

H1 FY21 INVESTOR PRESENTATION & TRADING UPDATE

POINTSBET

February 2021



POINTSBET

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AGENDA

Half Year Highlights

Financial Results

What's Next



POINTSBET

KEY HIGHLIGHTS



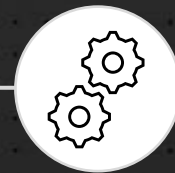
H1 FY21 Highlights

- ✓ Group Net Win of A\$82.8m up 177% on PCP
- ✓ Record Net Win in Australia of A\$84.8m, up 211% on PCP
- ✓ 10.8% online handle market share in New Jersey⁽¹⁾ for H1
- ✓ 8.9% market share in Illinois by online handle⁽²⁾
- ✓ 3.8% online handle market share in Indiana⁽³⁾ for H1



Secured Transformational Media Partnership

- ✓ Transformational media partnership secured with NBCUniversal
- ✓ 5-year media partnership providing access to world-leading broadcasting and digital assets
- ✓ Expected to drive significant financial benefits
- ✓ Key alignment reinforced with a significant equity subscription



Operating Highlights

- ✓ Active Clients⁽³⁾ in the US up 222% on the PCP and up 71% since 30 September 2020
- ✓ Appointed Shaquille O'Neal as Australian Brand Ambassador
- ✓ Appointed Paige Spiranac as Global Lead On-Air Talent & Brand Ambassador
- ✓ Launched operations in Illinois in September
- ✓ Launched operations in Colorado in November
- ✓ 428k bets processed on Melbourne Cup Day

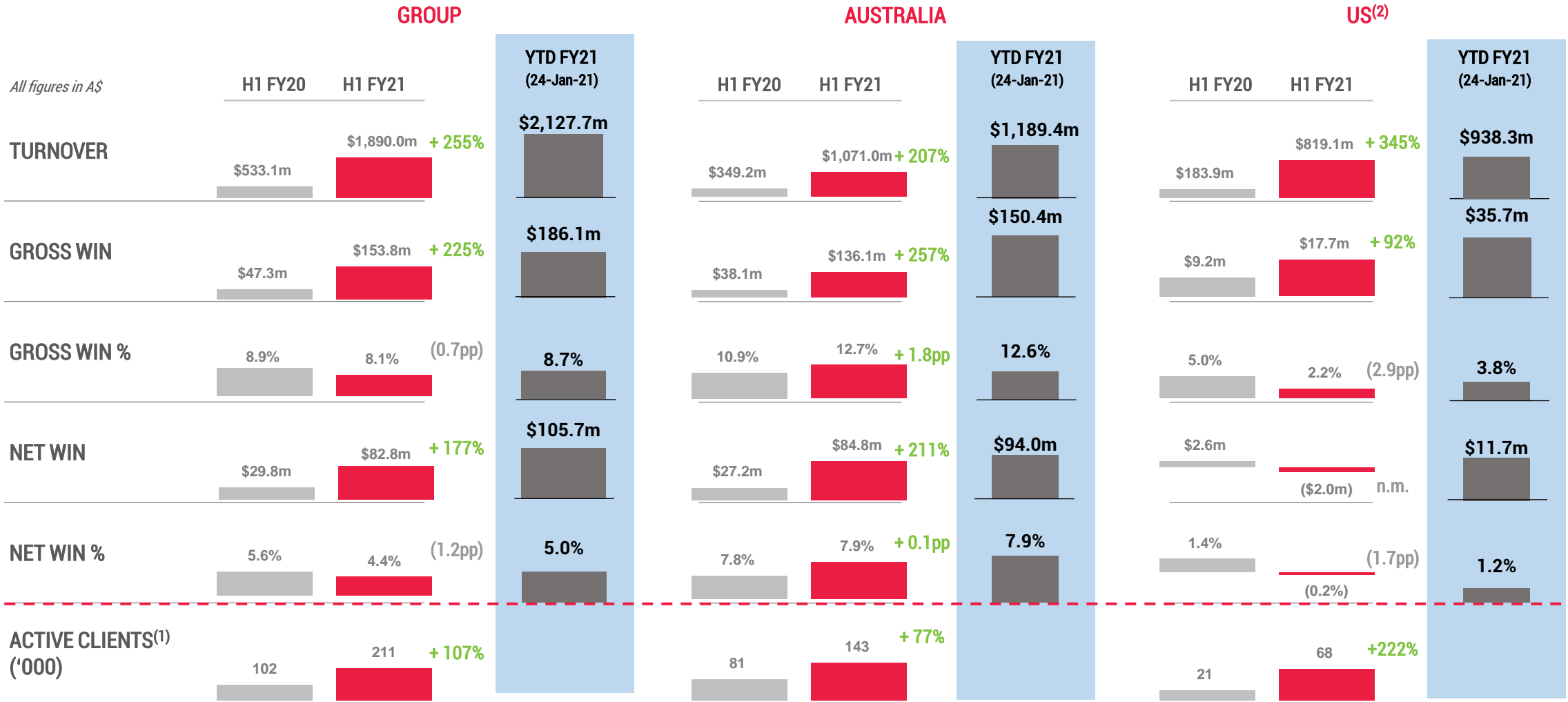


January 2021 Trading Update

- ✓ Group Net Win of A\$22.9m from 1 January to 24 January 2021, with Net Win Margin of 9.7%, bringing Group YTD Net Win to A\$105.7m
- ✓ Net Win in US of A\$13.7m from 1 January to 24 January 2021, with Net Win Margin of 11.5%, bringing US YTD Net Win to A\$11.7m
- ✓ Net Win in Australia of A\$9.2m from 1 January to 24 January 2021, with Net Win Margin of 7.8%, bringing Australian YTD Net Win to A\$94.0m
- ✓ Launched online operations in Michigan on 22 January 2021

Notes: (1) Based on total New Jersey online sports betting handle for the half, as reported by the New Jersey Division of Gaming Enforcement ("NJDE"); (2) Based on total Illinois online sports betting handle for October-December, as reported by the Illinois Gaming Board ("IGB"); (3) Based on total Indiana online sports betting handle for the half, as reported by the Indiana Gaming Commission ("IGC"); (4) Clients that have placed a bet in the 12 months preceding the relevant period end date

KEY H1 KPIS AND YTD FY21 TRADING UPDATE



Notes: (1) Clients that have placed a bet in the 12 months preceding the relevant period end date; (2) Average AUD / USD FX rate 0.7230 for H1 FY21 and 0.7741 for 1-Jan-21 to 24-Jan-21

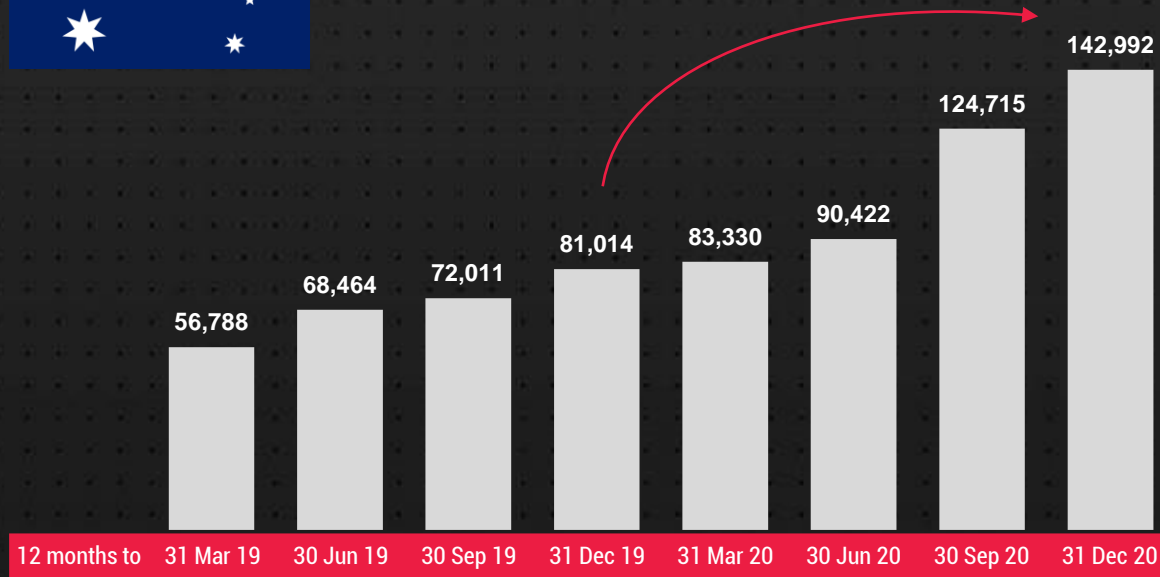
ACTIVE CLIENTS⁽¹⁾

Clients who have bet in the last twelve months

Active Clients Australia



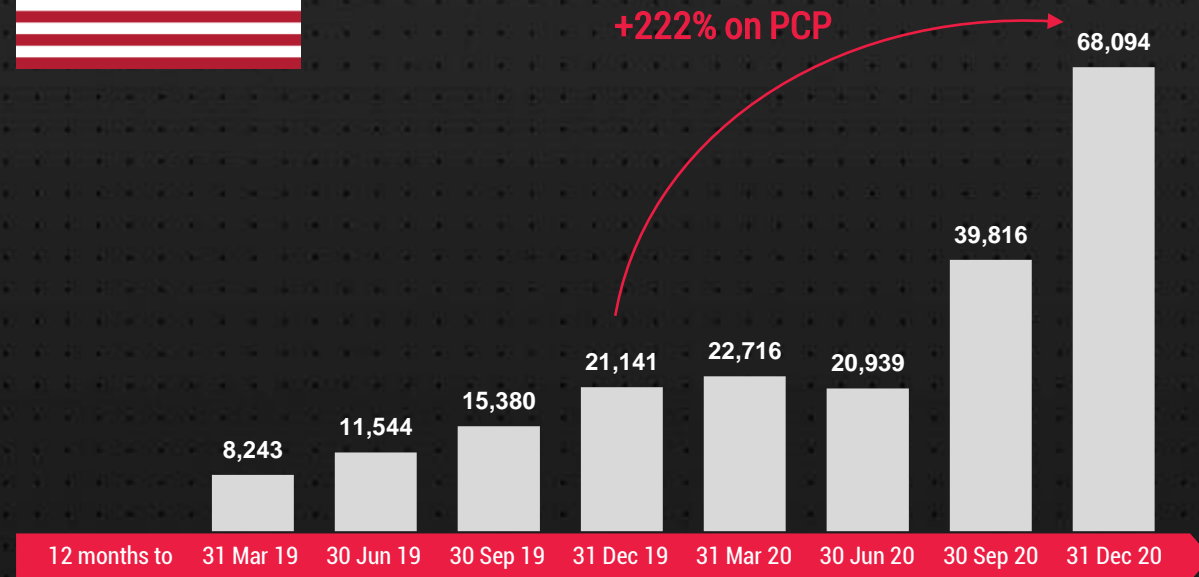
+77% on PCP



Active Clients US



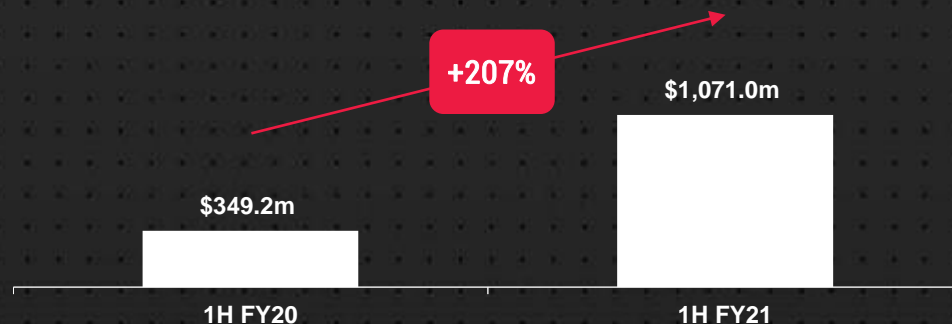
+222% on PCP



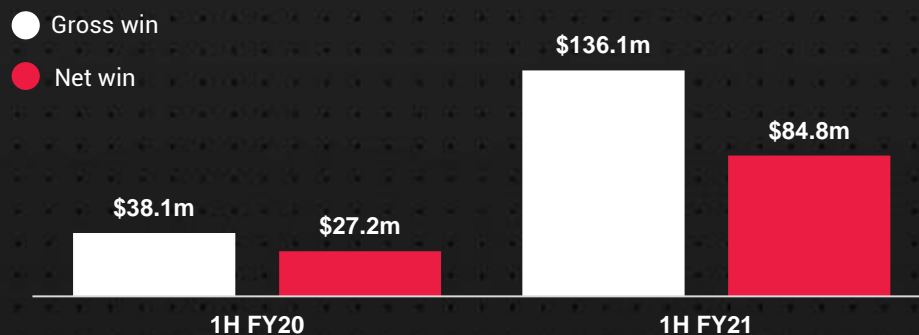
Notes: (1) Active clients are clients that have placed a bet in the 12 months preceding the relevant period end date

AUSTRALIA – CONTINUED MOMENTUM

POINTS BET AUSTRALIA – TURNOVER (AUD)



POINTS BET AUSTRALIA – GROSS WIN AND NET WIN (AUD)



POINTS BET AUSTRALIA – PCP PERFORMANCE (AUD)

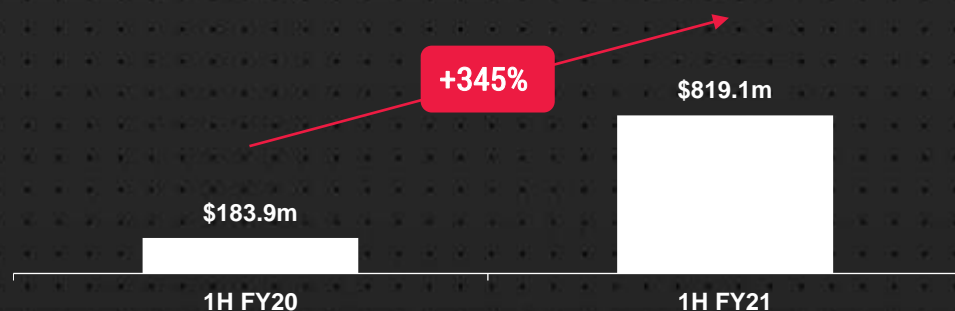
Key metrics	1H FY20	1H FY21	Change	FY21 YTD ⁽¹⁾
Turnover	\$349.2m	\$1,071.0m	207%	\$1,189.4m
Gross Win	\$38.1m	\$136.1m	257%	\$150.4m
Gross Win Margin	10.9%	12.7%	+1.8pp	12.6%
Net Win	\$27.2m	\$84.8m	211%	\$94.0m
Net Win Margin	7.8%	7.9%	+0.1pp	7.9%

- Record Net Win in each of September, October, November and December, ending the half with Net Win of A\$84.8m, up 211% on the PCP
- Continued execution of strategy to increase Net Win growth and market share, with a Net Win margin of 7.9% for the half compared to 7.8% in the PCP
- Marketing expense of A\$21.1m in H1 FY21 as the Company sought to acquire and retain clients, especially during the important Spring Racing Carnival, assisted by the Company's role as the exclusive Channel 7 Victoria odds integration partner for their Spring Racing Carnival Coverage
- H1 FY21 Turnover of A\$1,071.0m more than tripled compared to the PCP. Active Clients for the quarter totaled 142,992 to 31 December, an increase of 77% on the PCP⁽²⁾
- Strong start to 2021 with Net Win in Australia of A\$9.2m from 1 January to 24 January 2021, with Net Win Margin of 7.8%, bringing Australian YTD Net Win to A\$94.0m

Notes: (1) YTD figures include performance to 24 January 2021; (2) Active clients are clients that have placed a bet in the 12 months preceding the relevant period end date

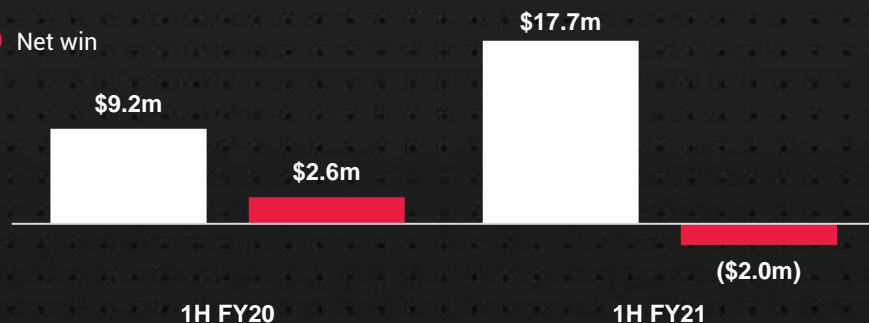
POINTSBET US – STRONG FY21 YTD PERFORMANCE

POINTSBET US – TURNOVER (AUD)⁽¹⁾



POINTSBET US – GROSS WIN AND NET WIN (AUD)⁽¹⁾

- Gross win
- Net win



POINTSBET US – PCP PERFORMANCE (AUD)⁽¹⁾

Key metrics	1H FY20	1H FY21	Change	FY21 YTD ⁽²⁾
Turnover	\$183.9m	\$819.1m	345%	\$938.3m
Gross Win	\$9.2m	\$17.7m	92%	\$35.7m
Gross Win Margin	5.0%	2.2%	(2.9pp)	3.8%
Net Win	\$2.6m	(\$2.0m)	n.m.	\$11.7m
Net Win Margin	1.4%	(0.2%)	(1.7pp)	1.2%

- Gross Win and Net Win FY21 YTD to 24th January 2021 performance of A\$35.7m and A\$11.7m respectively
- Strong performances with online handle market share in New Jersey of 10.8%⁽³⁾; Illinois of 8.9%⁽⁴⁾; Indiana of 3.8%⁽⁵⁾; Iowa of 2.4%⁽⁶⁾ and Colorado of 1.0%⁽⁷⁾
- Continued targeted marketing investment in New Jersey, Indiana and Illinois, assisted by the NBC Sports media assets. Total marketing expense for the half of US\$30.3m, contributing to strong Turnover and Active Client growth, with 68,094 Active Clients as at 31 December 2020, up 222% on PCP⁽⁸⁾
- Successfully launched operations in Colorado in November 2020, with Michigan launched in January 2021. Michigan will also see the inaugural launch of PointsBet's iGaming product in H2 FY21 to be followed by a launch in New Jersey
- PointsBet won three awards at the eGaming Review North American Awards: US Sports Betting Operator of Year; US Socially Responsible Operator of Year; and US Rising Star

Notes: (1) Average AUD / USD FX rate 0.7230 for H1 FY21 and 0.7741 for 1-Jan-21 to 24-Jan-21; (2) YTD figures include performance to 24 January 2021; (3) Based on total New Jersey online sports betting handle for the half, as reported by the New Jersey Division of Gaming Enforcement ("NJDE"); (4) Based on total Illinois online sports betting handle and online bet count for October-December, as reported by the Illinois Gaming Board ("IGB"); (5) Based on total Indiana online sports betting handle for the half, as reported by the Indiana Gaming Commission ("IGC"); (6) Based on total Iowa online sports betting handle for the half, as reported by the Iowa Racing and Gaming commission ("IRGC"); (7) Share of Colorado online handle for November and December, as reported by the Colorado Division of Gaming ("CDG"); (8) Clients that have placed a bet in the 12 months preceding the relevant period end date

REVENUE BY US STATE

PointsBet US – State-by-state H1 FY21 Performance (A\$m)

Key metrics	New Jersey	Illinois ⁽¹⁾	Indiana	Iowa ⁽²⁾	Colorado ⁽³⁾	Total US H1 FY21	H1 FY20	Versus on PCP
Turnover	588.3	165.1	47.7	12.2	5.8	819.1	183.9	345.5%
Gross Win	4.2	9.3	2.9	1.1	0.3	17.7	9.2	92.3%
Gross Win Margin	0.7%	5.7%	6.0%	8.9%	4.6%	2.2%	5.0%	(2.9pp)
Net Win	(3.8)	2.9	(1.5)	0.9	(0.5)	(2.0)	2.6	n.m.
Net Win Margin	(0.6%)	1.7%	(3.1%)	7.0%	(7.9%)	(0.2%)	1.4%	(1.7pp)

FY21 YTD Trading Update

MTD Jan-21 (24-Jan-21)	YTD FY21 (24-Jan-21)
119.2	938.3
17.9	35.7
15.0%	3.8%
13.7	11.7
11.5%	1.2%

- Majority of MTD January 2021 Net Win of \$13.7m delivered by our New Jersey operation

Notes: (1) Illinois commenced operations on 12 September 2020; (2) In-person registration; (3) From 17 November 2020

SUPER BOWL LV

Strong trading, acquisition and technology performance

- Offered the most markets on the Super Bowl (see right)
- On average across all PBH states - 99.9% of bets placed within target of 1 second, ~90% within 250 milliseconds
- No outages or system issues

Super Bowl LV (15 mins prior to kickoff)

POINTSBET	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Comp 6
Game Day markets	765	526	543	432	248	350



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POINTSBET

GROUP RESULTS – NORMALISED

All amounts in A\$m ⁽¹⁾	Normalised ⁽³⁾	
	H1 FY20	H1 FY21
Net revenue	27.4	75.1
Cost of sales	(15.1)	(49.5)
Gross profit	12.3	25.6
Other income ⁽²⁾	0.1	0.4
Sales and marketing expense	(20.6)	(62.9)
Employee benefits expense	(13.9)	(19.2)
Product and technology expense	(2.5)	(6.0)
Administrative and other expenses	(3.6)	(7.0)
Total operating expenses	(40.7)	(95.1)
EBITDA	(28.4)	(69.0)

Australian marketing expense

A\$21.1 million for the Reporting Period, which increased versus the PCP.

US marketing expense

A\$41.8 million, an increase versus the PCP as the Company operated in New Jersey, Indiana, Illinois, Iowa and Colorado during the Reporting Period.

Employee benefits

Expenses have increased as the Group continues to build a world class team across all areas of the business. Full Time Equivalent (FTE) as at 31 December 2020 had grown to 303, up 54% since 30 June 2020.

Technology

As betting volumes have increased, costs associated with developing, hosting, operating and securing its technology and data platforms have increased for the Reporting Period versus the PCP.

Note: (1) Average AUD / USD FX rate was 0.7230; (2) Other income relates to R&D income; (3) For detail on normalisation adjustments, please see slide 17

GROUP RESULTS – SUMMARY

Statutory results

A\$m ⁽¹⁾	H1 FY20	H1 FY21	Change (%)
Revenue	27.4	75.1	174%
<i>Australia Trading EBITDA</i>	(3.4)	8.0	
<i>USA EBITDA</i>	(22.1)	(69.2)	
<i>Technology EBITDA</i>	(2.1)	(3.6)	
<i>Corporate EBITDA</i>	(1.7)	(6.4)	
Statutory EBITDA	(29.3)	(71.3)	143%
Loss for the half	(32.3)	(85.6)	165%
Basic loss per share (cps)	(25.9)	(47.6)	

Normalised results

A\$m ⁽¹⁾	H1 FY20	H1 FY21	Change (%)
Revenue	27.4	75.1	174%
Normalised EBITDA	(28.4)	(69.0)	143%
Loss for the half	(29.3)	(71.8)	145%
Basic loss per share (cps)	(23.6)	(39.9)	

Note: (1) Average AUD / USD FX rate was 0.7230

BALANCE SHEET

All amounts in A\$m ⁽¹⁾	As at 30 Jun 20	As at 31 Dec 20
Cash and cash equivalents	144.3	388.3
Intangible assets	56.8	69.0
Right-of-use assets	8.3	8.2
Prepayments	1.5	176.5
Deposits held in escrow	-	11.8
Other assets	5.2	7.7
Total assets	216.2	661.6
Lease liabilities	9.0	9.5
Trade and other payables	14.6	30.1
Player cash accounts	7.4	26.4
Financial liability	-	73.3
Other liabilities	7.9	9.2
Total liabilities	39.0	148.4
Net assets	177.1	513.2
Total equity	177.1	513.2

Cash and cash equivalents

The group had \$388.3 million in cash (of which \$29.2 million represented client cash), a proportion of which is held in USD. The group had no borrowings.

Net assets

Net asset movements are driven primarily by:

- Cash received upon completion of the \$353.2m capital raise in September 2020;
- Prepayments, including prepayments for future marketing spend of \$159.5m representing an offset to the total cash marketing commitment across the five years under the NBCUniversal Media Partnership;
- Financial liability (non-current) relating to the fair value of the debt component of the share options issued as part of the NBCUniversal transaction. The \$73.3m includes the notional interest charged on the financial liability for the half year period;
- Investment in US licences and market access, through agreement with access partners; and
- Continued investment in our betting platform through the capitalisation of employee costs.

Equity

In September 2020, the group raised \$353 million through an underwritten capital raise comprising an institutional placement to raise \$200 million and a 1 for 6.5 accelerated pro rata renounceable entitlement offer with retail entitlements trading to raise \$153 million.

Note: (1) End of period AUD / USD FX rate 0.7729

SUMMARY OF STATUTORY CASH FLOWS

All amounts in A\$m ⁽¹⁾	Statutory	
	H1 FY20	H1 FY21
Net cash outflow from operating activities	(23.0)	(48.8)
Receipts from customers (inclusive of GST)	29.8	82.7
Payments to suppliers and employees (inclusive of GST)	(53.9)	(152.0)
Interest received	0.5	0.6
Interest paid	(0.2)	(0.3)
Net increase in player cash accounts	0.8	20.3
Net cash outflow from investing activities	(12.6)	(35.4)
Payments for plant and equipment	(1.5)	(3.4)
Payments for intangible assets	(10.2)	(20.1)
Payment of software	(0.1)	-
Deposits held in escrow facility	-	(11.9)
Rental bond	(0.9)	-
Net cash inflow from financing activities	118.3	341.2
Proceeds from issues of share and other equity securities (net of borrowing costs)	118.5	341.1
Option exercises	0.2	0.3
Repayment of leases	(0.4)	(0.2)
Net cash flows	82.7	257.0

At 31 December 2020 The Group had a cash balance of \$388.3m, including \$29.2m of client cash

- Net operating outflows were (\$48.8m) in line with our investment in marketing, staff and technology. Net operating outflows were (\$69.1m) when excluding movement in player cash accounts
- Net investing outflows were (\$35.4m) in line with our investment in US licences and market access
- Net financing inflows were \$341.2m in line with September 2020 capital raising

Note: (1) End of period AUD / USD FX rate 0.7729, average AUD / USD FX rate was 0.7230

STATUTORY P&L

All amounts in A\$m	Statutory	
	H1 FY20	H1 FY21
Net revenue	27.4	75.1
Cost of sales	(15.1)	(49.5)
Gross profit	12.3	25.6
Other income	0.1	0.4
Sales and marketing expense	(20.6)	(62.9)
Employee benefits expense	(15.4)	(22.6)
Product and technology expense	(2.5)	(6.0)
Administrative and other expenses	(3.2)	(5.8)
Total operating expenses	(41.7)	(97.3)
EBITDA	(29.3)	(71.3)
Net finance costs (including foreign exchange)	(0.7)	(10.0)
Depreciation and amortisation expense	(2.3)	(4.4)
Loss for the half	(32.3)	(85.6)

Note: (1) Average AUD / USD FX rate was 0.7230

RECONCILIATION TO STATUTORY P&L

All amounts in A\$m	H1 FY21 Normalised	Significant items and adjustments	H1 FY21 Statutory
Net revenue	75.1	-	75.1
Cost of sales	(49.5)	-	(49.5)
Gross profit	38.2	-	25.6
Other income	0.4	-	0.4
Sales and marketing expense	(62.9)	-	(62.9)
Employee benefits expense	(19.2)	3.4	(22.6)
Product and technology expense	(6.0)	-	(6.0)
Administrative and other expenses	(7.0)	(1.2)	(5.8)
Total operating expenses	(95.1)	2.2	(97.3)
EBITDA	(69.0)	2.2	(71.3)
Net finance costs (including foreign exchange)	0.6	10.5	(10.0)
Depreciation and amortisation expense	(3.3)	1.1	(4.4)
Loss for the period	(71.8)	13.8	(85.6)

All amounts in A\$m	H1 FY21
Net foreign exchange losses	9.6
Interest on financial liability	0.6
Share based payments expense	3.4
Impact of AASB 16 Leases	0.2
Total significant items and adjustments	13.8

Note: (1) Average AUD / USD FX rate was 0.7230

PARTNERSHIP ACCELERATES STRATEGY TO BUILD A MARKET LEADER

Path to 1mm+ U.S. Active Clients and 10% market share

STEP 1

MARKETING EFFICIENCY AT SCALE
+
LEADING IN HOUSE PRODUCT
AND TECHNOLOGY

STEP 2

INCREASED ACTIVE CLIENTS
+
MARKET SHARE GAINS

OUTCOME

CREDENTIALS
IMPROVED MARGINS
SPEED TO PROFITABILITY



POINTSBET + NBCUNIVERSAL PARTNERSHIP

PointsBet has entered into a 5-year exclusive media partnership with NBCUniversal⁽¹⁾



THE PARTNERSHIP DELIVERS:



Notes: (1) 5-year partnership (with potential 2-year extension upon mutual agreement of the parties); (2) Subject to shareholder approval, NBCUniversal will be issued shares representing 4.9% on issue, and 66.88 million options with an exercise price of A\$13.00 maturing and capable of exercise at 5 years

NBCUNIVERSAL PARTNERSHIP DETAILS

COMMERCIAL AGREEMENTS

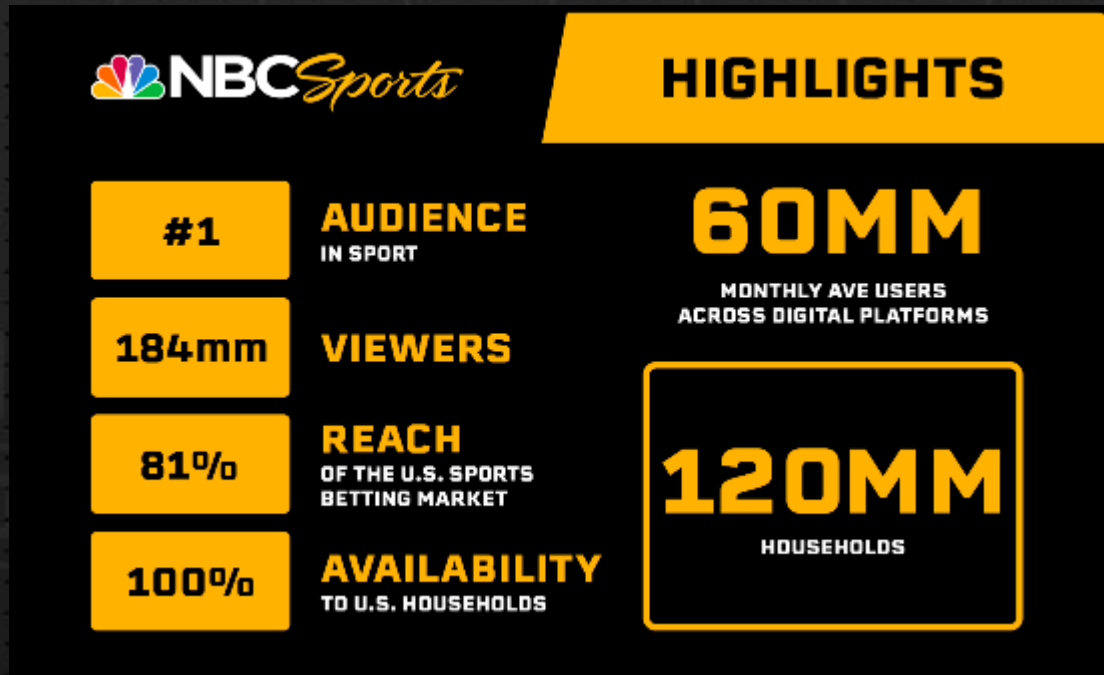
- 5-year partnership
- Total committed marketing spend of US\$393 million allocated in progressively increasing amounts over the 5-year media partnership, together with incentives payable to NBCUniversal for customer referrals
- Premium placement and agreed pricing structure across NBC Sports broadcast and digital assets
- Official Sports Betting Partner of NBC Sports
- Exclusive gameday integrations across NBC Sports Regional Networks
- Exclusive Sports Betting Partner of NBC Sports Predictor app (Free-to-Play games platform)
- First look rights to sports betting partnership opportunities across new NBC Sports properties, platforms and products

EQUITY SUBSCRIPTION

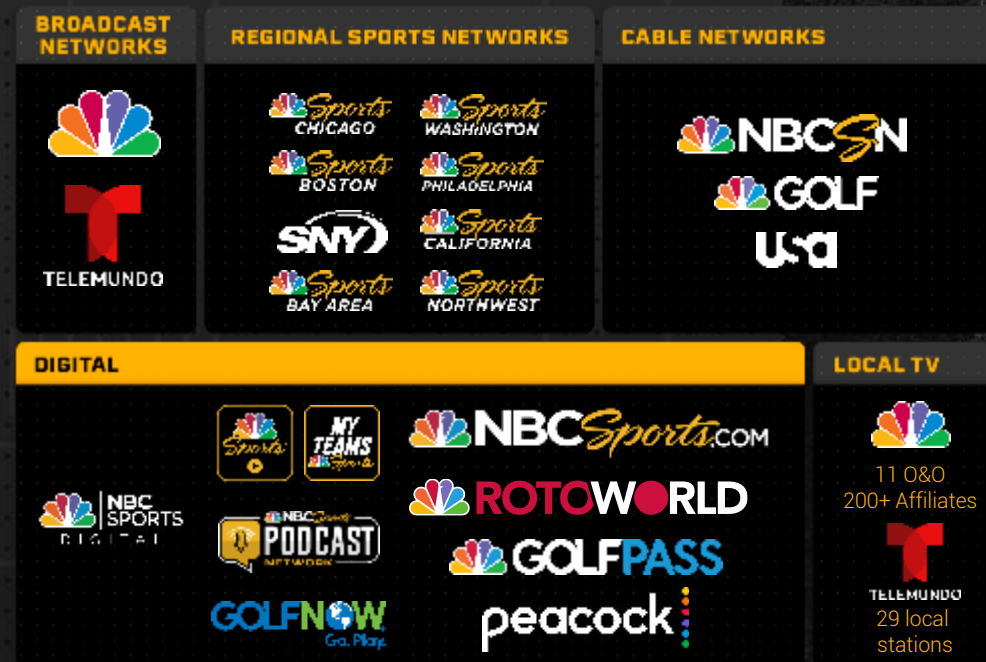
- NBCUniversal have been issued shares representing 4.9% on issue, and 66.88 million options with an exercise price of A\$13.00 maturing and capable of exercise at 5 years
- Total value of shares and options offset against the committed marketing spend and therefore significantly reduce the cash commitment over the 5-year term
- As an alternative to exercising the options, NBCUniversal may elect to receive an amount of A\$105 million, representing a refund of the agreed option value. If NBCUniversal elects this cash payment, such funds would represent consideration for media rights already provided and result in the options being cancelled

INTRODUCTION TO NBC SPORTS

One of the most iconic and trusted media brands in the US with the largest sports audience



SELECT ASSETS



Sources: comScore; Monthly Active Uniques; Aug'16-July'20; Yahoo Sports-NBC Sports Network

THE LARGEST SPORTS AUDIENCE



#1 IN THE USA

**THE LARGEST SPORTS
AUDIENCE OF ANY MEDIA
COMPANY IN THE U.S.**

SPORTS AUDIENCE (mm)

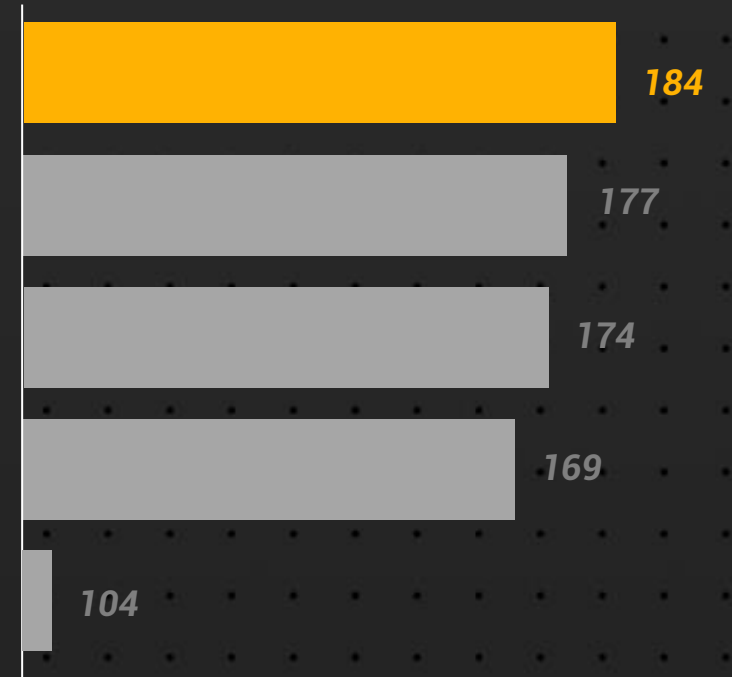


*SPORTS MEDIA
COMPANY 1*

*SPORTS MEDIA
COMPANY 2*

*SPORTS MEDIA
COMPANY 3*

*SPORTS MEDIA
COMPANY 4*



100MM

Sources: Nielsen, Live+Same Day, P18+ average yearly reach 2014-15 to 2018-19 seasons (5 years), Total Day, 75% unification, 6 minute qualifier; NBC Sports Group (NBC, NBCSN, Golf Channel)

POINTSBET HAS SECURED SEVERAL MARKET-LEADING MARQUEE PARTNERSHIPS



Feb-21

- ✓ Multi-year strategic partnership as an “Official Sports Betting Partner” of the National Hockey League (NHL) in Australia and the United States



Jan-21

- ✓ Proud Sports Betting Partner of the Detroit Pistons
- ✓ Multi-year partnership as Official Gaming Partner of the Detroit Red Wings



Sep-20

- ✓ First Official Sports Betting Partner of the Chicago Bears
- ✓ Official Sportsbook Partner of the Indianapolis Colts



Aug-20

- ✓ 5-year **exclusive** media partnership with NBCUniversal as Official Sports Betting Partner of NBC Sports



Aug-20

- ✓ Multi-year content and marketing relationship as Official Betting Operator of the PGA Tour



Aug-20

- ✓ Multi-year partnership as official and **exclusive** gaming partner of the Denver Nuggets, Colorado Avalanche, Colorado Mammoth and the Ball Arena



Aug-20

- ✓ Multi-year partnership as Official Sports Gaming Partner of the Indiana Pacers



Jul-20

- ✓ First-of-its-kind multi-year partnership with the Detroit Tigers
- ✓ Awarded Authorized Gaming Operator status for Major League Baseball



Mar-20

- ✓ **Exclusive** multi-year agreement as the Official betting Partner of LaLiga North America



Feb-20

- ✓ Multi-year partnership to become an Authorized Sports Betting Operator of the NBA – PointsBet’s first partnership with a professional sports league in the US

NBC SPORTS INTEGRATIONS ACROSS LINEAR AND DIGITAL ASSETS

NAME A BET POWERED BY POINTSBET
REQUEST YOUR OWN CUSTOM BET IN THE POINTSBET APP

Ben Simmons vs Joel Embiid
More Points + Rebounds + Assists
Simmons -150 / Embiid +130

← -150: BET \$15 TO WIN \$10

Name A Bet

Sports predictor
POWERED BY POINTSBET

deanna7283
New Jersey
Account Balance: \$0

DEPOSIT \$20 GET \$100

WITHDRAW FUNDS

OFFICIAL RULES

RATE ON THE APP STORE

FAVORITE TEAM BEST PAST SCORE

CHICAGO BEARS 35 pts
WEEK 4

NBC Predictor Free-to-Play Game

STORY LINES
POWERED BY POINTSBET

Blackhawks vs Lightning 1st Period moneyline
Chicago: +160 Tampa Bay: -210

Story Lines pre-game show on NBC Sports Chicago

BET \$25 GET \$125
IF ONE POINT IS SCORED

SIGN UP NOW

Email Marketing

BETCAST
POWERED BY POINTSBET

WM Phoenix Open

Brooks Koepka	+700	Rory McIlroy	+800	Adam Scott	+850
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+700 MEANS \$10 BET WINS \$70 (Odds Subject to Change)

Odds to Win 1. Dustin Johnson -6 (12th) +600 2. Brooks Koepka -6 (66) +700 3. Bryson DeChambeau -3

NBC Sports BetCast powered by PointsBet

DEPOSIT \$20 AND GET \$100 IN FREE BETS

POINTSBET.COM/NBC100

New customers only. Must be present in NJ, IA, IN, IL, CO. Must be 21+. Additional Ts and Cs apply. If you or someone you know has a gambling problem and wants help, in IL or NJ call 1-800-Gambler for crisis counseling and referral services. 1-800-9-WITH-IT in IN. 1-800-BETS OFF in IA. or

Sign-Up Offers

POINTSBET'S IN-HOUSE PLATFORM

Proprietary technology

PointsBet is one of few companies globally which owns 100% of its sportsbook technology platform, fully developed by its own in-house development team.

Enhanced client experience

PointsBet's priority is to provide a fast and immersive client experience. PointsBet's product and technical decisions are driven to support the goal of a continuously improving client experience.

Engagement across all channels

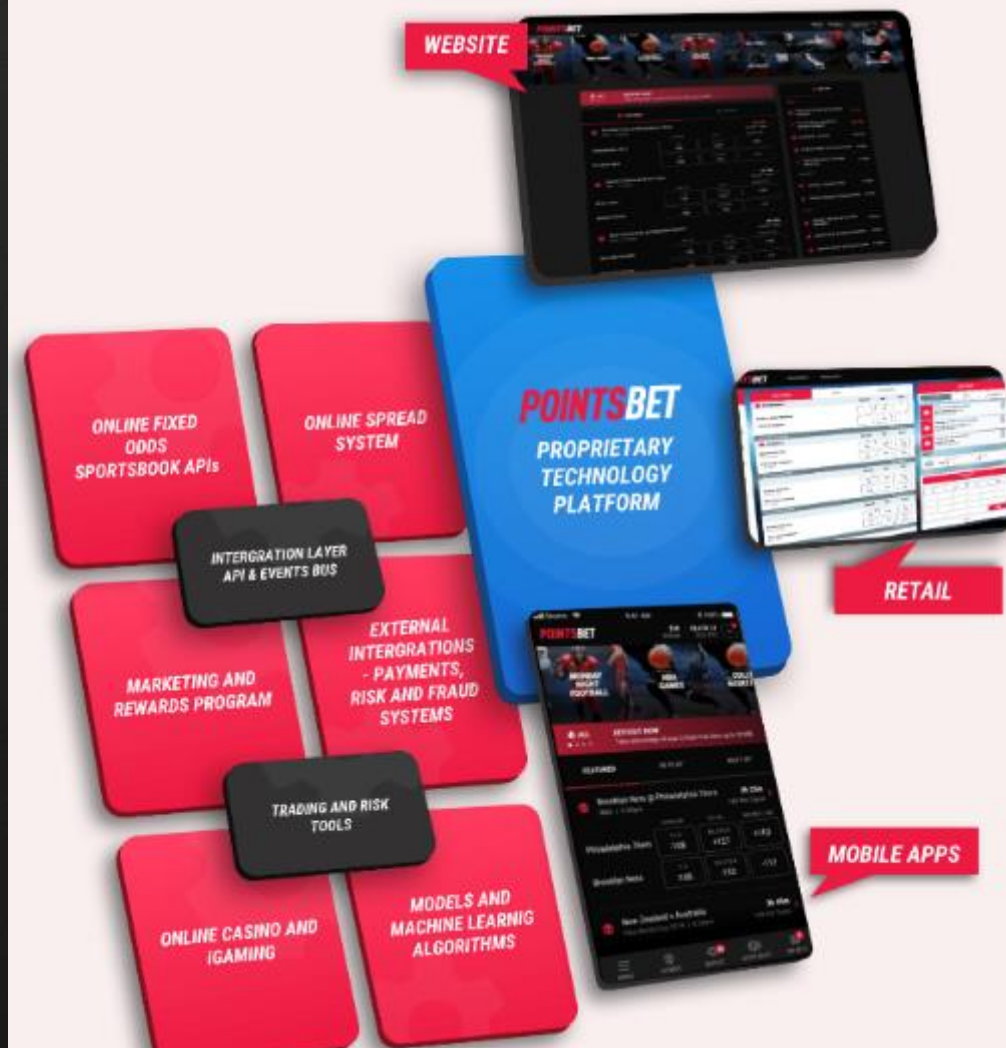
PointsBet engages with its clients across all possible channels to enhance their journey. These channels include traditional media, social, retail, mobile, free play, gaming verticals, and its marketing partners.

Execute efficiently

PointsBet powers its solutions with modern technology, which is smart, scalable and secure. PointsBet operates its solution using globalised tools and operational staff.

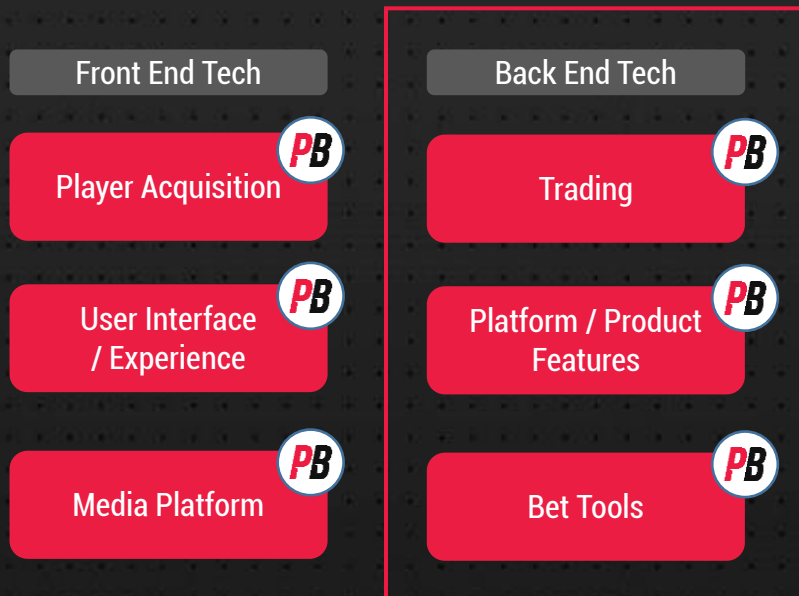
Protect

PointsBet builds and retains its clients' and partners' trust by providing a secure environment. PointsBet owns and protects its IP and innovations.



POINTSBET'S IN-HOUSE TECHNOLOGY PLATFORM CAPABILITY

Providing all necessary end-to-end capability



High-performance player application



Advanced quantitative models and algorithms



In-house bet and trading engines



Pre-match fixed odds sports, in-play fixed odds sports, PointsBetting™ and fixed-odds racing



Automated resulting and settlement



Bespoke risk and liability management



Support for Cloud native and hybrid environments



Multi-jurisdictional trading technology



Data driven product management capability



Player acquisition and retention toolset



In-house modern UX design capability



In-house proprietary iGaming platform, remote game server and administrative tools



Integrated with third-party iGaming content



POINTSBET

OUR IN-HOUSE TECHNOLOGY PLATFORM

DELIVERING NEW IGAMING PLATFORM

- Owning and controlling in-house technology stack will become an increasingly important strategic advantage
- PointsBet has complete control over its product roadmap, unlike some competitors that are reliant on B2B services
- PointsBet's priority is to provide a fast and immersive client experience
- Highly experienced iGaming development team is building our in-house proprietary iGaming platform, remote game server, and administrative tools
- Licensing third-party iGaming content from content suppliers, including live-dealer solutions
- Focus on innovation with both sports and iGaming platforms custom built for the US market
- Inaugural launch in Michigan in H2 FY21, followed by New Jersey



AWARD WINNING SPORTS BETTING OPERATOR



- ✓ Sports Betting Operator of the Year
- ✓ Socially Responsible Operator of the Year
- ✓ US Rising Star Honors

Judging Panel Commentary:

- "Impressive performance off proprietary technology and without the European grounding that many of its big-name competitors can lean on when taking on the US market. Rapidly entering new states and establishing relevant partnerships, it's clear the PointsBet team has taken more time than many to truly understand what the US player is looking for."
- "They have been very successful and have a strong brand that stands out. Owning its own technology will allow for greater control of their innovation roadmap rather than being at the mercy of a platform's roadmap. PointsBet have made a great mark and I expect that to continue into the future."
- "A clear market leader in social responsibility in the industry."
- "Most innovative marketing of all US B2C operators, allowing for outsized market share."

NEW BRAND AMBASSADORS

Shaquille O'Neal – NBA Legend



Australian Brand Ambassador

Paige Spiranac – Highest Engagement in Golf & Top 20 for All Sport Celebrities

PAIGE SPIRANAC SOCIAL MEDIA OVERVIEW

2.8M+	3.3M+	365k+	170k+	501k+

TOTAL FOLLOWING: 7.5 MILLION+
HIGHEST ENGAGEMENT IN GOLF // TOP 20 ALL SPORTS CELEBRITIES

KEY INSIGHTS

- #1 Social Media Engagement in Golf.
- #1 Social Media Interaction in Golf.
- #1 Following of any Golfer.
- 42% of Followers HH income over \$100,000.
- 61% of Audience between 24-44.
- Instagram: Averages Over 1 Million Video Views per post.
- Facebook: 27.3 Million Unique Video Views last 12 months.
- Averages of 275k views per Instagram story.
- YouTube: 132 Million Impressions last 12 months.

Global Lead On-Air Talent & Brand Ambassador

AGENDA

Half Year Highlights

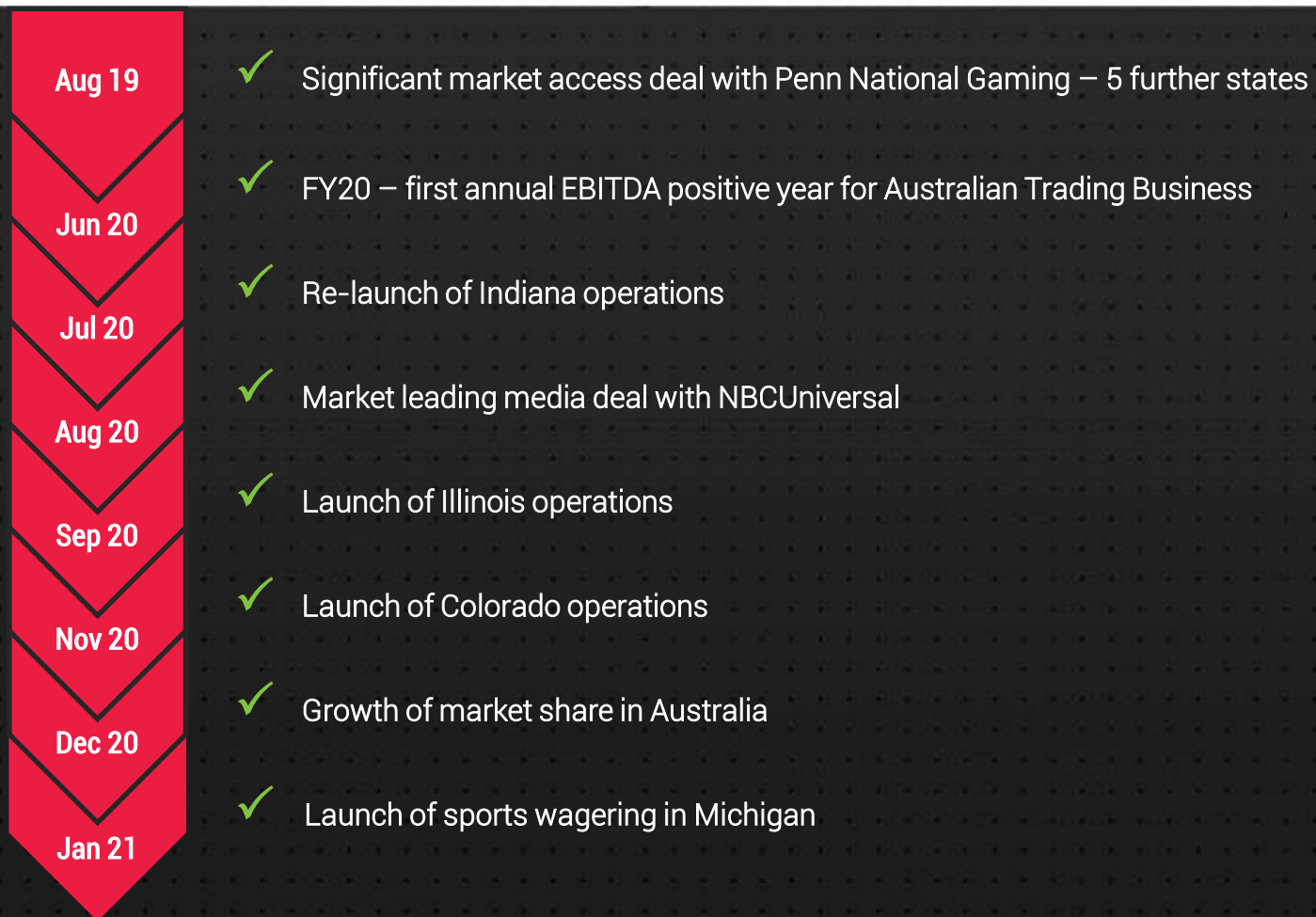
Financial Results

What's Next



POINTSBET

DELIVERING ON OUR OBJECTIVES

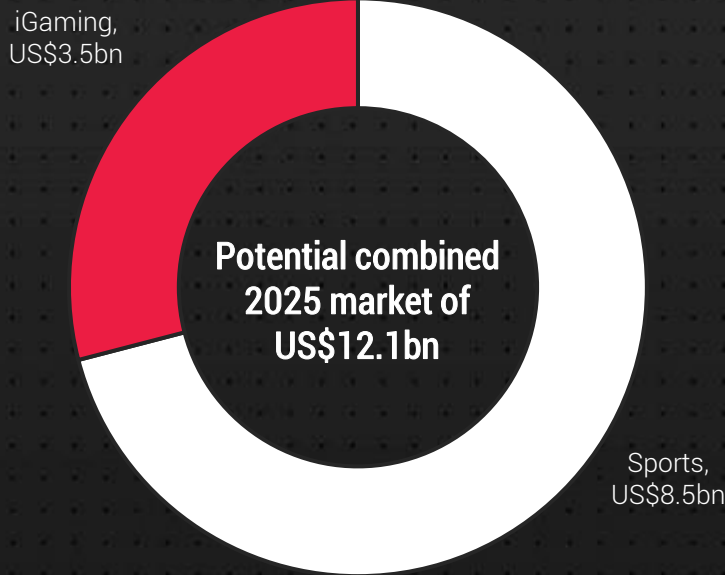


WHAT'S NEXT - 2021

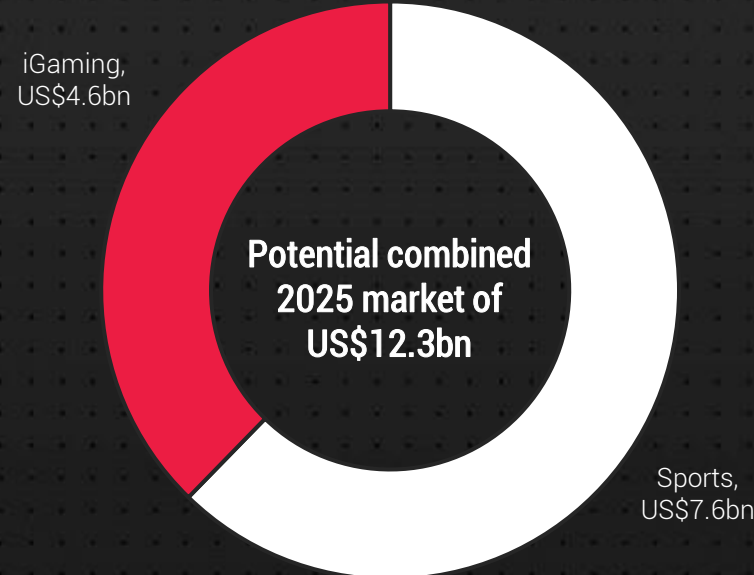


THE US REPRESENTS A US\$12 BILLION OPPORTUNITY

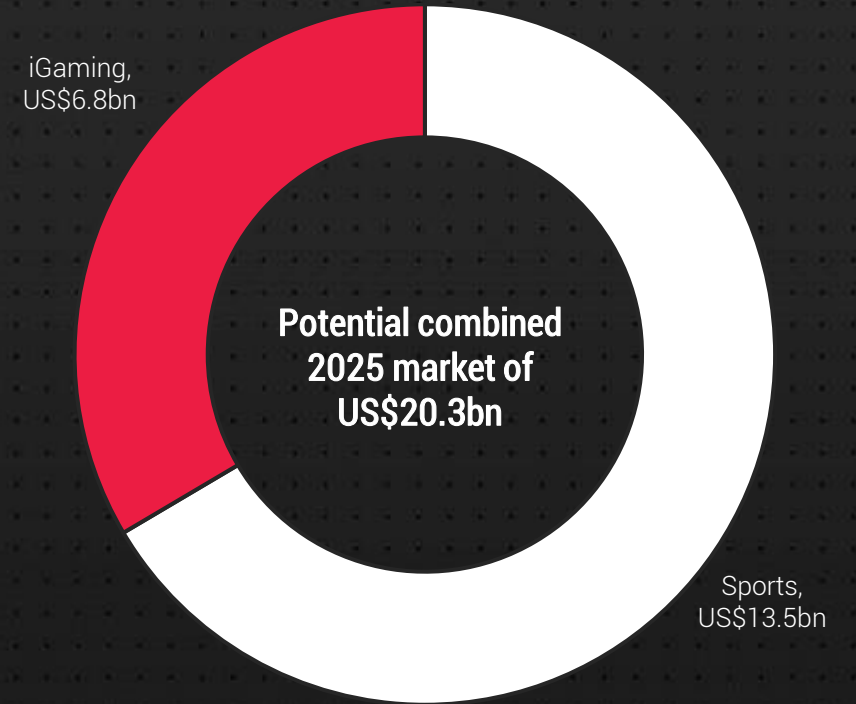
MORGAN STANLEY⁽¹⁾



JP MORGAN⁽²⁾



GVC⁽³⁾



Sources: Morgan Stanley, 'All In on Best-in-Breed Sports Betting' report on DraftKings (30 April 2020); JP Morgan 'US Sports Betting and iGaming: The Biggest Gaming Opportunity Since Riverboats in the Early '90s' report (13 August 2020); GVC Holdings PLC 2020 Interim Results presentation

Notes: (1) 2025 sports wagering revenue and iGaming revenue projection as per Morgan Stanley report; (2) 2025 sports wagering revenue and iGaming revenue projection as per JP Morgan report; (3) 2025 sports wagering revenue and iGaming revenue projection as per GVC Holdings PLC Interim Results presentation