

# RACING AND SPORTS

ORD MINNETT

## TECH CONFERENCE

4 JUNE 2024



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## VISION STATEMENT

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**“To be the global leader  
in data, analytics and  
technology for the wagering  
and racing industries”**

**RIS**

# EXECUTIVE SUMMARY

## ENHANCED INFORMATION SERVICES

- Leading B2B Data Services
- Advanced form & analytics
- Predictive models & tips

## WAGERING TECHNOLOGY

- Trading Manager Platform
- Managed Trading Service
- Complete Racing Solution

## DIGITAL & MEDIA

- Global media services
- High value advertising
- Digital innovation



Continued strong organic growth



Improving operating leverage as the company scales and moves towards profitability



Significant deals announced to strengthen revenue going forward



Strong pipeline providing growth opportunities in all business units globally



Well positioned to deliver wagering operators cost efficiencies and innovative products to drive turnover

# GLOBAL OPERATIONS

## KEY LOCATIONS



Head office in Canberra since 1999



UK office opened in York in 2019 to support UK and Europe operations



IT Development, operations and support office in Colombo, Sri Lanka established in 2016



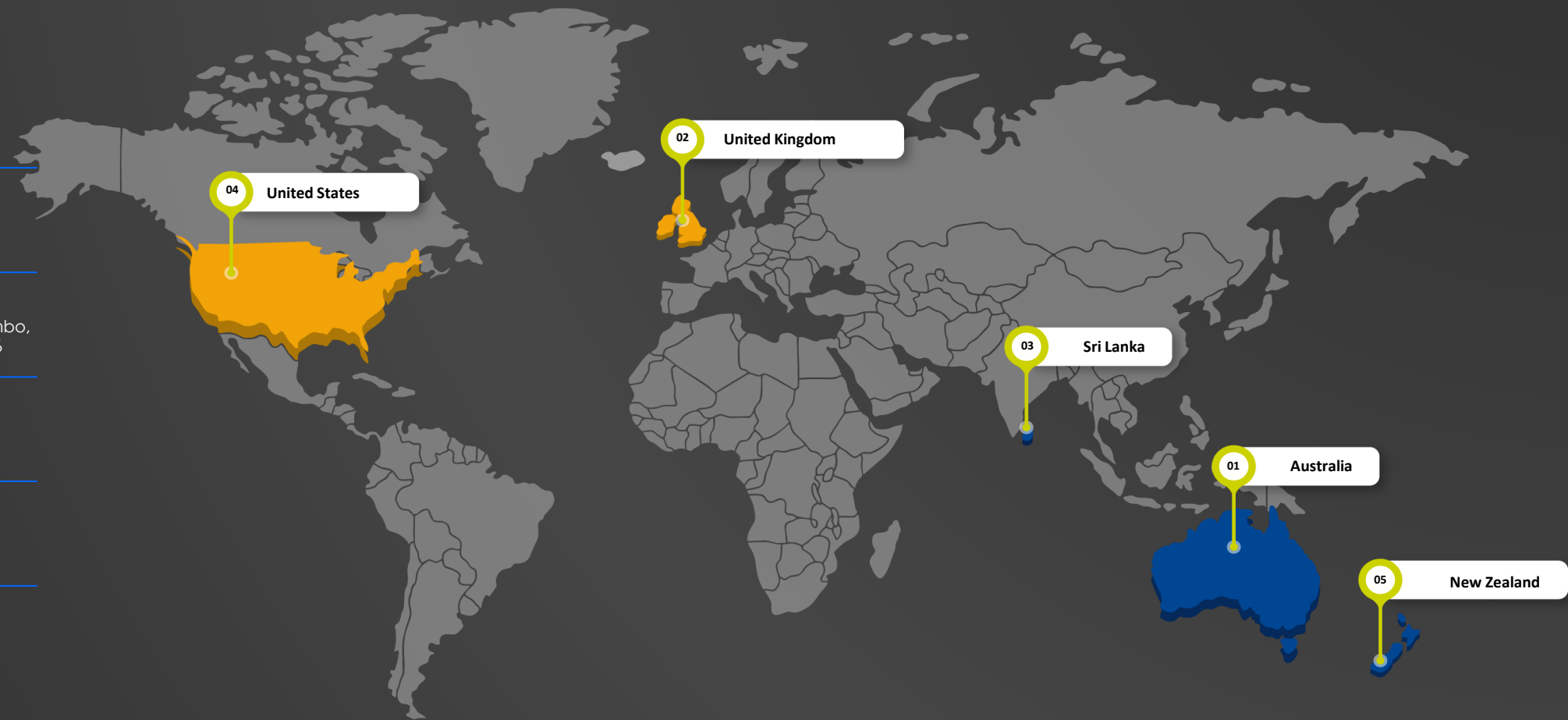
USA co-location with Sky Racing World in Las Vegas



NZ Operations office for race day control, operating since 2021



Key Growth Markets



# CUSTOMERS

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## ENHANCED INFORMATION SERVICES

### WAGERING OPERATORS



### WAGERING & DATA



### DATA PARTNERS



## DIGITAL & MEDIA

### DIGITAL & MEDIA



## WAGERING TECHNOLOGY

### WAGERING TECHNOLOGY





# FY24 BUSINESS HIGHLIGHTS



Agreement with leading global online casino and sportsbook Stake.com to provide a complete racing solution for them to launch racing to their large global customer base.



Expanded relationship with Racing and Wagering Western Australia (RWAA) with RAS selected as provider of premium racing content for RWAA's international offering.



Signed landmark deal in the UK with platform provider Playbook Engineering, which was a strong endorsement of RAS's UK Strategy.



Successfully secured UK and French data rights. This positions RAS well to compete as premium servicing provider in the UK and European markets.



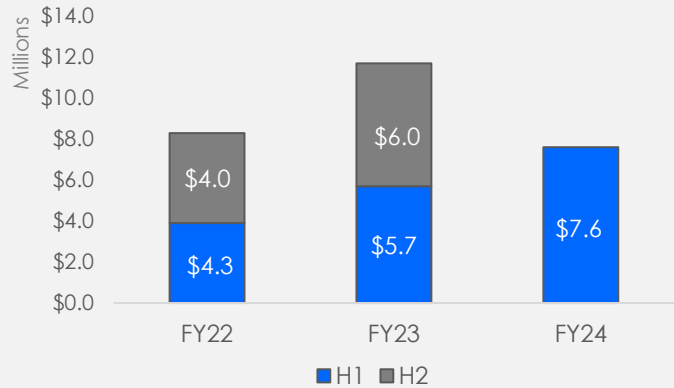
Strong growth in Digital advertising (AMRR up 90% YOY in 1H24) including the launch of new virtual betting ring odds comparison service on RAS's website.



Recent new deals include deal extension with Tabcorp, extended agreement with Entain Group and contract extension with Bet365.

# FINANCIAL PERFORMANCE

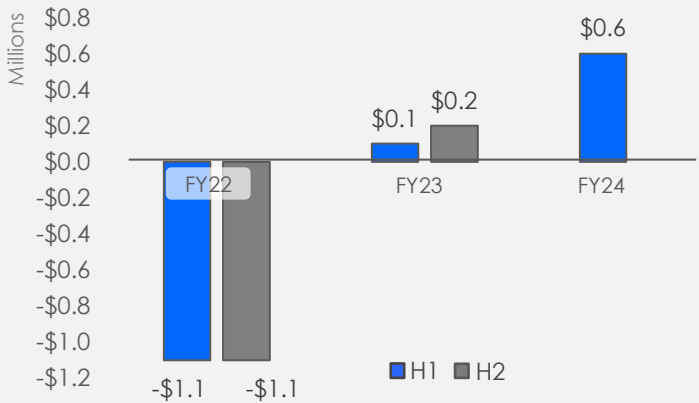
REVENUE



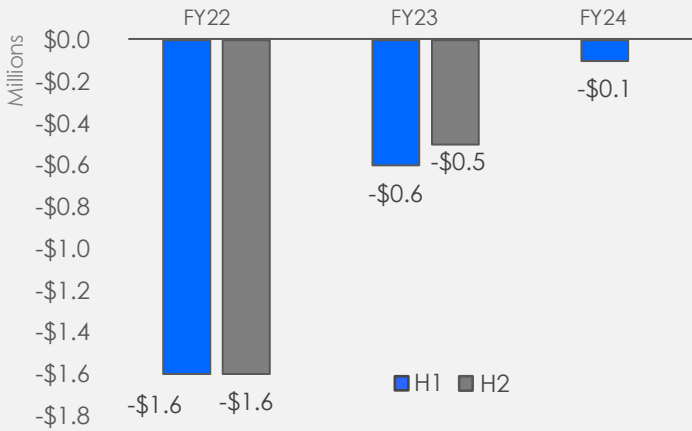
ANNUALISED MONTHLY RECURRING REVENUE



EBITDA



EBIT



## Sustained organic revenue growth

- Continued strong growth in both revenue and AMRR.
- First-half revenue has nearly doubled in the two years since listing.

## Operating results continuing to improve

- Last three consecutive half-year periods have achieved positive EBITDA with improving results each period.

## Strengthening our loyal and expanding customer base

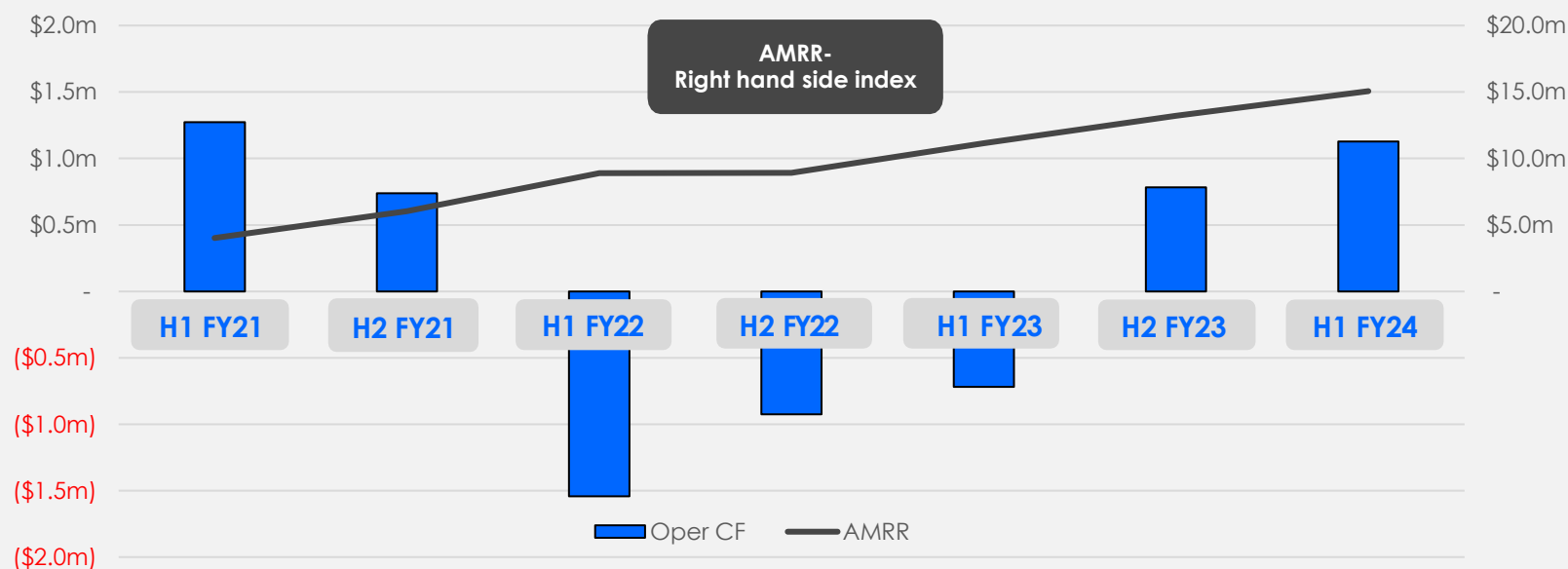
- Long-term loyal customer base with minimal customer churn having never lost a Tier 1 customer.
- Enterprise and total customer numbers continue to grow strongly.



# RETURN TOWARDS PROFITABILITY

## RETURN TOWARDS PROFITABILITY

Operational Cashflows FY2021-HY2024



Profitable in private environment

Investing for rapid growth post IPO

Returning towards growing and sustainable profits

Continued strong improvement in AMRR and operating cashflow.

Creating operating leverage with revenue scaling over a relatively fixed cost base.

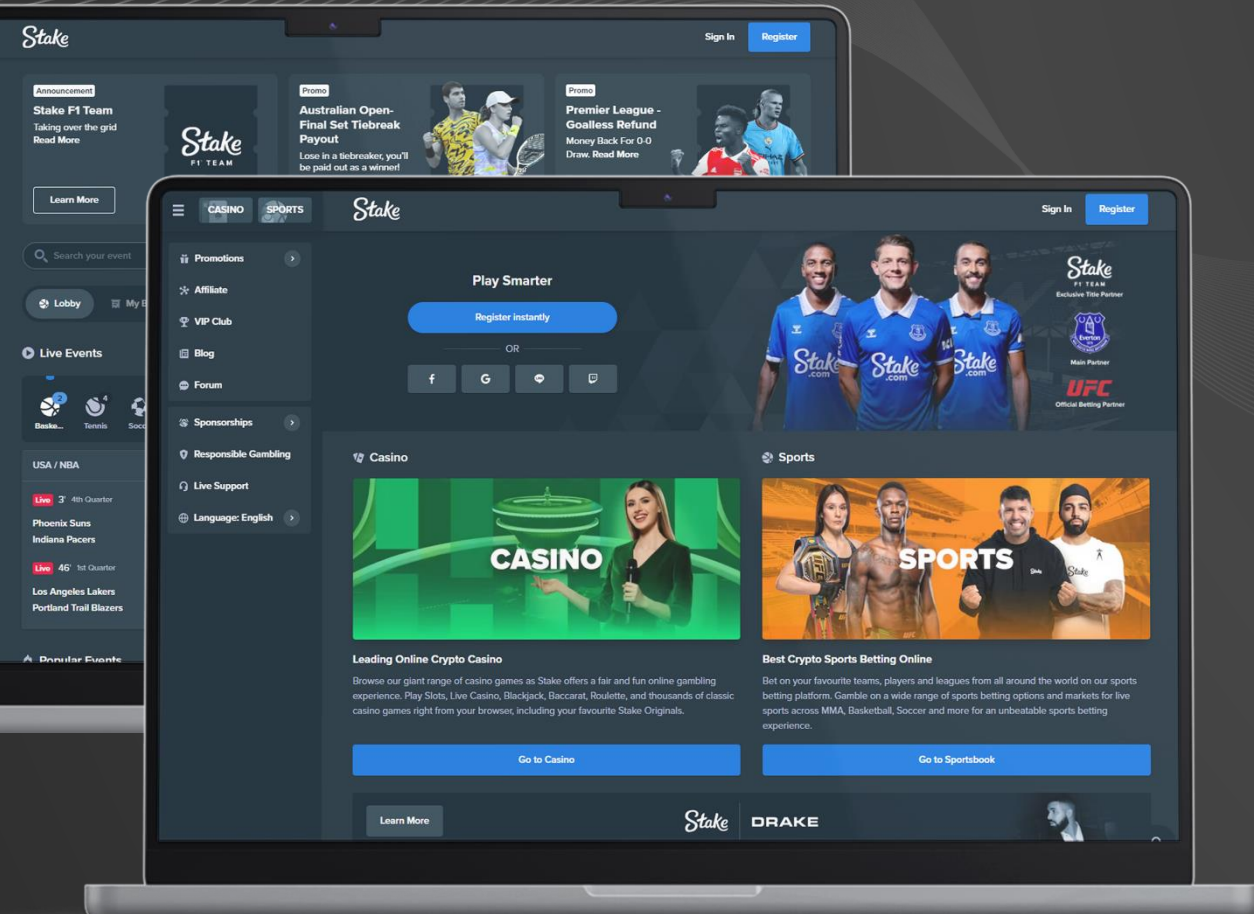
Proactive and ongoing management of this trend will deliver increasing revenue, EBITDA and profitability.

Balancing growth in profits while maintaining investment to support favourable long-term growth.

Recent major deal announcements not included in results.

# STAKE.COM—ONE OF THE LARGEST ONLINE CASINOS AND SPORTSBOOKS IN THE WORLD

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Two-year agreement plus a one-year renewal period for RAS to partner with Stake.com to support them to launch a global horse racing offering.



RAS to provide a full turnkey solution. Including market-leading racing data and enhanced content, Trading manager platform, full risk management services, sophisticated customer & generosity management tools.



Significantly material and strategic deal for RAS that brings global horse racing to a new international customer base.



Remuneration model structured around a percentage of net gaming revenue generated through Stake.com's racing offer. This deal has the potential to be RAS's most significant to date.



Integration and pre-release testing completed. Official launch of Stake.com's racing offer is now live.

# PLAYBOOK ENGINEERING

RAS

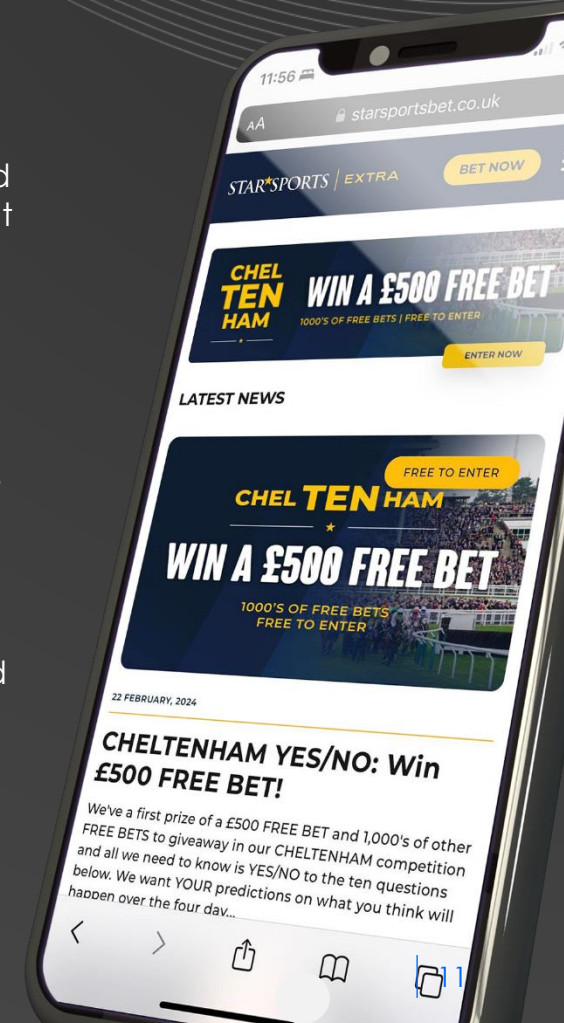
Three-year contract with Playbook Engineering to be their exclusive provider of RAS's best-in-class racing data and editorial content and wagering technology solution.

The commercial value of the deal was announced to be at least AU\$800,000 per annum. Playbook has commenced a progressive rollout of brands, with 11 brands currently live with RAS's enhanced racing data and content.



Playbook Engineering have over 10 wagering operator brands on their platform, having established themselves as the prominent independent sportsbook platform provider in the UK.

This is a significant milestone for RAS, and the first of its kind in the UK market. Providing validation of the RAS strategy to provide premium data, content and superior wagering solutions in the global market.





# STRATEGIC OUTLOOK

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Revenue from recently signed deals to be recognised in H2 FY24



Accelerated AMRR growth anticipated in H2 FY24



Major opportunities in the UK, Europe and beyond



Global demand rising for complete racing solutions



Record pipeline of business opportunities



Target strategic acquisitions that would create synergies and increased scale



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



**THANK YOU**

[investor@racingandsports.com.au](mailto:investor@racingandsports.com.au)  
[www.racingandsports.com.au](http://www.racingandsports.com.au)