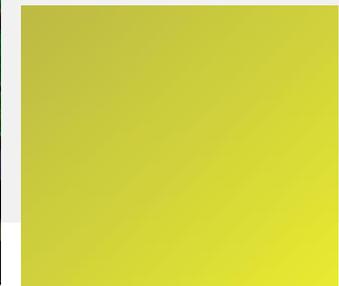
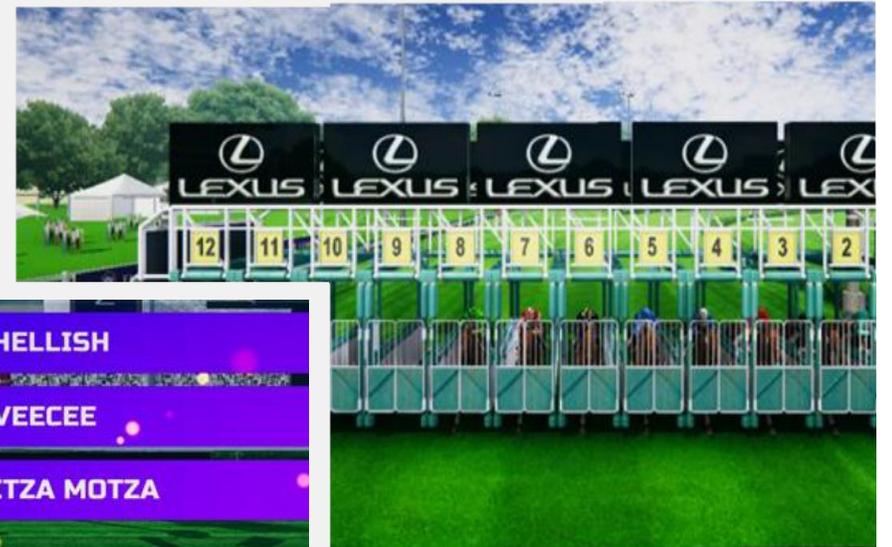


# RACING AND SPORTS™

## November 2023 Investor and Annual General Meeting Presentation



Tab Form	Horse A/S	Jockey Wgt	Trainer (BP)	Best Odds Fluc	# Best
1 97x20	FM NOT SLEW 4M	MS R MURRAY 60.0	SCOTT SINGLETON (2)	-\$1.5, \$5.06, \$4	BKM
2 597x1	UNWRITTEN 4G	AARON BULLOCK 60.0	GREGORY HICKMAN (8)	\$3, \$3.2, \$2.9, \$3	BKM6
3 61x20	NICCI KNEE KNACK 5G	ANDREW GIBBONS 59.0	WAYNE WILKES (9)	\$13, \$19, \$17, \$31	BKM2
5 2259x	IV SPADES 4M	GRANT BUCKLEY 56.5	JUSTIN BOWEN (6)	\$13, \$19, \$17, \$19, \$12	BKM4
6 x0241	PLAY MY BONG 3F	MIKAYLA WEDR 55.0	JUSTIN BOWEN (1)	\$2.7, \$3, \$2.25, \$2.35	BKM8
7 x2241	PYRAMID OF FIRE 4G	J PRACEY-HOLMES 58.0	CAMERON CROCKETT (4)	\$11, \$10, \$10, \$11, \$13	BKM3
8 990x2	WHISPERING CATE 4M	VAD BOLOZHINSKIY 56.0	CHERYL GRANT		



# 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.

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.

# TABLE OF CONTENTS

01

FY23 Group Highlights & Trading Update

02

Business and Segment Overview

03

Operational Highlights

04

Financial Highlights

05

Strategy focus and outlook for FY24

06

Appendices – Financial reports

# FY23 GROUP HIGHLIGHTS

**\$11.72**  
MILLION

**GROUP REVENUE**  
+41% vs FY22

**\$262k**  
SURPLUS

**EBITDA**  
+ \$2.43 million  
vs FY22

**\$13.2**  
MILLION

**AMRR**  
+48% vs FY22

**\$8.68**  
MILLION

**CASH**  
Well positioned  
for growth via  
organic and strategic  
opportunities

**55**  
CUSTOMERS

**TOTAL  
CUSTOMERS**  
+ 15% vs FY22

**\$64k**  
INFLOW

**CASH FLOW  
FROM OPERATIONS**  
+ \$1.78 million  
vs FY22

# FY24 BUSINESS UPDATE - YEAR TO DATE TO 31 OCTOBER

**\$5.05**  
MILLION

GROUP REVENUE

+34% vs PCP

**\$704k**  
SURPLUS

EBITDA

+ \$419K vs PCP

**\$185k**  
SURPLUS

EBIT

+ \$316k vs PCP

**\$15.1**  
MILLION

AMRR

+50% vs PCP



# BUSINESS OVERVIEW

**R  
AND  
S**

## Vision Statement

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

Enhanced  
Information Services

Wagering  
Technology

Digital  
& Media

# ENHANCED INFORMATION SERVICES

## B2B WAGERING SOLUTIONS FOR OPERATORS, RETAIL, PRIVATE CUSTOMERS, AND RACING BODIES

### Core Products

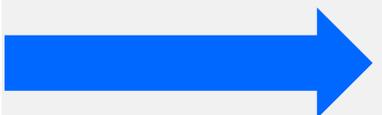
- **Racing information & content products** covering all 3 racing codes (Thoroughbred, Harness, Greyhound) for over 30 countries.
- **Distribution** of racing products for rights holders and racing bodies.
- **Retail digital** venue display platform.
- **Innovative form products**, including predictive animations, Fast Form infographics, and visualisations.
- **IQStats** interactive sports stats and predictions.
- **Hosted racing services** bespoke managed racing information services.

### Unique Value Proposition

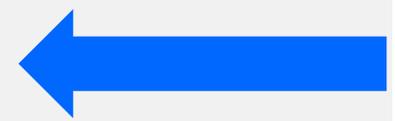
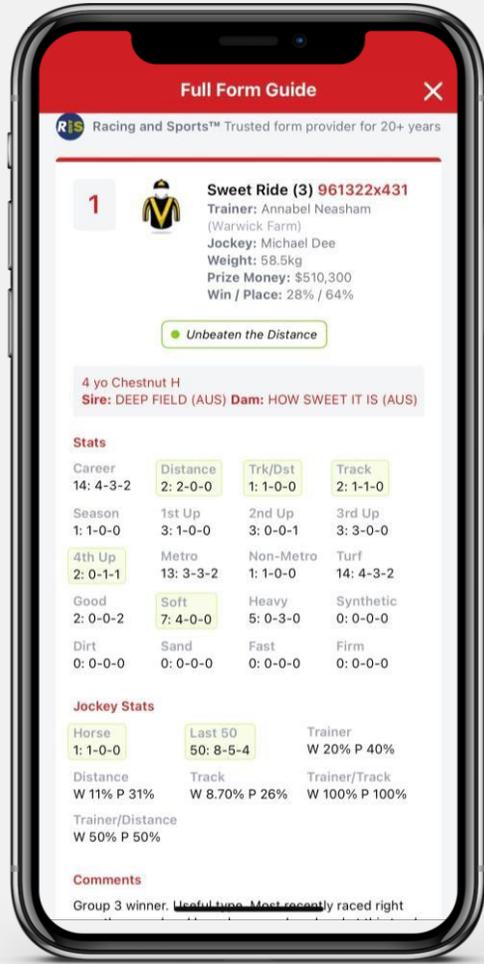
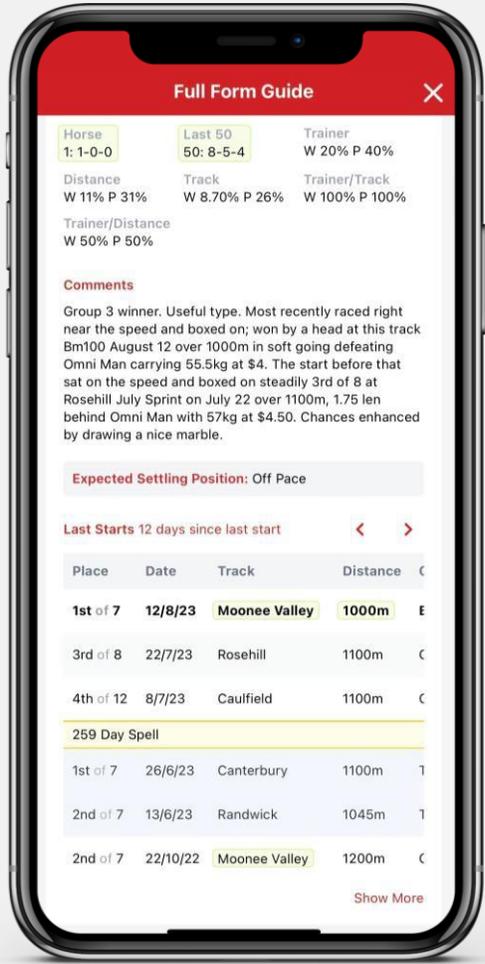
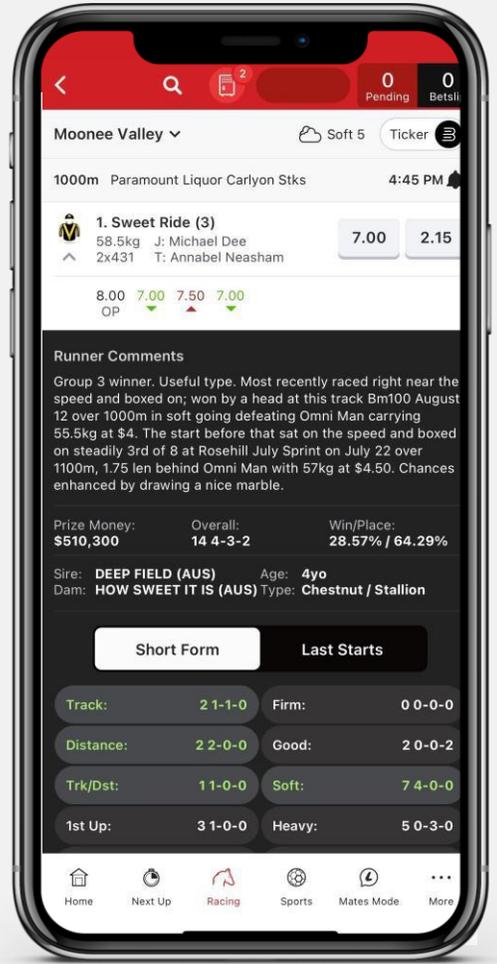
- **Largest Racing Database:** Over 20 years of meticulously curated and value-added data for all three codes.
- **Extensive Coverage:** Database spanning 30+ jurisdictions.
- **High-Quality Standardised Ratings:** Available for all major racing jurisdictions globally.
- **Data Enrichment:** Applying proprietary analysis, formulas, algorithms and overseen by experienced form analysts.
- **Advanced AI and Software:** Refined over two decades delivering highly scalable and cost-efficient processing systems.
- **Integration:** Trusted and integrated supplier to wagering operators and sportsbooks globally.
- **Translated Content:** into several widely used languages.

Key Clients:

# CUSTOMER EXAMPLE



Market leading Editorial



Best in class analytics

Racing and Sports is the leading provider of racing information, which enhances customer experience and drives increased turnover for wagering operators.

# WAGERING TECHNOLOGY

## END-TO-END SOLUTIONS FOR WAGERING OPERATORS

### Core Products

- **Industry leading and fully integrated:** trading technologies and managed trading services platform and stack.
- **Trading Manager Platform (SaaS):** delivering best-in-class trading functionality and automation for wagering operators.
- **Managed Trading Service (MTS):** providing a full turnkey outsourced solution to our customers.
- **Raceday Control:** Ensuring timely, accurate and efficient management of race closes, triggers, and other key events.
- **Wagering 360:** providing a full stack solution for wagering operators.
- **Gamification and Wagering:** Innovation, experimentation, and advancement.
- **Digital Betting Innovations.**

### Unique Value Proposition

- **Trading technologies** designed and built with the inclusion of over 20 years industry know-how and expertise baked-in.
- **Tailored and flexible** solutions through high degree of configuration.
- Backed by **RAS's world-class data** and analytics.
- **Leaders** in building wagering technologies for over 20 years
- **Continuous** innovation and product improvement.
- **Comprehensive Wagering Offering** able to provide high-quality, complete turnkey racing solutions for wagering operators.

Key Clients:



# CASE STUDY

PICKLEBET WAS FOUNDED IN 2020: INITIALLY FOCUSED ON SPORTS AND E-SPORTS WHICH SUCCESSFULLY APPEALED TO A YOUNGER DEMOGRAPHIC

## 2022 Partnership with Racing and Sports

- **Diversification:** Expanded to include a racing offering.
- **Key Partner:** Collaboration with Racing and Sports.

## Comprehensive Racing Offering

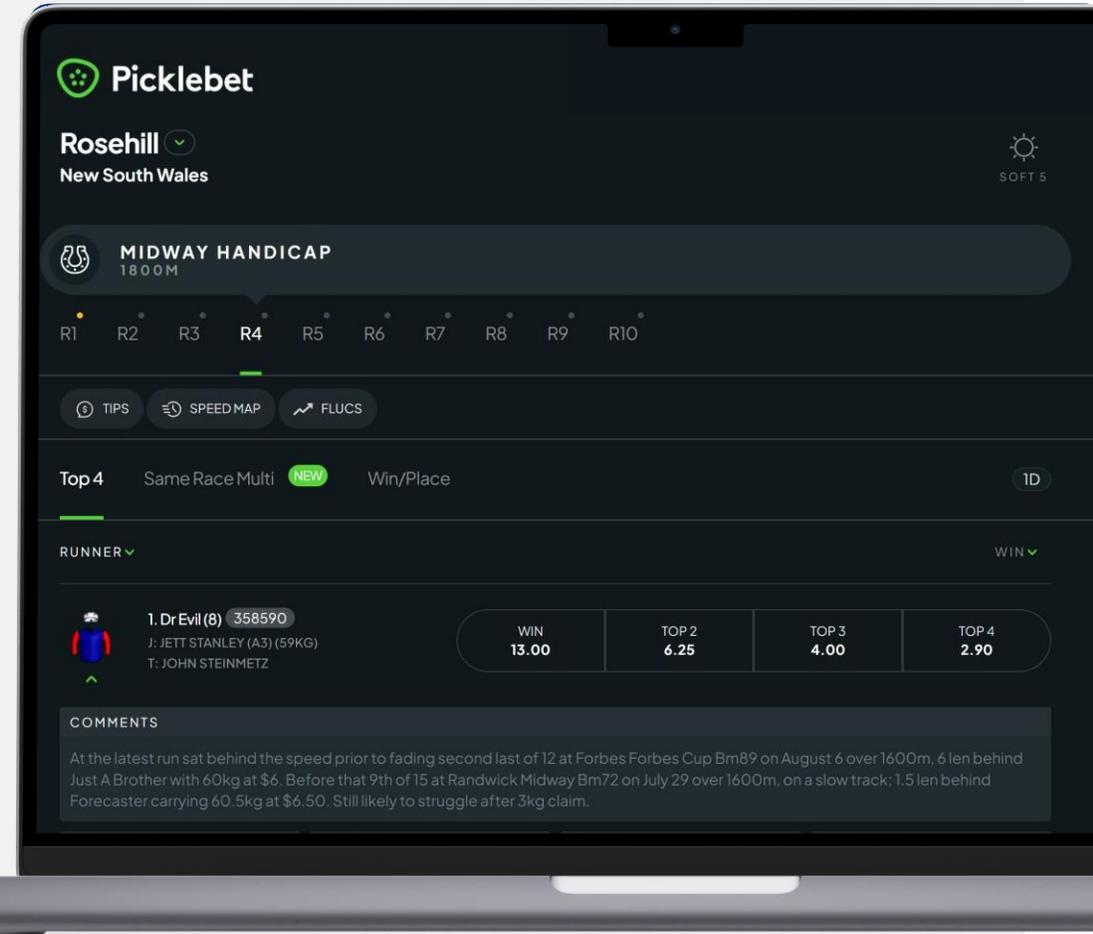
- **Managed Trading Service:** Powered by our partners, RBHQ, enabling a high-quality risk management offering in a cost-efficient way.
- **Premium Data and Content:** Ensuring high-quality offerings.
- **Global Coverage:** Extensive international racing data.

## Value-Added Services

- **Customer Profiling:** Tailoring offerings to individual behaviour.
- **Same Race Multis and Derivative Products:** Expanding betting options.

## Results and Impact

- **Day One Excellence:** Launching a high-quality racing offering.
- **Supported Growth:** Backed by racing and wagering experts.
- **Favourable Outcomes:** Enhanced growth and margin results.



# DIGITAL AND MEDIA

## WAGERING-FOCUSED MEDIA, DIGITAL, AND PUBLISHING SERVICES

### Core Products

- **Trusted industry** web and mobile app (soon) platforms.
- **Digital Advertising**: Captivating online audiences.
- **Virtual Betting Ring**: A newly launched immersive wagering experience.
- **Podcast**: Engaging content for racing enthusiasts.
- **Sponsored / Syndicated Bookmaker Content**: Collaborative content production and Deep links to customer websites.
- **Syndicated News Service**: Sharing insights.
- **Social Media**: Connecting with our audience.
- **EDM/Newsletter Sponsorship**: Direct engagement.
- **Racing and Sports Shop**: A hub for enthusiasts to buy subscription and one-off products.

### Unique Value Proposition

- **3+ Million Unique** Users Annually and over 60-million page views.
- **Form and Racing Analytics**: Providing valuable insights.
- **International Reach**: Attracting strong visitation from Europe and Asia.
- **UK Website** Launched in 2022.
- **Independent platform** for news, insights and analytics supporting the industry.
- **Significant cross-selling** opportunities for B2B customers.

### Key Clients:



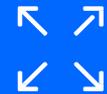
# FY23 OPERATIONAL HIGHLIGHTS



Signed 6-year deal with Tabcorp to supply market-leading content and innovation products. Initial value \$1.8 million per year.



Two-year deal with Picklebet to provide Risk Managed Trading Service and customer facing content to power Picklebet's racing product.



Expanded the existing 5-year deal with Entain, now valued at \$5 million, to become the exclusive provider of enhanced racing content to the Entain group in Australia.



RAS is now providing the National Form Database for the Greyhound Board of Great Britain until 2027.



The Racing and Sports AI powered animated race predictors were used for the 2022 Melbourne Cup Carnival as part of the Victoria Racing Club's Inside Run race guide.



Increased demand for digital advertising and sponsored content in line with record traffic on digital assets and the expansion of content offering.



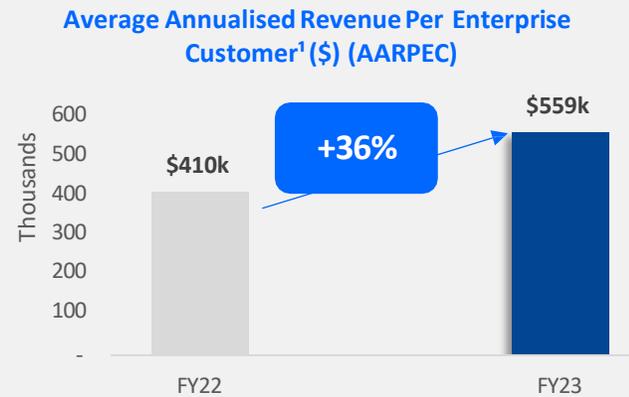
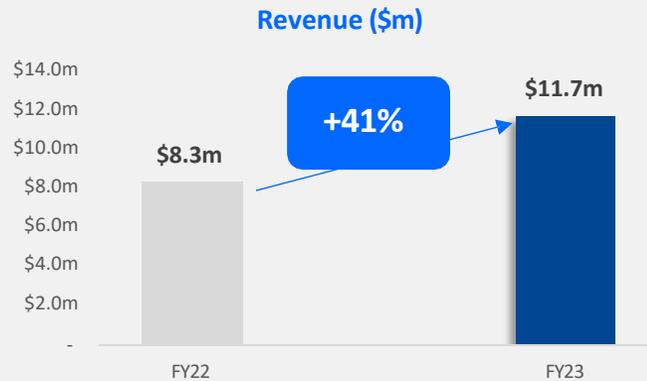
Launch of first sports content offer to the market with the sale of NRL and AFL insights pack.



Signed an agreement with Wettstar (German Tote) to distribute the full package of German content into Australia.

# FY23 FINANCIAL PERFORMANCE

## KEY PERFORMANCE METRICS



**Notes:**

1. Enterprise Customer determined as a customer on a contract exceeding \$50,000 per annum
2. Includes \$1.8m of IPO costs

### Sustained organic customer growth

- FY23 total customers: 55 (+7 vs FY22).
- FY23 enterprise customers: 22 (+3 vs FY22).
- Fifth consecutive year of growth in customers.

### Expanding customer lifetime value

- Average tenure of customer contracts: 4.2 years.
- Little to no customer churn.
- 84% of FY23 revenue was generated from existing customers.

### Continued opportunity for cross sell

- AARPEC +36% reflecting success from cross sell of enhanced product offering.

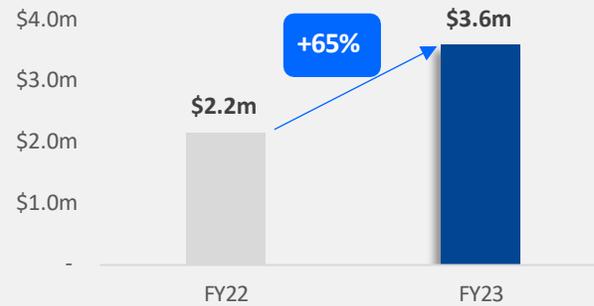
# FY23 REVENUE TRENDS

ENHANCED RECURRING REVENUE BASE, GROWING CONTRIBUTION FROM DOMESTIC CUSTOMERS

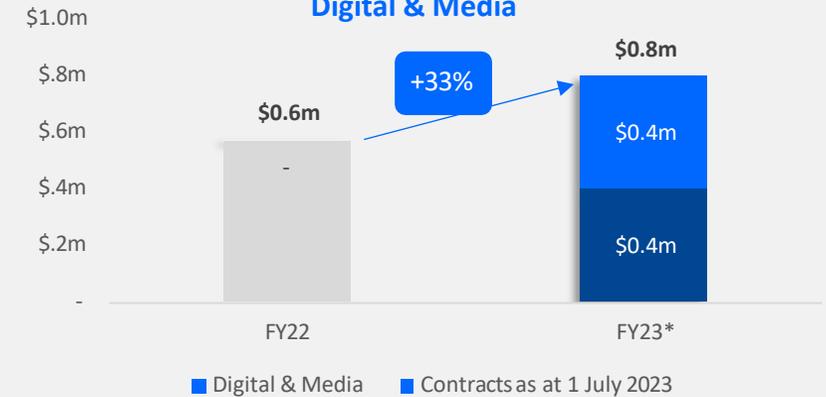
## Enhanced Information Services



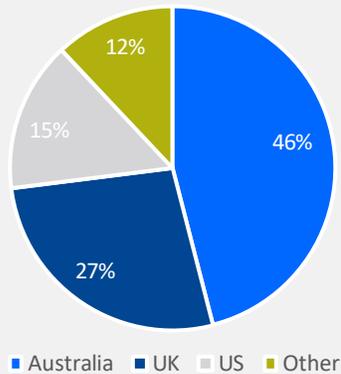
## Wagering Technology



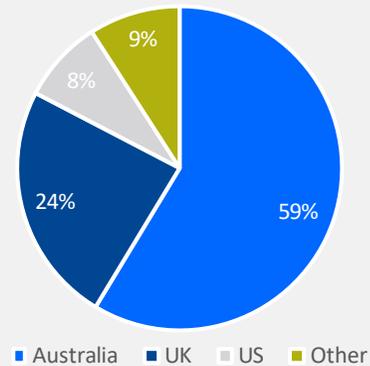
## Digital & Media



## AMRR by jurisdiction FY22



## AMRR by jurisdiction FY23



## Major Growth Markets

- Australian AMRR increased 96% YOY.
- AMRR for Australia experienced substantial growth, nearly doubling from its already significant share of the AMRR.
- UK increased 29% YOY.

\* Contracts as at 1 July 2023

# RETURN TOWARDS PROFITABILITY

## PURSUIT OF ENHANCED SCALE TEMPORARILY IMPACTED PROFITABILITY



- Increased operating leverage, reflecting revenue growth and scale enhancements on stable fixed cost base
- Incremental future revenue growth should result in increased cash flows and EBITDA accretion
- The Company expects to deliver strong positive operating cashflow in FY2024 as we head towards profitability off the back of increased recurring revenue balanced with continuing investment to support favourable long-term growth.

Profitable in private environment

Investing for rapid growth post IPO

Returning towards growing and sustainable profits

# FY24 STRATEGIC FOCUS AND OUTLOOK

## ENHANCED INFORMATION SERVICES

- Work closely and collaboratively with **rights holders and racing bodies** globally.
- Continued focus on acquiring data and **development of enhanced content products** and driving growth for existing, new and emerging racing territories.
- Leverage recently granted **UK data distribution and reseller rights** to rapidly grow market share in the UK and Europe.
- **Strategic partnerships** to expand our presence in the Americas, Asia, Middle East, and other Emerging Territories.
- Provide **innovative and visually engaging products** to lead the change for wagering operators looking to attract new demographics.
- Expand **coverage of Sports data** to offer further innovative products in the Australian and international markets.

## WAGERING TECHNOLOGY

- **Comprehensive Wagering Offering** able to provide **high-quality, complete turnkey racing solutions for wagering operators**. able to provide high-quality, complete turnkey racing solutions for wagering operators
- Expand **sales of our industry leading trading technology stack**, accelerating growth in Australia, UK, Europe and US.
- Continued **development of our Trading and MTS offerings** that drive automation, increase efficiency and ultimately reduce cost for wagering operators.
- Partner with **platform providers** to embed our trading technology and enhanced content products to achieve growth at scale.
- Launch the **Wagering-360** ecosystem in the Australian market.
- Work with **governing racing bodies** to provide outsourced technology, data, and integrity services.
- Continued **innovation and product development** that drives wagering turnover for our customers.

## DIGITAL & MEDIA

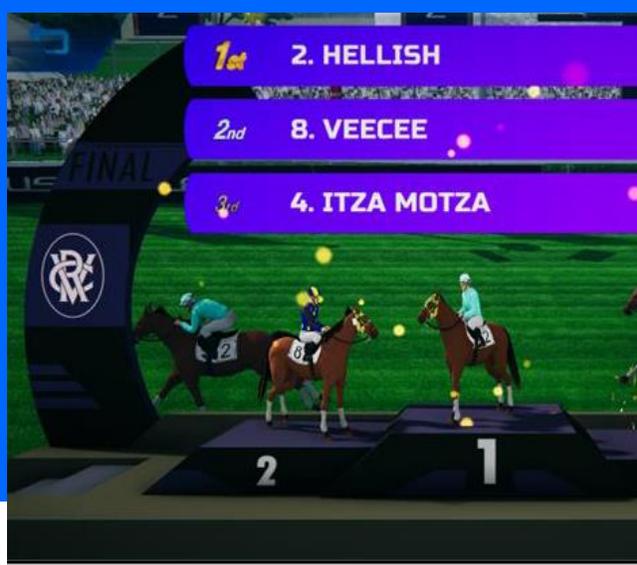
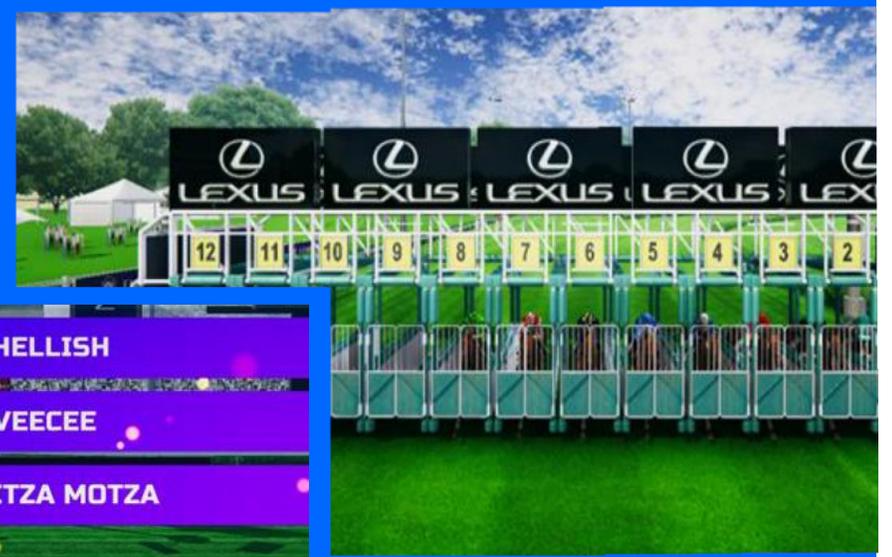
- Maximise **revenue generated** from digital assets.
- Launched the **virtual betting ring** Odds Comparison Service in Australia.
- Capitalise on anticipated **reallocation of wagering operator advertising spend** due to new upcoming gambling ad regulations
- Pursue strategies to increase value generated through **high volume of existing international web traffic**.
- Develop **premium B2C products** and market to existing Racing and Sports audiences.
- Development of **Racing and Sports Mobile App** for B2C with in-app purchase opportunities.

Explore strategic partnerships and acquisition opportunities to accelerate growth

# APPENDIX

RANDS

Tab	Horse A/S	Jockey Wgt	Trainer (B/P)	Best Odds FVG	Best Odds	# Best Odds Markers
1 97x20	IM NOT SLEW 4H	MS R MURRAY 60.0	SCOTT SINGLETON (2)			
2 537x3	UNWRITTEN 4G	AARON BULLOCK 60.0	GREGORY HICKMAN (5)	\$3.5, \$5, \$6, \$4	+4%	BKM1
3 41x2x	NICKI KNEE KNACK 5G	ANDREW GIBBONS 59.0	WAYNE WILKES (3)	\$3.23, \$2.8, \$3	+2%	BKM6
5 2289x	IN SHADES 4M	GRANT BUCKLEY 56.5	JUSTIN BOWEN (4)	\$13, \$16, \$17, \$21	-7%	BKM2
6 x0241	PLAY MY SONG 3F	MIKAYLA VEIR 56.0	JUSTIN BOWEN (3)	\$7.2, \$19, \$17, \$19, \$12	+2%	BKM4
7 x2241	PYRAMD OF FIRE 4G	J PRACEY-HOLMES 56.0	CAMERON CROCKETT (4)	\$2.7, \$3, \$2.25, \$2.35	+4%	BKM8
8 490x2	WHISPERING GATE 6M	VAD BOLCZINSKIY 56.0	CHERYL GROUSE (7)	\$11, \$10, \$13, \$11, \$13	-2%	BKM3



# PROFIT AND LOSS STATEMENT

## FOR THE YEAR ENDED 30 JUNE 2023



## COMMENTS

- Overall net loss before tax of \$1.1m.
- Strong revenue growth of 41%, underpinned by Data and Wagering Technology products.
- Controlled spending post-IPO, with investments in our people, technology and product development.

	Jun 2023 \$'000	Jun 2022 \$'000
<b>Revenue</b>		
Revenue from contracts with customers	11,720	8,328
Other income	1,573	663
<b>Expenses</b>		
Data and processing expenses	(1,583)	(735)
Employee benefits expenses	(7,201)	(4,979)
Finance costs	(70)	(76)
Occupancy expenses	(88)	(106)
Technology expenses	(486)	(158)
Depreciation and amortisation expense	(1,343)	(1,022)
IPO costs	-	(1,792)
Administration expenses	(2,409)	(1,950)
Outsourced services	(1,262)	(1,440)
Loss before income tax (expense)/benefit	(1,149)	(3,267)
Income tax (expense)/benefit	(148)	281
Loss after income tax (expense)/benefit for the year attributable to the owners of RAS Technology Holdings Limited	(1,297)	(2,986)

# STATEMENT OF FINANCIAL POSITION

## FOR THE YEAR ENDED 30 JUNE 2023

	Jun 2023 \$'000	Jun 2022 \$'000
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	8,683	10,767
Trade and other receivables	2,199	1,469
Contract assets	403	54
Other assets	232	121
<b>Total current assets</b>	<b>11,517</b>	<b>12,411</b>
<b>Non-current assets</b>		
Property, plant and equipment	476	604
Deferred tax	1,151	1,290
Intangibles	3,927	2,939
Right-of-use assets	973	1,049
<b>Total non-current assets</b>	<b>6,527</b>	<b>5,882</b>
<b>Total assets</b>	<b>18,044</b>	<b>18,293</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade and other payables	2,949	2,171
Current tax liabilities	14	-
Contract liabilities	129	131
Employee benefits	674	505
Lease liabilities	305	230
<b>Total current liabilities</b>	<b>4,071</b>	<b>3,037</b>
<b>Non-current liabilities</b>		
Deferred tax	397	407
Contract liabilities	35	-
Employee benefits	50	16
Lease liabilities	786	905
Provisions	125	100
<b>Total non-current liabilities</b>	<b>1,393</b>	<b>1,428</b>
<b>Total liabilities</b>	<b>5,467</b>	<b>4,465</b>
<b>Net assets</b>	<b>12,580</b>	<b>13,828</b>
<b>Equity</b>		
Issued capital	13,424	13,424
Reserves	615	566
(Accumulated losses)/retained profits	(1,459)	(162)
<b>Total equity</b>	<b>12,580</b>	<b>13,828</b>

## COMMENTS

- Cash balance of \$8.7m, cash burn has stabilised particularly in H2 with FY23 operating cashflows ending the year with a cash inflow.
- Total assets have remained stable at \$18.0m, with investment into Intangibles increasing to \$3.9m, with continued development of core and new & innovative products.
- Total liabilities have increased modestly, with larger employee base contributing, along with some additional office space reflected in the marginal decrease on our total lease commitments.

# CASH FLOW STATEMENT

## FOR THE YEAR ENDED 30 JUNE 2023

	Jun 2023 \$'000	Jun 2022 \$'000
<b>Cash flows from operating activities</b>		
Receipts from customers (inclusive of GST)	11,731	8,336
Payments to suppliers (inclusive of GST)	(12,771)	(8,268)
Receipts from government grants - R&D	872	1,261
Interest received	306	3
IPO Costs	-	(1,697)
Income tax paid	(4)	(1,277)
Finance costs	(70)	(74)
<b>Net cash from/(used in) operating activities</b>	<b>64</b>	<b>(1,718)</b>
<b>Cash flows from investing activities</b>		
Payments for property, plant and equipment	(148)	(591)
Payments for intangible asset	(1,850)	(1,490)
Proceeds from disposal of property, plant and equipment	86	-
<b>Net cash used in investing activities</b>	<b>(1,912)</b>	<b>(2,081)</b>
<b>Cash flows from financing activities</b>		
Proceeds from issue of shares	-	13,030
Repayment of borrowings	-	(163)
Dividends paid	-	(300)
Principal repayment of lease liabilities	(236)	(50)
<b>Net cash from/(used in) financing activities</b>	<b>(236)</b>	<b>12,517</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>(2,084)</b>	<b>8,718</b>
Cash and cash equivalents at the beginning of the financial year	10,767	2,049
<b>Cash and cash equivalents at the end of the financial year</b>	<b>8,683</b>	<b>10,767</b>

## COMMENTS

- Operating activities, in the post IPO-era has seen cash outflows now return to cash inflows, with a small positive operating cashflow for the year.
- Investing activities, have seen further investment into Intangibles to maintain and extend market leading position of core products and development of new innovations for future growth.
- Financing activities, minimal activity post-IPO with cash outflows relating to the Canberra head office.

# 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).



**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 and the Royal Australian Mint (Chair of Audit & Risk Committee and Member of the Advisory Board).

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 also 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.



**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, including currently as, Gale Pacific Limited and Maggie Beer Holdings Limited.

Sophie currently holds non-executive directorship roles at Touch Ventures Limited and Collingwood Football Club Foundation. Sophie holds bachelor's degrees in law and jurisprudence from Monash 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 consulting business in the technology, 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 CEO 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**

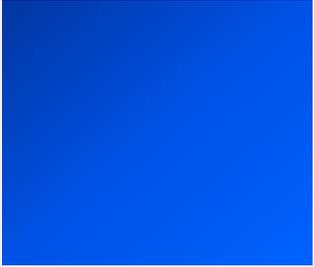
Brent Dolan brings more than 45 years of high-level experience in the betting and gaming industry in the UK.

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.

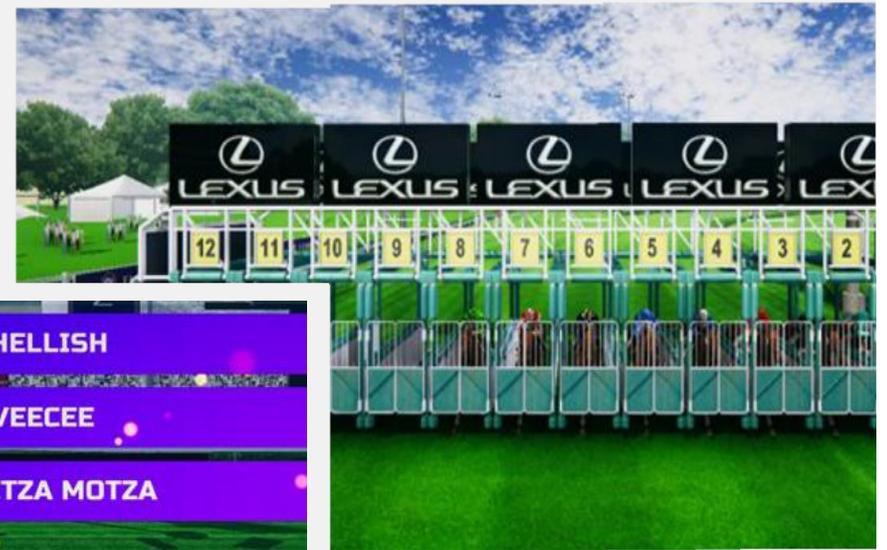
# RACING AND SPORTS™

Tab	Form	Best Odds First	Best Odds Price	# Best Odds Markets
1	97x20 IM NOT SLEW 4M MS R MURRAY 56.0 SCOTT SINGLETON (2)			
2	537x1 UNWRITTEN 4G AARON BULLOCK 60.0 GREGORY HICKMAN (5)		\$8.5, \$5, \$6, \$4	+4% BK M1
3	41x2x NICCI KNEE KNACK 5G ANDREW GIBBONS 59.0 WAYNE WILKES (3)		\$3, \$2.2, \$2.8, \$3	+2% BK M6
5	2289x IN SPADES 4M GRANT BUCKLEY 56.5 JUSTIN BOWEN (6)		\$13, \$14, \$17, \$31	-3% BK M2
6	x0241 PLAY MY SONG 3F MIKAYLA WEIR 56.0 JUSTIN BOWEN (1)		\$7.2, \$10, \$17, \$19, \$12	+2% BK M4
7	x2241 PYRAMID OF FIRE 4G J TRACEY-HOLMES 56.0 CAMERON CROCKETT (4)		\$2.7, \$3, \$2.25, \$2.35	+4% BK M8
8	490x2 WHISPERING OASE 3M VAD BOLZHENSKIY 56.0 CHERYL GROUSE (7)		\$11, \$10, \$13, \$11, \$13	-2% BK M3



THANK YOU

[INVESTOR@RACINGANDSPORTS.COM.AU](mailto:INVESTOR@RACINGANDSPORTS.COM.AU)



[WWW.RACINGANDSPORTS.COM.AU](http://WWW.RACINGANDSPORTS.COM.AU)

