NASDAQ: BRAG | TSX: BRAG

# Third Quarter 2025 Results Presentation

November 2025





## **Forward Looking Statements**

This presentation contains certain "forward-looking information" and "forward-looking statements" (collectively, "forward-looking statements") which are based upon Bragg Gaming Group Inc.'s (the "Bragg") current internal expectations, estimates, projections, assumptions and beliefs which are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond Bragg's control and many of which are subject to change. Such forward-looking information may include information regarding Bragg's financial position, business strategy, growth strategies, the status of currently planned acquisitions, addressable markets, budgets, operations, financial results, financial targets and expansion plans. In some cases, such statements can be identified by the use of forward-looking terminology such as "expect", "ikely", "may", "will", "should", "would", "would", "would", "intend", or "anticipate", "potential", "proposed", "estimate" and other similar words, including negative and grammatical variations thereof, or statements that certain events or conditions "may" or "will" happen, or by discussions of strategy. Forward-looking statements include estimates, plans, expectations, opinions, forecasts, projections, targets, quidance, or other statements that are not statements of historical fact.

Although Bragg believes that the expectations reflected in the forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. Bragg is unable to guarantee future results, levels of activity, performance or achievements and investors should not place undue reliance on forward-looking statements due to the inherent uncertainty therein. Moreover, neither Bragg nor any other person assumes responsibility for the outcome of the forward-looking statements. Many of the risks and other factors which could cause results to differ materially from those expressed in the forward-looking statements contained in this presentation are beyond the control of Bragg. The risks and other factors include, but are not limited to: regulatory landscape and potential regulatory changes in significant jurisdictions in which Bragg operates or plans to operate; concentrated customer base accounts for significant portion of revenues of Bragg; competition and changes in the competitive landscape; reliance on top customers and key personnel and employees; the completion of strategic acquisitions by Bragg and management of growth; reliance on strategic alliances and relationships with third party network infrastructure developers, key suppliers, and service platform vendors; new business areas and geographic markets; legal status of real-money gaming and changes to and interpretations of laws and regulations; intrusion or other security breaches, cyberattacks, or cyberaticks, and proposed laws in a heavily regulated industry; the plans, costs, and timing all necessary regulatory approvals, and complying with existing and proposed laws in a heavily regulated industry; the plans, costs, and timing of ruture research and development of Bragg's current and future technologies, including additional platforms; deriving revenue from players prod

The forward-looking statements set forth herein reflect Bragg's expectations as at the date of this presentation and is subject to change after such date. Bragg disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, other than as required by law. Forward-looking information and other information contained herein concerning management's general expectations concerning the gaming industry are based on estimates prepared by management using data from publicly available industry sources as well as from market research and industry analysis and on assumptions based on data and knowledge of this industry which management believes to be reasonable. However, this data is inherently imprecise, although generally indicative of relative market positions, market shares and performance characteristics. While management is not aware of any misstatements regarding any industry data presented herein, industry data is subject to change based on various factors.

#### Non-IFRS Measures

This presentation makes reference to certain non-IFRS measures, including Adjusted EBITDA and EBITDA. These measures are not recognized measures under IFRS and do not have a standardized meaning prescribed by IFRS and are therefore not necessarily comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement those IFRS measures by providing further understanding of our results of operations from management's perspective. Accordingly, these measures should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS. These non-IFRS measures and metrics are used to provide investors with supplemental measures of Bragg's operating performance and liquidity and thus highlight trends in our business that may not otherwise be apparent when relying solely on IFRS measures. Bragg also believes that securities analysts, investors and other interested parties frequently use non-IFRS measures, including industry metrics, in the evaluation of companies in our industry. Management also uses non-IFRS measures and industry metrics in order to facilitate operating performance comparisons from period to period, the preparation of annual operating budgets and forecasts and to determine components of executive compensation. See related disclosure in Bragg's Annual MD8.A (including under the heading "Limitations of Key Metrics and Other Data").



# **Table of Contents**

- Who We Are
- Third Quarter Performance Highlights
- Third Quarter & Recent Operational Updates
- Financials
- Commentary on Strategy & Operations
- Summary & Outlook
- Appendix: Adjusted EBITDA Reconciliation



# Who We Are

.01

#### **WE CREATE & DELIVER CASINO GAMES**

Delivering cutting-edge **proprietary content** as well as top-tier online casino games from third-party studios

.02

#### **WE EMPOWER OPERATORS TO LAUNCH & SCALE**

Empowering operators to seamlessly launch, run, scale, and optimize their casino, sports betting and lottery sites for maximum success

.03

#### **WE ENHANCE THE END USER EXPERIENCE**

Leveraging **advanced analytics and powerful AI** to enhance player engagement, maximize revenue potential, and drive smarter, more efficient iGaming operations

# Third Quarter Performance Highlights

.01

**Record** third quarter revenue in focus markets: U.S.(+86%) & Brazil (+80%)<sup>1</sup>

.04

**Successful launch** of bespoke online casino games developed for **Hard Rock Bet Casino** 

.02

+35% increase in high margin proprietary content revenue<sup>1</sup>, driven by U.S. growth

.05

Secured a \$6 million revolving credit facility with the Bank of Montreal underscoring creditworthiness

.03

**+20%** overall revenue growth factoring out Netherlands contraction<sup>2</sup>

.06

Continued optimization of cost structure delivering operational leverage





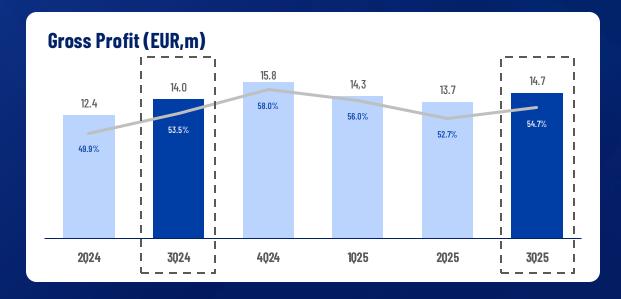
**Financials** 

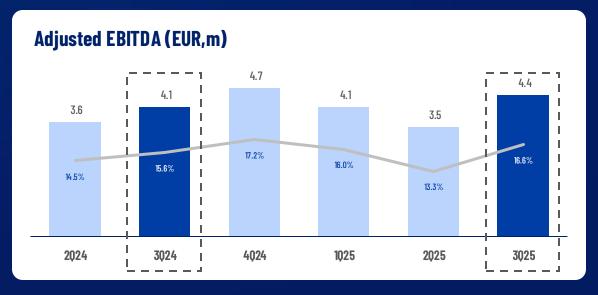
## **Financial Overview**

3025 Key Metrics



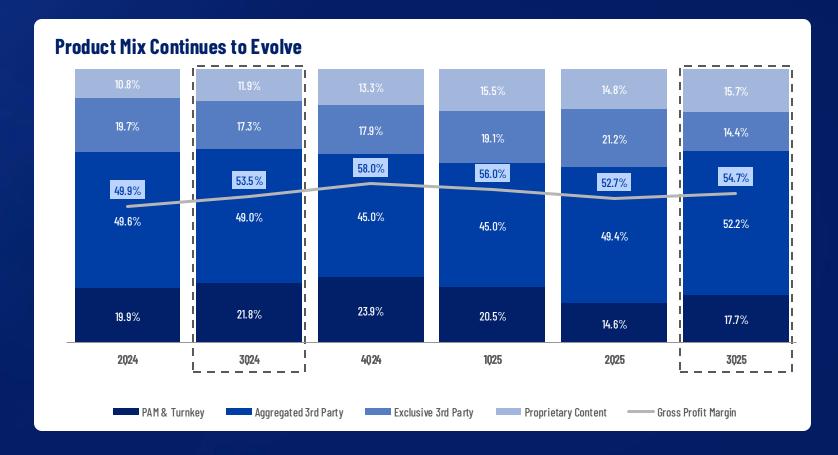






## Third Quarter 2025 Product Mix

- In 3Q25, PAM & Turnkey revenue was EUR
   4.7m and represented 17.7% of total revenue,
   compared to EUR 5.7m and 21.8% in 3Q24
- Aggregated content revenue was 52.2% of 3Q25 revenue, compared to 49.0% of revenue in 3Q24
- Proprietary content represents 15.7% of total 3Q25 revenue, up from 11.9% of revenue in 3Q24, led by continued U.S. market momentum



CONTINUED IMPROVED PROFIT MARGINS PROJECTED IN 2026 DERIVED FROM STRATEGIC CHANGES TO PRODUCT MIX





# **Commentary on Strategy & Operations**

# **Proprietary Content Delivers Compounding High-Margin Revenues**

Once launched, games can remain popular for years, generating recurring, long-term revenues

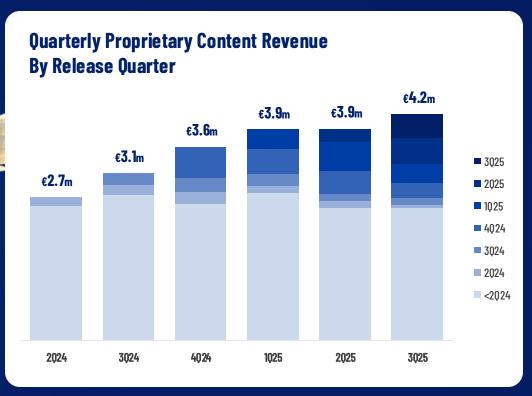
• +35% Proprietary Content revenue growth YoY to EUR 4.2 million in 3025

• Half of all Bragg proprietary content revenue in 3025 was in the fast-growing U.S. market, which is projected to grow at a CAGR of 26% for the next five years<sup>1</sup>

• **30**% of 3025 Proprietary Content revenue comes from titles released in 2025, reflecting continued success of new game launches

• 70% of 3025 Proprietary Content revenue is from titles launched pre-2025, demonstrating strong longevity and long-term value













REGULAR PROPRIETARY GAME RELEASES EACH QUARTER COMPOUND THE REVENUE IMPACT & VALIDATE CONTENT AND RELEASE STRATEGY



# **Brazil Market Update**

- Launched on first day of regulated market opening, January 1, 2025
- 80% YoY proforma revenue growth, in 3025 compared to 30241
- Exclusive partnership with and investment in **specialist Brazilian games studio RapidPlay**, Powered by Bragg
- Strategically positioned in Brazil's USD 3.2 billion iGaming market<sup>2</sup>
- Market projected to surge to USD 5.1 billion by 2030<sup>2</sup>
- Brazil projected at ~10% of revenue in 2025

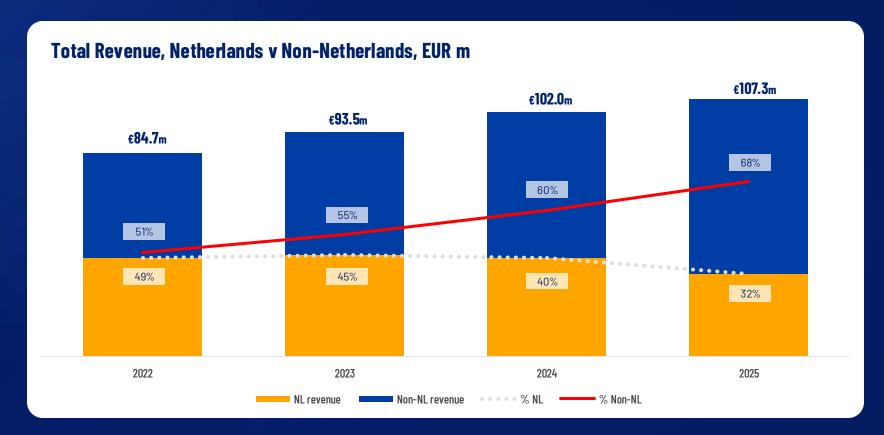




# **Improving Revenue Diversification**

Markets outside of the Netherlands projected to increase to 68% of all revenue in FY 2025

- Revenue diversification has improved significantly from 51% non-NL revenue in 2022 to a projected 68% non-NL revenue in 2025
- While growth is focused elsewhere, Bragg remains a market-leading supplier in the Netherlands
- BetCity.nl expected to migrate off Bragg PAM in H1 2026
- Minor impact to Bragg bottom line anticipated from this migration in 2026 due to BetCity.nl margin profile



UNITIED STATES, BRAZIL AND OTHER MARKETS OUTSIDE OF THE NETHERLANDS PROJECTED TO CONTINUE TO DRIVE REVENUE & MARGIN GROWTH IN 2026 AND BEYOND



# Strategic Shift to Exclusive & Owned Content Sets Stage for Margin Growth

#### (Lowest Margin)

#### **Aggregated Content**

#### 52% of Revenue

- Entry point with operators
- Aggregated, non-exclusive 3<sup>rd</sup> Party content is purchased and resold by Bragg at a spread

PRAGMATIC PLAY

# Shift in Revenue Concentration

V.

+ over 100 more studios

**SPRIBE** 

#### (Medium Margin)

#### **Exclusive Content**

#### 14% of Revenue

- Royalties shared with external studios
- Bragg is exclusive distributor of content titles from external studios
- Allows studios to focus on game development
- Includes potential for operator-branded content

#### (Highest Margin)

#### **Proprietary Content**

#### 16% of Revenue

- Full royalties capture
- Recurring revenue stream
- Long-term value creation
- Building valuable IP portfolio







+20 more studios







+ 3 more studios



**Evolution** 

# **Summary & Outlook**

.01

Record third quarter revenue in focus markets: U.S.(+86%) & Brazil (+80%)<sup>1</sup>

.04

Product mix and margin improvements deliver operational leverage

.02

+35% increase in high margin proprietary content revenue<sup>1</sup>, driven by U.S. growth

.05

On target YoY Revenue & AEBITDA growth, of 2% & 9% respectively

.03

**+20%** overall revenue growth factoring out Netherlands contraction<sup>2</sup>

.06

Maintaining full year **2025e guidance**: Revenue EUR 106.0 – 108.5 million; AEBITDA EUR 16.5 – 18.5 million



# Thank you

# **Appendix: Adjusted EBITDA Reconciliation**



#### **Reconciliation of Operating Income (Loss) to Adjusted EBITDA**

EUR 000	Three Months Ended	Three Months Ended September 30,	
	2025	2024	
Net Loss	(2,305)	(165)	
Income taxes expenses (recovery)	886	(1,089)	
Loss Before Income Taxes	(1,419)	(1,254)	
Net interest expense and other financing charges	217	848	
Depreciation and amortization	5,229	4,330	
EBITDA	4,027	3,924	
Depreciation of right-of-use assets	(341)	(229)	
Lease interest expense	(31)	(24)	
Share based compensation	4	106	
Transaction and acquisition costs	412	72	
Exceptional costs	378	655	
Gain on remeasurement of derivative liability	-	(46)	
Gain on settlement of convertible debt	-	(104)	
Gain on remeasurement of deferred consideration	-	(271)	
Adjusted EBITDA	4,449	4,083	

Adjusted EBITDA excludes income or expenses that relate to exceptional items and non-cash share-based charges and includes deductions for lease expenses that are recognized as part of depreciation and finance charges under IFRS 16