



Thunderful Group

ACQUIRES
STAGE CLEAR
STUDIOS

SEPTEMBER 2 2021



THIS IS THUNDERFUL GROUP

A European company operating in two business segments:

- **Games** - developing and publishing games for mainly PC and consoles
- **Distribution** - distributing Nintendo products, games, gaming accessories and toys
- **Vision:** To be a leader in a world where everyone can play
- **Mission:** To provide creative entertainment products of the highest quality for people of all ages

EMPLOYEES

371*

GAMES IN PUBLISHING PIPELINE

26*

GAMES IN DEVELOPMENT

13*

BRAND PORTFOLIO

c.100

NINTENDO PARTNERSHIP SINCE

1981



* June 30 2021

BUSINESS STRATEGY

ACCELERATE INVESTMENTS

- Increase investments in the development and publishing of games.
- Acquire complementary businesses and intellectual property rights.
- Acquire development studios and other gaming companies that operate in a decentralised structure.

MAINTAIN AND DEVELOP IP-CENTRIC OPERATIONS

- Use IP rights and brands to create and develop experiences in new media and for new platforms.
- Ensure presence on platforms and in channels.
- Increase the share of proprietary brands.

HIGH-QUALITY PERFORMANCE IN THE GROUP'S BUSINESS SEGMENTS

- Uphold an entrepreneurial culture with strong focus on quality.
- Retain and develop staff and internal competence.
- Retain and develop co-operations and partnerships.



ACQUISITION OF
STAGE CLEAR
STUDIOS

STAGE CLEAR STUDIOS IN BRIEF

Independent game development company with a solid track record:

- Founded in 2012.
- Employs 40+ developers.
- Offices in Madrid, Spain.
- Develops own concepts and projects, but also offers a wide range of services, including game porting across all main platforms, art outsourcing, and full game development.
- Historic collaborations includes titles like Jericho, Castlevania: Lords of Shadow, Planet51, FIFA, Dead Space, among others.

FOUNDED IN

2012

FY 2020 SALES. EUR

1,287K

HISTORIC
TITLES

30+

EMPLOYEES

40+

FY 2020 EBITA, EUR

224K

SALES GROWTH 20 VS 19

48%



RATIONALE FOR THE TRANSACTION

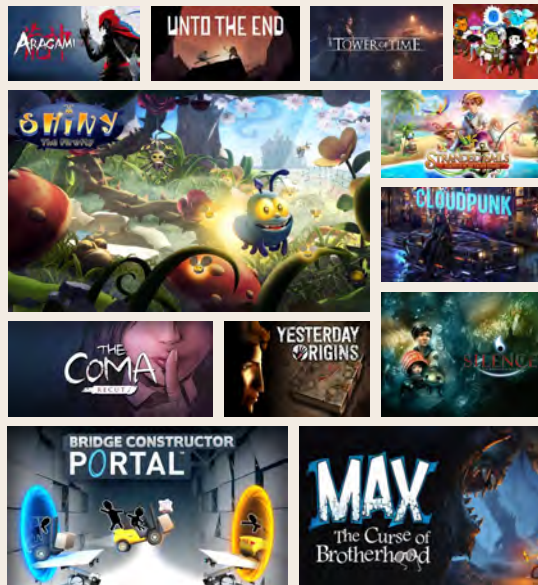


**STRATEGIC FIT WITH
GOOD SCALING AND
COLLABORATION
POTENTIAL**

OUR AGENDA

- Stage Clear Studios has established itself as a talented and reliable development studio, with a reputation of delivering great products on time and on budget.
- Experienced in IP creation, co-development, porting and outsourcing, SCS will become a great partner to our development studios and a great resource for our publishing team.
- Already collaborating with Headup och Coatsink.
- Geographical expansion. Spain is rich in game development talent, which we will be able to attract and thereby grow SCS.
- Brings potential for Group cost savings.

- Continue to develop the studio and gradually increase the number of employees.
- Increase the involvement in Thunderful projects.
 - Co-development and development of IPs
 - Animation
 - Porting
- Continue to develop the business with external clients.



THE TRANSACTION STRUCTURE AND FINANCING

TRANSACTION STRUCTURE

- **Total consideration: 2.5 MEUR**
- **Upfront consideration: 1.0 MEUR**
 - 0.6 MEUR in cash
 - 0.4 MEUR in newly issued Thunderful Group shares
- **Earnout consideration: 1.5 MEUR**
 - Subject to fulfilment of operational milestones until 30 June 2025

All three sellers are founders and C-level directors and highly motivated by the operational milestones.

FINANCING

- For FY2021, Stage Clear Studios expects net sales of 2.0-2.3 MEUR and EBIT of 0.5-0.6 MEUR.
- Total consideration of 2.5 MEUR is equivalent to 4.2-5.0x Stage Clear Studio's expected EBIT for FY2021.
- The cash consideration will be financed with available cash.
- For the share consideration, Thunderful Group will issue 65,025 shares to the sellers of Stage Clear Studios at 62.70 SEK / share resulting in a dilution of 0.09%.



THANK YOU!

CONTACT

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