

B2B Fantasy Sports Provider

Scout Gaming Group is a licensed and regulated B2B Fantasy Sports provider. Our solution is based on the latest technology. Our team consist of 50 skilled employees located in our offices in Norway, Sweden, Ukraine and Malta. At Scout we thrive to ensure that our customers outperform the market and can offer players the best possible user experience.

Get in touch with us to find out how we can enable you to become a Fantasy Sports operator.



Investor Presentation

- 1 Introduction
- 2 Market
- 3 Product
- 4 Strategy & current status





Snapshot of Scout - B2B Fantasy solutions provider

Company overview

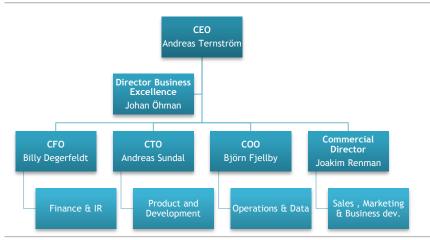
- Founded in 2013, Scout is a leading Fantasy Sports & DFS ("Daily Fantasy Sports") B2B supplier in Europe
- Focus on high value clients & Network liquidity
- Contracted & managed at 7 partners
- · Gaming licences in Malta and the UK

Locations

Offices and no. of employees¹



Organizational structure



Ownership (31 Oct, 2017)

Board	
Rolf Blom (Probaxit investment AB)	4,6%
Jörgen Ragnarsson (Kapitalföräkring)	0,5%
Atle Sundal (Atle Sundal Holding AS)	16,1%
Total	16,5%
Managment	
Andreas Ternström (Crossport AB)	4,1%
Billy Degerfeldt (endowment insurance)	0,5%
Andreas Sundal (Andreas Sundal Holding AS	8,2%
Bjørn Furnes Fjellby (Björn Fjellby Holding AS)	7,4%
Total	20,2%
Total share Bloard & Management pre offering	36,8%



Experienced team with over 50 years of industry experience













WIRAYA







SvD NÄRINGSLIV





Andreas Ternström CEO

- Previously CEO at
 Bonnier Gaming and
 Business Development
 director at TV4
- Co-founder Offerta & RedMessage



Billy Degerfeldt CFO

- Background in the financial sector
- Wide experience from working with small and mid cap companies



Andreas Sundal CTO/Founder

- Extensive experience from gambling and IT, online and apps.
- · Engineer, Bergen



Joakim Renman Sales Director

- Extensive experience from B2B biz dev in gambling sector
- Previously NYX,
 NetEnt, Wiraya, and
 B2C gambling



Bjørn Fjellby COO/Founder

- Engineer, Bergen
- Former Prof. Poker player



Rolf Blom COB

- Previously COB in Cherry Group, Betsson and Net Ent.
- background with focus on B2B and international expansion



What is Fantasy Sports

The DFS offering



Pick your team

Follow your team, chat and win both money and respect



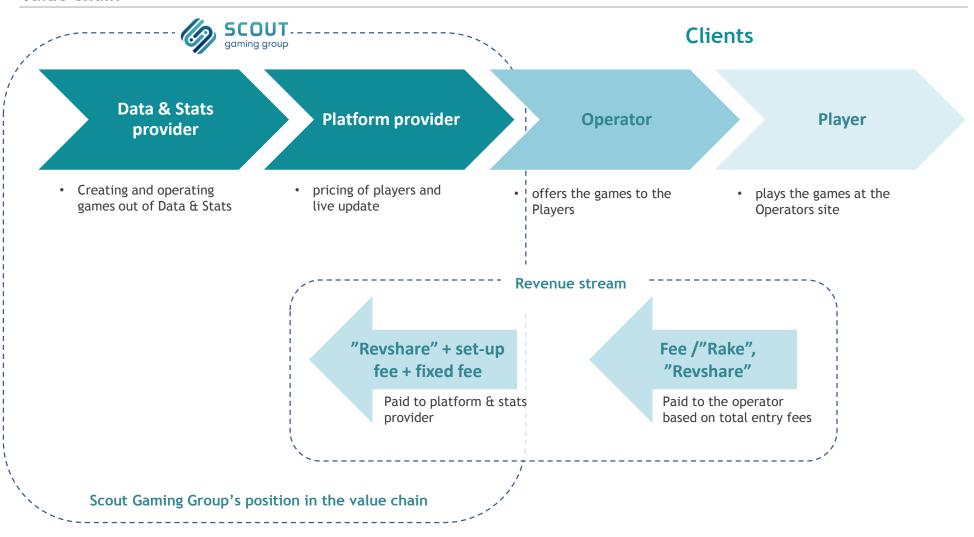






Business model - B2B

Value chain

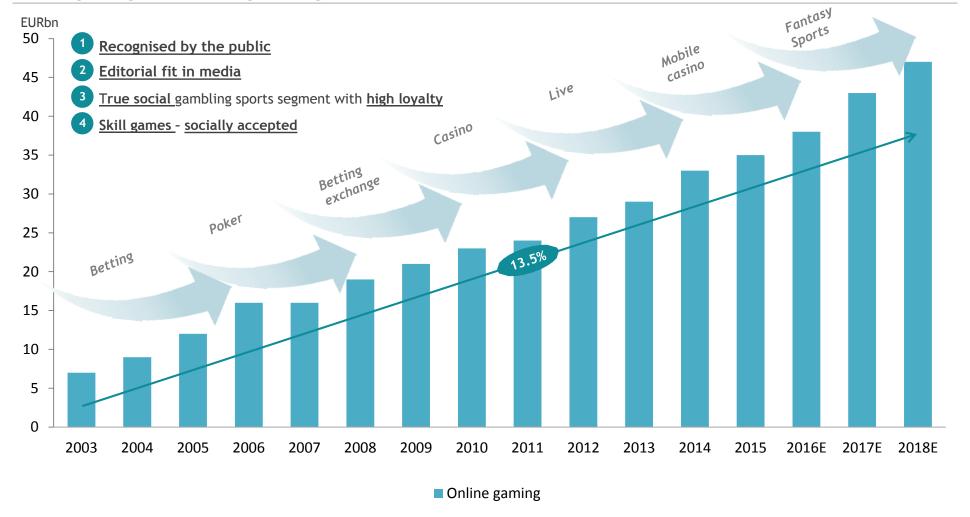


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Pole position for the next European gambling era

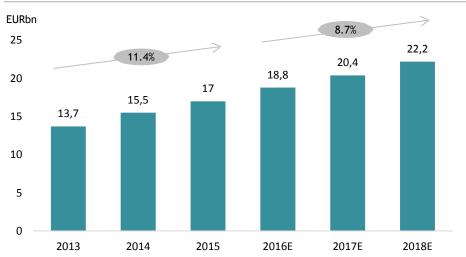
Online gaming market and gambling eras¹⁾



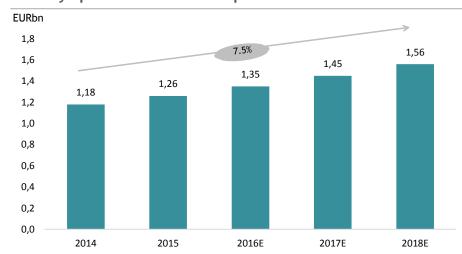


Drivers for the Fantasy sport market in Europe

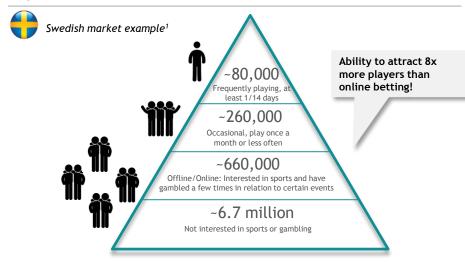
European online gaming market



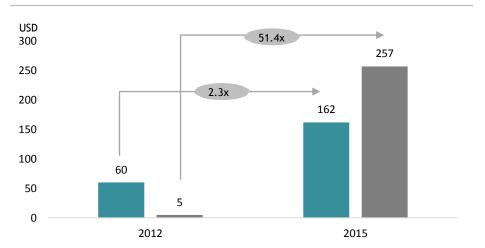
Fantasy Sports market in Europe²



In pictures



US Annual Player spending USD (Fantasy Sport- vs. DFS)

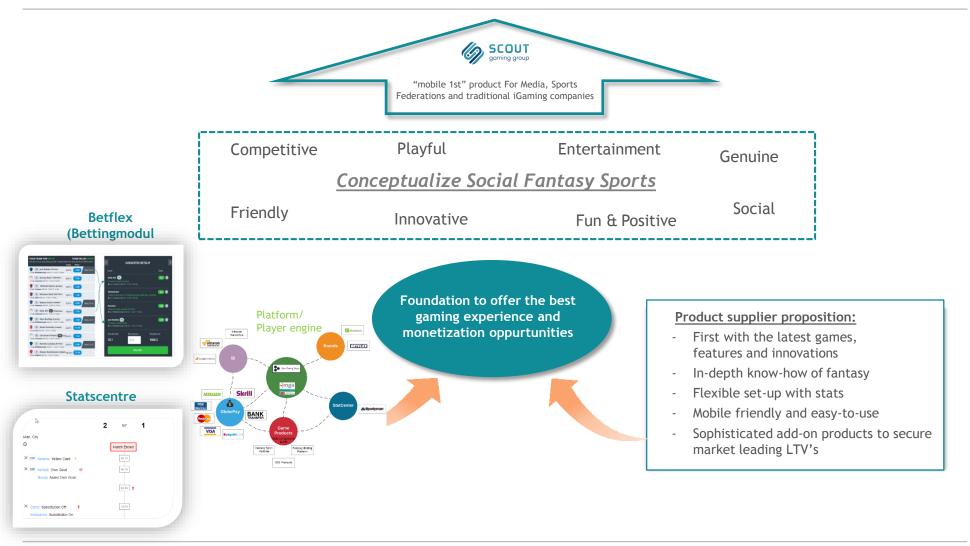




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Competitive advantages through leading edge tech and innovation



Our sports offering

Fantasy sports are a glocal phenomena

We focus on both international high volume sports & local sports, which enables our partners to sucessfully roll-out the product in their specific market.

Thanks to our in-house stat-centre we provide our customers with all key sports & leagues, benefiting from our inhouse stat-center for LIVE updates & the best support.

2017	Football CHAMPIONS LALIGA FOR TIPPELIGAEN +5 other leagues
	Ice Hockey SHIL KONTINENTAL HOCKEY LEAGUE LEAGUE TOTAL HOCKEY
	Golf (Coming soon)
	Formula 1 (Coming soon)
	E-sport (Coming soon)
	Basketball
	Other sports (Horse racing, Cycling) SVENSK TRAVSPORT



Betflex

Cross selling tool - Betflex

Powerful cross-selling tool

Step 1: Create team







YOUR TEAM FOR GW 15

D Danny Rose (Toterham) 0 Michael Keane (Burrley) 3.0 Pts

M Ross Barkley (Evenon)

A vs. Liverpool (DW 25 - 11.02.17 16:00

M Alexis Sanchez (Amenal) 6.6 Pts H vs. Hull (00W 25 - 11.02 17 13:00) Christian Eriksen (Totig,4 Pts.

Romelu Lukaku (Everton) 5.6 Pts A vs. Middlesbrough (019) 25 - 11.02.17 (0.00) Tatan Ibrahimovic (Wattord) 10.2Pts H vs. Watford (OW 25 - 11.02,17 16:00)

Step 2: analysis of Create team and present odds

TEAM VALUE: 88.



Step 1

When the user have entered into a tournament & is satisfied with the team or changes to season-game team, user will be taken to a confirmation page where the players and the most important details about the players are listed.

This is where the Betflex window is presented, a prefilled betslip with tailor-suited picks for quick and easy submission

Step 2

We select the betslip for the Betflex window based on rules created by our algorithm. Some basic examples on our user-choices that can trigger bets shown incl.;

- 3 x players from the same team = Show suggested bets on team to win
- Offensive captains we can show bets on "Player to score", for defenders or goalkeeper captains we can show bets on "Team to keep a clean sheet"
- 2 or more defensive players from same team = Show suggested bet on team to keep a clean sheet.

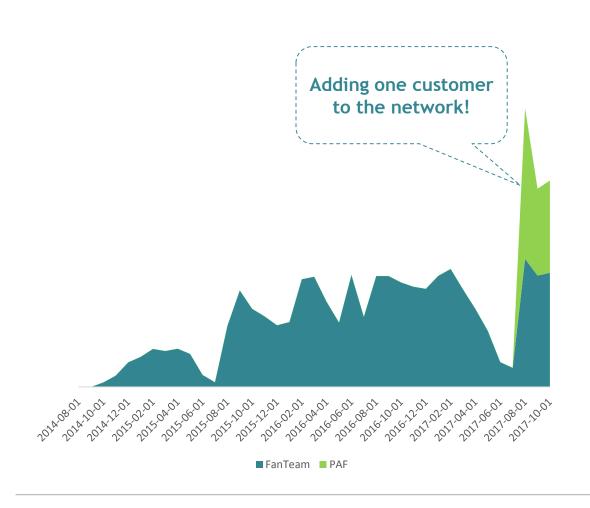


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Growing our business

Users w more then >1 EUR in buyin per month



Growth strategy

Customers

- Focus on Tier 1 customers
- Attract tier 2& 3 to widen network

Network

 Becoming the leading DFS player in the industry by clear focus on pooled network liquidity

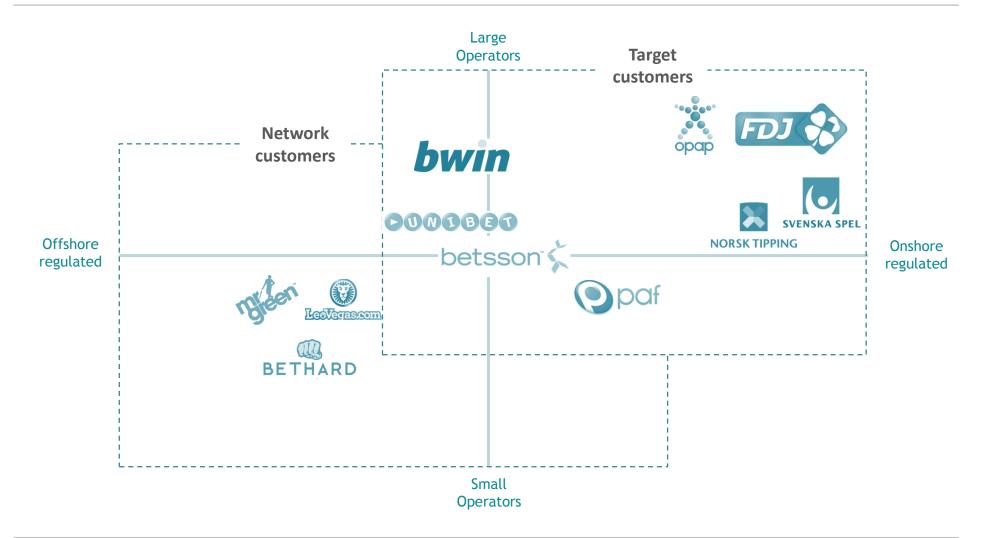
Product innovation

- Cutting edge product development
- Teaser: Betflex, Pick'em & predictor to be launched



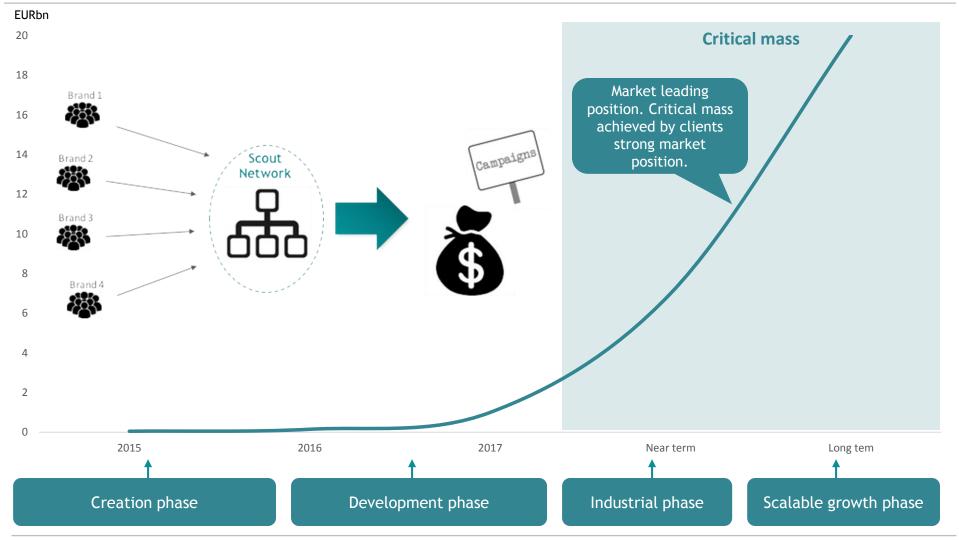
Customers in the iGaming market

Well positioned to become the #1 premium supplier of Daily Fantasy Sport solutions



Market leading position with high barriers

Pooled network liquidity with strong customers creats an advantage

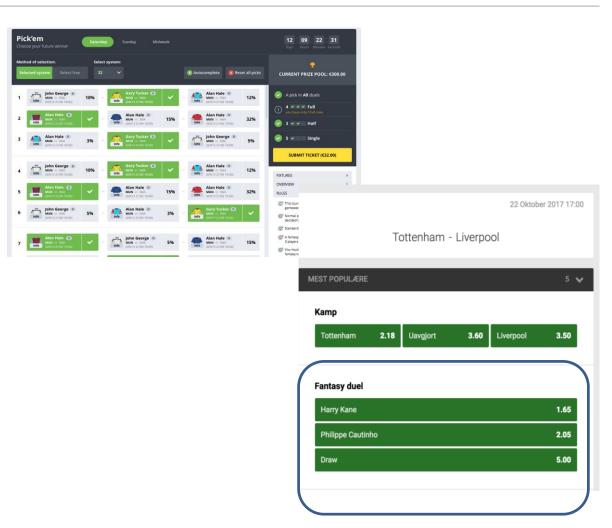


Product innovation - sneak peek



Revenue driving up-coming pool betting games and odds

Games Pick'em (Player focus) Fantasy odds/duel (Player focus) **Advantages** Higher Rake Higher margins Player foucus Revenue driving





Exceptional customer pipeline with high value contracts

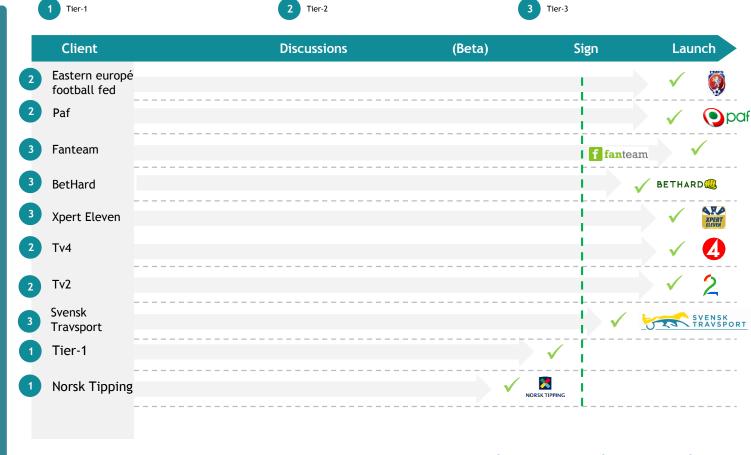


Pipeline status

Client development Oct'16- Nov'17

Comments on the pipeline

- Secured high value contracts in a short timeframe
- High success rate indicating high demand for new income sources
- Adding customers to the network



+ 30 ongoing discussions with Tier-1/2 clients



Transaction



IPO First North

Transaction

IPO 60 mSEK

Pre money valuation 225 mSEK

Planned first day of trading 6 December

Structure

Cornerstone investors
Novobis AB
Knutsson Holding AB
Handelsbanken Fonder
Swedbank Robur Fonder
Lars Wingefors AB
NAXS AB (publ)
50 mSEK
8 mSEK
8 mSEK
8 mSEK
8 mSEK

Retail & Other 10 mSEK