



Investor presentation

November, 2016

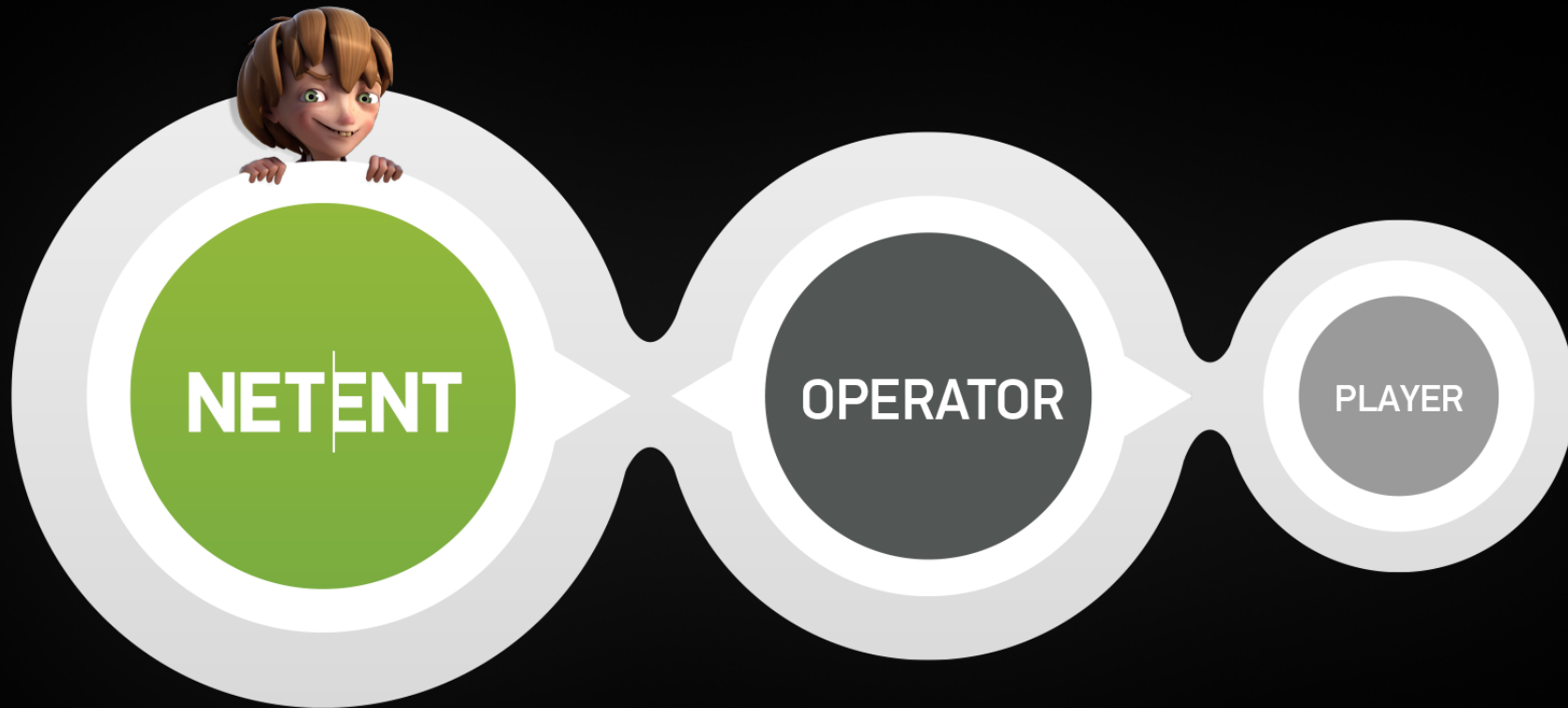
NETENT
BETTER GAMING™

Agenda

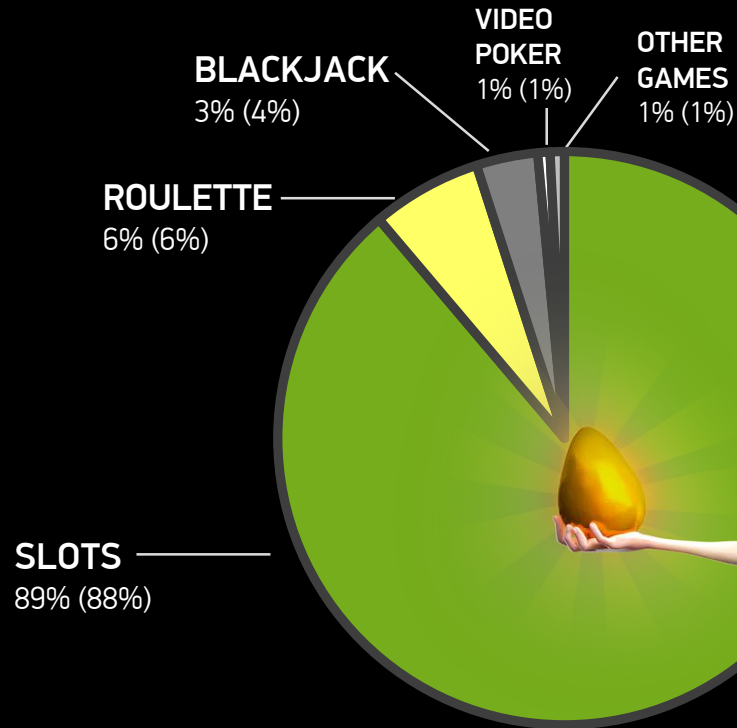


NetEnt in brief
Product overview
Market overview
Growth strategy
Q3 report highlights
Financial update
Outlook
Q&A

Business Model – Partnership & Revenue Share



Gamewin Breakdown by Product

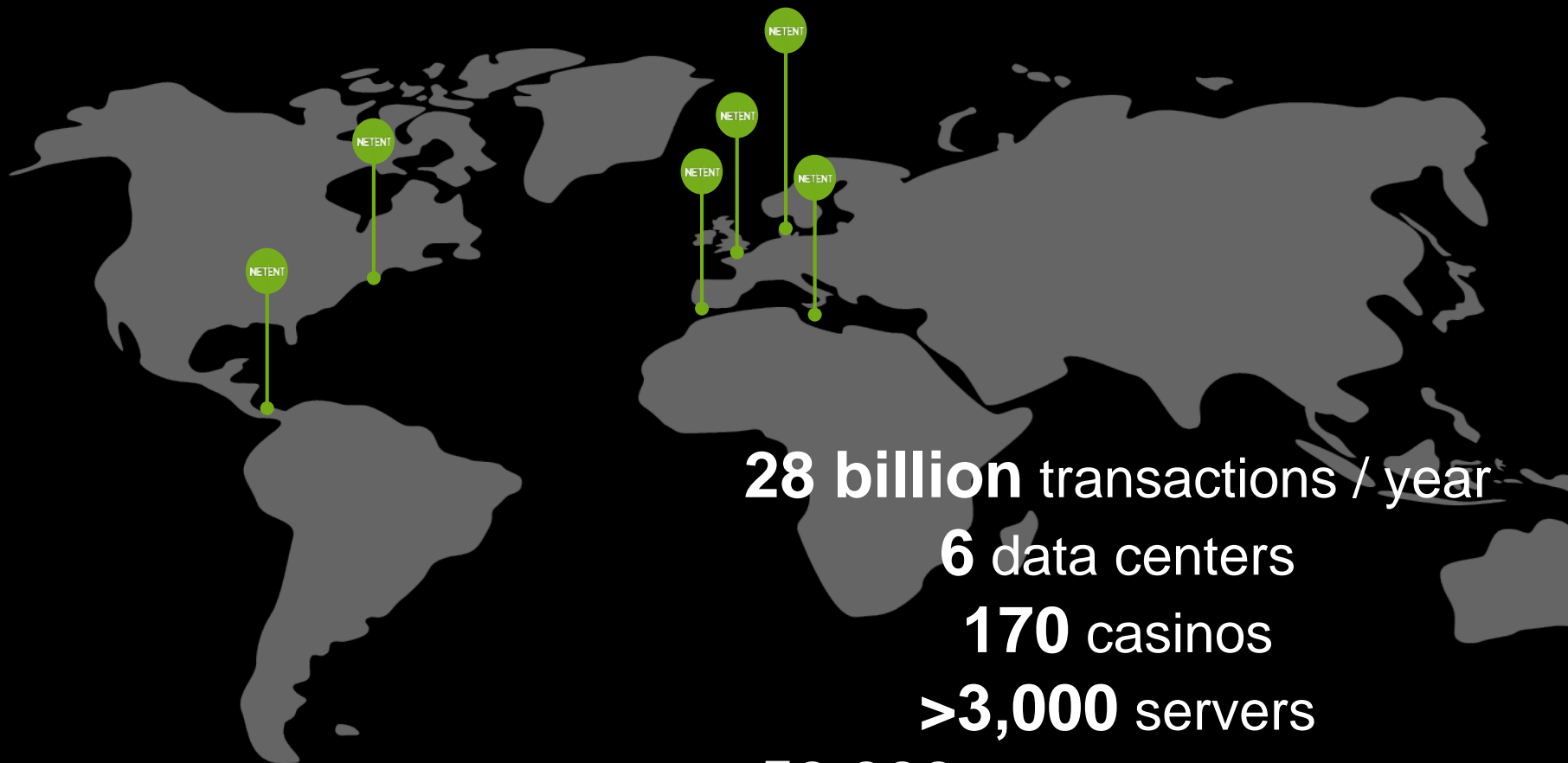


*Note: Gamewin split as per Q3, 2016.
Previous quarter in parenthesis.*

Omnichannel offering



Strategic IT infrastructure



28 billion transactions / year

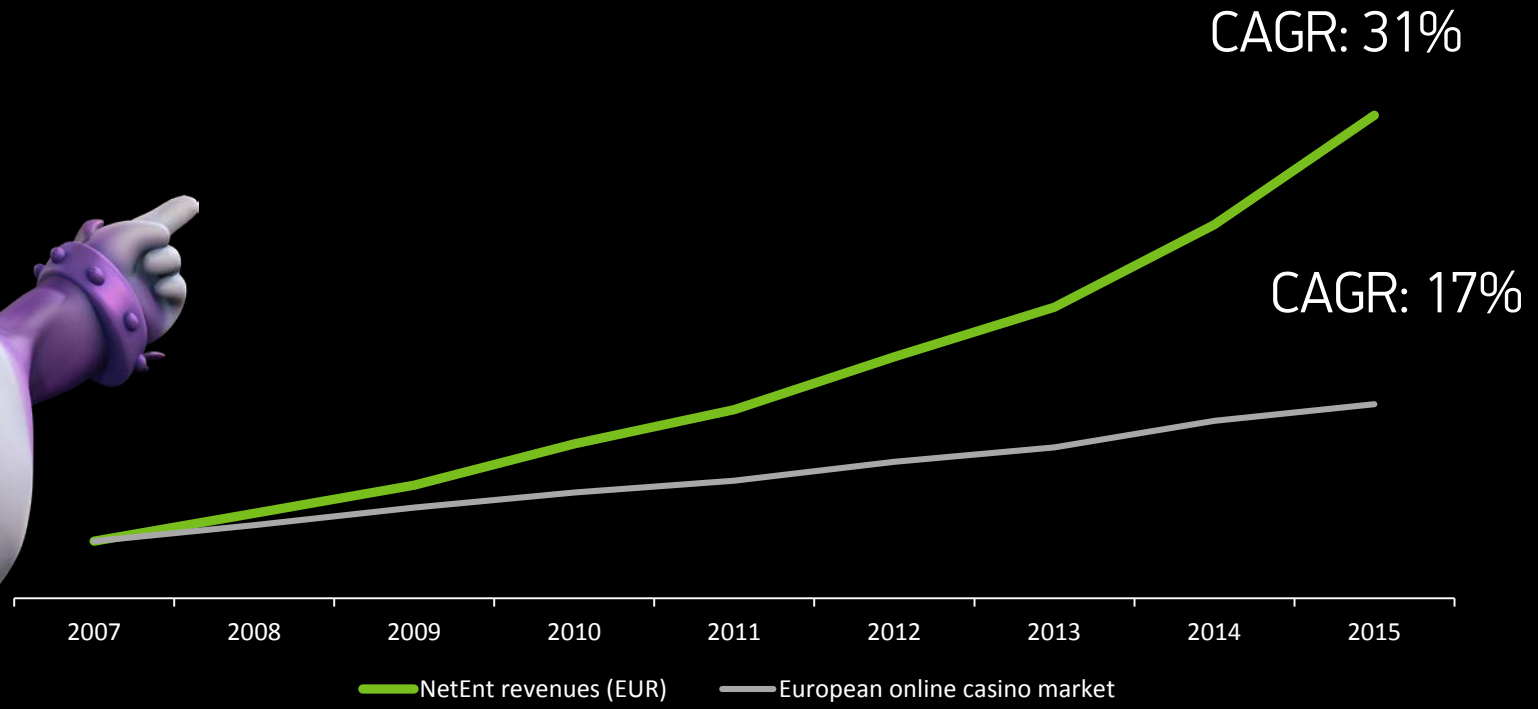
6 data centers

170 casinos

>3,000 servers

50,000 game rounds/minute

NetEnt Growth vs The Market



Growth Strategy

NEW CUSTOMERS

NEW MARKETS

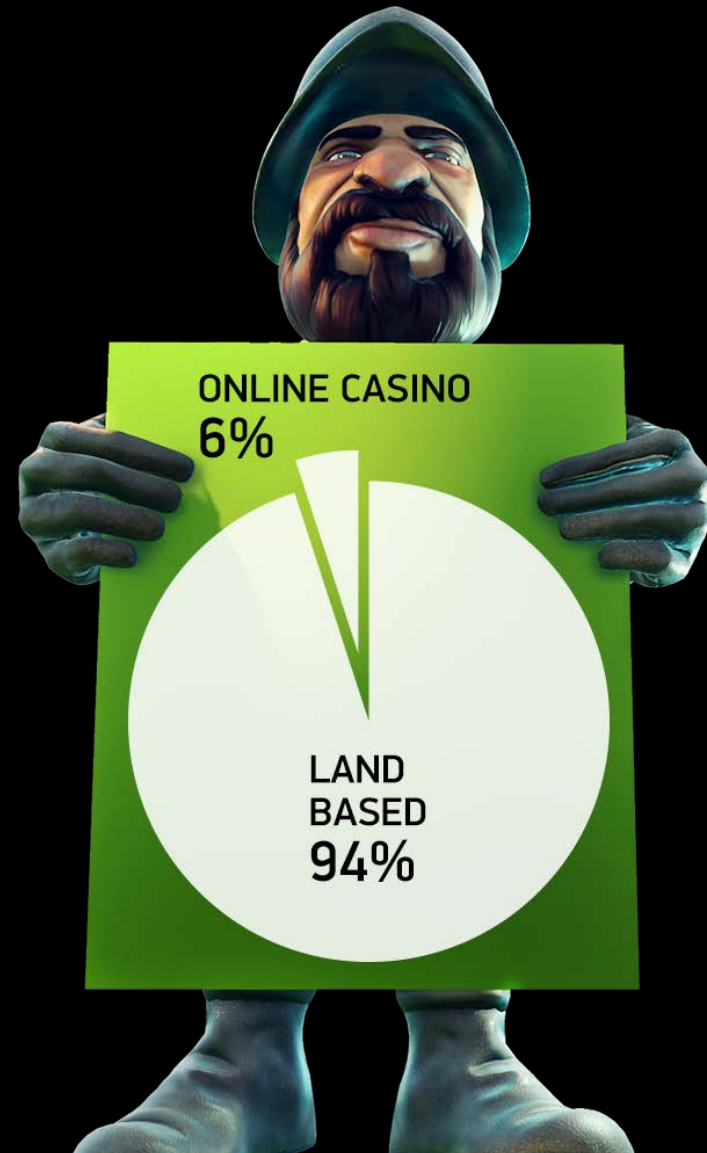
NEW PRODUCTS AND SERVICES

EXISTING CUSTOMERS



Global Casino Market in 2015

- Total casino market
€119 Bln

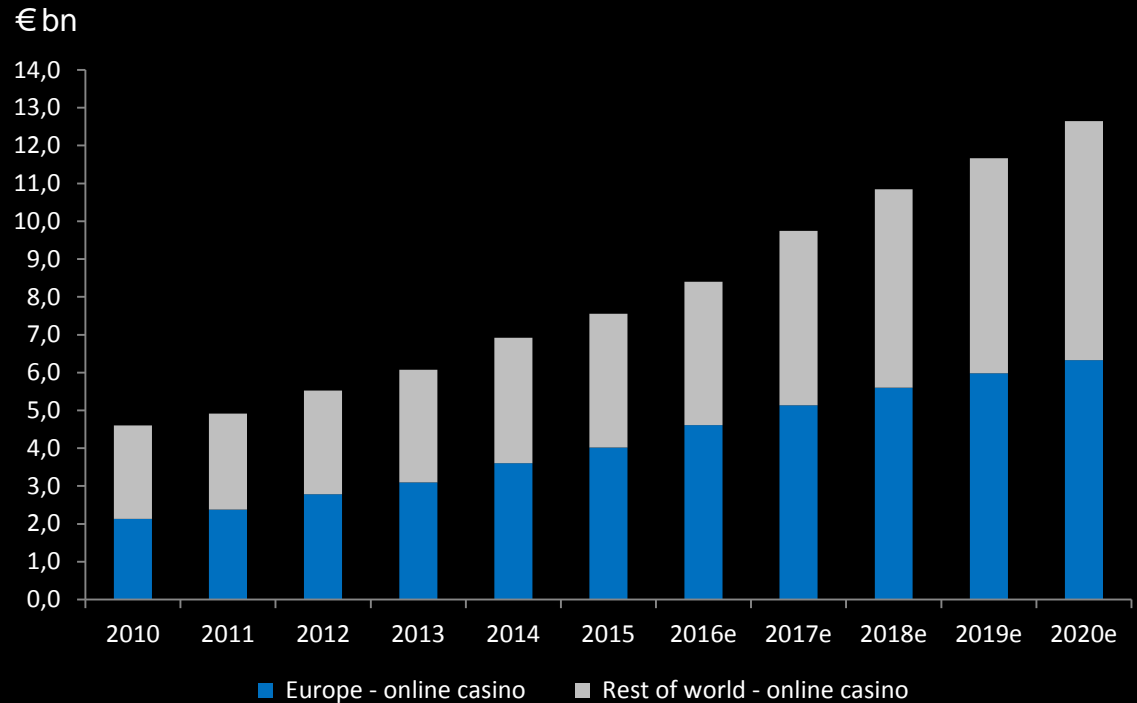


Source: H2 Gambling Capital, June 2016

Online Casino Market Europe & Rest of World

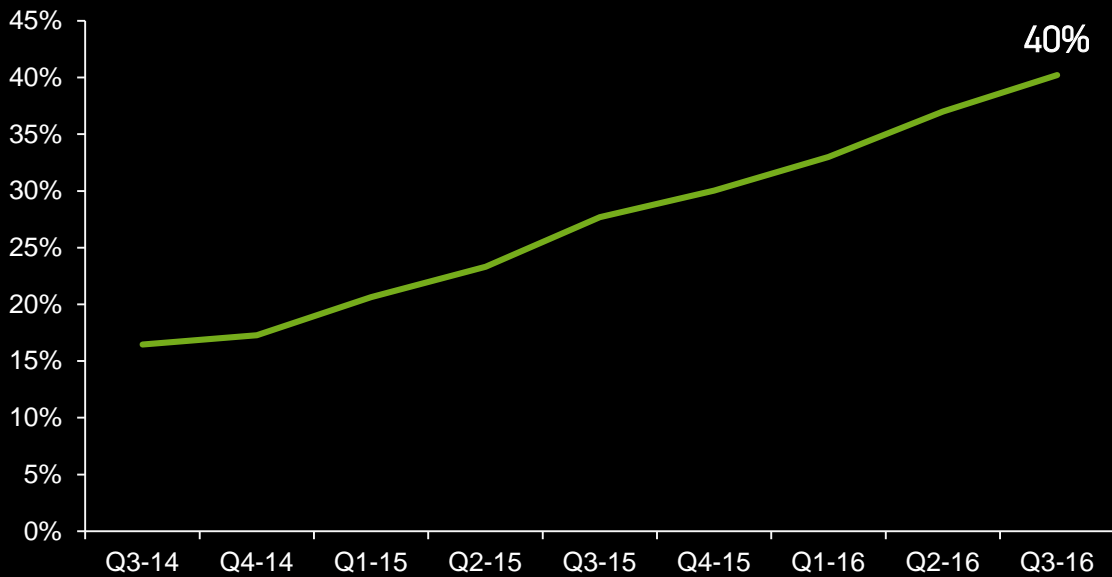
CAGR 2015–2020e

- Global: 11%
 - ✓ Europe: 10%
 - ✓ Rest of World: 12%



Mobile Growth

Mobile share of NetEnt gamewin



Geographical Focus



**A NEW LIVE
EXPERIENCE
ON MOBILE
HAS ARRIVED**



Roulette

NETENT **live**

Strategic Focus

Niche focus on digital
casino solutions

Geographic expansion:

1. Europe, 2. North America, 3. Asia

Grow existing & new customers

Regulated markets

Become a leading Live Casino supplier

Expand services offering

Retail channel

Premium offering and premium pricing

Report Highlights

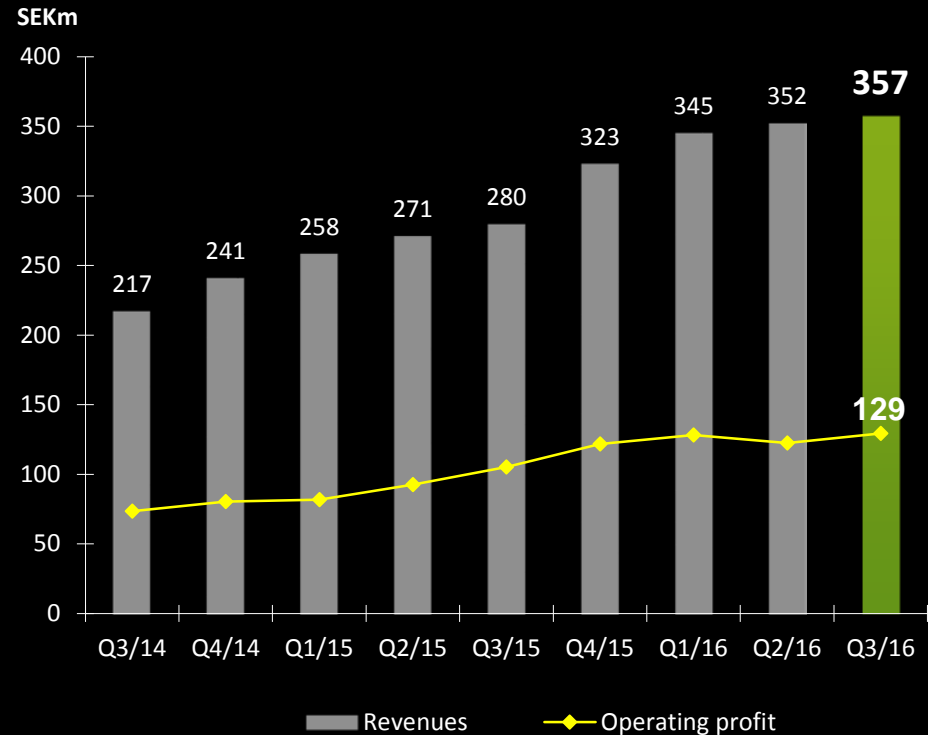
Q3 2016

- 11 new license agreements signed
- 8 new customers' casinos launched, including Rank Group in the UK
- Launched games with several operators in Romania
- New live casino solution for mobile rolled out to customers



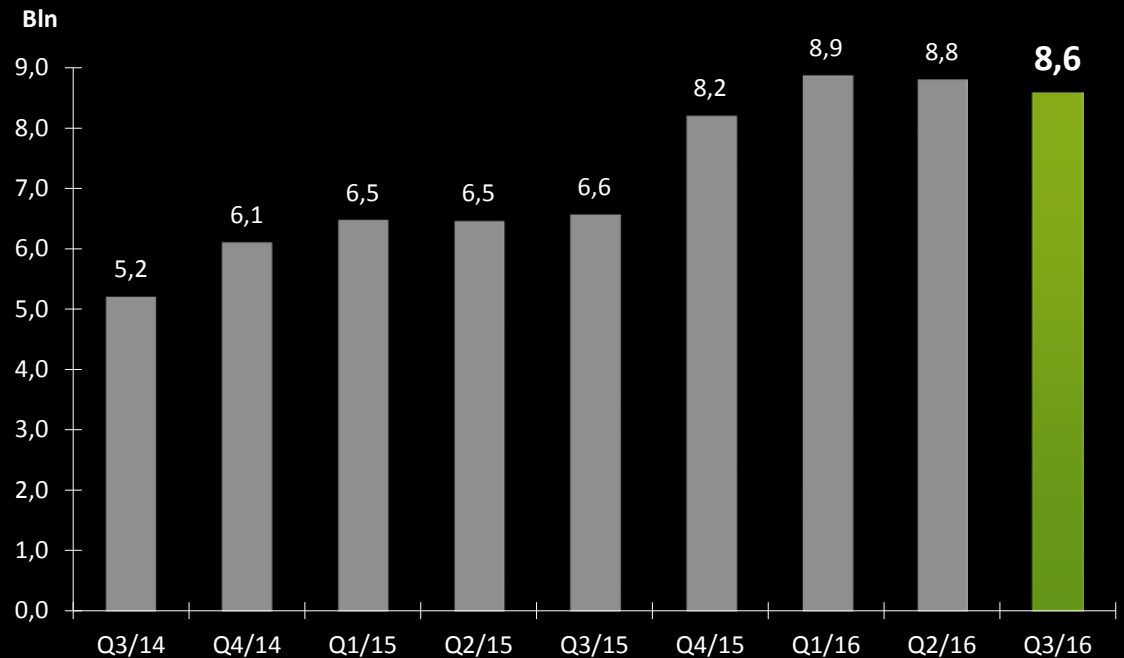
Revenues & Operating Profit by Quarter

- Revenues +27.7% y-o-y
- Revenues +26.6% y-o-y in EUR
- EBIT +22.9% y-o-y
- EBIT margin of 36.2% (37.6%)



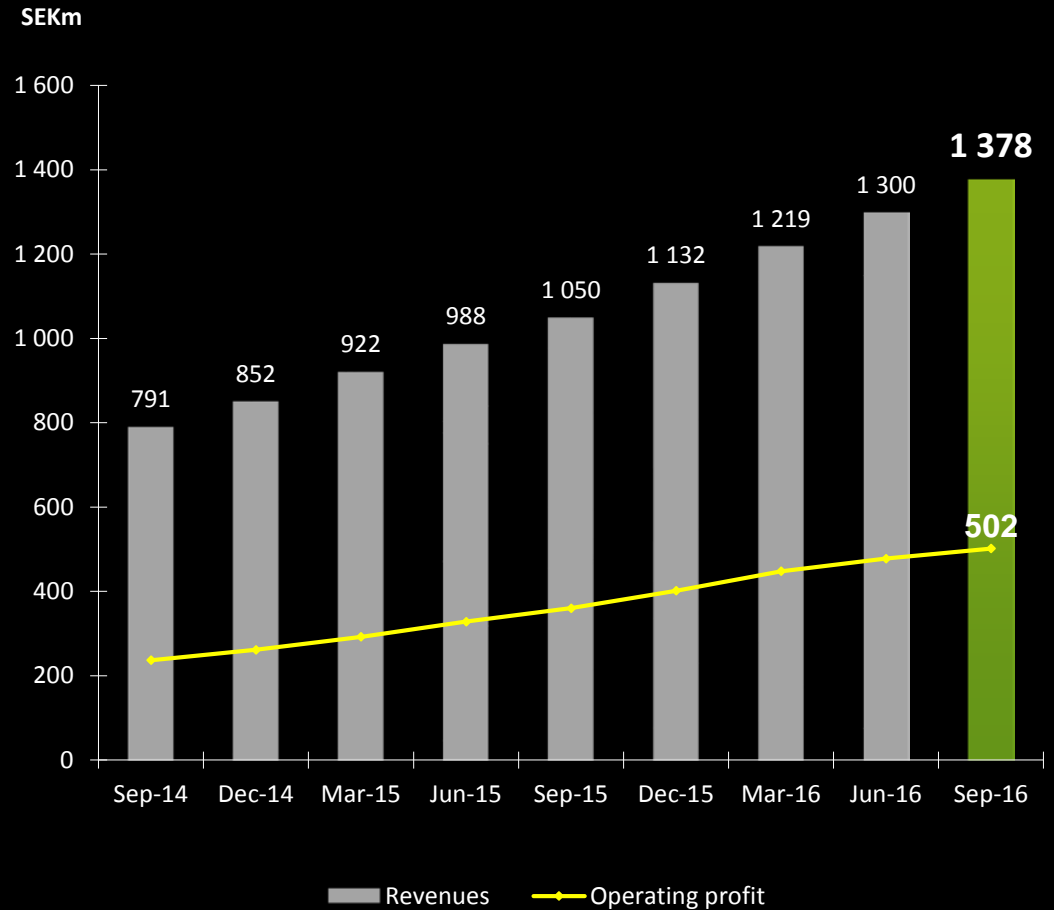
Game Transactions by Quarter

- 8.6 Bln transactions
- +30.8% y-o-y



Revenues & Operating Profit Rolling L12M

- Revenues +31.2% y-o-y
- EBIT +39.3% y-o-y
- EBIT margin of 36.4% (34.3%)

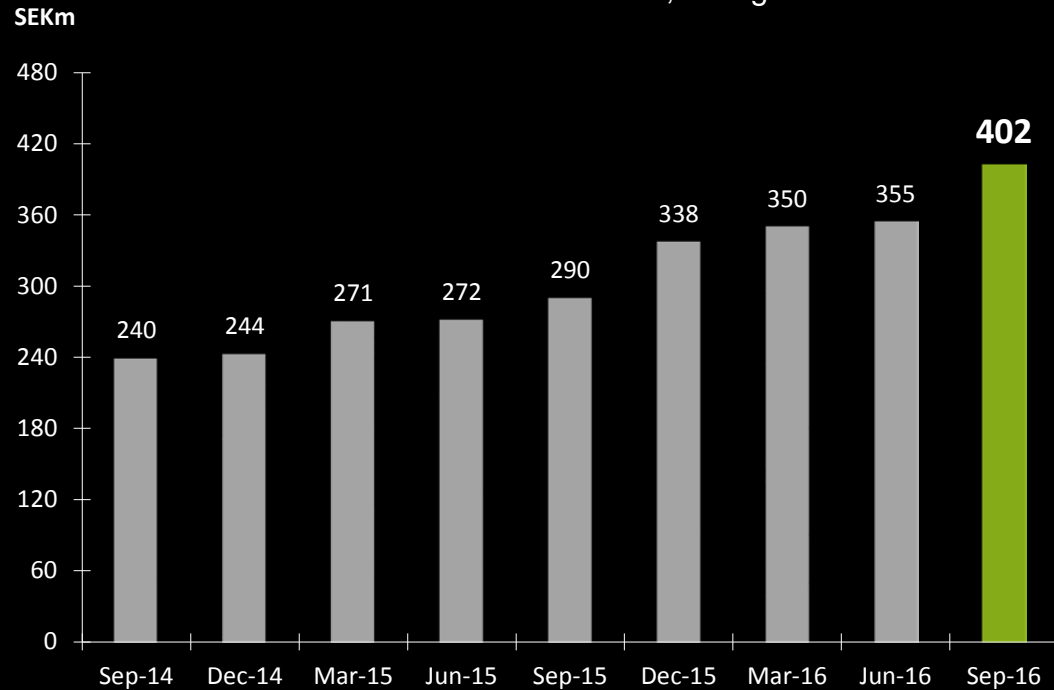


Free Cash Flow Last 12 Months

- L12M free cash flow of 402 SEKm
- Net cash of 413 SEKm at 30/09/2016



Cash flow after investments, rolling 12 months



Game Releases

Synced releases on
desktop and mobile

Available on iOS,
Android and
Windows Phone



Events

After the Quarter

- Signed retail deal with Gauselmann regarding land-based gaming machines in Italy
- Therese Hillman recruited as CFO



Future Outlook

- 32 new customers yet to launch as per end of Q3
- Preparing license application for British Columbia, Canada
- Targeting go-live in Portugal in Q4
- Growth drivers
 - ✓ UK, mobile, Live Casino, North America
 - ✓ Long term: Asia, Retail, Latin America





Q&A

NETENT
BETTER GAMING™