

# Presentation to Institutional Investors on

Gamania Digital Entertainment Co., Ltd.

**Group CFO Office** 

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#### Disclaimer

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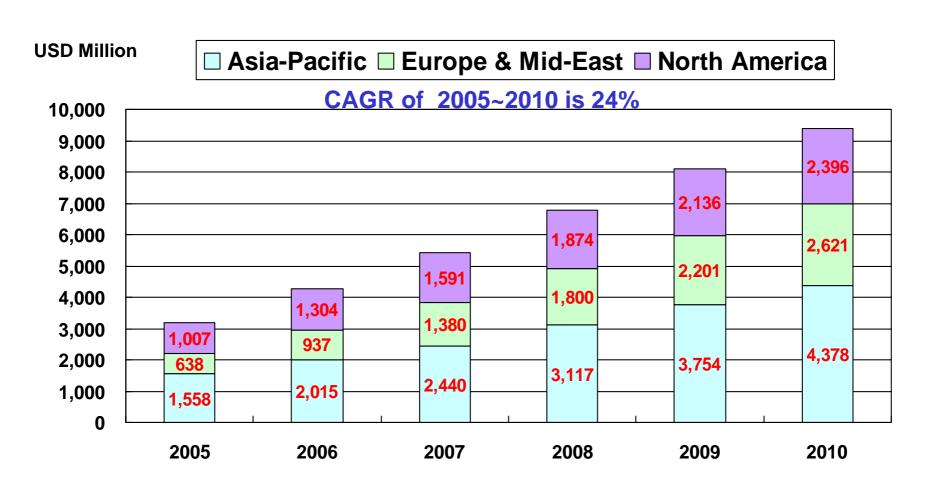
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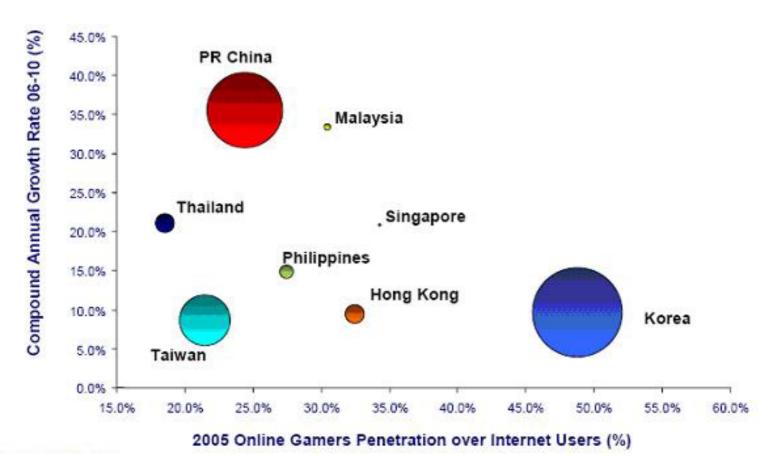
Summary

#### Global Online Game Market



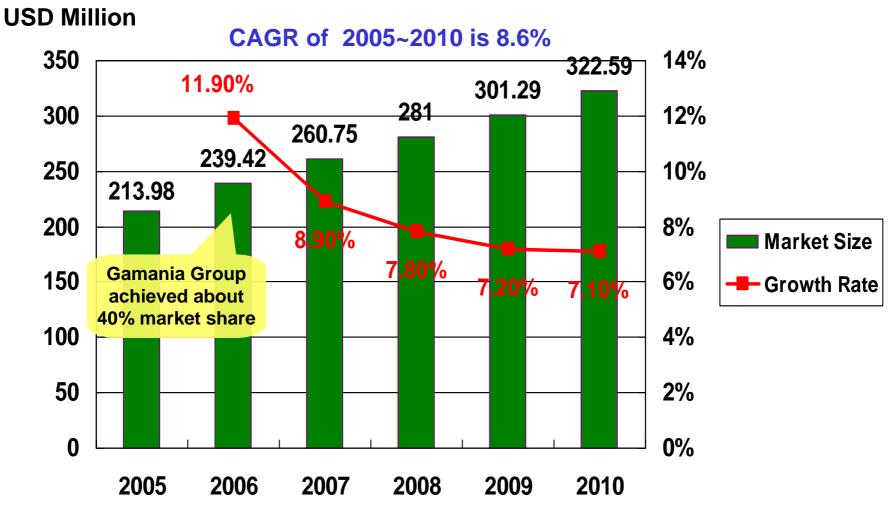
**Source: PwC, MIC, 2006/6** 

#### Asia-Pacific Online Game Market



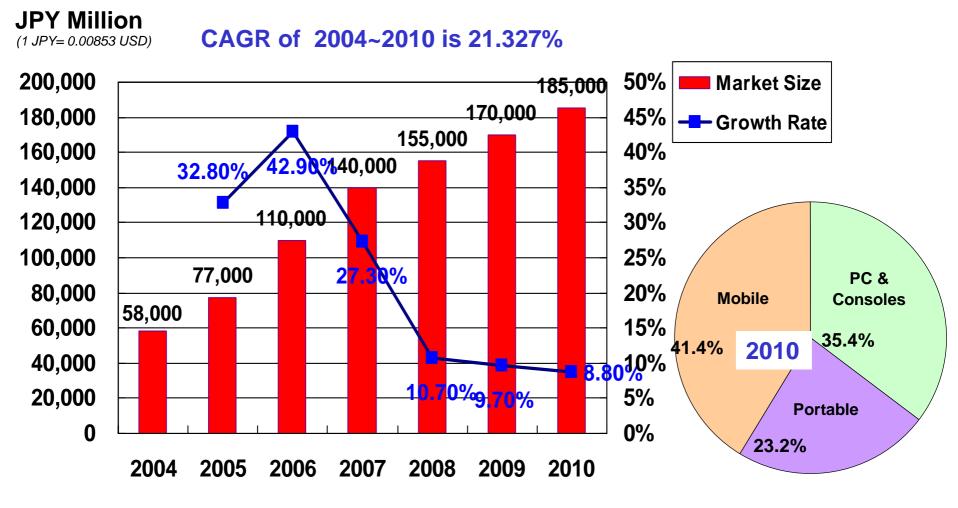
Source: IDC, 2006

#### Online Game Market - Taiwan



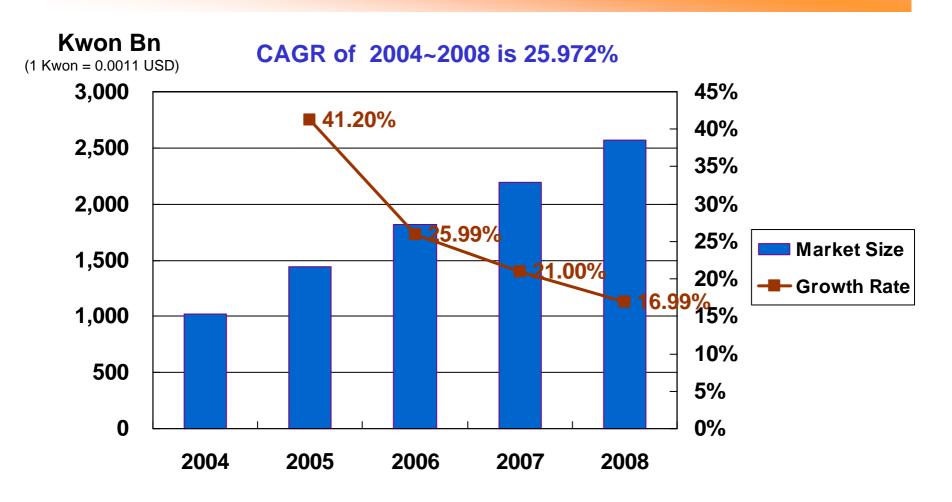
Source: IDC Greater China Online Gaming 2006-2010 Forecast and Analysis, May 2006

### Online Game Market - Japan



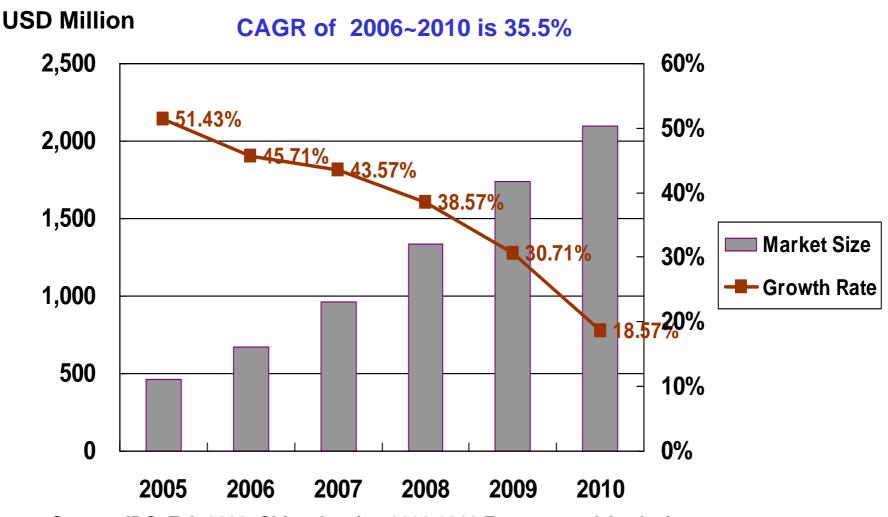
Source: Fuji Chimera Research Institute, Inc. MIC, 2006/6

#### Online Game Market - Korea



**Source: 2006 Korean White Paper of Games** 

#### Online Game Market - China



Source: IDC, Feb 2006, China Gaming 2006-2010 Forecast and Analysis

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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)

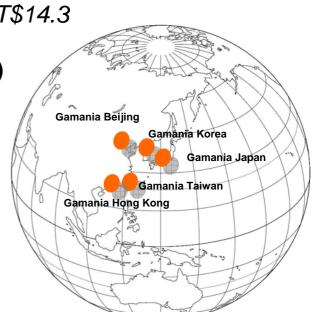
Data Center Game Server: 1,600

Router: Cisco 12,000x2, 6,500x7

Bandwidth 6Gb

(3.2Gb in Taiwan, ranked top 10)

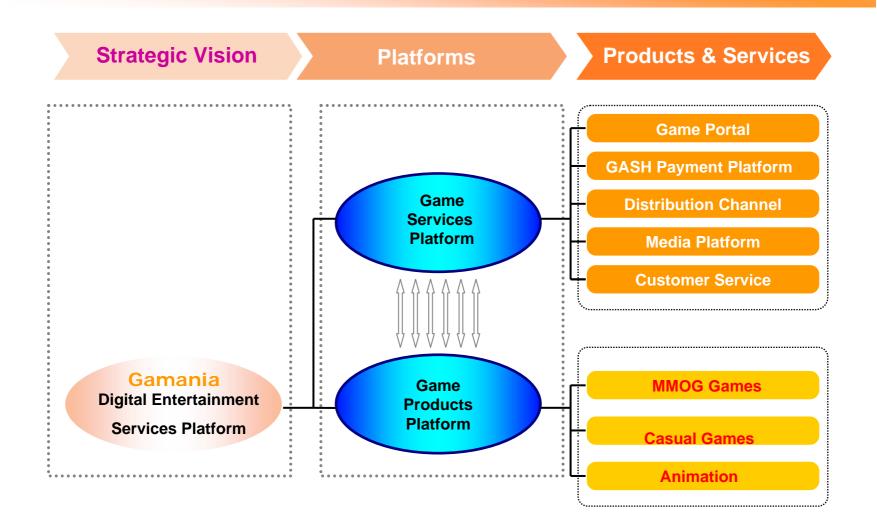
Licenses ISP (Taiwan), ICP (China)



# 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%
TIC	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

Self-Developed

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

### Lineage

Type MMORPG

Style Fantasy

Special Features The pioneer of MMORPG in Taiwan market

Target Player Male aged from 16~25

Lineage has the longest life span in Taiwan's online game market as well as outstanding performance for more than 7 years!



### **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 dominates the market segment of age 15< 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.



### **RO2**

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

"RO" once made a record of the highest concurrent users in Taiwan!



### Sian Mo Dao

Type MMORPG

Style Oriental Fantasy / Martial Art

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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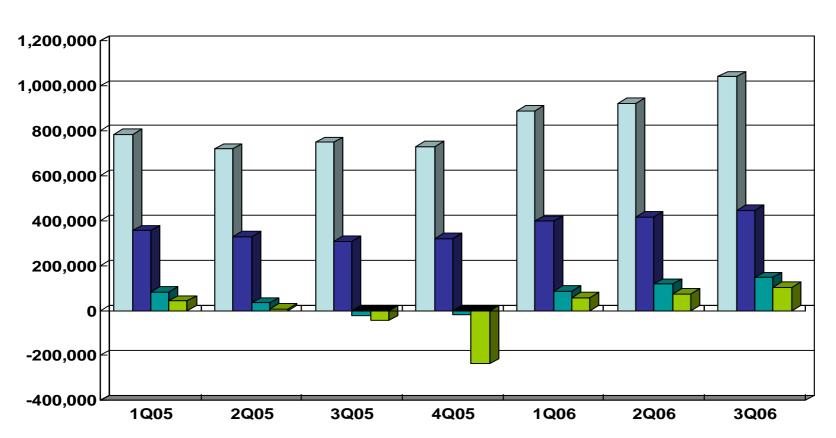
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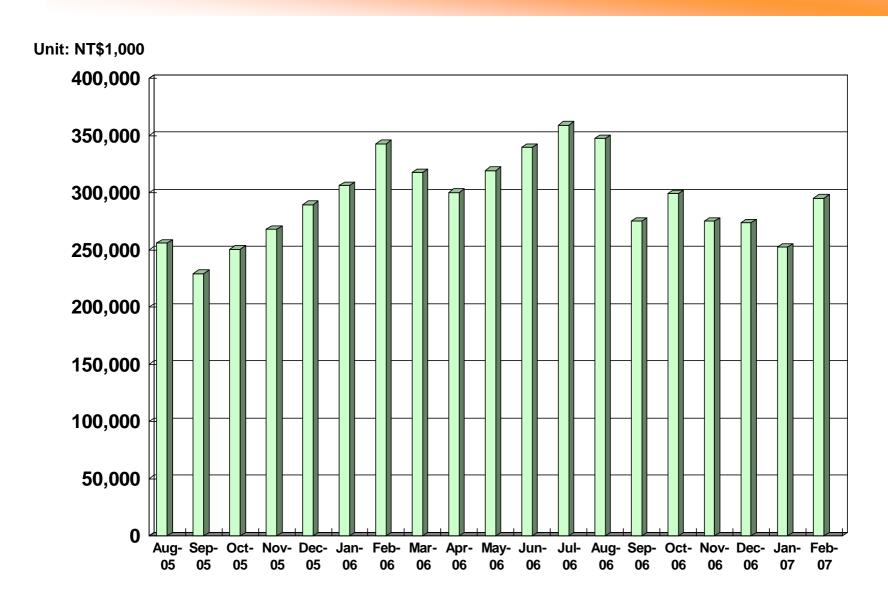
Summary

### Consolidated Operating Result

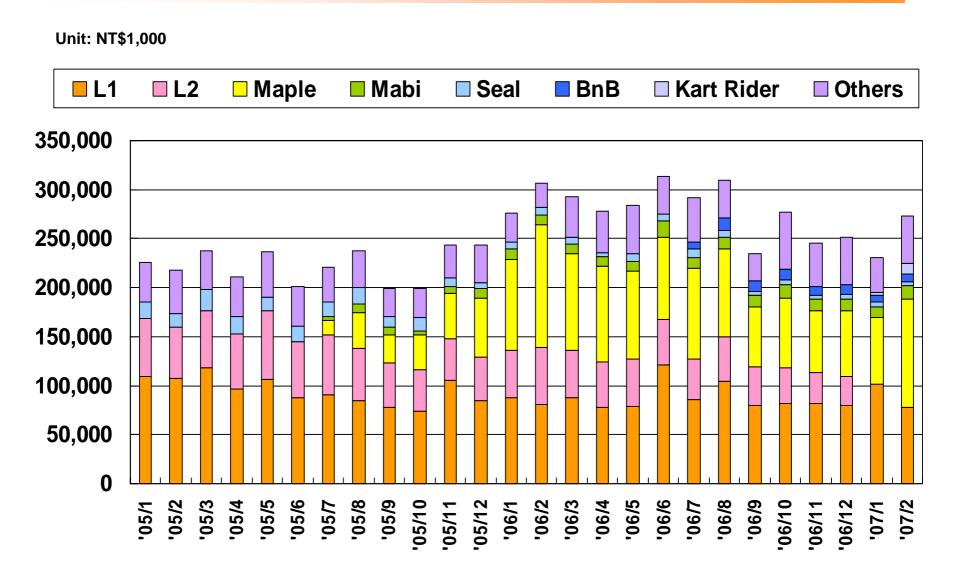




#### Consolidated Sales Trend

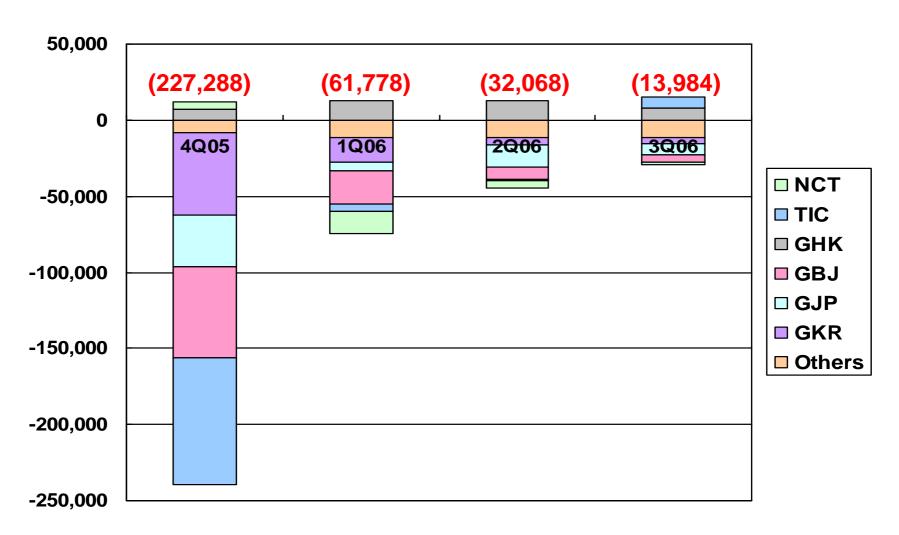


### Sales Mix by Game Title



### Major Equity Investment Gain/Loss

Unit: NT\$1,000



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### 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.
- > 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.

