



18 P(O)INT 2

THQ Nordic AB (publ) acquires 18POINT2

**Investor Presentation
February 13th, 2019**

THQ Nordic acquires leading Australian publishing partner 18POINT2



The company

Local publishing partner



AUSTRALIA



NEW ZEALAND



milestone



TECHLAND®

Licensed sub-publisher with market leading content providers



SONY



The deal

EUR 1.9m
Enterprise Value¹

Purchase price: EUR 2.4m

- Whereof cash: EUR 1.2m
- Whereof THQN B shares: EUR 1.2m
- + Earn-out: capped at EUR 0.4m

18POINT2 Income statement*

	EURm	2018
Total operating income		15.6
Operating expenses		-13.4
EBITDA		2.3
Depreciation and amortization		0.0
EBIT		2.3
Financial items		0.1
Earnings before tax (EBT)		2.3

Note: FX rates used: Purchase price calculations AUD/EUR: 0.6279 (12-Feb-2019). 18POINT2 P&L: AUD/EUR 0.6332 (average 2018).

Note: Enterprise Value based on Jan-2019

*Preliminary non-audited financials from Management Accounts

1) Cash and debt free basis

Highlights



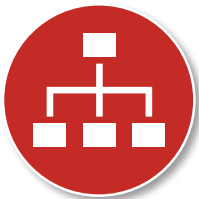
ESTABLISHING AN AUSTRALIAN PARTNER PUBLISHING COMPANY

ENABLING OUR DEVELOPMENT-, CO-PUBLISHING-, AND DISTRIBUTION PARTNERS WITH FURTHER TERRITORY WHERE THEY CAN RELY ON MARKET LEADING LOCAL PUBLISHING EXPERTISE



AMBITION TO ENGAGE WITH AUSTRALIAN GAME DEVELOPER

FIRST SIZABLE GAME DEVELOPMENT PROJECT ALREADY SIGNED WITH DEEP SILVER FOR AN UNANNOUNCED PROJECT



SYNERGIES WILL ARISE FROM OWN OFFICE WITH SALES AND LOCAL MARKETING



STRONG PIPELINE FOR 2019



One of the most experienced and well-connected local teams in the business

Team



ROGER CLARKE
Managing Director
10+ years games experience



CAHN HEWITT
Chief Financial Officer
10+ years games experience



AIKO HUTCHINGS
Snr Marketing Manager



SIMON BASCETTA
Operations Manager



MICHELLE CHRISTENSEN
Finance Manager



LIZ ALEXANDER
Marketing Manager



MEL NORRIS
Operations Manager



SHARON CLARKE
Office Manager

Quick facts

- Led by industry veteran Roger Clarke
- HQ in Sydney with 8 experienced employees
- Distributes Games and Licenced Products

Strong portfolio of strategic partners...





...with access to the entire retail market



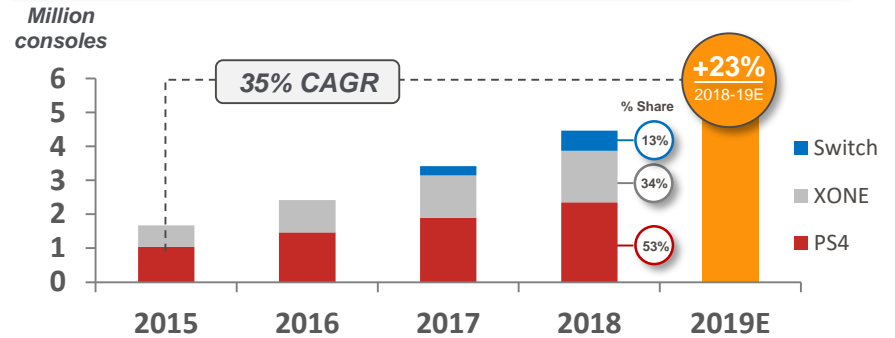
Establishing a platform on a large and growing market opens up for new opportunities

Koch Media's global presence

-  Local publishing companies
-  Publishing office (Deep Silver)



Estimated strong growth in consoles installed base on Australian market



18POINT2 ranks as #8 out of Australia's top publishers and distributors of Physical Software

Rank	H1 2018 Top Distributors	Spend AUDm
1	Nintendo	31\$
2	Take 2 Interactive	26\$
3	Activision Blizzard	22\$
4	Ubisoft	13\$
5	Sony	12\$
6	Electronic Arts	12\$
7	Bandai Namco	11\$
8	18Point2	11\$
9	Five Star Games	10\$
10	Bethesda Softworks	10\$

Source: Koch Media, The NPD Group/Retail Tracking Service "Physical Software – Top 10 Publishers and Distributors by Spend"