POINTSBET
EVERY POINT MATTERS

25 August 2026

The Manager, Listings
Australian Securities Exchange
ASX Market Announcements
Exchange Centre
20 Bridge Street
Sydney NSW 2000



Dear Sir/Madam

**PointsBet Holdings Limited - 2026 Annual General Meeting**

In accordance with Listing Rule 3.13.3, please find attached the:

- Chairman's AGM Address; and
- Group CEO's AGM Address.

Yours faithfully

Alister Lui
Group Chief Financial Officer
and Company Secretary

# PointsBet Holdings Limited

## Chairman’s Address (Mr Brett Paton)

Before I move to the resolutions to be considered today, together with Andrew Catterall, I would like to make some brief remarks on the Company’s performance and the year ahead.

FY26 (being the nine months ended 31 March 2026) was a year of significant transition for PointsBet. We completed the transition to MIXI’s majority ownership, changed our financial year-end to align with MIXI’s reporting cycle, and welcomed Andrew Catterall as our new Group CEO in February 2026.

Group Revenue for the nine months ended 31 March 2026 was $186.6 million, broadly in line with the prior corresponding period, and we delivered a Normalised EBITDA loss of $0.8 million. Australia remained the core of our business, with Revenue of $152.0 million, while Canada continued to grow, with Revenue of $34.6 million – up 13% on the prior corresponding period.

MIXI’s majority ownership continues to provide a strong foundation for the next phase of our growth. We have aligned our financial reporting with MIXI’s requirements, including J-SOX compliance, and established clear governance and independence protocols to protect the interests of all shareholders.

The Board and management continue to work closely with MIXI to position the business for sustainable growth in both Australia and Canada.

I would like to take this opportunity to acknowledge Sam Swanell, who stepped down as Group CEO in February after more than a decade co-founding and leading this business. Sam’s contribution to building PointsBet has been exceptional, and we are pleased he continues to contribute as an Executive Director and Senior Advisor.

Before we turn to the formal business of the meeting, I will now hand to our Group CEO, Andrew Catterall, who will speak to the Company’s operational performance and our priorities for the year ahead, including our continued focus on disciplined growth and building long term shareholder value

## Group CEO Address (Mr Andrew Catterall)

Thank you, Brett, and good morning to all shareholders joining us today.

Since MIXI acquired a 66.4% controlling stake in PointsBet, we have changed our Financial Year to align with MIXI’s Financial Year Ending 31 March.

Our FY26 Annual Report covers the nine-month period July 2025 to the end of March 2026.

We appreciate that through this transition in reporting periods there is some complexity in understanding our performance.

Our next market update is due in October, and will cover the H1 FY27 period being 1 April to the end of September, 2026.

We have not provided guidance for the FY27 year.

Today we will recap the key themes we highlighted in our FY26 Results Presentation, and how they are influencing our performance into H1 FY27.

Firstly, we spoke about how the PointsBet Australian business has made a deliberate choice to continue to strengthen our compliance standards over recent years.

We believe these have been important decisions to make in the context of an increasingly complex regulatory environment in Australia, regardless of revenue impact.

Across FY26, Turnover and Gross Profit from our highest value cohort of clients was only down 1-2% vs PCP, but we did see PCP comps decline by double digits across the last months of the FY26 year.

The second theme we highlighted in our FY26 Results Presentation was our continued choice to invest to grow Mass Market Sports actives in Australia.

Mass Market Sports growth makes sense for PointsBet as we see it as sustainable volume, and it leverages our strengths in proprietary product, pricing and generosity capability and higher ROI brand and marketing assets.

A leading example of this effort has been the deliberate choice we made to make our new Pull 'Em product available on all games, throughout all rounds of the AFL season and the FIFA World Cup to encourage new Mass Market Actives and growth in Premium Bet Types, such as Same Game Multis.

Launching Pull 'Em in the last month of FY26 saw growth in Sports Turnover and Premium Bet Types offset by weaker Net Win and Gross Profit margins due to higher promotions costs and also triggering higher AFL Product Fee charges that are levied on Premium Bet Types.

The third theme we spoke about is that our decision to migrate our iGaming platform to a new Provider in Bede is driving positive outcomes for our Canadian business.

Through FY26, we delivered iGaming Net Win growth of 28% vs PCP as we increased games volume on the old Strive platform, and in parallel developed and migrated to Bede.

We launched Bede in Q1 FY27.

Off a higher base, we have sustained growth as we leverage Bede's enhanced games library, performance stability and promotions capability.

We have also completed the establishment of a single, unified Marketing Model for Australia and Canada, covering core functions such as Data Science, Digital Marketing and CRM across both iGaming and Sports Betting.

This is improving our Marketing efficiency in Canada.

The combination of these two choices to migrate to Bede and to unify our Marketing model will enable TAM expansion with an efficient entry into the newly regulated province of Alberta, planned for H2 FY27.

**The final theme** we mentioned in the FY26 Results Presentation is that we continue to Improve our Ways of Working and Productivity across our single, global Technology, Product, Operations and Marketing model.

We have launched a coordinated program of well-considered and targeted Data and AI initiatives that are starting to bear fruit, especially in accelerating our Product Development Life Cycle, and enabling our unified Marketing model and 24-hour Operations teams.

Our FY26 results showed that we were able to reduce Group Opex, including Marketing, by $4.4m or 4% versus PCP.

In closing, we also make the following observation on the proposed Gambling Advertising reform package recently passed through the Australian Parliament.

PointsBet has been on the record for three years as a strong supporter of pragmatic reform. We are now keen to see it done well.

For the last three years, we've taken positive steps to adjust how we operate – including the voluntary discontinuation of major sponsorship with the Manly Sea Eagles and Cronulla Sharks in 2025, and material reductions in our Free-to-Air Television spend.

We are still awaiting precise definitions and firm guidance from the relevant Government Agencies on the suite of reforms, so will reserve judgement on the package until we've seen the detail.

What's clear at this point, though, is that the operating model for licensed Australian wagering operators post-reform will get even more complicated and more expensive.

No one involved in the Gambling Advertising reform debate should want this to afford even more advantage to the illegal offshore operators who currently don't follow any of the rules, don't pay any Australian tax, don't answer to any Australian authorities, and represent a very real and growing risk to the protection of Australian consumers.

As the Government turns its attention to the implementation detail, we hope to see them focus on ensuring the relevant Agencies are fully equipped to exercise new powers to block out the illegal offshore market.

In closing, thank you for your continued support.

Now I will hand back to Brett.