



# Accelerating our growth journey **DOTEMU ACQUISITION**

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# Dotemu's acquisition

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Acquisition of 77.5% of the capital of Dotemu for €38.5 million, plus €15 million conditional on revenue elements, and a second additional payment subject to performance criteria (EBIT)



Focus Home diversifies its editorial line & positions itself in a high-growth segment  
Focus Home to strengthen its **capacity of development for independent games**



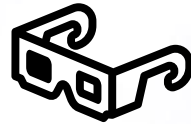
**Long-term partnership with Cyrille Imbert**, who remains CEO and shareholder of Dotemu and joins the Executive Committee of Focus Home Interactive Group

# Dotemu presentation

Dotemu initiates, develops and publishes retro titles, and acts as the executive producer and project manager in the context of developing a video game



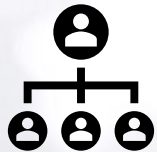
**Retrogaming:** A blooming segment of the ever-growing video games market



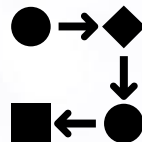
Dotemu: A pioneer that became the visionary leader of retrogaming development



**The Arcade Crew:** An unmissable publishing label that empowers indie studios



**Passionate team** of gaming specialists with unique expertise in identifying, developing and promoting high-potential licenses



**Deep technical expertise** and seamless end-to-end project execution



**Profitable growth** to be continued: clear strategic plan and exciting upcoming releases

Founded in 2007, based in Paris

Cyrille Imbert CEO since 2014

30 employees

15+ titles released since 2015

7 released planned for 2021/22

8 projects in development

# Retro gaming - a booming market

Retro gaming a booming segment

49%

*European players wanting to revisit the old games they discovered in their youth<sup>(1)</sup>*

41%

*Gamers eager to discover games they first missed on release<sup>(1)</sup>*

A gamer's obsession with nostalgia is fueling the new rise of vintage video games

## Vintage devices

*Playing games on the original hardware*



Retro devices accounted for c.20% of consoles sold in the US in 2018<sup>(2)</sup>

## New editions

*Playing on new versions of discontinued vintage consoles*



The Nintendo NES Classic outsold, in units, other consoles in June 2018<sup>(3)</sup>

## Emulation & porting

*Playing original games on new systems and hardware*

METAL GEAR SOLID 2  
SONS OF LIBERTY™



MGS2 has been released on Gog.com 19 years after its original release

## Remakes, sequels & spin-offs

*Modernization and redesign of old games for new platforms*



5m+ copies sold in 2020 for Final Fantasy VII Remake<sup>(4)</sup>

Sources: (1) GamesIndustry, ISFE and Ipsos Connect's GameTrack consumer survey, (2) The New York Times, (3) The Verge, (4) SquareEnix

# Dotemu's Ecosystem

## Developers

Studios in charge of the development of a game under Dotemu's executive production

## IP owners

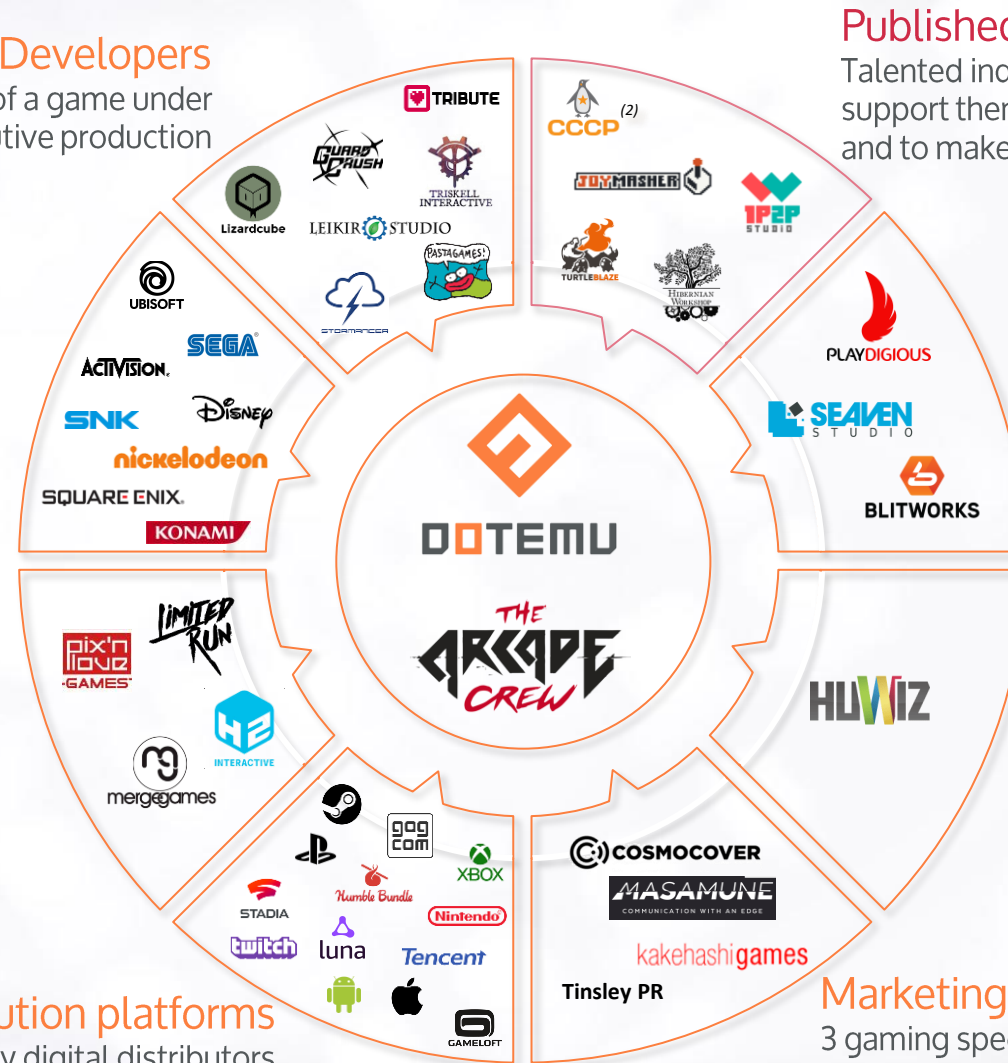
Licensors owning successful franchises which are no longer leveraged. Dotemu enables them to extract value from their portfolio with limited effort from their part

## Physical editions

Publishers and distributors of the physical editions of games

## Distribution platforms

Dotemu has built trusted relationships with key digital distributors fueling their catalogs with quality titles. These platforms provide key advantages to Dotemu, among which better visibility, significant prepayments, recommendation to IP owners, promotional offers with bundles, etc.



## Published studios

Talented indie studios needing The Arcade Crew to support them throughout their development journey and to make their game a success

## Porting providers

Development services to bring games to specific platforms and consoles

## QA testers

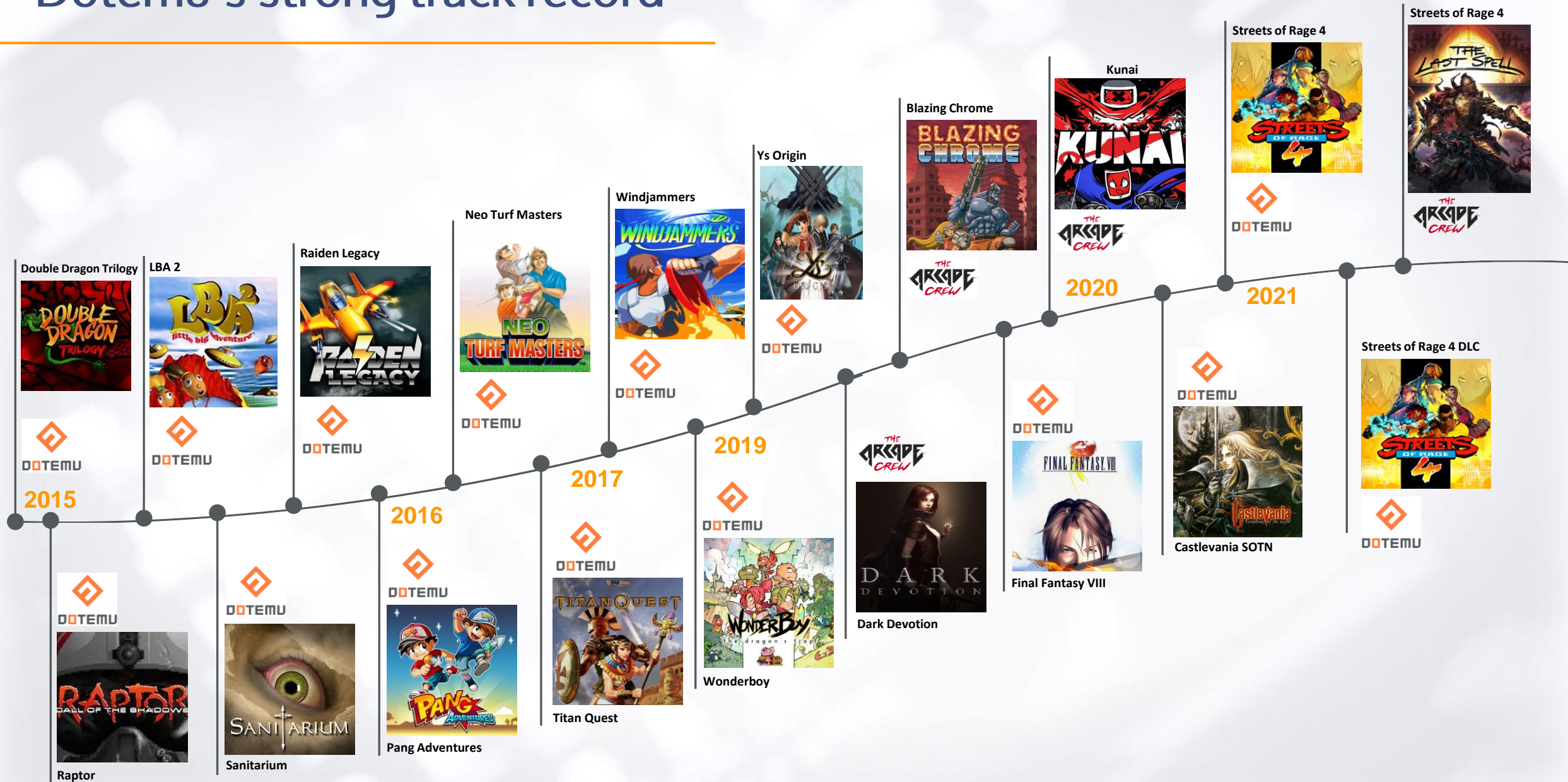
Quality control services providers

## Marketing/PR agencies

3 gaming specialists addressing specific geographic areas (North America, South America, Europe, Asia/Japan)



# Dotemu's strong track record



# Dotemu's Case Study

## Streets of Rage 4

Beat'em up



Platforms



Metacritic score

87

Units downloaded

2.5m+

Awards nomination



GOLDEN  
JOYSTICK  
AWARDS

PÉGASES

Release date

2020

Partners



IP owner



Lizardcube

Co-developer



Co-developer



Physical Edition

### Project background

- The development of Streets of Rage 4 was initiated by Dotemu in partnership with Lizardcube (already the Company's partner studio on one of its first successes – Wonderboy) and GuardCrush Games
- When Dotemu pitched the project to Sega in Japan in May 2017, Sega had been denying a new Street of Rage title for more than 20 years. The project was signed by the parties in January 2018, with Dotemu's reputation and successful collaboration on Wonderboy being key factors in convincing Sega

*'Streets of Rage 4': Polished, old-school, beat-'em-up action*

The Washington Post

*Buckle up: Streets of Rage 4 has just been announced*



*'Streets Of Rage 4' Announced, Reviving Cult Classic After 24 Years*

Forbes

*Streets of Rage 4: the return of the beat 'em up*

The Guardian



# Dotemu's Strong Line-up for 2021/22

## TMNT: Shredder's Revenge



4+ million views of the trailer

## Metal Slug Tactics



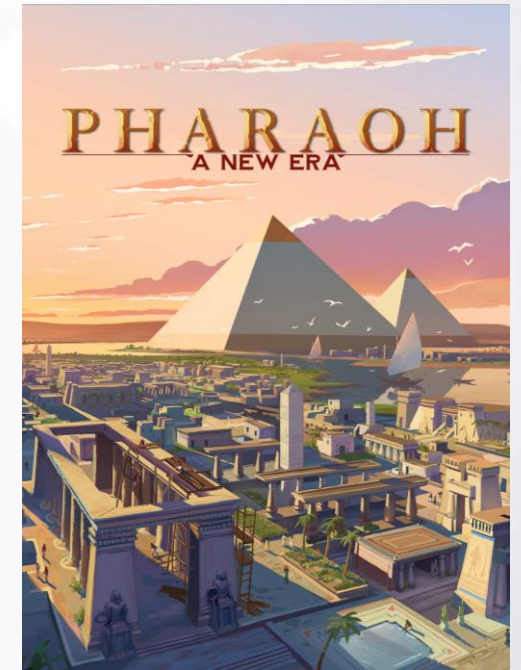
1 million views of the trailer

## Windjammers 2



High potential for e-sport market

## Pharaoh



One of the most expected city building game of the next years



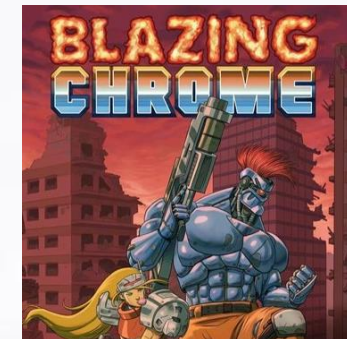
# Dotemu's Publishing Label: The Arcade Crew

## Publishing arcade-feel and retro-oriented games

- Created in 2018 but born in the 1980s, The Arcade Crew is the Company's publishing label dedicated to discover, produce and publish games with a retro feel developed by small, independent creative teams
- The Arcade Crew benefits from Dotemu's resources and years of experience in game scouting, development and marketing
- It has reviewed more than 150 projects from indie studios to date, a number that is increasing steadily as:
  - The Arcade Crew's notoriety generates more inbound contacts from studios
  - The team has proactively developed a scouting project identification capability that feeds the funnel



4 games have been published to date



To be released



# The Arcade Crew's Case Study

## The Last Spell *Tactical RPG Roguelite*



Platforms

PC 

Release date

June 2021

Unit Sold

135k+

Retail price at launch

€ 19.99

Partners



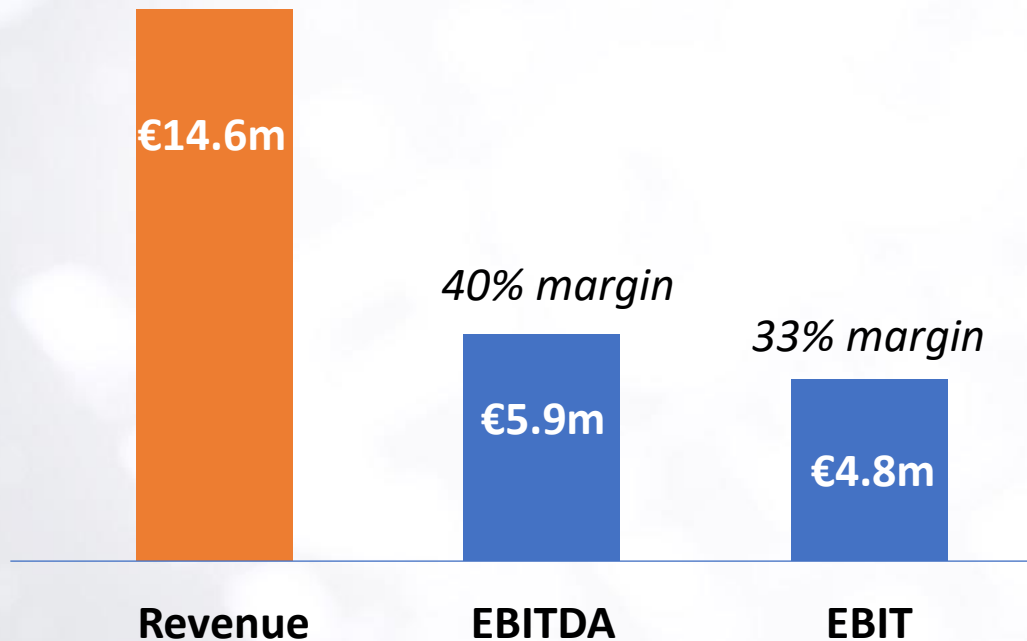
### Project background

- The game was spotted by The Arcade Crew during Gamescom in 2019
- The studio chose The Arcade Crew over its historical publisher
- The Last Spell is the first experience of an Early Access release for The Arcade Crew. The team has therefore carefully prepared this release with an **advanced benchmark** of the best production and marketing methods for Early Access releases
- After 8 weeks the game is already a **success with 135k+ game sold** on PC only.

# Dotemu's financial profile

A fast growing and profitable niche leader with great momentum and strong recognition

## 2020 figures



## Promising outlook

- ✓ Revenue predictability
- ✓ Strong line-up until 2023
- ✓ Ninja Turtle & Metal Slug Tactics highly expected

Ambition to triple revenue in the mid-term



# Dotemu's acquisition details

To acquire 77.5% of Dotemu Capital

€38.5m

At the closing of the operation



€15m

Based on Revenue  
elements end of  
December 2022



Earn-out

Based on performance (EBIT) for  
the next two years



Cyrille Imbert

To remain CEO of Dotemu  
22.5% of Dotemu shares



- To join Focus Home Executive Committee
- To be appointed Head of Independent publishing
- To benefit from liquidity agreement to become shareholder of Focus

# Focus Home Interactive with Dotemu synergies & perspectives

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## 1 Line-up

Enhance **Focus editorial line** in the fast growing market segment of retro gaming  
**Dotemu to benefit from Focus knowledge and support in AA games** and to penetrate the market of 3D games era (00's)

## 2 Structure

Dotemu will benefit from Focus Home Interactive **financial and operational means (communication, marketing, production, support, etc.)** to accelerate its growth plan

## 3 Production

Strengthen **production of Independent games**, by leveraging successes of The Arcade Crew and benefiting from Cyrille and his team expertise

## 4 M&A

**Talent identification** for projects and Indie studios acquisitions thanks to Dotemu's position in its ecosystem

# Q&A