



CD PROJEKT GROUP Q3 2020 EARNINGS

Adam Kiciński // President, Joint CEO

Piotr Nielubowicz // Member of Board, CFO

25 NOVEMBER 2020

UPDATE ON COVID-19

- ▶ The vast majority of the team continues to work from home
- ▶ We undertake actions aimed at ensuring everyone's safety:
 - ▶ regular antigen testing twice weekly
 - ▶ medical consultations as necessary
 - ▶ daily monitoring of health condition by experienced professionals



UPDATE ON DEVELOPMENT



CYBERPUNK
2-0-7-7

GOLD





GLOBAL RELEASE

10.12.2020

XBOX ONE PS4 PC STADIA

PLAYS GREAT ALSO ON **XBOX SERIES X|S** AND **PS5**

XBOX ONE X



X BOX SERIES X VIA BACKWARDS COMPATIBILITY



PS 4 PRO



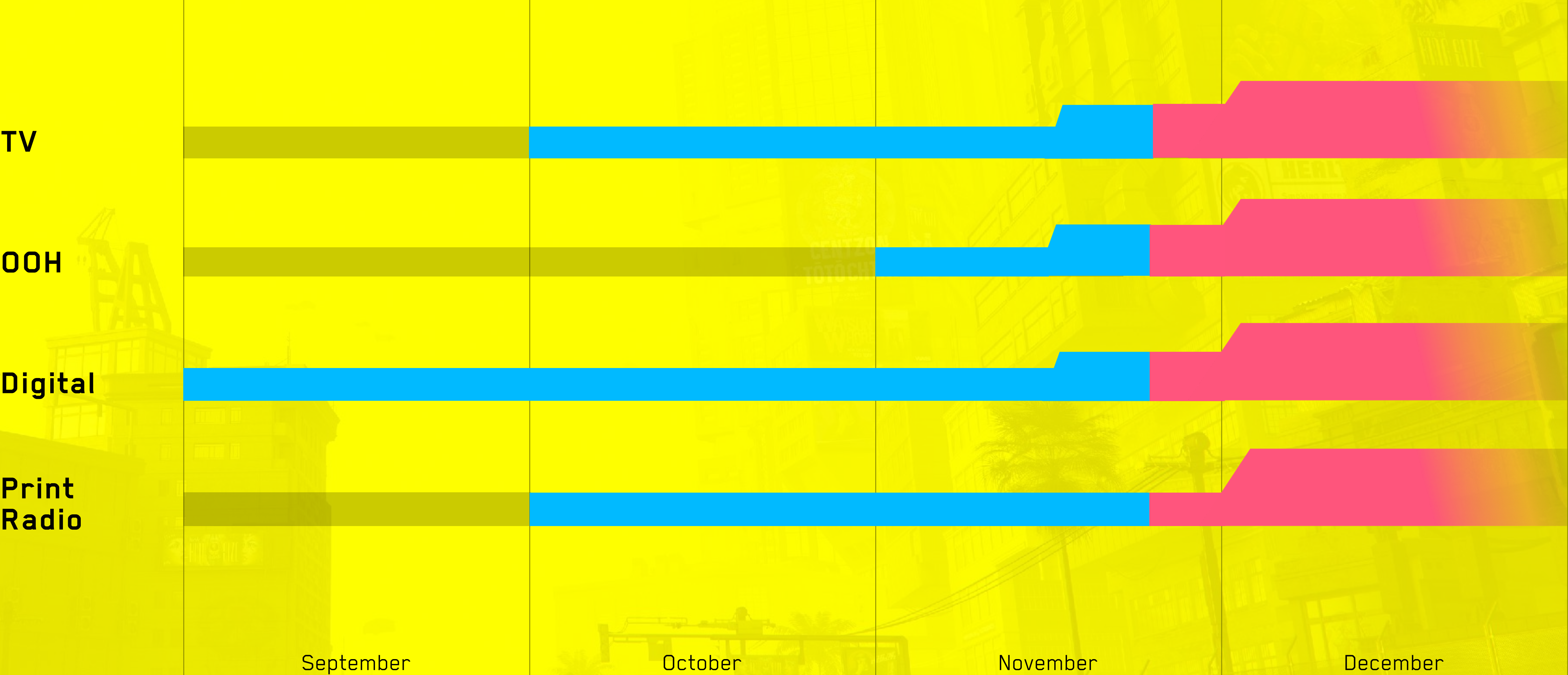
PS 5 VIA BACKWARDS COMPATIBILITY



MARKETING CAMPAIGN



CYBERPUNK 2077 LAUNCH MARKETING CAMPAIGN OVERVIEW





New York
Chicago
Los Angeles
London
Paris
Warsaw
Hong Kong
and many more...

ADVERTS IN **55** COUNTRIES

AVAILABLE IN **34** LANGUAGES

New York
Chicago
Los Angeles

London
Paris

Warsaw

Hong Kong

and many more...

18
LANGUAGE
VERSIONS
IN TOTAL

11 VOICE-OVERS

18 SUBTITLES

Brazilian Portuguese	audio + subtitles
Chinese	audio + subtitles
English	audio + subtitles
French	audio + subtitles
German	audio + subtitles
Italian	audio + subtitles
Japanese	audio + subtitles
Korean	audio + subtitles
Polish	audio + subtitles
Russian	audio + subtitles
Spanish	audio + subtitles
Arab	subtitles
Czech	subtitles
Hungarian	subtitles
Latin American Spanish	subtitles
Thai	subtitles
Traditional Chinese	subtitles
Turkish	subtitles

LAUNCH OF CYBERPUNK 2077

PROMOTIONAL CAMPAIGN

2020 NBA FINALS: LA LAKERS VS. MIAMI HEAT

1 OCTOBER 2020

NCW#1

JUN 25



Night City
WIRE

NCW#2

AUG 10



NCW#3

SEPT 18



NCW#4

OCT 15



NCW#5

NOV 19





23M
VIEWS IN 3 DAYS*

*all language versions, on CyberpunkGame YT channel only

CP 2077 PARTNERSHIPS

- ▶ 20+ global and local partnerships announced, more to come soon
- ▶ Partnerships cover key product lines and fit into our CP 2077 brand strategy, incl.:
 - ▶ beverages: Sprite, Rockstar
 - ▶ apparel: Adidas, LPP, J!NX, Bioworld
 - ▶ electronics and communications: Xbox, Play, OnePlus, Razer, Steelseries, Nvidia, Alienware, Seagate
 - ▶ cosmetics: Old Spice
 - ▶ books and comics: Dark Horse, Piggyback Interactive



NOVEMBER 2020 HANDS-ON PREVIEW

I NEVER WANT TO LEAVE NIGHT CITY

GAMESRADAR+

Cyberpunk 2077 has blown us away many times, with the writing, the screenplay, the universe and the breathtaking atmosphere

yeuxvideo.com

I don't think I've ever seen another game city quite as stunning as Night City

IGN

Night City is a remarkable feat of world-building

PC GAMER

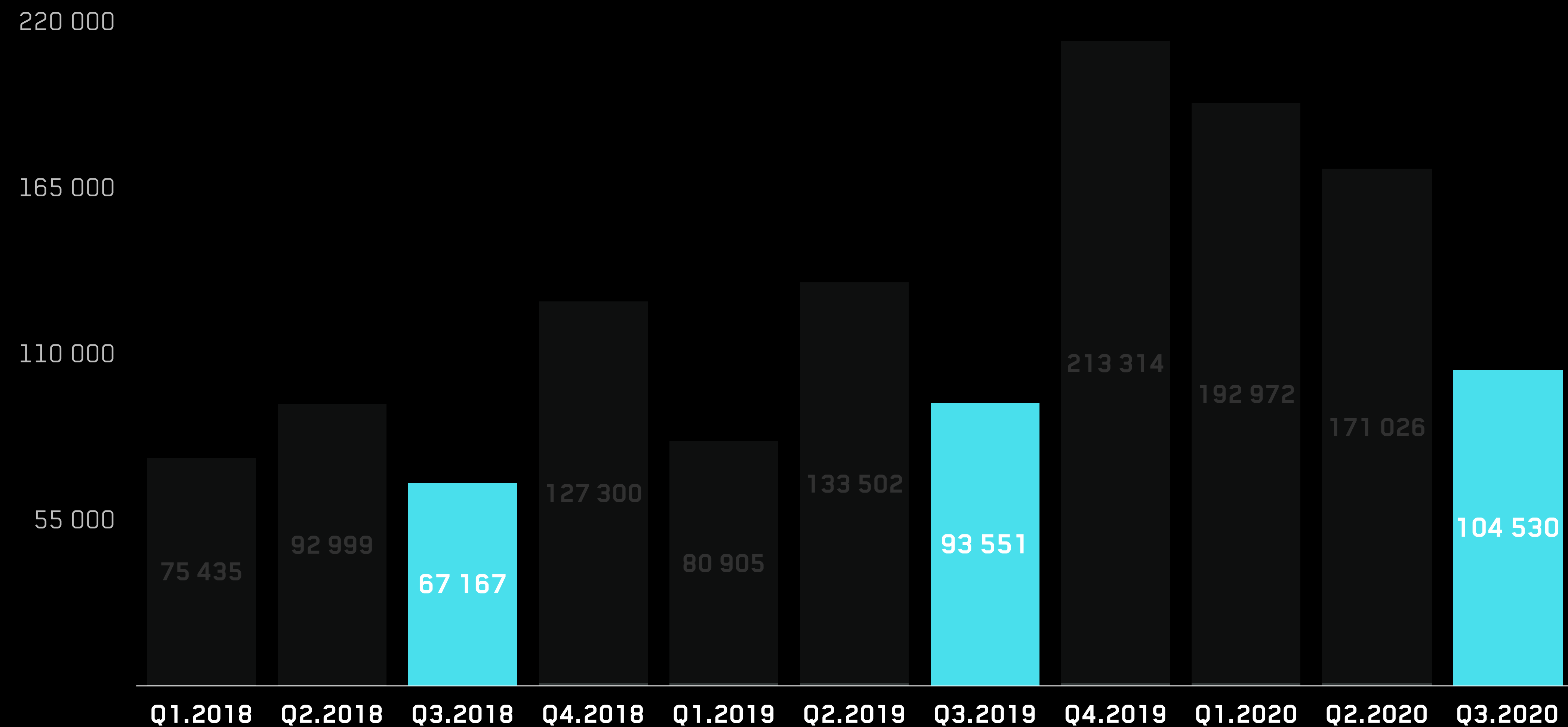
FINANCIAL RESULTS



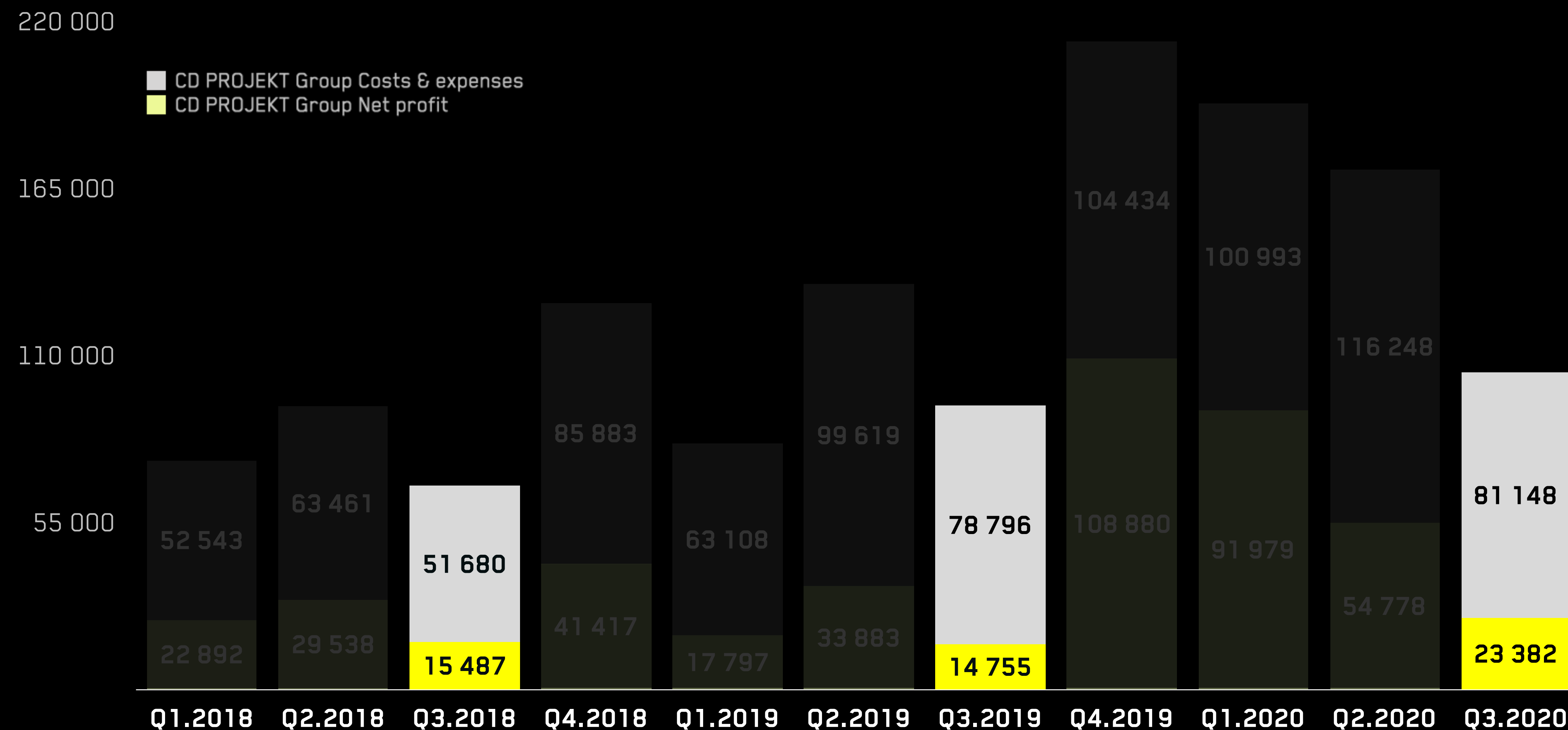
CD PROJEKT GROUP – PROFIT AND LOSS ACCOUNT

	Q3 2019	Q3 2020	RED	GOG	eliminations	change
Sales revenues	92 871	104 518	65 276	40 500	-1 258	13%
Revenues from sales of products	47 147	61 902	58 873	2 781	248	31%
Revenues from sales of services	2 381	467	992	65	-590	-80%
Revenues from sales of goods and materials	43 343	42 149	5 411	37 654	-916	-3%
Cost of products, goods and materials sold	37 880	36 428	9 391	28 132	-1 095	-4%
Cost of products and services sold	6 362	6 620	5 471	1 576	-427	4%
Cost of goods and materials sold	31 518	29 808	3 920	26 556	-668	-5%
Gross profit from sales	54 991	68 090	55 885	12 368	-163	24%
Operating costs	38 168	39 573	27 729	11 993	-149	4%
Selling costs	27 334	31 198	20 812	10 567	-181	14%
General and administrative costs	11 698	8 597	7 055	1 542	0	-27%
Other costs and revenues	-864	-222	-138	-116	32	-74%
EBIT	16 823	28 517	28 156	375	-14	70%
Financial revenues less expenses	2 336	-762	-544	-243	25	-133%
Income tax	4 264	4 373	4 369	2	2	3%
Net profit	14 895	23 382	23 243	130	9	57%
Net profitability	16%	22%	36%	-		

CD PROJEKT GROUP – SALES REVENUES



CD PROJEKT GROUP – PROFIT VS. COSTS AND EXPENSES



CD PROJEKT GROUP – BALANCE SHEET

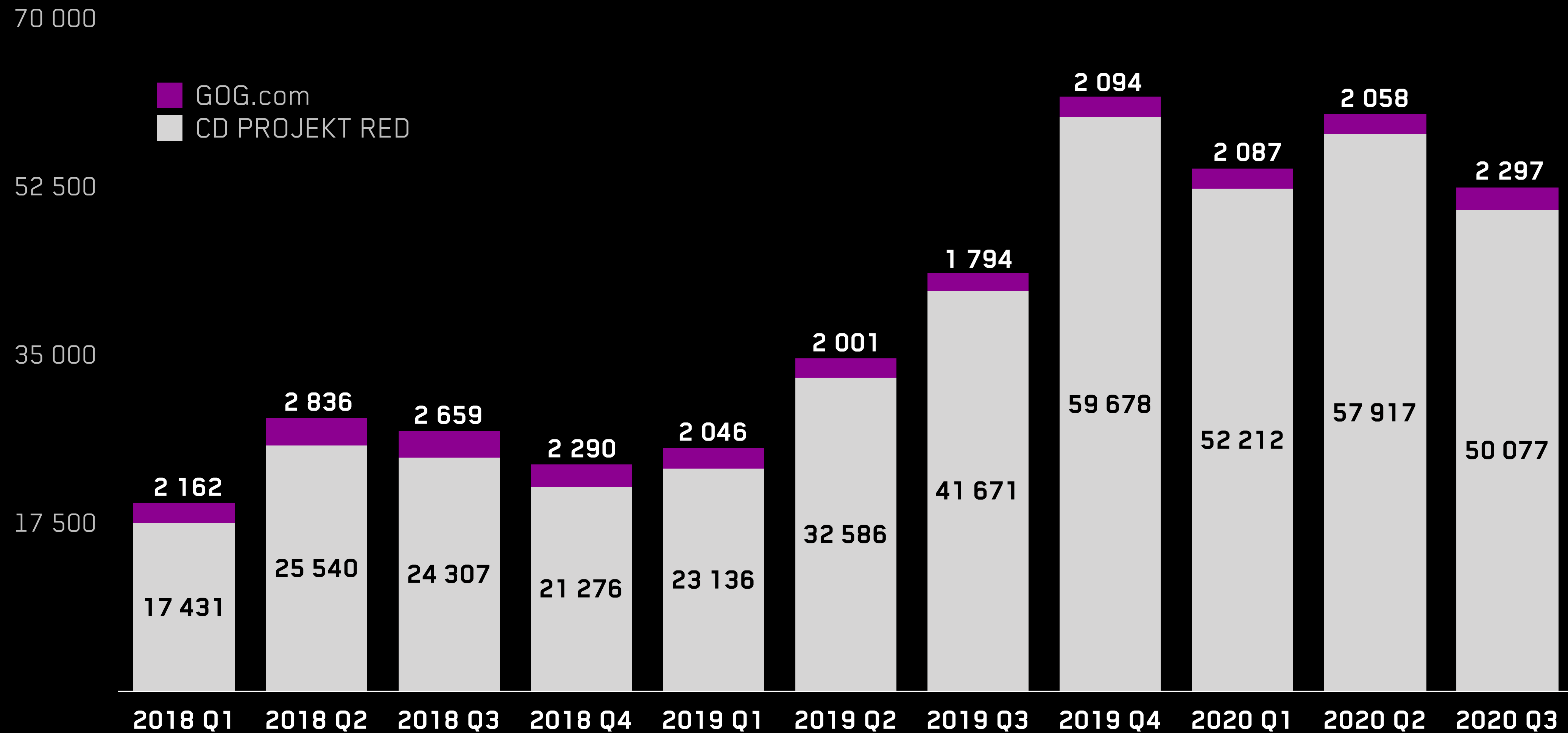
ASSETS	30.06.20	31.09.20	change	change %
Fixed assets	825 268	867 584	42 316	5%
Expenditures on development projects	483 143	522 745	39 602	8%
Other financial assets*	51 456	51 522	66	0%
Other fixed assets	290 669	293 317	2 648	1%
Working assets	771 835	736 532	-35 303	-5%
Inventories	16 163	15 906	-257	-2%
Receivables	134 590	109 475	-25 115	-19%
Other working assets	28 228	24 714	-3 514	-12%
Other financial assets*	113 668	85 619	-28 049	-25%
Cash and bank deposits*	479 186	500 818	21 632	5%
TOTAL ASSETS	1 597 103	1 604 116	7 013	0%

*Cash, bank deposits and T-bonds (hedged) – total	642 307	634 944	-7 363	-1%
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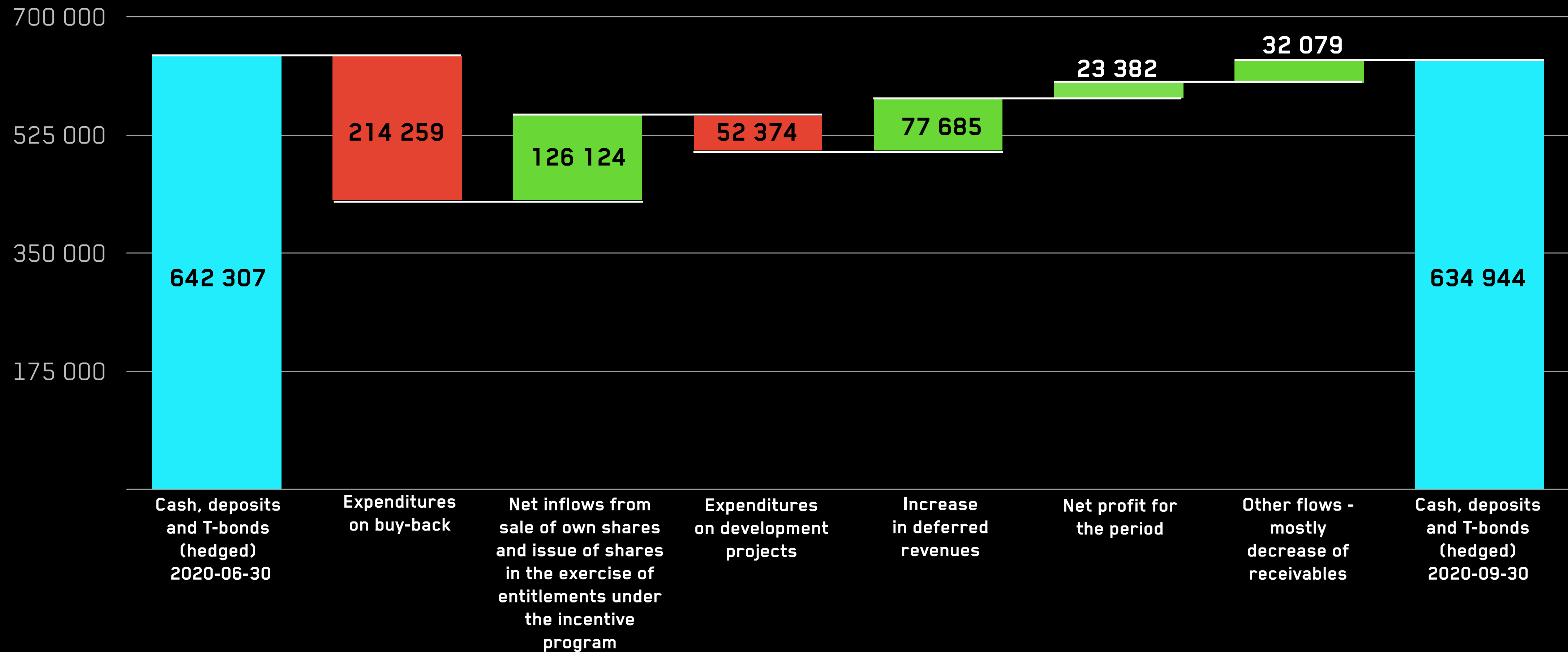
EQUITY AND LIABILITIES	30.06.20	31.09.20	change	change %
Equity	1 260 719	1 081 458	-179 261	-14%
Long-term liabilities	23 702	22 569	-1 133	-5%
Short-term liabilities	312 682	500 089	187 407	60%
Liabilities	75 804	180 880	105 076	139%
-Settlements related to capital contributions		114 518	114 518	
Deferred revenues	206 785	284 470	77 685	38%
Provisions	30 093	34 739	4 646	15%
TOTAL EQUITY AND LIABILITIES	1 597 103	1 604 116	7 013	0%

All figures in PLN thousands

CD PROJEKT GROUP - EXPENDITURES ON DEVELOPMENT PROJECTS



CD PROJEKT GROUP - CASH FLOW



**TOTAL VALUE OF CASH, DEPOSITS AND T-BONDS DECREASED
BY 7 363K PLN IN Q3 AND INCREASED BY 152 643K PLN IN Q1-Q3**



CYBERPUNK 2077 GLOBAL RELEASE

10 DECEMBER 2020

→ Q&A ←

→ **THANK YOU** ←

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Legal disclaimer

This report includes forward-looking statements. Because such statements deal with future events, they are subject to various risks and uncertainties and actual results for fiscal year 2020 and beyond could differ materially from the CD PROJEKT's current expectations. Forward-looking statements are identified by words such as "anticipates", "projects", "expects", "plans", "intends", "believes", "estimates," "targets," and other similar expressions that indicate trends and future events.

Factors that could cause the CD PROJEKT's results to differ materially from those expressed in forward-looking statements include, without limitation, variation in demand and acceptance of the Company's products and services, the frequency, magnitude and timing of paper and other raw-material-price changes, general business and economic conditions beyond the Company's control, timing of the completion and integration of acquisitions, the consequences of competitive factors in the marketplace including the ability to attract and retain customers, results of continuous improvement and other cost-containment strategies, and the Company's success in attracting and retaining key personnel. The Company undertakes no obligation to revise or update forward-looking statements as a result of new information, since these statements may no longer be accurate or timely.

