

Q3 2015

THIRD QUARTER REVENUES GREW 24%



- Revenues of SEK 972.9 million (+24%) ↑
- Organic growth +15% ↑
- Operating income of SEK 260.2 million (+26%) ↑
- Gross turnover, Sportsbook +36% ↑
- Deposits +18% ↑



BUSINESS UPDATE



Products

Platform

Brands



Techsson



Business to Consumers (B2C)



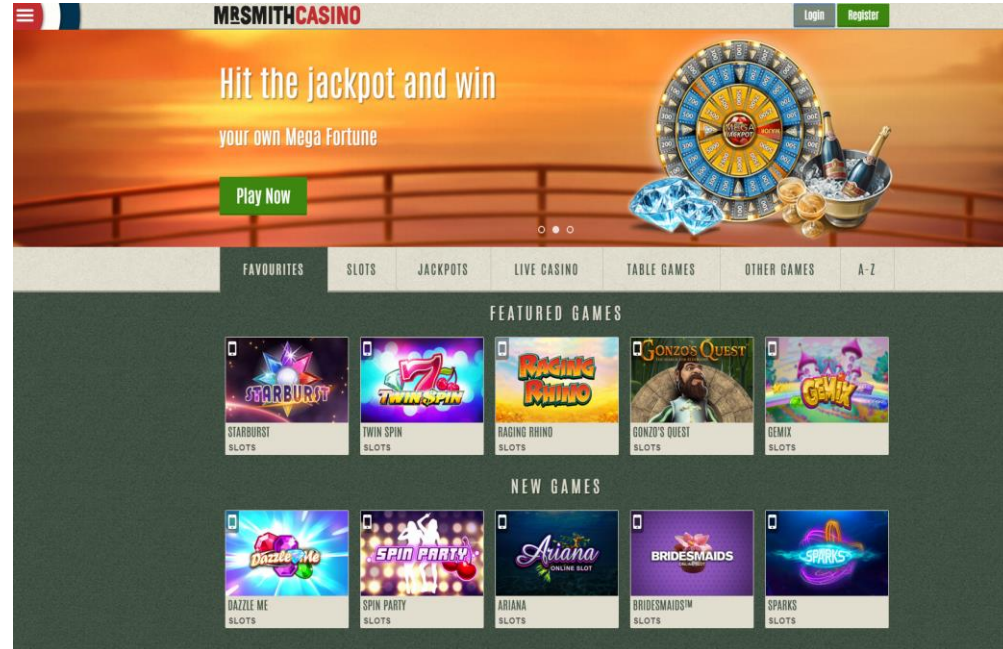
Business to Business (B2B)





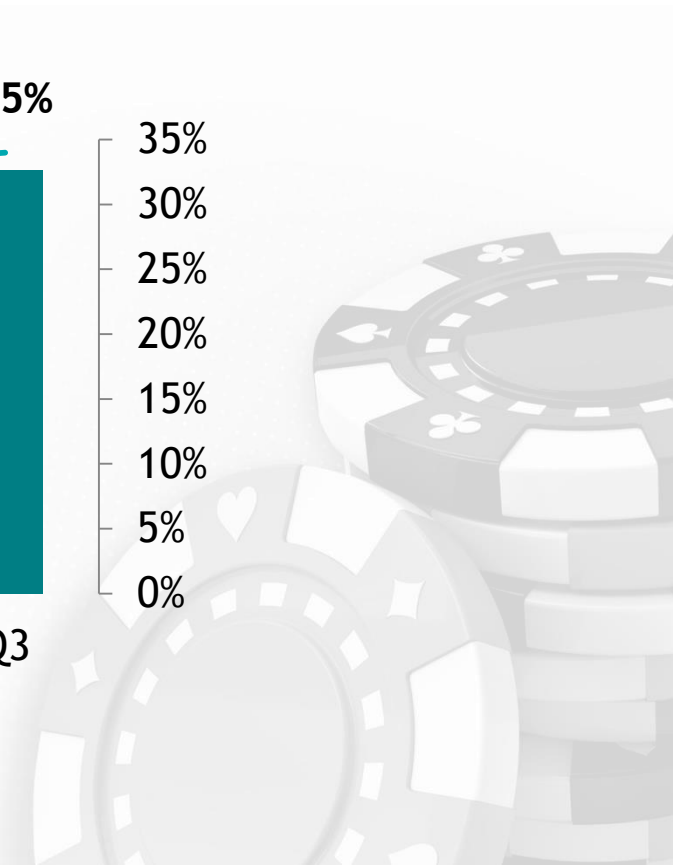
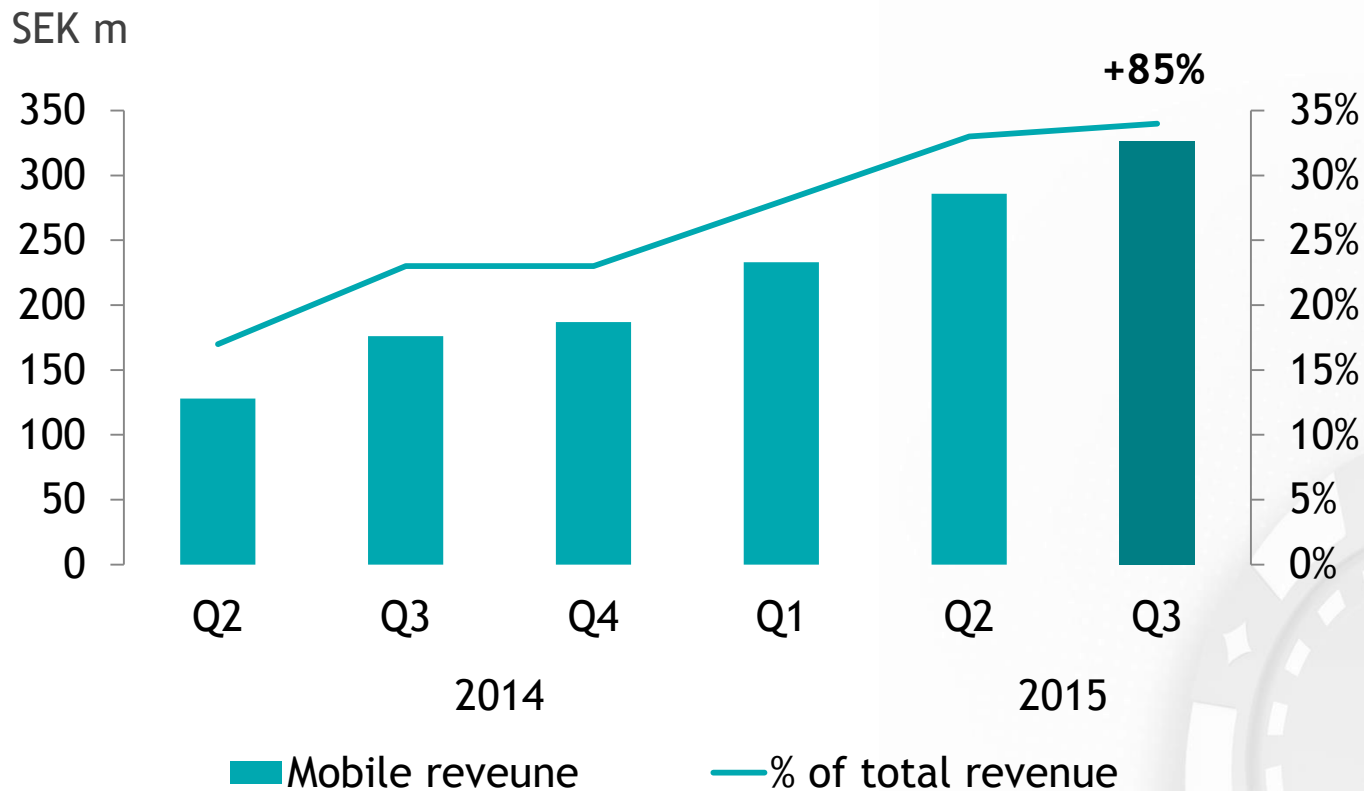
“Technical” migration

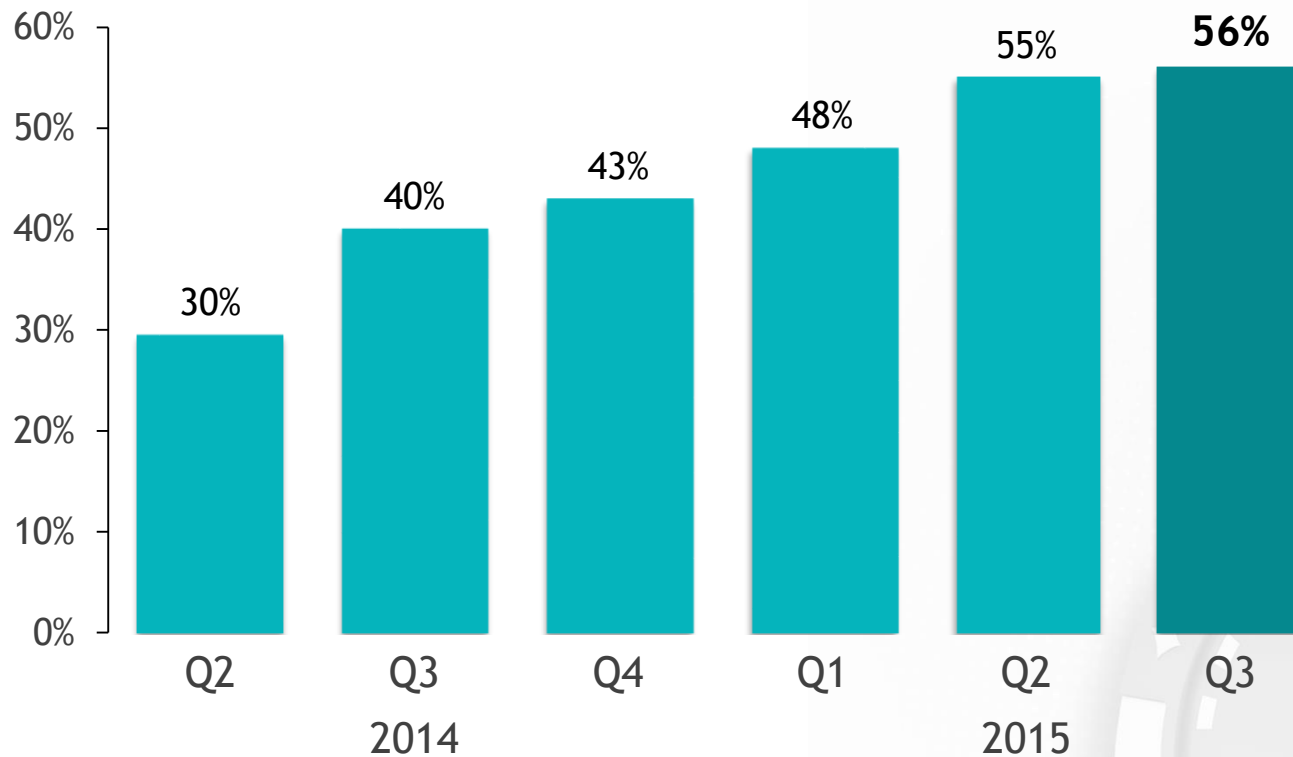
- First brand launched on new front-end framework (New API)
- Faster site
- Speeds up front-end development
- Live casino on mobile
- Campaign & Communication management tools



- **34 percent** of total revenues in Q3
- Growth of **85 percent**
- Release of iOS App for Mr Smith Casino



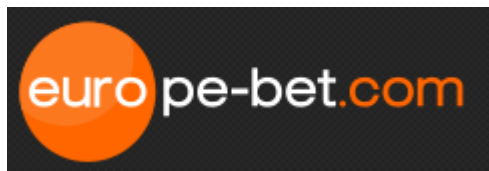




- Acquired by Betsson 29 June (100% of the shares)
- Betsson gained a strategic stronghold in the region
- Competitive product offers, possibilities for future sustainable growth
- Current local license in Georgia is solid, and is expected to remain unchanged



- Contributed with SEK 75.2 million in revenues
- Growth of 13%* (local currency)
- Operating income of SEK 23.0 million



*Includes entire Q3 period. Adjusted for the contribution from the FIFA World Cup last year, growth was 16%

FINANCIAL HIGHLIGHTS



- **Revenues of SEK 972.9 (782.1) million**
- **Total growth of 24 percent**
- **Organic growth amounted to 15 percent**
- **FX of SEK -17.7 million (excluding Europe-Bet)**

Figures in brackets refer to the same period last year



- EBIT of **SEK 260.2** (207.2) million, a growth of **26 percent**
- FX of total **SEK -24.2** million (excluding Europe-Bet)
- Europe-Bet had FX of **SEK -6.2** million*
- EBIT margin of **26.8 percent** (26.5)

*If the relationship between GEL (the local currency in Georgia) and SEK had been the same this year as the previous year

Figures in brackets refer to the same period last year



- Cash by end of period **SEK 516.2 million** (493.6)
- **Earnings per Share SEK 1.78** (1.40), a growth of **27 percent**

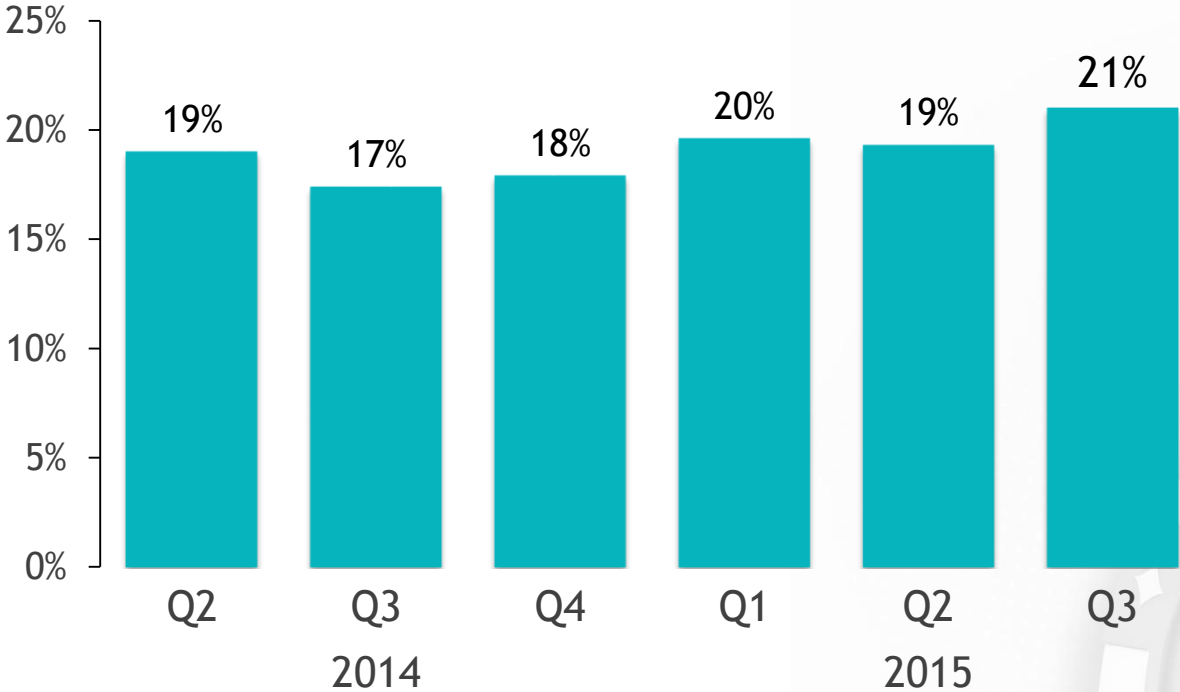


REVENUES, 24% GROWTH

SEK m

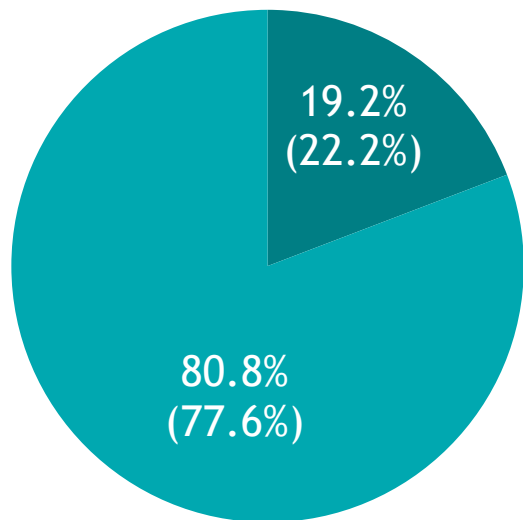


MARKETING OF TOTAL REVENUE (%)



PRODUCT AND GEOGRAPHICAL SPLIT



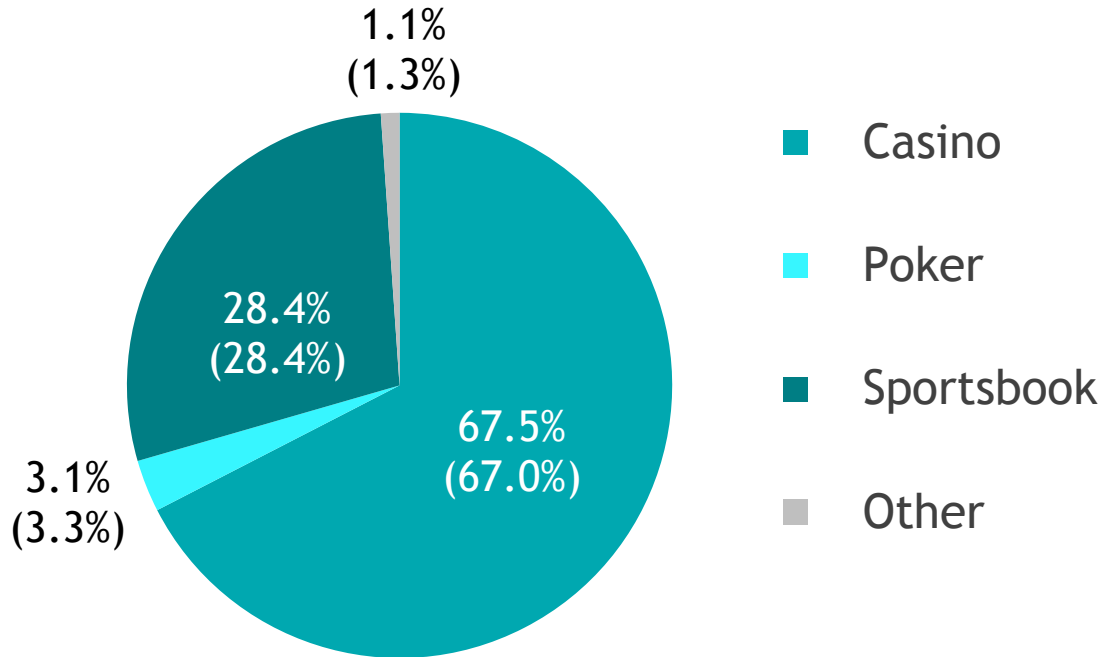


- B2B, Business to business
- B2C, Business to consumers



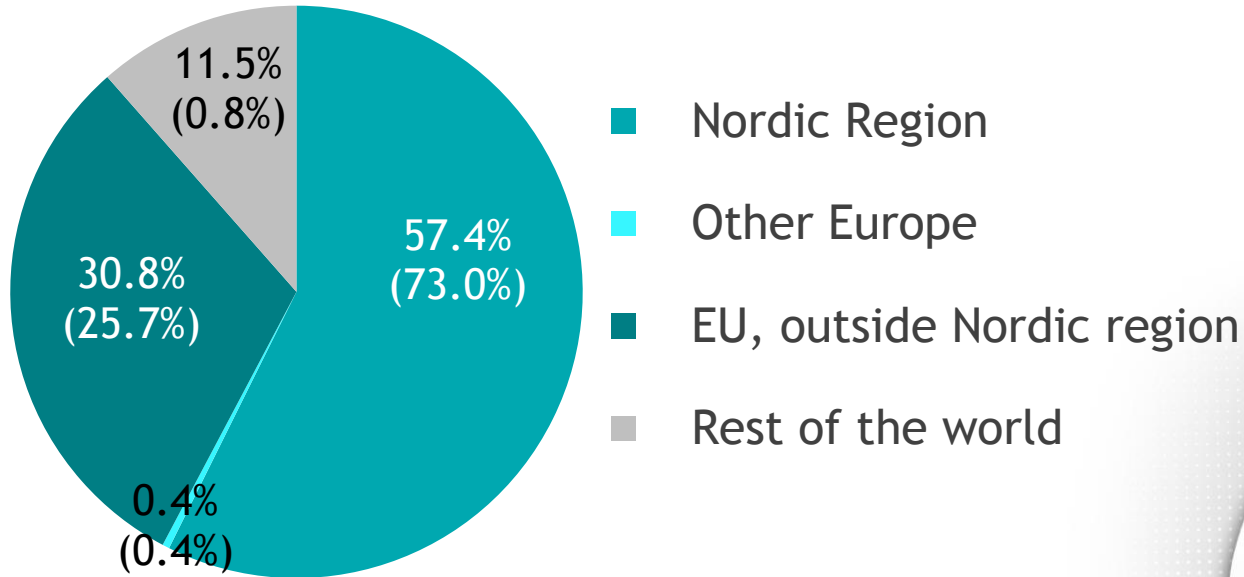
	Actual (SEK m)	Total Growth (%)
B2C	786.1	29%
B2B	186.7	7%





Figures in brackets refer to the same period last year



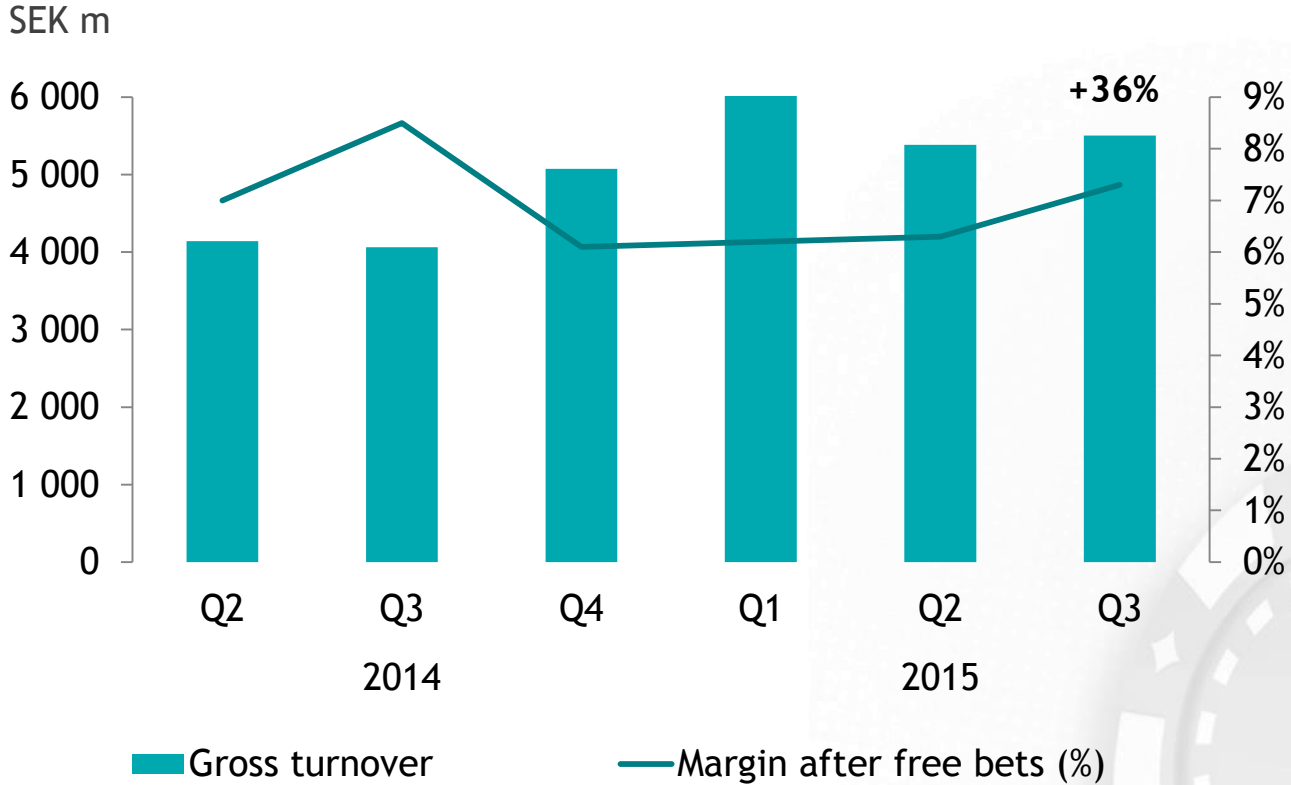


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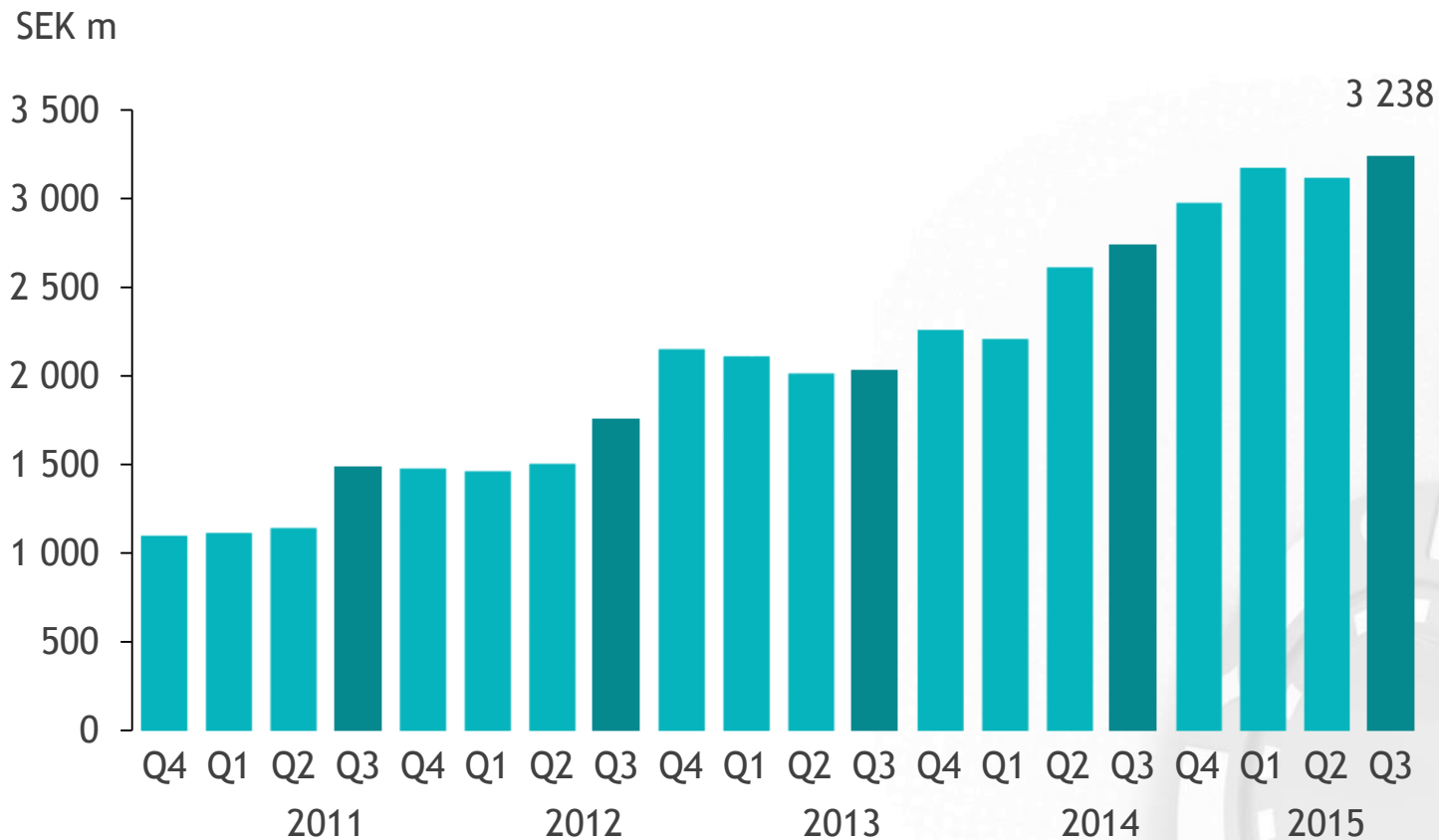


KEY PERFORMANCE INDICATORS



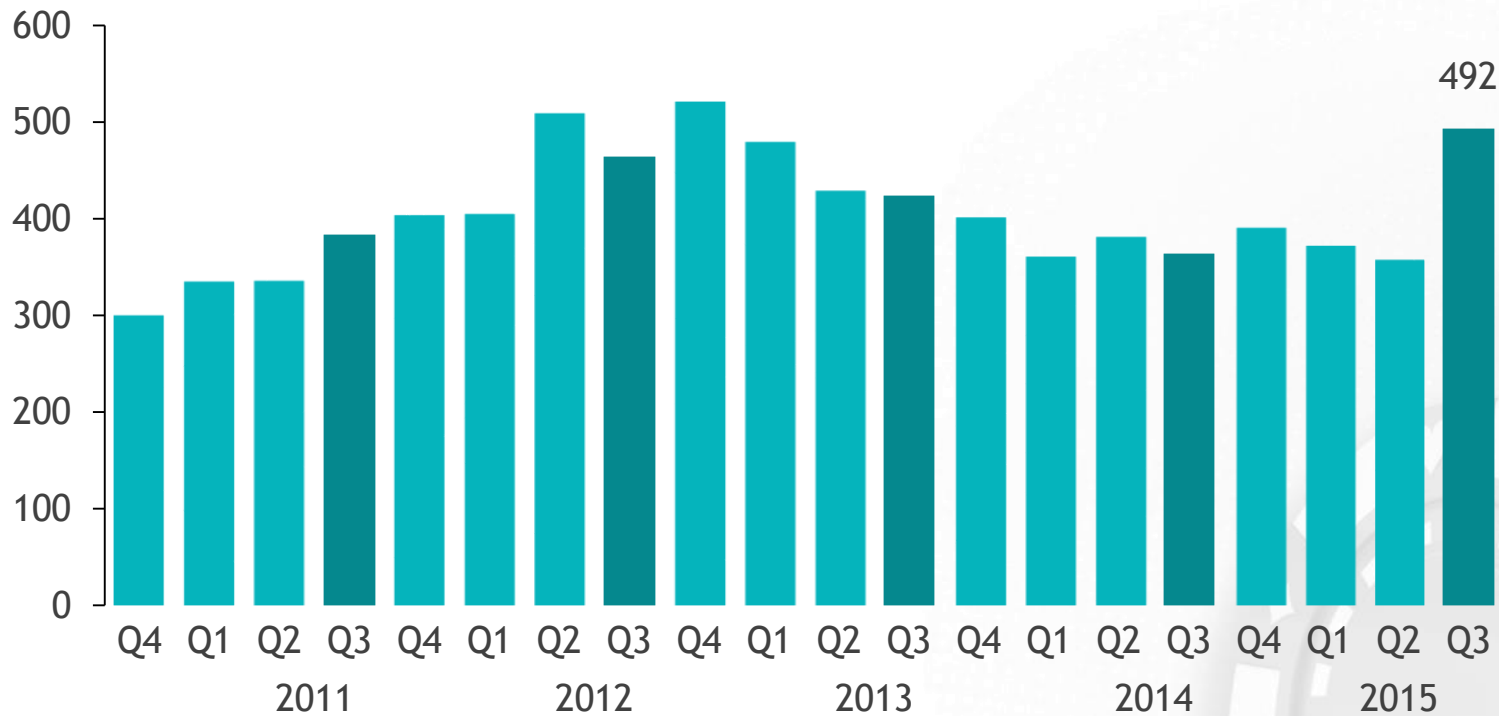


DEPOSITS - 18% GROWTH



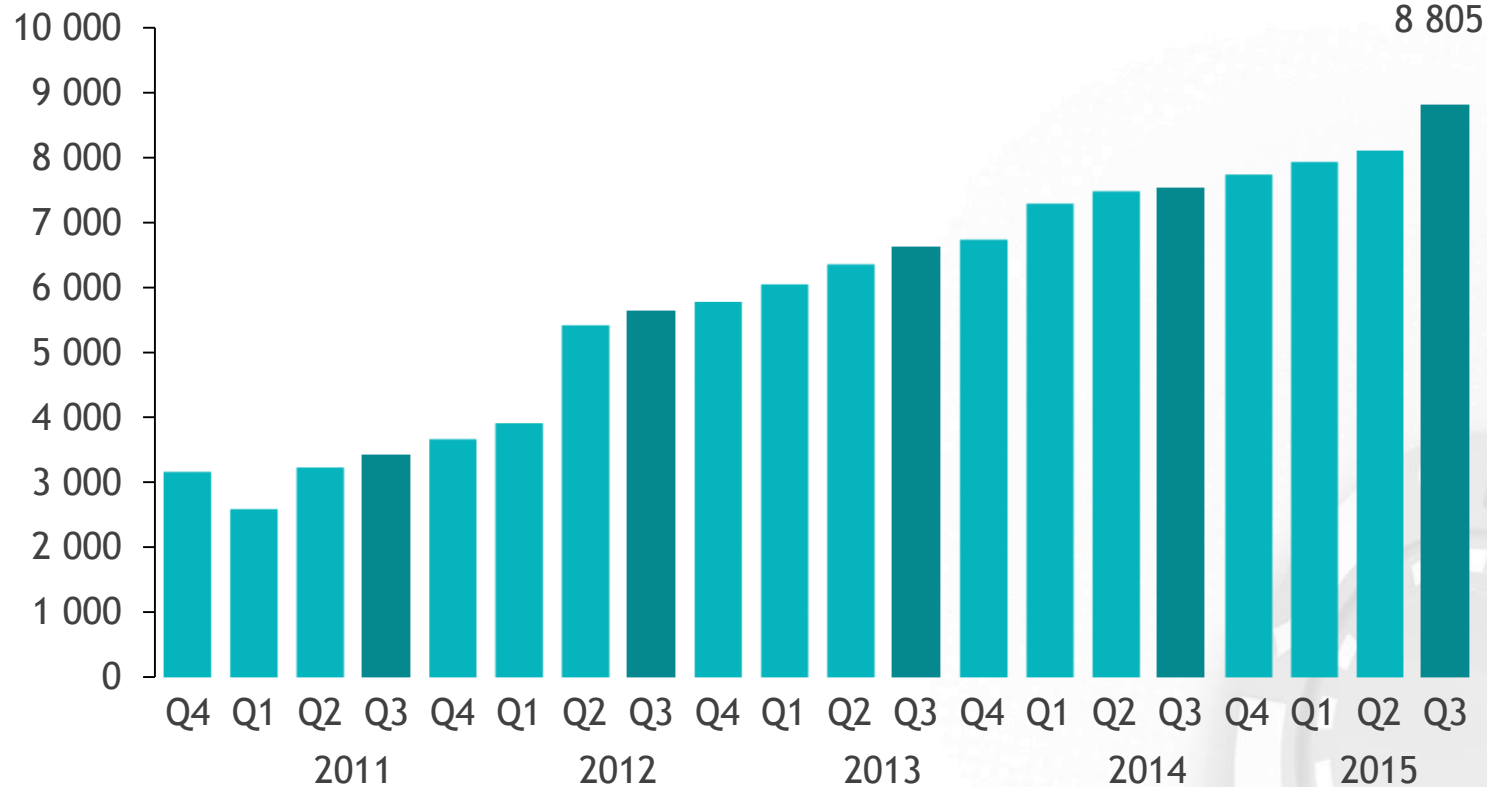
ACTIVE CUSTOMERS - 35% GROWTH

Thousand



REGISTERED CUSTOMERS

Thousand



LEGAL UPDATE



The Netherlands

- The proposed new Dutch legislation is still in the second chamber in the parliament waiting to be processed
- The political development has been delayed and progress is not expected until late Q1 2016
- Implementation is expected towards Q1/Q2 2017

Portugal - Timetable for new regulation

- Betsson is preparing for the upcoming licensing process
- Licenses to be issued during 2016



Sweden - Timetable for new regulation

- Legislative process has been initiated. Chairperson is not appointed yet
- Law proposal planned for Dec 2017
- Start of new legislation planned for **1 July 2018**



EVENTS AFTER Q3



- Due to lower Sportsbook margins, the fourth quarter of 2015 started with revenue *just under* the daily average for the third quarter of 2015. The underlying activity follows seasonal patterns
- Hessen court case



Q&A

