
From: Tim Stuart <timstu@microsoft.com>
To: Gaming LT
Sent: 1/14/2022 1:17:43 PM
Subject: Gaming Financial Results - Q2 FY22
Attachments: (FY22-06) Close Deck - Master.pptx; image001.png; image002.png; image007.png; image008.jpg; image009.jpg; image010.jpg

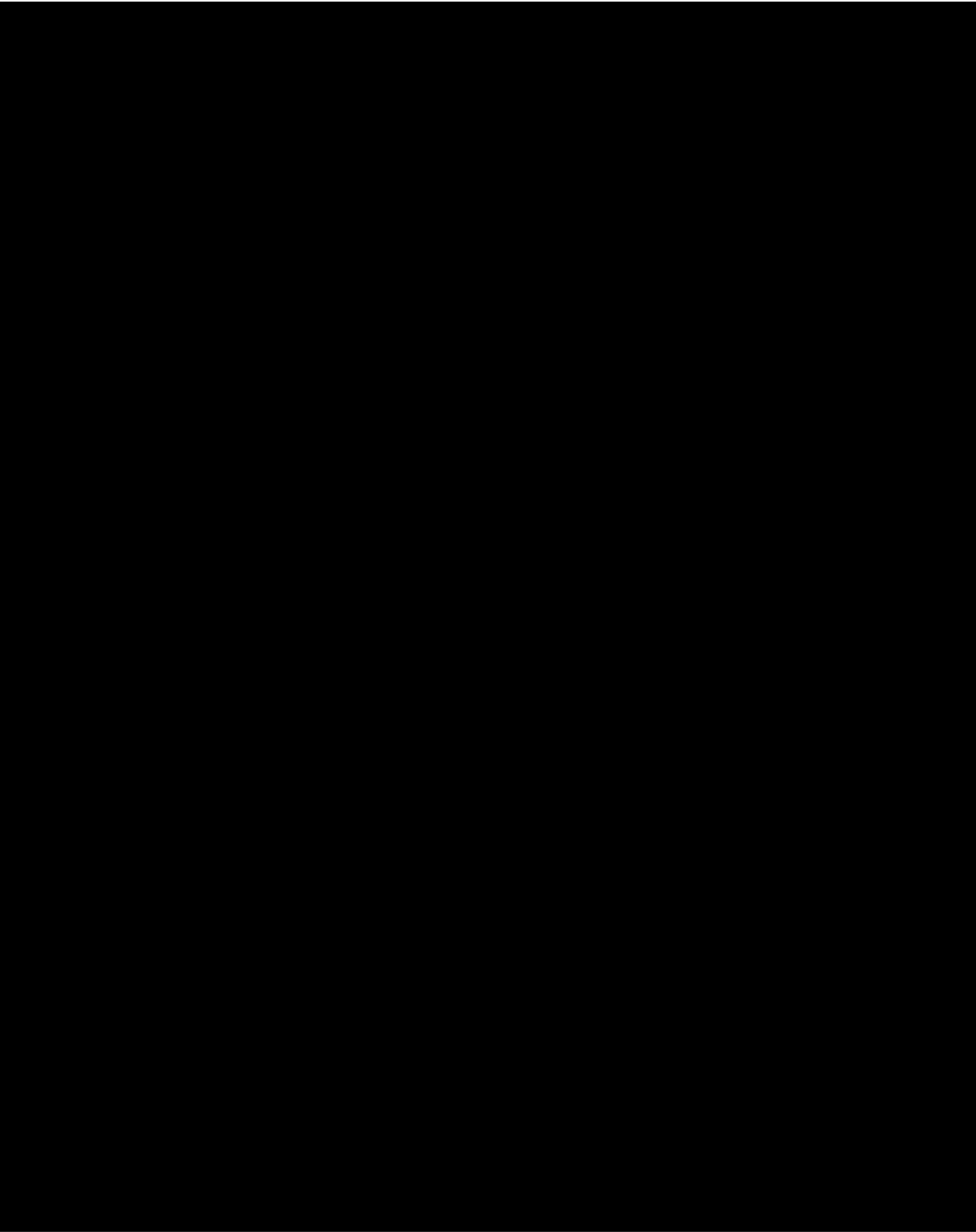
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Thanks,
Tim





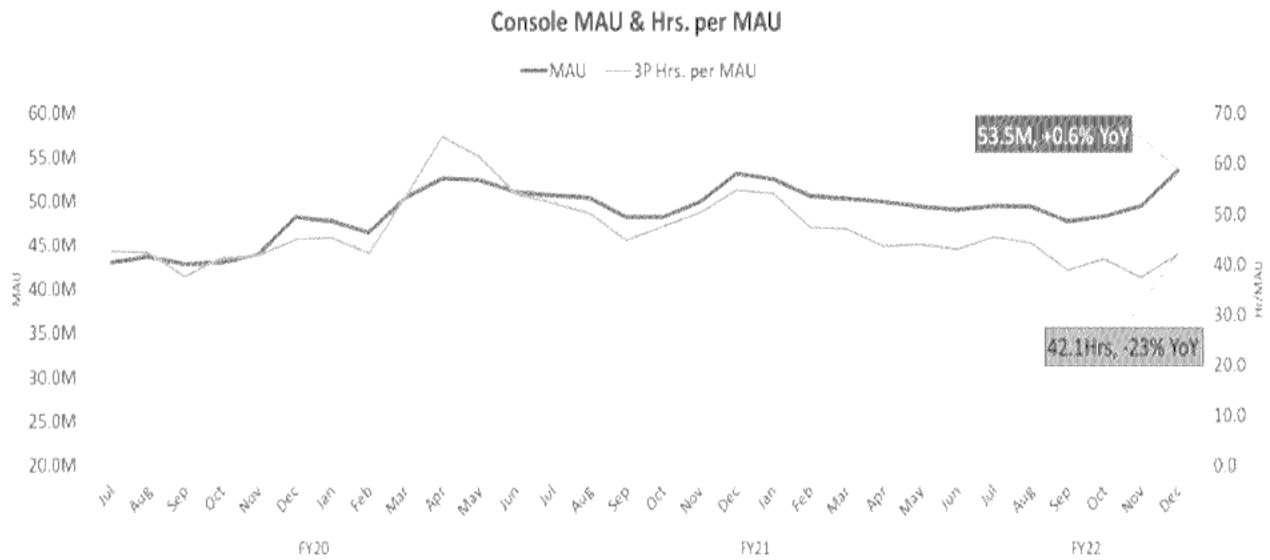
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Total XGP Subscriptions: 25.9M (as of Jan 9th)

Q2 Console Market Size / Share



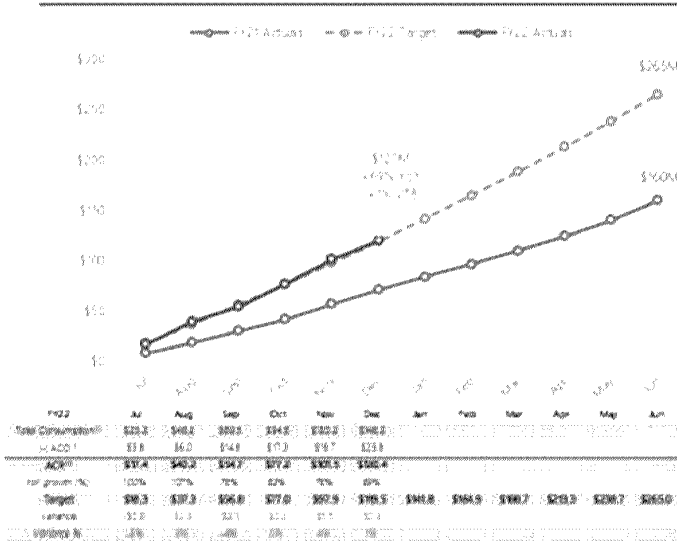
Console Engagement run rate (3P)



Azure Gaming Snapshot

H1'22 ACR at \$120.4M, beating target by ~\$1M | Record high Total Consumption for December at \$26M

Cumulative ACR⁽¹⁾ (\$M)



December Commentary

- ACR⁽¹⁾: \$18.9M (+36% YoY)
 - Total Consumption⁽²⁾: \$26M (+93% YoY, +1% MoM)
 - ACO⁽³⁾ usage at \$7.1M
- Highlights:
 - Top 5 accounts: ~65% of Total Consumption
 - Krafton: No ACR in line with expectations, ACO at \$6.5M
 - Total Consumption⁽²⁾: at \$6.5M decreased 8% MoM due to lower engagement than expected on New State
 - Wemade: established as #2 customer with ACR at \$4.4M
 - First MoM decline after continued growth since MIR4 launch in August 2021. Expected to stabilize at ~\$4M
 - Tencent: ACR at \$3.1M (+3% MoM) – stable monthly consumption for H1'22 ranging from \$2.8-3.5M

FY22 Annual Targets

\$330M Total Consumption ⁽²⁾	-	\$65M Estimated ACO ⁽³⁾	=	\$265M FY22 ACR ⁽¹⁾ Target
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File Provided Natively

(FY22-06) Close Deck - Master.pptx

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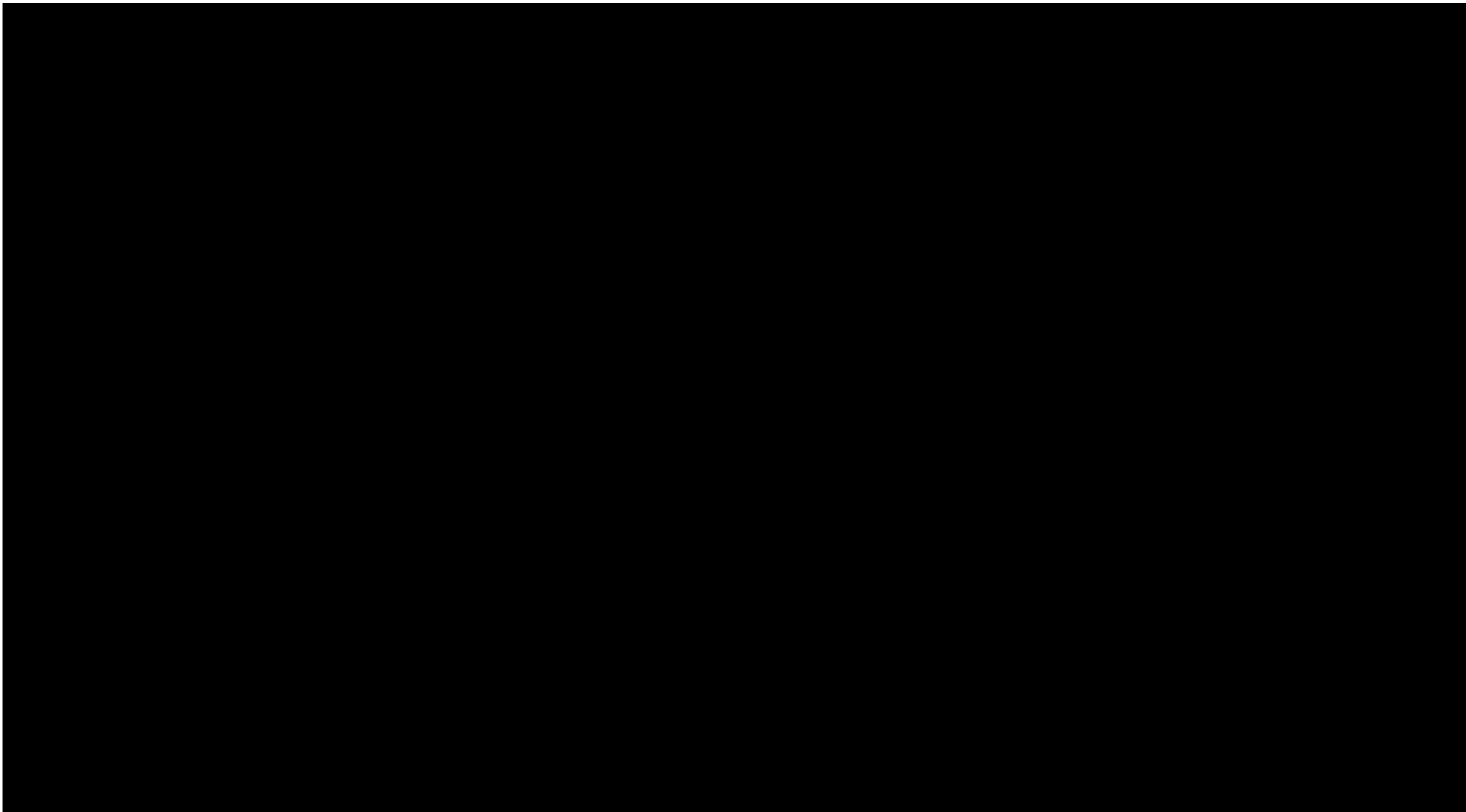


Gaming Close Review

December Results

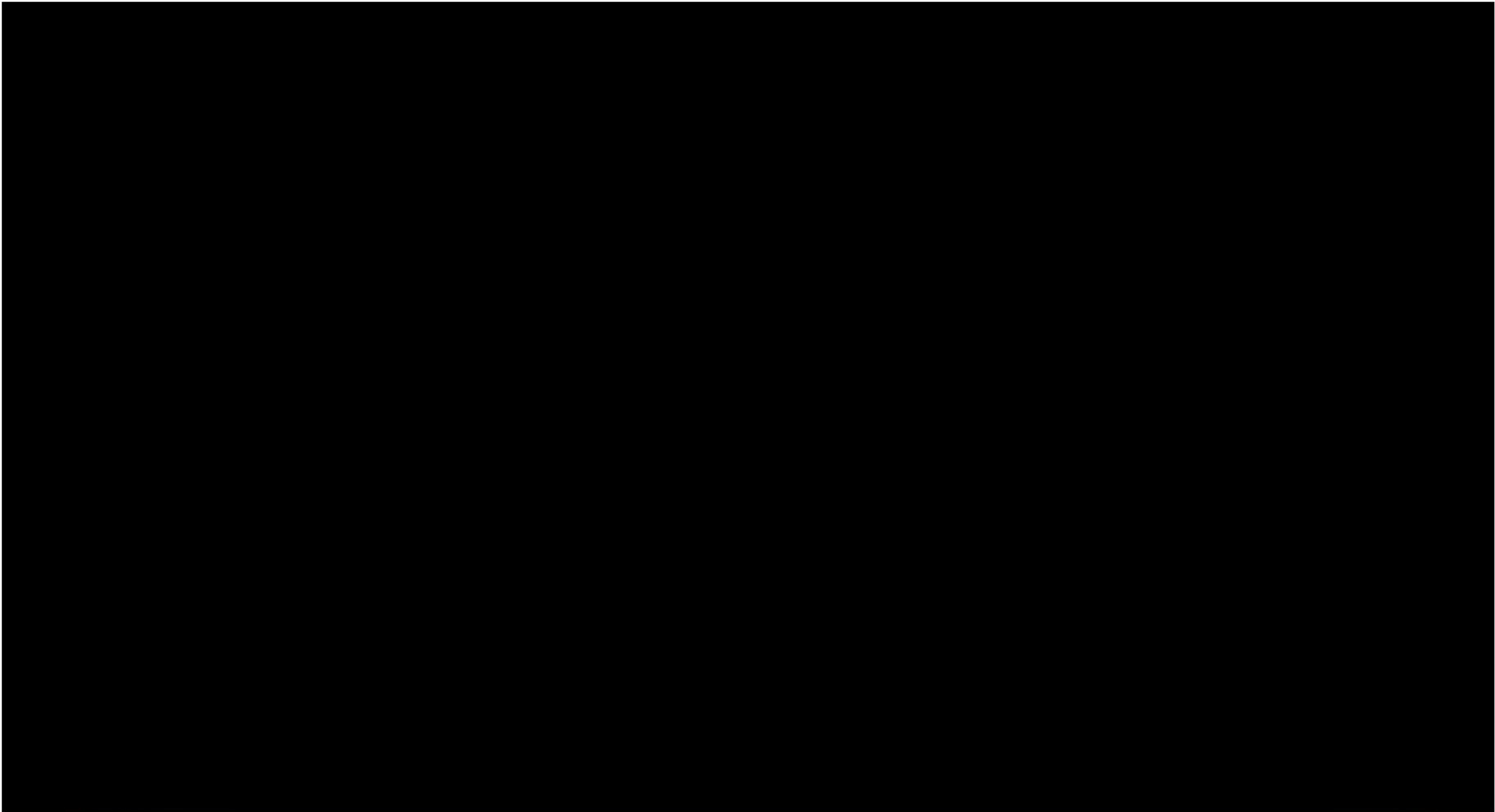
January 6, 2022

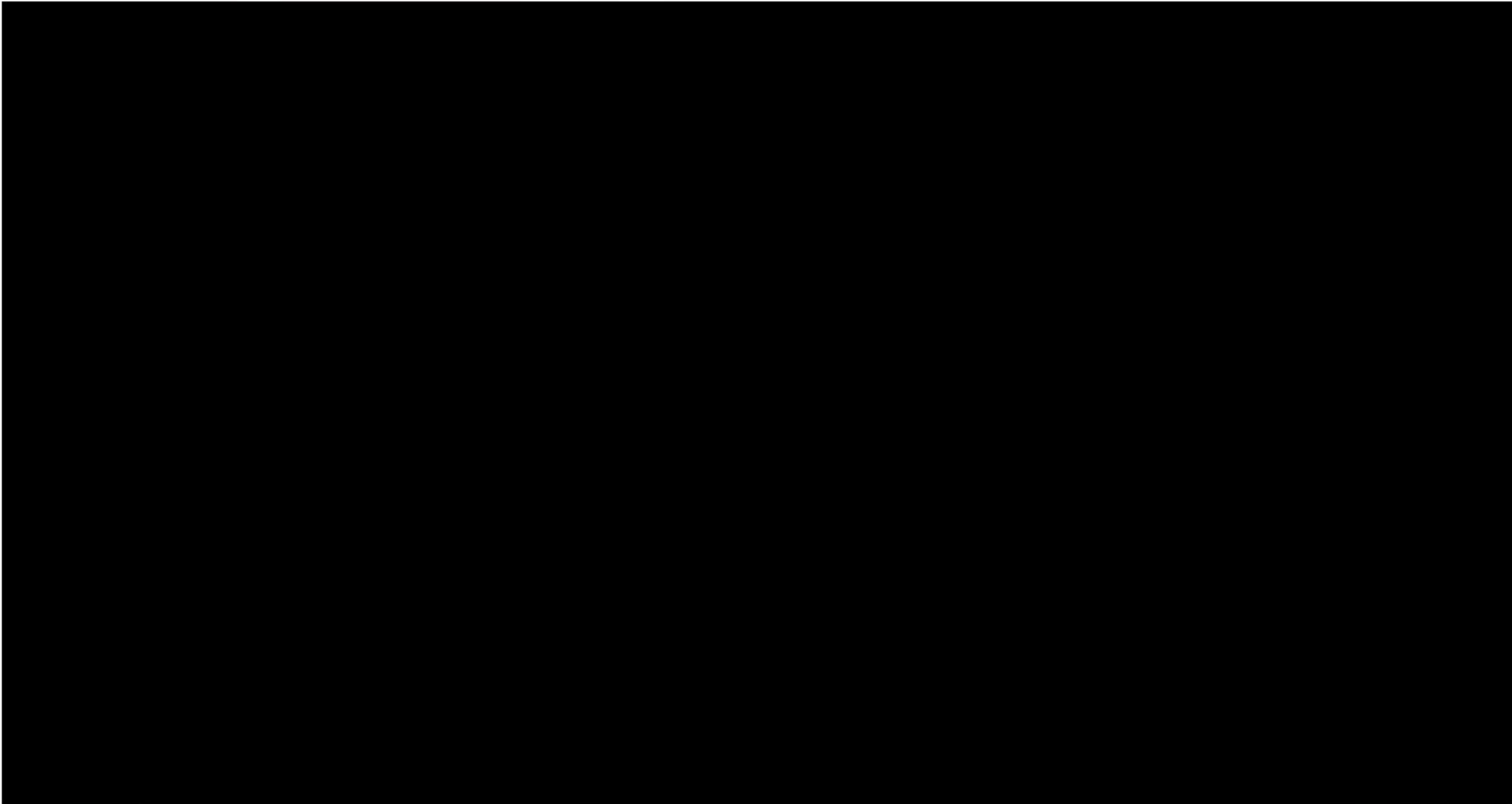
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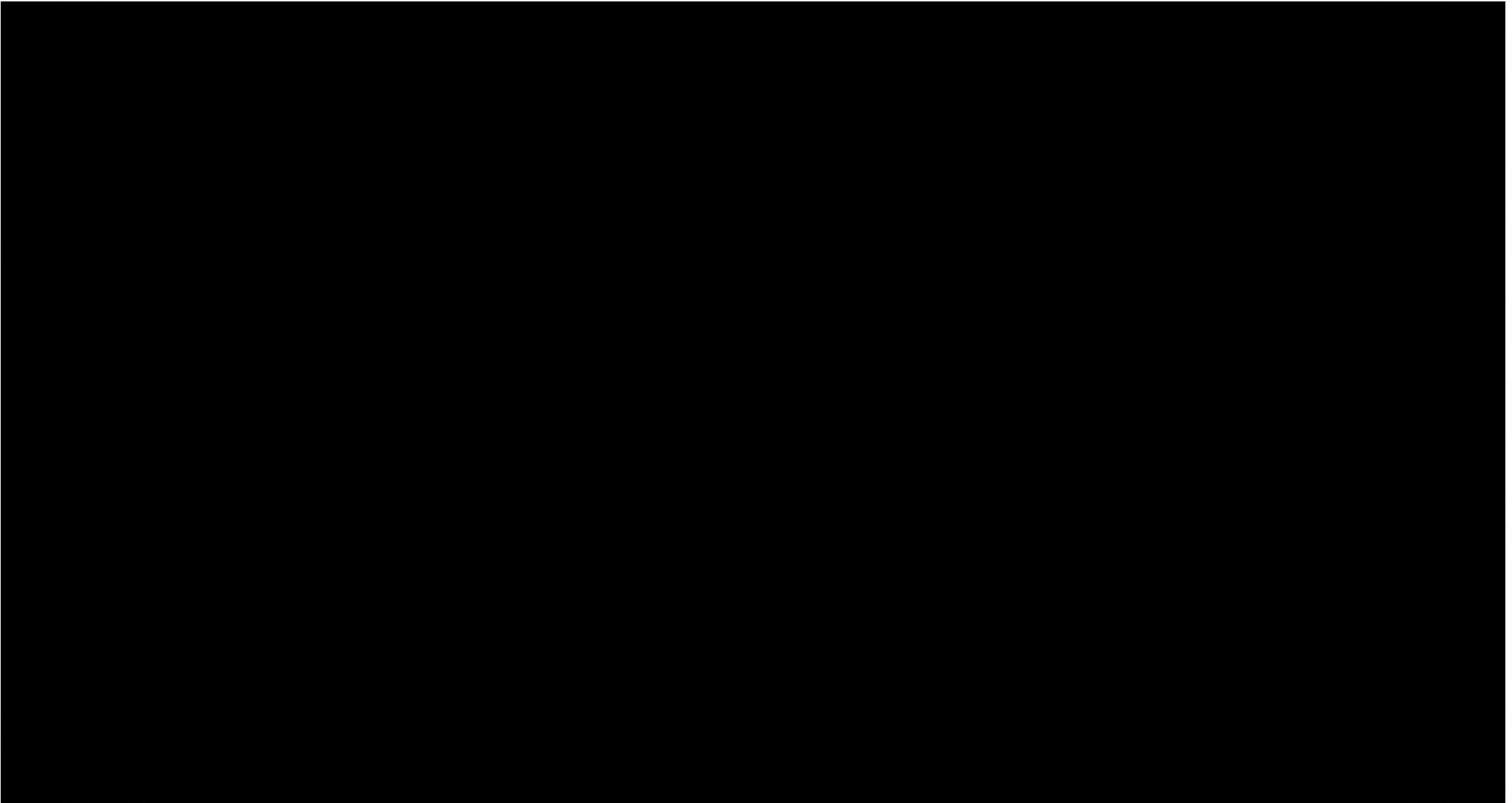




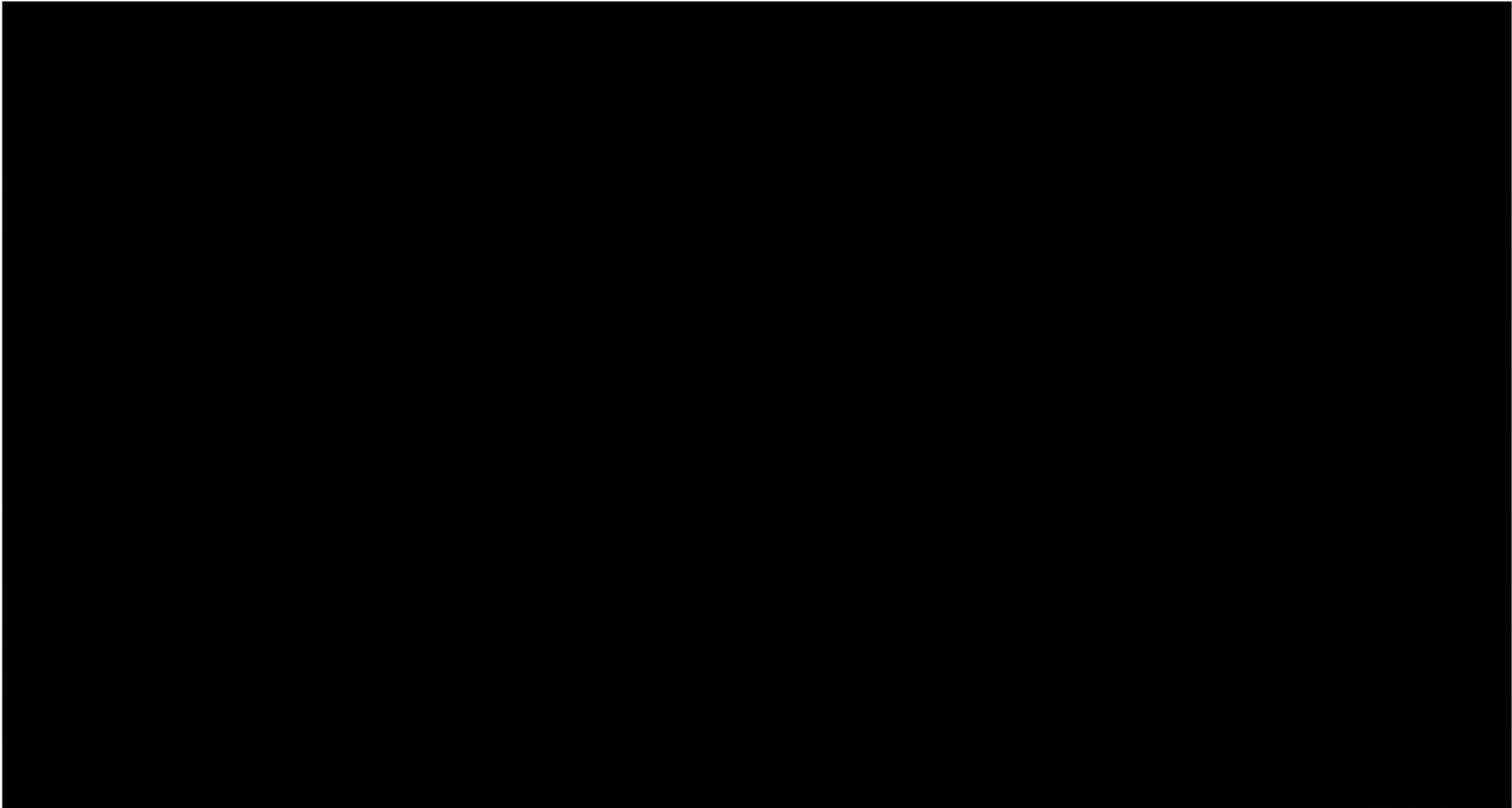


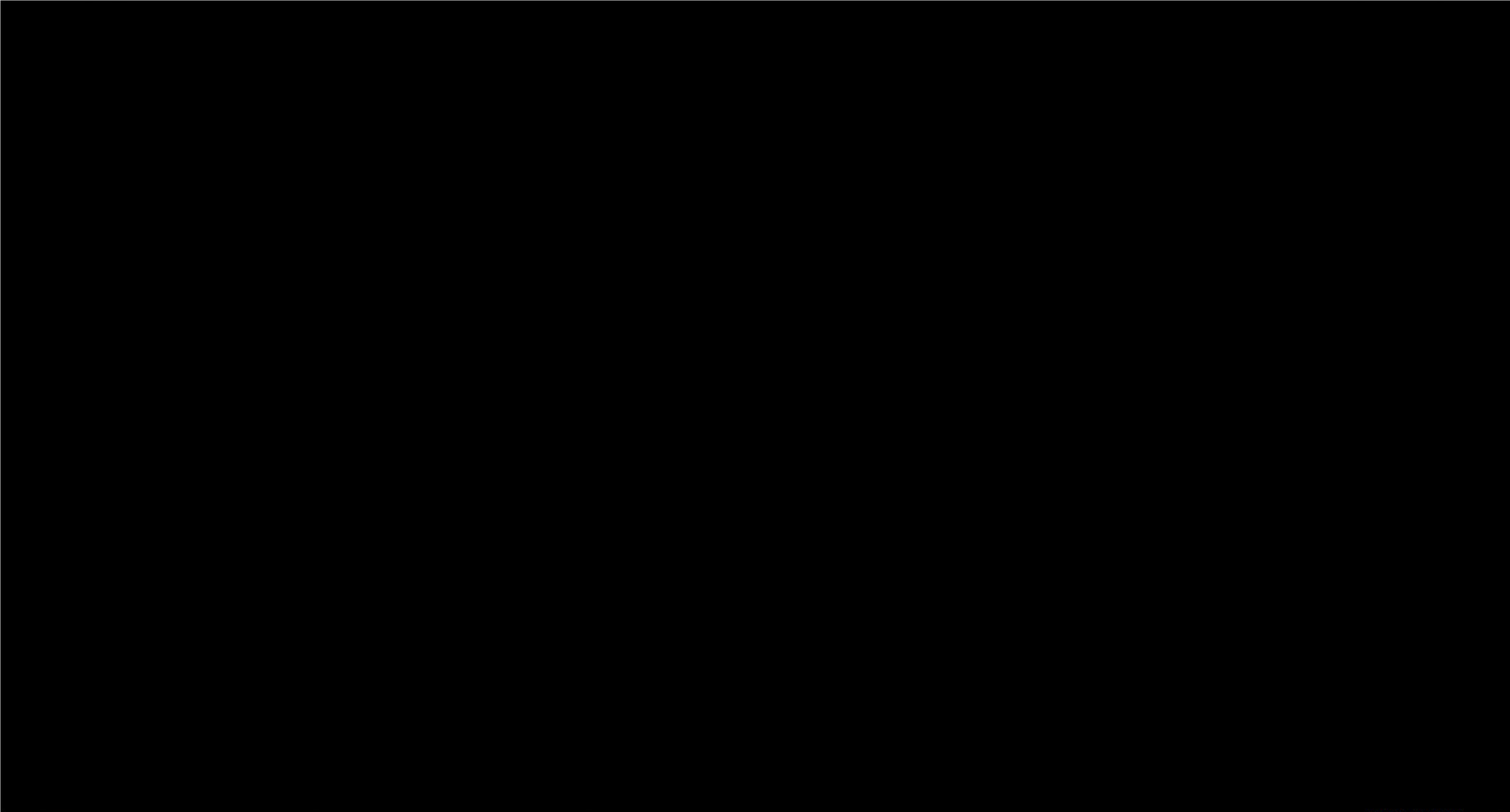


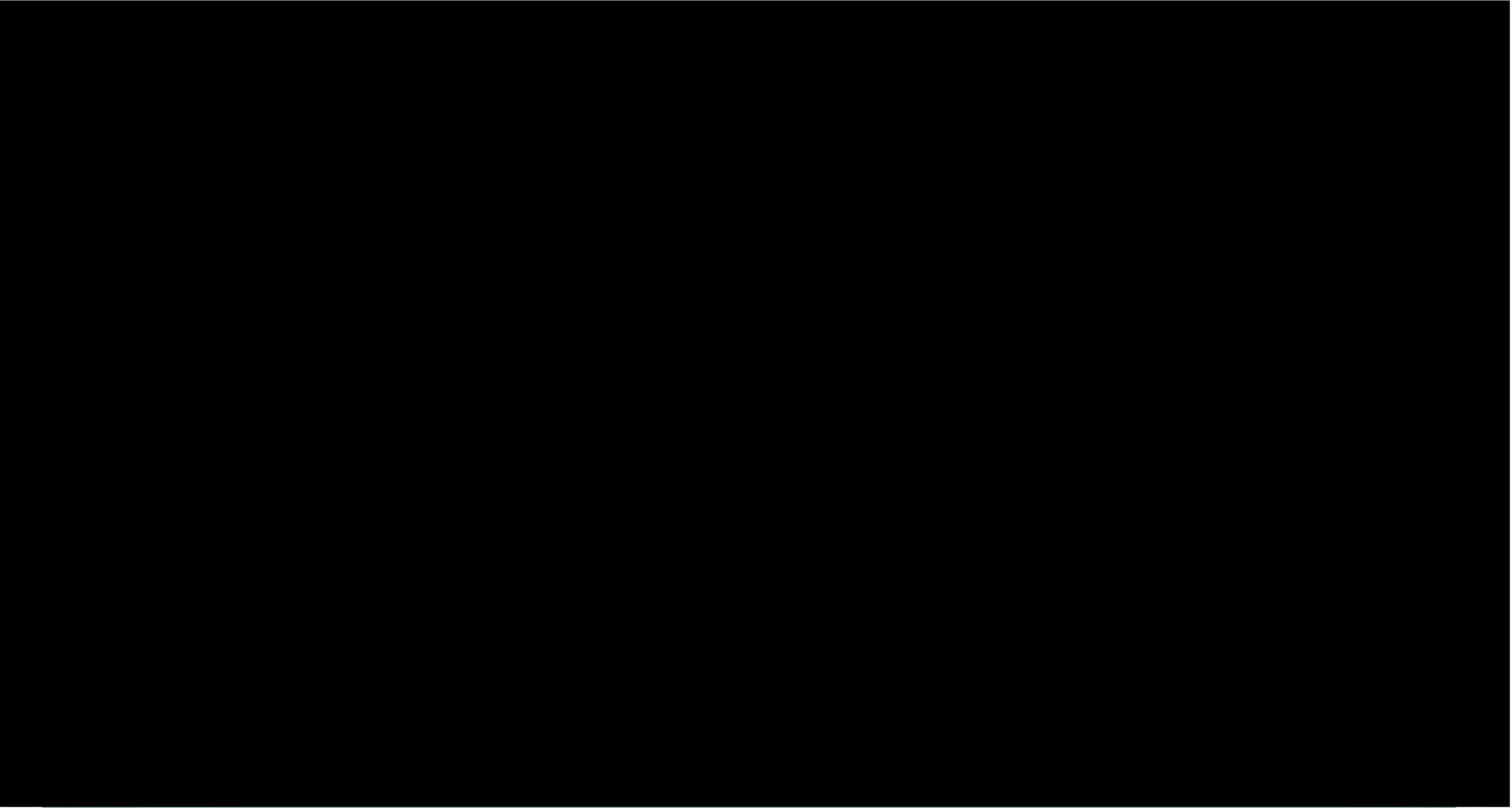


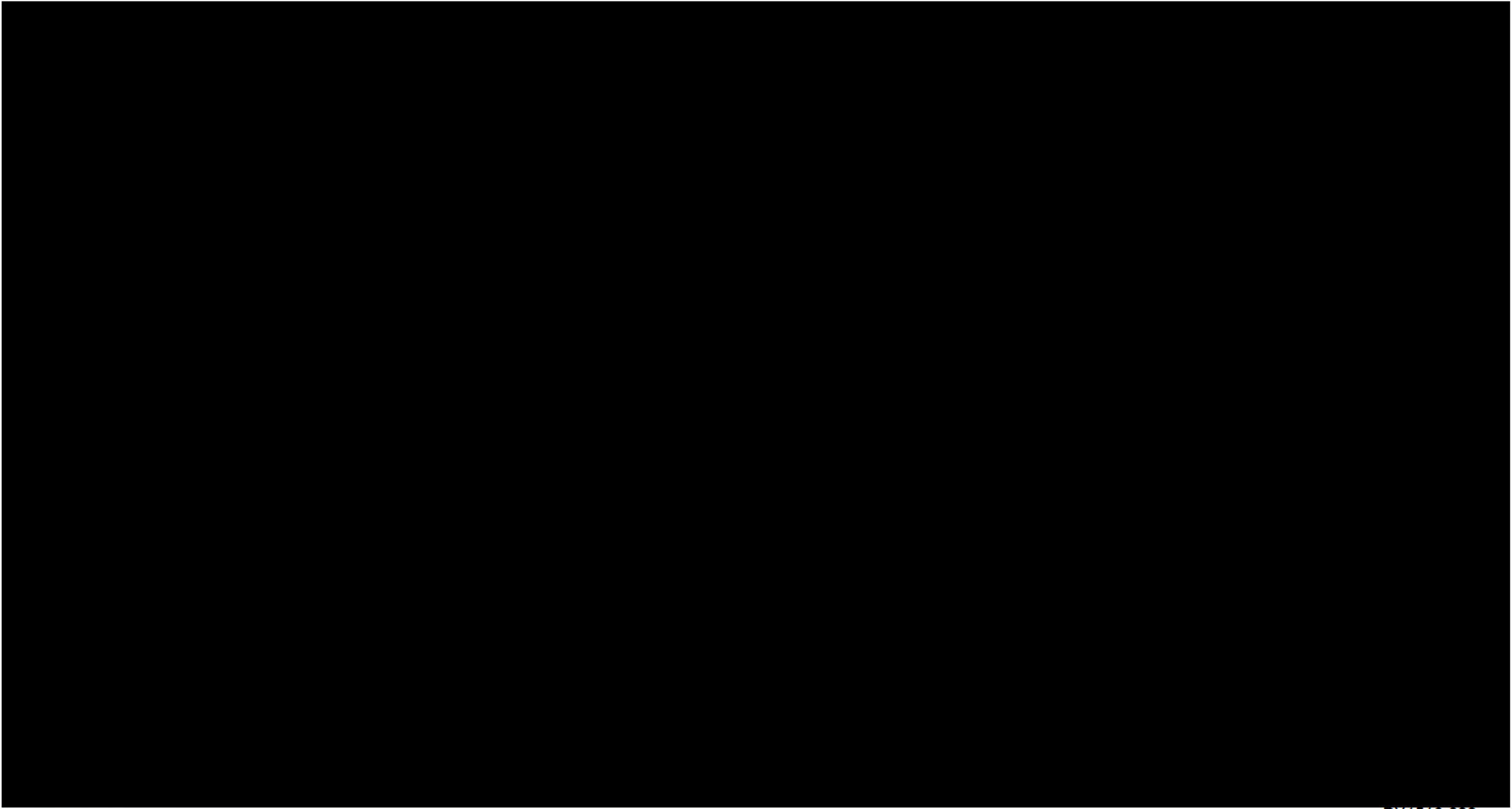


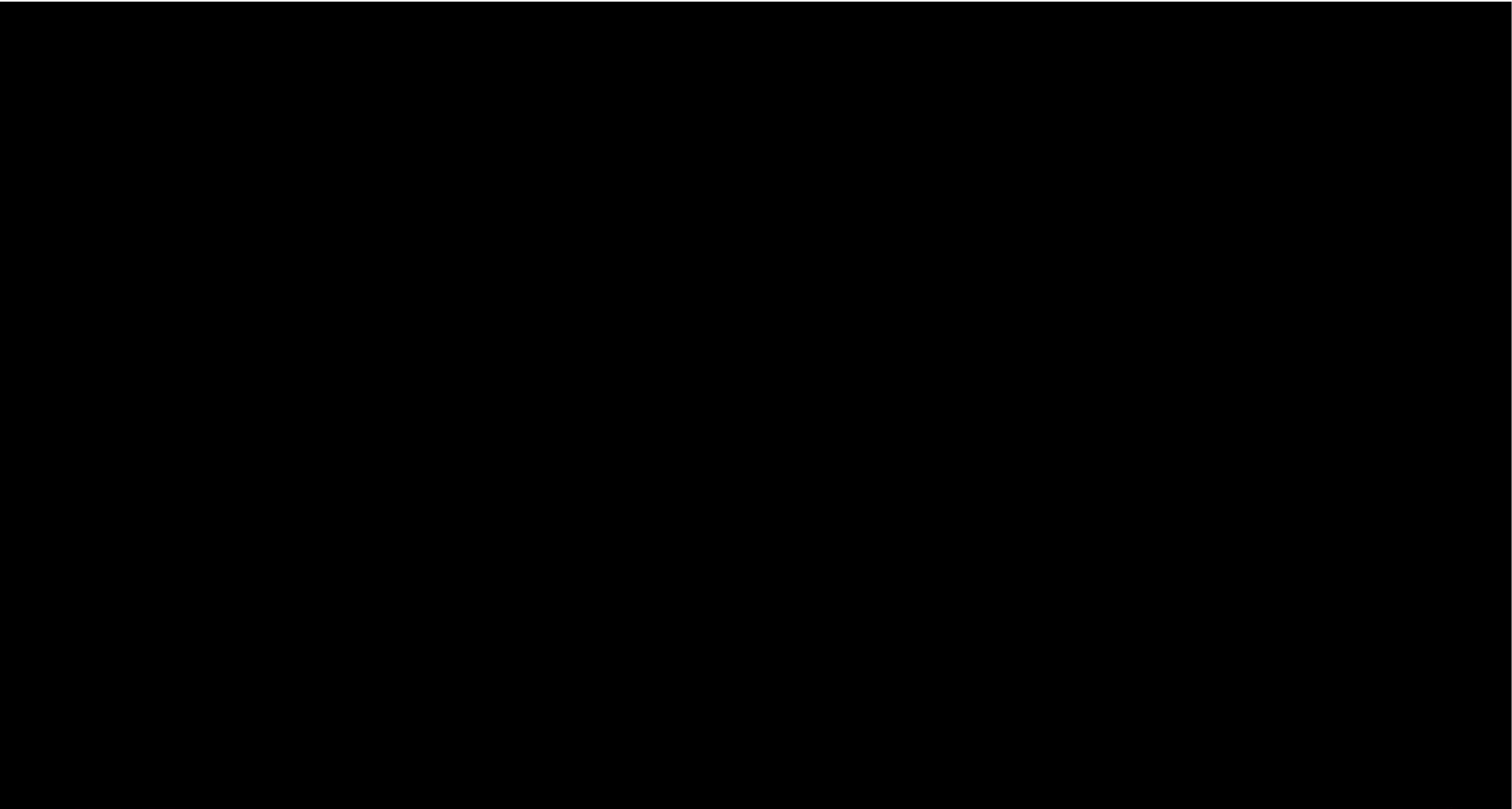


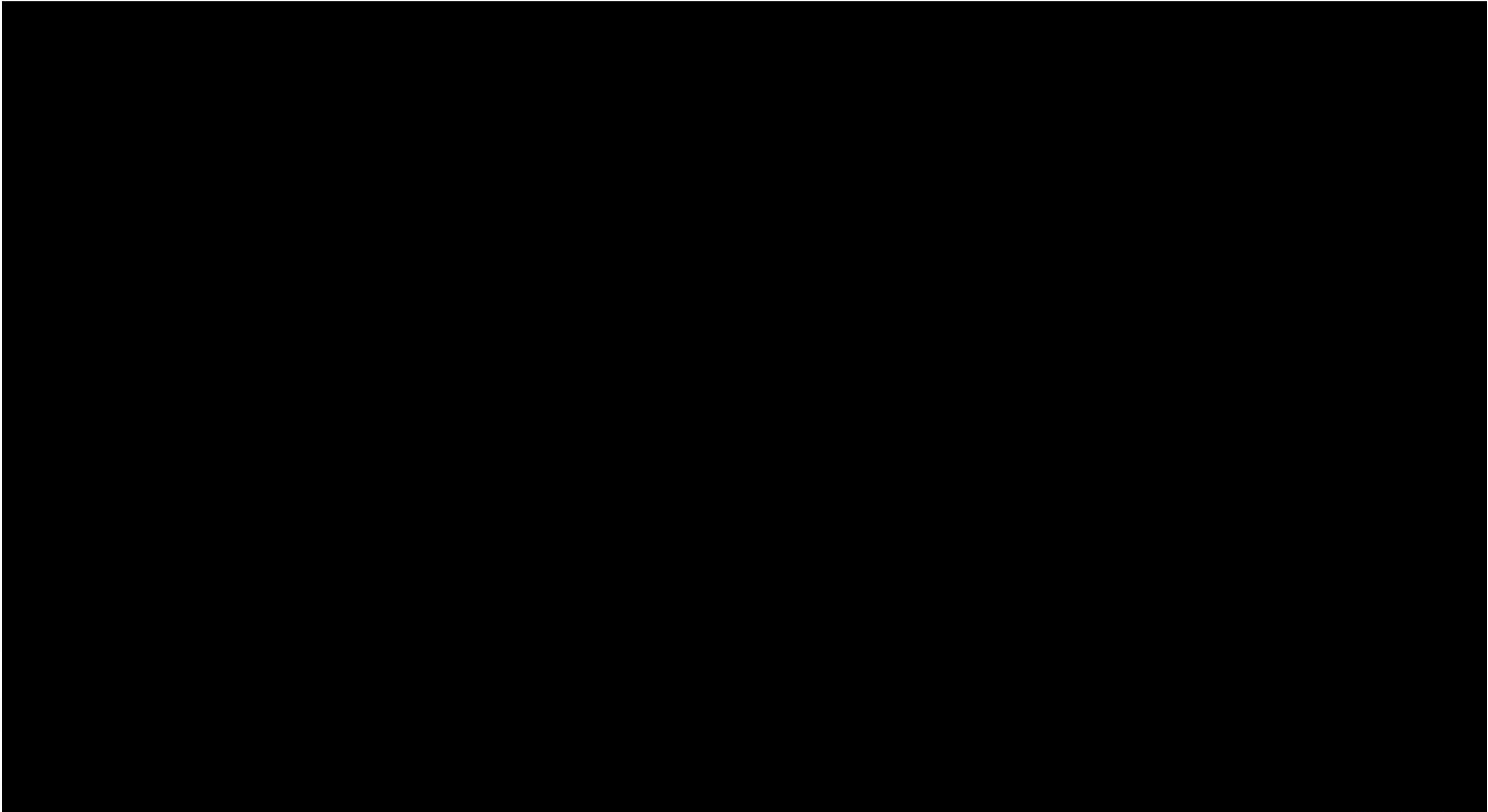


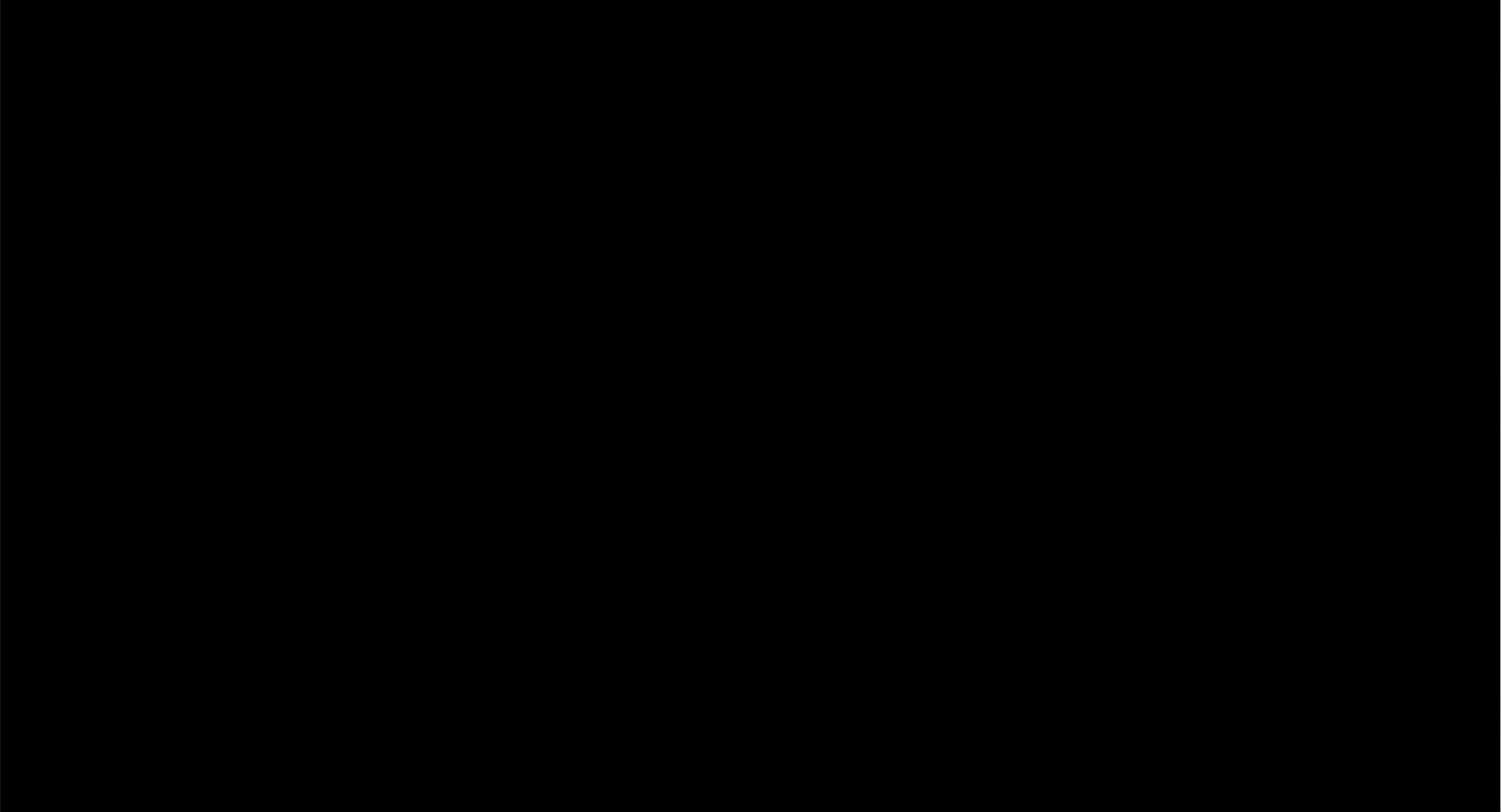


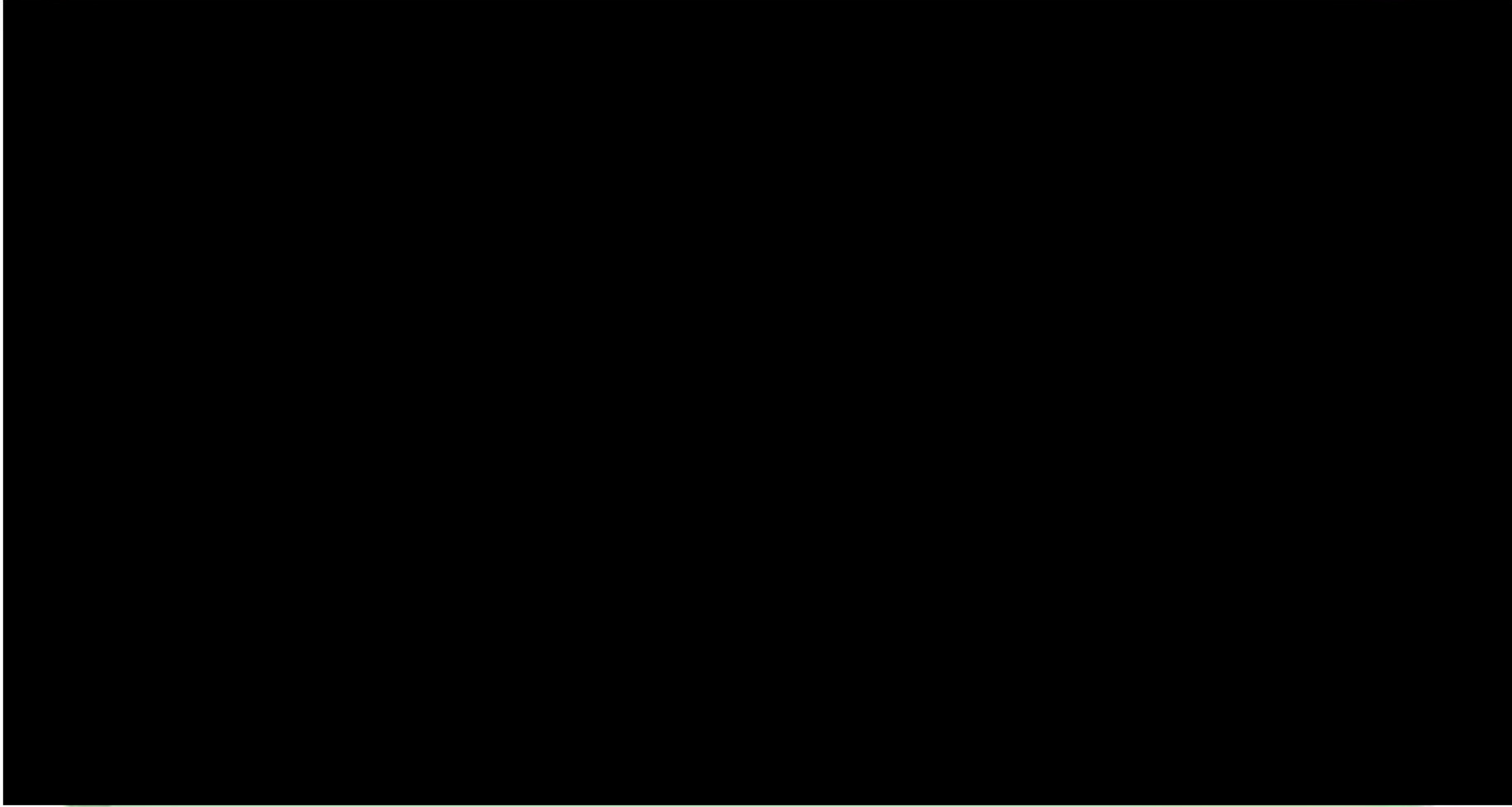




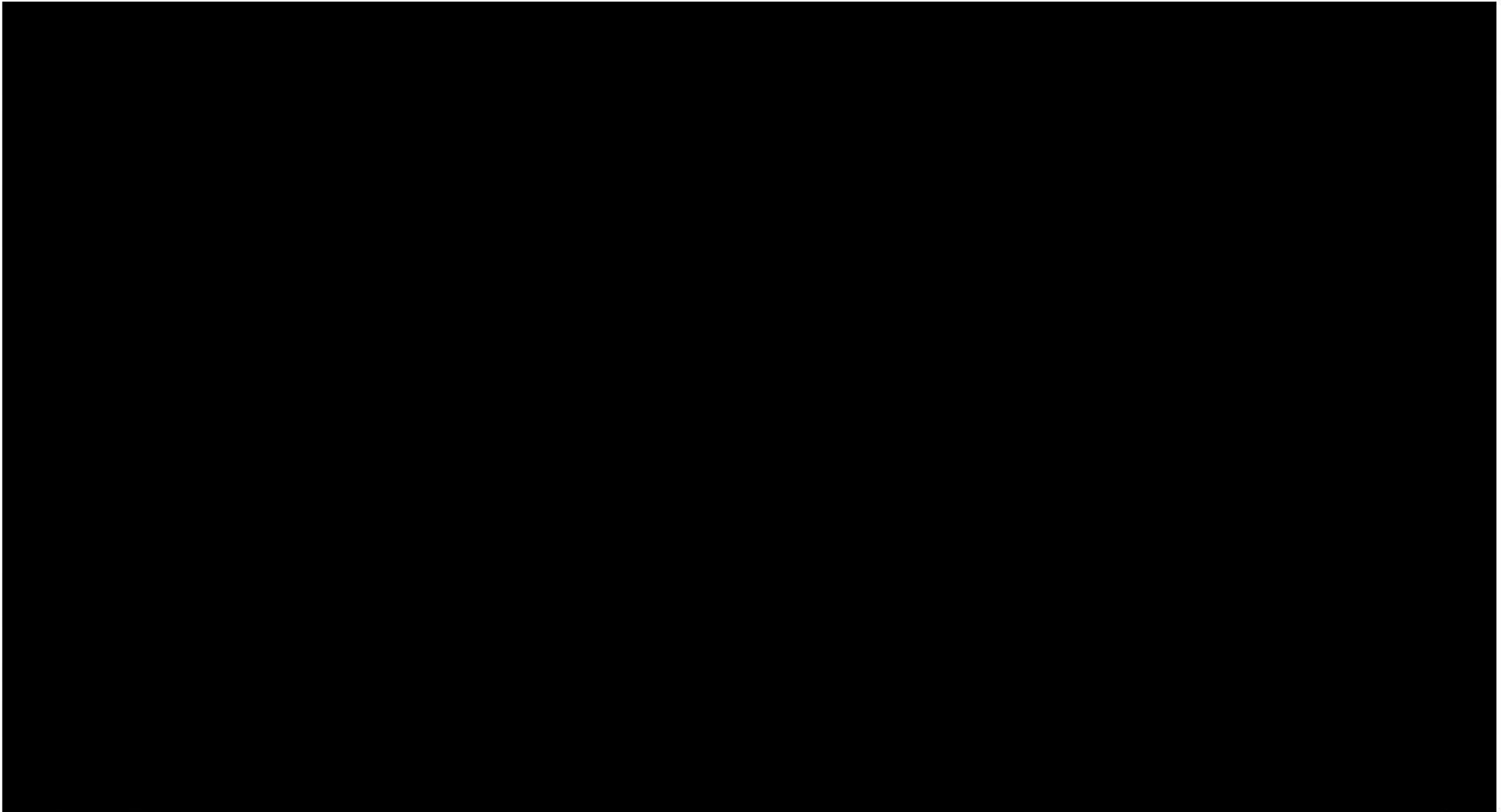






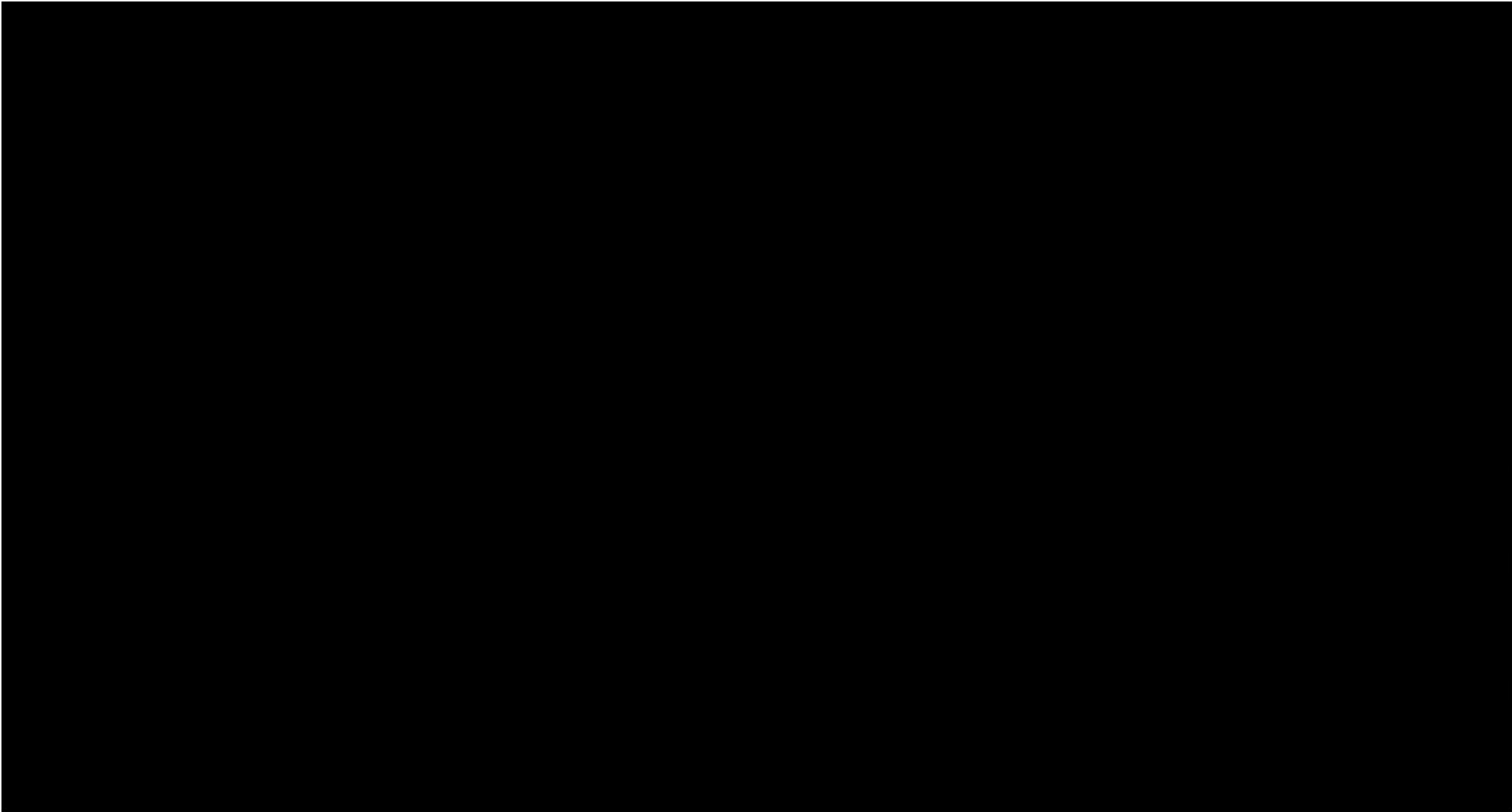






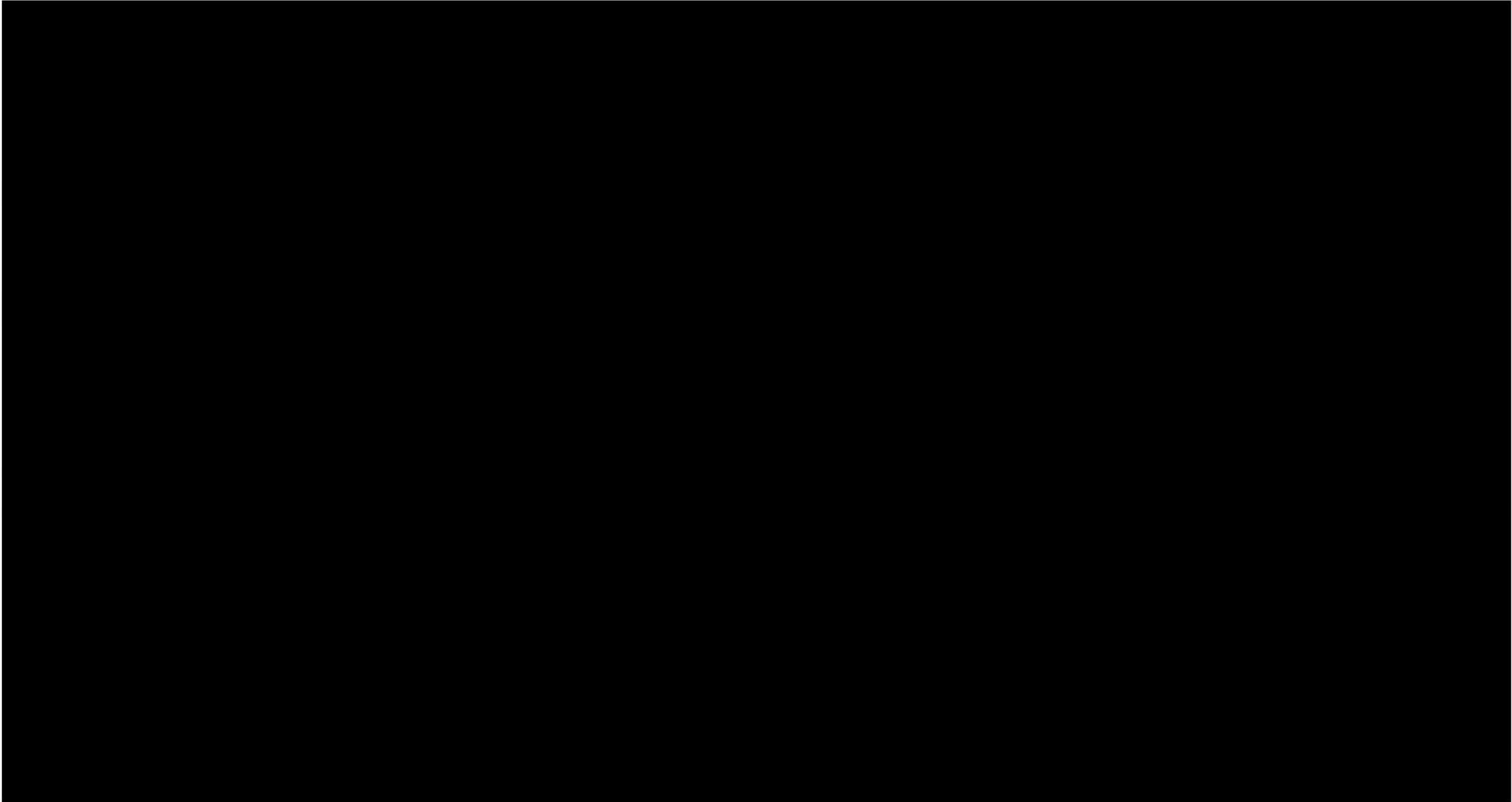
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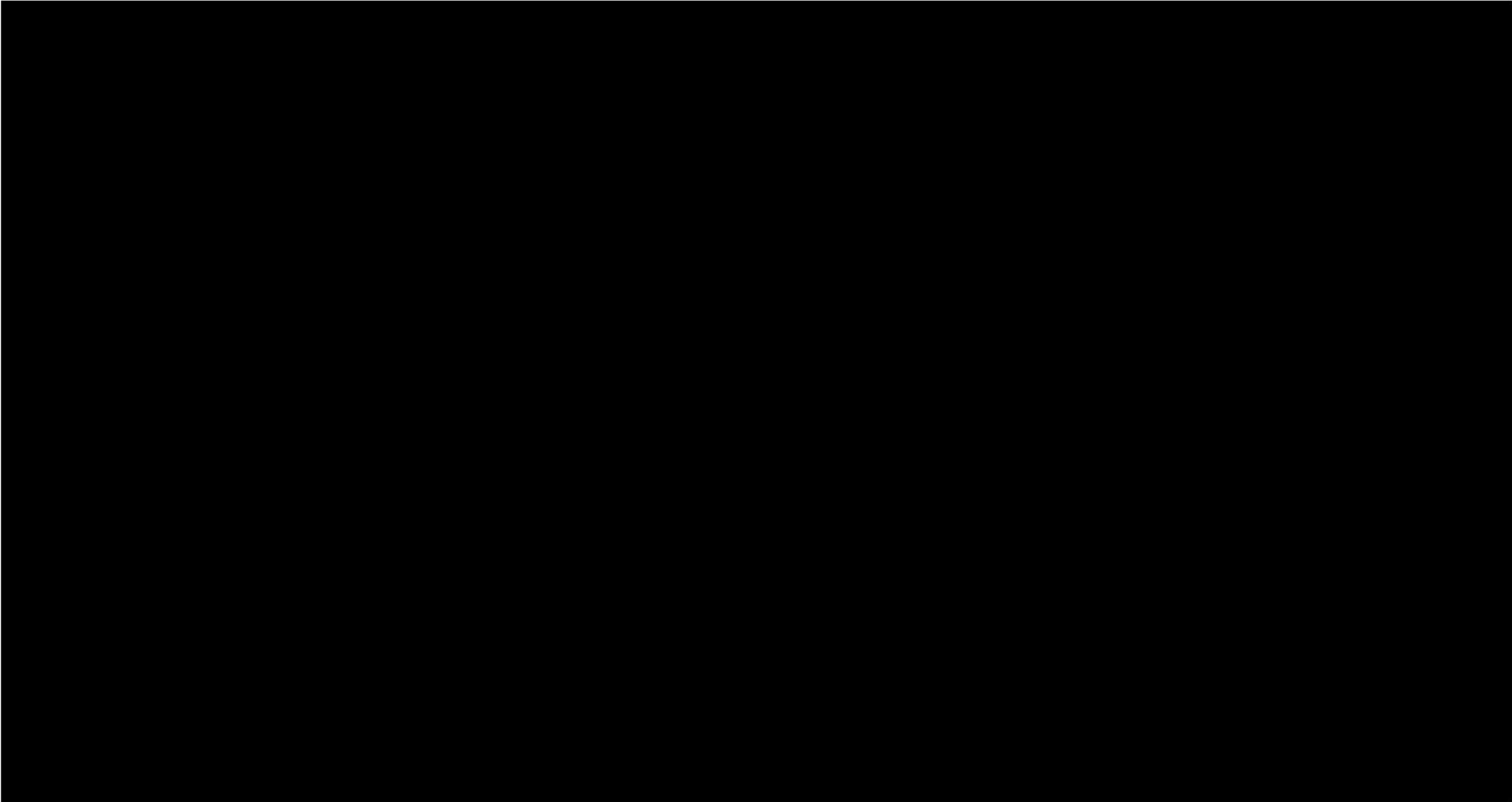
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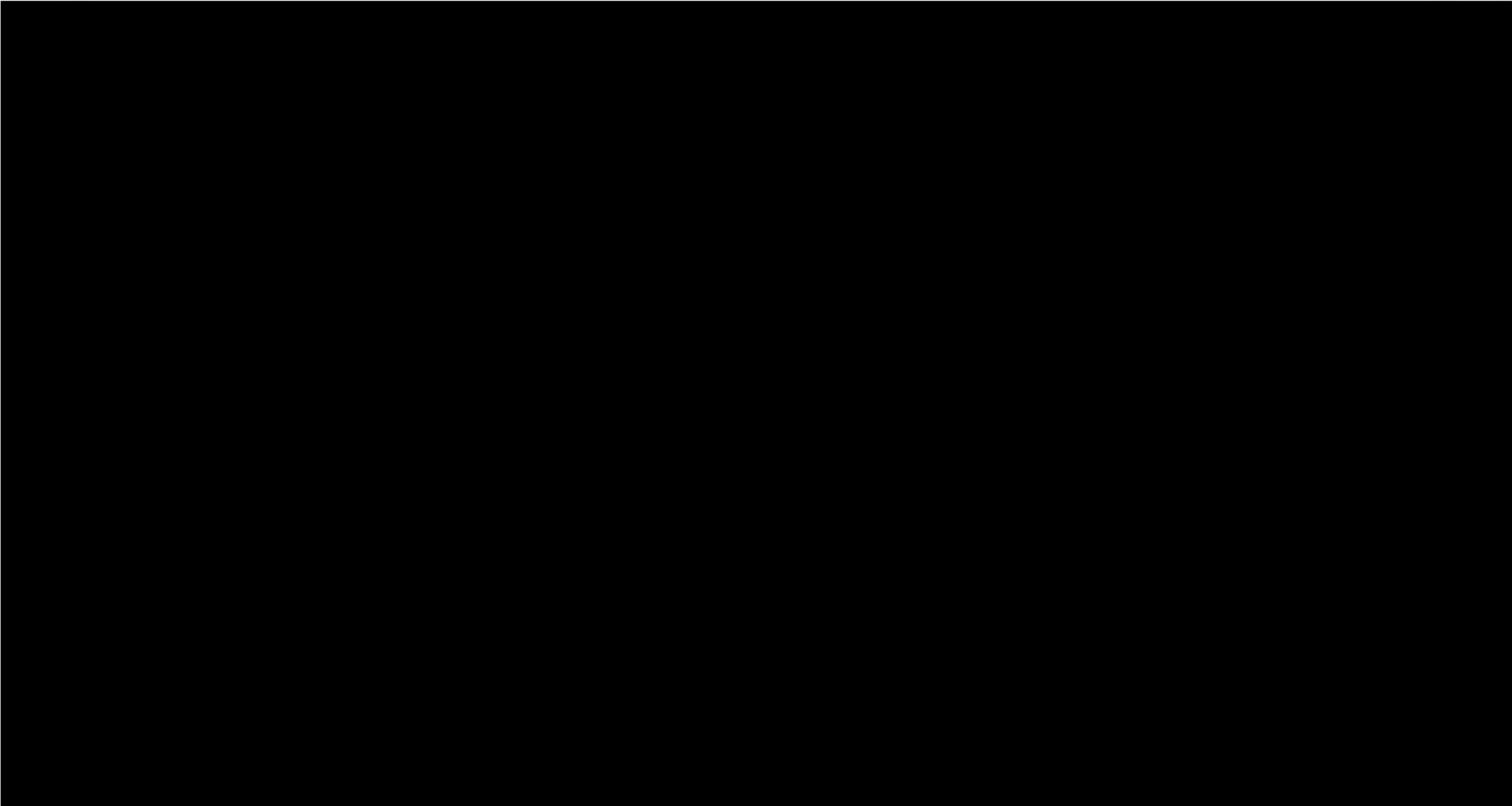
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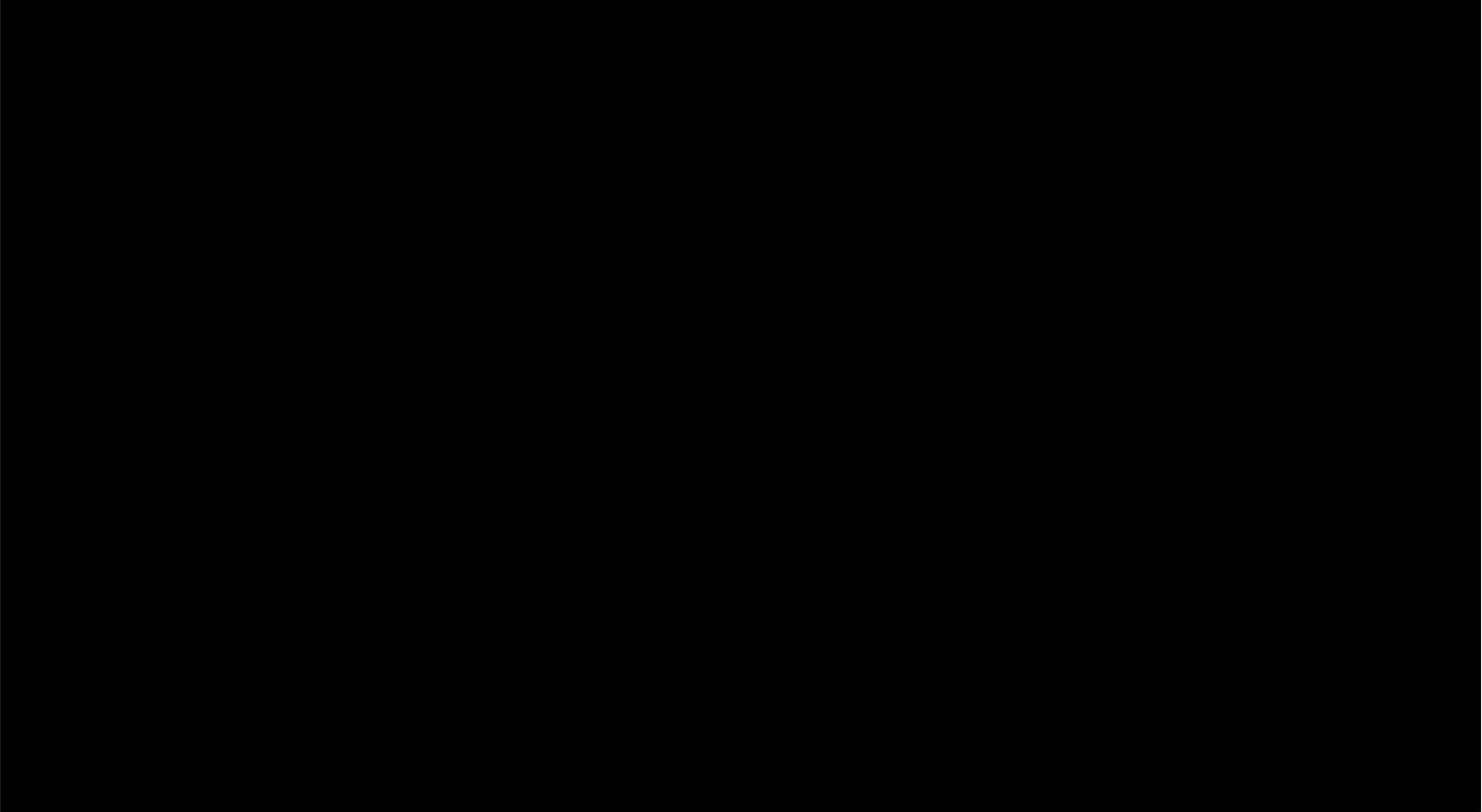


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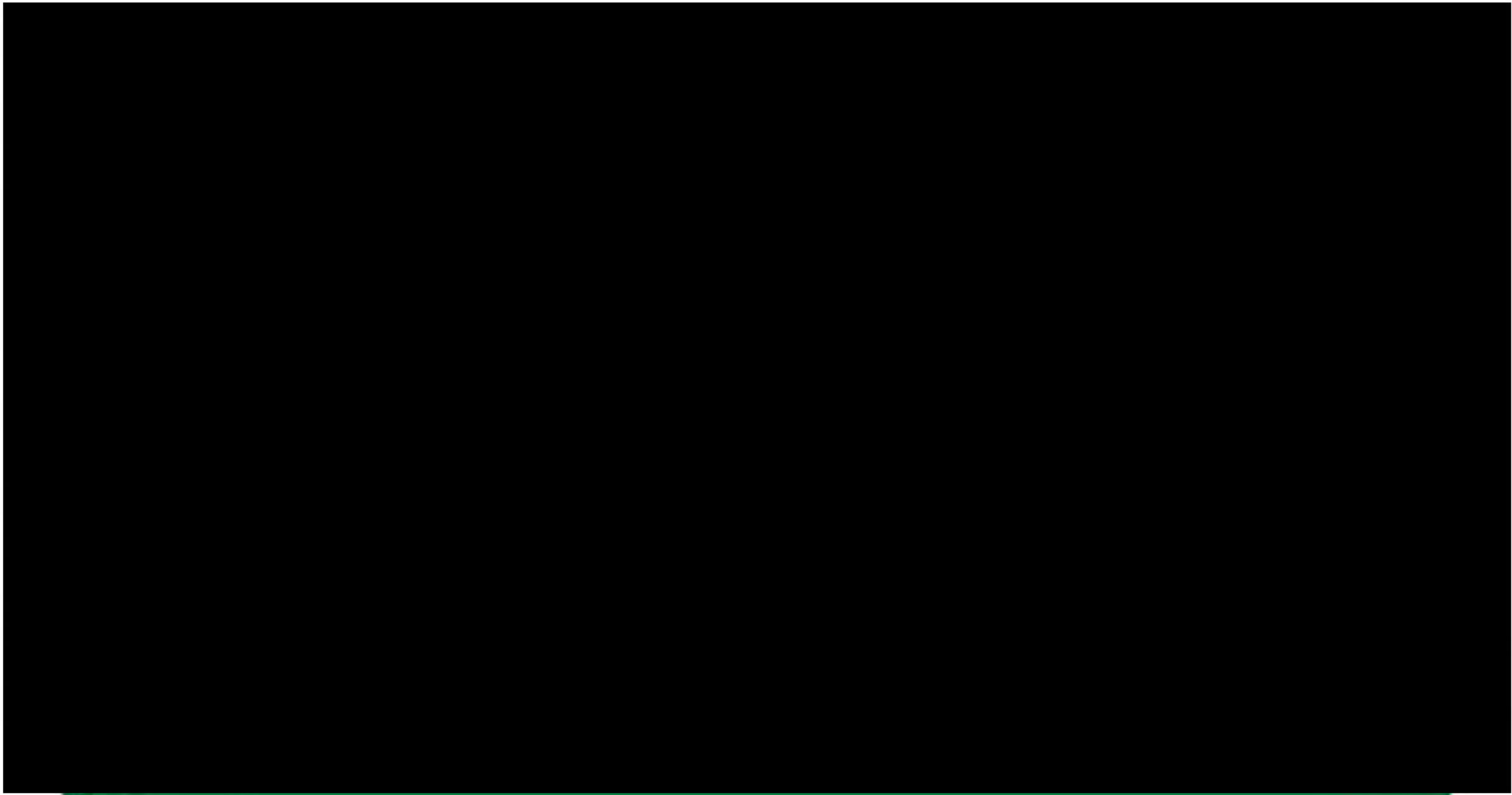
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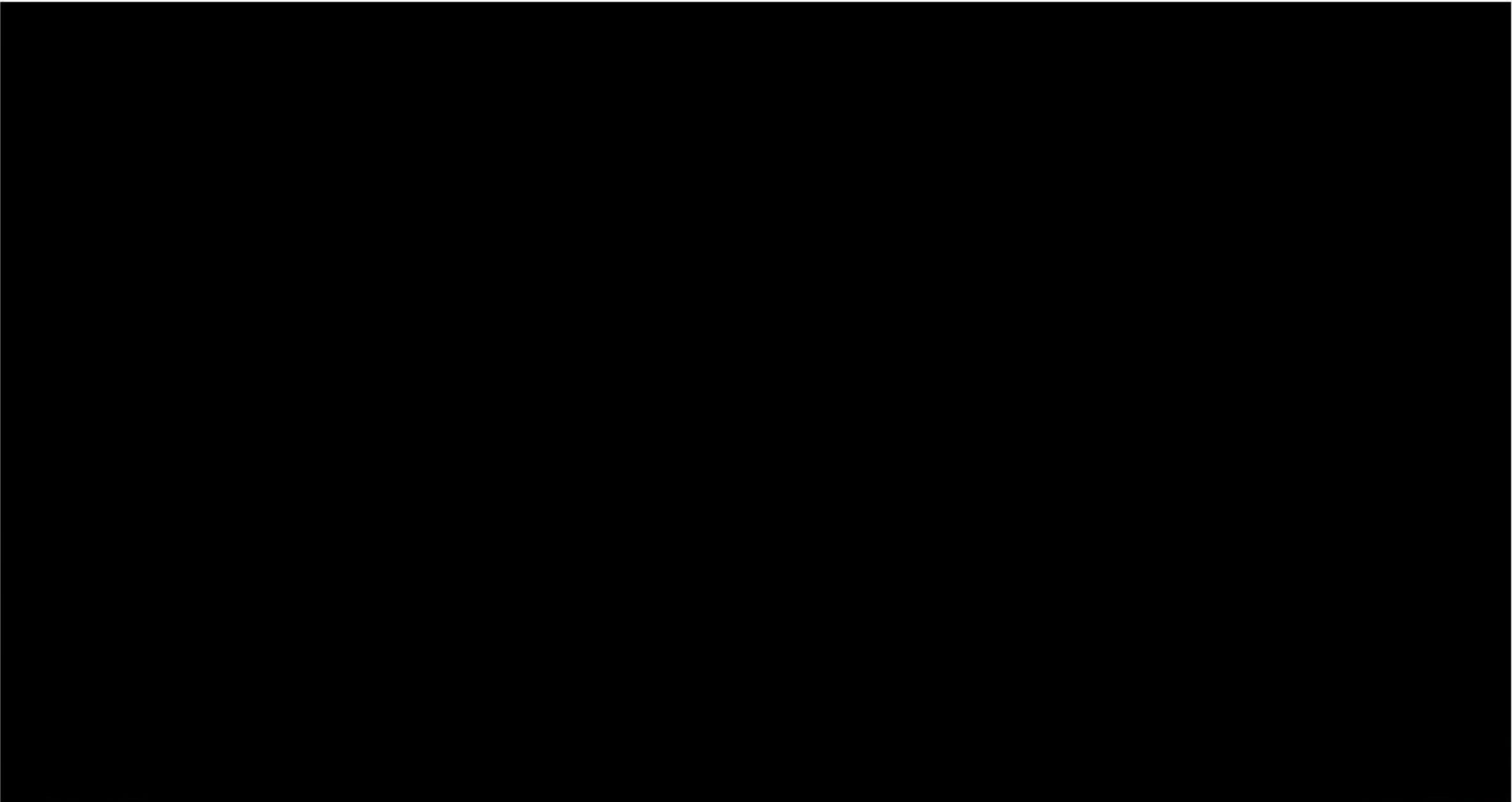


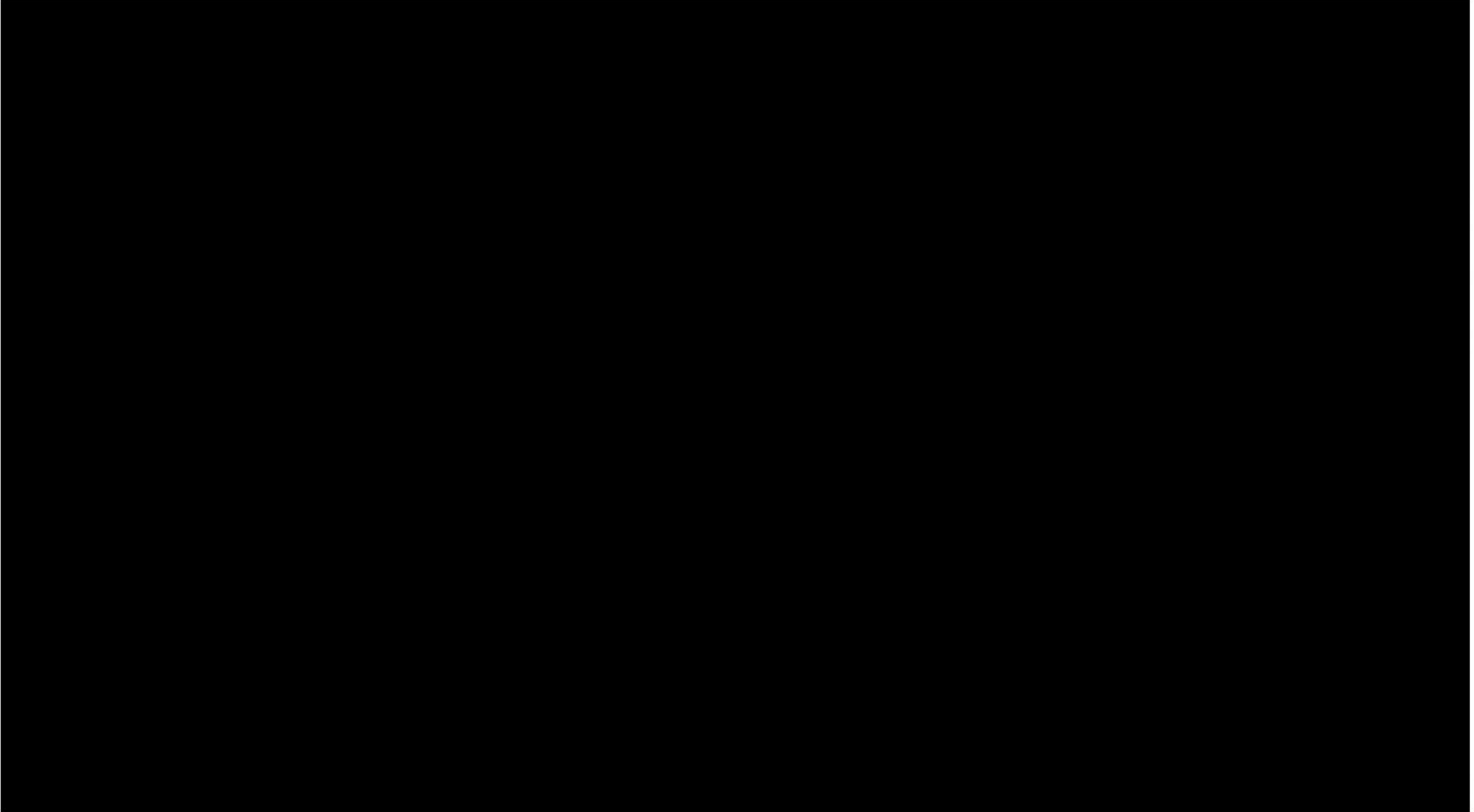


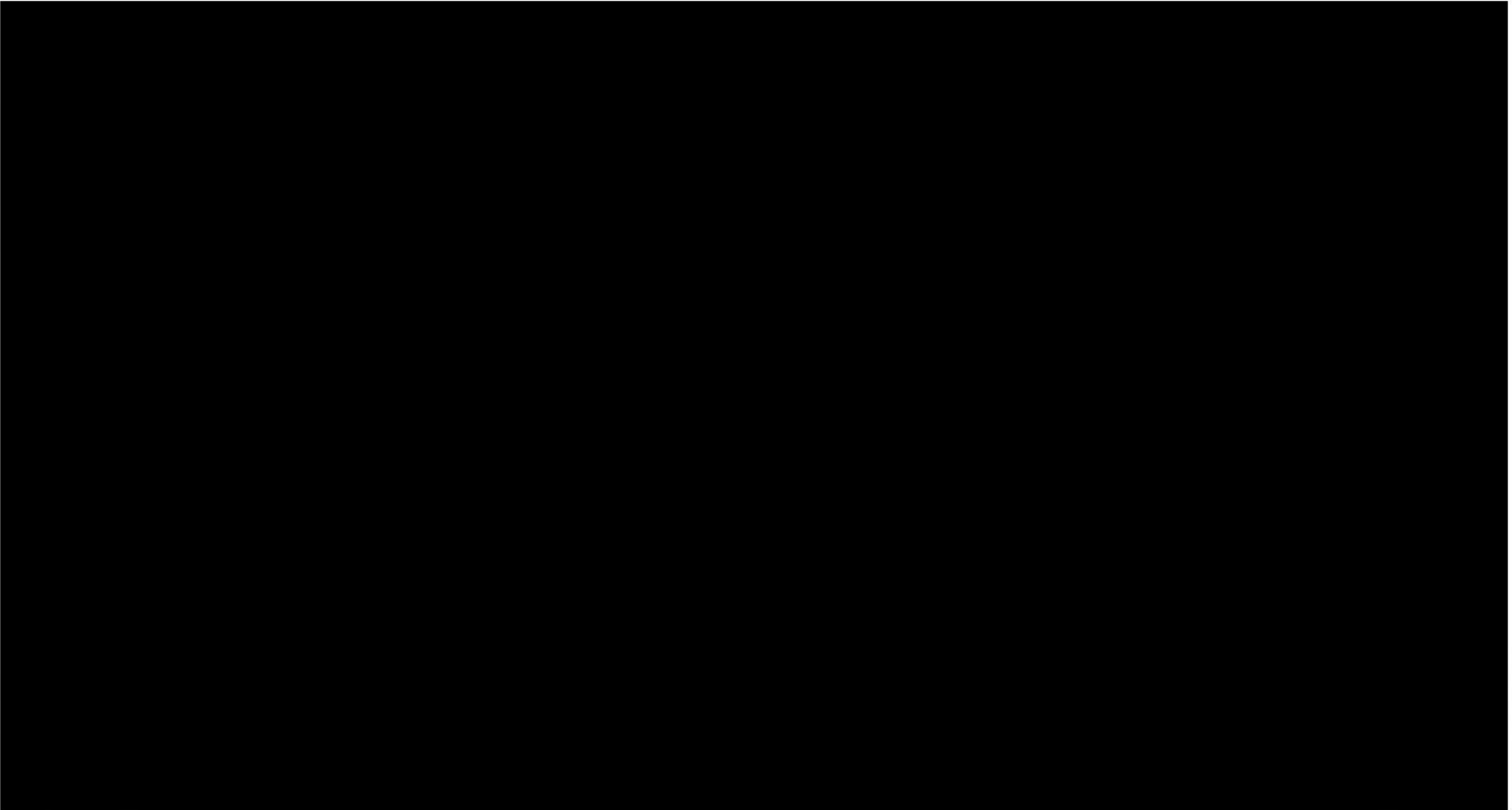


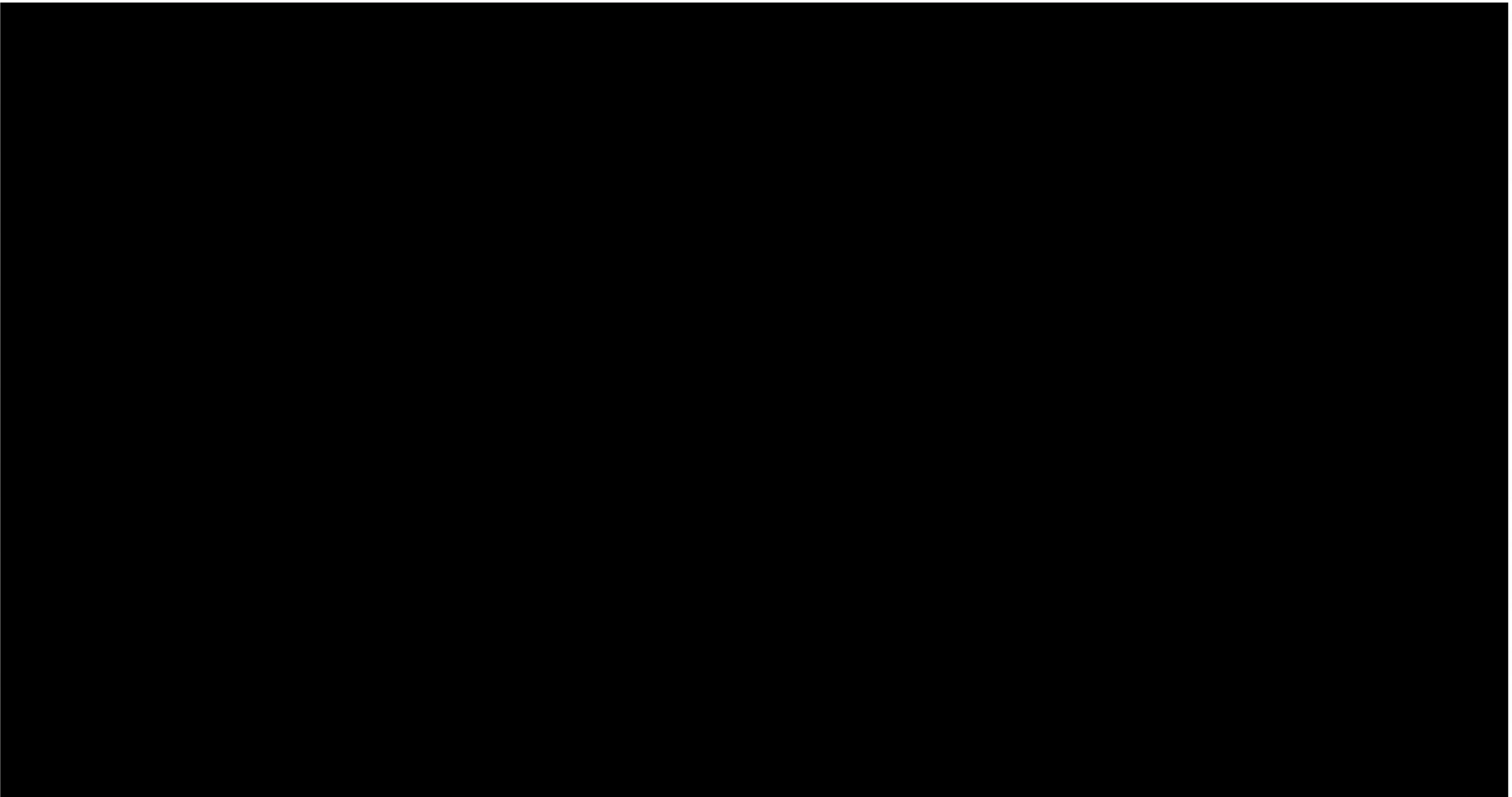


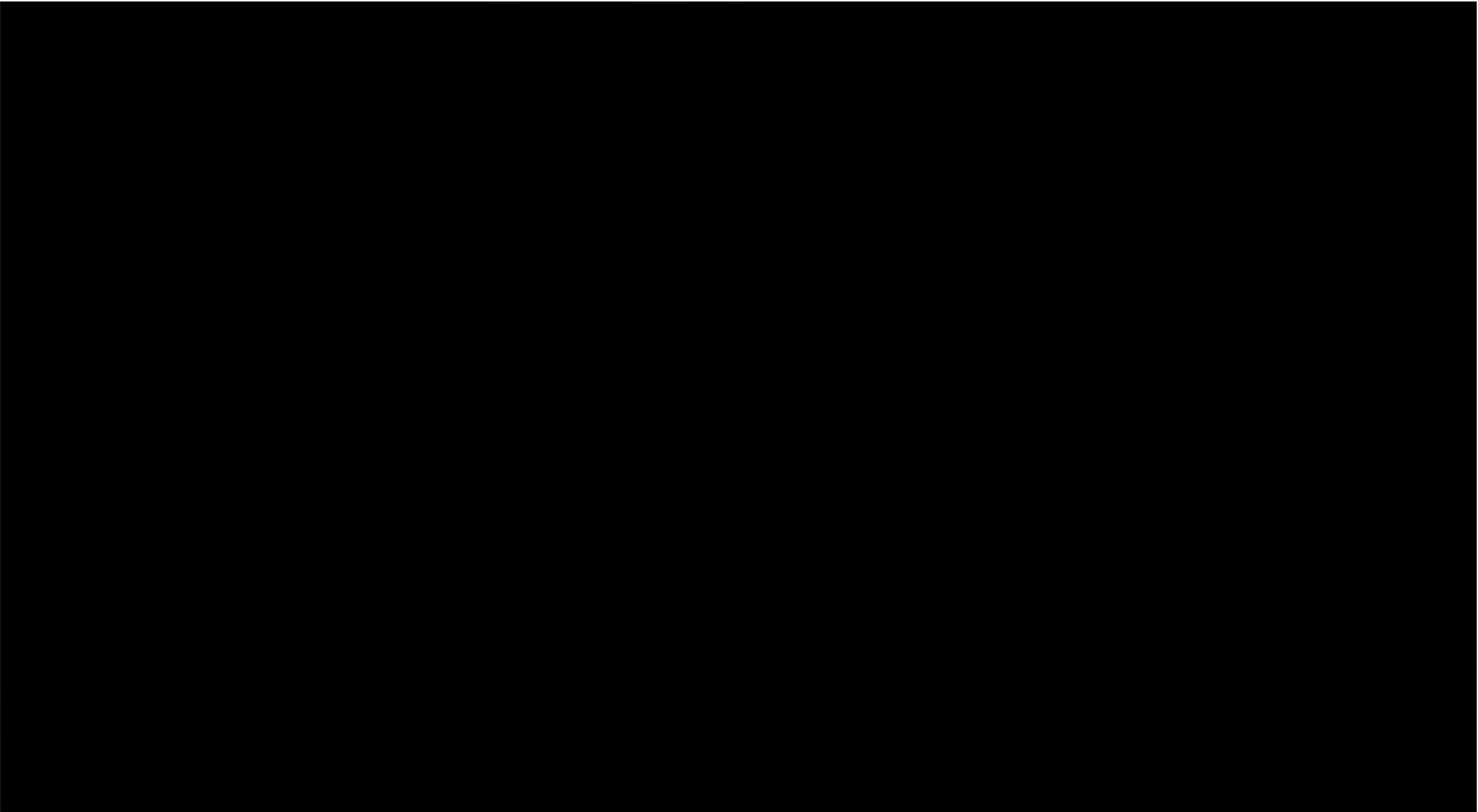


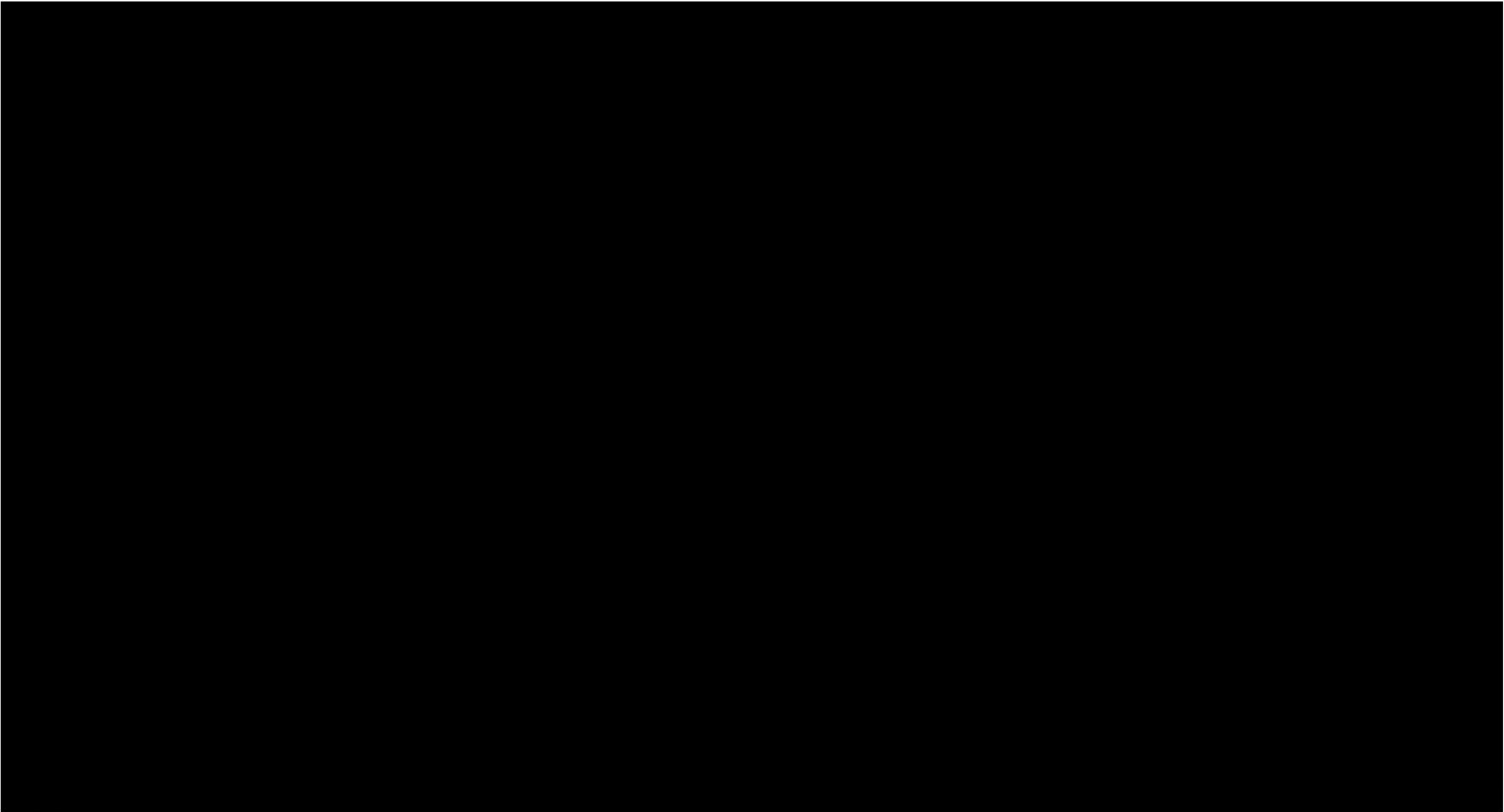


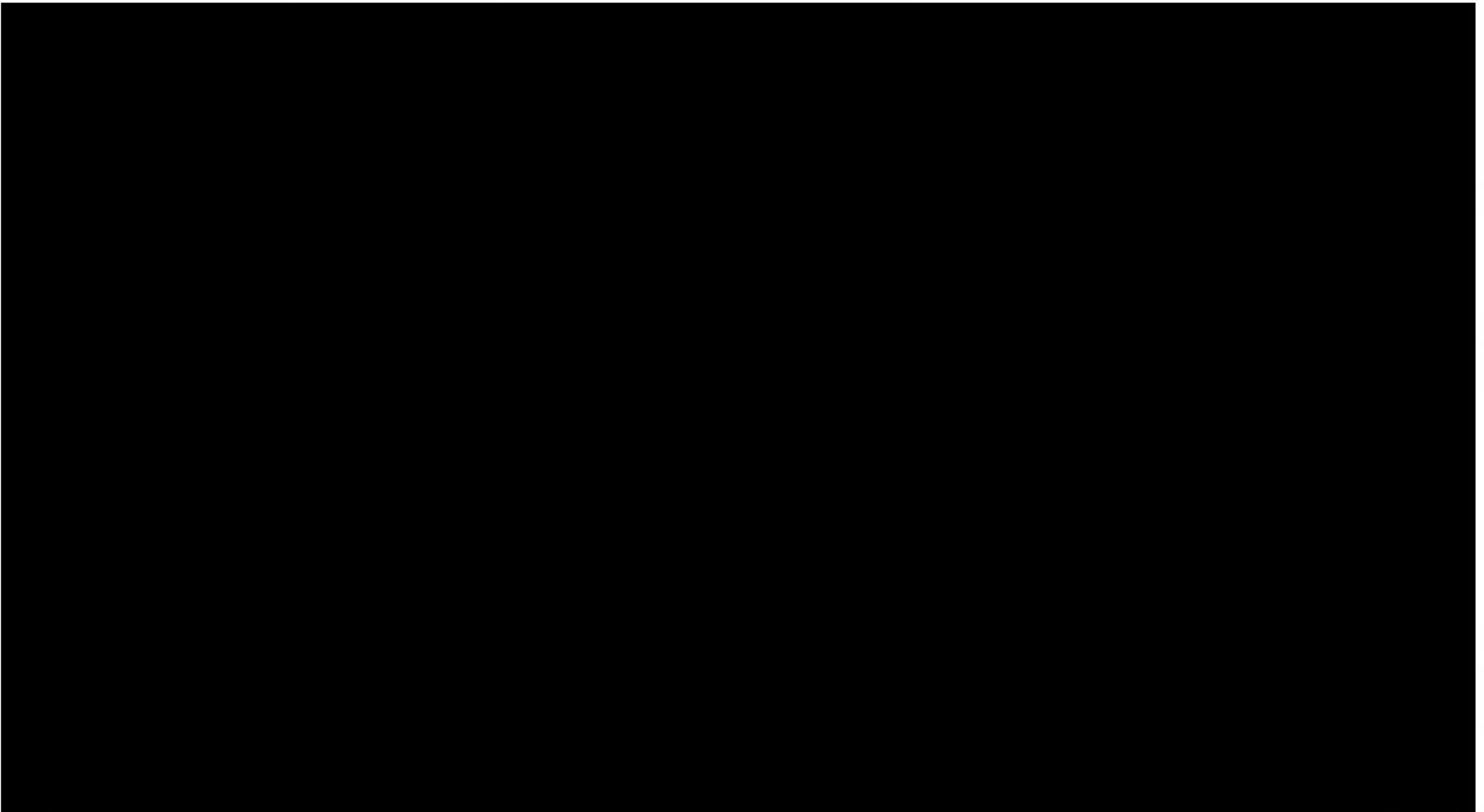












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