Earnings report
Q4 2015
February 11, 2016
Agenda

- Q4 highlights
- Financial update
- Product update
- Market update
- Outlook
- Q&A
Report Highlights

Q4 2015

- Record levels for revenues and operating profit
- 14 new customers signed, including Gamesys US/Tropicana in New Jersey
- 16 new customers launched, including several operators in New Jersey
- Awarded prize for “Game of the Year” at EGR Operator Awards
- Proposed dividend of SEK 8.00 (5.00) per share
Revenues & Operating Profit by Quarter

- Revenues +34.0% y-o-y to 323.1 MSEK
- EBIT +51.6% y-o-y to 121.8 MSEK
- EBIT margin of 37.7% (33.3%)
Game Transactions by Quarter

- 8.2 bln transactions
- +34.4% y-o-y
Revenues & Operating Profit
FY 2015

- Revenues +33.0% to 1,132.4 MSEK
- EBIT +53.5% to 401.6 MSEK
- EBIT margin of 35.5% (30.7%)
Costs & Investments by Quarter

- Total costs: 14.1% q-o-q
- Personnel costs: 29.2% q-o-q
- Investments: +20.2% q-o-q
- Cash flow after investments was 337.6 (243.7) MSEK in 2015
- Net cash position of 402.1 MSEK at 31/12/2015
Gamewin Breakdown by Product

**SLOTS**
- 88% (87%)

**ROULETTE**
- 6% (6%)

**BLACKJACK**
- 4% (4%)

**VIDEO POKER**
- 1% (1%)

**OTHER GAMES**
- 1% (2%)

Note: Gamewin split as per Q4, 2015. Previous quarter in parenthesis.
Game Releases

Koi Princess - synced release for desktop, mobile and retail

Available on iOS, Android and Windows Phone
Online Casino Market
Europe & Rest of World

CAGR 2015–2020e

- Global: 10%
  - Europe: 7%
  - Rest of World: 13%

Source: H2 Gambling Capital, January 2016
Events

After the Quarter

- Guns N’ Roses slot game release in January
- Awards:
  - “Casino content supplier” - EGR Nordic
  - “Slot provider of the year” - IGA
  - “Casino solutions provider of the year” - Gaming Intelligence Awards
NetEnt Rocks
@ ICE

GUNS N' ROSES 21.01.16

21.04.16 JIMI HENDRIX

MOTORHEAD 22.09.16

NETENT ROCKS THE TOUR
Future Outlook

- 24 new customers yet to launch as per end of Q4
- Good conditions for continued strong growth and profitability
- Growth drivers
  - UK, mobile, Live Casino, North America
  - Long term: Asia, Retail
- Foresee higher costs and investments in 2016
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