



NEWGIOCO
G R O U P

September 2018
Strictly Confidential

ODISSEA
betriebsinformatik beratung gmbh

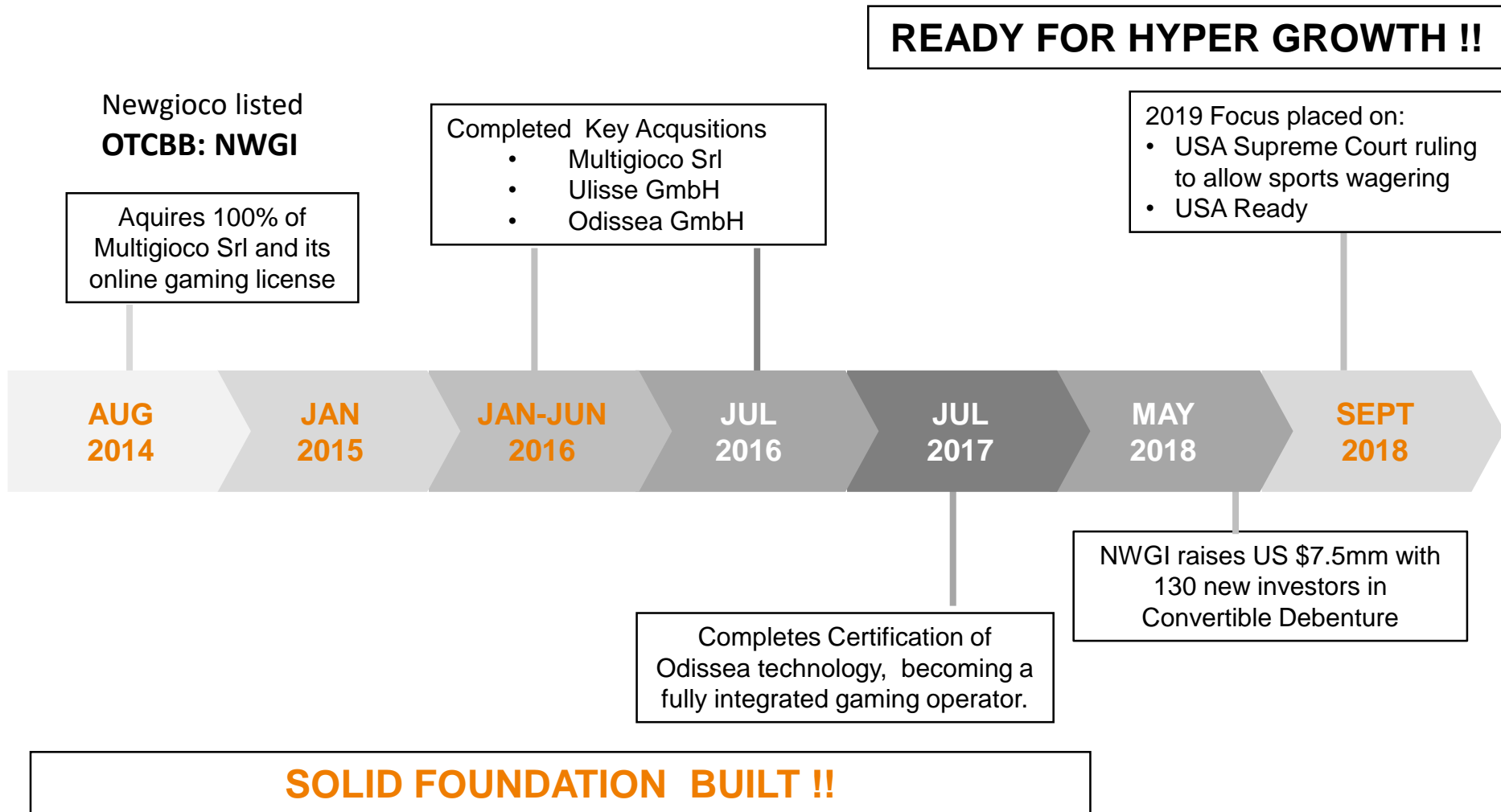
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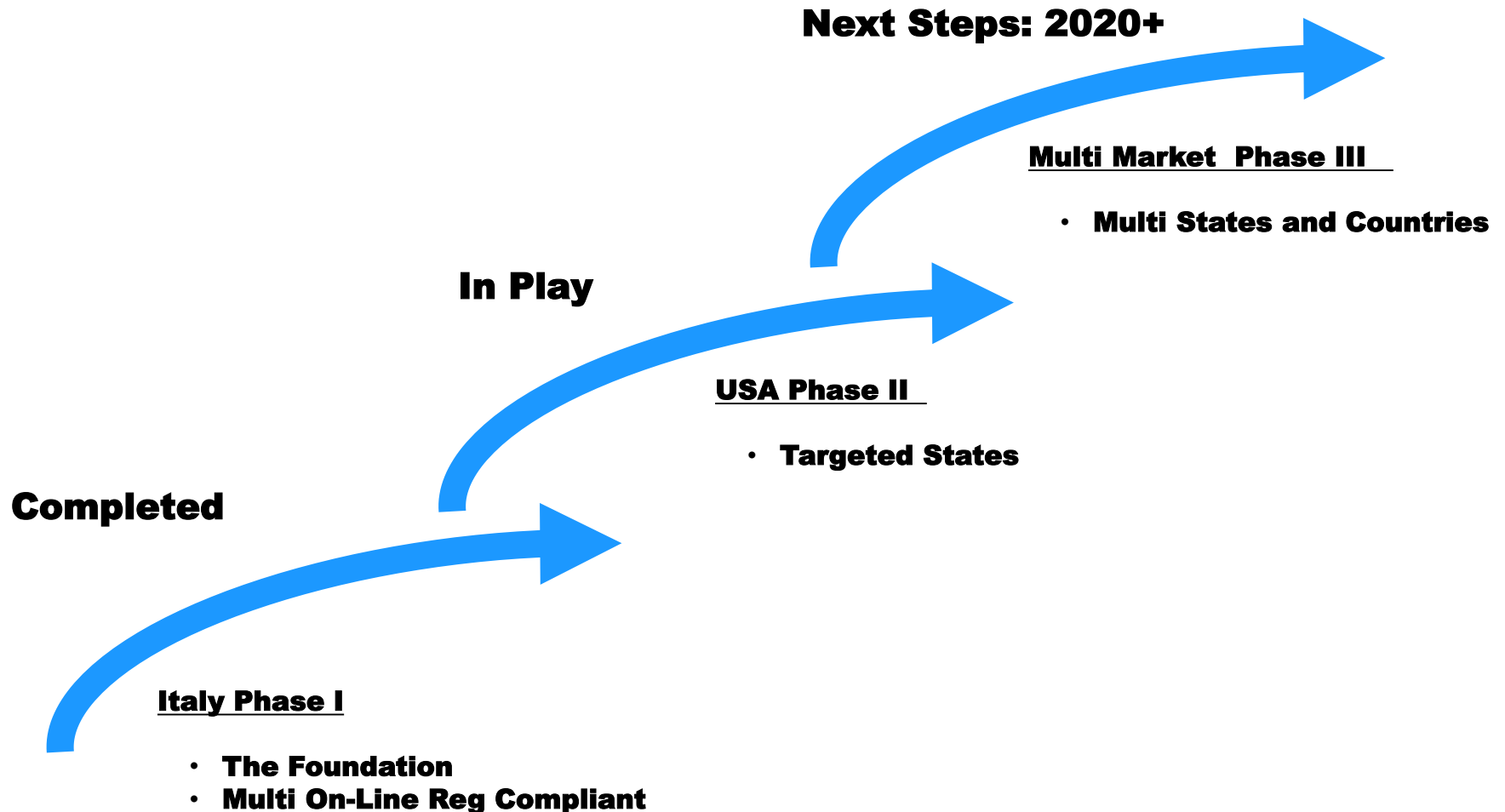
This Presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The company has tried, whenever possible, to identify these forward-looking statements using words such as "anticipates," "believes," "estimates," "expects," "forecast," "plans," "intends," "potential" and similar expressions. These statements reflect the company's current beliefs and are based upon currently available information. Accordingly, such forward-looking statements involve known and unknown risks, uncertainties and other factors which could cause the company's actual results, performance or achievements to differ materially from those expressed in or implied by such statements.

Factors which may cause such differences include the company's ability to complete additional acquisitions, expand our distribution, increase our client base and other risks disclosed in the Company's SEC filings. The company undertakes no obligation to update or advise in the event of any change, addition or alteration to the information covered in this press release, including such forward-looking statements.

Corporate Foundation and Expansion



Logically Connected Growth Steps



Building a Foundation for GROWTH

Global Market Size - \$400bn

Built a Solid Starting Foundation in Italy – Highly Regulated Market

In 2016, the Italian regulated online leisure gaming market was valued at over \$1.2bn after payouts, from \$860mm in 2015.

- Grown to over \$1.8bn in 2017;
- Fully regulated, producing over \$300mm in 2016 tax revenue;
- Now the largest in Europe; ahead of UK;
- Very robust starting grounds for the global market for Newgico



Competitive Landscape Today in Italy

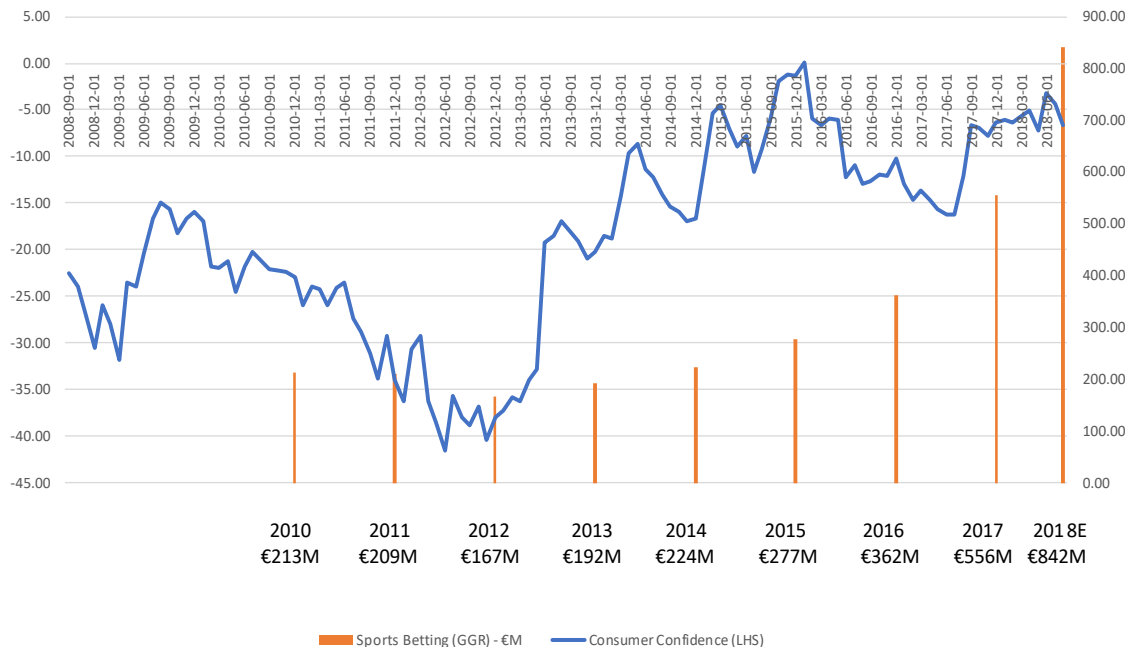
Italy No One Dominant Player – We are taking market share !

VENDOR	MARKET SHARE
Bet365 (Hillside PLC)	18.23%
SNAITECH	11.36%
Eurobet Italia (GVC/Ladbrokes Coral)	11.13%
planetwin (SKS365)	9.69%
Sisal Entertainment	8.81%
Lottomatica Scommesse	7.89%
Goldbet	7.18%

Newgioco approx. 1% of market
and growing quarter on quarter approaching ½ Billion Euros of Handle

Italian Market is Resilient and Reliable

Italy - Consumer Confidence vs Sports Betting GGR



Italy Sportsbetting Market Update (Jan - July 2018)

Retail Betting (€M)	€	491
Online Betting (€M)	€	361
Total SB market (€M)	€	852

	Top 3 Cities		
	Naples	Rome	Milan
# Retail Betting Points	1,263	804	722
Handle (€M)	€ 448	€ 224	€ 140
Handle/store/mth	€ 50,673	€ 39,712	€ 27,622
Revenue (€M)	€ 71.4	€ 39.2	€ 26.3
Margins	15.9%	17.5%	18.8%
Revenue/store/mth	€ 8,076	€ 6,965	€ 5,204

USA Expansion Ready

- **Leverage Italy & Newgioco Solid Technology Foundation**
- **Very targeted USA Markets and Regulatory Strategy**
- **Careful analysis of North America Crypto Policy for Wagering**
- **Board of Directors with NASDAQ ready and NV Gaming compliant backgrounds**



NEWGIOCO
GROUP



Every 1% USA Market Penetration

Doubles Revenue!

(Live in 2018)

- Delaware
- Mississippi
- Nevada
- New Jersey
- West Virginia

- Connecticut
- Illinois
- Oregon
- Pennsylvania
- Rhode Island

- Arizona
- Colorado
- Florida
- Indiana
- Iowa
- Kansas
- Kentucky
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Missouri
- New York*
- Ohio
- Oklahoma
- Wisconsin
- Montana

- Alabama
- Arkansas
- California
- Georgia
- Idaho
- Louisiana
- Maine
- Montana
- Nebraska
- New Hampshire
- New Mexico
- North Carolina
- North Dakota
- South Dakota
- Texas
- Vermont
- Virginia
- Washington

NOT A FOCUS

- Alaska
- Hawaii
- South Carolina
- Tennessee
- Utah
- Wyoming

Mainly GLI 33 Markets →

Newgioco 2019 – 2022 FOCUS – Targeted Agreements Underway

EST. PERCENTAGE OF THE U.S. ADULT POPULATION

6%

11%

39%

39%

5%

<u>Gross Population</u>	<u>Est Adult Gamers</u>	<u>Est Patrons</u>	<u>Avg Annual Play</u>	<u>@% Served</u>	<u>GGR \$</u>	<u>Mid Point Hold</u>	<u>Rev</u>
150,000,000	25%	37,500,000	\$ 800.00	1%	\$ 300,000,000	9%	\$27,000,000
What if at 1%! Very Accretive							

Competitive Landscape

Today in the U.S.



- a small sample of pairing deals already in the works
- Who's partnering with the tribal casinos?

Newgioco System Technology Advantages

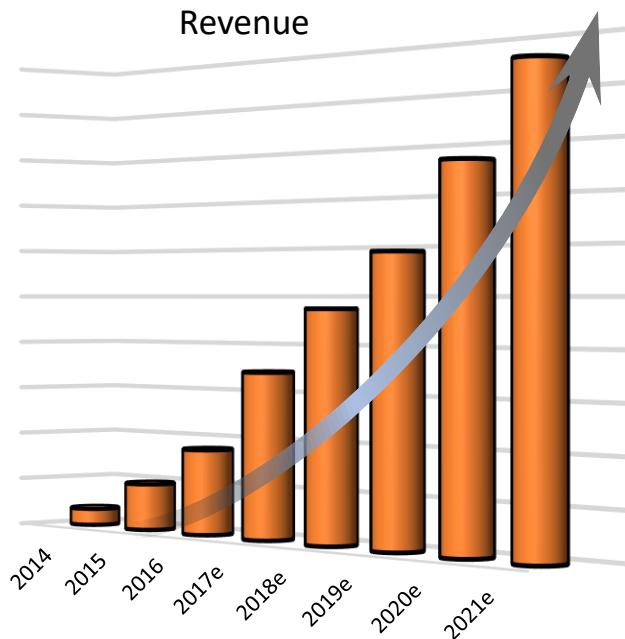
- **Built from ground-up to scale...**
- **Unique shop-client architecture**
- **Robust, highly flexible Sportsbook engine**
- **Delivers MAXIMUM transaction power with:**
 - ✓ **Latest Microsoft .NET on Docker™ infrastructure**
 - ✓ **Stress-tested to 200K bets/minute**
 - ✓ **Octopus™ deployment**
 - ✓ **RabbitMQ™ communication**
 - ✓ **Built-in Artificial Intelligence learning bots**
 - ✓ **Built-in adaptive Business Intelligence and CRM modules**
 - ✓ **Built-in multi-channel functionality for all payment systems**

Newgioco Platform is Crypto Friendly



Cryptocurrency's Changing Role With Legalized Sports Betting

Growth Performance and Trajectory



- ***\$6.5 million in net cash***
- ***Profitable operations***
- ***YTD YonY Growth 118%***

\$M	2016(A)	2017(A)	H1 2018(A)	2018E*
Revenue	\$8.9	\$22.9	\$17.4	\$35.4
EBITDA	\$0.0	\$3.6	\$1.7	\$3.8

* Echelon Wealth Partners estimates

**Can Double Revenues and Triple EBITDA Performance
with 1% USA Targeted Market Penetration**

Leadership Team - Directors

Michele (Mike) Ciavarella	CEO & Director	Capital Markets Professional with Experience in Europe & Asia
Alessandro Marcelli	President	20 years professional experience in the gaming and technology industry
Luca Pasquini	Chief Technology Officer & Director	Co-founded Odissea, leading edge sports betting & gaming technology system
Beniamino (Benji) Gianfelici	V.P. of Regulatory Affairs	Founder and a director of Newgioco Srl and has over 35 years of experience in the gaming industry in Italy
Harold Wolkin	Independent Director, Chairman	A former executive, investment banker and financial analyst with over 30 years of business success
Russ McMeekin	Independent Director	Former President & CEO of Progressive Gaming International; previously served as a member of the board of the American Gaming Association (AGA) and the Canadian Gaming Association (CGA)
Bill Rutsey	Independent Director	A highly accomplished career as a senior executive and an advisor to the public and private sectors in the gaming, sports and entertainment and real estate fields; past CEO of the CGA for 12 years

European Gaming Comparables

	Ticker	Price	Mkt Cap.	LTM Rev	EV/Sales			EV/EBITDA			P/E		
		(Local)	(US\$M)	(US\$M)	2017	2018	2019	2017	2018	2019	2017	2018	2019
Newgioco Group Inc	NWGI	0.55	42	32	NM	1.0	0.9	NM	9.4	6.6	NM	NM	13.8
William Hill PLC	WMH-GB	2.49	2,744	2,253	1.4	1.4	1.3	6.2	6.8	6.6	9.0	10.7	10.2
Playtech plc	PTEC-GB	4.99	2,033	982	3.0	1.8	1.4	7.5	7.1	5.7	8.5	8.9	7.8
International Game Technology PLC	IGT	20.11	4,101	4,941	2.3	2.3	2.3	6.8	6.5	6.4	23.4	17.5	11.2
GVC Holdings PLC	GVC-GB	10.96	8,134	1,011	4.1	1.0	0.9	14.7	4.5	4.1	22.0	13.8	12.5
Paddy Power Betfair plc	PPB-GB	70.15	7,403	2,398	3.3	3.1	2.8	12.2	12.2	12.0	17.8	17.8	17.3
Kindred Group plc Shs Swedish Deposito	KIND-OME	109.10	2,753	1,161	3.1	2.5	2.3	12.8	11.2	11.7	16.9	15.3	16.0
INTRALOT SA	INLOT-ATH	0.80	145	1,115	0.7	0.6	0.6	4.2	4.2	3.8	NM	NM	NM
Stars Group Inc.	TSGI-CA	33.99	7,014	1,494	4.8	3.0	2.1	10.5	7.8	5.6	11.7	12.0	10.5
bet-at-home.com AG	ACX-DE	60.20	488	129	2.5	2.5	2.5	8.8	8.7	9.0	13.6	13.1	13.4
888 Holdings Plc	888-GB	2.31	1,079	542	1.9	1.6	1.5	11.3	8.6	8.2	16.5	14.4	13.8
Betsson AB Class B	BETS.B-SE	69.78	1,059	599	2.3	2.1	1.9	9.4	7.9	8.4	12.9	10.3	11.2
LeoVegas AB	LEO-SE	64.35	703	306	3.3	1.9	1.5	26.5	11.1	9.1	36.2	16.5	11.5
Cherry AB Class B	CHER.B-SE	55.00	626	313	3.2	2.4	2.1	16.9	9.8	9.2	77.5	14.0	12.0
Mr Green & Co AB	MRG-SE	42.20	189	170	1.0	0.7	0.6	6.5	5.0	4.0	15.7	14.8	9.8
Sportech PLC	SPO-GB	0.64	154	83	NM	NM	NM	NM	NM	NM	NM	NM	NM
Averages:					2.6	1.9	1.7	11.0	8.0	7.4	21.7	13.8	12.1
Medians:					2.7	2.0	1.7	10.0	7.8	7.4	16.5	14.0	11.5

Source: FactSet

Summary - Newgioco is Game Ready !

- ❑ Newgioco is an established and recognized player in Sports Betting in Europe (Italy); this provides a solid starting point for USA expansion
- ❑ USA represents a logical high growth and very accretive expansion initiative for Newgioco
- ❑ Robust Initiatives to continue sustainable 2X per year growth trajectory