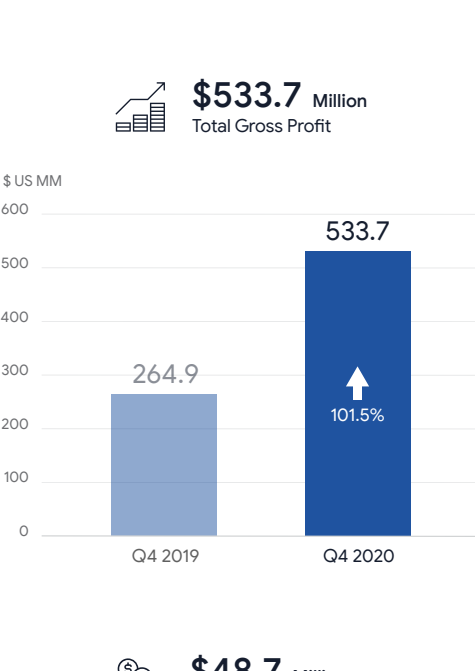


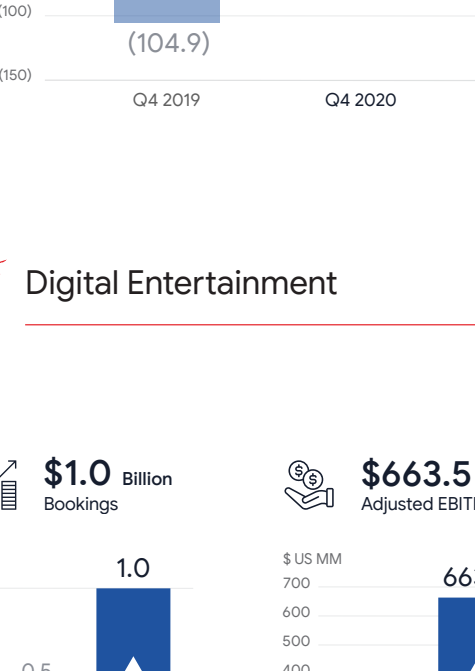


# Group Q4 2020 Earnings Update

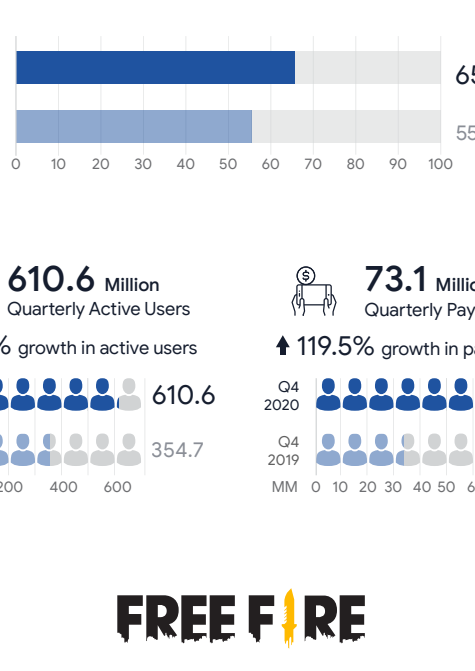
**\$1.6 Billion** Total GAAP Revenue



**\$533.7 Million** Total Gross Profit



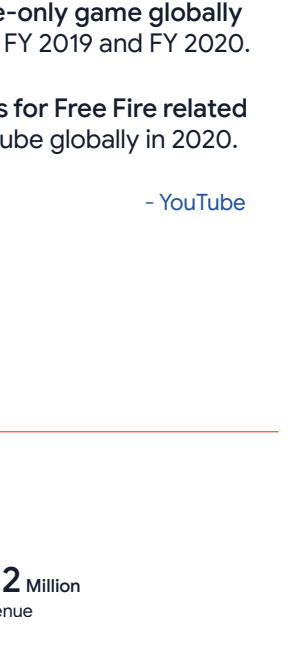
**\$48.7 Million** Total Adjusted EBITDA



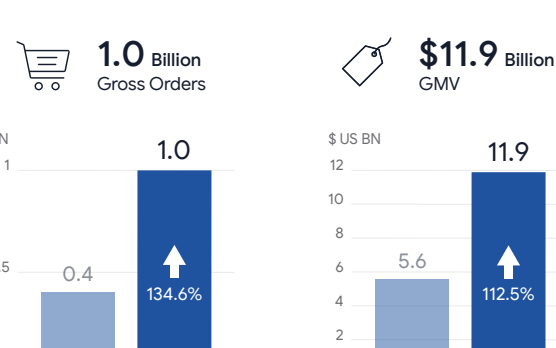
## Digital Entertainment

**\$1.0 Billion** Bookings

**\$663.5 Million** Adjusted EBITDA



**65.5%** Adjusted EBITDA as % of Bookings

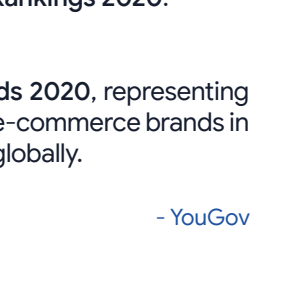
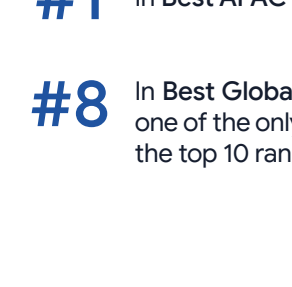


**610.6 Million** Quarterly Active Users

**73.1 Million** Quarterly Paying Users

↑ **72.1%** growth in active users

↑ **119.5%** growth in paying users



## FREE FIRE

**#1** Most downloaded mobile game globally for FY 2020, maintaining this leading position for a second consecutive year.

**#1** Highest grossing mobile game in Latin America and in Southeast Asia for Q4 and FY 2020, maintaining this leading position for the past six consecutive quarters.

**#1** Highest grossing mobile game in India for Q4 and FY 2020.

- App Annie

**#1** Most viewed mobile-only game globally on YouTube for both FY 2019 and FY 2020.

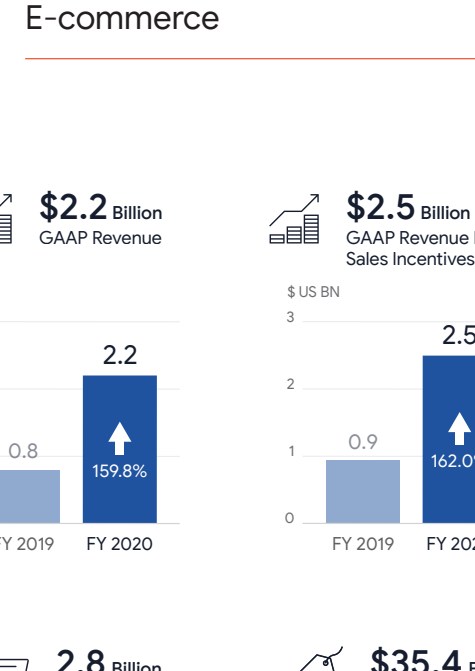
**>72 Billion** Over 72 Billion views for Free Fire related content across YouTube globally in 2020.

- YouTube



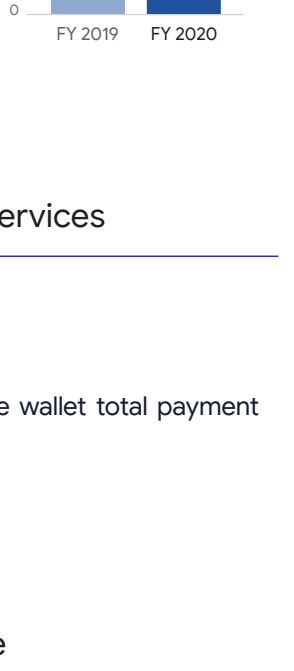
## E-commerce

**\$842.2 Million** GAAP Revenue



**1.0 Billion** Gross Orders

**\$11.9 Billion** GMV



**#1** By average MAUs, total time in app on Android and downloads in Southeast Asia and Taiwan for Q4 and FY 2020.

**#1** By average MAUs, total time in app on Android and downloads in Indonesia for Q4 and FY 2020.

**#3** Most downloaded app globally in the Shopping Category for FY 2020.

- App Annie

**#1** In Best APAC Buzz Rankings 2020.

**#8** In Best Global Brands 2020, representing one of the only two e-commerce brands in the top 10 rankings globally.

- YouGov



## Digital Financial Services

**>\$2.9 billion** in mobile wallet total payment volume for Q4 2020.

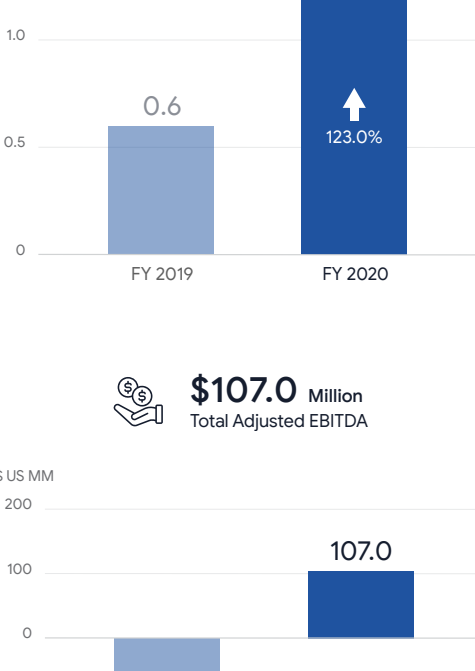
**>23.2 million** quarterly paying users for mobile wallet services for Q4 2020.

**>10.0 million** monthly paying users for mobile wallet services in Indonesia recorded during Q4 2020.

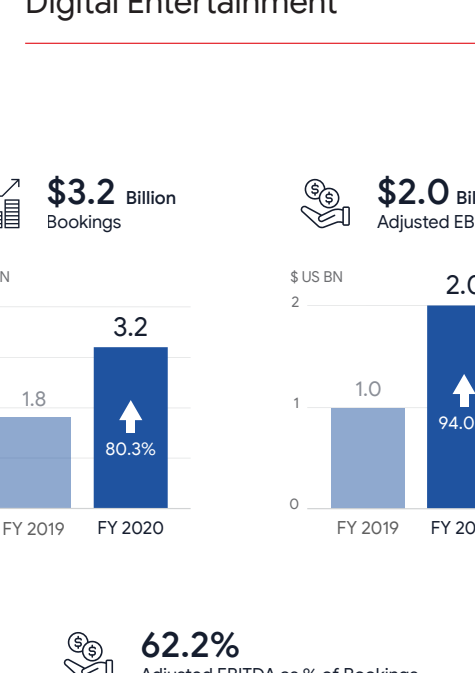


# Group FY 2020 Earnings Update

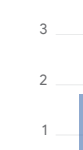
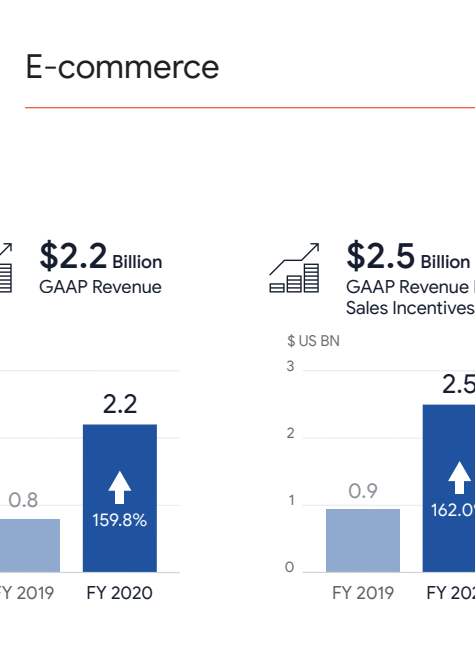
**\$4.4 Billion** Total GAAP Revenue



**\$1.3 Billion** Total Gross Profit



**\$107.0 Million** Total Adjusted EBITDA



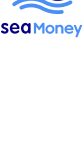
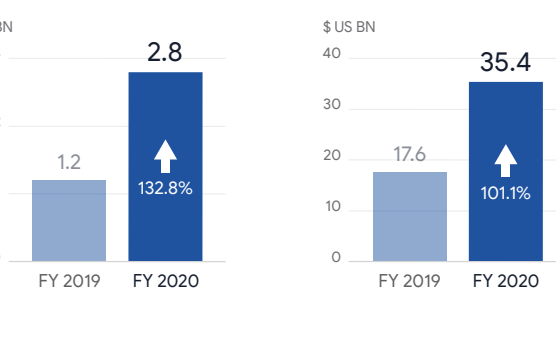
## Digital Entertainment

**\$3.2 Billion** Bookings

**\$2.0 Billion** Adjusted EBITDA



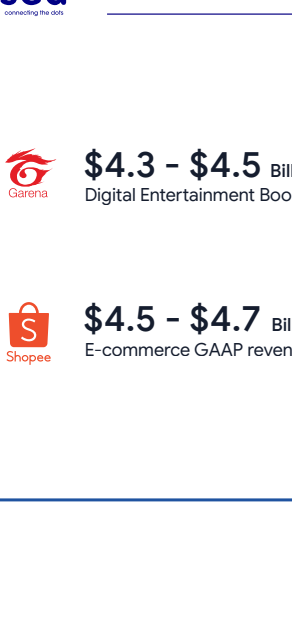
**62.2%** Adjusted EBITDA as % of Bookings



## E-commerce

**\$2.2 Billion** GAAP Revenue

**\$2.5 Billion** GAAP Revenue Plus Sales Incentives Net-Off



**2.8 Billion** Gross Orders

**\$35.4 Billion** GMV



## Digital Financial Services

**>\$7.8 billion** in mobile wallet total payment volume for FY 2020.



## FY 2021 Guidance

**\$4.3 - \$4.5 Billion** Digital Entertainment Bookings **38.1%** YoY growth at midpoint

**\$4.5 - \$4.7 Billion** E-commerce GAAP revenue **112.3%** YoY growth at midpoint