

Software/Finland, February 18, 2019 Spot comment

Shroud of uncertainty yet to lift

Next Games' had pre-announced Q4 revenue and EBIT of EUR 11.3m and EUR -1.6m and the most significant news was the discontinuation of a games project that had proceeded to production. We have lowered our 2019 and 2020 revenue estimates by 15 % and 21 % respectively. We retain our HOLD rating with a target price of EUR 1.5 (2.0)

One project discontinued, another started

Next Games revenue and EBIT in Q4 amounted to EUR 11.3m and EUR -1.6m. Profits improved significantly from the Q3 operating loss of EUR 10.3m, that was burdened by TWD: Our World marketing cost, but remained negative due to product development costs. Next Games announced that the game project with Universal Games and Digital Platforms has been discontinued. The project had proceeded to production and was after Blade Runner: Nexus the game furthest in the pipeline. Next Games started a new game project, that currently does not have an external IP attached to it, focusing on a new game concept.

2019/2020 revenue estimates lowered by 15%/21%

We have lowered our 2019 and 2020 revenue estimates by 15 % and 21 % respectively due to the discontinued game project and lowered Our World estimates. Although ARPDAU metrics in particular improved favourably during Q4 (both NML and OW), we have yet to see signs of significant growth in OW active users, which would be much needed for sales and profitability improvement. The new games pipeline still remains decent, with two projects tied to a third-party IP along with the new game concept project in concepting and Blade Runner: Nexus in soft launch. We expect profitability in 2019 to improve due to the savings program but to remain negative, with our estimate at EUR -5.3m.

HOLD with a target price of EUR 1.5 (2.0)

The near-term uncertainty in our view remains high due to the estimated negative profitability in 2019 and Next Games' decreased cash position. We retain our HOLD rating with a target price of EUR 1.5 (2.0).



■ BUY □ HOLD ■ SELL

KEY FIGU	KES .									
	Sales EURm	EBIT EURm	EBIT %	Ptx profit EURm	EPS EUR	P/E (x)	EV/Sales (x)	P/CF (x)	EV/EBIT (x)	DPS EUR
2017	32	-5	-15.6%	-6	-0.34	-30.1	4.4	-24.4	-28.1	0.00
2018	35	-17	-48.0%	-17	-0.97	-1.1	0.5	-1.3	-1.1	0.00
2019E	57	-5	-9.2%	-6	-0.25	-5.6	0.5	6.6	-5.2	0.00
2020E	69	5	6.7%	4	0.18	7.9	0.4	3.0	5.6	0.00
2021E	79	11	14.5%	11	0.48	2.9	0.2	1.8	1.6	0.00
Market cap	, EURm		26 E	BV per share 201	19E, EUR		1.0 CAGR	EPS 2018-2	1,%	0.0
Net debt 2	019E, EURm		1 F	rice/book 2019	E		1.4 CAGR	sales 2018-	21, %	31.0
Enterprise	value, EURm		27 [Dividend yield 20	019E, %		0.0 ROE 20)19E, %		-22.7
Total asset	s 2019E, EURn	n	41 T	ax rate 2019E, o	%		20.0 ROCE 2	2019E, %		-18.5
Goodwill 2	019E, EURm		3 E	quity ratio 2019	9E, %		44.5 PEG, P	/E 19/CAGR		0.0

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

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VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	2
Current share price	1.40 PV of Free Cash Flow	44 Long-term growth, %	2.5 Risk-free interest rate, %	2.25
DCF share value	5.63 PV of Horizon value	59 WACC, %	10.6 Market risk premium, %	5.8
Share price potential, %	302.3 Unconsolidated equity	0 Spread, %	0.5 Debt risk premium, %	2.8
Maximum value	6.1 Marketable securities	7 Minimum WACC, %	10.1 Equity beta coefficient	1.40
Minimum value	5.3 Debt - dividend	-6 Maximum WACC, %	11.1 Target debt ratio, %	20
Horizon value, %	57.1 Value of stock	104 Nr of shares, Mn	18.5 Effective tax rate, %	20

DCF valuation, EURm	2018	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	Horizon
Net sales	35	57	69	79	89	98	105	110	116	121	124	128
Sales growth, %	8.5	62.7	20.2	15.0	12.0	10.0	7.5	5.0	5.0	5.0	2.5	2.5
Operating income (EBIT)	-17	-5	5	11	13	15	15	15	16	17	17	18
EBIT margin, %	-48.0	-9.2	6.7	14.5	15.0	15.0	14.0	14.0	14.0	14.0	14.0	14.0
+ Depreciation+amort.	2	4	4	4	5	5	6	6	7	7	7	
- Income taxes	0	1	-1	-2	-3	-3	-3	-3	-3	-3	-3	
- Change in NWC	1	4	1	1	1	1	1	1	1	1	0	
NWC / Sales, %	-4.1	-10.1	-10.1	-10.1	-10.1	-10.1	-10.1	-10.1	-10.1	-10.1	-10.1	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	-11	-6	-7	-7	-7	-7	-8	-8	-8	-9	-9	-9
Investments / Sales, %	32.0	11.2	9.7	8.7	8.1	7.7	7.4	7.4	7.3	7.2	7.2	7.2
- Other items	0	0	0	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	-26	-2	2	8	9	10	10	11	12	12	13	159
= Discounted FCF (DFCF)		-2	2	6	6	6	6	5	5	5	5	59
= DFCF min WACC		-2	2	6	6	7	6	6	5	5	5	65
= DFCF max WACC		-2	2	6	6	6	6	5	5	5	4	53

INT	FRI	M	FIG	URES

EVLI ESTIMATES, EURm	2018Q1	2018Q2	2018Q3	2018Q4	2018	2019Q1E	2019Q2E	2019Q3E	2019Q4E	2019E	2020E	2021E
Net sales	5	6	13	11	35	12	15	16	15	57	69	79
EBITDA	-2	-2	-10	-1	-15	-1	0	0	0	-1	8	16
EBITDA margin (%)	-50.9	-41.8	-71.2	-7.8	-43.3	-9.6	-1.7	1.0	-1.4	-2.6	12.1	20.0
EBIT	-3	-2	-10	-2	-17	-2	-1	-1	-1	-5	5	11
EBIT margin (%)	-52.3	-43.0	-77.0	-14.3	-48.0	-17.5	-8.3	-5.1	-7.7	-9.2	6.7	14.5
Net financial items	0	0	0	0	0	0	0	0	0	-1	-1	0
Pre-tax profit	-2	-2	-10	-2	-17	-2	-1	-1	-1	-6	4	11
Tax	0	0	0	0	-1	0	0	0	0	1	-1	-2
Tax rate (%)	-15.4	-15.8	-2.0	-12.5	-6.9	20.0	20.0	20.0	20.0	20.0	20.0	20.0
Net profit	-3	-3	-11	-2	-18	-2	-1	-1	-1	-5	3	9
EPS	-0.15	-0.15	-0.57	-0.10	-0.97	-0.10	-0.06	-0.04	-0.06	-0.25	0.18	0.48
EPS adjusted (diluted no. of shares)	-0.15	-0.15	-0.57	-0.10	-0.97	-0.10	-0.06	-0.04	-0.06	-0.25	0.18	0.48
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	5	6	13	11	35	12	15	16	15	57	69	79
Total	5	6	13	11	35	12	15	16	15	57	69	79
SALES GROWTH, Y/Y %												
Next Games	-56.2	-33.2	110.4	70.5	8.5	150.6	154.9	16.1	34.6	62.7	20.2	15.0
Total	-56.2	-33.2	110.4	70.5	8.5	150.6	154.9	16.1	34.6	62.7	20.2	15.0
EBIT, EURm												
Next Games	-3	-2	-10	-2	-17	-2	-1	-1	-1	-5	5	11
Total	-3	-2	-10	-2	-17	-2	-1	-1	-1	-5	5	11
EBIT margin, %											•	
Next Games	-52.3	-43.0	-77.0	-14.3	-48.0	-17.5	-8.3	-5.1	-7.7	-9.2	6.7	14.5
Total	-52.3	-43.0	-77.0	-14.3	-48.0	-17.5	-8.3	-5.1	-7.7	-9.2	6.7	14.5

INCOME STATEMENT, EURm	2014	2015	2016	2017	2018	2019E	2020E	2021E
Sales	0	10	31	32	35	57	69	79
Sales growth (%)	0.0	242,600.0	220.5	4.4	8.5	62.7	20.2	15.0
Costs	-4	-16	-33	-37	-50	-59	-61	-63
Reported EBITDA	-4	-7	-2	-5	-15	-1	8	16
Extraordinary items in EBITDA	0	0	0	0	0	0	0	0
EBITDA margin (%)	-98,825.0	-68.5	-6.3	-14.4	-43.3	-2.6	12.1	20.0
Depreciation	0	0	0	0	-2	-4	-4	-4
EBITA	-4	-7	-2	-5	-17	-5	5	11
Goodwill amortization / writedown	0	0	0	0	0	0	0	0
Reported EBIT	-4	-7	-2	-5	-17	-5	5	11
EBIT margin (%)	-98,825.0	<i>-72.5</i>	-7.0	-15.6	-48.0	-9.2	6.7	14.5
Net financials	0	0	0	-1	0	-1	-1	0
Pre-tax profit	-4	-7	-2	-6	-17	-6	4	11
Extraordinary items	0	0	0	0	0	0	0	0
Taxes	0	0	2	0	-1	1	-1	-2
Minority shares	0	0	0	0	0	0	0	0
Net profit	-4	-7	0	-6	-18	-5	3	9
BALANCE SHEET, EURm					10			
Assets								
Fixed assets	1	1	3	8	18	20	23	26
% of sales	24,975	9	8	26	<i>51</i>	36	34	33
Goodwill	0	0	2	3	3	3	3	3
% of sales	0	0	7	10	9	6	5	4
Inventory	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Receivables	0	3	6	5	6	7	8	10
% of sales	0							
		34	20	<i>15</i>	18	12	12	12
Liquid funds	2	5	4	26	7	9	10	12
% of sales	56,825	48	12	81	21	15	<i>15</i>	<i>15</i>
Total assets	3	9	17	46	36	41	47	52
Liabilities	Ō	-	-	20	00	40	0.1	20
Equity	2	5	7	39	23	18	21	30
% of sales	<i>59,025</i>	48	24	121	65	32	31	38
Deferred taxes	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Interest bearing debt	0	0	1	1	6	10	10	4
% of sales	3,825	4	3	2	16	17	15	6
Non-interest bearing current liabilities	1	4	9	6	8	13	15	18
% of sales	18,875	37	28	17	22	22	22	22
Other interest free debt	0	0	0	0	0	0	0	0
% of sales	0	2	0	0	0	0	0	0
Total liabilities	3	9	17	46	36	41	47	52
CASH FLOW, EURm								
+ EBITDA	-4	-7	-2	-5	-15	-1	8	16
- Net financial items	0	0	0	-1	0	-1	-1	0
- Taxes	0	0	0	0	0	1	-1	-2
- Increase in Net Working Capital	1	0	2	-2	1	4	1	1
+/- Other	0	0	-1	0	0	0	0	0
= Cash flow from operations	-3	-7	-1	-7	-15	3	8	14
- Capex	0	-1	-3	-8	-11	-6	-7	-7
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	-3	-8	-1	-15	-27	-3	2	7
+/- Change in interest-bearing debt	0	0	1	0	5	4	0	-6
+/- New issues/buybacks	6	9	3	38	2	0	0	0
- Paid dividend	0	0	0	0	0	0	0	0
+/- Change in loan receivables	0	10	0	0	0	0	0	0
Change in cash	3	11	3	23	-20	1	2	2

KEY FIGURES	2015	2016	2017	2018	2019E	2020E	2021E
M-cap	0	0	168	20	26	26	26
Net debt	-4	-3	-26	-1	1	0	-8
Enterprise value	-4	-3	143	18	27	26	18
Sales	10	31	32	35	57	69	79
EBITDA	-7	-2	-5	-15	-1	8	16
EBIT	-7	-2	-5	-17	-5	5	11
Pre-tax	-7	-2	-6	-17	-6	4	11
Earnings	-7	0	-6	-18	-5	3	9
Book value	5	7	39	23	18	21	30
Valuation multiples		· · · · · · · · · · · · · · · · · · ·					
EV/sales	-0.4	-0.1	4.4	0.5	0.5	0.4	0.2
EV/EBITDA	0.6	1.4	-30.4	-1.2	-18.6	3.1	1.2
EV/EBITA	0.6	1.2	-28.1	-1.2	-5.2	5.6	1.6
EV/EBITA EV/EBIT	0.6	1.2	-28.1 -28.1	-1.1 -1.1	-5.2 -5.2	5.6	1.6
EV/operating cash flow	0.6	3.2	-20.7	-1.1 -1.2	6.9	3.0	1.3
EV/operating cash now EV/cash earnings	0.6	1.4	-20.7 -25.9	-1.2 -1.2	-31.7	3.0	1.3
	0.0	0.0				3.7 7.9	2.9
P/E			-30.1	-1.1	-5.6		
P/E excl. goodwill	0.0	0.0	-30.1	-1.1	-5.6	7.9	2.9
P/B	0.0	0.0	4.3	0.9	1.4	1.2	0.9
P/sales	0.0	0.0	5.2	0.6	0.5	0.4	0.3
P/CF	0.0	0.0	-24.4	-1.3	6.6	3.0	1.8
Target EV/EBIT	0.0	0.0	0.0	0.0	-5.5	6.0	1.8
Target P/E	0.0	0.0	0.0	0.0	-6.0	8.5	3.1
Target P/B	0.0	0.0	0.0	0.0	1.5	1.3	0.9
Per share measures							
Number of shares	2,449	3,325	18,219	18,503	18,503	18,503	18,503
Number of shares (diluted)	2,449	3,325	18,219	18,503	18,503	18,503	18,503
EPS	-2.81	0.03	-0.34	-0.97	-0.25	0.18	0.48
EPS excl. goodwill	-2.81	-0.27	-0.31	-0.97	-0.25	0.18	0.48
Cash EPS	-2.65	-0.60	-0.30	-0.82	-0.05	0.38	0.72
Operating cash flow per share	-2.74	-0.26	-0.38	-0.79	0.21	0.46	0.79
Capital employed per share	0.17	1.11	0.73	1.13	1.04	1.13	1.22
Book value per share	1.90	2.22	2.16	1.24	0.98	1.16	1.64
Book value excl. goodwill	1.90	1.55	1.98	1.06	0.80	0.98	1.46
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	-196.2	1.6	-26.2	-58.0	-22.7	16.5	34.3
ROCE	-176.2	-32.7	-20.9	-49.2	-18.5	15.4	34.6
Financial ratios							<u></u>
Capex/sales, %	11.2	10.3	23.9	32.0	11.2	9.7	8.7
Capex/depreciation excl. goodwill,%	277.1	392.5	1,739.9	680.7	168.4	177.7	159.2
Net debt/EBITDA, book-weighted	0.6	1.4	5.5	0.1	-1.0	0.0	-0.5
Debt/equity, market-weighted	0.0	0.0	0.0	0.3	0.4	0.4	0.2
Equity ratio, book-weighted	52.7	50.9	88.7	62.7	44.5	45.8	58.1
Gearing	-0.90	-0.37	-0.65	-0.07	0.08	-0.01	-0.25
Number of employees, average	0.50	0.57	0	0	0	0	0.23
Sales per employee, EUR	0	0	0	0	0	0	0
EBIT per employee, EUR	0	0	0	0	0	0	0
LDIT per employee, LON	U	U	U	U	U	U	U

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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	4.330	16.7%
IDG Ventures USA III, L.P.	1,188,306	1.664	6.4%
Hiitola Kalle Johannes	942,896	1.320	5.1%
Achrén Joakim Tomas Johan	940,818	1.317	5.1%
Achrén Mikael Jan Kennet	928,295	1.300	5.0%
Jumisko Jaakko Ensio	906,246	1.269	4.9%
Ilmarinen Mutual Pension Insurance Company	546,224	0.765	3.0%
Varma Mutual Pension Insurance Company	380,000	0.532	2.1%
Nuard Ventures Oy	364,000	0.510	2.0%
Vaah Holdings Oy	266,720	0.373	1.4%
Ten largest	9,556,615	13.379	52%
Residual	8,946,699	12.525	48%
Total	18,503,314	25.905	100%

EARNINGS CALENDAR	
April 26, 2019	Q1 report
July 26, 2019	Q2 report
November 01, 2019	Q3 report
OTHER EVENTS	
May 21, 2019	AGM

Tel:

COMPANY	MISCHI	ANFOUS

CEO: Teemu Huuhtanen Kansakoulukatu 10, 00100 Helsinki

CFO: Annina Salvén

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DEFINITIONS

N.E.	FDC
P/E	EPS
Price per share	Profit before extraordinary items and taxes
Earnings per share	– income taxes + minority interest
	Number of shares
P/Sales	DDC
•	DPS Dividend for the financial period pershare
Market cap	Dividend for the illiancial period per share
Sales	
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
 – share of associated companies at market value 	Number of shares
N. A. J. L.	FDITDA/Classes
Net debt Interest bearing debt – financial assets	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
	
EV/EBITDA	EAFI/Share
Enterprise value	Pretax profit
Earnings before interest, tax, depreciation and amortisation	Number of shares
D//FDIT	O'tall/Sh
EV/EBIT Enterprise value	Capital employed/Share Total assets – non interest bearing debt
<u>-</u>	Number of shares
Operating profit	Number of Strates
Div yield, %	Total assets
Dividend per share	Balance sheet total
Price per share	
Payout ratio, %	Interest coverage (x)
Total dividends	Operating profit
$\overline{\text{Earnings before extraordinary items and taxes} - \text{income taxes} + \text{minority interest}}$	Financial items
N. c. J. ICI	A
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 termdebt	Shareholders' equity + minority interest + taxed provisions
 long term advances received and accounts payable (average) 	S. dictionals equity i minority interest + taxed provisions
— Tong term auvances receiveu anu accounts payaore (average)	
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

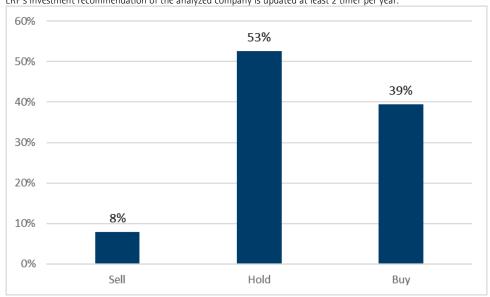
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Investment recommendations are defined as follows:

Target price compared to share price Recommendation

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

ERP's investment recommendation of the analyzed company is updated at least 2 timer per year.



The graph above shows the distribution of ERP's recommendations of companies under coverage in 1st of February 2019. If recommendation is not given, it is not mentioned here.

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

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