

Financial Year 2023 Results

31 August 2023

Aslot Limited (ASX: ADS)

Adslot.

Our Business Units & Revenue Models

	Product Description	Primary Revenue Model
Adslot Media.	A global digital media marketplace, enabling media buyers and sellers to trade premium display advertising on a targeted, forward-guaranteed basis (direct buys).	Trading Fees
Symphony.	A global enterprise SaaS platform, providing digital media buying workflow solutions to the world’s largest advertising agencies.	License Fees
<u>webfirm</u>	An Australian-based digital marketing services business, providing website design, hosting, search engine optimization (SEO), search engine marketing (SEM) and social media marketing services to SMBs.	Services Fees

FINANCIAL HIGHLIGHTS

CONTINUED IMPROVEMENT IN KEY FINANCIAL INDICATORS

- ✓ **License Fee** revenue up 6% on PCP*
- ✓ **Total Trading Technology** revenue up 2% on PCP
- ✓ Continued reductions in **Operating Costs**; down 3% against PCP
- ✓ Improved **Adjusted EBITDA** and **Adjusted NPAT*** performance; down 7% & 6% on PCP respectively

- Adjusted NPAT (loss): excluding Impairment losses of \$6.3M in FY23 & the reversal of one-off Provision Of \$1.5M for R&D Claim for Financial Year 2016 in FY22 from NPAT.



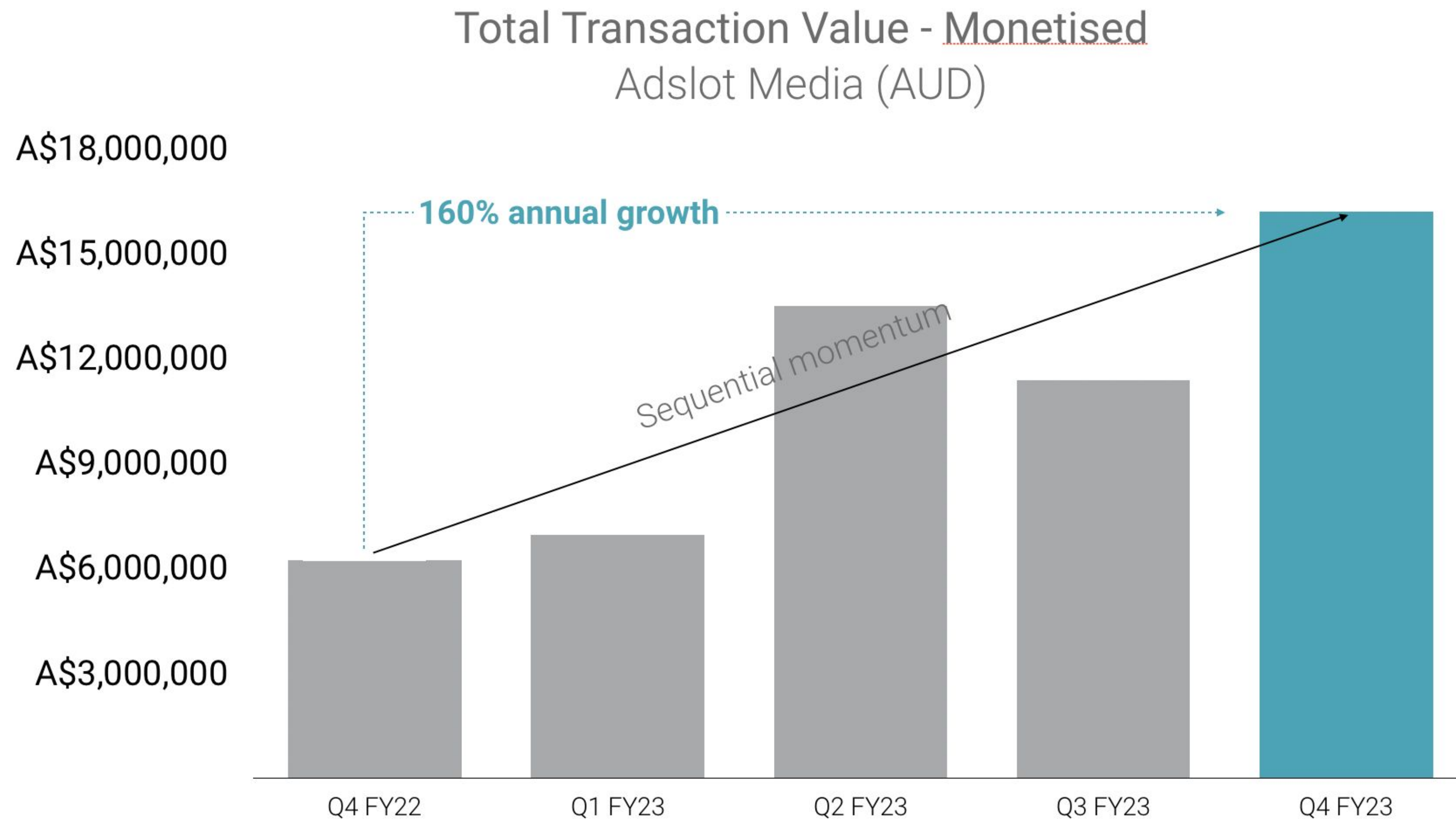
CONTINUED PROGRESS

THE 2023 FINANCIAL YEAR SAW IMPROVEMENT IN TRADING ACTIVITY ACROSS ADSLOT'S PLATFORMS

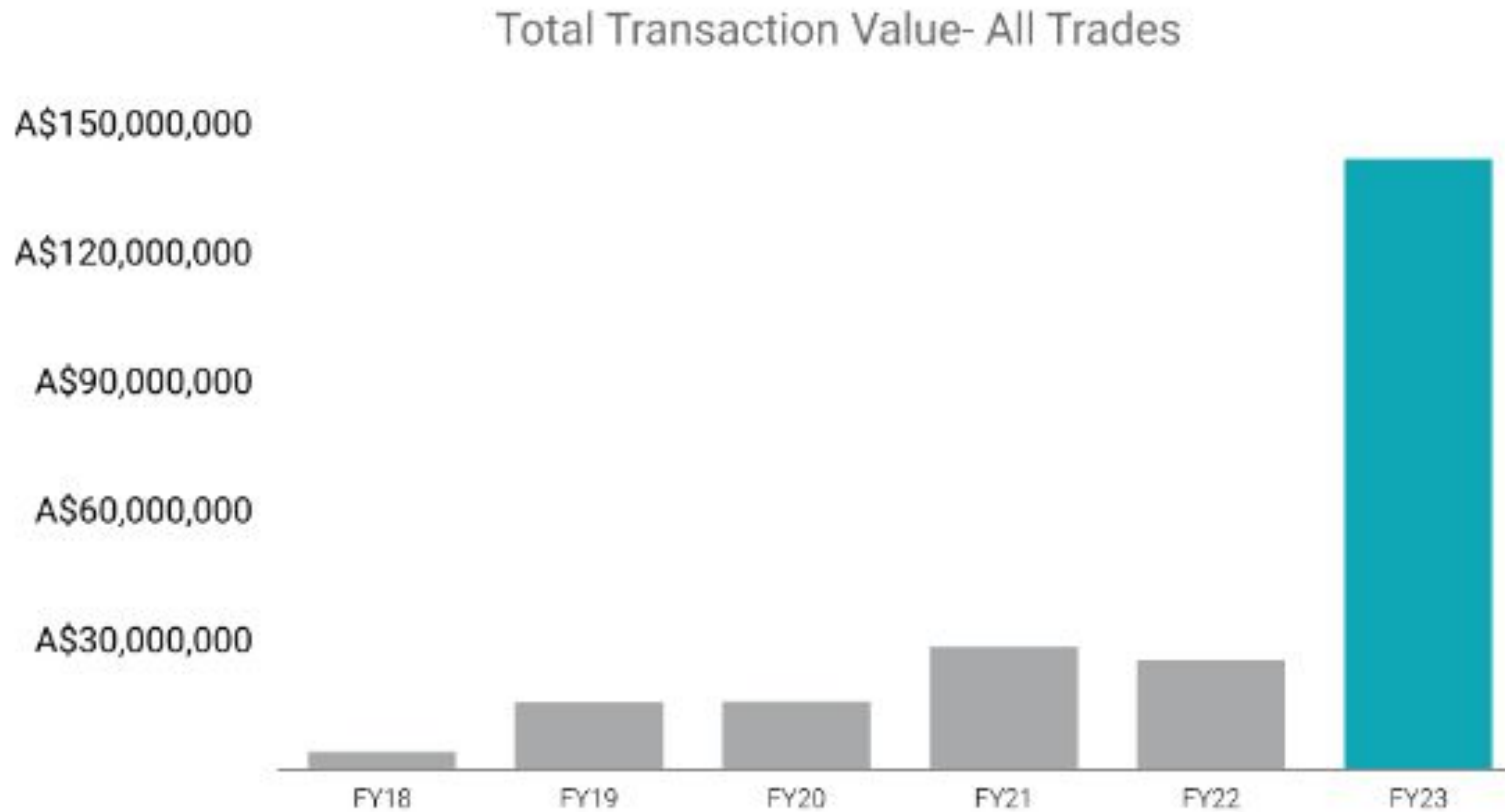
- ✓ 160% growth in monetised Total Transaction Value (TTV) across the full financial year
- ✓ Record quarterly TTV , both monetised and unmonetised, in the June 2023 quarter
- ✓ Successful activation of the integrated *Symphony – Adslot Media* solution in the Australian market
- ✓ Launch of the German market in October 2022 with strong agency and publisher support
- ✓ Re-activation of trading with key partners GroupM (UK) and IPG (US)
- ✓ Further growth in *Symphony* License Fees
- ✓ Successful completion of a \$4.25M capital raise from new and existing investors



STRONG IMPROVEMENT IN TTV PERFORMANCE



A CONTINUING TREND OF TTV GROWTH



OUR OBJECTIVES FOR FY2024

IN THE COMING YEAR, THE COMPANY WILL REMAIN FOCUSED ON THE FOLLOWING PRIORITIES:

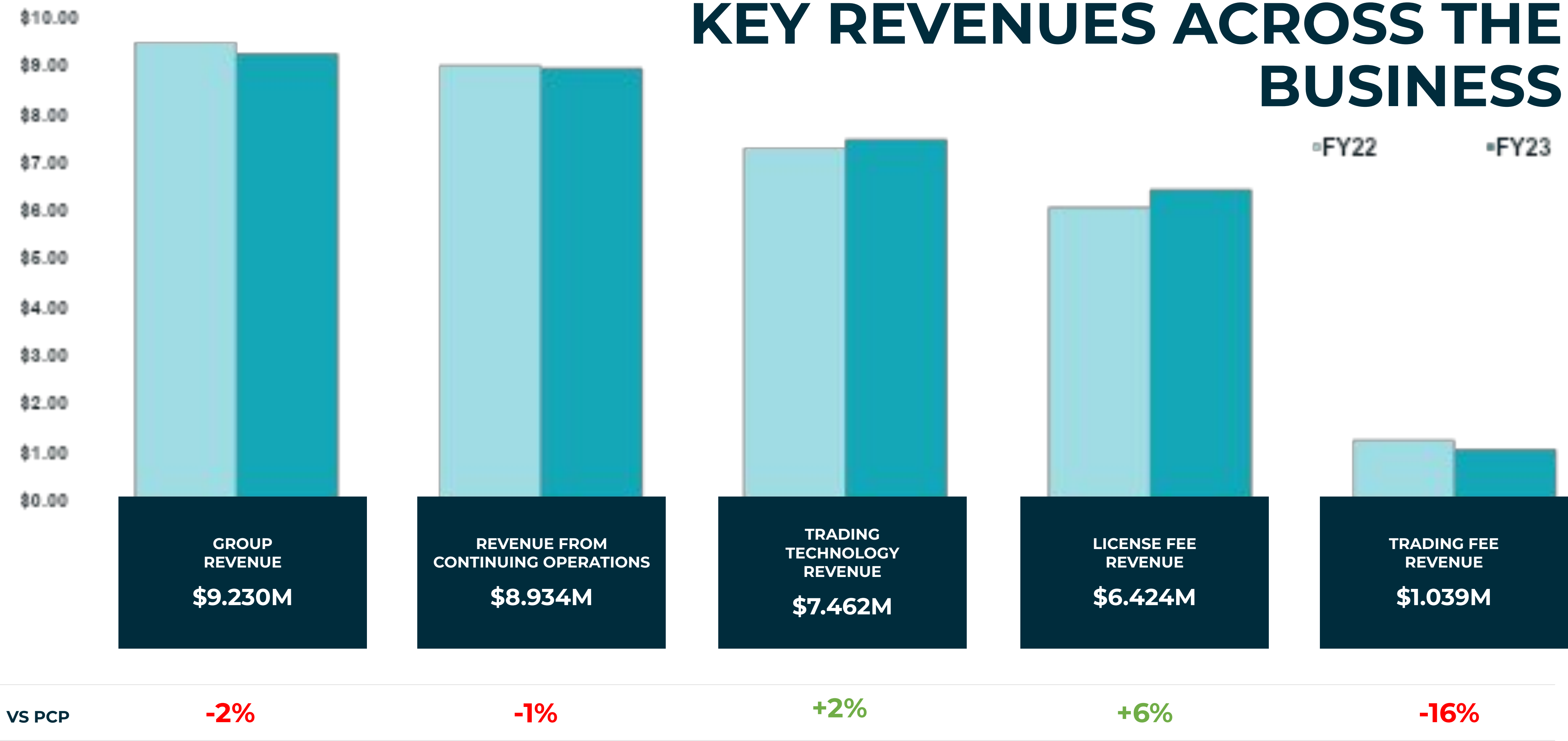
- ✓ Continued adoption of the integrated *Symphony - Adslot Media* solution in Australia and additional markets globally;;
- ✓ Scaling of trading in the United Kingdom via activation with GroupM agencies
- ✓ Expand trading with IPG entities, including Orion, in the United States market ;
- ✓ Leverage strong interest from agencies and publishers in the German market to generate strong trading ;
- ✓ Deploy additional *Symphony* markets with new and existing clients;
- ✓ Maintain a focus on cost management.





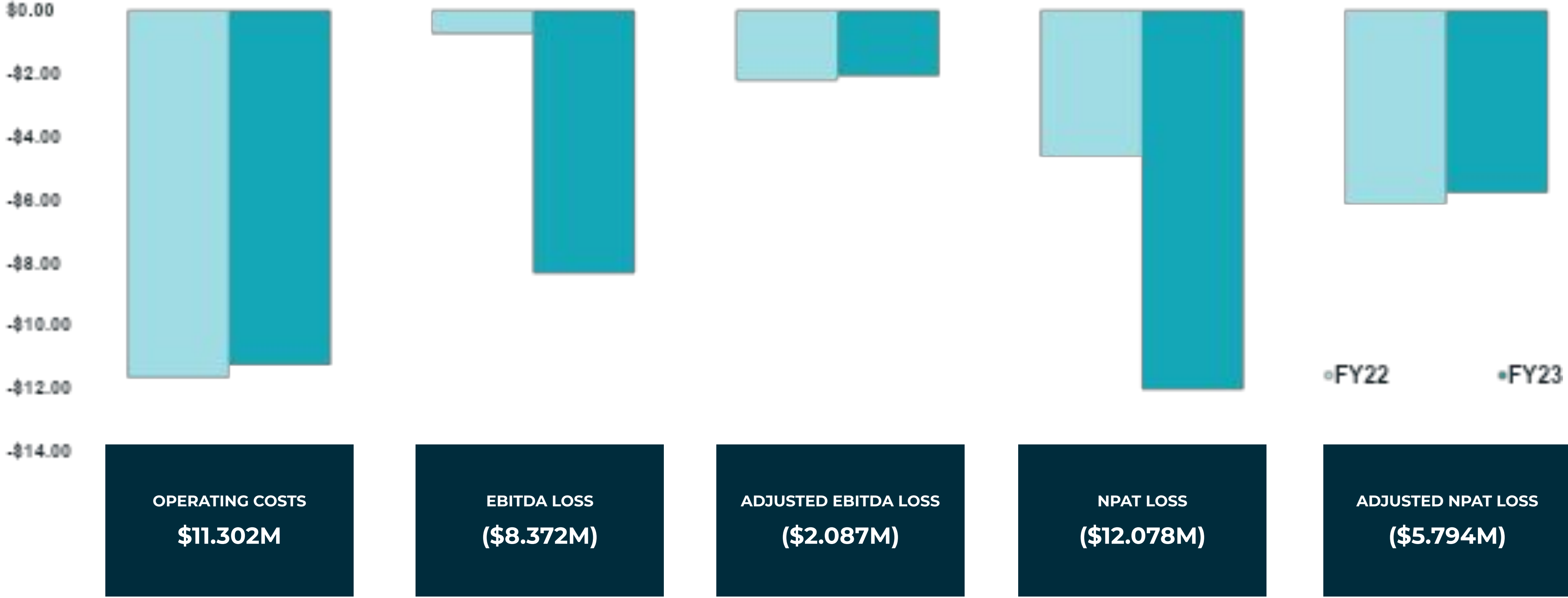
FINANCIAL PERFORMANCE

FY23 SAW GROWTH ACROSS KEY REVENUES ACROSS THE BUSINESS



- For the current period, Group Revenue includes Revenue from Continuing Operations (\$8.934M) and Grant Income (\$0.296M).
- The reduction in Group Revenue is due to reduction in; Services – SoW Revenue (\$0.238M down on PCP), grant income (\$0.174M down on PCP) due to \$0.177M PPP loan forgiving included in PCP & trading fee revenue (\$0.194M down on PCP). License fees (\$0.375M up on PCP)

FY23 REDUCED OPERATING COSTS, AND IMPROVED ADJUSTED EBITDA AND ADJUSTED NPAT



VS PCP

-3%

+1050%

-7%

+160%

-6%

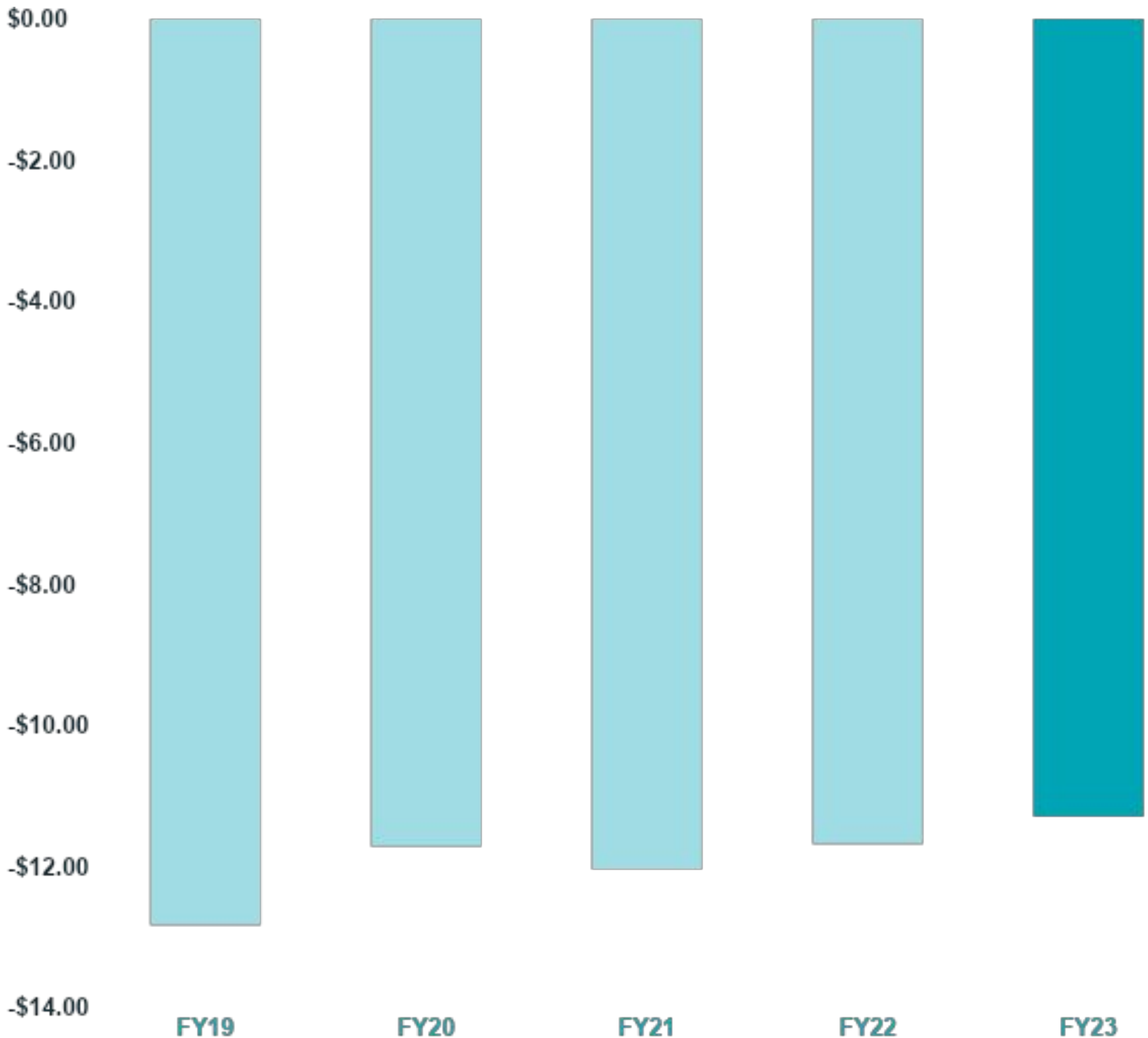
Adjusted EBITDA (loss) and adjusted NPAT (loss): excluding impairment losses of \$6.3M in FY23 & the reversal of \$1.5M one-off Provision for R&D Claim for Financial Year 2016 in FY22 (PCP) from EBITDA and NPAT. Original provision was made in December 2019

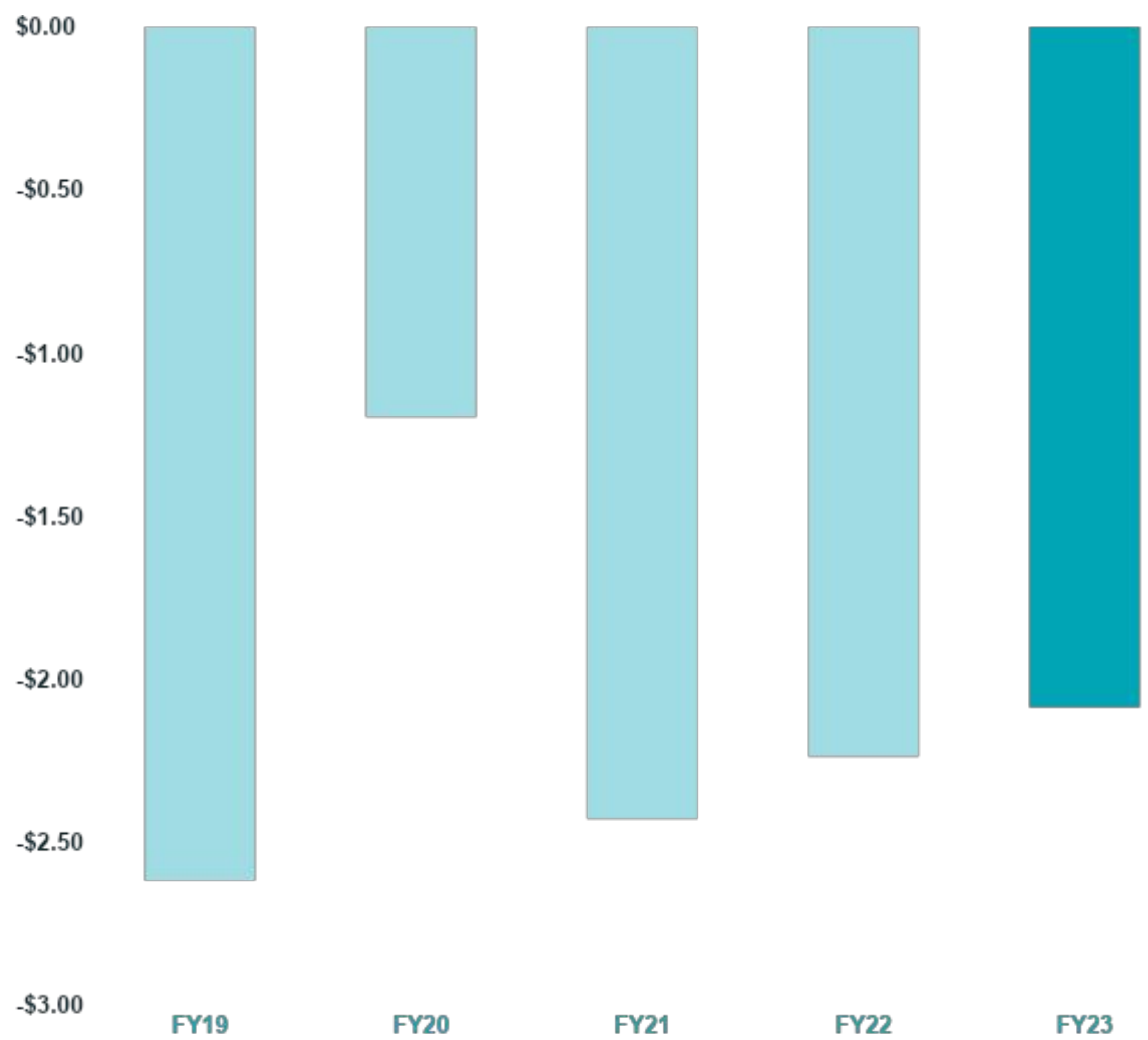
CONTINUED FOCUS ON OPERATING COSTS

- Total Operating costs of \$11.302M for the year were 3% lower on prior corresponding period (PCP)
- Operating Costs are Total Expenses excluding Depreciation and Amortisation, impairment of Goodwill, once off R&D Provision and Taxes.

**-3%
vs PCP**

OPERATING COST
\$11.302M





STRONG IMPROVEMENT IN FY23 ADJUSTED EBITDA LOSS

-7%
VS PCP

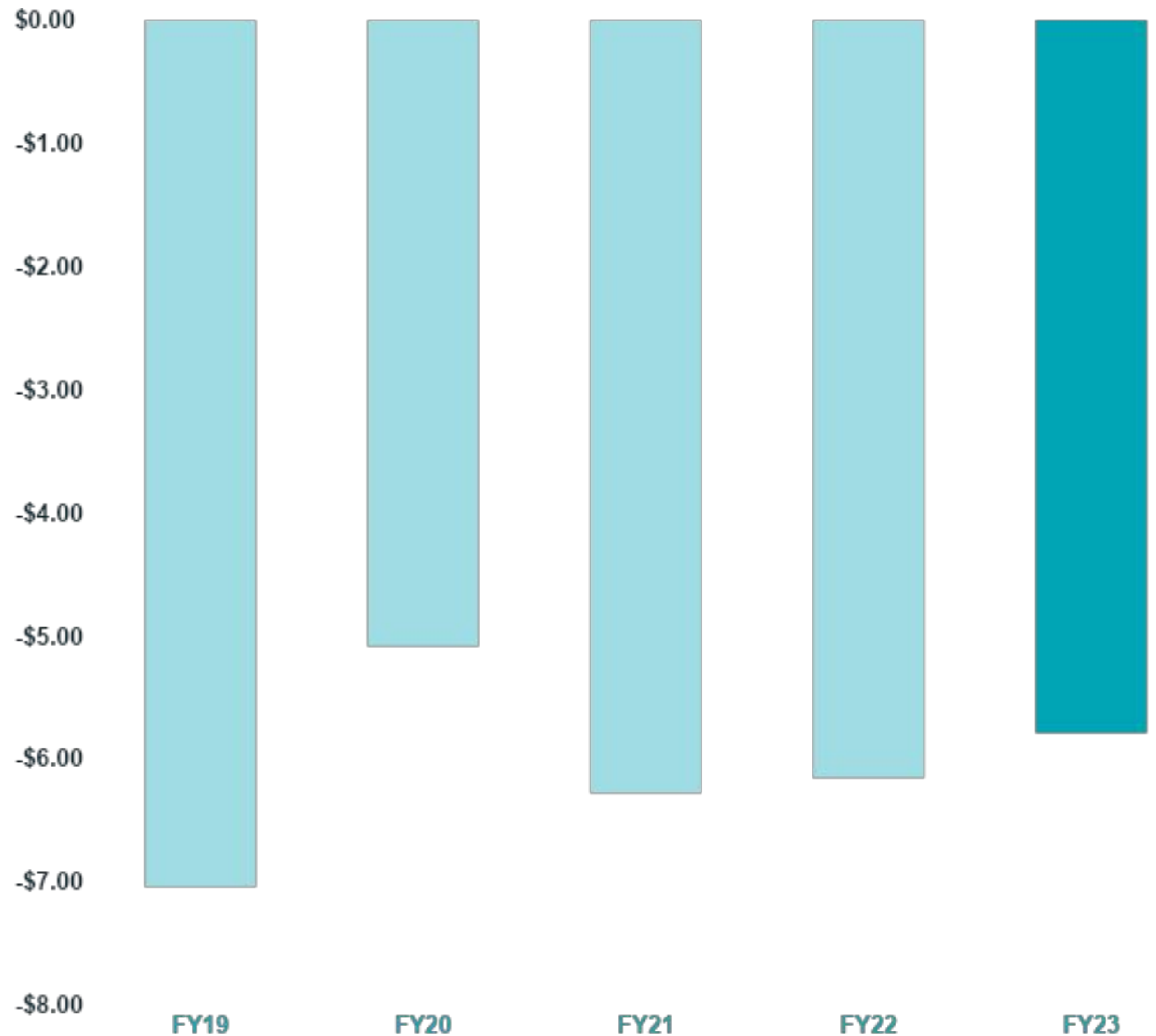
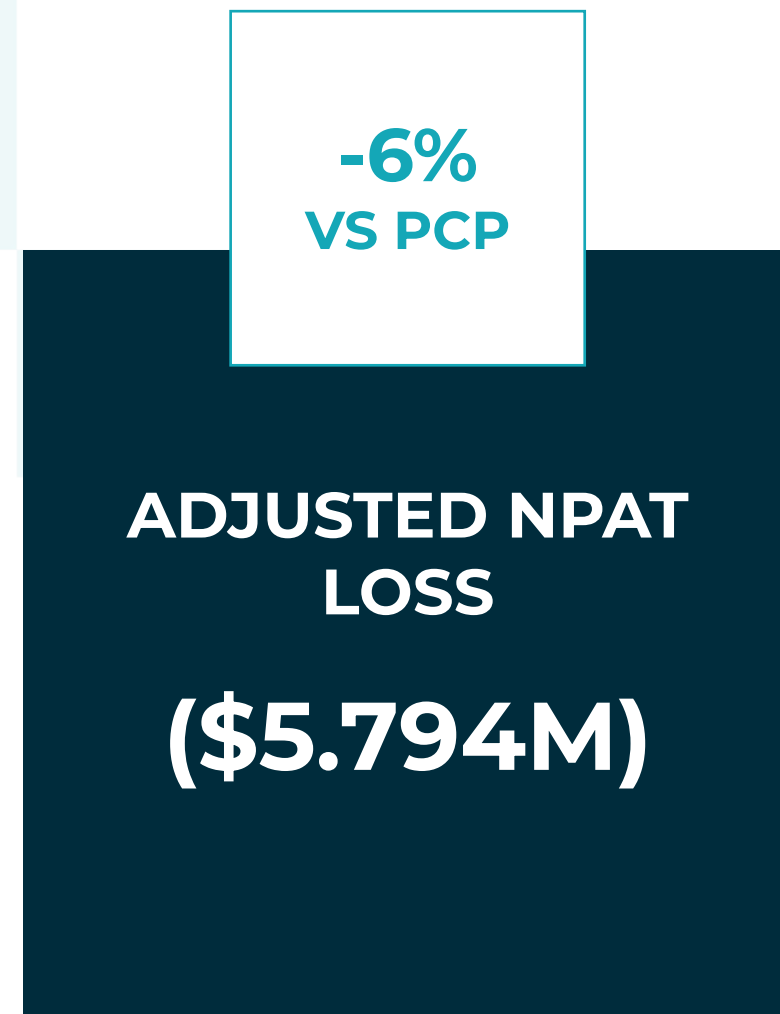
ADJUSTED EBITDA
LOSS
(\$2.087M)

— FY23 adjusted EBITDA loss of \$2.087M was a 7% improvement PCP

• Adjusted EBITDA (loss): excluding Impairment losses of \$6.3M in FY23 & the reversal of one-off Provision of \$1.5M for R&D Claim for Financial Year 2016 in FY22 from EBITDA.

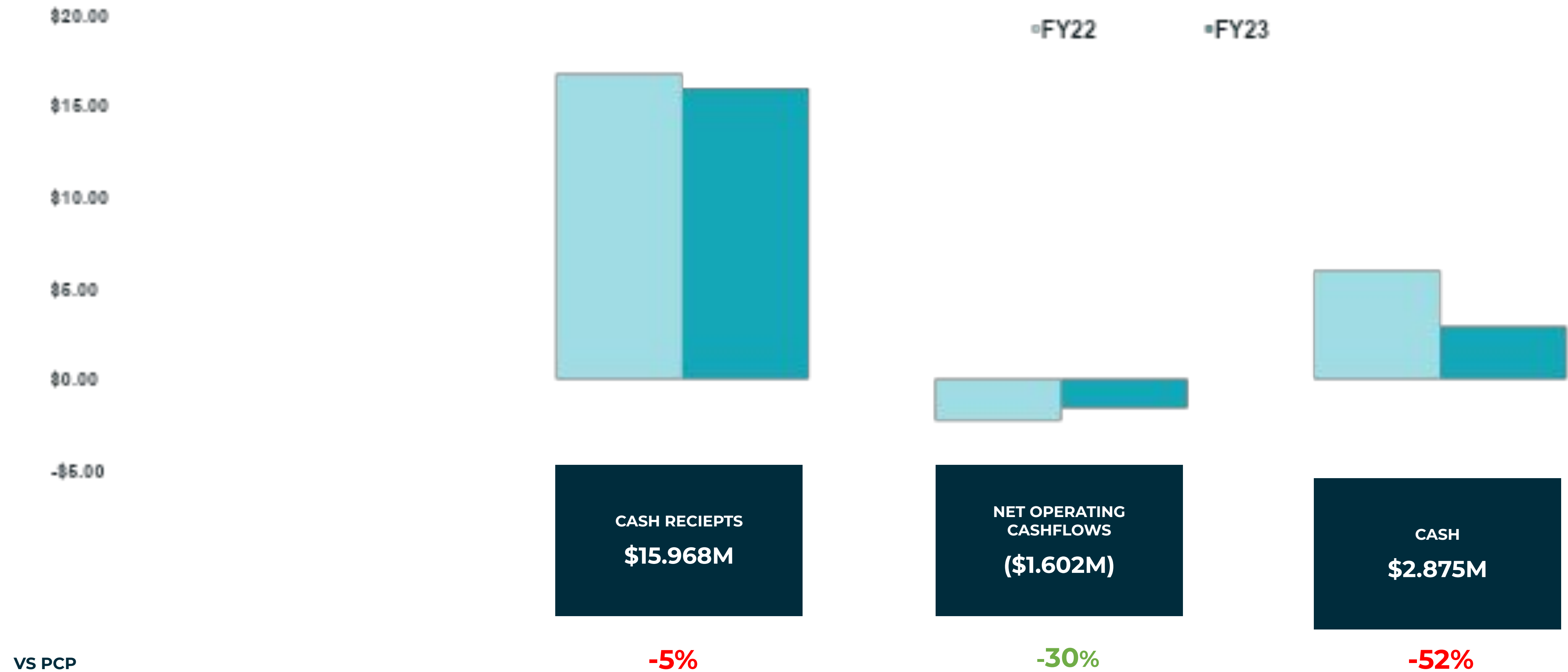
... AND IMPROVED ADJUSTED NPAT

- FY23 adjusted NPAT loss of \$5.794M was a 6% improvement PCP



• Adjusted NPAT (loss): excluding Impairment losses of \$6.3M in FY23 & the reversal of one-off Provision Of \$1.5M for R&D Claim for Financial Year 2016 in FY22 from NPAT.

IMPROVED NET OPERATING OUTFLOWS



- Net Operating outflows 30% improvement on PCP, despite having lower cash receipts. Lower cash balance in FY23 due to \$0.519M cash inflow from financing vs \$2.829M in PCP



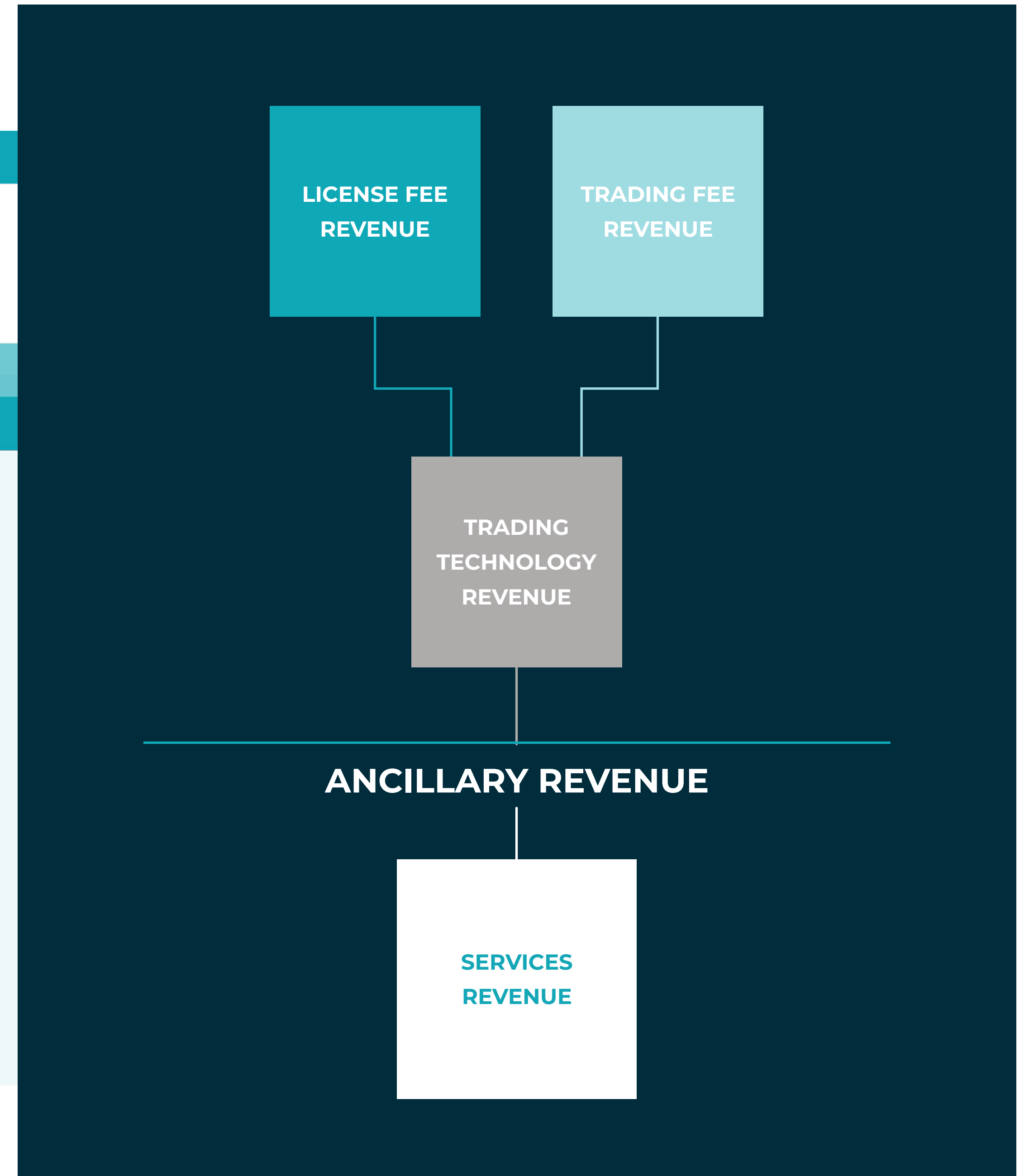
APPENDIX: REVENUE SEGMENTS

REVENUE SEGMENTS

THREE MAIN REVENUE SOURCES:

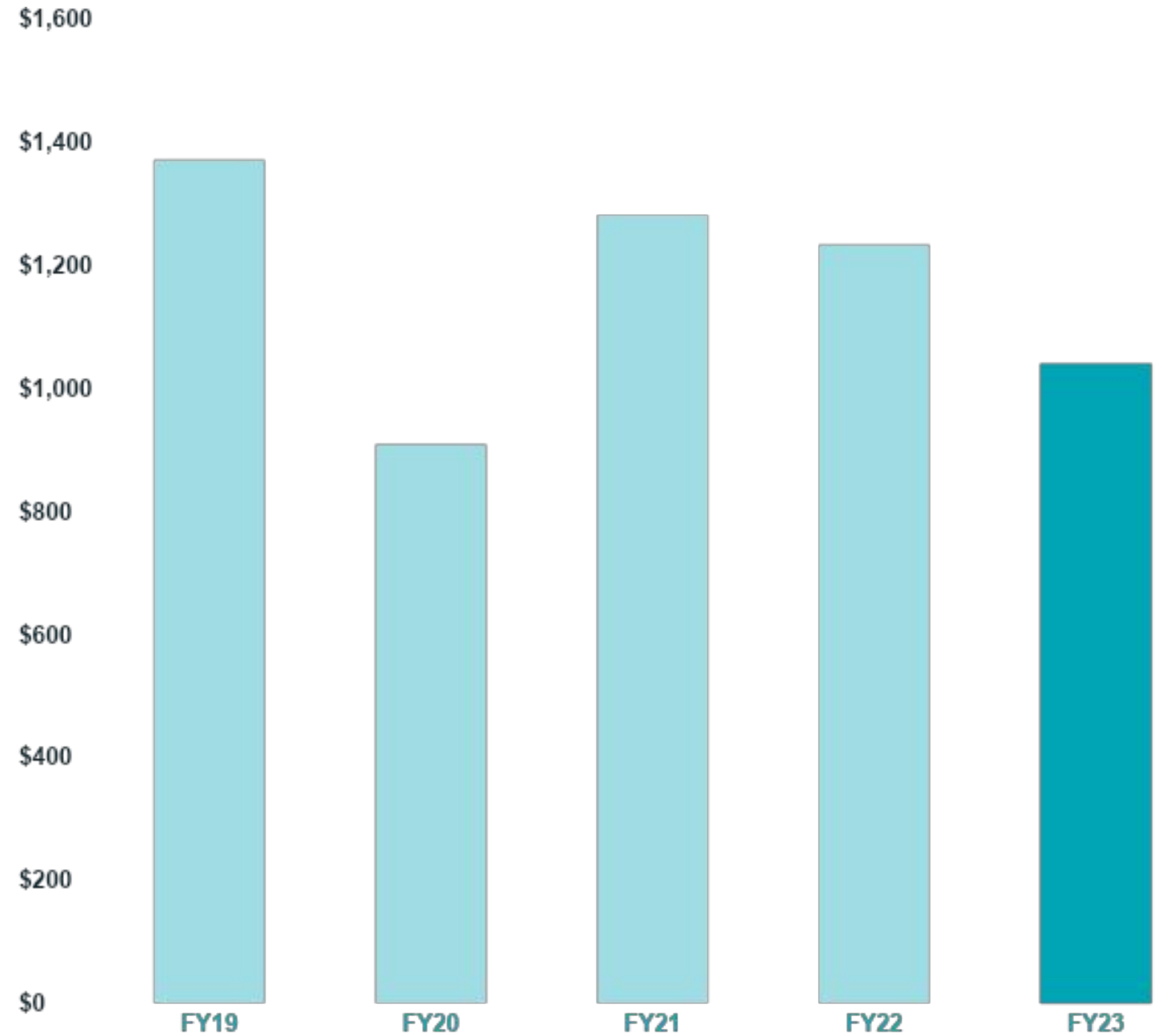
1. **Licence Fees** generated primarily from *Symphony* but also from *Adslot Media*;
2. **Trading Fees** generated primarily from *Adslot Media* but also from *Symphony*; and,
3. **Services** provided to *Symphony* and *Aslot Media* customers as well as services provided to SME customers by the company's *Webfirm* division.

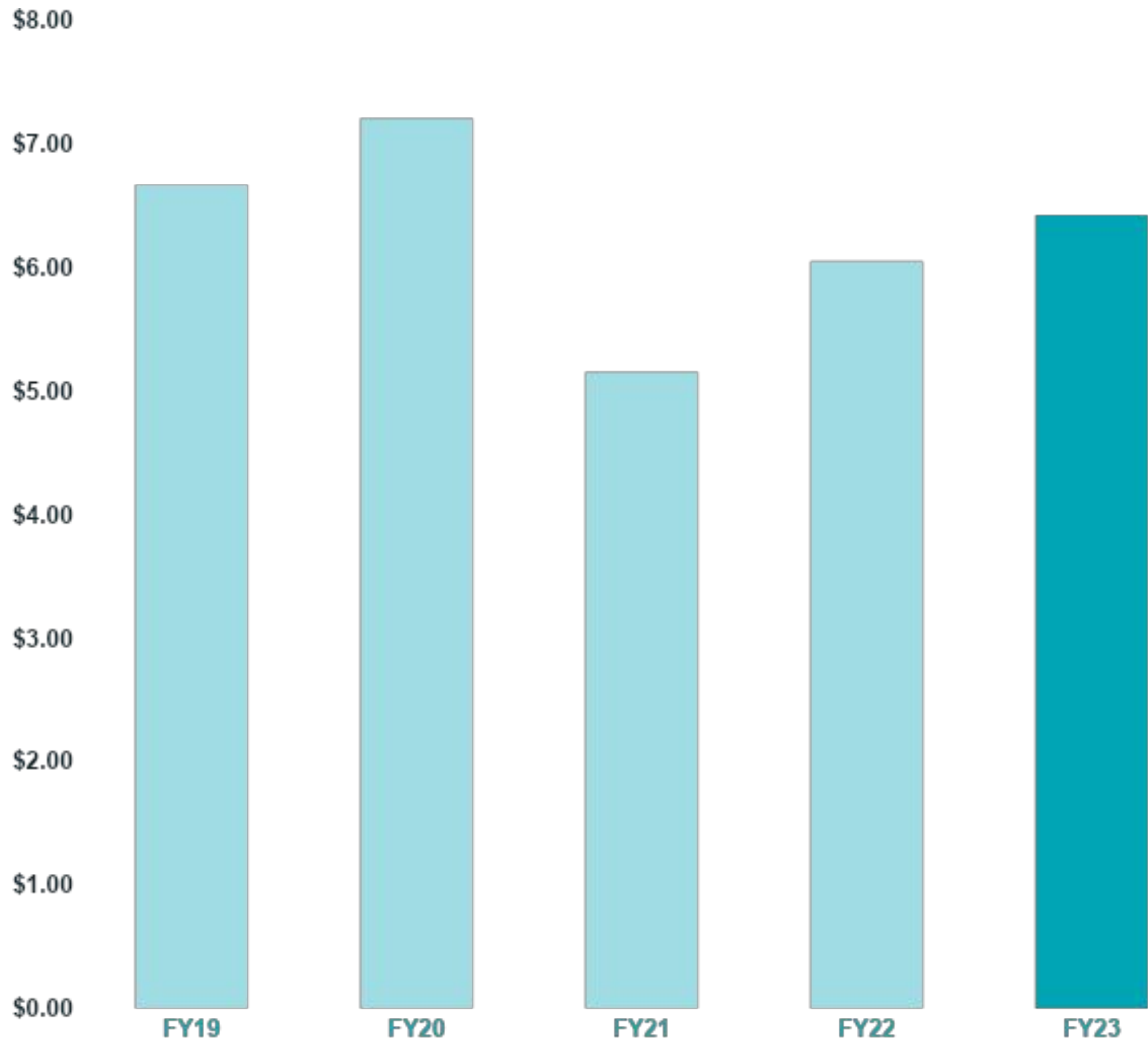
Licence Fees and Trading Fees combine to form Trading Technology Revenue. This is the strategic revenue that the business is focussed on.



TRADING FEE REVENUE GROWTH

- Trading Fees reduced 16% on prior corresponding period (PCP)





LICENSE FEE REVENUE GROWTH

- Licence Fees grew 6% on prior corresponding period (PCP)
- Growth in licence fees driven by favourable forex for Symphony & the increase in License fee for REA for Adslot

+6% VS PCP

LICENCE FEES

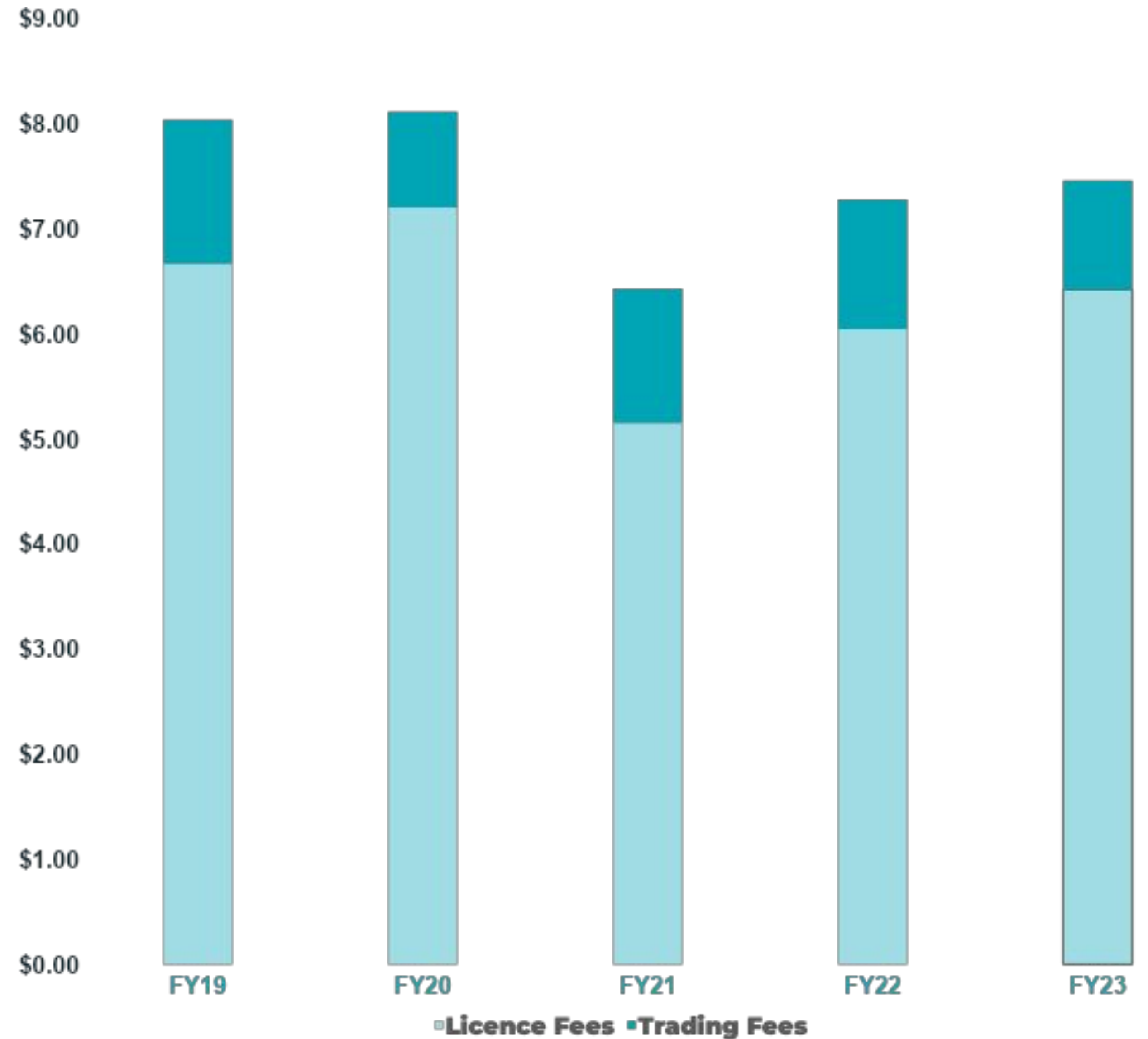
\$6.424M

TRADING TECHNOLOGY REVENUE GROWTH

- Trading Technology revenue grew 2% on PCP
- Trading Technology revenue represents the combination of Trading Fees and Licence Fees

**+2%
VS PCP**

**TRADING TECHNOLOGY
\$7.462M**



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DEFINITIONS

*Prior Corresponding Period (PCP) growth rates referenced are calculated against the prior 12 months, being 12 months to 30 June 2022

***Total Transaction Value represents the net value of media traded on the *Adslot Media* platform, including new bookings and any adjustments or cancellations made to previous bookings for a nominated period

Thank you

Questions?

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[Adslot.com](https://adslot.com)

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