

EMBRACER⁺ GROUP

New acquisitions

August 18, 2021

**We are delighted to present 3 new acquisitions
and welcome over 220 new colleagues!**



Embracer Group acquires Demiurge Studios



Today's speaker:



Matt Karch
CEO and co-founder
Saber Interactive



Top team with traditions that adds to Embracer's development capabilities

GROWING STUDIO WITH RICH HERITAGE

 **2002**

Founded

 **68**

Employees



Based outside of Boston
an important games development hub

PROVEN TEAM WITH DEEP EXPERIENCE



10+

years of game
industry experience
for over half the staff

AAA

trusted by
marquee franchises

QUALITY MANAGEMENT



KURT REINER
CEO



BART SIMON
President



TOM LIN
Co-founder, Creative Director



PATRICE CONNELLY
Director of HR



WILL JENNINGS
Design Director



NATHAN SITKOFF
Engineering Director



JR SURPRENANT
Production Director

AAA cross-platform games development and live operations

GAMES DEVELOPMENT AND PORTFOLIO

RECENT AND UPCOMING PROJECTS



Currently working on two unannounced AAA cross-platform products



Publisher



Full development and live ops, additional features across mobile and PC



Publisher



Co-development of mobile spin-off



Publisher



Technical development support

PC/CONSOLE HERITAGE

Selection of work



MOBILE HERITAGE

Selection of work



KEY REPEAT CUSTOMERS

Selection



CROSS PLATFORM



Deal structure and acquisition rationale

ACQUISITION RATIONALE

FINANCIALS OVERVIEW

\$15m

Revenue forecast 2021

FTE DEVELOPMENT

Potential to scale the team past 350 in 5 years



Solid financial development and profitability

Highly passionate team with track record of working on AAA titles with leading publishers

Exciting pipeline to execute on, with Embracer as a platform to accelerate growth

Embracer Group will support Demiurge Studio's growth journey going forward

POST TRANSACTION GROUP STRUCTURE

**EMBRACER+
GROUP**



Demiurge will operate as a subsidiary to Saber

DEAL TERMS

- Embracer Group acquires 100% of the shares
- Purchase price structure is based on an upfront payment and up-to 5-year earnout components, all paid in cash
- Management is retained
- The parties have agreed not to disclose the terms

Embracer Group acquires SmartPhone Labs



Today's speaker:



Matt Karch
CEO and co-founder
Saber Interactive

A studio with established relationship with Saber

SPL is a software testing and development company for mobile, consoles, VR, PC and servers

2002

Founded

>100

Employees



DEAL TERMS

- Saber acquires 100% of the shares
- Management is retained in current roles
- Purchase price is paid in cash
- 1-year earnout based on operational KPIs

Broad development capabilities



Experience from working with global publishers



Games development and portfolio extract



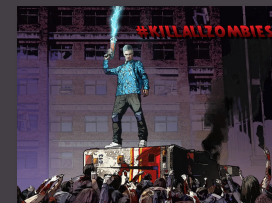
SABER INTERACTIVE



my.com



SWITCH SABER INTERACTIVE



BEATZAPPERS



Google Play SABER INTERACTIVE



SABER INTERACTIVE

For the above titles the publisher logo is the IP owner

Embracer Group acquires Fractured Byte



Today's speaker:



Matt Karch
CEO and co-founder
Saber Interactive

A talented team that adds to Saber's development capabilities

Focused on game development and porting

 **2018**
 Founded

 **Estonia**
 HQ


 **50 employees**
 across Ukraine





Deal terms

- Embracer acquires 100% of the shares
- Management is retained
- Purchase price consists of cash and shares
- Earnout consideration based on financial targets during a 6-year period

Game development and services

 **Full cycle development**

 **Game porting**

 **Developers consulting**

Tech stack

 Unreal Engine 3
  Unreal Engine 4
  iOS
  Windows
  Android
  PS4
  Xbox
  Switch

Examples of porting projects



Final words and Q&A



EMBRACER⁺ GROUP