



Q2

Quarterly Report Presentation



Presenters



Michael Holmberg
Chief Executive Officer



Andreas Kovacs
Chief Financial Officer

Presentation Agenda

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Q&A

One of Europe's leading affiliate companies



Founded in
2010



Nordics is our core
market, growing
share in other
markets such as
UK, Canada, Spain
& Germany



90+
employees
with 15
nationalities



20
key products



+60%
of traffic
from mobile



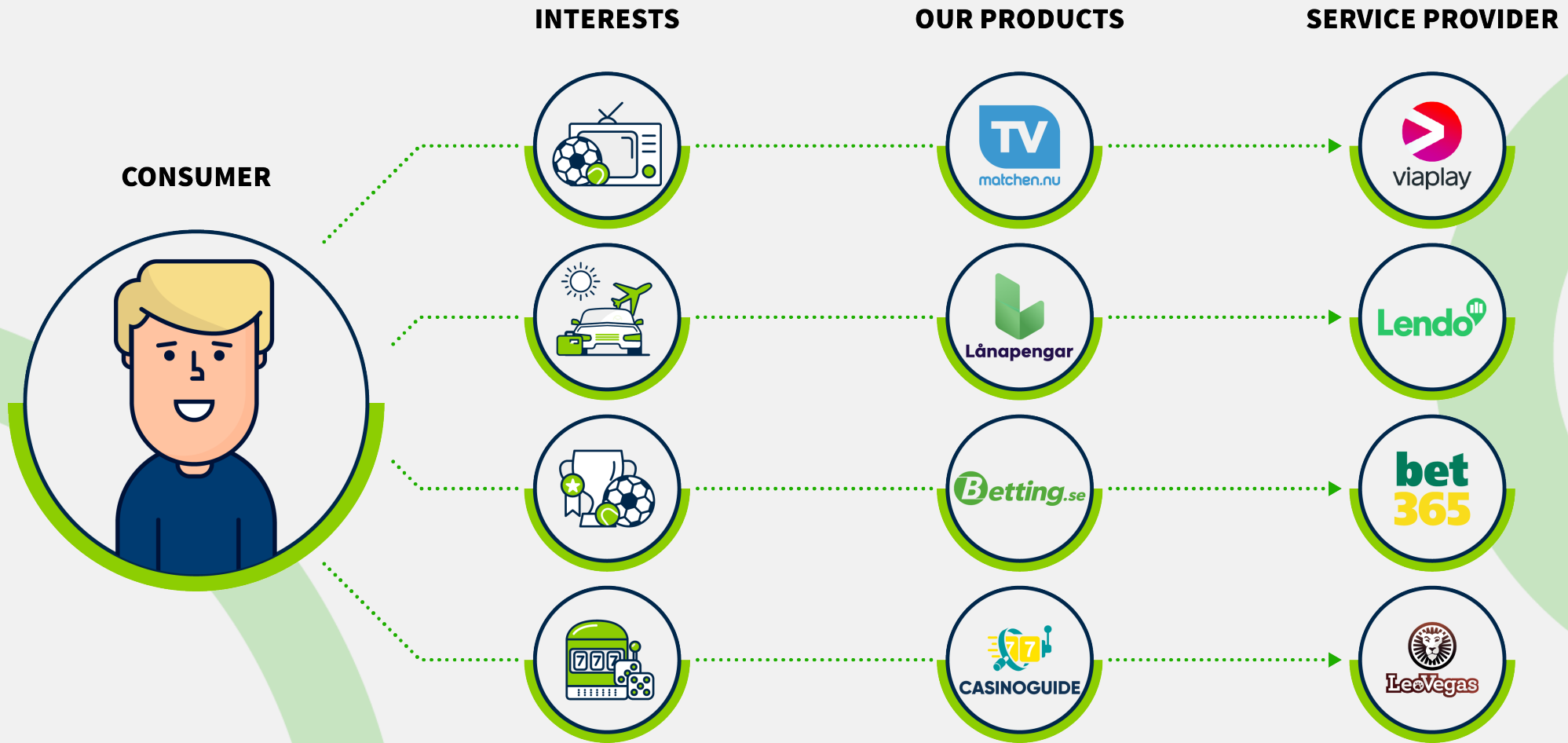
4 product categories:

- Comparison
- Guides
- Communities
- Social media



Proven
track-record
of successful
M&A

What we do



Quarterly financial highlights

REVENUES

EUR 5.7m

YoY: **-6.1%**

EBITDA

EUR 2.9m

YoY: **-10.7%**

EBITDA-margin: 51.1%

NDC

24,974 NDCs

YoY: **21.7%**

Sweden Update

Current Situation

- Approx. 40,000 players have excluded themselves from gambling in Sweden
- Gap in interpretation of new rules between SGA and operators

Raketech's view

- Lower player lifetime value (now stable)
- Focusing on strong relationships with the largest operators
- Fewer operators in the future
- Affiliates maintain their role as a crucial marketing channel in Sweden

Geographical expansion in focus 2019-2020

We are dedicated to iGaming globally

- Target markets that are *important to existing customers*
- 3 regions or 3 continents
- New markets with a *digital growth rate of at least 10%*

A blurred background image of an office setting. Several people are visible, some sitting at a table and others standing. The image is dark and out of focus, serving as a backdrop for the text.

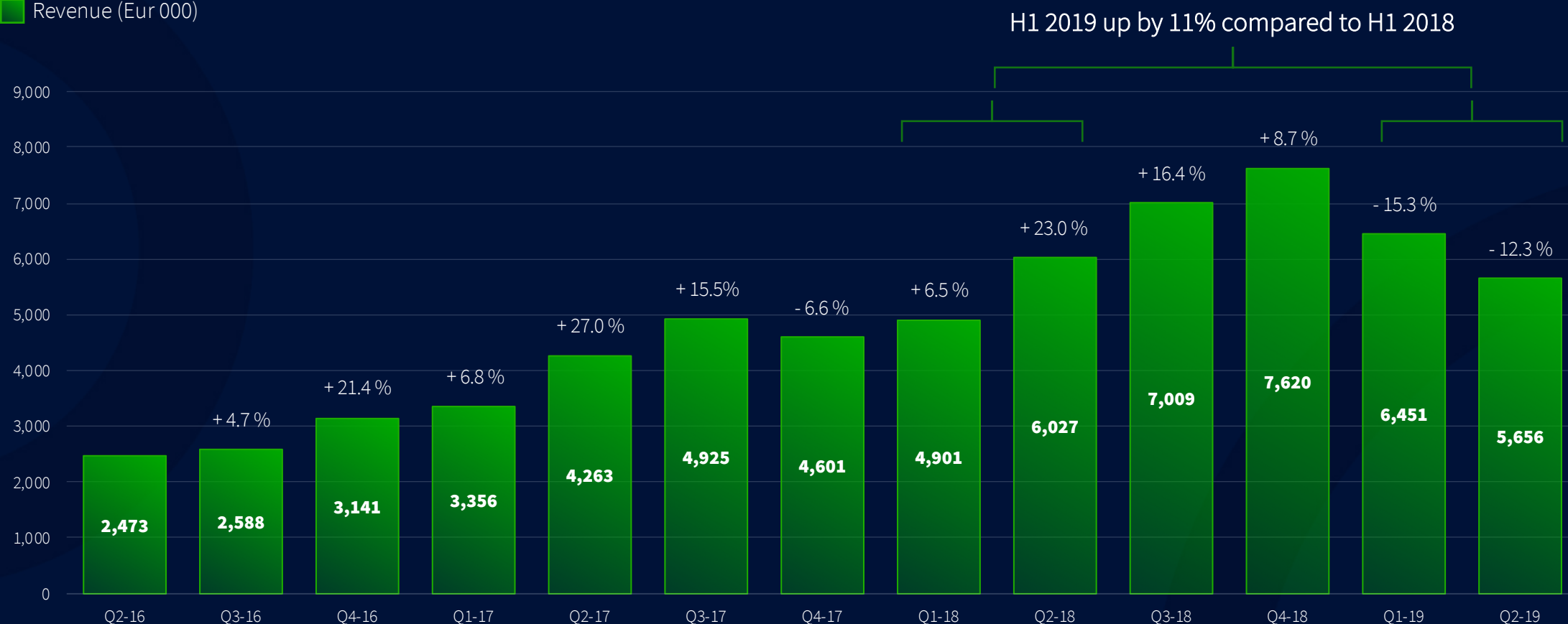
Financials Q2 2019

Revenue development

CAGR last 3 years **32%**

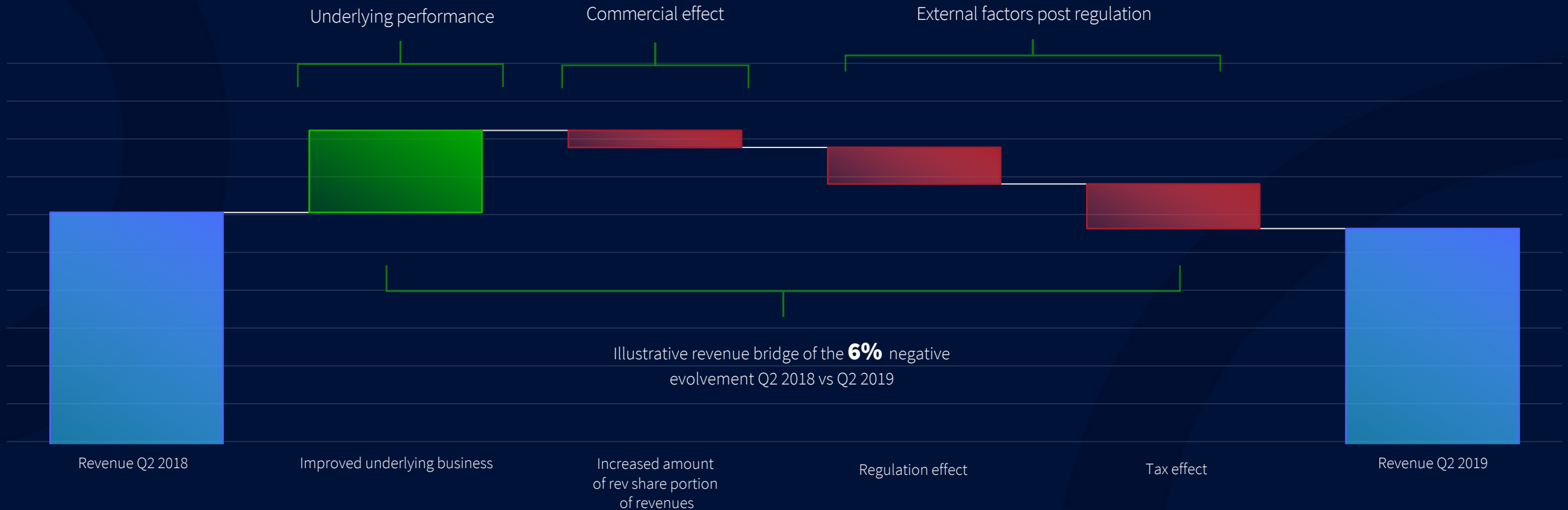
Revenue (Eur 000)

“Revenue declined quarter on quarter primarily due to continued challenging market conditions. Average revenue growth for the last three years amounted to 32%.”



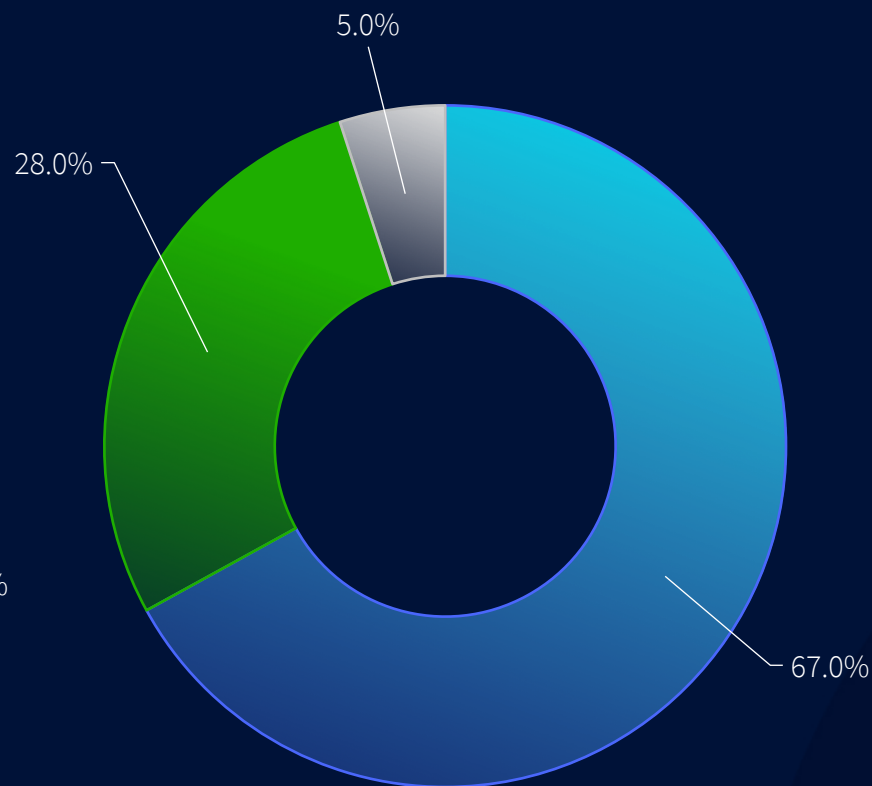
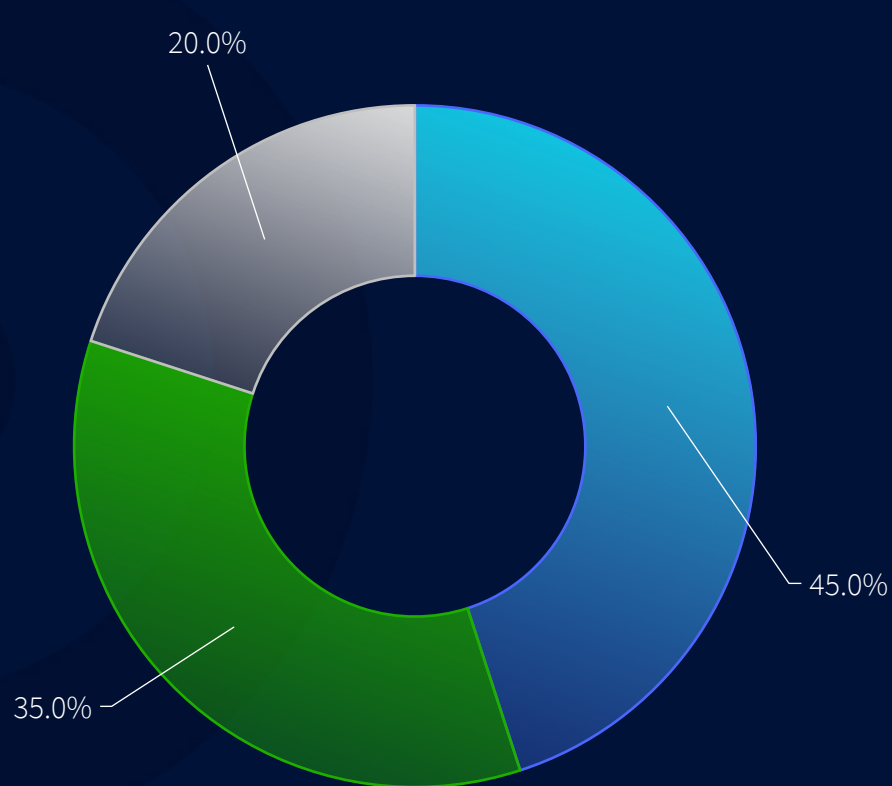
Illustrative explanation of the Q2 2018 vs Q2 2019 revenue evolvement

“NDC growth year on year by 22% indicating strong underlying growth. The revenue decline year on year is highly affected by the Swedish regulation.”



Revenue split

“Increased revenue share in relation to total revenue in Q2 with continued appetite for rev share revenue from operators in Sweden.”



REVENUE SHARE

UPFRONT PAYMENT

FLAT FEE

CASINO

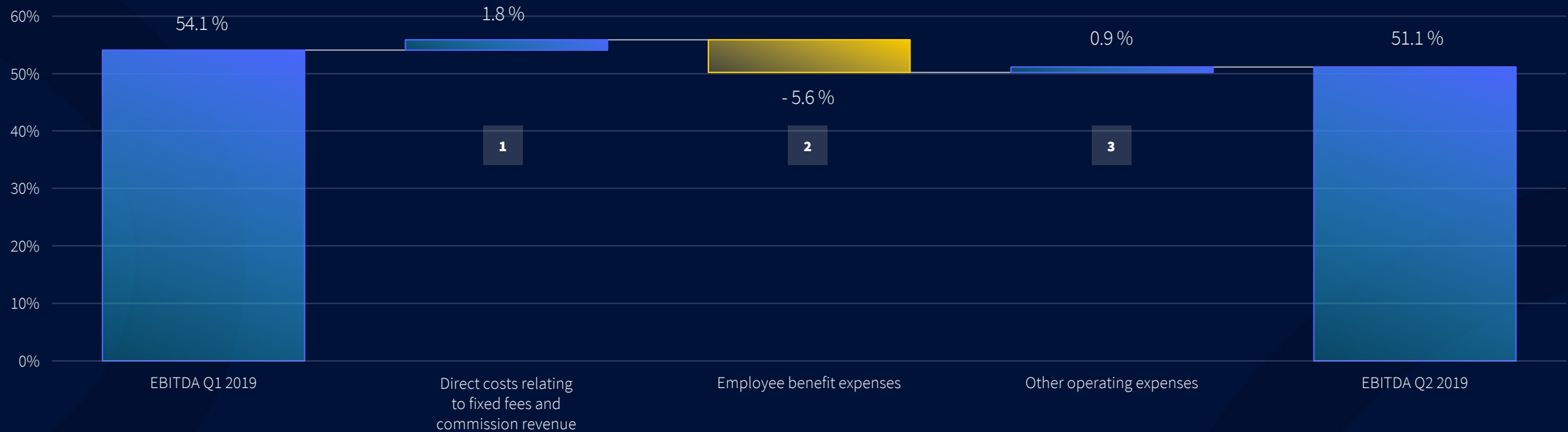
SPORTS

OTHERS

- Increase of rev share portion of total revenue by 6% compared to Q1 2019
- Flat fee revenues are in line with Q1 2019 of EUR 1.1m leading to an increase in the portion of total revenue by 3%
- Sports revenues in Q2 2019 amounted to 28% of total revenue. Sports revenues are mainly driven by our media products through the Tvsportsguides.

EBITDA – margin development

“Despite the revenue decline, EBITDA margin above 51% demonstrating the power of our scalable operational model.”



1

Decreased direct costs are partly aligned with the revenue development, as significant part of the direct costs relates to external content, development and SEO consultants with a bonus based cost model.

2

Personnel costs in relation to revenue increased by 5.6 pp.
Driven by several senior employments within our Core segment.

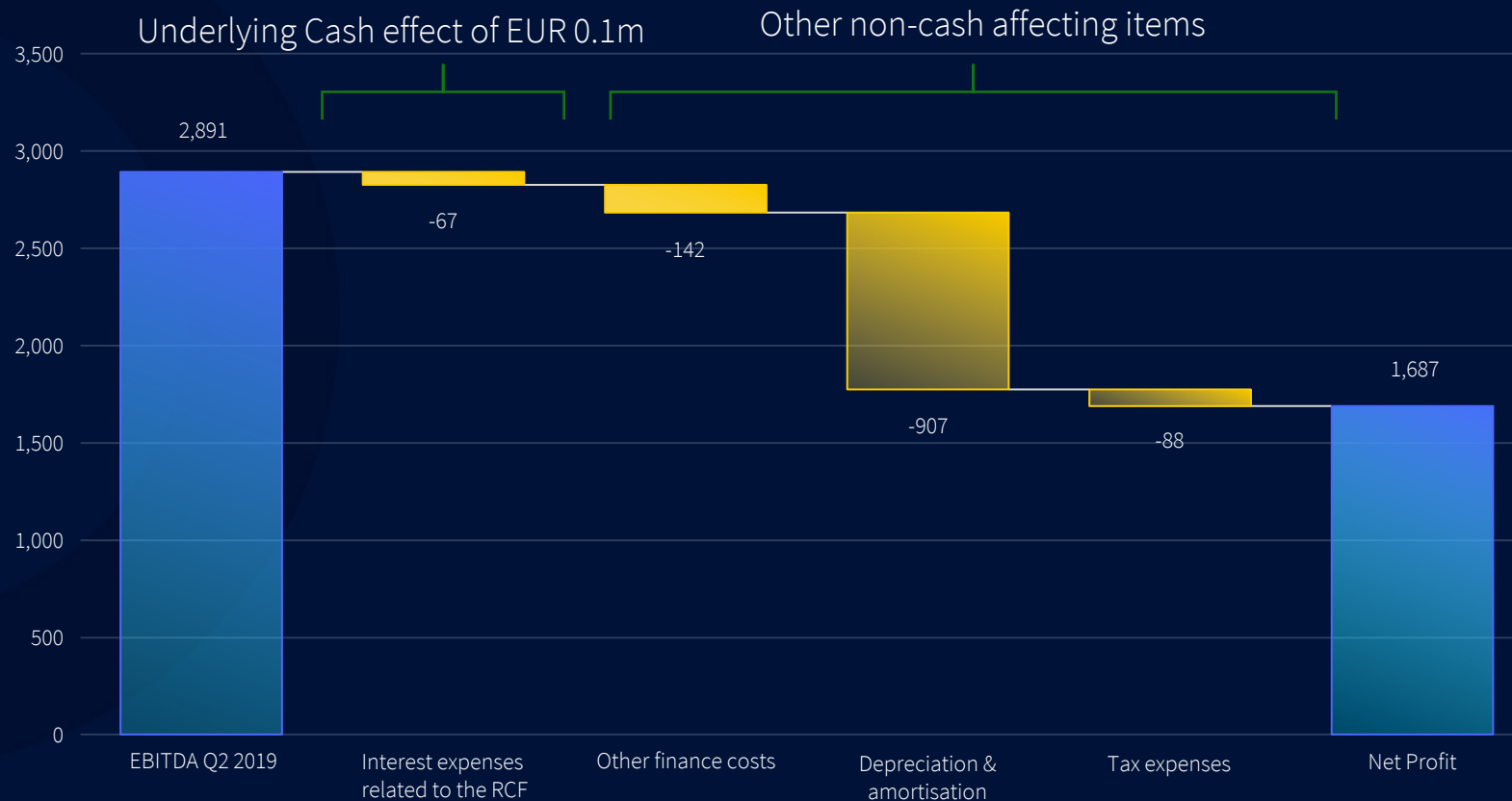
3

Other operating expenses adjusted for IPO-related expenses decreased by 0.9 pp driven by lower operational costs during the summer period.

EBITDA to Net profit bridge

“Limited cost items with cash effect below EBITDA.”

(Eur 000)



- The cost items below EBITDA with an actual cash effect amounts to EUR 0.1m during the quarter.
- Other non-cash items below EBITDA amounts to EUR 1.2m including primarily depreciation.
- Reported earnings (net profit) for the quarter amounted to EUR 1.7m

Statement of financial position

- Total assets amounted to EUR 76.8m, consisting mainly of Intangible assets mainly related to websites, domains, intellectual property and player databases.
- Cash and Cash equivalents amounted to EUR 3.4m as at the end of the quarter.
- Borrowings related to the utilized amount of the loan facility from Swedbank amounted to EUR 2.9m.
- Amounts committed of EUR 6.6m consist of the expected earn out liabilities.

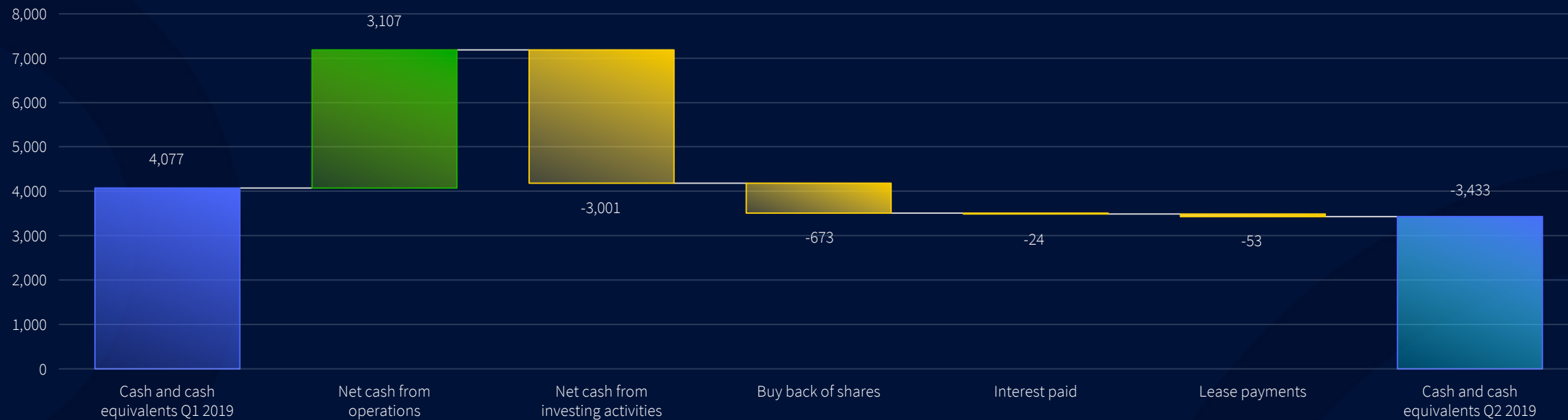
BALANCE SHEET | 30 Jun 2019

Fixed assets EUR 69.0m	Equity EUR 64.5m
Other receivables EUR 4.3m	Amounts committed EUR 6.6m
Cash and Cash equivalents EUR 3.4m	Borrowings EUR 2.9m
	Other EUR 2.8m

Cash flow evolution Q2 vs Q1 2019

“Continued strong cash conversion of 1.1x EBITDA.”

■ ■ ■ (Eur 000)



1

Strong operational cash flow during the quarter amounting to EUR 3.1m driven by a positive working capital evolution.

2

Investing activities relate primary to the acquisition of the listing website Tvmatsit during the second quarter of EUR 1.6m together with earn out payments.

3

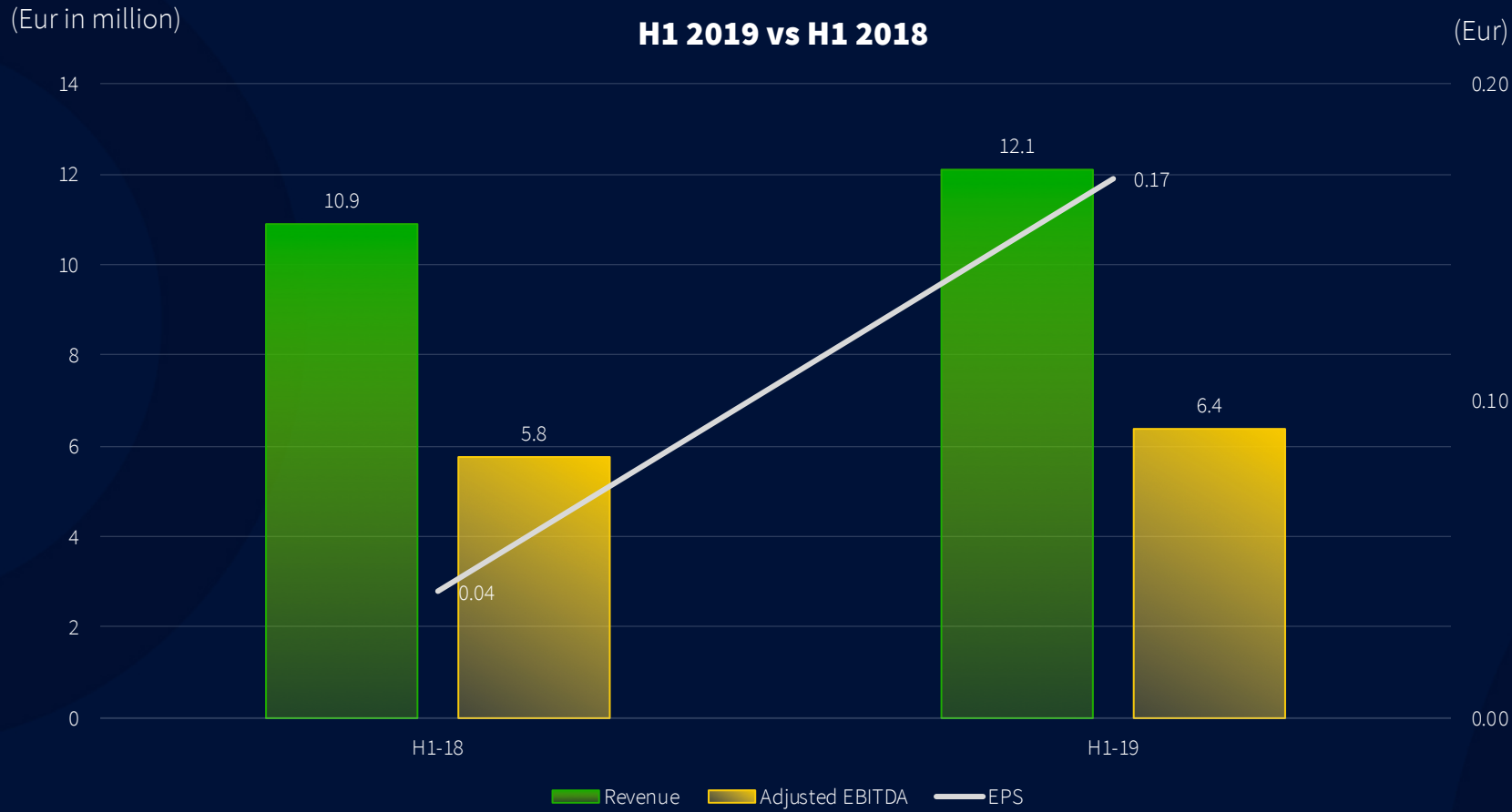
During Q2 repurchased amount of shares amounted to EUR 0.7m in line with the communicated share buy back program.

4

Interest payments during the quarter amounted to EUR 24k driven by the improved financing conditions.

Where are we after the first six months of 2019?

“11% revenue and EBITDA growth compared to the first six months last year. Earnings per share significantly improved driven by growth and improved funding”



First half of 2019 vs 2018 we are up in key KPIs as:

- Revenue up by 10.8%
- Organic revenue growth by 5.1%
- EBITDA up by 10.8%
- EPS up by 325.0%

Summary

Outlook

- Strong position in the Nordics
- Great potential in new regions
- Continued compliance focus
- Debt free

Key Takeaways

- Sweden is stabilising
- Good activity, assets performing well
- Geographical expansion in focus
- Confident in long-term opportunities

Q&A

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