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COMPANY PRESENTATION

September 2020



HIGHLIGHTS – WHAT WE DO

GREAT TRACK RECORD



PORTFOLIO of constantly developed **EVERGREEN FREE TO PLAY GAMES**

DIVERSE PIPELINE



THREE NEW BIG F2P GAMES
currently tested on global markets

SUSTAINABLY IMPROVING RESULTS



REVENUES 50 → 170 M PLN
+240% yoy H1 2020

NET PROFIT 13 → 34 M PLN*
+166% yoy H1 2020



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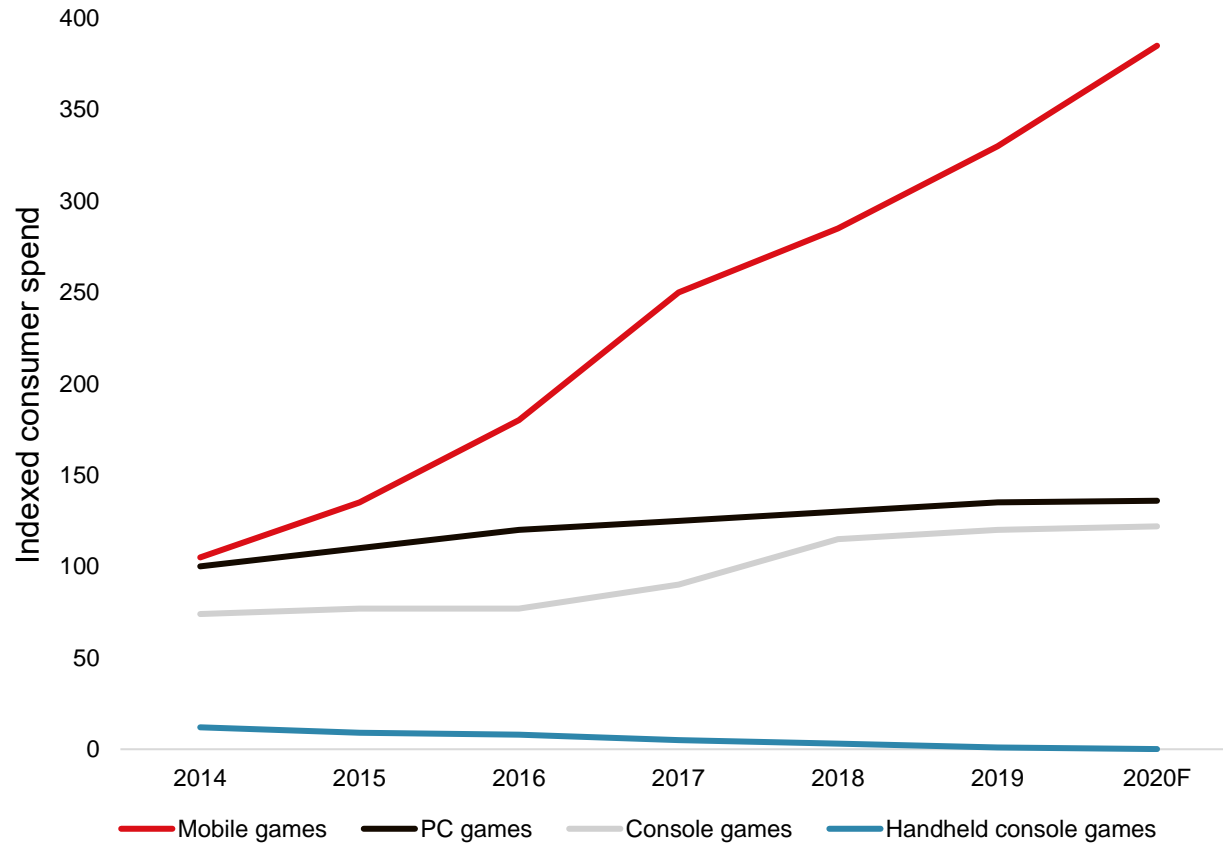
ABOUT US



OUR CULTURE –ALL ABOUT CREATIVITY

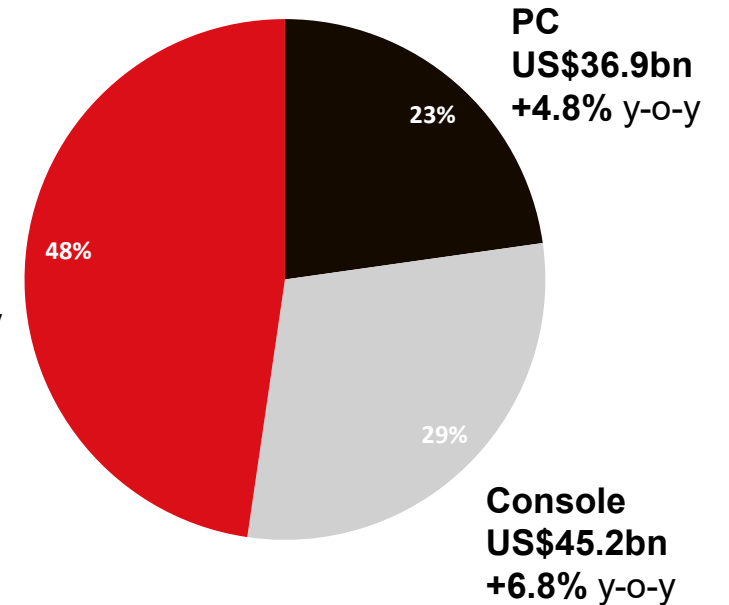


OUR MARKET – FREE TO PLAY MOBILE GAMES



TOTAL GAMING MARKET
US\$159.3bn
+9.3% y-o-y

Mobile
US\$77.2bn
+13.3% y-o-y



Source: AppAnnie Gaming Spotlight 2020 Review

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Source: Newzoo Global Games Market Report

OUR PORTFOLIO – INDUSTRY LEADING GAMES



LET'S FISH

8 years old evergreen game,
played mostly in browsers

Constantly developed and
improved

Stable revenues, very high
profitability

H1 2020 Revenue: 8,4M PLN
(+14% yoy)



FISHING CLASH

Among **TOP 50** grossing games
in the world on Android

Constantly developed and
improved

Very high revenue dynamics

H1 2020 Revenue: 242,7M PLN
(+201% yoy)



WILD HUNT

Number 1 grossing hunting
game in the world

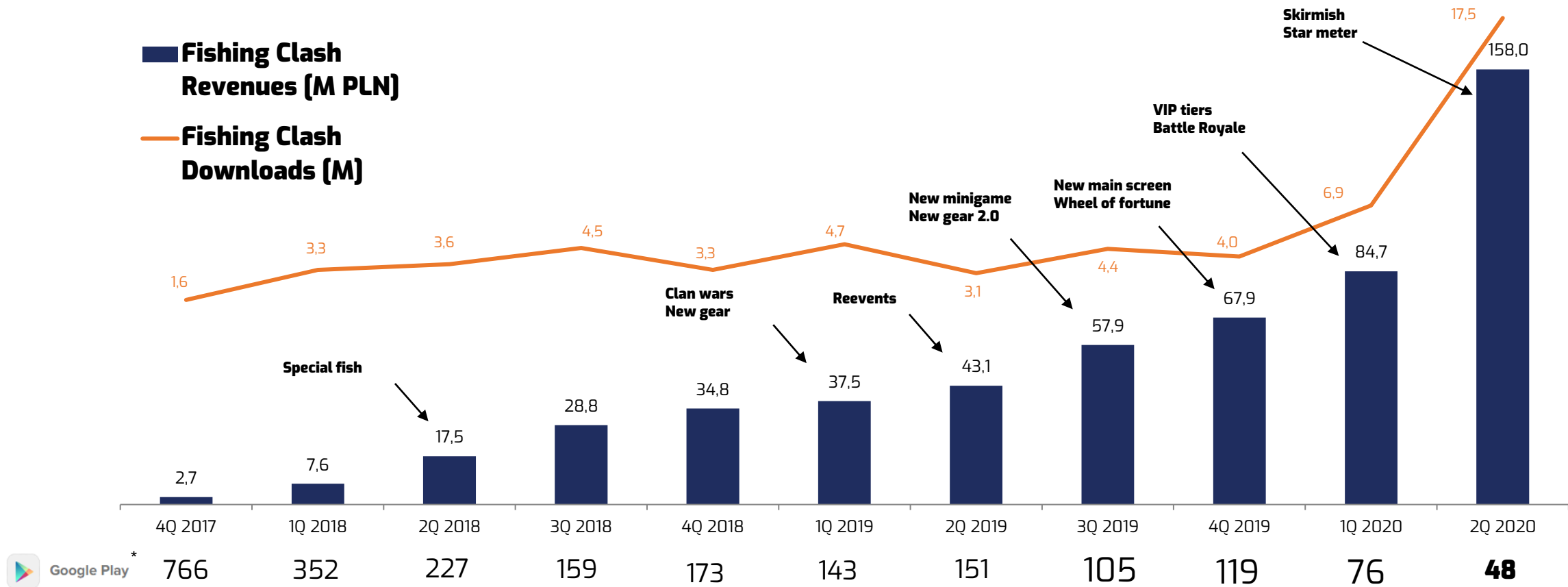
Constantly developed and
improved

Very high revenue dynamics

H1 2020 Revenue: 7,9M PLN
(+75% yoy)



OUR METHOD – CONSTANT IMPROVEMENT



* Ranking of top grossing games on Android, last month of each quarter, App Annie

OUR PIPELINE – NEW GAMES GOING GLOBAL



Start **27.07.2020**

24.08.2020

September 2020

Goal

**Checking the marketing and monetization potential of games
on a large population in target markets**

UA budget

Total for three new games: about \$1.5M in the first month

Next steps

About 6 months after the global launch

OUR STRATEGY – THREE GROWTH PILLARS



WROCŁAW HUB

Inhouse development

Talent acquisition and
development

Infrastructure
(BI, Growth, HR, IT)



SPOKES

Warsaw

Potential new offices



M&A

Small studios / teams
<US\$10m

Medium sized studios
US\$10m – 100m

Transformational M&A
US\$100m+





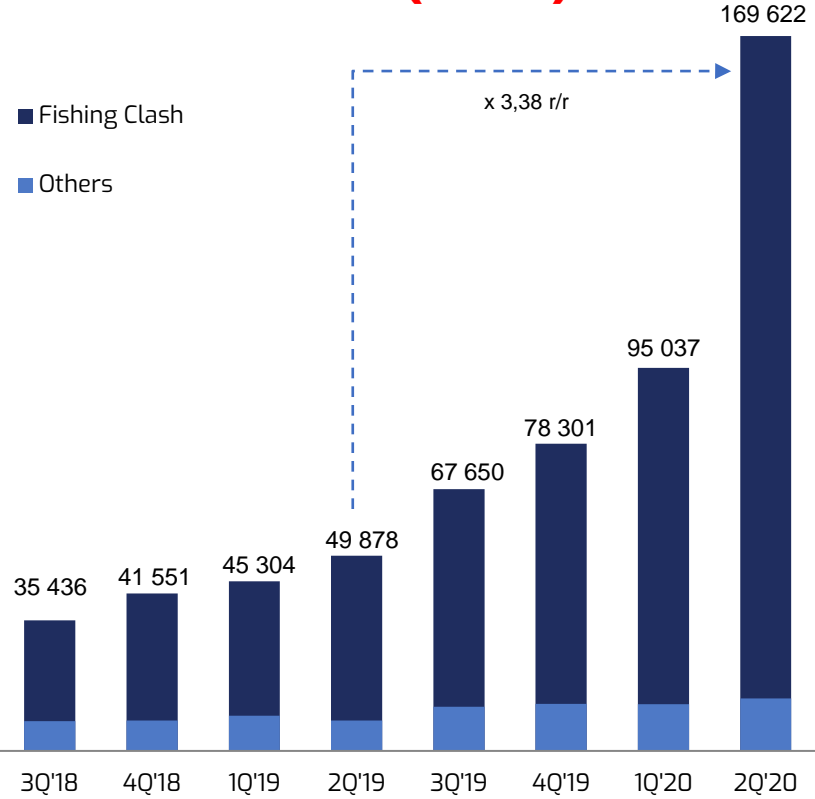
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FINANCIAL RESULTS

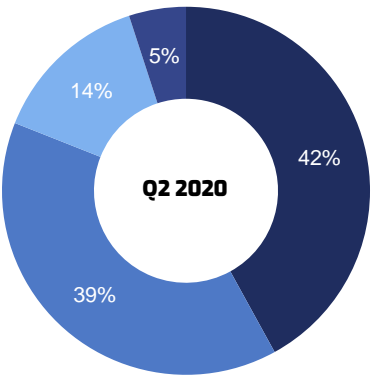


DYNAMIC REVENUES

Sales revenues (M PLN)

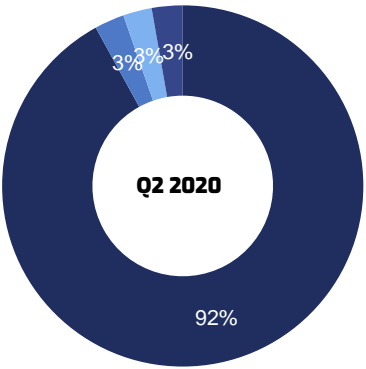


Geographic and product breakdown of revenues



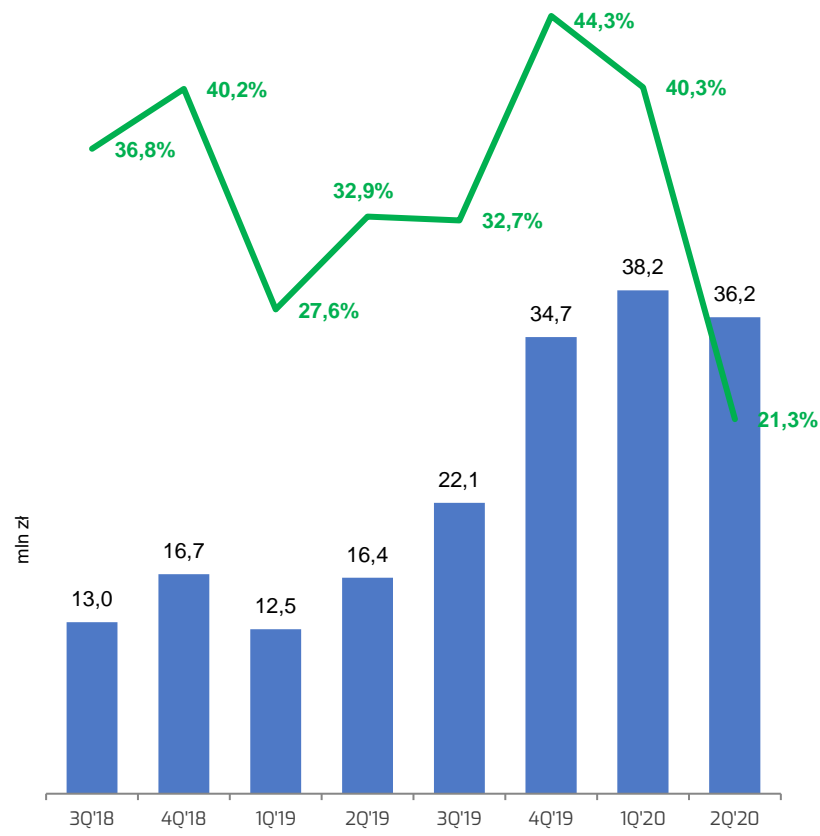
- North America
- Europe
- Asia
- Others

- Fishing Clash
- Let's Fish
- Wild Hunt
- Others

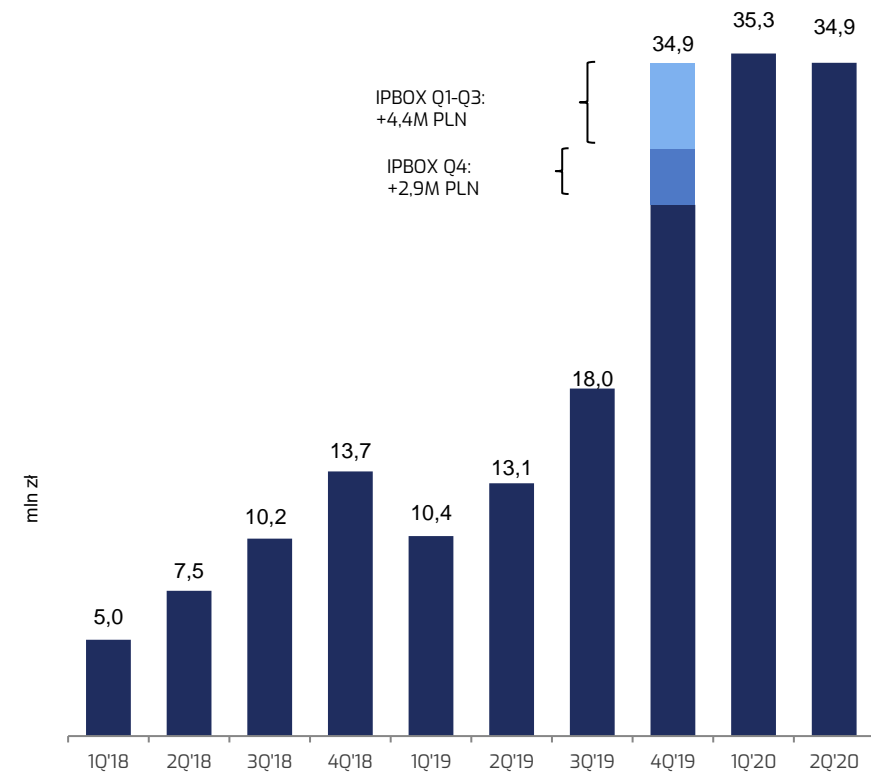


HIGH PROFITABILITY

EBITDA standardized*



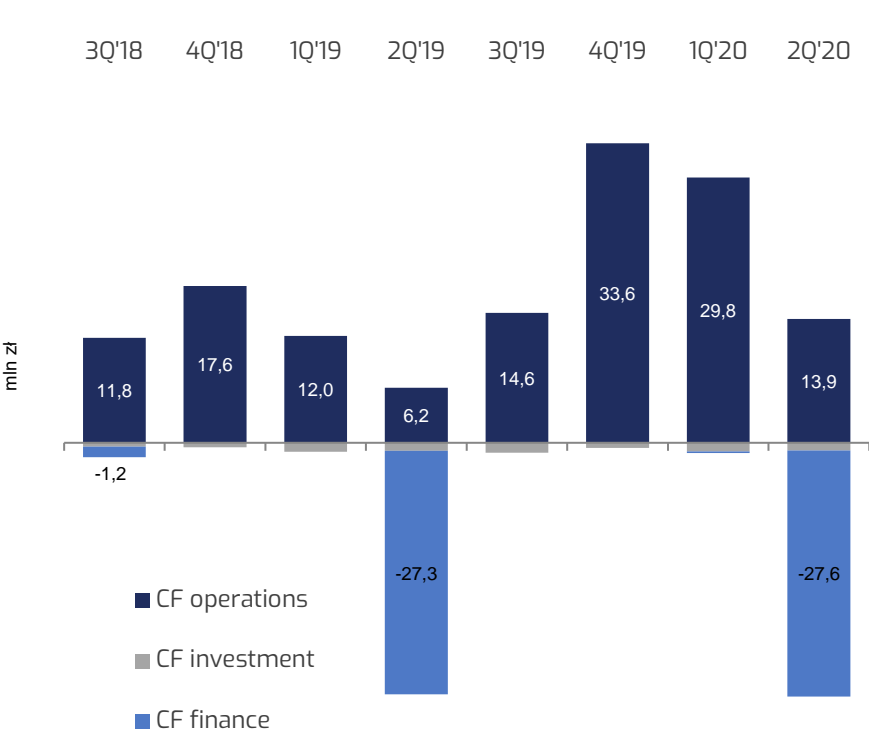
Standardized net profit*



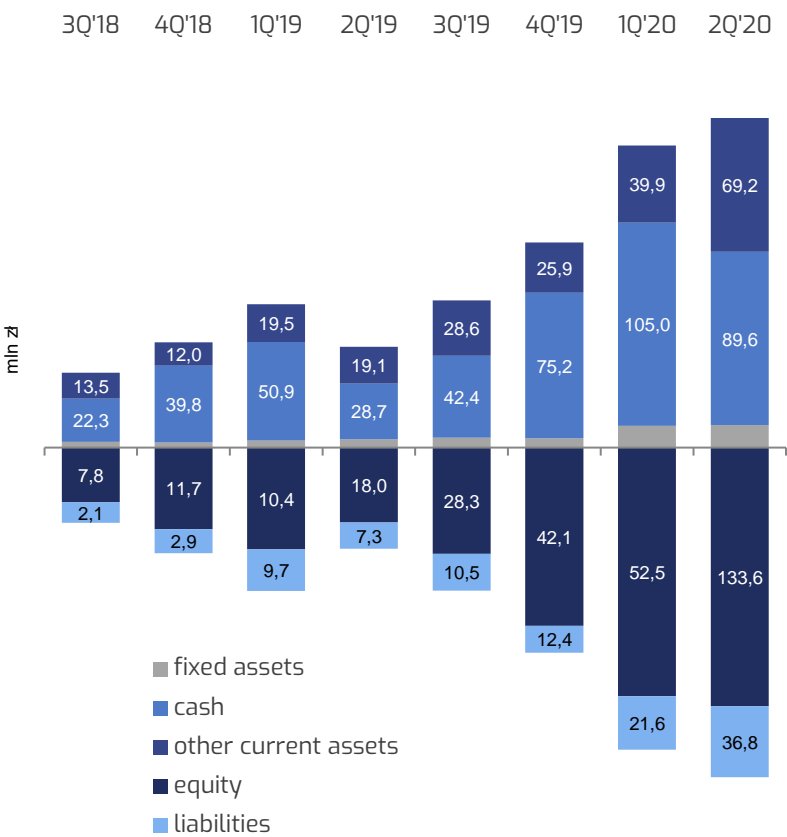
* Results standardized by deducting non-cash expense of PLN 6 million included in general and administrative costs in Q2 2020

VERY CASH POSITIVE BUSINESS MODEL

Cash flow



Balance sheet structure





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THANK YOU!

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