

# Q2 2019 interim report

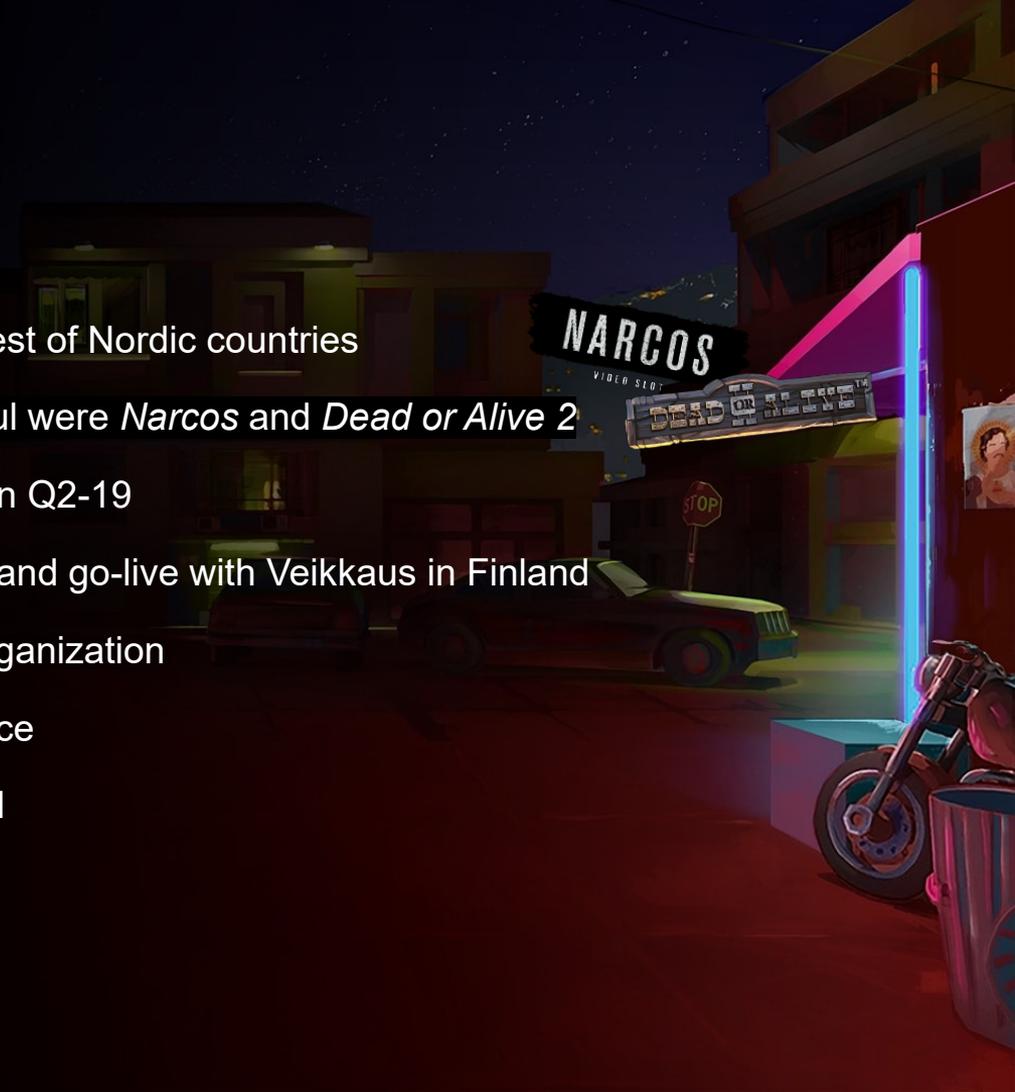
July 12th, 2019



**Therese Hillman, Group CEO**  
**Lars Johansson, Group CFO**

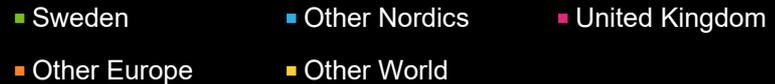
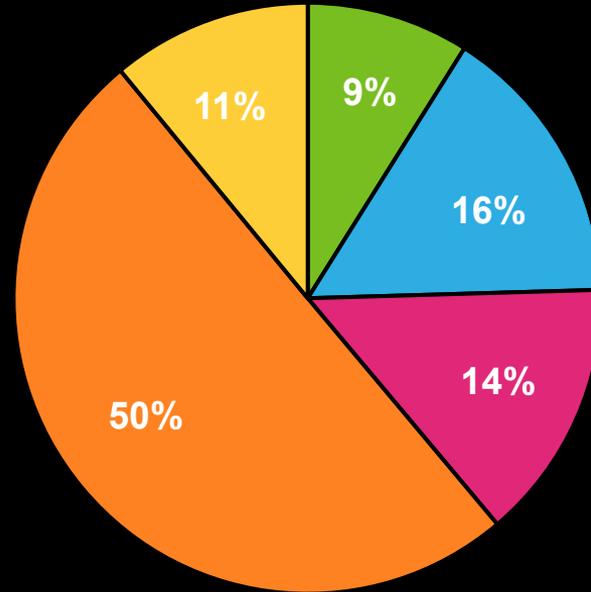
# Report highlights

- Continued revenue headwinds in Sweden and rest of Nordic countries
- Seven new slot games released, most successful were *Narcos* and *Dead or Alive 2*
- New customers: signed eight and launched ten in Q2-19
  - Including DraftKings signing in New Jersey and go-live with Veikkaus in Finland
- Continued focus on improvements across the organization
- New UK subsidiary to strengthen market presence
- British Columbia (Canada) license not prolonged



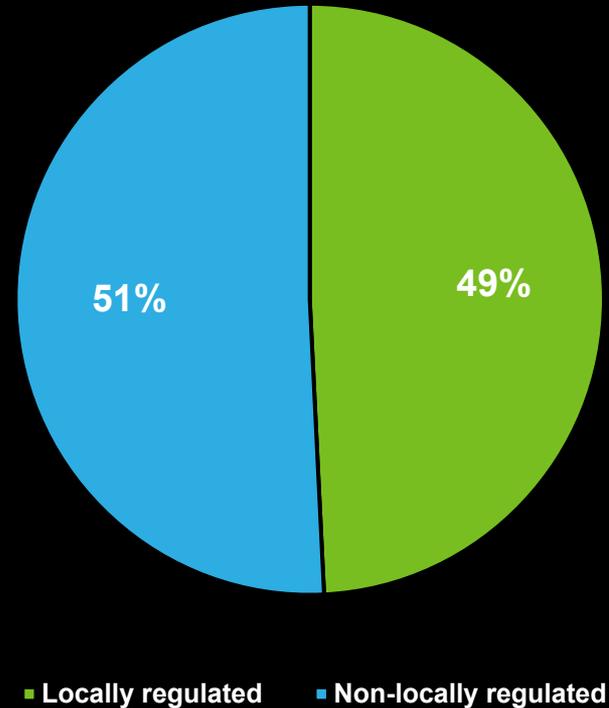
# Gamewin split by Region

- Sweden 9 (13)%
- Other Nordic 16 (17)%
- United Kingdom 14 (15)%
- Other Europe 50 (46)%
- Other World 11 (9)%



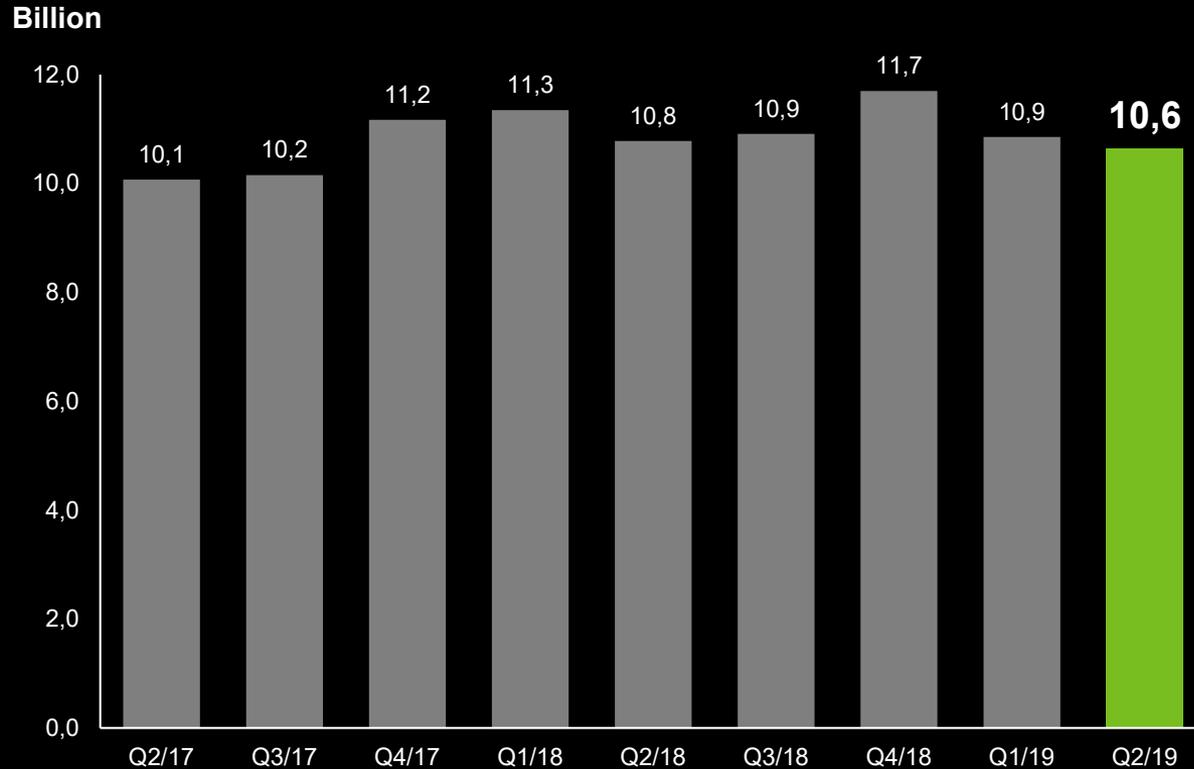
# Locally Regulated Markets

- 49 (36)% of gamewin from locally regulated markets
- Europe: Headwinds in several important regulated markets due to regulatory changes
  - Sweden, Italy, UK, Benelux and Switzerland for example
- US
  - Pennsylvania market opening set for next week



BY QUARTER

# Game Transactions

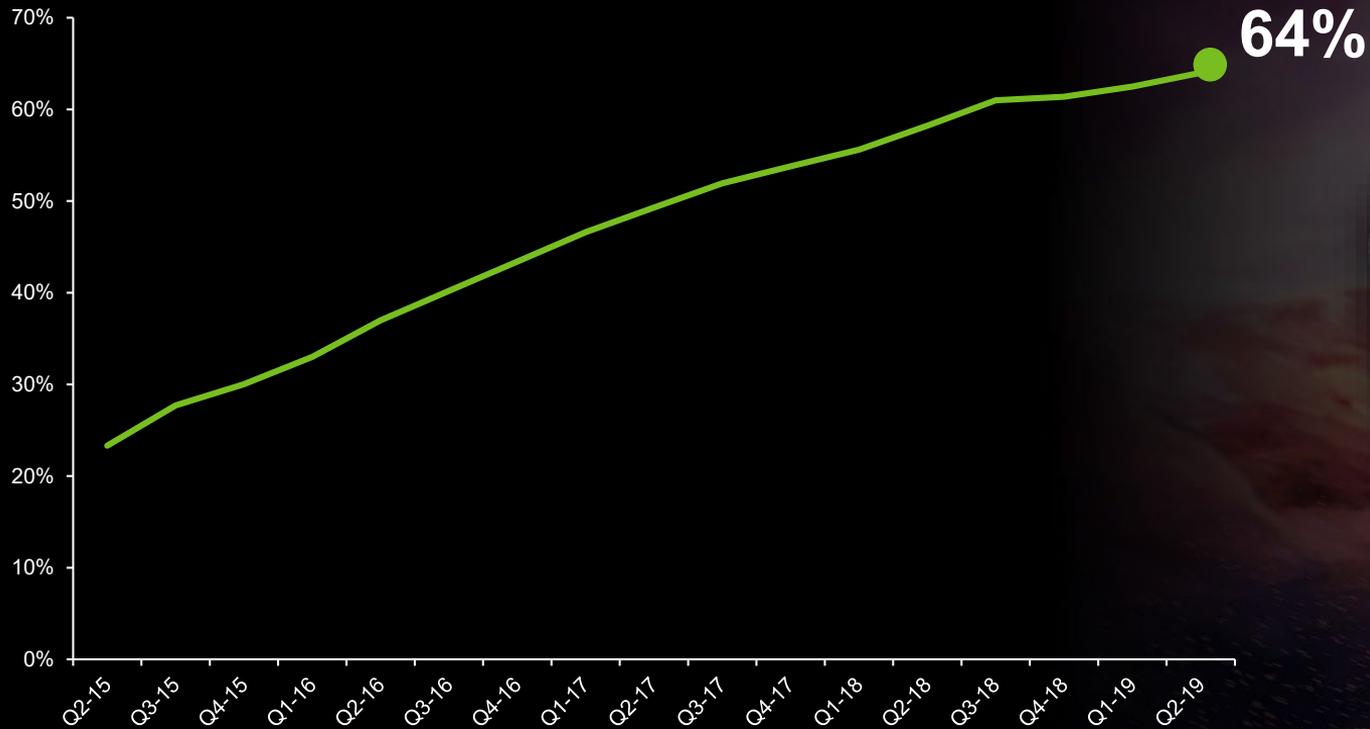


Q2 2019 – NEW GAMES



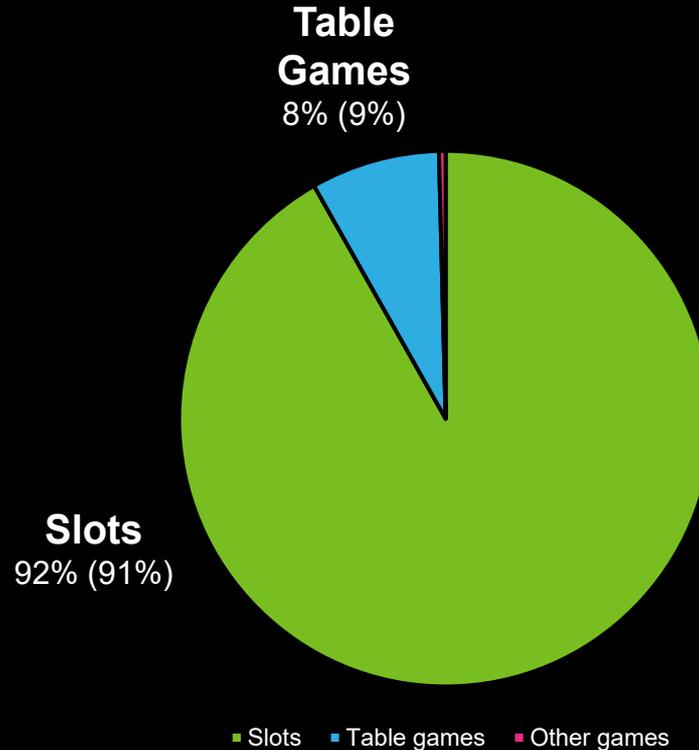
SHARE OF GAMEWIN

# Mobile Games



Q2 2019

# Gamewin By Game Type

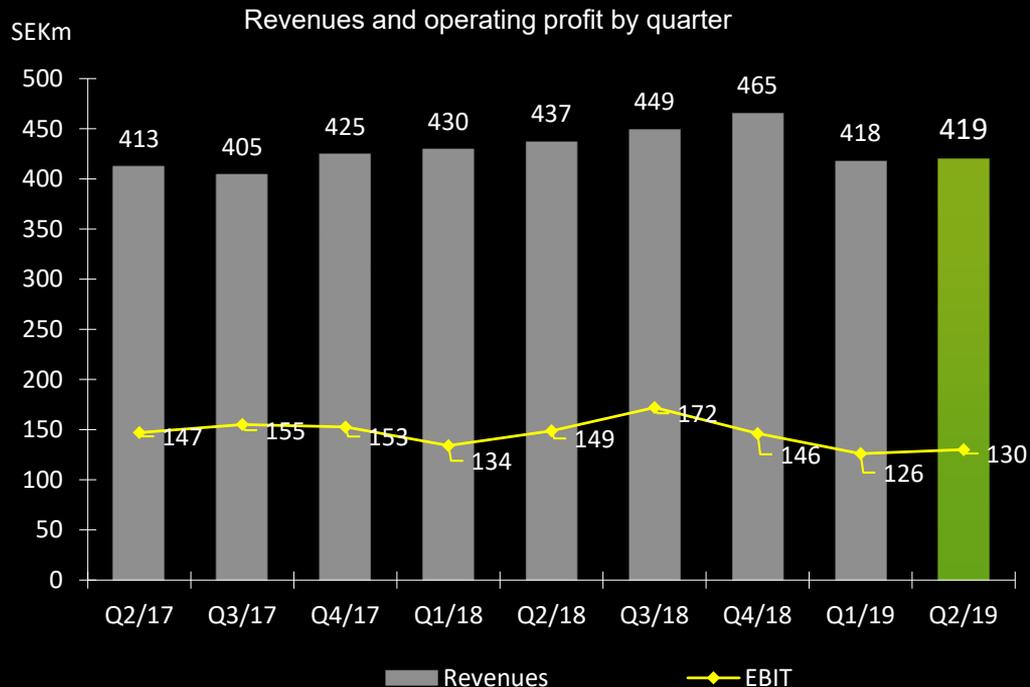


Comparable figures from Q2 2018 in parenthesis

BY QUARTER

# Revenue and EBIT

- Revenues -4.1% YoY in SEK
- Revenues -6.6% YoY in EUR
- EBITDA margin of 48.0 (46.3)% <sup>(1)</sup>
- EBIT margin of 31.0 (34.0)%

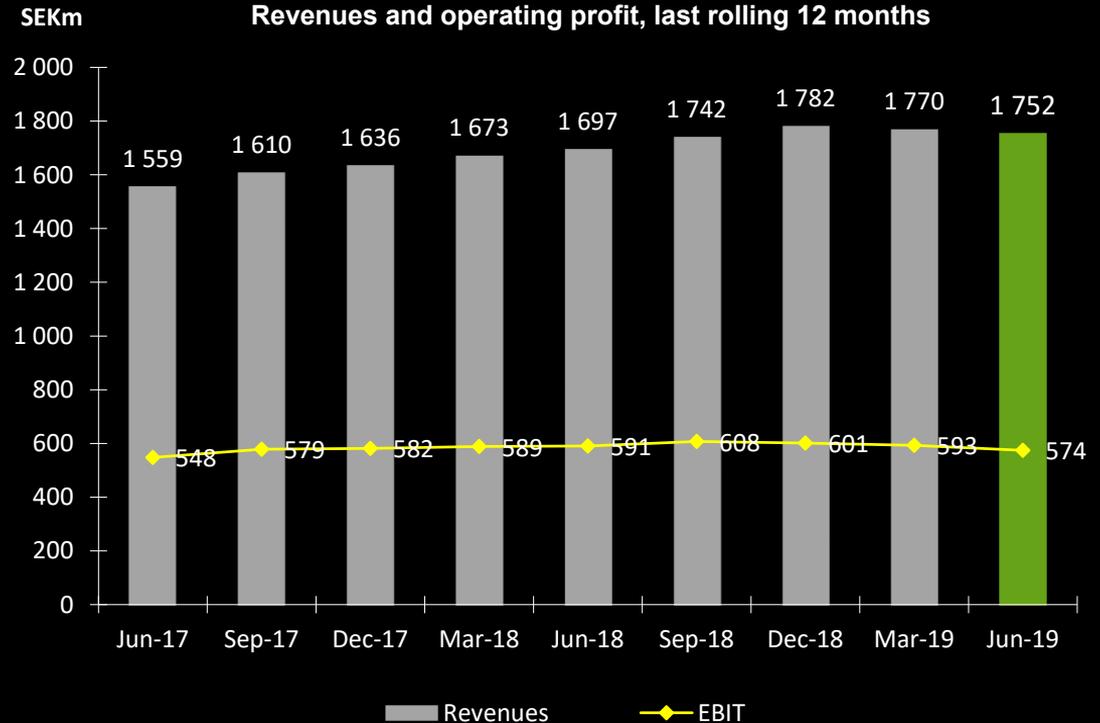


(1) EBITDA positively affected by SEK 14.6 million related to IFRS 16

LAST ROLLING 12 MONTHS

# Revenue and EBIT

- Revenues of 1,752 MSEK, +3.2% YoY
- EBIT of 574 MSEK, -2.8% YoY
- EBIT margin of 32.8 (34.8)%

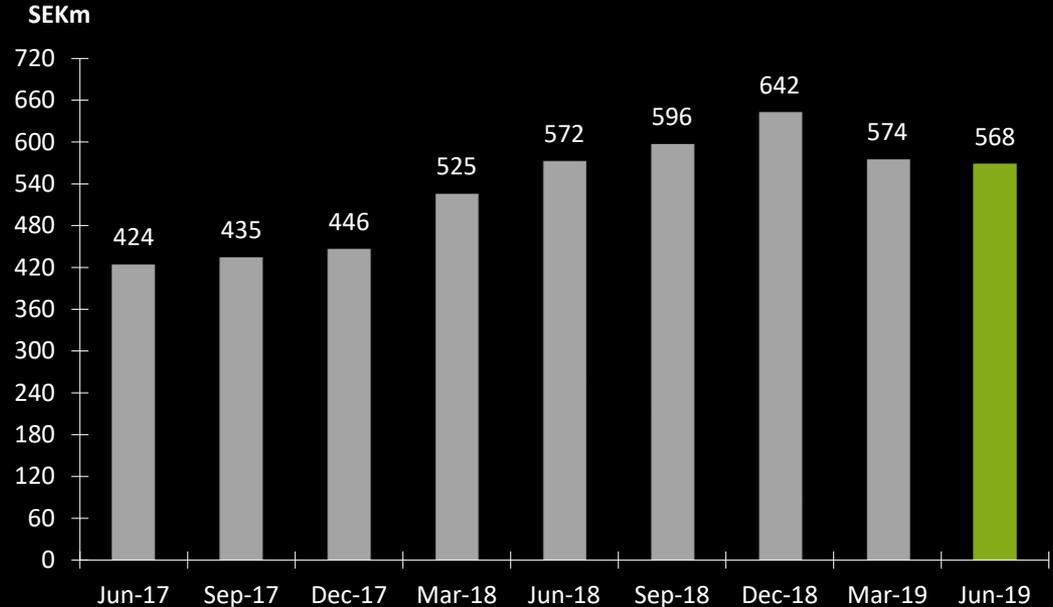


LAST 12 MONTHS ROLLING

# Free Cash Flow

- Free cash flow of 172 SEKm in Q2 <sup>(1)</sup>
- Free cash flow of 568 SEKm L12M <sup>(2)</sup>
- Net cash position of 193 SEKm at end of June 2019
- One million own shares repurchased in May

Cash flow after investments, last rolling 12 months



(1) FCF positively affected by SEK 14.6 million related to IFRS 16 in Q2 2019.

(2) FCF positively affected by SEK 29.7 million related to IFRS 16 in the first six months of 2019.

# Focus looking ahead

- Difficult growth outlook for rest of 2019 due to stricter regulations
- Return to long-term revenue growth in core slots business
  - Increasing output
    - 12 new games in H1 2019
    - 18-23 new games planned for H2 2019
  - Geographic expansion in Americas and Asia
- Improving Live Casino offering
- Developing open platform for functionality and content aggregation
- Players in focus to support core business
  - Affiliate business and social casino



**Q&A**