



POINTS BET

H1 FY22 : RESULTS PRESENTATION | February 2022



DREW BREES
GLOBAL BRAND AMBASSADOR

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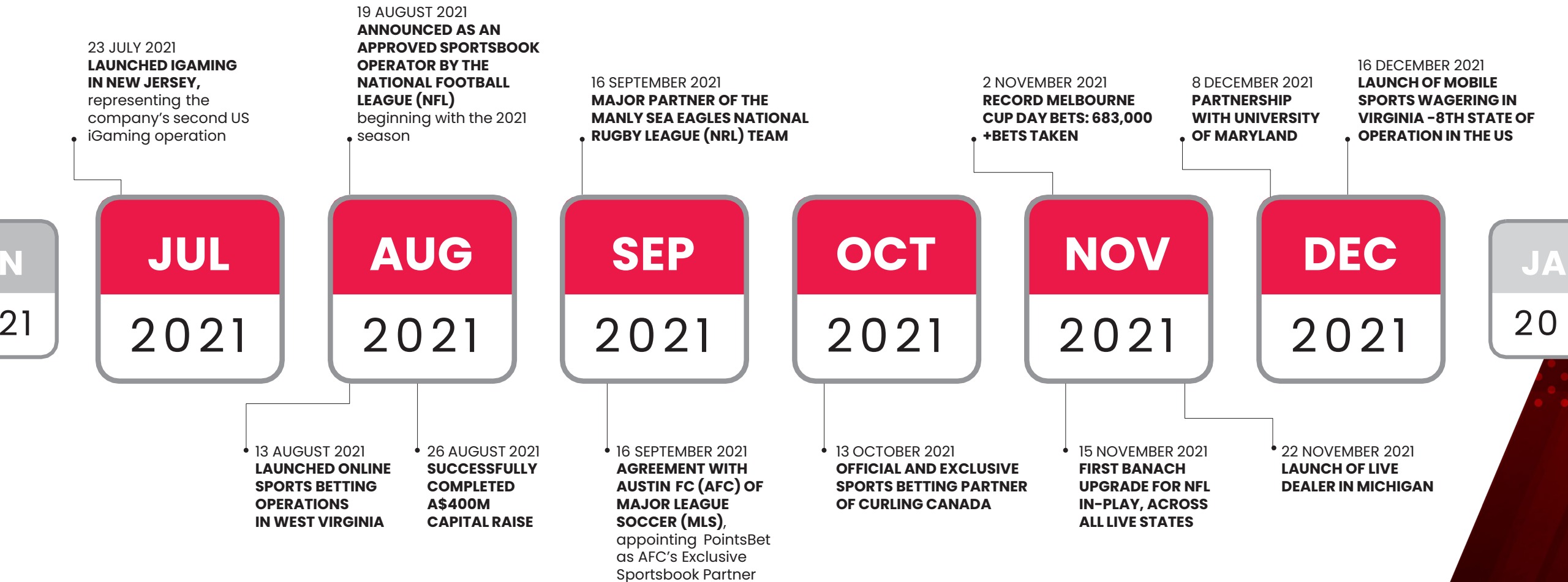
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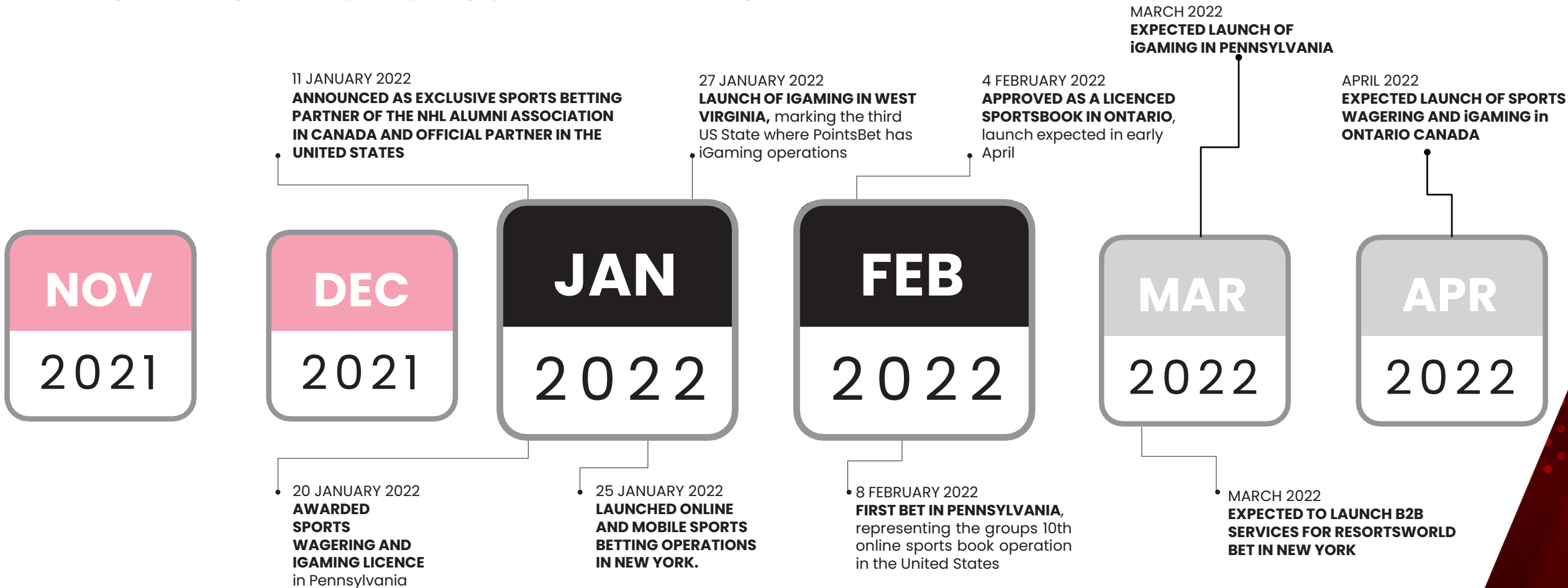
POINTSBET



KEY OPERATIONAL HIGHLIGHTS HI'22



KEY OPERATIONAL HIGHLIGHTS CALENDAR YEAR TO DATE



H1 FY22 TRADING METRICS

		GROUP			AUSTRALIA			US ¹		
		H1 FY21	H1 FY22	PCP	H1FY21	H2 FY22	PCP	H1FY21	H2 FY22	PCP
		<i>All figures in A\$</i>								
SPORTS BETTING	Turnover / Handle	\$1,890.0m	\$2,305.9m	+22%	\$1071.0m	\$1358.4m	+27%	\$819.1m	\$947.5m	+16%
	Gross Win %	8.1%	10.9%	+2.7pp	12.7%	13.3%	+0.6pp	2.2%	7.5%	+5.3pp
	Gross Win	\$153.8m	\$250.9m	+63%	\$136.1m	\$180.1m	+32%	\$17.7m	\$70.8m	+299%
	Net Win %	4.4%	6.0%	+1.7pp	7.9%	7.9%	+0.0pp	(0.2%)	3.3%	+3.5pp
	Net Win	\$82.8m	\$139.2m	+68%	\$84.8m	\$107.9m	+27%	(\$2.0m)	\$31.3m	n.m.
	iGAMING	Net Win	—	\$7.6m	—	—	—	—	\$7.6m	—
TOTAL	Total Net Win	\$82.8m	\$146.7m	+77%	\$84.8m	\$107.9m	+27%	(\$2.0m)	\$38.8m	n.m.

1. Average AUD / USD FX rate 0.7319 for 1H FY22 and 0.7230 for 1H FY21.

Turnover / Handle is the dollar amount wagered by clients before any winnings are paid out or losses incurred. **Gross Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, excluding the cost of pricing promotions. **Net Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, less client promotional costs (the costs incurred to acquire and retain clients through bonus bets, money back offers, early payouts and enhanced pricing initiatives).

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POINTSBET



GROUP RESULTS NORMALISED

All amounts in A\$m ¹	Normalised	
	H1 FY21	H1 FY22
Net revenue	75.1	139.1
Cost of sales	(49.5)	(84.4)
Gross profit	25.6	54.7
Other income ²	0.4	0.1
Sales and marketing expense	(62.9)	(124.1)
Employee benefits expense	(19.2)	(37.8)
Product and technology expense	(6.0)	(9.1)
Administrative and other expenses	(7.0)	(9.8)
Total operating expenses	(95.1)	(180.8)
EBITDA	(69.0)	(126.0)

Note:

1. Average AUD / USD FX rate 0.7319 for 1H FY22 and 0.7230 for 1H FY21;
2. Other income relates to R&D income;
3. For detail on normalisation adjustments, please see slide 39;
4. As at 31-Dec-21, PointsBet was live in 8 states versus 5 states in the PCP;
5. For reconciliation of net win to net revenue, please see slide 40.

POINTS BET

NET REVENUE⁵

Net Revenue comprises Net Win from sports betting and iGaming of \$146.7M adjusted for Australian goods and services tax, fair value adjustments and revenue received from B2B and ADW operations.

EMPLOYEE BENEFITS EXPENSE

Expenses have increased as the Group continues to build a world class team across all areas of the business. Employees as at 31 December 2021 had grown to 539, up 65% since 31 December 2020. Additional support staff are contracted via third party service companies.

AUSTRALIAN MARKETING EXPENSE

A\$44.7 million for the Reporting Period

US MARKETING EXPENSE

- A\$78.2 million (US\$57.2 million), an increase versus the PCP due to increase number of operating jurisdictions⁴ quarterbacked by NBC Sports
- Strategy consistent with new market entries, upfront investment to establish market share and drive revenue growth
- US marketing expense expected to increase as footprint expands

PRODUCT AND TECHNOLOGY EXPENSE

As new state rollouts and 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.

SEGMENT RESULTS SUMMARY

Statutory Results

A\$m ¹	H1 FY21	H1 FY22	Change (%)
Australia Trading	77.1	97.6	
United States Trading	(2.0)	40.3	
Technology	-	1.2	
Corporate	-	-	
Statutory Revenue²	75.1	139.1	85%
Australia Trading	8.0	(16.1)	
United States Trading	(69.2)	(94.2)	
Technology	(3.7)	(6.8)	
Corporate	(6.4)	(13.5)	
Total Statutory EBITDA	(71.3)	(130.6)	(83%)
Loss for the year	(85.6)	(146.4)	
Basic loss per share (cps)	(47.6)	(59.0)	(71%)

Normalised Results

A\$m ¹	H1 FY21	H1 FY22	Change (%)
Revenue²	75.1	139.1	85%
Normalised EBITDA	(69.0)	(126.0)	(82%)
Loss for the year	(71.8)	(136.6)	(90%)
Basic loss per share (cps)	(39.9)	(55.0)	

Note:

1. Average AUD / USD FX rate 0.7319 for 1H FY22 and 0.7230 for 1H FY21;
2. Revenue is measured at the fair value of the consideration received or receivable from Clients less GST, free bets, promotions, bonuses and other fair value adjustments, B2B revenues and ADW revenues in the US.

AUSTRALIA TRADING EBITDA

The Company expects the Australian Trading business to be EBITDA positive for FY22.

The Company's FY22 marketing strategy was to front-end the marketing expense in H1 22 to take advantage of the Shaquille O'Neal campaign through the Spring Racing Carnival.

As a result, the H1 22 marketing expense was \$44.7 million and this has delivered significantly improved brand awareness and customer growth leading into the second half which will help contribute significantly to H2 22 revenue.

The H2 22 marketing expense will be significantly reduced to c. \$16 million for the half thus leading to an expected EBITDA positive FY22.

CANADA

Canadian operational costs have been allocated to the Corporate segment for H1 FY22.

BALANCE SHEET

All amounts in A\$m ¹	As at 30 Jun 21	As at 31 Dec 21
Cash and cash equivalents	276.2	569.0
Intangible assets	142.6	188.8
Right-of-use assets	9.1	9.4
Prepayments ²	173.6	177.4
Deposits held in escrow ³	11.2	15.4
Other assets	11.7	11.3
Total assets	624.4	971.3
Lease liabilities	11.6	12.1
Trade and other payables	39.4	51.5
Player cash accounts	26.5	41.1
Financial liability ⁴	76.1	80.6
Other liabilities	22.7	43.2
Total liabilities	176.3	228.5
Net assets	448.1	742.8
Total equity	448.1	742.8

Note:

1. End of period AUD / USD FX rate 0.7262 for 1H FY22, end of period AUD / USD FX rate for 1H FY21 was 0.7496;
2. Prepayments, includes prepayments for future marketing spend of \$162 million. The significant majority representing an offset to the total cash marketing commitment across the five years under the NBCUniversal Media Partnership;
3. The deposits held in escrow relate primarily to marketing commitments;
4. 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 \$80.6 million includes the notional interest charged and fair value loss on the financial liability for the half-year period.

CASH AND CASH EQUIVALENTS

The group had \$569.0 million in cash (of which \$45.7 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 \$400 million capital raise in August 2021;
- Intangible Assets increased as a result of:
 1. investment in US licenses and market access fees, in particular a US\$25 million payment to the New York Gaming Commission for market access to the State of New York; and
 2. Continued investment in our betting platform through the capitalisation of product and technology employee costs and other related development costs;
- Other liabilities also includes an amount received as a partial New York licence fee reimbursement from Resorts World Bet, a subsidiary of Genting Group, during the half, as part of our B2B Platform Provider agreement to power the Resorts World Bet online sportsbook operation in New York state. This amount will be recorded as revenue on a straight-line basis over the life of the agreement.

EQUITY

In August 2021, the group raised \$400 million through an underwritten capital raise comprising an institutional placement to raise \$215 million and a 1 for 9 pro rata accelerated renounceable entitlement offer with retail rights trading to raise \$185 million.

CASH FLOWS STATUTORY

A\$m ¹	HI FY21	HI FY22
Cash flows from operating activities		
Receipts from customers (inclusive of GST)	82.7	162.8
Payments to suppliers and employees (inclusive of GST)	(152.0)	(256.8)
	(69.3)	(94.0)
Interest received	0.5	0.3
Interest paid on lease liabilities	(0.3)	(0.4)
Net increase in player cash accounts	20.3	15.8
Net cash (outflow) from operating activities	(48.8)	(78.3)
Cash flows from investing activities		
Payments for plant and equipment	(3.4)	(1.5)
Payments for capitalised software development	(5.8)	(13.4)
Payments for market access intangible	(14.3)	(36.3)
Rental bond	-	(0.2)
Payments for funds held in escrow	(11.9)	(3.8)
Payments to acquire businesses (net of cash acquired)	-	(0.1)
Net cash (outflow) from investing activities	(35.4)	(55.3)
Cash flows from financing activities		
Proceeds from issues of shares (net of share issue cost)	341.1	389.5
Option exercises	0.3	35.0
Repayment of leases	(0.2)	(1.6)
Net cash inflow from financing activities	341.2	422.9
Net increase in cash and cash equivalents	257.0	289.3
Cash and cash equivalents at the beginning of the financial year	144.3	276.2
Effects of exchange rate changes on cash and cash equivalents	(13.0)	3.5
Cash and cash equivalents at end of year	388.3	569.0

Note:

1. End of period AUD / USD FX rate 0.7262 for 1H FY22, end of period AUD / USD FX rate for 1H FY21 was 0.7496.

- At 31 December 2021, the group had a cash balance of \$569.0m, including \$45.7m of client cash and \$523.3m of corporate cash.
- Total cash receipts from customers were \$162.8 million, which included \$146.7 million from Sportsbook and iGaming. The balance of \$16.1 million includes cash receipts from PointsBet's European B2B operations, US Advance Deposit Wagering business, and a partial New York licence fee reimbursement as part of our B2B Platform Provider agreement to power the Resorts World Bet (subsidiary of Genting Group) online sportsbook operation in New York state.
- Net operating outflows excluding movement in player cash accounts was (\$94.1m), whilst revenue grew in HI FY22 vs the PCP, cash outflows increased as a result of an increased number of US operating jurisdictions across both US marketing and technology, as well as continued to scale operational capabilities increasing Full Time Equivalents by 78% since 31 December 2020.
- Net investing outflows were (\$55.3m) as the business continued investment in US licences and market access which was largely represented by US\$25m payment for New York market access to NY Gaming Commission, as well as continued investment in the development of the betting platform.
- Net financing inflows were \$422.9m in line with the August 2021 capital raising.

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HIGHLIGHTS: AUSTRALIA

HI FY22 ACHIEVEMENTS

A\$1,358.4m
Turnover / Handle

UP 27% ON PCP

A\$107.9m
Net Win

A RECORD, UP 27% ON PCP

683,000+

Melbourne Cup Day Bets

A RECORD

4,000 BETS PER MINUTE

CAUFIELD CUP / EVEREST DAY (AT PEAK)

A RECORD, 2.5X HIGHER THAN PCP

A\$180.1m
Gross Win

UP 32% ON PCP

13.3%

**GROSS WIN
MARGIN**

7.9%

**NET WIN
MARGIN**

+15%

FTB GROWTH

VS Q2 FY21

+63%

CASH ACTIVE CLIENTS

VS PCP, 232,875 FOR 12M
TO 31-DEC-21

POINTSBET AUSTRALIA – PCP PERFORMANCE (A\$)

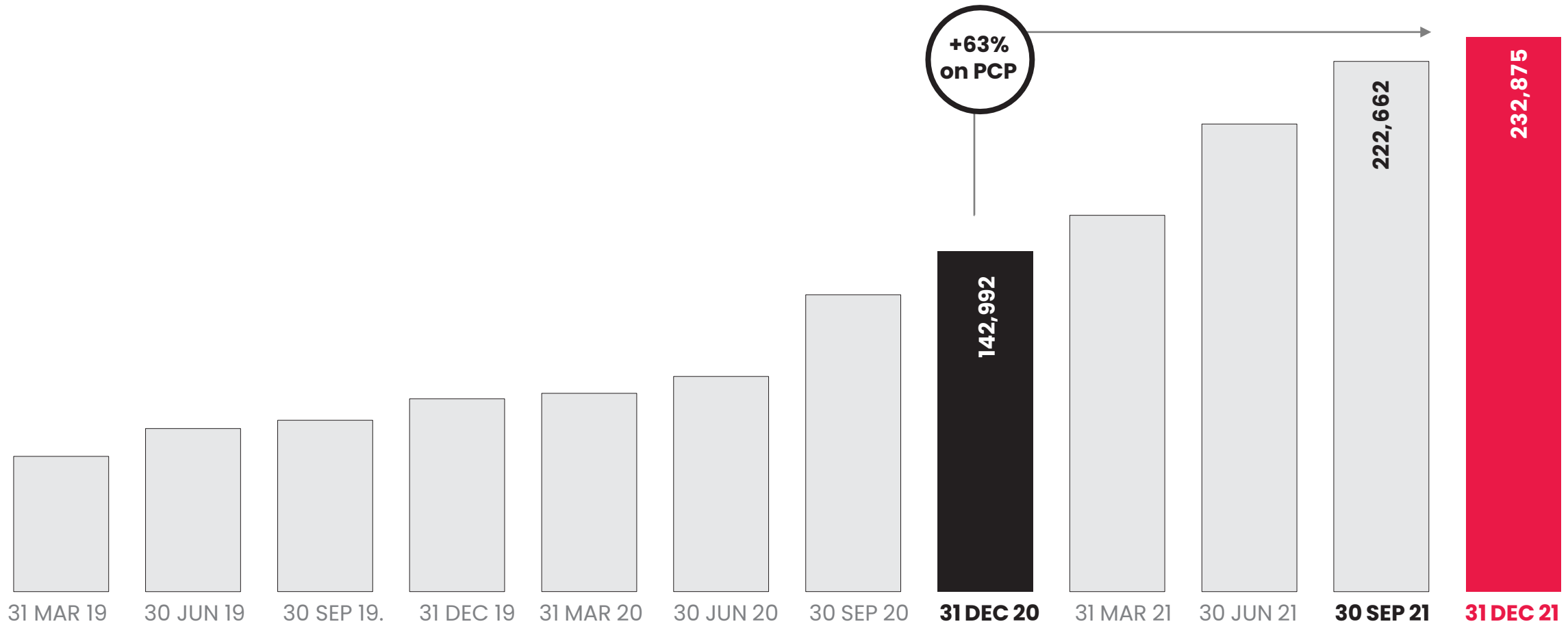
Key metrics	H1 FY21	H1 FY22	Change
Turnover / Handle	\$1071.0m	\$1358.4m	+ 27%
Gross Win Margin	12.7%	13.3%	+ 0.6pp
Gross Win	\$136.1m	\$180.1m	+ 32%
Net Win Margin	7.9%	7.9%	+ 0.0pp
Net Win	\$84.8m	\$107.9m	+ 27%



* Marketing expense includes all direct and indirect marketing costs, including production, agency/placement fees and working media, expensed as incurred during the period including amounts unpaid at the end of the period.

Turnover / Handle is the dollar amount wagered by clients before any winnings are paid out or losses incurred. **Gross Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, excluding the cost of pricing promotions. **Net Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, less client promotional costs (the costs incurred to acquire and retain clients through bonus bets, money back offers, early payouts and enhanced pricing initiatives). **Active Clients** are clients across all verticals that have placed a cash bet in the 12 months preceding the relevant period end date.

AUSTRALIA CASH ACTIVE CLIENTS¹ CLIENTS WHO HAVE PLACED A CASH BET IN THE LAST TWELVE MONTHS



1. Clients across all verticals that have placed a cash bet in the 12 months preceding the relevant period end date.

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HIGHLIGHTS: US H1 FY22 ACHIEVEMENTS

A\$947.5m

SPORTS BETTING Turnover / Handle

UP 16% ON PCP

A\$70.8m

SPORTS BETTING Gross Win

UP 299% ON PCP

A\$38.8m

Total Net Win

7.5%

SPORTS BETTING GROSS WIN MARGIN

3.3%

SPORTS BETTING NET WIN MARGIN

SPORTS BETTING ONLINE HANDLE MARKET SHARE

Q2'22

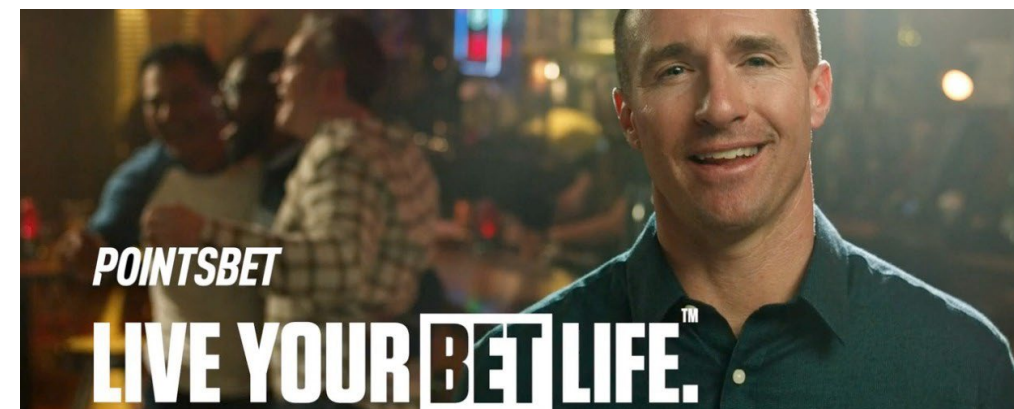
Blended online handle market share	Illinois	Michigan	Colorado	New Jersey	Indiana	Iowa	West Virginia
4.2% ⁸	7.1% ²	5.1% ³	3.8% ⁵	3.1% ¹	2.8% ⁴	2.3% ⁶	1.4% ⁷

1. Based on total New Jersey online sports betting handle for Q2FY22, as reported by the New Jersey Division of Gaming Enforcement. **2.** Based on total Illinois online sports betting handle for Q2FY22 as reported by the Illinois Gaming Board. **3.** Based on total Michigan online sports betting handle for Q2FY22, as reported by the Michigan Gaming Control Board. **4.** Based on total Indiana online sports betting for Q2FY22, as reported by the Indiana Gaming Commission. **5.** Based on total Colorado online sports betting handle for Q2FY22, as reported by the Colorado Department of Revenue – Division of Gaming. **6.** Based on total Iowa online sports betting handle for Q2FY22, as reported by the Iowa Racing and Gaming Commission. **7.** Based on total West Virginia online sports betting handle for Q2FY22, as reported by the West Virginia Lottery. **8.** Blended online handle market share is the sum of PBH online handle divided by sum of active states online handle for Q2FY22. Excludes Virginia which launched on 15 December 2021.

POINTSBET

POINTSBET US – PCP PERFORMANCE (A\$)

Key metrics	H1 FY21	H1 FY22	Change
Sports Betting Turnover / Handle	\$819.1m	\$947.5m	+ 16%
Sports Betting Gross Win Margin	2.2%	7.5%	+ 5.3pp
Sports Betting Gross Win	\$17.7m	\$70.8m	+ 299%
Sports Betting Net Win Margin	(0.2%)	3.3%	+ 3.5pp
Sports Betting Net Win	(\$2.0m)	\$31.3m	n.m
iGaming Net Win	–	\$7.6m	–
Total Net Win	(\$2.0m)	\$38.8m	n.m



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HIGHLIGHTS: US

H1 FY22 HIGHLIGHTS

Launched sports wagering operations in West Virginia, Virginia, New York and Pennsylvania in August, December, January and February respectively

Launched iGaming operations in New Jersey and West Virginia in July and January respectively

Authorized National Football League (NFL) partner, 1 of 7 operators authorized to advertise during NFL games

Will be one of only 6 operators with Tri-State coverage in New York, New Jersey and Pennsylvania

ENHANCEMENT OF PROPRIETARY PRODUCT

- ✓ Banach NFL in-play upgrade, led to a 44% increase in NFL in-play handle
- ✓ Live Dealer iGaming successful launched in Michigan and New Jersey

CASH ACTIVE CLIENTS

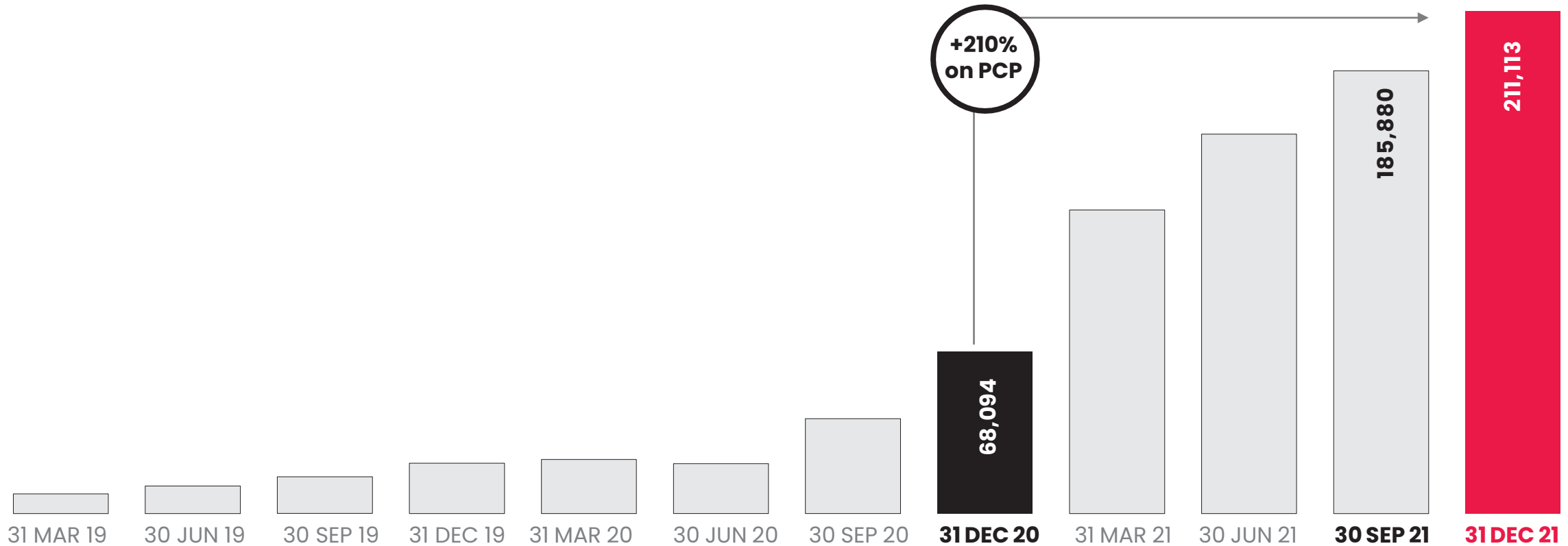
Cash active clients for the 12 months to 31 December 2021 211,113 +210% vs PCP

Net Win is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, less client promotional costs (the costs incurred to acquire and retain clients through bonus bets, money back offers, early payouts and enhanced pricing initiatives). **Active Clients** are clients across all verticals that have placed a cash bet in the 12 months preceding the relevant period end date.

POINTSBET



US CASH ACTIVE CLIENTS¹
CLIENTS WHO HAVE PLACED A CASH BET IN THE LAST TWELVE MONTHS



1. Clients across all verticals that have placed a cash bet in the 12 months preceding the relevant period end date.

KEY US PARTNERSHIPS

NBC/NFL Partnerships

AUTHORISED NFL PARTNER:
1 OF 7 OPERATORS PERMITTED TO
ADVERTISE DURING NFL GAMES



NFL Marketing Strategy

- In-game commercial units throughout the season featuring NFL legend Drew Brees
- National and local betting integrations throughout various pregame shows including FNIA
- Dynamic Digital approach inclusive of video, podcasts and emails ensured we reach our audience in the lead up to NFL action

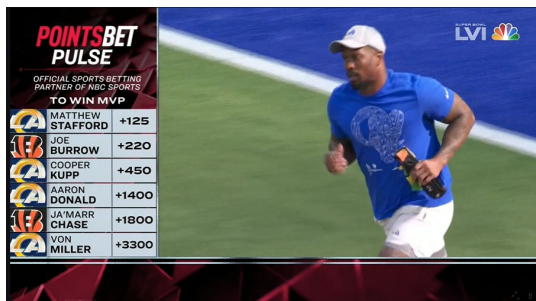
Leading Integrations

- PointsBet and NBC developed the first ever sports betting integration inside Football Night in America, the number one studio show in the United States
- "PointsBet Pulse" was led by ambassadors Drew Brees and Chris Simms, and featured PointsBet betting markets and analysis
- The segment concludes by driving viewers to our app, promoting immediacy ahead of game-time.

Leading integrations

BUCCANEERS-PATRIOTS SUNDAY NIGHT FOOTBALL (3 OCTOBER)
GAME AVERAGED 28.5M VIEWS INCLUDING STREAMING

POINTS BET PULSE



FOOTBALL NIGHT IN AMERICA ON SUNDAY NIGHT FOOTBALL



NBC Free to play App



POINTS BET IS
FULLY INTEGRATED
INTO NBC'S FTP APP,
PREDICTOR

POINTS BET HAS
EXCLUSIVE CONTENT AND
ADVERTISING RIGHTS TO
THE PREDICTOR APP

POWERED BY
POINTS BET

610,000

LEADS GENERATED FOR POINTSBET*

* Across all US states as at 31 December 2021

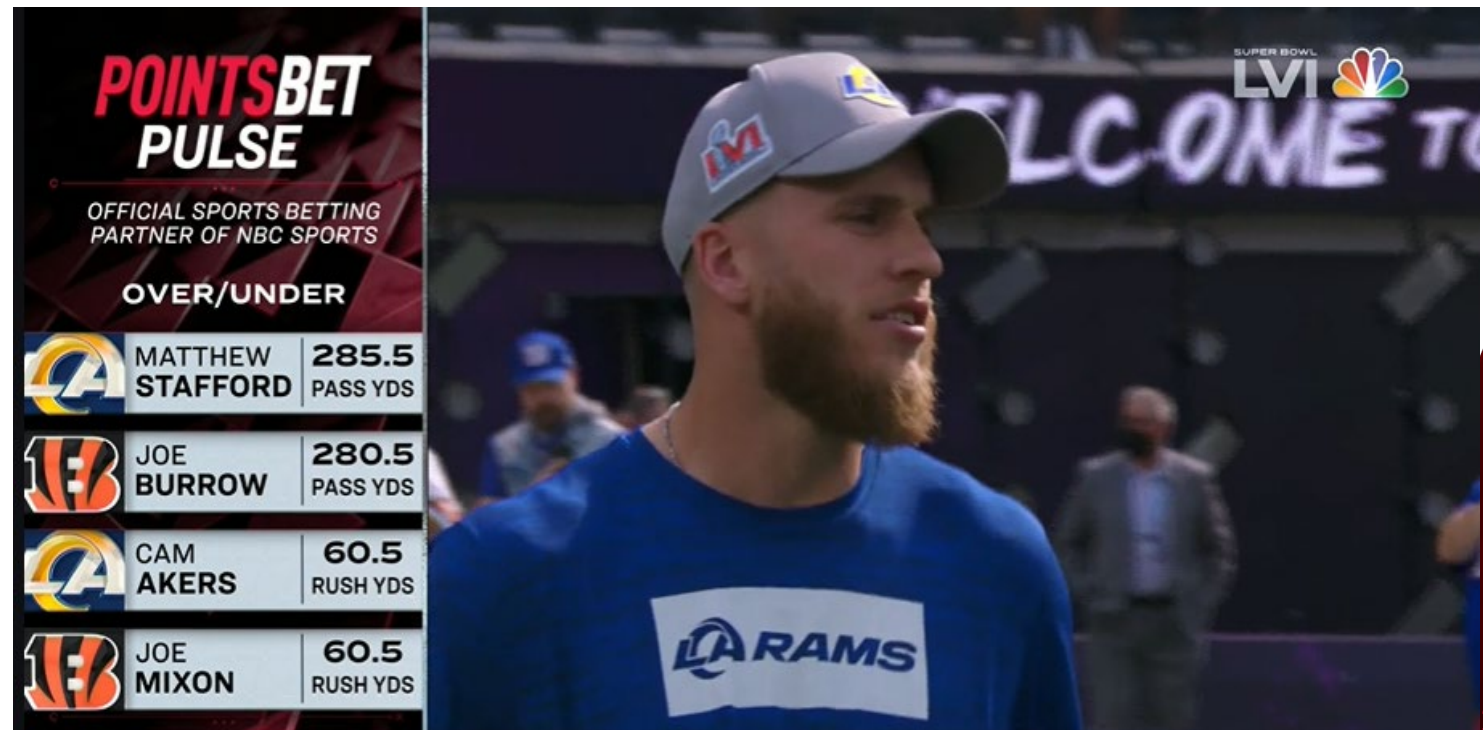
SUPER BOWL LVI

RECORD ACTIVITY

- ✓ Offered the most in-play and game day markets on Super Bowl LVI¹
- ✓ First ever sports betting integration into Super Bowl programming, including Pre-Game Segments and NBC Ticker Integration, with viewership in the tens of millions
- ✓ On average across all PBH states - 99.9% of bets placed within target of 1 second, ~90% within 250 milliseconds
- ✓ Live In-Play NFL Same Game Parlay launched as the only product of its kind

¹ As measured for New Jersey, includes spread markets for overall.

Super Bowl LV	POINTS BET	Comp1	Comp 2	Comp 3	Comp 4	Comp 5	Comp 6
Overall Game Day markets	932	719	707	512	426	397	298
In-Play markets	312	261	110	92	92	53	36



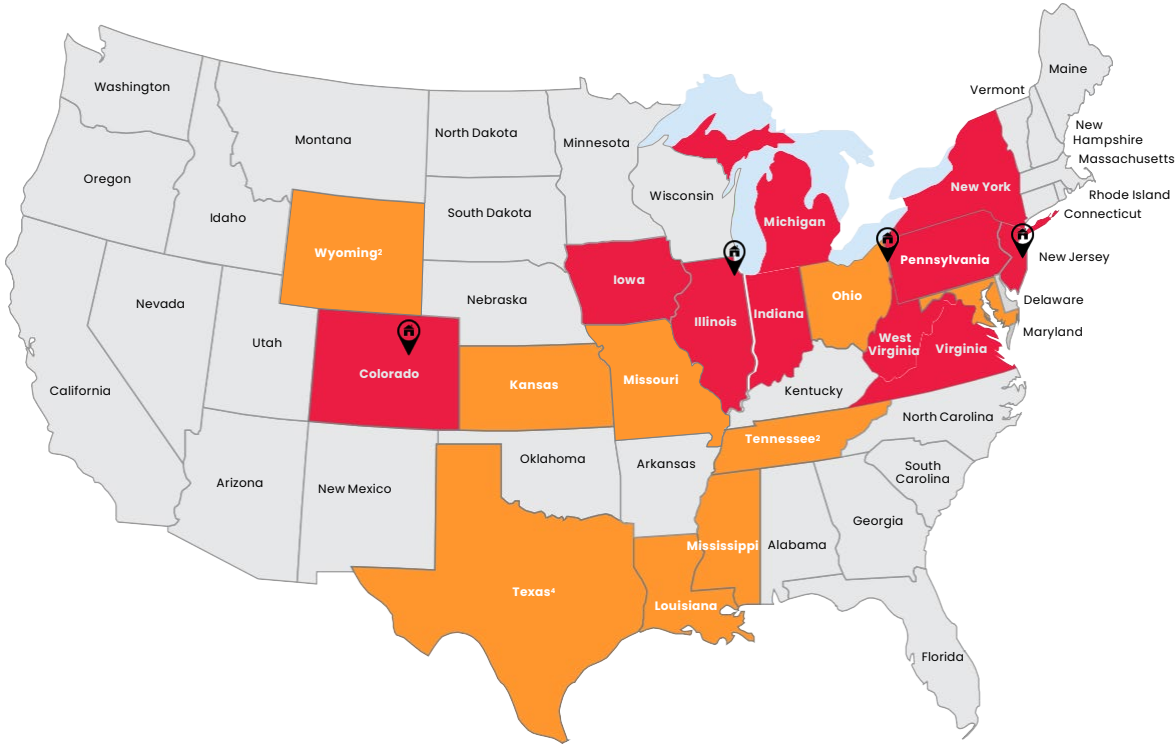
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US MARKET ACCESS, NEAR-TERM LAUNCHES AND STRATEGIC PARTNERSHIPS



- Live operations
- Market access partner secured or expected to be untethered
- States in which the Company is assessing market access opportunities
- 📍 PointsBet's North American Offices



DECEMBER 2021
LAUNCHED IN VIRGINIA



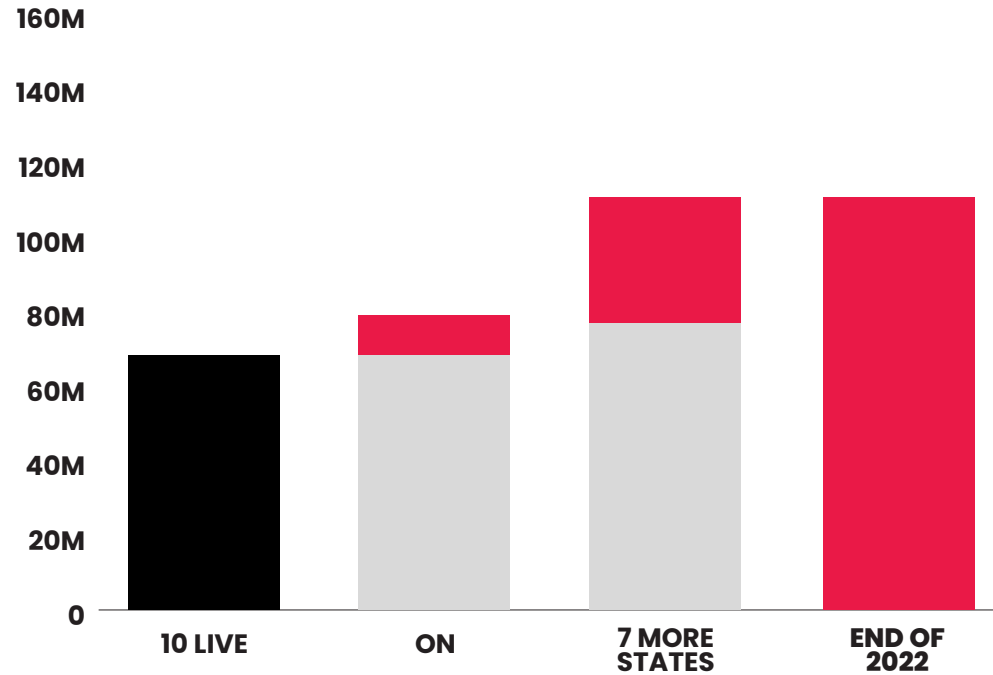
JANUARY 2022
LAUNCHED NEW YORK
 ONE OF ONLY 9 LICENSED OPERATORS



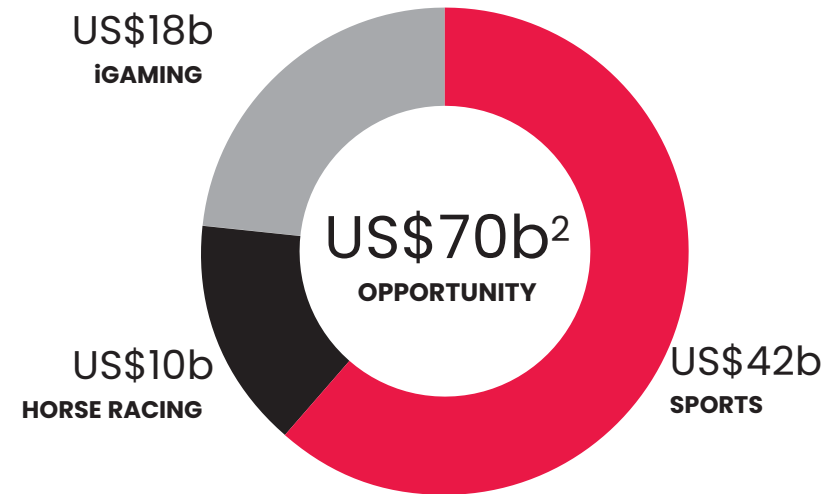
EXPECTED TO LAUNCH FEBRUARY 2022
PENNSYLVANIA TO LAUNCH INCLUDING iGAMING

US & CANADA INCREASING TAM

ADULT POPULATION IN PBH US/CANADA ROADMAP¹



NORTH AMERICA GGR 2033 TOTAL ADDRESSABLE MARKET



¹. Based on 18+ population in relevant jurisdictions; ². 2033 sports wagering revenue and iGaming revenue projections as per Goldman Sachs Global Investment Research dated 17 October 2021.

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Q&A
APPENDIX

POINTSBET



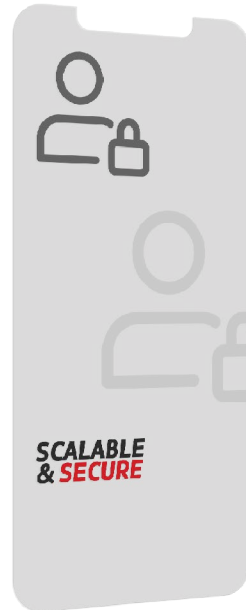
CONTINUED INVESTMENT IN PRODUCT AND TECHNOLOGY



- One Global Team and Platform delivering maximum synergies



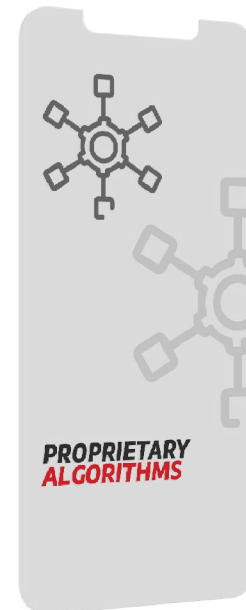
- Loosely couple architecture
- No Monoliths
- Single Code Base
- 100% cloud native
- Microservices
- Extensible



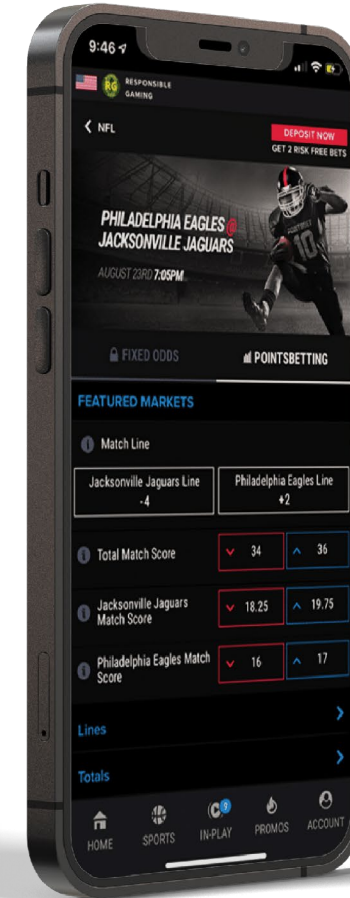
- Proven during peak days
- Melbourne Cup
- Superbowl



- Fast, easy to use
- Maximum efficiency
- Registratio
- KYC
- Depositing
- Withdrawal












- 99%+ of bets automatically accepted
- Auto resulting and promotional
- Fulfilment



Delivering in-play excellence and key product features

Same Game Parlay,
Name-A-Bet,
PointsBetting, Vision,
Personalisation and
iGaming

POINTSBET RANKS SECOND IN EILERS & KREJCIK'S APP-BY-APP TESTING

OVERALL RANK	APP	100% OWNED TECH STACK?
1	 FANDUEL	⊗
2 / 34	POINTSBET	✓
3	 DRAFT KINGS	✓
4	 BETRIVERS	⊗
5	 BETMGM	⊗ ¹
6	 SUGAR HOUSE	⊗
7	 WYNNBET	⊗
8	 BARSTOOL SPORTS	⊗
9	 bet365	✓
10	 FOXBET	⊗

Source: Eilers & Krejcik, Product Analysis: Testing, Scoring, And Ranking U.S. Sports Betting Apps report, Feb-22

UNLIKE MANY OF ITS PEERS, POINTSBET OWNS AND CONTROLS ITS OWN TECH STACK

Overall Rank
2nd/34
SPORTSBOOKS



Eilers & Krejcik
Gaming

Methodology

Eilers & Krejcik, an independent US research firm, tested 34 US sportsbetting apps in 4Q21, using a proprietary matrix consisting of the following categories:

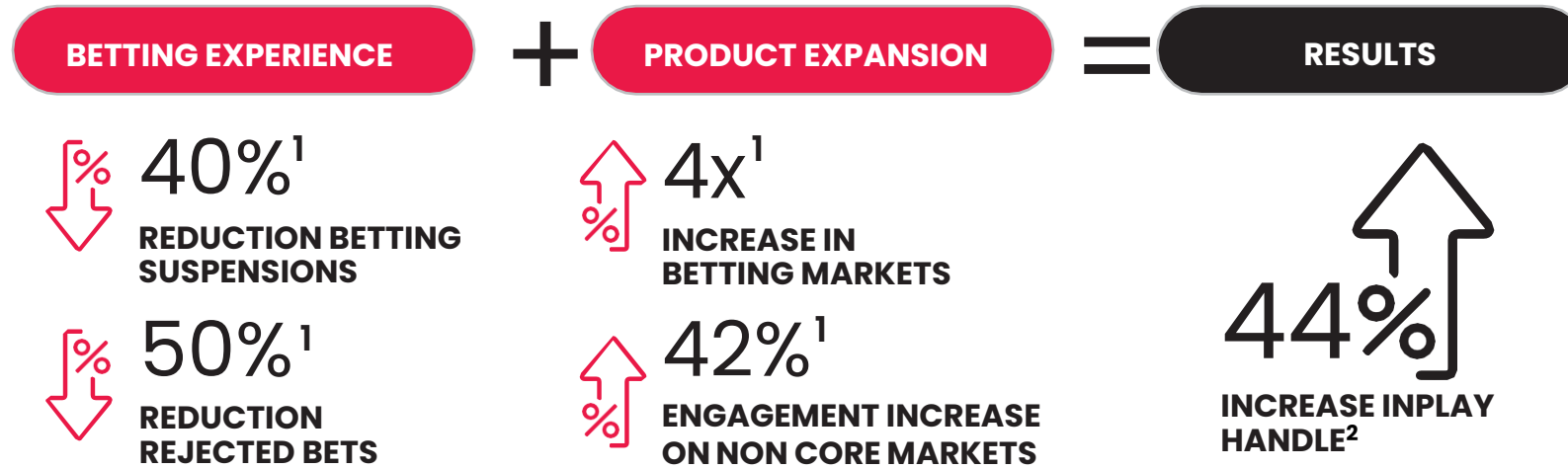
- 1. USER EXPERIENCE** - app navigation and speed
- 2. BETTING INTERFACE** - ease of finding, placing and checking bets
- 3. FEATURES** - cash out, live streaming and data visualisation
- 4. CORE** - sign-up, deposits and withdrawals
- 5. AESTHETICS** - clean and visually appealing

"POINTSBET CRASHES THE PODIUM. PointsBet took second place in our 4Q21 testing-its bets-ever ranking. Aesthetics and Core were relatively static scores for PointsBet, but it reaped the rewards of a well regarded suite of features and some minor improvements in UX and Betting Interface scores. PointsBet's Features category performance is especially noteworthy, where it had the second-largest score increase (+29% vs. 3Q21) among the top 10"

POINTSBET

Source: Eilers & Krejcik, Product Analysis: Testing, Scoring, And Ranking U.S. Sports Betting Apps report, Feb-22
1. BetMGM rely on Entain's technology stack.

NFL IN-PLAY IMPROVEMENTS POST BANACH UPGRADE



Industry first

100%
in-play uptime

During NBC's Saturday Playoff Game on January 15th, our customers experienced 100% uptime and no suspensions on in-game spread and moneyline bets, which **WE BELIEVE TO BE THE FIRST EVER RESULT OF THIS KIND IN THE U.S**

- + PLAYER PROPS
- + SAME GAME PARLAY
- + IMPROVED CASH OUT



Industry first
for NFL and NBA

Launch of
In-Play Same
Game Parlay
in January
2022

This is the **FIRST LAUNCH OF THIS PRODUCT TYPE BY A US SPORTS WAGERING OPERATOR**

1. Compares Weeks 1-9 of NFL 21/22 season (pre Banach upgrade) to weeks 10-18 of NFL 21/22 season (post Banach upgrade);
2. Compares Weeks 1-9 of NFL 21/22 season (pre Banach upgrade) to weeks 10-18 of NFL 21/22 season (post Banach upgrade) relative to total NFL handle in respective periods.

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OUR PEOPLE

POINTSBET INITIATIVES THIS HALF INCLUDE:

1. Focus on Diversity, Equity and Inclusion (**DEI**), and Employee Wellness program
2. Within DEI we have:
 - Hired a Head DEI;
 - Established a Committee of experts;
 - Joined 'Women in Sports Tech'; and
 - Worked towards increasing the number of women at PointsBet
3. Employee Wellness has remained incredibly important during the challenges of COVID, we have:
 - Launched a new Employee Assistance Program with a range of wellbeing solutions; and
 - Provided our people with more flexibility as we moved to a Hybrid workplace
4. We know that investing in our people and building an outstanding team is a competitive advantage and will help us deliver on our objectives

Diversity, Equity & Inclusion

- Established a 'DEI Committee' (Diversity, Equity & Inclusion)
- Engaged a Vice President of DEI to lead sustainable change
- Joined 'Women in Tech' (WiST) in the US
- Increased global female participation from 15% to 18% during 2021

LEARNING

- Continued focus on compliance training including Anti-Money Laundering and Cybersecurity
- Supporting the prevention of Sexual Harassment and increased Responsible Gambling awareness
- Continued investment in technology capability development

WELLNESS

- Launched a new EAP (Employee Assistance Program) and MindFit App in Australia, with heightened focus on Mental Health and Wellbeing
- Continued support of employees through Covid lockdowns and Return to Work safety measures globally

PERFORMANCE

- Improved performance and talent management processes were implemented including 360-degree reviews, performance reviews, and succession planning

ENGAGEMENT

- The Global Acquisition and Matching Equity (GAME) Plan was launched in September 2021, allowing employees to participate in the growth of the Company through the purchase and matching of shares

COMMUNITY

- Created a global 'Sustainability Committee' to drive CSR strategy and initiatives
- Increased focus on supporting local charities and community groups including Lifeblood

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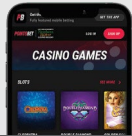


POINTS BET HAS THE BUILDING BLOCKS IN PLACE TO BE A MARKET LEADER

MARQUEE MEDIA PARTNERSHIP



LAUNCHED
IGAMING
PRODUCT
MICHIGAN,
NEW JERSEY
AND WEST
VIRGINIA



LEADING BRAND AMBASSADORS



IN-HOUSE MARKET-LEADING TECHNOLOGY STACK

PROFITABLE AUSTRALIAN BUSINESS
COUPLED WITH GROWING U.S. BUSINESS

BANACH
COMPLEXITY SIMPLIFIED

Overall Rank
2nd/34
SPORTSBOOKS

Eilers & Krejcik
Gaming

PREMIUM
STRATEGIC
PARTNERSHIPS



\$523.3M
CASH
BALANCE⁽³⁾

MARKET-LEADING EXECUTION TEAM
539 EMPLOYEES GLOBALLY⁽⁴⁾

**NORTH AMERICAN MARKET
ACCESS – OPERATIONAL IN 10
US STATES¹ / 72M+ POP¹**

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STATUTORY P&L

A\$m ¹	H1 FY21	H1 FY22
Revenue ²	75.1	139.1
Cost of sales	(49.5)	(84.4)
Gross profit	25.6	54.7
Other income	0.4	0.2
Sales and marketing expense	(62.9)	(124.1)
Employee benefits expense	(22.6)	(44.2)
Product and technology expense	(6.0)	(7.9)
Administration and other expenses	(5.8)	(9.3)
Total operating expenses	(97.3)	(185.5)
EBITDA	(71.3)	(130.6)
Net finance costs	(0.4)	(4.5)
Net foreign exchanges gains/(losses)	(9.6)	1.6
Depreciation and amortisation expense	(4.3)	(12.9)
Loss for the year after tax	(85.6)	(146.4)

Note:

1. Average AUD / USD FX rate 0.7319 for 1H FY22;

2 Revenue is measured at the fair value of the consideration received or receivable from Clients less GST, free bets, promotions, bonuses and other fair value adjustments, B2B revenues and ADW revenues in the US.

RECONCILIATION TO STATUTORY P&L

A\$m ¹	HI FY22 Normalised	Adjustments	HI FY22 Statutory
Revenue ³	139.1	-	139.1
Cost of sales	(84.4)	-	(84.4)
Gross profit	54.7	-	54.7
Other income	0.1	-	0.2
Sales and marketing expense	(124.1)	-	(124.1)
Employee benefits expense	(37.8)	(6.3)	(44.2)
Product and technology expense	(9.1)	1.2	(7.9)
Administration and other expenses	(9.8)	0.5	(9.3)
Total operating expenses	(180.8)	(4.6)	(185.5)
EBITDA	(126.0)	(4.6)	(130.6)
Net finance costs	0.4	(4.9)	(4.5)
Net foreign exchange gains / (losses)	-	1.6	1.6
Depreciation and amortisation expense	(11.0)	(1.9)	(12.9)
Loss for the year after tax	(136.6)	(9.8)	(146.4)

A\$m ¹	HI FY22 ²
Interest on financial liability	2.9
Fair value loss on financial liability	1.6
Share based payments (non-cash) – employee share option plan (ESOP) and Key Employee Equity Plan (KEEP)	5.3
Impact of AASB 16 Leases	0.2
Net foreign exchange losses	(1.6)
Start-up costs for Canadian operation	1.4
Total significant items and adjustments	9.8

- Note:**
1. Average AUD / USD FX rate 0.7319 for 1H FY22;
 2. An individual significant adjustment may impact multiple P&L line items;
 3. Revenue is measured at the fair value of the consideration received or receivable from Clients less GST, free bets, promotions, bonuses and other fair value adjustments, B2B revenues and ADW revenues in the US.

RECONCILIATION OF NET WIN TO NET REVENUE

A\$m ¹	H1 FY22
Net Win (inclusive of Goods and Services Tax)	146.7
Deduction for Goods and Services Tax	(9.8)
Fair Value adjustments and B2B / ADW revenue streams	2.2
Total Reported Revenue	139.1

Note:

1. Average AUD / USD FX rate 0.7319 for 1H FY22.