

**GiG**

# Annual Report

**2020**



# CONTENTS

## Annual Report 2020

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### **04** Strategic Report

- 2020 Highlights page 5
- Letter from the CEO page 8
- We are GiG page 10
- Sustainability Report page 18
- Risks page 24
- The Market page 26
- The Share page 37

### **29** Board of Directors Report

### **43** Corporate Governance Report

### **53** Auditor's Report

### **58** Consolidated Financial Statements

# GiG Overview

## Our Vision

To be the industry-leading platform and media provider delivering world-class solutions to our iGaming partners and their customers.

## Our Mission

To drive sustainable growth and profitability of our partners through product innovation, scalable technology and quality of service.



Dual-listed on Oslo Børs and at Nasdaq Stockholm



Over 25 primary countries target by Media assets



€165m (approx) Market Cap



Approximately 460 employees



Offices in Malta, Denmark and Spain

# 10

## Global Platform Licenses

**US:** New Jersey & Iowa

**ROW:** Malta, UK, Sweden, Spain, Romania, Croatia, Latvia, Curacao

**+7 additional in integration pipeline**



+

# Strategic Report.



# 2020 Highlights

- Strategic review initiated in November 2019 and completed in 2020, leading to an evolved strategic direction to reduce complexity and improve efficiency in the Company
- The B2C vertical was divested to Betsson in April 2020, with Betsson as a new long term customer on Platform Services
- The sales pipeline developed positively through the year, and 14 new agreements were signed for Platform Services in 2020, with an integration pipeline of 15 brands as of year-end
- Media Services back on track with consecutive quarterly growth in revenues through 2020, with Paid Media delivering all-time high revenues
- WSN.com continued to grow in the US market through the year, now present in ten US states
- Entered into a strategic partnership with Betgenius, creating a fully integrated sportsbook and platform solution for operators in regulated markets
- Sports Betting Services restructuring completed, placing Sports Betting Services in a sustainable position for growth and strategic partnerships
- Balance strengthened through repayment of the SEK300 million bond in April and the issue of €8.5m long-term subordinated convertible loan in December

**€52.2m**  
**Revenues (norm.)**  
 +19% Y/Y

**€10.7m**  
**EBITDA**  
 +212% Y/Y

**20.6%**  
**EBITDA margin (norm.)**  
 (7.9% in 2019)



# Timeline 2020



# Letter from the CEO



Dear shareholders,

2020 was a truly transformational year for GiG, both strategically and financially. The Company and its staff have shown a great amount of talent and determination to take the building blocks from the preceding years to reposition the business into an exciting growth prospect, backed by continued quarterly improvements through the year.

The first half of 2020 saw GiG define a long term strategy to deliver shareholder value by focusing entirely as a global B2B company. As part of that strategic focus, the B2C division that had been successfully built up was sold to Betsson Group in April. This allowed us to operationally concentrate on the B2B side of the business, driving that forward and in conjunction significantly de-leveraging the business by using the proceeds to repay the €30M bond.

The business transformed quickly and efficiently into a business centered entirely around our partners, utilising the strategic focus on the transition of offline to online gambling in conjunction with local re-regulation. We continued to build our product and service offering towards that sector enabling us to win 13 contracts during the second half of 2020, a key growth driver in the coming years for GiG's platform business. Focus and investment into the media sector increased in 2020, along with an increased impact from our paid media channels. The expanding and diversifying strategy within the segment resulted in four consecutive quarters with top-line growth for the media business, putting it in place to continue to pursue its own growth trajectory.

This was all accomplished while the business was reorganized, with a heavy focus on operating expenses while we continued to build better and better technology, improving our product offering and continuing to expand into new markets. Through a series of strategic actions the sportsbook division was placed in a sustainable cost base to now move forward and begin increasing client volumes. Again these are all testaments to the quality and dedication of those within the company who drive it forward day by day.

2020 saw an unprecedented situation with the global COVID-19 pandemic, and in March we implemented an efficient work from home program to protect our employees while always maintaining business continuity. We saw the pandemic accelerate trends across the globe and across industry and the online gambling industry was no different. A shift of retail gambling to online was accelerated and was supported further by more and more local regulators adapting legislation to the modern environment and

demands of the consumer. This supported GiG long term focus on this particular area of the industry.

Not only was the year transformational for the operations and strategy of the Company, but it also saw a marked improvement in financial results, with normalised revenues up 19% vs 2019, EBITDA up to €10.7M, a 212% increase, and the EBIT result improved by €15.4m. Based on the improvement in 2020, the Company has set out its long term financial objectives, with the target to deliver annual double digit revenue growth over the next 5 years, while achieving an EBITDA margin in excess of 40%.

**“I look forward to 2021, a year where we will continue on our long term objectives and drive forward to deliver shareholder value.”**

Reflecting on 2020 I am tremendously proud of what the Company and our employees have achieved. What has been done positions GiG for a truly exciting and growth orientated future, with a platform business coupling excellent technology with, an increasing locally regulated footprint and exciting onboarding program, a sportsbook that has a strong position to work from being live in both Europe and the US and a media business reinvigorated and setting new records both financially and in FTD generation at the tail end of the year.

2020 was a year of progression and focus, however it is just the start of what we are setting out to do. I look forward to 2021, a year where we will continue on our long term objectives and drive forward to deliver shareholder value.



**Richard Brown**  
CEO



## Strategic Focus

- Became a fully focused B2B company
- De-leverage business



## Future Growth

- Ramped up Platform sales, 14 contracts signed
- Expanded and diversified Media business



## Operational

- Business Restructuring completed
- Comparable operating expenses reduced 25% from Q4-2019



## Covid-19

- Protection of staff
- Business continuity
- Acceleration of global trends



# We are GiG

## Gaming Innovation Group

Gaming Innovation Group is a leading iGaming technology company, providing solutions, products and services to iGaming Operators. Founded in 2012, Gaming Innovation Group's vision is 'To be the industry-leading platform and media provider delivering world-class solutions to our iGaming partners' and their customers.' GiG's mission is to drive sustainable growth and profitability of our partners' through product innovation, scalable technology and quality of service.

## iGaming solutions based on innovative technology

GiG's strategy is centered on three customer focused business areas, supported by its group ambition for top performance and operational excellence.

## Media services

GiG's media affiliate business generates qualified leads in the form of end-users through digital marketing channels to leading operators worldwide. Its media solution operates multiple content rich websites, which empowers potential players and connects them with their partners' casino or sports betting sites – helping to boost profits and strengthen their business.

## Platform services

GiG delivers world-class gaming, betting, media and turnkey platform solutions and services to operators and their customers via innovative and scalable technology. Through

its platform services, GiG specialises in taking land-based operators online for the first time via its tailored omnichannel solution, which brings together the offline and online worlds through a shared loyalty system, wallet and dual registration.

## Sportsbook

GiG's sportsbook solution offers its partners' players a seamless sports betting experience, tailored for their online and offline channels with our sports betting omnichannel solution. Designed mobile-first, GiG's optimised sportsbook comes complete with over the counter retail betting and offers a wide range of digital content and sports events, which can be localised to adapt to its partners' target market.

## Omnichannel solution

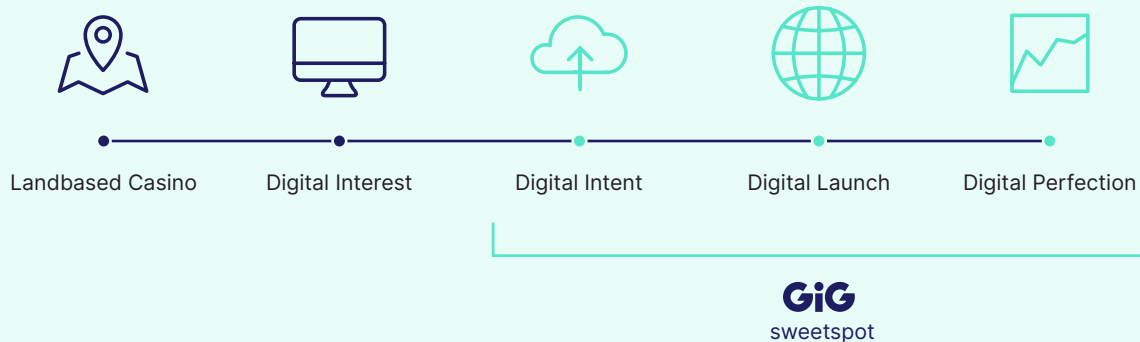
GiG works closely with its partners to ensure that their digital transformation is a smooth process that offers players a tailored and seamless customer journey. GiG's omnichannel solution can be integrated with any casino management system allowing its partners to seamlessly combine their retail and digital offering. This not only helps to increase customer convenience but also to increase player lifetime value and retention.

## Managed services

When launching an online offering there is more to think about than the initial Omnichannel solution set-up. GiG offers a full suite of managed services (24/7 customer support, content management, media services etc) providing its partners with what they need and when they need it via an experienced team of experts.



## GiG supports operators in every step from digital intent to digital transformation



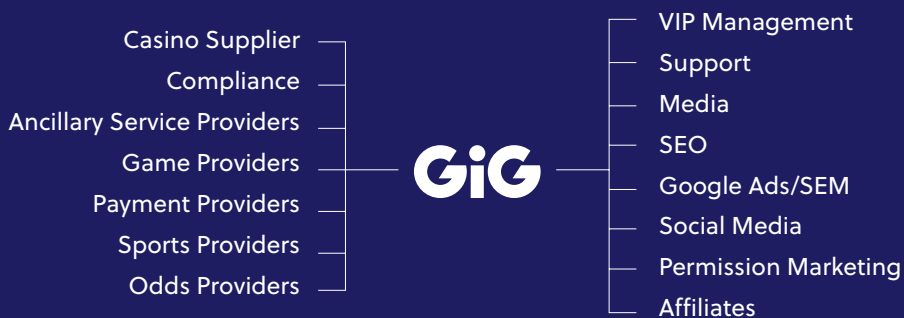
### Business model

GiG offers its partners a full end-to-end solution and service offering through innovative technology, from its award-winning iGaming platform, to its agnostic sportsbook, leading media agency, real-time data platform, unique rules engine and tailored managed services.

Not all operators have the same needs and that is why GiG offers all of its solutions and services agnostically, placing the power of choice into its partners' hands, so they can select

which products and services best fit their needs at every step of their iGaming journey.

The team at GiG has extensive operational experience and with this experience they work with their partners to create and execute a product and supplier strategy that works the best for their business. All of GiG's solutions are priced on either a revenue share or fixed fee basis and its managed services are priced on an individual basis, based on the specific needs of the partner.





### The expert team here to look after all operational needs

GiG's turnkey managed services are available from pre-launch throughout the business lifecycle, providing its partners with the support they need to help manage and grow their gaming business. Whether they are looking for help with their acquisition strategy, faster payments, increased customer lifetime value or for advanced responsible gaming and player protection tools – GiG's managed services solution has it covered.

### Creating a happier and more sustainable customer base

GiG's first-line customer support team are highly skilled and have undergone GamCare accredited training ensuring that their commitment to responsible gaming is reflected in everything that they do. At GiG, the team understands that brand loyalty is a key element of increasing customer lifetime value, and so, GiG strives to build strong relationships with its partners, which is reflected in the quality of service it delivers throughout its entire managed service solutions.

### Great performance is in the details

GiG's media managed services provide a full package of the most valuable traffic sources covering all channels to make sure that every opportunity is captured (Google ads, social media marketing, affiliation and SEO). Its conversion-focused team has extensive knowledge and experience of driving results for online casinos and successfully supporting land-based casinos in their digital transformation. GiG's media managed services solution creates a proven acquisition model that specialises in following player journeys and focuses on customer experience, providing its partners with actionable, competitive insights to help them make better decisions around their acquisition strategy. Taking care of our partners' customer value chain.

GiG helps its partners to create an integrated customer strategy, which focuses on their customer journey and lifetime value. With over a decade of experience from within a B2C gaming environment, and with expert knowledge of its in-house CRM system and tools, and of its products, GiG's CRM team delivers a proactive customer relationship management approach.

## Continuous innovation

GiG places its partners at the core of everything it does and meeting their needs through continuous feedback is an essential part of GiG's product development. In 2019 the company launched its real-time data platform in order to meet tomorrow's demands for IT security and regulatory compliance. It also launched its real-time rules engine, GiG Logic in early 2020, which is currently the only one of its kind within the market.

## Enhancing business intelligence with real-time Data

GiG's real-time data platform provides a secure and compliant data framework, which is responsive to the critical data needs of GiG's partners. GiG Data enables operators to seamlessly enhance their business intelligence, providing them with the power to make smarter predictions about their future. Producing detailed data, and back office reports featuring actionable insights and standard KPI libraries across all tools, GiG Data enables operators to make faster decisions across all areas of their business (land-based and retail) such as marketing, compliance and bonus promotion.

## GiG Logic, unlimited innovation

Currently unique in the industry, GiG's real-time rules engine, GiG Logic, allows operators to define and create actionable business rules immediately without the need for coding knowledge. GiG Logic enables GiG's partners to optimise and tailor their processes, across all operational aspects of their organisation including marketing, promotions, operations and compliance for both retail and online. GiG Logic allows operators to build efficiency into all of the operational aspects of their organisation, driving effectiveness and increasing their bottom line. For example, GiG Logic enables GiG's partners to monitor, detect and engage with unusual player behaviour, helping them to stay ahead of the curve with regards to Responsible Gambling.

## Security

At GiG, security is considered a strategic priority, as a platform partner that operates in heavily regulated markets such as the UK and US, it is imperative to GiG that it is at the top of its game when it comes to certification. In February 2021, GiG was awarded an ISO 27001:2021 certification for its frontend development solution and content management system. The certification now covers development, infrastructure, network configuration and associated product operations for frontend, middleware and backend Gaming services hosted on GiG's infrastructure. In addition, GiG is also ISO 27001 certified for its real-time data platform. The accreditation means that through its agile security framework, GiG is protecting its partners and their players with the highest level of information security available, further demonstrating its commitment to continuous improvement and in providing its partners with a secure solution they can trust.

## Licenses and certification

GiG's iGaming platform solution is licensed by the Malta Gaming Authority (MGA), United Kingdom Gambling Commission (UKGC) and is offered under a Casino services industry enterprise licence (CSIE) issued by the Division of Gaming Enforcement (DGE) in New Jersey. It is certified in Sweden, Spain, Iowa (USA), Croatia, Latvia and is also compliant with internationally recognised GLI33 and GLI16 platform standards, as well as ISO27001 security standards. GiG also recently acquired (February 2021) two new class II licences for the management and hosting facilities on its iGaming platform and for the production and distribution of software services in the field of iGaming to support a recent client launch in Romania.



## Our B2B Solutions



### Platform

GiG's platform is at the core of its business, built for innovation, to be adaptable to change and to provide a top-class customer experience and user journey.

At GiG, user experience is at the heart of everything it builds. GiG created its platform with a unique frontend and an agnostic approach, which gives operators flexibility when it comes to choosing the content and services that best suits their audience.

Built to deliver in regulated markets, GiG's platform is integrated with the leading payment providers and is configurable with the major content providers. It boasts a unique frontend experience and is built mobile first to ensure that operators can provide their players with the same quality across all devices. Featuring real-time data, GiG's platform provides operators with instant actionable insights, which allows them to make smarter business decisions about the future.

Specialising in bringing land-based operators online, through its platform, GiG offers a best-in-class omnichannel solution. Bringing together the retail and online worlds through a shared wallet and shared loyalty systems, and dual registration, providing its partners' players with a seamless user experience while moving between land-based and digital operations.

### Sportsbook

Designed mobile-first, GiG's sportsbook comes complete with over the counter retail betting and offers a wide range of digital content and sports events, which can be localised so that operators can adapt to their target market.

Operators can benefit from GiG's sportsbook independently, or choose to integrate it with GiG's platform solution, using either a managed trading service or our trading platform, which comes complete with a market screen, liability screen and bet ticker. Featuring an Intuitive Betslip promoting multi betting, real-time scoreboards, a comprehensive in-play offering and a suite of virtual sports betting options via our casino solution, GiG's sportsbook supports all sport betting needs.

GiG is consistently optimising the user experience of its sportsbook based on its partners' feedback to ensure that it offers the best customer journey possible. GiG offers a selection of flexible sportsbook solutions to fit the needs of its partners' business.

### Omnichannel

GiG works closely with its partners to ensure that their digital transformation is a smooth process that offers players a tailored and seamless customer journey. GiG's omnichannel solution can be integrated with any casino management system allowing its partners to seamlessly combine their retail and digital offering. This not only helps to increase customer convenience but also to increase player lifetime value and retention.

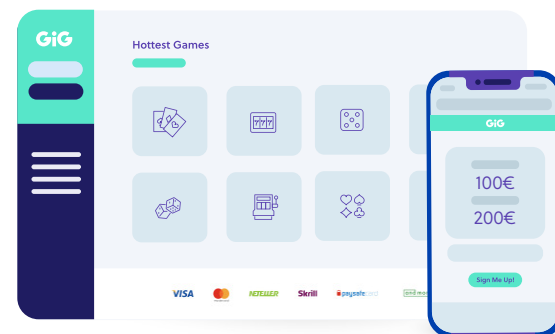
The GiG omnichannel approach allows operators to support and complement their retail offering, giving them a strong presence in both the online and offline worlds, which makes them more accessible to their customers. GiG's omnichannel solution can be integrated with any casino management system allowing operators to harmoniously combine their retail and digital offering.

Some of the main benefits to GiG's omni solution is the single wallet, registration and shared loyalty system, each of which come with significant benefits to both the operator and their players. The GiG omnichannel approach adds a high level of value throughout the entire customer journey, placing our partners' customers at the centre of their brand.

## Data

GiG's real-time data platform allows operators to seamlessly enhance their business intelligence giving them the power to make smarter predictions about their future. Producing detailed data, and back office reports featuring actionable insights, GiG Data enables its partners to make faster decisions across all areas of their business (land-based and retail) such as marketing, compliance and bonus promotion.

Built using AI applications, GiG Data enables forecast prediction on a granular level allowing operators to understand and analyse their players lifetime value, playing patterns, value and much more. Featuring AI loaded predictions, GiG's data platform allows operators to be proactive in their approach enabling them to access, collect and present detailed data such as responsible gaming data and information about high-value customers on-demand. This not only allows operators to identify high risk and vulnerable players and create action immediately to prevent self-executions and fraud but also to address high value players.



## Frontend

GiG works closely with its partners to digitally recreate the look and feel of their on-site casino. Its frontend framework and CMS solutions work together to keep its partner's players engaged with a consistent gaming experience and enables them to continue to stand out from their competitors online as they do offline.

Through machine learning applications, GiG's feature-rich CMS automatically provides players with recommendations of games and presents them with automated promotions such as tournaments, races, automated cash-back and more. This

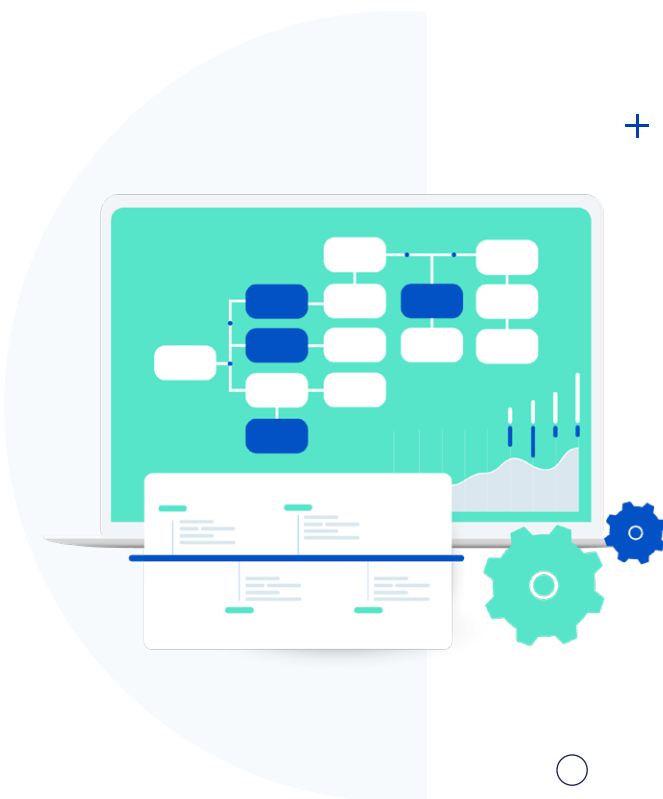
## Logic

GiG's real-time rules engine, Logic, allows operators to define and create actionable business rules immediately without the need for coding knowledge. With Logic, GiG's partners can optimise and tailor their processes, across all operational aspects of their organisation (retail and online), including marketing, promotions, operations and compliance. Logic enables operators to build efficiency into all of the operational aspects of their organisation, driving effectiveness.

Logic has over 100 pre-defined building blocks and processes 52 million+ messages a day.

### How it works

Logic absorbs messages by reading what players are doing both offline and online through any API call. For example, if a player spins a game or makes a deposit, logic reacts in milliseconds to whatever that player is doing. The unique user interface then allows operators to drag and drop rules and building blocks in a flow chart style design, helping them to build their logic within these messages and tailor them to their players.



allows operators to tailor their content and cross-sell marketing campaigns to ensure they are always in front of their players with engaging content.

## Managed services

Our managed services solution provides operators with a tailor-made package of turnkey services to suit their individual business needs' including media services, operations services and customer relationship management. All of our turnkey managed services are available from pre-launch throughout their business lifecycle, providing them with the support needed to help manage and grow your gaming business.

### Media - Managed Services

With our Media managed service we take care of our partners' digital marketing campaigns for them, to generate high-quality traffic to their site. Our media managed services provide a full package of the most valuable traffic sources covering all channels to make sure that every opportunity is captured (Google Ads, social media marketing, affiliation and SEO).

At GiG, our conversion-focused team has extensive knowledge and experience of driving results for online casinos and with successfully supporting land-based casinos in their digital transformation. With our media managed services solution, we create a proven acquisition model that specialises in following

player journeys and focuses on customer experience, providing you with actionable, competitive insights to help our partners make better decisions around your acquisition strategy.

## Operations

Our dedicated and experienced operations team takes care of all operational aspects of our partners' organisation including support, compliance, risk and fraud and KYC.

Our first-line customer support team are highly skilled and have undergone GamCare accredited training ensuring that our commitment to responsible gaming is reflected in everything that we do.

At GiG, we understand that brand loyalty is a key element of increasing our partners' customer lifetime value. We strive to build strong relationships with our partners, which is reflected in the quality of service we deliver throughout our managed service solutions.

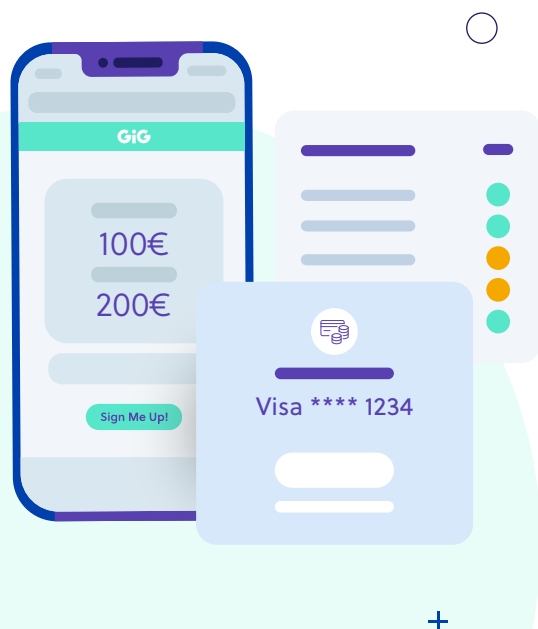
### Customer relationship management section

At GiG, customer relationship management is so much more than a CRM tool, it's all about creating an integrated customer strategy that focuses on our partners' customer's journey and lifetime value. With over a decade of experience from within a B2C gaming environment, and with expert knowledge of our in-house CRM system and tools, and of our products, our CRM team is always one step ahead when it comes to delivering a proactive customer relationship management approach.

## Comply

Tailored to cover market-specific legislation and advertising standards, GiG's self-service marketing compliance solution helps to manage and monitor affiliate advertising campaigns. It's easy to use compliance solution scans web pages for content such as vital iGaming code red words (Win Now) links and regulatory requirements, across multiple jurisdictions allowing operators to identify where to rectify their affiliates marketing promotions so they can remain in control of your marketing campaigns.

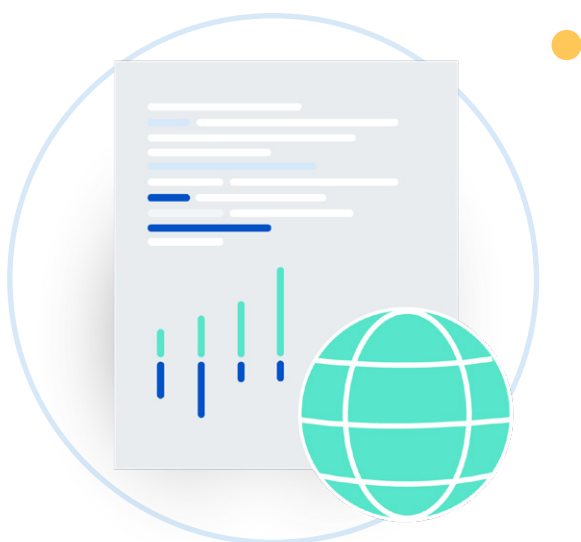
GiG puts the power in its partners' hands, the flexibility built into its compliance solution enables its partners to create bespoke compliance checks that are tailor made to their needs and market. GiG Comply works by using its rules engine to analyse



real snapshots from affiliate campaigns to provide operators with the promotional content that is being used in their brands promotions. Not only does this help operators ensure that they remain proactive but it also enables them to stay on top of any potential compliance threat or breach with a reactive approach.

## Media Services

GiG offers its partners a major competitive advantage via its industry-leading global media affiliate business. GiG Media helps its partners grow quickly by generating qualified leads through key digital marketing channels including SEM/PPC and SoMe. Its media business operates a number of key websites including casinotopsonline.com and wsn.com, which targets potential players and connects them with operators online casino or sportsbook, via engaging content



### How does it work?

Traffic is generated when someone clicks on the links included in GiG's affiliate websites, which will then take the potential player to the affiliated casino or sportsbook. When a player signs up and starts playing with one of our affiliated partners – be it a casino or a sportsbook – GiG Media earns a percentage share of the player's value over the span of the player's lifetime. GiG Media operates in both mature and emerging markets using different traffic generating channels working with many different partners – to diversify our risk in the marketplace. GiG's media solution has several levers it uses to control its revenue and cost with the aim of securing a steady cash-flow and a prosperous EBITDA-margin.

## B2C Gaming Operators

In 2019 and until April 2020, GiG operated consumer-facing brands offering casino games, odds and poker tables in its Business-to-Consumer segment. The brands drove revenue to the Company and were used to test and display the capabilities of the platform, to provide volume and share of the cost to the economy of scale and to keep the know-how of being an operator together with an ear to the market.

All in-house brands used the GiG platform and operated on GiG's own licences from the Malta Gaming Authorities (MGA), the United Kingdom Gambling Commission (UKGC), the Swedish regulator Spelinspektionen and the licence in the German state of Schleswig-Holstein.

As mentioned elsewhere in the report a strategic review was initiated in the last part of 2019. One of the conclusions of that was to focus on the B2B divisions of the Company and in February 2020 GiG entered into a Share Purchase Agreement with Betsson Group for the divestment of GiG's B2C assets which include the operator brands Rizk, Guts, Kaboo and Thrills.

The transaction was completed in April 2020, and Betsson became a long term partner of GiG and committed to keep the brands operational on GiG's platform for a minimum of 30 months. For the first 24 months, Betsson will pay a premium platform fee based on NGR generated. As part of the transaction, GiG and Betsson also entered into a Transition Service Agreement where GiG offered services to Betsson to support operations of the brands for an initial period.

**RIZK™**

**GUTS**

**THRILLS**

**K A B O O**



# Sustainability Report

## 2020 highlights

### Key achievements

Sustainable and long-term profitable growth is at the core of all aspects of GiG's corporate strategy. GiG focuses its sustainability strategy on areas most relevant to its business, at the heart of which is social responsibility. In its B2B offering, GiG provides a full suite of solutions which enable our partners to organise a responsible gambling offering which satisfies technical, legislative and responsible marketing demands. This means enabling to uphold strict rules to minimise harm caused by gambling; to prevent gambling from being a source of crime, and to ensure it is conducted in a fair and safe way.

### Risk mitigation

Pursuant to the objectives of a strategic review initiated in November 2019, during 2020 GiG embarked on a very specific goal to reduce risk and complexity in the business, to focus on value creation and strengthening the balance sheet without any conflicting B2C-B2B strategies. In April 2020, GiG completed the sale of its proprietary brands to Betsson Group, leading to an immediate material reduction in risk and complexity. In November 2020, GiG surrendered its Swedish and UK B2C licences after transitioning partners active in these markets under a SaaS model, and by the end of 2020 GiG has solely three brands left on its Malta B2C licence. The goal for 2021 is for GiG to maintain solely strategic brands on its own B2C licence, whereby full control of all operations is a prerequisite.



## ESG

GiG continued to integrate ESG (Environmental, Social, Governance) topics into its long-term strategy with a view to make an overall positive contribution, achieve sustainable growth, and avoid and address adverse impact related to its operations, products or services.

### Focus on collaboration

We focused on strengthening our collaboration with higher education and charities to promote research, education and treatment:

- Teamed up with Bournemouth University to promote research and increase knowledge on harm minimisation and how to improve communication to increase effectiveness. GiG is involved in the EROGamb and GamInnovate applied projects. The projects had to be paused due to Covid-19, however GiG remains committed to support these projects as soon as they resume.
- Collaborated with YGAM to pilot and evaluate accredited and certified responsible gambling training on their supplier chain for GiG employees, and secondly, to support YGAM's roll-out of educational programmes in Malta.
- For the third year in a row, we organised a 3 day GamCare training session for our compliance and operations personnel focused on social responsibility and interactions. This provided our employees a deeper understanding of problem gambling harms, focusing on the ability to identify indicators of harm and learning strategies on how to deal with and support end-users struggling as a result of problem gambling.

### Artificial Intelligence

We have accelerated our work with artificial intelligence by creating AI-led tools to monitor player behaviour triggering interactions in real-time. This will further help us to increase safer gambling measures and player sustainability and to make the best and most sustainable business decisions possible.

### IT and cybersecurity

GiG is on a journey of continuous improvement of its information security controls. A risk-based approach is taken towards information security decisions and priorities, whereby the

business is continuously assessing its risk to ensure that adequate controls are in place to maintain an acceptable level of risk to the confidentiality, integrity and availability of information. In 2020 GiG retained its ISO 27001:2013 certification for its GiG Core Platform and for GiG Data, its real time data warehouse. Further in January 2021, GiG also certified its frontend development applications and their supporting processes, under ISO 27001:2013.

## Technology and product

We are constantly looking to elevate our products and technology to ensure that they are both competitive and sustainable. Product, design and technology work extremely closely, and at GiG we are proud of the way these teams work; innovating, forward-thinking and always challenging and pushing each other forward. One of our main objectives is to create customer-centric products, meaning really getting to understand our customers and building real solutions for real problems.

## Training and development

While the world was almost put on pause in 2020, GiG has continued to invest in its peoples' knowledge and skills in order for them to better understand their individual and organisational responsibility towards responsible gambling, how to identify problem gambling, and to have the knowledge to be able to conduct brief interventions and signpost for further support. Tailor-made sustainability and responsible gambling training is provided for each department within the organisation. In addition, we provide courses within anti-money laundering, marketing compliance, suicide prevention and in-depth interviewing skills to ensure that staff have the right knowledge to act in a caring and sustainable way.

## Environment

GiG hosted 90% of its servers with Equinix Inc's green data centers which operate on 99% renewable energy.

## Our Vision

Our vision is to be the industry-leading platform and media provider delivering world-class solutions to our iGaming partners and their customers.

## Our sustainability priority areas are:

- Fair and Safe iGaming
- IT and Cybersecurity
- Responsible marketing and advertising
- Encourage GiGsters to thrive

Sustainable and long-term profitable growth is at the core of all aspects of our corporate strategy. We focused our sustainability strategy on areas most relevant to our business, at the heart of which is responsible gambling. This means offering partners and end users a full suite of solutions across the iGaming value chain while upholding strict rules to minimise harm caused by gambling; to prevent gambling from being a source of crime; and to ensure it is conducted in a fair and safe way.

We support partners and their end users to comply with technical, legislative and responsible marketing demands, both as a software supplier providing an online gambling platform and services.

In the new interactive report on our website, we detail how we engage our stakeholders — investors, customers, employees and others — to advance and evolve our Environment, Social and Governance (ESG) efforts. Please visit [gig.com/sustainability](http://gig.com/sustainability) to view our full corporate sustainability report.

Our reporting is guided by GRI standards and ESG guidelines.



### Fair and safe iGaming

Player safety is one of our core values. We understand that a sustainable business requires a long-term relationship with customers built on trust, fairness and keeping players safe by minimising potential gambling-related harms. Our legal, compliance and operational teams continued to increase their fair and safe iGaming knowledge and awareness by attending a two day workshop with GamCare, cascading the learnings to the rest of their teams. The GiGsters Academy continues to take centre stage with training and development in 2020, and issued over 800 certifications within these subjects.

It goes without saying that GiG continues to security test every product ensuring they all meet the compliance and legislative regulations in each applicable jurisdiction. This process has been made even simpler and more efficient by security being integrated from the very first design stages of any products' functionality.

## IT and cybersecurity

Our training and development team continued role based awareness training across the group, using SANS, a leading computer based security training provider, to ensure that the material used is reflective of the current threat landscape, with every colleague. In total, over 1,670 information security courses were completed by GiGsters in 2020.

Information security finalised an internal training course, specific to our technology, which was devised for our developers - using Secure Code best practices to ensure our applications are built securely by design. They also conducted our yearly maturity assessment and built a risk-driven information security strategy for 2021. Shared a set of information security KPIs, with the wider management group, increasing ownership and accountability across the business, providing a more robust security posture. The team also integrated a security incident and event management system into their operations, ensuring timely alerts and intelligent responses to any potential risks to data. and built a formalised risk assessment process through which GiG can continuously risk assess their most critical operations, mitigating risk to their information in a timely manner. This cutting-edge technology has all been created in-house giving GiG scalability, a competitive advantage and their customers' real business advantage from a security perspective.

## Responsible marketing and advertising

At GiG, we ensure that all of our advertising and marketing efforts are conducted in accordance with the regulations and requirements on promotional and marketing communications in every local market where we have a licence as set out by the United Kingdom Gambling Commission (UKGC), Malta Gaming association (MGA), Spelinspektionen, Swedish Gambling Act, (ASA) and the Competition and Markets Authority (CMA). We ensure that we comply with the advertising codes of practice issued by the Committee of Advertising Practice (CAP) and the Broadcast Committee of Advertising Practice (BCAP), as applicable, to ensure marketing communications do not mislead and are not targeted at vulnerable people.

We adhere to the rules set applied to marketing communication (broadcast or non-broadcast) and we ensure that our marketing communications must: Not mislead, not be false or untruthful and must be socially responsible. All of our display advertising is clearly marked with a responsible gaming message. We also ensure that we are fully compliant with General Data Protection Regulation (GDPR) guidelines and ensure that we only ever use personal data that is submitted to us, where the law allows us to do so.

## Encourage GiGsters to thrive

This year has challenged us more than ever as a huge part of it was consumed by the pandemic, which brought its very own set of individualised challenges such as remote working, moving everything including onboarding, events, training and recognition to a digital landscape.

One of the highlights was successfully launching our new GiGster led values on 11 December during our first ever digital Christmas themed business update organised by the communication team to bolster our GiGsters engagement. This campaign was the result of almost six months work by our values project team, all expert GiGsters, we were able to be financially efficient and capture the true essence of what it means to be a GiGster from all angles including the work we deliver now and in the future from a commercial and people perspective.



## Our people

In order to execute a sustainable Company strategy it is imperative that the organisation is equipped with the highest levels of talent at every level, armed with the tools to both develop and grow performance.

Our people approach is set to mirror the working strategy of the organisation and help us realise the strategic benefits of acting in the whole Company's interest, delivering the organisation's vision and mission, and ultimately driving a more sustainable organisation.

We have built a culture focused on diversity with a view to delivering both internal and community-led value. As previously mentioned the greatest challenge experienced by every company this year has been continuing the same level of engagement, focus and productivity whilst working from home and under lockdown restrictions.

### In 2020 our key focus areas and achievements have been:

#### Transforming our workforce from land based to digital

From early on in 2020, our teams were beginning to prepare for certain restrictions being implemented due to the pandemic across our locations. At short notice we managed to mobilise our teams to work from home instead of our offices. We implemented a working from home policy and further supporting policies for childcare support, office equipment and delivering equipment when onboarding new joiners - we made provisions for our people. We were even able to move equipment from our offices into our people's homes, giving them the best and safest environment to be productive and engaged.

We transformed our onboarding process, training and development initiatives and all events to digital environments. Corporate IT supported the communications team to increase functionality of Google Meetup and Zoom conference calls. Team meetings, product presentations, webinars, lightning sessions, GiGers Connect all-hands and more were all moved exclusively online to keep everyone connected.

Engagement events were also moved to a digital space, we continued to collaborate with The Richmond Foundation, a Maltese NPO, to support our people from all locations, throughout the lockdown and beyond, promulgating sustainable daily routines and providing a platform to discuss anxieties and pressures exerted by the extraordinary circumstances our workforce found themselves in. Key to add to this is the focus on supporting not only the individual employed by GiG, but their families and loved ones. We also held a myriad of other engagement events regularly such as Yoga, virtual racing, work from home competitions, personal training sessions. All on top of daily and weekly team meetings and business updates. This is a small summary of what we carried out, please see the full sustainability report for full details.

#### Training and development

Our aim is to build a long term sustainable workforce, and every project or initiative is implemented with this in mind. Our approach towards our people is empirical in nature. We have created and implemented competency frameworks across all teams, which means we can develop our people based on



their own data and measurements. Competency frameworks give insights into the key strengths of teams which we use to develop tailored training programmes, allowing all GiGsters to grow in a fair and innovative culture, driving a diverse and productive workforce. To complement the frameworks all teams worked towards achieving their Objective Key Results, and completing their Personal Development Plans.

Furthermore we have completed the automation of performance and salary reviews implementing a new HRIS system, and in 2021 we aim to have all GiGsters across locations on the same people management system, reducing costs and maximising the simplicity and efficiency for our people - future proofing our processes and scalability.

Our GiGsters Academy has continued to show high efficiency adding more courses throughout the year, especially with face to face courses being unavailable due to the pandemic. 2020 also saw an increase in personal development courses and requests, with over 40% of GiGsters having attended one or more external courses, while more than 150 other GiGsters benefited from in-house built workshops on leadership development, giving and receiving feedback, dealing with change and Agile development. Other achievements on our Academy include: 2,100+ courses completed, almost 1,500 certifications received, average test pass rates of 89% and nearly 3 months of total training time.

**Growing our culture and building new values**

We needed to refresh our old values to underpin the new strategy, vision and mission. To ensure the values would be truly GiGster led we created a project team full of internal

experts, and as a bi-product made significant financial savings as no expensive third parties were needed to facilitate. As a result of the six month long project we gained 240 survey responses, 24 hours worth of workshop discussions and over 4000 lines of data, which all led to the formation of five distinct and personalised values. These values, created by our people help form a framework of aspirational and attainable milestones, needed to achieve our common goals.

Before the pandemic we were still able to support the Malta Marathon, flying both our people from all over Europe and supporting those who locally wished to take part. Just under 5k people ran, from all over the world. With GiG the main sponsor our branding was on everything as we continue to promote the importance of setting and achieving personal goals, outside of the workplace. We then also had our Christmas Extravaganza event, which brought together all 480 colleagues under one digital roof to celebrate the business and we launched our first ever annual reward and recognition initiative, in the shape of an annual awards ceremony called GiGstars, where we recognised our greatest people, leaders and teams, with 470 Nominations and 32 Judges, we ended up with 26 finalists and eight winners.

We continued to find time to reward and engage our people, as there has never been a more pertinent time to increase engagement and the connection with our teams. Christmas hampers were organised for every colleague and sent around the world. Positively reinforcing the culture of making an impact together and helping to assure people we are together. As previously mentioned we organised working from home challenges to keep minds busy, ran yoga classes and HIT sessions live with people invited to join in before and after work. Helping to bring people together, reinforcing healthy habits and easing isolation in a time of change and anxiety.



**Values for 2020 and beyond**



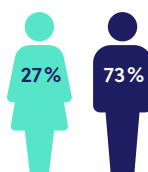
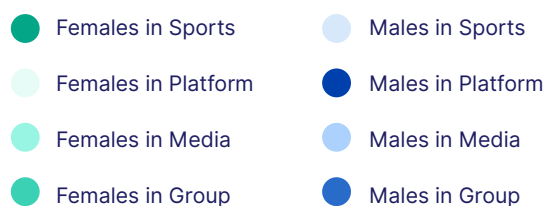
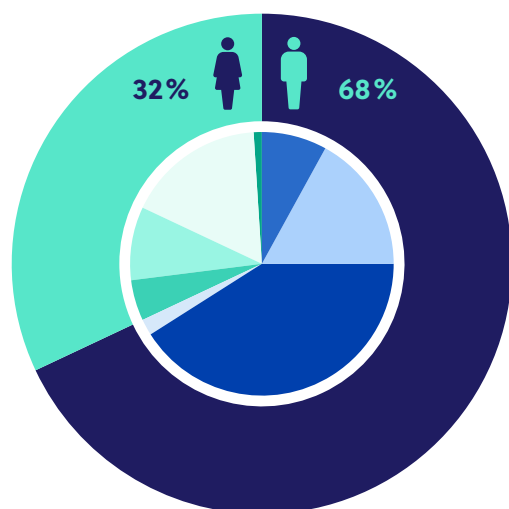
### Developing a sustainable, diverse and inclusive workforce

With the new strategy came a new vision and mission, which was created to provide a sustainable and deliverable framework for the future prosperity of the group. As a result of this new strategy, we off-boarded 65 people in the Betsson acquisition of our customer facing brands, with the security and wellbeing of those affected at all times the priority. We've achieved a further organic reduction in headcount to align with organisational demands whilst maintaining and improving performance. The use of outsourced teams with strategic deals aimed at minimising non essential overheads and liabilities.

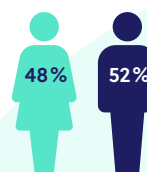
GiG Gives is a huge passion of ours and we have taken steps to making it an official foundation. The pandemic really impacted the roll out of our original plans however we managed to continue with a number of GiGster led initiatives. One highlight was our Christmas GiG Gives mission where we donated 12 locally sourced televisions to an elderly home in Spain, to help break the monotony and loneliness felt by many residents. In Denmark we made and delivered over 60 bags full of hygiene and comfort "home from home" items, to a woman's shelter, and in Malta we supported the MSPCA animal shelter with a myriad of food, beds and care products, all purchased from a local business. We have exciting plans for 2021 and beyond.

As a founding member of the all-in diversity project, we take equality, diversity and inclusion very seriously and have committed ourselves to its ideals since our conception, living them every day. We are an equal opportunities employer and are opposed to all forms of unlawful and unfair discrimination. We are blind to gender, nationality, ethnicity, religion, age, sexual orientation or disability, and we respect the uniqueness of every GiGster. We constantly challenge ourselves to do better in every aspect, and we're currently operating at a 67.87% male to 32.13% female split, which in our industry is still one of the best ratios, however we are still challenging ourselves to do better in this area. From our own female leaders showcasing pathways into the industry, to educating and encouraging others to join communities and pursue a career in the spaces we occupy. If you are the best for the role, we will hire you.

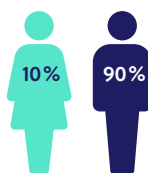
All of our policies are equality aligned. Unlike most companies, our policies are based on company culture, and we always go above and beyond to ensure we aren't just giving out basic local allowances, but give every colleague the same entitlements where legally possible.



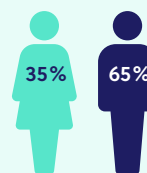
Team Leads



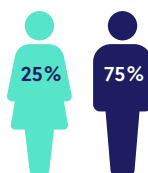
Managers



C-Level



Heads



Directors

# Risks

## Risk Factors

### Financial

The continuation of the Company as a going concern is dependent on its ability to generate revenues and profits from its operations and its ability to raise sufficient funding to meet any short-term or long-term needs. There is no assurance that the Company will be profitable in the future, which could obstruct the raising of new capital, if necessary. In addition to the above, the Group faces the risk that customers are not able to pay for the services rendered when these fall due.

### Competition

The Company faces competition from current competitors, as well as potential new competitors, which could result in loss of market share and diminished profits for its operations. The Company's main markets are characterised by technological advances, changes in customer requirements and frequent new product introductions and improvements. As well as a positive cash flow, the Company's future success will depend on its ability to enhance its current products, maintain relations with existing and new providers, and develop and introduce new products, services and solutions. In addition, there is risk associated with the marketing and sale of new products.

### Customer development

The top 10 customers represent 51% of total revenues in 2020. The performance of the customers and market-related dynamics have an impact on the Company's performance. GiG seeks long-term partnerships with its customers and is reliant on the strength of the relationship and service to its customers as an asset.

### Regulation

Gaming Innovation Group Inc. is a holding company and does not conduct any operations itself. Through its subsidiaries, GiG is active in a highly regulated online gaming market as well as several markets which are not yet regulated. Depending on the regulatory structure of a given jurisdiction, GiG may require licences to offer its various services, may become subject to pay licence or regulatory fees or become subject to additional

taxes. It may be the case that a market which is of significant importance to GiG and which is presently unregulated becomes subject to commercially unfeasible or unfavourable regulation or fiscal regimes which could be to the detriment of GiG. Any changes in regulations, laws, or other political decisions in the jurisdictions where the Company operates, may have a positive or negative effect on its operations.

Where GiG acts as a B2B supplier, regulatory risks as described above are still indirectly applicable to GiG as GiG's main source of income is generated through revenue sharing arrangements with operators.

The Company's continuing international expansion brings further complexity to its multijurisdictional regulatory position and its task to fulfil regulatory requirements.

### B2B

GiG conducts B2B (Business-to-Business) activities through the offer of its in-house-developed online gaming platform software (PAM), GiG Core. The software has been certified as compliant with the Gaming Authorisation Regulations of the Malta Gaming Authority, by the Division of Gaming Enforcement (DGE) in the US state of New Jersey, by the Iowa Racing and Gaming Commission, by the DGOJ of Spain, by the ONJN of Romania, by the Swedish Spelinspektionen and the Ministry of Finance in Croatia. The gaming platform also meets the technical standards of the Great Britain Gambling Commission and the Lotteries and Gambling Supervisory Inspection of Latvia.

Some of the B2B activities carried out by GiG involve the provision of white-label services, whereby customers of Platform Services would also conduct their own gaming activities in reliance of licences held by GiG, placing GiG accountable for regulatory compliance affairs of the relevant brands. Following the divestment of its B2C segment, together with the de-risking strategy to discontinue the white-label model carried out during 2020, GiG is less directly exposed to legal and compliance risks associated with gaming operations. The majority of white-labels were terminated and/or migrated to other white-label platforms with the larger white-labels converting to SaaS agreements with GiG. As part of the strategy to end white-label agreements, GiG rescinded its Swedish and UK B2C licenses in October 2020, thereby materially reducing compliance risks, in particular AML (anti-money laundering) risks inherent in transacting player funds.

GiG's B2B services described above are carried out in a highly regulated and supervised environment, where the pace of change is fast, and regulatory demands on aspects such as

social responsibility are ever evolving and becoming more stringent. Even where GiG does not operate on the strength of its own licences or may not be directly subject to regulation, GiG may be contractually responsible to satisfy the technical compliance requirements applicable in the markets in which its gaming platform is in use, and any failure of the platform, whether through technical incident, fault or negligence may lead to financial or regulatory repercussions for GiG.

### **Affiliate marketing**

GiG conducts affiliate marketing activities, by directing internet users to online gaming websites through various group-owned websites. Affiliate marketing business is currently not subject to directly applicable gaming laws and regulations in most markets where GiG is active, however such are applicable by extension and through laws and regulations which are applicable to operators who are clients of GiG. Certain markets may enact legislation which may restrict marketing activities, including affiliation, and rules may also be adopted to prohibit commercial model generally adopted to compensate for affiliate referrals, including GiG,

GiG currently holds authorisations to carry out its activities in 10 US states and a Class II licence from ONJN of Romania.

The affiliate business generates most of its revenues from users received from internet searches and any changes in the way internet searches are regulated or carried out may impact this activity.

### **IT systems**

GiG is dependent on the stability and the correct performance of its systems. Failure can result from bugs, errors (including fault and negligence based errors), capacity amongst others. Failure could have an adverse effect on the business and financial performance. Consequences of an IT failure range from direct loss of revenue, penalties or sanctions, compensation by way of service credits, compensation by way of damages or through indemnification to clients of GiG's B2B services. There are systems put in place to detect and prevent adverse effects should they occur.

### **Cybersecurity**

At GiG, the confidentiality, availability and integrity of end users and employee information is of the utmost importance. The Company maintain a rigorous, risk-based information security

programme aligned with the business strategy and objectives. GiG's information security processes are regularly tested by independent auditors, and are ISO 27001:2013 certified. There are, however, no certainty of avoiding attacks or other hostile attempts to systems and servers, which could lead to downtime and negatively impact operations and financial performance.

### **Currency**

The Company is exposed to exchange rate fluctuations, with revenues and operating expenses divided primarily between EUR, DKK, NOK, SEK, GBP, NZD, AUD and USD. In addition the Company is exposed to the SEK/EUR rate on its bond that is denominated in SEK.

### **Key personnel and the recruitment of talent**

The Company's largest asset, except its customers, is its employees. It is dependent on the ability of attracting and retaining talent and key personnel such as the Board of Directors, the CEO, the rest of the management team and other key individuals to perform relevant duties. If they are unable to continue fulfilling their duties, or were to resign, this might have an adverse effect on the Company's reputation and financial performance.

### **COVID-19**

The COVID-19 virus spread across the world in 2020 and caused disruption to businesses and economic activity. GiG's customers are operating in the online gambling industry, which is affected by general economic and consumer trends outside GiG's and its customers' control. The occurrence of extraordinary events, such as COVID-19, has an adverse impact on the global economy, and may lead to a global recession. So far, the Company's operations has not been materially negatively affected by COVID-19 and GiG has applied a work from home policy, operating in a work from home and hybrid office set up allowing, when possible and safe, to employees to work from the Company's facilities which are constantly sanitised and respectful of all local and WHO's protocols and regulations. Given the inherent uncertainties, it is difficult to ascertain the longer term impact of COVID-19 on the Company's operations.

For further description on risk factors, see Note 2.1, Note 4.1 and Note 35 to the Consolidated Financial Statements.



# The Market

The overall trend within the gambling industry is the transformation from landbased casinos or offline betting shops to online solutions. The total global gambling market was estimated to be worth EUR 303 billion in 2020 according to H2GC, whereof online was estimated at EUR 65 billion or 14% of the total market. COVID-19 heavily affected landbased in 2020, with an estimated 30% decrease compared to 2019, while online continued to grow with an estimated increase of 20% in 2020.

The online market has seen a steady growth with a CAGR of 12% over the past ten years. Despite the overall impact of COVID-19, the online market is still estimated to grow at a CAGR of 9% over the next five years.

Key drivers for online gambling growth are the general digital penetration and maturity as well as local regulation. The repeal of PASPA in the US, and upcoming regulation in countries such as Germany, the Netherlands and several countries in Latin America are increasing the interest in going online for established landbased operators.

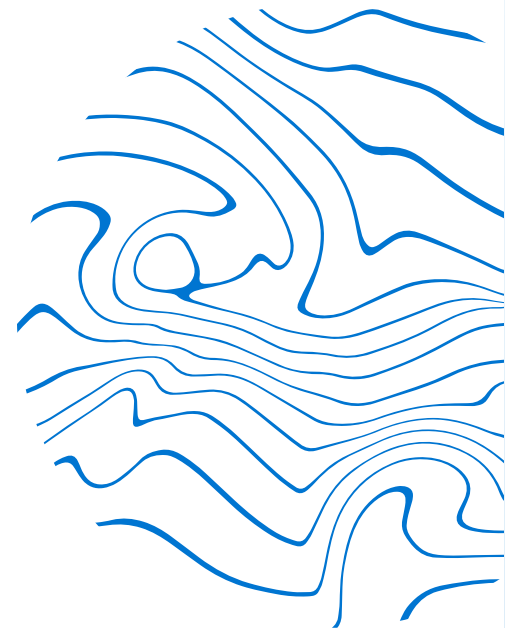
The wave of regulation which is unfolding in the iGaming industry will change the future for the operators. Some will pull out and increased rules and regulations will also make it more appealing for others to enter the market. It is expected that more landbased operators will move into online in the coming years as the regulatory framework gets more sustainable.

## Target customers

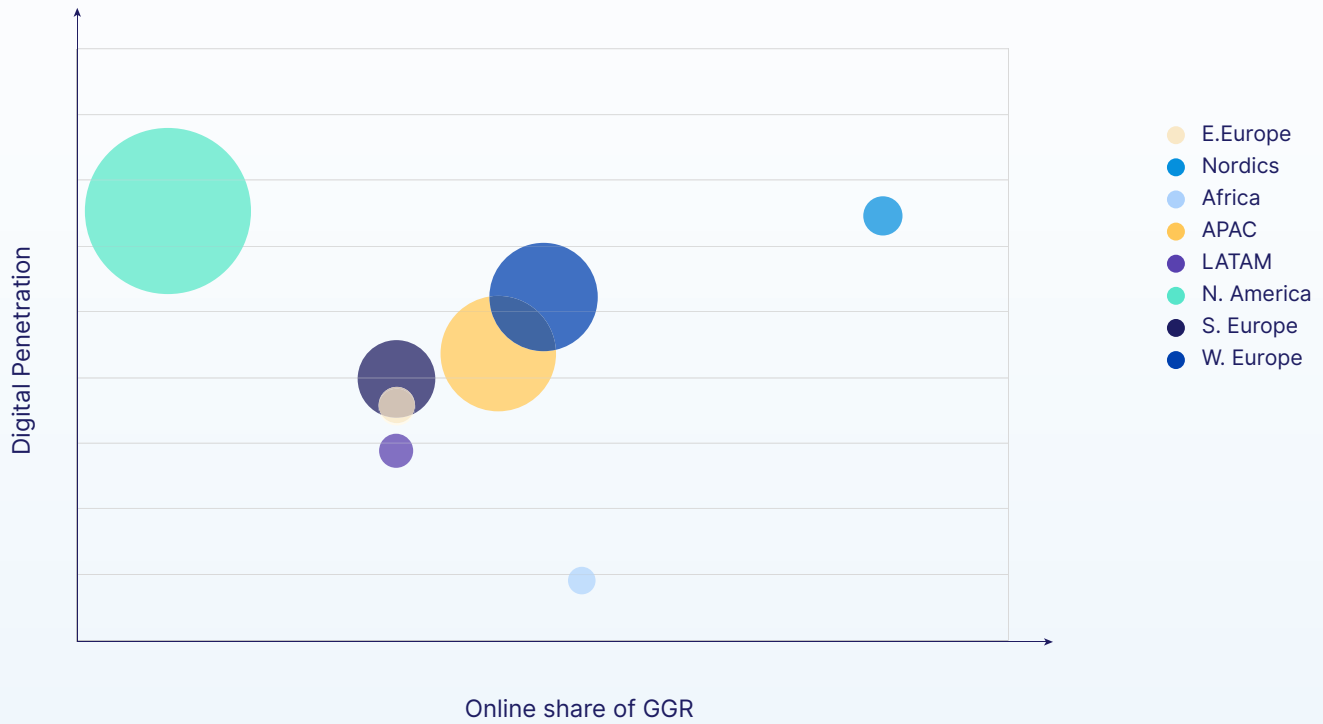
GiG has positioned its offering to be a preferred partner for brands entering into, or developing, their iGaming business. The Company can work in all verticals within online gambling, whether it is casino, sports or lottery betting, and partner with existing landbased operators, or green fielders with the ambitions to create an online operation.

Through existing partnerships, this ability has been proven over the past years, including omnichannel solutions for landbased operations.

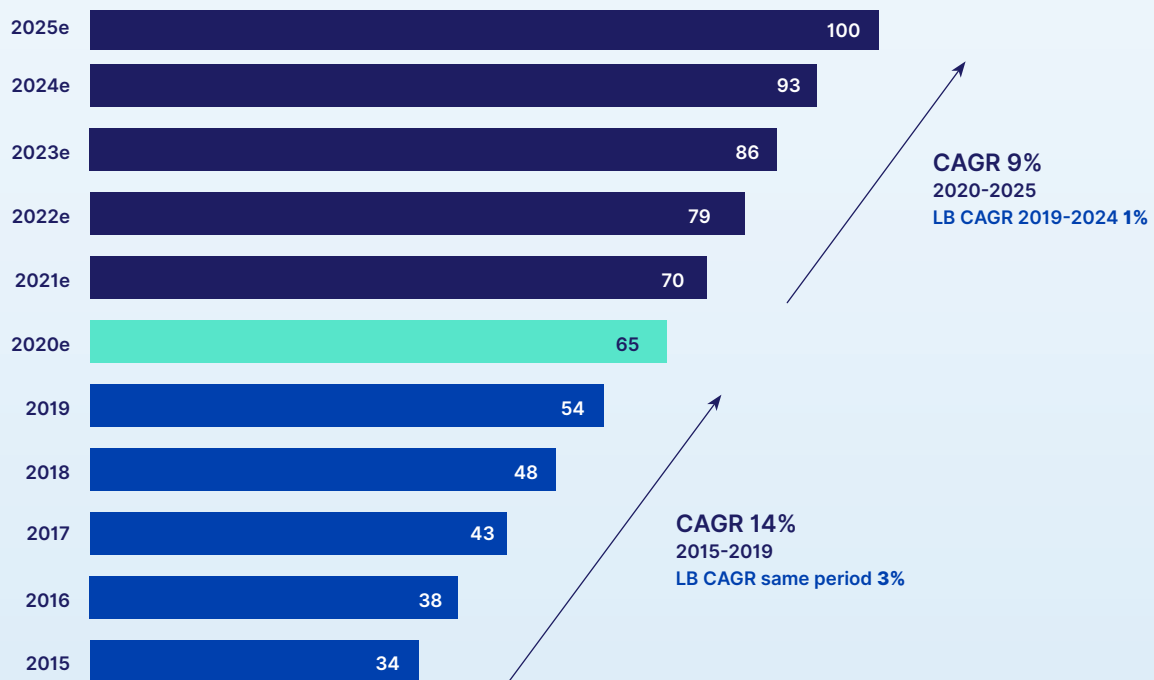
GiG also have the ability to build and run the operations for its partners, including the benefits from the capabilities in GiG's Media Services to use affiliate channels as a source of revenue for its partners. When the full offering from GiG's various products and solutions gets activated on behalf of a partner, they plug into a proven concept and team of experts.



### Regulation and digital adoption driving online growth



### Global Online Gambling Market in Bn EUR



Source: H2 Gambling Capital

# The Share

Gaming Innovation Group has been listed on the Oslo Børs (Oslo Stock Exchange) main market since 2015, with the ticker symbol "GiG". From March 2019, it has been dual-listed on the Nasdaq Stockholm main list, with the ticker symbol "GIGSEK". GiG has Norway as its home member state.

Industry Oslo Børs: Electronic Equipment Manufacturers  
 Industry Nasdaq Stockholm: Technology  
 ISIN code: US36467X2062

As at 31 December 2020, GiG had a total number of issued shares of 90,075,626 (par value USD 1.00), divided between approximately 6,800 shareholders registered in the Norwegian VPS system and with Euroclear Sweden. All shares carry one vote. The number of authorised shares is 100,000,000.

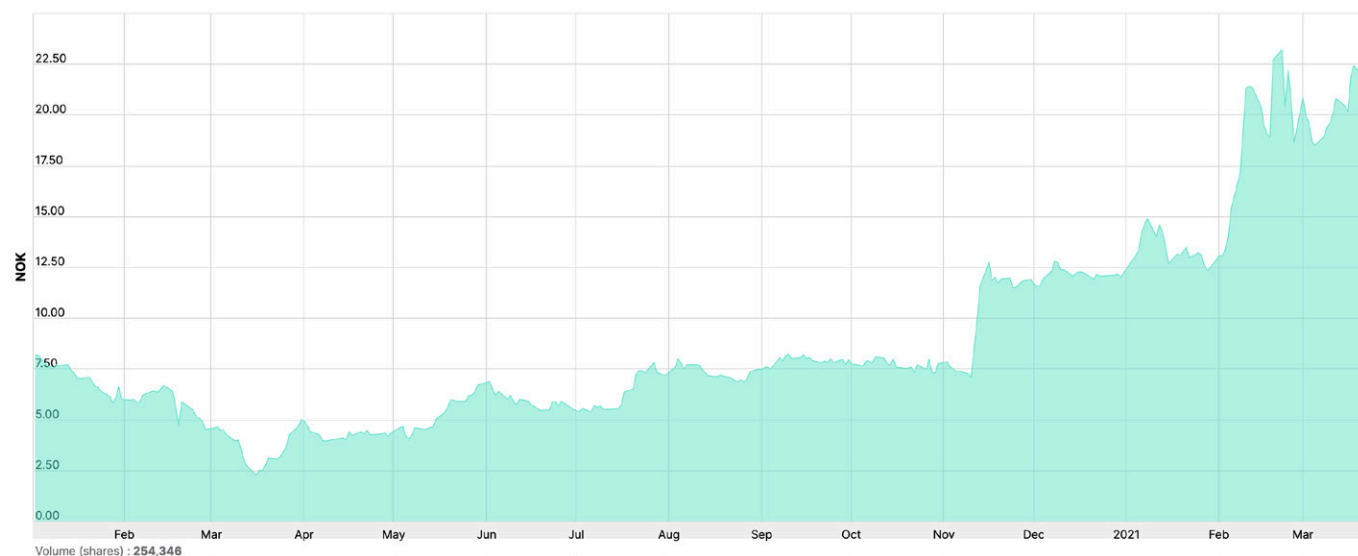
Opening share price on 2 January 2020 was NOK 8.19. Closing price on 30 December 2020 was NOK 12.00, corresponding to a market cap of NOK 1,081 million (EUR 103). Highest closing price was NOK 12.80 on 8 December and lowest closing price was NOK 2.27 on 16 March.

## Bond Program

Gaming Innovation Group Plc. issued a new SEK 400 million senior secured bond with a SEK 1,000 million borrowing limit on 28 June 2019. The bond has a floating coupon of 3 months STIBOR + 9% per annum and maturity on 28 June 2022. The bond is guaranteed by GiG and certain of the issuer's subsidiaries.

SEK 350 million of the net proceeds were used to repay part of the 2017 GIGLTD01 bond, reducing the outstanding amount from SEK650 to SEK 300 million. The balance was used to pay down the parent Company's working capital facility and short-term loans. The remaining SEK 300 million on the 2017 bonds were repaid in April 2020.

The 2019 bonds are listed at Nasdaq OMX Nordic in Stockholm with ISIN code: NO0010858400.



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# Board of Directors Report.



## Description of the Business

Gaming Innovation Group (“GiG” or the “Company”) is headquartered in Malta. The parent in the group, Gaming Innovation Group Inc., is a US corporation incorporated in the state of Delaware, USA, and is dual listed on the Oslo Stock Exchange with the ticker symbol “GIG” and at NASDAQ Stockholm with the ticker symbol “GIGSEK”.

The Company’s vision is to be the industry leading platform and media provider delivering world class solutions to our iGaming partners and their customers and the mission is to drive sustainable growth and profitability of our partners through product innovation, scalable technology and quality of service. To reach this vision, GiG uses its own proprietary technology and products, offering an open and connected ecosystem of products, services and solutions benefiting end users, suppliers and operators alike.

The Company divested the Business-to-Consumer (B2C) segment in April 2020, and is now purely focusing on its Business-to-Business (B2B) operations divided into the following main offerings:

- Platform Services - Technical platform solutions to power iGaming operations
- Media Services - Digital marketing services
- Sports Betting Services - proprietary sportsbook

**“GiG uses its own proprietary technology and products, offering an open and connected ecosystem of products”**

**Platform Services** contains GiG’s proprietary technical platform, offering the full range of services needed for an iGaming operator. The platform is integrating application developers such as game providers, who can access an ecosystem of operators through a single integration. The operator can utilise open APIs to connect its front end website and customer management system (CMS) to the system and gain access to all the game service providers (GSPs), payment service providers (PSPs) and ancillary services including live chat, email systems,

affiliate systems and CRM. All features and functionality are offered as a Software-as-a-Service (SaaS). The platform itself is fully scalable both horizontally and vertically with individual modules being scalable in anticipation of increased load. GiG has strategically positioned itself towards larger and more complex operators where the Company can support an operator across all the major parts of the iGaming value chain, including offering a seamless omnichannel solution from retail to online.

**Media Services** refers traffic across casino, poker and sports betting, mainly by operating websites which rank high in search results for specific keywords and pay-per-click advertising. The vision is to improve the touchpoints where people are finding iGaming online. This is done by highlighting educational, informational and valuable content about the industry online and by promoting best-of-breed games, operators and offerings through web portals. Media Services’ revenues are generated through share of perpetual revenue share agreements, cost per acquisition (CPA), or a combination of these (hybrid), as well as listing fees for prominent positions on Media Services’ websites. Affiliate marketing has solid margins and economies of scale. In terms of traffic driving capability, GiG’s Media Services is a leading affiliate in the Nordics.

**Sports Betting Services** contains GiG’s proprietary sportsbook, built on completely new technology – the platform, the trading tools and the front end – making it as fast and responsive as possible. It is a multi-tenant system, which gives scalability, speed to market and simplifies B2B management. It also gives operators the freedom to take control of their offering, choosing their odds, margins and limits for every sporting event and market, without being dependent on their supplier.

## Strategic review

In November 2019, the Company initiated a strategic review to conduct a review of the whole Company to identify value-creating opportunities, reduce complexity and improve efficiency within the business.

The Board decided that the best opportunity for the Company’s long term performance and to create sustainable shareholder value, was to focus only on B2B and hence divest the B2C vertical. By divesting the B2C vertical, GiG will free up resources, enabling full dedication on driving and growing its B2B business, securing stable and sustainable earnings and profit margins. GiG sees a large and sustainable addressable market for its platform business as the regulation of the iGaming industry continues, and is well positioned with the omnichannel platform offering to capitalise on the continued digital transformation of the worldwide gambling market.

The B2C vertical needed substantial financial backing and dedication, with necessary investments in both marketing and regulatory demands in order to secure healthy growth in a volatile and challenging market environment. The divestment also offers GiG a strategic advantage in selling its B2B solutions into new and existing target markets and customers, in an environment without conflict of internal B2C brands.

**“By divesting the B2C vertical, GiG will free up resources, enabling full dedication on driving and growing its B2B business”**

In February 2020, GiG signed a Share Purchase Agreement (SPA) with Betsson Group for the divestment of GiG’s B2C assets, which included the operator brands Rizk, Guts, Kaboo and Thrills. The transaction was completed in April 2020, and Betsson became a long-term partner of GiG, generating revenues to GiG’s Platform Services for a minimum of 30 months. For the first 24 months, Betsson pays a premium platform fee based on NGR generated. For more information, see Note 7 to the Consolidated Financial Statements.

The sale further secured the repayment of the 2017 bond in April 2020 and thus strengthen the balance sheet, lowered the cost of funding, and improved the general risk profile of the business.

Several strategic measures was taken in the B2B vertical in 2020, including the evolved strategy to focus on targeting customers in long term Software-as-a-Service (SaaS) partnerships where GiG has a competitive edge powered by its cutting-edge technology. The implementation of monthly fixed fees on the technical platform, in addition to the previous revenue share based white-label agreements, will put a limit on the financial risk, predict the minimum revenue generation, and support a loyal customer base.

In order to strengthen the strategic position for its own proprietary sportsbook, GiG explored possible joint ventures or other constellations with potential partners to release the true asset value of the sportsbook and to secure a sustainable long term solution. In September, GiG signed a partnership with Betgenius. The ambition is to gradually grow with existing and new long term partners, including the fast growing US market, as GiG is one of the few B2B providers present with omni-channel online gambling services in multi-state jurisdictions in the US.

The strategic actions taken in 2020 will increase the competitiveness of GiG’s B2B solutions as one of the few fully independent B2B providers with an ISO accredited platform. The new SaaS and fixed fee platform payment model will further strengthen the unique selling point, support the growth of GiG’s partners and limit downside risk for GiG. Managed solutions and other ancillary services add extra upside to the contract values.

### Future Outlook

New agreements for Platform Services are expected to secure recurring revenues from 2021 and onwards from new regulated markets. The pipeline is strong, and further agreements are expected to be signed in 2021. GiG will continue its focus on cost control, execution and global expansion and the multitude of actions taken in will positively impact operations and results going forward.

Certain regulative changes is anticipated to have a short term negative impact on earnings, however GiG is confident that the drive towards regulations will drive demand for its products longer term and secure growth for both Platform Services and Paid Media.



GiG's long-term financial targets are:

- Growth:** To deliver an annual double digit organic revenue growth.
- Profitability:** To achieve an EBITDA margin in excess of 40% by 2025.
- Leverage** Cash generated from the business will be used to lower leverage ratio while continually pursuing growth opportunities in the rapidly growing iGaming sector.

## Operational Performance

### Platform Services

Platform Services offers a full turnkey solution across the main verticals in iGaming, including fully managed services. All products and services can also be sold separately as modular sales. The addressable market includes strong brands in segments such as retail and landbased casinos as well as media and entertainment in general, with whom GiG can partner for the long term to support growth in the digital space. Target markets are regulated or soon-to-be regulated markets, including regions such as the US, Eastern Europe, Latin America and Africa.

The sales pipeline for Platform Services developed positively in 2020, although some delays occurred in final contract negotiations as landbased operators came to terms with actions around COVID-19. Longer term, it is believed that such events will accelerate the transition to online as landbased operators will move online to diversify future revenues.

A total of 14 new contracts were signed in 2020, up from four in 2019. Of these, seven are landbased operators going online and eight in new locally regulated markets. Overall, GiG sees a continued strong demand for its platform services.

COVID-19 also impact the onboarding of new clients, both due to delays in the license processes in some jurisdictions and clients focusing on COVID-19 implications for their land based operations. These are issues mostly outside of GiG's control, and is expected to result in some delays in the future onboarding. GiG has the necessary operational capacity to handle the integrations, and any delays in onboarding clients will not affect the expected longer term growth for Platform Services.

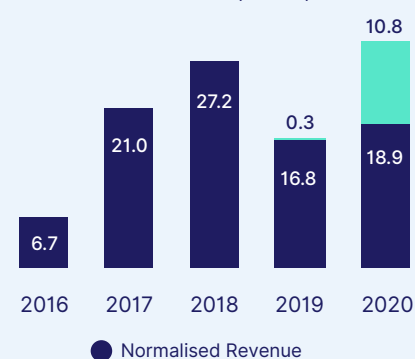
Over the years, GiG has invested heavily in creating the best technical platform, both for its customers and for itself. In order to be at the forefront of the future, this development is something that will never stop. In February 2020, GiG launched its new data platform in order to meet tomorrow's demands for IT security and regulatory compliance. All customers launched post February 2020 were on the new data platform, in parallel existing clients were migrated.

The data solution gives operators a fast and scalable self-service tool which produces data and back office reports in real time, improving business intelligence. The tool provides a secure and compliant data framework, which is responsive to the critical data needs of both GiG and its partners. It comes with standard KPI

**Platform Services**  
Revenue and EBITDA (MEUR)



**Platform Services**  
Revenue and EBITDA (MEUR)



libraries across all tools and incorporates artificial intelligence applications which work together to implement responsible gaming tools.

Work continued throughout 2020 on the re-write of the core platform with the first modules delivered during 2020, with further modules to be delivered during 2021 and 2022.

In 2020 GiG moved from a predominantly Public Cloud based infrastructure to a Hybrid Cloud model focused around a Private Cloud located in a major European based data centre. This realized operational savings in the order of €3 million on a full year basis. Further rationalization of GiG's infrastructure across not just hosting, but areas such as deployment technologies will continue on an ongoing basis to maximize efficiencies. This model has allowed GiG to not just reduce operating expenses, but also accelerate time to market and increase overall availability delivered to clients.

GiG focuses on security in all aspects of its operations, and the data platform has been ISO 27001 certified since 2018. In February 2021 GiG has been awarded ISO 27001:2021 certification for its frontend development solution and content management system, covering development, infrastructure, network configuration and associated product operations for frontend, middleware and backend Gaming services hosted on GiG's infrastructure. This is in addition to similar certification already held for core, logic and data platforms.

GiG decided to terminate the white-label model in 2020 and move successful clients to Software-as-a-Service (SaaS) agreements. In the white-label model, the clients operates on GiG's gaming licenses, with several operational functions being handled by GiG. The operating expenses related to the white-label model are higher than for the SaaS model, and the shift will result in better margins as well as reducing the legal exposure and potential risks related to sanctions from regulators due to clients' behaviour. As part of the strategy to end white-label agreements, GiG rescinded its Swedish and UK licenses in October 2020.

2020 started with 15 brands operating on white-label agreements, and at the end of 2020, only three remained. These are in process of converting into SaaS agreements, pending regulatory changes.

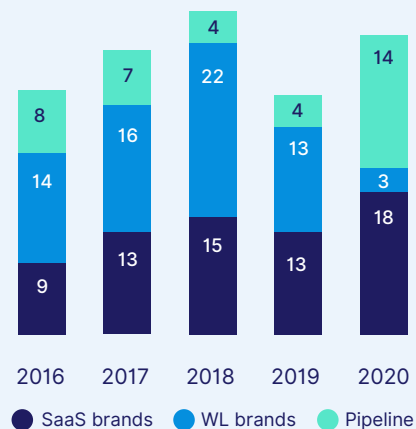
## Revenues and EBITDA

Revenues for Platform Services were €29.7 million in 2020, a 74% increase from €17.1 million in 2019. Included are revenues from a platform client where GiG recognizes the full operations in the profit and loss statements and these revenues are partly offset by related cost of sales and site overhead expenses. By assuming standard white label agreement accounting principles, normalised revenues for Platform Services were €18.9 million, a 12% increase from €16.8 million in 2019.

Due to the termination of the white-label model in 2020, revenues from white-label agreements decreased by 49% in 2020 compared to 2019 while revenues from SaaS agreements and other revenues increased by 74% in 2020 compared to 2019. In addition, the reduction of white-label clients had a positive effect on operating expenses.

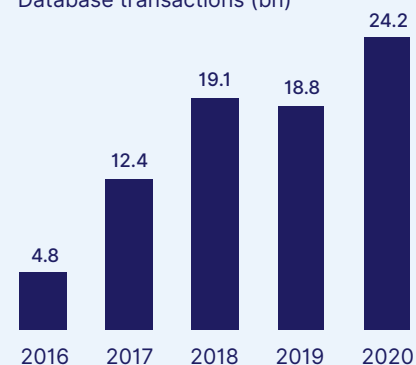
### Platform Services

Brands on the platform year-end



### Platform Services

Database transactions (bn)





In the third quarter of 2019, an initiative to reduce tech and infrastructure related expenses were implemented, and tech expenses for Platform Services decreased by 26% in 2020 compared to 2019. The full effect of these initiatives will be seen from the second quarter 2021.

EBITDA showed a positive development through the year and was positive in the fourth quarter. For the full year 2020, EBITDA for Platform Services ended at €-2.5 million in 2020, a 52% improvement from €-5.1 million in 2019.

### Brands on the platform

GiG signed 14 new clients in 2020, and another two have signed so far in 2021. Five brands went live in 2020 and ten brands discontinued their operations, all being on white-label agreements. At year-end 2020, existing live customers were 21 whereof 18 on SaaS and three white-labels. In addition, the integration pipeline at year-end included 14 brands for launch in 2021.

GiG's platform is now certified in ten regulated markets, with another seven being added through the pipeline.

### Database transactions

Total database transactions were 24.2 billion in 2020, a 28% increase from 18.8 billion in 2019. Aggregated gross gaming revenue (GGR) through the platform was €345 million in 2020, an increase of 24% from €277 million in 2019. The switch from white-label to SaaS resulted in an increase in GGR for SaaS clients of 56% year-over-year, while GGR from white-label clients decreased 37%.

### Strategy

GiG's Platform Services is well positioned as a turnkey and fully managed service provider across the main verticals in iGaming. The addressable market is large, and GiG will target clients going online in regulated or soon-to-be regulated markets. After the restructuring of operations in 2020, Platform Services has a sound cost structure that can onboard 10-15 new clients per year, with limited additional cost needed when new clients are onboarded, which should yield a higher operational margin when revenues increases.

### Media Services

Media Services continued its positive development in 2020, and the strategy to diversify the media business to ensure sustainable organic growth continued through the year. Expansion into new geographic regions resulted in a more diverse geographical spread in both FTD's and revenues.

COVID-19 resulted in lock-down in sports events in the second quarter, however initiatives taken to switch from sports to casino resulted in growth in the casino vertical which offset the decline in sports. Media Services' core markets returned towards normality in the third quarter as general COVID-19 restrictions were eased and sports events started again.

Paid Media onboarded several new operators and expanded its presence in new countries, with almost equal earnings from sports and casino by year-end. Publishing further consolidated its website assets in current non-core markets as well as moving further into sports. Diversification within Publishing's partner mix was also executed in 2020, and the top ten partners accounted for 45% of revenues in 2020, down from 57% in 2019. These initiatives reduces the overall operational risk and increases the geographical diversification.

GiG's proprietary US affiliate site, World Sports Network (WSN.com) continued to grow and strengthen in the US in the quarter, totaling its presence in the US to ten states, with seven licenses/vendor registrations. This enables GiG's expansion in the US, reflecting the ambition to be an influential player within the US market. GiG's online casino guide Casino Tops Online (casinotopsonline.com) also boasts licenses in New Jersey and Pennsylvania, following the intent of having a diverse market approach and leveraging on Media Services capabilities.

GiG's compliance tool, GiG Comply, is based on proprietary technology and monitors advertising partners towards regulatory bodies to ensure compliance. GiG Comply signed five new clients in 2020 with a total of 17 clients live by year end. Throughout 2020 GiG Media has seen very low customer churn for the GiG Comply product. The outlook for GiG Comply is positive given the focus on compliance in the industry, and more sales efforts have been allocated in the latter part of 2020. Moreover, as other industries put more focus on marketing compliance, GiG Comply can be expanded into new verticals.

### Revenues and EBITDA

Revenues for Media Services were €34.3 million in 2020, an increase of 3% from €33.2 million in 2019. 62% of revenues in 2020 came from revenue share (61% in 2019), 12% from CPA (16%) and 26% from listing fees and other services (23%).

Paid Media continued its positive trend in 2019, representing 25% of Media Services revenues in 2020 compared to 18% in 2019, corresponding to a full year revenue increase of 48%.

Throughout 2020, Media Services has significantly increased the marketing spend reflecting an ambition to diversify and invest in a broader composition of markets and grow revenue longer-term. Marketing expenses includes Paid Media’s “pay-per-click” costs, and these were €4.2 million in 2020, an increase of 94% from €2.2 million in 2019, reflecting the growth in Paid Media. Given the substantial growth and further potential within Paid Media in conjunction with new market openings via regulation, GiG will continue to invest to capitalize on the future potential in this business area.

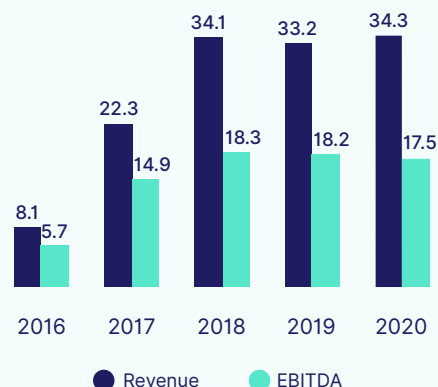
EBITDA for Media Services was €17.5 million in 2020 with an EBITDA margin of 51%, compared to EUR 18.2 million (55%) in 2019. After the sale of B2C, the allocation of corporate overhead expenses was revised, affecting Media Services negatively with around €0.8 million in second half of 2020 compared to 2019.

Media Services referred 126,078 new FTDs to operators in 2020, a 9% increase from 115,329 in 2019. The increase was split with 24% in Paid and 5% in Publishing, with Publishing ending the year positively after the Google update in December.

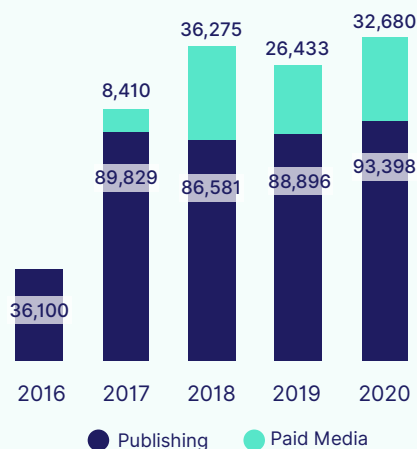
### Strategy

Media Services will continue to expand its global footprint in order to diversify its revenue base on a market level and capture new growth opportunities in both Publishing and Paid Media. New regulated markets provides the Paid Media segment significant opportunities, and as more markets open up through regulation, GiG is confident that this segment will continue to develop positively, reducing volatility since the paid channel in regulated markets are considered more stable.

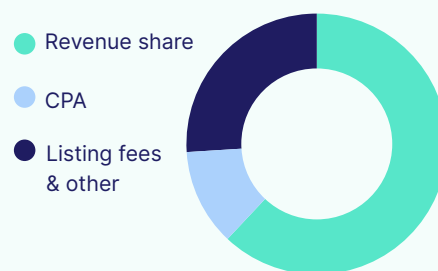
**Media Services**  
Revenue and EBITDA (MEUR)



**Media Services**  
FTD split



**Media Services**  
Revenue split - 2020



## Sport Betting Services

Through the strategic review, the main focus for GiG's Sports Betting Services was to reach a more sustainable cost base, and actively discuss possible joint ventures or other constellations with potential partners to release the true asset value of the sportsbook.

The sportsbook already has a strategic positioning in the US market where the product is live in two states, and will be used by new clients in more regulated markets. Large emerging markets which are beginning to regulate and start transition online in regions such as Latin America and Africa, is expected to drive demand for an end-to-end solution including Sportsbetting, which GiG is well positioned to capitalize on. Thus, the vertical can play an important part to secure new clients in GiG future growth prospects.

In order to realise that potential, a restructuring initiative was rolled out in April 2020 to significantly reduce costs through a reduction in the number of staff as well as other initiatives to make the operations more efficient. The process was completed by year-end 2020 with monthly operating expenses reduced by 80% through the year, placing Sports Betting Services in a sustainable position to grow through existing and new clients.

In September, GiG signed a strategic partnership with Betgenius, creating a fully integrated sportsbook and platform solution for operators in regulated markets around the world by bringing together GiG's platform technology with Betgenius' end-to-end live data, trading and risk management services. The partnership was implemented into operations in the fourth quarter, with Betgenius taking on all day-to-day sportsbook management operations.

By year-end 2020, five brands operated with GiG sportsbook, with an additional four in the pipeline for integration in 2021.

GiG has a vision to offer a sportsbook agnostic platform, and are in the process to integrate third-party solutions into the platform. Contracts signed in 2020 combines GiG's platform and casino offering with a third party sportsbook, proving the value of having an agnostic sportsbook solution in conjunction with GiG's own propriety platform solutions.

### Revenues and EBITDA

COVID-19 interrupted the sportsbook market in 2020, with a full close down in most part of the second quarter and limitations for the remainder of the year. Revenues from Sports Betting Services were €0.8 million in 2020, compared to €1.0 million in 2019.

Operating expenses in Sports Betting Services reduced significantly in 2020, down 43% from 2019. This resulted in an improved EBITDA of €-3.7 million in 2020 a 46% reduction from €-6.9 million in 2019. The headcount for Sports was reduced from 75 to 14 during 2020.

### Sports Betting Services Revenue and EBITDA - MEUR



## Strategy

With the new sustainable cost base and the partnership with Betgenius, Sports Betting Services is positioned to taking on new clients and grow in online gambling's largest vertical. The initiatives taken in 2020 has placed Sports Betting Services to grow through strategic partnerships and the ambition is to gradually grow with existing and new long term partners, including fast growing emerging markets. GiG is one of the few B2B providers present with omni-channel online gambling services across both casino and sportsbook. The segment should reach breakeven in a reasonable time frame, while still presenting significant growth opportunity and upside as demand continues to rise.

## B2C Gaming Operators

Up until April 2020, GiG offered Business-to-Consumer (B2C) Casino and Sports Betting Services through in-house brands, all using GiG's Platform Services and operating on GiG's own licenses from the Malta Gaming Authority (MGA), the United Kingdom Gambling Commission (UKGC) and from Spelinspektionen in Sweden. In April 2020, the Company's B2C vertical was divested to enable sole focus on building GiG's B2B business. The aim of this evolved strategy was to reduce complexity and cost, unleash shareholder value and a sustainable financial performance.

With the divestment of B2C operations in 2020, the financial results from the B2C segment are reported as discontinued operations in the Company's financial statements for 2019, see Note 7 in the Consolidated Financial Statements.

## Financial Performance

In April 2020, GiG divested its B2C operations. In accordance with IFRS 5, the B2C financial results are reported as a discontinued operation in the Company's financial statements for the years ended 31 December 2020 and 2019. For further information, see Note 7 in the Consolidated Financial Statements.

### Revenues

Consolidated revenues amounted to EUR 63.0 million in 2020. This is a 43% increase from EUR 44.1 million in 2019. Reported revenues includes revenues from a platform client where GiG recognize the full operations in the profit and loss statements and these revenues are partly offset by related cost of sales and site overhead expenses. Adjusted for these, normalised revenues were EUR 52.2 million for the full year 2020, a 19% increase from EUR 43.8 million in 2019.

### Cost of Sales

For the full year 2020, cost of sales amounted to EUR 3.0 million, an increase of 227% from EUR 0.9 million in 2019, whereof EUR 2.4 million was related to the platform client mentioned above.

### Gross profit

Gross profit amounted to EUR 60.1 million in 2020, an increase of 39% from EUR 43.1 million in 2019. The gross profit margin was 95% compared to 98% in 2019. Adjusted for the platform client, normalised gross profit amounted to €51.6, an increase of 20% from EUR 43.0 million in 2019, with a gross profit margin of 99% (98% in 2019).

### Operating expenses

Personnel expenses were EUR 25.3 million, an increase of 5% from EUR 24.1 million in 2019. Capitalised expenses related to the Company's development of technology and future products amounted to EUR 4.4 million in 2020, compared to EUR 5.1 million in 2019, and are capitalised over three years. These costs are mainly related to the development of GiG's platform products.

Marketing expenses were EUR 14.9 million in 2020, an increase of 183% from EUR 5.3 million in 2019. Adjusted for the platform client, marketing expenses were EUR 6.4 million, an increase of 26% from EUR 5.1 million in 2019. Normalised marketing expenses share of total revenues was 12%, both in 2020 and 2019. Marketing expenses mainly consist of payment for traffic in Paid Media.

Other operating expenses are mainly related to technology and general corporate purposes and amounted to EUR 9.1 million in 2020, a decrease of 12% from EUR 10.4 million in 2019. Expenses related to technology reduced by 39% compared to 2019.

### Depreciation and amortisation

Depreciation and amortisation amounted to EUR 19.4 million in 2020 compared to EUR 23.6 million in 2019, whereof depreciation was EUR 5.1 million (EUR 4.2 million in 2019).

Amortisation related to the affiliate acquisitions completed in 2015-2017 were EUR 7.3 million with EUR 1.7 million related to affiliate contracts and EUR 5.6 million to domains/SEO. Acquired affiliate assets are amortised over three years for customer contracts and eight years for domains/SEO. The balance is mainly related to capitalised development expenses with EUR 4.8 million.

2019 included impairments of €2.9 million related to the discontinuation of the Company's game studio and an investment in a start-up company, and an impairment of €1.0 million related to an intangible in Sports Betting Services.

### Operating result

Operating loss was EUR -8.7 million in 2020, compared to EUR -24.1 million in 2019. The improvement results from improved operational performance and lower amortisations as well as impairments in 2019.

### Other income/(expense)

Net other income was EUR -6.9 million in 2020, compared to EUR -8.2 million in 2019. Included in other income/expense is interest on the Company's bonds with EUR 4.2 million in 2020, compared to EUR 5.2 million in 2019, and a net unrealised foreign exchange loss of EUR -0.7 million in 2020 on the bond due to the strengthening of the SEK towards the EUR during 2020 (gain of EUR 1.1 million in 2019).

### Tax

The tax expense for the year was EUR -0.3 million, compared to EUR -0.6 million in 2019. This relates mainly to the Company's operations in Spain, Norway and Denmark where inter-company agreements include satisfactory transfer-pricing mechanisms.

### Net result

The loss from continuing operations was EUR -15.9 million in 2020, a 52% improvement from EUR -33.0 million in 2019.

### Discontinuing operations

The loss from discontinuing operations was EUR -1.8 million in 2020, compared to EUR -31.7 million in 2019, mainly due to the impairment of B2C assets in 2019.

Loss for the year was EUR -17.7 million, compared to EUR -64.7 million in 2019.

### Earnings per share

The weighted average number of shares outstanding was 90.0 million in 2020 and 90.0 million in 2019. Basic and diluted loss per share was EUR -0.20 in 2020 compared to EUR -0.74 in 2019.

### Financial position

#### Assets

As at 31 December 2020, GiG had total assets of EUR 93.2 million, compared to EUR 135.1 million as at 31 December 2019.

Goodwill was EUR 16.3 million, compared to EUR 16.0 million as of 31 December 2019. Goodwill arises from the acquisition of Rebel Penguin and the reverse Nio/GiG merger in 2015.

Intangible assets include EUR 5.9 million in capitalised development expenses (EUR 5.4 million in 2018). Acquired affiliate assets are included with EUR 24.4 million in domains/SEO (EUR 30.3 million as of year-end 2019), while the customer contracts were written off in 2020 (EUR 1.7 million as of year-end 2019).

Current assets as of year-end 2020 included EUR 15.7 million in trade and other receivables, all related to ongoing operations (EUR 20.5 million as of year-end 2019). Included is cash in transit from payment providers amounting to EUR 0.6 million (EUR 7.1 million in 2019).

Cash and cash equivalents amounted to EUR 11.5 million as at 31 December 2020, compared to EUR 4.6 million as at 31 December 2019. Customer monies that are held in fiduciary capacity amounted to EUR 2.5 million, which are partly secured by balances with payment providers and partly by cash balances.

## Equity

Total equity was EUR 3.6 million as at 31 December 2020, with an equity ratio of 4%, compared to EUR 20.9 million as at 31 December 2019 (15% equity ratio).

## Liabilities

Trade payables and accrued expenses amounted to EUR 24.9 million as at 31 December 2020, an increase from EUR 22.8 million as at 31 December 2019, all related to ongoing operations. Trade and other payables have decreased year over year mainly due to less restricted cash as a result of discontinuation of white-label model and settlement of overdue payables. This was offset by the prepaid platform fee from the sale of B2C assets.

The Company's SEK 400 million 2019-2022 bond is included under long-term liabilities with EUR 36.0 million and with interest payments for 2021 under current liabilities with EUR 3.5 million.

Lease liabilities as per IFRS 16 are included with EUR 2.4 million under current liabilities and EUR 11.7 million under long term liabilities.

Total liabilities amounted to EUR 89.5 million as at 31 December 2020, compared to EUR 105.6 million as at 31 December 2019.

## Cash flow

The consolidated net cash flow from operating activities amounted to EUR 17.7 million in 2020, compared to EUR 4.1 million in 2019. Included in the net cash flow from operating activities are changes in operating assets and liabilities, including prepayment of platform fees.

The net cash from investment activities was EUR 14.6 million in 2020, compared to a negative EUR -10.5 million in 2019, whereof EUR 6.2 million were capitalised development expenses (EUR 6.1 million in 2018). Included is also the sale of B2C assets with €22.9 million.

Cash flow from financing activities for 2020 amounted to EUR -25.2 million (EUR -7.9 million in 2018) including the repayment of the SEK 300 million 2017-2020 bond.

Cash and cash equivalents increased by EUR 6.9 million in 2020, compared to a decrease of EUR -15.9 million in 2019.

## Summary

The Board of Directors proposes that the Company's net loss shall be covered by other equity. The Board of Directors confirms that the financial statements have been prepared based on the assumptions of a going concern. In our opinion, the consolidated financial statements present, in all material respects, the financial position of Gaming Innovation Group Inc. and subsidiaries, as of 31 December 2020. For more information, see the attached 2020 Consolidated Financial Statements with accompanying notes.

## Corporate Governance

The Board of Directors has, to the best of its knowledge, ensured that the Company has implemented sound corporate governance, and that the Board of Directors and management comply with the Norwegian Code of Practice for Corporate Governance and the Swedish Corporate Governance Code. Adherence to the Codes is based on the "comply-or-explain" principle; a detailed description of the Company's adherence to the Codes is included on page 44 of this annual report.

## Shareholder Matters

Gaming Innovation Group Inc. is dual-listed on the Oslo Stock Exchange, Norway, with the ticker symbol "GiG"; and on NASDAQ Stockholm main list with the ticker symbol "GIGSEK". The ISIN code for the share is US36467X2062.

70,000 new shares were issued in December 2020 for exercise of options, and as at 31 December 2020, the total number of shares outstanding in GiG was 90,075,626 (par value USD 1.00), divided between approximately 6,800 shareholders registered in the VPS system and with Euroclear Sweden. The number of authorised shares is 100,000,000. For more details on

shares and options, see Note 24 in the Consolidated Financial Statements.

No options were granted in 2020, 10,000 options were exercised and 480,000 options were cancelled, resulting in 521,000 options outstanding as at 31 December 2020.

In January 2021, 1,500,000 options were granted to key employees. The exercise price is NOK 15.00 per share, and the options are exercisable with 20% after 1 January 2022, 30% after 1 January 2023 and 50% after 1 January 2024. All options expires on 31 December 2026 and are conditional upon employment at time of exercise. After the grant, a total of 2,021,000 options are outstanding.

## Board of Directors and Management

From 1 January 2020, the Company's Board of Directors comprised six members with Petter Nylander as Chairman and Robert Burén, Paul Fischbein, Frode Fagerli, Helge Nielsen and Henrik Persson Ekdahl as Directors. The Annual Meeting of Shareholders held on 19 May 2020 resolved that the Board of Directors should consist of five members and resolved to re-elect Petter Nylander as Chairman of the Board and to re-elect Helge Nielsen and Henrik Persson Ekdahl as Directors and to elect Nicolas Adlercreutz and Kjetil Garstad as new Directors of the Board.

The Company has an audit committee consisting of Nicolas Adlercreutz (chairman) and Kjetil Garstad, and a remuneration committee consisting of Petter Nylander (chairman) and Henrik Persson Ekdahl.

All board members are independent of the Company's large shareholders and the Company's senior management. In the opinion of the Board, the composition of the Board of Directors responds to the Company's needs for varied competency, continuity and changes in ownership structure.

None of the directors hold any options or are entitled to any severance payment upon termination or expiration of their service on the Board. For details about compensation to board members and senior management, see Note 32 in the Consolidated Financial Statements.

## Board of Directors' and Management's shareholdings

The following table shows the number of shares, options and warrants held by the members of the Board of Directors and top management of GiG and close associates, or companies controlled by the Board of Directors or the management, as at 31 December 2020:

Name	Position	Shares	Options
Petter Nylander	Chairman	119,000	-
Henrik Persson Ekdahl	Director	4,896,125	-
Helge Nielsen	Director	1,026,000	-
Nicolas Adlercreutz	Director	15,000	-
Kjetil Garstad	Director	334,531	-
Richard Brown	CEO	121,000	80,000
Tore Formo	Group CFO	458,167	30,000
Ben Clemes	CIO	1,907,146	30,000
Chris Armes	CIO	-	180,000
Justin Psaila	CFO	2,100	102,000
Jonas Warrer	MD of Media	380,886	30,000
Claudia Ginex	Director of People	-	30,000
Claudio Caruana	General Counsel	100	30,000

## People and Environments

GiG's headquarter is in Malta with operations in Spain and Denmark as well as some satellite offices. At the end of 2020 the employee count totaled 458, a reduction from 695 employees at the end of 2019. Approximately 280 contributed towards Platform Services, 125 into Media Services and 14 in Sports Betting Services with the balance in corporate functions. For more information, see the sustainability section on page 18.

## Internal control and risk management

The Board of Directors is responsible for the internal control, and has established policies, procedures and instructions related to risk management and internal control. These documents are distributed to the relevant employees and other stakeholders and it is mandatory for all employees to read, understand and sign off on Company policies and to comply with the code of conduct. The internal control framework is a direct result of continuous risk management processes, which

take into consideration the Company's business operations, as well as the external environment in which GiG operates.

The CEO and Group CFO are responsible for managing issues concerning insider information and monitoring the Company's IR function.

## Risks

The Company faces different risk factors, see details on pages 24-25 and in Note 2.1, Note 4.1 and Note 35 in the Consolidated Financial Statements.

## COVID-19

The COVID-19 virus spread across the world in 2020 and caused disruption to businesses and economic activity. GiG's customers are operating in the online gambling industry, which is affected by general economic and consumer trends outside GiG's and its customers' control. The occurrence of extraordinary events, such as COVID-19, has an adverse impact on the global economy, and may lead to a global recession. So far, the Company's operations have not been materially negatively affected by COVID-19 and GiG has applied a work from home policy, operating in a work from home and hybrid office set up allowing, when possible and safe, to employees to work from the company's facilities which are constantly sanitised and respectful of all local and WHO's protocols and regulations. Given the inherent uncertainties, it is difficult to ascertain the longer term impact of COVID-19 on the Company's operations, or to provide a quantitative estimate of this impact.

### The Board of Directors of Gaming Innovation Group Inc.

16 April 2021



Petter Nylander  
**Chairman**



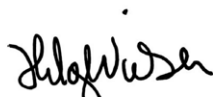
Nicolas Adlercreutz  
**Director**



Kjetil Garstad  
**Director**



Henrik Persson Ekdhahl  
**Director**



Helge Nielsen  
**Director**



Richard Brown  
**CEO**



## Directors' Responsibility Statement

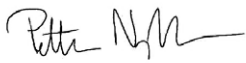
Today, the Board of Directors and Chief Executive Officer reviewed and approved the Board of Directors' report and the consolidated financial statements of Gaming Innovation Group Inc. and Subsidiaries, and the Company financial statements for the year ended 31 December 2020. The Company's consolidated financial statements have been prepared in accordance with IFRS.

We declare that, to the best of our knowledge, the consolidated financial statements of Gaming Innovation Group Inc. and Subsidiaries, and the Company financial statements for the year ended 31 December 2020 have been prepared in accordance with prevailing financial reporting standards, and that the consolidated financial statements of Gaming Innovation Group Inc. and Subsidiaries, and the Company financial statements for the year ended 31 December 2020 give a true and fair view of the assets, liabilities, financial position and results of operations as a whole for the group and parent company.

We also declare that, to the best of our knowledge, the Board of Directors' report provides a true and fair review of the development and performance of the business and the position of the group and parent company, together with a description of the most relevant risks and uncertainties the Company is exposed to, and that any description of transactions with related parties are correct.

**The Board of Directors of Gaming Innovation Group Inc.**

16 April 2021



Petter Nylander  
**Chairman**



Nicolas Adlercreutz  
**Director**



Kjetil Garstad  
**Director**



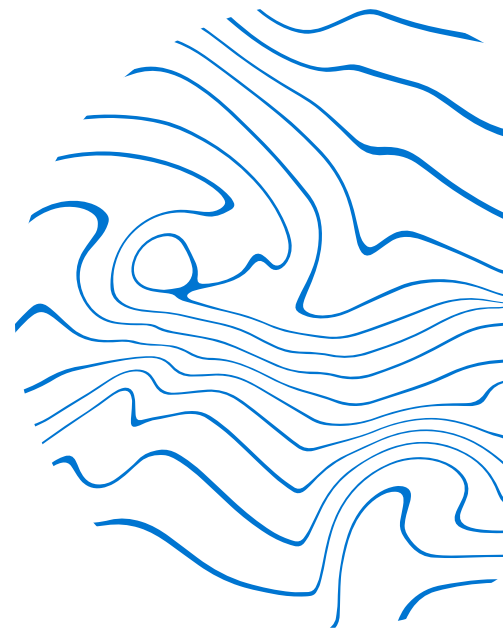
Henrik Persson Ekdahl  
**Director**



Helge Nielsen  
**Director**



Richard Brown  
**CEO**



+

# Corporate Governance.



# Corporate Governance

Gaming Innovation Group is committed to good corporate governance to ensure trust in the Company and to maximise shareholder value over time. The objective of the Company's corporate governance framework is to regulate the interaction between the Company's shareholders, the Board of Directors and the executive management.

## 1. Implementation and reporting on corporate governance

Gaming Innovation Group Inc. ("GiG" or the "Company") is a US corporation incorporated in the state of Delaware with corporate number 2309086. The headquarters is in Malta with operations in Denmark and Spain.

Being a Delaware company, GiG is subject to Delaware company legislation and regulation. In addition, certain aspects of the Norwegian Securities law and the Swedish Financial Instruments Trading Act apply to the Company due to its listing on both the Oslo Stock Exchange and on NASDAQ Stockholm, including the requirement to publish an annual statement of the Company's policy of corporate governance.

The Company's Board of Directors and management adheres to the Norwegian Code of Practice for Corporate Governance, last revised 17 October 2018 (the "Norwegian Code") and the Swedish Corporate Governance Code, last revised 1 January 2020 (the "Swedish Code"), both referred to as "the Codes" in this document. The Swedish Code was applicable from the listing on NASDAQ Stockholm in March 2019. The Company has Norway as its home member state, and thus Norwegian regulations and the Norwegian Code will supersede in case of conflicts.

The Company aims for compliance in all essential areas of the Codes; however, as a Delaware company, there will be topics where the Codes are not fully complied with. The Codes are available at [www.nues.no/eng](http://www.nues.no/eng) and [www.corporategovernanceboard.se](http://www.corporategovernanceboard.se)

The application of the Codes is based on a "comply or explain" principle and any deviation from the Codes is explained under each item. The corporate governance framework of the Company is subject to annual review by the Board of Directors and the annual corporate governance report is presented in the Company's annual report and on the Company's website.

This corporate governance report is currently structured to cover all sections of the Norwegian Code of Practice as a base, with extended sections to cover the Swedish Corporate Governance Code. Further explanation describes the Company's corporate governance in relation to each section of the respective Codes.

The Company complies with the Codes in all material respects; however, it deviates on the following topics: Board authorisation to issue new shares (section 3) and formulation of guidelines for use of the auditor for services other than auditing (section 15).

## 2. Business

The Codes are in material respects complied with through the Company's Certificate of Incorporation and By-Laws (combined Articles of Association) and the annual report.

As a Delaware corporation, the Company's business is not defined in the Articles of Association. A description of the business is available on the Company's website and in the annual report. The Company's objectives, strategy and risk profile are described in more detail in the annual report and on the Company's website.

Given the nature of GiG's business, the Company is constantly working to improve its ethical and fair business practice. The Company is committed to being compliant with all the laws and regulations affecting its business. The Company has defined ethical and sustainability guidelines in accordance with the Company's corporate values and as recommended by the Codes.

## 3. Equity and dividends

The Codes are in material respects complied with. GiG's equity as at 31 December 2020 was EUR 3.6 million. Apart from financing of normal operating expenses, GiG's business model requires low tied-up capital in fixed assets and the Board of Directors considers the current capital as sufficient. The Board of Directors constantly assesses the Company's need for financial strength based on the Company's objectives, strategy and risk profile.

The Company has adopted a dividend policy under which, all else being equal, the Company will aim to pay a dividend according to continued self-imposed restrictions concerning financial solidity and liquidity, all of which should be complied with. To date, the Company has not paid any dividends to shareholders and no dividends are proposed by the Board of Directors for the year 2020.

According to common practice for Delaware companies, the Company has an authorised number of shares available which is higher than the current number of issued shares. The authorised number of shares has been approved by the shareholders in a shareholder meeting. In compliance with the Company's Articles of Association and Delaware corporate law, the Board of Directors may issue shares up to this limit without any further shareholder approval. As at 31 December 2020, the number of authorised shares was 100,000,000 (par value USD 1.00) whereof 90,075,626 are issued and outstanding. The ISIN code is US36467X2062.

#### 4. Equal treatment of shareholders and transactions with close associates

The Codes are in material respects complied with. The Company has only one class of shares, which is listed on both the Oslo Stock Exchange and NASDAQ Stockholm.

Under Delaware law, no pre-emption rights of existing shareholders exist, however the Company aims to offer pre-emption rights to existing shareholders in the event of increases in the Company's share capital through private share issues for cash. If the Board of Directors carries out an increase in share capital by cash and waives to offer a pre-emption right to existing shareholders, this will be a minor increase, or if not, a justification will be publicly disclosed in connection with such increase in the share capital.

In case of any material transaction between the Company and shareholders, directors or senior management, or any related close associates, the Board of Directors will obtain satisfactory valuation in order to secure that a transaction is entered on arms-length conditions.

#### 5. Shares and negotiability

The Company is compliant with the Codes. The Company has no limitations on the ownership or sale of the Company's shares. All GiG shares are freely negotiable and no form of restriction on negotiability is included in the Company's Articles of Association.

#### 6. General meetings

The Codes are, in material respects, complied with as stated below. A shareholder meeting ensures the shareholders' participation in the body that exercises the highest authority in the Company and in which the Company's Articles of Association are adopted.

Notices for shareholder meetings with resolutions and any supporting documents are announced on the Oslo Stock Exchange, on Nasdaq Stockholm and on the Company's website and sent by mail to all shareholders registered in the VPS according to the Company's Articles of Association. The Company's by-laws require a minimum of 10 days' notice to the shareholders; however, the Company has given the shareholders longer notice when calling for shareholder meetings, and the Company aim to apply the Swedish Code for notice and other procedures regarding shareholder meetings.

The Company allows shareholders to vote by proxy and prepares a form of proxy that is sent to shareholders and nominates a person who will be available to vote on behalf of shareholders as their proxy. Shareholders are allowed to vote separately on each candidate nominated for election to the Company's corporate bodies.

The Company has decided to apply the Swedish Code by using English only for all communication, including the notice, as the ownership structure warrants it and it is financially feasible given the financial situation of the Company. The same applies to the minutes of the meeting. The Swedish Code will be applied when verifying and signing the minutes of shareholder meetings. A shareholder, or a proxy representative of a shareholder, who is neither a member of the Board nor an employee of the Company is to be appointed to verify and sign the minutes of shareholder meetings.

The Company's chairman attends shareholder meetings, and the Company further aims that the requirements in the Swedish Code regarding other members of the board, the CEO, the nomination committee and the Company's auditors will be present at the annual general meeting. For the 2021 shareholder meeting, COVID-19 sets restrictions to normal practice.

#### 7. Nomination committee

The Codes are complied with. As a Delaware corporation, the governing law does not require a nomination committee; however, the Company has a nomination committee.

The nomination committee is responsible for reviewing the size, structure and composition of the Board, succession planning, the appointment of replacement and/or additional directors and for making the appropriate recommendations to the Board. In 2020, the nomination committee held individual one-to-one interviews with each member of the Board.

The annual shareholder meeting on 19 May 2020, decided that the nomination committee of Gaming Innovation Group shall consist of not less than three and not more than four members, to represent all shareholders and be appointed by the three largest shareholders at 31 August 2020. The members of the committee are: Mikael Riese Harstad (committee chair, nominated by Andre Lavold), Petter Moldenius (nominated by Henrik Persson Ekdahl) and Frode Fagerli (nominated by Myrliid AS).

## 8. Board of Directors: composition and independence

For the Board of Directors, the Codes are in material respects complied with. The shareholder meeting elects representatives to the Board. The resolution on the composition of the Board takes place with a simple majority. The Company seeks to nominate members of the Board representing all shareholders and independent from management. All board members are, on a yearly basis, up for re-election.

The current Board of Directors consists of five members, whereof all are independent of the Company's main shareholders. All board members own shares in the Company, either directly or indirectly. Information about the current board members, their expertise, independency and shareholdings can be found on page 40 and on the Company's website.

As a Delaware company, the board members have unlimited periods, however the board members must be proposed, elected and re-elected at the annual shareholder meeting. The Chairman of the Board is formally elected by the Board of Directors according to the Company's by-laws.

## 9. The work of the Board of Directors

The Codes are in material respects complied with. The Board of Directors has the prime responsibility for the management of the Company and holds a supervisory position towards the executive management and the Company's activities.

In addition to monitoring and advisory duties, the Board of Directors' main tasks consist of participating in compiling the Company's strategy and establishing the overall goals.

The Board of Directors appoints the CEO; the Swedish Code will be applied when it comes to appointing, evaluating and, if necessary, dismissing the CEO. The Board is to approve any significant assignments the CEO has outside the Company.

The Board of Directors will ensure that the Company's six- or nine-month report is reviewed by the Company's auditor according to the Swedish Code. There is no such equivalent rule in the Norwegian Code.

The Board of Directors appoints a remuneration committee and an audit committee and establishes an annual plan for its work, with internal allocation of responsibilities and duties.

The Board of Directors has evaluated its work through a questionnaire and individual interviews with the chair of the nomination committee. The evaluation report has been shared with the nomination committee and also discussed by the Board of Directors.

Members of the Board of Directors and senior management shall notify the Board of Directors in case of material direct or indirect interests in transactions entered into by the Company.

The Chairman of the Board is responsible for leading the work of the Board and to lead the board meetings. Continual contact with the CEO shall ensure that the Chairman of the Board monitors the Company's development and that the Board receives the information required in order to be able to meet its commitments. The Chairman of the Board shall also represent the Company in matters concerned with ownership.

In 2020, the Board held 11 minuted meetings with all members present. The minutes were taken by the Group CFO, acting as secretary to the Board. At every Board meeting a business and financial update was given by the CEO.

## 10. Risk management and internal control

The Codes are complied with. The Board of Directors constantly assesses the Company's need for necessary internal control systems for risk management covering the size and complexity of the Company's business.

The Company employs a risk management policy which is applicable across all departments within the organisation. The policy requires that all staff align their activities with the risk appetite of the business, and where risks are identified an escalation process is triggered where higher management assesses risks.

The Board of Directors has also established an independent audit committee which oversees the Company's implementation of policies and procedures, as well as the reporting by the company of its financial affairs in the financial statements. The committee receives regular reports from the internal

auditor on key risk areas which would have been subject to a detailed evaluation by the internal auditor. The internal auditor is independent and freely chooses areas to assess at his own discretion, generally focusing on business activities that could bring legal, security, financial or other operational risks.

In connection with the annual report, the most important areas of risk exposure and internal controls are reviewed.

## 11. Remuneration to the Board of Directors

The Codes are complied with and variable remuneration for the Board is not allowed in the Norwegian Code, which the Company follows. The remuneration to board members is at a sufficiently competitive level in order to ensure the desired composition of the Board. The remuneration is resolved by the annual shareholder meeting and is a fixed amount and has no performance-related elements.

The annual shareholder meeting in May 2020 resolved the remuneration of the Board of Directors, including remuneration for the remuneration committee and the audit committee. Remuneration to the Board is listed in Note 32 in the 2020 Consolidated Financial Statements.

No board members have share options and no board members take part in incentive programmes available for management and/or other employees.

A general rule is that no members of the Board of Directors (or companies with which they are associated) shall take on specific assignments for the Company in addition to their appointment as Director. If such assignments are made, it shall be disclosed to the Board of Directors and the remuneration shall be approved by the Board of Directors.

## 12. Remuneration of the executive personnel

The Codes are complied with. The remuneration for the CEO is set by the Board. The Board also establishes guidelines for the remuneration of other members of senior management, including both the level of fixed salaries, the principles for and scope of bonus schemes and any option grants. The Company have so far not issued a remuneration report, however the policy for remuneration to senior management and the amounts paid in 2020 are described in Note 32 and the Company's incentive stock option programmes are described in Note 24 in the 2020 Consolidated Financial Statements.

The Company has a remuneration committee, consisting of two directors, Petter Nylander (committee chair) and Henrik Persson Ekdahl. For the fiscal year 2020, the remuneration committee had three committee meetings with both members present in all meetings.

## 13. Information and communications

The Code of Practice is complied with. The Company assigns importance to informing its owners and investors about the Company's development and economic and financial status. Prompt financial reporting reduces the possibility of leakage and contributes to the equal treatment of shareholders.

Responsibility for investor relations (IR) and price sensitive information rests with the Company's CEO and Group CFO, including guidelines for the Company's contact with shareholders other than through general meetings.

All information distributed to the Company's shareholders is available through the Company's website. Each year the Company publishes to the market the dates of reporting for planned major events.

The Company provides annually a sustainability report that are made available on the Company's website. The Company has not presented a separate remuneration report, but information on remuneration to the Board of Directors and management, and share option plans, are available in the annual report.

## 14. Take-overs

The Code of Practice is complied with. The Company has no restrictions in its Articles of Association regarding company take-overs, and the Board of Directors is pragmatic with respect to a possible takeover of the Company.

If a takeover bid is made for the Company, the Board of Directors will ensure that shareholders are given sufficient and timely information and make a statement prior to expiry of the bid, including a recommendation as to whether the shareholders should accept the bid or not. The main responsibility of the Board of Directors under such circumstances is to maximise value for the shareholders, while simultaneously looking after the interest of the Company's employees and customers.

## 15. Auditor

The Company has an audit committee consisting of two directors, Nicolas Adlercreutz (committee chair) and Kjetil Garstad. For the fiscal year 2020, the audit committee had five audit committee meetings with both members present in all meetings, and had meetings with the external auditors regarding the Q3-20 review and the annual financial statements and the auditors presented to the audit committee a review of its work and the Company's internal procedures.

The Company has not developed any specific guidelines for the management's opportunity to use the auditor for other services than audit. The auditors are used as advisors for general financial purposes and in connection with the preparation of tax returns and general tax advice.

The auditors did not participate in the board meeting which finally approved the annual financial statements for 2020, but participated in the audit committee meeting that approved the annual financial statements and the auditors' comments were presented to the Board of Directors by the audit committee. The auditors have been available for questions and comments at the Board of Directors' discretion.

## Annual Meeting of Shareholders 2020

The Annual General Meeting of Shareholders was held on 19 May 2020 in Stockholm, Sweden. 55.26% of the shareholders were represented at the meeting in person or by proxy.

The meeting resolved that the Board of Directors should consist of five members and resolved to re-elect Petter Nylander as Chairman of the Board and to re-elect Helge Nielsen and Henrik Persson Ekdahl as Directors of the Board and to elect Nicolas Adlercreutz and Kjetil Garstad as new Directors of the Board.

The meeting furthermore resolved that the nomination committee shall consist of not less than three, and not more than four, members, to represent all shareholders and be appointed by the three largest shareholders as at 31 August 2020. It was also resolved to reappoint Israeloff Trattner & Co. PC as auditors of the Company. Israeloff Trattner & Co PC, merged with REID CPAs LLP in August 2020, changing its name to REID CPAs LLP.

The meeting also resolved to authorise the Board of Directors to buy back already issued and outstanding shares in the Company and to dispose of such shares, all on such terms as the Board of Directors may deem fit. The Company's total holding of its own shares may not exceed 10% of the outstanding share capital of the Company at any time. Acquisition of own shares may take place on NASDAQ Stockholm and Oslo Børs during the period until the end of the next Annual Meeting of Shareholders. No shares has been bought back since the Annual General Meeting of Shareholders in May 2020.

All other proposals were resolved by the Annual Meeting of Shareholders.

Minutes from the meeting can be found on the Company website: [www.gig.com](http://www.gig.com)

## Annual Meeting of Shareholders 2021

The Annual Meeting of Shareholders will be held at 10:00 CET on Tuesday 20 May 2021 at 7A Posthuset, Vasagatan 28, Stockholm, Sweden. The Notice of the Meeting will be published on the Company website on or before 29 April 2021.

## Legal disclaimer

Gaming Innovation Group Inc. gives forecasts. Certain statements in this report are forward-looking and the actual outcomes may be materially different. In addition to the factors discussed, other factors could have an impact on actual outcomes. Such factors include developments for customers, competitors, the impact of economic and market conditions, national and international legislation and regulations, fiscal regulations, the effectiveness of copyright for computer systems, technological developments, fluctuation in exchange rates, interest rates and political risks.

## Financial calendar

Q1 2021 Interim Report	<b>5 May 2021</b>
2021 Annual Shareholder Meeting	<b>20 May 2021</b>
Q2 2021 Interim Report	<b>18 Aug 2021</b>
Q3 2021 Interim Report	<b>9 Nov 2021</b>
Q4 2021 Interim Report	<b>15 Feb 2022</b>

## Contacts

<b>CEO</b>	<b>Group CFO</b>
Richard Brown	Tore Formo
<a href="mailto:richard.brown@gig.com">richard.brown@gig.com</a>	<a href="mailto:tore@gig.com">tore@gig.com</a>

**Gaming Innovation Group,  
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Triq id-Dragunara c/w Triq San Gorg,  
St. Julians, STJ 3148  
Malta**

This information is information that Gaming Innovation Group Inc. (GiG) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, at 18:30 CET on 16 April 2021.



# Board of Directors

## Petter Nylander

**Chairman of the Board &  
Chairman of the Remuneration Committee**

Petter Nylander has a long and successful career within iGaming and media enterprises. Starting his career in MTG, he held various management positions such as CEO of Unibet (now Kindred Group, Nasdaq OMX), CEO of TV3 Scandinavia and CEO of OMD Sweden (part of Omnicom Group). Petter Nylander has also held positions of trust such as Chairman of the Board of G5 Entertainment AB (Nasdaq OMX) and board member of Besedo and Cint AB. He brings unparalleled industry knowledge as well as great experience within corporate governance and Swedish Code of Conduct. Petter Nylander has a Masters Degree in Business and Economics from the University of Stockholm, Sweden.

**Nylander has been a director in GiG since December 2018 and close associates of Nylander owns 119,800 shares in GiG.**

## Kjetil Garstad

**Director & member of the Audit Committee**

Kjetil Garstad is a highly experienced analyst and investor with many years of experience within various financial institutions and investment firms. Garstad currently works as an analyst at Stenshagen Invest AS, a shareholder of the Company, but has previously held positions such as research analyst at Arctic Securities and at SEB Enskilda. He is also holding other positions of trust such as director of B2 Holding, Norwegian Finans Holding and Protector Insurance. Kjetil contributes with strategic and analytical advice to the Board of Directors of the Company. Garstad has a Master's degree in Business and Economics from the Norwegian School of Economics.

**Garstad has been a director since May 2020 and close associates of Garstad holds 334,531 shares in GiG.**

## Helge Nielsen

**Director**

Helge Nielsen graduated from the Norwegian School of Economics (NHH) in 1975. He has broad and diverse senior management experience both nationally and internationally, including listed companies. He has been in charge of tech-driven international market organizations and responsible for major restructuring processes. Currently, Helge Nielsen runs his own consultancy company, which provides management for hire. He also holds various directorships.

**Nielsen has been a director since May 2014 and companies controlled by Nielsen owns 1,026,000 shares in GiG.**

## Henrik Persson Ekdahl

**Director & member of the Remuneration Committee**

Henrik Persson Ekdahl is Partner & Co-founder at Optimizer Invest. As a repeat entrepreneur and angel investor, he has launched, grown and sold leading Scandinavian gaming operations such as BestGames Holdings Plc, Betsafe Ltd and Betit Group. He has two decades of experience within the online gaming industry in various roles including CEO BestPoker, CEO Betsafe & CEO Betsson Group Ltd. Henrik Persson Ekdahl holds an MBA from Gothenburg School of Economics.

**Ekdahl has been a director since September 2016 and close associates of Ekdahl holds 4,696,125 shares in GiG.**

## Nicolas Adlercreutz

**Director & Chairman of the Audit Committee**

Nicolas Adlercreutz has a strong background within finance and has held numerous finance C-level management positions, including positions such as CFO of Bluestep Bank, CFO of Qliro Group AB (Nasdaq OMX) and CFO at PA Resources (Nasdaq OMX). He is currently Interim CFO of Bright Group. Adlercreutz is expected to bring and contribute with great financial occupational experience and finance competence to the Board of Directors of the Company. He has a Bachelor's Degree in Business and Economics from the Mid Sweden University.

**Adlercreutz has been a director since May 2020 and holds 15,000 shares in GiG.**

# Management

## Richard Brown

### Chief Executive Officer

Richard joined GiG in February 2016 as Managing Director for GiG Media, and after almost two years, progressed to Chief Digital Officer, and subsequently took the position of Chief Operating Officer. In November 2019 Richard was appointed as CEO. Before GiG, Richard worked in various senior and directorial roles in companies such as Highlight Media Group, Web Guide Partner and THG Sports delivering exceptional results in line with strategic goals. Richard is responsible for aligning the business to the strategic initiatives, and lead the Company into future growth.

**Richard Brown and close associates holds 120,000 shares and 80,000 options in GiG.**

## Tore Formo

### Group CFO

Tore Formo has acted as Chief Financial Officer in the US parent company since 2005 and joined GiG through the reversed merger with Nio Inc. in 2015. Tore is in charge of Investor Relations and corporate functions related to shareholders, stock listings, bonds etc. He has 30 years of financial experience including banking, the equity market as an analyst and start-ups.

**Tore Formo holds 458,167 shares and 30,000 options in GiG.**

## Ben Clemes

### Chief Commercial Officer

Ben oversees the Commercial team, with responsibility for commercial agreements with our various suppliers and pricing models for GiG's ever expanding product range. His background is casino management, including MGM in Las Vegas, and Head of Casino Operations for Nordic Gaming Group. Ben joined GiG in 2013, as Head of Casino Operations and co-founder of Guts, and progressed to Managing Director of iGaming Cloud (now Platform Services) in 2016, and was announced as CCO in late 2017.

**Ben Clemes holds 1,907,146 shares and 30,000 options in GiG.**

## Chris Armes

### Chief Information Officer

Chris joined GiG as Chief Information Officer in August 2019 with the strategic responsibility for GiG's multiple technology assets. Previously having been the CTO for SGDigital leading the technology team at NYX through the integration into SGDigital. Chris has worked for Sun Microsystems and Oracle managing global Software Engineering teams. His passion is building industry-leading software leveraging the best of global engineering talent having started successful development centres in various places around the world.

**Chris Armes holds 0 shares and 180,000 options in GiG.**

## Justin Psaila

### Chief Financial Officer

Justin is responsible for managing the financial risks of the group, analysing and reviewing financial data, preparing budgets and monitoring and controlling expenditure against budgets as well as making sure that management are supplied with appropriate financial reporting in order to take effective business decisions. He has 10+ years of experience in iGaming, of which eight years were as Management Accountant for Betsson Group, and has been with GiG since 2015.

**Justin Psaila holds 2,100 shares and 102,000 options in GiG.**

## Claudia Ginex

### Chief People Officer

Experienced HR professional, GiG employee since November 2016 enthusiast about people management and development. Claudia's main passion is providing HR strategies & solutions by helping business executives and managers in building their people operations through technology, coaching, compliance and leadership. She currently leads GiG's People Operations (HR, TA training, internal communication and facilities teams).

**Claudia Ginex holds 0 shares and 30,000 options in GiG.**

## **Jonas Warrer**

### **Chief Marketing Officer**

Jonas has over 11 years of experience of working within the iGaming sector. He entered the iGaming space when he founded media/affiliate company Rebel Penguin in 2007, which he later sold to GiG. He started his career with GiG Media as the General Manager of GiG Media office in Copenhagen, before being promoted to Interim Director of Marketing and later became Managing Director of GiG Media. Before starting out in iGaming he worked for a large telco operator in Denmark taking on various positions such as strategy consultant and product owner working both in Denmark and Switzerland.

**Jonas Warrer holds 380,886 shares and 30,000 options in GiG.**

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## **Claudio Caruana**

### **General Counsel**

Claudio Caruana has been active in the gaming industry for over ten years, starting his career in a full-service law firm specialising in gambling regulation, privacy, and corporate law. Throughout his career, he has been involved in and led the legal process of several M&A transactions spanning various industries. Claudio has been representing GiG since 2013, and in 2017 joined the company to lead and expand the legal, compliance and regulatory affairs department in the face of an ever-evolving risk environment. He holds a doctorate in law from the University of Malta and a masters' degree in Internet, Telecommunications Law and Policy from the University of Strathclyde.

**Claudio Caruana holds 100 shares and 30,000 options in GiG.**

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# Auditor's Report.



# Independent auditor's report

To the Shareholders of Gaming Innovation Group, Inc.

## Report on the Audit of the Financial Statements Opinion

We have audited the consolidated financial statements of Gaming Innovation Group, Inc. and its subsidiaries (the Group), and the financial statements of the Parent, each of which comprise the applicable statements of financial position as of 31 December 2020, and the statements of comprehensive income (loss), statements of changes in equity and statements of cash flows for the year then ended, and the notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying Group consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as of 31 December 2020, and its consolidated financial performance and consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU.

In our opinion, the accompanying Parent financial statements give a true and fair view of the financial position of the Parent as of 31 December 2020, and its financial performance and cash flows for the year then ended in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway and Sweden Accounting Act and accounting standards and practices generally accepted in Sweden.

## Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report below. We are independent of the Group and the Parent in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements and we have fulfilled our other ethical responsibilities in accordance with

these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Prior Period Financial Statements

The financial statements as of 31 December 2019 were audited by Israeloff, Trattner & Co. PC, who merged with Reid CPAs, LLP as of August 1, 2020, and whose report dated April 27, 2020 expressed an unmodified opinion on those statements

## Material Uncertainty relating to going concern

We draw attention to Note 2.1 to these financial statements, which describes the Company's working capital deficiency as at 31 December 2020, and the re-financing of the existing bond that matures in June 2022. Management is confident about prospects for refinancing the bond, although the position is contingent on external market factors beyond the Company's control. These events or conditions, along with other matters as set forth in the said Note, indicate the existence of a material uncertainty which may cast significant doubt about the Company's and the Parent's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

## Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the Auditor's responsibilities for the audit of the financial statements section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the financial statements.

### **Impairment assessment of goodwill and other Intangible assets**

The Company tests whether the goodwill and other intangible assets are impaired on an annual basis. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows, referred to as cash generating units ("CGU"). Following the sale of the B2C (Business to Consumer) CGU during the year, the Company operates a B2B (Business to Business) segment, which includes performance marketing and technology services.

As described in Note 10, the impairment assessment for goodwill and other intangible assets for the B2B segment relied on value in use calculations. The cash flow projections were based on the Company's approved budget for 2021, projection of free cash flows for the period 2022- 2024, as well as an estimate of the residual value. The perpetual growth rate, as factored in the residual value estimate, was assumed at 2%. As at 31 December 2020, only goodwill and trademarks with carrying amount of Euros 16 million have an indefinite useful life.

The underlying forecast cash flows, and the supporting assumptions, reflect significant judgements, as these are affected by future market or economic conditions, as well as changes to laws and regulations. The estimation of future cash flows and the level to which they are discounted is inherently uncertain and requires judgement. The extent of judgement and the size of goodwill and intangible assets, resulted in this matter being identified as an area of audit focus.

#### **How our audit addressed this key audit matter:**

As part of our work on the impairment assessment of goodwill and other intangible assets, we evaluated the appropriateness of the methodology applied and the assumptions underlying the discounted cash flow model prepared by management using our group's valuation experts. The calculations underlying the impairment model were reviewed in order to check the model's accuracy.

For the performance marketing component of the B2B segment, we carried out sensitivity analysis to assess whether or not a reasonable possible change in key assumptions could result in impairment, and concur with management's view that this component is less sensitive due to the level of headroom between reported intangible assets and the respective value-in-use. On the other hand, the recoverable amount of the information technology component is very susceptible to the Group achieving the projected level of growth in revenue, and the projected improvement in EBITDA in the next three years.

The appropriateness of disclosures made in relation to the impairment assessment of these intangible assets was also reviewed.

Based on the work performed, we found the assessment of the recoverable amount of goodwill and other intangible assets and the related disclosures, to be consistent with the explanation and evidence obtained.

We have no key audit matters to report with respect to our audit of the parent company financial statements.

### **Other Information**

Other information consists of the information included in the Company's annual report other than the consolidated financial statements and our auditor's report thereon. The Board of Directors and Chief Executive Officer (management) are responsible for the other information. Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance or conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information we are required to report that fact. We have nothing to report in this regard.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRS, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error. In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

## Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's

report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on Other Legal and Regulatory Requirements

The Annual Report and Consolidated Financial statements contains other areas required by legislation or regulation on which we are required to report. The Board of Directors are responsible for these other areas.

## Opinion on the Board of Directors Report, Corporate Governance Report and Sustainability Report

Based on our audit of the consolidated financial statements as described above, it is our opinion that the information presented in the Board of Directors Report, Corporate Governance Report and Sustainability Report concerning the financial statements and the going concern assumption is consistent with the consolidated financial statements and complies with the applicable laws and regulations.

**Woodbury, New York, 16 April 2021**

*Reid CPAs, LLP*

REID CPAs LLP



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# Consolidated Financial Statements.



## Statements of Comprehensive Income (Loss)

For the years ending 31 December 2020 and 2019

EUR 1000	Notes	Company		Parent	
		2020	2019	2020	2019
<b>Revenues</b>	2,4,25	<b>63 027</b>	<b>44 054</b>	-	-
Cost of sales	26	2 967	906	-	-
<b>Gross profit</b>		<b>60 060</b>	<b>43 148</b>	<b>-</b>	<b>-</b>
<b>Operating expenses</b>					
Personnel expenses	29	25 333	24 059	523	-
Depreciation & amortization	2,10,11	19 407	23 650	-	19
Impairment of intangible assets	2,10	-	3 911	-	77 553
Marketing expenses		14 900	5 272		2
Other operating expenses	27	9 085	10 373	752	88
<b>Total Operating Expenses</b>		<b>68 725</b>	<b>67 265</b>	<b>1 275</b>	<b>77 662</b>
<b>Operating income (loss)</b>		<b>-8 665</b>	<b>-24 117</b>	<b>-1 275</b>	<b>-77 662</b>
<b>Other income (expense)</b>					
Other Income (expense)	30	-6 943	-8 227	-212	-4 346
<b>Total other income (expense)</b>		<b>-6 943</b>	<b>-8 227</b>	<b>-212</b>	<b>-4 346</b>
<b>Results before income taxes</b>		<b>-15 608</b>	<b>-32 344</b>	<b>-1 487</b>	<b>-82 008</b>
Income tax (expense) credit	28	-323	-627	-	-
<b>Loss from continuing operations</b>		<b>-15 931</b>	<b>-32 971</b>	<b>-1 487</b>	<b>-82 008</b>
<b>Loss from discontinuing operations</b>	7	<b>-1 753</b>	<b>-31 720</b>	<b>-</b>	<b>-</b>
<b>Loss for the year</b>		<b>-17 684</b>	<b>-64 691</b>	<b>-1 487</b>	<b>-82 008</b>
<b>Other comprehensive income (loss)</b>					
Exchange differences on translation of foreign operation	2	-174	-245	-	-
Change in fair value through other comprehensive income	14	-13	-1 284	-	-1 284
<b>Total other comprehensive income (loss)</b>		<b>-187</b>	<b>-1 529</b>	<b>-</b>	<b>-1 284</b>
<b>Total comprehensive income (loss)</b>		<b>-17 871</b>	<b>-66 220</b>	<b>-1 487</b>	<b>-83 292</b>
Total comprehensive income (loss) attributable to:					
Owners of the parent	2,12	-17 862	-66 218		
Non-controlling interests	2,12	-9	-2		
<b>Total comprehensive income (loss)</b>		<b>-17 871</b>	<b>-66 220</b>		
Earnings per share attributable to Gaming Innovation Group Inc.					
Basic and diluted loss per share from continuing operations		-0,18	-0,37		
Basic and diluted loss per share from discontinuing operations		-0,02	-0,35		
Basic and diluted loss per share attributable to GiG Inc.		-0,20	-0,74		
Weighted average shares outstanding (1000)		90 007	90 006		
Diluted weighted average shares outstanding (1000)		90 007	90 006		

## Statements of Financial Position

For the years ending 31 December 2020 and 2019

EUR 1000	Notes	Company		Parent	
		31.12.2020	31.12.2019	31.12.2020	31.12.2019
<b>ASSETS</b>					
<b>Non-current assets</b>					
Goodwill	2,10	16 287	15 995	10 448	-
Intangible assets	2,10	33 012	40 912	-	14
Property, plant and equipment	2,11	3 043	5 014	-	-
Right-of-use assets	6	13 002	14 007	-	-
Investment in subsidiaries	12	-	-	62 365	84 066
Deferred income tax assets	23	60	60	-	-
Other non-current assets	13,15,20	532	542	324	-
Financial assets at fair value through other comprehensive income	14	-	568	-	568
Financial assets at fair value through profit and loss	16	-	-	-	-
<b>Total non-current assets</b>		<b>65 936</b>	<b>77 098</b>	<b>73 137</b>	<b>84 648</b>
<b>Current assets:</b>					
Trade and other receivables	17	15 711	20 464	5 535	16 368
Cash and cash equivalents	18	11 504	4 557	3 461	23
Prepaid and other current assets	19	-	3	-	-
<b>Total current assets</b>		<b>27 215</b>	<b>25 024</b>	<b>8 996</b>	<b>16 391</b>
<b>Assets classified as held for sale</b>	<b>7</b>	<b>-</b>	<b>32 966</b>	<b>-</b>	<b>-</b>
<b>TOTAL ASSETS</b>		<b>93 151</b>	<b>135 088</b>	<b>82 133</b>	<b>101 339</b>
<b>Liabilities and Shareholders' Equity</b>					
<b>Shareholders' equity:</b>					
Share capital issued	24	78 915	78 858	78 915	78 858
Share premium	24	32 204	31 577	36 233	35 364
Accumulated translation income (loss)		-1 916	-1 742	-	-
Retained earnings (deficit)		-105 611	-87 797	-82 281	-80 794
<b>Total equity attributable to owners of the Company</b>		<b>3 592</b>	<b>20 896</b>	<b>32 876</b>	<b>33 428</b>
Non-controlling interests		14	24	-	-
<b>Total equity</b>		<b>3 606</b>	<b>20 920</b>	<b>32 867</b>	<b>33 428</b>
<b>Liabilities</b>					
Long term liabilities:					
Bond payable	8	35 998	36 908	35 998	36 908
Lease liabilities	6	11 736	12 496	-	-
Long term loans	22	9 610	-	9 611	-
Deferred income tax liabilities	23	1 529	1 270	-	448
<b>Total long term liabilities</b>		<b>58 873</b>	<b>50 674</b>	<b>45 609</b>	<b>37 356</b>
<b>Current liabilities:</b>					
Trade payables and accrued expenses	21	24 886	22 801	202	220
Lease liabilities	6	2 351	2 140	-	-
Short term loans	22	-	-	-	-
Bond payable	8	3 455	30 035	3 455	30 225
<b>Total current liabilities</b>		<b>30 672</b>	<b>54 976</b>	<b>3 657</b>	<b>30 256</b>
<b>Total liabilities</b>		<b>89 545</b>	<b>105 649</b>	<b>49 266</b>	<b>67 611</b>
<b>Liabilities directly associated with assets classified as held for sale</b>	<b>7</b>	<b>-</b>	<b>8 519</b>	<b>-</b>	<b>-</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>93 151</b>	<b>135 088</b>	<b>59 221</b>	<b>101 339</b>

## Statements of Changes in Equity

For the years ending 31 December 2020 and 2019

Company (EUR 1000)								
	Common Stock Shares issued	Common Stock Shares Outstanding	Common Stock Amount	Share Premium/ Adjustment	Non-controlling interest	Translation reserve	Retained Earnings (Deficit)	Total Equity
<b>Balance at 1 January 2019</b>	<b>90 005 626</b>	<b>90 005 626</b>	<b>78 858</b>	<b>33 677</b>	<b>25</b>	<b>-1 497</b>	<b>-22 987</b>	<b>88 076</b>
Share compensation expense	-	-	-	-677	-	-	-	-677
Change in value of financial assets at fair value through comprehensive income	-	-	-	-1 284	-	-	-	-1 284
Adjustment to prior year	-	-	-	-139	-	-	-119	-258
Net results from continuing operations	-	-	-	-	-1	-	-32 971	-32 972
Net results from discontinuing operations	-	-	-	-	-	-	-31 270	-31 270
Exchange differences on translation	-	-	-	-	-	-245	-	-245
<b>Balance at 31 December 2019</b>	<b>90 005 626</b>	<b>90 005 626</b>	<b>78 858</b>	<b>31 577</b>	<b>24</b>	<b>-1 742</b>	<b>-87 797</b>	<b>21 370</b>
Exercise of options and issuance of shares for cash	70 000	70 000	-	82	-	-	-	82
Share compensation expense	-	-	57	-357	-	-	-	-300
Value of conversion rights on convertible loan	-	-	-	788	-	-	-	788
Adjustment in relation to prior period	-	-	-	114	-	-	-581	-467
Net results from continuing operations	-	-	-	-	-10	-	-15 931	-15 940
Net results from discontinuing operations	-	-	-	-	-	-	-1 753	-1 753
Exchange differences on translation	-	-	-	-	-	-174	-	-174
<b>Balance at 31 December 2020</b>	<b>90 075 626</b>	<b>90 075 626</b>	<b>78 915</b>	<b>32 204</b>	<b>14</b>	<b>-1 916</b>	<b>-106 061</b>	<b>3 606</b>
Parent (EUR 1000)								
	Common Stock Shares issued	Common Stock Shares Outstanding	Common Stock Amount	Share Premium/ Adjustment		Retained Earnings (Deficit)	Total Equity	
<b>Balance at 1 January 2019</b>	<b>90 005 626</b>	<b>90 005 626</b>	<b>78 858</b>	<b>37 464</b>		<b>1 214</b>	<b>117 536</b>	
Adjustment in relation to prior period	-	-	-	-139		-	-139	
Share compensation expense	-	-	-	-677		-	-677	
Change in value of financial assets at fair value through comprehensive income	-	-	-	-1 284		-	-1 284	
Net results	-	-	-	-		-82 008	-82 008	
<b>Balance at 31 December 2019</b>	<b>90,005,626</b>	<b>90,005,626</b>	<b>78,858</b>	<b>35 364</b>		<b>-80 794</b>	<b>33 428</b>	
Exercise of options	70 000	70 000	-	-		-	-	
Share compensation expense	-	-	57	-		-	57	
Adjustment in relation to prior period	-	-	-	81		-	81	
Change in value of financial assets at fair value through comprehensive income	-	-	-	788		-	788	
Net results	-	-	-	-		-1 487	-1 487	
<b>Balance at 31 December 2020</b>	<b>90 075 626</b>	<b>90 075 626</b>	<b>78 915</b>	<b>36 233</b>		<b>-82 281</b>	<b>32 867</b>	

## Statements of Cash Flows

For the years ending 31 December 2020 and 2019

EUR 1000	Notes	Company		Parent	
		2020	2019	2020	2019
<b>Cash flows from operating activities</b>					
Results before income taxes		-15 608	-32 344	-1 487	-82 008
Loss from discontinued operations	7	-1 753	-31 720	-	-
Taxes		-323	-627	-	-
Amortization of intangible assets	10	14 314	21 217	-	19
Depreciation of property, plant and equipment	11	5 090	2 061	-	-
Depreciation of right-of-use assets	6	-	2 628	-	-
Impairment of intangibles	10	1 665	44 098	-	911
Share based compensation		-357	-677	-	-
Provision for impairment of investment in subsidiaries		-792	-281	-	76 643
Early redemption fee on bond		-	994	-	994
Change in trade and other receivables		17 119	-348	-5 479	5 249
Change in current assets		-137	2	-	-
Change in non-current assets		2	-223	2	-
Change in trade and other payables		-1 523	-703	121	3 263
<b>Net cash (used in)/generated from operating activities</b>		<b>17 700</b>	<b>4 077</b>	<b>-6 843</b>	<b>5 071</b>
<b>Cash flows from investing activities</b>					
Purchases of intangible assets	10	-6 564	-7 697	-	-
Purchases of property, plant and equipment	11	-1 673	-2 704	-	-
Acquisition of associates		22 850	-100	-	-100
Acquisition of subsidiaries		-	-	-	-
<b>Net cash used in investing activities</b>		<b>14 613</b>	<b>-10 501</b>	<b>-</b>	<b>-100</b>
<b>Cash flows from financing activities</b>					
Repayment of loans	22	-27 825	-2 570	-	-
Proceeds from loans	22	10 281	-	10 281	-
Proceeds from issuance of shares	24	-	-	-	-
Proceeds from bond issue	8	-	2 446	-	-
Lease liability principal payments		-3 155	-2 796	-	-
Loans to associate investments	8	-	-80	-	-80
Interest paid on bond		-4 479	-4 897	-	-4 897
<b>Net cash generated from financing activities</b>		<b>-25 178</b>	<b>-7 897</b>	<b>10 281</b>	<b>-4 977</b>
Translation loss		-174	-245	-	-
Fair value movements		-13	-1 284	-	-
Net movement in cash and cash equivalents		6 947	-15 850	3 438	(6)
Cash and cash equivalents at beginning of year	18	10 295	14 669	23	29
Cash and cash equivalents attributable to discontinued operations		-5 738	5 738	-	-
Cash and cash equivalents arising upon business combination		-	-	-	-
<b>Cash and cash equivalents at end of year</b>	<b>18</b>	<b>11 504</b>	<b>4 557</b>	<b>3 461</b>	<b>23</b>

## Notes to Consolidated Financial Statements

For the years ending 31 December 2020 and 2019

### 1. Corporate Information

Gaming Innovation Group Inc. ("GiG" or the "Company") is a US corporation incorporated in the state of Delaware and traded on the Oslo Stock Exchange with the ticker symbol "GiG" and on Nasdaq Stockholm with the ticker symbol "GIGSEK" (dual listing). Gaming Innovation Group Plc. ("Plc") is incorporated and domiciled in Malta, having a registered office at @GiG Beach, The Golden Mile, Trig Id-Drangunara, St. Julian's STJ 3148, Malta.

The Company's principal activities during 2020 were the provision of online gaming services, primarily casino and sports, provision of a remote gaming platform and affiliate marketing operations.

The consolidated financial statements of the Company as at and for the years ended 31 December 2020 and 2019 and comprise of Plc and Plc's accounting basis subsidiaries.

#### Discontinued operations – B2C

On 14 February 2020, the Company signed a Share Purchase Agreement with Betsson Group for the divestment of its B2C assets, which included the operator brands Rizk, Guts, Kaboo and Thrills. Betsson, through this agreement, became a long-term partner of GiG, generating revenues to GiG's Platform Services. Betsson commits to initially keep the brands operational on GiG's platform for a minimum of 30 months. For the first 24 months, Betsson will pay a premium platform fee based on NGR generated.

On 16 April 2020, the Company completed the sale of its B2C assets to Betsson. The Company received net of transaction cost an amount of EUR 31 million as a consideration including a prepaid platform fee of EUR 8.7 million. On 22 April 2020, the Company used part of the proceeds from the sale to repay its SEK 300 million 2017-2020 bond, together with the cost incurred of SEK 1.1 million for extending the maturity date of the bond from 6 March 2020 to 22 April 2020. Subsequently, the consideration was adjusted by EUR 2.3 million, to reflect working capital adjustments of EUR 2.8 million and EUR 0.5m deferred payment.

The sale of the B2C vertical is a result of GiG's strategic review, initiated in November 2019, leading to an evolved strategic direction to reduce complexity and improve efficiency. After the divestment of the B2C segment GiG became one of the few fully independent B2B providers in the industry giving the Company dedicated focus on building the B2B business.

Following the divestment of its B2C segment, GiG is less directly exposed to legal and compliance risks associated with gaming operations.

As part of its de-risking strategy, the Company during the year also reviewed its white-label model and concluded that the Company will no longer offer white-label licensing. This strategic decision resulted in a reduction from 15 brands operating on white-label agreements, to only three remaining at the end of 2020. Subsequent to year end, only two white-label brands remained. These remaining white-label brands are in the process of converting into SaaS agreements, pending regulatory changes. The majority of white-labels were terminated and/or migrated to other white-label platforms with the larger white-labels converting to a SaaS agreement with GiG. As part of the strategy to terminate white-label agreements, GiG rescinded its Swedish and UK B2C licenses in October 2020.

#### Performance Marketing

GiG's proprietary US affiliate site, World Sports Network (WSN.com) continued its expansion in the US and is now present in seven US states after having received affiliate licenses in each of these states enabling it to promote operators offering both casino and sports in such states. WSN continues strengthening its position and ability to cater for the highly attractive and growing US market.

#### Platform Services

During 2020, fourteen new agreements were signed for Platform Services where four offer both casino and sportsbook and ten offer casino only. Two of the new clients that signed during 2020 went live during 2020. These new agreements are expected to secure recurring revenues from 2021 and beyond.

#### Sports Betting Services

In September 2020, GiG signed a strategic partnership with Betgenius, creating a fully integrated sportsbook and platform solution for operators in regulated markets by bringing together GiG's platform technology with Betgenius' end-to-end live data, trading and risk management services. The partnership signed its first client in September. Betgenius took over all day-to-day sportsbook management operations in September, reducing GiG's operating expenses. Following a strategic review of its cost base structure, Management implemented various cost saving measures during the year. With its partnership with Betgenius and new cost base post restructuring, Sports Betting Services unit is in a sustainable position for growth and strategic partnerships.

## 2. Summary of Significant Accounting Policies

The principal accounting policies adopted in the preparation of these financial statements are set out below. These policies have been consistently applied to both years presented, unless otherwise stated.

### 2.1 Basis of preparation

#### Statement of Compliance and Presentation of Financial Statements

The consolidated Company financial statements include the financial statements of the accounting parent, Plc, and its subsidiaries. These financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union ("EU"). The consolidated financial statements report the full year of operations of 2020 and 2019.

The consolidated financial statements are presented on the historical cost basis and reflect all acquisitions, adjusted for all post acquisition gains, earnings and losses. Parent only financial statements report the results of GiG, the legal parent. The statements were approved by the Board of Directors and issued on 16 April 2021.

#### Going concern

The Company's financial position improved following the sale of the B2C business and repayment of the SEK 300m 2020 bond in April 2020, and the actions taken to rationalise costs and the strategic review of operations in line with the Company's new focus. The Company's remaining bond with a nominal value of EUR 39.9 million (SEK 400 million) matures in June 2022. The Parent has further issued a subordinated, convertible loan of EUR 8.5 million in December 2020 which matures in December 2023.

As at 31 December 2020, the net current liabilities of the Company and the Parent amounted to EUR 30 million and EUR 3 million respectively. After adjusting for non-cash items, primarily representing deferred income of EUR 6.8 million attributable to the B2C sale element receivable, net of 'premium' element receivable, the net current liability situation of the Company amounts to EUR 3.4 million as at 31 December 2020. In 2019, current liabilities included EUR 30.0 million (nominal value SEK 300 million) attributable to the bond that was repaid on 22 April 2020, financed by the disposal of the B2C business.

The bond of SEK 400m matures on 28 June 2022. Based on the Company's recent development and coupled with the market conditions for debt financing being favourable, the directors are confident about the Group's ability to successfully conclude a refinancing process well in advance of the maturity. On this basis, they consider the going concern

assumption in the preparation of the Company's financial statements to be appropriate as at the date of authorisation for issue of the 2020 financial statements.

At the same time, the directors acknowledge that the judgements made as part of the going concern assessment are subject to a material degree of underlying uncertainty that may cast significant doubt about the Group's ability to continue as a going concern. In particular, management recognises that successful re-financing is contingent on external market factors, which may be beyond the Group's control, including the uncertain and volatile global economic environment associated with a prolonged COVID-19, which could in turn impact the demand in capital markets, as well as the risk factors influencing the Group's performance and that of its customers, such as responsible gaming measures and regulatory pressures.

#### Significant risks and uncertainties

For internet-based betting operations, there is uncertainty as to which country's law ought to be applied, as the internet operations can be linked to several jurisdictions and there are legal doubts on whether the availability of a site within foreign markets constitutes a solicitation to persons residing within that market. Legislation concerning online gaming is under review in certain jurisdictions, and in some circumstances, previous opportunities to offer gaming products to certain customers based in some markets on principles of freedom to provide services, may be impacted by legal restrictions being imposed. In other cases, previously unregulated jurisdictions pass legislation regulating the market creating new opportunities to offer products and services to those markets with legal certainty.

Following the divestment of its B2C segment, together with the de-risking strategy to discontinue the white-label model carried out during 2020, GiG is less directly exposed to legal and compliance risks associated with gaming operations. This strategic decision resulted in a reduction from 15 brands operating on white-label agreements, to only three remaining at the end of 2020. As of the time of this report, only two white-label brands remained. These remaining white-label brands are in the process of converting into SaaS agreements, pending certain regulatory changes. The majority of white-labels were terminated and/or migrated to other white-label platforms, with the larger white-labels converted to SaaS agreements with GiG. As part of the strategy to terminate white-label agreements, GiG rescinded its Swedish and UK B2C licenses in October 2020, thereby materially reducing compliance risks, in particular anti-money laundering (AML) risks inherent in transacting player funds. As at year end, GiG has one B2C license with the Malta Gaming Authority together with various B2B licenses in various regulated markets.

The Company will continue to primarily operate in the online gambling industry. The laws and regulations surrounding the online gambling industry are complex, constantly evolving and in some cases also

subject to uncertainty, in certain countries online gambling is prohibited and/or restricted. If enforcement or other regulatory actions are brought against any of the online gambling operators that are also the Company's customers, the Company's revenue streams from such customers may be adversely affected. The Company aims to mitigate the risk through a fixed pricing model which is being adopted for platform services where possible.

This evolving environment makes compliance an increasingly complex area with the risk of non-compliance with territory specific regulations, including responsible gaming and anti-money laundering obligations. These uncertainties represent a risk for the Company's ability to develop and grow the business, as changes in legislation or enforcement practices could force the Company to exit markets, or even result in financial sanctions, litigation, license withdrawal or unexpected tax exposures, which have not duly been provided for in the financial statements. These risks continue to apply to stem from past exposures on B2C and white-labels, for as long as related warranties may continue to apply, and until the B2C MGA licence is relinquished. During November 2020, one of the Company's subsidiaries was subject to a review by the FIAU in relation to controls on money laundering and counter terrorism. The outcome of this review is not yet finalised and based on the information available as at the date of reporting, management does not anticipate that there will be any material financial consequence emerging from such review.

It is the Company's view that the responsibility for compliance with laws and regulations rests with the customers for both the Media and Platform segment. Although gaming laws and regulations of many jurisdictions do not specifically apply to the supply of B2B services, certain countries have sought to regulate or prohibit the supply of such services. The Company may therefore be subject to such laws, directly or indirectly. The Company mitigates this risk through monitoring of legal developments, contractual arrangements, and by seeking external advice to assist with the assessment of risk exposures as appropriate.

In addition to the above, the Company faces the risk that customers are not able to pay for the services rendered when these fall due. Specifically, for Media services, the Company faces operational risks arising from Google's changes of its algorithm that could temporarily impact rankings, and hence also impact revenues.

### Use of Estimates, Judgements and Assumptions

The preparation of the consolidated financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income, expenses and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Estimates constitute the basis for the assessment of the net book value of assets and liabilities when these values cannot be derived from other sources. Estimates and the underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the revisions are made and in any future periods affected.

The following are significant areas in the Parent's consolidated financial statements where estimates and judgment are applied to account balances: Goodwill, intangibles, property, plant and equipment, related write-offs, depreciation, amortisation and income taxes. The amount and timing of recorded expenses for any period would vary by any changes made to such estimates.

## 2.2 Consolidation

### Subsidiaries

Subsidiaries are all entities over which the Parent has control. The Parent controls an entity when the Parent is exposed to, or has rights to, variable return from its involvement with the entity and has the ability to affect those returns through its power over the entity.

Subsidiaries are fully consolidated from the date on which control is transferred to the Parent. They are deconsolidated from the date that control ceases.

The Parent applies the acquisition method of accounting to account for business combinations that fall within the scope of IFRS 3. The consideration transferred for the acquisition of a subsidiary is the fair value of the assets transferred, the liabilities incurred to the former owners of the acquiree and the equity interests issued by the Parent. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition-related costs are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed (identifiable net assets) in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the Parent recognises any non-controlling interest in the acquiree either at fair value or at the non-controlling interest's proportionate share of the recognised amounts of the acquiree's identifiable net assets.

Goodwill is initially measured as the excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the Parent's share of the identifiable net assets acquired. If this is less than the fair value of the identifiable net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in profit or loss.

Upon consolidation, inter-company transactions, balances and unrealised gains on transactions between companies are eliminated. Unrealised



losses are also eliminated but considered an impairment indicator of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Parent.

In the Parent's separate financial statements, investments in subsidiaries are accounted for by the cost method of accounting, i.e. at cost less impairment. Cost includes directly attributable costs of the investment. Cost also includes the vested portion of the grant date fair value of share options which the Parent grants as remuneration to employees and other consultants who provide services to the Parent's subsidiaries.

Provisions are recorded where, in the opinion of management, there is an impairment in value. Where there has been an impairment in the value of an investment, it is recognised as an expense in the period in which the diminution is identified. The results of subsidiaries are reflected in the Company's separate financial statements only to the extent of dividends receivable. On disposal of an investment, the difference between the net disposal proceeds and the carrying amount is charged or credited to profit or loss.

## Associates

Associates are all entities over which the Company has significant influence but not control or joint control. This is generally the case where the Company holds between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method of accounting, after initially being recognised at cost.

Under the equity method of accounting, the investments are initially recognised at cost and adjusted thereafter to recognise the Company's share of the post-acquisition profits or losses of the investee in profit or loss, and the Company's share of movements in other comprehensive income of the investee in other comprehensive income. Dividends received or receivable from associates are recognised as a reduction in the carrying amount of the investment.

When the Company's share of losses in an equity-accounted investment equals or exceeds its interest in the entity, including any other unsecured long-term receivables, the Company does not recognise further losses, unless it has incurred obligations or made payments on behalf of the other entity.

Unrealised gains on transactions between the Company and its associates and joint ventures are eliminated to the extent of the Company's interest in these entities. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset

transferred. Accounting policies of equity accounted investees have been changed where necessary to ensure consistency with the policies adopted by the Company.

The carrying amount of equity-accounted investments is tested for impairment in accordance with the policy described in note 2.8.

## Transactions with non-controlling interests

The Company treats transactions with non-controlling interests, where the acquisition or disposal of partial interests in a subsidiary has no impact on the Company's ability to control the subsidiary's financial and operating policies, as transactions with equity owners of the Company. For purchases from non-controlling interests, the difference between any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary is recorded in equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

When the Company ceases to have control, any retained interest in the entity is re-measured to its fair value at the date when control is lost, with the change in carrying amount recognised in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate, joint venture or financial asset. In addition, any amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the Company had directly disposed of the related assets or liabilities. This may mean that amounts previously recognised in other comprehensive income are reclassified to profit or loss.

## Segment Information

An operating segment is a component of the Company that engages in business activities from which it may earn revenues and incur expenses including revenues and expenses that relate to transactions with any of the Company's other components, and for which discrete financial information is available.

An operating segment is a component of the Company that engages in business activities from which it may earn revenues and incur expenses including revenues and expenses that relate to transactions with any of the Company's other components, and for which discrete financial information is available. An operating segment's operating results are reviewed regularly by the Company's management team to make decisions about resources to be allocated to the segment and to assess its performance executing the function of the chief operating decision-maker.

## Business combinations between entities under common control

Business combinations between entities under common control, which do not fall within the scope of IFRS 3, are accounted for using predecessor method of accounting. Under the predecessor method of accounting, assets and liabilities are incorporated at the predecessor carrying values which are the carrying amounts of assets and liabilities of the acquired entity from the financial statement amounts of the acquired entity.

No new goodwill arises in predecessor accounting, and any differences between the consideration given and the aggregate book value of the assets and liabilities (as of the date of the transaction) of the acquired entity, is included in equity in a separate reserve. The financial statements incorporate the acquired entity's results and balance sheet prospectively from the date on which the business combination between entities under common control occurred.

## Foreign Currency Translation

### (a) Functional and presentation currency

Items included in the financial statements of each of the Company's entities are measured using the currency of the primary economic environment in which the entity operates (the "functional currency"). The consolidated financial statements are presented in Euros (EUR), which is the functional currency of the Company.

### (b) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss. The Company's and Parent's accounting policy is to present all exchange differences within other income (expense), including exchange differences arising on cash and cash equivalents and amounts due from payment providers.

### (c) Subsidiaries

Income statements of foreign entities are translated into the Company's presentation currency at the average exchange rates for the year and statements of financial position are translated at the exchange rates ruling at year-end. All resulting translation differences are recognised in other comprehensive income.

Exchange differences arising from the translation of the net investment in foreign operations are taken to other comprehensive income. On

disposal or partial disposal of a foreign entity, translation differences that were previously recognised in other comprehensive income are recognised in profit or loss as part of the gain or loss on sale.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate. Translation differences are recognised in other comprehensive income.

## 2.3 Financial instruments

The Company's financial instruments include cash and cash equivalents, trade accounts and credit card receivables, bond payable, trade payables and accrued expenses and related party debt. Such instruments are carried at cost which approximates fair value due to the short maturities of these instruments.

## 2.4 Cash and cash equivalents

For purposes of the statement of cash flows, the cash and cash equivalents are comprised of cash on hand, deposits held at call with banks and e-wallets.

## 2.5 Trade and other receivables

Trade receivables are amounts due from customers for services performed in the ordinary course of business. If collection is expected in one year or less (or in the normal operating cycle of the business if longer), they are classified as current assets. If not, they are presented as non-current assets.

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment (Note 2.9.3). The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognised in profit or loss. When a receivable is uncollectible, it is written off against the allowance account for trade and other receivables. Subsequent recoveries of amounts previously written off are credited against profit or loss.

## 2.6 Intangible assets

### (a) Goodwill

Goodwill arises on the acquisition of subsidiaries and represents the excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of

identifiable net assets, liabilities and contingent liabilities of the acquiree and the fair value of the non-controlling interest in the acquiree.

For the purpose of impairment testing, goodwill acquired in a business combination is allocated to each of the Cash Generating Units (CGU's) or groups of CGU's, that are expected to benefit from the synergies of the combination. Each unit or group of units to which the goodwill is allocated represents the lowest level within the entity at which the goodwill is monitored for internal management purposes.

Goodwill impairment reviews are undertaken annually or more frequently if events or changes in circumstances indicate a potential impairment. The carrying value of goodwill is compared to the recoverable amount, which is the higher of value in use and fair value less costs of disposal. Any impairment is recognised immediately as an expense and is not subsequently reversed.

**(b) Domains**

Domains comprise the value of domain names acquired by the Company as well as the value derived from the search engine optimisation activity embedded in the acquired portfolios. Separately acquired domains are shown at historical cost, which represents their acquisition price. Certain domains are expected to have a useful life of eight years. Amortisation is calculated using the straight-line method to allocate the cost of domains over their estimated useful lives. Other domains have an indefinite useful life.

**(c) Affiliate contracts**

Acquired affiliate contracts are shown at historical cost and are deemed to have a useful life of three years determined by reference to the expected user churn rate. Amortisation is calculated using the straight-line method to allocate the cost of affiliate contracts over their estimated useful lives.

Separately acquired trademarks and licences are shown at historical cost. Trademarks acquired in a business combination are recognised at fair value at the acquisition date. Trademarks have indefinite useful lives and are subsequently carried at cost less accumulated amortisation and impairment losses. Some trademarks are not amortised and are held indefinitely because trends show that they will generate net cash inflows for the Company for an indefinite period.

**(d) Computer software and technology platforms**

Acquired computer software and technology platforms are capitalised on the basis of the costs incurred to acquire and bring to use these assets. These costs are amortised over their estimated useful lives of three

years or in the case of computer software, over the term of the license agreement, if different.

Costs associated with maintaining these intangible assets are recognised as an expense when incurred. Development costs that are directly attributable to the design of identifiable and unique software products controlled by the Company are recognised as intangible assets when the following criteria are met:

- it is technically feasible to complete the intangible asset so that it will be available for use;
- management intends to complete the intangible assets and use or sell it;
- there is an ability to use or sell the intangible asset;
- it can be demonstrated how the intangible asset will generate probable future economic benefits;
- adequate technical, financial and other resources to complete the development and use or sell the intangibles asset are available; and
- the expenditure attributable to the intangible asset during its development can be reliably measured.

Directly attributable costs that are capitalised as part of these intangible assets include the labor costs of employees.

Other development expenditures that do not meet these criteria are recognised as an expense as incurred. Development costs previously recognised as an expense are not recognised as an asset in a subsequent period.

**2.7 Property, plant and equipment**

All property, plant and equipment are initially recorded at historical cost and subsequently carried at historical cost less accumulated depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to profit or loss during the financial period in which they are incurred.

Depreciation is calculated using the straight-line method over the following periods:

	Years
Installations and improvements to premises	3 - 6
Computer and office equipment	3
Furniture and fittings	3 - 6

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (Note 2.8)

Gains and losses on disposals of plant and equipment are determined by comparing the proceeds with carrying amount and are recognised within profit or loss.

## 2.8 Impairment of non-financial assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell or value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flow CGU's. Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at the end of each reporting period.

## 2.9 Financial assets

### 2.9.1 Classification

The Company classifies its financial assets in the following measurement categories:

- those to be measured subsequently at fair value (either through other comprehensive income (OCI) or through profit or loss), and
- those to be measured at amortised cost.

The classification depends on the entity's business model for managing the financial assets and the contractual terms of the cash flows.

For assets measured at fair value, gains and losses will either be recorded in profit or loss or OCI. For investments in equity instruments that are not held for trading, this will depend on whether the Group has made an irrevocable election at the time of initial recognition to account for the equity investment at fair value through other comprehensive income (FVOCI).

The Company reclassifies debt investments when and only when its business model for managing those assets changes.

### 2.9.2 Recognition, de-recognition and measurement

Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Company has transferred substantially all the risks and rewards of ownership.

At initial recognition, the Company measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss (FVPL), transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at FVPL are expensed in profit or loss.

Financial assets with embedded derivatives are considered in their entirety when determining whether their cash flows are solely payment of principal and interest.

#### (a) Debt instruments

Subsequent measurement of debt instruments depends on the Company's business model for managing the asset and the cash flow characteristics of the asset. There are three measurement categories into which the Company classifies its debt instruments:

**Amortised cost:** Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortised cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on de-recognition is recognised directly in profit or loss and presented in other gains/(losses) together with foreign exchange gains and losses. Impairment losses are presented as separate line item in the statement of profit or loss.

**FVOCI:** Assets that are held for collection of contractual cash flows and for selling the financial assets, where the assets' cash flows represent solely payments of principal and interest, are measured at FVOCI. Movements in the carrying amount are taken through OCI, except for the recognition of impairment gains or losses, interest income and foreign exchange gains and losses which are recognised in profit or loss. When the financial asset is derecognised, the cumulative gain or loss previously recognised in OCI is reclassified from equity to profit or loss and recognised in other gains/(losses). Interest income from these financial assets is included in finance income using the effective interest rate method. Foreign exchange gains and losses are presented in other gains/(losses) and impairment expenses are presented as separate line item in the statement of profit or loss.

**FVPL:** Assets that do not meet the criteria for amortised cost or FVOCI are measured at FVPL. A gain or loss on a debt investment that is subsequently measured at FVPL is recognised in profit or loss and presented net within other gains/(losses) in the period in which it arises.

### (b) Equity instruments

The Company subsequently measures all equity investments at fair value. Where the Company's management has elected to present fair value gains and losses on equity investments in OCI, there is no subsequent reclassification of fair value gains and losses to profit or loss following the de-recognition of the investment. Dividends from such investments continue to be recognised in profit or loss as other income when the Company's right to receive payments is established

Changes in the fair value of financial assets at FVPL are recognised in other gains/(losses) in the statement of profit or loss as applicable. Impairment losses (and reversal of impairment losses) on equity investments measured at FVOCI are not reported separately from other changes in fair value.

### 2.9.3 Impairment

From 1 January 2019, the Company assesses, on a forward-looking basis, the expected credit losses associated with its debt instruments carried at amortised cost and FVOCI. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

For trade receivables, the Company applies the simplified approach permitted by IFRS 9, which requires expected lifetime losses to be recognised from initial recognition of the receivables, see note 4.1 for further details.

### 2.10 Share-based compensation

The Company operates a number of equity-settled and cash-settled, share-based compensation plans. Through these plans, the Company receives services from employees and consultants, or purchases intangible assets, as consideration for equity instruments (options) of the Company. The fair value of the employee services received in exchange for the grant of the options is recognised by the Company as an expense.

For equity-settled share-based payments, the total amount to be expensed is determined by reference to the fair value of the options granted:

- including any market performance conditions (for example, an entity's share price);
- including the employee remaining in employment for a specific time period; and
- including the impact of any non-vesting conditions (for example, the requirement for employees to hold shares for a specific period of time).

At the end of each reporting period, the Company revises its estimates of the number of options that are expected to vest based on the non-market vesting conditions and service conditions. It recognises the impact of the revision to original estimates, if any, in the income statement, with a corresponding adjustment to equity.

When the options are exercised, the Company, or another entity at the request of the Company, transfers shares to the employees.

### 2.11 Earnings (loss) per share

Basic earnings (loss) per share are calculated by dividing the net income (loss) for the period, plus or minus applicable dividends, by the weighted number of shares outstanding. Diluted earnings (loss) per share utilise the same numerator, but outstanding shares in gain periods include the dilutive effect of outstanding warrants and options determined by the treasury stock method. Due to the loss in 2020, outstanding common stock options and warrants were anti-dilutive and accordingly were excluded from this calculation. For the year ended 31 December 2020, the Company had 521,000 options outstanding.

### 2.12 Inter-company transactions

Inter-company balances and unrealised income and expenses arising from inter-company transactions are eliminated upon consolidation.

### 2.13 Foreign currency transactions

Transactions in currencies other than the EUR are recorded in EUR at the exchange rates prevailing at the transaction dates. Exchange gains and losses are included in the Company's results of operations.

### 2.14 Revenue recognition policy

Revenue comprises the fair value of the consideration received or receivable for the supply of services in the ordinary course of the Company's activities. The Company recognises revenue, including other operating revenue, when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the entity and when specific criteria have been met as described below.

#### Platform Services

In contracting with white-label operators, the Company considers that it is acting as an intermediary between the third-party platform and the related service providers. On this basis revenue is recognised net

of payments made to service providers. For one particular client, the Company has the primary responsibility for fulfilling the promise to provide specific services making the Company the principal. On this basis, the revenues are recognised gross of payments made to service providers.

In contracting with own license operators, the Company generates revenue by entering into a revenue share deal or a fixed deal where such revenue is apportioned on an accrual basis over the whole term of the contract. The consideration for such services is generally split between an initial setup to configure the software as per the customer's requirements and on-going charge invoiced monthly.

The uncertainty on the amount of revenue to be received is resolved at each calendar month-end since the contracts are such that the amounts reset to zero on a monthly basis. Accordingly, it is appropriate for the Company to recognise the monthly amounts invoiced in the Income Statement.

In accordance with IFRS 15, the set-up is not seen as a distinct PO as the customer cannot benefit from the set-up itself but from the agreement as a whole. Accordingly, the set-up fee is simply seen as being part of the consideration receivable for the software as a service (SAAS) agreement and should therefore be deferred over the period of the agreement.

Management performed a detailed analysis of such impact and concluded that this has an immaterial effect for the Company. Management will continue to monitor this matter due to the increase in customers in this segment.

## Performance Marketing

For a revenue share deal, the Company receives a share of the revenues that the gaming operator has generated as a result of a player playing on their iGaming site. Revenue is recognised in the month that it is earned by the respective gaming operator.

For a cost acquisition deal, a client pays a one-time fee for each player who deposits money on the client's site. Cost per acquisition (CPA) contracts consist of a pre-agreed rate with the client. Revenue from such contracts is recognised in the month in which the deposits are made.

For a listing deal, a client pays a fixed fee to be listed and critically reviewed on the Company's websites. Such revenue is apportioned on an accrual basis over the term of the contract.

The Company's performance obligation in this respect can be viewed as a series of distinct performance obligations to stand ready to redirect players on a constant basis. Such contacts give rise to variable consideration from an IFRS 15 point of view since the revenues are not fixed at the outset. In view of the nature of the service provided as a

monthly stand-ready obligation the Company recognises the income in the month in which it has a contractual right to bill the iGaming operators.

## Gaming Services

Gaming transactions that are not deemed to be financial instruments, where the Company revenues stem from commissions, are recorded in accordance with IFRS 15 'Revenue from Contracts with Customers'. The revenue recognised in this manner relates to Poker. Such revenue represents the commission charged at the conclusion of each poker hand in cash games (i.e. rake). The Company's performance obligation in this service is the provision of the poker game to the individual players. The performance obligation is satisfied, and the Company is entitled to its share of the pot (i.e. the rake) once each poker hand is complete.

Revenue from gaming transactions that are deemed to be financial instruments, where the Company takes open positions against players, are recognised as a net fair value gain or loss after the deduction of players' winnings, bonuses, and gaming taxes. The revenue recognised in this manner relates to sports betting and casino. These are governed by IFRS 9 and thus out of scope of IFRS 15.

Revenue from transactions where the Company is taking positions against players, such as sports betting and online casino, is recognised when the outcome of an event is known. Revenue from commission arising on transactions where the Company does not take open position against players, such as poker, is recognised when players place wagers in a pool.

## Other

Interest income is recognised in profit or loss for interest-bearing instruments as it accrues, on a time-proportion basis using the effective interest method, unless collectability is in doubt.

Dividend income is recognised when the right to receive payment is established.

## 2.15 Non controlling interest

The Company has a 99.99% interest in all Maltese companies which represents controlling interest in these companies and therefore has consolidated its financial statements and has presented a non-controlling interest for the portion the Maltese companies that it does not own.

## 2.16 Share capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

## 2.17 Trade and other payables

Trade payables are obligations to pay for services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business, if longer). If not, they are presented as non-current liabilities.

Trade and other payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

## 2.18 Financial liabilities

The Company recognises a financial liability in its statement of financial position when it becomes a party to the contractual provisions of the instrument. The Company's financial liabilities are classified as financial liabilities which are not at fair value through profit or loss (classified as "Other liabilities") under IFRS 9. Financial liabilities not at fair value through profit or loss are recognised initially at fair value, being the fair value of consideration received, net of transaction costs that are directly attributable to the acquisition or the issue of the financial liability. These liabilities are subsequently measured at amortised cost. The Company derecognises a financial liability from its statement of financial position when the obligation specified in the contract or arrangement is discharged, cancelled or expires.

## 2.19 Borrowings

Borrowings are recognised initially at the fair value of proceeds received, net of transaction costs incurred. Borrowings are subsequently carried at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in profit or loss over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for at least twelve months after the end of the reporting period.

## 2.20 Current and deferred taxation

Tax expense for the year comprises current and deferred tax. Tax expense is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Deferred tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, the deferred tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction does not affect accounting or taxable profit or loss. Deferred tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the end of the reporting period and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

Deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income tax assets and liabilities relate to income taxes levied by the same taxing authority on either the taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

The Company files U.S. federal income tax returns and state income tax returns in Florida, New Jersey and California. Returns filed in these jurisdictions for tax years ended on or after 31 December 2018 are subject to examination by the relevant taxing authorities. In addition, Plc and its subsidiaries, and GiG Properties file tax returns in Malta, Spain, Gibraltar, Norway and Denmark.

## 2.21 Leases

The Company has changed its accounting policy for leases where the Company is the lessee. The impact of the change in policy adopted is in Note 6.

Until 31 December 2018, leases in which a significant portion of the risks and rewards of ownership were not transferred to the Company as lessee were classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) were charged to profit or loss on a straight-line basis over the period of the lease. Lease income from operating leases where the Company is a lessor is recognised in income on a straight line basis over the lease term. Initial direct costs incurred in obtaining an operating lease are added to the carrying amount of the underlying asset and recognised as expense over

the lease term on the same basis as lease income. The respective leased assets are included in the balance sheet based on their nature. The Company did not need to make any adjustments to the accounting for assets held as lessor as a result of adopting the new leasing standard.

## 2.22 Dividend distribution

Dividend distribution to the Group's shareholders is recognised as a liability in the Company's financial statements in the period in which the obligation to pay a dividend is established.

## 2.23 Offsetting financial instruments

Financial assets and liabilities are offset and the net amount reported in the statement of financial position where there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

## 2.24 Non-current assets held for sale and discontinued operations

Non-current assets are classified as held for sale if their carrying amount will be recovered principally through a sale transaction rather than through continuing use and a sale is considered highly probable. They are measured at the lower of their carrying amount and fair value less costs to sell, except for assets such as deferred tax assets, assets arising from employee benefits, financial assets and investment property that are carried at fair value and contractual rights under insurance contracts, which are specifically exempt from this requirement. An impairment loss is recognised for any initial or subsequent write-down of the asset to fair value less costs to sell. A gain is recognised for any subsequent increases in fair value less costs to sell of an asset, but not in excess of any cumulative impairment loss previously recognised. A gain or loss not previously recognised by the date of the sale of the noncurrent asset is recognised at the date of derecognition. Non-current assets are not depreciated or amortised while they are classified as held for sale. Interest and other expenses attributable to the liabilities of a disposal group classified as held for sale continue to be recognised. Non-current assets classified as held for sale and the assets of a disposal group classified as held for sale are presented separately from the other assets in the balance sheet. The liabilities of a disposal group classified as held for sale are presented separately from other liabilities in the balance sheet. A discontinued operation is a component of the entity that has been disposed of or is classified as held for sale and that represents a separate major line of business or geographical area of operations, is part of a single co-ordinated plan to dispose of such a line of business or area of operations, or is a subsidiary acquired exclusively with a view to resale. The results of discontinued operations are presented separately in the statement of profit or loss.

## 3. Segment Information

IFRS 8 defines segments as business activities that may earn revenues or incur expenses, whose operating results are regularly monitored by the chief operating decision maker and for which discrete financial information is available. Reported information is based on information that management uses to direct the business. Segment disclosures are based on information management has reported to the chief operating decision maker.

During 2020, the Company operated two segments, the Business to Consumer ("B2C") segment, which includes the gaming operations directed towards end users, and the Business to Business ("B2B") segment which includes its platform offering front-end services and affiliate marketing. Asset and liability information is not presented by segments as such information is not used for monitoring purposes by the Company. During the preceding year, the decision to divest the B2C segment was taken, and the segment has been classified as a discontinued operation in these financial statements since the respective criteria were met at the end of financial year ending 31 December 2019 (see Note 7). Revenue eliminations attributable to B2B were EUR 1,839,000. Marketing eliminations, platform and service provider fees, and other operating expenses are attributable to B2C.

2020 (EUR 1000)	B2C	B2B	Eliminations	TOTAL
<b>Revenue</b>	22 896	64 866	-1 839	85 923
<b>Cost of sales</b>	-6 665	-2 680	-1 066	-10 401
<b>Depreciation &amp; amortisation</b>	-181	-19 407	-	-19 588
<b>Impairment</b>	-1 100	-	-	-1 100
<b>Marketing cost</b>	-8 954	-14 900	- 689	-24 543
<b>Other operating expenses</b>	-9 523	33 429	-100	-43 052
<b>Other loss</b>	-91	-186	-	-95
<b>Operating loss</b>	-3 608	-5 364	-16	-8 956

2019 (EUR 1000)	B2C	B2B	Eliminations	TOTAL
<b>Revenue</b>	78 972	51 330	-7 276	123 026
<b>Cost of sales</b>	-26 702	- 906	-3 518	- 24 090
<b>Depreciation &amp; amortisation</b>	-3 325	-22 113	-467	-25 905
<b>Impairment</b>	-40 185	-3 000	-911	-44 096
<b>Marketing cost</b>	- 28 739	- 5 272	-2 906	- 31 105
<b>Operating loss</b>	-35 421	-18 917	-1 4098	-55 836



The Company operates in a number of geographical areas as detailed below:

2020 (EUR 1000)	B2C	B2B	TOTAL
<b>Nordic countries</b>	10 778	6 030	16 808
<b>Europe excl. Nordic countries</b>	10 219	48 608	58 827
<b>Rest of world</b>	1 899	8 389	10 287
<b>TOTAL</b>	22 896	63 027	85 923

2019 (EUR 1000)	B2C	B2B	TOTAL
<b>Nordic countries</b>	43 448	1 872	45 320
<b>Europe excl. Nordic countries</b>	30 104	36 683	66 787
<b>Rest of world</b>	5 420	5 499	10 919
<b>TOTAL</b>	78 972	44 054	123 026

The following table presents the Company's revenues by product line, net of intra-segment eliminations:

(EUR 1000)	2020	2019
<b>B2C:</b>		
<b>Casino</b>	21 830	75 208
<b>Sports</b>	573	2 359
<b>Poker</b>	492	1 405
<b>Total</b>	22 895	78 972
<b>B2B:</b>		
<b>Performance marketing</b>	33 464	29 994
<b>Platform services</b>	26 217	11 699
<b>Other revenues</b>	3 346	2 361
<b>Total</b>	63 027	44 054
<b>Net revenue</b>	85 922	123 026

The following table presents the number of Company personnel by continent:

	2020	2019
<b>Europe</b>	502	634
<b>North America</b>	2	2
	<b>504</b>	<b>636</b>

Similarly, the Company has assets at 31 December 2020 and 2019 by continent:

(EUR 1000)	2020	2019
<b>Europe</b>	33 930	124 252
<b>North America</b>	59 221	10 836
	<b>93 151</b>	<b>135 088</b>

## 4. Financial Risk Management

### 4.1 Financial risk factors

The Company's and the Parent's activities potentially expose it to a variety of financial risks principally comprising market risk (including foreign exchange risk, price risk and fair value interest rate risk), credit risk and liquidity risk. The Company provides principles for overall risk management. The Company and the Parent did not make use of derivative financial instruments to hedge risk exposures during the current and preceding period.

#### (a) Market risk

##### (i) Foreign exchange risk

The Company operates internationally and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the SEK, DKK, GBP, NZD, CAD, USD, ZAR and NOK. The Company is primarily exposed to foreign exchange risk with respect to SEK arising on the bond issuance. Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities which are denominated in a currency that is not the entity's functional currency.

A sensitivity analysis for foreign exchange risk disclosing how profit or loss and equity would have been affected by changes in foreign exchange rates that were reasonably possible at the end of the period was deemed necessary for liabilities denominated in SEK. At the period end, had the SEK exchange rate strengthened or weakened against the euro by 1.07% (2019: 2%) with other variables held constant, the increase or decrease respectively in net assets of the Company and the Parent would amount to approximately EUR 417,681 (2019: EUR 1,312,610) and EUR 426,716 (2019: EUR 1,366,186) respectively.

A sensitivity analysis for all other assets and liabilities was not deemed necessary on the basis that management considered it to be immaterial.

## (ii) Interest rate risk and cash flow interest rate risk

The Company's and the Parent's significant instruments which are subject to fixed interest rates comprise the bonds issued. In this respect, the Company and the Parent are potentially exposed to fair value interest rate risk in view of the fixed interest nature of these instruments, which are however measured at amortised cost.

The Company's and the Parent's exposure to cash flow interest rate risk is fixed on cash balances, which is not considered to be significant.

**(b) Credit risk**

Credit risk is the risk of a financial loss to the Company if a counterparty to a financial instrument fails to meet its contractual obligations and arises principally from outstanding receivables due to the Company's customers and cash and cash equivalents.

The Company assesses the credit quality of its customers taking into account financial position, past experience and other factors. It has processes in place to ensure that sales of products and services are affected to customers with an appropriate credit history. The Company monitors the performance of these financial assets on a regular basis to identify incurred collection losses which are inherent in the Company's receivables taking into account historical experience in collection of accounts receivable.

**Impairment of financial assets**

The Company's trade receivables are subject to the expected credit loss model. Cash and cash equivalents are also subject to the impairment requirements of IFRS 9, but due to the low credit risk the loss allowance

was deemed to be immaterial in both current and prior years. The loss allowance in relation to amounts due from payment providers was deemed to be nil as at 31 December 2020 (2019 : nil). EUR 894,186 was determined to be irrecoverable during 2020, and was therefore written off.

The Company applies the IFRS 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables. The expected loss rates are based on historical experience, as adjusted for qualitative factors, as further described below.

The publishing unit within performance marketing reported trade receivables of EUR 3,514,526 as at 31 December 2020 (2019: EUR 3,364,962), and a loss allowance of EUR 452,296 (2019: EUR 484,378). The paid unit within performance marketing reported trade receivables of EUR 2,172,134 as at 31 December 2020 (2019: EUR 1,072,160), and a loss allowance of nil (2019: EUR 64,298).

Trade receivables from platform services amounted to EUR 3,634,212 as at 31 December 2020 (2019: EUR 1,854,477) – 67% is due from two counterparties (2019: 70%). As at 31 December 2020, management recorded a loss allowance of nil, and EUR 894,186 was written off during 2020 as uncollectible. Management has considered the quality of counterparties as at 31 December 2020, and concluded that no loss allowance should be recorded on the basis of payment experience, where relevant, and management's credit risk assessment. Other receivables of EUR 3,160,841 and EUR 3,002,462 for the Company are mostly linked to the sale of the B2C segment and are expected to reduce in line with the contractual obligations of the counterparty.

The table below provides detailed information in relation to the loss allowance established for the publishing unit within performance marketing:

31 December 2020 EUR 1000	Current	More than 30 days past due	More than 60 days past due	More than 90 days past due	More than 120 days past due	More than 300 days past due	More than 500 days past due	More than 700 days past due	Total
Expected loss rate	1.6 %	3.8 %	5.4 %	11.5 %	19.2 %	40.5 %	64.2 %	94.6 %	
Gross	1 719	849	201	132	20	309	102	182	3 514
Loss allowance	28	32	11	15	4	125	65	172	452

### (c) Liquidity risk

The Company is exposed to liquidity risk in relation to meeting future obligations associated with its financial liabilities, which comprise principally trade and other payables, interest on bonds and loans (refer to Notes 8, 21 and 24). Prudent liquidity risk management includes maintaining sufficient cash to ensure the availability of an adequate amount of funding to meet the Company's obligations.

Management monitors liquidity risk by reviewing expected cash flows and assesses whether additional financing facilities are expected to be required over the coming year. The Company's liquidity risk is actively managed taking cognisance of the matching of cash inflows and outflows arising from expected maturities of financial instruments. Further information linked to liquidity and the going concern basis of preparation is found in Note 2.1 to the financial statements.

### 4.3 Capital risk management

The Company's capital comprises its equity as included in the statements of financial position. The Company's objectives when managing capital are to safeguard the Company's ability to continue as a going concern in order to provide returns for shareholders and benefits for other shareholders and to maintain an optimal capital structure to reduce the cost of capital.

The Company's capital structure (including the additional paid-in capital) is monitored at a company level with appropriate reference to subsidiaries' financial conditions and prospects.

In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

### 4.4 Fair values of financial instruments

#### Financial instruments carried at fair value

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

EUR 1000	Company		Parent	
	2020	2019	2020	2019
<b>Assets (level 3):</b>				
<b>Financial assets at fair value through profit or loss (recorded in other non-current assets):</b>				
Derivative instruments - purchase call options (Note 15)	206	206	-	-
<b>Financial assets at fair value through other comprehensive income:</b>				
Equity securities - unlisted equities (Note 14)	-	568	-	568
<b>Total financial assets</b>	<b>206</b>	<b>774</b>	<b>-</b>	<b>568</b>

If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3. The Company's instrument included in level 3 comprise a private equity investment, disclosed in Note 14 and 15 of these financial statements, which also includes a reconciliation from opening to closing value of the instruments.

Level 3 valuations are reviewed regularly by management. The Company's derivative financial instrument, comprising an option to purchase intangible assets, is also included in level 3, and is disclosed in Note 15. Further details on how the fair value of these instruments was calculated are disclosed in the respective notes to these financial statements.

There were no transfers between levels of the fair value hierarchy during 2020 and 2019.

### Financial instruments not carried at fair value

As at 31 December 2020 and 2019 the carrying amounts of cash at bank, receivables, payables, and borrowings reflected in the financial statements are reasonable estimates of fair value in view of the nature of these instruments or the relatively short period of time between the origination of the instruments and their expected realisation. The bond is held at amortised cost and the fair value is disclosed in Note 8.

## 5. Critical Accounting Estimates and Judgements

Estimates and judgements are continually evaluated based on historical experience and other factors including expectations of future events that are believed to be reasonable under the circumstances.

The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amount of assets and liabilities within the next financial year, other than the uncertainty associated with the legal environment that the Company operates in (disclosed in Note 35), are addressed below.

(i) Impairment test of goodwill and other intangible assets with indefinite lives

The Company tests whether goodwill and other intangible assets with indefinite lives have suffered any impairment on an annual basis. As at 31st December 2020 the Company operated one CGU, following the disposal of the B2C segment.

The assumptions used in the value-in-use calculations are inherently uncertain. A detailed analysis CGU disclosed below.

### Business-to-Business CGU

The Business-to-Business CGUs comprises two main business activities, which are performance marketing and technology services.

Performance marketing accounts for 77% (2019: 90%) of the carrying amount of intangibles. The directors consider that the impairment assessment for this business component is less sensitive to changes in key assumptions due to the level of headroom between the reported intangible assets and the respective value-in-use.

The directors consider that the impairment assessment of Platform services which account for the remaining 10% of intangible assets to be more sensitive. Its activity is sensitive to key assumptions including the successful onboarding of new clients planned, and the Company achieving projected growth and improved EBITDA margin.

(ii) Valuation of share options

As explained in Note 24 the Company operates equity-settled and cash-settled share-based compensation plans. In order to determine the fair value of services provided, the Company estimates the fair value of the ordinary shares as of each grant date using the Black-Scholes valuation model. Refer to Note 24 for a summary of the inputs used and other assumptions made on calculating the fair value of share options granted as part of the share-based payment scheme.

(iii) Contingent liability

Certain of the Company's subsidiaries have postponed the remittance of certain taxes, which could potentially lead to fines and penalties. Management has entered into a payment plan with the relevant authorities for overdue balances relating to 2019. The Company is presently in communication with the same authorities on another payment plan for any overdue balances relating to 2020. On this basis, management considers that there is no exposure to any potential fines on this matter.

In November 2020, one of the Company's subsidiaries was subject to a review by the FIAU in relation to controls on money laundering and counter terrorism. The outcome of this review is not yet finalized, and based on the information available as at the date of reporting, Management does not anticipate that there will be any material financial consequence emerging from such review.

## 6. Changes in accounting policies

This note provides information for leases where the Company is a lessee. For leases where the Company is a lessor, see Note 6 (c).

### (i) Amounts recognised in the balance sheet

The balance sheet shows the following amounts relating to leases:

(EUR 1000)	As at 31 December 2020	As at 31 December 2019
Right-of-use-assets:		
Buildings	13 002	14 007
Lease liabilities:		
Non-current	2 351	2 140
Current	11 736	12 496
	<b>14 087</b>	<b>14 636</b>

Additions to the right-of-use assets during the 2020 financial year were EUR 1,778,951 (2019: EUR 757,819).

### (ii) Amounts recognised in the statement of profit or loss

The statement of profit or loss shows the following amounts relating to leases:

(EUR 1000)	As at 31 December 2020	As at 31 December 2019
Depreciation charge of right-of-use assets	2 671	2 628
Interest expense (included in other expenses)	989	895
Expenses related to short-term leases (included in other income/expense)	3	12
Expenses related to variable lease payments (included in other income/expense)	222	201

The total cash outflow for leases was EUR 3,155,094 (2019: EUR 2,796,099).

Maturity analysis - contractual undiscounted cash flows (EUR 1000)	As at 31 December 2020	As at 31 December 2019
Less than one year	3 356	3 250
One to five years	11 045	11 055
	<b>14,401</b>	<b>14 305</b>

### (b) The Company's leasing activities and how these are accounted for

The Company leases various properties. Rental contracts are typically made for fixed periods of 1 to 8 years but may have extension options as described below. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. The lease agreements do not impose any covenants, but leased assets may not be used as security for borrowing purposes.

Leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the Company. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to Income Statement over the lease period to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The right-of-use asset is depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- fixed payments (including in-substance fixed payments), less any lease incentive receivable;
- variable lease payment that are based on an index or a rate;
- amounts expected to be payable by the lessee under residual value guarantees;
- the exercise price of a purchase option if the lessee is reasonably certain to exercise that option; and
- payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the lessee's incremental borrowing rate is used, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

Right-of-use assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liability;
- any lease payments made at or before the commencement date less any lease incentive received;
- any initial direct costs; and
- restoration costs.

Payments associated with short-term leases and leases of low-value assets are recognised on a straight-line basis as an expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less.

## Extension and termination options

Extension and termination options are included in a number of properties across the Company. These terms are used to maximise operational flexibility in terms of managing contracts. The majority of extension and termination options held are exercisable only by the Company and not by the respective lessor.

## Judgements in determining the lease term

In determining the lease term, management considers all facts and circumstances that create an economic incentive to exercise an extension option, or not exercise a termination option. Extension options (or periods after termination options) are only included in the lease term if the lease is reasonably certain to be extended (or not terminated). The assessment is reviewed if a significant event or a significant change in circumstances occurs which affects this assessment and that is within the control of the lessee. No change was required in 2020 that would have resulted in a change in the lease term.

### (c) The Company as a lessor

#### Leasing arrangements

During the year, the Company has sub-leased parts of its office to a number of tenants under operating leases with rentals payable monthly. The Company has recognised rental income from operating leases of EUR186,367 (see note 26).

The offices are sub-leased to tenants under operating leases with rentals payable monthly. Lease payments include CPI increases, but there are no other variable lease payments that depend on an index or rate.

Minimum lease payments receivable on leases of investment properties are as follows:

EUR 1000	Company and Parent	
	2020	2019
Whitin 1 year	370	-
Between 1 and 2 years	758	-
	<b>1 128</b>	-

During 2019, one of the Company's subsidiaries entered into a contract whereby the Company will be leasing out one of its domains which will be transferred to the counterparty at the end of the agreement if all the terms of the agreement are met. The Company will receive monthly fixed payments as well as variable payments based on the performance of the domain for a minimum of 3 years and until the terms of the agreement are satisfied. The first payment was due in March 2020.

## 7. Discontinued operations

On 14 February 2020, the Company signed a Share Purchase Agreement (SPA) with Betsson Group (Betsson) for the divestment of its B2C assets which include the operator brands Rizk, Guts, Kaboo and Thrills. Betsson through this agreement, is a long-term partner of the Company, generating revenues to the Group's Platform Services. On the day of closing, Betsson paid EUR 31 million, consisting of a EUR 23.9 million cash payment for the acquisition, plus a prepaid platform fee of EUR 8.7 million. The Company used the proceeds to repay the Company's SEK 300 million 2017 - 2020 bond. On 15 April 2020, the consideration was adjusted by EUR 0.5 million, to reflect working capital of EUR 2.8 million as at the point of transfer.

(a) Financial performance and cash flow information:

EUR 1000	2020	2019
Net revenue	22 895	78 972
Other income	1 910	-
Expenses	-25 368	-70 507
Impairment losses	-1 100	-40 185
<b>Operating losses</b>	<b>-1 663</b>	<b>-31 720</b>
Income tax expense	-91	-
<b>Operating losses from discontinued operations</b>	<b>-1 754</b>	<b>-31 720</b>
<b>Loss from discontinued operations attributable to:</b>		
Owners of the Company	-1 753	-31 720
Non-controlling interest	-	-
	<b>-1 753</b>	<b>-31 720</b>
Net cash flow from operating activities	-1 160	4 135
Net cash from investing activities	-197	-1 368
Net cash inflow/(outflow) from financing activities	-	-
<b>Net increase in cash generated by discontinued operations</b>	<b>-1 357</b>	<b>2 767</b>

Other Income of EUR 1,910,374 relates to a claim for overpaid taxes to the relevant authorities. On the basis of advice received from legal experts, and communications with the said authorities, management considers the basis for recognition of such claim to be virtually certain. Expenses include an amount of EUR 1,910,374 which relates to a settlement with a third-party software provider on a previously disputed case occurring during 2019 regarding a potential fraudulent transaction.

## (b) Details of sale of subsidiary

Company (EUR 1000)	2020	2019
Consideration received or receivable:		
Cash	19 276	-
Net present value of future cash flows	4 642	-
<b>Total disposable consideration</b>	<b>23 918</b>	-
Less: cost of investment	-24 009	-
<b>Loss on sale after income tax</b>	<b>-91</b>	-

The cash consideration received of EUR 23,943,000 is net of transaction costs of EUR 2,115,000.

EUR 1000	15 April 2020
Non-current assets:	
Intangibles	25 169
Current assets held for sale:	
Prepayments	514
Other trade receivables	314
License guarantee	2 000
Cash	5 744
<b>Total assets of disposal group held for sale</b>	<b>33 740</b>
Liabilities directly associated with assets classified as held for sale	
Trade and other payables	-4 602
Players liability	-4 062
Jackpot liability	-1 066
<b>Total liabilities of disposal group held for sale</b>	<b>-9 731</b>
<b>Net assets</b>	<b>24 009</b>

## (c) Assets and liabilities of disposal group classified as held for sale

EUR 1000	2020	2019
Assets classified as held for sale		
Non-current assets held for sale:		
Goodwill	-	24 827
Current assets held for sale		
Prepayments	-	341
Other trade receivables	-	60
License guarantee	-	2 000
Cash and cash equivalents	-	5 738
<b>Total assets of disposal held for sale</b>	<b>-</b>	<b>32 966</b>
Liabilities directly associated with assets classified as held for sale		
Trade and other payables	-	2 572
Player liability	-	4 341
Jackpot liability	-	1 606
<b>Total liabilities of disposal group held for sale</b>	<b>-</b>	<b>8 519</b>

## 8. Bond Payable

On 6 March 2017, the Company issued SEK 400 million senior secured bonds in the Nordic bond market, with a SEK 1,250 million borrowing limit and a final maturity of 6 March 2020. The bond issue had a fixed coupon of 7% p.a. payable six months in arrears on 6 March and 6 September in each year. The bonds were listed on the Oslo Stock Exchange.

Moreover, on 14 September 2017, the Company completed a tap issue of SEK 250 million of the senior secured bonds. These bonds had a final maturity of 6 March 2020 and a fixed coupon of 7%.

On 28 June 2018, a new bond of SEK 400 million was issued with maturity on 28 June 2022 with an interest rate of 9% payable quarterly. SEK 350 million of the SEK 400 million bond issue was used to early redeem part of the 2017 bond, and the Company incurred costs of 3% due to the early redemption. The guarantors to the bonds, GiG Inc. (the issuer's parent), Innovation Labs Limited, MT Securetrade Limited, NV Securetrade (the issuer's subsidiaries), are jointly and severally liable with the issuer and between themselves, guaranteeing the repayment of the nominal value of the bonds on the redemption date and of the interest amounts of the bonds on each interest payment date. The guarantors irrevocably and unconditionally guarantee the due and punctual performance of all the obligations undertaken by the issuer under the bonds.

The quoted market price of the bonds at 31 December 2020 was SEK 383,000,000 (EUR 38,269,384) (2019: SEK 693,000,000 (EUR 66,336,103)) which in the opinion of the directors fairly represents the fair value of these liabilities. The fair value estimate in this respect is deemed to fall under level 1 of the fair value measurement hierarchy as it constitutes a quoted price in an active market.

The Company repaid the 2017–2020 tranche of borrowings on 22 April 2020 following receipt of the proceeds due from the Company's divestment of its B2C vertical. As a result of this transaction, the Company has used parts of the funds generated from such sale to repay the Company's SEK 300 million 2017–2020 bond together with the cost incurred of SEK 1.1 million for extending maturity date of such bond from 6 March 2020 to 22 April 2020.

The bond of SEK400m matures on 28 June 2022. Based on the

company's recent development and coupled with the market conditions for debt financing being favourable, the directors are confident about the Group's ability to successfully conclude a refinancing process well in advance of the maturity.

## 9. Acquisitions

In March 2018, the Company acquired the German sports betting company Nordbet for EUR 500,000, which holds a sports betting license in the German state Schleswig-Holstein. During the current year, this licence was transferred as part of the B2C sale agreement.

## 10. Goodwill and Intangibles

A reconciliation of goodwill and intangibles for the years ended 31 December 2020 and 2019 is as follows:

Company (EUR 1000)	Goodwill	Trade- marks	Domains	Affiliate contracts	Technology platform	Computer software	Non- compete agreement	Other	Total
Balance 1 January 2019	69 570	854	47 908	6 215	11 470	2 072	42	692	138 823
Additions	-	7	-	-	6 146	1 544	-	-	7 697
Assets classified as held for sale	-24 827	-	-	-	-	-	-	-	-24 827
Acquisitions upon merger	-	-	-	-	-	-	-	-	-
Impairment losses attributeable to continued Operations	-	-13	-	-	-2 811	-176	-	-	-3 000
Impairment losses attributeable to discontinued Operations	-28 590	-	-10 426	-	-545	-625	-	-	-40 186
Exchange Differences	-158	-	-	-	-60	-	-	-	-218
Prior year amortisation adj.	-	-	-	-	-42	-125	-	-	-167
Reclassification	-	-	-	-	-	-	-	-	-
Amortisation Charge	-	-7	-6 154	-4 509	-8 771	-1 735	-42	-	-21 218
<b>Balance 31 December 2019</b>	<b>15 995</b>	<b>841</b>	<b>31 328</b>	<b>1 706</b>	<b>5 387</b>	<b>955</b>	<b>-</b>	<b>692</b>	<b>56 904</b>
Additions	-	-	18	-	6 257	544	-	-	6 819
Impairment losses	-	-	-	-	-	-	-	-	-
Assets held for sale upon transfer of sale	-	-	-	-	-231	-109	-	-	-340
Exchange Differences	292	-	-	-	31	-	-	-	323
Prior year amortisation adj.	-	-	-	-	-	-	-	-	-
Amortisation Charge	-	-	-6 375	-1 691	-5 551	-791	-	-	-14 408
<b>Balance 31 December 2020</b>	<b>16 287</b>	<b>841</b>	<b>24 971</b>	<b>15</b>	<b>5 893</b>	<b>599</b>	<b>-</b>	<b>692</b>	<b>49 298</b>



Parent (EUR 1000)	Platform	Computer software	Total
Balance 1 January 2019			
Additions	29	22	51
Amortisation	-17	-20	-37
Balance 31 December 2019	12	2	14
Amortisation	-12	-2	-14
Balance 31 December 2020	-	-	-

### Impairment test for goodwill and intangible assets with indefinite useful lives

The Company's reported goodwill as at 31 December 2020 primarily relates to the acquisition of Rebel Penguin ApS, a Company offering digital marketing services. Trademarks acquired in 2017 are considered to have an indefinite life.

For the purposes of the impairment testing of goodwill and intangibles with an indefinite useful life one cash generating unit ('CGU') was identified being the Company's business-to-business segment, which comprises performance marketing and platform services ("B2B"). The determination of CGU reflects how the Company manages the day-to-day operations of the business, and how decisions about the Company's assets and operations are made.

The carrying amount, key assumptions and discount rate used in the value-in-use calculations are as described below.

EUR 1000	Cash-Generating unit			
	B2B		B2C	
	2020	2019	2020	2019
Carrying amounts:				
Goodwill	-	-	5 839	5 547
Intangible assets with indefinite lives	-	-	841	841
	-	-	<b>6 680</b>	<b>6 388</b>

The key assumptions on which management has based its impairment test are reflected in the cash flow projections comprising the budget for 2021 as confirmed by the entity's Board and estimated on cashflows for years 2022 - 2024 include (2019: 2021 - 2023). The key assumptions include:

- Revenue percentage annual growth rate;
- Gross margin;
- Total operating expenses percentage annual growth rate; and
- EBITDA margin.

The post-tax discount rate applied to the cash flow projections was 17% (2019: 18%). The perpetual growth rate, as assumed in the CGUs' residual value, is assumed at 2% (2019: 2%) based on the estimated long-term inflation.

The business-to-business CGU is composed of two main business activities being is performance marketing and technology services.

With regards to performance marketing, the directors consider that the impairment assessment for this activity is less sensitive due to the level of headroom between the carrying amount of the intangible assets and the respective value-in-use. Goodwill attributed to this CGU was EUR5.5 million as at 31 December 2020 and domains amortised over a period of 8 years.

2020 was a transformational year for the Company re-focussing its strategy to becoming a pure B2B software provider. Financial performance improved year on year for the platform services component, especially through the contribution from the Betsson contract. The Betsson platform service contract was part of the commercial arrangement from the sale of the Company's B2C assets. The contract is for a duration of at least 30 months where a premium fee is payable for the first 24 months. The impairment assessment for this business component is sensitive to the Company achieving projected growth, representing an annual CAGR of 19% over the projected period (2021-2024), and an improved EBITDA margin. Intangible assets under platform services accounts for 23% of the total carrying amount of intangibles, and an EBITDA of at least EUR 4.1 million is required to justify to sustain carrying value. The impairment assessment of this activity is susceptible to the Company achieving projected growth and improvement in EBITDA.

The impairment assessment of this activity is susceptible to the Company achieving projected growth and improvement in EBITDA. Intangible assets under platform services accounts for 10% of the total carrying amount of intangibles.

## 11. Property, plant and equipment

Company (EUR 1000)	Installations and improvement to premises	Furniture & fittings	Computer & office equipment	Total
At 1 January 2019				
Cost	2 418	1 360	3 378	7 156
Additions	1 471	371	862	2 704
Disposals	-	-	-44	-44
Exchange differences	-4	-10	-2	-17
As at 31 December 2019	3 884	1 721	4 194	9 799
Additions	181	49	1 377	1 607
Disposals	-3	-185	-70	-259
Exchange differences	-1	-1	-2	-4
At 31 December 2020	4 061	1 584	5 499	11 143
Accumulated Depreciation				
As at 1 January 2019	727	519	1 512	2 757
Depreciation charge	805	353	903	2 061
Disposals	-	-	-31	-31
Exchange differences	-1	-2	-	-3
As at 31 December 2019	1 531	870	2 384	4 785
Depreciation charge	832	250	1 243	2 326
Disposals	-3	-49	-58	-111
Impairment losses attributable to discontinued operations	1 100	-	-	1 100
As at 31 December 2020	3 460	1 070	3 569	8 100
Net book value				
As at 1 January 2019	1 691	842	1 865	4 399
As at 31 December 2019	2 353	851	1 810	5 014
As at 31 December 2020	601	513	1 930	3 044

During the year, the Company has impaired EUR 1.1 million in relation to improvements to leasehold premises.

## 12. Investments in Subsidiaries

EUR 1000	2020	2019
At 1 January	84 066	151 791
Additions	13 574	8 918
Sale of investment	-24 827	-
Impairment of investment	-	-76 643
At 31 December	<b>72 813</b>	<b>84 066</b>
At 31 December		
Cost	97 640	160 709
Sale of investment	-24 827	-76 643
Impairment	-	-76 643
Carrying amount	72 813	84 066

During the year, the Company sold its investment in subsidiaries which were transferred to Betsson amounting to EUR 24,827,000 and the loss accounted for during 2020 amounted to EUR 909,873.

During the year the Company impaired its investment in subsidiaries attributable to the B2C segment by EUR 1,100,000. During 2019, the Company had impaired its investments in subsidiaries which were attributable to the B2B and B2C segments and recognised an impairment of EUR 3,000,000 and EUR 68,403,560 respectively. Additionally, in 2019 the Company had waived amounts due from its subsidiaries of EUR 8,918,181 which resulted in an increase in investments in subsidiaries of the same amount.

Subsidiaries	Country of incorporation	Class of shares held	Percentage of ownership and voting rights held directly by the Company		Percentage of ownership and voting rights held by the Parent	
			2020	2019	2020	2019
<b>NV Securetrade</b>	Curacao	Ordinary shares	-	-	100	100
<b>iGamingCloud NV</b>	Curacao	Ordinary shares	-	-	100	100
<b>Innovation Labs Limited</b>	Malta	Ordinary shares	100	100	100	100
<b>MT Secure Trade Limited</b>	Malta	Ordinary shares	100	100	100	100
<b>iGamingcloud Limited</b>	Malta	Ordinary shares	100	100	100	100
<b>Betit Operations Limited*</b>	Malta	Ordinary shares	-	-	-	-
<b>Zecure Gaming Limited**</b>	Malta	Ordinary shares	-	100	-	100
<b>Online Performance Marketing Limited</b>	British Virgin Islands	Ordinary shares	100	100	100	100
<b>iGamingCloud SLU</b>	Spain	Ordinary shares	-	-	100	100
<b>iGamingCloud (Gibraltar) Ltd</b>	Gibraltar	Ordinary shares	-	-	100	100
<b>OddsModel AS</b>	Norway	Ordinary shares	100	100	100	100
<b>Mavrix Technologies Services Limited*</b>	Gibraltar	Ordinary shares	-	-	-	-
<b>Pronzo Entertainment B.V</b>	Curacao	Ordinary shares	-	-	100	100
<b>Mavrix Activities Limited</b>	Gibraltar	Ordinary shares	-	-	100	100
<b>Mavrix 5 X 5 Limited</b>	Gibraltar	Ordinary shares	-	-	100	100
<b>Mavrix Services Limited**</b>	Gibraltar	Ordinary shares	-	-	-	100
<b>Mavrix Promotions Limited</b>	Gibraltar	Ordinary shares	-	-	100	100
<b>Mavrix Holding Limited</b>	Gibraltar	Ordinary shares	-	-	100	100
<b>Gaming Innovation Group Inc.</b>	USA	Ordinary shares	100	100	100	100
<b>GiG Central Services Limited</b>	Malta	Ordinary shares	100	100	100	100
<b>Rebel Penguin ApS</b>	Denmark	Ordinary shares	-	-	100	100
<b>iGamingCloud Inc.</b>	United States	Ordinary shares	-	-	100	100
<b>Nordbet GmbH**</b>	Germany	Ordinary shares	-	100	-	100
<b>Kaboo Services Limited</b>	Malta	Ordinary shares	100	100	100	100
<b>Thrills Services Limited</b>	Malta	Ordinary shares	100	100	100	100
<b>Guts Services Limited</b>	Malta	Ordinary shares	100	100	100	100
<b>Highroller Services Limited</b>	Malta	Ordinary shares	100	100	100	100
<b>GiG Operations plc**</b>	Malta	Ordinary shares	-	100	-	100

\*The subsidiaries have been merged into other entities within the Company.

\*\*The subsidiaries sold as part of B2C sale

### 13. Investments accounted for using the equity method

EUR 1000	Company and Parent	
	2020	2019
<b>At 1 January</b>	-	575
Acquisitions	-	100
Share of net loss of associates accounted for using the equity method	-	-
Impairment of associates accounted for using the equity method	-	-675
<b>At 31 December</b>	-	-

During 2019, the Company recognised an impairment of EUR 274,574 relating to an investment in its Hong Kong based games studio D-tech International.

### 14. Financial assets at fair value through other comprehensive Income

EUR 1000	Company and Parent	
	2020	2019
<b>At 1 January</b>	568	1 852
Losses recognised in other comprehensive income	-17	-1 378
Exchange differences	-551	95
<b>At 31 December</b>	-	<b>568</b>

In 2020, the Company sold its 3.57% investment in EPG as this investment no longer suited the Company's investment strategy. The shares had a fair value of EUR 550,496 was the same value as the carrying value in the Company's books, thus recognised no gain or loss. During the lifetime of the investment, the Company recognised a loss of EUR 141,268 in line with its accounting policy. This realised loss was transferred from 'Other Reserves' to 'Retained Earnings'.

### 15. Derivative financial asset (recorded in other non-current assets)

EUR 1000	Company	
	2020	2019
Call option to acquire intangible assets Non-current		
<b>At 31 December</b>	<b>206</b>	<b>206</b>

#### Valuation of call option to acquire intangible assets

During 2016, the Company acquired the right to buy the remaining 50% of the risks and rewards of 'development domains' at any time during March 2018 and June 2021. The purchase price payable by the Company if the option is exercised will be calculated using a specified price mechanism, equating to the annualised revenue generated by the development domains during a period of six months prior to the exercise date, on which a 2.5x multiple will be applied.

At initial recognition, the fair value of the acquired option was estimated to amount to EUR 205,714. The fair value of the option represents the difference between the consideration payable as determined by the above-mentioned price mechanism (established in the purchase contract), compared with the price payable if an industry multiple would have been applied to the mechanism determining the consideration payable by the Company. Based on past acquisitions of similar domains, management believes that a multiple of 4x revenue generated by domains is a fair representation of an industry multiple. A discount rate of 15% was used to calculate present value of the derivative, both at initial recognition, and at year end.

The directors estimates that as at 31 December 2019 and 31 December 2020, using the same inputs above, the fair value of the derivative remains substantially unchanged and accordingly no fair value movements were recognised in profit and loss for the year.

Adjusting the valuation by increasing/decreasing the industry multiple would result in the fair value of the option increasing/decreasing respectively. Management envisages that a reasonable shift in the unobservable inputs used in the valuation would not have a significant impact on the amounts on consolidated profit or loss and total assets.

The Company has not exercised its option to acquire the remaining 50% of the risks and rewards of 'development domains' in 2020 and the option is due to expire in June 2021. At reporting date, Management is assessing whether such option should be exercised.

## 16. Financial assets at fair value through profit or loss

EUR 1000	Company and Parent	
	2020	2019
<b>At 1 January</b>	-	145
Financial assets at fair value	-	81
Interest	-	11
Impairment	-	-237
<b>At 31 December</b>	-	-

During 2019, the Company had issued a further loan to D-Tech of EUR 80,500. The loan was subject to fixed interest at the rate of 8.00% and was repayable in June 2020 and carried the option to be converted into ordinary shares. As a result, this investment was classified at fair value through profit or loss. During the preceding year, management decided to fully impair the loan to D-Tech based on uncertainty in recoverability.

## 17. Trade and other receivables

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Trade receivables - gross	9 777	6 566	-	-
Less loss allowance	-452	-549	-	-
Net	9 325	6 017	-	-
Amounts due from payment providers	598	7 052	-	-
Amounts due from subsidiaries	-	-	-	-
Amounts due from company undertakings	671	768	5 535	-
Amounts due from related parties	26	361	-	16 334
Indirect taxation	499	3 232	-	20
Other receivables	3 106	3 791	-	4
Accrued income	284	-	-	-
Prepayments	1 202	1 645	-	10
Prepayments classified as assets held for sale (Note 7)	-	-342	-	-
Trade and other receivables classified as assets held for sale (Note 7)	-	-2 060	-	-
<b>Balance sheet</b>	<b>15 711</b>	<b>20 464</b>	<b>5 535</b>	<b>16 368</b>

Included within other receivables is an amount of EUR 2,997,959 for the Company which is linked to the sale of the B2C segment and is expected to reduce in line with the contractual obligations of the counterparty.

In the Company, amounts due from Company undertakings and related parties are unsecured, interest free and repayable on demand.

Amounts due from subsidiaries in the Company are unsecured, interest free and repayable on demand.

## 18. Cash and cash equivalents

Cash and cash equivalents recorded in the Statements of Financial Position and the Statements of Cash Flows comprise the following:

Included in the Company's cash at bank are amounts of EUR 2,547,956 (2019: EUR 2,560,639) that are held in a fiduciary capacity and represent customer monies, whose use is restricted in terms of the Malta Remote Gaming Regulations, 2018.

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Cash and cash equivalents	11 504	4 557	3 461	23
Restricted cash	-2 548	-2 561	-	-
<b>Cash, net of restricted cash</b>	<b>8 956</b>	<b>1 996</b>	<b>3 461</b>	<b>23</b>

## 19. Prepaid and other current assets

Other current assets include prepayments to vendors and advances to employees incurred in the normal course of business.

## 20. Other non-current assets

Other assets include security deposits on office leases, derivative assets and certain value added tax refunds due from various taxing authorities.

EUR 1000	Company		Parent	
	2020	2019	2020	2019
<b>Non-current:</b>				
Indirect taxation and social security	1 773	-	-	-
<b>Current:</b>				
Trade payables	3 132	7 505	5	71
Jackpot balances	1 095	2 589	-	-
Players' accounts	1 453	5 919	-	-
Amounts due to subsidiaries	-	-	-	-
Amounts due to related parties	-	-	-	15
Other payables	1 598	3 977	197	115
Accruals	3 157	5 975	-	19
Deferred income	6 756	-	-	-
Indirect taxation	5 900	5 355	-	-
Players accounts classified as held for sale	-	-4 341	-	-
Jackpot balances classified as held for sale	-	-1 606	-	-
Trade and other payables classified as held for sale	-	-2 572	-	-
	<b>24 866</b>	<b>22 801</b>	<b>202</b>	<b>220</b>

## 21. Trade and other payables

The amounts due to subsidiaries and related parties are unsecured, interest-free and repayable on demand.

## 22. Short term and long term loans payable

In December 2015, the Company entered into a revolving loan facility in the amount of NOK 9,700,000 with a shareholder owning more than 10% of the Company with an interest rate of 10% per annum due on demand at monthly intervals. This facility was increased to NOK 19,200,000 in July 2016. In December 2017, the Company, utilized the revolving loan facility and borrowed NOK 10,000,000 and in December 2018, an additional NOK 9,000,000. The outstanding amount, NOK 19,000,000, was repaid in July 2019.

In December 2018, the Company entered into a loan agreement for NOK 6,000,000 with an interest rate of 10% per annum with maturity on 30 November 2020. The loan was repaid in July 2019.

In June 2020, the Company's parent entered into a NOK 25 million (EUR 2.3 million) credit facility with a shareholder based on market terms at that point in time. The facility is subject to a commitment fee of 3% per annum on the full amount and an interest rate of 15% per annum on the amount withdrawn, and matures on 10 January 2022. NOK 14.0 million was drawn under the facility in July 2020 and a further NOK 11.0 million in November 2020. The credit facility was repaid in January 2021.

In December 2020 the Company's parent issued a subordinated convertible loan of EUR 8.5 million to two Nordic investment funds bearing an interest rate of 8% per annum. The loan is classified as convertible loan with equity portion of EUR 0.8 million. The loan strengthened the cash position and expedited revenue generating activities by enhancing scope for future growth. The loan is convertible into shares in the Parent at NOK 15 at the option of the lenders, or repayable net of transaction costs in cash on 18 June 2023.

## 23. Deferred income taxation

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority.

The following amounts are shown in the statements of financial position after appropriate offsetting (EUR 1000):

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Deferred tax asset to be recovered in more than 12 months	60	60	-	-
Deferred tax liability to be recovered in more than 12 months	-1 529	-1 270	-	-448
	<b>-1 469</b>	<b>-1 210</b>	<b>-</b>	<b>-448</b>

The movement on the deferred income tax account is as follows:

EUR 1000	Company		Parent	
	2020	2019	2020	2019
<b>As at 1 January</b>	<b>-1 210</b>	<b>-895</b>	<b>-448</b>	<b>-448</b>
Deferred tax assets acquired upon merger	-	-	-	-
Deferred tax liability on temporary differences	-259	-315	-	-
<b>As at 31 December</b>	<b>-1 469</b>	<b>-1 210</b>	<b>-448</b>	<b>-448</b>

Deferred taxes are calculated based on temporary differences under the liability method using the principal tax rate within the relevant jurisdiction. The year-end balance comprises (EUR 1000):

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Net operating loss carryforwards from US operations	12 417	12 041	-	-
Future tax credits on subsidiaries undistributed profits	60	60	-	-
Temporary differences arising due to differences between the tax base and carrying base of intangible assets	-	-	-	-
Differences between the tax base and carrying amounts of available for sale investments	-	-	-448	-448
Temporary differences arising on differences between the tax base and carrying base of intangible assets	-1 905	-1 646	-	-
Capital allowances and tax losses	352	352	-	-
Net valuation allowance on US net operating losses	-12 417	-12 041	-	-
Temporary differences arising on provision for impairment of receivable	24	24	-	-
<b>TOTAL</b>	<b>-1 469</b>	<b>-1 210</b>	<b>-448</b>	<b>-448</b>

As at 31 December 2020, the Company also had unrecognised unutilised tax credits amounting to EUR 39,303,880 (2019: EUR 37,113,101) arising from unabsorbed tax losses and capital allowances, and net deductible temporary differences arising from intangible assets and property, plant and equipment amounting to EUR 1,226,399 (2019: EUR 1,525,113). These give rise to a net deferred tax asset for the Group amounting to EUR 1,903,874 (2019: EUR 1,931,911), which is not recognised in these financial statements.

As at 31 December 2020 the Company had approximately EUR 44,347,000 of net operating loss carryforwards from its previous operations in the U.S. as well as 2020 results adjusted for exchange fluctuations.

For the years ended December 31 2020 and 2019, the Company incurred taxable losses in the U.S. and as such had no related U.S. Federal or State income tax expense. In assessing the realizability of the deferred tax assets related to net operating losses from its US Operations, management considered whether it is probable that some portion or all of the deferred tax assets will not be realized. The realization of deferred tax assets depends on the Company's ability to generate taxable income in the future. The Company has determined that it is uncertain to what extent it will realize the benefit of its deferred tax assets and as such has recorded an allowance against 100% of its deferred balance.

## 24. Equity

### Oslo Bors Registration

The Company's shares are traded on the Oslo Stock Exchange ("Oslo Bors") with the "GIG" ticker symbol and on Nasdaq Stockholm ("Nasdaq") from 26 March 2019 with the "GIGSEK" ticker symbol.

### Authorized Shares

On 22 December 2020 the Company issued 70,000 shares of common stock in connection to the exercise of options. During 2019 and 2020, employees in the Company exercised options to buy 70,000 shares which were transferred to the employees by way of borrowing shares from a shareholder. The new shares issued on 22 December 2020 were transferred back to the lender. 90,075,626 shares (par value USD 1.00) were outstanding as of 31 December 2020, where of the Company owned no treasury shares. The authorised number of shares is 100,000,000 (par value USD 1.00).

### Share Based Payment Option Plans

The Company has over time had various share-based payment plans where the exercise and vesting terms are established by the Board at the

time of grant. The fair value of stock options granted is determined using the Black-Scholes option-pricing model.

In May 2019, the Annual Meeting of Shareholders approved the 2019 Share Option Plan for managers and key employees, where the Board of Directors are authorised for a period of three years to issue options up to a total of 5% of the issued Common Shares of the Company from time to time. The exercise price shall be minimum 20% above the average share price in the 10 working days prior to the grant. The options will have a three year vesting period from grant and will vest with 20% after one year, 30% after two years and 50% after three years. The options will expire six (6) years after grant and exercise is contingent on employment at time of exercise.

In October 2015, a total of 220,000 options were granted to key employees at an exercise price of NOK 15.00 per share. Of the options granted, 70,000 vested in three equal tranches in October 2016, October 2017 and October 2018. The remaining 150,000 options vested in April 2018, pending fulfilment of certain operational targets. There were no options outstanding from this grant as at 31 December 2020 (10,000 as at 31 December 2019).

In February 2016, 150,000 options were granted to a key employee at an exercise price of NOK 24.00 per share. The options vested in three equal tranches in February 2018, February 2019 and February 2020, and expires in March 2023. Any shares received upon exercise of the options shall be subject to a one year lock-up from exercise. There were 50,000 options outstanding from this grant as at 31 December 2020 (50,000 as at 31 December 2019). All options are conditional upon employment at the time of exercise.

In May 2016, a total of 222,000 options were granted to key employees at an exercise price of NOK 40.00 per share. Of the options granted, 72,000 vested in three equal tranches in May 2018, May 2019 and May 2020, and expires in May 2023. The remaining 150,000 options vests in three equal tranches in September 2018, September 2019 and September 2020, and expires in September 2023. All options are conditional upon employment at the time of exercise. There were 36,000 options outstanding from this grant as at 31 December 2020 (36,000 as at 31 December 2019).

In February 2017, 1,027,500 options were granted to key employees at an exercise price of NOK 40.00 per share. The options vested in three tranches: 20% in January 2018, 30% in January 2019 and 50% in January 2020, and expires in December 2022. There were 55,000 options outstanding from this grant as at 31 December 2020 (175,000 as at 31 December 2019). All options are conditional upon employment at the time of exercise.

In July 2017, 235,000 options were granted to key employees at an exercise price of NOK 60.00 per share. The options vested in three tranches: 20% in July 2018, 30% in July 2019 and 50% in July 2020.



There were no options outstanding from this grant as at 31 December 2020 or 31 December 2019.

In January 2018, 180,000 options were granted to key employees at an exercise price of NOK 60.00 per share. The options vests in three tranches: 20% in February 2019, 30% in February 2020 and 50% in February 2021. There were no options outstanding from this grant as at 31 December 2020 (120,000 as at 31 December 2019).

In March 2018, 210,000 options were granted to key employees at an exercise price of NOK 75.00 per share. The options vests in three tranches: 20% in April 2019, 30% in April 2020 and 50% in April 2021, and expires in March 2024. There were 30,000 options outstanding from this grant as at 31 December 2020 (175,000 as at 31 December 2019). All options are conditional upon employment at the time of exercise.

In April 2019, 500,000 options were granted to key employees at an exercise price of NOK 30.00 per share. The options vests in three tranches: 20% in April 2020, 30% in April 2021 and 50% in April 2022. There was 350,000 options outstanding from this grant as at 31 December 2020 (470,000 as at 31 December 2019). All options are conditional upon employment at the time of exercise.

At 31 December 2020 there were 521,000 options outstanding. The following tables summarise information about stock options and warrants outstanding at 31 December 2020 and 2019, respectively:

Exercise Prices NOK	Outstanding and Exercisable at 31 Dec 2020	Weighted Average Contractual Life in Years	Weighted Average Exercise Price NOK
24.00	50 000	2.16	24.00
40.00	36 000	2.41	40.00
40.00	55 000	2.00	40.00
75.00	30 000	3.17	75.00
30.00	350 000	4.25	30.00
<b>TOTAL</b>	<b>521 000</b>	<b>3.62</b>	<b>33.76</b>

Exercise Prices NOK	Outstanding and Exercisable at 31 Dec 2019	Weighted Average Contractual Life in Years	Weighted Average Exercise Price NOK
15.00	10 000	3.10	15.00
24.00	50 000	3.17	24.00
40.00	36 000	3.42	40.00
40.00	175 000	3.00	40.00
60.00	105 000	3.50	60.00
60.00	120 000	4.09	60.00
75.00	45 000	4.17	75.00
30.00	470 000	5.25	30.00
<b>TOTAL</b>	<b>1 011 000</b>	<b>4.30</b>	<b>40.32</b>

The weighted average fair value of options granted during the period determined using the Black-Scholes valuation model was nil (2019: EUR 0.10) per option as no new share options were granted during the year. The significant inputs into the model were weighted average share price of nil (2019: EUR2.20) at the grant date, exercise price shown above, volatility of nil (2019: 58%), dividend yield of nil (2019: 0%), an expected option life of nil (2019: 2) years and an annual risk-free interest rate of nil (2019: 1.31%). The volatility measured at the standard deviation of continuously compounded share returns is based on statistical analysis of daily share prices over the last 3 years.

## Top 20 shareholders at 31 December 2020

Name	Shares	Percentage
Myrliid AS	8 003 000	8.9 %
Optimus Invest Limited	7 603 559	8.4 %
Swedbank Robur Ny Teknik	5 431 377	6.0 %
True Value Limited	4 896 125	5.4 %
Hans Mikael Hansen	3 187 302	3.5 %
Stenshagen Invest AS	2 478 585	2.8 %
G.F. Invest AS	2 318 554	2.6 %
Symmetry Invest A/S	2 300 000	2.6 %
Kvasshøgdi AS	2 009 437	2.2 %
Nordnet Bank AB, nom.	1 929 140	2.1 %
Ben Clemes	1 907 146	2.1 %
Morten Hillestad Holding AS	1 843 077	2.0 %
Saxo Bank A/S nom.	1 794 906	2.0 %
CMM Invest I AS	1 695 091	1.9 %
Digeelva Invest I AS	1 602 213	1.8 %
Försäkringsaktiebolaget Avanza Pension	1 513 200	1.7 %
IBKR Financial Services AG	1 461 263	1.6 %
Frode Fagerli	1 350 000	1.5 %
Mikael Riese Harstad	1 342 136	1.5 %
Nordnet Livsforsikring AS	1 179 002	1.3 %
<b>Total shares owned by the 20 largest</b>	<b>55 845 113</b>	<b>62.0 %</b>
Other	34 230 513	38.0 %
<b>Total Shares Issued</b>	<b>90 075 626</b>	<b>100.0%</b>

## 25. Revenues

The Company's revenue comprises the following:

Company - EUR 1000	2020	2019
Affiliate marketing services	33 464	29 994
Platform services	26 217	11 699
Other gaming revenue	3 346	2 361
	<b>63 027</b>	<b>44 054</b>

## 26. Cost of sales

Cost of services provided refers to expenditures within the gaming operations for gaming taxes, licensing fees to games providers, costs for payment services via bank and credit cards for deposited bets and payment of winning and costs for fraud. Cost of sales includes:

Company - EUR 1000	2020	2019
Odds setting fees	409	432
Fraud costs	14	375
Platform and service provider fees	145	39
Software development services	2 399	60
	<b>2 967</b>	<b>906</b>

## 27. Other Operating Expenses

Other operating expenses include:

EUR 1000	Company		Parent	
	2020	2019	2020	2019
<b>Combined</b>				
Platform and service provider fees	-	429	-	-
Gaming taxes	91	75	-	-
Consultancy fees	3 060	3 065	99	88
Office rent expense	-	12	-	-
Other operating expenses	5 934	6 792	653	-
	<b>9 085</b>	<b>10 373</b>	<b>752</b>	<b>88</b>

During the year, the Company provided EUR 1.0 million for a potential fine. No fines were incurred during 2019.

Fees charged by the Company's auditors for services rendered during the financial period ended 31 December 2020 and 2019 are shown below (1000's).

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Annual statutory audit	253	292	20	20
Tax advisory and compliance services	94	77	5	2
Other non-audit services	31	117	-	-
	<b>378</b>	<b>486</b>	<b>25</b>	<b>22</b>

## 28. Tax expense

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Current tax (income)/expense - current year	63	312	-	-
Deferred tax (credit)/expense (Note 21) - current year	260	315	-	-
	<b>323</b>	<b>627</b>	-	-

The tax on the profit/(loss) before tax differs from the theoretical amount that would arise using the basic tax rate applicable as follows:

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Profit/(loss) before tax		-64,064		-76,769
Tax calculated at domestic tax rates to (losses)/profits in the respective countries applicable		-3,039		-26,869
<b>Tax effect of:</b>				
Income subject to tax		-		-
Disallowed expenses		-2,704		26,235
Movements in unrecognised deferred tax assets		922		634
Other differences		40		-
<b>Tax expense</b>		<b>627</b>		-

## 29. Employee benefit expense

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Gross wages and salaries	27 880	26 823	523	-
Employee costs capitalized as part of software development	-4 359	-5 082	-	-
Net wages and salaries, including other benefits	23 521	21 741	523	-
Recharge of salaries	-	-	-	-
Taxes and costs	2 194	2 726	-	-
Share options (forfeited)/granted to employees	-337	-417	-	-
Cash – settled options vested during the year	-	9	-	-
	<b>25 333</b>	<b>24 059</b>	<b>523</b>	-

The Company employed, on average:	Company	
	2020	2019
Managerial	8	7
Administrative	496	696
	<b>504</b>	<b>703</b>

## 30. Other income (expense) net

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Finance expense - net	-6 943	-8 232	-212	-4 346
Other income (expense)	-	5	-	-
	<b>-6 943</b>	<b>-8 227</b>	<b>-212</b>	<b>-4 346</b>

Included within Other income (expense) are exchange differences arising from transactions carried out in a foreign currency. As described in Note 2.2, it is the Company's accounting policy to present all foreign exchange differences within finance income or finance costs.

## 31. Litigation

From time to time, the Company is involved in litigation brought by previous employees or other persons. The Company and its legal counsel believe that these claims are without merit.

## 32. Wages paid to the Company's board of directors and management

Establishment of Salaries to Board of Directors and Management

The Company's policy is that the remuneration of the executive management is based on a salary which reflects the tasks and

responsibility of their employment and the value added to the Company. This remuneration is established on an individual basis. The fixed salary is based on the following factors:

- Experience and competence of the executive person
- Responsibility
- Competition from the market

In addition, the Company has granted stock options to part of its executive management and other key employees in recognition of services rendered (Note 24). Fees below were expenses of the periods covered by these statements.

The table below summarises payments made to key management personnel in 2020 and 2019 (EUR 1000's):

2020	Position	Board fees	Salary	Other	Option Expense	Total
Petter Nylander	Chairman	90.0	-	-	-	90.0
Helge Nielsen	Board member	40.0	-	-	-	40.0
Henrik Persson Ekdahl	Board member	42.5	-	-	-	42.5
Paul Fischbein	Board member until May	19.3	-	-	-	19.3
Robert Buren	Board member until May	17.4	-	-	-	17.4
Frode Fagerli	Board member until February	5.7	-	-	-	5.7
Nicolas Adlercreutz	Board member from May	31.1	-	-	-	31.1
Kjetil Garstad	Board member from May	28.0	-	-	-	28.0
Richard Brown	CEO	-	270.0	43.0	5.8	318.8
Tore Formo	Management	-	170.0	21.0	-	191.0
Justin Psaila	Management	-	148.0	103.0	2.6	253.6
Ben Clemes	Management	-	180.0	32.0	-	212.0
Chris Armes	Management	-	265.0	65.0	7.0	337.0
Jonas Warrer	Management from August	-	185.0	4.0	-	189.0
Claudia Ginex	Management from August	-	80.0	2.0	-	82.0
Claudio Caruana	Management from August	-	130.0	16.0	-	146.0
Tim Parker	Management until June	-	82.6	37.0	3.6	123.2
Cristina Niculae	Management until July	-	87.5	38.8	1.0	127.3
		<b>273.8</b>	<b>1 598.1</b>	<b>361.8</b>	<b>20.0</b>	<b>2 253.7</b>

2019	Position	Board fees	Salary	Other	Option Expense	Total
Petter Nylander	Chairman	90.0	-	-	-	4.6
Helge Nielsen	Board member	39.0	-	-	-	41.6
Henrik Persson Ekdahl	Board member	29.7	-	-	-	9.9
Paul Fischbein	Board member	50.0	-	-	-	2.8
Robert Buren	Board member	45.0	-	-	-	2.5
Frode Fagerli	Board member	40.3	-	-	-	2.2
Richard Brown	CEO from Sept. (COO until Sept.	-	216.8	75.6	29.4	321.8
Robin Reed	CEO until September	-	115.0	-	-	115.0
Tore Formo	Management	-	199.2	22.5	-	221.7
Tim Parker	Management	-	165.0	56.4	17.2	238.6
Justin Psaila	Management	-	150.2	73.9	23.4	247.5
Ben Clemes	Management	-	180.0	26.6	-	206.8
Cristina Niculae	Management	-	150.0	59.6	6.2	215.8
Chris Armes	Management from June	-	90.8	16.8	3.4	111.0
Mikael Angman	Management until June	-	62.6	24.7	-	87.3
		<b>109.9</b>	<b>1,329.6</b>	<b>356.1</b>	<b>409.6</b>	<b>2,059.3</b>

### 33. Related party transactions

Year-end balances arising from amounts due and loans from related parties, and other transactions are as follows:

EUR 1000	Company		Parent	
	2020	2019	2020	2019
Other receivables from related parties (Note 17):				
- subsidiaries	-	-	26	361

The following primary insiders participated in long term loans entered into in 2019 and 2017 totalling NOK 10,000,000 (EUR 1,015,935) and NOK 19,200,000 (EUR 2,015,104), respectively, directly or through close associates; Helge Nielsen, Kjetil Aasen and Morten Soltveit.

### 34. Events after reporting period

Any subsequent events were already addressed in other sections within this report.

### 35. Significant risks and uncertainties

For internet-based betting operations, there is uncertainty as to which country's law ought to be applied, as the internet operations can be linked to several jurisdictions and there are legal doubts on whether the availability of a site within foreign markets constitutes a solicitation to persons residing within that market. Legislation concerning online gaming is under review in certain jurisdictions, and in some circumstances, previous opportunities to offer gaming products to certain customers based in some markets on principles of freedom to provide services, may be impacted by legal restrictions being imposed. In other cases, previously unregulated jurisdictions pass legislation regulating the market creating new opportunities to offer products and services to those markets with legal certainty.

Following the divestment of its B2C segment, together with the de-risking strategy to discontinue the white-label model carried out during 2020, GiG is less directly exposed to legal and compliance risks associated with gaming operations. This strategic decision resulted in a reduction from 15 brands operating on white-label agreements, to only three remaining at the end of 2020. Subsequent to year end, only two white-label brands remained. These remaining white-labels are in process of converting into SaaS agreements, pending certain regulatory changes. The majority of white-labels were terminated and/or migrated to other white-label platforms with the larger white-labels

converting to SaaS agreements with GiG. As part of the strategy to terminate white-label agreements, GiG rescinded its Swedish and UK B2C licenses in October 2020, thereby materially reducing compliance risks, in particular AML risks inherent in transacting player funds. As at year end, GiG has one B2C license with the Malta Gaming Authority together with various B2B licenses in various regulated markets.

The Company will continue to primarily operate in the online gambling industry. The laws and regulations surrounding the online gambling industry are complex, constantly evolving and in some cases also subject to uncertainty, and in certain countries online gambling is prohibited and/or restricted. If enforcement or other regulatory actions are brought against any of the online gambling operators that are also the Company's customers, the Company's revenue streams from such customers may be adversely affected. This risk will be mitigated through a fixed pricing model which is being adopted for platform services where possible.

This evolving environment makes compliance an increasingly complex area with the risk of non-compliance with territory specific regulations, including responsible gaming and anti-money laundering obligations. These uncertainties represent a risk for the Group's ability to develop and grow the business, as changes in legislation or enforcement practices could force the Group to exit markets, or even result in financial sanctions, litigation, license withdrawal or unexpected tax exposures, which have not duly been provided for in the financial statements. These risks continue to stem from past exposures on B2C and white-labels, for as long as related warranties may continue to apply, and until the B2C MGA licence is relinquished. During November 2020, one of the group's subsidiaries was subject to a review by the FIAU in relation to controls on money laundering and counter terrorism. The outcome of this review is not yet finalised, and based on the information available as at the date of reporting, Management does not anticipate that there will be any material financial consequence emerging from such review.

It is the Company's view that the responsibility for compliance with laws and regulations rests with the customers for both the Media and Platform segment. Although gaming laws and regulations of many jurisdictions do not specifically apply to the supply of B2B services, certain countries have sought to regulate or prohibit the supply of such services. The Company may therefore be subject to such laws, directly or indirectly. The Company mitigates this risk through monitoring of legal developments, contractual arrangements, and by seeking external advice to assist with the assessment of risk exposures as appropriate.

In addition to the above, the Company faces the risk that customers are not able to pay for the services rendered when these fall due. Specifically, for Media services, the Company faces operational risks arising from Google's changes of its algorithm that could temporarily impact rankings, and hence also impact revenues.

During November 2020, one of the Company's subsidiaries was subject to a review by the FIAU to scrutinise controls on money laundering and counter terrorism. Management believes that the outcome of such review is

unknown and therefore deemed that no provision is required.

### **36. Statutory information**

The Company, Gaming Innovation Group Inc. is a Corporation registered in the state of Delaware, United States of America.

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