

## Presentation to Institutional Investors

on

Gamania Digital Entertainment Co., Ltd.

Group CFO Office

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Summary

## **Global Online Game Market**



Source: PwC, MIC, 2006/6

## **Asia-Pacific Online Game Market**



Source: IDC, 2006

## **Online Game Market - Taiwan**

#### **USD Million**



Source: IDC Greater China Online Gaming 2006-2010 Forecast and Analysis, May 2006

## **Online Game Market - Japan**

#### JPY Million (1 JPY= 0.00853 USD)

#### CAGR of 2004~2010 is 21.327%



Source: Fuji Chimera Research Institute, Inc. MIC, 2006/6

## **Online Game Market - Korea**

CAGR of 2004~2008 is 25.972% (1 Kwon = 0.0011 USD) 3,000 45% 41.20% 40% 2,500 35% 2,000 30% 25.99% 25% **Market Size** 1,500 **1.00%** 20% Growth Rate 16.99% 15% 1,000 10% 500 5% 0 0% 2004 2005 2006 2007 2008

Source: 2006 Korean White Paper of Games

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## **Online Game Market - China**

**USD Million** 

CAGR of 2006~2010 is 35.5%



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## **Corporation Brief**

CEO	Albert Liu
Incorporation	June 1995
Affiliate	China, Hong Kong, Japan, Korea
IPO	May 2002
Price	52W High: NT\$39.5, 52W Low: NT\$14.3
Employee	800+ Worldwide (600+ in Taiwan)
Data Center	Game Server: 1,600 Router: Cisco 12,000x2, 6,500x7
Bandwidth	6Gb (3.2Gb in Taiwan, ranked top 10)
Licenses	ISP (Taiwan), ICP (China)

## **Major Investments**

	Location	Main Operating Activities	Percentage
GKR	Korea	Online Game Service	100%
GJP	Japan	Online Game Service	100%
GHK	Hong Kong	Online Game Service	93%
GBJ	China	Online Game Service & Research and Development	93%
ТІС	Taiwan	Online Game Service	69%
PLAYCOO	Taiwan	Online Game R&D	30%
ALIBANGBANG	Taiwan	Online Game R&D	97%

## Gamania's Business Model



## **Online Game Titles**

#### MMOG

Lineage (NCSoft) 2000

Laghaim (Nako) 2002

Great Merchant (Joyon) 2003

N-age (Cedar)2003

Seal (Grigon) 2004

Mabinogi (Nexon) 2005

Maple Story (Nexon) 2005

#### Casual

2D Monopoly (Gamania) 2006

Grand Chase (KOG) 2006

Crazy Arcade BnB (Nexon) 2006

Gate of D&T (Moliyo ) 2007

Dancing (9you ) 2007

Kart Rider (Nexon) 2007

CoCoCan (Gamania) 2003

Heat Project (Doobic) 2004

O2Jam (O2 Media) 2004

Panya (NTREEV) 2005

Getamped (CyberStep ) 2005



## **Online Game Operating Data**

Title	Peak Concurrent Users 2007/2 (Unit:1,000)
Lineage	187
Maple Story	92
Kart Rider	60
Others	about 100
Total	about 439

# **New Games Pipeline**

		1Q07'	2Q07'	3Q07'	4Q07'
	Bright Shadow		тw	JP	
Self- Developed {	SianMoDao			тw	CN
	Stars				тw
	Art of War		KR	CN	JP
	Kart Rider	TW, HK			
	Dancing	тw			
	RO2			TW, HK	



Туре	MMORPG
Style	Fantasy
Special Features	The pioneer of MMORPG in Taiwan market
Target Player	Male aged from 16~25





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# **Maple Story**

	Туре	MMORPG/Casual	
	Style	Cute	
	Special Features	<ol> <li>Features fairy tales and adventure on fun &amp; interesting maps</li> <li>Players are able to change beautiful clothes and gorgeous accessories</li> </ol>	
	Target Player	Students aged 15 and under	
//	Maple Story domin market segment of and under!		

## **Kart Rider**

Туре	Casual
Style	Cute / Racing
Special Features	Features fascinating items, and players could be interfered with item attack.
Target Player	General Public

During the Chinese New Year vacation, the daily unique login users reached 500,000, which exceeds the peak record of Maple Story.



# **Bright Shadow**

Туре	MMORPG
Style	Cute
Special Features	<ol> <li>World's Famous Ghosts &amp; Monsters</li> <li>Spirit Collection</li> </ol>
Target Player	High school, Female

During summer vacation in 2006, Bright Shadow was the most highly anticipated game for 6 weeks in a row on "gamer.com", the number one game portal in Taiwan.





Туре	MMORPG
Style	Fantasy / Cute
Special Features	<ol> <li>Features 3D, more elaborate expression, items, costumes, and scenes</li> <li>Items will be upgraded while accumulating experiences</li> </ol>
Target Player	Cute style fans
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# Sian Mo Dao

Туре	MMORPG
Style	<b>Oriental Fantasy / Martial Art</b>
Special Features	With a special emphasis on good and evil
Target Player	Martial Art fans, Male aged from 15~25

"SianMoDao" received a remarkable number of inquiries from the visitors at the Tokyo Game Show in 2006, suggesting the possibility of future interest in licensing our game!



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## **Consolidated Operating Result**

Unit: NT\$1,000 Sales Gross Profit Operating Income Net Income



## **Consolidated Sales Trend**



## **Sales Mix by Game Title**

Unit: NT\$1,000



## **Major Equity Investment Gain/Loss**

Unit: NT\$1,000



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**Summary** 

## Strengths

- Pioneer in the field of game operation & promotion.
- Popular game titles
- Good relationship with major online game developers, such as NCsoft, Nexon, and Gravity.
- Leading position in the market segment of age 15 and under.

## Weaknesses

- Mediocre performance in China and Korea markets.
- $\succ$  Yet to develop a successful in-house products.

## **Opportunities**

- In-house products have higher versatility and could contribute twice as much as licensed products, in terms of gross margin.
- Animation of Hero 108 is expected to generate synergy.
- Currently with main operations focused on major East Asian countries, Gamania plans to expand its presence in the SE Asia market.
- The usage by the tremendous size of Gash member base.

## Threats

- New successful operating model is easy to duplicate.
- Newcomers may become real competitors if they introduce "killer titles" at the right time.
- Newcomers have mushroomed all over the world, and bid lots of money to get licensed titles regardless of their quality, which in turn, distort the market standard.

## Strategies

### Main Strategy

- Extend to different kinds of entertainment contents so as to build a highly integrated entertainment platform.
- Continue to enrich our product mix by introducing high quality titles.

### Regional Strategy

- Taiwan, Hong Kong and Japan Introduce both new licensed and in-house products
- China and Korea Minimize loss in certain range before introduce new titles.
- Southeast Asia Duplicate the success of our in-house products in forementioned regions.



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