

STARBREEZE

19.02.2025 08:20 CET

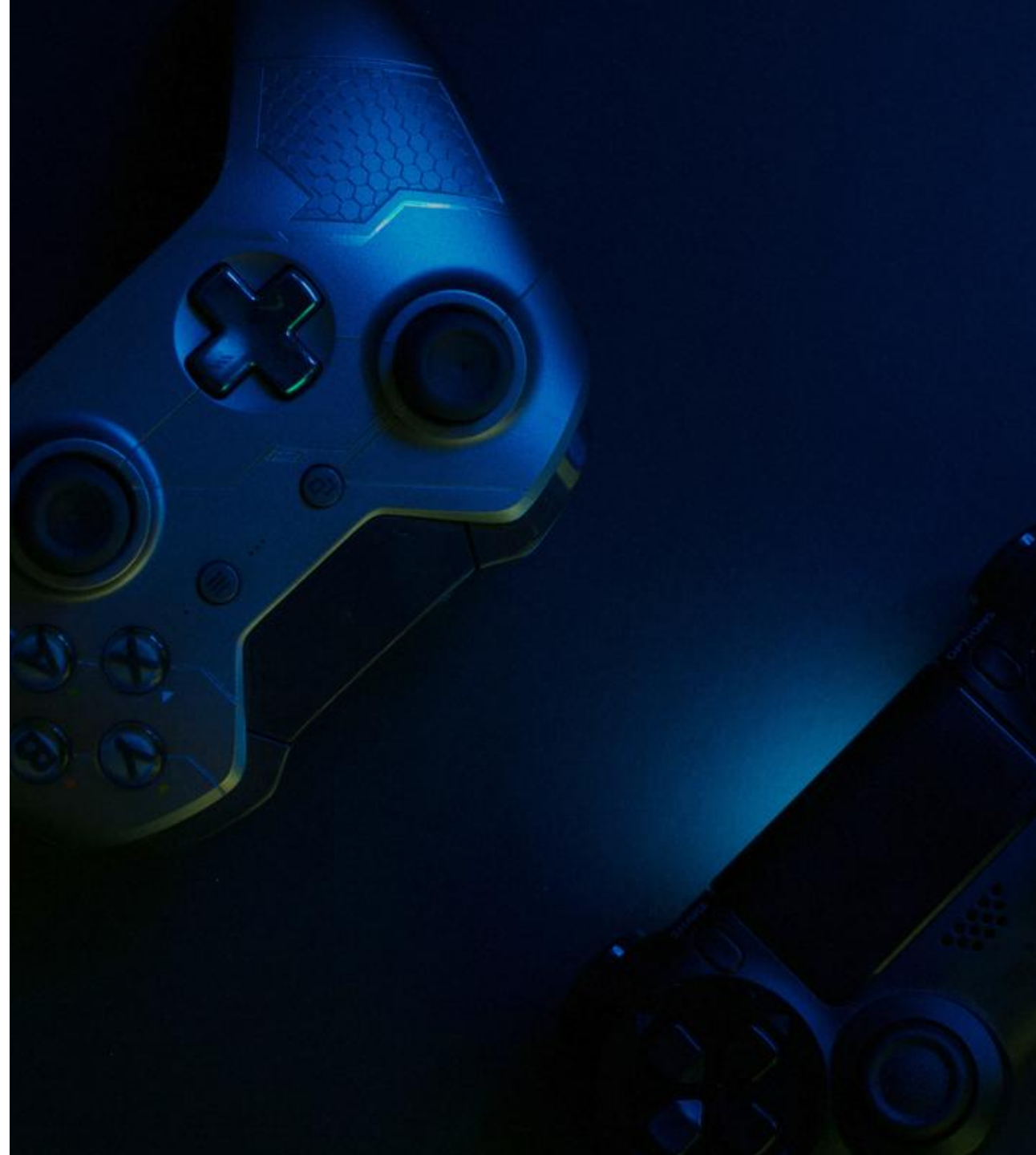


Christoffer Jennel
46731589555
christoffer.jennel@inderes.com



Atte Riikola
+358 44 593 4500
atte.riikola@inderes.fi

INDERES CORPORATE CUSTOMER
COMPANY REPORT



Low expectations presents opportunities

The top and bottom line aligned quite well with our estimates, even though the revenue mix was a bit surprising. No concrete details were provided on the second-year roadmap for PAYDAY 3 ("PD3"), as these are still forthcoming, while discussions with potential Project Baxter partners are ongoing. The current share price reflects very low market expectations, and with reduced short-term financial risks, we believe this presents a potential contrarian opportunity for risk-tolerant investors. We reiterate our Accumulate recommendation and raise our target price to SEK 0.24 (was SEK 0.22).

Q4 aligned with our estimates, but the revenue mix surprised

Starbreeze's Q4 revenues amounted to 46 MSEK, slightly exceeding our estimates (43 MSEK). PD3 revenues fell unexpectedly 8 MSEK quarter-on-quarter to 14.7 MSEK (Q3'23: 23 MSEK), falling short of our 26 MSEK estimate, as player activity remained low, coupled with the lack of paid content releases, during the quarter. Meanwhile, PD2 revenue remained stable at about 10 MSEK (Q3'24: 11.5 MSEK), while third-party publishing ("3PP") revenue came in well above our forecasts (Q4'24: 15 MSEK, est. 7 MSEK). In addition, Starbreeze received 5 MSEK from its work-for-hire agreement with KRAFTON, which was earlier than we had expected, and was the sole reason for the slightly higher-than-expected revenue in Q4.

EBIT improved quarter-on-quarter to -52 MSEK (adj. Q3'24: -63 MSEK), aligning well with our estimates, supported by higher revenue, a lower SG&A cost base, and reduced game development amortization. The cash position declined by some 57 MSEK to 192 MSEK due to continued high investments, unfavorable working capital changes, and negative earnings. To enhance cost efficiency, Starbreeze announced measures to lower its fixed cost base, including redundancies primarily within marketing and publishing, potential foreign entity closures, and a head office relocation. These actions, combined with the KRAFTON partnership, are expected to reduce cash burn during

what we anticipate will be a transitional 2025 leading up to the Baxter release in 2026.

Our broader estimates remain relatively unchanged

Our overall outlook for PD3 remains unchanged, as we continue to see a significant resurgence in player base and revenue as unlikely. However, the sharper and earlier-than-expected decline in PD3 revenue, combined with the lack of concrete details on its second-year roadmap, has led us to lower our PD3 estimates for 2025. Despite this, our total revenue estimates remain largely intact, as higher 3PP projections offset the PD3 revisions. Additionally, we have made minor downward adjustments to our cost estimates, particularly within SG&A expenses. The overall impact on free cash flow remains limited.

We remain cautiously optimistic about the stock

Since our last update (Dec 2024), the share price has risen ~ 13%. Despite this, valuation remains low in absolute terms (2025e EV: 116 MSEK), reflecting subdued market expectations for the PAYDAY franchise and the upcoming Baxter release. While we largely share this cautious outlook, we believe that recent cost-efficiency measures and the KRAFTON partnership have reduced the short-term financial risks. That said, the investment risk remains high, but we believe the low absolute valuation presents an opportunity for a contrarian stance. Any positive news regarding PD3 or Project Baxter (particularly during its marketing phase) could provide upside potential for the stock. However, our patience is limited. Should PD3 activity decline further, early signs of weak interest in Project Baxter emerge, or Starbreeze's financial situation deteriorates, we will not hesitate to adjust our view. Our DCF model, which reflects a moderately optimistic scenario, values the share at SEK 0.41 (was SEK 0.39). However, we still believe the DCF provides limited near-term support as the share price remains closely tied to PD3's performance and the upcoming Baxter release.

Recommendation

Accumulate
(prev. Accumulate)

Target price:

0.24 SEK
(prev. 0.22 SEK)

Share price:

0.20 SEK

Business risk



Valuation risk



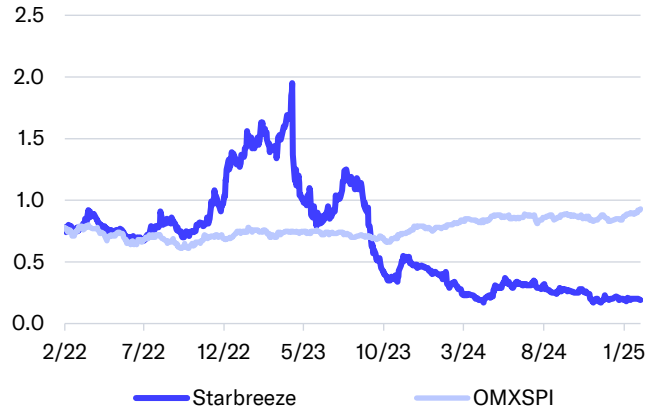
| | 2024 | 2025e | 2026e | 2027e |
|-----------------------|----------|-------|---------|---------|
| Revenue | 186 | 203 | 348 | 251 |
| growth-% | -71% | 9% | 72% | -28% |
| EBIT adj. | -229 | 4 | -100 | -64 |
| EBIT-% adj. | -123.2 % | 1.9 % | -28.7 % | -25.5 % |
| Net Income | -199 | 5 | -102 | -66 |
| EPS (adj.) | -0.15 | 0.00 | -0.07 | -0.04 |
| P/E (adj.) | neg. | 64.3 | neg. | neg. |
| P/B | 0.4 | 0.4 | 0.5 | 0.5 |
| EV/EBIT (adj.) | neg. | 29.7 | neg. | neg. |
| EV/EBITDA | 1.1 | 1.1 | 0.9 | 1.9 |
| EV/S | 0.6 | 0.6 | 0.5 | 0.7 |

Source: Inderes

Guidance

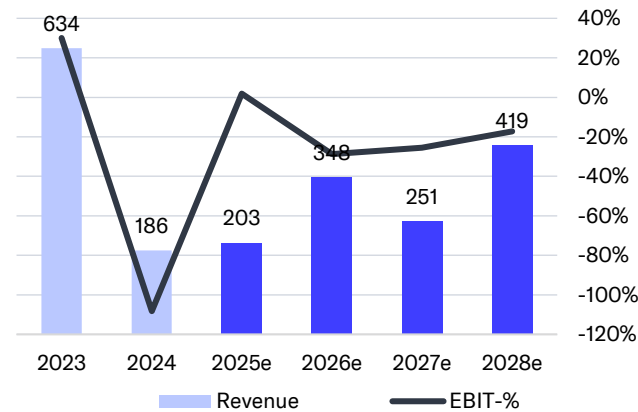
(Starbreeze provides no guidance)

Share Price



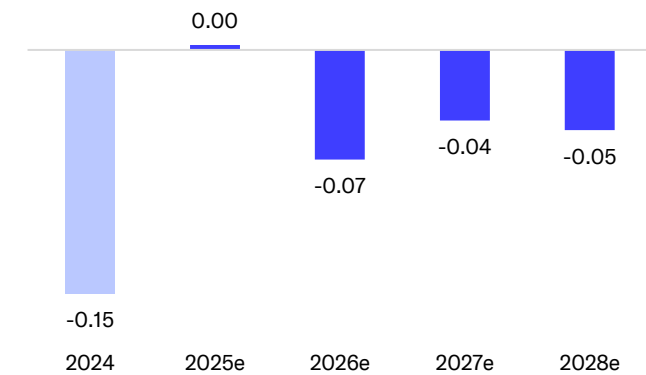
Source: Millstream Market Data AB

Revenues and operating profit-%



Source: Inderes

Earnings per share



Source: Inderes

Value drivers

- The company's main asset is its ownership of the PAYDAY game franchise
- If Starbreeze can entice players to return to PAYDAY 3, the company's financial outlook, as well as its potential to expand and/or license the IP, would improve significantly
- A successful 2026 launch of Project Baxter would improve Starbreeze's financial position and overall outlook notably
- Third-party publishing operations and adding new platforms for existing titles
- Highly scalable business model with successful launches

Risk factors

- If PAYDAY-related revenue continues to decline, alongside weakening player sentiment and activity, the IP's value and Starbreeze's overall financial position would deteriorate noticeably
- Limited visibility into Project Baxter and the 2028 game release makes it hard to assess the company's long-term potential
- Commercial failure and/or delays in future game projects
- Changes in expectations for future games can cause significant volatility in the stock
- High development costs and fixed-cost base exert pressure on cash flows

| Valuation | 2025e | 2026e | 2027e |
|----------------------------|-------|-------|-------|
| Share price | 0.20 | 0.20 | 0.20 |
| Number of shares, millions | 1,477 | 1,477 | 1,477 |
| Market cap | 291 | 291 | 291 |
| EV | 116 | 160 | 178 |
| P/E (adj.) | 64.3 | neg. | neg. |
| P/E | 64.3 | neg. | neg. |
| P/B | 0.4 | 0.5 | 0.5 |
| P/S | 1.4 | 0.8 | 1.2 |
| EV/Sales | 0.6 | 0.5 | 0.7 |
| EV/EBITDA | 1.1 | 0.9 | 1.9 |
| EV/EBIT (adj.) | 29.7 | neg. | neg. |

Source: Inderes

PD3 revenue fell short of our expectations, but third-party publishing surprised

The revenue mix was a bit surprising

Starbreeze's Q4 revenues amounted to 46.4 MSEK (Q3'24: 43 MSEK), slightly exceeding both the previous quarter and our estimates. However, compared to the same period last year (Q4'23: 69 MSEK), revenue declined by 33%, reflecting the timing of PD3's launch in H2'23. In Q4, revenue from PD3 decreased by some 8 MSEK quarter-on-quarter to 14.7 MSEK (Q3'24: 23 MSEK), while PD2 revenue decreased by about 1 MSEK (q/q) to 10.3 MSEK (Q3'23: 11.5 MSEK) and third-party revenue increased by 9 MSEK to 15.4 MSEK (Q3'24: 6 MSEK). Additionally, Starbreeze received 5 MSEK from its work-for-hire agreement with KRAFTON. While the overall revenue figure was largely in line with expectations, the revenue mix contained some surprises.

The quarter-on-quarter decline in PD3 revenue was sharper and earlier than anticipated, as low player activity and a lack of new paid content releases contributed to the

revenue decline. On a more positive note, third-party publishing revenue clearly exceeded our expectations, with Roboquest delivering a strong quarter. Furthermore, we had not factored in any impact from the KRAFTON partnership in Q4, which ultimately accounted for the higher-than-estimated revenue for the quarter.

The operating losses narrowed in Q4

Starbreeze reported a Q4 operating loss (EBIT) of -52 MSEK (adj. Q3'23: -63 MSEK), aligning with our expectations. The quarter-on-quarter improvement was driven by higher revenue, lower SG&A costs, and reduced amortization (Q4'24: 65 MSEK, Q3'24: 70 MSEK). However, the amortization level was higher than our estimates (Inderes est. 57 MSEK), as we had anticipated a faster reduction in amortization regarding game development. However, we still expect amortization levels to come down significantly in Q1'25 and onwards (until the 2026 release).

A declining cash position was expected

Cash flow from operating activities after WC changes was -0.3 MSEK and investments for the quarter totaled 66 MSEK, leading to a free cash flow of -66 MSEK (Q3'24: -81 MSEK). Starbreeze received 17 MSEK in game development financing during the quarter, and its cash balance stood at 192 MSEK at the end of Q4 (Q3'24: 249 MSEK), with virtually no debt. While the cash decline this quarter was anticipated and the current cash position remains at a high level, a continued low level of PD3 activity may erode cash further in the coming quarters.

However, the KRAFTON partnership will offset this somewhat through steady revenue streams for the company during 2025, enabling Starbreeze to reduce the cash burn for the current year. A partner deal regarding Baxter would also alleviate cash flow pressures, likely at the expense of revenue potential.

| Estimates MSEK / SEK | Q4'23 | Q4'24 | Q4'24e | Q4'24e | Consensus | | Difference (%) | Actual 2024 |
|-------------------------|------------|------------|----------|-----------|-----------|------|------------------|----------------|
| | Comparison | Actualized | Inderes | Consensus | Low | High | Act. vs. Inderes | |
| Revenue | 69.2 | 46.4 | 43.1 | | | | 7% | 186 |
| EBITDA | -20.6 | 19.7 | 13.6 | | | | 45% | 97.6 |
| EBIT (adj.) | -95.0 | -52.0 | -49.6 | | | | -5% | -229.1 |
| EBIT | -95.0 | -52.0 | -49.6 | | | | -5% | -201.2 |
| EPS (reported) | -0.06 | -0.03 | -0.04 | | | | 17% | |
| Revenue growth-% | 105.8 % | -33.0 % | -37.7 % | | | | 4.7 pp | -70.7 % |
| EBIT-% (adj.) | -137.3 % | -112.1 % | -115.1 % | | | | 3 pp | -123.2 % |

Source: Inderes

No major changes in our estimates in absolute numbers

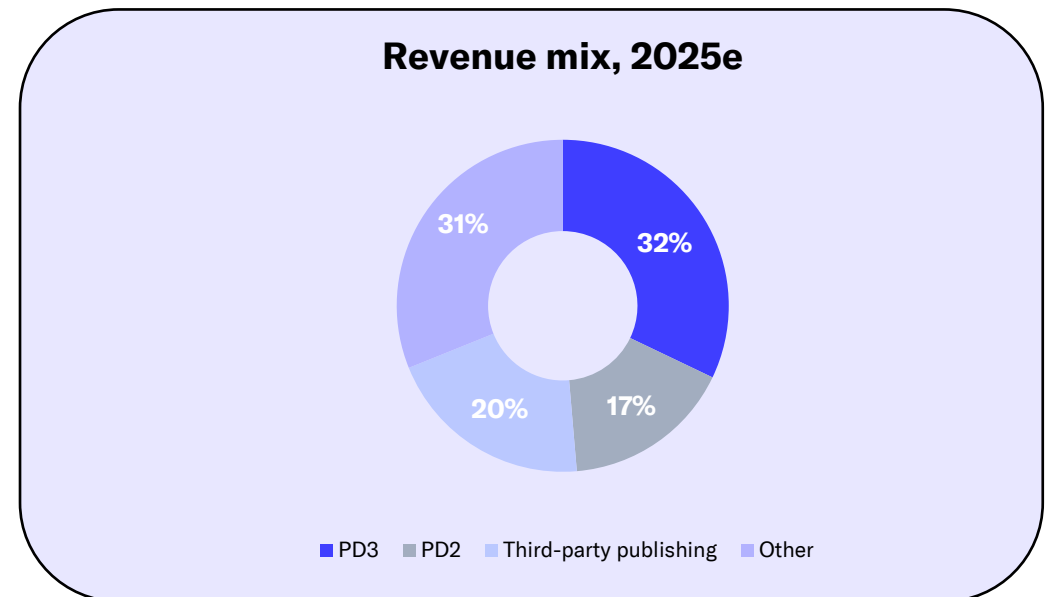
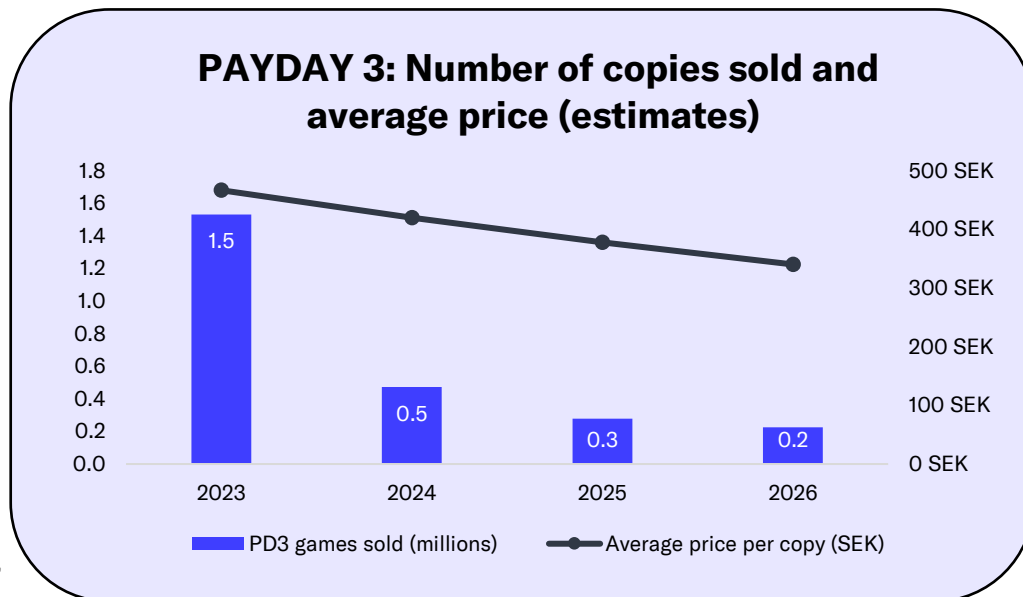
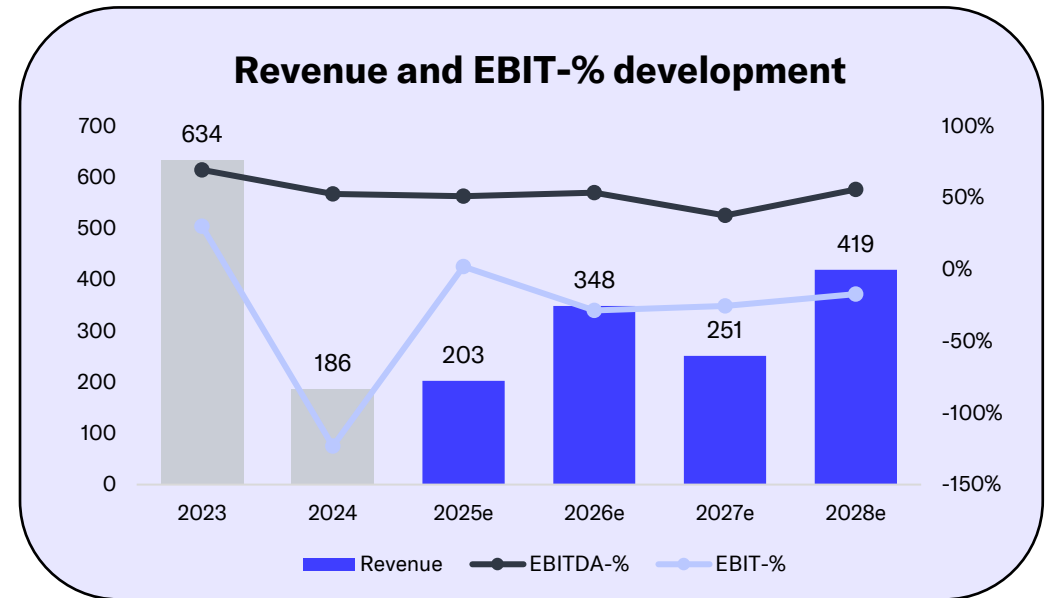
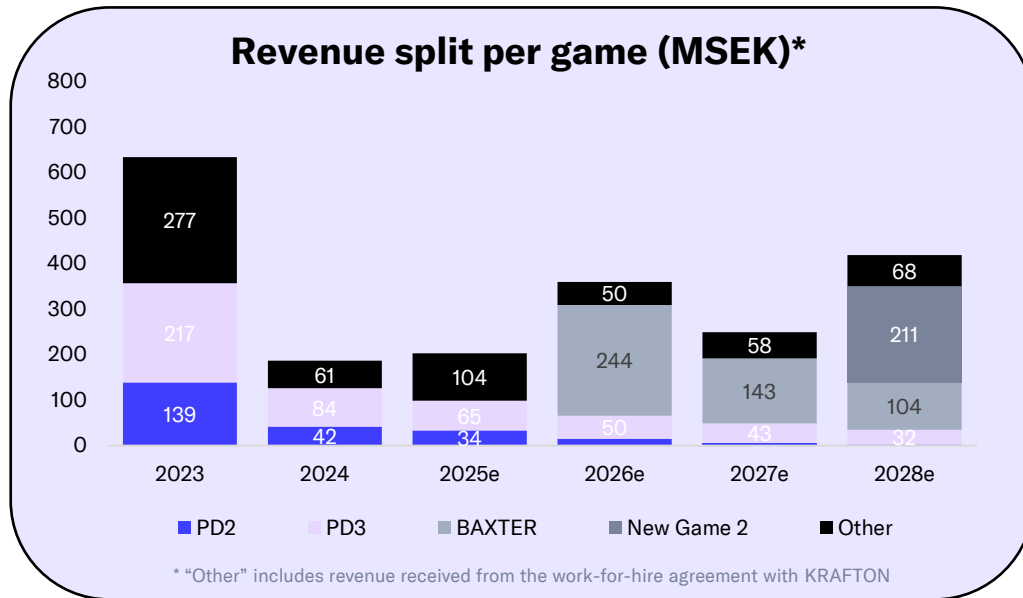
Estimate changes

- Following the Q4'24 revenue mix, we have adjusted our projections by lowering PD3 revenue estimates for 2025 by approximately 11%. However, we have raised our PD2 revenue forecasts slightly, as its stability throughout 2024 (despite no new content and game support) suggests high resilience. As a result, our overall revenue estimates for the PAYDAY franchise remain largely unchanged.
- Additionally, we have raised our third-party publishing revenue forecast by 7-17% in 2025-2026, primarily due to the strong Q4 performance from Roboquest.
- Conversely, we have slightly reduced our work-for-hire revenue estimates from KRAFTON in 2025, given the earlier-than-expected revenue recognition in Q4 and relative to our assessment of the contract value. We have gone through our estimates regarding the KRAFTON deal [here](#).
- Despite these adjustments in the revenue mix, the overall impact on our Group-level revenue estimates remains minimal for the coming years.
- On the cost side, we have lowered our estimated SG&A expenses following Starbreeze's strategic review, which aims to reduce fixed costs through targeted redundancies (primarily within the marketing and publishing organization), potential foreign entity closures in favor of local hires, and a head office relocation to better align with the current size of the organization.
- Above-mentioned adjustments had only a minor impact on our DCF valuation.

| Estimate revisions | Actual | 2024e | Change | 2025e | 2025e | Change | 2026e | 2026e | Change |
|--------------------|---------|------------|--------|-------|-------|--------|--------|-------|--------|
| MSEK / SEK | Inderes | Actualized | % | Old | New | % | Old | New | % |
| Revenue | 183 | 186 | 2% | 204 | 203 | -1% | 343 | 348 | 1% |
| EBITDA | 91.5 | 97.6 | 7% | 91.8 | 103 | 13% | 189 | 186 | -2% |
| EBIT (exc. NRIs) | -226.7 | -229.1 | -1% | -7.3 | 3.9 | 153% | -101.3 | -99.9 | 1% |
| EBIT | -198.8 | -201.2 | -1% | -7.3 | 3.9 | 153% | -101.3 | -99.9 | 1% |
| EPS (excl. NRIs) | -0.16 | -0.15 | 2% | 0.00 | 0.00 | 167% | -0.07 | -0.07 | 1% |
| DPS | 0.00 | 0.00 | | 0.00 | 0.00 | | 0.00 | 0.00 | |

Source: Inderes

Underlying assumptions for revenue estimates

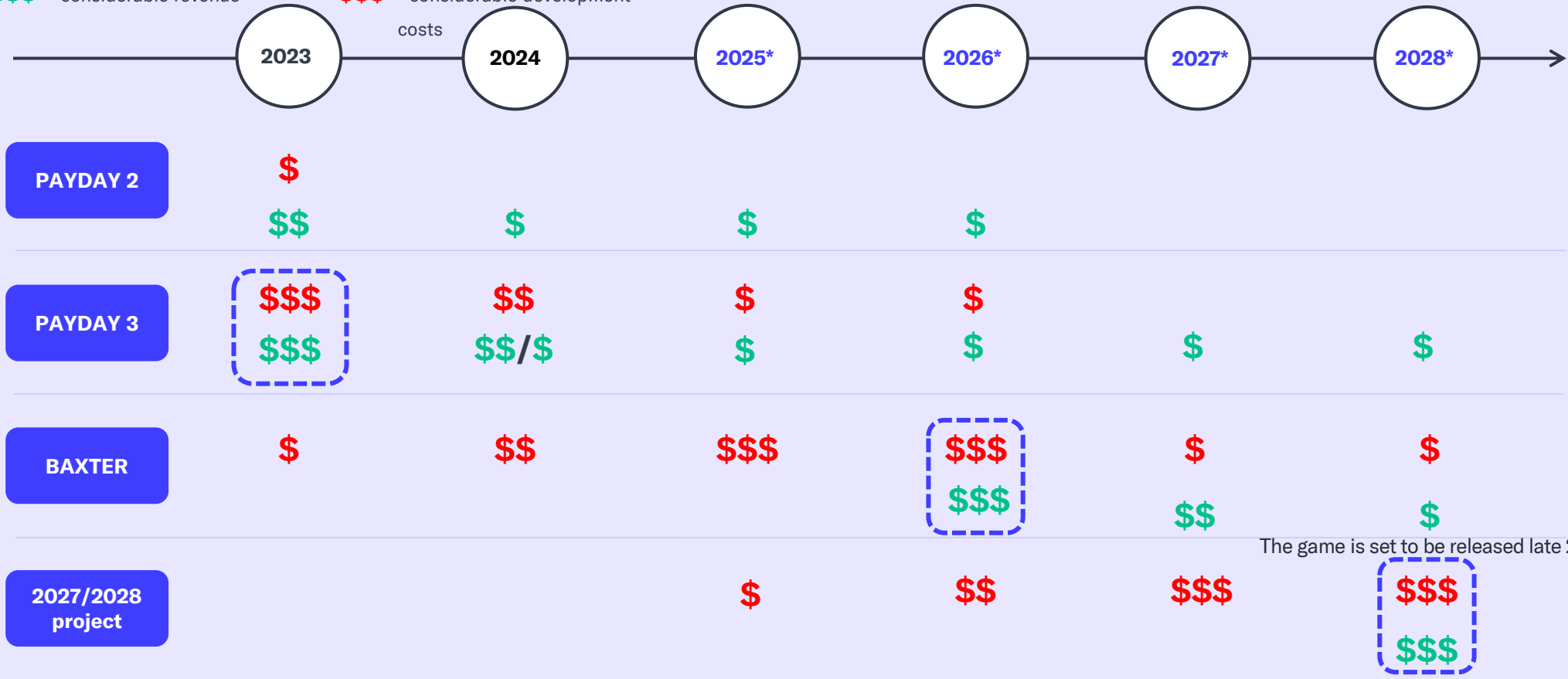


Timeline for internal game projects

\$ = low revenue
 \$\$ = medium revenue
 \$\$\$ = considerable revenue

\$ = low development costs
 \$\$ = medium development costs
 \$\$\$ = considerable development costs

Release year



The game is set to be released late 2027/2028

Source: Inderes, *Inderes' estimates

Valuation 1/3

Low enterprise value mitigates the downside risk

Starbreeze's current valuation remains low both in absolute terms and relative to its potential, particularly if the company successfully reignites player interest in PD3 and achieves a strong launch for Project Baxter. As it stands, we believe the current share price reflects the market's skepticism about the likelihood of these events materializing.

Considering Starbreeze's current net cash position (Q4'24: 192 MSEK) and a market cap of around 290 MSEK, the enterprise value is notably low. Even with an estimated EV of 116 MSEK in 2025, reflecting an estimated weakened cash position, it remains at a modest level, which should help mitigate downside risk at current share price levels. While we remain unconvinced of a PD3 turnaround, the work-for-hire partnership with KRAFTON provides Starbreeze with additional revenue streams in 2025, helping the company to reduce cash outflows during what we expect to be a transition period ahead of the 2026 release. We also think the partnership showcases that the PAYDAY IP remain attractive in the gaming industry despite its troubled launch and the current state of the game. We discussed our thoughts on the KRAFTON partnership in more detail in our [previous company update](#).

While we continue to believe that Starbreeze's current cost structure and heavy investments in game development for 2025 will strain its cash position, the positive cash flow effect from the partnership puts Starbreeze in a better financial position going forward, all things being equal. At current valuation, expectations for both the PAYDAY franchise and the upcoming 2026 release are low for all the right reasons. We see this as an opportunity to be

contrarian, which is why we reiterate our Accumulate recommendation and raise our target price to SEK 0.24 (was SEK 0.22).

However, our patience is limited and should PD3 activity decline significantly from these already low levels, or should we see signs of low interest and engagement for Project Baxter as marketing activities increase, or should the financial situation deteriorate, we will not hesitate to change our view.

Multiple-based valuation suffers from fluctuating financials

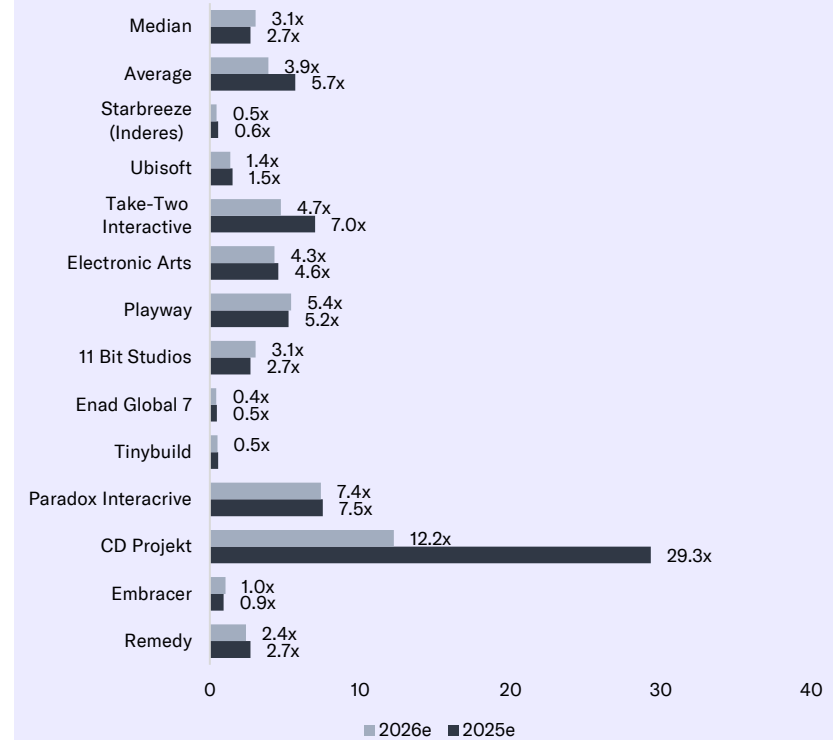
Starbreeze's fluctuating revenues and earnings naturally result in fluctuating multiples. Depreciation and amortization will also fluctuate based on the timing of game releases. In addition, it is not easy to determine an appropriate multiple for Starbreeze. For instance, EBITDA multiples do not fully account for game development costs and paint an overly rosy picture. Meanwhile, EV/EBIT and P/E suffer from uneven D&A costs related to game releases. This essentially leaves us with sales-based multiples (P/S and EV/S) in the short term, of which EV/S is more appropriate as it accounts for net debt. However, even EV/S is problematic given how revenue fluctuations linked to game release cycles can distort comparisons.

With our revenue estimates, the EV/S multiples for 2025 and 2026 are 0.6x and 0.5x, respectively. These multiples are lower than the peer group median of 2.7-3.1x for 2025-2026. However, a discount is reasonable as Starbreeze is significantly smaller than the peer group average and possesses a less diversified games portfolio as of today, which in turn presents a higher degree of volatility in earnings and uncertainty regarding cash flows.

| Valuation | 2025e | 2026e | 2027e |
|----------------------------|-------|-------|-------|
| Share price | 0.20 | 0.20 | 0.20 |
| Number of shares, millions | 1,477 | 1,477 | 1,477 |
| Market cap | 291 | 291 | 291 |
| EV | 116 | 160 | 178 |
| P/E (adj.) | 64.3 | neg. | neg. |
| P/E | 64.3 | neg. | neg. |
| P/B | 0.4 | 0.5 | 0.5 |
| P/S | 1.4 | 0.8 | 1.2 |
| EV/Sales | 0.6 | 0.5 | 0.7 |
| EV/EBITDA | 1.1 | 0.9 | 1.9 |
| EV/EBIT (adj.) | 29.7 | neg. | neg. |

Source: Inderes

Starbreeze and peers' EV/S



Valuation 2/3

In addition, there are significant company-specific differences in the multiples, and we currently do not see the peer group multiples having a meaningful impact on Starbreeze's valuation.

Normalized multiples

For a more meaningful relative valuation of Starbreeze, it makes sense to assess its position further into the future, when the company is expected to be more established. By 2029, we estimate that Starbreeze could have a more mature profile, with three active, revenue-generating games in the market. However, it would still be less mature compared to the broader peer group.

To address potential earnings volatility during this period, we could smooth the earnings estimates by using the average EBIT estimate of around 50 MSEK over 2029-2034. In our view, an appropriate EV/EBIT multiple for Starbreeze at this stage would likely be between 9x and 12x, reflecting the lower portfolio diversification compared to peers. The actual multiple would depend on the company's growth outlook and market sentiment at that time. Applying this range to the projected EBIT results in an estimated equity value per share between SEK 0.35 and SEK 0.45 at the end of 2029.

That said, this valuation approach carries inherent limitations. It heavily relies on a specific future scenario with limited visibility, while also being influenced by the variability in peer group multiples. As such, there is a considerable degree of uncertainty in these estimates.

DCF valuation

Our DCF model indicates at share price of SEK 0.41 (was SEK 0.39). However, the DCF model represents a long-term scenario in which the next two games are moderately

successful (which cannot be taken for granted). At the current stage of the company's development, the model's assumptions are subject to considerable uncertainty and the cash flows are concentrated far in the future. Consequently, we do not view the DCF valuation offering strong near-term support, as Starbreeze's valuation remains closely tied to PD3's near term performance and the upcoming Baxter release.

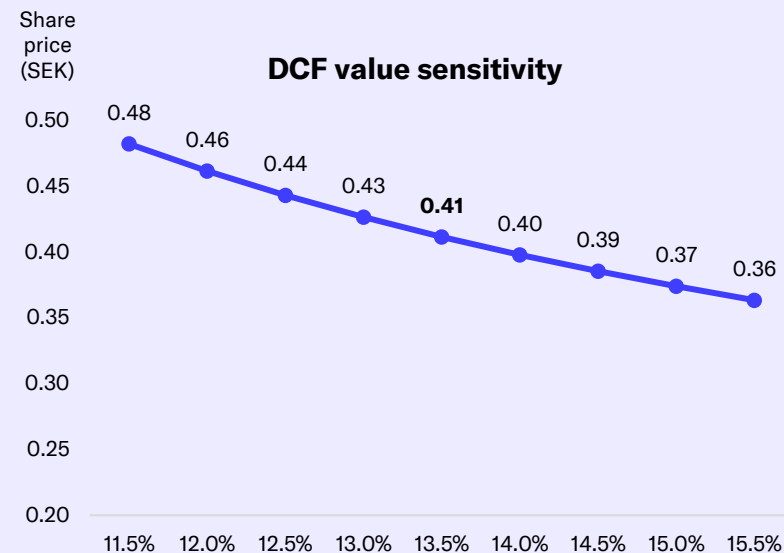
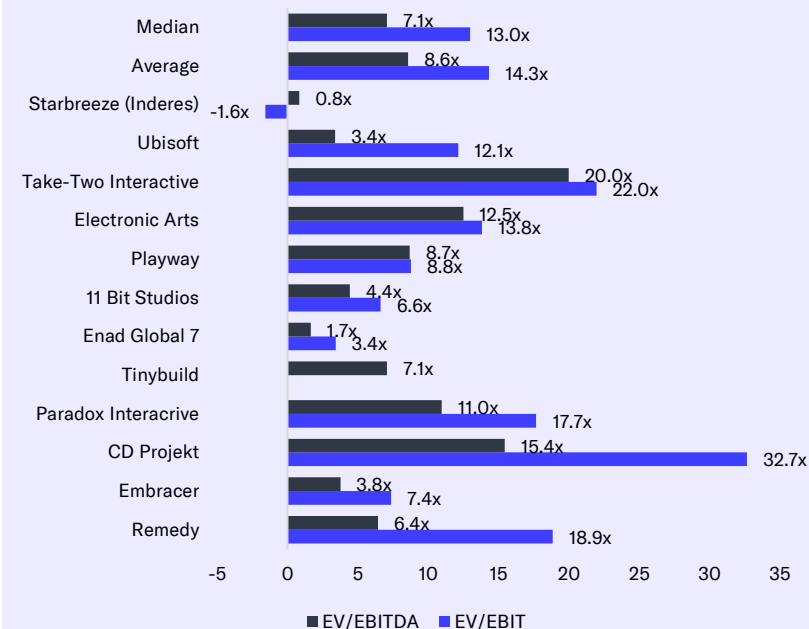
Scenario analysis

As our Starbreeze estimates are heavily dependent on projections of PD3 and future game projects, there is quite a bit of uncertainty in these estimates. Therefore, to support our valuation, we have conducted a DCF valuation for the following three scenarios: baseline case, downside case, and upside case.

The **baseline case** assumes that PD3 does not experience a significant recovery. However, upcoming game releases in 2026 and 2028 are expected to achieve moderate success, generating decent revenue streams without becoming blockbuster hits. From 2029 onward, we project that Starbreeze will have evolved into a more established game developer, with three key revenue-generating titles. As a result, revenue and earnings growth will be steadier, with less volatility. For the terminal period we have used an EBIT margin of 18% and a revenue growth rate of 2.5%.

In the **downside case**, we assume that the current struggles with PD3 persist, preventing any meaningful recovery, and that future game releases fail to achieve commercial success. While these releases would still generate a short-term revenue boost in the year of their launches, overall revenues and EBIT would be significantly lower over the next decade.

Starbreeze and peers' 2025e EV/EBIT and EV/EBITDA



Valuation 3/3

For the terminal period we have used an EBIT margin of 14% and a revenue growth rate of 2%. In this scenario, the equity value per share falls to SEK 0.12.

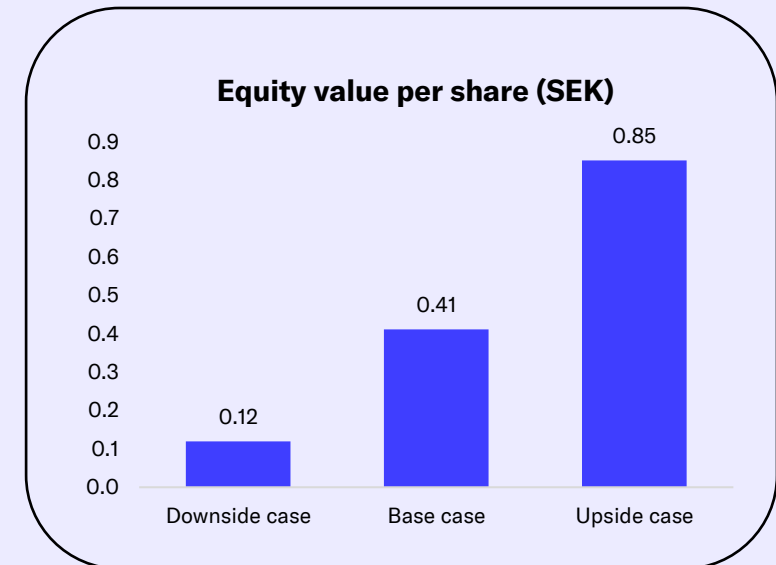
This illustrates the inherent downside risk of investing in binary cases like Starbreeze. Given the company's current low diversification and the volatile nature of the gaming industry, Starbreeze's future hinges on the success of its game launches to finance new projects. In this scenario, we anticipate that Starbreeze may not have sufficient cash to fund its upcoming titles, making it increasingly likely that the company will need to onboard an external publisher under less favorable terms due to its weakened position.

In this downside case, one could also consider the scenario where Starbreeze decides to sell the PAYDAY franchise. Such a sale could potentially fetch a value higher than our DCF model suggests, depending on the current state of the franchise at the time, the potential buyer, and other factors.

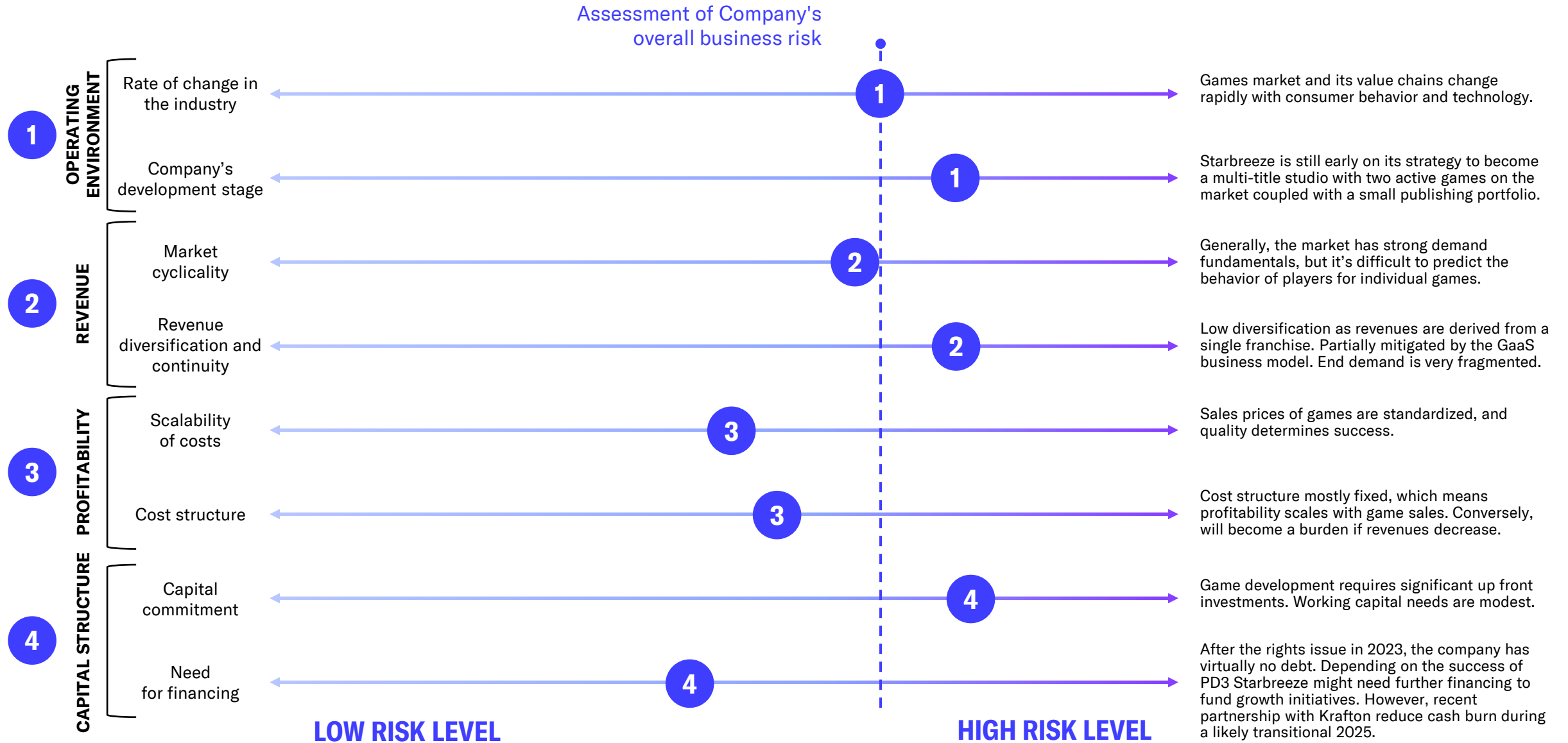
In the **upside case**, Starbreeze succeeds in revitalizing PD3 through new content and ongoing updates, leading to stronger commercial performance. Additionally, future game launches are assumed to achieve significant success. By turning PD3 around, Starbreeze would be in a stronger position to secure a larger share of future revenues, as reflected in the higher net revenue and earnings estimates in this scenario.

In this more optimistic outlook, we project an EBIT margin of 25% for the terminal period, compared to 18% in the baseline scenario. Based on these assumptions, we estimate a potential share price of SEK 0.85. However, the current market valuation suggests that investors assign a relatively low probability to this scenario materializing. Nonetheless, we believe it is important to consider this possibility, as Starbreeze remains a highly binary case, where fortunes could shift dramatically and unexpectedly, given the nature of the gaming industry.

| Base Case | 2025e | 2026e | 2027e | 2028e | 2029e | 2030e | 2031e | 2032e | 2033e | 2034e | Term |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Revenues | 203 | 348 | 251 | 419 | 349 | 410 | 470 | 512 | 525 | 538 | 2.5 % |
| EBIT | 4 | -100 | -64 | -72 | 41 | -9 | 24 | 71 | 78 | 96 | |
| EBIT-% | 2% | -29% | -26% | -17% | 12% | -2% | 5% | 14% | 15% | 18% | 18% |
| Downside Case | 2025e | 2026e | 2027e | 2028e | 2029e | 2030e | 2031e | 2032e | 2033e | 2034e | Term |
| Revenues | 172 | 296 | 163 | 314 | 244 | 279 | 306 | 333 | 341 | 350 | 2.0 % |
| EBIT | -78 | -163 | -73 | -94 | -61 | -73 | -15 | 17 | 41 | 49 | |
| EBIT-% | -45% | -55% | -45% | -30% | -25% | -26% | -5% | 5% | 12% | 14% | 14% |
| Upside Case | 2025e | 2026e | 2027e | 2028e | 2029e | 2030e | 2031e | 2032e | 2033e | 2034e | Term |
| Revenues | 243 | 505 | 352 | 586 | 454 | 554 | 625 | 681 | 698 | 715 | 2.5 % |
| EBIT | 19 | -51 | -28 | 23 | 73 | 67 | 125 | 164 | 175 | 179 | |
| EBIT-% | 8% | -10% | -8% | 4% | 16% | 12% | 20% | 24% | 25% | 25% | 25% |



Risk profile of the business



Investment profile

- 1 PAYDAY 3's performance and the upcoming Baxter release are heavily linked to the share price development
- 2 Strong video game franchise in PAYDAY
- 3 The balance sheet is solid, though prolonged weak performance from PD3 could put a strain on cash flows
- 4 GaaS business model provides longevity, scalability, and reduces risk
- 5 Large and growing market

Potential

- If Starbreeze can entice players to return to PAYDAY 3 the company's outlook would improve significantly
- Widening the monetization of the PAYDAY IP through more games and other income streams
- Large PAYDAY community that can be leveraged to promote new games
- Future new game releases
- Increased revenue diversification through publishing operations

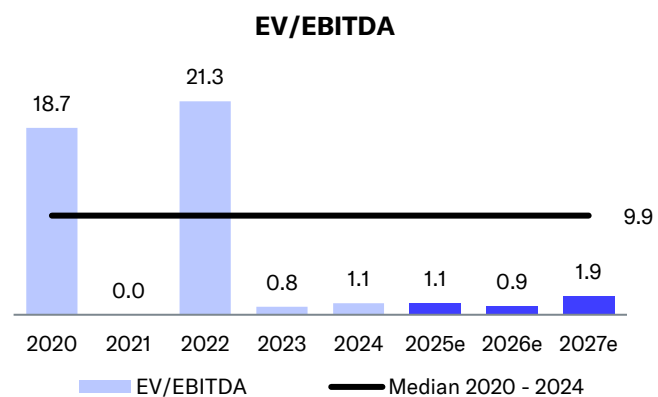
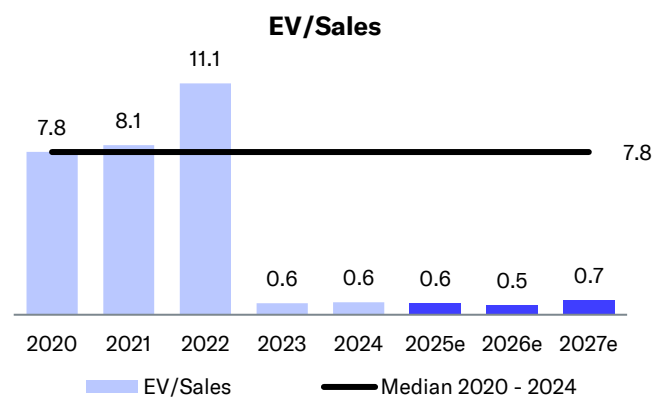
Risks

- If PAYDAY-related revenue continues to decline, alongside weakening player sentiment and activity, the IP's value and Starbreeze's overall financial position would deteriorate noticeably
- Limited visibility into Project Baxter and the 2028 game release makes it hard to assess the company's long-term potential
- Commercial failure and/or delays in future game projects
- High development costs and fixed-cost base exert pressure on cash flows

Valuation table

| Valuation | 2020 | 2021 | 2022 | 2023 | 2024 | 2025e | 2026e | 2027e | 2028e |
|----------------------------|------|-------|-------|-------|-------|--------------|--------------|--------------|--------------|
| Share price | 1.09 | 1.00 | 1.58 | 0.47 | 0.21 | 0.20 | 0.20 | 0.20 | 0.20 |
| Number of shares, millions | 725 | 725 | 725 | 1,477 | 1,477 | 1,477 | 1,477 | 1,477 | 1,477 |
| Market cap | 784 | 727 | 1,142 | 699 | 304 | 291 | 291 | 291 | 291 |
| EV | 919 | 1,021 | 1,413 | 350 | 111 | 116 | 160 | 178 | 334 |
| P/E (adj.) | neg. | neg. | neg. | 2.5 | neg. | 64.3 | neg. | neg. | neg. |
| P/E | neg. | neg. | neg. | 2.5 | neg. | 64.3 | neg. | neg. | neg. |
| P/B | 3.4 | 5.9 | 20.1 | 0.8 | 0.4 | 0.4 | 0.5 | 0.5 | 0.6 |
| P/S | 6.6 | 5.8 | 8.9 | 1.1 | 1.6 | 1.4 | 0.8 | 1.2 | 0.7 |
| EV/Sales | 7.8 | 8.1 | 11.1 | 0.6 | 0.6 | 0.6 | 0.5 | 0.7 | 0.8 |
| EV/EBITDA | 18.7 | >100 | 21.3 | 0.8 | 1.1 | 1.1 | 0.9 | 1.9 | 1.4 |
| EV/EBIT (adj.) | 84.5 | 68.3 | >100 | 1.8 | neg. | 29.7 | neg. | neg. | neg. |

Source: Inderes



Peer group valuation

| Peer group valuation Company | EV | EV/EBIT | | EV/EBITDA | | EV/S | | P/E | | Dividend yield-% | | P/B |
|---------------------------------|-----------|-------------|--------------|-------------|-------------|-------------|-------------|-------------|--------------|------------------|--------------|-------------|
| | MEUR | 2025e | 2026e | 2025e | 2026e | 2025e | 2026e | 2025e | 2026e | 2025e | 2026e | 2025e |
| Remedy | 180 | 46.2 | 18.9 | 13.3 | 6.4 | 2.7 | 2.4 | 73.8 | 26.2 | | | 2.7 |
| Embracer | 2,851 | 6.5 | 7.4 | 3.6 | 3.8 | 0.9 | 1.0 | 7.6 | 6.9 | | | 0.5 |
| CD Projekt | 5,272 | 105.3 | 32.7 | 70.2 | 15.4 | 29.3 | 12.2 | 104.2 | 162.9 | 0.4 | 0.4 | 8.4 |
| Paradox Interacrive | 1,877 | 22.9 | 17.7 | 11.3 | 11.0 | 7.5 | 7.4 | 32.4 | 23.1 | 2.0 | 2.3 | 7.3 |
| Tinybuild | 20 | | | | 7.1 | 0.6 | 0.5 | | | | | |
| Enad Global 7 | 81 | 3.9 | 3.4 | 1.9 | 1.7 | 0.5 | 0.4 | 7.6 | 8.9 | | | 0.3 |
| 11 Bit Studios | 126 | 4.9 | 6.6 | 3.7 | 4.4 | 2.7 | 3.1 | 4.3 | 5.3 | | | 1.6 |
| Playway | 445 | 9.3 | 8.8 | 9.2 | 8.7 | 5.2 | 5.4 | 12.6 | 12.0 | 6.7 | 7.2 | 4.7 |
| Electronic Arts | 30,967 | 15.7 | 13.8 | 13.2 | 12.5 | 4.6 | 4.3 | 19.7 | 17.4 | 0.6 | 0.6 | 4.7 |
| Take-Two Interactive | 37,481 | 62.6 | 22.0 | 50.5 | 20.0 | 7.0 | 4.7 | 82.3 | 27.9 | | | 6.6 |
| Ubisoft | 2,865 | | 12.1 | 3.9 | 3.4 | 1.5 | 1.4 | | 13.4 | | | 0.8 |
| Starbreeze (Inderes) | 10 | 29.7 | -1.6 | 1.1 | 0.9 | 0.6 | 0.5 | 64.3 | -2.8 | 0.0 | 0.0 | 0.4 |
| Average | | 30.8 | 14.3 | 18.1 | 8.6 | 5.7 | 3.9 | 38.3 | 30.4 | 2.4 | 2.6 | 3.7 |
| Median | | 15.7 | 13.0 | 10.3 | 7.1 | 2.7 | 3.1 | 19.7 | 15.4 | 1.3 | 1.5 | 3.7 |
| Diff-% to median | | 89% | -112% | -89% | -88% | -79% | -85% | 226% | -118% | -100% | -100% | -89% |

Source: Refinitiv / Inderes

Income statement

| Income statement | 2023 | Q1'24 | Q2'24 | Q3'24 | Q4'24 | 2024 | Q1'25e | Q2'25e | Q3'25e | Q4'25e | 2025e | 2026e | 2027e | 2028e |
|------------------------------------|-------------|--------------|--------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|
| Revenue | 634 | 57 | 40 | 43 | 46 | 186 | 56 | 51 | 51 | 45 | 203 | 348 | 251 | 419 |
| EBITDA | 439 | 48 | 8 | 21 | 20 | 98 | 30 | 28 | 27 | 19 | 103 | 186 | 94 | 233 |
| Depreciation | -249 | -72 | -79 | -76 | -72 | -299 | -31 | -24 | -23 | -22 | -100 | -286 | -158 | -305 |
| EBIT (excl. NRI) | 190 | -43 | -71 | -63 | -52 | -229 | -1 | 4 | 4 | -3 | 4 | -100 | -64 | -72 |
| EBIT | 190 | -23 | -71 | -55 | -52 | -201 | -1 | 4 | 4 | -3 | 4 | -100 | -64 | -72 |
| Share of profits in assoc. compan. | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net financial items | 17 | 1 | 0 | -4 | 3 | 1 | 0 | 0 | 0 | 0 | 1 | -2 | -2 | -3 |
| PTP | 208 | -21 | -71 | -59 | -49 | -199 | -1 | 4 | 4 | -3 | 5 | -102 | -66 | -75 |
| Taxes | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Minority interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net earnings | 208 | -21 | -71 | -58 | -49 | -199 | -1 | 4 | 4 | -3 | 5 | -102 | -66 | -75 |
| EPS (rep.) | 0.19 | -0.01 | -0.05 | -0.04 | -0.03 | -0.13 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -0.07 | -0.04 | -0.05 |

| Key figures | 2023 | Q1'24 | Q2'24 | Q3'24 | Q4'24 | 2024 | Q1'25e | Q2'25e | Q3'25e | Q4'25e | 2025e | 2026e | 2027e | 2028e |
|-------------------------------|----------|---------|----------|----------|----------|----------|---------|--------|----------|---------|----------|-----------|---------|---------|
| Revenue growth-% | 396.5 % | 112.3 % | -7.0 % | -91.4 % | -33.0 % | -70.7 % | -1.0 % | 26.9 % | 18.3 % | -2.4 % | 9.1 % | 71.8 % | -27.9 % | 66.8 % |
| Adjusted EBIT growth-% | 2721.0 % | 272.7 % | 2300.2 % | -121.0 % | -45.3 % | -220.4 % | -98.2 % | -106 % | -106.0 % | -94.1 % | -101.7 % | -2665.3 % | -35.9 % | 12.2 % |
| EBITDA-% | 69.3 % | 85.7 % | 20.1 % | 50.2 % | 42.4 % | 52.5 % | 53.3 % | 54.2 % | 53.8 % | 41.5 % | 51.0 % | 53.5 % | 37.6 % | 55.7 % |
| Adjusted EBIT-% | 30.0 % | -76.3 % | -176.2 % | -147.7 % | -112.1 % | -123.2 % | -1.4 % | 7.7 % | 7.5 % | -6.8 % | 1.9 % | -28.7 % | -25.5 % | -17.2 % |
| Net earnings-% | 32.8 % | -37.1 % | -175.9 % | -136.8 % | -106.1 % | -107.2 % | -1.0 % | 8.0 % | 7.9 % | -6.5 % | 2.2 % | -29.4 % | -26.2 % | -17.9 % |

Source: Inderes

Balance sheet

| Assets | 2023 | 2024 | 2025e | 2026e | 2027e |
|----------------------------|--------------|------------|--------------|------------|------------|
| Non-current assets | 537 | 521 | 687 | 604 | 654 |
| Goodwill | 47 | 0 | 0 | 0 | 0 |
| Intangible assets | 472 | 491 | 619 | 542 | 598 |
| Tangible assets | 11 | 26 | 63 | 58 | 51 |
| Associated companies | 1 | 0 | 0 | 0 | 0 |
| Other investments | 0 | 0 | 0 | 0 | 0 |
| Other non-current assets | 7 | 4 | 4 | 4 | 4 |
| Deferred tax assets | 0 | 0 | 0 | 0 | 0 |
| Current assets | 574 | 309 | 315 | 238 | 204 |
| Inventories | 0 | 0 | 0 | 0 | 0 |
| Other current assets | 0 | 0 | 0 | 0 | 0 |
| Receivables | 226 | 117 | 140 | 108 | 90 |
| Cash and equivalents | 348 | 192 | 175 | 130 | 113 |
| Balance sheet total | 1,111 | 830 | 1,002 | 842 | 857 |

Source: Inderes

| Liabilities & equity | 2023 | 2024 | 2025e | 2026e | 2027e |
|--------------------------------|--------------|------------|--------------|------------|------------|
| Equity | 895 | 705 | 710 | 608 | 542 |
| Share capital | 30 | 30 | 30 | 30 | 30 |
| Retained earnings | -1,742 | -1,942 | -1,937 | -2,040 | -2,105 |
| Hybrid bonds | 0 | 0 | 0 | 0 | 0 |
| Revaluation reserve | 14 | 24 | 24 | 24 | 24 |
| Other equity | 2,593 | 2,593 | 2,593 | 2,593 | 2,593 |
| Minorities | 0 | 0 | 0 | 0 | 0 |
| Non-current liabilities | 2 | 3 | 116 | 113 | 205 |
| Deferred tax liabilities | 1 | 2 | 2 | 2 | 2 |
| Provisions | 0 | 0 | 0 | 0 | 0 |
| Interest bearing debt | 0 | 0 | 0 | 0 | 0 |
| Convertibles | 0 | 0 | 0 | 0 | 0 |
| Other long term liabilities | 1 | 1 | 114 | 111 | 203 |
| Current liabilities | 215 | 122 | 176 | 121 | 110 |
| Interest bearing debt | 0 | 0 | 0 | 0 | 0 |
| Payables | 208 | 104 | 166 | 111 | 100 |
| Other current liabilities | 7 | 18 | 10 | 10 | 10 |
| Balance sheet total | 1,111 | 830 | 1,002 | 842 | 857 |

DCF-calculation

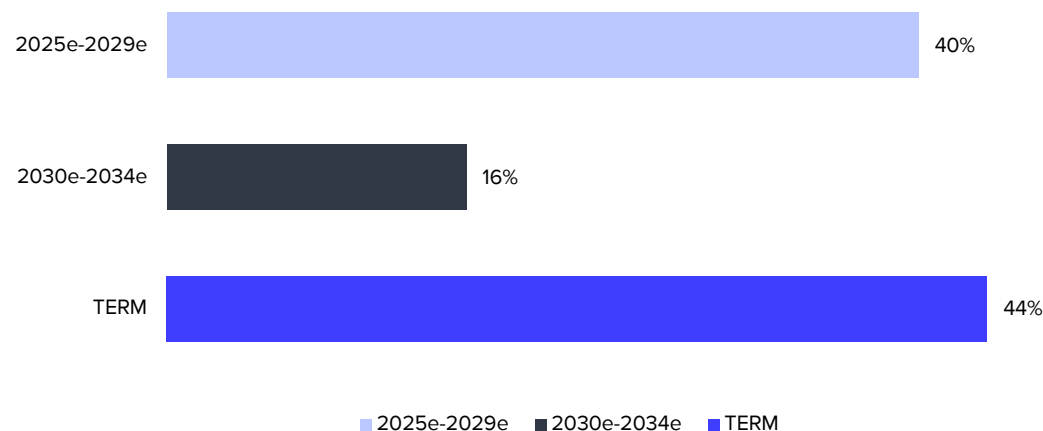
| DCF model | 2024 | 2025e | 2026e | 2027e | 2028e | 2029e | 2030e | 2031e | 2032e | 2033e | 2034e | TERM |
|---|-------------|-------------|-------------|------------|-------------|------------|------------|------------|------------|------------|------------|------------|
| Revenue growth-% | -70.7 % | 9.1 % | 71.8 % | -27.9 % | 66.8 % | -16.7 % | 17.6 % | 14.5 % | 9.0 % | 2.5 % | 2.5 % | 2.5 % |
| EBIT-% | -108.2 % | 1.9 % | -28.7 % | -25.5 % | -17.2 % | 11.7 % | -2.3 % | 5.2 % | 13.8 % | 14.9 % | 17.9 % | 17.9 % |
| EBIT (operating profit) | -201 | 4 | -100 | -64 | -72 | 41 | -9 | 24 | 71 | 78 | 96 | |
| + Depreciation | 299 | 100 | 286 | 158 | 305 | 211 | 201 | 186 | 188 | 191 | 194 | |
| - Paid taxes | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -4 | -14 | -16 | -19 | |
| - Tax, financial expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1 | -1 | -1 | -1 | |
| + Tax, financial income | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| - Change in working capital | 16 | 31 | -23 | 7 | -2 | -1 | 1 | 1 | 1 | 0 | 0 | |
| Operating cash flow | 115 | 135 | 163 | 101 | 232 | 250 | 193 | 206 | 245 | 253 | 270 | |
| + Change in other long-term liabilities | 0 | 113 | -3 | 92 | -178 | -5 | 0 | 0 | 0 | 0 | 0 | |
| - Gross CAPEX | -284 | -265 | -203 | -209 | -207 | -173 | -184 | -190 | -195 | -199 | -202 | |
| Free operating cash flow | -169 | -17 | -42 | -16 | -153 | 72 | 9 | 16 | 50 | 54 | 68 | |
| +/- Other | 0 | 0 | 156 | 0 | 259 | 0 | 0 | 0 | 0 | 0 | 0 | |
| FCFF | -169 | -17 | 113 | -16 | 106 | 72 | 9 | 16 | 50 | 54 | 68 | 0 |
| Discounted FCFF | | -16 | 89 | -11 | 65 | 39 | 4 | 7 | 18 | 18 | 20 | 182 |
| Sum of FCFF present value | | 415 | 431 | 342 | 352 | 287 | 249 | 244 | 238 | 219 | 202 | 182 |
| Enterprise value DCF | | 415 | | | | | | | | | | |
| - Interest bearing debt | | 0 | | | | | | | | | | |
| + Cash and cash equivalents | | 192 | | | | | | | | | | |
| -Minorities | | 0 | | | | | | | | | | |
| -Dividend/capital return | | 0 | | | | | | | | | | |
| Equity value DCF | | 607 | | | | | | | | | | |
| Equity value DCF per share | | 0.41 | | | | | | | | | | |

WACC

| | |
|--|---------------|
| Tax-% (WACC) | 20.6 % |
| Target debt ratio (D/(D+E)) | 0.0 % |
| Cost of debt | 8.0 % |
| Equity Beta | 2.00 |
| Market risk premium | 4.75% |
| Liquidity premium | 1.50% |
| Risk free interest rate | 2.5 % |
| Cost of equity | 13.5 % |
| Weighted average cost of capital (WACC) | 13.5 % |

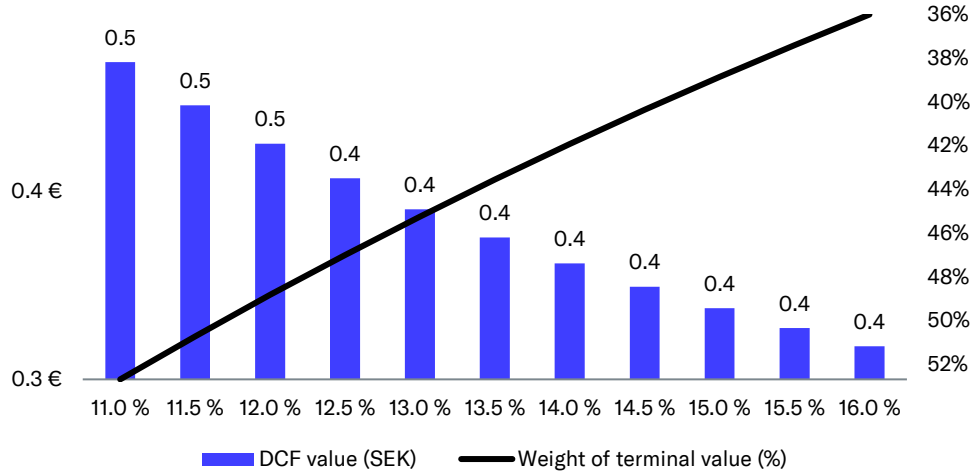
Source: Inderes

Cash flow distribution

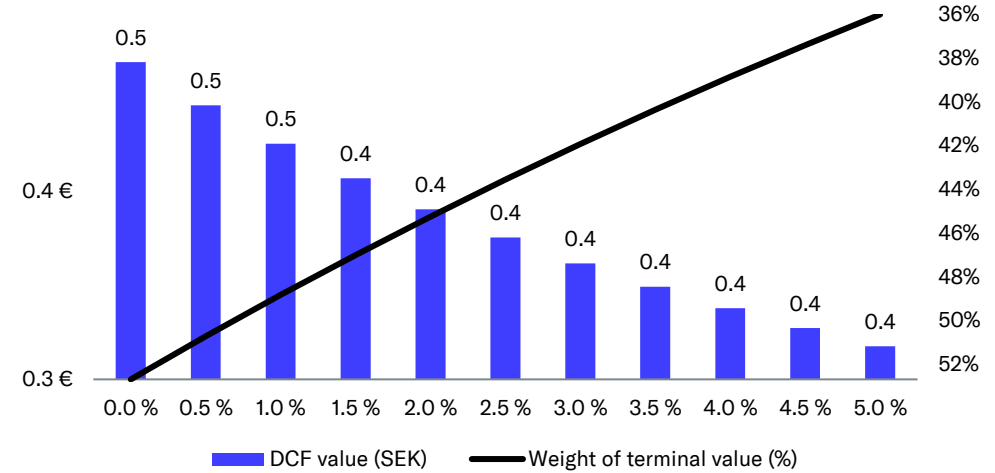


DCF sensitivity calculations and key assumptions in graphs

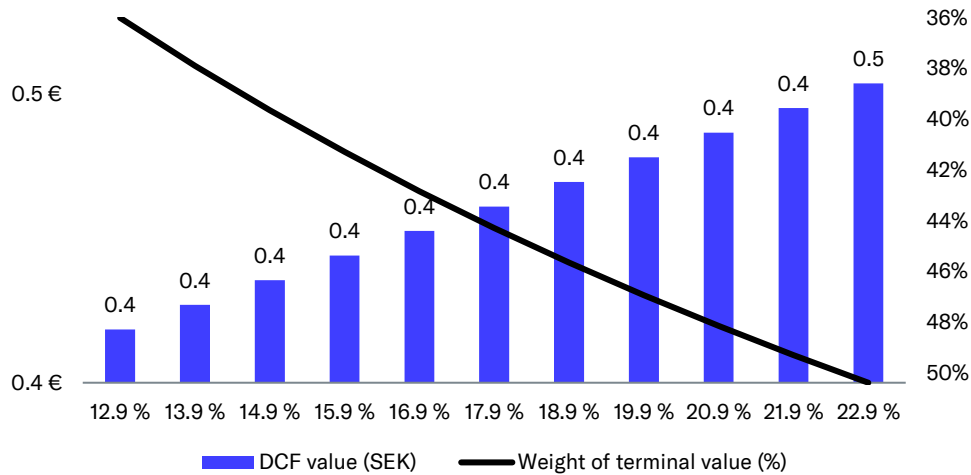
Sensitivity of DCF to changes in the WACC-%



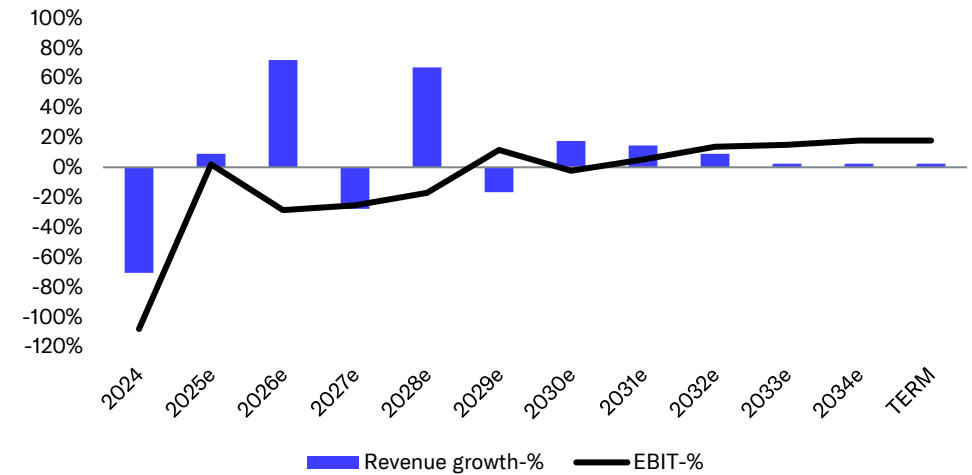
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

Summary

| Income statement | 2022 | 2023 | 2024 | 2025e | 2026e | Per share data | 2022 | 2023 | 2024 | 2025e | 2026e |
|---------------------------|-------|-------|-------|--------------|--------------|--------------------------|---------|---------|----------|----------------|----------------|
| Revenue | 128 | 634 | 186 | 203 | 348 | EPS (reported) | -0.08 | 0.19 | -0.13 | 0.00 | -0.07 |
| EBITDA | 66 | 439 | 98 | 103 | 186 | EPS (adj.) | -0.08 | 0.19 | -0.15 | 0.00 | -0.07 |
| EBIT | 7 | 190 | -201 | 4 | -100 | OCF / share | 0.09 | 0.16 | 0.08 | 0.09 | 0.11 |
| PTP | -54 | 208 | -199 | 5 | -102 | FCF / share | -0.14 | -0.03 | -0.11 | -0.01 | 0.08 |
| Net Income | -60 | 208 | -199 | 5 | -102 | Book value / share | 0.08 | 0.82 | 0.48 | 0.48 | 0.41 |
| Extraordinary items | 0 | 0 | 28 | 0 | 0 | Dividend / share | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Balance sheet | 2022 | 2023 | 2024 | 2025e | 2026e | Growth and profitability | 2022 | 2023 | 2024 | 2025e | 2026e |
| Balance sheet total | 746 | 1,111 | 830 | 1,002 | 842 | Revenue growth-% | 2% | 396% | -71% | 9% | 72% |
| Equity capital | 57 | 895 | 705 | 710 | 608 | EBITDA growth-% | 958% | 562% | -78% | 6% | 80% |
| Goodwill | 48 | 47 | 0 | 0 | 0 | EBIT (adj.) growth-% | -55% | 2721% | -220% | -102% | -2665% |
| Net debt | 271 | -348 | -192 | -175 | -130 | EPS (adj.) growth-% | 72% | -329% | -181% | -102% | -2363% |
| Cash flow | 2022 | 2023 | 2024 | 2025e | 2026e | EBITDA-% | 52.0 % | 69.3 % | 52.5 % | 51.0 % | 53.5 % |
| EBITDA | 66 | 439 | 98 | 103 | 186 | EBIT (adj.)-% | 5.3 % | 30.0 % | -123.2 % | 1.9 % | -28.7 % |
| Change in working capital | -8 | -262 | 16 | 31 | -23 | EBIT-% | 5.3 % | 30.0 % | -108.2 % | 1.9 % | -28.7 % |
| Operating cash flow | 65 | 177 | 115 | 135 | 163 | ROE-% | -66.6 % | 43.6 % | -24.9 % | 0.6 % | -15.5 % |
| CAPEX | -151 | -201 | -284 | -265 | -203 | ROI-% | 1.4 % | 28.6 % | -25.0 % | 0.8 % | -15.2 % |
| Free cash flow | -102 | -28 | -169 | -17 | 113 | Equity ratio | 7.6 % | 80.5 % | 85.0 % | 70.9 % | 72.1 % |
| | | | | | | Gearing | 478.0 % | -38.9 % | -27.2 % | -24.7 % | -21.5 % |
| Valuation multiples | 2022 | 2023 | 2024 | 2025e | 2026e | | | | | | |
| EV/S | 11.1 | 0.6 | 0.6 | 0.6 | 0.5 | | | | | | |
| EV/EBITDA | 21.3 | 0.8 | 1.1 | 1.1 | 0.9 | | | | | | |
| EV/EBIT (adj.) | >100 | 1.8 | neg. | 29.7 | neg. | | | | | | |
| P/E (adj.) | neg. | 2.5 | neg. | 64.3 | neg. | | | | | | |
| P/B | 20.1 | 0.8 | 0.4 | 0.4 | 0.5 | | | | | | |
| Dividend-% | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | | | | | | |

Source: Inderes

Disclaimer and recommendation history

The information presented in Inderes reports is obtained from several different public sources that Inderes considers to be reliable. Inderes aims to use reliable and comprehensive information, but Inderes does not guarantee the accuracy of the presented information. Any opinions, estimates and forecasts represent the views of the authors. Inderes is not responsible for the content or accuracy of the presented information. Inderes and its employees are also not responsible for the financial outcomes of investment decisions made based on the reports or any direct or indirect damage caused by the use of the information. The information used in producing the reports may change quickly. Inderes makes no commitment to announcing any potential changes to the presented information and opinions.

The reports produced by Inderes are intended for informational use only. The reports should not be construed as offers or advice to buy, sell or subscribe investment products. Customers should also understand that past performance is not a guarantee of future results. When making investment decisions, customers must base their decisions on their own research and their estimates of the factors that influence the value of the investment and take into account their objectives and financial position and use advisors as necessary. Customers are responsible for their investment decisions and their financial outcomes.

Reports produced by Inderes may not be edited, copied or made available to others in their entirety, or in part, without Inderes' written consent. No part of this report, or the report as a whole, shall be transferred or shared in any form to the United States, Canada or Japan or the citizens of the aforementioned countries. The legislation of other countries may also lay down restrictions pertaining to the distribution of the information contained in this report. Any individuals who may be subject to such restrictions must take said restrictions into account.

Inderes issues target prices for the shares it follows. The recommendation methodology used by Inderes is based on the share's 12-month expected total shareholder return (including the share price and dividends) and takes into account Inderes' view of the risk associated with the expected returns. The recommendation policy consists of four tiers: Sell, Reduce, Accumulate and Buy. As a rule, Inderes' investment recommendations and target prices are reviewed at least 2–4 times per year in connection with the companies' interim reports, but the recommendations and target prices may also be changed at other times depending on the market conditions. The issued recommendations and target prices do not guarantee that the share price will develop in line with the estimate. Inderes primarily uses the following valuation methods in determining target prices and recommendations: Cash flow analysis (DCF), valuation multiples, peer group analysis and sum of parts analysis. The valuation methods and target price criteria used are always company-specific and they may vary significantly depending on the company and (or) industry.

Inderes' recommendation policy is based on the following distribution relative to the 12-month risk-adjusted expected total shareholder return.

| | |
|------------|--|
| Buy | The 12-month risk-adjusted expected shareholder return of the share is very attractive |
| Accumulate | The 12-month risk-adjusted expected shareholder return of the share is attractive |
| Reduce | The 12-month risk-adjusted expected shareholder return of the share is weak |
| Sell | The 12-month risk-adjusted expected shareholder return of the share is very weak |

The assessment of the 12-month risk-adjusted expected total shareholder return based on the above-mentioned definitions is company-specific and subjective. Consequently, similar 12-month expected total shareholder returns between different shares may result in different recommendations, and the recommendations and 12-month expected total shareholder returns between different shares should not be compared with each other. The counterpart of the expected total shareholder return is Inderes' view of the risk taken by the investor, which varies considerably between companies and scenarios. Thus, a high expected total shareholder return does not necessarily lead to positive performance when the risks are exceptionally high and, correspondingly, a low expected total shareholder return does not necessarily lead to a negative recommendation if Inderes considers the risks to be moderate.

The analysts who produce Inderes' research and Inderes employees cannot have 1) shareholdings that exceed the threshold of significant financial gain or 2) shareholdings exceeding 1% in any company subject to Inderes' research activities. Inderes Oyj can only own shares in the target companies it follows to the extent shown in the company's model portfolio investing real funds. All of Inderes Oyj's shareholdings are presented in itemised form in the model portfolio. Inderes Oyj does not have other shareholdings in the target companies analysed. The remuneration of the analysts who produce the analysis are not directly or indirectly linked to the issued recommendation or views. Inderes Oyj does not have investment bank operations.

Inderes or its partners whose customer relationships may have a financial impact on Inderes may, in their business operations, seek assignments with various issuers with respect to services provided by Inderes or its partners. Thus, Inderes may be in a direct or indirect contractual relationship with an issuer that is the subject of research activities. Inderes and its partners may provide investor relations services to issuers. The aim of such services is to improve communication between the company and the capital markets. These services include the organisation of investor events, advisory services related to investor relations and the production of investor research reports.

More information about research disclaimers can be found at www.inderes.fi/research-disclaimer.

Inderes has made an agreement with the issuer and target of this report, which entails compiling a research report.

Recommendation history (>12 mo)

| Date | Recommendation | Target | Share price |
|--------------------------|----------------|----------|-------------|
| 2023-05-30 | Accumulate | 1.15 SEK | 1.03 SEK |
| 2023-08-18 | Reduce | 1.15 SEK | 1.19 SEK |
| 2023-09-12 | Accumulate | 1.15 SEK | 0.95 SEK |
| 2023-10-02 | Buy | 0.85 SEK | 0.60 SEK |
| 2023-11-17 | Accumulate | 0.55 SEK | 0.44 SEK |
| 2024-02-16 | Reduce | 0.35 SEK | 0.35 SEK |
| <i>Change of Analyst</i> | | | |
| 2024-05-15 | Reduce | 0.30 SEK | 0.27 SEK |
| 2024-08-21 | Reduce | 0.30 SEK | 0.28 SEK |
| 2024-09-30 | Reduce | 0.30 SEK | 0.28 SEK |
| 2024-11-15 | Reduce | 0.22 SEK | 0.20 SEK |
| 2024-12-06 | Accumulate | 0.22 SEK | 0.17 SEK |
| 2025-02-19 | Accumulate | 0.24 SEK | 0.20 SEK |



CONNECTING INVESTORS AND COMPANIES.

Inderes connects investors and listed companies.

We serve over 400 Nordic listed companies that want to better serve investors. The Inderes community is home to over 70,000 active investors.

We provide listed companies with solutions that enable seamless and effective investor relations. The Inderes service is built on four cornerstones for high-quality investor relations: Equity Research, Events, IR Software, and Annual General Meetings (AGM).

Inderes operates in Finland, Sweden, Norway, and Denmark and is listed on the Nasdaq First North Growth Market.

Inderes was created by investors, for investors.

Inderes Ab

Vattugatan 17, 5tr
Stockholm
+46 8 411 43 80

Inderes Oyj

Porkkalankatu 5
00180 Helsinki
+358 10 219 4690

inderes.se

inderes.fi

**inde
res.**