

**16 November 2023**

**ASX Announcement**

**RAS Technology Holdings Limited (ASX: RTH)**

## **2023 Annual General Meeting CEO Address**

Good afternoon and welcome to our Annual General Meeting.

I'm pleased to have the opportunity to recap our strong FY23 results, as well as highlight our continued momentum into FY24, including our positive year-to-date results that were released on Tuesday.

Key deals in FY23 included the multi-year Tabcorp data and content deal, growth in the Picklebet MTS turnover, and content and data deals for Entain, amongst others.

Our growth and momentum have pleasingly been achieved through a combination of an uplift in our sales cadence, strategic hires across UK and Australia, continued innovation, and importantly, execution and delivery against our strategic plan. We have a strong pipeline of opportunities across all geographies and are confident in our ability to convert these into both meaningful and long-term deals.

The business is now very different to where we were even 2 years ago. We are now highly focussed on sustainable growth, through disruption to established markets, new products and services, emerging trends and markets, and careful cost management through a high degree of automation and AI.

Globally we're seeing many changes in the racing and wagering landscape. These include:

1. Increased cost pressures on wagering operators,
2. Demand for rights holders to keep their products relevant and attract new audiences,
3. A push for globalisation in the industry and payment of relevant fees to rights holders,
4. Increased social pressure on accountability and protections for vulnerable users, and
5. A push by wagering operators to attract and retain new customers.

With the changing landscape and challenges, Racing and Sports is perfectly positioned to provide products and solutions that address all of these areas of

concern, including solutions to drive customer participation and turnover, reduce wagering operators' trading cost, provide media and socially appropriate advertising opportunities, and support rights holders through enhancement and distribution of their racing products to a diverse global audience.

We enter FY24 with continued focus on:

1. Growth in the UK and Europe markets,
2. Development and commercialisation of our flexible trading strategy; and
3. monetisation of our high traffic website.

I'm proud of my executive team for their professionalism, hard work, and dedication. There has been a lot of change and evolution within the business which wouldn't have been possible without considerable effort and expertise from them all.

Lastly, I would like to thank our Board which is led by our Chair Kate Carnell and supported by Gary Crispe, Sophie Karzis, Greg Nichols, and James Palmer – they have all been highly valuable throughout the year with their input towards the growth, strategy, and evolution of the business.

- Ends

This announcement was authorised for release by the Board of RAS.

For Further Information:

**Investor Enquiries:**

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**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 (ASX:TAH), BlueBet Holdings Limited (ASX:BBT), Bet365, Singapore Pools, Australian Turf Club, Hong Kong Jockey Club and Racing Victoria.

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