



BETTER COLLECTIVE Q2, 2023
WEBCAST PRESENTATION

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Agenda

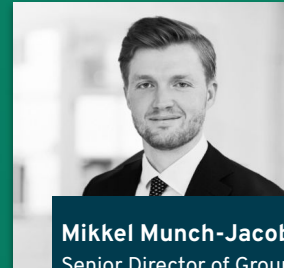
- I Q2 highlights
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Jesper Søgaard
Co-founder & CEO



Flemming Pedersen
EVP & CFO



Mikkel Munch-Jacobsgaard
Senior Director of Group Strategy,
IR & Corp. Comms.

Q2 highlights

By Jesper Søgaard
Co-Founder & CEO



Q2 proved to be another record breaking quarter

**39% revenue
growth
(29% organic)**

**67% recurring
revenue
growth**

**135% EBITDA
growth**

**South American
growth strategy
is paying off**

**Skycon is off
to a great start**

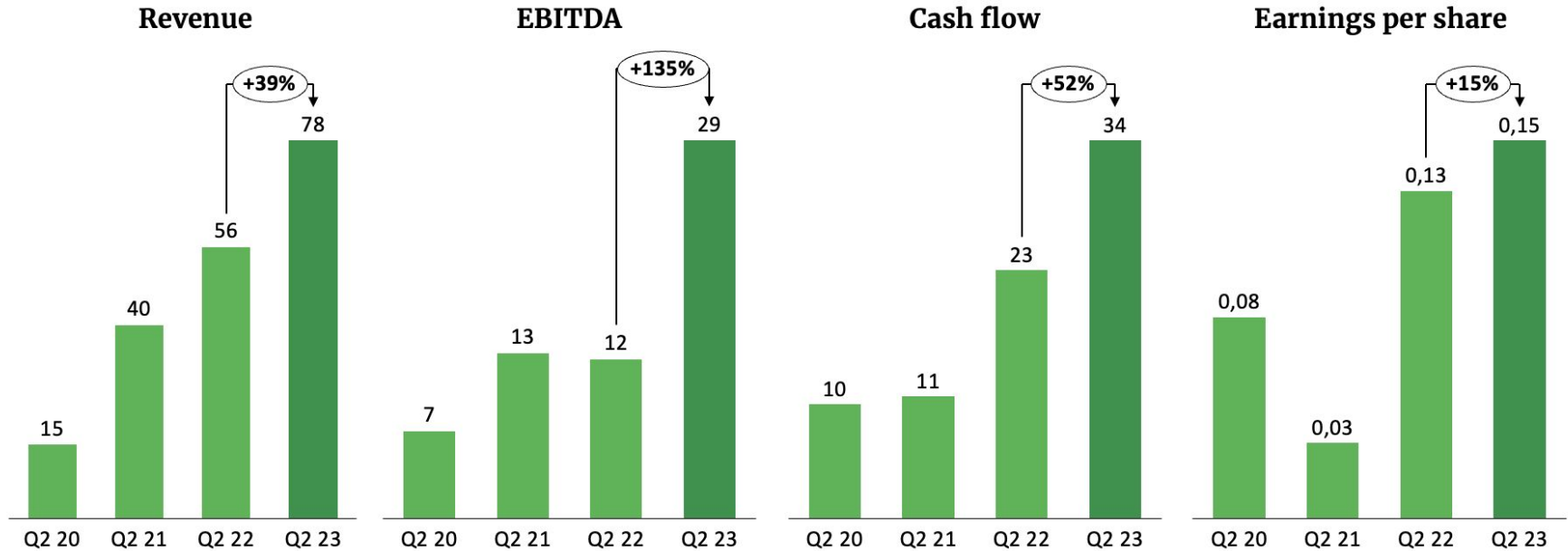
**Upgrade of the
2023 financial
targets**

Financial performance

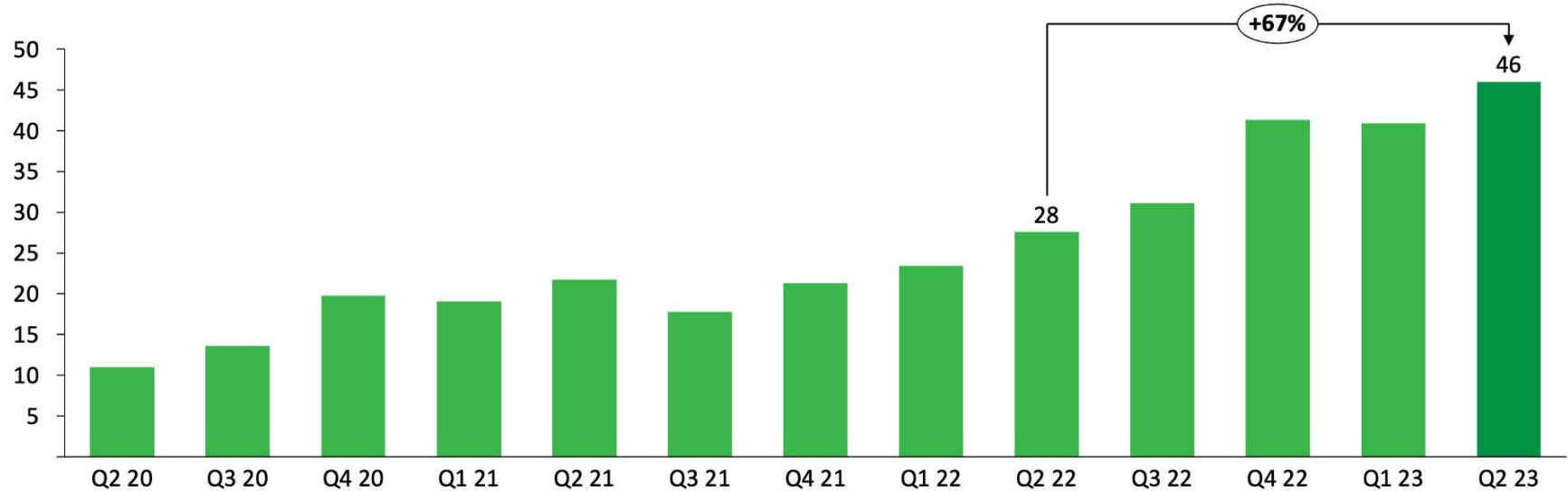
By **Flemming Pedersen**
EVP & CFO



Very strong growth in all aspects of our business during Q2

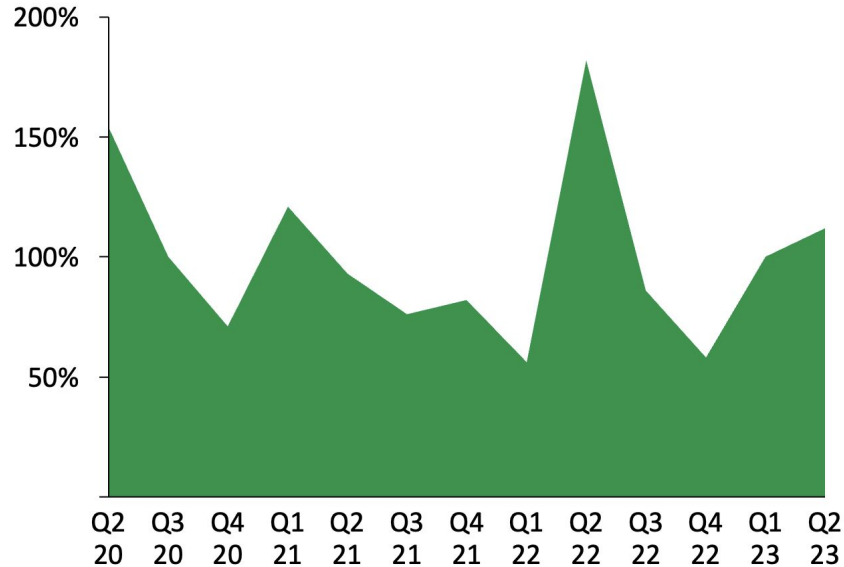


Our focus on recurring revenues is paying off and shows impressive growth

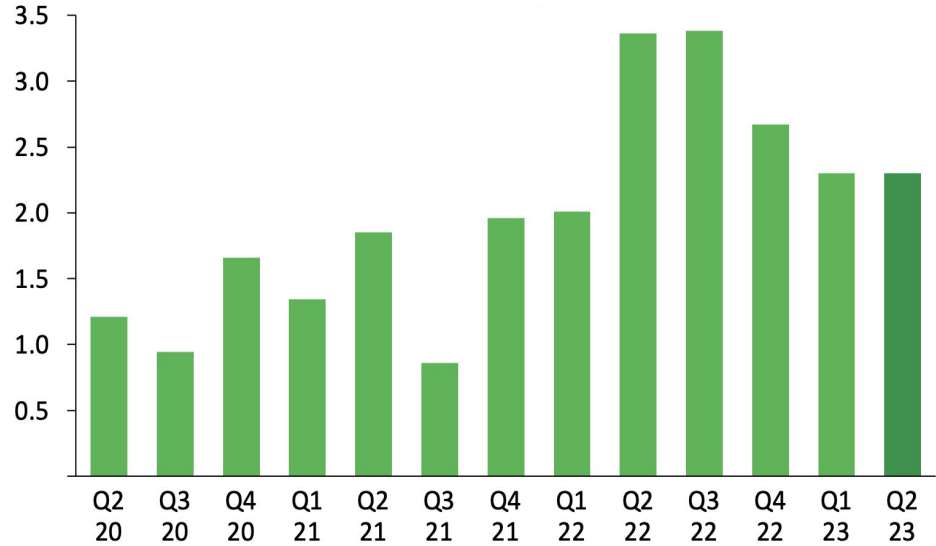


Strong cash conversion continues to fuel M&A agenda

Cash conversion rate



Net interest bearing debt/ EBITDA



Business review

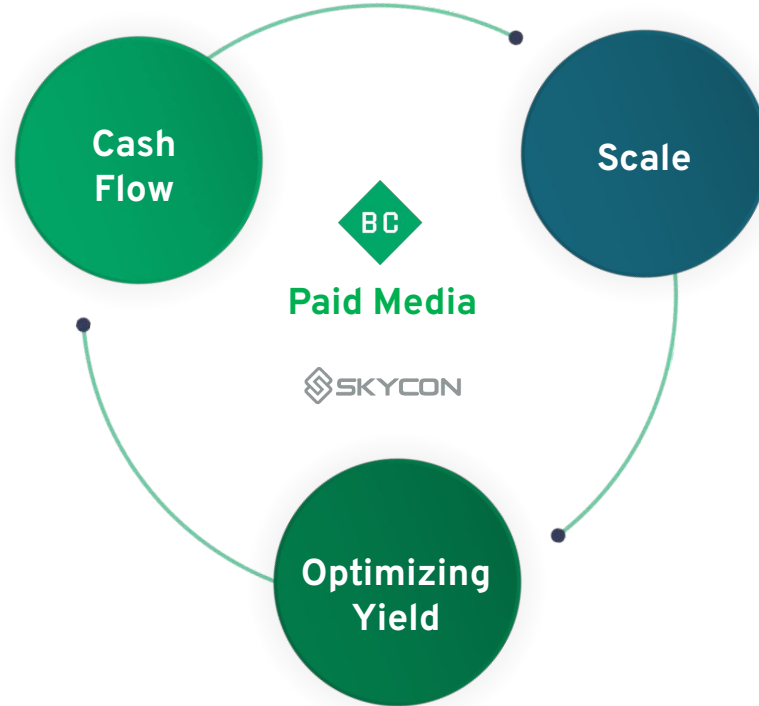


By **Jesper Søgaard**
Co-Founder & CEO

Widening the moat in Paid Media

BC Paid Media has great competitive advantages

- Skycon is off to a great start
- Display media comes with higher margin
- Constant work on widening the moat



The Americas are our key growth regions

North America

- North American team displaying strategic vision
- Q2 EBITDA margin of 33% (Q2 2022 -5%)

South America

- Leveraging the 'BC Growth Formula'
- Working to establish strong local presence



Upgraded 2023 financial targets

2023

- Revenue: **315-325 mEUR** (305-315 mEUR)
- EBITDA*: **105-115 mEUR** (95-105 mEUR)
- Net debt to EBITDA **<2** (unchanged)


2027

- Revenue: CAGR **>20%**
- EBITDA* margin: **30-40%**
- Net debt to EBITDA **<3**

Assume M&A solely is financed by own cash flow and debt

**before special items*

Summarizing yet another outstanding quarter



39% revenue growth - mostly organic

67% recurring revenues growth. Remains a core focus

Very strong operational leverage as EBITDA grew 135%

The Americas continue to be the key growth regions

July grew 39% kicking off a busy and exciting H2

Q&A

Contact

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DIGITAL SPORTS MEDIA GROUP