

RAKETECH

Q2 2023 Report Presentation

RAKETECH

Q2 2023

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Oskar Mühlbach
Chief Executive Officer



Måns Svalborn
Chief Financial Officer

Q2 Financial highlights

- REVENUE RECORD WITH STRONG EBITDA CONTRIBUTION, IN LINE WITH TRADING UPDATE

- Group revenue record of EUR 17.6m
- 56% organic revenue growth
- EBITDA increase as an effect of growth
- EBITDA margin decrease as an effect of strong growth from low margin segment Network Subaffiliation

- Cash flow increased significantly, as predicted post Casinofeber earnout
- IR person, Jacob Felländer recruited to improve clarity and transparency even further

- July revenues EUR 6.9m
- Network standing out positively
- Other market appr in line with Q1

17.6m

REVENUE

Y +56.0%

Q +11.5%

5.5m

EBITDA

Y +44.6%

Q -10.2%

56.0%

ORG. GROWTH

Q +11.5%

0.04

EUR EPS

Y +38.4

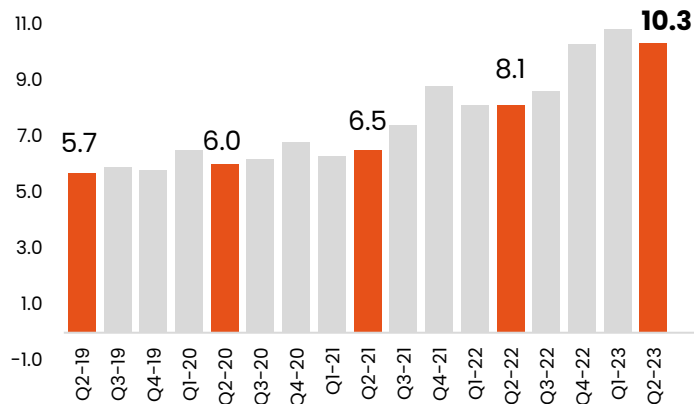
Q -37.3%

Q2 Operational highlights

Affiliation marketing

Performance marketing and lead generation provided for operators via Raketech owned assets. CPA, Revshare, Listing fees

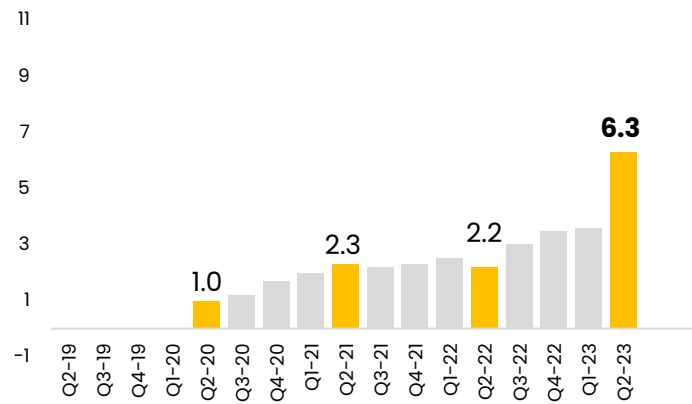
- **28% growth YoY**
- Casumba continued strong momentum from Q1
- South America strong quarter, although from smaller levels



Sub-affiliation

SaaS and managed solutions for administration, data analytics, reporting, payments and compliance for affiliates and operators. Commission + fees

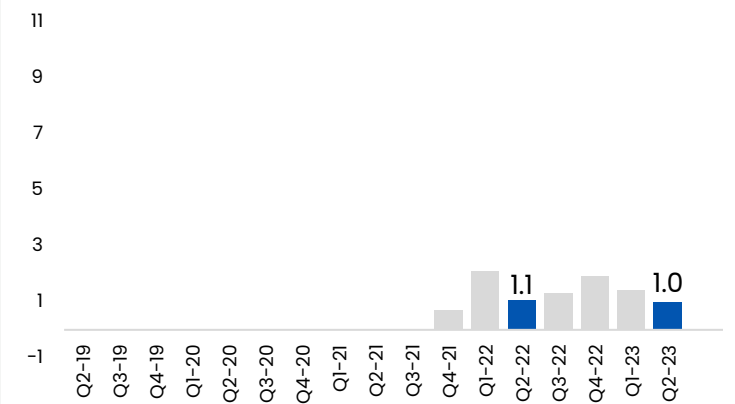
- **192% growth YoY**
- AffiliationCloud, soft Q2 growth
- New record quarter for Network



Betting tips and advice

Consumer services, tailored sports data insights, analytics and predictions for engaged bettors. Subscription fees and win-share

- **- 6.1% growth YoY**
- US slow season
- High season as of September
- Intensive restructuring/regrouping activities



Growth plan milestones

FLAGSHIPS

Invest in quality, additional features and functions and brand

- ✓ Slotjava.com live in 3 US states as well as in Ontario Canada
- ✓ Casinofeber.se soft launch on new platform → Relaunch H2
- ✓ Casinoguide.se neck and neck with Casinofeber in Sweden

US AFFILIATION

Accelerate US affiliation on the back of tipster assets

- ✓ Rolling out Global tech standards for increased performance and affiliation focus
- ✓ US based Affiliate industry veteran onboarded as US Flagship Product Owner
- ✓ Legacy CRM system being replaced + dedicated organisation

AFFILIATION CLOUD

Land grab by increased marketing and hyperfocus on adding value

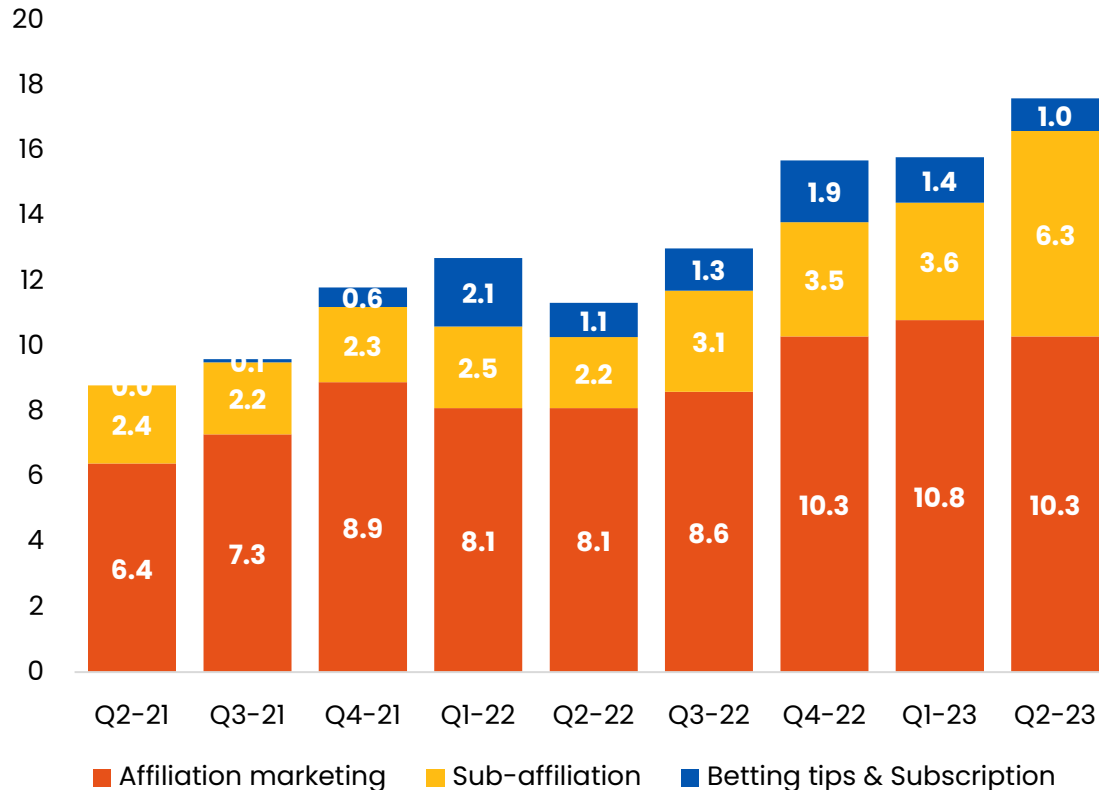
- ✓ Dedicated, stand-alone Sales org established for increased credibility and focus
- ✓ Milestone reached with +500 available operator deals
- ✓ Advanced campaign reporting released to all subaffiliates

Financials Q2 2023

Accelerated growth

Revenue streams

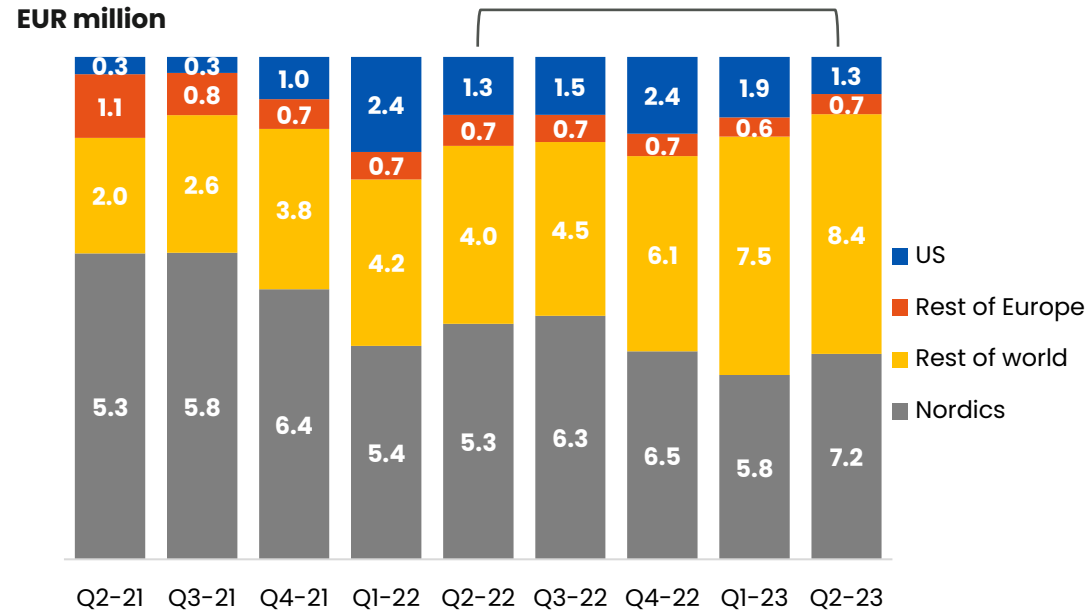
EUR million



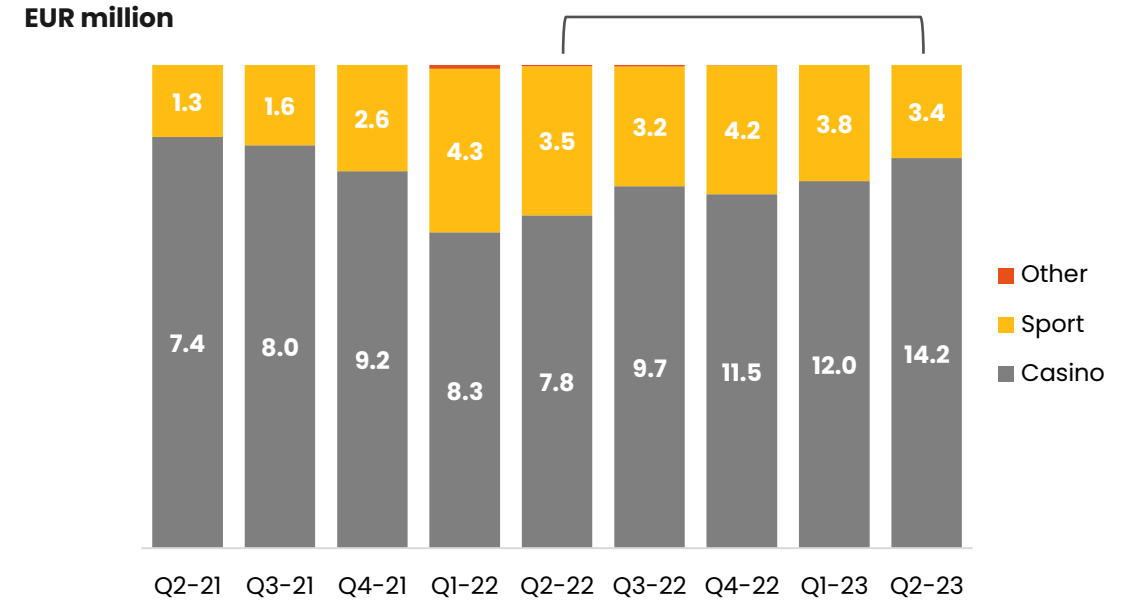
- **Affiliation marketing** represents 59% of total revenues in Q2. The quarter saw continued strong performance from Casumba and positive results from our dedicated site for online cricket betting.
- **Sub-affiliation** amounted to 36% of total revenues in the quarter as both LATAM revenues and Nordic increase.
- **Betting tips & subscription** at 6% of total revenues, generally in the slow season of the year.

Well balanced market mix with increased casino share

Region split



Vertical split



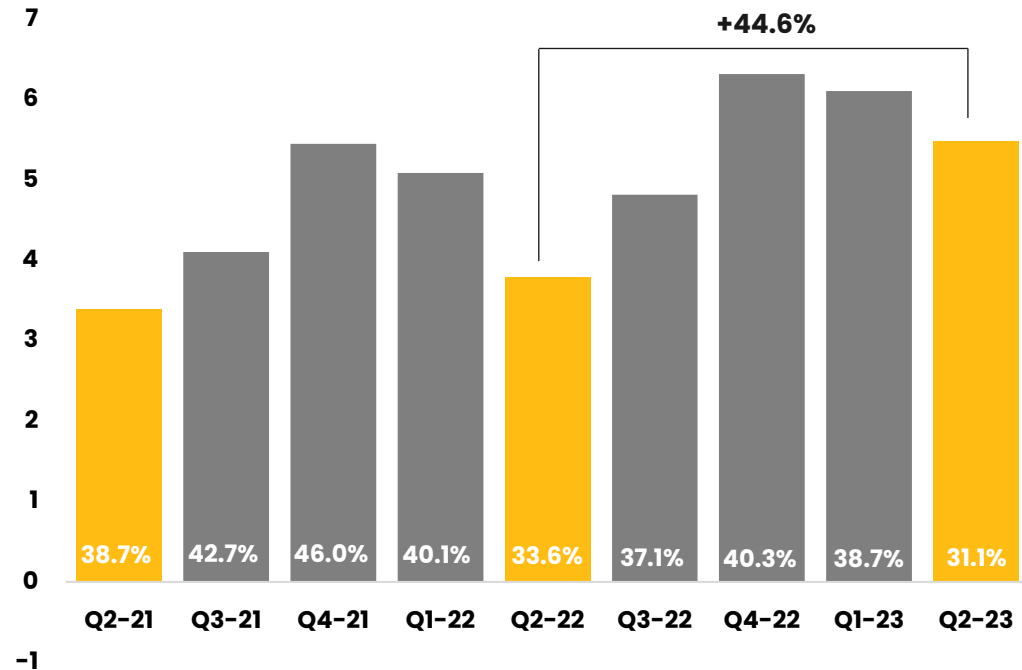
- **Nordics** growth driven primarily by increased Network sales (sub-affiliation)
- **Rest of World** continues with positive trend for Casumba and rapid growth in multiple markets for Network (sub-affiliation)
- **US** in the midst of slower season

- **Casino** at 81% of total revenues with strong performance from ROW coupled with higher share of casino revenues within Network

EBITDA growth with increasing cash flow

EBITDA and margin quarterly

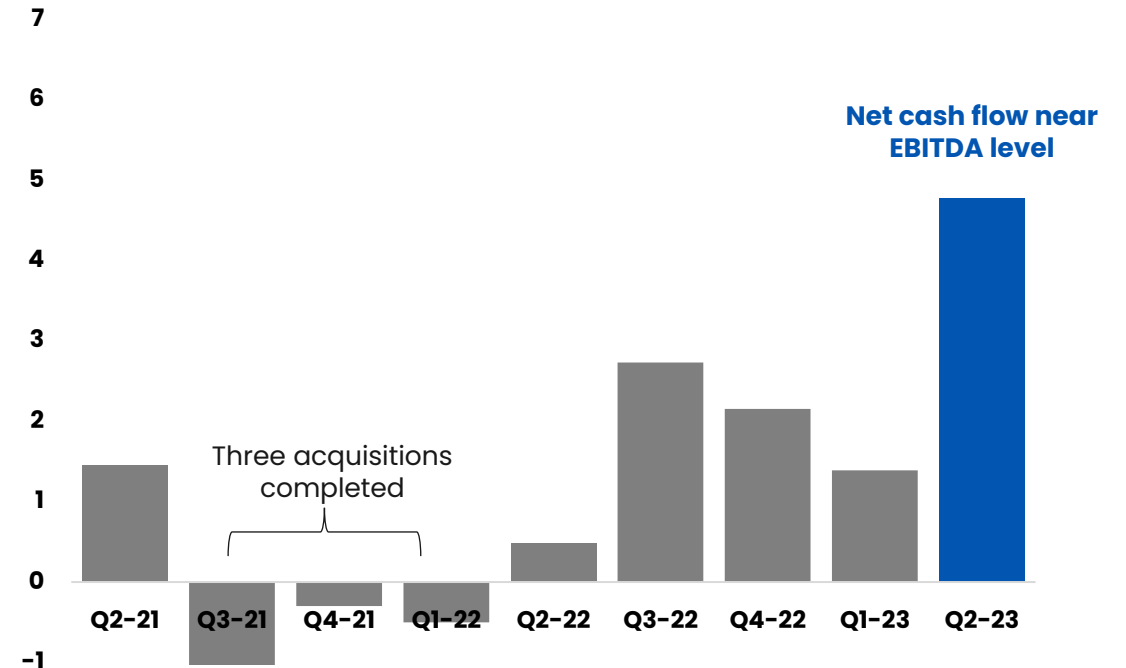
EUR million



- Continuous growth in EBITDA with a well-balanced product mix
- Positive EBITDA contribution from growth in sub-affiliation

Cash flow quarterly (ex dividends)

EUR million



- Strong free cash flow with CasinoFeber earnout at an end
- Dividend approved corresponding to EUR 0.094 per share, first of two installments paid in Q2-23

Casumba earnout coming to an end

Successful acquisition with **significant free cash flow** post earnout

- ✓ High growth market with high margins
- ✓ Low upfront payment with founders incentivized for over performance

Majority of earnout determined end of 2023, **not expected to change significantly**

- ✓ Majority of total outstanding amount, to be determined by the end of 2023, less than 5 of 18 months left of base calculation period
- ✓ Remaining earnout runs up until July 2024 based on a profit share model and thus cash positive

Flexible payment terms, can be settled with existing projected cash flow levels

- ✓ Overall flexible payment terms payable in instalments up until September 2026
- ✓ Up to 25% of first part of earnout can be settled in shares at Raketech's discretion

Key takeaways and outlook

"A solid performance and strong position heading into high season."

Financials

- ATH revenues of EUR 17.6m
- 56% organic growth
- EBITDA up 44.6% to EUR 5.5m at 31.1% margin
- Strong cash flows post Casinofeber earnout

KPIs and Milestones

- Network affiliation all time high
- Slotjava North America expansion kickstarted
- US senior Affiliation Competence onboarded
- Dedicated IR/PR function

Outlook and way forward

- July revenues EUR 6.9m
- Sports and casino seasons start in Sept.
- Final phase of Casumba

→ Reiterated (Increased) 2023 guidance

Revenue	EUR 65-70m
EBITDA	EUR 23-25m
Free Cash Flow	EUR 13-15m

Q&A

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Thank you!