

# gamania

## **Gamania Group 2021Q1 Investor Conference**

**March 25 , 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**
- **Financial Highlights**
- **Corporate Outlook**

# Group Overview



## Company Profile



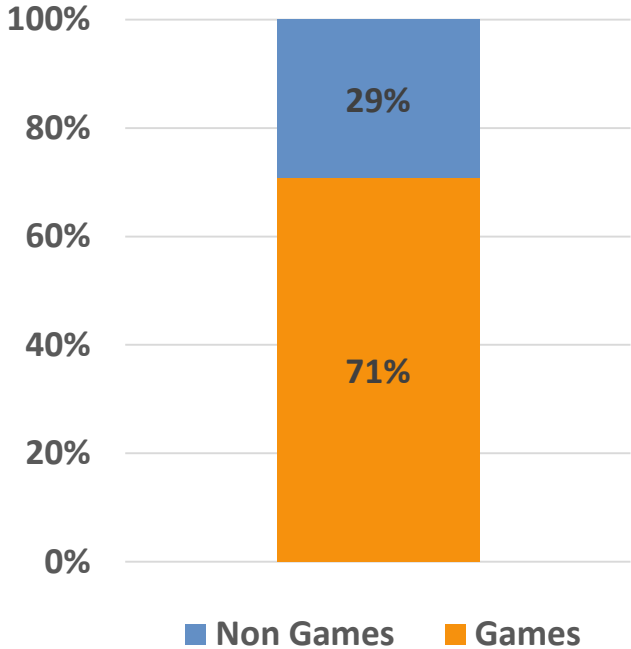
- **Founded:** June 1995
- **IPO:** May 2002 (6180 TT)
- **CEO:** Mr. Albert Liu
- **Capital:** NT\$1.75 B
- **Market Cap:** NT\$11.5 B / US\$406 M (2021/3/22)
- **Headcount:** 977 (as of 2020/3/31)
- **Business Model:** Eco-Internet Enterprise

# Industry & Business Outlook



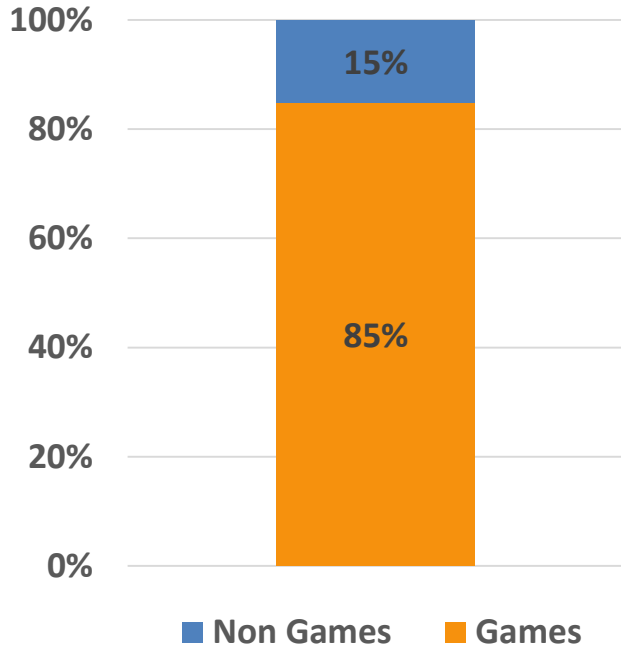
# Games Dominate Both Worldwide and Taiwan Apps Revenue

### 2020 Worldwide Apps Revenue Breakdown By Category



Source: App Annie

### 2020 Taiwan Apps Revenue Breakdown By Category












Source: App Annie

# Lineage M Ranks Top 1 For Three Consecutive Years In Taiwan

## 2018 Taiwan Top Mobile Apps











畅销排行

- 1  Lineage M  
NCSOFT
- 2  Tower of Saviors  
Mad Head
- 3  Ragnarok M : Eternal Love  
X.D. Network
- 4  Arena of Valor  
Garena Online
- 5  Lineage 2 Revolution  
Netmarble
- 6  Xin Stars  
Wanin
- 7  0857online  
GalaxyOnline
- 8  Fate/Grand Order  
Aniplex
- 9  Be The King  
Chuang Cool
- 10  Pokémon GO  
Niantic

Source: App Annie

## 2019 Taiwan Top Mobile Apps







畅销排行

- 1  Lineage M  
NCSOFT
- 2  QQ Speed  
Tencent
- 3  Tower of Saviors  
Mad Head
- 4  Arena of Valor  
Tencent
- 5  Rise of Kingdoms  
Lilith
- 6  AFK Arena  
Lilith
- 7  Be The King  
Chuang Cool
- 8  The Continent of Wind  
Zilong
- 9  Princess Connect! Re:Dive  
Cygames
- 10  0857online  
GalaxyOnline

Source: App Annie

## 2020 Taiwan Top Mobile Apps

畅销排行

- 1  Lineage M  
NCSOFT
- 2  MU: Across Time  
Webzen
- 3  Xin Stars  
Wanin
- 4  RO Next Generation  
Nuverse
- 5  Slam Dunk Mobile  
DeNA
- 6  One Punch Man: The Strongest  
Tianma
- 7  Arena of Valor  
Tencent
- 8  Tower of Saviors  
Mad Head
- 9  God and Devil Three Kingdoms  
eSkyFun
- 10  Star 371-16 Mahjong  
IGS

Source: App Annie



# Key Successful Factors as The Gaming Leader



Gamania group operates games with popular classical IP successfully with over 20 years and have massive member numbers

					
<b>Lineage</b> (2000~)	<b>Maple Story</b> (2005~)	<b>Counter Strike Online</b> (2008~)	<b>Lineage M</b> (2017~)	<b>Crossgate M</b> (2019~)	<b>Lineage Remastered</b> (2019~)
PC Game	PC Game	PC Game	Mobile Game	Mobile Game	PC Game

# Lineage M : Flagship IP Mobile Game

Lineage M launched in Taiwan/HK/Macao on 2017/12/11

**Dominates #1**  
on the iOS & Google Play Apps  
since launching in Taiwan

X

**5 Million+**  
Accumulated Registered Users  
from Lineage M

## Lineage M strengthens quality of the group

- Growing operation performance
- Gained massive member numbers
- Improved cash flow
- Increased opportunities to operate more popular classical IP Games



# Lineage M : Flagship IP Mobile Game

New Class  
Black Flame



New Class Dragon  
Knight



New Class  
Saint Paladin



Improving Class  
Gunman/Wizard/Black Flame



Improving Class  
Knight/Dark Knight



2017/12/11

2018/11/14

2019/6/12

2020/5/6

2020/10/15

2018/6/27

2019/1/28

2020/1/15

2020/7/8

2021/3/24

New Class  
Berserker  
Improving Class  
Dragon Knight



Lineage M  
released in  
Taiwan



New Class  
Gunman



New Class  
Dark Knight



Improving Class  
High Elf



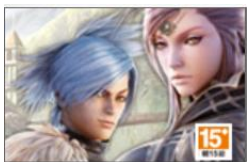
# MapleStory Strong Momentum Resulted In A Historic Sales In 2020

- MapleStory:
- Hit a historic sales in 2020, 15 years after launch
  - Reached a record high month sales in February, 2021



# Key Titles PC & Mobile Games

## PC Games



Lineage



MapleStory



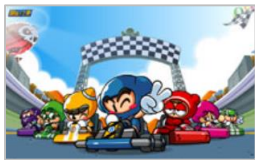
Lineage Remastered



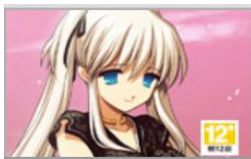
DragonNest



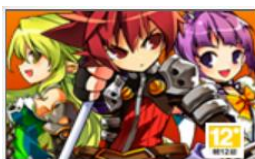
CSO



Crazyracing Kartrider



Mabinogi



ELSWORD

## Mobile Games



Lineage M



World of Dragon Nest



Cross Gate M



World Flipper



Komori Life



櫻桃小丸子手遊版



The Legendary Moonlight Sculptor



便利商店口袋版

# E-commerce: Robust GMV Growth

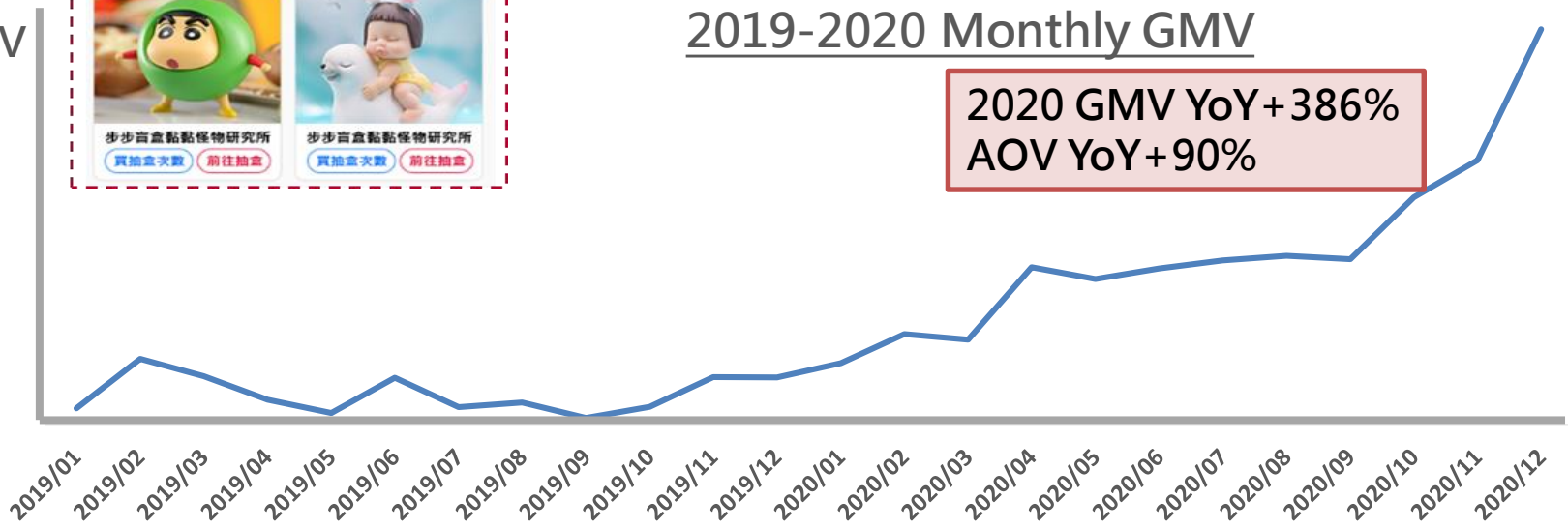
## 盲盒數位平台



- Jollybuy is the first entertainment e-commerce platform to focus on Anime, Comics, Games(ACG) products as its core services
- The users' shopping experience is upgraded through gaming and social media, while our business partner's performances are also improved using AI data computations. We make buying and selling easy, and shopping even more fun!
- New business model-Blind box

GMV

### 2019-2020 Monthly GMV



2020 GMV YoY + 386%  
AOV YoY + 90%

\*Note: GMV (Gross Merchandise Volume), AOV (Average Order Value)

# Financial Highlights

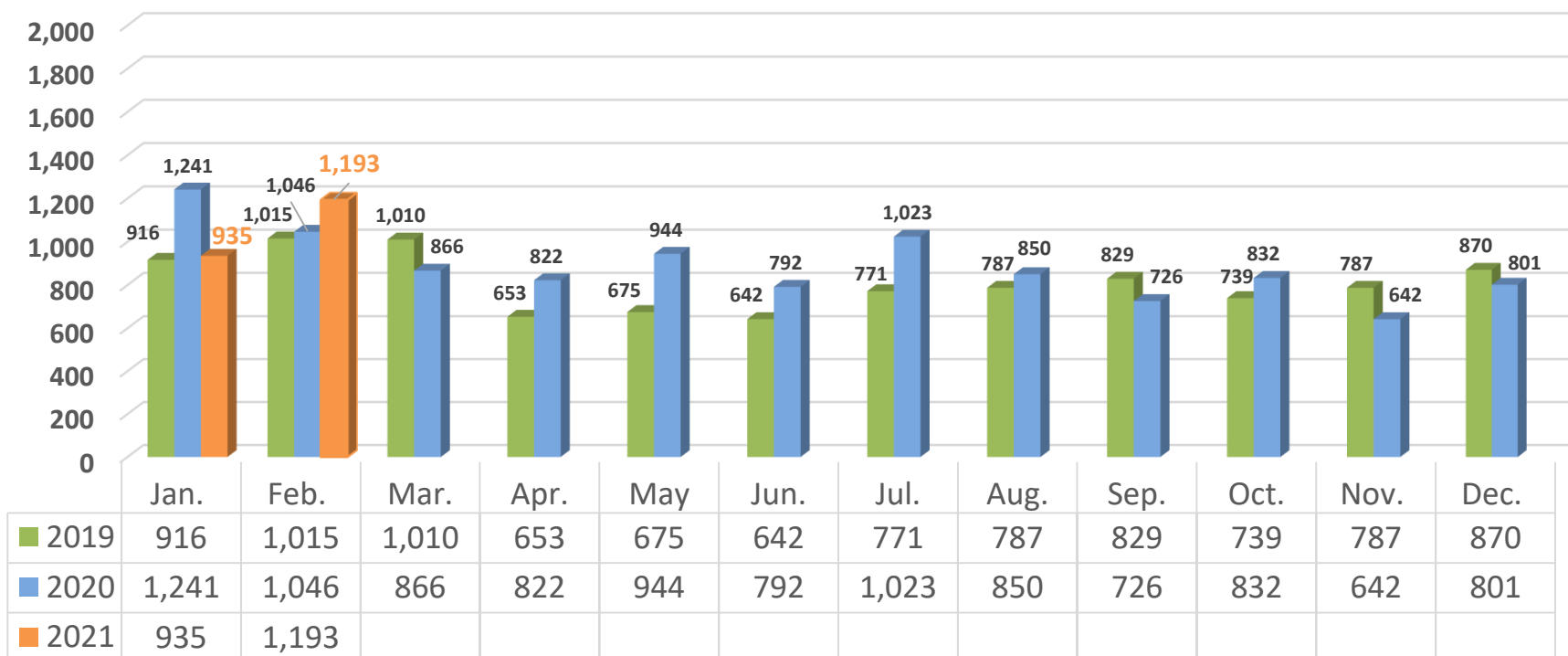


# Consolidated Monthly Sales

- As of 2021/02, total unaudited monthly sales is NT\$ 2.1 billion, YoY-6.9%, as the base period was high since Lineage M released new class “Saint Paladin” in January, 2020.
- MapleStory reached a record high month sales in February, 2021 driven by strong momentum.

## Monthly Sales

unit: NT\$ mil

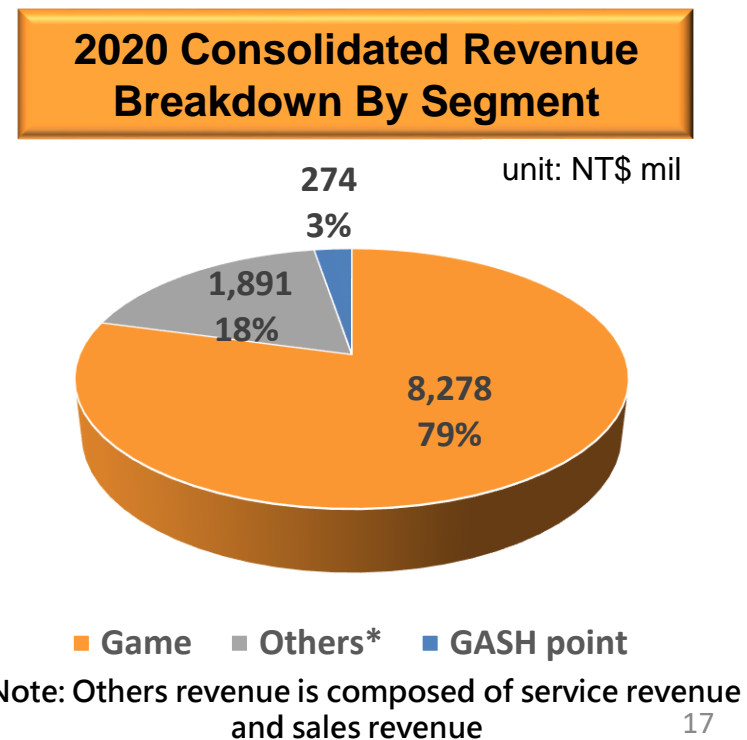
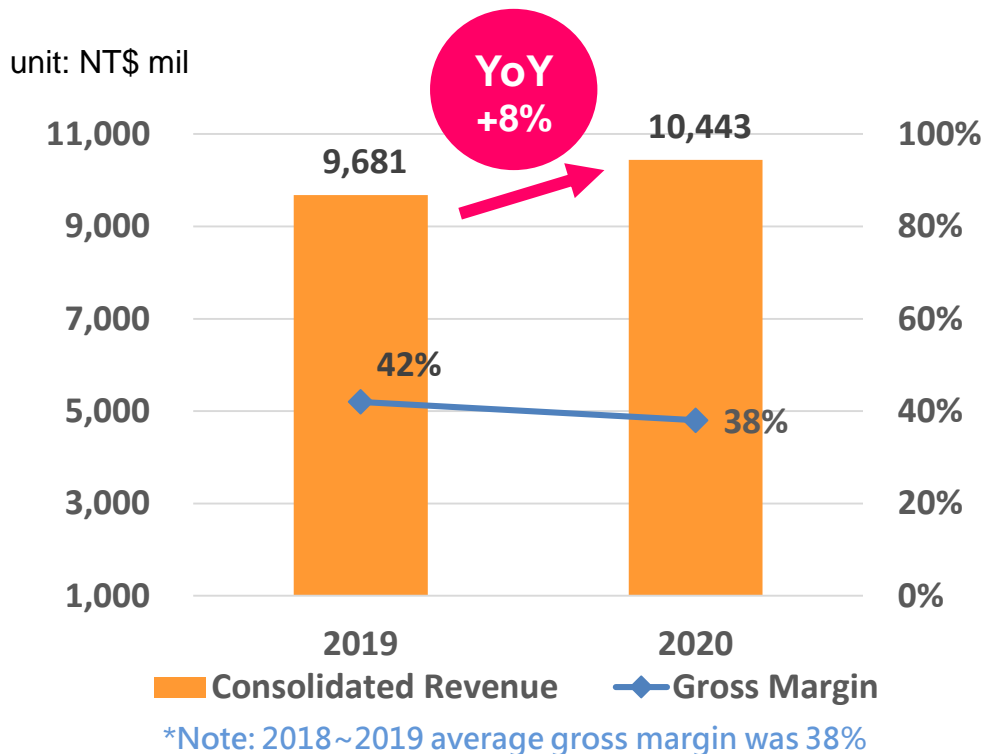


Note: Unaudited monthly sales; In compliance with IFRS No. 15, GASH revenue is on net basis since 2018



# Financial Analysis: Revenue Breakdown

- Fiscal year 2020 consolidated revenue was NT\$10.4 billion, YoY+8%, driven by outperformance of MapleStory, which hit a record high sales, and Lineage M solid performance lifted consolidated revenue to surpass NT\$10 billion again, reaching the second highest record high.
- Gross profit was NT\$4.0 billion, YoY-3%, due to renewal fees of the game increased.

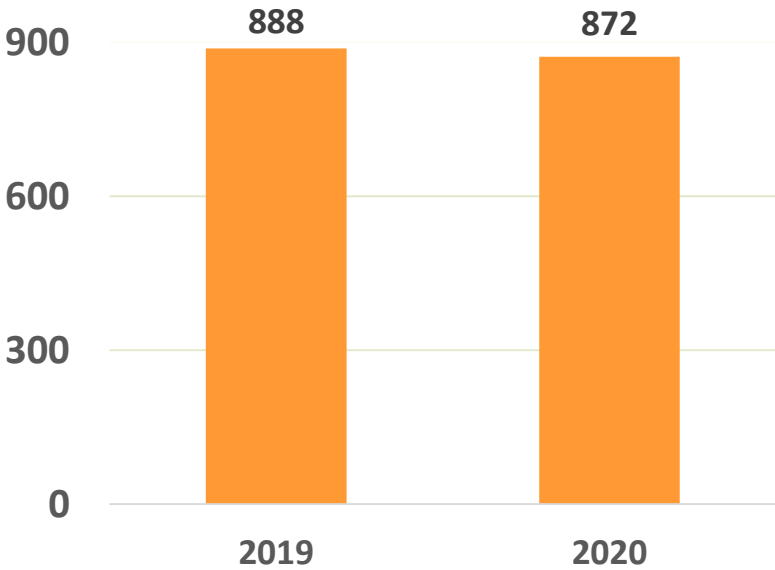


# Financial Analysis: Net Profit And Payout Ratio

- The net income to owners of the parents was NT\$872 million, and EPS was NT\$ 5.0.
- Allotment of cash dividends was NT\$ 4.0, hence, payout ratio increased to 80%.

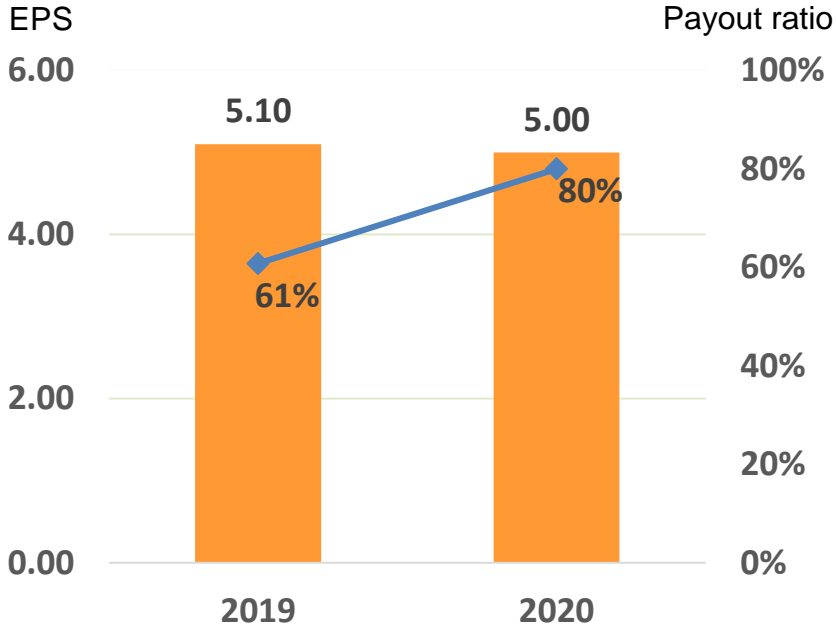
**Net Profit**

unit: NT\$ mil



■ Net Profit\*

**EPS vs. Payout Ratio**



■ EPS ◆ payout ratio

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

# Corporate Outlook





1

Why Gamania Group  
will develop platform



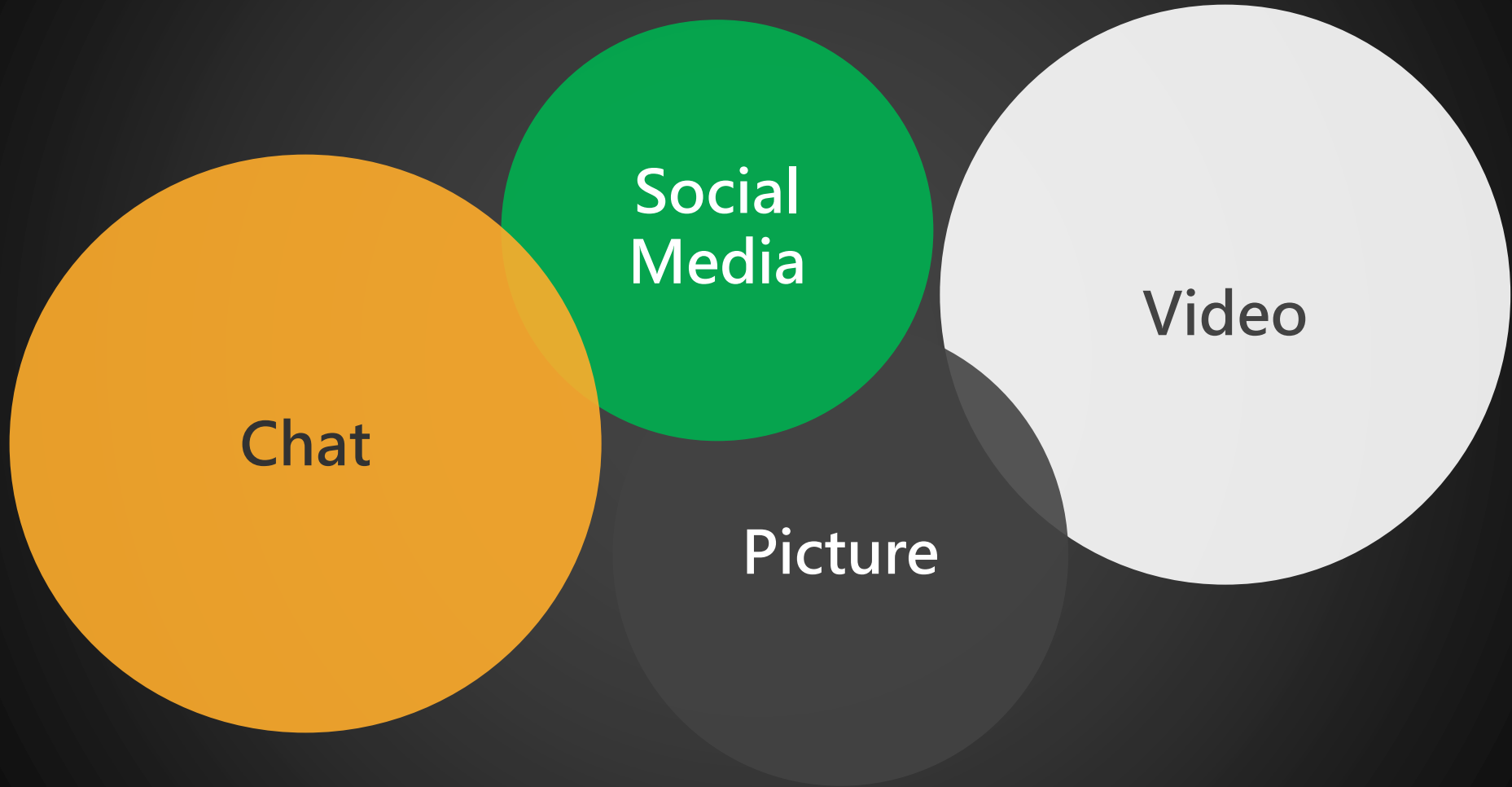
2

Opportunity



3

Industry Value



# Gamania Group Advantages



- **Build around four major business units**  
Game, E-commerce, Media, Payment
- **Accumulated +10 million users**



# Beanfun! Update Launch In January, 2021



**bf!**

**beanfun!**  
**新版上線拉!**

改版更新重點  
一次報乎你知

- 聊天室
- 豆陣聊
- 背包
- 星球
- 購物

# Concatenate Multi-point And Build Up Beanfun! In Entertainment Field





## Communication



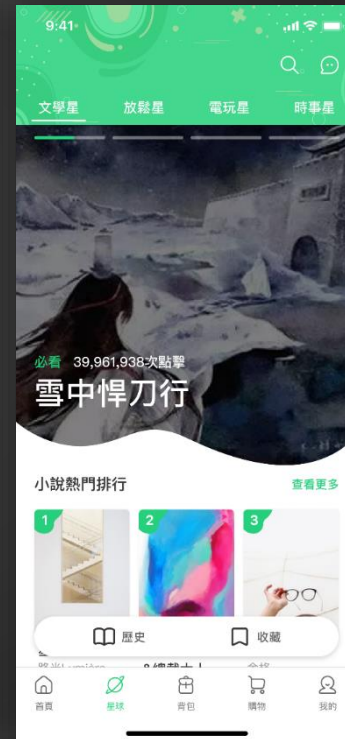
## Media



## Shopping



## Creative Content



## IIO



# Build Up an AI and Big Data Center

- Reinforce Gamania Group International competitiveness



**consolidate  
users services**



**analysis users  
interest**



**Analysis article  
and picture**



**added value of  
data application**

**Build up the first Taiwan Eco-Internet enterprise**

***Thank You***

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