

ASX ANNOUNCEMENT 16 July 2024

# Record FY24 driven by strong revenue growth and commercial progress

## Highlights

- **AMRR of \$18.9 million as at 30 June 2024, an increase of 25% versus December 2023**
- **FY24 unaudited revenue from customers of c.\$16.1 million, representing growth of 38% on pcp**
- **Annual revenue from Playbook Engineering partnership already exceeding \$1.15 million**
- **Stake.com successfully launches new racing offer to its entire customer base**

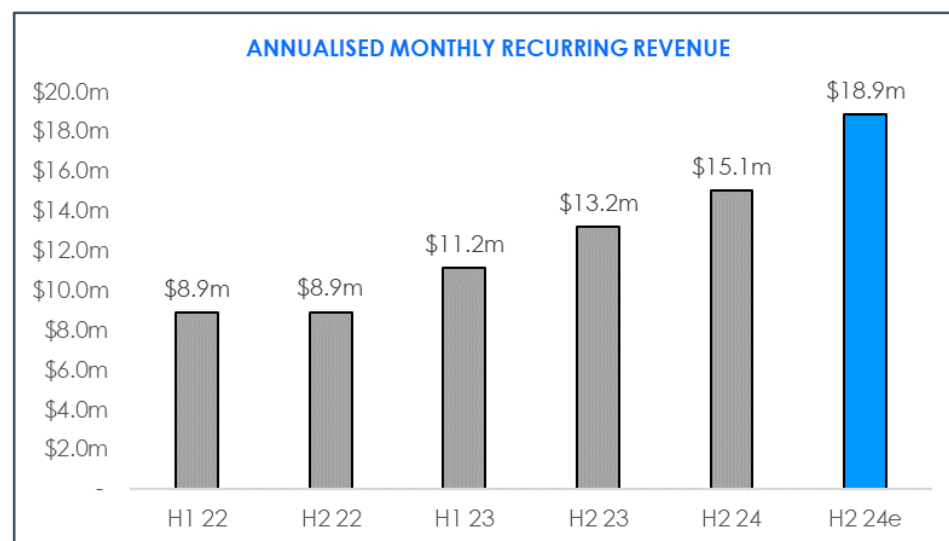
RAS Technology Holdings Ltd (ASX:RTH) ('RAS' or 'the Company'), a leading provider of fully integrated premium data and enhanced content to the global racing and wagering industries, is pleased to provide an update on progress in its partnerships with Playbook Engineering and Stake.com as well as unaudited results for FY24.

## Financial Update

RAS finished FY24 strongly, achieving significant milestones driven by a surge in deal activity and the successful launch of key initiatives.

The Company's annualised monthly recurring revenue (AMRR) closed at \$18.9 million for FY24, up from \$15.1 million reported at the end of December 2023. This growth reflects the strong momentum generated by recent deals, including those with Playbook Engineering and Stake.com, progressively entering operational phases.

The Company expects to report full-year revenue of about \$16.1 million in FY24, growth of c.38% on the pcp.



## **Playbook Engineering update**

RAS has successfully integrated Racing and Sports data and content onto the Playbook Engineering platform, with 11 brands already live. An additional two brands are slated for launch later in July, and further brand integrations are anticipated throughout the year.

In addition to data and content integration, the Company has extended its services to include a fixed odds service for the UK, Ireland, and South Africa racing, further developing the offering on the Playbook Engineering platform.

The financial impact of these developments is already evident, with annual revenue exceeding \$1.15 million and anticipated to surpass \$1.30 million by the end of July. RAS anticipates continued robust revenue growth throughout FY25, driven by the increasing adoption of its services and the ongoing expansion of its partnership with Playbook Engineering.

## **Stake.com update**

In early June, Stake.com successfully launched its new racing offer to its entire customer base, achieving results in line with expectations. Initially introduced as a limited MVP offer focused on thoroughbreds with win and place betting, and excluding visual content, the service covered racing jurisdictions including Australia/NZ, Asia, Ireland and South Africa.

Throughout June, Stake.com expanded its offering by adding greyhound content and streaming capabilities for select jurisdictions, with harness racing introduced in early July. Looking ahead, Stake.com plans to progressively introduce additional betting options such as exotics, same race multis, and other derivative betting options over the coming months.

Additionally, Stake.com is committed to enhancing its content with a substantial increase in quality racing fixtures across various codes from prominent jurisdictions including the UK, US, and France. This phased rollout will include the introduction of video streaming for additional jurisdictions and an enriched racing experience featuring tips, race overviews, speed maps, and other innovative features.

Stake.com's promotional efforts will be ramped up as the platform expands its jurisdictional coverage, diversifies its betting options, and enhances content offerings to cater to its extensive global customer base.

## **RAS CEO, Stephen Crispe, said:**

"RAS has made significant progress in FY24, highlighted by successful partnerships with Playbook Engineering and Stake.com, and a demonstrated ability to drive towards profitable, robust growth. These milestones underscore our commitment to delivering value and fostering sustainable growth across our market segments.

"We continue to work with our key customers to deliver additional data, services and products that enable them to maintain and increase their competitive market share. This is core to the loyalty and retention of these customers.

"Our strategic focus on innovation within the racing and wagering sector and our growing momentum in international markets positions us for continued success. The strong conclusion to FY24, with key deals progressively coming online, increased recurring revenue, and our healthy and diverse pipeline, positions the Company well to achieve significant revenue and profit growth in FY25."

– Ends –

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

Further Information:

**Investor Enquiries:**

investor@racingandsports.com.au

**Media Enquiries:**

Simon Hinsley

simon@nwrcommunications.com.au

+61 401 809 653

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

## Important Notice

RAS Technology Holdings Limited ACN 650 066 158 (ASX: RTH) has prepared the information in this announcement. This announcement has been prepared for the purposes of providing general information only. It does not constitute an offer, invitation, solicitation or recommendation regarding the purchase or sale of any securities in RTH, nor does it constitute financial product or investment advice, nor take into account your investment, objectives, taxation situation, or financial situation or needs. Any investor must not act based on any matter contained in this announcement in making an investment decision but must make its own assessment of RTH and conduct its own investigations and analysis. Past performance is not a reliable indicator of future performance.

## RAS Technology Holdings Limited

Level 21, 459 Collins Street,

Melbourne, Victoria 3000

+61 3 8630 3321