

# PRESENTERS



STEFAN NELSON

GROUP CFO



GUSTAF HAGMAN

GROUP CEO



PER NORMAN

CHAIRMAN OF THE BOARD



Q1 2022



## REVENUE

98.5 EURm

1.8 EURm

## ORGANIC GROWTH

0%

+9% EXCL. NL

## DEPOSITING CUSTOMERS

455,843

-1%

## EBITDA

14.1 EURm

14.4% MARGIN

## REGULATED AND TAXED SHARE

71%

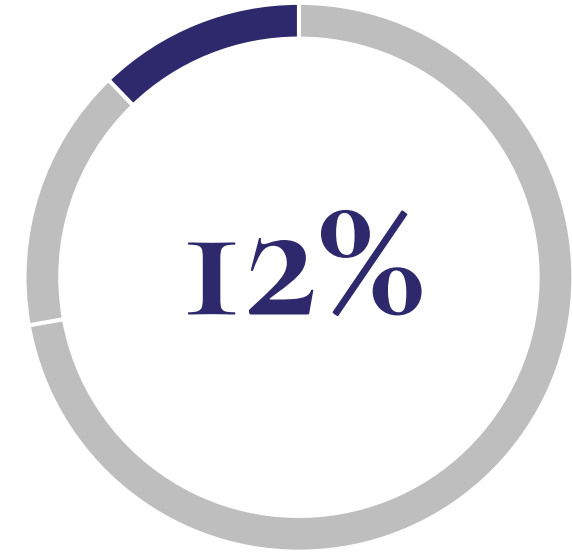
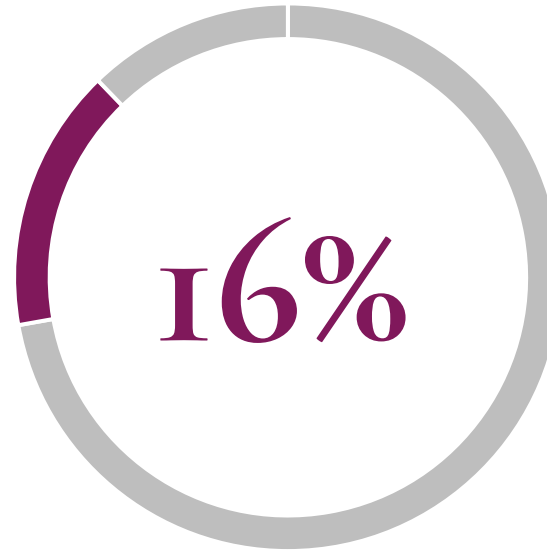
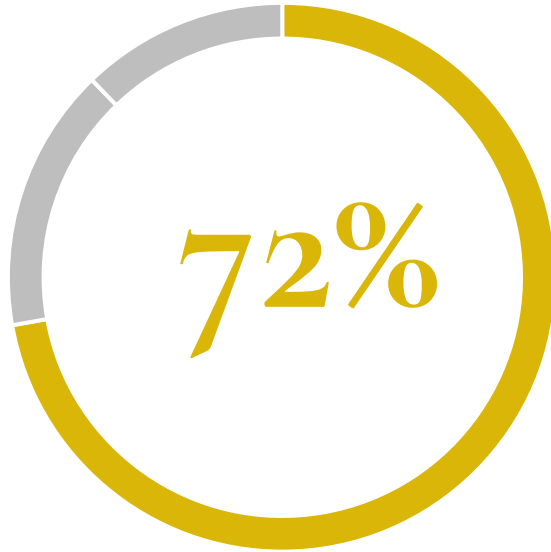
74% INCL. ON

## NDCs

174,751

-6%

## PRODUCT MIX (GROSS GAMING REVENUE) – 44% GROWTH IN SPORT







HIGHLIGHTS

Nordics

- Another all-time high quarter in Sweden, largest private operator in the market
- Expekt continues to deliver exceptional growth

Rest of Europe

- License application for Netherlands submitted
- Spain and Italy continue to deliver solid growth
- Closure of the Netherlands and German headwinds continues to impact reported numbers

Rest of World

- Successful launch in Ontario, Canada
- Preparation for US launch according to plan

NORDICS



+39%  
Growth Y-Y

48.8  
EURm NGR

REST OF EUROPE



-36%  
Growth Y-Y

25.5  
EURm NGR

REST OF WORLD



+19%  
Growth Y-Y

22.4  
EURm NGR



### HIGHLIGHTS

- Two new tech hubs, up to 100 new developers in the coming two years
- Blue Guru Games – first game launched and expansion into the US during the year
- Settlement with the Dutch Tax Authorities, 14.9 EURm in income tax relating to Royal Panda audit for 2015-18
- Increased ownership in CasinoGrounds (80%) and Pixel.bet (90%)

### Awards

- “Online Gaming Operator” award at 2022 International Gaming Awards
- “Online Casino of the Year” at the 2022 Global Gaming Awards





*Preliminary revenues*

*April 2022*

34.0 EURm

4%

+12% ex. the Netherlands

*compared to April last year*

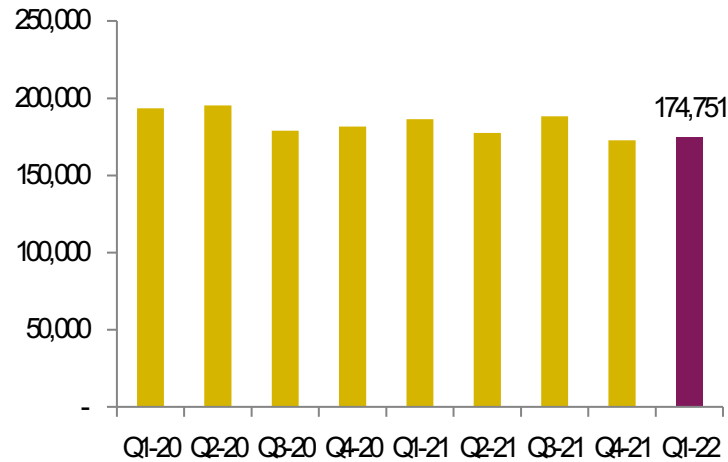




# BUSINESS KPIs AND FINANCIALS

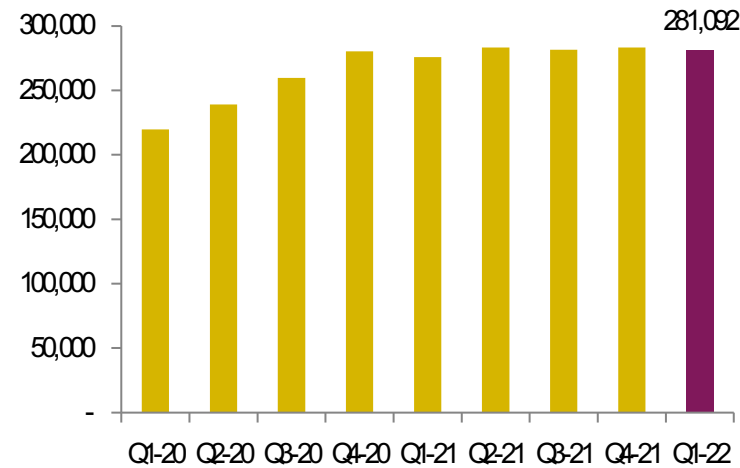


NEW  
DEPOSITING CUSTOMERS



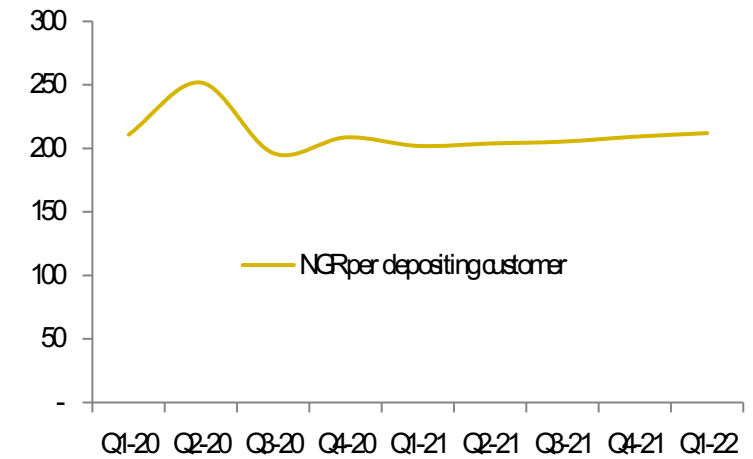
- New Depositing Customers (NDCs) decreased 6% Y-Y and increased 1% Q-Q

RETURNING  
DEPOSITING CUSTOMERS



- Returning Depositing Customers (RDCs), increased 2% Y-Y and decreased 1% Q-Q

AVERAGE  
CUSTOMER SPEND



- Average player value increased 5% Y-Y and 1% Q-Q
- Long-term trend is explained by a larger share of leisure players and shifted geographical mix

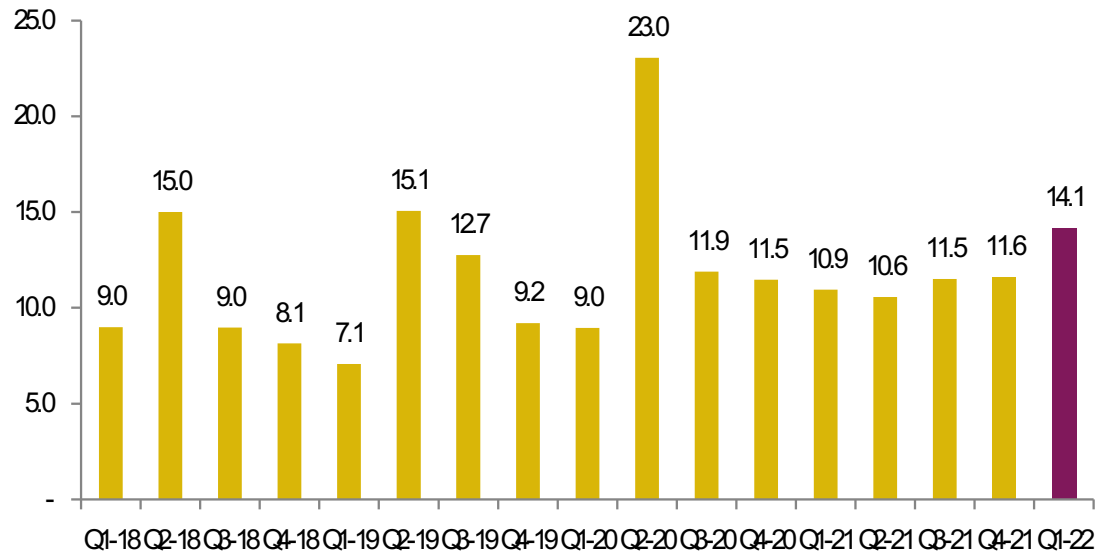
- Total customer base (NDCs and RDCs) decreased 1% Y-Y was unchanged 0% Q-Q



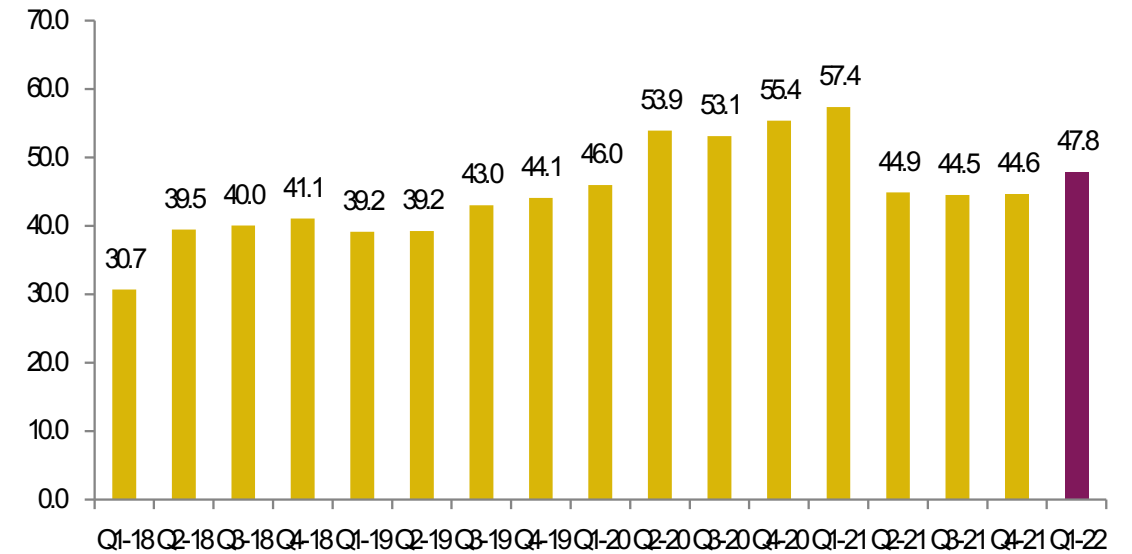
# EBITDA OVER TIME



EBITDA (adj.) EURm



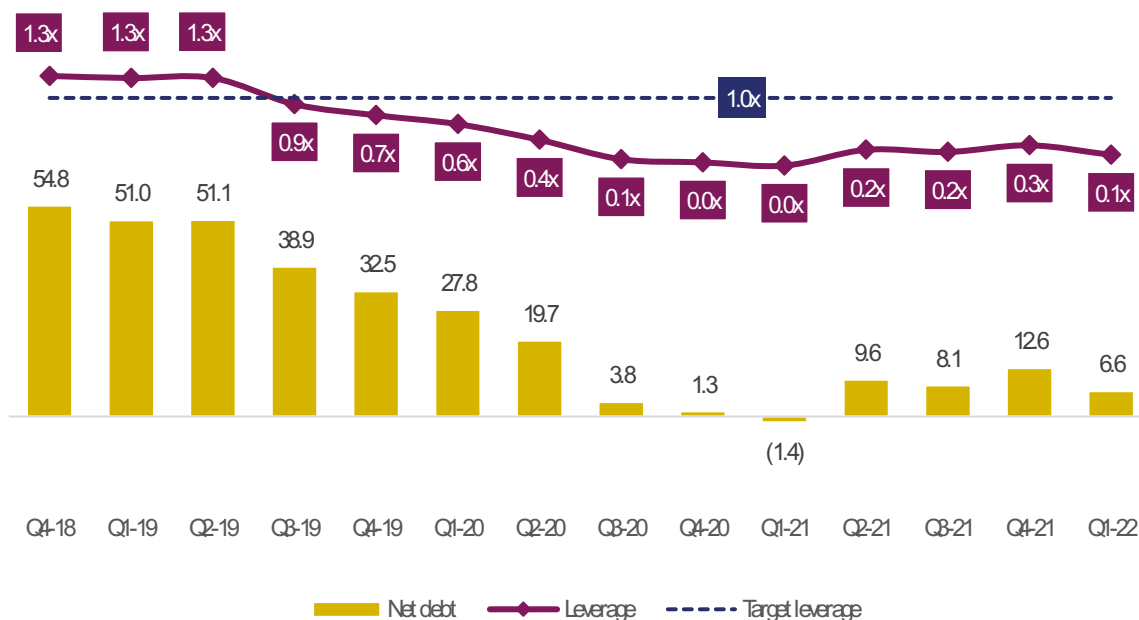
LTM EBITDA (adj.) EURm



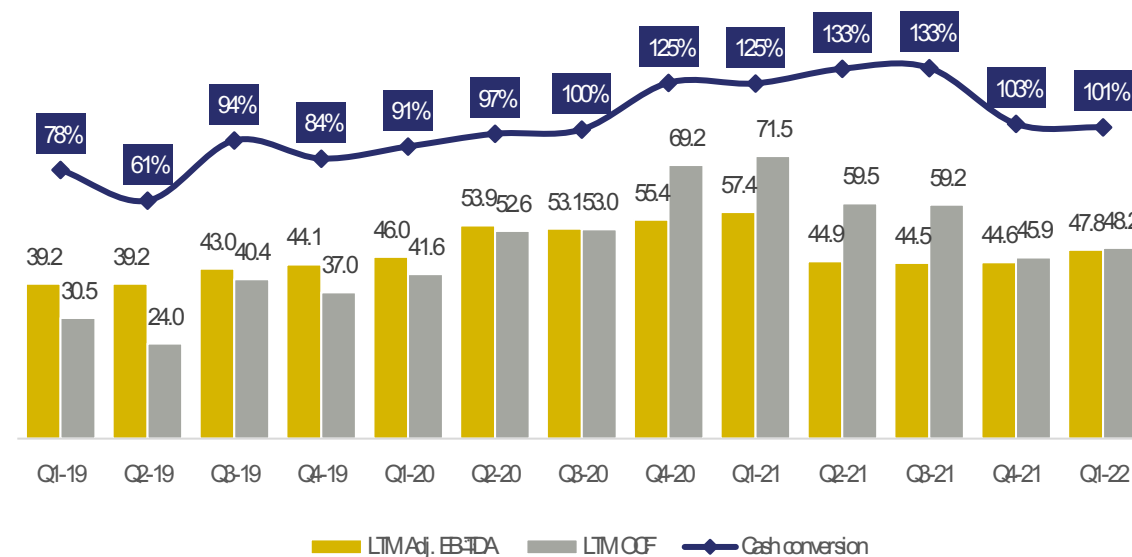
- Reported and adjusted EBITDA in Q1 was EUR 14.1 m, reflecting an adjusted EBITDA margin of 14.4%
- Improved EBITDA reflects improved supplier terms and lower marketing investments, which have more than offset increased personnel costs and higher costs related to strategic projects
- Marketing spend of EUR 29.9 m in Q1. Marketing cost in relation to revenues decreased to 30.3%, which is lower than the same quarter last year (37.4) and the previous quarter (34.4), reflecting increased efficiency.
- LTM EBITDA increase versus last three quarters



## NET DEBT AND LEVERAGE POSITION



## CASH CONVERSION



- Continued strong cash flow generation, with over 100% cash conversion during the past 12 months
- Current Net debt at 0.1x LTM adjusted EBITDA
- Decrease in net debt in Q1 and still well below the leverage target

All figures in EURm unless otherwise stated

Net debt defined as interest-bearing debt less cash and cash equivalents (net of player balances)

Leverage defined as Net debt divided by Adj. LTM EBITDA



# MGM OFFER



PER NORMAN

CHAIRMAN OF THE BOARD

# THE OFFER IN BRIEF – RECOMMENDED PUBLIC CASH OFFER FROM MGM



<b>Bidder</b>	<ul style="list-style-type: none"> <li>MGM Casino Next Lion, LLC, a wholly owned indirect subsidiary of MGM Resorts International (“MGM”)</li> <li>MGM is a global entertainment company with locations featuring e.g. hotels and casinos, meetings and conference spaces, live and theatrical entertainment experiences, and restaurant, nightlife and retail offerings</li> </ul>
<b>Price and value</b>	<ul style="list-style-type: none"> <li>Offer price: SEK 61 in cash per share</li> <li>Total equity value: SEK 5,957 million</li> </ul>
<b>Premium</b>	<ul style="list-style-type: none"> <li>1 day: 44.1%; 30 trading days volume-weighted average price: 57.6%; 180 trading days volume-weighted average price: 76.5%</li> </ul>
<b>Board recommendation &amp; support</b>	<ul style="list-style-type: none"> <li>LeoVegas’ Board<sup>(1)</sup> unanimously recommends all shareholders to accept the offer, supported by fairness opinion from BDO stating that the offer is fair from a financial perspective</li> <li>CEO Gustaf Hagman and certain other shareholders, collectively owning 15.3% of the outstanding shares in LeoVegas, have undertaken to accept the offer<sup>(2)</sup>. In addition, Torsten Söderberg, who is also a Board member of LeoVegas and together with family owns 4.6% of the outstanding shares, has stated that he is very supportive of the Offer</li> </ul>
<b>Conditions</b>	<ul style="list-style-type: none"> <li>Customary conditions, including but not limited to 90% acceptance and regulatory approvals</li> </ul>
<b>Indicative timetable</b>	<ul style="list-style-type: none"> <li>Publication of offer document 2 June 2022</li> <li>Acceptance period 3 June 2022 – 30 August 2022</li> <li>Commencement of settlement 7 September 2022 (subject to completed offer)</li> </ul>
<b>Questions</b>	<ul style="list-style-type: none"> <li>Any questions with regards to the offer should be directed to the bidder</li> <li>Please see the bidder’s website <a href="http://investors.mgmresorts.com/investors/leovegas">http://investors.mgmresorts.com/investors/leovegas</a> for further details</li> </ul>

(1) The Board member Torsten Söderberg and the Company’s largest shareholder and CEO Gustaf Hagman have not participated in the LeoVegas Board of Directors’ evaluation or discussions regarding the Offer due to a conflict of interest

(2) The irrevocable undertakings apply irrespective of whether a higher competing offer is made. The irrevocable undertakings will terminate if the Offer is not declared unconditional on or before 31 October 2022



# Q&A