



# ELYS GAME

TECHNOLOGY

## Investor Presentation

November 2021

NASDAQ/ELYS

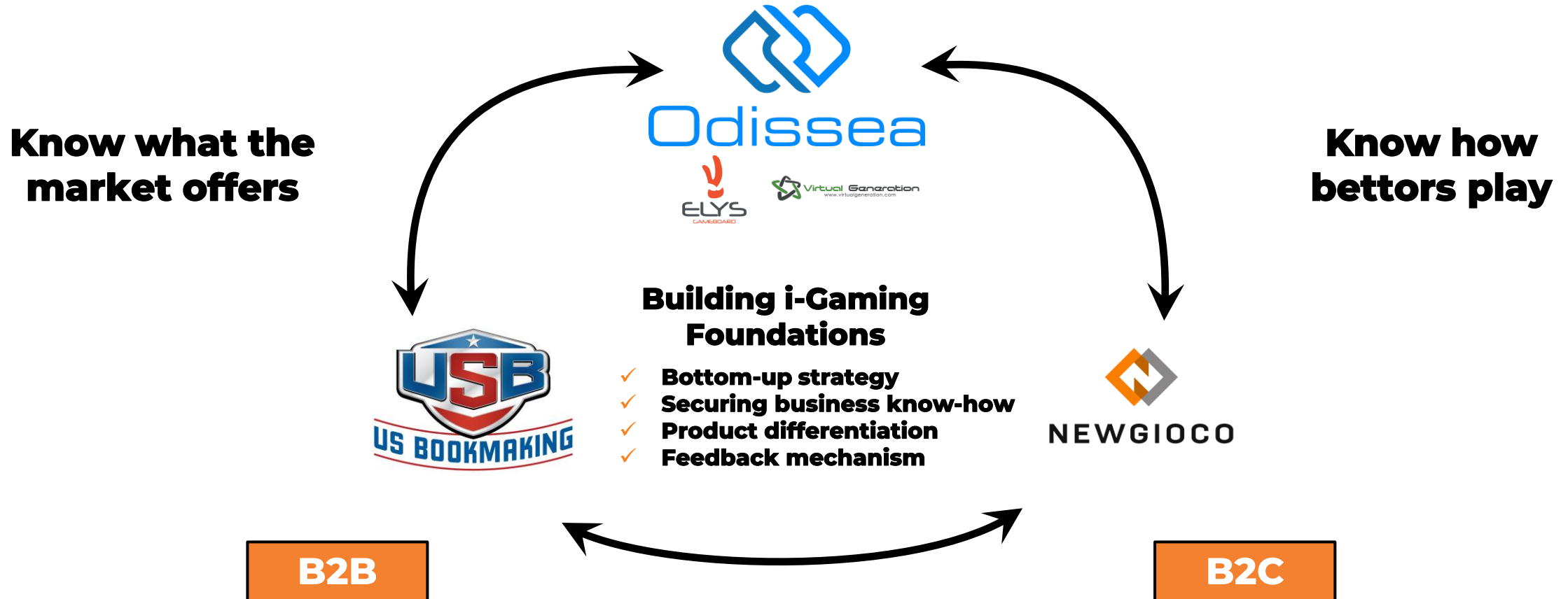
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**\* PLEASE REFER TO THE LONG-FORM COPY FILED WITH THE SEC ON MAY 13, 2021**



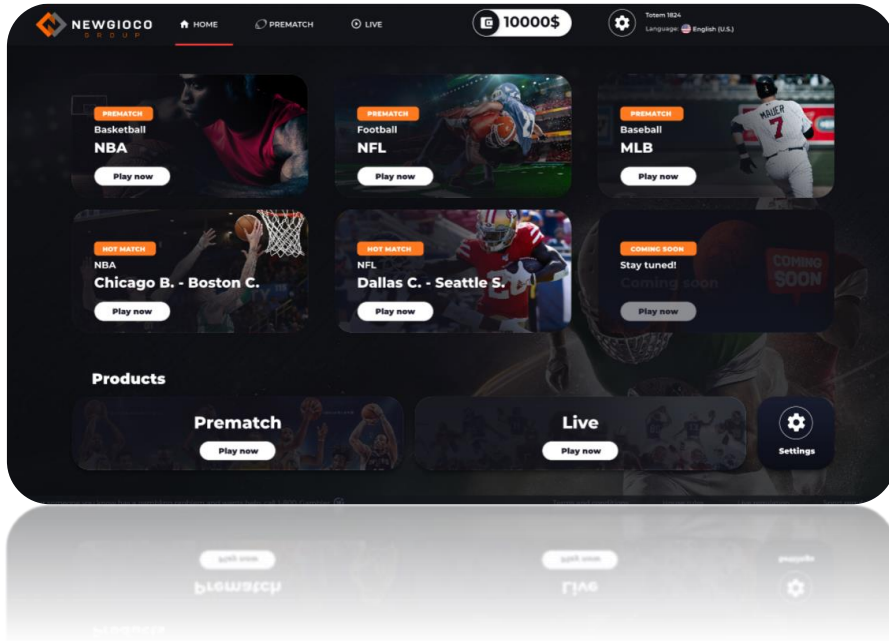
## Advanced Sportsbook Ecosystem



# Schematics



# ELYS Product Differentiators



**Agnostic, full service and easy to integrate**

- State of the art technology based on **microservices**
- **Highly scalable** architecture with **limited footprint**
- Truly **multichannel** digital capabilities ready to be **integrated with retail-based** system and operations
- **Digital experience** at the **retail location**
- Already integrated with **multiple payment and geo-location** providers in regulated markets
- One stop shop iGaming **plug and play system** for 3<sup>rd</sup> party content providers:
  - ✓ **Casino and Table Games**
  - ✓ **Virtual Dealer and Virtual Sports**
  - ✓ **Poker and Bingo**

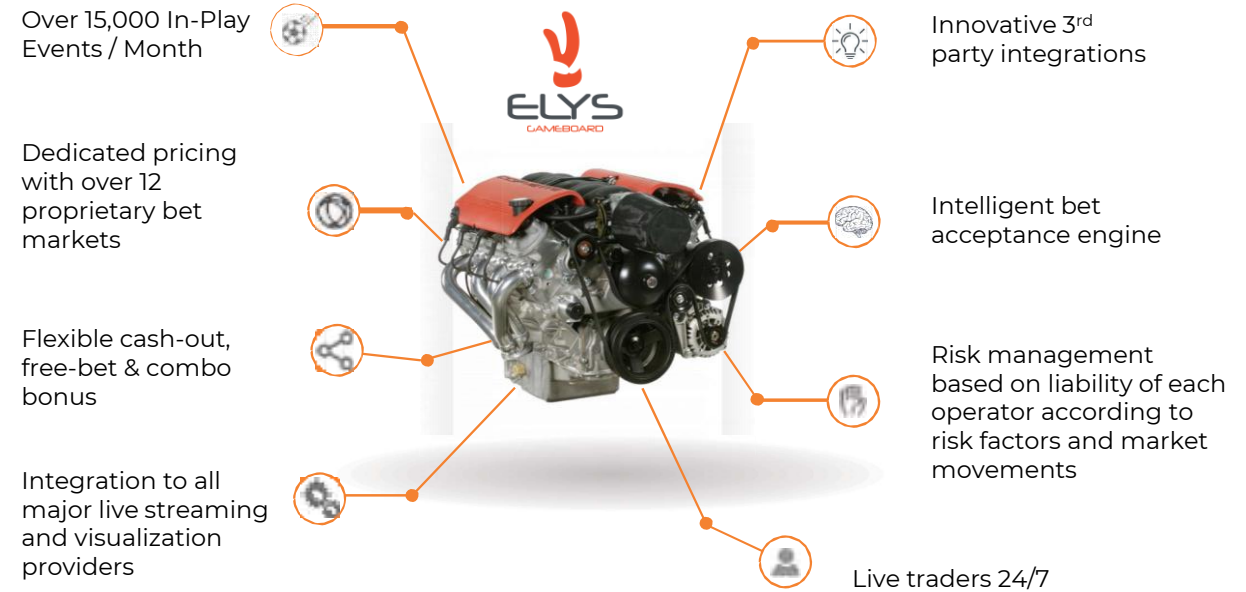
# Powerful Combo Generates Value for U.S. Operators

## Full Control of Product Strategy and Risk Management



**TALENT**

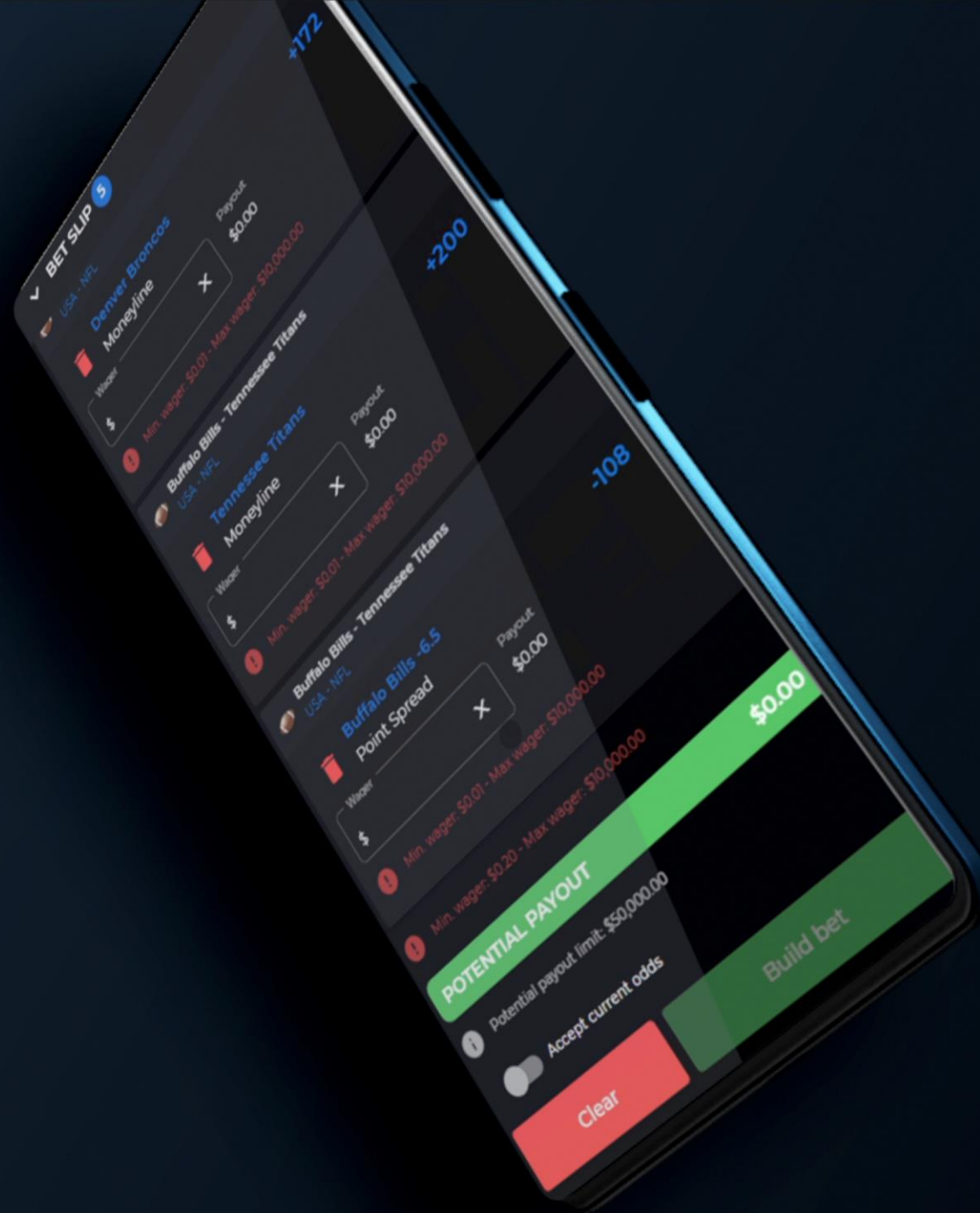
## Deep Dive: Elys Gameboard Modular Capabilities



**POWER**

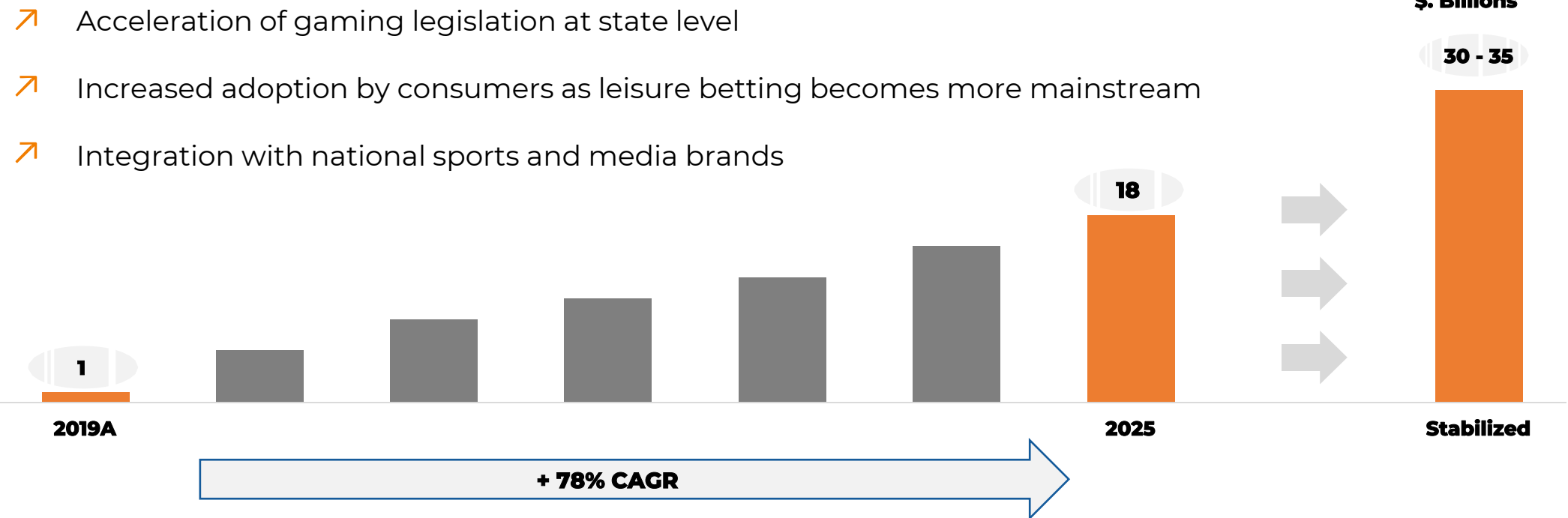


# Opportunity



## The U.S. Sports Betting and i-Gaming Market Estimated to be \$30 - \$35 Billion at Maturity

### Total Addressable Market for U.S. Sports and i-Gaming has Significant Potential



Source Note: Estimated total addressable market size based on recent public statements by Macquarie and Goldman Sachs



# Driving Value to U.S. Operators

## First mover advantage: Elys' first U.S. rollout - Washington, D.C. - October 2021

Elys is well positioned to capture market share in Washington, D.C. - slated to be one of the most promising opportunities in the U.S.

- Washington, D.C. activated retail and online sports betting in 2020
- Gross Revenue per capita is showing to be among the highest in the country
- 75% of the GRR is generated at retail
- Elys has partnered with Grand Central Sportsbook as its **first Class B customer** in the U.S. market



**Total Revenue Per Adult – Last 12 Months\***



\* For DC annualized value calculated over 7 months actuals (Aug 2020 – Feb 2021)

**\$30-40M**  
**Steady State**  
**Market Size\*\***

**7%-15%**  
**Target:**  
**Elys Market Share**

\*\* Internal estimates based on DC Lottery data

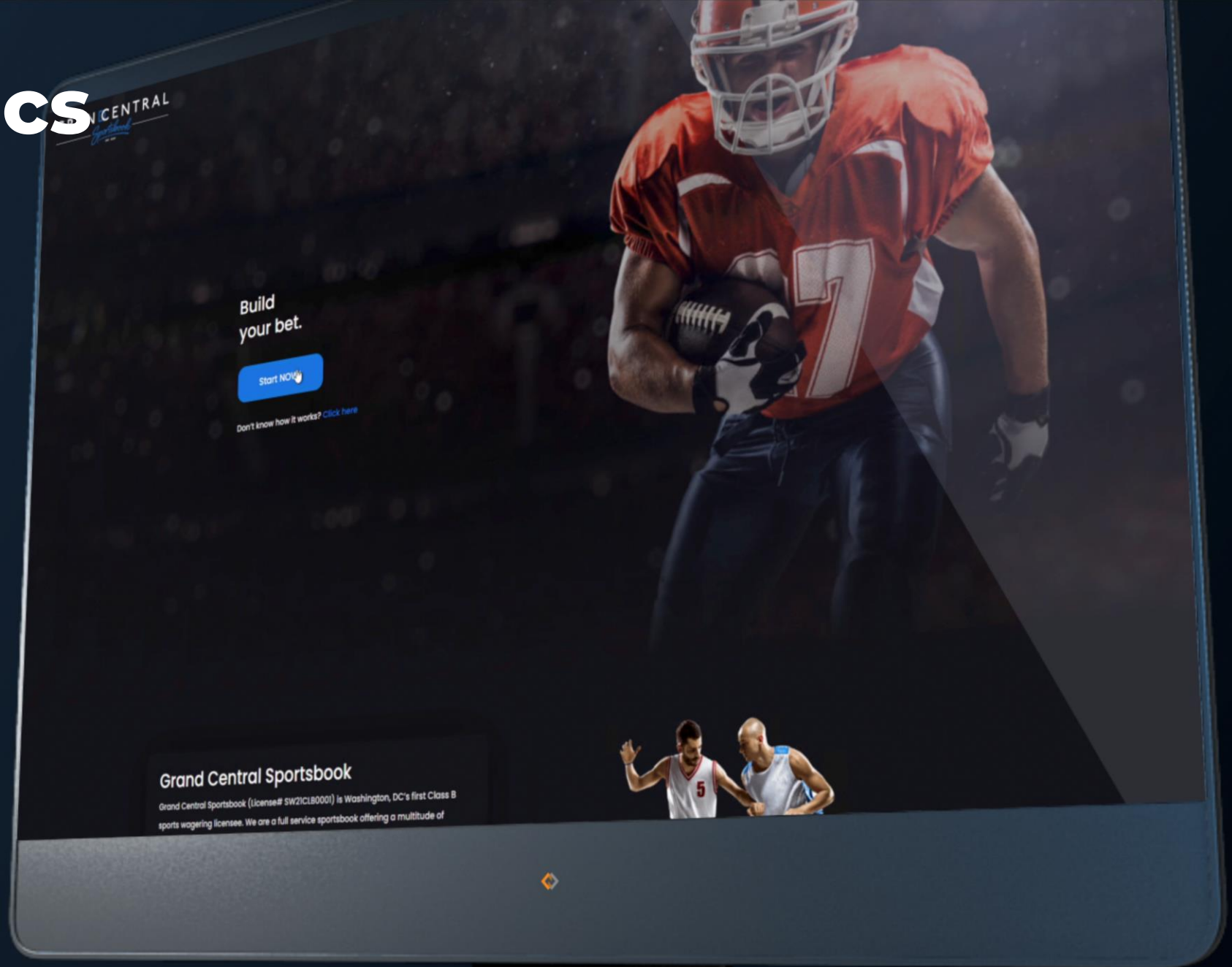
## Acquisition of USBookmaking has resulted in rapid **GROWTH**

- ✓ **Sky Ute Casino Resort**
- ✓ **Santa Ana Star Casino**
- ✓ **Isleta Resort & Casino**
- ✓ **Santa Claran Hotel & Casino**
- ✓ **Odawa Casino**
- ✓ **4 Bears Casino**
- ✓ **November 11, 2021: Ocean Casino Resort** Announces Partnership With Interactive Gaming And Sports Betting Company, Elys Game Technology \*



\* The commencement of betting transactions in the United States are subject to obtaining the required certification, licensing and approvals from the respective state gambling control agency, in addition to any other state or federal regulatory approval required by law.

# Economics



# Balance Sheet

December 31, 2020	September 30, 2021
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Cash and cash equivalents	\$ 18,945,817	\$ 9,408,035
Total Assets	\$ 35,857,979	\$ 63,732,313
Total Debt	\$ 34,547	\$ -
Total Liabilities	\$ 15,701,626	\$ 8,640,476
Total Liabilities & Stockholders' Equity	\$ 35,857,979	\$ 67,732,313

- ✓ Strong cash position to support organic growth in U.S. from 2021 through 2025
- ✓ No debt
- ✓ Significant acquisition opportunities in rapidly growing US market
- ✓ Insider ownership of ~47%



## Robust Operations

In Thousands (,000's)	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	09/30/2021
<b>Total Turnover (Gross Wagers)</b>	\$ 121,952	\$ 218,520	\$ 413,226	\$ 454,133	\$ 574,258	\$ 626,916
<b>Total Revenue</b>	\$ 8,898	\$22,865	\$ 34,575	\$ 35,583	\$ 37,266	\$ 33,877
<b>Selling expenses</b>	\$ 5,846	\$ 14,672	\$ 24,142	\$ 27,584	\$ 26,109	\$ 26,333
<b>Gross Profit</b>	\$ 3,052	\$ 8,193	\$ 10,433	\$ 7,999	\$ 11,157	\$ 7,544
<b>Total expenses</b>	\$ 4,513	\$ 5,513	\$ 10,588	\$ 10,995	\$ 13,789	\$ 13,976
<b>Operating Income</b>	\$ (1,461)	\$ 2,680	\$ (155)	\$ (2,996)	\$ (2,632)	\$ (6,431)



- Since May 2018, the company has been investing discretionary cash into U.S. market product, licensing, personnel, and strategy, resulting in the first license and operations opened in October 2021 in D.C. and has secured strong pipeline of customers commencing in 2022.

# Summary





# U.S. Go to Market Strategy

- Capture larger piece of value chain with effective **B2B2C revenue model**
- Technology has been **optimized to fit** the sports betting legislation in the U.S.
  - ✓ Active in **five states with 7 U.S. customers** and in progress with multi-jurisdictional licenses
  - ✓ Recent addition of **USBookmaking** adds highly experienced U.S. team
- **Certifications:**
  - **GLI-33** certified retail solution
  - **GLI RNG** certified Virtual solution
- **ISO 27001** management system certified



SPECIALIZED BET RISK MANAGEMENT  
CATERING TO COMMERCIAL SPORTS BETTING OPERATIONS