

GiG

Q2 2018



14 August 2018

GiG

**"OPENING UP IGAMING,
TO MAKE IT FAIR
& FUN FOR ALL"**

TODAY'S PRESENTER



**ROBIN
REED**

Founder & CEO

AGENDA

- GiG Overview
- Highlights
- Strategic & Business Update
- Outlook & Summary
- Q/A

GIG OVERVIEW

Technology company providing products and services throughout the entire value chain in the iGaming industry

Founded in 2012

HQ in Malta, with offices in Denmark, Norway, Spain and Gibraltar

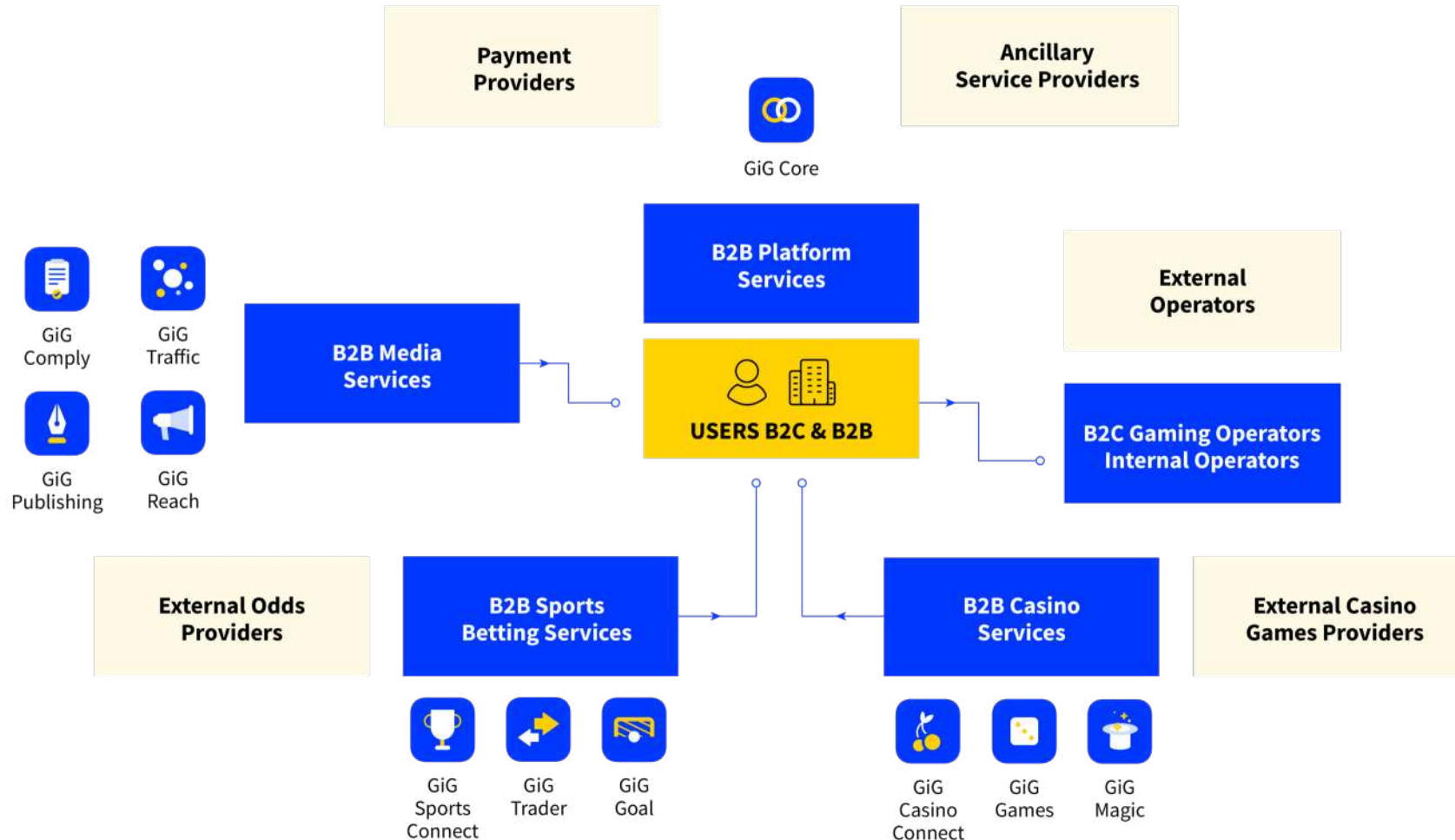
~750 GIGsters looking to disrupt the iGaming industry

Listed on Oslo Stock Exchange with the ticker "GIG"



GIG ECOSYSTEM

Disrupting the iGaming value chain



OPERATIONAL HIGHLIGHTS



- Media Services: quarterly all-time-high revenues Y/Y of 99%, organic 32%
- New Sports Betting Services launched, live on Rizk.com, offered to clients from July
- Gaming Operators: strategic review to make the vertical long term profitable and sustainable
- The Company's platform service – GiG Core, licensed in New Jersey (US), live with HardRockCasino.com
- GiG Comply: new website compliance tool, launch in September, two external clients expected to sign soon
- NASDAQ Stockholm listing proceeding to plan

Q2 - FINANCIAL HIGHLIGHTS

€36.9_M

REVENUES

+30% y/y

€6.4_M

COST OF SALES

+36% y/y

€13.2_M

MARKETING

+18% y/y

€15.7_M

OTHER OPEX

+77% Y/Y

€1.7_M

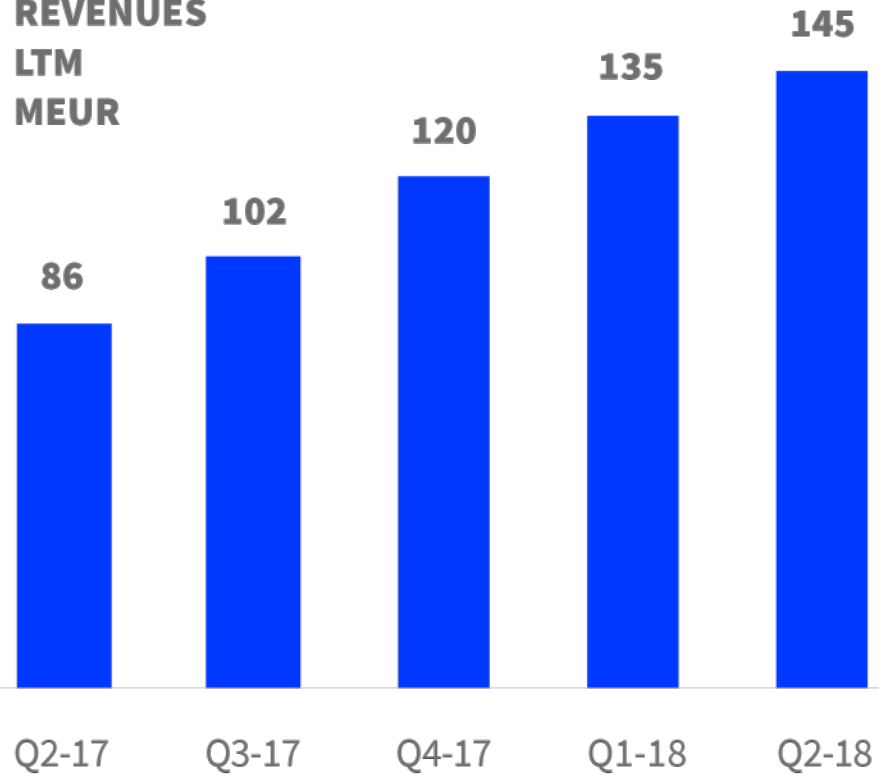
EBITDA

-14% Y/Y

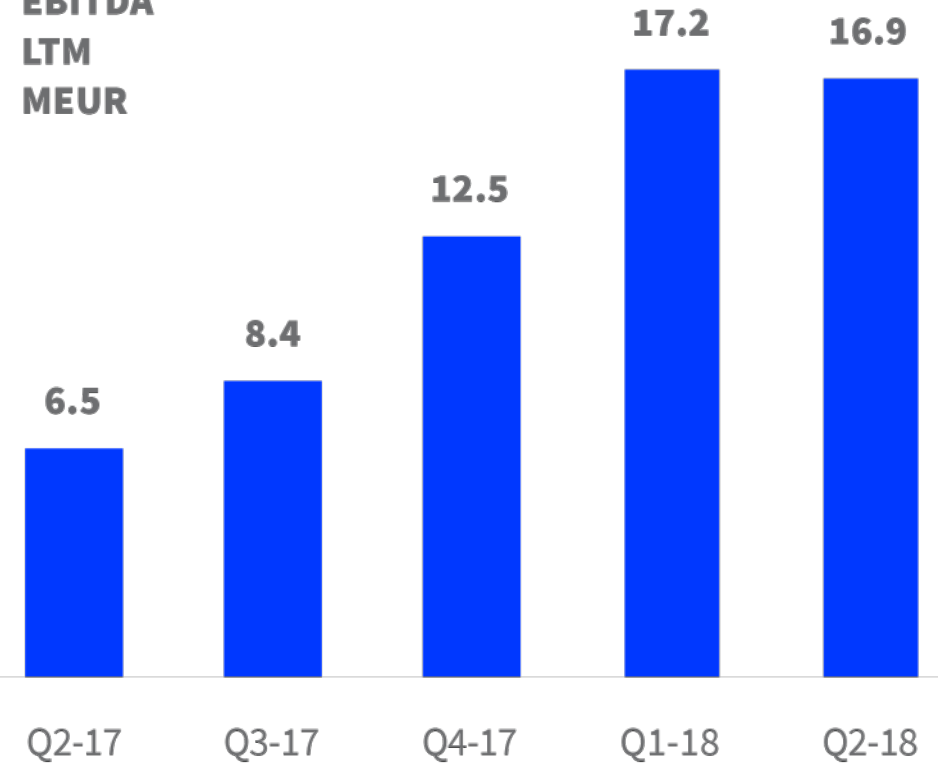
CONTINUED STABLE AND POSITIVE DEVELOPMENT



REVENUES
LTM
MEUR



EBITDA
LTM
MEUR





STRATEGIC UPDATE

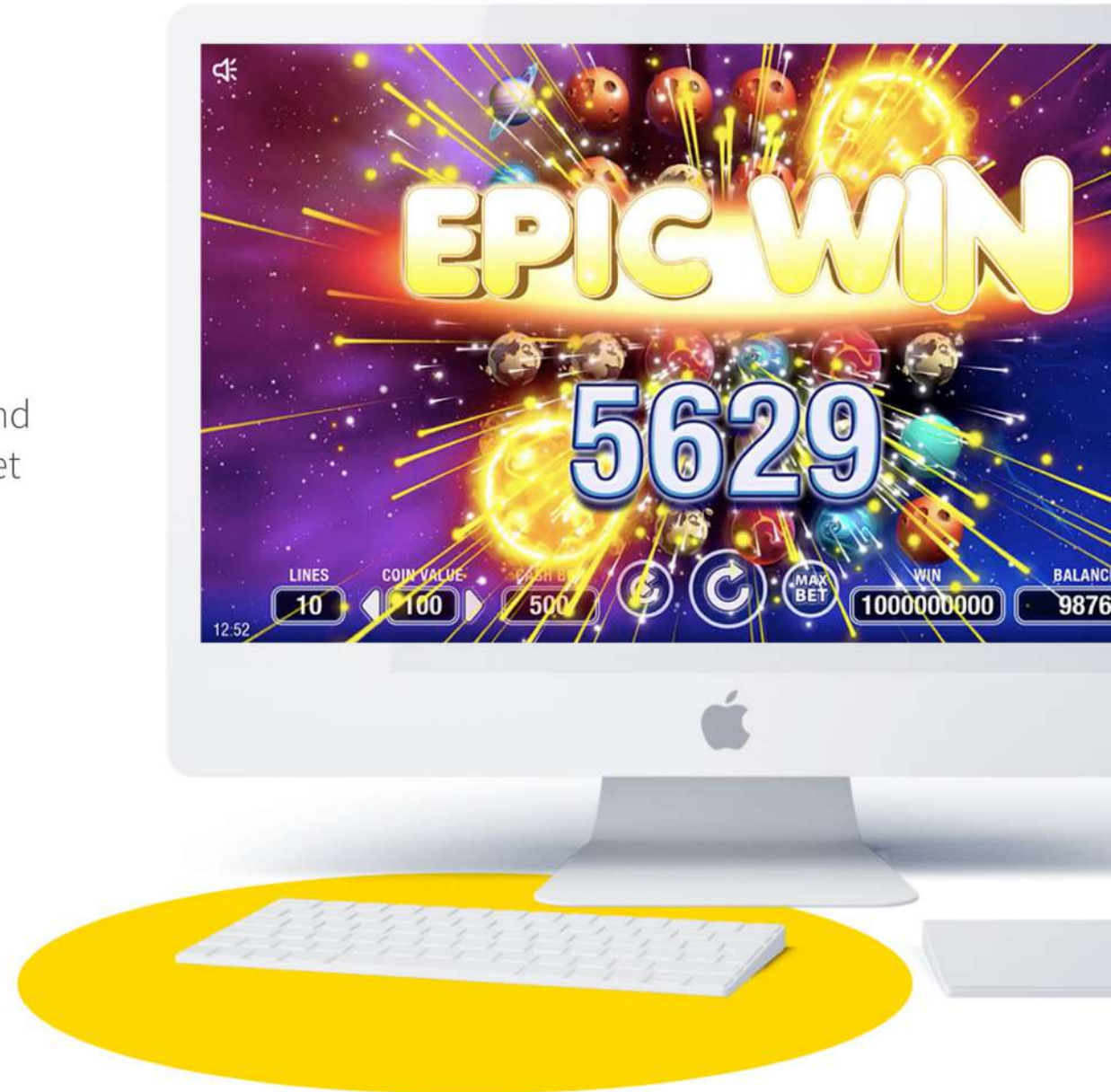


LAUNCHED NEW B2B SPORTS BETTING SERVICES

- Cutting-edge sportsbook with full flexibility and scalability
- Three products offered standalone or as a complete product:
 - **GiG Sports Connect:** proprietary odds feed
 - **GiG Trader:** intelligent trading tools
 - **GiG Goal:** intelligent middleware and front end solution
- Successful launch of new sportsbook with Rizk.com in June
- Available to operators from August, first external customers close to signing

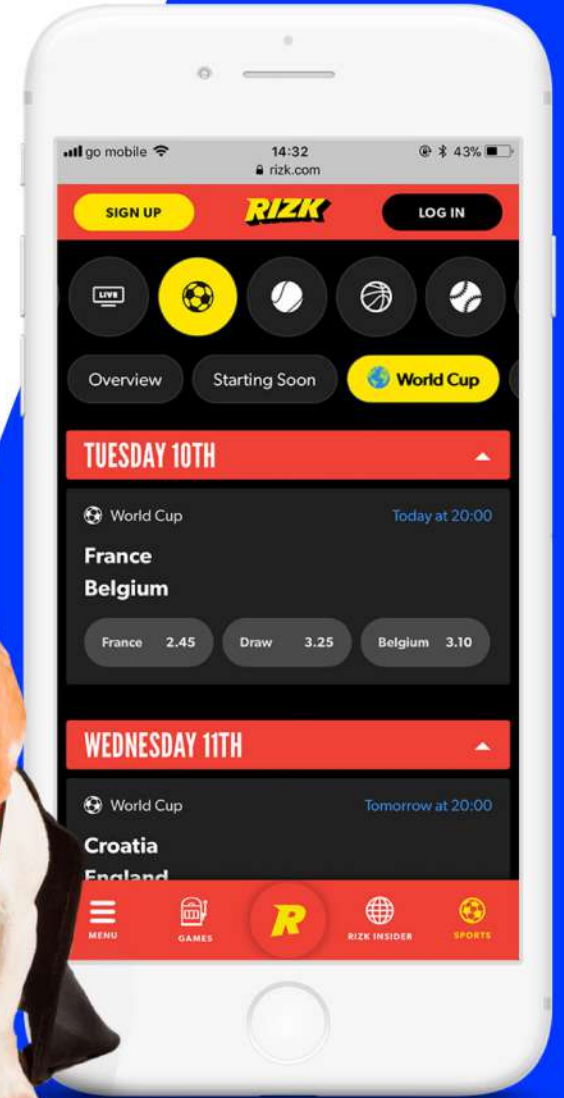
B2B UPDATE

- GiG Comply – new scalable compliance tool developed and available in September with the widest reach in the market
- GiG’s in-house games studio will launch its first game before the end of Q3, six games are currently under development with launch during the next 12 months
- GiG Magic - flexible front end solutions for the creation of tailor made UX signed with three external customers



B2C UPDATE

- CEO Robin Reed, acting CMO to ensure long term growth and profitability
- GiG has completed a strategic review within the Gaming Operators vertical to make it sustainable and profitable long term:
 - Consolidated brand positioning
 - Strengthened digital performance marketing
 - New product releases including Guts V2.0, new sportsbook on Rizk and 'Pay N Play' on Thrills
 - Strong focus on compliance and responsible gaming
- Brand SuperLenny's website will be converted to an affiliate website operated by GiG's Media Services
- The measures taken are expected to support a healthy development in FTD's and revenues in H2





ROCKIN' GAMES



Dazzle Me Hot City Aliens The Invisible Man Egg O'matic



Steamtower Roulette Live HD Mega Fortune Elements Jack and the Beanstalk

WHEEL OF ROCK

PLAY AND EARN REWARDS WITH THE WHEEL OF ROCK

Play

The more you play the more rewards you earn! From Freespins, to Cash money and even great Hard Rock items!



HARD ROCK

- GiG utilised its platform scalability to attract larger clients and expand internationally - entering the regulated US market
- Hard Rock went live with GiG's Casino Services on 3 July in New Jersey
- GiG is well positioned for the potential in the regulated US market

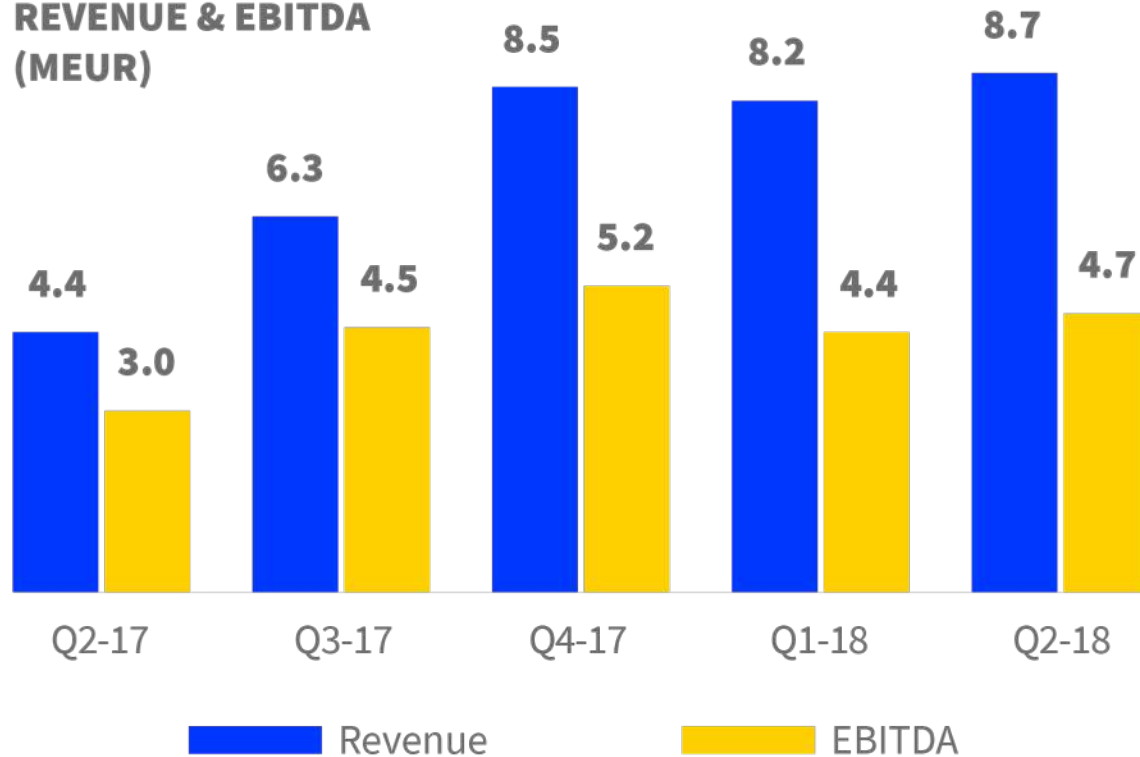


BUSINESS UPDATE



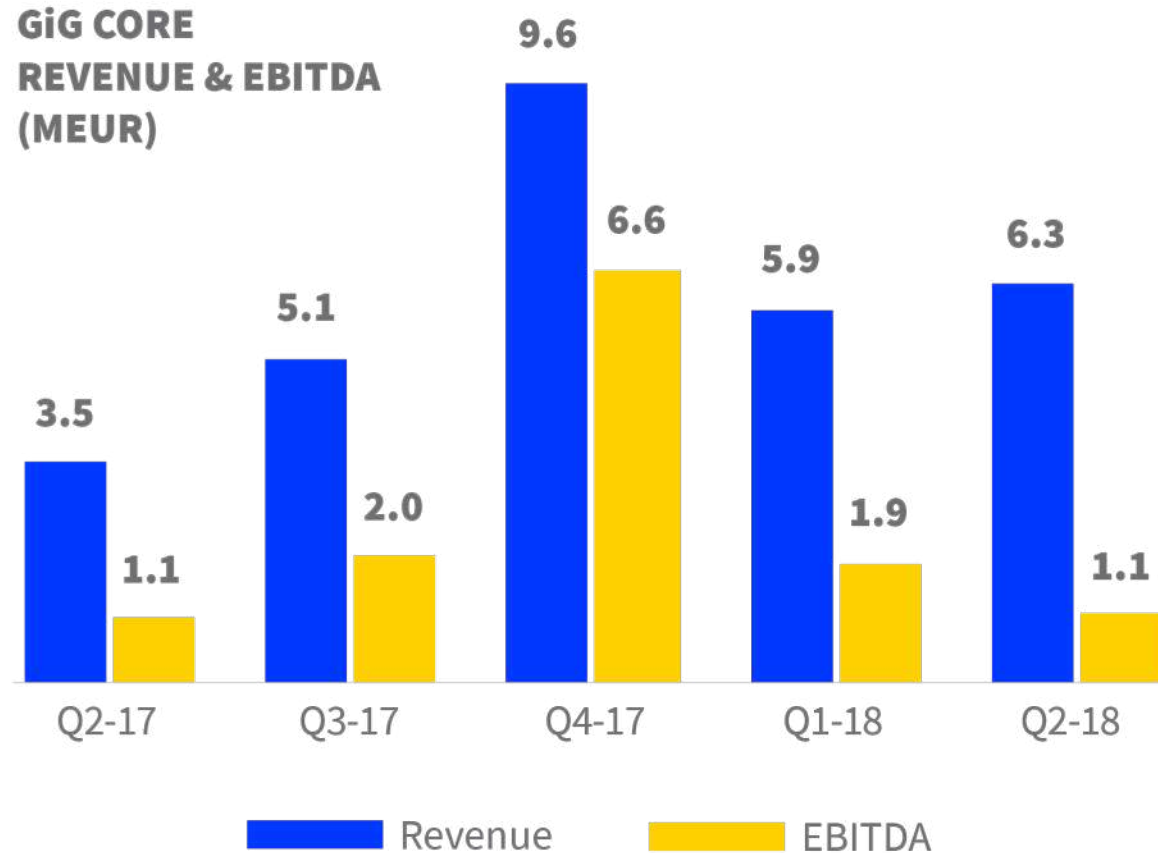
MEDIA SERVICES (B2B)

**GiG MEDIA
REVENUE & EBITDA
(MEUR)**



- Revenues reached quarterly all-time-high, up 99% from Q2 17 (32% organic)
- 31,445 FTD's referred in Q2 18, an increase from 21,456 in Q2 17
 - 12% of FTD's referred to operators in GiG's ecosystem
- 70% of revenues from revenue share agreements

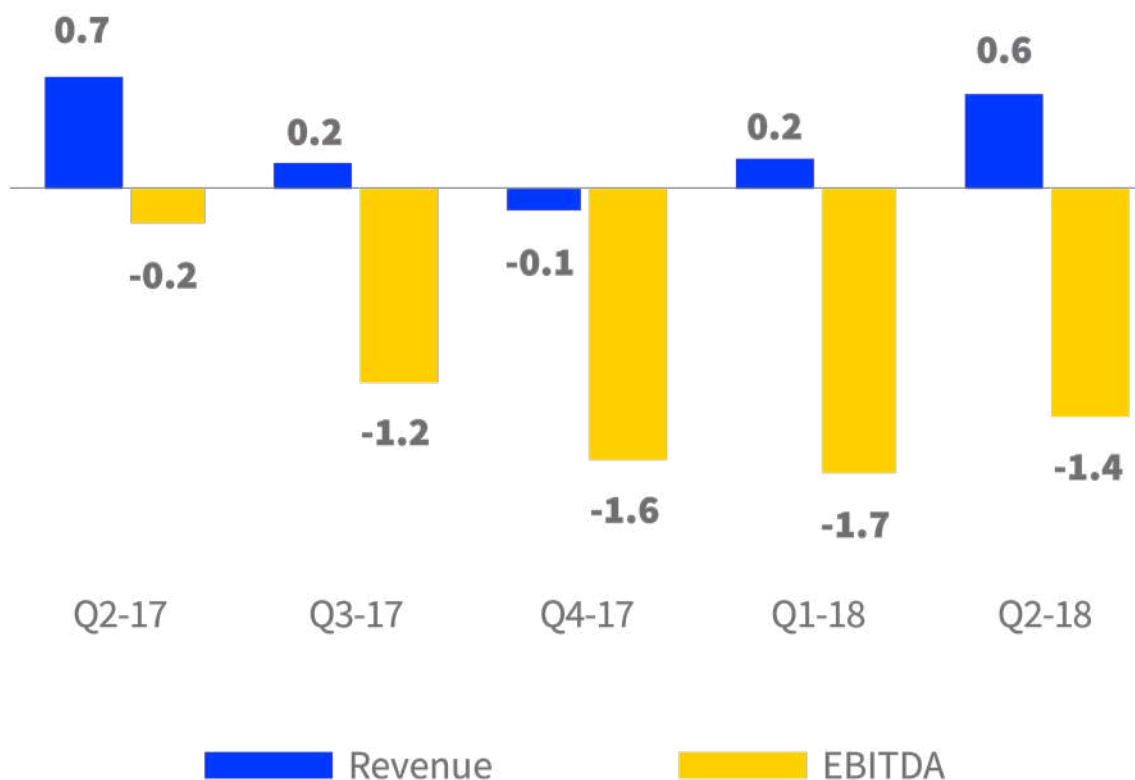
PLATFORM SERVICES (B2B)



- Continued underlying growth in NGR from client base, up 5% Q on Q
- Revenues increased 80% from Q2 17
- EBITDA impacted by integration of Hard Rock and NJ licensing

SPORTS BETTING SERVICES (B2B)

GiG SPORTS REVENUE & EBITDA
(MEUR)

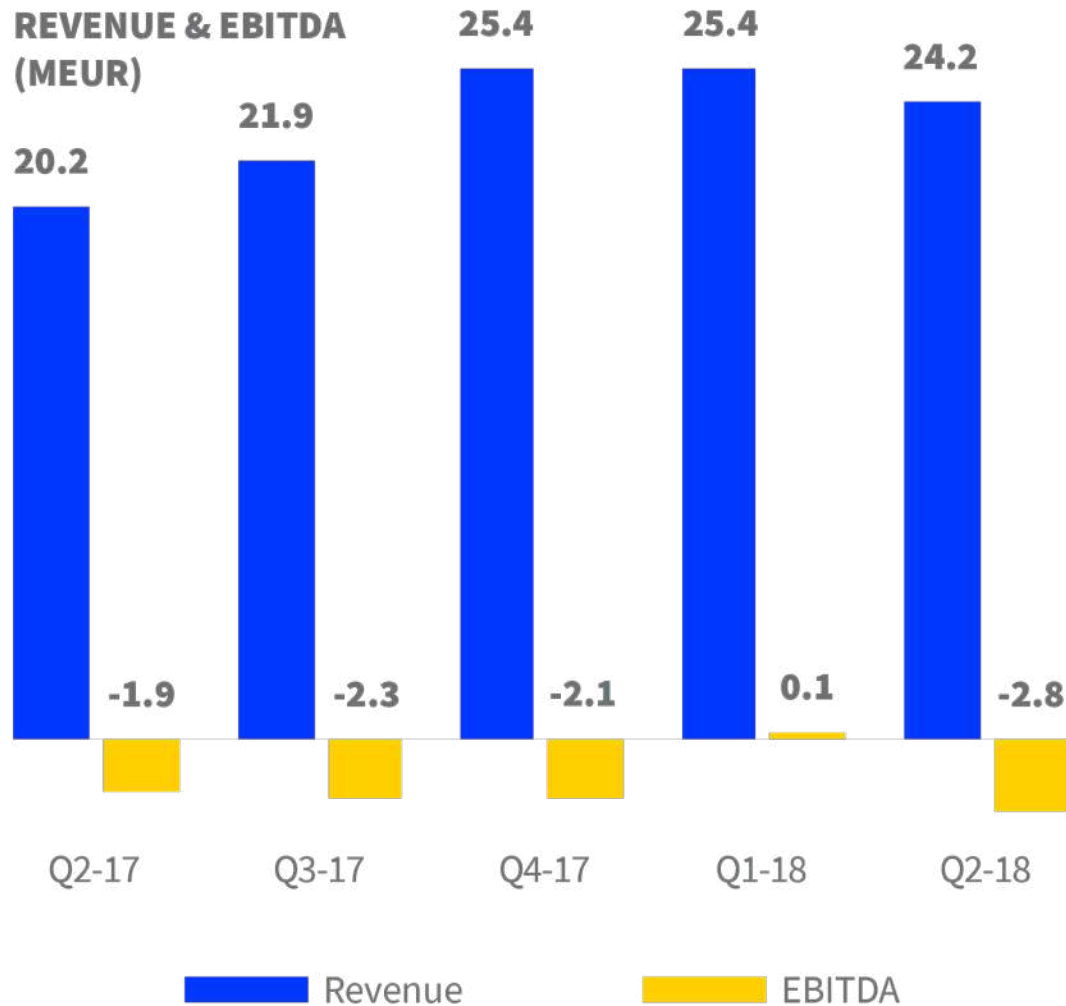


- Sports related revenues has shifted from Platform Services to Sports Betting Services from Q2 18
- Revenues was EUR 0.6m in Q2 18, of which 0.2m from own trading
- EBITDA was EUR -1.4m in Q2 18 compared to EUR -0.2 in Q2 17

GAMING OPERATORS (B2C)



**GiG GAMING
REVENUE & EBITDA
(MEUR)**



- Revenues increased by 20% from Q2 17
 - Marketing costs was 54% of GIG Gaming revenue, compared to 46% in Q1 18
 - Revenues up 33% adjusted for closed markets
- Active real money players increased to 173,612 (183,295), deposits per player up
- 95% of revenues generated from core markets in Q2 18

OUTLOOK

- After a period of heavy investments into the development of the ecosystem, GiG's focus is to improve its products and services to claim market shares, increase revenues and reduce operating expenses compared to revenues
- Guidance for the full year 2018: GiG expects revenues between EUR 155m and EUR 162m and an EBITDA between EUR 16m and EUR 20m



MAKE
GREAT
STUFF



SUMMARY

- Strategic review within Gaming Operators to make it profitable and sustainable for the long term
- New Sport Betting Services launched in Q2
- GiG Games Studio launching first game in September
- GiG Comply, compliance monitoring tool launched with two external customers close to agreement
- Live with Hard Rock casino services in New Jersey, US



Q/A





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	83 000 000	9.3 %
Super Innovative Limited	64 464 272	7.2 %
Hans Michael Hansen	43 604 272	4.9 %
Frode Fagerli	35 752 671	4.0 %
Avanza Bank AB nom.	23 244 347	2.6 %
Ben Clemes	18 821 468	2.1 %
Skandinaviska Enskilda Banken nom.	18 616 009	2.1 %
CMM Invest AS	17 524 671	2.0 %
Nordnet Bank AB nom.	17 294 510	1.9 %
Anders Berntsen	17 142 713	1.9 %
Digeelva Invest AS	16 140 292	1.8 %
Fondita Nordic Micro Cap	15 000 000	1.7 %
Stenshagen Invest AS	14 835 000	1.7 %
G.F. Invest AS	14 000 000	1.6 %
Svenska Handelsbanken nom.	11 474 808	1.3 %
Saxo Bank A/S nom.	10 634 801	1.2 %
Danske Bank A/S nom.	10 383 445	1.2 %
Carnegie Investment nom.	9 490 014	1.1 %
Other	232 681 093	26.0 %
Total issued shares	895 656 266	100.0 %

INCOME STATEMENT

Condensed Statements of Operations in EUR 1 000 (Unaudited)	Q2 2018	Q2 2017	6M 2018	6M 2017	2017
Revenues	36 885	26 579	74 224	49 653	120 423
Cost of sales	6 364	4 680	13 214	9 046	20 521
Gross profit	30 521	21 899	61 010	40 607	99 902
Gross profit margin	83%	82%	82%	82%	83%
Marketing expenses	13 155	11 113	25 018	22 044	47 093
Other operating expenses	15 704	8 855	29 997	16 984	40 288
Total operating expenses	28 859	19 968	55 015	39 028	87 381
EBITDA	1 662	1 931	5 995	1 579	12 521
Depreciation & amortization	4 890	2 152	9 590	3 392	10 912
EBIT	-3 228	-221	-3 595	-1 813	1 609
Financial income (expense)	-972	-	352	-	-1 054
Other income (expense)	-48	-5	-143	-866	-
Result before income taxes	-4 248	-226	-3 386	-2 679	555
Income tax refund (expense)	-202	-17	-179	-27	-973
Net result	-4 450	-243	-3 565	-2 706	-418
Marketing in % of revenue:	36%	42%	34%	44%	39%
Other operating in % of revenue:	43%	33%	40%	34%	33%
EBITDA in % of revenue:	5%	7%	8%	3%	10%

CASH FLOW

In EUR 1 000	Q2 2018	Q2 2017	6M 2018	6M 2017	2017
Cash flow from operating activities	8 249	3 055	10 259	9 217	13 046
Cash flow from investment activities	-3 068	-22 515	-6 558	-24 466	-67 616
Cash flow from financing activities	-	-5 967	-	34 948	61 904
Translation loss	156	-1 987	242	-1 835	-2 571
Fair value movements	-24	1 297	2	1 296	1 281
Net change in cash and cash equivalents	5 313	-26 117	3 945	19 160	6 044
Cash and cash equivalents at start of period	10 711	51 312	12 079	6 035	6 035
Cash and cash equivalents at end of period	16 024	25 195	16 024	25 195	12 079

BALANCE SHEET

Condensed Balance Sheet in EUR 1 000 (Unaudited)

	30 June 2018	30 June 2017	2017
Assets			
Goodwill	69 653	63 675	69 444
Intangibles assets	88 217	61 482	91 997
Deposits and other non-current assets	8 175	5 165	7 179
Total non-current assets	166 045	130 322	168 620
Prepaid and other current assets	52	180	194
Trade and other receivables	20 712	13 693	24 769
Cash and cash equivalents	16 024	25 195	12 079
Total current assets	36 788	39 068	37 042
Total assets	202 833	169 390	205 662
Liabilities and shareholders' equity			
Total shareholders' equity	106 305	102 623	108 783
Trade payables and accrued expenses	31 570	24 661	28 568
Short term loans	-	-	-
Total current liabilities	31 570	24 661	28 568
Bond payable	62 798	41 405	66 466
Deferred tax liability	1 110	701	829
Long term loans	1 050	-	1 016
Total long term liabilities	64 958	42 106	68 311
Total liabilities	96 528	66 767	96 879
Total liabilities and shareholders' equity	202 833	169 390	205 662

STRONG CASH POSITION

EUR million

