



ELYS GAME

T E C H N O L O G Y

Nasdaq | **ELYS**
NEO | **ELYS**

A Premier Sports Betting & I-Gaming Company

INVESTOR
PRESENTATION
APRIL 2021



Management



Michele (Mike) Ciavarella
Executive Chairman

- ✓ Joined Elys Game Technology in 2011
- ✓ Managed Funds Association (Investment Portfolio Manager)
- ✓ Kerr Mines Ltd. (Director of Business Operations)
- ✓ B.S. from Laurentian University (Ontario, CA)



Matteo Monteverdi
President and CEO

- ✓ Joined Elys Game Technology in September 2020
- ✓ Sportradar (US President)
- ✓ IGT (Senior Vice President of Global Digital Products, Sports Betting and i-gaming)
- ✓ MBA from Bocconi University and JD from Università degli Studi di Milano and



Luca Pasquini
VP of Engineering

- ✓ Co-Founder Odissea GmbH
- ✓ Over 30 years of information technology experience
- ✓ Project manager in various software and technology development projects focused on gaming
- ✓ Team leader in development of Elys Gameboard System



Alessandro Marcelli
VP of Operations

- ✓ Co-founder Newgioco and Multigioco Srl
- ✓ Managing director driving product innovation and growth to over \$410 million/yr wagers
- ✓ Over 20 years of extensive experience in regulated leisure betting
- ✓ Executive team leader with Vodafone Italia with specialty in communications



Mark J. Korb
CFO

- ✓ Joined Elys Game Technology in June 2019
- ✓ Served as CFO with over 20-years of experience high-growth companies
- ✓ Bachelor of Commerce and Bachelor of Accounting from University of Witwatersrand, Johannesburg

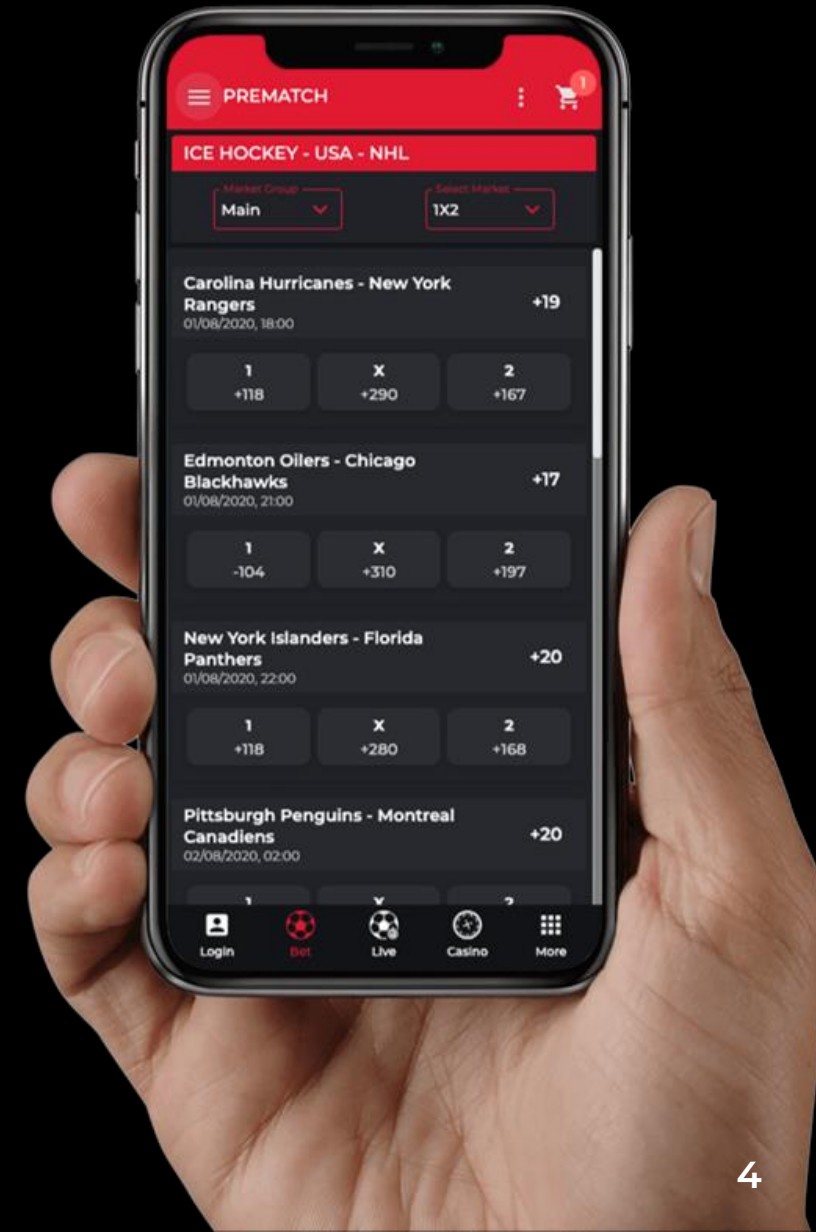




This presentation contains certain forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements are identified by the use of the words “could,” “believe,” “anticipate,” “intend,” “estimate,” “expect,” “may,” “continue,” “predict,” “potential,” “project” and similar expressions that are intended to identify forward-looking statements. All forward-looking statements speak only as of the date of this presentation. You should not place undue reliance on these forward-looking statements. Although we believe that our plans, objectives, expectations and intentions reflected in or suggested by the forward-looking statements are reasonable, we can give no assurance that these plans, objectives, expectations or intentions will be achieved. Forward-looking statements involve significant risks and uncertainties (some of which are beyond our control) and assumptions that could cause actual results to differ materially from historical experience and present expectations or projections and the trading price for our common stock may fluctuate significantly. Forward-looking statements also are affected by the risk factors described in the Company’s filings with the U.S. Securities and Exchange Commission. Except as required by 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.

At a Glance

- Elys Game is a fully integrated, turnkey end to end **international gaming technology** company providing an innovative, world class Betting and i-Casino platform for land based and digital gaming operators.
- A **team of approximately 100** people between San Francisco, Innsbruck, and Rome.
- Operates as:
 - B2C licensed** retail and i-Gaming operator in Italy and Austria.
 - B2B end-to-end solution** provider in N.A. and LATAM.
- Company with over **20 years of experience** in regulated sports betting and i-gaming operating two distribution channels:
 - retail **land-based** or on-site physical venues, and
 - online** through PC, tablet and mobile distribution, either directly to licensed operators or through value-added re-sellers or systems integrators in the leisure betting industry
- Planning to launch **U.S. operations in 2021**.
- All new leading-edge, world-class betting platform with a **proven end-to-end technology**.



Business Highlights

\$575M

2020 LTM*
Wagers

\$37M

2020 LTM*
Revenue

+44%

Year-over-year
revenue growth

USA

Market
Expansion
Underway

3

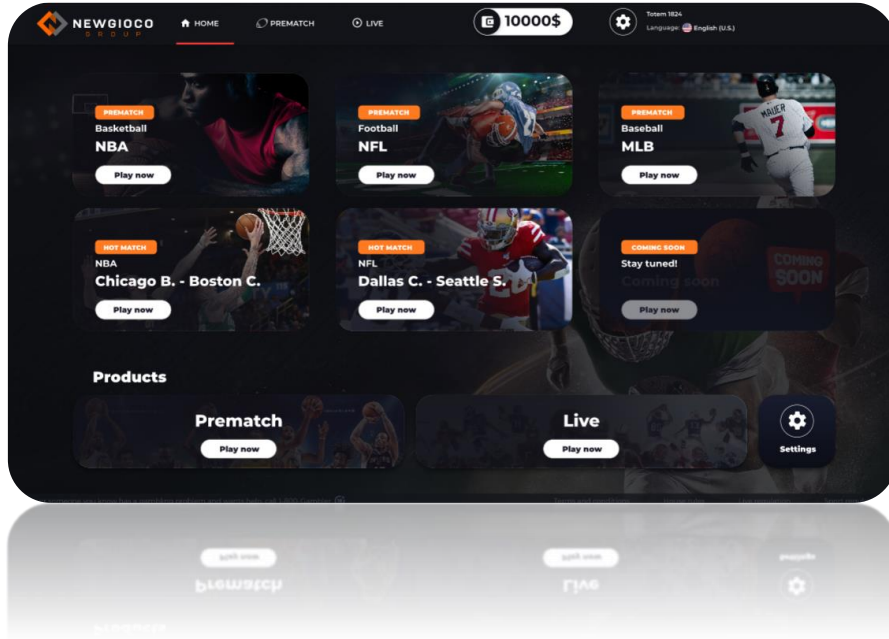
Operational
Brands

\$89M

Market
Capitalization
(as of April 19'21)

* Note: LTM = Last Twelve Months
* Source: Company filings as of 12/31/2020

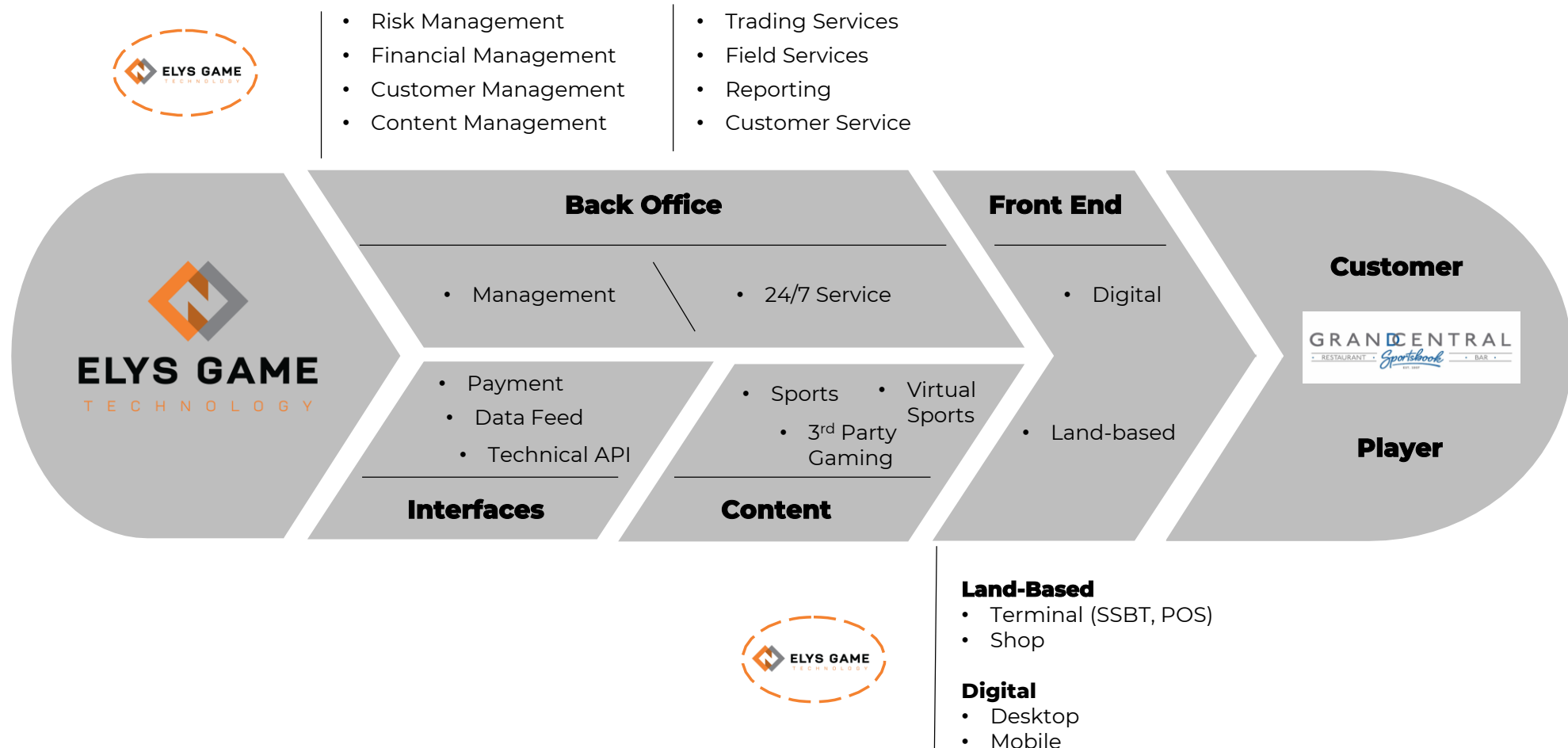
Product Differentiators



**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
- One stop shop iGaming **plug and play system** for 3rd party content providers:
 - ✓ **Casino and Table Games**
 - ✓ **Virtual Dealer and Virtual Sports**
 - ✓ **Poker and Bingo**

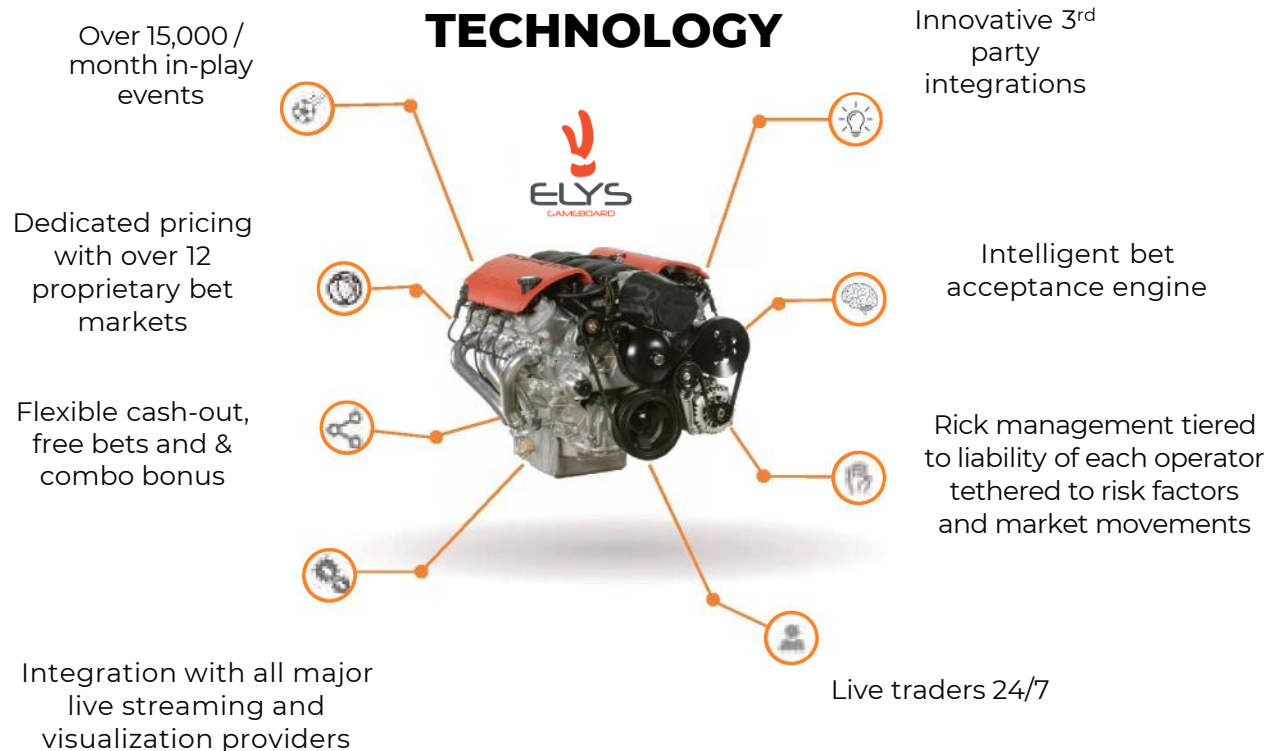
Our Business Model for the U.S.



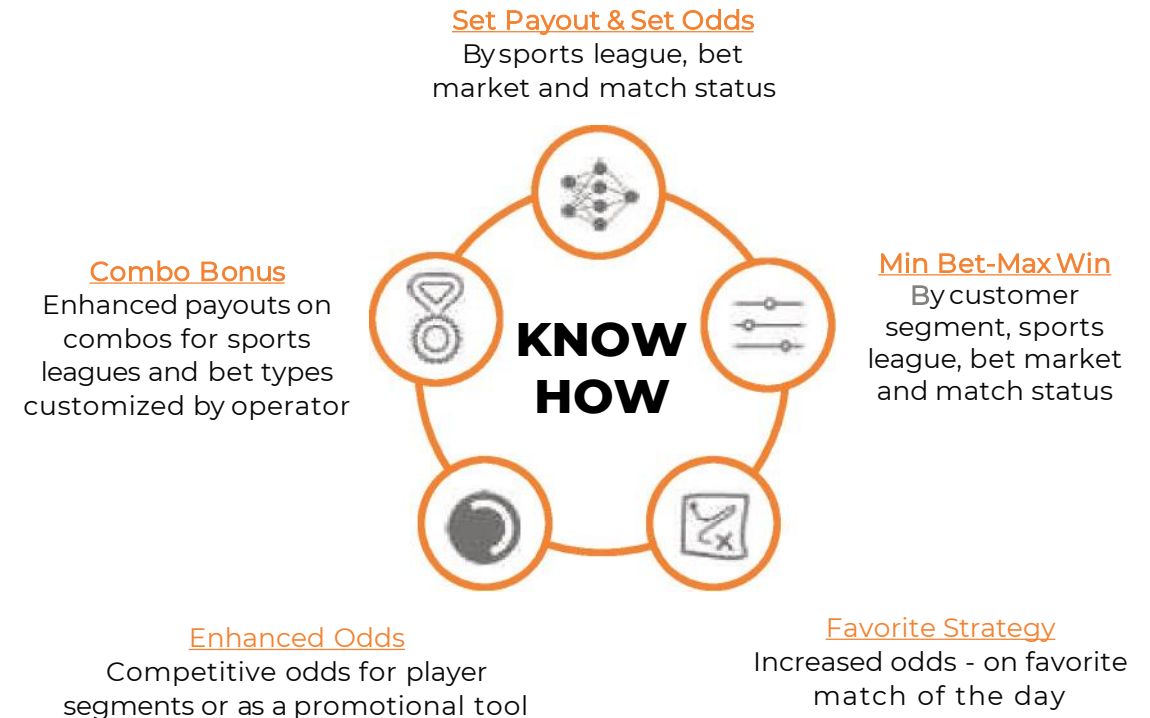
Market Driven **B2B2C Demand**

ELYS Goal: become the #1 supplier to U.S. B2B2C betting operators across the nation

TECHNOLOGY



KNOW HOW



A powerful, cost effective end-to-end, one-stop solution to compete effectively with established operators

Facilitating Digital Transformation



i-gaming solution – is a complex **eco**system

**LAND-BASED
CASINO**



**i-gaming
player**



-  **Platform**
-  **Sports**
-  **i-Gaming**
-  **Support Services**

Integrated Technology Matrix



...that requires **orchestration** with best-in-class partners

LAND-BASED CASINO

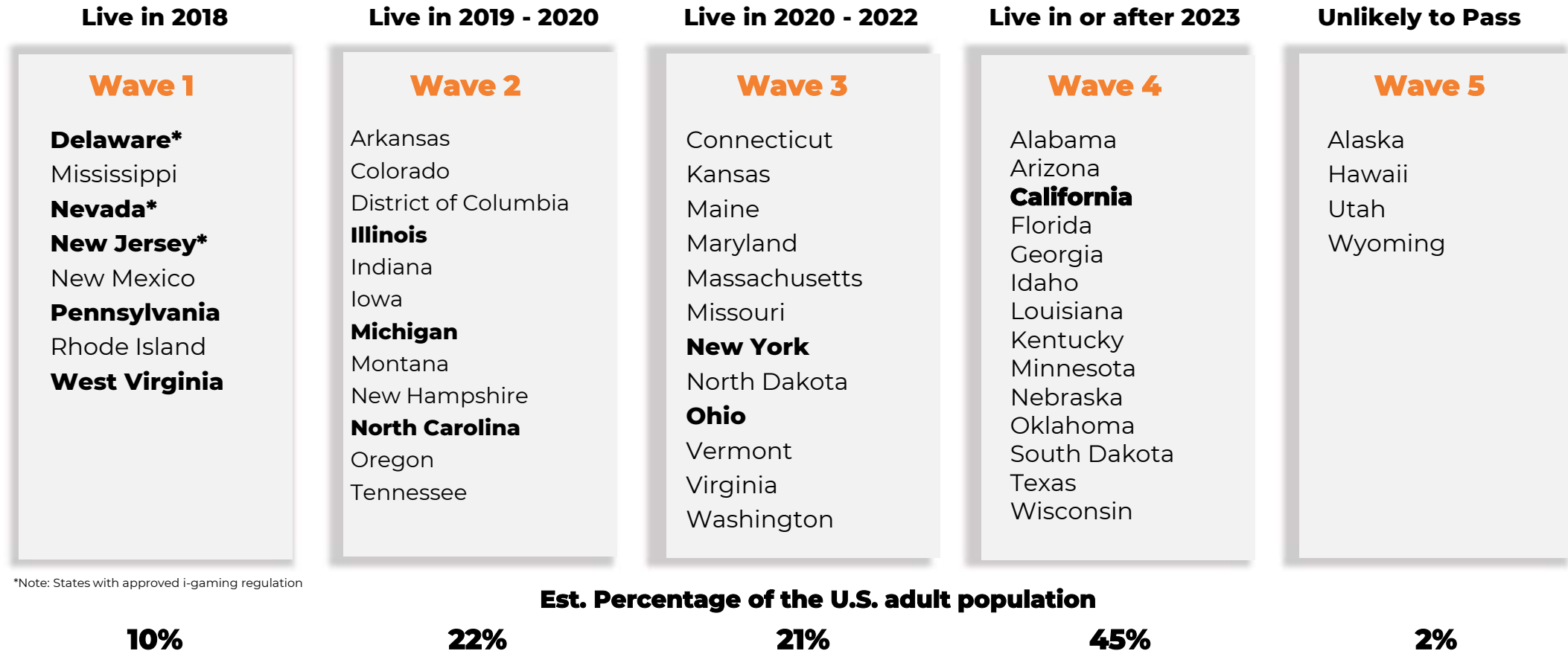


i-gaming player



-  Platform
-  Sports
-  i-Gaming
-  Support Services

U.S. Market Opportunity



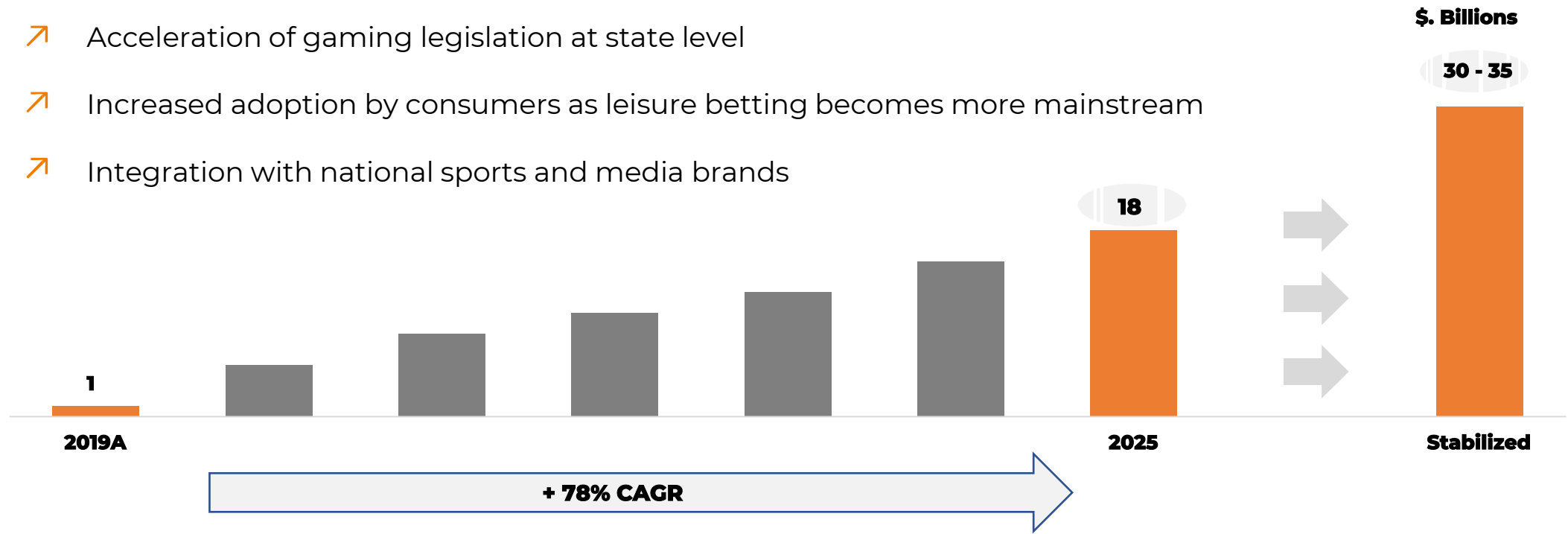
*Note: States with approved i-gaming regulation

Based on public statements: Morgan Stanley estimates that with **50% of the U.S.** having access to legal sports betting by 2025, the market could generate about **\$7 billion in revenue** and theoretically a 50-state US sports betting market could generate \$15 billion annually.

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

- Acceleration of gaming legislation at state level
- Increased adoption by consumers as leisure betting becomes more mainstream
- Integration with national sports and media brands



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. - Targeting Q2-2021 (subject to licensing approval)

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 is partnering up 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

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.**
 - ✓ **Under contract in two states** and in progress with multi-jurisdictional license
- **Certifications:**
 - **GLI-33** certified retail solution
 - **GLI RNG** certified Virtual solution
- **ISO 27001** management system certified



	December 30, 2019	December 31, 2020
Cash and cash equivalents	\$ 5,182,598	\$ 18,945,817
Total Assets	\$ 27,825,182	\$ 35,857,979
Total Debt	\$ 4,582,202	\$ 34,547
Total Liabilities	\$ 19,023,897	\$ 15,701,626
Total Liabilities & Stockholders' Equity	\$ 27,825,182	\$ 35,857,979

- ✓ Strong cash position to support organic growth in U.S. from 2021 through 2025
- ✓ No appreciable debt
- ✓ Significant acquisition opportunities in rapidly growing US market
- ✓ Insider ownership of ~42%



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



- From May 2018, company invested available discretionary cash from Italian B2C operations on post-PASPA development of U.S. platform.

- Plan to establish **first regulated Class B sports book locations in the District of Columbia** with additional locations to follow across the U.S.
- Continued growth through installation of **additional self-service point of sale terminals throughout Italy**
- **Optimize land-based sports betting handle** as physical locations reopen following the COVID-19 pandemic
- **Expansion of both B2B and B2C platforms** through additional regulated European markets
- Strategic **partnerships and acquisitions** in North America and Europe

Highly Scalable Business Model

	Pro-Forma/Annualized Run-Rate	Est. Near-Term Goal (1-2 Years)	Est. Mid-Term Goal (3-5 Years)
Revenue	~\$37M	\$50M+	\$100M+
Gross Margin (All Products)	~6.5%	~12%	~18%
Operating Margin	-	8%-12%	16%-18%

- Modern, micro-services tech architecture facilitates low-cost scalability with a limited footprint in each new state
- Focus on both organic growth and acquisitions
- Anticipate **profitability and strong cash flow** as revenue increases
- Clean capital structure and solid balance sheet: ~ **\$18 million of cash** and cash equivalents
- Positive working capital; and over \$20 of million stockholders' equity

Ticker:	ELYs
Exchange:	NASDAQ / NEO
Share price (as of 04/19/21):	\$4.07
Common stock outstanding (as of 04/19/21):	21.5 M
Market capitalization (as of 04/19/21):	\$89 M
Stock options (weighted average strike price \$2.86) (as of 12/31/20)	1.6 M
Warrants (weighted average strike price \$2.62) (as of 12/31/20):	0.6 M
Total potential shares outstanding (proceeds of ~\$2M if options & warrants fully exercised)	~23.7 M
Insider ownership (as of 04/31/21):	41.4%
Fiscal year-end:	December 31

www.elysgame.com



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