

BOOMBIT

FINANCIAL
RESULTS
Q1-Q3 2023

NOVEMBER 2023



BOOMBIT

Key information



\$43.3M

revenue from sales

incl.

\$0.8M

from blockchain projects

\$2M

consolidated net result

\$9.4M

cash at 30 September 2023

Q1-Q3 2023

8 signed

publishing agreements for
Mid-Core and Casual games

New Joint Venture

Mobile Esports

\$1M

revenue from blockchain projects
in October



EVENTS

Top games in Q1-Q3 2023 by revenue



\$ 42.5M

revenue from games

-15% y/y

Mid-Core i Casual

\$ 26.4M +22% y/y

Hyper-Casual

\$ 16.1M -43% y/y

Q1-Q3 2023

Q1-Q3 2023 games by revenue

1.	Hunt Royale	\$14.7M	} TOP 1 34% revenue from games
2.	Darts Club	\$5.0M	
3.	Car Driving School Simulator	\$2.2M	
4.	Falling Art Ragdoll Simulator	\$1.5M	} TOP 5 58% revenue from games
5.	Crazy Plane Landing	\$1.3M	
6.	Ship Ramp Jumping	\$1.3M	
7.	Mine and Slash	\$1.0M	
8.	Base Jump Wingsuit Gliding	\$0.9M	
9.	Dog Life Simulator	\$0.8M	} TOP 10 69% revenue from games
10.	Fight Master	\$0.8M	
	Other	\$13.1M	
	TOTAL	\$42.5M	

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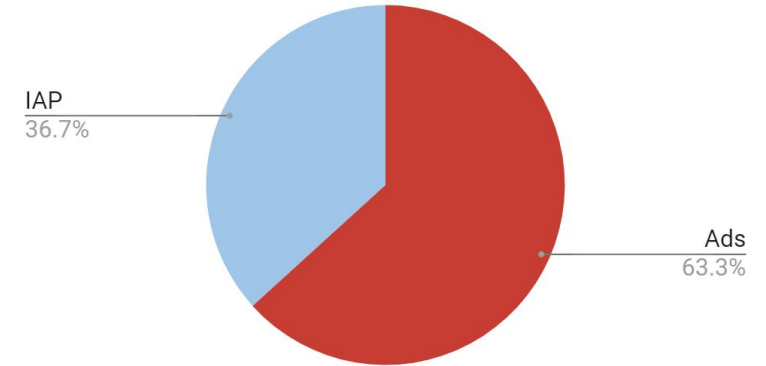
FINANCIAL RESULTS



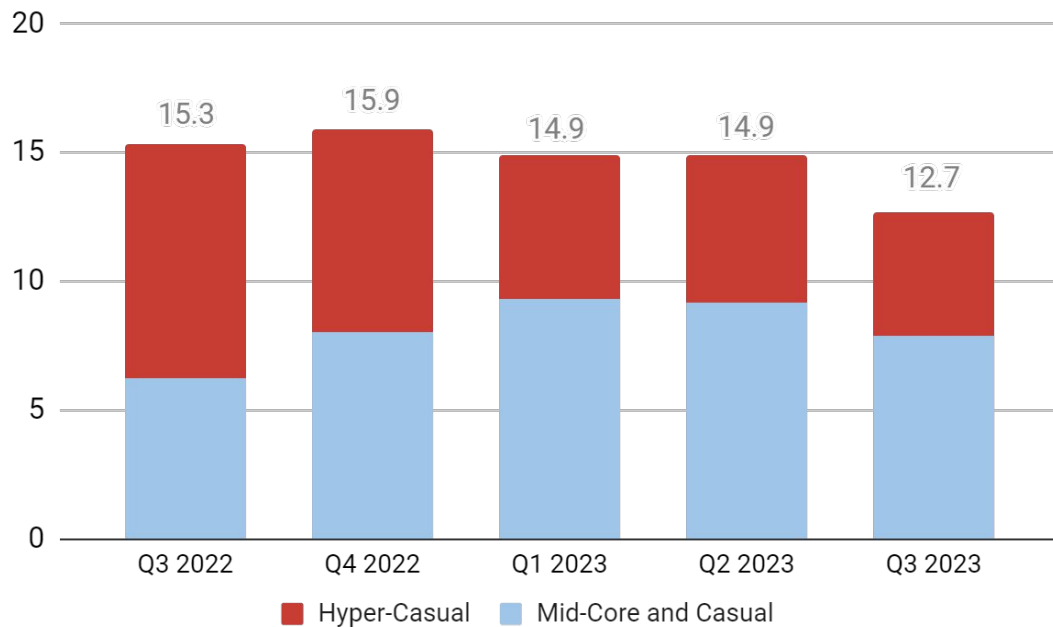
Revenue from games.

- \$42.5M revenue in Q1-Q3 2023 (-15% y/y)
- \$12.7M revenue in Q3 2023 (-15% q/q)
- \$4.4M revenue in October 2023

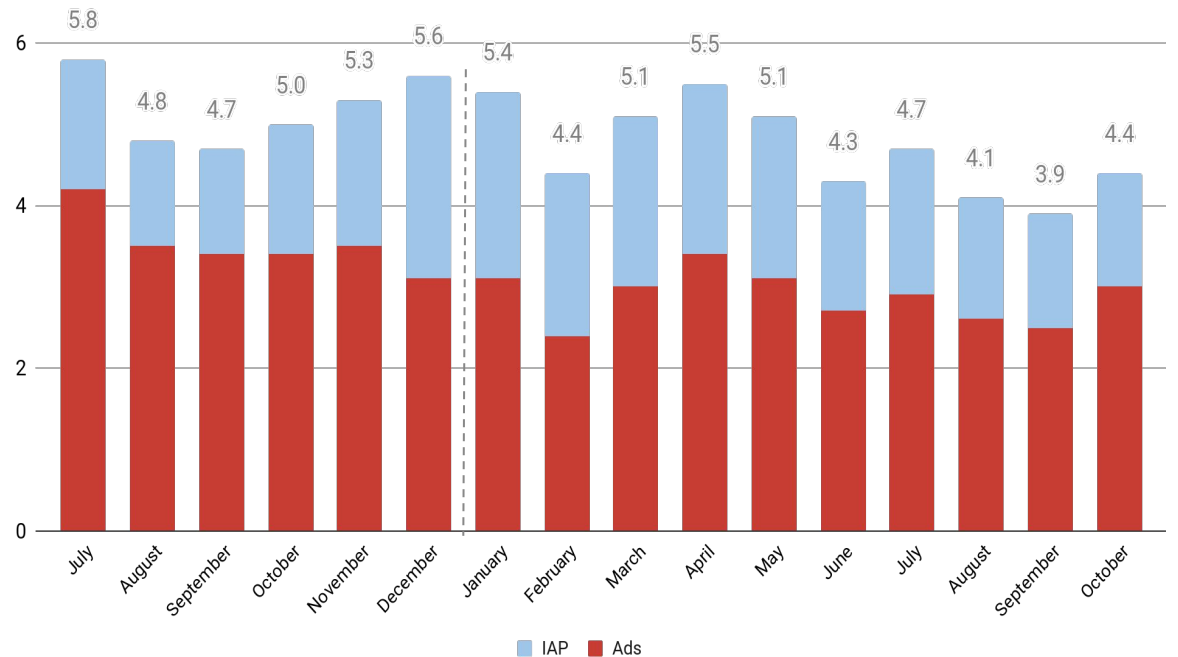
Revenue in Q3 2023



Revenue* (\$M)



Revenue* (\$M)

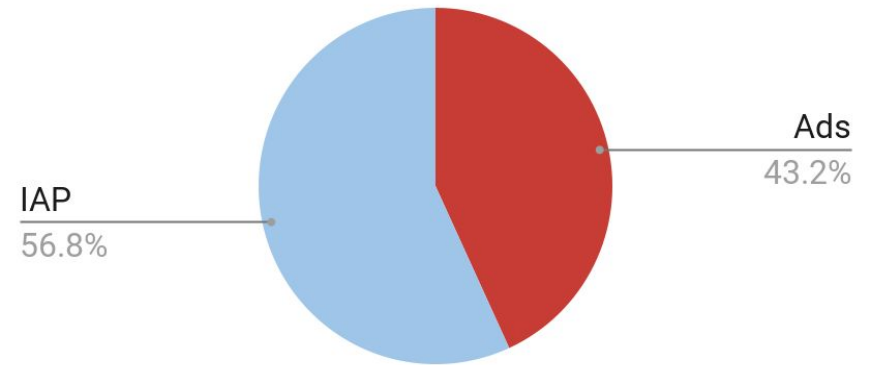


*Presented revenue doesn't include revenue from soft launch, which according to Groups' accounting policy are capitalized as development costs.

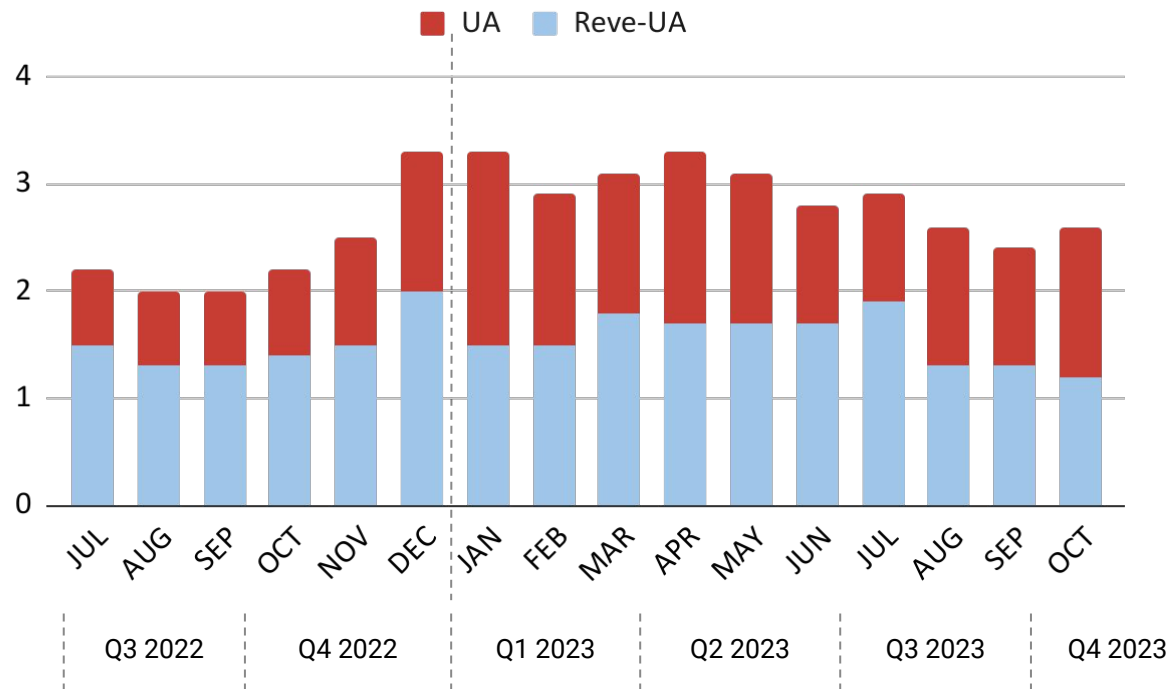
Mid-Core i Casual.

- \$26.4M revenue in Q1-Q3 2023 (+22% y/y)
- \$7.9M revenue in Q3 2023 (-14% q/q)
- 62% share of Mid-Core and Casual in Q3 2023 (vs. 43% in Q3 2022)
- Rich publishing pipeline

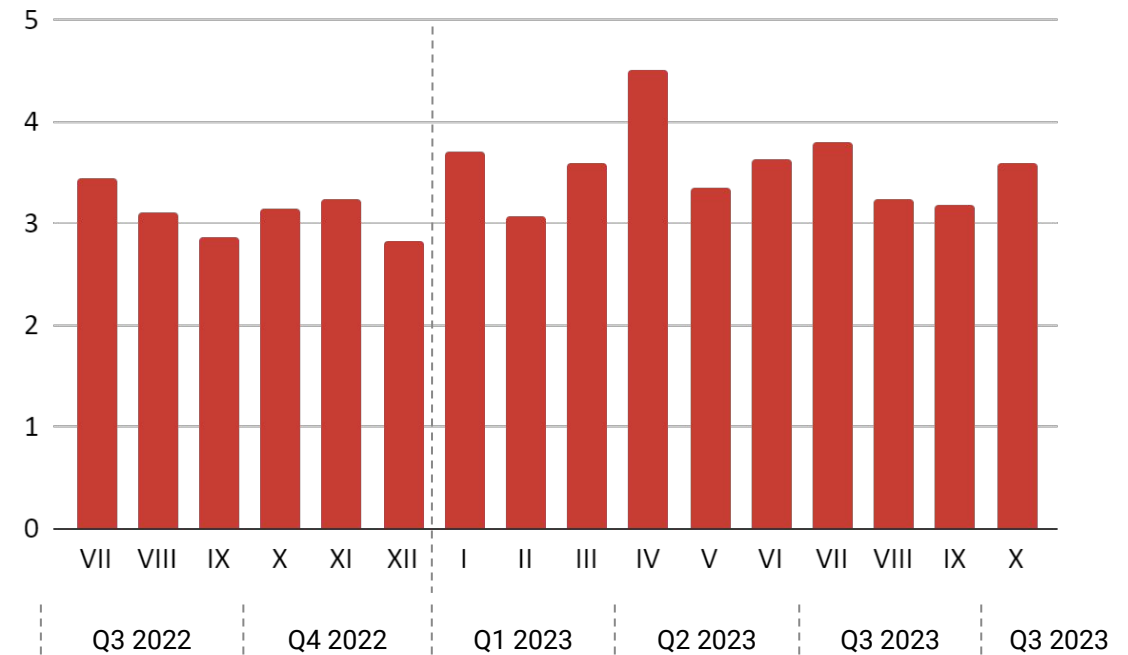
Revenue in Q3 2023



Revenue and User Acquisition* (\$M)



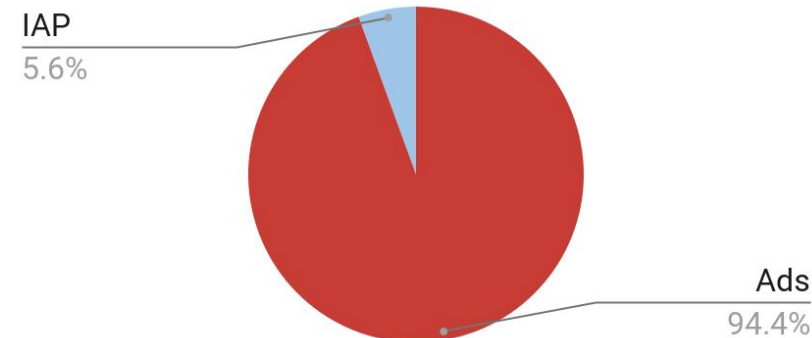
Installs (mln)



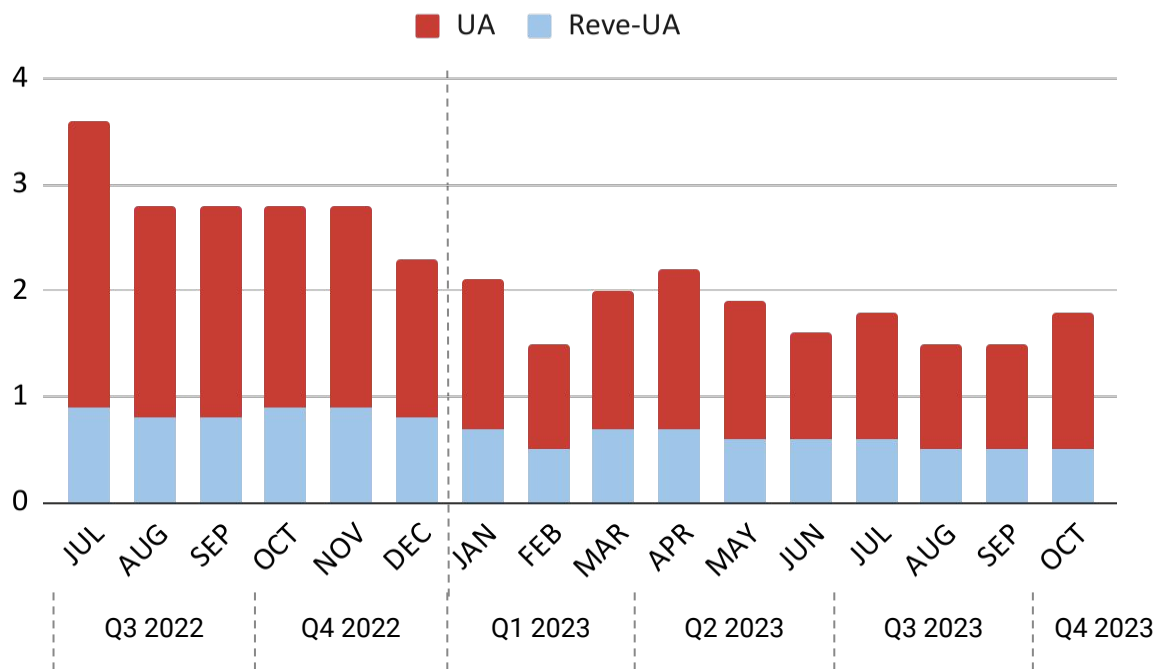
Hyper-Casual.

- \$16.1M revenue in Q1-Q3 2023 (-43% y/y)
- \$4.8M revenue in Q3 2023 (-16% q/q)
- 38% share of Hyper-Casual games in Q3 2023 (vs. 57% in Q3 2022)
- Reduced UA for existing games, fewer releases

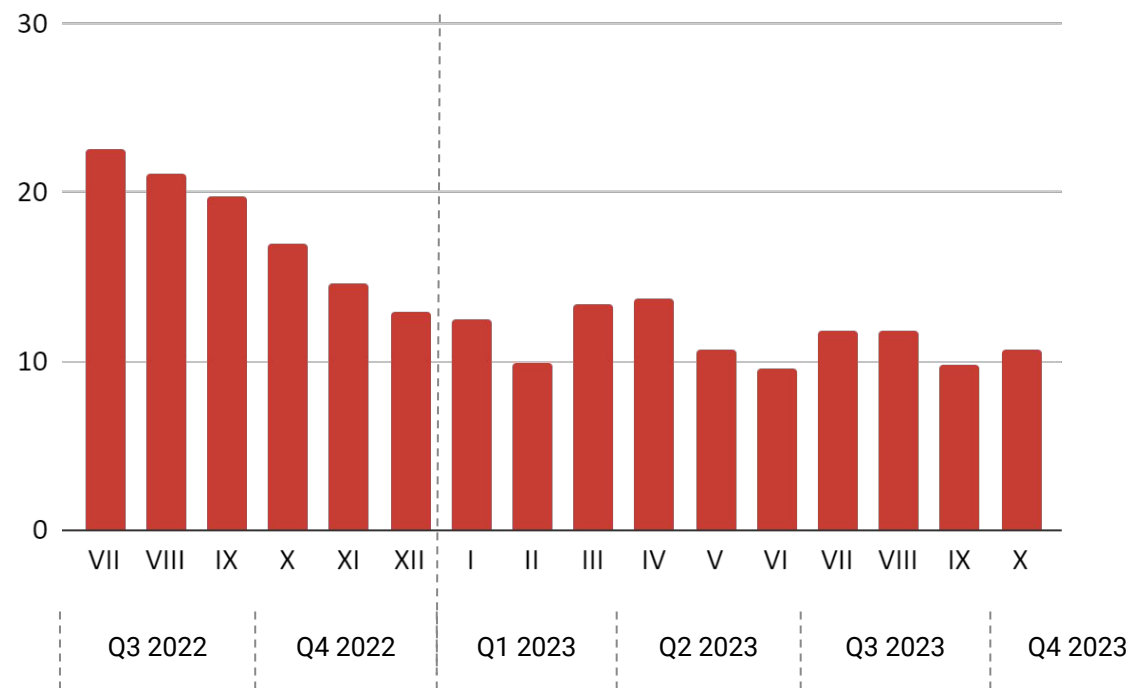
Revenue in Q3 2023



Revenue and User Acquisition* (\$M)



Installs (M)



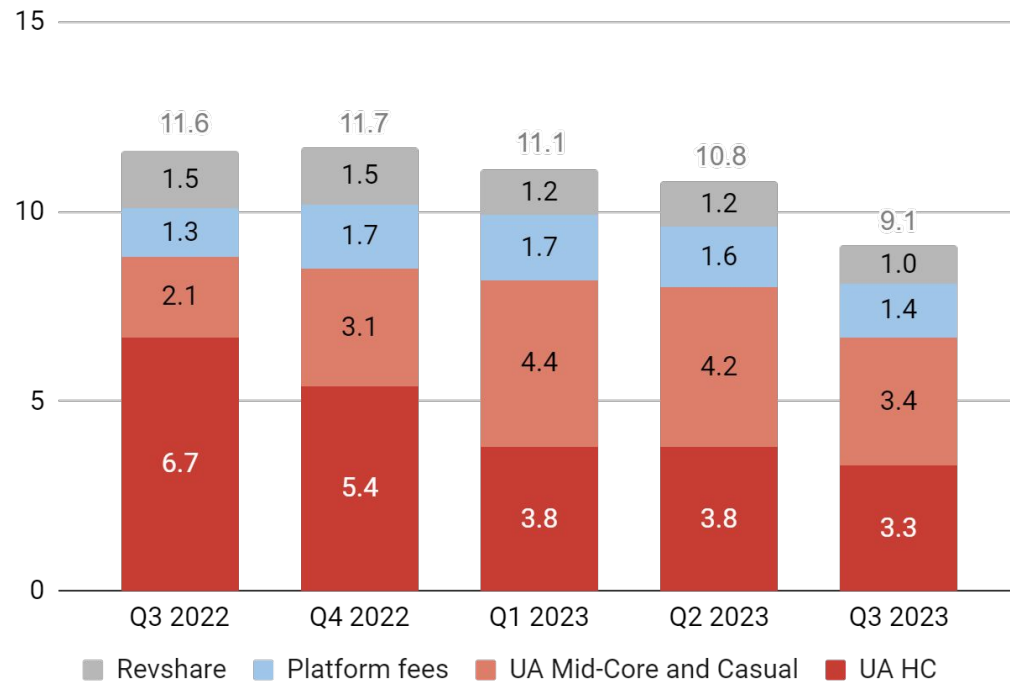
*Presented revenue and UA costs doesn't include values from soft launch, which according to Groups' accounting policy are capitalized as development costs.

Variable costs.

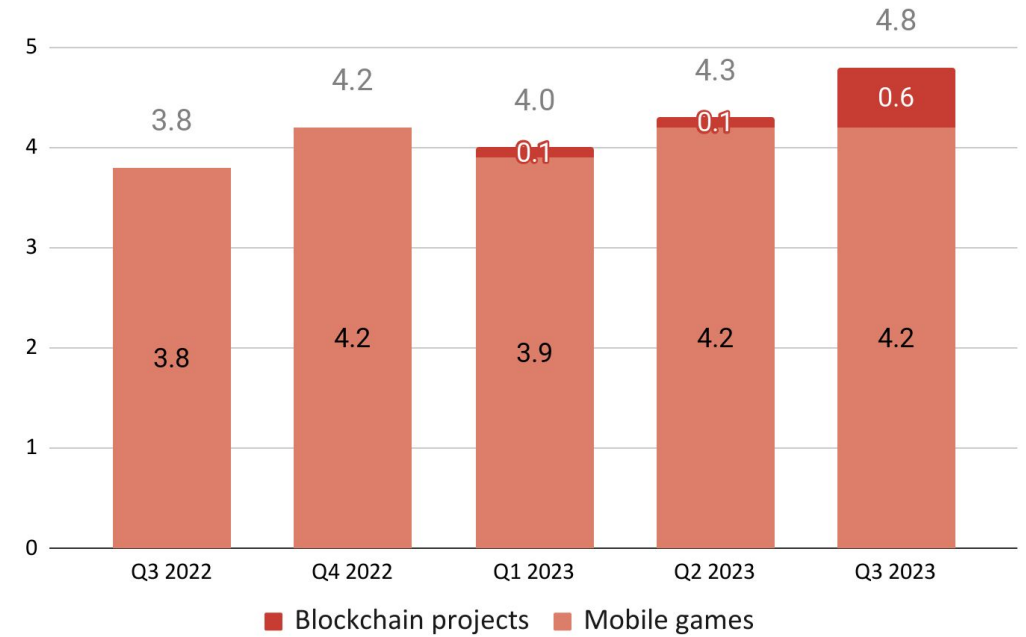
- \$9.1M variable costs in Q3 2023 (-16% q/q)
- \$4.8M revenue net of variable costs in Q3 2023 (+12 q/q)



Main Variable Costs* (\$M)



Revenue Net of Variable Costs* (\$M)

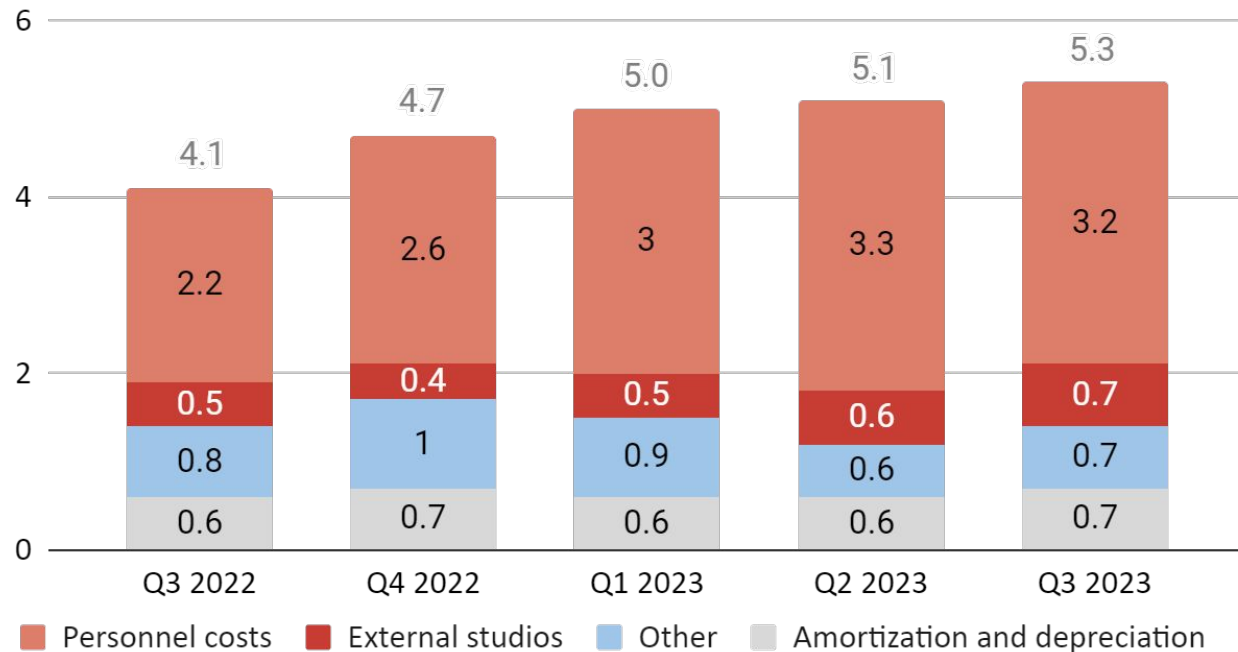


Costs.

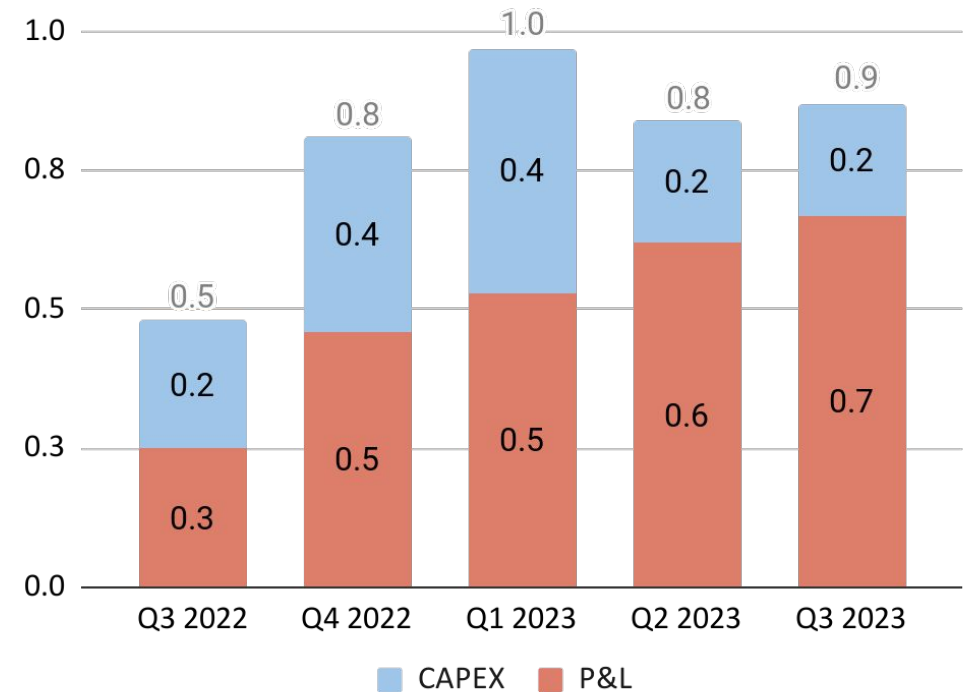
- \$5.3M cost less main variable costs in Q3 2023
- \$2.7M for development of blockchain projects in Q1-Q3 2023 (1.8 mln PLN w P&L)



Cost categories other than main variable costs (\$ M)



Investments in blockchain projects (\$ M)

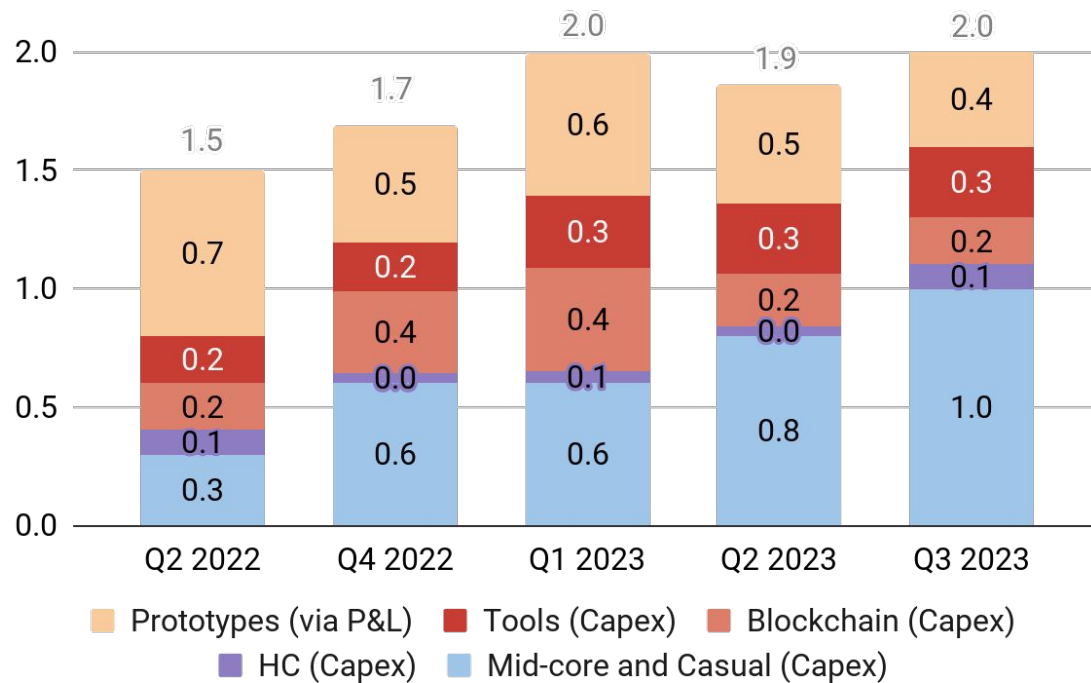


Investments.

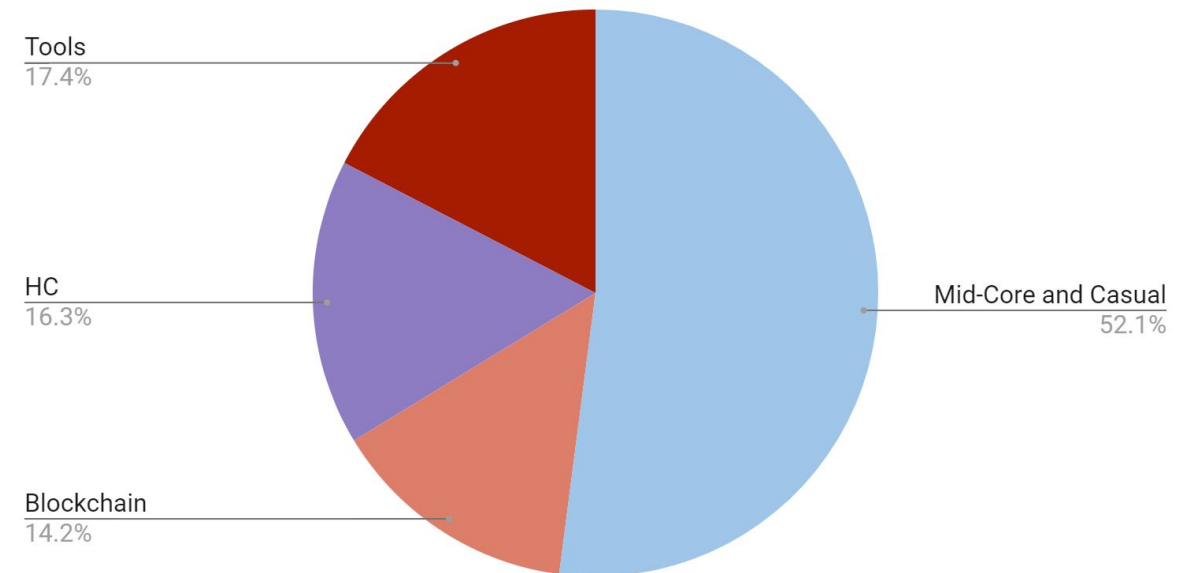
- Lower expenses q/q due to the lower costs of blockchain projects
- Growing share of Mid-Core i Casual games



CAPEX and investments (\$M)



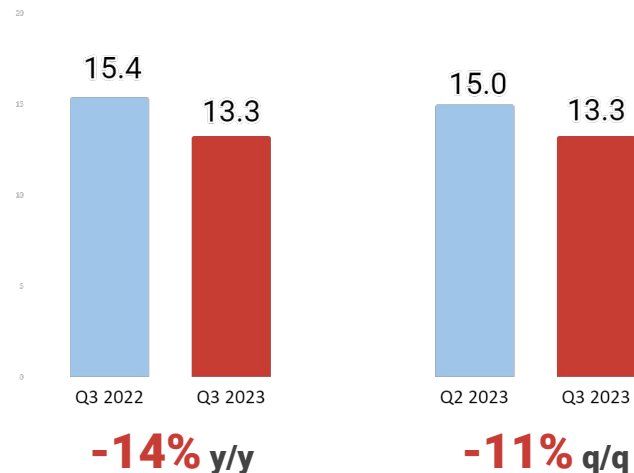
Investments structure (CAPEX and P&L) in Q3 2023



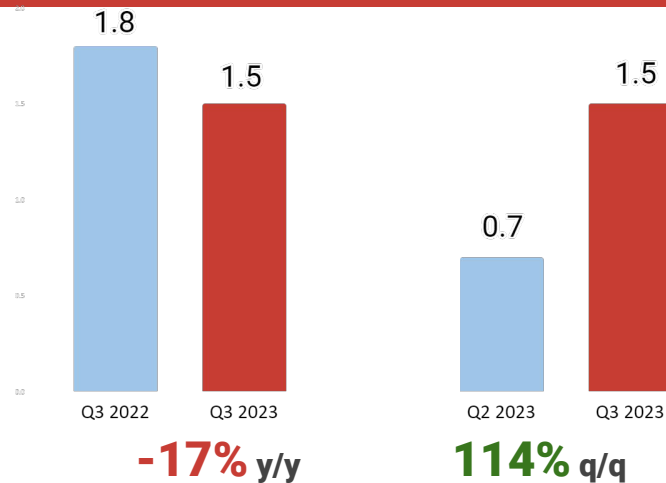
Results.



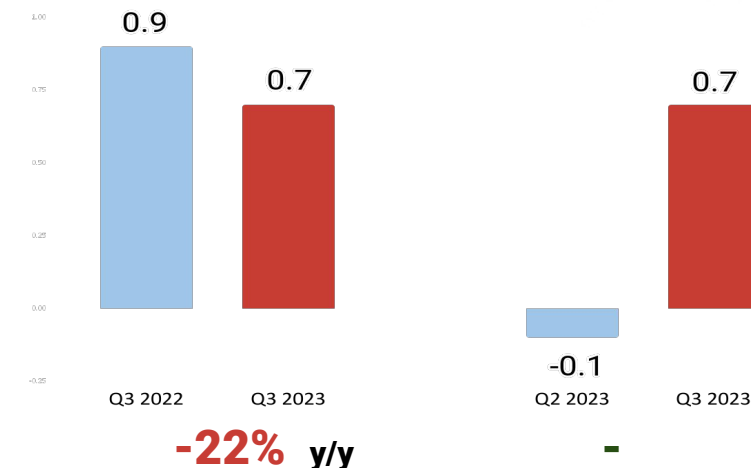
Revenue (\$ M)



adjusted EBITDA* (\$M)



Adjusted net profit* (\$M)



Operating segment results (\$M)	Mobile games**			Blockchain projects		
	Q2 2023	Q3 2023	change q/q %	Q2 2023	Q3 2023	change q/q (\$M)
Revenue	14 272	12 644	-11%	113	587	+474
Adjusted EBITDA*	1 269	1 615	27%	(633)	(116)	+517
Adjusted Net Profit*	519	819	58%	(640)	(140)	+500
CAPEX	1 079	1 368	27%	218	202	-15

*Adjusted for one-off events A detailed description of one-off events in individual quarters of 2022 and 2023 can be found in the Consolidated Report of the BoomBit Group for Q2 2023.

**The values include the elimination of transactions between segments

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SELECTED PROJECTS



Publishing agreements

- Development Mid-Core and Casual portfolio
- 8 publishing agreements with external partners
- Dozen projects in testing phase



Pipeline

Spooky Adventure Park

Build your
Scream Park

BOOMBIT × NANOTITANS

Zombie Drift Arena

Przejmij 1 stref

BOOMBIT × EC GAMES

Car Factory - AI Tycoon

BUILD YOUR CAR FACTORY

BOOMBIT × LUDOSLABS

Boxing Ring

LEAGUE PROGRESS 0/5

BOSS

PROFILE PVP TROPHIES

BOOMBIT × VIVID GAMES

Bowling Club

astronaut 8

training_bot

6 2 8

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Summary

- Growing share of Mid-Core and Casual games.
- Successful launch of *Idle Farm: Harvest Empire*.
- Rich pipeline of own productions, further publishing and testing agreements with external partners.
- Planned expansion the offer with new platforms (Steam, Google Play Pass, Google Play Games on PC, web platforms).
- New joint venture - Mobile Esports.
- Commercialization of analytical and marketing tools.



**DEVELOPMENT OF GAME PORTFOLIO
NEW INITIATIVES**

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ATTACHMENTS



Key financial data

kPLN	Q1 2022	Q2 2022	Q3 2022	Q1-Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q1-Q3 2023
Revenue**	66 153	81 915	73 624	221 692	72 348	65 436	62 763	55 294	183 493
Revenue - variable costs	16 466	18 546	18 328	53 340	19 048	16 990	17 529	17 676	52 195
EBITDA	6 037	5 729	8 738	20 504	2 977	3 508	2 122	4 906	10 536
Net profit	2 273	1 957	3 452	7 682	1 555	337	6 742	1 484	8 563
One-off effects***	-	899	1 222	2 121	545	149	(9 413)	1 381	(7 883)
EBITDA adj.	6 037	5 729	8 738	20 504	3 497	3 657	2 773	6 265	12 695
Net profit adj.	2 273	2 685	4 442	9 400	1 996	458	(527)	2 838	2 769
CAPEX	3 949	3 800	4 558	12 307	5 201	6 242	5 655	6 562	18 459
Cash (end of quarter)	37 325	38 993	33 548	33 548	44 997	46 829	46 745	41 180	41 180

*Presented revenue does not include revenue from soft launch, which according to Groups' accounting policy, are capitalised as development costs.

**In 2023 – valuation of shares in SuperScale s.r.o. to fair value, costs of the incentive program related to the valuation of shares in SuperScale s.r.o., write-offs due to the impairment of development work expenses, impairment losses on loans and receivables granted. In 2022 – valuation of shares in Superscale s.r.o. to fair value, impairment losses on loans and receivables granted and development expenditure.

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Thank You

Kontakt IR:

Michał Dalba

+48 533 339 770

boombit@tailorsgroup.pl