



# TROPHY GAMES



## Q3 UPDATE 2024

Trophy Games Development A/S, Mikkell Bryggers Gade 4, 2nd floor, 1460 Copenhagen K, Denmark  
Company reg. no. 29240299. Accounting period: 1 July - 30 September 2024



# BUSINESS HIGHLIGHTS Q3/YTD 2024



## Revenue (m/DKK)

Q3	24.7m	<b>+56% YoY</b>
YTD	70.1m	<b>+71% YoY</b>



## EBITDA (m/DKK)

Q3	4.9m	<b>+69% YoY</b>
YTD	17.5m	<b>+150% YoY</b>



## EBT\* (m/DKK)

Q3	-0,4m	<b>-233% YoY</b>
YTD	7,6m	<b>+443% YoY</b>



Cash and cash equivalents  
**DKK 21.0m & no debt**  
at the end of September 2024



## Unique paying users

Q3	130,405	<b>+108% YoY</b>
YTD	290,303	<b>+109% YoY</b>



## User Payments

Q3	331,656	<b>+102% YoY</b>
YTD	865,399	<b>+99% YoY</b>



## Installs

Q3	6,063,235	<b>+157% YoY</b>
YTD	13,992,634	<b>+97% YoY</b>

\*EBT for Q3 2024 reflects a full impairment of Airport Tycoon, amounting to DKK 3.0m, following the closure of the subsidiary PIU-PIU LT, UAB. Excluding this impairment, the adjusted EBT for Q3 would be DKK 2.6m and DKK 10.6m YTD.

**Assets:**  
Petrobild F79  
Aleco Eurohaul  
Feld eTransking

**Game:**  
Truck Manager





# MESSAGE FROM THE CEO TO THE Q3 UPDATE



The third quarter is often a slightly slower quarter for the gaming industry as it coincides with holiday and exam periods. Nevertheless, we have managed to achieve another quarter of remarkable progress. We have experienced significant growth, increasing from 2.3 million installs in Q3 2023 to 6 million this quarter. Additionally, the number of payments has doubled compared to the same period last year. This is especially driven by Airline Manager, our new release Energy Manager, and the acquisition of Tivola. The takeover of Tivola’s games is now complete, and they are performing as expected.

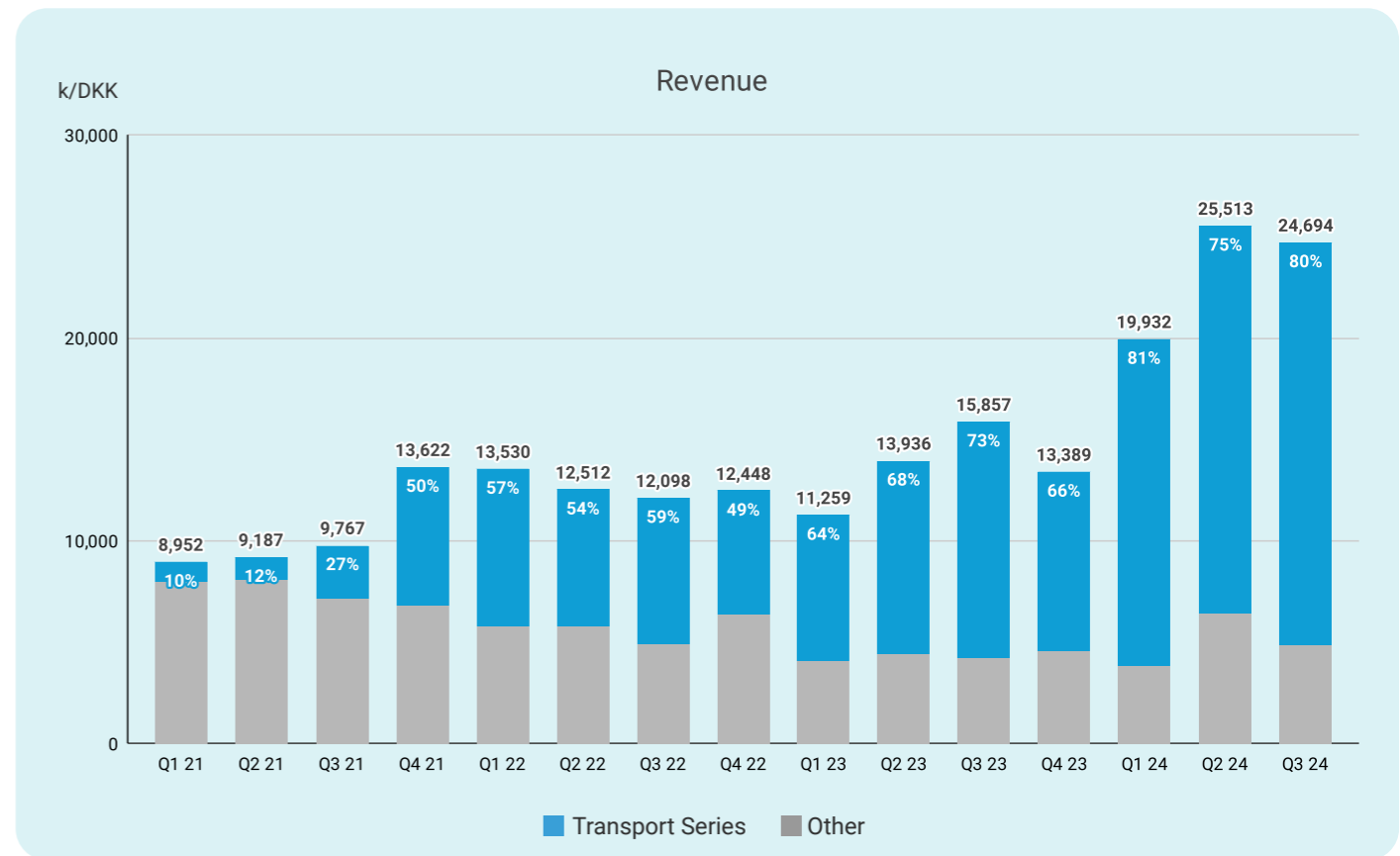
We could not be more excited about the future. We are releasing the much anticipated Truck Manager shortly and we also have both Farm Manager and Space Transport Manager in production, as well as Gold Miner Manager in pre-production, and a major update on the way for Transit King Tycoon.

At the same time, we must be careful not to leave untapped potential behind and move on too quickly to new titles. Our top funnel has never been stronger – we are receiving a consistent flow of new players into our games. Now it's time to take a closer look at the products and ensure that these millions of players get the best possible experience. Going forward, we will therefore invest more in developing the games that are already on the market, especially Airline, Train, Energy, and Shipping Manager, as well as Transit King Tycoon.

As our organisation expands, we remain mindful of the importance of maintaining focus and avoiding overextension. This entails making strategic decisions to discontinue projects that do not demonstrate sufficient potential for impact. This was the basis for the decision to close the Piu Piu studio and discontinue the development of Airport Tycoon.



Sincerely,  
Søren Gleie  
CEO, Trophy Games





# GAMES SERIES Q3/YTD BREAKDOWN

## Q3 2024

Game Series	k/DKK
Transport	
Airline	
Shipping	
Train	
Energy	
Other Transport*	
Other Titles	
HQ	
Total	

Revenue			Marketing			EBITDA			EBT		
DKK 24.7m			DKK 8.9m			DKK 4.9m			DKK (0.4m)		
Q3 2024	Q3 2023	Var.	Q3 2024	Q3 2023	Var.	Q3 2024	Q3 2023	Var.	Q3 2024	Q3 2023	Var.
19,795	11,640	8,155	8,849	5,202	3,647	3,063	1,259	1,804	(2,374)	(183)	(2,191)
7,843	5,586	2,257	2,853	2,095	758	2,441	1,232	1,209	2,184	976	1,207
2,645	3,617	(972)	718	2,756	(2,038)	1,067	(660)	1,728	412	(1,011)	1,423
1,388	1,216	172	805	351	454	6	264	(258)	(217)	164	(381)
6,333	-	6,333	3,591	-	3,591	731	(139)	870	650	(141)	791
1,585	1,221	364	882	-	882	(1,182)	563	(1,745)	(5,403)	(172)	(5,231)
4,898	4,218	680	38	8	30	2,846	2,586	260	3,038	1,498	1,540
-	-	-	-	-	-	(997)	(901)	(95)	(1,059)	(972)	(88)
24,694	15,858	8,836	8,887	5,210	3,677	4,913	2,943	1,970	(396)	342	(738)

## YTD 2024

Game Series	k/DKK
Transport	
Airline	
Shipping	
Train	
Energy	
Other Transport*	
Other Titles	
HQ	
Total	

Revenue			Marketing			EBITDA			EBT		
DKK 70.1m			DKK 20.5m			DKK 17.5m			DKK 7.6m		
YTD 2024	YTD 2023	Var.	YTD 2024	YTD 2023	Var.	YTD 2024	YTD 2023	Var.	YTD 2024	YTD 2023	Var.
54,894	28,280	26,615	20,494	11,732	8,762	11,713	4,028	7,685	2,427	(964)	3,391
22,980	16,255	6,724	6,686	6,322	364	8,764	3,999	4,765	7,957	3,084	4,873
10,803	7,242	3,561	5,378	5,049	329	1,070	(1,278)	2,348	(927)	(2,713)	1,786
5,455	1,366	4,090	2,414	361	2,053	614	(52)	666	146	(377)	523
10,216	-	10,216	5,043	-	5,043	1,712	(139)	1,852	1,543	(141)	1,684
5,441	3,417	2,024	974	-	974	(447)	1,498	(1,945)	(6,292)	(818)	(5,475)
15,252	12,766	2,486	12	56	(44)	9,042	5,914	3,128	8,583	4,552	4,031
-	-	-	38	35	3	(3,245)	(2,913)	(331)	(3,443)	(2,238)	(1,205)
70,146	41,046	29,101	20,544	11,823	8,722	17,511	7,029	10,482	7,567	1,350	6,217



# FINANCIAL RESULTS FOR Q3

## Financial overview

The financial results presented in this update reflect fully consolidated figures for Trophy Games Development A/S, Trophy Games Publishing ApS, Xombat ApS, Trophy Games Canada Inc., and PIU-PIU LT, UAB, for the period from July to September 2024, compared to the same period in 2023.

As announced in Company Announcement no. 12/2024 on September 6th, management has decided to shut down the subsidiary PIU-PIU LT, UAB. As a result, management has assessed that an impairment of the development project Airport Tycoon amounting to DKK 2,969K should be made at the group level. In addition, management has also made a full impairment of the parent company's receivable from the same subsidiary, amounting to DKK 3,513K. This impairment is eliminated in the consolidated figures for the group, as it pertains to an intercompany receivable.

## Revenue and gross profit

We delivered strong growth in both revenue and overall performance compared to the same period last year. Revenue increased to DKK 24,694K, representing a 55.7% year-over-year growth, primarily driven by our transport series. Notably, Energy Manager, which was not launched during the comparison period last year, has demonstrated robust development and has been a pivotal contributor to this growth.

Gross profit reached DKK 10,414K, a year-over-year increase of 36.2%. However, the gross profit margin declined to 42.2%, down from 48.2% in Q3 2023. This decrease is mainly due to increased marketing expenses, which rose 70.6% to DKK 8,887K from DKK 5,210K in Q3 2023. The higher marketing spend reflects our strategic investment in campaigns for the newly released game Truck Manager, which is yet another important game title driving future revenue growth.

## Costs and expenses

Direct costs, including payment processing fees and hosting expenses, reached DKK 6,299K in Q3 2024, compared to DKK 4,509K in Q3 2023, corresponding to direct costs representing 25.5% of revenue in this period, versus 28.4% in the same period last year. External costs, which encompass development and administrative

k/DKK	Q3 2024	Q3 2023	YTD 2024	YTD 2023
<b>Revenue</b>	24,694	15,858	70,146	41,046
Capitalised salary costs	2,507	3,237	7,950	9,534
Direct costs	(6,299)	(4,509)	(16,801)	(10,347)
External costs	(1,602)	(1,731)	(6,027)	(6,954)
<b>Direct Profit</b>	<b>19,300</b>	<b>12,855</b>	<b>55,270</b>	<b>33,278</b>
Marketing costs	(8,887)	(5,210)	(20,544)	(11,823)
<b>Gross Profit</b>	<b>10,414</b>	<b>7,645</b>	<b>34,725</b>	<b>21,456</b>
Staff costs	(5,500)	(4,701)	(17,215)	(14,427)
<b>EBITDA</b>	<b>4,913</b>	<b>2,943</b>	<b>17,511</b>	<b>7,029</b>
Depreciation, amortisation and impairment	(5,325)	(2,561)	(9,427)	(5,340)
Other operating expenses	-	-	(94)	(224)
Financial income/expenses	16	(40)	(423)	(115)
<b>Profit before tax</b>	<b>(396)</b>	<b>342</b>	<b>7,567</b>	<b>1,350</b>
Tax on income	(2,385)	237	(163)	309
<b>Profit for the year</b>	<b>(2,781)</b>	<b>579</b>	<b>7,403</b>	<b>1,659</b>

## Key figures

Revenue growth	55.7%	31.1%	70.9%	7.6%
Direct profit margin	78.2%	81.1%	78.8%	81.1%
Gross profit margin	42.2%	48.2%	49.5%	52.3%
Marketing spent percentage	36.0%	32.9%	29.3%	28.8%
Staff costs percentage	22.3%	29.6%	24.5%	35.1%
EBITDA margin	19.9%	18.6%	25.0%	17.1%



# FINANCIAL OVERVIEW FOR Q3

expenses, amounted to DKK 1,602K, a 7.5% decline from DKK 1,731K in the same period last year, reflecting our disciplined cost management efforts.

Staff-related expenditures rose to DKK 5,500K from DKK 4,701K in Q3 2023, reflecting the strategic expansion of our Transport Series Teams. Despite a measured approach to headcount growth, Trophy Games remains committed to attracting and retaining top-tier talent. This investment in human capital aligns with our long-term strategy to further scale the business and support future growth initiatives.

The capitalised portion of salaries has decreased from 68.9% to 45.6% in Q3 2024, reflecting the company's progress in advancing more games into their operational phases. Despite this shift, our EBITDA has increased slightly, demonstrating our ability to drive profitability even with a lower level of capitalised salaries. While capitalisation on games like Train Manager, Shipping Manager, and Idle Necromancer has concluded, the launch of new projects such as Truck Manager and Energy Manager positions us for continued growth and future revenue generation.

## Depreciation, amortisation and impairment

Depreciation, amortisation and impairments totaled DKK 5,325K in Q3 2024, compared to 2,561K in Q3 2023. The increase relates primarily to a one-time impairment of the project Airport Tycoon which amounts to DKK 2,969K, as management does not expect to further develop and complete the project. This is a direct consequence of closing our subsidiary PIU-PIU LT, UAB.

There is a small increase in depreciation year-over-year which is primarily attributable to the completion of additional development projects (game titles) and the allocation of purchase price (PPA) from strategic investments in prior periods. Since Q3 2023, we have begun depreciating two additional game projects, contributing to a 38.3% year-over-year increase in depreciation.

## EBITDA

In Q3 2024, our EBITDA reached DKK 4,913K, reflecting a 66.9% year-over-year increase from DKK 2,943K in Q3 2023. The EBITDA margin improved slightly to 19.9%, up from 18.6% in the same period last year. This growth underscores our continued success in managing operational expenses while driving profitability, with a clear focus on sustainable growth and maintaining a profit-oriented approach.

Sincerely,  
Aran Taghizadeh  
CFO, Trophy Games

**Assets:**  
25 MW Gravity Storage Tower

**Game:**  
Energy Manager





**TROPHY GAMES DEVELOPMENT A/S**

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