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Raketech Group Holding Plc (RAKE.SE)

Q3 2024 Earnings Call

OTHER PARTICIPANTS

Unverified Participant
Unverified Title, Unverified Company

MANAGEMENT DISCUSSION SECTION

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This call is being recorded. Your line is muted. Welcome to the Raketech Q3 2024 Report presentation for the first part of the presentation. Participants will be in listen only mode during the questions and answer session. Participants are able to ask questions by dialing Key five on their telephone keypad. If you are listening to the presentation via webcast, you can ask written questions using the form below. Now I will hand the conference over to CEO Johan Svensson and CFO Måns Svalborn. Please go ahead. Came in at €12.9 million in revenues in Q3, an organic decrease of 49.9% and a 48.8% adjusted for the divestment of the advisory business. Adjusted EBITDA of €3.1 million. A decrease of 44.6% year on year and EBITDA of €3 million. Total adjusted EBITDA for the first three quarters, €12.5 million. October revenue was €4 million compared to 7.7 million in October last year, of which point €4 million from the divested advisory business. We expect Q4 to be slightly stronger than Q3 in terms of adjusted EBITDA. At the moment, it looks difficult to reach the lower end of the previous communicated full year guidance of 17 to €19 million in adjusted EBITDA. However, visibility is limited due to the ongoing operational challenges for our publishers within Raketech Network and around the expectation of a usually stronger second half of Q4 for both Casino and US sports. Our previous previously communicated review of our operating model that started during the first quarter of this year has led to realized cost savings of 18% compared to Q1. This year. Publisher cost excluded free cash flow before earnouts increased to €3.8 million positively impacted by timing of settlement and trade receivables and payables. This allow us to meet our upcoming earn out commitment of €9.9 million payable up until the first half of next year. The remaining Arnhult obligation of €20.6 million can be settled at any point in time. At our discretion. Up until September 20, 26. Next slide. Now let's look at our different business areas, more in details. And we will start with Affiliation Marketing affiliation and marketing. Our in-house operated assets, our strategic partnerships had a weak quarter with revenues of €6.8 million, a decline with 28.3% compared to Q3 last year. The affiliation marketing revenues were stable between the months during Q3 and into November. The Casumba assets accounted for the biggest drop in revenue during the quarter. Assets have sporadically increased in traffic, but the effect from the Google Core update earlier this year is substantial. We have further strengthened the organization working with the Casumba assets where the founders remain in strategic roles. The Swedish gaming tax rate was increased from 18 to 22% from 1st of July. This has somewhat affected the investment willingness of operators when it comes to upfront flat fees, and we saw a decline on our REMSCHEID databases during the quarter. Robin Nori-d casino markets remain stable or growing during the quarter. Our sports assets declined sequentially compared to a strong comparative period, including for Europe and IPN in Q2, but mainly in line with performance of last year. In beginning of October, we signed a strategic partnership with the founders of the slot portfolio with traffic from South Europe and LatAm. On the next slide, I will speak more about how the strategic partnership works within Affiliation Marketing. Subaffiliation Subaffiliation revenues amounted to €5.5 million, a decrease of 51% compared to the strong Q3 last year. The gross margin was 25%. Our paid focused publishers on Raketech Network had operational challenges throughout the quarter. We have had good ghilad campaigns. We have seen some improvement in traffic and revenue in Q4. These operational challenges is largely due to external factors beyond our immediate control. Our relationships with our paid publishers and operators are strong and we are standby and ready to scale up the business when the market conditions improve. Affiliation Cloud Our in-house developed Subaffiliation platform continue to deliver year on year organic growth. A good portion of organic growth comes from exclusive partnerships, which I will speak more about later in the presentation. We will continue to invest in Affiliation Cloud to be able to onboard more partners and scale further betting tips on subscription. End of July we completed the sale of a land based betting tips advisory business. This divestment led to revenue decline of 29.2%. But if you adjust for the for the sold assets, we have 24% organic growth for the remaining digital actives business year on year. Going to the next slide, starting with Affiliation Marketing. Today I will speak about strategic partnerships. This year we have entered into two strategic partnerships with being Affiliation Marketing related. We were founders of the stock portfolio. The purpose of a partnership is to team up with entrepreneurs. We have a good track record of operating affiliate products where we can benefit from raketech's infrastructure insights and where Raketech or secure product competence. In the partnerships we have as slots assets, the founders takes over the daily operations of assets including product development, content and as illustrated here. They use Raketech, central resources, sales, finance and different IP services. These partnerships are operated with similar gross margin as if we would have operated assets fully in-house. Next slide Subaffiliation and Exclusive Partnerships. In Q3, we closed an agreement and went live with an exclusive partnership with a large U.S. operator on Affiliation Cloud. The partnerships are structured in a way where we will handle operations and relations, including renegotiations of all their free to air free affiliates and publishers who like to promote for operator. The partnership with a U.S. operator was the fourth brand. Coutu's Affiliation Cloud Essor exclusive Subaffiliation partner, we believe, will opt in these type of partnership instead of a traditional affiliate model in the traditional Affiliation Cloud one, each operator needs to negotiate and agree a deal with each affiliate to secure exposure and distribution. Operator must have its own affiliate team with local expertise for each market to secure compliance at Affiliation Cloud, the operators get access to multiple affiliates through one agreement. Our publisher team take care of the commercial negotiations and secure the distribution, including compliance. We pay an affiliate commission on demand to secure good cash flow for our partnerships, betting tips and subscription. At the end of July, we completed the sale of the land based Betting Tips Advisory Business to be able to focus on the digital tipster business. The difference between Million.based advisory and our digital Timstv business is that the focus of a lumber's was to generate the lead online, but driving flows for sales off-line the digitization of the business have allowed us to continue generating leads online and to convert them online. We have a significant traffic volumes on our sites. We can seamlessly increase monetization on our tips or assets ascade, which will be our focus going forward. Our goal is to continue growing our digital footprint across all our assets and accelerate that fashion. Now over to our CFO, Ms.. We saw total revenues of 12.9 million, which represents a decrease for both Affiliation Marketing and Subaffiliation. On your left side, we have total revenues split on three business areas. On the right side, total revenues distributed on cluster of regions, starting with Affiliation Marketing, which constitutes 53% of total revenues. We did see sporadic traffic and ranking increase for the Casumba assets during the quarter, but they are not showing the sustained recovery pulling down revenues compared to last year and also somewhat from Q2. Nordics held up relatively well and is essentially in line with Q2 and last year with Sweden performing softer. While other Nordic regions were up or stable. Visible also in Q2. Specifically, it's a material decrease for our sports assets following high activity in Q2. Following the build out for euro SUBAFFILIATION represents approximately 42% of total revenues in Q3. As we highlighted in Q2, activity slowed down quite significantly in the quarter with operational limitations for specifically our network publishers. Our relationship with publishers are still stable and performance have stabilized from a low point of the quarter, indicating some improvement into Q4. Visibility is, however, to some extent limited. As a last point on this slide for the U.S., we concluded the sale of the list of devices at the end of July. This means revenue from this area is only including july.and for a like for like comparison have less there meaning excluding this advisiry we have an organic growth of 20 plus percent for digital subscription, which is positive to see. Next slide. This slide show revenue mix and vertical split. Just a couple of quick points on this slide. First, the variation in CPA is largely driven by the lower activity in some population. This area is predominantly CPA have been driving the decline from a very strong Q3 of last year. Secondly, Flexiti's are on par with the previous quarter, which is positive, meaning that our partners continue to see good value in our traffic. As highlighted in previous quarters, we have an ongoing and continuing on review of all our products and business area to ensure that we are operationally efficient. From a high point in Q1 with regards to cost, we initiated a review and cost cutting initiative and we are now seeing these initiatives realizing with an overall decrease in total cost, excluding publisher cost of about 18% in Q1 from Q1. As we move along, we will continue to tweak and fine tune our operating model in line with our overall strategy. Next, let Addup. Adjusted EBITDA was 3.1, mainly impacted by the lower performance within Affiliation Marketing compared to last year, despite lower activity within SUBAFFILIATION, the gross profit was strong in the quarter, up 25% in this specific business area and the effect primarily of higher revenue share. The realized cost savings that I mentioned on the previous slide additionally somewhat offset the decrease in revenues. On the right hand side, free cash flow before EARNOUTS is higher than reported EBITDA. I mentioned in the previous call last quarter that we were expecting a catch up in H2 and we are seeing this in Q3. This primarily relates to timing effects from Pulk paying publishers in Subaffiliation, but also timing of settlements from operators. Overall, free cash flow before Earnouts is expected to remain in line or slightly above EBITDA for the full year. Moving along to next slide with regards to our outstanding earnouts. The last part public assume burlöv was finalized at the end of July, meaning the final amount is now fully fixed for the next upcoming 12 months. Or more specifically, up until the first half year of next year, we will set the 9.9 million. This will be settled in cash using our current net cash position expected free cash flow under our existing facility. We have in place. The remaining 2.6 million, as we communicated previously, can be settled at any point in time. Up until September 20, 26 of our discretion. We also have a thorough discussion of the possibility to sell the part of this in shares post September 2026. There are no other outstanding commitments related to our acquisitions. Thank you. And over to you. Will. Thank you, Magnus. To conclude. Revenues of €12.9 million and adjusted EBITDA of €3.1 million. Cost savings in Q3 of 18% compared to Q1 this year. Excluding publisher costs, we have continued our evaluation of all our products and business areas to better position ourselves for sustainable long term growth and operational efficiency. These initiatives have resulted in a successful sale of HST advisory and the formation of two strategic partnerships within Affiliation Marketing as well. A couple of new exclusive partnerships within Subaffiliation. We reached what we now open up for Q&A. If you wish to ask a question, please dial pound key five on your telephone keypad to enter the queue if you wish to withdraw your question, please dial pound key six on your telephone keypad. The next question comes from Hjalmar Ahlberg from RedEye. Please go ahead. Thank you. Just the first question on the kind of the start to the Q4 here, I mean, you did say to Co-promotes was kind of softer and then you see some improvement in November. I guess it's difficult to say, but do you think it's in your I mean, it kind of looks sustainable or if it's kind of typical volatility, you can see in that business. I am sorry. Good morning. Yeah. Yeah. October amount to €4 million in revenue of and we and have sold about h.c advisor which was €2.4 million last year in October and we the big drop in revenue is as some of our Raketech Network and we have seen some improvement but we are are not back up to at the levels we were a year ago. All right. And regarding subaffiliation and operate challenges, how do you think you do have any potential view on improvements there or when this could be sold or is just kind of waiting and seeing there ? It's it's a bit out of our control, but we hope that we stay strong with with the publishers and the operators and are ready to to scale up when the market conditions are improving way. Yeah, no, I'm talking about the Raketech Network Prepaint part of Subaffiliation. Yes. And I mean, you say it's difficult to to reach the guidance probably. But I mean, if November were to improve and December is to be in line with historical typical positive seasonality, is that still possible or do you think it's more difficult to end up in the lower end there ? At the moment, as we stated, it looks it looks difficult, but we we don't have full visibility since some of these some of these operational challenges we've been Raketech Network is it's out of our control. And for Casumba, I mean, you state that it's still work on the recovery there, but could you give some kind of a view maybe on the kind of general outlook for in Japan ? And I guess one operator divested their Japanese assets. I understood. Do you think that there's two big changes ongoing in the market as well in terms of business warmoth ? But we follow the market closely and there have been operational challenges for former operators as well. When we speaking to our partners, we have heard about that and issues we have with payment providers, etc., but yet we, we, we still see a high demand from from operators to acquire traffic. But we haven't recovered from the Google Core update earlier this year. We have seen some some sporadically increase in traffic, but that we still far from the traffic levels pre the Google update for us. And then a question on Sweden. I mean, you mentioned that, of course, the tax increased taxes have some some negative impact on revenue share and potentially also fitpay, I guess, would you say that the markets have kind of reached a new level that a lower level ? Or do you think just in terms of how operators will do marketing and so on from Sweden, I was told the market is growing year on year compared to last year, but yet the tax increase has to somewhat affected our our rev share databases. We we of course need to to share the tax increase with the operators. And when when when a tax increase apply it it takes some some operators are a little bit more conservative with their investments. So but we we are one of the large affiliate companies in in in Sweden. And we're it's a very important market for us where we have good, good relations with operators. Thanks. And then just a question on the U.S. Affiliation Cloud deal here. I mean, how big potentially if this deal I guess you can't give it the numbers, but it sounds like it's an important operator. So maybe can you give some some indication of how much it could impact the next couple of years in terms of upside potential ? Not in absolute numbers. But of course, this is a U.S. A is a huge market, is expecting to grow significantly next year and that to to secure a partnership like this shows that we have a good service which operators value. And so we are we are optimistic for yeah. To grow Subaffiliation in U.S. definitely. All right. And just a final question on your earn out settlement. I mean, it sounds like you have liquidia's enough to to pay the next payment of 9.9. And how do you look at the final payment there of if you look at your current cash generation, what's your flexibility on being able to issue to do that payment without any issues ? No, we think we have quite a lot of flexibility. There's flexibility around, obviously, the timing of the terms of the settlement.

And it's along quite the long term for that settlement as well. So at the moment we think we have quite a lot of flexibility around it. All right. Thank you very much. Thank you. The next question comes from Rikard Engberg from Carnegie Investment Bank. Please go ahead. Good morning, guys. Morning. Good morning. So my first question is regarding the gross margin in and some affiliation during the last it's increased quarter over quarter. Is there any reason for that or is it just just because of lower global revenues in the quarter ? No, the the amount or rev share increased a little bit in the quarter are pushing that. The pushing up margin up a little bit then it depends a little bit on which publisher increase and decrease in the quarter as well or month by month, but that has a little bit of an impact as well. But I think I mentioned last quarter or even last quarter was a little bit on the high side and it's again a little bit on the high side. So we're not really targeting to be on 25% or we can go lower as well. So it is a little bit on the high side at the moment. Okay. So given that if if revenue were to come back, the gross margin would go down since it would increase the CPA amount in the mixture. Likely that will be the case. Yes. Okay, great. And also one question versus new Google opted out now. From what I've heard, it's quite similar to this spring. How has this effect affected your assets ? Is this in no way to big one is spreading or is it improving ? It is too early to draw any conclusions. It was rolled out earlier this week. So we have seen a big impact yet on any of our assets. Okay. Thank you. That's all for me. Thank you, Rachel. There are no more phone questions at this time. So I hand the conference back to the speakers for any written questions and closing comments. Good. I think we have some questions. Yep. We have a few written question. One is related to the cash settlement related to the sale of this consultants, and that's been done already. And if it's included in the Q3 cash flow and we communicate this in your press release that there is there is an upfront payment, but that is included in Q three and there's a revenue share split on the going with that counterpart. That's a question on how we're working with the consumer assets to turn them on. In terms of the current quarter update and also the one in August, the assets affected, I think this one is similar to the question that Rickard Engberg asked. So but if there's anything to anyone specifically around because some assets operationally. No it's it's first when you when your assets drop in ranking or from a goodwill updates then you have to do the analysis which we did a comprehensive audit after the Google update was finished in in April and that is due to a new strategy how to to recover. It's a lot of hard work, but it also need to make sure that you prioritize and to do the right things. So it's work in progress, but it's very hard to expect when it gives results. But during the quarter we saw some sporadic traffic traffic increases, but still on on still far from from a traffic levels pre Google updates and then there a question around what will be the cost savings on an annual basis run rate. Like I said in the presentation, we will continuously review and tweak a little bit our operating model as we move along. But what we can say up until now is at least the latter half of Q3 is sort of a good standing point at the moment. And then we'll continue to review ongoing and tweak a little bit. As I mentioned in the call. Yeah. And then there's couple of questions on Outlook Q4 from a revenue perspective and also Q1 of 2025. And we'll stick with the comments we have included in the presentation here on the outlook and keep you updated as we go along. And I think that's more or less it. Yes. Thank you all for listening in and see you and see you again in February. Thank you. Bye bye.

