



# Investor presentation

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July, 2017

**NETENT**  
BETTER GAMING™

# About NetEnt



**GLOBAL  
B2B**

DIGITAL ENTERTAINMENT COMPANY



ONLINE CASINO  
**GAMING  
SOLUTIONS**



**INNOVATION  
& TECHNOLOGY**



**GREAT  
GROWTH  
POTENTIAL**



WORKFORCE

**900**



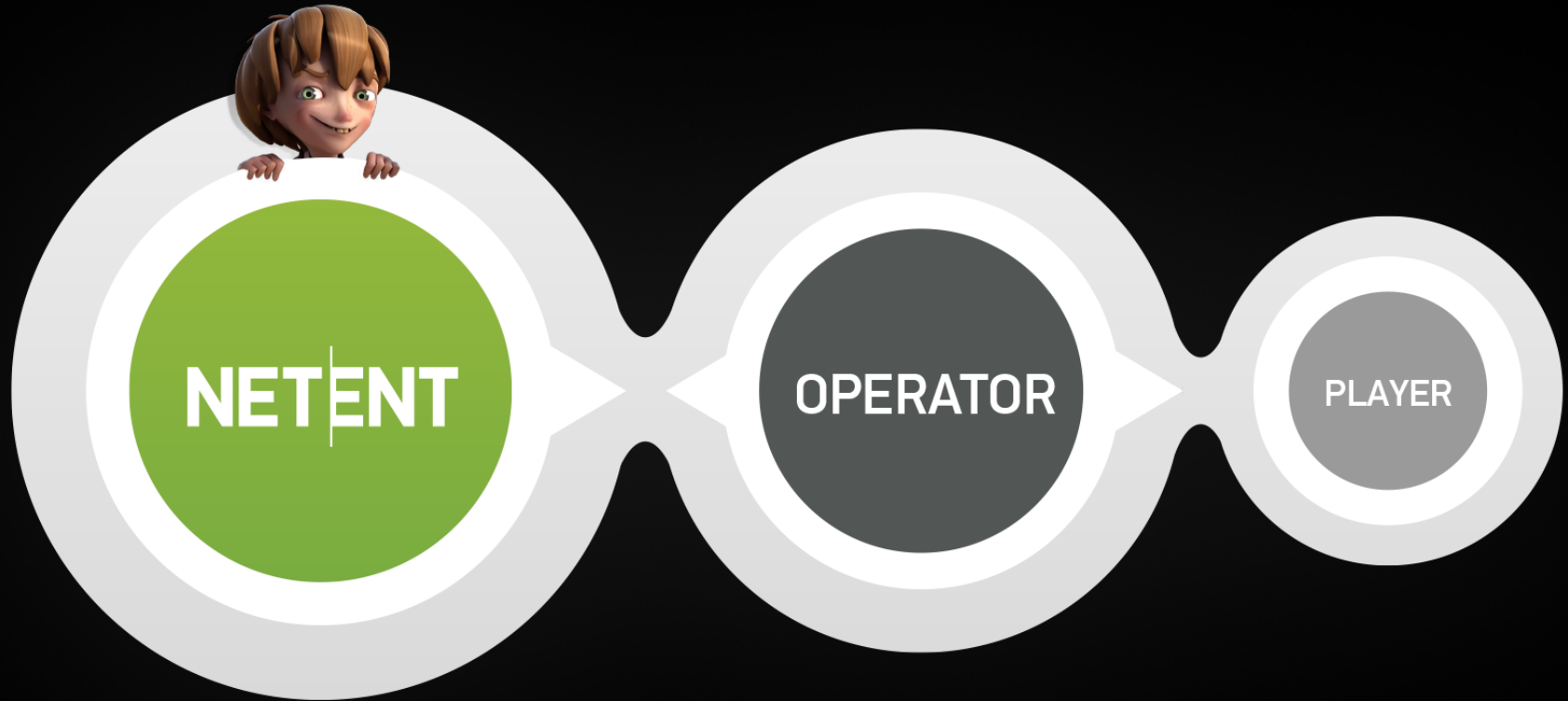
**€1.8 bn**

MARKET CAP  
NASDAQ STHLM

# Our Offering



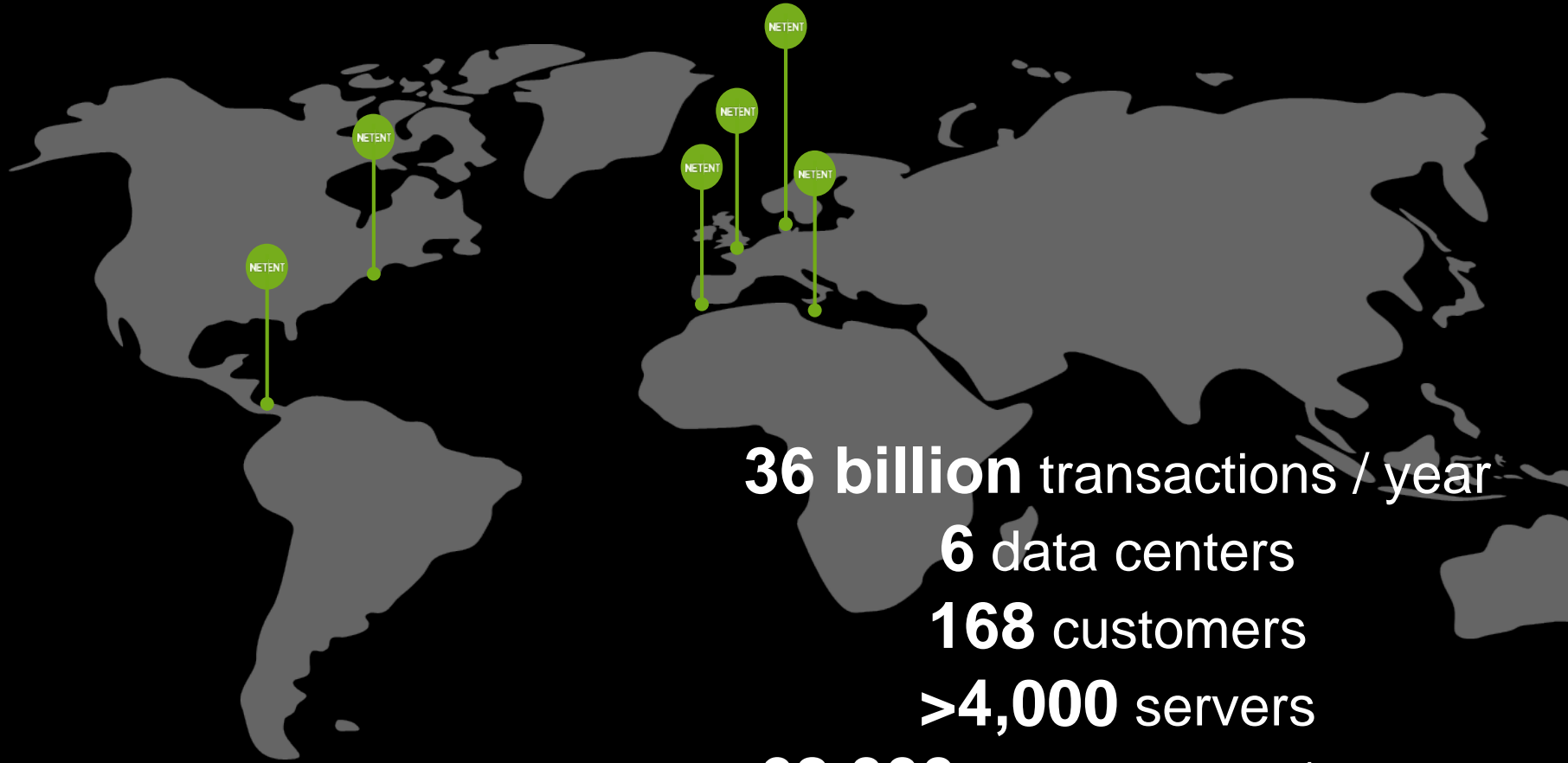
# Business Model – Partnership & Revenue Share



# Omnichannel offering



# Strategic IT infrastructure



**36 billion** transactions / year

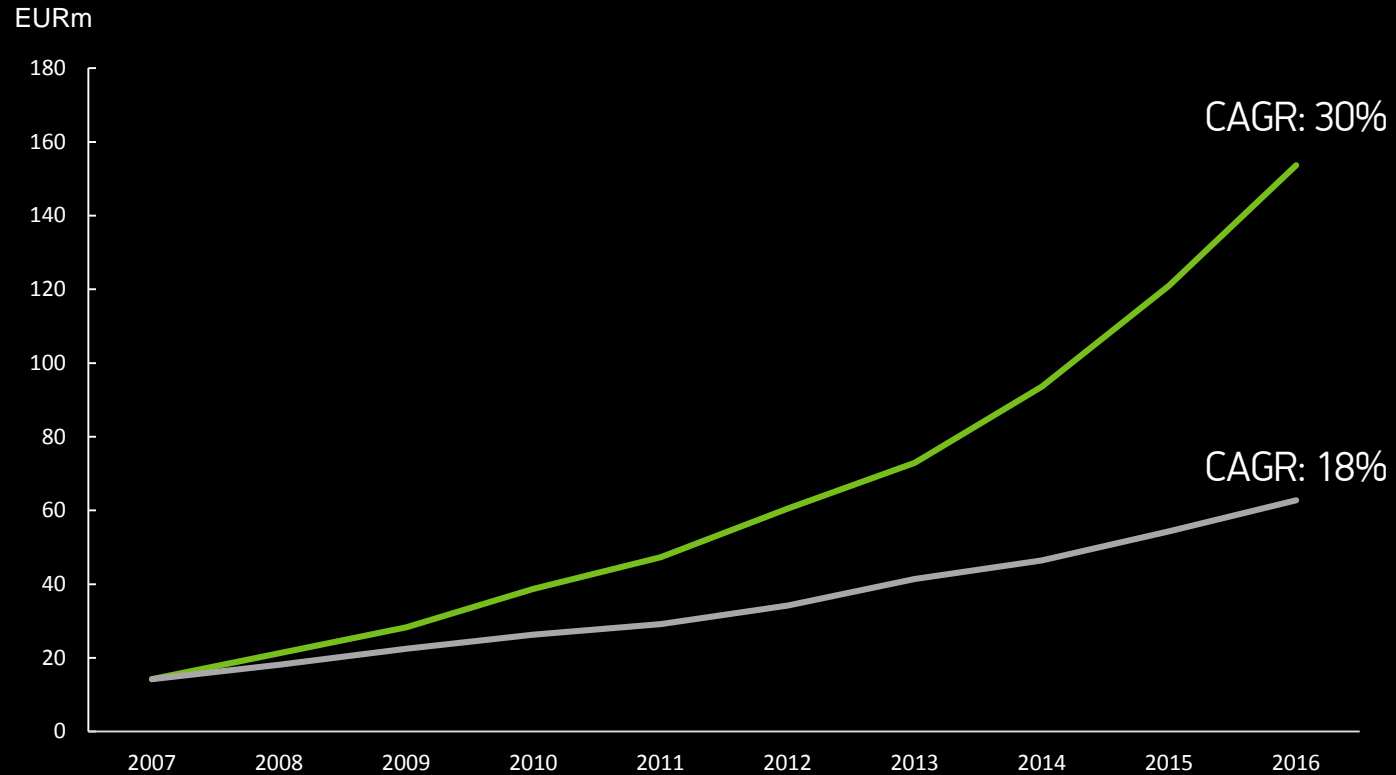
**6** data centers

**168** customers

**>4,000** servers

**68,000** game rounds/minute

# NetEnt Growth vs The Market



# Growth Strategy

NEW CUSTOMERS

NEW MARKETS

NEW PRODUCTS AND SERVICES

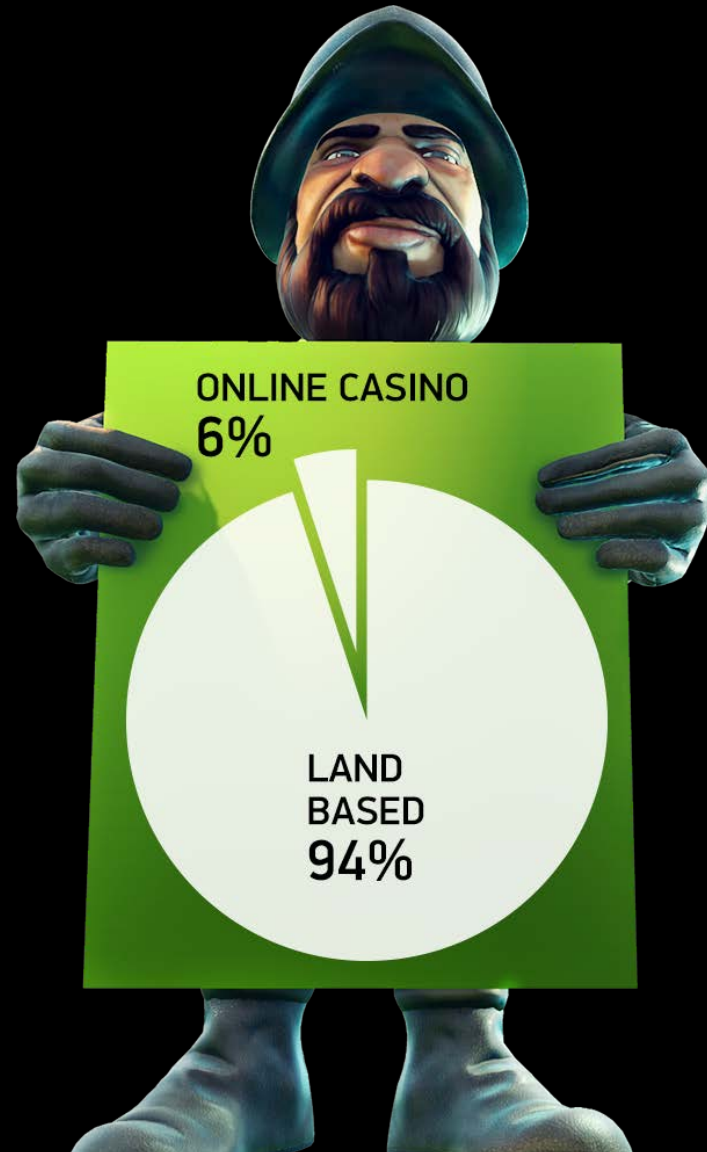
EXISTING CUSTOMERS





# Global Casino Market

- Total casino and gaming machines market €194 Bln

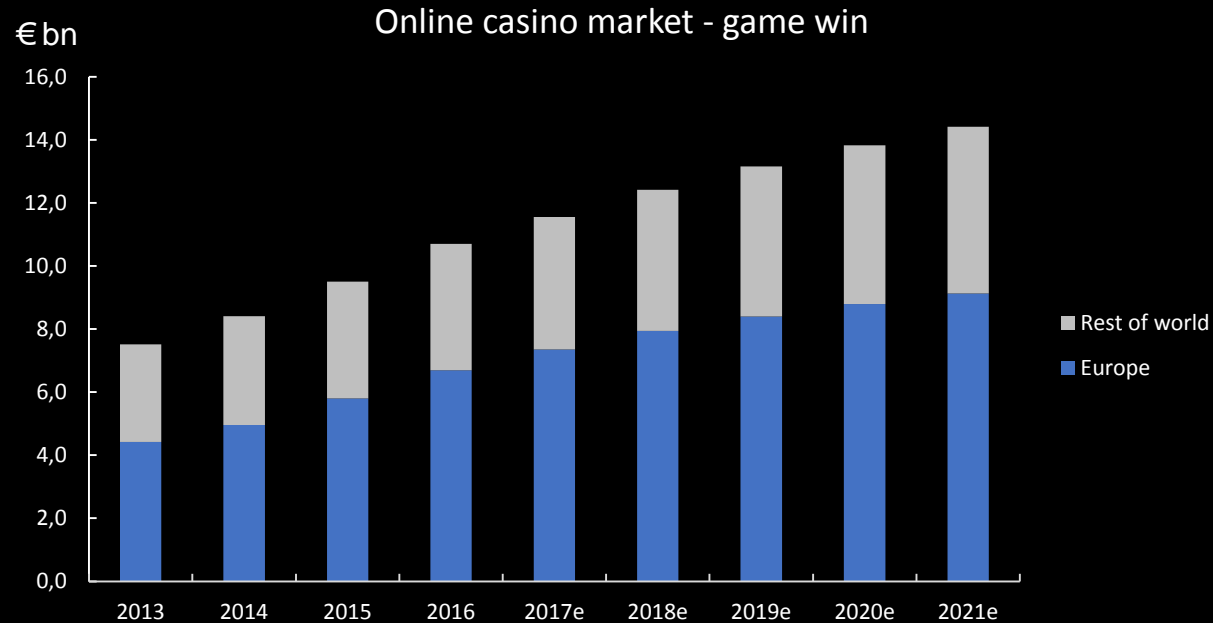


Source: H2 Gambling Capital, February 2017

# Online Casino Market Europe & Rest of World

## CAGR 2016–2021e

- Global: 6.1%
- ✓ Europe: 6.4%
- ✓ Rest of World: 5.7%



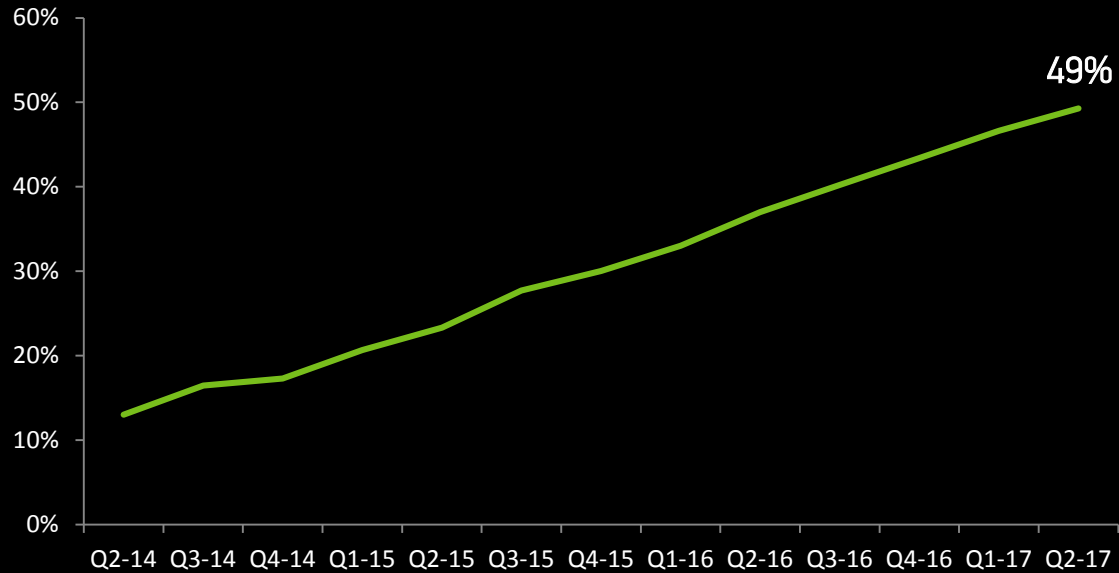
# Geographical Expansion

## Regulated Markets Focus

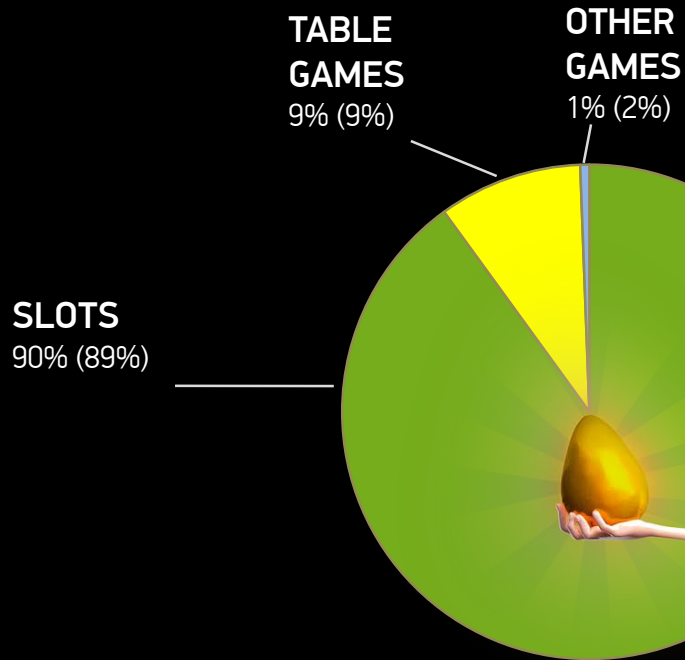


# Mobile Growth

Mobile share of NetEnt gamewin



# Gamewin Breakdown by Product



*Note: Gamewin split as per Q2, 2017.  
Previous quarter in parenthesis.*

# Report Highlights

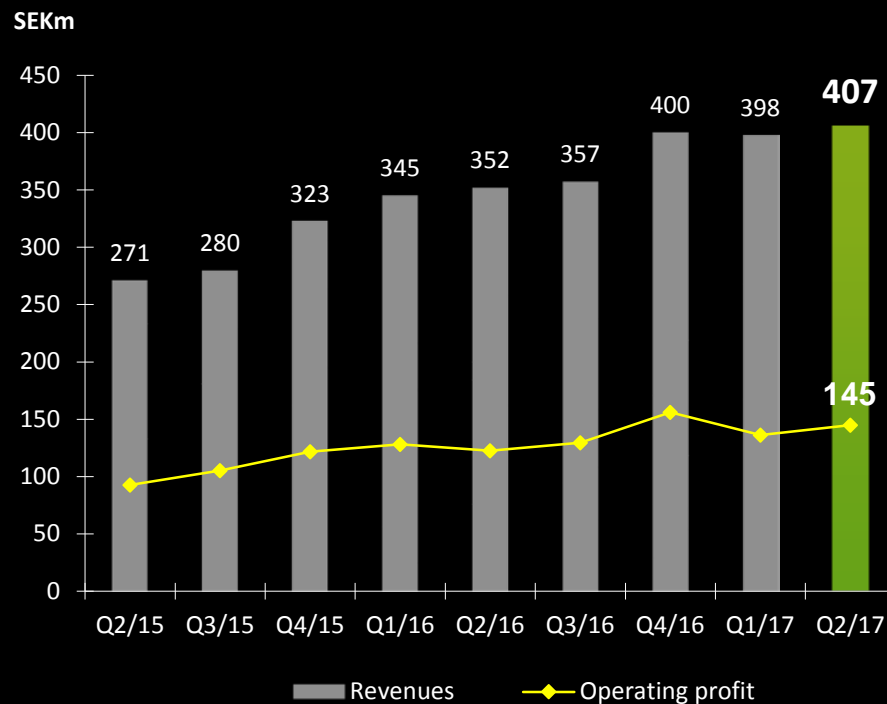
## Q2 2017

- New customers: 6 signed and 8 launched
- A supplier license was obtained in British Columbia, Canada
- Games were launched on the regulated market in Serbia
- Table games introduced to customers in Spain
- Cash distribution of SEK 540 million to shareholders



# Revenues & Operating Profit by Quarter

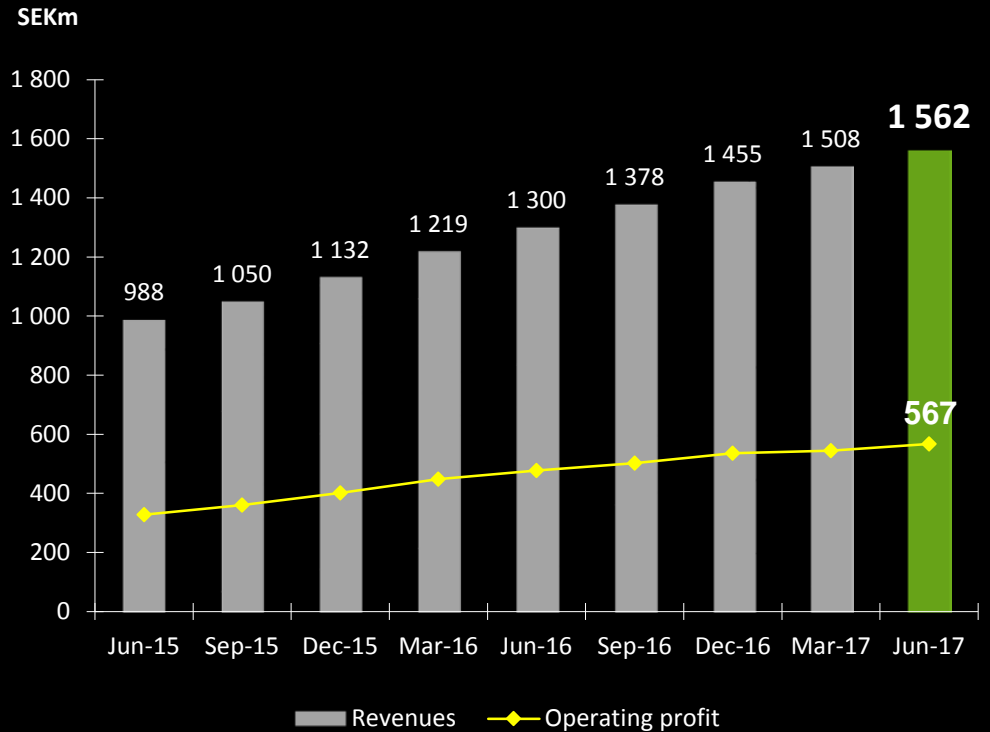
- Revenues +15.5% y-o-y in SEK
- Revenues +10.5% y-o-y in EUR
- EBIT +18.5% y-o-y
- EBIT margin of 35.7% (34.8%)



# Revenues & Operating Profit

## Last 12 Months Rolling

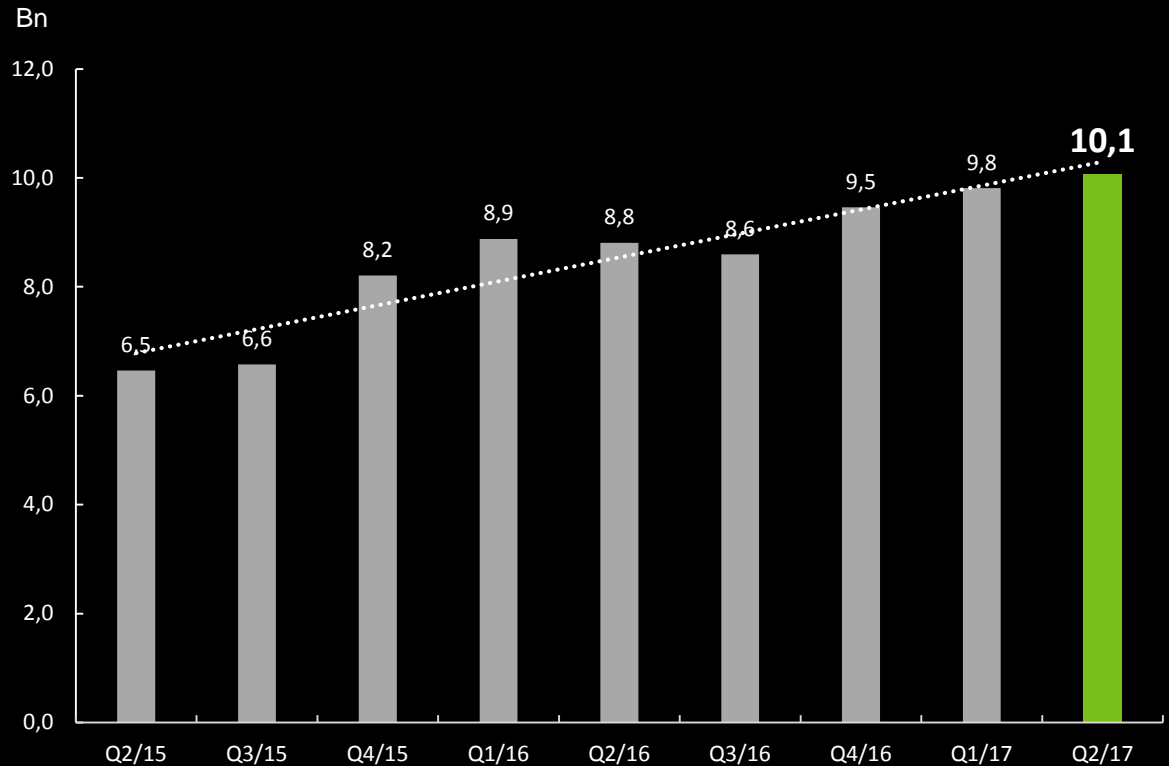
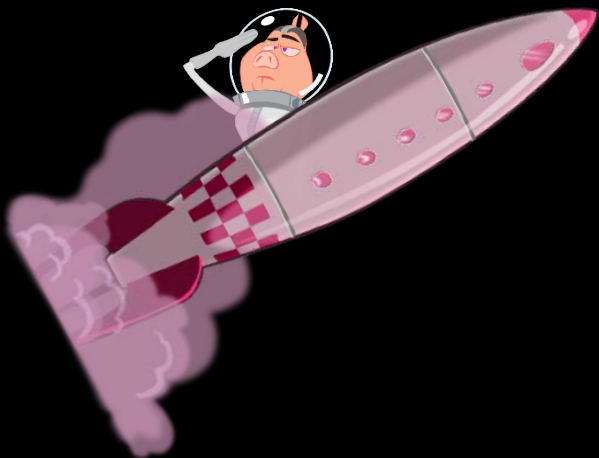
- Revenues +20.1% y-o-y
- EBIT +18.6% y-o-y
- EBIT margin of 36.3% (36.7%)





# Game Transactions by Quarter

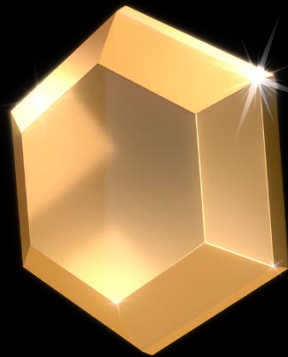
- A record of 10.1 billion transactions
- +14.4% y-o-y



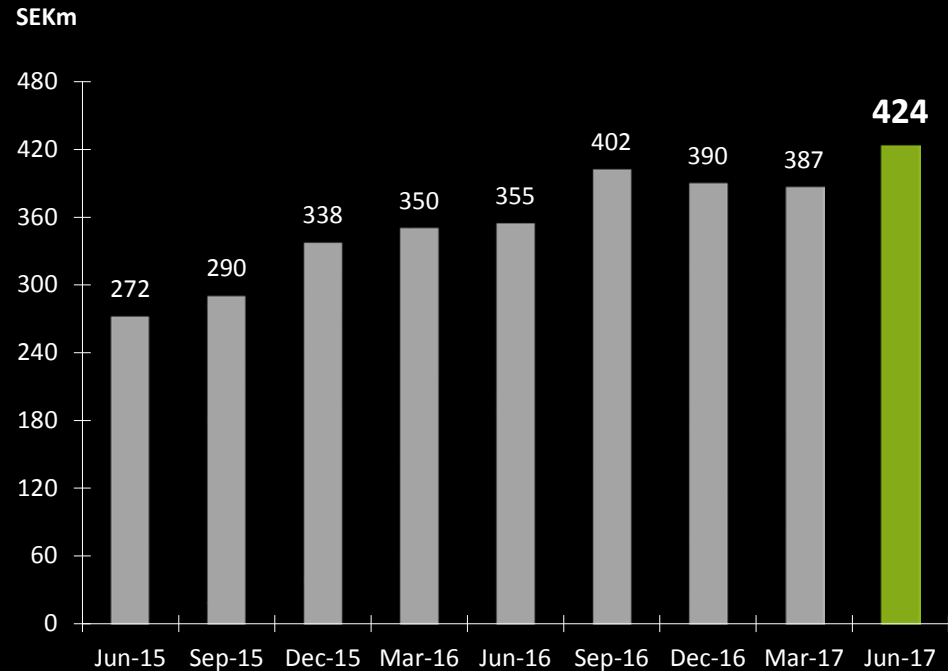
# Free Cash Flow

## Last 12 Months Rolling

- Free cash flow of 424 SEKm in last rolling twelve months
- Net cash position of 169 SEKm at 30/06/2017



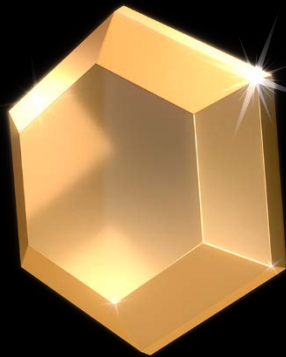
Cash flow after investments, last rolling 12 months



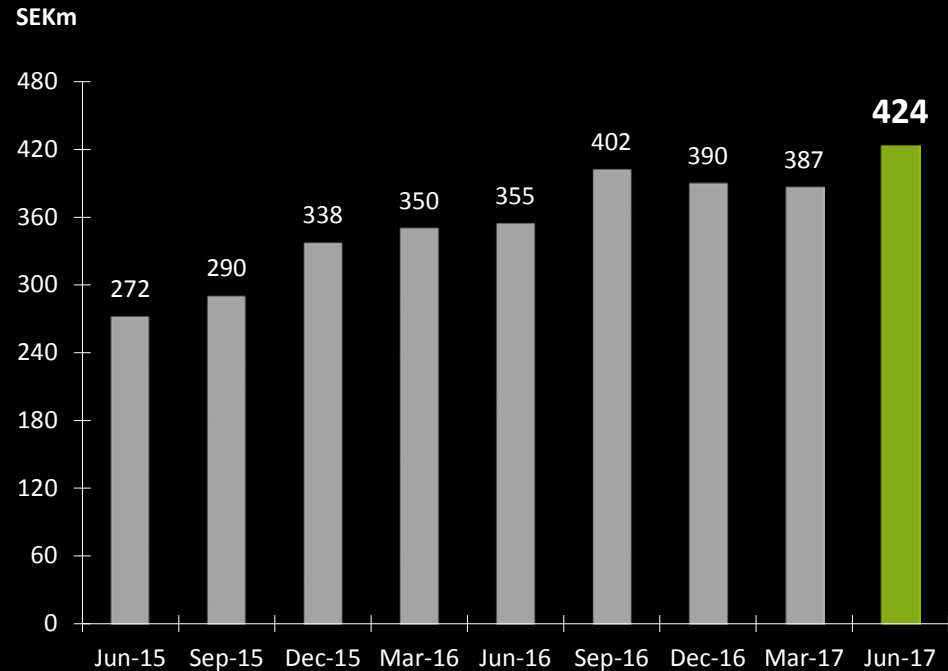
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Cash flow after investments, last rolling 12 months



# Game Releases

## Q2 2017



# Future Outlook

- Growth drivers
  - ✓ UK + other regulated markets, mobile, North America
  - ✓ Long term: Asia, Live Casino, Retail, Latin America
- 36 new customers yet to launch
- Increased pace of new releases for rest of 2017
  - 3 branded games in H2 2017



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