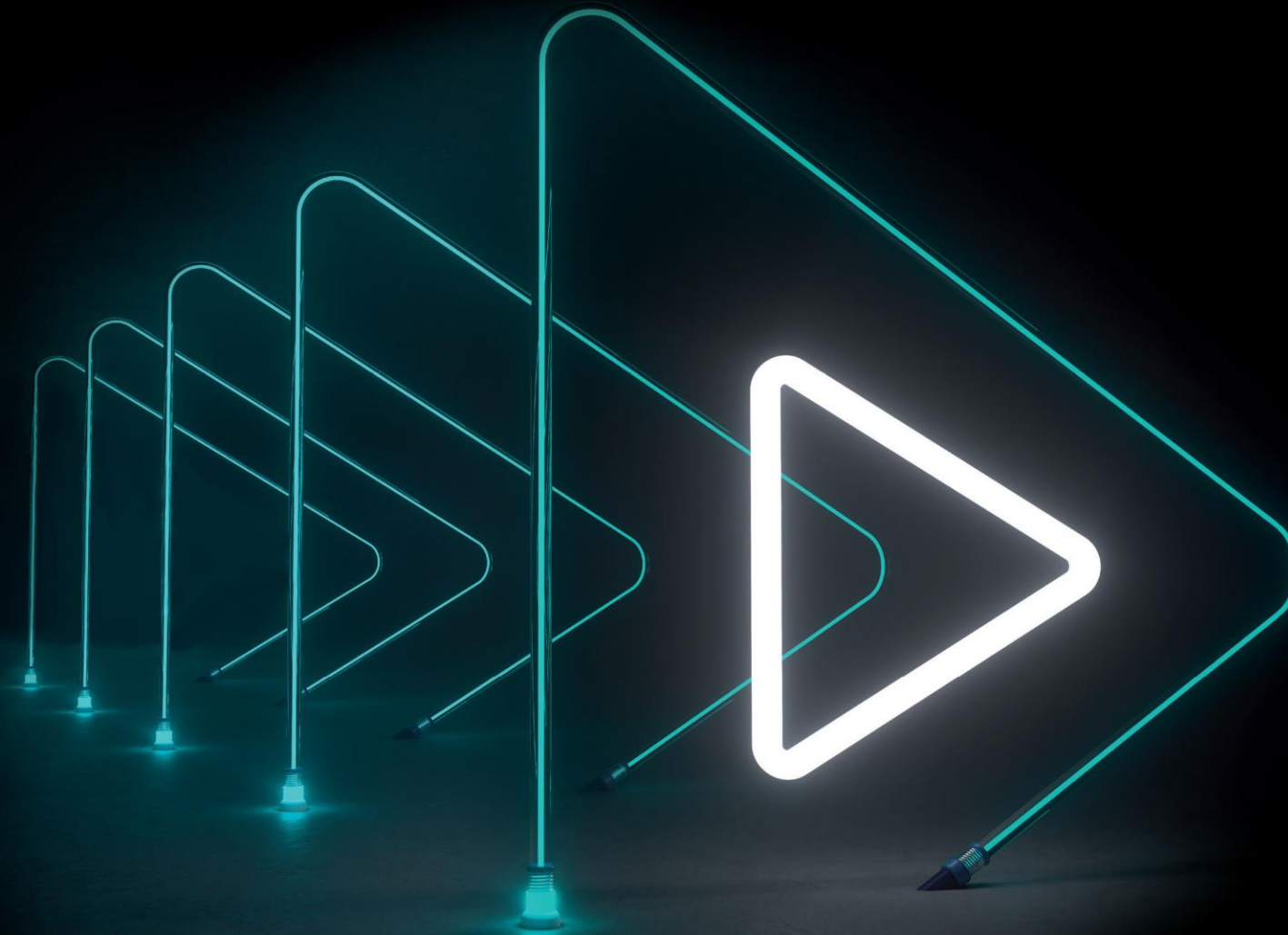


FY 2020 results

11 March 2021



Group overview



Mor Weizer
Chief Executive Officer

Financial review and outlook



Andrew Smith
Chief Financial Officer

Strategic priorities



Mor Weizer
Chief Executive Officer

Positioned for long term success

- Significant strategic & operational progress due to the hard work, resilience & commitment of our people
- Executing US strategy: NJ & Michigan licences, bet365 & Entain launched, strategic deals with Parx & Novomatic
- Structured agreements signed in Guatemala, Costa Rica and Panama; continued growth from Caliente
- Continued diversification of B2B business; over 100 new brands added to SaaS offering in 2020
- Snaitech transformation to online accelerated with 92% online EBITDA growth; #1 in Sports in Italy
- Launch of Sustainable Success, our new ESG commitment
- Simplification of Playtech; Finalto sale process ongoing & Casual Gaming business disposed
- Brian Mattingley to join as Chairman; UK tax domicile effective January 2021

Responsible actions taken throughout pandemic

- Priority was to protect our people, limit impact on stakeholders, support our communities
- Business continuity plan enacted early
- Outstanding response from our employees
- Executed more projects than ever before
- Safer Gambling engagement tools were made available for free during the crisis
- Launch of £3 million COVID-19 fund

Group overview



Mor Weizer
Chief Executive Officer

Financial review and outlook



Andrew Smith
Chief Financial Officer

Strategic priorities



Mor Weizer
Chief Executive Officer

Good performance with strong financial discipline

Resilient FY in light of COVID-19

- Adjusted EBITDA of €310 million
 - Very strong Finalto performance in H1
 - Core B2B and Snaitech drove H2
- B2B very strong online; retail impacted by pandemic
 - Non-UK regulated Online (ex Sports) up 68% at cc
 - Underlying cost reduction with targeted investments
- Snaitech EBITDA of €132 million
 - Online revenues up 58%; number 1 in Sports

Tax migration

- Domiciled in UK effective January 2021
- No impact on expected cash taxes

Cash preservation measures

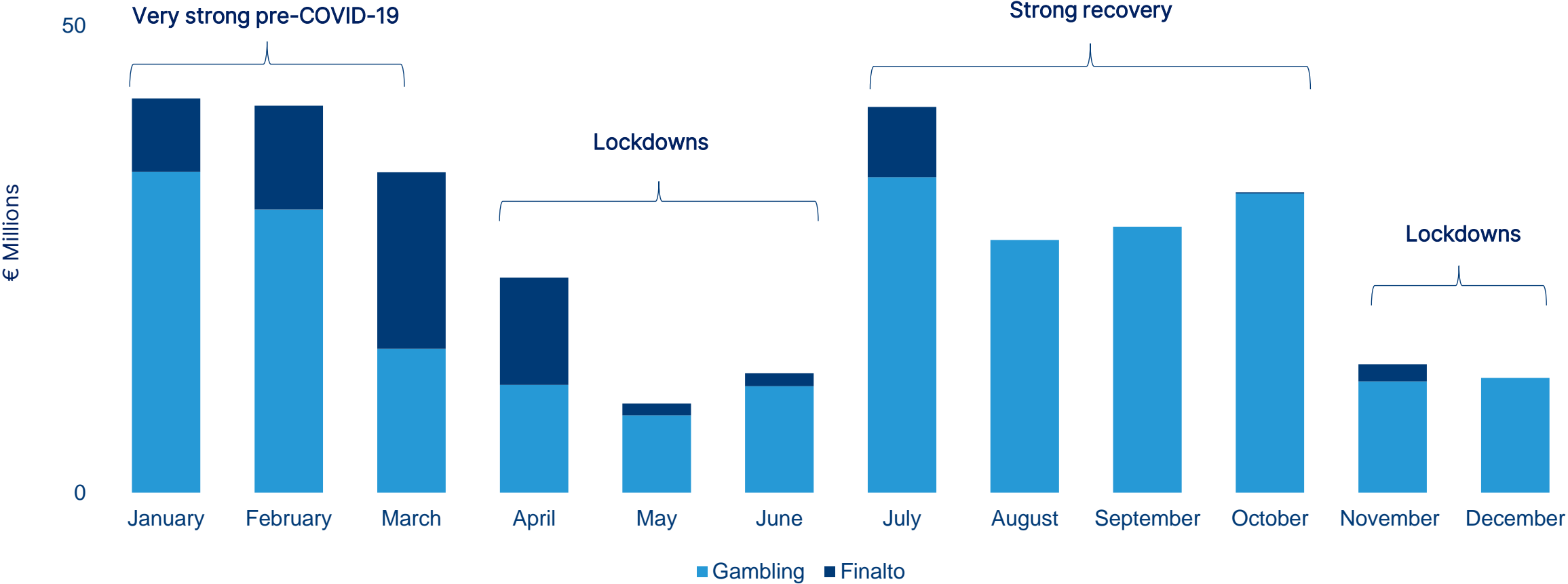
- Early decisions taken to preserve cash across Group
- All areas of cash preservation examined

Strong balance sheet and liquidity

- RCF drawn down; covenants renegotiated
- Final €50m of Snaitech land sale received in 2020
- Net Debt / EBITDA of 1.7x (FY19: 1.6x)

Group EBITDA by month

H2 performance driven by Gambling



B2B Gambling

Strong Core B2B performance outside UK

€ millions	FY 2019	FY 2020	%	CC%
UK	203.8	149.9	-26%	-25%
Other regulated	168.6	176.7	5%	10%
Total Regulated B2B revenue	372.4	326.6	-12%	-10%
Unregulated excl. Asia	69.5	87.5	26%	26%
Asia – European customers	10.9	9.2	-16%	-13%
Total Core B2B revenue	452.8	423.3	-7%	-4%
Asia – local customers	101.1	71.5	-29%	-28%
Total B2B Gambling revenue	553.9	494.8	-11%	-9%
B2B costs	339.1	369.0	9%	11%
B2B Adjusted EBITDA	214.8	125.8	-41%	-40%

Online only & excluding Sports			
FY 2019	FY 2020	%	CC%
102.2	101.8	0%	1%
79.7	126.8	59%	68%
181.9	228.6	26%	30%
66.5	85.6	29%	29%
10.9	9.2	-16%	-13%
259.3	323.4	25%	28%
101.1	71.5	-29%	-28%
360.4	394.9	10%	12%

B2B Gambling costs

Underlying cost reduction with targeted investments

€ millions	FY 2019	FY 2020	(%)
R&D	80.9	76.1	-6%
Operations	181.2	214.5	18%
G&A	57.4	63.2	10%
S&M	19.6	15.2	-22%
Total B2B Gambling costs	339.1	369.0	9%

- Incremental investments totalling c.€30m; LatAm, US, Live Casino & targeted licensee marketing campaigns
- One off costs totalling c.€10m including tax advisory work & COVID-19 related provisions and charitable donations

B2C Gambling performance

Snaitech resilient despite pandemic

€ millions	Revenue				Adjusted EBITDA		
	FY 2019	FY 2020	%	CC%	FY 2019	FY 2020	%
Snaitech	829.7	522.2	-37%	-37%	162.5	132.0	-19%
HPYBET	19.7	19.1	-3%	-3%	-11.9	-11.3	-5%
White label (incl. Sun Bingo)	51.1	55.0	8%	10%	9.9	7.1	-28%
Total B2C Gambling	900.5	596.3	-34%	-34%	160.5	127.8	-20%

- Resilient Snaitech results despite retail closures and sports cancellations
- Although classified as B2C, Sun Bingo business is B2B in nature with typical software royalty agreement
- HPYBET now under Snaitech management

Snaitech performance

Resilient FY driven by online strength and variable cost franchise model

€ millions	FY 2019	FY 2020	%
Retail betting	174.1	112.1	-36%
Gaming machines	523.7	227.5	-57%
Online	100.3	158.5	58%
Other	31.6	24.1	-24%
Total revenue	829.7	522.2	-37%
Retail EBITDA	116.8	44.3	-62%
Online EBITDA	45.7	87.7	92%
Adjusted EBITDA	162.5	132.0	-19%
Adjusted EBITDA margin	20%	25%	n/a
Underlying margin*	46%	48%	n/a

FY 2020 results

* Underlying margin excludes the distribution costs paid to franchisees



Strong 2020 contribution

USD millions	FY 2019	FY 2020	%
Net Revenue	\$76.2	\$136.4	79%
Adjusted EBITDA	\$8.9	\$62.0	597%
Margin	12%	45%	

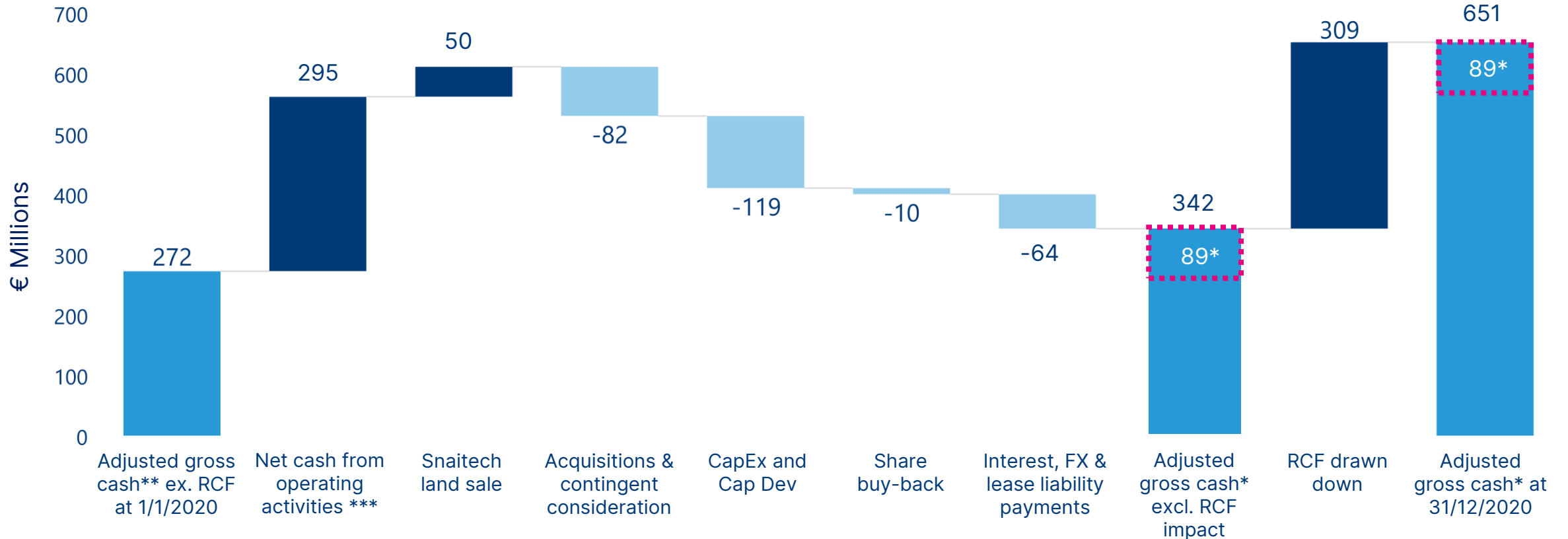
- 2020 performance benefitted from increased market volatility and trading volumes particularly in H1
- Market conditions began to normalise towards the end of H1 and continued throughout H2

Strong balance sheet and liquidity

- Long-term financing in place; prudent leverage
 - RCF drawn down in H1 2020 as precautionary measure
 - Covenants renegotiated for Dec 2020 & June 2021 tests; expected to be comfortably within limits
 - Playtech has 5-year (€530m) and 7-year (€350m) bonds (October 2023 and March 2026)
- Shareholder distributions suspended in March 2020; committed to resuming whilst taking a prudent approach to capital structure and leverage
- Final €50m of Snaitech land sale received in 2020; €14m in H1 and €36m in H2

Adjusted cash bridge

Free cash flow positive; liquidity improved



* Includes €89m of 2020 PREU tax to be paid in H1 2021

** Adjusted gross cash denotes cash after deducting the year end balance for progressive jackpots, security deposits, client deposits and client funds

*** Net cash from operating activities is stated after deducting the year on year movement on progressive jackpots, security deposits, client deposits and client funds.

Cash on balance sheet

Cash position strengthened despite pandemic

€ millions	December 2020						Jun-20	Dec-19
	Gambling	Snaitech*	Finalto	Total	RCF	Total excl. RCF	Total excl. RCF	
Gross Cash	314	331	416	1,061	(309)	752	716	610
Client funds / progressives**	(88)	(41)	(280)	(410)	-	(410)	(367)	(338)
Adjusted gross cash	226	290	136	651	(309)	342	349	272
Cash needed for operations	(50)	(30)	(53)	(133)	-	(133)	(133)	(133)
Capital adequacy	-	-	(60)	(60)	-	(60)	(60)	(70)
Available cash	176	260	23	458	(309)	149	156	69

* Available cash in Snaitech includes €89m of 2020 PREU tax to be paid in H1 2021

** Includes Client funds, progressive jackpots, security deposits & player balances

Equipped to emerge strongly from the COVID-19 period

- 2021 started well in the context of lockdowns
- Lockdowns expected to remain in major markets into Q2
- Online expected to continue to perform strongly
- Cautious about retail recovery
- Balance sheet remains strong
- Increasing investment in US to capitalise on momentum from Parx deal

Group overview



Mor Weizer
Chief Executive Officer

Financial review and outlook



Andrew Smith
Chief Financial Officer

Strategic priorities

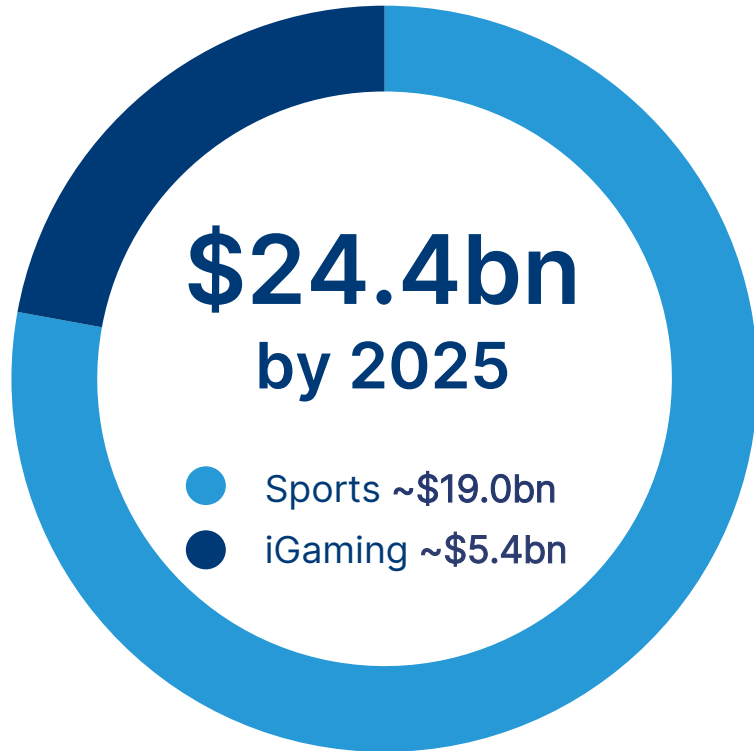


Mor Weizer
Chief Executive Officer

Delivering our strategy

2020 priorities	Progress	
1. Increase US investment	Launched with bet365 & Entain in NJ; Parx & Novomatic deals; Michigan licence; further applications underway	✓
2. Sign new structured agreements	Structured agreements in Guatemala, Costa Rica, Panama	✓
3. Sign 50 new brands	>100 new brands added; SaaS revenue tripled in 2020	✓
4. Snaitech to outperform in Italy	#1 in Sports (retail & online); 92% growth in online EBITDA	✓
5. Drive further developments in Safer Gambling	Launched Playtech Protect; leading on safer game design	✓
6. Asset review	Finalto process ongoing; Sold Casual Gaming assets; HPYBET under Snaitech management	✓

Market opportunity continuing to grow



Market sizes are GGR based on forecasts for sports / iGaming by 2025.
Source: Jefferies (2021)



US strategy is building momentum

	Approach	Current Status
Market Entry	<ul style="list-style-type: none">• State by state approach• Licensing process underway in further states• Local presence	<ul style="list-style-type: none">• Licences obtained in New Jersey & Michigan• Accelerating investment• Target c.10 states by end of 2022
Technology & Products	<ul style="list-style-type: none">• IMS platform including CRM, BI & safer gambling• Sports via SSBTs & online• Online slots & Live Casino	<ul style="list-style-type: none">• Leading platform in regulated markets• Technology and products unrivalled• Multi-state Live Casino strategy underway
Customers & Partnerships	<ul style="list-style-type: none">• Existing customers from other markets• New US-based relationships• Focus on traditional B2B model• Potential for select structured agreements	<ul style="list-style-type: none">• bet365 and Entain launched in New Jersey• Strategic Parx Casino & Novomatic deals• Strong new business pipeline• Continued talks on structured agreements

US product & technology offering

Leading technology; flexible, open architecture & unique turnkey offering

Industry-leading IMS platform	✓	Live Casino	✓
Playtech Open Platform / APIs	✓	Slots	✓
Turnkey Sportsbook	✓	Poker	✓
Bet engine	✓	Omni-channel offering	✓
Trading services and risk	✓	Native iOS Casino app	✓
Bespoke risk and liability	✓	Managed services	✓
Models and algorithms	✓	Marketing and bonusing	✓

Parx Casino (the Greenwood companies)

Highly strategic multi-state, multi-product deal

Greenwood overview

- Leading casino and racetrack operator in Pennsylvania
- Pennsylvania: online sports betting & casino games
- New Jersey: retail sports & online casino games
- Michigan: retail sports

Deal overview

- Michigan, Indiana, New Jersey, Pennsylvania
- Commencing with online casino games (Michigan) on Playtech's IMS platform & Player Account Management (PAM)



Further US progress

Accelerating our presence

- Live in New Jersey with bet365 and Entain
- Licence received in Michigan; imminent launch with Parx
- SSBT distribution agreement signed with Novomatic
- Licence applications in progress in further states
- Structured agreements a focus for 2021



NOVOMATIC

Building on leading position in the market

- Strategy focused on structured agreements
 - Typical structure includes option for equity stake in operation
- Caliente continuing excellent growth; number 1 customer in 2020
- Wplay launched; successful migration to Playtech platform
- New structured agreements in Guatemala, Costa Rica & Panama
- One of only 7 licences received in Province of Buenos Aires
- Medium term opportunities include Brazil, Peru & Argentina
- €100m annual revenue opportunity in medium-term

The logo for Caliente, featuring the word "Caliente" in a red, cursive script font.The logo for Wplay.co, featuring the text "Wplay.co" in a dark blue, sans-serif font.The logo for TENLOT, featuring the text "TENLOT" in a grey, sans-serif font with a purple outline.

Snaitech market leader in Italy

Positioned to capture online opportunity

#1

Sports betting
market share in FY

58%

Growth in online
revenue

€55m

Land sale
completed

92%

Growth in online
EBITDA

Significant long-term opportunity in Italy

- Largest gambling market in Europe pre-pandemic
- Low online penetration; shift accelerated by COVID-19
- Ideally positioned to capture opportunity with brand strength and leading online offering
- Transformation to an online-led business

Increased operational flexibility

- FY 2020 impacted by government restrictions in response to COVID-19
- Also impacted by restrictions introduced on payment processing
- Smaller part of Group; remains highly cash generative
- Changes to operating model and distribution network in region
 - Additional distributor added
 - Increased operational flexibility in region going forward

Sustainable Success; pioneering consumer protection



- Five-year sustainable & responsible business strategy
- Commitment to ESG
- Investing £5m into meeting shared societal challenges
- Partnering on shared societal challenges
- Pioneering use of AI & machine learning in developing player protection tools

Action being taken

Finalto

- Remains non-core; source of capital to the Group in FY given strong performance
- Discussions ongoing in relation to possible sale

HPYBET

- Strategic asset in Germany ahead of regulation
- Now operated by Snaitech management

Casual and Social Gaming

- Sale of remaining assets for USD 10 million completed in early 2021

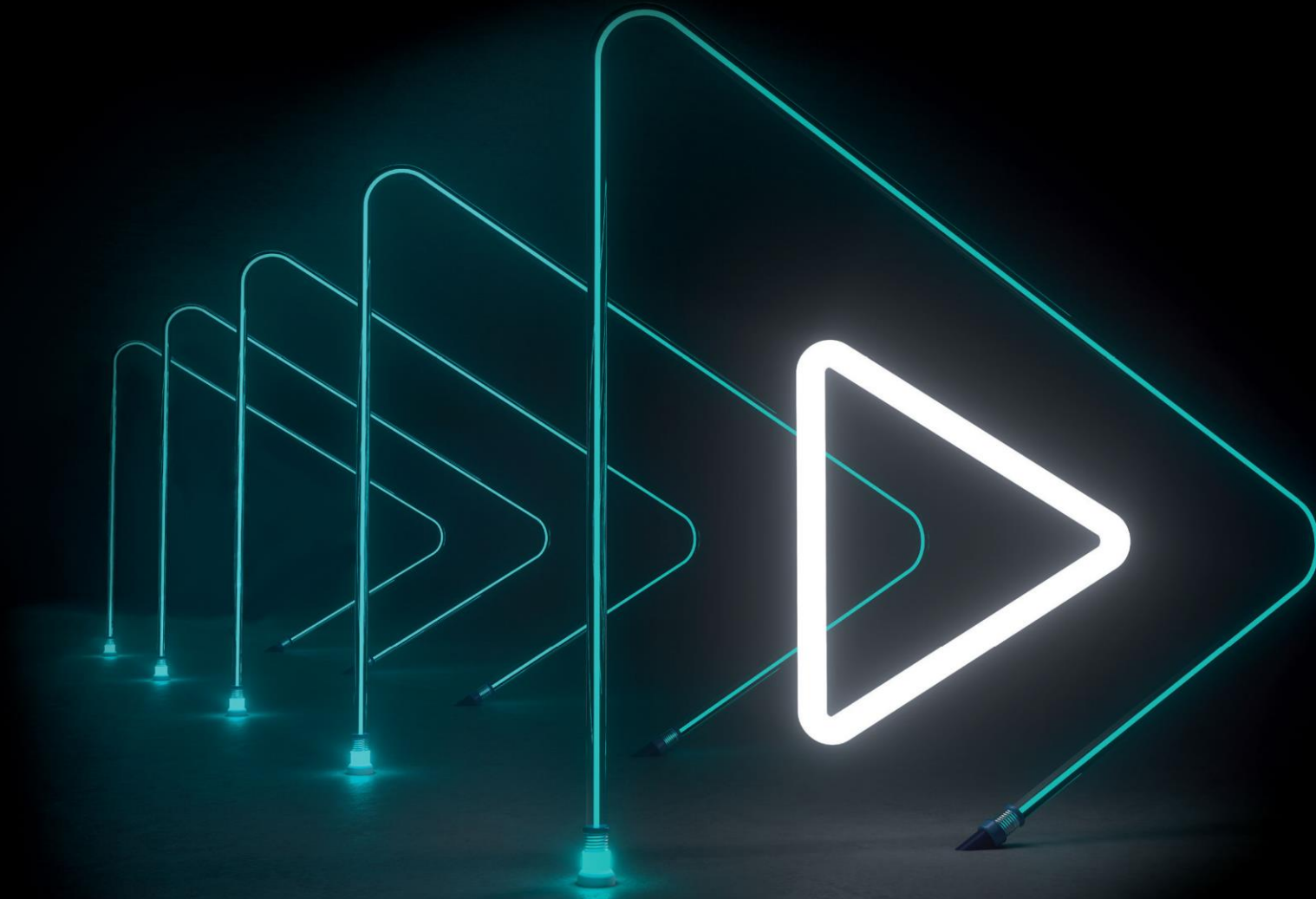
Ideally positioned for future growth

- Playtech to emerge strongly from COVID-19 disrupted period
- Positioned to take advantage of accelerated transition to digital
 - Leading technology
 - Online expertise
 - Strong balance sheet
- Ideally placed to capture significant US market opportunity
- €100m medium-term revenue opportunity from structured agreements
- €20m medium-term revenue opportunity from SaaS offering
- Focus on extending Playtech's position as a global leader in safer gambling products

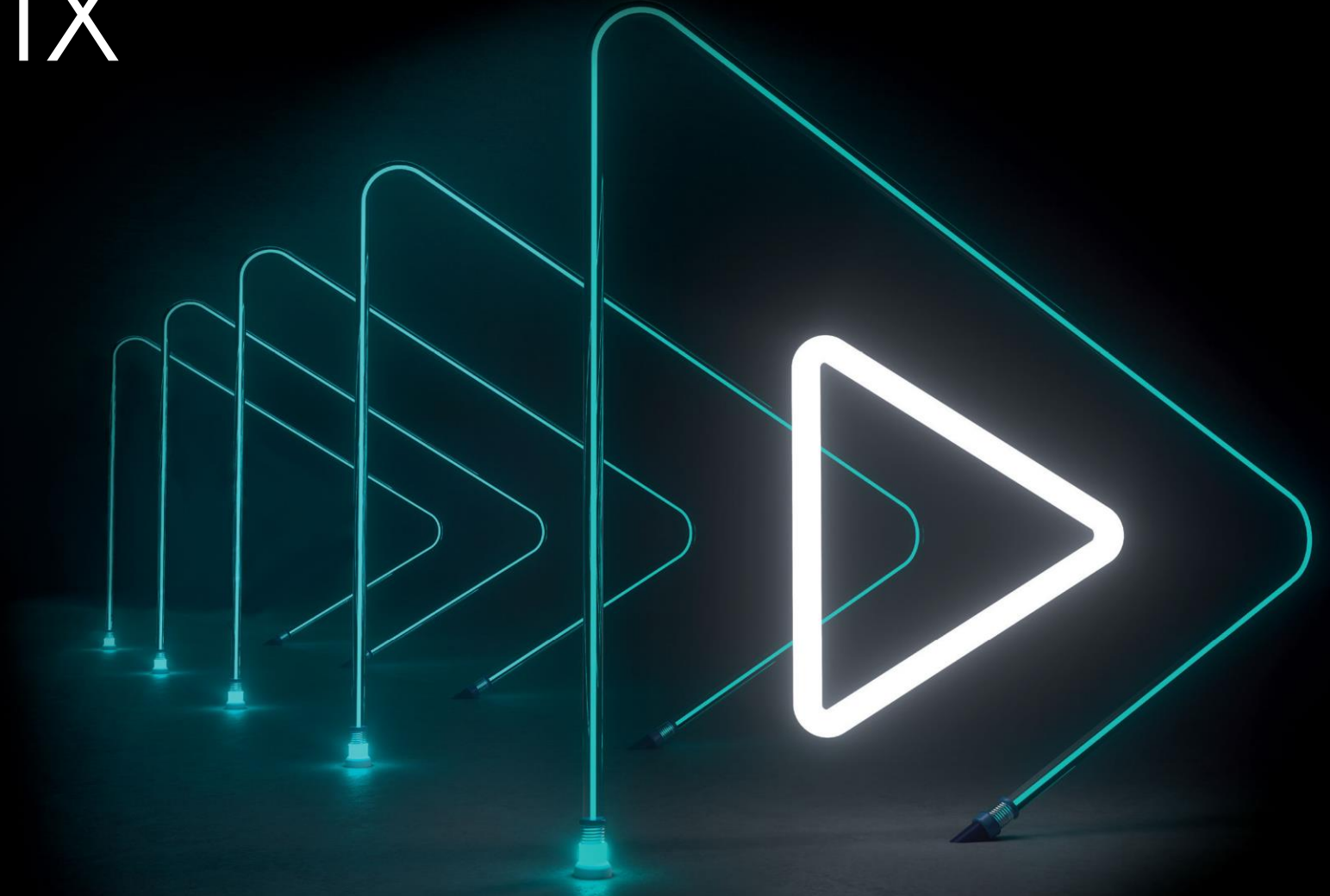
Delivering growth strategy

1. Top priority – significantly accelerate US presence
2. Execute on structured agreements in Latin America
3. Continue B2B diversification; sign 50 further new brands
4. Snaitech to continue online growth momentum
5. Drive Sustainable Success commitment
6. Simplification of Group

Q&A



Appendix



Summary by division FY 2020

Group

		FY 2019 (€m)*			FY 2020 (€m)		
		Revenue	Adj. EBITDA	Margin	Revenue	Adj. EBITDA	Margin
Reported	B2B Gambling	553.9	214.8	39%	494.8	125.8	25%
	B2C Gambling	900.5	160.5	18%	596.3	127.8	21%
	(Intercompany)	(13.9)	n/a	n/a	(12.6)	n/a	n/a
	Total Gambling	1,440.5	375.3	26%	1,078.5	253.6	24%
	Finalto	67.9	7.8	11%	121.8	56.4	46%
	Group	1,508.4	383.1	25%	1,200.3	310.0	26%
CC	Group	1,508.4	383.1	25%	1,213.7	311.9	26%

Net profit and EPS

Group

€ millions	Adjusted			Excl. Acquisitions		
	FY 2019*	FY 2020	%	FY 2019*	FY 2020	%
Adjusted EBITDA	375.3	253.6	-32%	375.3	253.9	-32%
- Depreciation & Amortisation	-146.3	-149.1	2%	-146.3	-149.0	2%
- Net finance costs	-52.8	-60.3	15%	-52.8	-60.5	15%
- Tax	-39.8	-17.9	-55%	-39.8	-18.1	-55%
- Gain from Associate & JV	1.6	1.1	-31%	1.6	1.1	-31%
Non-controlling interest	-0.6	0.1	-117%	-0.6	0.1	-117%
Net Profit attrib. to owners of parent	137.4	27.3	-80%	137.4	27.5	-80%
Shares Outstanding (millions)	301.8	298.4	-1%	301.8	298.4	-1%
Basic EPS (cents)	45.5	9.2	-80%	45.5	9.2	-80%

* FY 2019 numbers have been restated to reflect the reclassification of discontinued operations

Contingent consideration

Group

Acquisition	Maximum payable earnout (per terms of acquisition)	Contingent consideration and redemption liability (as at 31.12.2020)	Payment date (based on maximum payable earnout)
HPYBET Austria GmbH	€15.0 million	Nil	Q2 2021
Eyecon Limited	€25.0 million	Nil	Q2 2021
Wplay	€4.9 million	€3.9 million	€4.0 million Q4 2022 €0.9 million Q4 2024
Statscore	€15.0 million	€4.6 million	€5.0 million Q1 2023 €10.0 million in Q1 2026
Other	€7.3 million	€1.2 million	€7.3 million in Q3 2021
Total	€67.2 million	€9.7 million	

Thank you

