

# **Annual General Meeting** FY 20/21

16 SEPTEMBER 2021





- **15.00** Welcome by Martin Arnell, equity analyst from DNB Markets
- **15.01** AGM Agenda by Kicki Wallje-Lund
- **15.10** Presentation Embracer Group, including deep dives, a presentation of Gearbox Entertainment, market insights by market research firm Newzoo, and Q&A
- 16.35 AGM continues
- 17.00 AGM ends

EMBRACER GROUP

AGM agenda (Part 1)

- 1. Opening of the meeting
- 2. Election of Chairman of the meeting
- 3. Preparation and approval of voting list
- 4. Election of one or two persons to certify the minutes
- 5. Question whether the general meeting has been duly convened
- 6. Approval of the agenda
- 7. Presentation of the business activities in the Embracer group



## **Board of directors**



Kicki Wallje-Lund Chairman of the board, elected 2016



Lars Wingefors Founder and CEO of Embracer Group



Erik Stenberg Deputy CEO



Jacob Jonmyren Board member, elected 2018



Ulf Hjalmarsson Board member, elected 2018



David Gardner Board member, elected 2020



Matthew Karch CEO and Co-founder of Saber Interactive Board member, elected 2020

## EMBRACER\* GROUP

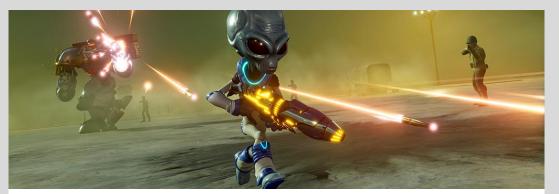
Annual General meeting 2021 16 September 2021

## **Operational overview FY 20/21**



#### **Operational and financial highlights FY 20/21**

Financial and operational metrics FY 20/21			
Net sales	YoY growth		
SEK 9,024m	+72%		
Net sales – Games	YoY growth		
SEK 6,448m	+102%		
Operational EBIT	YoY growth		
SEK 2,871m	+178%		
Games – business area			
Digital sales Organic growth			
80% SEK 5,162m	<b>+70%</b> Net sales, CCY		
Selected releases FY 20/21			
VALHEIM SNOW RUNNER	ESTROYAL BIKINI BOTTOM BIKINI Rehydrated		
RE-RECKONING	Desperados II		



PROJECT PIPELINE **160\*** projects under development

**SEK3.2** (1.5) billion game development investments

**COMPLETED SEK837** (589) m game development investments

**INVESTED SEK1,987** (1,488.5) m game development investments **TOTAL NUMBER OF HEADCOUNTS 6325\*** (3109)

**INTERNAL STUDIOS 60** (26)

ESG First Sustainability Report published

**NEW LAUNCH** Games Archive

**TWO NEW SEGMENT ADDED:** VR + Mobile



#### **Growing our ecosystem/new family members during the year**

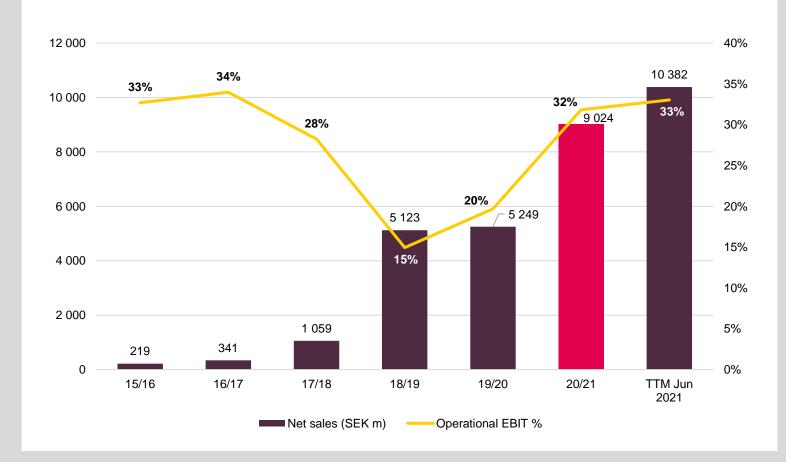
**Two new Operative Groups** DECA SABER Through our existing operative groups, we added more great talents and companies during the year: FL'HING 34BigThings DESTINY Ashborne 4A GAMES -ЮC Games ΠΟ 🔁 A THINKING APE PURPLE LAMP 🗧 mobile entertainment MADHEAD VERMILA NEW WORLD QUANTIC LAB EN1 🔀 кыпрот EMORDNIJAG SNAPSHOT Quality Assurance. GAMES STUDIOS VERTIGOGAMES

**Operative Groups Acquired after Year End** 



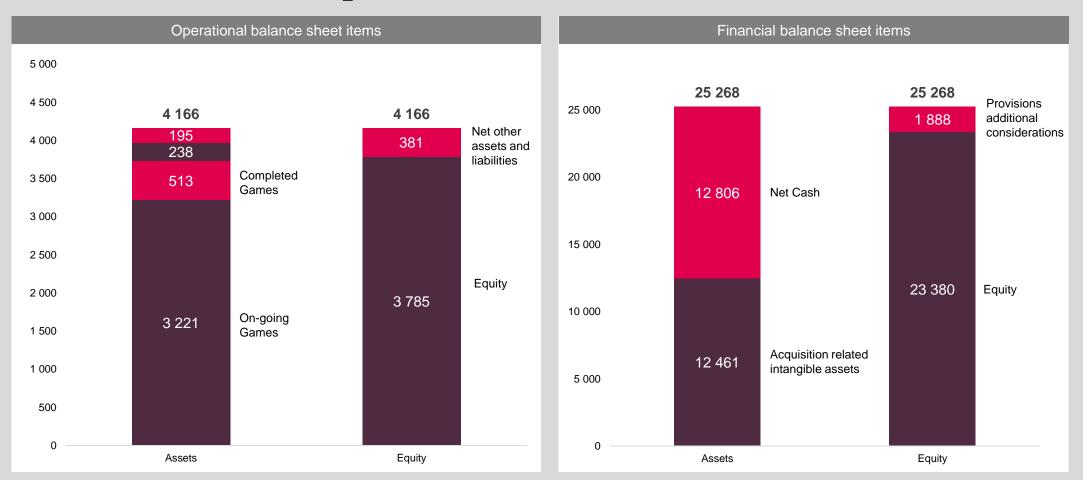


#### 2020–2021 Continued momentum & growth



- Continued growth, driven by a solid performance by all operative groups coupled with the addition of Saber, Deca and the successful release of Valheim.
- A higher share of revenue towards business area games and increased profitability in business area games through the inclusion of Saber drives profitability (20% to 32%).
- A solid performance in Q1 and the addition of two new operative groups in Easybrain and Gearbox increase TTM June to more than SEK 10 bn.

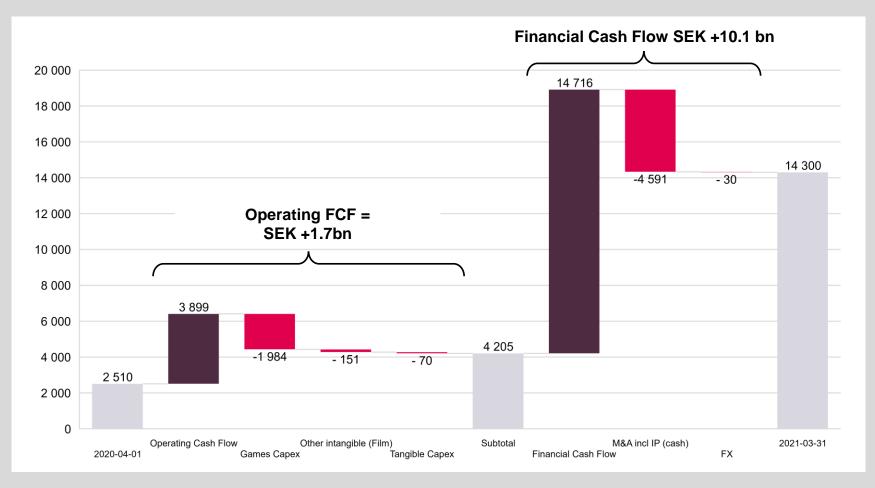
#### **Balance sheet per 31 March 2021**



SEK 3.7bn invested in our game's portfolio per year-end, where SEK 0.5bn relates to completed games and SEK 3.2bn relates to On-going development. SEK 12.5bn of assets are related to acquisitions (Goodwill and IP-rights). Net cash amounts to SEK 12.8bn. Vast majority is financed thru Equity (net of other assets and liabilities SEK 0.4bn and provisions for conditional purchase price amounts to SEK 1.9bn)



#### Cash flow from 1 April 2020 to 31 March 2021



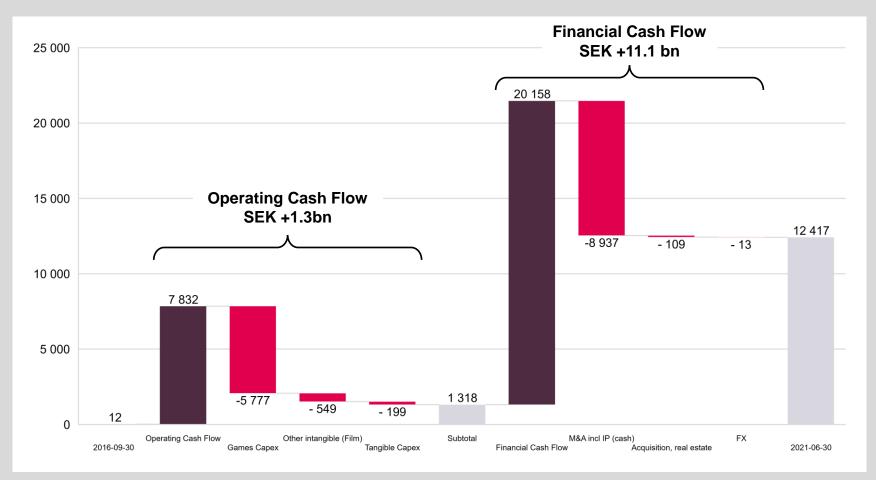
During last year we generated SEK 3.9bn in operating cash flow and invested SEK 2.0bn in our games portfolio, SEK 0.2bn in Other intangibles (mainly Film) and SEK 70m in tangible assets, resulting in an operational FCF of SEK +1.7bn.

Positive cash flow from financing activities at SEK 14.7 bn mainly thru share issues and net cash flow effect from acquisitions amount to SEK -4.6bn.

Cash balance SEK 14.3bn at year end.



#### Cash Flow from 30 Sep 2016 to 30 Jun 2021



Since September 2016 we have generated SEK 7.8bn in operating cash flow and invested SEK 5.8bn in our games portfolio, SEK 0.5bn in Other intangibles (mainly Film) and SEK 0.2bn in tangible assets, resulting in a operational FCF of SEK +1.3bn.

Positive cash flow from financing activities at SEK 20.2bn, net cash flow effect from acquisitions amount to SEK -8.9bn with a related investment in real estate of SEK -0.1bn.



## Our Approach to ESG/Sustainability

This year, our focus has been on governance through Business Sense.

> SOLID WORK

Smarter Business

BUSINESS

SENSE

Our sustainability framework

> GREENER PLANET

GREAT PEOPLE





## **Our Sustainability Journey Continues**

#### During 20/21 we:

- Established Audit and Remuneration Commitee
- Cyber Maturity Assessment
- Launched Annual Global Employee Survey
- Launched Annual Compliance Code Training

				Five Focus Areas
2020	2021	Ongoing	Smarter Business	
Launching Framework	Publishing First Sustainability Report	Our Journey Continues	We focus on creating long term value through	BUSINESS ETHICS & GOVERNANCE
<ul> <li>&gt; Published our initial approach to sustainability</li> <li>&gt; Policy Implementation Plan and Groupwide training. Trade Compliance Policy adopted.</li> <li>&gt; Popular version of Compliance Code and groupwide training</li> <li>&gt; Auditing and securing data protection management in all operative groups</li> <li>&gt; Implemented Group-wide digital system for data collection</li> <li>&gt; Onboarding and integration process adopted and ESG review carried out as part of DD process in M&amp;A</li> <li>&gt; Implemented external Whistleblowing Service</li> <li>&gt; Initiated work: EU Taxonomy project, UN's "Playing for the planet" and partnering with industry organisations</li> </ul>	published > Cyber Security Assessment done > Expanded training programs (Compliance Code, Trade Compliance Policy and Mental Health Awareness)	Assessment done ing programs (Compliance ppliance Policy and Mental s) upon findings and conclusions from already established initiatives > Follow-through actions based upon completed gap analysis and risk assessment	our four pillars	CREATIVITY & INDEPENDECE
		SOLID WORK BUSINESS SENSE	DIVERSITY & INCLUSION	
	5			WORK-LIFE BALANCE
	& Stakeholder Dialogue		GREENER PLANET GREAT PEOPLE	EXPLORE & INNOVATE

## The group took the initiative together

We are global and local at the same time. Our decentralized model enables operative models to set their own ambitions and create sustainable impact.

Commitment to Emission Reduction

#### **84/100** "I enjoy my job"

#### 74% response rate In first annual Global

Employee survey

**3472 people, and counting!** First annual Compliance Code training launched

Local initiatives are encouraged – and the group delivered!







The diverse society of today



More initiatives at embracer.com/year-in-brief-21



### **Embracer Group is a True Global Connector of People**

Our decentralized model is fueled by the power of diverse perspectives.

Diverse backgrounds fuel the creativity and the can-do spirit that is the Embracer DNA, and we welcome diverse perspectives. **2.8** billion gamers 40 markets across the world

26% of new hires

are women

29

new nationalities joined the family

nationalities work together

69

### 21/22 is about Great People



SOLID WORK

### Smarter Business

Our sustainability framework



GREAT PEOPLE

**Prioritized areas** 

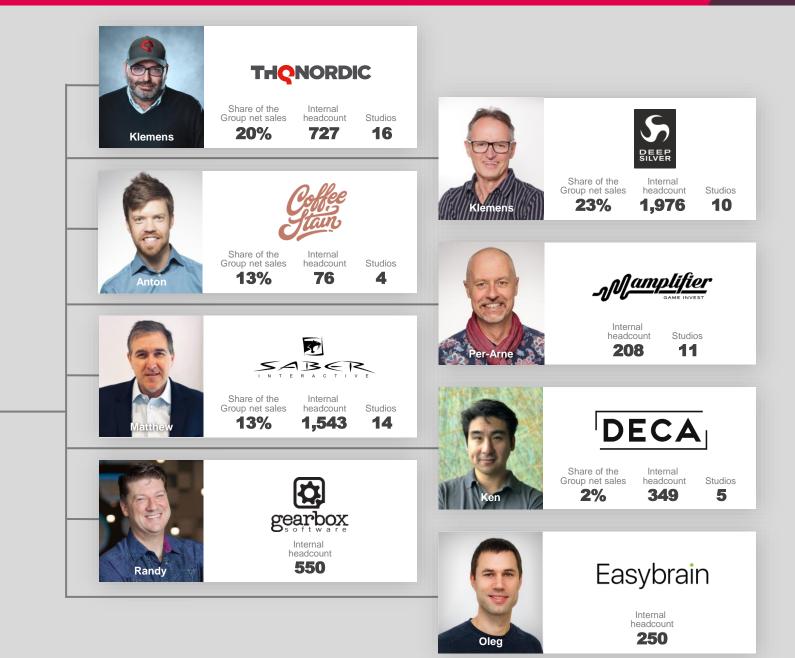
- Diversity & Inclusion
- Worklife Balance
- Creativity & Independence

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## **Business Areas**

### **Governance and group structure**





# **Gentertainment**<sup>®</sup>

#### **Todays speakers:**





Randy Pitchford CEO & Founder

Sean Haran CBO



## Award-winning developer and publisher of leading entertainment...

- Founded in 1999
- 22 years of profitability
- Positioned for rapid growth with a strong pipeline
- We value happiness, creativity, and profit

## ...on a mission to entertain the world







	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Crea	ation

Maximization







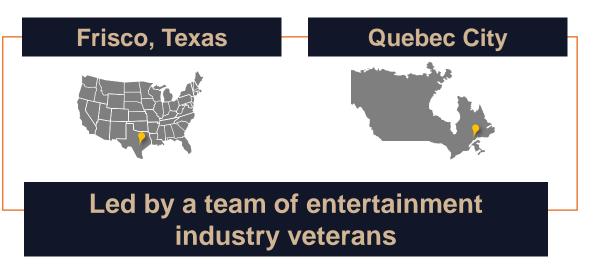




## A growing force in the industry...

- 420+ team members in US
- 200+ team members in Quebec City
- Rapidly expanding





PRESSE

### **Gearbox Studio Montreal**

- 250 positions in new studio
- CAD \$200M\* investment in Montreal
- 870 team members company-wide



Pour son premier studio à l'extérieur du Texas, Gearbox avait choisi en 2015 la ville de Québec. L'expérience a manifestement plu au développeur du jeu *Borderlands*, puisqu'on annoncera ce jeudi l'ouverture à Montréal d'un deuxième studio québécois, un investissement de 200 millions.

#### Le studio texan Gearbox s'installe à Montréal







Montreal studio

Editor

Montreal, Canada

opening back in 2015.

in the area

(nictured)

By Alex Calvin, PCGamesInsider Contributing

Borderlands maker Gearbox is setting up shop in

The firm has said that it is investing CAD\$200 million (\$197 million) into the region to establish Gearbox Montreal, with aims of creating 250 jobs

This venture is going to be headed up by Sébastier Caisse and Pierre-André Déry, who also have

"The Gearbox Entertainment Company is ambitiously looking both

internationally and domestically to grow our creative engine and meet the incredible demand our customers have for talent-crafted experiences

with our intellectual property," said Gearbox founder Randy Pitchford

headed up Gearbox's Ouebec studio since its

#### GN

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#### Gearbox Sets Up Montréal Studio to Work on Borderlands and Brand New Games

"We are excited to assemble a new development team to work on the Borderlands franchise and create new IPs in Montréal."

🎒 By <u>Jared Moore</u> 🥑 Updated: 26 Aug 2021 10:35 am 📄 Posted: 26 Aug 2021 10:35 am

#### Gearbox Opens New Montreal Studio To Work On "Groundbreaking Entertainment"

Montreal is a delightful place this time of year and an even better place to make games.

BY SEAN MURRAY PUBLISHED AUG 26, 2021

VIEW MORE

Job News

COMPANY

Gearbox Software

News

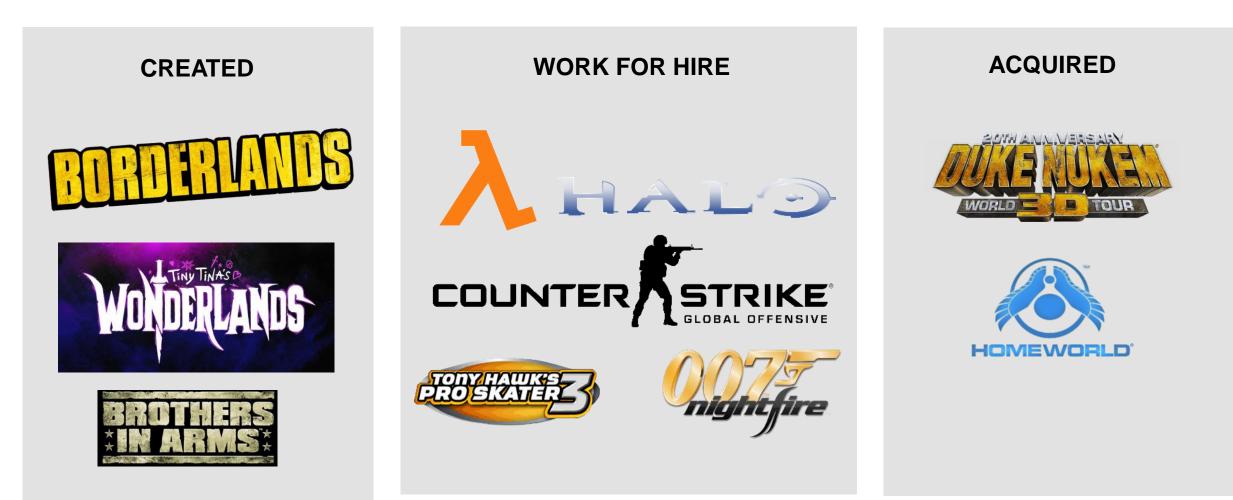


EMBRACER<sup>®</sup>

GROUP



### **Game development is our lifeblood...**



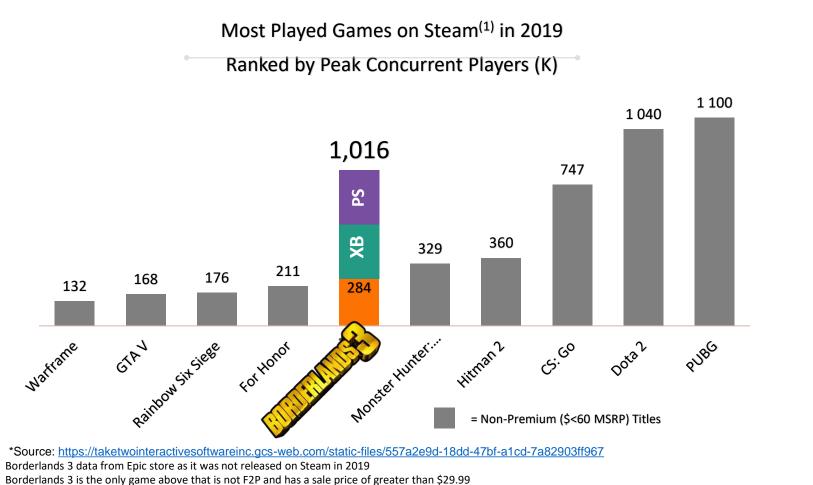
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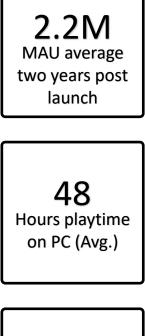
3.



## **Mass Appeal + Continual Engagement**

 Borderlands 3 is 2K's fastest selling title and has sold-in more than 13M units to date\*









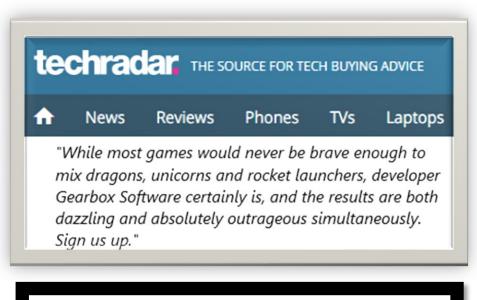




### **Tiny Tina's Wonderlands Gameplay Reveal**

- Incredibly positive response. In first 48 hours:
  - 361 articles written
  - More than 3 million views of trailer
  - 3.4 million impressions on social media
  - · Influencers and streamers raved
  - "Oh my Goodness! That looks sick!" Moxsy

  - "This game looks like it's going to be pretty awesome" Joltzdude139
  - "The Wonderlands Trailer is HERE and I can not begin to put into words just how INSANE this game looks!" EpicNNG
  - "In this video I break down everything we see, MELEE WEAPONS, NEW SPELLS, NEW WEAPONS & more! I promise you there is something you missed!" – Triple G





REVIEWS RELEASES MOVIES

"Never thought we'd see a fantasy setting and futuristic shooting irons in one game, but Tiny Tina's Wonderlands makes a surprisingly cool combination."



### **Gearbox Publishing**





#### We want to...

Continue as the most developer-friendly publisher in the world

Protect and promote creative visions

## **Gearbox Publishing**

- Since Gearbox's merger was announced:
  - Launched *Tribes of Midgard* worldwide
    - Planted 40,000 trees to celebrate
  - Released Godfall on PlayStation 4
  - Competed for and won a dozen awards for Gearbox Publishing's titles
  - Delivered five Gearbox Publishing title updates and expansions to our customers
  - Began regional beta testing in seven countries for Gearbox Publishing's first mobile title







#### HOMEWORLD MOBILE REGIONAL OPEN BETA EXPANDS TO UK

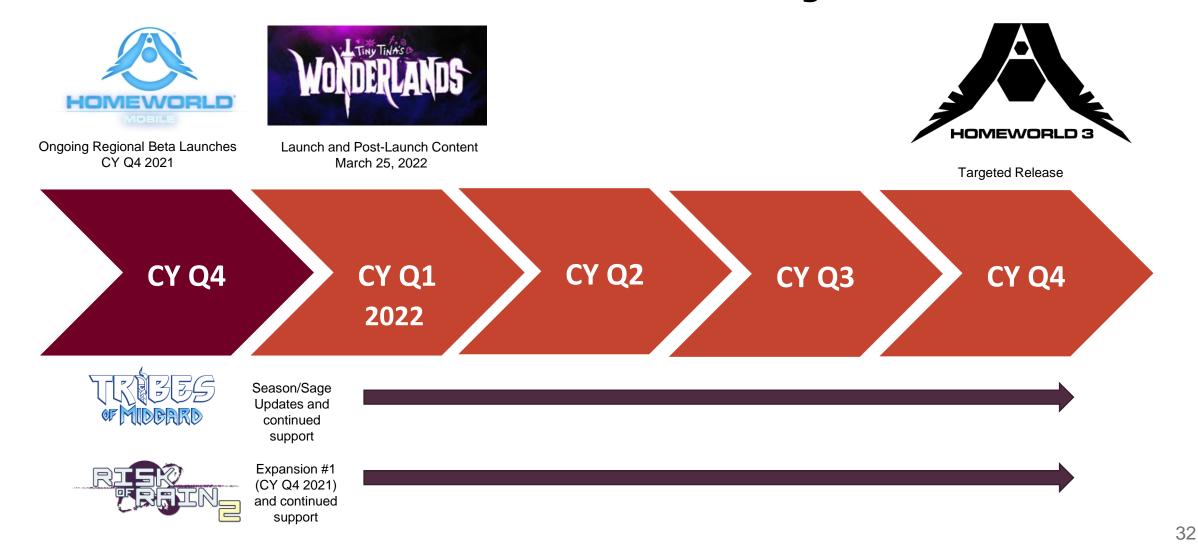
The Regional Open Beta for Homeworld Mobile continues to expand, now into the UK! This opportunity provides Android users in England, Scotland, Wales and Northern Ireland the ability to go hands-on with Homeworld Mobile. As testing continues and we hea towards launch, the size of these tests will expand with new content, features, regions, and implementation of IOS support.



EMBRACER



#### **A Look Ahead – Announced Activity**





## **Borderlands Movie**

- Completed shooting in Budapest
- Currently in post-production
- Full Lionsgate support
- All-star cast



#### **Borderlands Movie**





#### **Duke Nukem**

#### WRITER EVAN DAUGHERTY



- Snow White & the Huntsman
- Divergent
- Tomb Raider ('18)

Read Next: 'The Starling' Review: A Maudlin Grief Drama That Clips Melissa McCar

#### 'Duke Nukem' Movie Draws 'Assassin's Creed' Producer

By Dave McNary ∨

VARIETY







### **Brothers in Arms**

## SCOTT ROSENBAUM



- The Shield
- Chuck
- Queen of the South



#### Hollywood

NEWSLETTERS SUBSCRIBE

IEWS FILM TV LIFESTYLE BUSINESS INTERNATIONAL AWARDS VIDEO

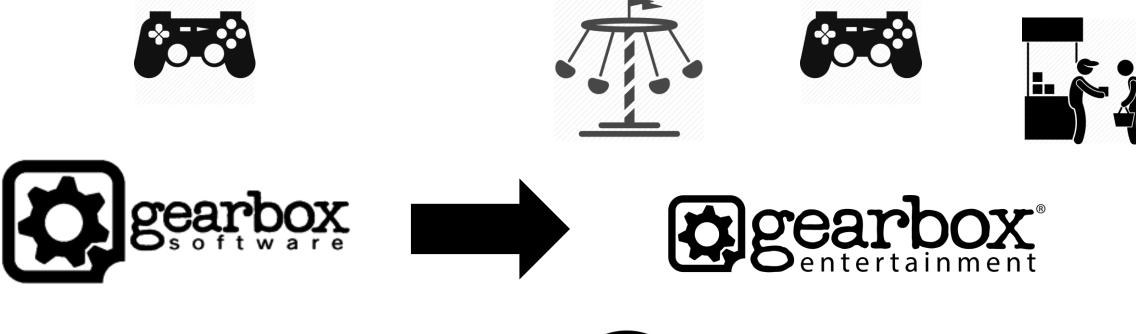
#### HOME > TV > TV NEWS

#### 'Brothers in Arms' TV Adaptation in the Works (Exclusive)

Video game developer Gearbox Entertainment has teamed with showrunner Scott Rosenbaum ('Queen of the South,' 'V,' 'Gang Related') to adapt its shooter franchise 'Brothers in Arms' for the small screen.



### From Single to Multi-Platform...









### ....requires new capabilities and skills...











- Gearbox Studios
- Gearbox Productions
- Creative Business
   Development









### ...and the appropriate mindset





### **IP Maximization – Consumer Products**

retail

**Coverage of All Major Categories** 



#### **Dedicated Branded Ecommerce Site**



Activations at Major Touchstone Events



#### **In-Store Placement**





Products online



Borderlands 3 Retail Sales



World-Leading Talent Creating the Best in Entertainment
 Experience and Expertise in Delivering Value
 Positioned and Resourced for Multiplatform Growth

## Market update

AAA

En l

#### **Newzoo Global Games Market Report and Forecast**

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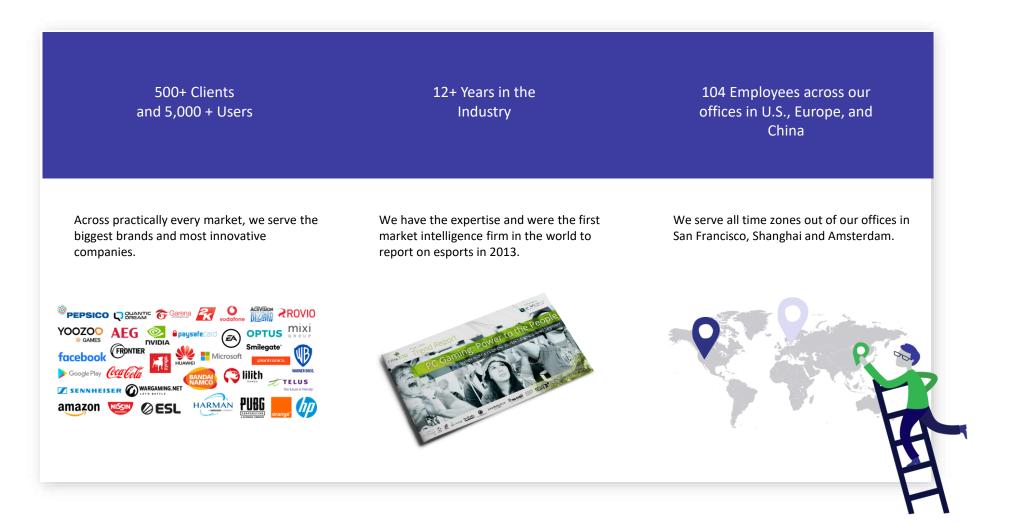
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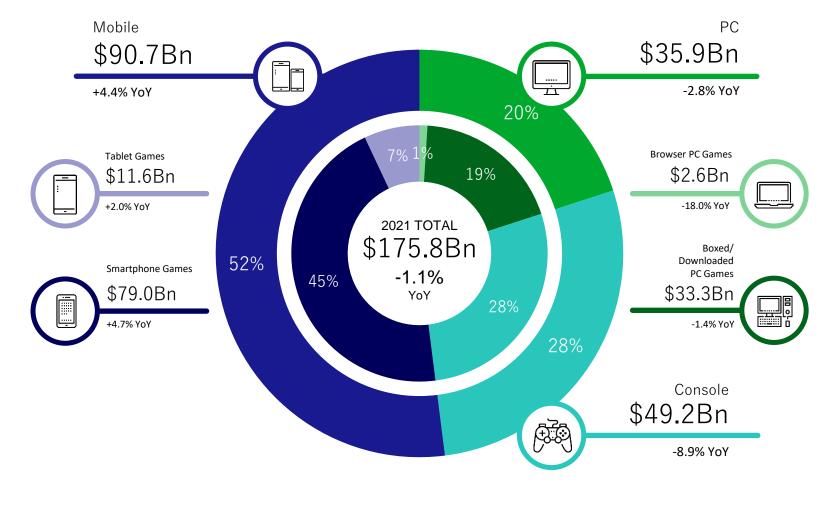
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#### Newzoo: The Destination for Games Market Insights





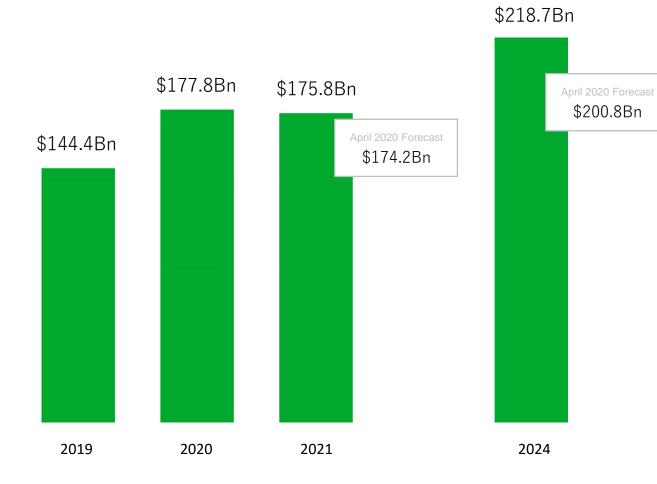


## **\$90.7Bn**

Mobile game revenues in 2021 will account for 52% of the global market

Our revenues encompass consumer spending on games: physical and digital full-game copies, in-game spending, and subscription services like Xbox Game Pass. Mobile revenues exclude advertising. Our estimates exclude taxes, secondhand trade or secondary markets, advertising revenues earned in and around games, console and peripheral hardware, B2B services, and the online gambling and betting industry.





+8.7%

Total Market CAGR 2019-2024

Our revenues encompass consumer spending on games: physical and digital full-game copies, in-game spending, and subscription services like Xbox Game Pass. Mobile revenues exclude advertising. Our estimates exclude taxes, secondhand trade or secondary markets, advertising revenues earned in and around games, console and peripheral hardware, B2B services, and the online gambling and betting industry.

#### The Year 2021

What's happening in 2021?



- Disruption of global supply chains limiting supply for new consoles and PC components
- Delays in game releases particularly in AAA development
- Short-term return to the levels of engagement and spending of pre-2020, but engagement and revenues permanently above pre-2020 levels as gaming became a habit
- Positive signs for emerging technology such as cloud gaming, VR, but will be many years before these significantly affect spending on games
- Enthusiasm for the "metaverse" displayed by several leading game companies has the potential to drive a lot of future revenues but is unlikely to affect game revenues in the next years

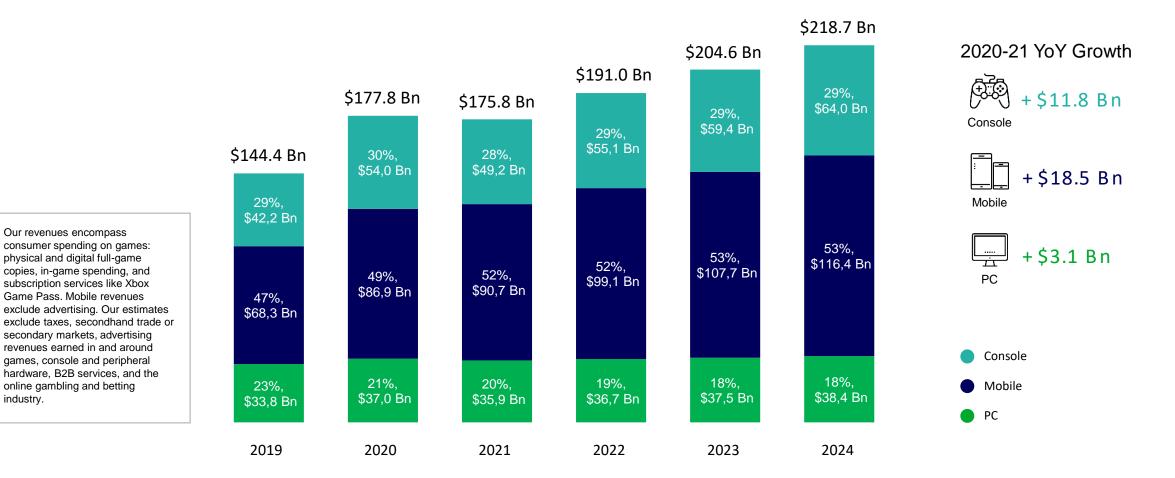


- Lower impact from disruption to way of working
- Lower permanent effect of lockdowns as barrier to entry for mobile gaming is lower
- Less affected by supply chain crisis, as (new) hardware plays a smaller role in people's enjoyment of mobile games. However, the ongoing trend toward core mobile gaming experiences means that the role of hardware is increasing
- Apple's removal of the IDFA (Identifier for Advertisers) is looming over the market. The brunt of the impact of this change will fall on the part of the mobile games market monetized through advertisement, but the expectation is that it will also trickle into ingame purchases
- Enthusiasm for the "metaverse" displayed by several leading game companies has the potential to drive a lot of future revenues but is unlikely to affect game revenues in the next years



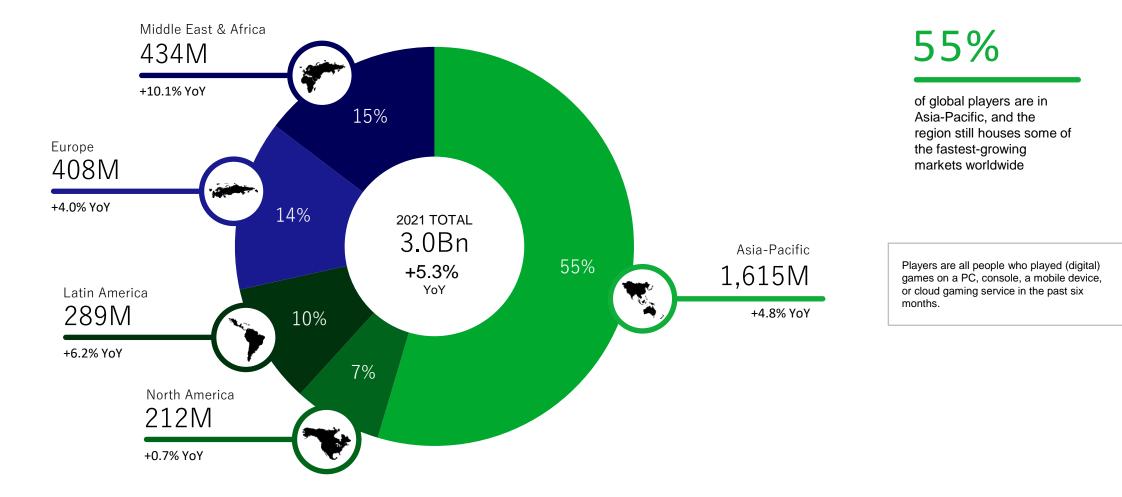
#### 2018-2024 Global Game Revenue

Forecast to 2024



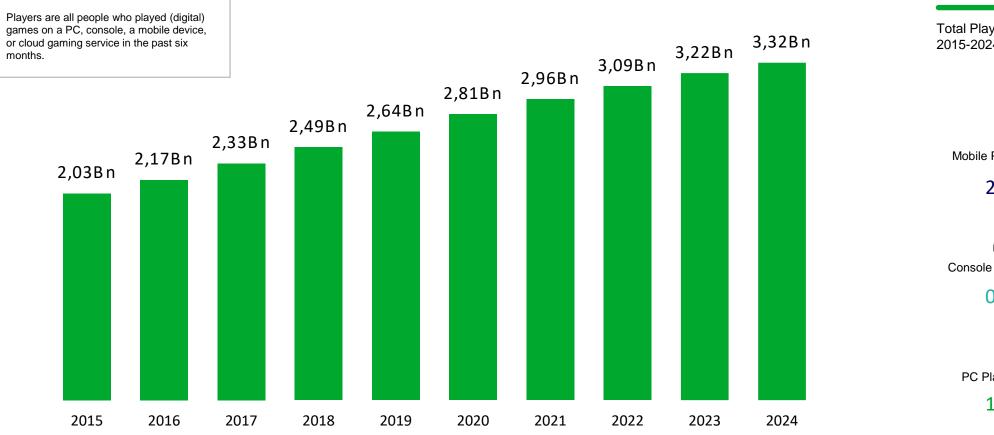
Source: ©Newzoo | Global Games Market Report | June 2021



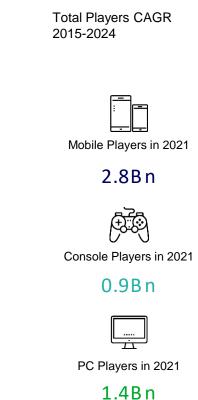


#### Source: ©Newzoo | Global Games Market Report | June 2021 newzoo.com/globalgamesreport





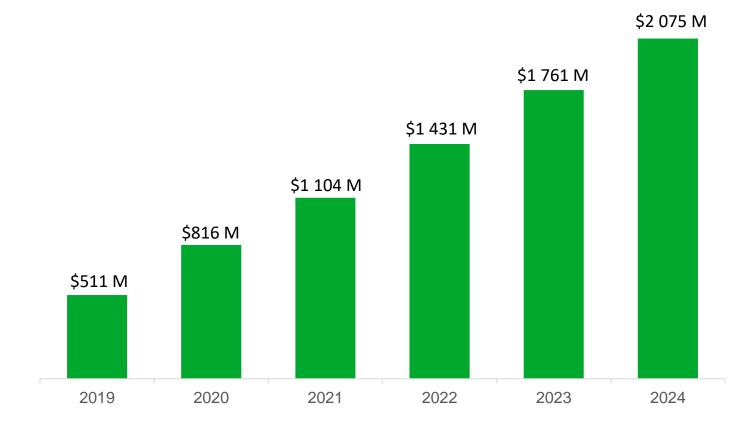
+5.6%



Source: ©Newzoo | Global Games Market Report | June 2021

#### VR Game Software Revenues Growth

Global | 2019-2024





CAGR 2019-2024

Software revenue based on consumer spending for VR headsets capable of 6DoF positional tracking. Excludes enterprise headsets that can also be used to play VR games and headsets that use only 3DoF tracking; for example, all smartphone-based VR headsets such as Samsung Gear VR and entry-level standalone headsets such as Oculus Go.

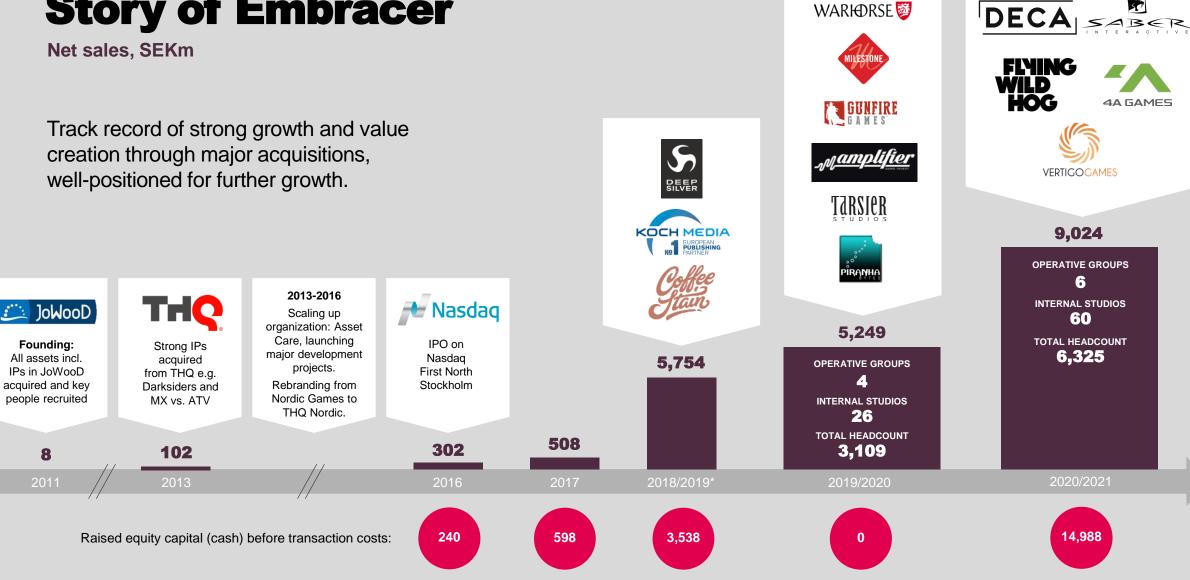


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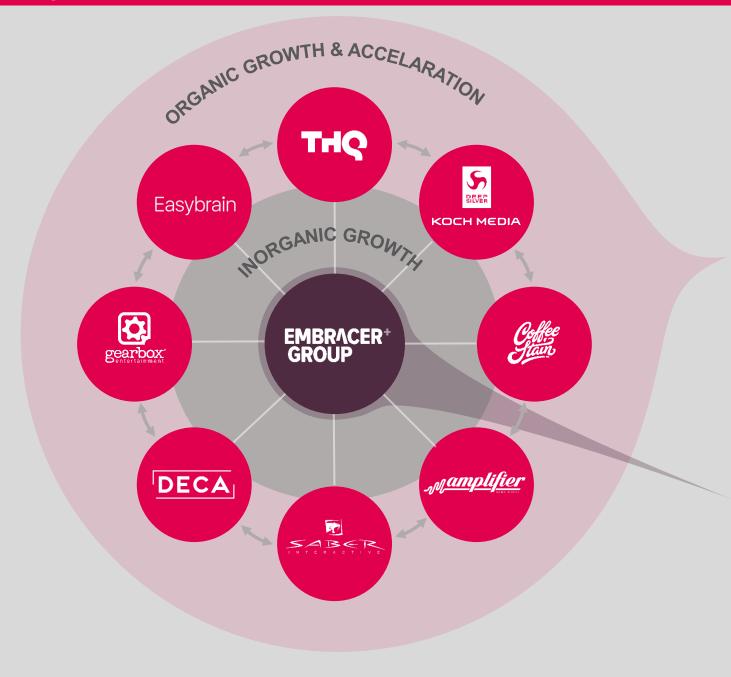
# **Operating model**

## **Story of Embracer**



#### Operating model





#### Ecosystem for entrepreneurs within gaming and entertainment

Each Operative Group has its own unique culture, DNA and strategy.

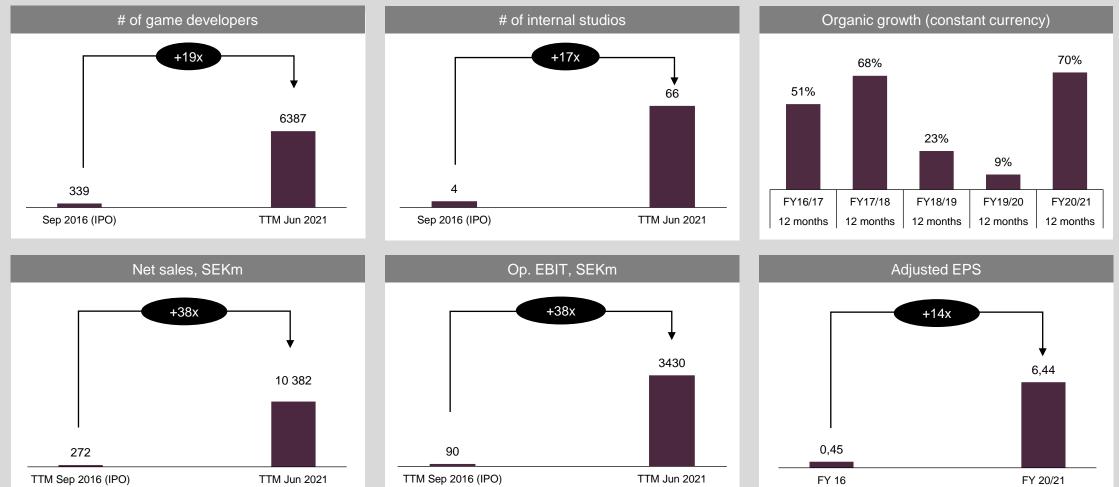
Decentralization philosophy empowering individuality, creativity and speed.

Offering benefits of a large structure e.g. access to growth capital, knowledge sharing and soft synergies.

Attractive model for long-term creatives and entrepreneurs, will help bring more publishers and studios onboard.

Offers a diverse ecosystem that stands on many revenue streams

# Growth track record since IPO







## M&A and strategy update

## **High level M&A process**

Scouting phase	Negotiation phase	Due Diligence phase
<ul> <li>Scouting:</li> <li>Ongoing, patient scouting and research activity at HQ in Sweden and all operating units under Embracer Group.</li> <li>Main criteria: Strong entrepreneurs and management with long-term commitment.</li> <li>Relationship building:</li> <li>Manage network and pipeline across the Embracer Group.</li> </ul>	<ul> <li>Business evaluation</li> <li>Commercial and financial evaluation on key games, founder(s), management and business plan</li> <li>Handshake on Heads of Terms</li> <li>Negotiating heads of terms, business plan and post-acquisition structure (subject to due diligence)</li> <li>Letter of Intent</li> <li>Offer Letter and Letter of Intent agreed with target company, Embracer is granted exclusivity.</li> </ul>	<ul> <li>Due diligence (DD)</li> <li>Financial, tax, legal (incl. compliance, GDPR and ESG) DD with leading advisors</li> <li>Full commercial and tech DD with appropriate in-house team</li> <li>Legal documentation</li> <li>Draft, negotiate and finalize transaction documentation (share purchase agreement, etc.)</li> <li>Inform/anchor Embracer code of conduct and group policies (Better Business)</li> <li>Investor communication</li> <li>Press release and announcement presentation.</li> </ul>

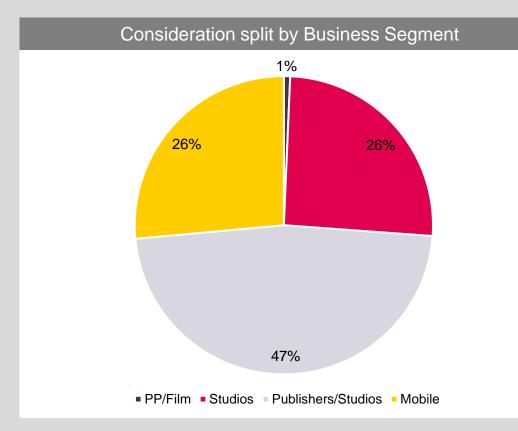
#### Prepare onboarding

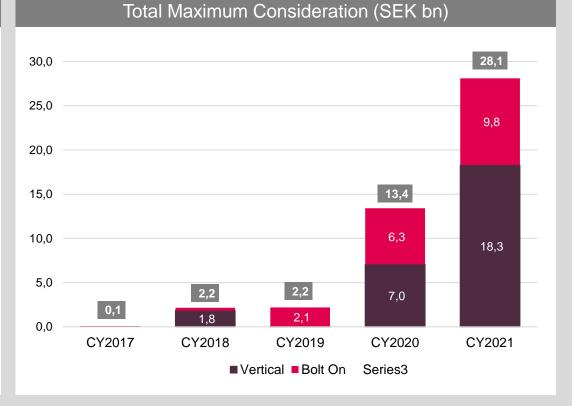
• Prepare handover to onboarding team (next slide).

### **High level onboarding process**

	Closing	◆ → ~3 months →	~3 months	◆ ~3 months◆	◆ ~3 months →
	PRE CLOSING	PHASE 1 Finance	PHASE 2 Compliance	PHASE 3 Introduction to Smarter Business	PHASE 4 Reconciliation for all areas
Support Activities	Preparation activities	<ul> <li>Introduce onboarding project and tools</li> <li>Ensure new company has access to relevant tools and templates</li> <li>Set up onboarding governance structure and tracking</li> <li>Ensure momentum in the onboarding</li> </ul>	<ul> <li>Track progress and resolve or escalate issues</li> <li>Organise milestone reviews for platforms with bolt-on acquisitions</li> </ul>	<ul> <li>Track progress and resolve or escalate issues</li> <li>Organise milestone reviews for platforms with bolt-on acquisitions</li> </ul>	<ul> <li>Track progress and resolve or escalate issues</li> <li>Organise milestone reviews for platforms with bolt-on acquisitions</li> <li>Ensure all onboarding activities are completed</li> </ul>
Finance	<ul> <li>Understand as-is operating model and identify possible gaps</li> <li>Understanding of control environment</li> <li>Phase 0 PPA</li> </ul>	<ul> <li>Phase 1 PPA</li> <li>Implement Embracer accounting principles and financial calendar</li> <li>Implement Embracer consolidation tool, Tagetik</li> <li>Follow up on DD findings</li> </ul>	<ul> <li>Secure financial reporting adherence</li> <li>Stabilize ways of working</li> </ul>	<ul> <li>Financial reporting improvement activities</li> </ul>	<ul> <li>Monthly, quarterly and annual reporting has been completed successfully</li> <li>Phase 4 PPA</li> </ul>
Regulatory & Compliance	<ul> <li>Understand as-is operating model and identify possible gaps</li> </ul>	<ul> <li>Follow up on DD findings</li> <li>Address As-is compliance questions (separate questionnaire)</li> </ul>	<ul> <li>Implement group compliance policies</li> <li>Implement group requirements for local internal controls</li> <li>Address any identified gaps between current ways of working and Embracer requirements</li> </ul>	<ul> <li>Embracer sustainability reporting</li> <li>Secure process &amp; compliance adherence</li> </ul>	
Communi- cation	<ul> <li>Day 1 communication</li> <li>Press release</li> </ul>	<ul> <li>Communication to employees and other relevant stakeholders</li> <li>Update relevant websites</li> <li>Identify spokespersons and crisis communication team</li> </ul>			







- M&A activity drives diversification over operative groups and business areas
- Ramp-up in capital allocation towards mobile.

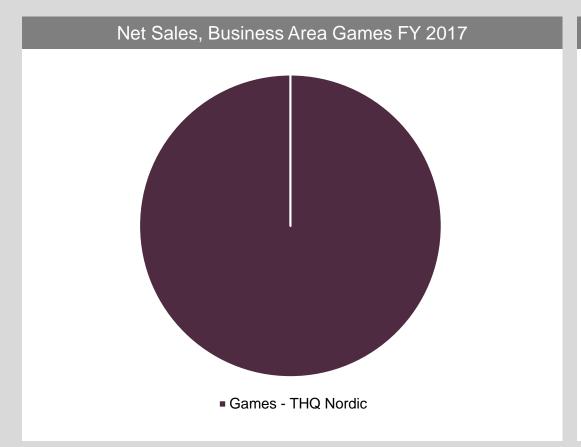
Increased intensity

• More capital allocated to bolt-ons as eco-system grows.

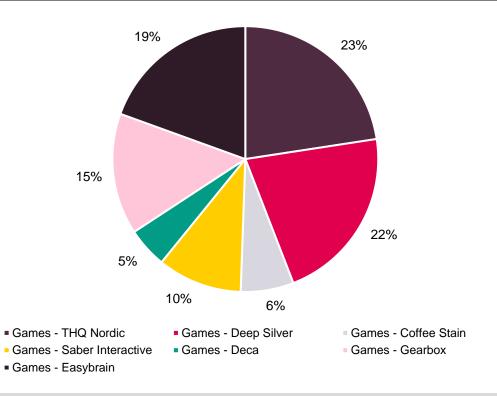
#### M&A Recap



### Improved diversification with significantly reduced dependency on individual studios and publishers



Net Sales, Business Area Games Q1 21/22



#### Deep Dive M&A Follow-up

<b>Operating Groups and Standalone companies</b> SEK mn	Closing date	EV Day 1	Likely earnout	Total	Op EBIT at deal announcement *)	OP EBIT TTM June 21 (excl bolt-ons)
Koch Media	feb18					
Handygames	juli-18					
Coffee Stain	nov18					
Game Outlet Europe	aug19					
Milestone	aug19					
Saber Interactive	apr20					
		3 690	4 693	8 382	1 189	1 871

<b>Studios / IP´s</b> SEK mn	Closing date	IP	Royalty savings on IP	Capex savings	Evaluation	EV Day 1	Likely earnout	Total
Foxglove	2016	-	-	-	Below expectations			
Black Forest Games	aug17	-	-	Yes	In-line or exceeding expectations at acquisition			
<b>Pieces Interactive</b>	aug17	-	-	Yes	In-line or exceeding expectations at acquisition			
Experiment101	nov17	Biomutant	Yes	Yes	In-line or exceeding expectations at acquisition			
Bugbear	nov18	Wreckfest	Yes	Yes	In-line or exceeding expectations at acquisition			
Warhorse	feb19	Kingdom Come Deliverance	Yes	Yes	In-line or exceeding expectations at acquisition			
Piranha Bytes	juli-19	Elex, Gothic	Yes	Yes	In-line or exceeding expectations at acquisition			
Gunfire Games	aug19	Remnant	Yes	Yes	In-line or exceeding expectations at acquisition			
Amplifier Game Invest (ex Goodbye Kansas Game Invest)	aug19	-	-	-	In-line or exceeding expectations at acquisition			
Tarsier Studios	dec19	-	-	Yes	In-line or exceeding expectations at acquisition			
Misc Games	dec19	Fishing North Atlantic	Yes	Yes	In-line or exceeding expectations at acquisition			
Voxler	feb20	Let's Sing	Yes	Yes	In-line or exceeding expectations at acquisition			
Destinybit	maj-20	Dice Legacy	Yes	Yes	In-line or exceeding expectations at acquisition			
						1 025	290	1 315

completed from IPO 2016 until mid September 2021. Deals that have been part of Embracer for more than a year as per 30 June 2021 have been evaluated (22 of 64). Three of out the 22 have been fully integrated into PP/Film (KSM, Gaya and 18.2). The relevant KPIs for the three companies have been added to and evaluated together with the entity they were integrated in.

A total of 64 deals were

Overall performance for the evaluated deals have either met or exceeded management expectations at time of acquisition with one exception being an asset deal from 2016 that was discontinued in FY 19/20 with an accumulated loss of approximately SEK 72mn (Foxglove).

\*) Historical pro forma adjusted Op. EBIT is based on communication at deal announcement and has been prepared in accordance with Embracer's accounting policies under Swedish GAAP (K3). Main adjustments relate to the capitalization of game development costs. For Koch and Coffee Stain the adj. Op EBIT is based on YTD 9m period which have been annualized. For Saber, historical Op. EBIT is based reported FY19 figures according to local GAAP. P&L figures have been translated to SEK based on average FX-rates for the inherent period.



## Strategy, M&A and investments update.

- The strategy of empowering great entrepreneurs and creators continues to be successful. We believe
  this is a superior operating model for building a sustainable and long-term group within a creative
  industry. We firmly believe in empowering great people to make their own decisions is the best model
  to drive profitable organic growth that will outpace the overall market.
- We are humbled by the interest among entrepreneurs and creators wanting to join our ecosystem. Our position as an independent ecosystem within gaming and entertainment is critical to be successful in an increasingly competitive industry. The greater our ecosystem has become, the greater output we have seen.
- Our strategy is to be a partner to the industry and work together with leading companies, brands and platforms.
- Current M&A prospects continue to look favorable. Our teams are busier than ever before.
- We believe it is important to continue expanding and investing in the ecosystem that attracts and retain talents, creates synergies and enables great people to realise their high ambitions.
- The group has successful businesses within transmedia and services. In order to create an even stronger ecosystem the board have updated the strategy to also include IP-driven transmedia, technologies and services that complements our core gaming business. This could be partnerships, joint ventures, investments or full acquisitions.





## AGM Agenda (Part 2)

- 8. Presentation of the annual report and the auditors' report and the group annual report and the group auditor's report
- 9. Resolutions regarding:
  - 1.1. adoption of income statement and balance sheet and the group income statement and the group balance sheet.
  - 1.2. decision regarding the profit or loss of the company in accordance with the adopted balance sheet, and
  - 1.3. discharge from liability of the board of directors and the managing director.
- 10. Determination of the number of directors and auditors
- 11. Determination of fees to the board of directors and to the auditors
- 12. Election of the board of directors and auditors
- 13. Resolution regarding amendments of the articles of association
- 14. Resolution regarding share split
- 15. Resolution regarding authorization for the board to issue shares, convertibles and/or warrants
- 16. Closing of the meeting



## Thank you!

# EMBRACER<sup>+</sup> GROUP