

Resilient financial performance

Strong operating cash flow and share price performance despite pandemic headwinds.

Financial highlights

Revenue

€1,079m

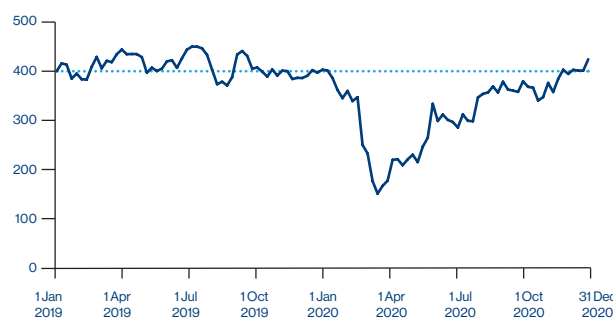
2020	1,079
2019	1,441
2018	1,132

Operating cash flow

€367m

2020	367
2019	321
2018	387

Share price chart



Adjusted EBITDA (incl. Finalto)

€310m

2020	310
2019	383
2018	345

Regulated revenue

84%

2020	84
2019	87
2018	78

“We entered the crisis with a strong balance sheet. Decisive management action at the outset of the pandemic to control costs and preserve cash ensured we remain in a solid financial position.”

Andrew Smith
Chief Financial Officer

Achieving strategic milestones

Business expansion

First steps of US expansion strategy

Having been granted regulatory approval to operate in New Jersey, a major milestone for the Group, in Q3 2020 Playtech launched its award-winning casino content in New Jersey with long-term strategic partner bet365. The Company launched its casino software across the gaming network of BetMGM, the joint venture between MGM Resorts International and Entain plc (formerly GVC), for the first time, where it will serve BetMGM Casino, Borgata Online and PartyCasino NJ.

Technology leadership

Playtech Live launches immersive gameshow

Playtech's Live division launched a ground-breaking, immersive concept with Adventures Beyond Wonderland, a gameshow featuring a revolving studio and augmented reality, which was exclusively released on Entain brands in the UK and across other markets.

Building a better business

Launch of Sustainable Success strategy

In 2020, Playtech launched its Sustainable Success strategy to consolidate its position as a global leader in safer products, data analytics and player engagement solutions. The strategy aims to build a safer, more sustainable entertainment industry for the benefit of all stakeholders and Playtech made a commitment to invest £5 million into initiatives that boost safer gambling behaviours.

New structured agreements in LatAm

Playtech continued to expand its presence in Latin America with new structured agreements signed in Guatemala (Tenlot), Costa Rica (Red Cross) and Panama (Caliente). Playtech has a track record of developing newly regulated online markets as shown by the successful structured agreement with Caliente in Mexico. Launching with Wplay and signing structured agreements in three further geographies are significant steps in Playtech's growth in Latin America.

Snaitech number 1 in Italy

Snaitech maintained its position as the market leader for sports betting in Italy in 2020 having achieved the number one position in the prior year. Despite the challenges of lockdowns and sporting cancellations, Snaitech performed impressively across online driven by its leading technology and brand strength and was the market leader in H2 across online betting and gaming.

New collaboration with RGC

September 2020 saw Playtech announce a new collaboration with the Responsible Gambling Council (RGC), the international leader in problem gambling prevention, awareness and research. The relationship aims to strengthen industry insights to inform and advance safer gambling, mental health and digital wellbeing. This collaboration is one of the first examinations of safer gambling alongside digital wellbeing.

Extended B2B agreements

In 2020 Playtech announced the extension of its long-term agreements with online gambling giants Mansion and Betfred for another five years and four years, respectively. Further, the Company announced a five-year extension with Rank Group to exclusively provide its Bingo platform in addition to games content, bringing a number of Rank's key product verticals to Playtech.

Omni-channel launch with Wplay

In Q4 2020 Playtech launched its industry-leading Information Management Solution (IMS) with one of Colombia's leading operators, Wplay, to deliver a data-driven, omni-channel platform.

Success at the Gambling Compliance Awards

Playtech's compliance team was named Compliance Team of the Year at the VIXIO Gambling Compliance Global Regulatory Awards in recognition of its diligent support and guidance to employees and customers alike.

Our purpose

At Playtech we create technology that changes the way people experience gambling entertainment

A global business

Playtech was established at the outset of the online gambling industry and its 20 years of experience and investment in technology have resulted in unparalleled knowledge and expertise.

Playtech's global scale and distribution capabilities with over 170 licensees operating in over 30 regulated markets and with offices in 24 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 pages 10 and 11

How we do this

Scale and distribution

Retail and online software across over 170 licensees in more than 30 regulated markets.

Data

Data-driven tools and analysis to develop intelligent platform tools 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 new ways for end customers to experience content and services, such as being the pioneer of omni-channel gaming.

Regulated jurisdictions

>30

Countries with offices

24

Employees

c.6,400

Our operations



B2B

Providing technology to gambling operators globally through a revenue share model.

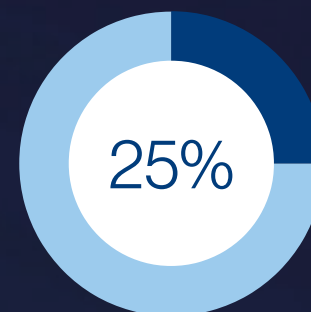
Revenue

€495m

EBITDA

€126m

EBITDA margin



B2C

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

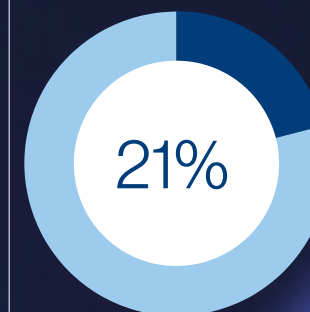
Revenue

€596m

EBITDA

€128m

EBITDA margin



Financials

The Financials division of Playtech, providing trading, platform and liquidity technology and services to brokers and end customers.

Revenue

€122m

EBITDA

€56m

EBITDA margin

