Hacksaw

Sector: Digital Entertainment/Gambling

Fast growing and highly profitable RGS platform supplier

Redeye initiates coverage on Hacksaw, a fast-growing and highly profitable Remote Gaming Server (RGS) platform and game supplier within the iGaming segment. We believe the company has a long growth runway, supported by an expanding game portfolio and a growing underlying market.

Well-positioned iGaming RGS platform and game supplier

Hacksaw was founded in 2018 with an ambition to build an RGS platform on a modern code base, designed to support improved game quality and reduce the complexity associated with legacy technology. Looking at the company today, this goal has been achieved, and it is well-positioned with a best-in-class RGS platform that currently supplies 268 games to 150+ customers on more than 3,000 brands and is enjoyed by 9m players.

Solid track record of high pace and successful game releases

Hacksaw demonstrates a strong track record, having significantly increased its top line from EUR32m in 2022 to an estimated EUR198m in 2025E, representing a CAGR of 84%. The company is also highly profitable with an EBIT margin of c80%, while its capital-light nature supports strong cash generation. This impressive track record has been achieved on the back of its strong RGS platform, which enables a cost-efficient and high-pace game release cadence.

Continued growth expected and attractive valuation supports upside potential

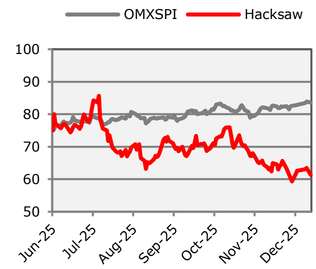
Looking forward, Hacksaw targets top-line growth of 30% and an EBIT margin of 80%. Redeye expects the company to achieve its targets, forecasting a top-line CAGR of 35% for 2024-2027E and an EBIT-margin of c80%. We find the company attractively valued, with a fair value range of SEK60-240 and a base case of SEK130 which implies an upside of 112%.

Key Financials (EURm)	2023	2024	2025	2026	2027
Sales	67	137	198	258	336
Sales growth	109%	105%	45%	30%	30%
EBITDA	57	119	164	210	272
EBIT	55	116	160	206	268
EBIT Margin (%)	83%	85%	81%	80%	80%
Net Income	59	109	141	192	250
EV/Sales	24.1	11.4	7.8	5.5	3.9
EV/EBITDA	28.2	13.2	9.4	6.8	4.8
EV/EBIT	29.0	13.5	9.6	6.9	4.9

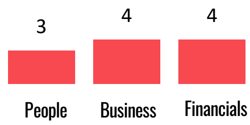
FAIR VALUE RANGE

BEAR	BASE	BULL
60	130	240

HACKSAW VERSUS OMXS30



REDEYE RATING



KEY STATS

Ticker	HACK
Market	Large Cap
Share Price (SEK)	61
Market Cap (SEKbn)	17.7
Net Debt 2025E (EURm)	-130
Free Float (%)	16%
Avg. daily volume ('000)	850

ANALYST

Hjalmar Ahlberg
hjalmar.ahlberg@redeye.se

Investment Case

Case

Fast growing and highly profitable RGS platform supplier

Hacksaw is a fast-growing and highly profitable Remote Gaming Server (RGS) platform and game supplier within the iGaming segment. The modern code-based and purpose-built RGS has enabled Hacksaw to develop high-quality slots faster than competition and distribute them efficiently. Furthermore, the company has leveraged its RGS by launching it to third-party game developers, which strengthens its position as a platform supplier, rather than a slot studio. On the back of this, Hacksaw has built a strong market position where it supplies 268 games to 150+ customers on more than 3,000 brands and reaches 9m players. The company has seen strong top line growth with a CAGR of 84% in 2022-25E while it is also highly profitable with an EBIT-margin of around 80%. Going forward, the company targets growth of 30% with maintained profitability, which it expects to be achieved by continued product development and increased monetization. Redeye expects the targets to be met and forecasts a topline CAGR of 35% in 2024-27E with an EBIT-margin of c80%.

Evidence

Efficient development and above-market growth validate RGS platform's competitive edge

Redeye views Hacksaw's strong track record as evidence of its RGS platform's competitive edge, supporting the company's financial targets and Redeye's forecasts. The company's top line CAGR of 84% in 2022-25E, is clearly higher than the global online slots market growth of around 20% during the same period. Furthermore, the efficient game development process where Hacksaw can produce high-quality games in just 22 weeks, requiring two FTEs per game, builds support for our expectations of continued growth, driven by an expanding games portfolio. Finally, the onboarding of eight third-party studios to its OpenRGS-platform since its launch in Q2 2023, indicates solid growth potential for the OpenRGS.

Challenges

Maintaining release cadence and game success rate

While Hacksaw has a strong track record of timely and cost-efficient game development, there could be a risk that it is not able to scale the product development as it increases in size. Furthermore, while it has also been able to create several strong hits with long lifecycles, there is no guarantee that future games will have the same success rate. Nevertheless, the timely and cost-efficient game development process suggests that this risk is manageable, although it can result in lower-than-expected growth.

Increasing monetization can become gradually tougher

Regarding Hacksaw's ambition to grow by increasing monetization, this could gradually become more challenging as the company becomes larger. Initially, it can be easy to capture an increased share of wallet with an operator by adding more games, but longer term this could be tougher to maintain. However, given Hacksaw's size compared to the total iGaming market, this challenge is likely limited in the near-term.

Valuation

DCF-valuation supported by strong growth and high profitability

Redeye finds a fair value range of SEK60-240 per share for Hacksaw with a base case of SEK130 per share, implying an upside of 112% compared to the current share price of SEK61.4. The base case implies an EV/EBIT of 13-17x based on 2026-27E estimates while the share currently trades at an EV/EBIT of 5-7x 2026-27E. Comparing Hacksaw's valuation to global iGaming B2B peers, it trades at a discount of around 35-45% in relation to the peers (average of around 12x and median of 11x EV/EBIT 2026E) which we find attractive given Hacksaw's stronger-than-average growth and profitability profile. Finally, we also highlight an attractive dividend yield of c5-9% for 2025-27E, supported by the company's strong cash generation and capital allocation policy which also leaves room for share buybacks.

Turning to the key assumptions for the DCF-based valuation range, our base case assumes top line CAGR of 25% over 2025-30E with an average EBIT-margin of 78% over the period. The scenario is based on continued growth of in-house games as well as third-party games. Comparing this to our bull case, which assumes sales CAGR of 33% over 2025-30E and an average EBIT-margin of 74% over the period, the main difference is stronger growth from third-party games in the bull case scenario. Somewhat counterintuitively, the bull case assumes a lower EBIT-margin owing to the stronger growth of the OpenRGS, however, it is important to highlight that the 2025-30E EBIT CAGR for the bull case is 29% compared to 23% for the base case. Regarding the bear case, this assumes that new game releases will have a soft reception resulting in lower top line growth (CAGR of 12% over 2025-30E) and a lower EBIT-margin (average of 68% over 2025-30E) while the EBIT CAGR is 6% over 2025-30E. The chart below illustrates the valuation scenarios in relation to the current share price.

Hacksaw: Fair value range, SEK per share

Share price: 61

Bear case: 60 **Base case: 130** **Bull case: 240**

Source: Redeye Research

Catalysts

The key catalysts for Hacksaw are:

- Capital returns via share buybacks or dividends and potential for M&A
- Increased pace of in-house game releases
- More studios and stronger growth from third-party games on OpenRGS
- New market entries

Counter-Points

The key counter-points in the investment case are:

- Underestimated regulatory risks
- Slower growth in back catalogue games
- Lower success rate for new game releases
- Competition catching up with RGS

Table of Contents

Company description

Introduction to Hacksaw

Best-in-class remote gaming server (RGS) and game supplier

Hacksaw is a global technology-first Remote Gaming Server (RGS) platform and game supplier for iGaming operators. The core of Hacksaw's business centers on its scalable, modular, and purpose-built B2B RGS platform, which utilizes a modern code base to enable rapid game development and efficient distribution. Coming to its game portfolio, Hacksaw focuses on creating high-quality experiences that engage its large player fan base, creating strong demand among operators. The modern RGS platform allows the company to create and update games quickly in response to customer demand or regulatory changes. Additionally, Hacksaw extends its technology to third-party studios through its OpenRGS product offering. Thanks to its strong focus on technology and product development, Hacksaw has quickly built a vast game portfolio totalling 268 games.

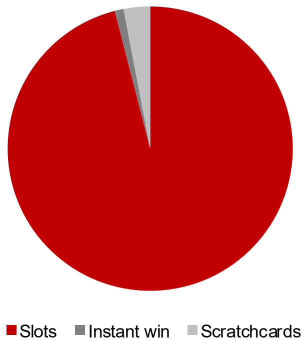
Fast growing and highly profitable business with strong cash generation

Following significant expansion of its game portfolio, which has increased from 106 games in 2022 to 268 by end of Q3 2025, Hacksaw has experienced strong growth over the last years. Revenue has increased from EUR32m in 2022 to EUR137m in 2024 and Redeye expects revenue of cEUR198m for 2025E. The company has also achieved strong profitability with an EBIT-margin of above 80%, thanks to a scalable business model with strong operating leverage. Cash generation is also solid, with around 80% cash conversion (FCF/EBITDA), supporting a strong shareholder remuneration where the company targets to distribute at least 75% of net profit through dividends and/or share buybacks.

Global footprint and diversified recurring revenue streams

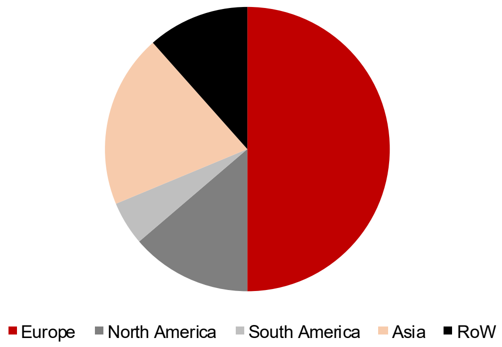
Coming to the business model, market exposure and products mix, Hacksaw generates most of its revenue from slots (c96% of revenue 2024) and to limited extent scratchcards and instant win games. Income is derived through a revenue-share model which provides stable and recurring income from a large customer base (150+ customers reaching around 3,000 operator brands). In 2024, Hacksaw's in-house games generated around 95% of revenues while third-party games represent c5% of total revenue. The company has a global footprint where the largest region is Europe, generating around 55% of revenue in 2024 followed by Asia with 22% and Americas with 20% while the remaining come from other regions (based on end-user location).

Hacksaw: Revenue per game type 2024



Source: Hacksaw, Redeye Research

Hacksaw: Revenue per region 2024



Source: Hacksaw, Redeye Research

Company history

From scratchcard games to top-tier RGS-platform and high-quality slots supplier

Hacksaw was founded in 2018 with focus on improving game quality and reducing complexity of legacy tech

Hacksaw was established in 2018 with the aim of innovating the iGaming industry by addressing constraints posed by legacy technology. The founders, who include Hacksaw's largest shareholder, had identified that there was a limited supply of high-quality games and that integration of new games with operators was slow and complex. As such, the company immediately focused on creating its proprietary, scalable, and modular Remote Gaming Server (RGS) platform. Hacksaw's initial game offering featured scratchcard games, with the first title released in 2019 on the RGS platform. At this time, there were few high-quality scratchcard games available, and this helped Hacksaw to gain traction among operators which is typically challenging for a new game developer.

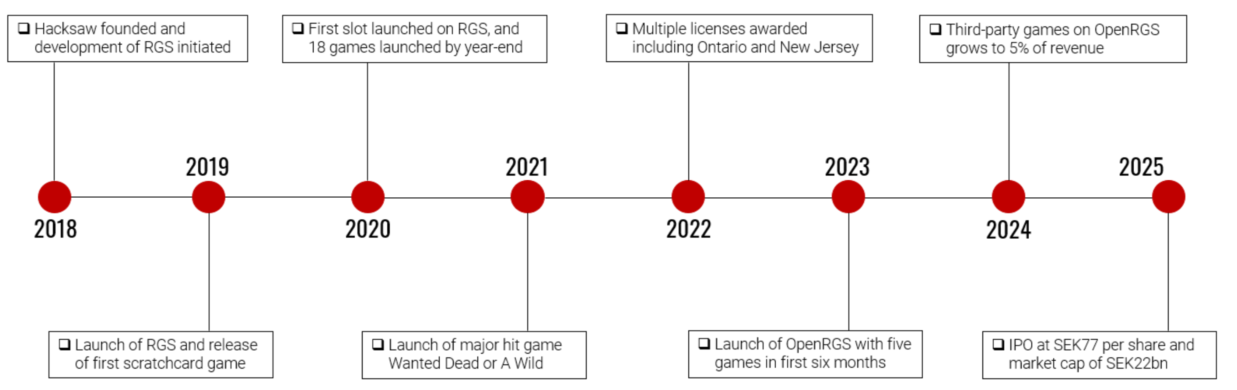
Following success with in-house games, Hacksaw launched Open-RGS for third-party developers in 2023

After Hacksaw had established a position with operators through scratchcard games, the portfolio rapidly expanded into the slot market, introducing its first slot game in 2020 while it ended the year with 18 new releases on its RGS platform. Hacksaw's initial focus was mainly on high volatility slot games where it has established a strong position, including hit games such as Wanted Dead or A Wild which was released in 2021. Later, the company also expanded into medium volatility slots with Le Bandit and additional games within the "Le franchise". Following the success with its internal slot games, Hacksaw launched its platform for third-party studios in 2023 through the OpenRGS product offer. The first third-party game was launched in 2023, and the game pace release cadence has since then gradually increased (15 games were launched by third-party studios in Q3 2025) as more studios have joined the platform (eight studios as of the publication of this report).

Today, Hacksaw boasts a game portfolio of 268 games supplied to 150+ customers

Today, it's clear that Hacksaw has delivered on its ambitions, establishing itself as a best-in-class, tech-focused iGaming RGS platform and a high-quality game supplier with a global footprint. Its game portfolio boasts a total of 268 games that are available on above 3,000 online casino brands and are enjoyed by more than 9m players. Hacksaw is present on more than 35 regulated markets, holds 16 licenses and has 150+ customers.

Hacksaw: Key historical events



Source: Hacksaw, Redeye Research

Management and Board

Redeye believes Hacksaw's management team is overall well-composed with managers possessing relevant backgrounds in online gambling, law and finance. The Operational CEO, Marcus Cordes, has a significant shareholding while the Group CEO, Christoffer Källberg, and the Group CFO, Mikael Rahm, have notable shareholdings and significant exposure through warrants. While the Group CEO and Group CFO joined recently, the Operational CEO has been with Hacksaw since 2018 and the Chief Compliance Officer since 2022, which we view positively.

Hacksaw: Management

Name	Position	Since	Ownership	Note
Christoffer Källberg	Group CEO	2025	70k shares and 503 warrants*	Christoffer Källberg has a finance background with over 15 years of experience in transaction advisory and investment banking, covering public and private M&A as well as equity and debt capital markets.
Marcus Cordes	Operational CEO	2018	2.2m shares	Marcus Cordes joined Hacksaw in 2018 and has served as Operational CEO since 2022. He has a background in sales and management within the gambling industry, from both B2C and B2B.
Mikael Rahm	Group CFO	2025	93k shares and 379k warrants	Mikael Rahm joined Hacksaw in October 2025 and was appointed CFO in December. He has 15 years of experience from PwC and CEO/CFO roles at, among others, Bambora, Ingenico and Verifone.
Phillippa Gregory	Chief Compliance Officer	2022	29k shares and 10 warrants*	Philippa Gregory holds a doctor of law degree and brings seven years of iGaming experience, focusing on legal and regulatory compliance across multiple jurisdictions in both B2B and B2C.

*Source: Hacksaw, Redeye Research, * each warrant provides right to susbscribe 2k shares*

Regarding the board of directors, we find it positive that several board members have significant shareholdings, aligning their incentives with shareholders. The board also has relevant backgrounds, with the chairman having previous experience from among others Betsson. The other board members have experience from finance and law which we believe is valuable for Hacksaw. While most board members are new since 2024, we note that Noah Gottdiener and Frédéric Herz are likely well familiar with the company as large and long-time shareholders.

Hacksaw Software: Board of Directors

Name	Position	Since	Ownership	Note
Patrick Svensk	Chairman of the board	2024	70k shares & 10 warrants*	Patrick Svensk has extensive experience in media and gaming, including serving as chair of Betsson AB. He has also held senior roles at Kanal 5, Zodiak Television, and MTG.
Noah Gottdiener	Board member	2024	0.85m shares	Noah Gottdiener is currently the executive chairman of Kroll. He previously served as Kroll's CEO and chairman of the board from 2004 to 2020, growing the firm's revenue from USD30m to USD1bn.
Frédéric Herz	Board member	2024	19.1m shares	Frédéric Herz has backround in investment management and was an early investor in Hacksaw. He remains one of the larger shareholders with around 6.6% of capital.
Arian Sparrfelt	Board member	2024	80k shares	Arian Sparrfelt is an independent business advisor and tax lawyer with Swedish and international experience in M&A, legal restructuring and financing within multinational companies.
Ana Vrabic Verdir	Board member	2024	38k shares	Ana Vrabic Verdir has a legal background with degrees from Uppsala and The Hague Universities. She is a counsel at Carthiel, advising Swedish and international clients on mergers and acquisitions.

*Source: Hacksaw, Redeye Research, * each warrant provides right to susbscribe 2k shares*

Owners and share price development

Founders and online gambling entrepreneurs remain top owners after IPO

Hacksaw's largest share-holders include founders, early investors and online gambling entrepreneurs

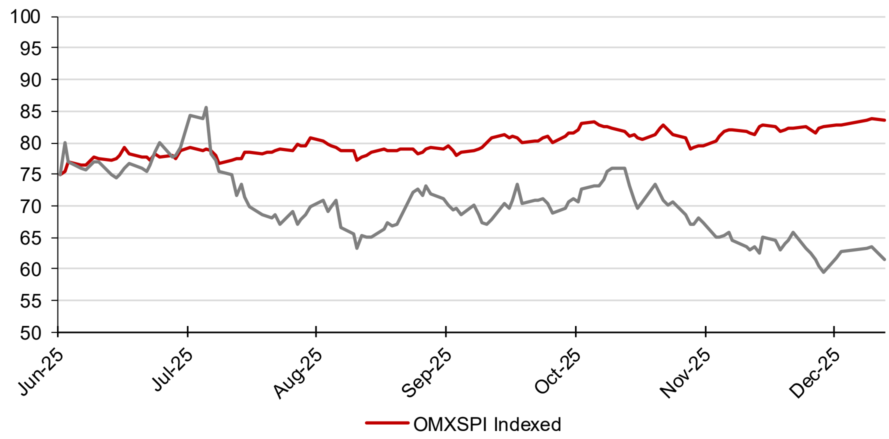
One of the reasons for Hacksaw's IPO was to diversify the shareholder base and provide existing investors with an opportunity to sell part of their shares. In total, around 43.5m shares were sold in the IPO (c15% of current total shares outstanding) and looking at the ownership post the IPO we find it positive that two of the company's founders remain the largest shareholders. This includes Fractional Holding, which is controlled by one of the founders who is still involved in the group within product development. Furthermore, the third largest shareholder, Frédéric Herz, is a member of Hacksaw's board of directors. Other major shareholders in Hacksaw are primarily early investors, including entrepreneurs from the online gambling sector. Notably, the founders of Stake, Ed Craven and Bijan Tehran, each own around 4% (represented by Tension Pty and Ashwood Holdings Pty) which we believe provide confirmation of Hacksaw's strong product offer. Considering additional selling from shareholders post the IPO, we note that management and shareholders with more than 4% ownership have a 360-day lock-up (ending 20 June 2026) while the others had a 180-day lock-up that ended 22 December 2025.

Hacksaw: Top 10 owners

Shareholder	Shares, m	% of capital	% of votes
Fractional Holding AB	48.8	16.9%	16.9%
Lollipop Assets Ltd	28.6	9.9%	9.9%
Frédéric Herz	19.1	6.6%	6.6%
Jonas Ejevärn	15.1	5.2%	5.2%
Burwood Holding Ltd	12.2	4.2%	4.2%
Tension Pty Ltd	12.2	4.2%	4.2%
Ashwood Holdings Pty Ltd	12.2	4.2%	4.2%
The Soybean Trust	12.2	4.2%	4.2%
Wise Capital AB	8.0	2.8%	2.8%
Grenobel Ltd	7.2	2.5%	2.5%
BMLV Invest AB	5.0	1.7%	1.7%

Source: Holdings

Hacksaw: Share price development since IPO



Source: Redeye Research

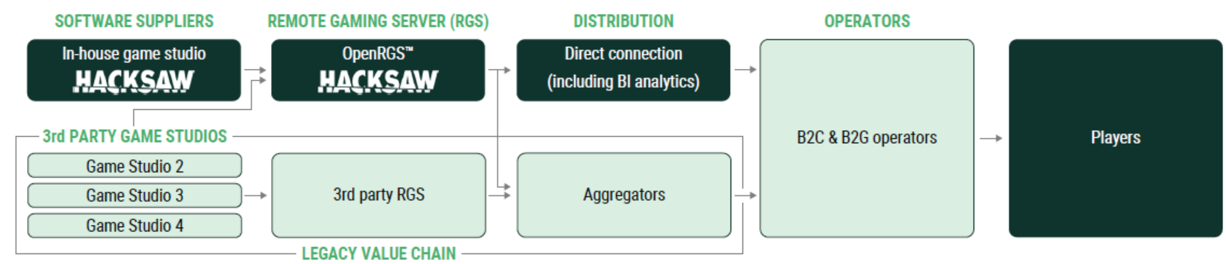
Business model and products

Hacksaw's core - Remote Gaming Server (RGS)

The core of Hacksaw's business is the proprietary and purpose-built RGS platform

The core of Hacksaw's business is centered around its B2B Remote Gaming Server (RGS) platform. The company's in-house, proprietary RGS supports the production and distribution of slots, scratchcards, and instant win games, both for its internal studio and third-party studios. Compared to most competitors and operators that rely on older legacy RGS platforms, Hacksaw's RGS is purpose-built with modern code. This makes it scalable and modular, enabling rapid game development and distribution. It is also designed to quickly adapt to compliance related changes, which is becoming a new normal in a constantly shifting regulatory landscape. Hacksaw distributes its content to operators both directly and via intermediaries (aggregators). This efficient approach allows it to boast a widespread distribution network that reach over 3,000 operator brands. The illustration below shows the ecosystem for Hacksaw's RGS, game studios, aggregators, operators, and the players.

Hacksaw: Remote Gaming Server (RGS) overview



Source: Redeye Research

Commercial strategy focused on engaging the player

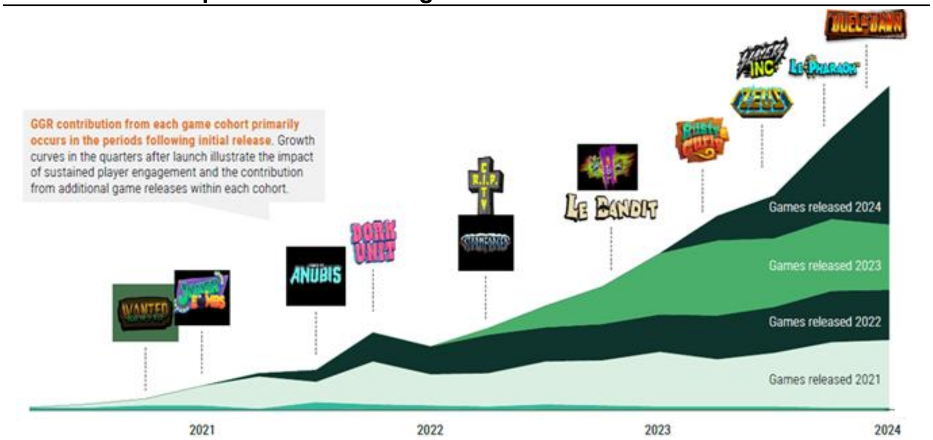
Hacksaw is highly focused on player engagement which in turn creates demand from operators

Turning to Hacksaw's commercial strategy, it is focused on engaging the player base by building game and brand awareness which in turn creates demand from operators. The company has been successful at driving interest for its slots among iGaming streamers. A key success factor for the interest among streamers is due to Hacksaw's focus on high volatility slots, that yields infrequent but large wins, which the company was early to adopt in relation to its competition. A great example of this success is the game Wanted Dead or A Wild, which was released in 2021 and is still the company's largest game generating around 14% of GGR in Q3 2025. According to a blog post by Strmlytics who has analysed the success of Wanted Dead or A Wild, it became a hugely prominent game in the streaming community with more than 2x viewership compared to the second most popular slot among streamers. Strmlytics commented that it believes that the game appealed to streamers with its high, but achievable max payout while the timing was also perfect with a generally increased interest for iGaming streamers in 2021-22.

Highly successful games include Wanted Dead or A Wild, Chaos Crew 1-3 and "Le franchise"

Another benefit from Hacksaw's focus on player engagement has been to build games around franchise brands. This includes, for example, Chaos Crew which was released in 2020 and followed by Chaos Crew II in 2023, which significantly outperformed the launch of the first game. The subsequent launch of Chaos Crew 3 in September 2025, confirms continued strong demand for the game series. Furthermore, Hacksaw has achieved success with the "Le-franchise" which started with the release of Le Bandit in 2023 and was followed by Le Pharaoh in 2024 and Le Viking, Le King, Le Cowboy, Le Zeus and Le Santa in 2025. The success of the Le Franchise together with Wanted Dead or A Wild and Chaos Crew which have now generated strong revenue over many years, exemplifies another strength of Hacksaw – the ability to build games with long lifecycles. Hacksaw has been able to increase revenue from its games thanks to their longevity and by adding them to new customers and markets. Analysing the average revenue generation per game, we can conclude that it has increased from slightly below EUR1k per day in 2022 to around EUR2k per day in 2025. However, this will likely flatten out as the marginal revenue increase from new customers gradually diminishes given the increased customer base. Nevertheless, the chart below which illustrates revenue generation from different release year cohorts, indicates that games

Hacksaw: Development of historical game release cohorts



Source: Redeye Research

released in 2021 are still growing.

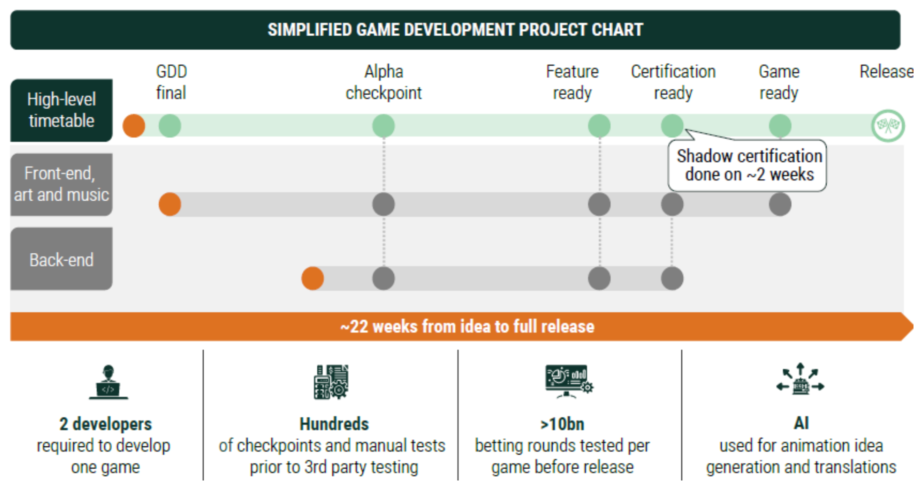
Timely and cost-efficient game development process

Hacksaw has a strong track record of building games with long lifecycles

While the above-mentioned games are evidence of Hacksaw's ability to build strong game franchises, it has also been able to do this very efficiently thanks to the RGS platform. The company has a timely development process where it takes Hacksaw 22 weeks to develop a game, and it requires two FTEs during the process. The company also has an internal test lab, which improves time-to-market as it can make sure games are fully functional and compliant before they are tested by independent certification agencies. The efficient game development process supports high pace game releases which currently stand at 4 games per month, or 48 per year (up from 37 in 2024 and 29 in 2023). In addition to fast development cycles, the RGS platform also provides efficient adaptation to regulatory changes, which can yield a competitive advantage to its customers. The chart below illustrates Hacksaw's game development process.

Hacksaw's game development time is 22 weeks and requires two FTEs during the process

Hacksaw: Game development process overview



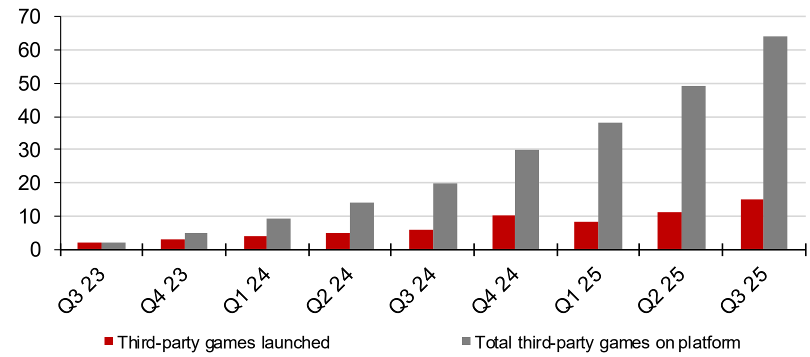
Source: Redeye Research

OpenRGS accelerates game portfolio growth

OpenRGS provides third-party developers with a strong development and distribution platform

In addition to its in-house games, the RGS platform is also provided to third-party developers. Our perception is that the OpenRGS is an attractive offer for smaller game studios as they gain access to the same extensive development suite used by Hacksaw, while it also gives them direct access to Hacksaw's distribution network. Since the OpenRGS product was launched in 2023, it has added eight studios while Hacksaw aims to add one new studio per quarter. As of Q3 2025, the studios on the OpenRGS platform have combined released 64 games with an accelerated pace in recent quarters, as illustrated in the chart below. The third-party studios also provide a potential M&A-driven growth path. An indication of this opportunity is the recent investment in Kitsune, where Hacksaw has an option to increase its ownership, although the initial investment was likely limited with negligible financial impact.

Hacksaw: Third-party games launched and live, Q2 2023-Q3 2025



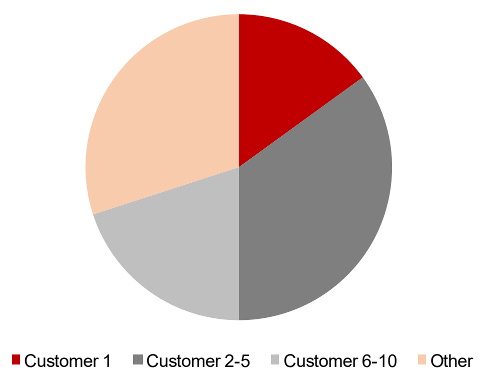
Source: Hacksaw, Redeye Research

Revenue model with diverse and recurring income streams

Hacksaw generates its income through a revenue-share model with operators

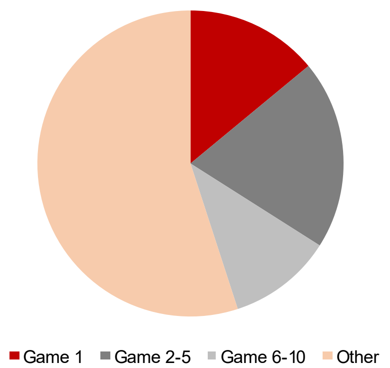
Regarding Hacksaw's business model and income generation, it relies on a revenue-share structure, where Hacksaw collects a percentage (likely in the range of mid-to-high single digits) of the Gross Gaming Revenue (GGR) generated by its games. Coming to third-party games on the OpenRGS, the model is the same with the difference that Hacksaw also pays a license fee to the third-party studio (we estimate in the range of 40-60% of revenue generated). The revenue-share model provides a recurring revenue stream that can grow together with its customers, yielding a win-win relationship. The revenue is also diversified through a large customer base of more than 150 customers, where the largest represents c15% of revenue while several of the top ten customers are aggregators. Finally, the game portfolio totalling 268 games is also diversified with the largest game generating 14% of revenue.

Hacksaw: Customer mix 2025E



Source: Hacksaw, Redeye Research

Hacksaw: Games mix 2025E



Source: Hacksaw, Redeye Research

Growth strategy focused on product development and monetization

Hacksaw's core growth pillars are built on product development and increased monetization

On the back of the success with the RGS platform and solid track record of expanding its game portfolio with well-received game releases, the core of Hacksaw's growth strategy is product development and increased monetization. This includes overall expansion of the game portfolio as well as growth from new markets and new customers coupled with growing share of wallet with existing customers. Another growth opportunity that the company has highlighted is to broaden its game portfolio with slots that have lower volatility and, as such, expand its potential player base. The company has thus far been successful with the "Le franchise" which are games that have lower volatility than Hacksaw's traditional in-house games. Growth will also be driven by adding more third-party studios to the platform, where the target is to add one new studio per quarter. Overall, Redeye finds the growth strategy clear and achievable and believes it provides support to the company's growth target of 30%.

Competition

Key competitors to Hacksaw include slot-focused game suppliers such as Pragmatic Play and Play'n GO

Hacksaw's key competitors are other slot game providers including larger companies such as Evolution (through NetEnt, RedTiger and BTG), Games Global, IGT, Novomatic, Playtech, Play'n GO, Pragmatic Play and Yggdrasil as well as several small studios. However, we also highlight that Hacksaw's market approach is somewhat different compared to its peers as it builds its products around the RGS platform rather than being a slot game studio. The OpenRGS provides further differentiation compared to peers, while we would also emphasize Hacksaw's efficient development model. As such, we would believe that the key competitors are those with more modern platforms and that have taken market share from traditional games providers. On the back of this, our perception is that Pragmatic Play and Play'n GO can be seen as Hacksaw's key competitors.

Regulatory risks

Hacksaw is a B2B provider which entails lower regulatory risks compared to operators

Coming to regulatory risks and considerations, we believe it is important to note that Hacksaw is a B2B supplier. This means that regulatory risks are typically lower compared to operators that are in direct contact with the players and have higher exposure to individual markets and thus regulatory changes in those markets. Nevertheless, there are some key factors that are important to highlight. Firstly, when it comes to licenses, B2B suppliers can either have Point of Supply or Point of Consumption licenses. Point of Supply means that the license is based on where the service is supplied from, where Hacksaw's B2B Critical Supply License in Malta is an example. These licenses are applicable in markets where there are no local licenses to obtain and can be used in multiple jurisdictions. Point of Consumption means licenses that are applicable in local markets and are usually held by the operators that are Hacksaw's customers. According to H2GC, around 24% of the total iGaming of USD163bn was generated from locally licensed markets in 2024 (likely overestimated as the total market is likely larger). Hacksaw states that its revenue generated from locally licensed markets is 12%, however, this underestimates the actual level as it excludes markets where its products are supplied by Point of Supply licenses. Finally, it is also worth highlighting that a B2B supplier relying solely on a Point of Supply license will initially have zero percent locally licensed revenue.

While regulation for sweepstake casinos is under transformation, Hacksaw has limited exposure to the segment

Another regulatory consideration is that a small part of Hacksaw's revenue (around 5% of GGR in 2024) is generated from sweepstake casinos, which mainly are based in US and where current regulatory framework is under transformation. In its IPO prospectus, the company states that "Hacksaw does not provide games to sweepstakes customers in states where Hacksaw holds local licenses; nor does Hacksaw provide its games to sweepstakes customers in any other states not backed by an independent legal opinion provided by each respective sweepstakes customer". Furthermore, Hacksaw has demonstrated that it adapts to regulatory changes, for example by no longer providing its products in Louisiana, Montana, and California following regulatory changes in these states.

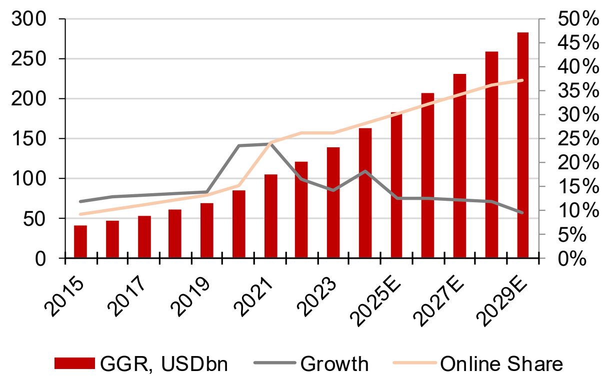
Market overview

Structural growth in online gambling

Online gambling is expected to grow around 12% over 2024-29E

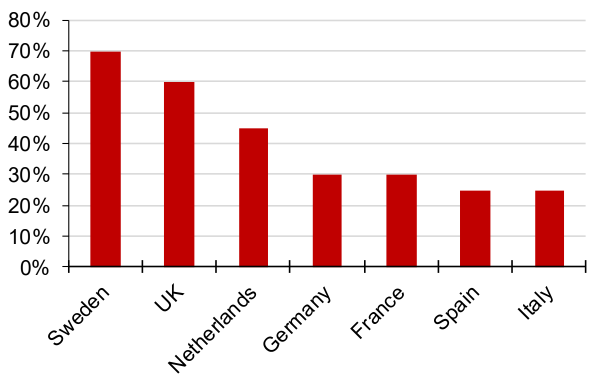
Regarding the market outlook, we believe Hacksaw's growth potential is well underpinned by underlying market growth. The growth for the online gambling market (or the iGaming market, as it is often referred to) is driven by the transition from offline to online gambling. As illustrated in the chart below, the overall share of online gambling is around 30% of total. The share has grown steadily over time and accelerated in 2020-21 due to the covid-19 pandemic but has since then stabilized again. Looking over the next few years, the trend is expected to continue in the historical trajectory generating a growth of around 12% between 2024-29E. There is a big difference in the maturity of the online penetration and growth will be driven by low penetration markets (Southern Europe, US, South America) while more mature markets (Nordics countries and UK) will see lower growth.

Online Gambling Market



Source: H2GC, Redeye

Online Gambling Market Penetration



Source: Kindred, H2GC, Redeye

Online casino and slots set to remain largest segments

Slots is set to remain the largest online casino segment with around 75% of the GGR

Analysing the underlying segments of the iGaming market, online casino represents around 85% of the total in 2024 according to data from H2GC presented in Hacksaw's IPO prospectus. Furthermore, H2GC estimates that slots, which is Hacksaw's core segment, is the largest segment within online casino with approximately 75% of GGR in 2024 followed by live casino at around 20%. Looking forward, H2GC's forecasts suggest that online slots is set to remain the largest segment with a CAGR of 13% over 2024-29E. The expansion is largely driven by continued growth in Europe, which is expected to remain the largest region, while North America is forecasted to see the fastest growth according to H2GC. Overall, we believe the growth outlook for online casino yields support to Hacksaw's growth ambitions.

Attractive long-term growth optionality in US

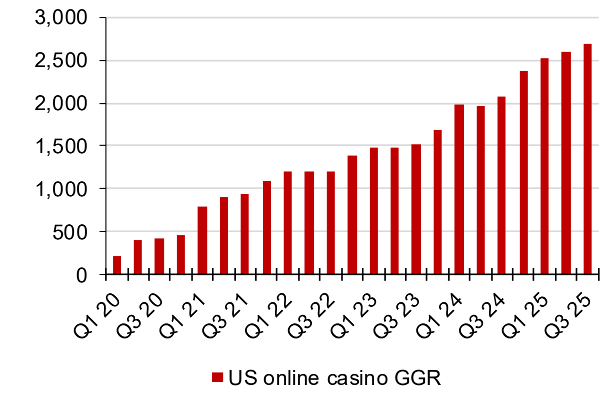
The online gambling market in US is growing quickly, although future growth is partly dependent on regulation

Coming back to the growth outlook per region, a large and fast-growing market which provides attractive growth optionality in the coming years is the US. The US iGaming market has seen strong growth in recent years following the removal of a ban of sports betting in May 2018 after which several states have regulated sports betting and online casino. Looking at the development of the US market since then, it has expanded significantly with the online casino GGR growing from USD0.3bn in 2018 to USD8.4bn in 2024. This has been driven by New Jersey (regulated in 2013) and Pennsylvania (regulated in 2019), with a few additional states regulating online casino thereafter. The US market is still in its early days, however, with additional states expected to regulate over the coming years. Typically, states have initially regulated sports betting with online casino following and we expect that most of the states that today only have sports betting likely will regulate online casino as well. We believe this

Regulation of online casino has lagged sports betting in US and provides upside optionality for Hacksaw

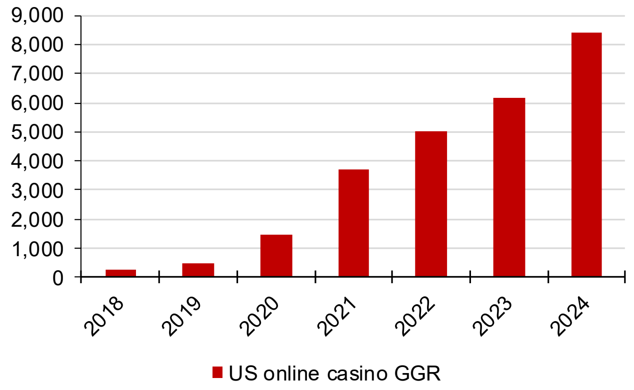
provides interesting growth optionality to Hacksaw, as online casino regulation has lagged online sports betting regulation. Today, 40 states have regulated sports betting while only seven have regulated online casino and in terms of share of the total population in US, only around 15% have access to regulated online casino. Looking forward, H2GC indicates that the US online casino market will grow to close to USD20bn by 2027E, although likely dependent on regulation of additional states. Still, we also note that New Jersey, which regulated in 2013, has seen its GGR growing by above 20% during 2021-24 (from USD1.3bn to USD2.4bn), suggesting growth potential from currently regulated states as well. Another projection by the global online gambling operator Flutter in September 2024, indicated that it expects an online gambling TAM (including sports betting) of around USD63bn for the US at maturity.

US online casino GGR Q1'20-Q3'25, USDm



Source: AGA

US online casino GGR 2018-24, USDm



Source: AGA

South America, Asia and Africa emerging as new growth regions

South America, Asia and Africa provide further growth potential

In addition to the US, South America, Asia and Africa are emerging as new growth markets for online gambling. In South America, growth is to a large extent driven by sports betting where H2GC has projected growth for sports betting of around 20% annually between 2022-27 driven by among other factors regulation of online gambling in several countries (including for example Brazil and Peru). However, online casino is also projected to see strong growth where H2GC has forecasted that the LatAm region will grow from around USD3bn in 2024 to USD5bn by 2029. Asia is another strong growth region driven by among others, Japan, South Korea, China, India and the Philippines. However, the region is more uncertain coming to the regulatory framework where the recent ban on real money gambling in India is an example. And while Philippines recently regulated online gambling, we expect regulatory progress to be slow in Asia in the short term. Finally, Africa is emerging as a new growth market, although the size is currently limited and growth is held back by critical infrastructure (internet access and payments). Overall, we believe South America provides the most attractive growth opportunity for Hacksaw, as this is a region where many of the established online gambling operators appear willing to invest in our view.

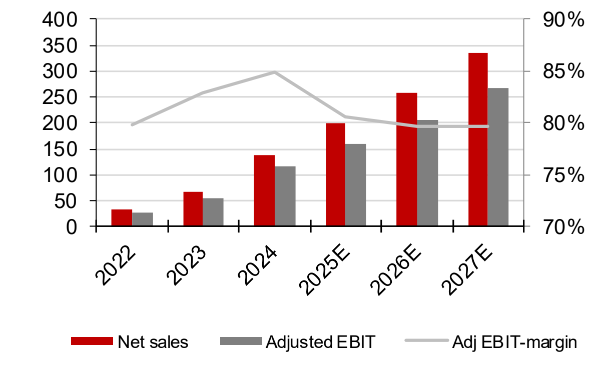
Financials

Continued solid topline and earnings growth expected

Redeye forecasts top line CAGR of 35%in 2024-27E while EPS almost doubles

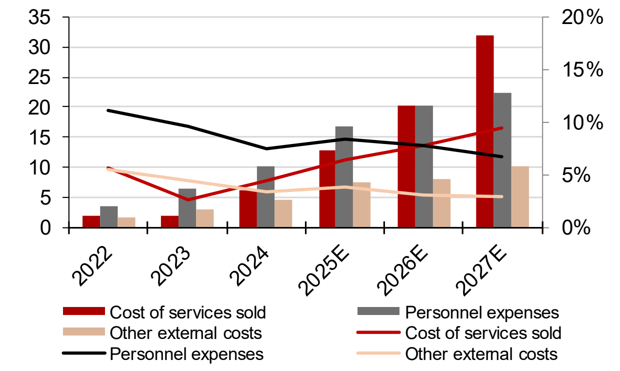
As outlined in this report, Redeye believes Hacksaw is well positioned to continue delivering strong growth and high profitability in the coming years. We forecast top line CAGR of 35% from 2024-27E with revenue increasing from EUR137m to EUR339m. We expect growth to be driven by both in-house and third-party games, yielding an EBIT CAGR of 32% and EPS CAGR of 24% over the same period. While we expect EBIT-margin to come down to around 80% in 2027E, compared to 85% in 2024, owing to growth of OpenRGS, this is on a positive note as it will result in higher EBIT and EPS. Furthermore, although growth in third-party games leads to higher COGS, we anticipate a reduction in personnel costs relative to sales, since more external titles results in less internal development costs.

Hacksaw: Revenue & EBIT, EURm



Source: Hacksaw (historical data) Redeye Research (estimates)

Hacksaw: COGS and OPEX, EURm



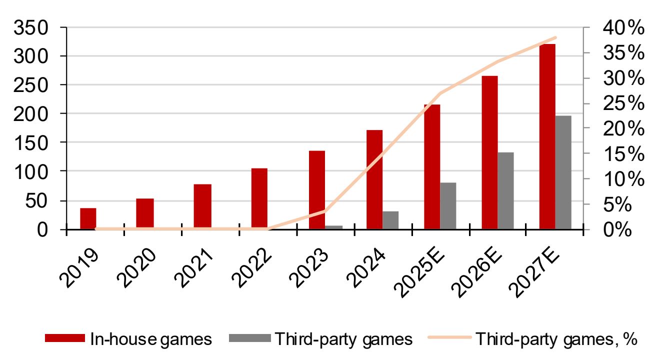
Source: Hacksaw (historical data) Redeye Research (estimates)

High pace of game releases supports growth outlook

We expect that Hacksaw will see a continued increase of third-party games on the OpenRGS

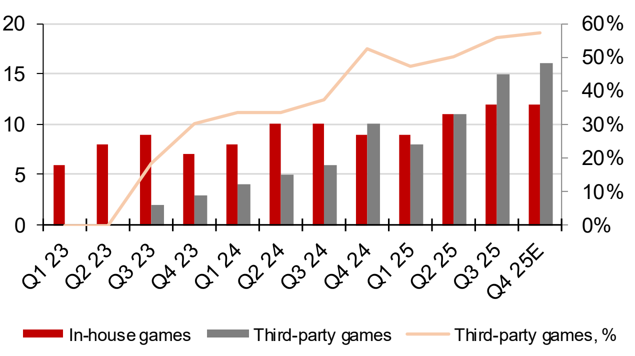
A key driver of Hacksaw's historical strong performance has been its swift development process and game release cadence. The game portfolio has grown from 35 games in 2019 to 268 games by Q3 2025, driven by both in-house and third-party games. The release cadence of in-house games is currently 4 games per month, and we expect that rate to remain over the next quarters. The release pace of external games is more unpredictable, but we expect that the LTM average of around 4 games is a fair assumption in the near term, while we expect the pace to be higher than for internal games in the coming years. We expect the mix of third-party games in the portfolio to gradually increase from c15% in 2024 to c38% in 2027E. However, we assume lower revenue per game for third-party games, and we expect revenue mix from third-party games to increase from c5% 2024 to 12% in 2027E.

Hacksaw: Total games on RGS platform



Source: Hacksaw (historical data) Redeye Research (estimates)

Hacksaw: Games launched per quarter



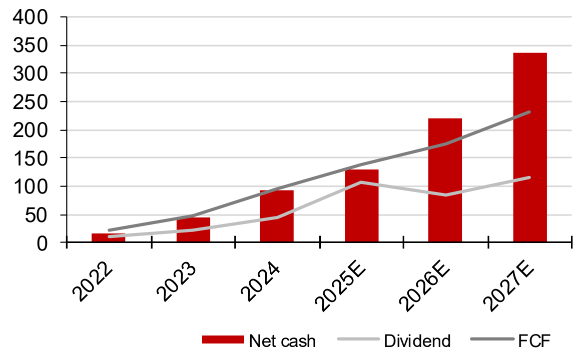
Source: Hacksaw (historical data) Redeye Research (estimates)

Strong cash generation supports shareholder remuneration and M&A optionality

Redeye expects continued strong cash generation supporting Hacksaw's capital allocation policy

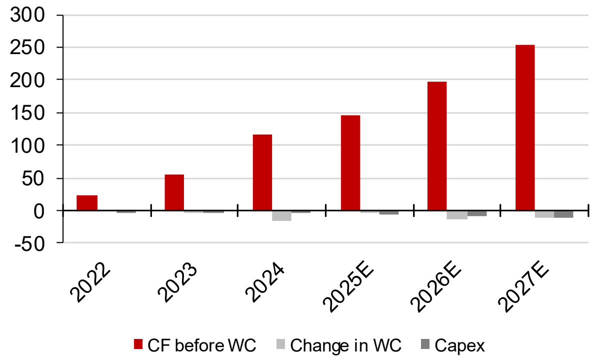
Hacksaw is an asset light company with limited capex requirements. Investments in game development have averaged around 3-4% of sales during 2022-25E and we expect that level to remain going forward, and potentially even decline slightly as revenue from third-party games continues to grow. Regarding working capital, the company has historically tied up a net working capital of around 15% of sales and we also assume this level will continue going forward. Finally, we expect tax to remain at around 6-7% and this means we expect a cash conversion of close to 90% (defined as FCF/EBITDA). This supports the company's attractive capital allocation policy where it aims to distribute at least 75% of net profit to shareholders. Redeye's assumption is that 60% of net profit will be distributed as dividends, which also leaves room for buybacks. In fact, we forecast that net cash will grow from around EUR130m in 2025E to EUR337m by end of 2027E, suggesting significant capacity for additional shareholder remuneration or M&A. Given its track record of organic growth and focus on the RGS platform we expect limited likelihood for M&A-driven growth, although the recent investment in the third-party studio Kitsune could indicate potential for bolt-on acquisitions.

Hacksaw: FCF, net cash and dividend



Source: Hacksaw (historical data) Redeye Research (estimates)

Hacksaw: Cash flow and investments



Source: Hacksaw (historical data) Redeye Research (estimates)

Upside and downside risks to our forecasts

Performance of future game releases is the main downside risk while success of Open-RGS provides upside risk

A few key upside and downside risks to our estimates that we believe are worth highlighting are the future success rate of new game releases, impact from regulatory changes and the growth of third-party games in relation to in-house developed games. Regarding the success of future game releases, where the track-record is strong, a lower success rate could yield reduced average revenue per game and as such overall lower growth. Turning to regulatory risks, we believe the risks are limited, however, continued regulatory changes for sweepstake casino could be a drag for the 5% exposure that Hacksaw has to the segment. Regarding third-party games growth, we believe there is more upside than downside risk if the OpenRGS platform becomes more successful than expected. However, we also want to highlight that stronger-than-expected growth of the OpenRGS likely will result in a long-term EBIT-margin that is below Hacksaw's target of 80%, as third-party games have a license fee for the developer. While this could render a potential change of the EBIT-margin target, it would be on a positive note as the absolute growth of EBIT would be higher than in a scenario with lower growth from the OpenRGS.

Annual and quarterly key financials

The tables below summarize Hacksaw's key P&L and CF items for 2022-27E.

Hacksaw: Key financials

EURm	2022	2023	Q1 24	Q2 24	Q3 24	Q4 24	2024	Q1 25	Q2 25	Q3 25	Q4 25E	2025E	2026E	2027E
Net sales	**32.0**	**66.8**	**26.3**	**29.7**	**37.3**	**43.3**	**136.7**	**44.9**	**45.4**	**52.0**	**55.9**	**198.2**	**258.0**	**336.0**
Growth, %	*n.a.*	*109%*	*99%*	*92%*	*126%*	*98%*	*105%*	*71%*	*53%*	*39%*	*29%*	*45%*	*30%*	*30%*
Ow organic, %	*n.a.*	*109%*	*99%*	*92%*	*126%*	*98%*	*105%*	*71%*	*53%*	*39%*	*29%*	*45%*	*30%*	*30%*
Cost of services sold	*-1.8*	*-1.8*	*-0.9*	*-1.0*	*-1.6*	*-2.6*	*-6.1*	*-2.4*	*-2.9*	*-3.5*	*-3.9*	*-12.7*	*-20.1*	*-31.9*
Personnel expenses	*-3.6*	*-6.4*	*-2.0*	*-2.0*	*-2.0*	*-4.1*	*-10.1*	*-3.1*	*-3.8*	*-4.1*	*-5.8*	*-16.7*	*-20.2*	*-22.5*
Other external costs	*-1.7*	*-2.9*	*-0.6*	*-1.1*	*-1.1*	*-1.9*	*-4.6*	*-2.0*	*-1.4*	*-2.2*	*-2.0*	*-7.6*	*-8.0*	*-10.0*
EBITDA adj	**26.5**	**57.0**	**23.4**	**26.2**	**33.3**	**35.9**	**118.8**	**38.2**	**38.2**	**43.2**	**44.2**	**163.8**	**209.6**	**271.6**
EBITDA adj (%)	***83%***	***85%***	***89%***	***88%***	***89%***	***83%***	***87%***	***85%***	***84%***	***83%***	***79%***	***83%***	***81%***	***81%***
Non-recurring	*0.0*	*0.0*	*-0.3*	*-0.5*	*-0.3*	*0.0*	*-1.1*	*-0.3*	*-2.3*	*-1.1*	*0.0*	*-3.7*	*0.0*	*0.0*
EBITDA	26.5	57.0	23.1	25.7	33.0	35.9	117.6	38.0	35.9	42.1	44.2	160.1	209.6	271.6
EBITDA (%)	*83%*	*85%*	*88%*	*87%*	*88%*	*83%*	*86%*	*84%*	*79%*	*81%*	*79%*	*81%*	*81%*	*81%*
Adjusted EBIT	**25.5**	**55.4**	**22.8**	**25.6**	**32.6**	**35.0**	**116.1**	**37.3**	**37.1**	**42.1**	**43.2**	**159.6**	**205.6**	**267.6**
Adj EBIT-margin	***80%***	***83%***	***87%***	***86%***	***87%***	***81%***	***85%***	***83%***	***82%***	***81%***	***77%***	***81%***	***80%***	***80%***
EBIT	**25.5**	**55.4**	22.6	25.1	32.3	35.0	**115.0**	37.0	34.8	41.0	43.2	**155.9**	**205.6**	**267.6**
EBIT (%)	*80%*	*83%*	*86%*	*85%*	*87%*	*81%*	*84%*	*82%*	*77%*	*79%*	*77%*	*79%*	*80%*	*80%*
Net income adj.	17.0	59.3	23.0	23.9	30.7	33.0	110.5	30.4	34.3	39.8	40.4	144.8	192.3	250.2
Net income	17.0	59.3	22.7	23.3	30.4	32.9	109.4	30.1	32.0	38.7	40.4	141.1	192.3	250.2
EPS adj, EUR	**0.07**	**0.24**	**0.09**	**0.10**	**0.13**	**0.14**	**0.45**	**0.12**	**0.13**	**0.14**	**0.14**	**0.50**	**0.67**	**0.87**
EPS, EUR	0.07	0.24	0.09	0.10	0.12	0.14	0.45	0.12	0.13	0.13	0.14	0.49	0.67	0.87

Source: Hacksaw (historical data), Redeye Research (forecasts)

Hacksaw: Key cash flow items

(EURm)	2022	2023	Q1 24	Q2 24	Q3 24	Q4 24	2024	Q1 25	Q2 25	Q3 25	Q4 25E	2025E	2026E	2027E
CF before WC	**23.2**	**54.7**	22.5	18.0	32.6	43.2	**116.3**	33.5	32.3	42.2	41.4	**145.3**	**196.3**	**254.2**
Change in WC	**1.3**	**-3.7**	-7.0	1.2	-16.9	7.0	**-15.7**	7.3	-7.4	-5.5	3.0	**-0.1**	**-12.3**	**-10.9**
Operating Cash Flow	**24.5**	**51.0**	15.5	19.2	15.7	50.2	**100.7**	40.8	25.0	36.7	44.4	**145.2**	**183.9**	**243.3**
Capex	**-2.6**	**-2.1**	-0.7	-1.2	-1.1	-1.0	**-4.1**	-1.6	-1.6	-1.8	-2.0	**-7.0**	**-9.0**	**-11.8**
Capex/sales	**-8%**	**-3%**	-3%	-4%	-3%	-2%	**-3%**	-4%	-4%	-3%	-4%	**-4%**	**-4%**	**-4%**
FCF	**21.9**	**48.9**	14.8	18.1	14.6	49.2	**96.6**	39.1	23.3	35.0	42.5	**138.2**	**174.9**	**231.5**
FCF/EBITDA	**83%**	**86%**	63%	69%	44%	137%	**81%**	102%	61%	81%	96%	**84%**	**83%**	**85%**

Source: Hacksaw (historical data), Redeye Research (forecasts)

Balance sheet

The tables below summarize Hacksaw's balance sheet for 2022-27E.

Hacksaw: Balance sheet (EURm)	2022	2023	Q1 24	Q2 24	Q3 24	Q4 24	2024	Q1 25	Q2 25	Q3 25	Q4 25E	2025E	2026E	2027E
Cash & Equivalents	15.8	43.8	57.0	29.7	44.0	93.8	93.8	26.4	53.0	87.9	130.4	130.4	220.6	336.8
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Trade Receivable	1.7	5.3	6.1	8.9	12.2	12.0	12.0	15.4	14.3	14.1	17.8	17.8	25.8	33.6
Other Current Assets	4.6	6.2	12.6	15.1	28.0	19.3	19.3	18.4	21.0	20.4	19.8	19.8	25.8	33.6
Total Current Assets	**22.1**	**55.2**	**75.7**	**53.6**	**84.2**	**125.0**	**125.0**	**60.2**	**88.3**	**122.3**	**168.0**	**168.0**	**272.2**	**404.0**
Non-Current Assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equipment	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.4	0.4	0.7	0.7	2.0	3.7
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Intangible Assets	3.0	3.9	4.3	5.0	5.7	6.1	6.1	7.0	7.8	8.7	9.3	9.3	13.1	19.2
Right-of-Use Assets	0.4	1.6	1.4	1.6	3.5	3.2	3.2	3.3	2.9	2.6	2.6	2.6	2.6	2.6
Shares in Associates	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Long-Term Assets	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2
Total Non-Current Assets	**3.5**	**5.8**	**6.0**	**6.9**	**9.4**	**9.6**	**9.6**	**10.6**	**11.2**	**11.9**	**12.9**	**12.9**	**17.9**	**25.7**
Total Assets	**25.7**	**61.0**	**81.7**	**60.5**	**93.6**	**134.6**	**134.6**	**70.8**	**99.5**	**134.3**	**180.9**	**180.9**	**290.1**	**429.6**
Current Liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Short-Term Debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current tax liabilities	9.9	3.7	4.4	0.0	0.0	8.8	8.8	10.8	10.0	12.0	12.0	12.0	12.0	12.0
Short-Term Lease Liabilities	0.2	0.7	0.8	0.9	1.2	1.2	1.2	1.3	1.3	1.3	1.3	1.3	1.3	1.3
Accounts Payable	0.7	1.3	0.3	0.6	0.5	1.4	1.4	0.3	0.9	2.9	5.9	5.9	7.7	10.1
Acc. exp., def. inc. & other	1.3	1.8	1.9	6.7	7.9	6.2	6.2	15.9	12.7	4.7	7.9	7.9	7.7	10.1
Total Current Liabilities	**12.0**	**7.7**	**7.4**	**8.2**	**9.6**	**17.6**	**17.6**	**28.3**	**24.9**	**20.9**	**27.1**	**27.1**	**28.7**	**33.4**
Non-Current Liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-Term Debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-Term Lease Liabilities	0.2	0.9	0.5	0.5	2.0	1.7	1.7	1.7	1.3	0.9	0.9	0.9	0.9	0.9
Other Long-Term Liabilities	0.2	0.1	0.0	0.0	0.1	0.3	0.3	0.4	0.7	0.9	0.9	0.9	0.9	0.9
Total Non-current Liabilities	**0.4**	**1.0**	**0.5**	**0.6**	**2.1**	**2.0**	**2.0**	**2.1**	**2.0**	**1.8**	**1.8**	**1.8**	**1.8**	**1.8**
Non-Controlling Interest	0.4	2.1	5.4	9.3	13.7	18.6	18.6	6.8	0.0	0.0	0.0	0.0	0.0	0.0
Shareholder's Equity	**12.8**	**50.2**	**68.4**	**42.5**	**68.3**	**96.4**	**96.4**	**33.6**	**72.5**	**111.6**	**152.0**	**152.0**	**259.6**	**394.4**
Total Liabilities & Equity	**25.7**	**61.0**	**81.7**	**60.5**	**93.6**	**134.6**	**134.6**	**70.8**	**99.5**	**134.3**	**180.9**	**180.9**	**290.1**	**429.6**

Source: Hacksaw (historical data), Redeye Research (forecasts)

Valuation

Fair value range

Redeye finds a fair value range of SEK60-240 per share with a base case of 130 per share for Hacksaw. The valuation is based on a DCF-model where we apply a discount rate of 10% in all our scenarios, which is derived from Redeye's proprietary rating model. Our base case of SEK130 implies an EV/EBIT of 13-17x and EV/EBITDA of 12-16x for 2026-27E. The tables below illustrate the fair value range in relation to the current share price and summarize the key assumptions for our valuation scenarios.

Hacksaw: Fair value range, SEK per share

Share price: 61

Bear case: 60 **Base case: 130** **Bull case: 240**

Source: Redeye Research

DCF Bear Case SEK60

The bear case assumes a growth slowdown for both in-house and third-party games on the OpenRGS platform. The revenue mix from OpenRGS is expected to be around 10-15%.

Our top line forecasts in the bear case result in a sales CAGR of 12% over 2025-30E. The scenario assumes a continued solid release cadence, but that future game releases will have a soft reception resulting in lower growth.

The bear scenario is expected to result in declining profitability, as the continued high release cadence implies opex growth. The average EBIT-margin is 68% over 2025-30E and the EBIT CAGR over the period is 6%.

The bear case assumes gradually lower growth until 2040, by which point we adopt a terminal growth of 2% and terminal EBIT-margin of 35% by 2040E. Long-term tax rate is set to 15%.

DCF Base Case SEK130

The base case assumes continued growth for both in-house games and third-party games on the OpenRGS platform. The revenue mix from OpenRGS is expected to increase to around 15-20% by 2030.

Our top line forecasts in the base case scenario yield a sales CAGR of 25% between 2025-30E. This is based on a slightly stronger growth for third-party games in relation to in-house games.

The EBIT-margin is expected to be stable in the base case with an average of 78% over 2025-30E, while the EBIT CAGR over the period is 23%.

The base case assumes gradually lower growth until 2040, by which point we adopt a terminal growth of 2% and terminal EBIT-margin of 45% by 2040E. Long-term tax rate is set to 15%.

DCF Bull Case SEK240

The bull case assumes accelerated growth from third-party games on the OpenRGS, resulting in a revenue mix of 25-30% from third-party games by 2030.

Our top line forecasts in the bull case scenario result in a sales CAGR of 33% between 2025-30E. This is driven by a successful expansion of the OpenRGS, with third-party games growing significantly faster than in-house games.

On the back of the strong growth from OpenRGS, which results in higher COGS, the average EBIT-margin is 74% over 2025-30E. While the margin is lower than the base case, the EBIT CAGR over the period is higher at 29%.

The bull case assumes gradually lower growth until 2040, by which point we adopt a terminal growth of 2% and terminal EBIT-margin of 45% by 2040E. Long-term tax rate is set to 15%.

Peer valuation

Regarding valuation of Hacksaw in relation to its peers, we believe the best comparable companies are iGaming B2B suppliers. These typically have a similar business model based on revenue-share income and solid profit margins owing to operating leverage. Furthermore, we believe EV/EBIT is the most appropriate multiple to reflect Hacksaw's strong profitability. As illustrated in the table below, our selection of iGaming B2B peers trades at an average of c13x and a median of 11x EV/EBIT 2026E, while Hacksaw trades at c7x, implying a discount of around 35-45%. Furthermore, we note that peers with higher-than-average growth rates trade at above-average multiples. Another point worth highlighting is that Evolution has historically traded at an NTM EV/EBIT multiple of 15-20x when its growth rate was higher. Overall, we believe a higher-than-average multiple is warranted for Hacksaw given its expected growth and strong profitability. This is also supported by our DCF valuation, where the base case of SEK130 implies c13-17x EV/EBIT 2026-27E

Peer valuation

		EV/EBITDA			EV/EBIT			Sales CAGR	EBIT margin
Company	**EV, SEKm**	**2025E**	**2026E**	**2027E**	**2025E**	**2026E**	**2027E**	**24-27E**	**avg. 25-27E**
Aristocrat Leisure Limited	219,845	13.6	13.0	12.1	17.1	16.0	14.7	-3%	59%
Brightstar Lottery PLC	53,201	5.2	4.9	4.7	9.0	9.3	8.3	-4%	29%
Evolution AB	119,211	8.0	7.5	6.9	9.0	8.5	7.8	3%	26%
Genius Sports Limited	21,168	16.9	12.8	9.4	n.m.	n.m.	33.7	17%	11%
Kambi Group plc Class B	2,958	5.6	4.4	3.8	16.9	10.7	8.1	2%	14%
Light & Wonder, Inc.	121,247	9.2	8.4	7.7	14.7	12.5	11.2	1%	-3%
Playtech PLC	10,012	5.6	5.0	4.4	12.2	10.1	8.3	2%	17%
Sportradar Group AG Class A	62,446	19.9	14.6	11.5	37.3	21.1	15.3	17%	34%
Median		**8.6**	**8.0**	**7.3**	**14.7**	**10.7**	**9.8**	**2%**	**21%**
Average		**10.5**	**8.8**	**7.6**	**16.6**	**12.6**	**13.4**	**4%**	**23%**
Hacksaw AB	**16,632**	**9.4**	**6.8**	**4.8**	**9.6**	**6.9**	**4.9**	**35%**	**80%**

Source: Factset & Redeye Research

Summary Redeye Rating

People: 3

Hacksaw has built a strong track record supported by Operational CEO Marcus Cordes, who has driven the successful expansion of the RGS platform. While the new Group CEO and CFO joined in 2025, the company maintains continuity through one of the founders, who remains involved within product development and continues to be a major shareholder (holding 16.9%). The leadership structure is aligned with investors, with management and the board maintaining a combined 8% ownership stake. Further oversight is provided by a business-savvy board with expertise in gaming and finance, ensuring the company remains focused on delivering best-in-class products and long-term value through its modern technology platform.

Business: 4

Hacksaw's business profile is defined by exceptional scalability, utilizing an asset-light, recurring revenue-share model that requires minimal capex. The company's competitive moat is anchored by its RGS platform, which generates powerful network effects and economies of scale across a portfolio of over 150 clients. This diversification reduces concentration risk, while the business benefits from a structural growth in the broader online casino market. However, it is also important to note that as a company in the gambling industry, Hacksaw faces regulatory risks, alongside a noted dependency on key individuals such as Marcus Cordes.

Financials: 4

Hacksaw maintains a high-quality financial profile characterized by robust profitability, with an EBIT-margin of around 80%. The strong operating leverage is matched by solid capital efficiency, evidenced by a high return on equity. These metrics signal both a superior competitive position and a management team highly effective at generating shareholder returns. The strong balance sheet and solid cash conversion further underpins the company's attractive financial profile.

	2024	2025	2026	2027
INCOME STATEMENT				
Revenues	137	198	258	336
Cost of Revenues	6	13	20	32
Gross Profit	131	185	238	304
Operating Expenses	12	22	28	32
EBITDA	119	164	210	272
Depreciation & Amortization	3	4	4	4
EBIT	116	160	206	268
Net Financial Items	1	-5	0	0
EBT	115	151	206	268
Income Tax Expenses	6	9	13	17
Non-Controlling Interest	19	0	0	0
Net Income	109	141	192	250
BALANCE SHEET				
Assets				
Current assets				
Cash & Equivalents	94	130	221	337
Inventories	0	0	0	0
Accounts Receivable	12	18	26	34
Other Current Assets	19	20	26	34
Total Current Assets	125	168	272	404
Non-current assets				
Property, Plant & Equipment, Net	0	1	2	4
Goodwill	0	0	0	0
Intangible Assets	6	9	13	19
Right-of-Use Assets	3	3	3	3
Shares in Associates	0	0	0	0
Other Long-Term Assets	0	0	0	0
Total Non-Current Assets	10	13	18	26
Total Assets	135	181	290	430
Liabilities				
Current liabilities				
Short-Term Debt	0	0	0	0
Short-Term Lease Liabilities	1	1	1	1
Accounts Payable	1	6	8	10
Other Current Liabilities	15	20	20	22
Total Current Liabilities	18	27	29	33
Non-current liabilities				
Long-Term Debt	0	0	0	0
Long-Term Lease Liabilities	2	1	1	1
Other Long-Term Liabilities	0	1	1	1
Total Non-current Liabilities	2	2	2	2
Non-Controlling Interest	19	0	0	0
Shareholder's Equity	96	152	260	394
Total Liabilities & Equity	135	181	290	430
CASH FLOW				
NOPAT	110	150	192	250
Change in Working Capital	-10	3	-12	-11
Operating Cash Flow	101	145	184	243
Capital Expenditures	0	-1	-1	-2
Investment in Intangible Assets	-4	-6	-8	-10
Investing Cash Flow	-4	-7	-9	-12
Financing Cash Flow	-46	-106	-85	-115
Free Cash Flow	97	138	175	232

DCF Valuation Metrics	Sum DCF (EURm)
2026-2029	774
2030-2040	1,682
Terminal	960
Firm Value	3,416
Net Debt	-130
Equity Value	3,546
Fair Value per Share (Rounded)	130

	2024	2025	2026	2027
CAPITAL STRUCTURE				
Equity Ratio	0.7	0.8	0.9	0.9
Debt to equity	0.0	0.0	0.0	0.0
Net Debt	-94	-130	-221	-337
Capital Employed	117	154	261	396
Working Capital Turnover	10.0	18.8	11.3	9.9
GROWTH				
Revenue Growth	105%	45%	30%	30%
Basic EPS Growth	84%	9%	36%	30%
Adjusted Basic EPS Growth	86%	11%	33%	30%
PROFITABILITY				
ROE	149%	114%	93%	77%
ROCE	99%	104%	79%	68%
ROIC	790%	738%	657%	529%
EBITDA Margin (%)	87%	83%	81%	81%
EBIT Margin (%)	85%	81%	80%	80%
Net Income Margin (%)	81%	73%	75%	74%
VALUATION				
Basic EPS	0.4	0.5	0.7	0.9
Adjusted Basic EPS	0.5	0.5	0.7	0.9
P/E	15.0	11.5	8.5	6.6
EV/Revenue	11.4	7.8	5.5	3.9
EV/EBITDA	13.2	9.4	6.8	4.8
EV/EBIT	13.5	9.6	6.9	4.9
P/B	17.2	11.0	6.3	4.2

SHAREHOLDER STRUCTURE	CAPITAL %	VOTES %
Fractional Holding AB	16.9%	16.9%
Lollipop Assets Ltd	9.9%	9.9%
Frédéric Herz	6.6%	6.6%
Jonas Ejevärn	5.2%	5.2%
Burwood Holding Ltd	4.2%	4.2%

SHARE INFORMATION	
Reuters code	HACK
List	Large Cap
Share price	61
Total shares, million	288.9

MANAGEMENT & BOARD	
CEO	Christoffer Källberg
CFO	Mikael Rahm
Chairman	Patrick Svensk

ANALYSTS	Redeye AB
Hjalmar Ahlberg	Mäster Samuelsgatan 42, 10tr
	111 57 Stockholm

Redeye Rating and Background Definitions

Company Quality

Company Quality is based on a set of quality checks across three categories; PEOPLE, BUSINESS, FINANCE. These are the building blocks that enable a company to deliver sustained operational outperformance and attractive long-term earnings growth.

Each category is grouped into multiple sub-categories assessed by five checks. These are based on widely accepted and tested investment criteria and used by demonstrably successful investors and investment firms. Each sub-category may also include a complementary check that provides additional information to assist with investment decision-making.

If a check is successful, it is assigned a score of one point; the total successful checks are added to give a score for each sub-category. The overall score for a category is the average of all sub-category scores, based on a scale that ranges from 0 to 5 rounded up to the nearest whole number. The overall score for each category is then used to generate the size of the bar in the Company Quality graphic.

People

At the end of the day, people drive profits. Not numbers. Understanding the motivations of people behind a business is a significant part of understanding the long-term drive of the company. It all comes down to doing business with people you trust, or at least avoiding dealing with people of questionable character.
The People rating is based on quantitative scores in seven categories:

- Passion, Execution, Capital Allocation, Communication, Compensation, Ownership, and Board.

Business

If you don't understand the competitive environment and don't have a clear sense of how the business will engage customers, create value and consistently deliver that value at a profit, you won't succeed as an investor. Knowing the business model inside out will provide you some level of certainty and reduce the risk when you buy a stock.
The Business rating is based on quantitative scores grouped into five sub-categories:

- Business Scalability, Market Structure, Value Proposition, Economic Moat, and Operational Risks.

Financials

Investing is part art, part science. Financial ratios make up most of the science. Ratios are used to evaluate the financial soundness of a business. Also, these ratios are key factors that will impact a company's financial performance and valuation. However, you only need a few to determine whether a company is financially strong or weak.
The Financial rating is based on quantitative scores that are grouped into five separate categories:

- Earnings Power, Profit Margin, Growth Rate, Financial Health, and Earnings Quality.

Redeye Equity Research team

Management

Björn Fahlén
bjorn.fahlen@redeye.se

Tomas Otterbeck
tomas.otterbeck@redeye.se

Technology Team

Hjalmar Ahlberg
hjalmar.ahlberg@redeye.se

Henrik Alveskog
henrik.alveskog@redeye.se

Jessica Grünewald
jessica.grunewald@redeye.se

Rasmus Jacobsson
rasmus.jacobsson@redeye.se

Fredrik Nilsson
fredrik.nilsson@redeye.se

Oskar Vilhelmsson
oskar.vilhelmsson@redeye.se

Mattias Ehrenborg
mattias.ehrenborg@redeye.se

Jacob Benon
jacob.benon@redeye.se

Life Science Team

Oscar Bergman
oscar.bergman@redeye.se

Filip Einarsson
filip.einarsson@redeye.se

John Westborg
john.westborg@redeye.se

Gustaf Meyer
gustaf.meyer@redeye.se

Richard Ramanius
richard.ramanius@redeye.se

Kevin Sule
kevin.sule@redeye.se

Fredrik Thor
fredrik.thor@redeye.se

Filip Lindkvist
filip.lindkvist@redeye.se

Disclaimer

Important information
Redeye AB ("Redeye" or "the Company") is a specialist financial advisory boutique that focuses on small and mid-cap growth companies in the Nordic region. We focus on the technology and life science sectors. We provide services within Corporate Broking, Corporate Finance, equity research and investor relations. Our strengths are our award-winning research department, experienced advisers, a unique investor network, and the powerful distribution channel redeye.se. Redeye was founded in 1999 and since 2007 has been subject to the supervision of the Swedish Financial Supervisory Authority.
Redeye is licensed to; receive and transmit orders in financial instruments, provide investment advice to clients regarding financial instruments, prepare and disseminate financial analyses/recommendations for trading in financial instruments, execute orders in financial instruments on behalf of clients, place financial instruments without position taking, provide corporate advice and services within mergers and acquisition, provide services in conjunction with the provision of guarantees regarding financial instruments and to operate as a Certified Advisory business (ancillary authorization).

Limitation of liability
This document was prepared for information purposes for general distribution and is not intended to be advisory. The information contained in this analysis is based on sources deemed reliable by Redeye. However, Redeye cannot guarantee the accuracy of the information. The forward-looking information in the analysis is based on subjective assessments about the future, which constitutes a factor of uncertainty. Redeye cannot guarantee that forecasts and forward-looking statements will materialize. Investors shall conduct all investment decisions independently. This analysis is intended to be one of a number of tools that can be used in making an investment decision. All investors are therefore encouraged to supplement this information with additional relevant data and to consult a financial advisor prior to an investment decision. Accordingly, Redeye accepts no liability for any loss or damage resulting from the use of this analysis.

Potential conflict of interest
Redeye's research department is regulated by operational and administrative rules established to avoid conflicts of interest and to ensure the objectivity and independence of its analysts. The following applies:

- For companies that are the subject of Redeye's research analysis, the applicable rules include those established by the Swedish Financial Supervisory Authority pertaining to investment recommendations and the handling of conflicts of interest. Furthermore, Redeye employees are not allowed to trade in financial instruments of the company in question, from the date Redeye publishes its analysis plus one trading day after this date.
- An analyst may not engage in corporate finance transactions without the express approval of management and may not receive any remuneration directly linked to such transactions.
- Redeye may carry out an analysis upon commission or in exchange for payment from the company that is the subject of the analysis, or from an underwriting institution in conjunction with a merger and acquisition (M&A) deal, new share issue or a public listing. Readers of these reports should assume that Redeye may have received or will receive remuneration from the company/companies cited in the report for the performance of financial advisory services. Such remuneration is of a predetermined amount and is not dependent on the content of the analysis.

Redeye's research coverage
Redeye's research analyses consist of case-based analyses, which imply that the frequency of the analytical reports may vary over time. Unless otherwise expressly stated in the report, the analysis is updated when considered necessary by the research department, for example in the event of significant changes in market conditions or events related to the issuer/the financial instrument.

Recommendation structure
Redeye does not issue any investment recommendations for fundamental analysis. However, Redeye has developed a proprietary analysis and rating model, Redeye Rating, in which each company is analyzed and evaluated. This analysis aims to provide an independent assessment of the company in question, its opportunities, risks, etc. The purpose is to provide an objective and professional set of data for owners and investors to use in their decision-making.

Redeye Rating (2026-01-05)

Rating	People	Business	Financials
5p	6	7	0
3p - 4p	125	114	44
0p - 2p	13	23	100
Total	144	144	144

Duplication and distribution
This document may not be duplicated, reproduced or copied for purposes other than personal use. The document may not be distributed to physical or legal entities that are citizens of or domiciled in any country in which such distribution is prohibited according to applicable laws or other regulations.

CONFLICT OF INTERESTS

Hjalmar Ahlberg owns shares in the company : No

Redeye performs/have performed services for the Company and receives/have received compensation from the Company in connection with this.