



AnglerGaming

Interim report for 2nd quarter 2023

1st April to 30th June 2023

Angler Gaming plc, reg. no. C55255, Malta

ANGLER GAMING PLC

Financial report for the period 1st of April to 30th of June 2023

Key Facts for the 2nd Quarter 2023 (1st April 2023 – 30th June 2023)

Revenues increased 37% and EBIT increased 208%

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

- Revenues increased by 36.54% to €9,458,630 (€6,927,414).
 - EBIT increased by 207.95% to €676,489 (-€626,662).
 - EBIT margin of 7.15% (-9.05%).
 - Customer deposits increased by 16.35% to €17,688,865 (€15,202,758).
 - 30,990 new registered customers (91,142), decrease of 66%.
 - 9,646 new depositing customers (14,344), decrease of 32.75%.
 - Net Profit of €227,366 (-€1,191,423).
 - Earnings per share of €0.0030 (-€0.0159).
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- Premiergaming Ltd, the Group's subsidiary focusing on Northern Europe, represented 5% of the Group's revenues in Q2 2023.

Trading update Q3 2023

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

The average daily net gaming revenue in the third quarter 2023 up until and including 14th of August was 30% higher than the average daily net gaming revenue of the full third quarter 2022. The average daily new depositing customers in the third quarter 2023 up until and including 14th of August was 15% higher than the average daily new depositing customers of the full third quarter 2022.

The average daily net gaming revenue in the third quarter 2023 up until and including 14th of August was 15% higher than the average daily net gaming revenue of the full second quarter 2023. The averaged daily new depositing customers in the third quarter 2023 up until and including 14th of August was 60% higher than the average daily new depositing customers of the full second quarter 2023.

Events during the Q2 quarter

- The available cashflow from operations has improved in the second quarter by 101.92% from €803.633 at the end of Q1 2023 to €1,622.723 at the end of Q2 2023.
- The short-term unsecured borrowing of €1,000,000 obtained last year is now expected to be repaid during H2 2023 and H1 2024.
- The Group's fully owned proprietary I-Gaming platform is an important asset. During Q2 2023 the Group continued to invest its existing resources into state-of-the-art functions and features, resulting in a continued competitive, cost effective and user-focused I-Gaming platform with a high end-user entertainment value. All the brands operated on a B2B basis were fully operational during the second quarter on the latest version of the technical platform. The move of the existing brands to the latest version of the platform has been prioritized during the quarter and the three new B2Bcasino projects announced earlier are now expected to go live later in 2023.

- 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. Both these projects continue to grow their revenues although still representing a small part of the Group’s revenues.
- The Annual and Sustainability report together with the Audited Financial Statements for 2022 were published on the 28th of April 2023.
- The Shareholders meeting approved to put in place a new Share Option Scheme to incentivise key personnel in the Company and its subsidiaries. For this purpose, up to 2,880,000 ordinary shares of nominal value €0.01 each may be issued (being, in aggregate, the equivalent of 3.7% of the resulting total issued share capital of the Company) having 1 vote per share and all other rights pari passu with all already issued ordinary shares in the Company.

Events after the quarter

- The Board of Directors have decided that Premiergaming Ltd, one of the Group’s subsidiaries, will apply for a renewal of its Swedish online casino license and at the same time will apply for a Betting license.

Key Facts for half-yearly 2023 (1st January 2023 – 30th June 2023)

All figures are compared to half-yearly 2022 if not explicitly stated otherwise.

- Revenues increased by 27.82% to 18,886,861 (€14,776,411).
- EBIT increased to €2,178,415 (-€209,423).
- EBIT margin of 11.53% (-1.42%).
- Customer deposits increased by 8.78% to €35,288,218 (€32,439,683).
- 49.13% decrease in new registered customers to 84,393 (165,893).
- 21,153 new depositing customers (27,529), decrease of 23.16%.
- Net Profit of €1,363,439 (-€1,176,380).
- Earnings per share of €0.0182 (-€0.0157).

Key Performance Indicators (EUR)

	Q2 2023	Q2 2022	Jan-Jun 2023	Jan-Jun 2022
Customer Deposits	€ 17 688 865	€ 15 202 758	€ 35 288 218	€ 32 439 683
Active Customers	36 638	76 785	67 594	145 030
New Registered Customers	30 990	91 142	84 393	165 893
New Depositing Customers	9 646	14 344	21 153	27 529
Gross Game Win	€ 10 850 433	€ 8 341 651	€ 21 932 487	€ 17 591 900
Net Game Win	€ 10 382 910	€ 7 876639	€ 20 776 283	€ 16 632 780
Hold	58.7%	51.8%	58.9%	51.3%

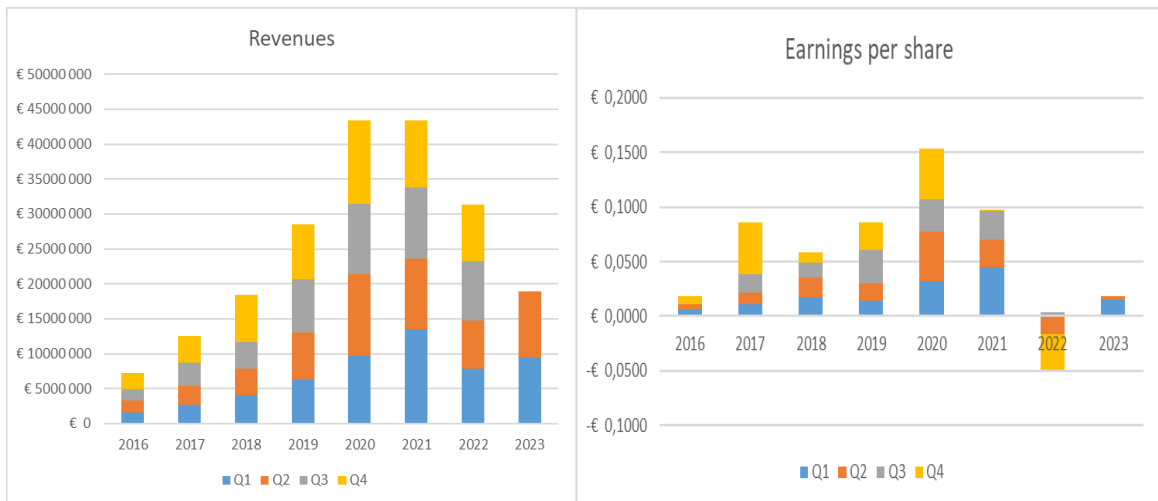
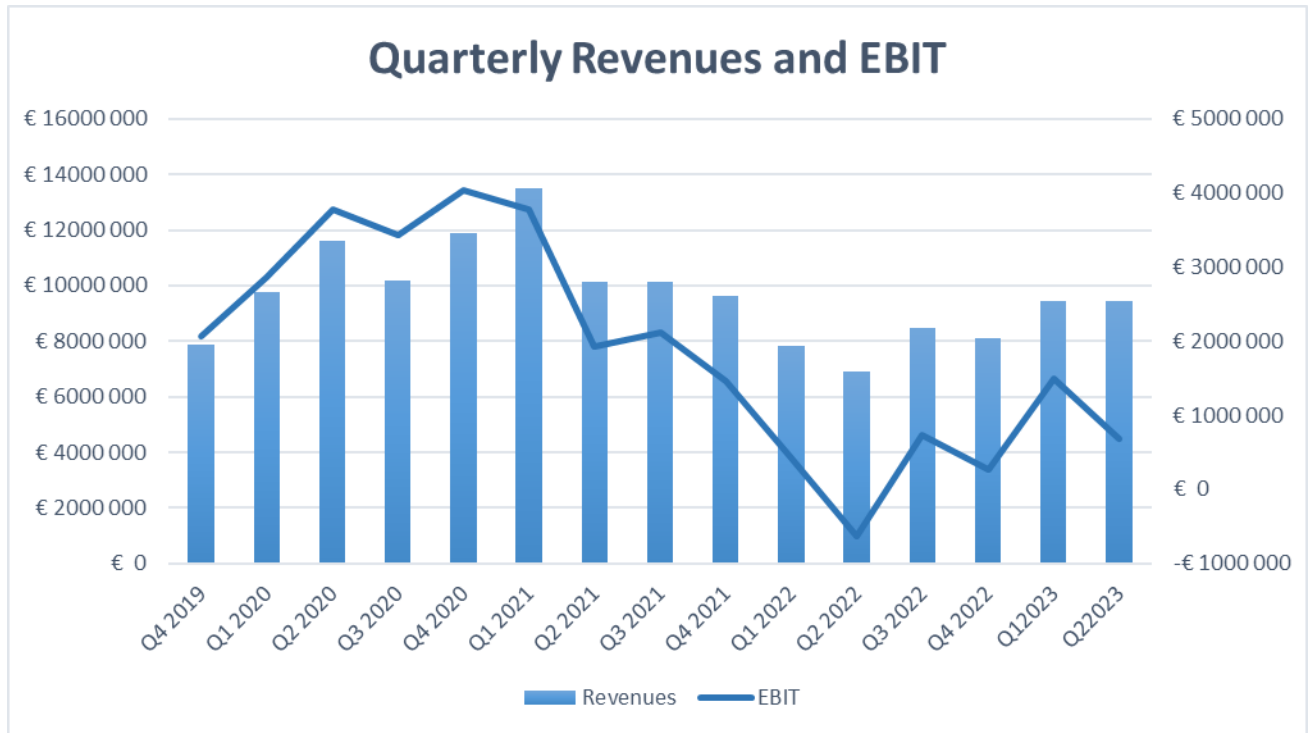
* Definition Active Customers: Customer that wagered at least one bet in the indicated period

** 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 Game Win / Customer Deposits



Comments from the CEO (Thomas Kalita)



The strong growth momentum from the first quarter continued in the second quarter which is of course very encouraging. In addition, the third quarter has started strong in terms of revenues and new depositing customers, both when comparing to the second quarter this year and the third quarter previous year. We see a strong growth in all existing brands operated on a B2B basis, and we work hard to launch the new B-to-B brands as well. By applying for an extension of Premiergaming's Swedish license we have decided to focus more on this area as well, using the Group's latest version of the successful propriety I-Gaming platform.

Comparing the second quarter 2023 to the second quarter 2022 we saw an increase in EBIT with €1,303,151 and an improvement in Net Profit with €1,418,789.

Operational excellence is key to our future success in a competitive industry, but it is also important that we retain and enhance our innovative approach for even greater potential future success. We continue to invest in strong and innovative people, both existing and new stars. We are very pleased that the shareholders approved the stock option scheme for key persons making the Group an even more attractive employer.

During the second quarter we saw a decrease in new depositing customers. This is mainly a result of that several costly or unprofitable affiliate partnerships were closed down, and many others have been re-negotiated, prioritising long term sustainable business over short time revenues at high cost. Over time it is of course important with growth in new depositing customers, and it is satisfying that the third quarter has started with strong growth in new depositing customers.

It is encouraging that the operational cashflow is growing and we continue to have strong focus to reduce our main cost drivers part of the revenues, particular within cost of sales.

In summary we are on the right path, but we must continue to focus on growth and even harder on cost control. Not always an easy balance but a very important one going forward.

Consolidated Income Statement Euro

30 June 2023

	Q2 Group	Q2 Group	Full year Group	Group	Group	Q2 Angler Gaming PLC	Q2 Angler Gaming PLC
	Apr - Jun	Apr - Jun	Jan - Dec	Jan - Jun	Jan - Jun	2023	2022
	2023	2022	2022	2023	2022	2023	2022
	€	€	€	€	€	€	€
Revenue	9 458 630	6 927 414	31 399 824	18 886 861	14 776 411		
Cost of services sold	(7 102 134)	(5 897 427)	(24 069 680)	(13 266 005)	(11 514 429)		
Gross profit / (loss)	2 356 496	1 029 987	7 330 144	5 620 856	3 261 982	-	-
Marketing expenses	(436 277)	(389 367)	(1 357 131)	(848 211)	(892 330)	(16 757)	(16 090)
Personnel expenses	(604 483)	(584 717)	(2 433 591)	(1 235 282)	(1 231 246)	(61 689)	(73 172)
Other external expenses	(637 000)	(680 345)	(2 653 853)	(1 354 411)	(1 343 315)	(25 668)	(14 326)
Capitalised development costs	-	-	-	-	-	-	-
Depreciation, amortization	(2 247)	(2 220)	(11 084)	(4 537)	(4 514)	-	(24)
Other operating income/expenses	-	-	-	-	-	9 900	9 900
Operating expenses	(1 680 007)	(1 656 649)	(6 455 659)	(3 442 441)	(3 471 405)	(94 214)	(93 712)
Operating profit / (loss)	676 489	(626 662)	874 485	2 178 415	(209 423)	(94 214)	(93 712)
Financial income / (expenses)	(447 046)	(564 113)	(2 141 917)	(811 131)	(965 026)	(8 200)	(1 142)
Income / (Loss) before tax	229 443	(1 190 775)	(1 267 432)	1 367 284	(1 174 449)	(102 414)	(94 854)
Extraordinary events	-	-	(2 453 364)	-	-	-	-
Total Income / (Loss) before tax	229 443	(1 190 775)	(3 720 796)	1 367 284	(1 174 449)	(102 414)	
Tax	(2 077)	(648)	413 167	(3 845)	(1 931)	-	-
Net income / (loss) for the period	227 366	0	(3 307 629)	1 363 439	(1 176 380)	(102 414)	(94 854)
No of shares	74 984 995	74 984 995	74 984 995	74 984 995	74 984 995		
Basic and dilute earnings per share	0,0030	(0,0159)	(0,0441)	0,0182	(0,0157)		

*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

**Consolidated Statement of Financial Position
for the period ended 30 June 2023**

	Group Period end June 2023	Group Period end June 2022	Angler Gaming plc Period end June 2023	Angler Gaming plc Period end June 2022
	Euro	Euro	Euro	Euro
Assets				
Non-current assets				
Investment in subsidiaries **	-	-	101 998	101 999
Intangible assets	1 216 772	1 218 738	-	-
Property, plant and equipment	26 449	9 072	-	50
Total non-current assets	1 243 221	1 227 810	101 998	102 049
Current assets				
Trade and other receivables **	12 934 917	10 756 393	14 332 544	5 039 723
Cash and cash equivalents	1 622 723	978 721	36 153	4 051
Total current assets	14 557 640	11 735 114	14 368 697	5 043 774
Total assets	15 800 861	12 962 924	14 470 695	5 145 823
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	3 617 849	4 360 900	10 698 345	1 387 516
	6 360 829	7 103 880	13 441 085	4 130 256
Creditors : amounts falling due within one year				
Trade and other payables **	9 458 651	5 446 016	1 029 610	1 015 567
Taxation payable	(18 619)	413 028	-	-
Total liabilities	9 440 032	5 859 044	1 029 610	1 015 567
Total equity and liabilities	15 800 861	12 962 924	14 470 695	5 145 823

Angler Gaming plc
Cashflow report for the period ended 30 June 2023

**Consolidated Statements of Cashflow Position
for the period ended 30 June 2023**

	Group Year end June 2023 Euro	Group Year end June 2022 Euro	Company Year end June 2023 Euro	Company Year end June 2022 Euro
Cash flow from operating activities				
Profit / (Loss) before taxation	1 367 284	(1 174 449)	(184 377)	(6 567 534)
Reconciliation to cash generated from operations:				
Depreciation	4 538	4 520	-	50
Minority Interest				
Taxation	(9 799)		-	-
Operating profit before working capital changes:	1 362 023	(1 169 929)	(184 377)	(6 567 484)
Movement in trade receivables	(1 941 326)	1 611 870	-	-
Movement in other debtors	(3 281 536)	(181 345)	(28 230)	5 516 849
Movement in trade payables	251 199	370 919	-	14 093
Movement in other creditors	4 039 827	1 061 725	18 997	1 015 102
Net cash used in operating activities	430 187	1 693 240	(193 610)	(21 440)
Cash flow from investing activities				
Cash issued by shareholders	-	-	-	-
Intangible fixed assets	(2 493)	(469)	-	-
Tangible fixed assets	-	-	-	-
Investment in subsidiaries		-	1	.
Net cash generated from/used in investing activities	(2 493)	(469)	1	-
Cash flows from financing activities				
Dividends proposed and paid		(6 373 725)		
Short term loans		-	-	
Intra-group finance	-	-	224 070	
Net cash generated from financing activities	-	(6 373 725)	224 070	-
Net movement in cash and cash equivalents in the year	427 694	(4 680 954)	30 462	(21 440)
Cash and cash equivalents at beginning of the year	1 195 029	5 659 675	5 691	25 490
Cash and cash equivalents at end of year	1 622 723	978 721	36 153	4 050

Other Information

This report has not been reviewed by the Company's Auditor.

Upcoming reports:

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

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

Malta, 17th of August 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.