

# Investor presentation

DigiPlus Interactive Corp.  
May 2025





## 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 40 million registered users across its digital ecosystem
- Robust offline presence with over 130 physical sites across the Philippines, with over 3,000 employees across its online and offline operations spread out in the Philippines

# DIGITAL ENTERTAINMENT

## RETAIL BINGO AND SPECIALTY GAMES



BingoPlus is the leading **DIGITAL BINGO** platform in the country, offering livestreamed games, alongside other **SPECIALTY GAMES** Filipinos love, built around colors and numbers.

## SPORTSBOOK



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

## 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.



## SLOTS/TABLE GAMES

Super Ace Jackpot is an exclusive offering by BingoPlus. This is the Philippines' favorite slot experience with a massive ₱200 million in jackpots, and individual wins reaching up to ₱30 million.



# BINGO PLUS

- DigiPlus launched BingoPlus in January 2022, an interactive, livestreaming digital bingo platform – the first of its kind in the country.
- Established market leadership in the retail gaming segment.
- Cutting-edge IT infrastructure complemented by over 130 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.





# ARENA PLUS

- Launched in February 2023 to cater to the sports-loving demographic.
- Streams local and international sports events live.
- 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.
- With expanding sports coverage and exclusive community-driven content, it continues to set the gold standard for sports engagement and entertainment.



# Specialty Games

- Since its launch in 2023, DigiPlus' carnival game offerings have been redefining how Filipinos experience traditional perya (carnival) games in the digital space.
- As a pioneer in merging heritage with technology, DigiPlus has created an immersive, high-energy gaming experience that resonates deeply with Filipino players.
- These offerings set DigiPlus apart by tapping into nostalgia, excitement, and cultural familiarity – giving DigiPlus a true competitive edge in the industry.
- Launched in September 2024, Pinoy Drop Ball has quickly risen as a fan favorite among the perya game lineup, capturing the hearts of players with its simple yet thrilling mechanics.





# GAME ZONE

- GameZone is revolutionizing digital gaming with a cutting-edge, player-focused platform that offers thrilling, high-quality betting experiences.
- With its live streaming capability and exclusive Player vs. Player (PVP) mode for Tongits, alongside a diverse range of classic card and betting games, GameZone delivers an unparalleled level of engagement and competition.
- In 2024, GameZone held the “Tongits Champions Cup” the first-ever offline Tongits grand tournament in the Philippines.





Online gaming is the fastest-growing segment in the industry, with DigiPlus accounting for ~44% market share

Period	Total Industry GGR	Industry (Bingo + Egames) *	DigiPlus (Bingo + Egames)	DigiPlus Market Share
2022	214.3	28.2 13%	8.1	29%
2023	285.3	58.2 20%	26.4	45%
2024	372.3	154.5 41%	74.1	47%
2023 vs 2024 growth	31%	165%	180%	
Q1 2025	104.12	51.39	22.8	44%

(Billion pesos)

- In 2024, DigiPlus' market share grew to 47% with PHP 74.1B in revenue from 45% in 2023
- Bingo and E-Games contribution rose to 41% (PHP 154.5B) from 20% in 2023

	2024 Actual	2025 Forecast	% Growth
Industry GGR	372.3	450	20%

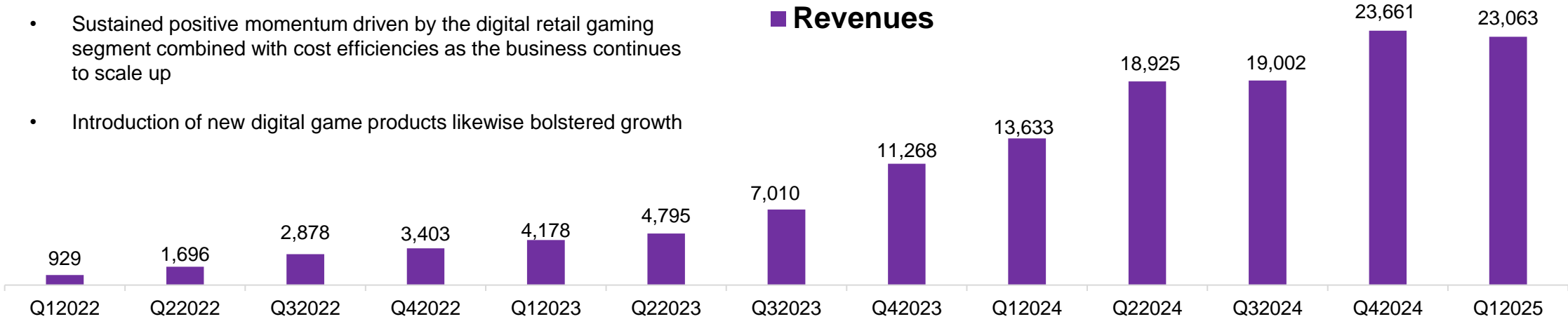
\* Figures gathered from Pagcor’s published report



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

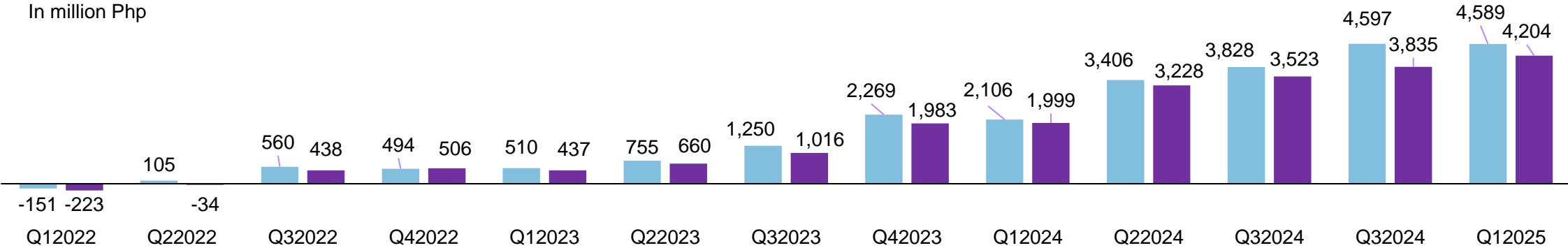
- Sustained positive momentum driven by the digital retail gaming segment combined with cost efficiencies as the business continues to scale up
- Introduction of new digital game products likewise bolstered growth

Revenues



EBITDA NET INCOME

In million Php



## DigiPlus sustained its growth momentum in 2024 driven by launch of new games, cost efficiencies and reduction of PAGCOR share

In PHP Mn	2024	% Growth / % of Revenue	2023	% Growth / % of Revenue	2022
<b>REVENUE</b>					
Retail games	74,113	181%	26,430	224%	8,164
Other revenues	1,110		821		742
<b>TOTAL REVENUE</b>	<b>75,223</b>	<b>176%</b>	<b>27,251</b>	<b>206%</b>	<b>8,906</b>
<b>COST AND EXPENSES</b>					
Franchise fees and taxes	33,686	157% / <b>45%</b>	13,104	<b>178% / 48%</b>	4,708
Advertising and promotion	13,383	223% / <b>18%</b>	4,103	<b>331% / 15%</b>	952
Other expenses	14,224		5,266		2,238
<b>TOTAL EXPENSES</b>	<b>61,293</b>		<b>22,473</b>		<b>7,898</b>
<b>EBITDA</b>	<b>13,938</b>	<b>192% / 19%</b>	<b>4,778</b>	<b>374% / 18%</b>	<b>1,007</b>
Other non operating expenses, net	1,354		683		321
<b>NET INCOME</b>	<b>12,584</b>	<b>207% / 17%</b>	<b>4,095</b>	<b>496% / 15%</b>	<b>686</b>



## DigiPlus sustained its growth momentum in 2025 driven by reduction of PAGCOR share in E-Games

In PHP Mn	Q1 2025	% Growth / % of Revenue	Q1 2024	% Growth / % of Revenue	Q1 2023
<b>REVENUE</b>					
Retail games	22,753	70%	13,375	237%	3,967
Other revenues	309		258		211
<b>TOTAL REVENUE</b>	<b>23,062</b>	<b>69%</b>	<b>13,633</b>	<b>226%</b>	<b>4,178</b>
<b>COST AND EXPENSES</b>					
Franchise fees and taxes	8,772	28% / <b>38%</b>	6,879	<b>201% / 51%</b>	2,284
Advertising and promotion	4,831	111% / <b>21%</b>	2,290	<b>375% / 17%</b>	482
Other expenses	4,870		2,358		902
<b>TOTAL EXPENSES</b>	<b>18,473</b>		<b>11,527</b>		<b>3,668</b>
<b>EBITDA</b>	<b>4,589</b>	<b>118% / 20%</b>	<b>2,106</b>	<b>313% / 15%</b>	<b>510</b>
Other non operating expenses, net	385		107		74
<b>NET INCOME</b>	<b>4,204</b>	<b>110% / 18%</b>	<b>1,999</b>	<b>358% / 15%</b>	<b>436</b>

PAGCOR MEMO RELEASED AUGUST 2023

PAGCOR is harmonizing its rates, supporting further growth for gaming operators

GAME OFFERINGS		PAGCOR SHARE RATE	BILLING PERIOD
Traditional Bingo		20.00%	August 2023
		25.00%	April 2024
		30.00%	January 2025 onwards
Electronic Bingo (eBingo)		42.50%	August 2023
		35.00%	April 2024
		30.00%	January 2025 onwards
Electronic (eCasino) Games		41.25%	August 2023
		35.00%	April 2024
		30.00%	January 2025 onwards
Sports Betting	Live Sports	22.50%	August 2023
		20.00%	April 2024
		17.50%	January 2025 onwards
	Virtual Sports	41.25%	August 2023
		35.00%	April 2024
		30.00%	January 2025 onwards
Specialty Games		15.00%	August 2023 onwards



PAGCOR MEMO RELEASED FEBRUARY 2025

PAGCOR is harmonizing its rates, supporting further growth for gaming operators

GAME OFFERINGS		PAGCOR SHARE RATE	BILLING PERIOD
Traditional Bingo		30.00%	January 2025
		25.00%	July 2025
		20.00%	January 2026 onwards
Electronic Bingo (eBingo)		30.00%	January 2025
		25.00%	July 2025 onwards
Electronic (eCasino) Games		30.00%	January 2025 onwards
Sports Betting	Live Sports	17.50%	January 2025
		15.00%	July 2025 onwards
	Virtual Sports	30.00%	January 2025 onwards
Specialty Games	Live-streamed Games	15.00%	January 2025 onwards
	RNG-based Games	30.00%	January 2025 onwards
Numeric Games	Live-streamed Games	15.00%	January 2025 onwards
	RNG-based Games	30.00%	January 2025 onwards
Online Poker Games*		15.00%	January 2025 onwards

PAGCOR is reducing the rates for traditional bingo, eBingo, and live sports starting July 2025

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

In PHP Mn	2021	2022	2023	2024	Q1 2025 (unaudited)
Cash and Equivalents	417	1,356	4,264	13,977	18,159
Total Assets	18,595	20,948	29,417	44,145	47,764
Total Liabilities	8,910	7,941	10,789	12,865	15,717
Stockholder's Equity	9,685	13,001	18,925	31,280	32,046

DigiPlus has strong cash positions for future projects.



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

01

## Launch more exclusive and self-developed games to expand user base and improve profit margins

- Continue executing DigiPlus' brand value proposition of delivering locally inspired and unique gameplay experiences.
- Develop and offer exclusive, self-created games to broaden the user base.
- Use these games to differentiate in a competitive market, engage current players, and attract new users.
- Drive sustainable revenue growth through enhanced engagement.

02

## Continue to diversify product portfolio to cater to different user demographics

- Expand the product portfolio to meet the diverse needs of customers.
- Offer a wide range of entertainment products tailored to various tastes, interests, and age groups.
- Attract and retain a broader user base while remaining adaptable to evolving preferences.
- Foster long-term growth and strengthen customer loyalty.

03

## Leverage digital intelligence to provide tailored and seamless experience to users

- Leverage AI and big data to personalize gameplay and support responsible gaming.
- Optimize for a mobile-first, seamless customer experience across all platforms.
- Use big data insights to improve marketing, retention, and product development strategies.

04

## Opportunistically diversify in offshore markets where laws on iGaming are in place from which we can derive new sources of growth

- Expand into offshore markets with established iGaming regulations.
- Target regions with clear regulatory frameworks to reduce compliance risk.
- Diversify revenue streams and strengthen global presence.
- Unlock new growth potential and drive sustainable expansion.

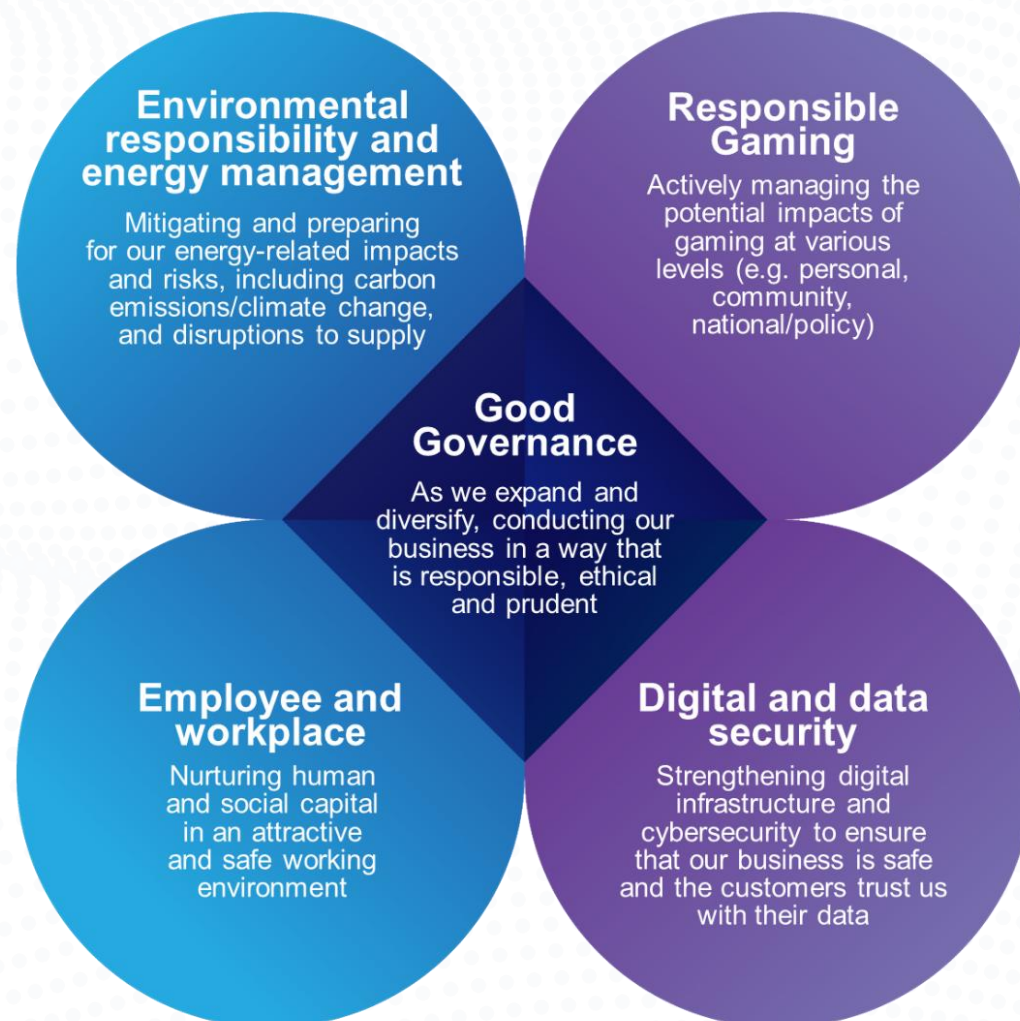
Initiated a materiality assessment to identify key ESG topics for digital entertainment.

Pioneering advocacy campaign on Responsible Gaming to educate and protect players.

Conducted climate risk assessment marking the first step towards understanding and mitigating environmental impact.

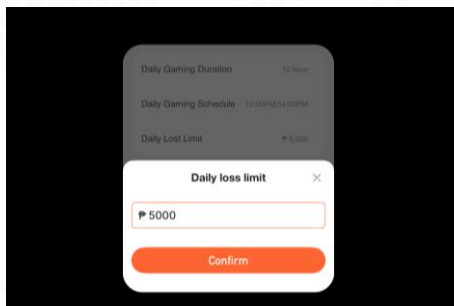
# Sustainability framework

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





# Pioneering responsible gaming for a safer digital experience



## In-app responsible gaming tab

We enable players to take charge of their gaming habits by setting daily gaming durations and schedules within our platforms and establishing daily loss limits to prevent overspending.



## Financial coaching sessions

We offer personalized guidance to jackpot winners to ensure they make informed financial decisions for long-term stability.



## Expert-led webinars

We equip players with the knowledge to develop healthy gaming habits, manage their emotional and mental wellness, and identify when intervention may be necessary through our “Tamang Laro, Tamang Panalo” learning sessions.



## Short films promoting responsible gaming

We educate players through our “Pusta de Peligro” films, which feature relatable, real-life situations to help them avoid risky gaming triggers.

## DigiPlus allocated over ₱150 million to be deployed across various CSR projects for 2025

### Technology Education FutureSmart Program



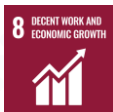
Enable Filipino capacity to thrive  
in the digital economy

#### E-CENTERS

Connectivity and equipment for schools  
and vocational centers

#### TECH TALENTS

IT scholarships and learning programs on  
digital literacy



### Accessible Healthcare KalusuganPLUS Program



Enable accessible healthcare  
for communities

#### HEALTH CENTERS

Infrastructure for sustainable health  
services in barangays

#### MEDICAL MISSIONS

Health awareness and provision of  
medical services



### Community Resilience KabuhayanPLUS Program



Enable sustainable livelihood amidst  
life's storms

#### LIVELIHOOD CENTERS

Training and equipment for income  
generation

#### DISASTER RESPONSE

Emergency preparedness and post-  
disaster rehabilitation



### Responsible Digitalization GameSmart Program



Enable safe digital entertainment  
for Filipinos

#### PREVENTION

Right online habits and financial literacy  
for gamers

#### INTERVENTION

Mental health support for excessive  
gaming







**FTSE**

- FTSE Total-Cap Index
- FTSE All-Cap Index

**MSCI** 

- MSCI Small Cap Index

**PSE**  
THE PHILIPPINE STOCK EXCHANGE, INC.

- PSE MidCap Index



- Innovative Achievement in Growth
- Innovation in Investor Relations
- Excellence in Social Impact
- Innovation in Annual Reports
- Innovation in Corporate Websites



- 2025 Philippines Growth Champions (Top 3)



- Best reliability in online gaming



- Reliable Gaming Brand - BingoPlus



- Best Sportsbook Operator - ArenaPlus



- Achievement in Product Innovation



- Gold Anvil: Transformative corporate rebranding campaign
- Silver Anvil: 2023 Integrated Report
- Silver Anvil: BingoPlus Foundation's 'FutureSmart' program



- Silver: Best Brand Evolution
- Silver: Best Use of Visual Property
- Bronze: Best Use of Typography
- Bronze: Best Brand Development Project



- Corporate Excellence Award
- Fast Enterprise Award



- Philippines Technology Excellence Award for Startup - Media and Entertainment
- Philippines Innovator of the Year



- Award for Innovation in Brand Renovation



- Excellence in Technological Advancement and Integration
- Excellence in Corporate Social Responsibility and Sustainable Practices
- Best in Corporate Governance and Ethical Practices



- Best Social Responsibility Campaign Award
- Excellence in ESG Championship in Corporate Governance Awardee



- Gold for Asia's Best Integrated Report: First-time Category



## **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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