

gamania

Gamania Group

6180-TT

April 2022

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:

- **Overview**
- **Group Ecosystem**
- **Group Business**
- **Financial Results**

Overview



Company Profile



- **Founded:** June 1995
- **IPO:** May 2002 (6180 TT)
- **CEO:** Mr. Albert Liu
- **Capital:** NT\$1.75 B
- **Market Cap:** NT\$11.6 B / US\$399 M (2022/4/14)
- **Headcount:** 963 (as of 2021/3/31)

Business Roadmap: Innovative service launch



Game Development

Publishing
Operation

Customer
Services

Mobile
Payment

Ecommerce

Platform

1995

2000

2002

2003

2014

2014

2018

2018

2019

Game
Points

Cloud Computing
Cyber Security

Integrated
Marketing
Services

Digital
Media



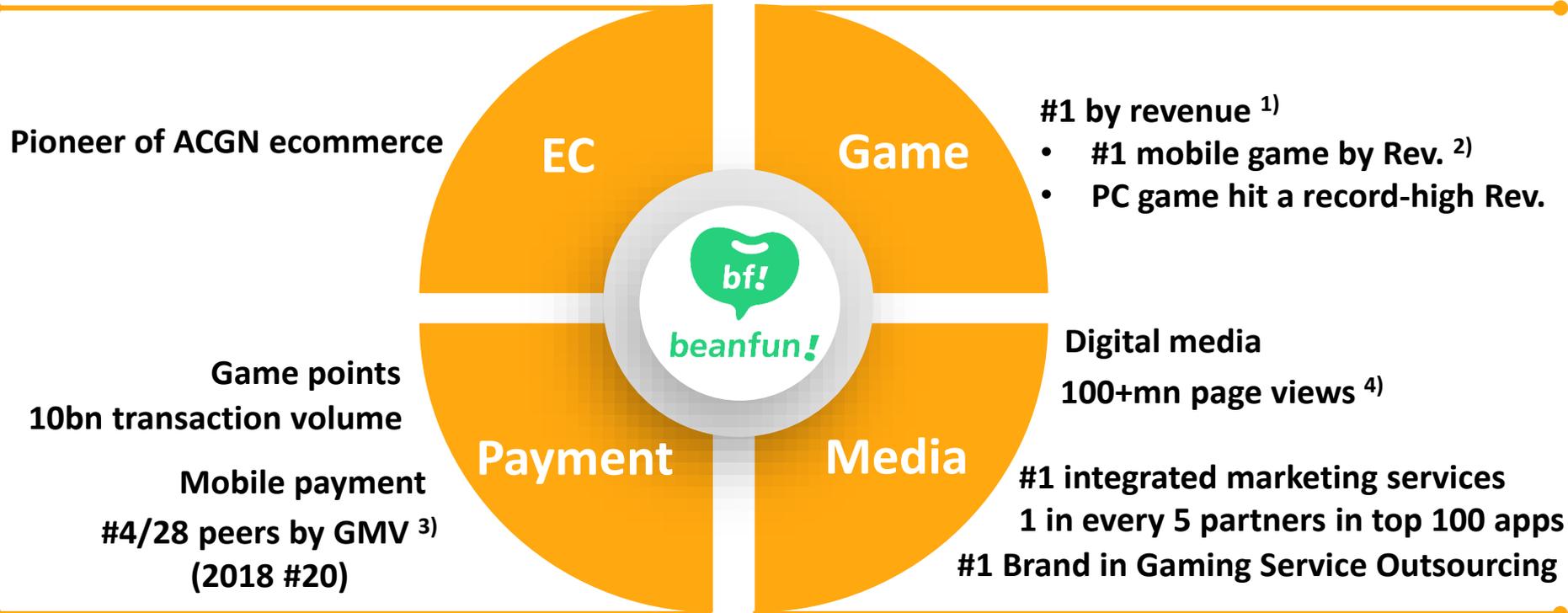
Major Business

B2C sales revenue

C2C service revenue

Free to play

Item based in-game purchase



Transaction fees

Ads revenue/service revenue

* All rankings above refer to Taiwan market as of Dec. 2021

1) source: all listed Taiwan game company 2021 accumulated revenue. 2)Source: App Annie

3) Source: Financial Supervisory Commission, R.O.C. 4)Source: comScore

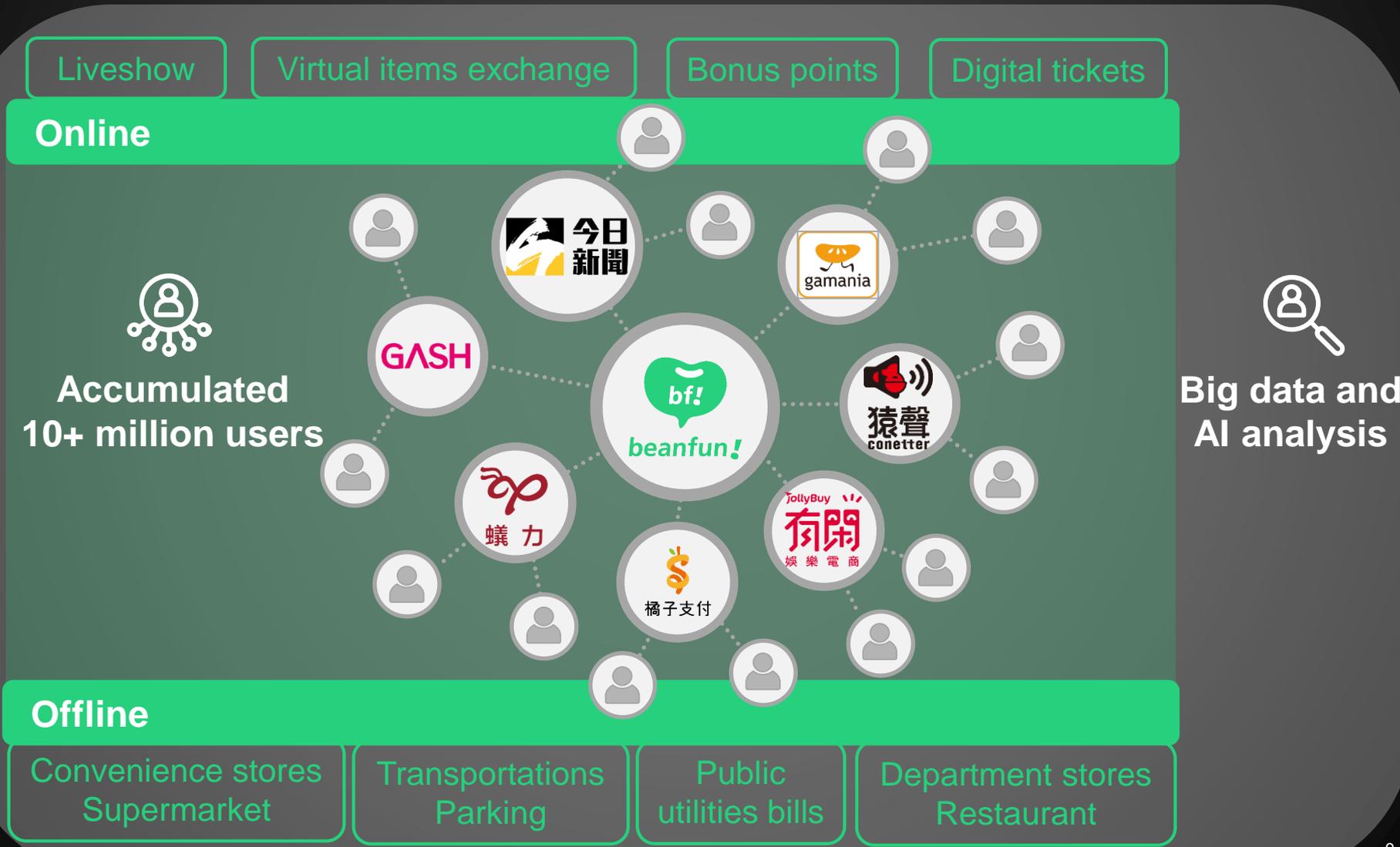
Gamania Ecosystem



Our Vision for beanfun!



"A mobile platform with an open ecosystem and diverse services to enrich users lives."



AI and Big Data Center



Integrate user tracking data on all the services



Analyze users interest



Machine learning



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



Blockchain as a service

數位資產盡在背包

道具、票券、GASH 想換就換



beanfun! Ecosystem



beanfun! Opportunity



Game Market Leader

Many popular IP games
Strong operation teams
10+ million users



bf!



Business Synergy

Digital Trends

Blockchain/NFT
Digital economy

Benefit from the synergy of multiple integrated businesses

**Build the Taiwan's first ecosystem enterprise
Beyond Games, Into Life!**

Gamania Business



Game

E-commerce

Payment

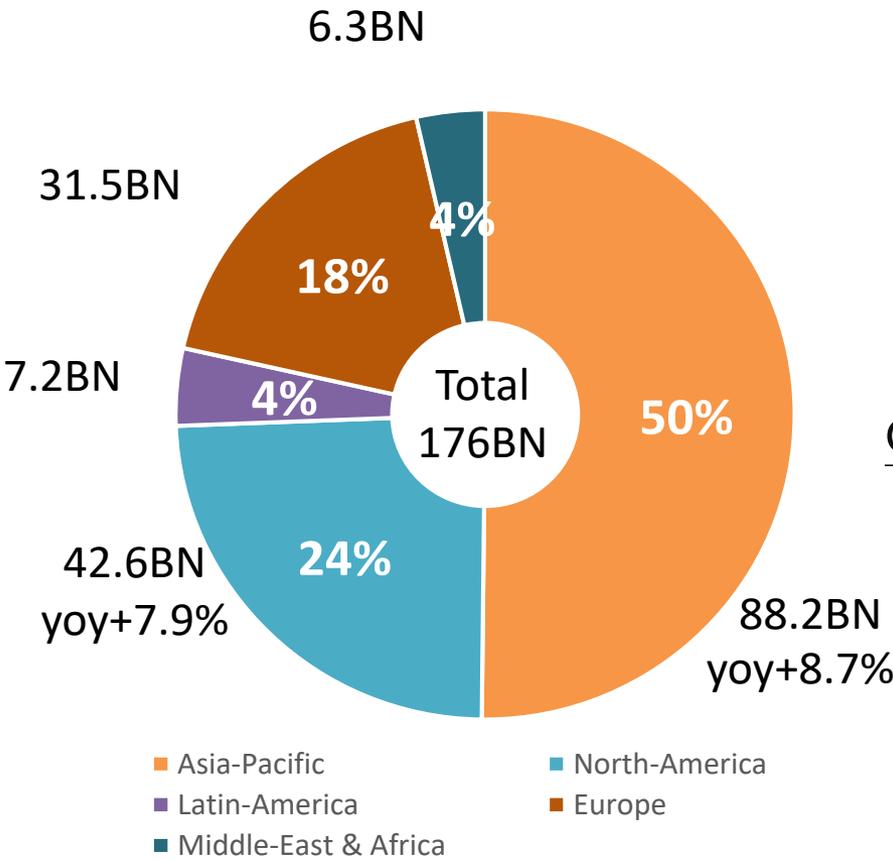
Media



Industry outlook: Global Games Market

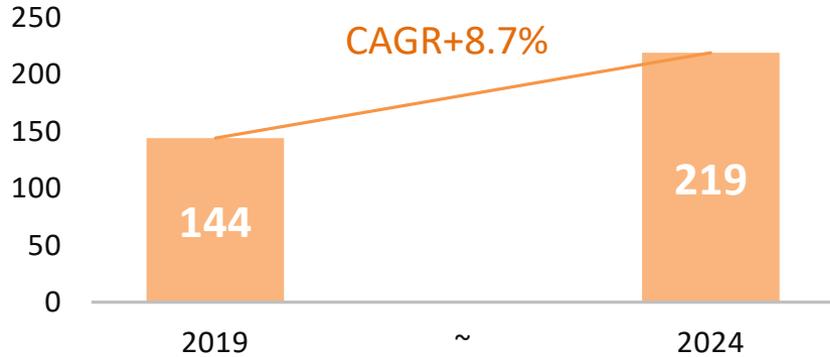
(Unit:USD BN)

Games Market Per Region 2021

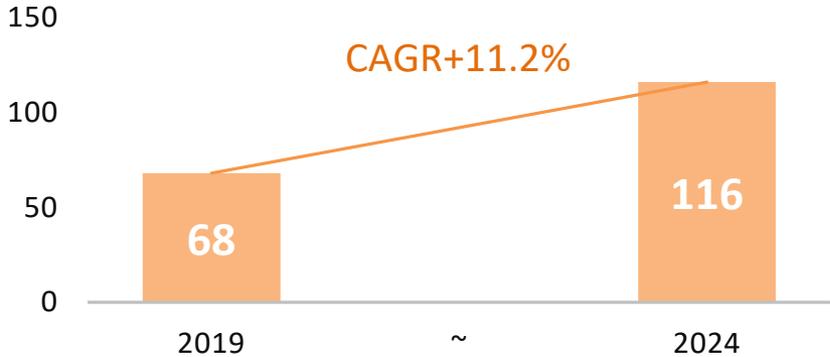


Source: Newzoo 2021

Global Games Market Forecast



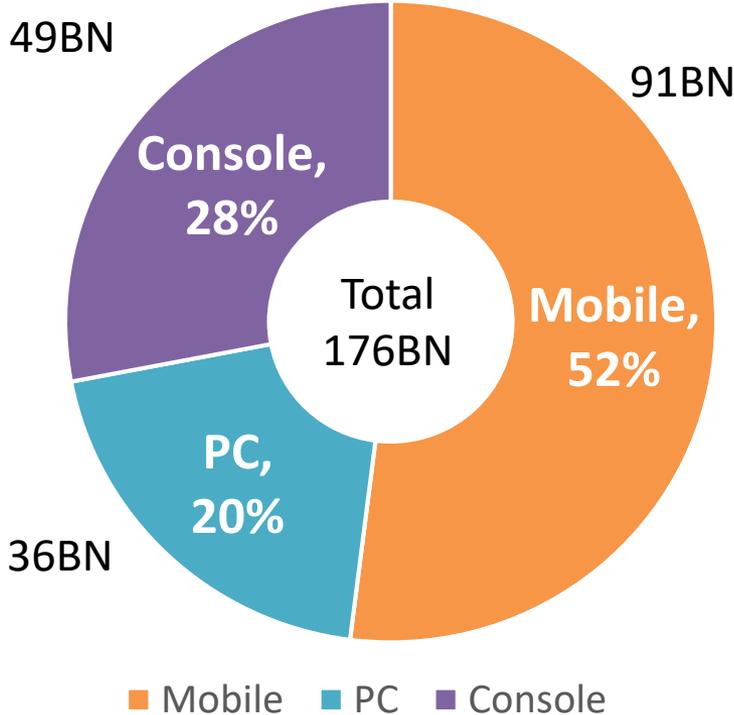
Global Mobile Games Revenue Forecast



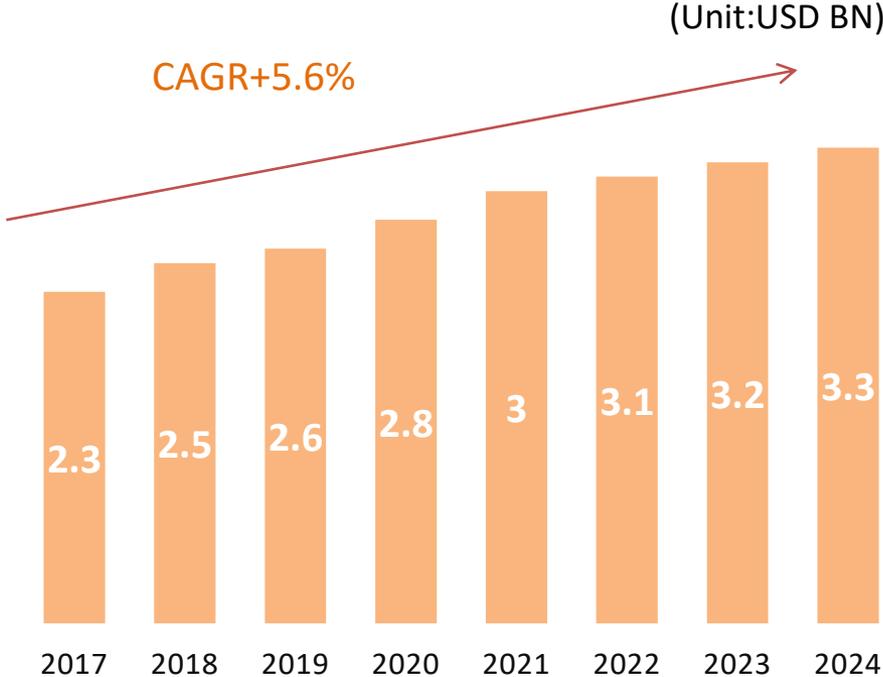
Industry outlook: Global Games Market

(Unit:USD BN)

Global Games Per Platform 2021



Global Games Players Forecast (2017~2024)

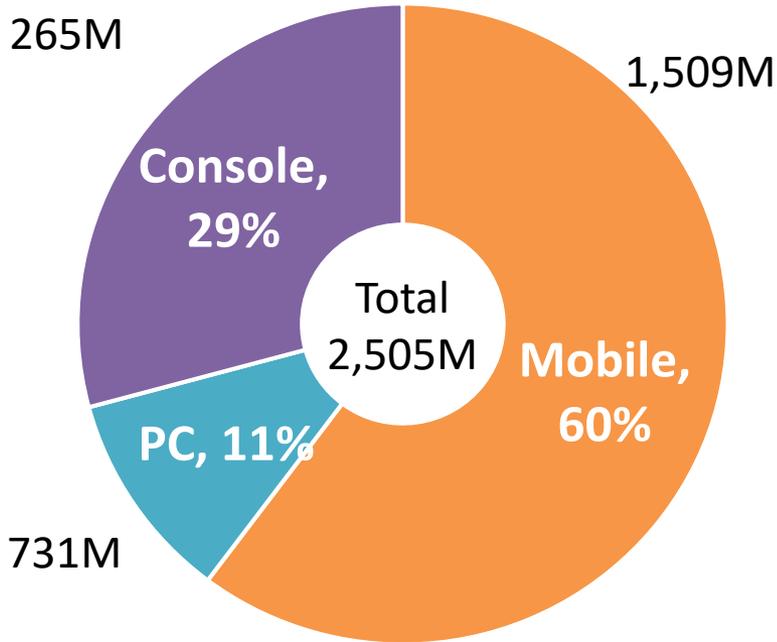


Source: Newzoo 2021

Industry outlook: Taiwan Games Market

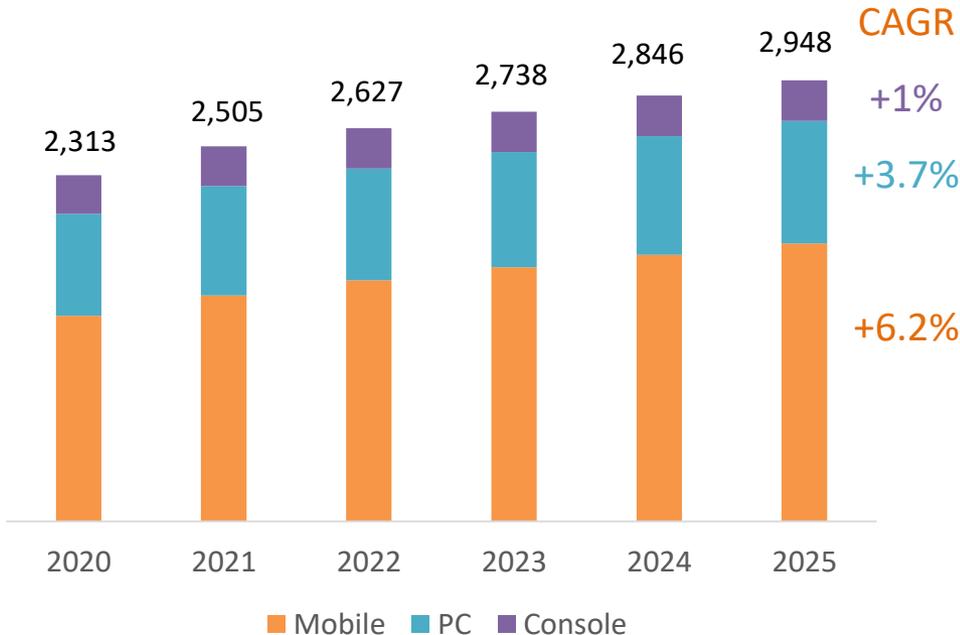
Taiwan Games Per Platform 2021

(Unit:USD M)



Platform Growth 2020-2025

(Unit:USD M)

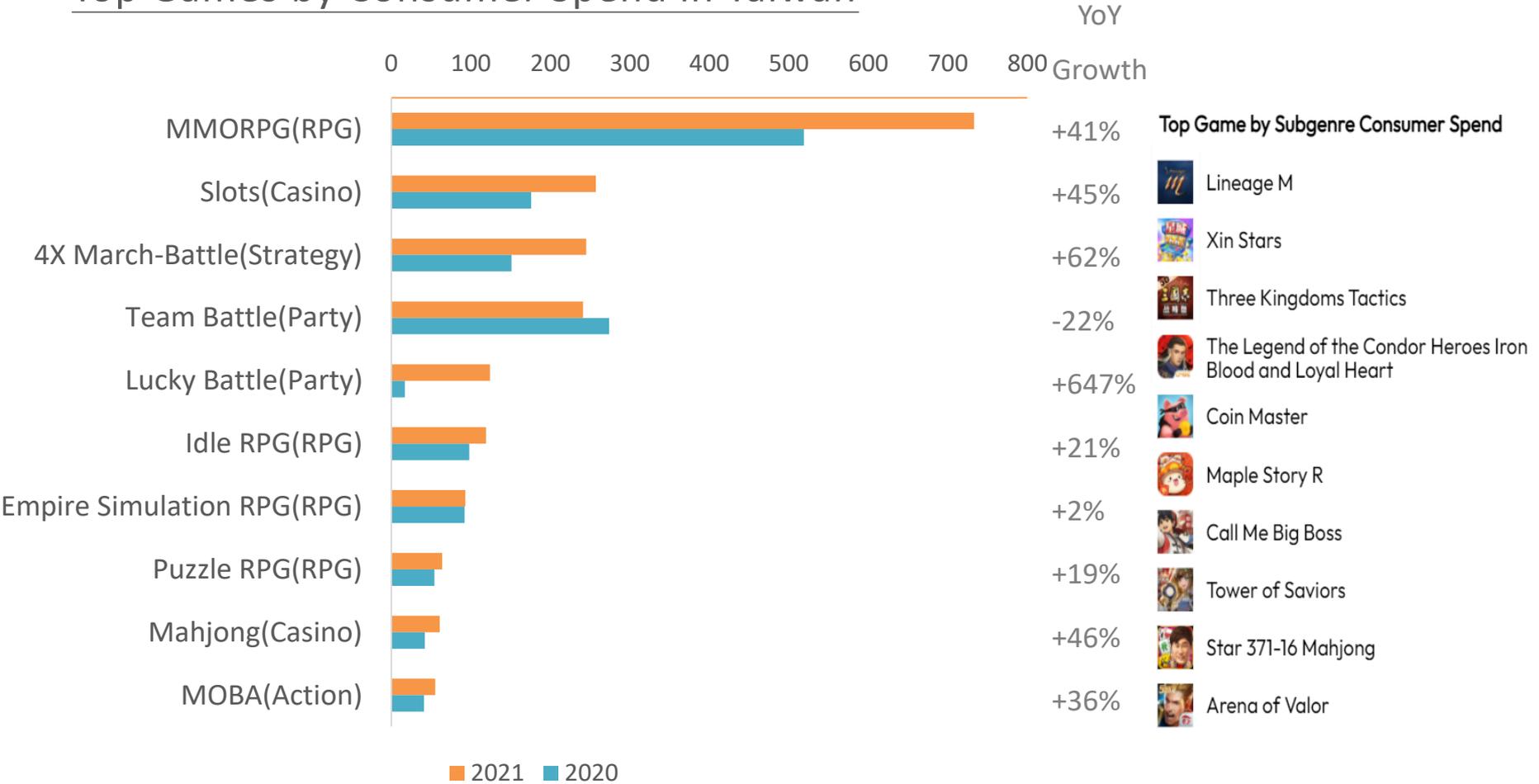


Source: PwC Global Entertainment&Media Outlook 2021~2025

Industry outlook: Taiwan Games Market

(Unit:USD M)

Top Games by Consumer Spend in Taiwan



Source: data.ai

Key Titles

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

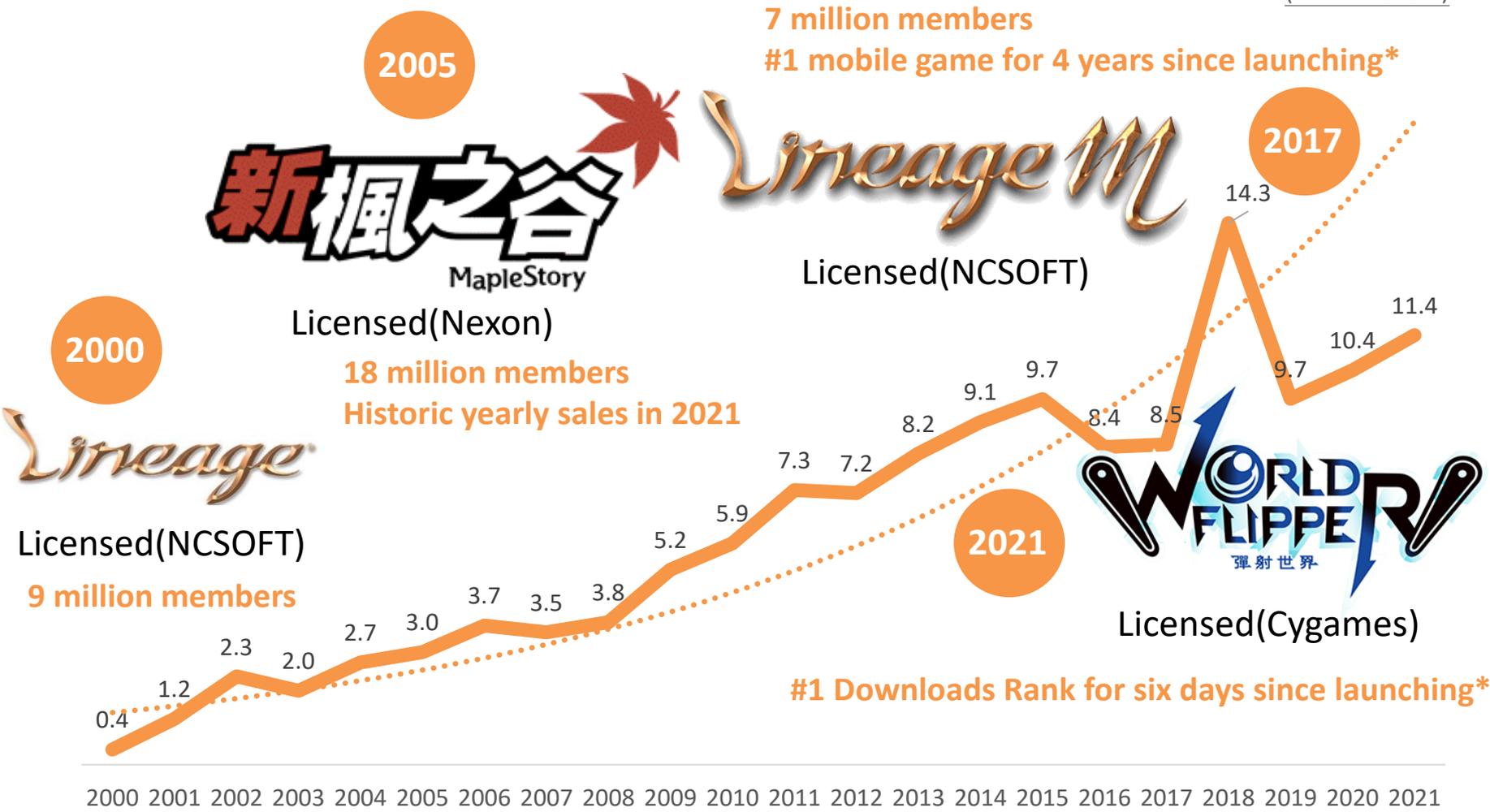


World of Dragon Nest

New Titles

Yearly Revenue Trend(2001~2021)

(Unit:NTD BN)



*Source: App Annie ; In compliance with IFRS No. 15, GASH revenue is on net basis since 2018 vs. GASH revenue is on gross basis in 2017 22

Best Partner To Operate Popular Games

Successfully operates popular IP games in Asia

Understand player's interests and preferences.
Extensive experience in market operation



Integrated services with a backed by a strong 360 degree support team.

Partnered with Taiwan well-known IP

- LM limited edition signature character of “PILI ”
- MapleStory campaign with illustration IP “貓貓蟲咖波”



Operations, marketing, customer service, game points, IT server support, and a platform - we have it all!

Game
E-commerce
Payment
Media



Ecommerce



Enhance differentiated marketing

Aligned with the Group strategy focus on Anime, Comics, Games, and Novel (ACGN) products as core services.

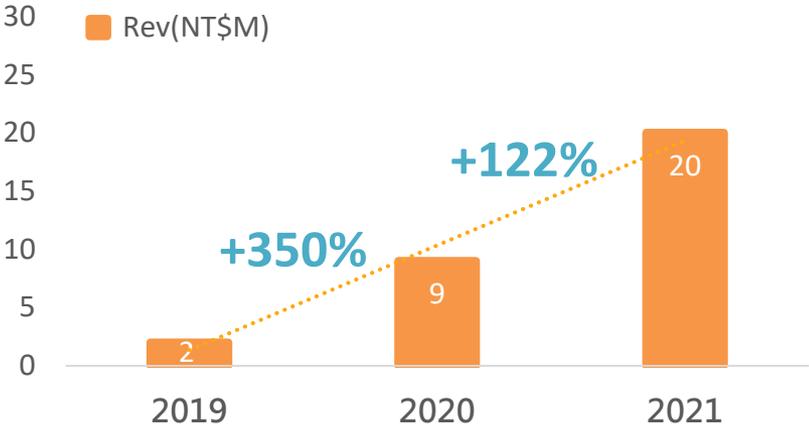
Huge User Base



beanfun! mobile platform

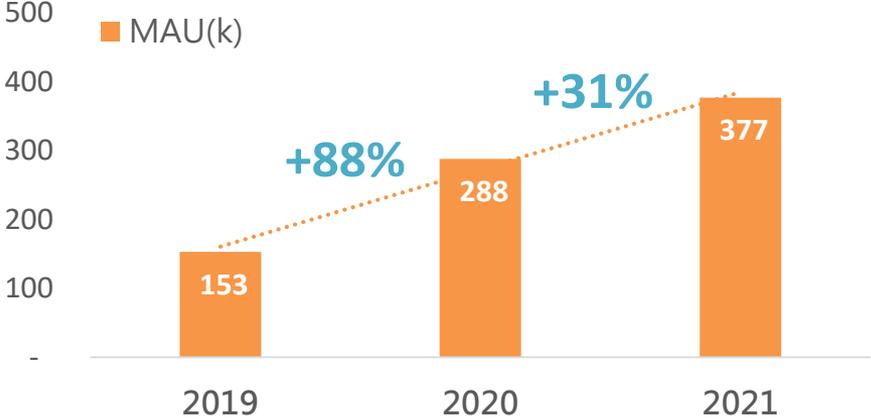
Ecommerce Key Metrics

Revenue Growth



* Unaudited revenue

MAU



2021

<p>Toys & Figures GMV YoY+59%</p>	<p>Digital Tickets GMV YoY+35%</p>	<p>Game Related GMV YoY+23%</p>
<p>Total Orders YoY+75%</p>	<p>Average buyers from beanfun! YoY+105%</p>	<p>GMV from beanfun! YoY+105%</p>

Game
E-commerce
Payment
Media



GAMA PAY Convenient Cash Flow Service



GAMA PAY



User data analytics

User preservation and activation

Potential Users
as many as

20M

Number of
Payment Locations in Taiwan

70K+

Monthly Effective
Data Count

1.2M+

Instant
&
Convenient

Huge
User Base

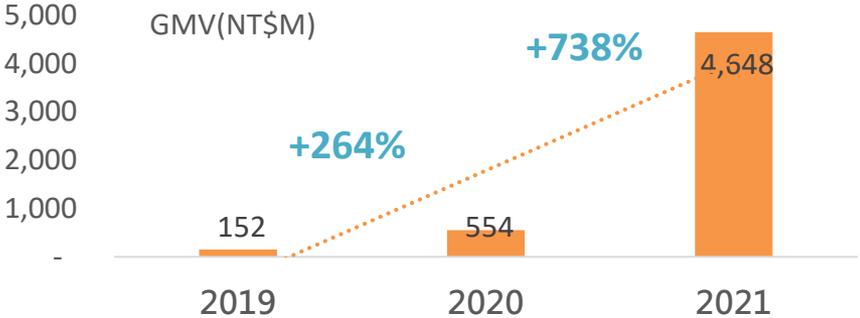
Integrated
Marketing

Data
Application

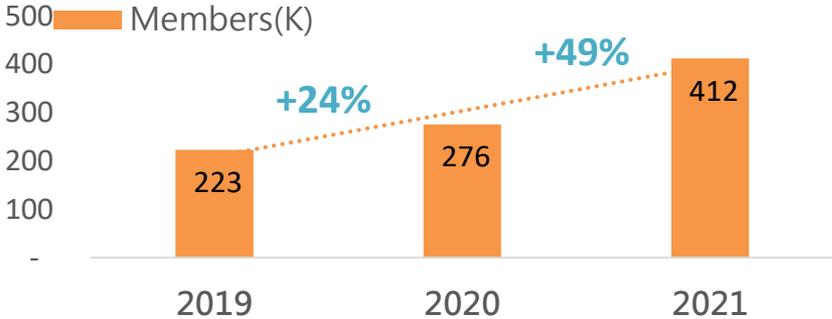
Bonus Point

GAMA PAY Performance

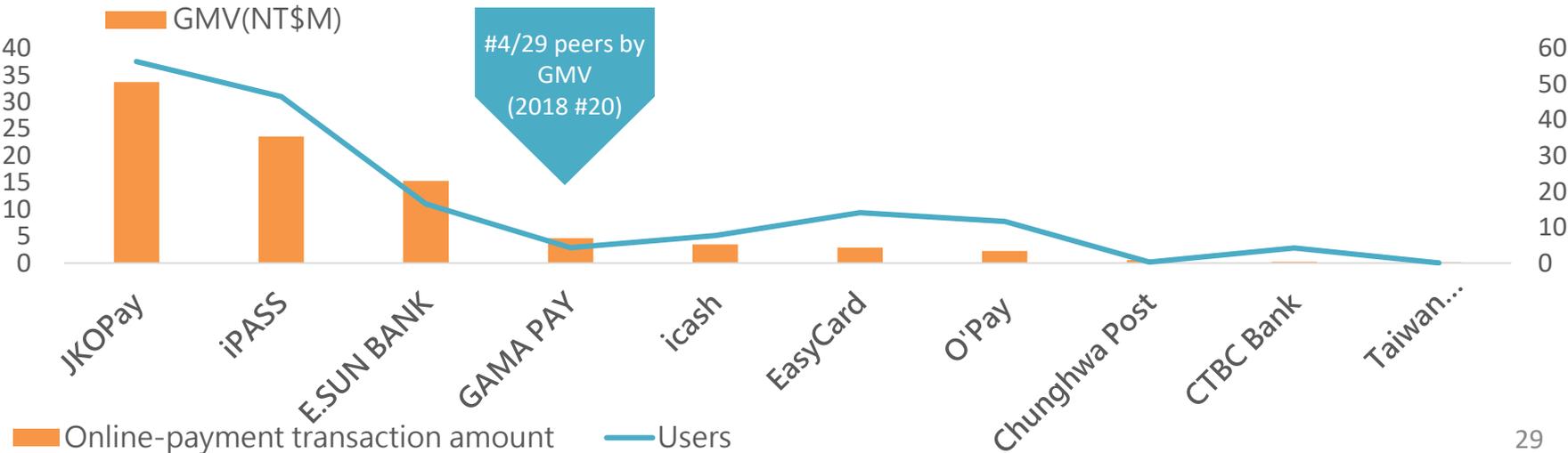
GAMAPAY GMV Growth



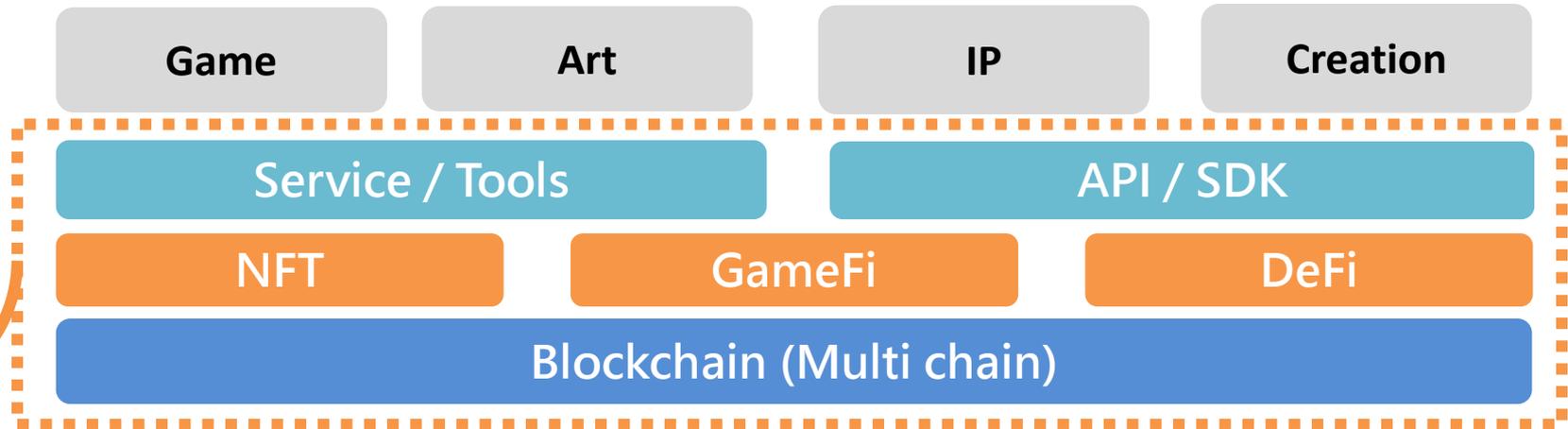
GAMAPAY Members Growth



2021 Electronic Payment Rankings in Taiwan



New Business: Blockchain as a service



Begin with NFTs: make is easy for a person, company, or brand to mint, issue, and trade their own NFTs



Planning and minting customized NFTs



Assist with issuing on public blockchains: Ethereum, Solana, BSC



Trading on Opensea, the world's largest NFT marketplace



Integrated promotion

- Exclusive NFT website
- Discord/Telegram
- Related KOL, Media
- Airdrop

Game
E-commerce
Payment
Media



Media

Largest Integrated Marketing Company in Taiwan's Internet Industry

Influential Media in Taiwan
100m+ page views



Leading Brand in Gaming Service Outsourcing

Financial Results



Financial Analysis: 2021 Revenue and Net Profit

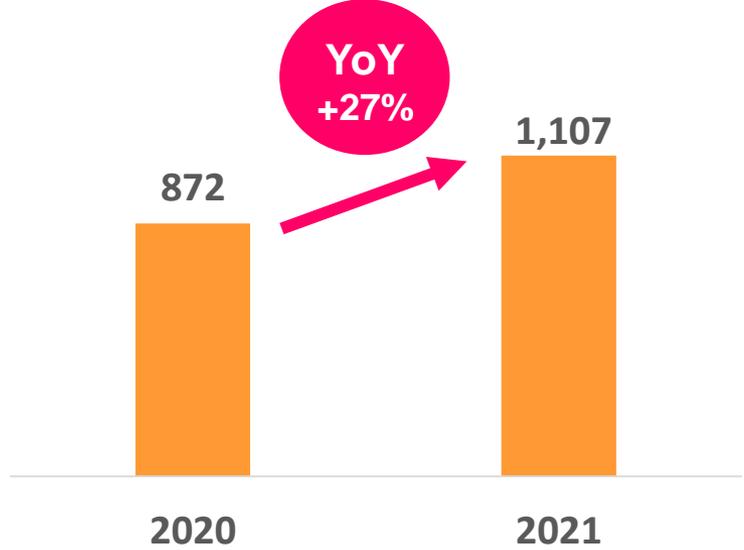
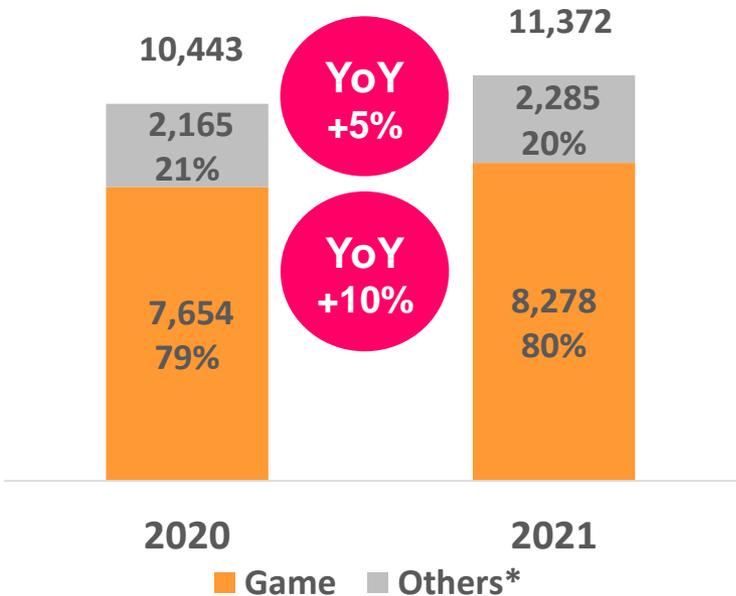
- Both 2021 consolidated revenue and net income reached the second highest on record.
- 2021 consolidated revenue was NT\$11.4 billion, YoY+9%, primarily driven by outperformance of MapleStory.
- The net profit was NT\$1.1 billion, YoY+27%, and EPS was 6.3.

Consolidated Revenue

Net Profit

unit: NT\$ M

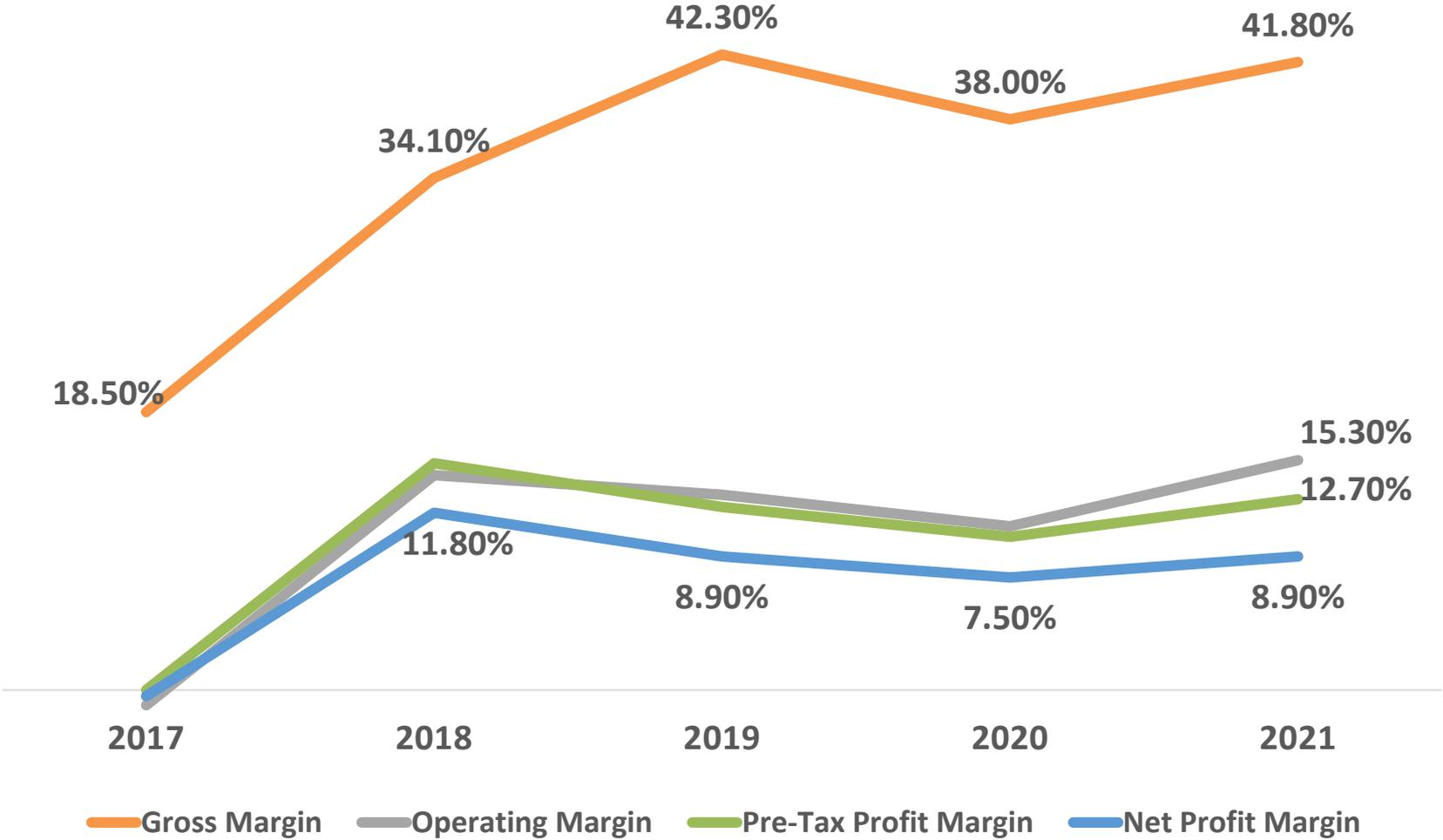
unit: NT\$ mil



*Note: Others revenue is composed of Ecommerce, payment and media

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

Financial Analysis: Last 5 Years Profitability



2021 Consolidated Income Statement

Unit: NT\$ million	2021	2020	YoY%
Consolidated revenue	11,372	10,443	9%
Operating costs	6,615	6,474	2%
Gross profit	4,757	3,969	20%
Selling expenses	1,209	1,200	1%
General and administrative expenses	1,353	1,250	8%
R&D expenses	391	346	13%
Expected credit impairment loss (gain)	71	36	97%
Total operating expenses	3,023	2,831	7%
Operating income	1,734	1,137	52%
Total non-operating income and expenses	-326	-72	354%
Profit before income tax	1,445	1,066	36%
Income tax expense	436	283	54%
Profit for the period	1,009	782	29%
Profit (loss) attributable to owners of the parent	1,106	872	27%
Profit (loss) attributable to non-controlling interest	-97	-90	8%
Basic EPS	5.00	6.30	
Diluted EPS	4.94	6.21	

2021 Consolidated Balance Sheet

Unit: NT\$ million	2021.12.31	2020.12.31
Current assets	5,432	4,383
Cash and cash equivalents	3,419	2,398
Accounts receivable	888	963
Other receivables	263	261
Prepayments	352	423
Other current assets	278	100
Non-current assets	4,040	4,922
Financial assets at fair value through other comprehensive income-non-current	199	183
Investment accounted for under equity method	121	205
PP&E	2,797	2,845
Intangible assets	631	1,412
Total assets	9,473	9,305
Current liabilities	3,459	3,580
Short-term borrowings	100	226
Accounts payable	634	505
Other payables	1,910	2,116
Non-current liabilities	161	214
Long-term borrowings	-	80
Total liabilities	3,620	3,793
Equity attributable to owners of parent	5,408	4,985
Share capital	1,755	1,755
Non-controlling interest	444	527
Total Equity	5,852	5,512
BPS	30.82	28.40

Q&A

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Thank You

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