

**24 March 2022**  
**ASX Announcement**  
**RAS Technology Holdings Limited (ASX: RTH)**

## **INVESTOR PRESENTATION**

RAS Technology Holdings Limited (**'Racing and Sports'** or the **'Company'**) (ASX:RTH) is pleased to announce its participation in the Ord Minnett Wealth Management Conference Leisure, Tourism and Gaming Day on Thursday 24 March 2022.

Chief Executive Officer Stephen Crispe will provide an overview of the Company which is a leading provider of fully integrated premium data, enhanced content and wagering technologies to the global racing and wagering industries.

A copy of the investor presentation to be delivered during the conference is attached.

**This announcement was authorised for release by the Board of RTH.**

### **For Further Information:**

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[Melissa.hamilton@mcpartners.com.au](mailto:Melissa.hamilton@mcpartners.com.au)

### **About Racing and Sports**

Founded in 1999, RAS Technology Holdings Limited (**Racing and Sports**) is a leading provider of fully integrated premium data and enhanced content to the global racing and wagering industries. It services consumer and enterprise markets and its clients span the spectrum of the racing and wagering industries such as Entain Group (including Ladbrokes and Neds), Flutter Group (including Sportsbet, Paddy Power and Betfair), Tabcorp, BlueBet Holdings Limited (ASX: BBT), Bet365, Singapore Pools, Australian Turf Club, Hong Kong Jockey Club and Racing Victoria.

### **Important Notice**

RAS Technology Holdings Limited ACN 650 066 158 (ASX: RTH) has prepared the information in this announcement. This announcement has been prepared for the purposes of providing general information only. It does not constitute an offer, invitation, solicitation or recommendation regarding the purchase or sale of any securities in RTH, nor does it constitute financial product or investment advice, nor take into account your investment, objectives, taxation situation, or financial situation or needs. Any investor must not act based on any matter contained in this announcement in making an investment decision but must make its own assessment of RTH and conduct its own investigations and analysis. Past performance is not a reliable indicator of future performance.

A background image showing several horses and jockeys in motion during a race. The focus is on the mid-section and legs of the horses, with jockeys wearing silks and boots. The scene is dynamic, with motion blur suggesting speed.

**RACING<sup>AND</sup>SPORTS**

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# **RAS TECHNOLOGY HOLDINGS LIMITED**

**RACING AND SPORTS SERVICES THE GLOBAL  
WAGERING INDUSTRY PROVIDING PREMIUM DATA,  
ENHANCED CONTENT AND SAAS SOLUTIONS**

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Presentation | March 2022

This presentation has been prepared by RAS Technology Holdings Limited ACN 650 066 158 (Company or Racing and Sports) and has been authorised for issue by the Board of the Company. This presentation contains summary information about the Company and its subsidiaries (Group) and the business conducted by the Group as at the date of this presentation. The information in this presentation is general information and in summary form and does not purport to be complete or comprehensive. This presentation should be read in conjunction with the Company's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange.

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A number of figures, amounts, percentages, estimates and calculations of value in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

All dollar values are in Australian dollars (A\$), unless otherwise stated.

The operating and historical financial information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of the Company's views on the Group's future performance or condition. You should note that past performance of the Group cannot be relied upon as an indicator of (and provides no guidance as to) future Group performance.

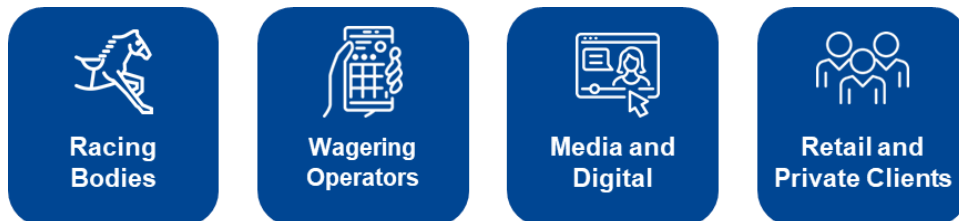
This presentation may contain forward-looking statements with respect to the operations and business of the Group. The assumptions underlying these forward-looking statements involve circumstances and events that have not yet taken place, and which are subject to uncertainty and contingencies outside the Company's control. Readers are cautioned not to place undue reliance on any forward-looking statements. The Company does not undertake any obligation to publicly release the result of any revisions to forward-looking statements in this presentation or to otherwise update forward-looking statements, whether as a result of new information, future events, or otherwise, after the date of this presentation, except as required by law.

# 1. BUSINESS OVERVIEW

# RACING AND SPORTS OVERVIEW

*Racing and Sports services the global wagering industry providing premium data, enhanced content and SaaS solutions*

## Key Customer Segments



## Competitive Advantages



## Operational Jurisdictions



## Key Customers

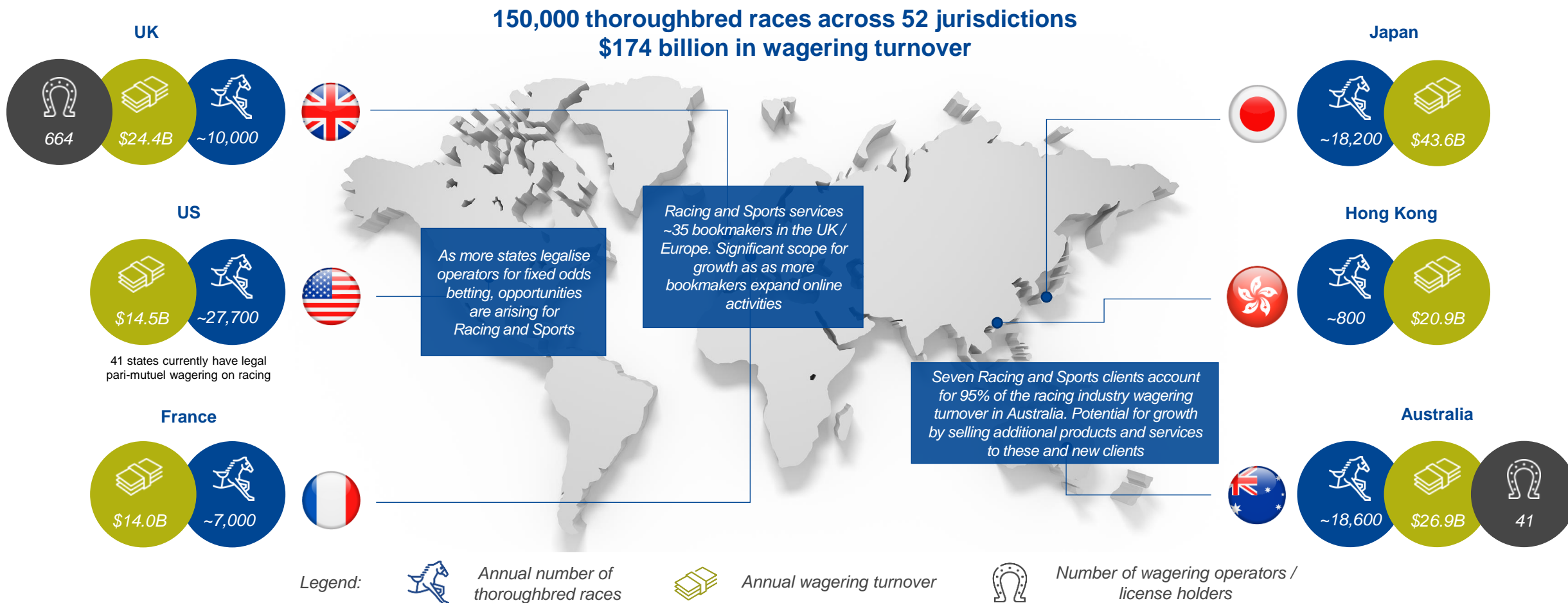


## Key Lines of Business

	<b>Wholesale Data and Premium Content Distribution</b>	<p>Wagering operators integrate Racing and Sports' premium data and content to drive customer participation, retention and wagering turnover.</p> <p>Racing and Sports is trusted to enhance and distribute data and content, on behalf of racing authorities and data rights holders, to B2B customers.</p>
	<b>Wagering Technology and Services</b>	<p>Wagering operators use Racing and Sports' hosted back-office managed trading solutions for efficiencies, cost savings and reduction in trader headcount. Wagering tools are designed to encourage participation and facilitate increased turnover.</p> <p>Our trusted Race-Day Control provides a managed service for wagering operators, controlling race-day event triggers and information updates to facilitate wagering activities.</p>
	<b>Specialist Data Services</b>	Premium products and data services available to our retail and private customers. These are sold through direct subscription and fee-for-use via the Racing and Sports' website.
	<b>Digital, Media and Other</b>	Media, digital, publishing, advertising and integrity services.

# GLOBAL WAGERING INDUSTRY OVERVIEW<sup>1</sup>

Racing and Sports provides premium data, enhanced content and a SaaS solutions for key markets and emerging wagering regions outlined below



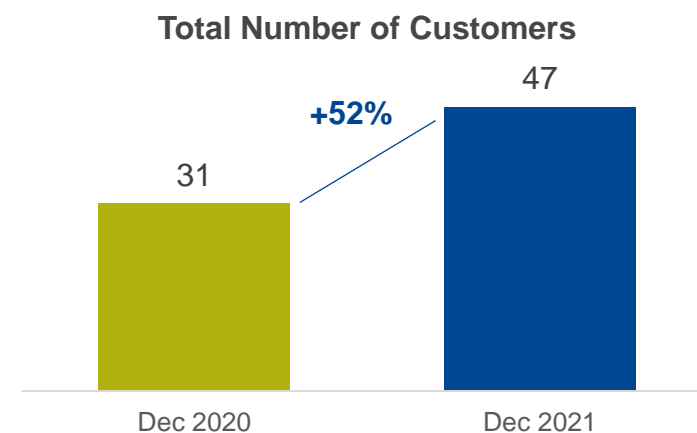
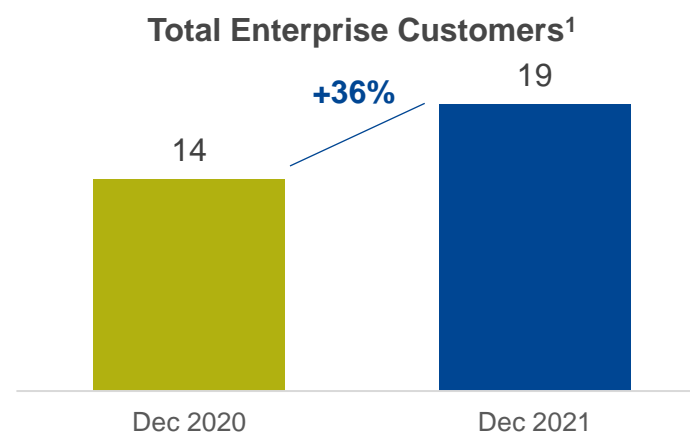
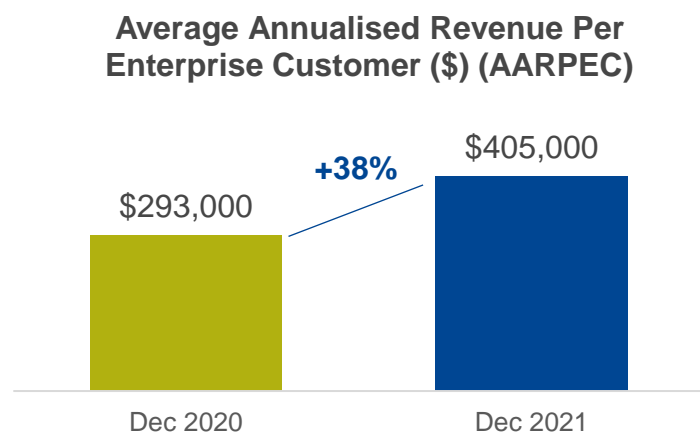
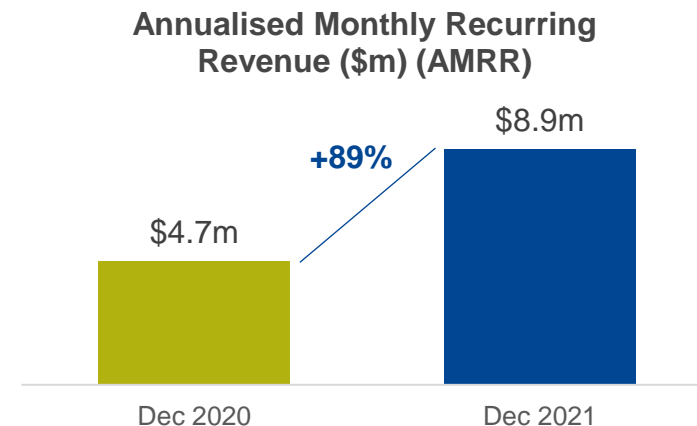
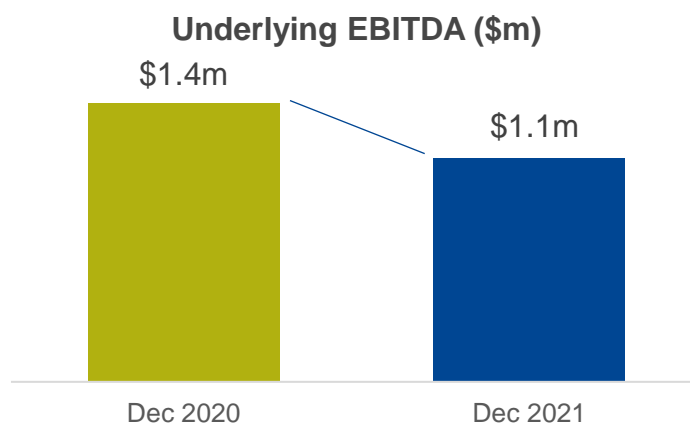
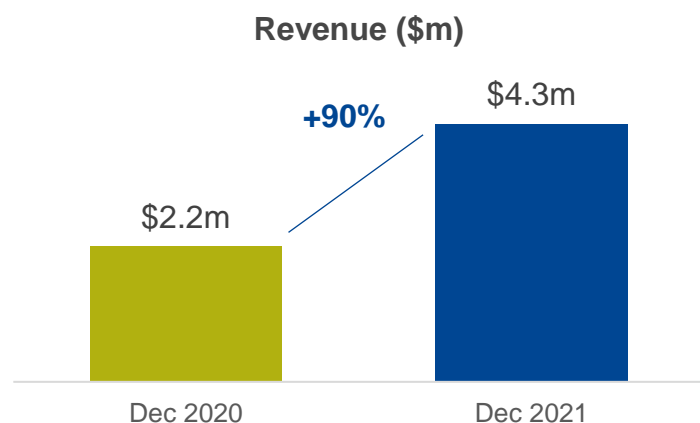
Source: Frost and Sullivan, 2021.

Notes: 1. All dollar figures expressed in Australian dollars. 2. Emerging regions include markets such as Saudi Arabia, Bahrain and Mexico.

# 2. HALF YEAR REVIEW

# KEY PERFORMANCE METRICS

Revenue growth from new customer acquisitions and additional product and service offerings.  
Underlying EBITDA excludes IPO costs and non recurring expenses.



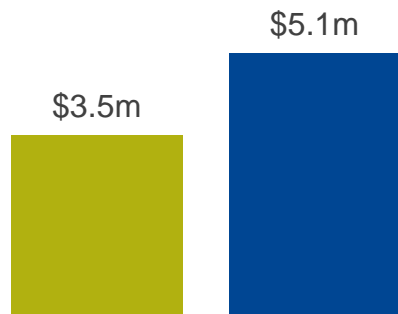
**Notes:**

1. Underlying EBITDA, refer to slide 19
2. Enterprise Customer determined as a customer on a contract exceeding \$50,000 per annum

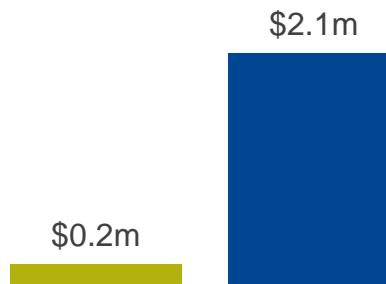
Wagering and technology is the fastest growing sector with >8 fold increase in AMRR. Continued strong growth in Data and Enhanced Content for both wholesale and specialist segments, with strong demand from international customers.

## Annualised Monthly Recurring Revenue

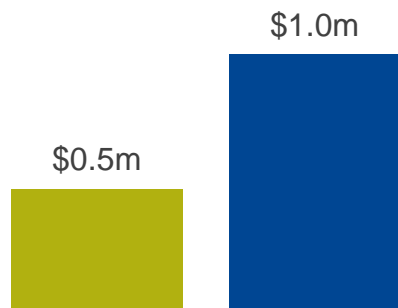
Wholesale Data and Content



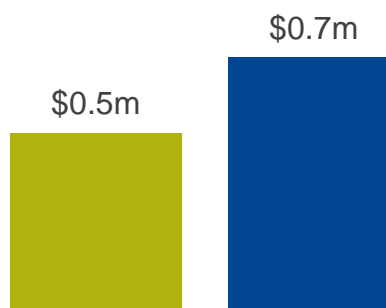
Wagering Technology & Services



Specialist Data Service

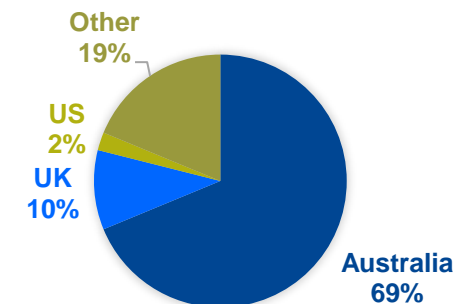


Digital, Media and Other

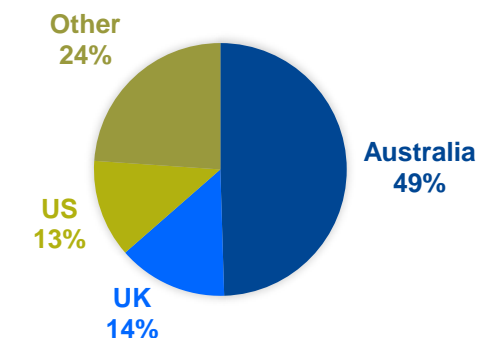


■ 31-Dec-20 ■ 31-Dec-21

REVENUE BY JURISDICTION  
31 DEC 2020



REVENUE BY JURISDICTION  
31 DEC 2021



✓ Completed the Initial Public Offer	✓ Expanded its Board & Executive Team	✓ Grew The Underlying Business
<ul style="list-style-type: none"> <li>On 23 November 2021, RAS Technology Holdings Limited (RTH) completed an Initial Public Offering (IPO) and became listed on the Australian Stock Exchange (ASX)</li> <li>RTH issued 9,333,334 new shares and raised \$11.2m (net of costs)</li> <li>RTH has started deploying those funds in line with the strategic growth initiatives of International expansion, product evolution in the Sports and Wagering Technology</li> </ul>	<ul style="list-style-type: none"> <li>Racing and Sports has been a longstanding provider of racing services to some of the largest racing bodies, wagering operators and media organisations in Australia</li> <li>Racing and Sports intends to leverage these relationships domestically by increasing service offerings, and internationally by developing key relationships across the industry value chain</li> <li>The strong and experienced Board and Executive team are exceptionally well equipped to drive and guide the business into the future to take advantage of global opportunities</li> </ul>	<ul style="list-style-type: none"> <li>Racing and Sports continued to grow the business with a 90% pcp increase in Revenue for the 6 months to 31 December 2021</li> <li>RAS has also increased the AMRR by 89% to \$8.9m as at 31 December 2021</li> </ul>
✓ Expanded International Reach	✓ Established Strategic Partnerships	✓ Aligned Key Resources with Growth Strategies
<ul style="list-style-type: none"> <li>Resourcing uptick to take advantage of opportunities, partnership with XBNet in the US for the expansion in Wagering Technology and Services, continued enterprise customer increase, and positioning in UK, Europe and North America for growth through partnerships and direct execution</li> </ul>	<ul style="list-style-type: none"> <li>Entain Holdings Pty Limited (a subsidiary of Entain plc) established as a significant investor through the IPO process. Entain plc is one of the world's largest wagering operators.</li> <li>Expanded relationship with XB-Net who represent over 70% of US racetracks for export globally.</li> </ul>	<ul style="list-style-type: none"> <li>Racing and Sports has focused on the appointment of key hires to critical positions identified for the successful continuation of the Company's growth strategy (refer to slide 14)</li> <li>These key roles provide the Company with significant experience and understanding of the US consumer and operator landscape (across racing and the emerging sports betting market) as well as experience in developing and marketing betting products globally</li> </ul>

# 3. NEXT HALF PLANS

Racing and Sports has the strategic relationships and experience, combined with premium data, enhanced content and a SaaS technology solutions to take advantage of Australian and global opportunities



## US Strategy

Developing premium 'regionalised' products and services. Leveraging strategic partnerships as States legalise fixed odds wagering for racing and sports events. Currently signing a key partnership to fast-track US expansion



## UK/Europe Strategy

Leverage key partnerships and increase brand awareness to pursue data, content and SaaS opportunities with wagering operators and white label sportsbook providers. Launch of UK B2C website to monetise brand and product offerings



## Sports

Develop new sports data, technology services and products for existing and new B2B wagering operators including B2C retail channels



## Expand Wagering Technology

Target wagering and sportsbook operators in target markets for expansion of the wagering platform (SaaS), trading manager (SaaS) and raceday control services



## B2C

Leverage brand, media and digital assets to expand retail products and website that currently attracts over 2 million unique users per annum



## Acquisitions

Identify and engage with companies in key territories with a focus on racing, sports, data and technology to accelerate growth



## Talent

Seek experienced talent in Australia, UK and the US to provide additional capacity and support growth, establish key networks, and foster relationships



## R&D & Innovation

Continue R&D allows rapid prototyping of new technologies, products and services such as the Global Data Hub

# 4. RECENT BUSINESS

## Greyhound Board of Great Britain (GBGB)

### Greyhound Board of Great Britain (GBGB) partner Racing and Sports

- Racing and Sports and GBGB are pleased to announce a long-term arrangement, as the appointed partner of the GBGB, governing body of UK greyhound racing.
- GBGB is an important organisation in the UK as they are the governing body for all UK Greyhound racing and this strategic relationship is designed to develop, promote and innovate data and products for greyhound aficionados and drive engagement with the younger audience, who are not as familiar with greyhound racing.

## Sky Racing World (Tabcorp subsidiary)

### Expanded the Sky Racing partnership to bring a new and enhanced digital and media offering to US wagering operators.

- Partnership objectives are to maximise the opportunities that are arising in the North American racing and sports markets.
- Sky Racing World to promote the Racing and Sports brand, data, informatics, editorial content, and wagering technology including fixed-odds price manager to North American wagering operators.

## North American Market

### Continuing to evolve North American direct and channel go to market strategy ahead of racing fixed odds

- Fixed odds wagering on Sports in the North American market has been licensed in more than 20 States and has proven a tax bonanza for those State Governments.
- Fixed odds wagering on Horse racing is licensed in only New Jersey, still a “wait and see” attitude to fixed odds horse race betting in other States.
- Pari-mutuel opportunities exist for Racing And Sports to supply enhanced data, content and analytics to wagering operators in North America.
- Strategic Partnerships in North America include:
  - ❖ Entain Holdings Pty Limited (a subsidiary of Entain plc) established as a significant investor through the IPO process. Entain plc is one of the world’s largest wagering operators and has a major partnership with BetMGM, one of the biggest wagering operators in the US.
  - ❖ Expanded relationship with XB-Net who represent over 70% of US racetracks for export globally.
  - ❖ Sky Racing partnership providing increased access to existing North American wagering operators.

# APPENDIX

# RESOURCES ALIGNED TO GROWTH STRATEGY





**Gary Crispe**  
**Executive Director and Chief Commercial Director**

Gary is a co-founder of Racing and Sports and a highly respected thoroughbred industry expert.

Gary heads the executive team within Racing and Sports, driving strategic growth and overseeing the expansion of the business model globally, with a specific immediate focus on the US market.

Gary has been part of the executive team that has led Racing and Sports since 1999 and has developed the strategy that has seen the overseas expansion.

Gary holds bachelor degrees in economics and civil engineering.



**Stephen Crispe**  
**Chief Executive Officer**

Stephen is an experienced business builder who has founded, operated and sold a successful technology services and consulting business.

He is a proven leader and has demonstrated business acumen.

Over the past 20 years, Stephen has held various positions at Racing and Sports, across technology, strategy and business development, providing him with an extremely comprehensive perspective in his role as Chief Executive Officer.



**Andrew Burns**  
**Chief Financial Officer**

Andrew has over 25 years' experience in senior leadership roles and has significant ASX experience undertaking CFO roles for Openpay Ltd, where he led the finance function through its IPO in 2019 and multiple subsequent capital raises, and The Citadel Group Limited (ASX:CGL), where he undertook the role of CFO for 11 years.

Andrew has strong technical competencies in financial management, accounting and process improvement techniques with a focus in B2B technology and businesses.



**Robert Vilkaitis**  
**Chief Technology Officer**

Robert is one of Australia's foremost horseracing information technology specialists, and co-founder of Racing and Sports.

Robert's key responsibilities include executive leadership, technology vision and product development, leading IT planning, software and the delivery schedule for high transaction applications.



**Brent Dolan**  
**Commercial Director, UK**

Brent brings more than 45 years' of high-level experience in the betting and gaming industry in the UK.

Brent has proven results from his time working with large racing-related companies at the executive management level. He also maintains the relationships with industry C-suite contacts around the world.

Brent has lead responsibility for driving Racing and Sports' expansion in the UK, Europe and the US.



**Kate Carnell**  
Non-Executive Chair

Kate Carnell is an experienced company director and CEO.

Kate has held positions at the Australian Small Business and Family Enterprise Ombudsman, and the position of CEO at the Australian Chamber of Commerce and Industry, Beyond Blue, Australian Food and Grocery Council, Australian General Practice Network, and National Association of Forest Industries.

Kate is a fellow of the Australian Institute of Company Directors and the Australian Institute of Management. She holds a bachelor's degree in pharmacy from the University of Queensland.



**Gary Crispe**  
Executive Director and Chief Commercial Director

Gary is a co-founder of Racing and Sports and a highly respected thoroughbred industry expert.

Gary heads the executive team within Racing and Sports, driving strategic growth and overseeing the expansion of the business model globally, with a specific immediate focus on the US market.

Gary has been part of the executive team that has led Racing and Sports since 1999 and has developed the strategy that has seen the overseas expansion.

Gary holds bachelor degrees in economics and civil engineering.



**Greg Nichols**  
Non-Executive Director

Greg Nichols is an internationally renowned leader within thoroughbred horseracing, sport and wagering, with global prominence as a senior executive for more than 30 years.

Greg is currently a Non-executive Director of Racing Australia, having previously also held the position of Chairman. Greg is currently a Non-Executive Director of Racing Victoria and Chairman of the AFL Coaches' Association. Greg was formerly the Chief Executive of the British Horseracing Board and has also held the position of Managing Director for Sporting Affairs at Betfair UK.

Greg holds a Graduate Membership of the Australia Institute of Company Directors (GAICD).



**Sophie Karzis**  
Non-Executive Director

Sophie is a qualified legal practitioner specialising in ASX Listing Rules and corporation law.

Sophie has provided general counsel and company secretarial services to a number of ASX-listed companies, such as Adacel Technologies Limited, Afterpay Limited, Gale Pacific Limited, Johns Lyng Group Limited, Maggie Beer Holdings Limited, Midway Limited and Whispir Limited.

Sophie currently holds non-executive directorship roles at Touch Ventures Limited and Collingwood Football Club Foundation. Sophie is a former non-executive director of ASX-listed Crowd Media Holdings Limited. Sophie holds bachelor degrees in law and jurisprudence from Monash University.



**James Palmer**  
Non-Executive Director

James is an experienced CFO and Board Director, currently providing CFO advisory services to early-stage, fast growth companies and servicing on the boards of Lava Blue Ltd, Epicorp Ltd, ACT Auditor General (Chair of Audit & Risk Committee) and Project Independence Ltd (Audit & Risk Committee). James' previous experience includes CFO of ArchTIS (ASX:AR9), CFO of Seeing Machines Ltd (AIM:SEE), as an audit partner at Ernst & Young where he was managing partner of the Canberra audit practice for six years, and as a board member for a series of private and not-for-profit organisations. James is a fellow of the Institute of Chartered Accountants and is a Graduate of the Australian Institute of Company Directors. James holds a Bachelor of Science (Hons) from Manchester University.