

Play Magnus Group (PMG) - Q4 2020: Accelerated growth in Q4 2020 with bookings up 196% Y/Y and revenue up 154% Y/Y

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Play Magnus Group, a global leader in the chess industry, today published its financial results for the fourth quarter 2020. On a pro-forma basis, bookings grew by 196 percent year over year to USD 3.73 million and revenue grew by 154 percent to USD 2.95 million compared to Q4 2019. This was driven by 89 percent growth in the number of monthly paying users and 30 percent growth in revenue per paying user, as well as a strong performance related to Meltwater Champions Chess Tour.

“We are happy to report a quarter with accelerated growth number of users, bookings and revenues. It is a strong confirmation of our long-term growth story,” said CEO of Play Magnus Group, Andreas Thome.

The 2021 guidance for bookings is raised to USD 19-21 million from USD 14-16 million. The increase in guidance is driven by e-learning and Tour segments, as well as USD 3-3.5 million from M&A. The company maintains its ambition of annual bookings of more than USD 60 million in 2025.

“The interest in chess is extremely high while the commercial opportunities remain untapped. Our ambition is to drive innovation in chess, and we are focused on scaling new and existing products through continuous investments. We believe the success of the Meltwater Champions Chess Tour will help grow our ecosystem,” said Andreas Thome.

In Q4 2020 Play Magnus Group had on average 44,300 paying users, up from 23,400 one year earlier. Average revenue per paying user was USD 18.4, up from USD 14.1 one year earlier.

In Q4 2020 Play Magnus Group had a negative Adjusted EBITDA of USD 2.4 million, as the company invested significantly into growth initiatives and incurred additional costs related to the listing on Euronext Growth and M&A activities.

“With our strong financial base, we have successfully recruited new talent within product and tech development, and we expect to continue to increase hiring. At the same time, we will continue to look for and execute on the right M&A opportunities,” said Andreas Thome.

Financial highlights in Q4 2020

- Q4 Bookings USD 3.73 million (+196% Y/Y)
- FY 2020 Bookings USD 9.26 million (+158% Y/Y)
- Q4 Revenue USD 2.95 million (+154% Y/Y)
- Full year 2020 revenue USD 7.90 million (+110% YoY)
- Q4 Average Monthly Paying Users 44,300 (+89% Y/Y)
- Q4 Average Revenue per Paying User (ARPPU) USD 18.4 (+30% Y/Y)
- FY 2021 guidance of Bookings USD 19-21 million (previously USD 14-16 million)
- Q4 Adjusted EBITDA USD -2.4 million

Pro forma numbers include chess24 and Chessable financials for the full year 2019. chess24 was acquired in February 2019 and Chessable in August 2019.

Please find enclosed Play Magnus Group’s Q4 2020 presentation.

A presentation and a Q&A session will be hosted by CEO Andreas Thome and CFO Dmitri Shneider today, 17 February 2021 at 08:00 CET.

The webcast is available at <https://playmagnusgroup.com/investor> or <https://bit.ly/3rYYLT1>.

Viewers are encouraged to send in questions in writing during and after the presentation through the form in the webcast window. A recording of the webcast will be available at the same link shortly after the end of the presentation.

Disclaimer

This information is subject to the disclosure requirements pursuant to section 5-12 of the Norwegian Securities Trading Act.

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About Play Magnus AS

Play Magnus Group is a global leader in the chess industry focused on providing premier digital experiences for millions of chess players and students. The company offers e-learning and entertainment services via its market leading brands: chess24, Chessable, CoChess, the Play Magnus App Suite, and the Champions Chess Tour. The Group's mission is to grow chess to make the world a smarter place by encouraging more people to play, watch, study, and earn a living from chess.

Attachments

- [Download announcement as PDF.pdf](#)
- [Play Magnus Group Q4 2020 Presentation.pdf](#)