



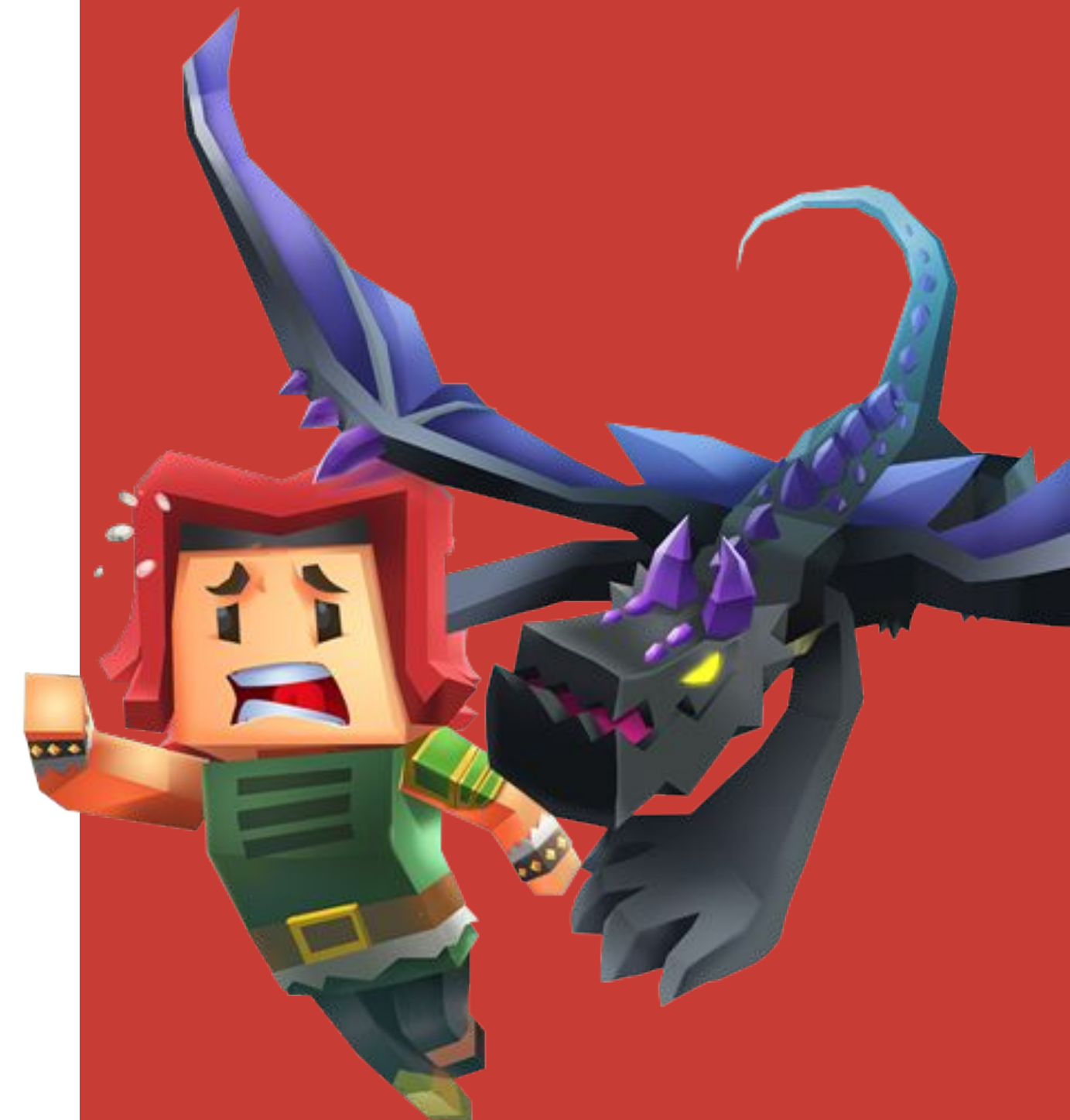
INVESTOR PRESENTATION - Q1 2024

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# Highlights

- \$15.1M revenue from sales:
  - \$14.4M from mobile games
  - \$0.7M from blockchain projects
- \$1.6M EBITDA and \$0.5M consolidated net result
- 10+ Mid-Core/Casual launches in 2024
- Work on further Hyper-Casual games
- Development and commercialization services and tools (CrossPromo, Playables)
- Development on additional platforms (Google Play Pass, Steam, consoles, browsers)
- Recommendation to pay \$1.2M dividends (\$0.09 per share)

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# Top games in Q1 2024 by revenue

## Revenue from games

**\$14.4M**

**+1% q/q**

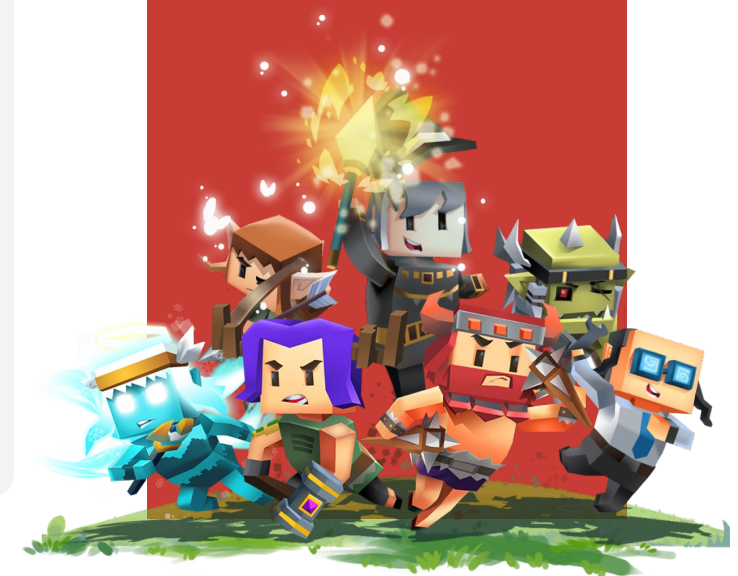
Mid-Core i Casual **\$7.7M**  
**-8% q/q**

Hyper-Casual **\$6.7M**  
**+14% q/q**

## Q1 2024 games by revenue (\$M)

1. Hunt Royale	2.56
2. Darts Club	2.46
3. Falling Art Ragdoll Simulator	0.97
4. Car Driving School Simulator	0.64
5. Idle Farm	0.60
6. Ship Ramp Jumping	0.58
7. Crazy Plane Landing	0.57
8. Scoring Champion	0.55
9. Kiss in Public	0.37
10. Momlife Simulator	0.32

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# Dawn of Ages

## Launch summary:

- Worldwide **featuring** on GP & App Store
- **>100,000** Pre-Reg / Pre-Orders
- **50%** Conversion rate

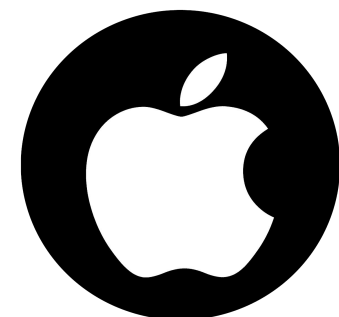
## Current results:

- **~45,000** DAU
- **~10,000** organic installs per day
- **9,000** Discord Members
- **>\$10,000** NET Revenue (IAPs & Ads daily)
- **> \$ 5,000** Reve-UA daily



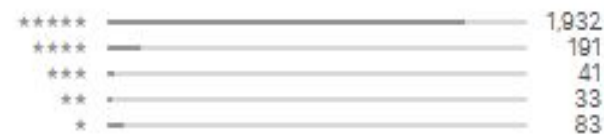
Default Google Play rating ?

4.617 ★



All Countries or Regions ▾

4.7  
out of 5



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X



STRATOSPHERE  
GAMES



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# Financial results



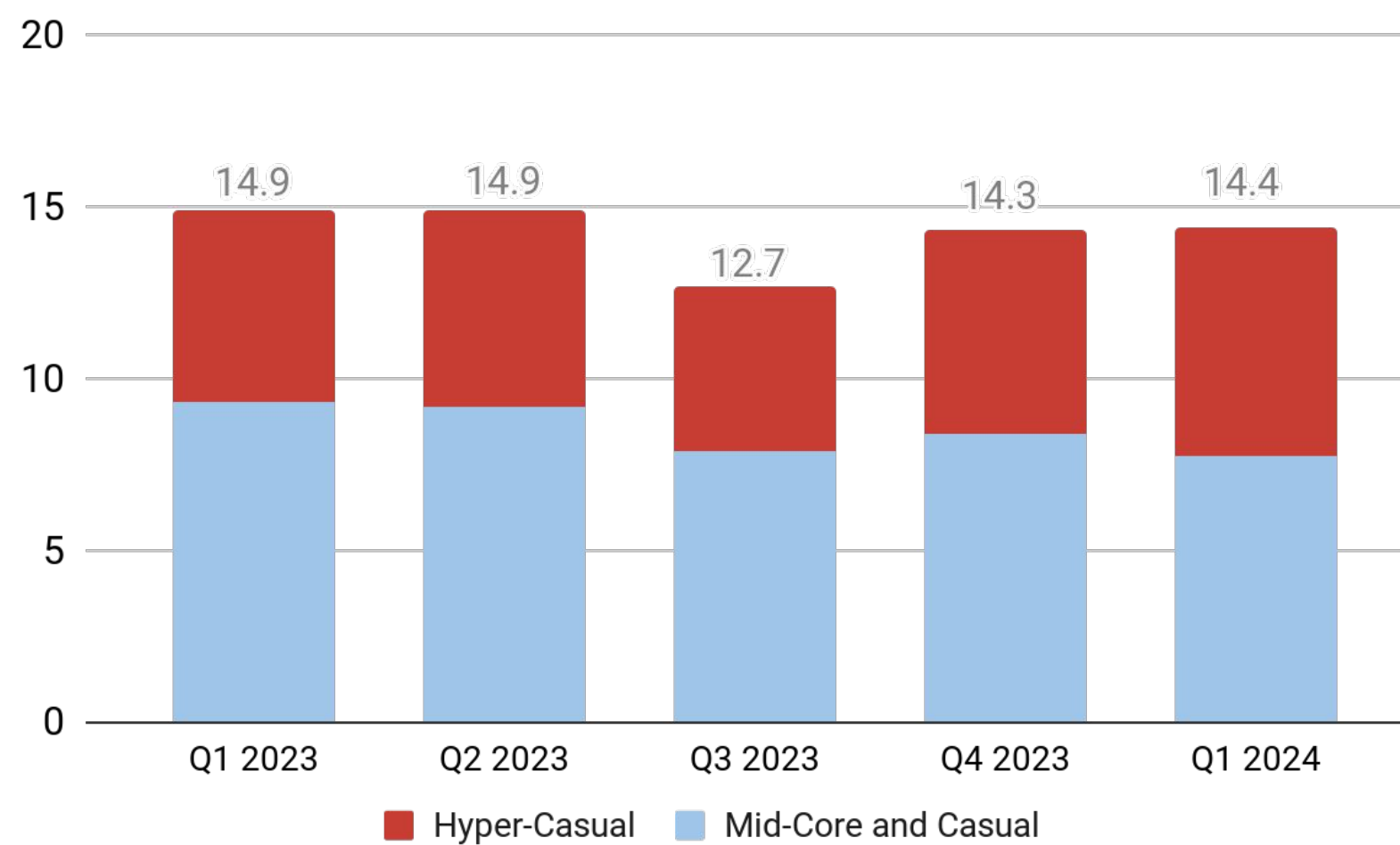
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## Mobile games segment

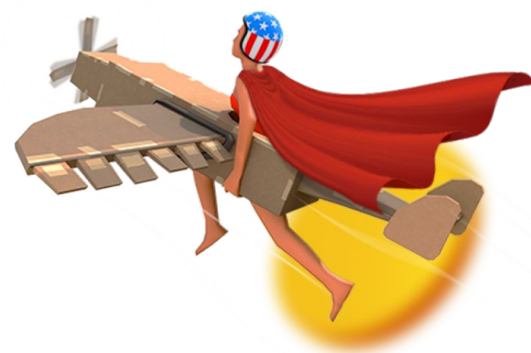
- \$14.4M in Q1 2024\* (1% q/q)
- \$4.3M in April\*\*

Revenue by type (\$M)

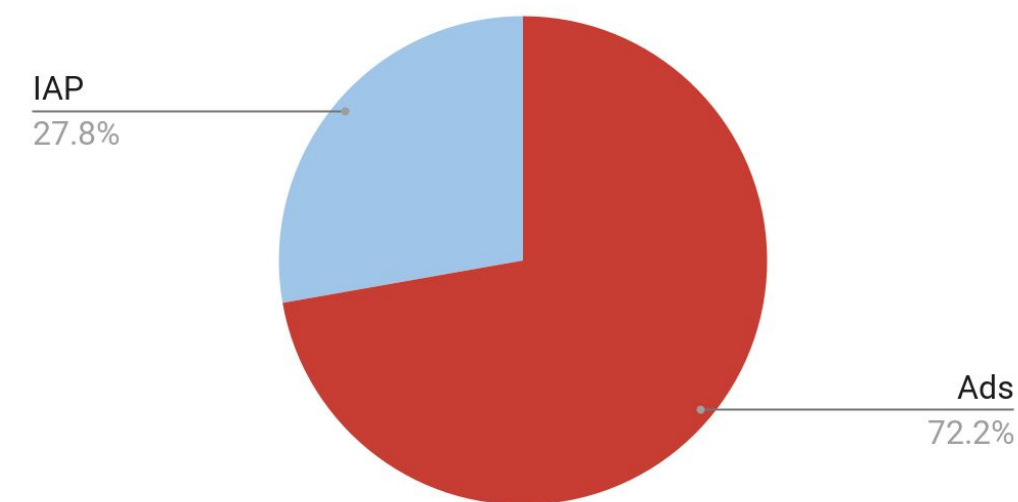


\* Presented revenue doesn't include revenue from soft launch, which according to Groups' accounting policy are capitalized as development costs.  
\*\* The presented data for April comes from the Group's current report.

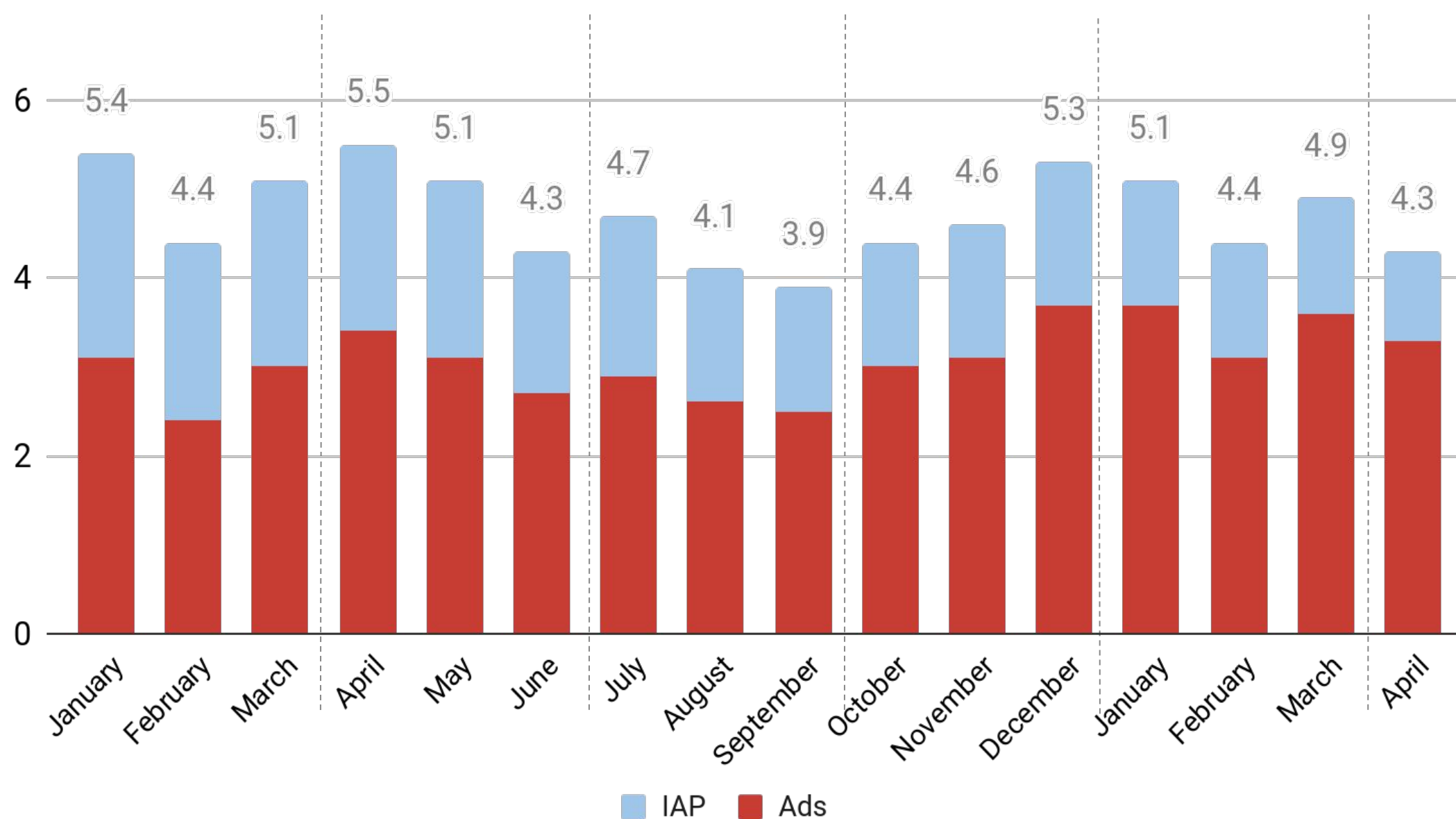
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## Q1 2024 revenue by source



## Monthly revenue (\$M)



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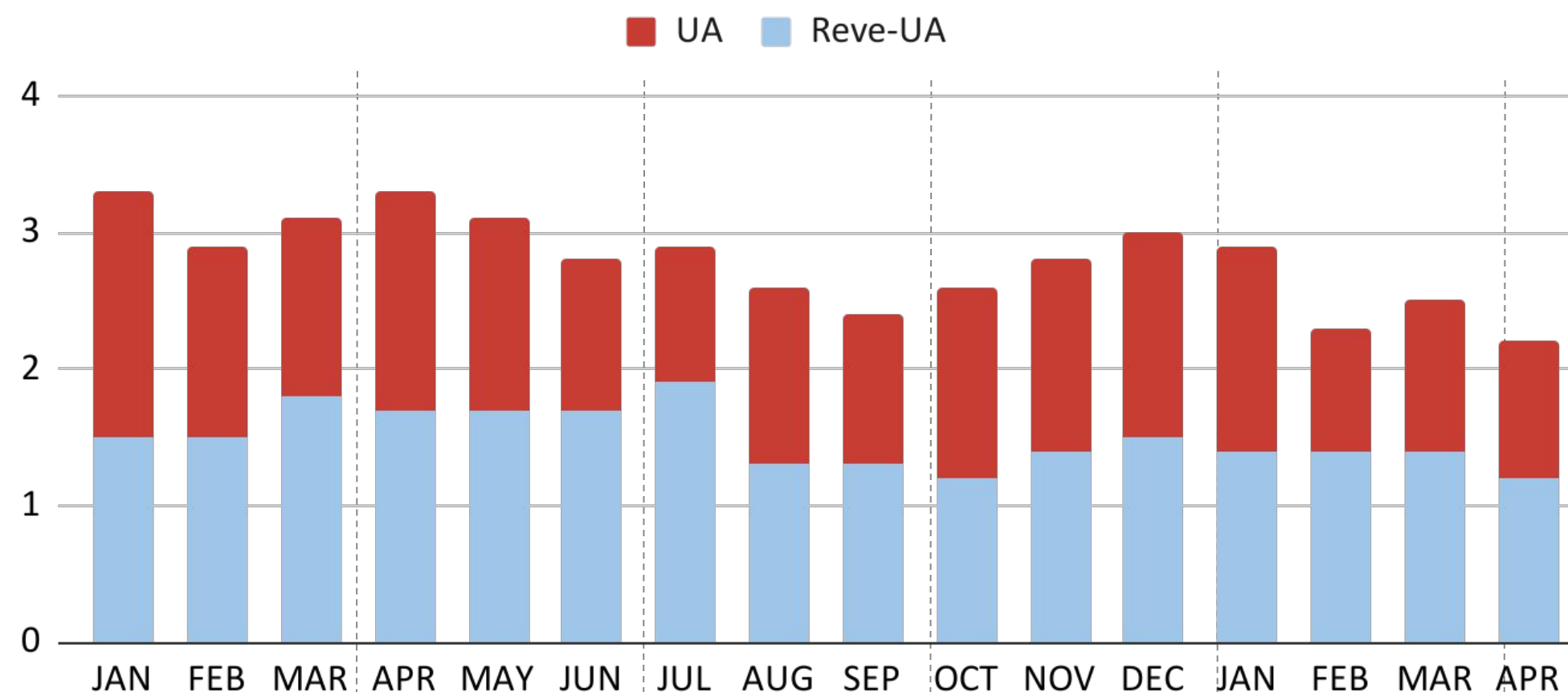
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## Mid-Core i Casual games

- \$7.7M revenue in Q1 2024\* (-8% q/q)
- Lower revenue due to smaller UA scale
- Reve-UA higher by 3% in Q1 2024

Revenue & User Acquisition (\$M)



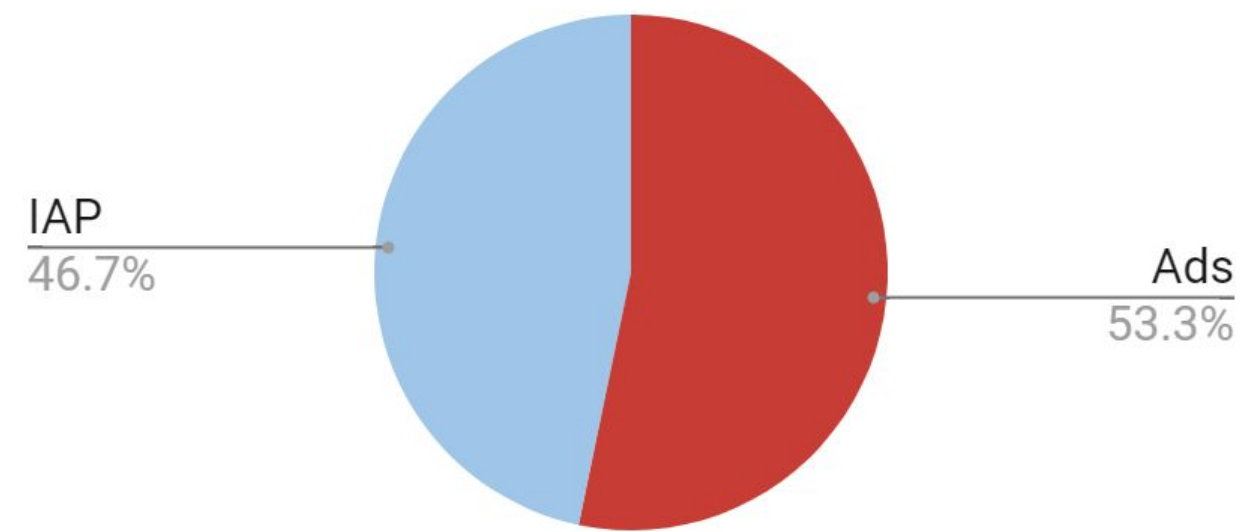
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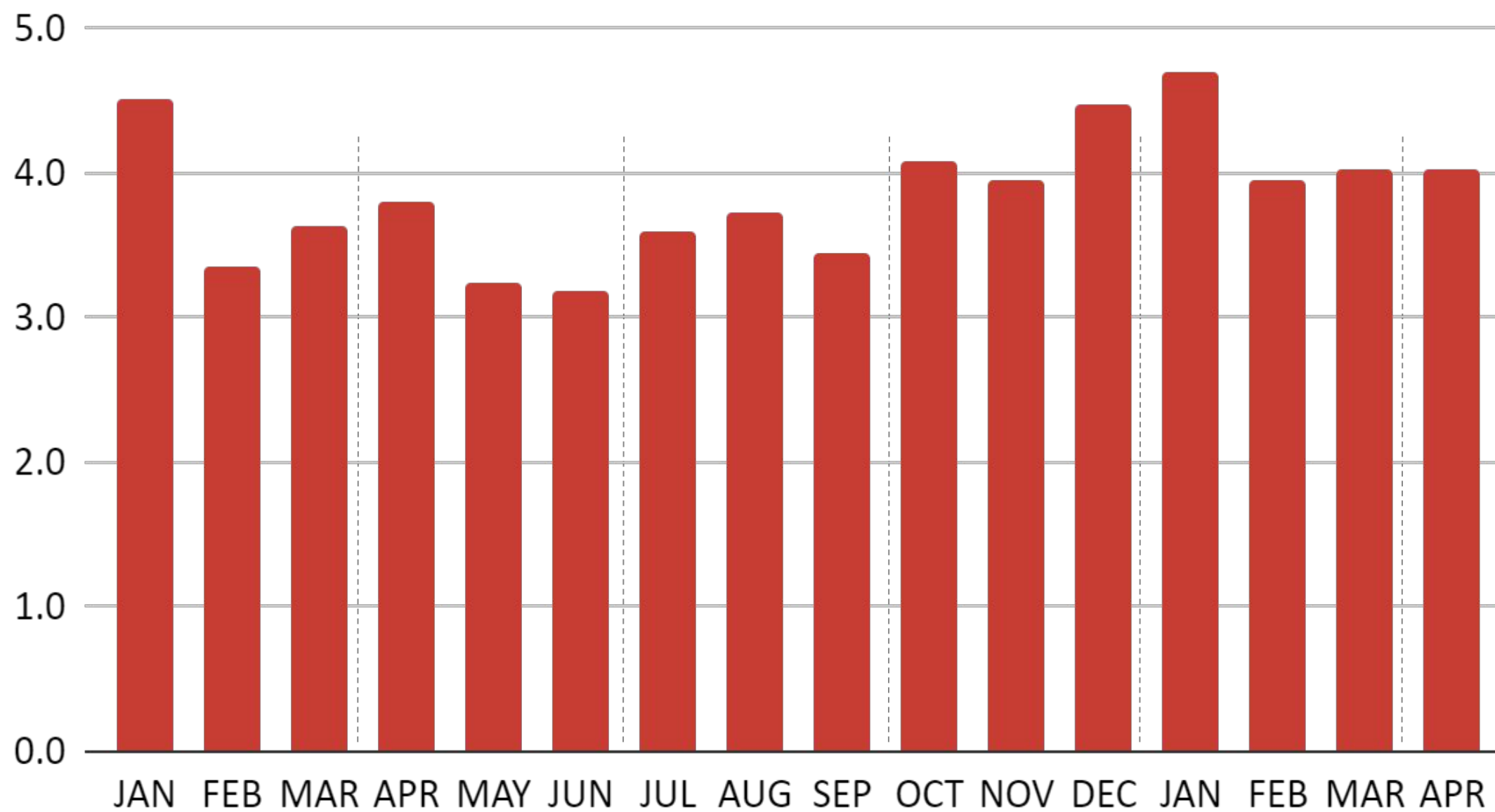
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## Q1 2024 revenue by sources



## Installs (M)



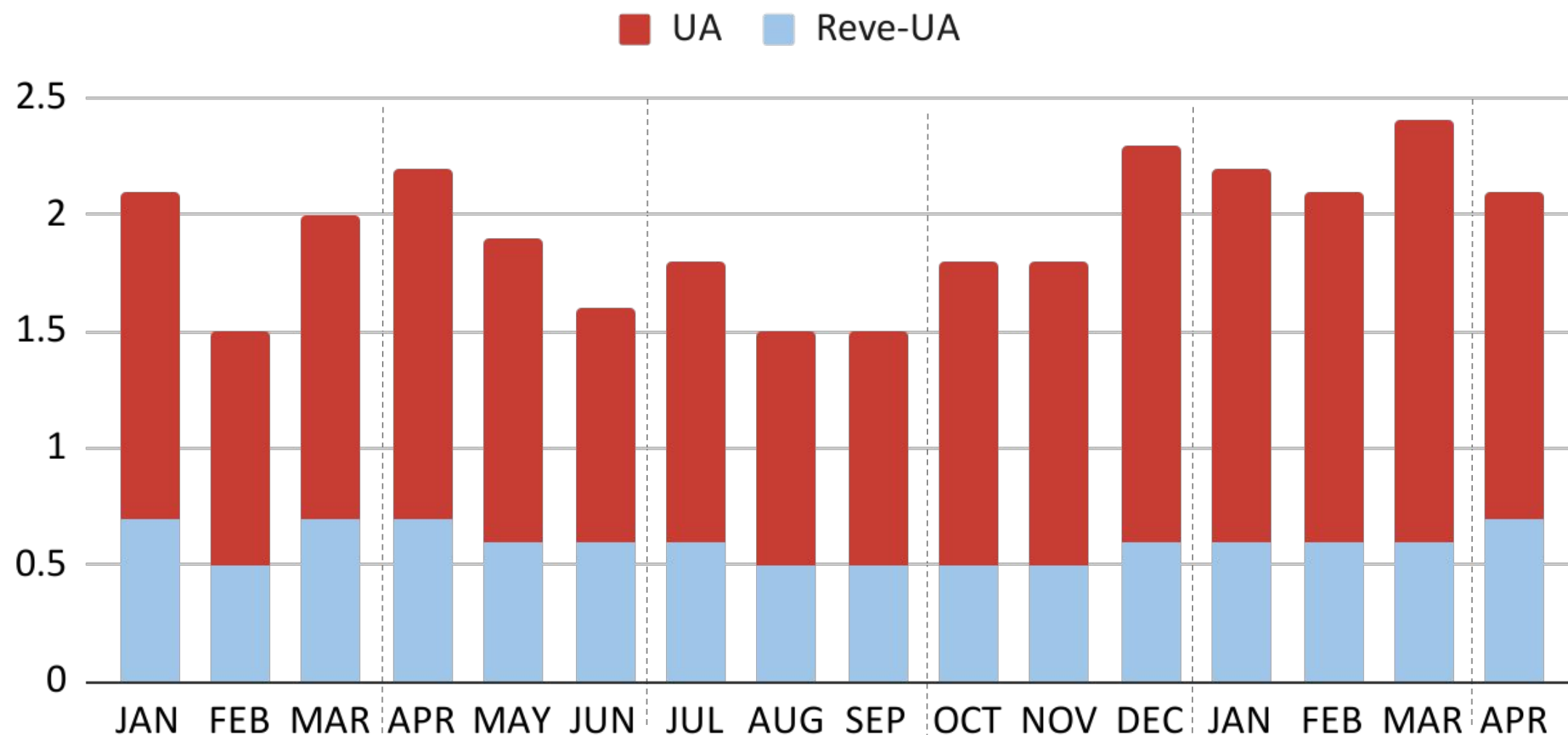
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## Hyper-Casual games

- \$6.7M revenue in Q1 2024\* (+14% q/q)
- Stable level of revenue less UA

Revenue & User Acquisition (\$USD)

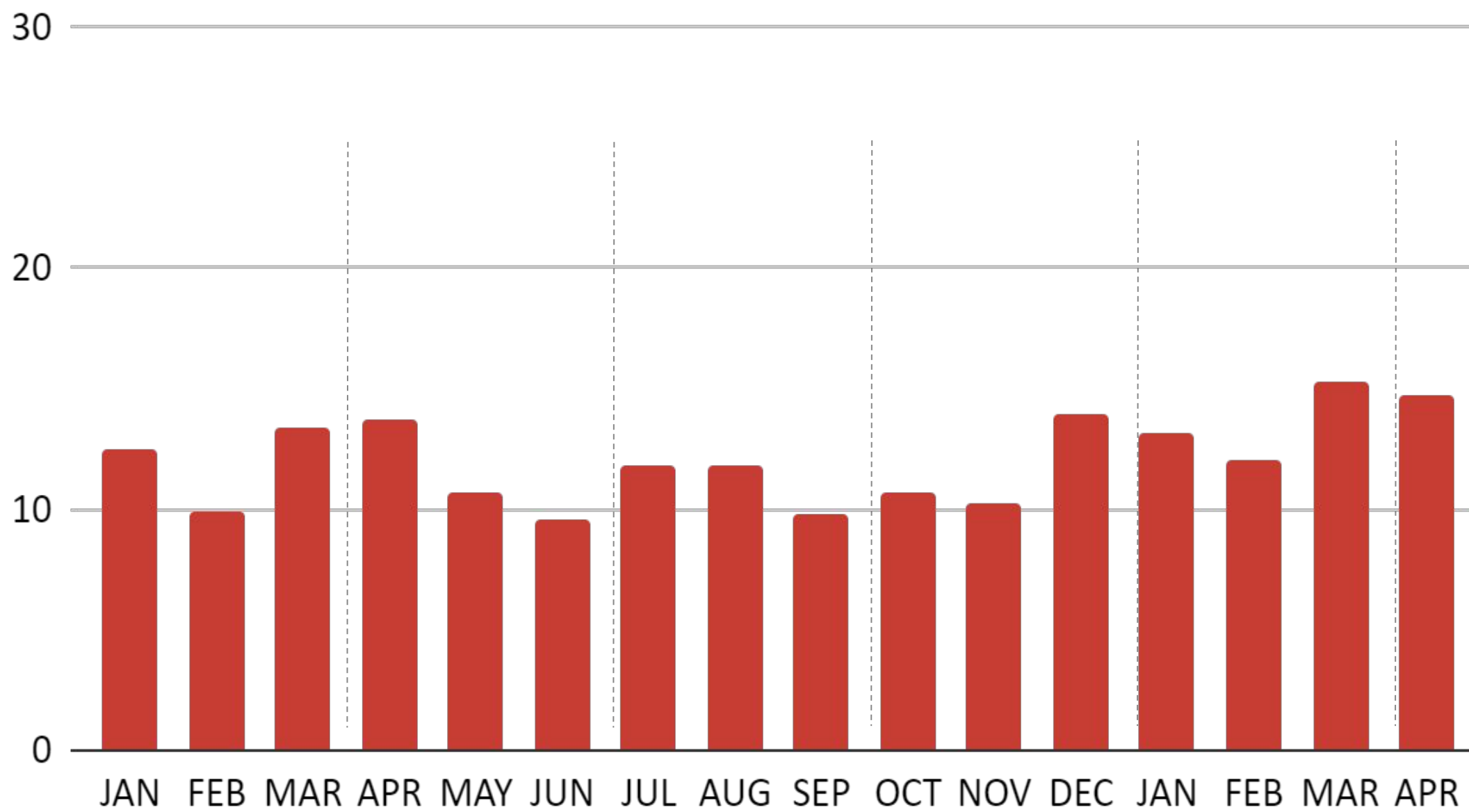


\* Presented revenue doesn't include revenue from soft launch, which according to Groups' accounting policy are capitalized as development costs.  
\*\* The presented data for April comes from the Group's current report.

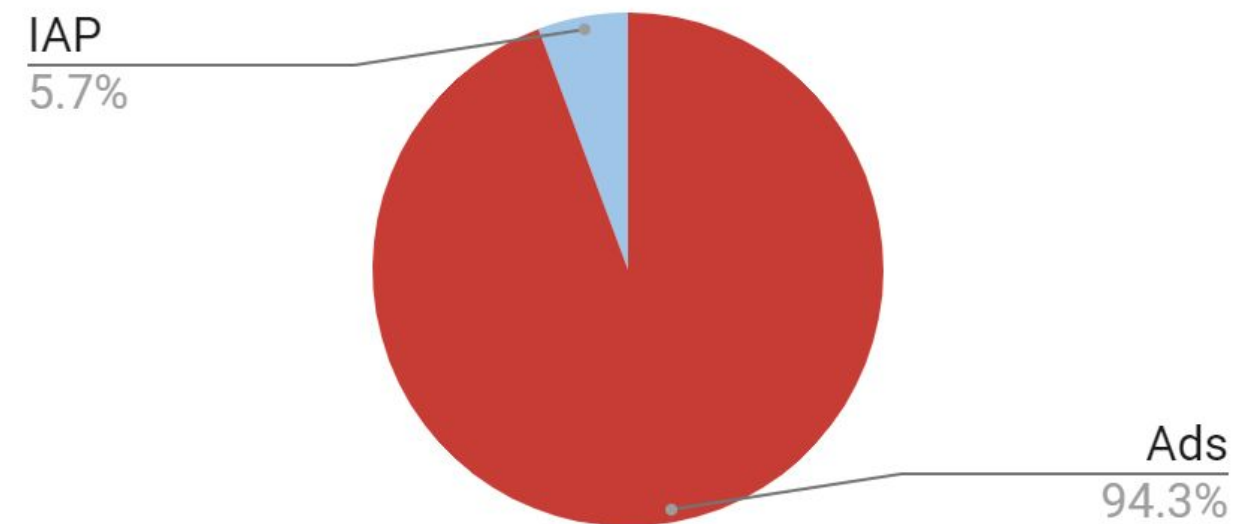
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## Installs (M)



## Q1 2024 revenue by sources

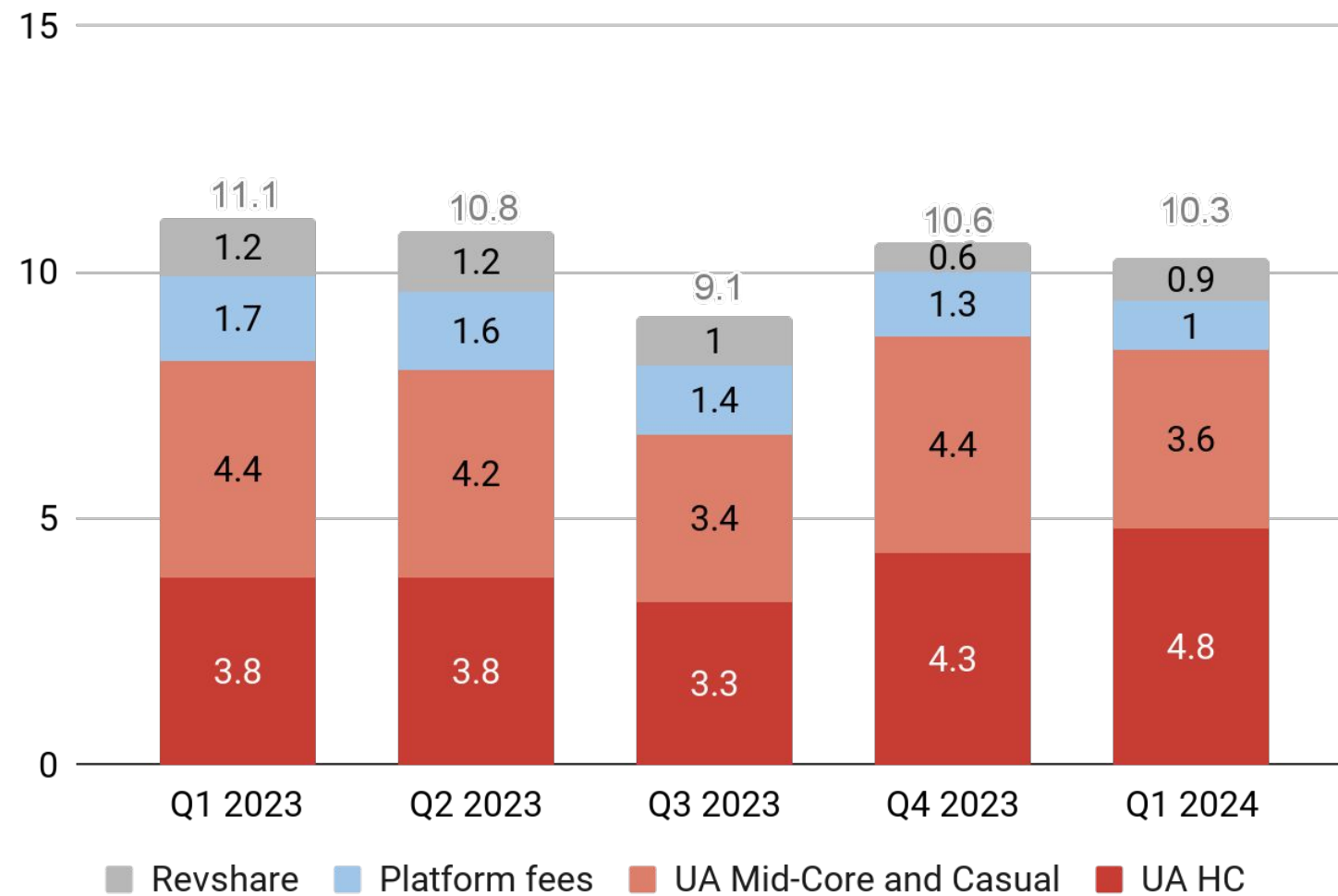


# Variable costs

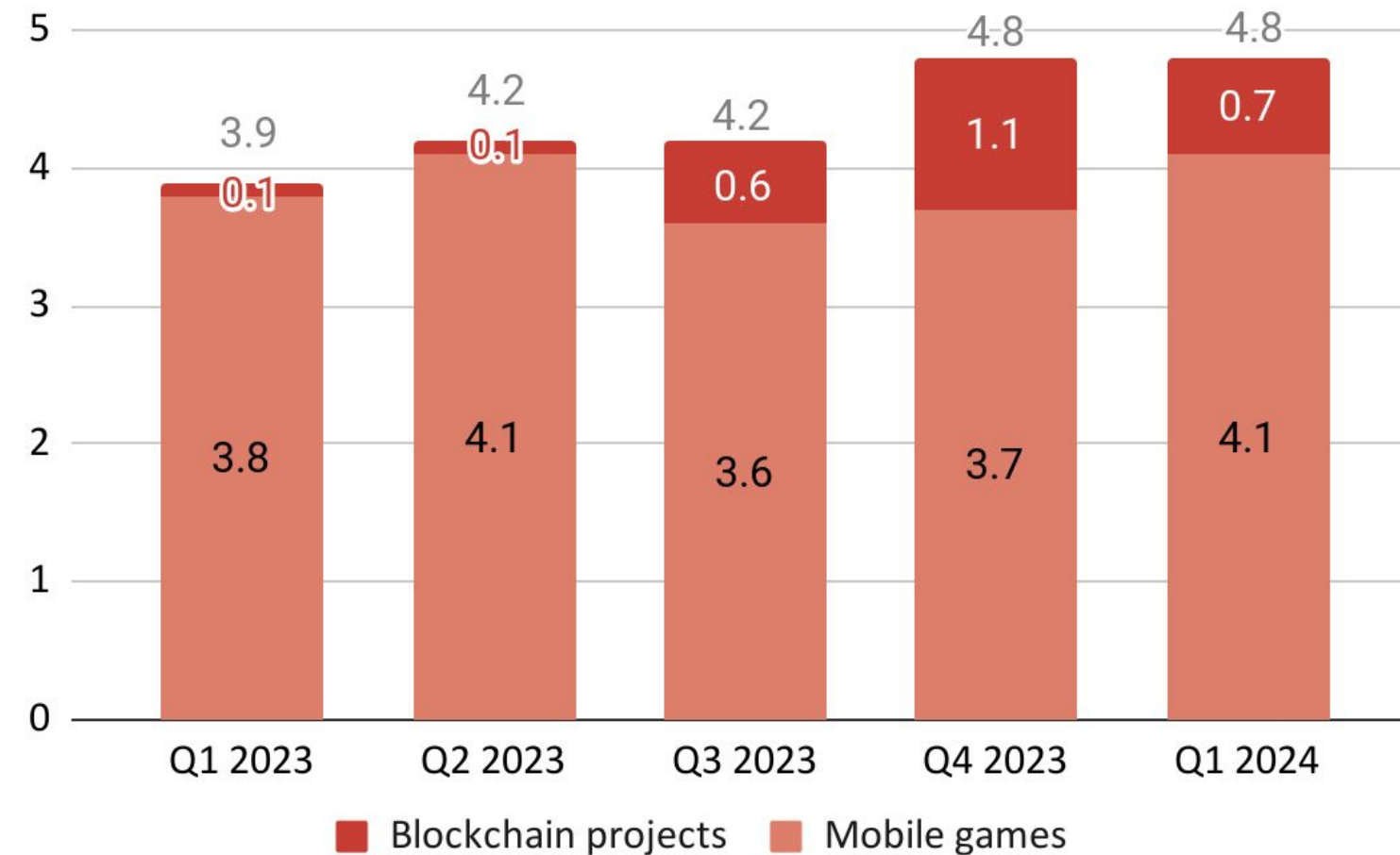
- \$10.3M variable costs in Q1 2024 (-3% q/q)
- \$4.8M revenue net of variable costs in Q1 2024 (-% q/q)



Main variable costs (\$M)



Revenue net of variable costs (\$M)



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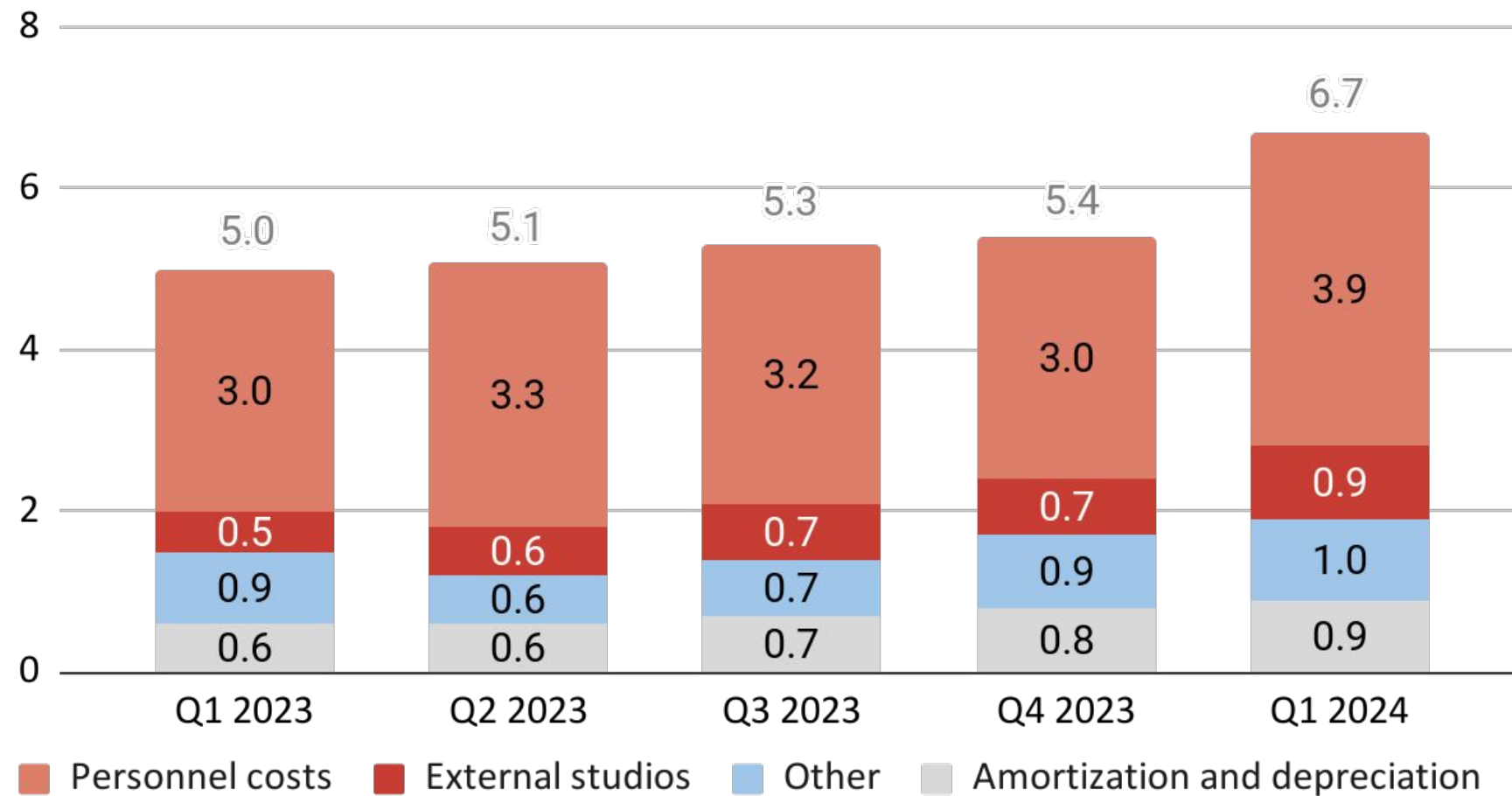
Presented UA costs include costs from soft launch, which according to Groups' accounting policy are capitalized as development costs.



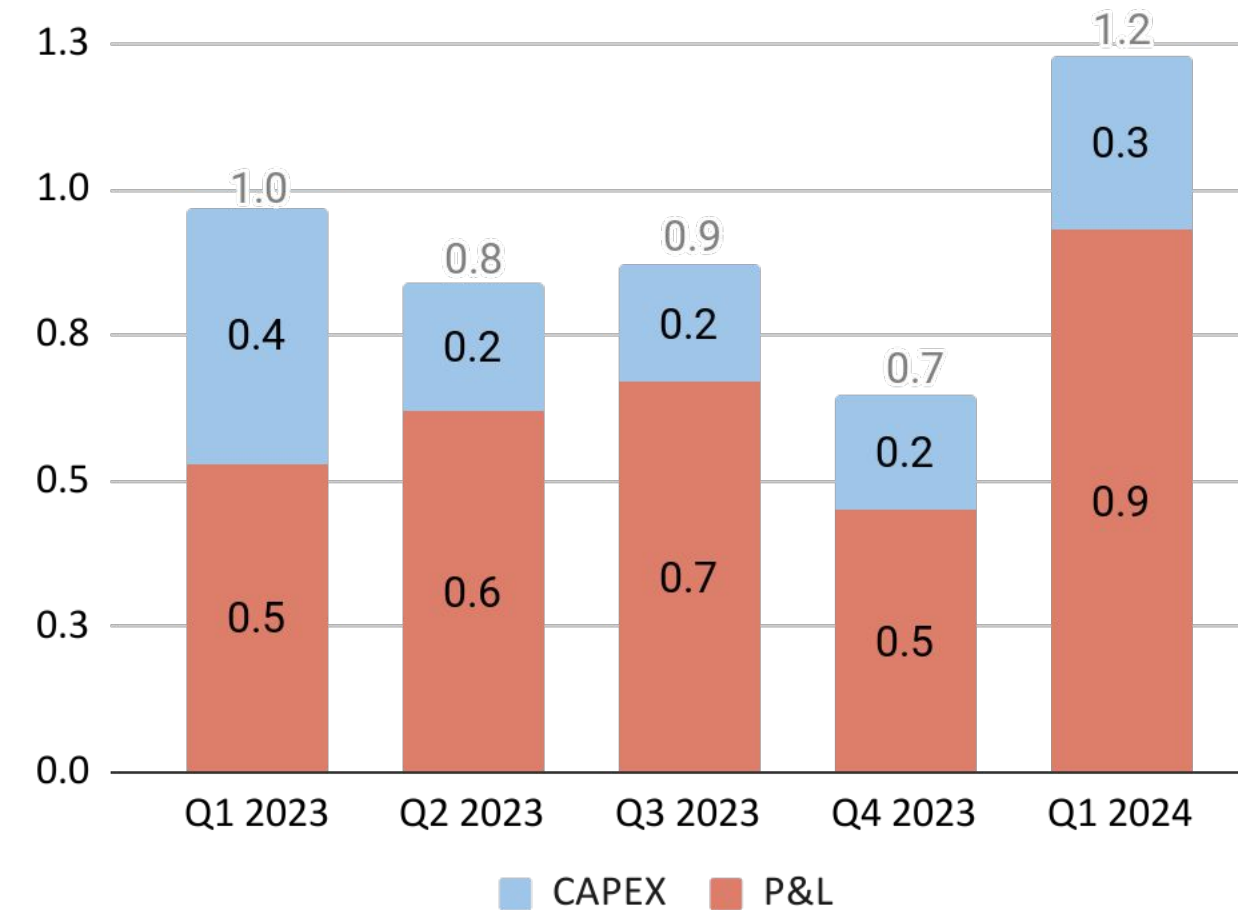
# Costs

- \$6.7M costs less main variable costs in Q1 2024 (+24% q/q)
- \$1.2M for development of blockchain projects in Q1 2024
- Increase in personnel costs, including: a result of a one-time recalculation of provisions for token bonuses in the blockchain segment in the amount of \$0.5M

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



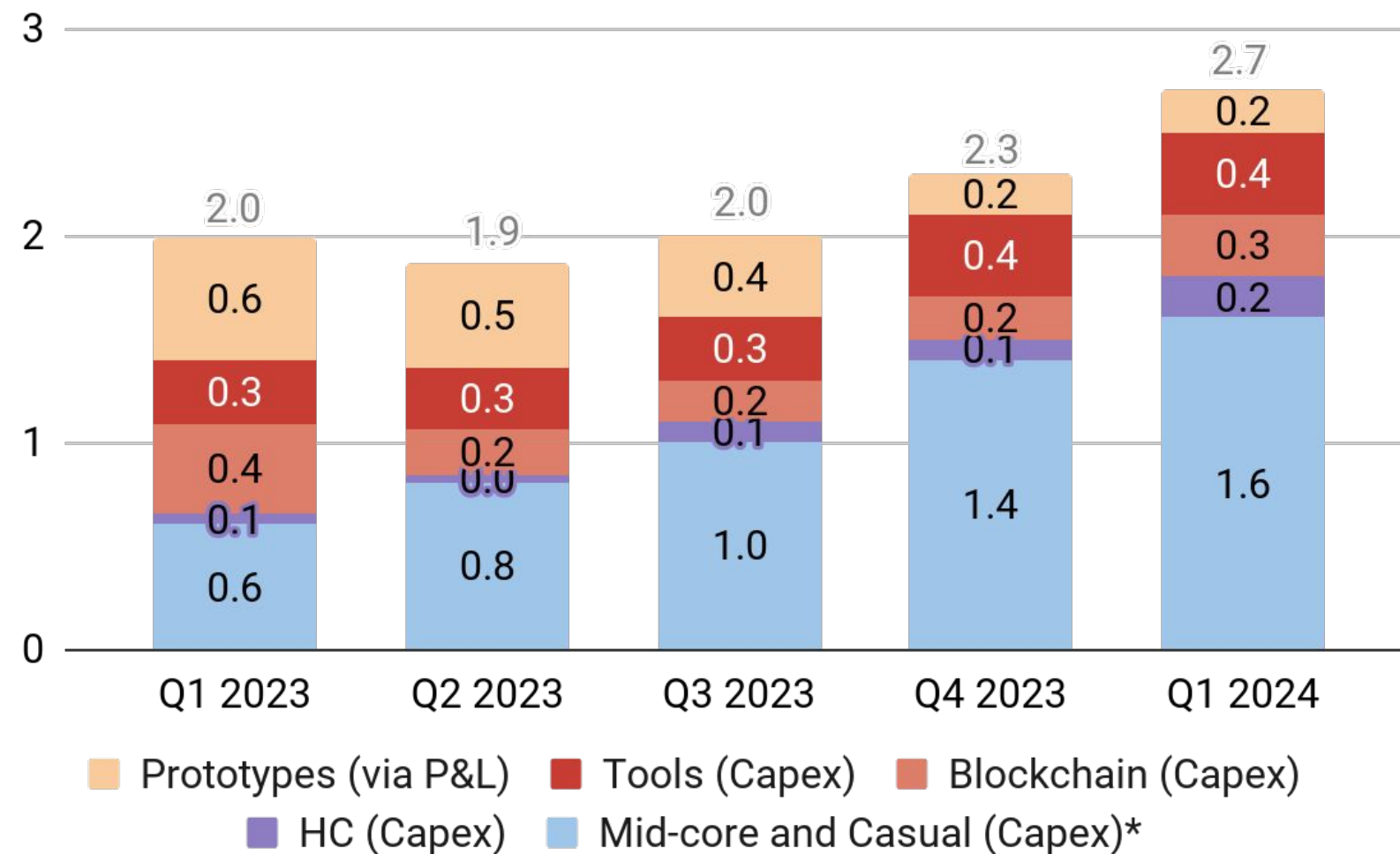
### Investments in blockchain projects (\$M)



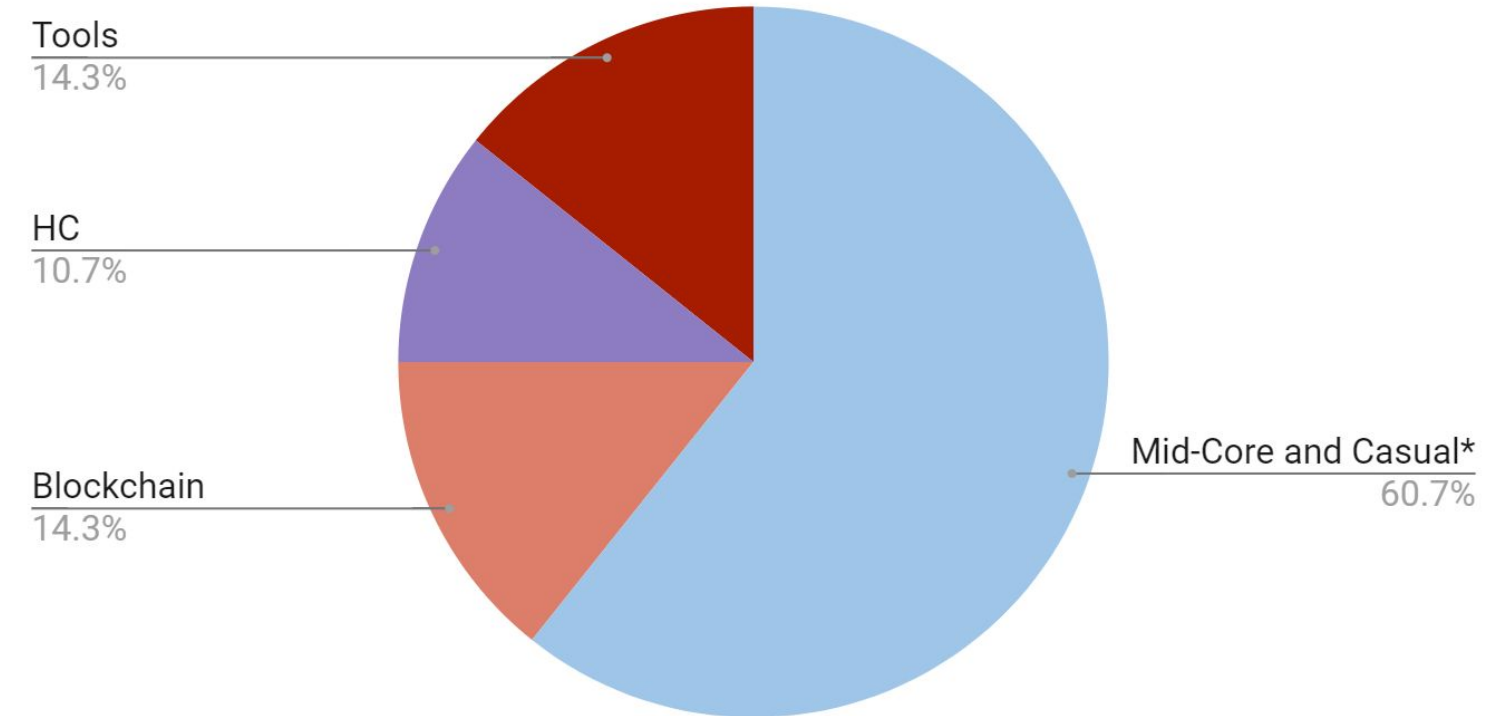
# Investments

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

CAPEX & investments (\$M)



Investments structure (CAPEX and P&L) in Q1 2024



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

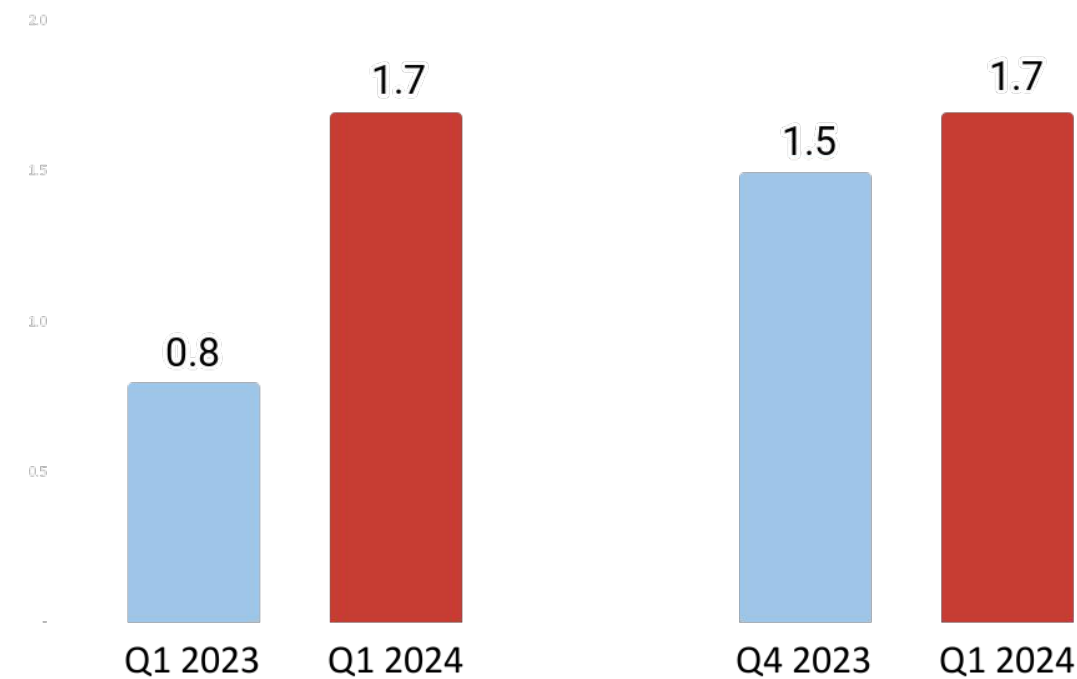


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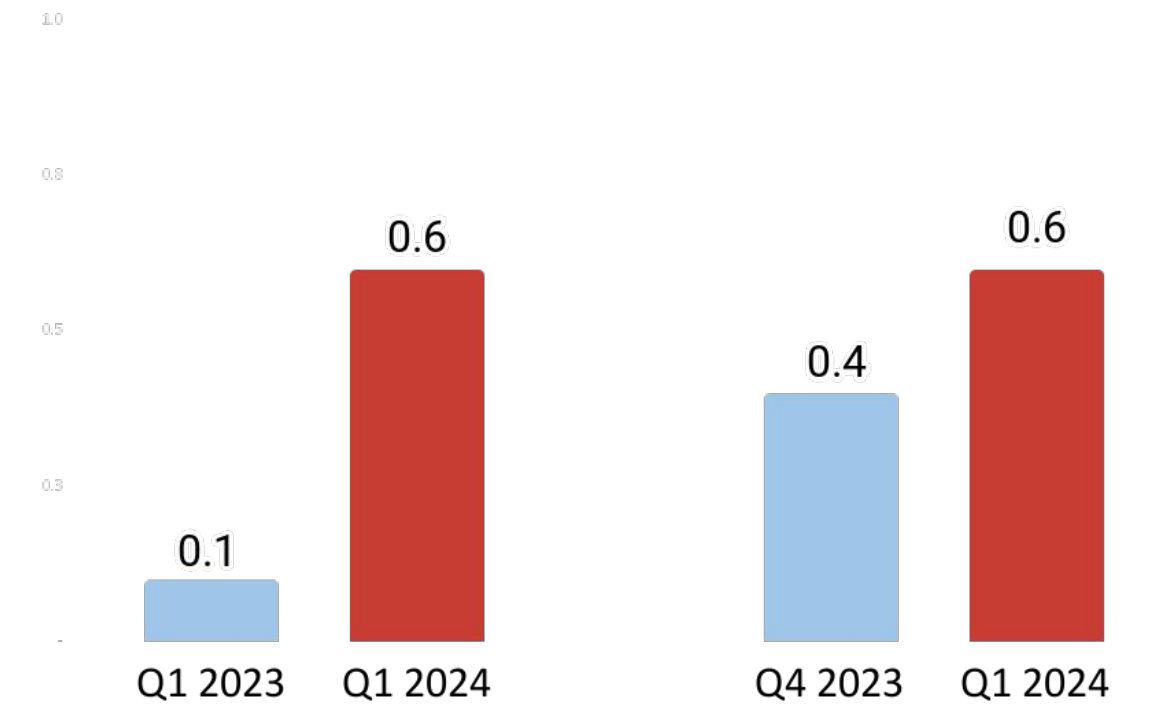
## Group results



adjusted EBITDA\* (\$M)



Adjusted net profit\* (\$M)



### Operating segment results quarterly

Segment results (USD)	Mobile games			Blockchain projects		
	Q4 2023	Q1 2024	% change	Q4 2023	Q1 2024	% change
Revenue	14 288	14 435	1%	1 115	719	(36%)
Adjusted EBITDA*	775	1 659	114%	766	42	(95%)
Adjusted net profit*	(188)	761	-	630	(131)	35%

\* Results adjusted for the impact of write-offs reevaluating expenditure on development works.

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# Outlook for 2024

- 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

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# Key financial data

kPLN	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024
Revenue**	14,998	15,018	13,326	15,367	58,708	15 154
Revenue - variable costs	3,898	4,194	4,246	4,762	17,090	4 854
EBITDA	804	508	1,171	1,289	3,778	1 633
Net profit	77	1,613	366	257	2,280	505
One-off effects***	34	-2,252	307	200	-1,662	68
EBITDA adj.	838	664	1,494	1,521	4,520	1 702
Net profit adj.	105	-126	670	433	1,087	623
CAPEX	1,431	1,353	1,575	2,078	6,438	2 497
Cash (end of quarter)	10,907	11,383	9,424	8,052	8,052	7 299

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

\*\*In Q1 2024 – impairment losses on development expenditure; in Q1 2023 – impairment losses on loans and receivables granted.



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**Thank you!**