

## CREEPY JAR S.A. - [INVESTOR CHAT 27.05.2022](#)

**Gość:** Hi, Will Chimera be a more "casual" and easier game? Players mostly prefer simpler entertainment, GH has a huge fan base but the main complaint is that it is too difficult.

**Creepy Jar:** Yes, Chimera will be aimed at more casual players and the so-called entry threshold to the game will be lower.

**janekc:** When can the GH launch on next-gen consoles be expected?

**Creepy Jar:** We plan to begin work on the release of Green Hell on PlayStation 5 and Xbox Series X|S after SoA 3 is available on PlayStation 4 and Xbox One. Due to backward compatibility, owners of current generations of consoles can play Green Hell on PS4 and Xbox One.

**anti:** The world of Chimera is supposed to be several times larger compared to Green Hell. Does it also mean several times more work on this aspect? How much does UE5 and/or the automatic terrain generation tools help?

**Creepy Jar:** We are creating our own tool to make it easier to create and work on large areas, which will definitely speed up project work. In addition, UE5 and its tools make it easier to work on an open world game.

**Zośka:** Will there be a) procedurally generated map in Chimera and thus every game will be different b) female character c) references to the world of GH (for example you can add a spice and put Omulu corporation back in the game world)

**Creepy Jar:** a) no, b) yes and c) we're not ruling it out.

**Zośka:** Recently, on the occasion of the release of Achilles: Legends Untold, the investing world was reminded that at some point you helped/advised Dark Point Games. Is this cooperation continuing? Can we count on these kinds of stories to result in a publishing department someday? It's a bit of a shame to lose the huge gaming community you have and not try to release polished titles of other teams. I understand that now you're concentrating on Chimera, that you need new people for that, etc. but is the subject of publishing taken into account at all and can something be done after (hopefully) the success of Chimera when the money on your account will (hopefully) be hundreds of millions of zlotys?

**Creepy Jar:** We are not currently planning to conduct publishing activities for other entities. We are still developing our internal marketing and publishing department, so we do not rule out this possibility in the future.

**Zośka:** After seeing GHVR sales data you quickly signed a deal with Incuvo for PSVR2 port :) so I assume that you liked the data very much - are you already thinking about signing a deal with someone for Chimera VR or such topics are only after the release of PC/console version?

**Creepy Jar:** The signing of the PSVR2 deal was not related to the release of GH VR on Oculus Quest 2. At this point, we are still waiting for sales data from Incuvo. In terms of the VR version of Chimera, it's still too early to decide.

**Zośka:** It's great that you have improved communication with investors, that reports look better, that there are more chats like today and questions sent to the IR are answered very quickly - it will definitely pay off :) I appreciate and thank you, keep it up! BTW. Green Hell also rocks, the scene with sacks / bags in the suburbs remains in the memory for a long time :o

**Creepy Jar:** Thank You.

**Zośka:** Is there a chance for the Green Hell Collector's Edition for PC / Consoles? It's not about making big money for the company, but more about satisfying the most hardcore fans of the game :) I would buy such a version myself - I already have the Forever edition for Switch but you guys would surely do it better ;)

**Creepy Jar:** Given the low commercial potential of this project, this is not a priority for us at this time. We do not rule out returning to this topic in the future.

**Zośka:** The PC version of GHVR will be released on September 9. Are you going to actively join the promotion of this title? Are there any special bundles planned and if so how much extra discount can we expect for owners of the world's best survivalist? Also, can you reveal how the money from such a bundle will be divided?

**Creepy Jar:** Yes, we try to support GH VR within the available tools. Marketing activities are coordinated by Incuvo. Billing information between the parties to the agreement is confidential.

**Mat:** Work on the Chimera is currently underway and we know about the milestones that have been set. Are these milestones set for the EA version or the "final" version and what is the level of production as of today?

**Creepy Jar:** Current milestones include key game mechanics and elements. Chimera is in deep production.

**Mat:** Why doesn't the company delegate the task of porting GH to next-gen consoles to a partner other than Mataboo? The delay of the console version of GH was +/- 10 months, required the commitment of company resources and ultimately undermined investor confidence, the effect of which we can observe in the current price.

**Creepy Jar:** We see no benefit in changing the porting entity. A key element is product knowledge, which Mataboo already has.

**Mat:** When can we expect a roadmap update for GH with specific dates?

**Creepy Jar:** We are currently implementing activities in line with the 2022 roadmap. The specific dates and the possible timing of their disclosure result from production plans and marketing strategies.

**Mat:** Is it possible for the company to publish information about the progress of Chimera based on designated milestones on the website or social media?

**Creepy Jar:** We do not plan to take such actions.

**Kuba:** During one of the chats, the Management Board announced that it would aim to create a team that would consist of 3 sub-teams. One responsible for supporting an already released finished game by creating expansion packs, another creating the next production, and a third working at the concept/pre-production stage on an even further title. To what extent are these plans current, and if so, when can we expect this shape of Creepy Jar?

**Creepy Jar:** Our goal is to have two production teams: one working on the studio's lead title (currently Chimera) and a smaller, dedicated team to provide support and development for Green Hell.

**Kuba:** Creepy Jar is emerging on the Polish gamedev scene as a leader in the survival genre and a company that has successfully implemented a co-op mode in a premium indie/AA game. For this reason, sincere congratulations. In light of the above, doesn't Creepy Jar intend to use this know-how in evaluating similar projects from other entities and possibly supporting as a co-publisher at the production or launch stage of games...? From the investor's perspective, it seems that creation of such a cell in Creepy Jar could be a very attractive addition to the basic production activity. Is such a scenario being considered at all, even in the distant future?

**Creepy Jar:** We do not currently plan to be a publisher for outside teams, but we do not rule out the possibility in the future.

**Kuba:** many companies show that boxed editions of games, although they constitute a decreasing percentage of total revenues, can sell surprisingly well. Now that all the SOA PC expansion packs have been released, is the Company considering signing a contract with a publisher for the boxed version?

**Creepy Jar:** At this time, there are no plans to release Green Hell in a boxed version.

**Gość:** Where to get a Creepy Jar T-shirt ? :D

**Creepy Jar:** The fastest way is to join the Creepy Jar team :). We currently have several open enrollments.

**trudno100:** Hi, 1. The company is producing very good results, congratulations. The cash position is growing all the time. Aren't you tempted to invest it more aggressively in some new business ideas? Slow building of the second team, slow building of the publishing division, etc.? 2. Will conceptual work on Green Hell 2 be carried out in 2022? 3. Do you see much interest in the company's shares from foreign funds? 4. Has the team working on Chimera reached its target size, or will it still be expanded?

**Creepy Jar:** At this point, we are focused on executing our production plans. 2. Much too early for this discussion. Our current focus is on Chimera and supporting GH. 3. There is interest in the company from foreign investors, which is why we started communication also in English last year. At the moment, none of the large foreign investors has entered the shareholding structure. 4. We still have a few open enrollments.

**Christof\_martin:** hello, will the Chimera premiere take place on all platforms: PC/Xbox?ps4?Next Gen Consoles?

**Creepy Jar:** We assume that Chimera will not be available on PS4 and Xbox One consoles. We have not yet decided on the parallel release of Chimera on PC and PS5 and Xbox Series S|X consoles, but eventually the game will be available on them.

**Christof\_martin:** Hello, has the conceptual work on the third Green Hell 2 project started yet ?

**Creepy Jar:** Conceptual work on GH2 has not yet begun - for now, we are focusing on Chimera and Green Hell.

**Ajdin Dedic:** I have no question. I just wanted to compliment the Creepy Jar programmer. I'm playing the Spirits of Amazonia DLC on console and having a great time with it so far, if the Chimera game comes close to green hell it will be a hit

**Creepy Jar:** Thank You.

**myton:** Hello. are there other projects in preparation besides GH and Chimera?

**Creepy Jar:** Currently no.

**Zainterosowany:** Hello, a request for a comment on the cost increase. Is it more a result of wage increases or overall hiring?

**Creepy Jar:** At the moment, we do not observe a significant increase in total operating costs. In subsequent periods, we do expect an increase in production costs resulting from the above-mentioned factors.

**game\_geek:** A request for a comment on the SoA2 premiere on consoles? How does it translate into interest in the game?

**Creepy Jar:** It's still too early to judge the release of SoA 1&2 on consoles. The first data in this regard will come after the end of the second quarter of this year.

**Ryhu:** How is the Chimera-related work progressing? Does the company intend to keep us informed about further progress in connection with the work on the game?

**Creepy Jar:** Current milestones include key game mechanics and elements. Chimera is in deep production. We provide regular updates on the work of this project.

**Taki Rafal:** Each company must develop, especially when it begins its activity. From what you guys are saying the limit will be producing one game at a time and updating the previous game. On the other hand, you talk about making indie games. Is it then your idea to make indie games with a budget of 10-20million every few years without developing completely? Will you, however, focus on more games 'at once' or enter the AAA segment?

**Creepy Jar:** We are growing organically, our projects are getting more ambitious, and the team is expanding. At the moment, we do not plan to leave the Premium Indie segment or implement more projects at the same time. In the long term, our business model is to build a portfolio of longsellers that will generate significant revenues and profits in parallel.

**gracz:** When do you plan to start work on Green Hell 2?

**Creepy Jar:** We will not begin real production work until after the release of Chimera.

**Akcjonariusz:** Results are one thing and price is another. To what extent do you think this poor industry sentiment is weighing on the company and its valuation?

**Creepy Jar:** The company's fundamental position is very good, but there are several significant negative external factors affecting the stock's valuation, including industry sentiment.

**Gość:** In what form do you keep your cash surplus?

**Creepy Jar:** As of 31 March 2022, these were mostly bank deposits. Please refer to the quarterly report for Q1 2022 for detailed information in this regard.

**GOŚĆ:** What are the chances that the new game, Chimera, will have a co-op mode at launch?

**Creepy Jar:** Surely Chimera will immediately include a COOP version for up to 4 players.

**Akcjonariusz:** Is there any chance for CJ to publish results earlier, i.e. not at the very end of the reporting window?

**Creepy Jar:** We strive to provide periodic reports as early as possible, taking into account the timing of sales reports from distributors.

**Sven:** How big is the team at the moment ? Do you plan to expand it further this year ?

**Creepy Jar:** It is currently over 40 people and we still have several open enrollments.

**Gość:** what factor determined that the release of SOA1/2 on consoles came out as a shadow drop? rather no one expected it. I remember when the annual results came out, there was a May deadline mentioned, but then it was all quiet, so it was a surprise

**Creepy Jar:** We always take into account the optimal publishing window for our productions, but as a rule we try to release new expansion packs as soon as possible. Now there is an additional overlap with the -30% promotion period for GH on PS, which should positively impact sales on that platform.

**Gość:** Hello, Do you have a target studio size in mind? Eg. 50 devs and you don't want to exceed that number?

**Creepy Jar:** We don't have a specific number in mind, the size of the team will be tailored to the production needs of the studio.

**Creepy Jar SA Management Board:** Thank you for participating in the meeting. We will try to answer the remaining questions that we were unable to answer over the last hour in the near future. The answers will be made available both on Stockwatch.pl and on the Creepy Jar website.

**moderator:** On behalf of the StockWatch.pl editorial team, I would like to thank you for an interesting discussion and invite you to another chat as part of the eighth edition of the #GamingNaGieldzie project

**Lulluś:** How much profit from the VR version of GreenHell goes to CJ and how much to Incuvo?

**Creepy Jar:** The details of the contract are confidential.

**gość:** Will Chimera come out first in the EA version? How big will this game be?

**Creepy Jar:** We will make a final decision on the choice of the optimal form of Chimera's release (Early Access or Full Release) no earlier than by the end of 2022, after an internal analysis of the possibilities and an assessment of the stage of production. Chimera will be a much bigger game than Green Hell. Ultimately, due to the genre, it will offer players unlimited hours of gameplay.

**c15d:** Does the Company plan to further expand the team? Are there currently big problems when it comes to finding experienced workers?

**Creepy Jar:** Yes, we plan to recruit a few more people. There are areas where it is easier to find specialists and there are also areas where it is much more difficult to find them.

**księgowy:** Request for comment on the latest financial results. How would you rate them? Because of the new expansion packs for consoles, can Q2 be expected to be better than Q1, and maybe even record-breaking?

**Creepy Jar:** We do not provide forecasts of results. We expect the positive impact of SoA3 on PC, SoA 1 & 2 on consoles and the launch of GH VR on Oculus Quest 2 in Q2 2022 and the following quarters. It seems that it will be difficult to repeat the records of the years when COOP or console versions were released. For now, however, we are satisfied with the results achieved.

**leon79:** What staffing plans for this year. How many more people do you need/plan to hire?

**Creepy Jar:** We currently have a few more recruitments open. We plan to expand the team at a pace similar to the historical one, i.e. employing a few, up to a dozen or so people a year.

**c15d:** Have you already completed the conceptual work on the Chimera, or are you still implementing new ideas? Are you happy with the shape the game (Chimera) is in at the moment?

**Creepy Jar:** We are happy with the shape that Chimera is currently in. We are currently working on key mechanics and game elements, implementing new ideas and solutions.

**JohnCieplik:** What was the basis for the decision not to expand the achievements when issuing expansion packs?

**Creepy Jar:** They will be added in the near future.

**Sven:** At the last conference you said that the earliest possible early access release date for Chimera is late 2023. Is it still valid? If it doesn't work out then I assume it will be released in the first half of 2024?

**Creepy Jar:** We would like it to be next year, but we will release Chimera at a time when we feel the game is ready for release, has the quality we expect, and is competitive with what will be on the market at that time. By the end of the year, we will be able to assess its playability and estimate how long we will need to get to a possible EA version.

**leon79:** What is the difficulty in releasing Spirits of Amazonia expansion packs on PS4 and Xbox? Are these consoles that old that everything has to be redone?

**Creepy Jar:** The biggest problem was optimization on the PS4 and Xbox One, which are now over 8 years old. The SoA 1 & 2 expansion packs had so much new content and mechanics that it exceeded the capabilities of those old consoles. At the same time, we also wanted to improve GH performance, which required rebuilding some systems.

**Inwestor:** How many people are working on Chimera. Is the team already complete or is there still an ongoing search for devs?

**Creepy Jar:** Most of the production team is working on Chimera. We plan to recruit a few more people.

**kojo:** Hello guys, I would like to ask you to confirm that you are still maintaining the assumption of presenting the first teasers of Chimera and presenting the planned EA date for the end of this year?

**Creepy Jar:** Yes, we plan to show the Chimera teaser in the second half of the year. It won't be until the end of the year that we can internally assess its playability and plan further action.

**kojo:** with the experience gained while working on GH and Chimera, is it possible to estimate whether, and if so to what extent, the production process of the next title - I assume GH2 - will be shortened?

**Creepy Jar:** It is still too early to make such judgments. The team's experience is invaluable for subsequent productions, but we treat each project individually. The production time of a game also largely depends on its content.

**ShareHolder2021:** Is the liquidity of the company's shares a topic of management talks? What do you think of it?

**Creepy Jar:** The issue of share liquidity is not a topic of management talks.

**c15d:** Why is there no Xbox promotion alongside the release of SoA 1 and 2 expansion packs?

**Creepy Jar:** Promotions on the PS and Xbox platforms are agreed with their respective operators. Due to the different rules of promotion, there are also different dates, it is not always possible to set up a simultaneous promotion on several platforms. I'm sure there will still be a promotion on Xbox as well.

**Investor:** What is your plan for managing the growing cash resources? Let me clarify that I am referring to business plans. Are you possibly planning to develop some sort of action strategy on this topic. Thank you

**Creepy Jar:** The accumulated funds provide security for our production plans. In the event of financial surpluses, we assume to share them with shareholders. As a rule, at this stage we do not plan acquisitions, we focus on organic growth.