

INTERIM REPORT

JULY – SEPTEMBER 2019



"Everything we do, we do to enable our partners to achieve their full potential"

TODAY'S SPEAKER

TSACHI MAIMON
CEO



GROUP OVERVIEW



Aspire Global is a leading platform-provider to iGaming operators.
Founded in 2005. Counting 220 people today, with offices in Malta, Israel and Ukraine



Pariplay is a leading games and aggregation provider for operators in the gaming sector.
Founded in 2011. Counting 70 gaming experts with main offices in Sofia and India



PRODUCTS WE SELL

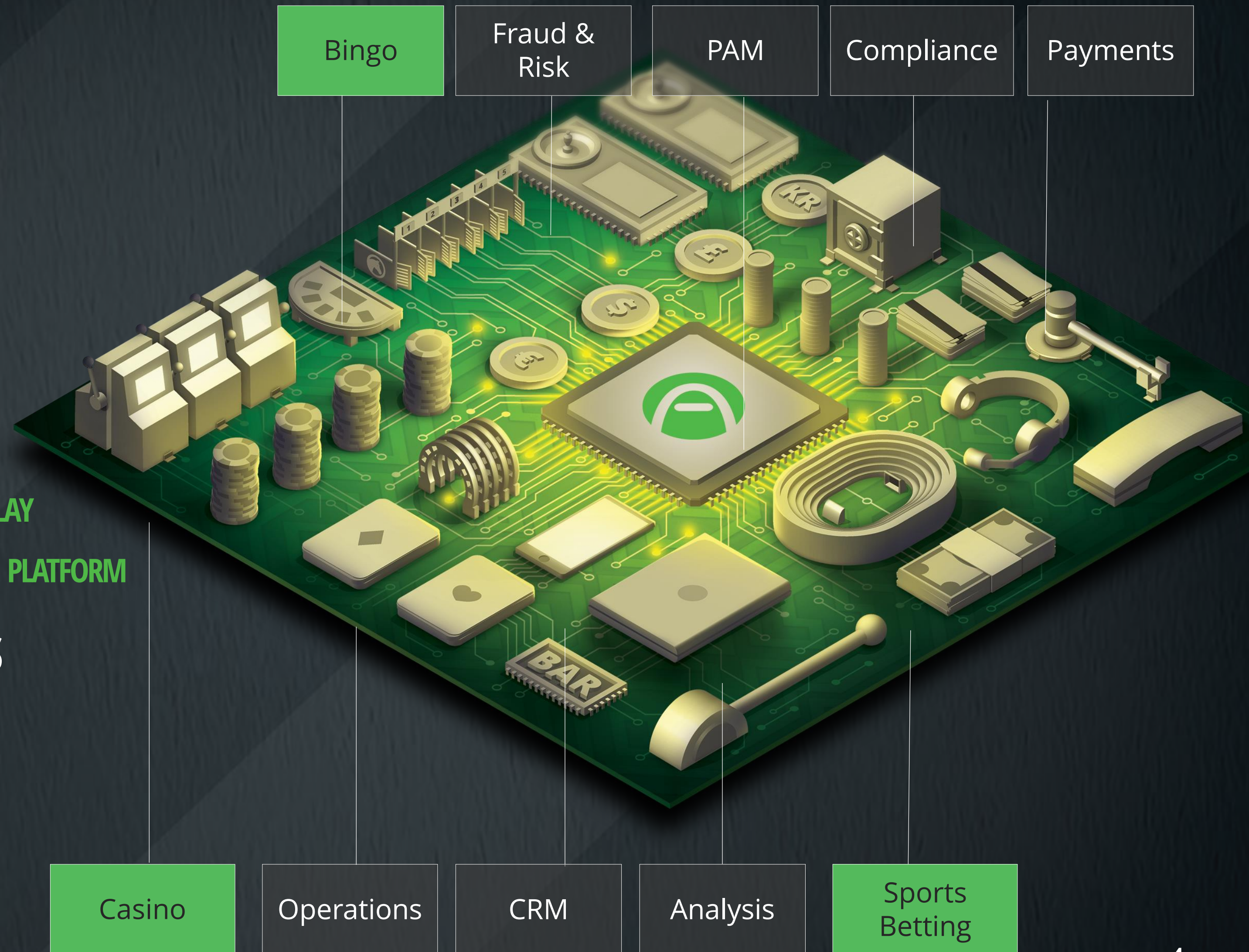
1. PLATFORM SERVICES

2. GAMES :

A. 250 IN-HOUSE GAMES : ASPIRE & PARIPLAY

B. OVER 2,500 3RD PARTY GAMES - FUSION PLATFORM

3. KARAMBA – FOR END USERS



Q3 IN BRIEF - FINANCIAL HIGHLIGHTS

- 72% of the revenues during Q3 2019 were generated from regulated/soon to be regulated/taxed markets
- Gaming duties / VAT – 2.1M€ - 6.3% of the revenues (6.1% in Q3 2018)
- B2B revenues now constitute 63% of the total revenues
- B2B EBITDA now constitute 82% of the total EBITDA

€33.2_M

REVENUES
+16% Y/Y

€5.2_M

EBITDA
-16% Y/Y

€22.8_M

B2B REVENUES*
+32% Y/Y

15.7%

EBITDA
Margin

119.9_k

FTD's
+24% Y/Y

* includes inter-segment platform fees

9M/2019 VS 9M/2018

KPI (MILLION €)	9 MONTHS 2019	9 MONTHS 2018	CHANGE
REVENUE	99.2	71.7	+38%
EBITDA	17.4	14.6	+19%
B2B REVENUE	60.0	37.3	+61%
B2B EBITDA	12.5	8.0	+56%
EARNING PER SHARE	0.27	0.26	+4%

Q3 IN BRIEF - OPERATIONAL HIGHLIGHTS

- 6 New brands were launched, all 6 with new partners
- Bingo license in the UK was secured
- Swedish license was extended to 3 years after winning the appeal

6

Brands
launched

1

Brand
closed

45

Partners
currently on the
platform

KARAMBA HIGHLIGHTS

- KARAMBA was affected by several items:
 - No sport event this year
 - UK adjustments started to effect more significantly
 - Netherlands requirements affected returning players
 - Higher marketing expenses as a result of entering new markets
- KARAMBA is expected to go back to growth on Q1 2020

-8%
Revenues
Y/Y

-62%
EBITDA
Y/Y



■ Revenues ■ EBITDA

B2B STRONG Q

- 6 brands were launched
- B2B income represent 63% from total revenues
- During the last 4 weeks, we signed 2 new partners
- Mr play (Partner) soft launched it's sportbook
- Codere, VIPScasino and Digibet – starting their marketing efforts to be more meaningful as we speak

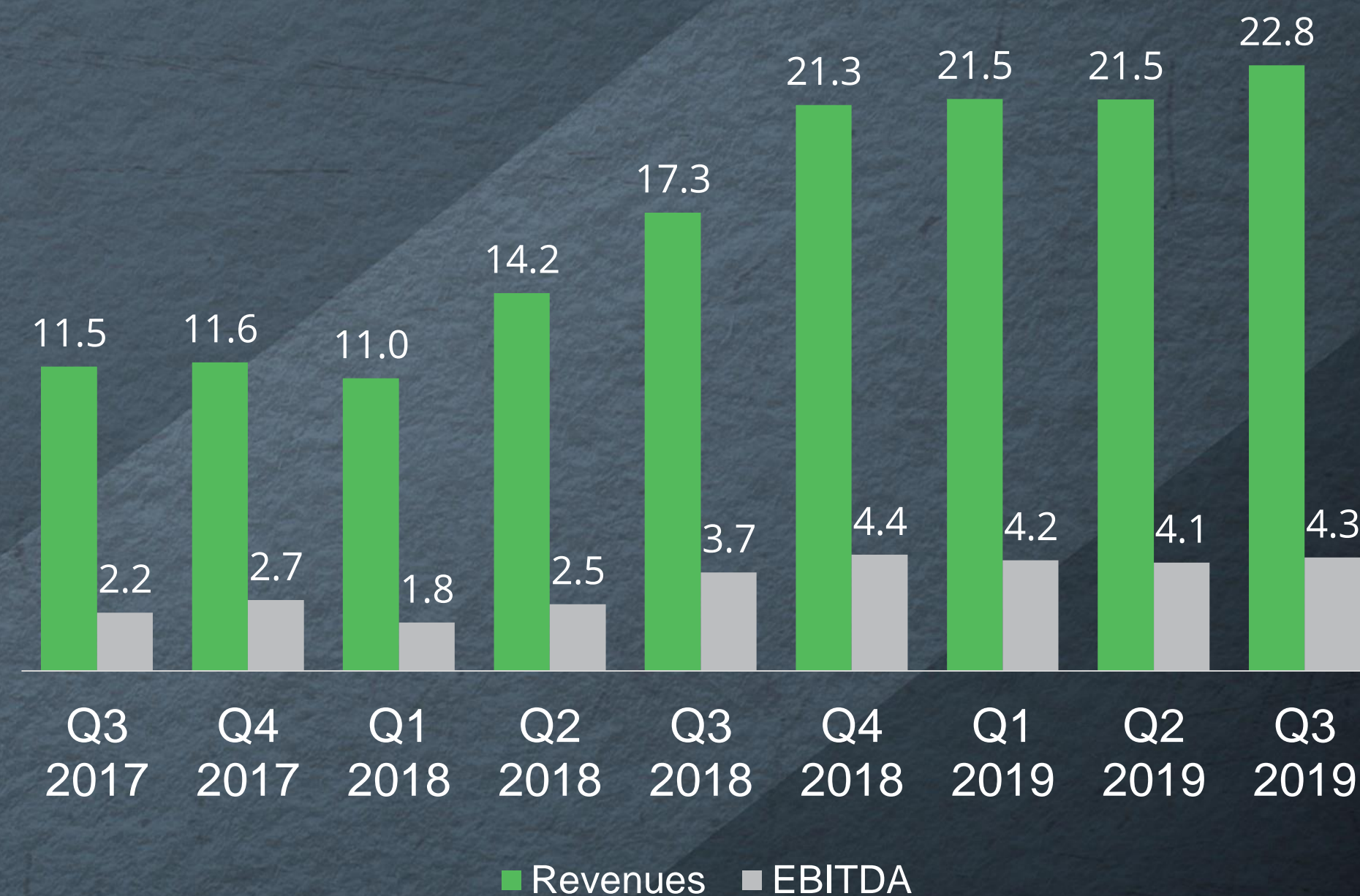
* Income in this slide includes: platform fee and royalties from our proprietary games

+32%

Revenues
Y/Y

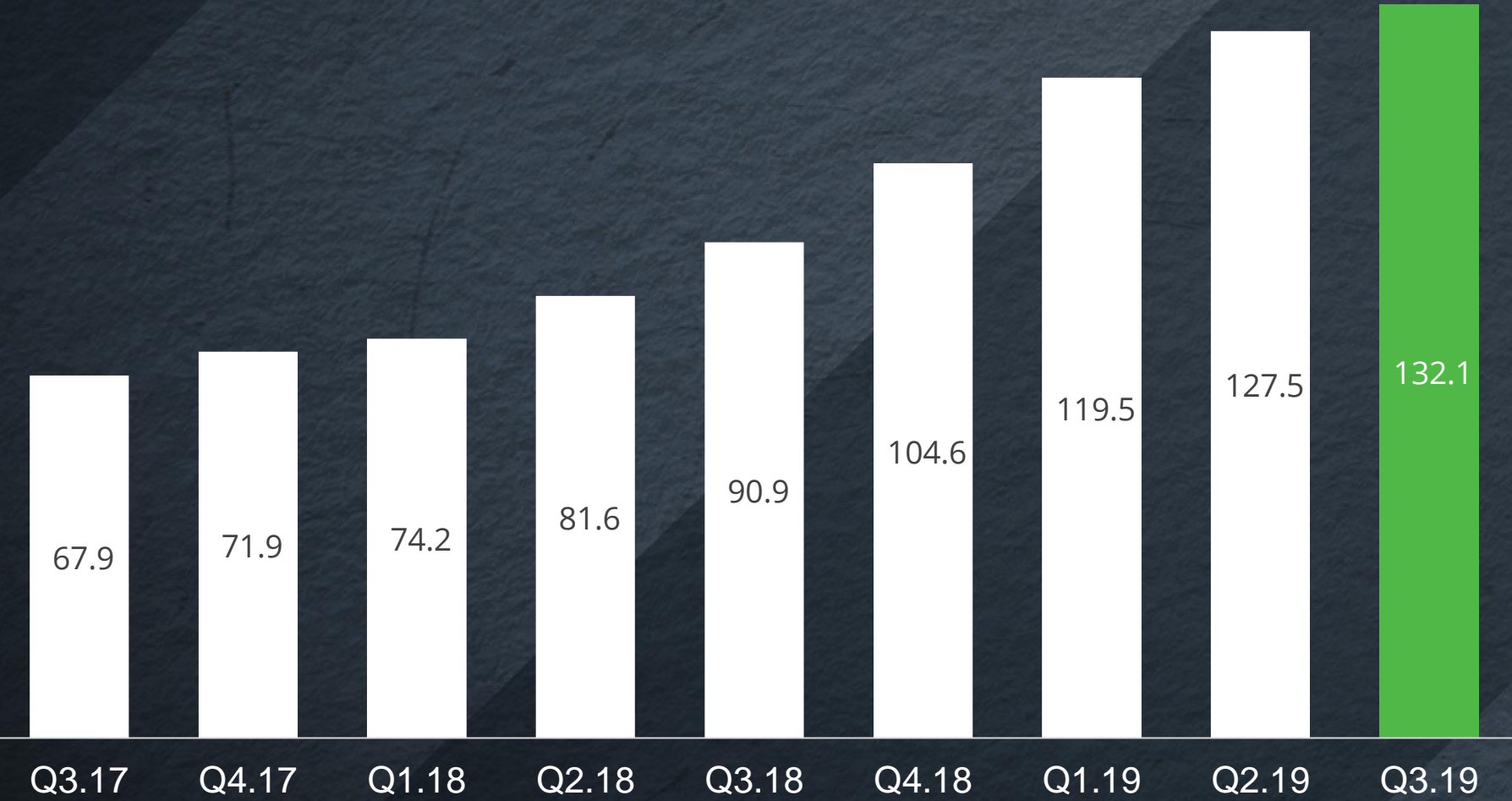
+15%

EBITDA
Y/Y

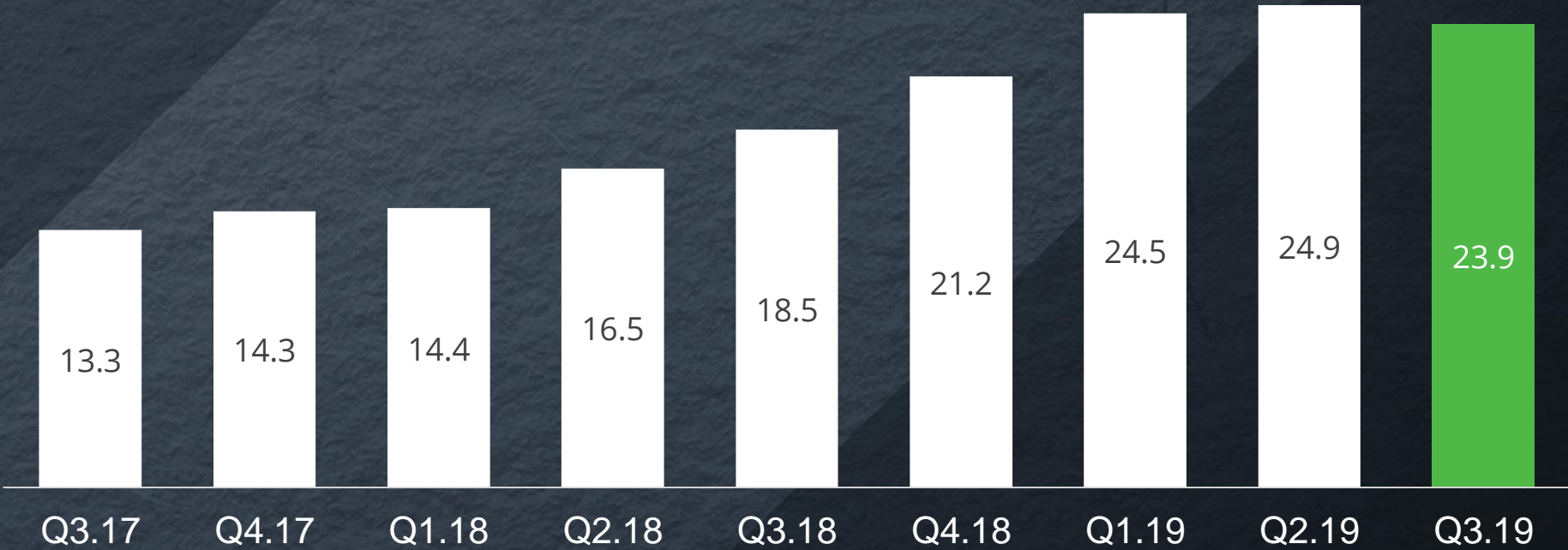


ROLLING 12 MONTHS

12 Months Rolling Revenues (M€)

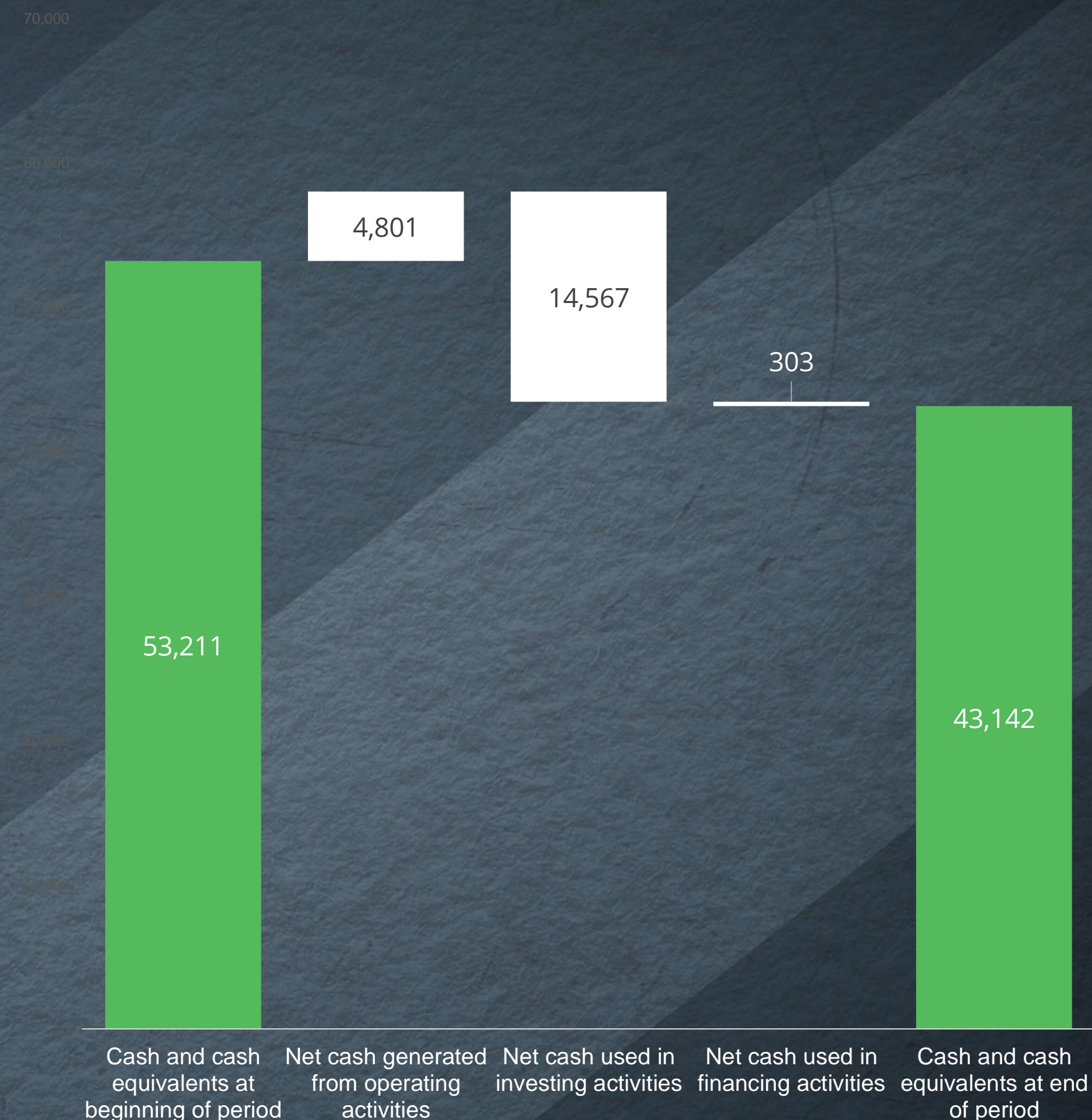


12 Months Rolling EBITDA (M€)



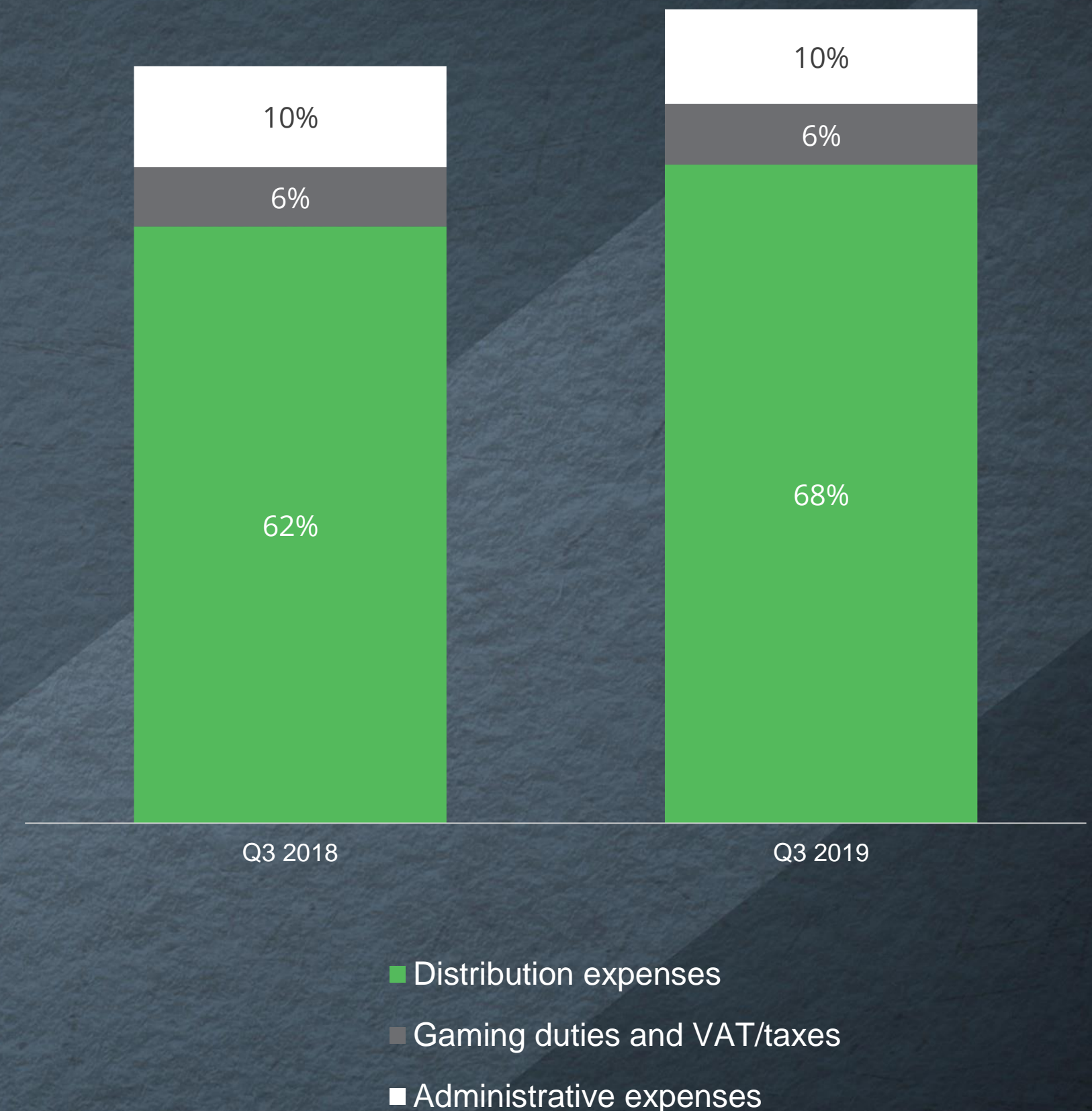
CASH POSITION

- Continued strong cash flow generation from operations
- Investment activity mainly attributed to the Pariplay transaction and to our continued investment in our R&D infrastructure
- Out of the cash balance at the end of Q3/19, ~€36M are available for M&A activities



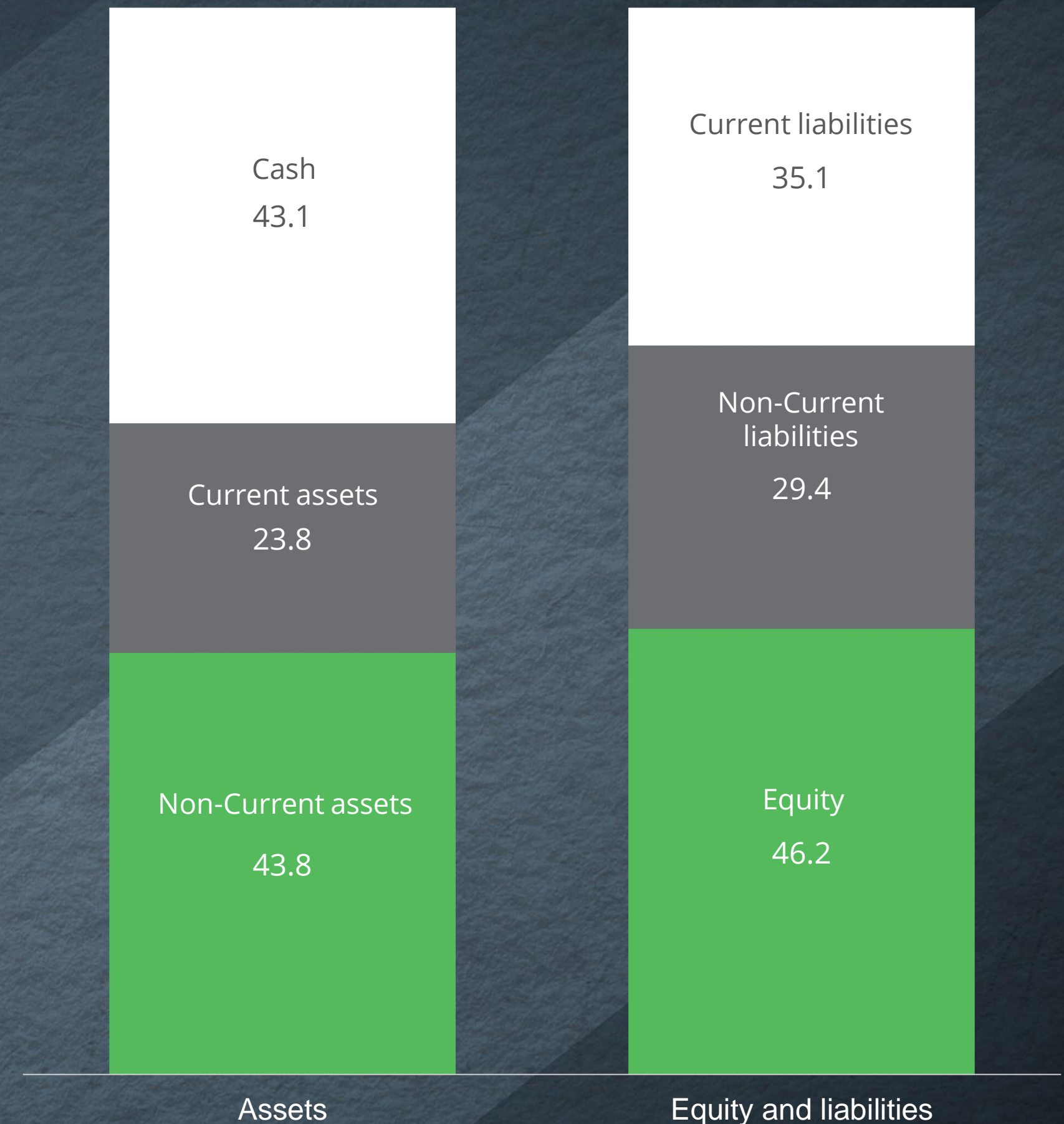
OPERATING EXPENSES

- Administrative expenses and Gaming duties/taxes increased during the reported period in absolute numbers, but remained as % of revenues
- Distribution expenses increased. we attribute this to incentive plans to partners and enhanced marketing activity of our proprietary brands



FINANCIAL POSITION

- Total Assets – €110.7 M
- Issuance of bond in Q2 2018, increased non-current liabilities and cash amounts. Net cash position maintained after Pariplay acquisition
- Retained earnings represents 48.5% of total assets (higher than industry standard).
- Cash - €43.1M



MORE ABOUT THE COMPANY



Pariplay is a leading games and aggregation provider for operators in the gaming sector, offering state-of-the-art, in-house developed games as well as integrated third-party games from leading industry companies. Founded in 2011. Counting 70 gaming experts with main offices in Sofia and India

TIER 1 OPERATORS

+2,500

UNIQUE GAMES
THROUGH AGGREGATION

+60

PREMIUM
CONTENT

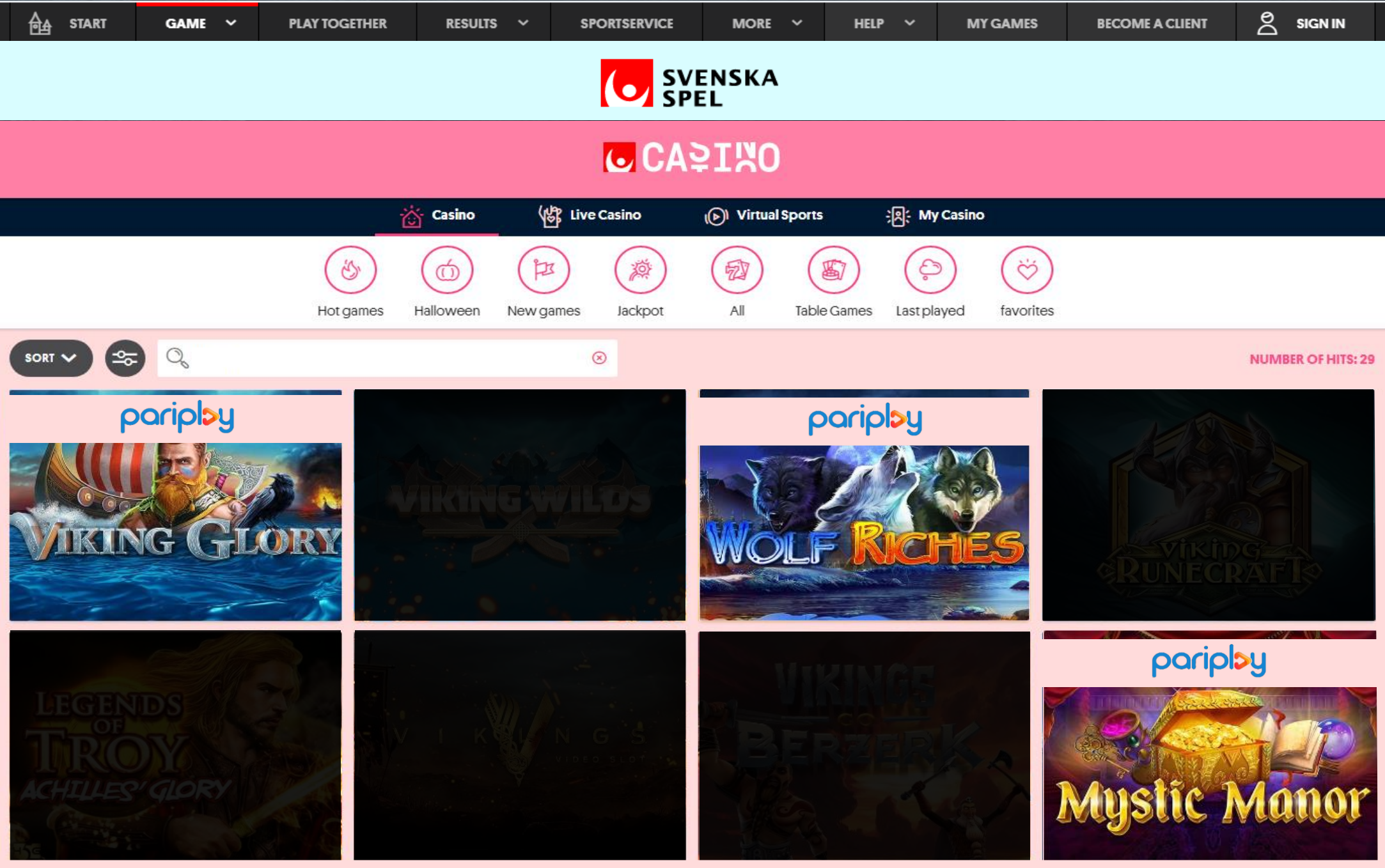
PROVIDING FUSION PLATFORM AND PROPRIETARY GAMES TO 1ST TIER OPERATORS IN THE INDUSTRY



PREMIUM CONTENT

Mystic Manor
WOLF RICHES
TREASURE TEMPLE
ALOHA Fortune

2
NEW GAMES
EVERY MONTH


















US MARKET

Aspire Global Enters the Regulated US Market as Pariplay Signs Agreement with 888 in New Jersey



MARKETS – BROADER PRESENCE

Aspire Global Group operates under the following licenses:

								
								
SWEDEN	DENMARK	MALTA (.com)	UK	PORTUGAL	IRELAND	GIBRALTAR	ROMANIA	USA

FINANCIAL HIGHLIGHTS

Q3 2019

€2.75_M

REVENUES

€607_K

EBITDA

9 MONTHS 2019

€7.56_M

REVENUES

€1.2_M

EBITDA

pariplay

aspireglobal

GOING FORWARD



FOCUS AHEAD

Bingo vertical in the UK market



Proprietary PARIPLAY content to Aspire partners



Sportsbook vertical in Denmark



Continue our search for additional acquisitions to strengthen our B2B offering and volumes

M&A

EXPANDING OUR TARGETED CUSTOMERS

EXPANDING THE OFFER
ALSO TO BIG OPERATORS

70%
LARGE
OPERATORS

OWN PLATFORM
YES NO
80% **20%**



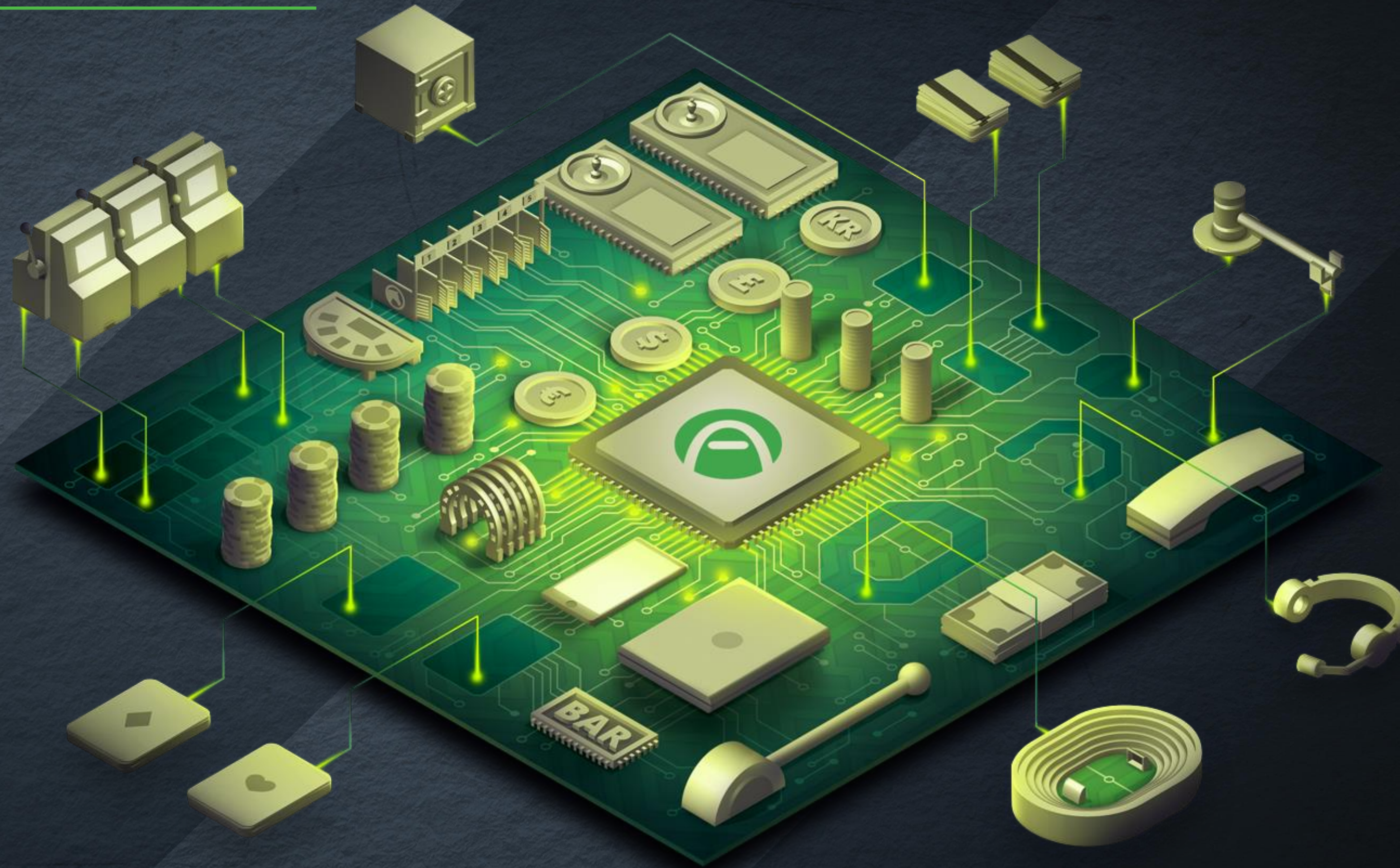
30%
MEDIUM
OPERATORS

OWN PLATFORM
YES NO
20% **80%**

MODULAR PLATFORM

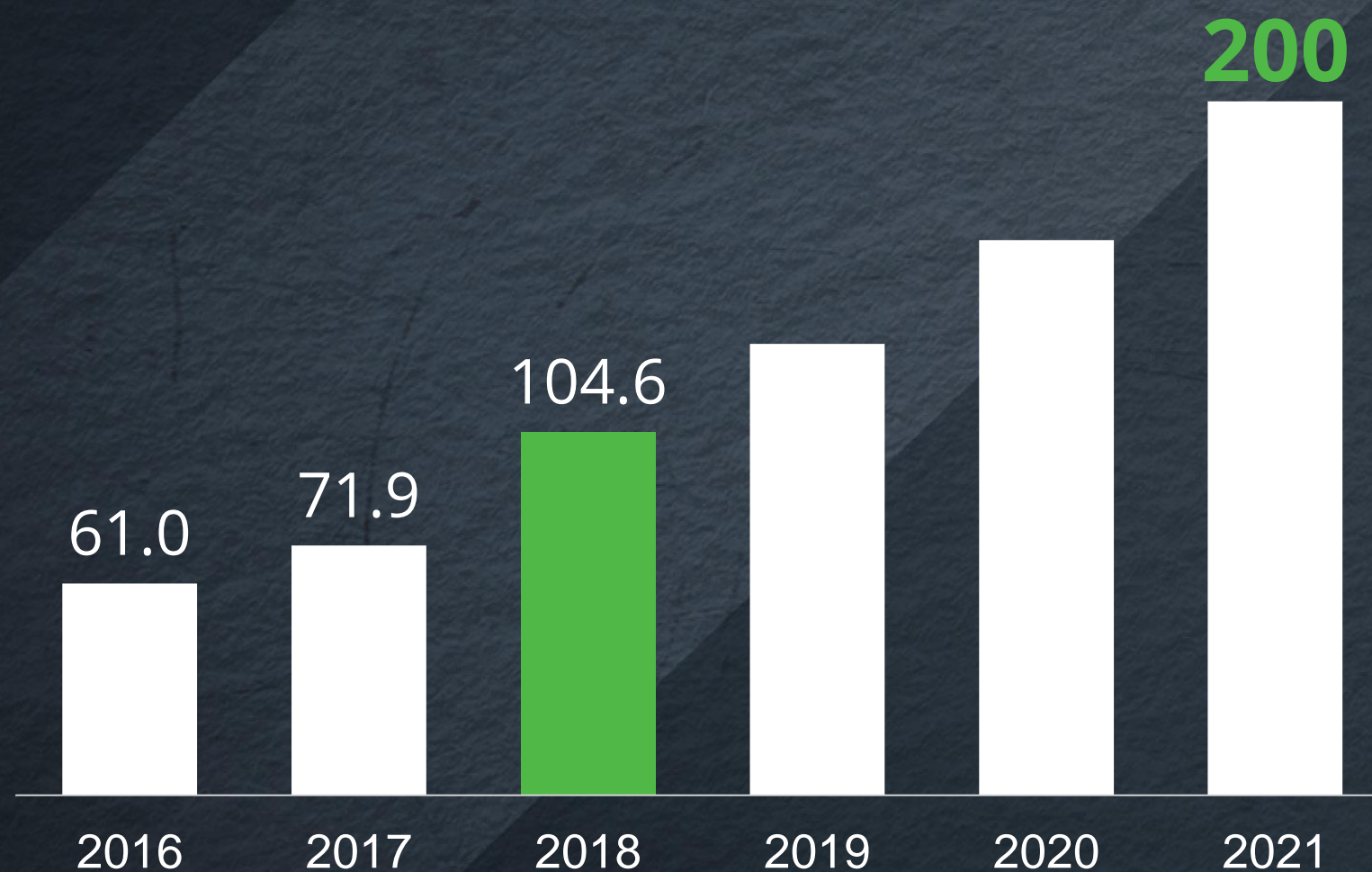
MODULAR PLATFORM
FLEXIBLE TO CATER BIG
CUSTOMERS

PAM AS A CORE – UNIQUENESS PLUG IN SERVICES

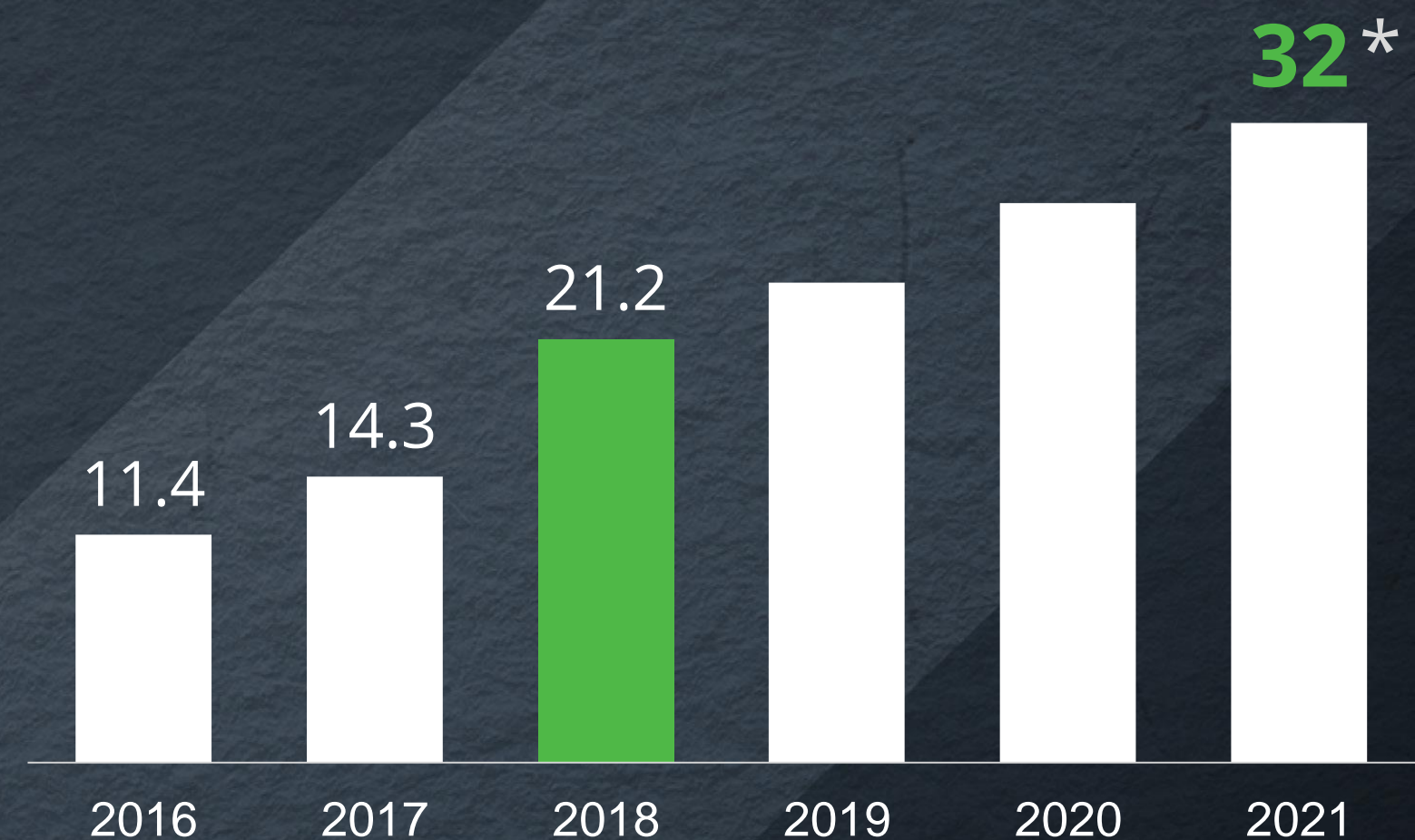


FINANCIAL TARGETS - 2021

Revenues (M€)



EBITDA (M€)



* EBITDA forecast includes expected gaming duties in existing markets

Q&A

 **aspire**Global

THANK YOU



APPENDIX



LARGEST SHAREHOLDERS

LARGEST SHAREHOLDERS , SEPTEMBER 30 th 2019	NUMBER OF SHARES	VOTES AND CAPITAL, %
Matalon Barak	12,048,000	26.0%
Zahavi Pini	7,500,000	16.2%
Azur Eli	7,500,000	16.2%
Aran Aharon	3,000,000	6.5%
Swedbank Robur Ny Teknik BTI	2,453,300	5.3%
BNY MELLON (ESOP)	1,653,313	3.6%
Avanza Pension	1,456,123	3.1%
Fondita Nordic small CAP	879,223	1.9%
Maimon Isaac	800,000	1.7%
BNP Paribas SEC Services London	722,031	1.6%
Total 10 largest shareholders	38,011,990	82.0%
Other 2,574 shareholders	8,335,031	18.0%
Total	46,347,021	100.0%

INCOME STATEMENT

	Third quarter (Jul-Sep)		Nine months (Jan-Sep)		Full year (Jan-Dec)
	2019	2018	2019	2018	2018
Revenues (including EU VAT)	33,235	28,628	99,210	71,713	104,592
EU VAT	-1,062	-535	-2,788	-1,414	-2,109
Net revenues	32,173	28,093	96,422	70,299	102,483
Distribution expenses	-22,665	-17,691	-65,432	-42,962	-64,123
Gaming duties	-1,024	-1,223	-3,405	-3,283	-4,406
Administrative expenses	-3,265	-2,992	-10,233	-9,412	-12,753
	-26,954	-21,906	-79,070	-55,657	-81,282
EBITDA	5,219	6,187	17,352	14,642	21,201
Amortization and depreciation	-948	-491	-2,752	-1,368	-1,895
Operating income	4,271	5,696	14,600	13,274	19,306
Interest income and foreign currency exchange differences with respect to funding to related group	882	478	2,116	1,773	2,430
Finance income	92	39	336	96	138
Finance expenses	-664	-626	-2,770	-1,643	-2,376
Income before income taxes	4,581	5,587	14,282	13,500	19,498
Income taxes	-171	-277	-781	-654	-986
Net income before Company share in the results of associated companies	4,410	5,310	13,501	12,846	18,512
Company share in the results of associated companies	-39	-551	-1,004	-1,290	-2,340
Net income and comprehensive income	4,371	4,759	12,497	11,556	16,172

BALANCE SHEET

	As at Sep 30th 2019	As at Sep 30th 2018	As at Dec 31th 2018
ASSETS			
NON-CURRENT ASSETS			
Property and equipment	1,514	1,289	1,228
Intangible assets	9,274	6,457	7,031
Right-of-use assets	2,639	-	-
Capital notes, loans and accrued interests due from a related group	13,160	10,586	11,243
Investments and loans – associated companies	4,226	2,676	2,362
Investment and loan – other investments	12,874	-	-
Deferred income taxes	85	70	73
	43,772	21,078	21,937
CURRENT ASSETS			
Trade receivables	10,095	9,350	10,201
Other receivables	2,994	1,210	1,518
Income taxes receivables	9,900	8,098	9,779
Related group receivables	-	253	214
Restricted cash	825	788	782
Cash and cash equivalents	43,142	49,318	53,720
	66,956	69,017	76,214
Total assets	110,728	90,095	98,151

BALANCE SHEET

	As at Sep 30th 2019	As at Sep 30th 2018	As at Dec 31th 2018
EQUITY ATTRIBUTABLE TO THE EQUITY HOLDERS OF THE COMPANY			
Share capital and premium	6,654	5,278	5,643
Share based payment reserve	1,338	1,681	1,616
Reserve with respect to funding transactions with a related group	-15,371	-15,371	-15,371
Retained earnings	53,851	42,170	46,786
Total equity attributable to the equity holders of the Company	46,472	33,758	38,674
Non-controlling interests	-217	-217	-217
Total equity	46,255	33,541	38,457
NON-CURRENT LIABILITIES			
Employee benefits, net	352	263	350
Loans with respect to leasehold improvements	236	342	305
Lease liabilities	1,668	-	-
Senior secured bonds	27,128	26,874	26,872
	29,384	27,479	27,527
CURRENT LIABILITIES			
Client liabilities	6,306	5,585	6,686
Trade and other payables	14,943	13,683	13,693
Lease liabilities	993	-	-
Bond interest payable	481	476	481
Contingent Liability	831	-	-
Related group	193	-	-
Income taxes payable	11,342	9,331	11,307
	35,089	29,075	32,167
Total equity and liabilities	110,728	90,095	98,151

CASH FLOW

	THIRD QUARTER		NINE MONTHS		FULL YEAR
	2019	2018	2019	2018	2018
Net cash generated from operating activities	4,801	4,114	14,045	17,606	23,644
Net cash used in investing activities	-14,567	-1,727	-18,984	-4,876	-6,762
Net cash generated by (used in) financing activities	-303	88	-5,639	23,176	23,426
Net increase (decrease) in cash and cash equivalents	-10,069	2,475	-10,578	35,906	40,308
Cash and cash equivalents at the beginning of the period	53,211	46,843	53,720	13,412	13,412
Cash and cash equivalents at the end of the period	43,142	49,318	43,142	49,318	53,720