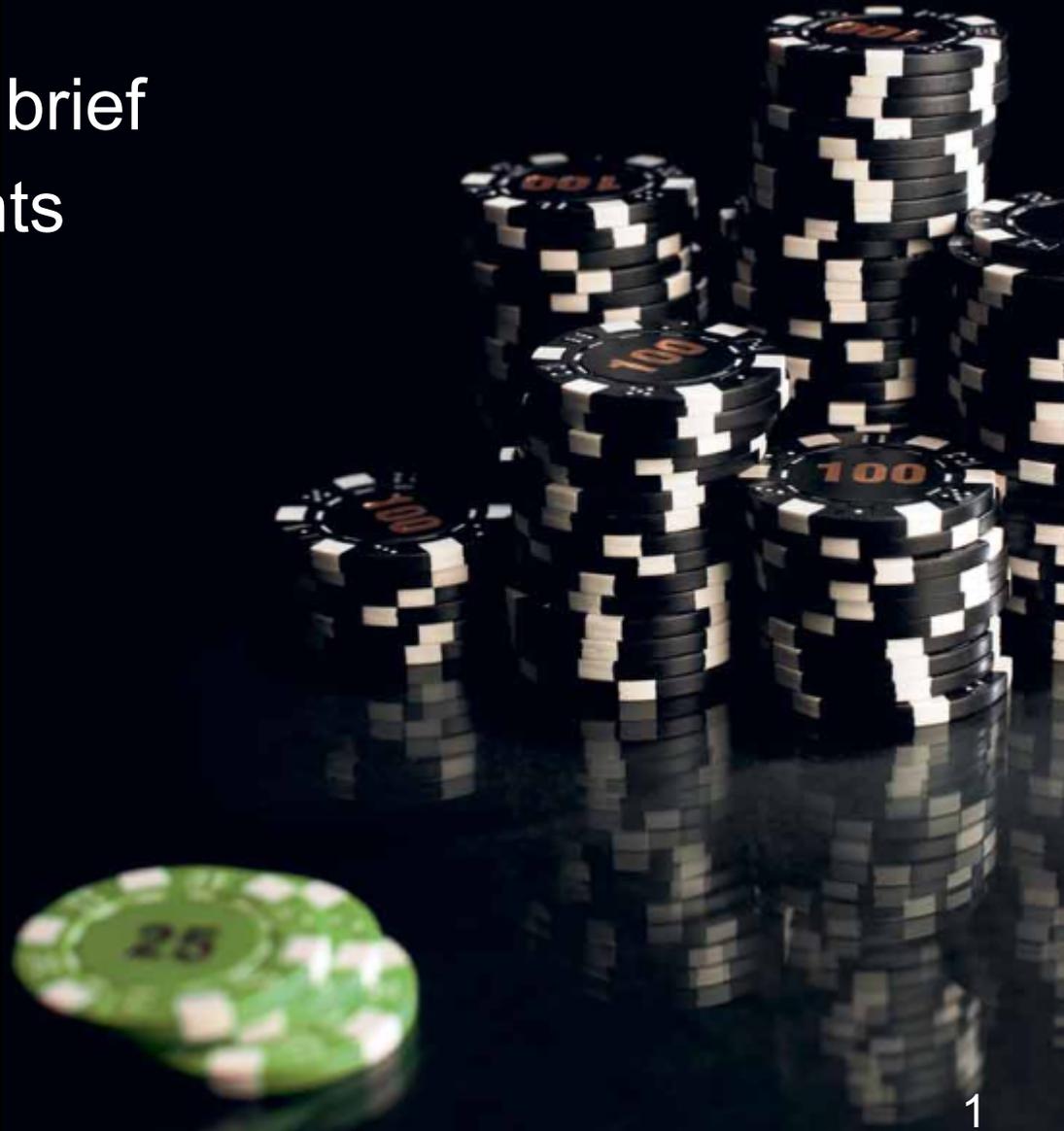




Interim report January – September 2013

# Agenda

- Net Entertainment in brief
- Third quarter highlights
- Financial update
- Product update
- Market update
- Outlook
- Q&A



# Net Entertainment in brief

**NETENT**

Global B2B Development Company

Online Casino Software

Great growth possibilities



Innovation & technology

Workforce of 430

Listed on Nasdaq OMX Stockholm  
Market Cap > €500m



**NASDAQ  
OMX**

**BETTER GAMES**

# Game portfolio

Slots



Roulette



Blackjack



Video Poker

Mobile

Mini games

Live casino



BETTER GAMES

# Q3 Highlights and Key Data vs Q3/12

Revenues (MSEK)	153.1	+25.0%
Revenues (M€)	17.6	+21.1%
EBIT (MSEK)	44.5	+23.3%
Transactions (Bn)	3.8	+36%
FTE	433	+25.7%
New customers in Q3	+5	
New customer launches	+9	

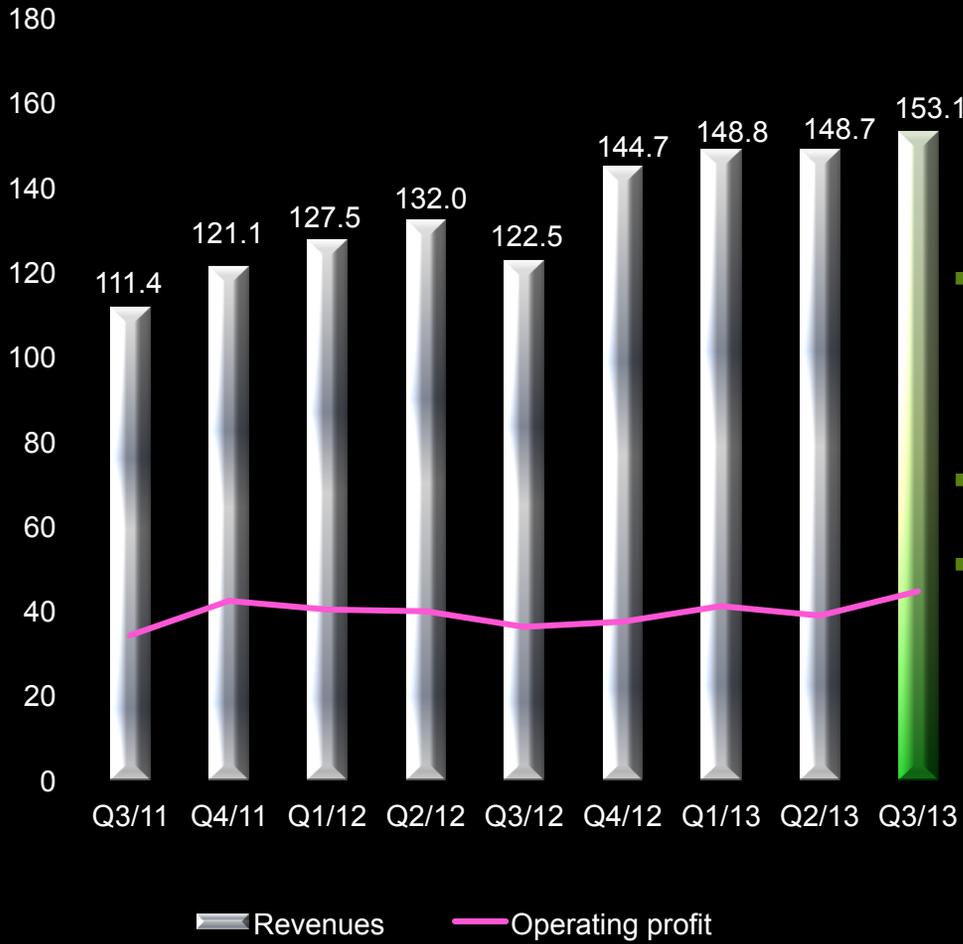




Financials

# Revenues & operating profit by quarter

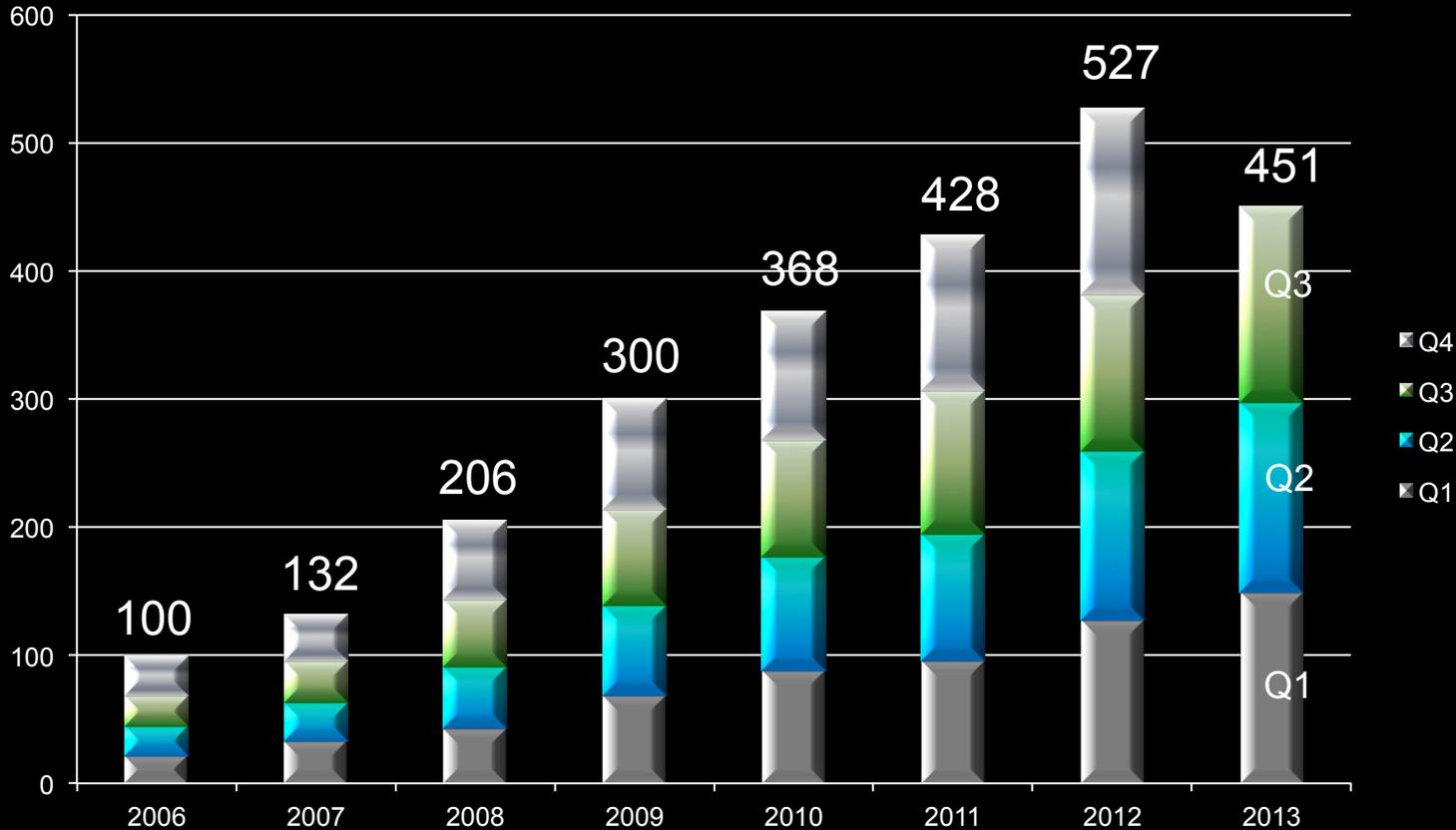
SEK million



- Revenues up 25.0% to 153.1 (122.5) MSEK
  - 21.1% in euro
  - Seasonal effects mitigated by setup fees in Q3
- EBIT amounted to 44.5 (36.1) MSEK
- Operating margin of 29.1% (29.5%)

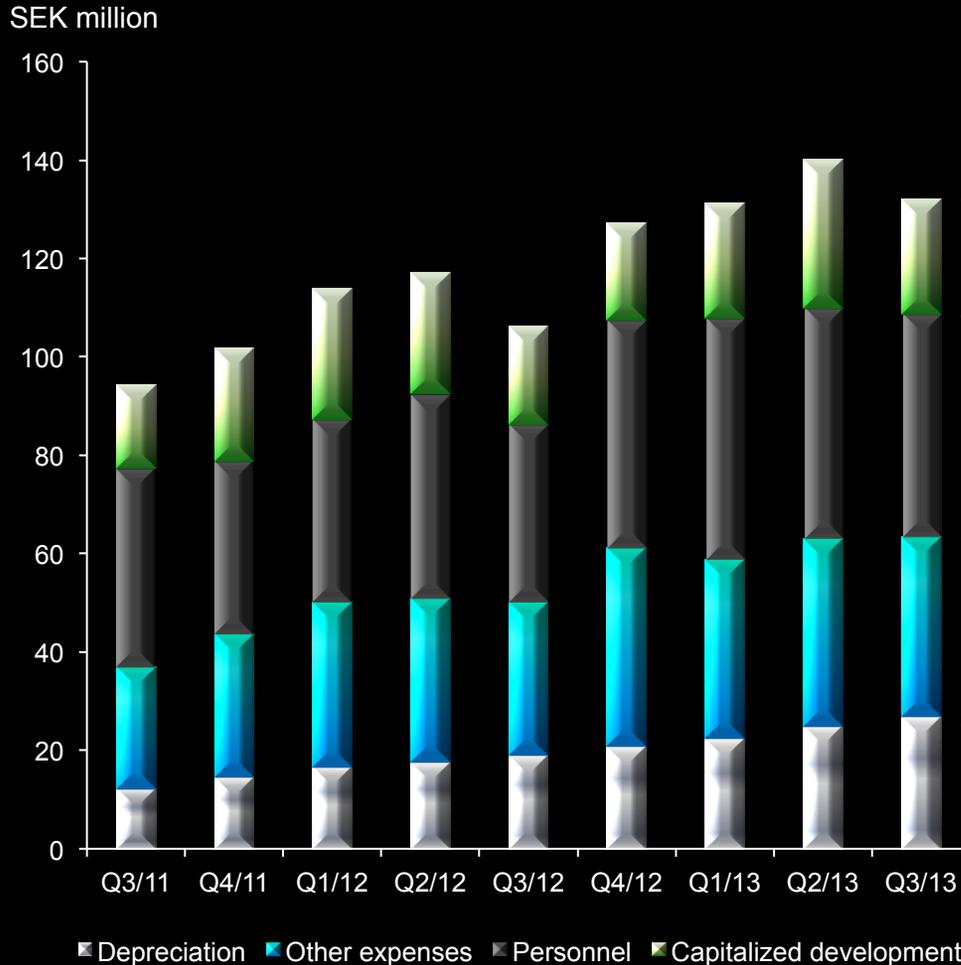
# Revenues by year & quarter

MSEK



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# Cost Base By Quarter



## Q3/13 vs Q2/13

- Capitalized development decreased:
  - Lower project activity due to vacation
- Personnel cost decreased:
  - Due to higher absence (vacation & parental leave) and due to lower recruitment level
- Other expenses decreased:
  - Fewer consultants due to summer months
- Depreciation & Amortization
  - Live Casino Common draw
  - Additional mobile and PC games

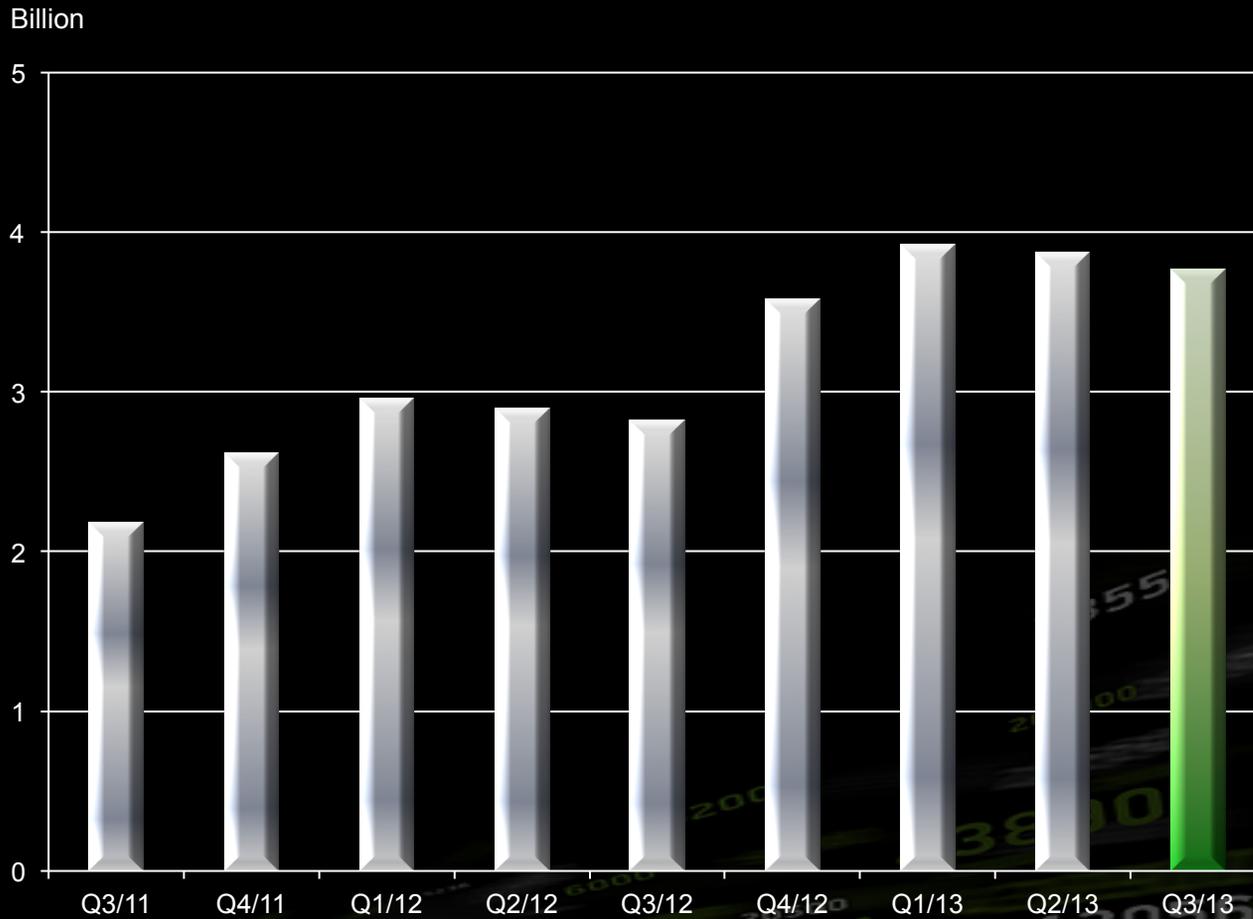
**BETTER GAMES**

# Product Update

Bloggers obasre



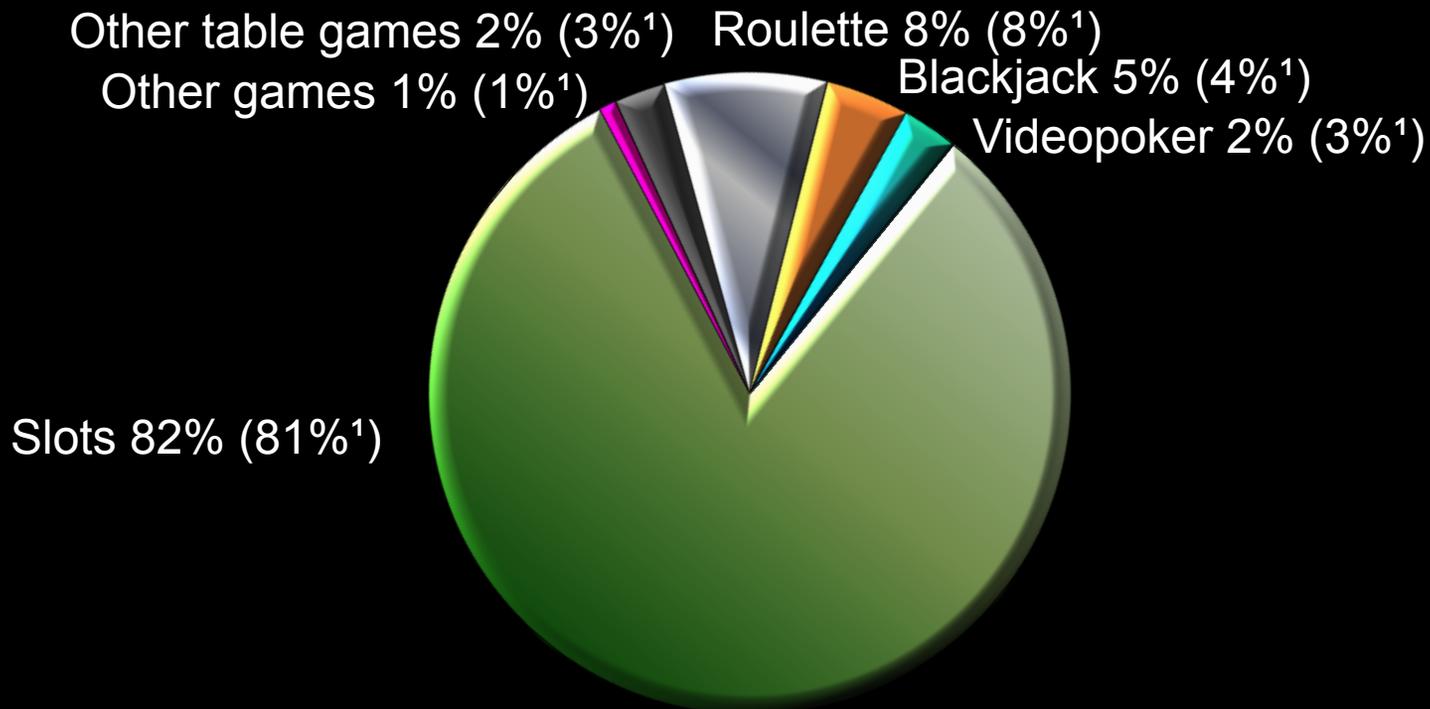
# Game transactions by quarter



## Q3 2013

- 3.8 billion transactions
- 36% up vs Q3 2012
- -3% down vs Q2 2013

# GGY game split Q3 2013



# Selection of game releases in Q3



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## Live Casino and UK update

- 22 contracts signed for Live Casino of which 9 are live
- Traditional blackjack will be launched in Q4
- Expected good revenues when product is at full capacity
  
- Majority of UK operators signed – Positive discussions ongoing with remaining Tier-1 operators

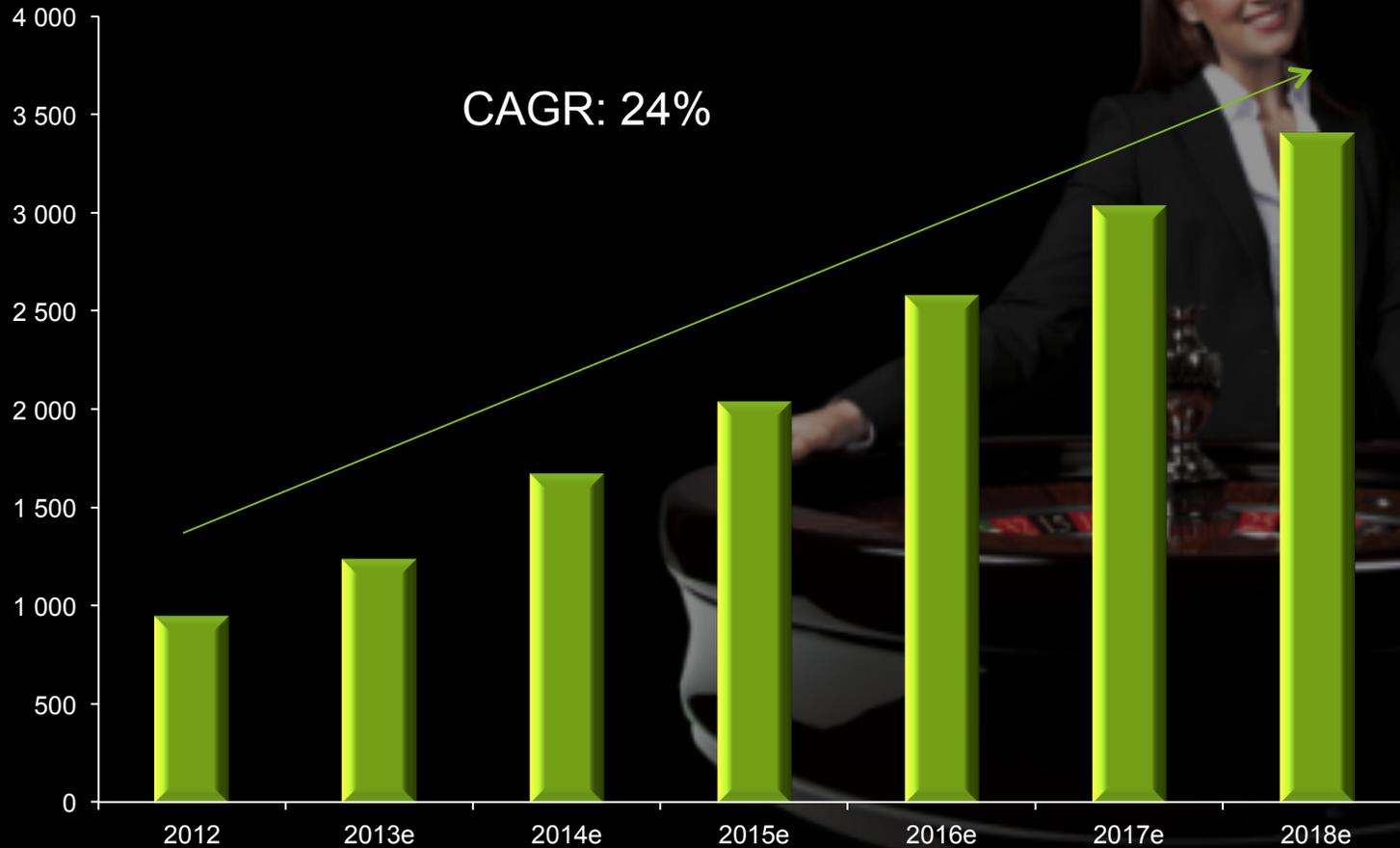


# Market update

market update

# Live Casino global development

€ millions



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# Future Outlook

Future Outlook

# Future Outlook

- 11 new customers yet to launch at quarter end
  - Including    
- Gradual ramp-up for revenue increase for Live Casino and new UK operators
- Expected setup fees in Q4 were incurred in Q3
- Temporary lower resource cost in Q3 due to seasonality
- Agreement signed with GTECH – Possibility to participate in tender processes for delivery to WLA-operators
- Increased focus on mobile games in coming quarters



# Q&A



NET|ENT