

13-Feb-2019

Kambi Group Plc (KAMBI.SE)

Q4 2018 Earnings Call

CORPORATE PARTICIPANTS

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

David Kenyon

Chief Financial Officer, Kambi Group Plc

OTHER PARTICIPANTS

Christian Hellman

Analyst, Nordea Bank ABP

Hjalmar Ahlberg

Analyst, Kepler Cheuvreux SA (Sweden)

MANAGEMENT DISCUSSION SECTION

Operator: Ladies and gentlemen, welcome to the Kambi Group Q4 Report 2018. Today, I'm pleased to present Kristian Nylén, CEO; and David Kenyon, CFO.

For the first part of this call, all participants will be in a listen-only mode and afterwards, there will be a question-and-answer session.

I will now hand you over to Kristian Nylén. Please go ahead.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

Good morning and welcome to Kambi's fourth quarter result presentation. I am Kristian Nylén, Chief Executive, and joining me is our CFO, David Kenyon.

Please turn to slide 2. In a moment, I will give you a brief overview of what was a successful fourth quarter for Kambi, after which David will take you through the numbers. I will then speak about the quarter in a little bit more depth, including some detail on our preparations for what has been a busy period for our retail organization.

But first, on slide 3, let me give you a brief introduction to Kambi. Kambi is a turnkey sports betting service offered on multiple channels, including web, mobile and retail. Our service is managed from an in-house developed platform which has been continuously developed over the last decade. The platform, together with approximately 700 highly skilled staff, forms the foundation of our service.

The Kambi Sportsbook consists of multiple elements: from front-end user interface and open APIs, through [ph] doors (00:01:41) compiling customer intelligence, risk management and a host of managed services, enabling our customers to offer their players the leading Sportsbook experience on the market.

On to slide 4.

Kambi's business is built around a revenue share model. We are growth-dependent on our operators' success. The foundation of our strategy is based on scalability and the majority of our cost base is fixed. At no additional cost to the operator, Kambi continuously invest in product, people and technology to maintain market leadership.

We operate and experience in-house trading and risk management team to optimize operator trading margin and our business is underpinned by our corporate probity and integrity. We are publicly listed and have successfully obtained all licenses we have applied for. We power more than 20 operators across six continents, including some of the most recognizable brands and successful brands in the industry.

Let's look at the quarterly highlights on slide 5. The fourth quarter produced record results. We posted revenues of €21.7 million, a 14% year-on-year increase. Operator turnover was up 42% to an all-time high. Operator trading margin was again above our long-term expected average at 8.5%.

The quarter brought to an end Kambi's best year to date. Revenues for the full year 2018 was €76.2 million, a 23% increase on 2017. Operating profit for the year was €12.7 million, a 65% increase, illustrating the momentum we have in the business.

We launched three on-property Sportsbooks in Q4: one with DraftKings in Atlantic City in New Jersey and two with Rush Street in Pittsburgh in Philadelphia as we made our debut in Pennsylvania. Just as we did in New Jersey, Kambi has quickly gained a market-leading position in Pennsylvania.

Kambi did a new – another customer during Q4 in Greenwood Gaming and Entertainment, our eighth customer signing of 2018. Greenwood Gaming owns Parx Casino, the largest gaming complex in Pennsylvania as well as offtrack betting facilities in the state.

In January, we went live with Greenwood Gaming in Parx Casino and with South Philadelphia Turf Club in the space of eight days. Meanwhile, we also received two further licenses in the U.S. from Mississippi and Pennsylvania, adding to our New Jersey and West Virginia licenses.

I will now hand over to David Kenyon who will talk you through the financial highlights, turning to slide 6.

David Kenyon

Chief Financial Officer, Kambi Group Plc

Thank you, Kristian. Good morning, everyone. In Q4, we had revenue of €21.7 million. This was driven by the strong level of operator turnover from both existing and new customers, and an operator trading margin of 8.5%.

The fullyear revenue is 23% higher than last year at €76.2 million. Operating costs for the quarter was €17.5 million, giving an operating profit of €4.2 million at 19%. For the full year, operating costs were €63.5 million and operating profit was €12.7 million at 17%. This represents an increase of 65% on last year. Our cash flow for the quarter, excluding working capital movements, was €2.8 million and €8.6 million for the full year. The net cash position at the end of December was €31.1 million.

So let's now look at the income in some more detail. Turning to slide 7, the slide sets out what we call the Kambi Turnover Index. The graph showed the trends or the results generated by Kambi for its operators. The turnover is the total stakes placed with the operators by their end users. In Q4, we've seen turnover placed with our operators

up by 42% on Q4 last year, including underlying growth from our existing operators and from new operators in the U.S. in particular.

The margin represents the combined trading margin made by the operators. In Q4, this was 8.5%. It's in the nature of the business for the operator trading margin to fluctuate between quarters, depending on the results of certain sporting events. But we guide that the expected long-term average is 6.5% to 8%. This quarter was boosted by favorable results in some of the major European football cup competitions such as the Champions League and Europa League.

We can see the conversion from operator turnover growth to our revenue growth on slide 8. Operator turnover was up by 42% compared to Q4 2017. The operator trading margin, multiplied by this turnover, generates the operators' gross gaming revenue or GGR. The operator trading margin of 8.5%, although high, will fall behind the exceptionally high 9.7% in Q4 last year. Overall, this led to an operator GGR increase of 25% year-on-year.

Kambi's commission is based on a percentage for the operators' net gaming revenue, which is after the deduction of gaming tax in certain marketing incentives. I would note that this tax impact is likely to increase in future quarters as a part of our business coming from regulated markets continues to rise, for example, in Sweden and the U.S.

In the last 12 months, we've extended contracts with many of our largest operators for the long-term. They all grew significantly since our original contract signing and the terms of the renewals generally reflect this growth.

In aggregate, this has had an impact on our revenue conversion and this, along with the fixed part of our revenues and certain volume-related commission tiers, is shown in the other column of the graph. The net effect of all these factors, the revenue for Q4 2018 is up by 14% on Q4 last year to €21.7 million. Let's turn to the full income statement on slide 9.

Operating expenses for the fourth quarter was €17.5 million. This quarter, we include a share of the loss from operations totaling €75,000 in relation to our investment in [indiscernible] (00:09:29). We also continue to invest in the licensing and marketing of our commercial operations in the U.S.

Looking forward, we anticipate growth in operating expenditure of 5% to 7% for each of the first two quarters of the year. We currently expect the cost growth to increase at a lower rate for the remainder of 2019, although we may choose to invest more to capitalize on new market opportunities such as more new states opening up.

Operating profit was €4.2 million for Q4 and €12.7 million for the full year compared to €7.7 million last year. Profit after tax was €3.3 million for the quarter and €9.8 million for the full year compared to €5.9 million last year. Now, let's look at the cash flow on slide 10.

Set out on this slide are the major components impacting our cash position during the quarter. Our opening cash balance was €38.2 million. Working capital decreased in the quarter by €2.6 million, reflecting an increase in trade debtors as our revenues grow as well as certain other timing differences. That's why development costs in the quarter were €3.1 million whereas the amortization charge on previously capitalized costs was €1.8 million.

The net cash inflow for the quarter was [ph] €0.1 million (00:10:58) and our closing cash balance €38.4 million. Over the course of the full year, our cash position increased by €4 million.

So now, let me pass it back to Kristian, turning to slide 11.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

Thanks, David. Although we have provided a retail product to a number of our customers for many years, we're opening up our U.S. market as well as our [indiscernible] (00:11:27) Sweden means we are now providing retail at a much larger scale than we have ever been accustomed to.

To meet with increased demand, we launched an initiative to ensure we would not only deliver the highest quality retail product but we would do [ph] so (00:11:48). We will create speed and efficiency, ensuring our customers could launch the Sportsbook to their timetable and with a product that players would love.

This preparation included the strengthening of our hardware supply chain with third-party providers, the localization of a product for specific markets, the deployment of Kambi retail expertise and retraining of customer staff in back office functionality and acceptance procedures.

Thanks to the hard work of all involved, in the space of nine weeks which stretched into Q1 2019, Kambi launched five on-property Sportsbooks in the U.S. and across 2,000 retail stores in Sweden with ATG. This has demonstrated, without a doubt, our ability to execute multiple retail Sportsbook launches to tight timeframe and to do so with a market-leading product which I will talk about on the next slide, turning to slide 12.

Kambi is focused on ensuring our customers are able to offer their players the best products whatever channel we decide to bet through. The increased focus on the retail channel has enabled the Kambi retail solution to stand out for a number of reasons. The self-service betting terminal or kiosks, as they are called in U.S., how quickly become an important channel for American players to place their bets. Such is the popularity of our kiosks, our customers have had to order greater numbers just to meet the increased demand. We are fast approaching 100 kiosks in operation across our five U.S. retail locations.

Kambi remains one of the few to offer kiosks in the U.S. and that we are the only supplier to do so in Pennsylvania. Considering the fact that more than half of our U.S. retail bets are placed via these terminals, we believe a high quality kiosk is a must for any operator in the market.

Next is our fully customizable digital signage which enables operators to meet local player needs. Just like our main Sportsbook product, operators have full control over the signage, for instance, over how it looks and what markets are displayed. Our signage provides [ph] both pretty much live odds (00:14:33) with in-place scores currently being rolled out.

Meanwhile, our bring-your-own-device technology has been launched by our customers in Pennsylvania. Both Parx Casino and Rush Street have leveraged our technology so players can view odds and build their bet slips from anywhere in the state, which then creates QR codes for quick and easy bet placement at the Sportsbook property. We are seeing usage rise week on week as players prefer to view odds before visiting the cashier.

We have also seen queuing times at Sportsbook fall due to a quick bet placement process. This product is unique to the market and we believe it will prove popular in other markets, particularly those that are reluctant to regulate online bet.

When considering other factors such as depth of offer, unique in-play markets, speed of settlement and intuitive UX, we believe Kambi has the industry-leading retail product and one which have proven [ph] Kambi delivered (00:15:48) in a matter of weeks.

Moving to slide 13. As mentioned, in Q4, we saw in Greenwood Gaming and Entertainment the highest grossing casino in Pennsylvania. Greenwood Gaming selected Kambi in part for our strong track record in integrity and corporate probity. On January 8, the Kambi Sportsbook was launched at Parx Casino and within seven days, the Sportsbook was unveiled at the operators' South Philadelphia Turf Club, which is situated in the heart of city's professional sports complex.

In the coming weeks, we will also launch together at the Valley Forge Turf Club also in Pennsylvania. As with all Kambi customers in Pennsylvania, an online Sportsbook will be launched as soon as the state regulator gives the regulatory [ph] go ahead. (00:16:49). On to slide 14.

In parallel to our U.S. efforts, Q4 saw Kambi prepare for the launch of a newly reregulated Swedish gaming market. The market went live on January 1, at which point we were able to launch in 2,000 retail stores with ATG, the country's most popular betting brand.

To launch across many shops simultaneously is again testament to the work and preparations we put into our retail delivery and is another example of our expertise in this area. At the same time, Kambi also helped support six of our customers with their licensing and launch; with these operators accepting bets under the new framework just minutes after midnight. Now to slide 15.

Earlier this month, Kambi signed its first customer of the year, Rhinoceros Operations Limited, the new owners of a popular German sports betting bound, mybet. Mybet was withdrawn from the German market in the fall of 2018 due to insolvency of its previous owners. However, under the new management and with Kambi's Sportsbook, we believe there is a potential for mybet to recover its prominent online market position.

We expect to relaunch the mybet brand in H1 2019 while the deal also includes a provision to launch sports betting with other brands under the same ownership. While the U.S. is a key focus area for Kambi, these deals should remain – shows we remain open to attractive growth opportunities in Europe and [indiscernible] (00:18:51). Now to slide 16.

In summary, Q4 ended what was a fantastic year for Kambi. The operational highlight was us providing beyond – proving beyond doubt our retail capability. Launching five U.S. Sportsbooks and across 2,000 retail stores in the space of nine weeks is a great achievement. We also signed Parx Casino, the highest grossing casino in Pennsylvania.

The year was our strongest year and ended with our revenues being up 23% year-on-year and operating profit up 65%, illustrating our consistent performance and continuing momentum. Having demonstrated our online and retail capability, Kambi is well-positioned to replicate our early U.S. success in additional states and set the standard globally. We have entered 2019 in great shape and I'm confident for the year ahead.

Now, I will pass over to the operator for questions.

QUESTION AND ANSWER SECTION

Operator: Thank you. [Operator Instructions] Our first question comes from the line of Christian Hellman from Nordea. Please go ahead.

Christian Hellman
Analyst, Nordea Bank ABP

Q

Hi. Thank you. The first question, I missed the cost guidance. Can you just repeat that, please?

David Kenyon
Chief Financial Officer, Kambi Group Plc

A

Hi. I said it's -- we're looking at probably 5% to 7% quarter-on-quarter increase for the first two quarters and then it's likely to decrease for the rest of the year on a quarter-on-quarter basis.

Christian Hellman
Analyst, Nordea Bank ABP

Q

Right. Thank you. And...

David Kenyon
Chief Financial Officer, Kambi Group Plc

A

I'm trying to give a bit more -- so I'll give you a little bit more color on that. I mean, it's really driven by two things. It's head count but it's also the new office we're looking at in Philadelphia at the end of Q1. So, obviously, in Q2, [indiscernible] (00:21:07) see an impact from that [indiscernible] (00:21:11).

Christian Hellman
Analyst, Nordea Bank ABP

Q

Yeah. That was my second question. Okay. Great. Thank you. And just on retail, which you're spending quite a lot of time on doing presentation, could you elaborate a bit on -- well, first off, how much of your revenues are coming from retail at the moment or what you see going forward in terms on retail on a group level and also, a bit on the economics and the more general on the retail product versus your online product; how we should see that.

Kristian Nylén
Chief Executive Officer, Kambi Group Plc

A

Yeah. So, yeah, still, revenues from retail is quite small. How it will look in the future, it's a little bit tricky to say because I think the most important part of retail is being able to gain customers who already have a retail presence and will be strong in online as well such as ATG, for instance. But more importantly, in the U.S., you will probably see a rollout of retail well ahead online in many states and therefore, the significance of having a strong retail product will be very, very important. However, long-term, I still believe that the online is the main revenue stream for us.

Christian Hellman
Analyst, Nordea Bank ABP

Q

Right. So, it's sort of like a product that you need to have to sort of the -- I don't know, secure client so they don't go with anyone else and so you're sort of already have a good relationship with them when the online domain sort of opens up. Is that the reason you sort of see in retail a bit?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yes. Long-term, absolutely. Having said that, I believe you will see, especially until online is opening up and you saw that in New Jersey as well that retail are bringing high GGR as long as there is not competition from [indiscernible] (00:23:25).

Christian Hellman

Analyst, Nordea Bank ABP

Q

But in terms of economics, your sort of -- I guess the operator sort of taste for the kiosk than everything were [indiscernible] (00:23:34)?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

That's correct. The economics is very similar for us to the online business. The operator are responsible for the kiosks and the hardware servicing and also for any staffing in their casinos.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Right. And there is some third parties provider of these?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yes.

Christian Hellman

Analyst, Nordea Bank ABP

Q

You're [ph] not so much (00:24:02) assembling them yourself?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

We are not. No.

A

No, no.

Christian Hellman

Analyst, Nordea Bank ABP

Q

And then a bit on the U.S. During the Q3 report or shortly after that, you mentioned in an interview, I believe it was that -- I read the news from the U.S. -- was maybe 5% or perhaps a tad below but in that vicinity in Q3. And now,

we have a full quarter of sort of sports betting action in New Jersey. Could you elaborate a bit on how big the U.S. was for you guys in Q4, like ballpark?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

We haven't given that figure but there is sufficient report both from New Jersey and Pennsylvania so I think you could figure out a decent -- accurately where we are at it. But we have chosen not to give any figures at this point.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Okay. Thank you. And with just one final question on mybet, it was a strong brand previously in Germany, but is it possible to elaborate a bit more on that like what sort of -- was this a top 5 or top 10 or just give some more color on how big it could become if everything works out for the new sort of relaunch of it?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Historically, it's definitely been a top five brand in the German markets.

Christian Hellman

Analyst, Nordea Bank ABP

Q

All right.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

So there is [ph] contention. (00:25:44)

Christian Hellman

Analyst, Nordea Bank ABP

Q

Yeah.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

But on [ph] that round (00:25:46), I mean, it didn't end at the top five brand. So, we'll see, but...

Christian Hellman

Analyst, Nordea Bank ABP

Q

And this is well-funded now? There is the [indiscernible] (00:25:59) a lot of marketing money.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

I hope so. We'll see.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Yeah. Okay. Okay, great. Thanks. That was it for me.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Thank you.

Operator: Thank you. Our next question comes from the line of Hjalmar Ahlberg from Kepler Cheuvreux. Please go ahead.

Hjalmar Ahlberg

Analyst, Kepler Cheuvreux SA (Sweden)

Q

Thank you. I just wonder if you could comment on the U.S. issue. You have any like strategy for which states you are targeting or more or less following your customers who aren't in the states that you prefer? I mean, the larger ones who are [ph] most recently left (00:26:32) competition or do you have a new strategy that you can [indiscernible] (00:26:35)?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yeah. I think we are targeting every single state in the United States, I would say. I think obviously, you have more focus on the ones that you believe is closer to regulation but also, of course, you are always looking at the largest states such as, say, California, for instance. So I would say yeah; the ones that we definitely believe have a chance to have in 2019, that's a very strong focus at the moment.

Hjalmar Ahlberg

Analyst, Kepler Cheuvreux SA (Sweden)

Q

Okay, [indiscernible] (00:27:22) just wonder if you could comment anything on Sweden? If you have seen any -- I mean, the market is now regulatory [indiscernible] (00:27:29) in the behavior or in the change in the volumes from your premier clients in Sweden?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

It's very hard to have a good view on this at the moment. I mean, last January, the margins was extremely high so it's really tough to compare because it's not really apples to apples. But so far, I think -- but we guess at least is -- that it's a very positive development so far.

Hjalmar Ahlberg

Analyst, Kepler Cheuvreux SA (Sweden)

Q

Okay. That is for me. Thanks.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Thank you.

Operator: Thank you. Our next question comes from the line of [ph] Bo Jarensen (00:28:14) from ABG. Please go ahead.

Q

Hello. First of all, I just want to say that the questions are from Erik Moberg who's, unfortunately, aren't available at the moment. First of all, it appears like the growth of the underlying business is accelerating. Could you give us any sort of indication on how much your so-called old contracts contributed to turnover growth and how much new customers contributed?

David Kenyon

Chief Financial Officer, Kambi Group Plc

A

Hi. We can't give an exact split on that and it's not being disclosed at this stage but it's fair to say that the growth element's from both the U.S. and also the underlying growth from the existing operator base. So, we haven't [ph] come to (00:28:51) split but it's great in both areas, which we're very pleased about.

Q

Okay. Thank you. And regarding EBIT, we're really starting to see the operating leverage coming through. What sort of contribution on EBIT that Colombia have in Q4?

David Kenyon

Chief Financial Officer, Kambi Group Plc

A

I mean, that's pretty much driven by one client in particular so we don't -- we can't really comment on what one country can contribute, but we're -- again, we're pleased. As we've mentioned before, I think that customer has developed really well -- [ph] Corridor (00:29:22) in [indiscernible] (00:29:22). So, yeah, very pleased with the numbers but we can't disclose exactly what that is.

Q

Okay.

David Kenyon

Chief Financial Officer, Kambi Group Plc

A

As is usual -- say that most of revenues [ph] do have (00:29:33) cost come down to EBIT so it's not much the cost base in that country per se.

Q

Okay. Thank you. And looking at -- in New Jersey market in 2019, how do you think that the market dynamics will change with more operators up and running?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

I think -- probably I'll see in the majority of the operators that will be operating during 2019 there will be a few more entrants, but I still think if some of the big ones will probably compete better with the -- on the product side

later in the year but having said that, I still think that the market will grow from where we are and I think our customers have positioned themselves very, very well. So, for us, I think it's looking very positive.

Q

Great. And then my last question is in terms of the Pennsylvania market, when relating that to the New Jersey market, what type of market size is fair to assume?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yeah. Pennsylvania is clearly a larger state than New Jersey. So, long-term, I definitely think it's a bigger market when it comes to GGR. However, you have to think the tax rate in Pennsylvania is significantly higher. So, both for us and the operators, that will have a big effect on what is actually coming down to revenues.

Q

Okay. Great. Thank you. That's all for me.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Thank you.

Operator: Thank you. Our next question is a follow-up from Christian Hellman from Nordea. Please go ahead.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Hi. Thanks. Yeah, just a question on the Sportsbook margins in the U.S., sort of comparing it to the group, could you elaborate a bit on that? I believe that the margins in the U.S. are lower but if you could confirm that perhaps?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yeah. It's too short time period to give a clear answer on this but I have said before and I still believe that the types of sports and bet offers that are mainly bet on in the U.S., we have a lower theoretical margin. So, typically, we believe that the margin should be lower in the U.S. than in Europe. But it's very early days and the few results have a very big impact still.

Christian Hellman

Analyst, Nordea Bank ABP

Q

But that was the case in Q4 at least?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yeah.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Yeah. Okay. So adjusting for that, your [indiscernible] (00:32:44) Sportsbook margin [ph] which also (00:32:45) comparable to what you did in Q4 2017 was higher than [ph] 8.5%?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yeah. The European Sportsbook margin was higher than 8.5%.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Yeah. Yeah. Okay. And then just a sort of a question on a comment that you stated the CEO word at the beginning of the report that you're confident that Kambi can remain on an upward trajectory throughout 2019. What's sort of the basis for that? Is that more U.S. states to open up or what are the factors that sort of make you think that?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

I think we have certainly a much stronger portfolio of customers going into new year, starting with a high potential to grow, especially with the U.S. opening up, of course, but also bringing in customers like ATG.

And the second part of it is that -- I mean, there is more and more market opportunities opening up around the world. I mean, you see more potential regulations happening in U.S., in Latin America and even in Europe. You see things happening now.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Yes, yes. Okay. Fair enough. And then just a final one on Pennsylvania, looks sort of -- or for Pennsylvania to open up online, what sort is the base case now? It's somewhere in Q2, I guess, but what should we expect?

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yeah. I can't answer. I don't really know. I mean, it is a regulatory process. If you look in Europe, I mean, your guess is as good as mine. We have one [indiscernible] (00:34:50).

Christian Hellman

Analyst, Nordea Bank ABP

Q

No, it's not [indiscernible] (00:34:50). But is Q2 from a base case or [indiscernible] (00:35:00), just a guess.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

A

Yeah. I think it's possible, at least. I think you have the one date that will be like very important in the U.S. is when America put policies [indiscernible] (00:35:21). Hopefully, it happens before that, but I think that is probably the date that most regulators are aiming at.

Christian Hellman

Analyst, Nordea Bank ABP

Early September?

Q

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

Yeah.

A

Christian Hellman

Analyst, Nordea Bank ABP

Okay. Thank you very much.

Q

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

Thank you.

A

Operator: Thank you. As there are no further questions at this time, I will hand back to the speakers.

Kristian Nylén

Chief Executive Officer, Kambi Group Plc

Okay. Thank you for your questions and for listening in. We look forward to updating you on the 24th of April when we publish our first quarter result of 2019.

Disclaimer

The information herein is based on sources we believe to be reliable but is not guaranteed by us and does not purport to be a complete or error-free statement or summary of the available data. As such, we do not warrant, endorse or guarantee the completeness, accuracy, integrity, or timeliness of the information. You must evaluate, and bear all risks associated with, the use of any information provided hereunder, including any reliance on the accuracy, completeness, safety or usefulness of such information. This information is not intended to be used as the primary basis of investment decisions. It should not be construed as advice designed to meet the particular investment needs of any investor. This report is published solely for information purposes, and is not to be construed as financial or other advice or as an offer to sell or the solicitation of an offer to buy any security in any state where such an offer or solicitation would be illegal. Any information expressed herein on this date is subject to change without notice. Any opinions or assertions contained in this information do not represent the opinions or beliefs of FactSet CallStreet, LLC. FactSet CallStreet, LLC, or one or more of its employees, including the writer of this report, may have a position in any of the securities discussed herein.

THE INFORMATION PROVIDED TO YOU HEREUNDER IS PROVIDED "AS IS," AND TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, FactSet CallStreet, LLC AND ITS LICENSORS, BUSINESS ASSOCIATES AND SUPPLIERS DISCLAIM ALL WARRANTIES WITH RESPECT TO THE SAME, EXPRESS, IMPLIED AND STATUTORY, INCLUDING WITHOUT LIMITATION ANY IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, ACCURACY, COMPLETENESS, AND NON-INFRINGEMENT. TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, NEITHER FACTSET CALLSTREET, LLC NOR ITS OFFICERS, MEMBERS, DIRECTORS, PARTNERS, AFFILIATES, BUSINESS ASSOCIATES, LICENSORS OR SUPPLIERS WILL BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL OR PUNITIVE DAMAGES, INCLUDING WITHOUT LIMITATION DAMAGES FOR LOST PROFITS OR REVENUES, GOODWILL, WORK STOPPAGE, SECURITY BREACHES, VIRUSES, COMPUTER FAILURE OR MALFUNCTION, USE, DATA OR OTHER INTANGIBLE LOSSES OR COMMERCIAL DAMAGES, EVEN IF ANY OF SUCH PARTIES IS ADVISED OF THE POSSIBILITY OF SUCH LOSSES, ARISING UNDER OR IN CONNECTION WITH THE INFORMATION PROVIDED HEREIN OR ANY OTHER SUBJECT MATTER HEREOF.

The contents and appearance of this report are Copyrighted FactSet CallStreet, LLC 2019 CallStreet and FactSet CallStreet, LLC are trademarks and service marks of FactSet CallStreet, LLC. All other trademarks mentioned are trademarks of their respective companies. All rights reserved.