AGENDA

1. Q1 Highlights
2. Financial Update
3. Product Update
4. Outlook
5. Q&A
Reported figures according to IFRS 15 for the first time

- Revenues of 430 (393) SEKm, up 9.3% YoY
- EBIT margin of 32.5 (32.2)% excluding severance pay
- 34 (31)% of revenues from locally regulated markets
- New customers: 6 (15) signed and 8 (6) launched
- Launched with Caliente in Mexico
- Live Beyond Live product launched with Mr Green
- CEO departure
• Revenues +9.3% y-o-y in SEK
• Revenues +4.3% y-o-y in EUR
• IFRS 15 effects on set-up fees
• Operating margin of 31.2 (32.2)%
• Excluding severance pay for earlier CEO, the margin was 32.5%
REVENUES
LOCALLY REGULATED MARKETS

• 34 (31)% of revenue from locally regulated markets
• UK, Italy and Spain key markets in Europe
• Swedish regulation on track for 2019
• North America
  • Applying for license in Pennsylvania
  • Target go-live in British Columbia in Q3

Q1 gamewin in NetEnt’s games

- Locally regulated
- Non-locally regulated
REVENUES & OPERATING PROFIT
LAST 12 MONTH ROLLING

- L12M revenues of 1,673 SEKm
- L12M EBIT of 589 SEKm
- L12M EBIT margin of 35.2%
FREE CASH FLOW
LAST 12 MONTH ROLLING

• Free cash flow of 501 SEKm
• Net cash position of 561 SEKm at 31/03/2018
• Total costs +11.0%, +8.8% excl. severance pay
• Personnel costs +20.2%, +15.0% excl. severance pay
• D&A +29.7%
• Other costs -3.8%
• Total investments -32.2%
GAME TRANSACTIONS

- Transactions +15.7% YoY in Q1
- Higher transactions growth than revenue growth
  - More casual players
  - Changed player behavior
  - Geographic mix changing
GAMEWIN BREAKDOWN
BY GAME TYPE

- SLOTS: 91% (90%)
- TABLE GAMES: 8% (9%)
- OTHER GAMES: 1% (1%)
OTHER PRODUCT NEWS
Q1 2018

Live Casino
• Launched “Live Beyond Live” with Mr Green

NetEnt Engage™
• Free Round Widgets rolled out to customers

Regulated Markets
• Doubled game portfolio for Czech Republic
• Preparing for new market entries in Lithuania, British Columbia (Canada) and go-live with Norsk Tipping (Norway)
FUTURE OUTLOOK

✓ **2018**: 21 new games, regulated markets, 27 new customers to be launched

✓ **Long term**: Americas, Asia, Live Casino, Omni-channel offering, digital media buying service
CAPITAL MARKETS DAY 2018

- Stockholm: May 22, 2018
- At NetEnt’s Stockholm office
- Invitations to follow