

gamania

Gamania (6180 TT)

Investor Presentation

Oct 2023



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HIGHLIGHTS OF GAMANIA

- **Taiwan shines as a top global gaming market, offering tremendous potential.**
 - 2022 Mobile Game Platform Revenue Rank 5th
 - 2022 Mobile Game ARPU Rank 2nd
- **We are Taiwan's largest gaming company, ensuring a strong financial position for reinvestment in high-quality IPs Development.**
 - In 2022, we have generated a revenue of NT\$ 11.4 billion coupled with a 26.5% ROE.
 - We have developed and operated a total of 35+ games across both mobile and PC platforms, specializing in high ARPU MMORPG games.
 - Well-known games include Lineage, MapleStory, Mabinogi, Counter Strike Online, ELSWORD, etc.
- **Our 2024 game lineup strategy will ignite significant growth, yielding substantial returns for shareholders.**
 - 4 compelling new games will be launched, starting from 23Q4.
 - MapleStory will undergo substantial update of its 6th role update.
 - These endeavors are projected to catalyze significant growth within the gaming sector.

GAMANIA IN SUMMARY

Founded in
1995

28 years
Since founding



US\$ 361mn
Market value
(2023/10/27)

16.3%
Revenue CAGR
(2000~2022)



7,110
Monthly ARPU (1H23) (NT\$)
(Top 3 Games)

66%/10%/5%/19%
2Q23 Revenue Breakdown
(Games/Commerce/Payment/Others)

50%/50%
2Q23 Gaming Revenue Breakdown (PC/Mobile)



NT\$ 28.3bn
MapleStory Life to date revenue
(1H23)



20~45 years old
Players' Age

5+ Hours Per Day
Average Time Spent (PC)



“Lineage M” achieved record high life to date revenue in Taiwan mobile game history

1,050
Number of Employee (1Q23)

164
Number of R&D (1Q23)

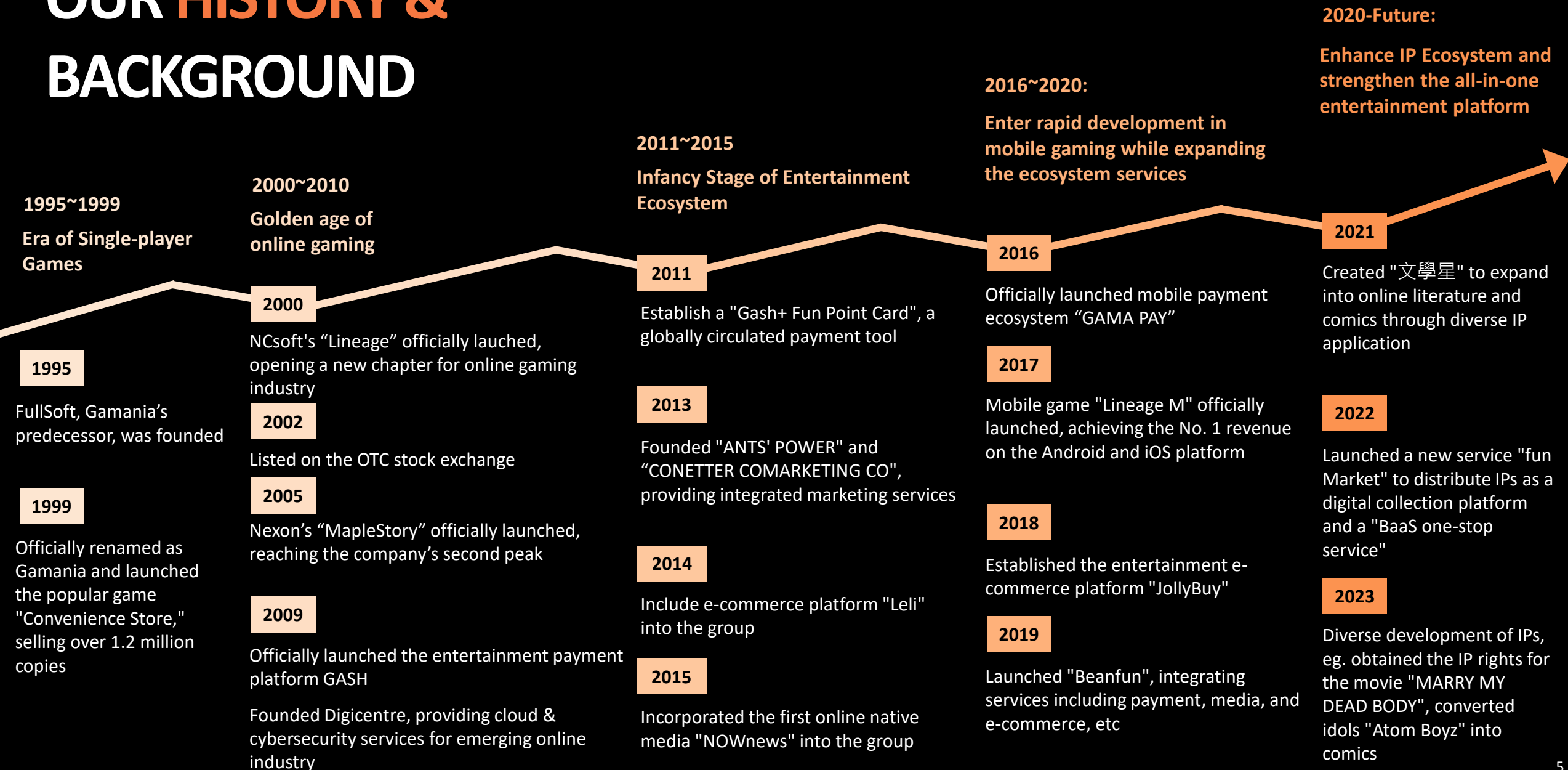
13 Million
Gamers (Dec, 2022)

20.7%
Number of Gamers Growth (2022)

Lineage M ranked as
No. 1 game app in Taiwan from
2017~2021

11 years
Average Product Life

OUR HISTORY & BACKGROUND



OUR GAAS BUSINESS MODEL

We manage the entire game value chain

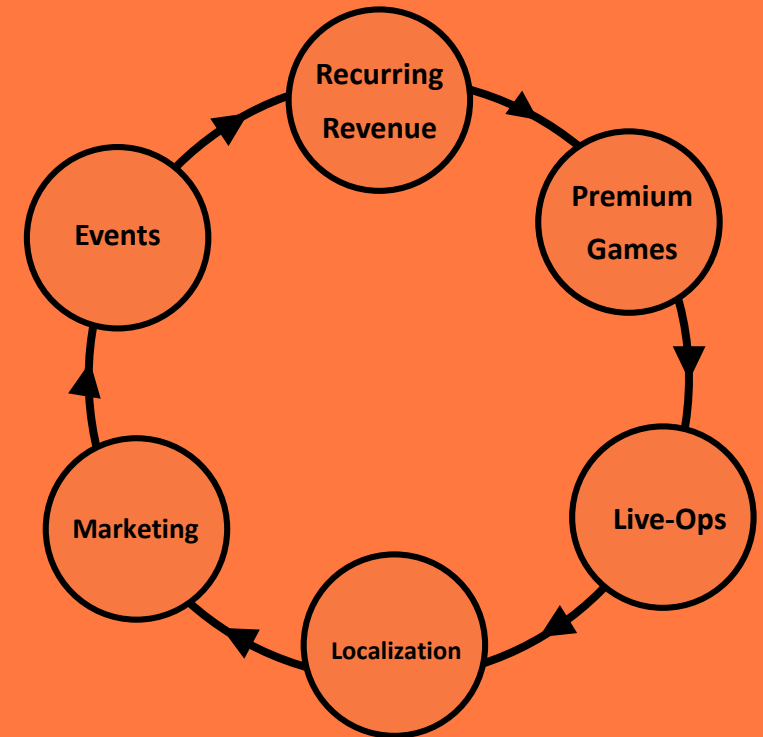


Revenue streams

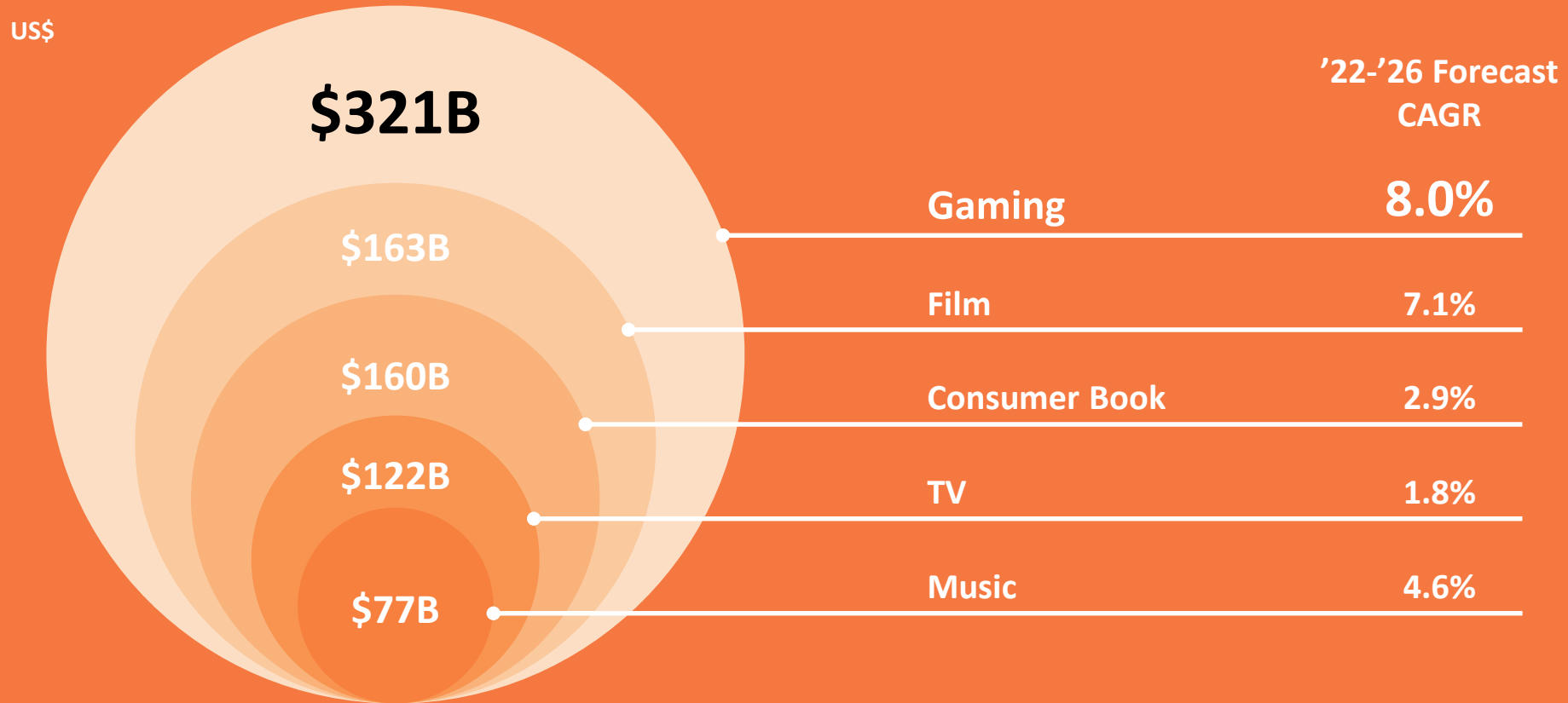


Games as a Service

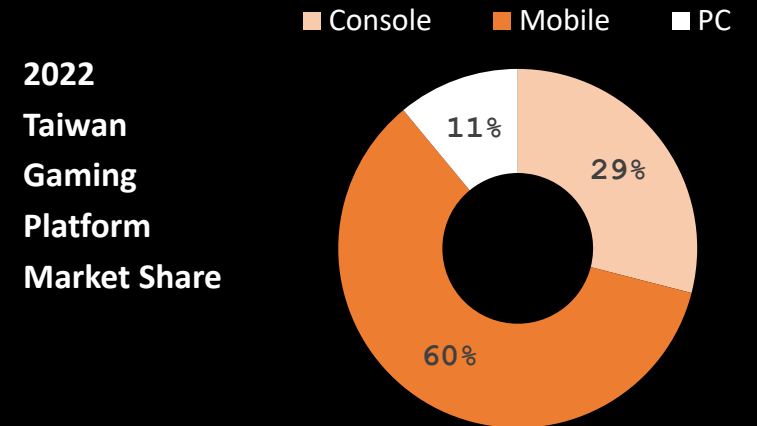
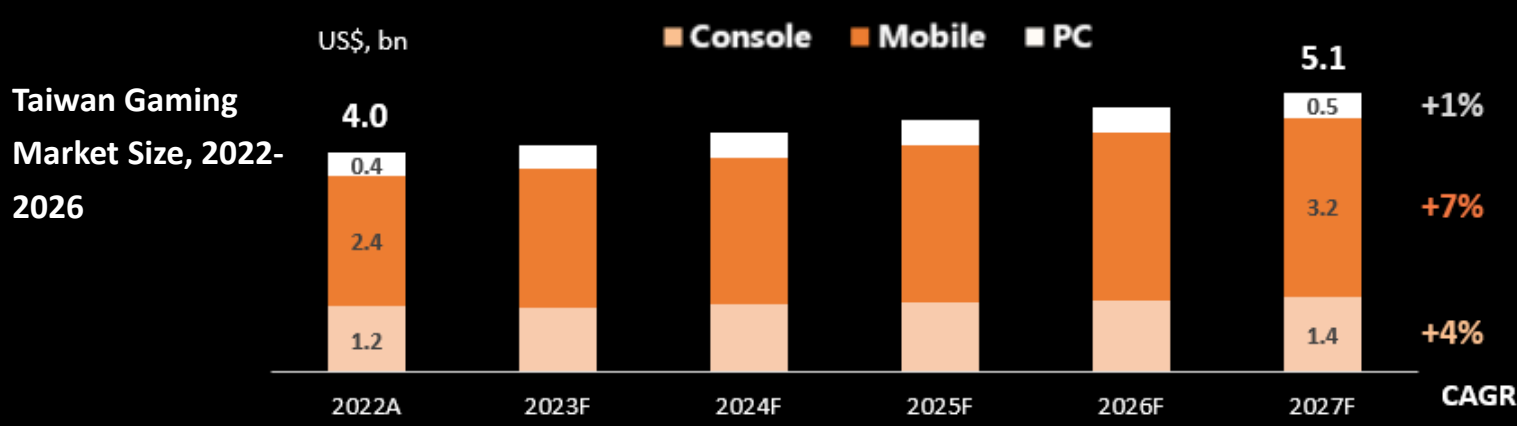
Increase of recurring revenue



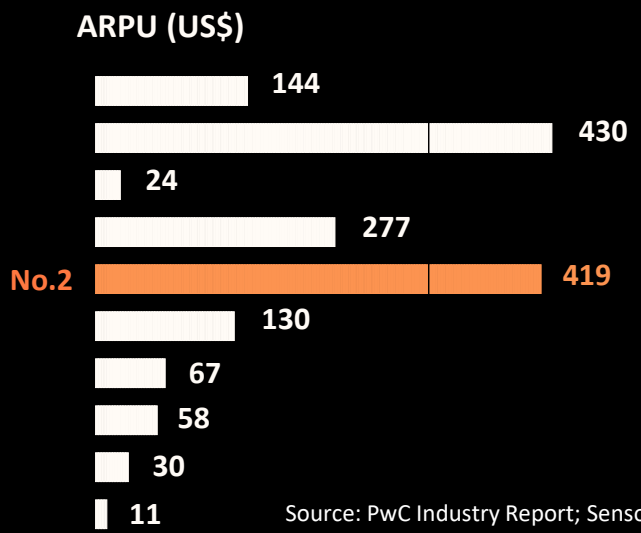
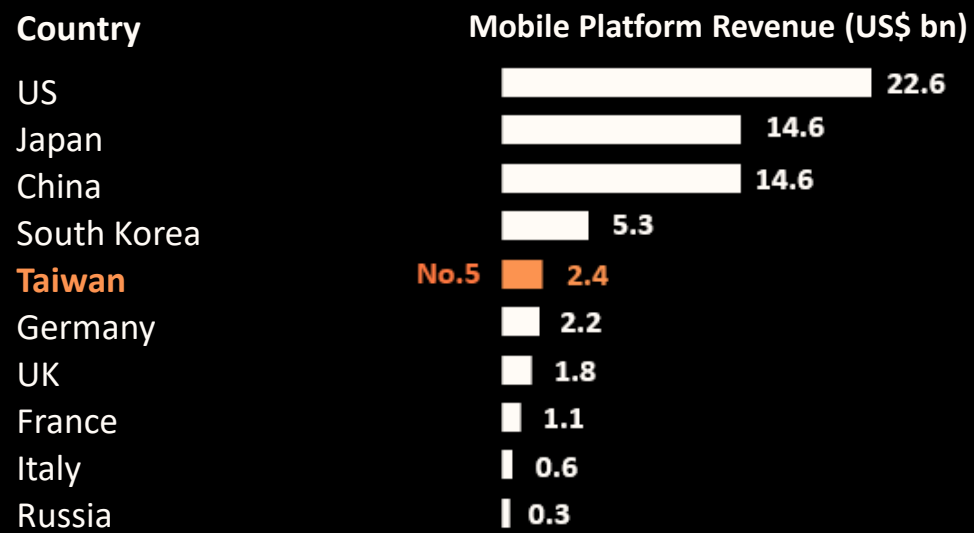
GAMES ARE THE LARGEST AND FASTEST GROWING AMONG ALL ENTERTAINMENTS



TAIWAN RANKS AMONG TOP MARKETS IN GAMING SECTOR



2022 Global Mobile Platform Revenue, Country Comparison



Source: PwC Industry Report; SensorTower; Statista

GREAT GENRE WITH STICKY CUSTOMER BASE AND HIGH ARPU



Casual
US\$6.20bn



Simulation
US\$9.87bn



Strategy
US\$15.68bn



Action
US\$20.71bn



RPG
US\$74.83bn

* The number represents the projected total revenue in Asia of each gaming sector in 2023

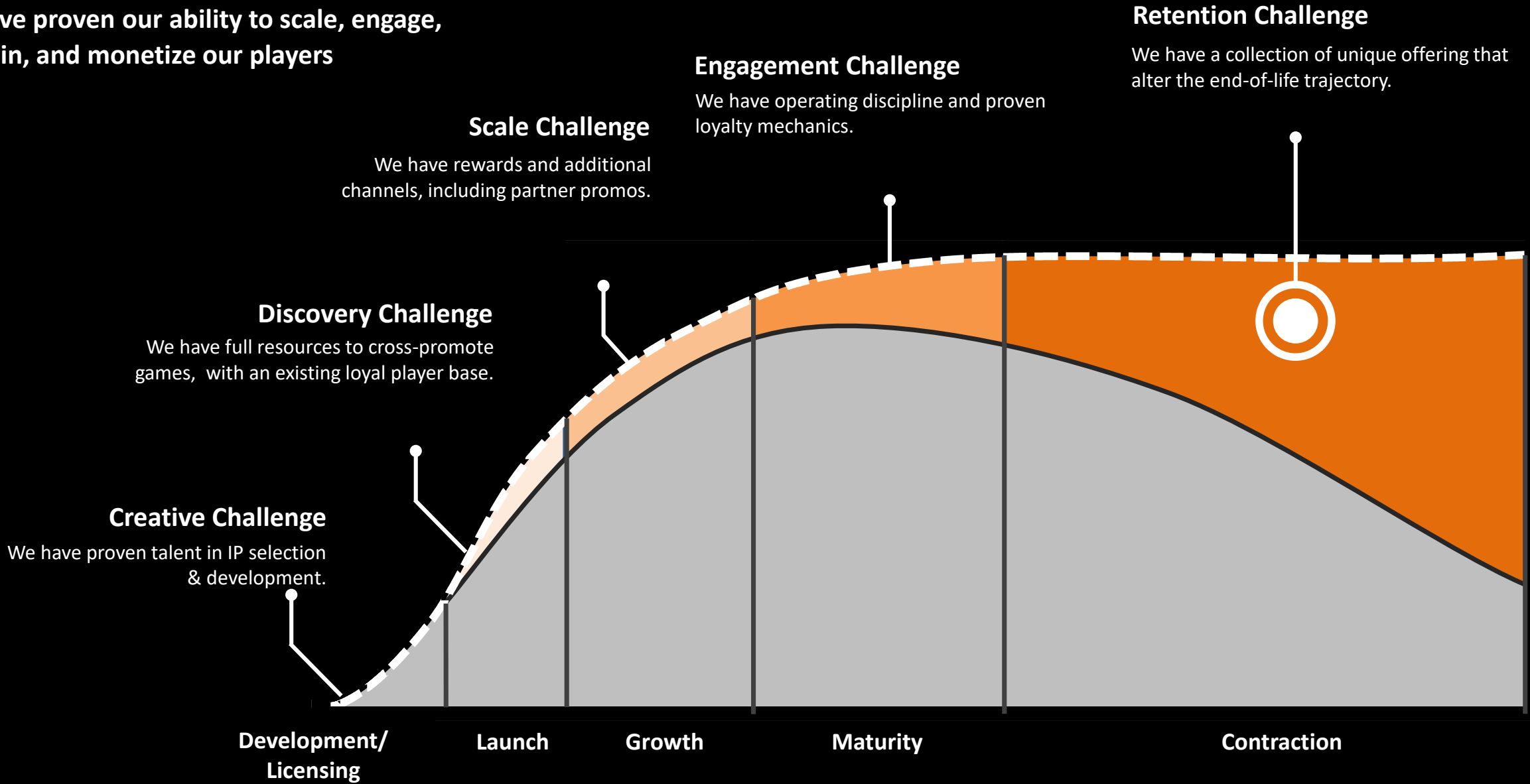
Source: Statista

FLYWHEEL EFFECT OF OUR FRANCHISE GROWTH

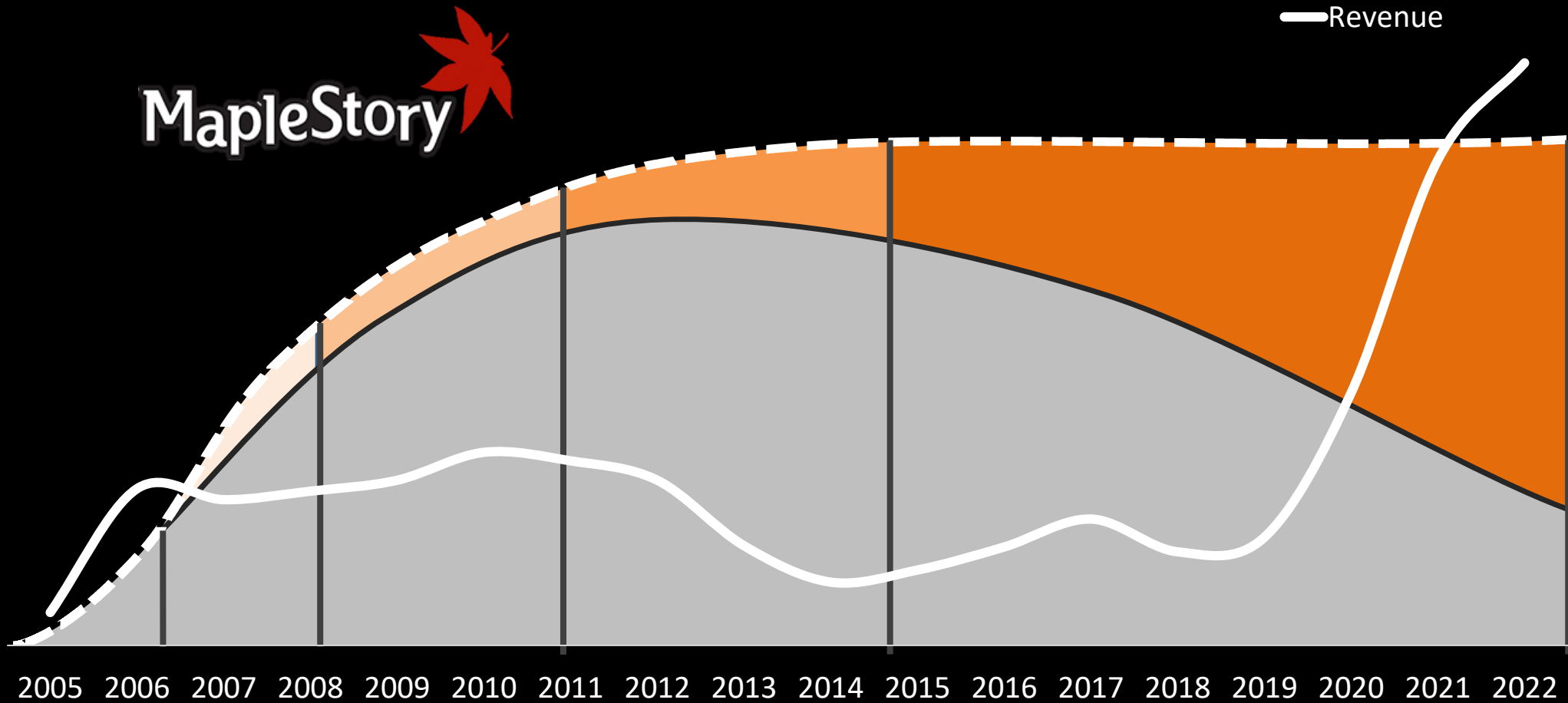


A PROVEN MODEL

We've proven our ability to scale, engage, retain, and monetize our players



AS WE REVIVED THE GROWTH OF AN 17 YEARS OLD GAME



MapleStory



MAPLE STORY (by Nexon)

An easy-to-learn, hard-to-master MMORPG with cross-cultural appeal that has been growing players and revenue over 18 years.

The **FIRST** wave of
Free-to-play game in Taiwan

Life to date revenue (to 1H23)

NT\$28.3bn

Launched in

2005 (18 years)

Registered gamers worldwide

Over **18 million**

2023 Taipei Game Show

PC Game Award





LINEAGE M (by NCsoft)

Launched in **2017**

Over **7 million** registered gamers

Once achieved **1.11 million** DAU,
generated **NT\$100 million**
for a single day

A **HARDCORE** MMORPG game

WITH OUR LOCAL KNOW-HOW

Operation and Marketing (Strategic Partnership, Updates, Events)

MapleStory
x
a-sha



Gamania Festival

MapleStory
x
Isekai Quartet



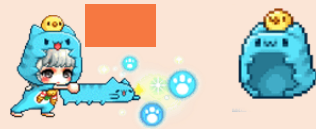
Gamania Festival x Cosmos People

MapleStory
x
BLACKPINK



MapleStory x A-SHA

MapleStory
x
Capoo



Points

GASH

Adopted domestically and overseas
The leading digital entertainment point

Customer Service



24/7 online customer service

Technical Tools



Expertise in gaming, Internet, and cybersecurity

Our Game Lineup Strategy



Project A Becomes the Next Flagship Game

新楓之谷 + 天堂M

Project A

Game Genres Expand Beyond RPG

RPG + Casual Game + Simulation Game

CONTINUED INVESTMENT IN CREATIVE AND PROMISING GAMES



Chibi Maruko Chan

- Self developed mobile game
- Casual tile-matching game
- Famous Japanese IP



Tree of Savior M

- Free to play mobile MMORPG
- Based on traditional Lithuanian culture and mythology.
- Produced by Kim Hakkyu (IMC Games), creator of Ragnarok Online



Project A

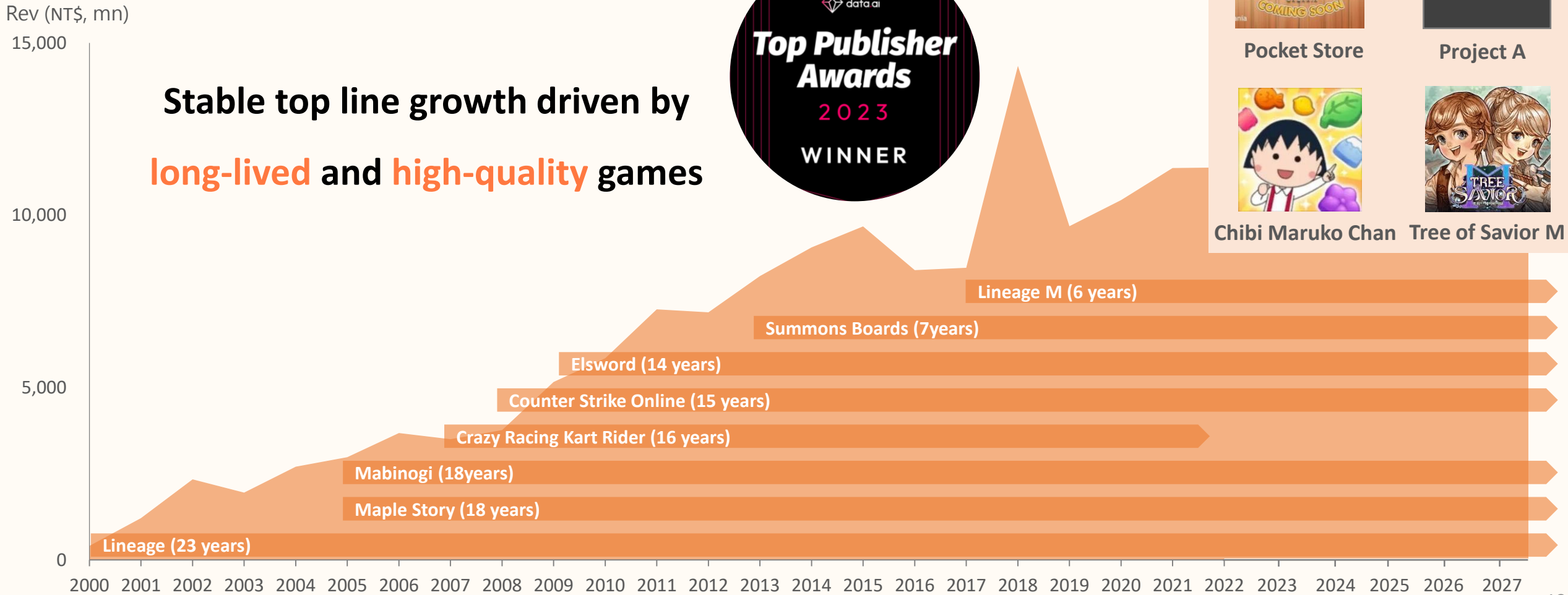
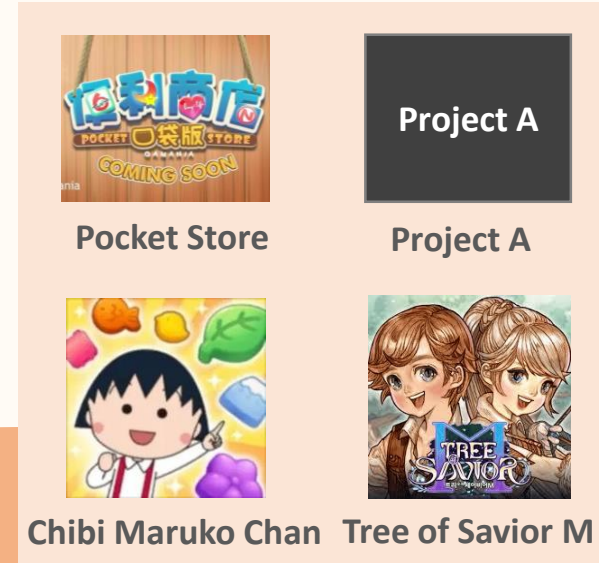
Pocket Store

- Simulation Game
- Own IP, self developed mobile game
- Remaster of a classic PC game in Taiwan
- MMORPG
- First cross-platform game

OPERATION EXPERIENCE & SOLID FOUNDATION FOR STABLE GROWTH



Stable top line growth driven by
long-lived and **high-quality** games



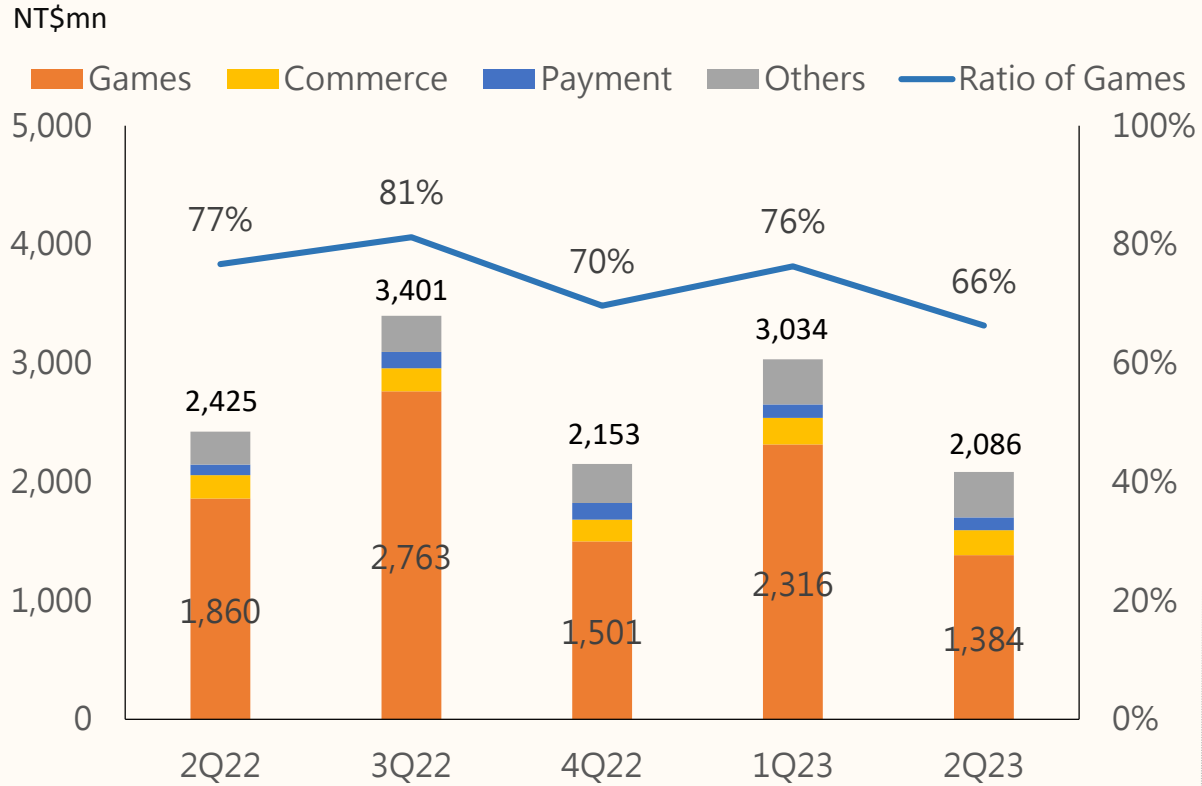
FINANCIAL SUMMARY

- In 2023H1, the game updates were on a smaller scale yet MAUs in games remained stable; the other businesses kept growing, which demonstrated a successful diversified operation.
- Operating income YoY-84%, led by the increasing R&D inputs which focused on in-house game development and abundant IP content.

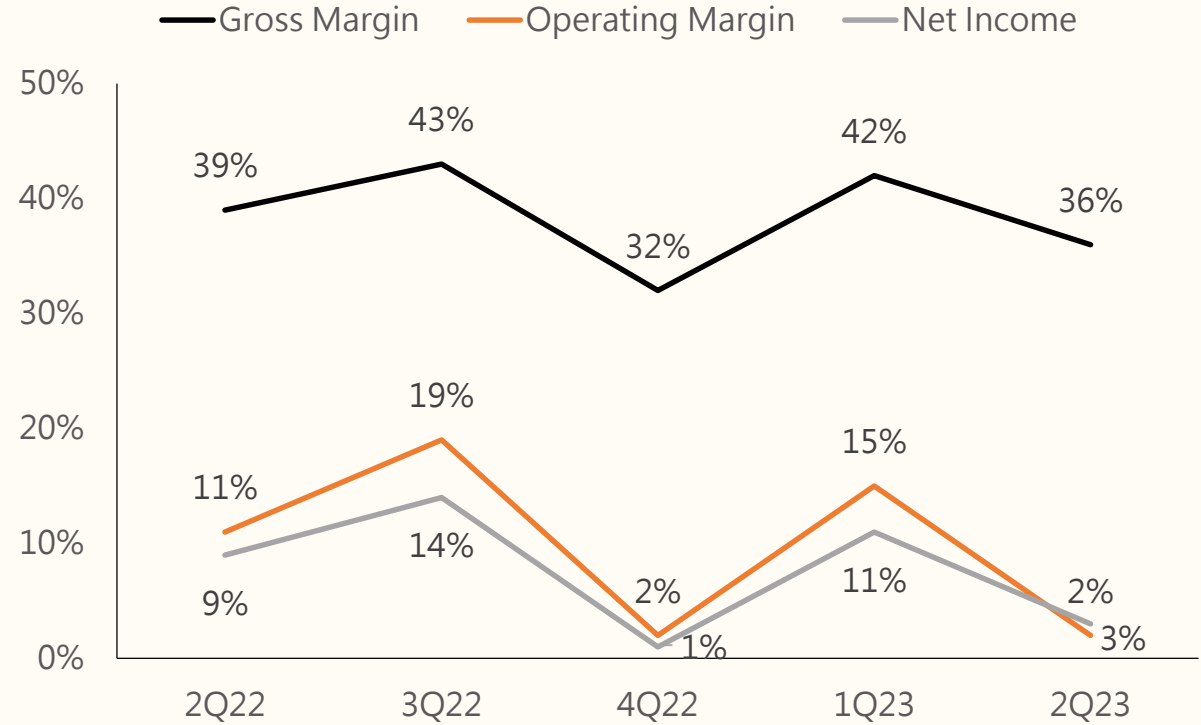
(NT\$m)	2Q22	3Q22	4Q22	1Q23	2Q23	YoY	QoQ
Revenue	2,425	3,401	2,153	3,034	2,086	-14%	-31%
Game	1,860	2,763	1,501	2,316	1,384	-26%	-40%
Commerce	199	195	183	223	209	5%	-6%
Payment	88	137	138	114	109	24%	-4%
Others	278	306	331	381	384	38%	1%
Gross Margin	954	1,453	682	1,267	760	-20%	-40%
Operating Margin	277	652	44	451	45	-84%	-90%
Net Income	248	493	18	336	67	-73%	-80%
EPS (NT\$)	1.41	2.81	0.10	1.92	0.38	-73%	-80%

QUARTERLY FINANCIALS

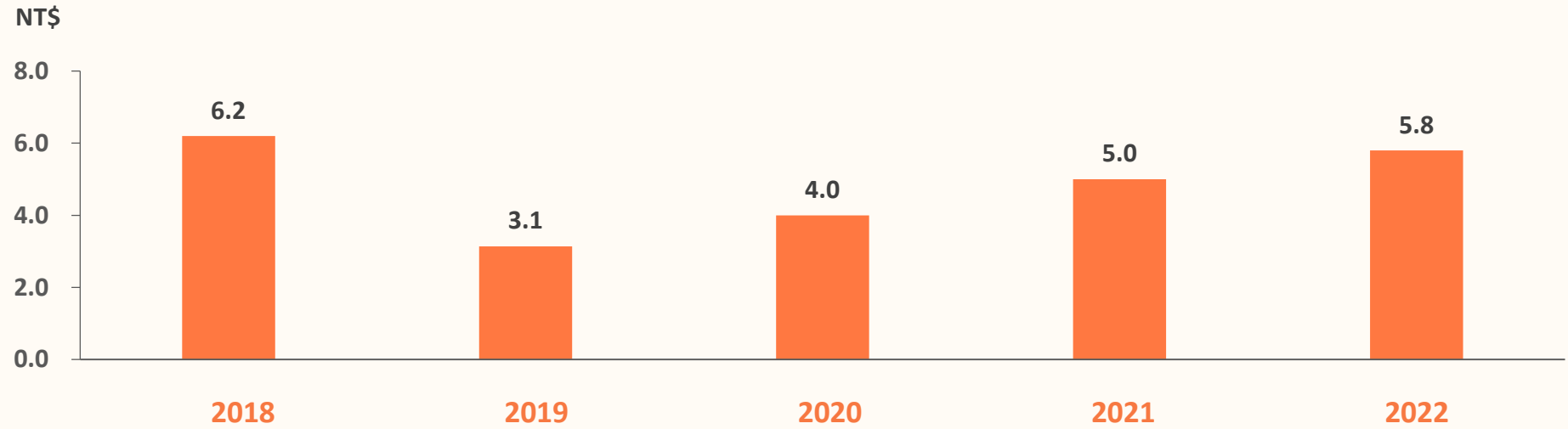
Revenue Breakdown by Segments



Ratios



DIVIDEND PAID AND CAPITAL EXPENDITURES



	2018	2019	2020	2021	2022
Payout Ratio(%)	60%	62%	80%	79%	80%
Cash Dividend Yields*(%)	8.4%	4.3%	6.4%	8.3%	7.8%
CAPEX (NT\$ mn)	102	105	129	87	131
CAPEX as % of Revenue (%)	0.7%	1.1%	1.2%	0.8%	1.2%

*Cash dividend yield is based on market capitalization on the day prior to ex-dividend

CONTINUED PROGRESS ON ESG

Governance

ESG Committee

Gamania has established **ESG Committee** in 2019, in which Chairman serves as the Committee Chairperson. The Committee meets at least once a quarter.

Information security & privacy protection

The Information Security Committee is the highest guidance organization. No major network attack or incidents of violating customer privacy in 2022.

Protection of customer interests

Service accuracy has been improving and **exceeded 99%**; all cases of customer complaint were resolved in 15 days.

Innovation Management

The R&D expenditure was **NT\$ 485 million**
A total of **98 patents** were approved and published in Taiwan (2022)

Social

Talent Attraction & Retention

Top 100 Companies for Young Generation

by Cheers Magazine for 16 consecutive years
The only game developer on the list

Employee Support Programs

Gamania introduced **Equality Leave** in 2015, where partners in same-sex marriage are entitled to 8 days of wedding leave and paternity leave, and Gamania was the first among listed companies in Taiwan to implement the idea.

The Gamania Care Foundation

Gamania Summer School and **Dream Plan** keep supporting and encouraging the young generation to take challenge.

Environment

A response to the Net Zero Emission 2050,

We have conducted a **GHG inventory & validation plan**

Environmental Management & Policies

Gamania has established policies on energy and resource management, waste management, pollution prevention, and sustainable procurement, and tracks and improves them annually after implementation.

Bronze Award

The 4th Annual Enterprise Environmental Protection Award
Second time awarded

2022 Buying Power Service Procurement Award

By the Small and Medium Enterprise Administration of the Ministry of Economic Affairs

GLOBALLY ACKNOWLEDGED ON ESG



16.7 Low Risk

(100-0; 0 the best)

Bloomberg

50.62

(100-0; 100 the best)

**S&P Global
Ratings**

42 (PR 95)

(100-0; 100 the best)



2.9

(5-0; 5 the best)

Reached the Criteria of
FTSE4Good Emerging Index



TAIWAN
STOCK EXCHANGE

臺灣證券交易所

Top 20%

TPEX-listed Companies (2022)

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