

RAKETECH

Q3 Report Presentation

RAKETECH

Presenters



Oskar Mühlbach
Chief Executive Officer



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Chief Financial Officer

Agenda

01. Highlights

02. Financials Q3 2021

03. Key takeaways

04. Q&A

Q3 Financial highlights

- STRONG ORGANIC GROWTH AND ATH REVENUES

- Revenue All Time High
 - Strong growth within Swedish portfolio
 - Casumba (JP) continues to deliver growth
 - Increased margin from Network (sub-affiliation), but slight revenue drop due to DE pull-out
 - Acquired revenue added in second half of quarter
-
- OUTLOOK October - revenues EUR 3.8m
 - NL network affect
 - Swedish Covid regulations lifted, which might increase market
 - Seasonally strong quarter

9.6m

REVENUE

Y +30%
Q +10%

4.4m

Adj. EBITDA

Y +51%
Q +31%

+26%

ORG. GROWTH

Q +3%

0.05

EUR EPS

Y +51%
Q +47%

Q3 Operational highlights

- WELL POSITIONED AND DIVERSIFIED

- ATH Non-Nordic share
- US subscription revenues added
- Significant presence in Southern Europe and India
- Multiple synergies from acquisitions materialized
 - Successful social media efforts in India
 - Cross promotions
 - Increased media sales and other commercial synergies
 - Affiliation added to Picks&Parlays US

40%

Non-NORDIC

Up from 20% last year, despite strong growth in Sweden

1%

SUBSCRIPTION

New US revenue stream. (End user subscriptions)

+500k

VIEWS

Within first 2 days on Indian social campaign

3x

MEDIA REVENUE

By applying central sales to Infinileads assets

Acquisition A.T.S. Consultants – highlights

Basics

- Sports betting tips/picks
- Game and sports insights
- User subscription revenues, 750k users in database
- 6m unique visitors per year, US multistate

Rational

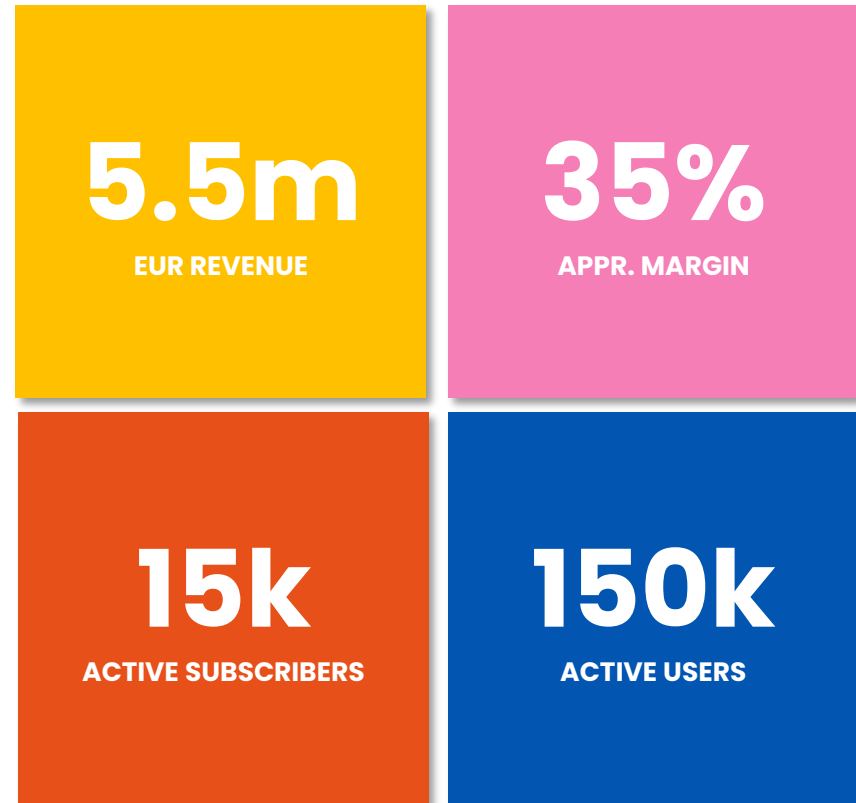
- US is a growth/strategic market
- Raketech affiliation, Media, CRM commercials and licences expected to accelerate growth

Financials

- EUR 11.3m cash + performance based earn out
- EUR 2.1m RAKE shares with 36 months lock-up
- Upfront appr. 6 x EBITDA

Specifics and tactics

- Raketech SEO and tech knowhow and platforms
- Ecosystem synergies/cross promotions
- Possibility to leverage on end-user relations/data



Acquisition – short to mid term group effect

20%

US rev

55%

NON-Nordic

+50m

EUR ANNUAL
REVENUE

35%

SPORTS SHARE

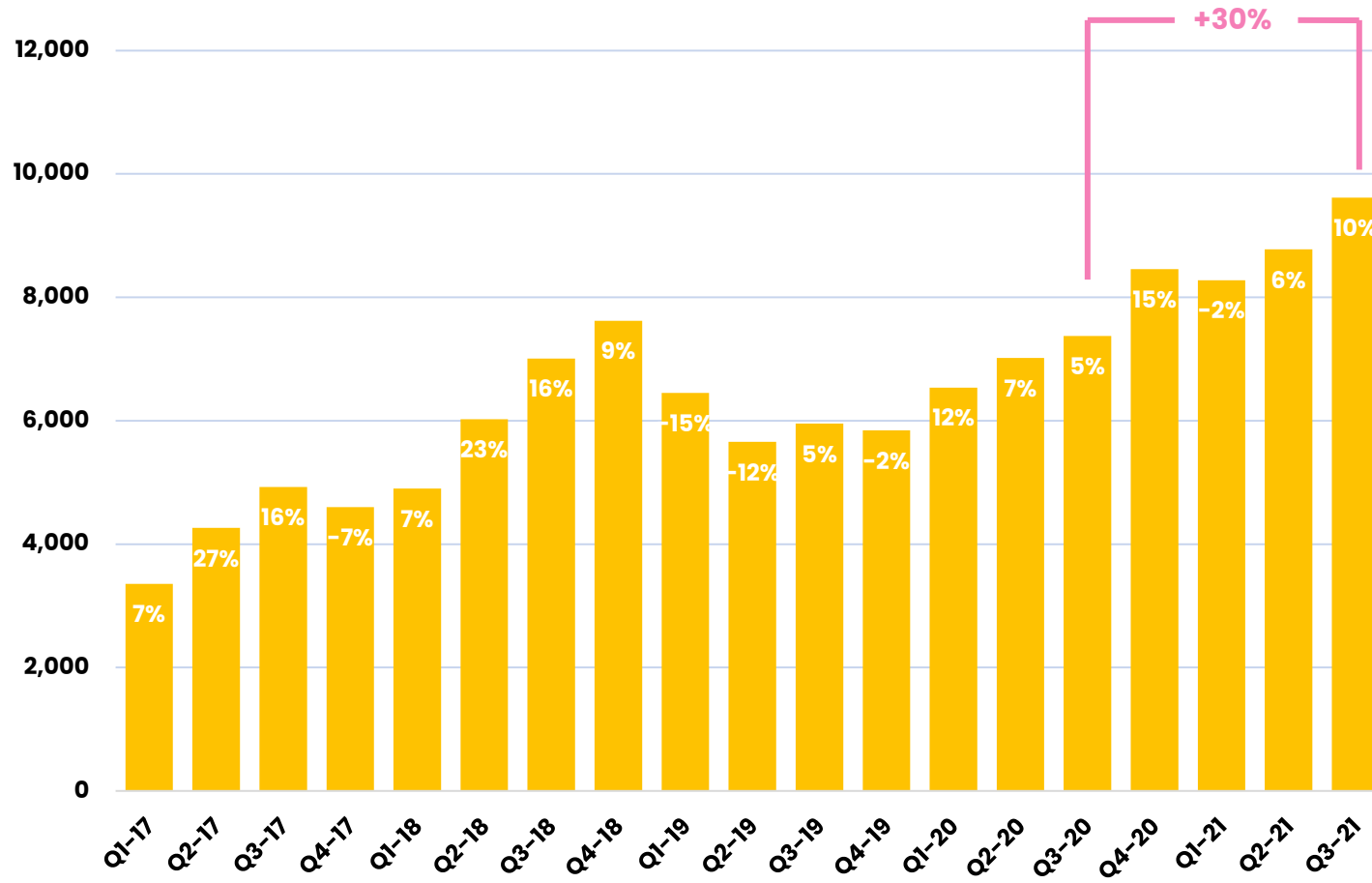
40-45%

EBITDA MARGIN

- Organic growth position in the US
- Operational and commercial synergy opportunities
- Strong central ability to help scale single assets and markets
- Strong and diversified asset portfolio
- Well diversified geographical position

Financials Q3 2021

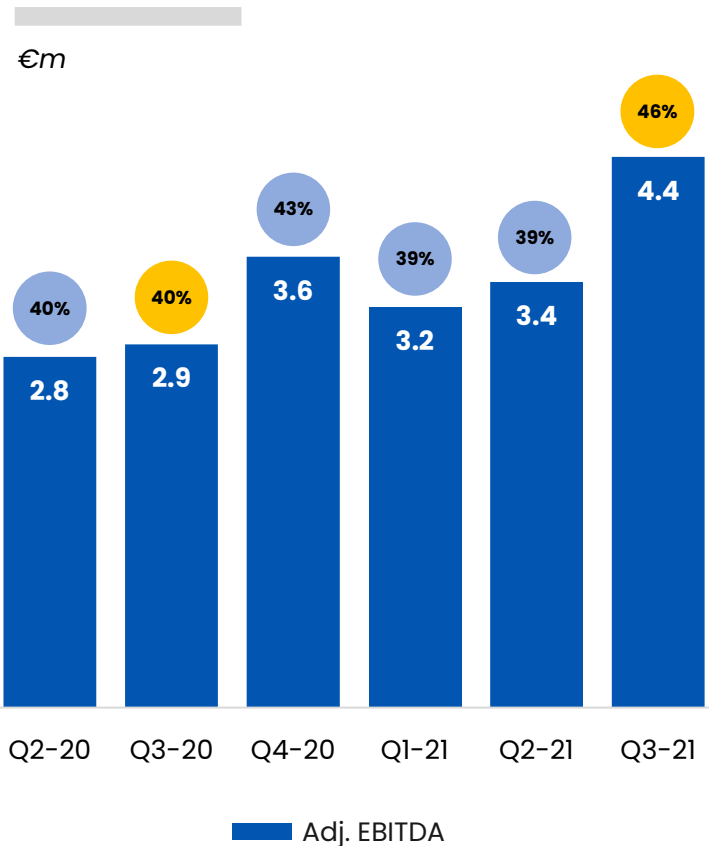
Revenue development



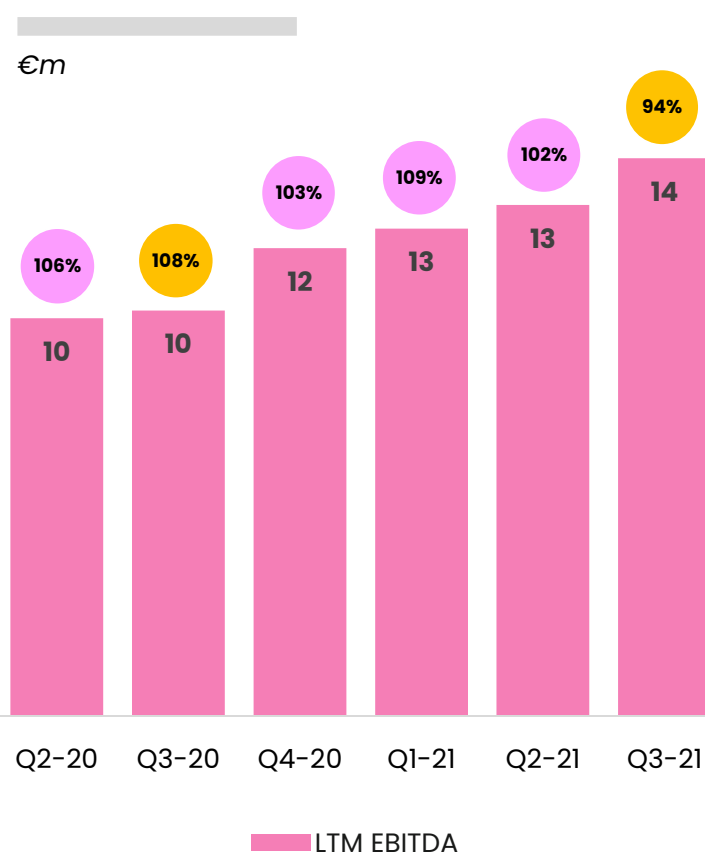
- Revenues at a new all time high (again)
 - Sweden growing YoY and QoQ
 - Casumba (JP) still showing positive development
 - Network (sub-affiliation) sales just above 22% of total revenues
 - Acquisitions progressing as planned
- Organic growth at **26%** YoY
 - Network (sub-affiliation), Sweden and Casumba driving the majority of the growth

Strong growth, high margins and solid cash conversion

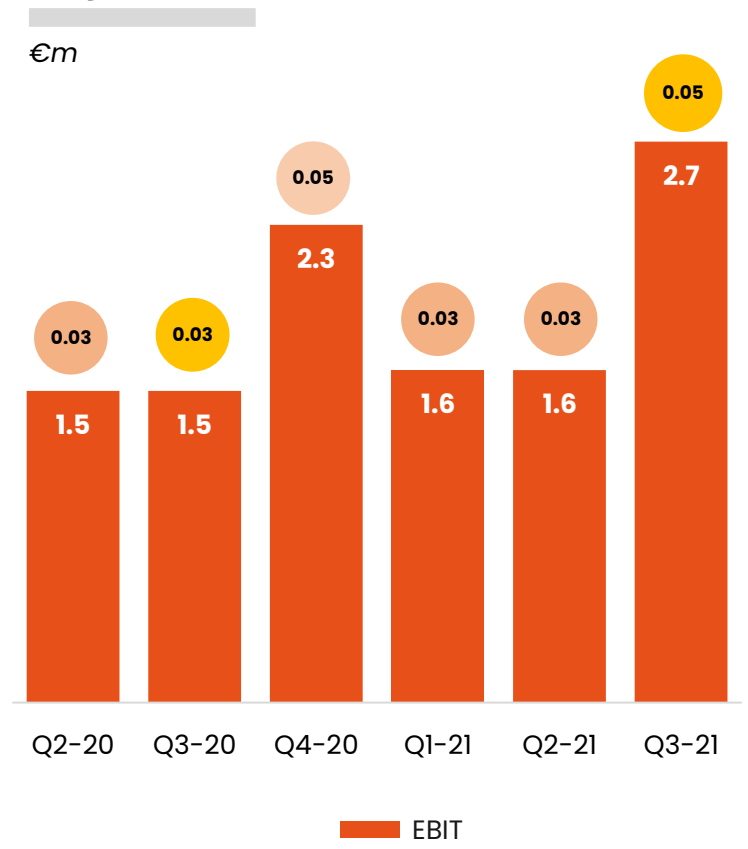
Adj. EBITDA and margin



LTM EBITDA and Cash conversion

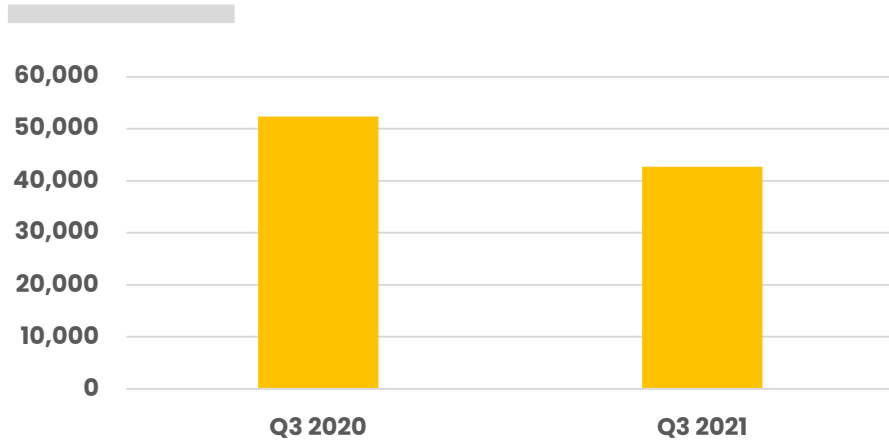


Adj. EBIT and EPS



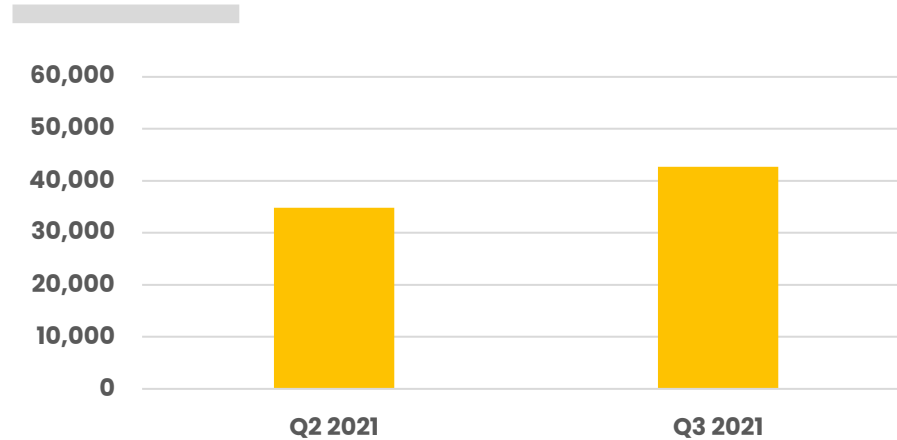
NDC development

Q3 2020 vs. Q3 2021



- The implementation of the temporary Swedish gambling restrictions of last year, leading to players opening several accounts, boosted NDCs and skews the comparisons
- Active strategy to focus on brands that generate high value leads, lowers NDC count but improves average revenue per lead

Q2 2021 vs. Q3 2021

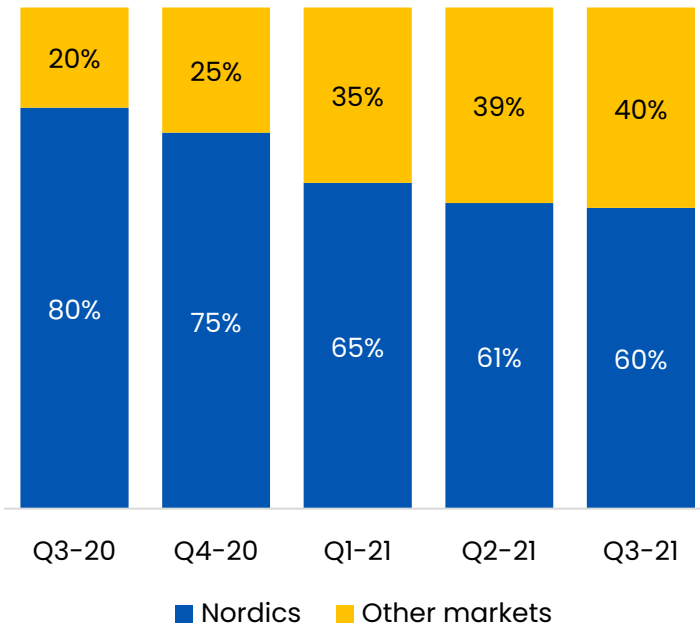


- QoQ growth in Sweden and through Casumba as well as the addition of Infinileads and QM Media

Widened geo footprint, well balanced portfolio and revenue split

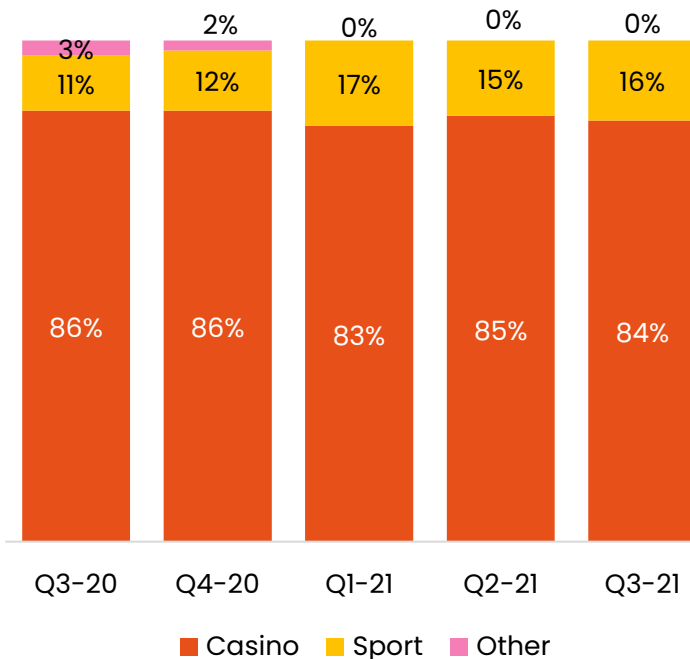
Geographic diversification

Significant presence on 3 continents



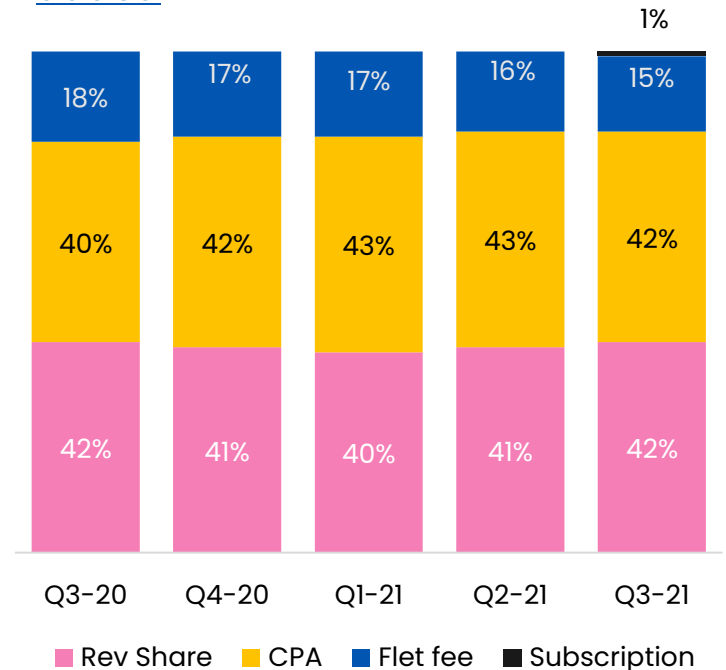
Vertical split

90% growth in absolute terms for sports YoY

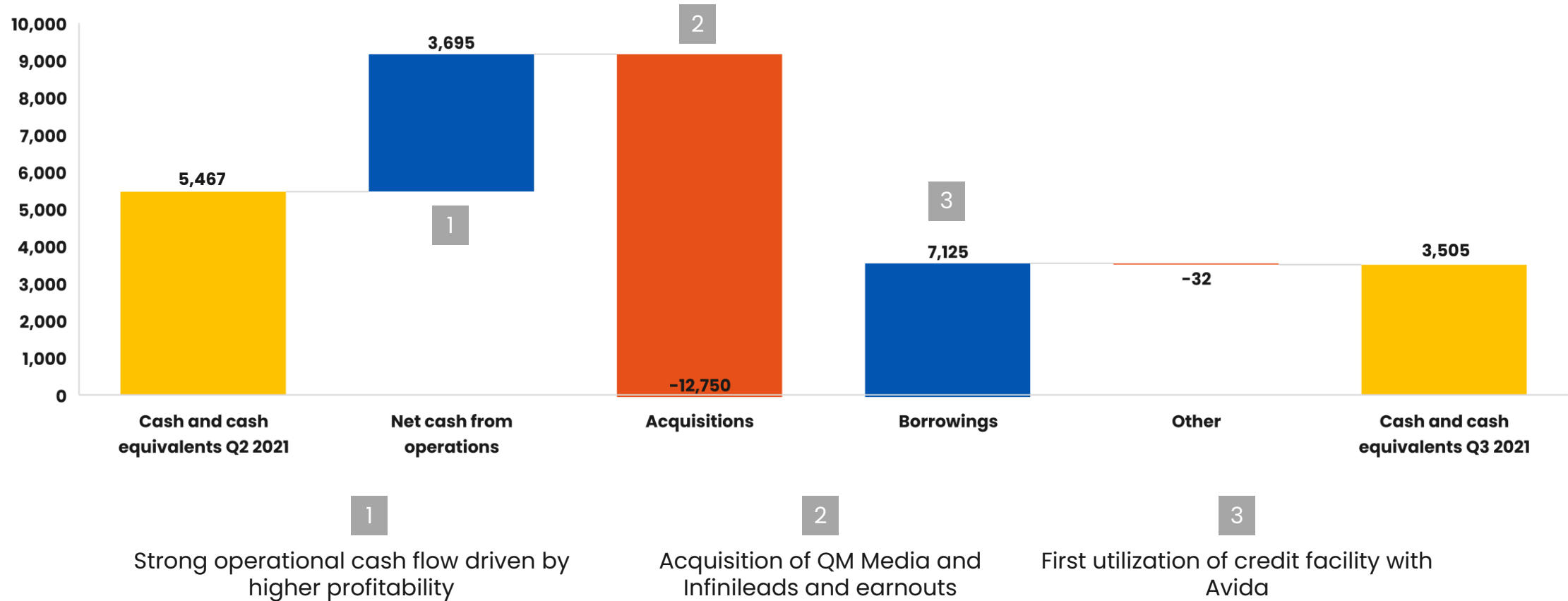


Revenue split

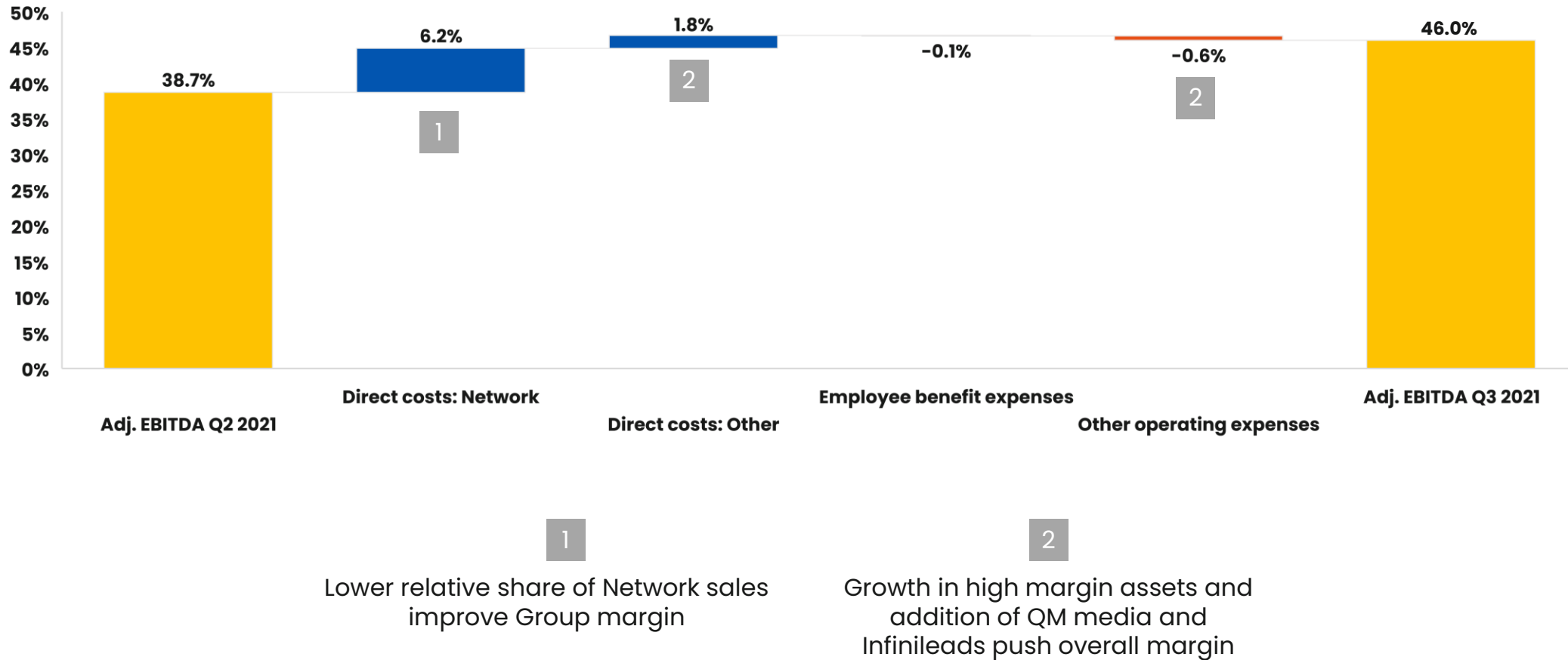
US subscription revenues added



Cash flow bridge Q2 2021 vs. Q3 2021



Adj. EBITDA-margin Q2 2021 vs. Q3 2021



Key takeaways

Key takeaways

i Strategic goals

- Presence on 3 continents
- 4-5 Flagship assets
- 4-6 product categories
- <60% from single vertical

Financials

- Revenues of EUR 9.6m, which is all time high
- 30% growth YoY and 10% QoQ
- Organic growth 26% YoY
- Adj. EBITDA of EUR 4.4m
- Adj. EBITDA Margin at 46%

Events and Milestones

- QM and Infinileads integration and synergies
- Non-Nordic revenues 40% (Y 20%)
- Sports 16%, up 90% YoY in absolute terms.

Outlook and way forward

- October revenues EUR 3.8m and EBITDA margin of 45%
- Swedish covid regulations lifted
- US sports season expected to intensify
- Integration and synergies

Q&A

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Thank you!