ategic Report

Flexibility to capture every opportunity

Our core strengths

Unparalleled scale

Playtech's global scale, extensive experience and expertise in regulated markets, and leading technology are unparalleled in the industry today.

Leading technology

Our full-service solution, which includes every product vertical integrated into our leading proprietary IMS platform, sets us apart from our competitors across the gambling value chain.

At the forefront of industry innovation

Our long history of investing in R&D to drive innovation has seen us pioneer omni-channel technology and the integration of our industry-leading content. The wealth of data we capture daily will enable further intelligence-driven investment.

Commitment to sustainability and safer gambling

We are focused on building a safe, sustainable industry for the benefit of all our stakeholders. This includes furthering Playtech's position as a global leader in safer products, data analytics and player engagement solutions.

Strong financial track record

Our proven track record of revenue generation and cash generation provides us with a strong base from which to reinvest and grow the business.

R&D investment

Playtech annually invests around 25% of B2B revenue in R&D, significantly more than its peers, to ensure all Playtech customers will benefit from cutting edge technology which promotes entertainment in a safe gambling environment indefinitely.

• Read more about our leading technology on pages 30 to 33

What we do

Our core strengths position us to capture any market opportunity in our industry, through:

B₂B

Providing technology to gambling operators globally through a revenue share model. Comprehensive offering covers the end-to-end gambling value chain, including the design, development and distribution across every gambling vertical integrated with Playtech's leading IMS platform.

Comprehensive strategic agreements

An extension of Playtech's B2B technology offering in which it partners with local heroes with a strong retail brand and presence to drive sales but without the technological expertise to succeed online.

B₂C

Leveraging Playtech's proprietary technology while operating directly as an operator in select markets and generating revenues from online gambling, gaming machines and retail betting.

White label agreements

Utilising Playtech's proprietary technology and capabilities to create value by running a B2C operation on behalf of a notable media or operator brand.

B2B B2C



Comprehensive strategic agreements

White label agreements

Value created

For customers

Amount invested in cash R&D including safer gambling initiatives

c.€150m

Total number of sports bets

c.400m

Number of poker tournaments on our networks

c.50m

For society and employees

Jobs (i.e. number of employees)

c.6,600

Number of charities and community organisations we supported

|>120

For shareholders

Operating cash flow

c.€315m

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