November 2025

Dataworks

A Leading Regulated Gaming Technologies Company

STRONG PIPELINE, HIGH REFERENCE CUSTOMERS, GLOBAL SCALE

ASX: DWG

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Dataworks In Numbers

2
Govt Enterprise Contracts

80%
Gross Margin

~$9.5m
FY26 Revenue*

98%
FY23-26 Revenue CAGR

> $90M
Qualified Global Leads

10m
Active Players

**Revenue from existing contracts and R&D Rebate only, with any new contract wins to provide potential upside depending on timing of contract win.*

Scalable, Secure Technology Solutions for the Regulated Gambling Market

DATAWORKS'PROVEN TECHNOLOGY: ENABLING WORLD'S 3RD LARGEST IGAMING MARKET

- ✓ Only commercially available real-time enterprise Centralised Self-Exclusion (CSE) product in the market
- ✓ >5 years technology development
- ✓ Customer Validated: 2 long-term, referenceable government contracts
- ✓ Product/Market fit: international award-winning product, large global pipeline of enterprise contracts
- ✓ Integrations with >200 betting operators
- ✓ >15 billion verifications processed per annum
- ✓ >10 million active players serviced, ~50k exclusions to date
- ✓ SLA performance exceeded (99.99% uptime since launch)
- ✓ Highly secure operation (ISO27001, IRAP:PROTECTED, SOC 2 underway)

Dataworks Overview

CORE PRODUCT

Centralised Self-Exclusion (CSE) Technology for the Regulated Gaming Industry:

- Enterprise regulatory technology
- Real-time verification API
- Multi-jurisdiction capable

REVENUE MODEL

Flexible revenue model to suit global jurisdictions:

- Enterprise licensing (standard)
- Annual license fees
- Implementation services
- Ongoing support & maintenance
- Revenue expansion via enhancements program

CURRENT OPERATIONS

2
Enterprise Gov. CSE Contracts

15B+
Annual Verifications

>200
Operator Integrations (2023-2025)

5 Years+
Average Contract Term

Zone 2 Contact Centre
Highly secure support facility

Product and Technology Overview

CORE PLATFORM

- $15+ million spent on development
- Cloud-native architecture (AWS)
- Serverless Microservices-based design
- RESTful API integration
- Real-time processing engine
- Audit trail
- Award-winning user experience

SECURITY & COMPLIANCE

- IRAP PROTECTED assessed
- ISO 27001 Compliant
- SOC 2 Type II (in progress)
- Privacy-by-design/zero-trust architecture

IP ASSETS

- Proprietary algorithms
- 5+ years development

TECHNICAL METRICS

<5ms
Average Response Time Across >10m Active Players

>10,000
Verifications per second

99.99%
Uptime SLA

The Challenge

Problem gambling is on the rise – with a large expansion in Total Addressable Market.

The global gambling market generates **$USD450+ billion annually***, with online gambling projected to reach **$170 billion by 2030 growing at >10% CAGR****.

CSE systems are emerging, but already represent approximately **0.05% of gross gambling revenue**, suggesting:

- **Online/iGaming CSE TAM^:** ~$A100 million by 2027
- **Land-based CSE TAM^:** ~$A125 million by 2027
- **Combined TAM:** ~$A225 million annually by 2027

The Opportunity

Growing government regulation to prevent the impact of problem gambling.

Growing awareness of the social costs of gambling – including adverse financial impacts, emotional and psychological costs – is resulting in increased regulatory focus.

Many jurisdictions leverage legacy measures which are not flexible to respond to trends in the player community.

With regulatory expansion and mandatory implementation, the serviceable market is estimated at >$A225 million annually by 2027, growing at rates expected to exceed market CAGR's to 2030.

SOURCE: * Statista.com **Researchandmarkets.com

Customer Base & References

BETSTOP
THE NATIONAL SELF-EXCLUSION REGISTER™

ONTARIO iGaming

GOVERNMENT CONTRACTS

- Australian Communications and Media Authority (ACMA): National self-exclusion register (BetStop)
  - Delivered operational excellence over sustained timeframe
- iGaming Ontario:
  - Provincial gaming self-exclusion system planned for launch in 1HCY26
- Key Integrations:
  - Fully integrated with >200 operators globally
- Proven:
  - Award winning tech, globally recognized player protection

100%
Retention Rate

135%
Net Revenue Retention

CUSTOMER	TERM	REFERENCE STATUS
Australian Government	2 years + Unlimited + options	✓ Active Reference
iGaming Ontario	5 years + 5 year + options	✓ Active Reference

BetStop: A Case Study

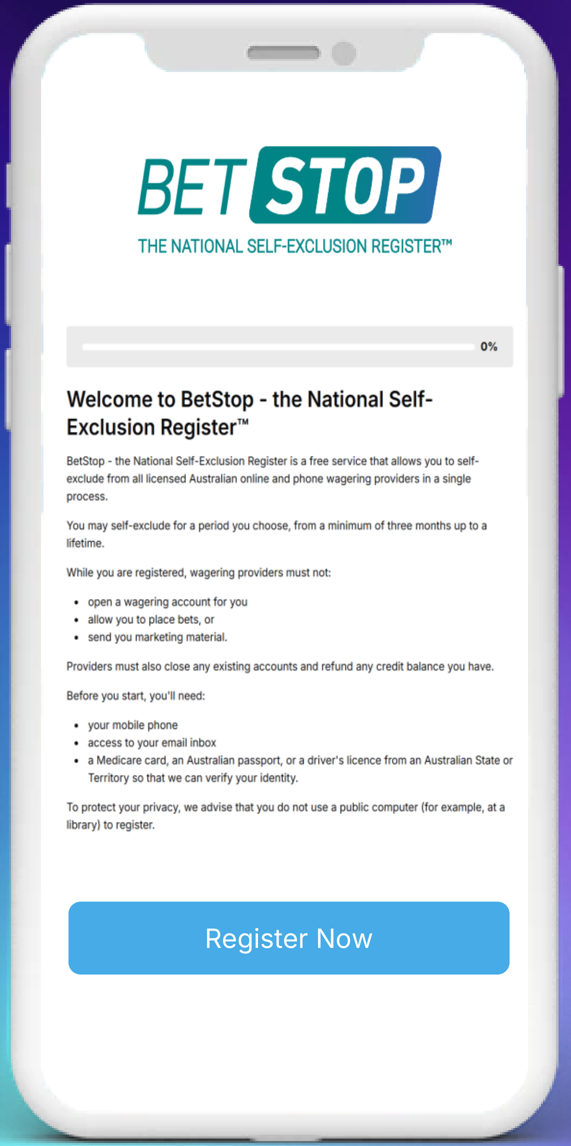
BetStop – The National Self-Exclusion Register™

BetStop enables Australians to block themselves from all licensed online and phone wagering providers through a single, secure process.

Recently published ACMA research#, shows the Register is achieving strong consumer protection outcomes:

- 96% of registrants either stopped (81%) or significantly reduced (15%) their gambling activity
- 77% reported an overall improvement in quality of life
- 79% experienced better mental health and wellbeing

More than 50,000 Australians have now chosen to self-exclude since BetStop's launch in 2023



For additional information, please refer to ASX announcement dated 17th November 2025

Market Leadership

Capability	Dataworks	Competition	Market Reality
Customer Engagement	✓ 2 referenceable relationships	Non commercial	Only proven solution
Scale Capability	✓ 15B+ verifications p/a	No alternatives	Unmatched scale
Real-Time Processing	✓ 5ms response	List exchange only	Critical for operators
Operator Integrations	✓ 200+ complete	Zero	2+ years advantage
Security Certification	✓ ISO, IRAP* Credentials	Basic only	Government required
Implementation Time	✓ 90 days	18-24 months	Speed wins deals
Development Investment	✓ $15M+ spent	Starting now	Insurmountable lead

MARKET REALITY CHECK

There are NO other commercial real-time CSE providers globally. Where CSE exists (Sweden, Germany), these are government-built systems that cannot be commercialised. Competitors are 2-3 years behind in development, lack operator integrations, and have no reference customers.

*Information Security Registered Assessors Program (IRAP) is run by the Australian Cyber Security Centre (ACSC). IRAP aligns with SOC 2 and ISO 27001 but is specific to Australian Government requirements. BetStop is assessed at PROTECTED level, indicating the system securely handles data equivalent to highly sensitive citizen records.

Competitive Position

Capability	Dataworks	Competitor A	Competitor B	In-House
Contracted CSE Systems	✓ 2 Enterprise	Regional only	Pilot phase	None
Scale Capability	✓ 10m active players	~Small list based	Untested	Limited
Model	✓ Real time	List exchange	List exchange	Varied
Real-Time Operator Integrations	✓ >200	NIL	NIL	NIL
Player Protection	~96% effectiveness	Unproven	Unproven	~70% effectiveness
Product design	Extensive consultation	Variation of sports integrity	Limited consultation	Jurisdiction specific
Implementation Time	✓ 90 days	6-9 months	12+ months	18-24 months
Multi-Jurisdiction	✓ Proven	Unproven	Unproven	No

UNIQUE ADVANTAGE

Only proven enterprise-scale CSE platform in the market –
alternative systems designed for small jurisdictions, not large real-time markets.

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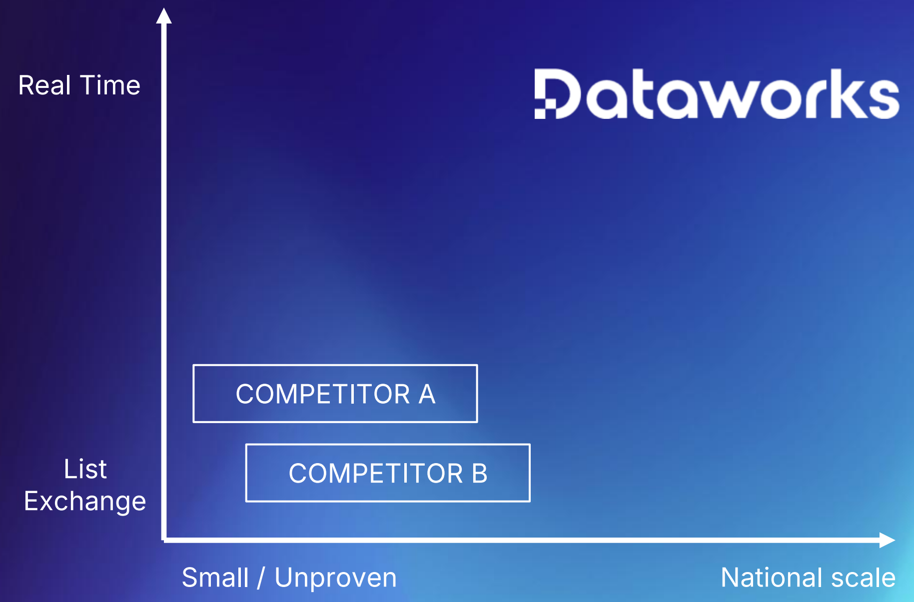
COMMERCIALLY AVAILABLE EXCLUSION SYSTEMS



Investment Thesis

- **Strong market tailwinds:** Global gambling turnover continues to rise strongly, driven by growth in iGaming, which in turn drives an increasing need for responsible gambling measures
- **Large Market Size:** Large and growing global Total Addressable Market, with limited competition.
- **Installed Base**: Currently delivering the two leading and highly referenceable deployments of national centralised self-exclusion (CSE) systems (Betstop and Ontario)
- **Competitive position**: Very high barriers to entry and current performance reduce risk of new entrants and churn
- **Robust & Growing Pipeline**: Growing pipeline driven by strong government relations and growing recognition of technology
- **Profit**: Future contract wins set to drive additional revenue and transition Dataworks to substantial EBITDA and cashflow generation
- **Revenue plan**: Organic growth enhanced by consolidation opportunities to fast-track global scale and penetration

World-leading innovation driving strong growth potential: Our proven solutions are driving large opportunities in 2025 and beyond.

Appendix

Infosec Credentials

Given the nature of the market, the user experience and the expectations of regulators, Dataworks invests heavily in ensuring the highest possible levels of information security – assessed at 'PROTECTED' status under the IRAP* framework used by the Australian Federal Government.

ISO 27001
Managing information risks

IRAP (PROTECTED LEVEL)
Independently assessed to verify organisation cyber security posture, risks and mitigation measures for secure system & data

SOC 2 (in progress)
Controls over security, availability, and confidentiality

AWS
Cloud-based, zero-trust architecture

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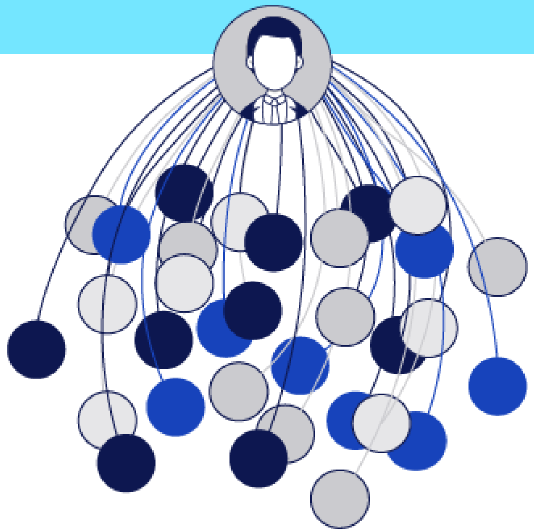
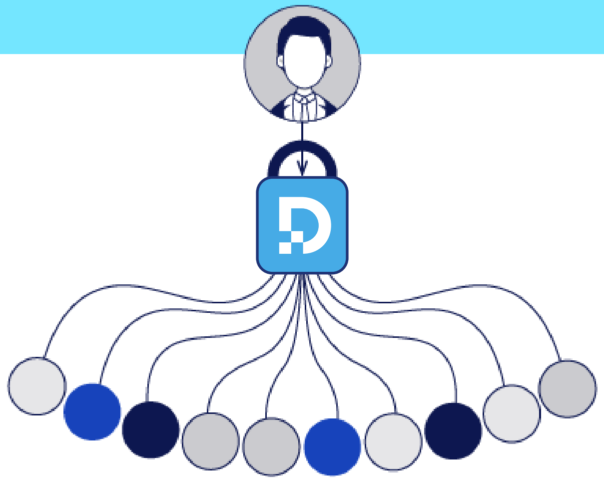
Why is CSE in Demand?

The social harm caused by iGaming is a global issue, and traditional regulatory frameworks and ‘responsible gaming’ measures have proven ineffective. Dataworks is pioneering the next-generation solution.

TRADITIONAL SELF-EXCLUSION MODEL
This approach requires players to exclude themselves from each individual iGaming site—an ineffective, insecure, and impractical solution.

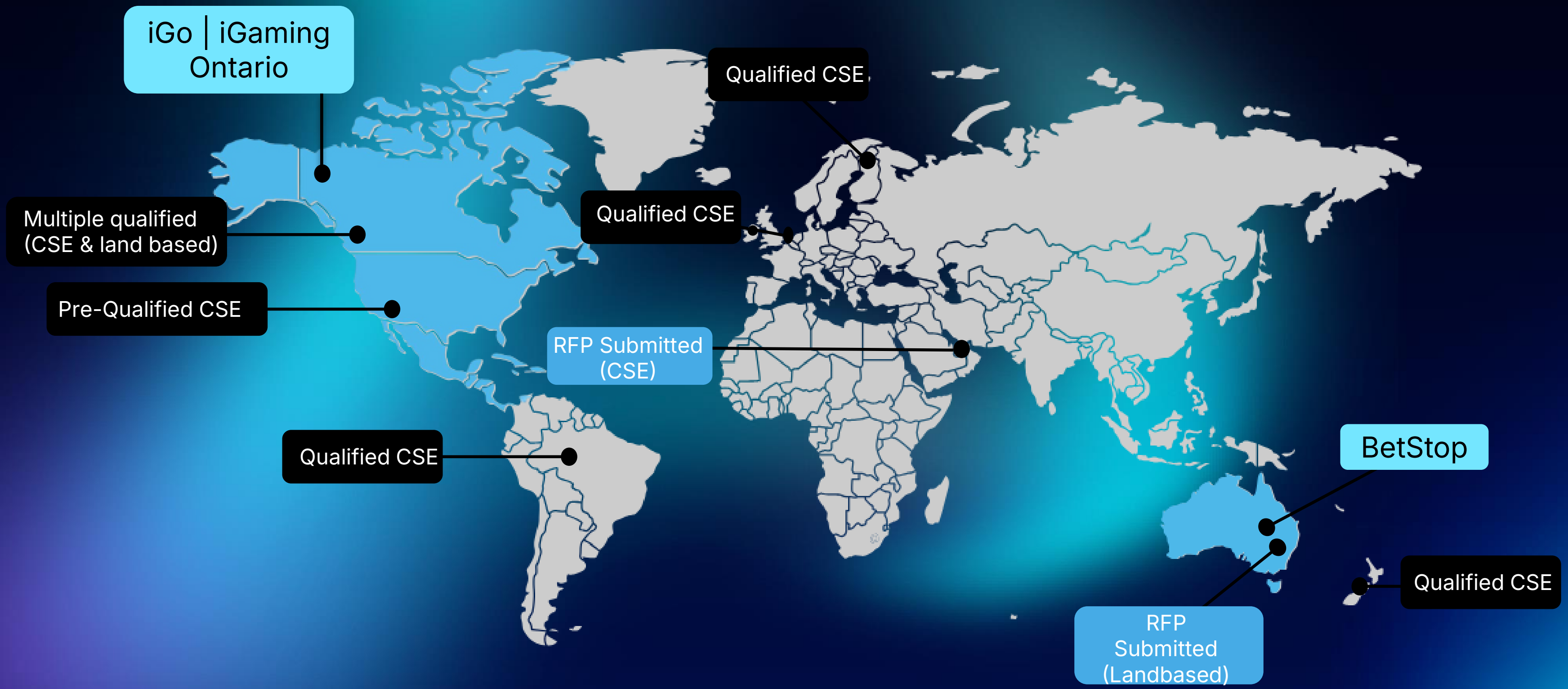


CENTRALISED SELF-EXCLUSION
Players self-exclude once, instantly blocking access to all sites. This approach is effective, secure, and straightforward while also providing valuable data for harm minimisation initiatives.



Dataworks' Immediate Revenue Opportunity

Dataworks is the first-mover in this new and growing field with unique and innovative technology.



Meet the Team

Al Watson
CEO

Experienced software executive having managed & scaled SaaS and enterprise-based businesses across a range of life cycles, from start up to established/mature operations.

Ian Penrose
Non-Executive Director

Highly experienced board member
& global executive who has achieved
a successful career focusing on international gaming, technology, leisure and sporting industries. Currently lead independent director of Playtech plc.

Melanie McKenzie
CMO

Experienced marketing executive with over 20 years experience in media, SaaS and financial services, Melanie has held senior roles at Sony, NBCUniversal, In Loop and her previous role was GM Marketing at Global Payments Oceania.

Matthew Johnson
CFO/COO

Experienced growth focused financial executive with over 20 years' experience mostly in the ASX listed media and technology verticals.

Freya Smith
Non-Executive Director

Experienced General Counsel and Corporate Governance practitioner. Currently General Council for Cuscal Limited, a leading Australian payments company.

Julian Babarczy
Executive Chairman

Finance industry professional including 15 years at leading Australian funds management group. Currently an active investor in a range of listed and unlisted companies.