

KOCH MEDIA GROUP

THREE YEARS WITHIN EMBRACER GROUP

KOCH MEDIA

koch films

GAYA[®]
ENTERTAINMENT

voxler



VERTIGO GAMES



FLYING WILD HOG



FISHLABS



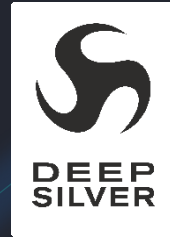
DAMBUSTER
STUDIOS



volition



MILESTONE



DEEP
SILVER



RAVENS
COURT

WE ARE THE
KOCH MEDIA GROUP

Our motivation to join the Embracer Group

WHY WE JOINED

BUILDING

Entrepreneurship
Global Vision
Corp Architecture

PRINCIPLES

Trust
Empowerment
Corp Family

PROMISE

Unlock Potential
Grow Faster
Seize Opportunities

COMMITMENT

Leadership
Right Time & Right Place
Go Beyond

Our M&A process and subsequent onboarding

M&A PHASE

BUILDING

Due Diligence
Key Areas
Professional
Swift

PRINCIPLES

Personal
Parent Company
Sister Companies

PROMISE

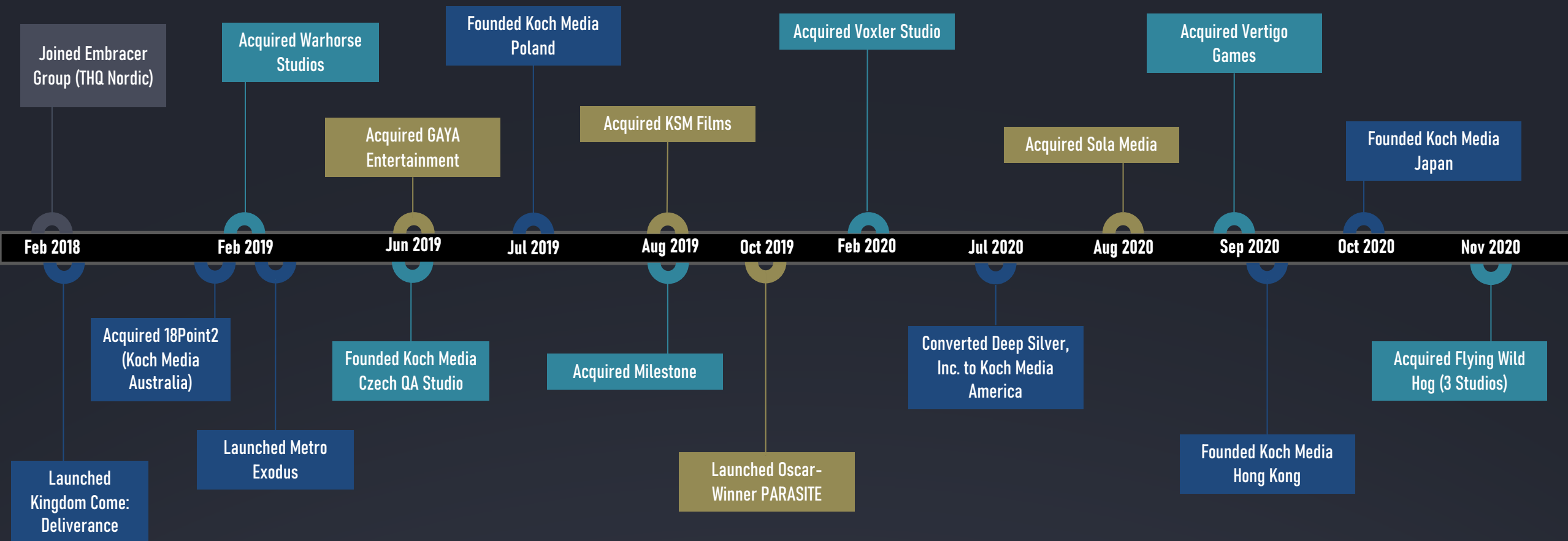
..was kept
.. continued as before

COMMITMENT

Long-term
Respect
Ambitious

What happened since we joined the Embracer Group

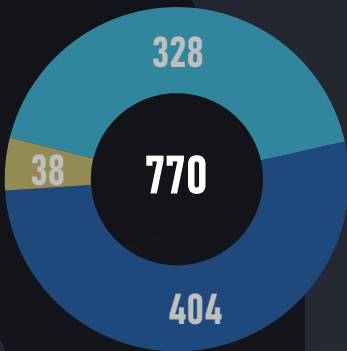
OUR FIRST 3 YEARS



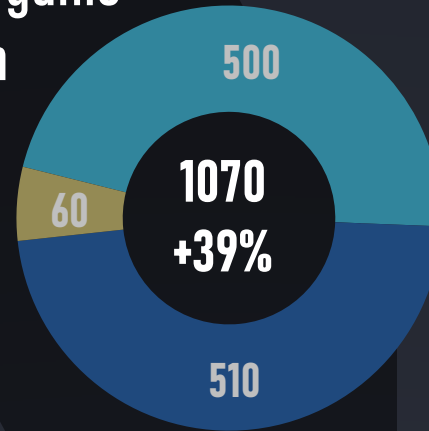
What happened since we joined the Embracer Group

OUR TALENTS

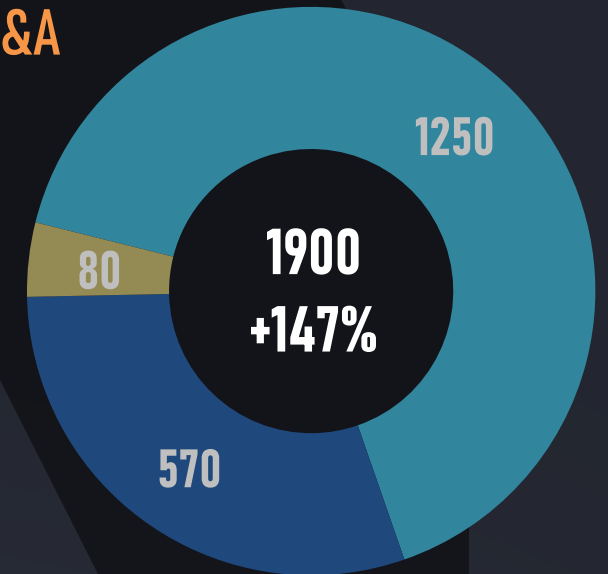
FEB 2018



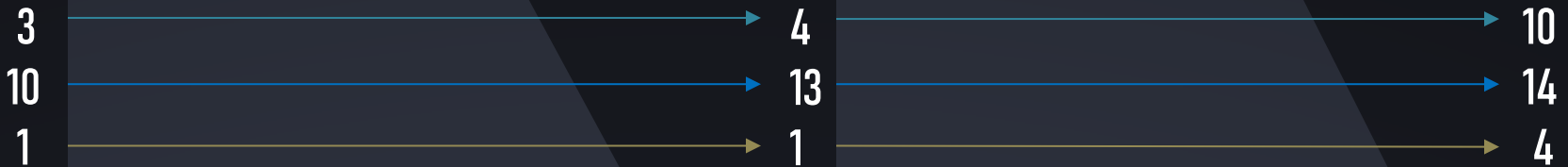
FEB 2021
incl. organic
growth



FEB 2021
incl. organic growth
plus M&A

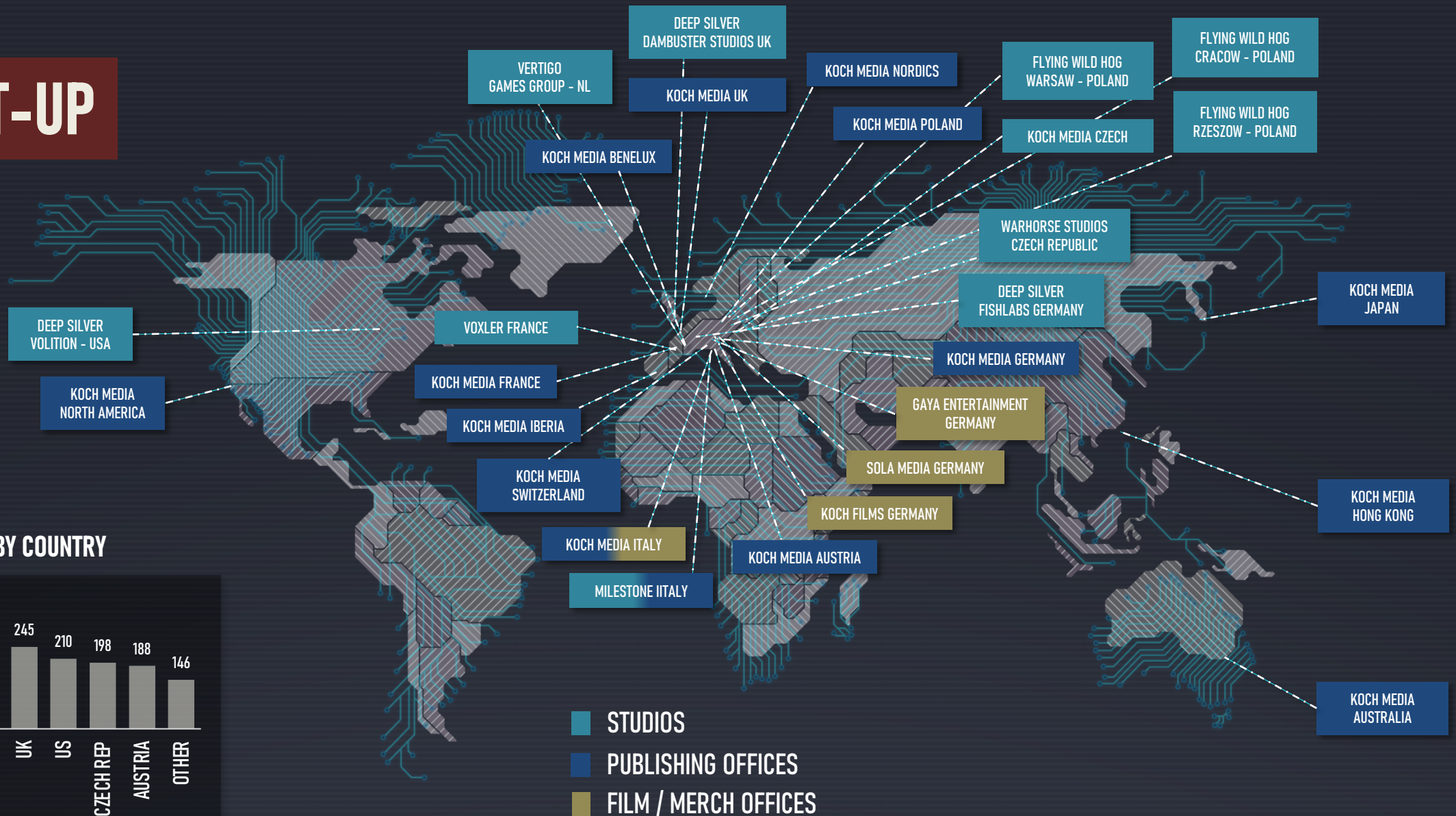


STUDIOS
PUBLISHING
FILM / MERCH

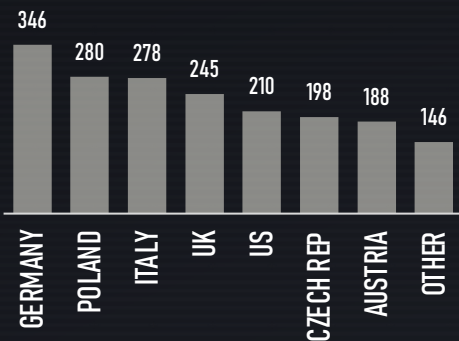


What happened since we joined the Embracer Group

OUR SET-UP



EMPLOYEES BY COUNTRY



Our key business activities

1

GLOBAL DEVELOPER AND PUBLISHER

2

LEADING GLOBAL PUBLISHING PARTNER

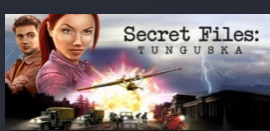
3

GROWING EUROPEAN FILMS BUSINESS

Our key business activities

1

GLOBAL DEVELOPER AND PUBLISHER



Our key business activities

1

GLOBAL DEVELOPER AND PUBLISHER

DEEP SILVER VOLITION

WARHORSE STUDIOS

FLYING WILD HOG
STUDIOS

DEEP SILVER FISHLABS

INTERNAL STUDIOS

VERTIGO GAME STUDIOS

DEEP SILVER
DAMBUSTER STUDIOS

VOXLER

MILESTONE

Our key business activities

GLOBAL DEVELOPER AND PUBLISHER

OPEN-WORLD ACTION	ACTION RPG	FAST PACED ACTION
SPACE COMBAT	INTERNAL STUDIOS	VIRTUAL REALITY
FIRST PERSON SHOOTER	SINGING / PARTY	 MILESTONE

Milestone – an internal studio and publisher since 2019



Founded in 1994, over 27 years experience in the videogame industry
More than 240 in-house people working in Milan headquarters
One of the largest racing game developer and publisher in the world

Milestone – how we work within Koch Media / Embracer Group



- Shared strategy and goals
- Autonomy and trust
- Visibility
- Synergies
- Family feeling

Milestone – Our journey



After joining Koch Media / Embracer Group we continued our growth in key areas:



- Revenues / Profitability
- Size of Company
- Long-term licensing agreements
- Investment in advanced technology

Our key business activities

1

GLOBAL DEVELOPER AND PUBLISHER

DEEP SILVER

MILESTONE

PUBLISHING LABELS

VERTIGO GAMES

RAVENSCOURT

LEADING GLOBAL PUBLISHING PARTNER

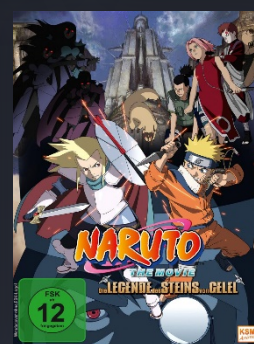
- A growing games powerhouse supporting our partners
- Working with global publishers on a global or territory-by-territory basis
- Working with a selection of top developer-publishers
- Leading videogames distributor by market share in Europe

GROWING EUROPEAN FILMS BUSINESS

- Koch Films – a leading independent film publisher in German-speaking Europe and Italy serving all channels.
- The catalogue consists of thousands of films in all genres but is particularly strong in anime, cult classics and world cinema movies.
- Koch Films also acts as exclusive home entertainment distributor for other publishers
- Sola Media – German based world sales agent

Our key business activities

GROWING EUROPEAN FILMS BUSINESS



OUR TAKE ON SYNERGIES

Soft synergies within the **Koch Media Group**:

- Strategy
- Central functions: finance, legal, IT, logistics, M&A teams
- Knowledge and data sharing
- Physical publishing

Soft synergies within the **Embracer Group**:

- Equity for acquisitions
- Development
- Allocation of game IPs
- Business intelligence, benchmark data
- Physical publishing

What the future holds

- **ORGANIC GROWTH OUTLOOK FOR KOCH MEDIA IS NOTABLE**
 - Notable organic growth expected in Games segments driven by significant product releases 2021 and beyond
 - Partner publishing business has stable outlook driven by the long-term need for market consolidation
 - Organic growth within publishing – with our multi-label strategy, live-operated games and Asian expansion
 - Continued favorable M&A discussions within all business segments

Open for business



Klemens Kundratitz
CEO
Koch Media Group

THANK YOU