

THIRD QUARTER 2022 FINANCIAL RESULTS

November 16, 2022



DISCLAIMER

Certain statements in this press release may constitute “forward-looking” statements and information within the meaning of Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934, and the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995 that relate to our current expectations and views of future events, including, without limitation, statements regarding future financial or operating performance, planned activities and objectives, anticipated growth resulting therefrom, market opportunities, strategies and other expectations, and expected performance or outlook for the full year 2022. In some cases, these forward-looking statements can be identified by words or phrases such as “may,” “might,” “will,” “could,” “would,” “should,” “expect,” “plan,” “anticipate,” “intend,” “seek,” “believe,” “estimate,” “predict,” “potential,” “projects,” “continue,” “contemplate,” “possible” or similar words. These forward-looking statements are subject to risks, uncertainties and assumptions, some of which are beyond our control. In addition, these forward-looking statements reflect our current views with respect to future events and are not a guarantee of future performance. Actual outcomes may differ materially from the information contained in the forward-looking statements as a result of a number of factors, including, without limitation, the following: economy downturns and political and market conditions beyond our control, including the impact of the Russia/Ukraine conflict; the global COVID-19 pandemic and its adverse effects on our business; dependence on our strategic relationships with our sports league partners; effect of social responsibility concerns and public opinion on responsible gaming requirements on our reputation; potential adverse changes in public and consumer tastes and preferences and industry trends; potential changes in competitive landscape, including new market entrants or disintermediation; potential inability to anticipate and adopt new technology; potential errors, failures or bugs in our products; inability to protect our systems and data from continually evolving cybersecurity risks, security breaches or other technological risks; potential interruptions and failures in our systems or infrastructure; our ability to comply with governmental laws, rules, regulations, and other legal obligations, related to data privacy, protection and security; ability to comply with the variety of unsettled and developing U.S. and foreign laws on sports betting; dependence on jurisdictions with uncertain regulatory frameworks for our revenue; changes in the legal and regulatory status of real money gambling and betting legislation for our customers; our inability to maintain or obtain regulatory compliance in the jurisdictions in which we conduct our business; our ability to obtain, maintain, protect, enforce and defend our intellectual property rights; our ability to obtain and maintain sufficient data rights from major sports leagues, including exclusive rights; any material weaknesses identified in our internal control over financial reporting; inability to secure additional financing in a timely manner, or at all, to meet our long-term future capital needs; risks related to future acquisitions; and other risk factors set forth in the section titled “Risk Factors” in our Annual Report on Form 20-F for the fiscal year ended December 31, 2021, and other documents filed with or furnished to the SEC, accessible on the SEC’s website at www.sec.gov and on our website at <https://investors.sportradar.com>. These statements reflect management’s current expectations regarding future events and operating performance and speak only as of the date of this press release. You should not put undue reliance on any forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. Except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

We report under International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”). We maintain our financial books and records and publish our consolidated financial statements in Euros, which is our functional and reporting currency. There are important differences between IFRS and United States Generally Accepted Accounting Principles (“US GAAP”). This presentation also contains certain supplemental financial measures and other operating metrics, including but not limited to Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Free Cash Flow, Adjusted Free Cash Flow (unlevered), Cash Flow Conversion (unlevered) and Net Retention Rate. These non-IFRS financial measures are in addition to, and not as a substitute for or superior to measures of financial performance prepared in accordance with IFRS. There are a number of limitations related to the use of these non-IFRS financial measures versus their nearest IFRS equivalents. For example, other companies may calculate non-IFRS financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-IFRS financial measures as tools for comparison. Furthermore, the non-IFRS financial measures presented herein may not be presented in future SEC filings by Sportradar. See the Appendix for further explanations and reconciliations of these non-IFRS measures to the most directly comparable IFRS measures.

BUSINESS OVERVIEW

01



SPORTRADAR'S OPERATIONAL GOALS



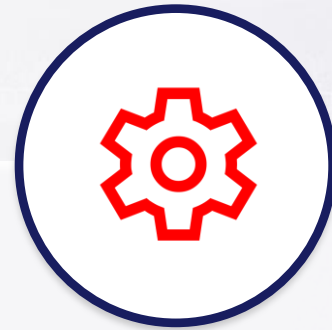
FURTHER GROW OUR HIGH-MARGIN REST OF WORLD BUSINESS

By up-selling and cross selling and moving customers up the value chain.



EXPAND OUR MARKET POSITION IN THE U.S.

By leveraging our significant investment in the U.S. and growing the share of in-play betting.



DRIVE EFFICIENCY ACROSS THE ORGANIZATION

By leveraging our global footprint, optimizing processes and our resource usage.



CONTINUE TO INVEST OUR OPERATIONAL CASH FLOW

By strengthening our market position and expanding our addressable market.

THIRD QUARTER HIGHLIGHTS

REVENUE
Y-O-Y Revenue Growth ▲

31%

ADJUSTED EBITDA
MARGIN¹

20%

CASH FLOW CONVERSION
(Unlevered)¹

104%



MBS

84%

Y-O-Y Revenue Growth ▲



AD:S

62%

Y-O-Y Revenue Growth ▲



U.S. BETTING

144%

Y-O-Y Revenue Growth ▲



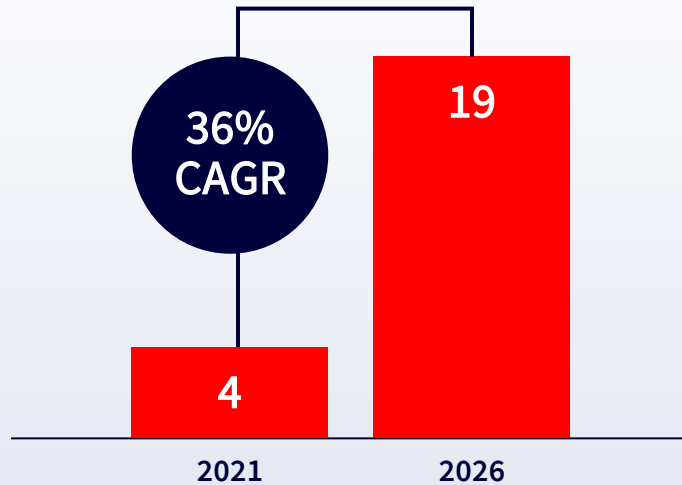
U.S. ADJ. EBITDA
MARGIN¹

11%

← REST OF WORLD BETTING → ← U.S. BUSINESS →

US: WHY WE WIN WITH IN-PLAY

U.S. SPORTS BETTING MARKET (\$B) ¹



SHARE OF IN-PLAY BETTING IN THE U.S.

(% in GGR)

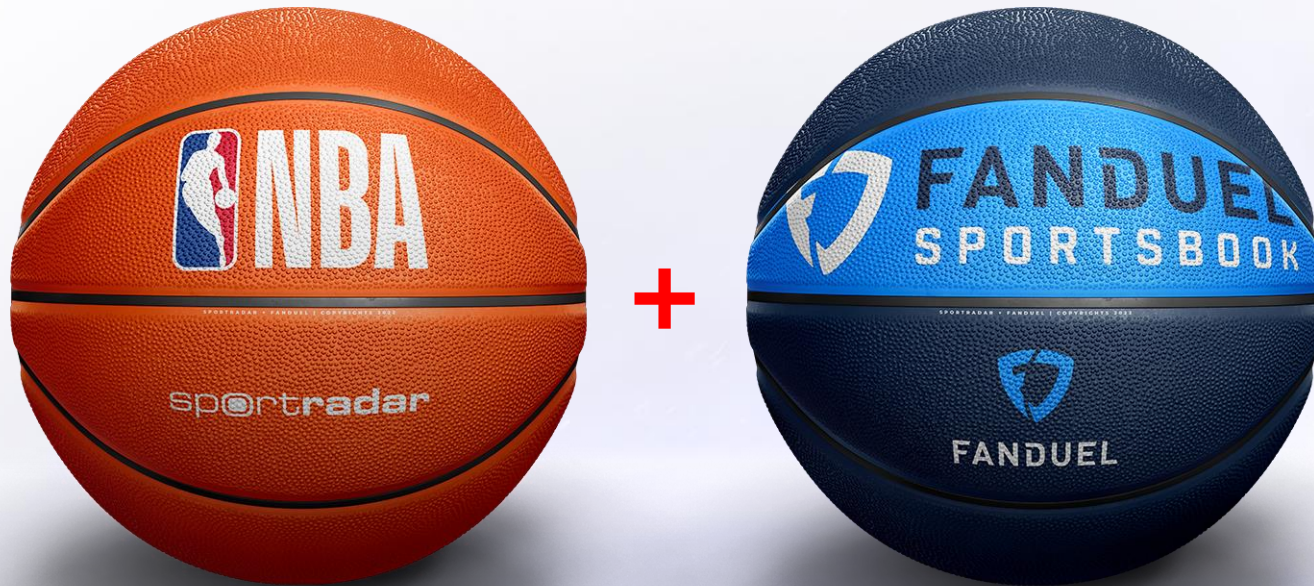
- NBA 15-20% ▲ ²
- MLB 25-30% ▲ ²
- NFL ~13% ▲ ³
- NHL 30-35% ▲ ²



U.S. Revenue **61%** ▲ Y-O-Y Revenue Growth

U.S. Profitability **11%** ▲ Adj. EBITDA margin in Q3 2022

FANDUEL: EXPAND CUSTOMER RELATIONSHIPS BY LEVERAGING LONG-TERM LEAGUE DEALS



HIGHLIGHTS OF EXTENDED FANDUEL CONTRACT

- ▶ Early extension of our existing contract until 2031
- ▶ Preferred data and odds supplier
- ▶ Expanded relationship to become embedded technology provider
- ▶ Partnership includes “player tracking technology” to create same-game parlays and in-play betting opportunities

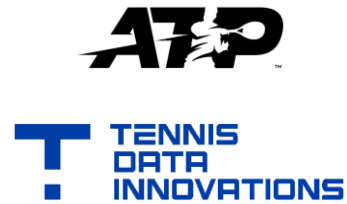
OTHER RECENT SUCCESSES

DEALS AND EXTENSIONS

CORPORATE DEVELOPMENTS



- ▶ Paid social media advertising for online gambling company
- ▶ Largest ad:s deal outside U.S.



- ▶ Distribute data to betting operators
- ▶ Secondary feed from "umpire's chair" for faster data delivery



- ▶ Use of our Synergy automated camera system
- ▶ "Live bench technology" for live in-game video

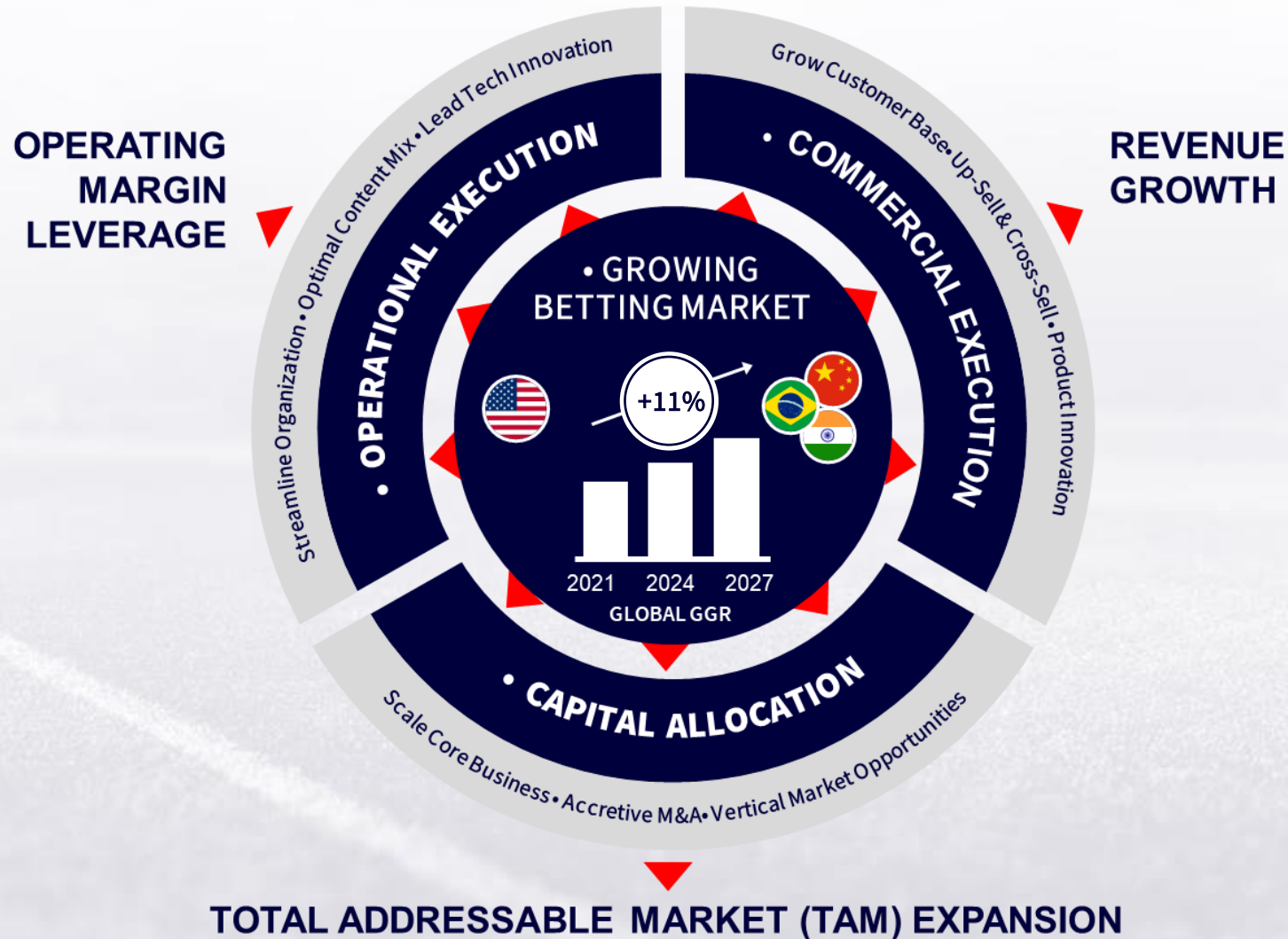


- ▶ American Gambling Award for "Data Service Supplier of the Year" from Gambling.com



- ▶ Global streamlining of
 - Content creation
 - Product development
 - Commercial execution
- ▶ Dedicated go-to-market approach for U.S.

SPORTRADAR GROWTH MODEL



SPORTRADAR'S VALUE DRIVERS

- 1 Leverage Underlying Growth of Global Betting Markets
- 2 Commercial Execution (Up-/cross-sell and move up the value chain)
- 3 Operational Scale leads to Margin Expansion
- 4 Disciplined Capital Allocation Stewardship for Shareholders

FINANCIAL OVERVIEW

02



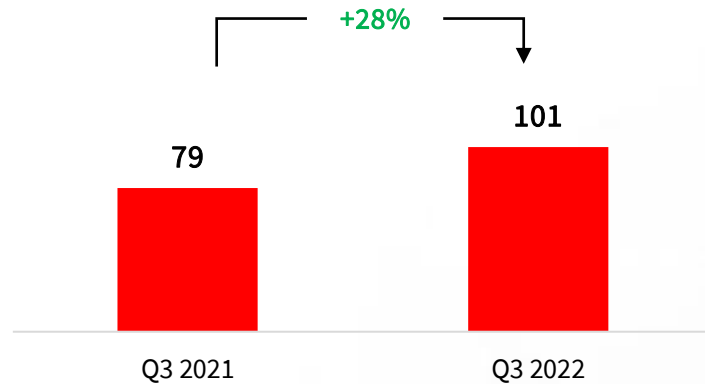
FINANCIAL HIGHLIGHTS

Sportradar Group

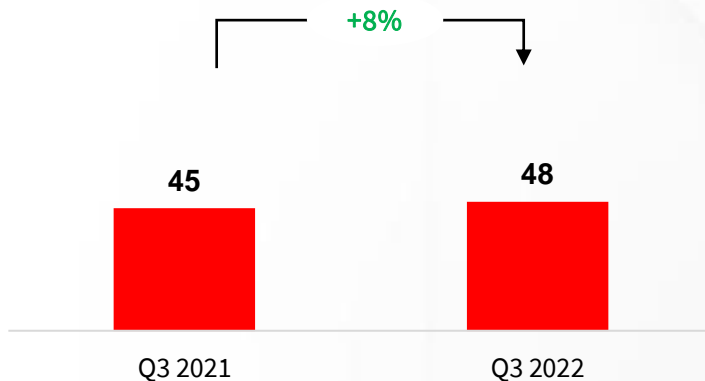
METRICS (€m)	Q3 2021	Q3 2022
Revenue	136.8	178.8
% YoY Growth	+30%	+31%
Adjusted EBITDA ¹	20.9	36.5
% YoY Growth	21%	75%
% Margin	15%	20%
Adjusted Free Cash Flow ¹	32.9	33.9
% Cash Flow Conversion ¹	158%	93%
Adjusted Free Cash Flow (unlevered) ¹	33.7	37.8
% Cash Flow Conversion (unlevered) ¹	161%	104%
Total Cash and Cash Equivalents as of Dec 31/ Sep 30 ²	742.8	512.5
Total Bank Debt as of Dec 31/ Sep 30 ²	435.3	236.9

RoW BETTING – Q3 2022

REVENUE (€m)



ADJUSTED EBITDA (€m)



HIGHLIGHTS

▶ Revenue growth of 28% vs LY

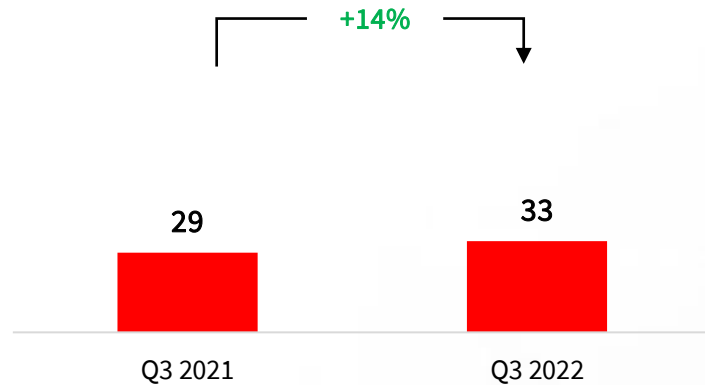
- Revenue growth vs LY driven by Managed Betting Services (MBS, +84% vs LY) and Live Odds (LOS, +12% vs LY).
- Strong MBS and LOS growth as a result of moving customers up the value chain.

▶ Adjusted EBITDA¹ at €48m in Q3-22, +8% vs LY.

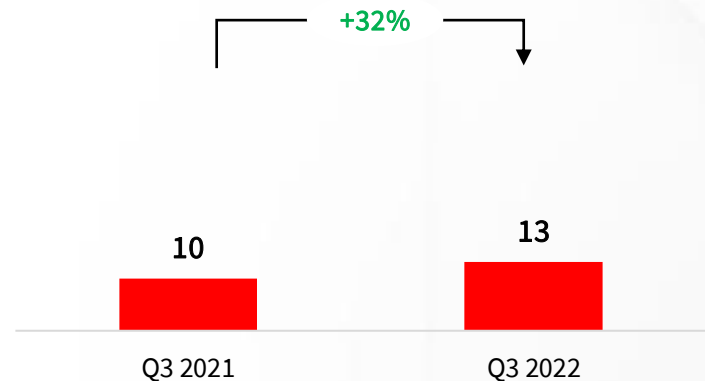
- ▶ Adjusted EBITDA margin¹ decreased to 48% in Q3-22 vs 57% LY, due to temporary COVID-19 savings in sports rights and scouting costs in the prior year period and inorganic investments into AI capabilities.

RoW AUDIOVISUAL – Q3 2022

REVENUE (€m)



ADJUSTED EBITDA (€m)



HIGHLIGHTS

▶ Revenue growth of 14% vs LY

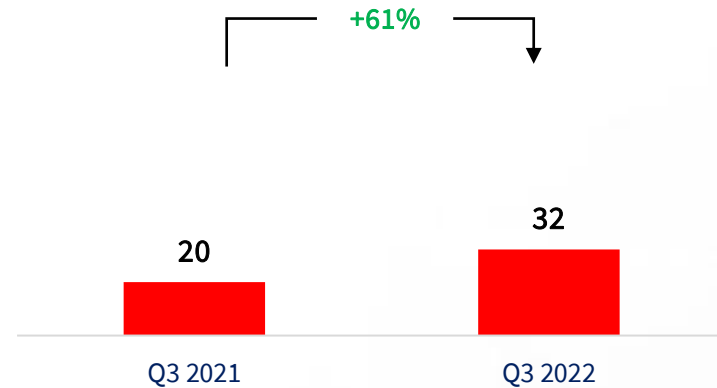
- AV Betting growth driven by cross-selling AV content to existing data customers and up-selling additional content to existing AV customers.

▶ Adjusted EBITDA¹ at €13m in Q3-22, +32% vs LY.

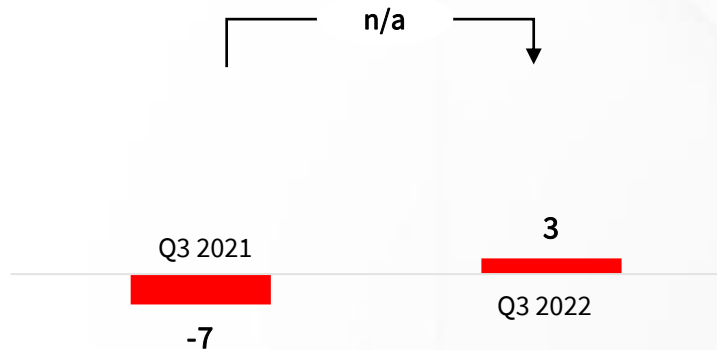
- ▶ Adjusted EBITDA margin¹ increased to 38% in Q3-22 vs 33% LY, as a result of revenue growth.

UNITED STATES – Q3 2022

REVENUE (€m)



ADJUSTED EBITDA (€m)



HIGHLIGHTS

▶ Revenue growth of 61% vs LY

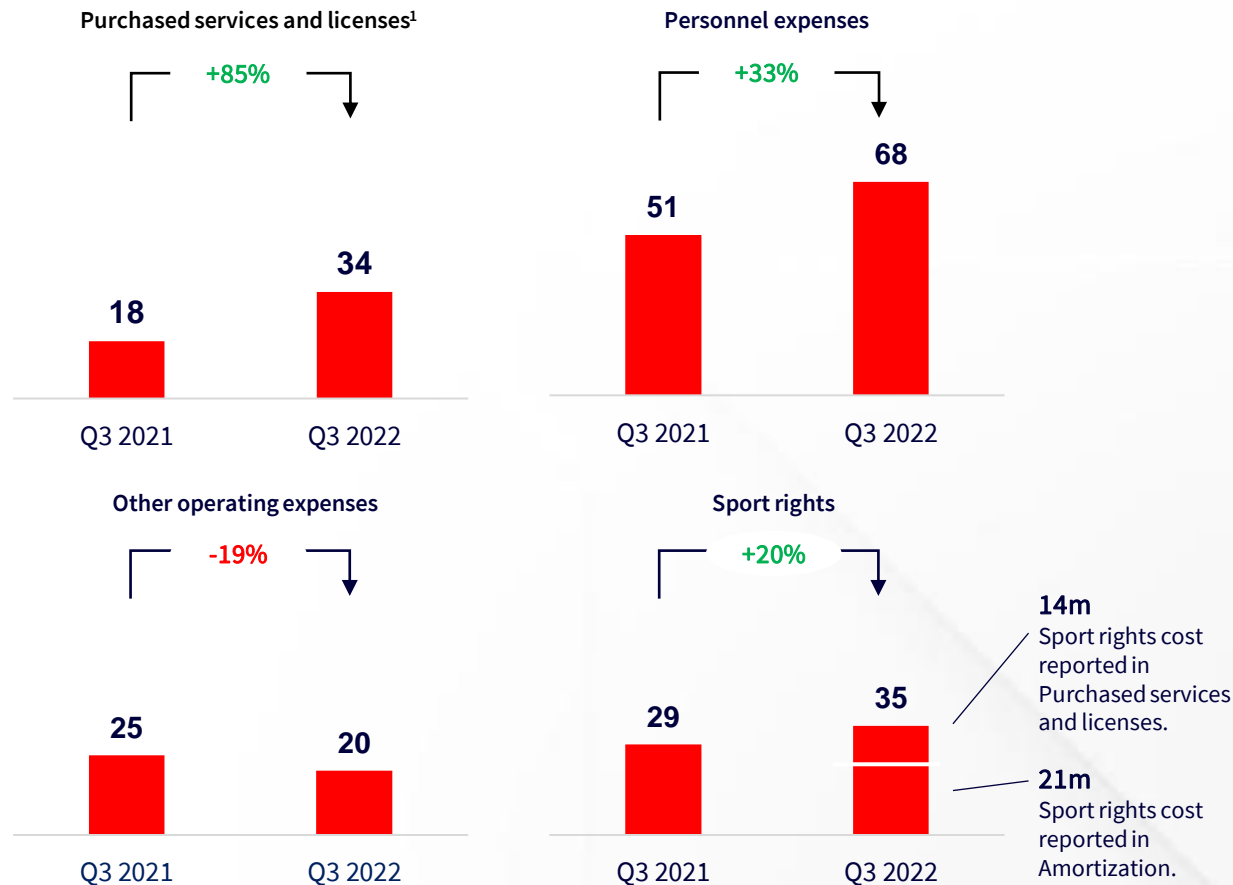
- Growth vs LY driven by Betting (+144% vs LY), ad:s (+110% vs LY) and AV (+87% vs LY).
- U.S. Betting growth of 144% as a result of growth of underlying U.S. betting market and solid adoption of in-play betting.
- ad:s and AV performance driven by new territories (e.g. Canada) and new customers wins.

▶ **Adjusted EBITDA¹** at +€3m in Q3-22 vs. -€7m LY, reflecting operating leverage in the U.S. segment.

▶ **Adjusted EBITDA margin¹** at +11% in Q3-22 vs -34% LY.

COST ANALYSIS – Q3 2022

COSTS (€m)



HIGHLIGHTS

▶ Total costs

- Purchased services and licenses (w/o expensed Sport rights costs) increased by 85% vs Q3-21 to €34m driven by increased costs related to ads revenue and additional content processing costs.
- Personnel expenses growth of 33% to €68m driven by additional headcount and increased bonus accruals. Adjusted for inorganic hires, personnel costs grew 27% compared to Q3-21.
- Other operating expenses decreased by 19% to €20m in Q3-22 compared with Q3-21 due to increased efficiency in central services and one-time effects as a result of the IPO in Q3-21.
- Sport rights costs grew by 20% to €35m compared with Q3-21, primarily resulting from new Sport rights deals (ITF, UEFA, ICC).

CAPITAL STRUCTURE UPDATE



Significant cash flow generation allowed Sportradar early partial pre-payment of € 200 million of Senior Secured Term Loan B Facility in the third quarter

- ▶ Adjusted free cash flow¹ of € 33.9 million in Q3-22 (Cash Flow Conversion¹ of 93%).




Revolving Credit Facility (RCF) increased by € 110 million to € 220 million in Q3-22

- ▶ Repayment of remaining portion of Senior Secured Term Loan B Facility (€ 220 million) planned until year-end.

BALANCE SHEET AT END OF Q3-22

CASH	€512.5m
DEBT OUTSTANDING	€236.9m
AVAILABLE LIQUIDITY ²	€732.5m

RAISING OUR 2022 REVENUE AND ADJ. EBITDA LOWER-END RANGE

	PREVIOUS GUIDANCE	REVISED GUIDANCE	REVISED YOY INCREASE
Revenue	€695m - €715m	€718m - €723m	28% - 29%
Adjusted EBITDA ¹	€123m - €133m	€124m - €127m	22% - 24%
Adjusted EBITDA Margin ¹	17% - 18%		

Q&A

03



APPENDIX

04



NON-IFRS FINANCIAL MEASURES

We have provided in this presentation financial information that has not been prepared in accordance with IFRS, including Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Free Cash Flow, Adjusted Free Cash Flow (unlevered) and Cash Flow Conversion (unlevered) (together, the “Non-IFRS financial measures”), as well as operating metrics, including Dollar-Based Net Retention Rate. We use these non-IFRS financial measures internally in analyzing our financial results and believe they are useful to investors, as a supplement to IFRS measures, in evaluating our ongoing operational performance. We believe that the use of these non-IFRS financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial results with other companies in our industry, many of which present similar non-IFRS financial measures to investors. Non-IFRS financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with IFRS. Investors are encouraged to review the reconciliation of these non-IFRS financial measures to their most directly comparable IFRS financial measures provided in the financial statement tables included on the following slides and in the accompanying press release.

- “Adjusted EBITDA” represents profit (loss) for the period adjusted for share based compensation, depreciation and amortization (excluding amortization of sports rights), impairment of intangible assets, other financial assets and equity-accounted investee, loss from loss of control of subsidiary, remeasurement of previously held equity-accounted investee, non-routine litigation costs, professional fees for SOX and ERP implementations, share of profit (loss) of equity-accounted investee (SportTech AG), foreign currency (gains) losses, finance income and finance costs, and income tax (expense) benefit and certain other non-recurring items, as described in the reconciliation below. The Company is unable to provide a reconciliation of Adjusted EBITDA to profit (loss) for the period, its most directly comparable IFRS financial measure, on a forward- looking basis without unreasonable effort because items that impact this IFRS financial measure are not within the Company’s control and/or cannot be reasonably predicted. These items may include, but are not limited, to foreign exchange gains and losses. Such information may have a significant, and potentially unpredictable, impact on the Company’s future financial results.
- “Adjusted EBITDA margin” is the ratio of Adjusted EBITDA to revenue.
- “Adjusted Free Cash Flow” represents net cash from operating activities adjusted for payments for lease liabilities, acquisition of property and equipment, acquisition of intangible assets (excluding certain intangible assets required to further support an acquired business) and foreign currency gains (losses) on our cash equivalents.
- “Cash Flow Conversion” is the ratio of Adjusted Free Cash Flow to Adjusted EBITDA.
- “Adjusted Free Cash Flow (unlevered)” represents “Adjusted Free Cash Flow” with debt interest payments added-back.
- “Cash Flow Conversion (unlevered)” is the ratio of Adjusted Free Cash Flow (unlevered) to Adjusted EBITDA.

In addition, we define our operating metrics as follows:

- “Net Retention Rate” is calculated for a given period by starting with the reported annual revenue, which includes both subscription-based and revenue sharing revenue, from our top 200 customers as of twelve months prior to such period end, or Prior Period revenue. We then calculate the reported annual revenue from the same customer cohort as of the current period end, or Current Period revenue. Current Period revenue includes any upsells and is net of contraction and attrition over the trailing twelve months but excludes revenue from new customers in the current period. We then divide the total Current Period revenue by the total Prior Period revenue to arrive at our Net Retention Rate. We have referred to this calculation as “Dollar-Based Net Retention Rate” in prior presentations, which is the same calculation we are now using for “Net Retention Rate” in this presentation.

NON-IFRS RECONCILIATION – ADJUSTED EBITDA

	Three Months Ended September 30,	
In €'000	2021	2022
Profit (loss) for the period	(9,036)	12,750
Share based compensation	5,148	7,348
Litigation costs ¹	-	2,975
Professional fees for SOX and ERP implementations	-	946
One-time charitable donation for Ukrainian relief activities	-	-
Depreciation and amortization	27,182	31,760
Amortization of sport rights	(17,444)	(20,668)
Impairment loss (gain) on other financial assets	165	(18)
Share of loss of equity-accounted investees ²	-	1,167
Foreign currency gains (losses), net	4,892	(11,003)
Finance income	(1,575)	(1,991)
Finance costs	8,498	11,312
Income tax expense	3,047	1,906
Adjusted EBITDA	20,877	36,484

NON-IFRS RECONCILIATION – ADJUSTED FREE CASH FLOW

In €'000	Three Months Ended September 30,	
	2021	2022
Net cash from operating activities	58,148	63,826
Acquisition of intangible assets	(23,153)	(46,696)
Acquisition of property and equipment	(661)	(4,241)
Payment of lease liabilities	(1,388)	(1,242)
Foreign currency gains on cash equivalents	-	22,271
Adjusted Free Cash Flow	32,946	33,918
Debt interest payments (add-back)	715	3,934
Adjusted Free Cash Flow (unlevered)	33,661	37,852