

# Q2 2018

**Interim Report**

July 13, 2018



# Report Highlights

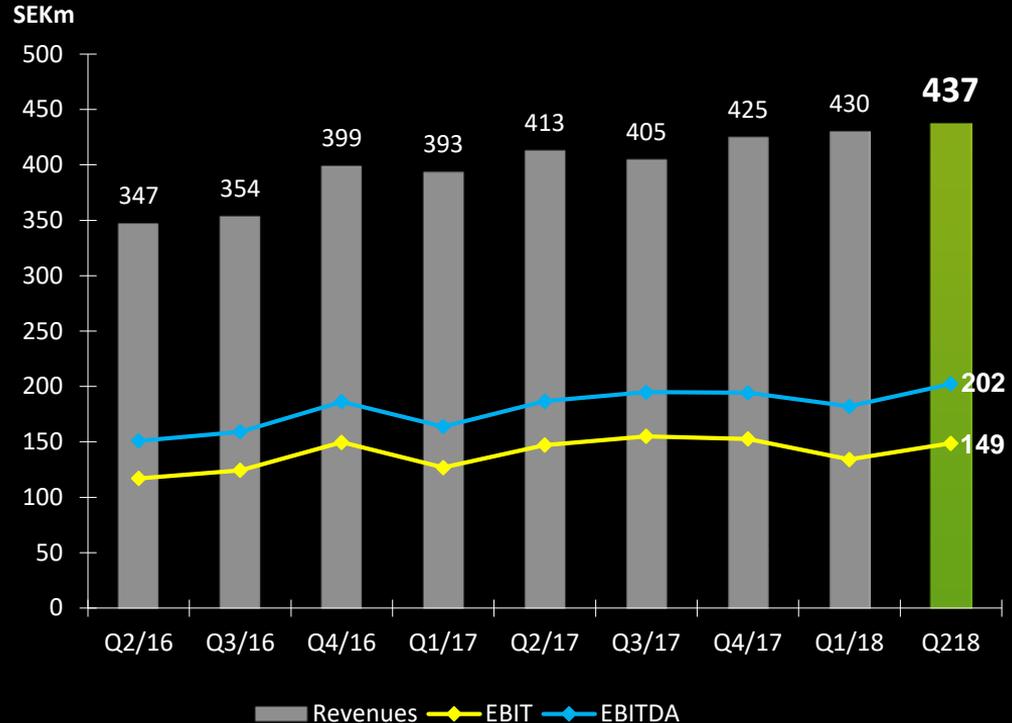
- 8 new customers signed and 7 new customers' casinos launched
- Fredrik Erbing elected new Chairman of the Board of Directors
- The Board appointed Therese Hillman as new CEO
- Five new slot games released, including *Archangels Salvation*, *Lost Relics* and *Jumanji*
- Beta-launched slot games for Social Casino on Facebook
- Signed customer agreement with Hard Rock in New Jersey



BY QUARTER

# Revenues and profitability

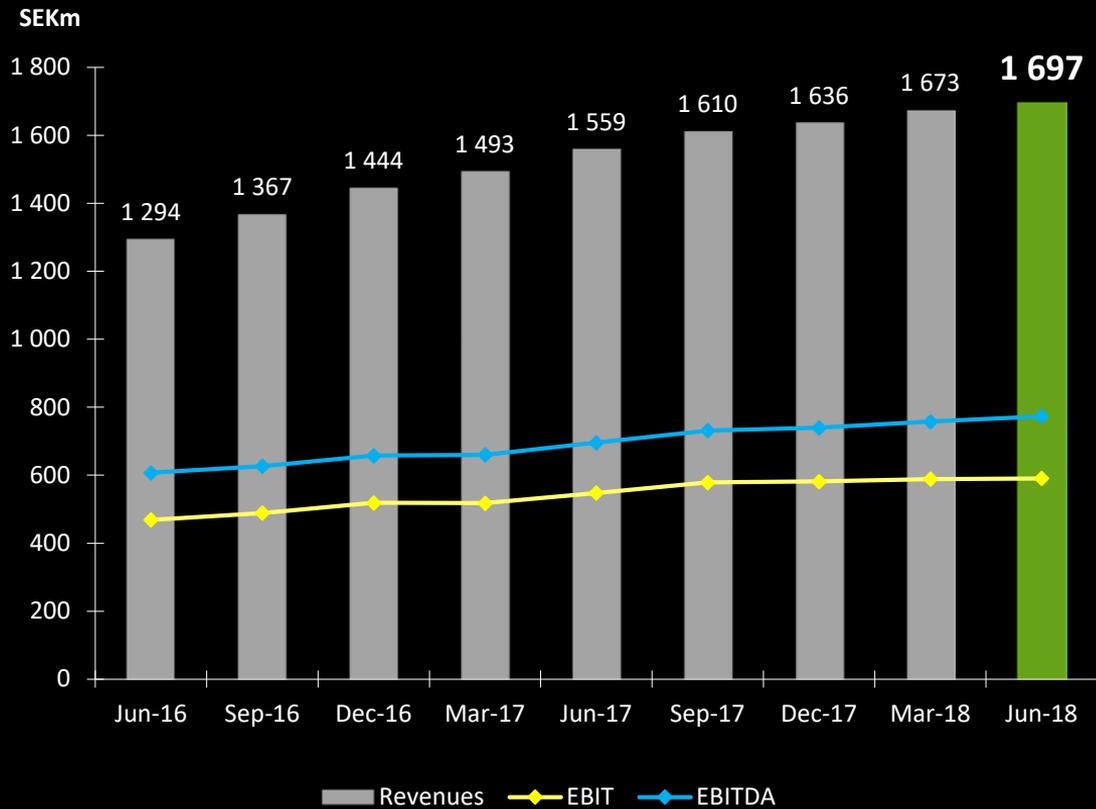
- Revenues +5.9% YoY in SEK
- Revenues -0.8% YoY in EUR
- EBITDA margin of 46.3 (45.2)%
- EBIT margin of 34.0 (35.6)%



LAST ROLLING 12 MONTHS

# Revenue and Operating Profit

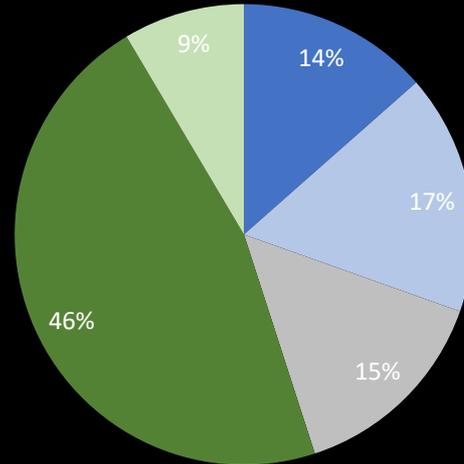
- L12M revenues of 1,697 SEKm
- L12M EBITDA of 774 SEKm
- L12M EBIT of 591 SEKm
- L12M EBITDA margin of 45.6%
- L12M EBIT margin of 34.8%



Q2 2018

# Gamewin split by Region

- Sweden 14 (14)%
- Other Nordic 17 (20)%
- United Kingdom 15 (15)%
- Other Europe 46 (42)%
- Rest of the world 9 (10)%

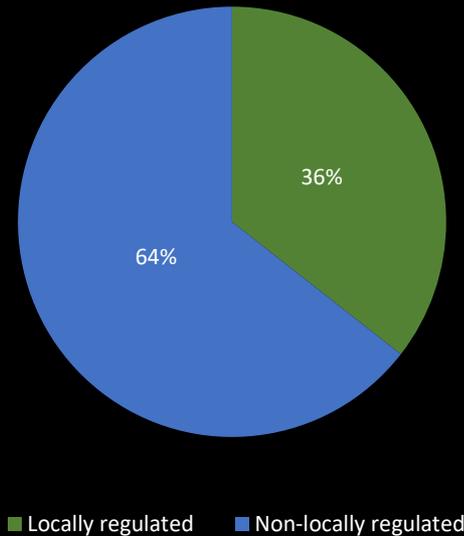


■ Sweden ■ Other Nordics ■ United Kingdom ■ Other Europe ■ Other World

*Comparable figures from Q2 2017 in parenthesis*

# Locally Regulated Markets

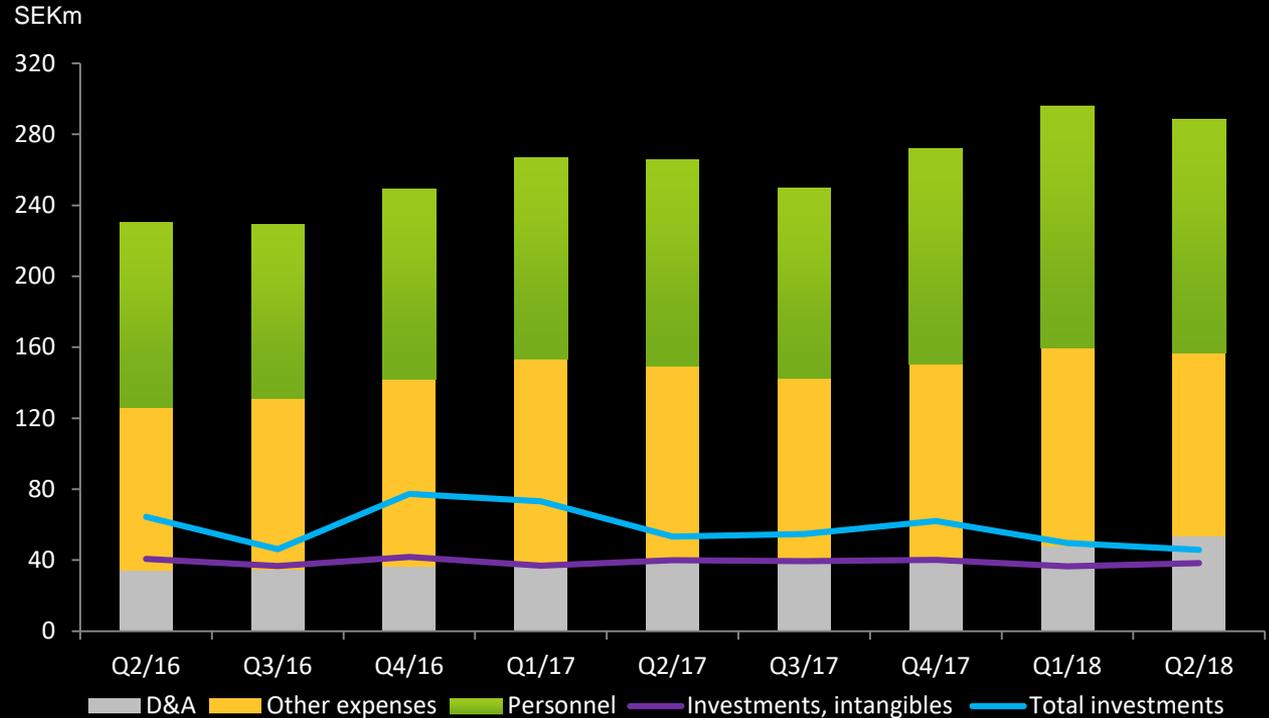
- 36 (32)% of revenue from locally regulated markets
- New Swedish regulation to start 1 January, 2019
  - Game certification preparations
  - Close collaboration with customers to achieve high channelization
  - 18% gaming tax to have negative effect on revenues in 2019
  - Potential to sign new customers



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# Costs and Investments

- Total costs +8.5% YoY
- Excluding D&A, total costs +3.9% YoY
- Personnel costs +13.5% YoY
- Other costs -6.3% YoY
- D&A +35.1% YoY
- Total investments -14.0%



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# Cost vs Revenue Growth

YoY change

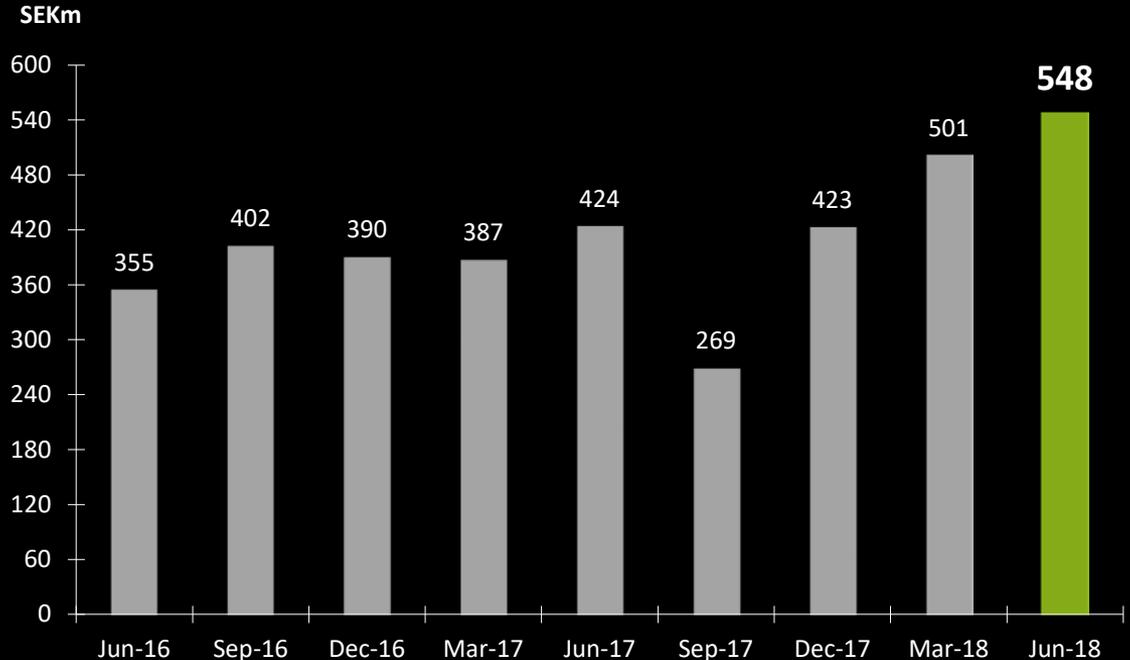


LAST 12 MONTHS ROLLING

# Free Cash Flow

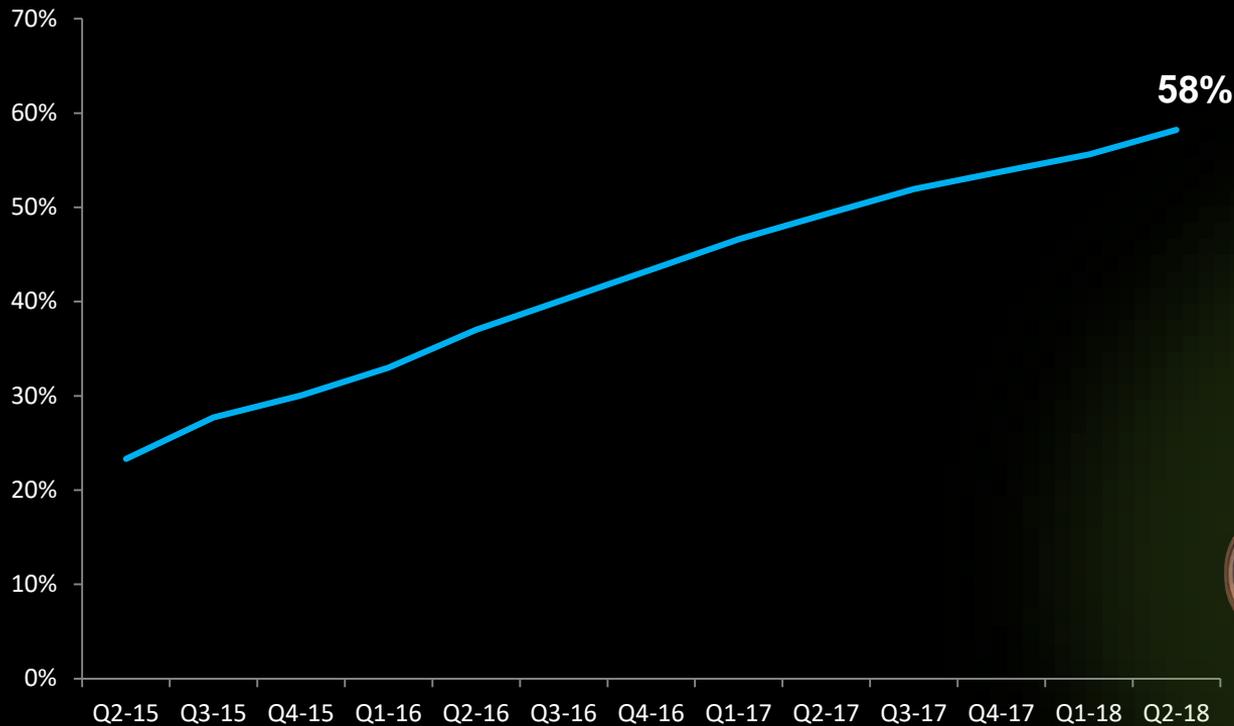
- L12M free cash flow of 548 SEKm
- Net cash position of 195 SEKm at 30/06/2018
- Cash distribution to shareholders of 540 SEKm occurred in June

Cash flow after investments, last rolling 12 months



SHARE OF GAMEWIN

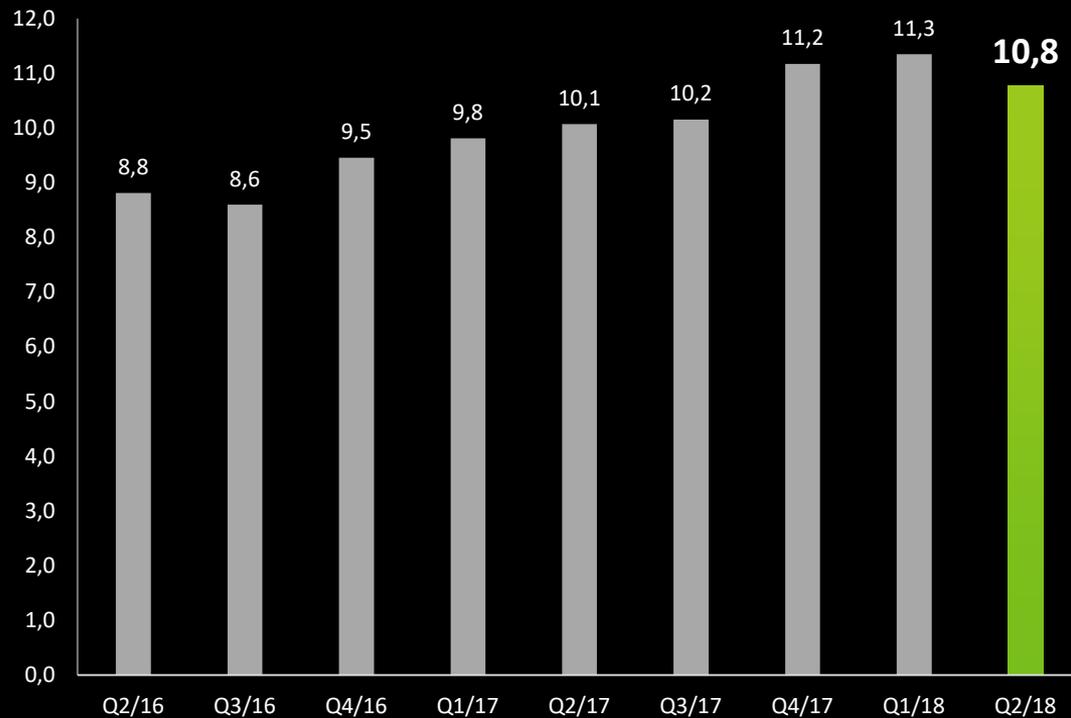
# Mobile Games



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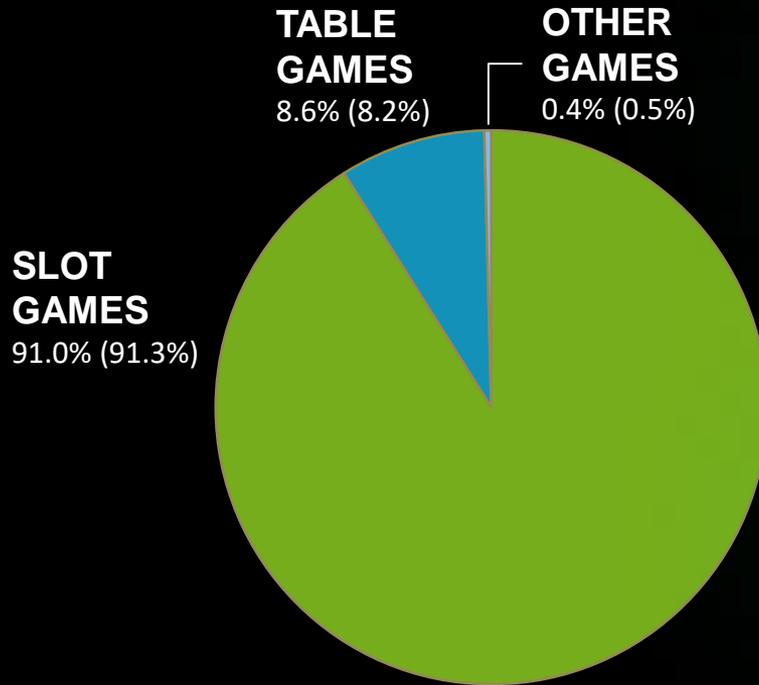
# Game Transactions

- +7.0% YoY in Q2
- -5.0% QoQ in Q2



GAMEWIN BREAKDOWN

# By Game Type



# New Slot Games



Q2 2018

# Other Product News

- Launched *Live Beyond Live* on desktop for Mr Green
- Delivered exclusive virtual Live Casino solution for Kindred
- Introduced *Sports Betting Widget* for Live Casino
- Launched exclusive Live Casino tables for Bethard
- Released upgraded html5 versions of American and European Roulette (RNG table games)



# Future Outlook

- **2018:** New games, regulated markets, new customers to be launched
- **Long term:** Americas, Asia, Live Casino, Omni-channel offering, digital media buying service



Q&A