

### Net Gaming Europe AB (publ) - Interim Report Q2 2018

### Strong EPS growth and rapid revenue growth in the US

#### Second quarter 2018

- Revenue increased to SEK 48.1 (42.7) million. Revenue from affiliate operations rose to SEK 47.4 (40.3) million.
- EBITDA increased to SEK 30.5 (25.9) million and was negatively impacted by SEK 0.7 million in expenses attributable to switching its listing to Nasdaq First North Premier.
- Profit after tax rose to SEK 22.0 (8.0) million.
- Earnings per share increased to SEK 0.31 (0.13).
- Total NDC growth increased 21%; largest vertical Casino increased the number of NDCs by 36%.

#### First half 2018

- Revenue increased to SEK 92.0 (83.6) million. Revenue from affiliate operations rose to SEK 90.5 (77.7) million.
- EBITDA increased to SEK 60.9 (51.0) million.
- Profit after tax rose to SEK 42.1 (15.9) million.
- Earnings per share increased to SEK 0.60 (0.27).
- Total NDC growth increased 24%; largest vertical Casino increased the number of NDCs by 45%.

#### Significant events during the quarter

- Listing changed to Nasdaq First North Premier.
- Launch of both a Finance and a Sports Betting vertical.
- Acquisition of affiliate assets from Webwiser GmbH for an initial purchase consideration of EUR 2.29 million and a maximum additional consideration of EUR 1.25 million with a total consideration corresponding to approx. 3.5 x EBITDA.
- Gustav Vadenbring recruited as new CFO, beginning in August 2018.
- The Board decided to apply profit growth per share as an overall financial target.
- iGaming will be reshaped into affiliate operations in 2018; Net Gaming will become a focused affiliate company as a result.

#### Important events after the end of the quarter

- Early redemption of the entire remaining convertible loan.
- Clinton Cutajar recruited as new CTO, beginning in September 2018.
- Finance vertical expanded and launched in the Netherlands.
- Additional investments in US domains expanded according to growth plan.

| Key figures                        | April-Jun | e    |       | JanJune |      |       |
|------------------------------------|-----------|------|-------|---------|------|-------|
| SEK million                        | 2018      | 2017 | Y/Y%  | 2018    | 2017 | Y/Y%  |
| Revenue                            | 48.1      | 42.7 | -13%  | 92.0    | 83.6 | -10%  |
| Organic growth, %                  | 8%        | 25%  | -17%  |         |      |       |
| EBITDA                             | 30.5      | 25.9 | +17%  | 60.9    | 51.0 | -19%  |
| EBITDA margin, %                   | 63%       | 61%  | -2%   | 66%     | 61%  | -5%   |
| Profit after tax                   | 22.0      | 8.0  | -176% | 42.1    | 15.9 | -164% |
| Earnings per share                 | 0.31      | 0.13 | -129% | 0.60    | 0.27 | -121% |
| Profit growth per share            | 129%      |      |       | 121%    |      |       |
| Net debt/EBITDA (rolling 12 mos.)  | 2.81      | 2.96 | -     |         |      |       |
| Growth New Depositing Customers, % | 21%       | 25%  | -4%   |         |      |       |







## **CEO's comments: 148% growth in North America**



We continue to grow – affiliate operations increased revenue by 18% to SEK 47.4 (40.3) million during the second quarter of 2018. Organic growth was 8%. We have continued the conversion to gradually change our revenue mix to an increased proportion of hybrid and "rev share" and less CPA. EBITDA growth was 17% and totaled SEK 30.5 (25.9) million.

It is extraordinary satisfying to see that our revenue growth in North America, primarily driven by the US, amounted to +148% in Q218. Together with our history on the US-market since 2003 we have a very strong position in connection with the continuing re-regulation. We continue to invest in new- and exisiting domains following our aggressive growth plans

in the region.

During the quarter, we completed a strategic additional acquisition of affiliate assets in an attractive market moving forward: DACH (Germany, Austria and Switzerland). We are continuing to systematically identify high-quality acquisitions that meet our investment criteria and can be implemented at a reasonable value.

During the quarter two new verticals were launched: Sports Betting and a financial vertical. Both initiatives follow a clear plan for continued organic growth. It is therefore important that we continue to invest in these two areas. We have great hopes that these verticals will become significant in our revenue mix and earnings in the long-term. The financial vertical has expanded geographically to the Netherlands and more markets will be added moving forward.

We are also pleased to report that during the quarter we successfully switched our listing from the Spotlight Stock Market to Nasdaq First North Premier. In addition, we have enhanced our management team with the additions of CFO Gustav Vadenbring and CTO Clinton Cutajar.

With strong underlying growth in our largest vertical casino, as well as extra strong developments in the US, we are now heading for the finish line of 2018. We want to continue to generate sustainable long-term profit growth and therefore it is encouraging that our two most important growth tracks are demonstrating robust underlying growth. In the long term we can also add further growth from Betting and Finance to ensure increasing organic growth. Given this growth and in combination with acquisitions, I look forward with confidence to an exciting future.

#### Marcus Teilman, President and CEO

# The Group's development

### **APRIL-JUNE 2018**

#### Revenue

Revenue for the first half of the year increased by 13 percent to SEK 48.1 (42.7) million, driven by organic growth of 8 percent in combination with acquisitions. Revenue from affiliate operations increased in total by 18 percent to SEK 47.4 (40.3) million.

The trend for New Depositing Customers (NDC) remained strong, with growth of 21 percent compared with the same period the previous year. NDC growth in Casino has continued to be strong, increasing by 36 percent in Q2 2018. This is an important key figure to follow, as a large proportion of NDC growth has taken place with either revshare or hybrid as a revenue model. Consequently, revenue from these generated end customers to operators is expected to generate revenue for Net Gaming in the upcoming quarters.

The second quarter is traditionally the weakest because of seasonal variations in the industry and we see a sequential decline in the number of NDCs compared with the first quarter.

#### Costs

Operating expenses have increased somewhat in Q2 2018 compared with the previous year, mainly attributable to expenses for the listing and marketing expenses.

#### Earnings

EBITDA increased by 17.4 percent to SEK 30.5 (25.9) million The EBITDA margin improved to 63 percent (61). Profit after tax increased by 176% to SEK 22.0 (8.0) million.

Net Gaming's net financial items for Q2 2018 were lower than in the same period the previous year. This is a result of a lower interest rate for the new bond loan (7.25% instead of 13% previously) and conversions of the convertible debenture loan. Outstanding convertible loans at 30 June 2018 are SEK 14.0 million. After the end of the period the entire remaining convertible loan was converted to 3,111,098 shares and thus fully redeemed.

Basic earnings per share totaled SEK 0.31 (0.13)

#### Revenue



EBITDA



NDC trend aggregated for Casino and Poker



NDC trend Casino



The graphs show an index for the NDC trend over time for Casino and Poker aggregated NDC stands for "New Depositing Customer," i.e. firsttime depositors that Net Gaming has referred to one of its customers (operators). The graphs above do not show absolute figures, but a percentage development from index 1,000 in the first quarter of 2015.

#### **Revenue model**

Net Gaming generates revenue in several ways. The majority of the revenue comes from "upfront payment" (also referred to as CPA - cost per acquisition) for each individual player that Net Gaming refers to the iGaming operator. A smaller and unknown - proportion of the revenue is derived from "revenue share", which means that Net Gaming and the iGaming operator share the net gaming revenue that the player generates with the operator. Some revenue also comes from a combination of upfront payment and revenue share in a "hybrid" revenue model. The majority of the traffic to Net Gaming's sites comes from mobile devices. The proportion of total revenue via revshare and hybrid is expected to increase in the future, while revenue from CPA is expected to decline in relative numbers.

Net Gaming generates about 86% of the revenue through casino (76% in the same period in 2017). Casino increased revenue by 27% in Q2 2018 compared with the same period the previous year.

Europe is Net Gaming's largest geographic market and accounts for about 68% of total revenue. Europe increased revenue by 7% in Q2 2018 compared with the same period the previous year. North America is the second largest market and accounted for 19% of total revenue. Revenue growth in Q2 2018 compared with the same period 2017 was 148%.

# **Financial position**

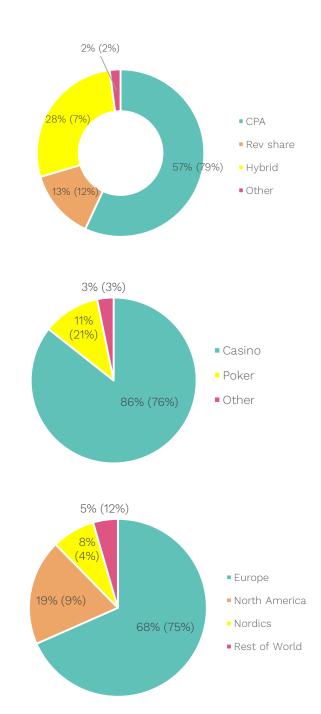
#### **Cash flow and investments**

Cash flow from operating activities in Q2 was SEK 18.3 (26.5) million. The change compared with the same quarter the previous year is primarily due to the net effect of lower interest payments of SEK 9.9 million, as well as a liability item related to an

additional consideration of SEK 23.9 million that was recognized as an operating liability in Q2 2017. These items affect comparability between the quarters in 2018 and 2017. Cash flow from financing activities was SEK -80.3 (-54.2) million, mainly as a result of the acquisition of affiliate assets from Webwiser GmbH in May, as well as a final payment (SEK 57 million) of the last additional consideration for HLM Malta Ltd.

#### Liquidity and financial position

The Group's interest-bearing net debt at the end of the year was SEK 327.1 million, compared with SEK 311.4 million at the end of Q2 2017. The Company's cash and cash equivalents at the end of Q2 2018 amounted to SEK 67.2 (44.7) million. The equity/assets ratio was 25 (9) percent and equity was SEK 136.4 (45.2) million at 30 June 2018.



# **Other information**

#### **Accounting policies**

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. The consolidated financial statements were prepared in accordance with International Financial Reporting Standards, IFRS.

This interim report has not been reviewed by the company's auditors.

#### **Upcoming financial events**

Interim report January-September 2018: 22 November 2018 Year-End Report January-December 2018: 21 February 2019 Interim report January-March 2019: 23 May 2019 Annual General Meeting 2019 23 May 2019

Stockholm August 23, 2018 Board of Directors

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FNCA Sweden AB is appointed Certified Adviser.

This information is information that Net Gaming Europe AB (publ) is required to disclose in accordance with the EU Market Abuse Regulation and, where applicable, the Swedish Securities Market Act and/or the Swedish Financial Instruments Trading Act. The information was provided by the contact person above for publication on 23 August 2018 at 08:30 a.m. (CET)

| Consolidated         | Statement of | Comprehensive | Income |
|----------------------|--------------|---------------|--------|
| <b>OOTIOOTIOUCOU</b> | Statement of |               |        |

|                                                    | 1 April 2018 | 1 April 2017 | 1 Jan. 2018  | 1 Jan. 2017  |
|----------------------------------------------------|--------------|--------------|--------------|--------------|
| Amounts in SEK thousands                           | 30 June 2018 |              | 30 June 2018 | 30 June 2017 |
|                                                    |              |              |              |              |
| Revenue, affiliate operations                      | 47,421       | 40,251       | 90,544       | 77,720       |
| Revenue, gaming operations                         | 728          | 2,424        | 1,489        | 5,919        |
| Total revenue                                      | 48,149       | 42,675       | 92,033       | 83,639       |
| Operating expenses, gaming                         | -339         | -766         | -812         | -1,719       |
| Capitalized work for own account                   | 106          | 77           | 241          | 152          |
| Marketing expenses                                 | -4,220       | -4,088       | -6,987       | -7,647       |
| Other external expenses                            | -6,090       | -4,396       | -11,202      | -8,702       |
| Personnel expenses                                 | -8,429       | -7,765       | -16,246      | -15,243      |
| Other operating income                             | 872          | 268          | 3,873        | 567          |
| Other operating expenses                           | 421          | -62          | -6           | -62          |
| EBITDA                                             | 30,470       | 25,943       | 60,894       | 50,985       |
| Depreciation, amortization, and impairment losses  | -224         | -255         | -1,758       | -500         |
| Operating profit/loss (EBIT)                       | 30,246       | 25,688       | 59,136       | 50,485       |
| Interest and similar income                        | -            | -            | -            | -            |
| Interest and similar expenses                      | -7,736       | -11,916      | -17,524      | -23,454      |
| Other financial items                              | 916          | 695          | 3,303        | 535          |
| Net financial items                                | -6,820       | -11,221      | -14,221      | -22,919      |
| Profit/loss before tax                             | 23,426       | 14,467       | 44,915       | 27,566       |
| Тах                                                | -1,391       | -6,485       | -2,790       | -11,629      |
| Profit/loss for the year                           | 22,035       | 7,982        | 42,125       | 15,937       |
| Earnings per share (SEK)                           | 0.31         | 0.13         | 0.60         | 0.27         |
| Diluted earnings per share (SEK)                   | 0.29         | 0.09         | 0.55         | 0.18         |
|                                                    |              |              |              |              |
| Other comprehensive income,                        |              |              |              |              |
| revenue and expenses recognized directly in equity |              |              |              |              |
| Exchange differences on translation of foreign     |              |              |              |              |
| operations                                         | 432          | -839         | 1,061        | -591         |
| Other comprehensive income for the year            | 432          | -839         | 1,061        | -591         |
| Total comprehensive income for the period          | 22,467       | 7,143        | 43,186       | 15,346       |
| Comprehensive income per share (SEK)               | 0.32         | 0.12         | 0.62         | 0.26         |
| Comprehensive income per share, diluted (SEK)      | 0.29         | 0.08         | 0.56         | 0.17         |
|                                                    |              |              |              |              |

| Amounts in SEK thousands                     | 30 June 2018 | 1 Dec. 2017 | 30 June 2017 |
|----------------------------------------------|--------------|-------------|--------------|
| ASSETS                                       |              |             |              |
| Non-current assets                           |              |             |              |
| Property, plant and equipment                | 749          | 657         | 710          |
| Goodwill                                     | 405,338      | 408,506     | 370,254      |
| Other intangible assets                      | 31,056       | 29,568      | 5,628        |
| Other non-current receivables                | 4,520        | 6,452       | 5,016        |
| Deferred tax assets                          | 8,851        | 11,251      | 36,804       |
| Total non-current assets                     | 450,514      | 456,434     | 418,412      |
| Currents assets                              |              |             |              |
| Trade receivables                            | 23,059       | 17,926      | 14,221       |
| Other receivables                            | 1,977        | 2,360       | 4,802        |
| Prepayments and accrued income               | 5,122        | 5,930       | 6,504        |
| Cash and cash equivalents                    | 67,222       | 115,113     | 44,659       |
| Total current assets                         | 97,380       | 141,329     | 70,186       |
| TOTAL ASSETS                                 | 547,894      | 597,763     | 488,598      |
| EQUITY AND LIABILITIES                       |              |             |              |
| Equity                                       | 136,352      | 63,225      | 45,226       |
| Non-current liabilities and provisions       |              |             |              |
| Other provisions                             | -            | 33,232      | 53,31        |
| Other non-current liabilities                | 388,641      | 407,317     | 295,136      |
| Deferred tax liabilities                     | 79           | 260         | 8,533        |
| Total non-current liabilities and provisions | 388,720      | 440,809     | 356,980      |
| Current liabilities                          |              |             |              |
| Trade payables                               | 3,998        | 4,603       | 2,063        |
| Liabilities to parent company                | 3,486        | 3,406       | 3,324        |
| Tax liabilities                              | -            | _,          | 15,790       |
| Other liabilities                            | 9,652        | 76,072      | 50,42        |
| Accruals and deferred income                 | 5,686        | 9,648       | 14,794       |
| Total current liabilities                    | 22,822       | 93,729      | 86,392       |
|                                              |              |             |              |

### **Consolidated Statement of Financial Position**

### **Consolidated Statement of Changes in Equity**

|                                     | Share   | Other<br>paid in |          | Retained<br>earnings | Total<br>equity |
|-------------------------------------|---------|------------------|----------|----------------------|-----------------|
| Amounts in SEK thousands            | capital | capital          | Reserves | incl. year's         | Capital         |
|                                     |         |                  |          |                      |                 |
| Opening equity, 1 Jan. 2017         | 14,957  | 34,931           | -2,897   | -42,535              | 4,456           |
| Conversion to shares April 2017     | 519     | 8,481            | -        | -                    | 9,000           |
| Set-off issue adopted 30 Jun 2017   | 402     | 16,467           | -        | -                    | 16,869          |
| Issue expenses                      | -       | -46              | -        | -                    | -46             |
| Conversion to shares July 2017      | 433     | 7,067            | -        | -                    | 7,500           |
| Conversion to shares Nov. 2017      | 145     | 2,355            | -        | -                    | 2,500           |
| Conversion to shares Dec. 2017      | 1,011   | 16,489           | -        | -                    | 17,500          |
| Share-based payments                | -       | 208              | -        | -                    | 208             |
| Comprehensive income for the year   | -       | -                | -825     | 6,063                | 5,238           |
| Closing equity, 31 Dec. 2017        | 17,467  | 85,952           | -3,722   | -36,472              | 63,225          |
|                                     |         |                  |          |                      |                 |
| Opening equity, 1 Jan. 2018         | 17,467  | 85,952           | -3,722   | -36,472              | 63,225          |
| Set-off issue March 2018            | 255     | 9,625            | -        | -                    | 9,880           |
| Conversion to shares March 2018     | 693     | 11,307           | -        | -                    | 12,000          |
| Share-based payments                | -       | 46               | -        | -                    | 46              |
| Comprehensive income for the period | -       | -                | 629      | 20,090               | 20,719          |
| Closing equity, 31 March 2018       | 18,415  | 106,930          | -3,093   | -16,382              | 105,870         |
| Opening equity, 1 April 2018        | 18,415  | 106,930          | -3,093   | -16,382              | 105,870         |
| Conversion to shares June 2018      | 433     | 7,067            | -3,035   | -10,302              | 7,500           |
|                                     | 433     |                  | -        | -                    | ,               |
| Payment for warrants received       | -       | 435              | -        | -                    | 435             |
| Issue expenses                      | -       | -10              | -        | -                    | -10             |
| Share-based payments                | -       | 90               | -        | -                    | 90              |
| Comprehensive income for the period |         | -                | 432      | 22,035               | 22,467          |
| Closing equity, 30 June 2018        | 18,848  | 114,512          | -2,661   | 5,653                | 136,352         |

### **Consolidated Cash Flow Statement**

|                                                          | 1 April 2018 | 1 April 2017 | 1 Jan. 2018  | 1 Jan. 2017  |
|----------------------------------------------------------|--------------|--------------|--------------|--------------|
| Amounts in SEK thousands                                 | 30 June 2018 | 30 June 2017 | 30 June 2018 | 30 June 2017 |
|                                                          |              |              |              |              |
| Cash flow from operating activities                      | 18,297       | 26,499       | 35,063       | 49,797       |
| Cash flow from investing activities                      | -80,334      | -54,173      | -84,302      | -54,260      |
| Cash flow from financing activities                      | 425          | -10,667      | 425          | -10,760      |
| Cash flow for the period                                 | -61,612      | -38,341      | -48,814      | -15,223      |
| Cash and cash equivalents at beginning of period         | 128,535      | 82,144       | 115,113      | 58,999       |
| Exchange difference, cash and cash equivalents           | -430         | 569          | 3,064        | 467          |
| Translation differences on consolidation of subsidiaries | 729          | 287          | -2,141       | 416          |
| Cash and cash equivalents at end of period               | 67,222       | 44,659       | 67,222       | 44,659       |

### Key figures, Group

|                                              | 1 April 2018 | 1 April 2017 | 1 Jan. 2018  | 1 Jan. 2017  |
|----------------------------------------------|--------------|--------------|--------------|--------------|
|                                              | 30 June 2018 | 30 June 2017 | 30 June 2018 | 30 June 2017 |
|                                              |              |              |              |              |
| Operating margin                             | 63%          | 60%          | 64%          | 60%          |
| Equity/assets ratio                          | 25%          | 9%           | 25%          | 9%           |
| Return on equity                             | 18%          | 28%          | 42%          | 64%          |
| Equity per share, SEK                        | 1.88         | 0.76         | 1.88         | 0.76         |
| Number of registered shares at end of period | 72,493,389   | 59,524,999   | 72,493,389   | 59,524,999   |
| Number of shares on maximum dilution         | 77,054,504   | 89,836,111   | 77,054,504   | 89,836,111   |
| Average number of shares during period       | 71,266,283   | 59,191,666   | 69,691,821   | 58,309,530   |
| Average number of shares on maximum dilution | 76,820,989   | 89,058,089   | 76,812,793   | 88,848,266   |
| Market price per share at end of period      | 10.18        | 8.60         | 10.18        | 8.60         |

## Definitions of key figures

| Operating margin         | Operating profit/loss as a percentage of sales            |
|--------------------------|-----------------------------------------------------------|
| Equity/assets ratio      | Equity as a percentage of total assets                    |
| Return on equity         | Profit/loss after tax divided by average equity.          |
| Earnings per share (SEK) | Profit/loss after tax divided by average number of shares |
| Equity per share, SEK    | Equity divided by the number of shares outstanding        |

### Income Statement - Parent Company

|                                            | 1 April 2018 | 1 April 2017 | 1 Jan. 2018  | 1 Jan. 2017  |
|--------------------------------------------|--------------|--------------|--------------|--------------|
| Amounts in SEK thousands                   | 30 June 2018 | 30 June 2017 | 30 June 2018 | 30 June 2017 |
| Revenue                                    | 661          | 131          | 1,206        | 233          |
| Total revenue                              | 661          | 131          | 1,206        | 233          |
| OPERATING EXPENSES                         |              |              |              |              |
| Other external expenses                    | -1,992       | -1,020       | -2,788       | -1,586       |
| Personnel expenses                         | -634         | -34          | -933         | -46          |
| Other operating expenses                   | -2           | -165         | -6           | -62          |
| Operating profit/loss                      | -1,967       | -1,088       | -2,521       | -1,461       |
| Profit/loss from financial items           |              |              |              |              |
| Profit from investments in Group companies | -3           | 9,741        | 10,232       | 9,684        |
| Other interest and similar income          | 5            | 3,540        | 1,922        | 7,219        |
| Interest and similar expenses              | -7,736       | -11,915      | -17,524      | -23,453      |
| Other financial items                      | 663          | 502          | 2,355        | 393          |
| Profit/loss after financial items          | -9,038       | 780          | -5,536       | -7,618       |
|                                            |              |              |              |              |
| Tax on profit/loss for the year            | 65           | 234          | 181          | 380          |
| Profit/loss for the year                   | -8,973       | 1,014        | -5,355       | -7,238       |

#### **Balance Sheet - Parent Company**

| ASSETS Non-current assets Financial assets Investments in Group Non-current receivables from Group companies Other non-current receivables Total non-current financial assets Total non-current assets Current assets Current assets Receivables from Group companies Other receivables Receivables from Group companies Other receivables Prepayments and accrued income Cash and cash equivalents Total current assets | 324,562<br>41,917<br>4,520<br><b>370,999</b><br><b>370,999</b><br><b>370,999</b><br><b>370,999</b><br><b>370,999</b><br><b>370,999</b><br><b>370,999</b> | 324,562<br>101,512<br>6,452<br><b>432,526</b><br><b>432,526</b><br>33,613<br>431<br>3,939<br>67,024 | 324,562<br>86,195<br>5,016<br><b>415,773</b><br><b>415,773</b><br>5,812<br>1,306<br>4,214 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|
| Financial assets Investments in Group Non-current receivables from Group companies Other non-current receivables Total non-current financial assets Total non-current assets Current assets Current receivables Receivables from Group companies Other receivables Prepayments and accrued income Cash and cash equivalents                                                                                              | 41,917<br>4,520<br><b>370,999</b><br><b>370,999</b><br>59,022<br>444<br>3,862<br>11,798                                                                  | 101,512<br>6,452<br><b>432,526</b><br><b>432,526</b><br>33,613<br>431<br>3,939                      | 86,195<br>5,016<br><b>415,773</b><br><b>415,773</b><br>5,812<br>1,306                     |
| Investments in Group<br>Non-current receivables from Group companies<br>Other non-current receivables<br><b>Total non-current financial assets</b><br><b>Total non-current assets</b><br><b>Current assets</b><br><i>Current receivables</i><br>Receivables from Group companies<br>Other receivables<br>Prepayments and accrued income<br>Cash and cash equivalents                                                     | 41,917<br>4,520<br><b>370,999</b><br><b>370,999</b><br>59,022<br>444<br>3,862<br>11,798                                                                  | 101,512<br>6,452<br><b>432,526</b><br><b>432,526</b><br>33,613<br>431<br>3,939                      | 86,195<br>5,016<br><b>415,773</b><br><b>415,773</b><br>5,812<br>1,306                     |
| Non-current receivables from Group companies<br>Other non-current receivables<br><b>Total non-current financial assets</b><br><b>Total non-current assets</b><br><b>Current assets</b><br><i>Current receivables</i><br>Receivables from Group companies<br>Other receivables<br>Prepayments and accrued income<br>Cash and cash equivalents                                                                             | 41,917<br>4,520<br><b>370,999</b><br><b>370,999</b><br>59,022<br>444<br>3,862<br>11,798                                                                  | 101,512<br>6,452<br><b>432,526</b><br><b>432,526</b><br>33,613<br>431<br>3,939                      | 86,195<br>5,016<br><b>415,773</b><br><b>415,773</b><br>5,812<br>1,306                     |
| Other non-current receivables Total non-current financial assets Total non-current assets Current assets Current receivables Receivables from Group companies Other receivables Prepayments and accrued income Cash and cash equivalents                                                                                                                                                                                 | 4,520<br>370,999<br>370,999<br>59,022<br>444<br>3,862<br>11,798                                                                                          | 6,452<br>432,526<br>432,526<br>33,613<br>431<br>3,939                                               | 5,016<br>415,773<br>415,773<br>5,812<br>1,306                                             |
| Total non-current financial assets Total non-current assets Current assets Current receivables Receivables from Group companies Other receivables Prepayments and accrued income Cash and cash equivalents                                                                                                                                                                                                               | <b>370,999</b><br><b>370,999</b><br>59,022<br>444<br>3,862<br>11,798                                                                                     | <b>432,526</b><br><b>432,526</b><br>33,613<br>431<br>3,939                                          | <b>415,773</b><br><b>415,773</b><br>5,812<br>1,306                                        |
| Total non-current assets<br>Current assets<br>Current receivables<br>Receivables from Group companies<br>Other receivables<br>Prepayments and accrued income<br>Cash and cash equivalents                                                                                                                                                                                                                                | <b>370,999</b><br>59,022<br>444<br>3,862<br>11,798                                                                                                       | <b>432,526</b><br>33,613<br>431<br>3,939                                                            | <b>415,773</b><br>5,812<br>1,306                                                          |
| Current assets<br>Current receivables<br>Receivables from Group companies<br>Other receivables<br>Prepayments and accrued income<br>Cash and cash equivalents                                                                                                                                                                                                                                                            | 59,022<br>444<br>3,862<br>11,798                                                                                                                         | 33,613<br>431<br>3,939                                                                              | 5,812<br>1,306                                                                            |
| Current receivables<br>Receivables from Group companies<br>Other receivables<br>Prepayments and accrued income<br>Cash and cash equivalents                                                                                                                                                                                                                                                                              | 444<br>3,862<br>11,798                                                                                                                                   | 431<br>3,939                                                                                        | 1,306                                                                                     |
| Receivables from Group companies<br>Other receivables<br>Prepayments and accrued income<br>Cash and cash equivalents                                                                                                                                                                                                                                                                                                     | 444<br>3,862<br>11,798                                                                                                                                   | 431<br>3,939                                                                                        | 1,306                                                                                     |
| Other receivables<br>Prepayments and accrued income<br>Cash and cash equivalents                                                                                                                                                                                                                                                                                                                                         | 444<br>3,862<br>11,798                                                                                                                                   | 431<br>3,939                                                                                        | 1,306                                                                                     |
| Prepayments and accrued income<br>Cash and cash equivalents                                                                                                                                                                                                                                                                                                                                                              | 3,862<br>11,798                                                                                                                                          | 3,939                                                                                               |                                                                                           |
| Cash and cash equivalents                                                                                                                                                                                                                                                                                                                                                                                                | 11,798                                                                                                                                                   |                                                                                                     | 4,214                                                                                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                          | 67,024                                                                                              |                                                                                           |
| Total current assets                                                                                                                                                                                                                                                                                                                                                                                                     | 75 400                                                                                                                                                   |                                                                                                     | 25,010                                                                                    |
|                                                                                                                                                                                                                                                                                                                                                                                                                          | 75,126                                                                                                                                                   | 105,007                                                                                             | 36,342                                                                                    |
| TOTAL ASSETS                                                                                                                                                                                                                                                                                                                                                                                                             | 446,125                                                                                                                                                  | 537,533                                                                                             | 452,115                                                                                   |
| EQUITY AND LIABILITIES                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                          |                                                                                                     |                                                                                           |
| Equity                                                                                                                                                                                                                                                                                                                                                                                                                   | 49,759                                                                                                                                                   | 25,172                                                                                              | 45,138                                                                                    |
| Provisions                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                          |                                                                                                     |                                                                                           |
| Other provisions                                                                                                                                                                                                                                                                                                                                                                                                         | -                                                                                                                                                        | 33,232                                                                                              | 53,311                                                                                    |
| Non-current liabilities                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                          |                                                                                                     |                                                                                           |
| Other non-current liabilities                                                                                                                                                                                                                                                                                                                                                                                            | 388,641                                                                                                                                                  | 407,317                                                                                             | 295,136                                                                                   |
| Deferred tax liabilities                                                                                                                                                                                                                                                                                                                                                                                                 | 79                                                                                                                                                       | 260                                                                                                 | 1,290                                                                                     |
| Total non-current liabilities                                                                                                                                                                                                                                                                                                                                                                                            | 388,720                                                                                                                                                  | 407,577                                                                                             | 296,426                                                                                   |
| Current liabilities                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                          |                                                                                                     |                                                                                           |
| Trade payables                                                                                                                                                                                                                                                                                                                                                                                                           | 1,199                                                                                                                                                    | 258                                                                                                 | 240                                                                                       |
| Liabilities to parent company                                                                                                                                                                                                                                                                                                                                                                                            | 3,486                                                                                                                                                    | 3,406                                                                                               | 3,324                                                                                     |
| Liabilities to Group companies                                                                                                                                                                                                                                                                                                                                                                                           | -                                                                                                                                                        | -                                                                                                   | 1,054                                                                                     |
| Other liabilities                                                                                                                                                                                                                                                                                                                                                                                                        | 151                                                                                                                                                      | 64,191                                                                                              | 43,452                                                                                    |
| Accruals and deferred income                                                                                                                                                                                                                                                                                                                                                                                             | 2,810                                                                                                                                                    | 3,697                                                                                               | 9,170                                                                                     |
| Total current liabilities                                                                                                                                                                                                                                                                                                                                                                                                | 7,646                                                                                                                                                    | 71,552                                                                                              | 57,240                                                                                    |
| TOTAL EQUITY AND LIABILITIES                                                                                                                                                                                                                                                                                                                                                                                             | 446,125                                                                                                                                                  | 537,533                                                                                             | 452,115                                                                                   |

| Statement of Changes in Equit     | <b>y i oi oi o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i <b>o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i o i <b>o i o i <b>o i o i <b>o i o i <b>o i o i o i o i o i o </b></b></b></b></b></b> | Share   | Retained     |        |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|--------------|--------|
|                                   | Share                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | premium | earnings     | Total  |
| Amounts in SEK thousands          | capital                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | reserve | incl. year's | equity |
| Parent company                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |         |              |        |
| Opening equity, 1 Jan. 2017       | 14,957                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 6,372   | 5,623        | 26,952 |
| Conversion to shares April 2017   | 519                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 8,481   | -            | 9,000  |
| Set-off issue adopted 30 Jun 2017 | 402                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 16,467  | -            | 16,869 |
| Issue expenses                    | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | -46     | -            | -46    |
| Conversion to shares July 2017    | 433                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 7,067   | -            | 7,500  |
| Conversion to shares Nov. 2017    | 145                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 2,355   | -            | 2,500  |
| Conversion to shares Dec. 2017    | 1,011                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 16,489  | -            | 17,500 |
| Share-based payments              | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 208     | -            | 208    |
| Profit/loss for the period        | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | -       | -55,311      | -55,31 |
| Closing equity, 31 Dec. 2017      | 17,467                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 57,393  | -49,688      | 25,172 |
| Opening equity, 1 Jan. 2018       | 17,467                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 57,393  | -49,688      | 25,172 |
| Set-off issue March 2018          | 255                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 9,625   | -            | 9,880  |
| Conversion to shares March 2018   | 693                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 11,307  | -            | 12,000 |
| Share-based payments              | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 46      | -            | 46     |
| Profit/loss for the period        | _                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | -       | 3,618        | 3,618  |
| Closing equity, 31 March 2018     | 18,415                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 78,371  | -46,070      | 50,716 |
| Opening equity, 1 April 2018      | 18,415                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 78,371  | -46,070      | 50,716 |
| Conversion to shares June 2018    | 433                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 7,067   | -            | 7,500  |
| Payment for warrants received     | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | -       | 435          | 435    |
| Issue expenses                    | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | -10     | -            | -1C    |
| Share-based payments              | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 90      | -            | 90     |
| Profit/loss for the period        | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | -       | -8,973       | -8,973 |
| Closing equity, 30 June 2018      | 18,848                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 85,518  | -54,608      | 49,759 |

### **Statement of Changes in Equity - Parent Company**

## Condensed cash flow statement – parent company

| Cash and cash equivalents at end of period       | 11,798       | 25,010       | 11,798       | 25,010       |
|--------------------------------------------------|--------------|--------------|--------------|--------------|
| Exchange difference, cash and cash equivalents   | -542         | 129          | 153          | 129          |
| Cash and cash equivalents at beginning of period | 58,442       | 19,444       | 67,024       | 20,011       |
| Cash flow for the period                         | -46,102      | 5,437        | -55,379      | 4,870        |
| Cash flow from financing activities              | 31,305       | 30,544       | 40,376       | 30,451       |
| Cash flow from investing activities              | -57,069      | -53,959      | -57,069      | -53,959      |
| Cash flow from operating activities              | -20,338      | 28,852       | -38,686      | 28,378       |
|                                                  |              |              |              |              |
| Amounts in SEK thousands                         | 30 June 2018 | 30 June 2017 | 30 June 2018 | 30 June 2017 |
|                                                  | 1 April 2018 | 1 April 2017 | 1 Jan. 2018  | 1 April 2017 |

### **Segment reporting**

Management has determined the operating segments based on the reports reviewed by the Parent Company's CEO and submitted to the Board. These are used to make strategic decisions.

The key yardstick for the Parent Company's CEO and Board of Directors in evaluating the operating segments' operations is EBITDA.

The Group reports in two main operating segments - gaming operations and affiliate operations.

Gaming operations consist of PokerLoco Malta Limited and its subsidiary Loco Online Entertainment N.V. Affiliate operations consist of HLM Malta Limited, with its subsidiary Rock Intention Malta Limited, and Mortgage Loan Directory and Information LLC, Delaware, USA.

The Parent Company Net Gaming Europe obtains its revenue from consulting services in IT, marketing, financial services, control and management. The Other segment shown below includes the dormant Group companies Valdemo Trading Limited and Europet Operation Limited, as well as eliminations of intragroup transactions. Loco Marketing Sociedad Anonima, previously part of the Other segment, was liquidated during the financial year.

|                                             | Net     | Gaming     | Affiliate  |          |         |
|---------------------------------------------|---------|------------|------------|----------|---------|
| 1 Jan. 2018 30 June 2018                    | Gaming  | operations | operations | Other    | Total   |
|                                             |         |            |            |          |         |
| Revenue                                     | 1,206   | 1,489      | 90,544     | -1,206   | 92,033  |
| Operating expenses, gaming operations       | -       | -812       | -          | -        | -812    |
| Capitalized work for own account            | -       | 241        | -          | -        | 241     |
| EBITDA                                      | -2,521  | -74        | 63,544     | -55      | 60,894  |
| Profit/loss before tax                      | -5,536  | 375        | 60,384     | -10,308  | 44,915  |
| Profit after tax                            | -5,536  | 375        | 57,413     | -10,308  | 42,125  |
|                                             |         |            |            |          |         |
| Assets                                      |         |            |            |          |         |
| Property, plant and equipment               | -       | 22         | 727        | -        | 749     |
| Goodwill                                    | -       | -          | 405,338    | -        | 405,338 |
| Other intangible assets                     | -       | 5,984      | 25,072     | -        | 31,056  |
| Financial assets                            | 370,999 | -          | -          | -366,479 | 4,520   |
| Deferred tax assets                         | -       | -          | 8,851      | -        | 8,851   |
| Currents assets                             | 75,126  | 2,628      | 78,903     | -59,277  | 97,380  |
| Total Assets                                | 446,125 | 8,634      | 518,891    | -425,756 | 547,894 |
|                                             |         |            |            |          |         |
| Interest-bearing liabilities and provisions |         |            |            |          |         |
| Other non-current liabilities               | 388,641 | 17,524     | 24,393     | -41,917  | 388,641 |
| Deferred tax liabilities                    | 79      | -          | -          | -        | 79      |
| Current liabilities                         | 7,646   | 9,314      | 65,110     | -59,248  | 22,822  |
| Total liabilities and provisions            | 396,366 | 26,838     | 89,503     | -101,165 | 411,542 |

Amounts in SEK thousand

#### Amounts in SEK thousand

|                                             | Net     | Gaming     | Affiliate  |          |         |
|---------------------------------------------|---------|------------|------------|----------|---------|
| 1 Jan. 2017 30 June 2017                    | Gaming  | operations | operations | Other    | Total   |
|                                             |         |            |            |          |         |
| Revenue                                     | 233     | 5,919      | 77,720     | -233     | 83,639  |
| Operating expenses, gaming operations       | -       | -1,719     | -          | _        | -1,719  |
| Capitalized work for own account            | _       | 152        | -          | -        | 152     |
| EBITDA                                      | -1,461  | -911       | 53,410     | -53      | 50,985  |
| Profit/loss before tax                      | -7,618  | -1,291     | 46,185     | -9,710   | 27,566  |
| Profit after tax                            | -7,238  | -1,291     | 34,176     | -9,710   | 15,937  |
| Assets                                      |         |            |            |          |         |
| Property, plant and equipment               | -       | 36         | 674        | -        | 710     |
| Goodwill                                    | -       | _          | 370,254    | -        | 370,254 |
| Other intangible assets                     | _       | 5,628      | _          | _        | 5,628   |
| Financial assets                            | 415,773 | _          | _          | -410,757 | 5,016   |
| Deferred tax assets                         | -       | -          | 36,804     | _        | 36,804  |
| Currents assets                             | 36,342  | 2,554      | 38,348     | -7,058   | 70,186  |
| Total Assets                                | 452,115 | 8,218      | 446,080    | -417,815 | 488,598 |
| Interest-bearing liabilities and provisions |         |            |            |          |         |
| Provisions                                  | 53,311  | _          | _          | _        | 53,311  |
| Other non-current liabilities               | 295,136 | 15,916     | _          | -15,916  | 295,136 |
| Deferred tax liabilities                    | 1,290   | -          | 7,243      | -        | 8,533   |
| Current liabilities                         | 57,240  | 9,097      | 97,441     | -77,386  | 86,392  |
| Total liabilities and provisions            | 406,977 | 25,013     | 104,684    | -93,302  | 443,372 |
| ·                                           |         |            |            |          |         |

## **Related party transactions**

| Amounts in SEK thousands                         |              |              |              |              |
|--------------------------------------------------|--------------|--------------|--------------|--------------|
|                                                  | 1 April 2018 | 1 April 2017 | 1 Jan. 2018  | 1 Jan. 2017  |
| Parent Company                                   | 30 June 2018 | 30 June 2017 | 30 June 2018 | 30 June 2017 |
| Sales of services to subsidiaries                | 651          | 131          | 1,206        | 233          |
| Interest income from subsidiaries                | 5            | 3,540        | 1,922        | 7,219        |
| Interest expenses to other related parties       | -40          | -40          | -80          | -80          |
| Receivables from subsidiaries                    |              |              | 103,404      | 94,472       |
| Accumulated impairment of receivables from       | -2,465       | -2,465       |              |              |
| Carrying amount of receivables from subsidiaries |              |              | 100,939      | 92,007       |
| Liabilities to other related parties             |              |              | 3,486        | 3,324        |

# **Definitions of key ratios**

#### **Key figures**

Operating margin Equity/assets ratio Return on equity Earnings per share (SEK) Equity per share, SEK

NDC - "New Depositing Customers" Organic growth

#### Definition

Operating profit/loss as a percentage of sales Equity as a percentage of total assets Profit/loss after tax divided by average equity. Profit/loss after tax divided by average number of shares Equity divided by the number of shares at the end of the financial year. The number of new customers making their first deposit with an iGaming operator (poker and casino). Increase in revenue in local currency from affiliate operations, excluding acquired revenue, but including

acquired assets' growth generated under Net Gaming's control.