Rovio Entertainment Corporation

Interim Report

October 30, 2020





Adjusted operating profit margin 18.9%, games gross bookings at last year's level with lower user acquisition

July-September 2020 highlights

- Rovio group revenue was EUR 67.9 million (74.8) and declined 9.2% year-on-year mainly due to lower brand licensing revenues
- Group adjusted operating profit grew to EUR 12.8 million (5.4) and adjusted operating profit margin grew to 18.9% (7.2%) due to stable revenues of key games and lower level of user acquisition year-on-year
- Games revenue declined 3.3% year-on-year to EUR 64.2 million (66.4). In comparable currencies, games revenue grew approximately by 1%. The Games gross bookings were EUR 64.5 million (65.1) and declined 0.9% year-on-year. In comparable currencies, the gross bookings grew approximately by 3%
- Scaling up of Rovio's newest game Small Town Murders' continued and its gross bookings reached EUR 3.0 million
- User acquisition investments were EUR 15.3 million (27.1), or 23.8% of the Games segment's revenue (40.8%)
- Brand Licensing revenue was EUR 3.7 million (8.4) and declined 56.4% year-on-year
- Group adjusted operating profit excluding Hatch Entertainment was EUR 14.2 million (8.6) and adjusted operating profit margin 20.9% (11.5%)
- Operating cash flow was EUR 15.8 million (-0.7)
- Earnings per share was EUR 0.12 (0.06)
- 2020 outlook updated: Group revenue will be somewhat lower than last year and adjusted operating profit will improve significantly (previously "improves").

January-September 2020 highlights

- Rovio group revenue was EUR 203.8 million (217.5) and declined 6.3% year-on-year due to lower brand licensing revenues
- Group adjusted operating profit grew to EUR 39.7 million (18.2) and adjusted operating profit margin to 19.5% (8.4%)
- Games revenue declined by 2.2% year-on-year to EUR 193.8 million (198.1). In comparable currencies, games revenue declined approximately by 3%. The Games gross bookings were EUR 194.4 million (196.1) and declined by 0.9% year-on-year. In comparable currencies, the gross bookings declined approximately by 2%.
- User acquisition investments were EUR 42.7 million (72.2), or 22.0% of the Games segment's revenue (36.4%)
- Brand Licensing revenue was EUR 9.8 million (19.4) and declined 49.2% year-on-year
- Group adjusted operating profit excluding Hatch Entertainment was EUR 45.7 million (26.0) and adjusted operating profit margin 22.4% (11.9%)
- Operating cash flow was EUR 46.0 million (7.4)
- Earnings per share was EUR 0.38 (0.17)



Key figures

EUR million	7-9/ 2020	7-9/ 2019	Change, %	1-9/ 2020	1-9/ 2019	Change, %	1-12/ 2019
Revenue	67.9	74.8	-9.2%	203.8	217.5	-6.3%	289.1
EBITDA	15.9	9.6	65.3%	47.8	29.7	60.9%	32.3
EBITDA margin	23.4%	12.8%	-	23.5%	13.7%	-	11.2%
Adjusted EBITDA	15.9	9.6	65.3%	47.9	29.7	61.2%	32.6
Adjusted EBITDA margin, %	23.4%	12.8%	-	23.5%	13.7%	-	11.3%
Operating profit	12.8	5.4	138.1%	39.6	18.2	118.0%	18.1
Operating profit margin, %	18.9%	7.2%	-	19.4%	8.4%	-	6.3%
Adjusted operating profit	12.8	5.4	138.1%	39.7	18.2	118.6%	18.3
Adjusted operating profit margin, %	18.9%	7.2%	-	19.5%	8.4%	-	6.3%
Profit before tax	12.1	6.1	100.2%	38.4	18.4	108.6%	17.7
Capital expenditure	0.9	0.6	50.1%	2.8	2.2	24.0%	3.1
User acquisition	15.3	27.1	-43.7%	42.7	72.2	-40.8%	99.7
Return on equity (ROE), %	22.6%	14.9%	-	22.6%	14.9%	-	10.8%
Net gearing ratio, %	-69.7%	-64.9%	-	-69.7%	-64.9%	-	-65.7%
Equity ratio, %	81.0%	79.8%	-	81.0%	79.8%	-	80.5%
Earnings per share, EUR	0.12	0.06	99.1%	0.38	0.17	120.0%	0.17
Earnings per share, diluted EUR	0.12	0.06	98.4%	0.38	0.17	121.1%	0.17
Net cash flows from operating activities	15.8	-0.7	2448.5%	46.0	7.4	524.7%	10.5
Employees (average for the period)	475	463	2.6%	467	444	5.2%	450

Unless otherwise stated, the comparison figures in brackets refer to the corresponding period in the previous year. Calculations and definitions are presented in the Performance Measures section.

The changes in comparable currencies have been calculated by translating the reporting period figures with the average USD/EUR exchange rates of the comparison period for the US dollar dominated in-apppurchases in United States and global ad network sales.

Kati Levoranta, CEO:

In Q3 2020, our Games revenues declined slightly quarter-on-quarter after the revenue and player engagement normalized from the peak during the global shelter-at-home situation in Q2 2020. The revenues were higher than in Q1 2020 and, in comparable currencies, games revenues grew by 1% and gross bookings by 3% year-on-year.

The user acquisition investments were marginally increased quarter-on-quarter as expected as we continued to scale up our newest game Small Town Murders. However, during the quarter, the user acquisition investments were at a considerably lower level than in Q3 2019. As a result of the moderate level of UA investment and stable games revenues the profitability continued to be at a high level and improved significantly year-on-year. As earlier stated, our UA investments are driven by our 12-month payback model and the overall investment level is dependent on both the games performance and the external market environment. Due to high profitability our operative cash flow was very strong.

During the third quarter, our largest game Angry Birds 2 grew year-on-year and has continued at a quite stable run-rate since the end of Q2 when the revenues normalized after the Covid-19 peak. We are happy with the continued strong performance of Angry Birds 2 and its exciting road map of new updates and features for Q4 this year. The strong momentum of Angry Birds Friends that started at the end of Q1 continued during Q3. Angry Birds Dream Blast's revenue declined from the previous quarter and due to much lower UA compared to one year ago, the revenue was also lower year-on-year.

ROVIO

We continued to scale up Small Town Murders, our newest game that was released in June this year. New murder mysteries and puzzles are being added to the game every month. We introduced the game with an end-game feature to increase player engagement especially with the most advanced players who play through the content very fast. In October the game was localized to 10 new languages including Japanese and Korean. We believe that localized languages can enable higher engagement and monetization

Our new games roadmap is healthy with 3 games in soft launch and in total 8 games in various stages of development. The timing of new game releases is always uncertain until the KPI's and the user acquisition scalability is verified in the soft launch stage. We believe that our current games in soft launch will in the long run benefit from having more time in development and thus, we are not launching a new game at the end of 2020. While we keep on adding new projects into our roadmap we have also continued strengthening our studios with recruitments and appointed Andy Muesse as head of our Stockholm games studio.

We announced on 5th of October that I will be leaving Rovio at the end of 2020. I started as Rovio CEO in January 2016, and during the past five years we have crystalized our strategy and brought more focus in our operations. At the same time, we have transformed the company from a privately owned company into a public company. It's been great to work with top professionals in the game business and be surrounded with talented and passionate people. Today, Rovio is in good financial shape, has a strong games portfolio, and we have an amazing crew of talented people.

2020 outlook (updated)

Group revenue will be somewhat lower than last year (2019: EUR 289,1 million) and adjusted operating profit (2019: 6.3%) will improve significantly.

Previous 2020 outlook

During 2020 we aim to launch 1-3 new games. The timing of new game launches depends on how the games progress in soft launch. Therefore, we do not give a full year 2020 revenue guidance. We start the year at a lower user acquisition level than we ended last year. Due to lower user acquisition investments and the planned cost savings in Hatch Entertainment Ltd., our adjusted operating profit improves.

Basis for outlook

Our strategy is to seek growth in the Games business through improving the performance of our key games and developing new games.

Brand Licensing segment is optimized for profit at a lower revenue which is expected to decline approximately 50% year-on-year in 2020.

Hatch Entertainment annualized expenses are expected to be approximately EUR 5 million (2019: EUR 10.9 million) on an adjusted basis after restructuring and aligning with its new strategy.

More detailed outlook per games category is given below:

Grow: We expect Angry Birds Dream Blast to grow on an annual basis but with much lower user acquisition vs. last year. The game has a strong feature roadmap focusing on improvements to long term retention and monetization. We are continuing to develop Sugar Blast through live operations for its core audience and improve retention and monetization in order to scale the game up. We continue to gradually scale up the user acquisition of our newest game Small Town Murders in Q4/20.



Earn: The revenues of Angry Birds 2 stabilized despite much lower user acquisition investments y-on-y. We further focus on improving the performance of the game through introducing new updates that increase engagement with our core users. The revenue of Angry Birds Friends is expected to be stable or slightly grow year-on-year. The revenue of other games in this category (Angry Birds Match and Angry Birds Pop) is expected to continue declining at a steady slow pace. We have lowered or stopped user acquisition investments into these two games.

Catalogue: We expect these games to continue declining over time. They still receive substantial organic downloads, but the active user base and revenues are expected to decline over time as we do not develop these games further.

New games: We have released one new game, Small Town Murders, in June 2020. At the moment we have three games in soft launch and several in different stages of development and we think they will benefit from having slightly more time in development and, accordingly, we will not launch another new game in 2020.

Games in soft launch are available in a selected number of countries and operated with a limited number of gamers. Soft launch games have advanced far in the game development process. They are being tested and developed in order to verify their commercial potential and scalability. There is no guarantee that games in soft launch will be published.

Audiocast and conference call:

Rovio will host an English language audiocast and conference call on the third quarter 2020 financial results, including a Q&A session for analysts, media and institutional investors at 14:00-15:00 EET on October 30, 2020. The audiocast can be viewed live at: <u>https://investors.rovio.com/en</u>, and later on the same day as a recording.

Conference call details:

PIN: 33522954#

Finland: +358981710310 Sweden: +46 856642651 United Kingdom: +44 3333000804 United States: +1 6319131422

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Rovio in brief

Rovio Entertainment Corporation is a global, mobile-first games company that creates, develops and publishes mobile games, which have been downloaded over 4.5 billion times so far. Rovio is best known for the global Angry Birds brand, which started as a popular mobile game in 2009, and has since evolved from games to various entertainment and consumer products in brand licensing. Today, Rovio offers multiple mobile games, animations and produced The Angry Birds Movie in 2016. Its sequel, The Angry Birds Movie 2, was released in 2019. Rovio is headquartered in Finland and the company's shares are listed on the main list of NASDAQ Helsinki stock exchange with the trading code ROVIO. (www.rovio.com)



Rovio Entertainment Corporation

Interim Report 1–9/2020

A description of the accounting standards applied in the preparation of this Interim Report is provided in the notes to this Interim Report, in Note 1 Accounting principles.

Market review

According to market intelligence provider Newzoo's latest global games market report published in July 2020, the global mobile gaming market size in end-user generated revenue was estimated to be USD 68.2 billion in 2019 which represented 9.7% year-on-year growth. Newzoo estimates the global mobile gaming market growth to accelerate to 13.3% and reach USD 77.2 billion in 2020. The growth is estimated to be driven by a heightened global gaming activity as a result of Covid-19 lockdown measures.

In 2019-2023, the global mobile gaming market is expected to grow at 10.8% CAGR and the Western market at 8.8% CAGR.

Revenue and result

July-September 2020

In the third quarter 2020, Rovio group revenue was EUR 67.9 million (74.8) and declined 9.2% year-onyear mainly due to lower brand licensing revenues. The Games segment revenue declined 3.3% year-onyear and amounted to EUR 64.2 million (66.4). In comparable currencies, games revenue grew by approximately 1%. After the Covid-19 peak in the second quarter this year, we saw player engagement and revenues normalizing during the third quarter.

In the reporting period, the gross bookings of Rovio's largest game Angry Birds 2 were EUR 26.5 million which was lower than the peak in second quarter this year, but higher than the first quarter of the year and 6% higher year-on-year. Rovio's second largest game Angry Birds Dream Blast gross bookings were EUR 15.5 million, which was lower compared to previous quarter and 13% lower year-on-year due to much lower level of user acquisition. Angry Birds Friends at EUR 7.2 million gross bookings held stable quarter-on-quarter and was 17% higher year-on-year.

The revenue of the Brand Licensing segment was EUR 3.7 million (8.4) and declined 56.4% year-onyear. The revenue consisted of EUR 2.9 million (5.6) from Content Licensing and EUR 0.8 million (2.8) from Consumer Products. The revenues of Content Licensing declined due to lower revenues mainly from the first Angry Birds Movie. The revenues of the movies are expected to decline over time, however, there are uncertainties in timing of the revenue streams.

The Group's adjusted EBITDA was EUR 15.9 million (9.6), or 23.4% (12.8%) of revenues.

The Group's adjusted operating profit was EUR 12.8 million (5.4) and adjusted operating profit margin 18.9% (7.2%). Excluding Hatch Entertainment cost, the Group's adjusted operating profit was EUR 14.2 million (8.6) and adjusted operating profit margin 20.9% (11.5%). There were no adjustments during the reporting period.

The Games segment's adjusted EBITDA was EUR 16.2 million (8.3) or 25.3% (12.4%) of revenues. Games EBITDA margin was higher compared to last year due to significantly lower user acquisition investments in the reporting period: EUR 15.3 million (27.1) or 23.8% of revenues (40.8%) as well due to stable revenues despite lower user acquisition.

The Brand Licensing segment's adjusted EBITDA was EUR 2.5 million (6.0) and adjusted EBITDA margin was 68.6% (72.0%). The lower EBITDA of Brand Licensing in the reporting period was due to lower revenues.

The Group's profit before taxes was EUR 12.1 million (6.1) and earnings per share EUR 0.12 (0.06).

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January-September 2020

During January-September 2020, Rovio group revenue was EUR 203.8 million (217.5) and declined 6.3% year-on-year due to lower brand licensing revenues.

The Games segment revenue was EUR 193.8 million (198.1) and declined 2.2% year-on-year. In comparable currencies, the decline was approximately 3%.

The revenue of the Brand Licensing segment was EUR 9.8 million (19.4) and declined 49.2% year-onyear. The revenue consisted of EUR 6.1 million (14.1) from Content Licensing, the majority of which was income from the first Angry Birds Movie, and EUR 3.8 million (5.3) from Consumer Products.

The Group's adjusted EBITDA was EUR 47.9 million (29.7), or 23.5% (13.7%) of revenues.

The Group's adjusted operating profit increased to EUR 39.7 million (18.2) and adjusted operating profit margin increased to 19.5% (8.4%). Excluding Hatch Entertainment operating expenses, the Group's adjusted profit was EUR 45.7 million (26.0) and adjusted operating profit margin 22.4% (11.9%). The adjustments during the reporting period amounted to EUR 0.1 million and were related to restructuring of Brand Licensing and Hatch Entertainment and acquisition of Darkfire Games studio (now Rovio Copenhagen). There were no adjustments in the comparable period.

The Games segment's adjusted EBITDA was EUR 52.1 million (29.9) or 26.9% (15.1%) of revenues. The user acquisition investments in the reporting period were EUR 42.7 million (72.2) or 22.0% of games revenues (36.4%).

The Brand Licensing segment's adjusted EBITDA was EUR 6.0 million (12.2) and adjusted EBITDA margin was 61.3% (63.3%). The decline in EBITDA from last year was due to lower revenues.

The Group's profit before taxes was EUR 38.4 million (18.4) and earnings per share EUR 0.38 (0.17).

Financing and investments

Rovio's capital expenditure was EUR 0.9 million (0.6) in the third quarter of 2020.

Rovio refers to the user acquisition costs of the Games segment as investments, but pursuant to accounting regulations, they are recognized as expenses rather than investments due to their average payback period being about a year.

The Games segment's capital expenditure was EUR 0.5 million (0.3) in the third quarter and related to external game development. Brand Licensing segment's capital expenditure was EUR 0.1 million (0.1) and related to external development of TV animated series. The Other-segment's investments were EUR 0.2 million (0.2) for the quarter and consisted mainly of machinery and equipment.

Cash flow from financing amounted to EUR 7.1 million (3.8) in the third quarter and consisted mainly of acquisition costs of treasury shares of EUR 6.5 million and EUR 0.7 million of finance lease repayments.

At the end of the third quarter, Rovio's total interest-bearing loans and financial liabilities amounted to EUR 11.2 million (15.5) consisting of EUR 2.1 million product development loans from Business Finland (the Finnish Funding Agency for Innovation) as well as EUR 9.1 million leasing liabilities.

Rovio's cash and cash equivalents at the end of the review period amounted to EUR 123.5 million (127.9).

Development per business segment

Games

July-September 2020

The Games segment's revenue in the reporting period amounted to EUR 64.2 million (66.4). Revenue decreased year-on-year by 3.3%. However, in comparable currencies, revenue increased approximately by 1%. Gross bookings decreased 0.9% to EUR 64.5 million (65.1). In comparable currencies gross bookings increased by 3% year-on-year.

Rovio's largest game Angry Birds 2 declined 8% from Q2 2020 to EUR 26.5 million but grew 6% year-onyear. Rovio's top five games were Angry Birds 2, Angry Birds Dream Blast, Angry Birds Friends, Small Town Murders and Angry Birds Match. Small Town Murders, Rovio's new narrative driven puzzle game that was released in June thus entered the top-5 with EUR 3.0 million gross bookings.

The Games segment's EBITDA increased by 96.3% and was EUR 16.2 million (8.3). The EBITDA increase was mainly a result of lower user acquisition investments year-on-year and stable revenues despite the reduction in user acquisition.

The Games segment's user acquisition investments decreased year-on-year to EUR 15.3 million (27.1), or 23.8% (40.8%) of the Games segment's revenue in the reporting period to adhere with the 12-month payback requirement. Compared to the previous quarter, the Angry Birds 2 user acquisition investments were slightly reduced, while the investments for Angry Birds Dream Blast increased. Small Town Murders user acquisition was ramped up gradually during the reporting period.

The user acquisition investments in the third quarter were divided between the different categories of games as follows: 74.2% into the "Grow" -category (Angry Birds Dream Blast, Sugar Blast and Small Town Murders) and 25.8% into the "Earn" -category (Angry Birds 2, Angry Birds Match, Angry Birds Friends), of which practically all was invested into Angry Birds 2.

The Games segment's capital expenditure in the third quarter amounted to EUR 0.5 million (0.3)

January-September 2020

The Games segment's revenue for the first three quarters of 2020 amounted to EUR 193.8 million (198.1). Revenue decreased year-on-year by 2.2%. In comparable currencies, the decline was approximately 3%.

The Games EBITDA increased by 74.0% to EUR 52.1 million (29.9). The EBITDA increase was mainly a result of reduced user acquisition investments as well as quite stable games revenues despite lower level of user acquisition.

The Games segment's user acquisition investments decreased to EUR 42.7 million (72.2), or 22.0% (36.4%) of the Games segment's revenue in the reporting period to adhere with the 12-month payback requirement.

The Games segment's capital expenditure in the reporting period amounted to EUR 1.8 million (0.6)

EUR million	7-9/ 2020	7-9/ 2019	Change, %	1–9/ 2020	1–9/ 2019	Change, %	1–12/ 2019
Gross bookings	64.5	65.1	-0.9 %	194.4	196.1	-0.9 %	263.2
Revenue	64.2	66.4	-3.3 %	193.8	198.1	-2.2 %	264.8
Adjusted EBITDA	16.2	8.3	96.3 %	52.1	29.9	74.0 %	35.6
Adjusted EBITDA margin, %	25.3 %	12.4 %		26.9 %	15.1 %		13.4%
EBITDA	16.2	8.3	96.3 %	52.1	29.9	74.0 %	35.6
EBITDA margin, %	25.3 %	12.4 %		26.9 %	15.1 %		13.4%
User acquisition	15.3	27.1	-43.7 %	42.7	72.2	-40.8 %	99.7
User acquisition share of revenue, %	23.8 %	40.8 %		22.0 %	36.4 %		37.7%
Capital expenditure	0.5	0.3	70.3 %	1.8	0.6	181.7 %	1.1



Key performance indicators of the Games segment

The key performance indicators of the Games segment use gross bookings in place of revenue as it gives a more accurate view of Rovio's operating performance at a specific point in time. Gross bookings represent in-app purchases and in-app advertising sales in the given calendar month, reported based on the date of purchase/sale. Gross bookings do not include revenue from custom contracts, revenue deferrals or accounting adjustments due to, for example, foreign exchange rate differences between revenue accruals and actual payments, and thus differ from the reported revenue. The reconciliation of gross bookings to revenue is presented in the notes.

In the third quarter of 2020, the Games segment's gross bookings decreased by 0.9% to EUR 64.5 million (65.1) and increased by approximately 3% year-on-year in comparable currencies.

The number of daily active users for all games decreased from 5.1 million to 4.5 million following the shelter-at-home Covid-19 peak in player activity in Q2 ending towards the end of the second quarter. For top 5 games, the number of active users declined to 3.2 million (3.7). Small Town Murders replaced Angry Birds Pop! in the top-5 in Q3 2020, which impacted the top-5 DAU approximately -0.1 million.

The amount of monthly unique payers (MUP) was slightly below previous quarter's level at 380 thousand (390 thousand in Q2) for the top 5 games and 445 thousand for the whole portfolio (453 thousand in Q2).

The decline in player base impacted the monetization KPI's for the whole portfolio and the average revenue per daily active user (ARPDAU) improved from the previous quarter from 15 cents to 16 cents. For the top 5 games ARPDAU increased from 17 cents to 19 cents. At the same time, MARPPU decreased from the Q2 high to 42.6 for top 5 games and 42.5 for the whole portfolio, still remaining at a higher level than in the previous quarters.

EUR million	7-9/2020	4-6/2020	1-3/2020	10-12/2019	7-9/2019	4-6/2019
Gross bookings top 5	55.1	58.6	53.7	57.6	57.3	56.7
Gross bookings total	64.5	67.7	62.1	67.0	65.1	65.2
Million	7-9/2020	4-6/2020	1-3/2020	10-12/2019	7-9/2019	4-6/2019
DAU top 5	3.2	3.7	3.7	4.1	3.8	3.4
DAU all	4.5	5.1	5.4	5.9	5.9	6.6
MAU top 5	18.1	20.1	19.7	21.0	20.7	16.2
MAU all	29.4	32.5	36.5	37.3	40.7	45.3
Thousand	7-9/2020	4-6/2020	1-3/2020	10-12/2019	7-9/2019	4-6/2019
MUP top 5	380	390	393	426	428	394
MUP all	445	453	454	497	489	460
EUR	7-9/2020	4-6/2020	1-3/2020	10-12/2019	7-9/2019	4-6/2019
ARPDAU top 5	0.19	0.17	0.16	0.15	0.16	0.18
ARPDAU all	0.16	0.15	0.13	0.12	0.12	0.11
MARPPU top 5	42.6	44.9	39.6	38.3	38.0	41.5
MARPPU all	42.5	44.7	39.6	38.3	37.7	40.4



Game-specific performance in the Games segment

After a clear peak in player engagement due to Covid-19 in Q2, the gross bookings declined in all other games except for Small Town Murders, that was launched in June and Angry Birds Friends, which remained stable.

Angry Birds 2, Rovio's largest game, declined from the previous quarter by 8% to EUR 26.5 million, but grew 6% year-on-year. The user acquisition investments for the game decreased slightly in Q3 2020.

Rovio's second biggest game in the reporting period was Angry Birds Dream Blast with gross bookings of EUR 15.5 million. The Q3 gross bookings decreased slightly from the previous quarter and year-on-year. The user acquisition investments were increased during the quarter.

Rovio's third biggest game in the reporting period was Angry Birds Friends, which was released already in 2012. Angry Birds Friends' gross bookings were nearly unchanged at EUR 7.2 million compared to the previous quarter and 17% higher year-on-year.

Small Town Murders, which was released in June 2020 became Rovio's fourth biggest game in the quarter. It generated gross bookings of EUR 3.0 million in the reporting period.

Angry Birds Match recorded gross bookings of EUR 2.9 million and was Rovio's fifth biggest game in the quarter. The drop in Angry Birds Match revenue was due to lower user acquisition investments.

Sugar Blast, which was launched in September 2019, generated EUR 2.5 million gross bookings in the third quarter and was relatively stable compared to previous quarter's EUR 2.6 million.

The Other games category generated total gross bookings of EUR 6.9 million during the quarter (8.1).

Gross bookings,						
EUR million	7-9/2020	4-6/2020	1-3/2020	10-12/2019	7-9/2019	4-6/2019
AB 2	26.5	28.8	25.0	24.9	25.0	26.5
AB Dream Blast	15.5	16.4	16.1	18.8	17.8	14.0
AB Friends	7.2	7.3	5.6	5.9	6.2	6.6
Small Town Murders	3.0	1.0	0.2	0.1		
AB Match	2.9	3.6	4.4	5.3	5.7	6.6
Sugar Blast	2.5	2.6	2.3	2.2	0.5	
Other games	6.9	8.1	8.4	9.8	9.9	11.4
Total	64.5	67.7	62.1	67.0	65.1	65.2

Brand Licensing

July-September 2020

The revenue of the Brand Licensing segment in the reporting period July-September 2020 was EUR 3.7 million (8.4) and declined 56.4% year-on-year. The revenue consisted of EUR 2.9 million (5.6) from Content Licensing and EUR 0.8 million (2.8) from Consumer Products. The revenues of Brand Licensing declined due to lower revenues from the first Angry Birds Movie as well as due to lower consumer products sales. The revenues of the movies are expected to decline over time, however, there are uncertainties in timing of the revenue streams.

The Brand Licensing segment's adjusted EBITDA in the reporting period was EUR 2.5 million (6.0) and adjusted EBITDA margin was 68.6% (72.0%). The lower EBITDA in the reporting period was due to lower revenues.

January-September 2020

During January-September 2020, the revenue of the Brand Licensing segment was EUR 9.8 million (19.4) and declined 49.2% year-on-year. The revenue consisted of EUR 6.1 million (14.1) from Content Licensing, the majority of which was income from the first Angry Birds Movie, and EUR 3.8 million (5.3) from Consumer Products. The revenues of Brand Licensing declined due to lower revenues from the first Angry Birds Movie as well as due to lower consumer products sales, as expected for the year. The revenues of the movies are expected to decline over time, however, there are uncertainties in timing of the revenue streams.

The Brand Licensing segment's adjusted EBITDA was EUR 6.0 million (12.2) and adjusted EBITDA margin was 61.3% (63.3%). The lower EBITDA in the reporting period was due to lower revenues.

EUR million	7-9/ 2020	7-9/ 2019	Change, %	1–9/ 2020	1–9/ 2019	Change, %	1–12/ 2019
Revenue	3.7	8.4	-56.4%	9.8	19.4	-49.2%	24.3
Consumer products	0.8	2.8	-72.7%	3.8	5.3	-28.7%	8.1
Content licensing	2.9	5.6	-48.2%	6.1	14.1	-56.9%	16.2
Adjusted EBITDA	2.5	6.0	-58.5%	6.0	12.2	-50.8%	14.0
Adjusted EBITDA margin, %	68.6%	72.0%		61.3%	63.3%		57.8%
EBITDA	2.5	6.0	-58.5%	5.9	12.2	-52.1%	13.8
EBITDA margin, %	68.6%	72.0%		59.7%	63.3%		56.7%
Capital expenditure	0.1	0.1	42.4%	0.3	0.6	-45.9%	0.7
Amortization	2.0	3.0	-32.0%	4.5	8.0	-43.3%	9.4

Other segment

Hatch Entertainment

Hatch Entertainment Ltd, Rovio's subsidiary, is developing a cloud-based game streaming service for mobile and smart TVs.

In 2019, Rovio announced that alternative financial structures and partnerships would be explored for Hatch. During the first quarter of 2020 Rovio announced its decision to end the financing round that was started in 2019 and that strategic alternatives for Hatch will be further evaluated.

The competition in game streaming intensified during 2019 while 5G networks and devices rollout has been slower than expected. Due to the changes in the operating environment Hatch Entertainment decided to focus its strategy. Going forward, Hatch will focus on Hatch Kids, a subscription and streaming based digital entertainment and edutainment service tailored for children and families, that was in soft launch on Android in six countries and on iOS in Finland during the reporting period. Hatch restructured its operations during the first half of 2020 to align with the updated strategy with annualized cost savings of approximately EUR 6 million.

The new cost level is actualized from June 2020 onwards. Hatch operating profit impact during the third quarter of 2020 was EUR -1.4 million (-3.2) and during January-September EUR -6.0 million (-7.8).

Consolidated statement of financial position. EUR million	30 Sept 2020	30 Sept 2019	31 Dec 2019
Non-current assets	43.5	46.6	44.9
Current receivables	39.7	54.3	47.6
Cash and cash equivalents	123.5	127.9	124.7
Total assets	206.8	228.8	217.3
Equity	161.1	173.3	168.0
Financial liabilities	11.2	15.5	14.4
Advances received and deferred income	7.8	11.7	8.6
Other payables	26.6	28.3	26.3
Total equity and liabilities	206.8	228.8	217.3

Consolidated statement of financial position

Rovio's consolidated statement of financial position amounted to EUR 206.8 million on September 30, 2020 (228.8), with equity representing EUR 161.1 million (173.3) of the total. Cash and cash equivalents amounted to EUR 123.5 million (127.9). The cash deposits amounted to EUR 53.4 million and the cash equivalents to EUR 70.2 million, consisting of investments in money market funds. The net increase in cash and cash equivalents during the third quarter was mainly attributable to cash flow from operating activities of EUR 15.7 million, which was partially offset by acquisition costs of treasury shares of EUR 6.5 million.

Total advances received, and deferred income were 7.8 million (11.7).

On September 30, 2020 Rovio's non-current assets were EUR 43.5 million (46.6). The intangible asset decrease is due to amortization, mainly of development expenses of the first Angry Birds Movie. Rovio recognizes amortization on the first Angry Birds movie in each reporting period in an amount that corresponds to 67% of movie's revenue for the period. Amortization for the Angry Birds Movie 2 corresponds to 100% of the movie's revenue for the period.

Rovio's net debt on September 30, 2020 amounted to negative EUR 112.3 million. Rovio's debt consisted of loans from Business Finland (the Finnish Funding Agency for Innovation) of EUR 2.1 million as well as EUR 9.1 million in leasing debt.

Cash flow and financing

Consolidated statement of cash

flows, EUR million	7-9/2020	7-9/2019	1-9/2020	1-9/2019	1-12/2019
Cash flow from operating activities	15.8	-0.7	46.0	7.4	10.5
Cash flow from investing activities	-1.3	-0.6	-3.3	-3.0	-3.9
Cash flow from financing activities	-7.1	3.8	-43.3	-1.0	-6.1
Change in cash and cash equivalents	7.3	2.5	-0.7	3.4	0.6
Net foreign exchange difference and value changes in money market funds	-0.4	0.8	-0.6	1.0	0.5
Cash and cash equivalents at the beginning of the period	116.7	124.6	124.7	123.6	123.6
Cash and cash equivalents at the end of the period	123.5	127.9	123.5	127.9	124.7

Rovio's net cash flow from operating activities amounted to EUR 15.8 million (-0.7) in the third quarter. The increase year-on-year was mainly attributable to the increased profit in the reporting period.

Cash flows used in investing activities amounted to EUR -1.3 million (-0.6) in the third quarter. Investments in Games of EUR 0.5 million, Brand Licensing segment of EUR 0.1 million and Other segment of EUR 0.2 million.

Cash flows used in financing activities amounted to EUR -7.1 million (3.8) in the third quarter. The increase was mainly due to acquisition of treasury shares in total of EUR 6.5 million and EUR 0.7 million lease repayments.

Personnel

From July to September 2020, Rovio's average number of employees was 475 (463). The Games business unit employed 390 people (348), the Brand Licensing business unit 18 people (33), administrative functions 47 people (38) and Hatch Entertainment 20 people (45).

	7-9/ 2020	7-9/ 2019	Change, %	1-9/ 2020	1-9/ 2019	Change, %	1–12/ 2019
Employees (average for the Period)	475	463	2.6%	467	444	5.2%	450
Employees (end of period)	479	466	2.8%	479	466	2.8%	466

Flagging notifications

Rovio did not receive any flagging notifications during the reporting period.

Shares and shareholders

On September 30, 2020, Rovio's share capital amounted to EUR 0.7 million and the number of shares was 81,270,361.

The shareholdings of the 10 largest shareholders are presented in the table below (nominee-registered holdings excluded). Oivor AB's shareholding is nominee-registered and not explicitly shown in the table.

On September 30, 2020 Rovio Entertainment Corporation held 7 853 861 of its own shares.

		Percentage of
	Number of	shares
Shareholder	Shares	and votes
Rovio Entertainment Oyj	7,853,861	9.6%
Ilmarinen Mutual Pension Insurance Company	1,640,000	2.0%
Hed Niklas Peter	1,481,002	1.8%
Danske Invest Finnish Institutional Equity Fund	1,180,000	1.4%
Elo Mutual Pension Insurance Company	1,003,004	1.2%
The State Pension Fund	1,000,000	1.2%
Vesterbacka Jan-Peter Edvin	964,579	1.2%
Sijoitusrahasto Aktia Capital	875,074	1.1%
Sijoitusrahasto Aktia Nordic Small Cap	534,196	0.7%
Säästöpankki Kotimaa	456,567	0.6%
Total	16,968,283	20.80%
Other shareholders	64,302,078	79.20%
Number of shares total	81,270,361	100%

A monthly updated table of Rovio's shareholders is available online at <u>https://investors.rovio.com/en/share-shareholders/major-shareholders</u>

Share-based incentive program

Rovio has a long-term incentive program that consists of an option plan for all employees, including the CEO and Rovio's management, and a restricted share plan for selected key employees.

The option plan provides for the issuance of up to 5,000,000 options. Each option entitles its holder to subscribe for one share. The option plan includes three lots of options that can be allocated to 2017, 2018, and 2019. Options have a vesting period of two years. The subscription price for the 2017 options is the share price in Rovio's Initial Public Offering. The subscription price for the 2018 options is the trading volume-weighted average quotation of the shares on Nasdaq Helsinki during May 2 -31, 2018, and, for the 2019 options, the trading volume-weighted average quotation of the shares quotation of the shares on Nasdaq Helsinki during May 2 -31, 2018, and, for the 2019 options, the trading volume-weighted average quotation of the shares on Nasdaq Helsinki during May 2 -31, 2019.

A total of 643 585 options were allocated under the 2018 option program as of September 30, 2020 and a total of 1 082 250 options were allocated under the 2019 option program as of September 30, 2020.

The option plan participants can execute their reward during a one-year subscription period following each vesting period through either subscribing for shares or selling options. The option plan participants generally lose the right to their reward if their employment terminates during the vesting period



The restricted share plan is constructed as a restricted share pool from which a predetermined number of Rovio shares can be allocated to a limited number of selected key employees. The Company's Board of Directors decides for each participant separately the length of the restricted period (1–3 years) relating to the shares allocated to the employee under the restricted share plan. The restricted share plan participants must be working at Rovio when the shares are transferred. The maximum number of shares that can be distributed through the restricted share plan is 1,300,000. Once the maximum number of shares has been allocated, the Board of Directors can decide on a new maximum number. A total of 695 000 rights entitling to shares had been allocated under the restricted share plan as of September 30, 2020.

On January 24, 2020 Rovio Entertainment Corporation announced that the Company has decided to establish a performance share plan for key employees including CEO and members of the leadership team. The objective of the Performance Share Plan is to motivate the key employees to work to increase shareholder value in the long term by offering them a share-based reward for achieving the set performance criteria established by the Board of Directors of Rovio. The Performance Share Plan consists of three (3) annually commencing performance periods, covering the consecutive calendar years of 2020, 2021 and 2022. Each performance period is directly followed by a one-year waiting period. Waiting periods cover calendar years 2021, 2022 and 2023. The Performance Share Plan offers the participants a possibility to earn shares for reaching the required levels set for the performance criteria.

The performance criteria for the plan are Rovio's Adjusted Operating Profit (EBIT, %, Hatch Entertainment Ltd. excluded) and Relative Games Revenue Growth (%). The required performance levels will be decided by the Rovio Board of Directors on annual basis for each performance period at a time. The potential rewards will be paid partly in shares and partly in cash after the end of each relevant waiting period in spring 2022, 2023 and 2024. The cash proportion is intended to cover taxes and taxrelated costs arising from the rewards. As a rule, no reward will be paid if a participant's employment or service ends before the reward payment. The rewards to be paid on the basis of the performance period 2020 correspond to the value of an approximate maximum total of 738,000 Rovio Entertainment Corporation shares, including the proportion to be paid in cash.

On January 24, 2020 Rovio Entertainment Corporation announced that the Company establishes an Employee Share Savings (ESS) program. The objective of the ESS Plan is to motivate employees to invest in Rovio shares by offering them additional shares in relation to their investment after a designated holding period.

The ESS Plan consists of annually commencing plan periods, each one consisting of a 12-month savings period and a holding period following the savings period. The ESS plan is offered to approximately 460 Rovio employees, excluding employees in China, United States, United Kingdom and Hatch Entertainment Ltd.

The employees will have an opportunity to save a proportion of their salaries and invest those savings in Rovio shares. The savings will be used for acquiring Rovio shares quarterly after the publication dates of the respective interim reports. Dividends paid for the shares will be reinvested in additional shares to be purchased from the market on the next potential acquisition date. As a reward for the commitment, Rovio grants the participating employees one free matching share (gross) for every two savings shares acquired with their savings, including the proportion to be paid in cash to cover applicable taxes and taxrelated costs. The prerequisites for receiving the matching shares are continued employment and holding of savings shares until the end of the holding period. In the first plan period, the savings shares and the matching shares will be acquired by purchasing shares from the market.



Participation in the ESS plan is voluntary and the employees will be invited to participate in one plan period at a time. The first plan period commences on April 1, 2020 and ends on August 31, 2022. The holding period of the first plan period ends on August 31, 2022, after which matching shares will be paid out as soon as practicably possible. The total amount of all savings during the plan period may not exceed 2,100,000 euros. The Board of Directors will decide on potential following plan periods and their details separately.

On May 28 Rovio Entertainment Corporation announced that it will apply for the listing of its series 2018A and 2018B stock options, complying with its 2017-2019 option scheme, on the Nasdaq Helsinki Ltd (First North) estimated as of June 1, 2020. The total number of the 2018A series option rights under the 2017-2019 option scheme is 1,616,667 and the total number of 2018B series option rights is 50,000. Each option right entitles its holder to subscribe to one (1) Rovio Entertainment Corporation new share or Company's treasury share. Rovio Entertainment Corporation's holds 714,417 series 2018A option rights.

Currently, the share subscription price under the 2018A series option rights is EUR 5.08 per share. The share subscription price under the 2018B series option rights is EUR 5.26 per share. In accordance with the terms and conditions of the option scheme, the subscription price has been reduced by the amount of dividends decided before the share subscription, on the record date of each dividend payment. The share subscription price shall, nevertheless, always amount to at least EUR 0.01. The adjustment based on the distribution of assets shall not apply to stock option sub-categories 2018B, as resolved by the Board of Directors.

In accordance with the terms and conditions of the option scheme, the share subscription period for series 2018A and 2018B option rights begin on June 1, 2020 and the subscription period will end on May 31, 2021[1]. The option rights 2018A and 2018B are freely transferable. The option holders can subscribe the shares during the subscription period by giving the payment and subscription details to their own bank. New shares subscribed with option rights 2018A and 2018B and 2018B will be listed as additional lots of Company shares on the main list of Nasdaq Helsinki together with the old shares after the share capital increase has been registered.

Risks

As a result of the worldwide coronavirus pandemic Covid-19 the company's business environment has changed, and changes are expected to continue. The pandemic and especially the impact it has on the global economy, may affect Rovio's business and business performance either directly or indirectly.

The Company's liquidity and cash flow is strong, and the profitability outlook remains positive, which enables the Company to continue to execute its business in accordance with its strategy.

Based on the Company's assessment, there were no material changes in the risks and uncertainties during the review period.

The most significant risks are related to the financial performance of Rovio's top games in the market, the continuous development of these games, and ability to develop new successful games. Risks in user acquisition relate to the accuracy of the profit models and the impact on the Group's net profit. New games introduced by competitors and changes in the competitive landscape may also impact the success of Rovio's games revenues, size of user acquisition investments, and the Group's profit. Changes in governmental regulations in different countries can have both short- and long-term implications for the business.

Other significant risks relate to the demand for Angry Birds branded consumer products and other content that may impact the revenues of the Brand Licensing business unit.



The Company engages in business in several currencies, with the euro and U.S. dollar being the most significant. Fluctuations in exchange rates, particularly between the euro and the U.S. dollar could have a material impact on the Company's result.

More details on the risks, uncertainties, and Rovio's risk management can be found online at <u>www.rovio.com</u> and in the most recent published financial statements.

2020 outlook (updated)

Group revenue will be somewhat lower than last year (2019: EUR 289,1 million) and adjusted operating profit (2019: 6.3%) will improve significantly.

Previous 2020 outlook

During 2020 we aim to launch 1-3 new games. The timing of new game launches depends on how the games progress in soft launch. Therefore, we do not give a full year 2020 revenue guidance. We start the year at a lower user acquisition level than we ended last year. Due to lower user acquisition investments and the planned cost savings in Hatch Entertainment Ltd., our adjusted operating profit improves.

Basis for outlook

Our strategy is to seek growth in the Games business through improving the performance of our key games and developing new games.

Brand Licensing segment is optimized for profit at a lower revenue which is expected to decline approximately 50% year-on-year in 2020.

Hatch Entertainment annualized expenses are expected to be approximately EUR 5 million (2019: EUR 10.9 million) on an adjusted basis after restructuring and aligning with its new strategy.

More detailed outlook per games category is given below:

Grow: We expect Angry Birds Dream Blast to grow on an annual basis but with much lower user acquisition vs. last year. The game has a strong feature roadmap focusing on improvements to long term retention and monetization. We are continuing to develop Sugar Blast through live operations for its core audience and improve retention and monetization in order to scale the game up. We continue to gradually scale up the user acquisition of our newest game Small Town Murders in Q4/20.

Earn: The revenues of Angry Birds 2 stabilized despite much lower user acquisition investments y-on-y. We further focus on improving the performance of the game through introducing new updates that increase engagement with our core users. The revenue of Angry Birds Friends is expected to be stable or slightly grow year-on-year. The revenue of other games in this category (Angry Birds Match and Angry Birds Pop) is expected to continue declining at a steady slow pace. We have lowered or stopped user acquisition investments into these two games.

Catalogue: We expect these games to continue declining over time. They still receive substantial organic downloads, but the active user base and revenues are expected to decline over time as we do not develop these games further.

New games: We have released one new game, Small Town Murders, in June 2020. At the moment we have three games in soft launch and several in different stages of development and we think they will benefit from having slightly more time in development and, accordingly, we will not launch another new game in 2020.

Games in soft launch are available in a selected number of countries and operated with a limited number of gamers. Soft launch games have advanced far in the game development process. They are being tested and developed in order to verify their commercial potential and scalability. There is no guarantee that games in soft launch will be published.

ROVIO

Decisions of the Annual General Meeting and the organizing meeting of the Board of Directors

The Annual General Meeting of Rovio Entertainment Corporation was held on March 31, 2020. Strict precautionary measures were taken to ensure safety at the meeting despite the corona virus epidemic while at the same time ensuring the shareholders' possibility to exercise their rights.

The Annual General Meeting adopted all the proposals to the General Meeting by the Board of Directors, approved the financial statements for the financial year 2019, approved the remuneration policy for the company's governing bodies and discharged the company's management from liability.

The Annual General Meeting decided that the Board of Directors shall comprise seven (7) members. Mr. Kaj Hed, Ms. Camilla Hed-Wilson, Mr. Kim Ignatius, Mr. Fredrik Löving, Mr. Jeferson Valadares, Mr. Björn Jeffery and Ms. Leemon Wu were elected members of the Board of Directors for the term of office ending at the closure of the Annual General Meeting in 2021.Mr. Kim Ignatius was elected Chairman of the Board of Directors. Mr. Kaj Hed was elected Vice Chairman of the Board of Directors.

The remuneration of the members of the Board of Directors was kept unchanged and monthly remuneration will be paid as follows: to the Chairman of the Board of Directors EUR 9,500, to the Vice Chairman of the Board of Directors EUR 7,500, to the other members of the Board of Directors EUR 5,000 each, and as additional monthly compensation to the Chairman of the Audit Committee EUR 2,500. If the Chairman of the Audit Committee is the Chairman or Vice Chairman of the Board of Directors, no additional compensation will be paid. The company will compensate reasonable travel expenses of the Board members and committee members arising from Board or committee work.

Ernst & Young Oy, authorized public accountants, was re-elected auditor of the company.

The Annual General Meeting authorized the Board of Directors to decide on the repurchase and/or on the acceptance as pledge of the company's own shares up to a maximum of 8,126,811 shares, which corresponds to approximately 10 percent of all the current shares of the company.

The Annual General Meeting authorized the Board of Directors to decide on the issuance of shares and the issuance of special rights entitling to shares up to a maximum of 8,126,811 shares, which corresponds to approximately 10 percent of all the current shares of the company. In addition to the authorization to issue new shares, the Board of Directors may decide on the conveyance of an aggregate maximum of 8,126,811 own shares held by the company.

Both authorizations will be in force until the closing of the next Annual General Meeting, however no longer than until June 30, 2021.

In its organizing meeting, which was held immediately after the General Meeting, the Board of Directors elected from amongst its members Mr. Kim Ignatius, (Chair), Ms. Camilla Hed-Wilson and Ms. Leemon Wu as members of the Audit Committee, and Ms. Camilla Hed-Wilson (Chair), Mr. Kim Ignatius and Mr. Fredrik Löving as members of the Remuneration Committee.

Share subscriptions with stock options

Between 6 February 2020 and 6 August 2020, a total of 2,250 Rovio Entertainment Corporation's new shares have been subscribed for with the stock option program 2018. 2,250 new shares have been subscribed for with the 2018A stock options at a subscription price of EUR 5.08. The entire subscription price of EUR 11,430.00 shall be recorded into the invested unrestricted equity reserve.

As a result of the share subscriptions, the number of Rovio Entertainment shares increases to 81,270,361 shares.



Dividend Distribution

The Annual General Meeting decided, in accordance with the proposal of the Board of Directors, to distribute a dividend of EUR 0.09 per share, EUR 6,926,814.81 in total. The dividend was paid on April 9, 2020 to shareholders who on the record date of the dividend payment April 2, 2020 were recorded in the company's shareholders' register held by Euroclear Finland Ltd.

Events after the review period

On October 5, 2020 Rovio announced that Rovio's CEO Kati Levoranta will leave the company at the end of 2020. Kati Levoranta will continue in her position until the end of 2020. The search process for a new CEO is ongoing.

ROVIO ENTERTAINMENT CORPORATION

Board of Directors



Performance measures

EUR million	7-9/ 2020	7-9/ 2019	Change, %	1-9/ 2020	1-9/ 2019	Change, %	1-12/ 2019
Revenue	67.9	74.8	-9.2%	203.8	217.5	-6.3%	289.1
EBITDA	15.9	9.6	65.3%	47.8	29.7	60.9%	32.3
EBITDA margin	23.4%	12.8%	-	23.5%	13.7%	-	11.2%
Adjusted EBITDA	15.9	9.6	65.3%	47.9	29.7	61.2%	32.6
Adjusted EBITDA margin, %	23.4%	12.8%	-	23.5%	13.7%	-	11.3%
Operating profit	12.8	5.4	138.1%	39.6	18.2	118.0%	18.1
Operating profit margin, %	18.9%	7.2%	-	19.4%	8.4%	-	6.3%
Adjusted operating profit	12.8	5.4	138.1%	39.7	18.2	118.6%	18.3
Adjusted operating profit margin, %	18.9%	7.2%	-	19.5%	8.4%	-	6.3%
Profit before tax	12.1	6.1	100.2%	38.4	18.4	108.6%	17.7
Capital expenditure	0.9	0.6	50.1%	2.8	2.2	24.0%	3.1
User acquisition	15.3	27.1	-43.7%	42.7	72.2	-40.8%	99.7
Return on equity (ROE), %	22.6%	14.9%	-	22.6%	14.9%	-	10.8%
Net gearing ratio, %	-69.7%	-64.9%	-	-69.7%	-64.9%	-	-65.7%
Equity ratio, %	81.0%	79.8%	-	81.0%	79.8%	-	80.5%
Earnings per share, EUR	0.12	0.06	99.1%	0.38	0.17	120.0%	0.17
Earnings per share, diluted EUR	0.12	0.06	98.4%	0.38	0.17	121.1%	0.17
Net cash flows from operating activities	15.8	-0.7	2448.5%	46.0	7.4	524.7%	10.5
Employees (average for the period)	475	463	2.6%	467	444	5.2%	450

Rovio presents alternative performance measures as additional information to financial measures presented in the consolidated income statements, consolidated balance sheets, and consolidated statements of cash flows prepared in accordance with IFRS. In Rovio's view, the alternative performance measures provide the management, investors, securities analysts, and other parties with significant additional information related to Rovio's results of operations, financial position or cash flows, and are often used by analysts, investors, and other parties.

Rovio presents adjusted EBITDA and adjusted operating profit, which have been adjusted for material items outside the ordinary course of business such as material net gains and losses from business disposals, direct transaction costs related to business acquisitions, restructuring costs for business operations, and costs relating to enlargement of the ownership base of the Company. Adjusted EBITDA and adjusted operating profit are presented as complementing measures to the measures included in the consolidated income statement presented in accordance with IFRS as, in Rovio's view, they increase understanding of Rovio's results of operations.

EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin, operating profit, operating profit margin, adjusted operating profit, and adjusted operating profit margin are shown as complementing measures to assess the profitability and efficiency of Rovio's operations. User acquisition costs, user acquisition costs share of Games business unit's revenue, %, and gross bookings are presented to enhance the comparability to other actors in the industry. Dividend per share, equity ratio, return on equity (ROE), net gearing, and capital expenditure are useful measures in assessing the efficiency of Rovio's operations, and Rovio's ability to obtain financing and service its debts.

ROVIO

The alternative performance measures should not be considered in isolation or as substitutes to the measures under IFRS. All companies do not calculate alternative performance measures in a uniform way and, therefore, the alternative performance measures presented here may not be comparable with similarly named measures presented by other companies.

Reconciliation of adjusted operating profit

EUR million	7-9/2020	ltems affecting exclu comparability	Income statement uding items affecting comparability
Revenue	67.9		67.9
Other operating income	0.0		0.0
Materials and services	-18.5		-18.5
Employee benefits expense	-11.2		-11.2
Depreciation and amortization	-3.1		-3.1
Other operating expenses	-22.4		-22.4
Operating profit	12.8		12.8

Income statement

		Items affecting excluding items affecting
EUR million	7-9/2019	comparability comparability
Revenue	74.8	74.8
Other operating income	0.1	0.1
Materials and services	-19.0	-19.0
Employee benefits expense	-9.5	-9.5
Depreciation and amortization	-4.2	-4.2
Other operating expenses	-36.9	-36.9
Operating profit	5.4	5.4

Income statement

EUR million	1-9/2020	Items affecting exclu comparability	uding items affecting comparability
Revenue	203.8	· · ·	203.8
Other operating income	0.3	-0.2	0.0
Materials and services	-56.3		-56.3
Employee benefits expense	-34.5	0.2	-34.3
Depreciation and amortization	-8.2		-8.2
Other operating expenses	-65.4	0.2	-65.2
Operating profit	39.6	0.1	39.7

Income statement

EUR million	1-9/2019	Items affecting excluding items affecting comparability comparability
Revenue	217.5	217.5
Other operating income	0.1	0.1
Materials and services	-57.7	-57.7
Employee benefits expense	-31.4	-31.4
Depreciation and amortization	-11.6	-11.6
Other operating expenses	-98.8	-98.8
Operating profit	18.2	18.2

EUR million	1-12/2019	ltems affecting exclu comparability	Income statement ding items affecting comparability
Revenue	289.1		289.1
Other operating income	0.6		0.6
Materials and services	-77.3		-77.3
Employee benefits expense	-41.7	0.3	-41.4
Depreciation and amortization	-14.3		-14.3
Other operating expenses	-138.3	0.0	-138.3
Operating profit	18.1	0.3	18.3

Reconciliation of adjusted operating profit

EUR million	7-9/2020	7-9/2019	1-9/2020	1-9/2019	1-12/2019
Operating profit	12.8	5.4	39.6	18.2	18.1
Income from Bargain Purchase			-0.2		
Restructuring costs arising from employee benefits expenses			0.2		0.3
Restructuring costs in Other operating expenses			0.2		0.0
Restructuring costs in Depreciation and amortization					
Adjusted operating profit	12.8	5.4	39.7	18.2	18.3

Reconciliation of EBITDA and Adjusted EBITDA

EUR million	7-9/2020	7-9/2019	1-9/2020	1-9/2019	1-12/2019
Operating profit	12.8	5.4	39.6	18.2	18.1
Depreciation and amortization	3.1	4.2	8.2	11.6	14.3
EBITDA	15.9	9.6	47.8	29.7	32.3
Income from Bargain Purchase			-0.2		
Restructuring costs arising from employee benefits expenses			0.2		0.3
Restructuring costs in Other operating expenses			0.2		0.0
Adjusted EBITDA	15.9	9.6	47.9	29.7	32.6

Reconciliation of equity ratio, %, return on equity, %,

net gearing	ratio, %,	, and net debt
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EUR million	7-9/2020	7-9/2019	1-9/2020	1-9/2019	1-12/2019
Equity ratio, %	81.0%	79.8%	81.0%	79.8%	80.5%
Equity	161.0	173.3	161.1	173.3	168.0
Advances received	2.4	6.4	2.4	6.4	3.4
Deferred revenue	5.4	5.3	5.4	5.3	5.2
Total assets	206.8	228.8	206.8	228.8	217.3
Return on equity, %	22.6%	14.9%	22.6%	14.9%	10.8%
Profit/loss before tax	37.7	24.6	37.7	24.6	17.7
Shareholder's equity beginning of period	173.3	156.7	173.3	156.7	159.4
Shareholder's equity end of period	161.1	173.3	161.1	173.3	168.0
Net gearing ratio, %	-69.7%	-64.9%	-69.7%	-64.9%	-65.7%
Total interest-bearing debt	11.2	15.5	11.2	15.5	14.4
Cash and cash equivalents	123.5	127.9	123.5	127.9	124.7
Equity	161.1	173.3	161.1	173.3	168.0
Non-current interest-bearing loans and borrowings	8.7	9.5	8.7	9.5	7.7
Current interest-bearing loans and borrowings	2.5	6.0	2.5	6.0	6.7
Cash and cash equivalents	123.5	127.9	123.5	127.9	124.7
Net debt	-112.3	-112.4	-112.3	-112.4	-110.4

Gross bookings

The following table sets out reconciliation of gross bookings used in key operational metrics and reported revenue:

EUR million	7-9/2020	7-9/2019	1-9/2020	1-9/2019	1-12/2019				
Gross bookings	64.5	65.1	194.4	196.1	263.2				
Change in deferred revenue	0.3	0.4	0.2	0.9	1.2				
Custom contracts	0.1	0.3	0.4	0.8	1.0				
Other adjustments	-0.8	0.7	-1.1	0.3	-0.6				
Revenue	64.2	66.4	193.8	198.1	264.8				

Reconciliation of gross bookings to revenue

Custom contracts are distribution contracts that are signed with partners who pre-download Rovio's games onto their own devices or distribute Rovio's games through their proprietary distribution platforms. Custom contracts usually contain a minimum guarantee and revenue share to Rovio. Rovio recognizes corresponding minimum guarantee revenue over the contract period. Custom contracts do not include the application stores operated by Apple and Google.



Calculation principles of alternative performance measures

EBITDA (Earnings before interest, taxes, depreciation and amortization), which is operating profit before depreciations and amortizations.

EBITDA margin, %, which is defined as EBITDA as a percentage of revenue.

Items affecting comparability, which are defined as material items outside the ordinary course of business such as material net gains and losses from business disposals, direct transaction costs related to business acquisitions, restructuring costs for business operations, and costs relating to enlargement of the ownership base of the company.

Adjusted EBITDA, which is defined as EBITDA excluding items affecting comparability.

Adjusted EBITDA margin, %, which is defined as comparable EBITDA as a percentage of revenue. **Operating profit margin, %**, which is operating profit as a percentage of revenue.

Adjusted operating profit, which is defined as operating profit excluding items affecting comparability.

Adjusted operating profit margin, %, which is defined as adjusted operating profit as a percentage of revenue.

User acquisition, which relate to acquisition of new players in the Company's games through performance marketing campaigns.

User acquisition share of Games revenue, **%**, which is user acquisition costs as a percentage of Games revenue.

Dividend per share, which is total dividend divided by number of shares, adjusted for share issues, at the end of the financial period less treasury shares.

Earnings per share, which is the net result for the review period divided by the average number of shares in the review period, less treasury shares.

Equity ratio, %, which is calculated by dividing (i) Total equity by (ii) Total equity and liabilities less advances received and deferred revenue.

Return on equity (ROE), which is calculated by dividing profit before tax, quarterly reports adjusted to correspond with 12 months, by the average of total equity in the opening and closing balance sheet

Capital expenditure, which is cash flow of purchase of tangible and intangible assets.

Net debt, which is calculated by subtracting cash and cash equivalents from current and non-current interest-bearing loans and borrowings.

Net gearing %, which is calculated by dividing net debt by the total equity.

Gross bookings represent in-app purchases and in-app advertising sales in the given calendar month, reported on the basis of the date of purchase/sale. Gross bookings do not include revenue from custom contracts, revenue deferrals or accounting adjustments due to e.g., foreign exchange rate differences between revenue accruals and actual payments, and thus differs from the actual reported revenue.

Player, which is defined as the user who plays one of Rovio's games on at least one device. A player can continue playing the game on multiple devices by synchronizing the game progress. Under the following metrics, a player who plays a given game in two devices is counted as one player.

DAU (Daily Active Users), which is defined as the number of players that played one of our games during a particular day. Under this metric, a player that plays two different games on the same day is counted as two DAUs. We primarily use information provided by Rovio's own technology, but we also use third-party tracking solutions for historical data and in cases when a game does not contain Rovio's tracking tools. Average DAUs for a particular period is the average of the DAUs for each day during that period.



MAU (Monthly Active Users), which is defined as the number of players that played one of our games during a particular calendar month. Under this metric, a player that plays two different games in the same month is counted as two MAUs. We primarily use information provided by Rovio's own technology, but we also use third party tracking solutions for historical data and in cases when a game does not contain Rovio's tracking tools.

MUP (Monthly Unique Payers), which is defined as the number of players that made a payment at least once during the calendar month through a payment method for which we can quantify the number of individuals, including payers from our mobile games. MUPs does not include individuals who use certain payment methods for which we cannot quantify the number of unique payers. We only use information provided by Rovio's own payment verification technology.

ARPDAU (Average Revenue Per Daily Active User), which is defined as Sum of quarterly Gross Bookings divided by number of days in the quarter divided by average DAU for the quarter.

MARPPU (Monthly Average Revenue Per Paying User), which is defined as Monthly Gross IAP Bookings divided by MUP from verified purchases. MARPPU does not include revenue from custom contracts, revenue deferrals or accounting adjustments such as foreign exchange rate differences between revenue accruals and actual payments.



Interim Report

January 1–September 30, 2020 - Tables

The figures in the Interim report are unaudited

Statement of consolidated profit or loss and other comprehensive income

	7-9/	7-9/	1-9/	1-9/	1-12/
EUR million	2020	2019	2020	2019	2019
Revenue	67.9	74.8	203.8	217.5	289.1
Other operating income	0.0	0.1	0.3	0.1	0.6
Materials and services	18.5	19.0	56.3	57.7	77.3
Employee benefits expense	11.2	9.5	34.5	31.4	41.7
Depreciation and amortization	3.1	4.2	8.2	11.6	14.3
Other operating expenses	22.4	36.9	65.4	98.8	138.3
Operating profit	12.8	5.4	39.6	18.2	18.1
Finance income and expenses	-0.7	0.7	-1.2	0.2	-0.3
Share of profit of associates	0.0	0.0	0.0	0.0	0.0
Profit (loss) before tax	12.1	6.1	38.4	18.4	17.7
Income tax expense	2.9	1.0	9.2	4.5	4.5
Profit for the period	9.2	5.1	29.2	13.9	13.2
Attributable to: Non-controlling interests	0.0	0.0	0.0	0.0	0.0
Equity holders of the parent company	9.2	5.1	29.2	13.9	13.2
Other comprehensive income/expense					
Other comprehensive income to be reclassified to profit or loss in subsequent periods (net of tax):					
Translation differences	-0.1	0.0	-0.2	0.0	0.0
Total comprehensive income for the period net of tax	9.1	5.1	29.0	13.9	13.2
Attributable to: Non-controlling interests	0.0	0.0	0.0	0.0	0.0
Equity holders of the parent company	9.1	5.1	29.0	13.9	13.2

Earnings per share, EUR	0.12	0.06	0.38	0.17	0.17
Earnings per share, diluted EUR	0.12	0.06	0.38	0.17	0.17

Consolidated statement of financial position

	30 Sept 2020	30 Sept 2019	31 Dec 2019
ASSETS			
Non-current assets	43.5	46.6	44.9
Property, plant and equipment	1.2	0.9	1.0
Intangible assets	26.4	30.3	29.0
Right-of-Use assets	8.9	8.4	7.9
Investments	1.7	0.8	0.8
Non-current receivables	0.7	0.7	0.7
Deferred tax assets	4.6	5.5	5.6
Current assets	163.2	182.2	172.4
Trade receivables	27.2	35.6	32.5
Prepayments and accrued income	9.3	15.2	10.7
Other current financial assets	3.2	3.5	4.5
Cash and cash equivalents	123.5	127.9	124.7
Total assets	206.8	228.8	217.3
EQUITY AND LIABILITIES Equity			
Issued capital	0.7	0.7	0.7
Reserves	41.8	41.8	41.8
Translation differences	-0.7	-0.5	-0.5
Treasury shares	-37.5	-2.2	-7.1
Retained earnings	127.6	119.5	119.8
Profit for the period	29.2	13.9	13.2
Equity holders of the parent company	161.1	173.3	168.0
Non-controlling interests	0.0	0.0	0.0
Total equity	161.1	173.3	168.0
Liabilities			
Non-current liabilities	8.7	9.5	7.7
Interest-bearing loans and borrowings	2.1	3.5	2.1
Lease liabilities	6.6	6.0	5.6
Deferred tax liabilities	0.0	0.0	0.0
Current liabilities	36.9	46.0	41.6
Trade and other payables	12.2	15.7	15.2
Interest-bearing loans and borrowings	0.1	3.2	4.2
Lease liabilities	2.5	2.8	2.4
Other current financial liabilities	0.6	0.4	0.7
Advances received	2.4	6.4	3.4
	5.4	5.3	5.2
Deferred revenue	0.7	0.3	0.0
Income tax payable	0.7		
	0.1	0.3	0.2
Income tax payable		0.3	
Income tax payable Provisions	0.1		0.2 10.2 49.3



Consolidated statement of changes in equity

Attributable to the equity holders of the parent on September 30, 2019

EUR million	U Issued capital	nrestricted equity reserve	Treasury shares	Retained earnings	Foreign currency translation reserve	Total	Non- controlling interests	Total equity
Balance at Jan 1, 2019	0.7	36.7	-2.7	125.3	-0.5	159.4	0.0	159.4
Profit for the period				13.9		13.9		13.9
Option subscriptions		5.1				5.1		5.1
Other comprehensive income					0.0	0.0		0.0
Share-based payments			0.5	1.4		1.9		1.9
Cash dividends				-7.1		-7.1		-7.1
September 30, 2019	0.7	41.8	-2.2	133.4	-0.5	173.3	0.0	173.3

Attributable to the equity holders of the parent on September 30, 2020

		Inrestricted	Treasury		Foreign currency		Non-	
EUR million	lssued capital	equity reserve	shares	Retained earnings	translation reserve	Total	controlling interests	Total equity
Balance at Jan 1, 2020	0.7	41.8	-7.1	133.0	-0.5	168.0	0.0	168.0
Profit for the period				29.2		29.2		29.2
Option subscriptions		0.0				0.0		0.0
Treasury shares acquisition			-30.7			-30.7		-30.7
Other comprehensive income					-0.2	-0.2		-0.2
Cash dividends				-6.9		-6.9		-6.9
Share-based payments			0.3	1.5		1.8		1.8
September 30, 2020	0.7	41.8	-37.5	156.8	-0.7	161.1	0.0	161.1

Consolidated statement of cash flows

Consolidated statement of cash nows	7-9/	7-9/	1-9/	1-9/	1-12/
EUR million	2020	2019	2020	2019	2019
Operating activities	2020	2015			2015
Profit (loss) before tax	12.1	6.1	38.4	18.4	17.7
Adjustments:	12.1	0.1	50.4	10.4	17.7
Depreciation and amortization on tangible and intangible assets	3.1	4.2	8.2	11.6	14.3
Net foreign exchange differences	1.0	-0.8	0.6	-0.9	-0.5
Gain on disposal of property, plant and equipment	0.0	-0.0	0.0	-0.0	-0.0
Finance costs	0.2	0.1	0.6	0.7	0.8
Share of profit of an associate and a joint venture	0.0	0.0	0.0	0.0	0.0
Other adjustments	0.0	0.0	0.0	0.0	0.0
Other non-cash items	0.0	0.7	1.6	2.0	2.1
Change in working capital:					
Change in trade and other receivables and prepayments	-1.4	-9.7	5.0	-17.3	-9.8
Change in trade and other payables	3.0	1.1	-1.6	2.9	-3.4
Interest received	0.0	0.2	0.1	0.4	0.5
Interest paid	-0.3	-0.3	-0.6	-0.9	-1.1
Income tax paid (received)	-2.0	-2.2	-6.2	-9.4	-10.1
Net cash flows from operating activities	15.8	-0.7	46.0	7.4	10.5
Investing activities					
Purchase of tangible and intangible assets	-0.9	-0.6	-2.8	-2.2	-3.1
Other investments	-0.4	0.0	-0.9	-0.8	-0.8
Proceeds from sales of tangible and intangible assets	0.0	0.0	0.0	0.0	0.0
Proceeds from sale of investments	0.0	0.0	0.0	0.0	0.0
Acquisition of subsidiaries, net of cash acquired	-0.0	0.0	0.4	0.0	0.0
Proceeds from sale of investments in associates and joint ventures	0.0	0.0	0.0	0.0	0.0
Net cash flows used in investing activities	-1.3	-0.6	-3.3	-3.0	-3.9
Net cash hows used in investing activities	-1.5	-0.0	-3.5	-3.0	-3.9
Financing activities					
Acquisition of non-controlling interests	0.0	0.0	0.0	0.0	0.0
Finance lease repayments	-0.7	-0.7	-2.0	-2.0	-2.7
Proceeds from and repayments of borrowings	0.0	0.0	-4.0	3.0	3.0
Share subscriptions based on option rights	0.0	4.5	0.0	5.1	5.1
Acquisition of treasury shares	-6.5	0.0	-30.7	0.0	-5.1
Share-based payments	0.0	0.0	0.3	0.0	0.8
Dividends paid to equity holders of the parent	0.0	0.0	-6.9	-7.1	-7.1
Net cash flows from/(used in) financing activities	-7.1	3.8	-43.3	-1.0	-6.1
Change in cash and cash equivalents	7.3	2.5	-0.7	3.4	0.6
Net foreign exchange difference and value changes in money					
market funds	-0.4	0.8	-0.6	1.0	0.5
Cash and cash equivalents at beginning of period	116.7	124.6	124.7	123.6	123.6
Cash and cash equivalents at the end of the period	123.5	127.9	123.5	127.9	124.7

Notes

1. Key accounting principles

Rovio's consolidated financial statements are prepared in accordance with the International Financial Reporting Standards (IFRS) adopted by the EU. The interim financial statements are not presented in accordance with IAS 34 standard, as Rovio applies the statutes of the Finnish Securities Markets Act (1278/2015) regarding the regular disclosure requirements. The accounting principles and methods used in the preparation of the interim report are essentially the same as those applied in the consolidated financial statements for the year 2019.

The figures in the consolidated interim financial statements have been rounded and consequently the sum of individual figures may deviate from the sum presented. Key figures have been calculated using exact figures.

This interim report does not include all the information or disclosures as presented in the consolidated financial statements of December 31, 2019.

The figures in this report are unaudited.

2. Notes to the statement of profit or loss

2.1 Segment disclosures

Rovio has defined its operating segments as Games, Brand Licensing (BLU) and Other.

Rovio defines the Group's Board of Directors as its chief operating decision maker (CODM). The CODM follows Rovio's performance on the segment level, which is presented in section 2.2 Segment operating performance. EBITDA is the primary performance measure that CODM follows. There are no revenues between the operating segments of Rovio Group.

The segment assets and liabilities except for non-current assets are not reported and reviewed by the chief operating decision maker and have not been included in the table below. Rovio did not during the interim period have customers that would require disclosure (i.e. 10% or more of revenues from transactions with a single customer).

2.2 Segment operating performance

The allocations between segments consist of shared functions employee benefits expense as well as general and administrative expenses that are recognized centrally and allocated to the reportable segments as a separate line item in management reporting.

Segment profit and loss 7-9/2020

		Brand			Total IFRS
EUR million	Games	Licensing	Other	Allocation	segments
Revenue	64.2	3.7	0.0		67.9
Other operating income	0.0	0.0	0.0		0.0
Materials and services	18.2	0.3	0.0		18.5
Employee benefits expense	8.7	0.5	1.3	0.7	11.2
User acquisition	15.3	0.0	0.0		15.3
Other operating expenses	4.7	0.2	1.3	0.9	7.1
Allocations	1.2	0.2	0.3	-1.7	0.0
EBITDA	16.2	2.5	-2.9	0.0	15.9
Depreciation and amortization	0.9	2.0	0.2		3.1
Operating profit	15.4	0.5	-3.0		12.8
EBITDA	16.2	2.5	-2.9		15.9
Adjustments	0.0	0.0	0.0		0.0
Adjusted EBITDA	16.2	2.5	-2.9		15.9
Operating profit	15.4	0.5	-3.0		12.8
Adjustments	0.0	0.0	0.0		0.0
Adjusted operating profit	15.4	0.5	-3.0		12.8

Segment Capital expenditure

7-9/2020

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Capital expenditure	0.5	0.1	0.2	0.9

Segment assets September 30,2020

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Non-current assets	7.4	17.1	19.0	43.5



Segment profit and loss 7-9/2019

		Brand			Total IFRS
EUR million	Games	Licensing	Other	Allocation	segments
Revenue	66.4	8.4	0.0		74.8
Other operating income	0.1	0.0	0.0		0.1
Materials and services	18.6	0.4	0.0		19.0
Employee benefits expense	6.1	0.9	1.9	0.6	9.5
User acquisition	27.1	0.0	0.0		27.1
Other operating expenses	5.4	0.8	2.5	1.0	9.8
Allocations	1.0	0.3	0.3	-1.6	0.0
EBITDA	8.3	6.0	-4.7	0.0	9.6
Depreciation and amortization	1.1	3.0	0.1		4.2
Operating profit	7.2	3.0	-4.8		5.4
EBITDA	8.3	6.0	-4.7		9.6
Adjustments	0.0	0.0	0.0		0.0
Adjusted EBITDA	8.3	6.0	-4.7		9.6
Operating profit	7.2	3.0	-4.8		5.4
Adjustments	0.0	0.0	0.0		0.0
Adjusted operating profit	7.2	3.0	-4.8		5.4

Segment Capital expenditure 7-9/2019

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Capital expenditure	0.3	0.1	0.2	0.6

Segment assets September 30, 2019

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Non-current assets	7.0	22.5	17.0	46.6

Segment profit and loss 1–9/2020

EUR million	Games	Brand Licensing	Other	Allocation	Total IFRS segments
Revenue	193.8	9.8	0.1		203.8
Other operating income	0.0	0.0	0.3		0.3
Materials and services	55.5	0.8	0.0		56.3
Employee benefits expense	26.1	1.5	4.8	2.1	34.5
User acquisition	42.7	0.0	0.2		42.9
Other operating expenses	13.8	1.1	4.6	3.0	22.5
Allocations	3.6	0.5	1.0	-5.1	0.0
EBITDA	52.1	5.9	-10.2	0.0	47.8
Depreciation and amortization	3.1	4.5	0.5		8.2
Operating profit	49.0	1.4	-10.7		39.6
EBITDA	52.1	5.9	-10.2		47.8
Adjustments	0.0	0.2	-0.1		0.1
Adjusted EBITDA	52.1	6.0	-10.2		47.9
Operating profit	49.0	1.4	-10.7		39.6
Adjustments	0.0	0.2	-0.1		0.1
Adjusted Operating profit	49.0	1.5	-10.8		39.7

Segment Capital expenditure

1-9/2020

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Capital expenditure	1.8	0.3	0.7	2.8

Segment assets September 30,

2020

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Non-current assets	7.4	17.1	19.0	43.5

Segment profit and loss 1–9/2019

		Brand			Total IFRS
EUR million	Games	Licensing	Other	Allocation	segments
Revenue	198.1	19.4	0.0		217.5
Other operating income	0.1	0.0	0.0		0.1
Materials and services	56.9	0.9	0.0		57.7
Employee benefits expense	21.0	2.8	5.6	2.0	31.4
User acquisition	72.2	0.0	0.0		72.2
Other operating expenses	15.0	2.6	5.9	3.1	26.6
Allocations	3.3	0.8	1.0	-5.1	0.0
EBITDA	29.9	12.2	-12.5	0.0	29.7
Depreciation and amortization	3.2	8.0	0.4		11.6
Operating profit	26.8	4.3	-12.9		18.2
EBITDA	29.9	12.2	-12.5		29.7
Adjustments	0.0	0.0	0.0		0.0
Adjusted EBITDA	29.9	12.2	-12.5		29.7
Operating profit	26.8	4.3	-12.9		18.2
Adjustments	0.0	0.0	0.0		0.0
Adjusted Operating profit	26.8	4.3	-12.9		18.2

Segment Capital expenditure

1-9/2019

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Capital expenditure	0.6	0.6	1.0	2.2

Segment assets September 30,

2019

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Non-current assets	7.0	22.5	17.0	46.6

Segment profit and loss 1–12/2019

		Brand			Total IFRS
EUR million	Games	Licensing	Other	Allocation	segments
Revenue	264.8	24.3	0.0		289.1
Other operating income	0.6	0.0	0.0		0.6
Materials and services	75.7	1.6	0.0		77.3
Employee benefits expense	28.7	3.5	6.9	2.6	41.7
User acquisition	99.7	0.0	0.1		99.8
Other operating expenses	21.3	4.3	8.8	4.1	38.5
Allocations	4.3	1.1	1.3	-6.7	0.0
EBITDA	35.6	13.8	-17.0	0.0	32.3
Depreciation and amortization	4.3	9.4	0.6		14.3
Operating profit	31.3	4.3	-17.6		18.1
EBITDA	35.6	13.8	-17.0		32.3
Adjustments	0.0	0.3	0.0		0.3
Adjusted EBITDA	35.6	14.0	-17.0		32.6
Operating profit	31.3	4.3	-17.6		18.1
Adjustments	0.0	0.3	0.0		0.3
Adjusted operating profit	31.3	4.6	-17.6		18.3

Segment Capital expenditure 1–12/2019

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Capital expenditure	1.1	0.7	1.4	3.1

Segment assets December 31, 2019

		Brand		Total IFRS
EUR million	Games	Licensing	Other	segments
Non-current assets	6.9	21.2	16.8	44.9

3. Changes in contingent liabilities or contingent assets

Future minimum rentals payable under non-cancelable operating leases and other commitments are as follows.

	At September 30,	At September 30,	At December 31,
EUR million	2020	2019	2019
Equipment lease commitments			
Due within one year	0.0	0.0	0.0
Due in subsequent years	0.0	0.0	0.0
Total	0.0	0.0	0.0
Office rental commitments			
Due within one year	0.0	0.0	0.0
Due in subsequent years	0.0	0.0	0.0
Total	0.0	0.0	0.0
Other commitments			
Enterprise mortgages	0.0	0.0	0.0
Venture Capital investment commitment	0.9	1.9	1.9
Total	0.9	1.9	1.9

4.Related party transactions

Rovio's related parties include its subsidiaries, associates, key persons belonging to the management and their close family members and entities controlled by them, and entities with significant influence on Rovio. Oivor AB is an entity, that has significant influence over the Rovio Group. In April 2020, EUR 2.9 million was paid out as dividend between the Rovio Group and Oivor.

5.Calculation of earnings per share

	7-9/ 2020	7-9/ 2019	1-9/ 2020	1-9/ 2019	1-12/ 2019
Earnings per share, EUR	0.12	0.06	0.38	0.17	0.17
Earnings per share, diluted, EUR	0.12	0.06	0.38	0.17	0.17
Shares outstanding at the end of the period (thousands)	73,417	81,268	73,417	81,268	79,612
Weighted average adjusted number of shares during the financial period, basic (thousands)	73,747	80,813	75,903	79,771	79,697
Weighted average adjusted number of shares during the financial period, diluted (thousands)	74,184	80,995	76,138	80,396	79,886