

Strong financial performance

Very strong performances from B2B and Snaitech drive 25% growth in Group Adjusted EBITDA.

Revenue¹

€1,205m

2021	1,205
2020	1,079
2019	1,441

Adjusted operating cash flow²

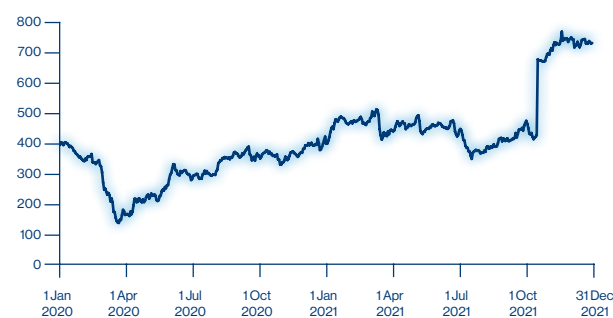
€315m

2021	315
2020	364
2019	321

¹ From continuing operations.

² Operating cash flow includes Finalto and is adjusted for Snaitech's PREU tax payment of €90 million relating to 2020, which was paid in 2021 due to circumstances around COVID-19.

Share price chart



Adjusted EBITDA¹

€317m

2021	317
2020	254
2019	375

Revenue from regulated markets¹

85%

2021	85%
2020	84%
2019	87%

“Our core B2B and B2C businesses remained resilient throughout the pandemic-hit months to drive a very strong EBITDA performance in 2021.”

Andrew Smith
Chief Financial Officer

Success across the Group

Business expansion

US momentum

Playtech continued to expand its presence in the US in 2021. The Company signed a strategic agreement with the Greenwood Companies to license Playtech products in Michigan, Indiana, New Jersey and Pennsylvania. The Group also built on its existing presence in New Jersey by partnering with Unibet to supply the Kindred-owned group with RNG Casino software, with more states to follow. Playtech also announced the launch of its Live Casino offering in the US, with state-of-the-art facilities opening in Michigan and New Jersey.

Significant progress in LatAm

Playtech's operations in Latin America continue to go from strength to strength, with existing partnerships showing strong growth alongside several new strategic agreements in the region. Caliente in Mexico saw significant growth alongside an increasing contribution from Wplay in Colombia. The Group also launched in Costa Rica and Panama, while plans are underway to open a new Live Casino facility in Peru to better serve Playtech's clients in the region.

Extended B2B agreements

Playtech made good progress in both extending agreements with the consumer-facing online gambling giants and striking new partnerships. The Company announced a five-year contract extension with Flutter Entertainment for its Paddy Power, Betfair and Sky Casino brands. In addition, it extended its partnership with Swiss Casinos through the launch of a new Live Casino studio and signed a new agreement with Scientific Games that allows both parties to benefit from each other's reach and scale.

Technology leadership

Record-breaking Live Casino game

Playtech's Live division rolled out a number of exciting new products, including a Who Wants To Be a Millionaire™ roulette game that has broken records for the most number of players on a Live table in the Company's history. The Live Casino vertical also added to its gameshow series with the launch of The Money Drop Live™, based on the iconic Banijay-owned brand, among others.

Snaitech online outperformance

Snaitech continued its record of outperformance, cementing its position as the number one retail and online sports betting brand in Italy across 2021. While pandemic-driven retail closures and sporting cancellations impacted the business, EBITDA from Snaitech's online business grew by over 50% as it benefited from its leading technology and brand recognition.

Strategic, multi-channel launch

Playtech signed a new, long-term strategic agreement with Holland Casino, enabling the state-owned casino operator to expand into the online betting and gaming space. Having launched with Playtech's full turnkey multi-channel technology as well as other products, Holland Casino has the most advanced offering in the Netherlands. A Live Casino facility has also been built near one of Holland Casino's existing locations as part of the deal.

Building a better business

Recognition in Safer Gambling

Alongside its industry-leading products and services, Playtech has worked with its licensees to raise industry standards in responsible business and safer gambling. The progress made in this space was recognised by GamCare, which made Playtech the first recipient of its new B2B Safer Gambling Standard. Playtech also partnered with Kindbridge to advance research into treatment for gambling-related disorders in a virtual setting.

Further progress with Sustainable Success

Following the launch of Playtech's Sustainable Success strategy in 2020, 2021 saw significant progress towards the programme's goal of building a safer, more sustainable entertainment industry for the benefit of all stakeholders. Among the key developments was the launch of a new Sustainability and Public Policy Committee that will advise on a wide range of responsible business topics and is directly overseen by the Board.

Significant evolution of the Board

2021 was a significant year in the evolution of Playtech's Board. Brian Mattingley took over as Chairman, bringing significant industry experience and a track record of delivering strong corporate governance. Brian appointed a new Senior Independent Director, Ian Penrose. Linda Marston-Weston joined the Board as a Non-executive Director, bringing extensive experience across a range of disciplines, including in promoting diversity and inclusion.

Company overview

Our purpose

Creating technology that changes the way people experience gambling entertainment

A global business

Playtech was established at the inception of the online gambling industry and possesses unparalleled knowledge and expertise in the sector, with over 20 years of experience and investment in technology.

Playtech's global scale and distribution capabilities, with over 180 licensees operating in over 30 regulated markets and with offices in 26 countries, mean we are ideally positioned to capture opportunities in newly regulating markets and high growth markets with low online penetration.

Our investment case

Playtech is the leading technology provider to the global gambling industry, with high operating margins and high cash generation.

This strong financial profile creates the ability to further extend our leading market position by investing in R&D, targeted strategic M&A, and generating value and returns for shareholders.

● [Read more about Playtech's investment case on page 8](#)

How we do this

Scale and distribution

Retail and online software for over 180 licensees in more than 30 regulated markets.

Data

Data-driven analytics and tools to develop intelligent platform features to improve customer experience.

Sustainable Success

Growing our business in a way that has a positive impact on our people, our communities, the environment and our industry.

Innovation and disruption

Delivering innovative ways for end customers to experience content and services, for example being the pioneer of omni-channel gaming.

Regulated jurisdictions

>30

Countries with offices

26

Employees

c.6,600



Our operations

B2B

Providing technology to gambling operators globally through a revenue share model and, in certain agreements, taking a profit share in addition.

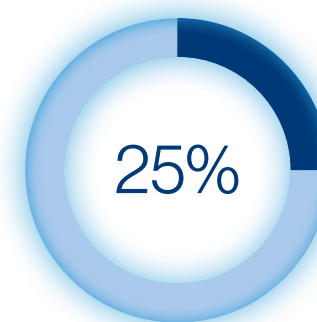
Revenue

€554m

EBITDA

€139m

EBITDA margin



● [Read more on pages 79 and 80](#)

B2C

Acting directly as an operator in select markets and generating revenues from online gambling, gaming machines and retail betting.

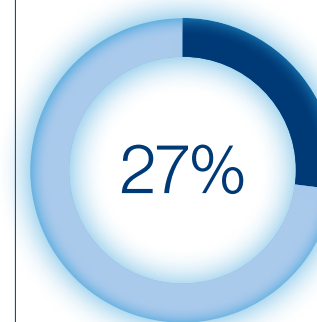
Revenue

€664m

EBITDA

€178m

EBITDA margin



● [Read more on pages 80 and 81](#)