Therese Hillman, Group CEO
Q3 2020

Report highlights

• Proforma group organic revenue growth in euro of 9 percent Y/Y in Q3

• Increased investments in strategic growth areas USA, Red Tiger and Live Casino

• Continued to realize cost and revenue synergies from Red Tiger integration

• Record underlying EBITDA margin of 60 (50)% in Q3

• 16 (19) new slot games released, 5 (8) from NetEnt and 11 (11) from Red Tiger

• Gonzo’s Quest Megaways™ best performing game release ever

• Continued important progress with US expansion
Q3 2020

GGR split by Region, Q/Q

- UK 19% (21%)*
- Nordics 17% (16%)*
- Other Europe 42% (41%)*
- USA 10% (10%)*
- Rest of world 12% (12%)*

*Figures for Q2 2020 in parenthesis.
Q3 2020

Continued growth in the US

- GGR +313% Y/Y
- Share of revenues is less due to taxes
- Signed new customer deals with DraftKings (PA, WV), Tipico (NJ), William Hill (WV), Wind Creek (PA), BetMGM/GVC (WV) and The Cordish Companies (PA)
- Entered West Virginia in October as first third-party supplier
- Expect early entry when market opens in Michigan
- Launching Red Tiger in Pennsylvania under NetEnt’s license. Go-live expected in November
Locally Regulated Markets, Q/Q

- 52 (53)% of GGR from locally regulated markets
- Further scope for Red Tiger to grow in regulated markets where it has limited presence, e.g. USA, Italy and Spain

*Figures for Q2 2020 in parenthesis.*
GGR By Game Type, Q/Q

- **Table Games**: 10% (11%)
- **Slots**: 90% (89%)

*Figures for Q2 2020 in parenthesis.*
Q3 2020 – NEW GAMES

NETENT

BETTER GAMING

RED TIGER

GONZO’S QUEST™
MEGAWAYS™

5 FAMILIES
CIRQUE DE LA FORTUNE
WILD O’CLOCK
Lucky Fridays
BOMBUSTER

CRYSTAL MIRROR
24 HOUR SLOTS LIVE
CASH VOLT
GEMS WILD
Ali Baba’s Luck Year
Revenues and earnings

- Revenues of 521 (443) SEKm in Q3
- Revenues +9.0% Y/Y organic proforma in euro
- Transaction costs of 3 SEKm (non-recurring item)
- Adjusted EBITDA of 313 (221) SEKm, margin of 60% (50%)
- Reported EBITDA of 310 (196) SEKm, margin of 59% (44%)
Operating Cash Flow

- Operating cash flow after changes in working capital:
  - 282 (102) SEKm in Q3

- Operating cash flow after investments:
  - 237 (48*) SEKm in Q3

*Excluding investments in subsidiaries.
Q3 2020

Net financial debt

- Net debt of 1,940 SEKm at 2020-09-30
  - Cash & cash equivalents: 337 SEKm
  - Bank loans: 1,993 SEKm
  - NPV of earn-out liability: 121 SEKm
  - IFRS 16 capitalized lease liabilities: 162 SEKm

- Net debt / Adj EBITDA (L12M): 1.7x

*Calculations in the interim report and presentation do not always correspond exactly to the stated totals due to rounding*
Q4 2020 outlook

• Activities expected to have positive effect on earnings in Q4 and onwards, include:
  • Entered West Virginia in October as the first third-party supplier
  • Expect to enter early as the market opens in Michigan
  • Launching Red Tiger’s games in Pennsylvania under NetEnt's license. Go-live is expected in November
  • Red Tiger’s games are now available through NetEnt’s platform at Veikkaus, further expanding Red Tiger’s reach into regulated markets and Tier 1 customers
  • Launch in December of Baccarat and Roulette Max, an innovative high-volatility game version for Live Dealer
  • Further expansion of our Live studio in Malta
Focus looking ahead

- Actions taken during 2020 have created a strong platform for future growth
- Proven success with collaboration game development
- Increased game development capacity at lower cost
- Realizing further synergies on costs and revenues
- US expansion
- Further Red Tiger rollout – new markets and new customers
- Growth in emerging markets (Asia, LatAm)
- Continue to see great potential for Live Casino growth