

## ABOUT CD PROJEKT RED

Videogame development is carried out by the CD PROJEKT RED Studio – part of the CD PROJEKT Capital Group. This activity comprises developing and publishing videogames, selling the associated distribution rights, coordinating and directly pursuing PR and marketing activities related to the Studio's own products, and manufacturing and selling or licensing tie-in products which exploit the commercial appeal of the Company's brands: *The Witcher* and *Cyberpunk*.

## **KEY FACTS:**

- Over 20 million copies sold of the Witcher, The Witcher 2: Assassins of Kings and The Witcher 3: Wild Hunt
- Over 800 awards, including over 250 "Game of the Year" awards for the Witcher 3: Wild Hunt
- 95% of sales revenues from exports



## **INCENTIVE PROGRAM\***

## **RESULT GOAL - 80% OF WARRANTS:**

- 2016-2019 at least 618.4 million PLN of net profit (PLN 6.51 per share), or
- 2016-2020 at least 855.5 million PLN of net profit (PLN 9.01 per share), or
- 2016-2021 at least 1.09 billion PLN of net profit (PLN 11.51 per share)

## MARKET GOAL - 20% OF WARRANTS:

• share price increases by 100pp over WIG during the reference period

 $\label{eq:Reference} \mbox{PEFIOD} - \mbox{not longer than 2016-2021, with possible early evaluation should} the corresponding goals (result and market) be jointly attained faster than anticipated \\$ 

## ABOUT GOG.com

Digital distribution of videogames at a global scale is carried out by the GOG.com platform, owned by GOG Ltd. The activity comprises selling and delivering game binaries directly to the user's devices via the GOG.com platform and the associated GOG Galaxy application.

## **KEY FACTS:**

- over 1 600 games in GOG.com catalogue
- over 350 publishers and developers of videogames from all over the world
- 98% of sales revenues from exports

## **BUSINESS MODEL**

PLAYER OUTREACH Honest and direct communication with gamers Full control over messaging

## Global reach by carefully selected retail distribution partners in 109 countries Direct consoles and PC digital distribution including our digital store - GOG.com

Own publishing operation ensures our GAMERS FIRST core business philosophy is not compromised

## TECHNOLOGY

DISTRIBUTION

Internally developed RED Engine tailored for story-driven open world RPG State of the art graphic renderer Ready for future hardware

## DEVELOPMENT

In-house experienced development team with quality being an absolute priority

## CREATION

IP ownership and full creative control Focus on 2 franchises and limited number of projects

#### \*details of the incentive program are subject to resolutions adopted by the OGM on 24 May 2016

## MANAGEMENT BOARD



ADAM KICIŃSKI President, Joint CEO 22 years of professional experience in CD PROJEKT Capital Group



### ADAM BADOWSKI Board Member, Head of

CD PROJEKT RED studio 14 years of professional experience in CD PROJEKT Capital Group

MICHAŁ NOWAKOWSKI

of Business Development

experience in CD PROJEKT

11 years of professional

Capital Group

Capital Group

Member of the Board



MARCIN IWIŃSKI Co-founder, Joint CEO 22 years of professional experience in CD PROJEKT Capital Group



PIOTR NIELUBOWICZ Vice President, CFO 17 years of professional experience in CD PROJEKT Capital Group



PIOTR KARWOWSKI Member of the Board of Online Technology 9 years of professional experience in CD PROJEKT

## ABOUT THE CD PROJEKT CAPITAL GROUP

# 22 🤼



number of nationalities represented in CD PROJEKT Capital Group the average age of individuals employed

## **INVESTMENT HIGHLIGHTS**

- great potential in the global videogame market; estimated total volume in 2016: 99.6 billion USD\*; estimated annual growth until 2019: 7%
- strong exposure of the CD PROJEKT Capital Group to the global market (with exports accounting for 95% of the Group's consolidated sales revenues; the Group cooperates with 23 distributors representing 109 countries worldwide)
- experienced Board in possession of a major block of Company shares
- The Witcher brand recognizable throughout the world
- ambitious goals expressed in the Capital Group strategy for 2016–2021 \*Newzoo

## CD PROJEKT S.A. - SHARE PRICE AND TRADING VOLUME\*



\*Stock price in PLN; value of shares traded in thousand PLN

#### **FINANCIAL SUMMARY REPORT** W2 PC W2 X360 2012 W3 2015 Q1-Q3 2016 In thousand PLN 2011 2013 2014 136,210 164,040 142,172 96,194 798,014 419,803 Sales revenues EBITDA\* 29,600 30,984 18,013 9,312 429,339 243,328 1,978 2,617 3,139 3,162 5,146 35,383 Depreciation EBIT\* 27,622 28,367 14,874 6,150 424,193 207,945 27,229 28,287 17,190 9,340 421,585 Profit before taxation 213,446 NET PROFIT 23.962 28.125 14.900 5.212 342.430 171.233 Net profit from continuing operations 23,962 28,125 14,851 9,517 342,430 171,233 31.12.2011 In thousand PLN 3112 2012 31.12.2013 3112 2014 3112 2015 30.06.2016 Fixed assets 90.762 94.202 95,047 93.254 119.187 153,381 94,964 108,690 155,683 554,759 122,588 634,523 Current assets including: cash and cash equivalents 9,819 26,866 39,684 34,395 393,637 552,164 TOTAL ASSETS 185,726 202,892 217,635 248,937 673,946 787,904 Equity 123,809 151,530 167,368 168,018 513,675 691,834 7,590 2,137 18,414 Long-term liabilities 7,604 5,276 4,752 Short-term liabilities 54,327 43,758 44,991 78,782 141,857 91,318 including: credits and loans 13.404 4,745 0 0 21 0 TOTAL LIABILITIES 202,892 185,726 217,635 248,937 673,946 787,904

\*operating profit + depreciation \*\*operating profit

## SHAREHOLDER STRUCTURE

- Michał Kiciński (10.91%)
- Marcin Iwiński (12.64%)
- Piotr Nielubowicz (6.38%)
- Adam Kiciński (3.46%)
- AVIVA OFE (5.14%)
- Free float (61.47%)



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BUY	HOLD	SELL

**ANALYSTS' RECOMENDATIONS** 

## SHARES ON THE STOCK MARKET\*

GPW ticker	CDR
Bloomberg Stock Code	CDR PW
Reuters Stock Code	OPTIEUR.STp
Index on the WSE	WIG30
Number of shares in WSE trading	96 120 000
Market capitalisation	PLN 5.15 bn
Share price MIN (12TM)	20.60 PLN
Share price MAX (12TM)	53.68 PLN
Average daily value of session trading (12TM)	PLN 7.3 mn
Average daily trading volume (12TM)	230 thousand of shares

\*as of December 5th, 2016

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