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FINANCIAL RESULTS
Q1 2023

MAY 2023

Key information

$15M
revenue

47.3M
downloads

$0.1M
adjusted net profit

$10,9M
cash at 31 March 2023

Q1 2023

$3.3M
dividend payment for 2022

$0.1M
revenue from
blockchain projects
till the end of April 2023

EVENTS

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Top games in Q1 2023 by revenue

$14.9M

revenue from games in Q1 2023

-6%

decrease vs Q1 2022

TOTAL Mid-Core and Casual $9.3M

TOTAL Hyper-Casual $5.6M

Q1 2023

Q1 2023 games by revenue

1.	Hunt Royale	$5.9M
2.	Darts Club	$1.8M
3.	Falling Art Ragdoll Simulator	$0.9M
4.	Crazy Plane Landing	$0,5M
5.	Car Driving School Simulator	$0.5M
6.	Ship Ramp Jumping	$0.4M
7.	Construction Ramp Jumping	$0.4M
8.	Dog Life Simulator	$0.3M
9.	Fight Master	$0.3M
10.	Idle Inventor - Factory Tycoon	$0.2M
	Other games	16,1 mln PLN
	TOTAL	$14.9M

TOP 1
39%
revenue from games

TOP 5
65%
revenue from games

TOP 10
75%
revenue from game

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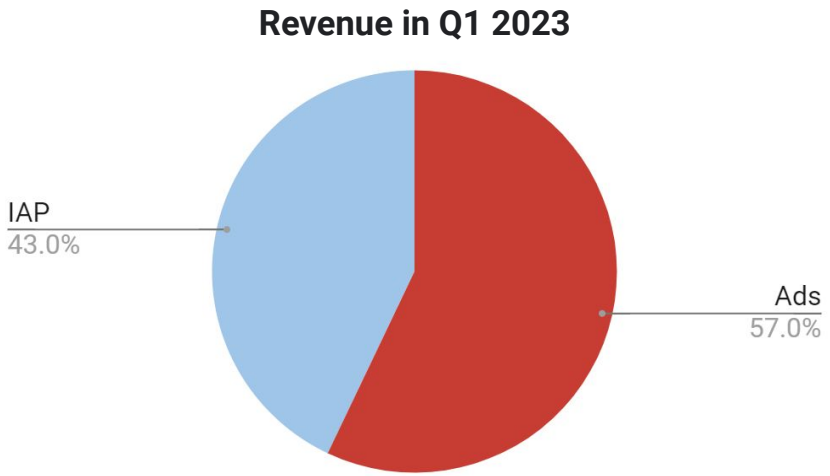
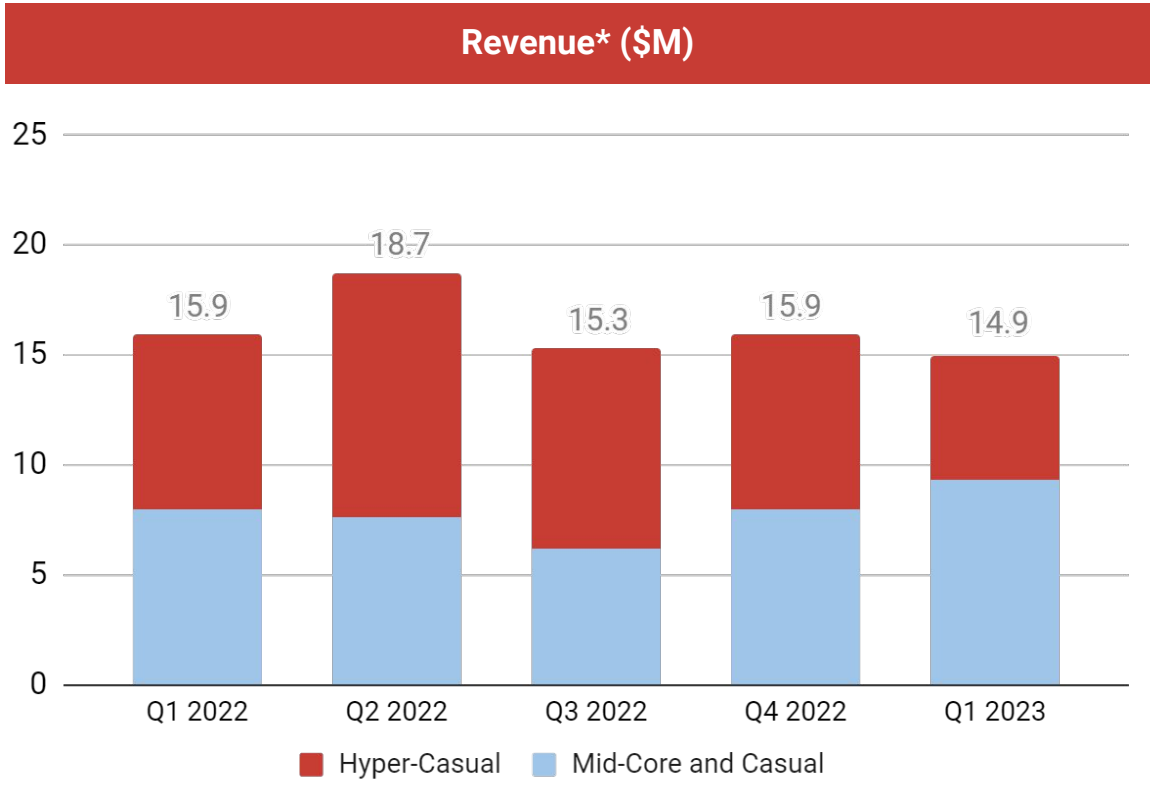
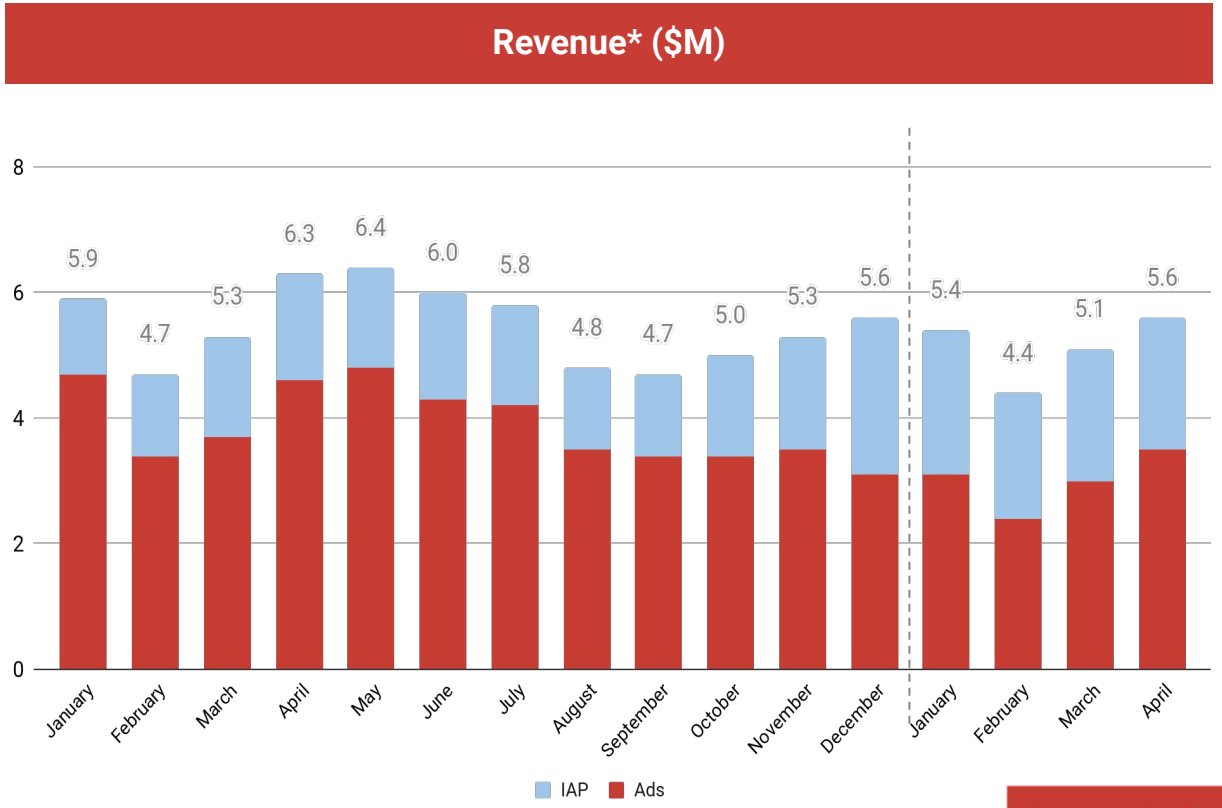
Revenue from games.

- $14.9M revenue in Q1 2023 (-6% Y/Y)
- $5.6M revenue in April (+8% M/M)
- Increase in the share of Mid-Core games (62% in Q1 2023)







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

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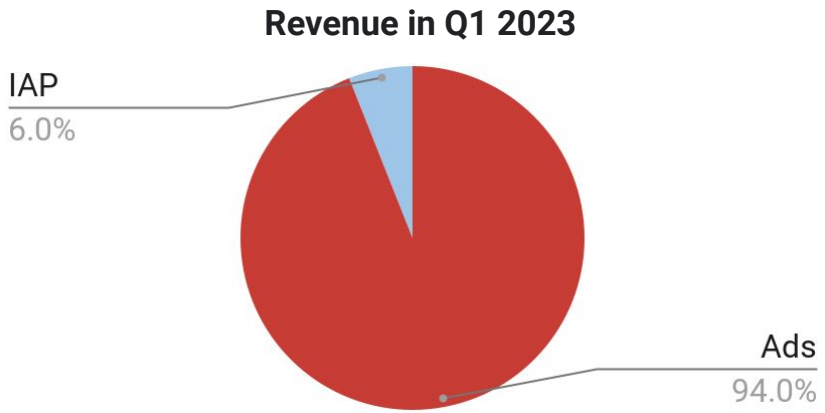
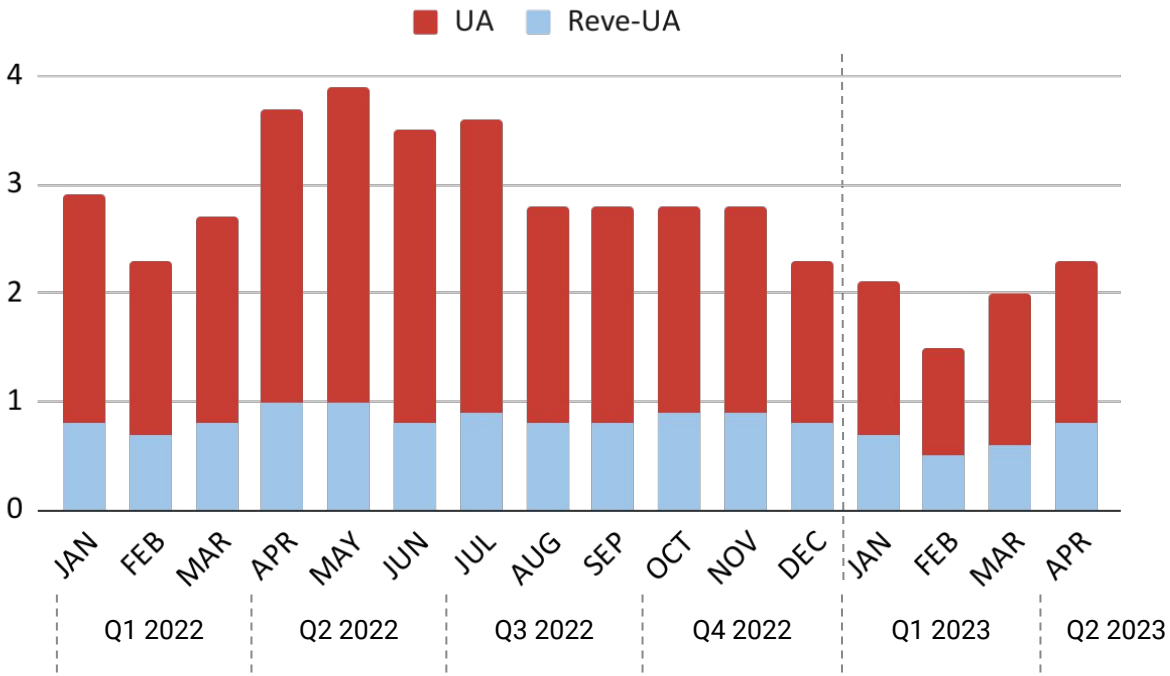
Hyper-Casual.

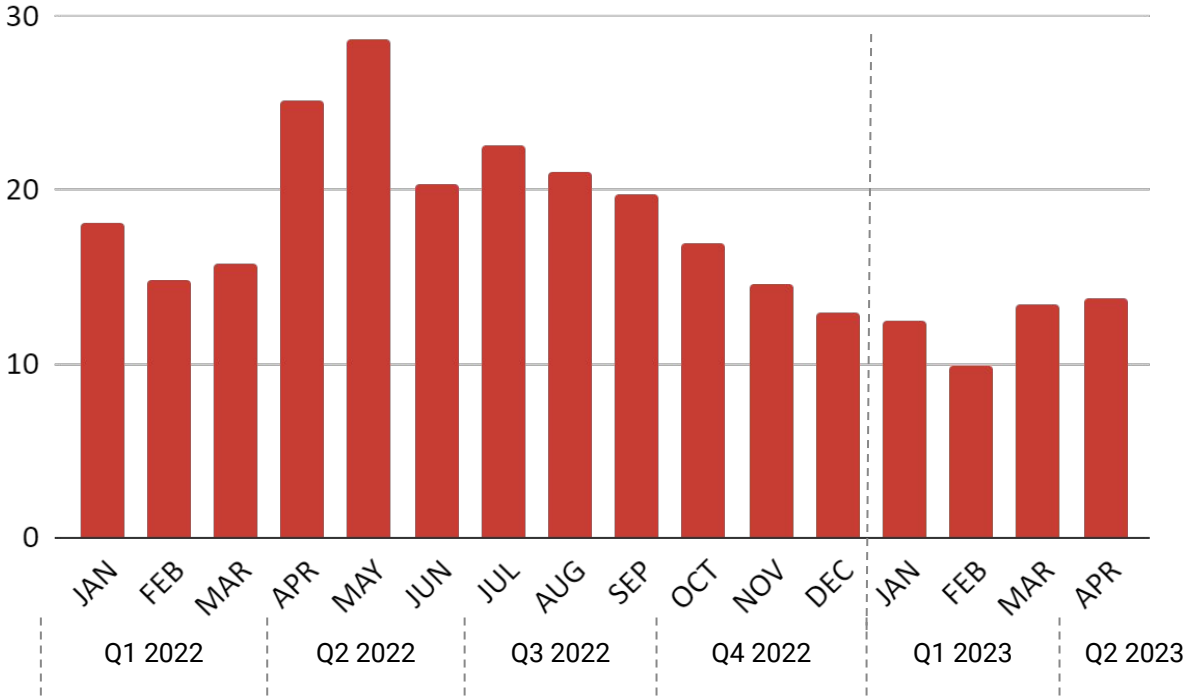
- $5.6M revenue in Q1 2023 (-29% Y/Y)
- $2.3M revenue in April (+10% M/M)



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.

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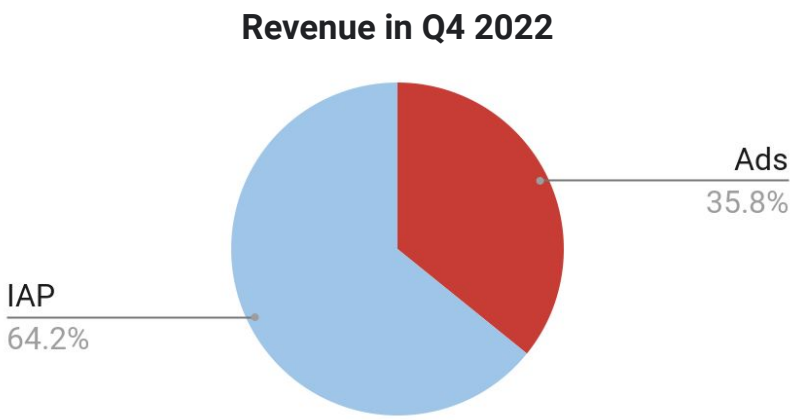
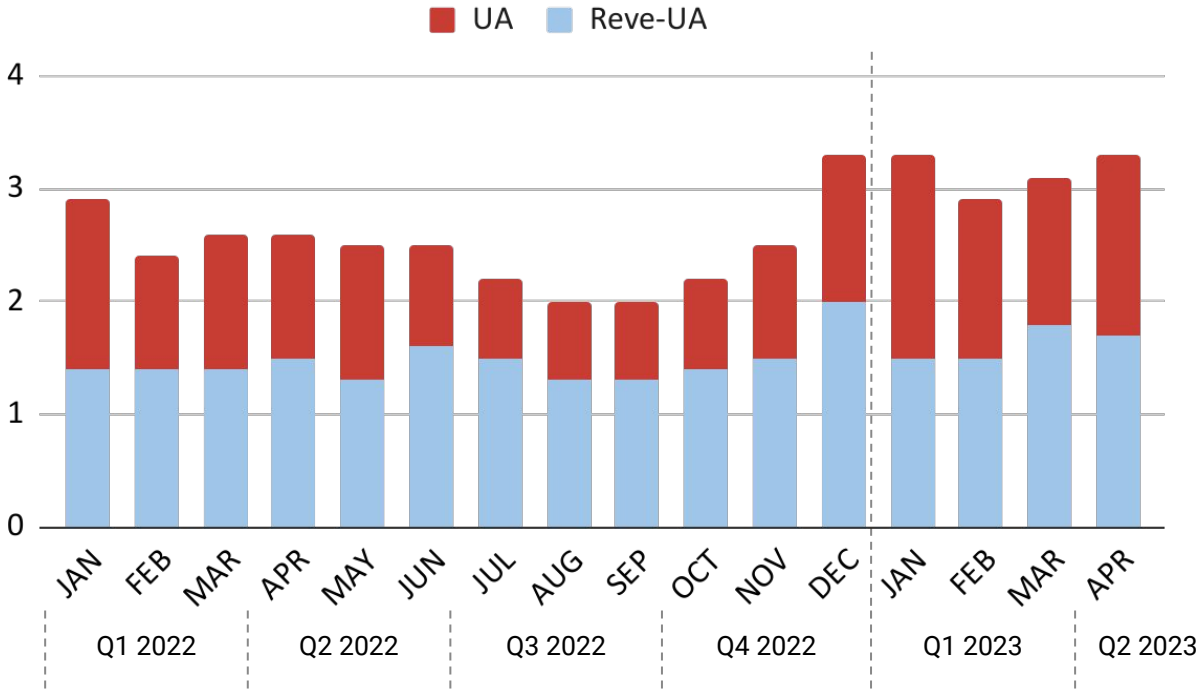
Mid-Core i Casual.

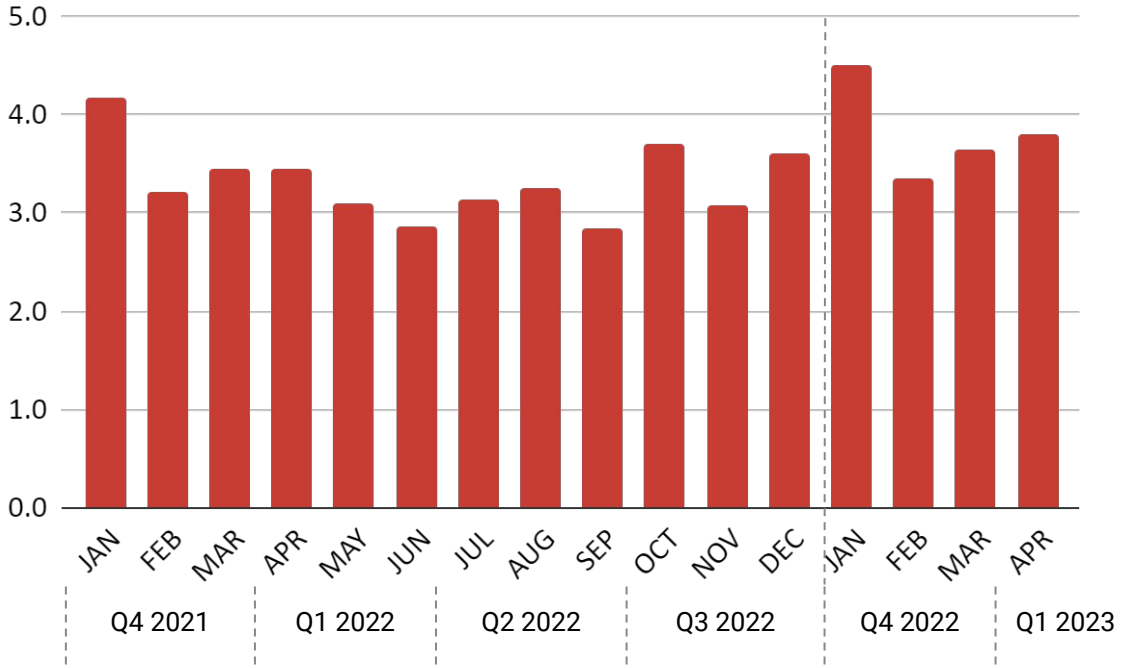
- $9.3M revenue in Q1 2023 (+18% y/y)
- $3.3M revenue in April 2023 (+7% M/M)
- Hunt Royale and Darts Club among best earning titles in portfolio



Revenue and User Acquisition* ($M)



Installs (mln)



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

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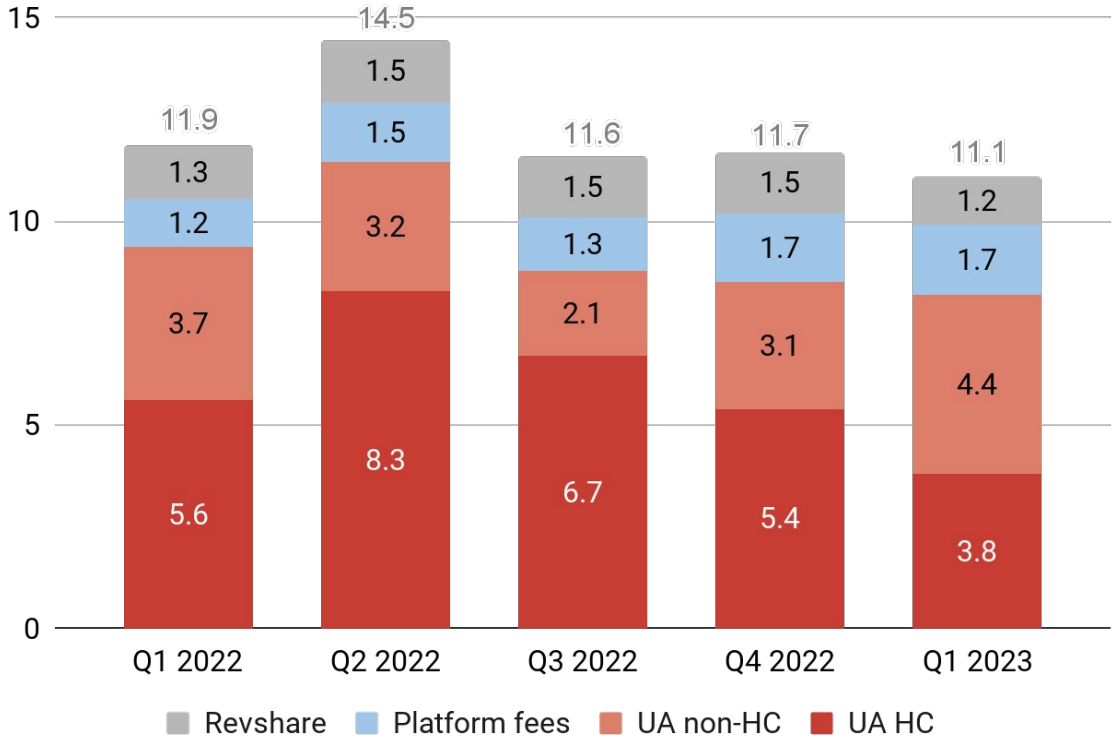
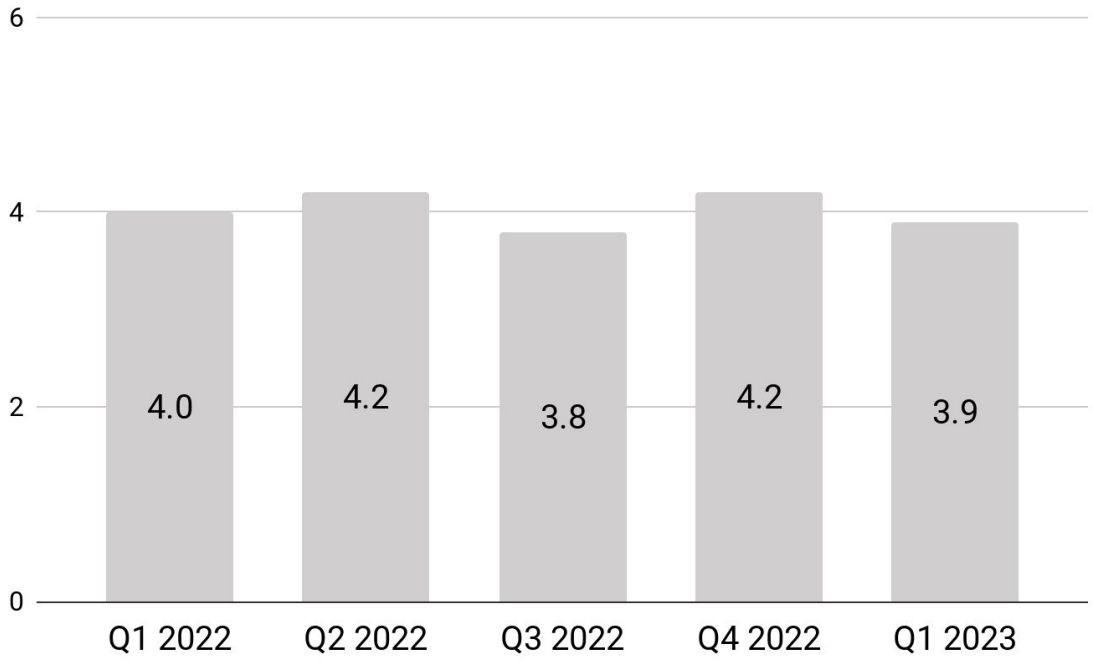
Main variable costs.

- $11.1M variable costs in Q1 2023 (-5% Q/Q)
- $3.9M revenue net of variable costs in Q1 2023 (-7% Q/Q)

Main Variable Costs* ($M)



Revenue Net of Variable Costs* ($M)



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

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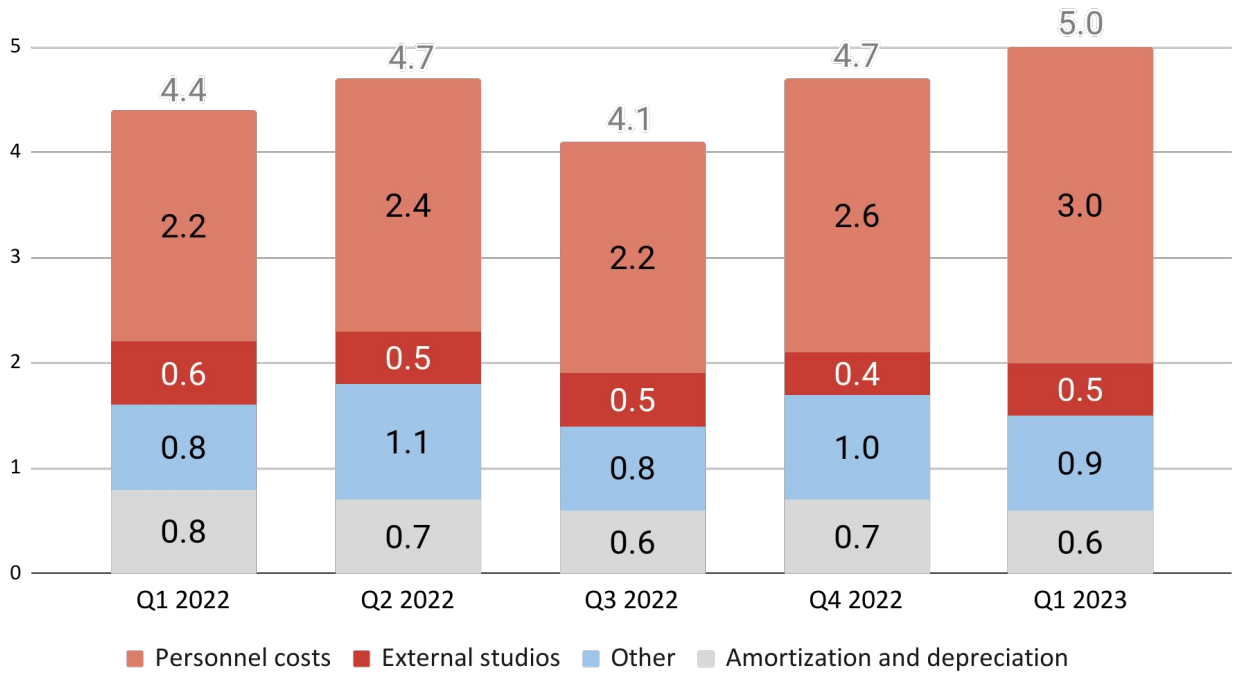
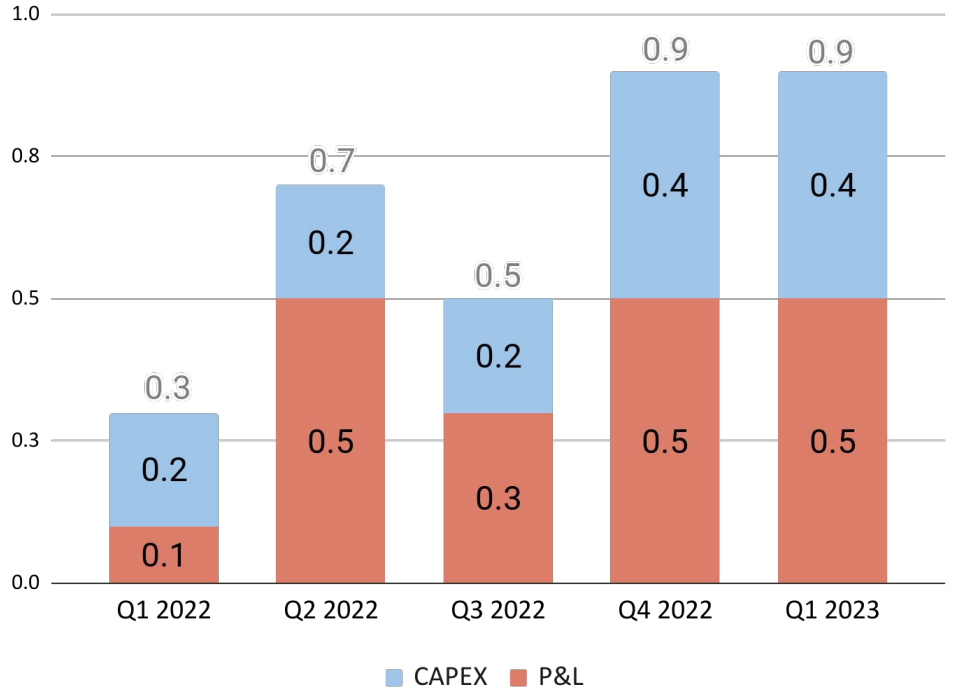
Costs.

- In Q1 2023 costs as a percentage of revenue amounted to 33% (vs 29% in Q4 2022)
- $0.9M for development of blockchain projects in Q1 2023

Cost categories other than main variable costs ($ M)



Investments in Play-And-Earn projects ($ M)



$0.9M- blockchain projects development costs, incl. **$0.5M** via P&L

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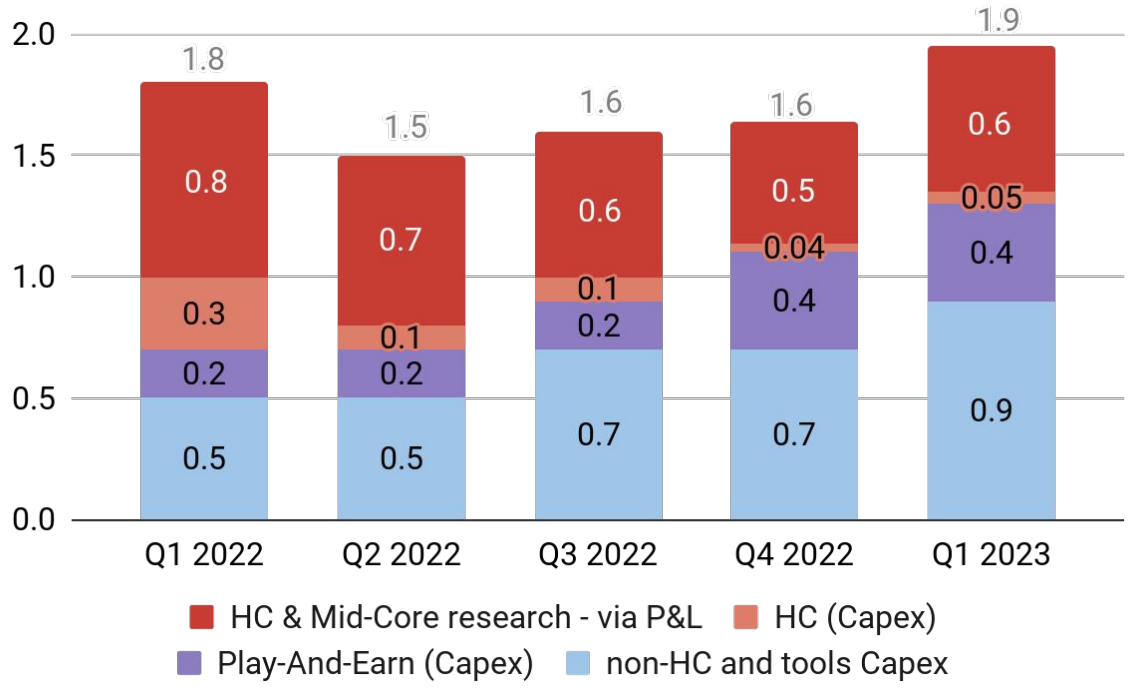
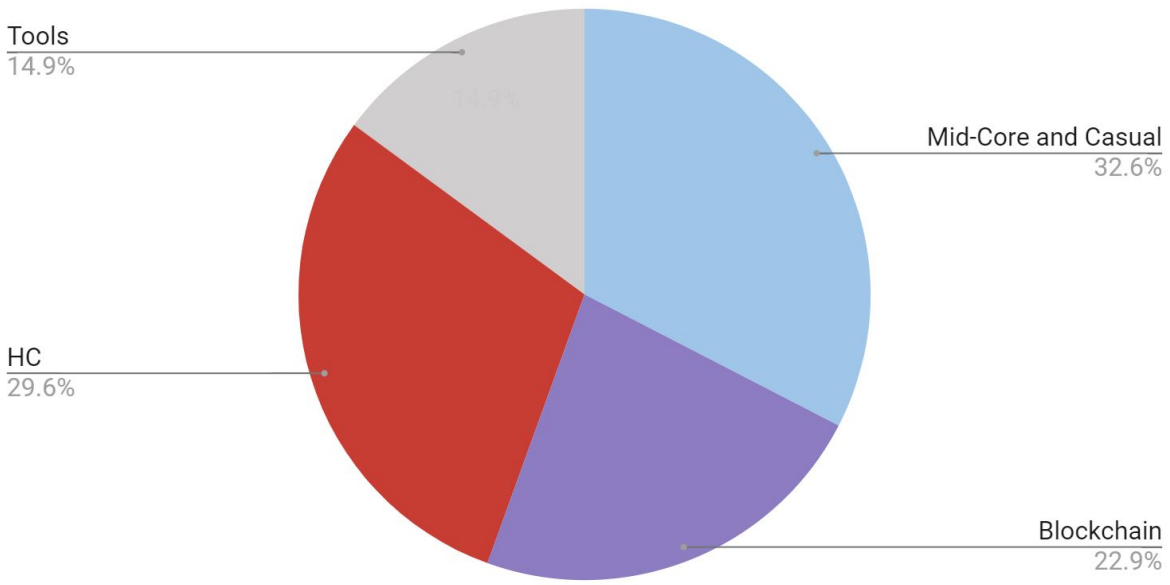
Investments.

- Stable expenses Q/Q
- Increase of the share of Mid-Core and Casual games
- Increase of Capex in blockchain segment

CAPEX and investments ($M)



Investments structure (CAPEX and P&L) in Q1 2023



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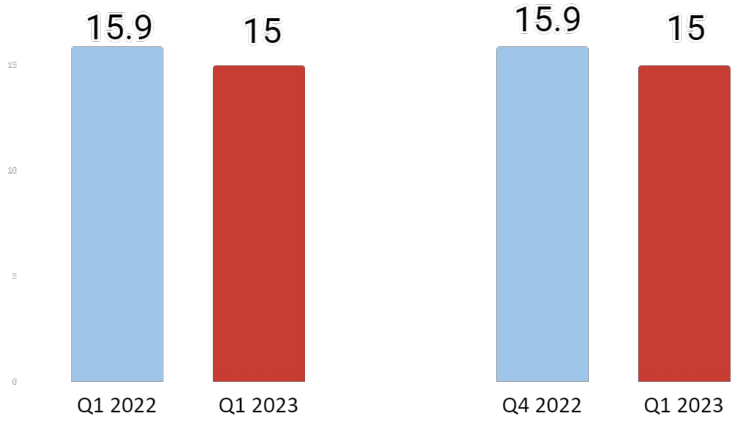
Results.

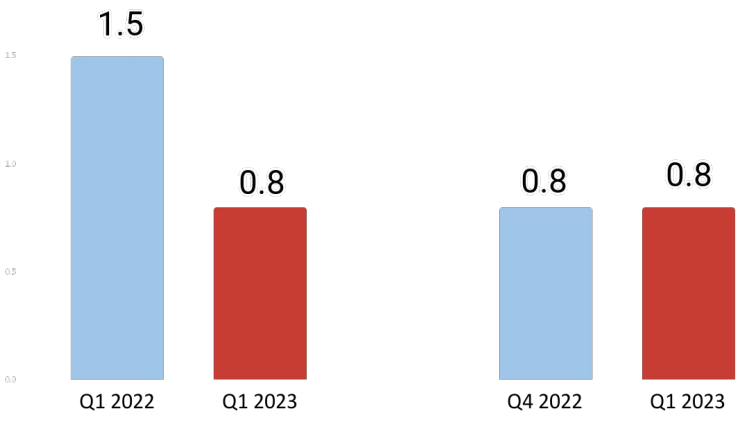
Revenue ($ M)



-6% r/r

-6% kw./kw.

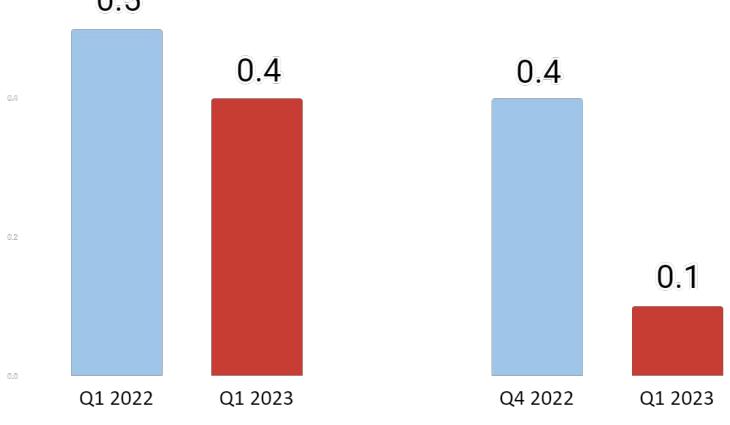
adjusted EBITDA* ($M)



-47% r/r

- kw./kw.

Adjusted net profit* ($M)



-20% r/r,

-75% kw./kw.

Operating segment results ($M)	Mobile games**			Blockchain projects		
	Q4 2022	Q1 2023	% change y/y	Q4 2022	Q1 2023	%change y/y
Revenue	15 908	14,907	-6%	2	91	+5,826%
Adjusted EBITDA*	1,335	1,274	-5%	(566)	(436)	+23%
Adjusted Net Profit*	1,010	550	-46%	(571)	(445)	+22%
CAPEX	798	990	+24%	346	441	+27%

*Skorygowane o zdarzenia jednorazowe Szczegółowy opis zdarzeń jednorazowych w poszczególnych kwartałach 2022 i 2023 r., znajdują się w Skonsolidowanym Raporcie Grupy BoomBit za Q1 2023

**Wartości uwzględniają eliminację transakcji pomiędzy segmentami

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SUMMARY

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Outlook 2023.

Development of games portfolio

Testing and publishing agreements **with external partners**

Commercialization
analytical and marketing tools

Potential new **Joint Ventures**

Development of projectes

BoomLand

playember

Release of
Hunters on-Chain
on Mainnet

BLOCKCHAIN

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ATTACHMENTS

Key financial data.

kPLN	Q1 2022	Q2 2022	Q3 2022	Q4 2022	2022	Q1 2023
Revenue**	15,888	18,681	15,418	15,909	65,812	14,998
Revenue - variable costs	3,955	4,230	3,838	4,189	16,202	3,898
EBITDA	1,450	1,307	1,830	655	5,255	804
Net profit	546	446	723	342	2,067	77
One-off effects***	0	205	256	120	597	34
EBITDA adj.	1,450	1,307	1,830	769	5,372	838
Net profit adj.	546	612	930	439	2,551	105
CAPEX	948	867	954	1,144	3,919	1,431
Cash (end of quarter)	8,929	8,699	6,773	10,222	10,222	10,907

*Prezentowane przychody *nie zawierają* wartości z fazy soft launch, które zgodnie z zasadami rachunkowości w Grupie są kapitalizowane jako koszty rozwoju.
**W 2023 roku – odpis aktualizujący wartość należności. W 2022 roku – wycena udziałów w Superscale s.r.o. do wartości godziwej, odpisy aktualizujące na udzielone pożyczki i należności oraz na nakłady na prace rozwojowe.

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Thank You

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