Q4 REPORT 2022



Bringing your ideas to life (+)



03

Disclaimer

04

CEO Overview

05

Board of Directors

06

Management Team

07

Q4 2021 V 2022 Report

09

2021-2022 Report

11

KPI Revenue

12

Projects

13

Products & Solutions

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CEO Overview

RiverTech - Bringing your ideas to life

I am pleased to present our fourth quarter and end-of-year report for 2022. Despite the ongoing challenges posed by the economic downturn, we are proud to report that our company has performed exceptionally well in the past year.

Our revenues for Q4 and the full year have exceeded expectations, thanks to our employees' hard work and dedication and the loyalty of our partners. We have also made significant investments in new product development and strategic initiatives, positioning the company for continued success in the future.

In Q4, we saw an increase in customer acquisition, with a particular emphasis on expanding our technical diversity. This has been a critical driver of our growth, and we are committed to investing in this area to continue to provide our customers with the best possible service.

We also thank our partners for contributing to our past year's success. The company is grateful for their unwavering support.

In the coming year, we will continue focusing on growth and innovation while implementing cost-saving measures to improve profitability. We are confident in delivering solid future results for our shareholders and stakeholders.

Board of Directors



Non-Executive Director Kent Staahle

Kent Staahle joined the board of River Tech in 2017. He has extensive experience and a proven track record of delivering results in several sectors including finance, banking and business development, alongside more than 15 years of management and the incorporation of effective business structures. Kent Staahle is a graduate of BI Norwegian Business School.



Non-Executive Director Shawn Bezzina

Shawn Bezzina has been with River Tech Plc since May 2018. Before becoming Non-Executive Director, he occupied the roles of CSO and CFO. He is a highly experienced finance professional and a fellow of the Association of Chartered Certified Accountants. Shawn has been central to River Tech's operational and financial transformation, identifying the optimum business structure and finding the right balance between investment and cost management.



Non-Executive Director Kathleen Zarb Adami

Kathleen Zarb Adami joined River Tech Plc in February 2018. As a trained and practising lawyer in Malta Kathleen Zarb Adami has been involved in setting up, executing and managing transactions involving multinational groups across various sectors, with a focus on gaming law and the financial services sectors. She is a graduate of the University of Malta.

Q4 Report

Management Team



Daniela has been with River Tech Plc since April 2019. Currently occupying the post of CFO, she has been in the finance industry for over 10 years and has a strong background in audit and finance from PwC. She has built a strong team, not only in finance but also in HR within River Tech, and this promotion is a testament to her success, quality and workmanship.

Daniela Pulis
Chief Financial Officer



Pawlu Frendo carries the role of Chief Operations and Product Officer. In his capacity, he continues to focus on the Company's operations and client-facing products and services. Working closely with his team, he aims to take River Tech's product offering to the next level.

Pawlu Frendo
Chief Operations & Product Officer



Joseph Debono sits as Chief Technology Officer for River Tech. He is responsible for overseeing all technology aspects of River Tech's products. Following his appointment, he will continue to work closely with the CEO and COO/CPO to grow and improve the product offering and team culture using his experience and professionalism.

Joseph Debono
Chief Technology Officer



Dr Rachel Mifsud Bonnici, currently occupying the role of Chief Legal and Compliance office. In her role, Dr Mifsud Bonnici continues to lead the implementation of legal requirements and compliance management, ensuring that areas of potential risk within River Tech's products and services are identified effectively.

Rachel Mifsud Bonnici
Chief Legal & Compliance Officer

Q4 - 2021 V 2022

RiverTech PLC (Group)

	2021 Proforma (EUR)	2022 Proforma (EUR)
Revenue	3,151,134	3,601,336
Direct Costs	(749,888)	(972,776)
Gross Contribution	2,401,246	2,628,560
Operating Costs EBITDA	(515,588) 1,885,658	(689,597) 1,938,963
Depreciation Other Finance Costs Profit from operations	(18,892) (284,810) 1,581,956	(16,686) (86,821) 1,835,456









Q4 - 2021 V 2022

RiverTechnologies

	2021 Proforma (EUR)	2022 Proforma (EUR)
Revenue	3,151,134	3,601,336
Direct Costs	(749,888)	(972,776)
Gross Contribution	2,401,246	2,628,560
Operating Costs	(311,005)	(498,976)
EBITDA	2,090,242	2,129,585
Depreciation Other Finance Costs	(18,014) (1,566)	(16,066) (3,123)
Profit from operations	2,070,661	2,110,396



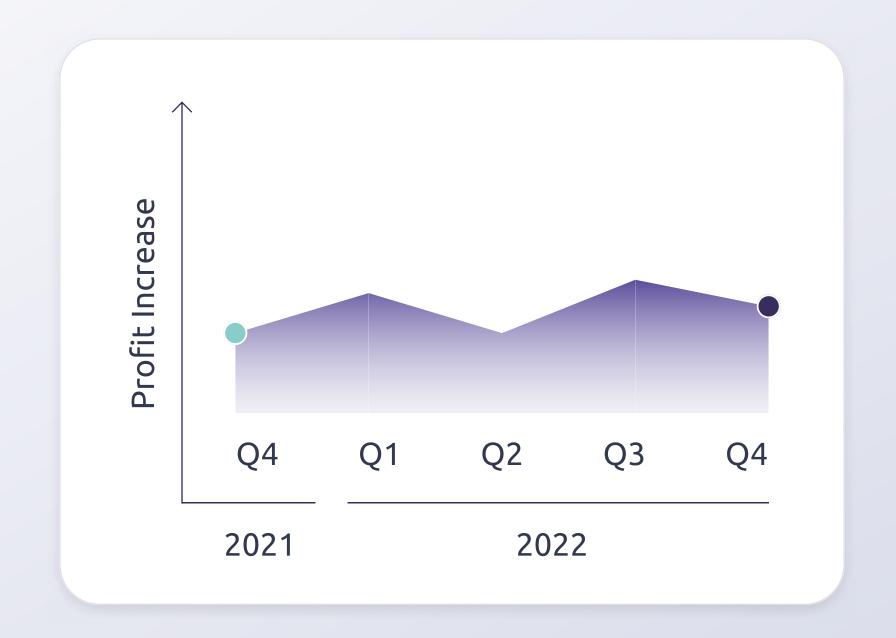






Rivertech PLC (Group) 2021-2022

	Q4 (Eur)	Q1 (Eur)	Q2 (Eur)	Q3 (Eur)	Q4 (Eur)
	Proforma	Proforma	Proforma	Proforma	Proforma
Revenue	3,151,134	3,350,485	3,450,360	3,600,474	3,601,336
Direct Costs	(749,888)	(814,914)	(727,639)	(790,162)	(972,776)
Gross Contribution	2,401,246	2,535,571	2,722,721	2,810,312	2,628,560
Operating Costs	(515,588)	(508,737)	(1,067,850)	(619,229)	(689,597)
EBITDA	1,885,658	2,026,834	1,654,871	2,191,084	1,938,963
Depreciation	(18,892)	(12,896)	(14,341)	(14,896)	(16,686)
Other Finance Costs	(284,810)	(50,371)	(175,062)	(120,912)	(86,821)
Profit from operations	1,581,956	1,963,567	1,465,468	2,055,275	1,835,456



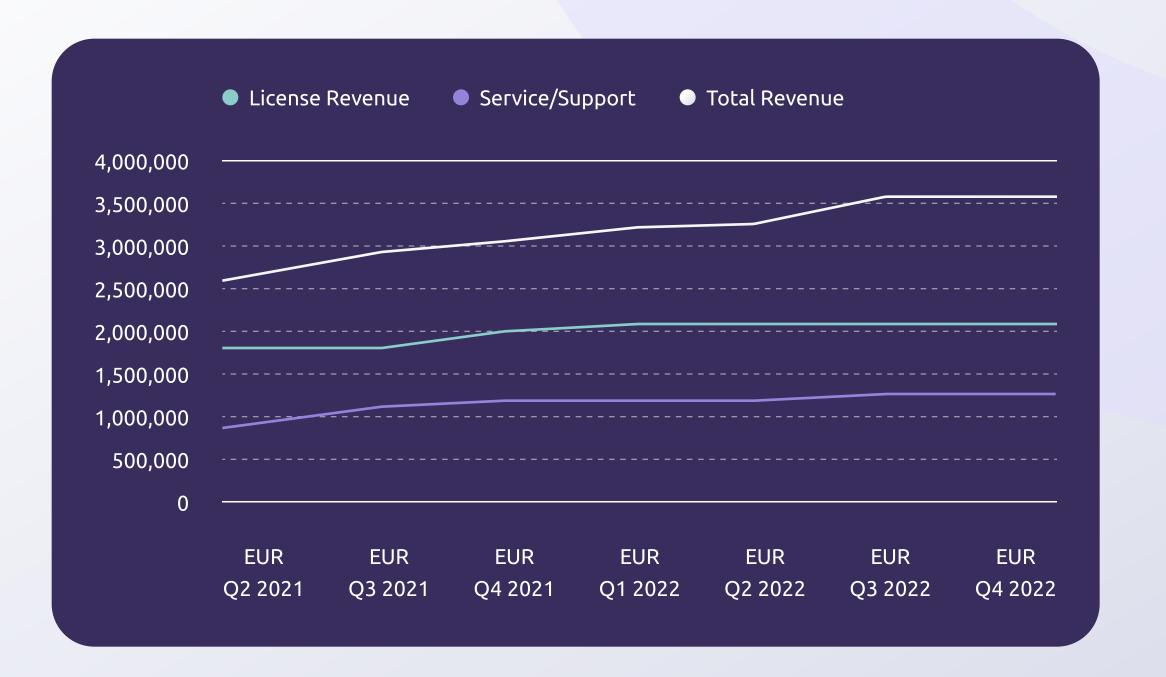
RiverTechnologies 2021-2022

	Q4 (Еиг)	Q1 (Eur)	Q2 (Еuг)	Q3 (Еиг)	Q4 (Еuг)
	Proforma	Proforma	Proforma	Proforma	Proforma
Revenue	3,151,134	3,450,485	3,450,360	3,600,474	3,601,336
Direct Costs	(749,888)	(814,914)	(727,639)	(790,162)	(972,776)
Gross Contribution	2,401,246	2,535,571	2,722,721	2,810,312	2,628,560
Operating Costs	(311,005)	(333,336)	(470,425)	(447,826)	(498,976)
EBITDA	2,090,242	2,202,235	2,252,296	2,362,486	2,129,585
Depreciation	(18,014)	(12,276)	(13,721)	(14,276)	(16,066)
Other Finance Costs	(1,566)	(5,063)	(610)	(1,627)	(3,123)
Profit from operations	2,070,661	2,184,896	2,237,964	2,346,584	2,110,396



KPIS - Revenue Licensed & Service / Support Split

2021	Q1 (Eur)	Q2 (Eur)	Q3 (Eur)	Q4 (Eur)
License Revenue	1,800,505	1,800,360	1,800,240	1,801,134
Service/Support	200,000	800,000	1,150,000	1,350,000
Total Revenue	2,000,505	2,600,360	2,950,240	3,151,134
2022	Q1 (Eur)	Q2 (Eur)	Q3 (Eur)	Q4 (Eur)
License Revenue	2,000,485	2,100,360	2,100,474	2,101,336
Service/Support	1,350,000	1,350,000	1,500,000	1,500,000
Total Revenue	3,350,485	3,450,360	3,600,474	3,601,336



Churn Rate 0%

2022 - Projects Website Management System

The project's first iteration is on track to go live by the end of Q1 2023. The solution will centralise the management of multiple websites, thus allowing customers to deploy these within their entire network.

A cohesive structure to the look and feel of the newly deployed websites is created using predefined templates. The custom tooling will allow the creation of these websites in a short time frame and with minimal operational effort.

The added functionality will facilitate ongoing content management from a single point of interaction, enabling our Customer to reach operational and cost efficiency using this tailor-made application.



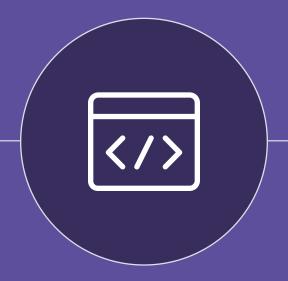
Bringing ideas to life: Our Products and Solutions

River Tech Plc has a clear vision and strategy to become a leading B2B provider of high-quality technological services through the development of proprietary products across emerging and rapidly growing sectors.

With many years of technology experience across a diverse range of both highly regulated and complex sectors, River Tech has a proven track record of delivering high performing technology projects and products.

Our offering combines five core elements to create bespoke technology and platform solutions for our clients no matter what the sector they are in.









Business Development

We ensure our team of product experts are fully up to speed with the latest technology trends ensuring existing clients are being serviced to the optimum levels, while also acquiring new customers.

Product

Our product team design and develop futureproofed tools and technology for our clients to deliver their customers with the ultimate user experience.

Development

We create reliable and robust technology implementations that deliver outstanding results.

Quality Assurance

We take great pride in delivering the best possible products and customer service allowing our clients to trust us to provide them with the highest quality technology solutions.

Infrastructure

Building a reliable infrastructure that can support all our products is key to delivering the highest quality platform and products.

Thank-you for your attention

