



Interim report Q3 2016

October 21, 2016

NETENT
BETTER GAMING™

Agenda



Q3 highlights
Financial update
Product update
Events after Q3
Outlook
Q&A

Report Highlights

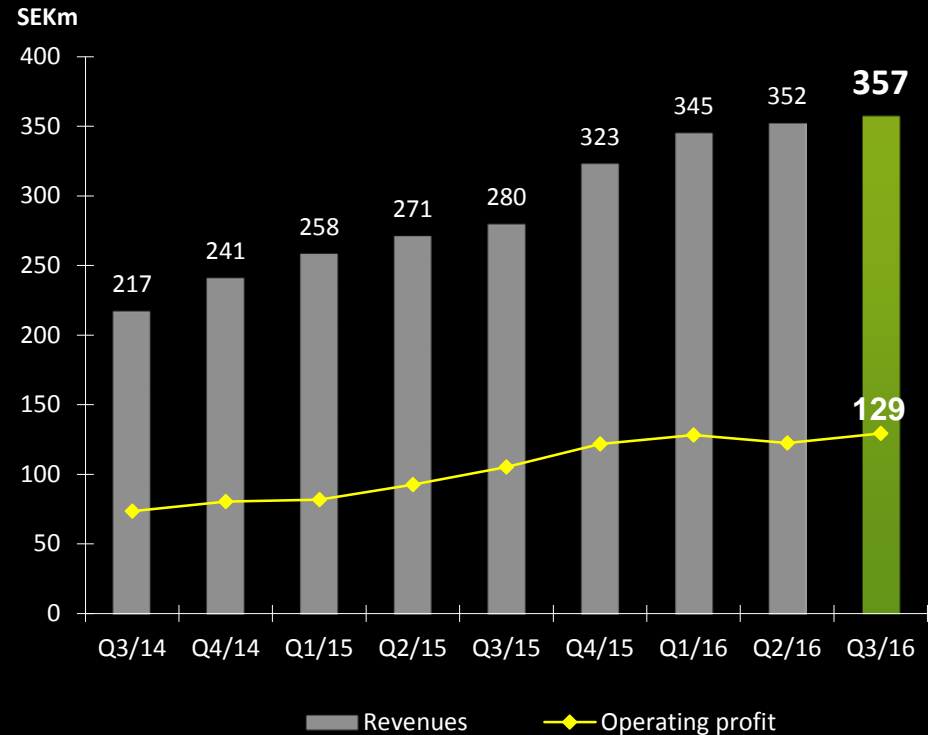
Q3 2016

- 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



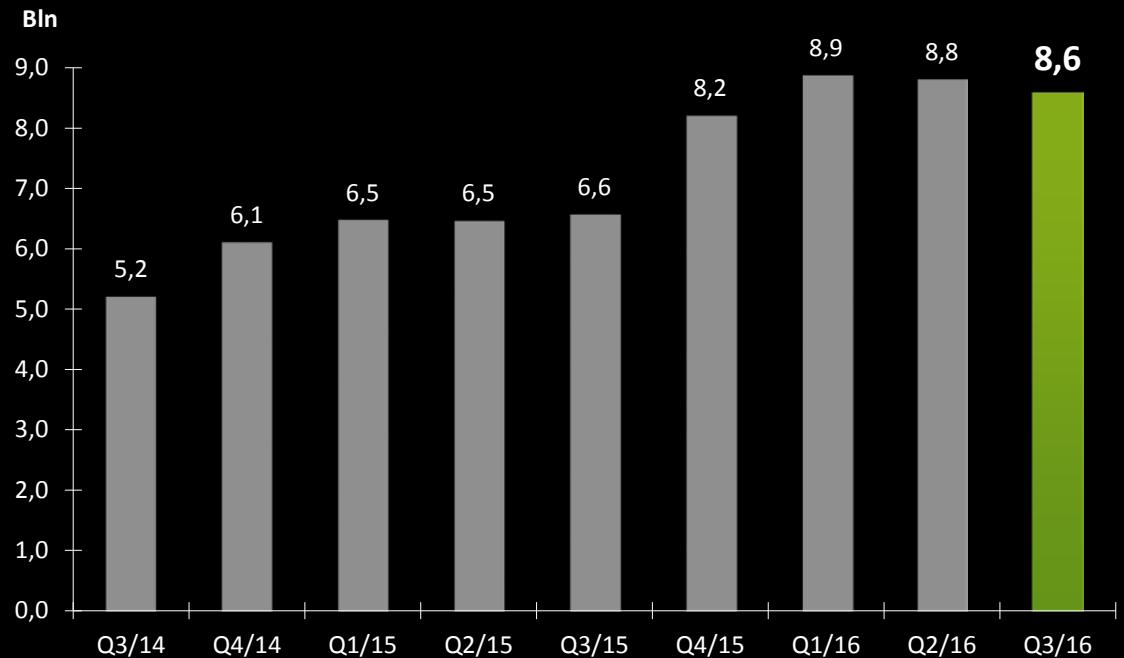
Revenues & Operating Profit by Quarter

- 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%)



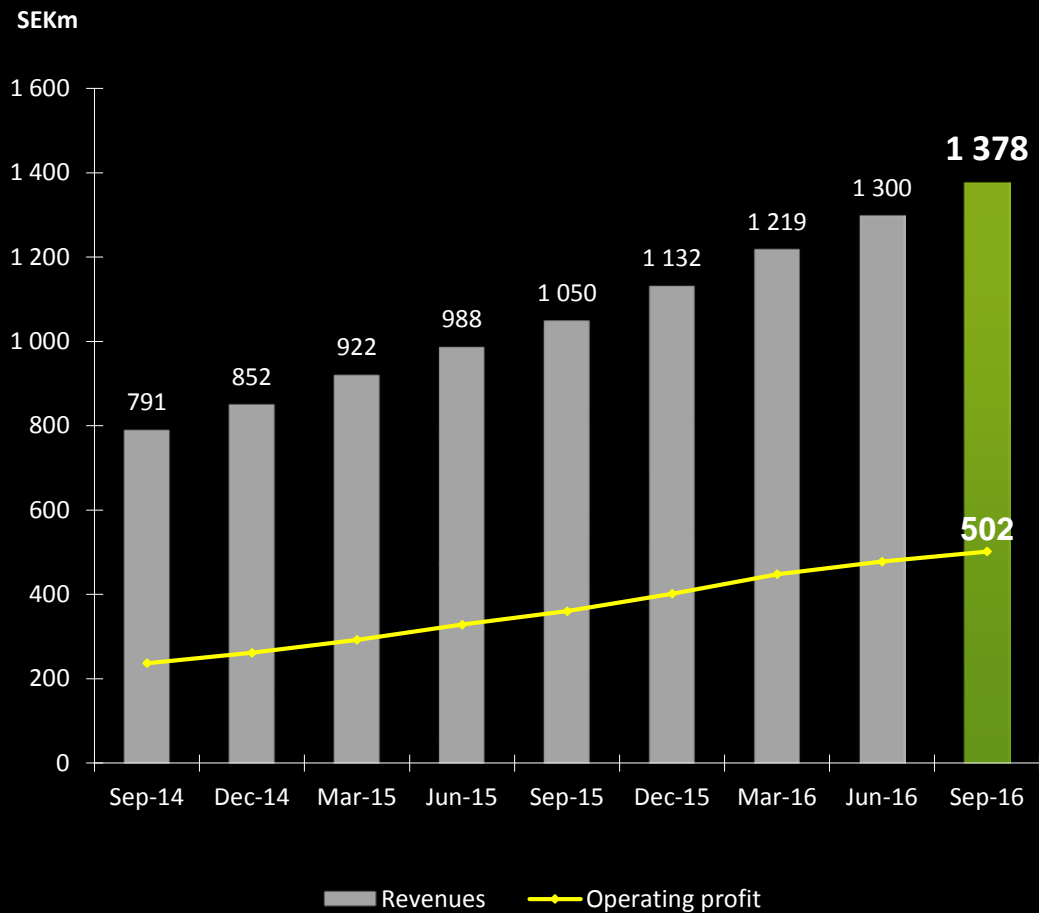
Game Transactions by Quarter

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



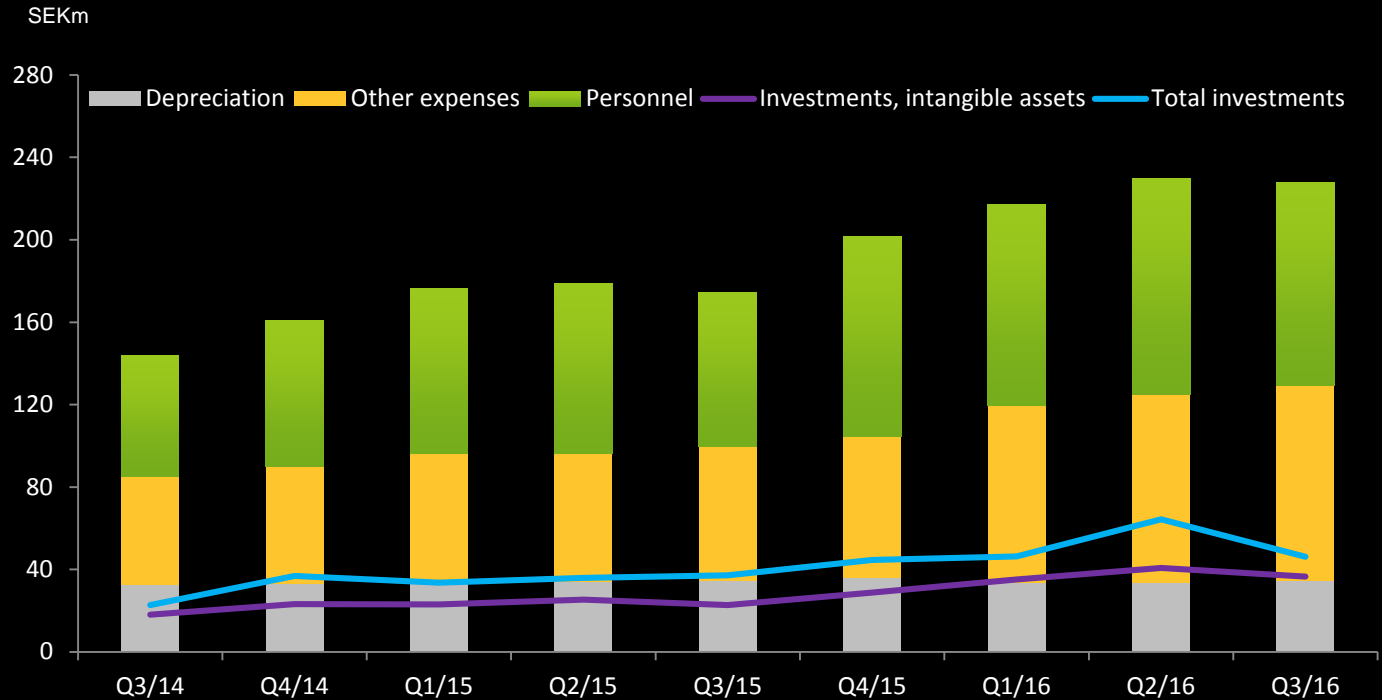
Revenues & Operating Profit Rolling L12M

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



Costs & Investments by Quarter

- Total costs -0.7% q-o-q
- Personnel costs -6.2%
- Other costs +4.3%
- Investments -28.3%

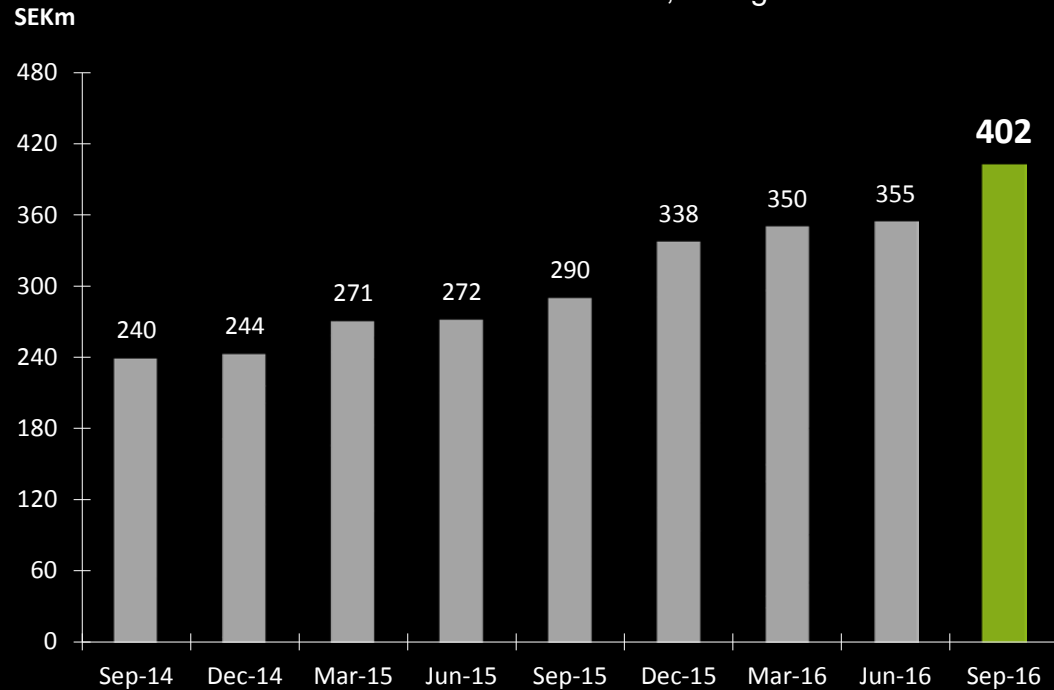


Free Cash Flow Last 12 Months

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

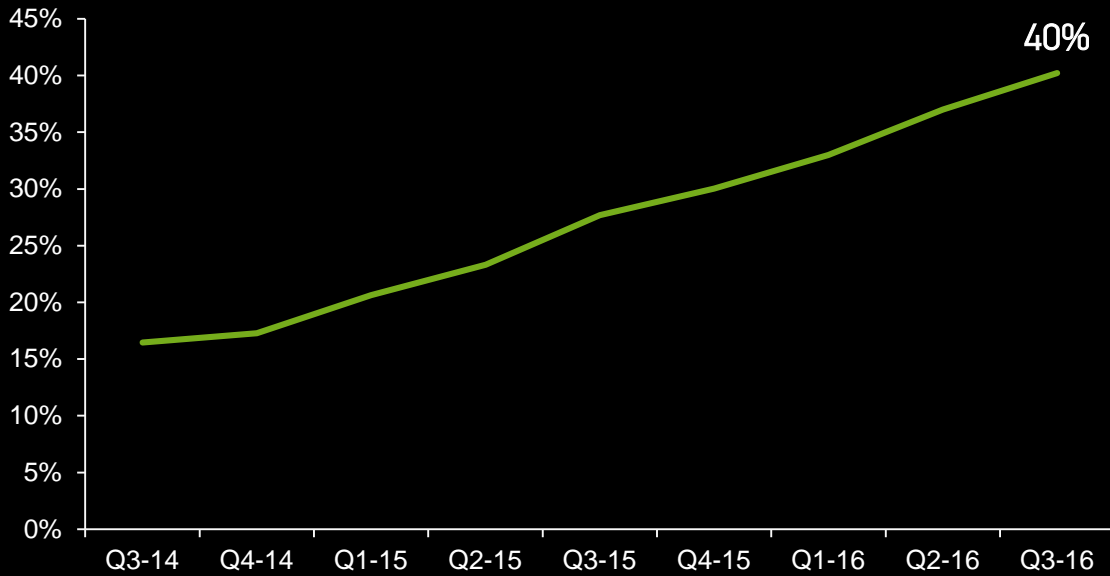


Cash flow after investments, rolling 12 months

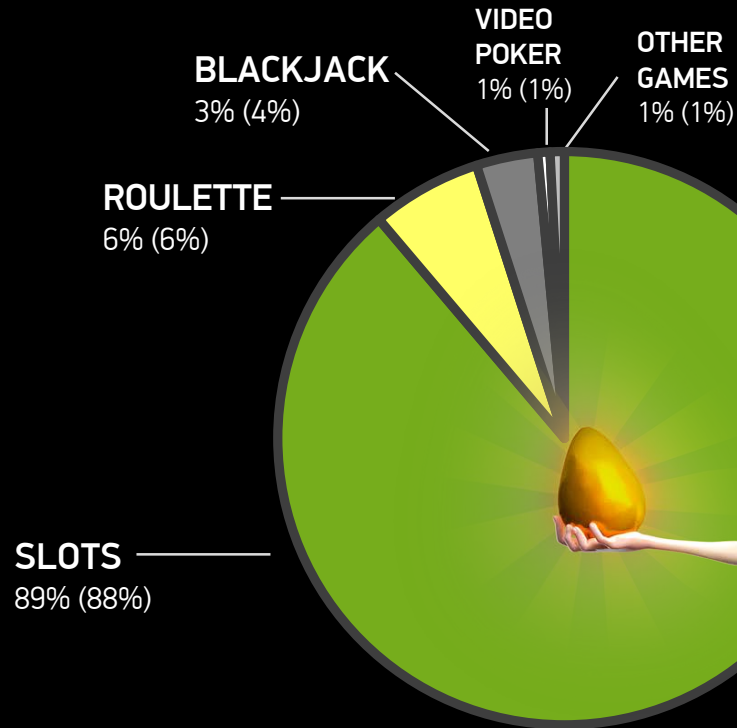


Mobile Growth

Mobile share of NetEnt gamewin



Gamewin Breakdown by Product



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

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



Roulette

NETENT **live**

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

Legal disclaimer

Certain statements in this presentation are forward looking and the actual outcomes may be materially different. In addition to the factors discussed, other factors could have an impact on actual outcomes. Such factors include developments for customers, competitors, the impact of economic and market conditions, national and international legislation and regulations, fiscal regulations, the effectiveness of copyright for computer systems, technological developments, fluctuations in exchange rates and interest rates, and political risks.