



GANTM

4Q and FY 2020 Earnings Presentation

March 25, 2021



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This presentation uses certain non-GAAP financial measures as defined in SEC rules. We report our financial results in conformity with generally accepted accounting principles in the United States of America, or GAAP, and also communicate with investors using certain non-GAAP financial measures. These non-GAAP financial measures are not in accordance with, nor are they a substitute for or superior to, the comparable GAAP financial measures. These non-GAAP financial measures are intended to supplement the presentation of our financial results that are prepared in accordance with GAAP. Based upon feedback from investors and financial analysts, we believe that the supplemental non-GAAP financial measures we provide are useful to their assessments of our performance and operating trends. In accordance with Regulation G, reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures, including limitations associated with these non-GAAP financial measures, are provided later in this presentation.



Operational Highlights



2020 Key Performance Highlights & Looking Forward to 2021



U.S. B2B Market leadership, strong growth in recurring revenue, major client wins, Sports capability acquired

- **#1 B2B U.S. Internet gambling Platform** (second year running) by clients' Gross Operator Revenues
- Core B2B SaaS recurring revenue grew +67% YoY to \$25.9M, led by U.S. growth
 - U.S. real money iGaming & online sports betting revenues grew +92% YoY to \$12.8M
 - U.S. Simulated Gaming revenue increased +77% YoY to \$8.2M
 - Italian real money iGaming revenue increased +17% to \$5.0M
- **6 new client wins** including PENN National, Wynn Resorts & Churchill Downs
- Acquisition of **COOLBET** sports tech, risk management & trading capabilities for U.S. launch in 2021
- Significant investment in headcount, "burstable bandwidth", costs related to U.S. NASDAQ listing, and M&A

Q1 2021: Revenue guidance of \$24M - \$25M on \$200M+ of Gross Operator Revenue

- **Michigan:** Simultaneous launch of 3x clients on 1/22 securing 21%+ combined total market share YTD¹
- **Tennessee:** Launch of Churchill Downs as 6th B2C operator of online sports betting (GAN's 6th real money State)
- **Client wins:** Seneca (NY), Gila River (AZ) for Simulated Gaming & Westgate Resorts' SuperBook® (CO, NJ) real money
- **Patent:** Licensing deal completed (\$3M) setting U.S. market value of \$75 per Linked reward card
- **COOLBET:** \$12M+ revenue in Q1 up +70% YoY and operating at >20% EBITDA margin

2021 Guidance: \$100M - \$105M revenue from \$900M+ in Gross Operator Revenue

¹Market share numbers are derived from publically available data from the Michigan Gaming Control Board and Eilers and Krejcek, numbers are YTD as of February 28, 2021.

Unlocking Scale and Shareholder Value



Executed transformational up-list to NASDAQ, completed follow-on offering, delivered significant incremental shareholder value

From AIM to NASDAQ



\$168M

in new capital + U.S. investors,
visibility and valuation

COOLBET Acquisition



\$187M

equity value of COOLBET, adding
strategic, high-growth B2C
revenue and EBITDA
at a competitive multiple

Market Capitalization for Shareholder Value



\$743M

GAN market cap increased over
10x in 2020¹



¹ GAN market capitalization of \$69.0M on 12/31/2019, with a close of \$743M market cap on 12/31/2020

Competitive Advantage: Driving New Client Wins

Multi-State proven U.S. technology solution, Strategic Patent, superior conversion funnel, analytics framework & U.S. data mountain

New Clients: Real Money iGaming & Sports

Select new RMIg contracts in 2020:

- **Churchill Downs**, national contract for iGaming and online sports betting
- **Wynn Resorts**, landmark 10-year deal for Michigan iGaming & sports
- **Cordish Group**, for Pennsylvanian iGaming

Q1 2021: Westgate Resorts' SuperBook® (CO Sports, NJ Sports & Casino)

New Clients: Simulated Gaming

Select new client wins in 2020:

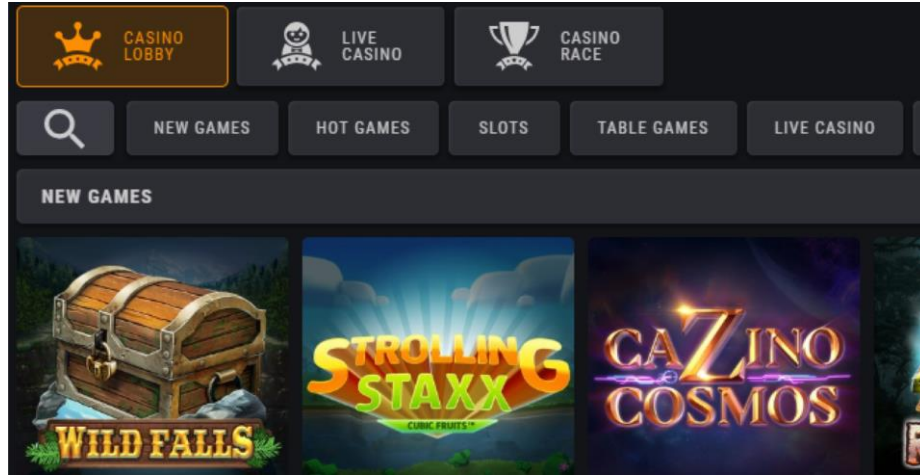
- **Snoqualmie**, major Native American casino in Washington
- **Route 66**, Native American casino in New Mexico
- **PENN National**, major commercial casino operator, nationwide

Q1 2021: Seneca Gaming, major Native American casino in New York and Gila River and southwest operator in Arizona



Competitive Landscape

Fast-growing Michigan provides an at-a-glance comparison opportunity: How are B2B technology vendors faring online?



Powering Michigan's Online Gambling Market

Three major clients operating online in Michigan:

- **FanDuel Group**, leveraging GAN's Platform for iGaming
- **Churchill Downs**, Twin Spires iGaming and online sports betting
- **Wynn Resorts**, WynnBET iGaming & sports

\$132M in first 5 weeks Gross Operator Revenues in Michigan 21%+ of total Michigan online gambling enabled by GAN, YTD

Continued leadership among B2B peers

Breakdown of B2B Casino & Sports online gross revenue, by key technology vendor, delivered to Michigan operators YTD¹:

- **68% delivered by GAN (iGaming & Sports)**
- **22% delivered by KAMBI (Sports only)**
- **10% delivered by all other U.S. B2B vendors, combined**

GAN leads in delivering online gambling in the fastest-growing State in the U.S.

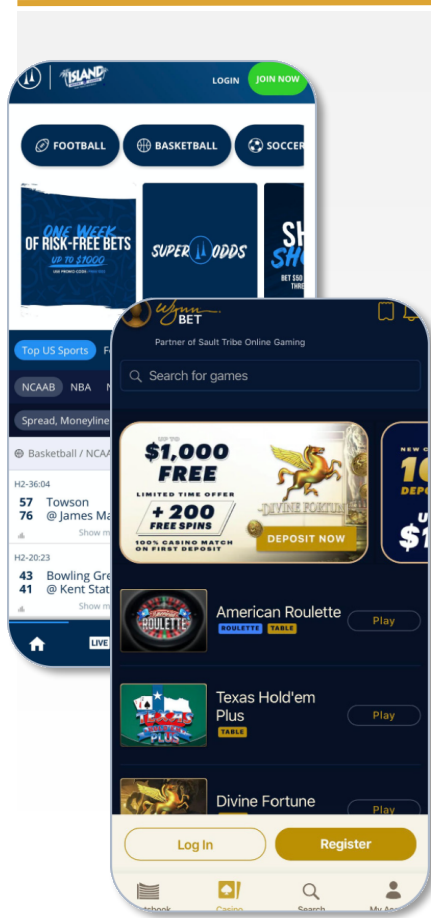


¹All market share numbers are derived from publically available data from the Michigan Gaming Control Board, numbers are from January & February 2021.

Outlook: Continuing Momentum in 2021

Successful launch in Michigan & Tennessee, COOLBET growth, first patent license of 2021 completed

Michigan 'Big Bang' & Multi-State in Tennessee



- FanDuel's Online Casino, Churchill Downs' Twin Spires & Wynn Resorts launched 1/22
- Apple 'native' IOS App, Android App, Desktop & Mobile Web launched 'Day One'
- 125+ Online Casino games from 4x RGS integrations
- **26%+** Michigan's Internet gambling market operating on GAN technology YTD¹
- Tennessee launch of TwinSpires.com for Churchill Downs on 3/18 leveraging GAN's 'One Account, Any State' tech capability

COOLBET Acquisition



- Acquisition announced 11/16/2020: Closed 1/1/2021
- Secured first client for B2B Sports contract in U.S. (VA), pending licensure
- COOLBET International operations exceeding expectations in Latin America & Europe

Content & Strategic U.S. Patent

- Super RGS and exclusive iGaming content procurement strategy now well advanced, strongly positioned for 2021 revenue contribution
- 13+ years remaining on U.S. patent for integrating online with retail
- \$3M Patent license deal expected Q4 2020 - closed early Q1 2021
- Substantial pipeline of incremental U.S. Patent licensing deals
- Balance sheet strength enables heightened enforcement & monetization

¹ Market share numbers are derived from publically available data from the Michigan Gaming Control Board and Eilers and Krejcek, numbers are YTD as of February 28, 2021.



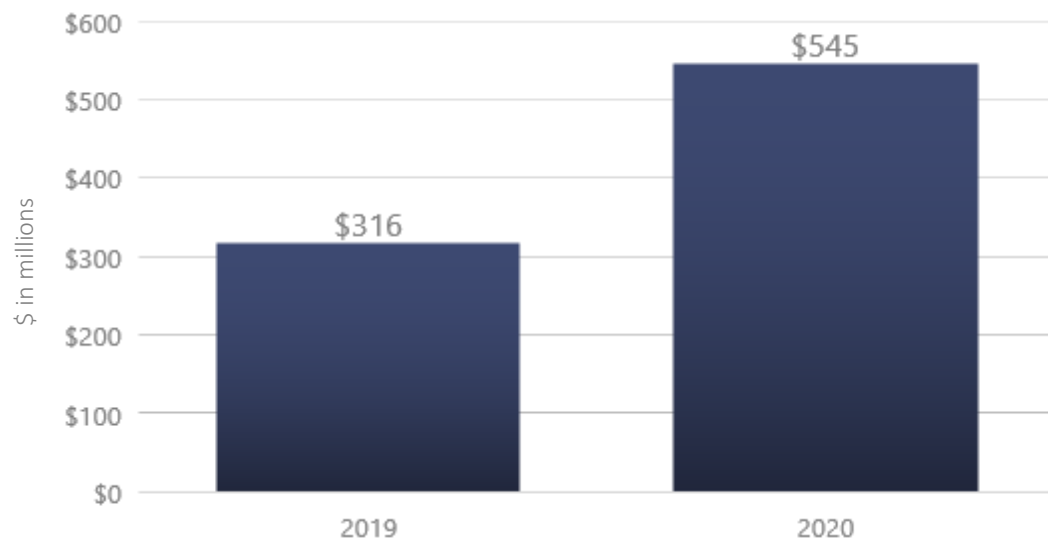
Financial Results



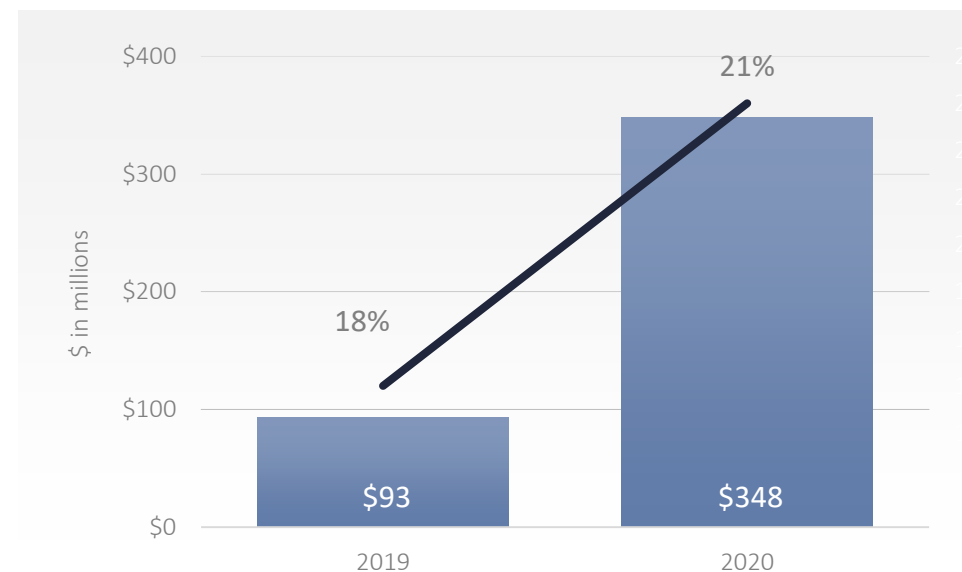
Revenue Drivers and KPIs

#1 U.S. iGaming platform in 2020, with over \$500M in GOR and 21% market share

Gross Operator Revenue



U.S. iGaming GOR and iGaming Market Share

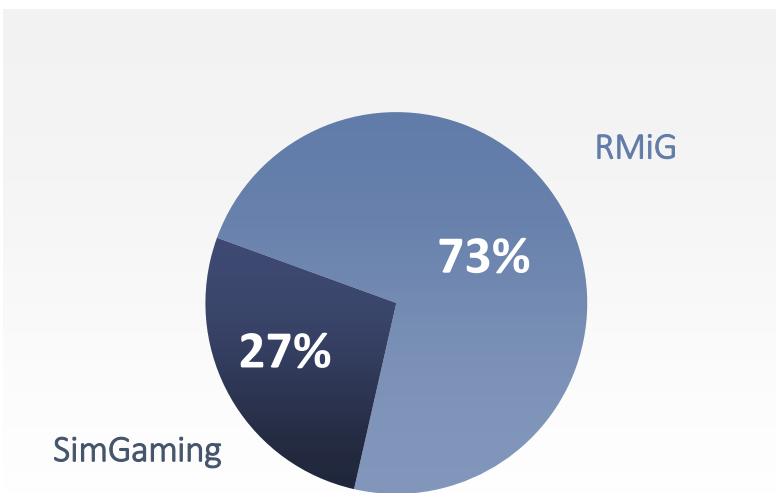
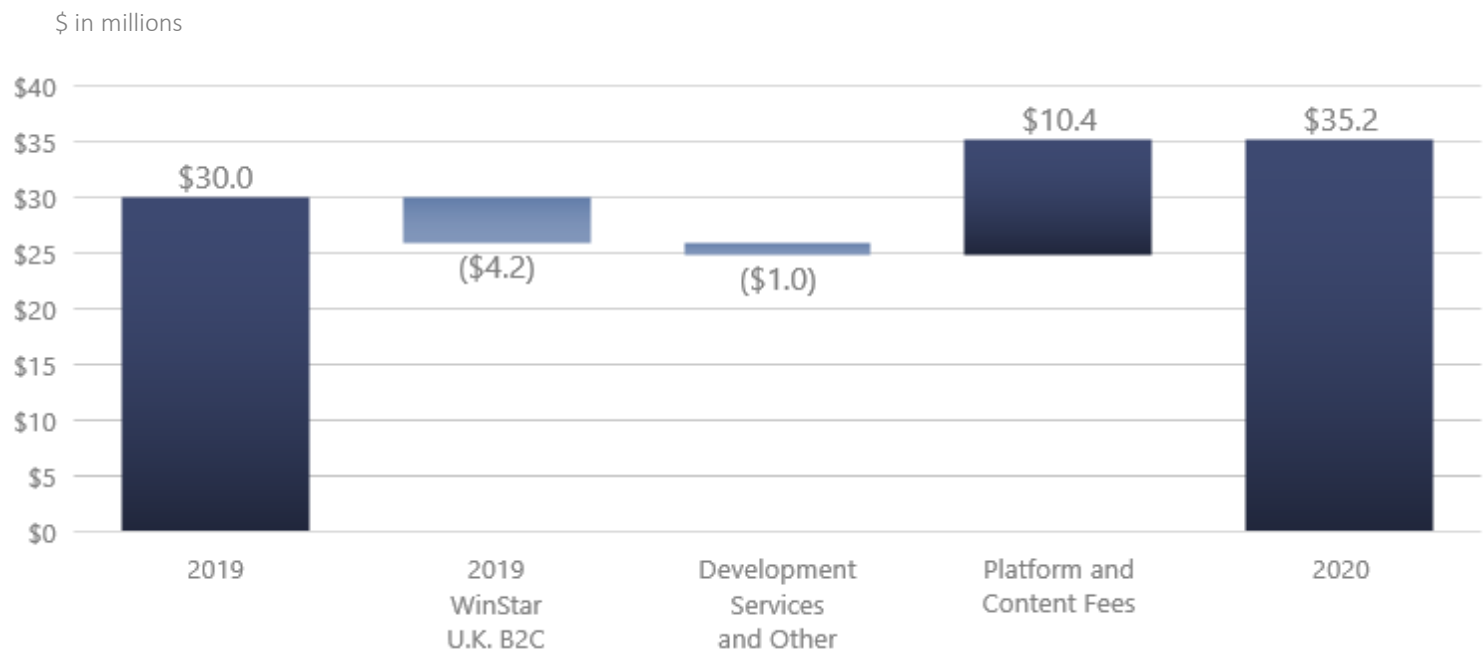


Key Highlights

- Growth in **U.S. iGaming** business outpaced the market, up **273%** year-over-year vs. 230% for the total addressable market - as a result of execution and increased market share

Revenue Performance

Strong growth in core enterprise platform business driven by momentum in iGaming and Simulated

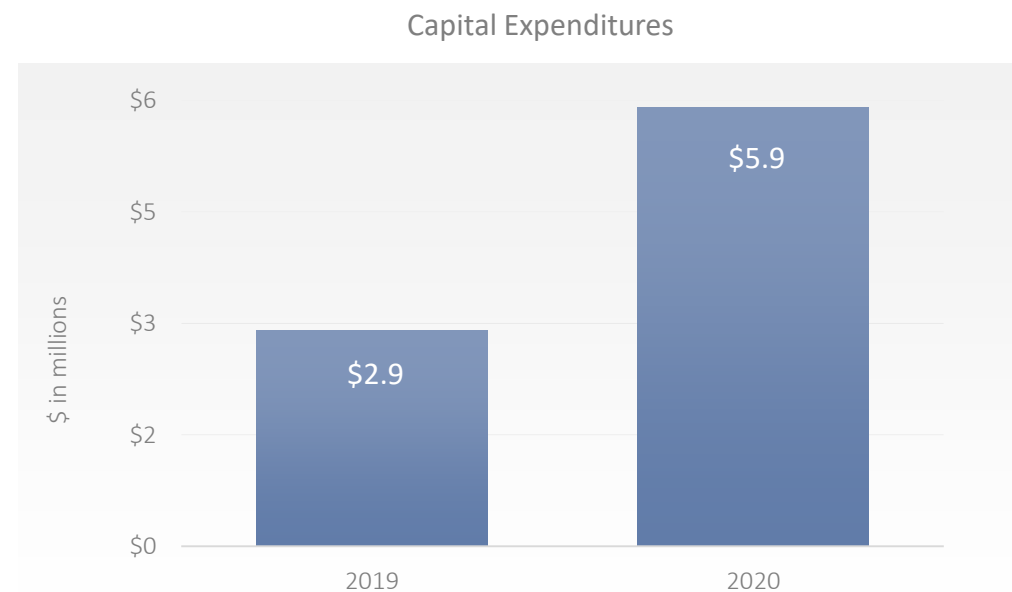
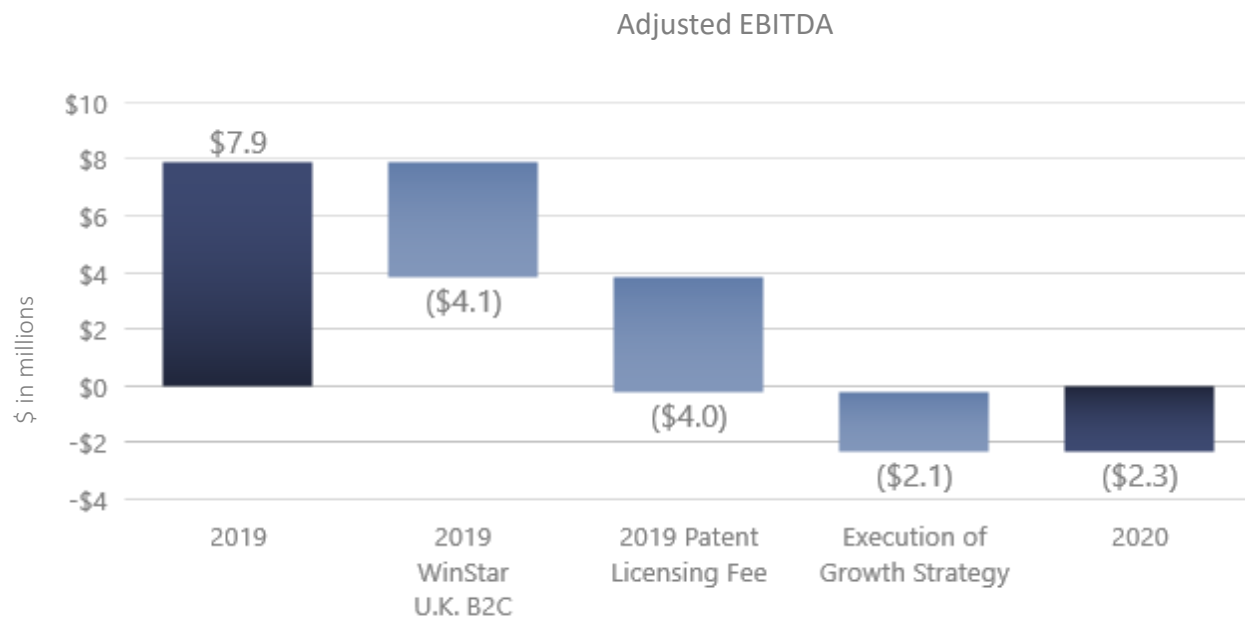


Key Highlights

- Annual revenue increased 17% year-over-year to **\$35.2M** in 2020; **\$3.0M** patent revenue pushed to Q1, as announced February 9th
- Organic growth of our **core B2B business**, excluding the 2019 impact of UK B2C and patent licensing, performed extremely well, with revenue increasing **62%** year-over-year

Adjusted EBITDA

Strong growth in core enterprise platform business driven by momentum in iGaming and Simulated



Key Highlights

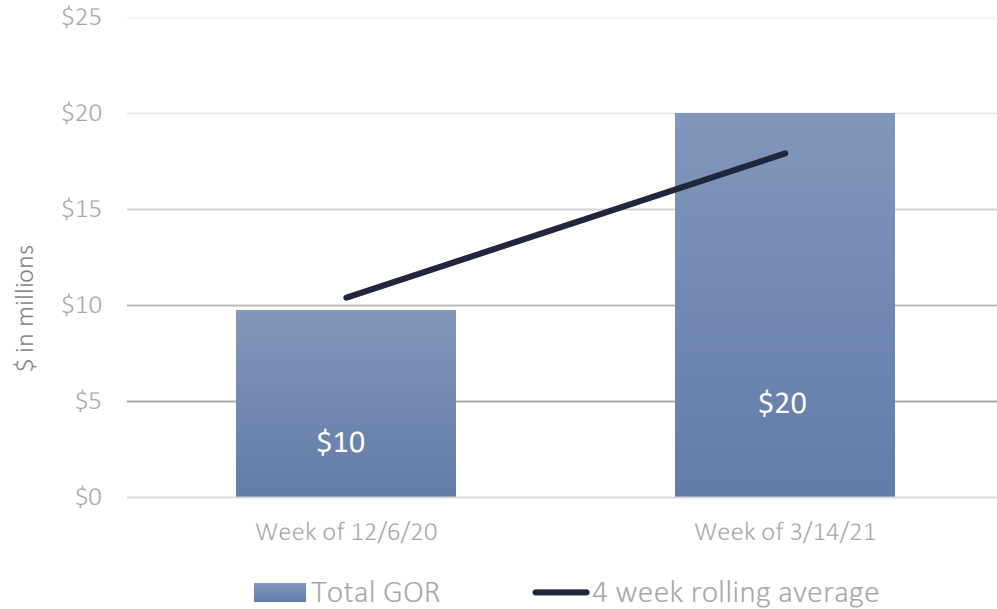
- Year-over-year, Gross Profit in our core business increased **\$11.3M** and **107%**, excluding the 2019 impact of UK B2C and patent licensing, which helped mitigate the significant investments we made to position the company for 2021 and beyond
- A portion of the capital raised was deployed to software development, as we continue to enhance the platform and our capabilities, such as for “one account, any product, any state”

1Q and FY 2021 Guidance

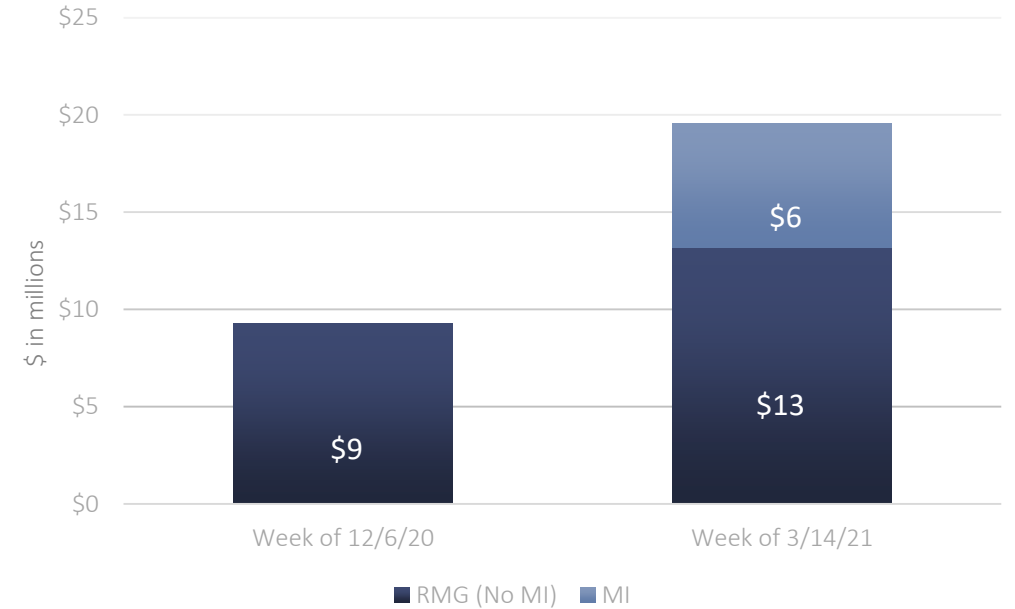


Significant momentum and anticipated favorable Q1 results on both B2B organic and B2C accretive growth

Weekly Total GOR Trends

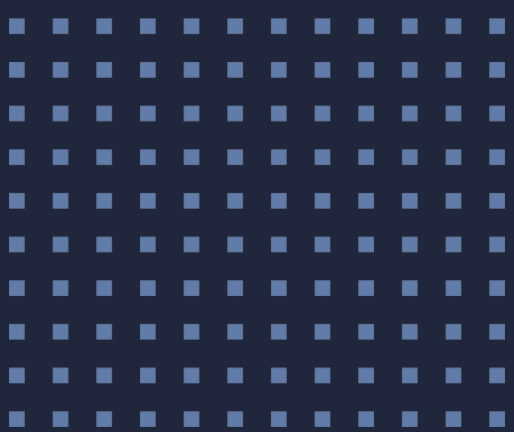


Total RMiG GOR Trends



Key Highlights

- Guidance of annual revenue of **\$100M to \$105M**, with **\$24M to \$25M** for the first quarter.
- Focus on long-term AEBITDA in 2021; investments in 2020 related to NASDAQ listing and COOLBET are complete



Appendix



U.S. GAAP P&L

(Unaudited, in thousands of US\$)

	Three Months Ended December 31,		Year Ended December 31,	
	2020	2019	2020	2019
Total Revenue	8,900	10,691	35,159	29,971
RMiG				
Revenue	5,978	9,291	25,610	24,228
Cost of revenue ⁽¹⁾	2,250	(155)	7,486	4,833
Impairment of internal-use software	-	626	-	626
RMiG segment gross profit	3,728	8,820	18,124	18,769
Segment gross profit margin %	62%	95%	71%	77%
Simulated Gaming				
Revenue	2,922	1,400	9,549	5,743
Cost of revenue ⁽¹⁾	1,323	526	2,985	2,270
Simulated Gaming segment gross profit	1,599	874	6,564	3,473
Segment gross profit margin %	55%	62%	69%	60%
Cost of revenue - depreciation and amortization	778	808	2,968	4,253
Total gross profit	4,549	8,886	21,720	17,989
Gross profit margin %	51%	83%	62%	60%
Sales and marketing	1,264	955	5,046	3,487
Product and technology	2,939	1,310	11,032	3,413
General and administrative ⁽¹⁾	8,519	3,052	24,825	8,435
Operating costs - depreciation and amortization	106	21	289	63
Total operating costs and expenses	12,828	5,338	41,192	15,398
Operating income (loss)	(8,279)	3,548	(19,472)	2,591
Other (income) expense, net	16	(5)	392	13
Income (loss) before income taxes	(8,295)	3,553	(19,864)	2,578
Income tax expense	34	165	353	574
Net income (loss)	(8,329)	3,388	(20,217)	2,004

¹ Excludes depreciation and amortization

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U.S. GAAP Balance Sheet



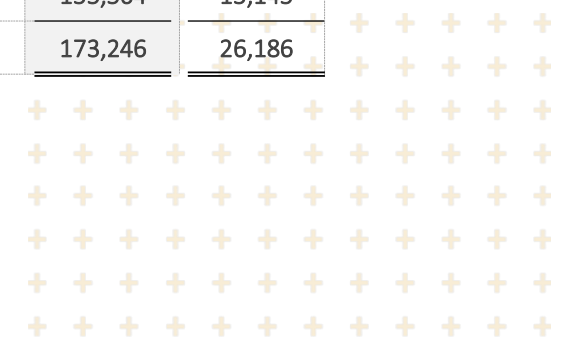
(Unaudited, in thousands of US\$)

As of December 31

| ASSETS | 2020 | 2019 |
|---|----------------|---------------|
| Current assets | | |
| Cash | 152,654 | 10,279 |
| Accounts receivable, net | 8,056 | 5,604 |
| Prepaid expenses | 1,912 | 575 |
| R&D tax credit receivable | - | 1,127 |
| Other current assets | 874 | 1,181 |
| Total current assets | 163,496 | 18,766 |
| Property and equipment, net | 1,320 | 303 |
| Capitalized software development costs, net | 6,648 | 4,784 |
| Operating lease right-of-use assets | 577 | 1,051 |
| Intangible assets, net | 468 | 348 |
| Other assets | 737 | 934 |
| Total assets | 173,246 | 26,186 |

As of December 31

| LIABILITIES AND STOCKHOLDERS' EQUITY | 2020 | 2019 |
|---|----------------|---------------|
| Current liabilities | | |
| Accounts payable | 4,707 | 2,645 |
| Accrued expenses | 8,538 | 3,157 |
| Contract liabilities | 1,083 | 3,023 |
| Operating lease liabilities | 262 | 289 |
| Other current liabilities | 2,722 | 1,179 |
| Total current liabilities | 17,312 | 10,293 |
| Operating lease Liabilities | 313 | 693 |
| Other noncurrent liabilities | 57 | 55 |
| Total liabilities | 17,682 | 11,041 |
| Total stockholders' equity | 155,564 | 15,145 |
| Total liabilities and stockholders' equity | 173,246 | 26,186 |



Adjusted EBITDA Reconciliation

(Unaudited, in thousands of US\$)

| | Three Months Ended
December 31, | | Year Ended
December 31, | |
|--|------------------------------------|--------------|----------------------------|--------------|
| | 2020 | 2019 | 2020 | 2019 |
| Net income (loss) | (8,329) | 3,388 | (20,217) | 2,004 |
| Income tax expense | 34 | 165 | 353 | 574 |
| Other (income) expense, net | 16 | (5) | 392 | 13 |
| Depreciation and amortization | 884 | 829 | 3,257 | 4,316 |
| Share-based compensation and related expense | 1,387 | 99 | 10,181 | 367 |
| Initial public offering transaction related | - | - | 2,831 | - |
| Impairment of internal-use software | - | 626 | - | 626 |
| Tax related provisions | - | - | 939 | - |
| Adjusted EBITDA | (6,008) | 5,102 | (2,264) | 7,900 |

Use of Non-GAAP Financial Measures

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Adjusted EBITDA is a non-GAAP financial measure that is provided as supplemental disclosure which is defined as net income (loss) before interest costs, income taxes, depreciation and amortization, impairments, share-based compensation expense and related expense, initial public offering related costs and other items which our Board of Directors considers to be infrequent or unusual in nature.

Management uses Adjusted EBITDA to measure its financial performance. Specifically, it uses Adjusted EBITDA (1) as a measure to compare its operating performance from period to period, as it removes the effect of items not directly resulting from core operations and (2) as a means of assessing its core business performance against others in the industry, because it eliminates some of the effects that are generated by differences in capital structure, depreciation, tax effects and unusual and infrequent events. The presentation of Adjusted EBITDA is not intended to be used in isolation or as a substitute for any measure prepared in accordance with GAAP. Adjusted EBITDA, as defined, may not be comparable to similarly titled measures used by other companies in the industry, and Adjusted EBITDA may exclude financial information that some investors may consider important in evaluating the Company's performance.

Revenue Drivers and KPIs – Full Year



YoY Increases in Active Player Days and ARPDAU; Take Rate stable excluding 2019 UK B2C and patent licensing

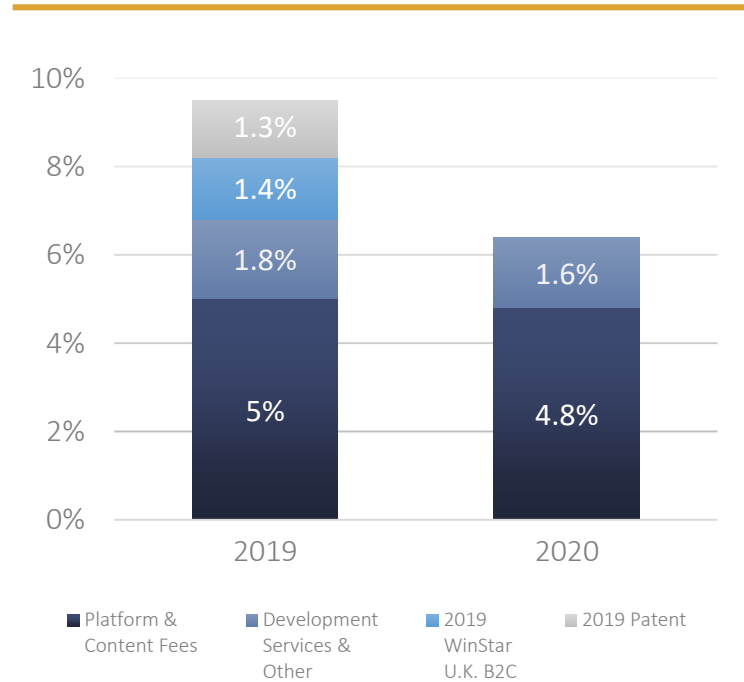
Active Player-Days⁽¹⁾
(in millions)



ARPDAU⁽²⁾



GAN TAKE RATE⁽³⁾



Key Highlights

- ARPDAU increased as U.S. iGaming recurring revenue more than doubled as a percentage of total revenue; overall Simulated recurring ARPDAU increased from approximately \$1.00 to \$1.50

¹ GAN defines Active Player-Days as unique individuals who log on and wager each day (either wagering with real money or playing with virtual credits used in Simulated Gaming), aggregated during the calendar period

² GAN defines ARPDAU as Gross Operator Revenue divided by the identified number of Active Player-Days

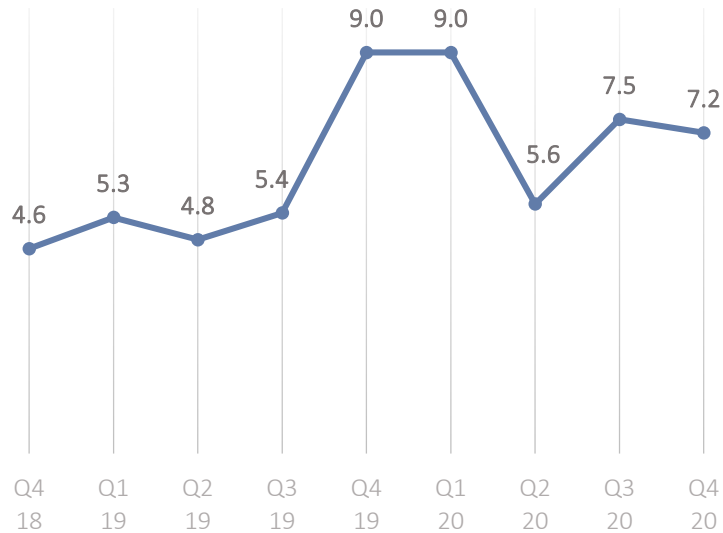
³ Take Rate is a measure of all GAN revenue over Gross Operating Revenue generated on GAN's Platform



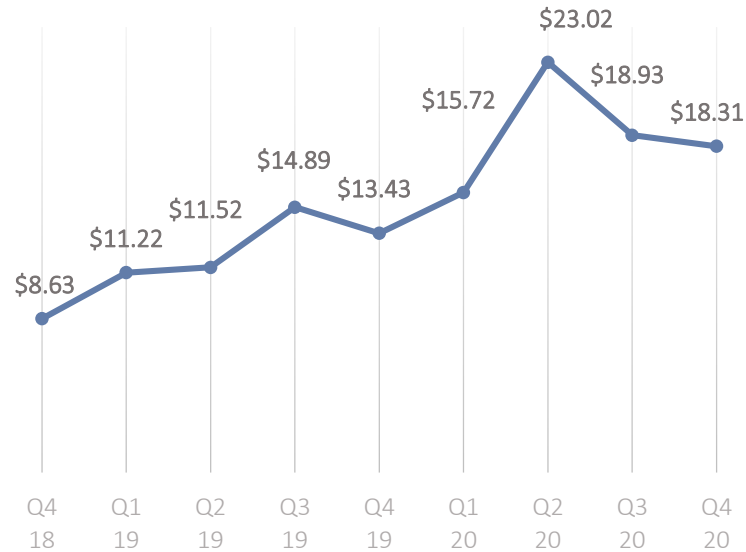
Revenue Drivers and KPIs – Quarterly Trend

GAN Take Rate decreased vs. prior due to 2019 impact of UK B2C and patent licensing, and increase of PA with higher tax rates

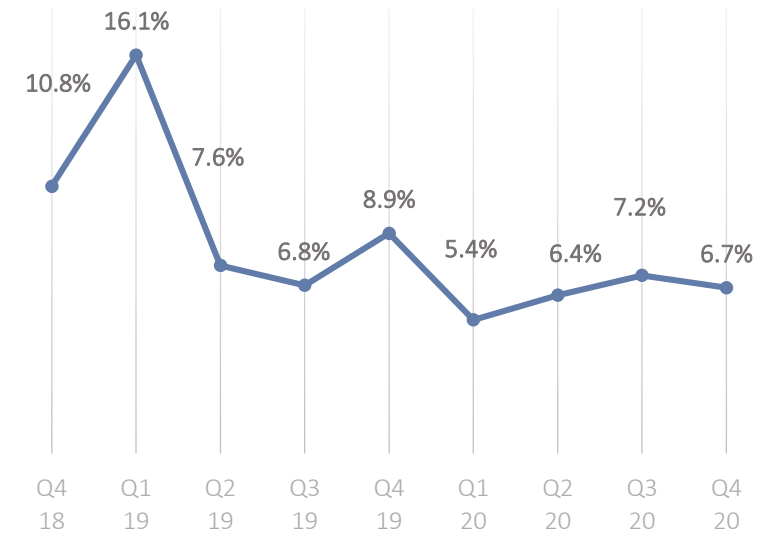
Active Player-Days⁽¹⁾
(in millions)



ARPDau⁽²⁾



GAN TAKE RATE⁽³⁾



Key Highlights

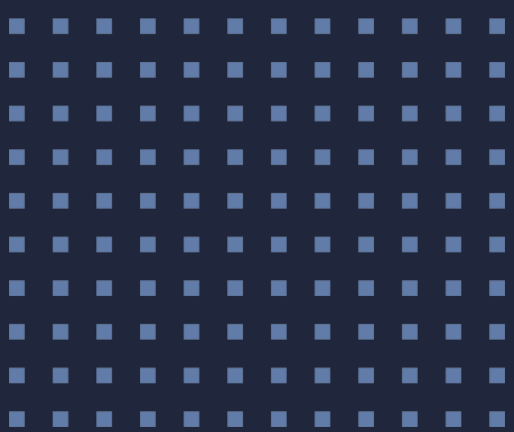
- ARPDau declined QoQ as Simulated Gaming increased from 21% of revenue in Q3 to 29% of revenue in 4Q
- Take rate declined QoQ, as Platform and Content Fee revenue consisted a higher percentage of overall revenue vs. 3Q

¹ GAN defines Active Player-Days as unique individuals who log on and wager each day (either wagering with real money or playing with virtual credits used in Simulated Gaming), aggregated during the calendar period

² GAN defines ARPDau as Gross Operator Revenue divided by the identified number of Active Player-Days

³ Take Rate is a measure of all GAN revenue over Gross Operating Revenue generated on GAN's Platform





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