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# Q3 – 2020 Presentation

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CEO David Eynon & CFO Shawn Bezzina



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## AGENDA

- **WORDS FROM THE CEO**
- RIVER TECHNOLOGIES
- FINANCIALS



# WORDS FROM THE CEO



David Eynon  
– CEO

## Corporate Strategy

The final part of the Group's transition is complete. River Tech now has a clear focus to build, support and innovate in all industries. Our team's vast experience will continue to grow within the current serviced industries but also look to expand into new industries with first ventures taking on FinTech and Gamification planned for 2021.

Group performance for Q3 maintained the revenue and profitability levels experienced in H1. Increased revenues and bottom-line profits are expected from Q4 2020. Significant developments in the group strategy, the sale of Mediafusion, rebranding and new commercials signed will all contribute to the improved performance in Q4.

## Media Fusion

The media side of the group faced an uphill climb throughout 2020 due in part to the pandemic. The business requires further investment, which has fallen outside of the newly adopted strategy of the Group. Thus the decision to sell and focus on the Group's technology driven business was taken.

The Group announced in October that the current management team of Mediafusion will be completing the acquisition and have great plans for the future of that business.

## Rebrand

As we have evolved our product offering throughout 2020 it has become evident that we have a product mix relevant for the wider industries. Hence, a rebrand was necessary to better reflect the Group's technology-centric business approach. The Company has also changed its name from River iGaming p.l.c. to River Tech p.l.c.

## New Commercials

During Q3, River Technologies Limited increased the scope of our service offering with Tech4s in addition to extending current agreements. This will result in improved commercials in Q4 with revenue increasing by 20% QoQ. This provides the Group with a current run rate of €7.2M annualized from Q4 2020 onwards.

A great achievement by the Group in the current challenging markets showing confidence in our product offering and our ability to outperform during this pandemic.

## 2021 and beyond

I am very excited about the prospects of the Group and the effort of the Team to both increase and develop our product offering putting us in a great position to achieve further growth in the years to come.

Continued investment in the team is essential, to not only expand but increase the skill set of the Group's current team. We have introduced remote training and working regimes that will help up grow our Malta hub as well as expand into other countries if the opportunity arises.

This has been a year where we have refocused our efforts on developing a new strategy, turning around the fortunes of the Group. This provides us with a strong and exciting foundation going into 2021.

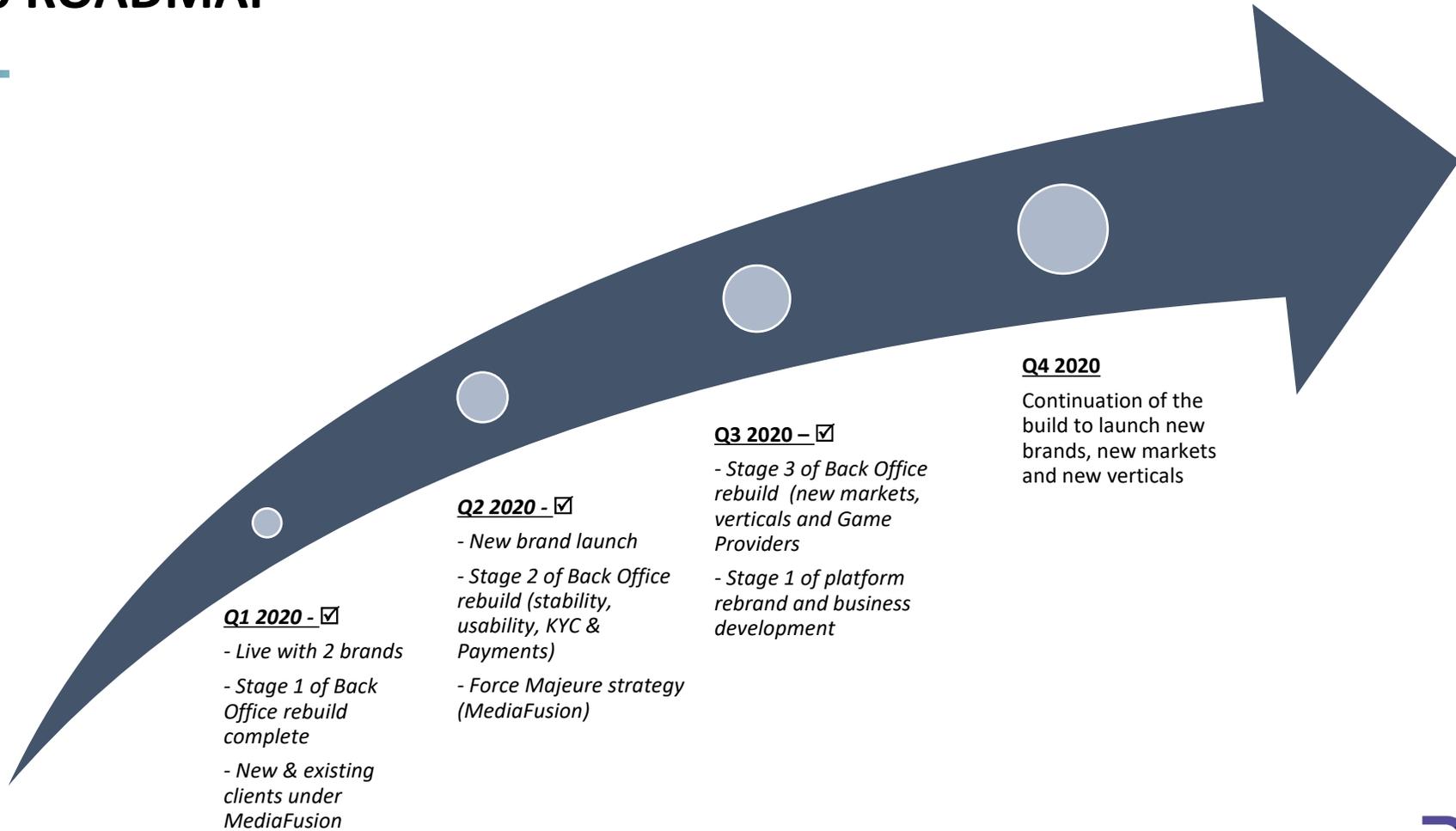
Stay tuned for more to come...

## New Corporate Image



River Tech plc has launched a new brand image confirming its change in direction and better reflect the Group's technology-centric business approach. This change also brings about a new corporate image, logo and website.

# 2020 ROADMAP



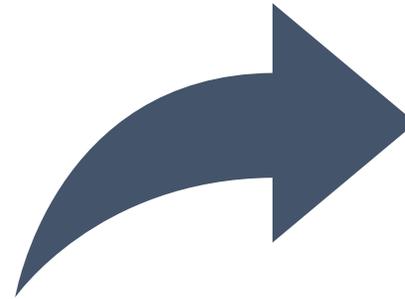
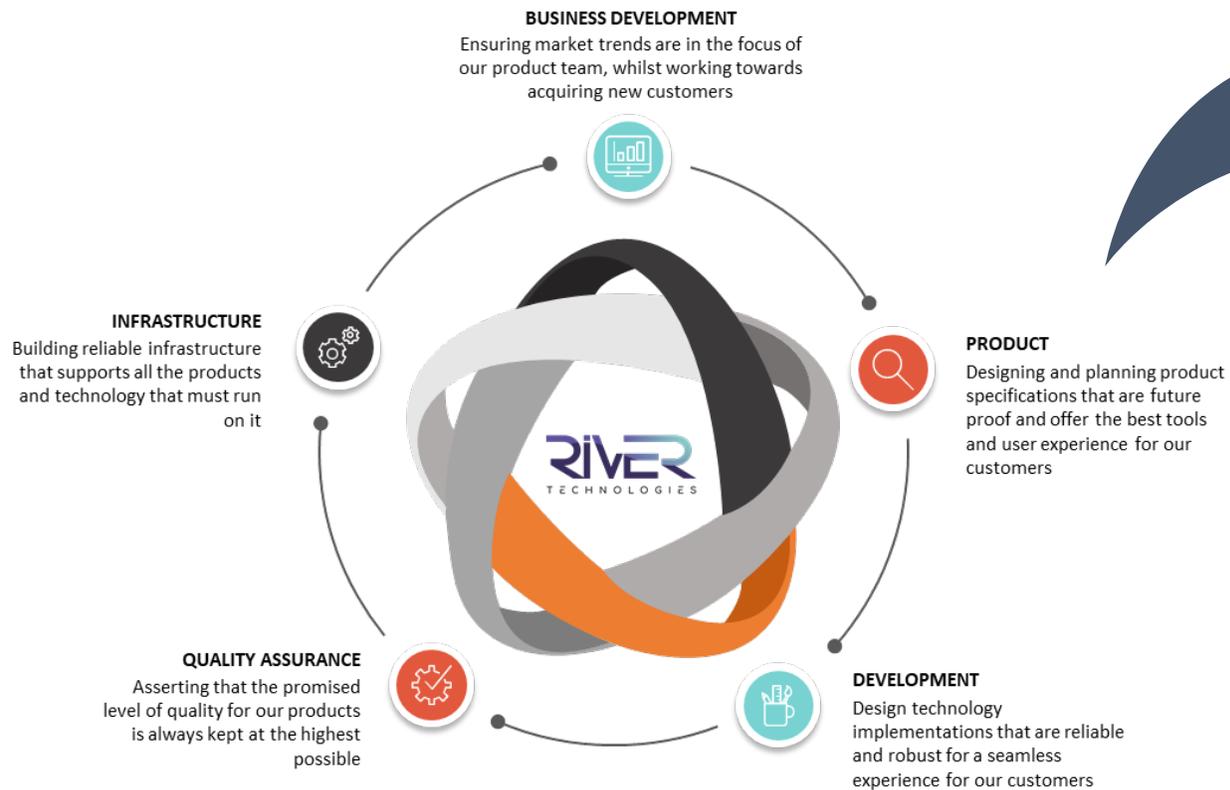


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# RIVER TECHNOLOGIES DIVERSIFYING OFFERING





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# River Tech plc

## Group condensed consolidated statement of profit or loss - Continuing Operations

	Jan-Sep 2020 (Proforma)	Jan-Sep 2019 (Proforma)
	Eur	Eur
Revenue	5,654,369	1,794,575
Direct Costs	(2,391,606)	(1,898,557)
<b>Gross Contribution</b>	<b>3,262,763</b>	<b>(103,982)</b>
Operating Costs	(1,365,986)	(959,475)
<b>EBITDA</b>	<b>1,896,777</b>	<b>(1,063,457)</b>
Depreciation	(92,819)	(22,619)
Other Finance Costs	(974,584)	(696,965)
<b>Profit/(Loss) for the period</b>	<b>829,374</b>	<b>(1,783,041)</b>

### Comments

- Group Consolidated results provide Proforma profit and loss statements for continuing operations.
- Mediafusion results are included until the end of September. This is consistent with previous reports issued. In Q4, Mediafusion will not form part of continuing operations once final contracts have been signed.
- The Group's profitability remained consistent in Q3.
- The Group is expected to continue grow in 2020 and beyond.

# River Technologies Limited

## Statement of profit or loss

	Jan-Sep 2020 (Proforma)	Jan-Sep 2019 (Proforma)
	Eur	Eur
Revenue	4,601,240	573,229
Direct Costs	(1,262,505)	(505,565)
<b>Gross Contribution</b>	<b>3,338,735</b>	<b>67,664</b>
Operating Costs	(957,034)	(482,725)
<b>EBITDA</b>	<b>2,381,701</b>	<b>(415,061)</b>
Depreciation	(14,522)	(11,921)
Other Finance Costs	(11,942)	(12,507)
<b>Profit/(Loss) for the period</b>	<b>2,355,237</b>	<b>(439,489)</b>

### Comments

- River Technologies is the main driver behind the performance of the Group.
- The operations and profitability are stable with the Company preparing for future growth.
- The Company signed a new contract to increase revenue in Q4 by 20% QoQ and providing a run rate of €7.2M per annum.
- Management is also working on a roadmap, identifying the growth opportunities and projects that will be completed in 2021.

# Mediafusion Limited

## Statement of profit or loss

	Jan-Sep 2020 (Proforma)	Jan-Sep 2019 (Proforma)
	Eur	Eur
Revenue	1,053,129	1,221,346
Direct Costs	(1,129,101)	(1,392,992)
<b>Gross Contribution</b>	<b>(75,972)</b>	<b>(171,646)</b>
Operating Costs	(320,384)	(437,445)
<b>EBITDA</b>	<b>(396,356)</b>	<b>(609,091)</b>
Depreciation	(42,620)	(7,253)
Other Finance Costs	102,896	5,487
<b>Loss for the period</b>	<b>(336,080)</b>	<b>(610,857)</b>

### Comments

- The Company's revenue was impacted due to Covid-19.
- River Tech plc (and its relevant subsidiaries) has entered into an agreement to sell the business falling under Mediafusion from accounting date October 1 2020. All accrued income and expenses up to September 30 will be recognised by River Tech plc.
- Mediafusion will have no further impact on the performance the Group from October 1 onwards with the exception of any information received after the reporting date.

# Dictionary



B2B	Business to Business
B2C	Business to Consumer
YOY	Year on Year
KPI	Key performance indicator
River	River Tech p.l.c. Group of Companies
River Tech	River Tech p.l.c. Group of Companies
SEO	Search Engine Optimisation
DMP	Data management platform
SAAS	Software as a service
IFRS	International Financial Reporting Standards
KYC	Know your customer
CDP	Customer data platform
EBITDA	Earnings before interests, taxes, depreciation and amortization

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THANK YOU

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