



INVESTOR PRESENTATION
JUL-SEP 2022

Financial Highlights from the Quarter

- **Net Revenue of SEK 445 (354) million**
 - 25.5% Y-o-Y growth
 - Strong organic growth of 19%
- **Adjusted EBITDA of SEK 113 (71) million, representing a 25% margin**
- **Solid cash flows with SEK 131 million of operating cash flows for the period**
- **Additional SEK 185 million in cash proceeds from Innova divestment**
- **Key takeaways:**
 - Fourth consecutive quarter of growth and strong profitability
 - Nice rebound in margin but long-term normalized level should be ~20-22%

445

SEKm

Net Revenues
Q3 2022

113

SEKm

Adj EBITDA
Q3 2022

26%

Net Revenue Growth
(Y-o-Y)

19%

Organic
Growth
(Y-o-Y)



Operational Highlights – Service Segment

- **Key figures**

- Net Rev of SEK 150 million, representing 44% growth – all organic
- Adj EBITDA of SEK 19 million, representing 42% growth and 13% margin

- **Operational highlights**

- Fireshine continues strong performance
 - Digital publishing was a key contributor to Q3 performance
 - Ten more digital indie studio games signed for 2023 and 2024
- Petrol showcased its industry leading creative and brand expertise with:
 - Call of Duty Modern Warfare II campaign
 - Marvel Snap launch campaign – reaching number one free to play game and number one strategy game on mobile at release



Operational Highlights – Game Segment

- **Financial performance highlights**
 - Net Rev of SEK 295 million, representing 18% growth – 8% organic
 - Adj EBITDA of SEK 99 million, representing 48% growth Y-o-Y and 34% margin
- **Highlights for the quarter included**
 - Net Revenues for Daybreak grew by 27% Y-o-Y in the quarter
 - My Singing Monsters celebrated its 10th year anniversary
 - Achieved the highest daily revenue in its history
 - Lord of the Rings Online monthly active players increased by 11% Y-o-Y with new content updates and the launch of Amazon TV series
 - Piranha beginning to ramp up the WFH business successfully



Innova divestment

- **Successfully closed on the sale of Innova to a third party in September**
 - Sold to Games Mobile ST LTD, a Cypress based private gaming group
- **Summary of key terms**
 - EUR 21 million of cash consideration
 - EUR 17 million at closing
 - EUR 4 million to be paid quarterly in equal installments over 18 months
 - Contingent consideration of up to an additional EUR 13.5 million first 5 years
 - Not counting on this but provides additional level of upside in a remote scenario where things normalize in the region
- **Great outcome given the circumstances that further strengthened the group**
 - Significantly improved liquidity and credit profile
 - Cash increase of SEK 185.3 million in Q3
 - Total cash balance stands at SEK 654 million as a result against SEK 405 million of debt
 - De-risks the overall group
 - Finally out of Russia and no more geopolitical risk exposure
 - Original MBO structured could have worked but the on-going contractual relationship as the seller debt provider could have resulted in some unknown further risks – no longer the case now



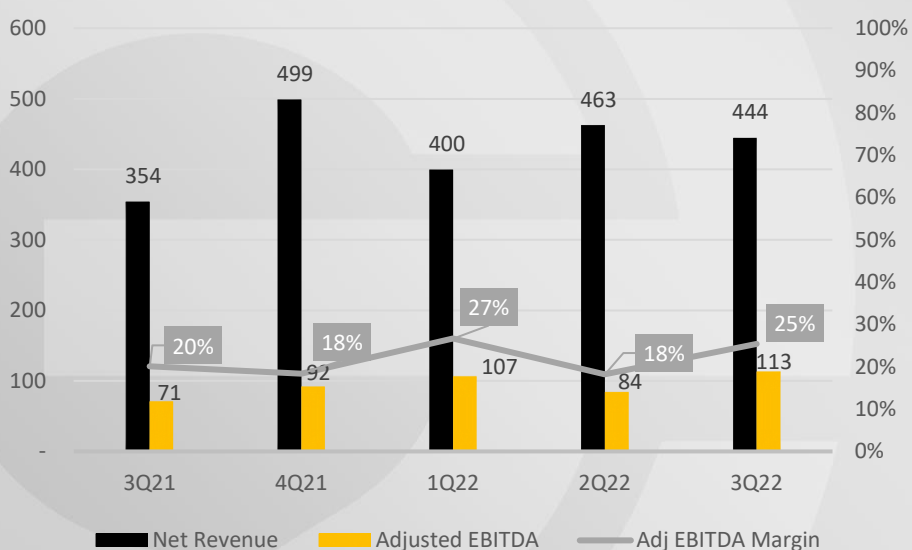
Q3 2022 FINANCIAL DISCUSSION |



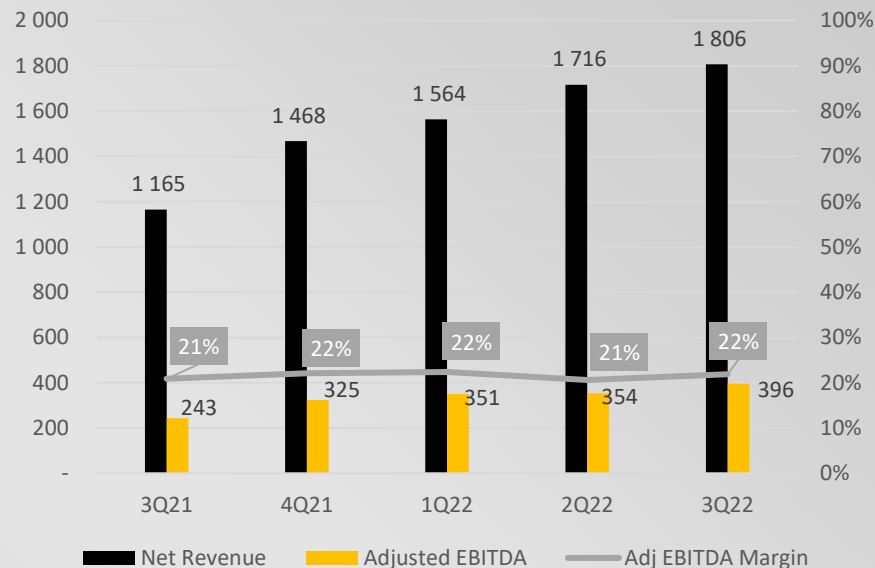
Net Revenue and Adjusted EBITDA

MSEK

QUARTERLY



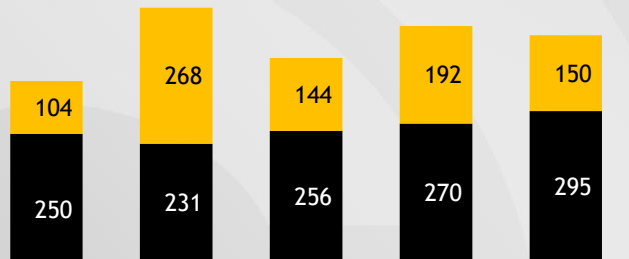
LTM



Net Revenue by Segment

MSEK

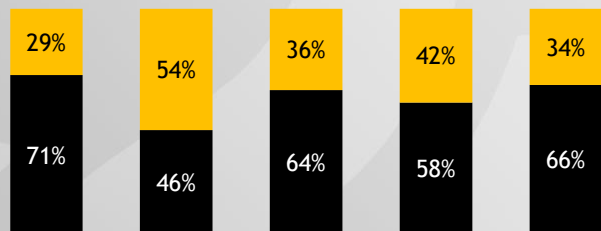
QUARTERLY NET REVENUE



3Q21 4Q21 1Q22 2Q22 3Q22

■ Game ■ Service

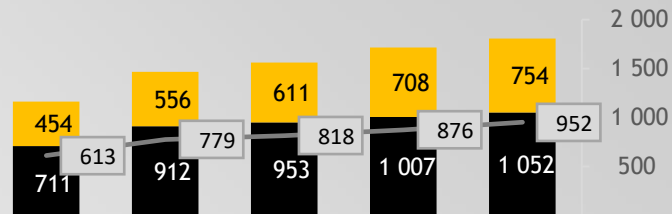
QUARTERLY NET REVENUE MIX



3Q21 4Q21 1Q22 2Q22 3Q22

■ Game ■ Service

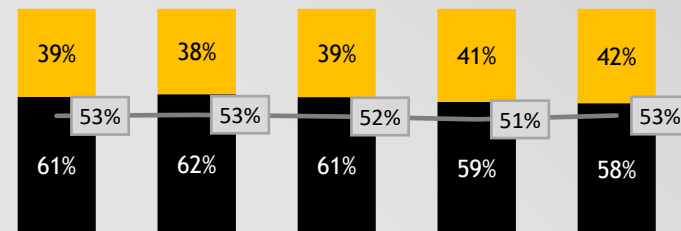
LTM NET REVENUE



3Q21 4Q21 1Q22 2Q22 3Q22

■ Game ■ Service — Sustainable Revenue

LTM NET REVENUE MIX



3Q21 4Q21 1Q22 2Q22 3Q22

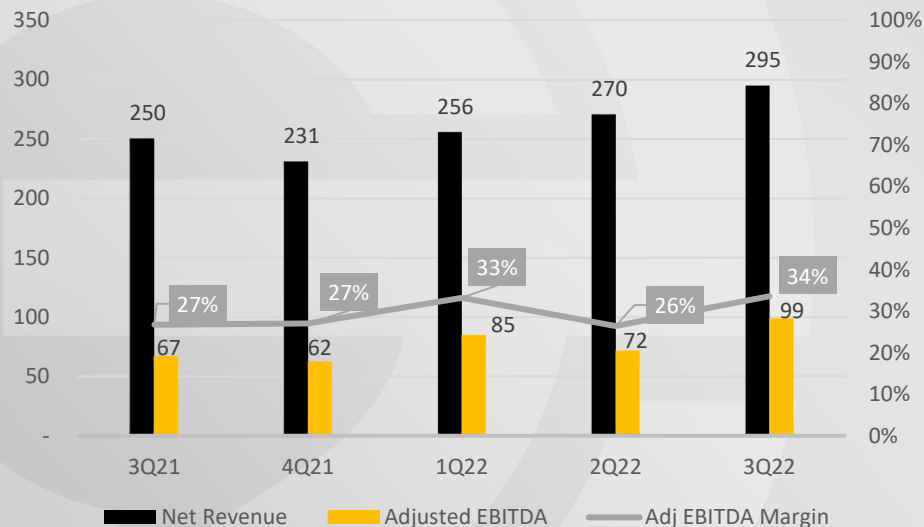
■ Game ■ Service — Sustainable Revenue



Game Segment – Q3 2022 Net Revenue and Adj EBITDA Mix

MSEK

QUARTERLY GAME



Q3 Net Revenue contribution

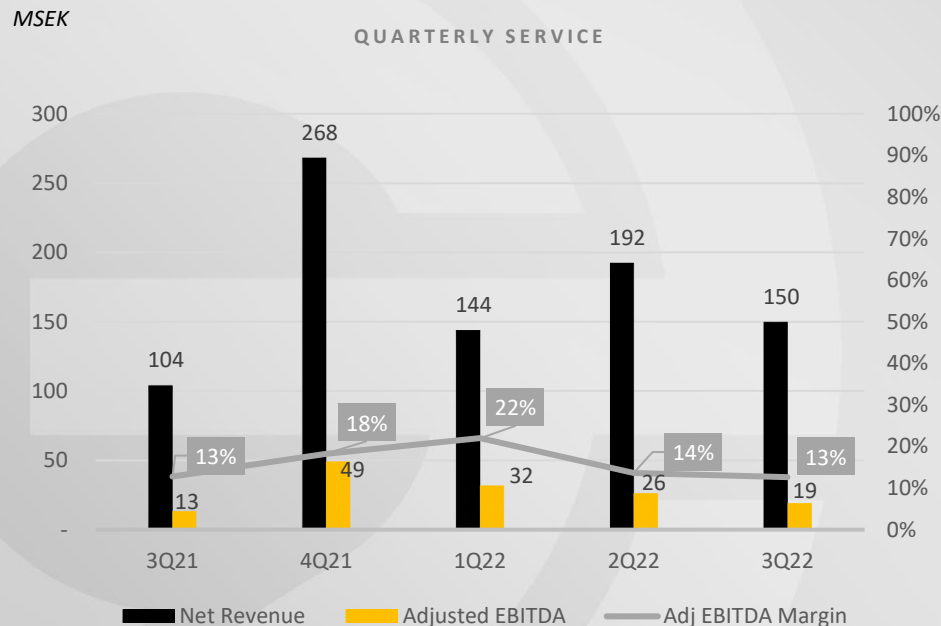
Daybreak	216	73%
Big Blue Bubble	48	16%
Piranha	25	9%
Toadman & AMG	5	2%
Game segment total	295	100%

Q3 Adj EBITDA contribution

Daybreak	65	66%
Big Blue Bubble	30	30%
Piranha	9	9%
Toadman & AMG	-5	-5%
Game segment total	99	100%



Service Segment – Q3 2022 Net Revenue and Adj EBITDA Mix



Q3 Net Revenue contribution

Fireshine	83	56%
Petrol	66	44%
Service segment total	150	100%

Q3 Adj EBITDA contribution

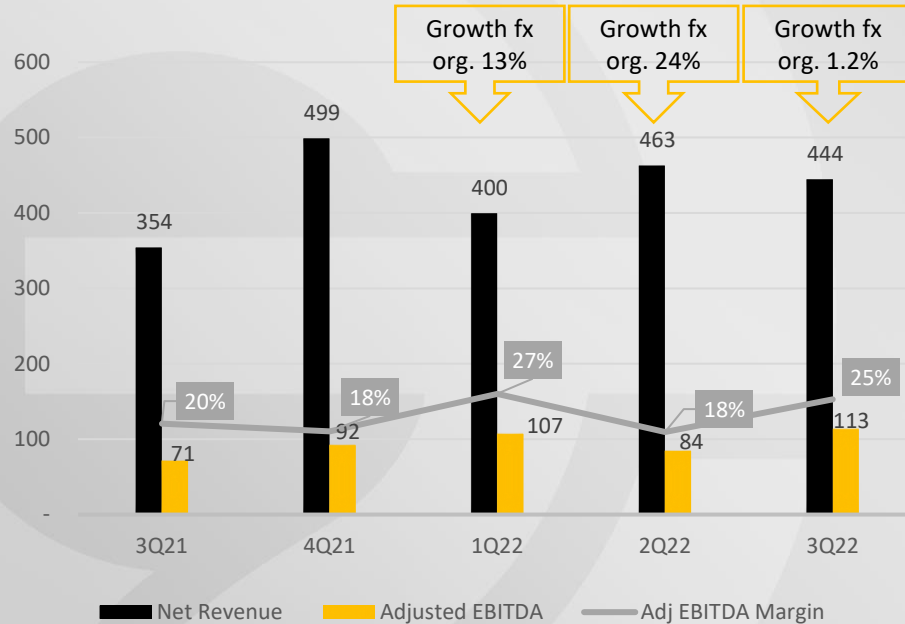
Fireshine	9	47%
Petrol	10	53%
Service segment total	19	100%



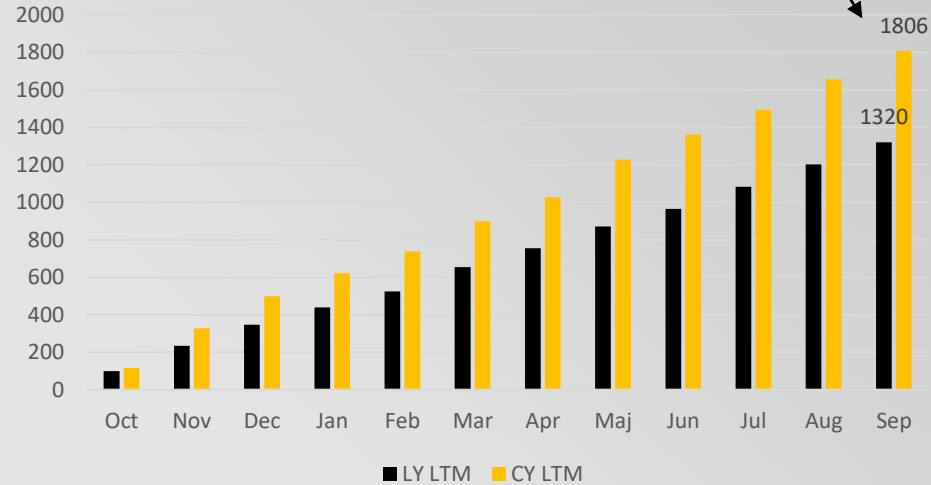
Target and guidance

MSEK

QUARTERLY



LTM NET REVENUE MSEK

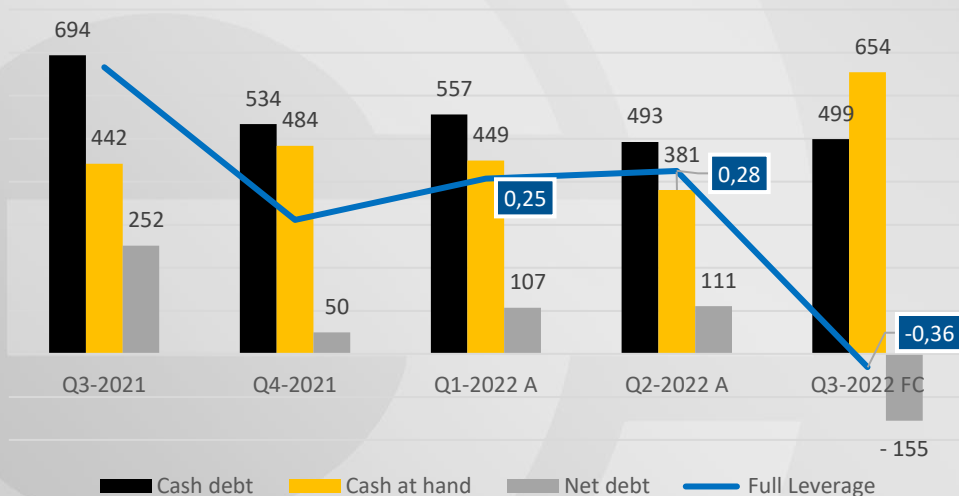


- **Around SEK 1.8 billion Net Revenue in 2022**
- **Margins at new normalized level**
- **Net Revenue in October amounted to SEK 148.1 million**



Net Debt to EBITDA ratio and cash

MSEK



INNOVA is not included from 2022 Q2. EBITDA refers to LTM proforma adjusted EBITDA.

Adjusted for cash component of Earn-Out and IFRS 16 leasing the net cash would be SEK 250 million instead of SEK 155 million



Q3 cash flow

Cash OB	381
Operation	+131
Investing	+141
Financing	-20
Currency fluctuations in liquidity	+21
Delta Cash	+273
Cash CB	654

Strong balance sheet

SUMMARY |



EG7 Investment Highlights

- Consistently delivering strong results quarter after quarter
- Continued organic growth despite the market challenges
- Stable recurring revenues, consistently producing strong operating cash flows
- Portfolio of world class IPs with significant long-term product upside potential
- Improving liquidity and credit profile critical especially during uncertain times
- No more Russia related risk with the successful divestiture of Innova
- Significant insider ownership and full alignment with investors



Q&A |

