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14 April 2025

BetMakers delivers a record quarter and returns to growth, driven by its market leading product suite and operational discipline

Q3 FY25 QUARTERLY ACTIVITIES REPORT

BetMakers Technology Group Ltd (**ASX:BET**) (**BetMakers** or the **Company**) provides this activity report for the quarter ended 31 March 2025 (**Q3 FY25**), along with the Company's Appendix 4C cash flow report. All amounts disclosed herein are unaudited and are denoted in AUD unless otherwise stated.

Key Highlights

- BetMakers delivers best quarterly operating cash-flow result as a listed company
- Operating cash flow improved by $4.3m QoQ to $3.0m for Q3 FY25
- Revenue growth accelerated (growing 3.7% QoQ)
- Customer pipeline remains strong, more growth anticipated in FY26
- Gross Margin improved to 63.9%, up from 61.6% QoQ and from 57.8% in Q1 FY25
- Cost base reduced in line with guidance, Adjusted EBITDA annualising at $5m run-rate[1]
- Q3 FY25 unrestricted cash balance of $9.8m, up $0.9m QoQ
- Marquee partnership with Sportradar, leading provider of sports technology globally
- Renewal of contract with UK Tote, global tote operator, until 2029

Executive Chair of BetMakers, Matt Davey, said,

"This quarter marks a very important step forward - an inflection point - for the Company. The results demonstrate the capacity for BetMakers to deliver strong financial results from a vastly improved operating model. This has been achieved through disciplined cost reduction and the deployment of its upgraded technology platforms to the global wagering market. We are very pleased to deliver our record operating cash-flow result as a listed company, and in addition we remain excited about the strong pipeline of opportunities, which is underpinned by the highest validation of our latest platforms and product launches into existing and new international markets. We are committed to delivering continued growth into FY26, where we expect to reap the benefits of the operating leverage now in the business. We believe BetMakers has now firmly entrenched itself as critical infrastructure in world racing - for racing bodies, sophisticated wagering operators and new entrants - at all levels of product innovation, regulatory compliance and a world class consumer experience".

Executive Chair Matt Davey, CEO Jake Henson and CFO Carl Henschke will deliver a presentation to investors at 10:30am (AEST) on Tuesday, 15 April 2025 via a live webinar, followed by Q&A.

To pre-register for this webinar, please use the following link below:

BetMakers Q3 FY25 Investor Webinar

[1] Annualised run-rate based on Q3 FY25 result multiplied by four.

OPERATIONAL UPDATE

- **Transformational quarter with record cash-flow and strong performance on key metrics**
    - BetMakers has delivered its best operating cash-flow result as a listed company.
    - Operating cash-flow generated for the quarter was $3.0m, up by $4.3m QoQ (Quarter on Quarter).
    - Strong performance on all key metrics, including improved revenue growth (3.7% QoQ) and gross margin improvement (up to 63.9%), as well as a further reduction in the operating cost base in line with previous guidance.
    - Adjusted EBITDA was $1.2m for the quarter, providing a strong platform for the rest of FY25 and for the Company to enter FY26.
    - The quarter was impacted by one-off severance costs of $0.6m and cloud costs for GBS continued to reduce throughout the quarter.
    - Unrestricted cash for Q3 FY25 closed at $9.8m, up from $8.9m at 31 December 2024.
- **Customer pipeline remains strong, growth expected FY26**
    - BetMakers continues to see an increasing number of potential growth opportunities, driven by network expansion and our improved suite of products.
    - Based on current market trends and internal projections, BetMakers continues to expect an improved growth outlook in FY26.
    - As a result of the transformation strategy and improved operating leverage, BetMakers anticipates strong incremental margins from its key growth initiatives.
- **Focus on network expansion**
    - BetMakers' international network is a key competitive advantage, and management continues to implement initiatives designed to further expand the reach of the network.
    - BetMakers' international distribution for GBS now extends to North America, Africa, Europe and Asia and complements the broad reach of the Global Tote network.
    - BetMakers continues to explore international partnerships that will continue to expand its network, including with additional B2B sportsbook platforms.
- **Technology roadmap supporting enhanced operating performance**
    - BetMakers continues to be pleased with the performance of its Apollo technology platform. The upgraded technology has reduced cloud costs for GBS, as well as driven improved results for customers by way of active users and turnover.
    - As a result of the upgrade, BetMakers has seen cloud and infrastructure savings on a per-platform basis, with some further benefits expected to be realised throughout H2 FY25. Accordingly, gross margin for GBS is expected to improve during H2 FY25 and incremental margins from any future revenue growth are expected to be strong.
    - During the quarter, BetMakers acquired intellectual property and software from Protocol Zone Private Limited (Protocol Zone), a specialist developer of wagering software. The intellectual property acquired from Protocol Zone includes; digital tote technology, API

data feeds, proprietary trading and ratings models, amongst other tools, which will all form part of BetMakers' new GTX, tote-led digital wagering platform.

- GTX is expected to launch during Q4 2025. The new platform will deliver a vastly improved user experience for Global Tote ADW customers while continuing to drive down the cost to serve individual customers.

- **Cost base drives lower following further successful restructuring initiatives**
  - The business continues to focus on cost and operational discipline. During the quarter, the annualised operating cost base was reduced to $56.5m. However, this quarter included severance and restructuring costs of approximately $0.65m. After adjusting for these one-off costs, the annualised operating cost base is now at $53.9m, below the previous guidance of an annualised cost base of $55m.
- **Engagement with customers remains strong, providing platform for FY26 growth**
  - In February, Sportradar entered into a marquee partnership with BetMakers by agreeing to integrate the AdVantage Platform, a cutting-edge racing wagering solution, into the sports technology company's multi-award-winning ORAKO sportsbook offering.
  - BetMakers renewed its agreement with UK Tote until 2029. BetMakers' Quantum software will be the core pools wagering platform for the Tote's operations across British and Irish racecourses, while also managing the technical aspect of any inbound commingling to these pools, including World Pool events with a host of global partners.
  - Global Tote customer progress continues with the Norway Rikstoto agreement going live during the quarter as well as the new system in Argentina. Perak Turf Club in Malaysia was signed during the quarter and the system has subsequently gone live. The new Tote system installation in Chile is expected to go live within Q4 2025.
  - betM, an Australian wagering operator, successfully migrated to BetMakers' Apollo platform and will utilise BetMakers' Managed Trading Services (MTS).
  - BetMakers announced an expansion of its partnership with Australian-based wagering operator Dabble, including supplying for their UK market launch.
  - The Intelligent Gaming B2B partnership deployed the first customer in the South African market. Integrations with B2B providers Sportingtech and ColossusBets are progressing while the business also signed a deal to provide racing to Sporty in the African markets.
- **US Tariff Commentary**
  - At this stage, BetMakers expects minimal direct impact from anticipated US tariffs, given that the business is primarily selling digital software and technology, and also given that BetMakers operates extensively inside the United States.

Commenting on Q3 FY25, Chief Executive Officer, Jake Henson said,

"The Company has been fully focussed on ensuring the transformation and restructure of our business would achieve results that could, among other things, be evidenced in financial performance. We believe we have demonstrated a significant milestone of measurable delivery in this quarter. We are very excited about the base from which we now launch our growth phase; the network effect of our international customer base, the scalability of our technology platforms, and the light-touch solutions of how we integrate our technology into a global network where we have tote and fixed-odds customers all around the world. Our business model supports growing the pie for all of the racing ecosystem's operators, and in effect we're not trying to keep up with the racing and wagering industry - we're on a mission to rewire it so that racing is the number one betting option for punters globally. We are moving into an exciting period where we are experiencing revenue and opportunity growth while continuing to drive lower costs. Our pipeline is strong and our teams are engaged and operating at new levels - evidenced by the tremendous progress in our technical solutions.

- **Q3 FY25 P&L Summary**

The below table shows the underlying Profit & Loss performance for Q3 FY25, and the reconciliation to the operating cash flow:

AUD'000	P&L Q2 FY25	P&L Q3 FY25
Revenue	20,046	20,790
COGS	(7,703)	(7,499)
GP	**12,344**	**13,292**
	61.6%	*63.9%*
Staff Costs	(11,116)	(11,008)
Severance costs	378	649
Capitalised Staff Costs	1,849	1,388
Overheads	(3,425)	(3,120)
Adjusted EBITDA [1]	**29**	**1,201**
Reconciliation to net operating cash flow:		
Capitalised staff costs	(1,849)	(1,388)
Monmouth Park MG	855	855
Annual vendor payments	190	-
Employee related costs	857	546
Working capital movements	(1,033)	2,448
Net Cash from operating activities	**(1,328)**	**3,013**

[1]: Excludes provision for doubtful debts, and share based payments expense

- **Closing cash balance as at 31 March 2025 of $25.9 million; of which $9.8 million is unrestricted**

- **Additional Quarterly Information**

    - The Company paid Directors $135,000 for services during Q3 FY25. This included payment to the President/Executive Chairman for employment services.
    - The Company paid $95,000 to Tekkorp Holdings LLC (Tekkorp)[2] pursuant to the facility agreement entered into between Tekkorp LLC and the Company. Further details in relation to the facility are in the attached Appendix 4C and the announcement released by the Company on 25 November 2024.
    - The Company also wishes to advise that, in accordance with ASX Listing Rule 3.10A, 35,000,000 fully paid ordinary shares in the Company will be released from voluntary escrow on 21 April 2025.
- Further to the announcement on 6 February 2025, BetMakers hereby gives notice under section 708A(5)(e) of the Corporations Act 2001 (Cth) (Act) that:
    - today, 14 April 2025, the Company completed the issue and allotment of 833,333 fully paid ordinary shares (Shares) at a deemed issue price of 12 cents per share;
    - the Company issued the Shares without disclosure to investors under Part 6D.2 of the Act;
    - as at the date of this notice, the Company has complied with:
        - the provisions of Chapter 2M of the Corporations Act as they apply to the Company; and
        - sections 674 and 674A of the Act; and
    - as at the date of this notice, there is no information that is 'excluded information' within the meaning of sections 708A(7) and 708A(8) of the Corporations Act.

Commenting on Q3 FY25, major shareholder, Matt Tripp, said:

"BetMakers has demonstrated that it is successfully executing on a differentiated B2B strategy. They are clearly at a financial inflection point, and I am excited about the opportunity that lies ahead."

The Board of BetMakers has authorised the release of this announcement to ASX.

For further information please contact:

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Investor Relations
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[2] Tekkorp Holdings LLC is a Company controlled by Matthew Davey.

Disclaimer

The material contained in this document is of general information about the activities of BetMakers as at the date of this update. All monetary figures quoted within this document (and any attached investor presentation) are in Australian dollars ($AUD) unless otherwise specified and are provided on an unaudited basis.

This announcement contains "forward-looking statements." These can be identified by words such as "may", "should", "anticipate", "believe", "intend", "estimate", and "expect". Statements which are not based on historic or current facts may by forward-looking statements. Forward-looking statements are based on:

- *assumptions regarding the Company's financial position, business strategies, plans and objectives of management for future operations and development and the environment in which the Company will operate; and*
- *current views, expectations and beliefs as at the date they are expressed and which are subject to various risks and uncertainties.*

Actual results, performance or achievements of the Company could be materially different from those expressed in, or implied by, these forward-looking statements. The forward-looking statements contained within the presentations are not guarantees or assurances of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, which may cause the actual results, performance or achievements of the Company to differ materially from those expressed or implied by forward-looking statements. For example, the factors that are likely to affect the results of the Company include general economic conditions in Australia and globally; exchange rates; competition in the markets in which the Company does and will operate; weather and climate conditions; and the inherent regulatory risks in the businesses of the Company. The forward-looking statements contained in this announcement should not be taken as implying that the assumptions on which the projections have been prepared are correct or exhaustive. The Company disclaims any responsibility for the accuracy or completeness of any forward-looking statement. The Company disclaims any responsibility to update or revise any forward-looking statements to reflect any change in the Company's financial condition, status or affairs or any change in the events, conditions or circumstances on which a statement is based, except as required by law. The projections or forecasts included in this presentation have not been audited, examined or otherwise reviewed by the independent auditors of the Company.

You must not place undue reliance on these forward-looking statements.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

BetMakers Technology Group Limited

ABN	Quarter ended ("current quarter")
21 164 521 395	31 March 2025

Consolidated statement of cash flows		Current quarter $A'000	Year to date $A'000
1.	**Cash flows from operating activities**		
1.1	Receipts from customers	23,257	67,638
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(7,560)	(28,159)
	(c) advertising and marketing	(17)	(341)
	(d) leased assets	(659)	(2,071)
	(e) staff costs	(9,556)	(30,346)
	(f) administration and corporate costs	(2,357)	(7,191)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	(95)	(133)
1.6	Income taxes paid	-	(57)
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	-	-
1.9	**Net cash from / (used in) operating activities**	**3,013**	**(659)**

1.2 (e) includes ~$0.6 million in payments related to strategic restructuring, leave costs incurred.

2.	**Cash flows from investing activities**		
2.1	Payments to acquire:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(734)	(2,546)
	(d) investments	-	-
	(e) intellectual property / content rights	(1,388)	(5,086)
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	4,184	954
2.6	**Net cash from / (used in) investing activities**	**2,063**	**6,678**

2.1 (c) Predominantly relates to funds paid in relation to the development and construction of the new BetLine betting terminals and other on-track and in-venue hardware (for use in the US).

2.5 Predominantly relates to the movement in customer funds held customer funds on deposit in relation to Global Tote Hub and ADW operations. The restricted cash balance at March 2025 was $16.0 million.

3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	3,101
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	**Net cash from / (used in) financing activities**	**-**	**3,101**

4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	20,880	29,337
4.2	Net cash from / (used in) operating activities (item 1.9 above)	3,013	(659)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	2,063	(6,678)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	3,101
4.5	Effect of movement in exchange rates on cash held	(76)	778
4.6	**Cash and cash equivalents at end of period**	**25,879**	**25,879**

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter $A'000	Previous quarter $A'000
5.1	Bank balances	**25,879**	**20,880**
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	**Cash and cash equivalents at end of quarter (should equal item 4.6 above)**	**25,879**	**20,880**

6.	Payments to related parties of the entity and their associates	Current quarter $A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	135
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

6.1 Relates to amounts paid to directors for services during Q3 FY25. This includes payments to Matt Davey for employment services in his role as President and Executive Chairman.

7.	Financing facilities *Note: the term "facility' includes all forms of financing arrangements available to the entity.* *Add notes as necessary for an understanding of the sources of finance available to the entity.*	Total facility amount at quarter end $A'000	Amount drawn at quarter end $A'000
7.1	Loan facilities	4,651	3,101
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	**Total financing facilities**	4,651	2,101

7.5	**Unused financing facilities available at quarter end**	1,550

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

In November 2024, the Company entered into a US$3.0 million, 24-month, debt facility with Tekkorp Holdings LLC (Tekkorp Facility) that will provide additional financial flexibility for the Company. The facility has being used to help fund the acceleration of the Company's transformation strategy, including funding one-off costs associated with the reduction in staff costs, as well as providing working capital and additional funding capacity for strategic initiatives.

The key terms of the Tekkorp Facility are as follows:

- *24-month term, unsecured loan, with all principal repayable in a single bullet repayment at maturity. The repayment date is 24 months after the date on which funds are first advanced by the lender to the Company (Repayment Date);*
- *US$3.0 million of funds available to be drawn down in two tranches (Loan):*
  - *Tranche 1 Loan: US$2.0 million to be available upon execution of the loan, to be used for working capital purposes of the Company and its Related Bodies Corporate;*
  - *Tranche 2 Loan: US$1.0 million to be available only on or after 1 July 2025, or earlier, if approved by Tekkorp, to fund strategic initiatives.*

Refer to the announcement dated 25 November 2024 for further details.

8.	**Estimated cash available for future operating activities**	**$A'000**
8.1	Net cash from / (used in) operating activities (Item 1.9)	3,013
8.2	Cash and cash equivalents at quarter end (Item 4.6)	25,879
8.3	Unused finance facilities available at quarter end (Item 7.5)	1,550
8.4	Total available funding (Item 8.2 + Item 8.3)	27,429
8.5	**Estimated quarters of funding available (Item 8.4 divided by Item 8.1)**	N/A

8.2 above includes restricted cash of $16.0m, which is funds held on behalf of customers. Unrestricted cash is $9.8m

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: n/a

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: n/a

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: n/a

Compliance statement

1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2 This statement gives a true and fair view of the matters disclosed.

Date: 14 April 2025.....

Authorised by: The Board.....
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.

2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".

5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.