



# **STARBREEZE** **Q1 2018 HIGHLIGHTS**

9 MAY 2018

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# **Q1 KEY DELIVERIES**

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**LAUNCH OF PAYDAY 2 FOR SWITCH**



**LAUNCH OF PAYDAY 2 FOR VR**



**ANNOUNCED AND LAUNCH INKED**



**OPEN VR PARK IN DUBAI**

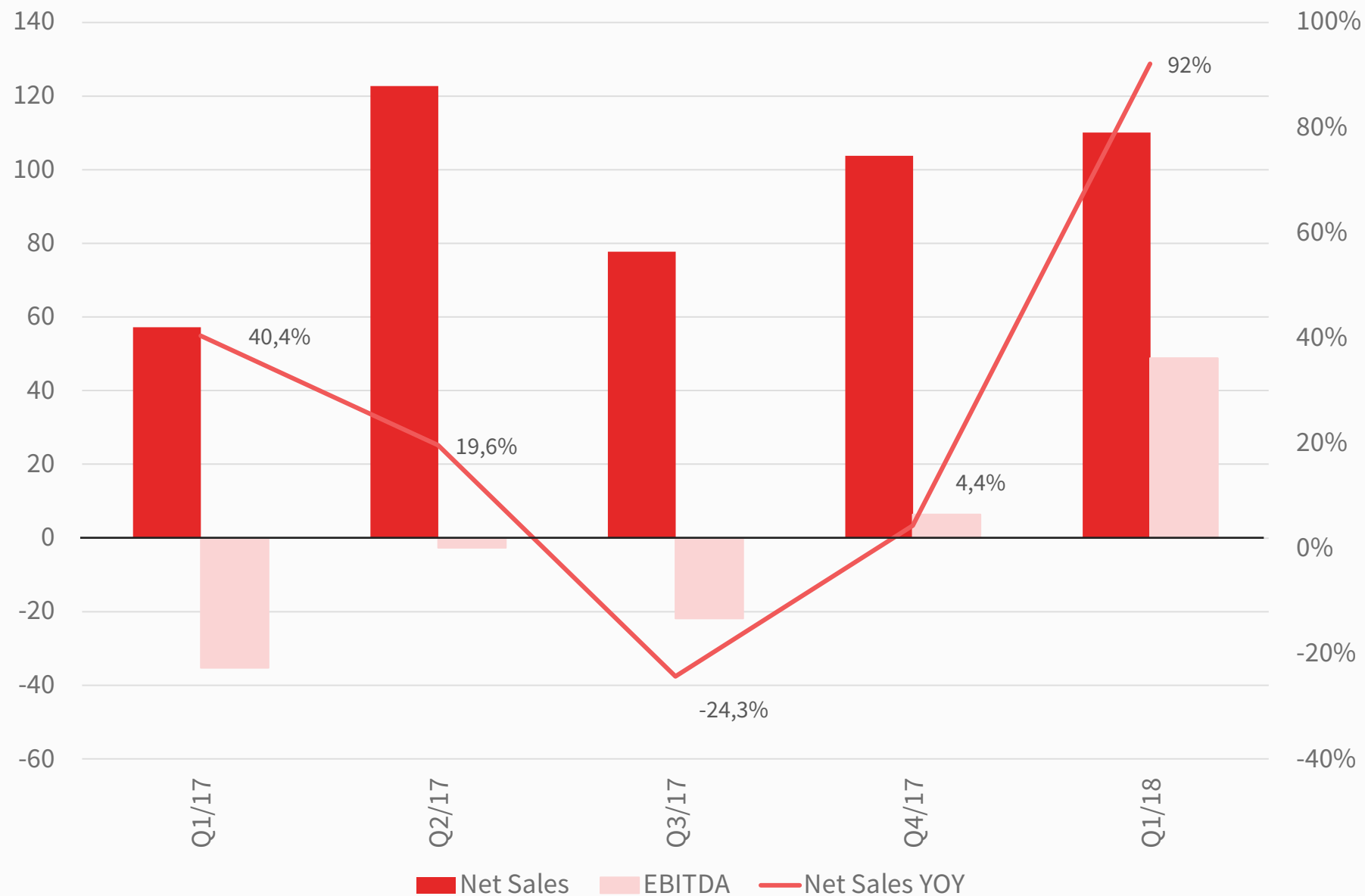


**OVER SUBSCRIBED SHARE ISSUES**



**STARVR LISTING ON TAIPEI EXCHANGE**

# MAIN FINANCIAL TRENDS



MSEK

# RECORD SALES AHEAD OF THE MAJOR GAME RELEASES

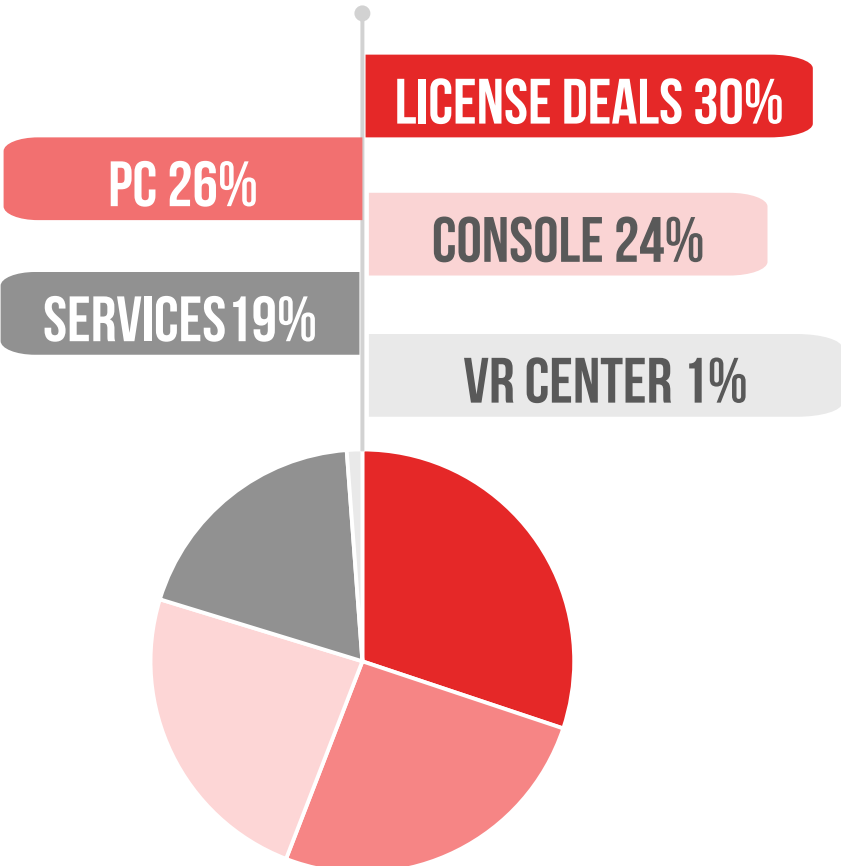
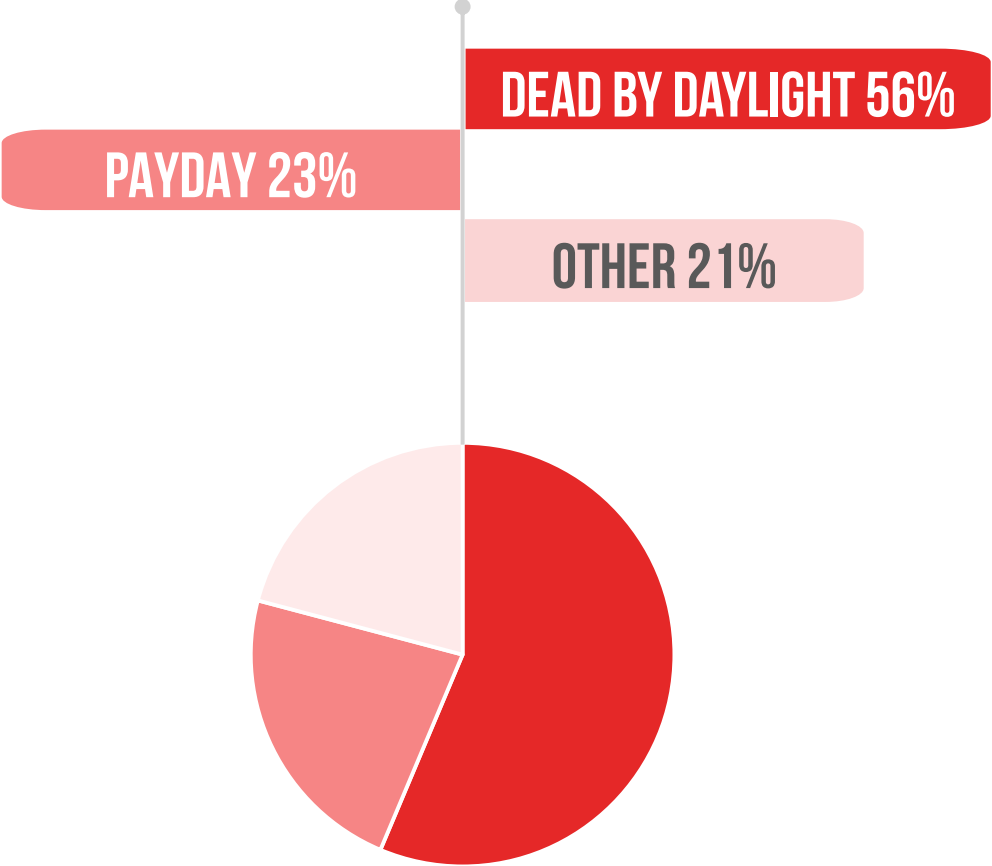
## FIRST QUARTER 2018

- Net sales increased by 92 percent
- PAYDAY generated SEK 25.1 million (24.1)
- Dead by Daylight generated SEK 62.0 million (20.9), boosted by the Dead by Daylight deal
- EBITDA increased by SEK 84 million
- Depreciation, amortization and impairments totaled SEK 42.6 million (15.5)
- Financial net SEK -12.7 m (-5.5), due to higher interest expenses and StarVR share of loss
- The loss after tax SEK -5.2 million (-50.6)

## RESULTS/KEY FIGURES

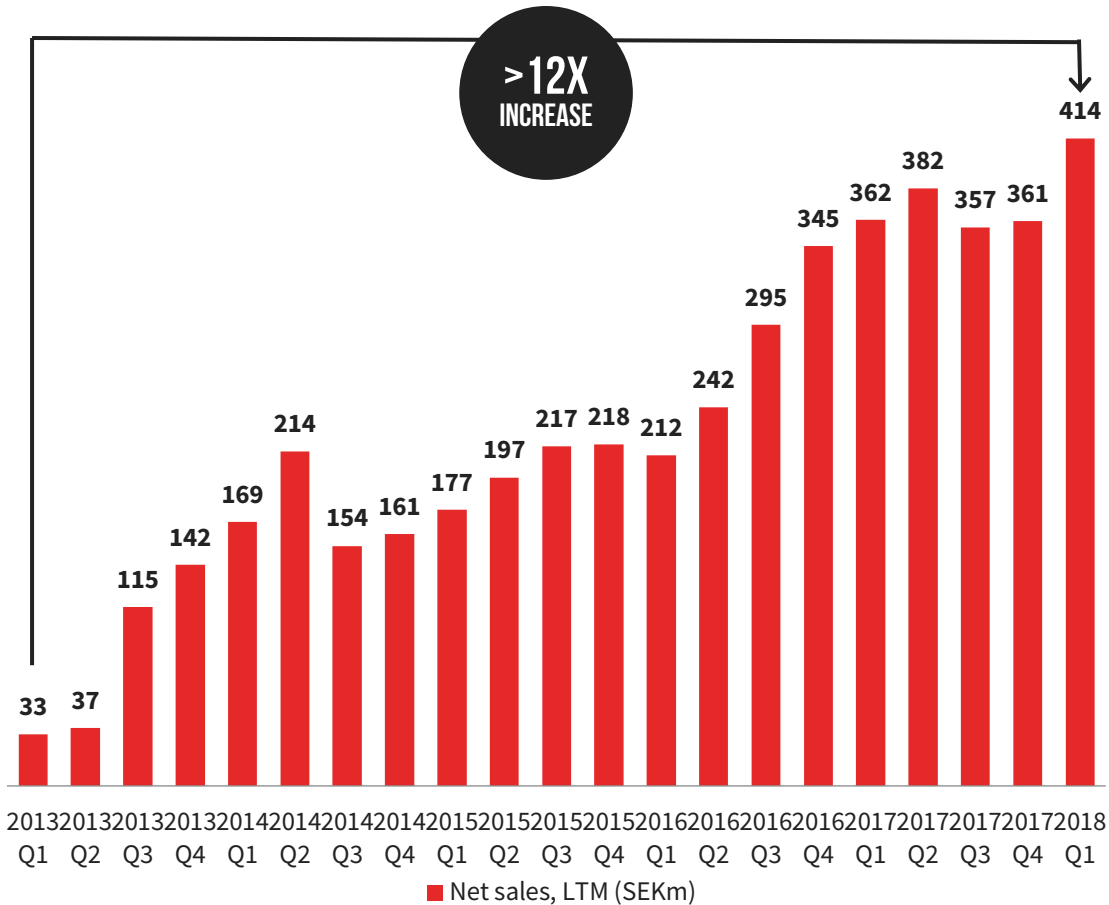
SEKk	2018	2017
	Q1	Q1
Net sales	110,066	57,270
EBITDA	48,840	-35,341
Financial net	-12,677	-5,456
Profit (-loss) after tax	-5,208	-50,628
Earnings per share, SEK	-0.02	-0.18
Net sales growth, %	92.2	40.4
EBITDA margin, %	44.4	-61.7

# REVENUE BREAKDOWN Q1 2018

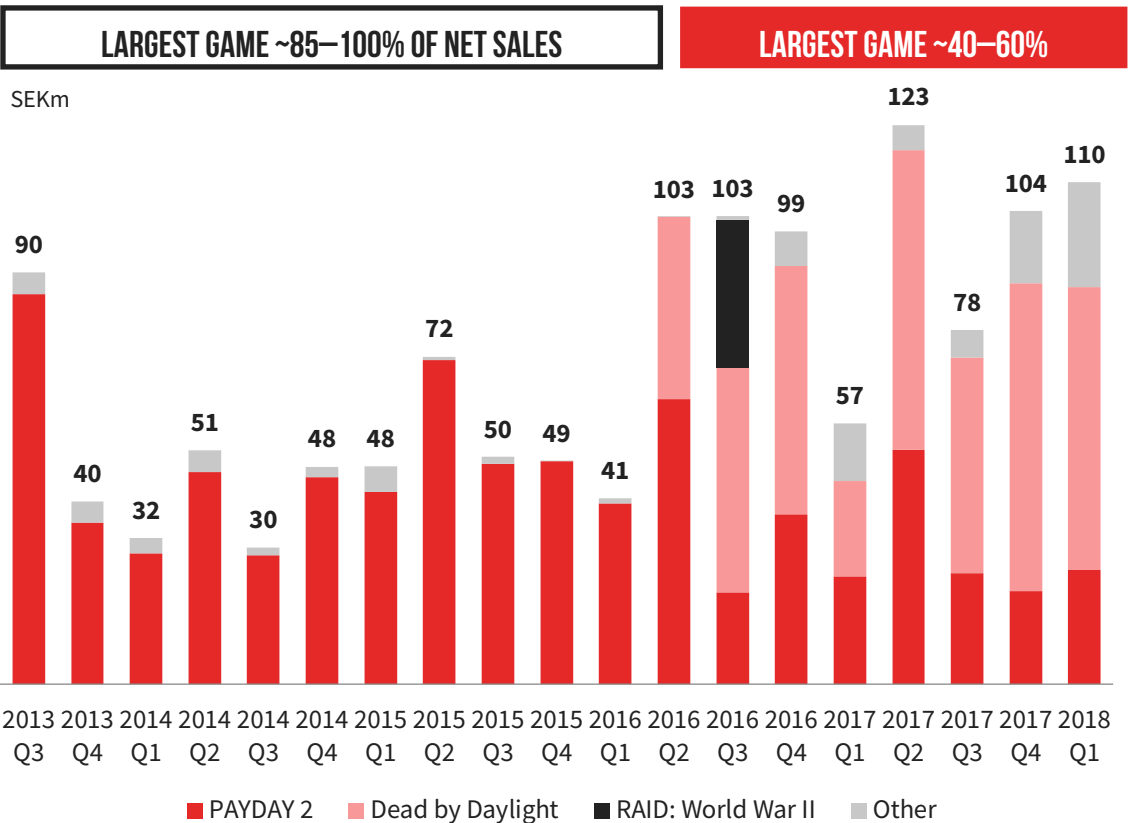


# STRONG NET SALES DEVELOPMENT

NET SALES DEVELOPMENT, 2013 Q1–2018 Q1



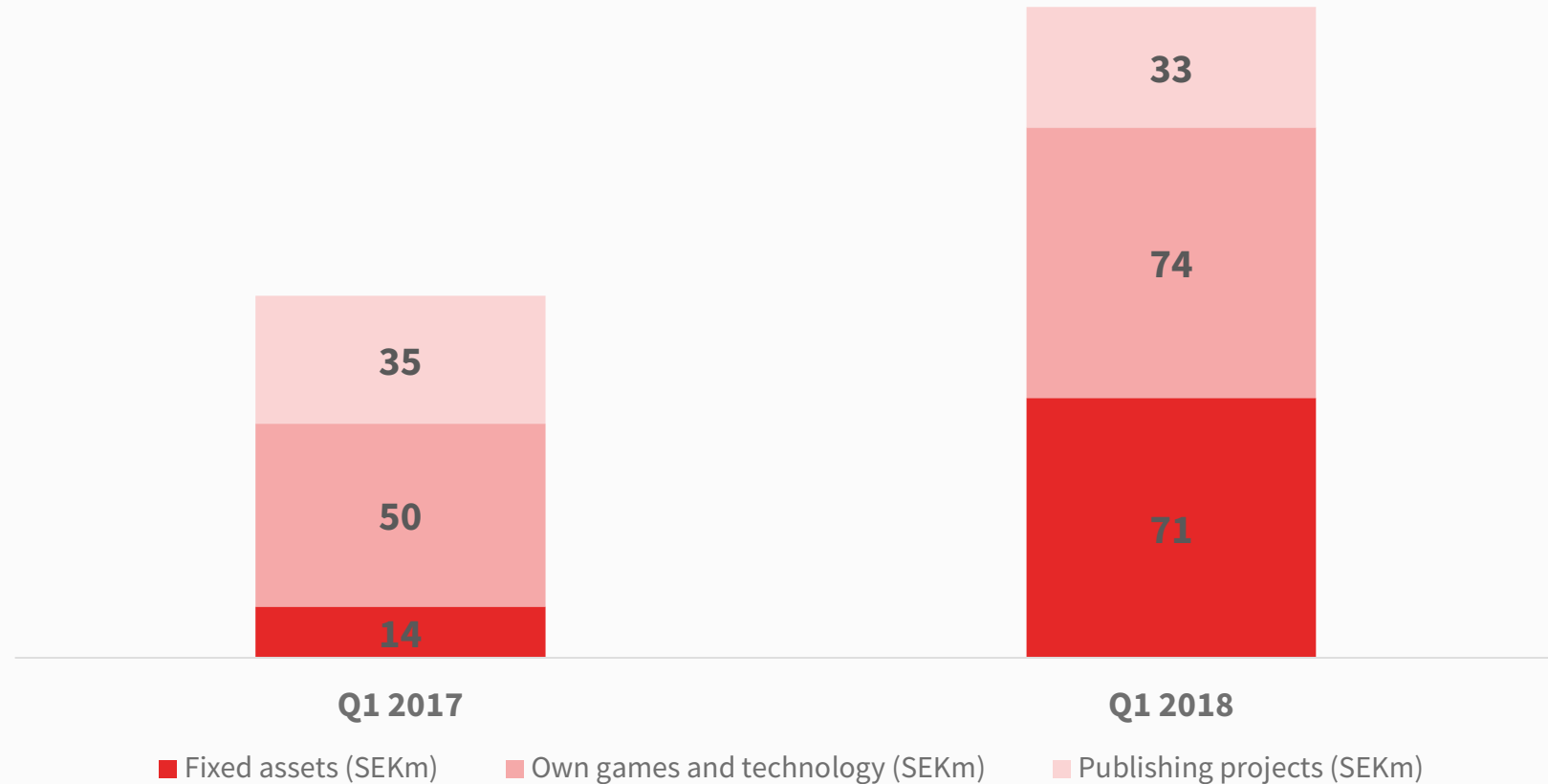
NET SALES BY TITLE PER QUARTER, 2013 Q3–2018 Q1<sup>1)</sup>



<sup>1)</sup> Other equals residual of total net sales less mentioned games in graph

# INVESTMENTS SECURING FUTURE GROWTH

## INVESTMENTS DURING Q1 2018 VS Q1 2017, SEKm



# NEW FUNCTION BASED P&L

OLD – COST BASED	
<b>Net sales</b>	<b>110.1</b>
Capitalized costs	74.0
<b>Total revenues</b>	<b>192.6</b>
Operating expenses	-143.7
<b>EBITDA</b>	<b>48.9</b>
Depreciations	-42.6
<b>EBIT</b>	<b>6.3</b>



NEW – FUNCTION BASED	
<b>Net sales</b>	<b>110.1</b>
Direct costs	76.9
<b>Gross profit</b>	<b>33.1</b>
Selling and marketing costs	-9.9
Administrative expenses	-25.5
Other revenue	8.5
<b>EBIT</b>	<b>6.3</b>



# SUCCESSFUL SHARE ISSUES POWERING ACCELERATED GROWTH

## THE NEW SHARE ISSUES...

- Successful directed issue of new shares to Swedish and international investors of SEK 238 million before transaction costs.
- Oversubscribed rights issue raised SEK 152 million before transaction costs.

## ... ENABLE US

- to fully execute our plan to achieve revenue of at least SEK 2 billion in 2020,
- to form and execute on a solid marketing plan for OTWD,
- to make new great content for PAYDAY 2 until 2019,
- accelerating the production plan for PAYDAY 3
- and to continue to build momentum within our publishing business.



# PAYDAY 2 RELEASED ON NINTENDO SWITCH

Read more on our website:

<https://www.starbreeze.com/2018/02/payday-2-now-available-on-the-nintendo-switch-system-in-europe-and-australia/>



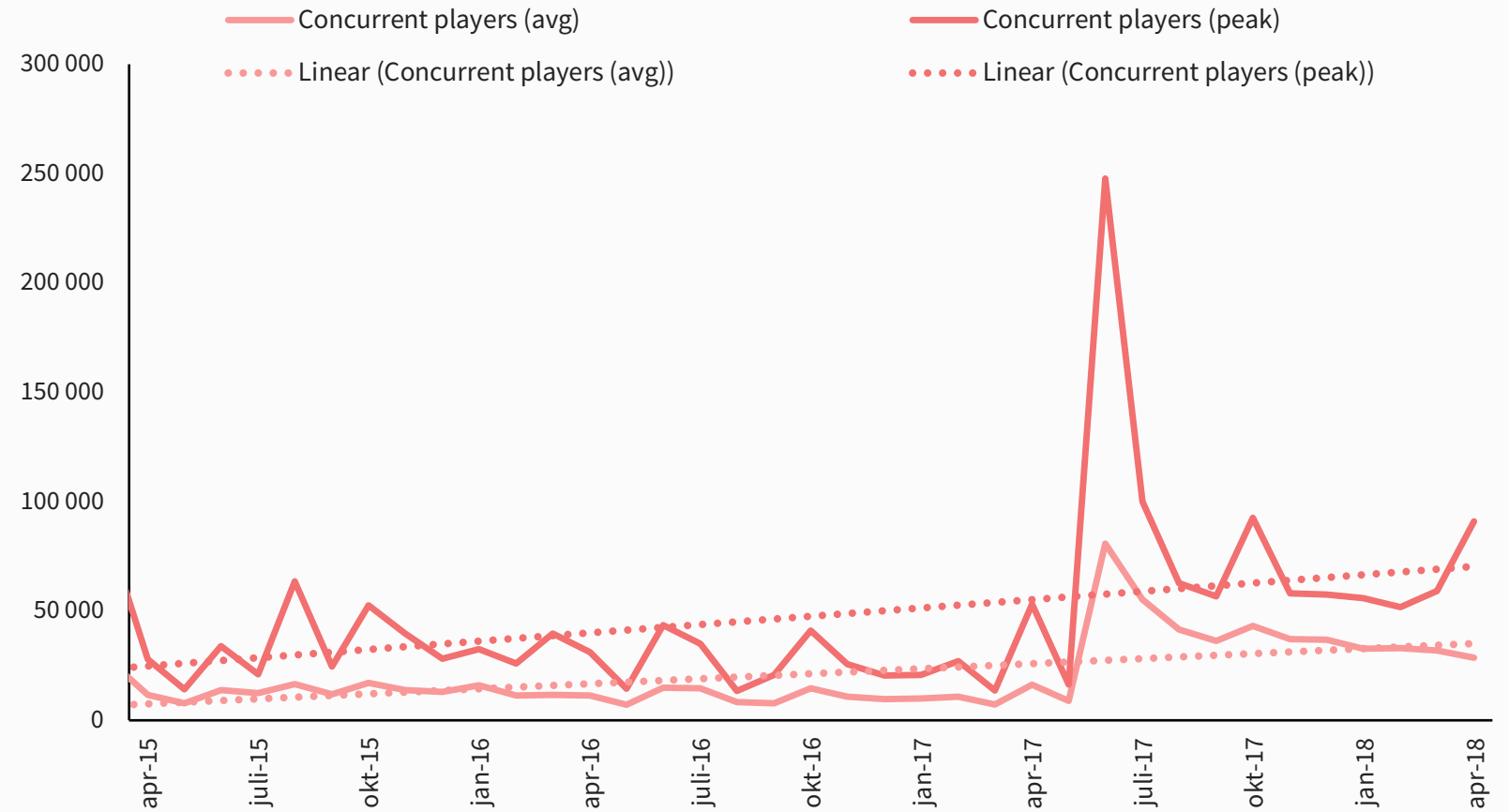
# PAYDAY 2: VR LAUNCH

Read more on our website:

<https://www.starbreeze.com/2018/03/payday-2-vr-out-now-on-steam/>



# AT PEAK 91,000 PLAYED PAYDAY 2 IN APRIL



# MAYA TRAILER REVEAL OTWD

Read more on our website:

<https://www.starbreeze.com/2018/04/overkills-the-walking-dead-character-reveal-trailer-maya/>



OVERKILL'S  
THE WALKING DEAD

CHARACTER REVEAL TRAILER

MAYA

# PLAYSTATION MAGAZINE - OTWD





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# DEAD BY DAYLIGHT THE SAW CHAPTER

Read more on our website:

[www.starbreeze.com/2018/01/dead-by-daylight-saw-chapter-launches-on-steam-xbox-one-and-playstation4/](http://www.starbreeze.com/2018/01/dead-by-daylight-saw-chapter-launches-on-steam-xbox-one-and-playstation4/)





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# DEAD BY DAYLIGHT DREAM DEAL

Read more on our website:

<https://www.starbreeze.com/2018/03/starbreeze-sells-rights-to-dead-by-daylight-to-behaviour-for-usd-16-million/>



DEAD BY DAYLIGHT  
death is not an escape





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# 10 CROWNS PUBLISHING

Read more on our website:

[www.starbreeze.com/2018/02/starbreeze-publishing-signs-mohawk-games-strategy-title-10-crowns/](http://www.starbreeze.com/2018/02/starbreeze-publishing-signs-mohawk-games-strategy-title-10-crowns/)



# RELEASE OF INDIE TITLE **INKED**

Read more on our website:

<https://www.starbreeze.com/2018/04/puzzle-platformer-inked-available-now-on-steam/>



# inked

*Available now*



**STEAM**<sup>®</sup>

# VR PARK DUBAI MALL GRAND OPENING

Read more on our website:

<https://www.starbreeze.com/2018/02/starbreeze-major-partner-to-emaar-entertainments-vr-park-opening-march-1st/>



# STARVR LISTED ON TAIPEI EXCHANGE

Read more on our website:

<https://www.starbreeze.com/2018/04/starvr-corporation-first-day-of-trading-on-tpexs-emerging-stocks-board/>





# VR EXPERIENCE **HERO** WINS AWARD AT TRIBECA

Read more on our website:

<https://www.starbreeze.com/2018/04/ink-stories-vr-experience-hero-awarded-at-tribeca/>

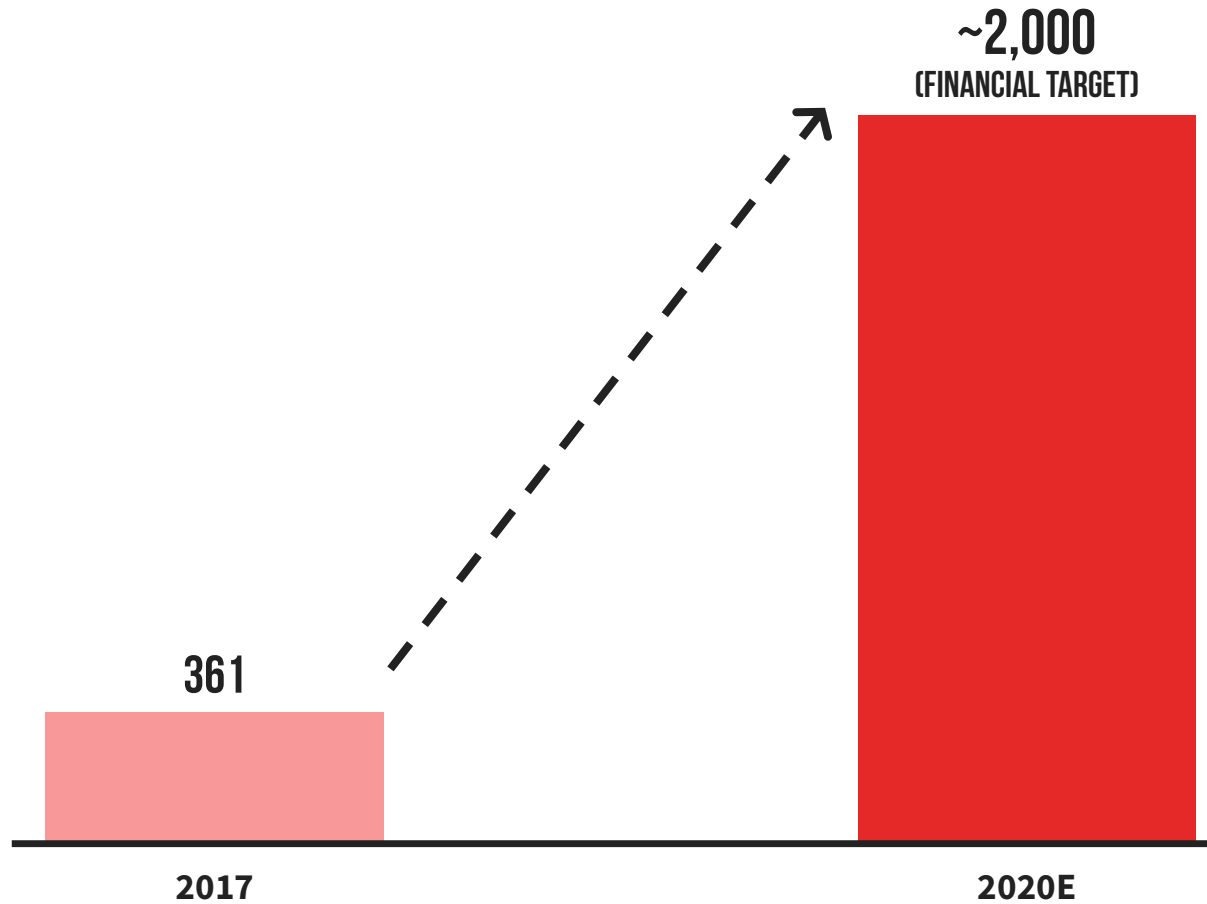
# HERO

## A VÉRITÉ VR EXPERIENCE



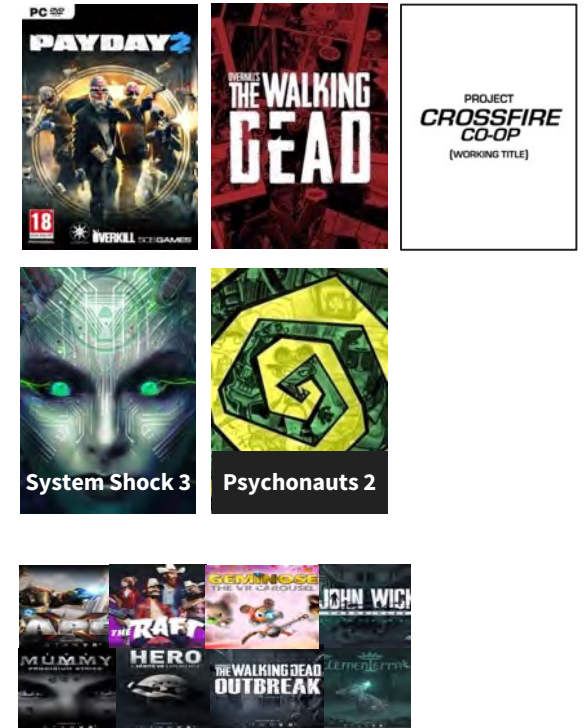
# THE FINANCIAL TARGETS

## CURRENT REVENUE GENERATORS



Net sales (SEKm)

## REVENUE GENERATORS 2020



# QUESTIONS?

The Starbreeze team

