



FY and Q4 2024

Interim financial results presentation

27 February 2025

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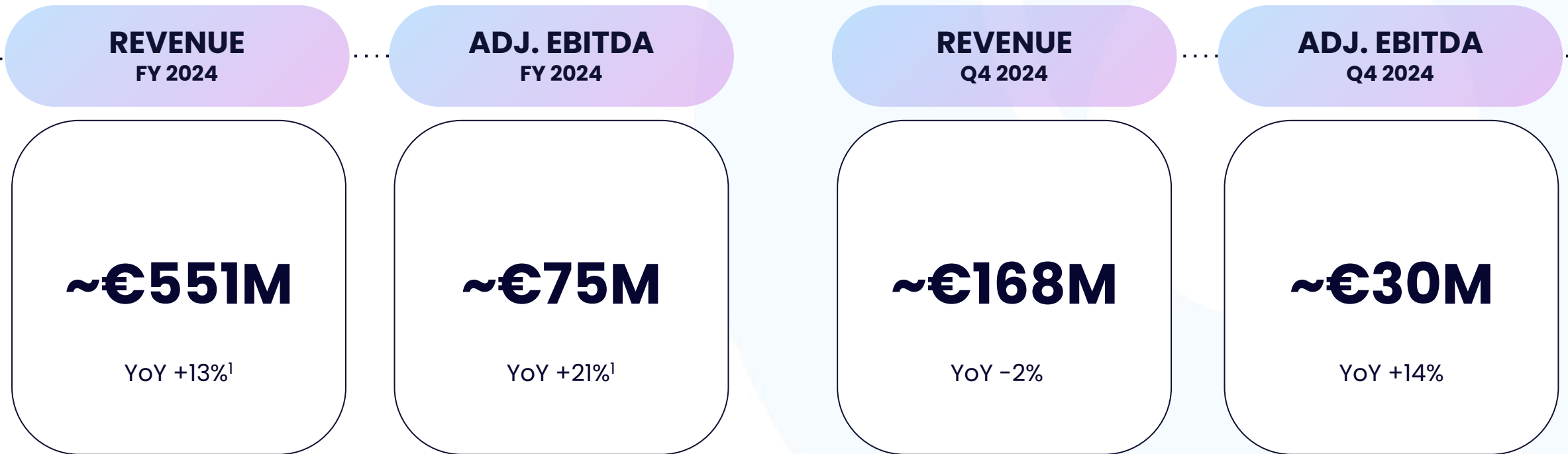
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Increasing **profitability** through scale, integrations and synergies



Highlights of Q4 and FY 2024

Focus on profitability

Q4 2024 Adjusted EBITDA up 14% YoY and Q4 Operating Profit up 16%

FY 2024 Adjusted EBITDA up 21% Year on Year with Operating profit up 71%¹

Strong Platform segment growth

Q4 2024 Platform Segment Adjusted EBITDA up 15% YoY and Q4 Operating Profit up 29% YoY

Partnership expansion

Signed over 90 new publishers, SSPs and DSPs

Renewed advertising campaigns across Europe with brands such as McDonald's, Ravensburger, Adobe and JLR

Finalized the acquisition of Goldbach Austria GmbH.

Entered new partnerships with Produpress in Belgium and Moneytizer in France

Capital raise

Successful issue of Subsequent Bonds in an amount of € 50 million under the Company's existing senior secured floating rate bond framework of € 300 million.



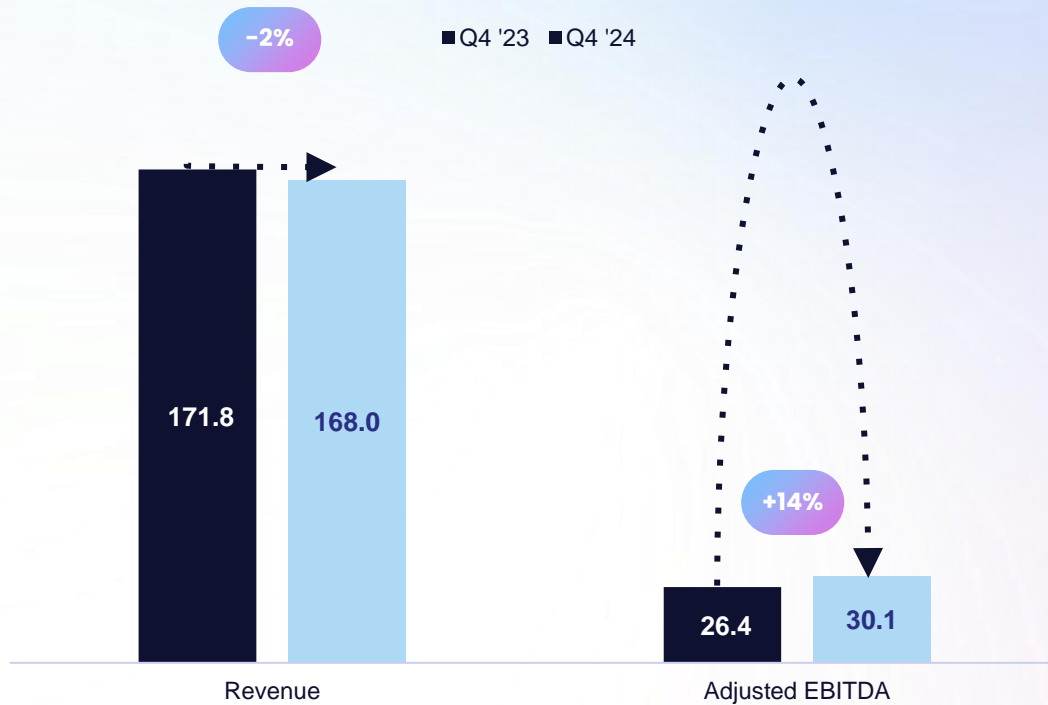
1. Excluding the divested social card games portfolio. Azerion completed the sale of its social card games portfolio to Playtika Holding Corp. on 28 August 2023 and its contribution to the Premium Games segment ceased at that date. Social card games Revenue was € 28.3 million for FY 2023, Adjusted EBITDA contribution of € 9.7 million FY 2023.



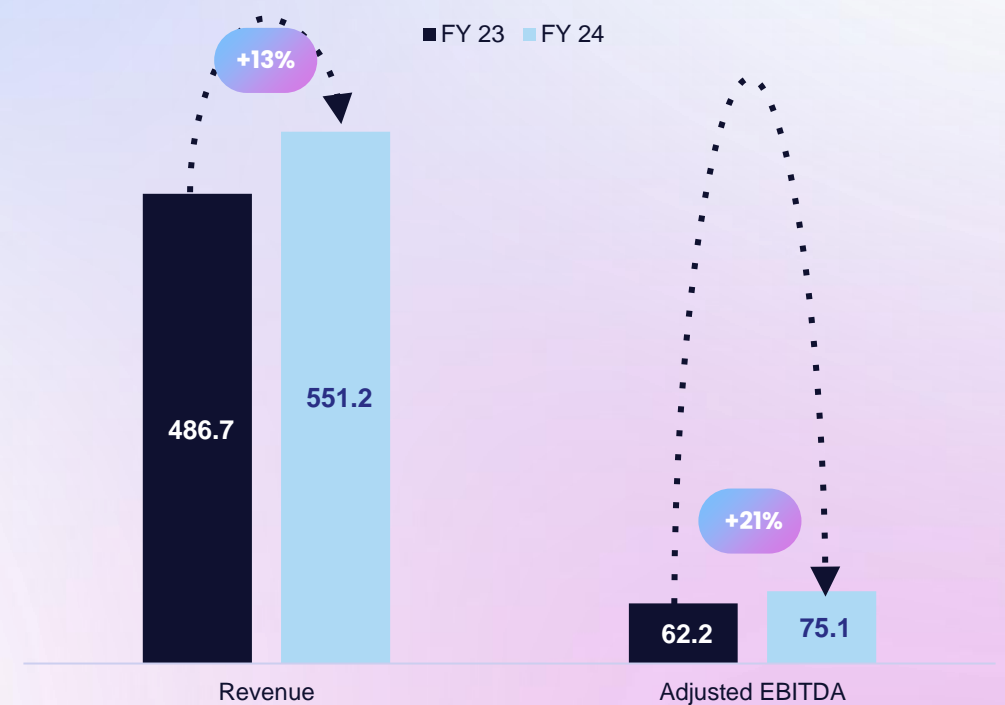
Q4 & FY 2024 Financial Highlights

Q4 & FY 2024 Group Financial Highlights

Group Q4 2024 Performance €m



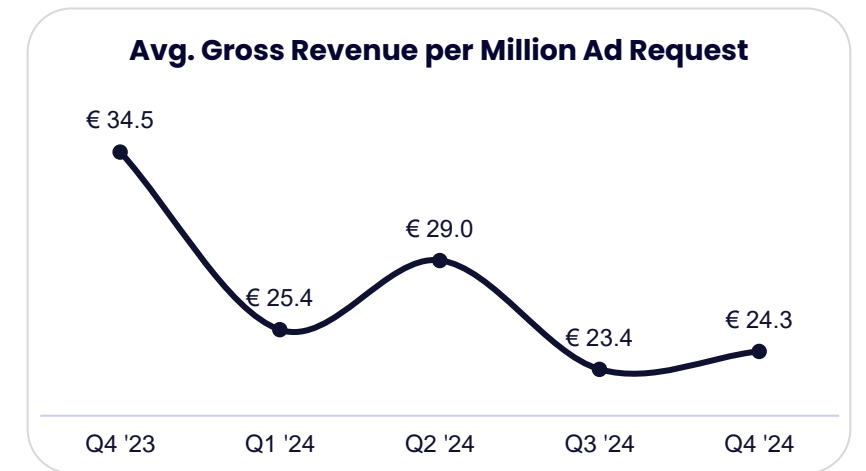
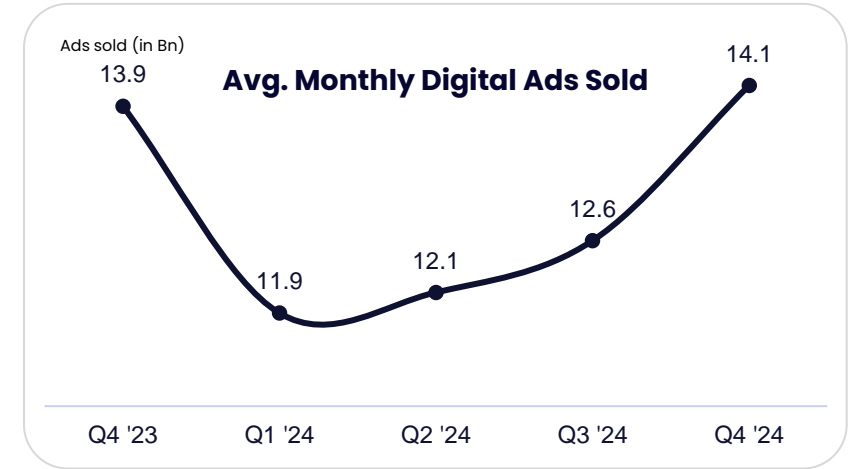
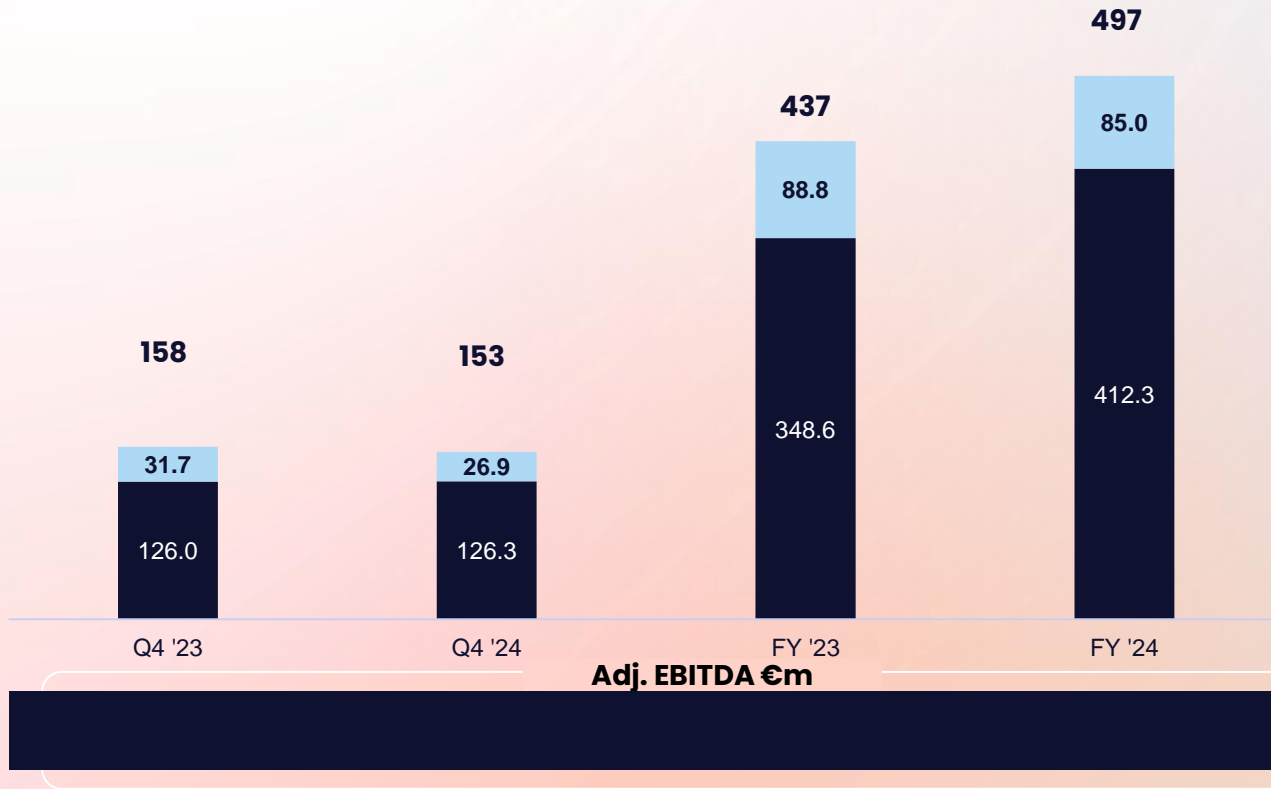
Group FY 2024 Performance¹ €m



Platform performance

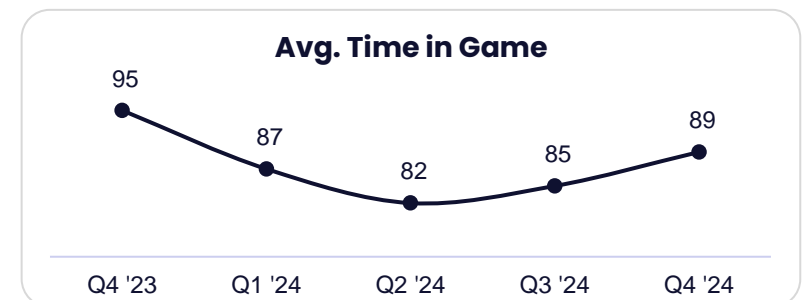
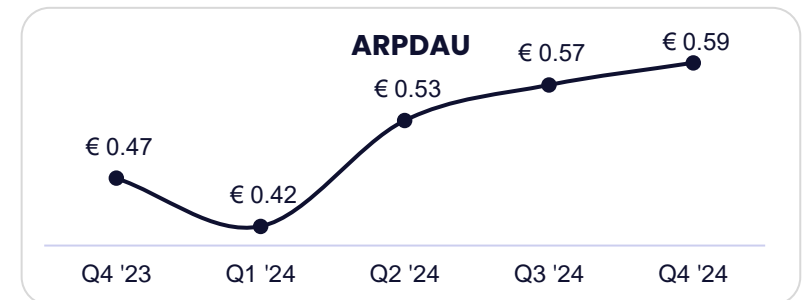
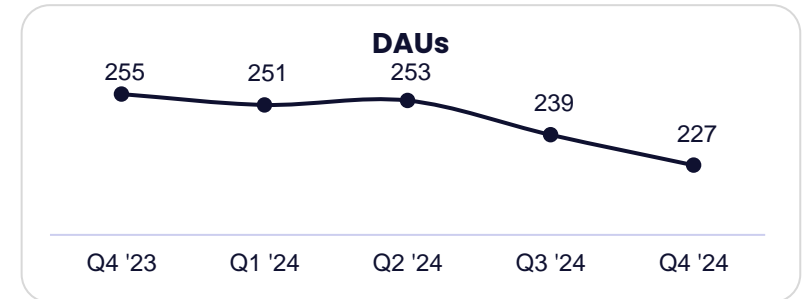
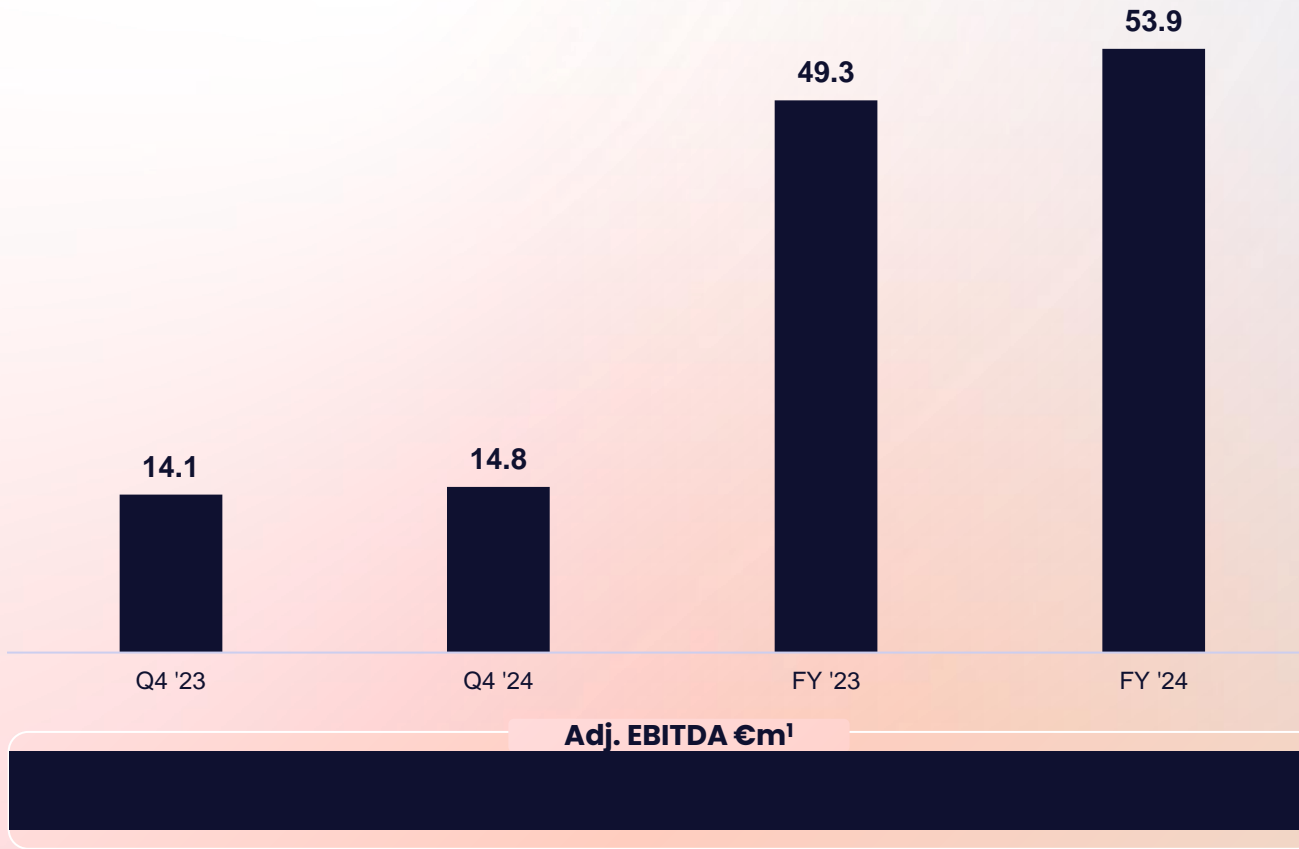
Financial performance revenue €m

■ Advertising Platform ■ AAA Game Distribution



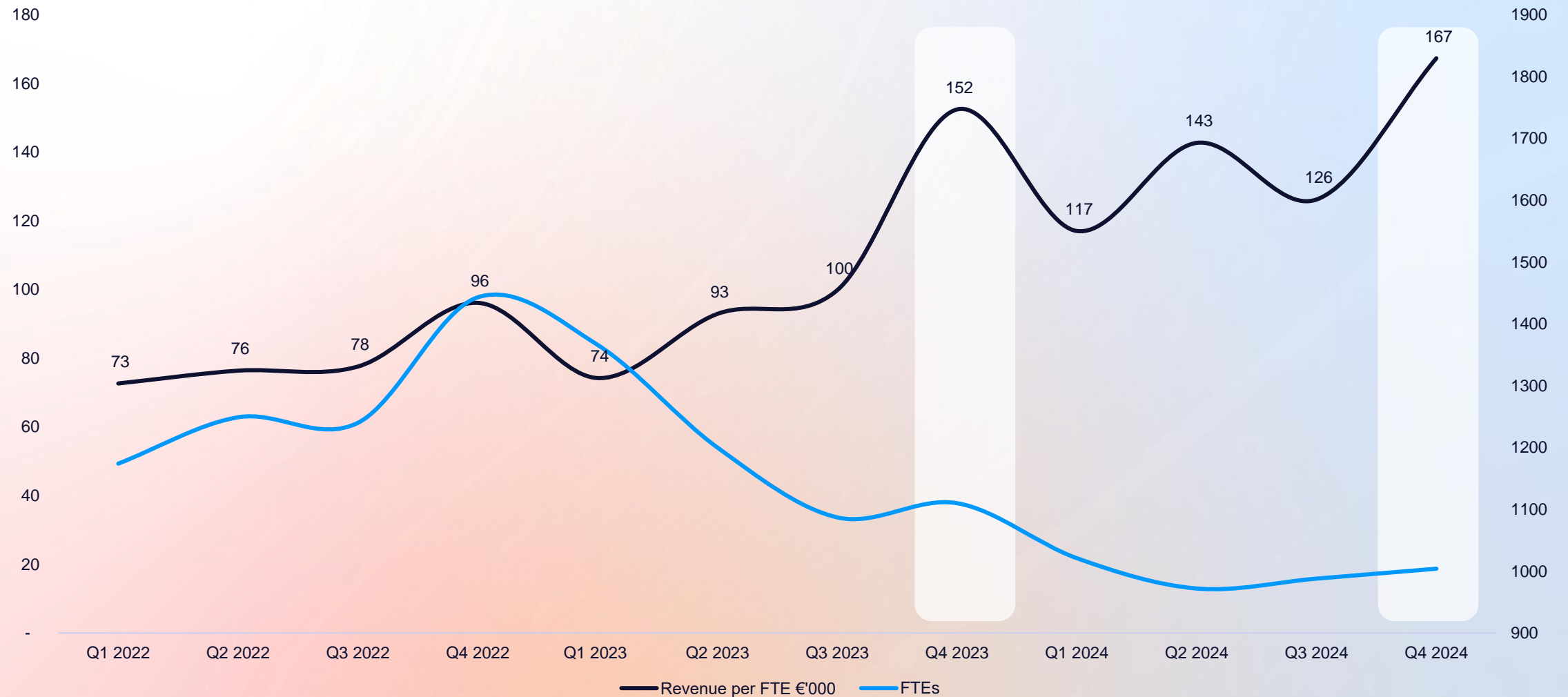
Premium Games performance

Financial performance revenue €m¹

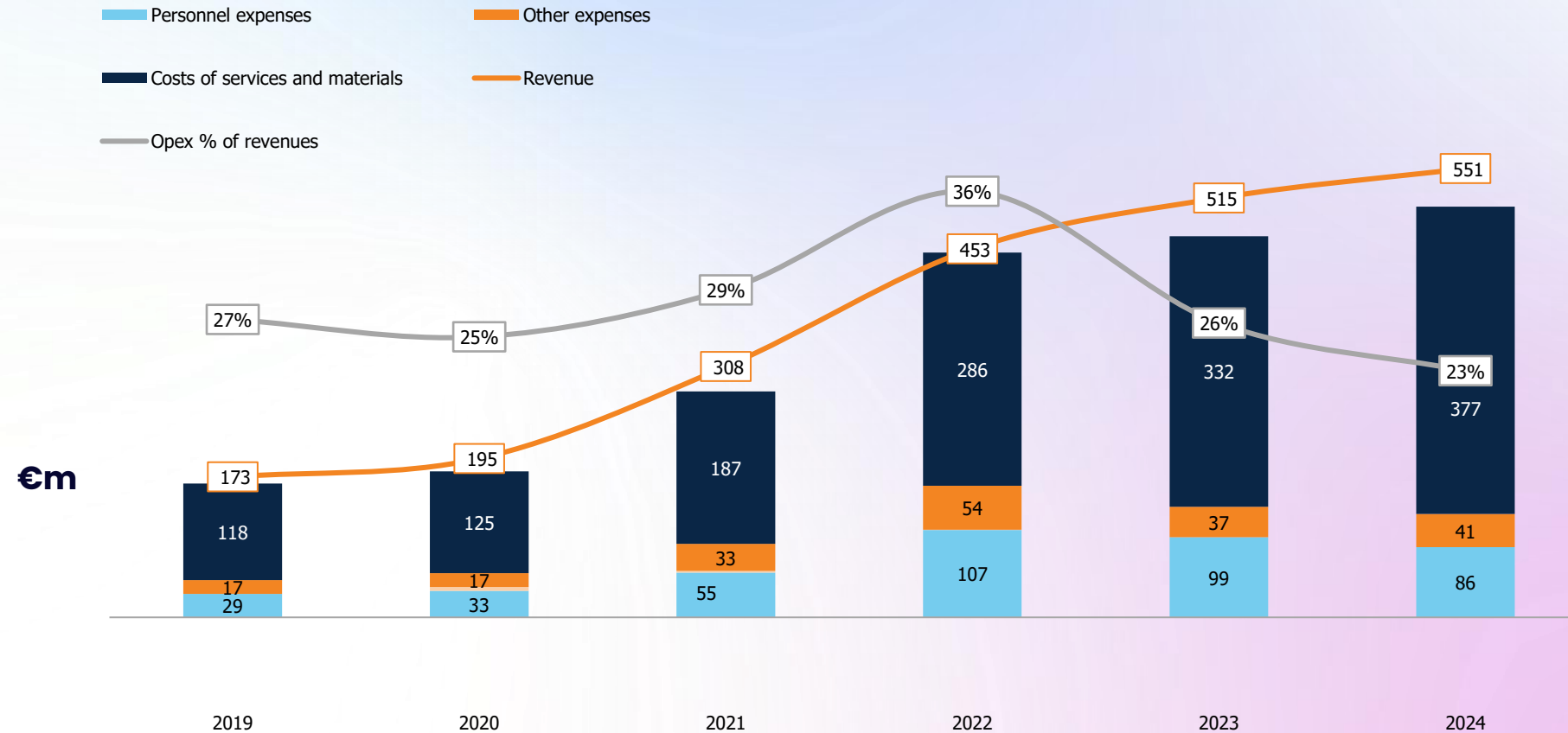


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Improved operating performance



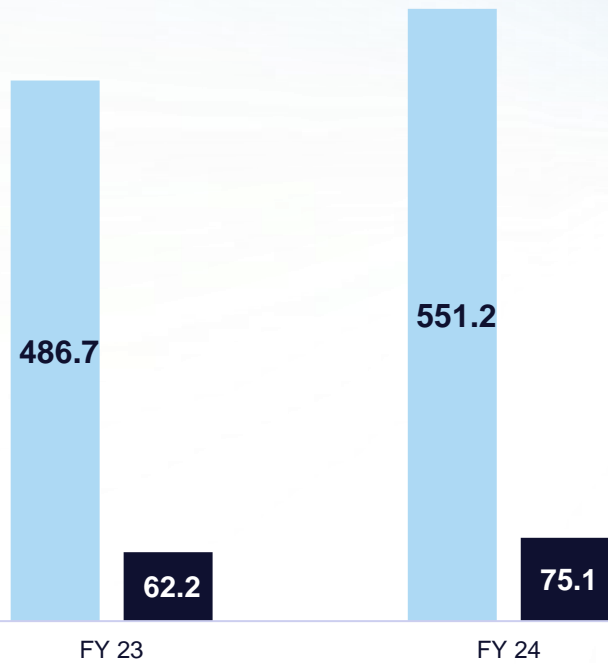
Cost Base Development



Financial Framework

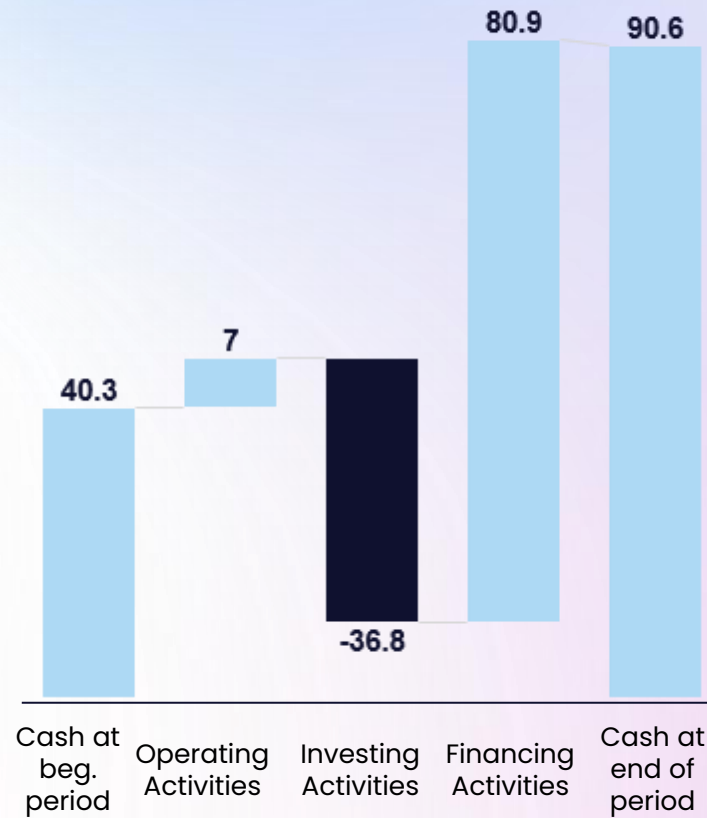
Group FY Performance¹ €m

■ Revenue ■ Adjusted EBITDA



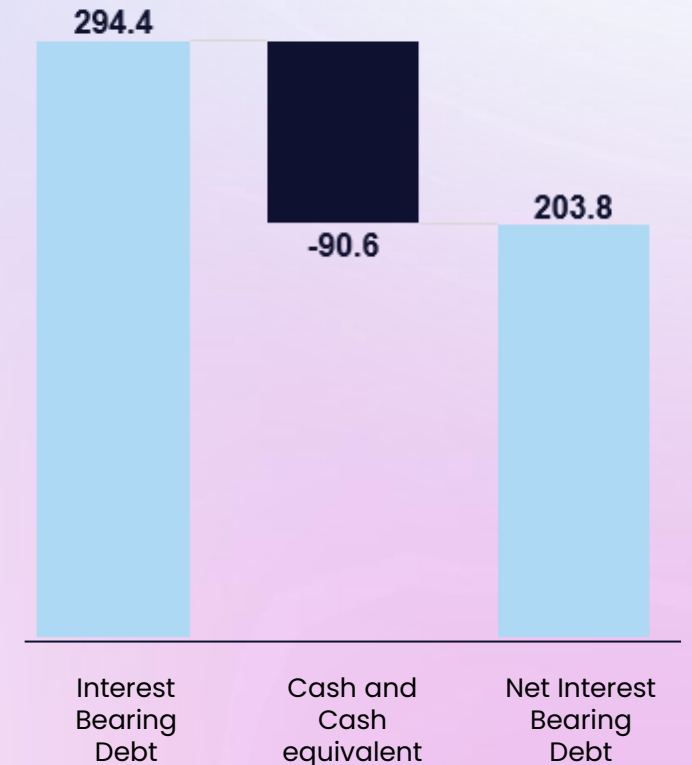
Excluding the divested Social Card Games Portfolio in Q3 2023

2024 Net Cash Flow



Note: Includes € (0.8) m effect of changes in exchange rates on cash and cash equivalents

2024 Net interest bearing debt*





Q4 & FY 2024 Strategy Update

AI and Multicloud investments



Added Huawei as cloud partner alongside AWS and Google in our Azerion multi-cloud setup making us more independent of single cloud vendors and decreasing our total cost of ownership.



Migration of Eniro to the Azerion Multi-cloud bringing them higher quality, lower latency service and annual cost savings of over EUR 1.5 million once fully implemented



Deployed our latest AI enhanced creative performance benchmark and outcome intelligence tools

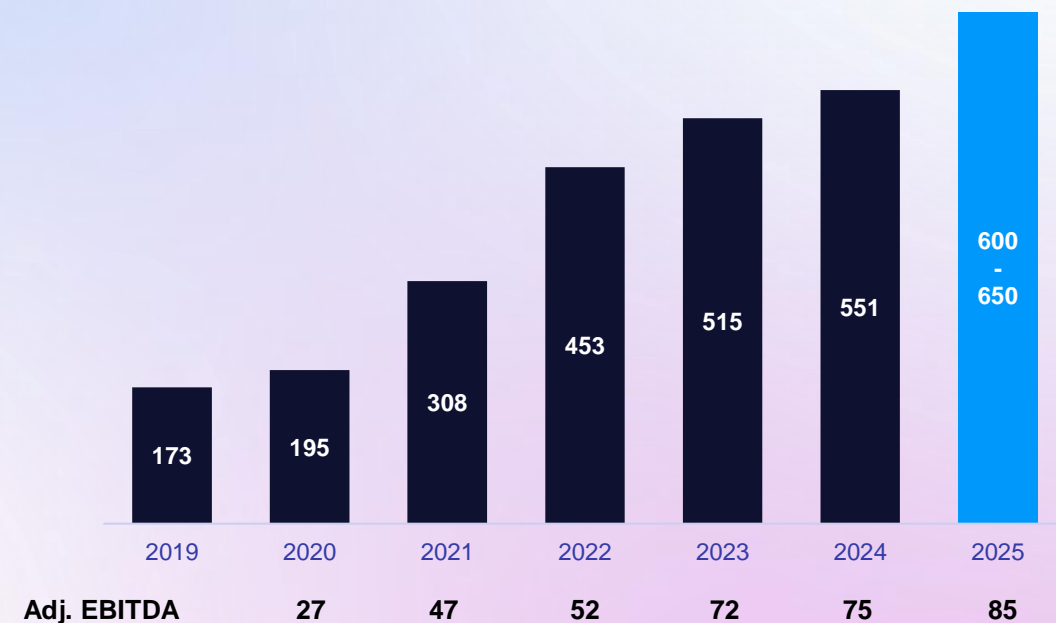


Outlook and Business update

FY 2025 and Medium-Term Guidance €m

Revenue 2025 in the range of approximately **€ 600 million to € 650 million** annual growth thereafter in the medium term expected to be approximately 10%

Adjusted EBITDA for full year 2025 is expected to be at least approximately **€ 85 million**



Medium-Term Guidance

~10% annual growth

14-16% Adj EBITDA Margin



Q&A