

RAS TECHNOLOGY HOLDINGS LIMITED

Racing and Sports services the global wagering industry providing premium data, enhanced content and SaaS solution.

Important Notice and Disclaimer

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.

This presentation is not and should not be considered, and does not contain or purport to contain, an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any securities in the Company (Securities) nor does it constitute a financial product or investment advice (nor taxation or legal advice) nor take into account your investment objectives, taxation situation, financial situation or needs. This presentation does not constitute an advertisement for an offer or proposed offer of Securities. Neither this presentation nor anything contained in it shall form the basis of any contract or commitment and it is not intended to induce or solicit any person to engage in, or refrain from engaging in, any

transaction nor is it intended to be used as the basis for making an investment decision. Investors should make their own enquiries and investigations in relation to all information in this presentation and before making any investment decision, should consider the appropriateness of the information having regard to their specific investment objectives, financial situation or particular needs and should seek independent professional advice appropriate to their jurisdiction.

The material contained in this presentation may include information, data, estimates and projections derived from publicly available sources or other third-party sources that have not been independently verified by the Company. No representation or warranty is made as to the accuracy, completeness or reliability of the information. Estimates and projections involve risks and uncertainties and are subject to change based on various factors.

To the fullest extent permitted by law, no representation or warranty (expressed or implied) is given or made by any person (including the Company) in relation to the accuracy or completeness of all or any part of this presentation and no responsibility for any loss arising in any way (including by negligence) from anyone acting or refraining from acting as a result of the material contained in this presentation is accepted by the Company.

The information in this presentation is subject to change without notice. The Company has no obligation to update or correct this presentation, except as required by law.

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.

“

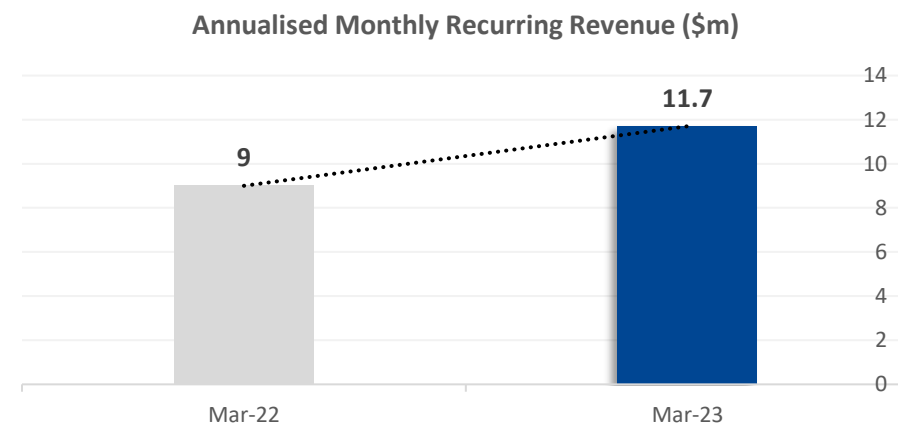
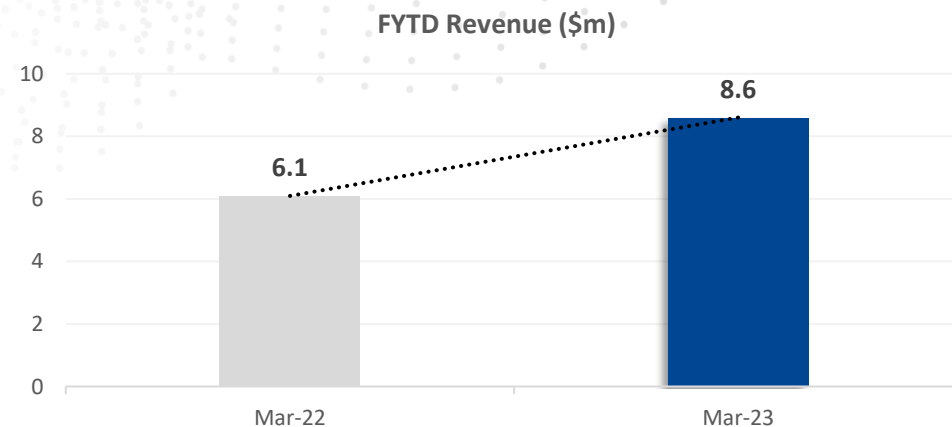
Racing and Sports is a leading provider of B2B products, services and technology solutions for the global racing, sporting and wagering industries.

Our core business is in data, technology, and digital powered by our market leading analytics and platforms.

Stephen Crispe
Chief Executive Officer

Q3 FY23 FINANCIAL HIGHLIGHTS

- Record FYTD revenue of **\$8.6 million**, +41% versus prior corresponding period (pcp).
- Annualised monthly recurring revenue (AMRR) of **\$11.7 million**, +30% versus pcp.
- Gross profit margin at **76%** vs 84% in the pcp due to composition shift with increase in revenue from Risk Managed Trading service partnering with RBHQ.
- Average annualised revenue per Enterprise customer grew to **\$472k**, +15% versus pcp.
- Continued minimal cash outflow of **(\$424k)** in the quarter.
- Strong cash position at 31 March of **\$8.6m** to fund continued growth.



Q3 FY23 COMMERCIAL OUTCOMES

- Highly successful provision of the **Risk Managed Trading Service** to Picklebet, the first customer for this service.
- **Expanded content deals** with both Bet365 and Entain signed.
- Increased demand for **digital advertising and sponsored content** in line with record traffic on digital assets and the expansion of content offering.
- Launch of **first sports content offer** to the market with the sale of NRL and AFL insights pack.
- Expecting **additional data and content offers** for other sports in market shortly.
- Signed an **agreement with Wettstar** (German Tote) to distribute the full package of German content into Australia.
- Continued **execution against strategic plan** across all business pillars to drive growth in Australia, UK and US, particularly with respect to wagering technologies.

BUSINESS OVERVIEW

B BUTERN L'ESTRAN
REUNION 19 AU 20 JUILLET

B BUTERN L'ESTRAN
REUNION 19 AU 20 JUILLET

ENT GOUNDS

THE ENTER

**GOSFORD
GOLD CUP**

BUSINESS DIVISIONS – H1 FY2023



PREMIUM DATA AND CONTENT SERVICES AND PRODUCT DISTRIBUTION

B2B PRODUCTS AND
SERVICES FOR
WAGERING OPERATORS,
RETAIL AND PRIVATE
CUSTOMERS AND RACING
BODIES.

REVENUE to Dec 2022: \$4.0m

PREMIUM FORM,
DATA AND STATISTICS

ADVANCED ANALYTICS
AND INFOGRAPHICS

CUSTOMISED PREMIUM
DATA, STATISTICS, AND BLOODSTOCK
ANALYSIS REPORTS



WAGERING TECHNOLOGY AND SERVICES

TRADING SERVICES,
PRICING SERVICES,
WAGERING-360 PLATFORM,
EZIBETTA, SOLUTIONS FOR
EFFICIENCY & INNOVATION.

REVENUE to Dec 2022 : \$1.4m

WAGERING-360
WHITE LABEL
PLATFORM

AUTOMATED TRADING
MANGER PLATFORM

FULLY MANAGED
TRADING SERVICES



DIGITAL AND MEDIA

WAGERING FOCUSED
MEDIA, DIGITAL, AND
PUBLISHING SERVICES.

REVENUE to Dec 2022 : \$0.3m

ONLINE PUBLICATIONS
& NEWSWIRE
DISTRIBUTION

ADVERTISING /
PROMOTION
SERVICES

Retail Display Content &
Technology

CUSTOMERS BY BUSINESS DIVISIONS

Wholesale Data and Premium Content Distribution

Fully integrated premium racing data and content

Wagering Operators



Wagering and Data



Data Partners



Wagering Technology and Services

Innovative wagering and trading solutions



Digital and Media

Content, media, journalism and digital services



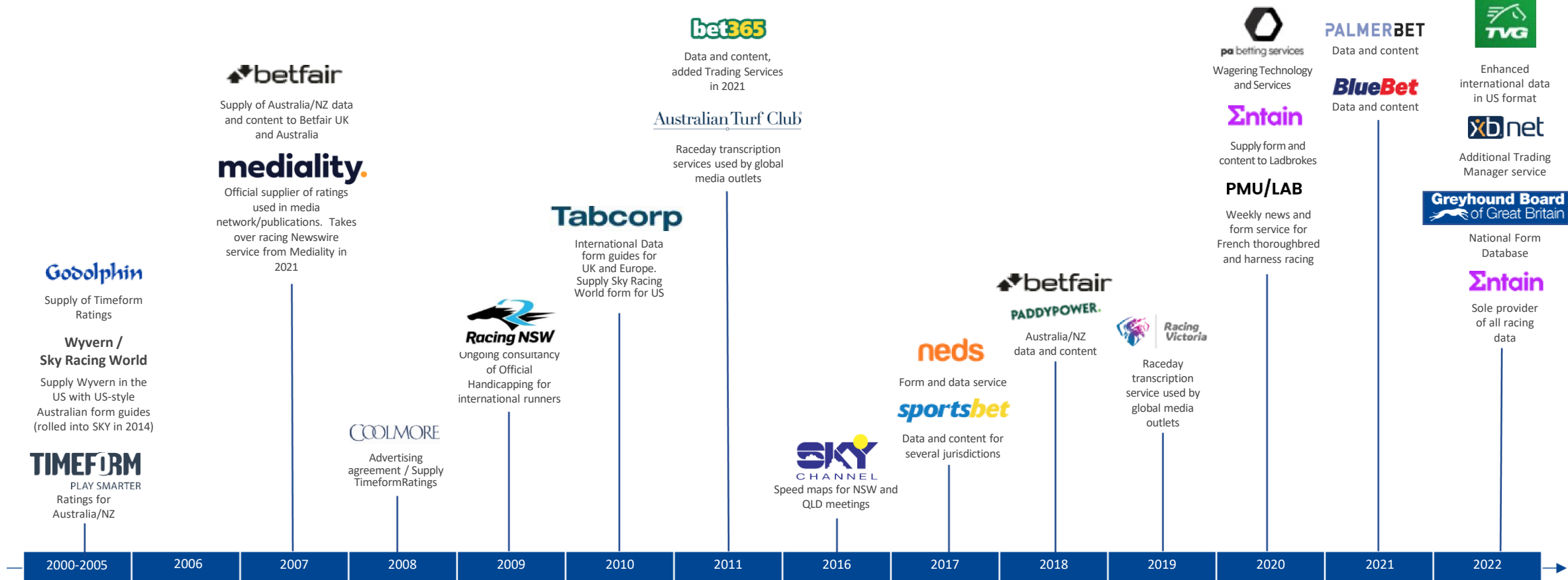
Specialist Data Services and Consulting

Premium products and data services available to our retail and private customers. Plus, professional consulting services and data-driven integrity solutions



CUSTOMER MILESTONES, SERVICES AND TENURE

Longstanding, established customers with the majority on multi-year contracts Strong track record of product and service expansion



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



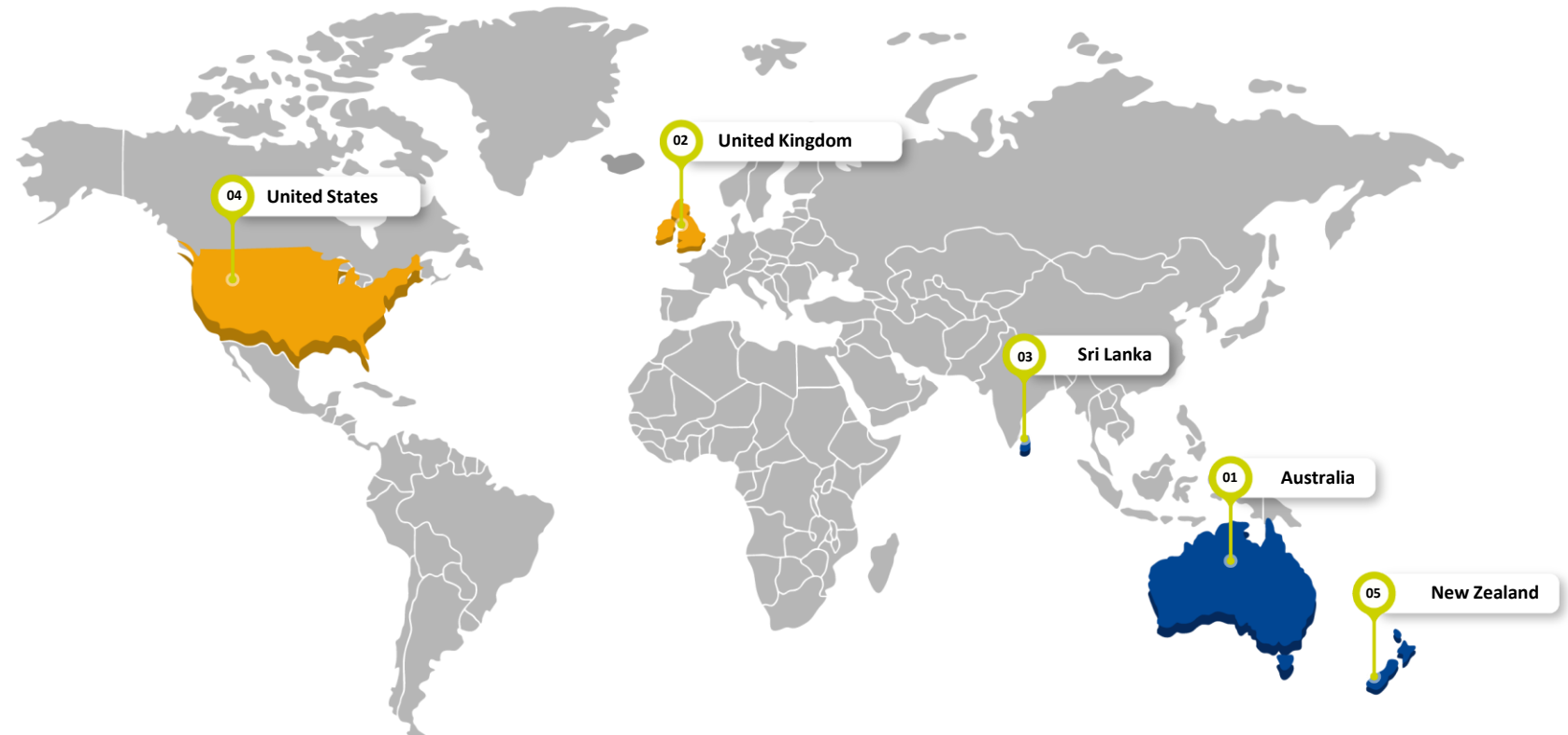
USA co-location with Sky Racing World in Las Vegas



NZ Operations office for race day control, operating since 2021

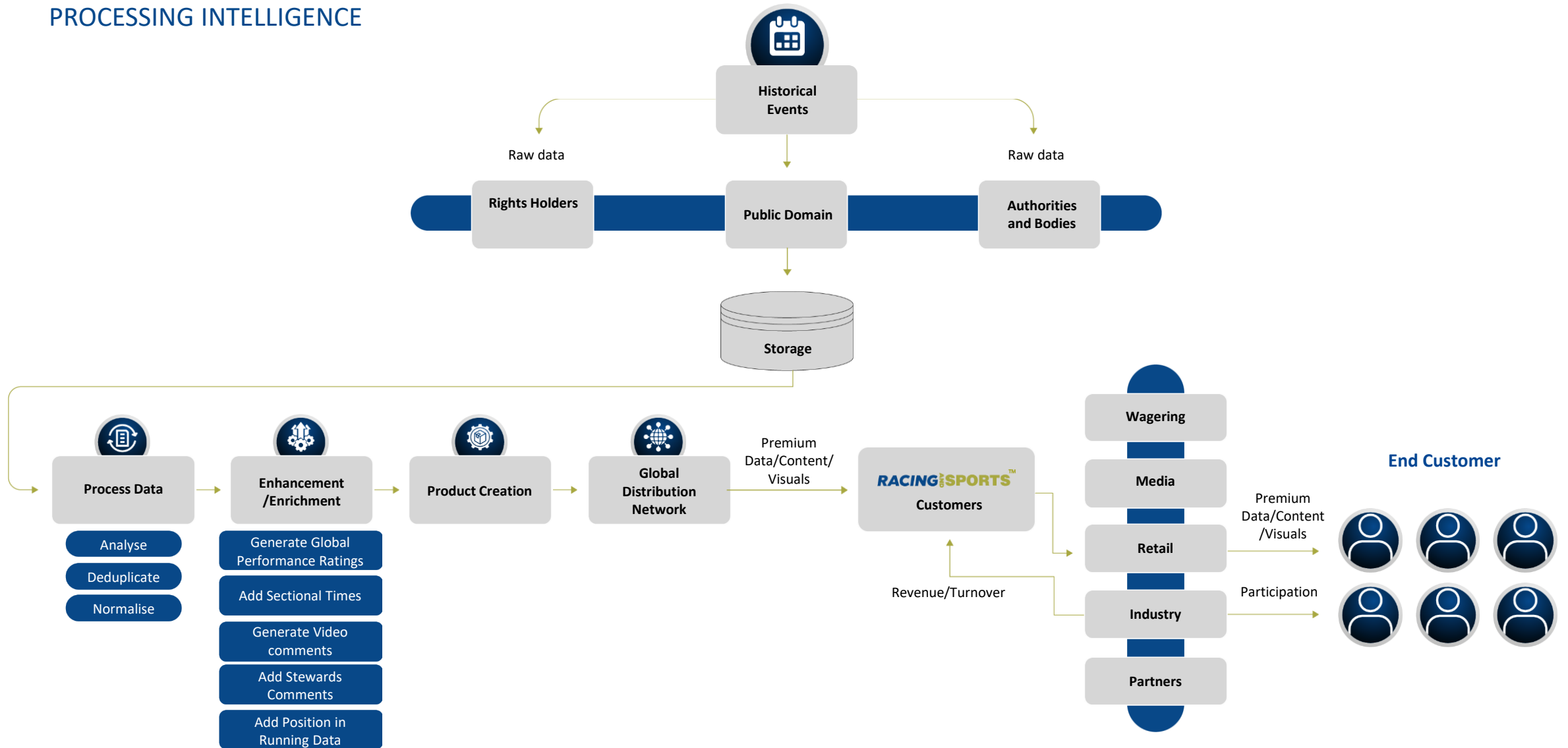


Key Growth Markets



CORE PLATFORM

PROCESSING INTELLIGENCE



A blue-tinted photograph of two greyhounds racing on a track. The dog in the foreground is a light-colored greyhound, and the one behind it is a darker, patterned greyhound. Both are wearing harnesses and wire mesh muzzles. The background is blurred, showing the track and some foliage.

STRATEGY & PRODUCTS

INTERNATIONAL STRATEGY



Focus on our **continued expansion** in the UK / Europe / North America with a robust sales pipeline for new opportunities in the region.



Working with international racing rights holders to become an authorised **distributor of racing data**.



Translated data and content products into **Spanish, French and Chinese**.



Opportunities in the UK and Europe are diverse with Racing and Sports strongly positioned to offer data and content, animations and innovation, digital services, and our wagering and trading technologies.



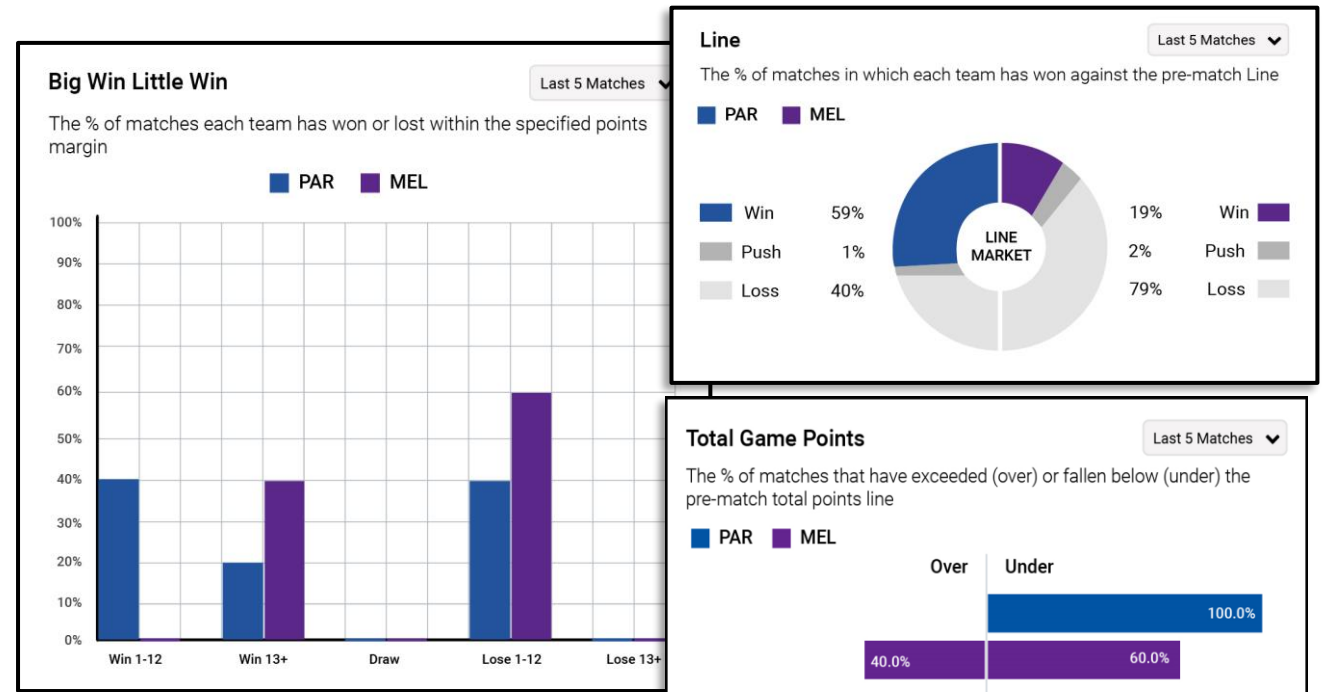
Pursuing **opportunities in emerging markets** such as the Middle East and Asia.



Focus on our **continued expansion** in the UK / Europe with a robust sales pipeline for new opportunities in the region.

SPORTS

- Commenced acquiring sports data in 2022 to be enhanced and stored, creating a database which can be used to generate curated sports wagering products for B2B customers.
- Development of B2B sports wagering tools, such as same-game-multi predictors and suggestions.
- Sports animations, visualisations and info-widgets with wagering focus.
- Sports trading and derivative markets for Trading Manager platform.
- Recently launched NRL and AFL stat-packs into the market with our first client going live, with a range of other top tier sports to follow.

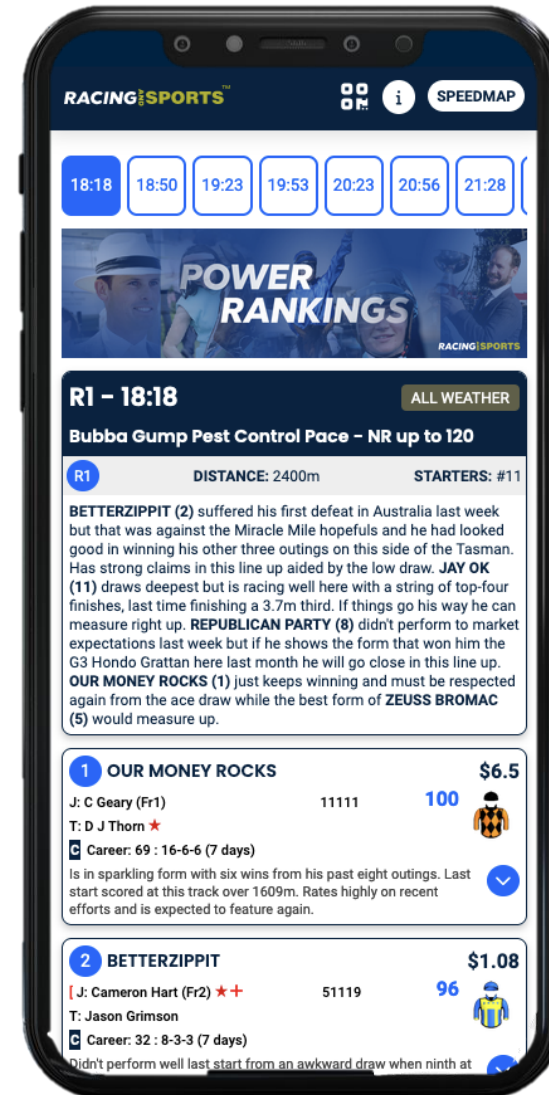
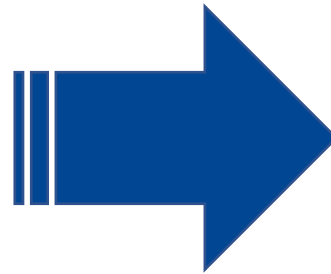


VENUE BUDDY

Venue Buddy offers a simplified form guide which allows the recreational punter access to immediate insights which can be leveraged immediately for betting opportunities.



(Scan Me)



VENUE BUDDY

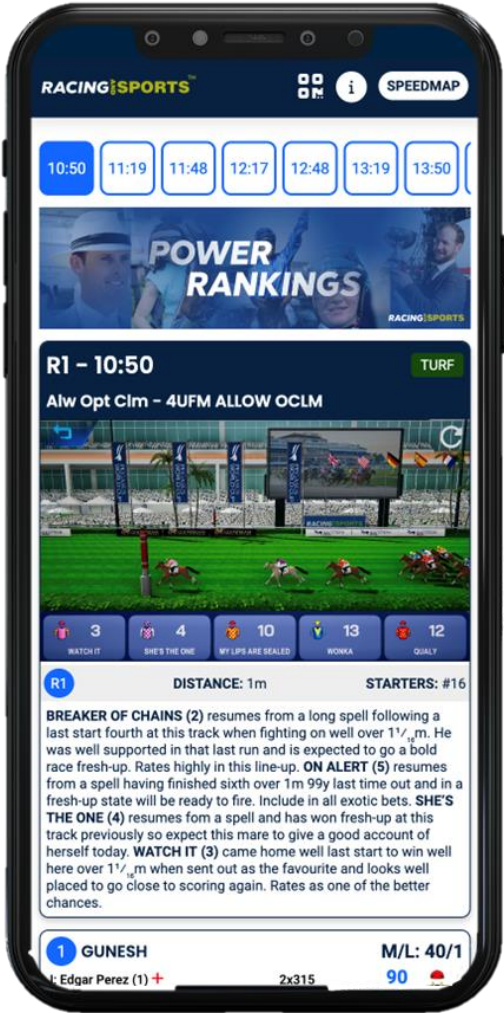
Predictive Pre-Race Analysis



Pre-race Demo

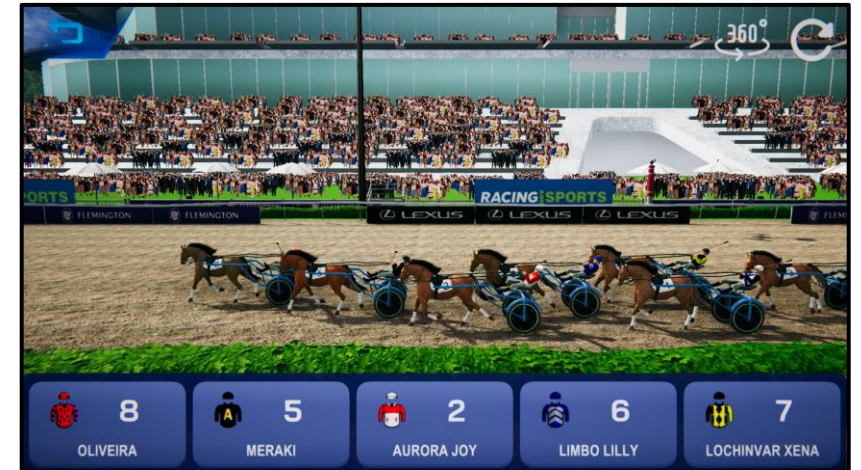


Post-race Demo



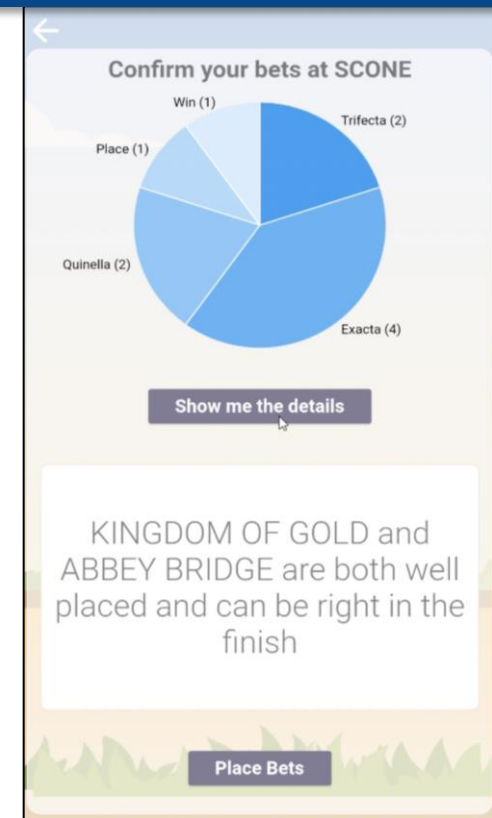
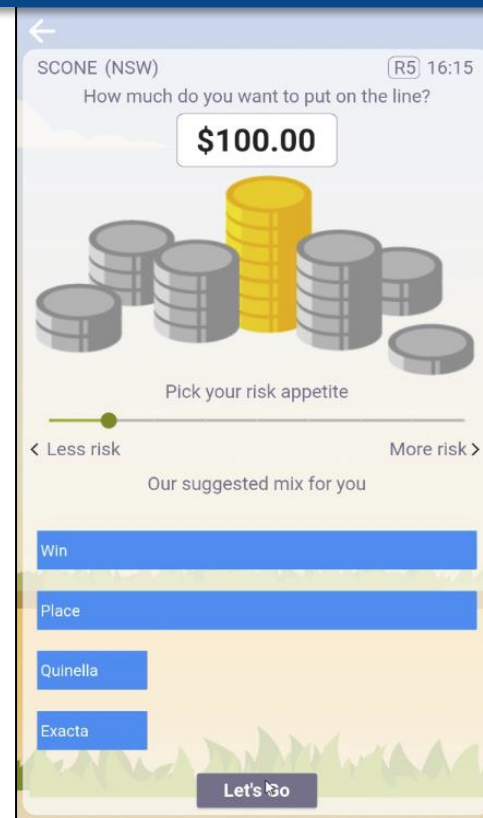
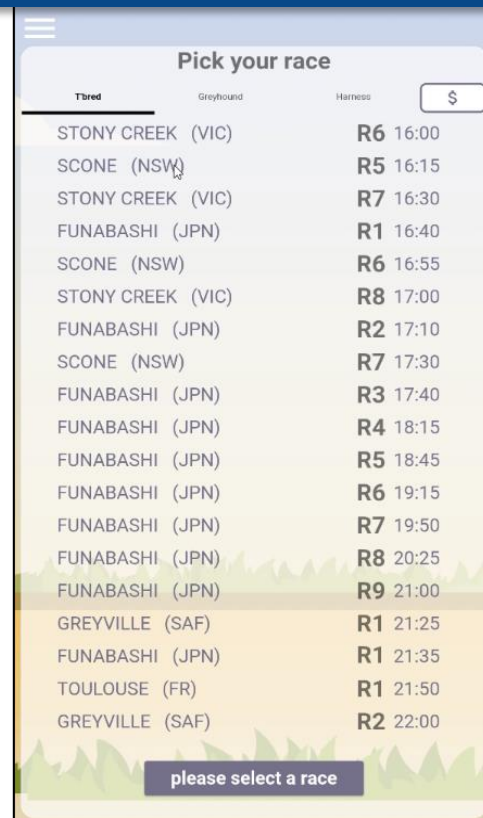
PRODUCT INNOVATION

- Looking to accelerate growth with our flexible Trading support services offer.
- Innovating our Racing data and content offers to meet the consumption needs of the new demographic of punter.
- Soon to launch a Virtual Betting Ring offer providing a valuable high-volume channel to market for bookmakers.
- Animated and interactive form products to drive participation and wagering turnover.



EZIBETTA

EziBetta app is targeted at a new demographic of punter looking for a sophisticated data-driven bet-builder to stake efficiently across a blend of bet types (trifecta, exacta, win, place, quinella, etc).



OUTLOOK

OUTLOOK

- Strong momentum heading into EOFY, with further increases in AMRR expected to take the Company towards breaking even and beyond
- Healthy sales pipeline across all geographies
- Future growth prospects encouraging on the back of continued expansion of foundations internationally, new products and services being brought to market, and maturing sales and marketing functions.
- Key Focus for Q4 FY23 and beyond:
 - **Wagering Products:**
 - Driving our successful trading services and platform offerings
 - Growth in wagering-360, EziBetta, ProBetta, Trading Manager Platform and Raceday control services
 - **Sports:**
 - Attack large evolving market globally to drive innovative and interactive wagering focussed products
 - **Innovation and Engagement Tools:**
 - Creating new innovation to engage with younger demographic of punters through gamification and interactivity
 - Reinvention of retail technology and experience
 - **Digital and Social:**
 - Creates brand awareness for RAS and its customers, allows for conversion into new brands and partners
 - Use social channels to drive audience and increased engagement
 - Drives participation and turnover for B2B customers and partners through deep integration

APPENDIX

BOARD OF DIRECTORS



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 Crispe 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 UK and US markets

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.



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 a 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 Graduate Membership of the Australian Institute of Company Directors (GAICD).



SOPHIE KARZIS

Non-Executive Director

Sophie Karzis is a qualified legal practitioner specialising in ASX Listing Rules and corporations 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 Palmer is an experienced CFO and Board Director, currently providing CFO advisory services to early-stage, fast growth companies and serving 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.

EXECUTIVE TEAM



GARY CRISPE

Executive Director and
Chief Commercial Director

Gary Crispe 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 UK and US markets

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 c-level executive with a background in leading and growing businesses. He is a strategic thinker and has a strong focus on technology with emerging global trends. Stephen has previously spent over 10 years building and ultimately selling a business in the security and intelligence sector.

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.

Stephen holds a Bachelor of Science from the Australian National University (ANU) with majors in software engineering and information systems.



TIM OLIVE

Chief Financial Officer

Tim Olive has joined the Company as Chief Financial officer (CFO). Tim 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.

Tim has strong 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.

Tim is a Fellow of CPA Australia (FCPA) which recognises both his financial and business acumen.



ROBERT VILKAITIS

Chief Technology Officer

Robert Vilkaitis 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 Dolan 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.



THANK YOU

WWW.RACINGANDSPORTS.COM.AU