

# gamania

## **Gamania Group 2021Q4 Investor Conference**

**October 4 , 2021**

## Forward-Looking Statements

**This presentation material contains forward-looking statements and information. Forward-looking statements are statements that are not historical facts, including statements about our beliefs and expectations. Any statement in this presentation material that states our beliefs, expectations, predictions or intentions is a forward-looking statement. These statements are based on plans, estimates and projections as they are currently available to the management of Gamania Digital Entertainment Co., Ltd. Forward-looking statements therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events, or otherwise. Forward-looking statements involve inherent risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement.**

# Outline:

- **Group Overview**
- **Industry & Business Outlook**
- **Group Strategy**
- **Financial Highlights**

# Group Overview



## Company Profile



- **Founded:** June 1995
- **IPO:** May 2002 (6180 TT)
- **CEO:** Mr. Albert Liu
- **Capital:** NT\$1.75 B
- **Market Cap:** NT\$10.1 B / US\$364 M (2021/9/27)
- **Headcount:** 963 (as of 2021/3/31)
- **Major Business:** Game, Ecommerce, Payment, Media
- **Vision:** **beanfun! Ecosystem**

# Our Vision



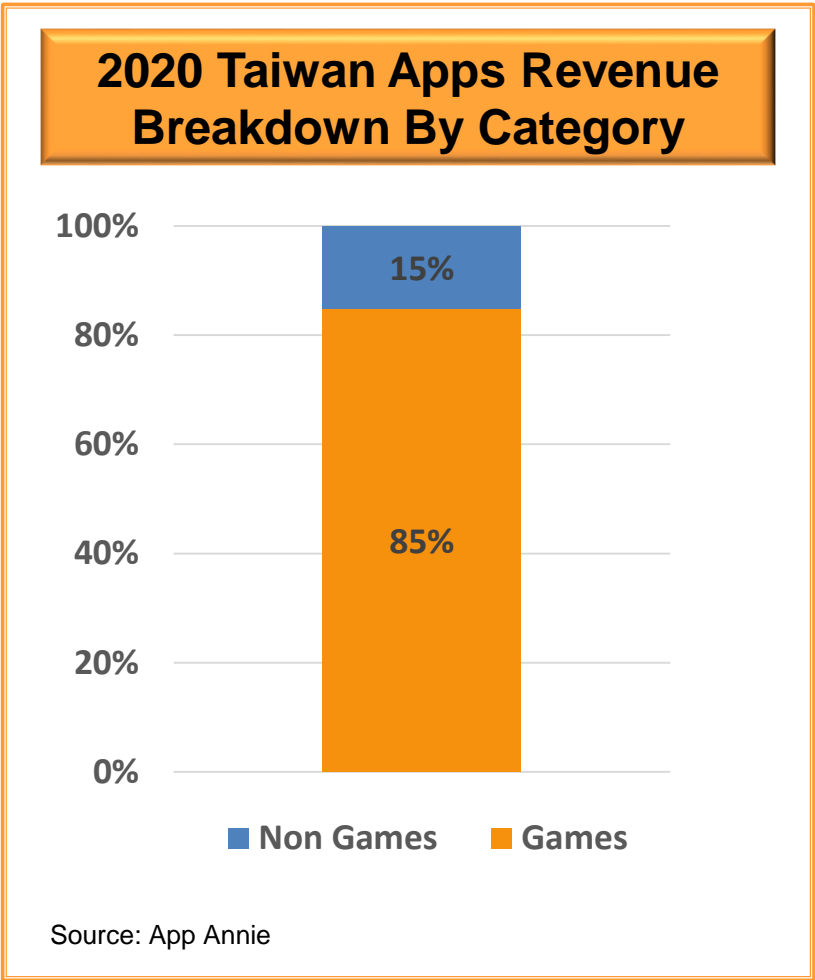
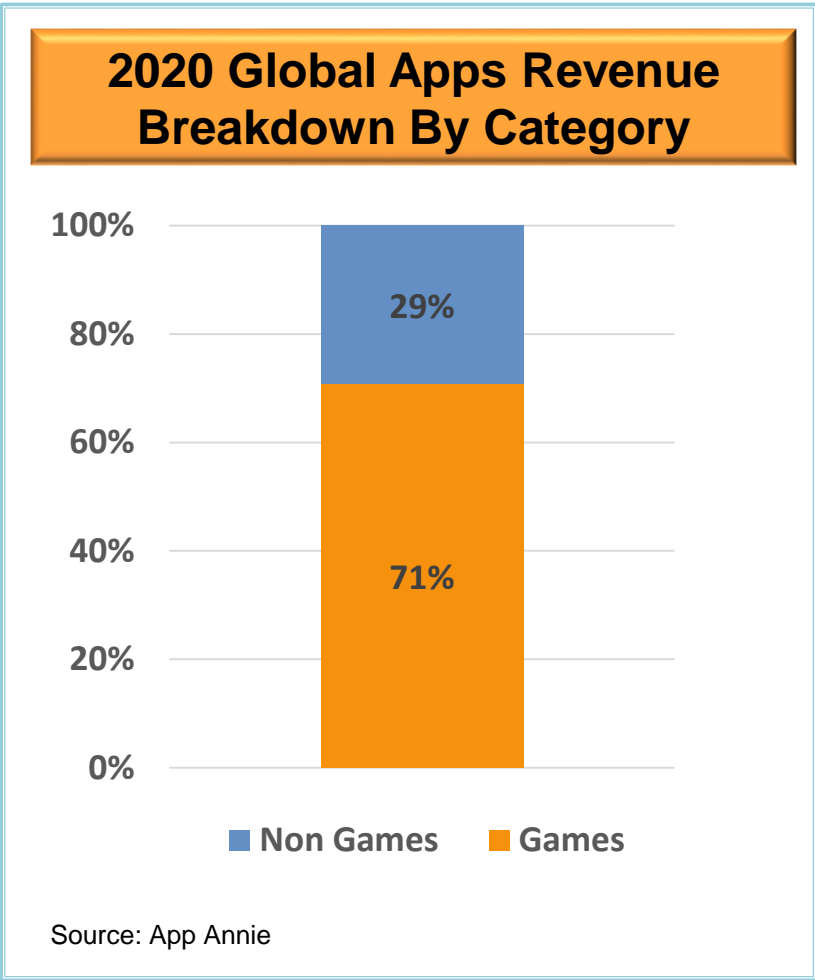
beanfun! ecosystem with four major business and massive traffic



# Industry & Business Outlook



# Global And Taiwan Apps Revenue Were Mainly Driven By Games





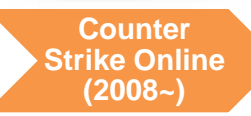





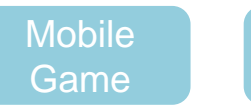

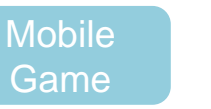




# Competitive Advantages In The Games Industry



- ✓ Massive amounts of traffic
- ✓ Robust financial performance
- ✓ strong cash flow

# Lineage M Ranks Top 1 Since Launching In Taiwan






## Taiwan Top Mobile Games By Revenue

2018

2019

2020

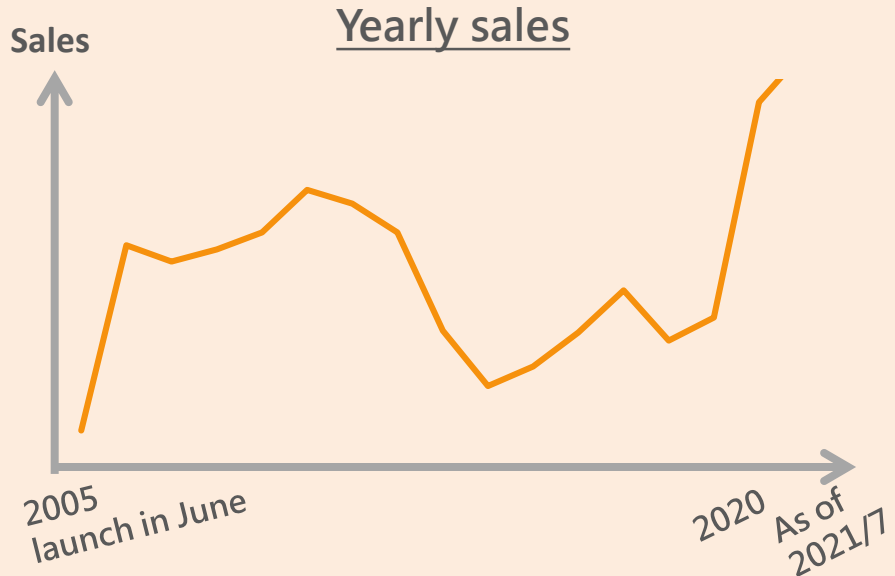
2021/1 ~ 2021/9

	2018	2019	2020	2021/1 ~ 2021/9
1	 <b>Lineage M</b> NCSOFT	 <b>Lineage M</b> NCSOFT	 <b>Lineage M</b> NCSOFT	 <b>Lineage M</b> NCSOFT
2	 <b>Tower of Saviors</b> Mad Head	 <b>QQ Speed</b> Tencent	 <b>MU: Across Time</b> GM99	 <b>Coin Master</b> Moon Active
3	 <b>Ragnarok M : Eternal Love</b> X.D. Network	 <b>Tower of Saviors</b> Mad Head	 <b>Xin Stars</b> Wanin	 <b>Sangokushi Strategy</b> Lingxi Games
4	 <b>Arena of Valor</b> Garena Online	 <b>Arena of Valor</b> Garena Online	 <b>RO Next Generation</b> Nuverse	 <b>Xin Stars</b> Wanin
5	 <b>Lineage 2 Revolution</b> Netmarble	 <b>Rise of Kingdoms</b> Lilith	 <b>Slam Dunk Mobile</b> DeNA	 <b>Lineage 2M</b> NCSOFT
6	 <b>Xin Stars</b> Wanin	 <b>AFK Arena</b> Lilith	 <b>One Punch Man: The Strongest</b> Ourpalm	 <b>Ragnarok X: Next Generation</b> Nuverse
7	 <b>0857online</b> GalaxyOnline	 <b>Be The King</b> Chuang Cool	 <b>Arena of Valor</b> Garena Online	 <b>Castle in the Sky</b> 37games
8	 <b>Fate/Grand Order</b> Aniplex	 <b>The Continent of Wind</b> ZlongGames	 <b>Tower of Saviors</b> Mad Head	 <b>Arena of Valor</b> Garena Online
9	 <b>Be The King</b> Chuang Cool	 <b>Princess Connect! Re:Dive</b> Cygames	 <b>God and Devil Three Kingdoms</b> eSkyFun	 <b>Star 371-16 Mahjong</b> IGS
10	 <b>Pokémon GO</b> Niantic	 <b>0857online</b> GalaxyOnline	 <b>Star 371-16 Mahjong</b> IGS	 <b>Ni no Kuni: Cross Worlds</b> Netmarble

# MapleStory Strong Momentum Resulted In A Historic Sales

<p><b>2020</b> <u>historic yearly sales</u></p>	<p><b>1Q21</b> <u>Record high quarterly sales</u></p>	<p><b>2021/7</b> <u>Record high monthly sales</u></p>	<p><b>As of 2021/7</b> <u>exceeded 2020 full-year sales</u></p>
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- Expanding to youth players to increase the user base
- Keep optimizing to extend life cycle
- Strong revenue growth driven by enhanced user engagement and consumption

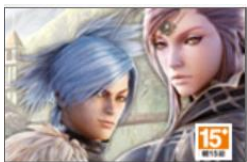


## 2020-2021 large scale updates



# Key Titles PC & Mobile Games

## PC Games



Lineage



MapleStory



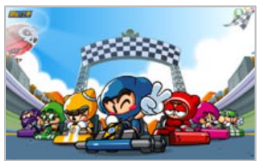
Lineage Remastered



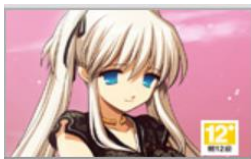
DragonNest



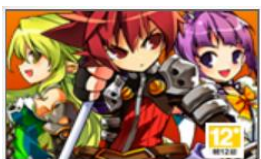
CSO



Crazyracing Kartrider



Mabinogi



ELSWORD

## Mobile Games



Lineage M



World Flipper



Cross Gate M



櫻桃小丸子手遊版



The Legendary Moonlight Sculptor



便利商店口袋版



World of Dragon Nest

New Titles

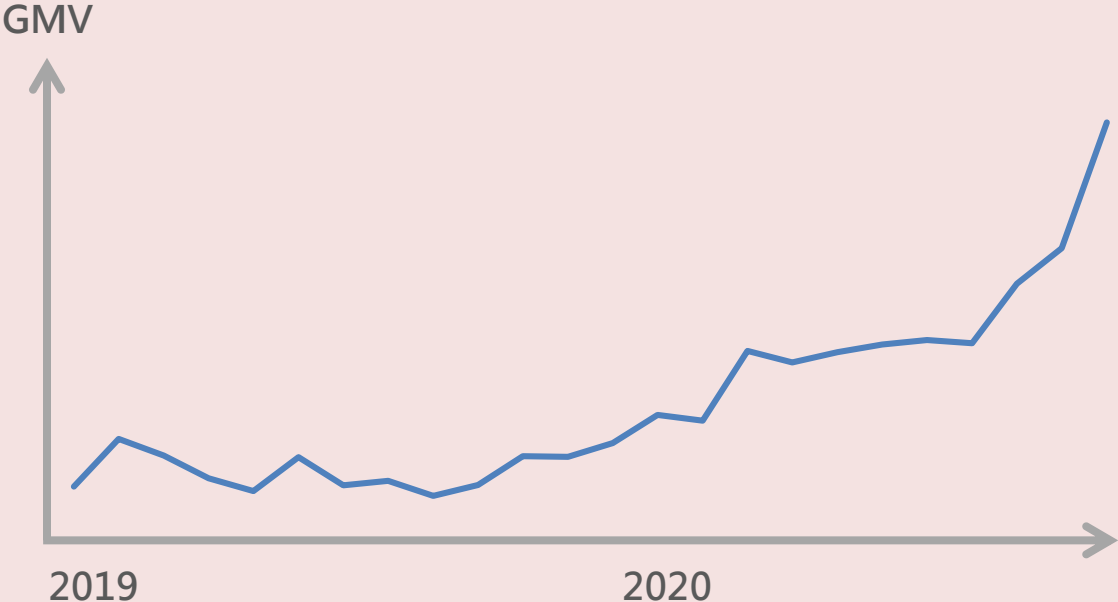
# Ecommerce: Robust GMV Growth

YoY + 386%  
2020 GMV

YoY + 90%  
2020 Average Order Value

- focus on Anime, Comics, Games(ACG) products as its core services
- upgrade user experience through gaming and social media
- improve our partner's performance with AI data analysis

2019-2020 monthly GMV



New business model-Blind box



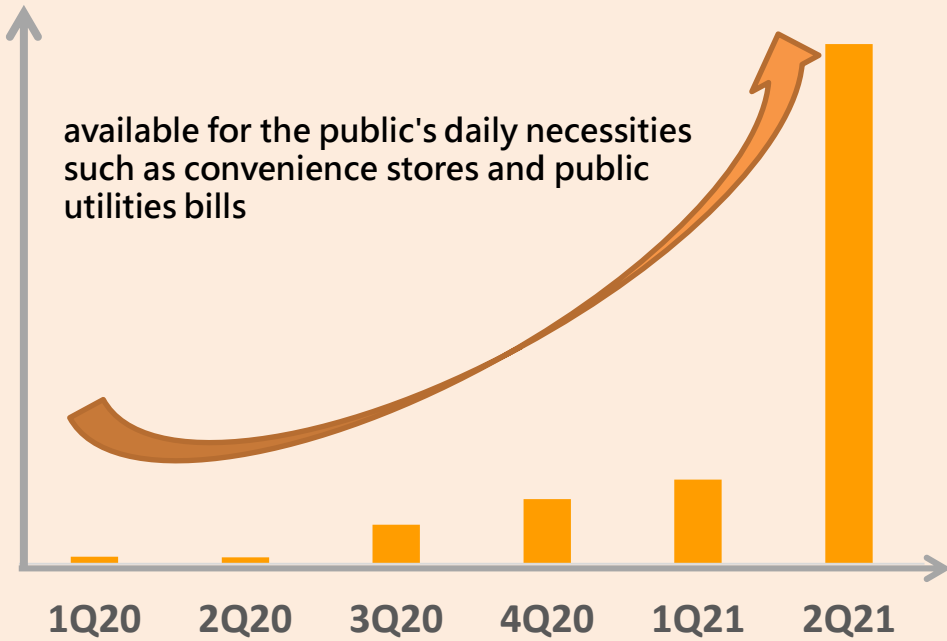
# Mobile Payment: Significant Transactions Growth



Expand the scope of application

User data analytics

2020-2021 quarterly transactions



available for the public's daily necessities such as convenience stores and public utilities bills



# Group Strategy



# beanfun! Ecosystem





# AI and Big Data Center



**consolidate  
users services**



**analysis users  
interest**



**Analysis article  
and picture**



**added value of  
data application**

## Communication

### 匿名聊天找同好

限時話題豆陣聊起來



## Media

### 隨時掌握生活大小事

發燒時事、最夯娛樂消息不斷線



## Ecommerce



## Content

### 小說異想恣意探索

追蹤最新網文無時差



## IIO

### 數位資產盡在背包

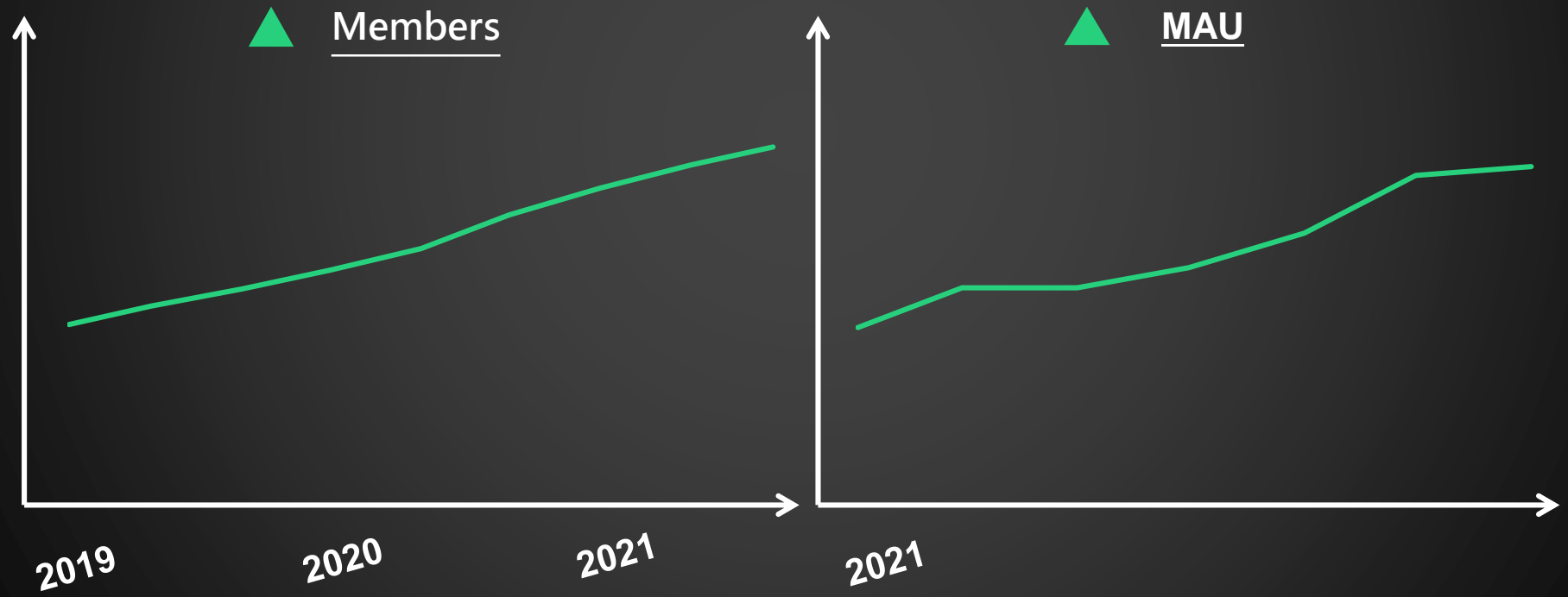
道具、票券、GASH 想換就換



# beanfun! Major Update Achieved A Great Synergistic Effect



- 1Q21 major update with optimizing user experiences and big data analysis contributed to the increase of members and MAU.



\*Note: as of 2021/8/31

**Build up the first Taiwan ecosystem enterprise**

# Financial Highlights

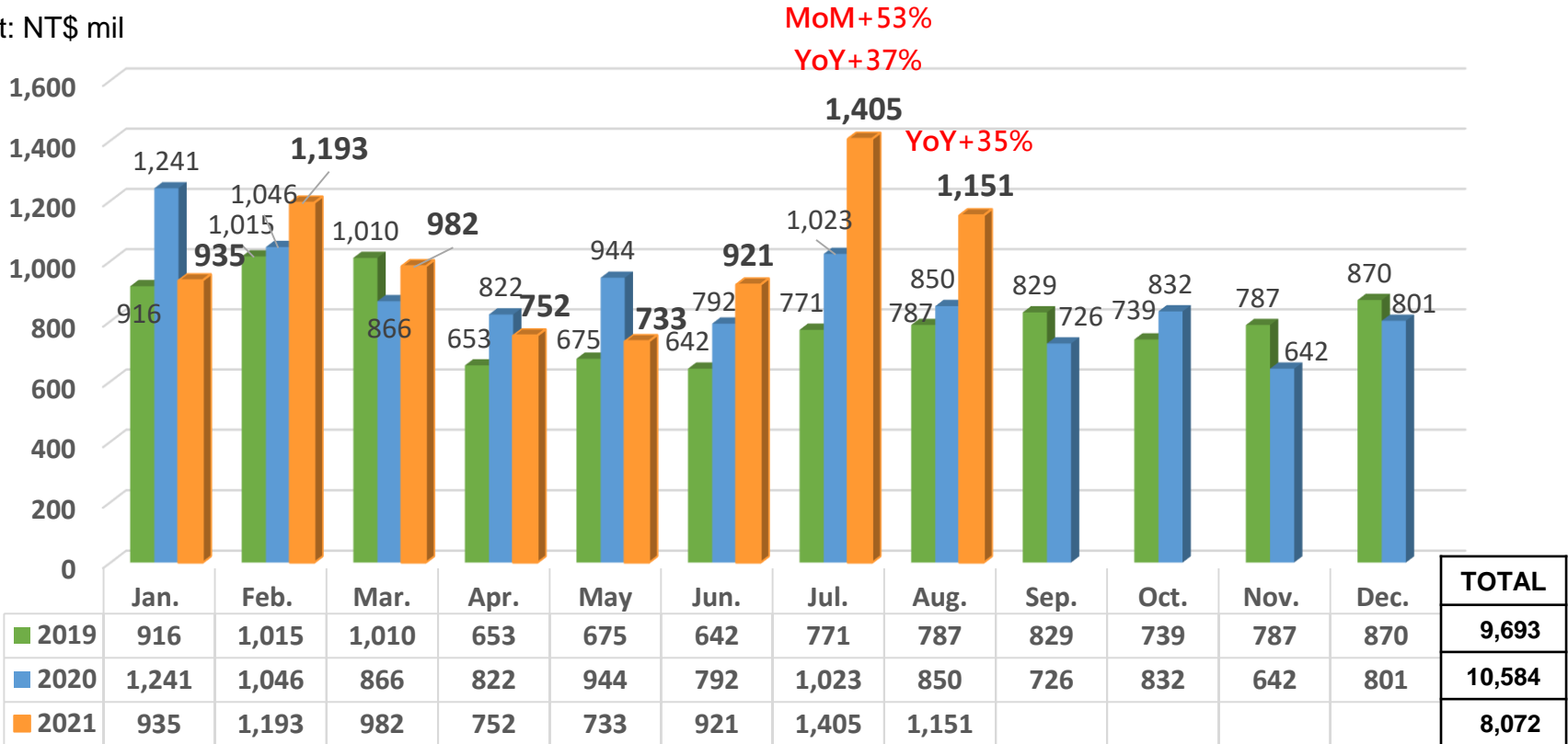


# Consolidated Monthly Sales

- As of 2021/08, total unaudited monthly sales is NT\$ 8.1 billion, YoY+6%, due to strong performance of MapleStory and the new title of World Flipper.

## Monthly Sales

unit: NT\$ mil

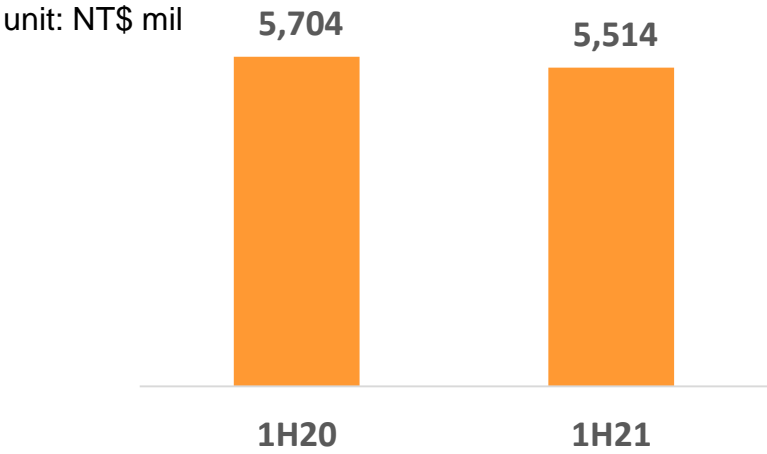


# Financial Analysis: Revenue Breakdown

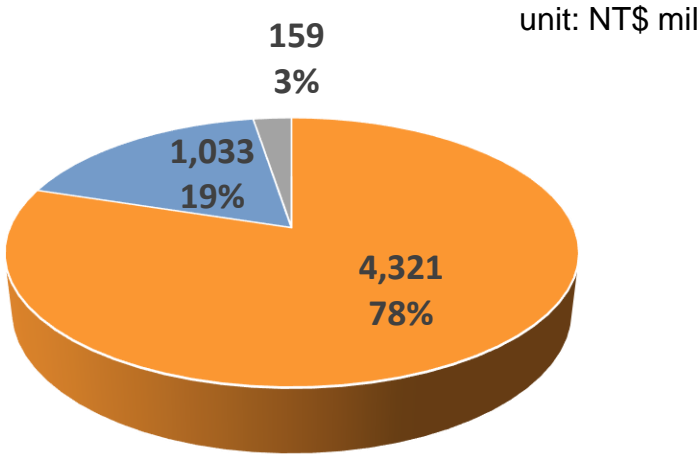
- The 1H21 consolidated revenue was NT\$5.5 billion, primarily due to the strong performance of MapleStory, the new title of World Flipper, and the solid performance of Lineage M.

1H21 Consolidated Revenue

1H21 Consolidated Revenue Breakdown



Consolidated Revenue



Game Others\* GASH point

\*Note: Others revenue is composed of service revenue and sales revenue

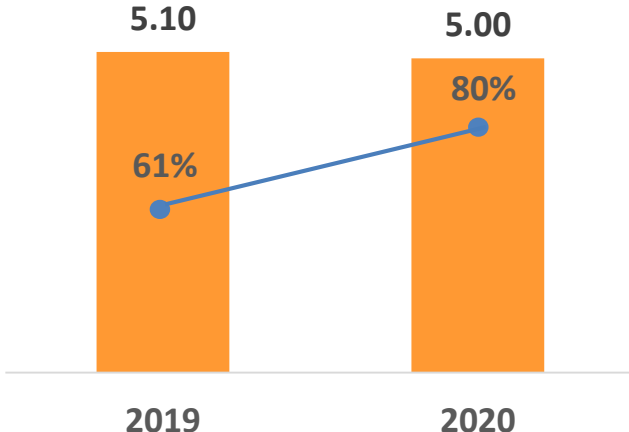
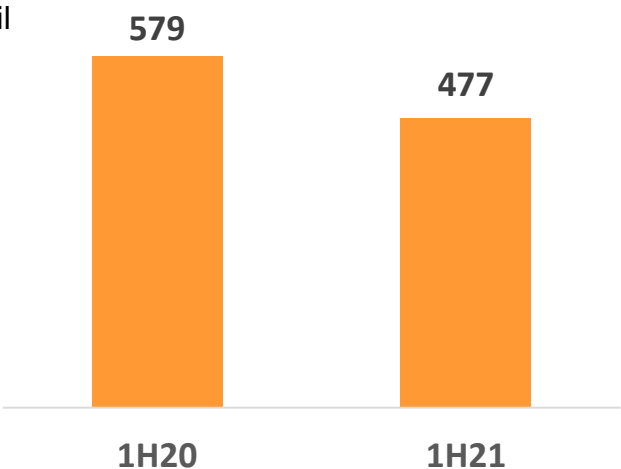
# Financial Analysis: Net Profit And Payout Ratio

- 1H21 net income to owners of the parents was NT\$477 million, due to marketing expense of new titles in 1H21 increased year on year. EPS was NT\$ 2.72.
- 2020 Allotment of cash dividends was NT\$ 4.0 and payout ratio increased to 80%.

**Net Profit**

**EPS vs. Payout Ratio**

unit: NT\$ mil



\* Note: Net Profit - the Profit attributable to owners of the parent.

■ EPS ● Payout ratio



# Q&A

**www.gamania.com**  
***ir@gamania.com***

***Thank You***

**www.gamania.com**

***ir@gamania.com***