

gamania

Gamania Group

6180-TT

May 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
- **Market Cap:** NT\$11.5 B / US\$385 M (2022/5/4)
- **Headcount:** 963 (as of 2021/3/31)

Business Roadmap: Innovative service launch



Game Development

Publishing
Operation

Customer
Services

Mobile
Payment

Ecommerce

Platform



Game
Points

Cloud Computing
Cyber Security

Integrated
Marketing
Services

Digital
Media



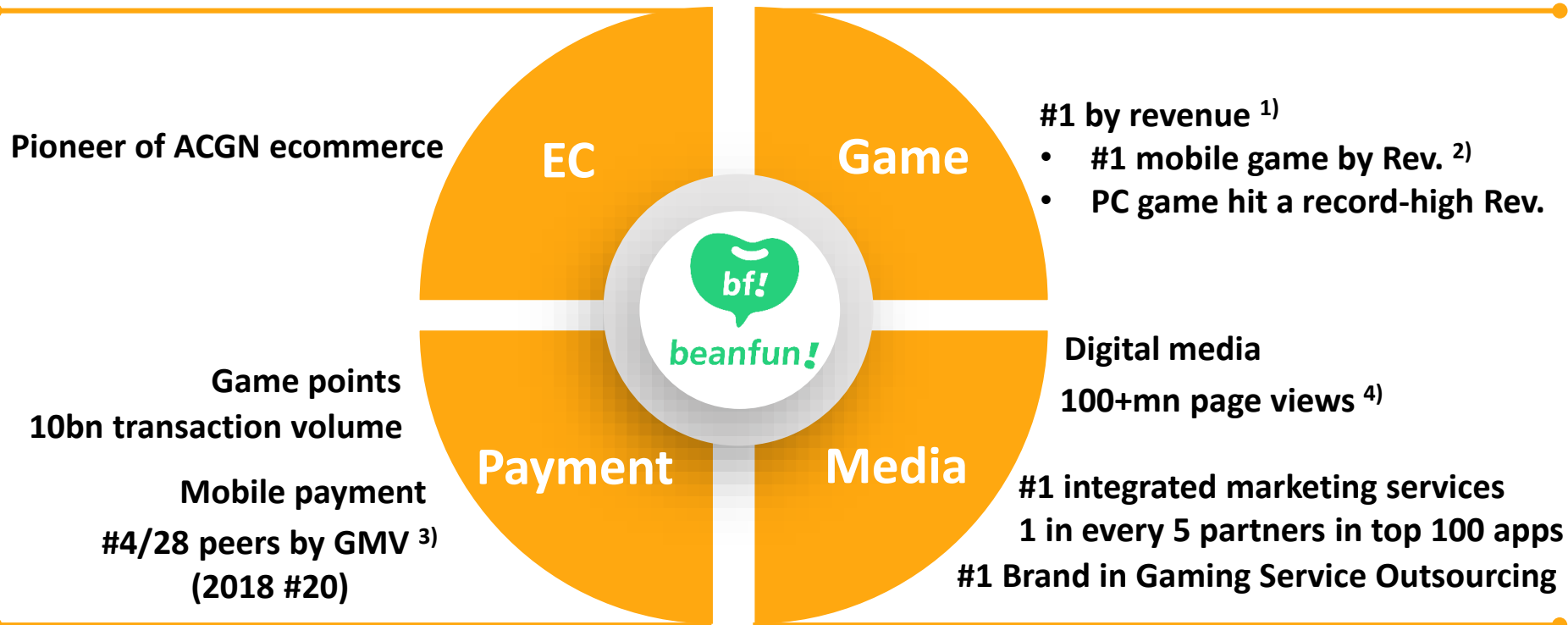
Major Business

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

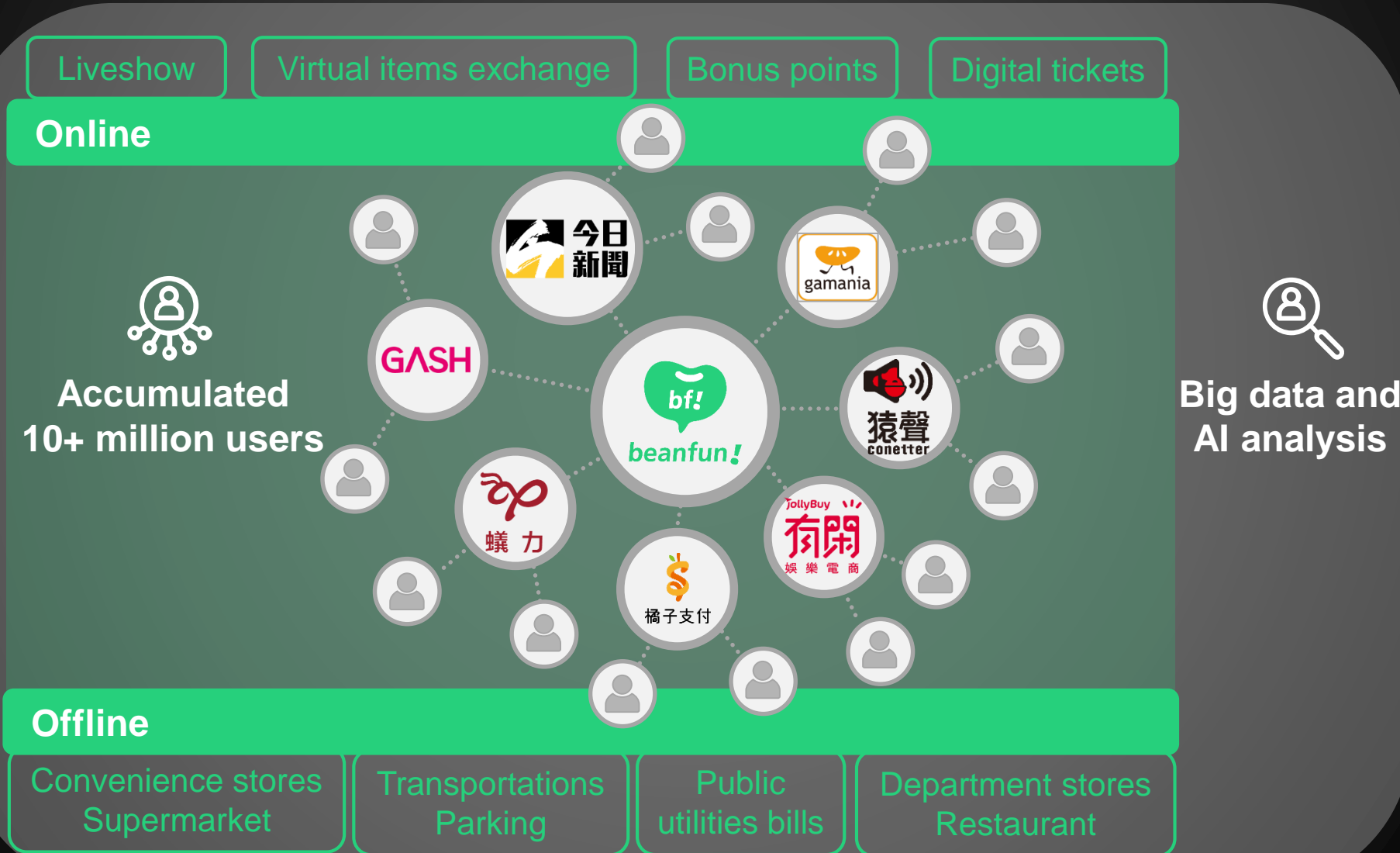
Gamania Ecosystem



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



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

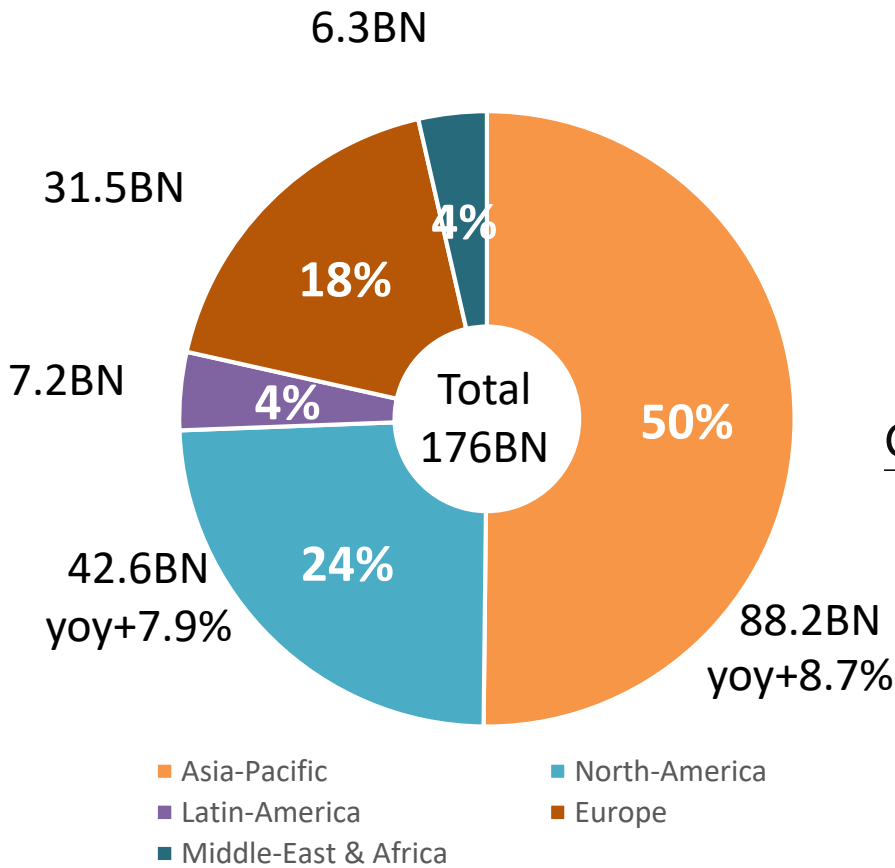
Media



Industry outlook: Global Games Market

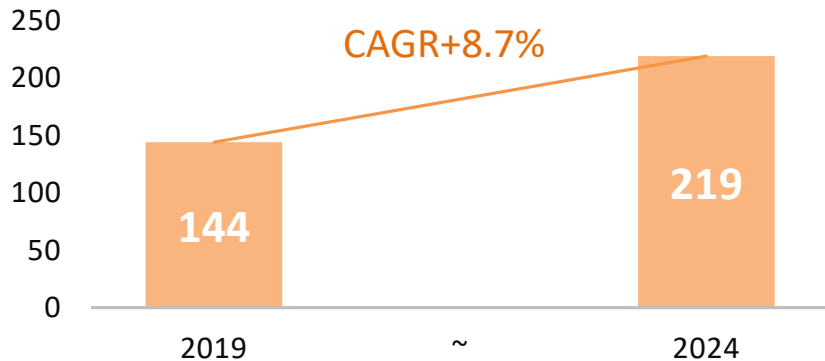
(Unit:USD BN)

Games Market Per Region 2021

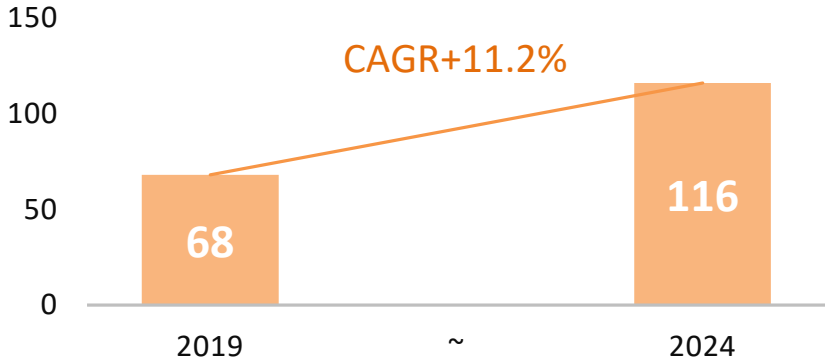


Source: Newzoo 2021

Global Games Market Forecast



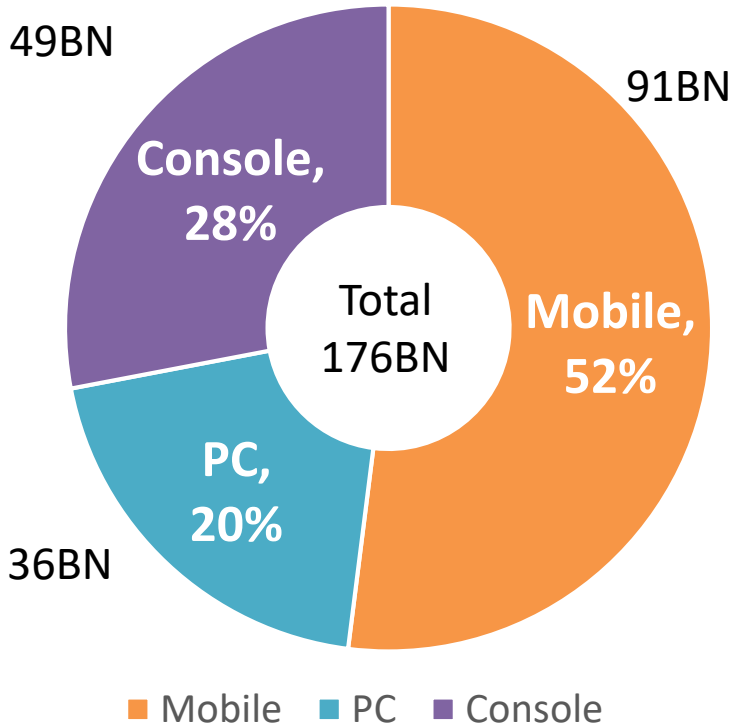
Global Mobile Games Revenue Forecast



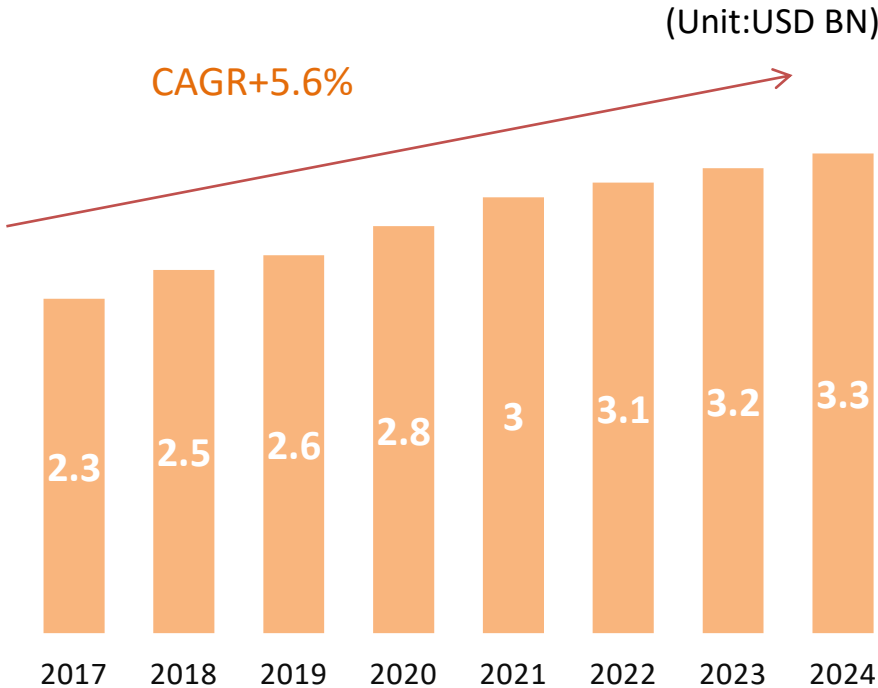
Industry outlook: Global Games Market

(Unit:USD BN)

Global Games Per Platform 2021



Global Games Players Forecast (2017~2024)

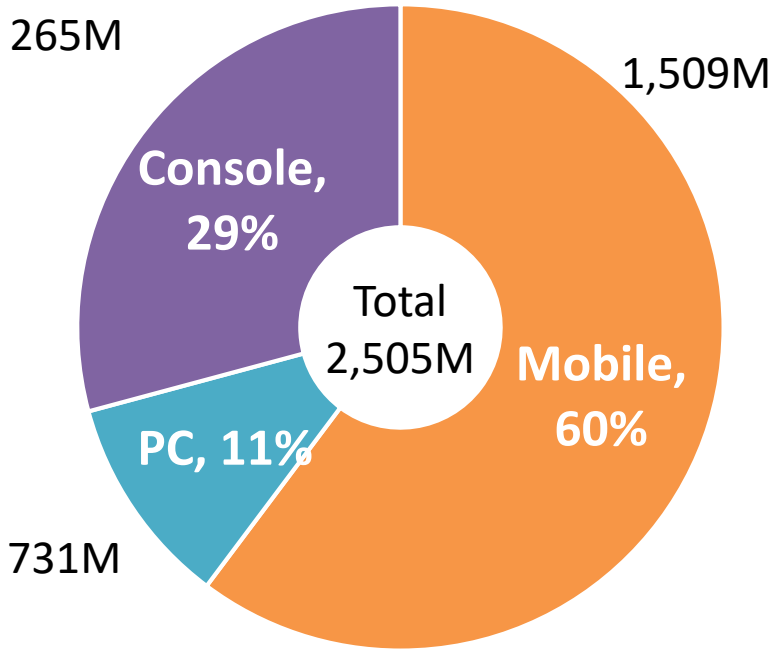


Source: Newzoo 2021

Industry outlook: Taiwan Games Market

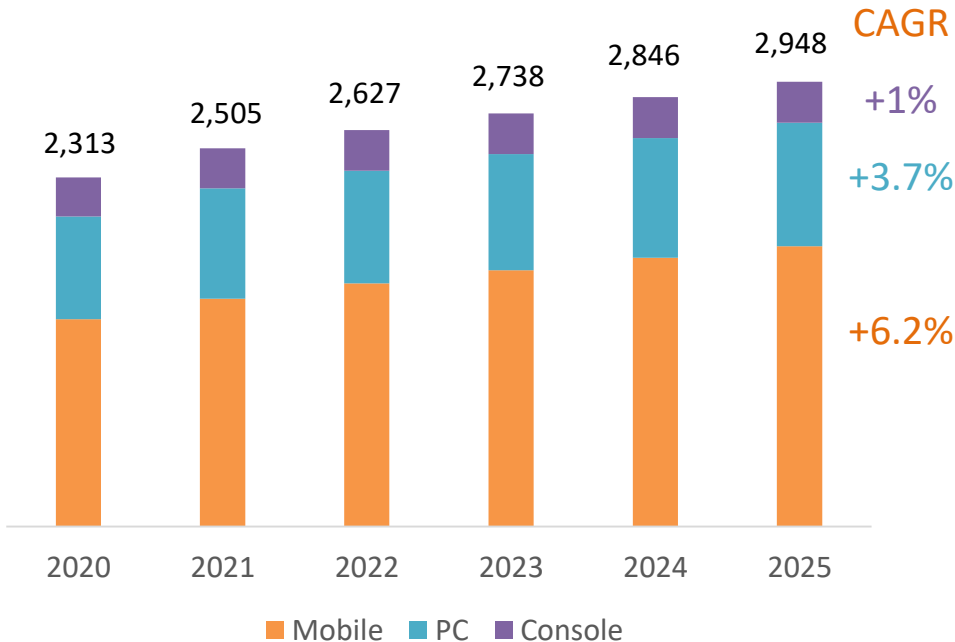
Taiwan Games Per Platform 2021

(Unit:USD M)



Platform Growth 2020-2025

(Unit:USD M)

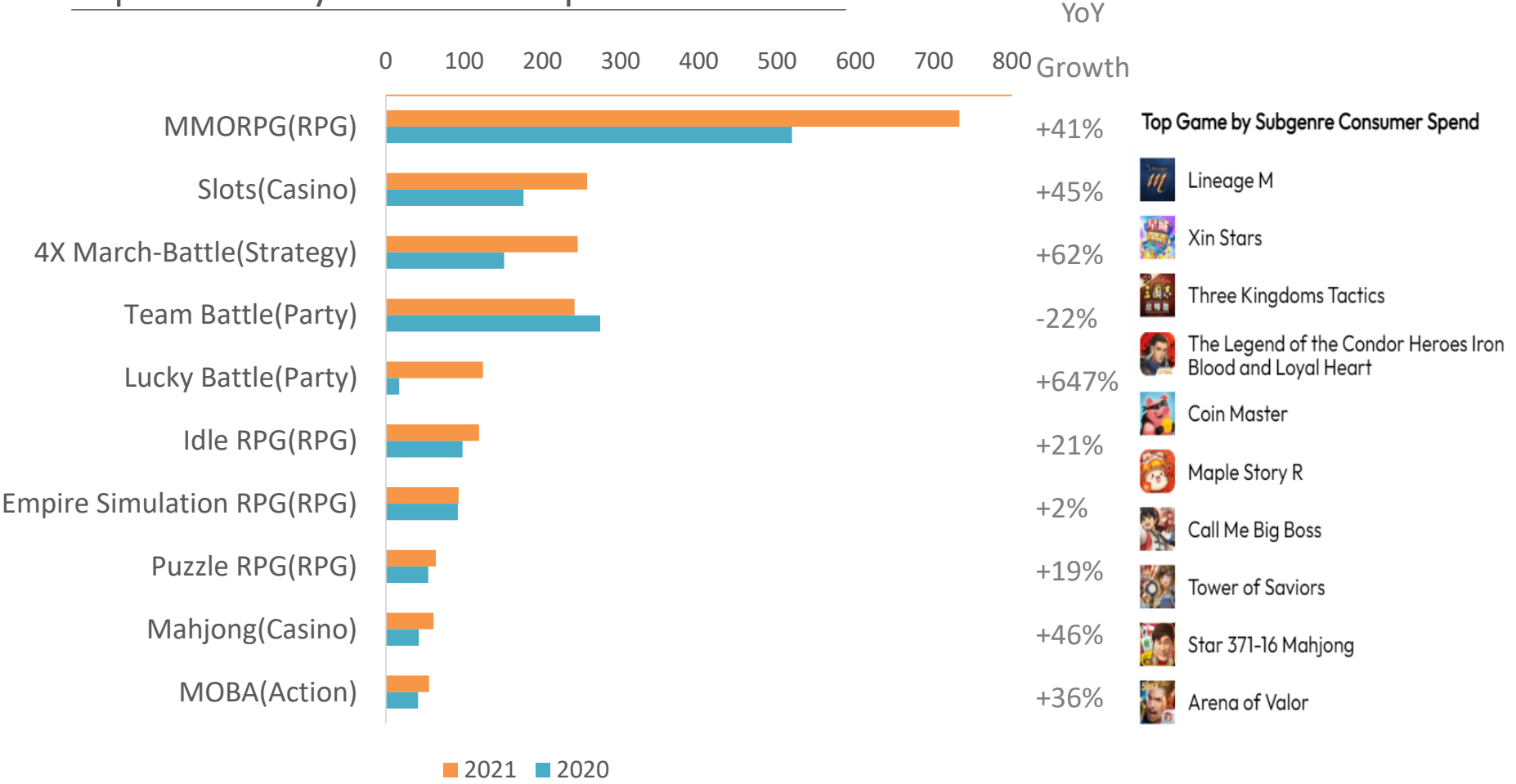


Source: PwC Global Entertainment&Media Outlook 2021~2025











Industry outlook: Taiwan Games Market

(Unit:USD M)

Top Games by Consumer Spend in Taiwan



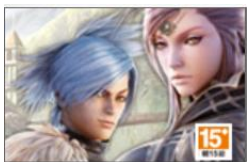
Top Game by Subgenre Consumer Spend

-  Lineage M
-  Xin Stars
-  Three Kingdoms Tactics
-  The Legend of the Condor Heroes Iron Blood and Loyal Heart
-  Coin Master
-  Maple Story R
-  Call Me Big Boss
-  Tower of Saviors
-  Star 371-16 Mahjong
-  Arena of Valor

Source: data.ai

Key Titles

PC Games



Lineage



MapleStory



Lineage Remastered



DragonNest



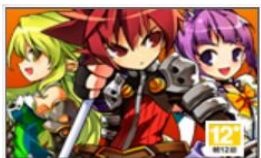
CSO



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

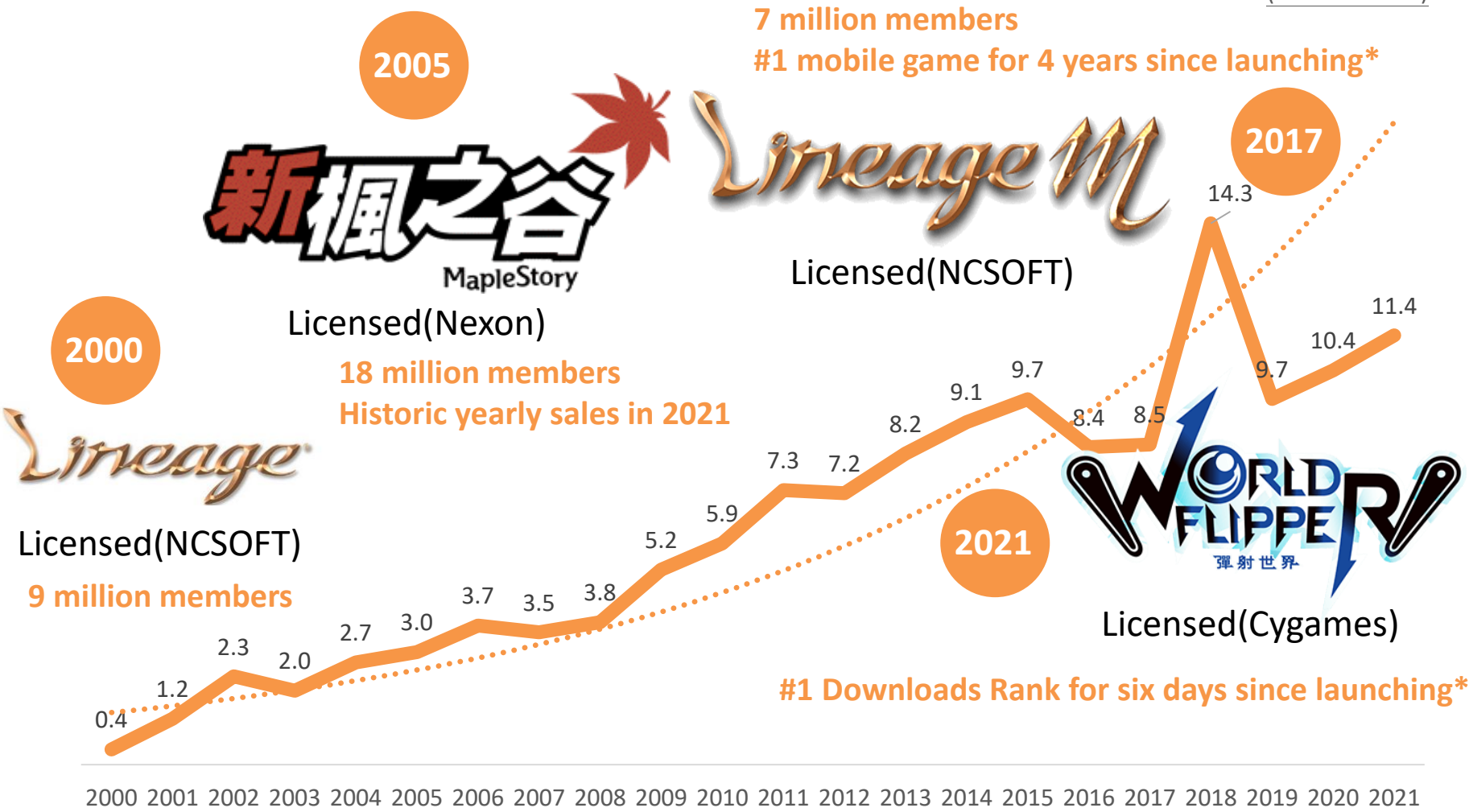


World of Dragon Nest

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.

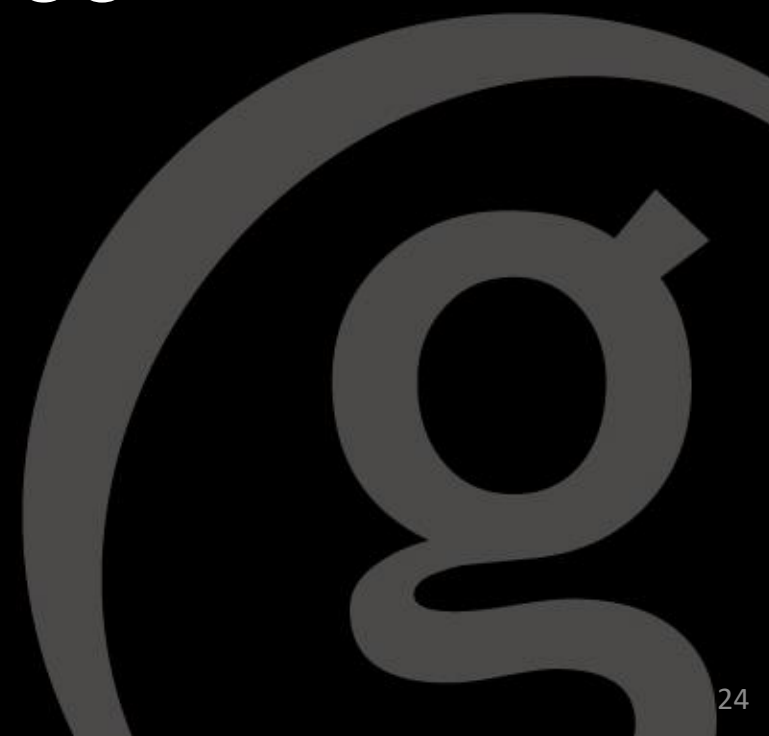
Partnered with Taiwan well-known IP

- 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

Toys & Figures GMV YoY+59%	Digital Tickets GMV YoY+35%	Game Related GMV YoY+23%
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Huge User Base

GMV from beanfun!
YoY+105%



beanfun! mobile platform

Average buyers from beanfun!
YoY+105%

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

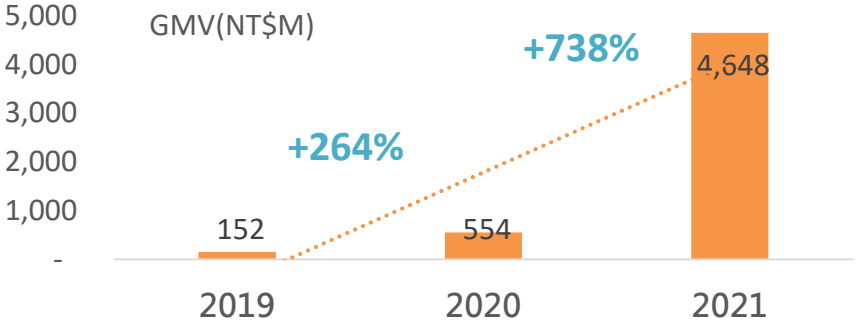
Integrated
Marketing

Data
Application

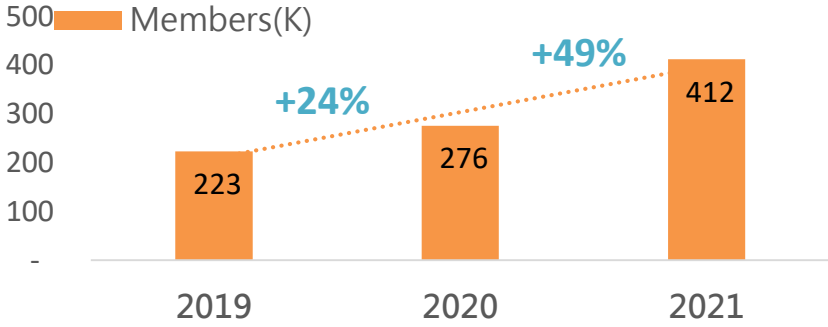
Bonus Point

GAMA PAY Performance

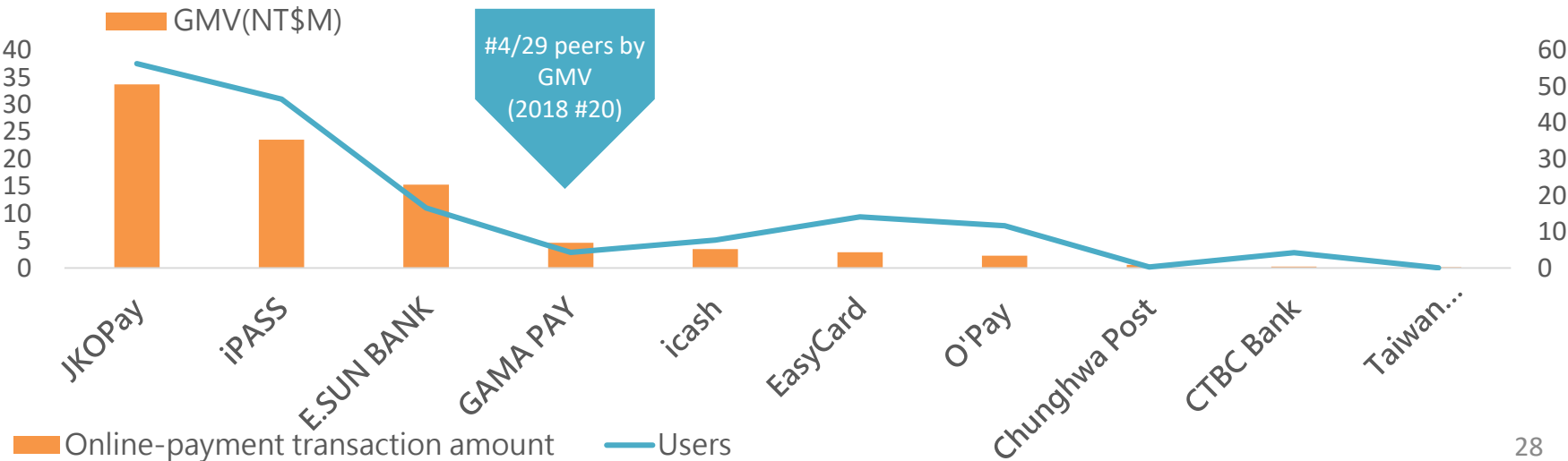
GAMAPAY GMV Growth



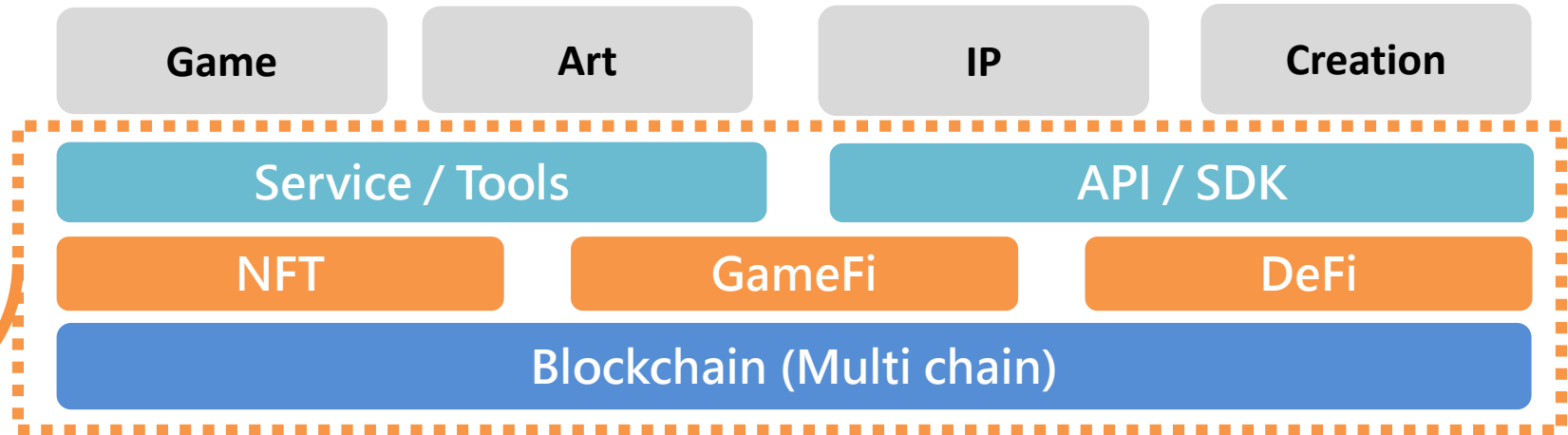
GAMAPAY Members Growth



2021 Electronic Payment Rankings in Taiwan



New Business: Blockchain as a service



Begin with NFTs: make it 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

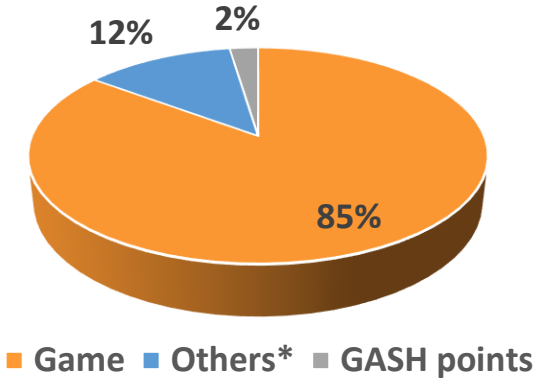
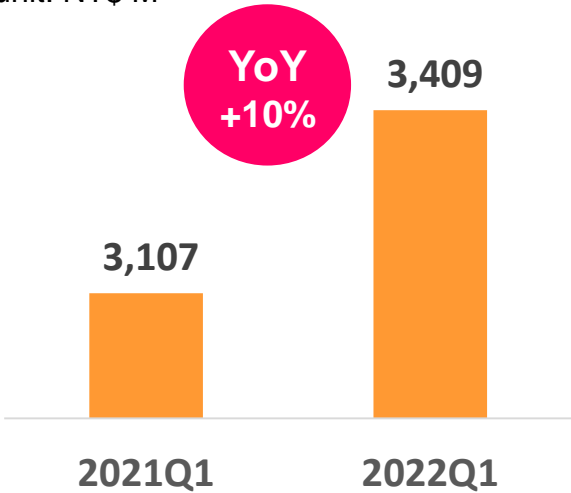


Financial Analysis: 2021 Revenue and Net Profit

The 1Q22 consolidated revenue was NT\$3.4 billion, YoY+10%, primarily driven by robust growth of MapleStory, which hit record-high sales again in 1Q22. Gross profit was NT\$1.6 billion, YoY+30%. As the product mix shifted toward the ones with higher gross-margin and the better expense ratio, operating income surged to NT\$ 786 million, YoY+83%, both gross profit and operating income reached an all-time high for a single quarter. The net income to owners of the parents also reached a record high of NT\$521 million in the same period, YoY+69% , and EPS was 2.97.

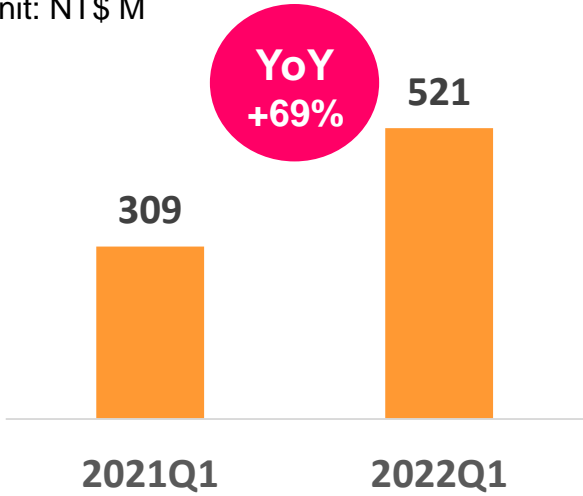
Consolidated Revenue

unit: NT\$ M



Net Profit

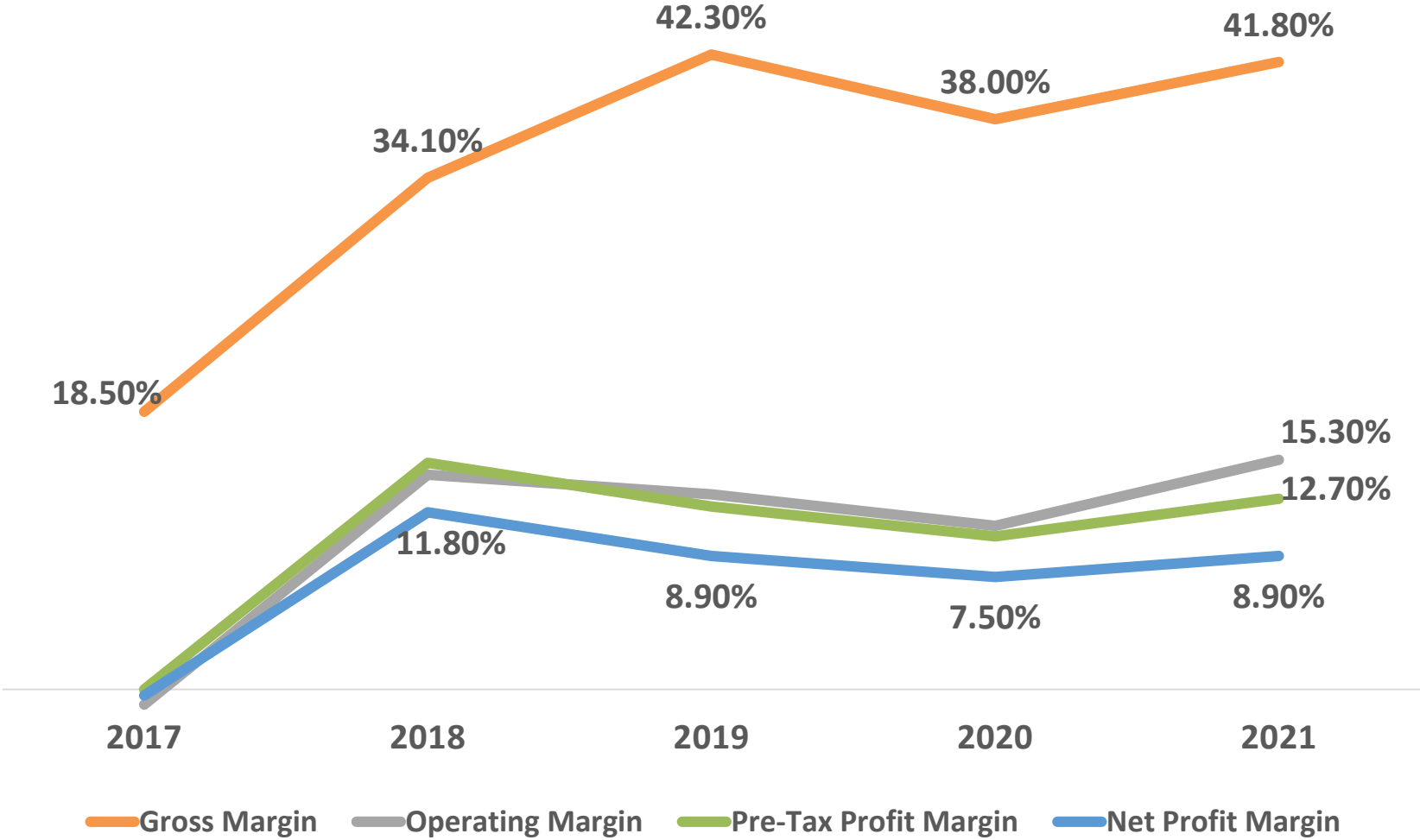
unit: NT\$ M



*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



2022Q1 Consolidated Income Statement

Unit: NT\$ million	Q122	Q121	YoY%
Consolidated revenue	3,409	3,107	10%
Operating costs	1,815	1,885	-4%
Gross profit	1,593	1,222	30%
Selling expenses	303	386	-21%
General and administrative expenses	419	312	35%
R&D expenses	84	90	-6%
Expected credit impairment loss (gain)	0	5	-96%
Total operating expenses	807	792	2%
Operating income	786	430	83%
Total non-operating income and expenses			
Profit before income tax	-75	-4	1630%
Income tax expense	711	426	67%
Profit for the period	186	133	40%
Profit (loss) attributable to owners of the parent	526	293	79%
Profit (loss) attributable to non-controlling interest	521	309	69%
Basic EPS	4	-16	-126%
Diluted EPS	2.97	1.76	

2022Q1 Consolidated Balance Sheet

Unit: NT\$ million	2022.3.31	2021.3.31
Current assets	6,390	5,422
Cash and cash equivalents	4,333	2,666
Accounts receivable	877	1,303
Other receivables	350	532
Prepayments	339	527
Other current assets	250	212
Non-current assets	3,941	4,731
Financial assets at fair value through other comprehensive income-non-current	170	189
Investment accounted for under equity method	139	191
PP&E	2,811	2,842
Intangible assets	543	1,238
Total assets	10,331	10,153
Current liabilities	3,789	4,161
Short-term borrowings	152	299
Accounts payable	608	604
Other payables	2,193	2,401
Non-current liabilities	166	171
Long-term borrowings	-	40
Total liabilities	3,955	4,332
Equity attributable to owners of parent	5,928	5,292
Share capital	1,755	1,755
Non-controlling interest	448	529
Total Equity	6,376	5,821
BPS	33.8	30.2

Q&A

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Thank You

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