

RIVER

TECH

BRING YOUR IDEAS TO LIFE

ANNUAL PRESENTATION 2021 & Q1 2022

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CEO OVERVIEW

LUKE CIANTAR



River Tech – Bring your ideas to life

To be presented with the fantastic opportunity of serving as the new CEO of River Tech is both an honour and a privilege. Joining the company was the best career decision I ever made and I am delighted to have been promoted at such an exciting juncture for the company.

I would like to thank David for his commitment and time, having instilled an extremely solid and progressive base I plan to build on into the future.

During the course of 2021 we paid in full our expiring obligations. In addition to that by the end Q1 2022, we have paid down €7 million of our outstanding loan through the liquidity generated by operations. Our partners Tech4s Group have extended their contract and increased their financial commitment toward River Tech and the services we provide.

“Record profits in Q1 provides the Group with the momentum needed for further growth and expansion.”

We have again managed to exceed our budgeted targets and continue to grow our revenue, quarter on quarter. This has been achieved whilst we continue to manage our costs.

Through the new appointments we have announced, the Group is seeking to continue delivering on its promise to investors of pursuing and strengthening its preparedness for becoming a world-class B2B technology partner and provider. Alongside the expertise brought to bear by the new team, we have also installed an improved structure and governance across all verticals.

The continued investment we have made in our team is essential to our expansion, which necessitates an increase across our skill sets. We have introduced remote training and working regimes that will help us further grow our Malta, Gozo and Poland hubs and we plan to launch into other countries as soon as the opportunity arises.

BOARD OF DIRECTORS

River Tech Plc's board of directors have more than 60 years' experience between them.



KENT STAAHLE
DIRECTOR

Kent Staahle joined the board of River Tech in 2017. He has extensive experience and a proven track record of delivering results in several sectors including finance, banking and business development, alongside more than 15 years of management and the incorporation of effective business structures. Kent Staahle is a graduate of BI Norwegian Business School.



FABIAN QVIST
CHAIRMAN

Fabian Qvist joined River Tech Plc as chairman in February 2018. In the last 16 years has held board positions and had a distinguished career in value creation across several public and private companies including Airwing, Gobi Technologies, Adnuntius, CoolBet, BOA, Extra Optical and Grid. He also serves as Head of Investments at the Klein Group.

Fabian Qvist has extensive experience with debt capital markets, fixed income and equity sales spending more than a decade at independent financial services provider Arctic Securities. Prior to that he worked within the corporate finance team at Barclays Capital in London and holds an MSc in Economics and Business from the Stockholm School of Economics.



KATHLEEN ZARB ADAMI
DIRECTOR

Kathleen Zarb Adami joined River Tech Plc in February 2018. As a trained and practising lawyer and Associate Partner at International Management Services (IMS) in Malta Kathleen Zarb Adami has been involved in setting up, executing and managing transactions involving multinational groups across various sectors, with a focus on gaming law and the financial services sectors. She is a graduate of the University of Malta.

MANAGEMENT TEAM



DANIELA PULIS
CHIEF FINANCIAL OFFICER

Daniela has been with River Tech Plc since April 2019. Currently occupying the post of CFO, she has been in the finance industry for over 10 years and has a strong background in audit and finance from PwC. She has built a strong team, not only in finance but also in HR within River Tech, and this promotion is a testament to her success, quality and workmanship.



SHAWN BEZZINA
CHIEF STRATEGY OFFICER

Shawn Bezzina has been with River Tech Plc since May 2018. Currently occupying the post of CSO, he is a highly experienced finance professional and a fellow of the Association of Chartered Certified Accountants. Shawn has been central to River Tech's operational and financial transformation in the past year, identifying the optimum business structure and finding the right balance between investment and cost-cutting.

This led to the company becoming operationally profitable in Q1 2020 and growing the bottom line in every quarter since.

MANAGEMENT TEAM

The Company would like to announce the appointment of the following senior management officials with effect from April 1, 2022



JOSEPH DEBONO
CHIEF TECHNOLOGY OFFICER

Joseph Debono has been appointed as Chief Technology Officer. He is responsible for overseeing all technology aspects of River Tech’s products. Following his appointment, he will continue to work closely with the CEO and COO/CPO to grow and improve the product offering and team culture using his experience and professionalism.



PAWLU FRENDU
CHIEF OPERATIONS
& PRODUCT OFFICER

Pawlu Frendo has been appointed as Chief Operations and Product Officer. In his role, he will continue to focus on the Company’s operations and client-facing products and services. Working closely with his team, he aims to take River Tech’s product offering to the next level.



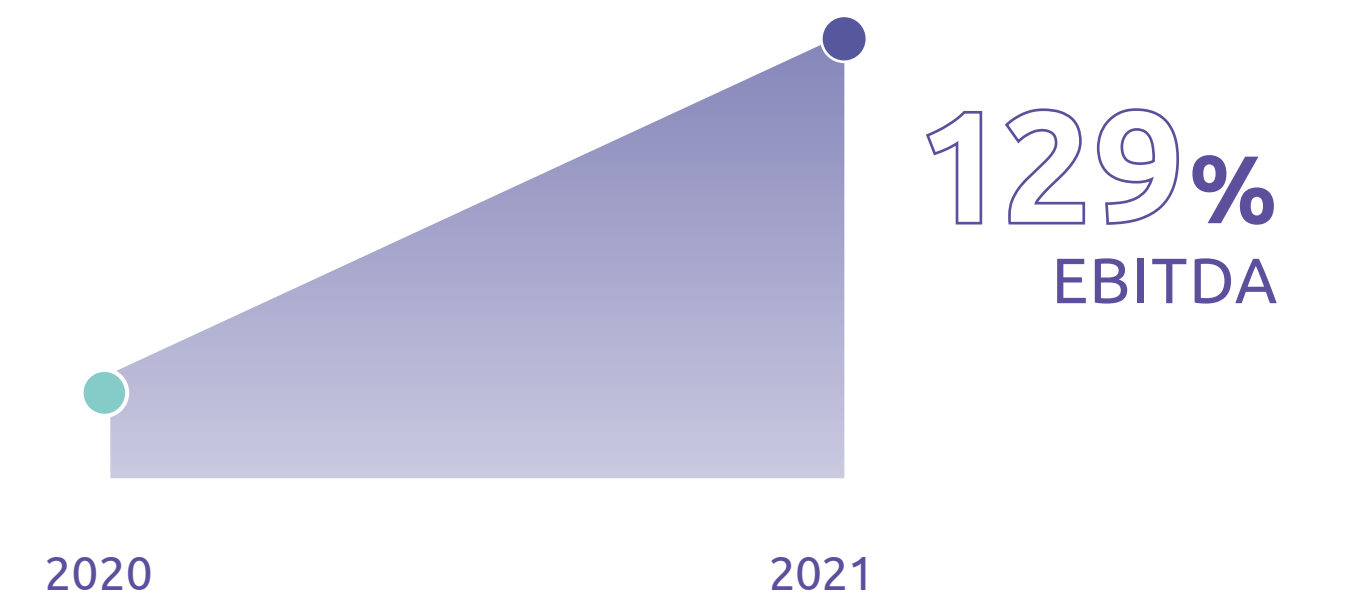
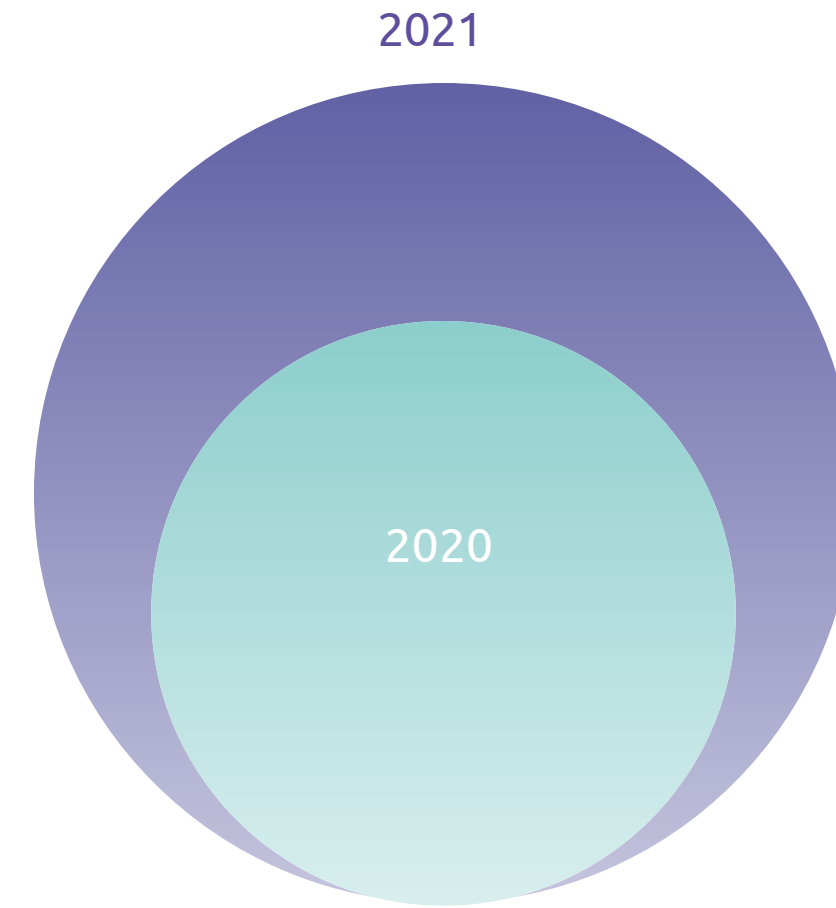
RACHEL MIFSUD BONNICI
CHIEF LEGAL & COMPLIANCE OFFICER

Dr Rachel Mifsud Bonnici, currently occupying the role of Director of Legal and Compliance, has been appointed as Chief Legal and Compliance Officer. In her current role, Dr Mifsud Bonnici continues to lead the implementation of legal requirements and compliance management, ensuring that areas of potential risk within River Tech’s products and services are identified effectively.

JANUARY TO DECEMBER 2020 v 2021

RIVER TECH PLC (GROUP)

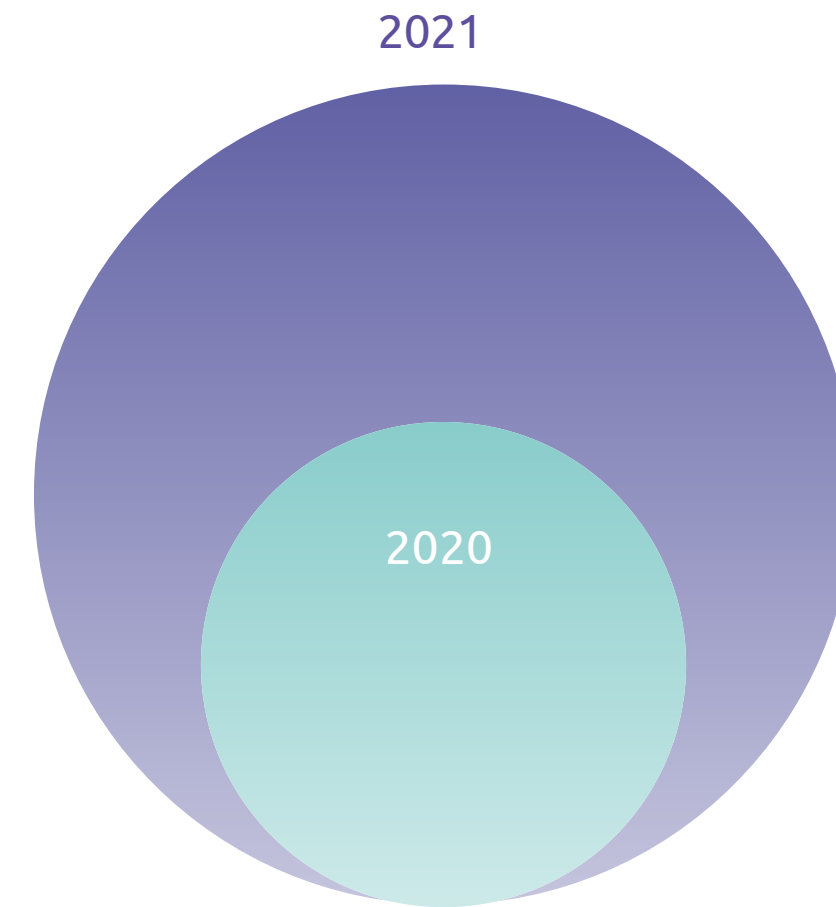
	2020 Proforma (Eur)	2021 Proforma (Eur)
Revenue	7,454,729	10,702,359
Direct Costs	(2,901,070)	(2,459,897)
Gross Contribution	4,553,659	8,242,462
Operating Costs	(1,743,344)	(1,819,163)
EBITDA	2,810,315	6,423,299
Depreciation	(110,770)	(58,393)
Other Finance Costs	(1,313,919)	(1,266,067)
Profit from continuing operations	1,385,626	5,098,839



JANUARY TO DECEMBER 2020 v 2021

RIVER TECHNOLOGIES

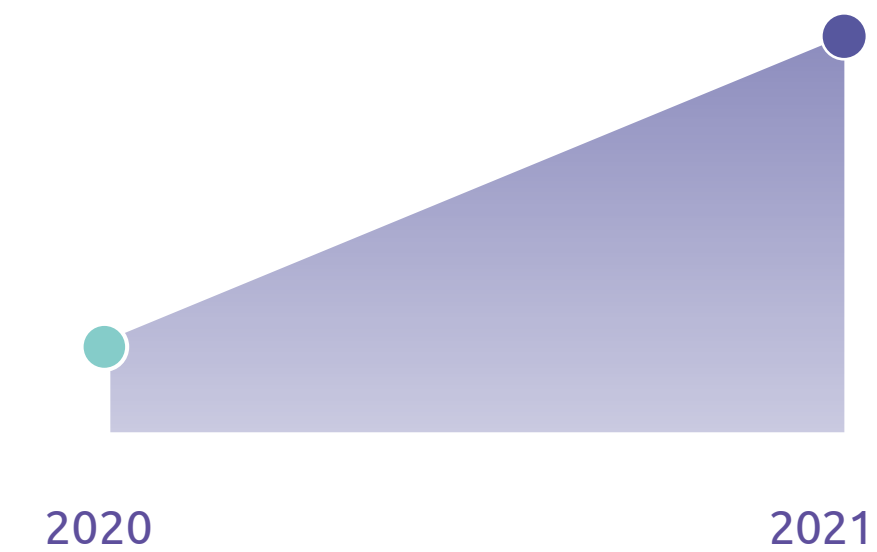
	2020 Proforma (Eur)	2021 Proforma (Eur)
Revenue	6,401,600	10,702,359
Direct Costs	(1,771,969)	(2,459,897)
Gross Contribution	4,629,631	8,242,462
Operating Costs	(1,234,816)	(1,125,545)
EBITDA	3,394,815	7,116,917
Depreciation	(20,481)	(47,522)
Other Finance Costs	(5,575)	(2,286)
Profit from continuing operations	3,368,759	7,067,109



67%
INCREASE
IN REVENUE



110%
PROFIT FROM
CONTINUING
OPERATIONS

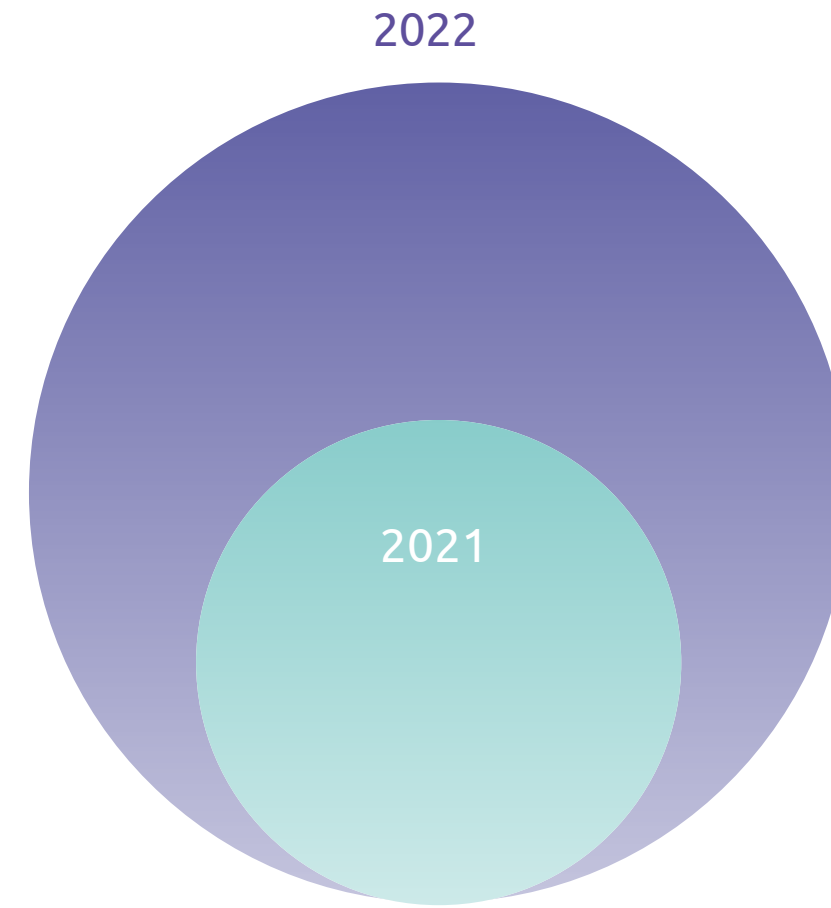


110%
EBITDA

Q1 2021 v 2022

RIVER TECH PLC (GROUP)

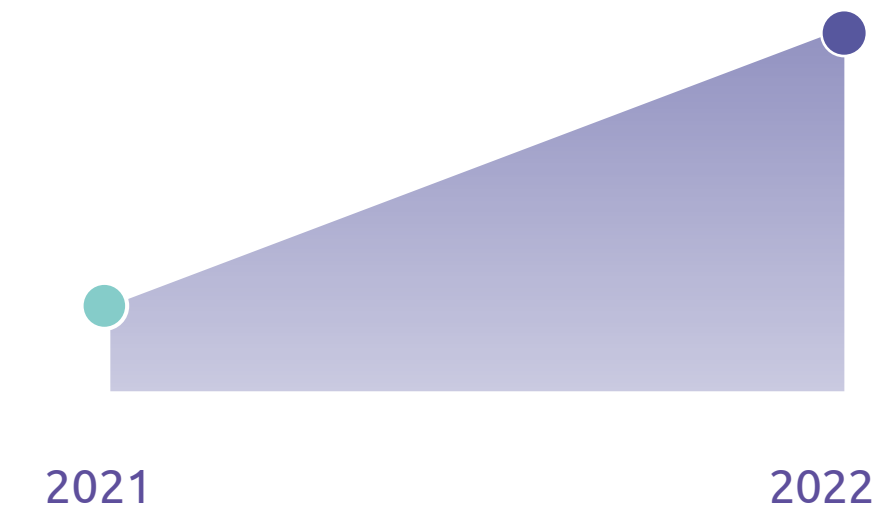
	2021 Proforma (Eur)	2022 Proforma (Eur)
Revenue	2,000,505	3,350,485
Direct Costs	(519,920)	(750,823)
Gross Contribution	1,480,585	2,599,662
Operating Costs	(440,439)	(566,384)
EBITDA	1,040,146	2,033,278
Depreciation	(15,778)	(12,896)
Other Finance Costs	(327,482)	(51,038)
Profit from continuing operations	696,886	1,969,344



67%
INCREASE
IN REVENUE



183%
PROFIT FROM
CONTINUING
OPERATIONS

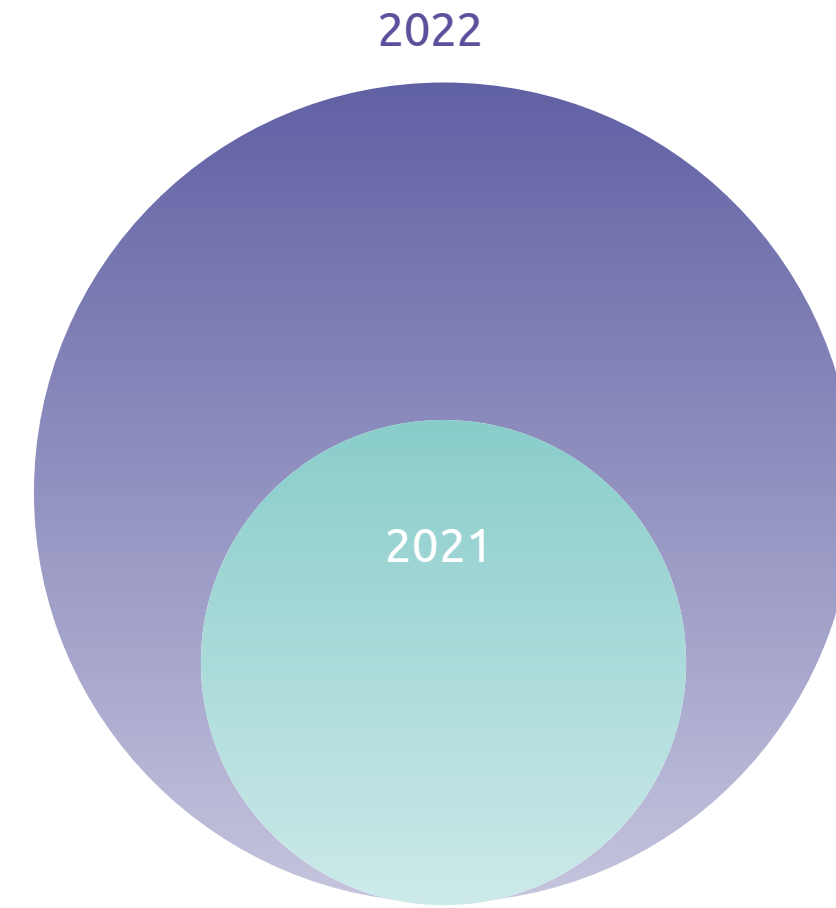


95%
EBITDA

Q1 2021 v 2022

RIVER TECHNOLOGIES

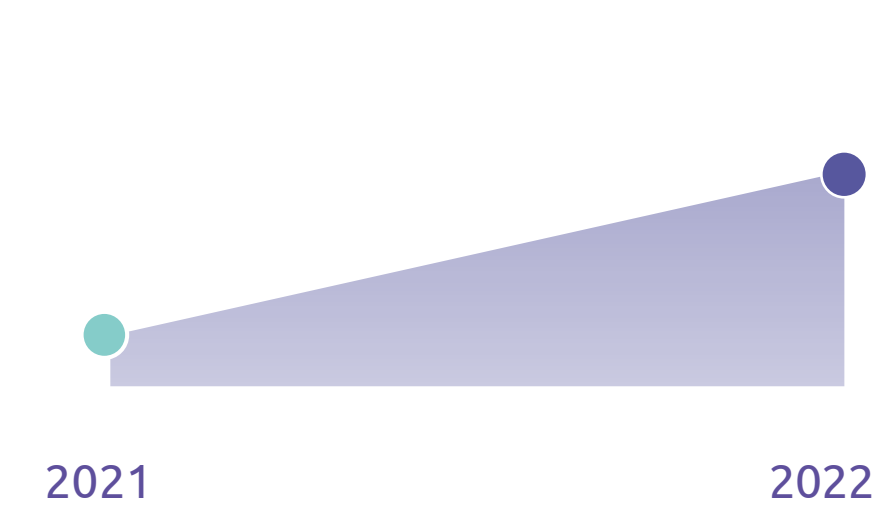
	2021 Proforma (Eur)	2022 Proforma (Eur)
Revenue	2,000,505	3,350,485
Direct Costs	(519,920)	(750,823)
Gross Contribution	1,480,585	2,599,662
Operating Costs	(251,923)	(394,851)
EBITDA	1,228,662	2,204,811
Depreciation	(7,541)	(12,276)
Other Finance Costs	(425)	(5,063)
Profit from continuing operations	1,220,696	2,187,472



67%
INCREASE
IN REVENUE



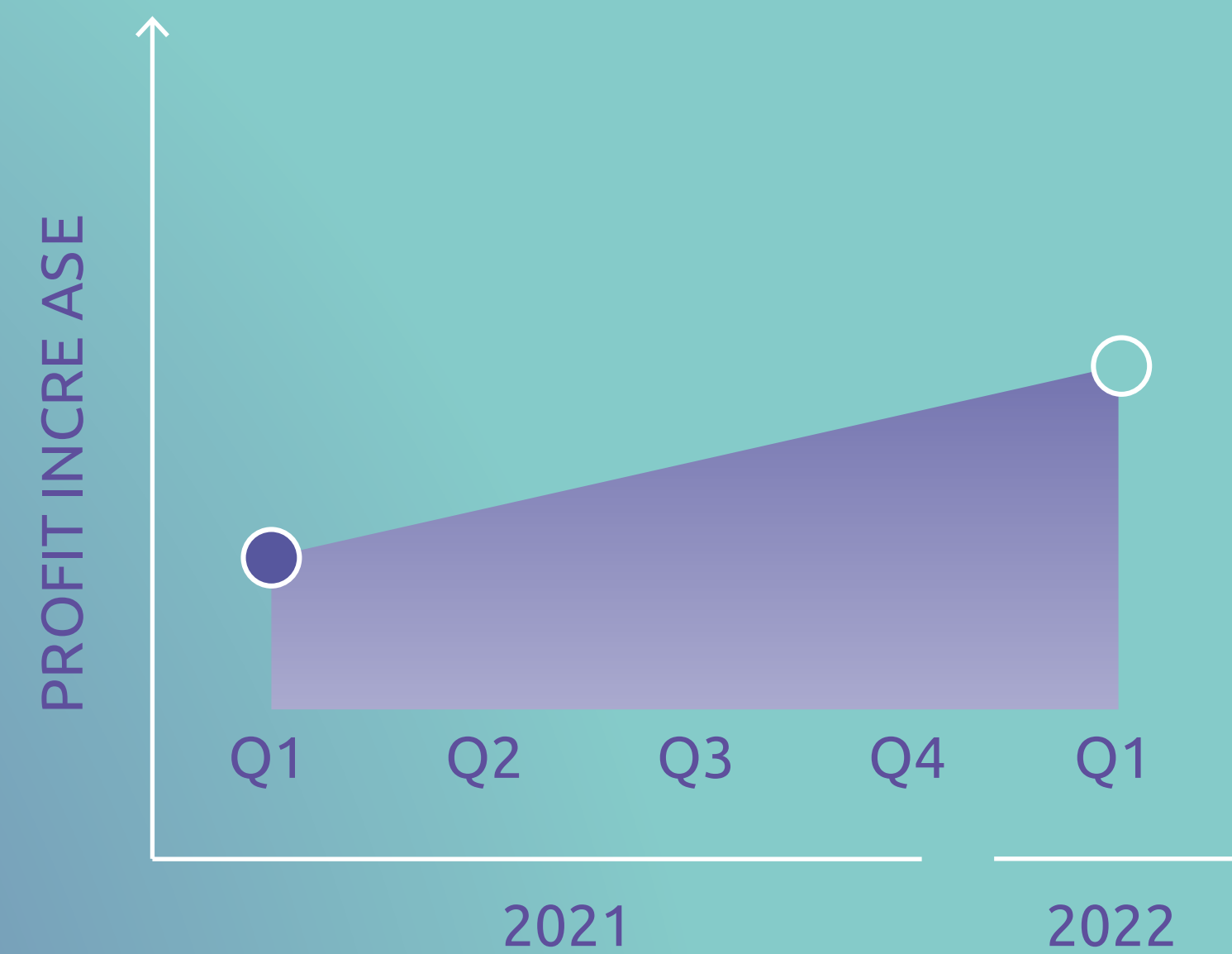
79%
PROFIT FROM
CONTINUING
OPERATIONS



79%
EBITDA

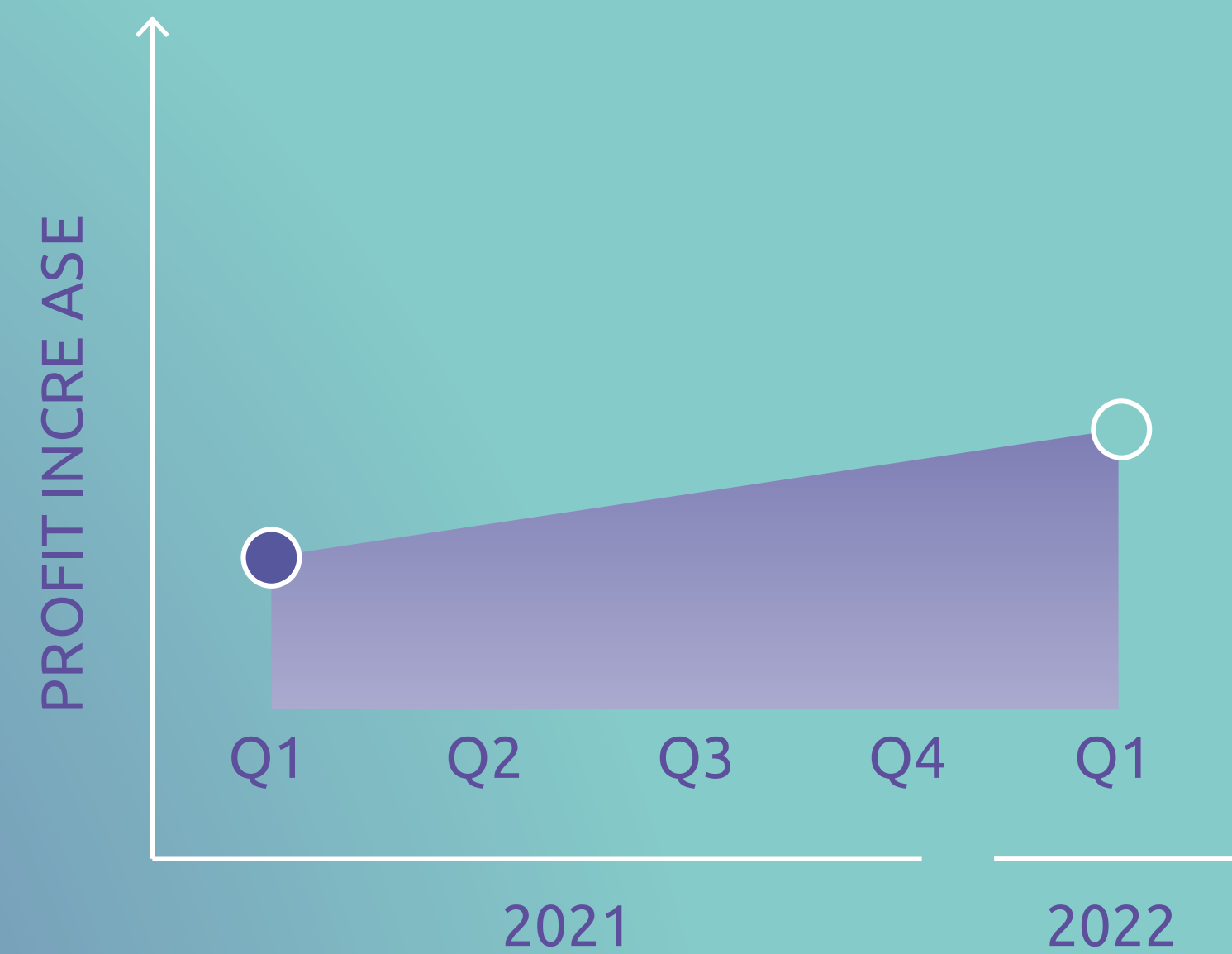
QUARTER ON QUARTER RIVER TECH PLC (GROUP) Q1 2021 to Q1 2022

	Q1	Q2	Q3	Q4	Q1
	Proforma (Eur)	Proforma (Eur)	Proforma (Eur)	Proforma (Eur)	Proforma (Eur)
Revenue	2,000,505	2,600,360	2,950,360	3,151,134	3,350,485
Direct Costs	(519,920)	(552,429)	(637,660)	(749,888)	(750,823)
Gross Contribution	1,480,585	2,047,931	2,312,700	2,401,246	2,599,662
Operating Costs	(440,439)	(395,837)	(467,299)	(515,588)	(566,384)
EBITDA	1,040,146	1,652,094	1,845,401	1,885,658	2,033,278
Depreciation	(15,778)	(10,117)	(13,606)	(18,892)	(12,896)
Other Finance Costs	(327,482)	(336,448)	(317,327)	(284,810)	(51,038)
Profit from continuing operations	696,886	1,305,529	1,514,468	1,581,956	1,969,344



QUARTER ON QUARTER RIVER TECHNOLOGIES Q1 2021 to Q1 2022

	Q1	Q2	Q3	Q4	Q1
	Proforma (Eur)	Proforma (Eur)	Proforma (Eur)	Proforma (Eur)	Proforma (Eur)
Revenue	2,000,505	2,600,360	2,950,360	3,151,134	3,350,485
Direct Costs	(519,920)	(552,429)	(637,660)	(749,888)	(750,823)
Gross Contribution	1,480,585	2,047,931	2,312,700	2,401,246	2,599,662
Operating Costs	(251,923)	(269,157)	(293,460)	(311,005)	(394,851)
EBITDA	1,228,662	1,778,774	2,019,240	2,090,241	2,204,811
Depreciation	(7,541)	(9,239)	(12,728)	(18,014)	(12,276)
Other Finance Costs	(425)	(342)	47	(1,566)	(5,063)
Profit from continuing operations	1,220,696	1,769,192	2,006,558	2,070,661	2,187,472



KPIs - REVENUE

LICENSED & SERVICE/ SUPPORT SPLIT

2021

Q1

Q2

Q3

Q4

(Eur)

(Eur)

(Eur)

(Eur)

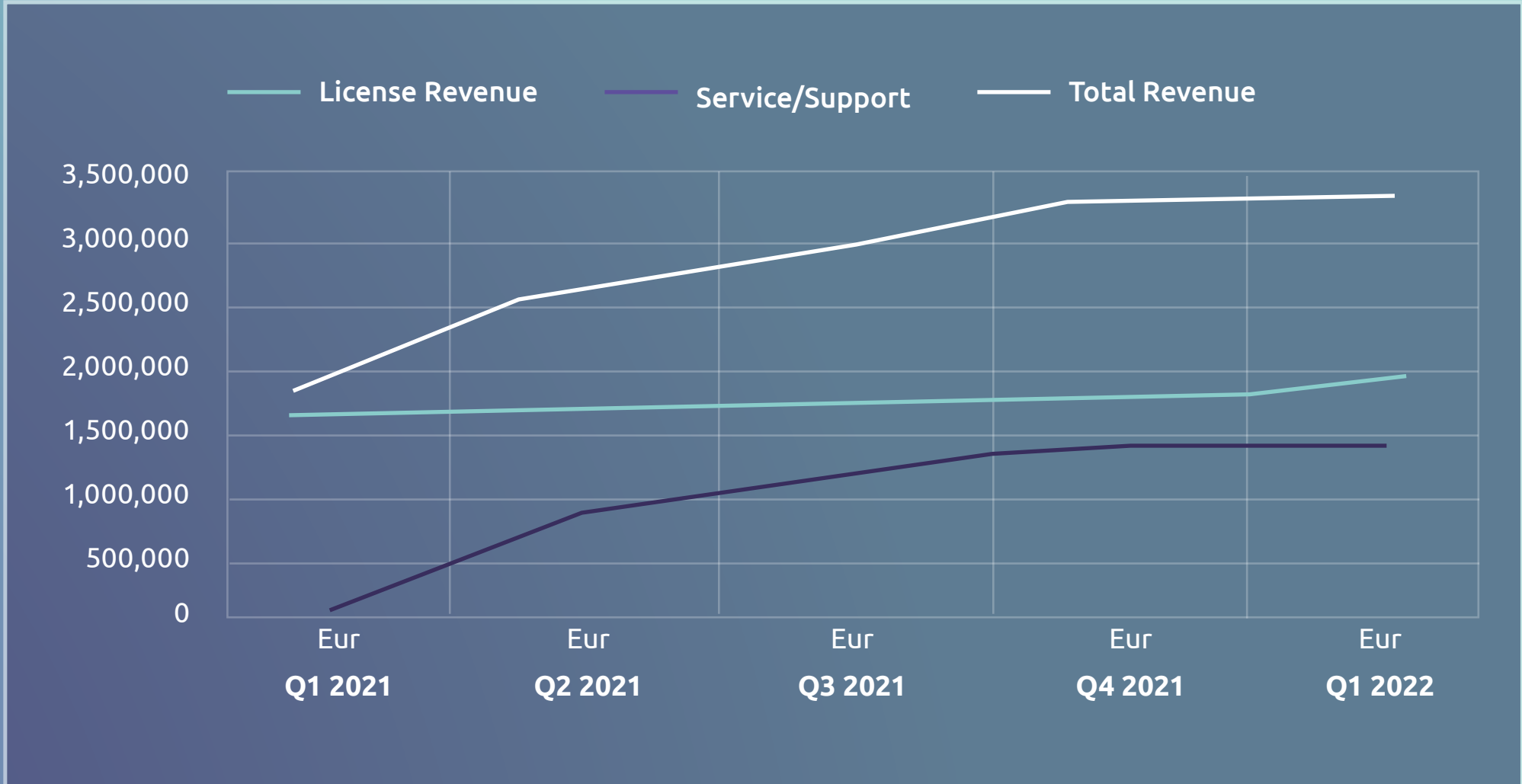
License Revenue	1,800,505	1,800,360	1,800,240	1,801,134
Service/Support	200,000	800,000	1,150,000	1,350,000
Total Revenue	2,000,505	2,600,360	2,950,240	3,151,134

2022

Q1

(Eur)

License Revenue	2,000,485
Service/Support	1,350,000
Total Revenue	3,350,485



CHURN RATE 0%

2022 – PROJECTS AND STRATEGY

Introduction

As a platform developer we have, until now, followed traditional development methods, adding our level of expertise and unique style to provide our clients with a market leading products, however we now want to be ahead of the curve and develop new ways of thinking and working to continuously support the needs and requests of our customers.

The goal for 2022 and beyond is for the business to become a leading B2B provider of high-quality technological services through the development of proprietary products across emerging and rapidly growing sectors. As a result, we are investing in the following:

- Sportsbook
- Affiliation

2022 – PROJECTS AND STRATEGY

Sportsbook

As we enter Q2 and continue to look ahead with optimism, our efforts in the Sportsbook project are yielding results. As we finalise negotiations with our chosen Sportsbook provider, we will enhance our product offering to our current and future clients.

Affiliation

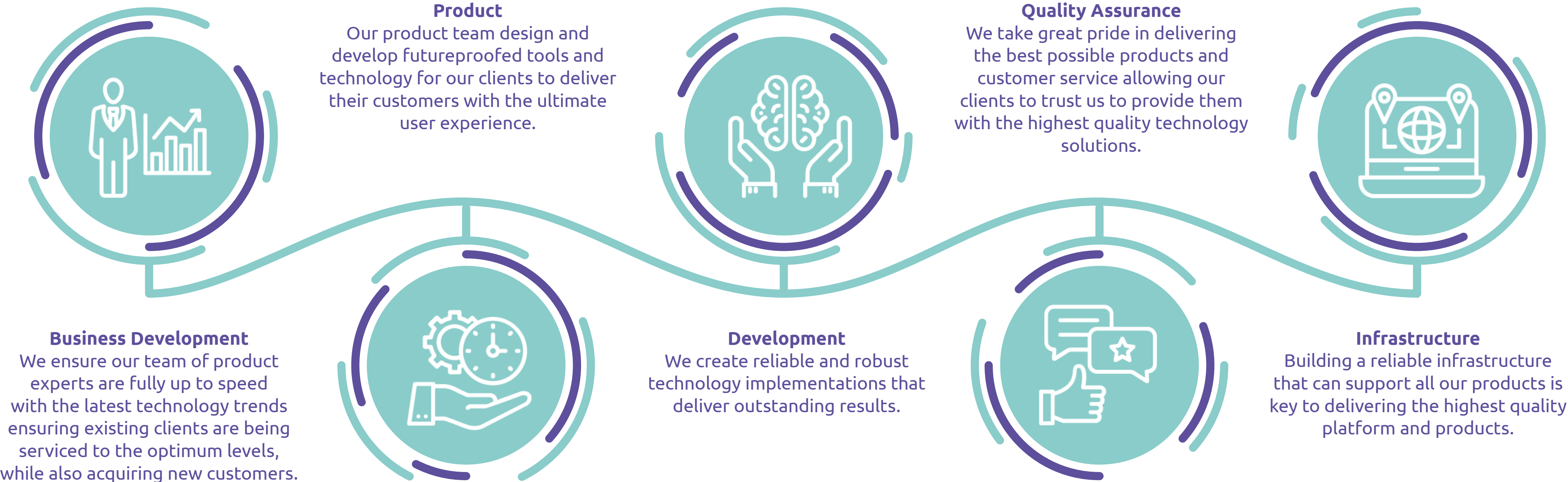
Our team is currently working on implementing and supporting a number of affiliation websites. These will be set up in a way to be centrally managed, easily deployed and supported to reduce operational overheads.

Bringing ideas to life: Our Products and Solutions

River Tech Plc has a clear vision and strategy to become a leading B2B provider of high-quality technological services through the development of proprietary products across emerging and rapidly growing sectors.

With many years of technology experience across a diverse range of both highly regulated and complex sectors, River Tech has a proven track record of delivering high performing technology projects and products.

Our offering combines five core elements to create bespoke technology and platform solutions for our clients no matter what the sector they are in.





**THANK YOU FOR YOUR
ATTENTION**