

# Investor Presentation

DigiPlus Interactive Corp.

October 2024

# Gaming Industry Trends

1

**Robust outlook for Philippine gaming industry presents a compelling opportunity to capture the demand in the space**

- The Philippine gaming industry posted a record year in 2023, with GGR reaching ₱285.3 billion, up 33% from 2022
- PAGCOR projects GGR to reach ₱336.4 billion in 2024, up 18% from actual GGR in 2023

2

**Online gaming is the fastest-growing segment in the industry, expected to overtake land-based casinos in the coming years**

- PAGCOR gross gaming revenues (GGR) rose to ₱89.23 billion in the second quarter of 2024, driven by the electronic games (E-Games) sector which contributed ₱30.85 billion pesos.
- The Philippines is encouraging more participation in the industry by reducing tax rates for online games and narrowing the range from 15%-50% to 15%-30% by 2025.
- PAGCOR forecasts e-games to overtake land-based casinos in terms of revenues in the coming years as technology continues to evolve in the local gambling industry

3

**As the dominant player in online gaming, DigiPlus is well-positioned to capture the opportunities around the flourishing Philippine gaming and digital entertainment industry**

- Strong user base of over 30 million registered users among its digital platforms, complemented by over 140 physical sites spread out across the Philippines
- Robust and cutting-edge technology, research and development, and operational infrastructure
- Deep bench of management and industry professionals to execute on the growth strategy
- Healthy balance sheet that provides ample capacity to fund future investments



Online gaming is the fastest-growing segment in the industry, with DigiPlus accounting for ~50% market share

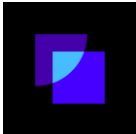
• (Billion Peso)

Period	Total Industry GGR*	Industry (Bingo + Egames)*	DigiPlus (Bingo + Egames)	DigPlus Market Share
2023	285.3	58.2	26.4	45%
		20%		
Q1 2024	81.7	27.2	13.4	49%
Q2 2024	89.2	35.5	18.6	53%
Total 1H 2024	170.9	62.7	32.0	
		37%		
	2023 Actual	2024 Forecast	% Growth	
Industry GGR	285.3	336.4	18%	

\* Figures gathered from Pagcor published report

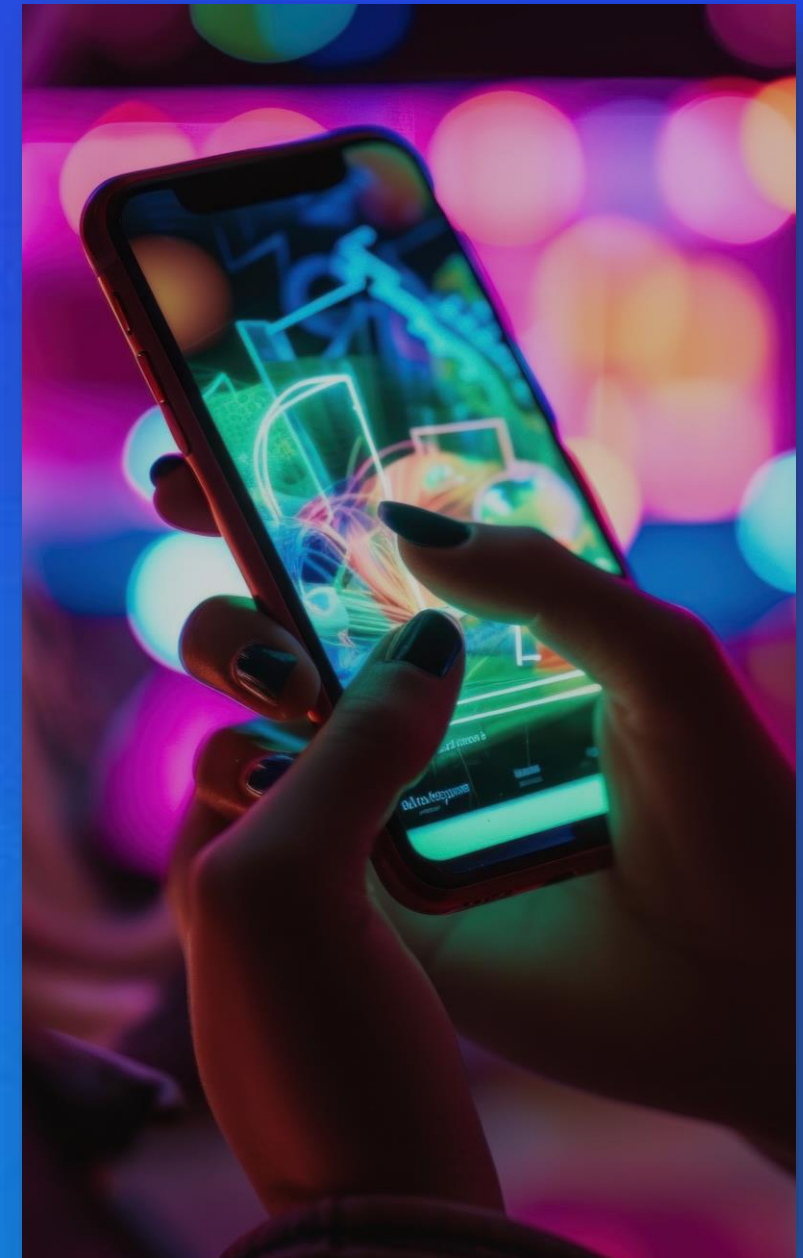


- PAGCOR projects GGR to reach ₱336.4 billion in 2024, up 18% from actual GGR in 2023



## Company Overview

- Publicly listed company in the Philippines (PLUS:PM)
- Fastest-growing digital entertainment group in the Philippines, with over 20 years experience in leisure and entertainment
- Dominates the Philippine online gaming space with ~50% market share
- Established a world-class IT infrastructure and assembled deep bench of talents from technology and operations, with strong distribution network of physical sites across the Philippines
- In 2022, successfully pivoted its brick and mortar business to digital, which now accounts for over 90% of revenues
- Solid digital footprint with over 30 million registered users across its digital ecosystem
- Robust offline presence with over 130 physical sites across the Philippines, with over 2,000 employees across its online and offline operations spread out in the Philippines



## DIGITAL ENTERTAINMENT

### RETAIL BINGO



**BingoPlus** is the leading digital bingo platform in the country offering the game to bingo-loving Filipinos livestreamed anytime and anywhere.

### SPORTSBOOK



**ArenaPlus** is the country's premiere sportsbetting brand that streams local and international sporting events live.

### SPECIALTY GAMES



DigiPlus offers a variety of specialty game products involving colors, numbers traditionally well-loved by Filipinos in digital format.

### CARD GAMES



DigiPlus offers a range of card games that can be enjoyed by both casual and more experienced players

In addition, DigiPlus offers over 1,000 e-casino games developed by leading international game providers (Jili, Evolution, EEZE, etc ) across all its platforms.



# DigiPlus has assembled a deep bench of senior leadership team to execute on its strategic transformation agenda



**Andy Tsui**  
President



**Wilfredo Pielago**  
Chief Finance Officer



**Jasper Vicencio**  
Head, Offline Bingo Operations



**Atty. Kristine Delos Reyes**  
Chief Legal & Compliance  
Officer



**Celeste Jovenir**  
VP & Head, Investor Relations,  
Corporate Communications  
& Sustainability



**Atty. Rosalyn Batay**  
Head, Internal Audit



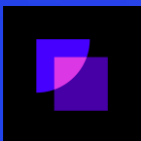
**Elias John Kukas**  
VP, Investments



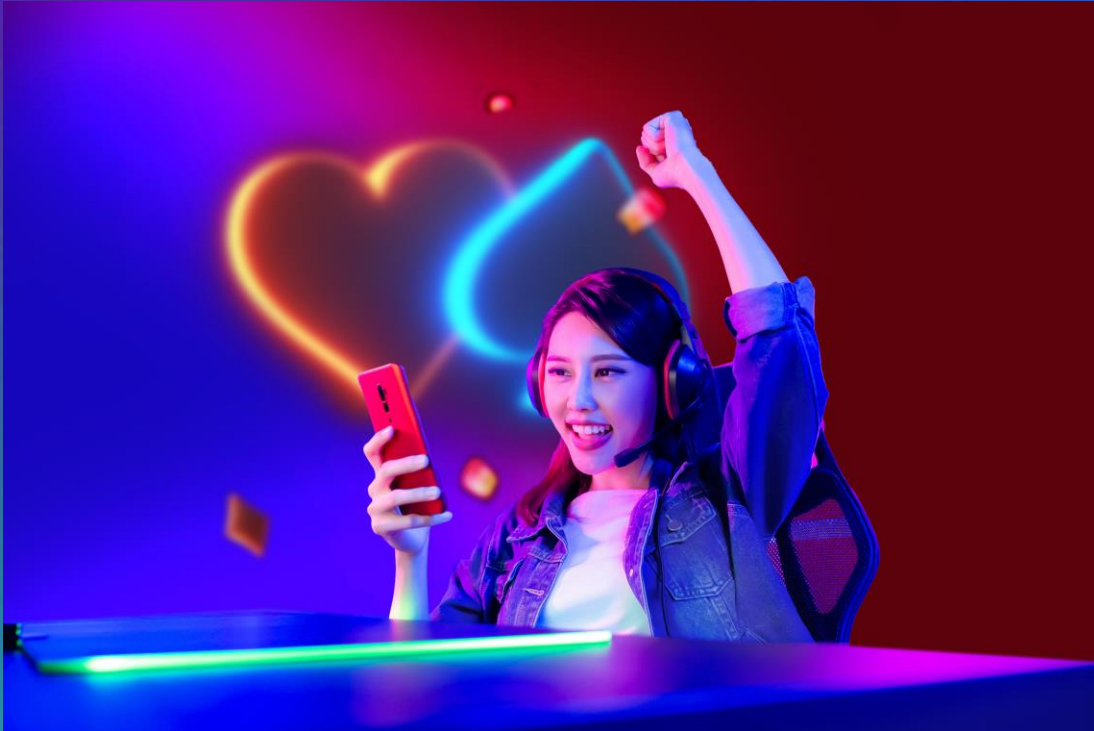
**Atty. Carolyn Padilla**  
Corporate Secretary



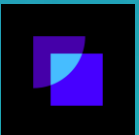
**Ronald Pablo**  
Chief Risk & Data  
Protection Officer



**BingoPlus is the leader in the country's retail gaming segment, with over 30 million registered users in its platform**



- DigiPlus launched BingoPlus in January 2022, an interactive, livestreaming digital bingo platform—a first of its kind in the country.
- Established market leadership in the retail gaming segment
- Cutting-edge IT infrastructure complemented by over 140 physical bingo sites nationwide
- Built a livestreaming studio with world-class digital streaming feature for the BingoPlus platform
- Over 1,000 games available on the platform
- Established strong brand equity since launching in January 2022 on aggressive marketing, acquisition, and retention efforts



# ArenaPlus is the country's premiere sportsbetting brand, streaming major local and international sporting events live



- Launched in February 2023 to cater to the sports-loving demographic
- Streams local and international sports events live, including NBA playoffs
- Official sportsbook partner for both local and international franchises such as the FIBA World Cup, Philippine Basketball Association, Philippine Volleyball League
- Introducing more sports and community content into the platform to increase its following and users



# SPECIALTY GAMES



Color Game is an easy-to-play game with low stakes and high rewards. When the dice is dropped, winning colors will be revealed and the top three winners will be announced.



Pa Pula Pa Puti is another type of specialty game where players choose if balls will drop on red or white squares.



# CARD GAMES



Game Zone is an all-in-one entertainment platform that offers a range of card games that can be enjoyed by both casual and more experienced players.



Tongits+ brings the fun and excitement of the well-loved Filipino casual card game online by playing against other players and redeeming rewards



# DigiPlus is executing on its strategy to establish itself as the number one diversified leisure and entertainment hub in the country

1

**Cement leadership in digital gaming by offering new and innovative digital offerings, leveraging the expertise and infrastructure we have established from BingoPlus**

- Ramping up ArenaPlus, from which we can derive another source of growth
- Broadening our target market by diversifying our product offerings to cater to different demographics and lifestyle preferences (specialty games such as color games and card games)

2

**Optimize user engagement and increase user retention through seamless and tailored experiences across our digital ecosystem**

- Utilizing big data technologies to understand and predict user behavior and segment users through personalization

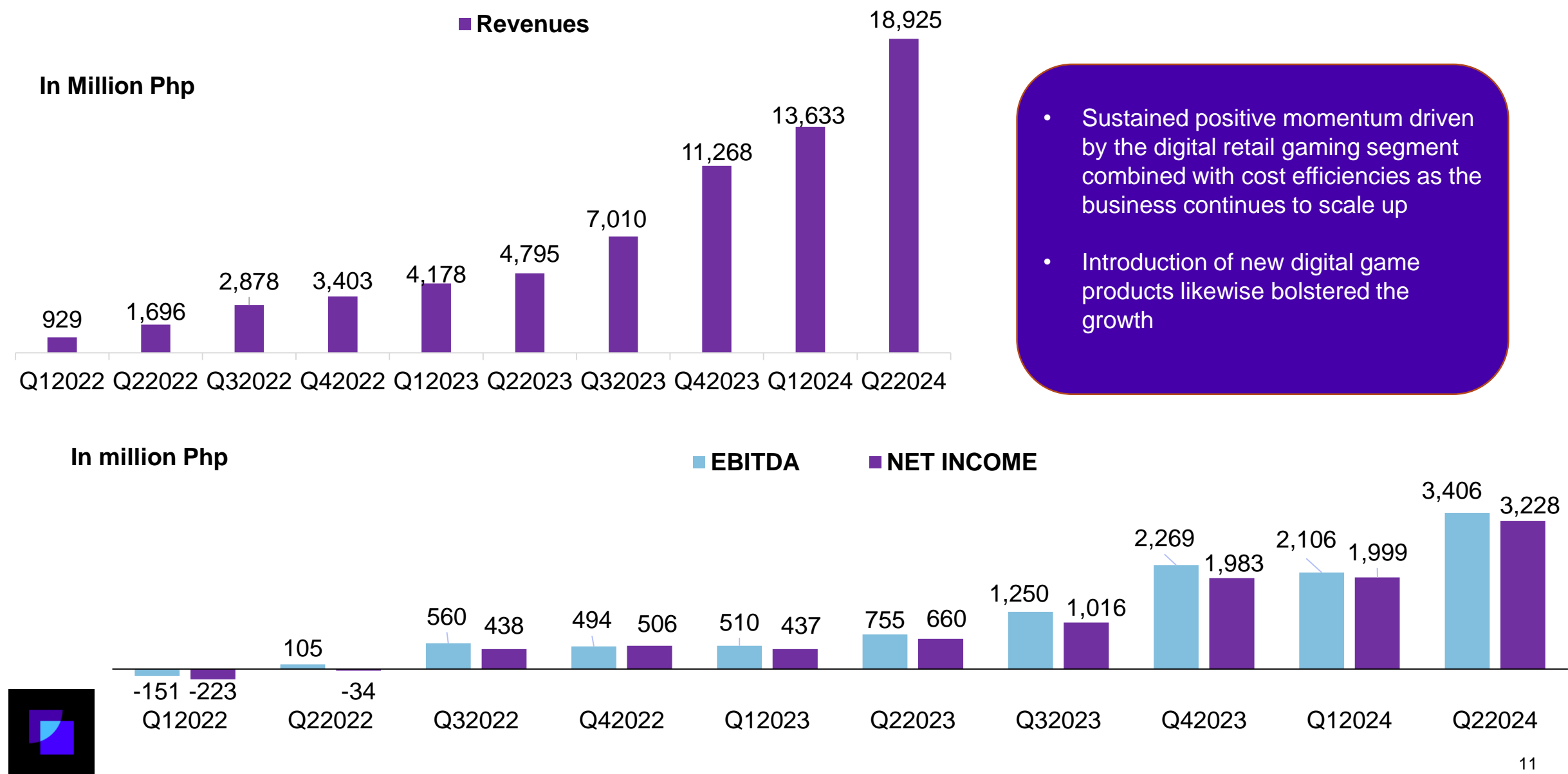
3

**Introduce non-gaming content into our platform to diversify our user base and drive traffic to our platforms**

- Launching new features such as reels, movies, and other entertainment formats into the platforms



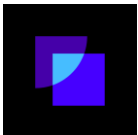
# DigiPlus' strategic transformation into the digital entertainment space drove its remarkable turnaround since Q3 2022



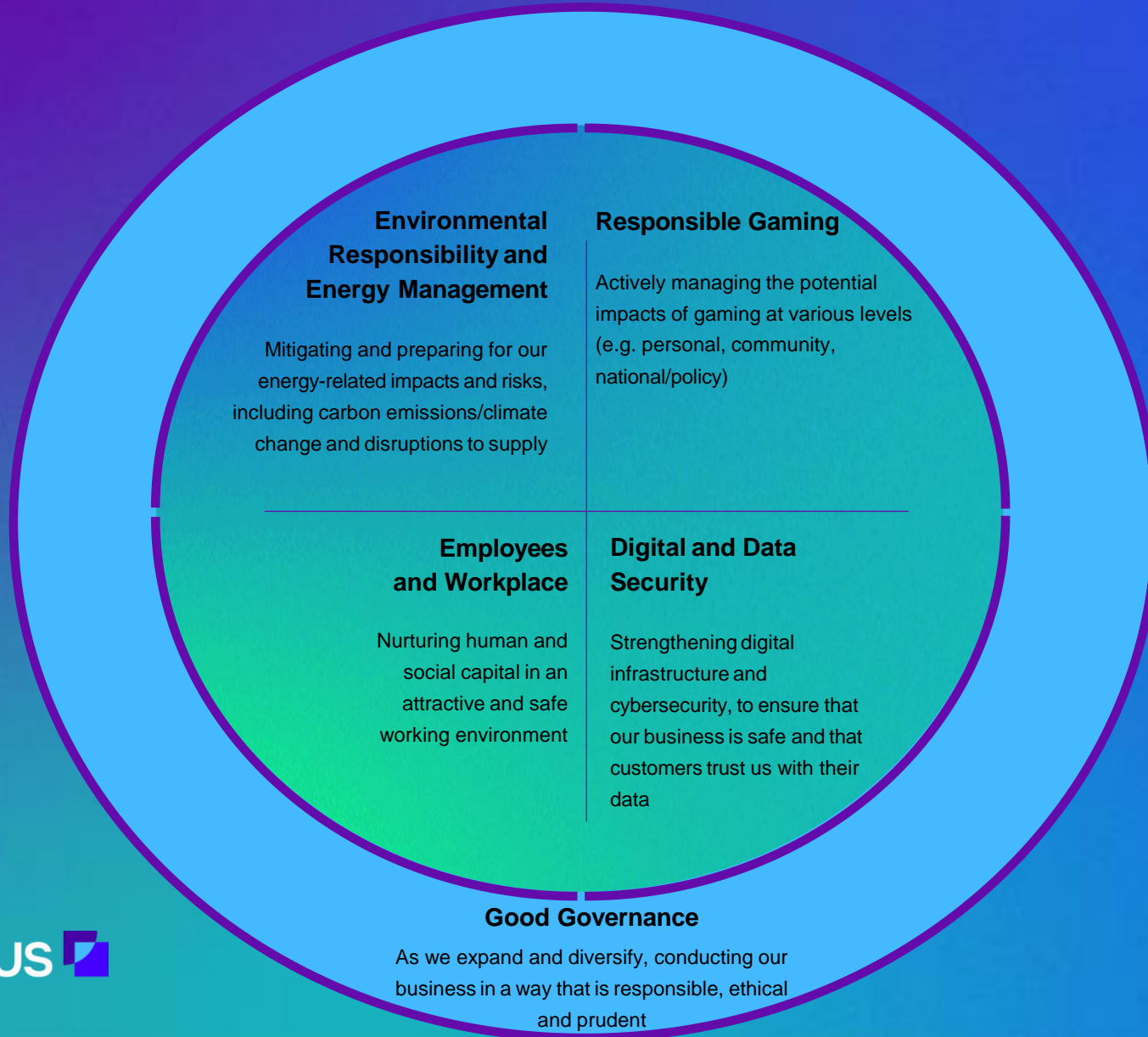
# DigiPlus has strengthened its balance sheet, providing ample capacity to service its obligations and fund future investments

In PHP Mn	2021	2022	2023	*2024 <small>unaudited</small>
Cash and equivalents	416.5	1,356	4,264	8,879
Total Assets	18,595	20,948	29,714	36,084
Total Liabilities	8,910	7,941	10,789	12,837
Stockholder's Equity	9,685	13,007	18,925	23,247

- DigiPlus has a manageable level of loans and realized significant improvement in its net debt position
- 100% of debt in peso



# DigiPlus has set up a dedicated Sustainability team and developed a Sustainability Framework to align itself with global best practice



- Initiated a materiality assessment to identify key ESG topics for digital entertainment.
- Pioneering advocacy campaign on Responsible Gaming to educate and protect players.
- Sustainability governance established at the management and board levels

# We are leading the effort towards a responsible gaming environment at par with global standards

## Prevention



Promoting self-regulation and managing risks

## Intervention



Mental health support for gaming addiction

## Empowerment



Investment literacy for game winners

### Information Education Campaign

Informational content teaching the right behaviors to self regulate while playing through:

- Nationwide press releases and advertorials
- Short-form videos on social media platforms

### Mental Health Support

- Public webinar on identifying signs of excessive gaming
- Sustaining support for group counseling or therapy

### Financial Literacy Sessions

Conduct private sessions on investment literacy targeted for jackpot winners

# DigiPlus has allocated over ₱100 million to be deployed across various CSR projects for 2024



## Technology Education

Empowering the next generation of Filipino Tech Talents

- FutureSmart Scholarships
- Coding for Kids



## Accessible Healthcare

Enabling accessible healthcare for communities

- Medical missions
- Healthcare facility Rehabilitation



## Community Resilience

Promoting disaster preparedness and sustainable livelihood

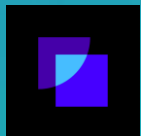
- Emergency relief and preparedness
- Barangay Bigayan (community outreach)



## Responsible Digitalization

Creating a safer online environment for Filipinos

- Digi Buddy program
- Responsible Gaming Campaign



# DigiPlus has been recognized by various local and global institutions



Inaugural Fortune Southeast Asia 500 (2024)



MSCI Small Cap Index



PSE MidCap Index



Philippines Technology Excellence Award for Startup - Media and Entertainment (2023)

Philippines Innovator of the Year (2023)



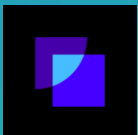
3G Best Social Responsibility Campaign Award (2023, 2024)

Excellence in ESG (2024)

3G Championship in Corporate Governance Awardee (2023)



Best Sportsbook Operator, ArenaPlus (2024)



### **Note on forward-looking statements**

*The forward-looking statements in this presentation are based on the beliefs of the management as well as assumptions made by and information currently available to the management. Our actual results, performance or achievements may differ materially from those expressed or implied by these forward-looking statements. In some cases, you can identify forward-looking statements by the use of words such as “may,” “could,” “expect,” “intend,” “plan,” “seek,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “continue,” “likely,” “will,” “would” and variations of these terms and similar expressions, or the negative of these terms or similar expressions. Such forward-looking statements are necessarily based upon estimates and assumptions that, while considered reasonable by us and our management, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, among others, the rate and pace of economic recovery following economic downturns, levels of spending in business and leisure segments as well as consumer confidence. We caution you not to place undue reliance on any forward-looking statements, which are made as of the date of this press release. We undertake no obligation to update publicly any of these forward-looking statements to reflect actual results, new information or future events, changes in assumptions or changes in other factors affecting forward-looking statements, except to the extent required by applicable laws. If we update one or more forward-looking statements, no inference should be drawn that we will make additional updates with respect to those or other forward-looking statements.*

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### **INVESTOR RELATIONS CONTACT**

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