



Angler Gaming

Interim report for the 4th quarter and year-end 2022

1st January to 31st December 2022

Angler Gaming plc, reg. no. C55255, Malta

ANGLER GAMING PLC

Financial report for the period ended 31st December 2022

Key Facts for the 4th Quarter 2022 (1st October 2022 – 31st December 2022)

Challenging Quarter with Positive Outlook

All figures are compared to the same quarter last year if not explicitly stated otherwise

- Revenues decreased by 15.73 % to €8,105,830 (€9,618,463).
- EBIT decreased by 81.33% to €271,192 (€1,452,790).
- EBIT margin of 3.35% (15.10%).
- Customer deposits decreased by 23.07% to €15,775,595 (€20,507,189).
- 62,339 new registered customers (64,604), decrease of 3.51%.
- 11,725 new depositing customers (15,551), decrease of 24.6%.
- Earnings per share of minus €0.0331 (€0.0006).

- Premiergaming Ltd, the Group's subsidiary focusing on Northern Europe, represented 5.05 % of the Group's revenues in Q4 2022.

Trading update Q1 2023

The trading update is an indication of how the first quarter 2023 has started, however it is not a revenue forecast for the quarter.

The average daily net gaming revenue in the first 45 days of Q1 2023 was 9% higher comparing to the average daily net gaming revenue in Q4 2022.

The average daily net gaming revenue in the first 45 days of Q1 2023 was 3% higher comparing to the average daily net gaming revenue of the full first quarter of 2022.

Events during Q4 2022

- The B-to-B partnership casino project announced earlier, was launched mid-December 2022 on the latest version of the Group's proprietary I-Gaming platform. The launch has been successful and represented 5% of the total Net Gaming Revenues in January 2023.
- During the quarter the Group continued to terminate non-profitable affiliate partnerships, affecting the revenues in the quarter.
- During the quarter extra ordinary cost of €2,453,364 (mainly bad debts) were identified, which are fully accounted for in Q4 2022.

Events after Q4 2022

- The Board of Directors does not recommend distribution of a dividend for the fiscal year 2022. While the available cashflow from operations has improved in the fourth quarter by 19.42% from €1,000,656 at the

end of Q3 2022 to €1,195,029 at the end of Q4 2022, given the challenging 2022 and investments in new innovative projects, the Board does not propose a dividend.

- The short-term unsecured borrowing of €1,000,000 obtained last year is now expected to be repaid during 2023.
- The B-to-B casino project previously announced to be launched mid-Q1 2023 is now expected to be launched and start generating revenues by the end of Q1 2023.
- The Group has signed a new B-to-B cooperation agreement for another casino project based on the latest version of the Group's proprietary I-Gaming platform with new unique features. The project is expected to go live and start generating revenues in Q2 2023.

Key Facts for 2022 (1st January 2022 – 31st December 2022)

Growth in New Registered Customers

All figures are compared to 2021 if not explicitly stated otherwise

- Revenues decreased by 27.68% to €31,389,158 (€43,404,095).
- EBIT decreased by 91.41% to €776,313 (€9,041,809).
- EBIT margin of 2.47% (20.83%).
- Customer deposits decreased by 29.96% to €64,904,472 (€92,663,807).
- 12.26% increase in newly registered customers 278,898 (248,433).
- 52,813 new depositing customers (82,246), decrease of 35.79%.
- Earnings per share of minus €0.0453 (€0.0959).

Key Performance Indicators (EUR)

	Q4 2022	Q4 2021	Jan-Dec 2022	Jan-Dec 2021
Customer Deposits	15,775,595	20,507,189	64,904,472	92,663,807
Active Customers	50,000	59,313	192,808	196,564
New Registered Customers	62,339	64,604	278,898	248,433
New Depositing Customers	11,725	15,551	52,813	82,246
Gross Game Win	9,047,047	11,085,136	36,428,643	51,970,371
Net Game win	8,488,589	10,741,090	34,416,022	48,739,811
Hold	53.81%	52.38%	53,03%	52.60%

* Definition Active Customers: Customer that wagered at least one bet in the indicated period

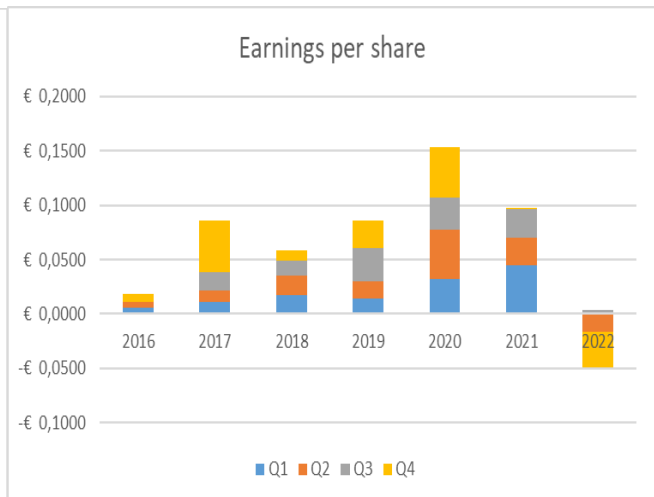
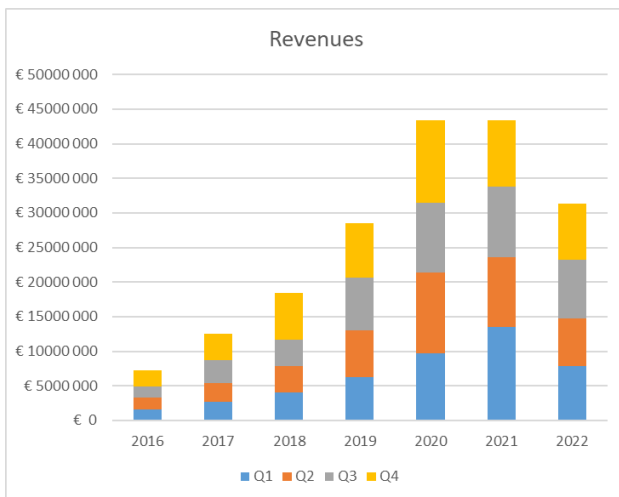
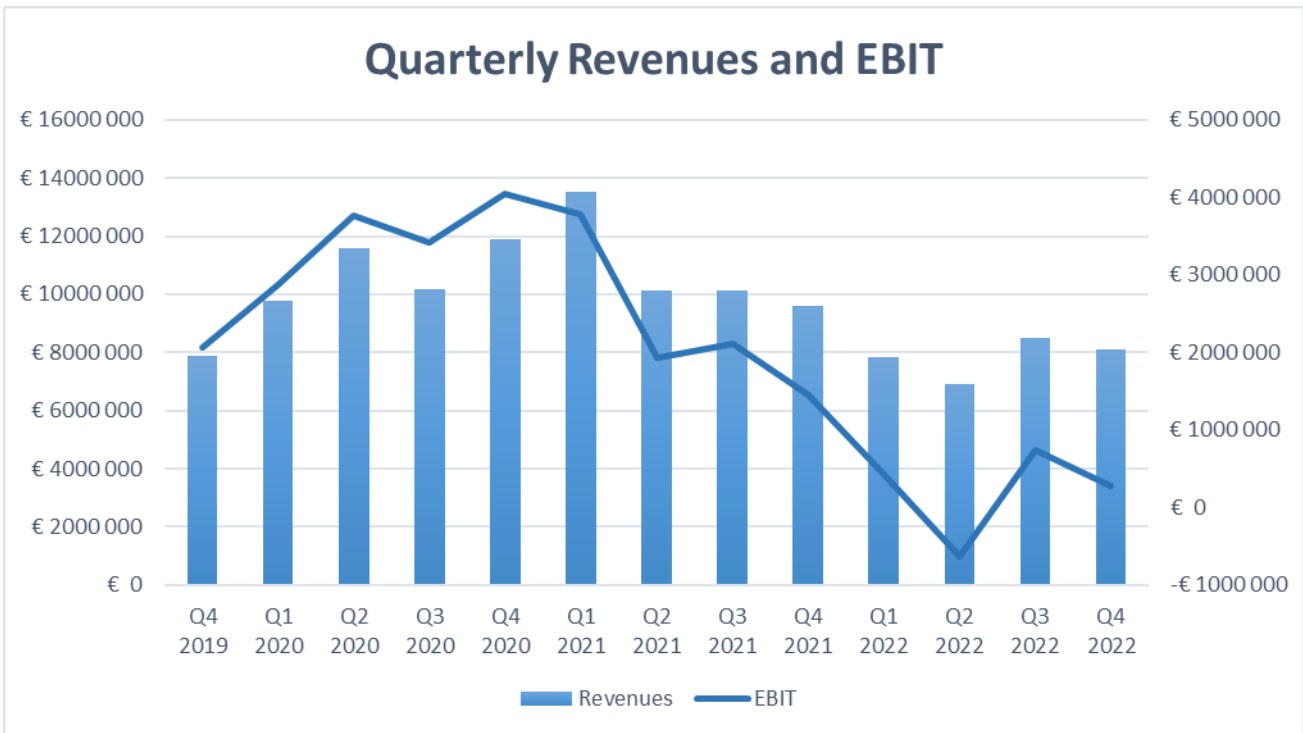
** Definition New Registered Customer: A new customer registered in the indicated period

*** Definition New Depositing Customer: A customer that deposited the first time in the indicated period

**** Definition Net Game Win: Real money bets minus real money wins

***** Definition Hold: Net Gaming Revenue / Customer Deposits

Graphs





Comments from the CEO Thomas Kalita

2022 was a very challenging year. I am proud of all my talented colleagues, as all the hard work starts to bear fruit, and Q1 2023 has started positively, both when comparing its revenues to Q1 2022 and to Q4 2022.

In brief, this is what we have done in 2022:

- **We re-positioned the Group's proprietary I-Gaming platform** – the Group's fully owned proprietary platform is a strong asset. During 2022 the Group invested heavily its existing resources into a new state of the art functions and features, resulting in a competitive, cost-effective and user-focused I-Gaming platform with a high end-user entertainment value. The first proof of the updated and new I-Gaming platform's performance came with the launch of the first new B-to-B partner's casino on the platform mid-December 2022. So far, this launch has been a success, with revenues from this launch already representing 5% of the total Net Gaming Revenues in January. New B-to-B launches will follow and existing B-to-B partnerships are being upgraded to the new I-Gaming platform.
- **We increased the B-to-B offerings' focus** – one B-to-B casino project was, as mentioned already, launched in December and two more will be launched in the end of Q1 and beginning of Q2 respectively. We will continue to push for more such projects and our sales representatives are pursuing several leads.
- **We tightened up cost controls** – we have re-negotiated several supplier deals and we will continue improving them further. We have closed down several costly affiliate partnerships, prioritising long term sustainable business over short time revenues at high cost. We have continued to uphold our earlier decision and policy of lowering marketing investment in Sweden with respect to PremierGaming Ltd, the Group's subsidiary focusing mainly on Sweden, since this company continues to be discriminated against in Sweden by being denied access to SWISH, despite being a licensed operator in Sweden duly paying Swedish gaming taxes. Moreover, we have implemented more stringent policies on supplier due diligence and proactive and agile supplier cost and doubtful debts controls.
- **We further invested in people** – the investment in a strengthen management team in early 2022 was fundamental for our plans of being a strong player within our industry. We continued investing in people and their training and certification, including in such areas as Responsible Gaming and AML.
- **We embraced new business verticals** – the Group continue to invest in two of the Group's relatively new business areas, namely the Sportsbook offer and the Joint Venture within the field of affiliate marketing in South America. As the Group increases its focus on B-to-B offerings, maintaining a competitive Sportsbook as part of its offering becomes an important strategic factor.

In summary, all these efforts aim at one goal: to re-inject innovation - the trademark that made us one of the fastest growing listed I-Gaming companies in the world a few years ago - back into the Group's DNA.

Consolidated Income Statement Euro

31 December 2022'

	Q4 Group	Q4 Group	Full year Group	Group	Group	Q4 Angler Gaming PLC	Q4 Angler Gaming PLC
	Oct - Dec	Oct - Dec	Jan - Dec	Jan - Dec	Jan - Dec		
	2022	2021	2021	2022	2021	2022	2021
	€	€	€	€	€	€	€
Revenue	8,105,830	9,618,463	43,404,095	31,389,158	43,404,095		
Cost of services sold	(6,239,133)	(6,226,902)	(27,409,315)	(24,143,814)	(27,409,315)		
Gross profit / (loss)	1,866,697	3,391,561	15,994,780	7,245,344	15,994,780	-	-
Marketing expenses	(304,553)	(611,338)	(1,613,801)	(1,357,131)	(1,613,801)	(17,554)	(24,865)
Personnel expenses	(594,844)	(700,144)	(1,815,734)	(2,426,071)	(1,815,734)	(64,858)	(76,074)
Other external expenses	(692,257)	(622,861)	(3,515,824)	(2,673,167)	(3,515,824)	(28,118)	(14,152)
Depreciation, amortization	(3,851)	(4,418)	(7,612)	(12,662)	(7,612)	(24)	(24)
Other operating income/expenses	-	(10)	-	-	-	9,900	9,890
Operating expenses	(1,595,505)	(1,938,771)	(6,952,971)	(6,469,031)	(6,952,971)	(100,654)	(105,225)
Operating profit / (loss)	271,192	1,452,790	9,041,809	776,313	9,041,809	(100,654)	(105,225)
Financial income / (expenses)	(721,799)	(201,644)	(595,820)	(2,142,628)	(595,820)	(16,303)	(1,181)
Income / (Loss) before tax	(450,607)	1,251,146	8,445,989	(1,366,315)	8,445,989	(116,957)	(106,406)
Extraordinary events	(2,453,364)	(1,197,232)	(1,197,232)	(2,453,364)	(1,197,232)		-
Total Income / (Loss) before tax	(2,903,971)	53,914	7,248,757	(3,819,679)	7,248,757	(116,957)	(106,406)
Tax	424,226	(7,785)	(58,811)	424,964	(58,811)	-	-
Net income / (loss) for the period	(2,479,745)	46,129	7,189,946	(3,394,715)	7,189,946	(116,957)	(106,406)
No of shares	74,984,995	74,984,995	74,984,995	74,984,995	74,984,995		
Basic and dilute earnings per share	(0.0331)	0.0006	0.0959	(0.0453)	0.0959		

*Definition of Revenue: 'Bet - win - jackpot contribution - bonus cost - loyalty points - manual adjustments user balances'.

**Definition of Cost of Services Sold: – Cost of sales includes: 'Payment processing fees to payment suppliers, affiliate expenses, Gaming License fees for products, software licence fees, gaming taxes and affiliate costs'

*** Financial income/expenses consist mainly of income/expenses related to fluctuations in currency rates

Angler Gaming plc
Financial Report for the period ended 31 December 2022

**Consolidated Statement of Financial Position
for the period ended 31 December 2022**

	Group Period end December 2022	Group Period end December 2021	Angler Gaming plc Period end December 2022	Angler Gaming plc Period end December 2021
	Euro	Euro	Euro	Euro
Assets				
Non-current assets				
Investment in subsidiaries **	-	-	101,999	101,999
Intangible assets	1,216,498	1,220,858	-	-
Property, plant and equipment	28,768	10,291	-	100
Total non-current assets	1,245,266	1,231,149	101,999	102,099
Current assets				
Trade and other receivables **	7,701,389	12,223,679	14,528,384	10,556,572
Cash and cash equivalents	1,195,029	5,659,678	5,692	25,491
Total current assets	8,896,418	17,883,357	14,534,076	10,582,063
Total assets	10,141,684	19,114,506	14,636,075	10,684,162
Equity and liabilities				
Capital and reserves				
Paid up capital **	749,849	749,849	749,849	749,849
Non-refundable shareholder contribution	177,088	177,088	177,089	177,089
Minority Interest	240	240	-	-
Premium Capital **	1,815,803	1,815,803	1,815,802	1,815,802
Retained Earnings	2,163,730	12,011,631	10,882,722	7,955,050
	4,906,710	14,754,611	13,625,462	10,697,790
Creditors : amounts falling due within one year				
Trade and other payables **	5,255,577	3,943,538	1,010,613	(13,628)
Taxation payable	(20,603)	416,357	-	-
Total liabilities	5,234,974	4,359,895	1,010,613	(13,628)
Total equity and liabilities	10,141,684	19,114,506	14,636,075	10,684,162

** group period figures exclude intercompany balances

Angler Gaming plc
Cashflow report for the period ended 31 December 2022

**Consolidated Statements of Cashflow Position
for the period ended 31 December 2022**

	Group Year end December 2022 Euro	Group Year end December 2021 Euro	Company Year end December 2022 Euro	Company Year end December 2021 Euro
Cash flow from operating activities				
Profit / (Loss) before taxation	(3,819,679)	7,328,527	2,927,672	3,067,105
Reconciliation to cash generated from operations:				
Depreciation	12,664	8,324	100	96
Minority Interest		240		
Taxation	(11,697)	(124,091)	-	-
Operating profit before working capital changes:	(3,818,712)	7,213,000	2,927,772	3,067,201
Movement in trade receivables	4,141,989	(855,496)	-	-
Movement in other debtors	343,540	(1,564,429)	(3,971,812)	(3,063,963)
Movement in trade payables	(273,821)	(247,105)	8,339	(14,790)
Movement in other creditors	542,148	566,349	1,015,901	(15,012)
Net cash used in operating activities	935,144	5,112,319	(19,800)	(26,564)
Cash flow from investing activities				
Cash issued by shareholders	-	-	-	-
Intangible fixed assets	(8,392)	(39,670)	-	-
Tangible fixed assets	(17,676)	-	-	-
Investment in subsidiaries	-	-	-	(1)
Net cash generated from/used in investing activities	(26,068)	(39,670)	-	(1)
Cash flows from financing activities				
Dividends proposed and paid	(6,373,725)	(8,998,199)	-	-
Short term loans	1,000,000	-	-	-
Intra-group finance	-	-	-	-
Net cash generated from financing activities	(5,373,725)	(8,998,199)	-	-
Net movement in cash and cash equivalents in the year	(4,464,649)	(3,925,550)	(19,799)	(26,565)
Cash and cash equivalents at beginning of the year	5,659,678	9,585,228	25,491	52,056
Cash and cash equivalents at end of year	1,195,029	5,659,678	5,692	25,491

Date and Place for the next Annual General Meeting

The 2022 Annual General Meeting will be held on Friday the 16th of June 2023. The place and format will be announced in due course.

Other information and reporting dates

This report has not been reviewed by the Company's Auditor – The Annual Report and Audited Financial Statements for 2022 will be published on the 28th of April 2023.

Q1 2023 report will be published on 16th of May 2023.

Q2 2023 report will be published on 17th of August 2023.

Q3 2023 report will be published on 16th of November 2023.

Q4 and the annual report 2023 will be published on 20th of February 2024.

Malta, 16th of February 2023

Board of Directors of Angler Gaming plc

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Angler Gaming plc

ANGLER GAMING PLC (PUBL) IS A MALTESE HOLDING COMPANY LISTED ON THE SWEDISH STOCK EXCHANGE, SPOTLIGHT STOCK MARKET (ANGL), THAT INVESTS IN COMPANIES WHICH PROVIDE GAMING SERVICES OVER THE INTERNET. ANGLER GAMING'S CORE BUSINESS IS TO OWN AND ADMINISTER SHAREHOLDING IN INTERNET GAMBLING COMPANIES.