

gamania

Gamania (6180 TT)

Investor Presentation

Nov 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.**
 - Stable financial performance with a 22% ROE in average during the recent 5 years.
 - 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.**
 - Several 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)



7,642
Monthly ARPU (1-3Q23) (NT\$)
(Top 3 Games)

74%/9%/5%/13%
3Q23 Revenue Breakdown
(Games/Commerce/Payment/Others)

64%/36%
3Q23 Gaming Revenue Breakdown (PC/Mobile)



NT\$ 29.4bn
MapleStory Life to date revenue
(~3Q23)



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)

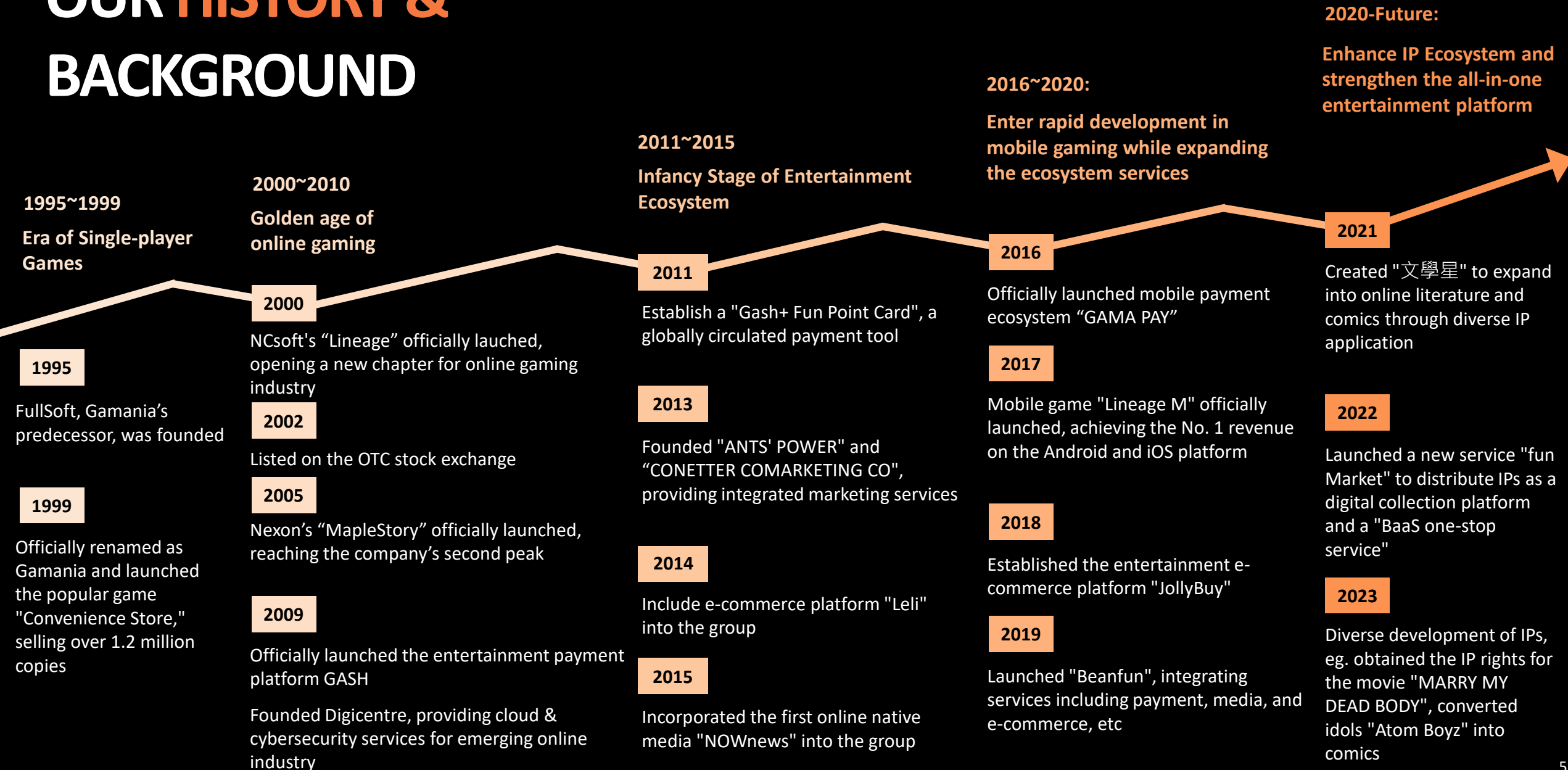
13 Million
Gamers (Dec, 2022)

20.7%
Number of Gamers Growth (2022)

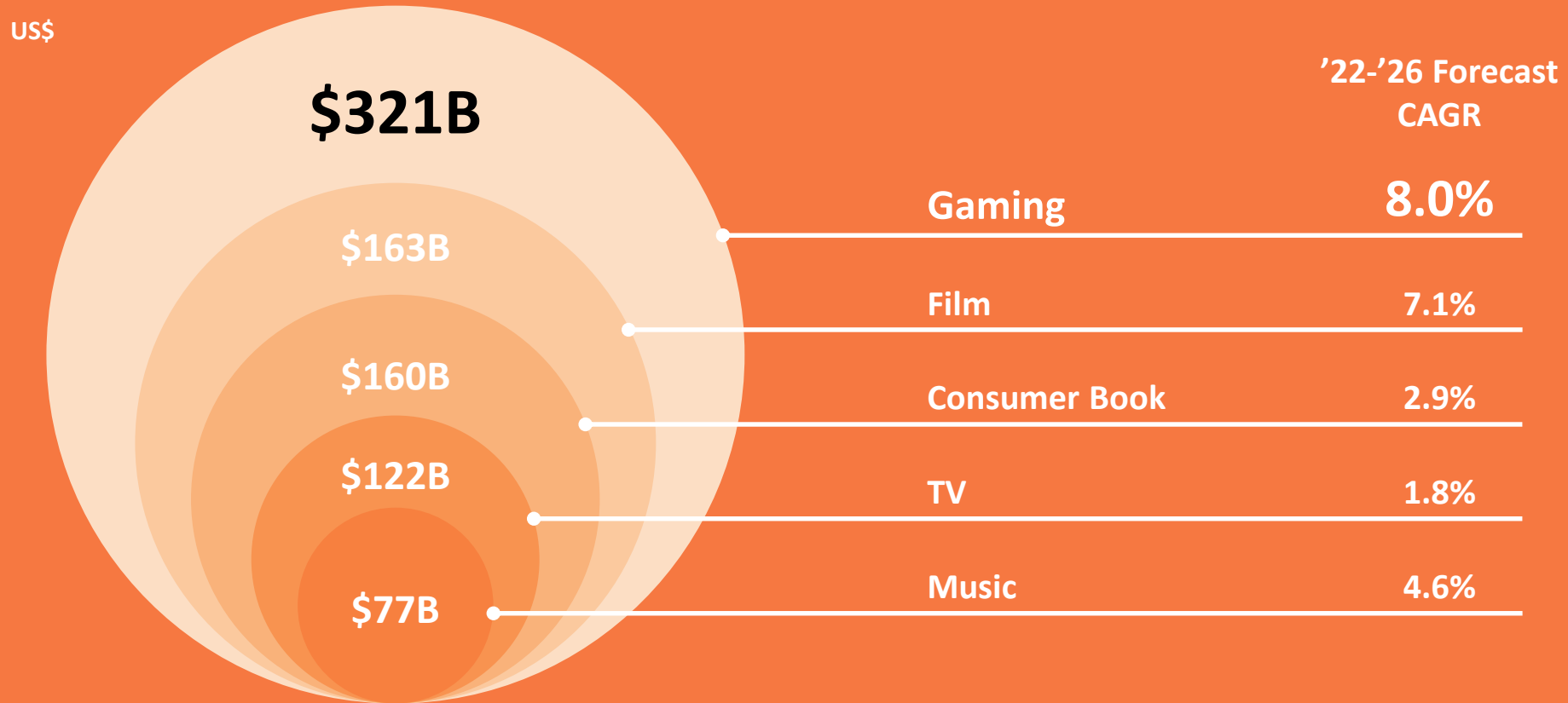
Lineage M ranked as No. 1 game app in Taiwan from 2017~2021

11 years
Average Product Life

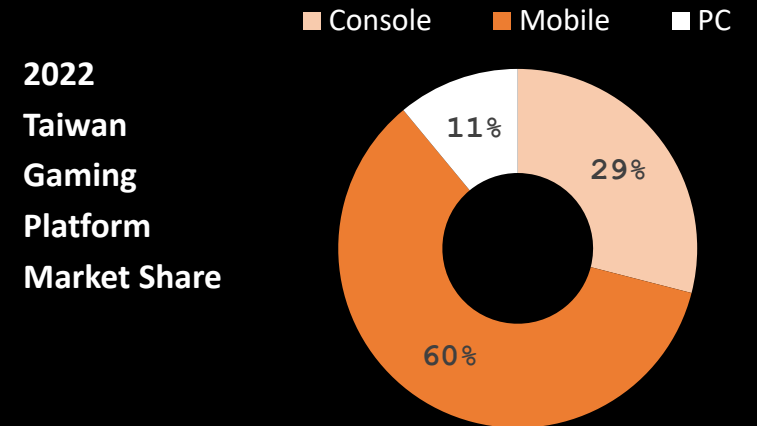
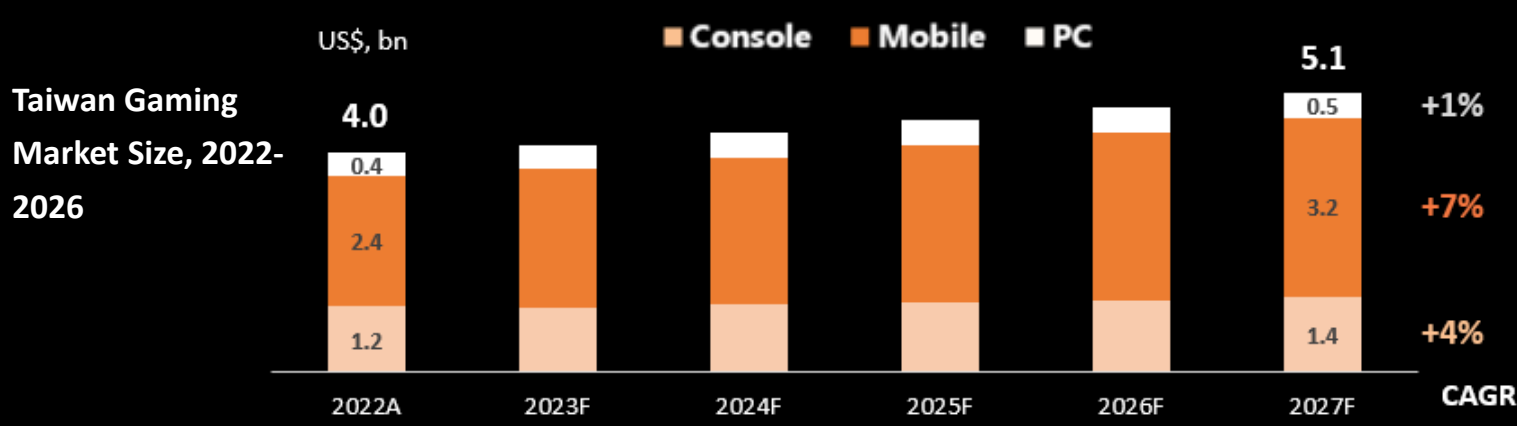
OUR HISTORY & BACKGROUND



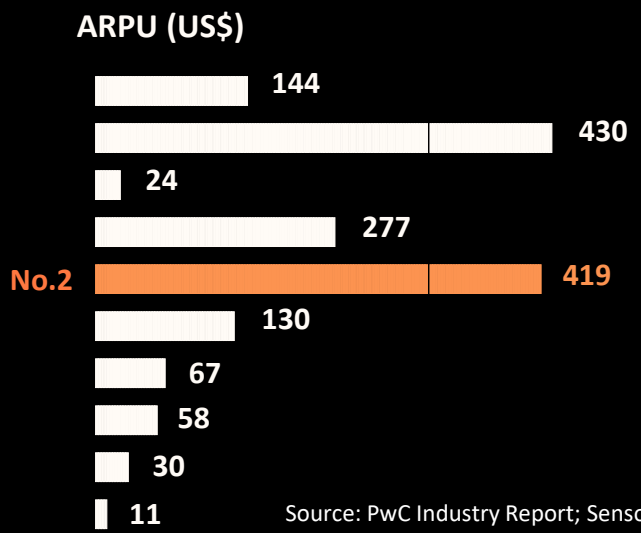
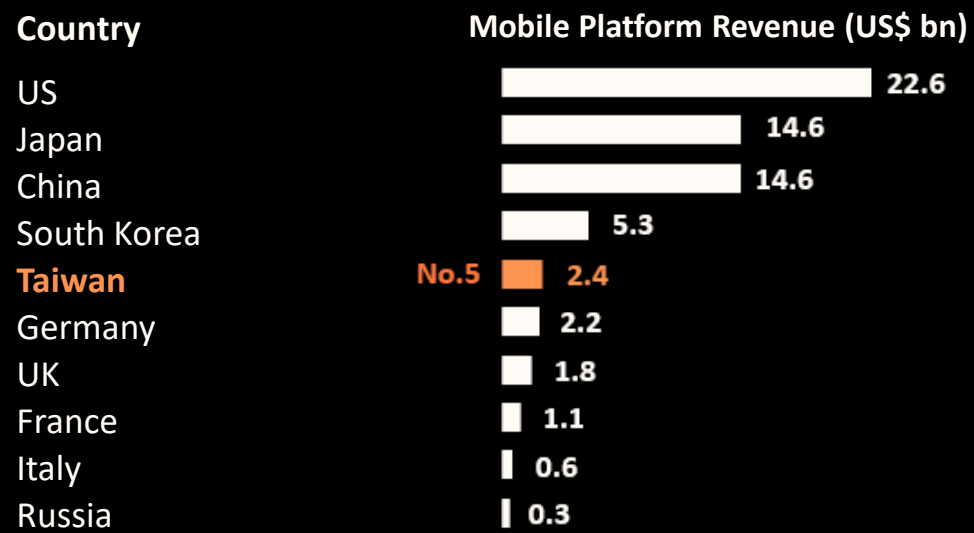
GAMES ARE THE LARGEST AND FASTEST GROWING AMONG ALL ENTERTAINMENTS



TAIWAN RANKS AMONG TOP MARKETS IN GAMING SECTOR



2022 Global Mobile Platform Revenue, Country Comparison



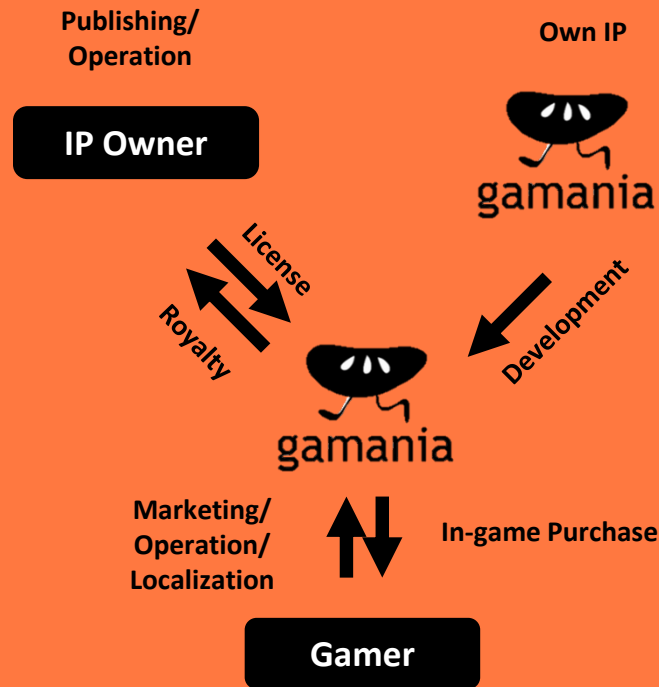
Source: PwC Industry Report; SensorTower; Statista

OUR GAAS BUSINESS MODEL

We manage the entire game value chain

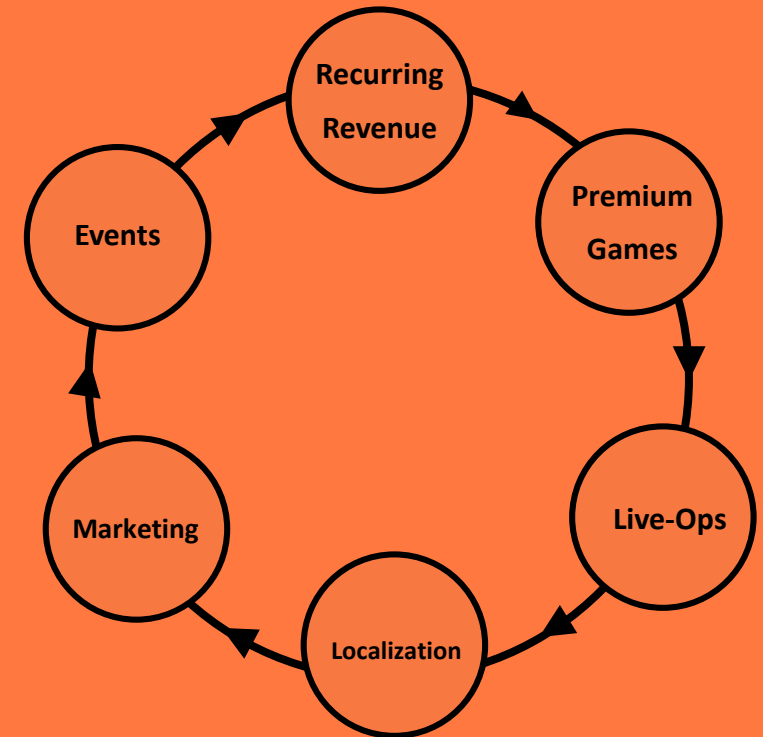


Revenue streams



Games as a Service

Increase of recurring revenue



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

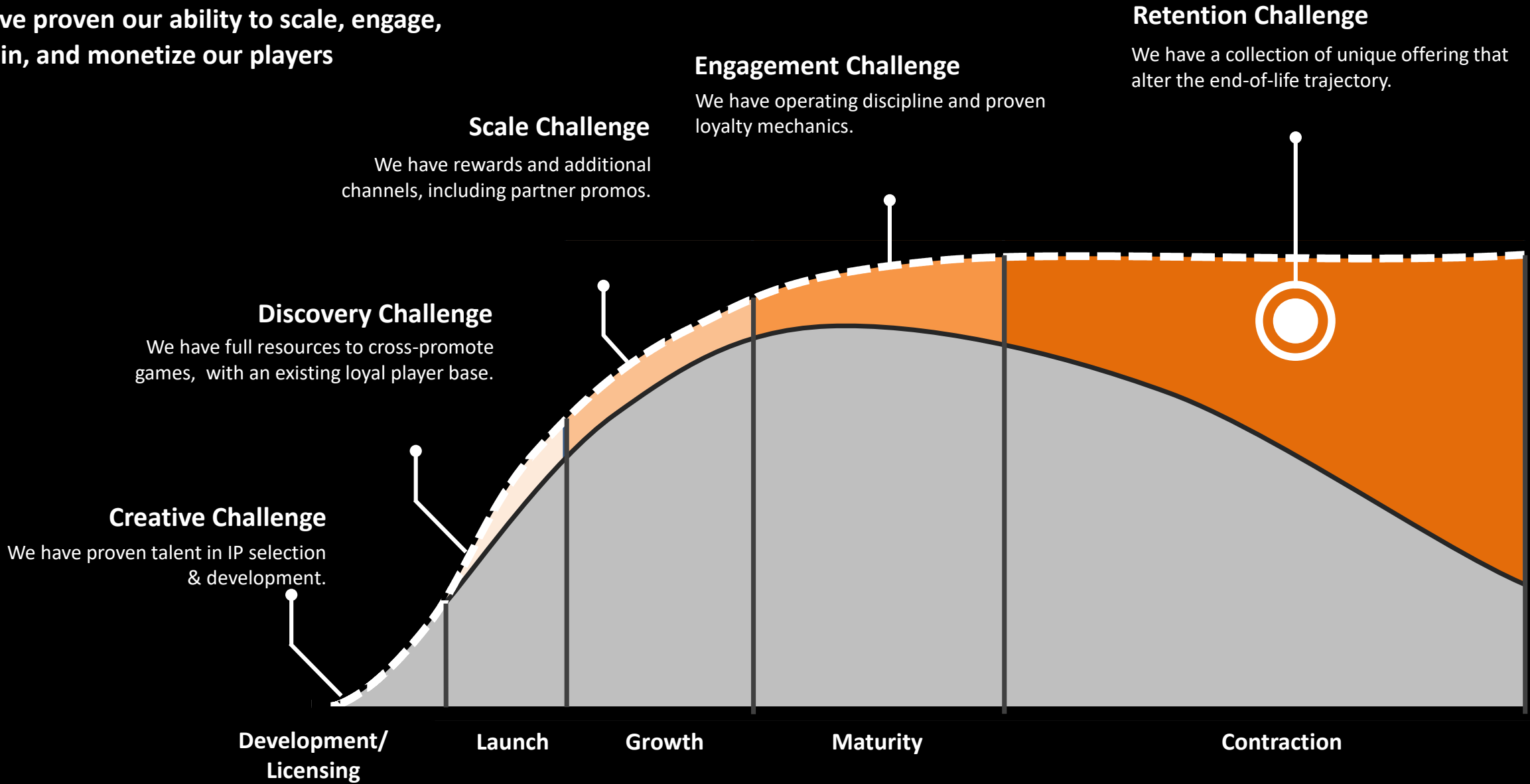
Source: Statista

FLYWHEEL EFFECT OF OUR FRANCHISE GROWTH

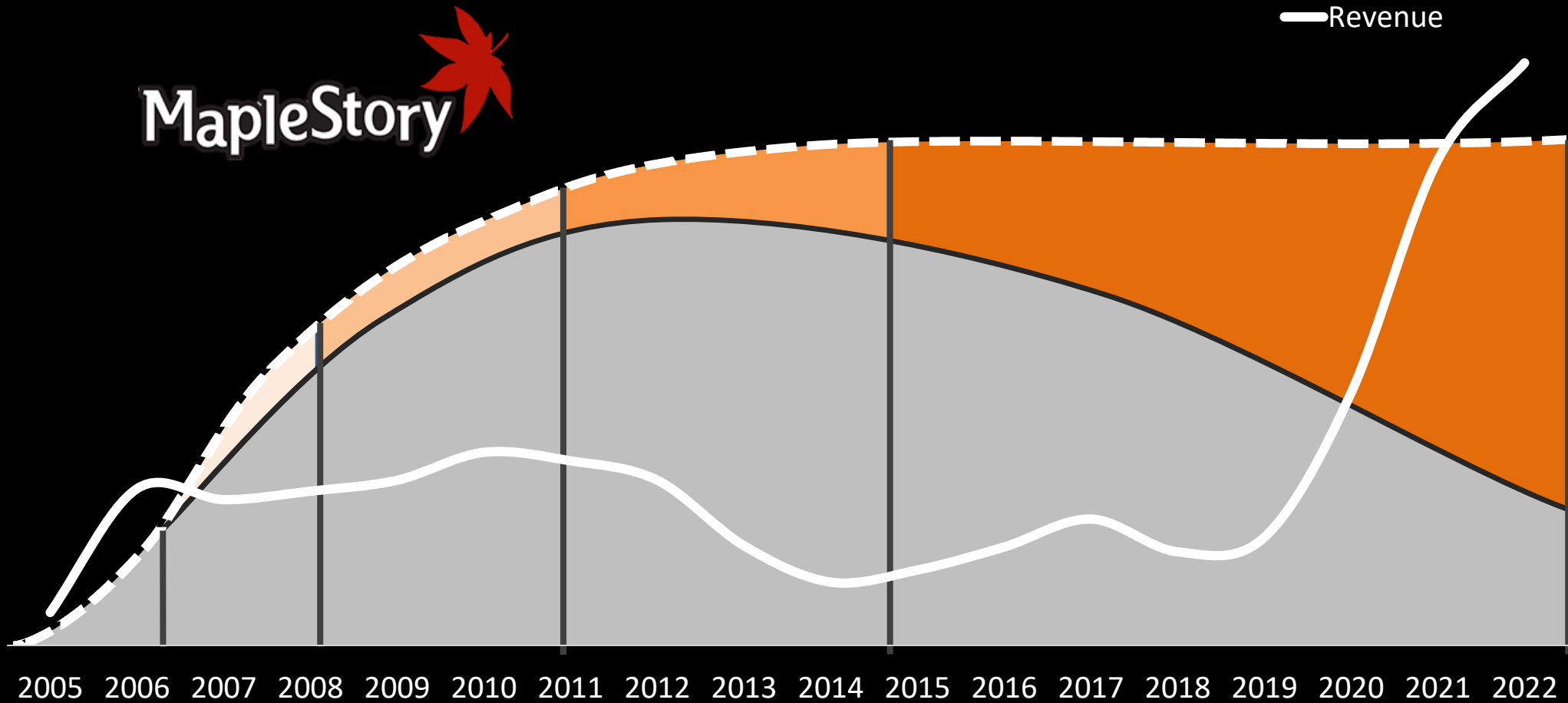


A PROVEN MODEL

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



AS WE REVIVED THE GROWTH OF AN 17 YEARS OLD GAME



WITH OUR LOCAL KNOW-HOW

Operation and Marketing (Strategic Partnership, Updates, Events)

MapleStory
x
a-sha



Gamania Festival

MapleStory
x
Isekai Quartet



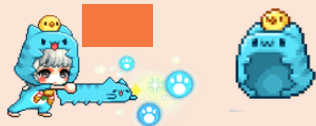
Gamania Festival x Cosmos People

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

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 3Q23)

NT\$29.4bn

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

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

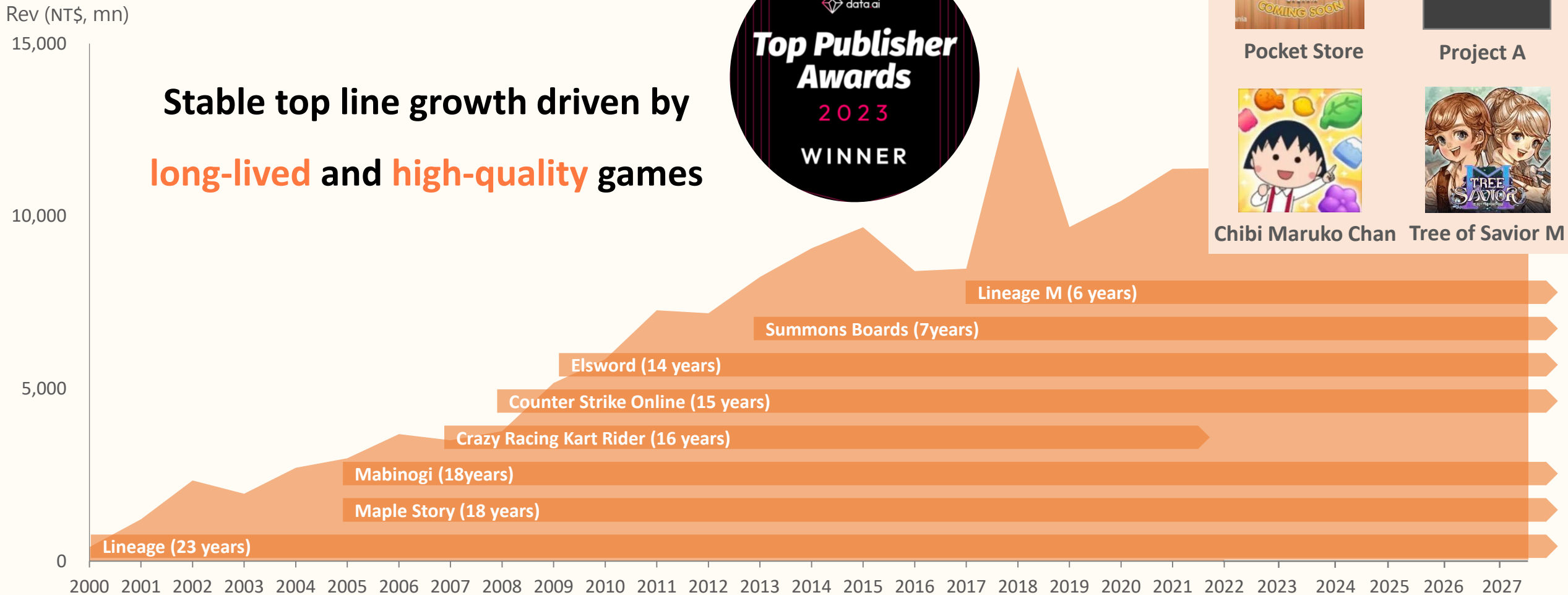
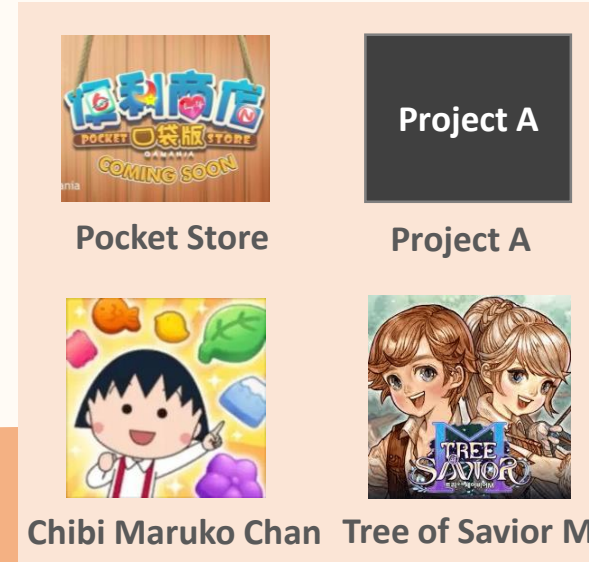
Pocket Store

- 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



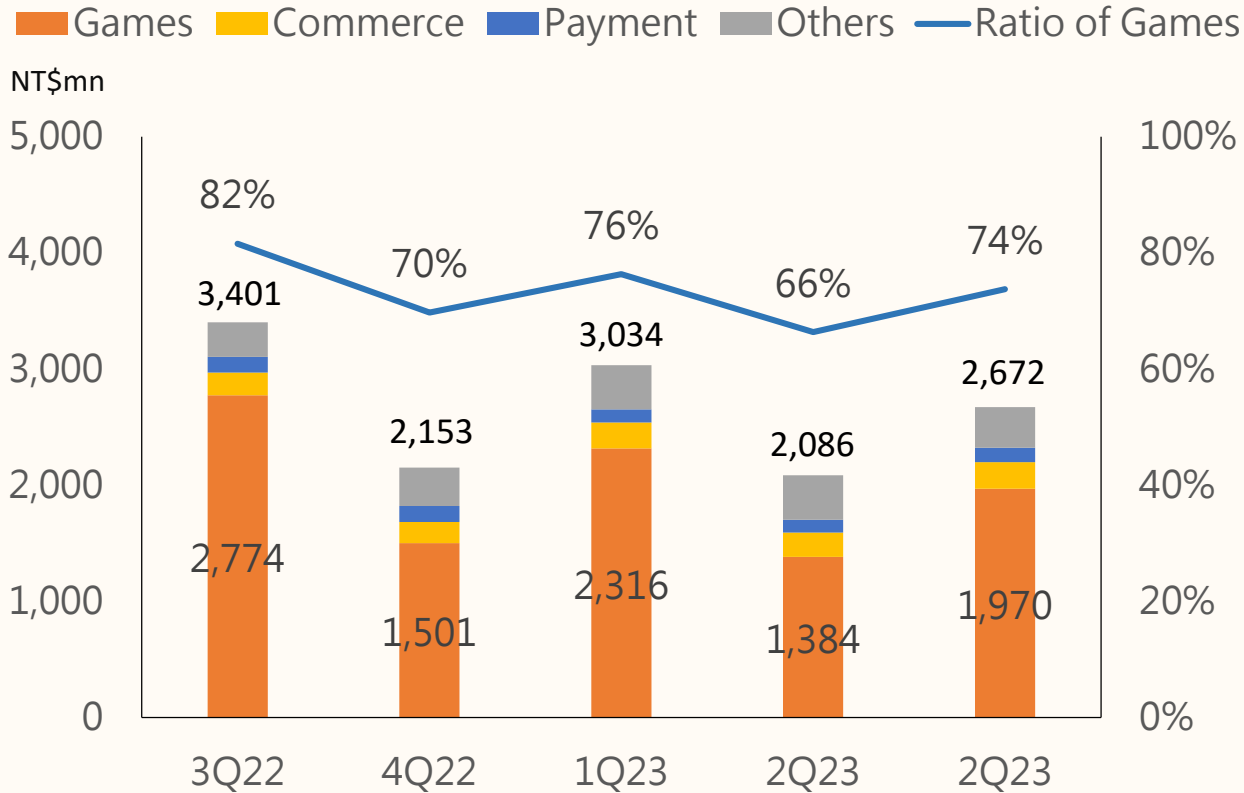
FINANCIAL SUMMARY

- 3Q23 was driven by the smaller scale of updates and shorter event periods of the major games when compared to last year. However, with an increase of QAU (Quarterly Active Users), the popularity was uplifted.
- The 1-3Q23 consolidated revenue was NT\$7.8 billion, YoY-16%, primarily driven by the decrease of games revenue yet the other businesses kept growing.

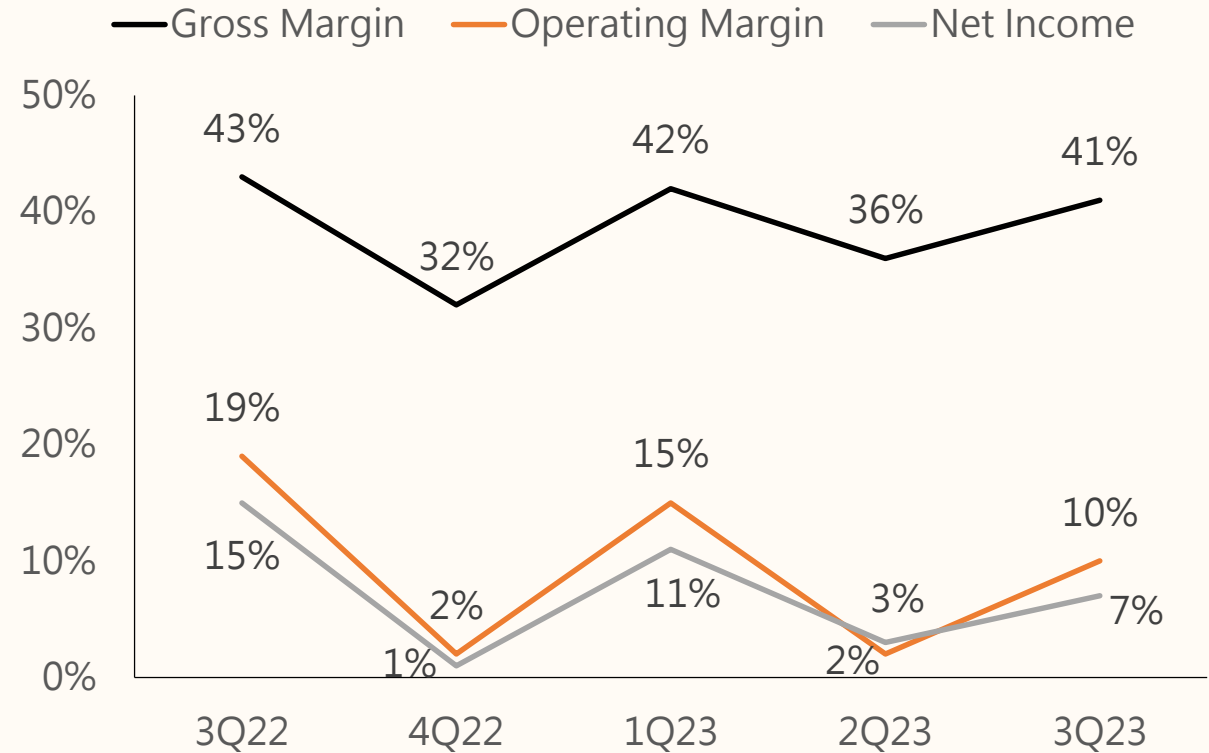
(NT\$m)	3Q22	4Q22	1Q23	2Q23	3Q23	YoY	QoQ
Revenue	3,401	2,153	3,034	2,086	2,672	-21%	28%
Game	2,774	1,501	2,316	1,384	1,970	-29%	42%
Commerce	195	183	223	209	230	18%	10%
Payment	137	138	114	109	122	-11%	12%
Others	295	331	381	384	350	19%	-9%
Gross Margin	1,453	682	1,267	760	1,088	-25%	43%
Operating Margin	652	44	451	45	266	-59%	495%
Net Income	493	18	336	67	186	-62%	178%
EPS (NT\$)	2.81	0.10	1.92	0.38	1.06	-62%	179%

QUARTERLY FINANCIALS

Revenue Breakdown by Segments

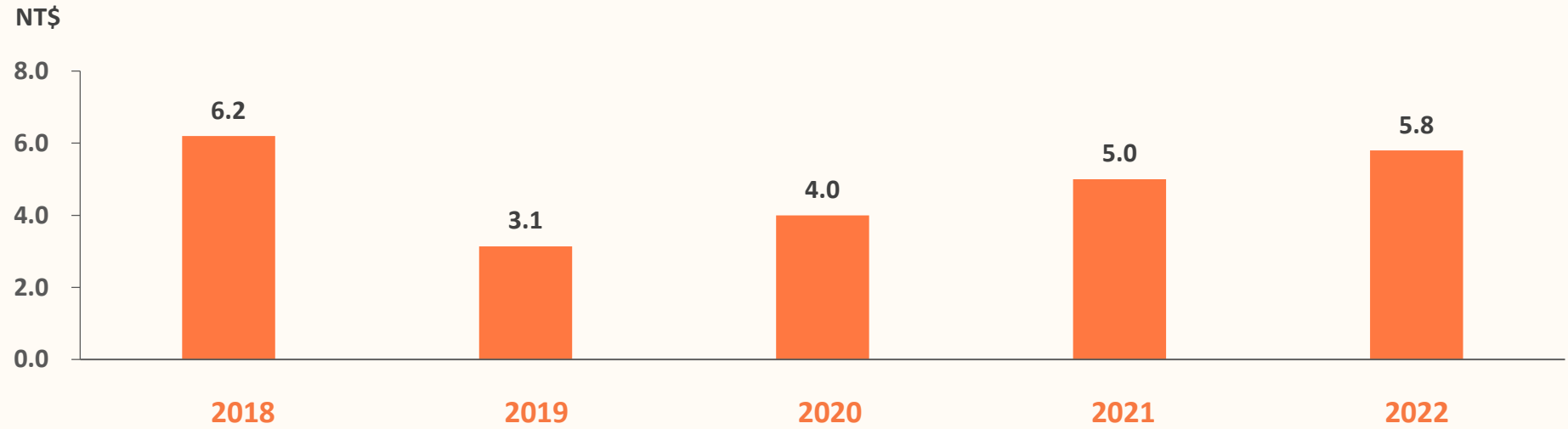


Ratios



※ Due to adjustments in the disclosed financial report, the revenue breakdown will be adjusted on a quarterly rolling basis, based on the latest figures. 20

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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