



Year-end report 2017

February 15, 2018

NETENT
BETTER GAMING™

Agenda



- Q4 highlights
- Financial update
- Product update
- Outlook
- Q&A

Key events

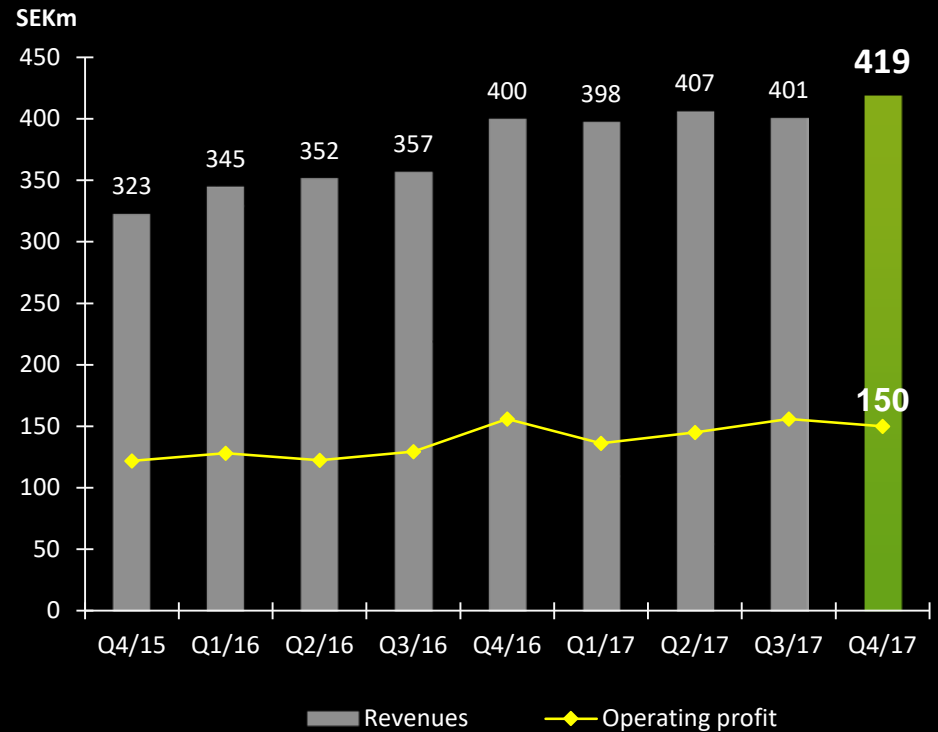
Q4 2017

- 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

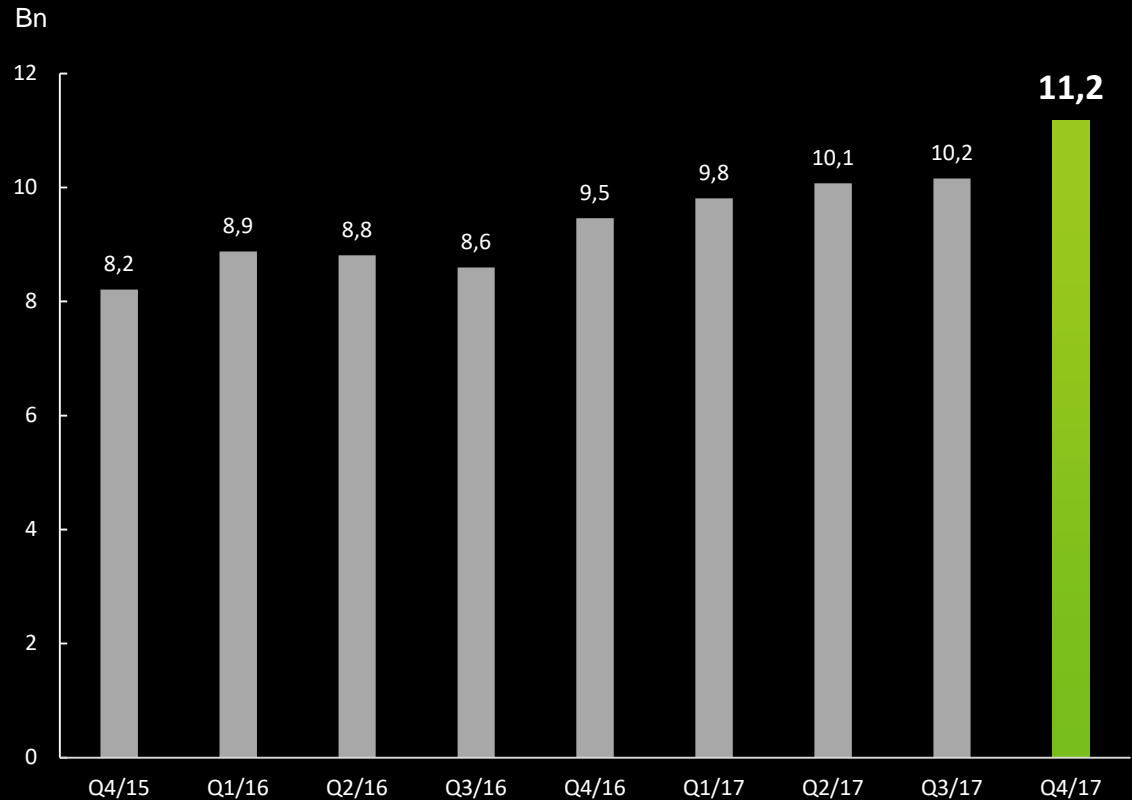
FY 2017

- Revenues +11.7% y-o-y
- EBIT +9.5% y-o-y
- EBIT margin of 36.1% (36.8%)



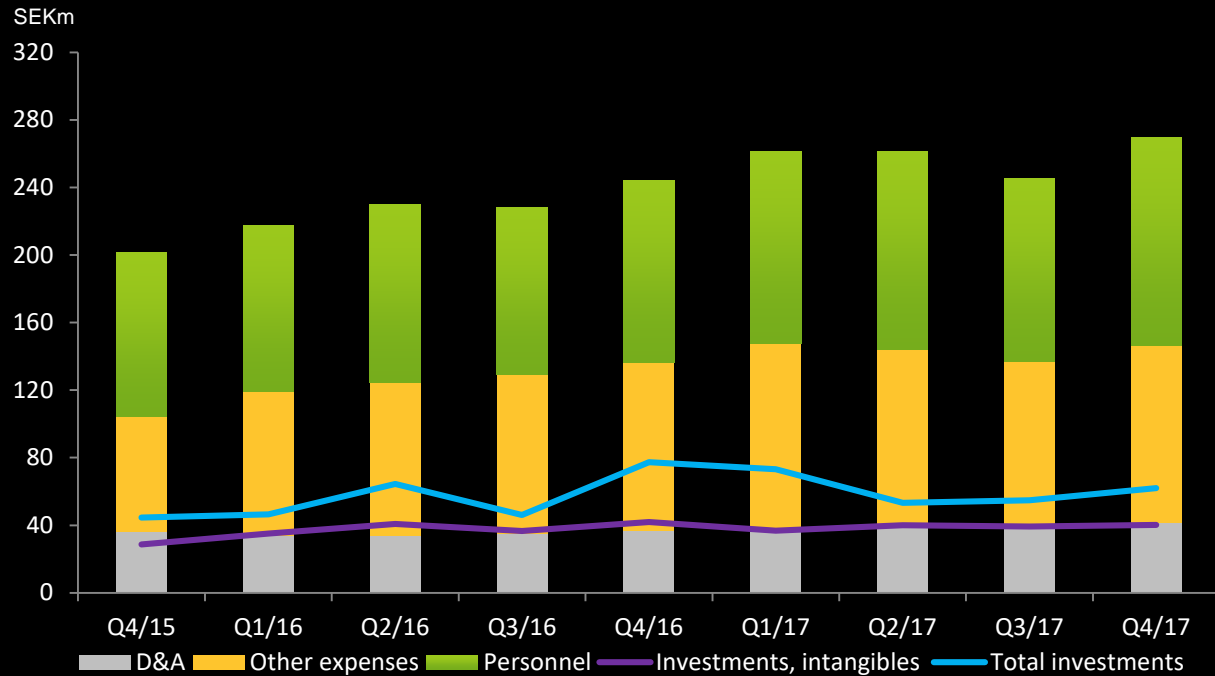
Game Transactions by Quarter

- A record of 11.2 billion transactions
- +18.1% y-o-y

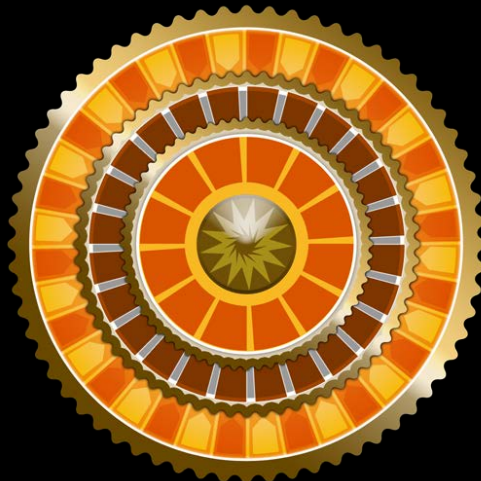


Costs & Investments by Quarter

- 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



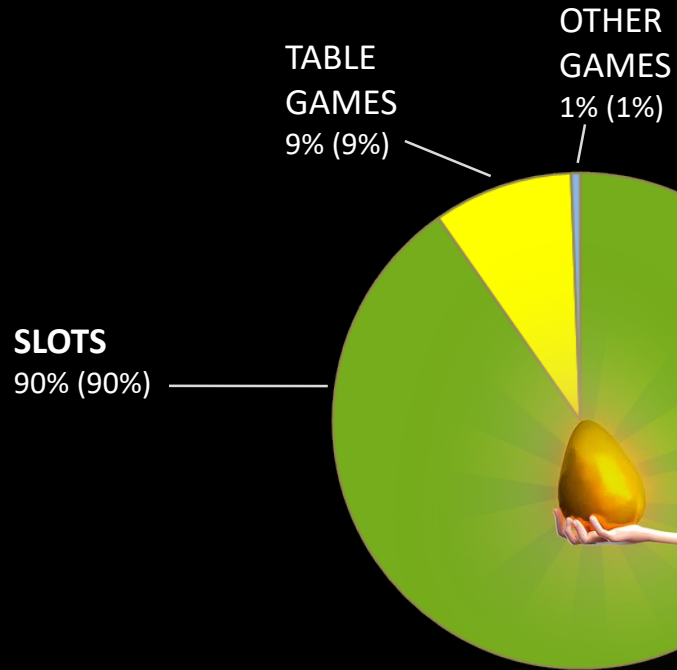
Mobile Growth



Mobile share of NetEnt gamewin



Gamewin Breakdown by Product



*Note: Gamewin split as per Q4, 2017.
Previous quarter in parenthesis.*

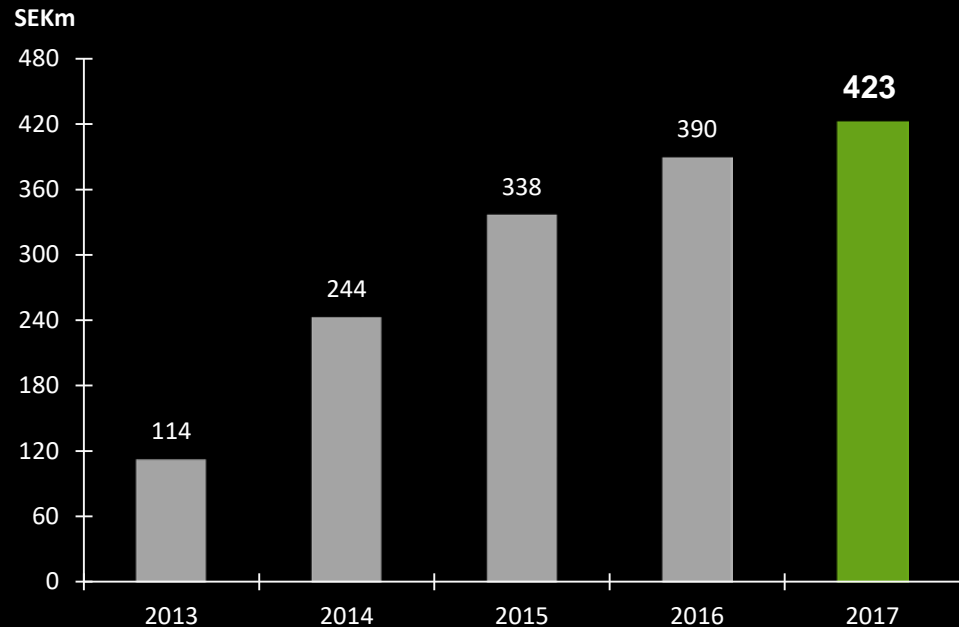
Free Cash Flow

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)



Cash flow after investments, last five years



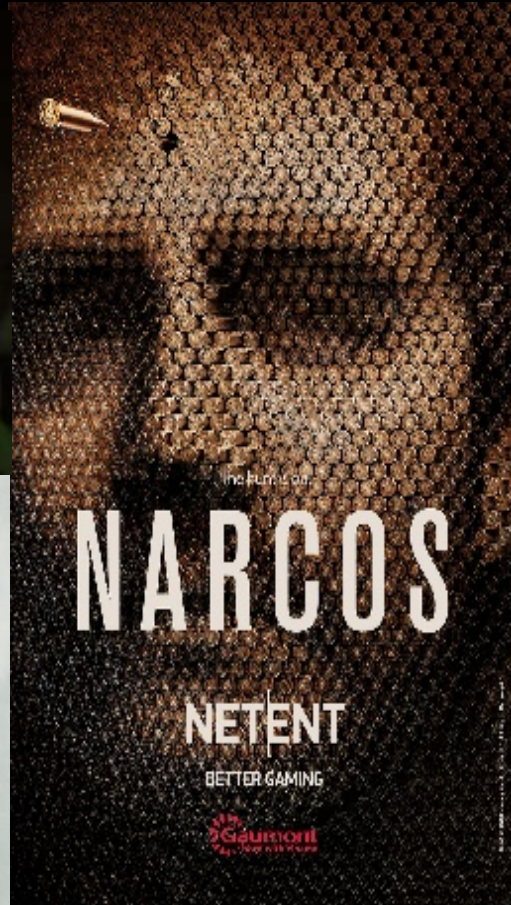
Game Releases

Q4 2017



News from ICE

Branded Games



News from ICE

First VR Game

GONZO'S QUEST VR™



News from ICE

Live Beyond Live



NETENT
BETTER GAMING™

mr green™

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

A stylized landscape illustration. The background features a night sky with a gradient from dark blue to purple, dotted with small white stars. Below the sky are dark, jagged mountain peaks. In the foreground, a river flows through a valley, with several dark rocks protruding from the water. On the left side, a tree branch with green leaves and several purple flowers is visible. The overall style is flat and artistic.

QQA

NETENT
BETTER GAMING™