

# Q3 2015 Financial Results and Key Metrics

November 4, 2015

## Non-GAAP financial measures

King Digital Entertainment plc (the "Company") uses International Financial Reporting Standards ("IFRS"). In addition to IFRS financials, this presentation includes certain financial measures not based on IFRS, including gross bookings, adjusted revenue, adjusted EBITDA, adjusted EBITDA margin, adjusted profit and adjusted EPS. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with IFRS. The non-GAAP financial measures used by King may differ from the non-GAAP financial measures used by other companies, and are not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with IFRS. Some limitations of the non-GAAP financial measures we use are listed in the appendix.



## Forward looking statements

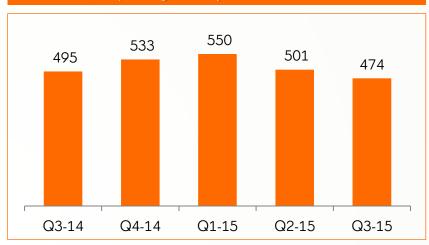
All statements other than statements of historical fact contained in this presentation, including statements regarding future outlook are forwardlooking statements. King has based these forward-looking statements on its estimates and assumptions as of the date of this presentation. These forward-looking statements are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially. Factors that might cause or contribute to such differences include, but are not limited to: the fact that a relatively small number of games continue to account for a substantial majority of our revenue and gross bookings, and declines in popularity of these games could harm our financial results; our ability to develop new games and enhance existing games in a timely manner; delays to the launch of new games; revenues and gross bookings from new games may not be sufficient to offset declines in revenues and gross bookings in more mature games; market acceptance of new games and enhancements to existing games; intense industry competition; our reliance on the casual game format and the success of our efforts to expand beyond the casual format; the need to anticipate and successfully develop games for new technologies, platforms and devices; challenges in measuring our key operating metrics, and real or perceived inaccuracies in such metrics; continued decline in our gross bookings levels and the levels of certain other financial and operating metric levels and/or fluctuations in our quarterly operating results and other key metrics; reliance on various third-party platforms; reliance on key personnel; acquisition-related risks, including our ability to integrate our recent acquisitions and unforeseen difficulties in developing and introducing new games from acquired companies and customer acceptance of such games; protection or enforcement of our intellectual property rights; the continued effectiveness of our marketing programs; litigation risks and associated costs; risks associated with operating and offering games in multiple jurisdictions; general economic conditions and their impact on consumer spending and foreign currency exchange rates; as well as those risks detailed from time to time under the caption "Risk Factors" and elsewhere in King's U.S. Securities and Exchange Commission filings and reports, including in the Form 20-F filed by the Company with the U.S. Securities and Exchange Commission on February 13, 2015, and all future filings and reports by the Company. In addition, King operates in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for King management to predict all risks, nor can King assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements that King may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation are inherently uncertain and may not occur, and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Accordingly, you should not rely upon forward-looking statements as predictions of future events. King does not undertake any obligation to update publicly or revise any forward-looking statements for any reason after the date of this presentation, nor to conform these statements to actual results, future events, or to changes in King's expectations.

## Key performance indicators – reach





MAUs – Quarterly average monthly active users (mm)

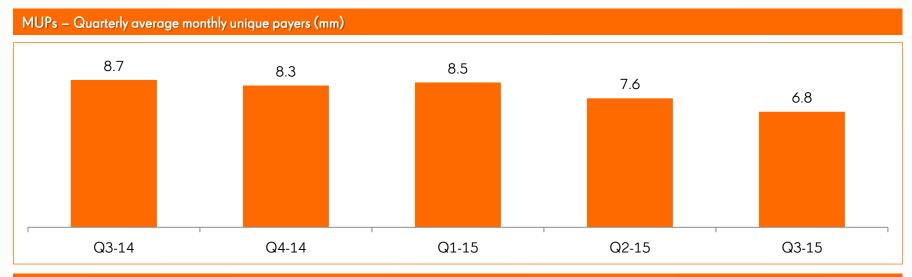


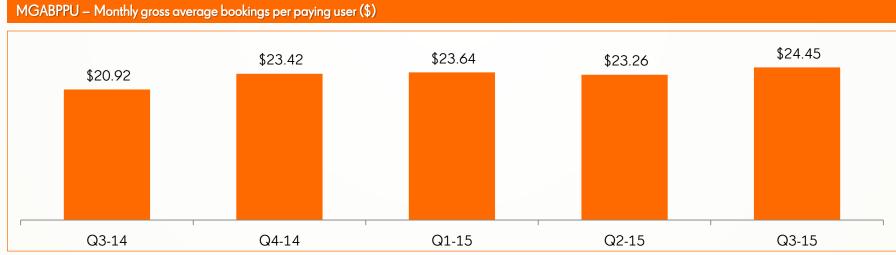
MUUs – Quarterly average monthly unique users (mm)





## Key performance indicators – monetization



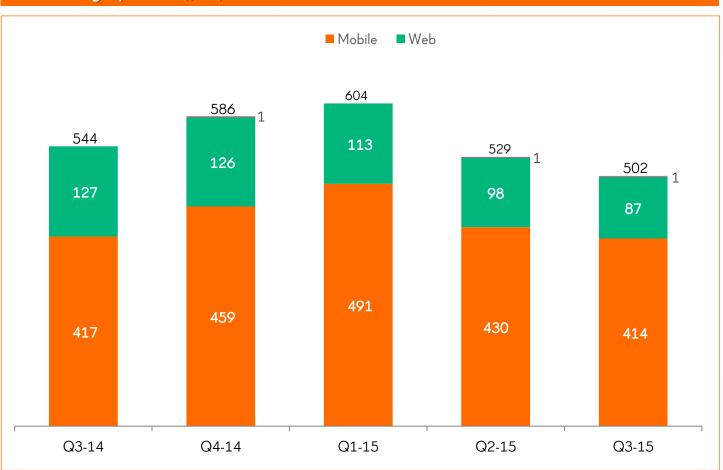


Please see the appendix of this presentation for the definition of MUPs and MGABPPU.



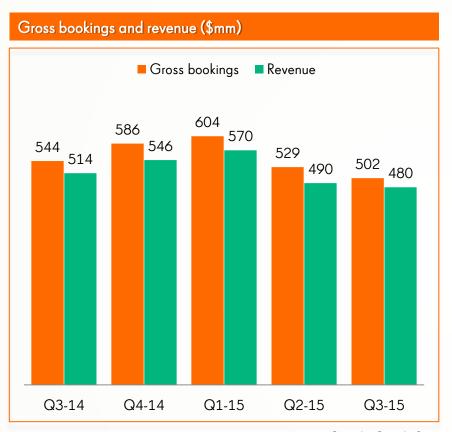
## Gross bookings

#### Gross bookings by channel (\$mm)



Note: Gross bookings is a financial measure not calculated in accordance with IFRS. For definitions and reconciliations of this non-GAAP measure to the most directly comparable IFRS measure, refer to the appendix of this presentation.

## Gross bookings and revenue



#### Non-Candy Crush Saga gross bookings (\$mm)



#### Non-Candy Crush Saga % of gross bookings:

Q3-14 49% Q3-15 60%

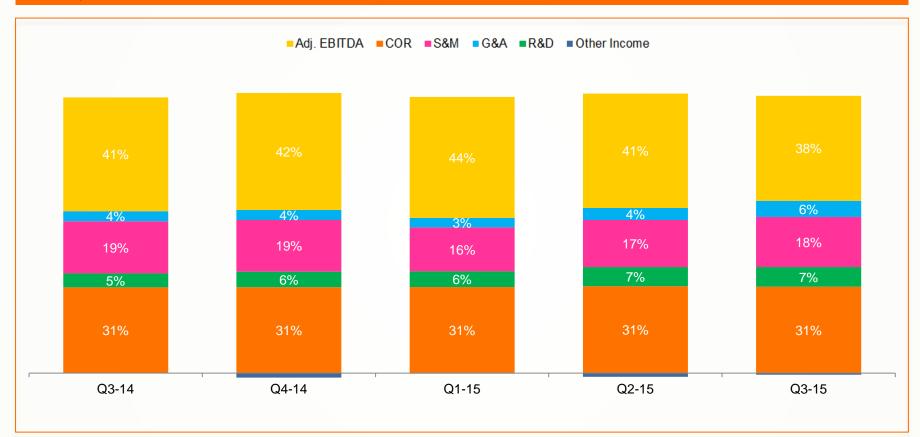
Note: Gross bookings is a financial measure not calculated in accordance with IFRS. For definitions and reconciliations of this non-GAAP measure to the most directly comparable IFRS measure, refer to the appendix of this presentation. Certain figures in the presentation may not recalculate exactly due to rounding. This is because percentages and figures contained herein are calculated based on actual numbers and not the rounded numbers presented.

Non-Candy Crush Saga gross bookings represents total gross bookings (including Candy Crush Soda Saga) less gross bookings from Candy Crush Saga.



## **Profitability**

#### % of adjusted revenue



Note: King reports adjusted revenue primarily on a gross basis, including payments to platform partners. Adj. EBITDA margin (as a % of adjusted revenue) and other figures on this page may not be comparable to similarly named metrics of other companies who report revenues net of such costs.

Expense items are not calculated in accordance with IFRS and are adjusted for depreciation and amortization, share-based and other equity related compensation, acquisition-related expenses and other non-operating charges. Adjusted EBITDA is a financial measure not calculated in accordance with IFRS. For definitions and reconciliations of Adjusted EBITDA, refer to the appendix of this presentation.



## Adjusted EBITDA

(\$mm)	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Gross Bookings	543.9	586.3	604.5	529.5	502.1
Adjusted Revenue	523.4	559.2	569.8	499.9	473.4
Other income	-	9.2	1.1	6.8	2.8
% of adjusted revenue	-	(2%)	(0%)	(1%)	(1%)
Cost of revenue	162.8	174.3	178.0	157.5	148.3
% of adjusted revenue	31%	31%	31%	31%	31%
Research and development	26.4	31.5	32.2	34.9	33.7
% of adjusted revenue	5%	6%	6%	7%	7%
Sales and marketing	98.8	104.8	91.0	85.3	86.0
% of adjusted revenue	19%	19%	16%	17%	18%
General and administrative	19.2	20.4	19.5	21.7	27.9
% of adjusted revenue	4%	4%	3%	4%	6%
Adjusted EBITDA	216.1	237.3	250.2	207.4	180.4
% of adjusted revenue	41%	42%	44%	41%	38%

Note: King reports adjusted revenue primarily on a gross basis, including payments to platform partners. Adj. EBITDA margin (as a % of adjusted revenue) and other figures on this page may not be comparable to similarly named metrics of other companies who report revenues net of such costs.

Expense items are not calculated in accordance with IFRS and are adjusted for depreciation and amortization, share-based and other equity related compensation, acquisition-related expenses and other non-operating charges. Adjusted EBITDA is a financial measure not calculated in accordance with IFRS. For definitions and reconciliations of these non-GAAP measures to the most directly comparable IFRS measure, refer to the appendix of this presentation.



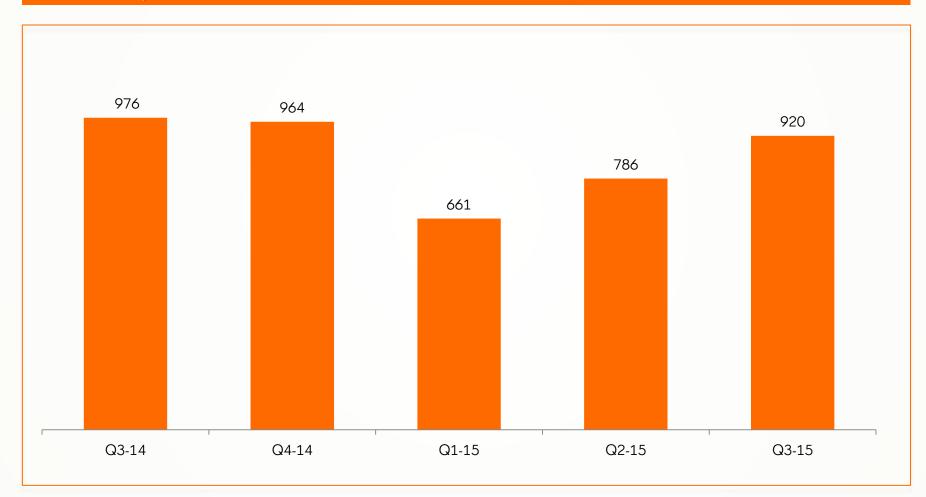
## Earnings per share

(\$mm, except per share data)	Q3-14	Q3-15
Profit	141.7	142.7
Adjusted profit	177.4	141.6
Basic weighted average number of shares	312.5	311.5
Diluted weighted average number of shares	317.6	317.0
Basic EPS	0.45	0.46
Diluted EPS	0.45	0.45
Adjusted EPS	0.56	0.45

Note: Adjusted Profit and Adjusted EPS are financial measures not calculated in accordance with IFRS. For definitions and reconciliations of this non-GAAP measures to the most directly comparable IFRS measure, refer to the appendix of this presentation.

## Cash position

#### Cash and cash equivalents (\$mm)



## Statement of financial position

(\$mm)	December 31, 2014	September 30, 2015
Cash and cash equivalents	964.0	920.3
Trade and other receivables	228.4	210.8
Total assets	1,441.8	1,381.5
Trade and other payables	137.6	101.6
Deferred revenue	34.3	38.6
Income tax liabilities (current and non-current)	284.2	200.5
Total liabilities	472.9	358.9
Total shareholders' equity	968.9	1,022.6





## Key metrics and definitions

Daily Active Users (DAUs) are the number of individuals who played one of our games during a particular day. We calculate average DAUs by adding the total number of DAUs for each day in a period and dividing by the number of days in the period.

Monthly Active Users (MAUs) are the number of individuals who played a particular game in the 30-day period ending with the measurement date. We calculate average MAUs by adding the total number of active users as of the end of each month in a given period an dividing by the number of months in the period.

Monthly Unique Users (MUUs)<sup>1</sup> are the number of unique individuals who played any of our games on a particular platform in the 30-day period ending with the measurement date. We calculate average MUUs by adding the total number of unique users as of the end of each month in a given period and dividing by the number of months in the period.

Monthly Unique Payers (MUPs)<sup>1</sup> are the number of unique individuals who purchased virtual currency at least once on a particular platform in the 30-day period ending with the measurement date. We calculate average MUPs by adding the total number of unique payers as of the end of each month in a period and dividing by the number of months in the period.

Monthly Gross Average Bookings per Paying User (MGABPPU) is calculated by dividing (1) our total gross bookings in a given period, by (2) the number of months in that period, divided by, (3) the average number of MUPs during the period.



<sup>&</sup>lt;sup>1</sup>We do not de-duplicate user data for users who play or pay our games on multiple devices or platforms.

### Non-GAAP and other financial measures and definitions

Gross Bookings: Gross bookings is a non-GAAP financial measure that is not calculated in accordance with IFRS. Gross bookings is the economic benefit collected from the sale of virtual items and for access to skill tournaments.

The Company uses gross bookings to evaluate the results of operations, generate future operating plans and assess performance. While King believes that this non-GAAP financial measure provides a meaningful measurement of the business performance during a particular period because it measures the total cash spend by players in the period, this information should be considered as supplemental in nature and is not meant as a substitute for revenue recognized in accordance with IFRS. In addition, other companies, including companies within our industry, may calculate gross bookings differently or not at all, which reduces its usefulness as a comparative measure.

Adjusted Revenue: Adjusted revenue is a non-GAAP financial measure that is not calculated in accordance with IFRS. King defines adjusted revenue as revenue adjusted to include changes in deferred revenue. King believes that adjusted revenue is a useful metric for calculating adjusted EBITDA margin and understanding our operating results and ongoing profitability.

Adjusted EBITDA and Adjusted EBITDA Margin: Adjusted EBITDA and adjusted EBITDA margin are non-GAAP financial measures that are not calculated in accordance with IFRS. King defines adjusted EBITDA as profit (loss), adjusted for income tax expense (credit), foreign currency exchange loss (gain), acquisition-related (benefit) expense (including acquisition-related contingent consideration fair value adjustments and other acquisition-related adjustments), non-operating (income) expense, net finance (income) costs, depreciation, amortization, share-based and other equity-related compensation (including social security charges associated therewith) and changes in deferred revenue. King defines adjusted EBITDA margin as adjusted EBITDA as a percentage of adjusted revenue. King believes that adjusted EBITDA and adjusted EBITDA margin are useful metrics for investors to understand and evaluate our operating results and ongoing profitability because it permits investors to evaluate our recurring profitability from our ongoing activities. King also uses these measures internally to establish forecasts, budgets and operational goals and to manage and monitor our business, as well as evaluating our ongoing and historical performance. Adjusted EBITDA and adjusted EBITDA margin have certain limitations as analytical tools, and you should not consider them in isolation or as a substitute for analysis of our results of operations as reported under IFRS. Other companies, including companies in our industry, may calculate adjusted EBITDA differently or not at all, limiting its usefulness as a direct comparative measure.

Capital Expenditures: King defines capital expenditures as the amount paid in the period for the purchase of property, plant and equipment, and intangible assets. King monitors capital expenditures as a measure of the amount we have invested in maintaining or growing the scope of our business. Other companies, including companies in our industry, may calculate capital expenditures differently or not at all, limiting its usefulness as a direct comparative measure.

Adjusted Profit: Adjusted profit is a non-GAAP financial measure that is not calculated in accordance with IFRS. King defines adjusted profit as profit (loss), adjusted for share-based and other equity-related compensation (including social security charges associated therewith), changes in deferred revenue, acquisition-related (benefit) expense (including acquisition-related contingent consideration fair value adjustments and other acquisition-related adjustments) and amortization of acquired intangible assets. Other companies, including companies in our industry, may calculate adjusted profit differently or not at all, limiting its usefulness as a direct comparative measure.

Adjusted EPS: Adjusted EPS is a non-GAAP financial measure that is not calculated in accordance with IFRS. King defines adjusted EPS as adjusted profit divided by the diluted weighted average number of ordinary shares in issue during the period.

Reconciliations of these non-IFRS measures to the most directly comparable IFRS measure are included in this appendix.



## Reconciliation of revenue to gross bookings

(\$mm)	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Revenue	514.4	545.6	569.5	489.5	479.7
Sales tax	21.0	27.4	34.9	30.0	29.3
Other revenue	(1.9)	(1.8)	(1.6)	(1.6)	(1.5)
Movement in player wallet and other adjustments	1.5	1.5	1.4	1.2	1.0
Change in deferred revenue	9.0	13.6	0.3	10.4	(6.3)
Gross bookings	543.9	586.3	604.5	529.5	502.1

## Reconciliation of revenue to adjusted revenue

(\$mm)	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Revenue	514.4	545.6	569.5	489.5	479.7
Change in deferred revenue	9.0	13.6	0.3	10.4	(6.3)
Adjusted revenue	523.4	559.2	569.8	499.9	473.4

## Reconciliation of profit to adjusted EBITDA

(\$mm)	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Profit	141.7	140.6	164.1	119.3	142.7
Add:					
Income tax expense	45.8	63.5	46.8	40.3	31.2
Foreign currency exchange (gain) loss	(16.1)	(15.1)	(4.9)	3.9	(1.6)
Acquisition-related (benefit) expense	3.8	0.5	5.4	0.5	(12.5)
Non-operating (income) expense	(2.5)	1.5	(0.0)	0.0	-
Net finance costs	0.2	0.2	0.2	0.2	0.3
Share-based and other equity-related compensation	30.8	27.1	32.7	26.5	19.5
Change in deferred revenue	9.0	13.6	0.3	10.4	(6.3)
Depreciation and amortization	3.5	5.6	5.7	6.4	7.3
Adjusted EBITDA	216.1	237.3	250.2	207.4	180.4
% Adjusted EBITDA margin	41%	42%	44%	41%	38%

## Share-based and other equity-related compensation

(\$mm)	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Cost of revenue	0.6	0.5	0.7	0.2	0.2
Research and development	12.8	11.6	13.8	10.7	7.9
Sales and marketing	1.9	2.0	3.0	3.2	2.6
General and administrative	15.5	12.9	15.2	12.4	8.8
Total share-based and other equity-related compensation	30.8	27.1	32.7	26.5	19.5

## Reconciliation of profit to adjusted profit and adjusted EPS

(\$mm)	Q3-14	Q3-15
Profit	141.7	142.7
Add:		
Share-based and other equity-related compensation	30.8	19.5
Acquisition-related (benefit) expense	3.8	(12.5)
Change in deferred revenue	9.0	(6.3)
Amortization of acquired intangible assets	0.1	0.6
Tax effect of adjustments	(7.9)	(2.3)
Adjusted profit	177.4	141.6
(\$mm, except share data)	Q3-14	Q3-15
Adjusted profit	177.4	141.6
Diluted weighted average number of shares	317.6	317.0
Adjusted EPS	0.56	0.45

### Reconciliation of costs and expenses Q3-15

		Adjustments				
(\$mm)	IFRS	Acquisition- related expense	Share-based and other equity-related compensation	Depreciation and amortization	Non-GAAP measure	
Costs and expenses:	_					
Cost of revenue	148.6	-	(0.2)	-	148.3	
Research and development	44.7	(1.8)	(7.9)	(1.3)	33.7	
Sales and marketing	89.3	(0.8)	(2.6)	-	86.0	
General and administrative	42.5	0.1	(8.8)	(6.0)	27.9	

Note: Expense items are not calculated in accordance with IFRS and are adjusted for depreciation and amortization, share-based and other equity related compensation, acquisition-related expenses and other non-operating charges. For definitions and reconciliations of these non-GAAP measures to the most directly comparable IFRS measure, refer to the appendix of this presentation.

