



Q1 FY27

Quarterly Activities Report
& Appendix 4C

28 OCTOBER 2026

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Authorisation

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STRONG MOMENTUM BUILDING INTO SPRING

				
FAST START TO FY27	PRODUCT-LED ENGAGEMENT	MARGIN VARIABILITY	RECORD SPRING MOMENTUM	GUIDANCE REAFFIRMED
Material turnover share gains ¹ with 19.1% turnover growth vs PCP and increased desirable customer activity	Revolutionary in-play SGM and racing product shows strong early engagement and positive customer economics.	Customer-friendly results in Q1 lowered Gross Win margin by ~1.8pp, accelerating cash outflow in the traditional investing quarter.	Sustained double-digit Net Win and Turnover growth FYTD provide strong opportunity during peak wagering period.	FY27 guidance reaffirmed of \$13-19m normalised EBITDA ² and operating cash flow positivity ³ in FY27.

1. Management estimates based upon data from racing and sporting bodies

2. Normalised EBITDA excludes one-off costs and share based payments. Assumes historical Net Win margins (above 10%) and no material regulatory, taxation or cost of sales changes.

3. Operating cash flow phasing is expected to broadly mirror normalised EBITDA, weighted to H2

BUSINESS UPDATE

FAST START TO FY27

MOMENTUM

- Strong turnover growth carried in from Q4, and first-time depositors up 32% vs PCP

+19%

Overall Turnover
Q1 FY27 vs PCP

QUALITY

- Customers betting more often and on higher-contribution bet types

+7%

**Same Game
Multi Penetration**
Q1 FY27 vs PCP

OPPORTUNITY

- October to date: strong turnover growth, outsized conversion to Net Win and continued promotional efficiency

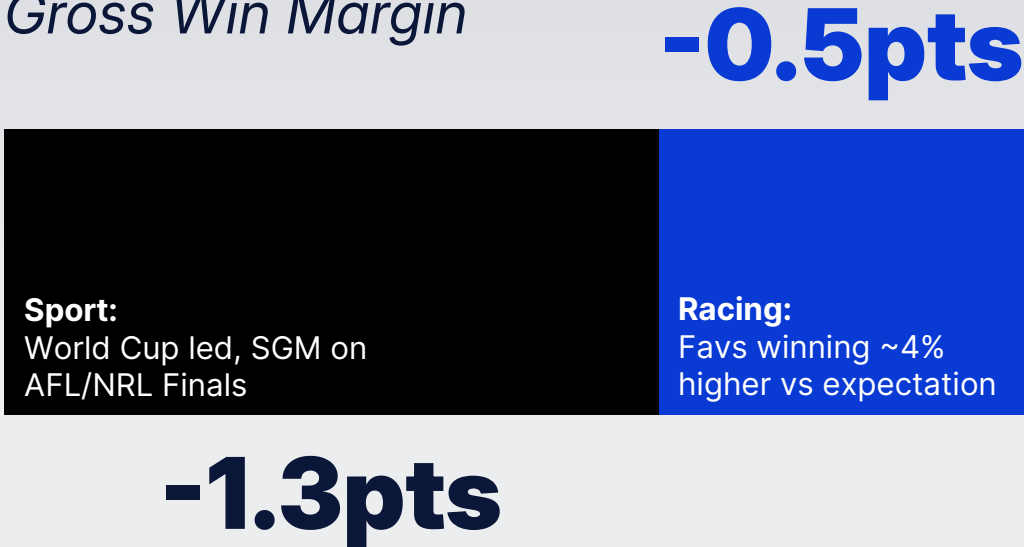
+25%

**Same Race
Multi Penetration**
Q1 FY27 vs PCP

CUSTOMER-FAVOURABLE Q1 RESULTS

CUSTOMER-FRIENDLY RESULTS IN Q1

Results impact¹ on
Gross Win Margin

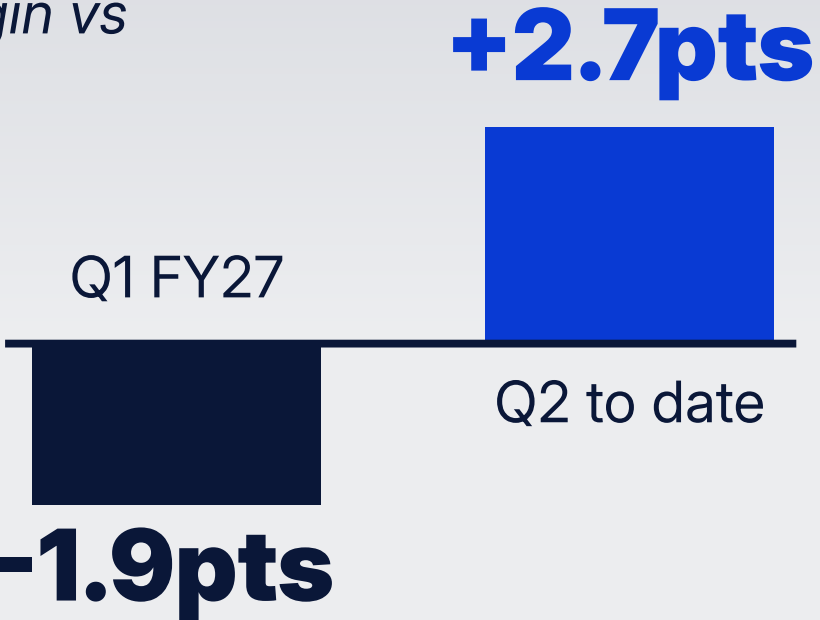


- **Customer-friendly results:** margin softness on marquee sport and racing results decreased Gross Win margin by ~1.8pp in Q1
- **COGS tied to turnover:** drove accelerated cash outflow, already partially offset by improved margin in Q2
- **Continued promo efficiency:** with Q1 generosity costs of 3.5% of turnover (-0.3pp vs PCP)

CASH IMPACT **-\$4.2M** in Q1¹

MARGIN RECOVERED, MOMENTUM MAINTAINED

Gross Win
Margin vs
PCP



- **Strong gross win margin:** early results (which include NRL Grand Final and Everest) materially improved vs Q1 and PCP
- **Well positioned for peak season:** Wildcards live across racing and sport heading into the Spring Racing Carnival, US and summer sport

CASH IMPACT **+\$2.3M** in Q2 trading to date^{1,2}



1. Management estimate
2. Unaudited trading results for the period to and including Monday 26 October 2026.

WILDCARDS STRENGTHENS OUR PRODUCT ADVANTAGE



AFL GRAND FINAL

IT'S A GAME CHANGER

TAKE CHARGE OF YOUR BET

LIVE

2  WILDCARDS AVAILABLE

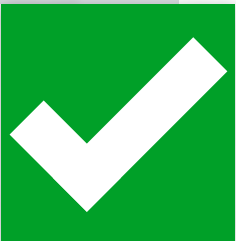
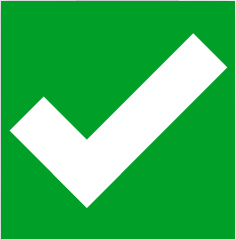


MIN. 4+ LEG SGM INCLUDING 1 WILDCARD-ELIGIBLE LEG. APPLY WILDCARD IN BET SLIP. MIN. LEG ODDS \$1.20. WILDCARDS EXPIRES AT START OF 4TH QUARTER. T&CS APPLY.



EARLY PERFORMANCE INDICATIONS¹

Case Study: AFL bets since Wildcard launch

75%	of all SGM actives take up Wildcards	
37%	reduction in promotional costs	
+\$6.5	average increase in SGM odds taken	
+2	increase in average SGM legs	

1. AFL SGM bets, Wildcards since launch vs. non-Wildcards promo SGMs during 2026 season.

REFORM READY



COMPLIANT

- ✓ Strong existing control environment
- ✓ Well prepared for changes commencing 1 January 2027



COMPETITIVE

- ✓ Minimal reliance on advertising channels facing new restrictions
- ✓ Targeted, experience-led model designed for future regulatory environment



COMMERCIAL

- ✓ Reforms not expected to materially impact betr's trading
- ✓ FY27 guidance unchanged since reforms announced

KEY TRADING METRICS - Q1 FY27

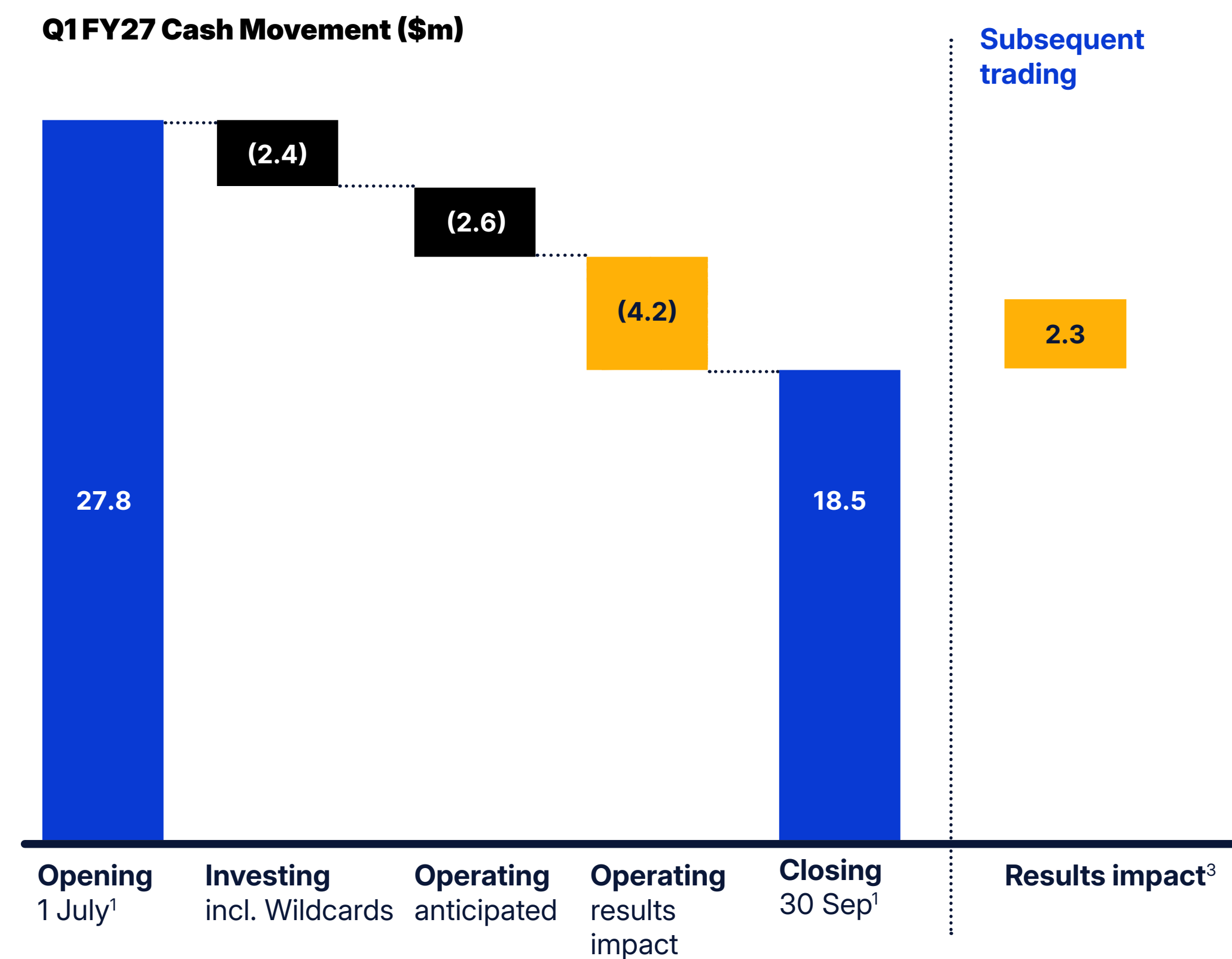
	Q1 FY27	Q1 FY26	Change	FY27 TD ²	PCP	Change
Turnover	\$432.3m	\$363.0m	19.1%	\$568.5m	\$490.3m	15.9%
Gross Win Margin %	12.4%	14.3%	-1.9pp	13.1%	13.9%	-0.8pp
Gross Win	\$53.5m	\$51.8m	3.2%	\$74.4m	\$68.0m	9.4%
Net Win Margin %	8.9%	10.5%	-1.6pp	9.5%	9.6%	-0.1pp
Net Win	\$38.4m	\$38.0m	1.0%	\$54.1m	\$47.1m	14.9%

- **150,729 Active Customers¹** with ongoing improvements to customer quality, SGM propensity and promotional efficiency
- **Growth in Net Win** overcoming customer-friendly wagering results in Q1 due to increased turnover and heightened efficiency vs PCP
- **Record momentum into spring** with sustained share gains, margin rebound and a broadened product offering ahead of peak wagering period

1. Customers that have placed a cash bet in the 12 months to 30 September 2026

2. Unaudited trading results for the period to and including Monday 26 October 2026. Changes vs PCP are calculated using unrounded figures.

CONFIDENCE IN FULL-YEAR CASH FLOW



TRADING WAS THE WHOLE VARIANCE IN Q1

- Customer-friendly results drove the Q1 cash shortfall vs internal forecast. Marketing, capex and cost base landed net on plan.
- More than half of the results impact has already reversed in October trading to date



H2 IS MEANINGFULLY GENERATIVE

- At forecast turnover and margin, operating and total cash expected to turn positive in Q3 and build throughout Q4
- Overall FY27 operating cash flow is expected to be positive, in line with guidance

POSITIVE OPERATING CASH FLOW² ANTICIPATED FOR FY27, NO REQUIREMENT FOR ADDITIONAL EQUITY CAPITAL

1. Includes client balances of \$11.0m at 1 July and \$11.1m at 30 September.
2. Operating cash flow phasing is expected to broadly mirror normalised EBITDA, weighted to H2
3. Management estimate based on unaudited trading results for the period to and including Monday 26 October 2026.

SUMMARY OF QUARTERLY CASH FLOWS

COMMENTARY

- Closing cash balance at 30 September 2026 was \$18.5m, inclusive of \$11.1m of client balances.
- Strong customer activity, with turnover of \$432.3m for the quarter, up 19.1% on Q1 FY26.
- Net cash from operating activities was negative \$6.8m, reflecting front-weighted H1 marketing investment and a challenging period of racing and sport results. Strong turnover converted to net win at a lower margin, while turnover-linked costs rose in line with activity, compressing gross profit.
- Payments to suppliers and employees of \$43.9m include \$5.3m of marketing, and higher admin & corporate costs reflecting seasonal outflows. The underlying cost base reflects the FY26 cost actions.
- Payments for businesses and investments of \$0.3m relate to transaction costs on strategic initiatives during the period (Q4: \$0.8m).
- Payments for intangibles of \$2.1m represent capitalised platform development expenditure, including development of the market first Wildcards product, launched on both sport & racing.
- There were no financing cash flows in the quarter (Q4: net outflow of \$0.4m, primarily the on-market share buy-back).
- With marketing investment front-loaded into H1 and a strong October to date, the business enters its peak trading period with \$7.4m of available cash, and a lower cost outflow expectation into Q2 and H2. Operating cash flows are expected to return to positive in H2 at forecast turnover & margin.

\$000's	Q1 FY27
Cash flows from operating activities	
Receipts from customers (Client deposits)	160,564.0
Payments to customers (Client withdrawals)	-122,558.6
Payments to suppliers and employees (inclusive of GST)	-43,856.5
Interest received	57.1
Interest and other finance costs paid	-1,040.8
Income taxes refunded / (paid)	-
Net cash generated from operating activities	-6,834.8
Cash flows from investing activities	
Payments for businesses & investments	-286.8
Payments for property, plant and equipment	-8.5
Payments for intangibles	-2,094.7
Net cash used in investing activities	-2,390.0
Cash flows from financing activities	
Buy-back of securities	-
Transaction Costs	-
Repayment of borrowings	-
Net cash used in financing activities	-
Net increase / (decrease) in cash and cash equivalents	-9,224.8
Cash and cash equivalents at the beginning of the quarter	27,759.9
Effects of exchange rate changes on cash and cash equivalents	-
Cash and cash equivalents at the end of the quarter	18,535.2

OUTLOOK

OCTOBER TRADING SUPPORTS FY27 OUTLOOK

	Q2 FY27 TD ¹	PCP	Change
Turnover	\$136.2m	\$127.3m	6.9%
Gross Win Margin %	15.4%	12.7%	+2.7pp
Gross Win	\$21.0m	\$16.2m	29.4%
Net Win Margin %	11.5%	7.1%	+4.4pp
Net Win	\$15.7m	\$9.1m	73.3%



**SUSTAINED
SHARE
GAINS**



+7%

Turnover
October to date vs PCP



**MARGIN
ABOVE
TARGET**



>11%

Net Win Margin
October to date



**DISCIPLINED
EXECUTION**



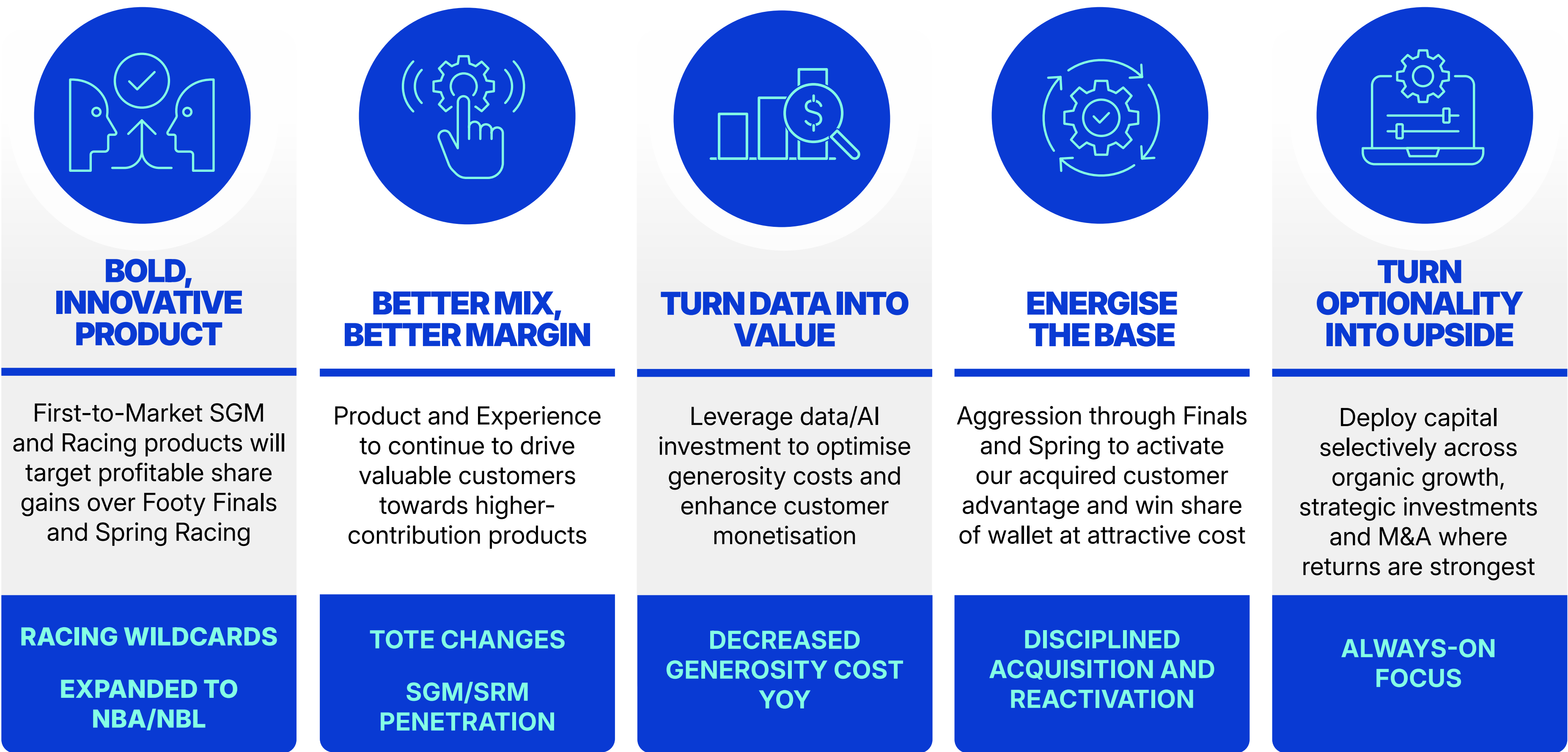
-30%

Promo Costs²
October to date vs PCP

1. Unaudited trading results for the period to and including Monday 26 October 2026. Changes vs PCP are calculated using unrounded figures.

2. Promotional costs as a % of turnover.

FY27 PRIORITIES



REAFFIRMED GUIDANCE OF **NORMALISED EBITDA¹ OF \$13-19m** AND **POSITIVE OPERATING CASH FLOW²** IN FY27

1. Normalised EBITDA excludes one-off costs and share based payments. Assumes historical Net Win margins (above 10%) and no material regulatory, taxation or cost of sales changes.
2. Operating cash flow phasing is expected to broadly mirror normalised EBITDA, weighted to H2

APPENDIX



RELATED PARTY TRANSACTIONS

Payments of \$0.35m for Salaries and Wages (inclusive of superannuation and applicable taxes withheld) of Executive and Non-Executive Director Fees on normal commercial terms



Appendix 4C

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

Name of entity

Betr Entertainment Limited

ABN

19 647 124 641

Quarter ended ("current quarter")

30 September 2026

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers ¹	160,564.0	160,564.0
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs ²	(23,001.6)	(23,001.6)
(c) advertising and marketing	(5,250.5)	(5,250.5)
(d) leased assets ³	(257.7)	(257.7)
(e) staff costs	(5,395.3)	(5,395.3)
(f) administration and corporate costs ⁴	(9,951.4)	(9,951.4)
1.3 Dividends received (see note 3)		
1.4 Interest received	57.1	57.1
1.5 Interest and other costs of finance paid ⁵	(1,040.8)	(1,040.8)
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other – Payments to customers ⁶	(122,558.6)	(122,558.6)
1.9 Net cash from / (used in) operating activities	(6,834.8)	(6,834.8)

¹ Reflects customer deposits during the period.

² Reflects Cost of Sales.

³ Represents repayments of lease liabilities per AASB 16 "Leases" accounting standard..

⁴ Includes GST collected & paid relating to Australian Net Win.

⁵ Represents interest costs of lease liabilities per AASB 16 "Leases" accounting standard and NAB loan facility.

⁶ Reflects customer withdrawals during the period. Note Net Win is derived from 1.1 & 1.8, less changes in customer balances. Net Win is identified separately in the accompanying presentation.

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
2.	Cash flows from investing activities		
2.1	Payments to acquire or for:		
	(a) entities		
	(b) businesses	(286.8)	(286.8)
	(c) property, plant and equipment	(8.5)	(8.5)
	(d) investments		
	(e) intellectual property ⁷	(2,094.7)	(2,094.7)
	(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)		
2.6	Net cash from / (used in) investing activities	(2,390.0)	(2,390.0)

⁷ Includes capitalised website & app development costs.

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		
3.6	Repayment of borrowings		
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	-	-

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	27,759.9	27,759.9
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(6,834.8)	(6,834.8)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(2,390.0)	(2,390.0)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held		
4.6	Cash and cash equivalents at end of period	18,535.2	18,535.2

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	18,535.2	27,759.9
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (cash on hand)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	18,535.2	27,759.9

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	354.6
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> During the quarter, the company made payments to Executive & Non-Executive Directors relating to Salaries & Wages (inclusive of superannuation and applicable taxes withheld) and Directors Fees on normal commercial terms.		

7.	Financing facilities <i>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.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	35,000.0	34,101.8
7.2	Credit standby arrangements	260.0	116.2
7.3	Other (please specify)		
7.4	Total financing facilities	35,510.0	34,218.0
7.5	Unused financing facilities available at quarter end		1,292.0
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. NAB Corporate Credit Card Facilities \$110,000 Limit. Interest rate: 18.5% p.a. American Express Corporate Charge Card \$150,000 Limit. Interest rate: 3% on any overdue amount. NAB Credit Facility \$35,000,000 Limit. Interest Rate 6.46% plus Facility Fee of 2.25%.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(6,834.8)
8.2	Cash and cash equivalents at quarter end (item 4.6)	18,535.2
8.3	Unused finance facilities available at quarter end (item 7.5)	1,292.0
8.4	Total available funding (item 8.2 + item 8.3)	19,827.2
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	2.9
<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>		
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 <i>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.</i>	

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: 28/10/2026

Authorised by: Board of Directors
(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".
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