



***bet-at-home***



**COMPANY PRESENTATION**

**BET-AT-HOME.COM AG**

**May 2022**

***LIFE IS A GAME!***

# BET-AT-HOME IS ...

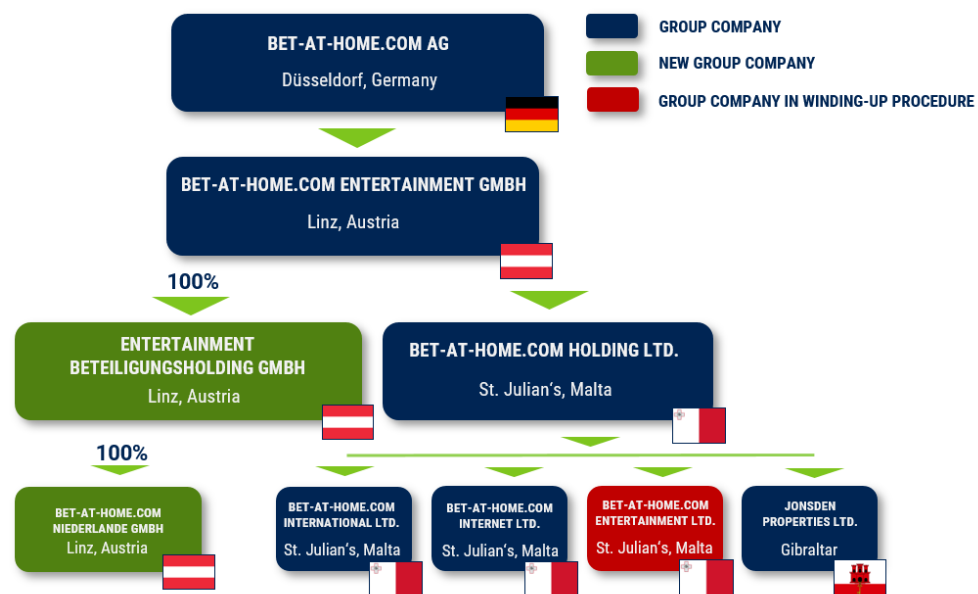


- ✓ a Europe-wide leading online gaming provider with offices in Austria, Germany, Malta and Gibraltar
- ✓ a listed company with 5.6 million registered customers
- ✓ an international online gaming and betting group with licenses in Germany, Malta, UK and Ireland
- ✓ an extensive brand with a high level of awareness in the European core markets
- ✓ a prominent partner in top sports, present throughout Europe

## Factsheet:

in EUR 1,000	FY 2021	Q1 2021
Betting and gaming volume	515,179	126,360
Gross betting and gaming revenue	59,347	14,012
Marketing expenditures	11,867	3,503
EBITDA	13,970	-1,411
Registered users in thousand	5,544	5,563

## Organigram as of 31 March 2022



# MANAGEMENT

## Management Board

### Marco Falchetto – CEO



After graduating in International Business Administration and Business Informatics, Marco Falchetto worked as Managing Director Sports Betting for a leading, stock listed online gaming group until December 2014. In recent years, Mr. Falchetto led strategic transformation for various online gaming companies as an independent expert. As of February 21, 2022, Mr. Falchetto was appointed sole member of the Management Board of bet-at-home.com AG Group.

## Supervisory Board

### Martin Arendts (chairman)



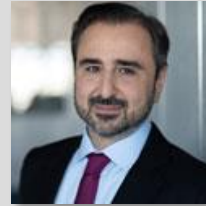
Attorney Martin Arendts, M.B.L.-HSG, is the founder and owner of ARENDTS ANWÄLTE law firm. He specializes in capital investments as well as gaming and betting laws.

### Véronique Giraudon (deputy chairwoman)



Véronique Giraudon is a senior finance and operations executive with proven leadership and track record of execution across start-ups and multinational companies. Since 2013, Véronique Giraudon has been Corporate Director and Group CFO of BetClic Everest Group covering the business areas of finance, operational performance, risk, fraud, compliance and legal.

### Francois Riahi (member)



Francois Riahi started his career in the French Public service in 2001, first in the Ministry of Finance where he held several positions during 6 years, then as an Advisor to Nicolas Sarkozy at the Presidency of the Republic. After 2009, François Riahi joined the Banking sector within the BPCE group, where he led the strategy department, the Asia Pacific Business, the Corporate and Investment Banking business, before becoming the CEO of Natixis, the listed subsidiary of the group. Since November 2020, Francois Riahi serves as CEO of Financiere LOV.

## Wide range of products in the gambling sector

Key figures in million EUR, Q1 2022

### ONLINE SPORTS BETTING

GGR\*: EUR 12.6 million (90.3%)

## Sports betting

More than 291,000 events in over 50 types of sports have been offered in the first quarter 2022

- Core product of the company since 2000
- Soccer with more than 60%, followed by tennis and others
- Significant odds are created internally
- including special offers like eSports

## Live betting

60,000 live events in the first quarter 2022

- Significant growth driver in the sports betting sector supported a mobile platform for smartphones and tablets
- Odds for significant live events are created ourselves
- Ongoing expansion and improvement of live betting offer

### ONLINE GAMING

GGR\*: EUR 1.4 million (9.7%)

## Casino

167 casino games  
Roulette  
Blackjack  
Slotmachines  
Jackpots

## Live-Casino

Proper casino atmosphere  
Live-broadcast of casino tables  
Interaction with croupiers

## Vegas

295 Games  
Attractive jackpots  
HTML 5 technology

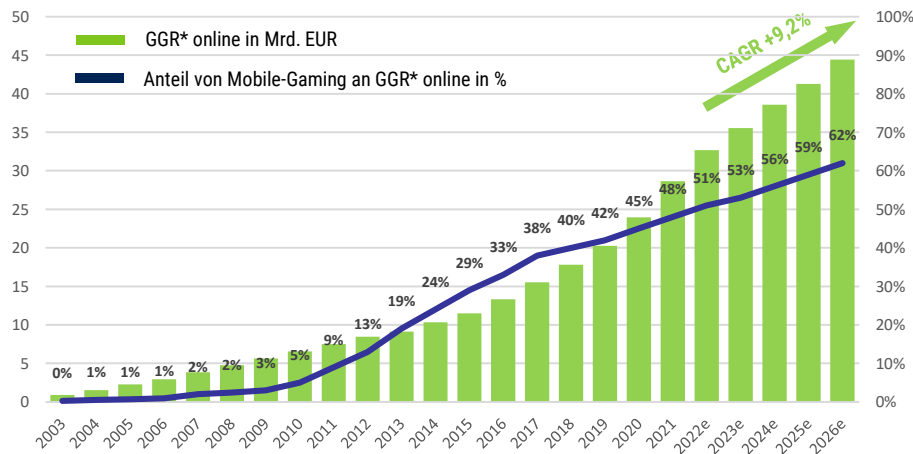
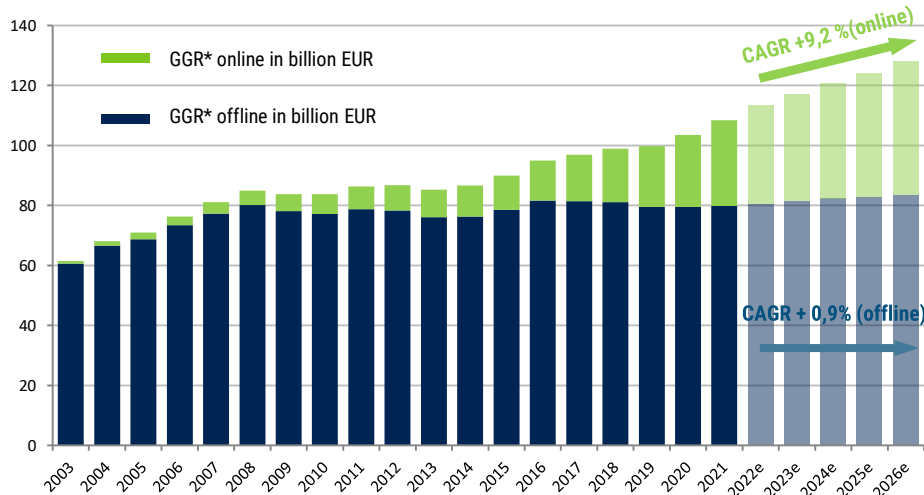
## Virtual

Virtual simulations  
High-quality 3D videos  
Realistic experience  
24/7 availability

\* "Gross Gaming Revenue" is the most important figure in the market for online sportsbetting and online gaming = betting and gaming volume – customers winnings



## Development of European gaming market



Source: H2 Gambling Capital 2022

## Growth driver in the gaming market

- Global market growth remains robust – especially online
- Ongoing growth in smartphone and tablet penetration
- Innovative channels of distribution like mobile gaming
- Demographic trends and affinity with online products
- Strong economies of scale
- Changes in the regulatory landscape for further liberalization
- Relatively independent on macro-economic development

## Mobile gaming as key growth driver

- ongoing optimization of products for tablets and smartphones
- consumer behavior requires independent gaming 24/7
- mobile launch in December 2013 – strong growth since then
- in Q1 2021 already 68% of gross gaming revenue were generated via mobile devices – strong upward trend

\* "gross gaming revenue" is the most important figure in the market for online sportsbetting and online gaming = betting and gaming volume – customers winnings

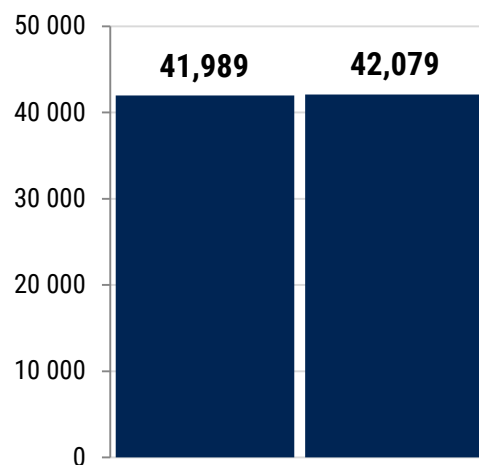
# CONSOLIDATED STATEMENT OF INCOME



Income Statement (in EUR 1,000)	01/01/- 31/03/2022
<b>Gross betting and gaming revenue</b>	<b>14,012</b>
Betting fees and gaming levies	-2,995
Value-added tax (VAT)	-44
<b>Net betting and gaming revenue</b>	<b>10,973</b>
Other income	678
Personnel expenses	-4,417
Advertising expenses	-3,503
Other operating expenses	-5,142
<b>EBITDA</b>	<b>-1,411</b>
Amortisation/Depreciation	-576
<b>EBIT</b>	<b>-1,988</b>
Financial result	-35
<b>EBT</b>	<b>-2,023</b>
Taxes on income and earnings	-702
<b>Consolidated profit for the period</b>	<b>-2,725</b>

- Personnel expenses decreased by EUR 0.6 million year-on-year to EUR 4.4 million in the first quarter of 2022 due to the headcount reduction announced in December.
- At EUR 3.5 million, marketing expenses in the first quarter of 2022 were lower than in the same period of the previous year. The marketing focus in the current financial year will be on the advertising measures surrounding the Football World Cup in Qatar in the fourth quarter of 2022. Other operating expenses in the first quarter of 2022 amount to EUR 5.1 million.
- EBITDA in the first quarter of 2022 was EUR -1.4 million.

## Development of cash & cash equivalents and group equity

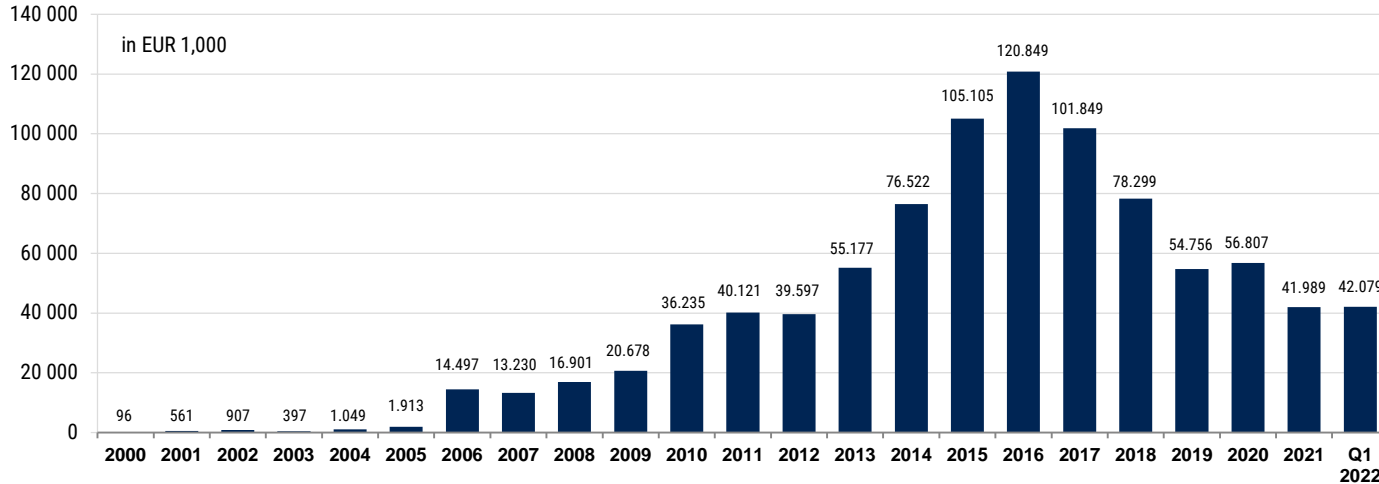


- Group equity as at 31/03/2022 totals EUR 14.3 million (31/12/2021: EUR 17.0 million).
- Cash and cash equivalents within the bet-at-home.com AG Group totaled EUR 42.1 million as of March 31, 2022 (December 31, 2021: EUR 42.0 million).

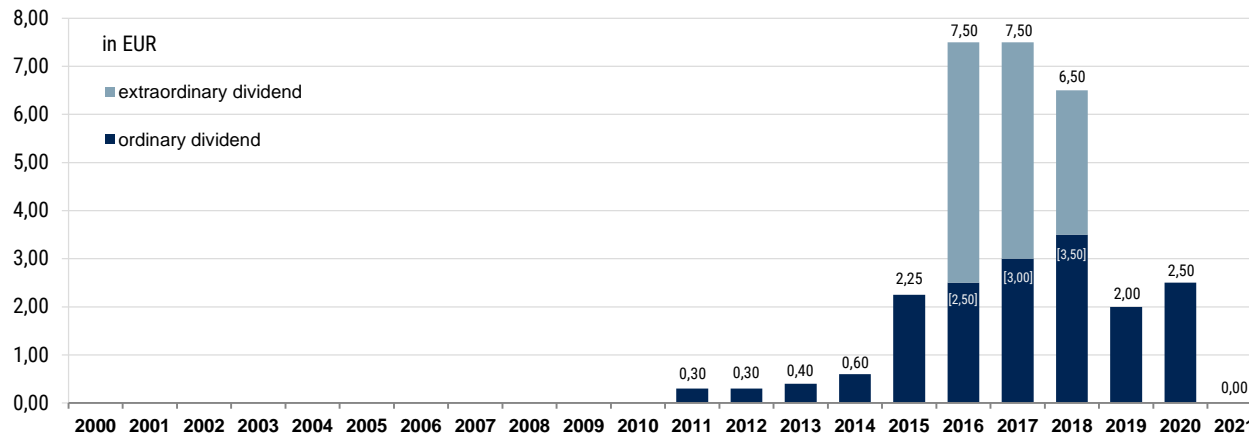
in EUR 1,000	31/12/2021	31/03/2022
<b>Cash and cash equivalents</b>	<b>41,989</b>	<b>42,079</b>

in EUR 1,000	31/12/2021	31/03/2022
Share capital	7,018	7,018
Capital reserves	7,366	7,366
Total comprehensive income	2,658	-67
<b>Group equity</b>	<b>17,042</b>	<b>14,317</b>

## Cash and cash equivalents



## Dividend



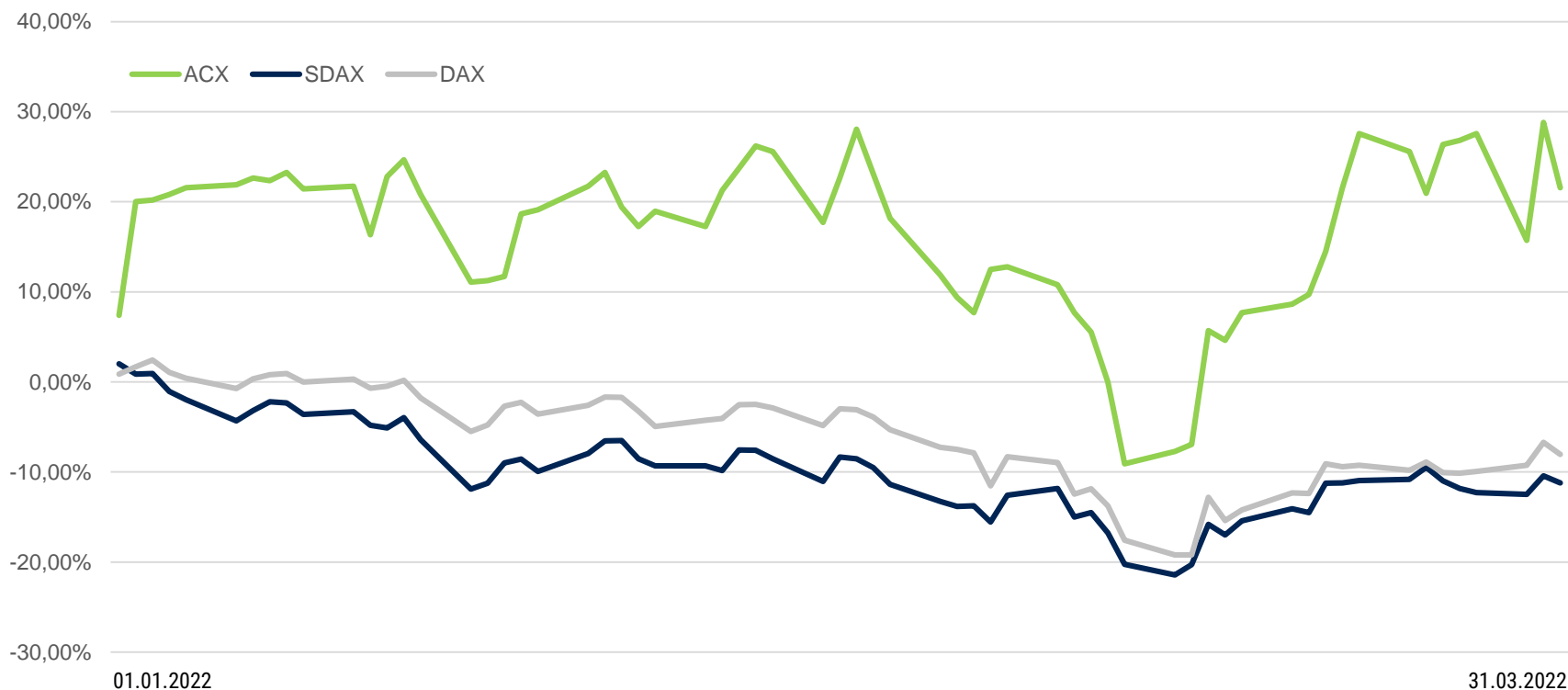
## Dividend per share

(Dividend yield in % is shown in brackets)

FY 2021	EUR 0.00 (0.00%)
FY 2020	EUR 2.50 (7.85%)
FY 2019	EUR 2.00 (3.78%)
FY 2018	EUR 6.50 (14.19%)
FY 2017	EUR 7.50 (7.21%)
FY 2016	EUR 7.50 (9.38%)
FY 2015	EUR 2.25 (4.66%)
FY 2014	EUR 0.60 (2.08%)
FY 2013	EUR 0.40 (2.36%)
FY 2012	EUR 0.30 (2.70%)
FY 2011	EUR 0.30 (2.44%)



## Performance compared to the DAX and SDAX



### CHARACTERISTICS

ISIN	DE000A0DNAY5
Stock exchange	Frankfurt
Market segment	Prime Standard
Number of shares	7,018,000

### FUNDAMENTALS 31/03/2022

Market capitalisation	EUR 109.8 million
Cash & cash equivalents	EUR 42.1 million
Enterprise Value*	EUR 67.7 million

\*) Enterprise Value = market capitalisation – cash & cash equivalents

### SHAREHOLDER STRUCTURE

Betclic Everest SAS	53.90%
Freefloat	45.10%
Management	1.00%

## Guidance Financial Year 2022

The Management Board continues to expect the bet-at-home.com AG Group to generate **gross betting and gaming revenue of between EUR 50 million and EUR 60 million** in the 2022 financial year. For the financial year 2022, the bet-at-home.com AG Group continues to expect **EBITDA to break even at between EUR -2 million and EUR 2 million**.

Any deconsolidation effects of the Maltese bet-at-home.com Entertainment Ltd. have not yet been considered.

## Investor Relations Hotline

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[www.bet-at-home.ag](http://www.bet-at-home.ag)

### FINANCIAL CALENDAR 2022

04/04/2022	Annual Report 2021
17/05/2022	Annual General Meeting 2022
23/05/2022	Quarterly Statement Q1 2022
22/08/2022	Interim Report January-June 2022
26/09/2022	Interim Financial Report 2022
21/11/2022	Quarterly Statement Q1-Q3 2022

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