# CREEPY JAR S.A.'S FINANCIAL RESULTS IN Q3 2023







# **SUMMARY OF PRODUCTION IN Q3 2023**

#### **Premiere**



**Storage & Transportation** PC

premiere on 28.08.2023

#### **Production**



PlayStation 4 & Xbox
premiere on 07.11.2023



Chimera



## **SUMMARY OF PRODUCTION IN Q3 2023**

Sales

9.1 million PLN

revenues from sales

-39% compared to PLN 15.0 million in Q3 2022

260 thousand copies

total gross sales

of the Green Hell game on key platforms PC/Steam, PlayStation and Xbox

Financial results

5.8 million PLN

**EBITDA** 

-45% compared to PLN 10.4 million in Q3 2022

6.3 million PLN

net profit

-41% compared to PLN 10.8 million in Q3 2022

Other

74.7 million PLN

short-term financial assets as at 30.09.2023

compared to PLN 99.1 million as at 30.06.2023

2.4 million

expenditures and costs of game production

compared to PLN 1.6 million in Q3 2022

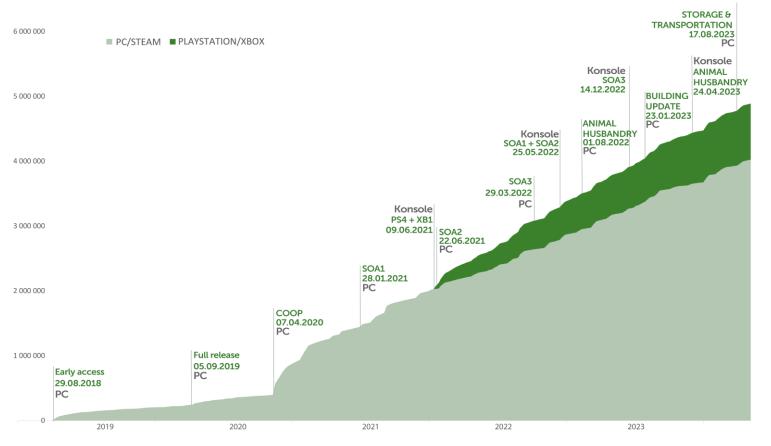
60 team members



## SALES ON KEY PLATFORMS



cumulatively in pcs., by 30.09.2023



# 260 thousand copies

total gross sales of Green Hell in Q3 2023

on PC/Steam, Sony PlayStation and Microsoft Xbox platforms

214 thousand copies

PC/Steam

46 thousand copies

Sony PlayStation and Microsoft Xbox





Creepy Jar's revenues from the sale of Green Hell on all platforms in the consecutive 12-month periods from August 2018 (Early Access Green Hell) (million PLN)

173 million PLN total net sales revenue

45.1

YEAR 5

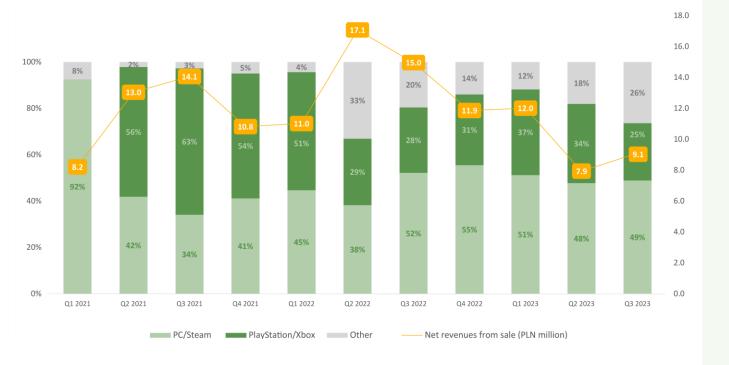
on all platforms
within 5 years since Early Access

7.0 YEAR 1 YEAR 2 YEAR 3 YEAR 4



## STRUCTURE OF SALES REVENUES

Share of Green Hell sales revenue on PC, PlayStation and Xbox consoles in the Company's total revenue:



- The decrease in sales revenue by 39% y/y is due to the decreasing sales of Green Hell on all platforms, in particular on consoles.
- Improved results compared to the second quarter of this year as a result of the successful release of Storage and Transportation expansion pack on PC/Steam and the release of Green Hell VR on Sony PlayStation VR2 by Incuvo S.A. – sales revenues and net profit increased by 15% and 80% q/q, respectively.



# FINANCIAL RESULTS – Q3 2023

(PLN million)	Q3 2023	Q3 2022	y/y
	G0 2023	G3 2022	9, 9
Net revenues from sales	9.1	15.0	-39%
Operating expenses	3.4	4.9	
Profit (loss) on sales	5.7	10.1	
Results on other operating activities	-0.3	-0.01	
Profit (loss) on operating activities (EBIT)	5.5	10.1	-46%
Result on financial activities	1.8	1.5	
Gross profit (loss)	7.2	11.6	
Income tax	0.9	0.8	
Net profit (loss)	6.3	10.8	-41%
Amortisation and depreciation	0.3	0.3	
EBITDA	5.8	10.4	-45%
Operating profit margin (EBIT)	60%	68%	
EBITDA profitability	63%	70%	
Net profit margin	69%	72%	

- The largest items among operating costs in Q3 2023 were third-party services in the amount of PLN 1.5 million (an increase of 20% y/y), which included, among others, the costs of producing expansion packs (Storage and Transportation for PC, and Building Update for PlayStation and Xbox consoles) as well as remunerations of PLN 1.1 million;
- No costs of the 2023-2025 Incentive Scheme in the analysed period;



## SOUND BALANCE SHEET STRUCTURE

(PLN million)			
(FENTIMOTI)	30.09.2023	30.06.2023	30.09.2022
Fixed assets	18.2	15.1	13.6
Intangible assets	1.0	1.2	2.3
Tangible fixed assets	1.4	0.6	0.7
Long-term prepayments	15.8	13.3	10.6
Current assets	82.9	105.8	86.6
Short-term receivables	7.3	5.8	8.5
Short-term investments	74.7	99.1	78.0
Cash and other pecuniary assets	55.4	71.6	62.1
Short-term prepayments	0.3	0.3	0.2
TOTAL ASSETS	101.1	120.9	100.2
Equity	93.9	87.6	91.2
Liabilities and provisions for liabilities	7.2	33.3	9.0
Provisions for liabilities	1.3	0.9	1.9
Long-term liabilities	0.5	0.0	0.1
Short-term liabilities	5.3	32.4	7.0
TOTAL LIABILITIES	101.1	120.9	100.2

- Fixed assets increased by PLN 3.1 million, which is mainly due to expenditure on unfinished development works related to the production of Chimera to the level of PLN 13.5 million and an increase in deferred income tax assets to PLN 2.3 million
- The decrease in current assets by PLN 22.9 million y/y is mainly due to the decrease in short-term financial assets by PLN 24.4 million to PLN 74.7 million and an increase in trade receivables to PLN 7.3 million.
- Short-term investments as at 30.09.2023 consist of cash at hand and at bank (PLN 4.3 million), bank deposits (PLN 51.0 million) and bonds (PLN 19.3 million);
- On 4 September 2023, the Company paid a dividend for 2022 in the amount of nearly PLN 28.0 million, i.e. PLN 40.0 per share.
- At the end of the reported period the Company reached over 90% share of equity in the balance sheet total;
- **Short-term liabilities** included mainly public-law liabilities (PLN 3.6 million) and trade liabilities (PLN 1.3 million).



## MAINTAINED CASH GENERATING CAPACITY

(PLN million)	Q3 2023	Q3 2022
Net cash flows from operating activities	6.1	19.0
Net profit	6.3	10.8
Adjustments	-0.2	8.2
Net cash flows from investment activities	5.8	-9.7
Inflows	18.4	7.8
Outflows	12.6	17.5
Net cash flows from financial activities	-28.2	-0.05
Inflows	0.0	0.0
Outflows	28.2	0.05
Net cash flows	-16.2	9.2
Balance sheet change in cash, including:	-16.2	8.9
Change in cash due to exchange rate differences	0.0	0.1
Cash opening balance	71.6	52.9
Closing balance of cash	55.3	62.1

- **CF from operating activities,** major adjustments in Q3 2023:
  - change in receivables (PLN -1.5 million),
  - change in trade liabilities (PLN 1.6 million),
  - change in prepayments and accruals (PLN 0.6 million).

#### CF from operating activities

- inflows from the redemption of bonds and closure of bank deposits (PLN 18.4 million),
- capital expenditure (PLN 12.6 million) for i) the acquisition of intangible assets and tangible fixed assets of PLN 2.8 million, of which PLN 1.9 million were expenditures on the production of Chimera and ii) the acquisition of short-term securities (bonds) for PLN 9.8 million.

#### CF from operating activities

 Expenses related to the payment of dividend for 2022 in the amount of nearly PLN 28.0 million





# **CONTINUATION OF WORK ON CHIMERA**





## FURTHER DEVELOPMENT OF GREEN HELL







# **BALANCE SHEET – ASSETS**

(in PLN)

ASSETS	30.09.2023	30.06.2023	31.12.2022	30.09.202
I. Fixed assets	18.182.568	15.074.380	9,439,324	13.581.03
1. Intangible assets	1,014,116	1,210,288	1,602,631	2,255,07
1.1 R&D expenses	1.014.116	1,210,288	1,602,631	1,798.8
1.2 other intangible assets	0	0	0	-,,-
1.3 expenditures on intangible assets	0	0	0	456.2
2. Tangible fixed assets	1,366,029	581,397	634,681	694,8
2.1. other tangible fixed assets	1.333.509	565.136	634,681	694.8
a) land (including right to perpetual usufruct)	0	. 0	0	
b) buildings, premises, right to premises and civil engineering works	168.522	174.984	188.261	195.0
c) technical equipment and machines	168.995	168,649	156,372	163,4
d) vehicles	928,382	149,743	236,647	280.0
e) other fixed assets	67,610	71,761	53,402	56,2
2.2. advances for tangible fixed assets under construction	32.520	16.260	0	/-
3. Long-term receivables	2.933	2,933	2,933	2.9
3.1. From other entities	2.933	2.933	2.933	2.9
4. Long-term investments	0	0	0	=/5
5. Long-term prepayments	15,799,490	13,279,763	7.199.079	10.628.1
5.1. Deferred tax assets	2,326,297	1,708,666	165,653	4,849,7
5.2. Other prepayments	13.473.193	11.571.097	7.033,426	5,778,4
S.E. Guid prepayments	10, 170,150	11,071,007	7,033,120	3,770,1
II. Current assets	82,945,144	105,847,545	94,289,232	86,589,5
1. Inventory	665,983	660,000	0	1,3
2. Short-term receivables	7.252.865	5.758.154	8.070.048	8,454,7
2.1. From related parties	0	0,755,25	0	0,101,1
2.2. From other entities where the issuer has an interest in the capital	0	0	Ō	
2.3. From other entities	7,252,865	5,758,154	8,070,048	8,454,7
a) trade receivables	5.607.548	4.029.796	6,578,056	6,940,4
- up to 12 months	5,607,548	4,029,796	6,578,056	6,940,4
- over 12 months	0	0	0	-//
b) receivables from tax, subsidy, customs, social security and other benefits	704,845	975.585	402.345	84.4
c) other	940.471	752,773	1,089,647	1,429,8
d) claimed at court	0	0	2,000,0	2, 123,0
3. Short-term investments	74.718.869	99,146,296	86.041.196	77,977,5
3.1. Short-term financial assets	74,718,869	99,146,296	86,041,196	77,977,5
a) in related parties	, ,,, 10,000	0	00,0 11,130	,,,,,,,
b) in other entities	19,343,627	27,522,525	80,553,425	15,861,6
- other securities	19,343,627	19.352,991	00,555, 125	15,861,6
- other short-term financial assets	25,5 10,627	8,169,534	80,553,425	20,002,0
c) cash and cash equivalents	55.375.241	71.623.771	5,487,771	62.115.8
- cash at hand and at bank	4,334,296	3,577,722	5,487,771	5,657,0
- other cash	51,040,945	68,046,049	3,407,771	56,458,8
- other pecuniary assets	31,040,543	00,040,049	o 0	30,430,0
3.2. Other short-term investments	0	0	0	
4. Short-term prepayments	307.426	283.094	177.988	155.8
n on or term propayments	337,420	203,034	177,300	133,0
			.	
III. Called up share capital not paid	0	0	0	
IV. Own shares (stocks)	0	0	0	
TOTAL ASSETS	101.127.712	120.921.925	103.728.556	100.170.5
1017/2 7/00/2 10	101,127,/12	120,321,323	103,720,330	100,170,30



# **BALANCE SHEET – LIABILITIES**

(in PLN)

LIABILITIES	30.09.2023	30.06.2023	31.12.2022	30.09.20
Courte.	07.076.670	07.624.774	100 021 557	04.450.4
. Equity	93,936,638	87,621,734	100,021,553	91,150,1
1. Share capital	699,364	699,364	679,436	679,4
2. Supplementary capital	6,182,573	6,182,573	3,428,081	3,428,0
3. Revaluation reserve	0		0	
4. Other reserves	67,939,476	67,939,476	59,454,760	57,692,1
4.1 Created in accordance with the company's articles of association	48,322,525	48,322,525	39,837,808	39,837,8
4.2 Created in connection with share-based payments	19,616,952	19,616,952	19,616,952	17,854,
5. Accumulated profit (loss) from previous years	0	0	0	
6. Net profit (loss)	19,115,225	12,800,320	36,459,277	29,350,4
7. Write-off on net profit during the financial year (negative value)	0	0	0	
I. Liabilities and provisions for liabilities	7.191.074	33.300.191	3,707,003	9.020.
Provisions for liabilities	1.331,630	922,879	224.195	1.946.
1.1. Deferred tax liability	151,293	114,879	161,395	1,940,3
	131,293		101,393	154,
1.2. Provision for retirement and similar benefits	0	0	0	
a) long-term	8	0	y i	
b) short-term	0	0	0	
1.3. Other provisions	1,180,337	808,000	62,800	1,752,
a) long-term	0	0	0	
b) short-term	1,180,337	808,000	62,800	1,752,
2. Long-term liabilities	519,852	4,668	64,823	106,
2.1. To related parties	0	0	0	
2.2. To other entities in which the entity has an equity interest	0	0	0	
2.3. To other entities	519.852	4,668	64,823	106,
a) credits and loans	0	.,,,,,	0 1,320	200).
b) arising from issuance of debt securities	0	0	ő	
c) other financial liabilities	519.852	4,668	64.823	106.
	019,632	4,000	04,623	100,
d) bill of exchange liabilities	0	0	0	
e) other	o l	Ü	Ü	6.067
3. Short-term liabilities	5,339,592	32,372,645	3,417,985	6,967
3.1. Liabilities to related parties	Ō	Q.	Ō	
3.2. Liabilities to other entities in which the entity has an interest in capital	0	0	0	
3.3. Liabilities to other entities	5,339,592	32,372,645	3,417,985	6,967
a) credits and loans	0	0	0	
b) arising from issuance of debt securities	0	0	0	
c) other financial liabilities	266,074	141,687	162,324	503
d) trade liabilities	1,313,728	1,289,913	897,649	874
- up to 12 months	1.313.728	1.289.913	897,649	874
- over 12 months	1,313,720	1,203,313	057,015	0, 1
e) received prepayments for deliveries and services	Ö	ő	ŏ	
f) bill of exchange liabilities	0	Ö	0	
	0		U	F F.0.4
g) tax, customs, insurance and other liabilities	3,583,248	2,802,886	76,470	5,501,
h) payroll liabilities	176,543	163,599	2,281,542	87,
i) other	0	27,974,560	0	
3.4. Special funds	0	0	0	
4. Accruals	0			
4.1. Negative goodwill	0	0	0	
4.2. Other prepayments	0	0	0	
a) long-term	0	0	0	
b) short-term	0	Ö	0	
TOTAL LIABILITIES	101.127.712	120,921,925	103.728.556	100.170.



# PROFIT AND LOSS ACCOUNT

	01.07.2023 - 30.09.2023	01.07.2022	01.01.2023 - 30.09.2023	01.01.2022
	- 30.09.2023	- 30.09.2022	- 30.09.2023	- 30.09.2022
Net revenues from sales and equivalent, including revenues:	9,107,297	14,959,886	29,051,863	43,047,254
- from related parties	0	0	0	0
1. Net revenues from sales of products	9,107,297	14,959,886	29,051,863	43,047,254
2. Change in the balance of products (increase - positive value, decrease - negative value)	0	1,,505,000	25,002,000	
3. Manufacturing cost of products for internal purposes	Û	0	0	Č
4. Net revenues from sales of goods and materials	0	0	0	C
II. Operating expenses	3,364,292	4,854,403	11.899.719	13.713.374
1. Amortisation and depreciation	299.863	323.503	976,438	744.744
2. Consumption of materials and energy	69,103	62,012	220,394	227,153
3. External services	1,528,790	1,272,194	6,401,096	4,156,990
4. Taxes and charges, including:	97,428	7,254	160,169	41,474
- excise duty	0	7,234	00,109	71,77
5. Payroll	1,059,769	2,999,228	2,854,957	7,974,688
6. Social security and other benefits, including:	59,125	11,336	126,528	43,61
- pension	39,500	5.631	58,774	22.24
7. Other costs by type	250,214	178.877	1,160,137	524,70
8. Value of goods and materials sold	250,214	170,077	1,100,137	324,707
III. Profit (loss) on sales (I-II)	5,743,005	10,105,482	17,152,145	29,333,880
IV. Other operating revenues	95	4,504	17,132,143	13,517
Gain on disposal of non-financial fixed assets	0	0	0	15,51.
2. Subsidies	0	0	0	(
3. Revaluation of non-financial assets	0	0	0	(
4. Other operating revenues	95	4.504	102	13.51
V. Other operating revenues  V. Other operating expenses	261,548	11.765	487,924	175,686
1. Loss on disposal of non-financial fixed assets	201,348	11,703	407,324	1/3,000
2. Revaluation of non-financial assets	0	0	0	(
3. Other operating expenses	261.548	11.765	487.924	175.686
VI. Profit (loss) on operating activities (III+IV-V)	5.481.552	10.098.222	16.664.323	29.171.71
VII. Front (loss) on operating activities (III+IV-V)	1,398,137	1,733,445	4,422,227	3,343,43:
Dividends and profit-sharing	1,396,137	1,733,443	7,722,227	3,343,43.
2. Interest, including:	1,398,137	1,005,098	4,422,227	1,863,51
- from related parties	1,396,137	1,005,090	7,722,227	1,005,51
3. Gain on disposal of financial assets	0	0	0	(
4. Revaluation of financial assets	0	8.303	0	(
5. Other	0	720,044	0	1.479.920
VIII. Financial expenses	-361,770	261,803	50,774	719,70
1. Interest, including:	3,797	6,338	12,496	16,83
- for related parties	5,797	0,556	12,490	10,05
2. Loss on disposal of financial assets, including:	Ö	255,465	0	126.94
- in related parties	0	255,465	o o	120,54.
3. Revaluation of financial assets	0	0	0	575,926
4. Other	-365,567	0	38,278	3/3,920
IX. Gross profit (loss) (VI+VII-VIII)	7,241,459	11.569.864	21,035,776	31,795,440
X. Income tax	926.555	809,928	1,920,551	2,445,000
1. Current tax	1,507,771	2,834,662	4,091,297	7,056,859
2. Deferred tax	-581,216	-2,024,734	-2,170,746	-4,611,859
XI. Other statutory reductions in profit (increases in loss)	-381,210	-2,024,734	-2,170,740	-4,011,633
XII. Net profit (loss) (IX-X-XI)	6.314.904	10.759.936	19.115.225	29.350.440
All. 1465 Profit (1000) (IA A Al)	0,314,304	10,733,330	19,113,223	29,330,440



# **CASH FLOW STATEMENT**

(in PLN)		01.07.2023 - 30.09.2023	01.07.2022 - 30.09.2022	01.01.2023 - 30.09.2023	01.01.2022 - 30.09.2022
	A. Cash flows from operating activities	0010512020	3010312022	0010512020	00,0312022
	I. Net profit / loss	6,314,904 -209,325	10,759,936 8,201,475	19,115,225 -749,190	29,350,440 7,641,586
	II. Total adjustments 1. Amortisation and depreciation 2. Exchange gains (losses)	299,863 -1,659	323,503 69,509	976,438 634	7,041,380 744,744 14,908
	Exchange gams (losses)     Interest and profit sharing (dividend)     Profit (loss) on investment activities	-412,834 0	8,536 247,162	-3,328,724 0	-342,865 702,871
	5. Change in provisions 6. Change in inventory 7. Change in receivables	408,752 -5,983 -1,494,711	560,733 -1,301 4,702,163	1,107,435 -665,983 817,183	1,353,852 -1,301 381,010
	Change in short-term liabilities excluding credits and loans	1,639,211	2,124,375	2,639,948	4,119,703
	9. Change in prepayments and accruals 10. Other adjustments III. Net cash flows from operating activities (I+II)	-641,963 0 6,105,579	-1,912,734 2,079,530 <b>18,961,410</b>	-2,296,120 0 18,366,035	-4,690,519 5,359,184 <b>36,992,026</b>
		0,103,373	10,901,410	10,300,033	30,332,020
	B. Cash flows from investing activities				
	I. Inflows     The properties of the state of the st	<b>18,431,713</b> 18,431,713	<b>7,744,535</b> 7,744,535	<b>101,675,767</b> 101,675,767	<b>7,873,055</b> 7,873,055
	b) in other entities - disposal of financial assets - interest	18,431,713 18,000,000 431,713	7,744,535 7,744,535 0	101,675,767 98,000,000 3,675,767	7,873,055 7,873,055 0
	II. Outflows  1. Purchase of intangible assets and tangible fixed assets	<b>12,621,500</b> 2,790,420	<b>17,490,864</b> 1,763,517	<b>44,718,698</b> 7,553,000	<b>27,808,909</b> 4,231,129
	Asset liabilities, including:     b) in other entities	9,831,081 9,831,081	15,727,347 15,727,347	37,165,697 37,165,697	23,577,780 23,577,780
	- disposal of financial assets  3. Other outflows from investment activities	9,831,081 0	15,727,347 0	37,165,697 0	23,577,780 0
	III. Net cash flows from investment activities (I-II)	5,810,212	-9,746,329	56,957,070	-19,935,854
	C. Cash flows from financial activities				
	I. Inflows     I. Inflows from the issue of shares and other capital instruments and capital contributions	0	<b>0</b>	<b>2,774,421</b> 2,774,421	<b>0</b> 0
	<ul><li>II. Outflows</li><li>1. Dividends and other distributions to the owners</li></ul>	<b>28,160,876</b> 27,974,560	<b>45,825</b> 0	<b>28,250,366</b> 27,974,560	<b>14,741,187</b> 14,607,874
	Payments of liabilities under the lease agreement     Interest     Other outflows from financial activities	182,520 3,796	39,488 6,337 0	263,312 12,494 0	116,824 16,489
	III. Net cash flows from financial activities (I-II)	-28,160,876	-45,825	-25,475,945	-14,741,187
	D. Total net cash flows (A.III+B.III+C.III)	-16,245,085	9,169,256	49,847,159	2,314,984
	Balance sheet change in cash, including:     - change in cash due to exchange rate differences	- <b>16,248,530</b> -1,659	<b>8,875,851</b> 69,509	<b>49,887,470</b> 634	<b>2,408,909</b> 30,782
	F. Cash opening balance G. Closing balance of cash (F+D), including:	71,575,501 55,330,416	52,882,172 62,051,428	5,483,257 55,330,416	59,736,444 62,051,428



## **STRATEGY**

# Building a portfolio of high quality computer games based on own IP

# LEADING DEVELOPER IN THE SURVIVAL SIMULATION AND BASE BUILDING SEGMENTS

High quality of the Green Hell game and very good sales results.

## SELF-FUNDED PRODUCTION

High cash balance to self-fund the production of future projects and support current titles.

## EXPANDING THE PRODUCTION PORTFOLIO

Cyclical production of new Premium Indie games ensuring operational continuity and a stable revenue level.

### EXPERIENCED TEAM OF GAME CREATORS

Reinforcing the production team with specialists with many years of experience - the possibility to work on the development of two titles simultaneously.



# **BUSINESS MODEL**

#### **Assumptions**

#### **STRONG IP**

- Production of high quality computer games based on own IP.
- Using the potential of the built player base to promote future titles.

# LONG GAME LIFE CYCLE

- Development of games through updates containing additions extending the content of the game.
- Ensuring continued support for games in cooperation with the gaming community.

#### **PRESENCE ON KEY PLATFORMS**

- Availability of games on major platforms - PC and PlayStation4, Xbox One, Nintendo Switch consoles and VR platforms.
- Striving to ensure availability of games on new platforms, including nextgeneration consoles.



### **DISCLAIMER**

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