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# ***POINTS*BET**

**Q4 FY22 QUARTERLY ACTIVITIES REPORT**

Investor Presentation July 2022



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# KEY HIGHLIGHTS Q4 FY22

11<sup>TH</sup> APRIL 2022

**POINTSBET CANADA OFFICIAL  
SPORTSBOK PARTNERS OF  
MAPLE LEAF SPORTS AND  
ENTERTAINMENT**

12<sup>TH</sup> APRIL 2022

**LAUNCH OF iGAMING  
IN PENNSYLVANIA**

27<sup>TH</sup> APRIL 2022

**HONORED BY EGR AS  
THE TOP US SPORTS  
BETTING OPERATOR**

## April

## 2022

## May

## 2022

20<sup>TH</sup> JUNE 2022

**STRATEGIC INVESTMENT AND  
PARTNERSHIP WITH SIG SPORTS  
INVESTMENT CORP, A MEMBER  
OF THE SUSQUEHANNA  
INTERNATIONAL GROUP OF  
COMPANIES**

20<sup>TH</sup> JUNE 2022

**ANNOUNCED A PRO-RATA  
DEFERRED BONUS EQUITY OPTION  
ISSUANCE TO ELIGIBLE  
SHAREHOLDERS, PROVIDING THE  
ABILITY TO RAISE UP TO  
APPROXIMATELY A\$150 MILLION  
DURING THE NEXT TWO YEARS**

## June

## 2022

## July

## 2022

4<sup>TH</sup> APRIL 2022

**LAUNCH OF SPORTS  
WAGERING AND  
iGAMING IN ONTARIO,  
CANADA**

20<sup>TH</sup> APRIL 2022

**POINTSBET RANKS  
THIRD IN EILERS  
& KREJCIK'S  
APP-BY-APP  
TESTING**

MAY 2022

**MLB PRODUCT  
UPGRADES TO INCLUDE  
LIGHTNING BETS AND  
LIVE SAME GAME  
PARLAY**

20<sup>TH</sup> JUNE 2022

**POINTSBET EUROPE  
HOLDINGS AND NELLIE  
ANALYTICS LIMITED ENTERED  
AN EXPLORATORY  
AGREEMENT FOR THE  
PROVISION OF SPORTS  
ANALYTIC SERVICES**

12<sup>TH</sup> JULY 2022

**STREAMING PARTNERSHIP  
WITH IMG ARENA**

# STRATEGIC INVESTMENT FROM SIG SPORTS INVESTMENT CORP

On the 20th June 2022, SIG Sports Investment Corp, a member of the Susquehanna International Group of Companies, one of the largest proprietary financial trading firms in the world, became the Company's largest shareholder, paying A\$94.2m for a 12.76%<sup>1</sup> stake.

In SIG Sports, PointsBet has a long-term partner who believes in our ability to grow and compete in the North American sports betting market.

Additionally, PointsBet Europe Holdings Limited entered an exploratory agreement with Nellie Analytics Limited, a member of the SIG Group, pursuant to which Nellie Analytics will provide exclusive sports analytical services. This will complement and enhance the operational capabilities of PointsBet Europe and accelerate the Company's technology roadmap as it relates to highly sophisticated risk management and trading algorithms, with a focus on in-play in the North American market.

## ABOUT SIG

SIG is one of the largest privately held global financial institutions with more than 2,300 employees in offices throughout the world. SIG is a proprietary, securities trading firm committing exclusively its own capital to trade financial products around the world. SIG trades in almost every major asset class and corresponding derivative product in the world.

SIG founded Nellie Analytics in 2016 with a mission to develop the most predictive analytics and models in the world for various sporting and geopolitical events. Nellie Analytics leverages the capital and trading expertise of SIG to apply its advanced predictive capabilities to sports wagering with a focus on in-play.

1. Post issuance this investment represents 12.76% of the company's issued capital as at 4th July 2022

# NELLIE ANALYTICS PARTNERSHIP BENEFITS

**PRODUCT**  
(PointsBet)



**PRICE**  
(Nellie)



**LEADING CUSTOMER  
EXPERIENCE**

Nellie Analytics best-in-class risk management and pricing algorithms can assist PointsBet's ability to offer:



Increased Trading  
Efficiency



Increased  
wagering limits



Deeper Market  
Offering



Faster bet  
placement



In-Play prices  
suspended less often

# Q4 FY22 TRADING METRICS

|                | All figures in A\$ | GROUP <sup>1</sup> |            |         | AUSTRALIA |          |         | US <sup>2</sup> |          |         |
|----------------|--------------------|--------------------|------------|---------|-----------|----------|---------|-----------------|----------|---------|
|                |                    | Q4 FY21            | Q4 FY22    | PCP     | Q4 FY21   | Q4 FY22  | PCP     | Q4 FY21         | Q4 FY22  | PCP     |
| SPORTS BETTING | Turnover / Handle  | \$986.1m           | \$1,302.5m | +32%    | \$494.8m  | \$598.6m | +21%    | \$491.3m        | \$687.9m | +40%    |
|                | Gross Win %        | 10.0%              | 9.4%       | (0.6pp) | 13.4%     | 13.3%    | (0.1pp) | 6.6%            | 6.1%     | (0.5pp) |
|                | Gross Win          | \$98.7m            | \$122.0m   | +24%    | \$66.4m   | \$79.5m  | +20%    | \$32.3m         | \$41.9m  | +30%    |
|                | Net Win %          | 6.0%               | 6.0%       | 0.0pp   | 8.7%      | 9.2%     | +0.5pp  | 3.3%            | 3.5%     | +0.2pp  |
|                | Net Win            | \$59.3m            | \$78.5m    | +32%    | \$43.1m   | \$55.2m  | +28%    | \$16.2m         | \$23.8m  | +47%    |
| iGAMING        | Net Win            | \$1.5m             | \$7.3m     | +400%   | —         | —        | —       | \$1.5m          | \$6.7m   | +355%   |
| TOTAL          | Total Net Win      | \$60.8m            | \$85.8m    | +41%    | \$43.1m   | \$55.2m  | +28%    | \$17.7m         | \$30.4m  | +72%    |

1. Group includes the Australian, US and Canadian Trading Metrics. Canadian operations launched on April 4th in the Province of Ontario only.

2. Average AUD / USD FX rate was 0.7154 for Q4FY22 and 0.7703 for Q4FY21.

**Turnover / Handle** is the dollar amount wagered by clients before any winnings are paid out or losses incurred. **Gross Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, excluding the cost of pricing promotions. **Net Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, less client promotional costs (the costs incurred to acquire and retain clients through bonus bets, money back offers, early payouts and enhanced pricing initiatives)

# FY22 TRADING METRICS

|                    |                   | GROUP <sup>1</sup> |            |         | AUSTRALIA  |            |        | US <sup>2</sup> |            |         |
|--------------------|-------------------|--------------------|------------|---------|------------|------------|--------|-----------------|------------|---------|
| All figures in A\$ |                   | FY21               | FY22       | PCP     | FY21       | FY22       | PCP    | FY21            | FY22       | PCP     |
| SPORTS BETTING     | Turnover / Handle | \$3,781.4m         | \$5,006.3m | +32%    | \$1,989.0m | \$2,536.4m | +28%   | \$1,792.4m      | \$2,454.0m | +37%    |
|                    | Gross Win %       | 9.3%               | 9.9%       | +0.6pp  | 12.9%      | 13.3%      | +0.4pp | 5.3%            | 6.5%       | +1.1pp  |
|                    | Gross Win         | \$353.1m           | \$497.8m   | +41%    | \$257.3m   | \$338.4m   | +32%   | \$95.8m         | \$158.7m   | +66%    |
|                    | Net Win %         | 5.5%               | 5.8%       | +0.3pp  | 8.4%       | 8.5%       | +0.1pp | 2.3%            | 3.0%       | +0.7pp  |
|                    | Net Win           | \$207.0m           | \$289.1m   | +40%    | \$166.1m   | \$215.4m   | +30%   | \$40.9m         | \$74.1m    | +81%    |
| iGAMING            | Net Win           | \$1.5m             | \$20.4m    | +1,292% | —          | —          | —      | \$1.5m          | \$19.7m    | +1,247% |
| TOTAL              | Total Net Win     | \$208.5m           | \$309.4m   | +48%    | \$166.1m   | \$215.4m   | +30%   | \$42.3m         | \$93.9m    | +122%   |

1. Group includes the Australian, US and Canadian Trading Metrics. Canadian operations launched on April 4th in the Province of Ontario only.

2. Average AUD/USD FX rate was 0.7258 for FY22 and 0.7473 for FY21

**Turnover / Handle** is the dollar amount wagered by clients before any winnings are paid out or losses incurred. **Gross Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, excluding the cost of pricing promotions. **Net Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, less client promotional costs (the costs incurred to acquire and retain clients through bonus bets, money back offers, early payouts and enhanced pricing initiatives)

# HIGHLIGHTS: AUSTRALIA Q4 FY22

**A\$598.6m**  
**Turnover / Handle**

UP 21% ON PCP

**A\$79.5m**  
**Gross Win**

UP 20% ON PCP

**A\$55.2m**  
**Net Win**

UP 28% ON PCP

## PRODUCT

+17% increase in Multi Turnover vs the PCP

+35% increase in Same Game Multi Turnover vs PCP

## CASH ACTIVE CLIENTS

For the 12 months to 30 June 2022 Cash Active Clients were 239,121 +22% on the PCP and +3% QoQ

The Australia marketing expense for Q4 FY22 was A\$9.6m

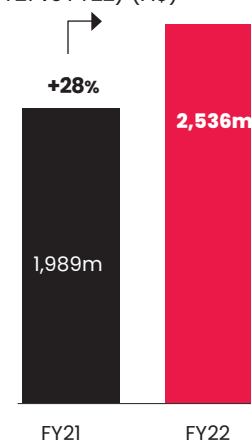
**Turnover / Handle** is the dollar amount wagered by clients before any winnings are paid out or losses incurred. **Gross Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, excluding the cost of pricing promotions. **Net Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, less client promotional costs (the costs incurred to acquire and retain clients through bonus bets, money back offers, early payouts and enhanced pricing initiatives).

**Cash Active Clients** are clients that have placed a cash bet in the 12 months preceding the relevant period end.

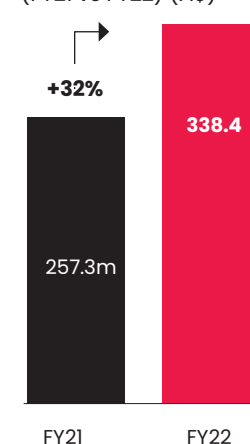
## POINTSBET AUSTRALIA – PERFORMANCE (A\$)

| Key metrics       | Q4 FY21        | Q4 FY22        | Change      |            | FY22            |
|-------------------|----------------|----------------|-------------|------------|-----------------|
|                   |                |                | PCP         | QoQ        |                 |
| Turnover / Handle | \$494.8m       | \$598.6m       | +21%        | +3%        | \$2,536.4m      |
| Gross Win Margin  | 13.4%          | 13.3%          | (0.1pp)     | (0.3pp)    | 13.3%           |
| Gross Win         | \$66.4m        | \$79.5m        | +20%        | +1%        | \$338.4m        |
| Net Win Margin    | 8.7%           | 9.2%           | +0.5pp      | +0.2pp     | 8.5%            |
| <b>Net Win</b>    | <b>\$43.1m</b> | <b>\$55.2m</b> | <b>+28%</b> | <b>+5%</b> | <b>\$215.4m</b> |

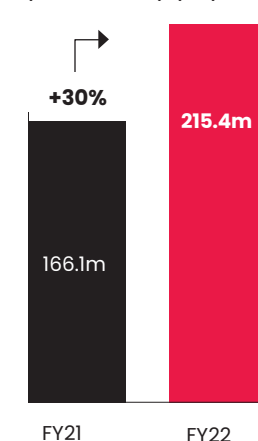
### Sports Betting Handle (FY21 vs FY22) (A\$)



### Sports Betting Gross Win (FY21 vs FY22) (A\$)



### Total Net Win (FY21 vs FY22) (A\$)





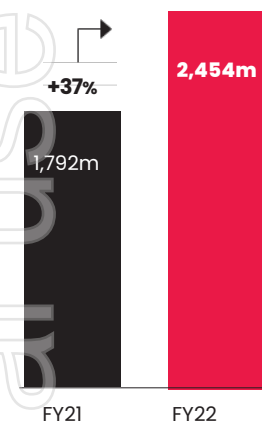
# HIGHLIGHTS: US<sup>1</sup> Q4 FY22

## A\$687.9m

**SPORTS BETTING  
Turnover / Handle**

UP 40% ON PCP

**Sports Betting Handle**  
(FY21 vs FY22) (A\$)

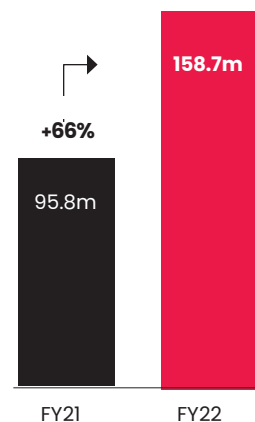


## A\$41.9m

**SPORTS BETTING  
Gross Win**

UP 30% ON PCP

**Sports Betting Gross Win**  
(FY21 vs FY22) (A\$)

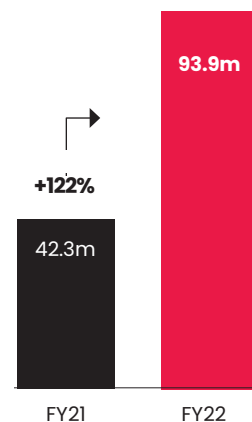


## A\$30.4m

**TOTAL  
Net Win**

UP 72% ON PCP

**Total Net Win**  
(FY21 vs FY22) (A\$)



Average AUD/USD FX rate was 0.7258 for FY22 and 0.7473 for FY21.

**Turnover / Handle** is the dollar amount wagered by clients before any winnings are paid out or losses incurred. **Gross Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, excluding the cost of pricing promotions. **Net Win** is the dollar amount received from clients who placed losing bets less the dollar amount paid to clients who placed winning bets, less client promotional costs (the costs incurred to acquire and retain clients through bonus bets, money back offers, early payouts and enhanced pricing initiatives).

1. Average AUD/USD FX rate was 0.7154 for Q4FY22 and 0.7703 for Q4FY21.

## POINTSBET US – PERFORMANCE (A\$)

| Key metrics                      | Q4 FY21        | Q4 FY22        | PCP         | QoQ         | FY22           |
|----------------------------------|----------------|----------------|-------------|-------------|----------------|
| Sports Betting Turnover / Handle | \$491.3m       | \$687.9m       | +40%        | (16%)       | \$2,454.0m     |
| Sports Betting Gross Win Margin  | 6.6%           | 6.1%           | (0.5pp)     | +0.5pp      | 6.5%           |
| Sports Betting Gross Win         | \$32.3m        | \$41.9m        | +30%        | (9%)        | \$158.7m       |
| Sports Betting Net Win Margin    | 3.3%           | 3.5%           | +0.2pp      | +1.1pp      | 3.0%           |
| Sports Betting Net Win           | \$16.2m        | \$23.8m        | +47%        | +25%        | \$74.1m        |
| iGaming Net Win                  | \$1.5m         | \$6.7m         | +355%       | +21%        | \$19.7m        |
| <b>Total Net Win</b>             | <b>\$17.7m</b> | <b>\$30.4m</b> | <b>+72%</b> | <b>+24%</b> | <b>\$93.9m</b> |



# HIGHLIGHTS: US Q4 FY22

## CASH ACTIVE CLIENTS

Cash Active Clients for the 12 months to 30 June 2022 were 266,882, +67% vs PCP & +7% QoQ

US Marketing expense\* for Q4 FY22 was US\$27.4m

## iGAMING PROGRESS

Record quarterly Net Win of A\$6.7m

## PRODUCT RECOGNITION

PointsBet ranks third in Eilers & Kerjecik's

App-by-App testing

Honored by EGR as the top sports betting operator for the second consecutive year

**Cash Active Clients** are clients across all verticals that have placed a cash bet in the 12 months preceding the relevant period end date.

\* Marketing expense includes all direct and indirect marketing costs, including production, agency/placement fees and working media, expensed as incurred during the period including amounts unpaid at the end of the period.

## CONTINUED EXPANSION

Launched Pennsylvania iGaming in April

Online sportsbook live in 10 states

iGaming live in 4 states

## SPORTS BETTING ONLINE HANDLE MARKET SHARE

| Blended<br>online handle<br>market share | Illinois          | Colorado          | New<br>York       | Virginia          | New<br>Jersey     | Michigan          | Iowa              | Pennsylvania       | Indiana           | West<br>Virginia  |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| <b>3.5%<sup>11</sup></b>                 | 8.9% <sup>2</sup> | 3.6% <sup>5</sup> | 2.9% <sup>9</sup> | 2.7% <sup>8</sup> | 2.6% <sup>1</sup> | 2.6% <sup>3</sup> | 2.5% <sup>6</sup> | 2.4% <sup>10</sup> | 2.1% <sup>4</sup> | 1.6% <sup>7</sup> |

**1.** Based on total New Jersey online sports betting handle for the quarter, as reported by the New Jersey Division of Gaming Enforcement. **2.** Based on total Illinois online sports betting handle for April and May 2022, as reported by the Illinois Gaming Board. June 2022 market share data had not been released. **3.** Based on total Michigan online sports betting handle for the quarter, as reported by the Michigan Gaming Control Board. **4.** Based on total Indiana online sports betting handle for the quarter, as reported by the Indiana Gaming Commission. **5.** Based on total Colorado online sports betting handle for April and May 2022, as reported by the Colorado Department of Revenue – Division of Gaming. June 2022 market share data had not been released. **6.** Based on total Iowa online sports betting handle for the quarter, as reported by the Iowa Racing and Gaming Commission. **7.** Based on total West Virginia online sports betting handle the quarter, as reported by the West Virginia Lottery. **8.** Based on total Virginia sports betting handle for April and May 2022, as reported by the Virginia Lottery. June 2022 market share data had not been released. **9.** Based on total New York sports betting handle for the quarter, as reported by the New York State Gaming Commission. **10.** Based on total Pennsylvania sports betting handle for the quarter, as reported by the Pennsylvania Gaming Control Board. **11.** Blended online handle market share is the sum of PBH online handle divided by sum of active states online handle for the quarter. Note for IL, CO and VA, only April & May data available. For Q3 FY22, the Blended online handle market share was 3.6%.

# HIGHLIGHTS: US Q4 FY22 LEAD ON IN-PLAY BETTING

## HIGHLIGHTS

### Continued investment in customer experience

- Reinforced key areas targeted during Q3

### Launch of ITF Tennis to improve In-play Event coverage<sup>2</sup>

- ~870 additional games in-play each week
- Video Streaming on ~50% of games

### MLB in-house solution soft launch in West Virginia

- 40 In-play markets

=

**IN PLAY HANDLE AS % OF OVERALL HANDLE WAS 63% FOR Q4 FY22 VS 46% FOR Q4 FY21**

## NBA REVIEW<sup>1</sup>

### EXPERIENCE

- Increased uptime

+

### PRODUCT

- In-play Player Props
- Differentiated betting options

=

**NBA IN PLAY HANDLE AS % OF OVERALL NBA HANDLE WAS +54% FOR Q4 FY22 VS 37% FOR Q4 FY21**

1. Note calendar changes for NBA finals YoY. In 2021 NBA finals were in July vs June 2022. In June 2022 there were 6 NBA matches to bet on vs 46 NBA matches to be on from the NBA playoffs in June 2021.

2. Increases % of total time with in-play content available by 23% vs PCP.

# NBC INITIATIVES



## RSN MLB IN-GAME INTEGRATIONS

- Our brand's first foray into live odds integrations during regional MLB programming, currently airing 2x times per game across White Sox, Phillies, and Mets games



## DAVID KAPLAN UNFILTERED

- Our Kaplan partnership hits squarely on our local-first approach by allowing our brand to authentically integrate into Chicago sports content hosted by a trusted local voice
- Sponsorship includes on-air and digital branding, inclusion of odds integrations in all episodes, PointsBet talent inclusions



**NBC Free to Play App**

**663,000 LEADS GENERATED FOR POINTSBET\***

\* Across all US states as of 30 June 2022

**POINTSBET** <sup>12</sup>

# HIGHLIGHTS: CANADA Q4 FY22

**A\$16.0m**  
SPORTS BETTING  
Turnover/Handle

**A\$0.7m**  
SPORTS BETTING  
Gross Win

**A\$0.2m**  
TOTAL  
Net Win

## CASH ACTIVE CLIENTS

For the 3 months to 30 June 2022 Cash Active Clients were 7,239  
Marketing expense\* for Q4 FY22 was \$CAD7.0m

## PARTNERSHIPS



Partnership with Curling Canada, the 1st ever annual single elimination March Madness-style curling event with the top men's and women's teams from around the world



Partnership agreement signed with Clublink, designating PointsBet Canada as their Official Sports Betting Partner. Clublink is Canada's largest collection of golf courses with over 40 courses across Ontario.

\* Marketing expense includes all direct and indirect marketing costs, including production, agency/placement fees and working media, expensed as incurred during the period including amounts unpaid at the end of the period.

Cash Active Clients are clients that have placed a cash bet in the 12 months preceding the relevant period end. Note Canada launched operations on 4th April 2022.

## POINTSBET CANADA- PERFORMANCE (A\$)

### Key metrics

|                                  | Q4 FY22       |
|----------------------------------|---------------|
| Sports Betting Turnover / Handle | \$16.0m       |
| Sports Betting Gross Win Margin  | 4.2%          |
| Sports Betting Gross Win         | \$0.7m        |
| Sports Betting Net Win Margin    | (3.0%)        |
| Sports Betting Net Win           | (\$0.5m)      |
| iGaming Net Win                  | \$0.7m        |
| <b>Total Net Win</b>             | <b>\$0.2m</b> |





# SUMMARY OF QUARTERLY CASH FLOWS

| All amounts in A\$m <sup>1</sup>  | Q4 FY22       |
|---|---------------|
| Receipts from customers   | 87.4          |
| Cost of sales   | (46.1)        |
| Sales and marketing   | (53.0)        |
| Staff costs   | (22.7)        |
| Administration, corporate costs and GST paid on Net Win                     | (20.5)        |
| Change in player cash accounts  | (6.0)         |
| Other operating cash flows  | 0.1           |
| <b>Net cash (used in) operating activities</b>                              | <b>(60.8)</b> |
| Property, plant & equipment   | (1.0)         |
| Capitalised development costs   | (10.4)        |
| Other non-current assets  | 0.0           |
| Payments to acquire businesses (net of cash acquired)                       | (0.1)         |
| US business development   | (0.2)         |
| <b>Net cash (used in) investing activities</b>                              | <b>(11.7)</b> |
| Proceeds from issues of shares  | 94.2          |
| Proceeds from exercise of share options                                     | 0.1           |
| Transaction costs related to issues of shares, convertible notes or options | (0.1)         |
| Other financing cash flow   | (1.3)         |
| <b>Net cash received from financing activities</b>                          | <b>92.9</b>   |
| <b>Cash and cash equivalents at beginning of the period</b>                 | <b>475.2</b>  |
| <b>Net cash flow</b>  | <b>20.4</b>   |
| <b>Effect of movement in exchange rates on cash held</b>                    | <b>24.0</b>   |
| <b>Cash and cash equivalents at end of the period<sup>2</sup></b>           | <b>519.6</b>  |

1. End of period AUD/USD FX rate 0.6998, AUD/CAD FX rate 0.8895, AUD/EUR FX rate 0.6604

2. Cash and cash equivalents at end of the period includes \$46.9million in player cash accounts.

3. Sales and Marketing payments includes all direct and indirect marketing costs, including production, agency/placement fees and working media incurred during the period, including net working capital relating to the settlement of payables/accruals from prior periods and unpaid marketing expenses at the end of the period.

4. Marketing expense includes all direct and indirect marketing costs, including production, agency/placement fees and working media, expensed as incurred during the period including amounts unpaid at the end of the period.

## A\$472.7m

### TOTAL CORPORATE CASH AND CASH EQUIVALENTS AT END OF THE QUARTER

#### RECEIPTS FROM CUSTOMERS

Includes Net Win from Sportsbook and iGaming verticals, as well as cash receipts from B2B and the US ADW (racing) businesses.

#### SHARE ISSUANCE

A\$94.2m strategic investment and partnership with SIG Sports Investment Corp, a member of the Susquehanna International Group of Companies.

#### COST OF SALES CASH PAYMENTS

Decreased QoQ as a result of movement in prepayments/accruals from prior quarter.

#### MARKETING CASH PAYMENTS<sup>3</sup>

In-line with Q3 FY22. Marketing Expense<sup>4</sup> for the quarter was A\$9.6m in Australia, US\$27.4m in the US and CAD\$7.0m in Canada.

#### STAFF COSTS CASH PAYMENTS

Represents non-capitalised staff costs. FTE's at end of quarter remained consistent with the previous quarter. Additional support staff are contracted via third party service companies.

#### INVESTMENT IN CAPITALISED SOFTWARE DEVELOPMENT

Representing the capitalised salary and wages of Product and Technology staff, and external contractors to develop the Company's SportsBook and iGaming global technology and product platform.

ersonal use only

**POINTS**BET

**Q&A**

ersonal use only

**POINTS**BET

# Appendix 1



# Q4 FY22 US STATE METRICS

## POINTSBET US: STATE-BY-STATE Q4 FY22 PERFORMANCE (A\$M)\*

| Key metrics    |                   | New York   | New Jersey | Illinois   | Michigan   | Indiana    | Colorado   | Pennsylvania | Iowa       | West Virginia | Virginia   | Total       |
|----------------|-------------------|------------|------------|------------|------------|------------|------------|--------------|------------|---------------|------------|-------------|
| SPORTS BETTING | Turnover / Handle | 145.6      | 75.8       | 261.7      | 34.2       | 24.4       | 50.7       | 41.9         | 14.3       | 1.6           | 37.7       | 687.9       |
|                | Gross Win Margin  | 5.6%       | 6.0%       | 5.9%       | 8.5%       | 6.0%       | 4.2%       | 6.7%         | 8.1%       | 13.5%         | 8.6%       | 6.1%        |
|                | Gross Win         | 8.1        | 4.5        | 15.3       | 2.9        | 1.5        | 2.1        | 2.8          | 1.2        | 0.2           | 3.3        | 41.9        |
|                | Net Win Margin    | 4.3%       | 2.9%       | 3.3%       | 4.5%       | 2.5%       | 1.7%       | 1.9%         | 5.0%       | 9.4%          | 6.0%       | 3.5%        |
|                | Net Win           | 6.2        | 2.2        | 8.5        | 1.5        | 0.6        | 0.8        | 0.8          | 0.7        | 0.1           | 2.3        | 23.8        |
| iGAMING        | Net Win           | -          | 2.6        | -          | 1.9        | -          | -          | 2.1          | -          | 0.1           | -          | 6.7         |
| <b>TOTAL</b>   | <b>Net Win</b>    | <b>6.2</b> | <b>4.7</b> | <b>8.5</b> | <b>3.5</b> | <b>0.6</b> | <b>0.8</b> | <b>2.9</b>   | <b>0.7</b> | <b>0.3</b>    | <b>2.3</b> | <b>30.4</b> |

\* Average AUD / USD FX rate 0.7154 for Q4 FY22

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**POINTS**BET

# Appendix 2

## RELATED PARTY TRANSACTIONS AS PER ASX LISTING RULE 4.7C.3 – \$1.1M

- Payments of \$1.0m for Salaries and Wages (inclusive of Superannuation and applicable taxes withheld) of Key Management Personnel and of Executive Directors and Non-Executive Directors Fees.
- Payments of \$0.1m to Arete Security Inc. d/va DruvStar the company's managed security provider. Non-Executive Director<sup>1</sup> Manjit Gombra Singh is the founder, owner and director of DruvStar. Manjit receives no compensation from DruvStar, has no operational day-to-day control of the business and transacts on an arms-length basis with the company.

1. Effective 1 June 2022, Manjit Gombra Singh transitioned from his role as Executive Director and President, Product & Technology, to Non-Executive Director.

## Appendix 4C

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

**Name of entity**

PointsBet Holdings Limited

**ABN**

68 621 179 351

**Quarter ended ("current quarter")**

30 June 2022

| <b>Consolidated statement of cash flows</b>  | <b>Current quarter<br/>\$A'000</b> | <b>Year to date (12<br/>months)<br/>\$A'000</b> |
|--|------------------------------------|---|
| <b>1. Cash flows from operating activities</b>   |                                    |   |
| 1.1 Receipts from customers  | 87,387                             | 328,152   |
| 1.2 Payments for   |                                    |   |
| (a) research and development   | -                                  | -   |
| (b) product manufacturing and operating costs (Cost of Sales)  | (46,074)                           | (175,215)                                       |
| (c) advertising and marketing  | (53,088)                           | (218,884)                                       |
| (d) leased assets  | -                                  | -   |
| (e) staff costs  | (22,755)                           | (84,395)  |
| (f) administration and corporate costs and GST <sup>1</sup>  | (20,495)                           | (62,748)  |
| 1.3 Dividends received (see note 3)  | -                                  | -   |
| 1.4 Interest received  | 300                                | 907   |
| 1.5 Interest and other costs of finance paid <sup>2</sup>  | (138)                              | (859)   |
| 1.6 Income taxes paid  | -                                  | -   |
| 1.7 Government grants and tax incentives   | 119                                | 217   |
| 1.8 Other (provide details if material) Net increase/(decrease) in Player Cash Accounts <sup>3</sup> | (6,022)                            | 15,296  |
| <b>1.9 Net cash from / (used in) operating activities</b>  | <b>(60,766)</b>                    | <b>(197,529)</b>                                |

1. Includes GST paid to the ATO, including GST collected and paid on Receipts from Customers relating to Australian Net Win.

2. Includes interest costs on lease liability upon adoption of AASB 16 "Leases" accounting standard from 1 July 2019.

3. Represents Net Movement in Player Cash Accounts.

| Consolidated statement of cash flows |  | Current quarter<br>\$A'000 | Year to date (12 months)<br>\$A'000 |
|--------------------------------------|--|----------------------------|-------------------------------------|
| <b>2.</b>                            | <b>Cash flows from investing activities</b>  |                            |                                     |
| 2.1                                  | Payments to acquire or for:  |                            |                                     |
|                                      | (a) entities   | -                          | -                                   |
|                                      | (b) businesses (net of cash acquired) <sup>4</sup>   | (69)                       | (254)                               |
|                                      | (c) property, plant and equipment  | (1,001)                    | (3,718)                             |
|                                      | (d) investments  | -                          | -                                   |
|                                      | (e) intellectual property <sup>5</sup>   | (10,432)                   | (31,861)                            |
|                                      | (f) other non-current assets <sup>6</sup>  | 54                         | (4,364)                             |
| 2.2                                  | Proceeds from disposal of:   |                            |                                     |
|                                      | (g) entities   | -                          | -                                   |
|                                      | (h) businesses   | -                          | -                                   |
|                                      | (i) property, plant and equipment  | -                          | -                                   |
|                                      | (j) investments  | -                          | -                                   |
|                                      | (k) intellectual property  | -                          | -                                   |
|                                      | (l) 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) Global Business Development (Market Access, licensing costs) | (228)                      | (52,994)                            |
| <b>2.6</b>                           | <b>Net cash from / (used in) investing activities</b>  | <b>(11,676)</b>            | <b>(93,191)</b>                     |

<sup>4</sup>. Represents deferred acquisition costs paid for the acquisition of Premier Turf Club LLC acquired on 1 June 2021

<sup>5</sup>. Includes Capitalised Development Costs

<sup>6</sup>. Relates primarily to deposit made to an escrow facility in relation to marketing commitments.

|           |   |        |          |
|-----------|---|--------|----------|
| <b>3.</b> | <b>Cash flows from financing activities</b>   |        |          |
| 3.1       | Proceeds from issues of equity securities (excluding convertible debt securities)       | 94,198 | 494,284  |
| 3.2       | Proceeds from issue of convertible debt securities                                      | -      | -        |
| 3.3       | Proceeds from exercise of options   | 15     | 35,437   |
| 3.4       | Transaction costs related to issues of equity securities or convertible debt securities | (75)   | (10,623) |
| 3.5       | Proceeds from borrowings  | -      | -        |
| 3.6       | Repayment of borrowings   | -      | -        |
| 3.7       | Transaction costs related to loans and borrowings                                       | -      | -        |

| Consolidated statement of cash flows |  | Current quarter<br>\$A'000 | Year to date (12 months)<br>\$A'000 |
|--------------------------------------|--|----------------------------|-------------------------------------|
| 3.8                                  | Dividends paid   | -                          | -                                   |
| 3.9                                  | Other (provide details if material) Principal repayment of Lease Liability | (1,231)                    | (3,821)                             |
| <b>3.10</b>                          | <b>Net cash from / (used in) financing activities</b>                      | <b>92,907</b>              | <b>515,277</b>                      |

|            |  |                            |                            |
|------------|--|----------------------------|----------------------------|
| <b>4.</b>  | <b>Net increase / (decrease) in cash and cash equivalents for the period</b> |                            |                            |
| 4.1        | Cash and cash equivalents at beginning of period                             | 475,140                    | 276,158                    |
| 4.2        | Net cash from / (used in) operating activities (item 1.9 above)              | (60,766)                   | (197,529)                  |
| 4.3        | Net cash from / (used in) investing activities (item 2.6 above)              | (11,676)                   | (93,191)                   |
| 4.4        | Net cash from / (used in) financing activities (item 3.10 above)             | 92,907                     | 515,277                    |
| 4.5        | Effect of movement in exchange rates on cash held                            | 23,991                     | 18,881                     |
| <b>4.6</b> | <b>Cash and cash equivalents at end of period</b>                            | <b>519,596<sup>7</sup></b> | <b>519,596<sup>8</sup></b> |

<sup>7/8</sup>. Cash and cash equivalents at the end of the quarter includes Player Cash Accounts of **\$46.9M**.

|            |   |                            |                             |
|------------|---|----------------------------|-----------------------------|
| <b>5.</b>  | <b>Reconciliation of cash and cash equivalents</b><br>at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter<br>\$A'000 | Previous quarter<br>\$A'000 |
| 5.1        | Bank balances   | 215,255                    | 167,108                     |
| 5.2        | Call deposits   | -                          | -                           |
| 5.3        | Bank overdrafts   | -                          | -                           |
| 5.4        | Other (provide details) Term Deposits   | 304,341                    | 308,032                     |
| <b>5.5</b> | <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>  | <b>519,596</b>             | <b>475,140</b>              |

|   |   |                            |
|---|---|----------------------------|
| <b>6.</b>   | <b>Payments to related parties of the entity and their associates</b>                   | Current quarter<br>\$A'000 |
| 6.1   | Aggregate amount of payments to related parties and their associates included in item 1 | 1,075                      |
| 6.2   | Aggregate amount of payments to related parties and their associates included in item 2 | -                          |
| <i>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.</i> |   |                            |

|   |   |  |
|---|---|--|
| <b>7. Financing facilities</b><br><i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i><br><i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>   | <b>Total facility<br/>amount at quarter<br/>end<br/>\$A'000</b> | <b>Amount drawn at<br/>quarter end<br/>\$A'000</b> |
| 7.1 Loan facilities   | -   | -  |
| 7.2 Credit standby arrangements   | 35  | -  |
| 7.3 Other (please specify)  | -   | -  |
| 7.4 <b>Total financing facilities</b>   | <b>35</b>   | <b>-</b>   |
| 7.5 <b>Unused financing facilities available at quarter end</b>   |   | <b>35</b>  |
| 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. |   |  |
| Unsecured Commonwealth Bank Corporate Credit Card Facility. Interest rate:17.57%  |   |  |

|  |                      |
|--|----------------------|
| <b>8. Estimated cash available for future operating activities</b>   | <b>\$A'000</b>       |
| 8.1 Net cash from / (used in) operating activities (item 1.9)  | (60,766)             |
| 8.2 Cash and cash equivalents at quarter end (item 4.6)  | 519,596 <sup>9</sup> |
| 8.3 Unused finance facilities available at quarter end (item 7.5)  | 35                   |
| 8.4 Total available funding (item 8.2 + item 8.3)  | <b>519,631</b>       |
| 8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>  | <b>8.55</b>          |
| <i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>   |                      |
| <sup>9</sup> . Cash and cash equivalents at the end of the quarter includes Player Cash Accounts of <b>\$46.9M</b> . Excluding the Player Cash Accounts the balance is <b>\$472.7M</b> . The estimated quarters of funding available excluding the Player Cash Accounts is <b>8.63</b> . |                      |
| 8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:  |                      |
| 8.6.1 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  |                      |
| 8.6.2 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  |                      |

8.6.3 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

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

### 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: 29 July 2022

Board of Directors

Authorised by: \_\_\_\_\_  
(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.