

## **NET ENTERTAINMENT**

Interim report January – September 2011

## Agenda

- Q3 Overview
- Financials
- Product Update
- Italy Update
- Strategic Initiatives
- Future Outlook
- Q&A





### Q3 Overview,

- Revenues up 21.7% to 111.4 MSEK, EBIT margin of 30.5%
  - > 36.5% excluding costs related to former senior executives
- Three new customer agreements signed and one extended agreement
- Five new operators launched
- New platinum game Robin Hood released
- Game transactions increased 54 percent YoY
- Italy launched July 18<sup>th</sup>



# Financials

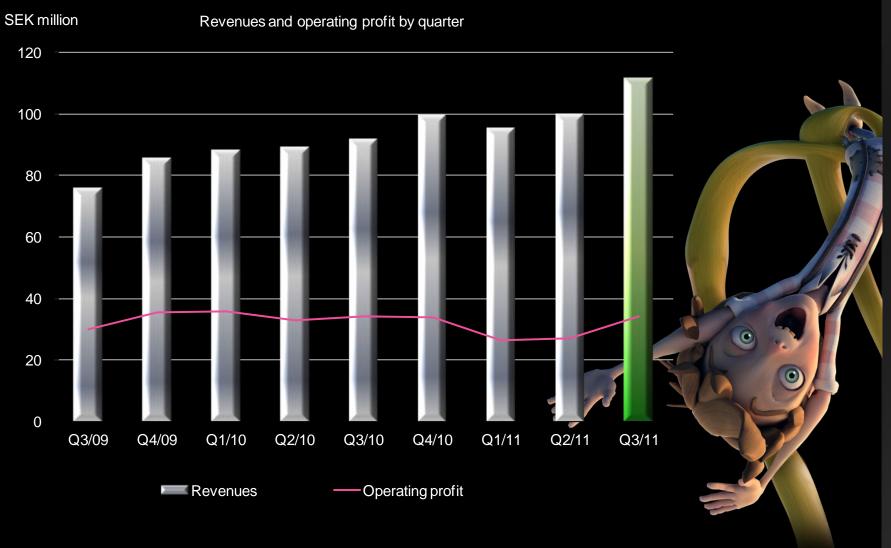


### Financials,

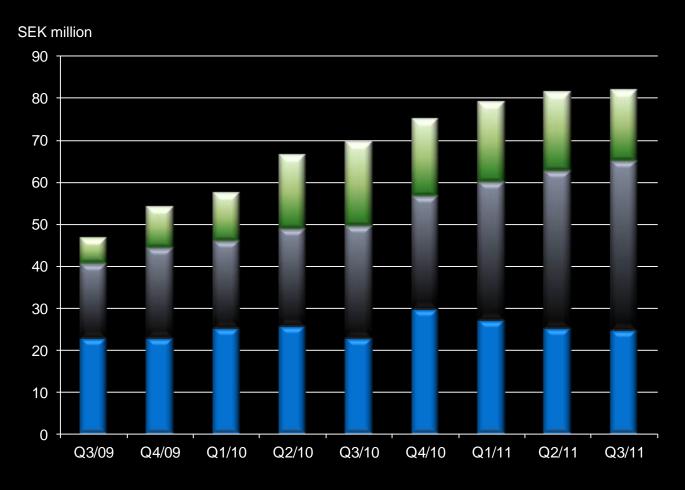
- Growth driven by high gaming activity in combination with new customer integrations
- Revenues increased 21.7% to 111.4 (91.6) MSEK
  - 24.1% net of currency effects
- EBIT amounted to 34.0 (34.1) MSEK
- Operating margin of 30.5% (37.2%)
  - 36.5% excluding costs related to former senior executives



## Financial Performance By Quarter,



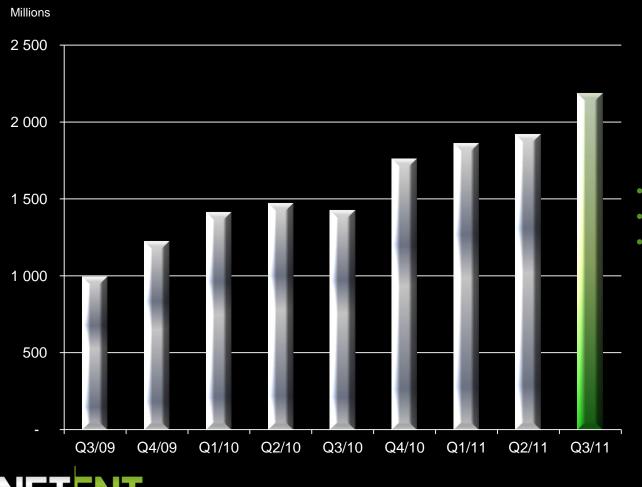
### Cost Base,



- Capitalized development
- Personnel
- Other expenses



## **Game Transactions By Quarter,**



- 2.2 billion transactions
- 54% growth vs Q3 2010
- 14% growth vs Q2 2011



# Product update Logner abase



## **Delivering Exciting Content,**









Cash €5,000,00 Bet €1,25 Win €0,00

Win up to 250000 coins





Cash: €5,000.00 Bet: €2.00 Win: €0.00

Coins: 50000 Bet: 20

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# Italy update



## Italy Update,

- Italian market opened on July 18<sup>th</sup>
- Launched customers











Italian customers yet to be launched









Slots scheduled for H1 2012



# Strategic initiatives ougher management



## Strategic Initiatives,

- Regulatory adaptations
  - Regulation ongoing in several countries
  - Net Entertainment targeting Denmark
- Next generation platform
  - Safeguarding future growth and requirements
  - Capacity, development effectiveness, hardware utilization, integration
- Mobile games
  - Launch year end





# Future outlook



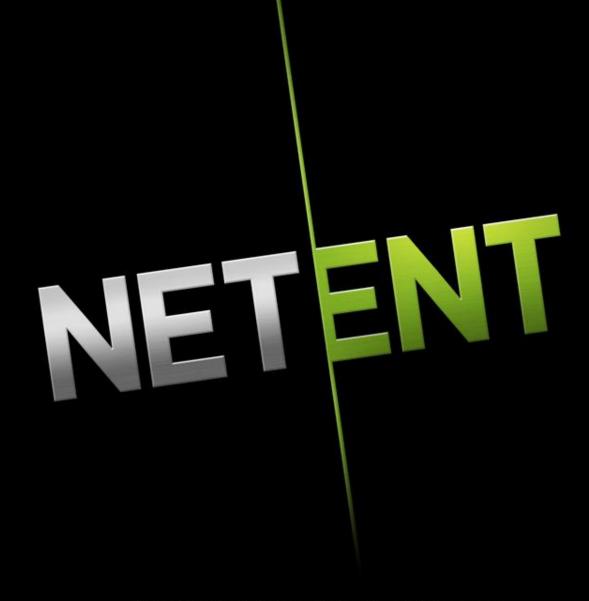
## **Future Outlook,**

- New game releases
  - Frequent releases of new games
  - Platinum game Jack and the Beanstalk to launch in Q4
  - New world famous brand from Universal Studios signed
- Initializing adaptations to Danish regulatory market
- New agreement signed with BskyB for the UK market
- Broadening of product portfolio
  - Mobile games to be launched at year end
- Solid sales pipeline
  - Discussions ongoing with several Tier 1 operators

Q&A







A NET ENTERTAINMENT PRODUCTION