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COVID-19 Update

- Accurate full year guidance difficult given uncertainty surrounding COVID-19.
- Situation remains highly uncertain, but COVID-19 will have a significant impact on business.
- On Sunday March 15th we took precautionary action and temporarily closed our Connecticut retail venues (the State announced mandatory temporary closure of OTB's, bars and restaurants the next day).
- We strengthened our online capabilities during 2019 so we are better positioned to deliver digital service wherever possible.
- We initiated a Sportech COVID-19 response task force and continue to work closely with all constituencies.
- Notwithstanding this uncertain short-term outlook, we remain focused on maintaining the Group's financial strength with £11m net cash and no debt as of the end of February 2020.

2019 Scorecard

2019 Financial Review

2019 Operating Review

2020 Playbook

Richard McGuire

Chief Executive Officer

Tom Hearne

Chief Financial Officer

2019 Scorecard

The Year's Key Developments

- **ACCOUNTABILITY** Bolstered senior management team – focus on accountability and delivery.
- **IMPROVED KPI'S** Expanded performance measures beyond EBITDA, promoting ownership culture.

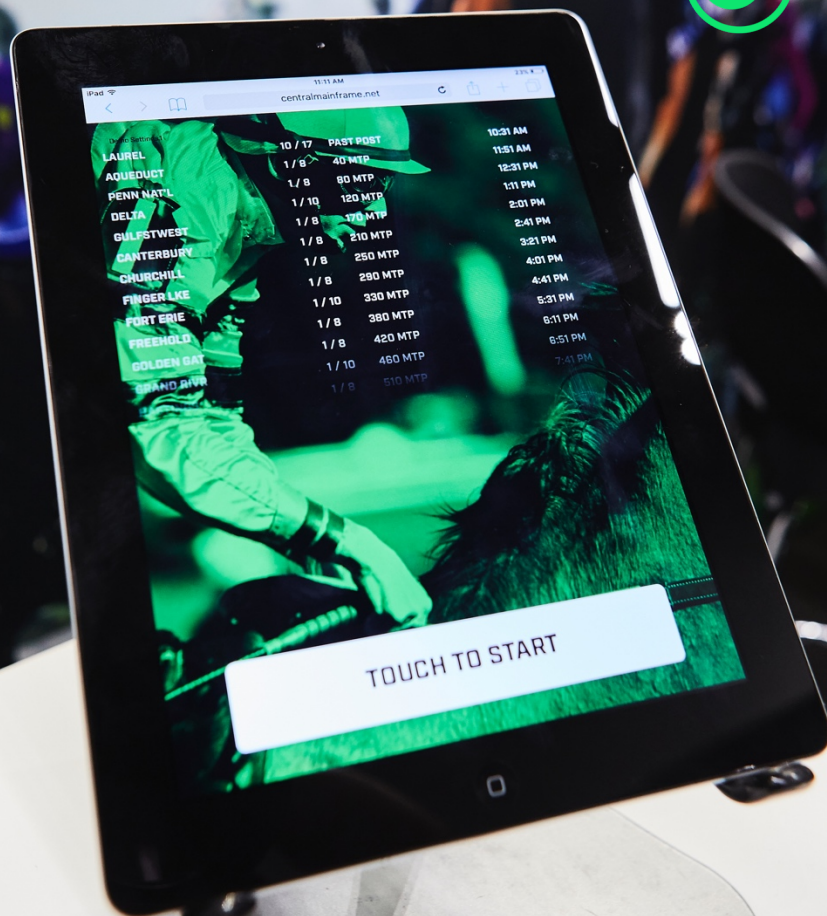
GROUP CAPEX **-24%***

CORPORATE COSTS **-28%***

OPERATIONAL CASH GENERATION **+27%.***

- **RESTRUCTURING** Exceptional charges decline as we exit historic situations.
- **TOTE** Enhanced global Tote technology position resulted in service revenue growth.
- **DIGITAL** 2019 investment, team in place, ready to go.
- **VENUES** Challenging operational leverage.
- **BUMP 50:50** Record revenue growth; investment costs impacted EBITDA; poised for growth.

* Reported Currency 2018



Financial Review

Tom Hearne
Chief Financial Officer



Sportech



Financial Summary

£000's		vs 2018 Reported Currency	Constant Currency vs 2018	Constant Currency ⁵ 2018	Reported Currency 2018
	2019				
Revenue	64,783	+2.1%	(1.8%)	65,972	63,462
Gross Profit	46,887	+2.3%	(1.3%)	47,483	45,843
Contribution ¹	45,415	+3.0%	(0.6%)	45,673	44,111
Adjusted EBITDA before sports betting investments ²	9,313		(5.2%)	9,821	7,968
Adjusted EBITDA ³	7,540		(9.7%)	8,346	6,540
Loss before tax from continuing operations	(8,430)				(2,662)
Adjusted profit from continuing operations ⁴	(805)				559

1. Contribution is defined as gross profits, less marketing and distribution costs.
2. Excludes sports betting investments during the period, amounting to £1,773k (2018: £1,428k)
3. Adjusted EBITDA is earnings before interest, taxation, depreciation and amortisation, share option charges and separately identifiable items as reported in Note 1 of the financial statements.
4. Adjusted profit from continuing operations is the aggregate of adjusted EBITDA, normalised share option charges, depreciation, amortisation (excluding amortisation of acquired intangibles), and normal finance charges.
5. Constant currency prior year comparatives have also been restated for IFRS 16 to aide comparability.



Revenue Components

£000's	2019	2018
Racing and Digital – service revenue	33,103	31,748
Racing and Digital – sales revenue	1,420	1,731
Bump 50:50 – revenue	2,002	1,530
Total Racing and Digital	36,525	35,009
Venues – wagering revenue	24,431	26,702
Venues – F&B Stamford	1,975	2,379
Venues – F&B other	2,420	2,577
Total Venues	28,826	31,658
Inter-divisional elimination	(568)	(695)
Total (net of inter-divisional elimination)	64,783	65,972

Presented using constant currency for 2018

Racing & Digital Summary Financials



£'000s	2019	Constant Currency 2018	Reported Currency 2018
Sales revenue	1,420	1,731	1,726
Service revenue	35,105	33,278	32,278
Total revenues	<u>36,525</u>	<u>35,009</u>	<u>34,004</u>
Contribution	31,431	30,088	29,277
Contribution margin	86.1%	85.9%	86.1%
Adjusted operated expenses, net	<u>(22,845)</u>	<u>(21,081)</u>	<u>(20,634)</u>
Adjusted EBITDA	<u>8,586</u>	<u>9,007</u>	<u>8,643</u>
Intangible assets capitalised	2,602	3,250	3,095
Purchase of PPE	<u>971</u>	<u>1,603</u>	<u>1,529</u>
Total capex in year	<u>3,573</u>	<u>4,853</u>	<u>4,624</u>

2018 at constant currency
also restated for IFRS 16



Venues Summary Financials

£'000s	2019	2018 Constant Currency	2018 Reported Currency
F&B – Stamford	1,975	2,379	2,272
F&B - Other	2,420	2,577	2,452
F&B - Total	4,395	4,956	4,724
Wagering revenue	24,431	26,702	25,399
Total revenues	28,826	31,658	30,123
Contribution	13,984	15,635	14,886
Contribution margin	48.5%	49.4%	49.4%
Adjusted operated expenses, net	(11,756)	(12,775)	(13,473)
Adjusted EBITDA	2,228	2,860	1,413
PPE – Stamford	-	-	-
PPE – Other	198	421	398
PPE - Total	198	421	398

2018 at constant currency
also restated for IFRS 16



Revenue to Adjusted EBITDA

£000's	2019	2018
Revenues	64,783	65,972
Cost of sales	(17,896)	(18,489)
Marketing & distributions	(1,472)	(1,810)
Contribution	45,415	45,673
- margin	70.1%	69.9%
Staff costs	(26,018)	(25,578)
Property costs	(3,612)	(3,727)
Other costs	(6,472)	(6,547)
Total "adjusted" costs	(36,102)	(35,852)
ADJUSTED EBITDA	9,313	9,821

Adjusted EBITDA excludes Sports Betting costs.

2018 numbers are in constant currency and restated for IFRS 16.



Cashflow

£000's	2019	2018
Adjusted EBITDA	7,540	6,540
Add: Sportech Racing BV sale	236	2,411
Less: Other Acquisition, disposal, and JV items	(913)	(183)
Capitalised software	(2,648)	(3,106)
Property plant and equipment	(1,169)	(1,927)
Payment of lease liabilities	(1,879)	-
Exceptional Items*	(1,731)	(1,833)
Working capital and other	546	(1,002)
Tax paid and interest, net	(1,318)	(1,966)
FX Impact	(407)	(91)
Net cashflows in year	(1,743)	(1,157)
Opening cash	14,728	15,885
Closing cash, excluding customer balances	12,985	14,728

* 2019 Exceptional items include Restructuring costs £982k, Pension scheme buyout £570k, tax and legal costs £109k and other £70k.



Balance Sheet

£000's	Non-current	Current	Combined
Goodwill	604	-	604
Intangible, PPE, Right of Use	38,923	-	38,923
Cash, net of customer liabilities	-	12,985	12,985
Trade receivables	311	5,403	5,714
Other receivables	188	2,200	2,388
Inventories	-	2,616	2,616
Deferred tax asset	897	(89)	808
Tax liabilities	-	(4,880)	(4,880)
Trade payables	-	(10,273)	(10,273)
Lease and financial liabilities	(6,881)	(1,343)	(8,224)
Retirement benefits	(1,079)	-	(1,079)
Provision	(1,026)	(579)	(1,605)
	31,937	6,040	37,977

Cash and Trade payables are net of customer liabilities

Operating Review

Richard McGuire
Chief Executive Officer



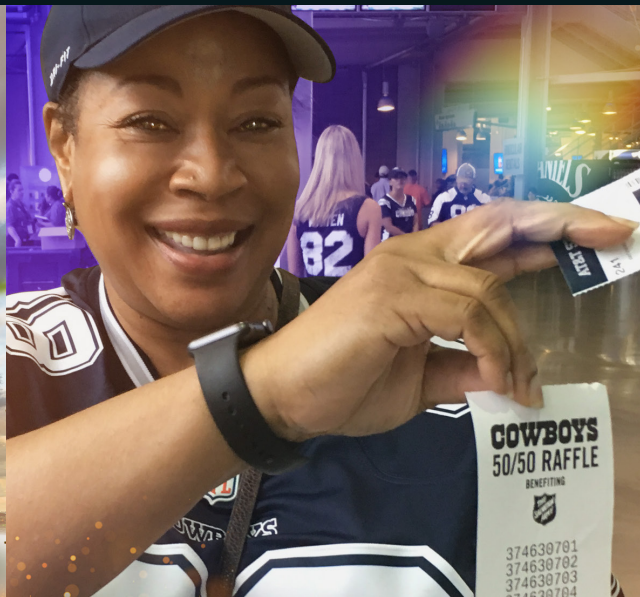
Sportech

2019 Operating Divisions



RACING AND DIGITAL

Leading supplier of betting technology solutions to the global gaming industry.



BUMP 50:50

Innovative digital fund raising raffle solutions for charitable foundations.



VENUES

Hold rights to conduct online and retail pari-mutual betting in Connecticut, US.

Connecticut Sports Betting

- Targeted strategic advocacy campaign in 2019 to promote legal online and retail Sports Betting in the State of Connecticut.
- Campaign firmly positioned Sportech as a trusted “ready and regulated” partner to the State.
- Targeted Campaign re-started February 2020.
 - Government Relations / Lobbying
 - Multiple rounds of public testimony
 - Targeted Marketing Campaigns
 - Media interviews – TV, radio, opinion pieces
 - Advocacy microsite

www.sportsbettingforct.com

SPORTS BETTING NOW. READY. REGULATED.

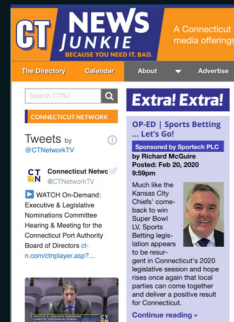
A SIMPLE SOLUTION TO THE SPORTS BETTING ISSUE...



THE ONLY GAMING OPERATOR IN CT LICENSED TO TAKE ONLINE BETS.



BETTING IS WHAT WE DO.



CONNECTICUT SPORTS BETTING

The Exclusivity Debate

The assertion is that Sports Betting is a casino game form your own opinion:

1. Sports betting is not authorized under either Tribal Compact may not conduct any form of Class III gaming which is not set out unless the agreements are subsequently amended.”
2. Authorizing sports betting would not relieve the Tribes of I to the State. Sports betting is neither a “video facsimile” nor
3. The Indian Gaming Regulatory Act (IGRA) defines “casino” separately and different than “sports betting”, which has it Therefore, equally, the exclusivity provisions set forth to prohibit competing casino gaming would not be implicated by the “Sports Betting”.
4. Granting the Tribes the exclusive right to operate sports was the Federal and State Constitution. In 2015, Former Attorney General M. Blawie granted the exclusivity of sports betting to the Mashantucket and Mohegan Tribes, and the Lottery.

However, there is a simple solution: License online Sports Betting to existing CT gaming operators Mashantucket and Mohegan Tribes, and the Lottery.

Let's Go, Connecticut

Sportech Ventures, Inc. holds the exclusive license to conduct pari-mutuel betting in Connecticut through its various and online. **BETTING IS WHAT WE DO. We employ 400 people in CT and are now**



CONNECTICUT SPORTS BETTING

Sports Betting is an ONLINE BUSINESS. Any less and you're on the bench.

US Sports Betting Market Analysis (Feb 2020)

Sports Betting was traditionally a retail business but has transitioned quickly in the US to be principally an online business. Licensing is online first, then consideration to investment in venue operators is accepted. The physical locations essentially boost the online brand and help create the community, but the **core environment is online.**

Forecast of the likely scale of the US Sports Betting market varies, primarily due to the differing gaming marketplace and the varying legislative and regulatory regimes from state to state. Predictions range from a very low \$8 billion to \$18 billion* Gross Gaming Revenue (GGR) by 2025, with current trends in states where Sports Betting has already been legalized suggesting that it will be towards the higher figure.

The most recent estimate from an investor presentation* of the overall market size suggests online play is expected to make up approximately 75% of the US Sports Betting market.

From the legislated New Jersey market, as illustrated by the table to the right, it is clear that online Sports Betting will dominate the marketplace in states where the regulatory environment permits. **No online volume averaged \$4K over the last 12 months!**

An Associated Press report from the East Coast Gaming Congress in Atlantic City in June 2019 made the forecast, envisaging that enhanced security measures and increased adoption of internet connected devices will drive growth of the online Sports Betting market.



THE SPORTS BETTING SOLUTION.

- Provide the same in venue and online Sports Betting license to existing CT gaming operators, tax appropriately, and provide consumer protections.
- Reinforce equitable distribution of licenses to all four current license holders.
- Receive new revenue sources via regulated Sports Betting.
- Reduce illegal gambling and protect consumers.



SPORTS BETTING: THE GAME IS ONLINE

It is estimated that 90% of all US Sports Betting will be online and mobile within a decade.

NEW JERSEY STATS
Total = \$4.744 billion
Online = \$4.022 billion
In-venue = \$743 million





Racing & Digital

- Delivered first-ever “World Pool” event at Royal Ascot with partners Ascot Racecourse, Betfred Totepool, and Hong Kong Jockey Club.
- Contracted with Sports Information Services (“SIS”) to provide global pools for greyhound racing.
- Completed new POS betting solution suitable for a range of hardware options.
- Delivered dual language Spanish/English G4 and Digital Link® mobile to Camarero Racetrack.
- Delivered BetJet® Aero Terminals to Turkey Jockey Club.
- Continued development of a sports betting platform suitable for deployment to B2B clients.
- Reduced capex by 23%.

Innovation Lab: Flexible POS Software Solution



The image displays the Sportech flexible POS software solution in an Innovation Lab setting. The main focus is a white PAX tablet mounted on a stand, showing a 'Select Card' screen with a grid of race events. To the left, another tablet is mounted on a stand, displaying a betting slip. A smartphone is also visible on the counter. The background is a dark wall with a repeating pattern of the Sportech logo.

FINISH ORDERS		THREAT CODES	
BUY	\$0.00	THREAT CODES	\$0.00
CLEAR	\$0.00	THREAT CODES	\$0.00
REPEAT	\$0.00	THREAT CODES	\$0.00
SCAN TICKET	\$0.00	THREAT CODES	\$0.00
TOTAL	\$0.00	THREAT CODES	\$0.00

FINISH ORDERS		THREAT CODES	
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SCAN TICKET	\$0.00	THREAT CODES	\$0.00
TOTAL	\$0.00	THREAT CODES	\$0.00

Bump 50:50 Iconic Brand Partners

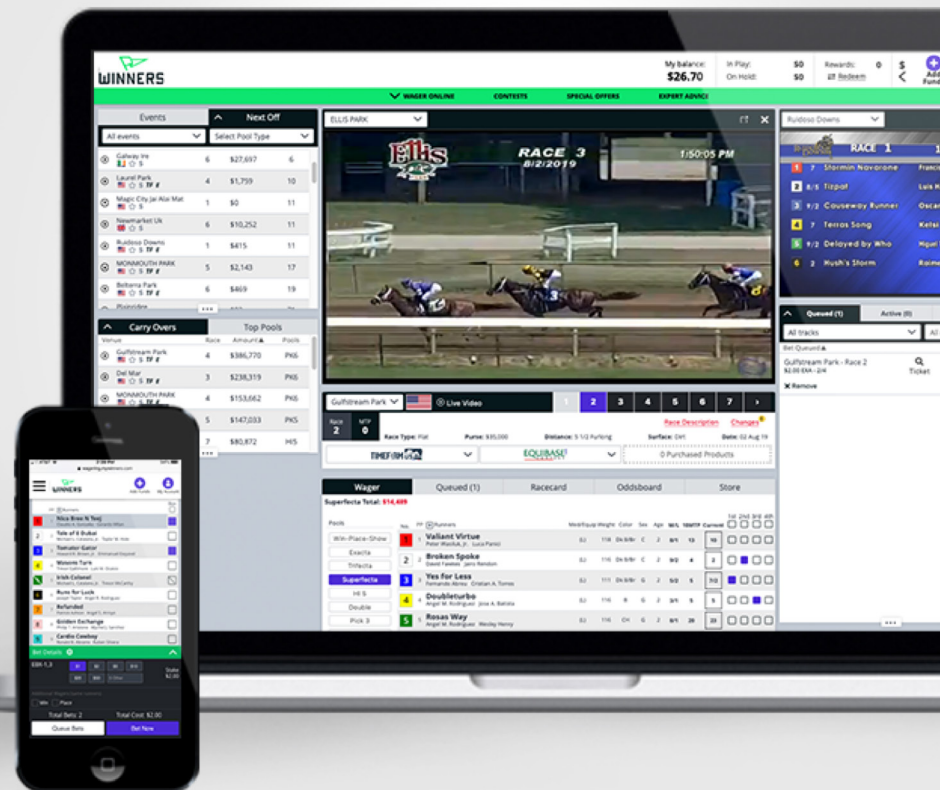


COLLEGE FOOTBALL
PLAYOFF



Venues 2019

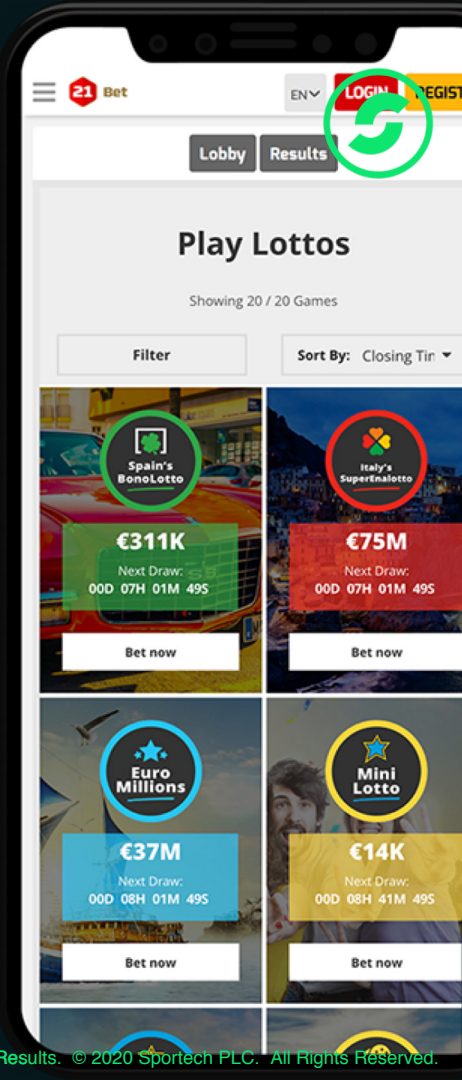
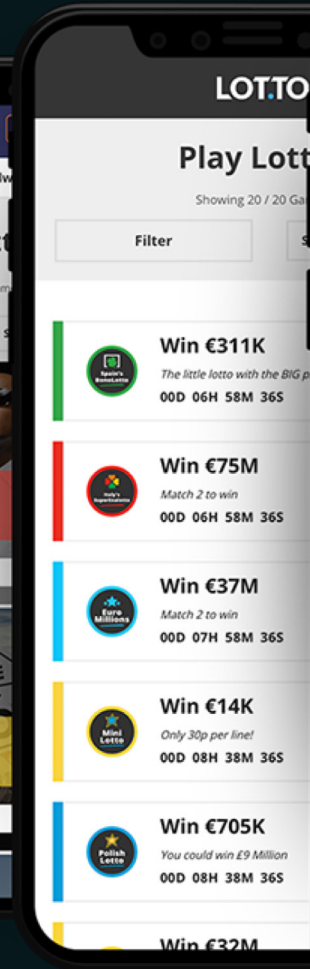
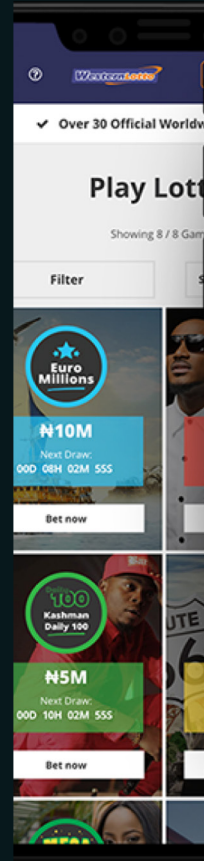
- Challenging operational leverage.
- Strengthened core licence protection; upside in 2020 and beyond.
- Overhauled online presence.
- Established estates management performance team.
- Capex -50%.
- Food & Beverage performance below expectations.
- Enhanced legislative position re: Sports Betting Opportunity.



Lottery

A Year of Development for Sportech Lottery

- New associate member of World Lottery Association.
- Significant strides in development of player account management, CRM and gaming management systems.
- Completed integration with global games provider Pariplay; to offer a wide range of online games, instant wins and digital scratch card content.
- Launched pilot of our Rapid Lotto format in South Africa; expect to see go live in mid 2020.
- Further developed responsible gaming tools via integrations with GBG and iovation Inc. to deliver superior identity management, location intelligence and fraud prevention tools to clients.



2020 Playbook

- Maintain and develop core Tote business, driving leading technological advances to our global client base via an enhanced operational platform.
- Develop key growth business units – Bump, Lottery, TOTE International, and Solutions.
- Drive digital development initiatives, with associated cost efficiencies, across all divisions.
- The relentless professional pursuit of a Sports Betting licence in Connecticut.
- Evaluate and execute material corporate opportunities, delivering tangible investor returns.



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