



FIRST QUARTER JANUARY–MARCH 2021

- Revenue increased by 8.0% to 568.3 MSEK (526.3).
- Adjusted EBITA rose by 11.7% to 54.5 MSEK (48.8), corresponding to an adjusted EBITA margin of 9.6% (9.3).
- Adjusted EBITDA increased by 15.5% to 62.7 MSEK (54.3), corresponding to an adjusted EBITDA margin of 11.0% (10.3).
- Operating profit (EBIT) declined by 10.4% to 35.4 MSEK (39.5), corresponding to an operating margin of 6.2% (7.5).
- Profit for the quarter amounted to 13.2 MSEK (21.6).
- Earnings per share after dilution amounted to 0.19 SEK (0.43).
- Operating cash flow amounted to -42.8 MSEK (-39.5).
- On 15 March 2021, Thunderful Group acquired the German game publisher and game developer Headup GmbH.



HEADUP

EVENTS AFTER THE END OF THE QUARTER

- On 30 April, Thunderful Group announced that its subsidiary Coatsink Software Ltd had signed new game development agreements valued at more than 20 MUSD.

KEY PERFORMANCE INDICATORS

GROUP	Quarter		12 months	Full year*
	Jan–Mar 2021	Jan–Mar 2020	Apr 2020– Mar 2021	2020
Operating income, MSEK	568.3	526.3	3,124.3	3,082.3
Net revenue, MSEK	538.9	520.2	3,066.5	3,047.8
Gross profit, MSEK	187.3	126.2	754.3	693.2
Gross margin,	33.0%	24.0%	24.1%	22.5%
Operating profit (EBIT), MSEK	35.4	39.5	210.8	214.9
Operating margin (EBIT margin)	6.2%	7.5%	6.7%	7.0%
EBITA, MSEK	51.9	48.8	259.9	256.8
Adjusted EBITA, MSEK	54.5	48.8	277.2	271.5
Adjusted EBITA margin	9.6%	9.3%	8.9%	8.8%
EBITDA, MSEK	60.1	54.3	282.5	276.7
Adjusted EBITDA, MSEK	62.7	54.3	299.8	291.4
Adjusted EBITDA margin	11.0%	10.3%	9.6%	9.5%
Profit for the period, MSEK	13.2	21.6	129.0	137.4
Net working capital, MSEK	535.3	491.7	535.3	541.1
Operating cash flow, MSEK	-42.8	-39.5	49.8	10.0
Cash conversion	-68.3%	-72.7%	16.6%	3.4%
Interest-bearing net debt, MSEK	-309.6	271.2	-309.6	-305.1
Interest-bearing net debt / adjusted EBITDA, LTM	-1.0	4.8	-1.0	-1.0
Earnings per share before dilution, SEK	0.19	0.43	2.28	2.65
Earnings per share after dilution, SEK	0.19	0.43	2.28	2.64

* See Note 3 Revaluation of acquisition analysis according to IFRS 3



CEO'S COMMENTS

AN EXCITING FIRST QUARTER WITH GOOD PROFITABILITY

The first quarter of 2021 was characterised by favourable profitability in both the Games and Distribution segments as well as exciting events on several fronts. We strengthened our company management teams through the appointment of new employees to several positions, acquired the German game publisher and game developer Headup, and followed up the acquisition with the successful integration of the company into the publishing operations. After the end of the quarter, we signed new long-term development and partnership agreements with Facebook and Oculus.



We are pleased to present a quarter characterised by good profitability. The Group's revenue for the first quarter amounted to 568.3 MSEK (526.3), of which net revenue accounted for 538.9 MSEK and was distributed as follows: 67.9 MSEK (30.1) for Games and 470.9 MSEK (490.1) for Distribution. Adjusted operating profit before depreciation, amortisation and impairment (EBITDA) amounted to 62.7 MSEK (54.3), with the Games segment contributing 32.3 MSEK (15.9) and Distribution contributing 32.8 MSEK (36.8), while the Other segment contributed -2.4 MSEK (1.6). Adjusted operating profit before acquisition-related depreciation, amortisation and impairment (EBITA) amounted to 54.5 MSEK (48.8), with the Games segment contributing 25.9 MSEK (12.4) and Distribution contributing 31.1 MSEK (36.4), while the Other segment contributed -2.5 MSEK (0.0).

Naturally, it is gratifying to see how our Games segment is developing as we carry out our forward-looking acquisition agenda. Games accounted for 13% of the Group's total LTM Q3'20 EBITA in the autumn, increased to 21% of EBITA in the fourth quarter of 2020, and accounted for 45% of EBITA in the first quarter. Consistently developing and releasing best-in-class games results in strong long-tail sales. It's a simple equation: the more strong titles we have in our catalogue, the better our results over time. We look forward to more game releases in 2021.

Our Distribution segment performed well during the quarter. It is important to remember that the pandemic is still ongoing in the Nordic region and that the comparative quarter in the preceding year was very strong: in March of last year, Bergsala - which has been a Nintendo agent for 40 years this year - released the latest game in the world-famous Animal Crossing series, and our toy

distributor Amo Toys was not negatively impacted by COVID-19 until the end of the first quarter of 2020. Bergsala is currently carrying out major marketing initiatives, and there is a healthy demand for Amo Toys' spring and summer collection. Despite lower revenue, Amo Toys delivered stronger earnings than in the year-earlier period, driven by a higher gross margin. At the same time, net revenue in Nordic Game Supply, which distributes game accessories, was exceptionally strong. This was partly due to the fact that we are now Razer's distributor in the Nordic region, but we are growing in all categories and continuing to experience strong demand for game accessories.

Our main strategy is to continuously invest in our long-term growth. We reinvest the cash flows from all parts of the Group to further improve our development and publishing operations, start new business areas in gaming, and continue to release amazing games.

Strategic acquisition and new agreements

In February, we acquired the German game publisher and game developer Headup, which has been releasing games from its office in Cologne for more than a decade. The integration of the company has proceeded according to plan. Headup's CEO, Dieter Schoeller, joined Thunderful





Group as Head of Publishing to be responsible for a clear, label-based publishing strategy: Thunderful Publishing will release titles in the A-AA price segments, Headup will focus on high-caliber indie titles, and the illustrious Rising Star Games will be used to bring Japanese games to the west.

Not only the publishing operations have been strengthened. In January, Thunderful Group announced that it had appointed Henrik Mathiasen, our Head of Distribution, as CEO of Bergsala AB. Overall, we are very happy with this development and are already seeing tangible results. Henrik stepped down from his position as CEO of Nordic Game Supply, and former Commercial Director Morten-Stig Johansen took over from him.

At the end of April, we announced that our UK subsidiary Coatsink had signed a long-term VR development and partnership agreement with several companies owned by Facebook, including Facebook Technologies, at a total value of just over 20 MUSD. The agreement was signed in conjunction with Facebook's acquisition of the developer and publisher of the VR game Onward, which Coatsink previously managed. Altogether, we expect the transaction to have a highly positive impact on Thunderful Group, since Coatsink will generate revenue with high visibility for multiple quarters in accordance with its milestone scheme.

Expansion going forward

Digital sales have dominated the computer game market for a decade, and the landscape is constantly changing. New payment models, streaming services and forms of subscriptions are enabling new ways of playing, new arenas and new industry players. For many years, part of the narrative in the industry has been about the liberation of game developers and the dream of self-publishing, while publishers have been forced to redefine themselves – or go under.

At Thunderful Group, we are currently working to expand our Games segment. More and larger investments in external game projects will provide a relevant and growing complement to our existing development and publishing operations. All operations have their pros and cons:

- Game development involves considerable costs in the form of man-hours, but provides total control over the content.
- Publishing provides us with limited control over the content, but entails a more limited commitment for each title and more chances to succeed.
- Investments in game projects involve a smaller commitment for each title, but significantly more chances to succeed.

To succeed with investments in game projects, we must keep our ear to the ground, and we believe that we are particularly well positioned to find exceptional projects worldwide. Thunderful Group has access to the capital market, which we hope we will have the opportunity to capitalise on for both further acquisitions and investments going forward.



Finally, I mentioned in my latest CEO's comments that Thunderful Group would be moving to new premises in Gothenburg's Kvarnberget district. The move went well, and the Group's head office now has a new address.

GOTHENBURG, MAY 2021
BRJANN SIGURGEIRSSON
CEO

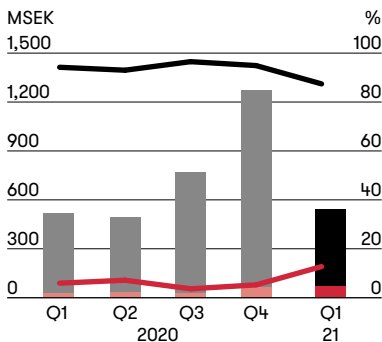


ABOUT THUNDERFUL GROUP

Thunderful Group is a group of companies active in the development and publishing of games as well as the distribution of Nintendo products, games, game accessories, toys and other products.

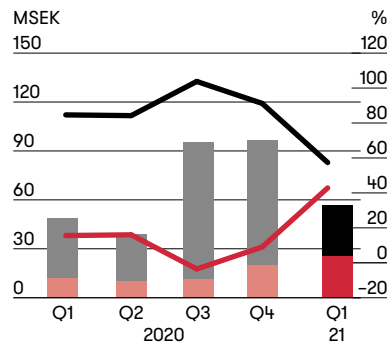
Thunderful Group was founded in late 2019 after a restructuring of the company groups Bergsala and Thunderful. With its head office in Gothenburg, Thunderful Group covers the entire gaming industry value chain through its Thunderful Games and Thunderful Distribution segments. The Group consists of over 20 subsidiaries and has about 350 employees in Europe.

NET REVENUE, Q1 2020–Q1 2021



Thunderful Games Q1 2021: 12.6%
Thunderful Distribution Q1 2021: 87.4%

ADJUSTED EBITA, Q1 2020–Q1 2021



Thunderful Games Q1 2021: 44.8%
Thunderful Distribution Q1 2021: 55.2%



Thunderful Group

MISSION

To provide creative entertainment products of the highest quality for people of all ages

VISION

To be a leader in a world where everyone can play





FINANCIAL DEVELOPMENT OF THE GROUP

QUARTER JANUARY–MARCH

NET REVENUE

The Group's net revenue for the first quarter amounted to 538.9 MSEK (520.2), corresponding to an increase of 3.6%. The drivers underlying this increase in net revenue are described in the section for each business segment.

Business segments

Net revenue increased by 125.6% to 67.9 MSEK (30.1) in the Games segment and decreased by -3.9% to 470.9 MSEK (490.1) in the Distribution segment.

MSEK	Quarter		12 months	Full year
	Jan-Mar 2021	Jan-Mar 2020	Apr 2020–Mar 2021	2020
Thunderful Games	67.9	30.1	193.9	156.2
Thunderful Distribution	470.9	490.1	2,872.4	2,891.6
– of which, Bergsala	189.2	284.4	1,615.2	1,708.4
– of which, Nordic Game Supply	192.0	100.7	463.4	704.6
– of which, Amo Toys	89.7	105.0	793.9	478.6
Other	0.0	0.0	0.0	0.0
Net revenue	538.9	520.2	3,066.3	3,047.8

Thunderful Games did not release any internally developed games in the first quarter of 2021.

In the Distribution segment, net revenue decreased by -33.5% to 189.2 MSEK (284.4) in Bergsala, increased by 90.7% to 192.0 MSEK (100.7) in Nordic Game Supply and decreased by -14.6% to 89.7 MSEK (105.0) in Amo Toys. For Bergsala, net revenue in the comparative quarter was driven by the global hit Animal Crossing: New Horizons. Most of the increase for Nordic Game Supply was attributable to the new Razer brand and the decrease for Amo Toys was explained by the fact that only a small portion of the comparative quarter was impacted by COVID-19.

GROSS PROFIT

Gross profit for the first quarter amounted to 187.3 MSEK (126.2), corresponding to an increase of 48.4% and a gross margin of 33.0% (24.0). Profit was attributable to increased net revenue in the Games segment, with a significantly higher gross margin than in the Distribution segment, while net revenue in the Distribution segment declined. To a certain extent, the total gross margin in the Distribution segment was also driven by mix effects in the segment.

OPERATING EXPENSES

Costs for goods for resale and game projects decreased by -4.8% to -381.0 MSEK (-400.1).

Other external expenses increased by 39.1% to -57.6 MSEK (-41.4). Of the total increase in expenses of -16.2 MSEK, -8.5 MSEK was attributable to increased marketing costs and -2.6 MSEK to nonrecurring costs, of which -1.9 MSEK comprised acquisition-related nonrecurring costs and -0.7 MSEK comprised the sale of a property in the Games segment.

Personnel expenses increased by 66.7% to -51.0 MSEK (-30.6). The total number of employees at the end of the quarter was 348 (173).

Depreciation and amortisation rose by 66.9% to -24.7 MSEK (-14.8). The main factors underlying the increase in amortisation of intangible assets was the acquisition of Coatsink Software Ltd, which had an impact of -7.2 MSEK on the first quarter of 2021.

MSEK	Quarter		12 months	Full year
	Jan-Mar 2021	Jan-Mar 2020	Apr 2020–Mar 2021	2020
Costs for goods for resale and game projects	-381.0	-400.1	-2,370.0	-2,389.1
Other external expenses	-57.6	-41.4	-280.3	-264.1
– of which, marketing costs	-18.9	-10.4	-132.3	-123.8
– of which, acquisition-related non-recurring costs	-1.9	0.0	-16.6	-14.7
– of which, other nonrecurring costs	-0.7	0.0	-0.7	0.0
Personnel expenses	-51.0	-30.6	-160.5	-140.1
Depreciation, amortisation and impairment of property, plant and equipment and intangible assets	-24.7	-14.8	-71.7	-61.8
– of which, acquisition-related amortisation of intangible assets	-16.5	-9.3	-49.0	-41.8
Other operating expenses	-18.6	0.0	-31.0	-12.4
Total operating expenses	-532.9	-486.9	-2,913.5	-2,867.5

The Group applies the following amortisation principles for its game development and publishing projects: Amortisation of finished game-development projects and launched publishing projects – degressive amortisation over two years; 1/3 amortisation during months 1 to 3 following release, 1/3 amortisation in months 4 to 12 following release and the remaining 1/3 in months 13 to 24 following release.

**ADJUSTED OPERATING PROFIT, EBITDA**

Adjusted operating profit before depreciation, amortisation and impairment of intangible assets and property, plant and equipment (EBITDA) during the quarter amounted to 62.7 MSEK (54.3), corresponding to an adjusted EBITDA margin of 11.0% (10.3). Adjusted EBITDA is adjusted for total nonrecurring items of –2.6 MSEK (0.0), of which –1.7 MSEK is attributable to acquisition-related nonrecurring costs and –0.7 MSEK to the sale of a property in the Games segment.

Business segments

Adjusted EBITDA for the Games segment amounted to 32.3 MSEK (15.9) for the quarter, corresponding to an adjusted EBITDA margin of 41.9% (45.2).

Adjusted EBITDA for the Distribution segment totalled 32.8 MSEK (36.8) for the quarter, corresponding to an adjusted EBITDA margin of 6.7% (7.5)

MSEK	Quarter		12 months	Full year
	Jan–Mar 2021	Jan–Mar 2020	Apr 2020–Mar 2021	2020
Thunderful Games	32.3	15.9	83.6	67.2
Thunderful Distribution	32.8	36.8	229.4	233.4
Other	–2.4	1.6	–13.2	–9.2
Adjusted EBITDA	62.7	54.3	299.8	291.4
Adjusted nonrecurring items (Games segment)	–0.7	0.0	–0.7	0.0
Adjusted nonrecurring items (Other segment)	–1.9	0.0	–16.6	–14.7
EBITDA	60.1	54.3	282.5	276.7
Adjusted EBITDA margin				
Thunderful Games	41.9%	45.2%	38.1%	36.5%
Thunderful Distribution	6.7%	7.5%	7.9%	8.1%
Thunderful Group	11.0%	10.3%	9.6%	9.5%

ADJUSTED OPERATING PROFIT, EBITA

Adjusted operating profit before acquisition-related depreciation and amortisation (EBITA) amounted to 54.5 MSEK (48.8) for the quarter, corresponding to an adjusted EBITA margin of 9.6% (9.3). Adjusted EBITA is adjusted for total nonrecurring items of –2.6 MSEK (0.0), of which –1.7 MSEK is attributable to acquisition-related nonrecurring costs and –0.7 MSEK to the sale of a property in the Games segment.

Business segments

Adjusted EBITA for the Games segment amounted to 25.9 MSEK (12.4) for the quarter, corresponding to an adjusted EBITA margin of 33.6% (35.2).

Adjusted EBITA for the Distribution segment totalled 31.1 MSEK (36.4) for the quarter, corresponding to an adjusted EBITA margin of 6.3% (7.4).

MSEK	Quarter		12 months	Full year
	Jan–Mar 2021	Jan–Mar 2020	Apr 2020–Mar 2021	2020
Thunderful Games	25.9	12.4	66.6	53.1
Thunderful Distribution	31.1	36.4	222.3	227.6
Other	–2.5	0.0	–11.7	–9.2
Adjusted EBITA	54.5	48.8	277.2	271.5
Adjusted nonrecurring items (Games segment)	–0.7	0.0	–0.7	0.0
Adjusted nonrecurring items (Other segment)	–1.9	0.0	–16.6	–14.7
EBITA	51.9	48.8	259.9	256.8
Adjusted EBITA margin				
Thunderful Games	33.6%	35.2%	30.3%	28.8%
Thunderful Distribution	6.3%	7.4%	7.7%	7.9%
Thunderful Group	9.6%	9.3%	8.9%	8.8%



OPERATING PROFIT, EBIT

Operating profit during the quarter amounted to 35.4 MSEK (39.5), corresponding to an operating margin of 6.2% (7.5). Operating profit includes total nonrecurring items of -2.6 MSEK (0.0), of which -1.7 MSEK is attributable to acquisition-related nonrecurring costs and -0.7 MSEK to the sale of a property in the Games segment.

Business segments

Operating profit in the Games segment amounted to 18.1 MSEK (12.4) for the quarter, corresponding to an operating margin of 23.5% (35.2).

Operating profit in the Distribution segment amounted to 21.7 MSEK (27.1) for the quarter, corresponding to an operating margin of 4.4% (5.5).

MSEK	Quarter		12 months	Full year
	Jan–Mar 2021	Jan–Mar 2020	Apr 2020–Mar 2021	2020
Thunderful Games	18.1	12.4	54.2	48.5
Thunderful Distribution	21.7	27.1	185.0	190.4
Other	-4.4	0.0	-28.3	-23.9
Operating profit	35.4	39.5	210.8	214.9
Operating margin				
Thunderful Games	23.5%	35.2%	24.7%	26.3%
Thunderful Distribution	4.4%	5.5%	6.4%	6.6%
Thunderful Group	6.2%	7.5%	6.7%	7.0%

FINANCIAL NET

Financial net amounted to -18.2 MSEK (-6.4). Of the total financial net, -17.2 MSEK comprises the net of exchange gains and exchange losses.

TAX

Tax amounted to -4.0 MSEK (-11.5), with an estimated maximum provision to the tax allocation reserve for 2021 and no provision to the tax allocation reserve in tax calculation for the comparative quarter.

PROFIT FOR THE PERIOD

Profit for the period amounted to 13.2 MSEK (21.6) for the quarter, corresponding to a net profit margin of 2.3% (4.1).





FINANCIAL POSITION

FINANCIAL POSITION AND LIQUIDITY

The Group's total assets on 31 March 2021 amounted to 2,556.3 MSEK, compared with 1,358.9 MSEK on 31 March 2020.

Working capital on 31 March 2021 amounted to 535.3 MSEK, compared with 491.7 MSEK on 31 March 2020.

The Group's equity on 31 March 2021 totalled 1,597.4 MSEK, compared with 540.4 MSEK on 31 March 2020.

SEASONAL VARIATIONS

Thunderful Group has a seasonal distribution business that is characterised by higher sales in connection with major commercial holidays. A significant part of the full year sales and profit has historically been generated during the fourth quarter, which also means that operating expenses in relation to sales are generally high during the first to third quarter.

CASH FLOW AND INVESTMENTS

Cash flow from operating activities during the first quarter amounted to 65.9 MSEK (-109.0).

Cash flow from investment activities during the quarter totalled -61.9 MSEK (-11.1).

Cash flow from financing activities during the quarter amounted to -3.5 MSEK (95.9).

Total cash flow for the quarter amounted to 0.5 MSEK (-24.1).

Operating cash flow for the first quarter amounted to -42.8 MSEK (-39.5), corresponding to cash conversion of -73.2%. Operating cash flow included acquisitions of -49.1 MSEK.

MSEK	Quarter		12 months	Full year
	Jan-Mar 2021	Jan-Mar 2020	Apr 2020-Mar 2021	2020
Development capex	13.5	3.9	29.8	20.2
Acquisition capex	49.1	0.0	172.5	123.4
Other capex	-0.7	7.2	4.1	12.0
Total investments	61.9	11.1	206.4	155.6

Development investments in the first quarter amounted to 13.5 MSEK (3.9), corresponding to an increase of 246.2%.

Acquisition investments amounted to 49.1 MSEK (0.0) and other investments to -0.7 MSEK (7.2). Total investments thus amounted to 61.9 MSEK (11.1).

PARENT COMPANY

Net revenue in the Parent Company during the first quarter amounted to 1.7 MSEK (1.2), operating loss to -2.6 MSEK (-6.0) and loss for the period to -5.3 MSEK (-1.2).





OPERATIONAL OVERVIEW BY BUSINESS AREA

THUNDERFUL GAMES

Thunderful Games, active in the development and publication of games. The business segment includes the Group company Thunderful Development with game development teams from the previously independent game studios Image & Form, Zoink, Guru Games, The Station and Coatsink. Thunderful Development's strategy is based on in-house developed, high-quality, single-player games with rich content for PCs and consoles. The business segment also includes Thunderful Publishing, Headup and Rising Star Games, which were integrated into a joint organisation in the first quarter of 2021, but continues to operate publishing operations under each brand.

COMMENTS ON EVENTS DURING THE QUARTER

On 15 March 2021, Thunderful Group acquired the German game publisher and game developer Headup GmbH. Details about the acquisition are presented in Note 1.

THUNDERFUL DISTRIBUTION

Thunderful Distribution, with operations in distribution and sale of, among other items, Nintendo products, games, game accessories and toys. The business segment includes the distributors Bergsala, Amo Toys and Nordic Game Supply. Bergsala has been distributing Nintendo's products in Sweden since 1981. Amo Toys and Nordic Game Supply are Nordic distributors of games, game accessories, merchandise and toys. Brands distributed by Amo Toys and Nordic Game Supply include Rockstar, 2K Games, Razer, Thrustmaster, PowerA, Hori, MGA Entertainment (with brands such as L.O.L., BabyBorn and Little Tikes), GeoMag and Intex.

COMMENTS ON EVENTS DURING THE QUARTER

Henrik Mathiasen took office as CEO of Bergsala and Morten-Stig Johansen took office as CEO of Nordic Game Supply.





ONGOING DEVELOPMENT AND UPCOMING RELEASES

As of 31 March 2021, the Group had announced 14 ongoing internal game-development projects (see below). For updated information on release dates, please refer to the publishers mentioned below or Thunderful Group’s website. In addition to these, the Group has 29 game titles under publication that are developed by third

parties and published by one of the Group’s publishing companies. The releases of Lost in Random and Jurassic World Aftermath Part 2 have been pushed back slightly, from late H1 to H2 2021. The delays are due to pandemic-related causes. Further delays are deemed unlikely.

ANNOUNCED RELEASES OF INTERNALLY DEVELOPED THUNDERFUL GAMES AS OF 31 MARCH 2021

Game description			Platforms						Distribution		
Title	Release	Publisher	Own IP	PC	Console	Mobile	Browser	VR	Streaming	Digital	Physical
Lost in Random	2021, 2H	EA	●	●	●	○	○	○	○	●	○
TBA	2021, 2H	Thunderful Publishing	●	○	○	○	○	○	●	●	○
Jurassic World Aftermath Part 2	2021, 2H	TBA	○	○	○	○	○	●	○	●	○
The Gunk	2021, 2H	Thunderful Publishing	●	●	●	○	○	○	○	●	○
TBA	2022, 1H	Thunderful Publishing	●	●	●	○	○	○	○	●	○
TBA (SteamWorld game)	2022, 1H	Thunderful Publishing	●	●	●	●	○	○	○	●	○
TBA (SteamWorld game)	2022, 2H	Thunderful Publishing	●	●	●	●	○	○	○	●	●
TBA	2022, 2H	Coatsink	●	●	●	○	○	○	○	●	○
TBA	2022, 2H	Coatsink	○	●	●	○	○	○	○	●	○
TBA (SteamWorld game)	2023	Thunderful Publishing	●	●	●	○	○	○	○	●	○
TBA (SteamWorld game)	2023	Thunderful Publishing	●	●	●	○	○	○	○	●	○
TBA	2023	TBA	●	●	●	○	○	○	○	●	○
TBA	2023	TBA	●	●	●	○	○	○	○	●	○
TBA	2023	TBA	●	○	○	○	○	●	○	●	○

● Available ○ Not available





ANNOUNCED RELEASES OF EXTERNALLY DEVELOPED GAMES AS OF 31 MARCH 2021

Game description				Platforms					Distribution		
Title	Release	External developer	Genre	PC	Console	Mobile	Browser	VR	Streaming	Digital	Physical
Ginga Force (physical)	2021	Qute	Shmup	●	●	○	○	○	○	○	●
TBA	2021	TBA	Horror	●	○	○	○	○	○	●	○
Natsuki Chronicles (physical)	2021	Qute	Shmup	●	●	○	○	○	○	○	●
Lonely Mountains: Downhill (physical)	2021	Megagon Industries	Racing	●	●	○	○	○	○	○	●
Source of Madness	2021	Carry Castle	Action	●	●	○	○	○	○	●	●
TBA	2021	TBA	Platform	●	●	○	○	○	○	●	●
Moonglow Bay	2021	Bunnyhug	RPG	●	●	○	○	○	●	●	○
TinyShot	2021	Allaith Hammed "ZAX"	Action	●	○	○	○	○	○	●	○
Cardaclysm	2021	Elder Games	Card Combat	●	●	○	○	○	○	●	○
Dead Age 2	2021	Silent Dreams	RPG	●	○	○	○	○	○	●	○
The Fabled Woods	2021	CyberPunch Studios	Adventure	●	●	○	○	○	○	●	○
Scarlet Hood and The Wicked Wood	2021	Devespresso	Adventure	●	○	○	○	○	○	●	○
Aerial_Knight's Never Yield	2021	Neil Jones	3D Runner	●	●	●	○	○	○	●	○
Lost At Sea	2021	Studio Fizbin	Adventure	●	●	○	○	○	○	●	○
Industria	2021	Bleakmill	FPS	●	●	○	○	○	○	●	○
Gigapocalypse	2021	Goody Gameworks	Action	●	○	○	○	○	○	●	○
Escape from Naraka	2021	XeloGames	First Person Runner	●	○	○	○	○	○	●	○
White Shadows	2021	Monokel	Puzzle Platformer	●	●	○	○	○	○	●	○
Tinkertown	2021	Headup	Multiplayer Sandbox	●	●	●	○	○	○	●	○
TBA	2021	TBA	Strategy	○	●	○	○	○	○	●	○
TBA	2021	Headup	Action	○	●	○	○	○	○	●	○
TBA	2022	TBA	Sports	●	●	●	○	○	○	●	●
TBA	2022	TBA	Adventure	●	●	○	○	○	○	●	●
TBA	2022	TBA	Souls like	●	●	○	○	○	●	●	○
TBA	2022	TBA	2D Platform	●	●	○	○	○	●	●	○
Hell Pie	2022	Sluggeryfly	Platformer	●	●	○	○	○	○	●	○
Crowns & Pawns	2022	Tag of Joy	Adventure	●	●	○	○	○	○	●	○
TBA	2022	TBA	Puzzle Adventure	●	●	●	○	○	○	●	○
TBA	2022	TBA	Action	●	●	○	○	○	○	●	○

● Available ○ Not available



OTHER INFORMATION

ORGANISATION

As of 31 March 2021, the number of full-time employees was 348 (173), of whom 86 (51) women and 262 (122) men.

RELATED PARTY TRANSACTIONS

No transactions with related parties took place during the quarter.

RISK AND UNCERTAINTIES

Thunderful Group is exposed to risks, particularly the dependence on key individuals, the dependence on successful game development, the sales performance of released games, the dependence on a few distributors, and the success and performance of acquisitions. The complete risk analysis is found on pages 31–32 of the Group's 2020 Annual Report, published on the company's website.

ACCOUNTING POLICIES

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. For the Parent Company, the Swedish Financial Reporting Board's Recommendation RFR 2 Financial Reporting for Legal Entities has been applied in the preparation of this interim report. The accounting policies and basis of calculation correspond to the policies applied in the company's most recent annual report, except for the fact that "Prepaid game projects" have been reclassified to "Intangible assets" as "Publishing licenses." This reclassification means that the expensing of projects after game release is now recognised according to the same policy as "Depreciation and amortisation" rather than "Purchased games-development services." IAS 8 has been observed, but the comparative period has not been restated since this has not entailed any material difference and has not impacted EBIT. For financial assets and liabilities, carrying amount is deemed to be a good approximation of fair value. Financial instruments measured at fair value comprise liabilities for earn-outs. These are measured at fair value through profit or loss. Measurement is based on other observable data for the asset or liability, meaning Level 3 according to IFRS. No reclassification has been carried out between the different levels during the period.

DIVIDEND

Thunderful Group strives to invest its profit and cash flows in organic growth initiatives and acquisitions to support value creation, and therefore does not expect to pay annual dividends in the medium term. For further information on the Group's accounting policies, refer to the 2020 Annual Report, which is published on the company's website.

EVENTS DURING THE QUARTER

On 15 March 2021, Thunderful Group acquired the German game publisher and game developer Headup GmbH. Details about the acquisition are presented in Note 1.

EVENTS AFTER THE END OF THE QUARTER

On 30 April, Thunderful Group announced that its subsidiary Coatsink Software Ltd, after lengthy negotiations, had signed an agreement with the Facebook Group valued at more than 20 MUSD. As a result, the purchase price allocation (PPA) from the acquisition of Coatsink has been adjusted back to the PPA reported in Thunderful Group's prospectus. In accordance with IFRS 3, the revaluation for full-year 2020 has been recognised in Note 3 though an adjustment of the PPA for the acquisition of Coatsink.

AUDITORS' REVIEW

This report has not been subject to review by the Group's auditors.



THE SHARE



The number of shares in Thunderful Group on 31 March 2021 was 68,530,668, corresponding to share capital of 685,306.68 SEK. The largest shareholders are Bergsala Holding AB with 25.0%, Swedbank Robur Fonder with 8.2%, Brjann Sigurgeirsson Holding AB with 6.3% and Lyngeled Holding AB with 6.2%.

Name	Shares	Shares of capital and votes
Bergsala Holding AB	17,163,028	25.04%
Swedbank Robur Fonder	5,650,000	8.24%
Brjann Sigurgeirsson / Brjann Sigurgeirsson Holding AB	4,325,000	6.31%
Lyngeled Holding AB	4,275,000	6.24%
Knutsson Holdings AB	2,000,000	2.92%
Forminx Invest AB	1,716,303	2.50%
Emid Invest AB	1,716,303	2.50%
Hinapulkka & Allihuuppa Oy	1,680,000	2.45%
Naventi Fonder	1,451,079	2.12%
Consensus Asset Management	1,400,000	2.04%
TOTAL TOP 10	41,376,713	60.4%
Other	27,153,955	39.6%
TOTAL	68,530,668	100.0%

Source: Holdings by Modular Finance

Information on Nasdaq First North Premier Growth Market

Nasdaq First North Premier Growth Market ("First North") is an alternative marketplace operated by Nasdaq Stockholm. It does not have the same legal status as a regulated marketplace. Companies quoted on First North are subject to First North's rules, rather than the legal requirements set for trading on a regulated marketplace. An investment in a company trading on First North entails a higher risk than one in a company trading on a regulated

market. Companies must apply to the exchange and gain approval before trading on First North can commence. A Certified Adviser guides the company through the listing process and ensures that the company continuously satisfies First North's standards.

Thunderful Group's certified adviser is FNCA Sweden AB, which can be contacted at: info@fnca.se or +46 8 52 80 03 99.

ANALYSTS WHO FOLLOW THUNDERFUL GROUP

Company	Name	Telephone	E-mail
Carnegie	Oscar Erixon	+46 8 58 86 89 73	oscar.erixon@carnegie.se
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SIGNATURES AND ASSURANCE

The Board of Directors and the CEO offer their assurance that this interim report gives a true and fair view of the Group's and Parent Company's operations, financial position and results of operations and describes the significant risks and uncertainties facing the Group and the Parent Company.

Gothenburg, 18 May 2021

Mats Lönnqvist, Chairman of the Board

Owe Bergsten, Board member

Oskar Burman, Board member

Tomas Franzén, Board member

Cecilia Ogvall, Board member

Brjann Sigurgeirsson, CEO



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GROUP INCOME STATEMENT

MSEK	Quarter		12 months	Full year*
	Jan–Mar 2021	Jan–Mar 2020	Apr 2020–Mar 2021	2020
Net revenue	538.9	520.2	3,066.5	3,047.8
Capitalised work on own account	8.7	3.9	25.0	20.2
Other operating income	20.7	2.3	32.7	14.3
	568.3	526.3	3,124.3	3,082.3
Operating expenses				
Goods for resale	-373.4	-394.9	-2,340.4	-2,361.9
Purchased games-development services	-7.6	-5.2	-29.6	-27.2
Other external expenses	-57.6	-41.4	-280.3	-264.1
Personnel expenses	-51.0	-30.6	-160.5	-140.1
Depreciation, amortisation and impairment of property, plant and equipment and intangible assets	-24.7	-14.8	-71.7	-61.8
Other operating expenses	-18.6	0.0	-31.0	-12.4
Total operating expenses	-532.9	-486.8	-2,913.5	-2,867.5
Operating profit	35.4	39.5	210.7	214.8
Profit from financial items				
Financial income	71.9	8.8	176.4	113.3
Financial expenses	-90.1	-15.2	-197.0	-122.1
Other financial items, IPO	0.0	0.0	-32.6	-32.6
Total financial items	-18.2	-6.4	-53.2	-41.4
Profit after financial items	17.2	33.1	157.5	173.4
Deferred tax	2.5	2.0	6.0	5.5
Tax on net profit for the year	-6.5	-13.5	-34.5	-41.5
Net profit for the period	13.2	21.6	129.0	137.4
Currency translation difference in foreign operations	70.1	0.0	70.1	0.0
Comprehensive income for the period	83.3	21.6	199.1	137.4
Net profit for the period attributable to:				
Shareholders of the Parent Company	13.2	21.6	129.0	137.4
Comprehensive income for the period attributable to:				
Shareholders of the Parent Company	83.3	21.6	199.1	137.4
Earnings per share before dilution, SEK	0.19	0.43	2.28	2.65
Earnings per share after dilution, SEK	0.19	0.43	2.28	2.64
Average number of shares	68,530,668	50,000,000	56,839,695	52,067,926

* See Note 3 Revaluation of acquisition analysis according to IFRS 3



GROUP BALANCE SHEET



MSEK	31 Mar 2021	31 Mar 2020	31 Dec 2020*
ASSETS			
Fixed assets			
<i>Intangible assets</i>			
IT systems	3.3	2.0	3.3
Capitalised development expenditure, games	54.1	23.3	43.3
Publishing licenses	50.0	0.0	0.0
Publishing and distribution relationships	325.2	362.3	334.4
Goodwill	474.6	2.5	362.5
Other intangible assets	239.6	0.0	202.5
	1,146.8	390.1	946.0
<i>Property, plant and equipment</i>			
Right-of-use assets	60.2	18.9	19.9
Buildings and land	0.0	4.0	3.9
Equipment, tools, fixtures and fittings	7.3	1.0	4.3
	67.5	23.8	28.2
<i>Financial assets</i>			
Other securities held as non-current assets	0.2	0.2	0.1
Deferred tax assets	1.2	0.1	1.1
Other non-current receivables	3.5	3.3	3.5
	4.9	3.6	4.7
Total fixed assets	1,219.2	417.5	978.9
Current assets			
<i>Inventories, etc.</i>			
Finished goods and goods for resale	451.7	377.1	341.3
Advance payments to suppliers	149.3	35.0	150.5
	601.0	412.1	491.8
<i>Current receivables</i>			
Accounts receivable	328.1	405.3	619.4
Current tax assets	18.3	6.2	11.1
Other receivables	28.8	18.8	11.0
Prepaid game projects	0.0	22.6	31.8
Prepayments and accrued income	51.3	49.2	93.0
	426.5	502.2	766.3
Cash and cash equivalents	309.6	27.1	305.1
Total current assets	1,337.1	941.4	1,563.2
TOTAL ASSETS	2,556.3	1,358.9	2,542.1

* See Note 3 Revaluation of acquisition analysis according to IFRS 3

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GROUP BALANCE SHEET, CONTINUED

MSEK	31 Mar 2021	31 Mar 2020	31 Dec 2020*
EQUITY AND LIABILITIES			
Equity			
Share capital	0.7	0.5	0.7
Subscribed but not registered share capital	25.3	0.0	0.0
Other capital contributions	1,171.9	294.8	1,171.9
Other equity, including net profit for the year	399.5	245.1	316.2
	1,597.4	540.4	1,488.8
Provisions			
Provisions for pensions and similar obligations	0.2	0.2	0.2
Deferred tax liabilities	121.0	77.5	114.3
Other provisions	2.6	1.3	2.6
	123.8	79.1	117.0
Non-current liabilities			
Non-current earn-out consideration	115.8	0.0	209.3
Non-current lease liabilities	37.3	11.9	13.4
	153.1	11.9	222.7
Current liabilities			
Overdraft facility	0.0	170.6	0.0
Liabilities to shareholders	0.0	127.7	0.0
Advance payments from customers	0.4	0.0	0.0
Accounts payable	268.2	281.6	422.8
Current tax liabilities	39.7	36.3	45.5
Other liabilities	61.8	62.9	82.1
Current earn-out consideration	227.3	0.0	76.4
Current lease liabilities	22.1	6.3	5.8
Accrued expenses and deferred income	62.5	42.2	80.9
	682.0	727.6	713.5
TOTAL EQUITY AND LIABILITIES	2,556.3	1,358.9	2,542.1

* See Note 3 Revaluation of acquisition analysis according to IFRS 3





GROUP STATEMENT OF CHANGES IN EQUITY

MSEK	Share capital	Other capital contributions	Other equity, incl. net profit for the period	Total equity
Opening balance, 1 January 2021	0.7	1,171.9	316.2	1,488.8
Subscribed but not registered share capital	0.0	25.3	0.0	25.3
Transactions with owners	0.0	25.3	0.0	25.3
Total comprehensive income for the period	0.0	0.0	83.3	83.3
Closing balance, 31 March 2021	0.7	1,197.2	399.5	1,597.4
Opening balance, 1 January 2020	0.5	294.8	222.7	518.0
New issues of shares, cash	0.0	7.0	0.0	7.0
New issues of shares, acquisition Coatsink Software Ltd	0.0	133.6	0.0	133.6
New issues of shares, IPO	0.2	749.8	0.0	750.0
IPO expenses, equity	0.0	-13.3	0.0	-13.3
Transactions with owners	0.2	877.1	0.0	877.3
Translation differences	0.0	0.0	-43.9	-43.9
Net profit for the year	0.0	0.0	137.4	137.4
Closing balance, 31 December 2020*	0.7	1,171.9	316.2	1,488.8

* See Note 3 Revaluation of acquisition analysis according to IFRS 3



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GROUP CASH FLOW STATEMENT

MSEK	Quarter		12 months	Full year*
	Jan–Mar 2021	Jan–Mar 2020	Apr 2020–Mar 2021	2020
Operating activities				
Profit after financial items	17.2	33.1	161.0	173.4
Adjustment for non-cash items				
Depreciation, amortisation and impairment	24.7	14.8	71.7	61.8
Translation differences	17.4	0.0	10.9	3.0
Other adjustments	-0.3	-30.1	34.8	5.0
	59.0	17.8	278.4	237.2
Income tax paid	-20.4	-6.0	-43.2	-28.8
Cash flow from operating activities before changes in working capital	38.6	11.8	235.2	208.4
Changes in working capital				
Change in inventories and advance payments to suppliers	-107.4	47.9	-187.1	-31.8
Change in accounts receivable	291.3	61.5	77.3	-152.5
Change in accounts payable	-154.6	-190.1	-13.4	-48.9
Change in other working capital	-2.0	-40.1	-25.7	-63.8
Cash flow from operating activities	65.9	-109.0	86.3	-88.6
Investing activities				
Acquisition of subsidiaries/business	-49.1	0.0	-172.5	-123.4
Investment in property, plant and equipment	-1.5	-7.2	2.3	-3.4
Investment in capitalised development expenditure, games	-13.5	-3.9	-29.8	-20.2
Investment in other intangible assets	-1.1	0.0	-9.3	-8.2
Investment in financial assets	-0.1	0.0	-0.5	-0.4
Sale of fixed assets	3.4	0.0	3.4	0.0
Cash flow from investing activities	-61.9	-11.1	-206.4	-155.6
Financing activities				
Change in overdraft facilities and liabilities to shareholders	0.0	95.9	-325.2	-229.3
Borrowings	0.0	0.0	0.9	0.9
Repayment of lease liabilities	-3.5	0.0	-9.8	-6.3
New issues of shares	0.0	0.0	743.7	743.7
Dividend paid	0.0	0.0	0.0	0.0
Cash flow from financing activities	-3.5	95.9	409.6	509.0
Cash flow for the period	0.5	-24.1	289.5	264.7
Cash and cash equivalents at the beginning of the period	305.1	51.2	27.1	51.2
Exchange-rate differences in cash and cash equivalents	4.0	0.0	-7.0	-11.0
Cash and cash equivalents at the end of the period	309.6	27.1	309.6	305.1

* See Note 3 Revaluation of acquisition analysis according to IFRS 3

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PARENT COMPANY INCOME STATEMENT

MSEK	Quarter		12 months	Full year
	Jan–Mar 2021	Jan–Mar 2020	Apr 2020–Mar 2021	2020
Net revenue	1.7	1.2	10.6	10.1
Other operating income	0.1	0.0	0.1	0.0
Operating expenses				
Other external expenses	-3.3	-5.7	-10.6	-13.0
Personnel expenses	-1.0	-1.4	-3.8	-4.2
Total operating expenses	-4.3	-7.1	-14.4	-17.3
Operating profit	-2.6	-6.0	-3.8	-7.2
Other financial expenses, IPO	0.0	0.0	-32.6	-32.6
Other interest income and similar items	41.8	11.6	104.3	74.1
Interest expenses and similar items	-43.6	-6.8	-123.3	-86.5
Profit after financial items	-1.8	4.8	-51.6	-52.2
Profit before tax	-4.4	-1.2	-55.4	-52.2
Provision to tax allocation reserve	0.0	0.0	-21.4	-21.4
Group contributions received	0.0	0.0	160.3	160.3
Group contributions paid	0.0	0.0	-9.0	-9.0
Deferred tax	-0.9	0.0	-0.9	0.0
Tax on net profit for the year	0.0	0.0	-13.7	-13.7
Net profit for the year	-5.3	-1.2	59.9	64.0
Other comprehensive income for the year	0.0	0.0	0.0	0.0
Comprehensive income for the year	-5.3	-1.2	59.9	64.0



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PARENT COMPANY BALANCE SHEET

MSEK	31 Mar 2021*	31 Mar 2020	31 Dec 2020
ASSETS			
Fixed assets			
<i>Financial assets</i>			
Shares in Group companies	1,715.3	989.9	1,515.3
Total fixed assets	1,715.3	989.9	1,515.3
Current assets			
Receivables from Group companies	408.8	172.1	624.4
Other receivables	14.4	0.9	5.6
Prepayments and accrued income	1.1	0.0	0.1
Total current assets	424.3	172.9	630.0
Cash and bank balances	189.4	0.0	228.3
TOTAL ASSETS	2,328.8	1,162.8	2,373.6
EQUITY AND LIABILITIES			
Equity			
<i>Restricted equity</i>			
Share capital	0.7	0.5	0.7
	0.7	0.5	0.7
<i>Unrestricted equity</i>			
Retained earnings	64.3	0.3	0.3
Subscribed but not registered share capital	25.3	0.0	0.0
Share premium reserve	1,866.6	988.9	1,866.6
Net profit for the year	-5.3	-1.2	64.0
Total unrestricted equity	1,950.9	988.0	1,930.9
Total equity	1,951.6	988.5	1,931.6
Untaxed reserves			
Tax allocation reserves	21.4	0.0	21.4
Total untaxed reserves	21.4	0.0	21.4
Provisions			
Deferred tax	0.9	0.0	0.0
Total provisions	0.9	0.0	0.0
Non-current liabilities			
Non-current earn-out consideration	108.8	0.0	117.7
Total non-current liabilities	108.8	0.0	117.7
Current liabilities			
Overdraft facility	0.0	164.2	0.0
Liabilities to shareholders	0.0	4.9	0.0
Liabilities to Group companies	0.0	0.0	189.3
Accounts payable	0.6	4.2	22.2
Tax debt	16.6	0.0	13.7
Other liabilities	0.4	0.3	0.2
Current earn-out consideration	227.3	0.0	76.4
Accrued liabilities	1.3	0.7	1.2
Total current liabilities	246.1	174.4	303.0
TOTAL EQUITY AND LIABILITIES	2,328.8	1,162.8	2,373.6

* The items "Shares in Group companies", "Non-current earn-out consideration" and "Current earn-out consideration" have been adjusted following the revaluation of the PPA in accordance with K3. Refer to Note 3 for more information.

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SEGMENT REPORTING

Thunderful Group monitors net revenue, adjusted EBITDA, adjusted EBITA and operating profit (EBIT) per business segment. EBITA was introduced in the Group in fourth quarter of 2020.

MSEK	Quarter		12 months	Full year
	Jan–Mar 2021	Jan–Mar 2020	Apr 2020–Mar 2021	2020
Net revenue				
Thunderful Games	67.9	30.1	193.9	156.2
Thunderful Distribution	470.9	490.1	2,872.4	2,891.6
– of which, Bergsala	189.2	284.4	1,615.2	1,708.4
– of which, Nordic Game Supply	192.0	100.7	463.4	704.6
– of which, Amo Toys	89.7	105.0	793.9	478.6
Net revenue	538.8	520.2	3,066.3	3,047.8
Adjusted EBITDA				
Thunderful Games	32.3	15.9	83.6	67.2
Thunderful Distribution	32.8	36.8	229.4	233.4
– of which, Bergsala	14.4 (7.6%)	33.1 (11.6%)	141.9 (8.8%)	160.6 (9.4%)
– of which, Nordic Game Supply	7.9 (4.1%)	-4.0 (-4%)	52.4 (11.3%)	40.5 (5.7%)
– of which, Amo Toys	10.5 (11.7%)	7.7 (7.3%)	35.1 (4.4%)	32.3 (6.7%)
Other	-2.4	1.6	-13.2	-9.2
Adjusted EBITDA	62.7	54.3	299.8	291.4
Adjusted nonrecurring items (Games segment)	-0.7	0.0	-0.7	0.0
Adjusted nonrecurring items (Other segment)	-1.9	0.0	-16.6	-14.7
EBITDA margin – Thunderful Games	41.9%	45.2%	38.1%	36.5%
EBITDA margin – Thunderful Distribution	6.7%	7.5%	7.9%	8.1%
EBITDA margin – Thunderful Group	11.0%	10.3%	9.6%	9.5%
Adjusted EBITA				
Thunderful Games	25.9	12.4	66.6	53.1
Thunderful Distribution	31.1	36.4	222.3	227.6
Other	-2.5	0.0	-11.7	-9.2
Adjusted EBITA	54.5	48.8	277.2	271.5
Adjusted nonrecurring items (Games segment)	-0.7	0.0	-0.7	0.0
Adjusted nonrecurring items (Other segment)	-1.9	0.0	-16.6	-14.7
Adjusted EBITA margin – Thunderful Games	33.6%	35.2%	30.3%	28.8%
Adjusted EBITA margin – Thunderful Distribution	6.3%	7.4%	7.7%	7.9%
Adjusted EBITA margin – Thunderful Group	9.6%	9.3%	8.9%	8.8%
Operating profit (EBIT)				
Thunderful Games	18.1	12.4	54.2	48.5
Thunderful Distribution	21.7	27.1	185.0	190.4
Other	-4.4	0.0	-28.3	-23.9
Operating profit (EBIT)	35.4	39.5	210.8	214.9
Operating margin (EBIT margin) – Thunderful Games	23.5%	35.2%	24.7%	26.3%
Operating margin (EBIT margin) – Thunderful Distribution	4.4%	5.5%	6.4%	6.6%
Operating margin (EBIT margin) – Thunderful Group	6.2%	7.5%	6.7%	7.0%



ALTERNATIVE KPIS

Certain information in this report that management and analysts use to assess the Group's development has not been prepared in accordance with IFRS. Management believes that this information makes it easier for investors to analyse the Group's earnings development and financial position. Investors should consider this information to be a complement to financial reporting in accordance with IFRS.



DEFINITIONS AND EXPLANATIONS OF ALTERNATIVE KPIS

Alternative KPI	Definition	Explanation
Net revenue growth	Change in net revenue for the period, calculated as an increase in net revenue compared with the previous year, expressed as a percentage.	Indicates the business's net revenue during the period compared with the previous period.
Gross profit	Profit after operating income and costs for goods for resale and game projects.	Indicates the product profitability of the core business.
Gross margin	Gross profit in relation to operating income.	Indicates the product profitability of the core business.
Operating profit (EBIT)	Operating profit after depreciation, amortisation and impairment of property, plant and equipment and intangible assets.	Enables comparisons of profitability regardless of capital structure or tax situation.
Operating margin (EBIT margin)	Operating profit in relation to operating income.	Enables comparisons of profitability regardless of capital structure or tax situation.
EBITDA	Operating profit before depreciation, amortisation and impairment of property, plant and equipment and intangible assets.	Shows the company's earning capacity from operating activities regardless of capital structure and tax situation and is intended to be compared with other companies in the same industry.
EBITDA margin	EBITDA in relation to operating income.	Shows the company's earning capacity from operating activities regardless of capital structure and tax situation and is intended to be compared with other companies in the same industry.
Adjusted EBITDA	EBITDA excluding items affecting comparability.	Shows the company's earning capacity from operating activities regardless of capital structure, tax situation and items affecting comparability and is intended to be compared with other companies in the same industry.
Adjusted EBITDA margin	Adjusted EBITDA in relation to operating income.	Shows the company's earning capacity from operating activities regardless of capital structure, tax situation and items affecting comparability and is intended to be compared with other companies in the same industry.
EBITA	Operating profit before amortisation of other intangible assets and after impairment of goodwill.	Shows the company's earning capacity from operating activities regardless of capital structure and tax situation and is intended to be compared with other companies in the same industry.
EBITA margin	EBITA in relation to operating income.	Shows the company's earning capacity from operating activities regardless of capital structure and tax situation and is intended to be compared with other companies in the same industry.
Net working capital	Non-interest-bearing current assets less non interest-bearing current liabilities.	Indicates the sum of working capital that is tied up in the business and can be analysed in relation to net revenue to assess how efficiently the working capital is used in the business.
Operating cash flow	Adjusted EBITDA increased / decreased with changes in adjusted working capital and decreased with investments.	The Group uses operating cash flow to monitor the development of the business.
Cash conversion	Operating cash flow as a percentage of EBITDA.	Cash conversion provides an indication of the Group's ability to generate operating cash flows.
Interest-bearing net debt	The sum of current and non-current interest-bearing liabilities relating to right-of-use assets and overdraft facilities less cash and cash equivalents.	Interest-bearing net debt is a measure that shows the Group's interest-bearing indebtedness.
Interest-bearing net debt / EBITDA, LTM	Interest-bearing net debt as a share of adjusted EBITDA, LTM.	Thunderful Group believes that this measure is helpful in showing financial risk and that it is a useful measure to monitor the Group's debt level.



CALCULATION OF ALTERNATIVE KPIS

MSEK	Quarter		12 months	Full year
	Jan-Mar 2021	Jan-Mar 2020	Apr 2020-Mar 2021	2020
Net revenue growth				
Net revenue previous period	520.2	296.7	2,301.2	2,077.7
Net revenue current period	538.9	520.2	3,066.5	3,047.8
Net revenue growth	3.6%	75.3%	33.3%	46.7%
Gross profit and gross margin				
Operating income	568.3	526.3	3,124.3	3,082.3
Costs for goods for resale and game projects	-381.0	-400.1	-2,370.0	-2,389.1
Gross profit, MSEK	187.3	126.2	754.3	693.2
Gross margin	33.0%	24.0%	24.1%	22.5%
Adjusted EBITDA and adjusted EBITDA margin				
Operating profit (EBIT)	35.4	39.5	210.8	214.9
Depreciation, amortisation and impairment of property, plant and equipment and intangible assets	24.7	14.8	71.7	61.8
Adjusted nonrecurring items (Games segment)	0.7	0.0	0.7	0.0
Adjusted nonrecurring items (Other segment)	1.9	0.0	16.6	14.7
Adjusted EBITDA	62.7	54.3	299.8	291.4
Adjusted EBITDA margin	11.0%	10.3%	9.6%	9.5%
Adjusted EBITA and adjusted EBITA margin				
Operating profit (EBIT)	35.4	39.5	210.8	214.9
Amortisation and impairment of acquisition-related intangible assets	16.5	9.3	49.0	41.8
Adjusted nonrecurring items (Games segment)	0.7	0.0	0.7	0.0
Adjusted nonrecurring items (Other segment)	1.9	0.0	16.6	14.7
Adjusted EBITA	54.5	48.8	277.1	271.5
Adjusted EBITA margin	9.6%	9.3%	8.9%	8.8%
Net working capital				
Inventories	601.0	412.2	601.0	491.8
Accounts receivable	328.1	405.3	328.1	619.4
Other receivables	28.8	18.8	28.8	11.0
Accounts payable	268.2	281.6	268.2	422.8
Other liabilities	154.4	62.9	154.4	158.3
Total net working capital	535.3	491.7	535.3	541.1
Operating cash flow and cash conversion				
Adjusted EBITDA	62.7	54.3	299.8	291.4
Change in working capital, LTM	-43.6	-82.7	-43.6	-125.8
Investments (capex)	-61.9	-11.1	-206.4	-155.6
Operating cash flow	-42.8	-39.5	49.8	10.0
Cash conversion	-68.3%	-72.7%	16.6%	3.4%
Interest-bearing net debt				
Non-current interest-bearing liabilities	0.0	0.0	0.0	0.0
Current interest-bearing liabilities	0.0	298.3	0.0	0.0
Cash and cash equivalents	-309.6	-27.1	-309.6	-305.1
Interest-bearing net debt	-309.6	271.2	-309.6	-305.1
Adjusted EBITDA, LTM	302.4	266.1	299.8	291.4
Interest-bearing net debt / adjusted EBITDA, LTM	-1.0	1.0	-1.0	-1.0



NOTES

NOTE 1 ACQUISITIONS

Headup GmbH

On 15 March 2021, Thunderful Group acquired the German game publisher and game developer Headup GmbH for an upfront cash consideration of 5.0 MEUR. Headup GmbH, founded in 2009, is a well-established publisher and game developer active on all major platforms: consoles, mobile devices and PCs. The head office is located in Düren, outside Cologne in Germany. Revenue for 2020 amounted to 4.2 MEUR. The acquisition is in line with Thunderful Group's strategy to expand in the Games segment and in the Group as a whole.

The acquisition strengthens Thunderful Group's international position, broadens its network to include more development studios and creates synergies within the Group's publishing operations. Following the acquisition, Headup's CEO Dieter Schoeller has assumed the position of Head of Publishing in Thunderful Group, and is thus responsible for Thunderful's publishing operations in Sweden and Germany.

In connection with the acquisition of Headup GmbH, 446,250 shares were issued at a price of 56.80 SEK per share. The newly issued shares are subject to claw-back rights and are a part of the earn-out consideration. The cash-financed proportion of the purchase consideration amounted to 50.8 MSEK. The acquisition was implemented on a debt- and cash-free basis. The contingent consideration is based on the company's EBIT performance during 2021, 2022 and 2023. The total contingent consideration is capped at 6 MEUR.

If Headup GmbH had been acquired on 1 January 2021, the acquisition would have contributed revenue of 9.4 MSEK and operating profit (EBIT) of 1.5 MSEK. Since the acquisition date on 31 March 2021, Headup has contributed revenue of 1.6 MSEK and operating profit (EBIT) of 0.2 MSEK.

Consideration for the acquisition:

MSEK	
Purchase consideration	
Cash and cash equivalents	50.8
Maximum contingent earn-out consideration	61.0
- of which, newly issued shares	25.3
Total maximum purchase consideration	111.8
<i>Carrying amount of identifiable net assets</i>	
Property, plant and equipment	0.7
Inventories	1.8
Other current assets	17.7
Cash and cash equivalents	1.6
Current liabilities	-14.5
	7.3
Other intangible assets	28.4
Deferred tax on other intangible assets	-8.5
Goodwill	84.6

NOTE 2 HISTORICAL INFORMATION PER SEGMENT

The recognition of net revenue and adjusted EBITDA for the three companies in the Distribution segment began in the fourth quarter of 2020. The table in Note 2 shows the historical outcome per quarter in 2020.

MSEK	Quarter				Jan–Mar 2021
	Jan–Mar 2020	Apr–Jun 2020	Jul–Sep 2020	Oct–Dec 2020	
Net revenue					
Thunderful Games	30.1	34.3	27.1	64.7	67.9
Thunderful Distribution	490.1	455.8	737.4	1,208.3	470.9
– of which, Bergsala	284.4	252.4	434.4	737.2	189.2
– of which, Nordic Game Supply	100.7	115.0	159.0	329.9	192.0
– of which, Amo Toys	105.0	88.4	144.1	141.1	89.7
Net revenue	520.2	490.1	764.5	1,273.0	538.8
Adjusted EBITDA					
Thunderful Games	15.9	12.7	14.7	23.9	32.3
Thunderful Distribution	36.8	29.1	90.6	76.9	32.8
– of which, Bergsala	33.1	19.7	55.0	52.8	14.4
– of which, Nordic Game Supply	–4.0	4.4	9.7	30.4	7.9
– of which, Amo Toys	7.7	5.0	25.9	–6.3	10.5
Other	1.6	1.6	–13.8	1.4	–2.4
Adjusted EBITDA	54.3	43.4	91.5	102.2	62.7
Adjusted nonrecurring items (Games segment)	0.0	0.0	0.0	0.0	–0.7
Adjusted nonrecurring items (Other segment)	0.0	0.0	0.0	–14.7	–1.9

NOTE 3 REVALUATION OF ACQUISITION ANALYSIS ACCORDING TO IFRS 3

On 30 April, Thunderful Group announced that its subsidiary Coatsink Software Ltd, after lengthy negotiations, had signed an agreement with the Facebook Group valued at more than 20 MUSD. As a result, the PPA from the acquisition of Coatsink has been adjusted back to the PPA reported in Thunderful Group's prospectus. In the following table, the revaluation for full-year 2020 is recognised in accordance with IFRS 3.

MSEK	Original Full-year 2020	Change 2020	Revaluation Full-year 2020
Net revenue	3,047.8	0.0	3,047.8
Capitalised work on own account	20.2	0.0	20.2
Other operating income	14.3	0.0	14.3
	3,082.3	0.0	3,082.3
Operating expenses			
Goods for resale	–2,361.9	0.0	–2,361.9
Purchased game-development services	–27.2	0.0	–27.2
Other external expenses	–264.1	0.0	–264.1
Personnel expenses	–140.1	0.0	–140.1
Depreciation, amortisation and impairment of property, plant and equipment and intangible assets	–61.8	0.0	–61.8
Other operating expenses	–12.4	0.0	–12.4
Total operating expenses	–2,867.5	0.0	–2,867.5
Operating profit	214.8	0.0	214.8
Profit from financial items			
Financial income	110.4	2.9	113.3
Financial expenses	–122.1	0.0	–122.1
Other financial items, IPO	–32.6	0.0	–32.6
Total financial items	–44.4	3.0	–41.4
Profit after financial items	170.4	3.0	173.4
Deferred tax	5.5	0.0	5.5
Tax on net profit for the year	–40.9	–0.6	–41.5
Net profit for the year	135.0	2.4	137.4
Other comprehensive income for the year	0.0		0.0
Comprehensive income for the year	135.0	2.4	137.4
Net profit for the year attributable to:			
Shareholders of the Parent Company	135.0	2.4	137.4
Comprehensive income for the year attributable to:			
Shareholders of the Parent Company	135.0	2.4	137.4
Earnings per share before dilution, SEK	2.59	0.06	2.65
Earnings per share after dilution, SEK	2.59	0.05	2.64
Average number of shares	52,067,926	52,067,926	52,067,926



NOTE 3 REVALUATION OF ACQUISITION ANALYSIS ACCORDING TO IFRS 3, CONTINUED

MSEK	Original Full-year 2020	Change 2020	Revaluation Full-year 2020
ASSETS			
Fixed assets			
Intangible assets			
IT systems	3.3	0.0	3.3
Capitalised development expenditure, games	43.3	0.0	43.3
Publishing licenses	0.0	0.0	0.0
Publishing and distribution relationships	334.4	0.0	334.4
Goodwill	277.8	84.7	362.5
Other intangible assets	202.5	0.0	202.5
	861.2	84.8	946.0
Property, plant and equipment			
Right-of-use assets	19.9	0.0	19.9
Buildings and land	3.9	0.0	3.9
Equipment, tools, fixtures and fittings	4.3	0.0	4.3
	28.2	0.0	28.2
Financial assets			
Other securities held as non-current assets	0.1	0.0	0.1
Deferred tax assets	1.1	0.0	1.1
Other non-current receivables	3.5	0.0	3.5
	4.7	0.0	4.7
Total fixed assets	894.1	84.7	978.8
Current assets			
Inventories, etc.			
Finished goods and goods for resale	341.3	0.0	341.3
Advance payments to suppliers	150.5	0.0	150.5
	491.8	0.0	491.8
Current receivables			
Accounts receivable	619.4	0.0	619.4
Current tax assets	11.1	0.0	11.1
Other receivables	11.0	0.0	11.0
Prepaid game projects	31.8	0.0	31.8
Prepayments and accrued income	93.0	0.0	93.0
	766.3	0.0	766.3
Cash and cash equivalents	305.1	0.0	305.1
Total current assets	1,563.2	0.0	1,563.2
TOTAL ASSETS	2,457.3	84.8	2,542.1

MSEK	Original Full-year 2020	Change 2020	Revaluation Full-year 2020
EQUITY AND LIABILITIES			
Equity			
Share capital	0.7	0.0	0.7
Subscribed but not registered share capital	0.0	0.0	0.0
Other capital contributions	1,171.9	0.0	1,171.9
Other equity, including net profit for the year	316.8	-0.6	316.2
	1,489.4	-0.6	1,488.8
Provisions			
Provisions for pensions and similar obligations	0.2	0.0	0.2
Deferred tax liabilities	114.3	0.0	114.3
Other provisions	2.6	0.0	2.6
	117.0	0.0	117.0
Non-current liabilities			
Non-current earn-out consideration	124.6	84.7	209.3
Non-current lease liabilities	13.4	0.0	13.4
	138.1	84.6	222.7
Current liabilities			
Overdraft facility	0.0	0.0	0.0
Liabilities to shareholders	0.0	0.0	0.0
Advance payments from customers	0.0	0.0	0.0
Accounts payable	422.8	0.0	422.8
Current tax liabilities	44.9	0.6	45.5
Other liabilities	158.3	0.2	158.5
Current lease liabilities	5.8	0.0	5.8
Accrued expenses and deferred income	80.9	0.0	80.9
	712.7	0.8	713.5
TOTAL EQUITY AND LIABILITIES	2,457.3	84.8	2,542.1

FINANCIAL CALENDAR

Interim report Apr–Jun 2021
Interim report Jul–Sep 2021

12 August 2021
16 November 2021

FOR MORE INFORMATION

More information about the Group is available on its website:
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