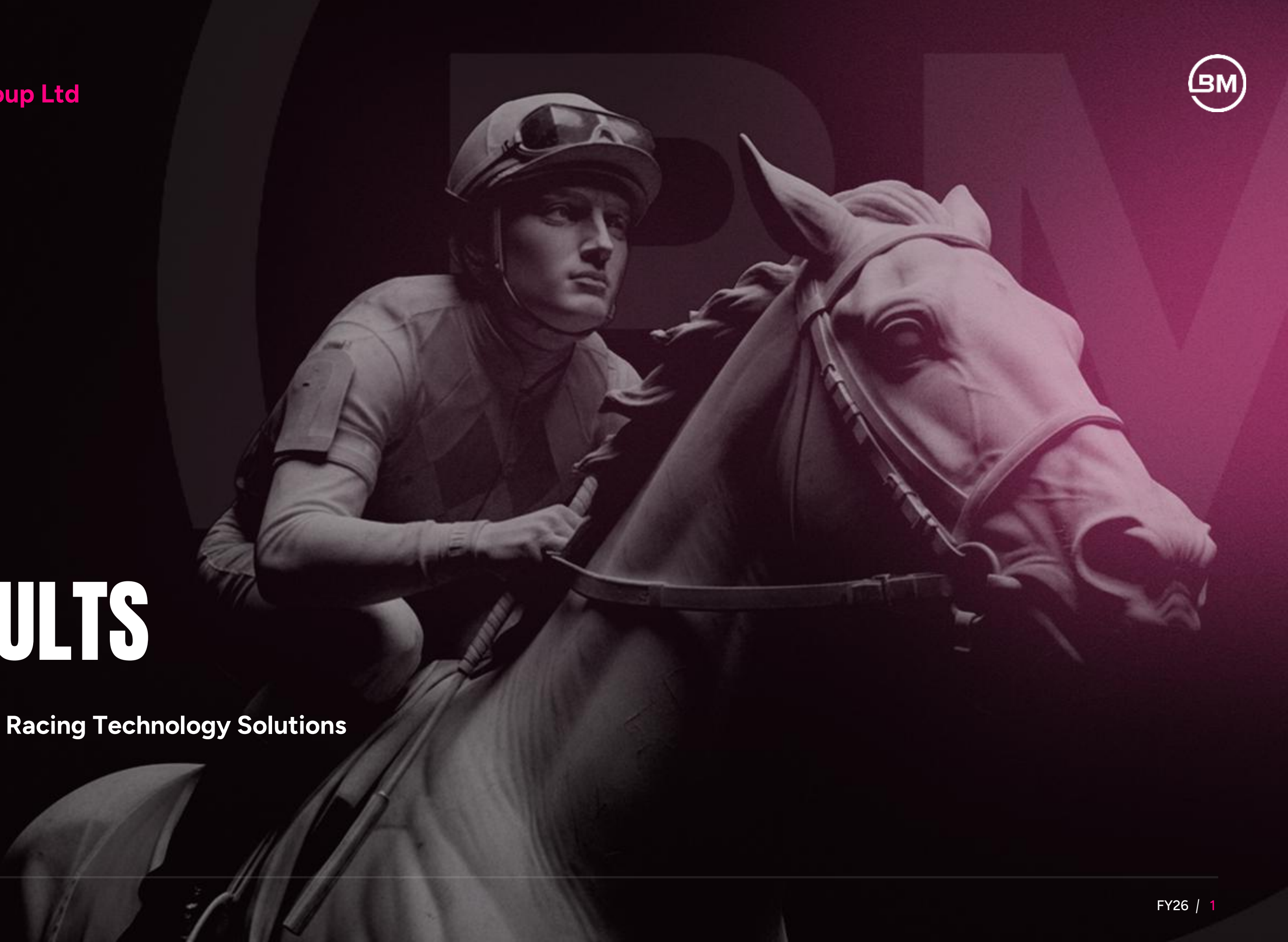
BetMakers Technology Group Ltd
ABN 21 164 521 395



FY26 RESULTS

A Global Market Leader for Racing Technology Solutions

AUGUST 2026
www.betmakers.com

DISCLAIMER

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This update contains “forward-looking statements”. These can often be identified by the use of certain words such as “may”, “should”, ”anticipate”, “believe”, “intend”, “estimate” and “expect”. However, any statements which are not based on historic or current facts may be 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. The forward-looking statements contained within the update 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 the 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; conduct of contracted counter parties; 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 the information contained in this update, including any forward-looking statement. The Company disclaims any responsibility to update or revise any information in this update, including 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 data 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.

FY26 RESULTS

DRIVING GROWTH AND EFFICIENCY THROUGH TECHNOLOGY

1. Positive Adjusted EBITDA of $14.1M, up 205% ($4.6M PCP)[1]
2. Revenue of $92.6M, 8.8% growth vs PCP (11.2% CC[2]).
3. Adjusted Gross Margin improved to 66.9% (64.1% PCP) and Adjusted EBITDA Margin improved to 15.2% (5.5% PCP).
4. Commercial momentum continues - new deployments expected in 1H FY27 and opportunities to continue to expand content network.
5. Established a solid foundation heading into FY27, focused on again delivering technology-led revenue growth and operating leverage.

1. Adjusted EBITDA is a non-IFRS/non-GAAP financial measure calculated as earnings before interest, tax, depreciation and amortisation (EBITDA), adjusted by adding back, to the extent included in EBITDA various items including, share-based payment expenses, restructuring and integration costs (including employee severance costs), transaction costs, inventory write-offs, asset impairments, and bad and doubtful-debt expenses. The non-IFRS financial information in this announcement has not been audited or reviewed in accordance with Australian Auditing Standards.
2. CC is a reference to comparison on a constant currency basis. Refer to the FY26 results ASX release for further information in relation to the FX rates used.

MISSION

OUR GOAL IS TO BECOME THE CENTRAL, INTERCONNECTED PLATFORM FOR HORSE RACING BETTING

MARKET-LEADING COST PER BET

BetMakers aims to achieve superior cost efficiency by streamlining operations and eliminating intermediaries, creating a more profitable, scalable and sustainable model for our wagering operator partners.

EFFICIENT MARGIN REALISATION

Our platform seeks to deliver seamless global trading, risk management and pool connectivity. Driving growth, great customer experience via market leading integrated content and necessary efficiency on promotion and generosity strategies.

COMPLETE. CONNECTED. THE WORLD'S RACING ECOSYSTEM

BetMakers operates a fully integrated racing ecosystem across Fixed Odds, Tote, and Data. This complete model delivers the full wagering value chain and positions BetMakers to operate in key global markets.

OUR TECHNOLOGY STACK DRIVES OUR COMPETITIVE ADVANTAGE

HYBRID / VARIABLE REVENUE MODEL
Success based revenue model not reliant on "per-seat" SaaS revenue.

A CORE SYSTEM OF RECORD WITH VERTICAL FOCUS
A resilient tech stack that handles the end to end life cycle of wagering on racing.

REGULATED & LICENSED
Licensed in key regulated markets globally. Directly integrated with racing governing bodies and rights holders.

ORCHESTRATION PLATFORM
A deep network of established relationships, integrations, and bespoke data and content specifically tailored for racing.

TECHNOLOGY DRIVEN EFFICIENCY
Track-record of improving operator margins through technology.

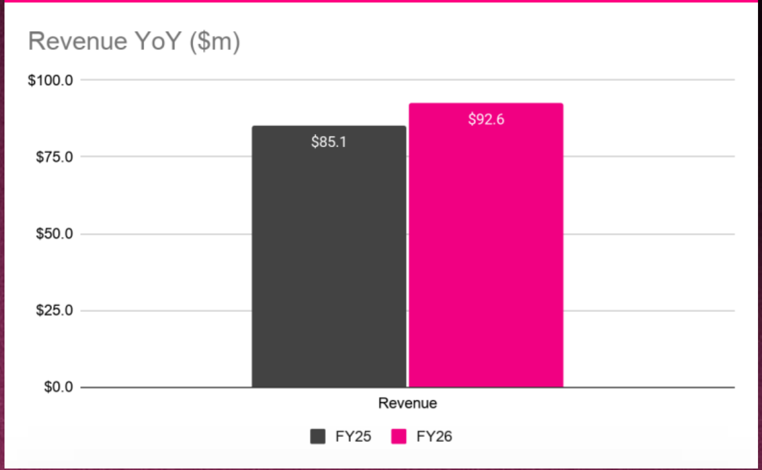
AI-POWERED INNOVATION
Years of innovation & racing specific know-how now being accelerated by AI tools and models with access to bespoke data and connections.

THE PLATFORM IS SCALABLE AND DESIGNED TO SUPPORT FUTURE GROWTH ACROSS THE INDUSTRY

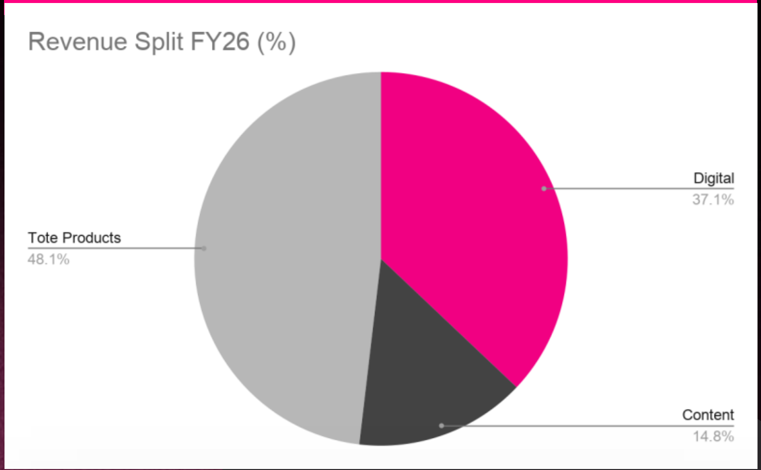
FY26

FINANCIAL RESULTS

TECHNOLOGY-LED REVENUE GROWTH OF 8.8% VS PCP (11.2% CC)

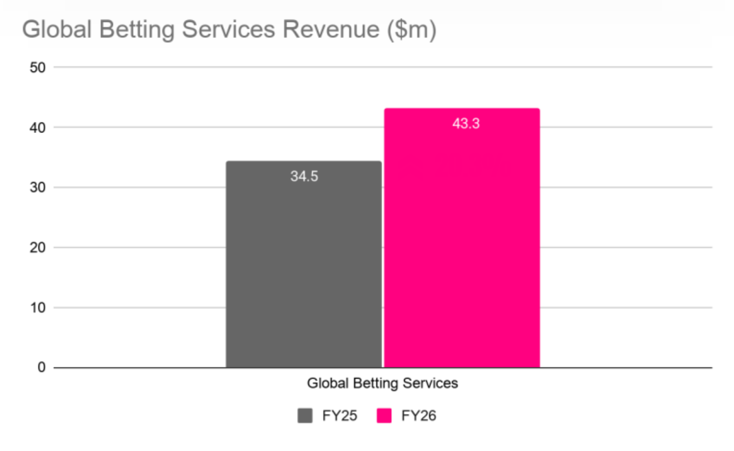


- Revenue was up 8.8% vs pcp, 11.2% on a constant currency basis.
- Additional new customers launched in 2H FY26 provide a foundation for growth in FY27.

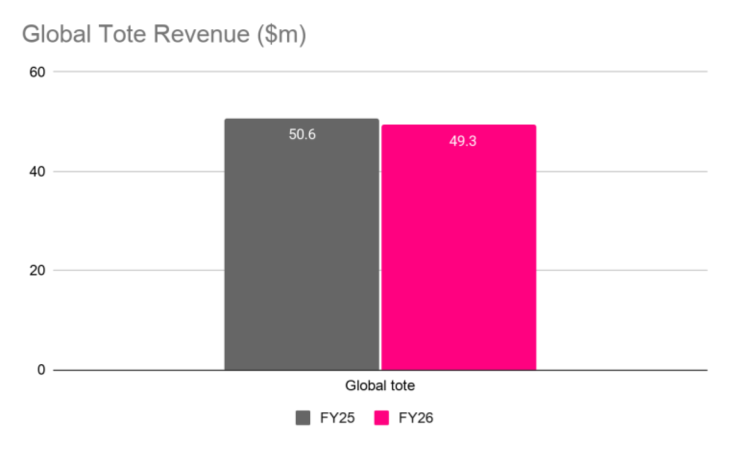


- Tote Products continue to provide strong recurring base of international revenues and exposure to major wagering markets.
- Digital contribution growing as products expand market share domestically and are deployed more broadly internationally.
- Opportunity for network effects from digital customer base to support growth in content revenues.

DIGITAL CUSTOMERS DRIVING GROWTH TRAJECTORY



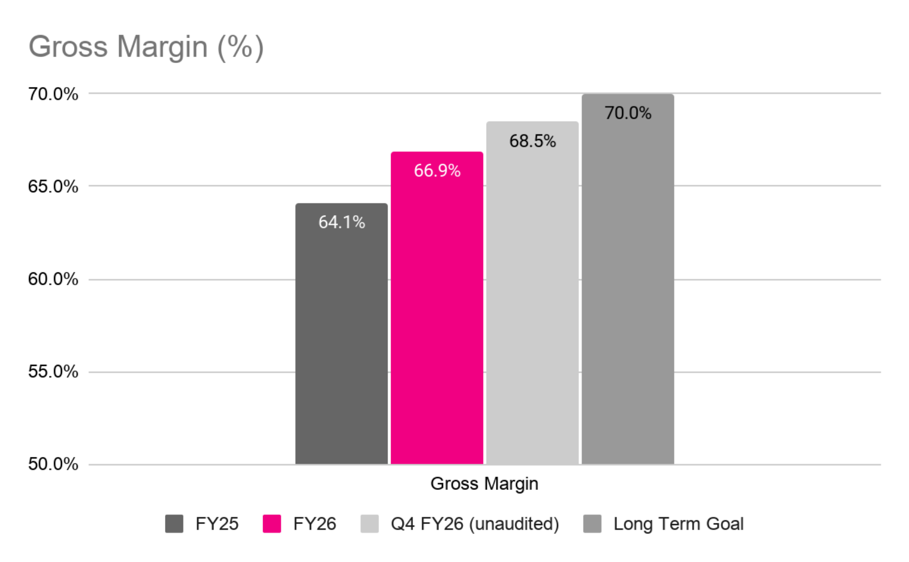
- Key driver of growth - expanding digital customer base:
  - Domestic customers key contributors to FY26.
  - Expanding set of international opportunities emerging.
- Content distribution also contributing to growth:
  - Opportunities to expand international product suite.



- Steady performance across core tote hosting and managed services supported by a near term pipeline. This was partially offset by some customer churn experienced during FY26.
- Some impact from FX - on a constant currency basis[1], Global Tote FY26 Revenue was up 1.1% vs pcp.

1. On a constant currency basis, Global Tote FY25 revenue was $48.8m.

GROSS MARGIN CONTINUES TO IMPROVE TOWARDS LONG TERM GOAL[1] OF 70.0%

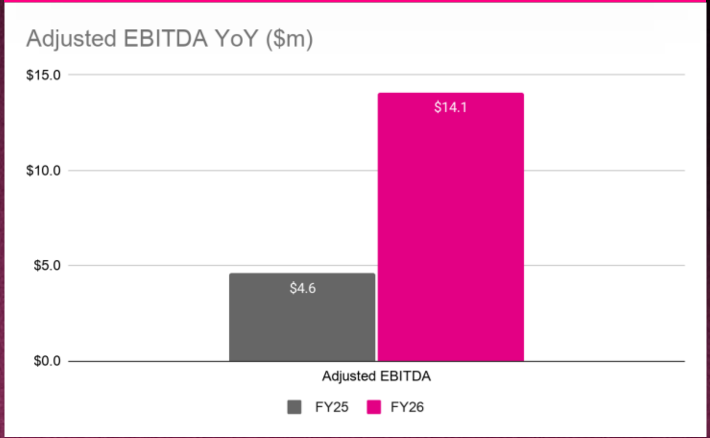


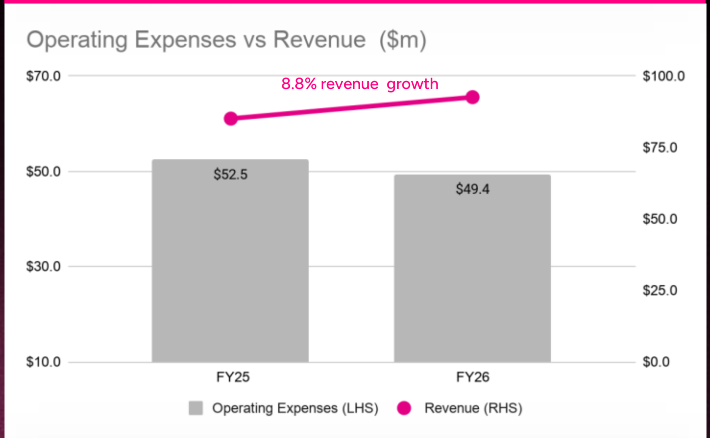
- Digital revenues continue to deliver strong incremental gross margin.
- Restructured Penn contract[2] improved gross margin profile in 2H FY26.
- FY26 includes an adjustment for a $1.3m inventory write off. Unadjusted Gross Margin was 65.5%.
- Q4 FY26 Gross Margin was 68.5%, demonstrating trajectory towards long term goal of 70%.

1. For further information regarding the Company's long-term goals, refer to ASX Announcement dated 28 August 2025.
2. Refer to ASX Announcement dated 3 December 2025.

FINANCIAL RESULTS

ADJUSTED EBITDA OF $14.1M, IMPROVED BY 205% vs PCP





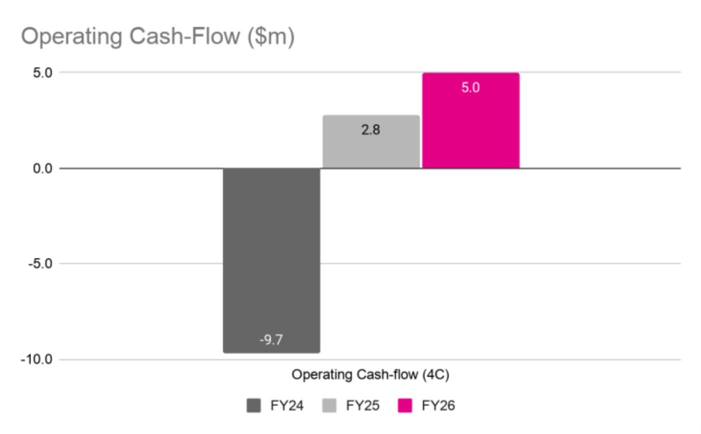
- Adjusted EBITDA of $14.1m for FY26, improved by 205% vs pcp.
- Adjusted EBITDA margin up from 5.5% pcp to 15.2% in FY26, driven by the combination of revenue growth (8.8% YoY), gross margin improvement (2.8 pts YoY on an adjusted basis[1]), and a material reduction ($3.1m) in operating expenses vs pcp.

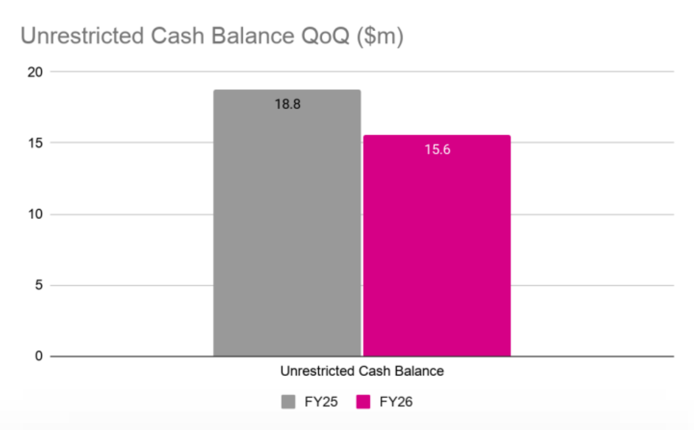
- Operating expenses were down ($49.4m vs $52.5m) despite 8.8% growth in revenue vs pcp. Capitalised staff costs were $6.7m in FY25 vs $7.3m in FY26.
- Operating expenses for FY26 include LVDC operating costs since February 2026 (not in the prior period).

1. See slide 9

FINANCIAL RESULTS

CONTINUED IMPROVEMENT IN OPERATING CASH-FLOW GENERATION



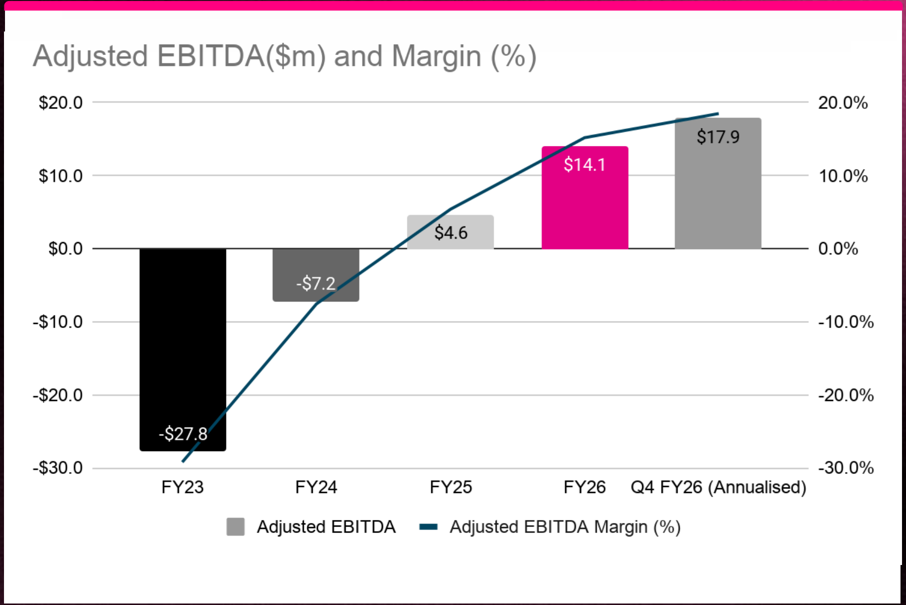


- Strong operating cash-flow of $5.0m[1], +$2.2m on the prior period and +$14.7m vs FY24.
- The Company continues to work towards consistent free-cash flow generation as the business scales.

- Unrestricted cash balance decreased by $2.2m vs FY25, but this included c$1.2m of costs associated with the acquisition of LVDC.

1. Based on operating cash-flow as described in the Company's four Appendix 4C Quarterly Reports released with respect to the 12 months to 30 June 2026. The 4C operating cash-flow includes lease payments but excludes movements in customer funds held.

OUR FOCUSED GROWTH STRATEGY AND OPERATING DISCIPLINE CONTINUES TO DELIVER



- Adjusted EBITDA has improved by $46m since FY23[1] and continues to have an upward trajectory.
- FY26 delivered Adjusted EBITDA Margin of 15.2% (Q4 FY26 higher at 18.2%).
- Well positioned for FY27 as the Company continues to execute on its technology-led growth strategy.

1. Based on comparison of FY23 to annual run-rate at Q4 FY26. The annual run-rate is calculated as Q4 FY26 multiplied by four and does not take into account seasonality, changes in FX or other factors that could impact the business on a yearly basis. The figures for FY23, FY24, FY25 and FY26 are based on the financial results disclosed in the Company's financial statements for those periods. Accordingly, the FX rates used for FY23-FY25 are different to the rates used for FY26 and the annualised Adjusted EBITDA figure for Q4 FY26.

FINANCIAL UPDATE

PROFIT & LOSS

FY26 vs FY25 ($m)	FY26	FY25	Var ($)	Var (%)
Revenue	92.6	85.1	7.5	8.8%
Gross Profit	**60.7**	**54.5**	**6.2**	**11.4%**
Gross Margin %	***65.5%***	***64.1%***	***1.4%***	—
Operating Expense	(49.4)	(52.5)	3.1	6.0%
Adjusted EBITDA	**14.1**	**4.6**	**9.5**	**205.1%**
Total Adjustments	(5.0)	(2.8)	—	—
EBITDA	**9.1**	**1.8**	**7.3**	**405.6%**
D&A	(15.5)	(15.4)	(0.1)	(0.6%)
Finance Costs/Interest	(0.3)	(0.5)	0.2	40.3%
Income Tax benefit/(expense)	1.5	(11.2)	12.7	113.4%
NLAT	**(5.2)**	**(25.3)**	**20.3**	**79.9%**

- → FY26 Statutory revenue includes a $0.9m non-recurring catch up relating to the finalisation of an FY25 performance obligation.
- → FY26 revenue was up 11.2% vs PCP on a constant currency basis.
- → FY26 COGS includes an inventory write off of $1.3m. After adjusting for this, Gross Margin was 66.9%.
- → FY26 Operating Expense is after $7.3m of capitalised staff costs relating to the development of new products and features, (up from $6.7m in FY25).
- → FY26 Amortisation includes $3.2m related to the acquisition of Sportech, which has now been fully amortised at 30 June 2026.

FY26

GROWTH STRATEGY

GLOBAL FOOTPRINT

OUR NETWORK EXTENDS ALL OVER THE WORLD, POWERING MARKET LEADERS IN BOTH TOTE AND FIXED ODDS.

WAGERING OPERATORS

RACETRACKS

TECHNOLOGY & MEDIA PARTNERS

RIGHTS HOLDERS & REGULATORS

BetMakers continues to broaden its customer reach and new market penetration.

OUR CLIENTS ARE THE GLOBAL LEADERS IN WAGERING AND OUR NETWORK IS EXPANDING.

A full suite of Tote and Fixed Odds products to enhance the wagering experience on racing globally.

FORM AND DATA FOR FIXED ODDS WAGERING

- Fixed Odds Pricing & Managed Trading Services
- Data, Form & Content
- Racing Vision
- Reporting & Analysis
- Rights Partnerships
- Official Price & Integrity

CUSTOMERS

PRODUCTS FOR FIXED ODDS AND TOTE

- Betting Platforms
- Embedded Racebook
- Race Day Control
- Betting Terminal Software

TOTE ENGINE, HOSTING, POOLING AND INTERFACING

- Quantum™ Tote Engine
- Tote Hosting
- International Tote Pooling
- Interface Management
- Venue Services

CUSTOMERS

Emerging opportunities to leverage our international tote network across our expanding digital customer base

BetMakers continues to embed AI-led ways of working into its core operations, driving efficiencies and productivity

AI-Driven Workflows

Transforming the core of the business by embedding AI as a foundational capability.

01 **Internal Tooling:** AI-assisted development, automated testing, and automated localisation & translation.

02 Wagering Intelligence: Predictive pricing models, real-time market movement, and automated decisioning.

03 Content & Experiences: AI-enriched form and data, natural language search across the content network, and automated vision production.

04 Autonomous Operations: Agentic AI for operational support, self-healing incident triage, and AI-assisted trading and risk management.

05 **Leveraging Partnerships** - Driving AI adoption via partnerships with key vendors and select use of tools to support operational workflows.

FY26 RESULTS

OUTLOOK

During FY27 our strategic priorities are:

01 Further growth in digital revenues both domestically and internationally. Expansion of distribution capabilities and growth in content revenues and partnerships.

02 Ongoing cost base optimisation from technology efficiencies, driving further operating leverage.

03 Delivering Adjusted EBITDA growth and expansion of Adjusted EBITDA margin.

The business has established a solid foundation heading into FY27 and will again focus on delivering operational discipline and technology innovation and execution

Note: The forward-looking statements on this slide and in this presentation are based on the Company's internal projections, current business plan and the environment in which the Company operates as at the date of this presentation. They include assumptions regarding the impact of the Company's technology roadmap, recent restructuring measures as well as the impact of recent and future contract wins and customer launches. Further information regarding forward looking statements is contained on Slide 2.

Appendix

STATUTORY TO ADJUSTED EBITDA RECONCILIATION

Item	Amount ($M)	Description
Statutory EBITDA	**$9.1**	**Audited result including all recognised items.**
Less: Revenue adjustment	*($0.9)*	*Non-recurring timing adjustment relating to FY25 performance obligations.*
Add: Impairment of receivables	*$0.9*	*Non-cash charge recognising expected credit losses on trade or other receivables.*
Add: Inventory Write off	*$1.3*	*Write-down of obsolete, damaged, or slow-moving inventory. Added back as a non-recurring, non-cash adjustment not reflective of ongoing trading.*
Add: Deal costs	*$0.8*	*FY26 costs related to the acquisition of LVDC and Scheme of arrangement with Tabcorp.*
Add: Restructuring Costs	*$0.9*	*One-off restructuring costs related to entity shut downs and employee related restructuring.*
Add: Share based payments expense	*$1.3*	*Accounting expense for equity-settled or cash-settled employee incentive plans. Added back as a non-cash remuneration item.*
Add: Other Adjustments	*$0.7*	*Prior period reclassification and rounding.*
Adjusted EBITDA	**$14.1**	**Adjusted EBITDA**

Note: Statutory EBITDA for FY26 is after capitalised staff costs of $7.3m.