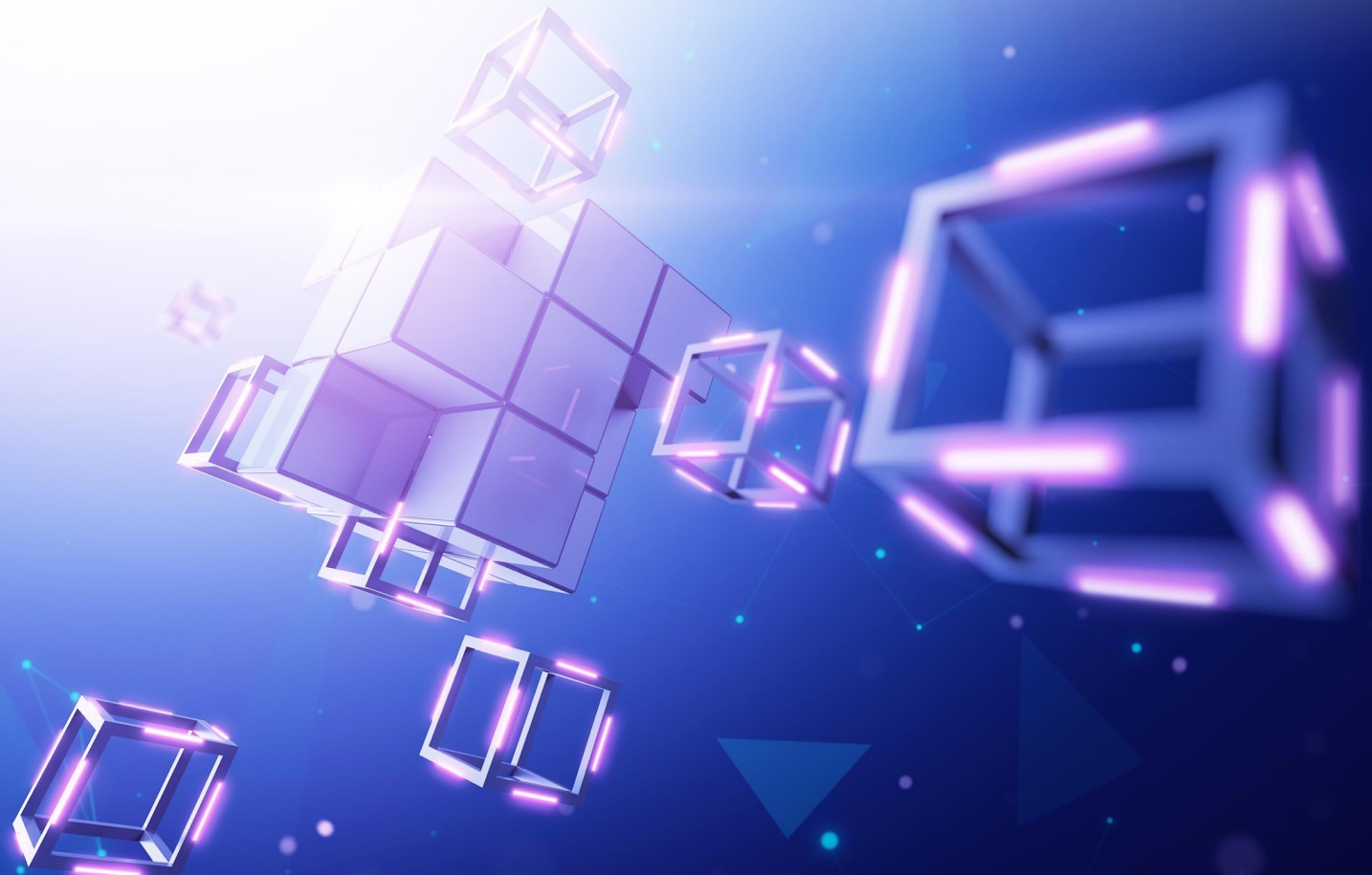


Vobile Group

Investor Presentation

➤ March 2022



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We aim to
**Build Essential Technology Infrastructure for
Protection and Monetization of
Global Digital Content Assets,
Improve the Efficiency of Value Distribution
Across Ecosystem**

Forge Ahead Despite Difficulties On the Way



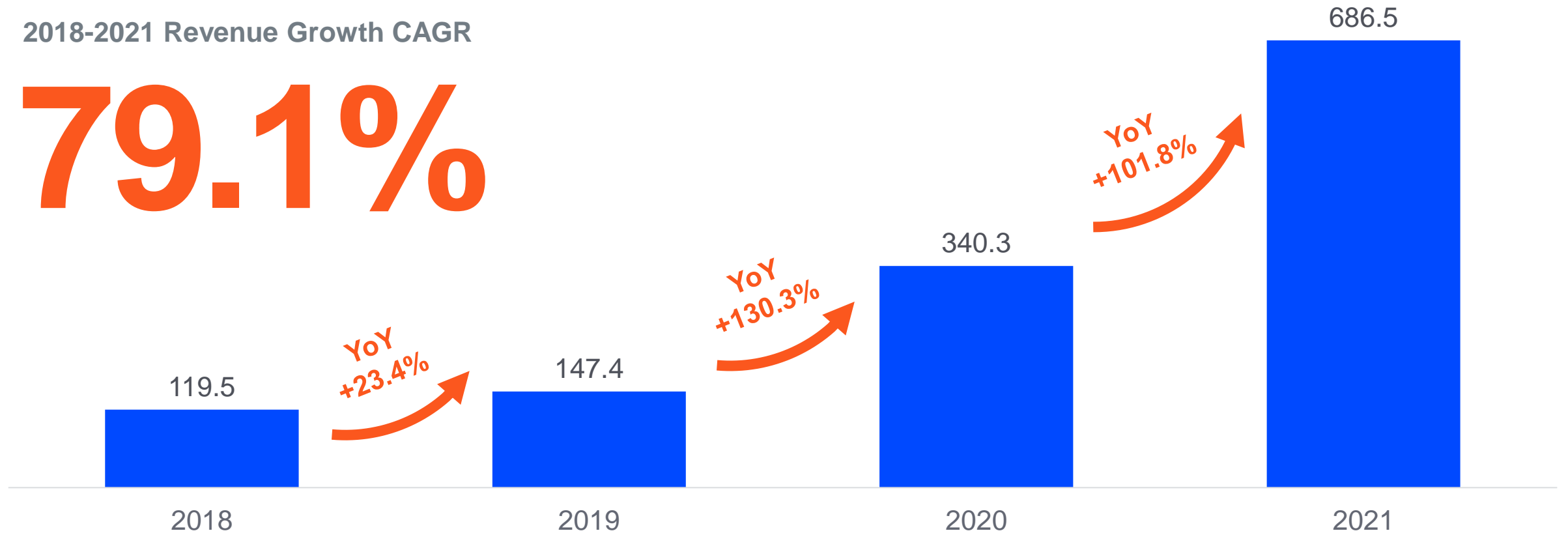
➤ 01 Highlights and Review

Continued High Revenue Growth

Strong Growth in Global Business Revenue (HKD mm)

2018-2021 Revenue Growth CAGR

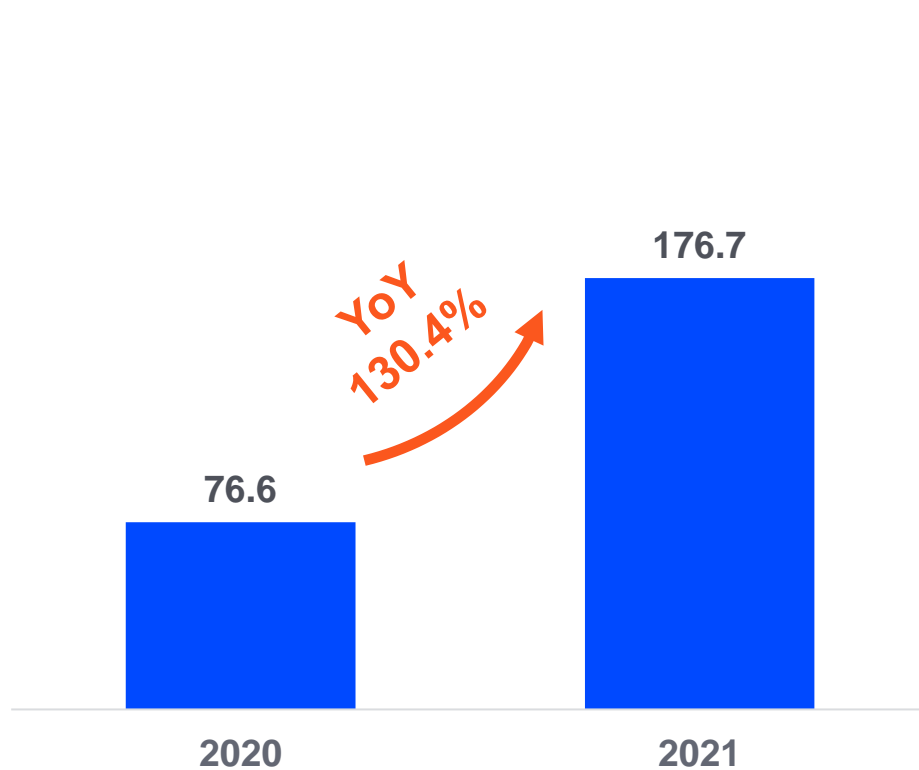
79.1%



Continued High Revenue Growth (Cont'd)

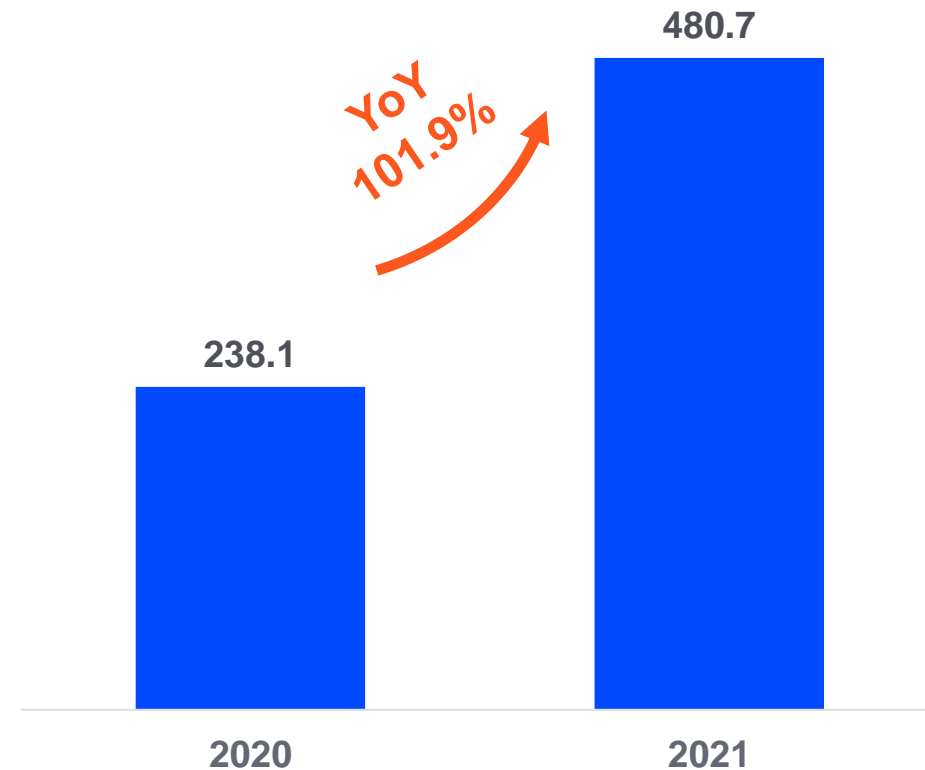
Content Protection Business

(HKD mm)



Content Monetization Business

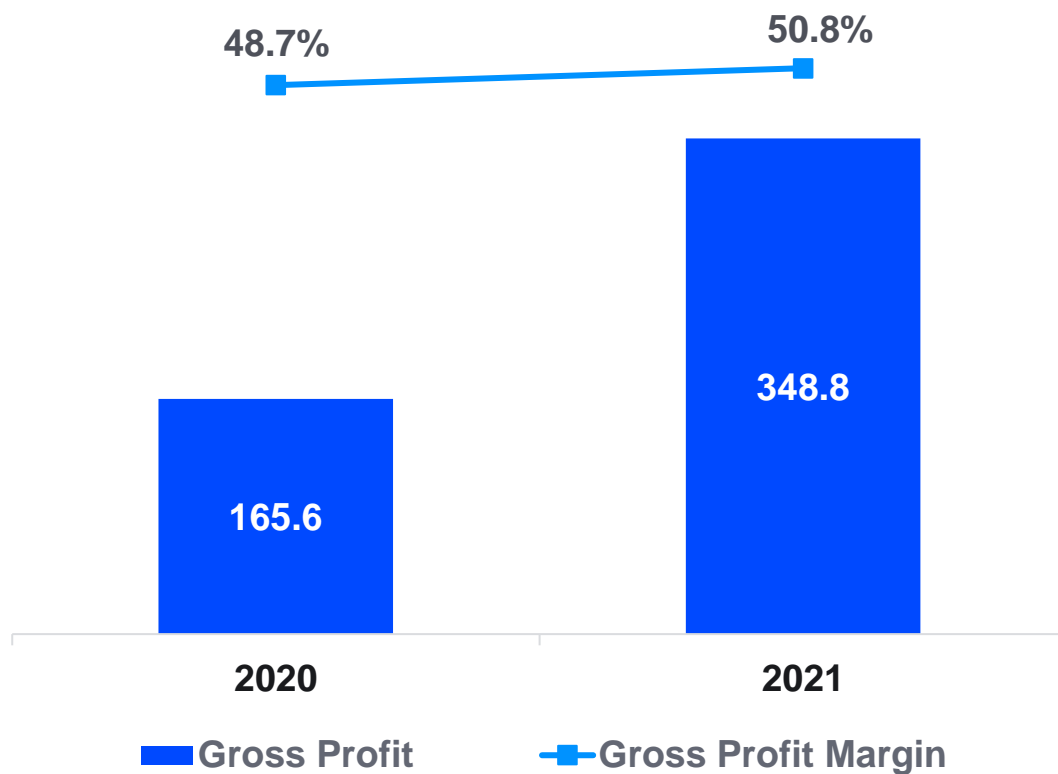
(HKD mm)



Increasing Profitability

Gross Profit and Gross Profit Margin

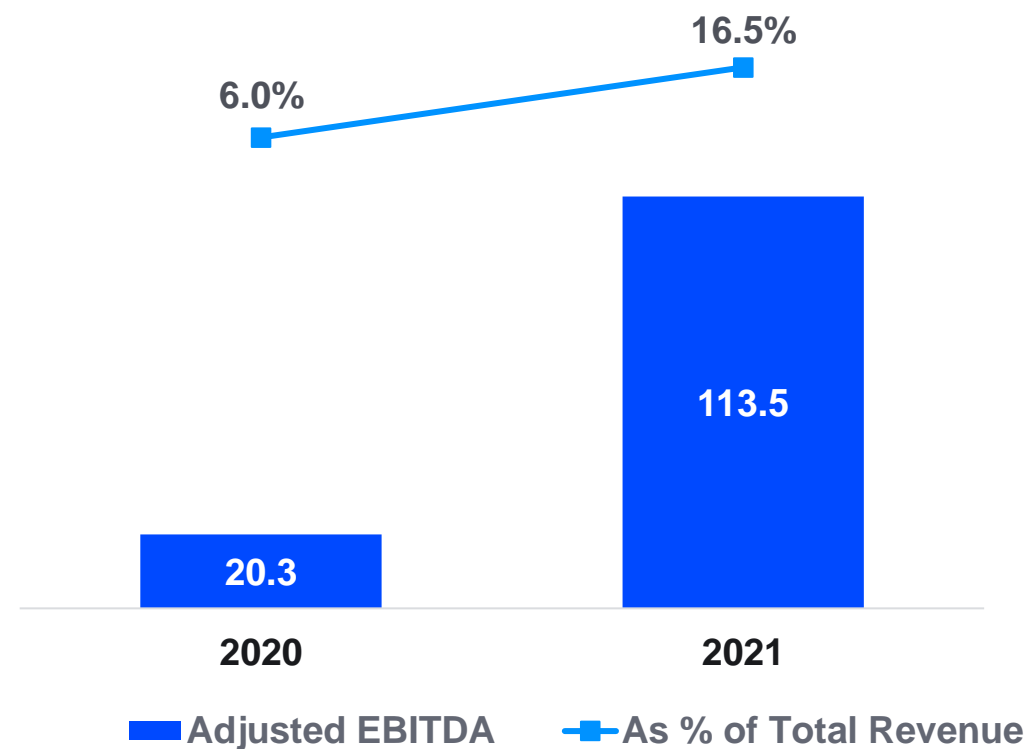
(HKD mm)



↗ Gross profit increases by **111%** compared to last year

Adjusted EBITDA

(HKD mm)



↗ Adjusted EBITDA increases by **458%** compared to last year

Long-Term Trust by Key Clients Ensures High-Quality Revenue Vobile 卓博集團

Monthly ARPU

(HKD)



>348K

2021 Monthly Recurring Revenue (MRR) YoY Growth



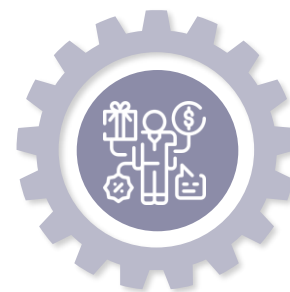
>81.5%

Net Revenue Retention (NRR)



>130%

Customer Retention

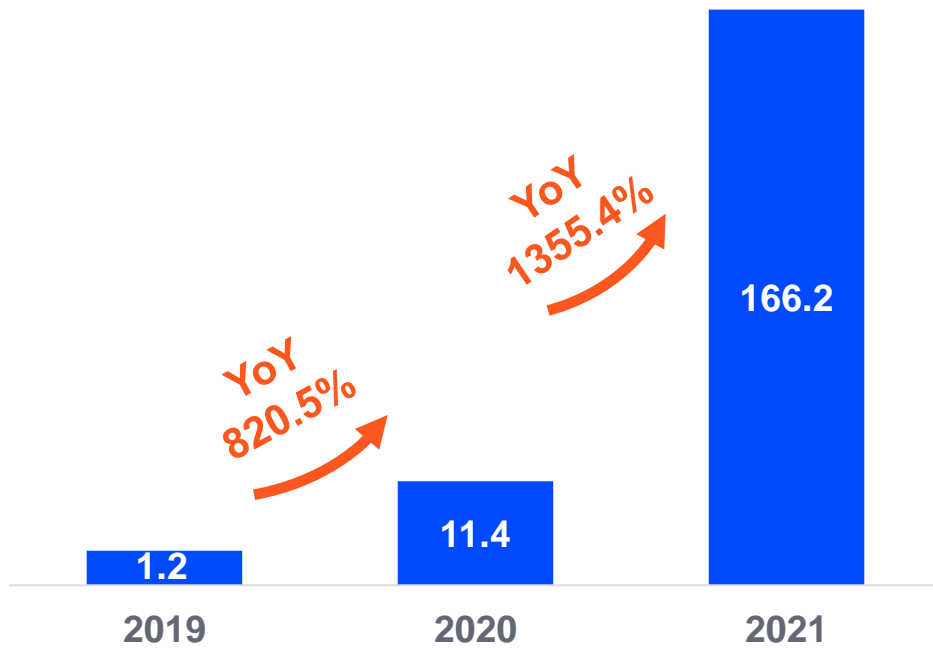


>98%

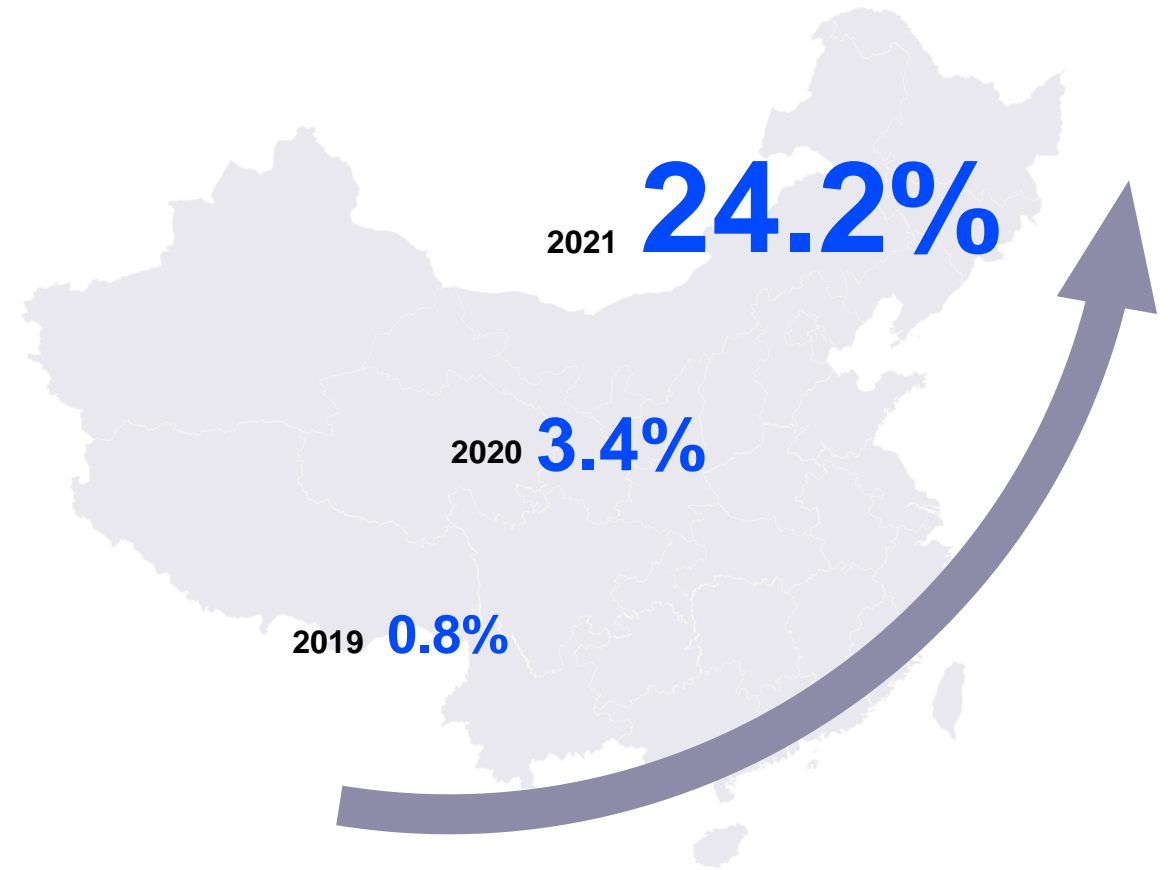
Fast Accelerated Chinese Business

Increasing Revenue from China

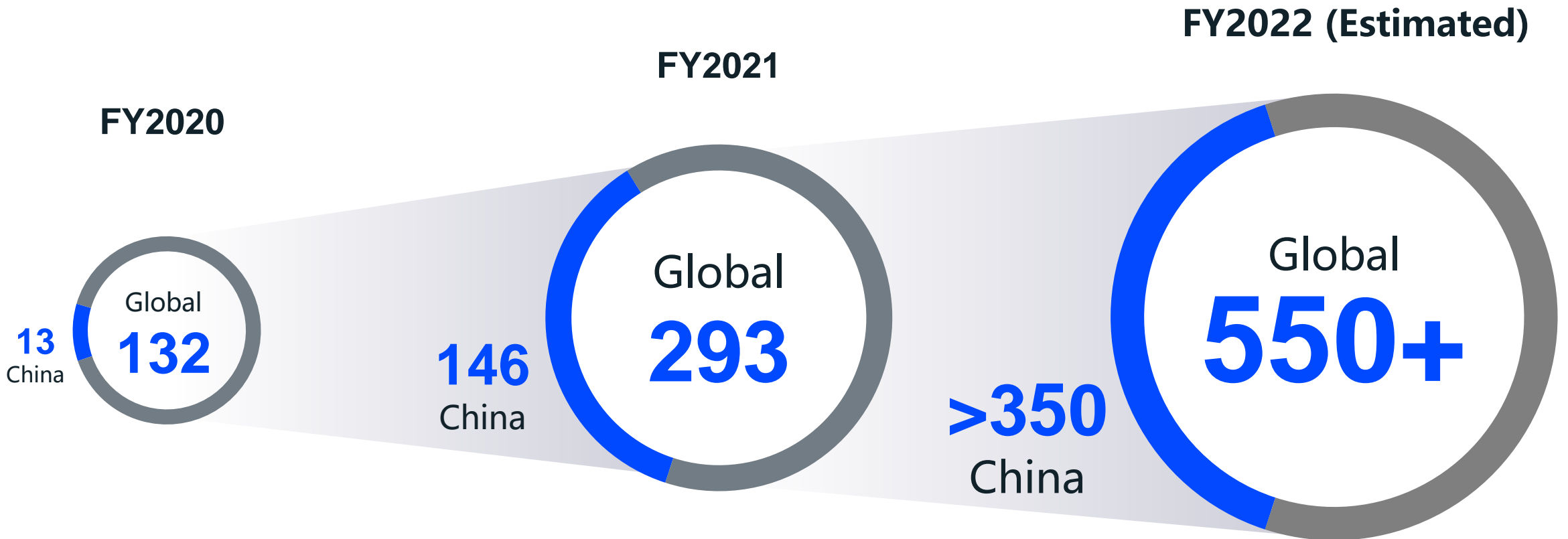
(HKD mm)



Revenue from China as % of Global Revenue

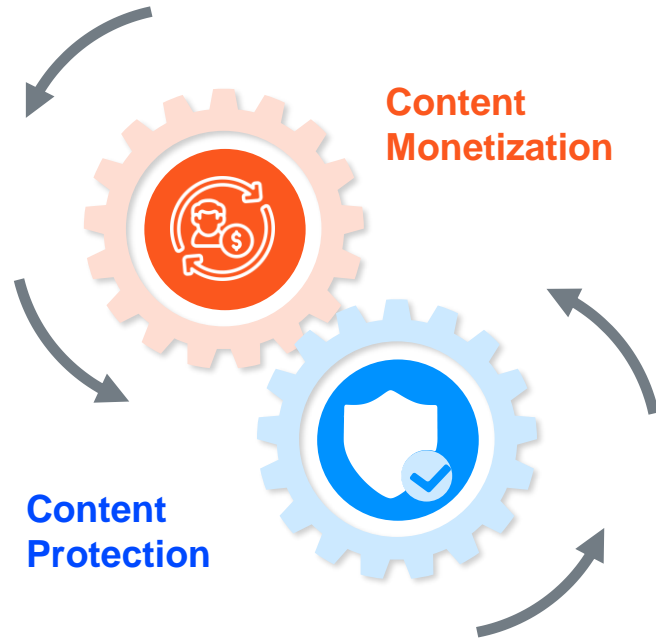


Enlarged Team Capabilities To Empower High Business Growth



Notes: FY2022 employee number has included the integration with Particle Technology

Monetization Business Drives Revenue Growth



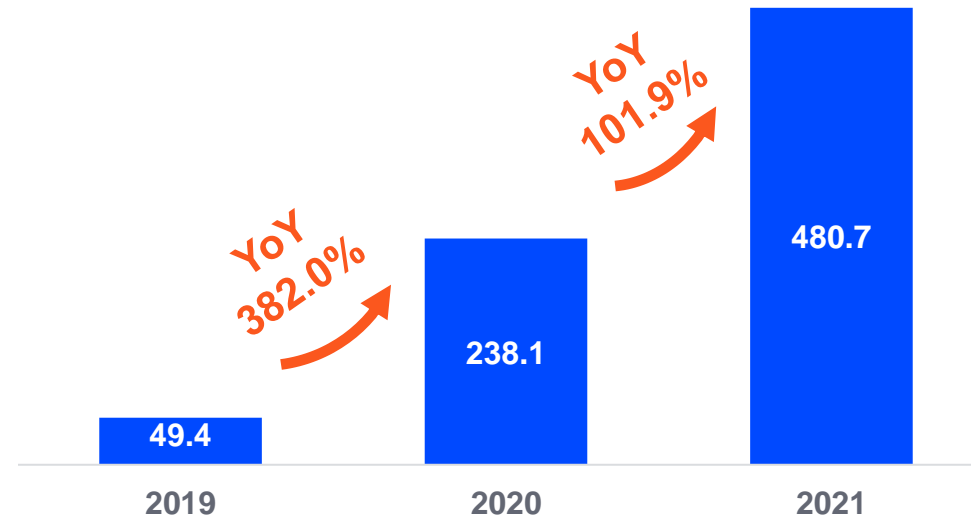
Create Growth Flywheel
Increase Content Value

Fast Growing Content Monetization Business

211.9%

2018-21 Content Monetization Growth CAGR

(HKD mm)

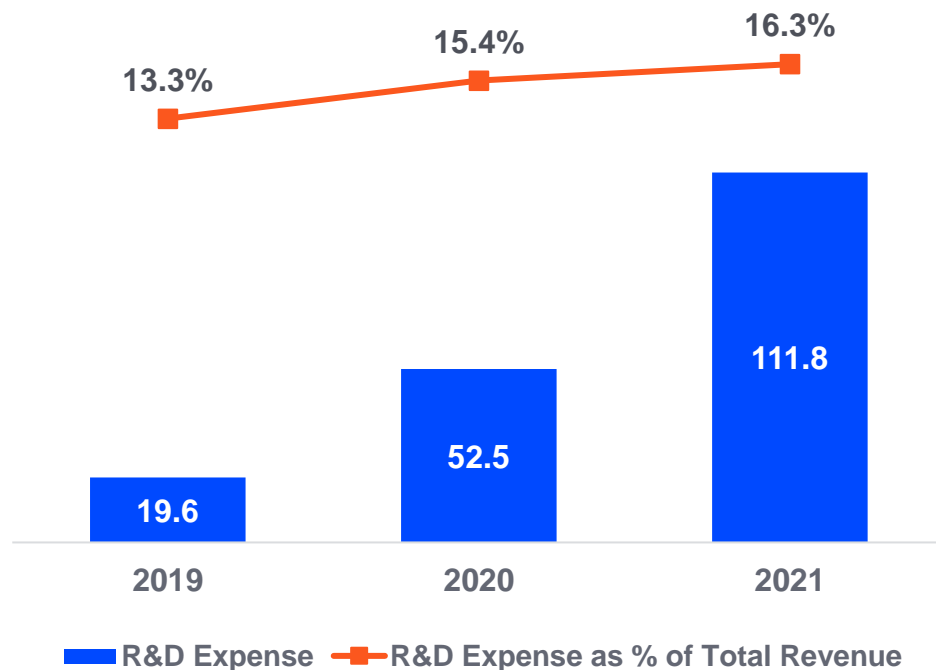


Continued Investment in R&D

- Continue our investment in R&D to develop new products and services that adapt to the evolving industry and satisfy our clients' demands
- Improve the accuracy and automation of our technology and lower marginal technology costs
- Explore our products and service appliances for different digital asset application scenarios and content ecosystems in the world

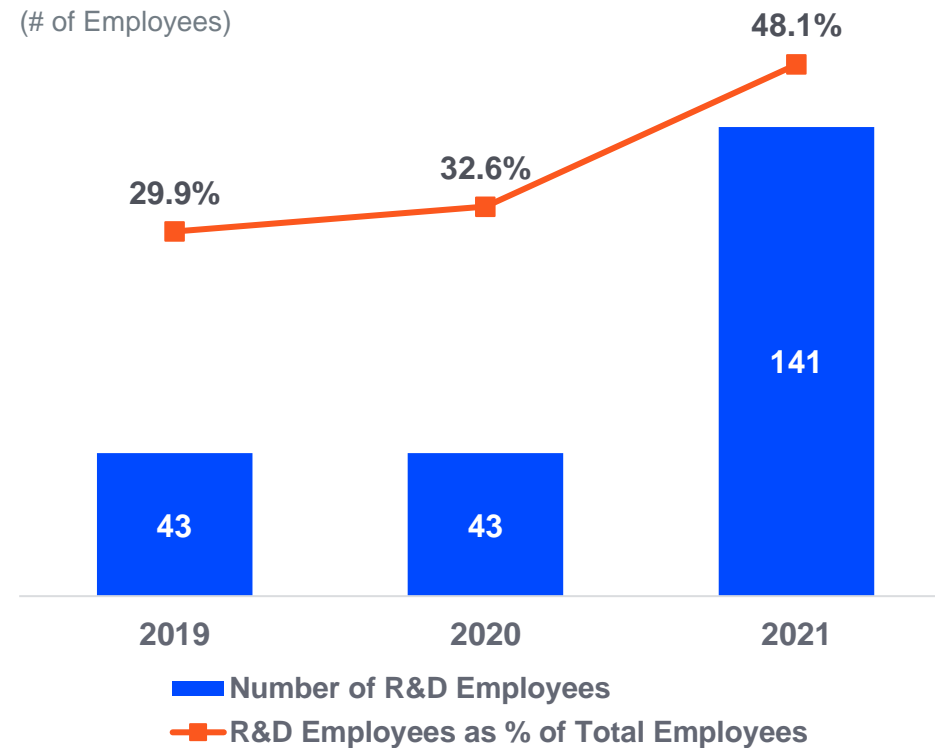
Increased R&D Investment

(HKD mm)



Enlarging R&D Team Size

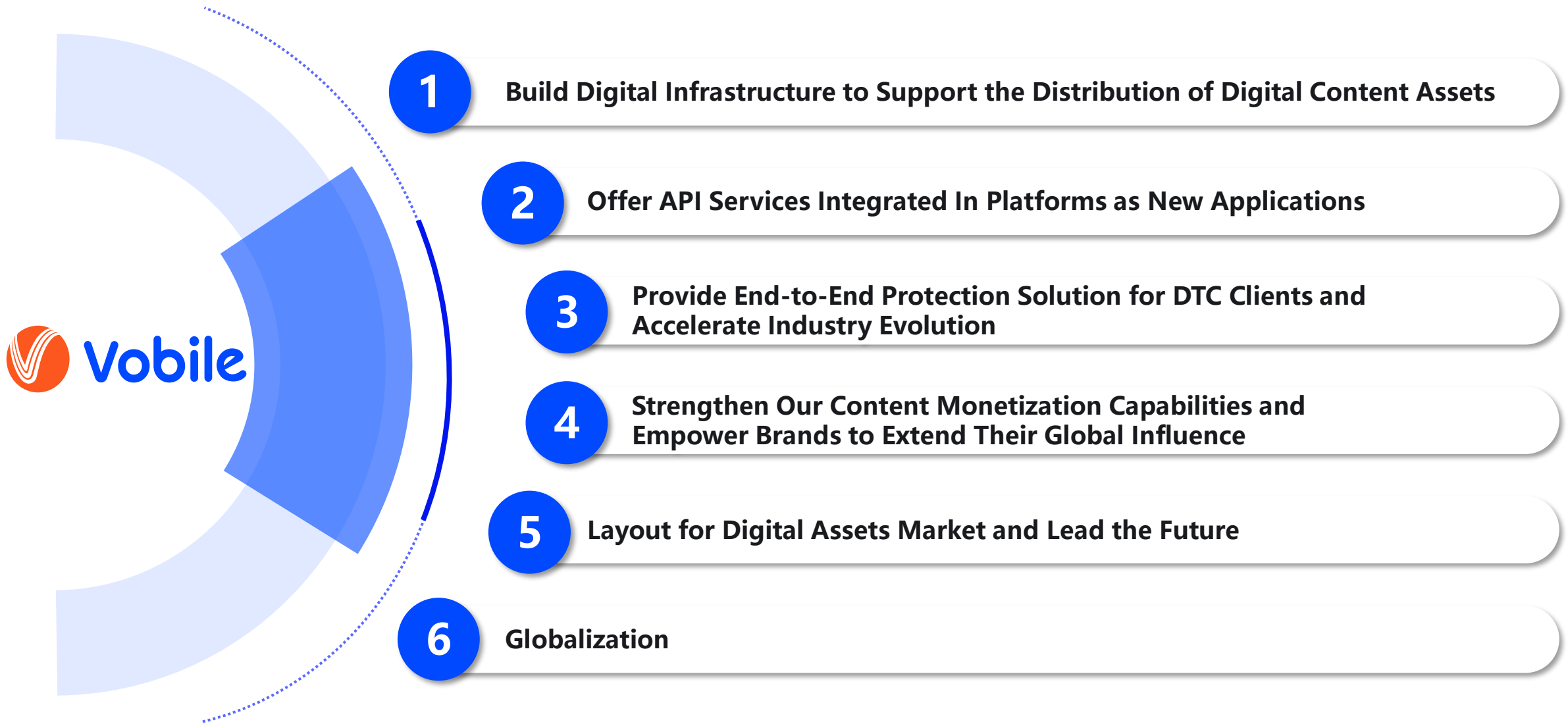
(# of Employees)



Notes: Due to the global pandemic in 2020, the numbers of employees in 2020 has no significant change compared to the previous year

➤ 02 **Strategy and Outlook**

Business Strategies



Product and Service Layout

SaaS Provider Specialized in Protection and Monetization of Digital Content Assets

Protection SaaS as Core | Monetization SaaS as Value-add

Content Protection SaaS

VideoTracker

Protection business
Solid customer base

DTC Protection

End-to-End Protection
Accelerate industry evolution

API Services

Platform-integrated appliance
Operate large traffic

Content Monetization SaaS

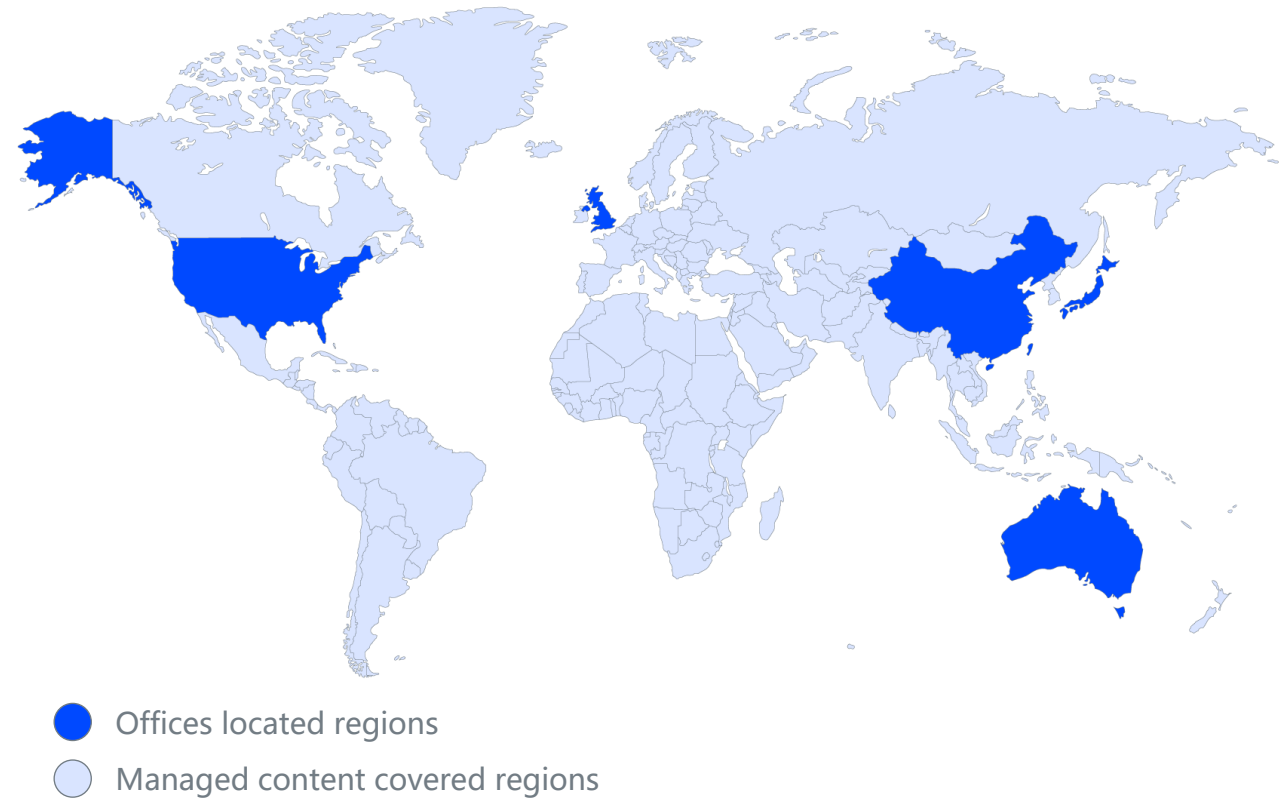
Global Platforms Monetization

Platform monetization
Cross-selling with protection products

Chinese Platforms Monetization

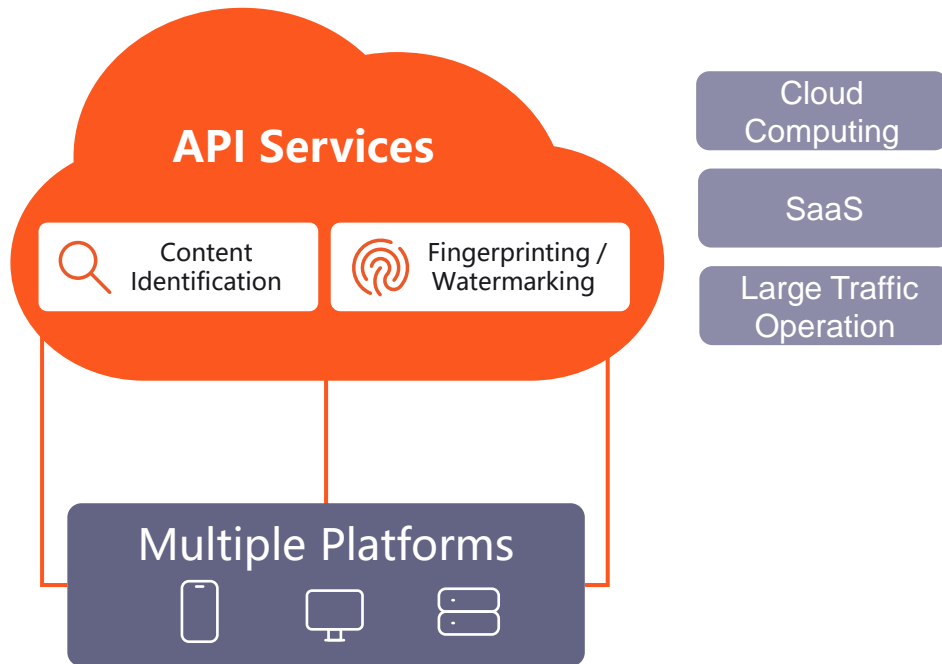
Construct content industry ecosystem
in China

Layout Global Market, Cross-Border Distribution

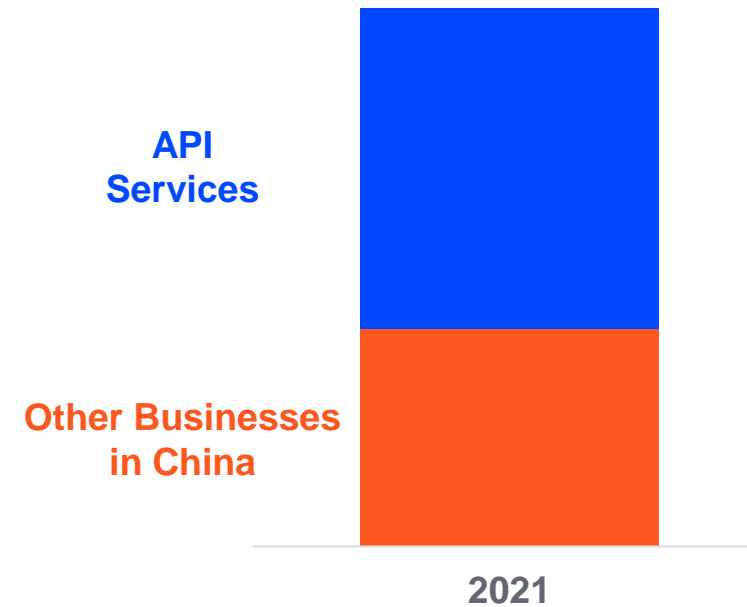


Offer API Services to Construct Platform-Integrated Applications in China

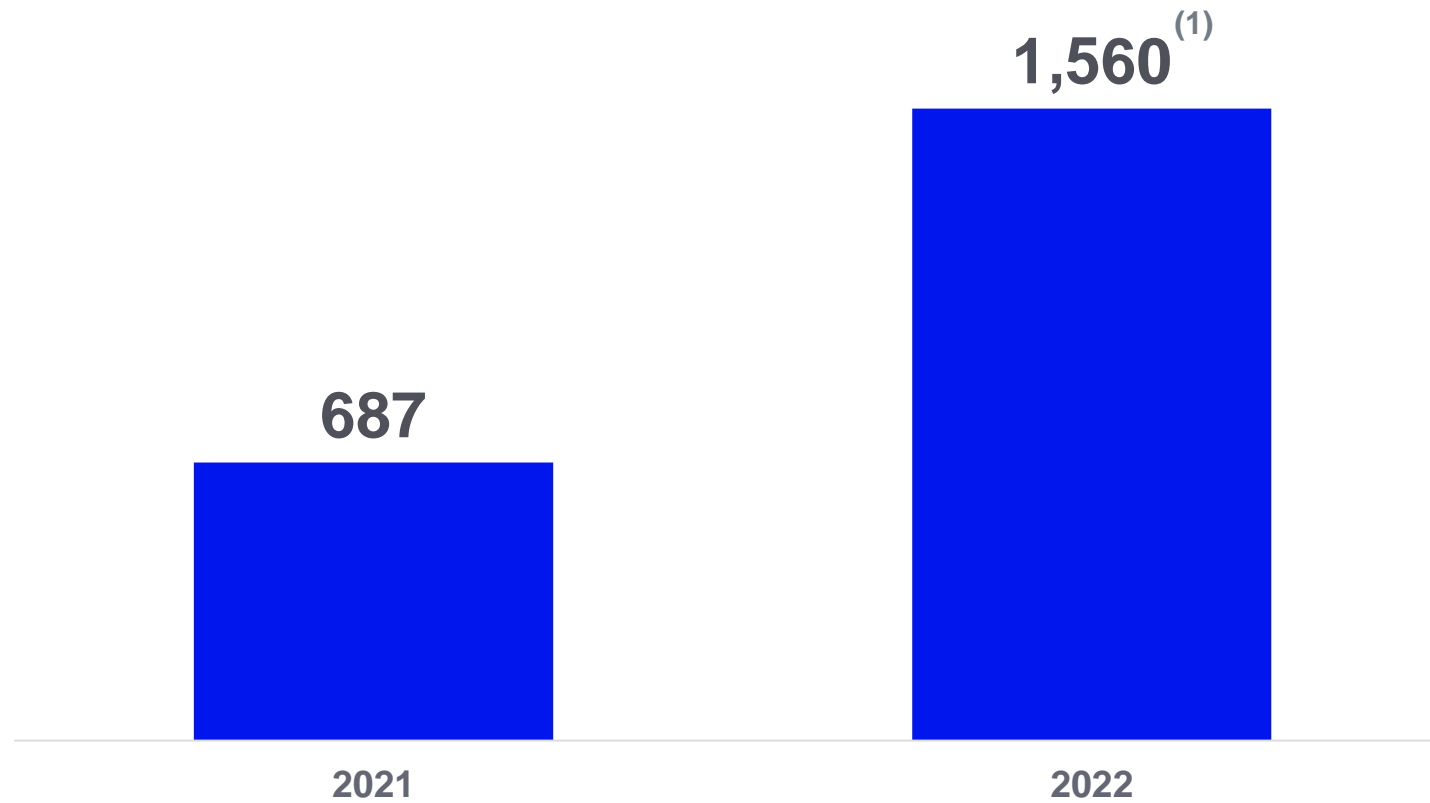
- We provide API services to empower major platforms for the digitalization and construct platform-integrated applications
- API services will continue to drive the growth of our business in China



API Services Will Provide Strong Growth Momentum



Total Revenue (HKD mm)



Notes:

1. Pro-forma for the consolidated financials of the proposed acquisition of Particle Technology.

Q&A



Unleash Your Boundless Creativity

What's past is prologue