

gamania

Gamania Group 2020Q2 Investor Conference

June 18, 2020

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\$11.6 B / US\$391 M (2020/6/10)
- **Headcount:** 977 (as of 2020/3/31)
- **Business Model:** Eco-Internet Enterprise

Industry & Business Outlook



Games Dominate Apps Ranking by Revenue

iOS 2018 Worldwide Revenue

Rank	Category	Rank Change vs. 2017
1	Games	-
2	Entertainment	-
3	Social Networking	-
4	Music	-
5	Photo and Video	▲ 2
6	Lifestyle	▼ -1
7	Health and Fitness	▲ 1
8	Productivity	▲ 2
9	Books	▼ -3
10	Education	▼ -1

Source: App Annie

Google Play 2018 Worldwide Revenue



Rank	Category	Rank Change vs. 2017
1	Games	-
2	Social	-
3	Entertainment	-
4	Lifestyle	▲ 1
5	Music & Audio	▲ 2
6	Productivity	-
7	Communication	▼ -3
8	Health & Fitness	▲ 1
9	Dating	▲ 1
10	Education	▼ -2

Source: App Annie

Lineage M Ranks Top 1 since Launching 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

2020H1 Taiwan Top Mobile Apps

畅销排行

- 1  Lineage M
NCSOFT
- 2  One Punch Man
Ourpalm
- 3  MU: Across Time
GM99
- 4  AFK Arena
Lilith
- 5  Tower of Saviors
Mad Head
- 6  Legends of the Three Kingdoms
YOKAGAMES
- 7  Arena of Valor
Tencent
- 8  Be The King
Chuang Cool
- 9  Rise of Kingdoms
Lilith
- 10  Star 371-16 Mahjong
IGS

Source: App Annie(2020/1/1~2020/6/13)

Key Successful Factors as The Gaming Leader

**Popular
Classical IP**

X

**Sustainable
Operations**

X

**Strong
Social
Network**

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



Lineage
(2000~)

Maple
Story
(2005~)

Counter
Strike
Online
(2008~)

Lineage M
(2017~)

Crossgate
M
(2019~)

Lineage
Remastered
(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

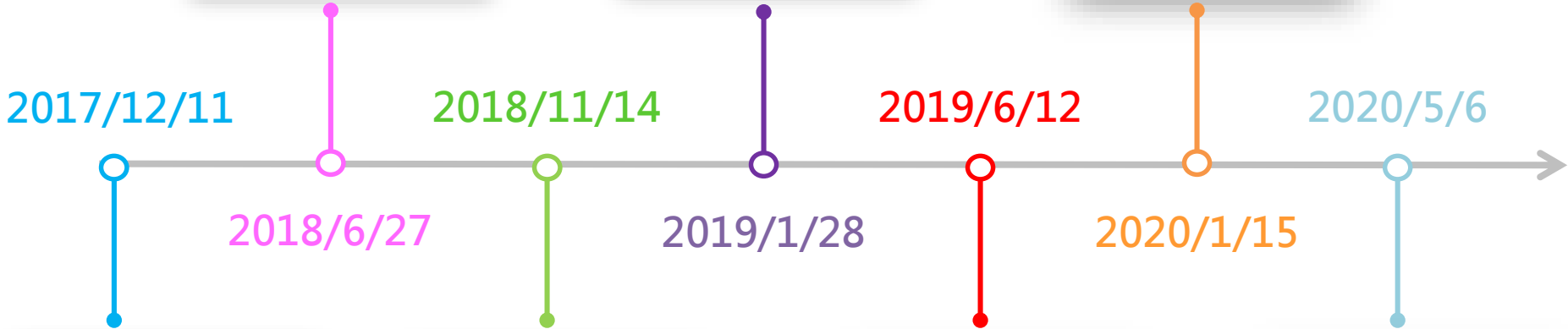
New Class
Black Flame



New Class
Dragon Knight



New Class
Saint Paladin



Lineage M
released in
Taiwan



New Class
Gunman



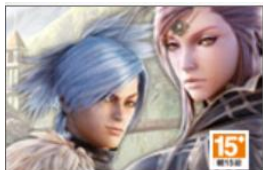
New Class
Dark Knight



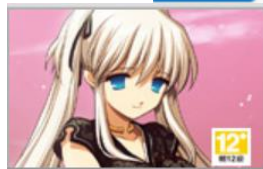
Improving Class
High Elf

Key Titles PC & Mobile Games

PC Games



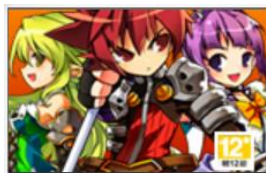
Lineage



Mabinogi



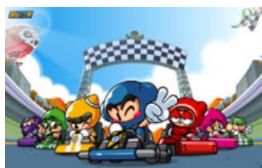
CSO



ELSWORD



MapleStory



Crazyracing
Kartrider



Lineage
Remastered



DragonNest

Mobile Games



Lineage M



World of Dragon Nest



Cross Gate M



便利商店口袋版



Summons Board



櫻桃小丸子手遊版



Komori Life

Eco-Internet Enterprise

Gamania's strategic perspective after Lineage M:

Eco-Internet Enterprise

accumulated registered members



10million+

From a Content Company



to a Platform Company





beanfun! APP

A mobile platform which integrated diversified services, shared members and sources, connected O2O business and enriched your mobile life through all in one beanfun! APP

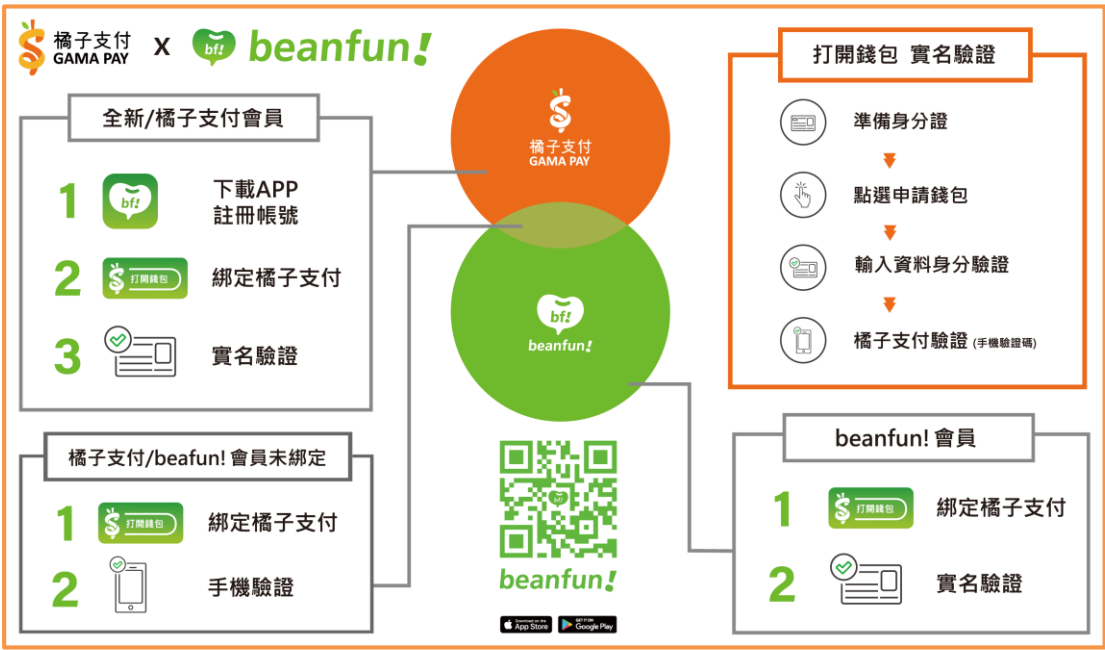
beanfun! APP Functions



beanfun! Marketing Campaigns

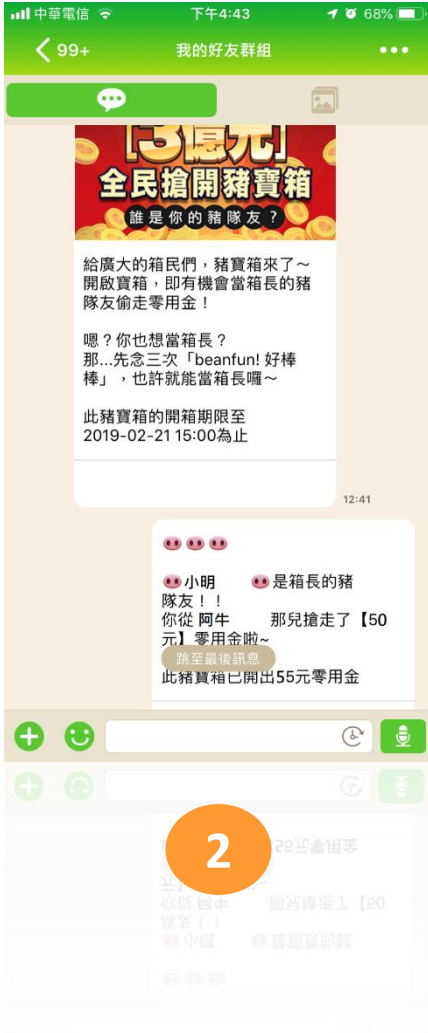
➤ beanfun! started the 1st promotional campaign on 2019/1/25:

Gamania launched the whole new beanfun! services with group resources and focused on beanfun! at 2019 TGS to accelerate beanfun! user bases acquisition, attract potential users through various events and channels, and gain the market share of mobile life platform.



beanfun! Marketing Campaigns

beanfun! bonus points campaign: Piggy treasure boxes



beanfun! Marketing Campaigns

beanfun! bonus points campaign: Mazu Patrol and Pilgrimage

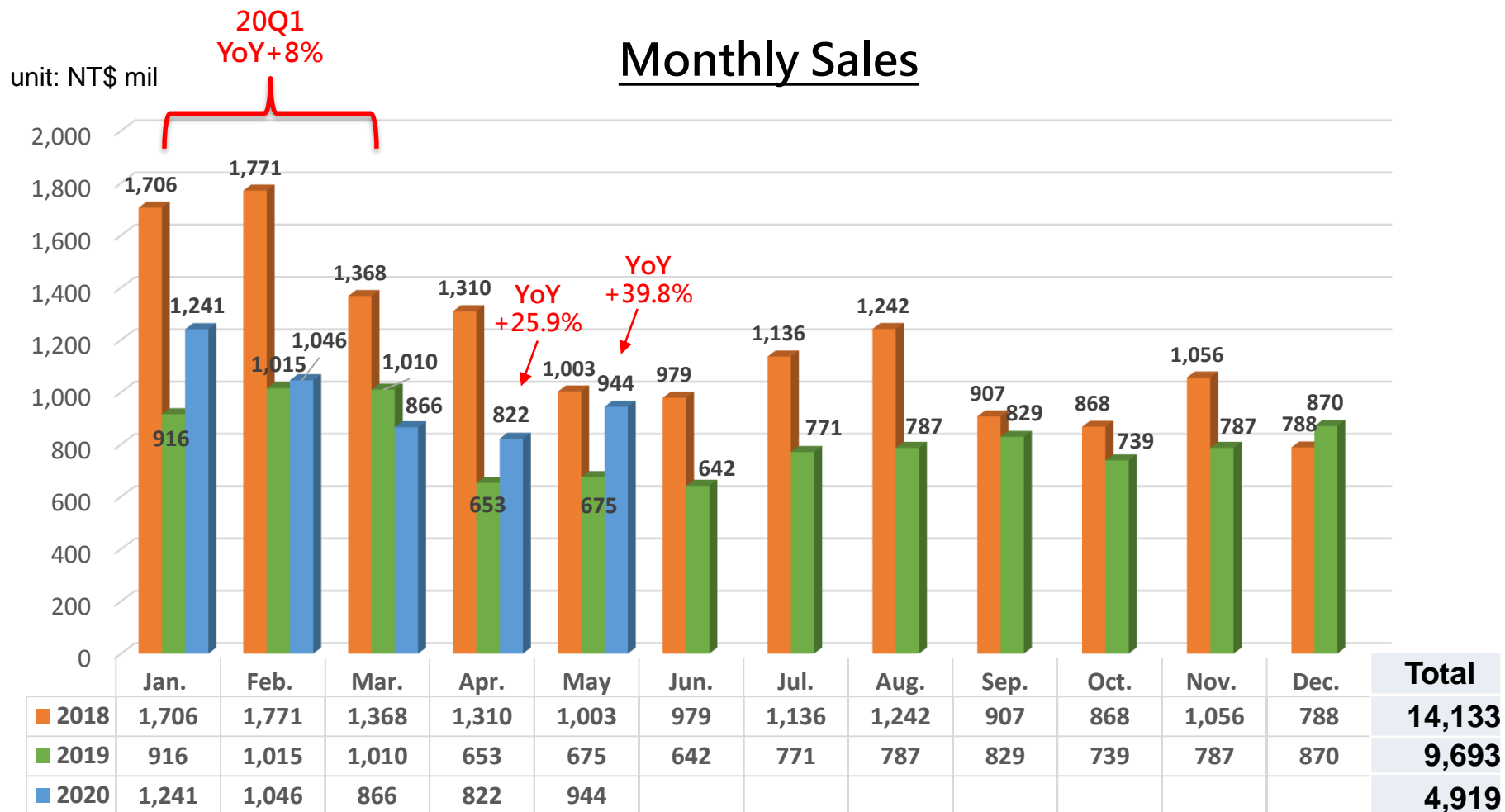


Financial Highlights



Consolidated Monthly Sales

➤ As of 2020/05, total unaudited monthly sales is NT\$ 4.9 billion, YoY+15.2%

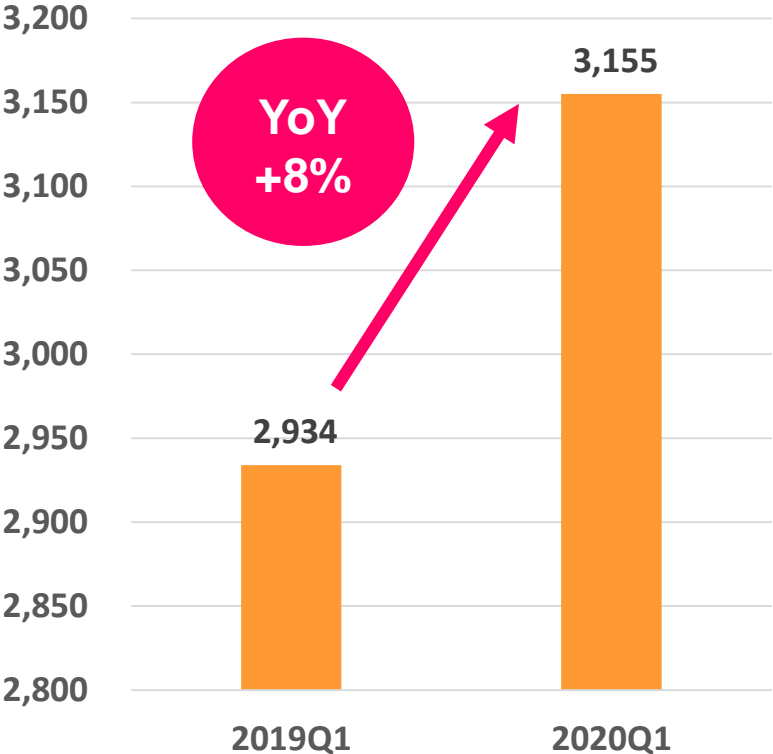


Note: Unaudited monthly sales; In compliance with IFRS No. 15, GASH revenue is on net basis since 2018

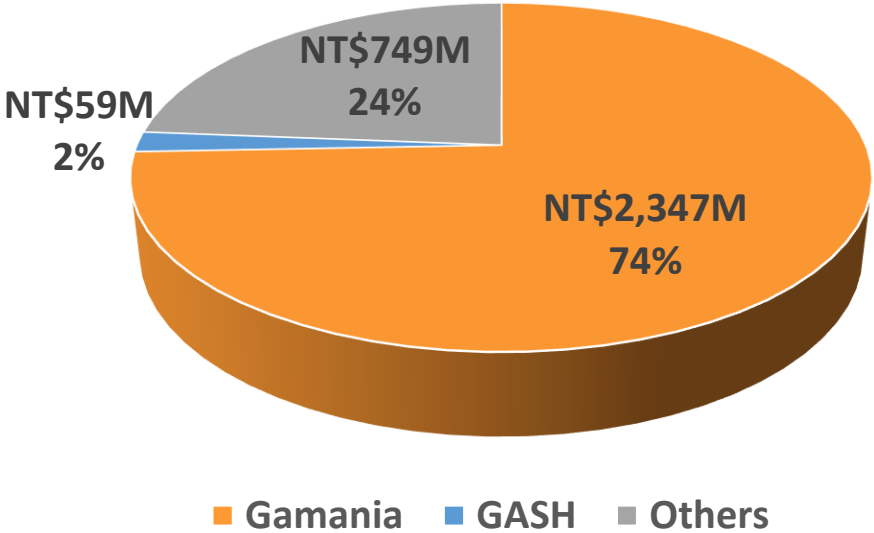
2020Q1 Consolidated Revenue

➤ 2020Q1 Consolidated Revenue was NT\$3.2bn, YoY+8%, reaching a record high in the last 6 quarters.

unit: NT\$ mil



2020Q1 Consolidated Revenue Breakdown

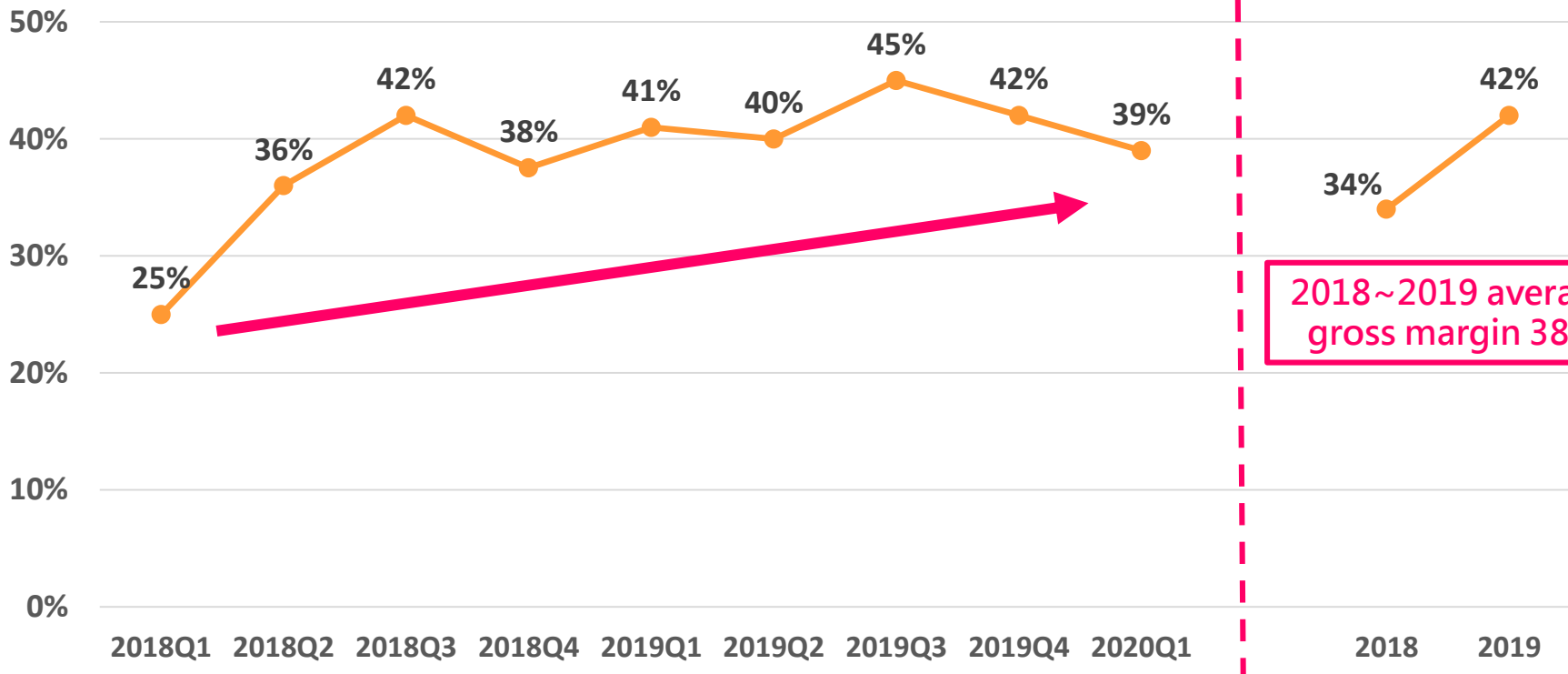


Profitability

Gross Margin %

Quarterly

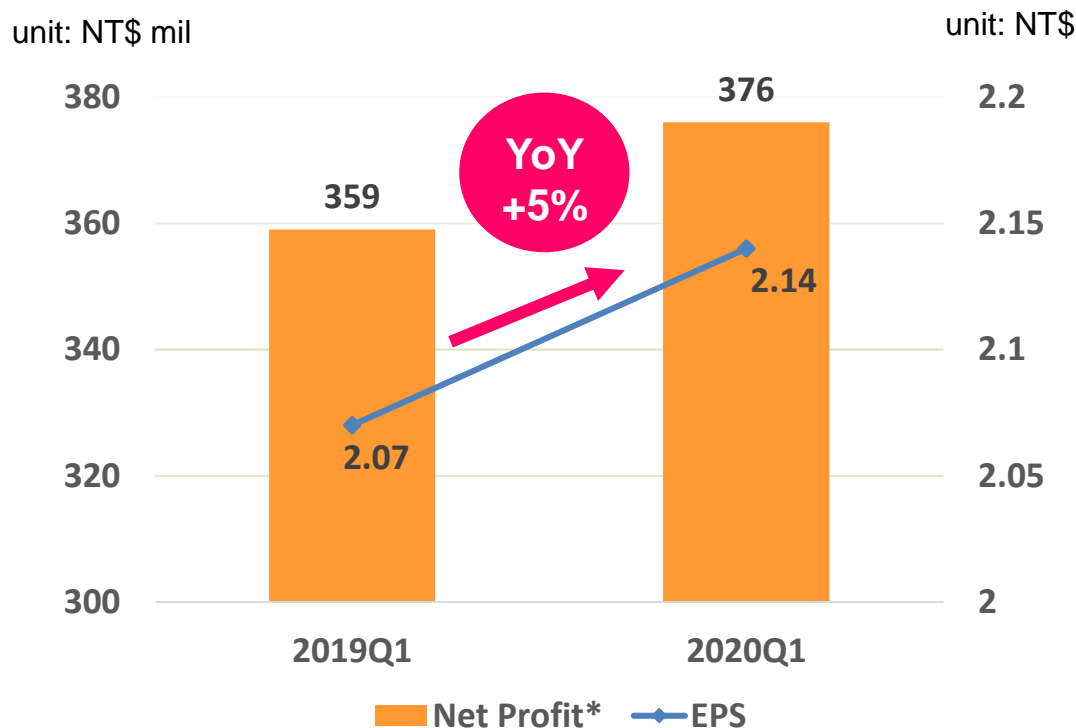
Yearly



Profitability

Net Profits vs. EPS

- The 20Q1 net income to owners of the parents was NT\$376 million, YoY+5%, due to revenue growth and marketing expense Y/Y decreased. EPS was 2.14.
- In 1Q20, the gross profit, operating income, net income and EPS all reached a record high in the last 6 quarters.



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

Corporate Outlook



Eco-Internet Enterprise



beanfun! APP



IIO

(Initial Item Offering)

Thank You

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