

22-May-2019

# Raketech Group Holding plc (RAKE.SE)

Q1 2019 Earnings Call

## CORPORATE PARTICIPANTS

Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

Andreas Kovacs

*Chief Financial Officer, Raketech Group Holding plc*

---

## OTHER PARTICIPANTS

Anton Wester

*Analyst, Pareto Securities AB*

Mathias Lundberg

*Analyst, Skandinaviska Enskilda Banken AB*

Christian Hellman

*Analyst, Nordea Bank ABP*

---

## MANAGEMENT DISCUSSION SECTION

**Operator:** Hello and welcome to Raketech Q1 Report. Today I'm pleased to present CEO, Michael Holmberg; and CFO, Andreas Kovacs. For the first part of this call, all participants will be in a listen-only mode and afterwards there will be a question-and-answer session. Please begin your meeting.

---

Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

Thank you, operator. Good morning, everyone, and welcome to this presentation of Raketech's Q1 2019 report. My name is Michael Holmberg and I'm the CEO of Raketech. As always, it's our CFO, Andreas Kovacs and we look forward to taking you through the presentation. Let's move to the next slide and look at the agenda. Today we'll start with a summary of the Q1 results then a short introduction to Raketech for any new listeners following [indiscernible] (00:00:55) business update. Then Andreas will take you through the financials. And lastly we will round off with a strategic update and outlook, summary and Q&A session.

Let's start and move to the next slide for the quarterly financial highlights. I'm pleased to present a good quarter with high organic growth and profitability despite the current challenges in the Swedish market following the new regulation. Underlying revenue amounted to €6.5 million representing growth of 31.6% of which organic growth was 25.5%. Growth is primarily driven by higher traffic volumes, especially for our casino products and our TV sports guides. In addition to the operating revenue, we are reporting other income of €2.3 million in the quarter connected to a waived liability regarding a related party.

Adjusted EBITDA amounted to €3.5 million representing a 38% increase compared to Q1 2018. We managed to improve the margins from 51.5% last year to 54.1% this quarter. We continue to exhibit strong growth in New Depositing Customers, NDCs, which is up 76% compared to Q1 2018. Andreas will dig deeper into the numbers when we come to the financial highlights later in the presentation.

Now, let's jump to page 6 and quickly run through what we do. First, an overview of how affiliate marketing works. It is all about matching consumer needs with the right company. In the case of iGaming, we match the player's needs with the right gaming operators. Consumers interested in sports and gaming come to [ph] one of (00:03:01) our products via search or by finding our products in social media or in the apps or Google Play. Even though consumers in general may know what they want, they are curious about what is out there and likes to compare services and offers. And we offer products where you find this. Once the player has found what he or she is looking for and become a customer with an operator, then, we get paid. That means a New Depositing Customer or an NDC.

So we are the link between the players and the gaming operator. We have a pool model where we get paid for what we can deliver not as in traditional marketing where it's all about push. This is also an important difference when looking at the gaming commercials in general and in particular in regulated markets. Our experience from many markets is that our business model is superior to traditional marketing and much more sustainable.

Let's go to the next slide. I wanted to take the opportunity to highlight our strengths. There are many affiliate companies in the market but [ph] what our (00:04:12) Raketech's competitive advantages. The first highlight is a product portfolio which we believe has a favorable split of comparison, communities, media guides and social media products. They are optimized to complement each other and deliver high quality content that generates leads or exposure for our partners.

The second highlight is our combination of established core assets and the structured approach to innovation. The main ambition for us is to create organic growth and by optimizing our existing assets every day while also testing new innovative ideas through our Lab. Combined, we get to create the conditions to grow. Then we have our win-win partnerships strategy which apply to both the operators and our entrepreneurs and joint ventures through the acquisitions we make. We have very strong relations to the operators and the data-driven approach to traffic. When working with entrepreneurs, we create value by combining the strengths of the entrepreneurial spirit with our central intelligence capabilities.

Lastly, we are frontrunners in affiliate compliance, corporate responsibility and responsible gambling which helps us deliver our long-term growth goals and make us more attractive when choosing an affiliate partner.

Okay. So, let's go to the next section, the business update on page 9. As most of you hopefully know, our growth strategy is based on three pillars, Core, Lab, and M&A. We have delivered in all three areas since the start of the year. If we start with the Core, where we collect all our established and mature assets and continue to optimize them, many of these assets targets the Swedish market and we are therefore happy that they continue to deliver high volume traffic also in a post regulation environment. We continue to match the search trends of today and tomorrow and focus on keywords with high value traffic. I will talk more about the Swedish regulation later in the presentation.

Moving on to the Lab, where product innovation comes from. Raketech is a company based on an entrepreneurial spirit and you can always expect us to come up with new products. We have worked hard on our in-house Pay N Play casino brand, RapiDi, which we will launch soon. The launch has been slightly delayed as we had invested further into BI in order to get the best data out of the project.

The third and last pillar in our growth strategy is M&A. We did not make any acquisitions in the actual quarter but has announced the acquisition of Tvmatsit after the end of the quarter. I will tell you more about the logics behind this acquisition in the next slide. The [ph] key activity in the quarter or rather (00:07:18) key activities have been to optimize the organization for future geographic expansion in addition to maintaining our market-leading position in

Sweden which we believe has a strong long-term potential. We also have global ambitions to expand our footprint in other markets going forward. As such, we are further strengthening our organization for future expansion both in terms of employees and technical platforms. As an example of a key recruitment, we have our new COO, Oskar Mühlbach, who has joined us in May and will take the lead on several work streams connected to our expansion.

Let's move to the next slide. If you follow us, you know that we have a holistic view on product strategy. We talk about obtaining long-term sustainable position in our focus markets. The way we do that is by several product categories, which makes us less vulnerable to changes in player behavior and advertising restrictions. It also makes us more relevant to the operators as well as the players with a smorgasbord of products to choose from. We are aiming to offer products within all categories in our focus markets and by our latest acquisition of TVmatsit, we now have the full offering also in Finland. This is also guidance on how we are looking at our approach to geographic expansion.

Let's move to the next slide. Our TV guides are one of the product families delivering constant growth in each market. They are also an excellent example of how we take the know-how from an acquisition and implement it in digital products and markets. The clear benefit in these products are that they are data driven, which means that we can scale them without adding a lot of staff. So, what does TVmatsit bring to the table? Firstly, it's a TV guide for Finland, which we have lacked until now. Secondly and maybe more important, it adds further intelligence and growth possibilities to the existing guides in the other markets.

TVmatsit has developed a unique marketing engine for driving traffic via sports events, which we will test on our other guide products. We actually started this in Sweden yesterday, connected to the ongoing ice hockey championships.

Now let's go to the next slide for a comment on the Swedish market. We've talked a lot about this already in connection with the year-end report in February. To repeat, we have a positive view on regulation and our focus is on compliance which means that we are only working with licensed operators.

Looking at performance so far, we believe that we have managed to navigate the new landscape well, traffic levels remain high throughout the quarter, but we also observed that average player lifetime values have decreased. It is hard to say when and at what level they will stabilize.

Regarding paid media, so-called PPC, Google initially has decided to only allow this for licensed operators. This decision came in the end of April and operators were able to start their PPC as of May. So far, we've not seen any significant change in the landscape, and traffic and ranking for our sites have remained more or less intact, although the operators now have been able to run PPC for about three weeks. We don't know if Google will open up for PPC for affiliates, but if they do, we are ready. In addition, I can share the news that a couple of our products have been approved by Facebook for advertising.

There is a general debate regarding gambling advertising in Sweden and the Swedish government is evaluating additional restrictions and potentially even a ban on certain types of marketing [ph] if you have push element (00:11:27). If that would be the case, we believe that our products would play an equally or possibly even more important role in the market considering our pool approach.

I will now hand over to Andreas for the financials.

---

## Andreas Kovacs

*Chief Financial Officer, Raketech Group Holding plc*

Many thanks, Michael. So let's get to the financials for Q1 2019 and the results on slide 14 where you will find our historical revenue development.

If we look back on last year, we see a really, really strong growth during 2018 with all-time high revenues in Q4, which was mainly driven by our partners' urge to position themselves by Swedish regulation. The strong development during 2018 was also positively affected by the Football World Cup affecting both Q3 and Q2, but also by the significant amount of the new Play N Pay (sic) [Pay N Play] (00:12:15) casino brands.

Q1 2019 revenues amounted to €6.5 million which is over 30% growth year-on-year, but the decrease by 15% compared to Q4 2018. The decline compared to last quarter was expected and was partly driven by the seasonality effect with weaker first half of the year compared to second half, but mainly by the Swedish regulation. Post-regulation, we have noticed lower lifetime values throughout the market and fewer amount of new brands entering the Swedish market.

We reported total revenue of €8.7 million during the quarter which includes other non-operational income of €2.3 million. The other income relates to wage-related party liability. This was a liability which erodes back in 2016 when the group reorganization was finalized. The waived liability was booked throughout the profit and loss account in line with our accounting principles affecting total revenues positively.

So moving on to the next slide. We show continued strong revenue representing a year-on-year growth by 32%, which was mainly driven by organic growth of 22% and acquired growth by 10%. The acquired growth relates mainly to affiliate assets of Mediaclever which we acquired in Q2 2018. The split of revenues from our different segments is in line with last quarter. Revenue from the Casino segment amounted to 72% of our total revenue, revenue from Sportsbook to 24%. The Sportsbook revenues are mainly driven by our media and community platform. And the Casino segment is mainly driven by our SEO portfolio. Other segments relate to our finance vertical and represented 3% of the revenues for the quarter.

The split of revenue streams is also in line with the revenue split during the end of 2018, with 39% rev share and 44% CPA. We have not seen any major difference in the split between rev share and CPA with our partners post-regulation. In line with our strategy, we are not focusing on a specific revenue stream, rather on win-win partnerships based on data analysis. As mentioned, in Q4, we have had a strong inflow and good appetite from our partners to buy flat fees. And flat fees of total revenue amounted to 17% during the quarter.

Let's move to the next slide. So the EBITDA margin decreased from 59.3% in Q4 to 54.1% in Q1. However, if you look at it, the total cost decreased between the quarters which indicate the traffic has a [ph] semi-fixed (00:15:01) cost base, and it's possible to adjust the cost base depending on the revenue development. During Q1, both direct costs and other external costs declined slightly, even though both items increased in relation to revenue by 0.2 percentage point and 2.5 percentage points, respectively. The only cost item which actually increased during Q1 compared to Q4 was personnel costs. This was mainly driven by certain key improvements which we have seen a strategic important. Total personnel costs in relation to revenue increased by 2.5 percentage points.

Moving on to the next slide please. This slide presents the adjusted profit for the historical quarters. Adjustments relate only to IPO cost and other non-operational income. So please note that the expenses have not been adjusted post Q2 2018 [indiscernible] (00:15:55) to the company. The only adjustment post IPO was the adjustment for other non-operational income affecting this quarter. So, our underlying earnings have evolved

positively [indiscernible] (00:16:06) to present a strong earnings growth in Q1 2019, representing a 38% growth compared to Q4 2018. The improved earnings are driven by the repaid debt of our previous credit facility, and it will lower also our finance costs going forward.

Let's look at the balance sheet on the next slide. Total assets amounted to €75 million as of March 31, 2019, consisting mainly of intangible assets which basically represent our product portfolio of €66 million at the end of the quarter. The new IFRS guidance about leasing, IFRS 16, did not have any significant impact for us. In the balance sheet, additional lease assets and liabilities amounted to €0.5 million and the profit and loss effect amounted only to €53,000 during the quarter.

Cash and cash equivalents amounted to €4.1 million which I will explain in more detail on the next slide. Other receivables including trade receivables amounted €4.6 million. Our total equity amounted to €63.5 million as of end of the quarter and amounts committed which relates to earn-out liabilities amounted to €5.9 million at the end of the quarter. Borrowings of €2.8 million related to the utilized amount of the revolving credit facility which we have at Swedbank.

Let's move to the last slide in the finance report and look at the cash flow. We have had a positive cash flow from operations of €3.3 million during the quarter representing a cash conversion of 95% of EBITDA. During the quarter, we have repaid outstanding debt to our previous lender which has been a key focus post IPO. The repaid amount amounted to €7.7 million.

Net cash from investments relate mainly to settlement earn-out liabilities during the quarter and amounted to €1.5 million. Utilized amount of our revolving credit facility amounts to €2.8 million hitting our cash flow positively during the quarter.

The interest paid €343,000 included payments to our previous lender. Going forward, Interest payments are expected to be significantly lower. Our cash and cash equivalents totaled €4.1 million at the end of the quarter.

And with that, I would like to give back the word to Michael.

---

## Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

Think you, Andreas. Let's look at our strategy going forward and an outlook for the market which you can see on slide 21. Here are some relevant data, independent data on the global marketplace for gambling. Today, just above 10% of all gaming revenue is generated online. This share will gradually increase over time. Sweden has today over 50% of the revenue online.

For us with Sweden as our biggest market where we have a proven track record, this global landscape development is of course highly interesting. You can see which continents that are predicted to grow the most. We use this data as well as other to guide ourselves on geo expansion. Other relevant parameters can be the regulatory maturity in the markets, payment solutions for the operators, and in-house expertise as well as our external relations. We are now exploring opportunities on several continents and will of course share more details on this when we have more materialized plans.

So, with this in mind, let's move to the next slide where we can see our strategic priorities. First of all, iGaming is our main focus as already highlighted. We will use the know-how from Sweden as a digitally mature market. We will focus on markets that our partners believe are important. And this is not only limited to Europe. When it comes to acquisitions, we will remain selective in our search for quality assets, so it's really important that we not

only match the product itself but also the [ph] team-wise (00:20:30) so that we can leverage our win-win partnership strategy. We are open to full acquisitions as well as joint venture models where we can work together with existing teams in the target companies to further grow and optimize the products.

Let's move to the summary on slide 24. Looking at the report, this is the key takeaways. We're satisfied with the performance in Q1 in spite of the turbulent Swedish market. Traffic levels have remained high but with lower player lifetime values and the market will continue to be in a stabilization phase for some time. We continue to focus on organic growth and we've intensified our efforts to prepare for geographic expansion and we have global ambitions. In addition, we will continue to pursue our M&A strategy where we look for high quality assets that can complement our existing portfolio.

So, now over to questions. Operator, please.

## QUESTION AND ANSWER SECTION

**Operator:** [Operator Instructions] Our first question is from Anton Wester from Pareto Securities. Please go ahead. Your line is open.

Anton Wester

*Analyst, Pareto Securities AB*

Q

Hi, Michael and Andreas. I have just some general questions and we can start with the first one. Can you give us some color regarding the CPA levels? Have you seen any changes in Q2 compared to Q1 for both Casino and Sports?

Andreas Kovacs

*Chief Financial Officer, Raketech Group Holding plc*

A

Thank you, Anton. At the moment, we haven't seen any CPA adjustments. How the market will evolve is hard to predict now. But no, in the Q1-Q2 still on the same levels it has been before.

Anton Wester

*Analyst, Pareto Securities AB*

Q

Good. And regarding rev share in Sweden, have your [ph] cut (00:22:35) remains the same throughout Q1, or has your negotiating position improved since the regulation of the Swedish market as you, of course, observed some of the risk associated with uncertainty of lifetime values?

Andreas Kovacs

*Chief Financial Officer, Raketech Group Holding plc*

A

Yes. What we have done is we have negotiated deals with all the operators who have taken the license in Sweden. That's [indiscernible] (00:22:59) 2018. What has happened which was something that we expected that there has been a couple of operators where we had some small rev shares which don't operate anymore. I believe we'll see if they will continue and try to take a Swedish license or not. But generally, I would say the rev share databases, they have been secured already in 2018 as we have these agreements in place.

Anton Wester

*Analyst, Pareto Securities AB*

Q

Thank you. And also regarding PPC, Michael, you mentioned something in the presentation, but can you give us some more color on how much of a traffic you think the ads will penetrate on market, instead of...

Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

A

Sure.

Anton Wester

*Analyst, Pareto Securities AB*

Q

...one of your CEO instead?

Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

A

Yeah. So, happy to share our observation on – observations on what's happening. So last week of April, Google goes out with information that the licensed operators in Sweden will be able to start with paid media advertising via Google, but not affiliates at this point. And we have an ongoing dialogue with Google to see if this will change in the future. We don't know today.

What you can then see is and there has been a lot of speculation on the market what will happen. We see that there has been no dramatic, no significant impact from it. My view is that the operators have started to try it out, but not massively, there has not been a major change. And as a consequence also, it doesn't really affect us at a significant extent at this point.

Then, we will follow what will – how this will evolve moving forward. You can also see that while Sweden has been a market where Google has not approved PPC for affiliates also before or gaming companies, there has been so-called unregulated advertising from affiliates. And we believe that this will now then pan out to rather being as in most other regulated markets.

We can also make a note that when the UK had a similar situation, also affiliates were not approved from the beginning, but it came later on. And then, as I also – I'd like to comment on that, we now have approval from Facebook for doing paid media for a couple of our products in Sweden. And so we see that this is something that is evolving and we are obviously active in that discussion.

Anton Wester

*Analyst, Pareto Securities AB*

Q

Thank you. And my final question, it's regarding your cash flow strategy, buybacks versus M&A and how you are thinking?

Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

A

Sure. So I can then confirm and elaborate little bit on that. So at the AGM recently, the board was authorized to decide on repurchase of shares. So this is now a question for the board. With regards to M&A, we are active in M&A. We continue to be so. We are looking both then at fit on who are the people behind the companies, do they want to continue working with us, do we see a strategic fit with the products that we have.

We look at the market data on the growth in the markets, it's good growth. We also look at and we are in close dialogue with our partners than win-win partnership on which markets are relevant to them and that then guides



us on the M&A agenda. We're constantly in quite a lot of discussions. That doesn't mean that we actually pursue them. We are very selective. We often step out of conversations as well but very, very active [ph] in the fit (00:27:17).

Anton Wester

*Analyst, Pareto Securities AB*

Q

Thanks for that, Michael and Andreas.

**Operator:** And our next question is from Christian Hellman from Nordea. Please go ahead. Your line is open.

Christian Hellman

*Analyst, Nordea Bank ABP*

Q

Hi. Thanks. Just in sort of the question on Rapidi, the B2C brand that you're about to launch. Could you elaborate a bit on that sort of what will be the strategy of that brand? I understand that it's mostly for sort of getting BI on end users. But, please, just elaborate a bit on the brand, and also if it will incur exceptional costs in Q2 that we should, perhaps, be aware of?

Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

A

Good morning, Christian. Absolutely, happy to do so. So, Rapidi will be rolled out shortly. We do this project. As a matter of understanding even more data, collecting the data, we will then follow the lifetime values for our own casino which gives us the intelligence to also have an even more educated conversations and knowledge sharing with our partners.

So we see that we can benefit from having these data. And at some point, we can also then start to guide our operators on how they can improve their business, how they can become even more efficient. So, that is the main reason on why we're doing the Rapidi product. Then, how we will roll this out? We will use this on our assets entirely at this point. So, it will be then [ph] of service for (00:29:06) players in Sweden and Finland primarily and only on our sites. And we're going to roll this out in a fairly small and limited manner and see then how we collect the data.

And there is and also for the delays that we wanted to kind of further improve on the player journey, the user experience for the development product which is why it was not launched in Q1, but will be soon shortly. And with regards to the last part of your question, Christian, I hand over to Andreas.

Andreas Kovacs

*Chief Financial Officer, Raketech Group Holding plc*

A

Yes. So, regarding the cost part and then expectation, generally for Rapidi, I wouldn't say that there is significant investments. However, as Michael pointed out, [ph] and the whole (00:29:55) Rapidi project has been one point in the lead to get an even better data and we have a really, really big BI project that we are launching. And within that, it could trigger a bit higher additional cost that I understand historically, but it shouldn't be a significant amount and not directly related to Rapidi more or less on the total group level.

Christian Hellman

*Analyst, Nordea Bank ABP*

Q

Okay. Okay. No significant [ph] cost then (00:30:25). And also on the M&A agenda, could you talk a little bit about the U.S. new opportunities there both in terms of M&A, but also perhaps in an organic manner. What are your thoughts on U.S. and your strategy there?

Andreas Kovacs

Chief Financial Officer, Raketech Group Holding plc

A

Sure. So the U.S. is a super interesting continent. Our market is opening up. We are following that. There is not so much M&A going on in our field at this point. What you see is that it's very difficult to price the actual targets since there is not a lot of traffic today. What we kind of acquiring is the long term potential. With that, as a background, you can see that that landscape is more suitable for joint ventures than if you do a full acquisition and so that guides us in our view on the U.S. We are active in many discussions there and are committed to deliver on the U.S. strategy. We are also – we have some U.S. traffic today not capitalizing on that, when we do so, it will always be with regulated traffic. And we're building on [ph] some of our (00:31:54) products at this point as well.

Other markets that are interesting to us is also to elaborate a little bit on what's happening in the rest of the world is that, as you see yesterday, Spain is an interesting market for us. Yesterday, it was a new information reaching the market about possible regulations on marketing for Spain. But that's a market where many of our operators are entering now taking licenses. Italy, also very interesting, going towards marketing ban here in June. It has been clarified to a pretty large extent what it will look like going forward. Raketech's view is that [ph] it relates (00:32:32) from an affiliate point of view, still very interesting. You also have a market like Germany, very, very big market, also interesting. And then we're also looking East for various markets in Asia.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Great. And speaking of potential ad bans and actually ad bans [indiscernible] (00:32:58) as well as it's the case in Italy. In general view, it seems to be that it's mostly sort of focused on, as you mention in our sales, Push advertising, TV and radio, et cetera. Are there any examples in relevant markets in Europe, for example, where affiliation advertisement has been banned or harshly regulated, just to give us sort of a sense if that is a risk here or if it's mostly the Push advertising that is sort of becoming more and more regulated going forward?

Andreas Kovacs

Chief Financial Officer, Raketech Group Holding plc

A

Usually, it is a Push aspect where you want to kind of get the mainstream TV ads that are kind of targeting a whole population which [indiscernible] (00:33:52) be interested in gambling. That is what the politicians want to take a look at. You see that these discussions are most relevant to regulated markets. Now, if you have a regulated market, you should remember that the government obviously has embraced gambling. So, you get the commitment from operators to take a license, to commit to paying tax, to kind of undergo the restrictions that the government want to see. That also means that to some extent they have to be able to sell their products, [ph] usually then (00:34:27) be kind of pool marketing which is affiliate marketing where you're there when the consumer is looking for the service which is [ph] unregulated (00:34:38) then you are there, which means that you should [indiscernible] (00:34:42) come out well in that environment.

Christian Hellman

Analyst, Nordea Bank ABP

Q

Great. Thank you for clarifying that. Well, so, that was it for me.

**Operator:** [Operator Instructions] And our next question is from Mathias Lundberg from SEB. Please go ahead. Your line is open.

Mathias Lundberg

*Analyst, Skandinaviska Enskilda Banken AB*

Q

Good morning. And my question regards the comments on outlook this quarter. In my view, growth in Q1 was – yeah, it was really strong organically. And you mentioned in the report that given that the Swedish market is still undergoing a phase of stabilization and this will affect the rate that is somewhat in the short term. Do you mean that the Q2, that the market climate in Q2 is worse than in Q1 or is it more in a sense that a recovery that you were expecting did not materialize? Could you perhaps explain a bit more your views on that?

Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

A

Sure, Mathias. What we see is that from a kind of seasonality point of view, Q2 is not historically the strongest quarter in our industry. And we also see that there is no major sports event that we had last year, the World Cup, which contributed to a lot of activity in this sector as such.

Then, we see that the lifetime values have been lowered during the spring here. And it is still in a stabilization phase. So, it's not really going in any clear direction at this point. And that also makes it very difficult for us to guide it further. It is still moving, so we kind of – this is what we guide on. We guide on also the kind of expected impact from PPC not having been dramatic, but this is how we guide today, and then we're happy to come back after the quarter at our Q2 report to kind of talk more about what is actually happening. But it's very difficult to give more guidance at this point.

Mathias Lundberg

*Analyst, Skandinaviska Enskilda Banken AB*

Q

Okay. One follow-up question on that. Easter, the holiday Easter, is that typically a negative or positive or a non-event for you guys?

Andreas Kovacs

*Chief Financial Officer, Raketech Group Holding plc*

A

[indiscernible] (00:37:28), it's Andreas. When we have look at the statistics Easter generally hasn't been some of the key topics that we have discussed. With that said, it has been the case that during last year it has actually not had any real positive effect as we could see. But generally, it's not the key topic. So, it's nothing major impact that we foresee from Easter.

Mathias Lundberg

*Analyst, Skandinaviska Enskilda Banken AB*

Q

Okay. Thanks. That's all for me. Bye-bye.

**Operator:** And there are no further questions at this time. I will hand over back to the speakers for any final comments.

Michael Holmberg

*Chief Executive Officer, Raketech Group Holding plc*

Okay. Thank you, everyone, for joining the presentation today. We continue to deliver on the strategy that we communicated when we started the company which is almost a year ago today. And I'm fully committed to creating sustainable growth across all of our current markets as well as delivering a strong expansion plan to continue the growth journey for Raketech into the future and to build long-term shareholder value. We look forward to talking to you again in August when we deliver on our Q2 report. Thank you very much.

#### Disclaimer

The information herein is based on sources we believe to be reliable but is not guaranteed by us and does not purport to be a complete or error-free statement or summary of the available data. As such, we do not warrant, endorse or guarantee the completeness, accuracy, integrity, or timeliness of the information. You must evaluate, and bear all risks associated with, the use of any information provided hereunder, including any reliance on the accuracy, completeness, safety or usefulness of such information. This information is not intended to be used as the primary basis of investment decisions. It should not be construed as advice designed to meet the particular investment needs of any investor. This report is published solely for information purposes, and is not to be construed as financial or other advice or as an offer to sell or the solicitation of an offer to buy any security in any state where such an offer or solicitation would be illegal. Any information expressed herein on this date is subject to change without notice. Any opinions or assertions contained in this information do not represent the opinions or beliefs of FactSet CallStreet, LLC. FactSet CallStreet, LLC, or one or more of its employees, including the writer of this report, may have a position in any of the securities discussed herein.

THE INFORMATION PROVIDED TO YOU HEREUNDER IS PROVIDED "AS IS," AND TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, FactSet CallStreet, LLC AND ITS LICENSORS, BUSINESS ASSOCIATES AND SUPPLIERS DISCLAIM ALL WARRANTIES WITH RESPECT TO THE SAME, EXPRESS, IMPLIED AND STATUTORY, INCLUDING WITHOUT LIMITATION ANY IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, ACCURACY, COMPLETENESS, AND NON-INFRINGEMENT. TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, NEITHER FACTSET CALLSTREET, LLC NOR ITS OFFICERS, MEMBERS, DIRECTORS, PARTNERS, AFFILIATES, BUSINESS ASSOCIATES, LICENSORS OR SUPPLIERS WILL BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL OR PUNITIVE DAMAGES, INCLUDING WITHOUT LIMITATION DAMAGES FOR LOST PROFITS OR REVENUES, GOODWILL, WORK STOPPAGE, SECURITY BREACHES, VIRUSES, COMPUTER FAILURE OR MALFUNCTION, USE, DATA OR OTHER INTANGIBLE LOSSES OR COMMERCIAL DAMAGES, EVEN IF ANY OF SUCH PARTIES IS ADVISED OF THE POSSIBILITY OF SUCH LOSSES, ARISING UNDER OR IN CONNECTION WITH THE INFORMATION PROVIDED HEREIN OR ANY OTHER SUBJECT MATTER HEREOF.

The contents and appearance of this report are Copyrighted FactSet CallStreet, LLC 2019 CallStreet and FactSet CallStreet, LLC are trademarks and service marks of FactSet CallStreet, LLC. All other trademarks mentioned are trademarks of their respective companies. All rights reserved.