# Q 2024

Report

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## Financial Summary

## **€7.4m** revenue for Q3 2024

- Revenue\* of €7.4 million (Q3 2023: €9.3 million) for the third quarter of 2024 and €23.0 million (2023: €28.7 million) for the 9 months ended 30 September 2024
- Adjusted EBITDA\*\* for the third quarter of 2024 was a loss of €1.1 million (Q3 2023: profit of €3.1 million) at a margin of -14.8% (32.9%), and a loss of €3.0 million (2023: profit of €10.0 million) at a margin of -13.2% (29.3%) for the 9 months ended 30 September 2024
- Operating loss (EBIT) excluding exceptional items for the third quarter of 2024 was €9.7 million (Q3 2023: profit of €9.4 million) and a loss of €22.7 million (€8.5 million) for the 9 months ended 30 September 2024
- Cash and cash equivalents balance of €10 million at 30 September 2024



## Q3 2024 Financial Breakdown

| €m                        | Q3-2024 | Q3-2023 | % Change | Jan-Sept 2024 | Jan-Sept 2023 | Jan-Dec 2023 |
|---------------------------|---------|---------|----------|---------------|---------------|--------------|
| Revenue*                  | 7.4     | 9.3     | -21%     | 23.0          | 28.7          | 37.8         |
| Adjusted EBITDA**         | (1.1)   | 3.1     | -136%    | (3.0)         | 10.0          | 8.4          |
| EBITDA***                 | (3.7)   | 12.7    | -133%    | (7.4)         | 19.3          | 15.6         |
| Adjust EBITDA margin      | -14.8%  | 32.9%   | 0        | -13.2%        | 34.8%         | 22.2%        |
| EBIT***                   | (9.7)   | 9.4     | -209%    | (22.1)        | 8.5           | 3.5          |
| (Loss)/Profit after tax   | (59.6)  | 9.1     | -755%    | (74.1)        | 6.1           | (0.1)        |
| Cash and cash equivalents | 10.0    |         |          | 10.0          |               | 10.6         |

\*2023 results contain €7.8m one-off revenue related to GiG Enterprise Solution sale (2024: €1.3m)

<sup>\*\*</sup>Adjusted for share based payments, one-off spin-off related costs and one-time asset impairments

<sup>\*\*\*2023</sup> EBITDA/EBIT contains €10.4m reversal of contingent consideration for 2022 SportnCo acquisition

<sup>\*\*\*\* 2024</sup> EBIT excludes €50.8m one-off extraordinary item relating to intangible asset write-downs

## Key Operational Highlights

- Successfully listed on the Nasdaq First North Premier Growth Market in Stockholm, Sweden, under the ticker GIG SDB. New listing will enable management to reinvigorate GiG's sales and marketing activities to help expand the Group's global client reach
- Underlying revenue growth of 26%, with revenue of €7.3 million in Q3 2024 excluding client exits and Enterprise revenue (Q3 2023: €5.8 million)
- New SweepX product launch to target the fast-growing sweepstake market in the US
- Delivered multiple new customer launches, notably with Betsson via their Inkabet brand in Peru and in Mexico with LuckyDays
- New contracts signed, including with Primero, a market-leading US developer of innovative skill-based games
- Significant new business pipeline now building, with €36 million at commercial stage and a total pipeline of over €60 million at the end of September 2024
- Post quarter-end contracts signed with leading land-based casino and leisure brands both in the Philippines with Bloomberry
   Resorts Corporation under their market-leading Solaire brand, and one in the European market







### CEO's Review

I am delighted to introduce GiG Software plc ('GiG'), one of the newest additions to Sweden's Nasdaq First North Premier Growth Market (ticker: GIG SDB). After what has been many months of hard work from all involved across GiG, including advisors and our former colleagues at Gentoo Media, I am proud to say that as of 1 October 2024, GiG is officially a standalone listed business. More importantly, we are now in charge of our own destiny and have already started to unlock the significant potential of our underlying business.

Whilst Q3 was rightly dominated by our stock market listing, this new structure provides a level of autonomy our team has never experienced before. Going forward, we will be able to focus on the business, from the ongoing development of our world-class product suite to refreshing our go-to-market strategy, as we target both new customers and territories. This reinvigorated focus will enable the team to deliver upon our mid-to-long-term growth ambitions.

Pleasingly, Q3 saw considerable activity across all areas of the business, including product development with the launch of our new sweepstakes product, SweepX, pipeline generation, customer signings and new brand and customer launches.

Underlying revenue growth was 26% when stripping out the impact of one-off revenue generating activity in 2023, which was in line with market expectations and further demonstrates the robust nature of our revenue generation. Consequently, GiG has laid solid foundations for the rest of 2024, 2025 and beyond.

Our overarching focus remains on ensuring that we continue to offer best-in-class, premium products to our partners and potential customers across the globe, helping support their growth and ultimately leading to the development of mutually beneficial partnerships where both sides are able to thrive. We see the addition of SweepX to our growing product portfolio as just one example of the additional verticals that we have been able to build and launch at scale in a very short time period.

I am very pleased with the continued healthy rate of launches that we were able to facilitate during the quarter, and what is particularly compelling is the amount of additional launches we will be able to handle in the future after we significantly increased our capacity for new client launches. This will enable us to realise the revenue from our ever-growing pipeline at an earlier period due to our ability to launch multiple brands and clients over a very short space in time.

The quarter culminated with a very successful event at SBC in Lisbon, where management held many extremely productive meetings with current and potential customers. These continued after quarter end with the team attending G2E in Las Vegas to make further inroads into the US market.

In summary, Q3 has been a momentous quarter for GiG, both in terms of underlying activity for the business and for our investor base by being able to realise our value on the First North stock exchange as a standalone Group.

Looking ahead to Q4 and beyond, I am confident that GiG has never been in a better position to expand its presence across the global B2B iGaming and sports betting markets. Underpinned by strong existing partnerships, alongside our cutting-edge proprietary technology that we have refined over a number of years, I am optimistic of an extremely bright and growth-filled future.

Richard Carter CEO

# Q3

## Highlights

#### Commercial Update

#### **New Customer Signings**

During Q3 2024, GiG signed three new customers to its market-leading suite of services, in addition to five binding Heads of Terms across the period. Of particular significance was GiG's announcement that it has further extended its footprint in the UK with a long-term agreement to power the Betzone brand with its revolutionary iGaming platform, CoreX, and powerful workflow automation tools, LogicX and DataX.

These signings further demonstrate the success of GiG's renewed commercial strategy, and come in addition to the significant increase in our overall sales pipeline, which ended the quarter at a new high of over €60 million in opportunities as at 30 September 2024, with over half of these at advanced contractual or signed stage.

#### **Brand Launches**

During the Quarter, GiG launched four brands across three different markets, including with Betsson via its Inkabet brand in Peru, where GiG expects the brand to tap into this significant and growing market. Alongside Inkabet, GiG also launched brands in Spain with Sol Casino and Emotiva, and in Mexico with LuckyDays.

#### **Market Coverage**

The below map demonstrates which markets GiG is currently live in as at the end of Q3 2024:







#### Market Update

GiG has identified key market opportunities for growth in the near future, as we align our strategic focus on expanding into regulated and emerging regions. With anticipated changes in regulation and market demand, GiG is well-positioned to leverage its innovative technology solutions to drive success and strengthen its footprint in the following dynamic territories:

- Finland: Finland's gambling market is currently controlled by the state monopoly, Veikkaus. However, there are discussions about moving to a multi-licensing system like Sweden's, to reduce illegal gambling and boost tax revenue. New regulations may come into effect by 2025, opening doors for international operators.
- Brazil: Brazil is moving from an unregulated to a regulated market for online gaming and sports betting. While a sports betting law passed in 2018, full regulations have been slow. In 2023, steps were taken to create a regulatory framework, with full implementation expected by 2024. This regulation aims to increase government revenue and attract global operators.
- New Zealand: New Zealand's market is mainly managed by the Lotteries Commission and TAB. Offshore operators dominate, and the government plans to introduce stricter rules. A licensing framework is expected to be developed by 2025, allowing for regulated local and international operations.
- on responsible gambling and advertising restrictions. The regulator, ANJ, is reviewing potential expansions to online casino licensing, with possible legislative changes by 2025, creating new opportunities for iGaming operators.
- rapidly, functioning outside traditional gambling laws. As the market matures, clearer guidelines are expected, focusing on consumer protection and fair play.

#### Strategy

GiG offers innovative and proprietary products with an unparalleled geographical footprint with certifications in 29 markets worldwide. This gives GiG a large overall addressable market and, with the combination of our recently launched social sweepstakes casino platform, SweepX, next-generation iGaming platform CoreX, market-leading sportsbook, SportX, and Al-driven solutions, LogicX and DataX, the total addressable market is expected to significantly expand into 2025.

New market entries and the rollout of our next-generation X Suite products not only widen and expand our ability to sign up new clients for our turnkey product suite, but also offer the option for material growth and diversification for our existing clients through extended geographical presence and a wider product offering.

As regulated markets become more demanding for technology providers, our elevated product offering and fast-growing regulated geographic market reach will provide significant opportunities to continue expanding and scaling the business, improving revenue quality and growth, and ultimately increasing shareholder value.



The entry into the newly regulated Peruvian market and the subsequent launch of our long-term partner Betsson's Peruvian brand, Inkabet, onto our technology reinforce the growth opportunities that arise from entering new markets with existing partners. We anticipate securing further new market entry agreements from both existing and new partners in the remainder of 2024.

We continue to enhance our X Suite of products to address the evolving needs of the industry, including faster deployment, the addition of multiple new game providers, new payment options, enhanced scaling, and an increased ability to consume real-time data insights. These improvements aim to capitalise on growing global opportunities and attract larger partners.

In addition to enhancing our existing product offering, we recently launched a new social sweepstakes casino product vertical that will allow GiG to be well positioned to realise the potential of this burgeoning high-growth market, particularly across the US.

GiG enters the rest of 2024 with renewed focus and belief. The recent changes to the Group's operational structure, the development of our highly complementary suite of iGaming and sportsbook solutions, and the significant investment in our commercial and marketing functions will not only materially expand our medium-term total addressable market, but will provide the Company with the ability to enter markets faster, onboard new clients quicker and more effectively, and attract larger and more significant brands. This, alongside the anticipated lessening impact from client exits, new market launches, and significant opportunities to cross-sell and up-sell GiG's full product suite, will enable the Group to accelerate growth and realise the scalability of the business model.

Advanced discussions with key partners continue to develop for both new markets and new products, underpinned by an ever-expanding sales pipeline across platform, sports and sweepstake verticals. In summary, the renewed strategy and focus on mid- and long-term business objectives are providing us with an increasing number of exciting opportunities to expand and scale the business, improve revenue quality and growth, and ultimately increase shareholder value.

GiG reiterates its 2024 and 2025 financial guidance that was shared during Q2 2024. GiG guidance for FY 2024 revenues is between €30 million to €33 million and Adjusted EBITDA loss of between -€3.5 million and -€2.5 million. For 2025, the figures for revenue and EBITDA are €44 million and at least €10 million, respectively.

#### Post Q3 2024 Events

On 1 October 2024, GiG had its first day of trading on Sweden's Nasdaq First North Premier Growth Market, under the ticker GIG SDB. This spin-out will enable GiG to further focus on its growth and delivery strategy, allowing for greater autonomy and flexibility while maximising shareholder value in the process.

The Company also entered into significant long term agreements with Bloomberry Resorts Corporation and its flagship brand Solaire Resorts, one of the Philippines' largest and most established land-based casino and leisure groups for the provision of our iGaming platform, CoreX, as well as a range of other products from our award-winning ecosystem, and one in the European market.

### Financial Review

#### Third Quarter 2024

#### Revenue

Q3 2024 Revenue decreased by 21% year on year to €7.4 million (Q3 2023: €9.3 million). Within the €9.3 million revenue in Q3 2023, €1.8 million related to the sale of the GiG Enterprise Solution, and an additional €1.8 million derived from clients exiting the business (2024: €nil and €0.1 million, respectively). Therefore, when stripping out the impact of both, underlying revenue grew from €5.7 million in Q3 2023 to €7.3 million in Q3 2024. This revenue growth was driven predominantly from new customers signed during the year, ramping up through the course of the year.

For the nine months to 30 September 2024, revenues amounted to  $\in$ 23.0 million ( $\in$ 28.7 million). This decrease can be attributed to the revenue recognised during the same period of 2023 relating to the sale of the Enterprise solution, being  $\in$ 6.8 million for nine months of 2023 compared to  $\in$ 1.3 million for the comparative period in 2024, and also the aforementioned client exits of which  $\in$ 1.0 million was recognised to September 2024, in comparison to  $\in$ 4.4 million in the prior year. Stripping out the impact of this, for the nine months to September 2024, underlying revenue amounted to  $\in$ 20.7 million ( $\in$ 17.5 million), an 18% increase year-on-year.

#### **Operating Expenses**

Operating expenses for Q3 2024 amounted to €8.2 million (Q3 2023: €5.9 million) when stripping out the impact of one-off adjusting items relating both the spin-off and asset impairments. The operating expense increase is predominantly due to additional headcount during 2024, in conjunction with the implementation of management's strategic objectives relating to the standalone GiG business. This included the addition of a new C-level team from the end of 2023 through 2024, and additional investment in software development and marketing.

For the first nine months of 2024, underlying operating expenditure amounted to €24.6 million (€17.8 million), with the increase being driven by additional investment in software development, marketing and personnel costs.

#### Q3 2024 One-off Adjusting Items

The Company has highlighted specific non-recurring expenditure to give greater visibility over the underlying cost hase

#### Adjusted EBITDA

When adjusting for the above items, adjusted EBITDA for Q3 2024 amounted to a loss of €1.1 million (Q3 2023: profit of €3.1 million). Adjusted EBITDA for the period to 30 September 2024 amount to a loss of €3.0 million (profit of €10.0 million).

#### **Extraordinary Items**

As a part of the spin-off process, GiG performed an impairment review on the carrying value of the intangible assets on its balance sheet. The conclusion of which being an impairment charge of  $\in$ 50.8 million ( $\in$ nil) being recognised relating to the write-down of goodwill and intangible assets arising from previous acquisitions.

The comparative period in 2023 also contained a one-off gain relating to the reversal of contingent consideration relating to the same acquisition.

#### **EBIT**

EBIT for Q3 2024 amounted to a loss of €60.4 million (Q3 2023: profit of €9.4 million). EBIT for the nine months to 30 September 2024 was a loss of -€72.9 million (profit of €8.5 million).

#### Financial Position & Cash flow

The cash position at 30 September 2024 was €10 million (31 December 2023: €10.6 million).

During September 2024, GiG received a €10 million capital contribution in relation to the spin-off transaction and subsequent listing from Gentoo Media Inc (previously GiG Media).

Additionally, all bank loans with the exception of one were repaid in full during the quarter. The remaining bank loan had a value of  $\in$ 0.5 million at 30 September 2024 (31 December 2023 total loan value:  $\in$ 7.0 million).

As mentioned previously, during the quarter the Company recognised significant impairment losses relating to its intangible assets, amount to a reduction in intangible asset valuation of €50.8 million, allocated across goodwill, software development and customer contracts. As a part of this exercise, the Company also recognised additional bad debt provisions during Q3 2024 amounting to €1.8 million.



## Financial Information

The financial information has been presented in accordance with International Financial Reporting Standards as adopted by the European Union. All numbers in this report are unaudited. Comparative figures for the full year period 1 January – 31 December 2023 are audited. All numbers in this report are shown in Euro  $(\mathfrak{E})$  unless otherwise stated and all the numbers in brackets refer to the equivalent period in the previous year.

13 November 2024

The Board of Directors of GiG Software Plc.

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#### Financial calendar

| Q4 & Full Year 2024 Report | 27 Feb 2025 |
|----------------------------|-------------|
| Q1 2025 Interim Report     | 14 May 2025 |

#### About GiG Software PLC (GiG)

GiG Software is a leading B2B iGaming technology company that provides premium solutions, products, and services to iGaming operators worldwide, fully compliant with regulatory requirements. GiG's proprietary technology empowers our partners by delivering dynamic, data-driven, and scalable iGaming solutions that drive user engagement, optimise performance, and propel sustainable growth in the ever-evolving digital landscape. GiG's vision is to be the pioneering force in the iGaming industry, transforming digital gaming experiences through innovation and technology that inspire and engage players worldwide.

GiG operates out of Malta and is listed on the NASDAQ First North Premier Growth Market in Stockholm, Sweden, under the ticker GiG SDB.

Find out more at www.gig.com

#### Legal disclaimer

GiG Software PLC provides 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 related to customers, competitors, the impact of economic and market conditions, national and international legislation and regulations, fiscal policies, the effectiveness of copyright protection for computer systems, technological developments, fluctuations in exchange rates, interest rates, and political risks.

The information in this report is such that GiG Software Group plc is required to disclose under the EU Directive of Market Abuse Regulation and rules for companies listed on the First North Growth Market at Nasdaq Stockholm. The information in this report was sent for publication on Wednesday 13 November 2024 at 07:45 CET by CEO Richard Carter.

## Consolidated Financial Statements

#### Consolidated Income Statement & Statement of comprehensive income

| €m                                   | Q3 2024 | Q3 2023 | YTD 2024 | YTD 2023 |
|--------------------------------------|---------|---------|----------|----------|
| Revenue                              | 7.4     | 9.3     | 23.0     | 28.7     |
| Cost of sales                        | (0.3)   | (0.3)   | (1.3)    | (0.8)    |
| Gross profit                         | 7.1     | 9.0     | 21.6     | 27.8     |
| Gross profit margin                  | 1.0     | 1.0     | 0.9      | 1.0      |
| Marketing expenses                   | (0.3)   | (0.0)   | (1.3)    | (0.5)    |
| Personnel costs                      | (5.5)   | (4.2)   | (16.2)   | (12.2)   |
| Other administrative expenses        | (2.4)   | (1.7)   | (7.2)    | (5.2)    |
| Total Operating Expenditure          | (8.2)   | (6.0)   | (24.7)   | (17.8)   |
| Adjusted EBITDA                      | (1.1)   | 3.1     | (3.1)    | 10.0     |
| Spin-off Costs                       | (0.4)   | -       | (1.0)    | -        |
| Bad debt write-offs                  | (1.7)   | -       | (1.7)    | -        |
| Share Based Compensation             | (0.4)   | (0.4)   | (1.0)    | (1.1)    |
| Reversal of contingent consideration | -       | 10.0    | -        | 10.4     |
| EBITDA                               | (3.7)   | 12.7    | (6.8)    | 19.3     |
| Depreciation & amortisation          | (6.0)   | (3.3)   | (15.3)   | (10.7)   |
| Intangible Asset/Goodwill impairment | (50.8)  | -       | (50.8)   | -        |
| EBIT                                 | (60.5)  | 9.4     | (72.9)   | 8.5      |
| Finance income/(Expense)             | 1.3     | (0.5)   | (0.7)    | (1.6)    |
| Tax                                  | (0.4)   | (0.3)   | (0.5)    | (0.2)    |
| Profit/(loss) after Tax              | (59.6)  | 8.6     | (74.1)   | 6.7      |

#### Consolidated Statement of Financial Position

| €m                                   | 30 Sep 2024 | 31 Dec 2023 |
|--------------------------------------|-------------|-------------|
| Assets                               |             |             |
| Non-current assets:                  |             |             |
| Goodwill                             | 12.7        | 59.0        |
| Intangible assets                    | 33.1        | 41.9        |
| Property, plant and equipment        | 2.6         | 3.1         |
| Right-of-use assets                  | 1.0         | 1.0         |
| Trade and other receivables          | 5.3         | 3.2         |
| Total non-current assets             | 54.7        | 108.2       |
| Current assets:                      |             |             |
| Trade and other receivables          | 16.6        | 14.9        |
| Cash and cash equivalents            | 10.0        | 10.6        |
| Total current assets                 | 26.6        | 25.5        |
| Total assets                         | 81.3        | 133.6       |
| Liabilities and Shareholders' Equity |             |             |
| Equity                               | 59.8        | 80.2        |
| Total Equity                         | 59.8        | 80.2        |
| Liabilities                          |             |             |
| Non-current liabilities:             |             |             |
| Lease liabilities                    | 1.3         | 1.5         |
| Other payables                       | 2.6         | 2.0         |
| Long term loans                      | 0.2         | 7.1         |
| Deferred income tax liabilities      | 1.2         | 1.2         |
| Total non-current liabilities        | 5.3         | 11.8        |
| Current liabilities:                 |             |             |
| Trade payables and accrued expenses  | 13.7        | 24.5        |
| Lease liabilities                    | 2.2         | 1.1         |
| Short term loan                      | 0.3         | 16.0        |
| Total current liabilities            | 16.2        | 41.7        |
| Total liabilities                    | 21.5        | 53.5        |
| Total equity and liabilities         | 81.3        | 133.6       |

#### Consolidated condensed Statement of Changes in Equity

| €m                                | Q3 2024  | Q3 2023 | Jan - Sep 2024 | Jan - Dec 2023 |
|-----------------------------------|----------|---------|----------------|----------------|
| Equity at the beginning of period | 92 578   | 79 766  | 80 182         | 8 426          |
| Comprehensive Income              |          |         |                |                |
| Share compensation expense        | 425      | 372     | 990            | 883            |
| Net results                       | (59 593) | 9,435   | (74 082)       | (89)           |
| Transactions with owners          | 26,398   | (6 682) | 52,718         | 70 962         |
| Equity at end of period           | 59,808   | 82 891  | 59,808         | 80 182         |

#### Statements of Cash Flows

| EUR 1000 - Unaudited                                   | Q3 2024  | 9M 2024  | FY 2023  |
|--|----------|----------|----------|
| Cash flows from operating activities:                  |          |          |          |
| Profit/(loss) from operations                          | (59 157) | (73 589) | 634      |
| Depreciation & amortization                            | 6 213    | 15 388   | 15 688   |
| Impairment of intangible assets                        | 50 789   | 50 789   | -        |
| Shared based compensation                              | 425      | 990      | 883      |
| Bad Debt write-offs                                    | 1 604    | 1 604    | -        |
| Provision for impairment of trade receivables          | -        | -        | 3 079    |
| Income taxes paid                                      | (52)     | (79)     | (272)    |
| Change in trade and other receivables                  | (5,883)  | (5 526)  | (7 160)  |
| Change in trade and other payables                     | (3,604)  | (10,137) | 11 044   |
| Net cash (used in)/generated from operating activities | (9 615)  | (20,560) | 23 896   |
| Cash flows from investing activities:                  |          |          |          |
| Development costs of intangible assets                 | (3 130)  | (10 340) | (14 803) |
| Purchases of property, plant and equipment             | (366)    | (618)    | (781)    |
| Movement in contingent consideration                   | -        | -        | (10 543) |
| Acquisition of subsidiary                              |          |          | (4 247)  |
| Net cash used in investing activities                  | (3 496)  | (10 958) | (30 374) |
| Cash flows from financing activities:                  |          |          |          |
| Repayment of loans                                     | (6 376)  | (12 177) | (3 829)  |
| Proceeds from loans                                    | -        | -        | 3 795    |
| Interest paid  | (139)    | (506)    | (1 053)  |
| Lease liability principal payments                     | (627)    | (1 869)  | (1 196)  |
| Capital contribution from previous Group               | 26,863   | 45,428   | 10 332   |
| Net cash generated from financing activities           | 19 721   | 30 876   | 8 049    |
| Net movement in cash and cash equivalents              | 6 610    | (641)    | 1 571    |
| Cash and cash equivalents at the beginning of period   | 3 358    | 10 609   | 9 038    |
| Cash and cash equivalents at the end of period         | 9 968    | 9 968    | 10 609   |

## Summary of material accounting policy information

The interim financial statements for the period ended 30 September 2024 have been prepared in accordance with the same accounting policies and methods of computation as those used in the annual financial statements for the year ended 31 December 2023. There have been no changes to the accounting policies applied in the preparation of these interim financial statements.

#### 1. Significant Events and Transactions

During the interim reporting period ended 30 September 2024, there were no significant events or transactions that materially affected the financial position or performance of the Group. Except where reported, no adjustments to the reported amounts in the interim financial statements were necessary due to significant events or transactions.

#### 2. Segment information

The Group operates one segment - Platform and Sportsbook Services ('Platform and Sportsbook').

Prior to the spin-off of the Platform & Sportsbook segment of GIG Inc into the GIG Software Group, the Group's internal reporting to GIG Inc's management team focused on 'Platform' and 'Media' separately. The primary measure used by the CEO and the Board of Directors to assess the performance of operating segments was profit from operations. For

product analysis, the primary measure was net revenue in line with GIG Inc's internal reporting. GIG Inc operated an integrated business model and did not allocate either assets or liabilities of the operating segments in its internal reporting. The income statement segment information was disclosed accordingly within GIG Inc's financial statements.

As a result of the spin-off, the Group is managed according to one business unit which makes up the Group's reportable operating segment. This business unit forms the basis on which the Group reports its operating segment information to the management, which is considered to be the Chief Operating Decision maker for the purposes of IFRS 8 Operating Segments.

#### 3. Contingencies and Provisions

For the interim period ended 30 September 2024, the Group recognised bad debt write-offs relating to the impairment of trade receivables amounting to epsilon1.8 million. There were no other material changes to the contingencies and provisions disclosed in the annual financial statements for the year ended 31 December 2023.

#### 4. Subsequent events

On 1 October 2024, the Group began trading on Nasdaq First North Premier Growth Market in Stockholm, Sweden, under the ticker GIG SDB.

There were no other significant events that occurred after the reporting period ended 30 September 2024 and up to the date of approval of these interim financial statements that would require adjustment or disclosure.

#### **Key Metrics**

| €m   | Q3 2024     | Q3 2023 | Jan - Sept 2024 | Jan - Sept 2023 | Jan - Dec 2023 |
|--|-------------|---------|-----------------|-----------------|----------------|
| Revenue                                      | 7.4         | 9.3     | 23.0            | 28.7            | 37.8           |
| EBITDA Adjusted**                            | (1.1)       | 3.1     | (3.0)           | 10.0            | 8.4            |
| Adjusted EBITDA Margin                       | -15%        | 33%     | -13%            | 35%             | 22%            |
| Cash & Cash Equivalents                      | 10.0        | -       | 10.0            | -               | 10.6           |
| FTE (and equivalent) at period end           | 450         | 469     | 450             | 469             | 462            |
| Number of shares outstanding at period end   | 134,707,974 | N/A     | 134,707,974     | N/A             | N/A            |
| Fully diluted number of shares at period end |             | N/A     |                 | N/A             | N/A            |
| Average number of shares                     | 134,707,974 | N/A     | 134,707,974     | N/A             | N/A            |
| Average number of fully diluted shares       |             | N/A     |                 | N/A             | N/A            |

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