

# CD PROJEKT GROUP FY 2023 Earnings

28 MARCH 2024

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# CYBERPUNK

2077

## PHANTOM LIBERTY

26.09.2023



# CYBERPUNK

2077

ULTIMATE EDITION

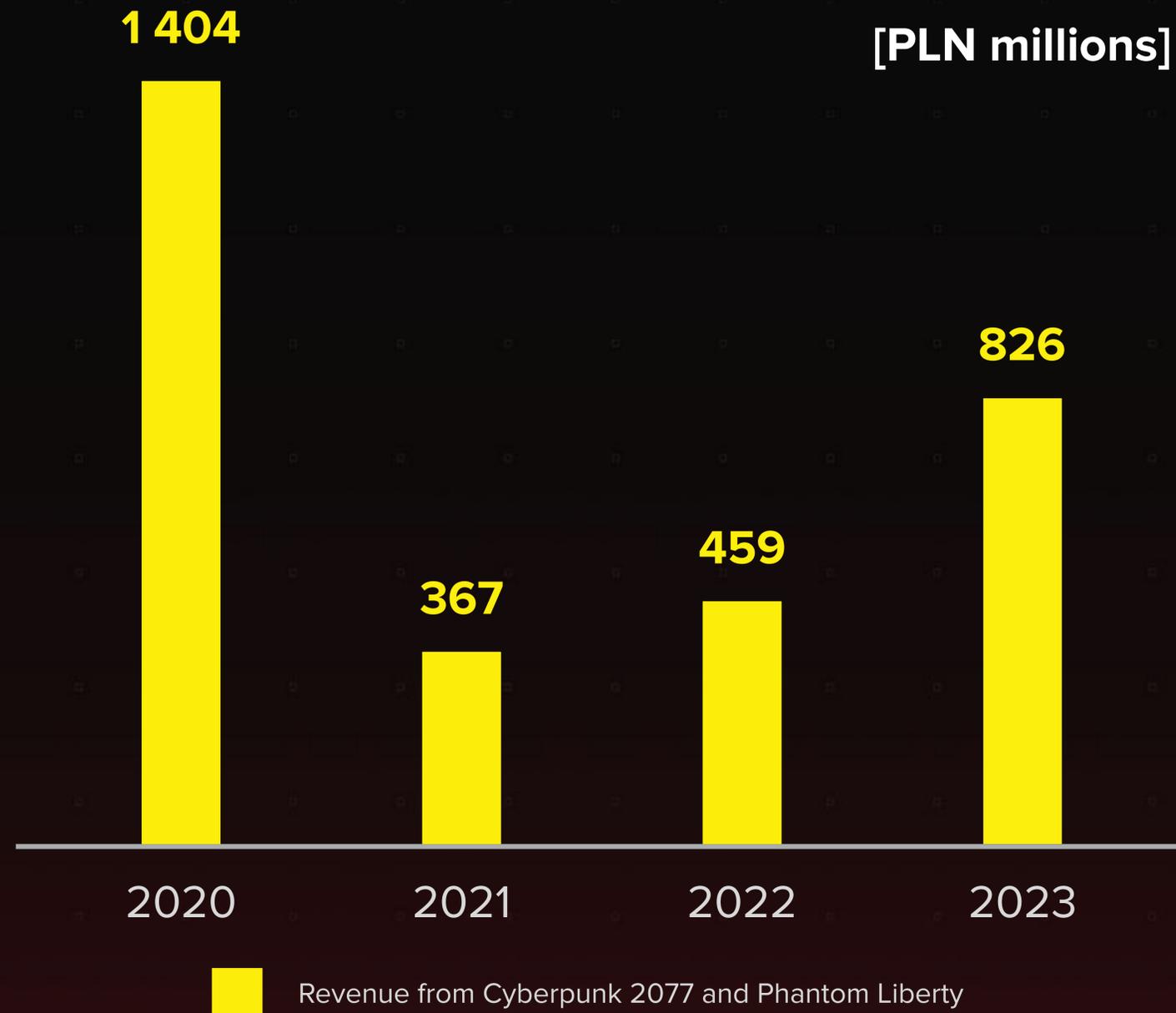
05.12.2023



STEAM®



# Sales of Cyberpunk 2077 and Phantom Liberty



Cumulative revenue  
since CP 2077 release

3 BILLION  
PLN

# Upcoming projects

# Our pipeline



## Polaris

Developed by:  
**CD PROJEKT RED**

Project stage:  
**Pre-production**

## Sirius

Developed by:  
**The Molasses Flood**  
Supported by: **CD PROJEKT RED**

Project stage:  
**Pre-production**

## The Witcher Remake

Developed by:  
**Fool's Theory**  
Supported by: **CD PROJEKT RED**

Project stage:  
**Concept**



## Orion

Developed by: **CD PROJEKT RED**

Project stage: **Concept**



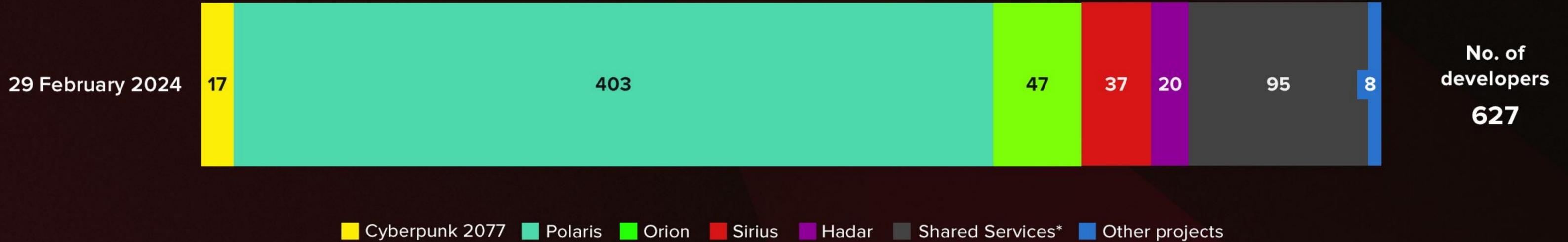
## NEW IP

## Hadar

Developed by: **CD PROJEKT RED**

Project stage: **IP concept phase**

# Development teams engaged in ongoing projects



\*General Development Services (e.g. Localization, Quality Assurance), Data, Insights & Experiences, Artificial Intelligence



# Financial Results

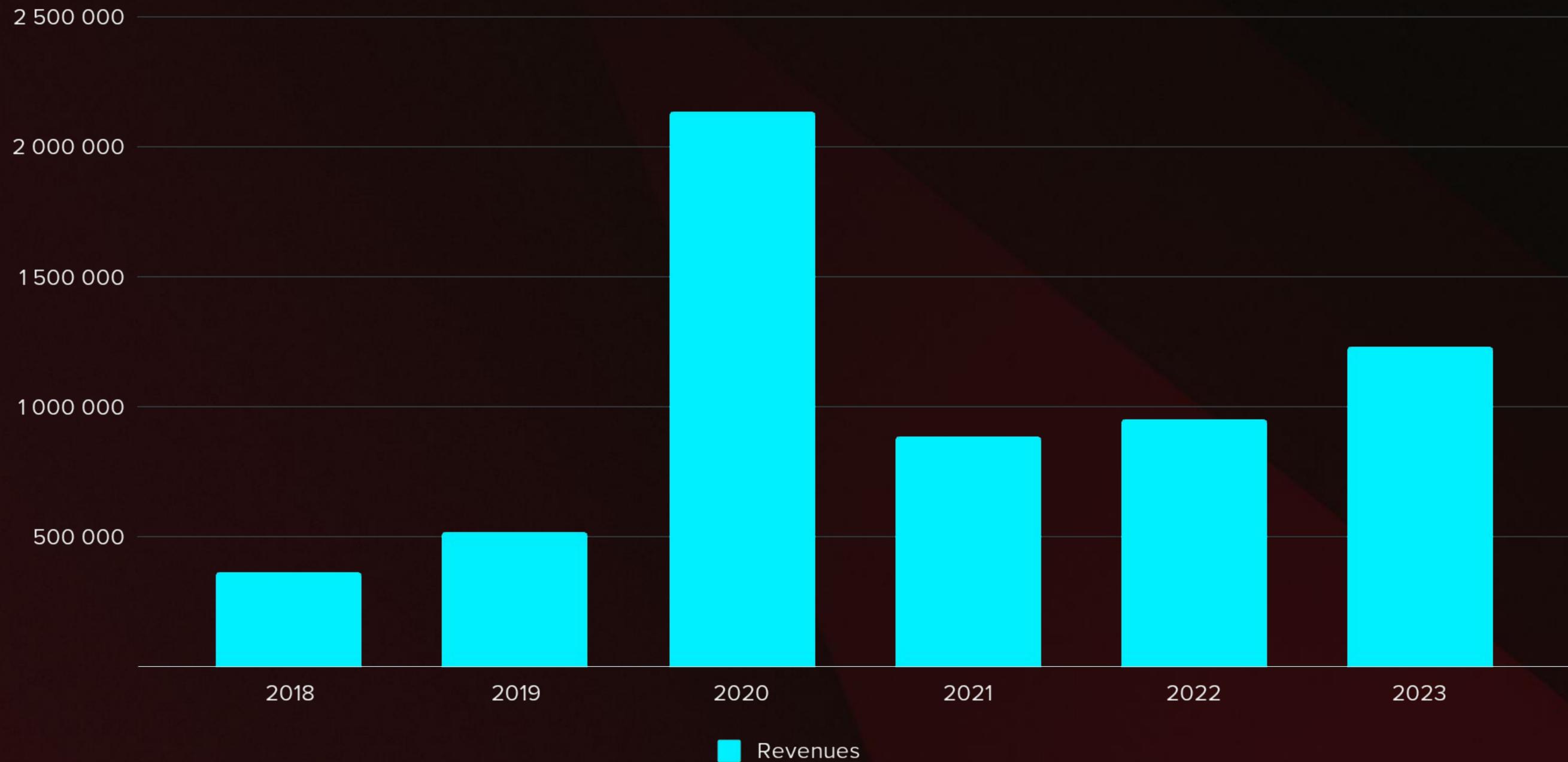
OF THE CD PROJEKT GROUP

# CD PROJEKT GROUP – Profit and loss account

	CD PROJEKT GROUP		RED	GOG	eliminations	2023 vs.	2023 vs.
	2022	2023	2023	2023	2023	2022 [PLN]	2022 [%]
<b>Sales revenue</b>	<b>952 576</b>	<b>1 230 199</b>	<b>1 037 873</b>	<b>234 969</b>	<b>-42 643</b>	<b>277 623</b>	<b>29%</b>
Sales of products and services	769 459	1 043 446	1 024 559	880	18 007	273 987	36%
– CP 2077 + expansion *	469 338	852 097	835 213				
– The Witcher 1, 2, 3 + expansions *	208 163	158 774	157 896				
Sales of goods for resale and materials	183 117	186 753	13 314	234 089	-60 650	3 636	2%
<b>Cost of sales</b>	<b>243 974</b>	<b>380 567</b>	<b>254 972</b>	<b>168 136</b>	<b>-42 541</b>	<b>136 593</b>	<b>56%</b>
Cost of products and services sold	111 562	239 760	239 914	4	-158	128 198	115%
Cost of goods for resale and materials sold	132 412	140 807	15 058	168 132	-42 383	8 395	6%
<b>Gross profit on sales</b>	<b>708 602</b>	<b>849 632</b>	<b>782 901</b>	<b>66 833</b>	<b>-102</b>	<b>141 030</b>	<b>20%</b>
<b>Operating costs</b>	<b>331 915</b>	<b>380 592</b>	<b>325 446</b>	<b>55 245</b>	<b>-99</b>	<b>48 677</b>	<b>15%</b>
Selling expenses	189 551	243 796	198 832	45 063	-99	54 245	29%
– CP IP publishing costs	47 421	115 762	115 762			68 341	144%
Administrative expenses	108 995	166 507	158 381	8 364	-238	57 512	53%
– Stock based incentive programs	4 274	16 776	16 642	134		12 502	293%
– Research phase costs	4 593	20 002	20 002			15 409	335%
Other operating income less expenses	-33 369	29 711	31 767	-1 818	-238	63 080	-189%
– Project Sirius - impairment/adjustment (balance)	-33 375	18 786	18 786			52 161	-156%
<b>EBIT</b>	<b>376 687</b>	<b>469 040</b>	<b>457 455</b>	<b>11 588</b>	<b>-3</b>	<b>92 353</b>	<b>25%</b>
Financial income less costs	15 838	69 452	69 300	-13	165	53 614	339%
– Spokko shares write-off due to merger	-27 271	27 271	27 271			54 542	-200%
Income tax	46 034	57 387	56 007	1 320	60	11 353	25%
<b>Net profit</b>	<b>346 491</b>	<b>481 105</b>	<b>470 748</b>	<b>10 255</b>	<b>102</b>	<b>134 614</b>	<b>39%</b>
<b>Net profitability</b>	<b>36.4%</b>	<b>39.1%</b>	<b>45.4%</b>	<b>4.4%</b>			

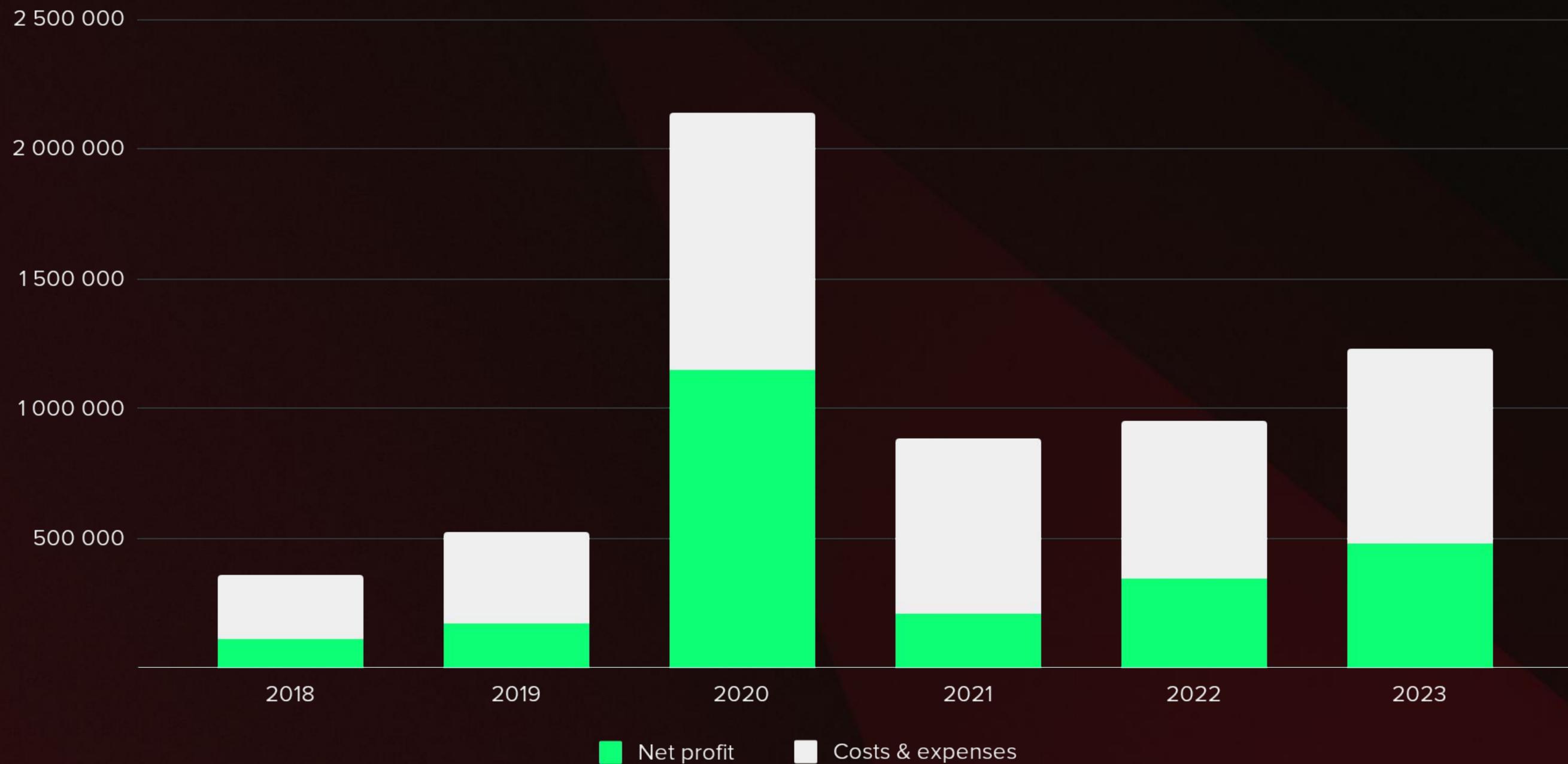
# CD PROJEKT GROUP

## Revenues



# CD PROJEKT GROUP

## Net profit vs. costs and expenses



# BOARD RECOMMENDATION CONCERNING DIVIDEND PAYOUT

**99 910 510 PLN** - TOTAL DIVIDEND  
**1 PLN** - DPS

# CD PROJEKT GROUP – assets

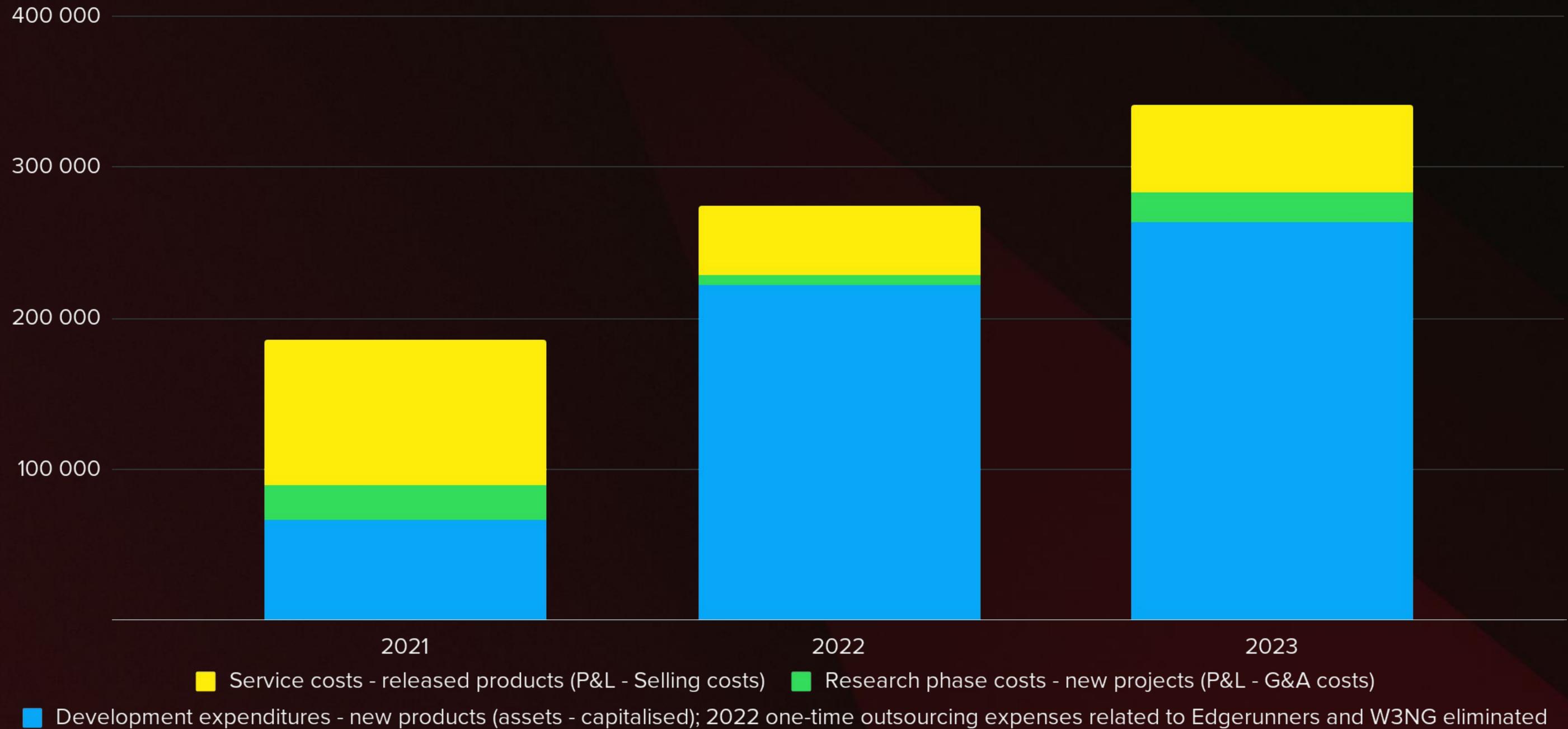
Assets	31.12.2022	31.12.2023	change	change %
<b>Non-current assets</b>	<b>1 122 185</b>	<b>1 450 623</b>	<b>328 438</b>	<b>29%</b>
Expenditure on development projects	475 169	527 182	52 013	11%
– New development during 2023			264 784	
– Depreciation during 2023			-231 557	
– Project Sirius - impairment adjustment (balance)			18 786	
Other financial assets *	207 437	455 907	248 470	120%
Property, plant and equipment, investment properties	187 812	217 283	29 471	16%
Deferred tax assets	53 102	43 371	-9 731	-18%
Other non-current assets	198 665	206 880	8 215	4%
<b>Current assets</b>	<b>1 154 146</b>	<b>1 162 815</b>	<b>8 669</b>	<b>1%</b>
Trade receivables	165 290	193 520	28 230	17%
Other financial assets *	279 515	362 719	83 204	30%
Cash and bank deposits *	615 157	516 259	-98 898	-16%
Other current assets	94 184	90 317	-3 867	-4%
<b>Total assets</b>	<b>2 276 331</b>	<b>2 613 438</b>	<b>337 107</b>	<b>15%</b>
*Cash, bank deposits and T-bonds – total	1 091 005	1 309 459	218 454	20%

# CD PROJEKT GROUP – equity and liabilities

Equity and liabilities	31.12.2022	31.12.2023	change	change %
Equity	2 031 466	2 403 490	372 024	18%
Liabilities	244 865	209 948	-34 917	-14%
Liabilities	115 560	103 914	-11 646	-10%
Deferred income	26 094	15 485	-10 609	-41%
Provisions	103 211	90 549	-12 662	-12%
<b>Total liabilities and equity</b>	<b>2 276 331</b>	<b>2 613 438</b>	<b>337 107</b>	<b>15%</b>

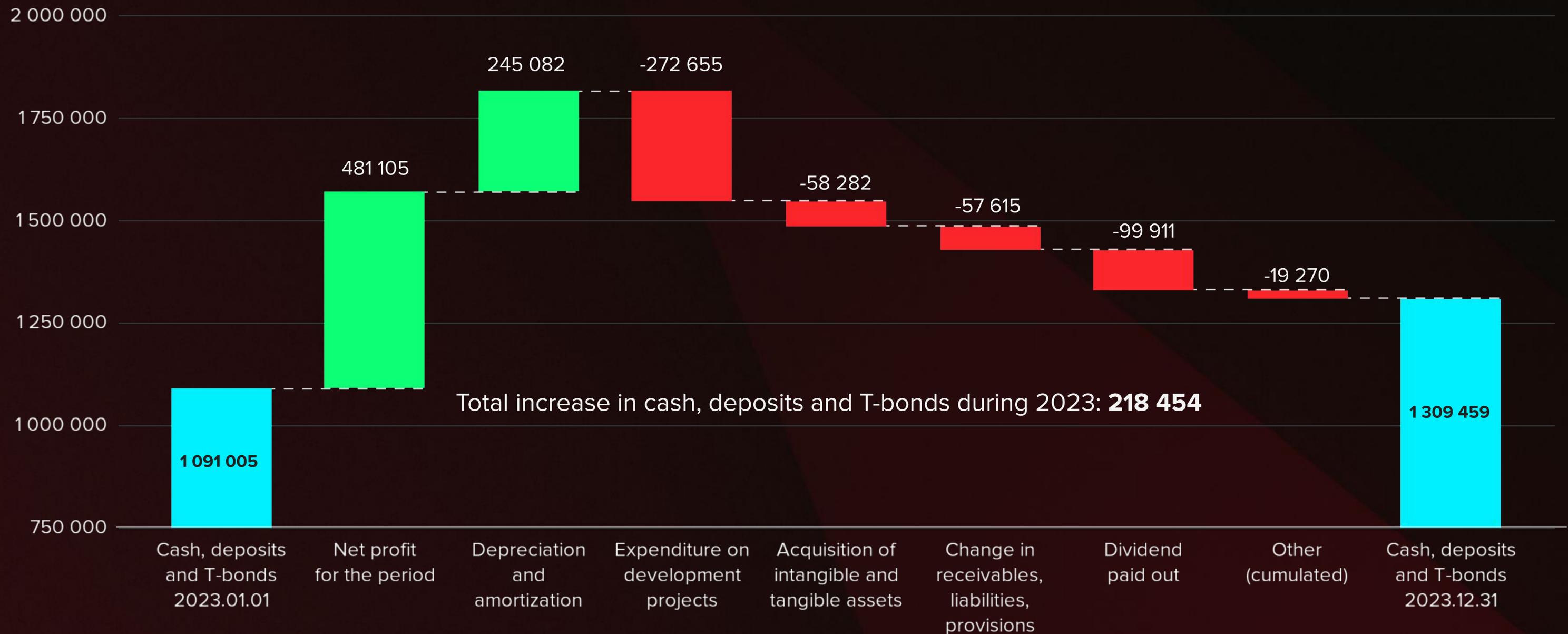
# CD PROJEKT RED

## Product research, development & service costs



# CD PROJEKT GROUP

## Changes in cash, deposits & T-bonds





# Q&A



# Thank you

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