INVESTOR PRESENTATION 2023

Highlights

- $58.7M revenue from sales:

    $56.8M from mobile games

    $1.9M from blockchain projects

- $2.3M consolidated net result
- Development of the publishing of Mid-Core/Casual games
- Joint venture - Mobile Esports
- Development of BoomBit Services

Top games in 2023 by revenue

Revenue from games
$ 56.8M -14% y/y

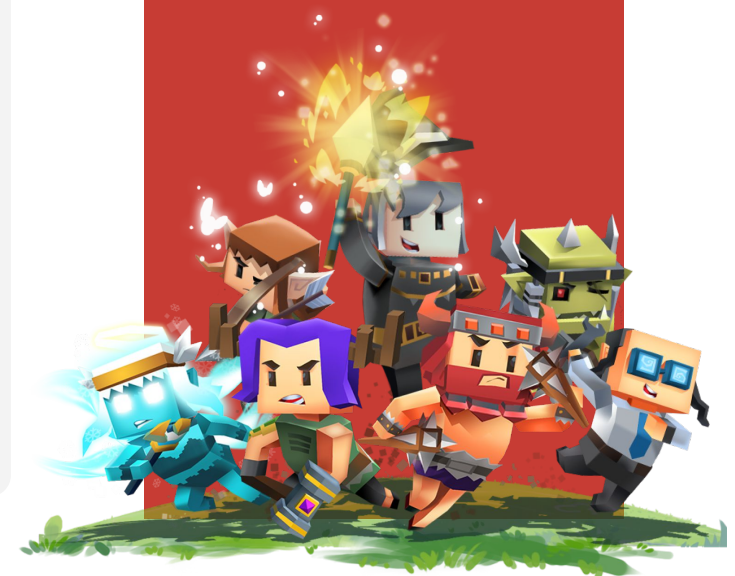| Mid-Core/Casual $ 34.8M	Hyper-Casual $ 22M
+17% y/y	-39% y/y

2023 games by revenue ($ M)

1.	Hunt Royale	18.0
2.	Darts Club	7.1
3.	Car Driving School Simulator	3.0
4.	Crazy Plane Landing	2.1
5.	Falling Art Ragdoll Simulator	1.8
6.	Ship Ramp Jumping	1.7
7.	Mining Fever	1.3
8.	Dog Life Simulator	1.1
9.	Base Jump Wingsuit Gliding	1.1
10.	Idle Farm	1.0

BOOMBIT

Publishing plans

- **10+ releases of Mid-Core/Casual games in 2024**

  own production and external games

- **Development of the publishing Mid-Core/Casual games**

  Cooperation with external studios

  Intensive search for interesting titles on the market

  30+ games in tests

- **Work on further Hyper-Casual games**

BOOMBIT

Bowling Club

- **Sports game**

  A realistic bowling simulation with online PvP and extensive social features

- **Own production**

  The work of the experienced team behind Darts Club

- **Release date**

  April 2024

BOOMBIT

GET IT ON Google Play

Download on the App Store

Dawn of Ages

- **Strategic game**

  Realistic medieval battles and kingdom expansion with RPG elements in a unique graphic design

- **Cooperation with Stratosphere studio**

  External developer responsible for Homeworld Mobile

- **Release date**

  May 9, 2024

BOOMBIT

GET IT ON Google Play

Download on the App Store
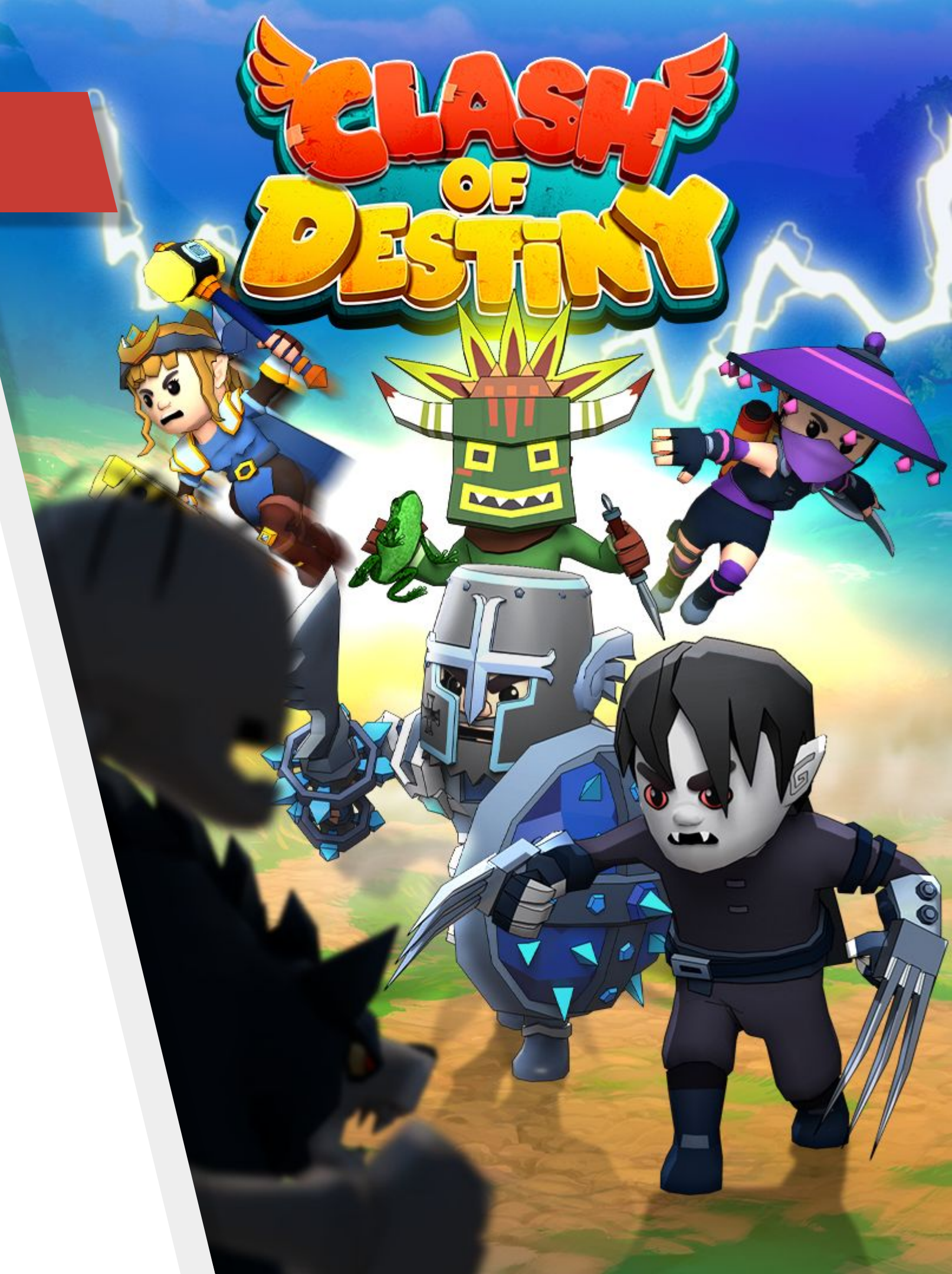
Clash of Destiny

- **Fantasy RPG game**

  The player fights randomly placed opponents, using skills unlocked during the game

- **New title from the creator of Hunt Royale**

  Years of experience in the production of RPG games

- **Release date**

  June/July 2024

BOOMBIT

GET IT ON Google Play

Download on the App Store

Hero Legacy

- **Adventure RPG game**

  A mix of atmosphere of iconic RPGs from the 90s and modern mobile solutions

- **Improved version of the game**

  Complex gameplay mechanics and engaging, extensive storyline

- **Release date**

  May/June 2024

Loot Heroes

- **Cooperative fantasy RPG game**

  A combination of extensive character and equipment development mechanisms with excellent graphics

- **Cooperation with Madcore studio**

  Cracow based studio founded by a group of "veterans"

- **Release date**

  Q3 2024

BOOMBIT

GET IT ON Google Play

Download on the App Store

Train King Tycoon

- **Strategic game**

  Build railway lines and manage realistically reproduced historical trains

- **Cooperation with Charged Monkey studio**

  An experienced team of over 25 people based in Prague

- **Release date**

  Q3 2024

BOOMBIT

GET IT ON
Google Play

Download on the
App Store

Other

- **Boxing Ring**   **Release date:** Q2 2024

  Sports game in cooperation with Vivid Games

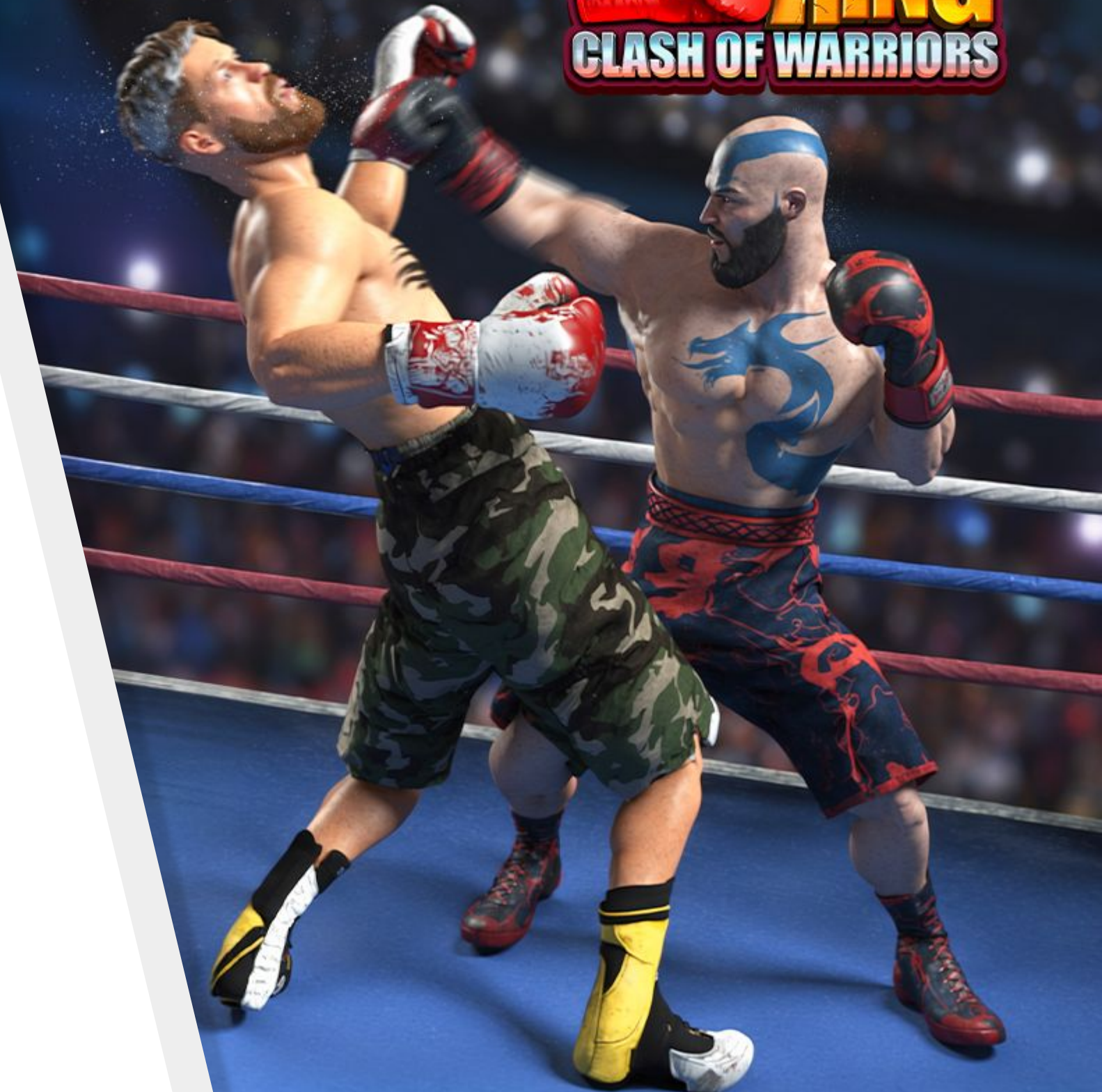- **Dark Forest**   **Release date:** Q2 2024

  Update to the Hunt Royale game, significantly increasing the content and including new game modes

- **Hunt Origin**   **Release date:** Q4 2024

  A new game set in the Hunt Royale universe

- **Idle Royal Stories**   **Release date:** Q3 2024

  Created by Outloud Games studio

BOOMBIT

GET IT ON Google Play

Download on the App Store

Key new initiatives

- Paid UA services

- Commercialization of tools (BI Tools + ROI Predictor)

- CrossPromo/own advertising network

- Playables

- Mobile Esport

- Development on additional platform
  (Google Play Pass, Steam, consoles, browsers)
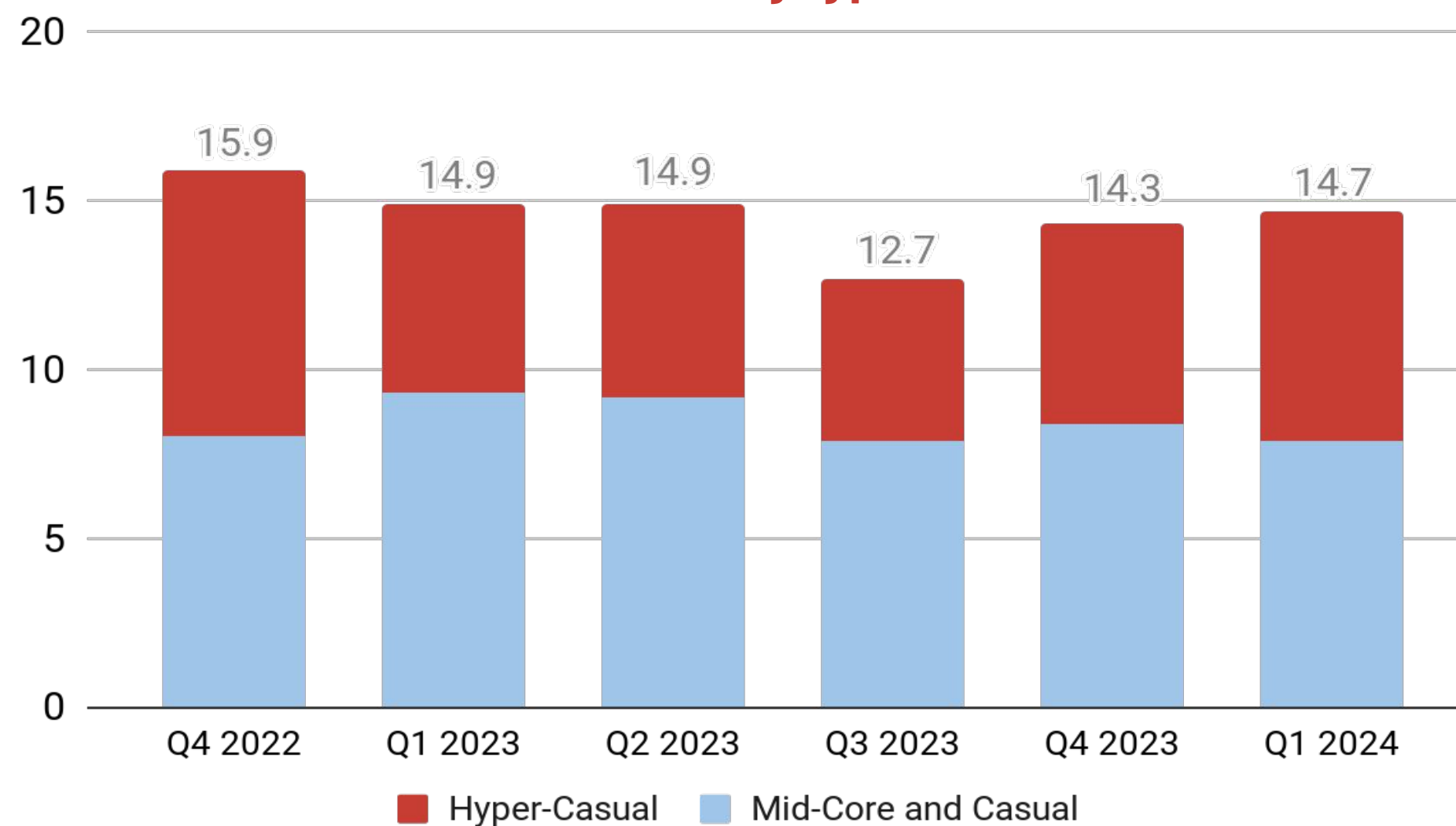
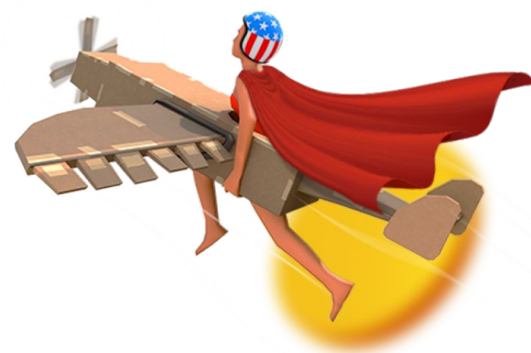**BOOMBIT**

Financial results

Revenue from mobile games

- $56.8M 2023 (-14% y/y)
- $14.3M in Q4 2023 (+13% q/q)
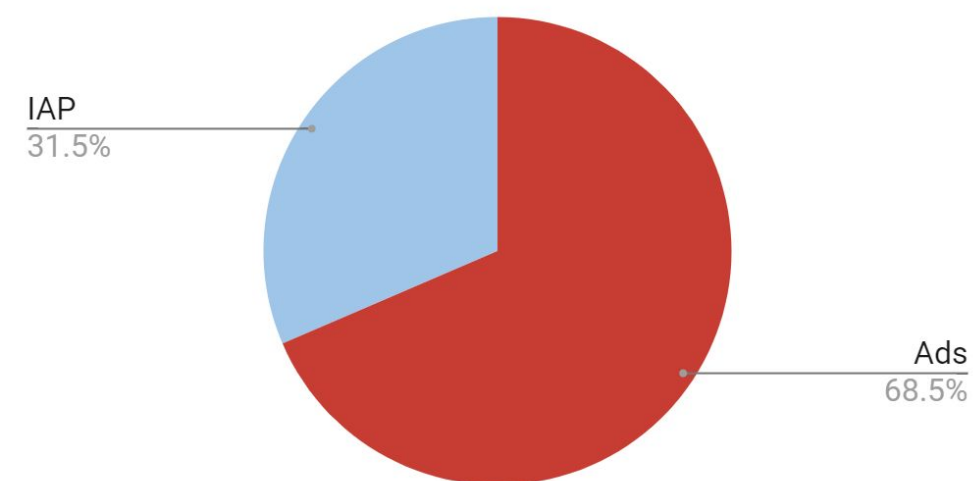- $14.7M in Q1 2024* (+3% q/q)

Revenue by type ($M)

	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024
Total	15.9	14.9	14.9	12.7	14.3	14.7

■ Hyper-Casual ■ Mid-Core and Casual

the presented data comes from the Group's current reports

BOOMBIT

Monthly revenue ($M)

Q4 2023 revenue by source

IAP
31.5%

Ads
68.5%

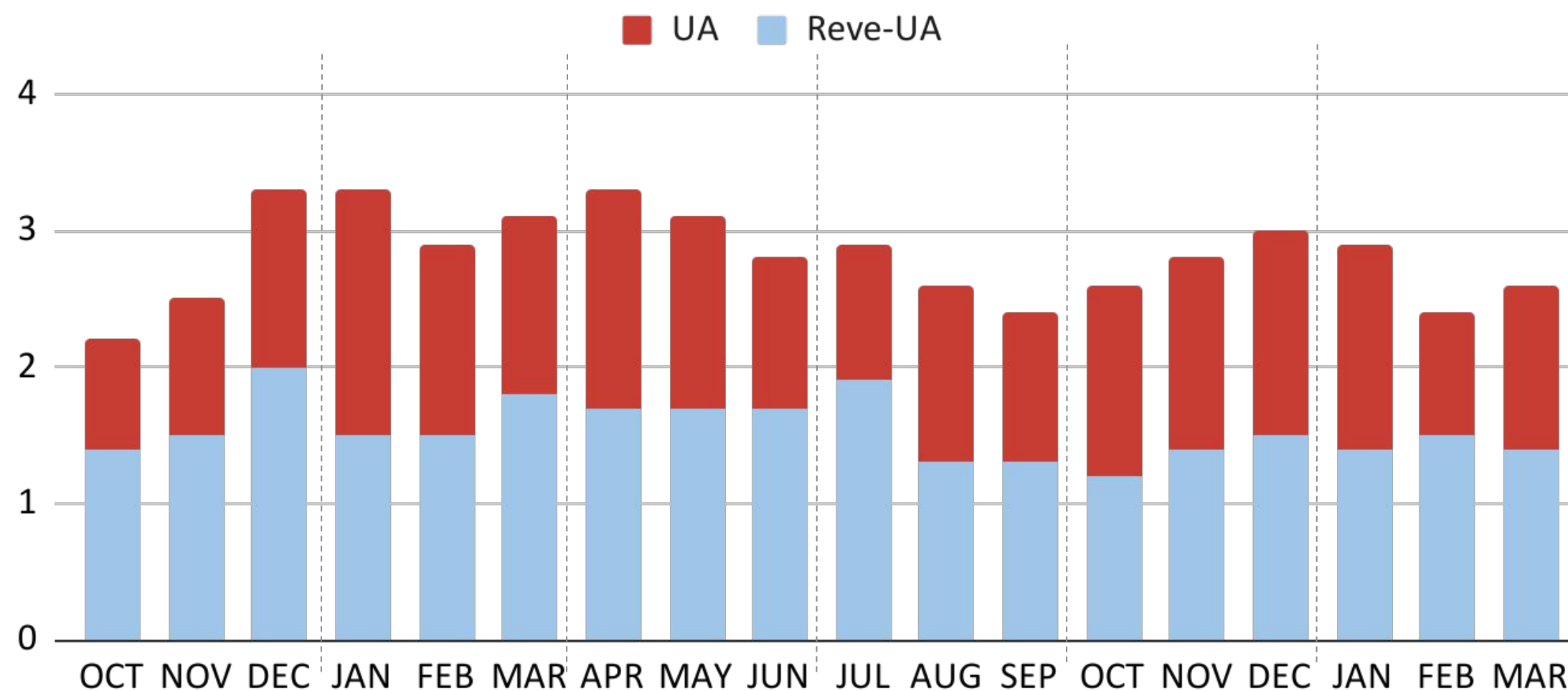|		
October	5.0	
November	5.3	
December	5.6	
January	5.4	
February	4.4	
March	5.1	
April	5.5	
May	5.1	
June	4.3	
July	4.7	
August	4.1	
September	3.9	
October	4.4	
November	4.6	
December	5.3	
January	5.2	
February	4.5	
March	5.0	

IAP   Ads

Mid-Core / Casual

- **$34.8M revenue in 2023** **(+17% y/y)**
- **$8.4M revenue in Q4 2023 (+6% q/q)**
- **$7.9M revenue in Q1 2024* (-6% q/q)**

Revenue and User Acquisition ($M)

Legend: ■ UA ■ Reve-UA

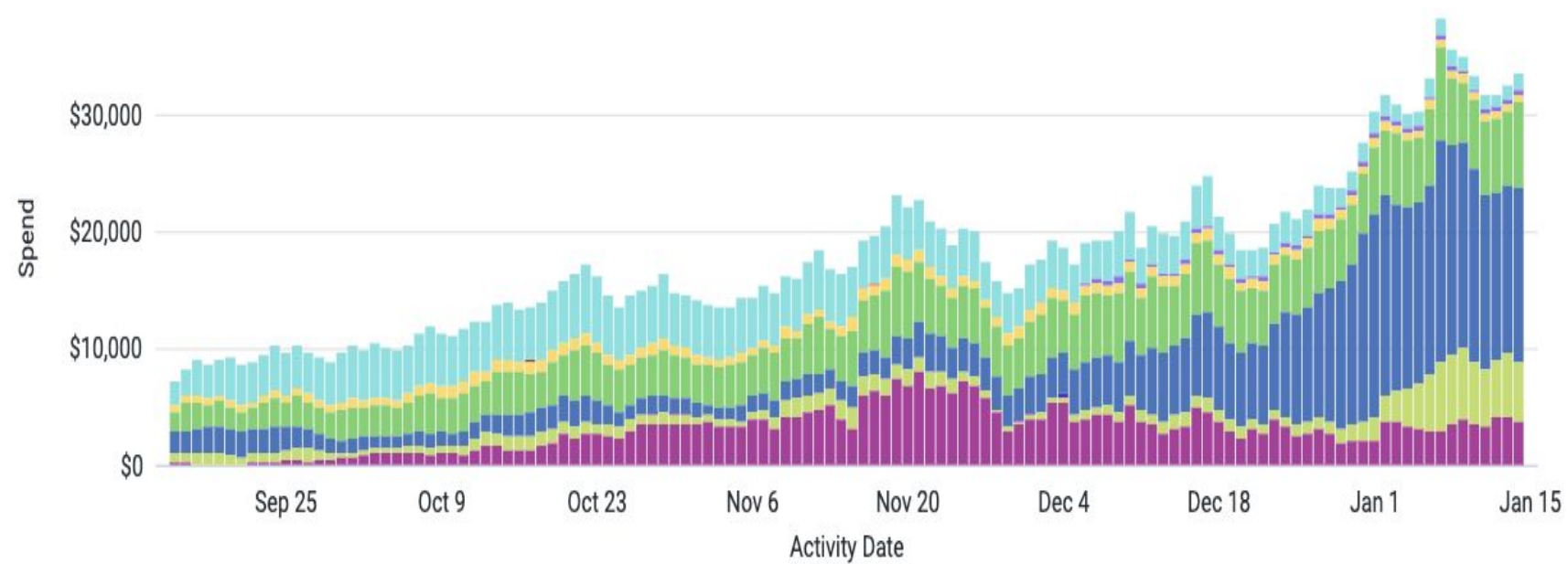Chart x-axis: OCT NOV DEC JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR

the presented data comes from the Group's current reports

Darts Club

15th Sept – 15th Jan '24

Spend by Media source

DAU & Revenue
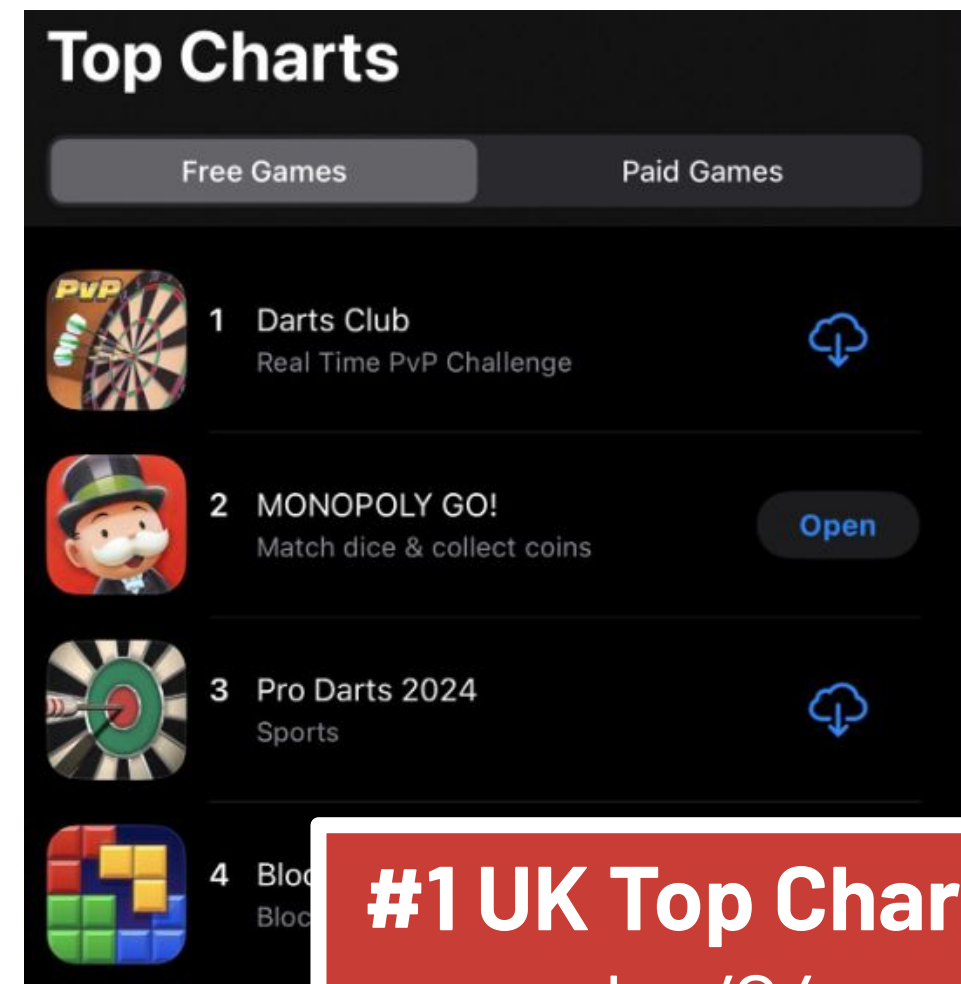

— DAU   ● Ad Revenue   ● IAP Revenue Net

Darts Club
Casual

Top Charts

| Free Games | Paid Games |

1. Darts Club — Real Time PvP Challenge
2. MONOPOLY GO! — Match dice & collect coins — Open
3. Pro Darts 2024 — Sports
4. Bloc... — Bloc...
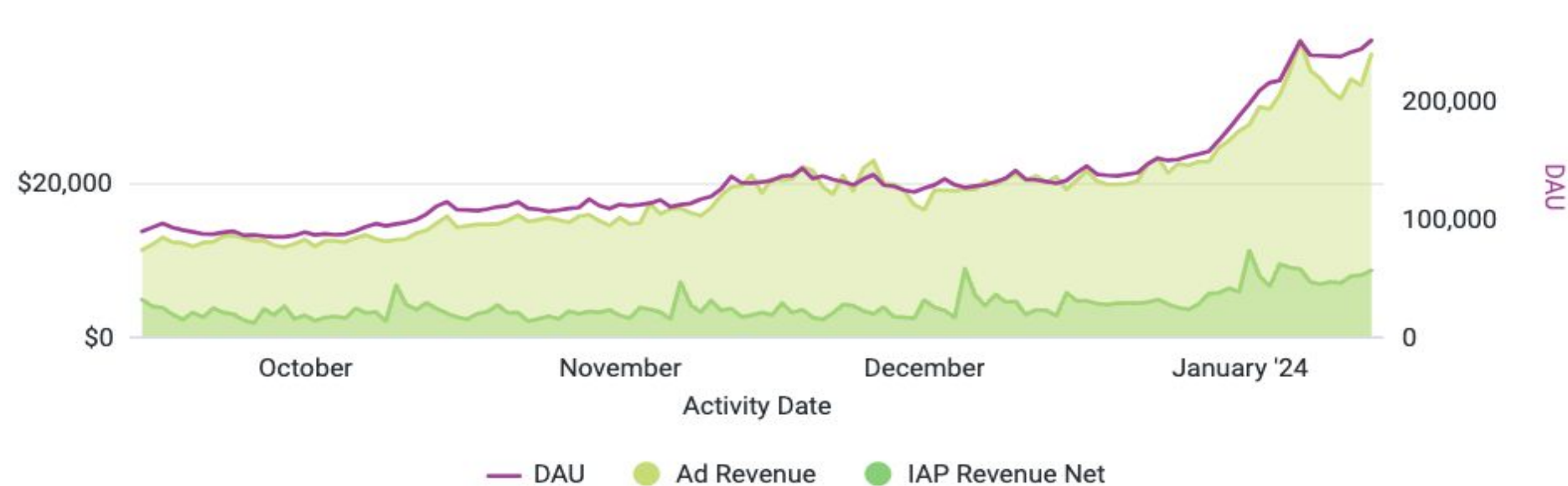
#1 UK Top Charts
Jan'24

BOOMBIT

BOOMBIT

Planned +10 releases of Mid-Core / Casual games in 2024

Q4 2023 revenue by sources

IAP
48.4%

Ads
51.6%

Installs (M)

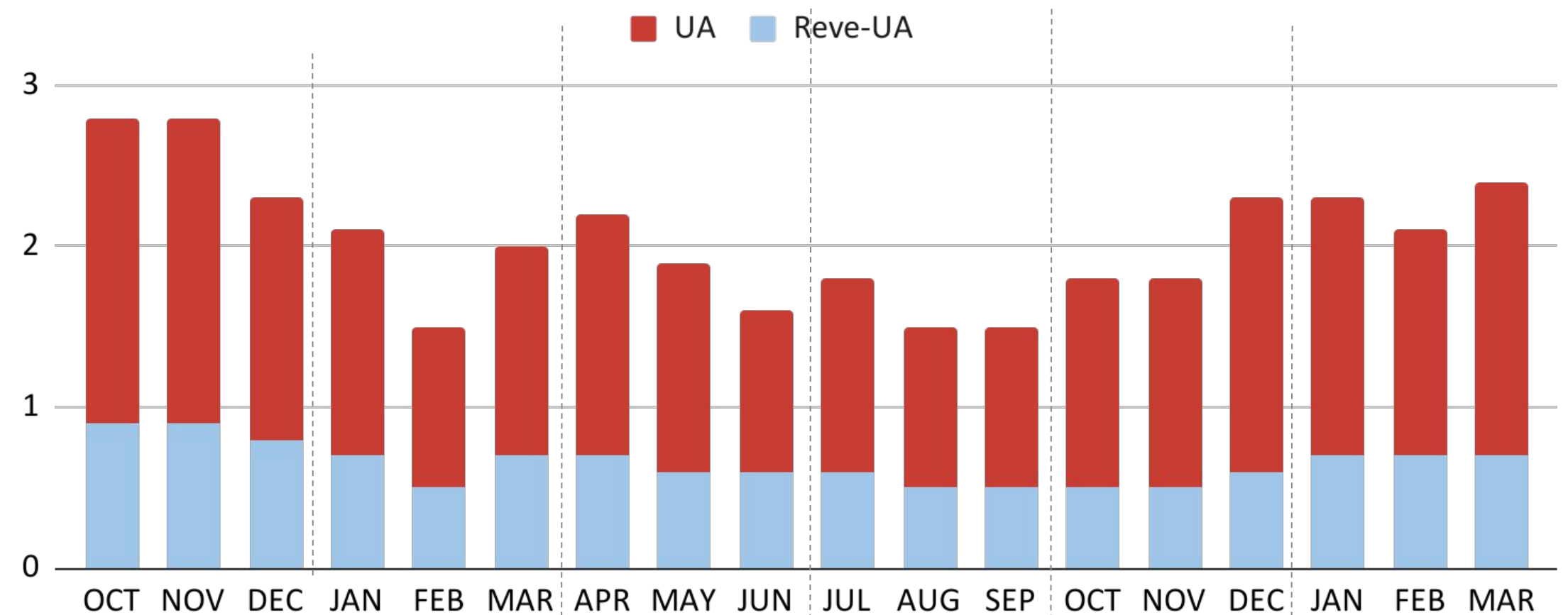| | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR |
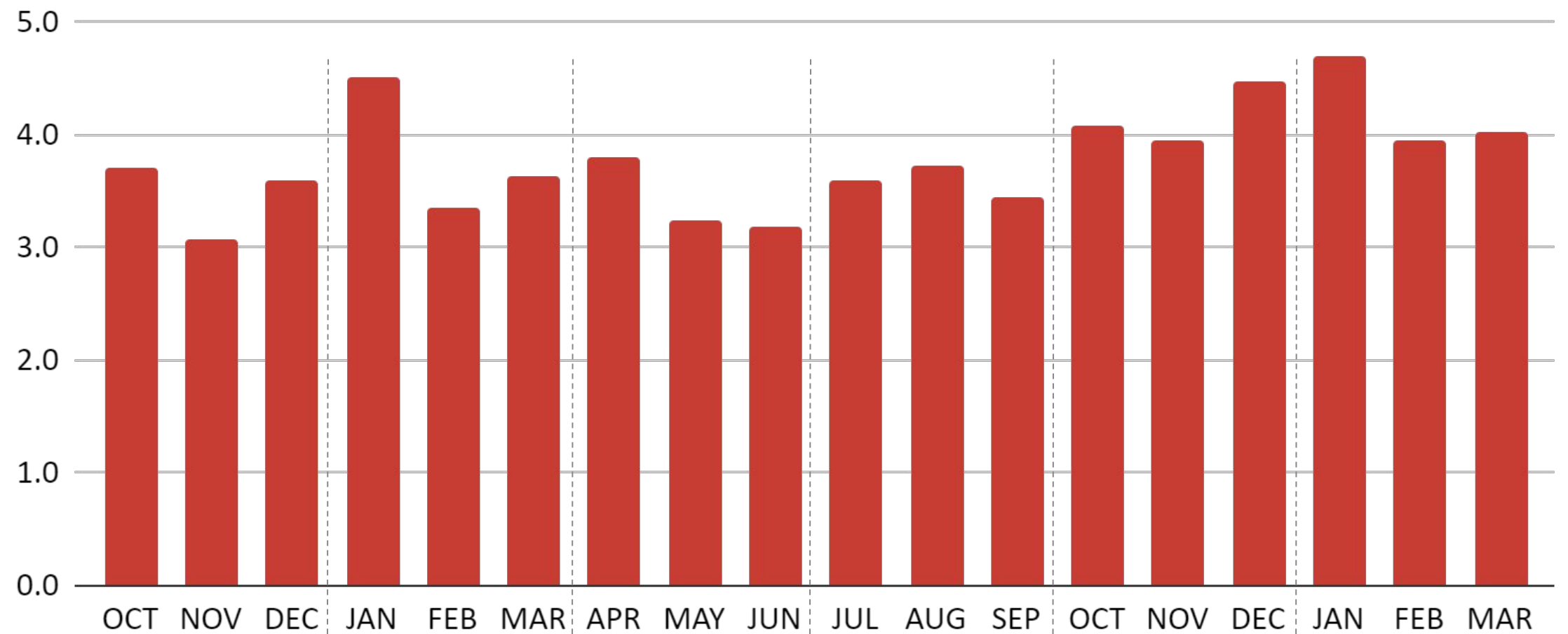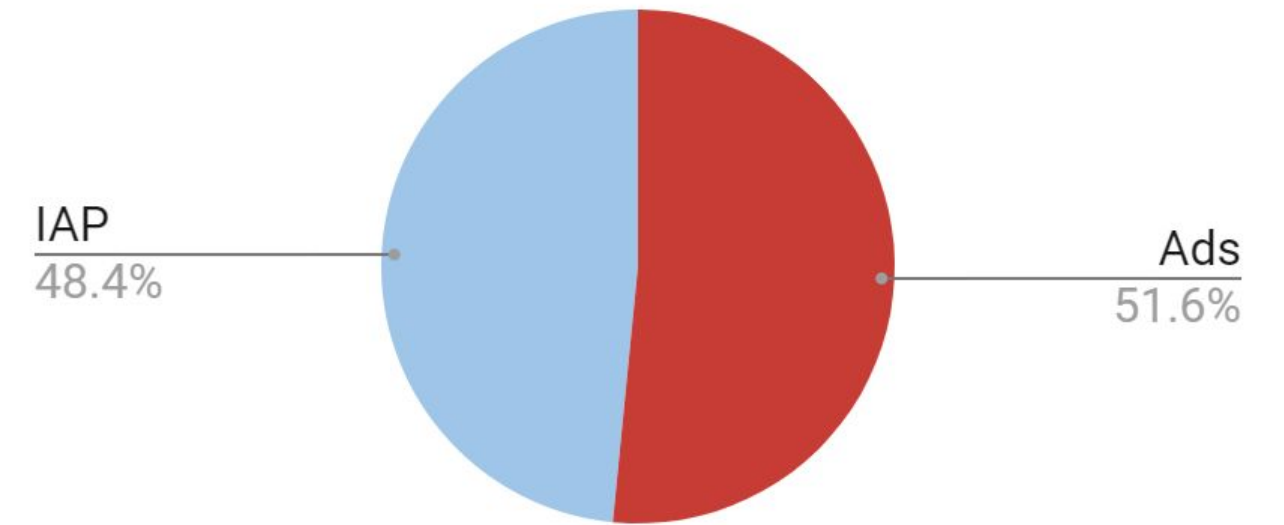
Hyper-Casual games

- $22M revenue in 2023 (–39% y/y)
- $5.9M revenue in Q4 2023 (+23% q/q)
- $6.8M revenue in Q1 2024* (+15% q/q)

Revenue and User Acquisition ($M)

Legend: ■ UA ■ Reve-UA

X-axis: OCT NOV DEC JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR

Y-axis: 0, 1, 2, 3

*the presented data comes from the Group's current reports

BOOMBIT

Q4 2023 revenue by sources
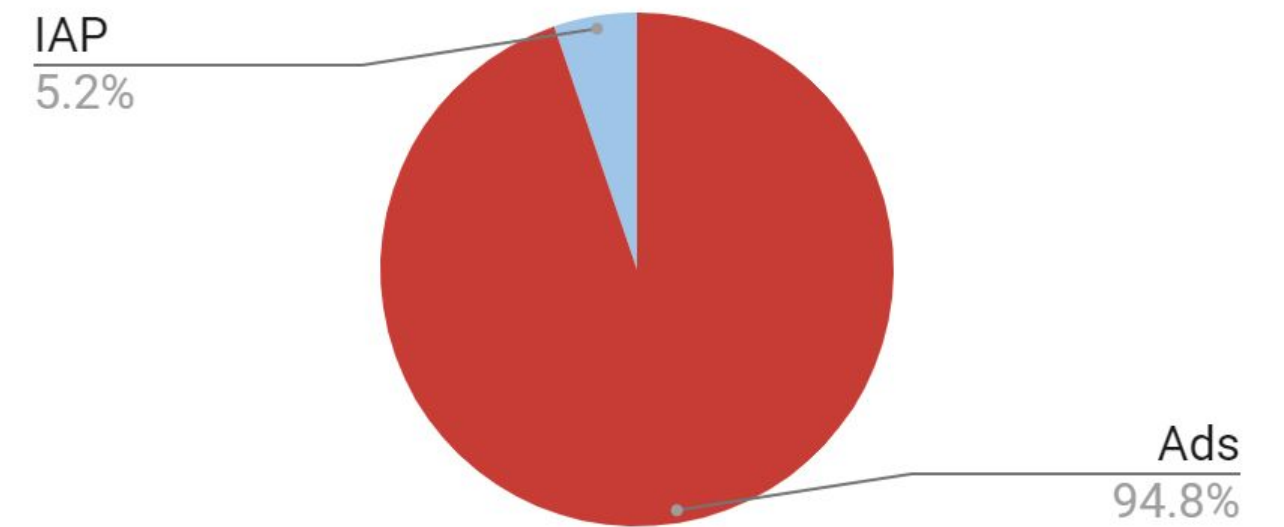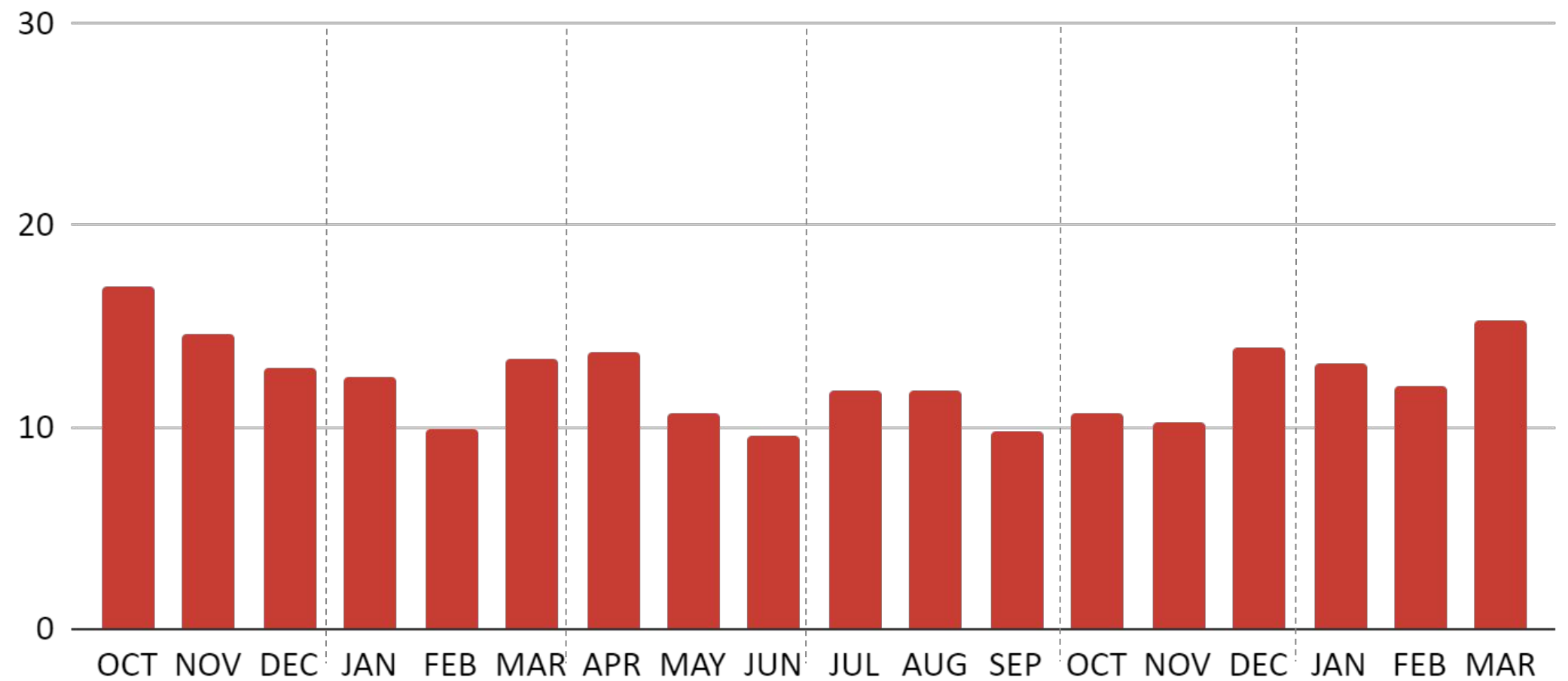
IAP
5.2%

Ads
94.8%

Installs (M)

OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR
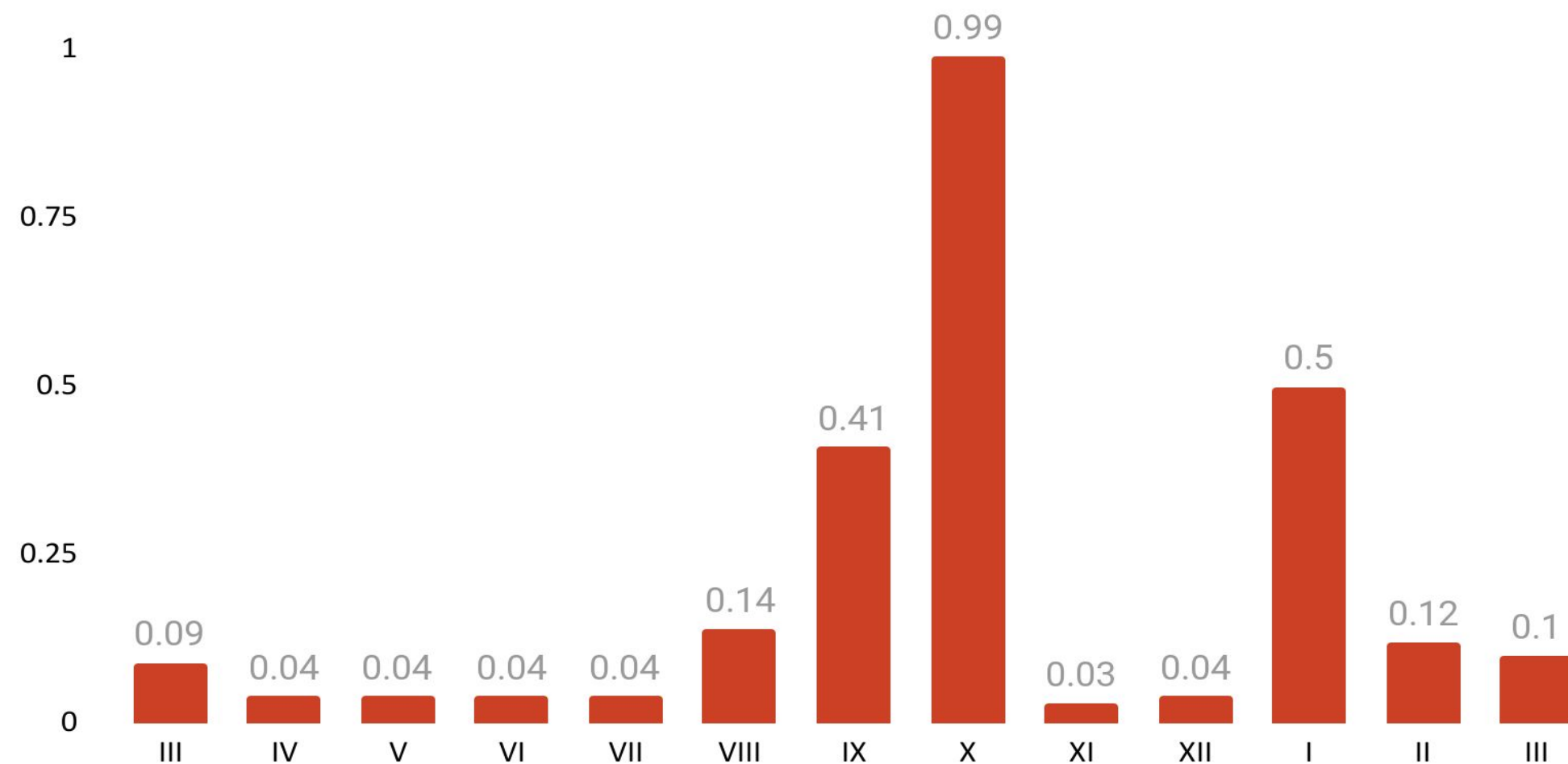
Variable costs

- **$10.6M variable costs in Q4 2023 (16% q/q)**
- **$4.8M revenue net of variable costs in Q4 2023 (14% q/q)**

Main variable costs ($M)

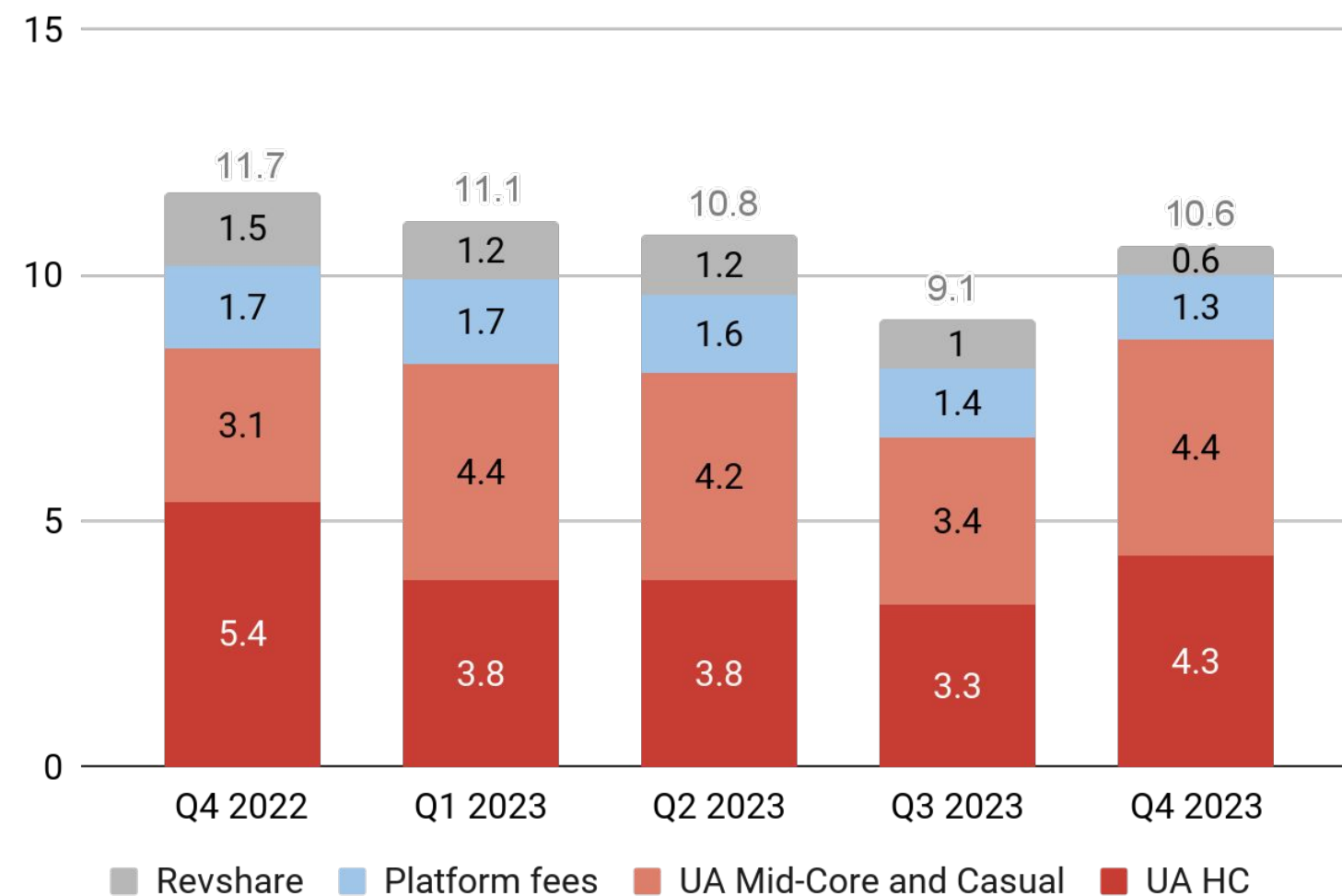|	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023
Total	11.7	11.1	10.8	9.1	10.6
Revshare	1.5	1.2	1.2	1	0.6
Platform fees	1.7	1.7	1.6	1.4	1.3
UA Mid-Core and Casual	3.1	4.4	4.2	3.4	4.4
UA HC	5.4	3.8	3.8	3.3	4.3

Legend: Revshare, Platform fees, UA Mid-Core and Casual, UA HC

Revenue net of variable costs (mln PLN)

	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023
Total	4.2	3.9	4.2	4.2	4.8
Blockchain projects	0.0	0.1	0.1	0.6	1.1
Mobile games	4.2	3.8	4.1	3.6	3.7

Legend: Blockchain projects, Mobile games

BOOMBIT
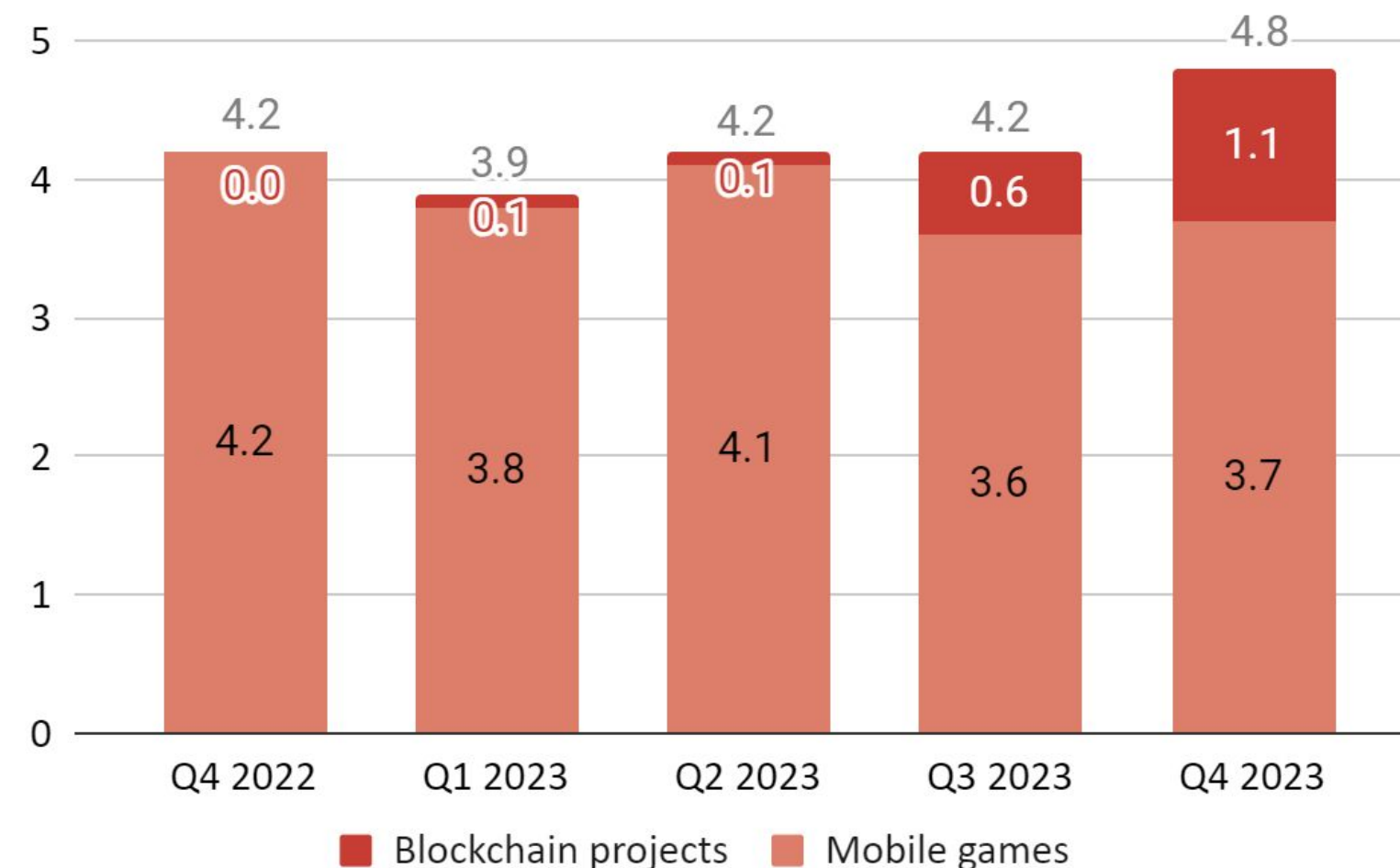
Costs

- $5.4M costs less main variable costs in Q4 2023 (2% q/q)
- $3.4M for development of blockchain projects in 2023 (+44% y/y)

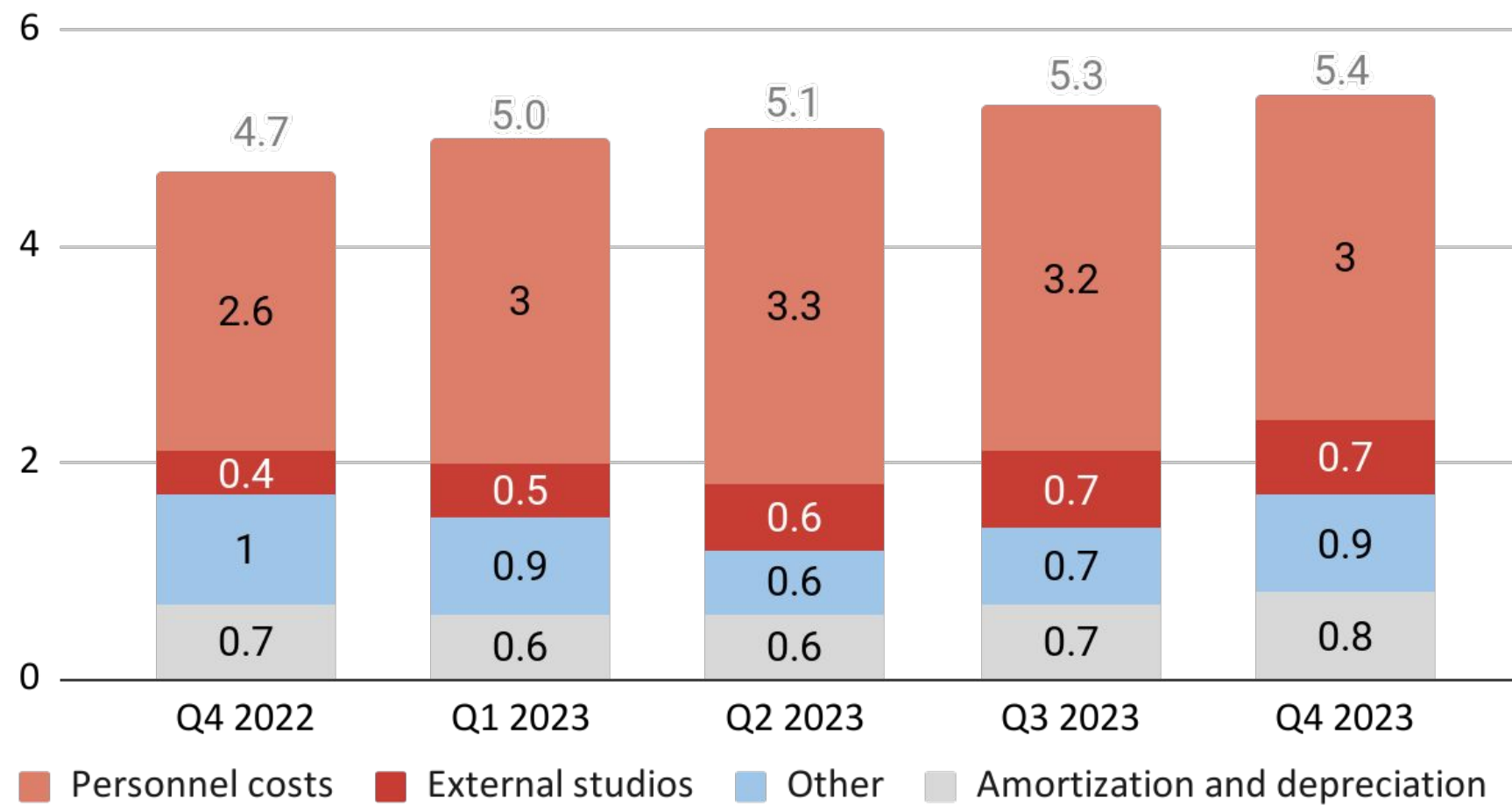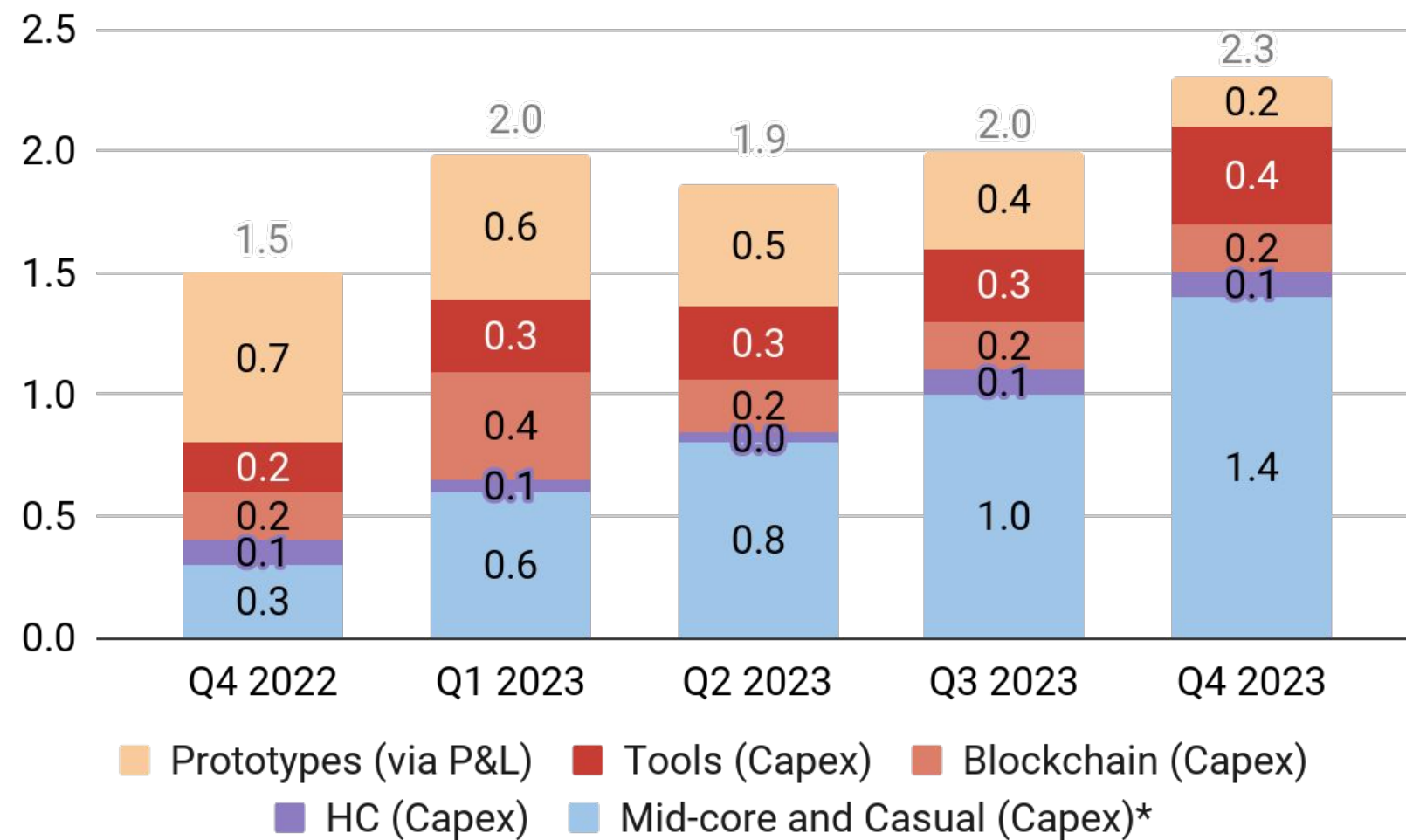**Cost categories other than main variable costs ($M)**

Personnel costs   External studios   Other   Amortization and depreciation

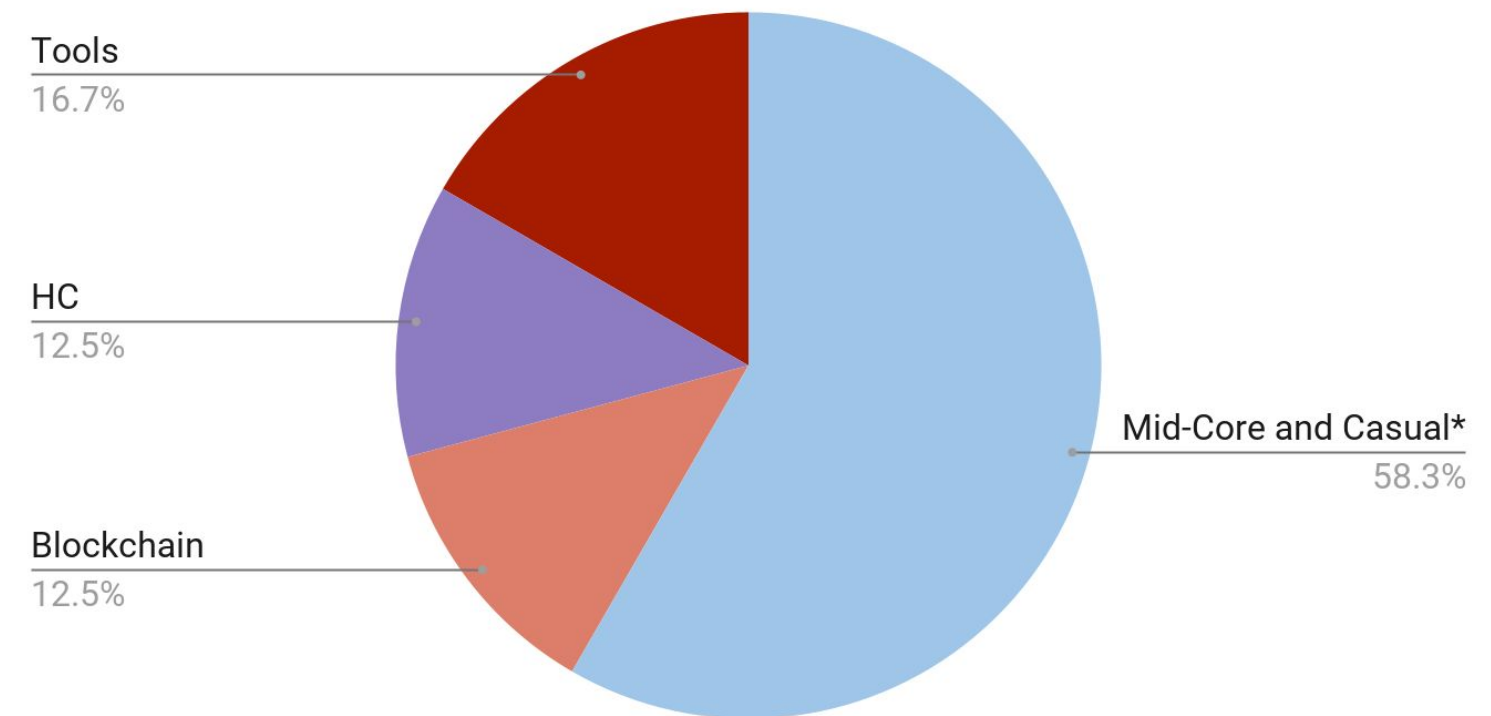**Investments in blockchain projects ($ M)**

CAPEX   P&L

BOOMBIT

Investments

- **Higher expenses q/q mainly on Mid-Core / Casual games**
- **Lower cost of prototypes**

CAPEX and investments ($M)

	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023
Total	1.5	2.0	1.9	2.0	2.3
Prototypes (via P&L)	0.7	0.6	0.5	0.4	0.2
Tools (Capex)	0.2	0.3	0.3	0.3	0.4
Blockchain (Capex)	0.2	0.4	0.2	0.2	0.2
HC (Capex)	0.1	0.1	0.0	0.1	0.1
Mid-core and Casual (Capex)*	0.3	0.6	0.8	1.0	1.4

- Prototypes (via P&L)
- Tools (Capex)
- Blockchain (Capex)
- HC (Capex)
- Mid-core and Casual (Capex)*

Investments structure (CAPEX oraz P&L) in 2023

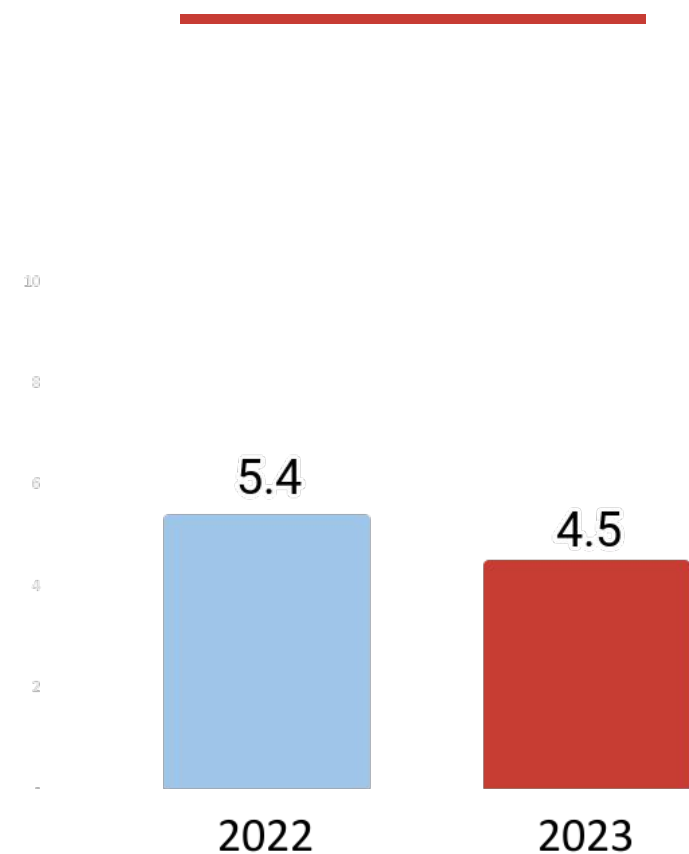Tools 16.7%

HC 12.5%

Blockchain 12.5%

Mid-Core and Casual* 58.3%

*Mid-Core / Casual includes an application created in Mobile Esports

BOOMBIT

BOOMBIT

EBITDA:
$4.5M

Net profit:
$1.1M

adjusted EBITDA* ($M)

2022	2023
5.4	4.5

Q4 2022	Q4 2023	Q3 2023	Q4 2023
0.8	1.5	1.5	1.5

Adjusted net profit* ($M)

2022	2023
2.6	1.1

Q4 2022	Q4 2023	Q3 2023	Q4 2023
0.4	0.4	0.7	0.4
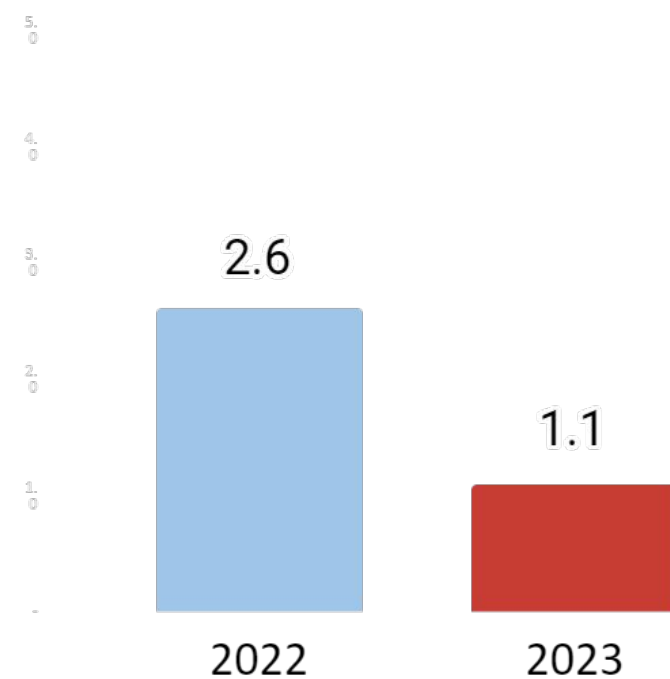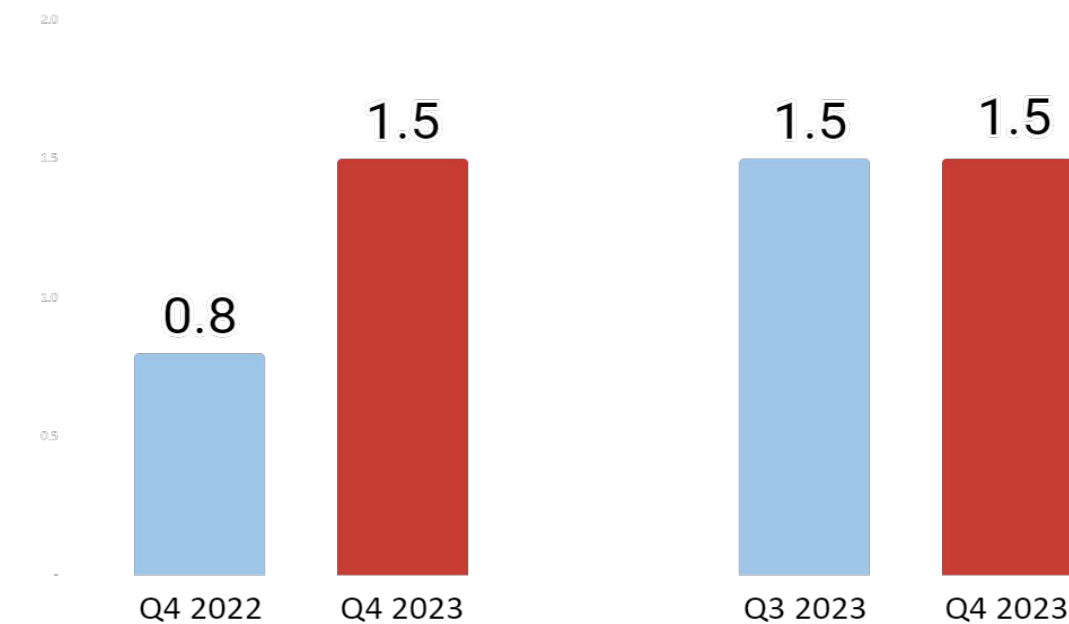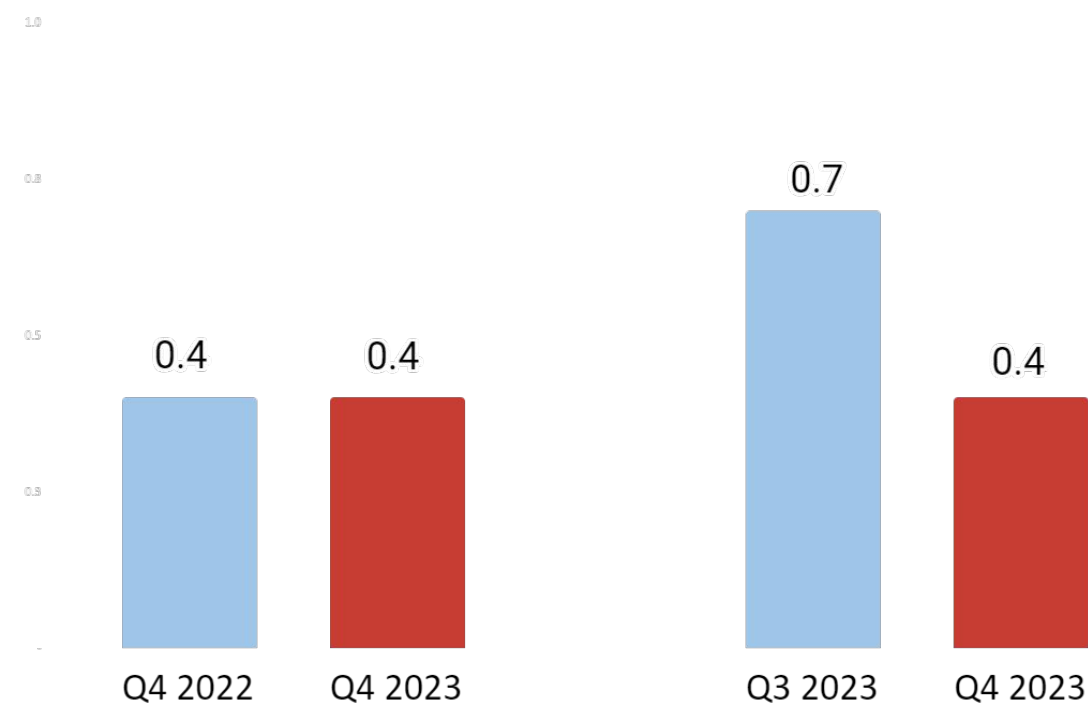
* Results adjusted for the impact of the valuation of shares in SuperScale at fair value and write-offs revaluating expenditure on development works, loans granted and receivables

BOOMBIT

Group results

Operating segment results – FY 2023

Segment results (USD)	Gry mobilne			Projekty blockchain		
	2022	2023	change %	2022	2023	change in PLN
Revenue	65 803	56 835	-14%	9	1 873	1 864
Adjusted EBITDA*	6 928	4 887	-29%	(1 556)	(367)	1 1189
Adjusted net profit*	4 117	1 752	-57%	(1 566)	(664)	902

Operating segment results – Q4 2023

Segment results (USD)	Gry mobilne			Projekty blockchain		
	Q3 2023	Q4 2023	change %	Q3 2023	Q4 2023	change in PLN
Revenue	12 706	14 288	12%	590	1 115	525
Adjusted EBITDA*	1 496	775	(48%)	10	766	756
Adjusted net profit*	823	(188)	–	(141)	630	771

Results adjusted for the impact of valuation of shares in SuperScale at fair value and write-offs for development expenditure, loans granted and receivables
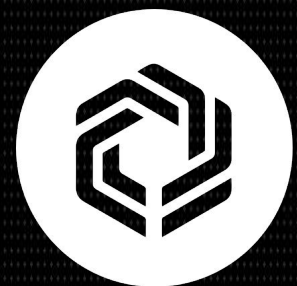
BOOMBIT

Blockchain projects

BoomLand

WEB3 GAMING PUBLISHER

polygon

Immutable

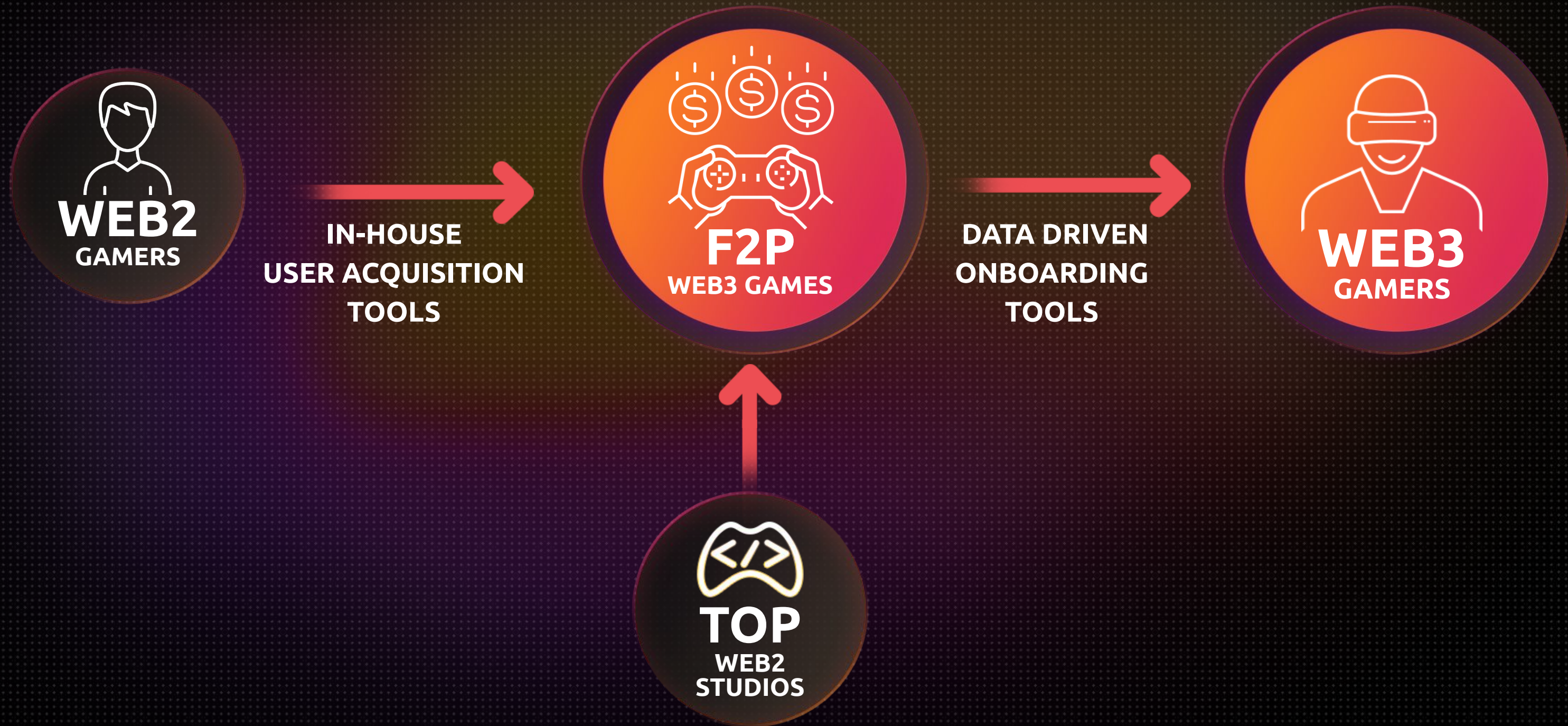# THE MISSION

Accelerate The **Mass Adoption of Blockchain Games**
Create a **Seamless Experience** for **Published Studios** and Traditional **Web2** players
Leverage our **12 Years Experience** in **Mobile Free To Play**

WEB2 GAMERS

→ IN-HOUSE USER ACQUISITION TOOLS

F2P WEB3 GAMES

→ DATA DRIVEN ONBOARDING TOOLS

WEB3 GAMERS

TOP WEB2 STUDIOS

BOOMLAND PUBLISHING

BoomLand
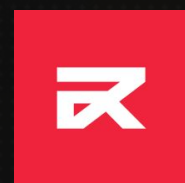
ROADMAP

IMMUTABLE ZKEVM

Q1 2024

- Immutable zkevm Migration (strategic)
- T2 Chest Sales (revenue)
- In App Purchases (revenue) ($BOOM sink)
- Clan War Event ($BOOM sink)
- Artifact Upcycling ($BOOM sink)
- Co-op Game Mode Release ($BOOM sink)

GAME 2

Q2 2024

- Game 2 Announcement ($BOOM sink)
- Burn Mechanics ($BOOM sink)
- Summoning (scaling)
- Play-to-Airdrop Campaign (scaling)
- T3 Chest Sales (revenue)

GAME 3 & $BOOM IDO

Q3 2024

- Game 3 Announcement ($BOOM sink)
- $BOOM IDO (revenue)
- New Hunter Class NFT Sale (revenue)
- Season Pass ($BOOM sink) (revenue)
- eSports Tournament Starts (scaling)

BoomLand

PLAYEMBER STRUCTURE

- We believe that community ownership of projects is a key part of the culture and success of projects in the Web3 world
- Our goal is to build a decentralized IP owned by the community of gamers holding the $EMBR token

FOUNDATION

- a specific, "ownerless vehicle" used for token issuance
- acts as a neutral and independent entity, separate from the core development team or any individual
- owns the tokens and proceeds from token sale
- NEAR Foundation is an example of such a vehicle

PLAYEMBER

- a developer and publisher, creating an ecosystem of casual web3 games
- provides a range of services to the Foundation (including development services, R&D, IP licensing, and marketing)

$EMBR TOKEN

- a utility token to be issued by the Foundation
- will have utility across PlayEmber's games and the whole ecosystem co-created by Foundation and PlayEmber

playember

PLAYEMBER THE LEADING WEB3 CASUAL GAME ECOSYSTEM AND PUBLISHER

GAME DEVELOPMENT

- Test, design, develop our own 1st party mobile games
- Hyper Casual + Casual Games teams
- Roblox game development

PUBLISHING AND DISTRIBUTION

- Co develop/fund 3rd party games
- Distribute + publish 3rd party games
- Game Design Support
- Roblox + Nintendo Switch publishing

IP AND DIGITAL ASSETS

- 1st party IP creation, Emby (3 new games in March)
- Brand and PFP digital asset partnerships

INFRA + TOOLING

- EMBR ID system
- Web 3 gaming SDK
- Distribution Platform
- Unity game engines
- Embr Ad Network

playember

PHASE 1 – FIRST 1 MILLION PLAYERS ONBOARD TO WEB3

| JOURNEY | SIGN-UP | QUEST | LEVEL-UP | COLLECT |
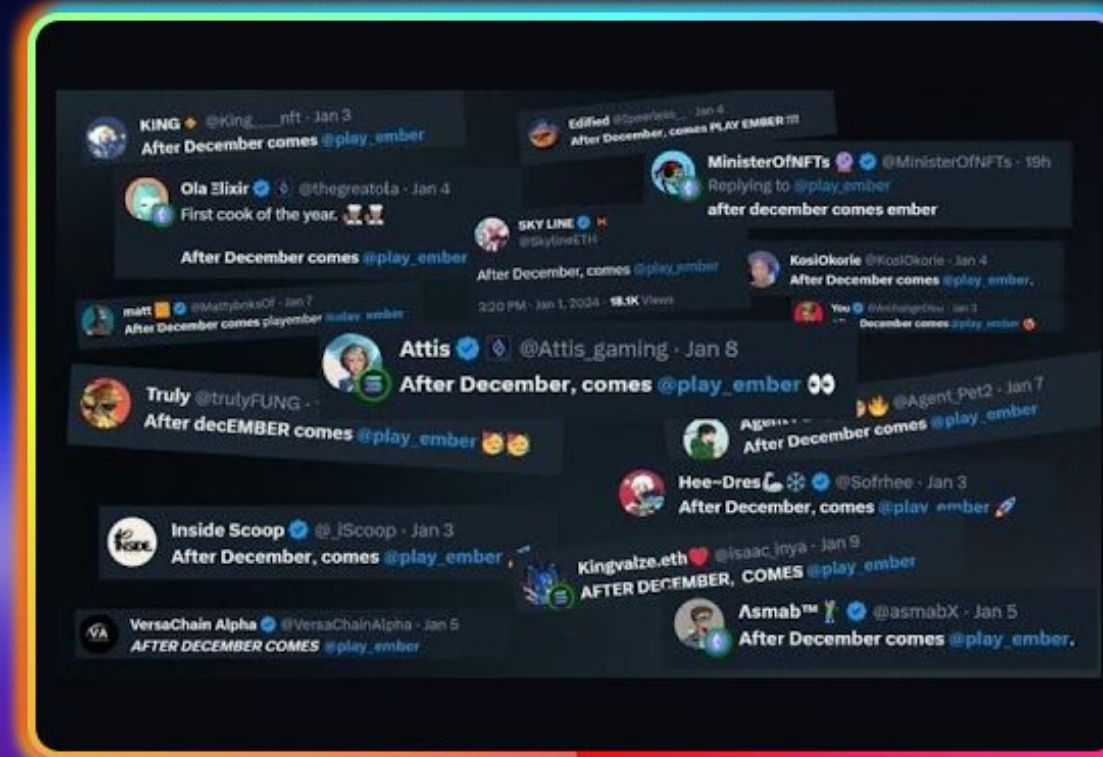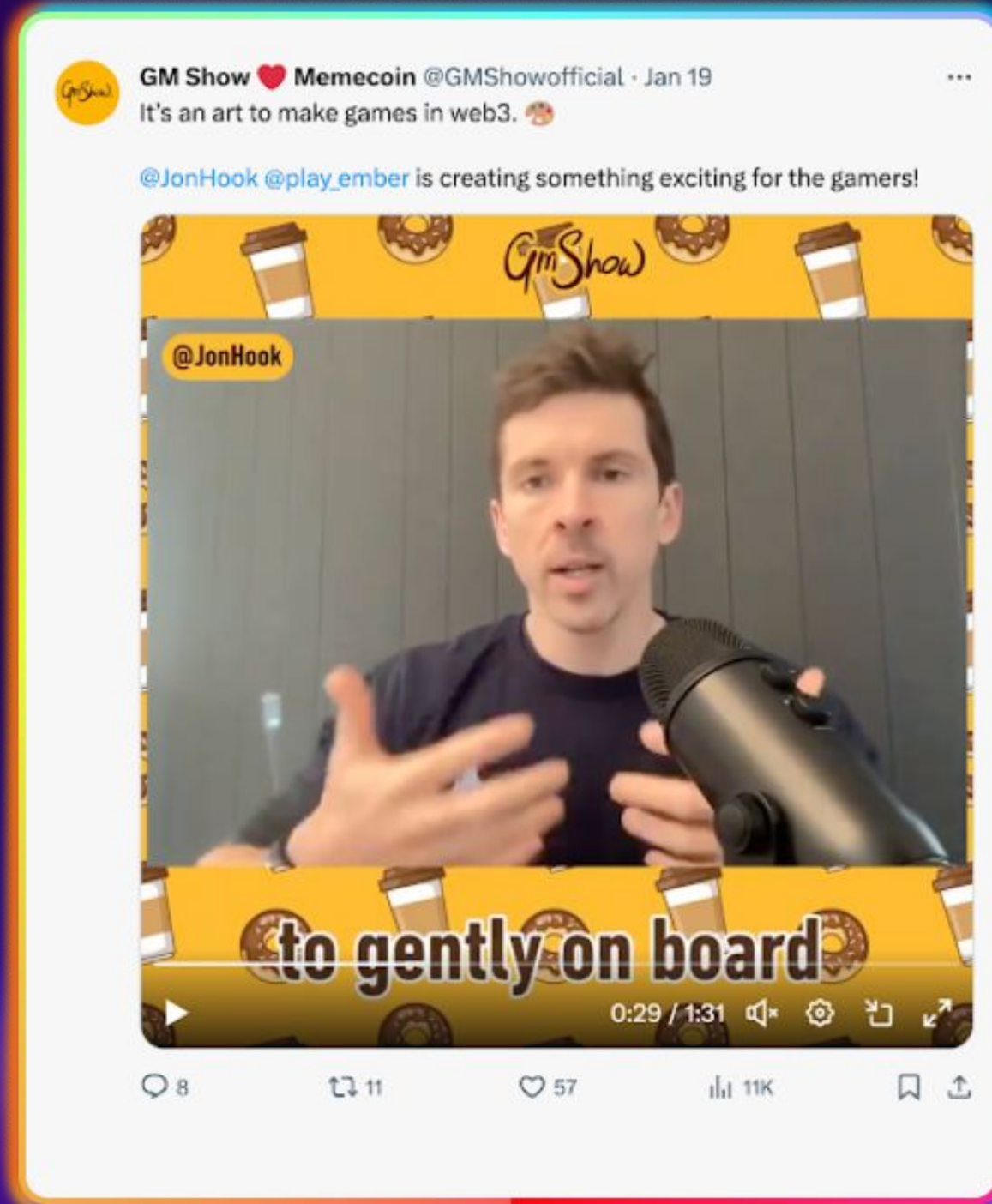
playember

PHASE2 CLUB EMBY – OUR DISTRIBUTION AND MEMBERSHIP HUB

EMBY GAMES

1ST PARTY GAMES

CROSS PLATFORM DISTRIBUTION (ROBLOX + NINTENDO SWITCH)

PLAYEMBER PARTNER GAMES

DIGITAL PARTNERSHIPS

SOCIAL MEDIA + CREATOR PARTNERSHIPS

playember

ROADMAP

2024 Q2
TGE + EMBY HUB LAUNCH
- Launch $EMBR
- V2 Club Emby live
- Debut Roblox game launched
- 10 new PlayEmber mobile games + Cool Cats / Pixelmon games

2024 Q3
DRIVE MAU GROWTH
- Expand IP partnerships - web2 and 3
- 3rd party dev tooling + Dashboard
- Platform distribution - Tik Tok, YouTube, Twitch

2023/2024
PHASE2 LAUNCH
- Continue to onboard web2 players via mobile games
- ETH NFT Lunch on Xterio

2024 Q3
MORE GAMES + SOCIAL TESTS
- Release more Mobile Games
- 2nd Roblox Game launched
- Launch PlayEmber + 3rd party IP games

2025 Q1
LAUNCH EMBR SDK + EMBR GAME FUND
- Onboard 3rd party mobile game developers supported by EMBR game fund

playember

Outlook for 2024

BOOMBIT

- Rich publishing pipeline:

    +10 Mid-Core launches

    the biggest Hunt Royale update to date

- Development activities:

    tools and services ready for commercialization

    Mobile Esports development

- Further development and milestones of blockchain projects

Key financial data

kPLN	Q1 2022	Q2 2022	Q3 2022	Q4 2022	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023
Revenue**	15,888	18,681	15,418	15,909	65,896	14,998	15,018	13,326	15,367	58,708
Revenue - variable costs	3,955	4,230	3,838	4,189	16,212	3,898	4,194	4,246	4,762	17,090
EBITDA	1,450	1,307	1,830	655	5,242	804	508	1,171	1,289	3,778
Net profit	546	446	723	342	2,057	77	1,613	366	257	2,280
One-off effects***	0	205	256	120	581	34	-2,252	307	200	-1,662
EBITDA adj.	1,450	1,307	1,830	769	5,356	838	664	1,494	1,521	4,520
Net profit adj.	546	612	930	439	2,527	105	-126	670	433	1,087
CAPEX	948	867	954	1,144	3,913	1,431	1,353	1,575	2,078	6,438
Cash (end of quarter)	8,929	8,699	6,773	10,222	10,222	10,907	11,383	9,424	8,052	8,052

*The presented revenues do not include values from the soft launch phase, which, in accordance with the Group's accounting principles, are capitalized as development costs.

**In 2023 - valuation of shares in SuperScale, costs of the incentive program in part resulting from the valuation of shares in SuperScale, impairment losses on development expenditure, impairment losses on loans and receivables granted. In 2022 - valuation of shares in SuperScale to fair value, impairment losses on loans and receivables granted and expenditure on development works.

BOOMBIT

BOOMBIT

Thank you!