

3 November 2022
ASX Announcement
RAS Technology Holdings Limited (ASX: RTH)

Investor Webinar Presentation

RAS Technology Holdings Limited (ASX:RTH) ('Racing and Sports' or the 'Company') is pleased to announce its participation in the ShareCafe Small Cap "Hidden Gems" Webinar, to be held Friday 4th of November 2022 from 12:30pm AEDT / 9:30am AWST.

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

This webinar can be viewed live via Zoom and will provide viewers the opportunity to hear from, and engage with, a range of ASX-listed leading micro/mid cap companies.

To access further details of the event and to register at no cost, please copy and paste the following link into your internet browser:

https://us02web.zoom.us/webinar/register/WN_1jLqCGdiSxeV-VB5ryAbNg

A recorded copy of the webinar will be made available following the event.

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

- Ends

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

For Further Information:

Investor Enquiries:

investor@racingandsports.com.au

Media Enquiries:

Mel Hamilton, M&C Partners

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. Its 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.



Australian Turf Club



The Hong Kong Jockey Club
RIDING HIGH TOGETHER



Racing
Victoria

RAS Technology Holdings Limited
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RAS Technology Holdings Limited

Racing And Sports Services The Global Wagering Industry Providing Premium Data, Enhanced Content And SaaS Solutions

Q1 FY2023 Update | October 2022



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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.



BUSINESS OVERVIEW

BUSINESS OVERVIEW

GLOBAL PRESENCE, COVERAGE AND OPERATIONS

KEY SEGMENTS



Racing Bodies & Rights Holders



Wagering Operators



Aggregators








Media and Digital



Retail and Private Clients

BUSINESS LINES

	Wholesale Data and Premium Content Distribution	<p>B2B products and services for wagering operators. Premium data and enhanced content to drive customer participation, retention and turnover</p> <p>Coverage for over 30 countries in English, Chinese, and soon to be released, Spanish and French</p> <p>Products tailored to any global territory with terminology and data presented for local audiences</p>
	Wagering Technology and Services	<p>Streamline and enhance operations for wagering service providers and aggregators to increase performance, find efficiency gains, cost savings, and reductions in headcount</p>
	Specialist Data Services	<p>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</p>
	Digital and Media	<p>Wagering focused media, digital, and publishing services, targeted advertising, marketing and independent global coverage from a trusted brand. Racing and Sports has presence and pedigree in both media and wagering and facilitate the entertainment, engagement and conversion of audiences to wagering participants</p>
	Integrity and Consulting	<p>Provision of professional consulting services and data-driven integrity solutions using Racing and Sports' comprehensive database of racing and wagering information</p>

KEY LOCATIONS

- 

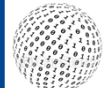
Head office in Canberra since 1999 with additional satellite offices planned in 2022/2023
- 

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


Core Platform: Processing Intelligence




Source Data & Feeds: from across the globe, ingested into the Racing and Sports Platform for storage, processing and product creation



Storage: Normalise, curate and value-add data into the core database, containing over 15 billion data elements, and growing.



Processing: Analytical processing frameworks with data feeds from multiple sources globally



Product Creation: Automation and artificial intelligence used to power creation of enriched and enhanced content and products for global customers

KEY STRENGTHS

- 

Comprehensive Global Database
- 

Long Standing Customer Relationships
- 

Innovative wagering and trading solutions
- 

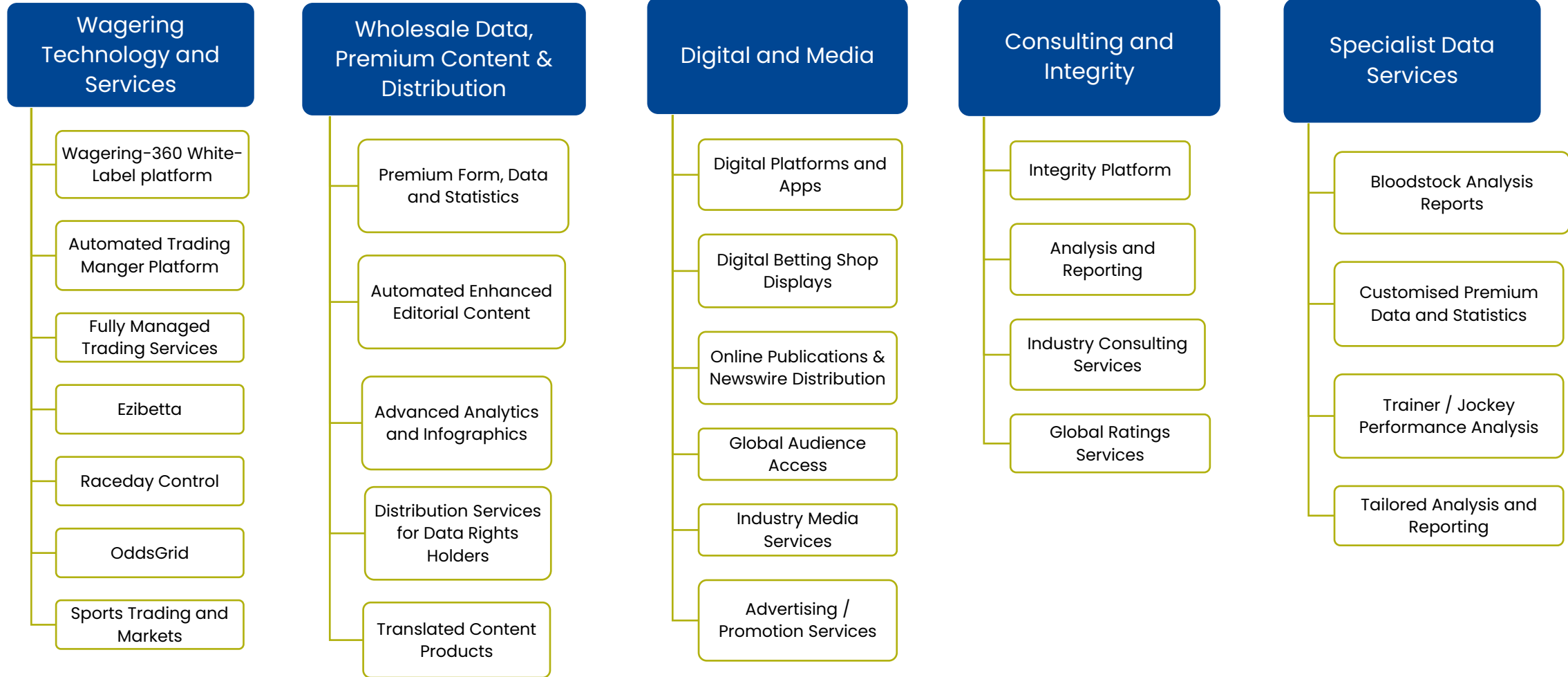
Highly Respected and Trusted Brand
- 

Built for scalability

BUSINESS OVERVIEW

CORE PRODUCTS AND SERVICE OFFERINGS

Racing and Sports is a leading provider of B2B products, services and solutions for global racing and wagering industries



BUSINESS OVERVIEW

KEY CUSTOMERS BY BUSINESS LINE

Wagering Technology and Services

Innovative wagering and trading solutions



Wholesale Data, Content and Distribution

Fully integrated premium racing data and content

WAGERING OPERATORS



WAGERING AND DATA



DATA PARTNERS



Digital and Media

Content, media, journalism and digital services



Consulting and Integrity Services

Professional consulting services and data-driven integrity solutions



Specialist Data Services

Fully integrated premium data, products and services to retail and private clients

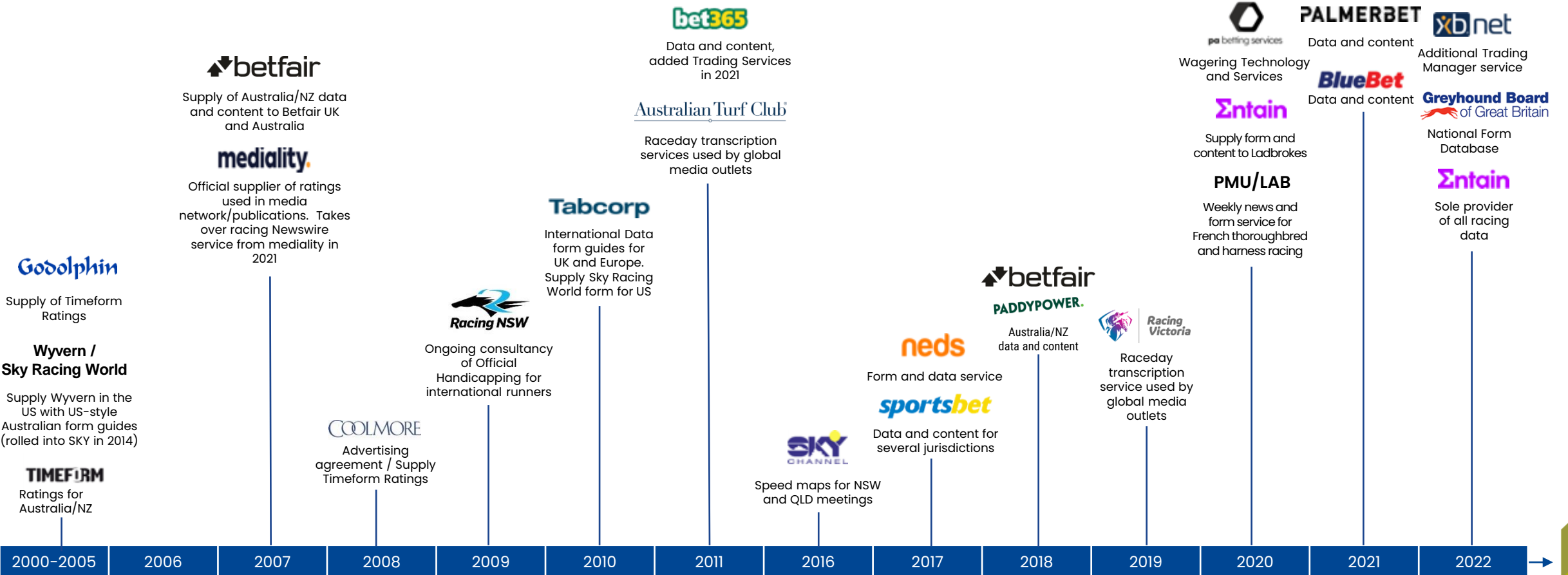


BUSINESS OVERVIEW

CUSTOMER MILESTONES, SERVICES AND TENURE

 Longstanding, established customers with the majority on multi-year contracts

 Strong track record of product and service expansion






BUSINESS OPERATIONS

BUSINESS OPERATIONS

Q1 FY2023 Update

 Racing and Sports has continued to grow the business, with revenue increasing 62% PCP for the Quarter to 30 September 2022

 The Company has leveraged the foundations that were established in the previous 12 months by continuing momentum into international markets with new products and services

 Increase in sales teams in the UK and Australia that are focused on taking products and services to market

 Leveraged strategic partnerships in the UK/Europe and North American markets to gain market share and brand awareness

Grew The Underlying Business




 On 23 November 2021, RAS Technology Holdings Limited (RTH) completed an Initial Public Offering (IPO) and became listed on the Australian Stock Exchange (ASX)


 RTH has been sensibly deploying these funds in support of the strategic growth initiatives of international expansion and product evolution in sports and wagering technology

Completed the Initial Public Offer





 Racing and Sports has focused on expanding domestically and internationally through key strategies that have seen the business grow across the five business lines, with the most exciting expansion seen in the wagering technology space.

 New B2B focused on racing and sports products for wagering operators globally

 Strong pipeline into FY2023 driven by FY2022 sales activities

 Continue deep penetration into Australia and New Zealand

 Achieving direct integration with customers in UK and European markets


 Expand sales and integration through channel partnerships into the North American market, such as with Sky Racing World and XB-Net

Growth Strategies



BUSINESS OPERATIONS

Q1 FY2023 Update


 Racing and Sports has moved rapidly into the development of sports databases and products, using the same techniques and processing frameworks that it uses for its successful global racing products

 Racing and Sports intends to target these high-quality and innovative products at existing and new customers using a variety of integration methods for rapid deployment

Development of Sports Database



 Resourcing uptick to take advantage of opportunities, partnership with XB-Net in the US for the expansion in Wagering Technology and Services, continued enterprise customer increase and positioning in the UK, Europe and North America for growth through partnerships and direct execution


 Trusted technology and data provider selected through a competitive tender process for Greyhound Board of Great Britain (GBGB)


 Signed Strategic Partnership with Sky Racing World in the US.

Expanded International Reach





 Entain Holdings Pty Limited (a subsidiary of Entain plc) was established as a significant investor through the IPO process. Entain plc is one of the world's largest wagering operators

 Expanded relationship with XB-Net which represents over 70% of US racetracks for export globally

 Strategic partnership agreement with Australian Turf Club

 Racing and Sports has signed an MOU with Planet Sport in the UK to partner in the digital and media space. This provides the Company with significant advantage establishing its digital brand and footprint across the UK and European markets

 Signed extended 5-year contract with Entain Australia as sole provider of racing data, form and enhanced content to brands Ladbrokes and Neds

 Partnership with Racebook HQ to supply Risk Managed Trading Services and signed first customer, Picklebet

Established Strategic Partnerships



Launch of the Risk Managed Trading Services under MOU with strategic partner Racebook HQ, which is powered by Racing and Sports' industry leading data and analytics. A B2B solution intended for existing and new wagering operators looking to completely outsource their bookmaking pricing and trading activities to cover racing worldwide.

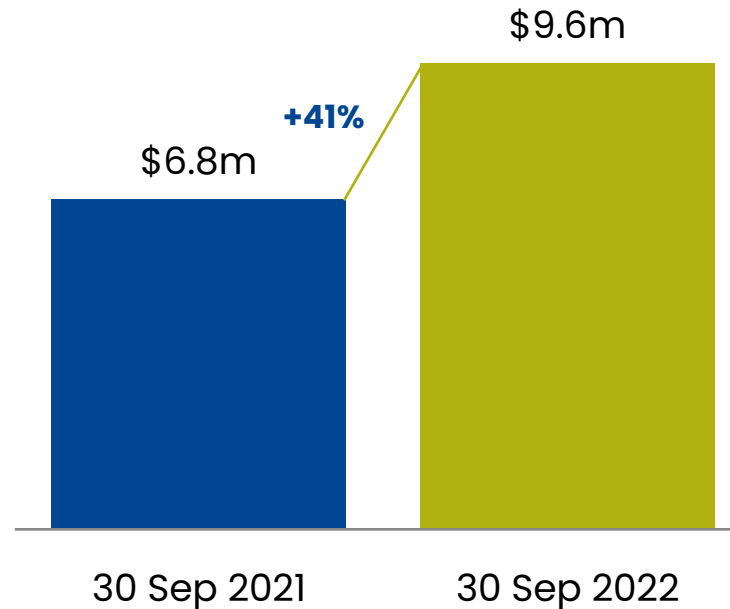
BUSINESS OPERATIONS

Q1 FY2023 UPDATE

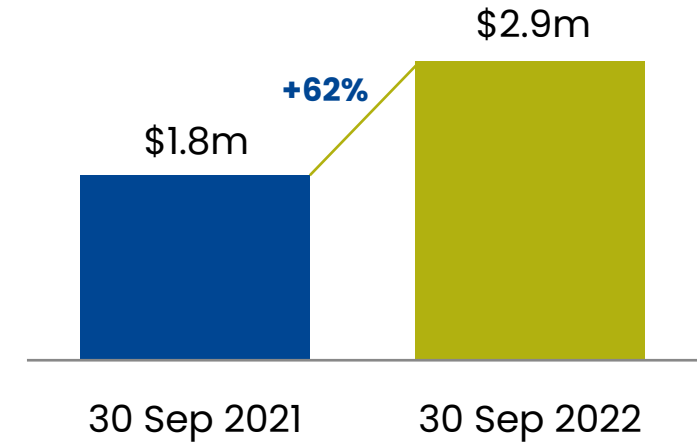
Strong start to FY2023 with Q1 delivering 62% increase in revenue and 41% in AMRR year-over-year

-  Increased take-up of Trading Manager platform by wagering operators, serving also as the foundation for complementary outsourced Risk Managed Trading Services to be launched in Q1 FY2023
-  New data and content deals with both domestic and international customers
-  Strong momentum in digital advertising and media services
-  Continued development and expansion of sports database and new content products for wagering operators
-  Investment and establishment of solid foundations for growth into FY2023 across all business lines and geographies

ANNUALISED MONTHLY RECURRING REVENUE (AMRR) (\$M)



REVENUE (\$M)







STRATEGIC FOCUS FOR FY2023

PRODUCT STRATEGY

-  Development of enhanced sports products for B2B and B2C offerings
-  Leverage proprietary processing frameworks, using automation, analytics and AI techniques for cost effective scalability
-  Sports trading included within the Trading Manager Platform
-  Source, ingest, process and productise hard-to-find sports data for significant value-added products

Sports Data and Products



-  Expansion of the industry leading Trading & Pricing Manager platforms and Raceday control services to clients globally
-  Launch of the Risk Managed Trading Service with Racebook HQ to provide a turnkey solution for wagering operators
-  Release of the EziBetta wagering app aimed at the under 40yo punting demographic to deliver an entertaining user experience and maximise potential returns
-  Launch the Wagering-360 white label wagering platform with integrated form, statistics, content, promotion, advertising, completed with our trading and pricing solutions

Wagering Technology and Services



-  Launch of UK and US digital platforms to promote and monetise both brand and product offerings
-  Leverage brand, media, and digital assets to expand retail products on the digital platforms that currently attract circa 3 million unique users per annum
-  Continue the digital content and product strategy to increase the global digital audience for Racing & Sports
-  Engage with customers and partners to create opportunities that grow the digital revenue base and unlock possibilities globally

Digital & Media Platforms



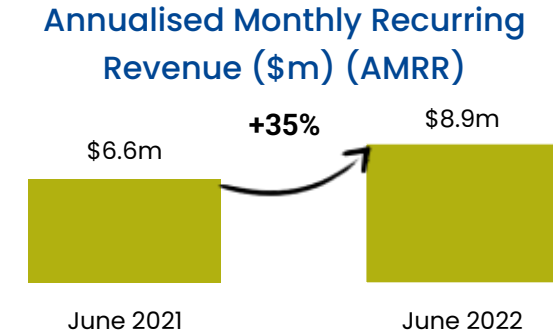
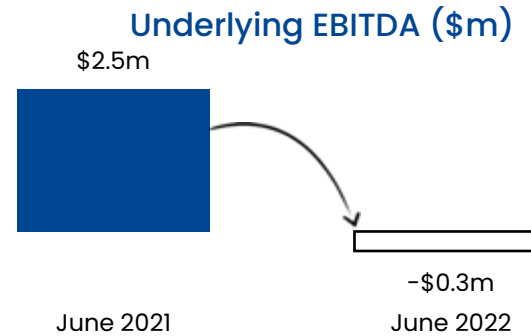
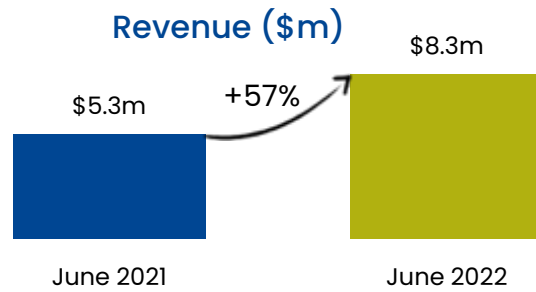


FULL YEAR PERFORMANCE

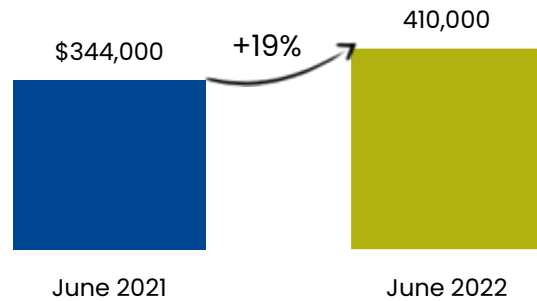
FULL YEAR PERFORMANCE

KEY PERFORMANCE METRICS

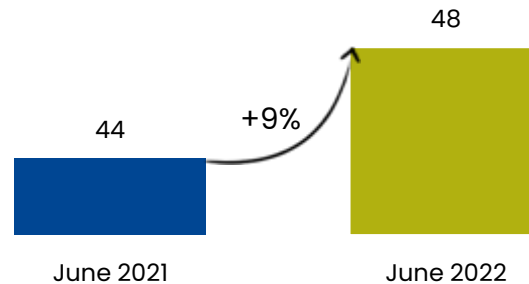
Revenue growth from new customer acquisitions and additional product and service offerings. Underlying EBITDA¹ excludes IPO costs and nonrecurring expenses.



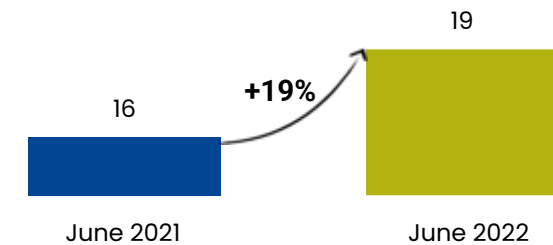
Average Annualised Revenue Per Enterprise Customer (\$) (AARPEC)



Total Number of Customers



Total Enterprise Customers³



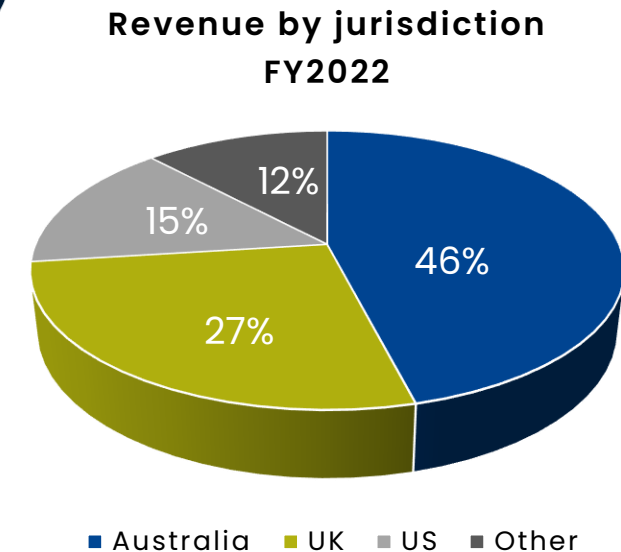
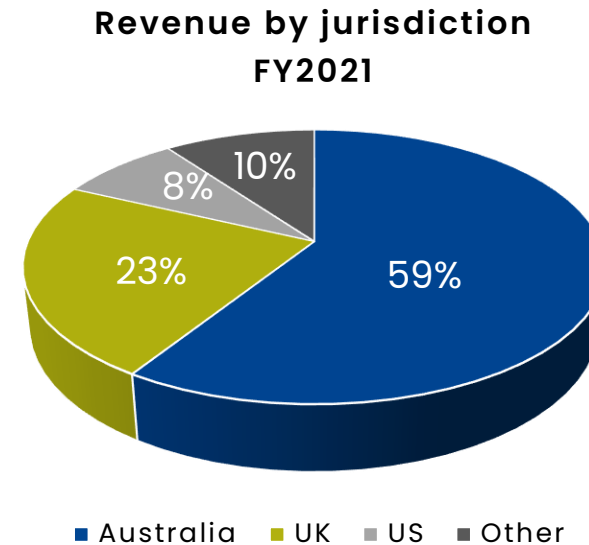
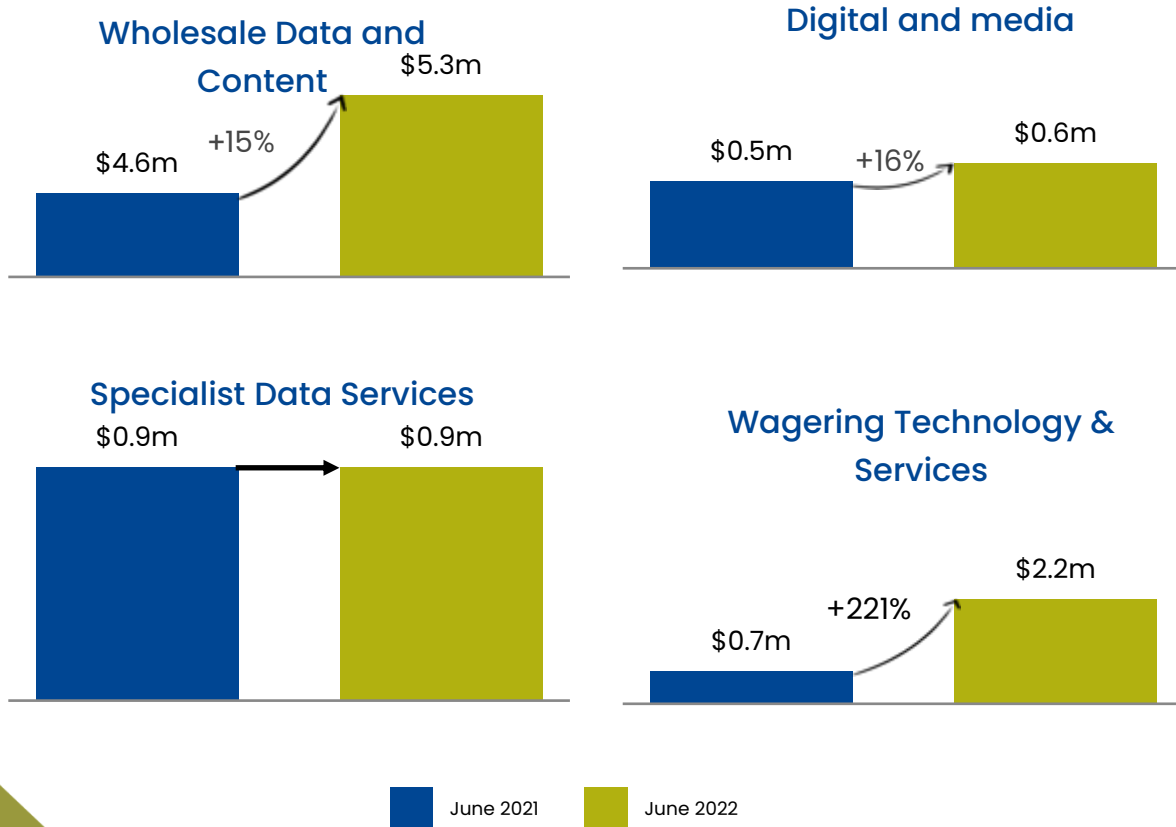
Notes:

1. Underlying EBITDA, refer to slide 19
2. A number of the contracts have a staged roll-out over time and the amount represents expected AMRR after full roll-out expected to be achieved by 31 Dec 2022
3. Enterprise Customer determined as a customer on a contract exceeding \$50,000 per annum

FULL YEAR PERFORMANCE

KEY PERFORMANCE METRICS

Wagering Technology and Services is the fastest growing sector with a 200% increase in AMRR. Continued strong growth in Data and Enhanced Content for both wholesale and specialist segments, with strong demand from international customers.





THANK YOU

www.racingandsports.com.au



**Appendix A:
EXECUTIVE AND BOARD**

EXECUTIVE TEAM



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's degrees in economics and civil engineering.

STEPHEN CRISPE

Chief Executive Officer

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

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.

TIM OLIVE

Chief Financial Officer (Oct 2022)

As announced on the 6th July 2022, Tim Olive has joined the Company as Chief Financial officer (CFO). Mr Olive has performed senior roles as CEO of Aon subsidiary HIAIS since 2017, following a 14-year career at the Housing Industry Association (HIA) where he held the positions of CFO, COO and CE of Business Services.

Mr Olive also has relevant racing industry experience. In 2010 he was first elected as Chairman of the Canberra Racing Club, becoming the youngest Chairman in the Club's history. He has served as Committee Member and Treasurer and was re-elected Chairman in 2020. Additionally, Mr Olive is a Fellow of CPA Australia (FCPA) which recognises both his financial and business acumen.

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

Managing 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 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.

BOARD OF DIRECTORS



KATE CARNELL

Non-Executive Chair

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. Additionally, Kate is a non-executive director of Mabel, Deputy Chair of Beyond Blue, Chair at Violet, and a non-executive Director for Australian Made Campaign Ltd.

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's 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.