

28 February 2024

FOR THE HALF-YEAR ENDED 31 DECEMBER 2023



FY24 HALF-YEAR RESULTS PRESENTATION

BetMakers Technology Group Ltd

ABN 21 164 521 395

Internal use only



THE BETMAKERS WAY

We simplify betting.

At BetMakers, our mission is to power the excitement, growth and sustainability of racing globally.

BetMakers Technology Group (ASX:BET) is a leading international provider of advanced wagering technology, data, content and service solutions with a footprint that spans the world's major racing and betting markets.

Our technology and service solutions simplify betting at critical points along the wagering life cycle for bookmakers, pari-mutuel wagering operators, racing's rights holders, and racing authorities, unlocking new revenue streams, expanding markets, and enhancing user experience.



H1 FY24 HIGHLIGHTS

A productive half with +9.9% revenue growth vs pcp and significant cost base reduction to deliver $-\$0.9m$ adjusted EBITDA¹ for the half-year.

Major restructure program now largely complete to unlock operational savings and drive scale through technology.

- Reduced operating costs by 25% compared to H1 FY23.
- Restructured US Operations.
- Reduced headcount from 456 at 30 June to 414 at 31 December 2023.
- Simplified operating model to two key segments.

Extended and signed contracts with key partners.

- Includes PENN Entertainment, PointsBet Australia, Dabble and 888's William Hill, Selangor Turf Club, Argentina Jockey Club, The Meadowlands in New Jersey and ZeTurf in the Netherlands.

Major technology and service enhancements.

- Caesars Entertainment embedded tote solution for point-of-sale wagering entered final stages of field testing before full rollout.
- The new OneWatch system is expected to allow the company to continue simplifying its operating model.
- Agreement to launch "The AdVantage Platform" via PA Betting Services partnership post-balance date.



+9.9% vs pcp

\$51.4m

H1 FY24 REVENUE

+9.5% vs pcp

\$33.1m

H1 FY24 GROSS PROFIT

+94.0% vs pcp

$-\$0.9m$

H1 FY24 ADJUSTED EBITDA¹

\$18.1m

UNRESTRICTED CASH AT 31 DEC 23

¹Adjusted EBITDA is calculated as Loss before income tax, add back Finance costs, Depreciation and amortisation, Share-based payments expense, and impairment of receivables.

SUMMARY OF H1 FY24

DELIVERING ON WHAT WE SAID WE'D DO¹

Focused on reducing and managing the cost base to under \$110m for FY24^{1*}

*which is expected to include ~\$15m of strategic investment in international fixed odds and product development.

- H1 FY24 Costs of \$52.8m; management remain on track to keep the cost base under \$110m.
- During H1 FY24, the Company capitalised \$3.3m in staff costs related to the development of the 'Next Gen' platform asset.
- The Company is targeting a further 10% reduction in operating costs in H2 FY24 vs H1 FY24².

Forecasting low double digit revenue growth in FY24 compared to FY23¹.

- H1 FY24 revenue growth of 9.9% vs pcp. Management is targeting low double digit revenue growth in FY24 compared to FY23³.
- Key focus in H2 FY24 is to go-live with key contracts such as Caesars Entertainment and Norsk Rikstoto.

Forecasting to maintain unrestricted cash reserves of at least \$20m through FY24¹.

- The unrestricted cash balance as at 31 December 2023 was \$18.1m. This fell below the expected floor due to \$5.0m in outstanding payments due from customers. This was fully provided for as a doubtful debt in the 31 December 2023 Interim Report.
- The Company remains in discussions with the relevant parties regarding recovery of outstanding amounts.
- If not for the uncollected debtor amounts, this goal would have been achieved.

Focused on reaching a point of positive monthly operational cash flow and delivering positive adjusted EBITDA¹.

- Remains a key focus for the Company.
- Progress made during H1 FY24, and further opportunities identified to i) reduce cost through streamlining and right sizing of supporting systems, and ii) improve revenues via the delivery of key contracts and improved technology solution. The Company intends to pursue these opportunities through H2 FY24.

¹ FY24 Outlook, from the FY23 Financial Results Investor Update, published 30 August 2023.

² Reduction in the cost base is based on the Company's projections utilising all currently available information such as lower employment costs in H2, rightsizing of hosting environments and known supplier contract terminations to occur in H2.

³ Revenue forecasts are based on the Company's projections utilising all currently available information such as delivering customer contracts inline with contractual and budgeted expectations, and stability in the Australian wagering market and customer performance.

KEY TECHNOLOGY DEVELOPMENTS

Investment in technologies and infrastructure positions the Company to deliver the next phase of revenue and earnings growth.

CONTINUED DEVELOPMENT OF 'NEXT GEN'

- Embedded racebook software for Caesars Entertainment venues.
- New features and widgets for Platform customers.
- Modular development allowing for enhanced product application and improved customer functionality

LAUNCH OF ONEWATCH™ SOLUTION

- Proactive monitoring of BetLine terminal estate.
- Enables streamline operations.
- Expected to increase customer satisfaction.
- Provide insights through data collection.

INVESTMENT IN INFRASTRUCTURE

- Expansion of centralised race day control to streamline operations.
- Roll out of new Global Tote support portal to deliver service from newly centralised support operation.





H1 FY24 FINANCIAL RESULTS

Substantially improved financial metrics; moving closer to profitability.

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H1 FY24 FINANCIAL RESULTS

PROFIT & LOSS

H1 Revenue of \$51.4m, up 9.9%

- Driven by new customer growth.

Gross Profit margin 64%:

- Flat GP margin compared to pcp.
- GP margin expected to strengthen in H2 FY24, with more significant improvements to be realised in H1 FY25 with the roll out of 'Next Gen' platform technology.

Adjusted EBITDA of negative \$0.9m, substantially improved on the negative \$15.4m in the pcp, driven by:

- Increased revenue as noted above.
- Streamlining of business operations resulting in a decrease in Employment benefits expense of \$9.4m (27.5%) compared to H1 FY23.
- Adjusted EBITDA adds back the \$5.0 million receivables impairment expense accounted for during the period. This relates to two customers, with both currently in discussions for recovery.¹

Focus on achieving positive underlying EBITDA and operating cash flows.

- Targeting a further 10% reduction in operating costs in H2 FY24 compared to H1 FY24.

	Variance			
	H1 FY24	H1 FY23	\$	%
Revenue	51.36	46.74	4.62	9.9%
Gross profit	33.07	30.19	2.88	9.5%
Operating Costs	(34.51)	(45.74)	11.23	24.6%
Net foreign exchange gain	0.51	0.12	0.39	325.0%
(Impairment) / recovery of receivables	(5.09)	-	(5.09)	N/A
Share-based payments expense	(1.37)	(5.29)	3.92	74.2%
EBITDA	(7.39)	(20.72)	13.33	64.3%
Depreciation and amortisation expense	(5.34)	(4.82)	(0.52)	(10.7%)
Finance costs	(0.16)	(0.37)	0.21	55.3%
Loss before income tax benefit	(12.89)	(25.91)	13.02	50.3%
Income tax benefit	(0.61)	5.96	(6.57)	(110.2)%
Loss after income tax benefit	(13.50)	(19.95)	6.45	32.3%
EBITDA	(7.39)	(20.72)		
Add Back / (Less)				
(Impairment) / recovery of receivables	5.09	-		
Share-based payments expense	1.37	5.29		
Adjusted EBITDA	(0.93)	(15.43)	14.50	94.00%

¹As at the date of this Presentation the Company is unable to comment on the expected outcome of these discussions and therefore there is no guarantee that the full value of these receivables will be recovered.

H1 FY24 FINANCIAL RESULTS

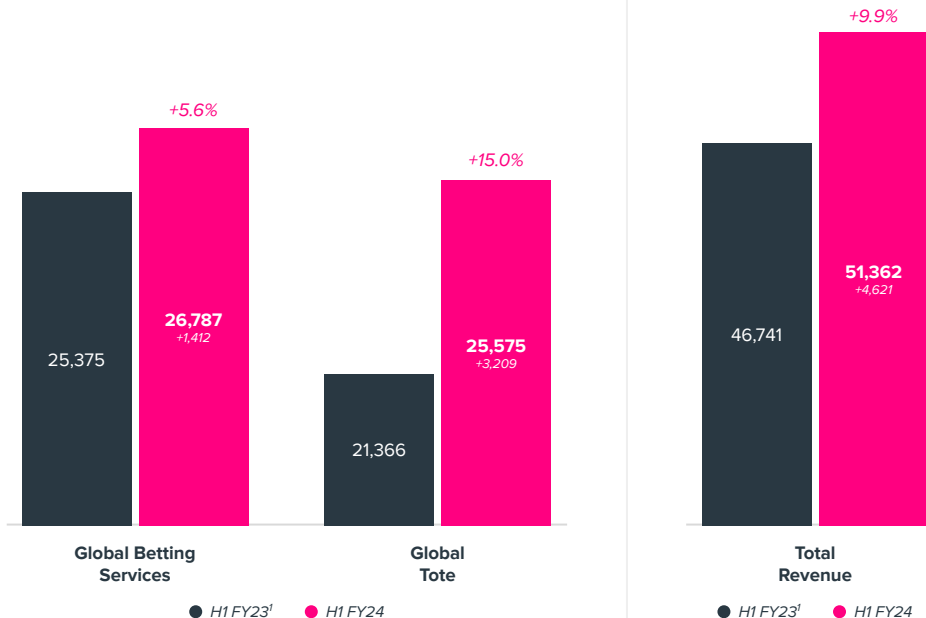
REVENUE PERFORMANCE

Global Betting Services

- This division includes revenues formerly recognised in the Global Racing Network. Revenues are driven by expanding Platform, API and Managed Trading Services.
- Global Betting Services revenue grew despite a downward shift in market conditions and opportunities in the Australian market.
- Distribution revenues have been strengthened by the contract with 1/ST Content.

Global Tote:

- Improved revenues as a result of increasing customer integrations and client liquidity.
- International tote opportunities in Asia and South America have had a minor impact on the half year results and are expected to contribute further over the coming 12 months.



¹FY23 results were reported across 3 segments; Global Betting Services, Global Racing Network and Global Tote. As part of the streamlining of operations, the Company now reports across 2 segments; Global Tote and Global Betting Services (which now includes results from the former Global Racing Network division).

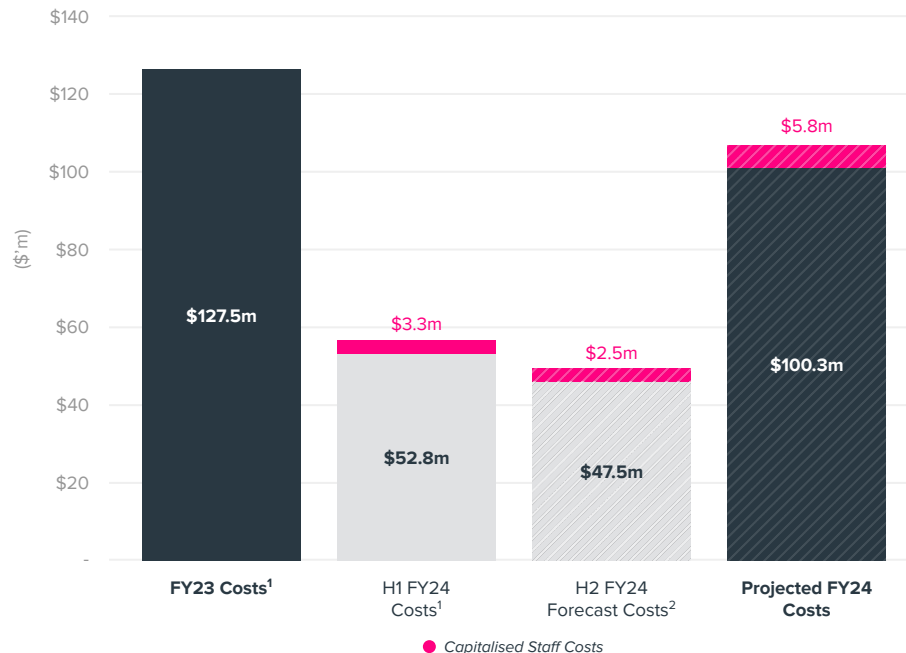
H1 FY24 FINANCIAL RESULTS

NORMALISING THE COST BASE

The Company reported H1 FY24 costs of \$52.8m. During the half, the Company also capitalised \$3.3m of staff costs in relation to the development of the 'Next Gen' platform.

The Company is targeting a 10% reduction in costs in H2 FY24 compared to H1 FY24, implying a full year FY24 cost base of \$100.3m, and approximately \$5.8m in capitalised staff costs.

The Company is focused on addressing the cost base to deliver sustainable positive underlying EBITDA and operating cash flows.



¹"Costs" includes all reported expenses excluding depreciation & amortisation, impairments, share-based payments and finance costs.

² Forecast Costs are based on the Company's projections utilising all currently available information. It excludes any expense related to depreciation & amortisation, impairments, and share-based payments.

H1 FY24 FINANCIAL RESULTS

BALANCE SHEET & CASH FLOW

\$18.1 million in unrestricted cash, and nil debt.

- Closing cash balance of \$36.5 million; unrestricted cash balance of \$18.1 million.
- The Company capitalised \$3.3 million in employment costs related to the development of the 'Next Gen' Platform asset.
- As at 31 December 2023, the Company provided for doubtful debts of \$5.0 million. These outstanding amounts remain under negotiation.
- Other financial liabilities relates to performance payments due:
 - \$3.0 million due to the vendors of Punting Form (payable in cash or shares at the Company's discretion)
 - \$0.25 million to the vendors of Form Cruncher (payable in shares).

Focus remains on achieving positive operating cash flows. Progress was made during the half year primarily via the streamlining of operations and the cost base.

- Net cash used in operating activities includes the movement of funds held on behalf of customers. Excluding this 'restricted' cash movement, underlying cash used in operating activities is \$8.9 million. This half year result was impacted by:
 - Annual Monmouth Park guarantee payment of \$3.0 million²
 - Debtor shortfall of approximately \$3.5 million (currently under discussion).

¹ Excludes movement in customer operational funds held, and includes capitalised staff costs.

² \$3.0 million payment to Monmouth Park in relation to the 2022-23 racing season minimum guarantee (see Company announcement 24 January 2022, "BetMakers extends NJ exclusive agreement to 15 year term").

BALANCE SHEET

	31-DEC-23	30-JUN-23
Cash	36.48	41.04
Deferred tax asset	34.02	34.02
Total assets	183.44	199.55
Current financial liabilities	(3.25)	(3.50)
Total liabilities	(45.11)	(48.95)
Net assets	138.32	150.60

CASH OUTFLOW

NET CASH USED IN OPERATING ACTIVITIES¹



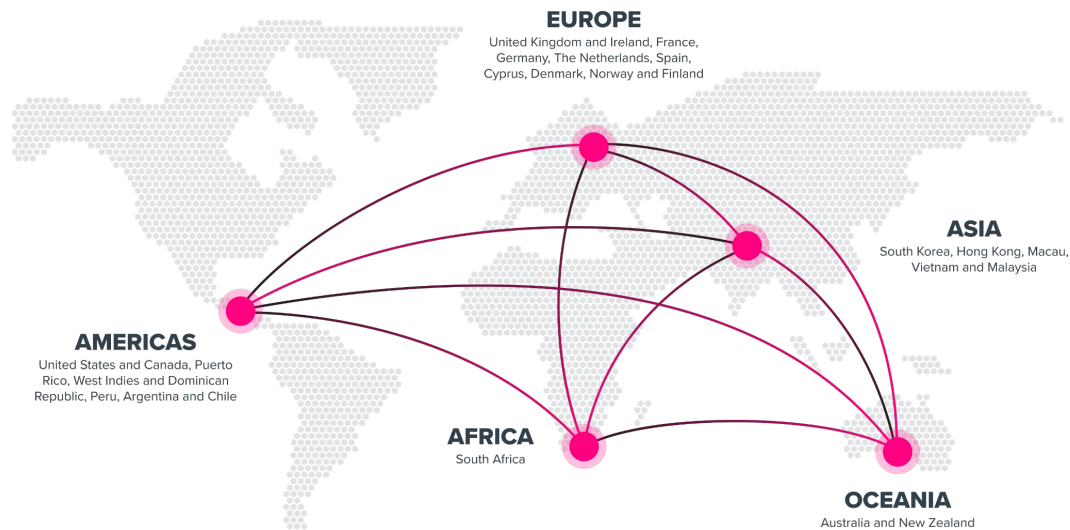


BUSINESS STRATEGY AND OUTLOOK

Shaping the future of global racing.

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GLOBAL FOOTPRINT



30+

active countries

60+

online wagering operators

225+

racing partners

45+

regulatory licenses

414

employees
(at Dec 31, 2023)

9

worldwide offices

OUR STREAMLINED OPERATING MODEL

Simplified operating model to two key segments:

Ladbrokes

sportsbet

TABtouch

RMG
Racing Market Group

William HILL

GLOBAL BETTING SERVICES

PRODUCTS

Fixed Odds Pricing & Managed Trading Services

Data, Form & Content

Racing Vision

Reporting & Analysis

Rights Partnerships

Official Price & Integrity

Betting Platform Development

Embedded Racebook

Race Day Control

Betting Terminals

GLOBAL TOTE

PRODUCTS

Quantum™ Tote Engine

Tote Hosting

International Tote Pooling

Interface Management

Venue Services

UK TOTE GROUP



香港賽馬會
The Hong Kong Jockey Club



PENN
ENTERTAINMENT



CAESARS
ENTERTAINMENT



RIKSTOTO

H2 FY24 DIVISIONAL FOCUS

GLOBAL BETTING SERVICES ///™



- Launch the AdVantage Platform in partnership with PA Betting Services, leveraging 'Next Gen' technology to offer a new turn-key path to more operators and regulated markets in partnership with a globally recognised leader in betting industry data and content.
- With the streamlining of platform MTS and the utilisation of our full stack platform to drive turn-key embedded racebook solutions, the Company will continue to upgrade our 40+ existing platforms clients globally over the next 12 months.
- Complete consolidation of racing data offerings into a streamlined single integration – DynamicOdds, Form Cruncher and Punting Form.
- Capitalise on the Q1 FY24 content partnership with PMU of France for fixed odds wagering in Australia.

GLOBAL TOTE ///™



- Continue the roll out of the new OneWatch™ terminal monitoring solution to all BetLine clients to streamline operations.
- Complete full deployment of our terminal middleware software solution into 24 Caesars Entertainment Nevada locations.
- Complete the consolidation of tote wagering platforms globally and the global deployment of new client-facing service portal and consolidated service delivery function to streamline operations and enhance client satisfaction.
- Deploy BetLine wagering terminals to additional clients in the USA, harnessing 'Next Gen' software to provide an enhanced user journey and replacing legacy terminals with more efficient, reliable and easier-to-maintain BetLine hardware.
- Deliver on the 10-year tote technology and services contract with Norsk Rikstoto.

ESG INITIATIVES

BetMakers continues to focus on ESG initiatives.

Social

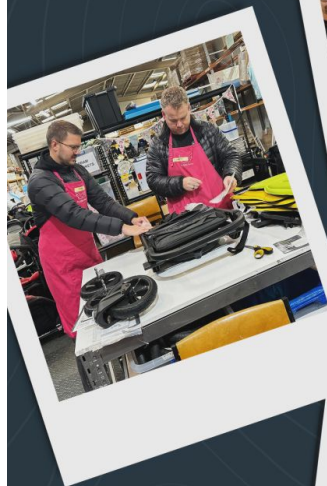
- BetMakers' Board now has a gender ratio of 50% female.
- BetMakers' October 2023 employee engagement survey scored the Company 76% on diversity and inclusion.
- BetMakers implemented a program to allow employees to use a day of paid leave to volunteer at approved charities. In total, employees generated 155 volunteer hours through this program.

Governance

- Despite being a predominantly B2B solution provider, the Company integrates responsible gaming features into its solutions.
- BetMakers has increased its employee responsible gaming training and education programs with a particular focus on employees in Trading.

Environmental

- Scope 1 and Scope 2 emissions, primarily the result of energy usage within leased premises and fuel consumption with company owned vehicles, remained flat versus prior year and in line with established benchmarks at 145t CO₂-e.



FY24 STRATEGIC FOCUS & OUTLOOK

1.

Pursue Positive Cash Flow

Focused on reducing and managing the cost base to under \$110m for FY24; Targeting low double digit revenue growth in FY24 compared to FY23.

2.

Sharpen Focus

Now streamlined to the Global Betting Services and Global Tote business segments, the Company will capitalise on a much simpler and aligned business focus to achieve its growth and efficiency goals.

3.

Maximise Operational Efficiencies

The Company will continue to modernise operations to further unlock savings and enable scalability through technology.





INVESTOR QUESTIONS

Email: investors@betmakers.com

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DISCLAIMER

This shareholder update is dated 28 February 2024.

The material contained in this document is a presentation of general information about the activities of BetMakers Technology Group Limited (the Company or BET) as at the date of this update. All monetary figures quoted within this document are in Australian dollars (\$AUD) unless otherwise specified.

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