



**FY 2020**

**Results presentation**

# DISCLAIMER

IMPORTANT: You must read the following disclaimer before continuing. The following disclaimer applies to the following presentation and you are therefore advised to read this disclaimer carefully before reading, assessing or making any other use of the presentation. In accessing the presentation, you agree to be bound by the following terms and conditions, including any modifications to them from time to time, each time you receive any information as a result of such access. You acknowledge that this document and the delivery of the presentation is confidential and intended for you only and you agree you will not forward, distribute, reproduce or publish this document to any other person, in particular to any address in the United States of America or to U.S. Persons (as defined below).

**NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN WHOLE OR IN PART, IN, INTO OR WITHIN THE UNITED STATES, AUSTRALIA, CANADA, JAPAN OR SOUTH AFRICA OR ANY OTHER JURISDICTION WHERE IT IS UNLAWFUL TO DISTRIBUTE THIS PRESENTATION OR TO U.S. PERSONS (AS DEFINED BELOW).**

The following presentation, including a hard copy of these slides/the talks given by the presenters, the information communicated during any delivery of the presentation and any question and answer session and any document or material distributed at or in connection with the presentation (together, the "Presentation"), has been prepared by tinyBuild Inc. (the "Company") on behalf of itself and its subsidiaries (together the "Group"). The information in the Presentation is not intended to form the basis of any contract. Making this Presentation available in no circumstances whatsoever implies the existence of a commitment or contract by or with the Company, or any of its affiliated entities, or any of its or their respective subsidiaries, directors, officers, representatives, employees, advisers or agents ("Affiliates") for any purpose.

This Presentation does not constitute or form part of an offer or invitation to issue or sell, or the solicitation of an offer to subscribe for or purchase, any securities to any person in any jurisdiction to whom or in which such offer or solicitation is unlawful. This document is not an admission document or prospectus. Investors should not subscribe for any shares referred to in this Presentation, except on the basis of any admission document that is published in connection with those shares. Should any such admission document be published it will be available on the Company's website.

The information and any opinions contained in this Presentation are being provided as at the date of this Presentation and are subject to updating, completion, revision, amendment. This Presentation as well as any other related documents or information do not purport to be all inclusive or to contain all the information that you may need. There is no obligation of any kind on the Company or any of its Affiliates to update or revise this Presentation. No undertaking, representation or warranty or other assurance, express or implied, is or will be made or given in relation to, and no responsibility or liability is or will be accepted by the Company or their respective Affiliates as to, or in relation to, the accuracy, reliability, or completeness of any information or opinions contained in this Presentation and the Company (for itself and on behalf of its affiliates) hereby expressly disclaims any and all responsibility or liability, whether arising in tort, contract or otherwise (other than in respect of a fraudulent misrepresentation), for the accuracy, reliability and completeness of such information. Information contained in this Presentation may relate to an arrangement, commitment or transaction that is not suitable for you personally.

The content of this Presentation has not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000 ("FSMA"). The Presentation is for background purposes only and is not intended to be relied upon as advice to investors or potential investors, and does not contain all information relevant or necessary for an investment decision. Reliance on this Presentation for the purpose of engaging in any investment activity may expose an individual to a significant risk of losing all of the property or other assets invested. This Presentation does not constitute or form part of any offer for sale or solicitation of any offer to buy or subscribe for any securities (including, without limitation, to any person or in any jurisdiction to whom or in which such offer or solicitation is unlawful) nor shall it or any part of it form the basis of or be relied on in connection with, or act as any inducement to enter into, any contract or commitment whatsoever or constitute an invitation or inducement to engage in investment activity under section 21 of FSMA. This Presentation and the information contained herein is restricted and is not for release, publication or distribution, in whole or in part, directly or indirectly, and may not be taken or transmitted, in Australia, Canada, Japan or South Africa and may not be copied, forwarded, distributed or transmitted in or into Australia, Canada, Japan, South Africa, or any other jurisdiction in which such release, publication or distribution would be unlawful. The distribution of this Presentation in other jurisdictions may be restricted by law, and persons into whose possession this Presentation comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of the relevant jurisdiction.

The distribution of this Presentation may, in certain jurisdictions, be restricted by law. Persons in possession of this Presentation are required to inform themselves about and to observe any such restrictions. No action has been taken or will be taken in any jurisdiction by the Company that would permit the possession or distribution of any documents or any amendment or supplement thereto (including but not limited to this Presentation) in any country or jurisdiction where specific action for that purpose is required. In no event is this Presentation or any copy of it intended to be distributed into the United States of America or its territories and possessions, any state of the United States, or the District of Columbia (the "United States" or "U.S.") or to any U.S. persons within the meaning of that term as it is used in Regulation S of the U.S. Securities Act of 1933, as amended ("U.S. Persons").

Neither this Presentation nor any copy of it may be taken or transmitted into the United States or distributed, directly or indirectly, in the United States, or to any U.S. Persons. This Presentation (and the information contained herein) is not for release, publication or distribution, directly or indirectly, in whole or in part, in, into or within the United States. This Presentation is for informational purposes only and is not an offer of securities for sale in the United States. The securities referred to herein have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "U.S. Securities Act"), or under the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold, resold, transferred or delivered, directly or indirectly, in the United States or to, or for the account or benefit of, U.S. Persons, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and in accordance with any applicable securities laws of any state or other jurisdiction of the United States. Any securities that may be offered outside of the United States to non-U.S. persons will be subject to the conditions listed under Section 903(6)(3), or Category 3, of Regulation S under the U.S. Securities Act. Such securities will also be "restricted securities" as defined in Rule 144 under the U.S. Securities Act. There will be no offer of the securities referred to herein in the United States nor any public offering of such securities under the U.S. Securities Act. The securities have not been approved or disapproved by the U.S. Securities and Exchange Commission, any state securities commission in the United States or any U.S. regulatory authority, nor have any of the foregoing authorities passed upon or endorsed the merits of any proposed offering of the securities, or the accuracy or adequacy of this document. Any representation to the contrary is a criminal offence in the United States. Hedging transactions in securities may not be conducted unless in compliance with the U.S. Securities Act. Neither this Presentation nor any copy of it may be taken or transmitted into or distributed in Canada, Australia, Japan or South Africa, or any other jurisdiction which prohibits the same except in compliance with applicable securities laws. Any failure to comply with these restrictions may constitute a violation of United States or other national securities law. If you are a U.S. Person or are located into any such jurisdictions (i) you should not have received this Presentation and (ii) please return this Presentation to the Company as soon as possible and take no other action.

# DISCLAIMER

The Presentation is provided for general information only and does not purport to contain all the information that may be required to evaluate the Company. The information in the Presentation is provided as at the date of the Presentation (unless stated otherwise) and is subject to updating, completion, revision and further verification. In furnishing the Presentation, the Company does not undertake or agree to any obligation to provide the recipient with access to any additional information or to update the Presentation or to correct any inaccuracies in, or omissions from the Presentation which may become apparent. No reliance may be placed for any purpose whatsoever on the information or opinions contained or expressed in the Presentation or on the accuracy, completeness, correctness or fairness of such information and opinions.

Nothing in the Presentation is, or should be relied on as, a promise or representation as to the future. This Presentation contains certain forward-looking statements relating to the business, financial performance and results of the Company and/or the industry in which it operates. Forward-looking statements concern future circumstances, not historical facts and are sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward-looking statements contained in this Presentation (including, without limitation, assumptions, opinions and views of the Group or opinions cited from third party sources) are subject to risks, uncertainties and other factors that may cause actual events to differ materially from any anticipated development. None of the Company, any member of the Group or any of their respective officers, directors, employees, representatives or agents provides any assurance that the assumptions underlying such forward looking statements are free from errors, nor does any of them accept any responsibility for the future accuracy of the opinions expressed in this Presentation or the actual occurrence of the forecasted developments described herein. No representations or warranties of any kind are made by any person as to the accuracy of such statements, estimates or projections, or that any of the events expressed or implied in any such statements, estimates or projections will actually occur. The Company is not under any obligation, and expressly disclaims any intention, to update or revise any such statements, estimates or projections. No statement in the Presentation is intended as a profit forecast or a profit estimate.

This Presentation and its contents are confidential and you and your directors, officers, employees, agents and affiliates must hold this Presentation and any oral information provided in connection with this Presentation in strict confidence. This Presentation must not be distributed, published, copied or reproduced (in whole or in part) or disclosed by recipients, directly or indirectly, to any other person.

By accepting this Presentation, you agree to be bound by the provisions, the limitations and conditions set out in this disclaimer and, in particular, you represent, warrant and undertake that: (i) you are a relevant person and you will observe the foregoing provisions, limitations and conditions, (ii) you are located outside of the United States and are not a U.S. Person, or acting for the account or benefit of a U.S. Person, (iii) you have read and agree to comply with the contents of this disclaimer; and (iv) you agree to keep permanently confidential the information contained in the Presentation or made available in connection with further enquiries to the extent such information is not made publicly available (otherwise than through a breach by you of this provision).

# Agenda

---

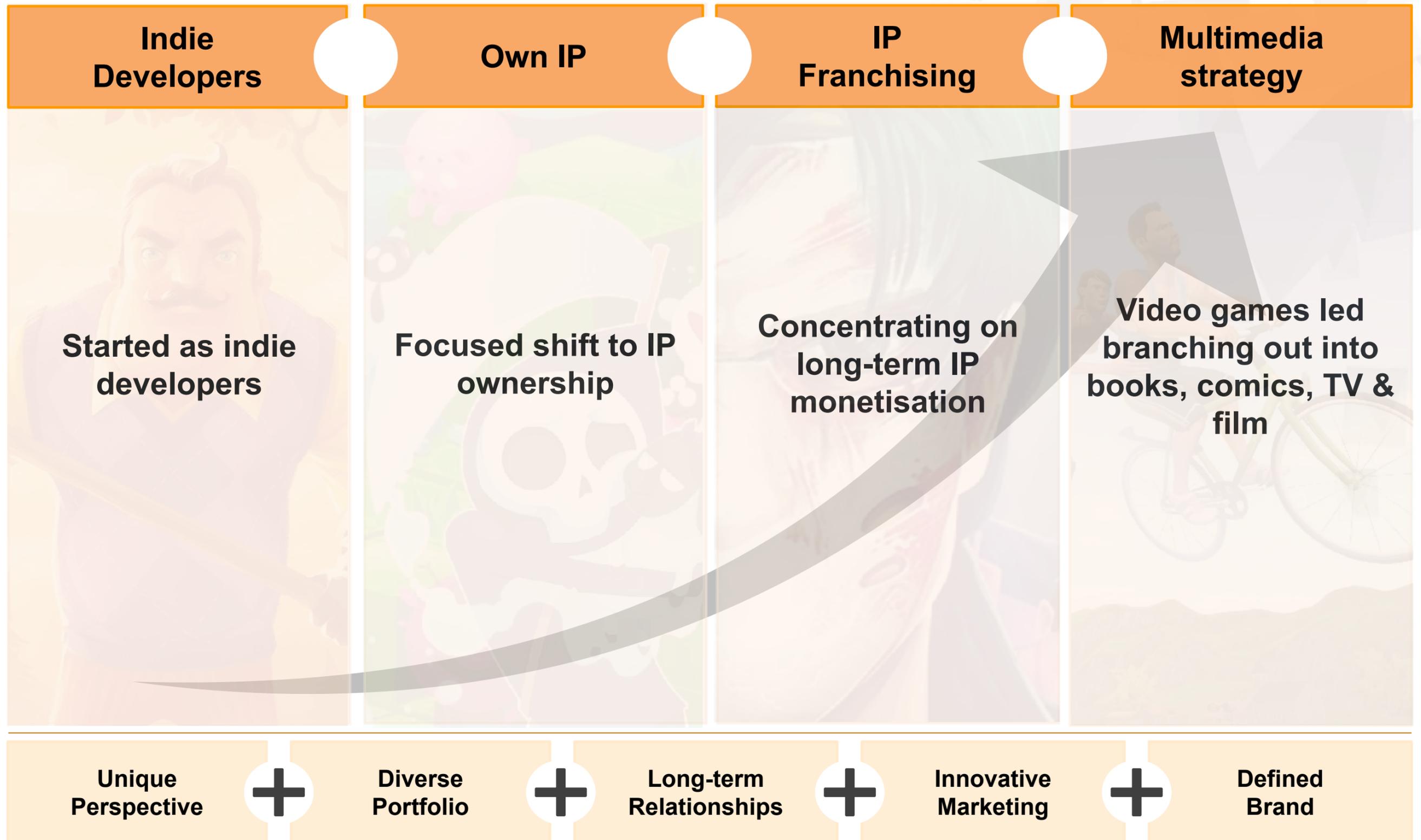
2020 - Operational review (Alex Nichiporchik, CEO)

2020 - Financial review (Tony Assenza, CFO)

2021 - Update and Outlook (Alex Nichiprochik, CEO)

Appendix





# FY20 Operating highlights

---

**35%**

revenue growth

**99%**

Adj. EBITDA growth

**5**

new games released

**75%**

of sales from back  
catalogue

**70%**

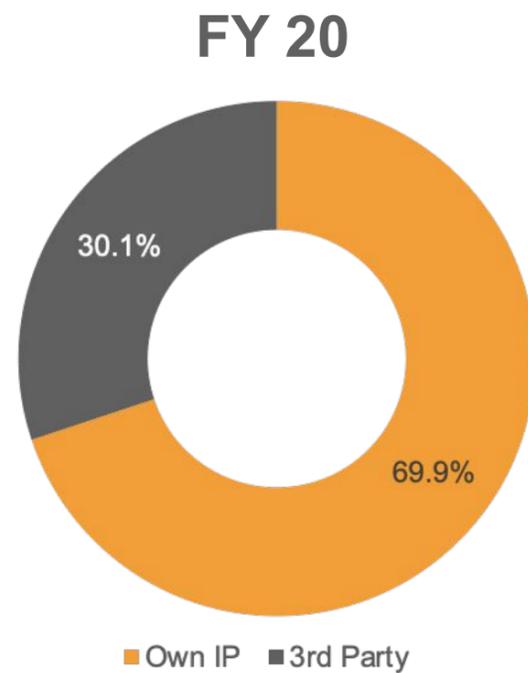
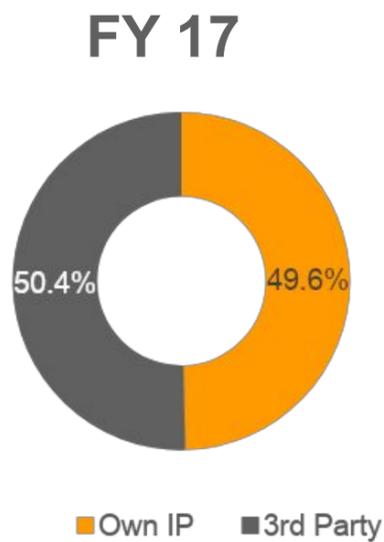
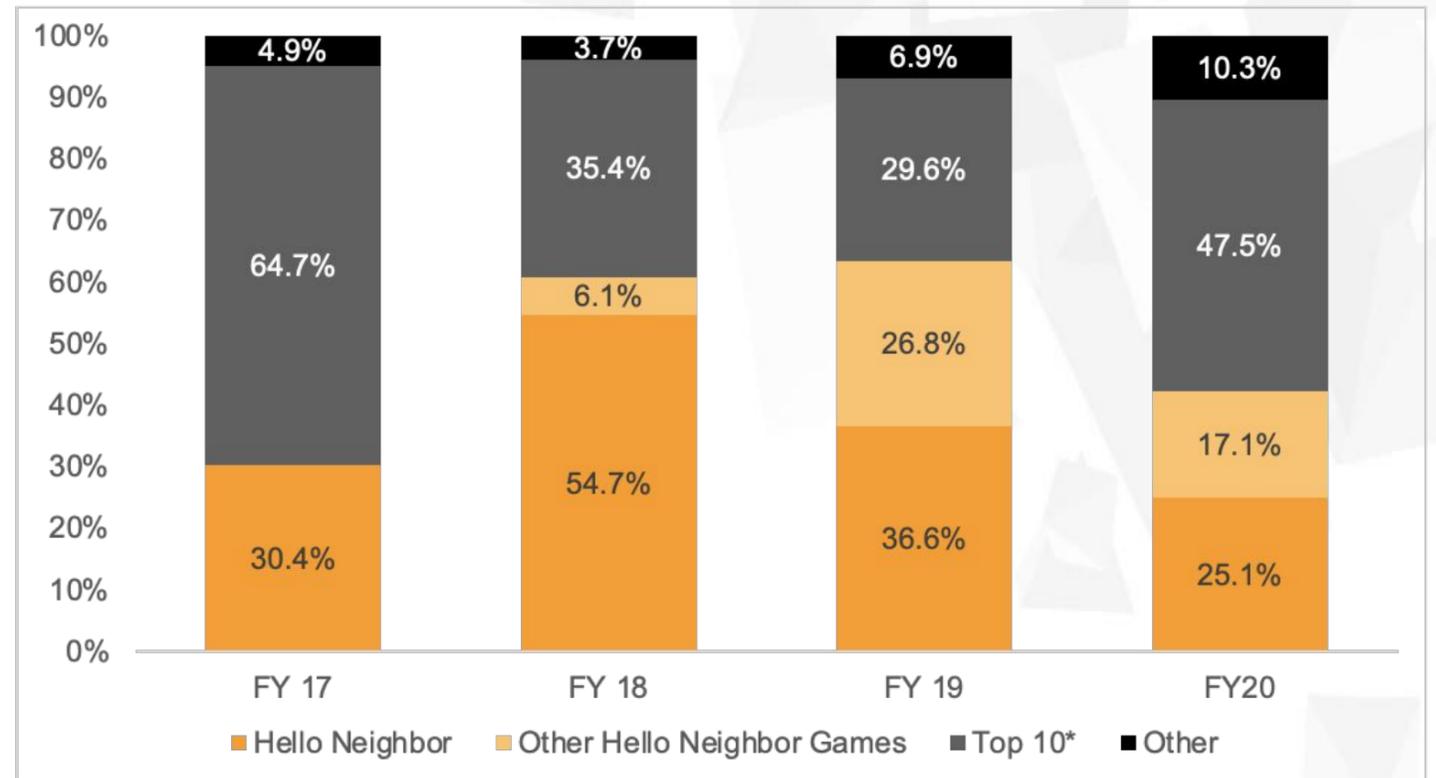
of sales from Own-IP

**3**

acquihires closed

# Diversified portfolio, focused on own IP

40 games catalogue at the end of 2020, creating a diverse revenue mix



70% of 2020 gaming revenue from IP owned by tinyBuild

\*Excluding contributions from games in the Hello Neighbor franchise  
 \*\* Excluding merchandise revenue



# Quality of back catalogue underpins growth



Social momentum



Modding / user generated content

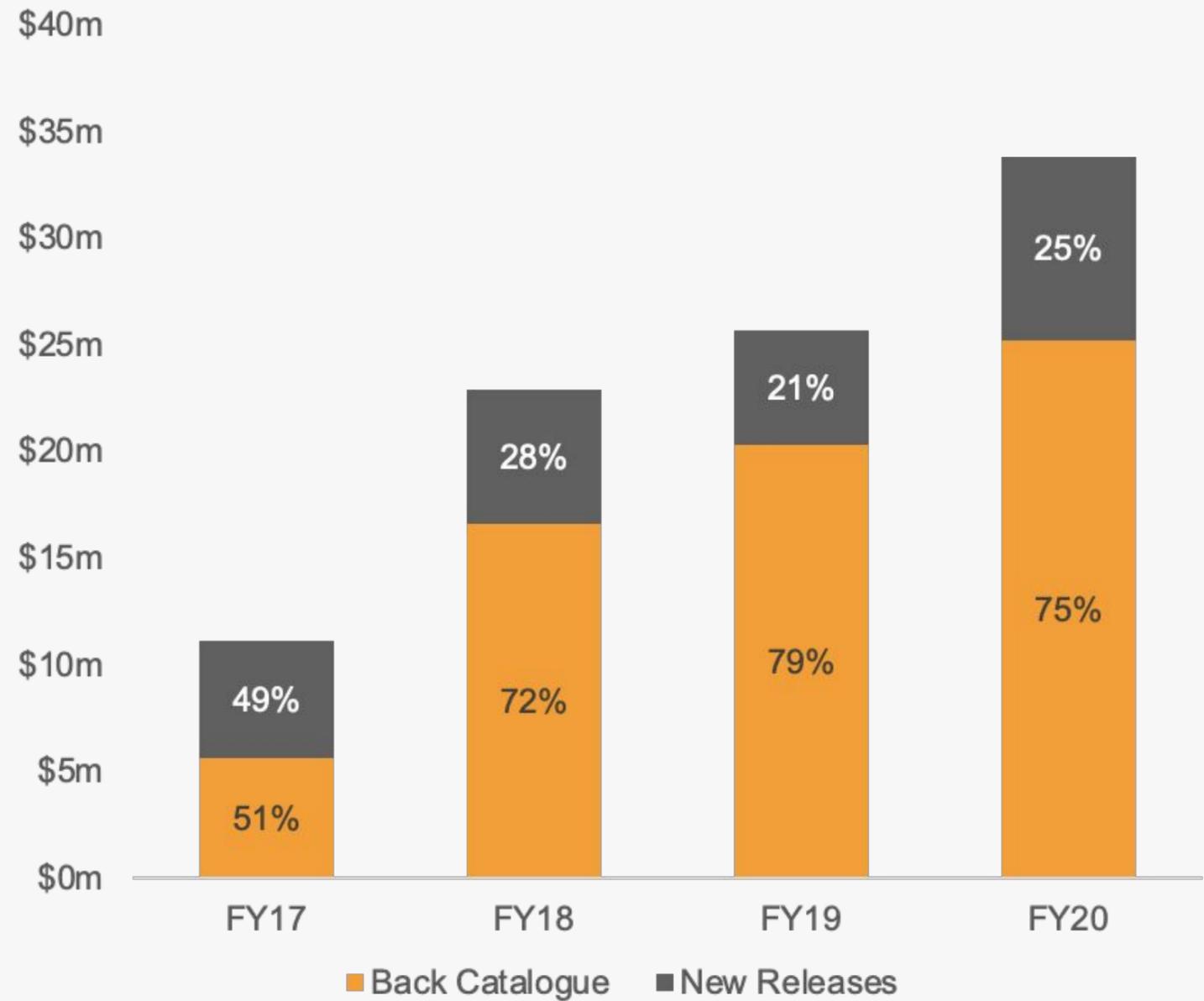


Timeless content



Downloadable content (DLCs)

Back catalogue as a % of gaming revenue\*



Back catalogue is defined as any games released in the prior financial year and before

\* Excludes Development Revenue and Merchandise

# Bringing resource inhouse through acquihires (2020)



## HakJak Productions

- **Date:** April 2020
- **Type:** Acquire
- **Location:** Idaho, USA
- **Team size:** 1 grown to 5
- **Games:** *Guts and Glory, Pigeon Simulator*



## Hologryph

- **Date:** October 2020
- **Type:** Acquire
- **Location:** Ukraine
- **Team size:** 4 grown to 10
- **Games:** *Secret Neighbor, Party Hard*



## MoonMoose

- **Date:** November 2020
- **Type:** Acquire
- **Location:** St Petersburg
- **Team size:** 5
- **Games:** *Cartel Tycoon*



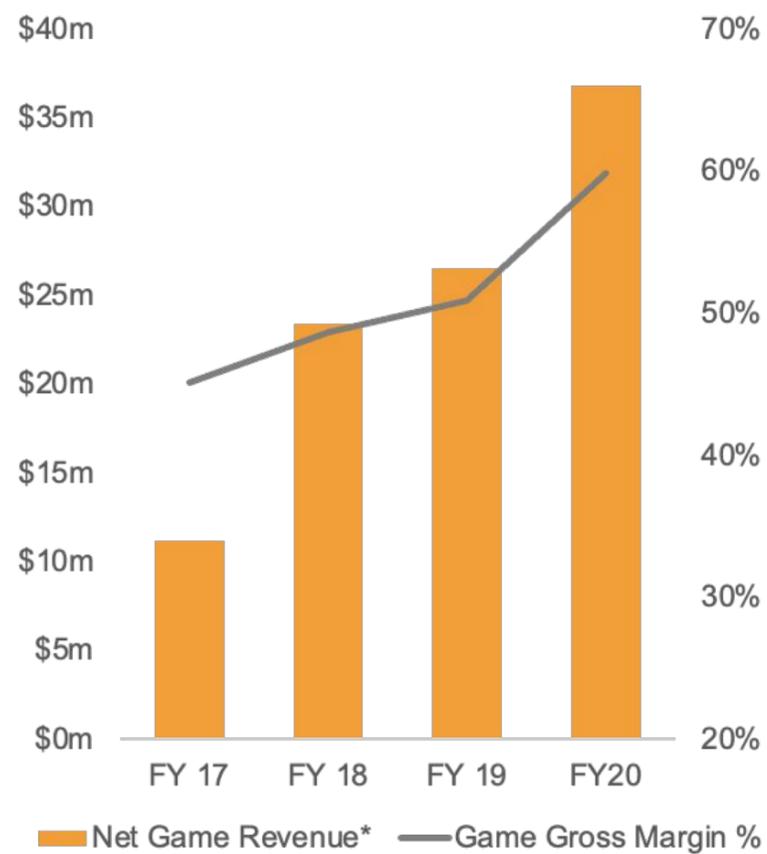
# *PIGEON SIMULATOR*

2020 - FINANCIAL REVIEW

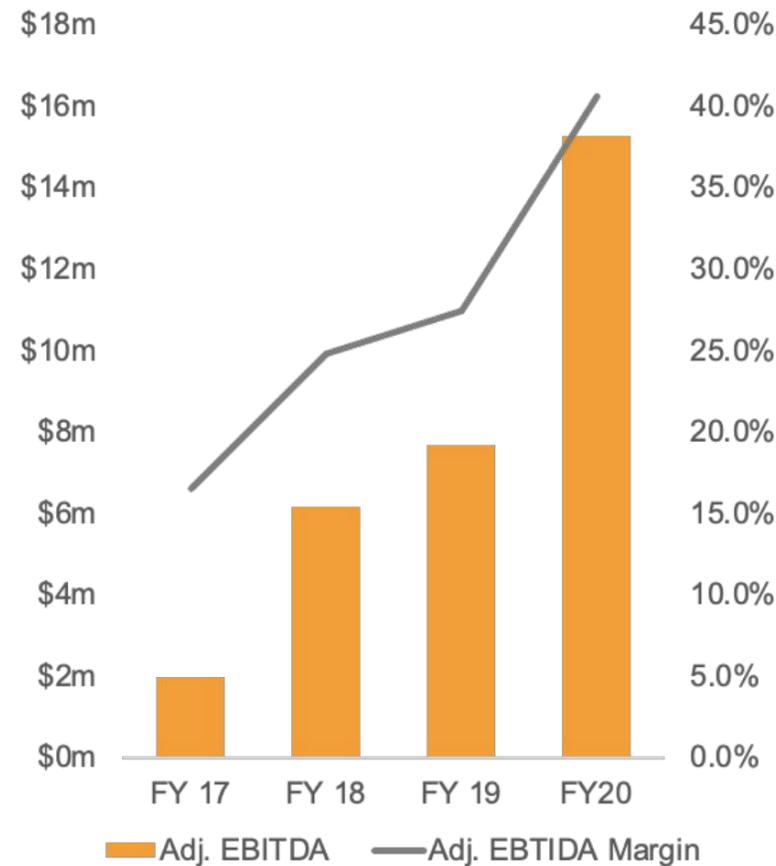


# FY20 Financial highlights

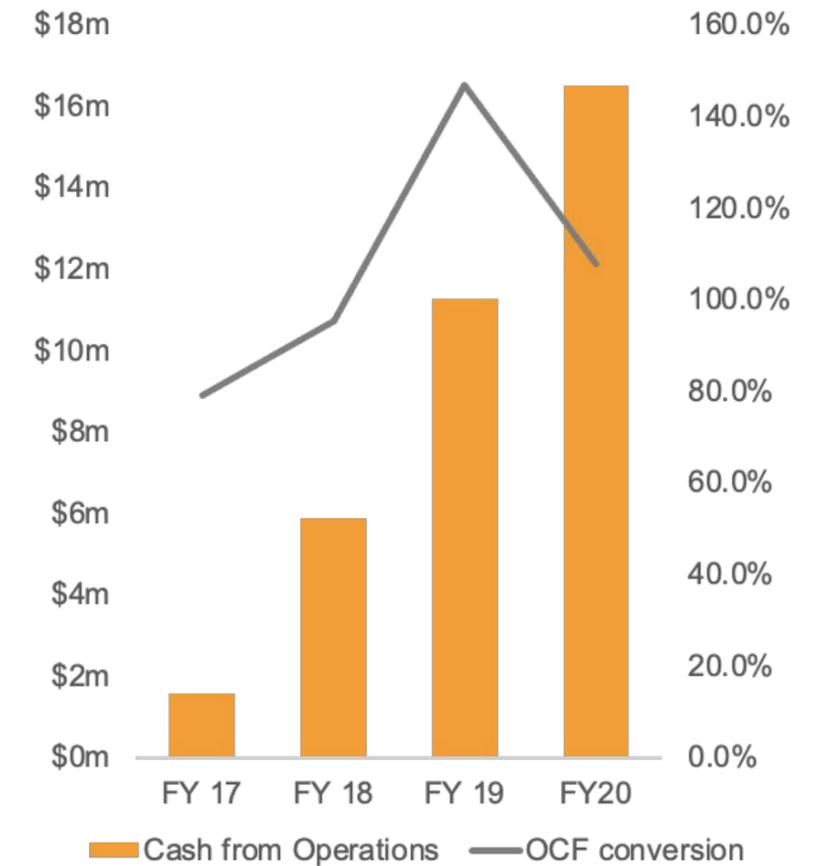
## Net Game Revenues<sup>1</sup>



## Adj. EBITDA<sup>2</sup>



## Operating Cash Flow



- Net game revenue increase due to success of game releases and greater share of revenue retained by tinyBuild

- Margin increase is sustainable and driven by both the shift to IP ownership and success of new releases

- Positive free cash flow provides scope for organic investments and IP acquisitions when the opportunity arises

<sup>1</sup> Net Game Revenue excludes any charges relating to impairment of capitalised developer advances

<sup>2</sup> Adj. EBITDA is presented net of amortisation of development costs and excludes impact of share-based compensation  
LTM is the unaudited period from July 2019 to June 2020

# Profit & loss

\$'m, Audited results (31 Dec Y/E)	<u>FY 19</u>	<u>FY20</u>
Game & Dev Revenue	26.827	36.839
<i>Growth</i>	12.8%	37%
Events	1.144	0.809
<i>Growth</i>	7.4%	-29%
<b>Total Revenue</b>	<b>27.972</b>	<b>37.648</b>
<i>Growth</i>	12.6%	34.6%
<b>Adj. EBITDA</b>	<b>7.672</b>	<b>15.275</b>
<i>margin</i>	27.4%	40.6%
Share-based payment expenses	-9.962	-5.845
Amortisation of purchased IP	-0.267	-1.222
Depreciation of PP&E	-0.184	-0.239
Exceptional costs – IPO expenses	-	-0.467
Other operating income	-	0.162
<b>Operating profit</b>	<b>-2.741</b>	<b>7.664</b>
<i>margin</i>	-9.8%	20.4%

## Commentary

- 37% gaming and development revenue growth in 2020 (2019: 13%)
- Events (e.g. DevGAMM) saw 29% decline in revenues as a result of the pandemic
- Adj. EBITDA margin increased to 40.6% from 27.4% in 2019
- Operating margins turn positive, also thanks to lower share-based compensation charges

1. LTM is the unaudited period from July 2019 to June 2020  
 2. Excluding share based payments  
 3. Excluding amortisation of acquired IP

# Cash flow

<i>\$'m, Audited results (31 Dec Y/E)</i>	<u>FY 19</u>	<u>FY20</u>
<u>Cash flows from operating activities</u>		
<b>Profit for the year</b>	- 4.505	4.948
Adjustments for:	-	-
Share-based payments	9.962	5.845
Amortisation of other intangible assets	2.493	4.338
Impairment of intangible assets	-	0.984
Depreciation of tangible fixed assets	0.184	0.239
Foreign exchange (gains)/losses	- 0.002	0.005
Finance costs	0.016	0.021
Movements in working capital:		
(Increase)/decrease in receivables	2.425	- 1.299
Increase/(decrease) in payables	1.159	1.389
<b>Net cash generated from operations</b>	<b>11.732</b>	<b>16.470</b>
<u>Cash flows from investing activities</u>		
Software development	- 5.821	- 6.549
Purchase of intellectual property	- 5.600	- 0.570
Purchase of property, plant and equipment	- 0.009	- 0.024
<b>Net cash used in investing activities</b>	<b>- 11.430</b>	<b>- 7.143</b>

## Commentary

- Cash from operations increased by 46% in 2020 to \$16.5m
- Operating cash conversion above 100% despite increased investments in new titles
- Investing for long term growth and as back catalogue continues to scale, cash conversion will continue to grow

# Balance sheet

<i>\$'m, Audited results (31 Dec Y/E)</i>	<u>FY 19</u>	<u>FY20</u>
Trade Receivables	3.195	4.431
Prepaid Expenses	0.505	0.568
Cash	17.009	26.313
<b>Total Current Assets</b>	<b>20.710</b>	<b>31.312</b>
Intellectual Property	5.333	5.084
Software Development	8.009	10.057
Other assets	0.992	0.776
<b>Total non-current assets</b>	<b>14.334</b>	<b>15.917</b>
<b>Total Assets</b>	<b>35.044</b>	<b>47.229</b>
Lease Liabilities	0.621	0.442
Deferred Tax	2.542	1.663
<b>Total Non-Current Liabilities</b>	<b>3.163</b>	<b>2.105</b>
Accounts payable	2.513	3.496
Other Current liabilities	1.405	2.872
<b>Total current liabilities</b>	<b>3.918</b>	<b>6.368</b>
<b>Total liabilities</b>	<b>7.081</b>	<b>8.473</b>
Equity	27.963	38.756
<b>Total liabilities &amp; equity</b>	<b>35.044</b>	<b>47.229</b>
<b>Net cash position</b>	<b>17.009</b>	<b>26.313</b>

## Commentary

- Net cash position increases to \$26.3m cash at 31 December 2020 (was \$17m at the end of 2019)
- Intellectual property is predominantly the 2019 Hello Neighbor IP acquisition of \$5.6m
- Software development includes both developer advances to external studios, and capitalised salary costs for 1<sup>st</sup> party games
- Trade receivables relate to platforms
- Accounts payable is mostly royalty payments & SG&A costs

# Potion Craft



2021 UPDATE AND OUTLOOK



# It's all about great games

## Launched



### Cartel Tycoon (Early Access)

A survival business sim inspired by the '80s narco trade



### Mayhem in Single Valley

A crazy adventure platformer full of plot twists, physics puzzles, and radioactive squirrels

## Near-launch



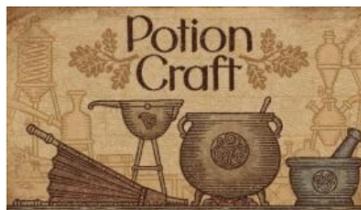
### Trash Sailor

A hand-drawn sailing simulator with co-op up to 4 players.



### Black Skylands

Skypunk-genre, open world game to fight pirates and monsters



### Potion Craft

An alchemist simulator



### Despot's Game

Rogue-like game with turbo-charged battles



### Hello Engineer

A puzzler, multiplayer Hello Neighbor spin-off game.



### Undungeon

Action/RPG combat-game and fiction story.

# Hello Engineer and Hello Neighbor 2



**Hello Neighbor franchise stats...**

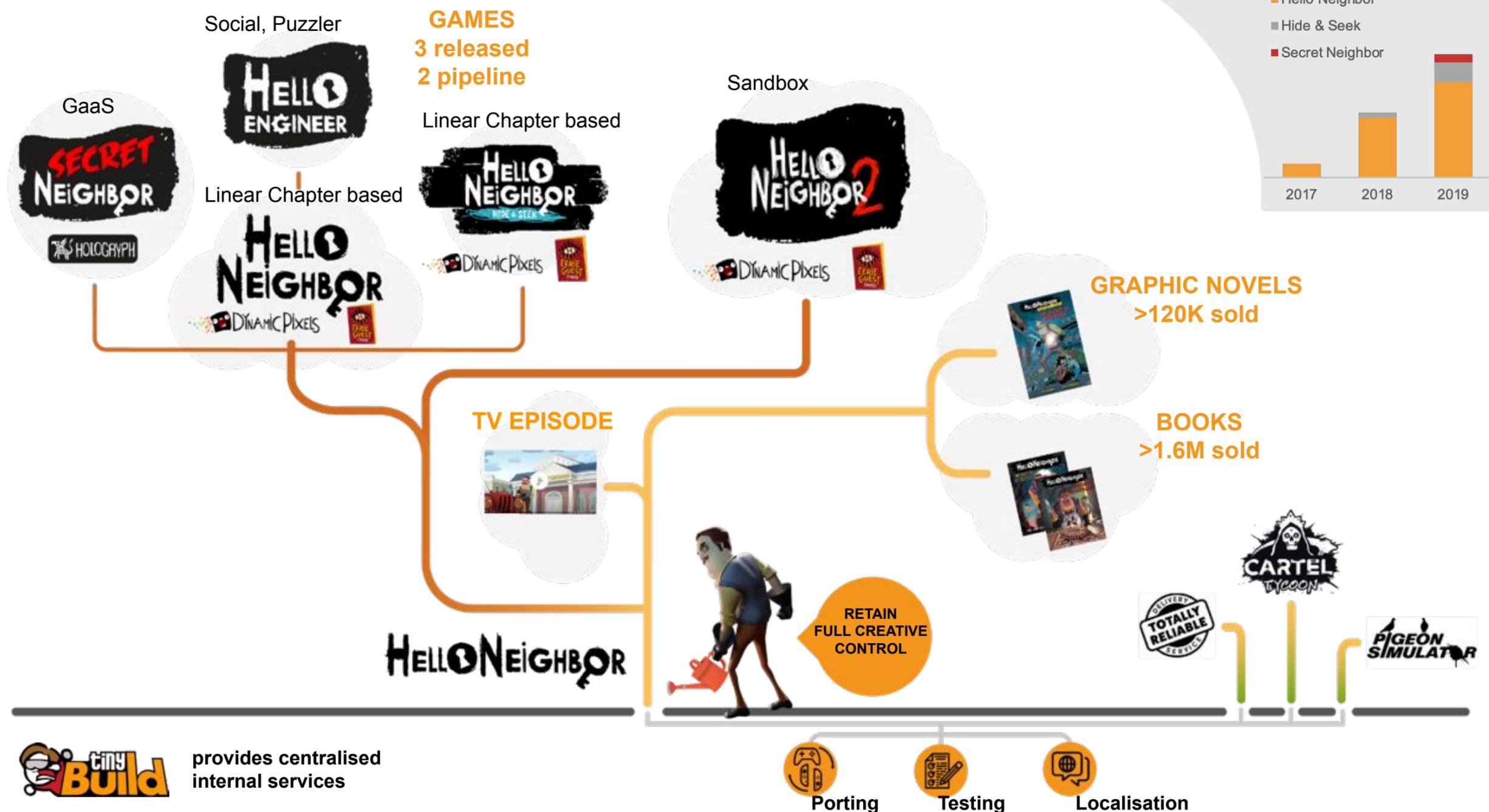
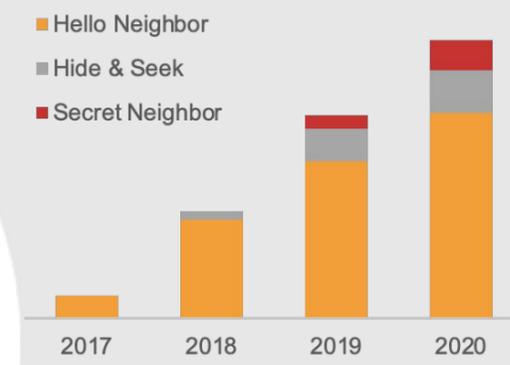
**60M +**  
downloads

**40M +**  
views of the Animated TV Pilot\*

**4.5Bn+**  
YouTube views

**Animated TV series** in long-term pipeline

Cumulative Revenue to Dec. 2020\*\*



\*Includes indirect views (i.e. streamer reaction / review videos)  
\*\*Released Hello Neighbor franchise games only

# Growth strategy

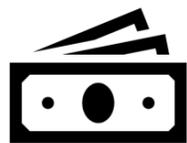
## 01 LEVERAGING EXISTING IP



Current pipeline of 23 games



Expand acquired studios



Maintain low cost, high reward model



Capitalise on influencer relationships

## 02 ACQUISITIONS



New Intellectual Property



Additional service providers



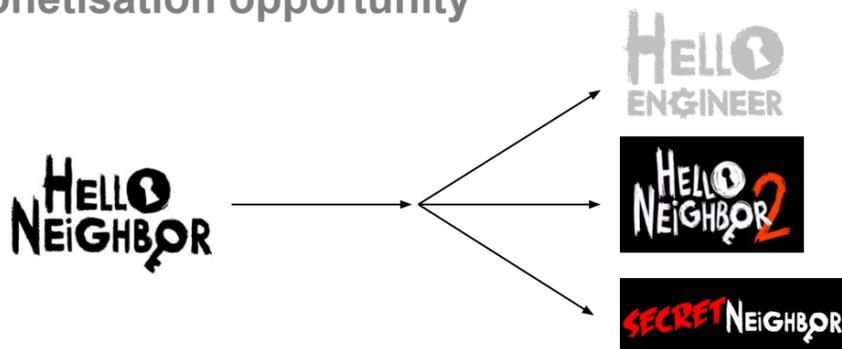
Development studios



Other complementary opportunities

## 03 FRANCHISE MODEL EXPANSION

- Multiple games per IP extending lifespan and monetisation opportunity



- “Totally Reliable” franchise in the pipeline

## 04 CROSS MEDIA RELEASES

- Capitalise on the most successful IP by licensing it and monetising it across multiple media formats



- Retain full creative control – ensuring connection between each media stream’s narrative

# Execution of M&A strategy post-period end (2021)

---



## We're Five Games

- **Date:** February 2021
- **Type:** Acquire
- **Location:** Minnesota, USA
- **Team size:** 9
- **Games:** *Totally Reliable Delivery Service*



## Hungry Couch

- **Date:** February 2021
- **Type:** Acquire
- **Location:** Russia
- **Team size:** 11
- **Games:** *Black Skylands*



## DogHelm

- **Date:** June 2021
  - **Type:** Acquire
  - **Location:** Los Angeles, USA
  - **Team size:** 1
  - **Games:** *Streets of Rogue*
-

# Nick van Dyk joins the Board

Experienced management team with a track record of success



**Alex Nichiporchik**  
Chief Executive Officer &  
Founder

18 years' industry experience  
Shipped over 20 titles as  
Producer, discovered key pillar  
titles and has driven  
relationships with key  
influencers



**Luke Burtis**  
Chief Operating Officer &  
Founder

19 years' industry experience  
Established long term  
partnerships with over 50  
developers as well as multiple  
distribution platforms and built  
the team from 3 employees in  
2013 to 147 across the globe



**Tony Assenza**  
Chief Financial Officer

11 years' finance experience  
Completed 6 acquisitions,  
managed multiple investments  
into tinyBuild and built financial  
infrastructure to deal with the  
company's growth



**Michael Schauble**  
Vice President – Business  
Development

16 years' BD experience  
Previously at Microsoft where he  
lead initiatives for Xbox Studios,  
ID@Xbox, and Game Pass.  
At tinyBuild Michael manages  
partner relationships, key  
negotiations, and all contract  
management.



**Henrique  
Olifiers**  
Chairman

CEO & Co-Founder of London  
based game developer &  
publisher, Bossa Studios.  
Henrique has 23 years games  
industry experience, including  
working at Jagex and Playfish



**Neil Catto**  
NED

CFO of AIM-listed Boohoo Group  
Plc for the last 10 years, during  
which the company has grown  
from a market capitalisation of  
£560m to over £4bn. Neil is a  
qualified Chartered Accountant



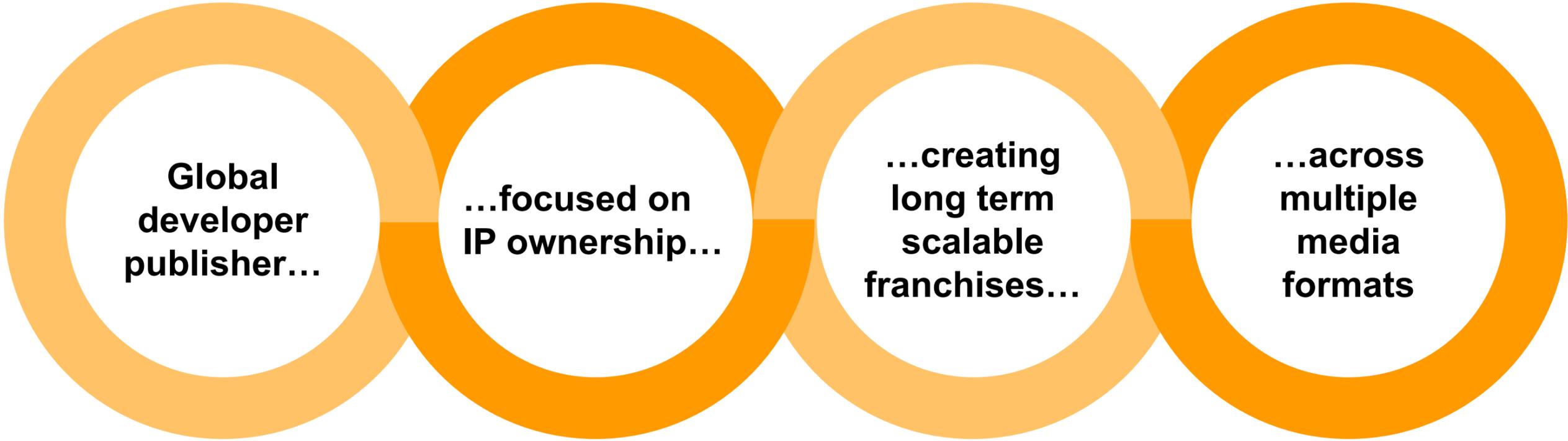
**Nick van Dyk**  
NED

Co-President of Activision  
Blizzard Studios from 2015 –  
2019, previously Senior VP at  
The Walt Disney Company.  
Over 20 years' experience in  
the entertainment industry



**Giasone (Jaz)  
Salati**  
Head of M&A, IR

20+ years' experience in  
equity research, having  
previously worked at  
Credit Suisse, Redburn  
and Macquarie



**Global  
developer  
publisher...**

**...focused on  
IP ownership...**

**...creating  
long term  
scalable  
franchises...**

**...across  
multiple  
media  
formats**

---

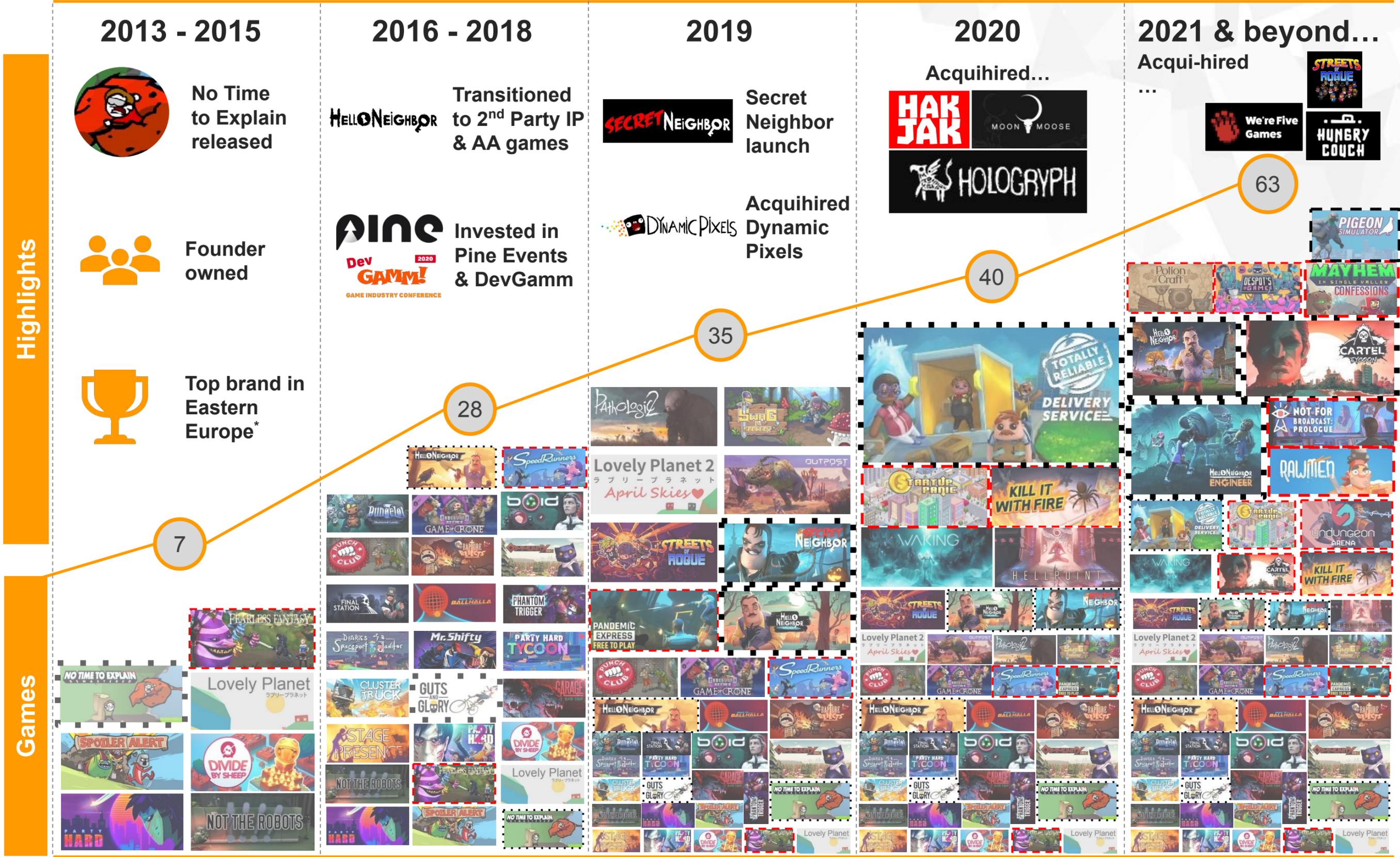


# HELLO ENGINEER

APPENDIX



# Brief history of tinyBuild



# = Cumulative games published

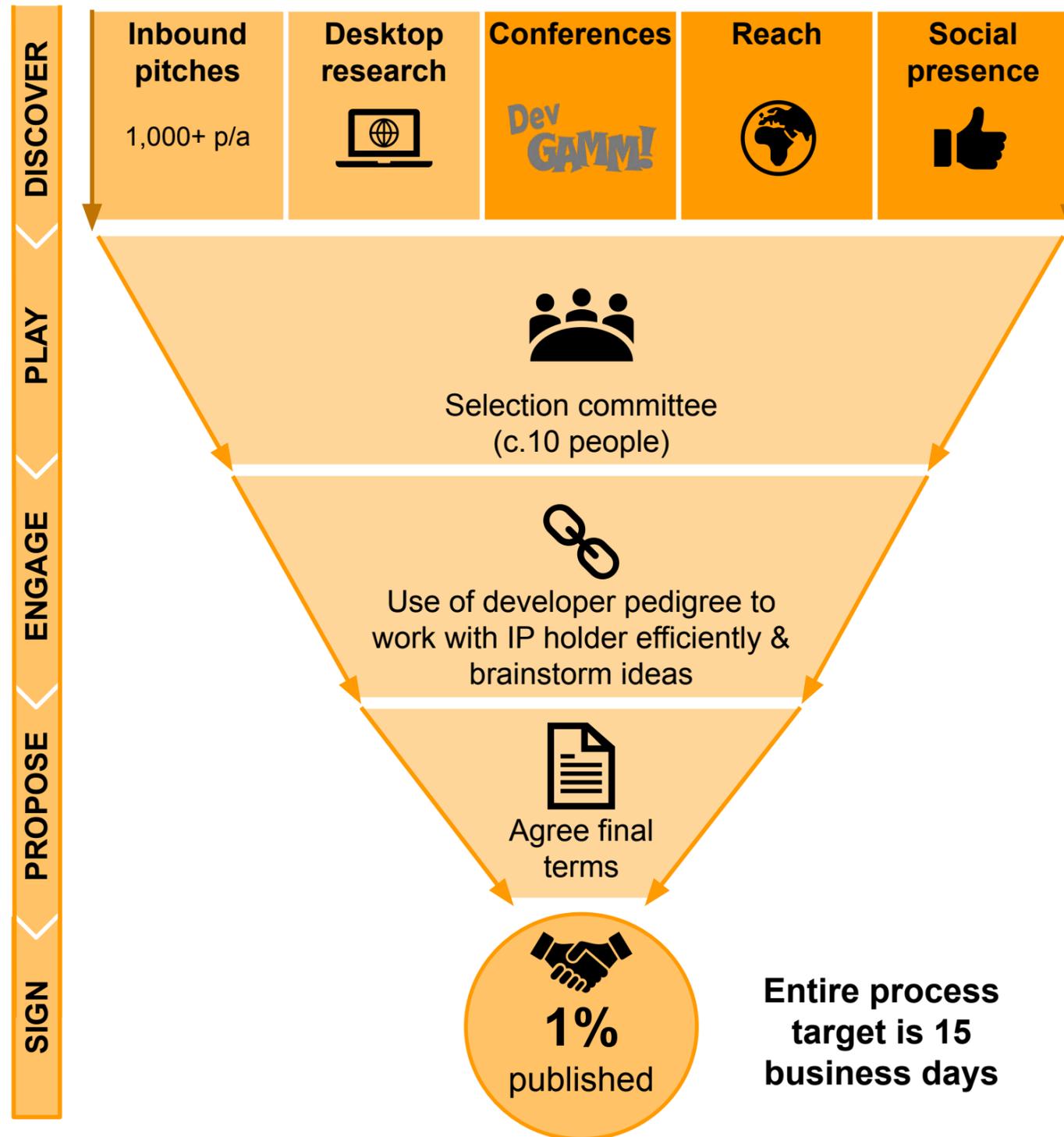


1 <sup>st</sup> Party Own the IP and development studio	2 <sup>nd</sup> Party Own the IP only
--	--

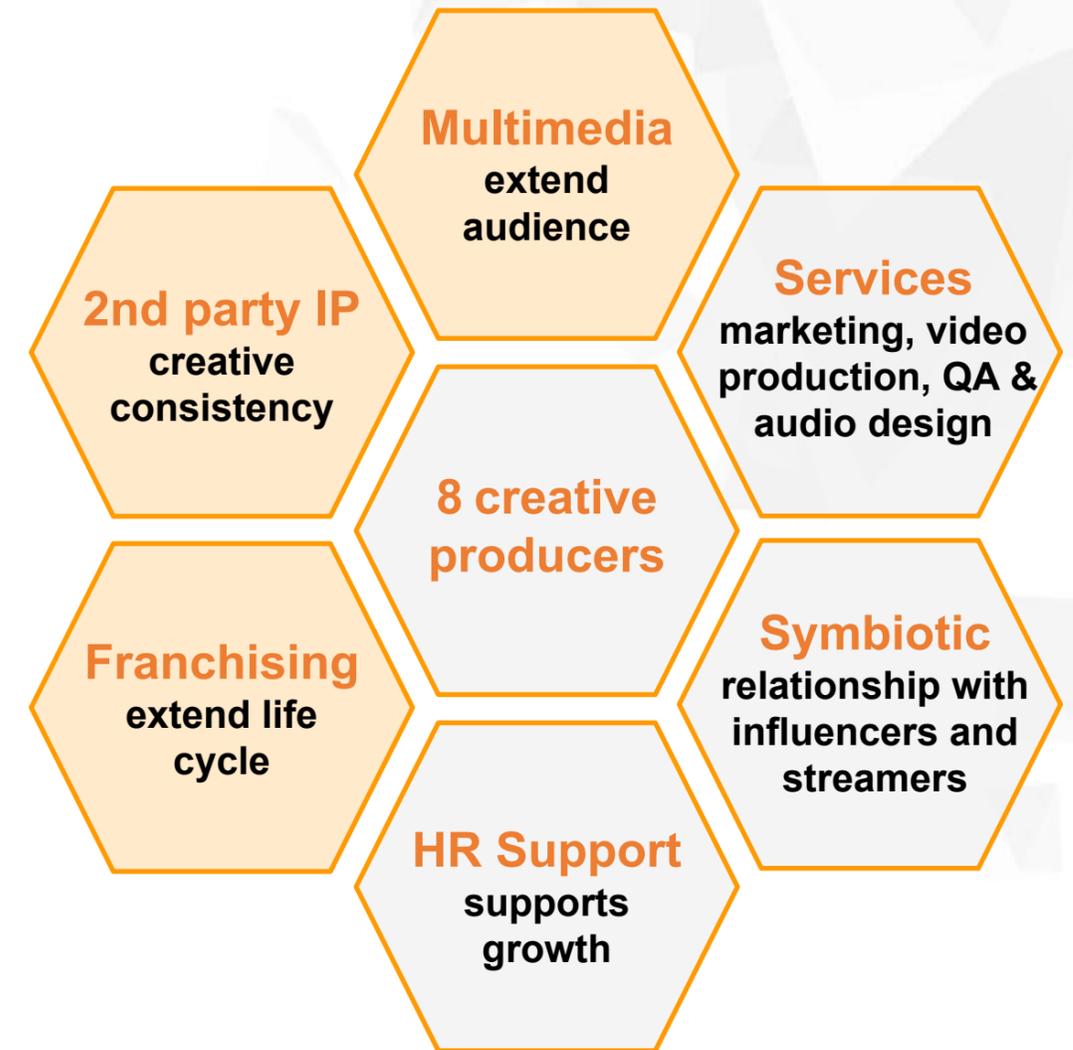
\*Based upon social media followers of competitors

# An thorough, yet agile, selection process

## Tested process quickly identifies IP to pursue



## Developer led differentiates us...



## ... resulting in multiple hits...

<p><b>7m+ downloads</b></p> <p>SpeedRunners</p>	<p><b>60m+ downloads</b></p> <p>Hello Neighbor</p>	<p><b>14m+ downloads</b></p> <p>Totally Reliable Delivery Service</p>
---	--	---

# Accounting: amortisation policies

## Developer advance amortisation (2<sup>nd</sup> & 3<sup>rd</sup> party)

2nd and 3rd party developer advances are capitalised on payment and recognised on the P&L in line with revenue until the capitalised development advances are fully amortised

## Developer salary amortisation (1<sup>st</sup> party)

Developer salary costs are capitalised as they are incurred and recognised on the P&L over an 18 month period starting from month of game release

## IP amortisation P&L impact

Amortisation of IP sits below EBITDA and relates to the amortisation of acquired IP which are amortised over a 7 year period – and should be added back for adjusted earnings

## Porting and localisation

Porting and localization costs are capitalised on payment  
Porting and localization costs are recognised on the P&L over a 24 month period starting from month of release of the relevant game

## Quality assurance

QA costs are recognised on the P&L as they are incurred

## Engine licensing

Engine licensing costs are recognised on the P&L as they are incurred in line with revenue



Q&A



Thank you