



Nine Months 2017 Financial Results

Analyst Conference Call
9th November 2017

FORTUNA ENTERTAINMENT GROUP
N.V.

Agenda

1

Introduction

2

9M 2017 Key Highlights

3

9M 2017 Financial Results

4

2017 Outlook & Guidance Update

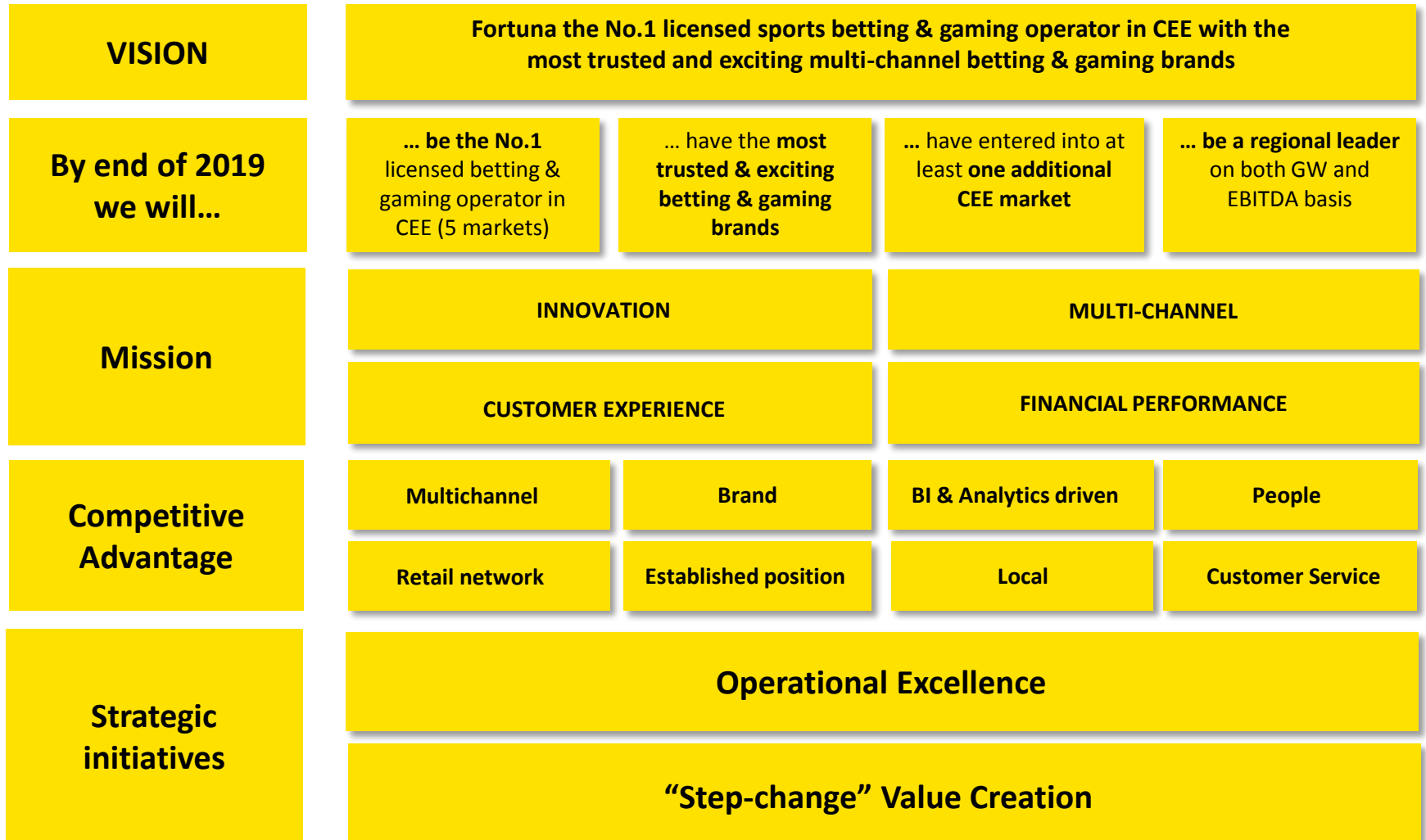


Introduction



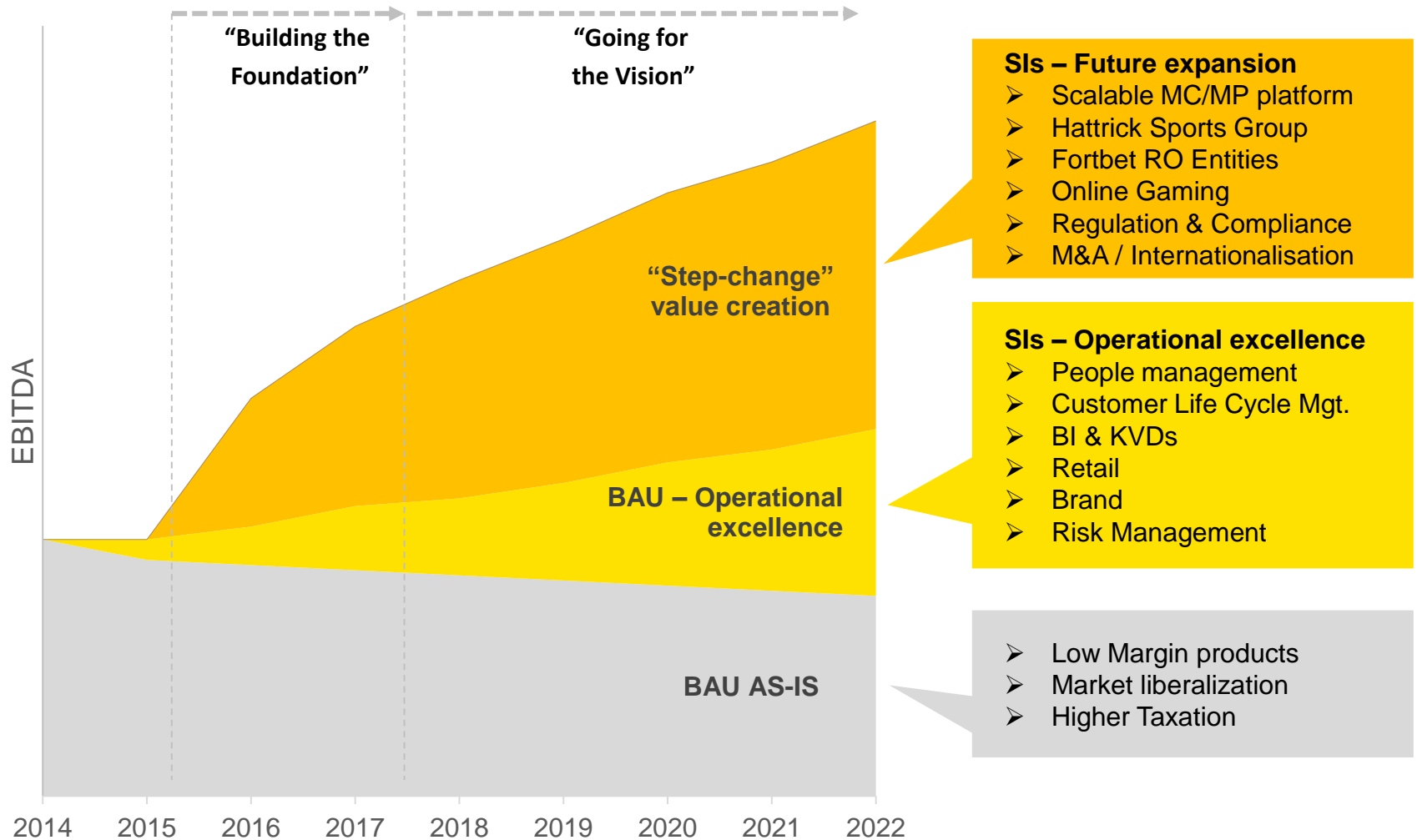
Fortuna Entertainment Group's Strategic Framework

Our Recipe for Transformation



The Journey...

3 Main Pillars & 2 Key Phases



Acquisition Strategy and Key Success Factors

1 Replication of proven business model based on operational excellence on the back of a cutting edge customised technology platform


2 Scalable operating model utilising local knowledge and group-wide best practices

3 Major strengthening of no. 1 position in sports betting and gaming in CEE

4 Consolidation of the Romanian market to become clear no. 1 multichannel operator in sports betting and gaming

5 Strategic expansion into markets with solid macro fundamentals, favourable regulatory framework and attractive industry dynamics

6 Dedicated integration team

 FEG B2C  FEG B2B



Fortuna Entertainment Group

Leading Regulated Operator in the CEE

Czech Republic

Pop. 10.5 million
390k registered users
No. 2 market position (31%)
Retail & Online
Reg. vs. offshore market:
EUR 780 MM vs. EUR 500 MM

Slovakia

Pop. 5.4 million
186k registered users
No. 2 market position (35%)
Retail & Online
Reg. vs. offshore market:
EUR 365 MM vs. EUR 100 MM

Croatia

PSK
Pop. 4.2 million
52k registered users
No. 2 market position (25%)
Retail & Online
Reg. vs. offshore market:
EUR 150 MM vs. EUR 30 MM

Poland

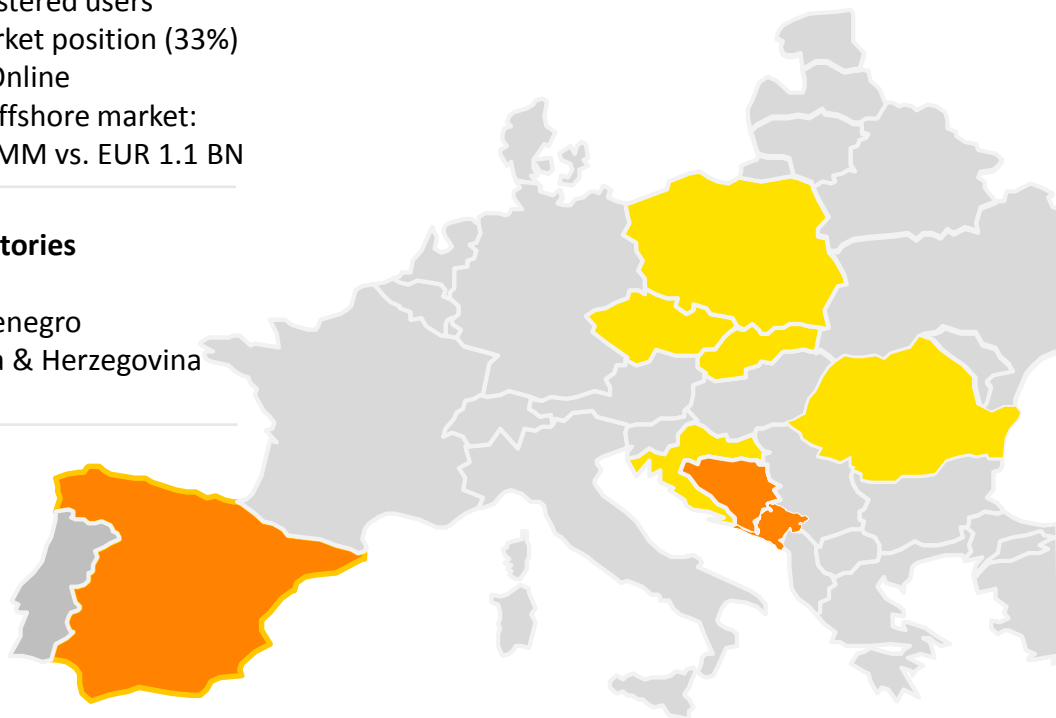
Pop. 37.9 million
309k registered users
No. 2 market position (33%)
Retail & Online
Reg. vs. offshore market:
EUR 200 MM vs. EUR 1.1 BN

B2B territories

- Spain
- Montenegro
- Bosnia & Herzegovina

Romania

Pop. 19.7 million
Combined no. 1 position in retail and TOP 5 in online
Retail & Online
Reg. vs. offshore market:
EUR 170 MM vs. EUR 300 MM



FEG B2C



FEG B2B



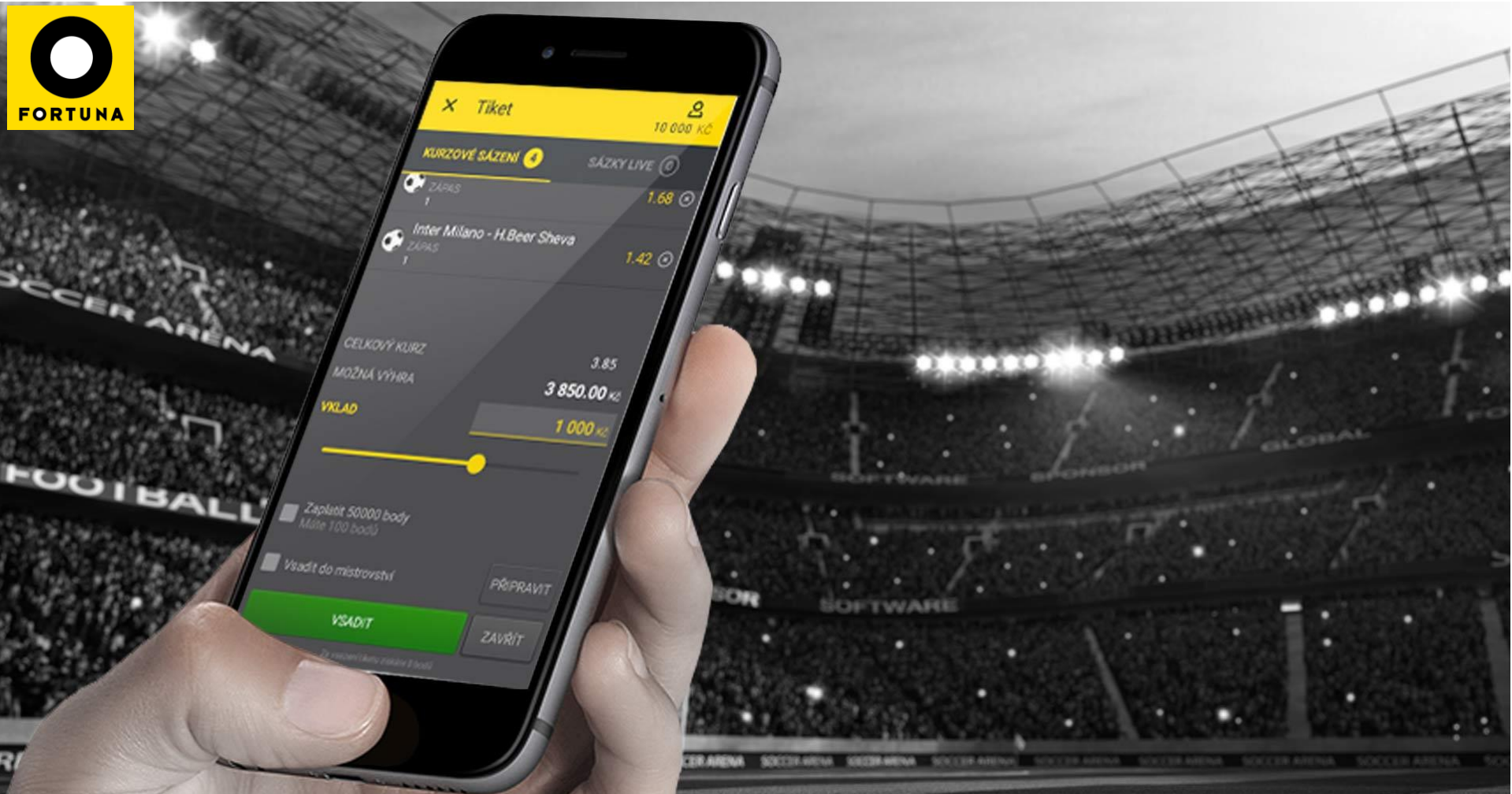
9M 2017 Key Highlights

9M 2017 Key Highlights

Amounts Staked growing across all markets & channels with Hattrick Sports Group and Romanian entities acquisition ensuring a further acceleration

- 1 Total Amounts Staked +69.1% yoy to EUR 1.3 billion
- 2 Gross Win +54.1% yoy to EUR 185.3 million
- 3 Total EBITDA EUR 28.3 million +77.9% yoy - adjusted EBITDA EUR 31.6 million +105.6%
- 4 Net Profit EUR 7.9 million, -18.0% yoy - adjusted Net Profit EUR 14.4 million, +59.5%
- 5 Hattrick Sports Group and Romanian entities acquisitions consolidated since May 2017 and Sep 1 respectively – integration in progress
- 6 Lottery business sold in May 2017 – reported as discontinued operations



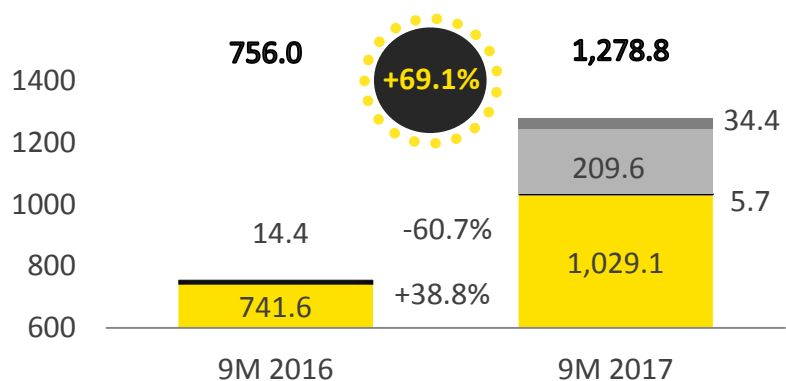


9M 2017 Financial Results

9M 2017 Financial Results

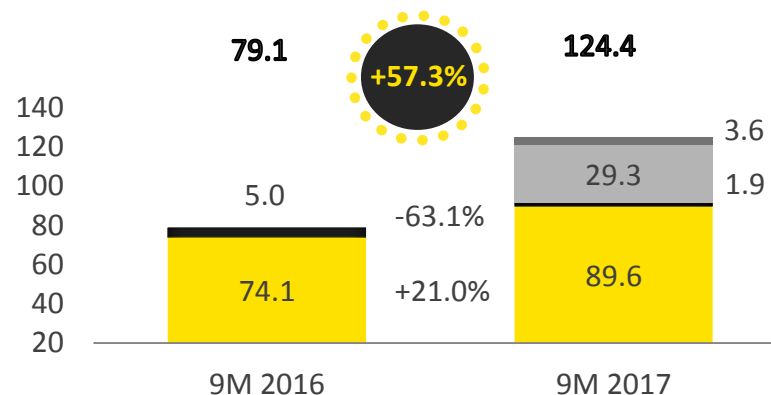
(in EUR MM)

Amounts Staked



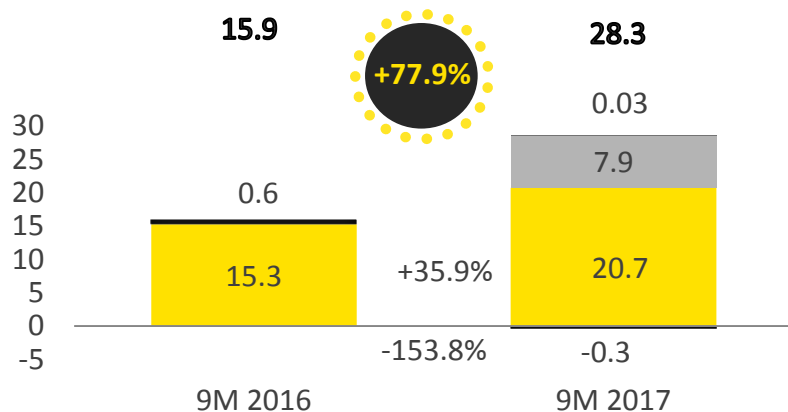
■ Sports Betting & Gaming ■ Lottery ■ Hatrick ■ FTN Romania

Revenues*



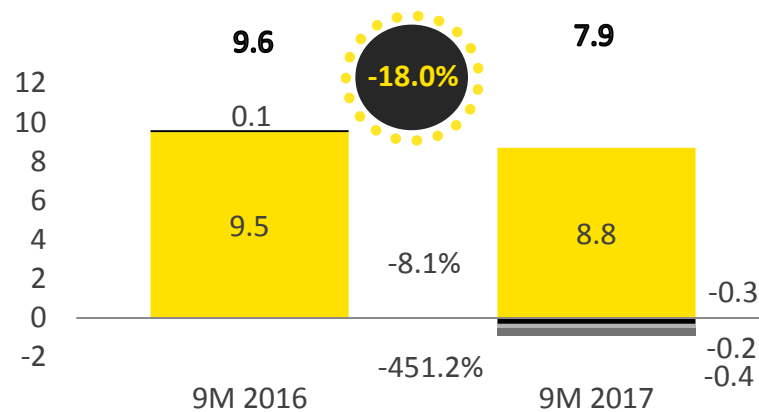
■ Sports Betting & Gaming ■ Lottery ■ Hatrick ■ FTN Romania

EBITDA*



■ FTN Romania ■ Hatrick ■ Lottery ■ Sports Betting & Gaming

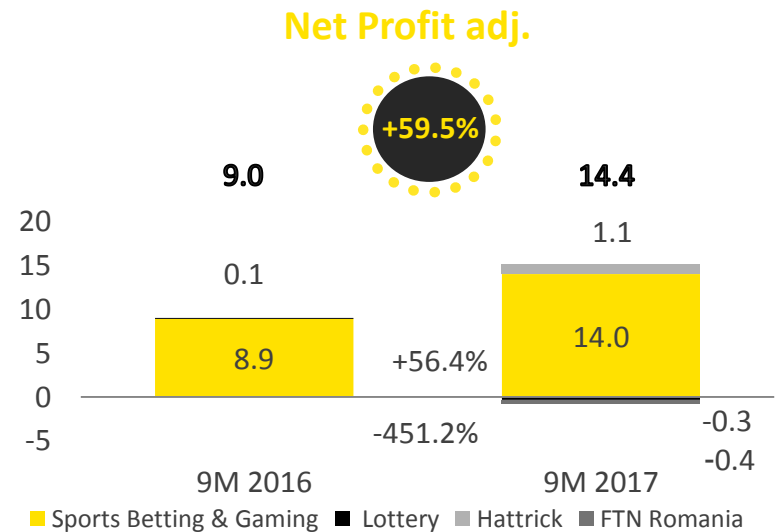
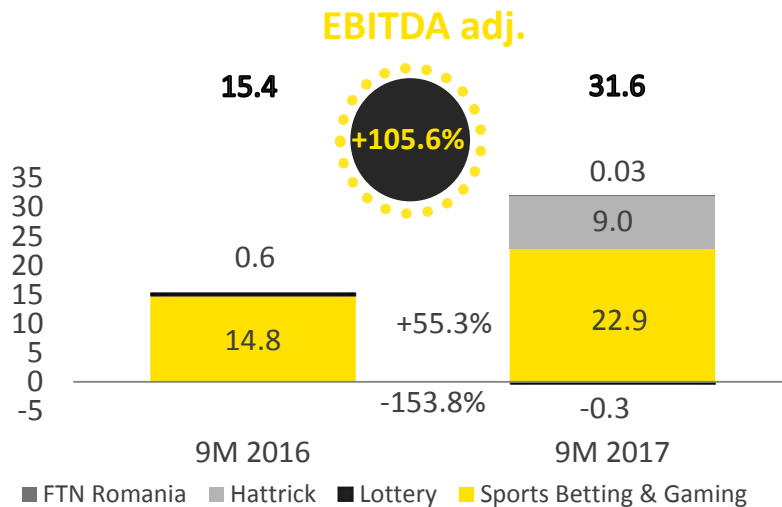
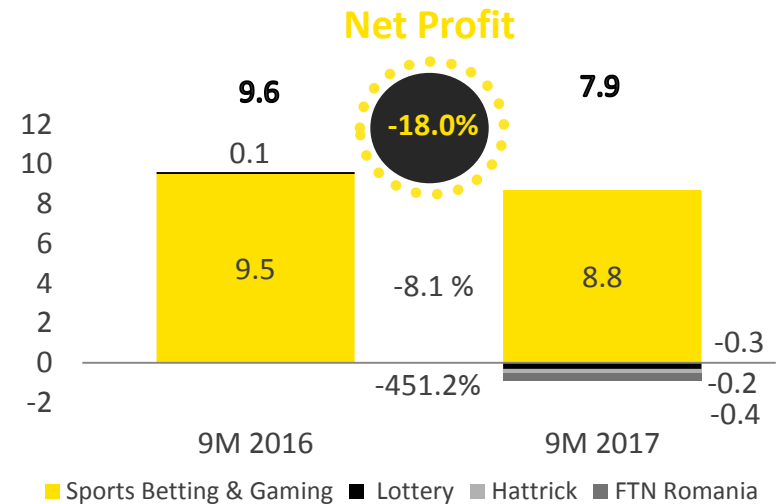
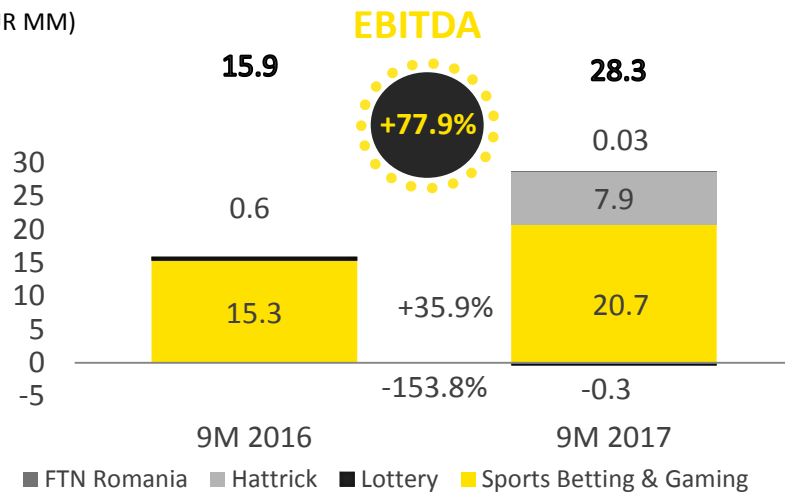
Net Profit*



■ Sports Betting & Gaming ■ Lottery ■ Hatrick ■ FTN Romania

9M 2017 Financial Results

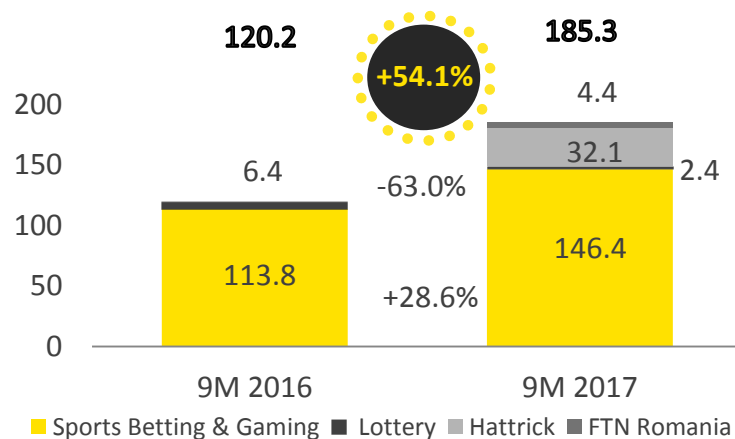
(in EUR MM)



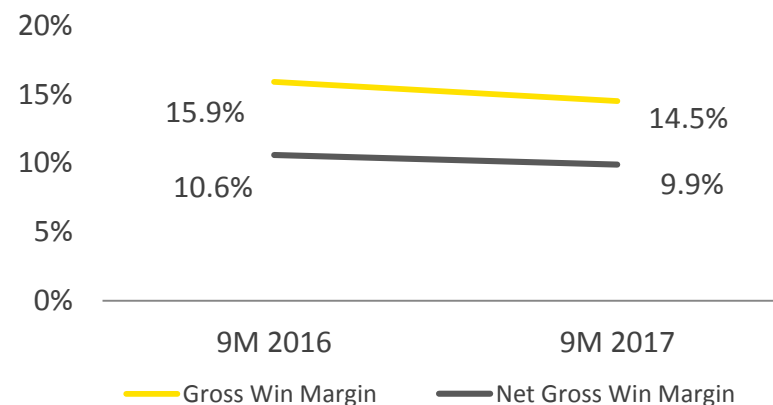
9M 2017 Financial Results

(in EUR MM)

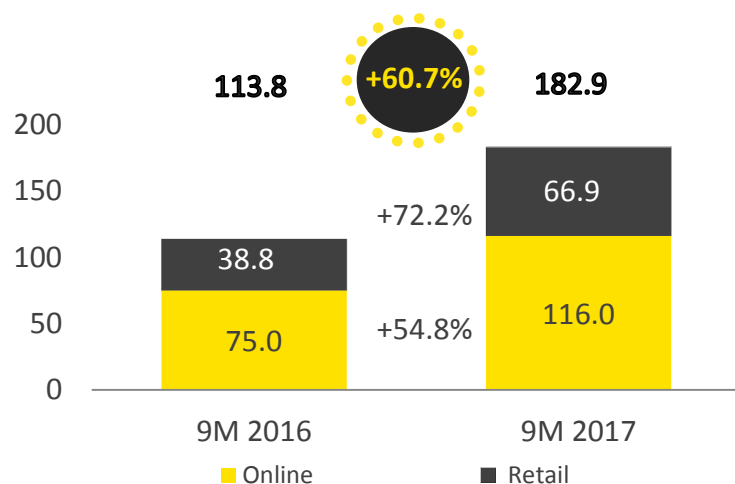
Gross Win



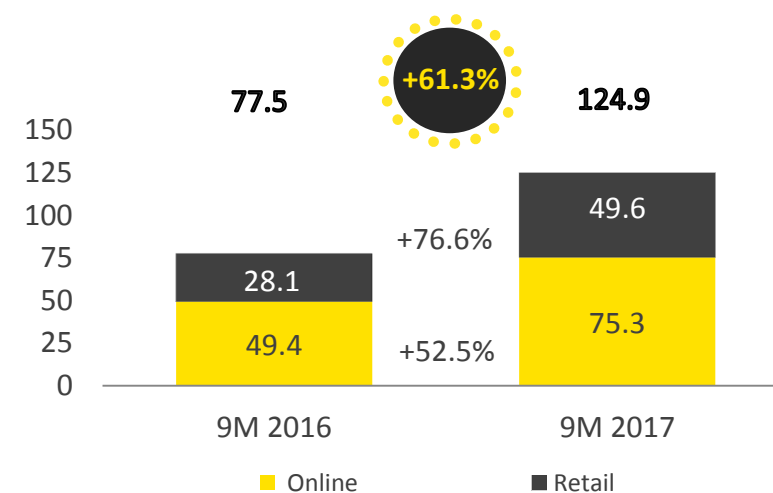
Gross Win / Net Gross Win Margin



Gross Win Sports Betting & Gaming*

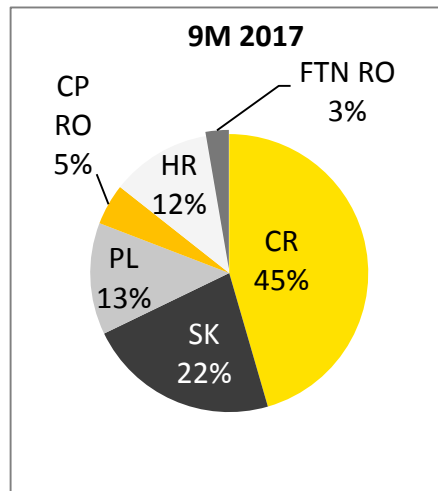
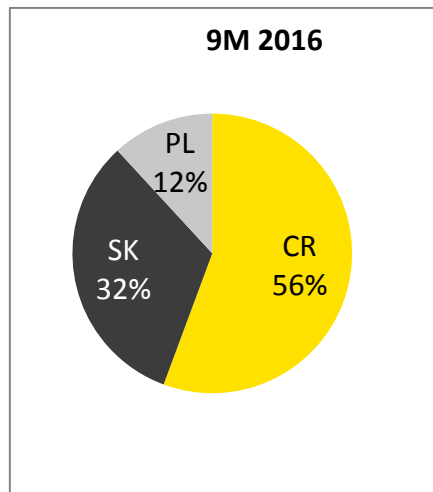


Net Gross Win Sports Betting & Gaming*

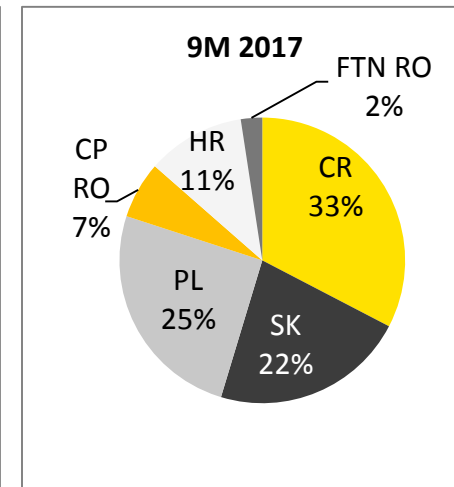
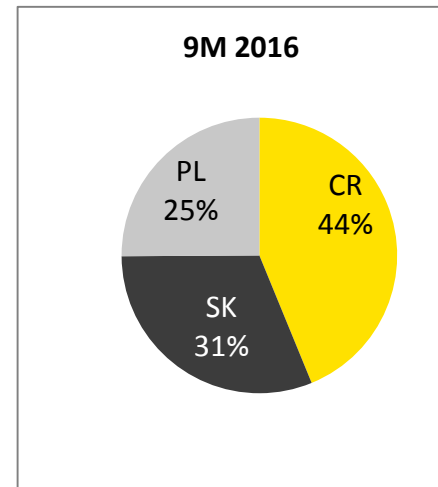


Sports Betting & Gaming by Country 9M 2017

Amounts Staked



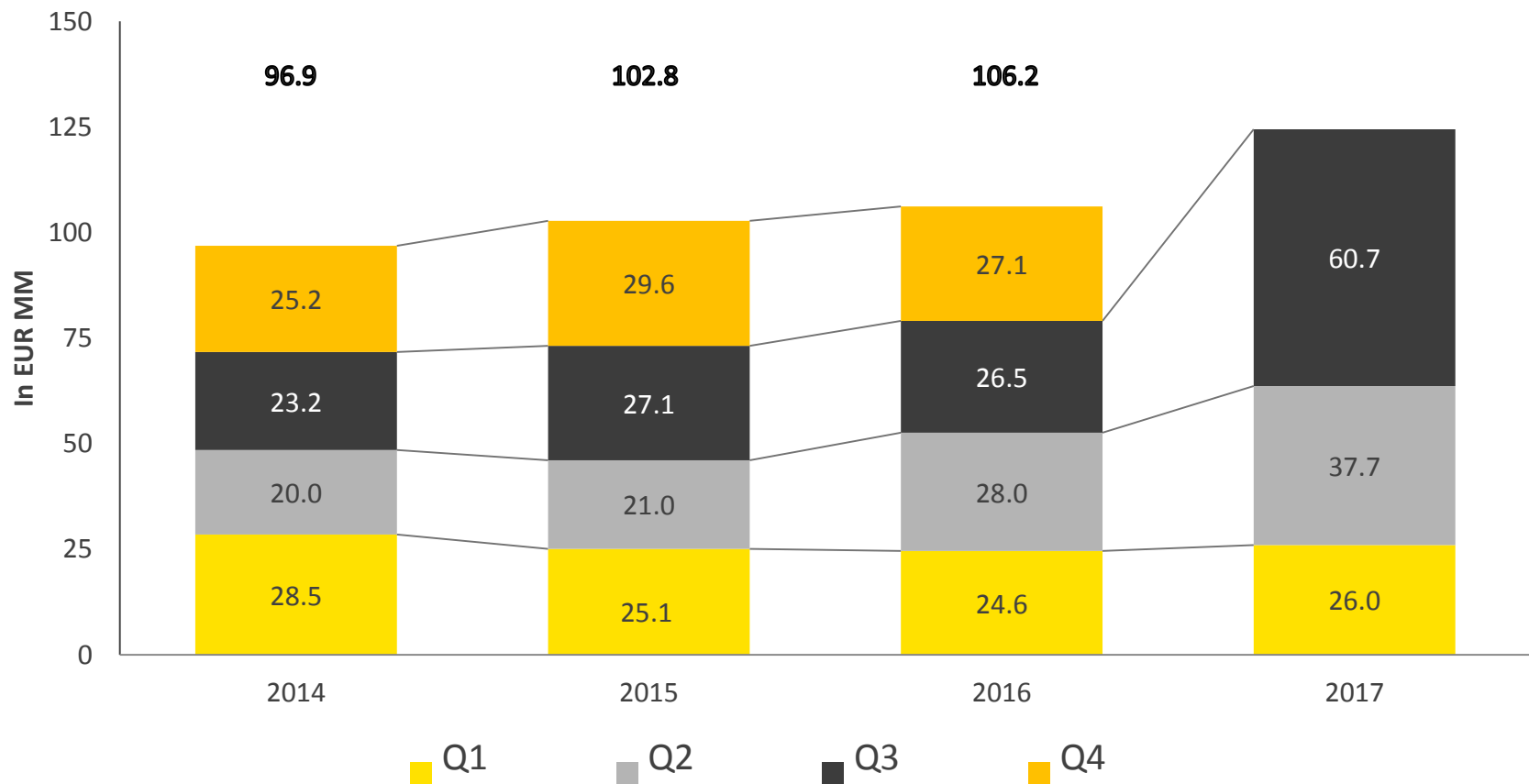
Gross Win



- Hatrick Sports Group has been consolidated since May 20th 2017
- Increasing share of Polish online business at the back of improved key value drivers driven by operational excellence and blocking of off-shore operators
- Czech Republic includes online gaming which was launched by end of February 2017
- Croatia (HR) includes also Romanian (RO) online business which is licensed and operated by the Croatian entity Hatrick PSK
- CP Romania (RO) includes Casa Pariurilor retail business
- FTN Romania contains newly acquired Romanian companies (Bet Zone, Bet Active Concept, Slot Arena and Public Slots) consolidated since September 1st 2017

Revenue Development

Revenue

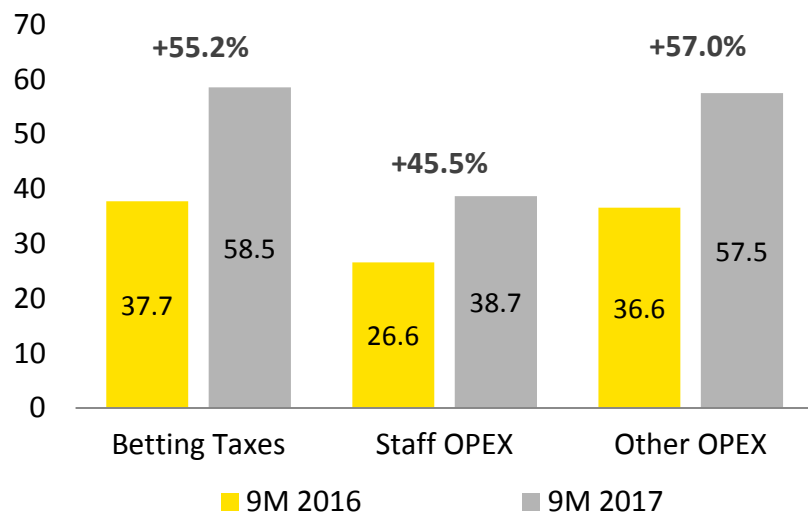


Consolidated Revenue incl. Lottery, Hattrick and Romania

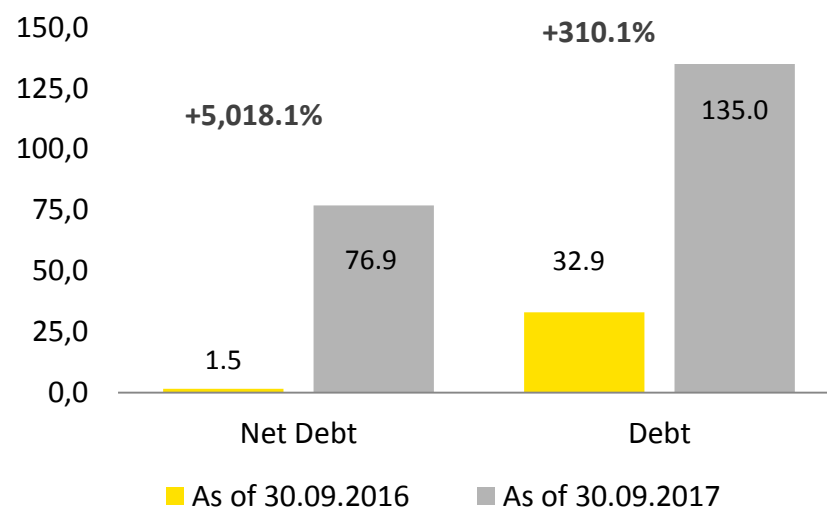
9M 2017 Taxes, OPEX & Net Debt

(in EUR MM)

Group Taxes & OPEX



Net Debt/ Debt



- Increase in Betting Tax due to higher betting volumes and consolidation of Hattrick and Romanian companies
- Staff OPEX increased due to inflationary increase in retail, new hires related to acquisitions and Group restructuring
- Other OPEX increased due to higher variable costs and one-off acquisition costs
- Higher indebtedness as a result of Hattrick Sports Group and Romanian companies acquisition financing



FORTUNA



2017 Outlook & Guidance Update

2017 Outlook & Guidance Update

The Company confirms its previously announced full year guidance excl. acquisitions.



2017 Guidance (incl. Hatrick Sports Group and Fortuna Romania acquisitions):

- Amounts Staked EUR 1.9 bn
- EBITDA +80-95% yoy
- CAPEX spending estimated to EUR 11-14 mm

- CZ – Online Gaming
- PL – virtual games
- Blocking of offshore operators

- Investment into multi-product, -channel, and -jurisdiction platform
- Operational excellence & people
- New marketing activities & sponsoring
- Integration of Hatrick Sports Group and Fortbet Romanian companies
- Internationalisation opportunities



FORTUNA

IR Contact

Klára Klímová

IR Consultant

Phone: +420 724 255 715

e-mail: klara.klimova@fortunaeg.nl

www.fortunagroup.eu

Disclaimer

This document has been prepared by Fortuna Entertainment Group N.V.: (the “Company”) solely for use at the Presentation. Any forward looking statements concerning future economic and financial performance of the Company contained in this Presentation are based on assumptions and expectations of future development of factors having a material influence on the future economic and financial performance of the Company. These factors include, but are not limited to, the legal environment, the future macroeconomic situation, the market competition, the future demand for betting services. The actual development of these factors, however, may be different. Consequently, the actual future financial performance of the Company could materially differ from that expressed in any forward looking statements contained in this Presentation.

Although the Company makes every effort to provide accurate information, we cannot accept liability for any misprints or other errors. In preparation of this document we used certain publicly available data. While the sources we used are generally regarded as reliable we did not verify their content. Fortuna does not accept any responsibility for using any such information.

This document is provided for information and as a matter of record only. It does not constitute an offer to sell or a solicitation of an offer to buy or sell securities or other financial instruments in any jurisdictions or any advice or recommendation with respect to such securities or other financial instruments of the Company.

The distribution of this document in certain jurisdictions may be restricted by law. This document may not be used for, or in connection with, and does not constitute, any offer to sell, or an invitation to purchase, any securities or other financial instruments of the Company in any jurisdiction in which such offer or invitation would be unlawful. Persons in possession of this document are required to inform themselves about and to observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the securities laws of any such jurisdiction