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AspireGlobal

# Q1 2021

Tsachi Maimon, CEO | Motti Gil, CFO

# THE POWERHOUSE FOR iGAMING OPERATORS

A COMPLETE OFFERING  
COVERING THE FULL VALUE CHAIN



GAMING  
PLATFORM



MANAGED  
SERVICES



SPORT  
PLATFORM



GAME  
AGGREGATION



GAME  
STUDIO

STRONG CUSTOMER BASE  
TIER 1 OPERATORS

150  
PARTNERS



PRESENCE IN 4 CONTINENTS  
TARGETING REGULATED MARKETS



SOLID REVENUE GROWTH AND PROFITABILITY

# CLEAR STRATEGY FOR FURTHER GROWTH

Expand to more regulated markets

- Focus on the US, Brazil and more markets in Europe

Target new customers

- Recent success with tier 1 operators

Grow sales to existing partners through:

- Additional proprietary products (casino games, games aggregator and sportsbook)
- New licenses and certifications to increase geographic footprint



# FINANCIAL HIGHLIGHTS

## YET ANOTHER RECORD QUARTER

**+43%**

**REVENUES**  
Y/Y  
€48.1M

**+64%**

**EBITDA**  
Y/Y  
€8.6M

**17.8%**

**EBITDA MARGIN**  
Increase from 15.5%  
Q1 2020

**+46%**

**B2B REVENUES\***  
Y/Y  
€35.7M

**+66%**

**EBIT**  
Y/Y  
€6.5M

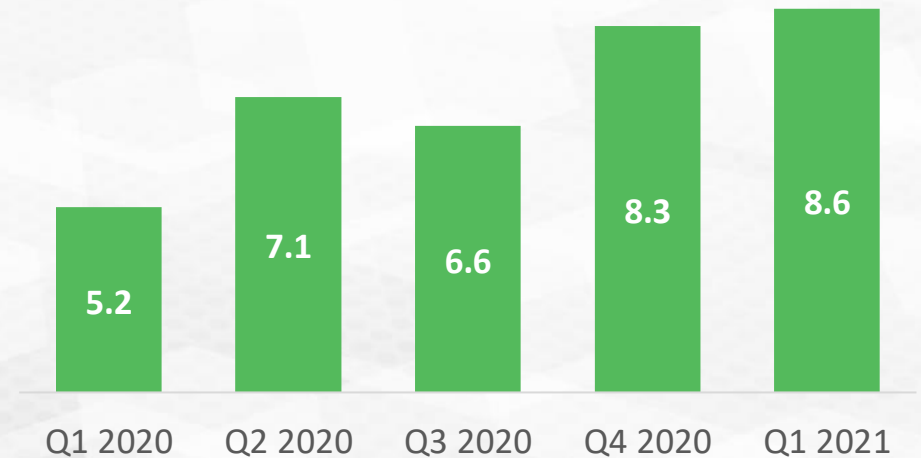
# CONTINUED STRONG GROWTH

- Revenues +42.6%
- Organic growth +35.6%
- Good growth in all segments
- Especially good development in the UK and Ireland in both casino and sports
- EBITDA +64.2%
- EBITDA margin improved to 17.8%
- Profitability improvement despite increased exposure to taxed and locally regulated markets – representing 72% (70%) of total revenues in Q1

REVENUES €M



EBITDA €M



# KEY BUSINESS WINS IN THE QUARTER

## BROADENED MARKET PRESENCE



UK CERTIFICATION FOR THE SPORTSBOOK PLATFORM



PARTNERSHIP IN PORTUGAL



PARTNERSHIP IN THE US



PARTNERSHIP IN THE US

## CROSS SEGMENT-GROUP VALUE



PARIPLAY AND BTOBET INTEGRATION



MULTIPLE JURISDICTION PARTNERSHIP WITH SMALL SCREEN CASINOS



MARCH MADNESS CROSS PLATFORM TOURNAMENT

## PARTNERSHIP WITH NEW KEY CUSTOMERS



PARTNERSHIP FOR GAMES WITH PAF.COM



PARTNERSHIP WITH UK OPERATOR BETFRED



INTERNATIONAL PLATFORM DEAL WITH LUCKSTER.COM



PARTNERSHIP WITH GRUPO TELEVISA



# SIGNIFICANT PROGRESS IN THE US



GAMES DEAL WITH THE  
PLATFORM PROVIDER GAN



PARTNERSHIP FOR  
GAMES WITH  
RUSH STREET INTERACTIVE



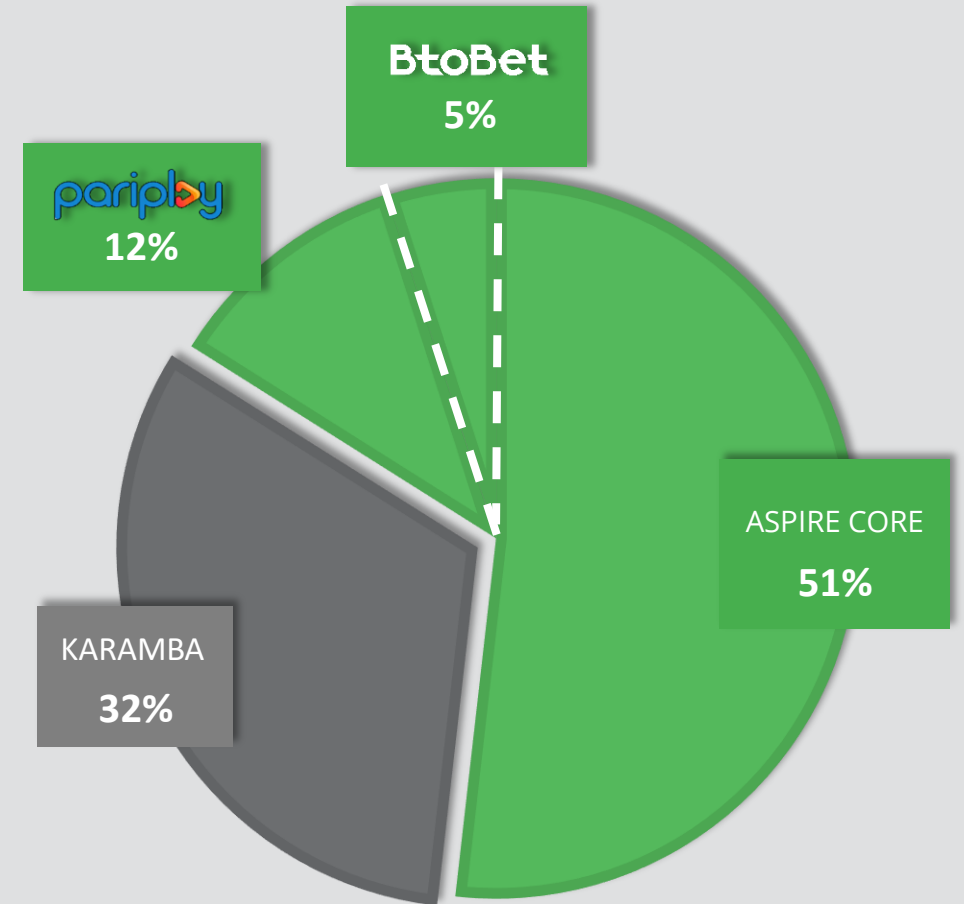
INTERIM iGAMING  
SUPPLIER LICENSE  
FOR WEST VIRGINIA



# B2B

## THE MAJOR PART OF THE BUSINESS

- B2B revenues and profit - are twice the size of the B2C segment
- A review of the role of the B2C segment within the Group structure has been initiated.



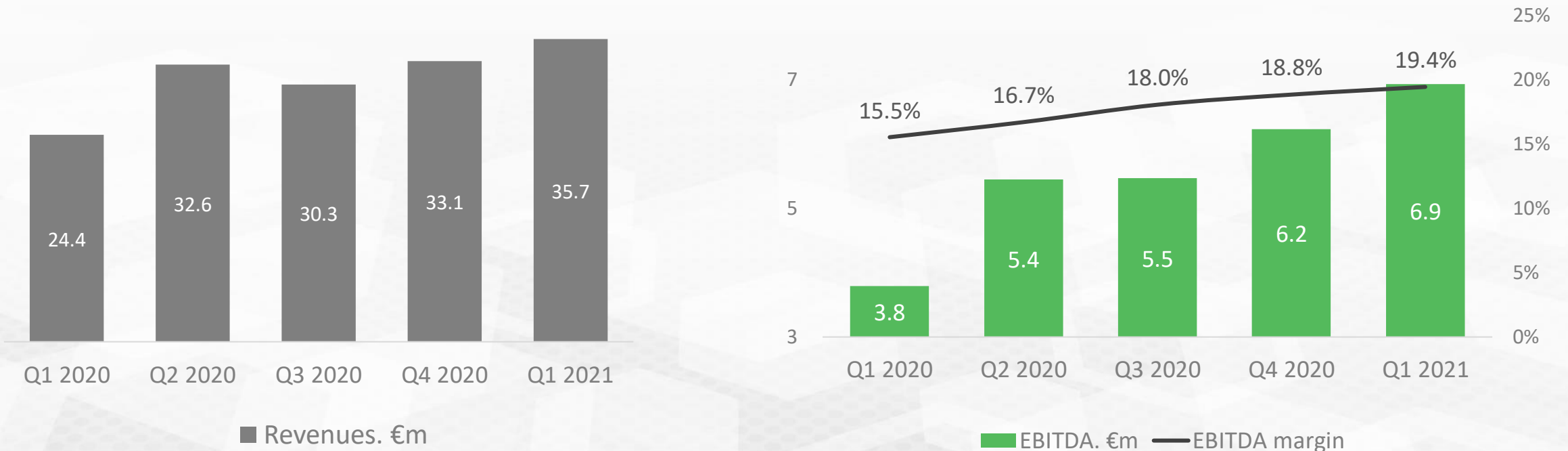


# B2B



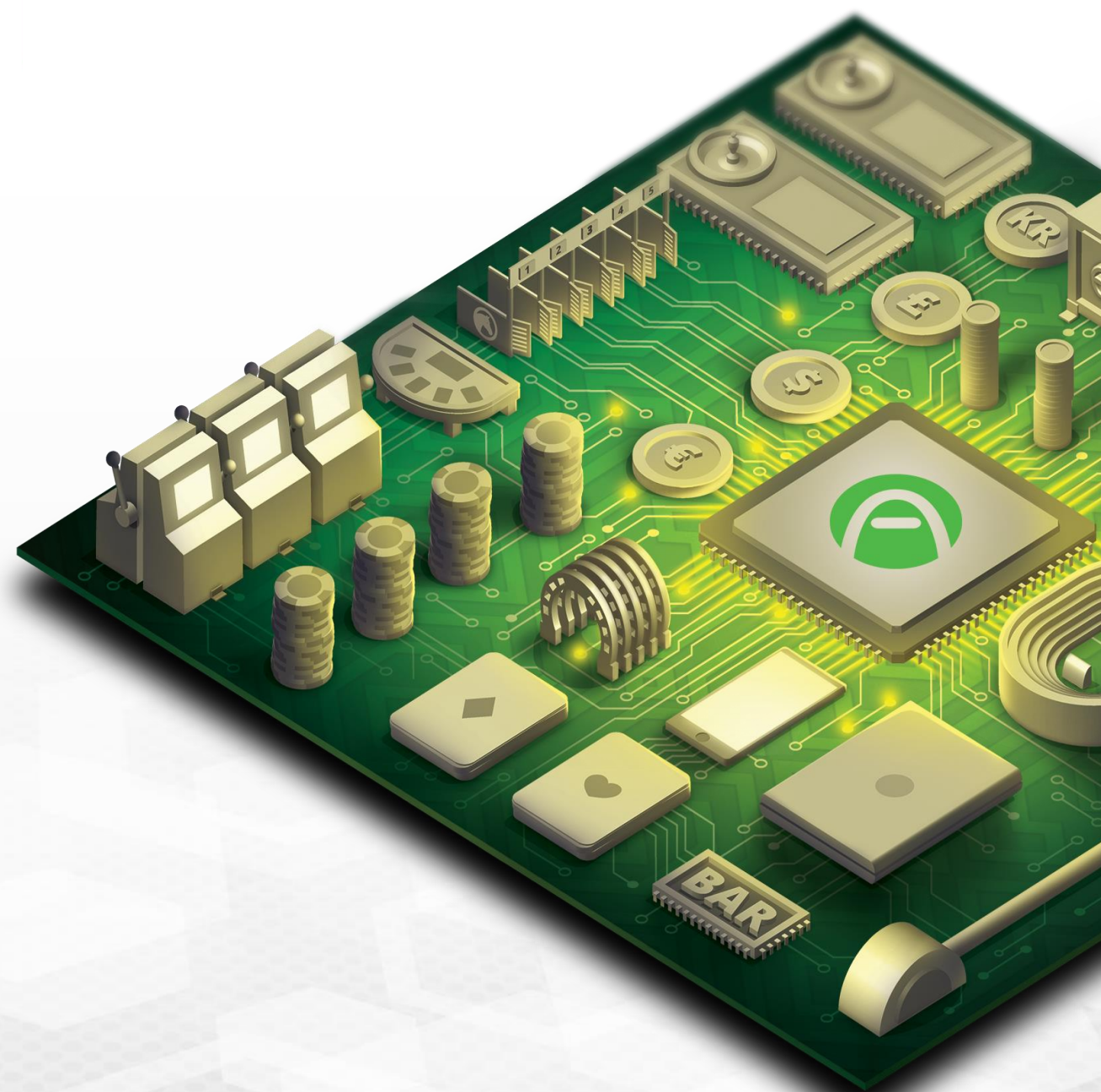
# B2B GROWTH DRIVEN BY STRONG OFFERING

- Revenues +46.2%
- Organic growth +36.6%
- EBITDA +82.9%
- Organic EBITDA growth 64.2%
- EBITDA margin improved to 19.4%



# GAMING PLATFORM

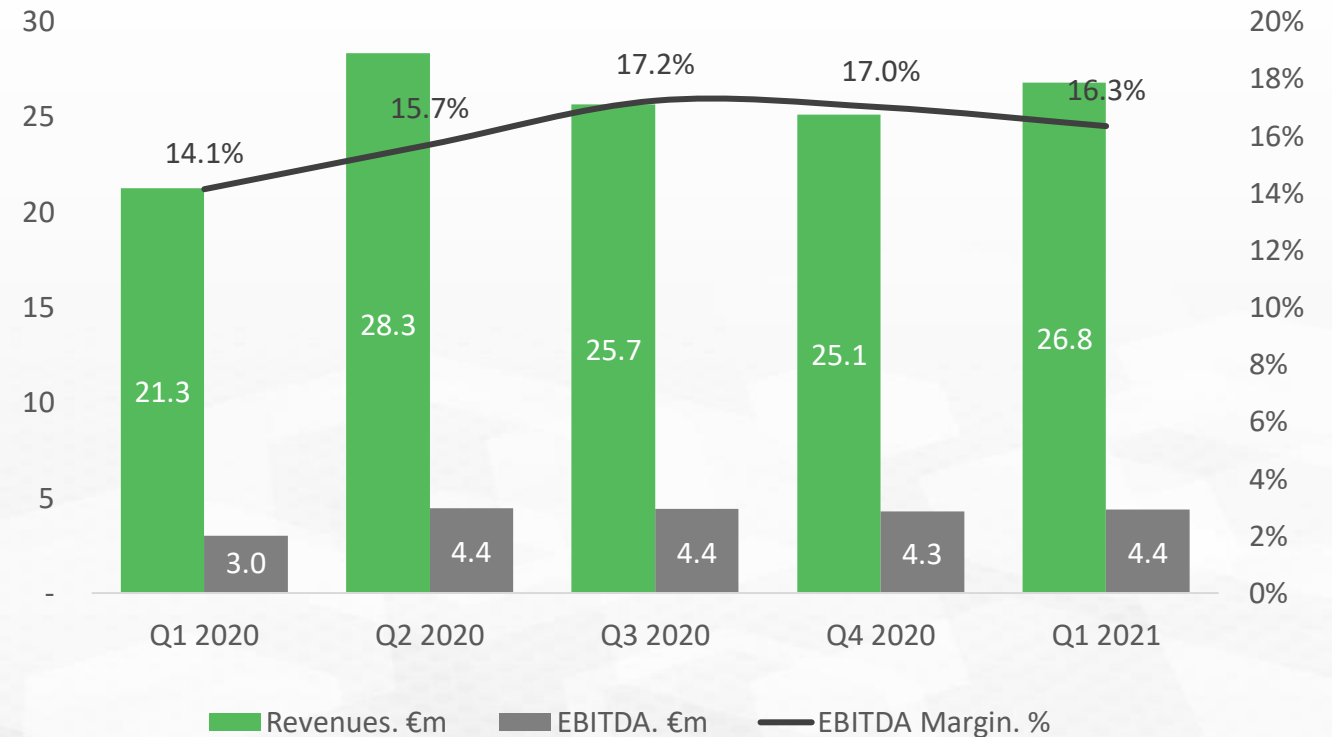
aspirecore





# GAMING PLATFORM – STRONG PERFORMANCE

- Revenues +26.0%
- Driven by continuous enhancement of the platform
- EBITDA +45.7%
- EBITDA margin improved to 16.3%



# MAJOR ENHANCEMENTS OF CORE PLATFORM



INTEGRATED TO ASPIRE CORE



BEST IN CLASS CRM SYSTEM ROLLED OUT



ADDITIONAL LOCAL PAYMENT METHODS INTEGRATED



NEW PRODUCT LAUNCHED - ROLLOUT BEGIN



AUTOMATIC PLAYERS ONBOARDING AND CASHOUTS PROCESSES

1

NEW DEALS SIGNED

2

NEW BRANDS LAUNCHED

41

PARTNERS

88

BRANDS

# SPORTS SEGMENT

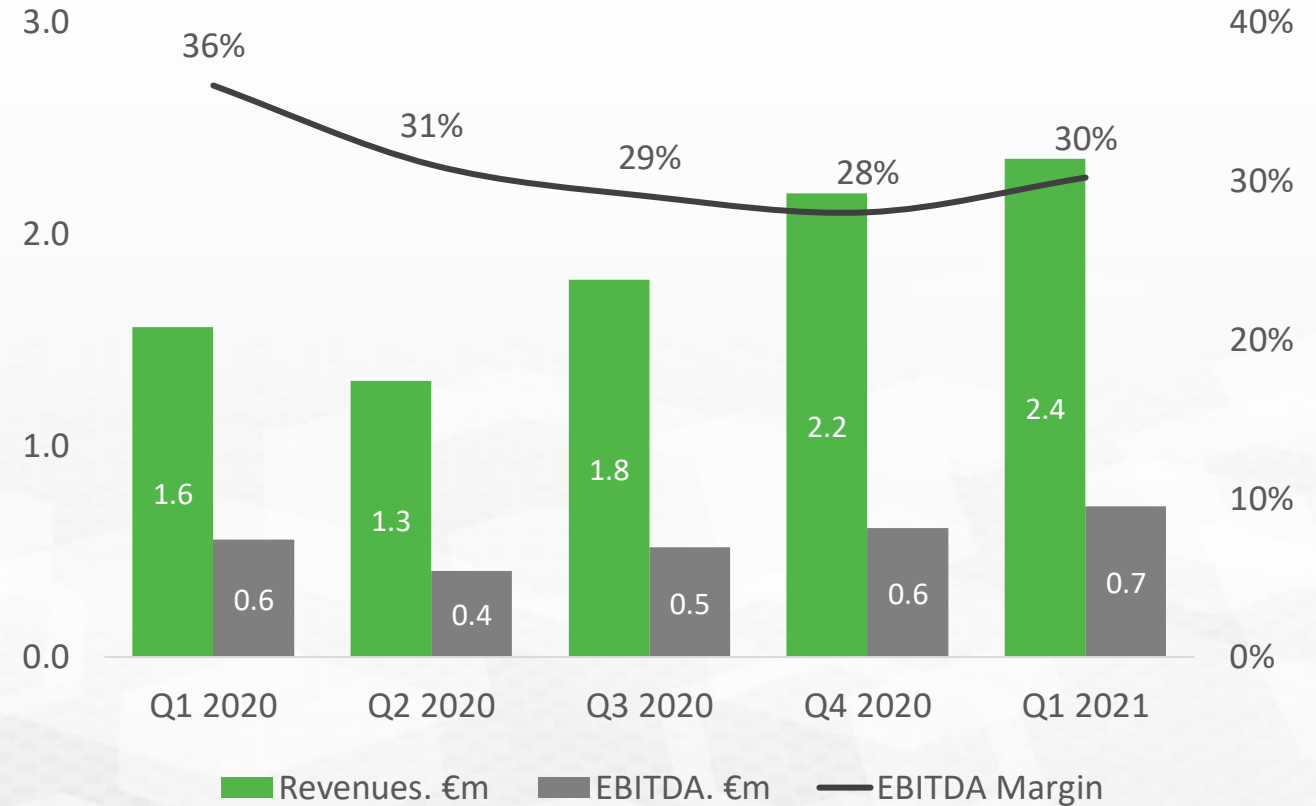
**BtoBet**



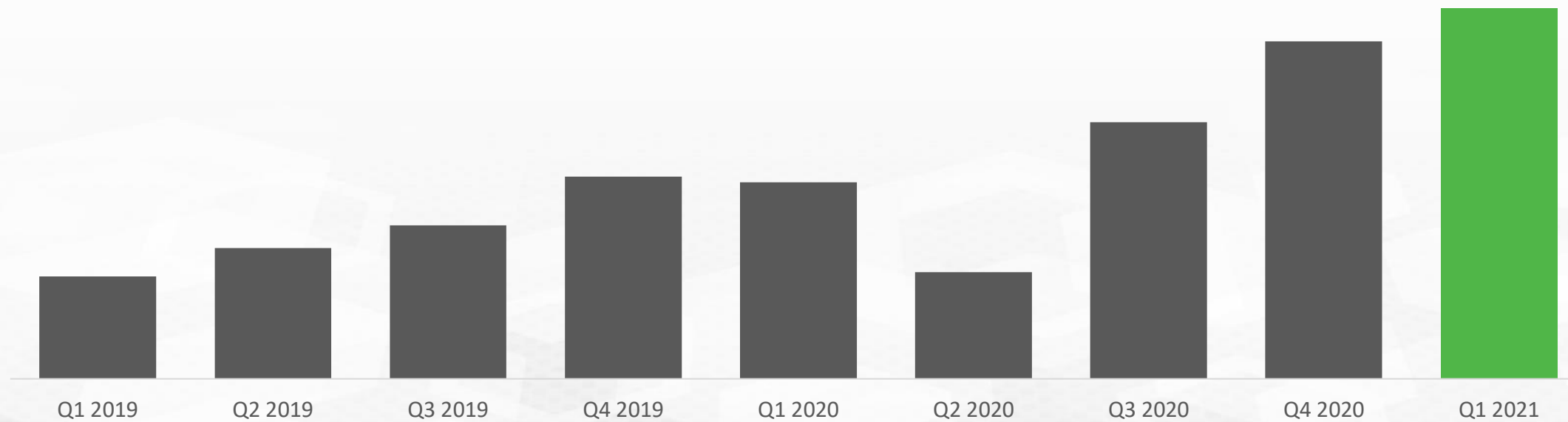


# SPORT SEGMENT - REVENUE GROWTH

- Revenues +51% Y/Y
- EBITDA +28% Y/Y
- EBITDA margin 30.2%



# TURNOVER DEVELOPMENT



# KEY PROGRESS IN REGULATED MARKETS

UK CERTIFIED WITH  
1ST DEAL SIGNED

PARTNERSHIP  
WITH GRUPO  
TELEvisa

KEY OPERATORS  
DEALS IN AFRICA

EURO 2020 AND  
COPA AMERICA

BETFAIR – WENT  
LIVE

2

New markets  
Ireland and UK

2

New partners  
signed

5

New partners  
went live



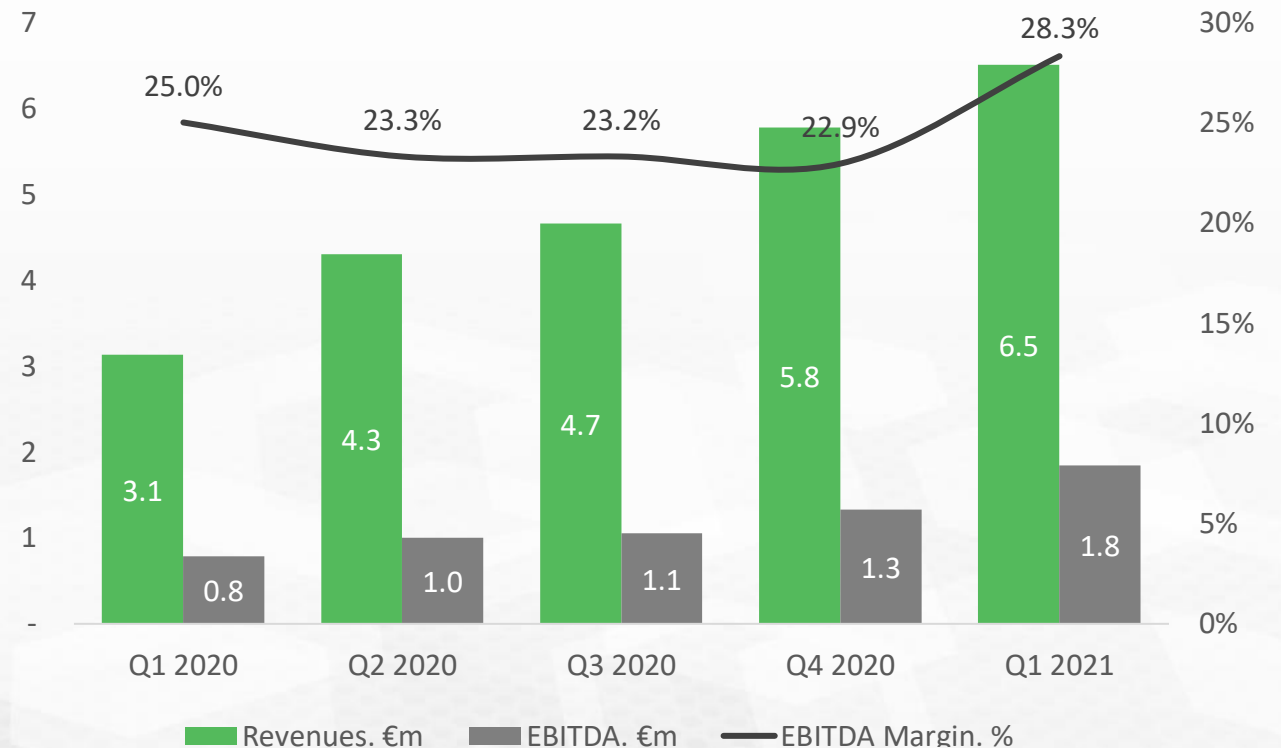
# AGGREGATION AND GAMES

pariplay



# GAMES SEGMENT- STRONG MOMENTUM

- Revenues +108.4%
- EBITDA +134.8%
- EBITDA margin improved to 28.3%



# EXPANSION IN THE US AND EUROPE

LIVE WITH  
RUSH STREET  
INTERACTIVE  
IN NEW JERSEY

3

New markets  
Switzerland, New Jersey,  
and West Virginia

LICENSE IN WEST  
VIRGINIA

3

New partners  
signed

DEAL WITH  
888CASINO FOR  
PORTUGAL

4

New partners  
went live

LIVE WITH  
BETFRED IN THE  
UK

6

New game  
releases

NORDIC DEALS  
WITH PAF.COM  
AND SPIFFBET

9

New games suppliers  
connected to fusion  
(aggregation)



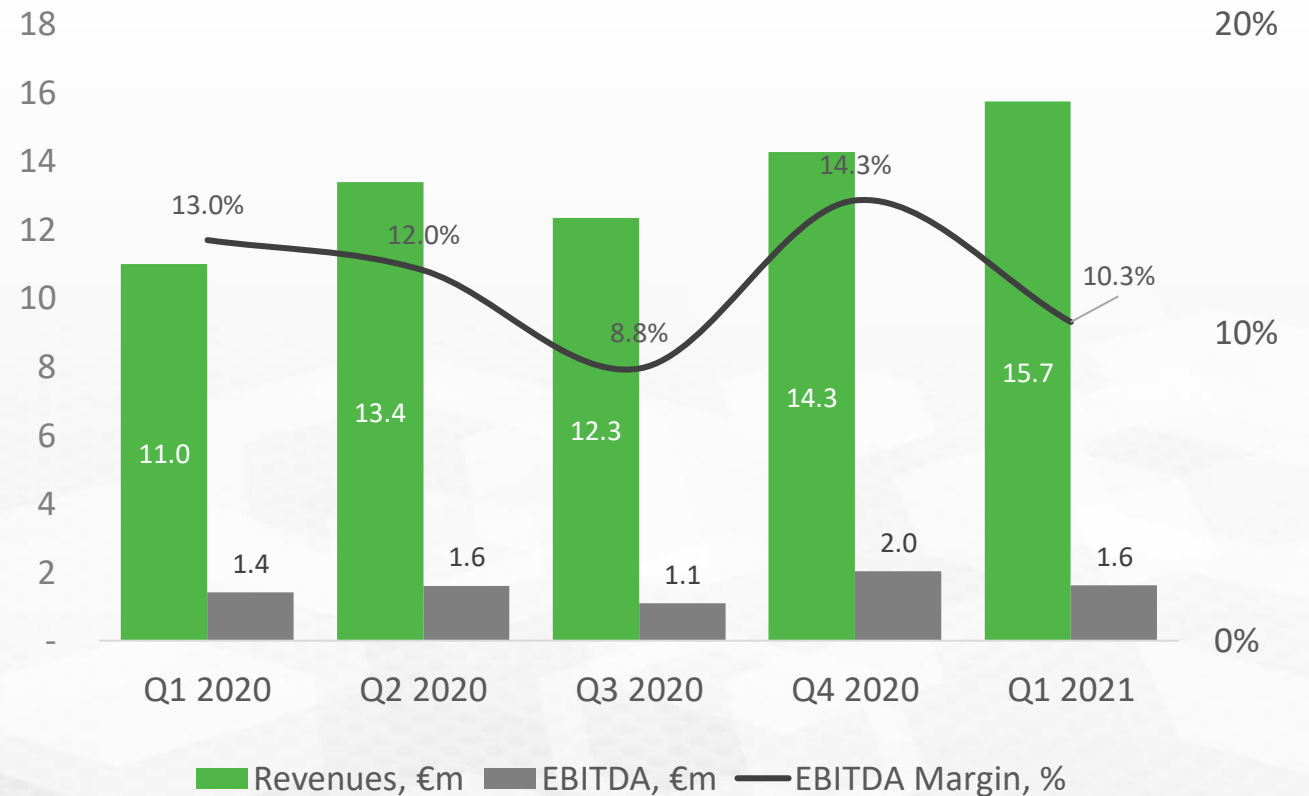




**B2C BRANDS**

# ALL-TIME HIGH REVENUES

- Revenues +43.3%
- Good development – especially in the UK and Ireland
- EBITDA +14.4%
- Impacted by marketing investments related to the launch of the Griffon Pay N Play brand and increased activities in the UK
- EBITDA margin 10.3%

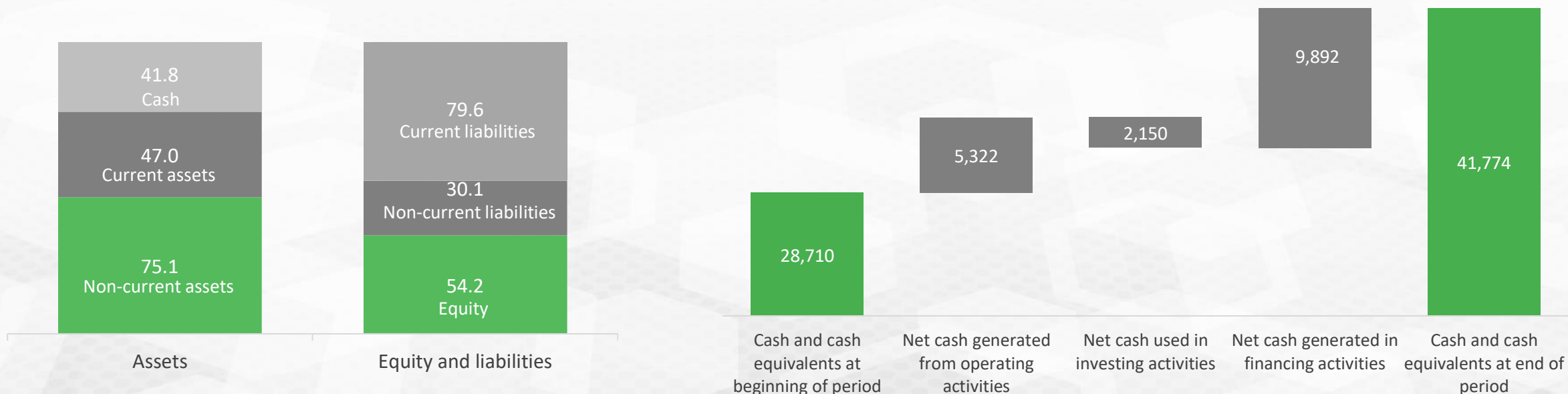


# FINANCIAL POSITION



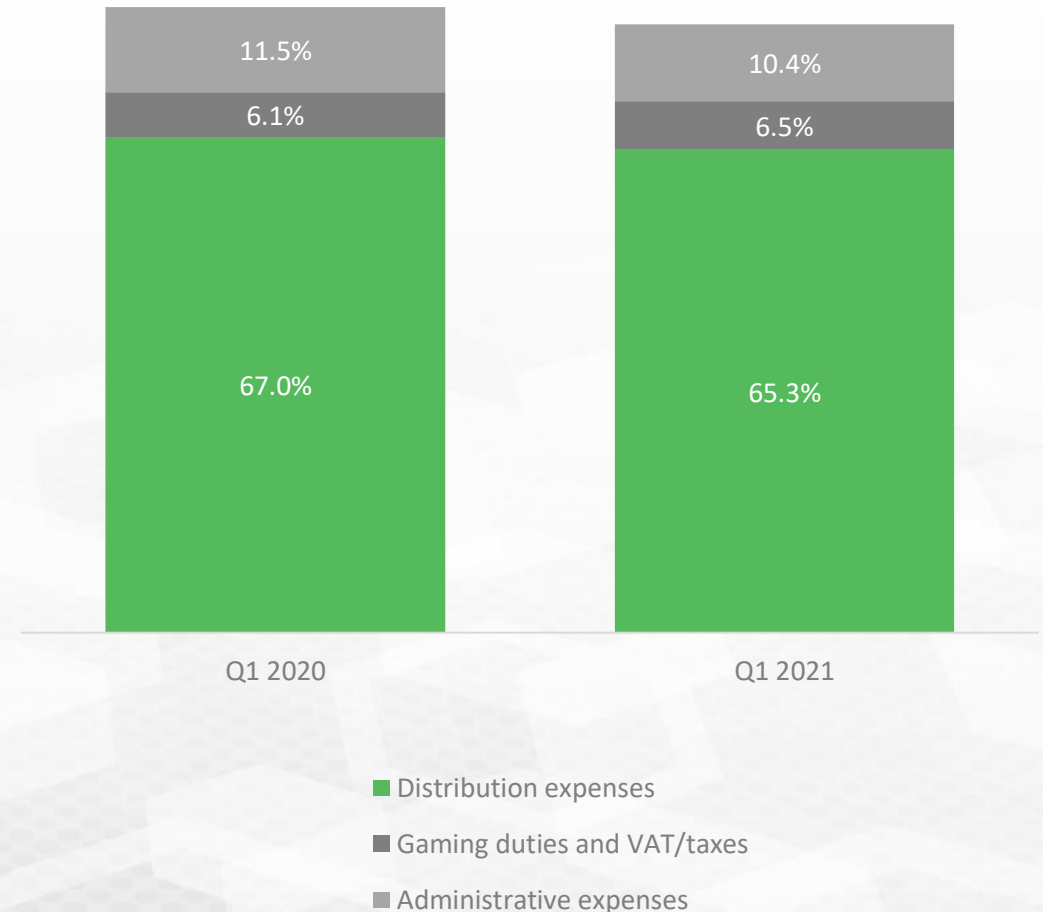
# STRONG CASH POSITION INTO 2021

- Cash flow from operating activities reflects the strong business results, net of an increase in other receivables, mostly VAT receivables
- Investing activities mostly attributed to the continuous investment in our technology
- Financing activity is related to the interim shareholder's loan
- Cash balance of €41.8 million, of which €6.3 million are players' balances and €27.5 million reserved for the April repayment
- Bond (included in short term liabilities) repayment at the maturity date – demonstrates our strong cash generation capabilities
- Low net debt (including interim loan) – €2.3M



# GOOD COST CONTROL

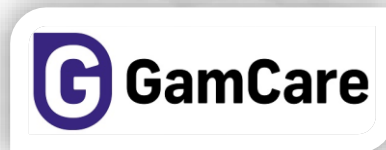
- Administrative expenses increased in absolute numbers but lowered as a % of revenues, demonstrating the scalability of our solutions and operations
- Distribution expenses as a % of revenues decreased in line with significant group synergies following the acquisition of Pariplay. Such is net of the increase in the marketing costs following significant investments in the new Griffon B2C brand and further investments in the UK market
- Increase in gaming duties and VAT in line with the increase of % of revenue from tax and regulated markets





# SUSTAINABILITY

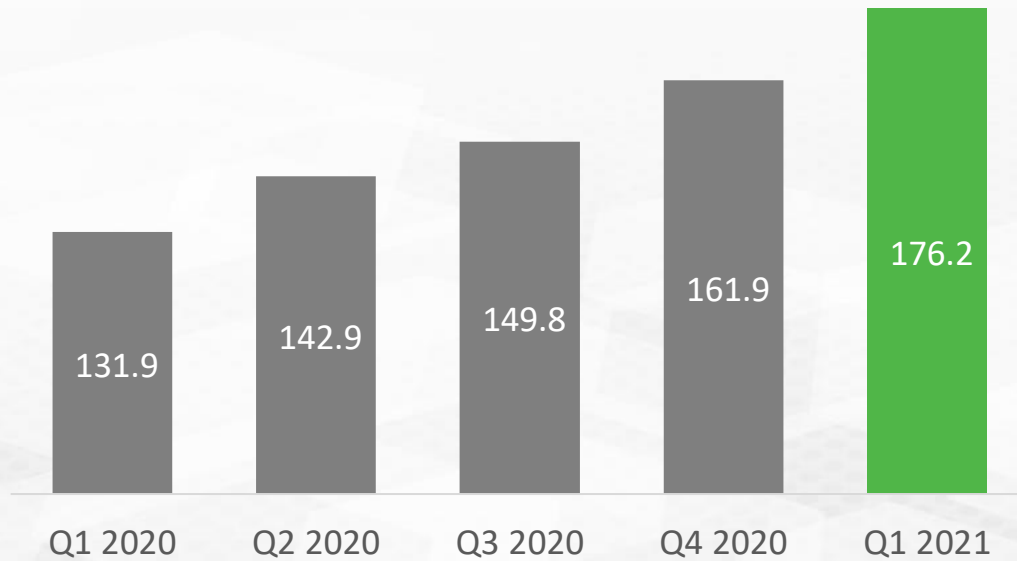
- Sustainability Report published, setting direction to drive progress in four focus areas
- 'Carbon Footprint Standard' received after a full CO2 assessment
- Strengthening collaboration with higher education and charities to promote research, education and treatment
- Gamcare training held to enhance employees' skills on motivational interactions and conversations with at-risk customers





# CONTINUED REVENUE AND EBITDA GROWTH

REVENUES ROLLING 12 MONTHS, €M



EBITDA ROLLING 12 MONTHS, €M



# FUTURE OUTLOOK



# STRATEGIC GROWTH INITIATIVES 2021

## GROUP LEVEL

Expansion to new markets with focus on the US, Germany, Netherlands and Brazil.

## GROUP LEVEL

Expansion within existing markets by targeting tier 1 operators expanding our share of wallet.

## SPORTS SEGMENT

Shifting partner brands to BtoBet's solution.  
Targeting new customers and new regulated markets.

## GAMES SEGMENT

Capitalizing on competitive games offering.  
Targeting tier 1 operators and new regulated markets.

## GAMING PLATFORM

Further enhancement of core platform.  
Increased attractiveness, efficiency and cost control.

# EXCITING FUTURE PROSPECTS

 **AspireGlobal**

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# Q&A

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**THANK YOU**