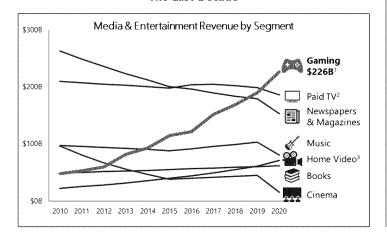


# Game Industry Landscape

Gaming is the largest and fastest growing segment in media & entertainment.

## The Last Decade



## The Next Decade

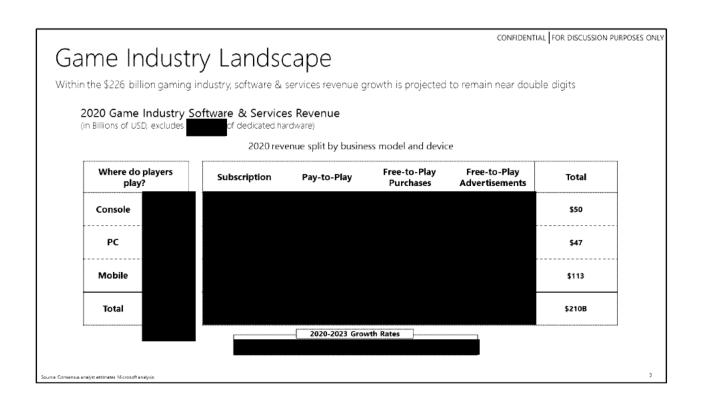
## Generational Tailwinds

As new generations grow up playing games, overall adoption and medium preference continue to increase.

## Projecting growth from 2020 to 2030:

- \$225 billion to \$500 billion
- 3.0 billion players to 4.5 billion
- 35% of global population to 50%

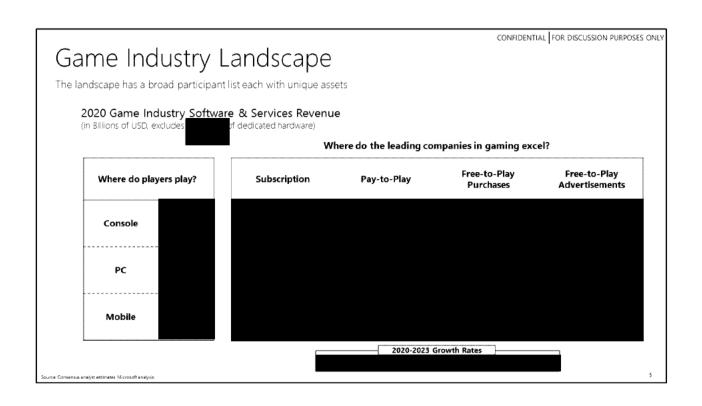
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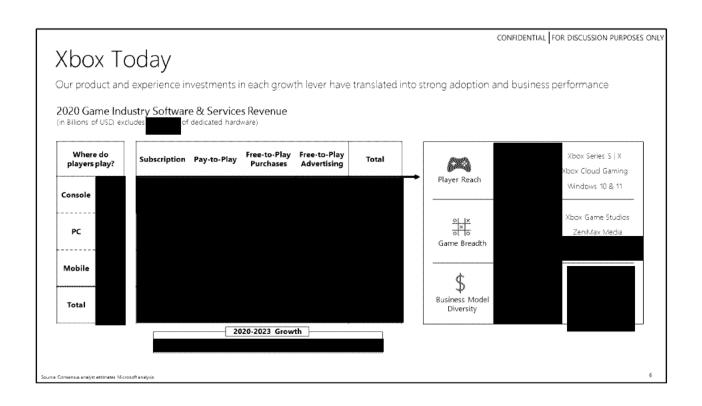


# Top Companies in Gaming by Reported Revenue

Company Headquarters		Key Platform Assets Key Content Assets		2020 Revenue	
Tencent China WeCh		WeChat, QQ, Tencent Store	League of Legends, Honor of Kings	\$29 billion	
Sony Japan PlayStat		PlayStation	Spiderman, God of War, Gran Turismo	\$24 billion	
Google (Alphabet)	U.S.A.	Google Play, YouTube, Stadia	N/A	\$16 billion	
Nintendo	Japan	Switch	Mario, Zelda, Pokémon	\$16 billion	
Apple	U.S.A.	iPhone, iOS App Store	N/A	\$14 billion	
Microsoft U.S.A. Xbo		Xbox, Windows	Minecraft, Halo, Forza, Elder Scrolls	\$13 billion	
Netease China N/A		N/A	Westward Journey	\$8 billion <sup>2</sup>	
Activision Blizzard	U.S.A.	Battle.net (PC store)	Call of Duty, World of Warcraft, Candy Crush	\$8 billion	
Valve	U.S.A.	Steam (PC store)	DotA, Counterstrike, Half Life, Team Fortress	\$6 billion <sup>3</sup>	
Electronic Arts	U.S.A.	Origin (PC store/service)	FIFA, Madden, Battlefield, Need for Speed	\$6 billion	
s: Consensus analyst estimates, public fin:	encial disclosures, Microsoft analysis. only: Advertising network share (e.g., Google) is n		All Others	\$86 billion	

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# Activision Blizzard Overview

Activision Blizzard brings world class content across console, PC, and mobile

Reporting Segments

Recent Performance<sup>1,2</sup>

**Key Assets** 



#1 console publisher

Revenue: \$4.0 billion Op Income: \$1.8 billion

Users: 119 million (MAU)

Call of Duty: #1 Console franchise since 2005 by revenue Call of Duty Mobile: Top-15 core Mobile franchise by revenue

Call of Duty Warzone: 100+ million downloads

Crash Bandicoot | Guitar Hero | Spyro: Deep back catalog

Diablo | Hearthstone | Overwatch | StarCraft | World of Warcraft:

#3 PC publisher

Revenue: \$2.0 billion

Op Income: \$0.7 billion

\$1+ billion lifetime revenue each Battle.net: Full-featured PC store

Users: 26 million (MAU)



Revenue: \$2.5 billion

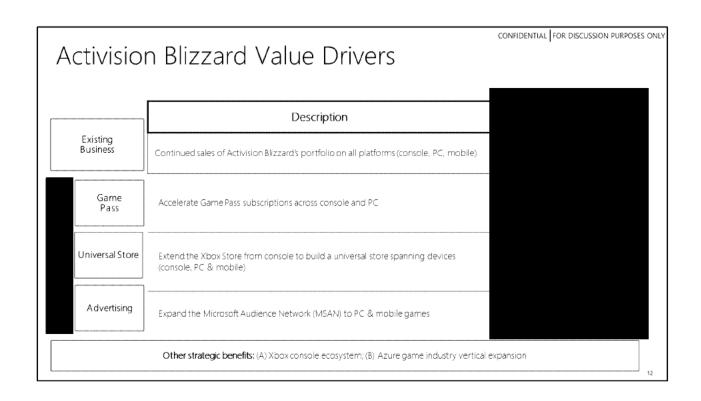
Op Income: \$1.0 billion Users: 245 million (MAU) Candy Crush: #2 social-casual Mobile franchise by revenue

Source: Activision Bitzzard: App Annie, Microsoft analysis.

1: Reverse and Dp Income are trailing four quarters, 2: Users reflects monthly active users (MAU); November 2021.

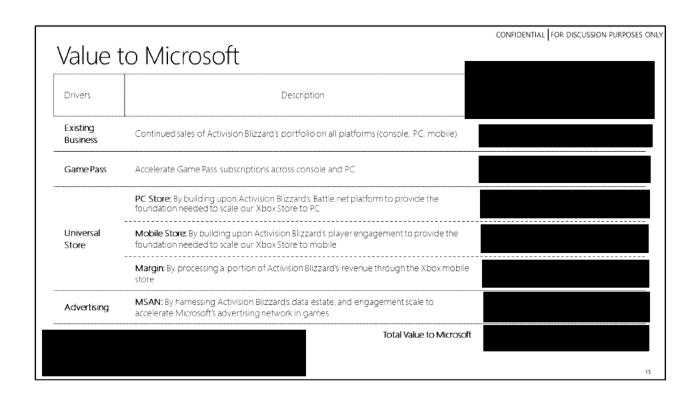
2: Reflects were company ranking.

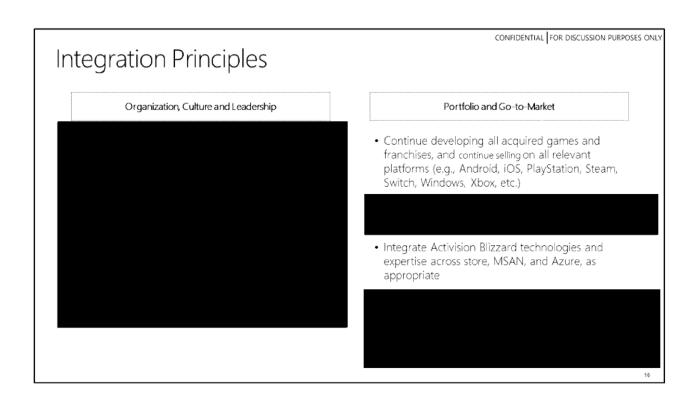
CONFIDENTIAL FOR DISCUSSION PURPOSES ONLY Better Together Activision Blizzard's differentiated assets would materially accelerate Xbox's core growth investments **Game Pass Universal Store Advertising** Extend the Xbox Store from console to Expand the Microsoft Audience Network Accelerate Game Pass (MSAN) to PC & mobile games build a universal store spanning devices subscriptions across console & PC Call of Duty Battle.net Call of Duty Mobile Crash Bandicoot Call of Duty Mobile Candy Crush Diablo Call of Duty Warzone Hearthstone Guitar Hero Candy Crush Overwatch Hearthstone Spyro StarCraft World of Warcraft











## Activision Blizzard Overview

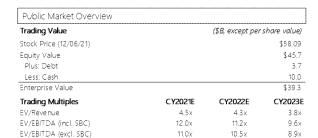
## Company Overview

- Developer and publisher of video games on console, PC, and mobile. Operates through Activision Publishing, Blizzard Entertainment and King Digital Entertainment segments
- Headquarters: Santa Monica, CA
- Employees: 9,500
- Users: 390M MAU as of 9/30/21 (119M Activision, 26M Blizzard, 245M King)
- Revenue breakdown (FY20A): Americas (55%), EMEA (33%), Asia Pacific (12%); console (34%), PC (25%), mobile (32%), other (8%)
- Founded: 1979, IPO in 1993 (NASDAO: ATVI)
- Ownership: 8% Vanguard, 7% BlackRock, 7% Capital Research and Management, 5% The Public Investment Fund of the Kingdom of Saudi Arabia
- Latest Acquisitions: Digital Legends (mobile game developer; Oct. '21), Omniata (customer analytics and marketing automation, Jan. '18), Major League Garning (Esports and game tournaments, Jan. '16 for \$46M), King Digital Entertainment (online and mobile games, Nov. '15 for \$5.0B)

## Analyst Summary (based on 30 analysts)

- Mean / Median: \$93.90 / \$95.00
- Range: \$54.00 \$125.00
- Recommendations: 77% Buy / 20% Hold / 3% Sell

Source: Company filings: Company website. Thomson: Capital I/Q. Note: Financials: passed on consensus estimates: Revenue is in GAAP figures. EBITDA excludes non-recurring items:



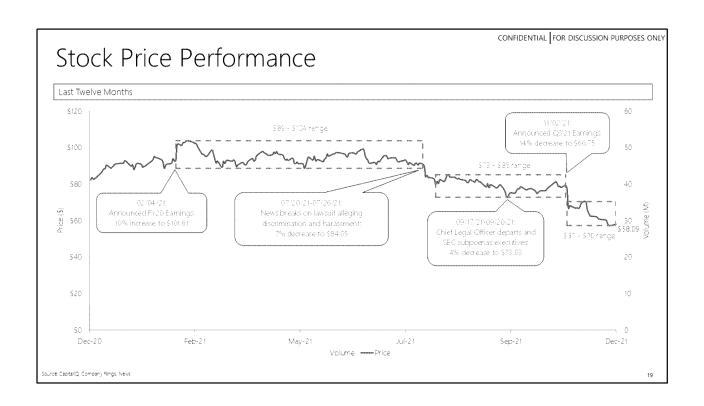


17

# Leadership Team and Board of Directors

Management Team							
Name	Title	Joined	Experience				
Bobby Kotick	CEO	1991	Chairman and CEO of Activision; Director at The Coca-Cola Company, Los Angeles County Museum of Art				
Daniel Alegre	President and COO	2020	President of Global Retail and Shopping at Google, VP at Bartelsmann Media				
Armin Zerza	CFO	2015	Chief Commercial Officer at Activision Blizzard, several CFO roles at Proctor. & Gamble				
Sandeep Dube	Chief Commercial Officer	2021	SVP of Pricing and Revenue Management at Delta Air Lines				
Fernando Machado	CMO	2021	CMO at Restaurant. Brands International, several roles at Unilever				
Helaine Klasky	Chief Communications Officer	2020	Chief Communications Officer at SoundExchange, GE Energy Management, and Yale University				
Julie Hodges	Chief People Officer	2021	Human Resources executive at The Walt Disney Company				
Grant Dixton	Chief Legal Officer	2021	SVP, General Counsel and Corporate Secretary at the Boeing Company				
Brian Bulatao	Chief Administrative Officer	2021	Under Secretary of State for Management, COO at the CIA, Airborne Infantry Officer				
Frances F. Townsend	EVP of Corporate Affairs	2021	Vice Chairman, General Counsel and Chief Administrative Officer at MacAndrews & Forbes, Corporate Partner at Baker Botts				
Rob Kostich	President, Activision	2004	General Manager and EVP of Call of Duty Franchise at Activision, several leadership and marketing roles at Verisign,				
Mike Ybarra	Leader, Blizzard	2019	EVP and General Manager of Platform and Technology at Blizzard, CVP of Xbox Live, Xbox Game Pass, Mixer at Microso				
Humam Sakhnini	President, King	2009	CFO and Chief Strategy Officer at King, Partner at McKinsey & Company				
			Board of Directors				
Name	Title	Joined	Experience				
Brian Kelly	Chairman of the Board	1995	Co-Founder of Call of Duty Endowment; Founder and Chairman of the Juvenil Diabetes Cure Alliance				
Bobby Kotick	Director, CEO	1991	Chairman and CEO of Activision; Director at The Coca-Cola Company, Los Angeles County Museum of Art				
Reveta Bowers	Director	2018	Administrator at The Center for Early Education; Director at the L.A. Philharmonic, Director at The Walt Disney Company				
Robert Corti	Director	2003	EVP and CFO at Avon Products, Director at Bacardi, Avon Products Foundation, ING Direct				
Hendrik Hartong III	Director	2015	Chairman and CEO of Brynwood Partners, President and CEO of Lincoln Snacks; Chairman at Harvest Hill Beverage and Hometown Food				
Barry Meyer	Director	2014	CEO and Chairman at Warner Brothers Entertainment; Director at USC School of Cinematic Arts, Federal Reserve Bank of San Francisco				
Robert Morgado	Lead Independent Director	1997	Chairman and CEO at Warner Music Group; Director at Maui Arts & Culture Center, Chairman at Maroley Media Group				
Peter Nolan	Director	2013	Managing Partner and Senior Advisor at Leonard Green & Partners; Director at AerSale Holdings, Diamond Wipes International				
bang Ostfoffcan, Wessite	Director	2020	Chief Content and Advertising Business Officer at Spotify, Co-founder at Conde Nast Entertainment				

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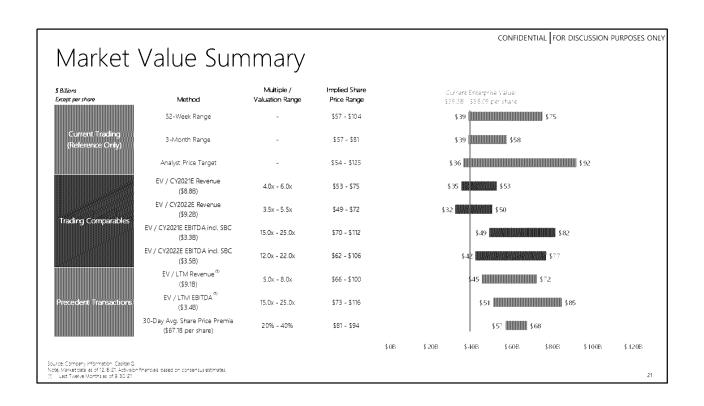


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S, millions	Price	% 52-wk	Equity	Enterprise	EV/Rever	nile	EV/EBITE	Δ	Revenue Gr	owth	EBITDA Margin %	(Incl. SBC)
ex. per share	12/6/21	high	Value	Value	CY 21E	CY 22E	CY 21E	CY 22E	CY 21E	CY 22E	CY 21E	CY 22E
Activision Blizzard	\$58.09	56%	\$45,687	\$39,337	4.5x	4.3x	12.0x	11.2x	9%	5%	37%	38%
U.S./Europe												
Roblox	\$113.25	80%	\$74,555	\$72,641	42.0x	34.2x	NM	NM	87%	23%	(20%)	(26%)
Electronic Arts	\$126.31	84%	\$36,942	\$36,870	5.2x	4.7x	19.8x	18.6x	25%	10%	26%	25%
Take-Two	\$164.40	76%	\$18,984	\$16,689	5.1x	4.3x	34.2x	27.7x	(0%)	19%	15%	15%
Embracer	\$10.27	69%	\$10,887	\$9,797	6.5x	4.6x	20.0x	11.7x	72%	43%	33%	39%
Ubisoft	\$45.96	46%	\$5,800	\$6,488	2.6x	2.2x	NM	NM	16%	16%	5%	4%
CD Projekt	\$45.16	40%	\$4,549	\$4,299	19.9x	14.2x	NM	30.2x	(59%)	40%	38%	47%
			N	Aean <sup>io</sup>	7.9x	6.0x	24.7x	22.0x	11%	26%	23%	26%
			N	Aedian <sup>(1)</sup>	5.2x	4.6x	20.0x	23.1x	16%	19%	26%	25%
Asia												
Nintendo	\$446.32	73%	\$52,363	\$39,412	2.7x	2.7x	7.6x	7.8x	(2%)	(2%)	36%	35%
Krafton	\$400.06	81%	\$18,719	\$15,769	8.9x	5.4x	20.3x	11.6x	5%	64%	44%	47%
Square Enix	\$53.15	83%	\$6,365	\$5,102	1.7x	1.6x	9.9x	8.8x	4%	4%	17%	19%
Capcom	\$24.34	73%	\$5,197	\$4,260	4.0x	4.3x	11.0x	9.7x	29%	(8%)	36%	45%
			N	Mean	4.3x	3.5x	12.2x	9.5x	9%	15%	33%	36%
			N	Aedian	3.3x	3.5x	10.4x	9.2x	5%	1%	36%	40%
Mobile/Hypercasual												
Applovin	\$89.82	77%	\$36,147	\$36,845	13.2x	9.8x	NM	37.6x	92%	35%	22%	26%
Playtika	\$17.70	49%	\$7,440	\$8,941	3.5x	3.1x	15.9x	12.0x	9%	11%	22%	26%
Netmarble	\$100.33	78%	\$8,221	\$7,929	3.7x	2.9x	34.1x	16.8x	0%	29%	11%	17%
Zynga	\$6.21	50%	\$7,448	\$7,673	2.8x	2.5x	22.2x	14.2x	41%	11%	12%	17%
			V	Mean	5.8x	4.6x	24.0x	20.2x	35%	22%	1796	22%

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# Redacted

**Privileged Attorney-Client Communication** 

24

# Next Steps

- Complete preliminary due diligence and engage in negotiations of a non-binding proposal for an acquisition of Activision Blizzard
- Conduct confirmatory due diligence and negotiate transaction documents
- Provide update to the Board and, if warranted, request approval to proceed with signing definitive transaction documents and announcement

25

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Appendix 1: Supplemental Information

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CONFIDENTIAL	LEOR	DISCUSSION	PLIRPOSES	ONLY
CONFIDENTIAL	I ron	DISCUSSION	PURPUSES	CIVILI

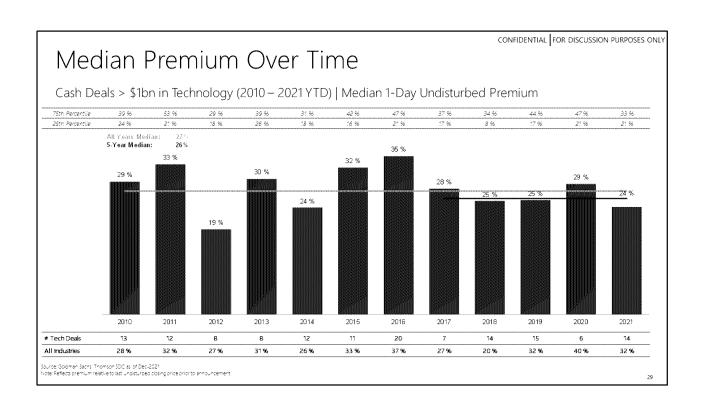
# **Precedent Transactions**

			Enterprise	EV/LTM	EV/LTM	
	Target	Acquirer	Value (\$M)	Revenue	EBITDA	Target Main Titles
10/18/21	GSN Games	Scopely	\$1,000	NΑ	Njá	Solitaire Tri Peaks, Bingo Basn, Wineel of Fortune
08/11/21	SpinX	Netmarple	\$2.190	4.8x	15.0x	Cash Frenzy, Lotsa Słots, Jackbot World, Vegas Friends, Jackbot Crush
08/06/21	Starianc	Zynga	\$525	NA	N/A	Gorf Rivet
06/23/21	Playdemic	Electronic Arts	\$1,400	NA.	17.5×	Gof Starr
05/20/21	Jam City	DPCM Capital	21.196	2.1x	NA.	Bingo Popi Cookie Jam, Harry Potter, Hogwarts Mystery, Prozen Adventures
02/25/21	innova	Eraq Giogal 7	\$133	3.3x	8.0x	Lineage 2. Raginarők Online, Point Blank
02/08/21	Glu Modře	Bectronic Arts	\$2,100	3.9x	27.0x	Coivet Fashion, Deer Hunter, Design Home, Disney Sorgerer's Airena
02/03/21	Aspyr Media	Empracer Group	510C	NA	NA	Sig Melen's Chilization VI, Lavers of Fear Observer Star Wars re-releases
02/02/21	Gearpox Software	Empracer Group	\$363	NA.	NA.	Duke Nukel/( Forever Borderlands, Brothers in Arms, Half Life
02/01/21	Nexters Global	Kismes Acquisition One Corp	51,900	5.0x	NA.	Hero Wars, Island Experiment, Throne Rush
12/18/20	Supler Free Gamies	Stifffort Group	\$150	NA	N/A	Word Collect, Trivia Star Word Nut
12/18/20	Sandbox interactive	Stillfront Group	\$158	NA	N/A	Albion Chline
12/14/20	The Codemasters Software	Bectronic Arts	\$1.183	7.9x	30 tx	F1 franchise games, Race Driver Dirt
12/01/20	Daypresk Game Company	Erad Global 7	\$300	3.9x	NA.	EverQuest, The Matrix Online, PlanetSide, Star Wars Galaxies
11/18/20	Flying Wile Hop	Koon Media	\$137	NA	NA	Evil West, Snadow Warrior, Devolverland, Ronin, Hard Reset
09/21/20	ZeniMax Media	Microsoft	\$7.500	10.6x	NA	The Boler Scrolis, Pallout, DOOM, Wolfenstein
08/28/20	Le/Ou	Tencent	\$1367	5.9x	15.8x	šam urai šnogotym
06/01/20	Peak Games	Zynga	\$1.800	2.8×	14.6x	Toon Blast, Toy Blast
04/28/20	Jacex	Macarthur Foltune Holding	\$590	4 4x	NA.	Runescape
02/13/20	Saper interactive	Empre cer Group	5525	5.0x		World War Z Show Runner, The Witcher 3 NBA Playgrounds, Halo Online
08/26/19	Serious :	Playtica	\$275	5.0x	NA.	Best Fiends
08/19/19	inspirals Games	Sony	\$229	NA.	hak.	Manyel's Spider-Man, Ratchet & Clank, The Unspoken, Sprig of the Deep
08/15/19	Catalis Curve Digital	NormEdde Capital	\$111	NA.	NΔ	Emor, Hossnot Racing, A Knight's Quest, American Fugitive, Benotiter
12/20/18	Small Gart Garnes	Z <sub>i</sub> nga	5560	NA.	NA.	Rope Racers Empires & Puzzles
09/13/18	Shenaau Technology Holainas	Zheliang Century Huatong Group	\$4 344	NA	NA.	Ragnarok Online, Dungeons & Draggors, The World of Legend, MapleStory
09/06/18	CCP Games	Pend Apyss	\$225	NA.		Eve. Dust 514. Gurlack
08/15/19	Biuenole Studio	Tencent	\$509	NA	NA	TERA, Devilar, Player Jinknown's Battlegrounds, PuBG
06/10/18	Ninia Theory	Microsoft	\$117	6.0x	16.0v	heliplage Bleeping Egge VR Projects
05/30/18	Avalanche Studios	Noraisk Film	\$136	NA.		Just Cause Man Man
02/14/18	Koon Media	THO Nordic	\$149	NA.	104	Saint's Row Metro games (under Deep Silver)
11-29-17	Bio Fish Games	Aristodrat Technologies	\$990	2.2x	11.9x	Drawn, Fainvay Solitaire, Hidden Expedition
1/09/17	Residance Entertainment	Bectronic Arts	\$315 \$315	NA.		Titanfall Star Wars VR
02/01/17	Social Point	Take-Two Interactive Software	\$250	2.8x	12.6x	Dragon City, Monster Legenos
07/30/16	Playtika	Giant Investment	54 400	NA.	13.0x	
07/04/16	Splash Damage	Leyou Technologies	\$150	NA NA	14.54 A44	Blockbuster sequels: Wolfenstein, Enemy Territory Gears of War
06/21/16	Spiesh perrage Suberces	Tencent Holdings	\$10,200	4 4y	11.0x	
11/02/15	Kng Digital	Activition Biggard	\$5,000	2.4x	6.9x	
10.460.10	es. A militar	WCBAING., DWTTBLG				estoy ettain isin riches, retirese
			Mean	4.7x	14.8x	
			Median	4.4x	13.8x	

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		c Technology Cash Tran			SSION PURPOSES O
nnouncement ate	Years   (\$ in billions)	Acquirer	Transaction Value	Premium to Undisturbed	Premium to 52-Weel High
ct-2018	RedHat	IBM	\$ 32.6	63 %	8 %
un-2016	Linkedin	Microsoft	24.5	50	(23)
pr-2021	Nuance	Microsoft	19.0	23	11
JI-2018	CA Technologies	Broadcom	18.2	20	19
eb-2013	Dell	MSD Capital; Silver Lake; Dell	17.3	28	(24)
un-2015	Altera	Intel	15.4	22	11
ov-2021	McAfee	Advent; Permira; GIC, Abu Dhabi Investment Authority; Canada Pension Plan; Crosspoint	13.5	23	(17)
an-2021	Change Healthcare	Optuminsight, Inc.	12.8	41	37
pr-2021	Proofpoint	Thoma Bravo	10.4	34	26
eb-2019	Ultimate Software Group	Blackstone; JMI Management; Hellman & Friedman; GIC; Canada Pension Plan; Ultimate Software Group	10.4	19	0
ar-2018	Microsemi Corp.	Microchip Technology, Inc.	9.9	7	6
eb-2018	CSRA, Inc.	General Dynamics	9.7	34	22
ec-2020	RealPage	Thoma Bravo	9.5	31	28
ın-2019	Cypress Semiconductor Corp.	Infineon Technologies	9.5	55	32
JI-2016	NetSuite	Oracle	8.8	19	10
ov-2016	Harman International Industries	Samsung	8.6	28	7
eb-2021	CoreLogic	Insight, Stone Point	7.5	51	51
ep-2014	Concur	SAP	7.2	20	1
ıg-2021	Inovalon	Insight; Nordic Capital; 22C Capital LLC	7.2	23	5
ug-2010	McAfee	intel	6.8	60	5
			Median Mean	28 % <u>}</u> 32 %	L9 %_j* 11 %
		Median Premium to Undisturb	ed for All Tech Deals sinc	e 2010 is 27%	$\neg \neg \neg$

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