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ASX: TBH

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#### **CEO ADDRESS AT ANNUAL GENERAL MEETING**

Please find enclosed the Chief Executive Officer's Address for today's Annual General Meeting of shareholders of TopBetta Holdings Limited (ASX: TBH).

# CEO Address - Todd Buckingham

Good morning ladies and gentlemen. Welcome to the first Annual General Meeting for TopBetta Holdings Limited.

It's been almost 12 months since we listed on the ASX in December 2016.

When we listed the Company we believed we had the base and core group to develop this company into a substantial business in online wagering here in Australia. The last 12 months have certainly proven that TopBetta is a force to be reckoned given the challenges we have faced all the while propelling the business into a new and exciting era.

We foreshadowed a change in licensing when we listed in December and we successfully transitioned our license to the Northern Territory jurisdiction.

Being one of more than 30 companies licensed in Norfolk Island, TopBetta became the first to transition across to the NTGC going through a rigorous 3<sup>rd</sup> party auditing process across all components of the Company and business, proving that our infrastructure and systems are world class.

Not to stop there, we decided it was time to expand internationally and we have since been granted a Category2 eGambling B2B wagering license by the Alderney Gambling Control Commission along with working through the process of being licensed by the UK Gambling Commission which will see the TopBetta business expand into the UK in the first quarter of 2017.

## TopBetta tournaments and wagering

The last 12 months have seen TopBetta run in excess of 5300 tournaments paying out more than \$5.6M in prize value, by far and away the most significant fantasy platform in Australia.

In the last 12 months, TopBetta processed more than \$30M in wagers with greater than 450% increase in the first four months of FY2017 to FY2016.



After the successful launch of the new website last year we have continued to develop and build upon the platform which has seen some major achievements and additions throughout the year.

These include new interfaces, mobile Apps, sports and race multis and many more.

More importantly this has created a very good base from which we can leverage our technology and, unlike many in the wagering space, we have developed every line of our code which means throughout 2017 you will see some features on the TopBetta platform that you will not see on any other website.

These features are exciting as we move the platform into the personalization space with greater focus on social participation. Hopefully you won't need any other app other than your TopBetta App to talk to your mates, challenge your mates and place and share your bets.

### The Global Tote

We have always thought about the punter first and foremost when delivering product and this is how we identified the concept the Global Tote.

How could punters get a fairer go without it being at the expense of bookmakers? Bigger odds, no restrictions and all the while delivering a no risk product for the bookmaker.

The Global pari-mutual market is ripe for disruption and TopBetta Holdings are now in a position to make a play at this opportunity. This market is the biggest in Global wagering and has not been disrupted since BetFair made an appearance in the early 2000's

While a soft launch is expected in December this year, the commercialization of the Global Tote will happen throughout CY2017

With a product such as the Global Tote, it requires a number of items to line up with none more important than technology and regulation.

We are now in a confident position having addressed both of these challenges and it now comes down to execution.

We plan on building a team of executors for this project as it sets out to change the game.

### The next 12 months

It's an exciting time at TopBetta as we ramp up the business both domestically and internationally.

2017 is set to put TopBetta on the map as a real player in the online gaming and wagering space here in Australia. In an industry that has had its fair share of regulatory and government pressure, as a small company we have weathered the storm and positioned ourselves to be able to be the big mover in the industry throughout the year.

Upgraded platforms, New products, Unique features will be on the cards throughout the year as we move one step closer to the best betting application available to punters.



2017 will also see the launch and growth of The Global Tote product. In what can only be described as the biggest disruption in the wagering space since the tote was first created, the Global Tote has the potential to move the needle, for operators, racing bodies and more importantly for the punter.

#### **Our Team**

I would like to take this opportunity to thank the Team at TopBetta both the incumbents who have been on this journey for a number of years and also those newcomers who have joined in the past 12months and have bought into the journey we are looking to execute. I believe that our biggest achievement this year has been the execution of building up this team. We have added some experience in key areas and have continued to build up passionate workers who are grabbing this opportunity with both hands.

The shareholders that have supported us throughout our journey both prior to listing and then after we have listed. Your support has enabled us to deliver on our promises and this was rewarded just last week with TopBetta Holdings being named in the BRW fastest 100 companies ranking 44<sup>th</sup>. We congratulate you on picking the right stock and we look forward to delivering on our promises through the next 12 months and beyond.

To the Executives and the Board at TBH, thank you for your efforts for the past 12 months and personally I would like to thank you for allowing me to be me... I know it's not always conventional but that's the fun. I hope you have enjoyed this part of the journey as much as I have working with you all.

We have an amazing opportunity in front of us and we look forward to the next phase we are heading into and although this is going to be some hard work and challenges along the way I believe we have the team to make this company something that the shareholders, Newcastle and Australia can be proud of.

Thanks again team, wishing that all of your investments are positive and fruitful.

-- ENDS --

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