

February 2026

**Dataworks**

# A Leading Regulated Gaming Technologies Company

**CASH FLOW POSITIVE OPERATIONS**

**UNIQUE TECHNOLOGY | STRONG PIPELINE | GLOBAL SCALE**

**ASX: DWG**

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# Dataworks In Numbers



**>\$30m**

Secured Under Govt Contract



**2Q FY26**

Turned Cashflow Positive



**109%**

FY23-26 Revenue CAGR



**80%**

Gross Margin



**>\$11.5m**

FY26 Revenue\*



**> \$90M**

Qualified Global Leads



*\*Revenue from existing contracts only and R&D Rebate only, with any new contract wins to provide potential upside depending on timing of contract win.*

# Why Now?

GLOBAL REGULATION IS CONVERGING AROUND CENTRALISED, REAL-TIME EXCLUSION MODELS, WHICH FAVOURS PROVEN, ENTERPRISE-GRADE PLATFORMS.

- ✓ Regulation is moving faster than legacy solutions can respond.
- ✓ Dataworks is the **only globally proven CSE operator at national scale**.
- ✓ Existing reference deployments are converting regulatory interest into pipeline.
- ✓ The business has reached a **cashflow inflection point**.
- ✓ Scarcity value is driving multiple strategic and growth pathways.



# Scalable, Secure Technology Solutions for the Regulated Gambling Market

DATAWORKS' PROVEN TECHNOLOGY: ENABLING WORLD'S 3<sup>RD</sup> LARGEST IGAMING MARKET

- ✓ Only commercially available real-time enterprise Centralised Self-Exclusion (CSE) product in the market
- ✓ >5 years and >A\$15m in technology development
- ✓ Customer Validated: 2 long-term, referenceable cash generative government contracts
- ✓ Proven at national scale, supporting **long-term regulatory contracts and recurring revenues**
- ✓ Product/Market fit: international award-winning product, **large global pipeline** of enterprise contracts
- ✓ Real time **Integrations with >200 betting operators (including major global operators)** with seamless user experience
- ✓ **>15 billion verifications** processed per annum
- ✓ >10 million active betting customers serviced annually, ~50k exclusions to date
- ✓ Full **Managed Service operational capability** achieving/outperforming SLA obligations since launch
- ✓ **Highly secure** operation (ISO27001, IRAP:PROTECTED, SOC 2 underway)



# Dataworks Overview

## CORE PRODUCT

Centralised Self-Exclusion (CSE) Technology for the Regulated Gaming Industry:

- Enterprise regulatory technology
- Real-time verification API
- Multi-jurisdiction capable

## REVENUE MODEL

\$30 million of revenue secured under government contract

Flexible revenue model to suit global jurisdictions:

- Enterprise licensing (standard)
- Annual license fees
- Implementation and managed services
- Ongoing support & maintenance
- Revenue expansion via enhancements program

## CURRENT OPERATIONS

2

Enterprise Gov. CSE Contracts

15B+

Annual Verifications

>200

Operator Integrations (2023-2025)

5 Years+

Average Contract Term

**Managed Service Capability**

Highly secure offering, support processes and facilities

# Product and Technology Overview

## CORE PLATFORM

- \$15+ million spent on technology development
- Cloud-native architecture (AWS)
- Serverless Microservices-based design
- RESTful API integration
- Real-time processing engine
- Audit trail
- Award-winning user experience

## SECURITY & COMPLIANCE

- IRAP PROTECTED assessed
- ISO 27001 Compliant
- SOC 2 Type I (in progress)
- SOC 2 Type II (to follow)
- Privacy-by-design/zero-trust architecture

## IP ASSETS

- Proprietary algorithms
- 5+ years development
- Global CSE technology thought leadership



## TECHNICAL METRICS

**<5ms**

Average Response Time Across >10m Active Betting Customers

**>10,000**

Verifications per second

**99.99%**

Uptime SLA



# The Challenge

**PROBLEM GAMBLING IS ON THE RISE – WITH A LARGE EXPANSION IN TOTAL ADDRESSABLE MARKET.**

The global gambling market generates **\$USD450+ billion annually\***, with online gambling projected to reach **\$170 billion by 2030 growing at >10% CAGR\*\***.

CSE systems are emerging, but already represent approximately **0.05% of gross gambling revenue**, suggesting:

- **Online/iGaming CSE TAM^:** ~\$A100 million by 2027
- **Land-based CSE TAM^:** ~\$A125 million by 2027
- **Combined TAM:** ~\$A225 million annually by 2027

# The Opportunity

**GROWING GOVERNMENT REGULATION TO PREVENT THE IMPACT OF PROBLEM GAMBLING.**

Growing awareness of the social costs of gambling – including adverse financial impacts, emotional and psychological costs – is resulting in increased regulatory focus.

Many jurisdictions leverage legacy measures which are not flexible to respond to trends in the player community.

With regulatory expansion and mandatory implementation, the serviceable market is estimated at >\$A225 million annually by 2027, growing at rates expected to exceed market CAGR's to 2030.



SOURCE: \* Statista.com \*\*Researchandmarkets.com



# Customer Base & References

- **Australian Communications and Media Authority (ACMA): National self-exclusion register (BetStop)**
  - Delivered operational excellence over sustained timeframe
- **iGaming Ontario:**
  - Provincial centralised self-exclusion system planned for launch in 1H CY26
  - Recently expanded to include Contact Centre Managed Services
- **Key Integrations:** Fully integrated with >200 operators globally (including major gaming providers)
- **Proven:** Award winning tech\*, globally recognized player protection



**100%**

Retention Rate



**132%**

Net Revenue Retention



\*International Association of Gaming Regulators: Regulatory Excellence Award

CUSTOMER	<b>BET STOP</b> THE NATIONAL SELF-EXCLUSION REGISTER™ Aust. Govt	<b>iGaming</b> ONTARIO CSE	<b>iGaming</b> ONTARIO Managed Services
TERM	2 years + Unlimited + options	5 years + 5 years + options	3 years + 1 year + 1 year
STATUS	Active Reference ✓	Active Reference ✓	Active Reference ✓

**>\$30 million of total revenue secured under government contract**

# BetStop: Foundation Customer

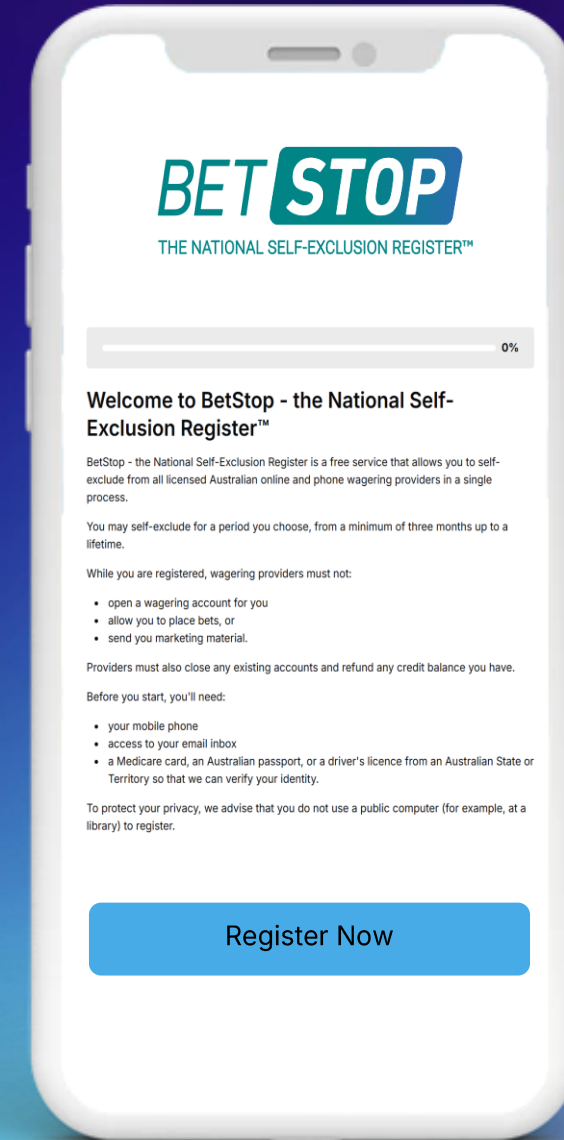
## BetStop – The National Self-Exclusion Register™

BetStop enables Australians to block themselves from all licensed online and phone wagering providers through a single, secure process.

Recently published ACMA research<sup>#</sup>, shows the Register is achieving strong consumer protection outcomes:

- 96% of registrants either stopped (81%) or significantly reduced (15%) their gambling activity
- 77% reported an overall improvement in quality of life
- 79% experienced better mental health and wellbeing

**More than 50,000 Australians have now chosen to self-exclude since BetStop's launch in 2023**



<sup>#</sup> For additional information, please refer to ASX announcement dated 17<sup>th</sup> November 2025

# iGaming Ontario: Expanding Scope

## iGAMING ONTARIO - CSE

- Awarded a **~A\$10.5m enterprise contract** to deliver a real-time, regulatory-grade Centralised Self-Exclusion (CSE) platform.
- One of the **largest regulated iGaming markets globally**, leveraging Dataworks' proven BetStop™ architecture.
- Platform designed for **national scale and multi-jurisdiction deployment**, enabling faster and lower-cost rollouts.
- **Delivery progressing in line with agreed plans**, with key milestones achieved and payments received in accordance with contractual terms

## iGAMING ONTARIO - MANAGED SERVICE

- Awarded an additional **~A\$14m change order** extending scope under the existing CSE contract.
- Delivers a **fully managed, end-to-end service model**, including contact centre operations and stakeholder support.
- Operating model mirrors **BetStop™**, supporting regulators, licensed operators and players post-launch.
- Establishes an additional **long-term, scalable, services-based revenue stream**

# Market Leadership

HIGH BARRIERS TO ENTRY SUPPORT LONG-DURATION CONTRACTS AND DURABLE CASHFLOWS

Capability	Datworks	Competition	Market Reality
Customer Engagement	✓ 2 referenceable relationships	Non commercial	Only proven solution
Scale Capability	✓ 15B+ verifications p/a	No alternatives	Unmatched scale
Real-Time Processing	✓ 5ms response	List exchange only	Critical for operators
Operator Integrations	✓ 200+ complete	Zero	2+ years advantage
Security Certification	✓ ISO, IRAP* Credentials	Basic only	Government required
Implementation Time	✓ 90 days	18-24 months	Speed wins deals
Development Investment	✓ \$15M+ spent	Starting now	Insurmountable lead

## MARKET REALITY CHECK

There are NO other commercial real-time CSE providers globally. Where CSE exists (Sweden, Germany), these are government-built systems that cannot be commercialised. Competitors are 2-3 years behind in development, lack operator integrations, and have no reference customers.



\*Information Security Registered Assessors Program (IRAP) is run by the Australian Cyber Security Centre (ACSC). IRAP aligns with SOC 2 and ISO 27001 but is specific to Australian Government requirements. BetStop is assessed at PROTECTED level, indicating the system securely handles data equivalent to highly sensitive citizen records.

# Competitive Position

Capability	Datworks	Competitor A	Competitor B	In-House
Contracted CSE Systems	✓ 2 Enterprise	Regional only	Pilot phase	None
Scale Capability	✓ 10m active users	~Small list based	Untested	Limited
Model	✓ Real time	List exchange	List exchange	Varied
Real-Time Operator Integrations	✓ >200	NIL	NIL	NIL
Player Protection	~96% effectiveness	Unproven	Unproven	~70% effectiveness
Product design	Extensive consultation	Variation of sports integrity	Limited consultation	Jurisdiction specific
Implementation Time	✓ 90 days	6-9 months	12+ months	18-24 months
Multi-Jurisdiction	✓ Proven	Unproven	Unproven	No

## UNIQUE ADVANTAGE

Only proven enterprise-scale CSE platform in the market – alternative systems designed for small jurisdictions, not large real-time markets.



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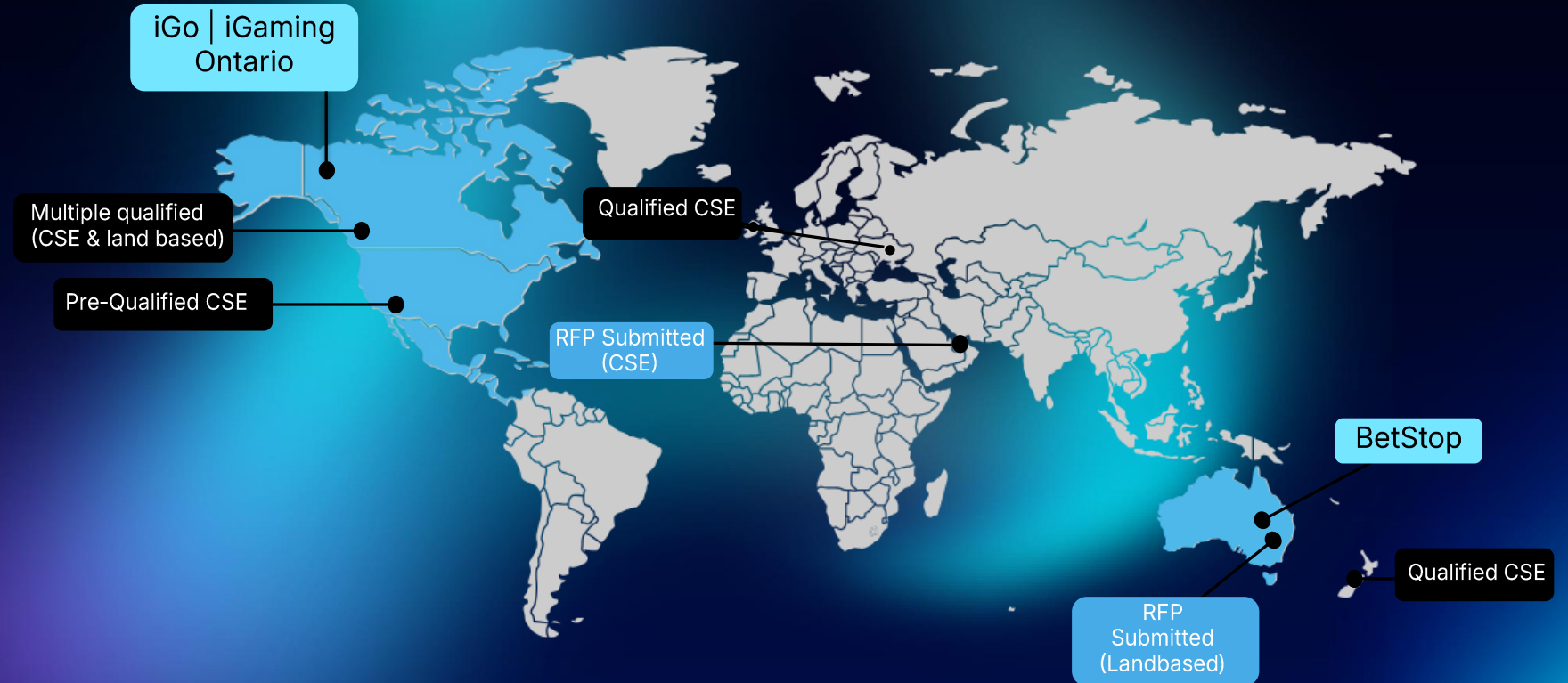
## COMMERCIALLY AVAILABLE EXCLUSION SYSTEMS





# Near Term Pipeline

Multiple advanced regulated market opportunities are progressing, with expected decision points in the current half, subject to government procurement and regulatory timeframes.



Timing subject to jurisdictional decision cycles and procurement processes.



# Investment Thesis

- **Strong market tailwinds:** Global gambling turnover continues to rise strongly, driven by growth in iGaming, which in turn drives an increasing need for responsible gambling measures
- **Large Market Size:** Large and growing global Total Addressable Market, with limited competition.
- **Installed Base:** Currently delivering the two leading and highly referenceable deployments of national centralised self-exclusion (CSE) systems (Betstop and Ontario)
- **Competitive position:** Very high barriers to entry and current performance reduce risk of new entrants and churn
- **Robust & Advanced Pipeline:** Multiple regulated market opportunities progressing, with several expected to reach decision points in the current half, subject to government procurement timeframes
- **Cashflow inflection achieved:** Core contracts now cash generative, with additional contract wins expected to further enhance EBITDA and cashflow profile
- **Secure Revenue:** Underpinned by two long term government contracts generating revenue >\$30 million.
- **High Growth Rates:** Last twelve months revenue growth rates at 10x the underlying iGaming market growth rates.

World-leading  
innovation driving  
strong growth potential:  
Our proven solutions  
are driving large  
opportunities in 2025  
and beyond.



# Appendix

# Strategic Interest Process (Ongoing)

- ✓ Strategic interest process underway with specialist advisers.
- ✓ Engagement from multiple parties reflects the quality of the Company's technology, contracts and market position.
- ✓ Dataworks will provide updates as and when the process progresses to a stage requiring further disclosure

STRATEGIC  
PROCESS  
UNDERWAY

MARKET  
ENGAGEMENT

UPDATES &  
DISCLOSURE



The Company cautions that there is no certainty that this process will result in any binding transaction or proposal.

# Infosec Credentials

Given the nature of the market, the user experience and the expectations of regulators, Dataworks invests heavily in ensuring the highest possible levels of information security – assessed at 'PROTECTED' status under the IRAP\* framework used by the Australian Federal Government.



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**ISO 27001**  
Managing information risks



**IRAP (PROTECTED LEVEL)**  
Independently assessed to verify organisation cyber security posture, risks and mitigation measures for secure system & data



**SOC 2 (in progress)**  
Controls over security, availability, and confidentiality



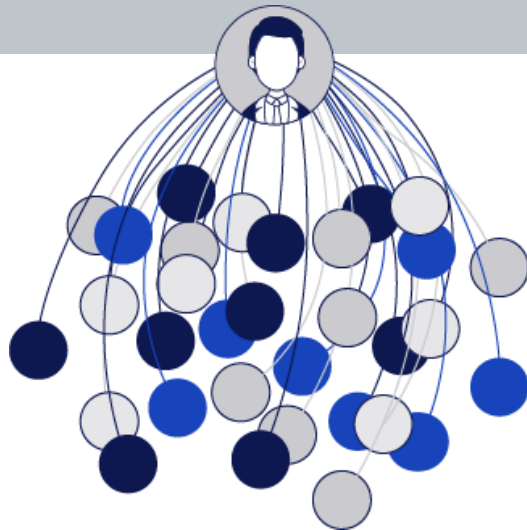
**AWS**  
Cloud-based, zero-trust architecture

# Why is CSE in Demand?

The social harm caused by iGaming is a global issue, and traditional regulatory frameworks and 'responsible gaming' measures have proven ineffective. Dataworks is pioneering the next-generation solution.

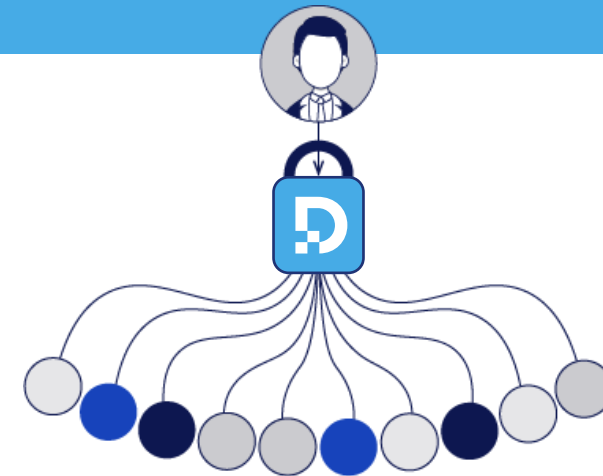
## TRADITIONAL SELF-EXCLUSION MODEL

This approach requires players to exclude themselves from each individual iGaming site—an ineffective, insecure, and impractical solution.



## CENTRALISED SELF-EXCLUSION

Players self-exclude once, instantly blocking access to all sites. This approach is effective, secure, and straightforward while also providing valuable data for harm minimisation initiatives.



# Meet the Team



**Al Watson**  
CEO

Experienced software executive having managed & scaled SaaS and enterprise-based businesses across a range of life cycles, from start up to established/mature operations.



**Matthew Johnson**  
CFO/COO

Experienced growth focused financial executive with over 20 years' experience mostly in the ASX listed media and technology verticals.



**Julian Babarczy**  
Executive Chairman

Finance industry professional including 15 years at leading Australian funds management group. Currently an active investor in a number of listed and unlisted companies.



**Ian Penrose**  
Non-Executive Director

Highly experienced board member & global executive who has achieved a successful career focusing on international gaming, technology, leisure and sporting industries. Currently lead independent director of Playtech plc.



**Freya Smith**  
Non-Executive Director

Experienced General Counsel and Corporate Governance practitioner. Currently General Council for Cuscal Limited, a leading Australian payments company.