

# Q4 2021

 **AspireGlobal**



Tsachi Maimon, CEO | Motti Gil, CFO

 **AspireGlobal**

# The Powerhouse for iGaming Operators

A COMPLETE PROPRIETARY OFFERING



GAMING PLATFORM



MANAGED SERVICES



SPORTS PLATFORM



GAME AGGREGATION



GAME STUDIO



BINGO

COVERING THE FULL VALUE CHAIN

STRONG CUSTOMER BASE  
TIER 1 OPERATORS

170  
PARTNERS



PRESENCE IN 4 CONTINENTS  
TARGETING REGULATED MARKETS



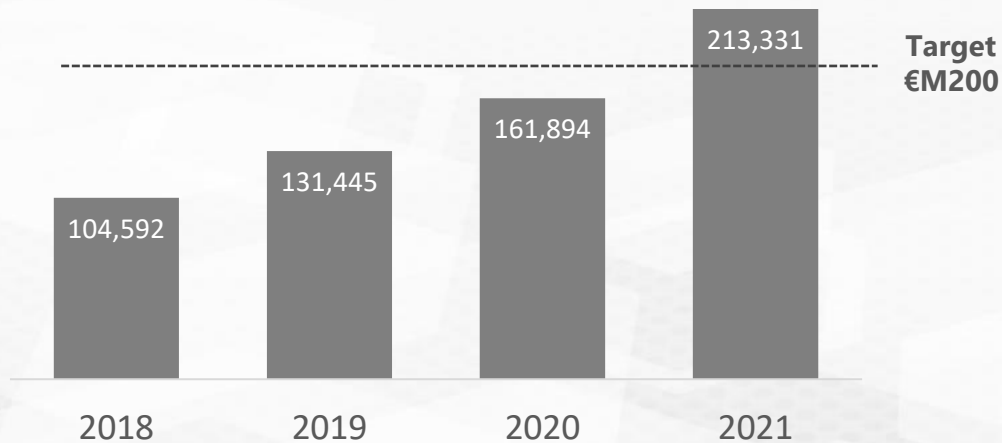
SOLID REVENUE GROWTH AND PROFITABILITY

# Exceeded financial targets for 2021

REVENUES €M

+32%

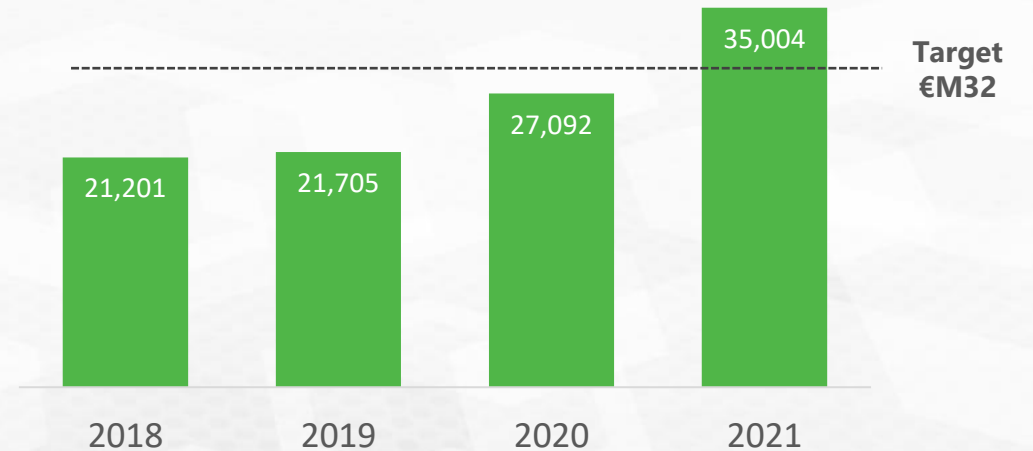
2021 vs 2020



EBITDA €M

+29%

2021 vs 2020



\* Q4 includes B2C revenues based on gross NGR for October and November, December B2C revenues are based on "Net Revenues"

\*\* No NGR from Netherlands in Q4 2021 for Aspire Core

# Bid by Neogames

- Announced January 17, 2022
- The offer is to acquire Aspire Global shares for:
  - 50% in cash consideration of SEK 111 per share
  - 50% in Neogames shares (0.32 Neogames share per Aspire Global share)
- The founding shareholders made it possible for the minority shareholders to have the flexibility to choose one of the 2 options below:
  - Cash consideration of SEK 111
  - Mix of cash and shares



neogames®



aspireglobal

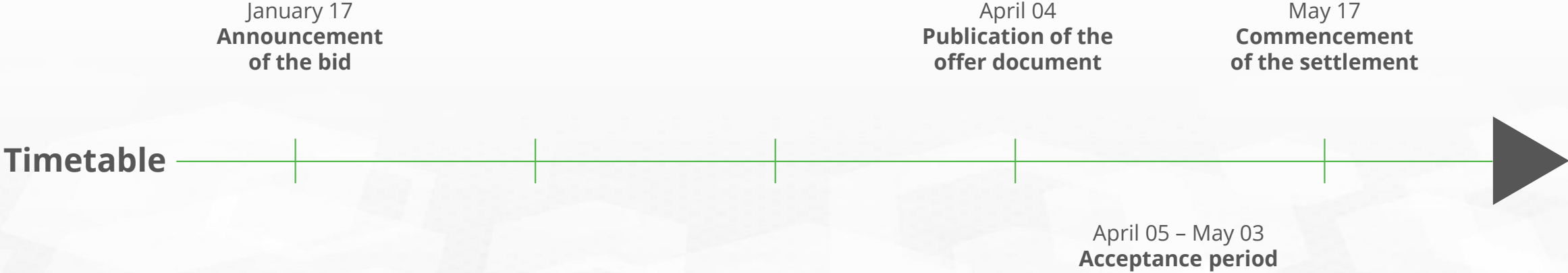
# Bid by Neogames

- Opportunity
  - To create a global leader across all verticals including iLottery, iGaming and Online Sport Betting
- The expected new structure will have 2 Business divisions across iGaming and iLottery
- Revenue synergies
  - Global reach by using each company's strength across regions and markets
  - Increase wallet share through wider proprietary product offering

neogames®

aspireglobal

# Preliminary timetable





# Financial Highlights

## Exceeded financial targets for 2021

**+15%**

**REVENUES**

Y/Y

€50.9M

**+26%**

**B2B REVENUES**

Y/Y

€41.7M

**-9%**

**EBITDA**

Y/Y

€7.5M

**+24%**

**B2B EBITDA**

Y/Y

€7.7M

**€1.37**

**EARNING PER SHARE**

FOLLOWING B2C DIVESTMENT

**29%**

**EARNING PER SHARE**

EXCLUDING EXCEPTIONAL ITEMS

Y/Y

€0.09

**-18.7%**

**EBIT**

Y/Y

€5.1M

**18.8%**

**B2B EBITDA MARGIN**

18.8%

IN Q4 2020

\* Q4 includes B2C revenues based on gross NGR for October and November, December B2C revenues are based on "Net Revenues"

\*\* No NGR from Netherlands in Q4 2021 for Aspire Core

# Financial Highlights

B2C (Karamba) as B2B customer Proforma

Q4/21 vs Q4/20

**+24%**

**REVENUES**

Y/Y  
€42.6M

**+24%**

**EBITDA**

Y/Y  
€7.7M

**18.1%**

**EBITDA MARGIN**

18.1%  
in Q4 2020

**+25.1%**

**EBIT**

Y/Y  
€5.3M



# Financial Highlights

B2C (Karamba) as B2B customer Proforma

2021 vs 2020

**+32%**

**REVENUES**

Y/Y  
€166.5M

**+45%**

**EBITDA**

Y/Y  
€30.4M

**18.2%**

**EBITDA MARGIN**

16.6%  
in FY2020

**+47.7%**

**EBIT**

Y/Y  
€21.6M

# Recent Key Business Wins

GAMES



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Expansion in the US  
with BetMGM

SPORTSBOOK



---

Sportsbook deal in Brazil

GAMES



---

Games agreement with  
Holland Casino in netherland

SPORTSBOOK



---

Sportsbook deal in Poland

FULL SUITE  
OF PRODUCTS



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Key platform and managed  
services deal for Netherlands

GAMES



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Content agreement to the  
regulated operator in Canada

PAM &  
SPORTSBOOK

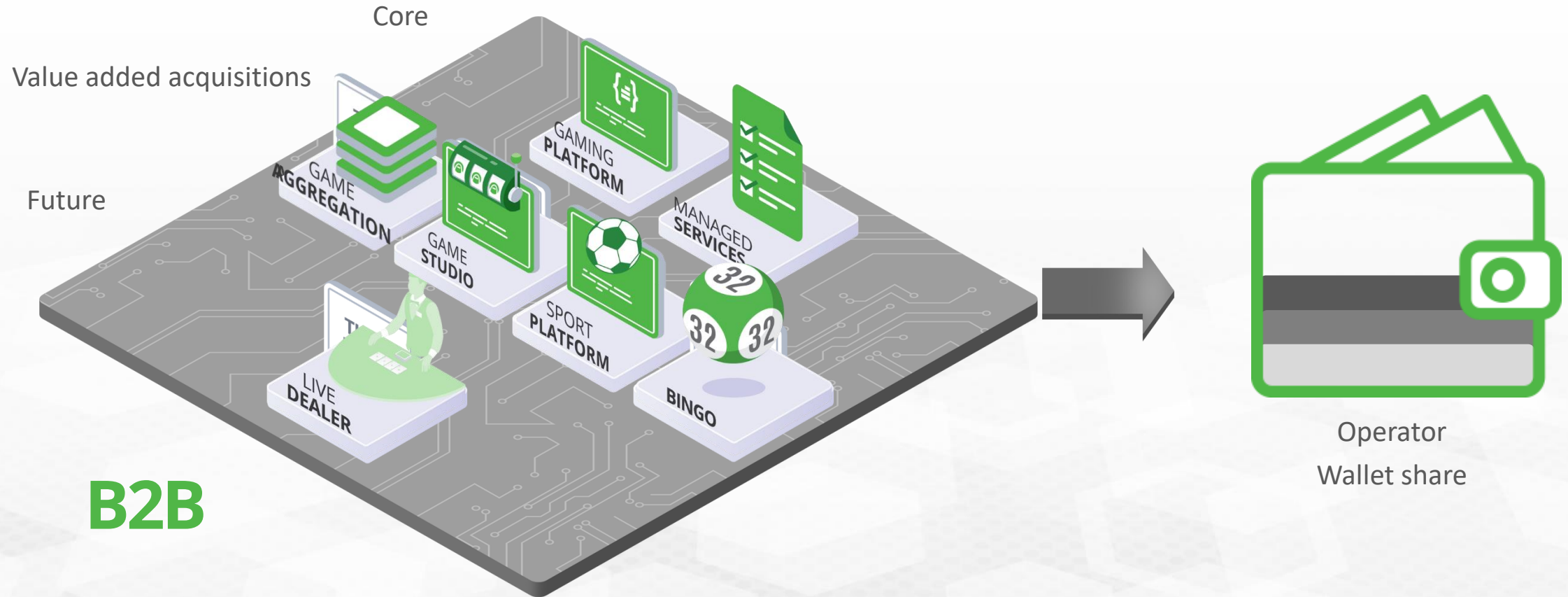


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Platform and sportsbook deal for  
the regulated German market

# Executing Our Strategy

## Endless iGaming Opportunities



ASPIRE GLOBAL'S JOURNEY TO BECOME  
THE LEADING IGAMING SUPPLIER

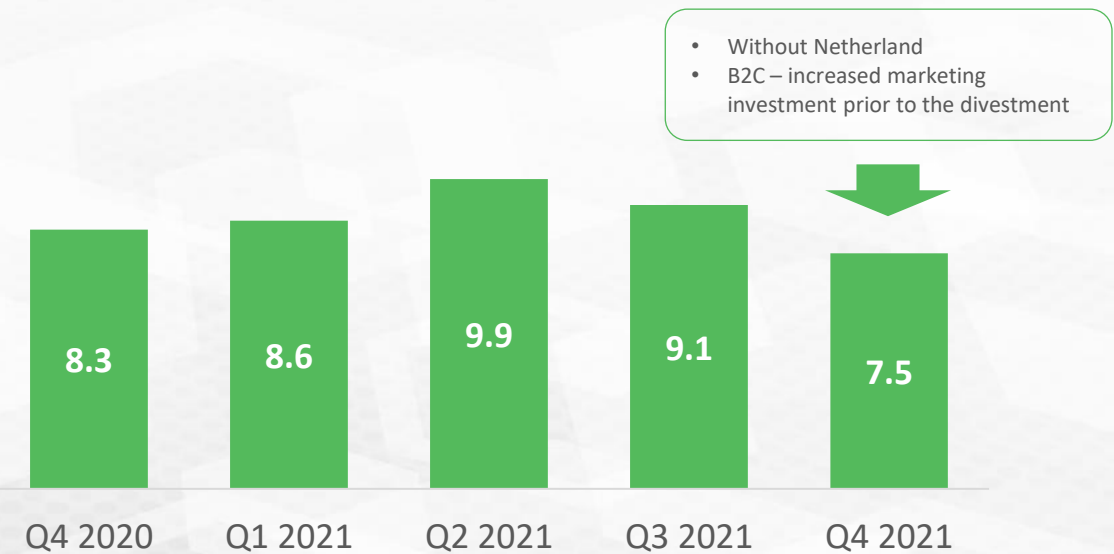
# Consolidated Performance

- Revenues +15% Y/Y
- On a like to like basis (full B2C NGR for December 2021 and when excluding the Netherlands income in Q3 2021), revenues in Q4 were higher than Q3 2021
- EBITDA -9% Y/Y
- EBITDA margin amounted to 14.8%
- Profitability effect driven by marketing acquisition efforts of the divested B2C (in the 2 months under Aspire) and the closure of the Netherlands

## REVENUES €M



## EBITDA €M

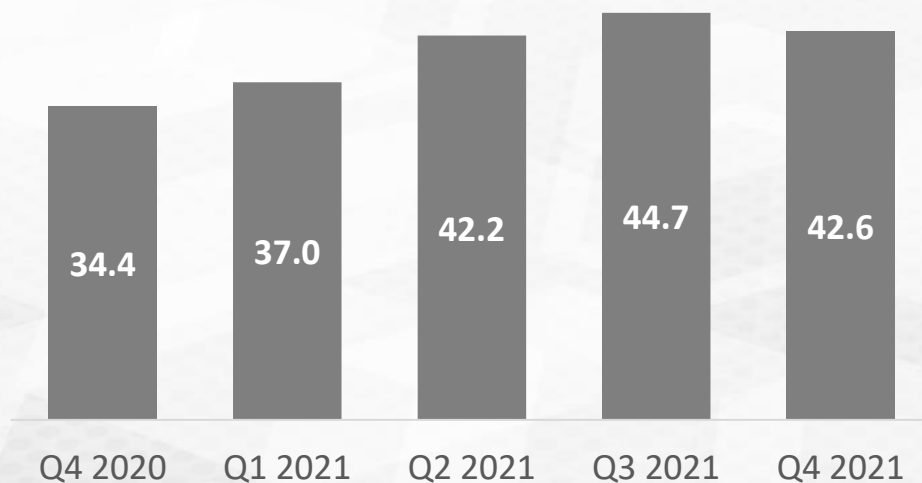


# Consolidated Performance

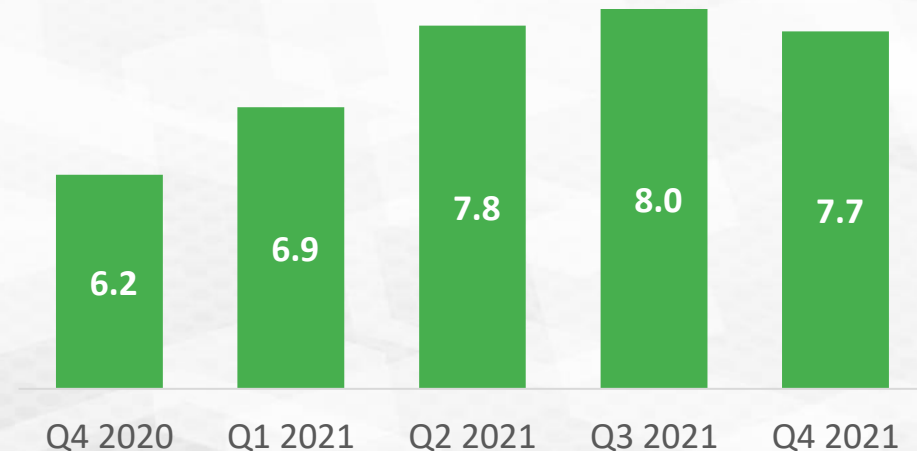
## B2C count as royalties

Netherland's market was closed on Oct 1st. If we will remove the NL market also from previous Quarters, we see constant Quarterly growth continuing in Q4 as well. Revenues and profitability

### REVENUES €M



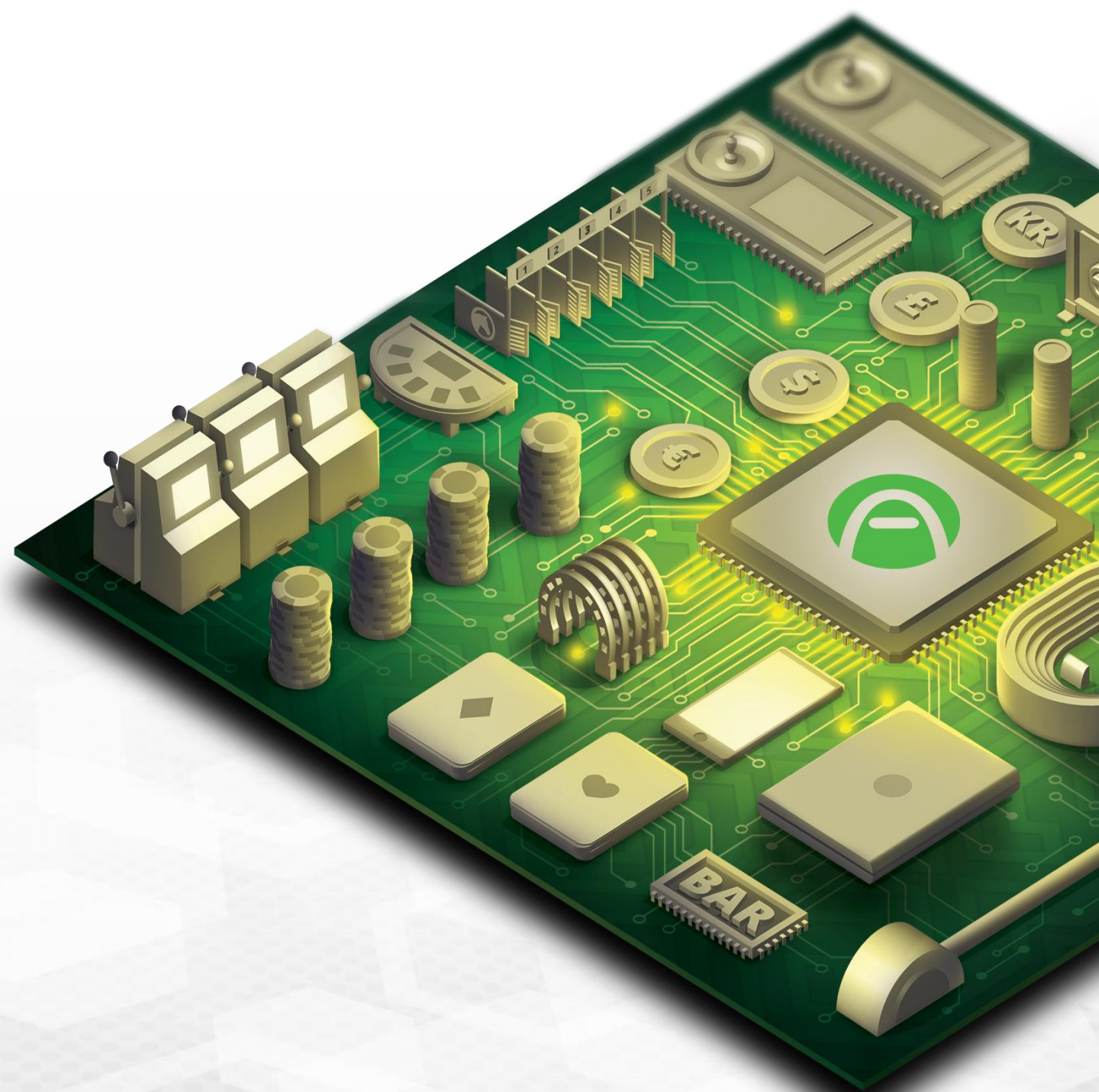
### EBITDA €M





# GAMING PLATFORM

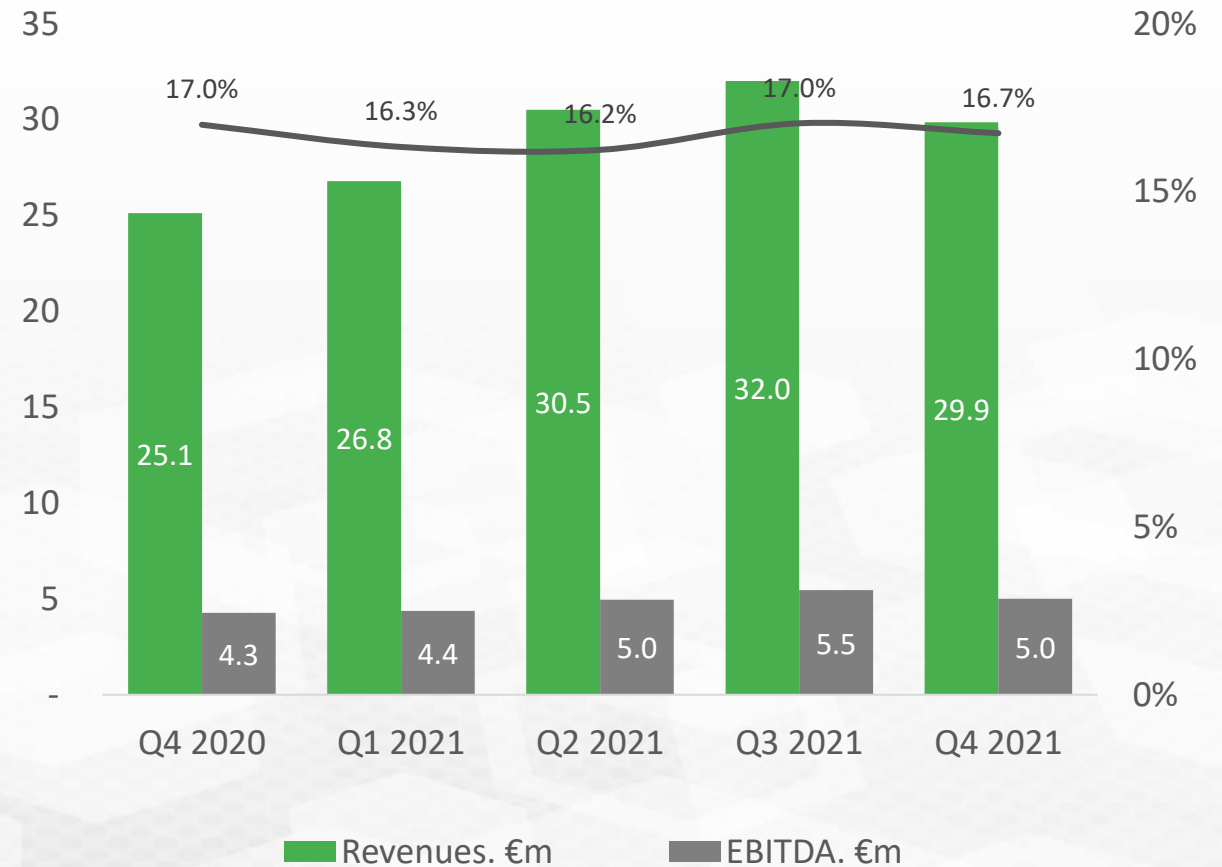
aspirecore





# Gaming Platform – Strong Quarter

- Revenues +19% and EBITDA 17% Y/Y
- The Netherlands market was shut down in Q4
- Excluding the Netherlands market, revenues and EBITDA increased compared to Q3 2021



# Major Enhancements to Core Platform



Dynamic Payment  
Gateway



Recommended  
Sports Bet widget

**BtoBet**

Completed the Sport  
Migration to BtoBet



UK Regulation update RTS  
requirement

**2**

NEW BRANDS  
LAUNCHED

**41**

PARTNERS

**97**

BRANDS

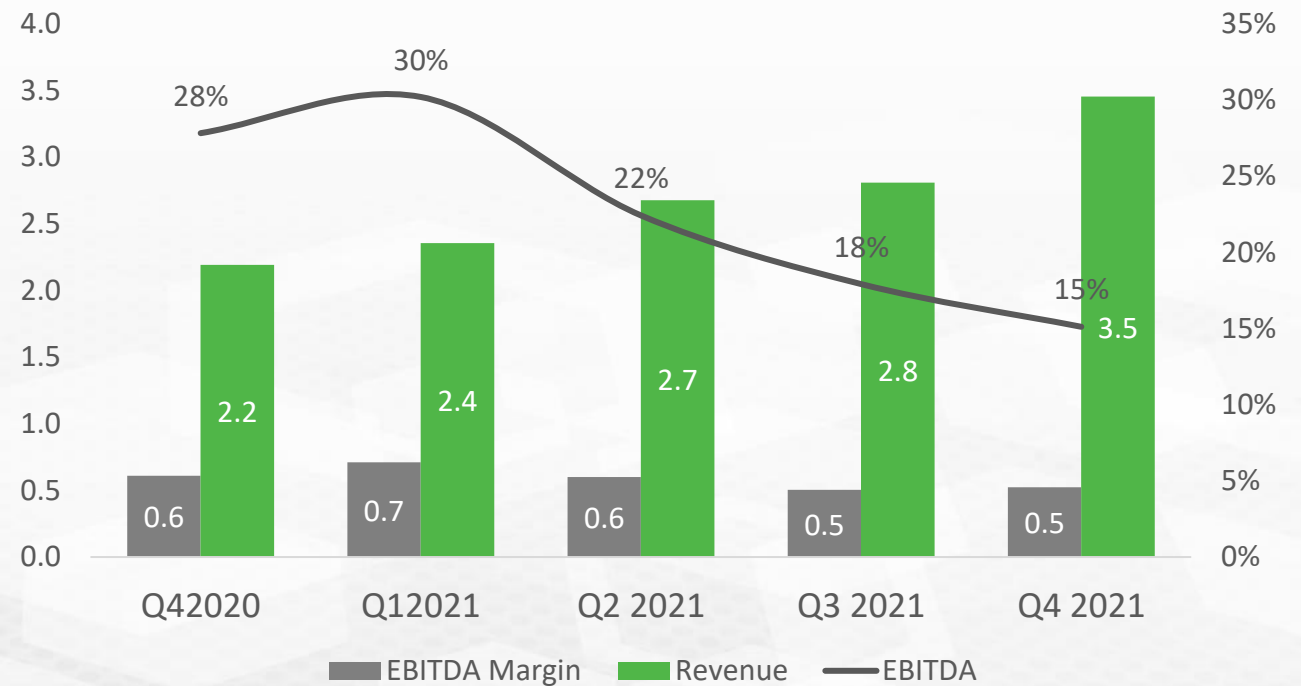
# SPORTS SEGMENT

**BtoBet**



# Sport Segment – Consistent Revenue Growth

- Revenues +60% Y/Y
- EBITDA decreased 18% Y/Y
- EBITDA was affected by players favorite results in October
- Record-high for betting turnover



# Major Progress in the Quarter



ODDIN E-sports  
launch



Funduel in Brazil –  
went live



Horse racing – New  
Product

7

New partners  
went live

BetRegal

betiton

Luckbox



# AGGREGATION AND GAMES

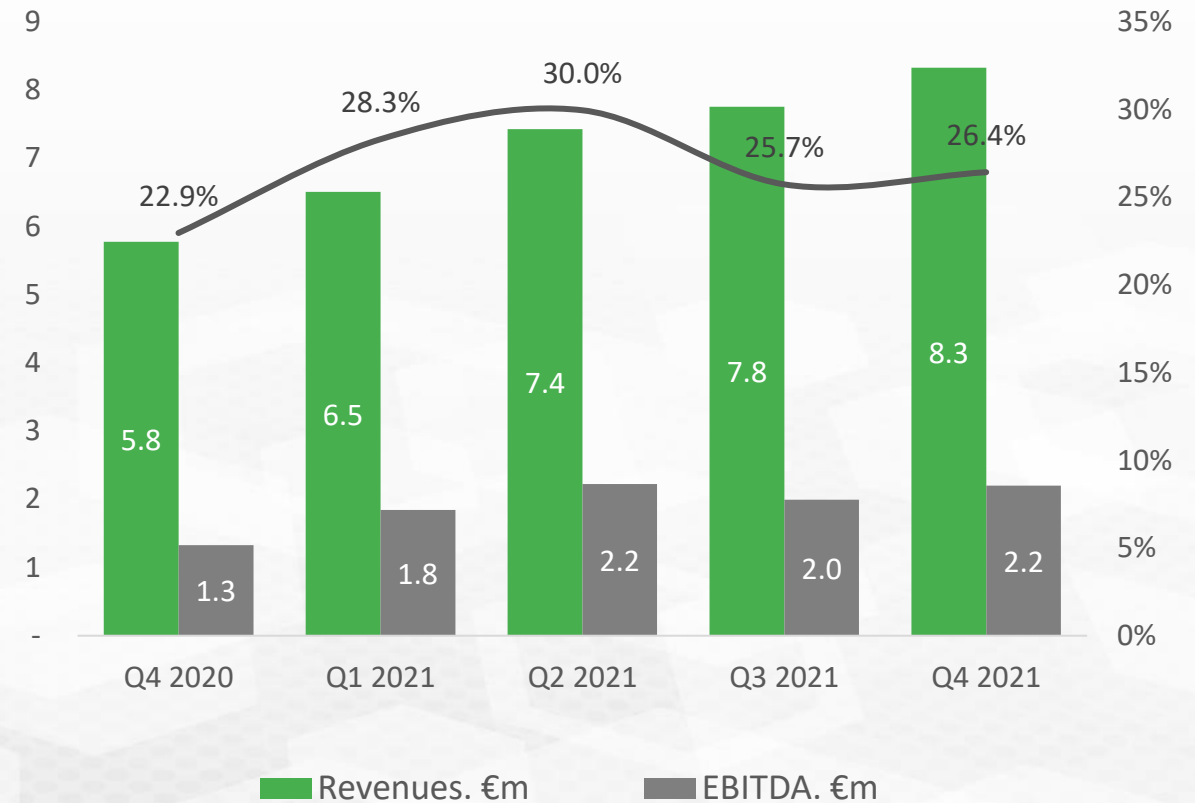
pariplay





# Games Segment- Strong Momentum

- Revenues +44% Y/Y
- EBITDA +66% Y/Y
- EBITDA margin improved to 26.4% (22.9%)



# Strong Expansion in many Markets



new in-house studio  
Wizard Games



Biggest operators in  
the Netherlands  
market



Rush Street  
Interactive (RSI) in Colombia



Expansion in the US  
with BETMGM

18

New (operators) partners  
signed

12

New partners  
went live

3

New 3<sup>rd</sup> parties

3

New markets

# BINGO SEGMENT

END  END



# Bingo Segment

## Q4 updates

- Technical integration with Pariplay
- UK License from UKGC
- Agreement with TENLOT, to launch Bingo Retail in El Salvador

## Projects in progress

- Retail Platform for Lottery Games
- LIVE-Bingo (in partnership with a strong live dealer company)
- License in Ciudad de Buenos Aires (LOTBA) in-process
- License in Malta (MGA)
- License in Netherlands
- Entering the Mexican market
- Integration to the Aspire global platform- Q3

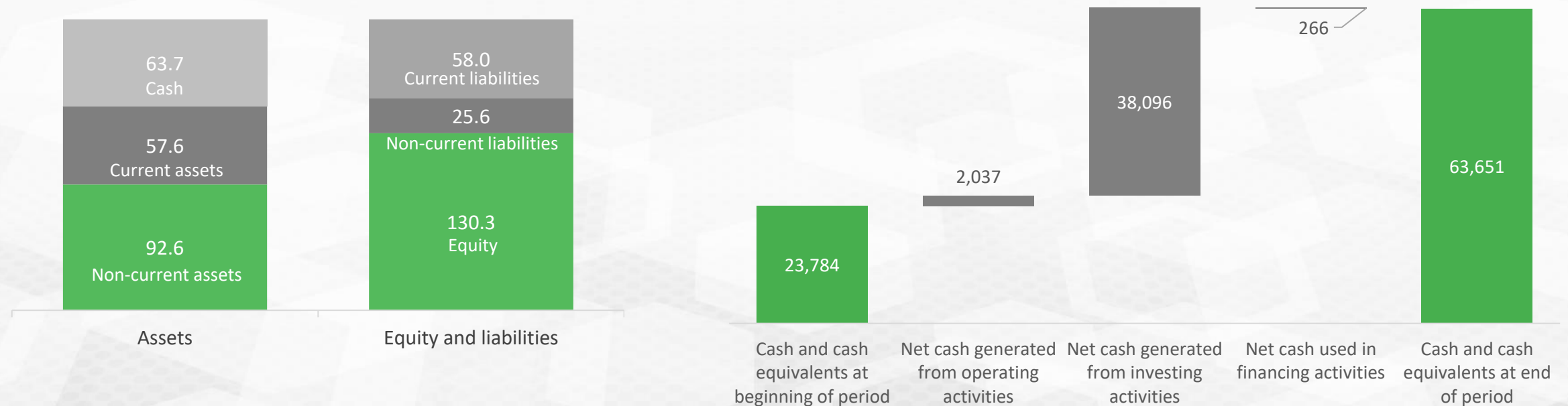


# FINANCIAL POSITION



# Strong Cash Position Into 2021

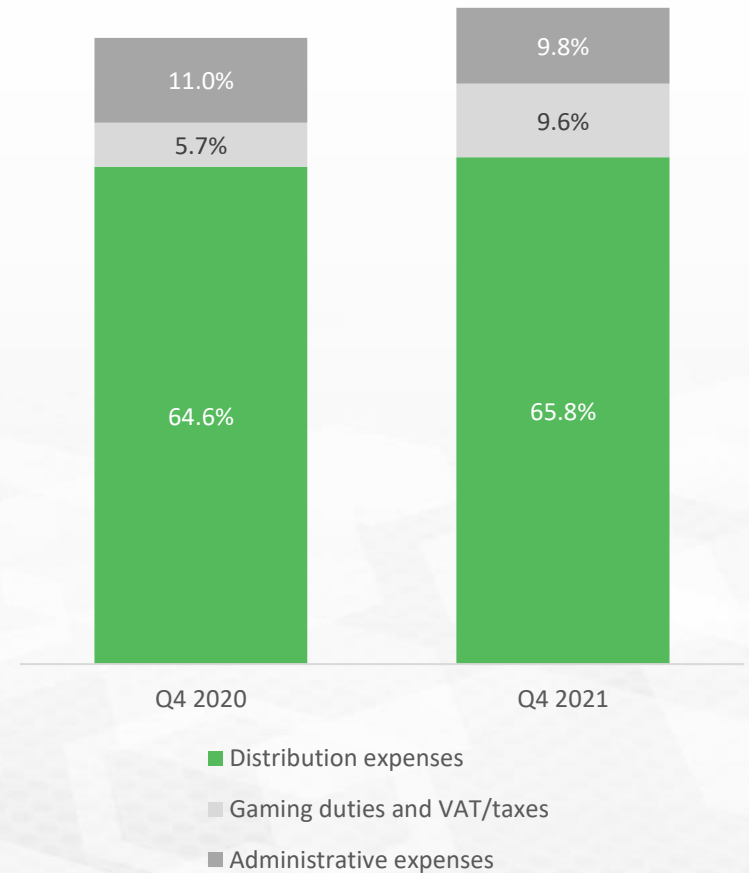
- Cash flow from operating activities reflects the strong business results and off-set by increase in trade receivables and decrease in trade payables
- Investing activities mostly attributed to the cash received from divestment of our B2C segment less related costs and to the continuous investment in our technology and completion of the non-performance consideration related to the acquisition of BtoBet
- Cash balance of €63.7 million, of which €4.2 million are players' balances





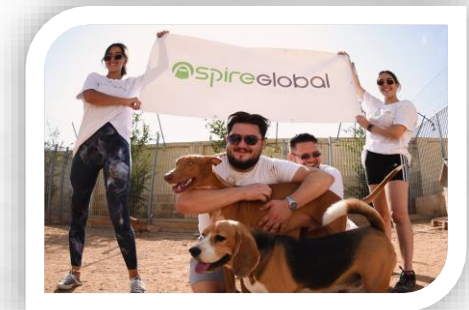
# Continue to Maintain Good Cost Control

- Administrative expenses decreased slightly in absolute numbers, with a decrease as a % of revenues, demonstrating the scalability of our solutions and operations
- Distribution expenses as a % of revenues increased by 1% affected by an increase in acquisition costs related to the divestment B2C. BtoBet roll-out synergies are partial in Q4
- Increase in gaming duties and VAT increased of % of revenue, driven by the German market, mitigated by the “Buy-Win” feature



# Sustainability

- Sustainability is integrated in Aspire Global's business strategy through four focus areas - Environment, Safe User Experience, People, and Safe Digital Environment - that monitor progress and set out targets to build a sustainable business, ensuring the well-being of all stakeholders.
- Aspire Global is an official supporter of the Safer Gambling Week UK, showcasing safer gambling banners and messages throughout the week on all UK facing brands.
- Aspire Global is a carbon neutral company, recognized by the 'Carbon Footprint Standard', focusing on assessing, reducing and compensating emissions.
- Contributing to our local communities through volunteering and supporting charities is a core part of our CSR strategy. For example, our people lending a helping hand to the Dog Sanctuary.



# 2021

## ANOTHER RECORD YEAR

We met our  
long-term targets

€M200  
Revenue

€M32  
EBITDA

We worked on  
3 strategic transactions



We have established Aspire Global as a true  
iGaming powerhouse



WE LOOK FORWARD FOR AN INTERESTING FUTURE



The logo for Aspire Global, featuring a green circular icon with a white 'A' inside, followed by the text 'AspireGlobal' in a sans-serif font. The 'Aspire' part is green and 'Global' is grey.

AspireGlobal

# Q&A

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**THANK YOU**