Animoca Brands (ASX:AB1)



FY2015 Results Presentation











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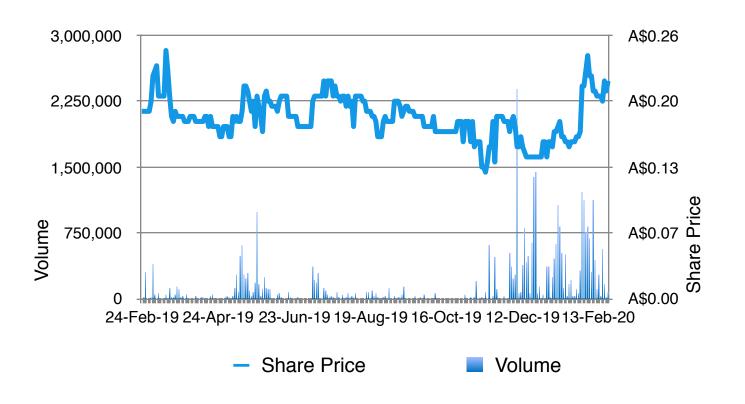
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Company Overview

Animoca Brands is a leading global developer and publisher of mobile games, with one of the largest licensed brand portfolios in the industry.



ASX	AB1
52 Week Share Price	A\$0.12 - A\$0.28
Shares on Issue	167,520,708
Share Price	A\$0.21 (as at 29 Feb 2015)
Market Cap (undiluted)	A\$35.2 million (as at 29 Feb 2015)
Cash at bank	A\$4.94 million (as at 31 Dec 2015)

Substantial Shareholders	ordinary shares	%
FingerFun (HK) Ltd.*	14,785,714	8.83%
Asyla Investments Limited	14,021,882	8.37%
Datahouse Investments Limited	14,013,115	8.37%
Intel Capital Corporation	10,934,232	6.53%
Yong Hui Capital Holdings I and II, IDG-Accel China entitities, and Chi Sing Ho	10,934,231	6.53%

^{*} Fingerfun (HK) Ltd. is a 100% subsidiary of Ourpalm.





Strong operating metrics

- 61m downloads in 2015
- over 174m lifetime downloads
- Average 8.6m monthly active users (MAUs) in 2015.



A Year of Milestones

Successfully raised a total of A\$10.2m

Largest and **Growing Brand Portfolio**

Expansion of Distribution Channels

Successful listing on the ASX raising \$2.4m

Jan 2015

Doraemon Gadget Rush app dominated Asian charts, with 1.8m downloads in less than two weeks



Feb 2015

First celebrity license for the name and image of Paris Hilton



Mar 2015

Collaboration with Neocyon and Gravity, Gunq Ho subsidiaries



Ourpalm to publish Doraemon Gadget Rush

Agreement with Mattel, global toy producer, to license leading brands Thomas & Friends, Ever After High, Monster High, BLOKS, Bob the Builder and more

Framework Agreement with Ourpalm Co. Ltd signed for the development and distribution of the Company's apps in China



"Designed for Families"

Google Play store

MATTE

May 2015

Google-play Jun 2015

A\$3.1m investment secured from strategic investor Ourpalm



July 2015

Appointment of Mr Steven Hu, co-CEO of Ourpalm, as Non-executive Director

First Paris Hilton branded merchandise published in popular Star Girl app

Aug 2015

Distribution agreement with Tencent to publish successful Armies of Dragons app



Sept 2015

Launch of first mobile game in partnership with Mattel: Ever After High, Tea Party Dash!



Oct 2015

A\$4.7m placement to professional and institutional investors

Launch of second mobile game in partnership with Mattel: Thomas & Friends: Race On!



Dec 2015

Partnership with Lionsgate to produce mobile games for animated feature film Norm of the North









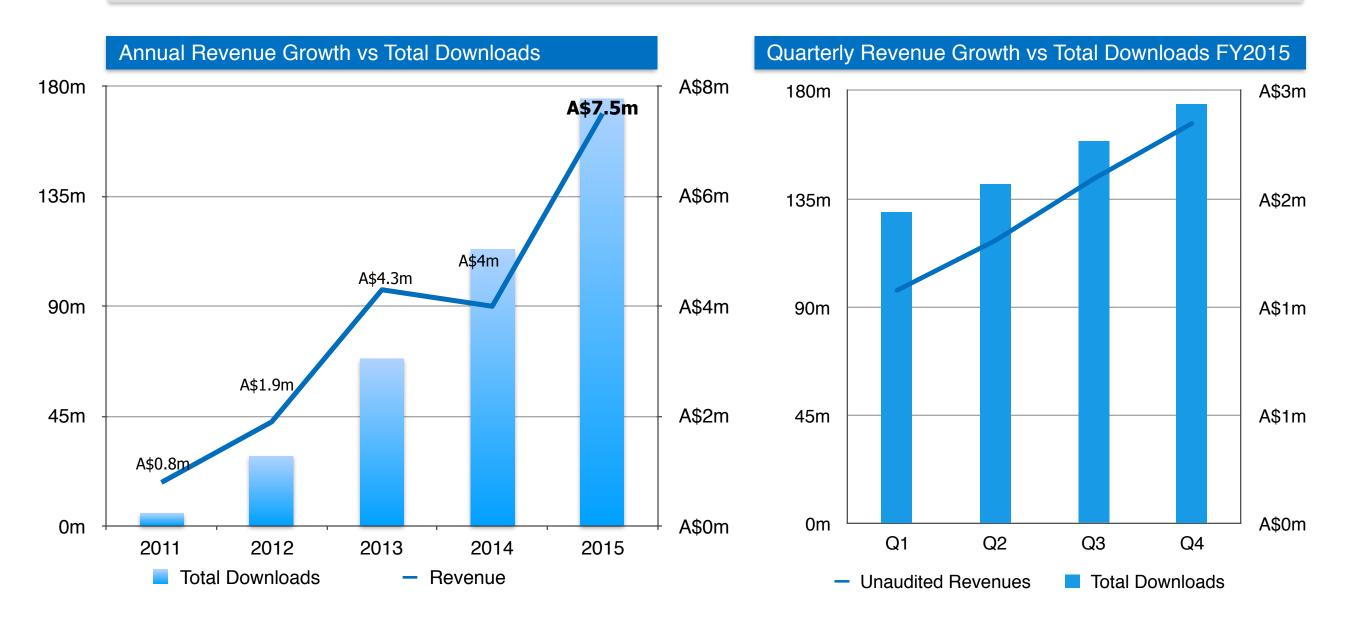
Xiaomi to publish popular Garfield Chef in China





Revenue Growth of 69%, YoY to A\$7.5m

Strong correlation between total app downloads and revenues, affirming the Company's strategy to focus on producing a high volume of games in order to drive users and revenue.



Note: The 2014 revenues are comprised of pro forma results from January – June 2014, audited results from August – December 2014, and unaudited management accounts for July 2014. The pro forma revenue figures above are originally in US\$ and were disclosed in the Company's prospectus issued in December 2014 and have been translated to A\$ for reference purposes only. The rate used is the year end US\$/A\$ FX rate of the RBA, namely 1.2192 for the year ending 31 December 2014. Some of the quarterly revenue figures illustrated in the chart and table are originally in US\$ and have been translated to A\$ for reference purposes only. The rates used are the year end US\$/A\$ FX rate of the RBA, namely 1.1675, 1.2712, 1.2839, 1.3105, and 1.3917 for each of Q4 2014 through Q4 2015, respectively.



Partnerships with Leading Global Companies



LIONSGATE



Multinational toy manufacturing company with leading global brands under its umbrella.

Leading film producer, having created globally recognised films including *The Hunger Games* and *Divergent*.

Gung Ho Online Entertainment is a leading Japanese game corporation.
Animoca has partnered with it's subsidiaries Neocyon and Gravity.

mkt cap: \$15.2bn mkt cap: \$4.4bn mkt cap: \$3.5bn





Tencent 腾讯

World's 4th largest smartphone maker (61m handsets in 2015) who operates one of the leading Chinese app stores.

Ourpalm is China's leading listed mobile and social web developer and publisher with a global network of companies.

Chinese largest Internet company whose subsidiaries provide media, entertainment, internet and mobile phone services.

mkt cap: \$63bn mkt cap: \$5.8bn mkt cap: \$240bn



The Largest Brand Portfolio in Mobile Gaming

Animoca Brands is the licensee of some of the largest brands for use in mobile games, including:

FINANCIALS







Financial Overview – Profit & Loss Statement

- Record revenue of A\$7.5m for FY2015, representing an increase of 69% on the prior year¹ driven by;
 - An expanded app portfolio and a growing user base
 - Increased distribution channels, resulting in user growth
 - Strong growth from advertising revenue
 - Continued performance of inapp purchases which accounted for +50% of revenues.
- Net loss of A\$2.9m (inc. 1m gain on FV adj of performance shares), a 63% decrease on FY14 due to onetime transaction costs of A\$6.7m in FY14.
- An increase in marketing activities drove growth of user base that led to increased expenses and higher revenues.

Summary consolidated income statement	12 months to Dec 2015 (A\$) Audited	5 months to Dec 2014 (A\$) Audited
Revenue from operating activities	7,544,457	1,033,916
Cost of revenue from operating activities	(2,603,921)	(634,376)
Gross profit	4,940,536	399,540
Interest Income Gain on fair value adjustment –	7,693	-
Performance Shares	1,010,808	
Employee benefits	(1,402,963)	(1,091,033)
Marketing	(3,632,871)	(138,674)
R&D	(2,320,000)	-
Other expenses including occupancy	(1,537,662)	(182,021)
RTO transaction costs (one time)	-	(6,686,927)
Exchange differences	(22,893)	(102,012)
Net loss	(2,957,352)	(7,801,127)



Financial Overview – Cash Flow Statement

- Receipts from customers increased by 267% on FY14 due to continued to investment in the development and marketing of mobile app portfolio.
- Cash receipts of A\$5.5m vs. revenues of A\$7.5m during FY 2015, with A\$2.4m in trade and other receivables as at 31 December 2015.
- The company ended the year well funded to drive future expansion initiatives and associated sales and marketing activities.

Summary consolidated statement of cash flows	12 months to Dec 2015 (in A\$) Audited	
Cash flows related to operating activities		
Receipts from customers	5,455,559	
Interest from other items of similar nature received	7,693	
Payments to suppliers and employees	(9,721,588)	
Net operating cash flows	(4,258,336)	
Cash flows related to investing activities	(232,833)	
Cash flows from financing activities	7,982,000	
Transaction costs for issue of shares	(285,778)	
Repayment of borrowings	(976,629)	
Net financing cash flows	6,719,593	
Net increase in cash held	2,228,424	
Exchange rate adjustments	(148,120)	
Cash at the beginning of FY 2015	2,855,443	
Cash at the end of FY 2015	4,935,747	



Financial Overview – Balance Sheet

- The Company finished 2015 with assets of A\$7.6m:
 - A\$4.9m in cash and equivalents
 - A\$2.4m in trade and other receivables
 - A\$205k investment in TinyTap Ltd.
- Other liabilities of A\$2.9m relate to the Performance Shares due to convert to ordinary shares in Q3 2016
- Development costs fully expensed, not capitalised

Summary consolidated statement of financial position	12 months to Dec 2015 (in A\$)
Carrinary consolidated statement of infariotal position	Audited
Current Assets	
Cash and cash equivalents	4,935,747
Trade and other receivables	2,401,703
Financial Assets	205,310
Other Assets, Plant & Equipment	69,844
Total Assets	7,612,604
Current Liabilities	
Trade & Other Payables	2,898,458
Short-term provisions	42,123
Other Liabilities	2,906,250
Total Liabilities	5,846,831
Net Assets / (Liabilities)	1,765,773
Equity	
Contributed Equity	16,192,964
Reserves	(3,793,617)
Accumulated Losses	(10,633,574)
Total Equity	1,765,773

OPERATIONAL OVERVIEW

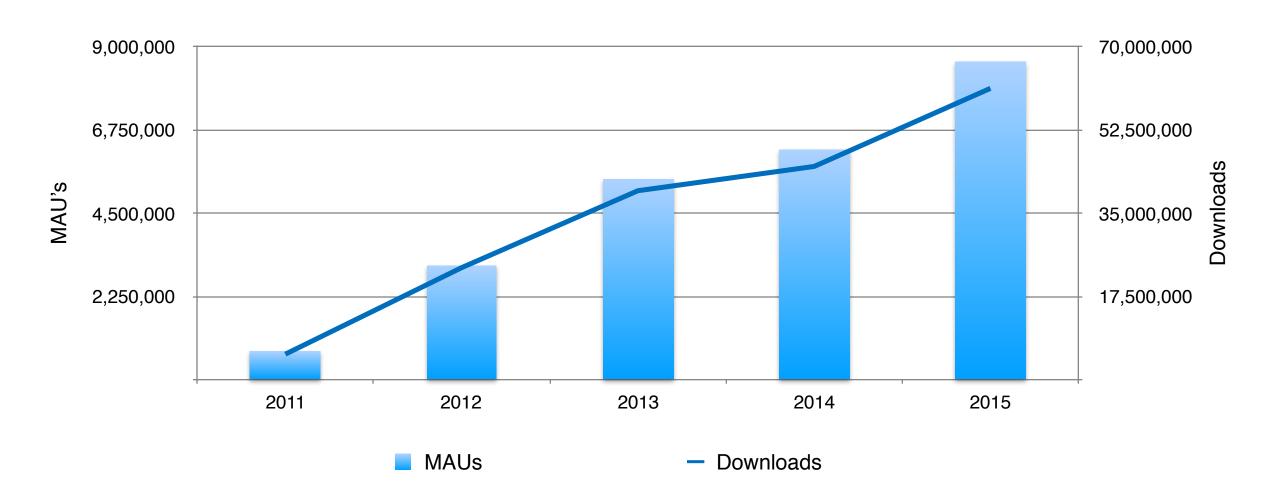






Key Performance Metrics – Ongoing Growth

	2015	2014	% change
Cumulative new installations / downloads	174.7m	113.4m	+54%
Monthly average new installations / downloads	5.1m	3.7m	+38%
Average monthly active users (MAU's)	8.4m	6.2m	+35%
Titles released	75	92	-18%

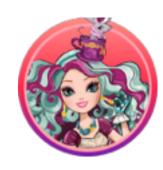




75 New Games Launched - Total 411

















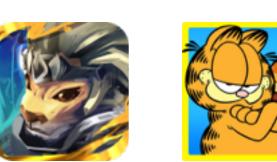


























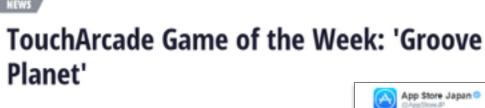






Many Critically - acclaimed titles

WATCH APP BO





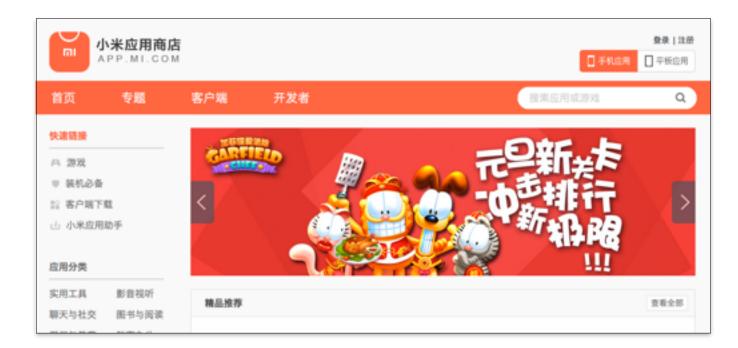
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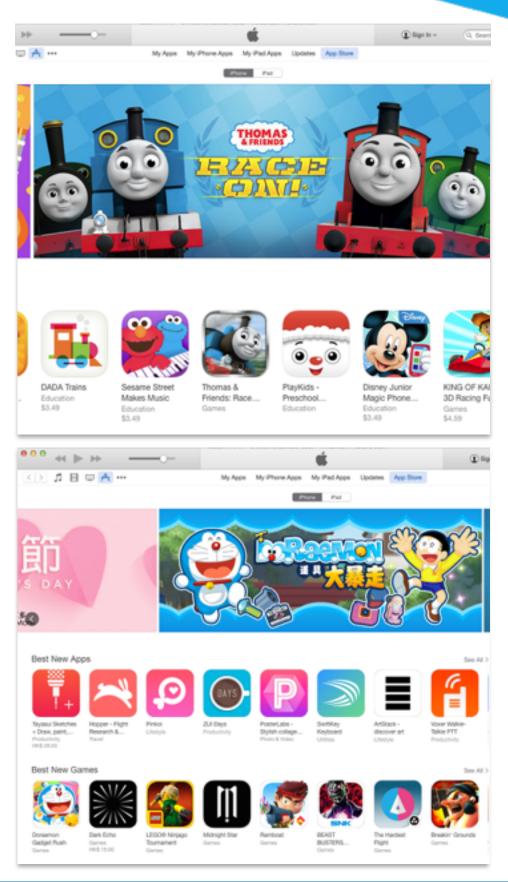
games, iPod touch games, Music / Rhythm, News, Universal

Arcade, Featured, Free, Game Center, Game of the Week, Games, iPad Games, iPhone

These picks might be controversial, and that's OK. If you disagree with what we've chosen, let's try to use the comments of these articles to have conversations about what





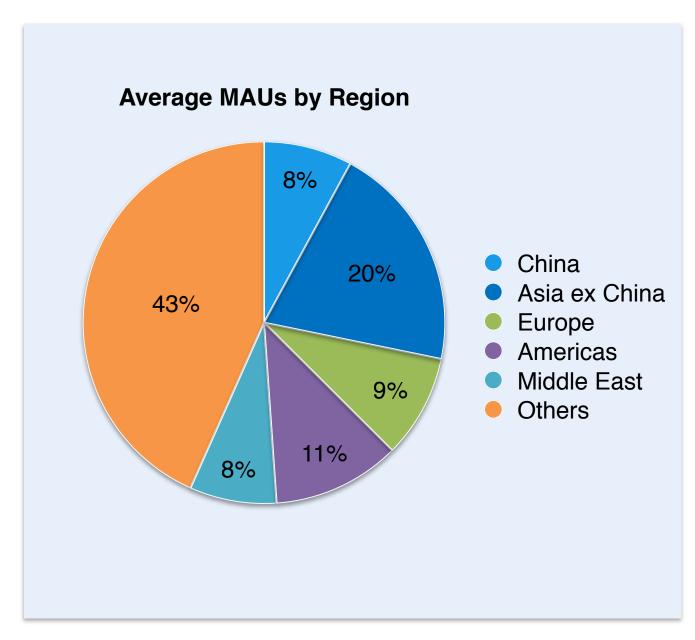


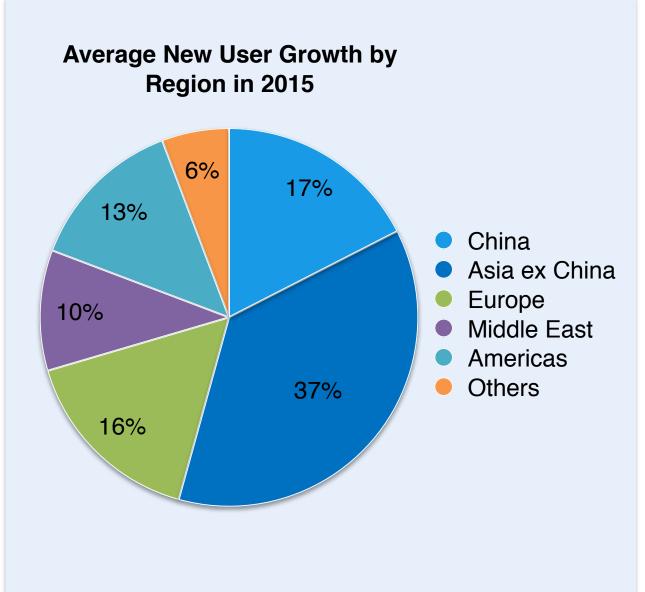




Average **monthly average users** (MAUs) totalled 8.4m, representing a 36% increase on 2014.

Total downloads up 36%, from 45m in 2014 to 61m in 2015

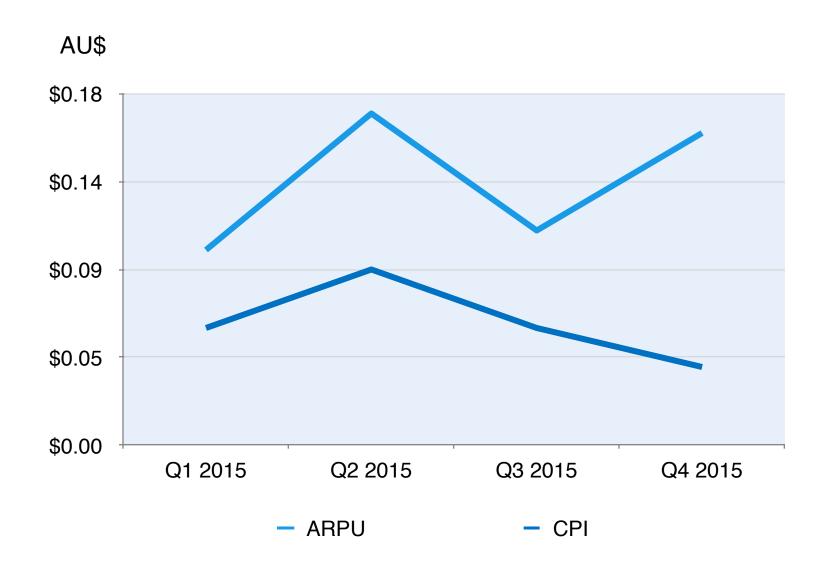






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Positive Metrics - ARPU Increasing as CPI Falls



*ARPU and CPI originally in USD. Exchange rate as at 9 Feb 2016 has been applied.

Compelling metrics

Increase in ARPU due to an increasingly engaged audience making In-App-Purchases (IAPs) and growth of advertising revenues.

Decrease in Cost per Install (CPI) due to increased organic traffic and a higher number of apps.

ARPU to increase further as additional products are rolled-out and a wider audience is reached.

STRATEGY & OUTLOOK







Diversifying Revenue Streams

Focused strategy to increase revenues through new initiatives: mobile advertising and E-Books

- Interactive Learning and Entertainment Products / E-Books
 - Subscription basis product paid in full at the time of download
 - Potential to provide a strong recurring revenue stream
 - Simple and highly scalable model, leveraging existing content from Mattel's range of properties with additional interactive content
- Focus on increasing advertising revenue
 - Currently accounts for 26% of revenue
 - Animoca Brands high MAUs allow for cross-promotion of products, which drastically decreases the Cost per Installation (CPI)
 - Its highly engaged user base enables the Company to attract advertising by third parties, in turn increasing its revenue
 - New advertising formats, like video, continue to attract more advertisers to mobile



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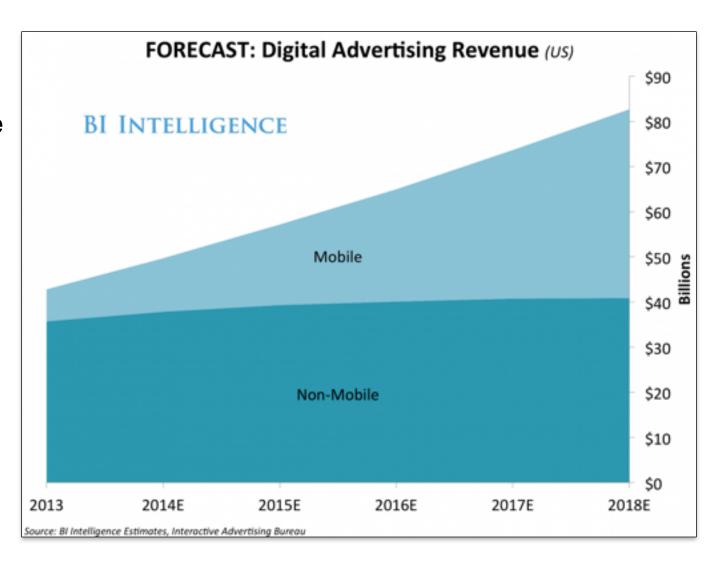
Mobile Advertising's Continued Growth

Significant addressable market: Mobile ad spend to top \$100bn worldwide in 2016, comprising 51% of digital ad spending with the US and China accounting for nearly 62% of global mobile ad spending in 2017.

Substantial market growth: Global Mobile advertising is expected to grow 59% in 2015/2016. US mobile ad spend is forecast to grow at a CAGR of 43% from 2013-2018.

Massive adoption of mobile devices:

Estimated 2bn smartphone users worldwide in 2016 are expected to continue driving the growth of mobile advertising.



In-app mobile ads performed much better than mobile web ads globally with click-through rates of 0.56% for in-app ads versus 0.23% for mobile web ads.





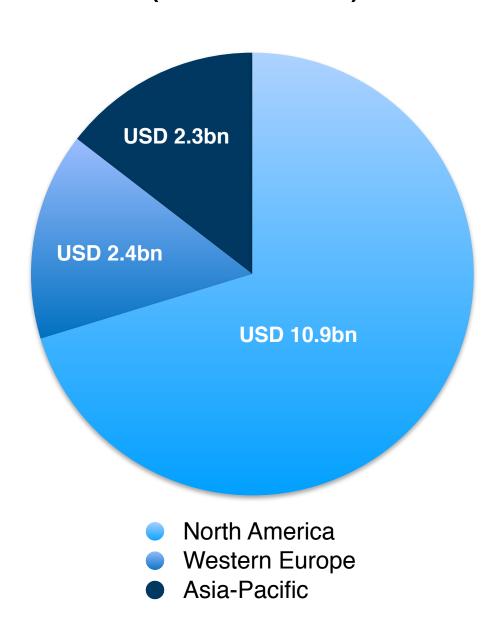
E-Books are rapidly overtaking traditional print publications and there is a huge potential market opportunity.

Total forecasted global E-Book revenue of US\$15.9bn in 2016, up from sales revenue of US\$13.bn in 2015

Asia-Pacific is a large and growing e-book market, with a penetration rate of only 12% in 2016 and expected continued growth.

The most prolific e-book readers are Millennials (Ages 18-29), of which there are 2.5bn worldwide.

Forecast 2016 E-Book Revenue (Billions of USD)



Sources: Statista, Kobo, Viacom, PwC.



Outlook - Well Positioned For Growth



Established partnerships with leading global companies, demonstrating ongoing ability to partner with global giants.



Growing portfolio of mobile apps an engaged and increasing user base, which can be leveraged with advertising opportunities.



Strong portfolio of licensed brands to develop further games and increase global audience appeal



Significant opportunity to increase exposure to growing mobile ad market and entrance into e-book sector, worth US\$100bn in 2016 and over US\$13bn in 2015, respectively



Solid pipeline of new products, including mobile apps based on leading brands and a new e-Book initiative in partnership with Mattel and its leading children's brands





Animoca Brands

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