



First Quarter 2021 Results

May 2021



Disclaimer

This presentation by Sea Limited (“Sea”) contains forward-looking statements. These statements are made under the “safe harbor” provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as “may,” “could,” “will,” “expect,” “anticipate,” “aim,” “future,” “intend,” “plan,” “believe,” “estimate,” “likely to,” “potential,” “confident,” “guidance,” and similar statements. Among other things, statements that are not historical facts, including statements about Sea’s beliefs and expectations, the business, financial and market outlook, projections, and Sea’s strategic and operational plans, contain forward-looking statements. Sea may also make written or oral forward-looking statements in its periodic reports to the U.S. Securities and Exchange Commission (the “SEC”), in its annual report to shareholders, in press releases and other written materials and in oral statements made by its officers, directors or employees to third parties. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: Sea’s goals and strategies; its future business development, financial condition, financial results, and results of operations; the growth in, and market size of, the digital entertainment, e-commerce and digital financial services industries in the markets where it operates, including segments within those industries; expected changes in its revenue, costs or expenditures; its ability to continue to source, develop and offer new and attractive online games and to offer other engaging digital entertainment content; the growth of its digital entertainment, e-commerce and digital financial services businesses; its expectations regarding growth in its user base, level of engagement, and monetization; its ability to continue to develop new technologies and/or upgrade its existing technologies; its expectations regarding the use of proceeds from its financing activities, including its follow-on offerings and convertible notes offerings; growth and trends of its markets and competition in its industries; government policies and regulations relating to its industries; general economic and business conditions in its markets; and the impact of widespread health developments, including the COVID-19 pandemic, and the responses thereto (such as voluntary and in some cases, mandatory quarantines as well as shut downs and other restrictions on travel and commercial, social and other activities, and the availability of effective vaccines and treatments) which could, among other things, impact the business and manufacturing activities of its ecosystem participants, disrupt the global supply chain including those of its sellers on its platforms and merchant partners, and negatively affect consumer discretionary spending. Further information regarding these and other risks is included in Sea’s filings with the SEC. All information provided in this presentation is as of the date hereof, and Sea undertakes no obligation to update any forward-looking statement, except as required under applicable law.

This presentation contains certain financial measures that are not recognized under generally accepted accounting principles in the U.S. (“GAAP”), including “adjusted EBITDA,” “total adjusted EBITDA,” and “net loss excluding share-based compensation.” The reconciliation of those measures to the most comparable GAAP measures is contained within this presentation. The non-GAAP measures have limitations as an analytical tool and you should not consider them in isolation or as a substitute for an analysis of the Company’s results under GAAP.

This presentation does not contain all relevant information relating to Sea or its securities, particularly with respect to the risks and special considerations involved with an investment in the securities of Sea. Nothing contained in this presentation shall be relied upon as a promise or representation as to the past or future performance of Sea.

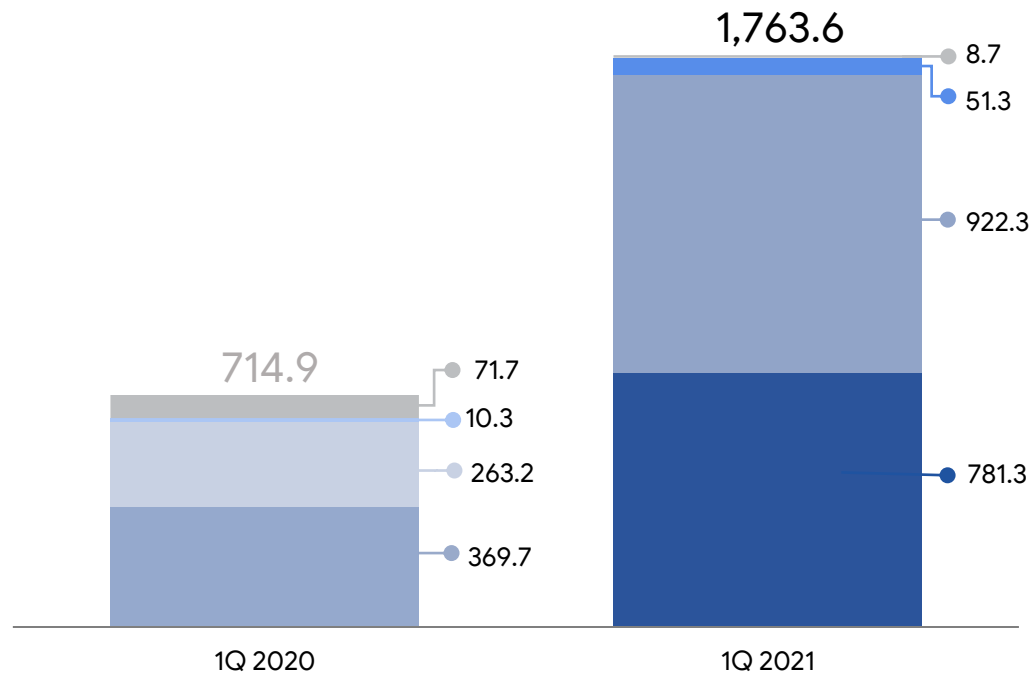


Group: Robust Revenue Growth

147% YoY Growth in Total GAAP Revenue¹

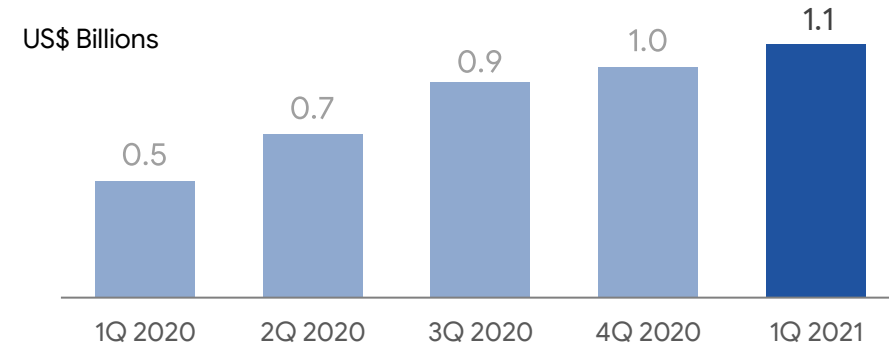
US\$ Millions

- DE GAAP Revenue
- DFS GAAP Revenue
- EC GAAP Revenue
- Other Services GAAP Revenue²



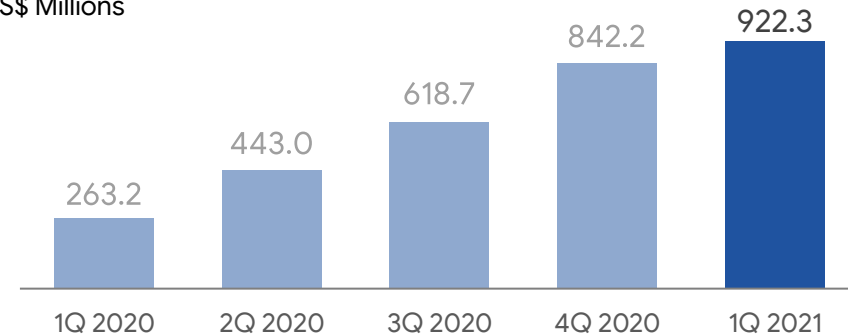
117% YoY Growth in DE Bookings³

US\$ Billions



250% YoY Growth in EC GAAP Revenue

US\$ Millions



Note: Financial figures are unaudited.

1. Sum of digital entertainment ("DE") GAAP revenue, e-commerce ("EC") GAAP revenue, digital financial services ("DFS") GAAP revenue, and other services GAAP revenue.

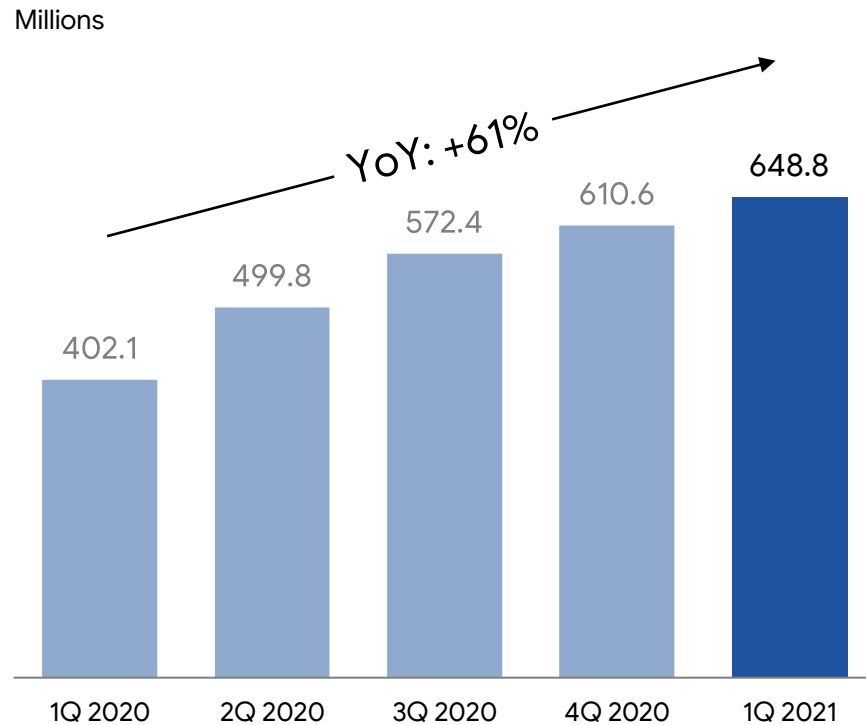
2. A combination of multiple business activities that does not meet the quantitative thresholds to qualify as reportable segments are grouped together as "Other Services".

3. GAAP revenue for the digital entertainment segment plus change in digital entertainment deferred revenue. This operating metric is used as an approximation of cash spent by our users in the applicable period that is attributable to our digital entertainment segment.

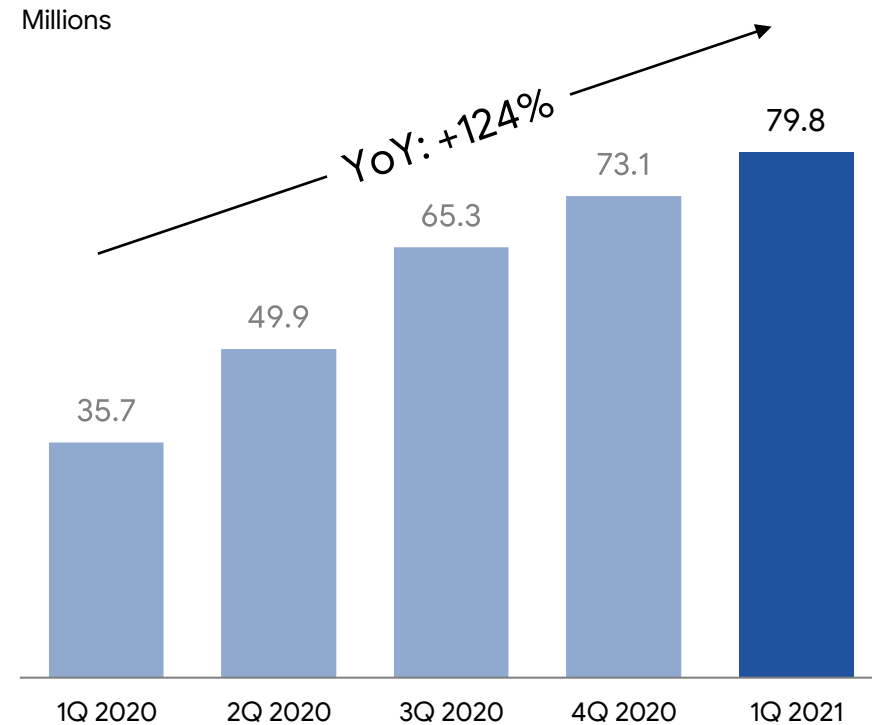


Digital Entertainment: Continued Growth of User Base

Quarterly Active Users



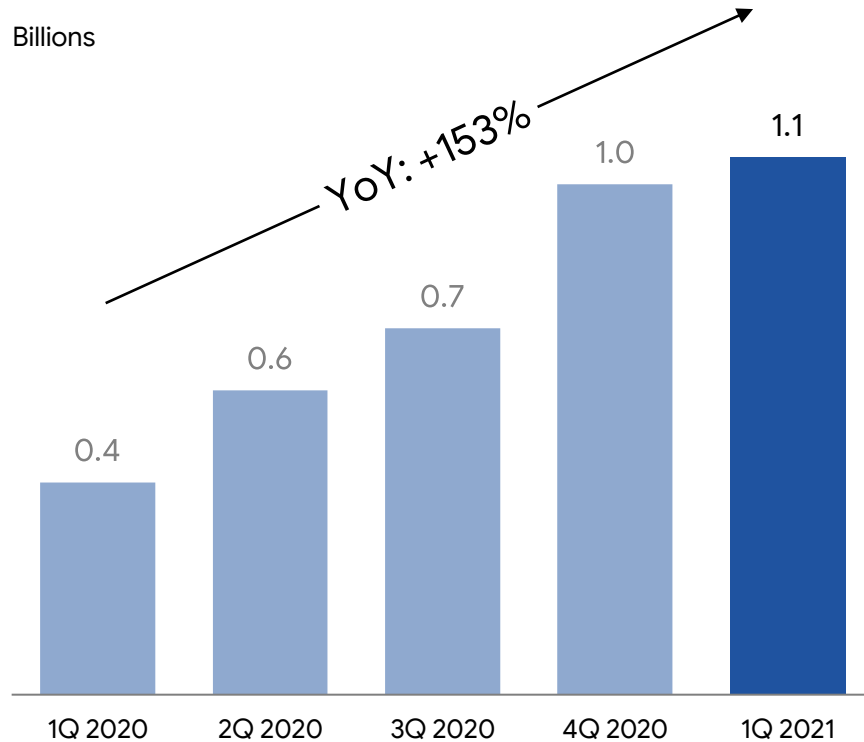
Quarterly Paying Users



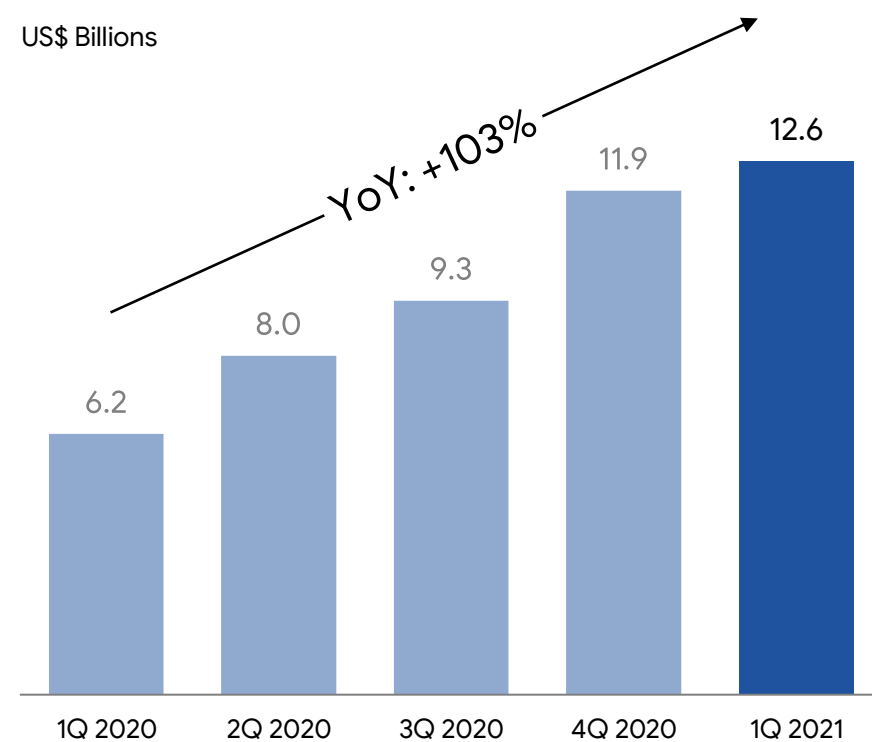


E-commerce: Extending Our Leading Position

Gross Orders



GMV



> US\$3.4 Billion

in mobile wallet

Total Payment Volume in 1Q 2021,
up over 200% compared to 1Q 2020

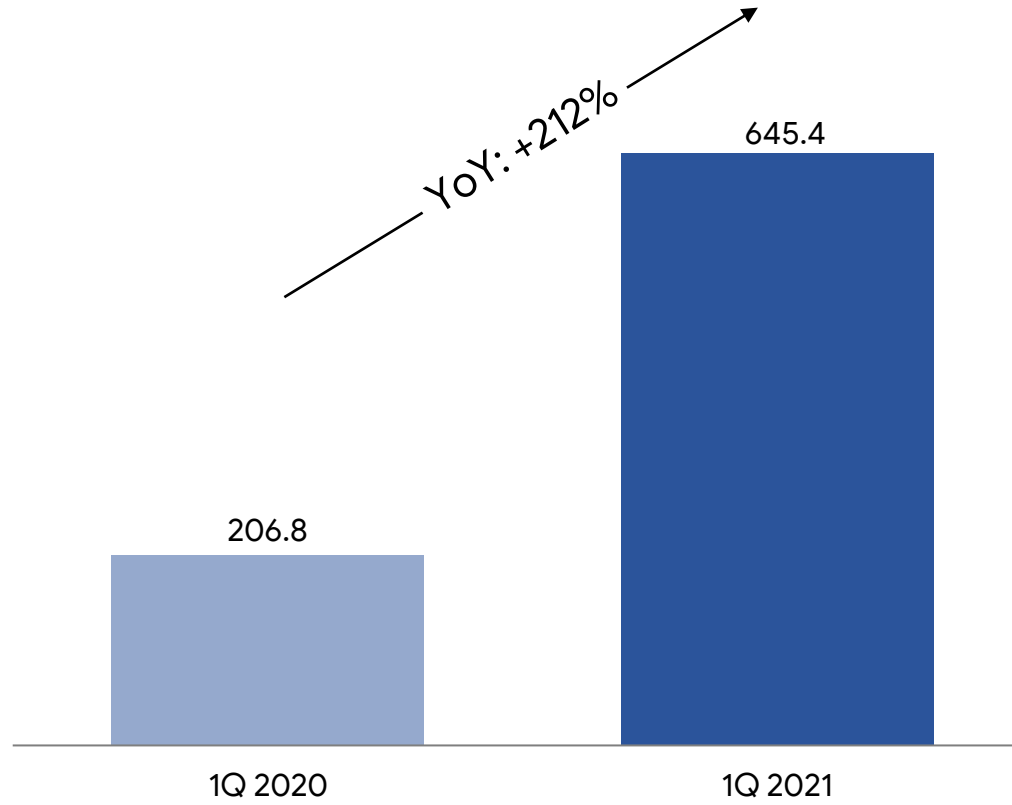
> 26.1 Million

Quarterly Paying Users

for mobile wallet in 1Q 2021,
up over 145% compared to 1Q 2020

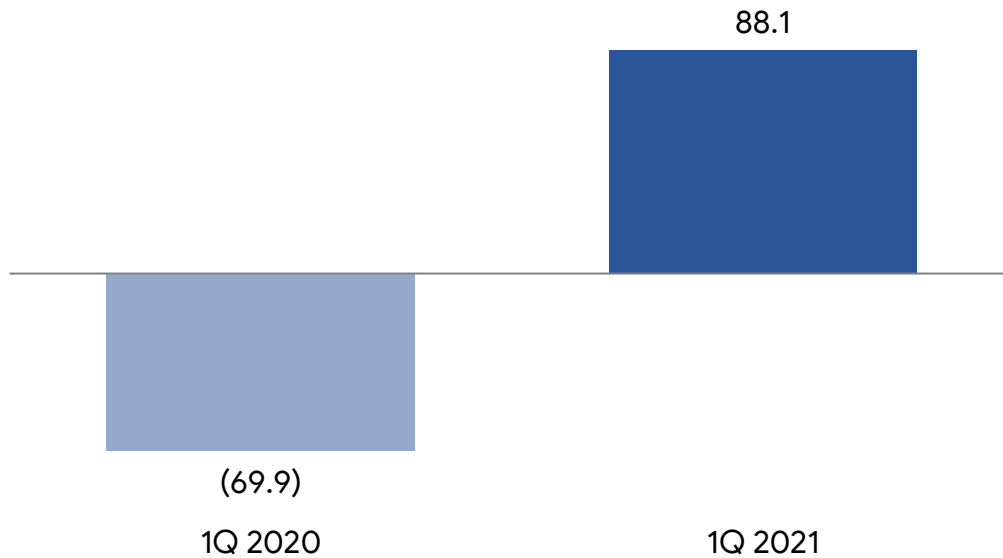
Total Gross Profit

US\$ Millions

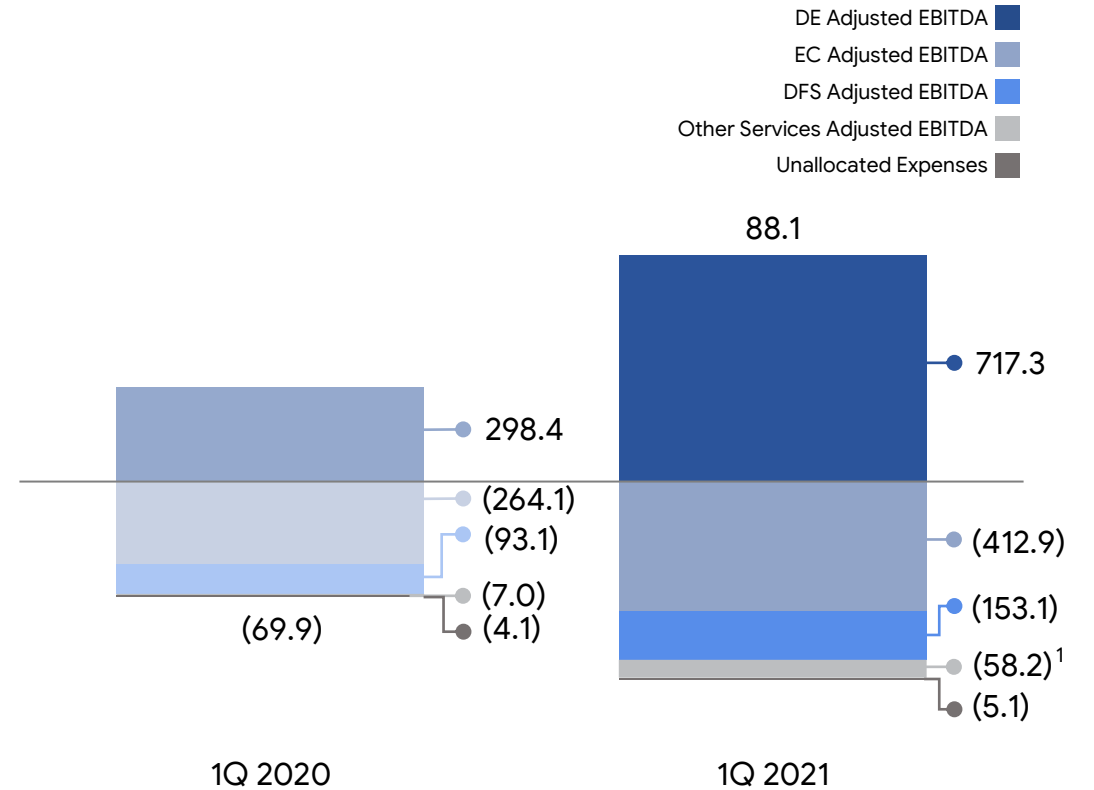


Total Adjusted EBITDA

US\$ Millions



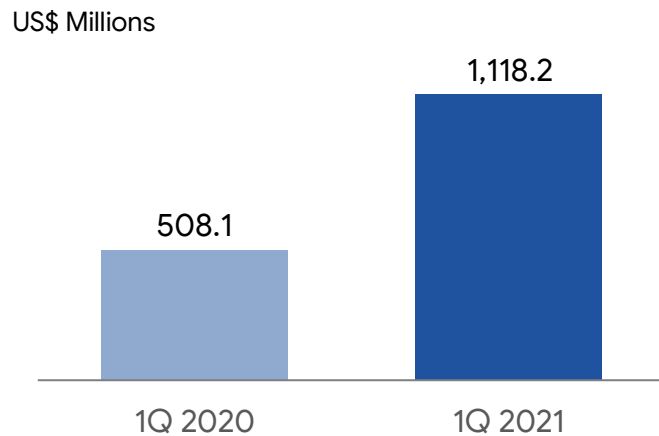
US\$ Millions



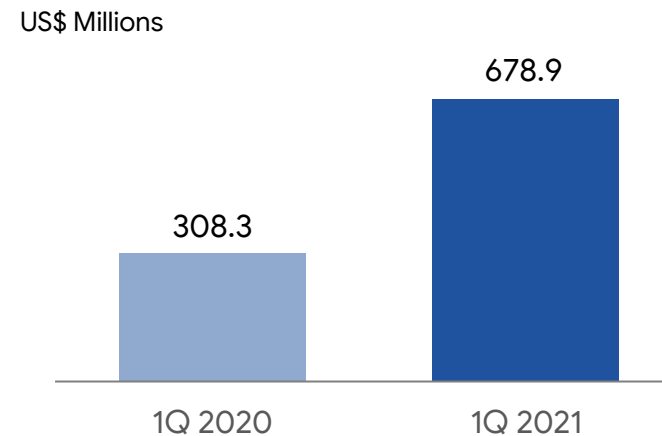
Note: Financial figures are unaudited. Please refer to the appendix for details on reconciliation between GAAP and non-GAAP figures.
¹ Includes a one-time corporate donation of S\$50 million (US\$37.9 million) to the National University of Singapore ("NUS").

Cost and Expense Trends

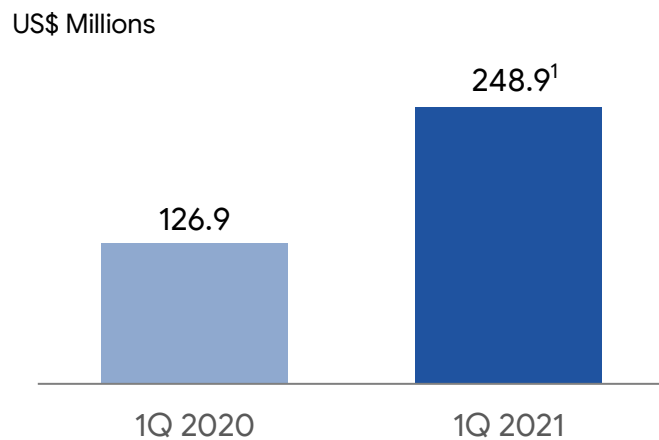
Cost of Revenue



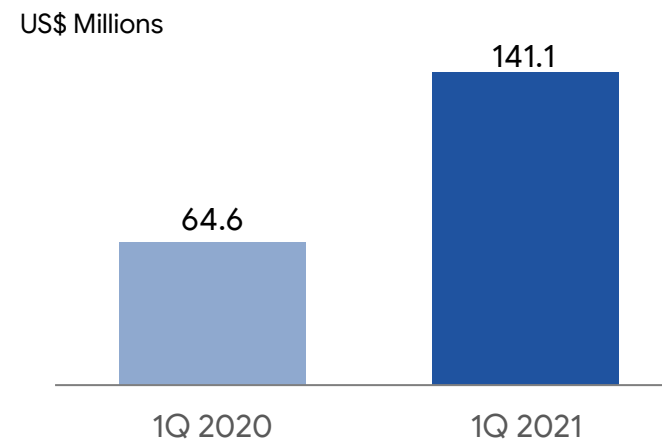
Sales & Marketing Expenses



General & Administrative Expenses



Research & Development Expenses



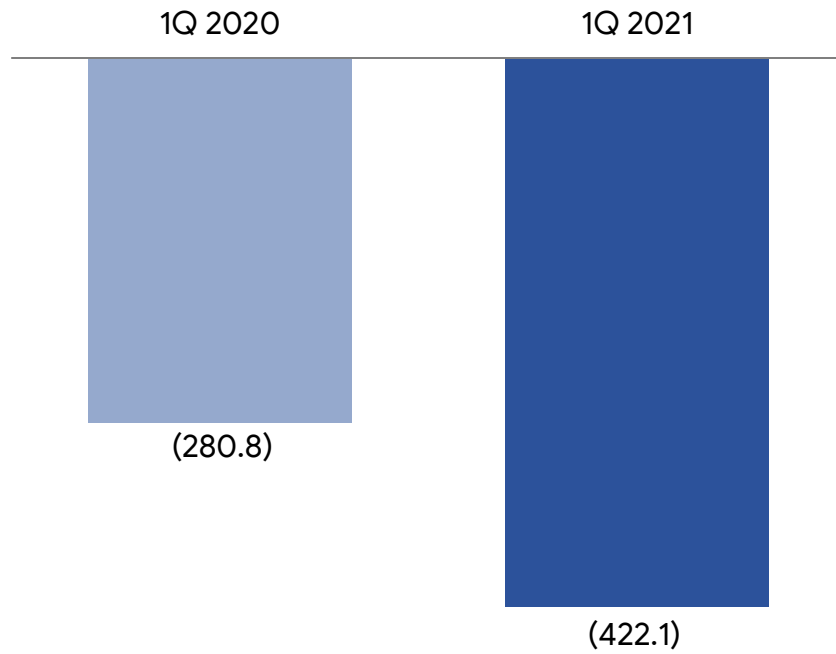
Note: Financial figures are unaudited.

¹ Includes a one-time corporate donation of S\$50 million (US\$37.9 million) to NUS.

Net Loss

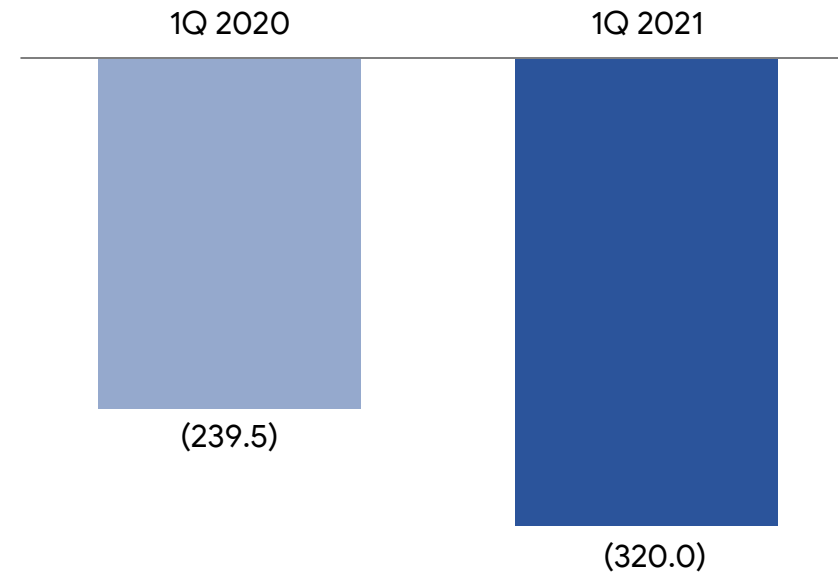
Net Loss

US\$ Millions



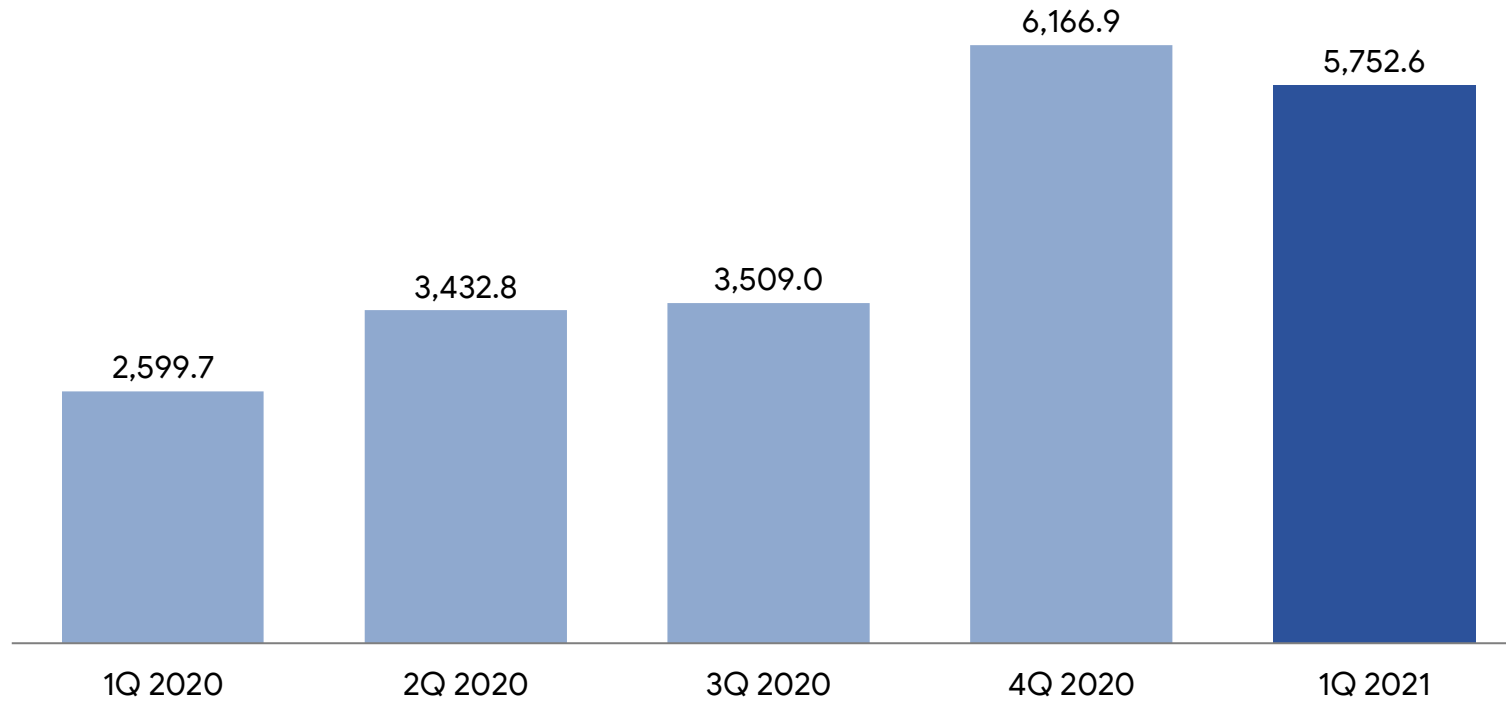
Net Loss Excluding Share-based Compensation

US\$ Millions



Cash and Cash Equivalents

US\$ Millions





Appendix

Reconciliation Between GAAP and Non-GAAP EBITDA

US\$ Thousands	1Q 2020	1Q 2021
Digital Entertainment		
<i>Operating income / (loss)</i>	174,037	431,864
<i>Net effect of changes in deferred revenue & related cost</i>	118,543	277,539
<i>Depreciation and amortization</i>	5,855	7,906
Digital Entertainment Adjusted EBITDA	298,435	717,309
E-commerce		
<i>Operating income / (loss)</i>	(291,699)	(456,630)
<i>Depreciation and amortization</i>	27,583	43,733
E-commerce Adjusted EBITDA	(264,116)	(412,897)
Digital Financial Services		
<i>Operating income / (loss)</i>	(94,385)	(156,827)
<i>Depreciation and amortization</i>	1,316	3,739
Digital Financial Services Adjusted EBITDA	(93,069)	(153,088)

Reconciliation Between GAAP and Non-GAAP EBITDA

US\$ Thousands	1Q 2020	1Q 2021
<i>Other Services</i>		
<i>Operating income / (loss)</i>	(10,239)	(59,688) ¹
<i>Depreciation and amortization</i>	3,240	1,531
Other Services Adjusted EBITDA	(6,999)	(58,157) ¹
<i>Group</i>		
<i>Operating income / (loss)</i>	(267,719)	(348,413)
<i>Net effect of changes in deferred revenue & related cost</i>	118,543	277,539
<i>Depreciation and amortization</i>	37,994	56,909
<i>Share-based compensation</i>	41,316	102,075
Total Adjusted EBITDA	(69,866)	88,110

Note: Financial figures are unaudited.

¹ Includes a one-time corporate donation of S\$50 million (US\$37.9 million) to NUS.

Reconciliation Between Net Loss and Net Loss Excluding Share-based Compensation

US\$ Thousands	1Q 2020	1Q 2021
Group		
<i>Net loss</i>	(280,791)	(422,091)
<i>Share-based compensation</i>	41,316	102,075
Net loss excluding share-based compensation	(239,475)	(320,016)