Year-end report
2017

February 15, 2018
Agenda

- Q4 highlights
- Financial update
- Product update
- Outlook
- Q&A
Key events
Q4 2017

- New customers: 8 signed and 11 launched
- Customer agreement signed with Caliente in Mexico
- New digital marketing service launched together with Ve Global
- Mobile Black Jack for Live Casino was launched
Revenues & Operating Profit by Quarter

- Revenues +4.7% y-o-y in SEK
- Revenues +4.2% y-o-y in EUR
- EBIT -3.9% y-o-y
- EBIT margin of 35.8% (39.0%)
Revenues & Operating Profit

FY 2017

- Revenues +11.7% y-o-y
- EBIT +9.5% y-o-y
- EBIT margin of 36.1% (36.8%)
Game Transactions by Quarter

- A record of 11.2 billion transactions
- +18.1% y-o-y
Costs & Investments by Quarter

- Total costs +10.2% y-o-y
- Personnel costs +14.3% y-o-y
- Other costs +4.6% y-o-y
- Total investments -19.8% y-o-y
Mobile Growth

Mobile share of NetEnt gamewin

Q4-14 Q1-15 Q2-15 Q3-15 Q4-15 Q1-16 Q2-16 Q3-16 Q4-16 Q1-17 Q2-17 Q3-17 Q4-17

- 10%
- 20%
- 30%
- 40%
- 50%
- 60%
- 70%
- 80%

54%
Gamewin Breakdown by Product

Note: Gamewin split as per Q4, 2017. Previous quarter in parenthesis.
Free Cash Flow
Last Five Years

- Free cash flow grew by 8.4% in 2017 to 423 SEKm for FY 2017
- Net cash position of 387 (495) SEKm at year-end 2017
- Proposed cash distribution to shareholders of 540 SEKm (2.25/share)
News from ICE
Branded Games
News from ICE
First VR Game

GONZO'S QUEST VR
News from ICE
Live Beyond Live
Future Outlook

Growth drivers

✓ 2018: 20 new games, regulated markets, mobile, 30 new customers to be launched

✓ Long term: Asia, Live Casino, Retail, Americas, Programmatic service