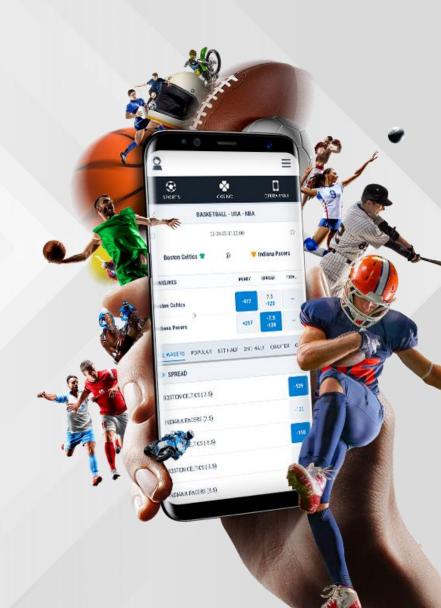
#### Land Based & Online Operators

- Looking to expand their presence online
- Omni channel solution
- The full product package, including MTS
- Quality product with minimal upfront costs
- Turnkey (operational services) with proven track record in Online



#### **Existing Operators Vendor Replacements**

- Operators that require greater flexibility & differentiation - localization (not just state level)
- Enhance the player experience and customer engagement thru upgraded the tech & services
- Align with a single vendor where possible, covering PAM & Sports - one-stop shop





#### **Future Focus**

#### **Sportsbook** profitability

- Perpetually enhance Risk Management and Trading with latest tech (ML & AI)
- Higher Margins for our partners
- Partners confident to reinvest revenue into growing market share

# Own more of the sports betting value chain

- Optimize efficiency while lowering expenses
- Create a cost advantage over competitors
- Power future product enrichment

# Continuous focus on player engagement features

- Strengthen Product leadership via Personalization
- Contextual betting
- Engagement and Gamification



# Our Sportsbook Solution



SPORTSBOOK
THE WAY YOUR PLAYERS WANT IT



#### Please Meet Yossi Kwart







#### Adrian Bailey Managing Director









28
Regulated
Markets



Serving over 1000 brands





Over 15k Games





### Why Does Aggregation Exist?

Many operators can perform 4-6 integrations per year only

Content integrations are always lowest

priority for operators

of new game studios being created each year

There are

Regulation expansion is happening rapidly, and content needs are

placed last

New innovation and products are continuously entering the market

Operational management of over

50 studios becomes heavy across departments





### Pariplay - The Ultimate Content Hub



Creator of amazing games

Well oiled integration machine

Global distributer of real money gaming content

easy access to markets for both operators and studios



#### **Our Arsenal**



#### fusion®

Our proprietary aggregation platform

### ignite®

Our game development kit (GDK) solution empowering smaller game studios to access our global reach

#### **WIZARD**®

Our inhouse studio Creating content to serve our vast network



Our suite of unified retention and engagement tools







#### **Tournaments**

















Broad slot portfolio of 120+ titles, delivering 25+ games a year

Powerful engagement tools

Certified for 20+ regulated jurisdictions





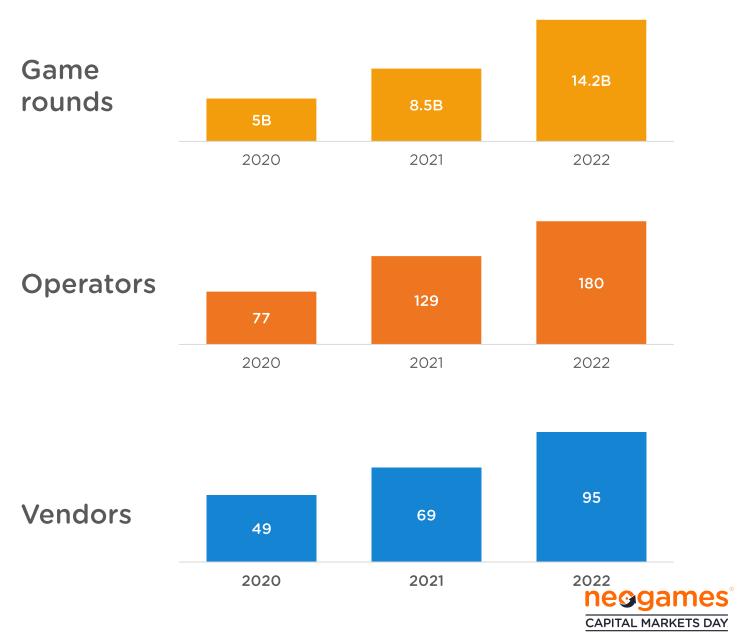
# Our Success Story

Over

200

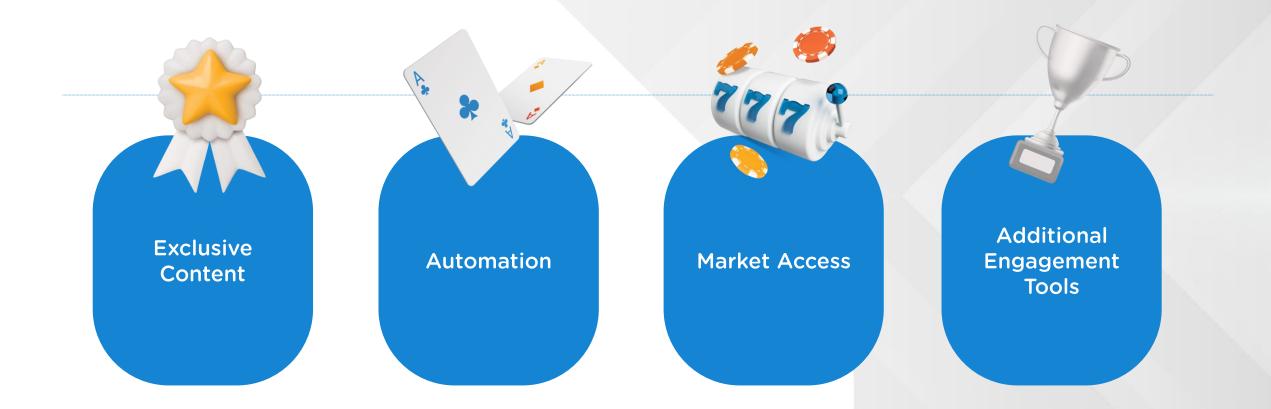
connections a year







# An Impressive Regulated Future





## Please Meet Linda Sliede





# **Product & Technology**

## Gabby Naftali EVP Product





# **Online Gaming Solutions**

Frontend (Portals, Apps, Widgets)

+80

Websites and mobile apps

**Oneo**cube

Data Universe

neoengage

**Marketing Automation** 

+3Bn

**Events /month** 

neosphere

Player Account Management (PAM)

+\$10Bn

**Bets /year** 



## NeoSphere (PAM)

#### Single Code Base Across Our Global Customers











## Account Management

- Registration
- Login
- Account updates

+1M active players /month

### Compliance & Risk

- Operated under+50 regulations
- Know Your
   Customer (KYC)
- Fraud prevention

#### Payment Solutions

- +100 supported payments
- worldwide coverage
- PCI certified

+\$2.5B deposits a year

# Responsible Gaming Controls

- Budget control
- Awareness control
- Time control



## **Customer Support**

- Back office
- Multi-channel support
- Self-service features



## NeoCube - Data Universe

#### Drive Revenue Growth with Data-Powered Business Insights



Wide data universe – markets, products, games, players 360 view of the business

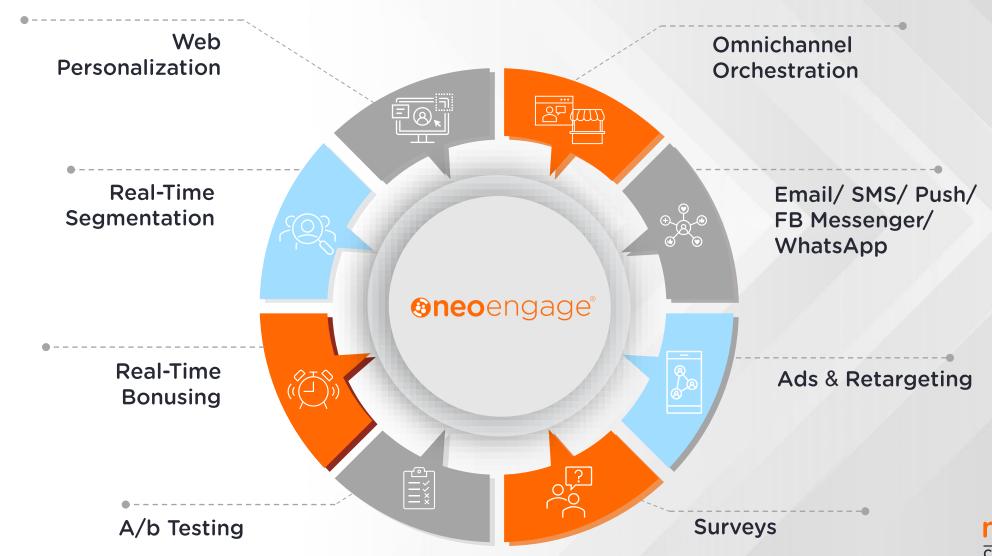
**Business insights** - Dashboards and KPIs: Player value, conversion rates, games performance, campaign performance, etc.

**Segmentation** – Identify customer groups to develop more effective marketing strategies

**Predictive modelling** – Churn, Life-time Value, Responsible Gaming

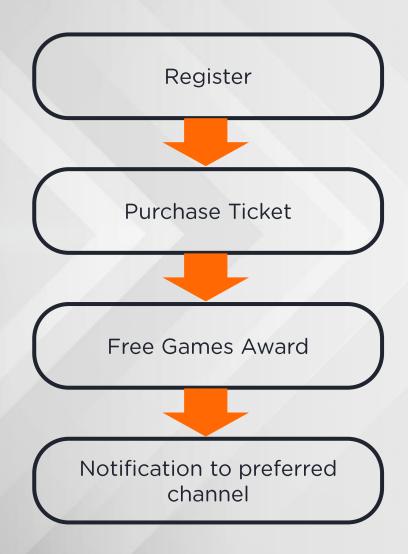


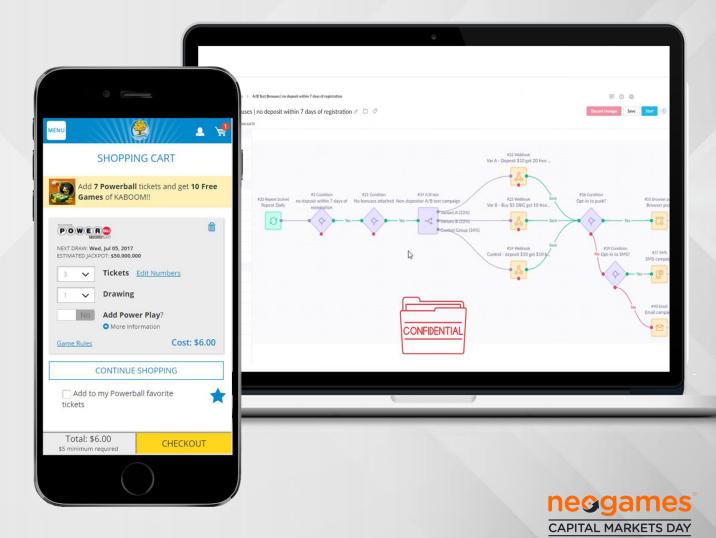
## NeoEngage - Marketing Automation





## NeoEngage - Player Journey





## Frontend (Portals, Apps, Widgets)

#### Flexible Design & Optimized Flows

# Portals & Apps

- +80 websites and Mobile apps
- Flexible design
- Optimized for Gaming

#### Widgets

- +100 websites
- Hit the ground running!
- Full functionality
- Optimized user flows
- Flexible design







## **Multi-Verticals Technology**

#### Serving All Game Verticals





Draw Based Games

**oneo**draw<sup>®</sup>











## **Future Focus**

Group-wide Data universe – develop data infrastructure (internal and external, real time, predictive)



Enhanced
vertical
integration
(cross bonuses,
with more value
cross group)



Personalized and
Real-Time
frontend - through
data and Engage



Simplified rollout to regulations and markets – faster time to market





## Please Meet Oded Gottfried





## **Finance**

## Raviv Adler CFO, NeoGames





## **Strong Financial Position**

+\$300M (\$227M net)

\*Revenue

Pro forma combined full year 2022

\$70M

**Adjusted \*EBITDA** 

Pro forma combined full year 2022

90%

of guided revenues from existing accounts

Last 4 years CAGR

**EBITDA 25.6%** 

**Strong free cashflow** generation from operations

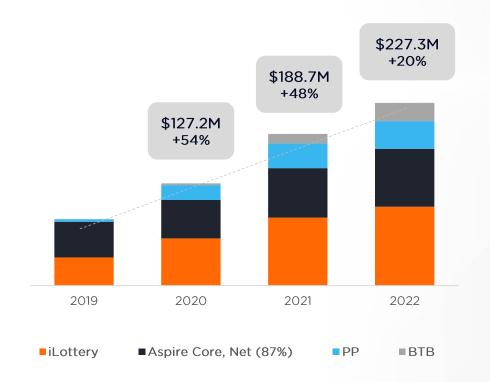
Net debt leverage ratio

< 3.0

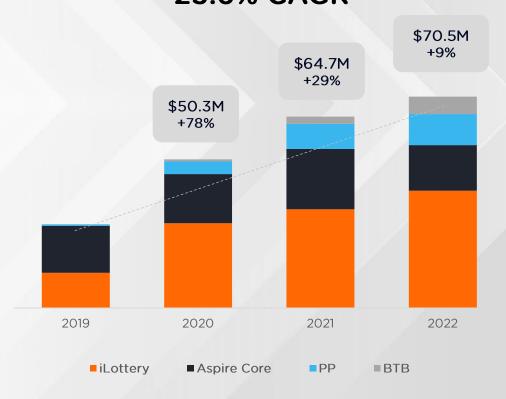


## Proven Record of Continuous Growth

#### Pro forma Combined Revenues 28.8% CAGR



#### Pro forma Combined EBITDA 25.6% CAGR





## Free Cash Flow



FCF\*\*)
Total Combined



Blended Conversion Rate from EBIDTA to FCF

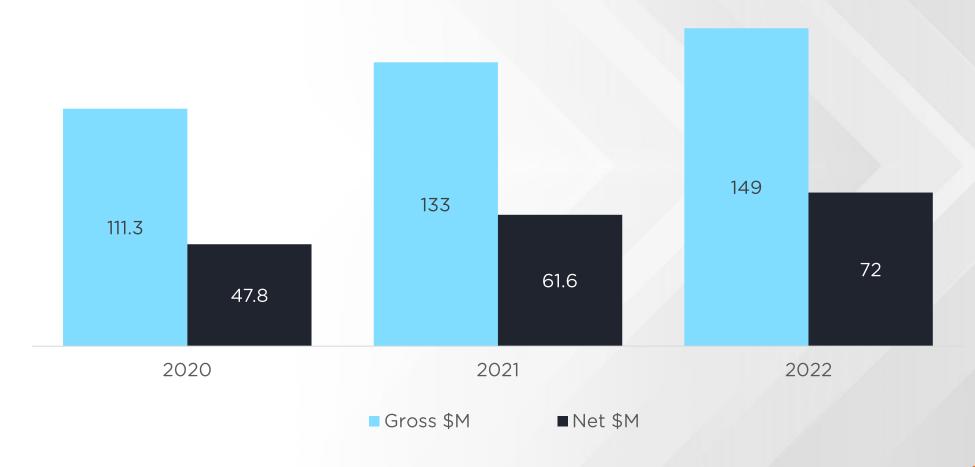
<sup>\*)</sup> Adjusting tax assessment one timer





## Gross to Net Change

#### **Aspire Core**





# Synergies from Aspire Acquisition

#### +12 months from closing

Corporate



#### 12-24

Consolidations of functions Economies of scales: cloud, licensing etc.



#### 24+

Efficiencies optimization closure of double functions





## Capital Allocations

#### R&D

We invest +\$30M annually into our technology

#### **DEBT**

We expect our strong EBIDTA would allow to swap some of FCF to serve BXC debt repayment

Leverage

2022: ~3 >> 2026:~1.2-1.5

#### M&A

Complementary to our product mix market access if we find a compelling business case to do so



## 2023 Guidance

\$235M - \$255M revenues\*

Representing Y/Y growth at midpoint of +10.4%

Targeting margin expansion to +30%\*



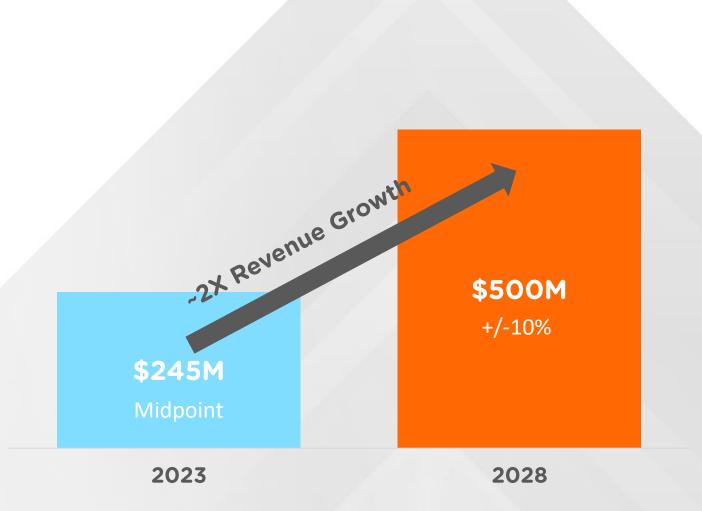


<sup>\*</sup> Considering 87% of Aspire Core contracts on net basis

# Long Term Target

#### **Outlook Assumptions:**

- Consistent organic growth
- US state authorization
- Geographic expansion
- Major M&A excluded





# Please Meet Iris Etgar





# NeoGames Group Moti Malul CEO





## **Q&A Session**





# NeoGames Group Moti Malul CEO





## Positioned for Continued Growth

Experienced in bridging retail to online



Strong in each vertical and markets

US as focus market - leadership position

Double digits across all business lines

Capitalized our existing presence and transformed it to group success



# negames CAPITAL MARKETS DAY

Thank you!

#### **Footnotes**

- 1. Source: H2 Gambling Capital as of March 2, 2023; represents projected 2027 iLottery, iGaming and online sports betting gross win
- 2. Source: Eilers & Krejcik Gaming's U.S. iLottery Tracker 4Q 2022; represents US 4Q22 gross wager market share
- 3. Source: H2 Gambling Capital as of March 2, 2023; represents iLottery gross win
- 4. Source: Eilers & Krejcik Gaming's U.S. iLottery Tracker 4Q 2022, United States Census Bureau; represents US 4Q22 gross wager market share
- 5. Source: Eilers & Krejcik Gaming's U.S. iLottery Tracker 4Q 2022
- 6. Source: Michigan Lottery, Eilers & Krejcik Gaming; represents fiscal years
- 7. Source: 2021 Sazka Group annual report
- 8. Source: Internal data
- 9. Source: H2 Gambling Capital as of March 2, 2023; Aspire Global figures represent projected 2027 iGaming and online sports betting gross win; Pariplay figures represent projected 2027 iGaming gross win; BtoBet figures represent projected 2027 online sports betting gross win
- 10. Source: H2 Gambling Capital as of March 2, 2023; figures represent projected 2027 online sports betting gross win

