



SCOUT
gaming group

Q4 Presentation 2019

Stockholm

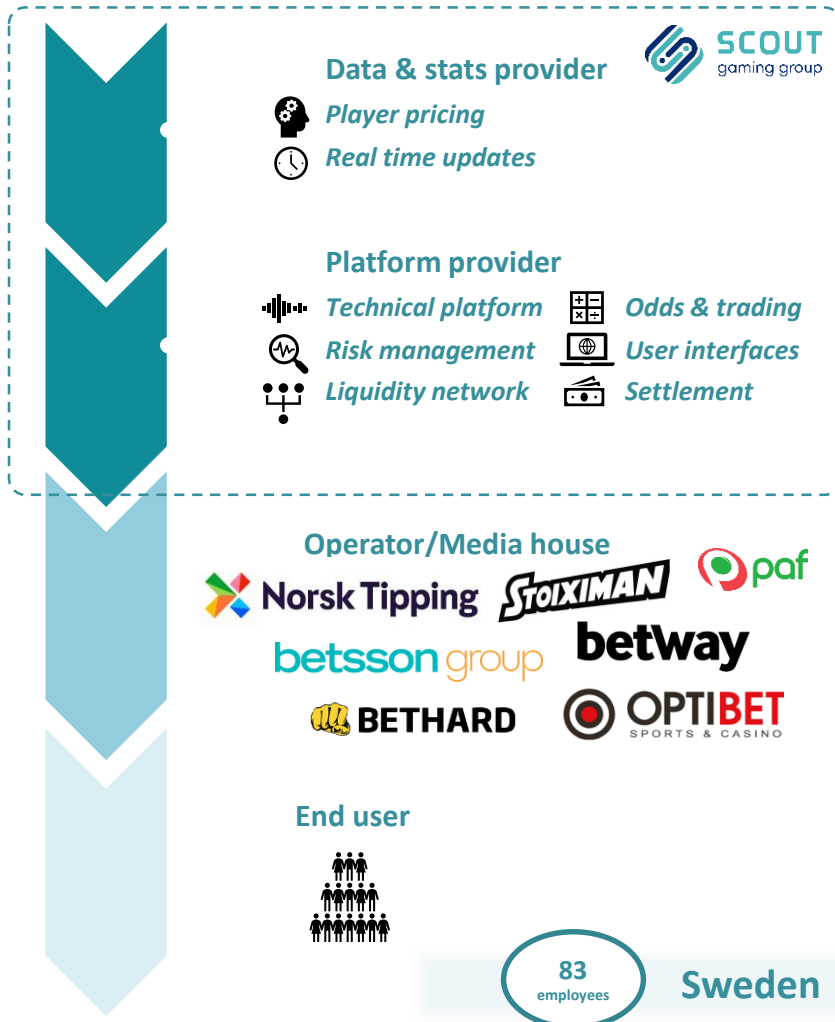
August 2018

Agenda

1. Scout Gaming overview
2. Highlights during the quarter
3. Financials
4. Commercial update
5. Q&A

Scout Gaming at a glance

Leading Global Fantasy Sports provider



- Scout operates on a combined model between revenue share and fixed fees. Fixed fees are dependent on which services requested. Currently operating over 30 clients in 5 continents.
- Scout's strategy is based on scalability. Majority of its cost base is fixed.
- Scout is continuously investing in the product to offer the leading player-oriented sports product. Scout Gaming is currently the market leading Fantasy Sports supplier. Offering both a pooled liquidity network, as well as player odds and the popular match-up duel game.

Highlights

Q4 highlights

- Revenues increased to mSEK 10.0 (4.6), a growth corresponding to 117% compared to same quarter last year.
- EBITDA improved to mSEK -8.1 (-15.8)
- Operator trading index (which illustrates the underlying client activity) increased to 1035 (625), a growth of 66%.
- Cash flows from operating activities improved from mSEK -11.2 to mSEK -2.6 during the current fourth quarter. Profitability on EBITDA level and positive operative cash flow within reach.
- Tier 1 client Norsk Tipping signed after the quarter ended. Expecting material impact on Scout Gaming's revenues. Agreements with Bet Entertainment and NetEnt signed after the quarter ended as well.

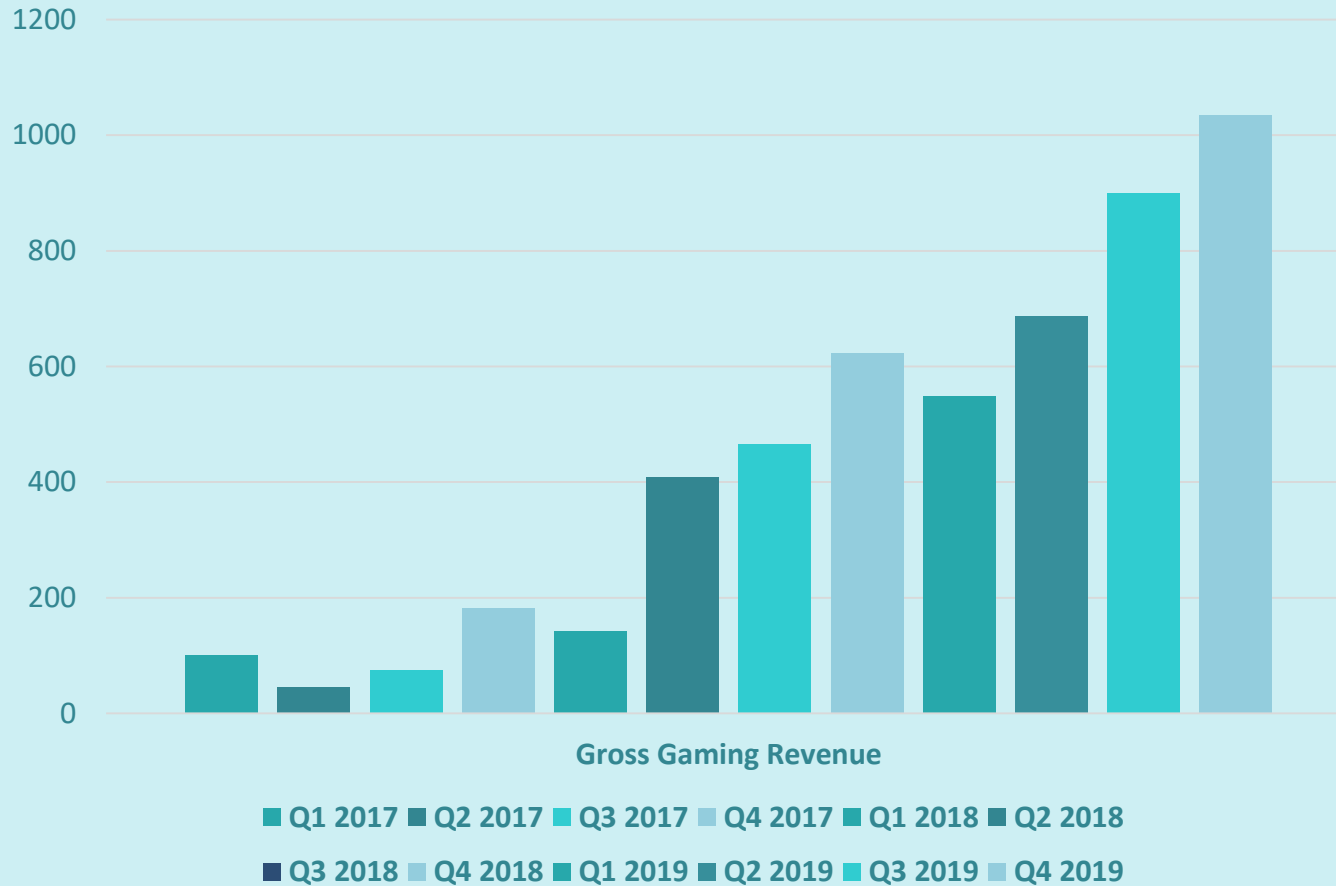
117%

Revenue growth in the quarter, signed Norsk Tipping, Bet Entertainment and Netent after the quarter ended



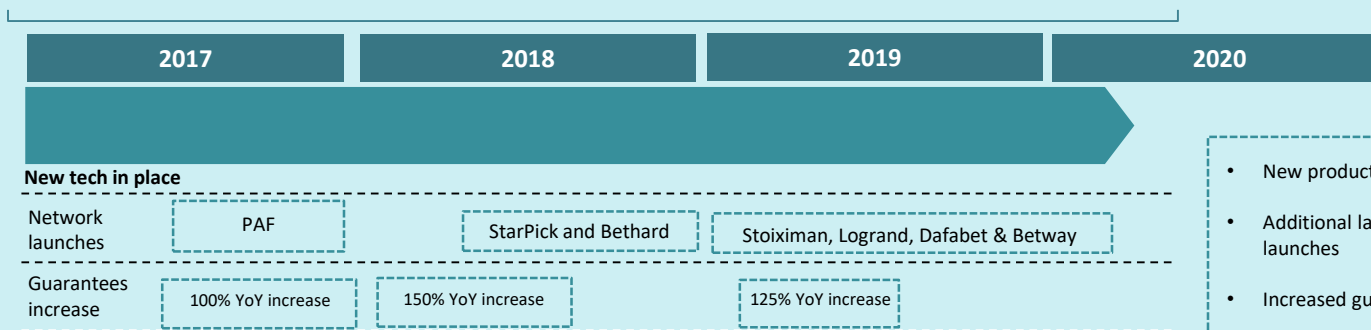
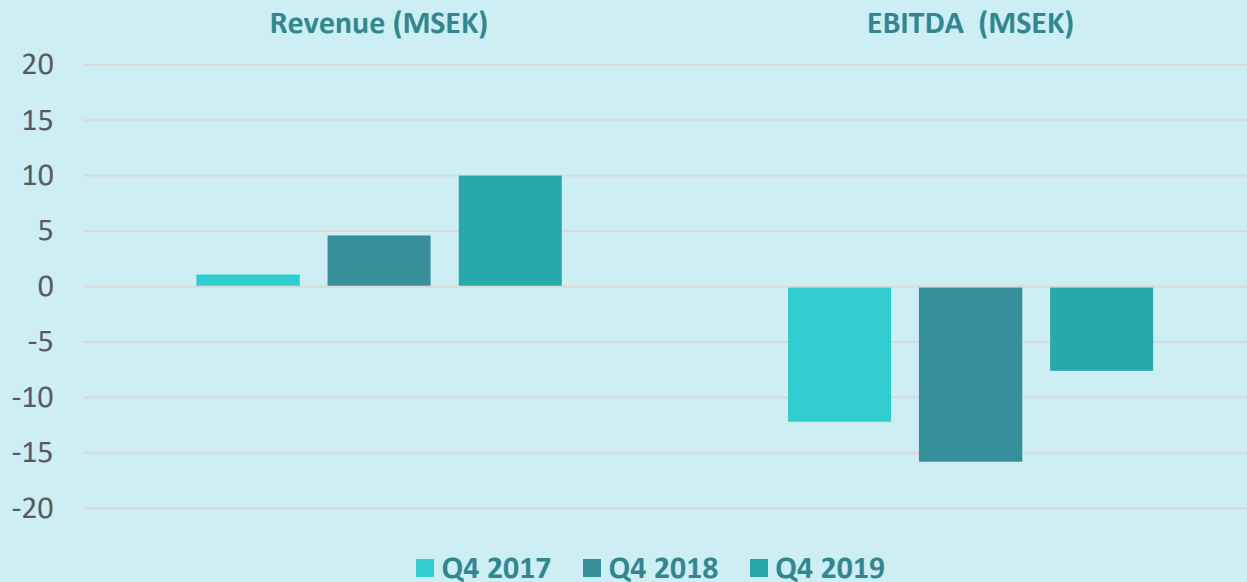
Scout Gaming's Operator Trading Index

Operator development



Financials

Financial performance



Commercial update

Groundbreaking deal with Norsk Tipping

- Scout Gaming placed first in a competitive tender
- Total score after the evaluation was 93 out of 100 possible points for Scout Gaming
- Agreement is expected to have a material impact on Scout Gaming's revenues
- Integration already started
- Norsk Tipping has the ambition to launch "asap", but at latest during the second quarter 2020
- First Nordic WLA company to execute a tender for Fantasy Sports
- Likely to see additional Nordic countries conduct similar tenders during the coming years
- Norway already the leading Fantasy country in the region
- Scout has showed a very high participation grade (amounting to almost 200,000 active players combined) when offered free-to-play fantasy games towards the public Norwegian broadcaster NRK and the largest commercial TV channel in Norway, TV2.



Norsk Tipping

(in NOK million unless otherwise stated).

	2018	2017	2016
Gaming revenues	38 122	34 916	32 029
Net gaming revenues 1)	8 142	7 835	7 680
Sales commissions	706	761	828
Gaming commissions in % of net gaming revenues	8.7%	9.7%	10.8%
Operating profit 2)	5 473	5 222	4 983
Operating margin	67.2%	66.6%	64.9%
Annual profit 2)	5 523	5 251	5 002
Gaming turnover, sales in % of net gaming revenues	67.8%	67.0%	65.1%
No. of employees (31.12)	413	406	408

- Norsk Tipping is the exclusive legal provider of lottery, sports, and instant games in the Norwegian market. Norsk Tipping is a state-owned limited company subject to the Norwegian Ministry of Culture.
- Norway is estimated to have around 250,000 active Fantasy Premier League players, corresponding to 6-7% of the grown-up population.

Additional significant commercial activity

Distribution deal with NetEnt and software deal with the market leader in Portuguese speaking markets

- Scout Gaming signed a distribution deal with NetEnt Connect
 - Will enable access to NetEnt's full client base, exceeding 200 operators on a global basis
 - Scout is already 95% integrated
 - Betsson first client expected to go via NetEnt Connect
 - Requested by current and new clients
 - Attractive commercial terms
- Scout Gaming signed deal with Bet Entertainment, operating both Bet.pt in Portugal and Vivagol in South America
 - Currently the market leader in Portugal and great ambitions for South America as well
 - Launch expected during H1 2020
 - Integration will be towards SBTech full platform (currently undergoing a merger with DraftKings)

NETENT

bet.pt

VIVAGOL