

# Important information

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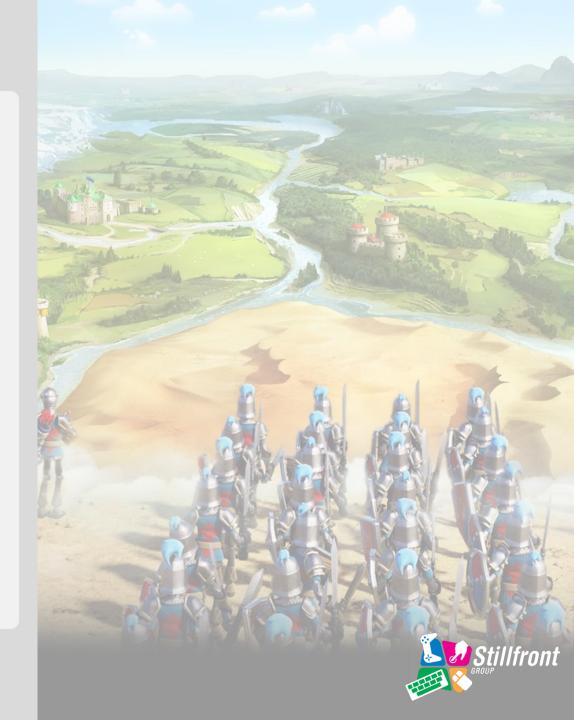
# **AGENDA**

1.

## Introduction to Stillfront

2. Investment highlights

Appendix

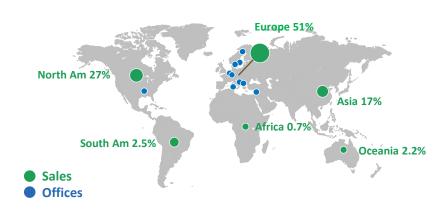


# Stillfront – a market leader in online strategy-games

## Stillfront at a glance

- Market leader in the genre free to play browser and mobile strategy-games, with a loyal customer base and games with long lifetime
- Well-diversified game portfolio with established blockbuster IPs and many small to midsized growing and profitable IPs
- 4.2 million monthly users, MAUs, and 1.0 million daily users, DAUs<sup>1)</sup>
- Main markets by revenue are US, Germany, MENA, France and UK
- Headquarter in Stockholm with a group of ten studios operating in Bulgaria, Germany, Jordan, Malta, Romania, Sweden and United States with a total of 460 professionals

## Global presence<sup>1)</sup>



### **Game Studios**



















## Massive track record<sup>1)</sup>





All time consumers to date







Note: 1) Excluding Imperia Online.



# The history of Stillfront



Highly successful strategy of acquiring, integrating, developing and growing game studios with proven track record of generating value



# Stillfront has achieved financial stability in a hit driven business

## Utilisation of two risk-mitigating strategies

Visualisation of Stillfront's data driven business model

Stillfront is positioned as a low risk game developer, publisher and operator Gaming industry characterised by large number of new releases with few largescale successes stories. Stillfront uses two primary strategies to mitigate this risk. with a diversified portfolio of primarily free to play strategy-games Games with long lifetime Diversified portfolio Operating a large number Developing games with of games long lifetime value Harvesting an Games as a Hobby ultra-loyal user **Stillfront** base with continued Highly profitable and engagement low-churning user base Building an attractive offering with **EBIT** Games as a Service personalised content drives Data driven long-term user engagement Capital Growth efficiency live op's Focus on gaming experience and user Free to play acquisition to support later conversion Diversified portfolio of games with Data driven with into paying users 30 y. long lifetime value high conversion rate 10 Stillfront utilises both strategies by Longest Conversion combining games with long lifetime, lifetime to Game online free to play strategy-games, studios date of Players Players together with a diversified portfolio Players Plavers Plavers game with global presence Players Players

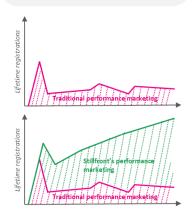


## A data driven business model

## The life cycle of consumers – tracking performance is key to scale user acquisition with positive ROI

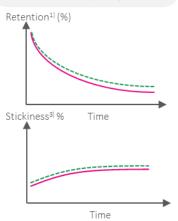
#### User acquisition

- Performance marketing is key to scalable success
- Store featurings and partners drive large volumes of traffic
- Predictive models of Lifetime Value guides user acquisition spending
- Buying traffic at scale with positive ROI as the goal



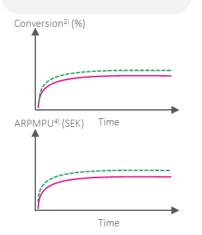
#### Active users

- Continuous work on improving retention and stickiness of the game – particularly onboarding and early game levels
- With time the retention smooths out as the stickiness increase on a stable level creating opportunities' for conversion to paying users



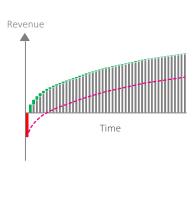
### Paying Users

- Pricing strategies, expansion of content and tailored offerings are ways to improve conversion and revenue per user
- Conversion from active users (AU) to paying users (PU) with increased commitment drives increase in revenues



#### Lifetime Value

- High quality data and predictive models, matched with a skilled performance marketing team, provides high certainty in payback times and consistent good marketing ROI
- With ARPMPU stability the lifetime value increases each month and increases ROI



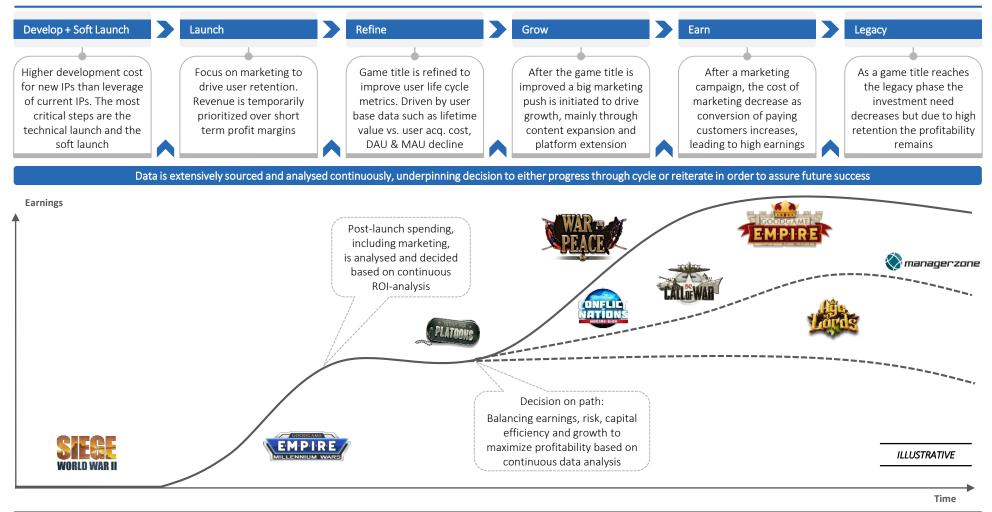
Stillfront has a unique strategy for performance marketing leveraging on accumulated user data

Accumulated user data, key competitive advantage and data driven improvements drives profits for years beyond initial payback time



# Strategic lifetime utilisation of game titles

## The life cycle of a game – performance guides investments over the different phases





# Leverage through engines, platforms and brands

## Portfolio leverage in several dimensions

#### Leverage through engines



#### Potential value of engine leverage

- High scalability by reuse of engines
- Thorough theme selection processes optimise theme and graphical appeal
- Low initial investment

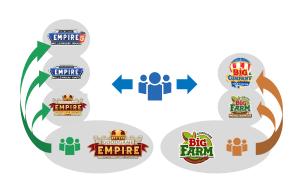
### Leverage through platform extension



#### Potential value of platform extension

- Singular game with multiple accessibility
- Leverages existing products' assets
- Improves distribution, interaction, retention, time and spend on existing product
- Mobile access could contain PWA, Native, HTML5 mobile browser

### Leverage through brands



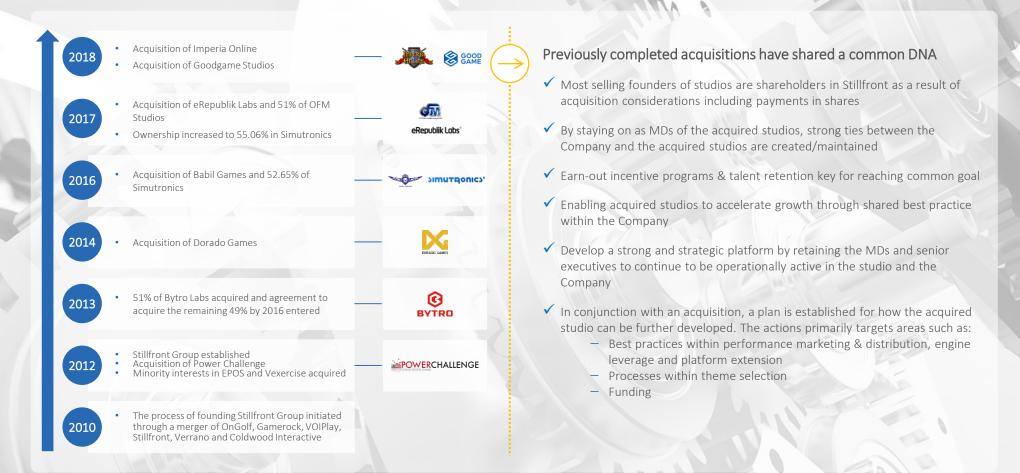
#### Potential value of brand expansion

- High scalability by reuse of very strong and well established brands
- Thorough theme selection processes optimise theme and graphical appeal
- Extensive soft launch optimisation processes

Efficient ways of expanding the value and stability of the portfolio
Incremental investments over lifetime are always based on expected positive ROI and all decisions are data driven



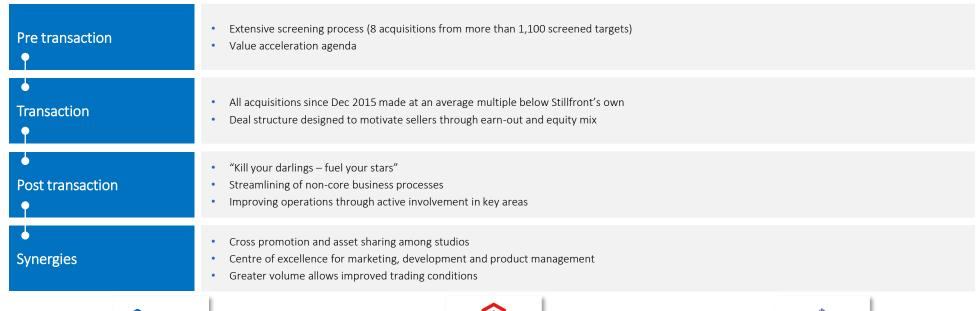
# PROVEN M&A TRACK RECORD



Stillfront has a proven M&A track record with several acquisitions successfully completed at attractive multiples

# Value creation is secured in several steps

## Stillfront's post acquisition strategy is secured in several steps and areas





- Financial improvement: + 4% in sales since acquisition as at Q2 2018<sup>1)</sup>
- Synergies: Centre of excellence marketing & distribution



- Financial improvement: + 29% in sales since acquisition as at Q2 2018<sup>2)</sup>
- Synergies: Centre of excellence true cross-platform



- Financial improvement: + 135% in sales since acquisition as at Q2 2018<sup>2)</sup>
- Synergies: Geographical reach deep local marketing knowledge in attractive market



# Experienced group management team and board of directors

#### GROUP MANAGEMENT

#### JÖRGEN LARSSON – CEO



- · Master of Science in Industrial Engineering from Linköpings Tekniska Högskola
- Experience from Ericsson, Mind AB, ESN and a number of other management positions

#### STEN WRANNE - CFO



- Joined 2010 Master of Science in Engineering Physics
- from Chalmers University of Technology
- Previously as CFO for Adcore AB and Connecta AB
- Other current positions: Board member Pamplemousse Holding AB

#### SOFIA WRETMAN - IR

Halvarsson



 Joined 2018 · Director of IR, former Head of Communications/IR at Alimak Group and Senior Consultant at Hallvarsson &

### KEY STUDIO MANAGEMENT



#### KAI WAWRZINFK

DAVID WHATLEY

Company 2010

Coldwood since 2003

SIMON DOTSCHUWEIT

Joined the Company 2008

CyberStrike series etc.

**CHRISTOPHER HOLMBERG** 

- · Goodgame Studios founded 2009, joined the Company 2018 · Founder and CEO of Goodgame Studios

Simutronics founded 1987, joined the

Industry veteran and key developer of

Company 2016 as CEO & Founder

Dragon-Realms, GemStone series,

· Coldwood founded 2003, joined the

· Founder and Managing director of

Board member of Norra Teknikinvest

Founder of Dorado Games, Has worked

on 60+ titles across all platforms

MD of Laureus Capital GmbH<sup>1)</sup>

#### CHRISTIAN WAWRZINEK

- · Goodgame Studios founded 2009, joined the Company 2018
- Founder and CSO of Goodgame Studios
- MD of Laureus Capital GmbH<sup>1)</sup>

#### DOBROSLAV DIMITROV



- CEO and Co-founder of Imperia Online
- Mentor at LAUNCHub and Chairman of BASSCOM



#### **ALEXIS BONTE**

- eRepublik Labs founded 2007, joined the Company 2007 as CEO and Co-founder
- Chairman of Trilulilu and Zonga.fm. Board member of Bossa Studios, Venture Partner at Atomico



#### MJ FAHMI

- · Babil Games founded 2012, joined the Company 2016
- One of the founders of Babil Games
- Strong track-record as business builder within the gaming and media industries

#### BOARD OF DIRECTORS



#### JAN SAMUELSON

- Since 2018, Chairman
- Prev. co-founder and senior partner Accent Equity Partners AB
- Chairman Resurs Bank AB, Resurs Holding AB (publ.), and Sdiptech AB (publ.)



#### KATARINA BONDE

- Since 2018
- Prev. BA Director at Cap Gemini Consulting and CEO at UniSite Software
- Chairman of Opus Group, Imint Vidhance, Propellerhead Software AB



#### **ERIK FORSBERG**

- Since 2018
- Prev. CFO Intrium AB, CFO Cision AB and Business Area CFO, Group Treasurer and Business Controller at EF Education



#### **BIRGITTA HENRIKSSON<sup>2)</sup>**

- Since 2017
- · Partner at Brunswick Group
- Previously Head of IR and Corporate Communications at Carnegie Investment



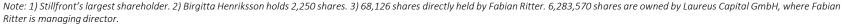
#### **FABIAN RITTER**

- Since 2018
- Co-founder, MD of Laureus Capital GmbH<sup>1) 3)</sup>



#### **ULRIKA VIKLUND**

- Since 2017
- MD at Pleimo and Co-founder of House Be, prev. Director at Spotify, board member of GodEl. Idea2Innovation Sweden AB, Spira Globalt AB



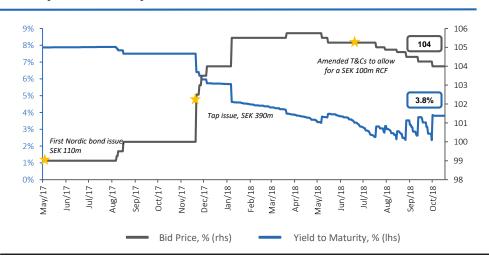


# Stable ownership and strong price development of issued securities

### **Comments**

- The Stillfront Group share was listed on Nasdaq First North in December 2015 and was relisted to Nasdaq First North Premier in June 2017
- Stillfront has initiated a process with the aim to be listed on Nasdaq Stockholm main market in 2019
- The Company's market cap as at 2 November 2018 was c. SEK 3,997m
- The Company issued its first corporate bond loan in May 2017, a SEK 500m framework out of which SEK 110m was initially utilised
- In conjunction with the EUR 270m acquisition of Goodgame Studios, the Company utilised the remaining SEK 390m under the framework of the outstanding bond loan

### Bond price development



### Largest owners as at 2018-10-12

vedish institution vedish institution capital insurance	503,543 429,089 377,743 7,658,571	1.8%
vedish institution	429,089	
	· · · · · · · · · · · · · · · · · · ·	2.1% 1.8%
vedish institution	503,543	2.1%
capital insurance	525,603	2.2%
Passive investors	638,104	2.7%
vedish institution	698,712	3.0%
vedish institution	2,092,599	8.9%
vedish institution	2,185,896	9.3%
vedish institution	2,228,897	9.4%
odgame founders	6,283,570	26.6%
Type of investor	Number of shares	% of cap
	odgame founders wedish institution wedish institution wedish institution wedish institution	odgame founders 6,283,570 wedish institution 2,228,897 wedish institution 2,185,896 wedish institution 2,092,599 wedish institution 698,712

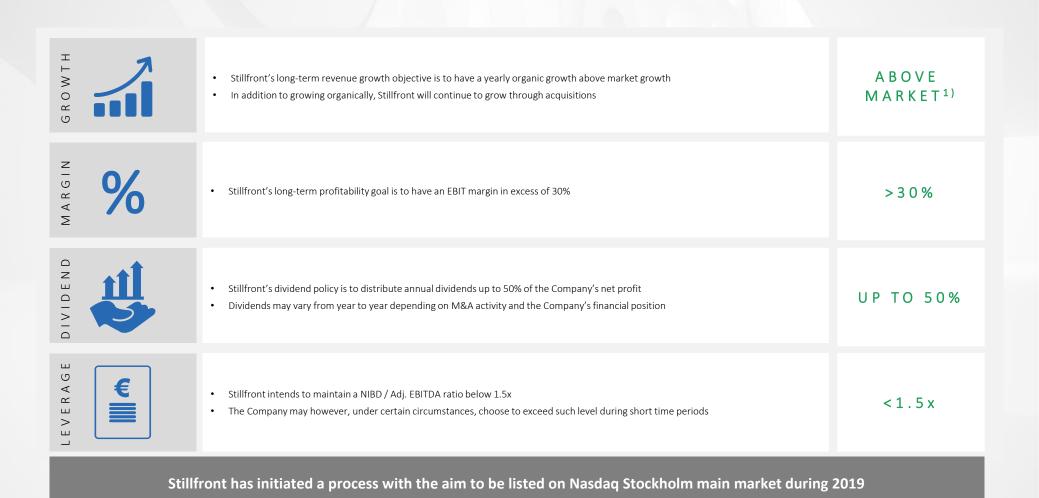
## Share price development since IPO



Source: Bloomberg as at 2 November, 2018, Holdings.



# Financial targets and dividend policy



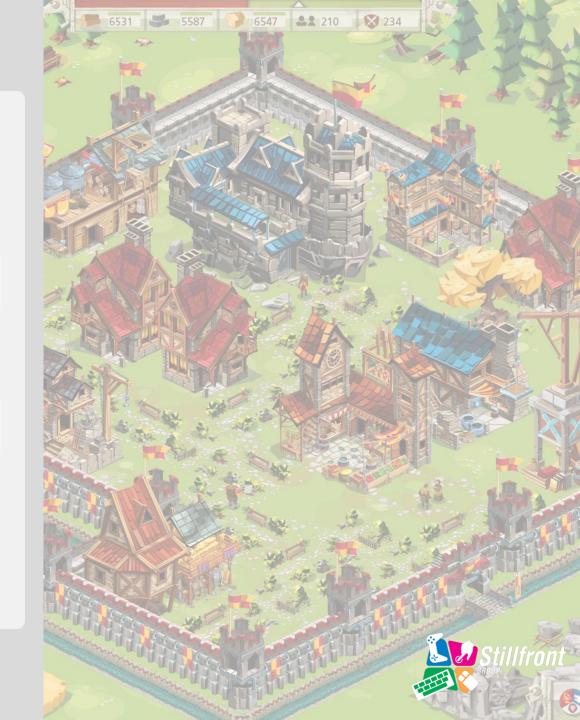


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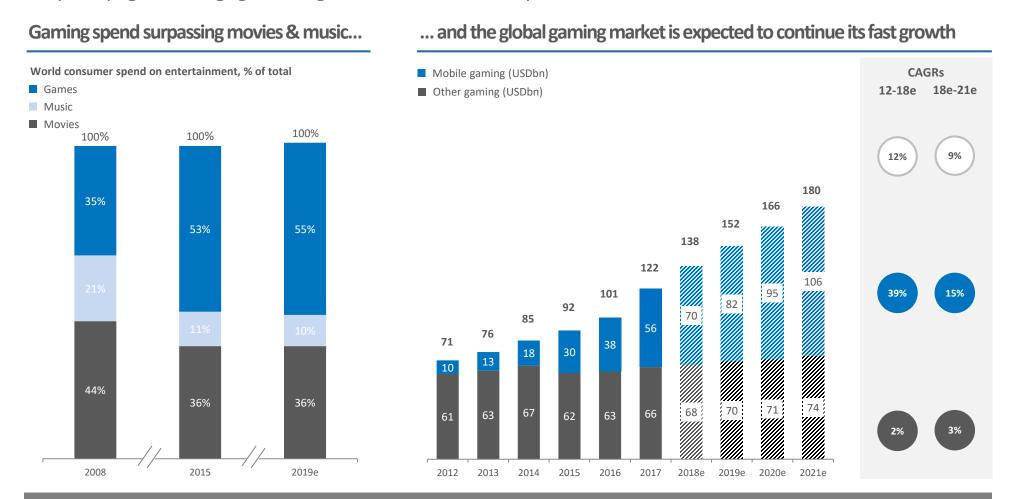
# Summary of investment highlights







# Rapidly growing gaming market has surpassed music and movies combined



Stillfront is well positioned for growth with a portfolio of games and game engines across all major platforms





# Strong position benefiting from favourable demographics

## Geographic and demographic footprint reaching global fast-growing market

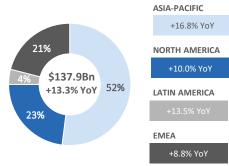
Gaming Market by Region

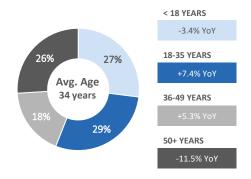
ASIA-PACIFIC +16.8% YoY NORTH AMERICA +10.0% YoY LATIN AMERICA

Player demographics – Age<sup>1)</sup>

Player demographics – Gender<sup>1)</sup>



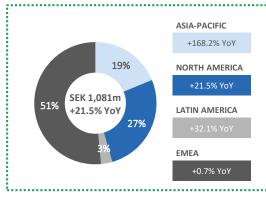






45%

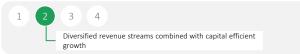




- Stillfront is well positioned and targets both male and female players of different ages across geographies through a diverse portfolio of games
- Adults tend to have deeper pockets and therefore make up a larger share of paying users. Stillfront addresses this through its portfolio of strategy-games which targets both females and males and has a significant portion of the players being above 30 years of age

Stillfront is well positioned and diversified across geographies and demographics





# Stable, diversified and highly profitable portfolio

## Continuously evolving game portfolio with strong game build-up creates stable revenue base



No single game generates more than ~25% of net revenues





# Sticky customer base provides platform for profitable high growth

## Combining long-term profitable revenue base with high growth potential from new launches

High and stable EBIT generation from a sticky player base... ...in combination with a diversified portfolio enables... ...growth through new launches • The illustration shows a specific game with a dataset of revenue Growth driven by core products per cohort for a period • At first a large number of players are taken in, the game is refined and thereafter there is a core of extremely loyal players who spend consistently years after conversion Highly cash generative model with each annual cohort continuing to generate a significant portion of total revenue Revenue<sup>1)</sup> **GENERATION** 2018Cohort 2017Cohort **ORGANIC GROWTH** 2016Cohort **ENGINE** 2015Cohort 2014Cohort CohortPriorto2014 Time Time

A sticky customer base across a diversified and growing portfolio provides stably increasing cash flow

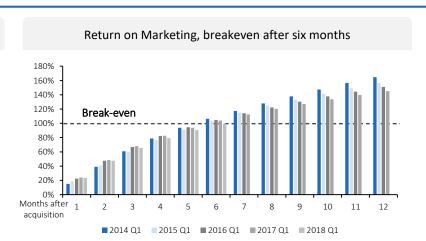




# Leading marketing and distribution drives data driven organic growth

Stillfront's data driven performance marketing: Investment to be recouped after ~6 months and followed by positive ROI

#### Return on Marketing Spend, Q1 2016 Cohort<sup>1)</sup> Cumulative Net proceeds Marketing spend Marketing investment recovered Breakeven Q4 Q1 Q2 Q1 02 2016 2016 2016 2017 2016 2017 2018



#### +EUR 200m

all-time ad spend for ROIpositive performance marketing

#### 100s of '000

TV spots aired

#### ~40

dedicated marketing specialists

#1 web distribution network through Goodgame Studios – no upfront costs but huge revenue stream











Frequent and highscale app store promotions

Performance marketing competence and distribution power is instrumental for success and high monetisation





# From acquired to organic growth

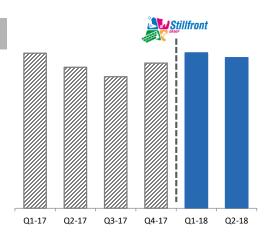


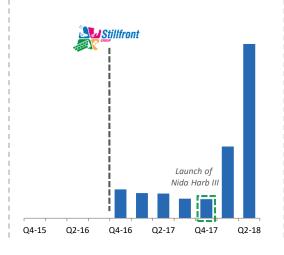


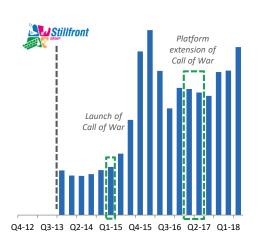


Signed Acquisition in	2017 Q4	2016 Q4	2013 Q4
CAGR %, Revenue	n.a.	135%	29%
CAGR %, EBITDA	n.a.	256%	153%
Earn-outs	n.a.	USD 12.5m	SEK 47.5m
Acquisition EBIT multiple	9.8x	10.0x	n.a.
Stillfront's EBIT multiple	13.6x	17.5x	n.a.

Revenue development





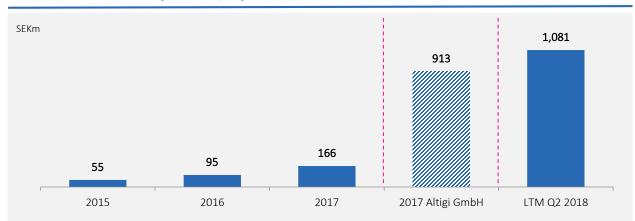


Stillfront's key success factors include shared best practises, world-class marketing & distribution and access to working capital

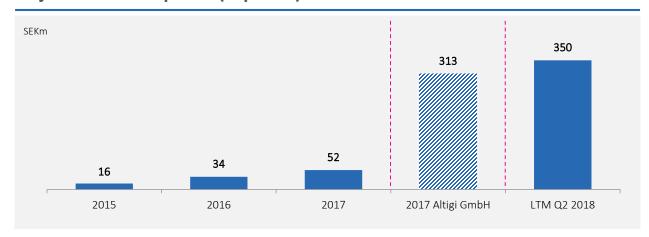


# Increasing revenue with high margins

## Net revenue development (Reported)<sup>1)</sup>



## Adj. EBITDA development (Reported)1)



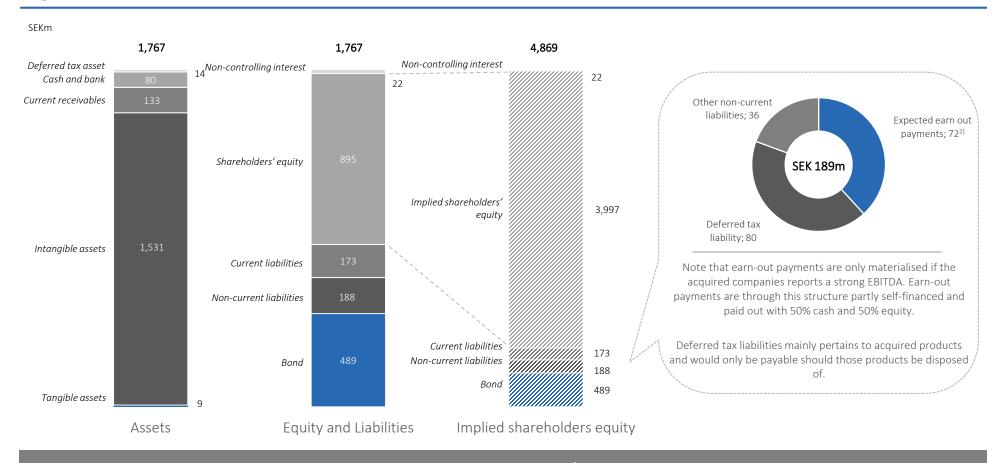
### **Comments**

- The revenue and adj. EBITDA development presented is purely based on reported figures
- No pro formation has been made historically for completed acquisitions – revenue and profits from acquired businesses have only been included for the period that such have contributed to Stillfront's results
- In January 2018 the acquisition of Altigi GmbH (Goodgame studios) was completed
  - From an accounting methodology the acquisition has been reported as a reverse acquisition, where Altigi GmbH (Goodgame studios) is the accounting acquirer and Stillfront Group AB the legal acquirer
  - The reverse acquisition implicates that LTM Q2 2018 figures only include figures for Altigi GmbH for the last twelve months and the remaining part of Stillfront from 1 January 2018
- In October 2018, Stillfront acquired Imperia Online. To achieve a full picture of Stillfront Group, including closed acquisitions and combined financials on a rolling 12 month basis, please refer to page 32
- EBITDA for 2015 and 2016 are not adjusted.



# Attractive capital structure

## Reported balance sheet as at Q2 2018

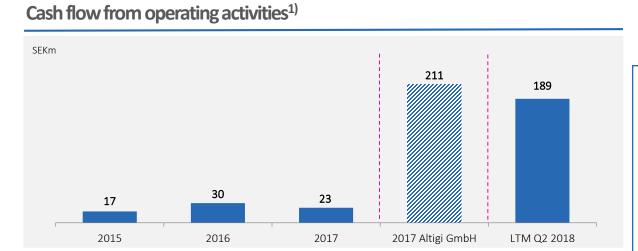


MCAP of SEK 3,997m<sup>1)</sup>





# Highly cash generative profile and high debt service capacity

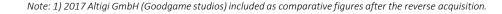


## Operating cash flow<sup>1)</sup>

SEKm	2015	2016	2017	2017 Altigi GmbH	LTM Q2 2018
Operating result after financial items	2.9	23.4	97.3	118.4	131.7
Adj. for items not affecting cash flow	14.2	9.6	(56.5)	136.5	171.3
Tax paid	(1.0)	(2.0)	(0.3)	(48.7)	(49.9)
Cash flow before change in working capital	16.0	31.0	40.5	206.2	253.1
Change in working capital	1.2	(1.1)	(17.7)	5.1	(63.9)
Cash flow from operating activities	17.2	30.0	22.8	211.3	189.3
Capex	13.4	31.0	44.1	66.6	101.6

### **Comments**

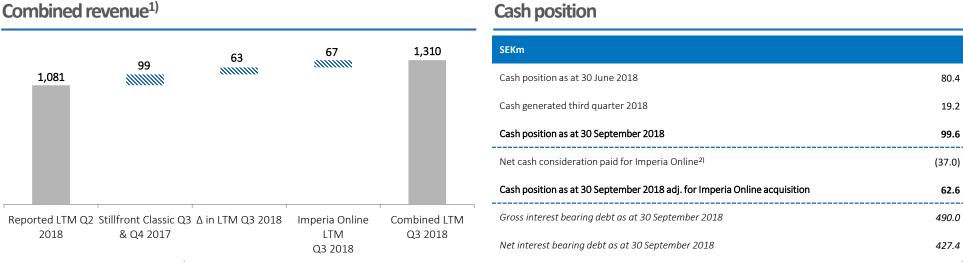
- Operating result after financial items showed an increase since the closing of 2017, comprising of SEK 131.7m
- Adjustments for items not affecting cash flow mainly comprises of cost attributed to acquisitions and earn-outs which do not affect Stillfront Group's cash flow from operating activities
- Tax paid has increased since the acquisition of Altigi GmbH (Goodgame studios) affecting the operating cash flow
- SEK 54.5m of negative cash flow from change in working capital pertains to non operational items mainly contingent conditional considerations
- The Company's total capex amounted to SEK 101.6m during LTM Q2 2018. Capex consist of product development investments in Stillfront Group's game studios and IPs







# Solid EBITDA and high cash conversion provides basis for solid deleveraging



## Combined Adj. EBITDA<sup>1)</sup>

## Illustrative FCF & credit metrics based on combined financials<sup>3)</sup>



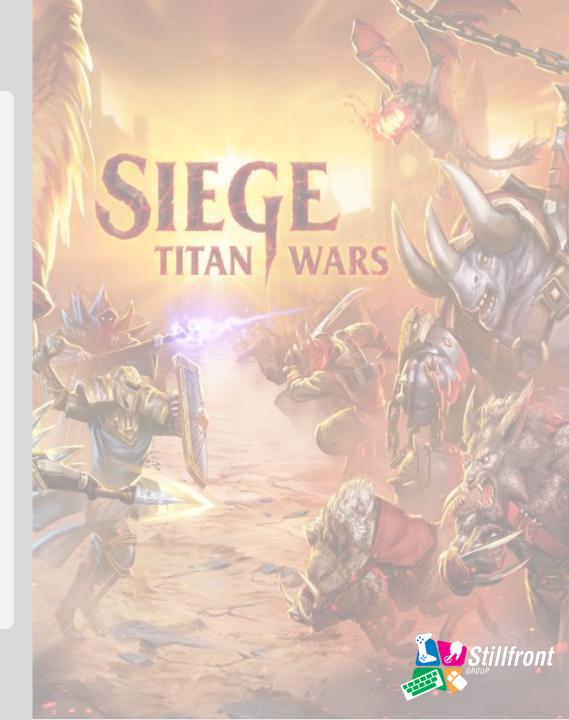
LTM Oct 2018 **ICR** 11.3xLTM Oct 2018



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# Income statement<sup>1)</sup>

KSEK	2016 <sup>2)</sup>	2017 <sup>2)</sup>	2017 H1 <sup>3)</sup>	2018 H1 <sup>3)</sup>
Operating income				
Net revenues	94,832	165,986	475,385	644,088
Internally accrued during the year	23,669	30,496	32,461	65,504
Other revenues	1,348	86,997	6,657	20,295
Operating expenses				
Other operating expenses	(40,216)	(77,697)	(219,705)	(397,544)
Personnel expenses	(45,369)	(70,397)	(145,008)	(112,837)
Depreciations and write-downs	(9,611)	(26,313)	(42,684)	(61,846)
Other operating expenses		(120)	-	(21,263)
Operating result	24,653	108,953	107,106	136,397
Result from financial items				
Financial income	1,836	798	2	2,386
Financial expenses	(3,046)	(17,143)	-	(19,265)
Total financial items	(1,210)	(16,345)	2	(16,879)
Operating results after financial items	23,443	92,608	107,108	119,519
Taxes for the period	(2,467)	(1,168)	(36,175)	(43,101)
Net results for the period	20,976	91,440	70,933	76,418

# Balance sheet<sup>1)</sup>

KSEK	2016 <sup>2)</sup>	2017 <sup>2)</sup>	2018 H1 <sup>3)</sup>
Intangible non-current assets	264,499	402,414	1,530,532
Tangible non-current assets	775	1,293	9,083
Deferred tax assets	7,780	11,575	14,211
Current receivables	13,707	32,067	132,870
Cash and Bank	35,774	65,931	80,402
TOTAL ASSETS	322,534	513,280	1,767,098
Shareholder's equity			
Shareholders' equity attributable to parent company's shareholders	134,261	248,231	894,896
Non-controlling interest	19,733	19,809	22,024
TOTAL SHAREHOLDERS' EQUITY	153,994	268,040	916,921
Non-current liabilities	148,090	91,458	188,497
Bond	-	102,929	488,780
Current liabilities	20,451	50,854	172,900
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	322,534	513,280	1,767,098



# Cash flow statement<sup>1)</sup>

KSEK	2016 <sup>2)</sup>	2017 <sup>2)</sup>	2017 H1 <sup>3)</sup>	2018 H1 <sup>3)</sup>
Operations				
Operating results after financial items	23,443	97,292	108,014	121,353
Adjustments for items not affecting cash flow	9,553	(56,505)	34,369	69,172
Tax paid	(1,953)	(288)	(34,528)	(35,751)
Cash flow from operations before changes in working capital	31,042	40,499	107,855	154,773
Change in working capital			į	
Increase(-)/Decrease(+) in current receivables	(647)	(14,887)	10,233	(28,206)
Increase(-)/Decrease(+) in current liabilities	(437)	(2,814)	(57,241)	(87,722)
Cash flow from change in working capital	(1,084)	(17,701)	(47,008)	(115,928)
Cash flow from operation activities	29,959	22,798	60,847	38,845
Investing activities			į	
Acquisition of business	(21,556)	(37,202)	-	65,931
Acquisition of tangible assets	(740)	(776)	1,072	(253)
Acquisition of non-tangible assets	(30,960)	(53,953)	(32,736)	(69,819)
Cash flow from investing activities	(53,255)	(91,931)	(31,663)	(4,140)
Financing activities				
New debt	29	102,929	3	385,851
New share issue costs	(1,592)	(2,846)	-	(52,442)
Warrants	-	-	-	787
Acquisition of minority shares	(13,552)	(743)	-	-
Payment to shareholders	-	-	-	(84,607)
Dividend reverse acquisition	-	-	-	(387,873)
Cash flow from financing activities	(15,115)	(99,340)	3	(138,283)
Cash flow for the year	(38,411)	30,207	29,186	(103,579)
Cash and equivalents at the beginning of the year	73,454	35,774	150,013	176,061
Translation differences	731	(50)	0	7,908
Cash equivalents at year end	35,774	65,932	179,199	80,390



# Table of key financial metrics

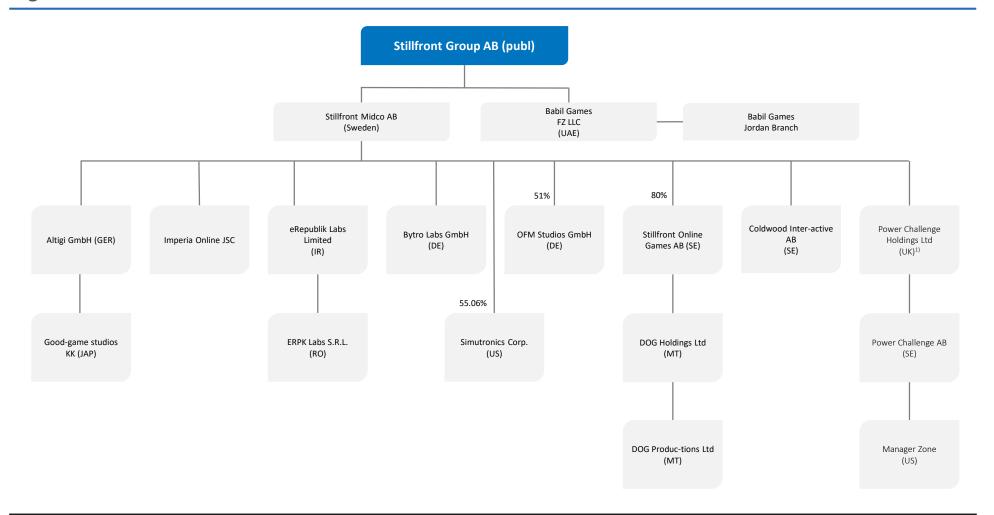
## Development of key financial metrics

Key credit metrics (SEKm)	2015	2016	2017	Combined LTM Q3 2018
Sales	55	95	166	1,310
Adj. EBITDA	16	34	52	431
Adj. GIBD / Adj. EBITDA	0.1x	0.3x	0.8x	1.1x
Adj. NIBD / Adj. EBITDA	Neg.	Neg.	1.3x	1.0x
Interest Coverage Ratio	9.8x	28.3x	6.2x	11.3x
Debt-to-Enterprise-Value <sup>1)</sup>	4.4%	1.0%	5.4%	10.9%



# Legal structure

## Legal structure





## **Definitions**

#### **Growth in Revenues**

Growth in net revenues compared to the corresponding period the previous year.

Indicates the growth rate.

#### **EBITDA**

Operating profit before depreciation and amortization. Indicates the profits in the running business.

### Operating result after financial items

Net result for the period before taxes. Indicates the performance excluding income tax effects.

### **EBITDA** margin

EBITDA as a percentage of net revenues. Indicates the profitability in relation to the net revenues.

### **Interest Coverage Ratio**

EBITDA divided by net financial items for the past twelve months. Indicates the ability to pay interest on debts.

### **Equity Ratio**

Shareholders' equity as a percentage of total capital. Describes the capital structure.

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### Leverage Ratio

Adjusted net interest bearing debt (non-current liabilities excluding contingent considerations reduced by cash and bank) divided by EBITDA for the past twelve months. Describes the capital structure and financial risk.

### Shareholders' equity

Shareholders' equity attributable to the parent company shareholders divided by the number of shares at the end of the period. Indicates the value of the equity per share.

#### MAU

Monthly active core game users.

#### DAU

Daily active core game users.

