

Gaming Innovation Group

Q2 2017

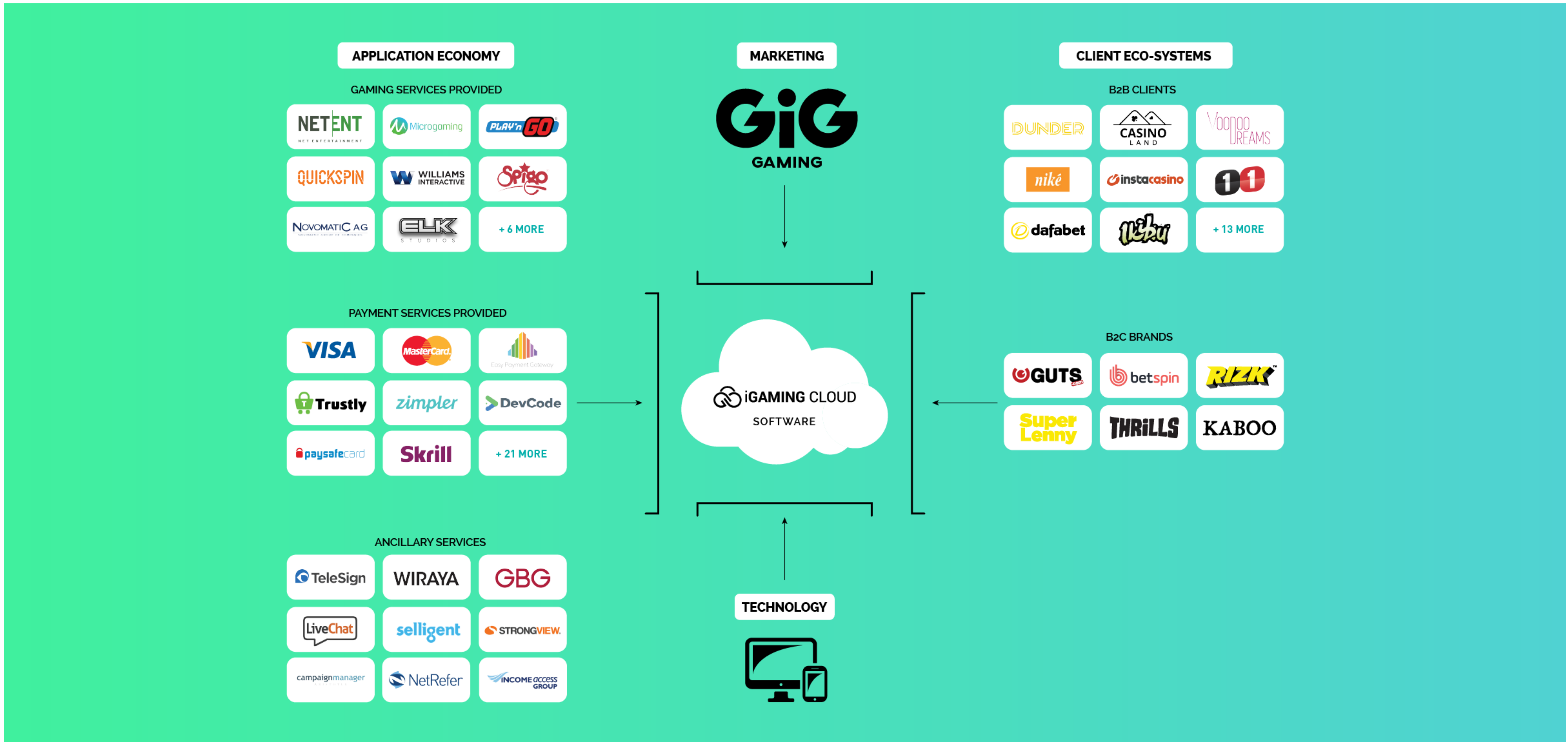
8 August 2017

Robin Reed, CEO

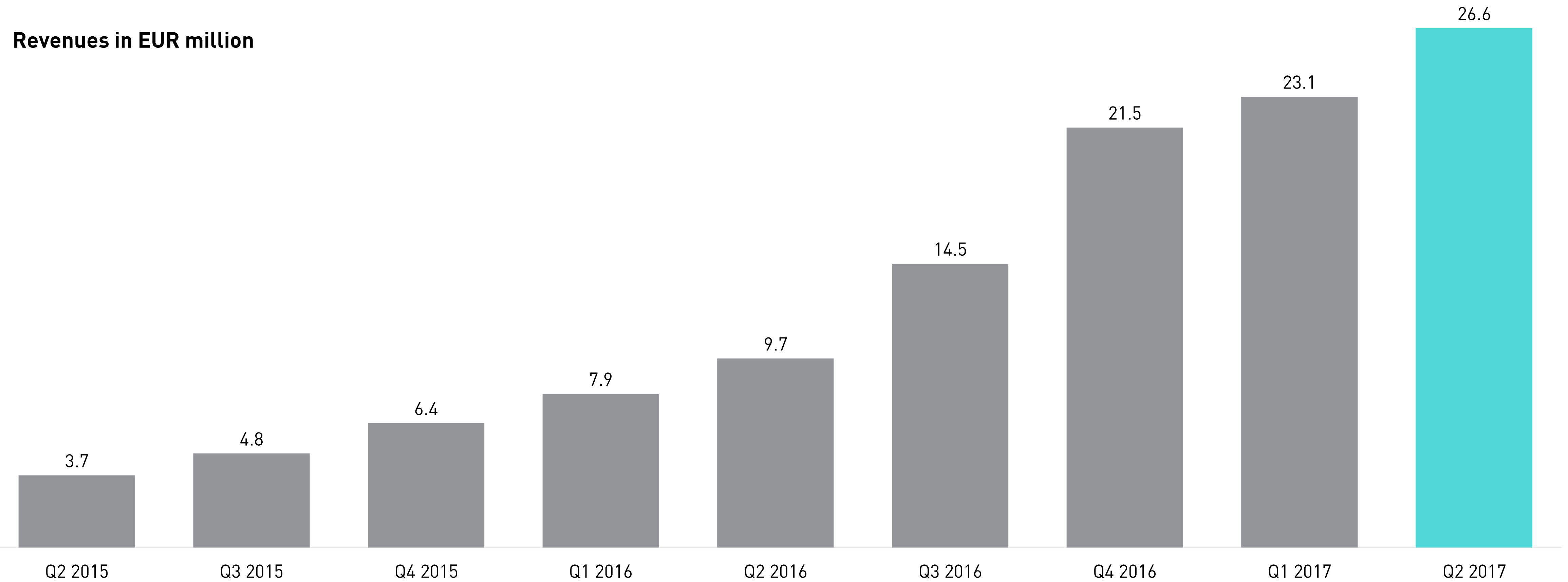
Tore Formo, CFO



AN IGAMING ECO-SYSTEM



Creating a leading iGaming company



Highlights Q2 2017

- All time high revenues for the group – maintaining full year guiding of EUR 120 million exclusive of revenues from acquired operations
- GIG Gaming: Geographic expansion to regulated markets driving accelerated growth
- GIG Media: Achieving the largest presence in casino related search results in the Nordic markets - aiming to be the largest affiliate in iGaming
- iGamingCloud: Migration of first large, existing, external customer completed- company scaling up platform to support larger brands

Financial highlights Q2 2017

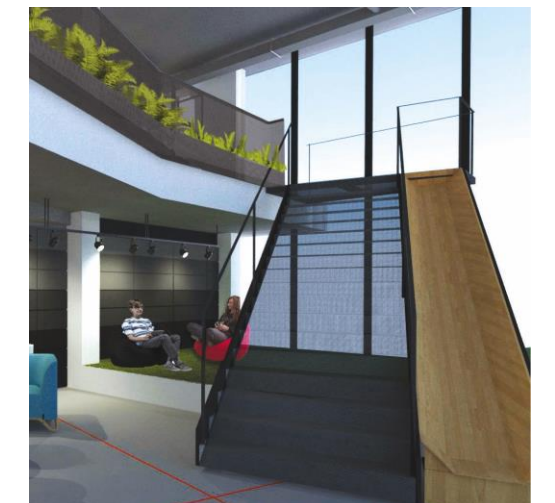
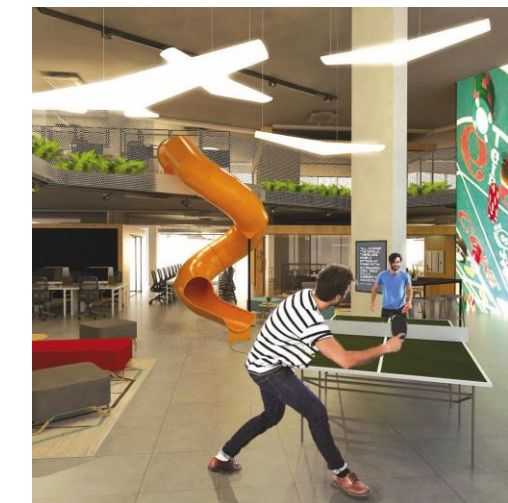
REVENUES	COST OF SALES	MARKETING EXPENSES	OTHER OPEX	EBITDA
€26.6M	€4.7M	€11.1M	€8.9M	€1.9M
(15% Q/Q) (174% Y/Y)	(6% Q/Q) (224% Y/Y)	(2% Q/Q) (209% Y/Y)	(9% Q/Q) (140% Y/Y)	-0.4M (Q1 17) 1.0M (Q2 16)

Operational update



Group operational update

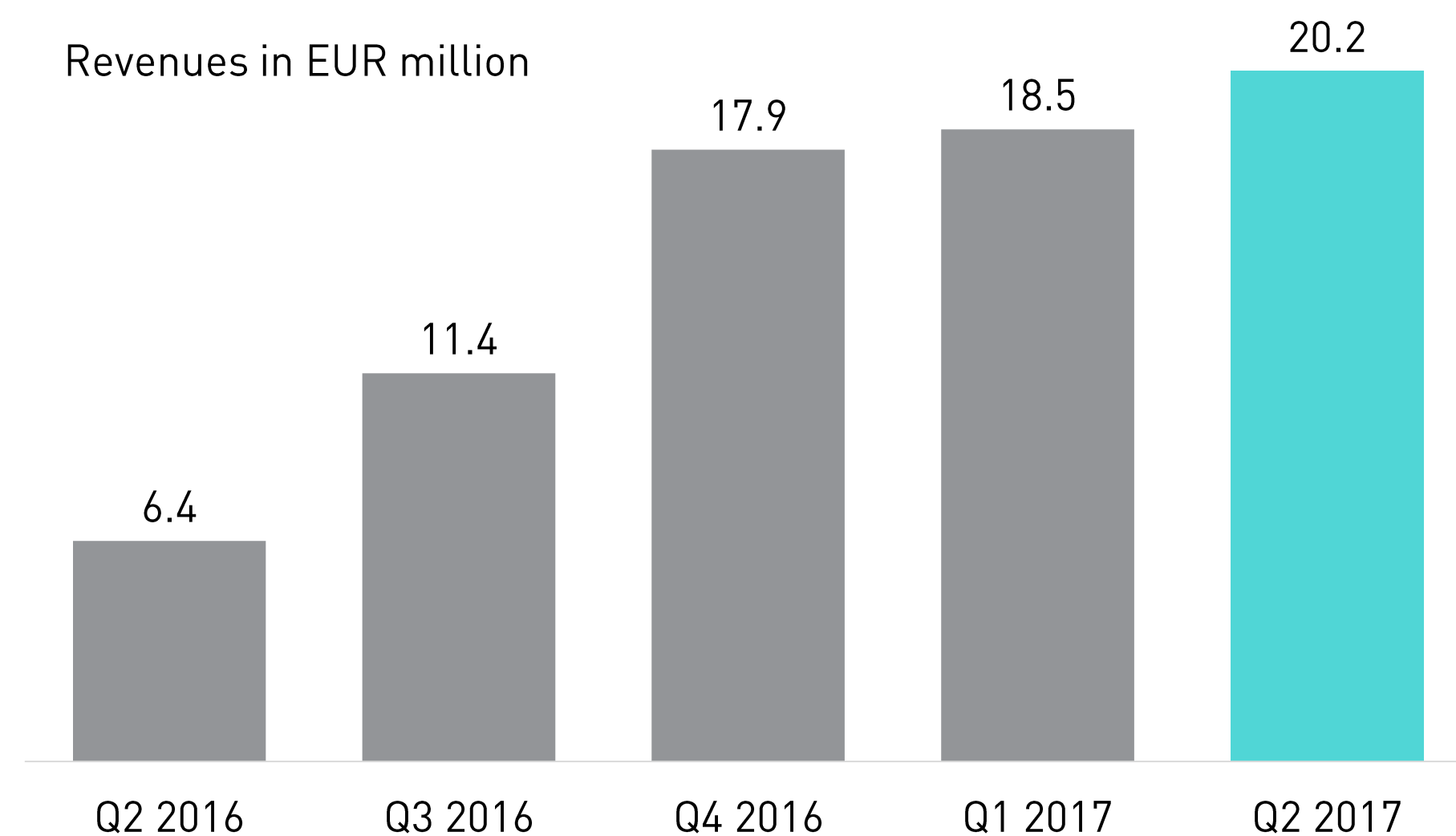
- Over 500 full time employees by June 2017
- Opening new HQ in Malta in late September, where over 200 employees will be based
- Due to continued growth, 3,200 SqM of space will be leased in a second building in Malta, opening Autumn 2018
- Two new hires to the management team
 - Steve Butterworth as Chief People Officer (Google, Apple, Starbucks)
 - Natasha Gowans as Head of Communications (LinkedIn, Accenture)



B2C – GiG Gaming

The B2C segment include Gaming Innovation Groups gaming operators

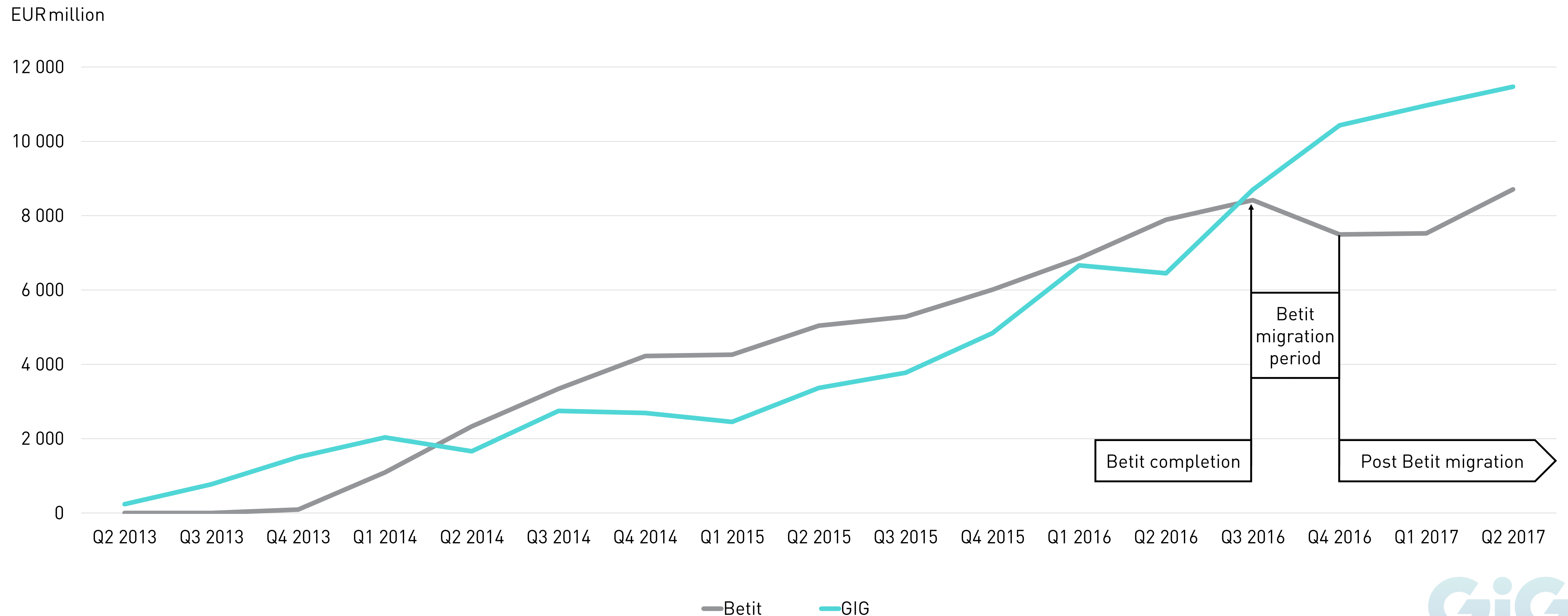
EUR million	Q2 2017	Q2 2016	FY 2016
Revenue	20.2	6.4	42.4
Marketing cost	11.6	3.7	19.8
EBITDA	(1.9)	(1.4)	(1.1)



- Revenues up 213% Y/Y and 9% Q/Q
 - Pro-forma, organic, sequential growth in underlying core markets of 16%
- Accelerated geographic expansion in core markets
 - Active ABTL campaigns in Norway, Sweden, Finland and England
 - First campaigns to launch in Germany in Q3, Denmark to launch in Q4
 - Marketing share of B2C revenues of 57%
- Highroller.com: closed beta opening in October

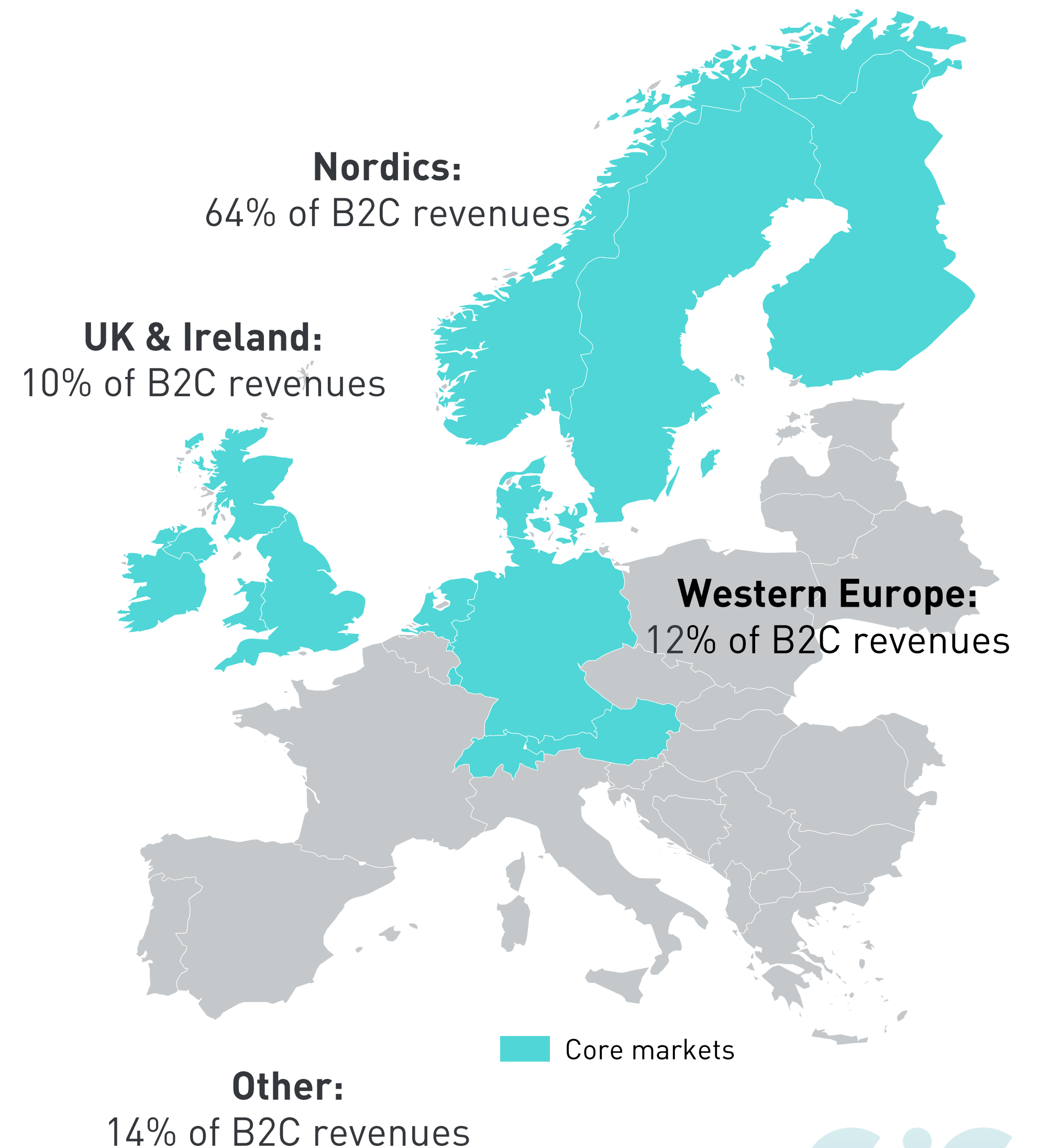
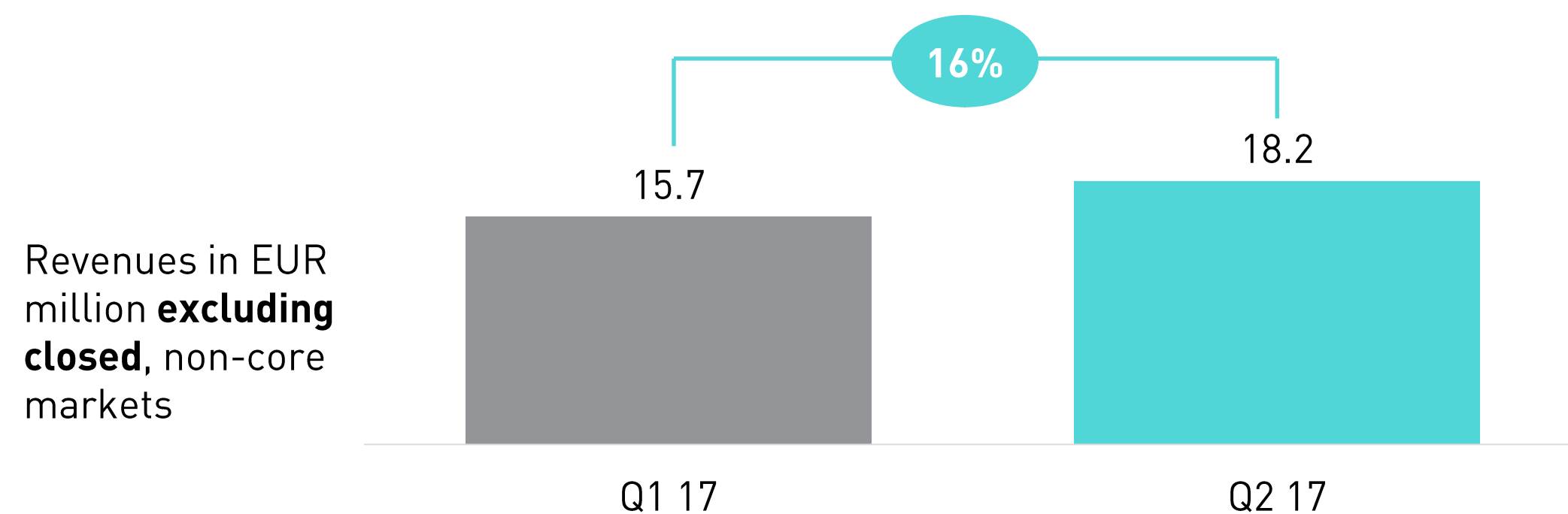
Betit at all time high following migration period

Revenue dip during migration, increasing revenues post migration



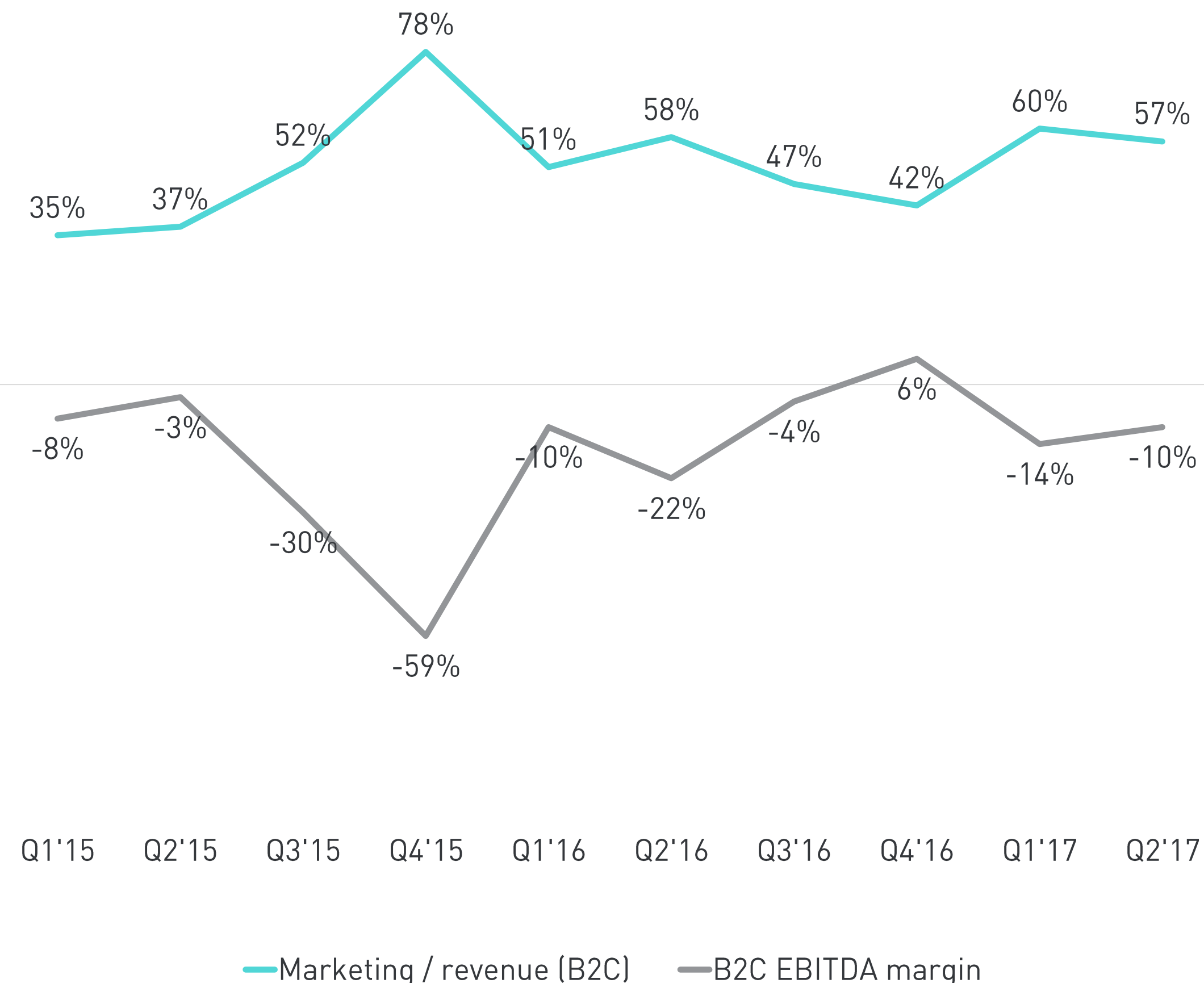
Geographic expansion in core markets

- Revenues from regulated and near-regulated markets of 51% in the quarter, up from 41% in Q1 17
- Focus on growth in Nordics, UK, Ireland and Germany
 - Core markets 86% of revenues
- Exited non-core markets in June
 - Non-core markets 15% of B2C revenues in Q1 17
 - Adjusted for exit in non-core markets, core markets grew 16% from Q1 17



EBITDA margin derived from marketing spend

Marketing spend vs B2C EBITDA margin

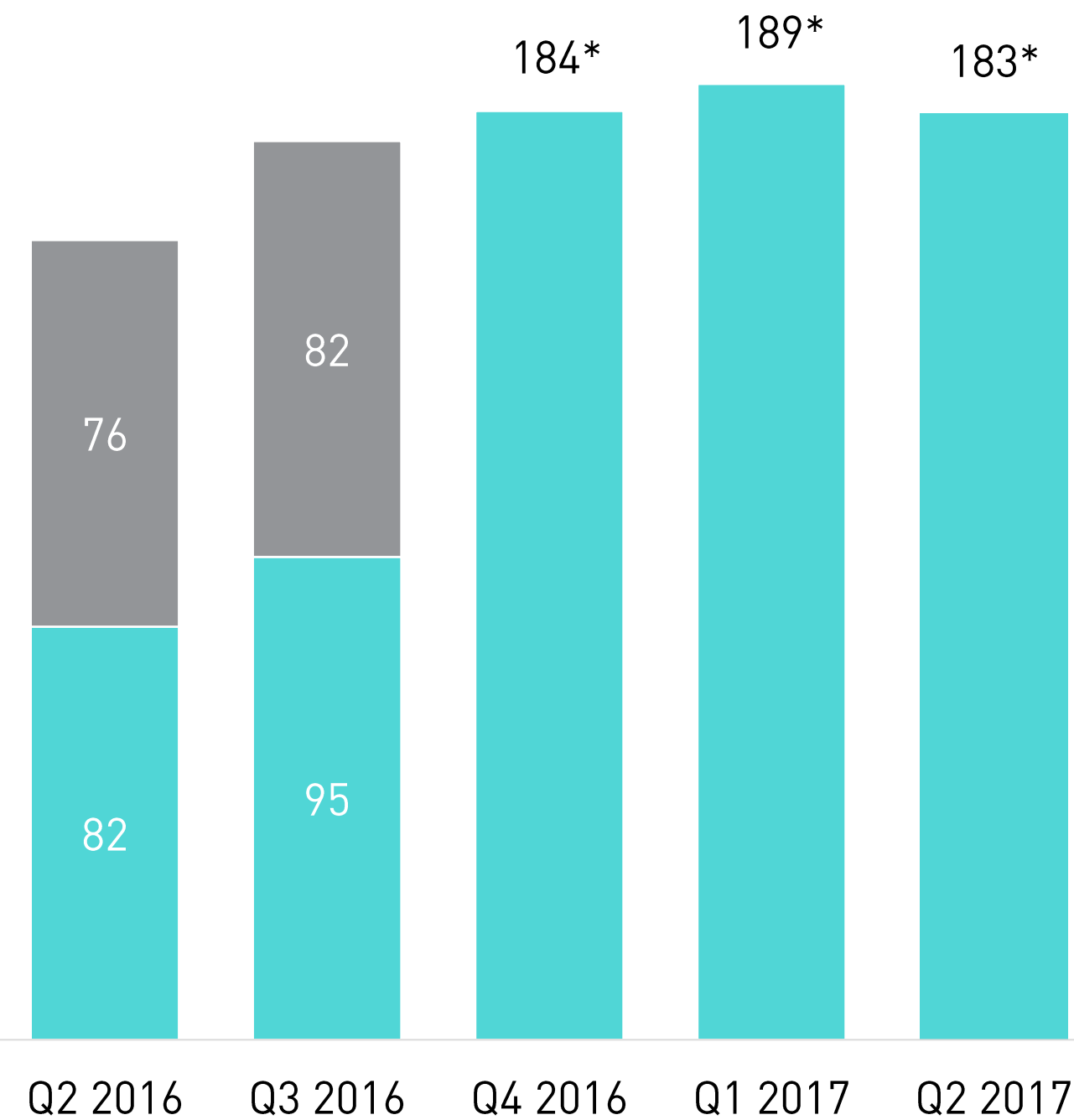


- Up-front marketing investment of EUR 7.4 million in Q2 (EUR 7.6m in Q1)
 - Revenueshare agreements of EUR 3.7 million
 - Largest marketing campaigns in Sweden, Norway and UK during the quarter
 - Entering Germany with Rizk - TV-campaigns in September
 - Rizk and Kaboo TV-campaigns in Norway and Sweden
- Focus on growing GiG operators
 - Continued reinvestment of revenues into marketing
- Expect payback on Q1 campaigns within Q3/Q4 17

Increased deposits from active players

Active real money players

1 000 players

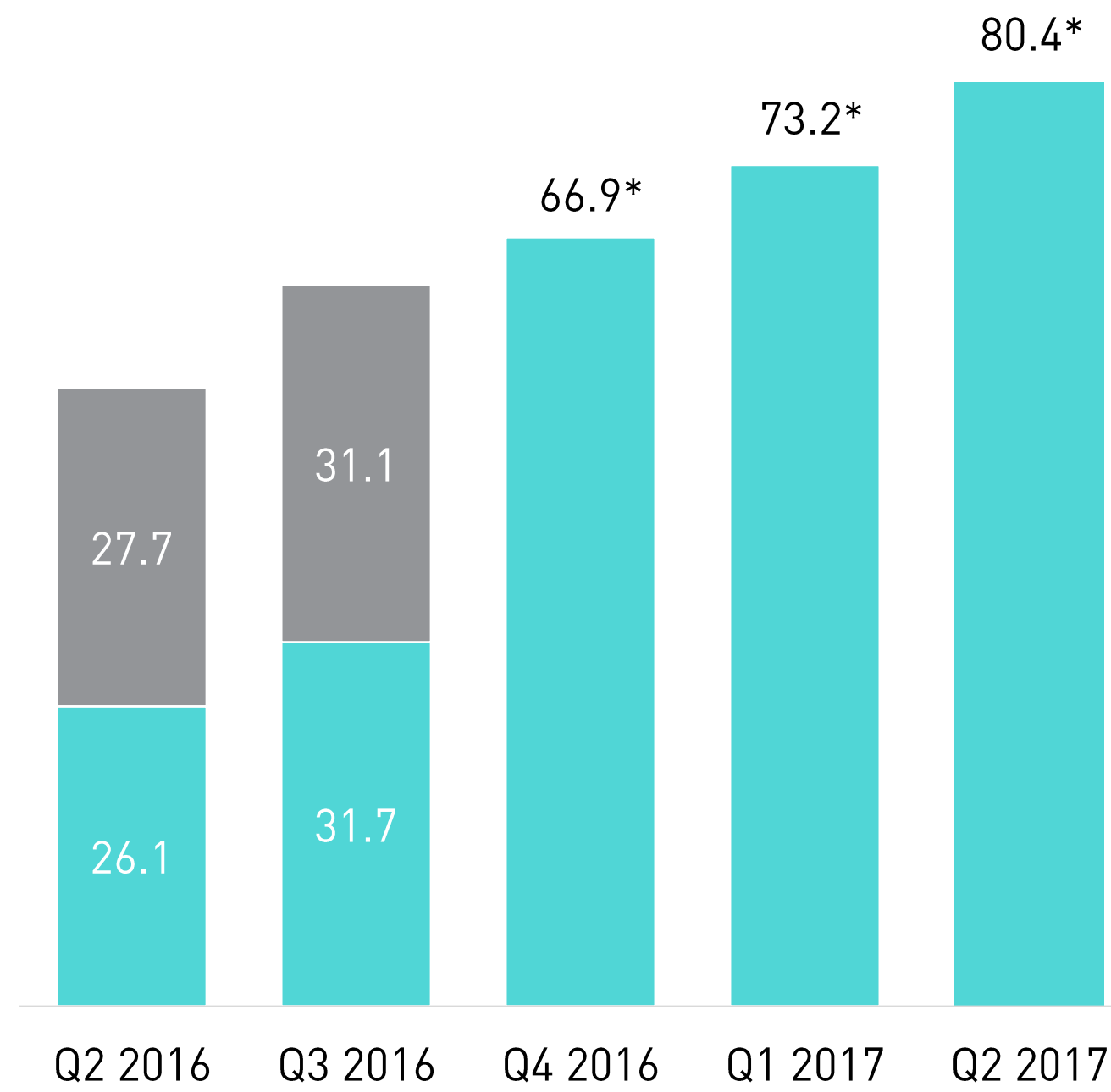


■ GIG ■ Historic BetIt players on 100% basis

BetIt contribution Q2 17: 72 000
BetIt contribution Q1 17: 67 000

Deposits

EUR million

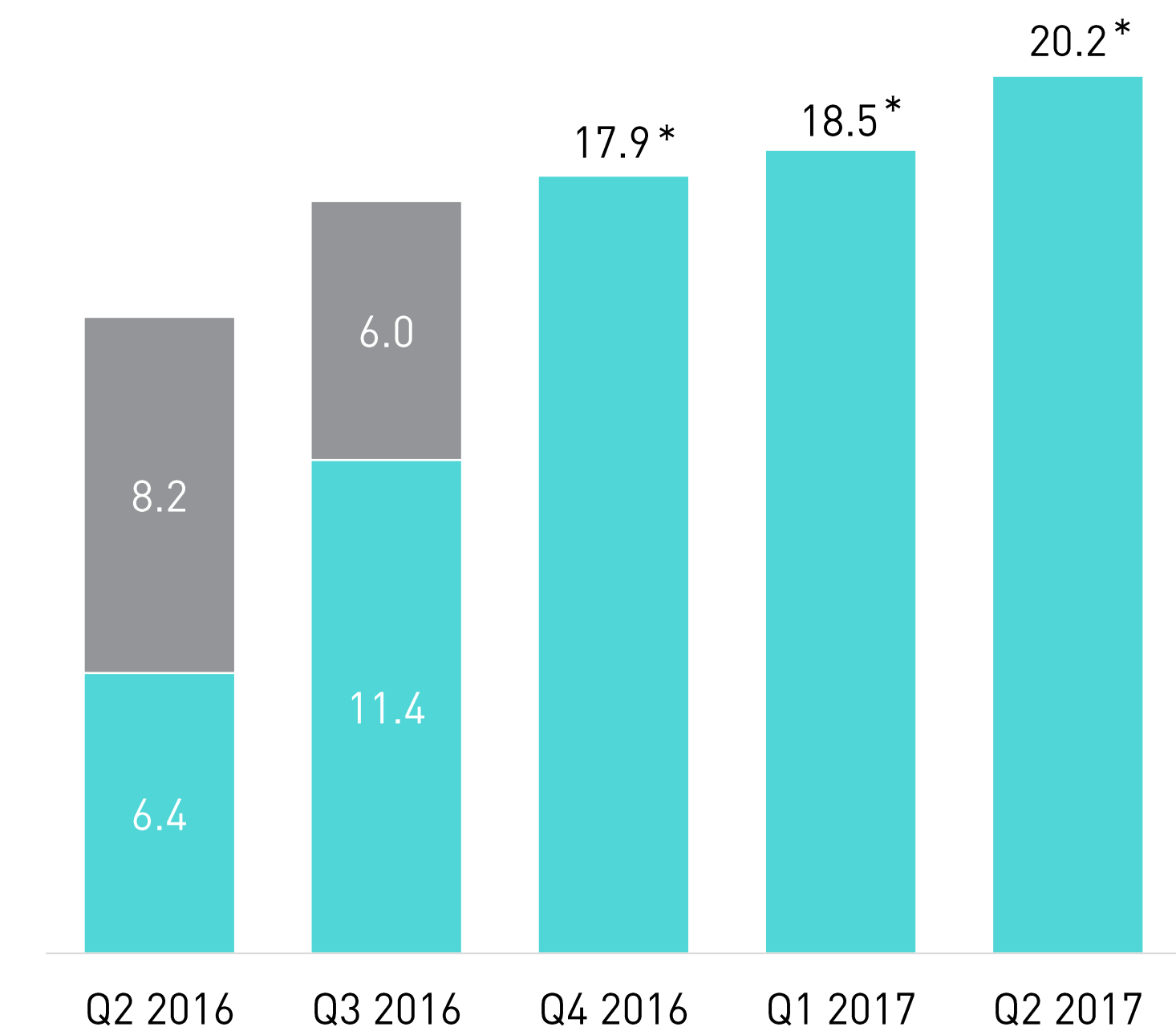


■ GIG ■ Historic BetIt deposits on 100% basis

BetIt contribution Q2 17: EUR 32.5m
BetIt contribution Q1 17: EUR 30.5m

B2C revenues

EUR million



■ GIG ■ Historic BetIt revenues on 100% basis

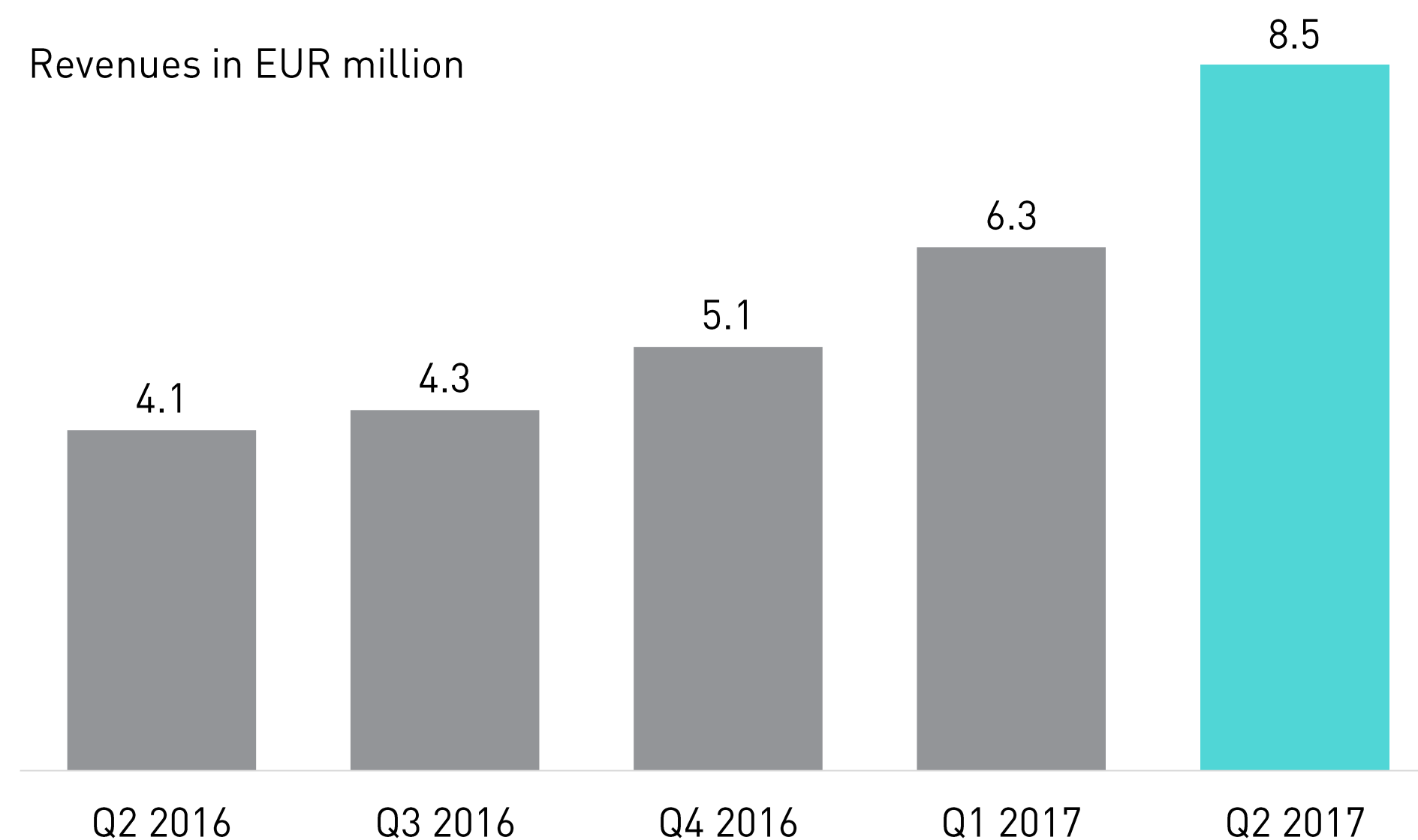
BetIt contribution Q2 17: EUR 8.7m
BetIt contribution Q1 17: EUR 7.5m

*Includes fully integrated BetIt figures
Note: BetIt effective from 1 September 2016

B2B

The B2B segment includes Gaming Innovation Groups cloud based services (iGamingCloud) and digital marketing services (GIG Media)

EUR million	Q2 2017	Q2 2016	FY 2016
Revenues GIG Media	4.4	2.1	8.1
EBITDA GIG Media	3.0	1.6	5.4
EBITDA margin GIG Media	68%	76%	67%
Revenues *iGC/**BC	4.2	2.0	7.5
EBITDA iGC/BC	0.9	0.8	1.5
EBITDA margin iGC/BC	21%	40%	20%



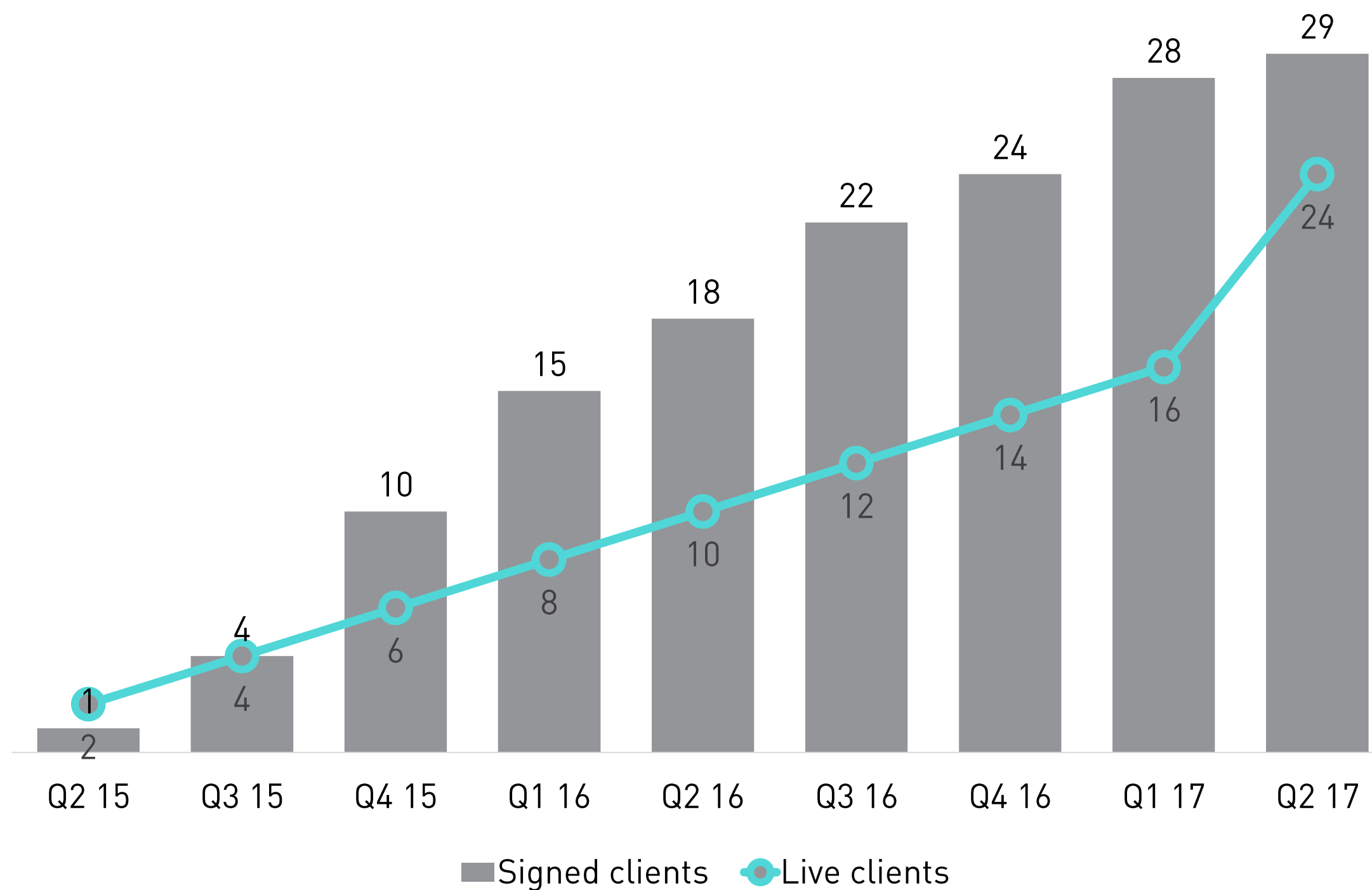
- All time high B2B revenues, up 108% Y/Y and 36% Q/Q
 - Q/Q growth: Organic 17%, acquired 19%
- iGaming Cloud
 - 2.8 billion database transactions in eco-system in Q2, up from 2.4 billion in Q1
- GIG Media (Digital marketing services)
 - Continued increase in FTD's, 21 500 in Q2 17, up from 12 500 in Q1 17

*iGC: iGaming Cloud
**BC: Betting Cloud

iGaming Cloud platform operating 40 brands

29 external clients signed to the platform

Accumulated numbers



- Revenues of EUR 3.5 million in Q2 17, organic growth of 111% Y/Y and 14% Q/Q
- 29 external clients operating 40 brands signed to the platform
 - Vegas Partner Lounge migrated their two existing brands and launched a new brand to the iGC platform
 - 4 new agreements signed in the quarter
 - One new agreement signed in Q3
 - Two smaller start-ups signed in '15 and '16 discontinued operations in Q2 after a longer period with weak performance
- Migration of iGC clients from server located on Malta to dedicated cloud located in Amsterdam

BettingCloud



- **B2B sports betting** offering based on the **OddsModel*** technology acquired in 2016
 - BettingCloud utilize and expand the technology to standalone products available to external clients, iGC clients and own brands
 - First operator launched (Q1 17) was German operator Wetten.com
- Development of BettingCloud technology ongoing:
 - Sportsbook solutions for operators to tailor made their offering expected at the end of 2017
 - Proprietary football odds from BettingCloud expected available for clients at the end of 2017
- Strong results from trading activity in the sports betting market
 - Q2 17 trading revenue of EUR 0.67 million, up from EUR 0.28 million in Q1 17
 - Proof of competitiveness of the technology in the competitive sports betting market

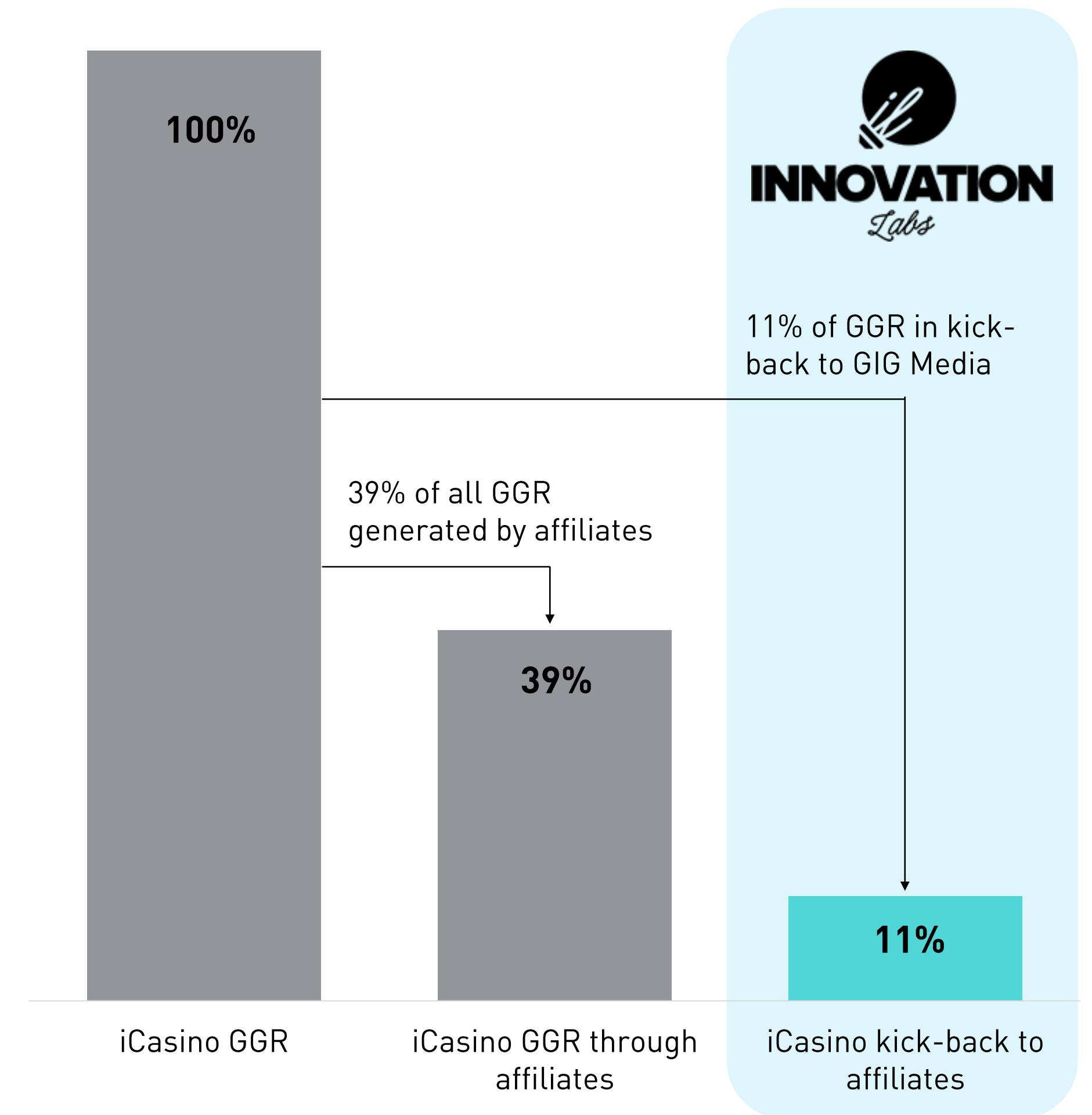
*OddsModel acquired for EUR 8 million (share issue) in May 2016

GIG Media– lead generation in iGaming

Two main revenue models

GIG Media is a performance marketing agency referring paying users to affiliated operators through:

1. Perpetual revenue share
 - IL receive a perpetual revenue share for every first time depositor (“FTD”)
 - Future cash flow distribution
2. One-time fee
 - IL receive a one-time fee for every first time depositor



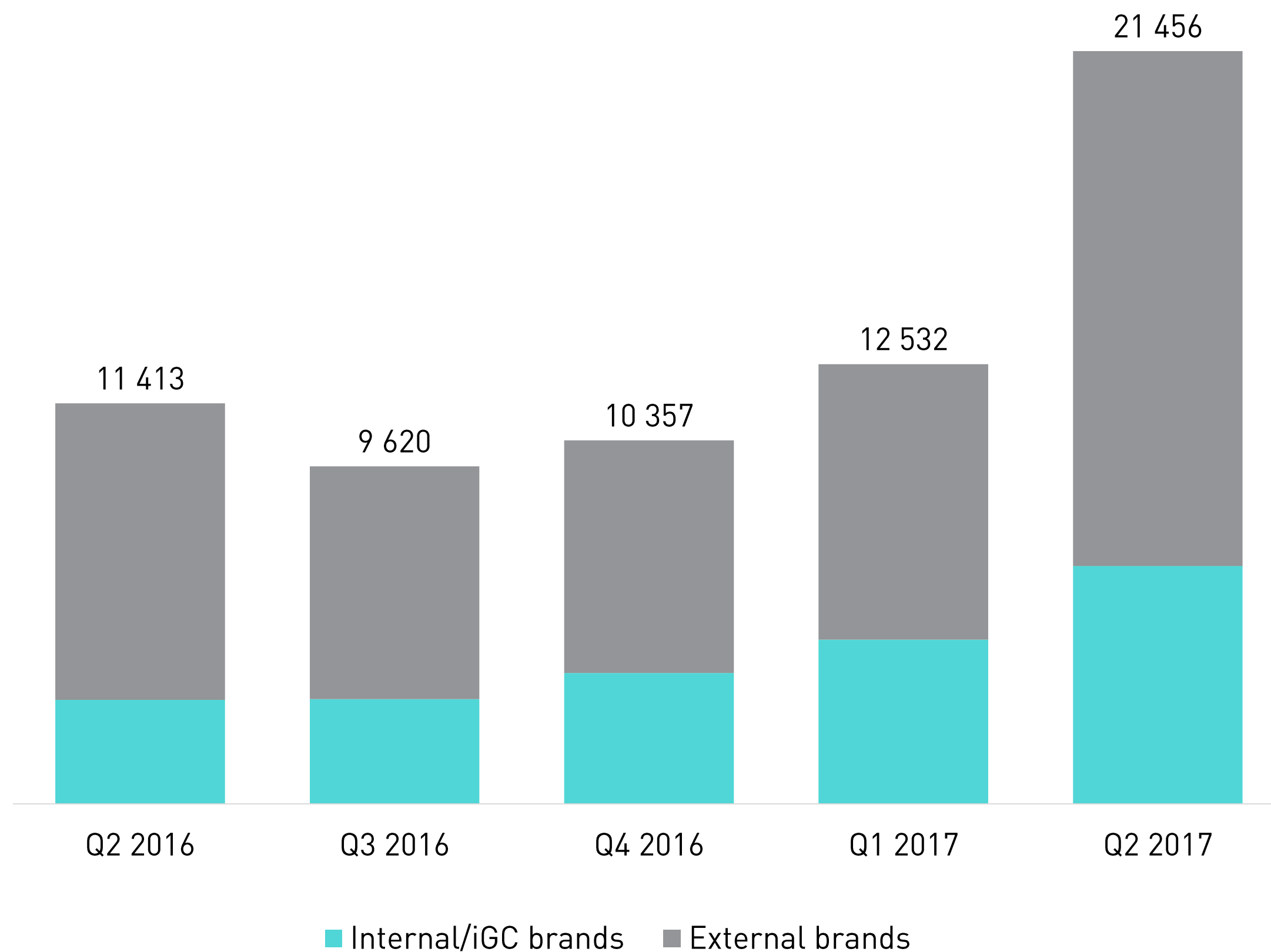
Revenue share illustration

Creating the leading affiliate in the Nordics

- The vision of GiG Media is to “Make iGaming universally liked and approachable, by improving the touch points of the industry”
- GiG Media now has the largest presence in casino related search results in the Nordic market
- The fast organic growth is complemented by acquired growth
 - Four affiliate acquisitions year to date with expected, combined, annual EBITDA contribution of EUR 13 million – the most significant being:
 - **Stk Marketing** - a major affiliate network in Scandinavia
 - Acquisition price of EUR 26 million, EBITDA expected to be EUR 7 million first 12 months of operation
 - **Casinotoponline.com** – enhancing position outside Scandinavia and in regulated markets
 - Acquisition price of EUR 11.5 million, current run-rate of EUR 3 million and EBIT margin in excess of 90 per cent
- Strengthening GiG’s traffic driving capability, increasing activities and volumes for all stakeholders in GiG’s eco-system

Strengthening GiG's traffic driving capability

Number of referred First Time Depositors



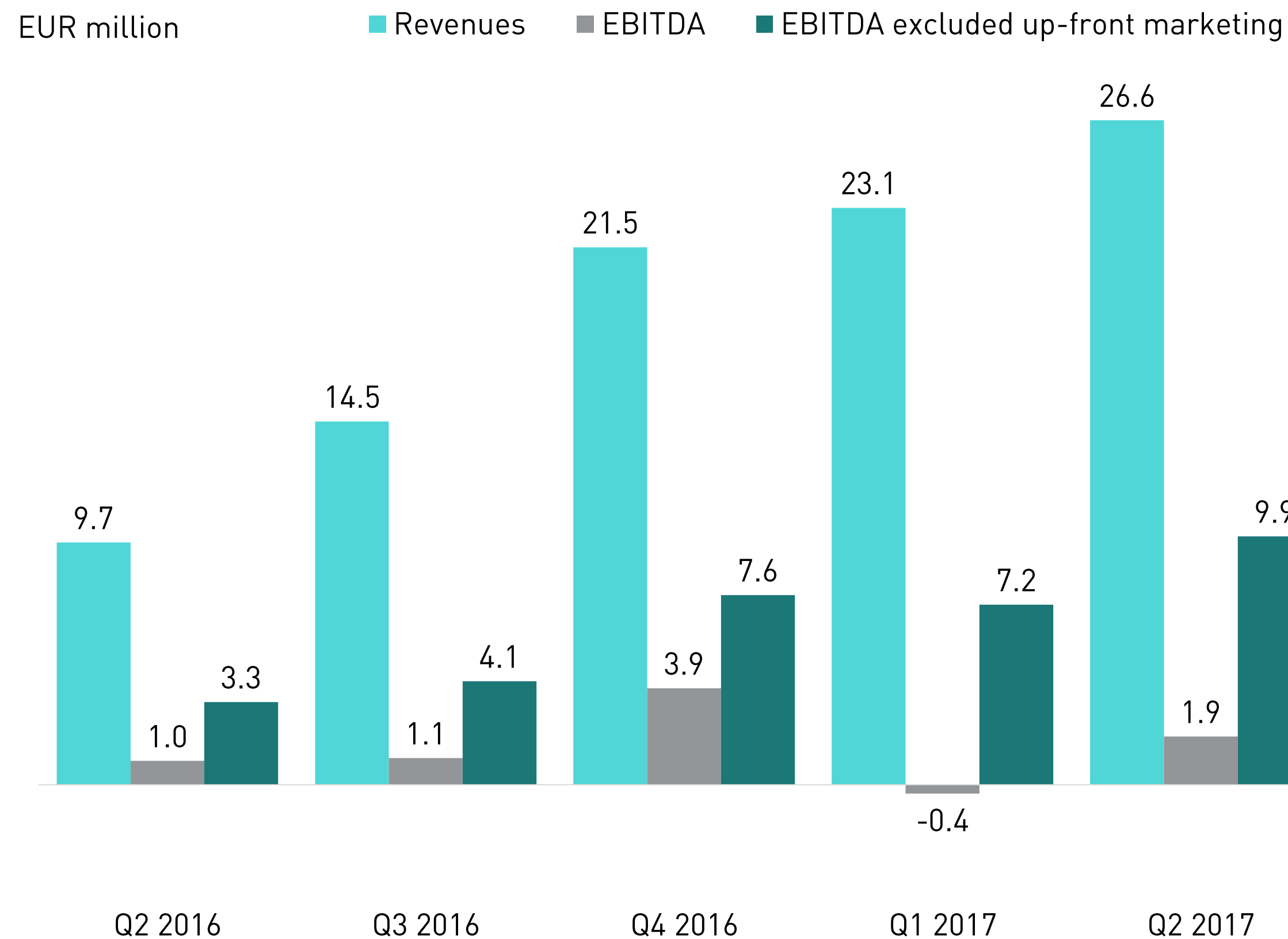
- Revenues of EUR 4.4 million in Q2 17
 - Y/Y revenue growth of 111%
 - Organic 50%, acquired 61%
 - Q/Q revenue growth of 35%
- Number of *FTD's up 88% Y/Y and 71% Q/Q
- 78% of revenues from revenue share (Q1 61%), 17% from CPA (Q1 31%), 5% listing fees
- *FTD distribution: 16% to GiG brands, 16% to iGaming clients, 68% to external clients
- Sweden largest market followed by Norway and the UK

*FTD's: First Time Depositors

Financial update



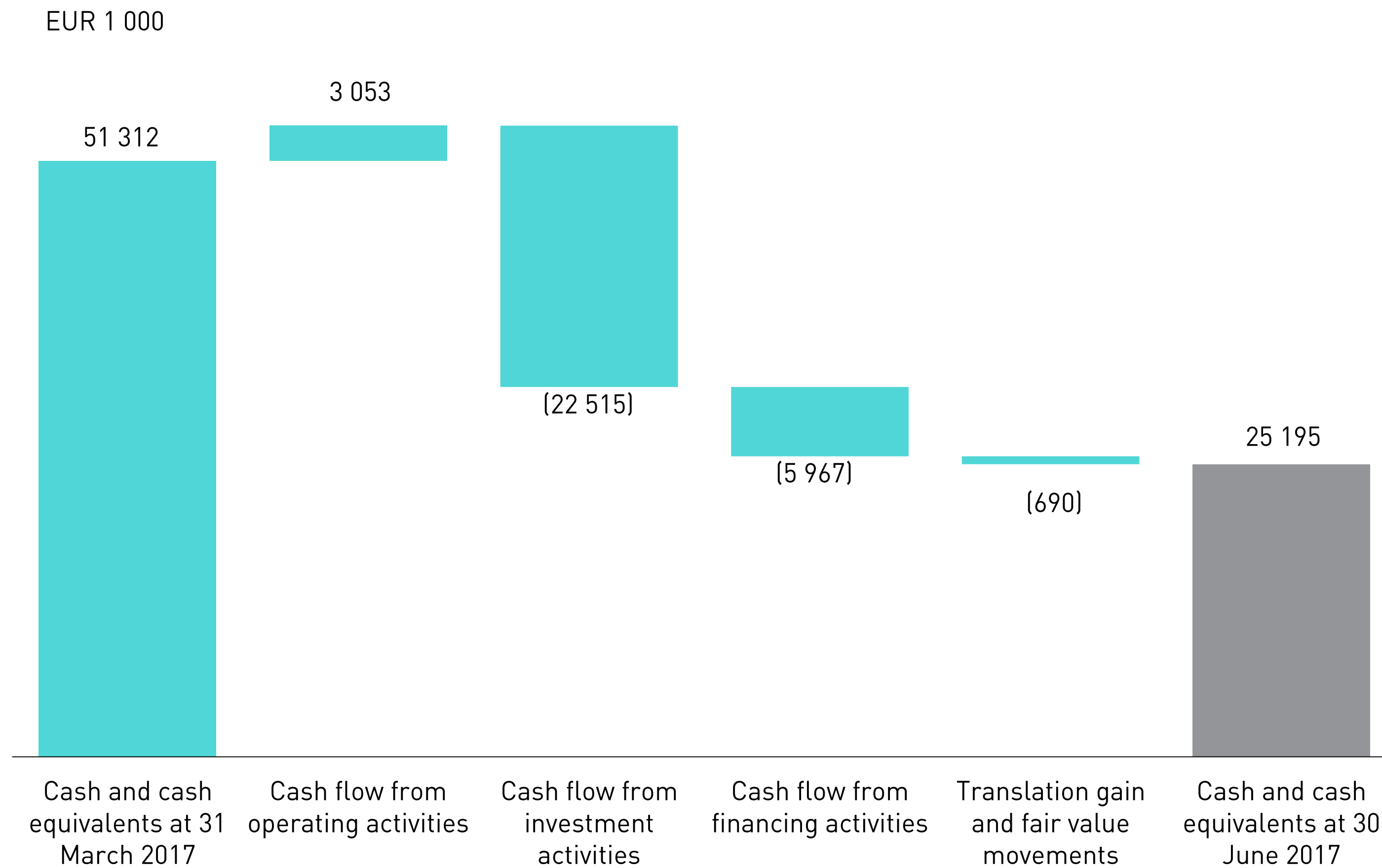
Continued strong growth



- All time high revenues of EUR 26.6 million driven by organic growth in both the B2C and B2B segment
 - 71% organic growth Y/Y
 - 10% organic growth Q/Q
- EBITDA of EUR 1.9 million
 - Growth in profitability due to front-loaded marketing expenses from previous quarters paying off in Q2 and upcoming quarters
 - Substantial marketing continued

*BetIt included from 1 September 2016 (Contributing with EUR 2.7 million in Q3 2016)

Cash Flow development

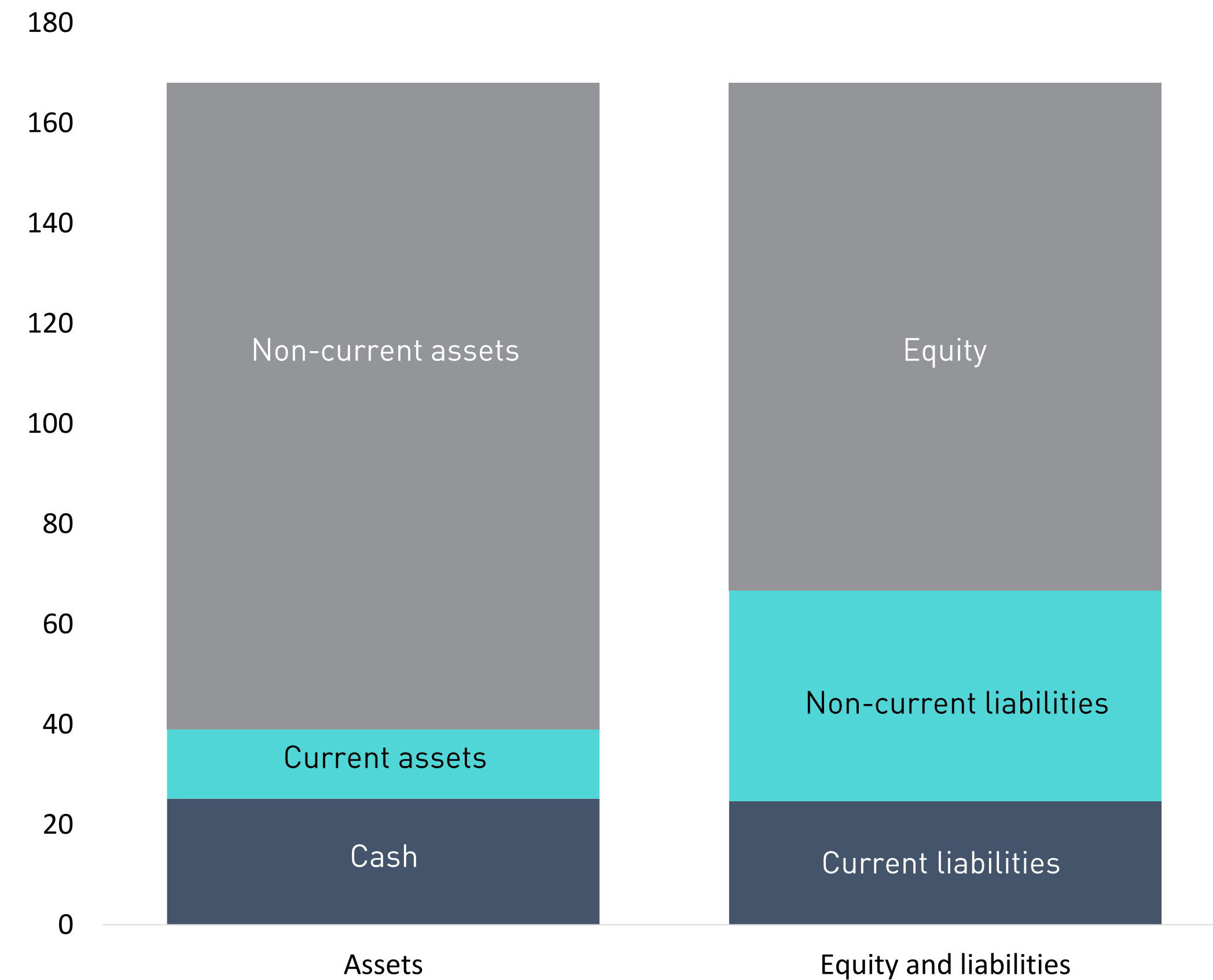


- Positive cash flow from operations
- Cash flow from investments of EUR 22.5 of which EUR 21.0 acquisition of affiliate
- Cash flow from financing activities of EUR 6.0 million, all related to repayment of loans

Financial position

Balance sheet composition

EUR million



- Cash balance of EUR 25.2 million and equity ratio of 60%

Outlook



Outlook

- Maintain guiding of EUR 120 million in revenues for 2017, exclusive of revenues from acquired operations
- Rapid expansion of GiG Gaming brands in Nordics, UK and Western Europe
- iGamingCloud to target larger customers through improved BI, infrastructure and architecture
- Strong acquisition pipeline for GiG Media
- Highroller.com and BettingCloud to launch in Q4

Q&A

3rd quarter 2017

02.11.2017

Appendix

Largest shareholders

Shareholder	# shares	%
Bryggen Holding AS	118 178 394	13.2 %
Optimizer Invest Ltd.	103 373 297	11.5 %
Swedbank Robur Ny Teknik	76 546 645	8.5 %
Super Innovative Limited (Robin Reed)	64 464 272	7.2 %
Hans Michael Hansen	50 104 461	5.6 %
Frode Fagerli	38 424 516	4.3 %
Carnegie Investment	25 624 339	2.9 %
Skandinaviska Enskilda Banken nom.	21 150 738	2.4 %
Ben Clemes	18 821 468	2.1 %
CMM Invest AS	18 024 671	2.0 %
Avanza Bank AB nom.	17 853 238	2.0 %
Anders Berntsen	17 150 713	1.9 %
Flaxvatn Holding AS	16 032 998	1.8 %
Proritet Capital AB	15 665 062	1.7 %
Nordnet Bank AB nom.	15 358 866	1.7 %
GIG Share Options Ltd.	14 308 533	1.6 %
Svenska Handelsbanken nom.	13 415 878	1.5 %
Fondita Nordic Micro Cap	13 000 000	1.5 %
G.F. Invest AS	11 716 054	1.3 %
Nordea Bank AB nom.	10 750 931	1.2 %
Other	215 691 192	24.1 %
Total issued shares	895 656 266	100.0 %

Share performance since May 2015



27.05.15: Changed the ticker on OSE to "GIG"
Source: Oslo Børs

Income statement

Condensed Statements of Operations in EUR 1 000 (Unaudited)

	Q2 2017	Q2 2016	6M 2017	6M 2016	2016
Revenues	26 579	9 691	49 653	17 577	53 605
Cost of sales	4 680	1 444	9 046	2 738	9 285
Gross profit	21 899	8 247	40 607	14 839	44 320
Gross profit margin	82%	85%	82%	84%	83%
Marketing expenses	11 113	3 598	22 043	6 937	19 093
Other operating expenses	8 856	3 691	16 984	7 016	19 411
Total operating expenses	19 969	7 289	39 027	13 953	38 504
EBITDA	1 930	958	1 580	886	5 816
Depreciation & amortization	2 152	700	3 392	1 055	3 046
EBIT	-222	258	-1 812	-169	2 770
Other income (expenses)	-4	26	-866	-132	-1 349
Unrealized gain on derivative asset	0	-124	0	1 498	1 337
Result before income taxes	-226	160	-2 678	1 197	2 758
Income tax refund (expense)	-17	-58	-27	-58	-364
Net result	-243	102	-2 705	1 139	2 394
Marketing in % of revenue:	42%	37%	44%	39%	36%
Other operating in % of revenue:	33%	38%	34%	40%	36%
EBITDA in % of revenue:	7%	10%	3%	5%	11%

Cash flow

In EUR 1 000	Q2 2017	Q2 2016	6M 2017	6M 2016	2016
Cash flow from operating activities	3 054	971	9 216	-632	2 221
Cash flow from investment activities	-22 515	-4 135	-24 465	-4 208	-5 061
Cash flow from financing activities	-5 967	2 116	34 948	5 920	7 052
Translation gain	-1 987	-167	-1 835	-203	-200
Fair value movements	1 298	0	1 296	126	-69
Net change in cash and cash equivalents	-26 117	-1 215	19 160	1 003	3 943
Cash and cash equivalents at start of period	51 312	4 310	6 035	2 092	2 092
Cash and cash equivalents at end of period	25 195	3 095	25 195	3 095	6 035

Balance sheet

Condensed Balance Sheet in EUR 1 000 (Unaudited)



	30.06.17	30.06.16	2016
Assets			
Goodwill	63 675	24 252	63 955
Intangibles and other non-current assets	66 647	21 655	43 638
Total non-current assets	130 322	45 907	107 593
Other current assets	13 873	9 837	12 680
Cash and cash equivalents	25 195	3 095	6 035
Total current assets	39 068	12 932	18 715
Total assets	169 390	58 838	126 308
Liabilities and shareholders' equity			
Total shareholders' equity	102 624	46 839	105 175
Short term loans	0	3 581	3 407
Other current liabilities	24 660	6 822	15 065
Total current liabilities	24 660	10 403	18 472
Bond payable	41 405	0	0
Other long term liabilities	701	1 596	2 661
Total liabilities	66 766	11 999	21 133
Total liabilities and shareholders' equity	169 390	58 838	126 308

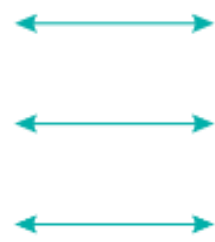
GAMING INNOVATION GROUP INC.
 DELAWARE
 Listed on the Oslo Børs

GAMING INNOVATION GROUP LTD.
 MALTA






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<p>AFFILIATE MARKETING Innovation Labs Ltd. [Malta]</p>  <p>INNOVATION <i>Labs</i></p>	<p>CLOUD SERVICES iGaming Cloud Ltd. [Malta]</p>  <p>iGAMING CLOUD</p>
<p>SPORTS TECHNOLOGY OddsModel AS [Norway]</p>	<p>SPORTS TRADING Gridmanager Ltd. [Malta]</p>



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 OPERATORS

<p>CANDID GAMING LTD. [Malta]</p> 	<p>ZECURE GAMING LTD. [Malta]</p> 
<p>MT SECURE TRADE LTD. [Malta]</p> 	<p>BETIT HOLDINGS LTD. [Malta]</p> 