

Software/Finland, January 11, 2019 Company update

# Upbeat Q4 figures, initiating savings program

Next Games released preliminary Q4 figures and announced an intention to streamline operations, expecting annual cost savings in the range of EUR 4-8m. Next Games is still reviewing financing options but no update on the situation was given with the releases. Financing remains a concern but with a stronger than expected cash position we upgrade to HOLD (SELL) with a target price of EUR 2.0 (1.8).

#### Q4 losses smaller than anticipated

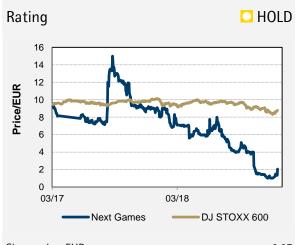
Next Games announced preliminary Q4 figures. Revenue amounted to EUR 11.3m (Evli EUR 12.2m) while EBITDA amounted to EUR -1.3m (Evli -3.6m). The gross margin improved more than we had expected, at 37% in Q4 (-11% in Q3). User acquisition and marketing costs relating to Our World have normalized, which helped boost the gross margin. The company's cash position at the end of Q4 was EUR 7.3m.

#### Seeking to streamline operations

Company management has been authorized to initiate a program to review the company's cost structure, including consultation proceedings covering the entire organization. The company estimates annual cost savings in the range of EUR 4-8m during the full year 2019. Next Games is further still looking into alternatives to strengthen its financial position.

#### HOLD (SELL) with a target price of EUR 2.0 (1.8)

We have revised our estimates, with our 2019E sales estimate lowered to EUR 67.2m (prev. 73m) due to expected lower Our World revenue and EBIT estimate raised to EUR -5.7m, to account for the cost savings program and lower than expected UA costs. Although the financing situation remains a concern, we view the situation as less dire than previously anticipated. We expect the cost savings program to further alleviate the financing situation but will likely have some impact on new game launches. We upgrade to HOLD with a target price of EUR 2.0 (1.8).



Share price, EUR (Last trading day's closing price)	2.07
Target price, EUR	2.0
Latest change in recommendation	11-Jan-19
Latest report on company	11-Jan-19
Research paid by issuer:	YES
No. of shares outstanding, '000's	18,459
No. of shares fully diluted, '000's	18,459
Market cap, EURm	38
Free float, %	48.6
Exchange rate	0.000
Reuters code	NXTGMS.HE
Bloomberg code	NXTGMS FH
Average daily volume, EURm	0.0
Next interim report	15-Feb-19
Web site	www.nextgames.com
Analyst	Jerker Salokivi
E-mail	jerker.salokivi@evli.com
Telephone	+358 9 4766 9149

■ BUY ☐ HOLD ■ SELL

KEY FIGU	RES									
	Sales EURm	EBIT EURm	EBIT %	Ptx profit EURm	EPS EUR	P/E (x)	EV/Sales (x)	P/CF (x)	EV/EBIT (x)	DPS EUR
2016	31	-2	-5.1%	-2	-0.49	0.0	-0.1	0.0	1.8	0.00
2017	32	-6	-19.6%	-7	-0.35	-28.8	4.4	-25.2	-22.3	0.00
2018E	35	-21	-58.6%	-22	-1.04	-2.0	0.9	-2.3	-1.5	0.00
2019E	67	-6	-8.5%	-6	-0.25	-8.2	0.5	-11.7	-6.0	0.00
2020E	87	3	3.7%	3	0.12	16.7	0.4	11.8	10.3	0.00
Market cap	, EURm		38 E	3V per share 201	18E, EUR		0.9 CAGR	EPS 2017-2	0, %	0.0
Net debt 20	018E, EURm		-8 F	rice/book 2018	E		2.2 CAGR	sales 2017-	20, %	39.0
Enterprise	value, EURm		31 [	Dividend yield 20	D18E, %		0.0 ROE 20	D18E, %		-70.8
Total assets	s 2018E, EURn	n	22 T	ax rate 2018E, o	//o		12.0 ROCE 2	2018E, %		-75.2
Goodwill 2	018E, EURm		1 E	quity ratio 2018	BE, %		80.2 PEG, P	/E 18/CAGR		0.0

All the important disclosures can be found on the last pages of this report.

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	
Current share price	2.07 PV of Free Cash Flow	34 Long-term growth, %	2.5 Risk-free interest rate, %	2.25
DCF share value	7.76 PV of Horizon value	84 WACC, %	10.6 Market risk premium, %	5.8
Share price potential, %	275.1 Unconsolidated equity	O Spread, %	0.5 Debt risk premium, %	2.8
Maximum value	8.3 Marketable securities	8 Minimum WACC, %	10.1 Equity beta coefficient	1.40
Minimum value	7.3 Debt - dividend	0 Maximum WACC, %	11.1 Target debt ratio, %	20
Horizon value, %	71.0 Value of stock	144 Nr of shares, Mn	18.5 Effective tax rate, %	20

DCF valuation, EURm	2017	2018E	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	Horizon
Net sales	32	35	67	87	100	112	124	133	140	147	150	154
Sales growth, %	4.5	8.4	90.7	30.0	15.0	12.0	10.0	7.5	5.0	5.0	2.5	2.5
Operating income (EBIT)	-6	-21	-6	3	15	17	19	19	20	21	21	22
EBIT margin, %	-19.6	-58.6	-8.5	3.7	14.5	15.0	15.0	14.0	14.0	14.0	14.0	14.0
+ Depreciation+amort.	2	2	2	1	1	1	1	1	1	1	1	
- Income taxes	0	2	1	-1	-3	-3	-4	-4	-4	-4	-4	
- Change in NWC	-2	-1	-1	-1	0	0	0	0	0	0	0	
NWC / Sales, %	0.6	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	-8	0	0	-2	-2	-2	-1	-1	-1	-1	-1	-1
Investments / Sales, %	23.9	0.1	0.3	2.1	1.6	1.5	1.2	1.0	1.0	1.0	0.9	0.9
- Other items	0	0	0	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	-14	-17	-3	1	10	12	14	14	15	16	17	209
= Discounted FCF (DFCF)		-17	-3	1	8	8	8	8	7	7	7	84
= DFCF min WACC		-17	-3	1	8	8	9	8	8	7	7	93
= DFCF max WACC		-17	-3	1	8	8	8	8	7	7	6	76

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EVLI ESTIMATES, EURm	2017Q1	2017Q2	2017Q3	2017Q4	2017	2018Q1	2018Q2	2018Q3	2018Q4E	2018E	2019E	2020E
Net sales	11	9	6	7	32	5	6	13	11	35	67	87
EBITDA	1	0	-2	-4	-5	-3	-4	-10	-1	-19	-3	4
EBITDA margin (%)	4.9	1.3	-30.4	-53.1	-14.9	-70.6	-68.4	-74.4	-11.5	-52.7	-5.1	5.1
EBIT	0	0	-2	-4	-6	-4	-4	-11	-2	-21	-6	3
EBIT margin (%)	3.4	-2.6	-35.6	-63.9	-19.6	-78.0	-74.8	-79.8	-17.0	-58.6	-8.5	3.7
Net financial items	0	0	0	0	0	0	-1	0	0	-1	0	0
Pre-tax profit	0	0	-2	-4	-7	-4	-5	-11	-2	-22	-6	3
Tax	0	0	0	0	0	1	-1	2	0	3	1	-1
Tax rate (%)	0.0	-5.4	0.0	10.8	6.8	20.0	-15.5	19.9	20.0	12.0	20.0	20.0
Net profit	0	0	-2	-4	-6	-3	-6	-9	-2	-19	-5	2
EPS	0.02	-0.02	-0.13	-0.22	-0.35	-0.17	-0.31	-0.47	-0.09	-1.04	-0.25	0.12
EPS adjusted (diluted no. of shares)	0.05	-0.02	-0.13	-0.22	-0.32	-0.17	-0.31	-0.47	-0.09	-1.04	-0.25	0.12
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SALES, EURm												
Next Games	11	9	6	7	32	5	6	13	11	35	67	87
Total	11	9	6	7	32	5	6	13	11	35	67	87
SALES GROWTH, Y/Y %												
Next Games	95.7	18.3	-7.9	-41.5	4.5	-56.2	-33.2	110.4	69.7	8.4	90.7	30.0
Total	95.7	18.3	-7.9	-41.5	4.5	-56.2	-33.2	110.4	69.7	8.4	90.7	30.0
EBIT, EURm												
Next Games	0	0	-2	-4	-6	-4	-4	-11	-2	-21	-6	3
Total	0	0	-2	-4	-6	-4	-4	-11	-2	-21	-6	3
EBIT margin, %										*		
Next Games	3.4	-2.6	-35.6	-63.9	-19.6	-78.0	-74.8	-79.8	-17.0	-58.6	-8.5	3.7
Total	3.4	-2.6	-35.6	-63.9	-19.6	-78.0	-74.8	-79.8	-17.0	-58.6	-8.5	3.7

INCOME STATEMENT, EURm	2013	2014	2015	2016	2017	2018E	2019E	2020E
Sales	0	0	10	31	32	35	67	87
Sales growth (%)	0.0	0.0	242,600.0	220.5	4.5	8.4	90.7	30.0
Costs	0	-4	-16	-32	-37	-54	-71	-83
Reported EBITDA	0	-4	-7	-1	-5	-19	-3	4
Extraordinary items in EBITDA	0	0	0	0	0	0	0	0
EBITDA margin (%)	0.0	-98,825.0	-68.5	-3.7	-14.9	-52.7	-5.1	5.1
Depreciation	0	0	0	0	-2	-2	-2	-1
EBITA	0	-4	-7	-2	-6	-21	-6	3
Goodwill amortization / writedown	0	0	0	0	0	0	0	0
Reported EBIT	0	-4	-7	-2	-6	-21	-6	3
EBIT margin (%)	0.0	-98,825.0	-72.5	-5.1	-19.6	-58.6	-8.5	3.7
Net financials	0	0	0	0	0	-1	0	0
Pre-tax profit	0	-4	-7	-2	-7	-22	-6	3
Extraordinary items	0	0	0	0	0	0	0	0
Taxes	0	0	0	0	0	3	1	-1
Minority shares	0	0	0	0	0	0	0	0
Net profit	0	-4	-7	-2	-6	-19	-5	2
BALANCE SHEET, EURm			,			10		
Assets								
Fixed assets	0	1	1	2	7	5	3	4
% of sales	0	24,975	9	6	22	14	5	4
Goodwill	0	0	0	0	1	1	1	1
% of sales	0	0	0	0	3	3	1	1
Inventory	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Receivables	0	0	3	7	6	5	10	13
% of sales	0	0	34	21	18	15	15	15 15
Liquid funds	0	2	5	4	26	8	10	13
% of sales	0	56,825	48	12	20 81	22	15	15 15
Total assets	0	30,023	9	15	43	22	27	34
Liabilities	U	3	9	15	43	22	27	34
	0	2	_	5	27	17	10	1.5
Equity		50.005	5		37	17	13	15
% of sales	<i>0</i> 0	59,025	<i>48</i> 0	<i>17</i> 0	113	50	<i>19</i> 0	<i>17</i> 0
Deferred taxes		0			0	0		
% of sales	0	0	0	0	0	0	0	0
Interest bearing debt	0	0	0	1	1	0	6	8
% of sales	0	3,825	4	2	2	0	9	9
Non-interest bearing current liabilities	0	10.075	4	8	5	4	8	10
% of sales	0	18,875	37	27	17	12	12	12
Other interest free debt	0	0	0	0	0	0	0	0
% of sales	0	0	2	0	1	0	0	0
Total liabilities	0	3	9	15	43	22	27	34
CASH FLOW, EURm						10		
+ EBITDA	0	-4	-7	-1	-5	-19	-3	4
- Net financial items	0	0	0	0	0	-1	0	0
- Taxes	0	0	0	-2	0	3	1	-1
- Increase in Net Working Capital	0	1	0	1	-2	-1	-1	-1
+/- Other	0	0	0	1	0	0	0	0
= Cash flow from operations	0	-3	-7	-1	-7	-18	-3	3
- Capex	0	0	-1	0	-8	0	0	-2
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	0	-3	-8	0	-14	-18	-4	1
+/- Change in interest-bearing debt	0	0	0	0	0	-1	6	2
+/- New issues/buybacks	0	6	9	2	38	0	0	0
- Paid dividend	0	0	0	0	0	0	0	0
+/- Change in loan receivables	0	0	10	0	0	0	0	0
Change in cash	0	3	11	2	23	-19	2	3

KEY FIGURES	2014	2015	2016	2017	2018E	2019E	2020E
M-cap	0	0	0	168	38	38	38
Net debt	-2	-4	-3	-26	-8	-4	-5
Enterprise value	-2	-4	-3	143	31	34	33
Sales	0	10	31	32	35	67	87
EBITDA	-4	-7	-1	-5	-19	-3	4
EBIT	-4	-7	-2	-6	-21	-6	3
Pre-tax	-4	-7	-2	-7	-22	-6	3
Earnings	-4	-7	-2	-6	-19	-5	2
Book value	2	5	5	37	17	13	15
Valuation multiples							
EV/sales	-530.0	-0.4	-0.1	4.4	0.9	0.5	0.4
EV/EBITDA	0.5	0.6	2.5	-29.5	-1.6	-9.9	7.4
EV/EBITA	0.5	0.6	1.8	-22.3	-1.5	-6.0	10.3
EV/EBIT	0.5	0.6	1.8	-22.3	-1.5	-6.0	10.3
EV/operating cash flow	0.7	0.6	3.3	-21.4	-1.8	-10.5	10.2
EV/cash earnings	0.6	0.6	0.8	-27.4	-1.8	-14.1	9.3
P/E	0.0	0.0	0.0	-28.8	-2.0	-8.2	16.7
P/E excl. goodwill	0.0	0.0	0.0	-28.8	-2.0	-8.2	16.7
P/B	0.0	0.0	0.0	4.6	2.2	3.0	2.5
P/sales	0.0	0.0	0.0	5.2	1.1	0.6	0.4
P/CF	0.0	0.0	0.0	-25.2	-2.3	-11.7	11.8
Target EV/EBIT	0.0	0.0	0.0	0.0	-1.4	-5.8	9.9
Target P/E	0.0	0.0	0.0	0.0	-1.9	-7.9	16.2
Target P/B	0.0	0.0	0.0	0.0	2.1	2.9	2.4
Per share measures							
Number of shares	2,449	2,449	3,325	18,219	18,459	18,459	18,459
Number of shares (diluted)	2,449	2,449	3,325	18,219	18,459	18,459	18,459
EPS	-1.57	-2.81	-0.49	-0.35	-1.04	-0.25	0.12
EPS excl. goodwill	-1.57	-2.81	-0.79	-0.32	-1.04	-0.25	0.12
Cash EPS	-1.57	-2.65	-1.09	-0.29	-0.92	-0.13	0.19
Operating cash flow per share	-1.31	-2.74	-0.26	-0.37	-0.92	-0.18	0.18
Capital employed per share	-0.24	0.17	0.43	0.54	0.47	0.41	0.48
Book value per share	0.96	1.90	1.63	2.01	0.95	0.69	0.82
Book value excl. goodwill	0.96	1.90	1.63	1.96	0.90	0.64	0.77
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend payout ratio, %	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividend yield, %	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Efficiency measures							
ROE	0.0	-196.2	-32.7	-30.4	-70.8	-30.8	16.4
ROCE	-314.5	-176.2	-28.1	-29.3	-75.2	-31.3	15.3
Financial ratios							
Capex/sales, %	4,300.0	11.2	1.0	23.9	0.1	0.3	2.1
Capex/depreciation excl. goodwill,%	0.0	277.1	73.2	441.4	1.3	8.1	145.9
Net debt/EBITDA, book-weighted	0.5	0.6	2.5	5.3	0.4	1.2	-1.2
Debt/equity, market-weighted	0.0	0.0	0.0	0.0	0.0	0.2	0.2
Equity ratio, book-weighted	72.2	52.7	44.8	87.7	80.2	47.5	44.9
Gearing	-0.90	-0.90	-0.53	-0.70	-0.44	-0.32	-0.34
3						_	
Number of employees, average	0	0	0	0	0	0	0
Number of employees, average Sales per employee, EUR	0 0 0	0	0	0	0	0	0

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COMPANY DESCRIPTION: Next Games Oyj is a Finland-based developer and publisher of licensed mobile games. The Company develops games in cooperation with the license owners of the entertainment products, for instance a television series. Its current flagship game is The Walking Dead: No Man's Land and has four new games under development.

#### INVESTMENT CASE:

OWNERSHIP STRUCTURE	SHARES	EURm	0/0
Ovaskainen Jari Juhani Rainer	3,093,110	6.403	16.8%
IDG Ventures USA III, L.P.	1,188,306	2.460	6.4%
Hiitola Kalle Johannes	942,896	1.952	5.1%
Achrén Joakim Tomas Johan	940,818	1.947	5.1%
Achrén Mikael Jan Kennet	928,295	1.922	5.0%
Jumisko Jaakko Ensio	924,746	1.914	5.0%
Ilmarinen Mutual Pension Insurance Company	507,520	1.051	2.7%
Varma Mutual Pension Insurance Company	380,000	0.787	2.1%
Nuard Ventures Oy	364,000	0.753	2.0%
Vaah Holdings Oy	266,720	0.552	1.4%
Ten largest	9,536,411	19.740	52%
Residual	8,923,003	18.471	48%
Total	18,459,414	38.211	100%

EARNINGS CALENDAR	
February 15, 2019	FY 2018 Results
OTHER EVENTS	
May 17, 2018	AGM

COMPANY MISCELLANEOUS	
CEO: Teemu Huuhtanen	Kansakoulukatu 10, 00100 Helsinki
CFO: Annina Salvén	Tel:
IR:	

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#### **DEFINITIONS**

P/E	EPS
Price per share	Profit before extraordinary items and taxes
Earnings per share	- income taxes + minority interest
Lattings per strate	
	Number of shares
P/Sales	DPS
Market cap	Dividend for the financial period per share
Sales	
Suics	
P/BV	CEPS
Price per share	Gross cash flow from operations
Shareholders' equity + taxed provisionsper share	Number of shares
P/CF	EV/Share
Price per share	Enterprise value
Operating cash flow per share	Number of shares
EV (Enterprise value)	Sales/Share
Market cap + net debt + minority interest at market value	Sales
<ul> <li>– share of associated companies at market value</li> </ul>	Number of shares
Net debt	EBITDA/Share
Interest bearing debt — financial assets	Earnings before interest, tax, depreciation and amortisation
	Number of shares
EV/Sales	EBIT/Share
Enterprise value	Operating profit
Sales	Number of shares
Juics	Number of shares
EV/EBITDA	EAFI/Share
Enterprise value	Pretax profit
Earnings before interest, tax, depreciation and amortisation	Number of shares
EV/EBIT	Capital employed/Share
Enterprise value	Total assets — non interest bearing debt
Operating profit	Number of shares
Div yield, %	Total assets
Dividend per share	Balance sheet total
Price per share	
Daniel watte 00	Internation (a)
Payout ratio, % Total dividends	Interest coverage (x)
	Operating profit Financial items
Earnings before extraordinary items and taxes — income taxes + minority interest	Financial items
Net cash/Share	Asset turnover (x)
Financial assets — interest bearing debt	Turnover
Number of shares	Balance sheet total (average)
ROA, %	Debt/Equity, %
Operating profit + financial income + extraordinary items	Interest bearing debt
Balance sheet total — interest free short term debt	Shareholders' equity + minority interest + taxed provisions
<ul> <li>long term advances received and accounts payable (average)</li> </ul>	
ROCE, %	Equity ratio, %
Profit before extraordinary items + interest expenses + other financial costs	Shareholders' equity + minority interest + taxed provisions
Balance sheet total — noninterest bearing debt (average)	Total assets — interest free loans
ROE, %	CAGR, %
Profit before extraordinary items and taxes – income taxes	Cumulative annual growth rate = Average growth per year
Shareholders' equity + minority interest + taxed provisions (average)	

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#### Important Disclosures

Evli Research Partners Plc ("ERP") uses 12-month target prices. Target prices are defined by utilizing analytical techniques based on financial theory including (but not limited to) discounted cash flow analysis and comparative valuation. The selection of valuation methods depends on different circumstances. Target prices may be altered on the basis of new information coming to light in the underlying company or changes in interest rates, changes in foreign exchange rates, other securities prices or market indices or outlook for the aforementioned factors or other factors that may change the conditions of financial markets. Recommendations and changes by analysts are available at

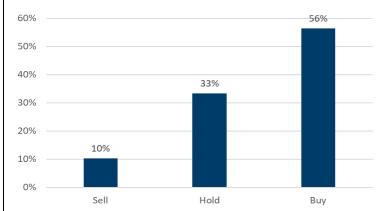
Detailed information about the valuation or methodology and the underlying assumptions is accessible via ERP: <a href="http://research.evli.com">http://research.evli.com</a>

Investment recommendations are defined as follows:

Target price compared to share price Recommendation

< -10 % SELL -10 - (+10) % HOLD > 10 % BUY

ERP's investment recommendation of the analyzed company is in general updated 2 - 4 per year.



The graph above shows the distribution of ERP's recommendations of companies under coverage in 16th of April 2018. If recommendation is not given, it is not mentioned here

#### Name(s) of the analyst(s): Salokivi

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The date and time for any price of financial instruments mentioned in the recommendation refer to the previous trading day's closing price(s) unless otherwise stated in the report.

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