BETMAKERS TECHNOLOGY GROUP l
ACN: 164 521 395
Phone: 1 300 208 849
Fax: (02) 8330 6357
Level 4, 189 Flinders Lane
Melbourne, VIC 3000

31 October 2025

Chair and CEO addresses to 2025 Annual General Meeting

Chair Address

This year marked the successful completion on our turnaround story.

Two years of disciplined transformation and restructuring have delivered a stable, profitable, and operationally strong business. That phase is complete.

BetMakers is now in the future-forward phase of its journey - entirely focused on growth, scale, and technology-driven topline performance.

Our investment in next-generation technology, combined with relentless cost discipline and operational excellence, has given us the foundation to be able to build a world-class platform.

We are now turning our attention outward - to expanding internationally and consolidating our position as the leading B2B horse wagering technology company.

Over the past few quarters, our performance has clearly demonstrated the success of the turnaround - a robust cost base, consistent margin expansion, and delivery of transformative technology platforms.

We have emerged stronger, more efficient, and ready to scale.

Looking ahead, we’ve set ambitious 24-month targets for management focused on:
- Driving topline revenue acceleration;
- Expanding gross profit margins;
- Sustained EBITDA growth; and
- Generating free cash flow from our operating base.

We endeavor to achieve this by leveraging our now world-class technology stack, disciplined capital allocation, and our strong global operating team.

This combination positions BetMakers to capture meaningful opportunities in both existing and emerging markets.

We anticipate significant value creation through new partnerships and products that showcase our competitive advantages. From data automation and machine learning to media integration and the continued evolution of Apollo, GTX, and Racelab.

BetMakers is not a bookmaker, we are the system of intelligence for the global racing and wagering industry.

We provide the tools, data, and platforms that power the ecosystem, from the racetrack to the operator, and ultimately, to the fans.

Our message to the market is simple: Transformation was the foundation. Profitability is the proof. Now comes the growth and scale.

With the right technology, the right strategy, and the right team, the Board believes BetMakers is poised to lead the next era of B2B wagering innovation.

Thank you to our shareholders for your continued trust and belief in our vision.

CEO Address

Good morning everyone, and thank you for joining us today.

It's a pleasure to address our AGM after what has been a defining year for BetMakers. FY25 marked the successful completion of our transformation phase.

The business has been reset, refocused, and is now profitable and performing with consistency and confidence as we look to scale.

Our mission remains clear: to build the intelligence and connectivity layer of global racing-led wagering. This vision continues to guide every decision we make, from how we invest in technology to how we partner across markets.

I'd like to begin by sincerely thanking our shareholders for their continued support through our transformation period, our Board for their direction and discipline, and most importantly, our global team. The progress we've made this year simply wouldn't have been possible without their focus, resilience, and commitment to delivering on our strategy.

FY25 came with strong financial outcomes. Adjusted EBITDA improved $11.8m from FY24 and operating cash-flow improved by $12.4m. For the first time, we recorded a full-year operating profit, supported by disciplined cost control and technology consolidation.

Operationally, the GTX platform is now successfully being deployed across key partners, laying the groundwork for the next phase of scalability and product driven growth in our Tote business. Our Apollo platform has matured rapidly, moving from parity to leadership in content, trading and data capabilities, while the launch of the Racelab suite has positioned us at the forefront of insight-driven wagering enhancement.

These milestones are more than just product achievements, they're proof that the foundation we've rebuilt is strong, scalable, and ready for growth.

Looking ahead to FY26, we will continue the global rollout of GTX, deepen adoption of the Racelab suite, and focus on efficiency and margin expansion, particularly through our LVDC acquisition in Nevada.

The wagering industry is now entering an era of AI-powered innovation and efficiency. BetMakers is built to be a leader in this shift. We are solving complex problems for our customers with cutting-edge technology and unlocking new areas for growth and expansion with our capabilities.

Thank you once again to our shareholders, board, and our incredible team around the world for your ongoing support. Our foundation has been rebuilt, the model is proving itself, and the company is positioned for a new chapter of scaled, intelligent growth.

This announcement has been authorised for release to the ASX by the Board of BetMakers Technology Group.

For further information please contact:

Investor Relations
investors@betmakers.com

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.