

The logo for Puzzle Quest 3, featuring the words "PUZZLE QUEST" in a stylized, metallic font with a large "3" to the right. Below the text are several small, colorful gem icons.

PUZZLE  
QUEST 3

The logo for Digital Bros, with "Digital Bros" in a large, red, cursive font and "digital entertainment" in a smaller, black, sans-serif font below it.

Digital Bros  
digital entertainment

The text "FY 2021/2022 Q3 RESULTS" in a large, white, outlined font, centered at the bottom of the image.

FY 2021/2022  
Q3 RESULTS

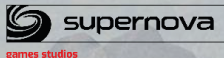
May 2022

# WE DEVELOP AND PUBLISH MULTIPLATFORM VIDEOGAMES WORLDWIDE

**Digital Bros**  
digital entertainment

**370 talented employees worldwide to create the next big games**

## **STUDIOS:**



Creation and development of  
video games based on an  
original idea/successful brand  
or an owned IP

## **PUBLISHING:**



IP scouting and selection,  
marketing & PR, sales and  
promotions, customer support,  
and worldwide digital  
distribution

## **GAME ACADEMY:**

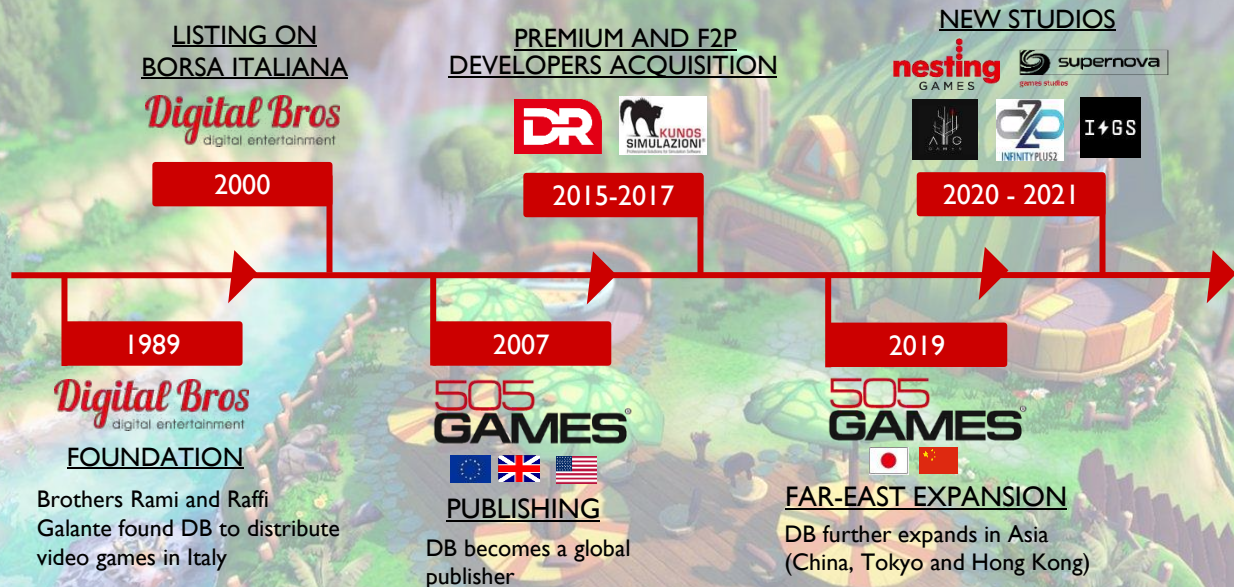


Video games training and  
professional courses aimed at  
shaping young talents into the  
future professionals of the  
industry



# OUR MILESTONES

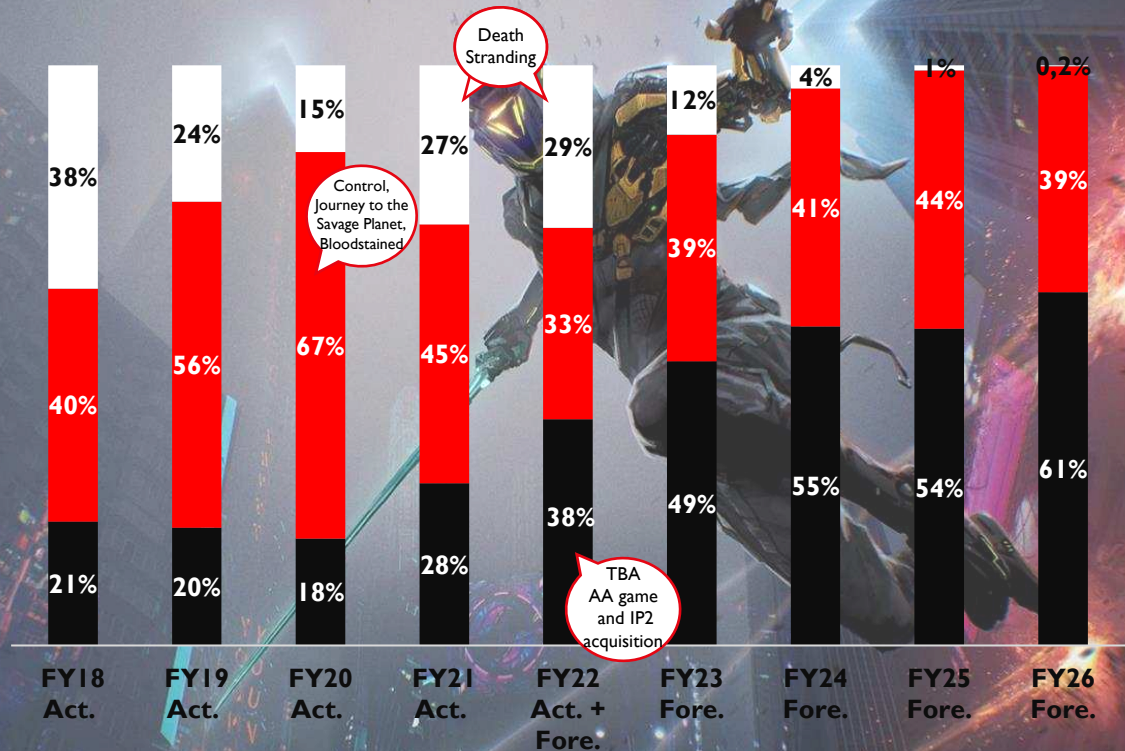
The video games market is continuously growing. In 2024, it is expected to reach \$218.7 billion (2019-2024 8.7% CAGR)\*



# AN ONGOING COMPLETE TRANSFORMATION

## Premium and F2P games revenues\*

- **First group:** Premium & F2P videogames developed by internal studios or with IP ownership
- **Second group:** Premium & F2P videogames with IP co-ownership or > 10 years agreement
- **Third group:** worldwide publishing agreements





## 1 GROUP

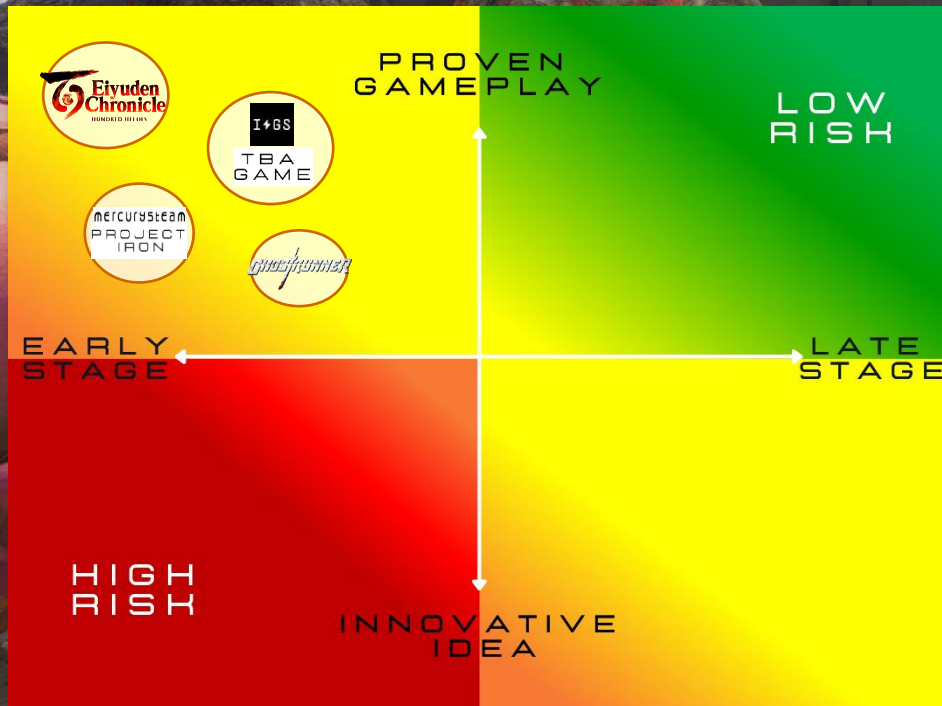


## 2 GROUP



## 3 GROUP





**To reduce the risk of unsuccess of a game, we:**

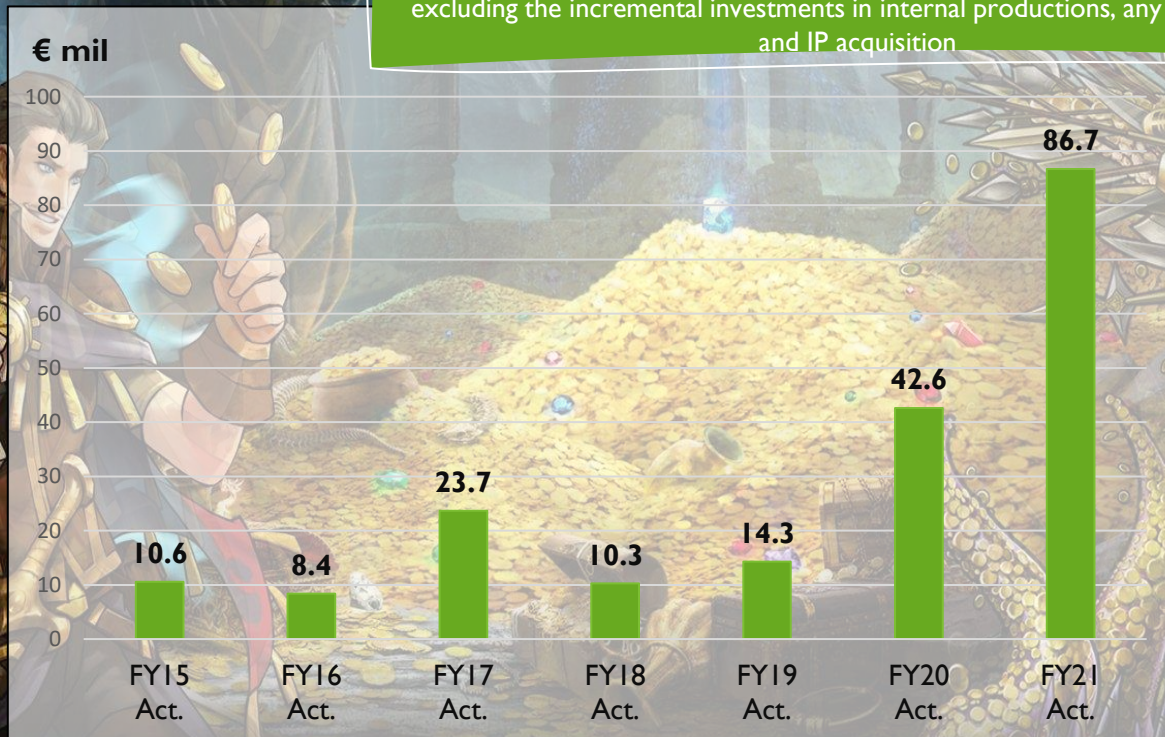
Work with financially independent developers

Obtain a contractual way-out at prototype

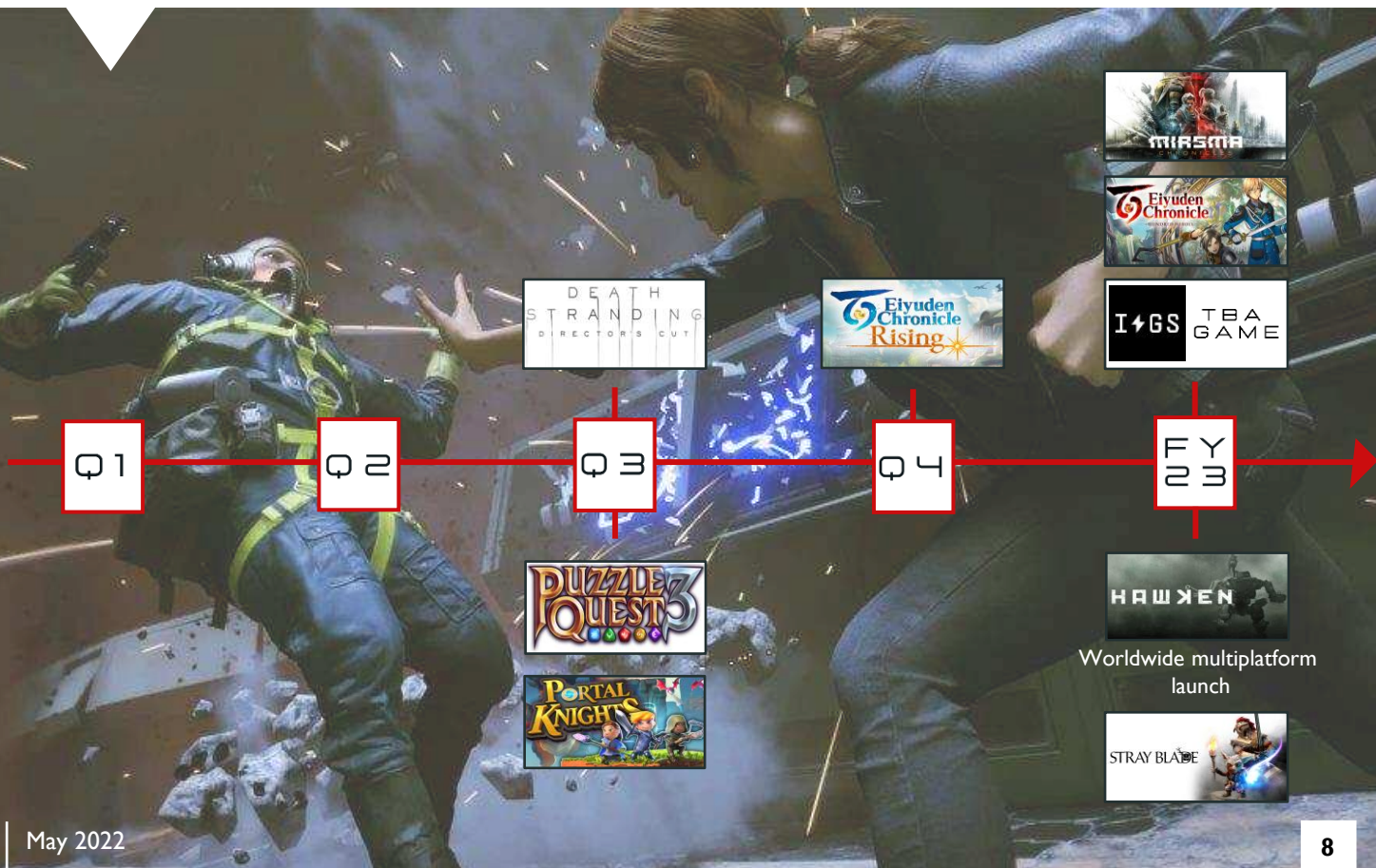


# A STRONG INVESTMENT PLAN

The Group has planned to invest more than € 50 million during the fiscal year, excluding the incremental investments in internal productions, any future M&A and IP acquisition



# RELEASE SCHEDULE





**Single-player action RPG, prelude and prologue to the forthcoming Eiyuden Chronicle: Hundred Heroes.** Many great fantasy epics are born from tales that went before them and Rising acts as that tale for Hundred Heroes. Rising's deliberate art style pays image to the traditional telling of folklore, which historically uses marionettes and art to convey long-lasting stories.

## UNIQUE SELLING POINTS OF THE GAME:

- Connectivity and cross-content with Hundred Heroes: The game introduce a portion of Hundred Heroes characters in an original story with thrilling action and engaging town-upgrading elements. Rising also gives the player the **opportunity to carryover four special items directly to Hundred Heroes.**
- Produced on Unity Engine

Rising launched on all platforms on May10<sup>th</sup>.





**Eiyuden  
Chronicle**  
HUNDRED THOUS

FINANCIAL  
HIGHLIGHTS

May 2022



# P&L - FY22 YTD ACTUAL

Euro million	31.03.22	31.03.21	Change	Change %
Gross revenue	83.1	115.4	(32.3)	-28.0%
Gross operating margin (EBITDA)	31.5	45.9	(14.4)	-31.2%
Operating margin (EBIT)	19.1	25.0	(5.9)	-23.7%
Profit/(loss) before tax	22.4	28.3	(5.9)	-20.7%
Net profit/(loss)	15.7	20.3	(4.6)	-22.5%

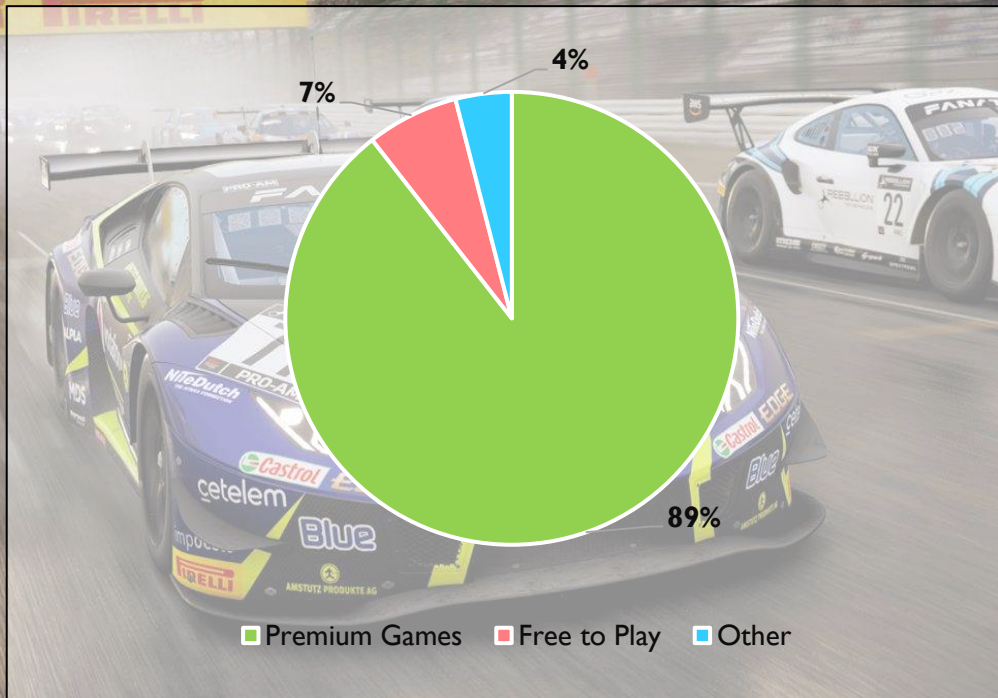
FISCAL YEAR ENDING JUNE 30<sup>th</sup> 2022

SOURCE: DIGITAL BROS

- **96% OF REVENUES REALIZED ON INTERNATIONAL MARKETS AND 85% ON DIGITAL MARKETPLACES**
- **NINE MONTHS EBIT AT € 19.1 MILLION, 23% OF CONSOLIDATED NET REVENUES**
- **Q3 EBIT AT € 6.8 MILLION, + 35.2% YOY**

# REVENUE BREAKDOWN

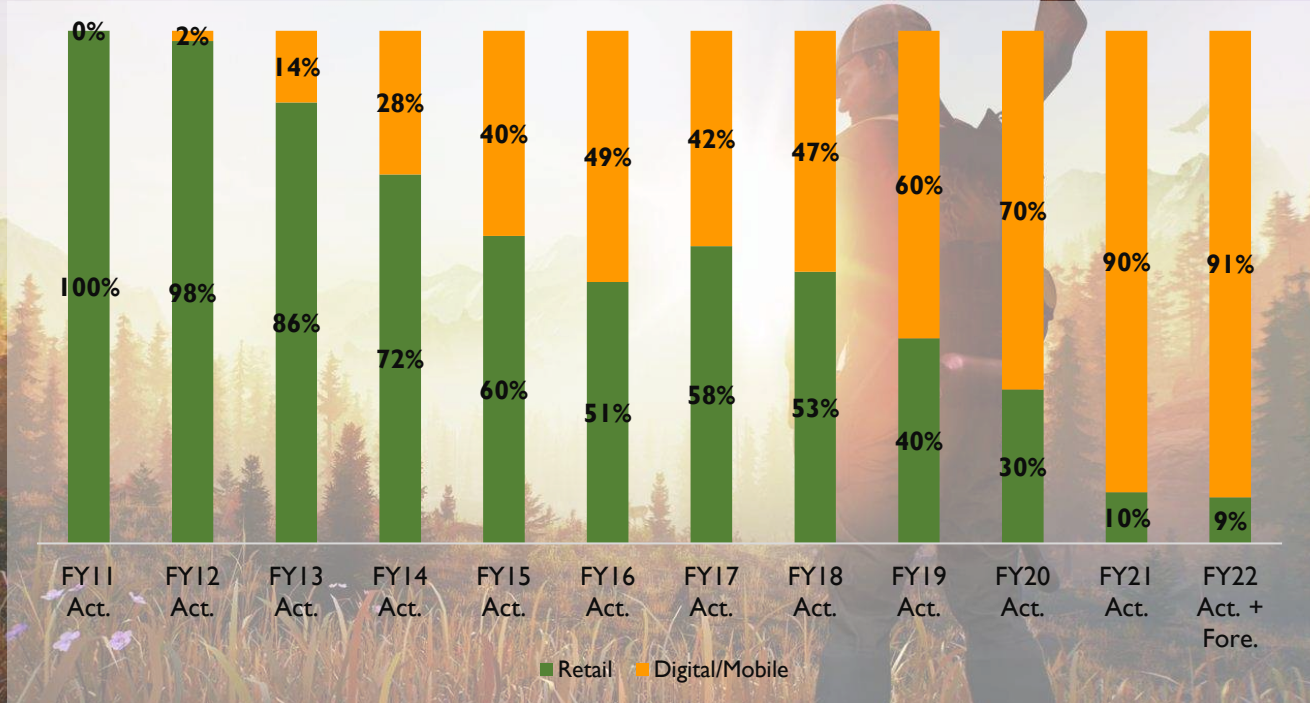
## FY22 Q3 ACTUAL - REVENUE BY SEGMENT





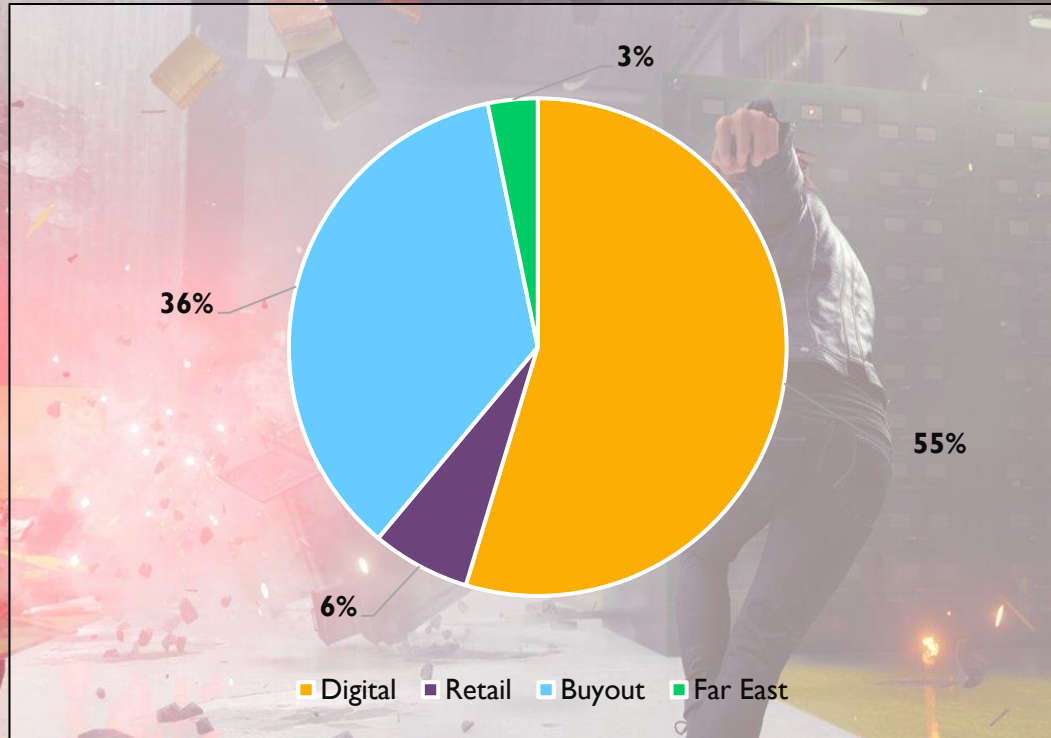
# REVENUE BREAKDOWN

## FY22 YTD - DIGITAL VS RETAIL



# REVENUE BREAKDOWN

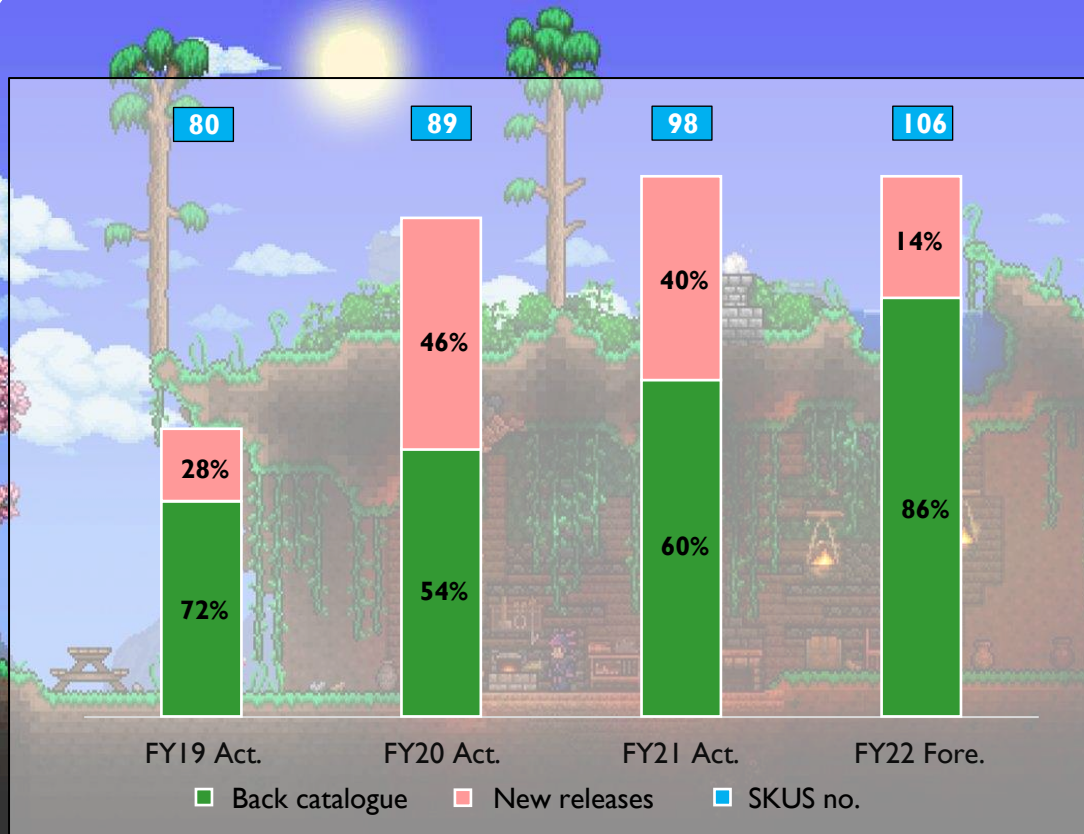
## FY22 FORECAST- REVENUE BY TYPE





# REVENUE BREAKDOWN

FY22 FORECAST - BACK CATALOGUE AND NEW RELEASES



Euro million	31.03.22	31.03.21	Change	Change %
Gross revenue	74.3	102.8	28.5	-27.8%
Net revenue	74.2	101.6	27.4	-27.0%
Gross operating margin (EBITDA)	36.2	47.3	11.2	-23.6%
Operating margin (EBIT)	26.0	27.9	1.9	-6.7%

FISCAL YEAR ENDING JUNE 30<sup>th</sup>, 2022

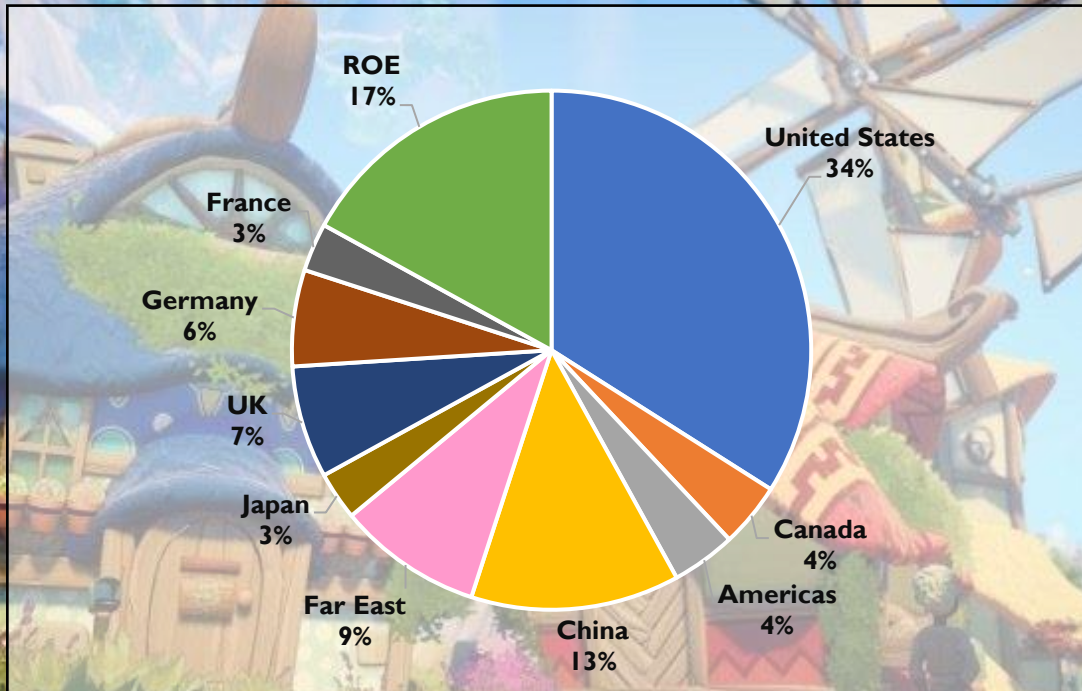
SOURCE: DIGITAL BROS

- ASSETTO CORSA IS THE QUARTER BEST-SELLING VIDEO GAME WITH **€14 MILLION** REVENUE
- **DEATH STRANDING – DIRECTOR'S CUT** LAUNCHED ON **MARCH 30<sup>th</sup>**, AND **EIYUDEN CHRONICLE – RISING** ON **MAY 10<sup>th</sup>**



# PREMIUM GAMES

FY22 Q3 YTD - DIGITAL REVENUE BY COUNTRY



# FREE TO PLAY

## FY22 Q3 ACTUAL

Euro million	31.03.22	31.03.21	Change	Change %
Gross revenue	5.4	8.4	(3.0)	-35.6%
Net revenue	5.4	8.5	(3.0)	-35.6%
Gross operating margin (EBITDA)	1.1	4.5	(3.4)	-76.4%
Operating margin (EBIT)	(0.4)	3.9	(4.3)	n.m.

FISCAL YEAR ENDING JUNE 30<sup>TH</sup>, 2022

SOURCE: DIGITAL BROS

- **PUZZLE QUEST 3 LAUNCHED GLOBALLY ON MARCH 1<sup>ST</sup>**
- STRONG PIPELINE EXPECTED IN THE UPCOMING QUARTERS WITH THE LAUNCH OF HAWKEN AND THE CONSOLE VERSION OF PUZZLE QUEST 3



# OUTLOOK

- Most of the video games currently under development will hit the market starting FY2023. The Group has planned to invest more than € 50 million during the fiscal year.
- For the full FY22, the Group expects a decline in revenue without any significant new launch, but higher operating margins (EBIT) thanks to the higher profitability of fully-owned intellectual properties and back catalogue products.
- In sync with the significant investments planned for the full fiscal year, the net financial position, which was positive for € 13.2 million at March 31<sup>st</sup>, 2022, is expected to remain positive while showing a further decrease and to return to increase starting from the first quarter of the next fiscal year.



# IP PORTFOLIO

May 2022





- **THE #1 RACING SIMULATOR WITH OVER 17 MILLION COPIES SOLD**
- NEW EPISODE ASSETTO CORSA COMPETIZIONE: OFFICIAL GAME OF THE BLANCPAIN GT SERIES
- FULLY LICENSED GT CARS FROM TOP MANUFACTURERS: FERRARI, LAMBORGHINI, MCLAREN
- UNIQUE SELLING POINTS OF THE GAME:
  - Extraordinary level of simulation quality
  - Outstanding level of detail with circuit laser scan technology
  - Produced on Unreal Engine 4
- **SECOND VERSION IN DEVELOPMENT – EXPECTED RELEASE IN 2024**
- NEXT-GEN AND MOBILE VERSIONS RELEASED IN FY22



# CONTROL

- CINEMATIC THIRD PERSON ACTION GAME BUILT ON REMEDY'S PROPRIETARY NORTHLIGHT® TECHNOLOGY
- DEVELOPED BY **REMEDY ENTERTAINMENT**, DEVELOPER OF AAA VIDEO GAMES
- WORLDWIDE PUBLISHING RIGHTS ON PC AND ALL CONSOLE FORMATS
- HIGH METACRITIC SCORE (AVG. 84)
- **MORE THAN 2 MILLION COPIES SOLD**
- **€25 MIL BUDGET SPIN OFF EPISODE "CONDOR" UNDER DEVELOPMENT**
- **BIGGER-BUDGET NEW CONTROL GAME "HERON" IN THE CONCEPT STAGE**

May 2022





# Bloodstained

-RITUAL OF THE NIGHT-

- A GOTHIC HORROR ACTION SIDE-SCROLLING RPG SET IN 19<sup>TH</sup> CENTURY ENGLAND
- **CREATION OF KOJI IGARASHI**, THE FORMER SERIES PRODUCER OF THE CASTELVANIA SERIES
- WORLDWIDE PUBLISHING RIGHTS ON PC AND ALL CONSOLE FORMATS
- HIGH METACRITIC SCORE (AVG. 81)
- **MORE THAN 1 MILLION COPIES SOLD**



# GHOS/RUNNER

- FIRST PERSON CYBERPUNK ACTION VIDEOGAME SET IN A GRIM, DYSTOPIAN FUTURISTIC WORLD
- DLCs LAUNCH PROGRAM  
(First DLC released in December 2020)
- **OVER A MILLION COPIES SOLD TO DATE**
- HIGH METACRITIC SCORE (AVG. 77)
- **SECOND VERSION IN DEVELOPMENT**
- NEXT-GEN VERSION RELEASED IN FY22





# DEATH STRANDING

- GROUNDBREAKING EXPERIENCE FROM LEGENDARY GAME CREATOR HIDEO KOJIMA
- **DIRECTORS' CUT RELEASED ON MARCH 30<sup>TH</sup>, 2022**
- WORLDWIDE PUBLISHING RIGHTS ON PC (CONSOLE VERSION PUBLISHED BY SONY INTERACTIVE)
- EXPECTED LIFETIME REVENUES IN EXCESS OF € 50 MILLION
- HIGH METACRITIC SCORE (86)
- **“PC GAME OF THE YEAR” AT THE GOLDEN JOYSTICK AWARDS 2020**
- **“MOST INNOVATIVE GAME PLAY ON PC” AT THE STEAM AWARDS 2020**

May 2022



# Eiyuden Chronicle

HUNDRED HEROES

- RPG CREATION OF YOSHITAKA MURAYAMA AND JUNKO KAWANO, THE FORMER CREATORS OF SUIKODEN AND CASTLEVANIA
- WORLDWIDE PUBLISHING RIGHTS ON PC AND ALL CONSOLE FORMATS AND **CO-OWNERSHIP OF THE IP**
- PARTIALLY FUNDED BY THE LARGEST VIDEOGAME KICKSTARTER OF 2020, RAISING A TOTAL OF JPY 482 MILLION (USD 4.6 MILLION)
- **EXPECTED LIFETIME REVENUES OF MINIMUM € 30 MILLION**
- **SPIN OFF EPISODE “EIYUDEN CHRONICLE – RISING” RELEASED ON MAY 10<sup>TH</sup>**
- “HUNDRED HEROES” EXPECTED RELEASE IN FY23

May 2022

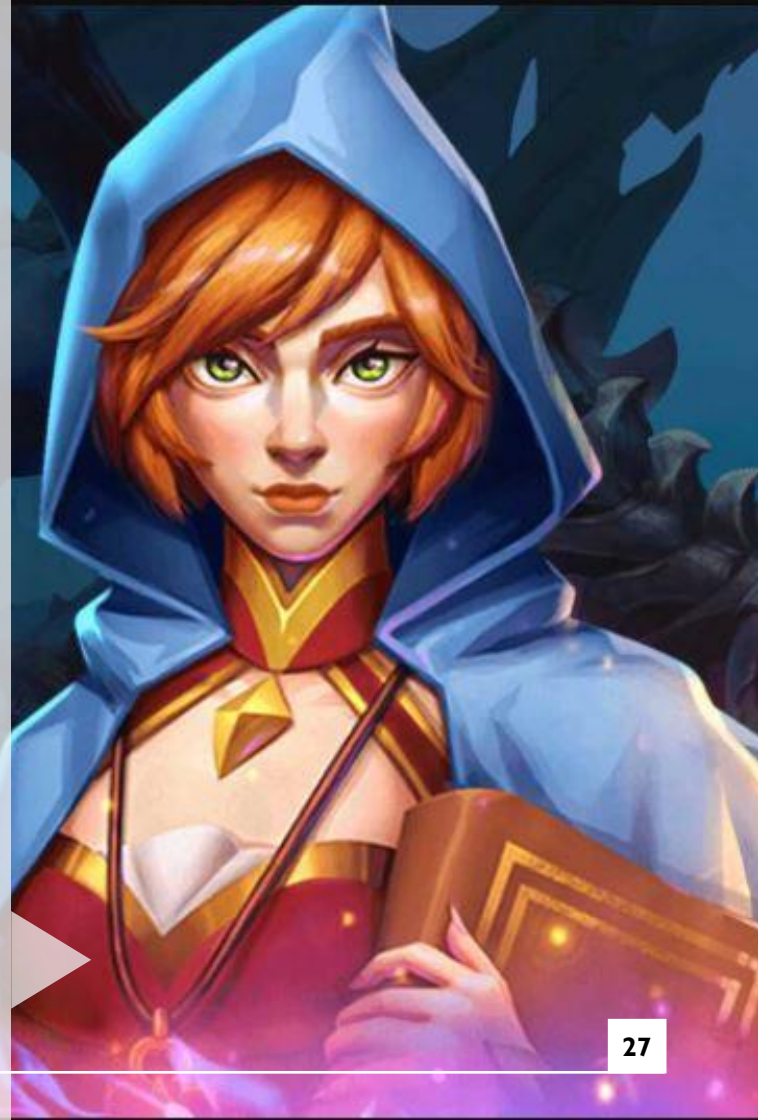






- DEVELOPED BY INFINITY PLUS 2 ACQUIRED BY THE GROUP IN JANUARY 2021
- **WORLDWIDE MULTIPLATFORM RELEASE** (PC AND MOBILE) **ON MARCH 1<sup>ST</sup>, 2022**
- **F2P** PUZZLE HYBRID THAT FEATURES HERO CLASSES WITH DEEP RPG MECHANICS AND 1vs1 BATTLES IN A FULLY 3D GAME WORLD
- A NEW INSTALLMENT TO ORIGINAL SERIES FIRST RELEASED IN 2007, AND WITH SPIN-OFFS IN PARTNERSHIP WITH MARVEL AND CARTOON NETWORK
- THE FRANCHISE HAS GENERATED **LIFETIME REVENUES FOR OVER USD 200 MILLION** AND CREATED A **COMMUNITY OF 32 MILLION GAMERS WORLDWIDE**

May 2022



# HAWKEN

- MECH GENRE: COLLECT, BUILD AND CUSTOMIZE YOUR MECH
- STRONG **F2P** SYSTEM WITH PVE ELEMENTS
- THE ACTUAL PRODUCTION IS NOT EVEN A SEQUEL:
  - New game design
  - Objective-based PVE to maximize revenues without being “pay-to-win” & to create sustainable long-term product growth
  - Enhanced mech customization system for deeper monetization streams
  - Mech differentiation to enhance KPIs

May 2022





# MIASMA

## CHRONICLES

- **TACTICAL ADVENTURE SET IN A POST-APOCALYPTIC AMERICA RAVAGED BY A FORCE KNOWN AS THE “MIASMA”**
- JOIN ELVIS AND HIS ROBOTIC OLDER BROTHER IN THE SEARCH FOR THEIR MISSING MOTHER AND DEFEAT THE MIASMA
- DEVELOPED BY **THE BEARDED LADIES**, DEVELOPER OF MUTANT YEAR ZERO: ROAD TO HEAVEN
- WORLDWIDE PUBLISHING RIGHTS ON **PC, PS5** and **XBOX SERIES X|S**
- **SET FOR RELEASE IN 2023**

May 2022



# STRAY BLADE

- **ACTION RPG:** EXPLORE ACREA IN THE COMPANY OF THE ADVENTURER FARREN AND THE LITTLE WOLF BOJI, ON A JOURNEY FULL OF ACTION AND MYSTERIES. FACE HORDES OF LETHAL ENEMIES, WHILE RECOVERING THE FRAGMENTS OF ACREA'S MAGICAL SEAL
- DEVELOPED BY **POINT BLANK GAMES**
- WORLDWIDE PUBLISHING RIGHTS ON **PC, PS5** and **XBOX SERIES X|S**
- **SET FOR RELEASE IN 2023**

May 2022





# DEATH STRANDING



## APPENDIX

- Starbreeze AB (SB) is a Swedish videogame developer and publisher **owner of the famous PAYDAY IP** that successfully exited a reconstruction period on December 6<sup>th</sup>, 2019.
- In February 2020 Digital Bros acquired all Starbreeze assets held by Smilegate Holdings for €19.2 m. The **overall assets nominal value is €35.3m** including: a convertible bond of SEK 215m (at today exchange rate € 21.21m), credit of approx. €14.8m, as well as shares.
- Digital Bros today holds **11.96%** of Starbreeze AB's **share capital** and **28.91%** of the **voting rights**, an **earn out of USD 40m on PAYDAY3** (to be published by Koch Media), PAYDAY2 console publishing rights and USD 4.8m credit on the advance payments.





## Shaping the next generation of Game Developers

- Founded in 2014, **Digital Bros Game Academy (DBGA)** is a Milan-based academy dedicated to all young talents wishing to pursue a career in the gaming industry.
- With two-year courses in **Game Design, Game programming, Concept Art** or **Game Art 3D**, the Academy fosters an innovative, hands-on approach to learning coupled with academic rigor, industry experience and extensive project work.
- DBGA boast a 74% placement rate in the industry: our students are either employed by Digital Bros Group, find jobs in Italian/international software houses or start their own studio.



The logo for Digital Bros digital entertainment. The word "Digital Bros" is written in a large, stylized, red cursive font with a white outline. Below it, the words "digital entertainment" are written in a smaller, white, sans-serif font. The background of the entire image is a 3D-rendered scene from a video game, showing a character with a large sword and a glowing blue aura attacking a character on the ground, with two other characters in the background.

# Digital Bros

digital entertainment

Digital Bros S.p.A.

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