

Kambi Group plc Q3FY23 Report Overview

Research. December 22, 2023. All rights reserved by Data40 Ltd. Researcher: [Data40.com](https://data40.com)

Goals and objectives of the research	2
Disclaimers	2
Document markup	2
Conclusions	3
General information	3
About Company	3
Conference Call information	4
Public Quarterly Reports Calendar FY23-24	4
Highlights and Metrics	5
Q3FY23 Highlights	5
Acquisitions and Divestitures	5
Divisions changes	5
Business Outlook	7
Stock information	8
About shares	8
TradingView Retrospective Q3FY23	8
Financial Statements	10
Revenue Retrospective	10
Sales per Business	11
Sales per Region	11
Dividend Information	11
Balance Sheet	13
Income Statement	14
Cashflow Statement	15
News	16
Analyst's opinion	17
Summary	17
Sources List	18
META	19

Goals and objectives of the research

Research Objective: To perform a comparative analysis of the Q3FY23 quarterly report and those of previous periods.

Research Tasks:

- Gather comprehensive financial and corporate information pertaining to the company for Q3FY23;
- Analyze the collected information;
- Conduct a comparative assessment of the Q3FY23 report with the reports from previous quarters of the current fiscal year and Q3FY22;
- Formulate conclusions based on the analyzed data.

Disclaimers

The information collected in this report reflects data from the company's public reports and is not questioned or verified via other sources. In other words, information from the company's public reports is taken and used as is.

If additional information from other sources is used or if the data used is reflective of the researcher's personal opinion, this will be labeled accordingly.

The provided public company reports are unaudited.

Document markup

- FY - Financial Year;
- Q - Quarter;
- QoQ - Quarter-over-Quarter;
- GGR - Gross Gaming Revenue is the amount wagered minus the winnings returned to the players;¹
- This report uses the American number format: a period is used as the decimal separator, while commas separate thousands;
- Year-over-year (YoY) calculations of relative values were not performed in cases where last year's profit changed to a loss in the current year and vice versa within the scope of the current report;
- Kambi Annual Report Period is from January 1, to December 31, 2023;
 - The specified financial year coincides with the calendar year.

¹ [Kambi Q3FY23 Report, p.20](#)

Conclusions

General information

Parameter	Kambi Group plc
Website	kambi.com
Country (location)	Malta
Country (issuer)	Malta
Year of foundation	2010
Founder	Kristian Nylén , Anders Ström
Sector	Consumer Cyclical
Type	Public
Year of IPO	2014
Stock market	NASDAQ Nordic
Ticker	KAMBI
Previous Annual Report from Data40	-
Previous Quarterly Report from Data40	Kambi Group PLC Q2FY23 Report Overview

About Company²

Kambi is a provider of sports betting services to licensed B2C gaming operators. The company offers a software platform to operators that analyzes their customer base, manages betting risks, and features its own user interface for users, including the calculation of betting odds.

The company has offices in 7 countries worldwide: Malta (headquarters), Australia, the Philippines, Romania, Sweden, the United Kingdom, and the United States.

The company's clients include ATG, Bally's Corporation, Corredor Empresarial, Kindred Group, LeoVegas, Mohegan Gaming & Entertainment, and Rush Street Interactive.

² [Kambi Q3FY23 Report, p.13](#)

Conference Call information^{3 4}

Kambi Group plc released its **Q3FY23 results** on Wednesday, **November 1, 2023, at 7:45 CET**. An invitation to join a [web presentation](#) featuring CEO Kristian Nylén and CFO David Kenyon at **10:45 CET** was extended. Subsequent to the presentation, the speakers entertained questions. Further information about the broadcast and teleconference is available via the provided [link](#).

Kambi Group plc has scheduled the announcement of results for **Q4FY23 for February 21, 2024, at 7:45 CET**.

Public Quarterly Reports Calendar FY23-24^{5 6}

Quarter	Period	Date
FY23		
Q1	Jan 1, 2023 to Mar 31, 2023	Apr 26, 2023
Q2	Apr 1, 2023 to Jun 30, 2023	Jul 26, 2023
Q3	Jul 1, 2023 to Sep 30, 2023	Nov 1, 2023
Q4	Oct 1, 2023 to Dec 31, 2023	Feb 21, 2024
FY23	Jan 1, 2023 to Dec 31, 2023	Mar 28, 2024
FY24		
Q1	Jan 1, 2024, to Mar 31, 2024	Apr 24, 2024 (Projected)
Q2	Apr 1, 2024, to Jun 30, 2024	Jul 24, 2024 (Projected)
Q3	Jul 1, 2024, to Sep 30, 2024	Oct 25, 2024 (Projected)
Q4	Oct1, 2024 to Dec 31, 2024	Feb 12, 2025 (Projected)
FY24	Jan 1, 2024 to Dec 31, 2024	TBA

Note: The dates mentioned in the table correspond to CET.

Follow the announcements of the release of new reports on the website [Data40.com](#) in the [Calendars by Financial reports section DATA40.com](#).

³ [Kambi website, Invitation to Kambi Group plc's Q3FY23 Result](#)

⁴ [Kambi website, Investor Calendar](#)

⁵ [Kambi website, Investor Calendar](#)

⁶ [Marketscreener, Kambi Group Calendar](#)

Highlights and Metrics⁷

Q3FY23 Highlights

- In Q3FY23, Kambi's Operator Turnover Index stood at 602, showing a decrease from 640 in Q3FY22, primarily due to the migration of Penn's online business;
- Kambi's revenue in Q3FY23 totaled 42.09 million EUR, marking a significant increase of 14.81% from the Q3FY22 figures of 36.66 million EUR;
- Kambi extended its contracts with partners Atg and Rank Group, ensuring their continued use of the Kambi Complete sportsbook;
- Kambi entered into a sports betting platform agreement with the Swedish operator Svenska Spel;
- Kambi has signed an agreement to offer its Complete Sportsbook platform to LiveScore Group, a sports media and online sports betting operator. LiveScore Group oversees two online bookmakers: LiveScore Bet and Virgin Bet.

Acquisitions and Divestitures

In the Q3FY23 report, Kambi does not provide information on deals and acquisitions.

Divisions changes

Kambi describes signings and contract extensions with partners completed during and after Q3FY23:⁸

Kambi Group company ⁹	Partner	Territory	Contract type	Channel
Abios	Oyawin	Nigeria	New	Online
Kambi	711	Netherlands	New	Online
Kambi	ATG	Sweden	Extension	Online and retail
Kambi	Eyas Gaming	Brazil	New	Online
Kambi	LiveScore	Global	New	Online
Kambi	Prairie Band Casino & Resort	Kansas, US	New	Retail
Kambi	Svenska Spel	Sweden	New	Online and retail
Shape Games	BetCity	Netherlands	New	Online
Shape Games	SunBet	South Africa	New	Online

⁷ [Kambi Q3FY23 Report, p.2, 4-5, 20](#)

⁸ [Kambi Q3FY23 Report, p.25](#)

⁹ [Kambi Annual Report 2022, p.78](#)

Description of bookmaker launches during Q3FY23 and after:¹⁰

Kambi Group company	Partner	Territory	Online\Retail
Abios	Oyawin	Nigeria	Online
Kambi	ApuestaPR	Puerto Rico	Retail (1 properties)
Kambi	Bally's Corporation	Arizona, US	Online
		Colorado, US	Online\Retail (1 properties)
		Mississippi, US	Retail (2 properties)
		New Jersey, US	Retail (1 properties)
		Ohio, US	Online
		Virginia, US	Online
Kambi	BetWarrior	Buenos Aires City, Argentina	Online
Kambi	Casumo	Ontario	Online
Kambi	CDI	Kentucky, US	Retail (7 properties)
Kambi	Eyas Gaming	Brazil	Online
Kambi	LeoVegas	Netherlands	Online
		UK	Online
Kambi	Parx	Maryland, US	Online\Retail (2 properties)
Kambi	Tecno Acción	Salta, Argentina	Retail (1 properties)
Shape Games	BetCity	Netherlands	Online

¹⁰ [Kambi Q3FY23 Report, p.26](#)

Business Outlook^{11 12}

The information about the company's goals is accompanied by a "full disclaimer".

In January 2023, Kambi established financial goals aligned with its strategic vision for the year 2027:

- Increase revenue to a range of 330 - 500 million EUR, aiming to grow 2-3 times higher than the FY22 figures of 162.42 million EUR;
- Attain an EBIT exceeding 150 million EUR.

These financial goals are underpinned by five growth factors:

- Retain partners by capitalizing on platform opportunities;
- Integrate AI-based pricing methodologies;
- Broaden influence as a premier provider in both North and South America;
- Secure contracts with operators for the full Kambi product portfolio;
- Enter the regulated Asian market.

Kambi intends to share updates and information regarding progress on these growth factors on a quarterly basis.

In the Q3FY23 report, Kambi presented details on a growth factor involving AI-powered trading known as Tzeract. "Tzeract, the new brand name for Kambi's standalone AI-powered trading division, is the solution to those operators seeking to remain at the forefront of such a rapidly changing market - setting a new standard for bet creation with a complete overhaul of the conventional, static bet offer list model that restricts operator innovation." Kambi plans to execute a complete commercial launch of Tzeract in Q1FY24.

Since the closure of Q3FY23, Kambi has forged two strategic partnership agreements with Svenska Spel and LiveScore Group. These agreements are being termed as "landmark" by the company, and Kambi anticipates that they will generate a financial impact starting from the second half of 2024.¹³

¹¹ [Kambi Q3FY23 Report, p.6-7, 14](#)

¹² In this chapter, quotes are used from the consolidated [Q3FY23 Report](#)

¹³ [Kambi Q3FY23 Report, p.4](#)

Stock information

About shares¹⁴

Total Shares Outstanding - 30,373,321 (as of Sep 30, 2023).¹⁵

Kambi has executed a share buyback initiative, noting the completion of its second share buyback program from May 4 to May 30, 2023. During this period, Kambi bought back 381,476 shares, totaling 7.2 million EUR, inclusive of transaction fees. Notably, Kambi had previously owned 523,500 of its own shares as part of the share buyback program in 2021. As of June 30, 2023, the total count of Kambi's own shares reached 904,976.

TradingView Retrospective Q3FY23¹⁶



¹⁴ [Kambi website, Share Information](#)

¹⁵ [Kambi Q3FY23 Report, p.19](#)

¹⁶ [TradingView, Kambi Group PLC](#)

Date	Open Price	High Price	Low Price	Close Price
Jul 3, 2023 ¹⁷	198.50 SEK (16.77 EUR)	198.90 SEK (16.81 EUR)	191.80 SEK (16.21 EUR)	192.50 SEK (16.27 EUR)
Sep 29, 2023 ¹⁸	164.00 SEK (14.19 EUR)	168.40 SEK (14.57 EUR)	162.40 SEK (14.05 EUR)	162.40 SEK (14.05 EUR)

Q3FY23 Price MAX: 209.80 SEK (18.32 EUR) as of July 13, 2023.¹⁹

Q3FY23 Price MIN: 161.30 SEK (13.97 EUR) as of September 28, 2023.²⁰

¹⁷ [Exchangerates, Swedish Krona Exchange Rates for Jul 3, 2023](#)

¹⁸ [Exchangerates, Swedish Krona Exchange Rates for Sep 29, 2023](#)

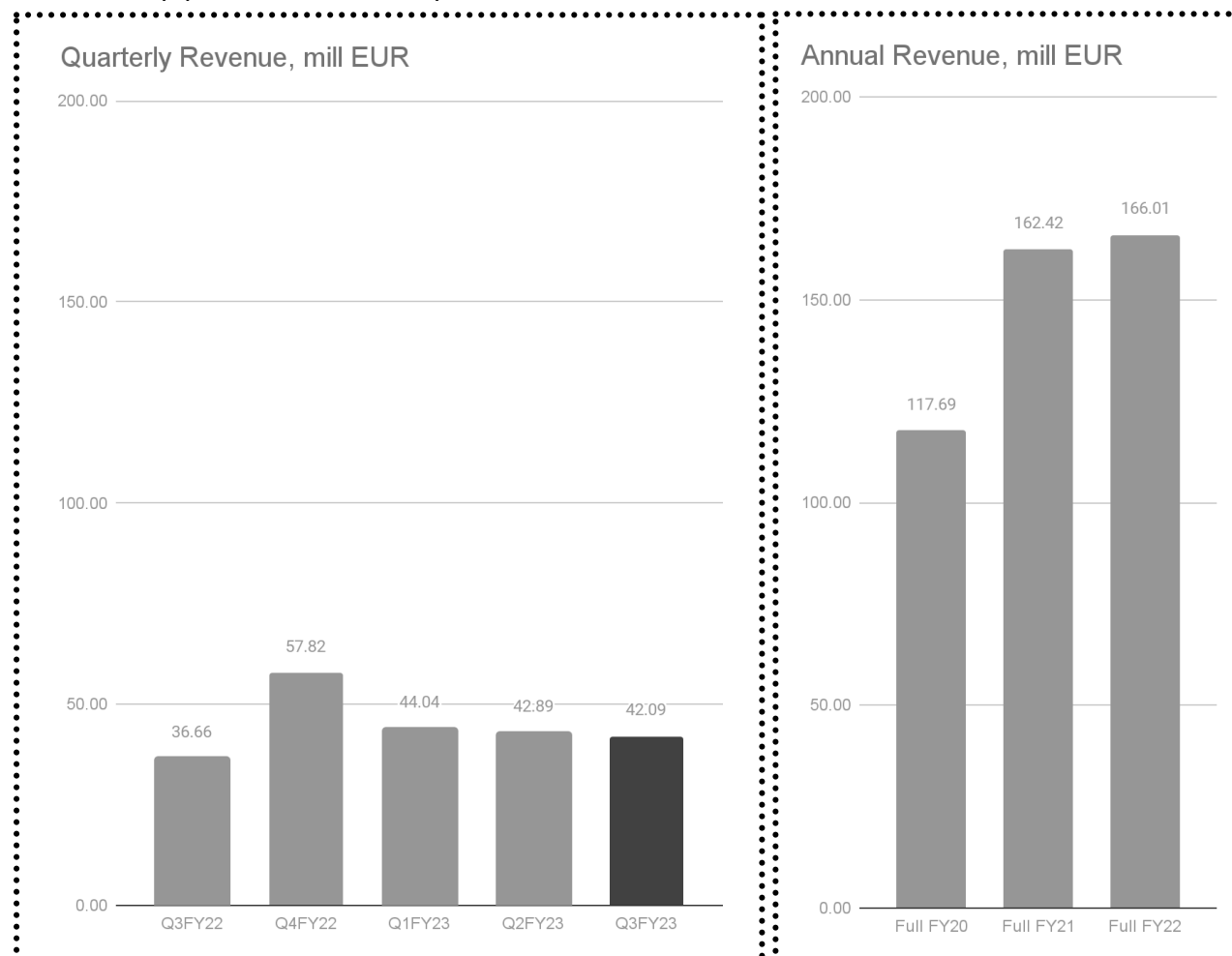
¹⁹ [Exchangerates, Swedish Krona Exchange Rates for Jul 13, 2023](#)

²⁰ [Exchangerates, Swedish Krona Exchange Rates for Sep 28, 2023](#)

Financial Statements

Revenue Retrospective

Kambi Group plc Revenue Retrospective^{21 22 23 24 25 26}



²¹ [Kambi Annual Report 2022, p.57](#)

²² [Kambi Annual Report 2021, p.61](#)

²³ [Kambi Q3FY23 Report, p.15](#)

²⁴ [Kambi Q2FY23 Report, p.13](#)

²⁵ [Kambi Q1FY23 Report, p.13](#)

²⁶ [Kambi Q4FY22 Report, p.14](#)

Sales per Business

In its quarterly reports, Kambi does not provide a description of the Net Revenue Structure.

Sales per Region

Kambi does not provide information on Sales per Region in its quarterly reports. However, it delineates the percentage breakdown of Gross Gaming Revenue (GGR) concerning the operators' overall GGR in the Geographical Analysis section. The table below contains estimated percentage values derived from this information. Please note that these figures may not precisely represent the actual values, as the company exclusively discloses precise information on Sales per Region in its annual reports.

Sales by Region Percentages^{27 28 29 30}

Parameter	Q3FY23, %	Q2FY23, %	Q1FY23, %	Q4FY22, %	Q3FY22, %
Americas	50.00	53.00	55.00	55.00	53.00
Europe	47.00	44.00	42.00	42.00	43.00
Rest of World	3.00	3.00	3.00	3.00	4.00

²⁷ [Kambi Q3FY23 Report, p.10](#)

²⁸ [Kambi Q2FY23 Report, p.9](#)

²⁹ [Kambi Q1FY23 Report, p.8](#)

³⁰ [Kambi Q4FY22 Report, p.10](#)

Dividend Information³¹

The amount of dividends paid by Kambi Group plc is contingent upon various factors including profitability, financial standing, cash flows, and the operational requirements for working capital. Initially, the company's primary emphasis will be on expanding and scaling the business.

The Board of Directors at Kambi decides on the payment of one-time dividends or share buybacks when the company accumulates surplus cash that is deemed unnecessary for funding activities, acquisitions, or other corporate development projects.

The company has not paid and does not pay dividends.

³¹ [Kambi. Share Information](#)

Balance Sheet^{32 33 34}

(In million, except Percentages)

Parameter	Q3FY23, EUR	QoQ, %	Q2FY23, EUR	QoQ, %	Q1FY23, EUR	QoQ, %	Q4FY22, EUR	QoQ, %	Q3FY22, EUR	YoY, %
Assets										
Total Current Assets	95.54	4.85	91.12	-10.09	101.35	1.69	99.67	15.96	85.95	11.16
Total Non-current Assets	141.14	-0.69	142.12	-0.79	143.25	0.02	143.22	-5.61	151.73	-6.98
Total Assets	236.68	1.47	233.24	-4.65	244.61	0.71	242.89	2.19	237.68	-0.42
Liabilities										
Total Current Liabilities	39.68	-3.62	41.17	2.11	40.32	-3.40	41.74	40.59	29.69	33.65
Total Non-current Liabilities	29.23	0.24	29.16	-21.82	37.30	-1.22	37.76	-35.67	58.70	-50.20
Total Liabilities	68.91	-2.02	70.33	-9.39	77.62	-2.36	79.50	-10.06	88.39	-22.04
Total Equity	167.77	2.98	162.91	-2.44	166.98	2.20	163.39	9.44	149.29	12.38

³² [Kambi Q3FY23 Report, p.16](#)

³³ [Kambi Q2FY23 Report, p.14](#)

³⁴ [Kambi Q1FY23 Report, p.14](#)

Income Statement^{35 36 37 38}

(In million, except EPS data and Percentages)

Parameter	Q3FY23, EUR	QoQ, %	Q2FY23, EUR	QoQ, %	Q1FY23, EUR	QoQ, %	Q4FY22, EUR	QoQ, %	Q3FY22, EUR	YoY, %
Revenue	42.09	-1.87	42.89	-2.61	44.04	-23.83	57.82	57.72	36.66	14.81
Total Expenses	(37.47)	-4.44	(39.21)	-0.76	(39.51)	0.89	(39.16)	19.43	(32.79)	14.27
Operating profit	4.62	25.54	3.68	-18.76	4.53	-75.71	18.65	381.91	3.87	19.38
Net Income	3.55	39.22	2.55	-22.26	3.28	-78.28	15.10	483.01	2.59	37.07
EPS Basic	0.12 EUR	50.00	0.08 EUR	-27.27	0.11 EUR	-77.55	0.49 EUR	512.50	0.08 EUR	50.00
EPS Diluted	0.12 EUR	50.00	0.08 EUR	-27.27	0.11 EUR	-77.55	0.49 EUR	512.50	0.08 EUR	50.00

³⁵ [Kambi Q3FY23 Report, p.15, 19](#)

³⁶ [Kambi Q2FY23 Report, p.13, 17](#)

³⁷ [Kambi Q1FY23 Report, p.13, 17](#)

³⁸ [Kambi Q4FY22 Report, p.14, 18](#)

Cashflow Statement^{†39 40 41}

(In million, except Percentages)

Parameter	Q3FY23, EUR	QoQ, %	Q2FY23, EUR	QoQ, %	Q1FY23, EUR	QoQ, %	Q4FY22, EUR	QoQ, %	Q3FY22, EUR	YoY, %
Cash flows from operating activities	12.55	-13.80	14.56	-14.55	17.04	-31.35	24.82	272.67	6.66	88.44
Cash flows from investing activities	(7.00)	-28.43	(9.78)	25.38	(7.80)	-11.26	(8.79)	-78.75	(41.36)	-83.08
Cash flows from financing activities	(0.90)	-94.04	(15.11)	856.33	(1.58)	81.61	(0.87)	-26.89	(1.19)	-24.37

³⁹ [Kambi Q3FY23 Report, p.17](#)

⁴⁰ [Kambi Q2FY23 Report, p.15](#)

⁴¹ [Kambi Q4FY22 Report, p.16](#)

News^{42 43}

July 5, 2023 - [Invitation to Kambi Group plc's second quarter 2023 result.](#)

July 12, 2023 - [Kambi's innovative AI-powered trading in the news.](#)

July 13, 2023 - [Kambi Group plc and Eyas Gaming enter long-term Brazilian sports betting partnership.](#)

July 26, 2023 - [Kambi Group plc Q2 Report 2023.](#)

July 27, 2023 - [Abios delivers odds feed to new UK-licensed sportsbook Dragoni.](#)

August 10, 2023 - [Kambi Group plc and Rank Group agree sportsbook partnership extension.](#)

September 12, 2023 - [Trader's View: a look ahead to the NFL 2023-24 season.](#)

September 13, 2023 - [2023 NFL Odds Tracker powered by Kambi.](#)

September 19, 2023 - [Kambi Group plc signs sportsbook partnership with Prairie Band Casino & Resort in Kansas.](#)

September 22, 2023 - [Q&A: Kambi's CTO on building a high-performance betting platform.](#)

September 25, 2023 - [Kambi Group plc expands LeoVegas partnership with BetMGM international launch.](#)

September 28, 2023 - [Kambi Group plc extends multi-channel sportsbook partnership with Swedish giant ATG.](#)

⁴² [Kambi, News-Insights](#)

⁴³ [Kambi, Press Releases](#)

Analyst's opinion

Summary

Kambi Group plc was established in 2010, and it operates from offices across 7 countries worldwide: Malta (where its headquarters are located), Australia, the Philippines, Romania, Sweden, the United Kingdom, and the United States. Specializing in technology and services for sports betting, Kambi caters to the regulated global betting and gaming industry. The company went public with an IPO in 2014, and its shares are listed on the Nasdaq First North Growth Market.

In the Q3FY23 report, Kambi referenced entering into partnership agreements and launching bookmakers, with further elaboration provided in the "Divisions Changes" section. Notably, the report specifically highlighted significant agreements made with Svenska Spel and LiveScore Group.

In the Q3FY23 report, Kambi focuses on Tzeract, which serves as the brand name for its independent AI-powered trading division. Tzeract is positioned to harness artificial intelligence and cutting-edge technologies to enable operators to develop innovative new products.

The company does not pay dividends. Kambi has a share buyback program. Total Shares Outstanding were 30,373,321 as of September 30, 2023.

During Q3FY23, the company's shares were traded within a range of 161.30 SEK (13.97 EUR) to 209.80 SEK (18.32 EUR). The opening price on July 3 was 198.50 SEK (16.77 EUR), and the closing price on September 29 was 162.40 SEK (14.05 EUR).

The Revenue Retrospective showcases a positive trajectory over a three-year period (117.69 million EUR; 162.42 million EUR; 166.01 million EUR for FY20, FY21, and FY22, respectively). However, on a quarterly basis, this upward trend does not persist. In Q3FY23, revenue amounted to 42.09 million EUR, marking a 14.81% increase compared to Q3FY22 figures (36.66 million EUR). Nevertheless, it falls short of Q2FY23 (42.89 million EUR), Q1FY23 (44.04 million EUR), and Q4FY22 (57.82 million EUR) by 1.87%, 4.43%, and 27.21%, respectively. Quarterly reports do not include sales information for platforms or details on the Net Revenue Structure.

The increase in Revenue to 57.82 million EUR in Q4FY22 is linked to a termination fee of 12.6 million EUR from Penn Entertainment.⁴⁴ Total Equity in Q3FY23 amounted to 167.77 million EUR, demonstrating an increase compared to Q2FY23 (162.91 million EUR) and Q3FY22 (149.29 million EUR) by 2.98% and 12.38%, respectively. In Q3FY23, the Total Liabilities amounted to 68.91 million EUR, indicating a decrease compared to Q3FY22 figures (88.39 million EUR) by 22.04%. Additionally, it was lower than the Q2FY23 figure (70.33 million EUR) by 2.02%.

Kambi Group plc has scheduled the announcement of results for Q4FY23 on February 21, 2024, at 7:45 CET.

⁴⁴ [Kambi Q4FY22 Report, p.1](#)

Sources List

- [Kambi website](#)
- [Malta Business Registry](#)
- [Nasdaq Nordic](#)
- [Kambi Annual Report 2022](#)
- [Kambi Annual Report 2021](#)
- [Kambi Q3FY23 Report](#)
- [Kambi Q2FY23 Report](#)
- [Kambi Q1FY23 Report](#)
- [Kambi Q4FY22 Report](#)
- [TradingView](#)
- [Marketscreener](#)
- [Financial Hearings](#)
- [Exchange Rates UK](#)

META



Data40 - professional research agency. We do all kinds of researches in gaming, gamedev, gambling, venture and blockchain. 15+ years of experience in the field. Loyal price development, quick and informative results.

DCS/iG-D40/KAMB3-Q3-04-2023

[Website: Data40.com](https://data40.com)

E-mail: danila@data40.com

Phone: +44 7466371493

Address: 010000, Republic of Kazakhstan, Astana city, Yesil district, Dostyk street 20, office 1501

[More researches at https://data40.com/buy-data/](https://data40.com/buy-data/)

All rights reserved 2023