

RAKETECH

Q4 Report Presentation

RAKETECH

Q4 2021

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Oskar Mühlbach
Chief Executive Officer



Måns Svalborn
Chief Financial Officer

Q4 Financial highlights

- ATH REVENUES AND STRONG PROFITABILITY

- Revenue All Time High
- Strong margin at 46%
- Earnings stable at new and higher levels

- OUTLOOK January - revenues EUR 4.5m
 - High sports activity in the US
 - Q1 normally weaker casino quarter
 - Network and Japan stabilizing on high levels

11.8m

REVENUE

Y +40%
Q +23%

5.4m

EBITDA

Y +50%
Q +23%

+12.5%

ORG. GROWTH

Q +4%

0.07

EUR EPS

Y +26%
Q +43%

Q4 Operational highlights

- SOLID NORDIC POSITION WHILE REVENUES ELSEWHERE DOUBLE

- Sports revenue up 150% YoY
- Non-Nordic revenues up 155% YoY
- Subscription revenues 6% of group total
- Local US Business unit established with MD + key roles
- Network revenues contributed to org growth but damped by Dutch regulations
- Superbowl, March Madness, Affiliation commercials and ATS accounted for full quarter expected to boost US revenues

22%

SPORTS

Up from 13% last year

46%

NON-NORDIC

Up from 25% last year

+6%

SUBSCRIPTION

End-user services in the US

20%

US REVENUES

Expected in Q1 2022

Long term operational strategic goals



Consumer facing

- Tipster services
- Comparisons
- Forums/communities
- Free2Play
- Media/guides

Client/partner facing

- Affiliation/lead generation
- Network/subaffiliation
- Media marketing services


4-6 product categories




Q1 2022

- Europe 55%
- US 20%
- ROW 25%

3 continents

- 
- TV-sportsguide
 - Slotsjava
 - Casinoguide
 - Casinofeber
 - Winnersandwhiners
 - Picks&Parlays
 - Onlinecricketbetting

4-5 global/flagship products

- 
- 30-35% sports expected in Q1
 - (goal including finance vertical)

<60% from single vertical

Tactics for 2022

Maximize US potential

- Affiliation to complement subscriptions full roll out
- Full scale local commercial and product organization
- Raketech central tech and Analytics

Future proof Flagship growth

- Develop next generation of our most important assets
- Invest in localisation for extended geo growth

Incremental revenues from extending network offering

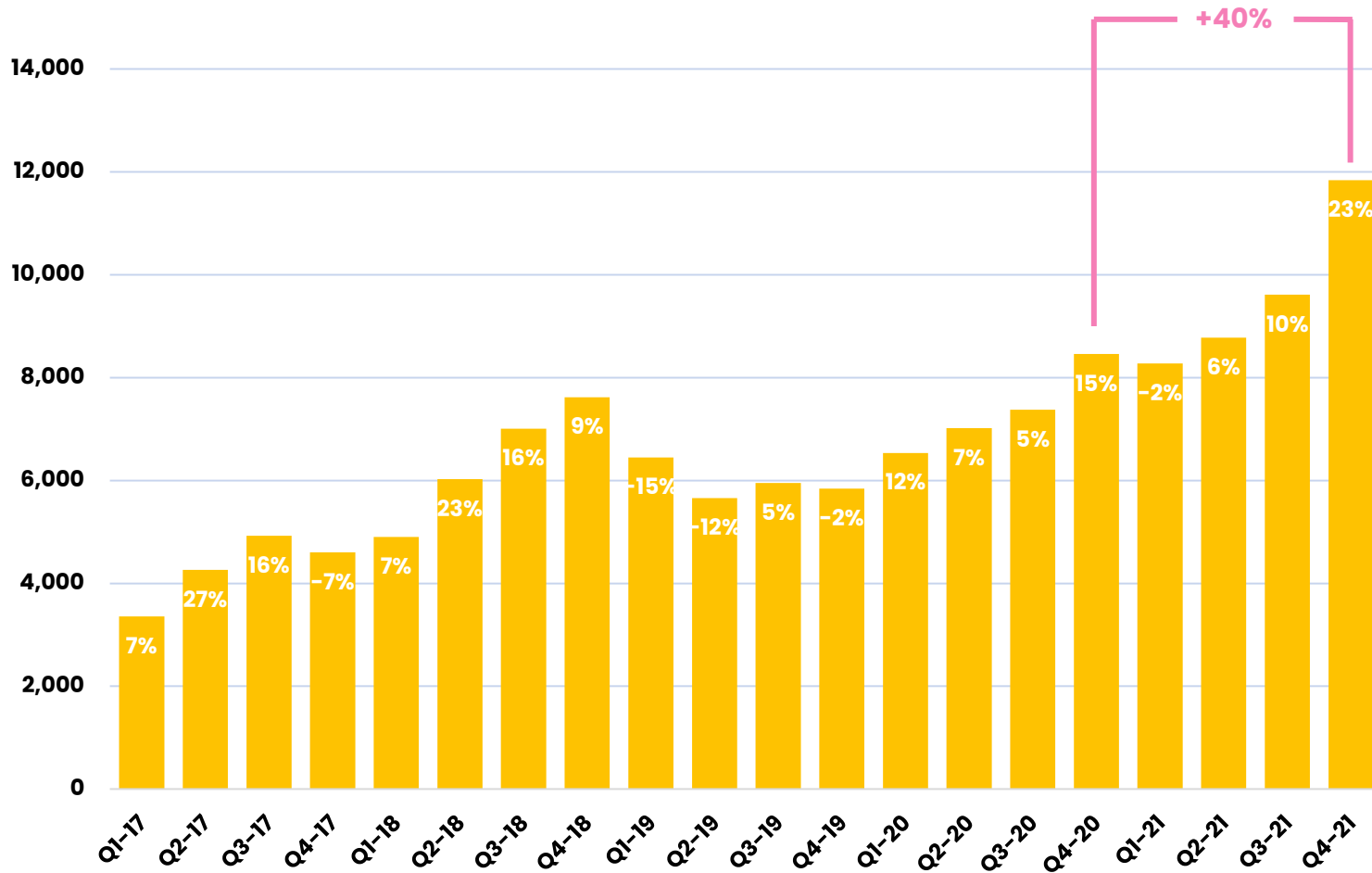
- Use Raketech tech platform to extend Network subaffiliation to more organic affiliates

Consolidate and concentrate with M&A

- Target regulated or soon-to be regulated high growth markets, preferably where Raketech already have presence
- When possible target larger acquisitions

Financials Q4 2021

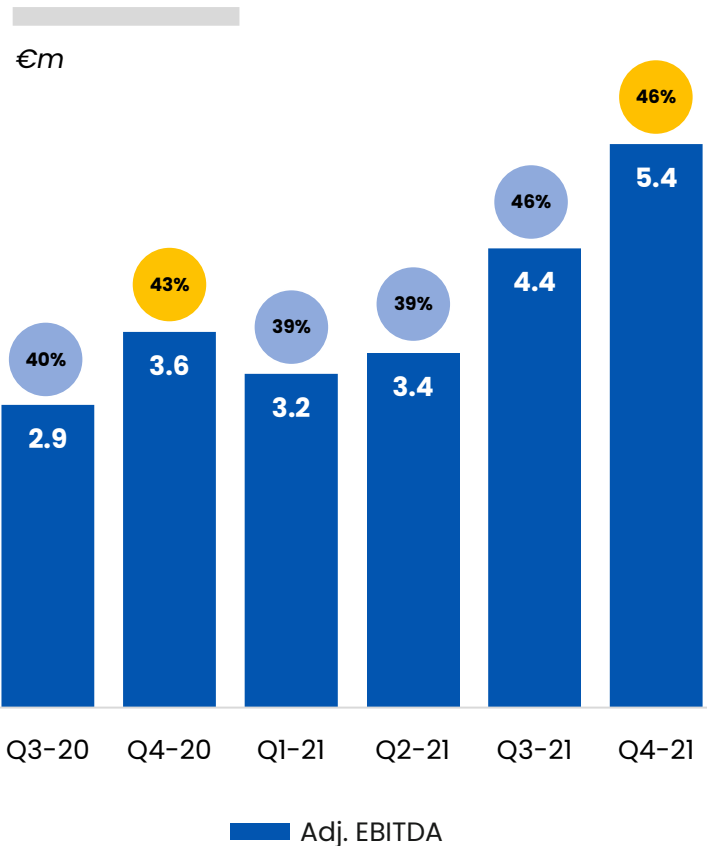
Revenue development



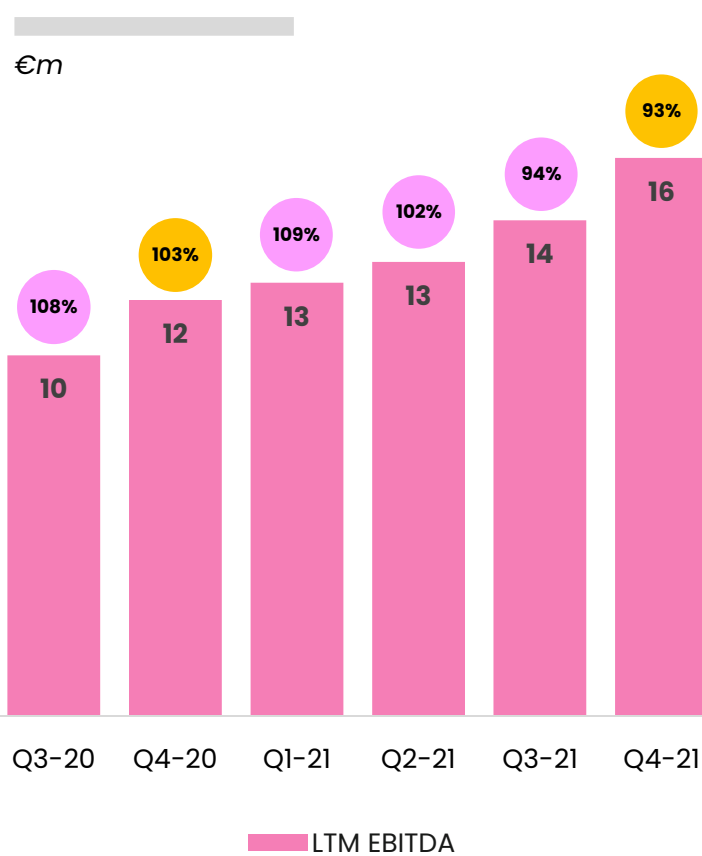
- Revenues at a new **all-time high** (again)
 - Stable performance in Sweden YoY and positive seasonality QoQ
 - Casumba (JP) still showing positive development
 - Infinileads acquisition growing
 - Network (sub-affiliation) sales just below 20% of total revenues
- Organic growth at **12.5% YoY**
 - Network (sub-affiliation) and Casumba driving the majority of organic growth

Strong growth, high margins and solid cash conversion

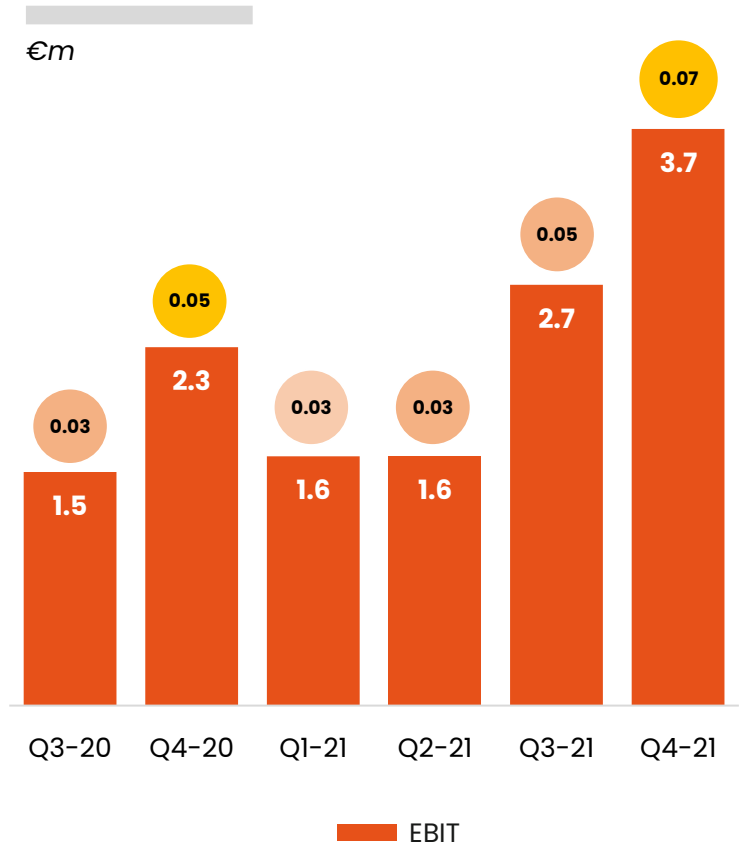
Adj. EBITDA and margin



LTM EBITDA and Cash conversion

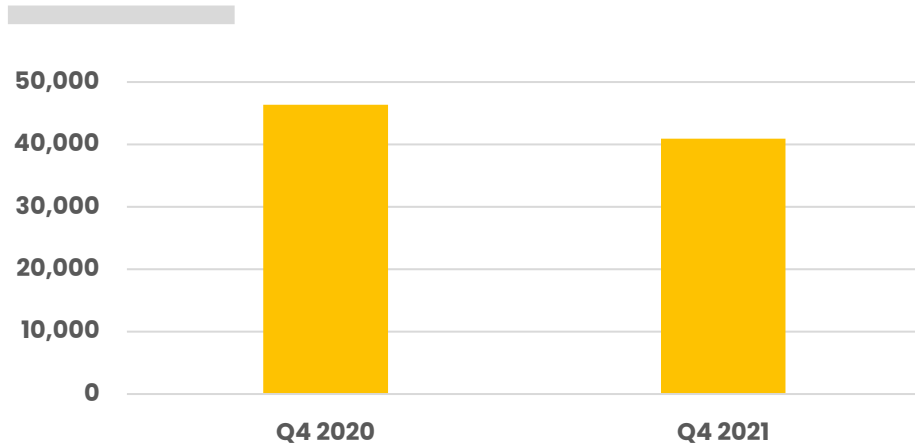


Adj. EBIT and EPS



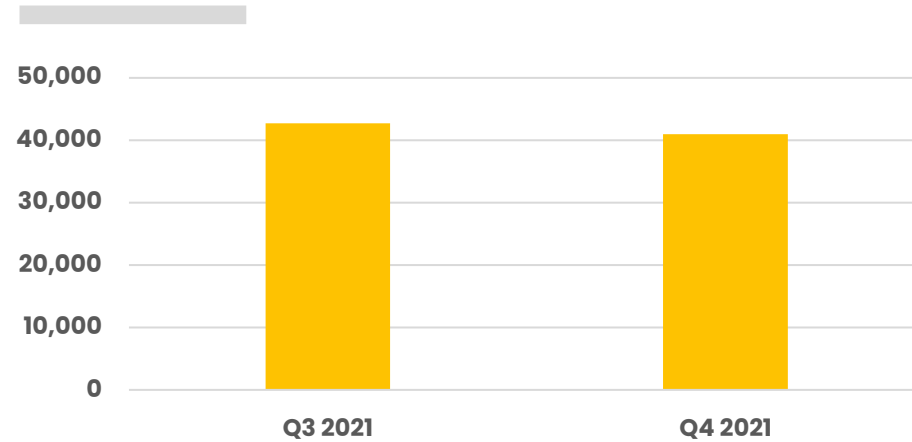
NDC development

Q4 2020 vs. Q4 2021



- Active strategy to focus on brands that generate high value leads
- The implementation of the temporary Swedish gambling restrictions of last year skews the comparisons

Q3 2021 vs. Q4 2021

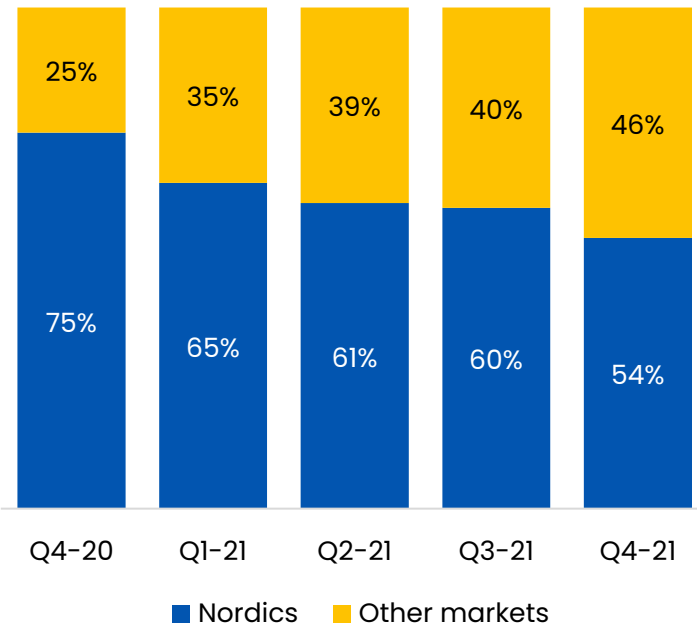


- Strong NDC growth from recent European Casino asset acquisition
- Expected slight decrease in NDCs but with somewhat higher value, as temporary Covid restrictions are lifted in Sweden
- Network sales showed a minor decline in the quarter as an effect of leaving the Dutch market

Widened geo footprint, well balanced portfolio and revenue split

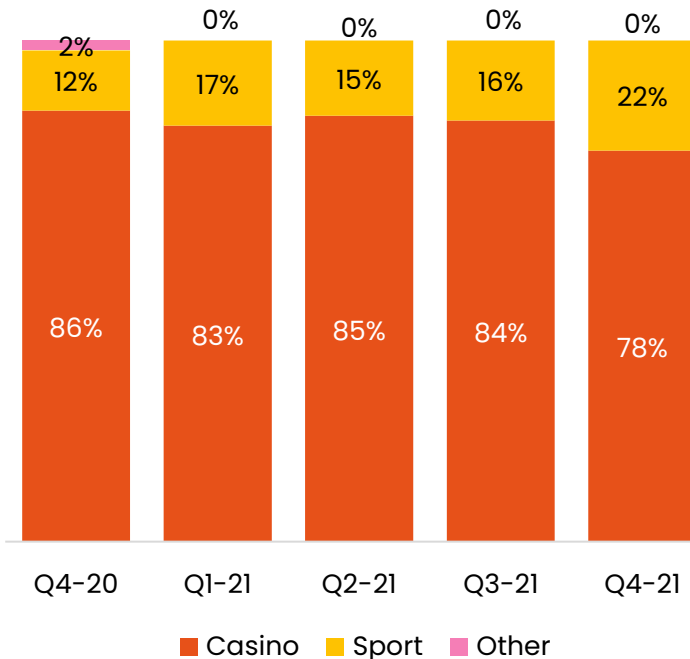
Geographic diversification

Significant presence on 3 continents



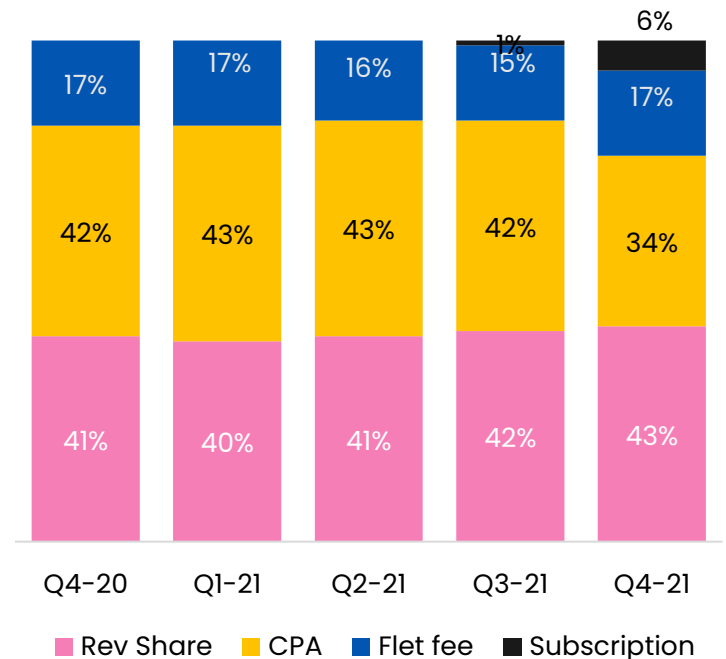
Vertical split

150% growth in absolute terms for sports YoY

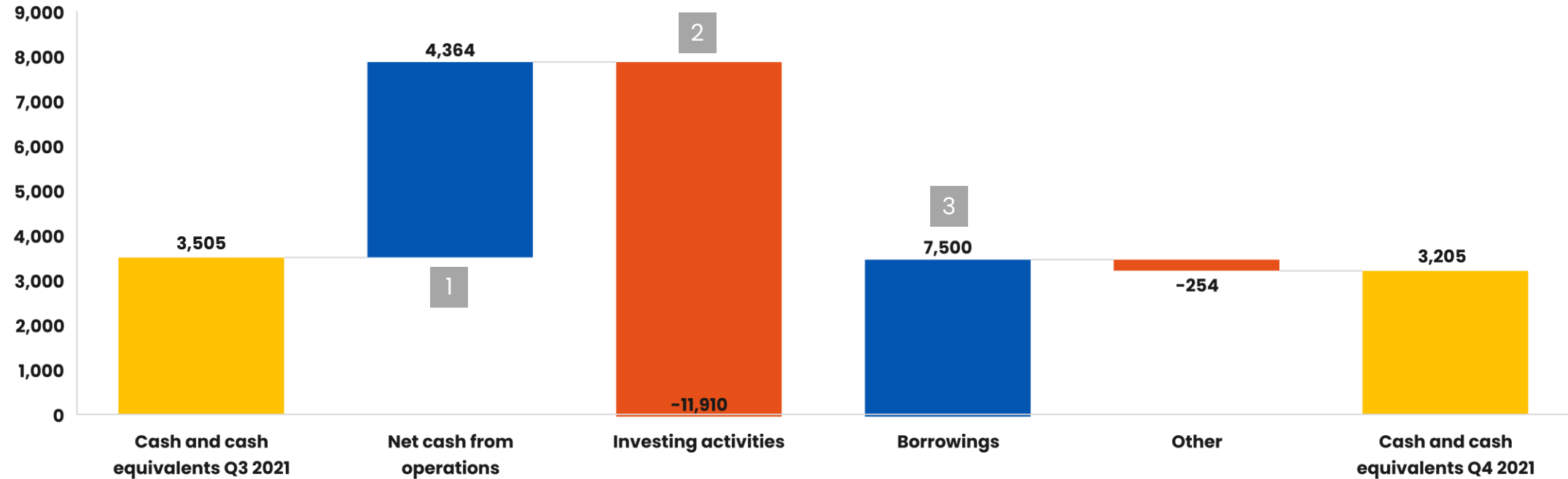


Revenue split

Well balanced revenue split



Cash flow bridge Q3 2021 vs. Q4 2021

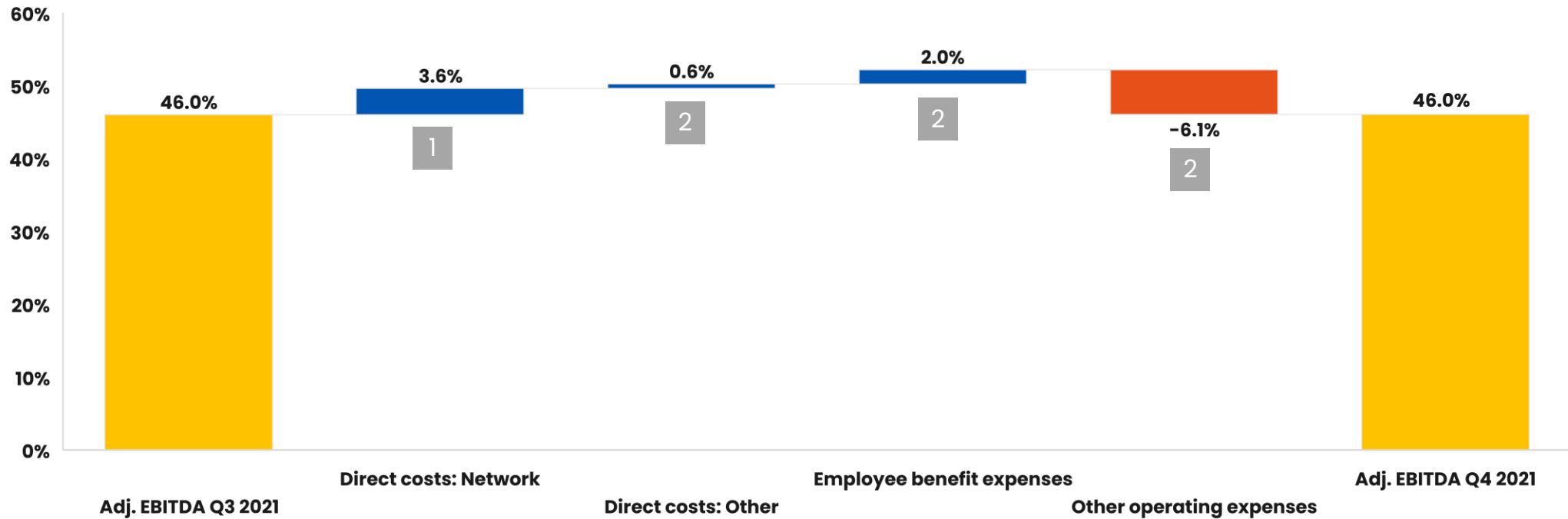


1
Strong operational cash flow driven by higher profitability

2
Acquisition of A.T.S. Consultants and earnouts

3
Full utilization of credit facility with Avida

Adj. EBITDA-margin Q3 2021 vs. Q4 2021



1
Lower relative share of Network sales improve Group margin

2
Growth in high margin assets somewhat offset by the addition of US subscription which operates with slightly lower margin

Key takeaways

Financials

- Revenues of EUR 11.8m, (ATH)
- 40% growth YoY and 23% QoQ
- Organic growth 12.5% YoY
- EBITDA of EUR 5.4m
- EBITDA Margin at 46%

Events and Milestones

- ATS acquisition closed (US)
- Non-Nordic revenues 46% (abs. growth 155% YoY)
- Sports 22%, in (abs. growth 150% YoY)
- Subscription revenues 6%

Outlook and way forward

- January revenues EUR 4.5m and EBITDA margin at 41%
- US sports expected to increase as ATS is fully consolidated and season strong

Q&A

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Thank you!