



RAZER CORPORATE NEWSLETTER

KEY HIGHLIGHTS

INTERVIEWS WITH CNBC AND SCMP ON “STAY-AT-HOME” OPPORTUNITIES IN LIGHT OF COVID-19

See benefits for the Razer gaming ecosystem in hardware, software and services

“In recent times, with the whole COVID situation, we could see gamer activity just skyrocket...everyone’s stuck at home and we could see more people come online than ever before.”

Min-Liang Tan



SCMP.COM
Razer CEO says pandemic will change sports and entertainment forever



CNBC.COM
How this self-made billionaire built a pandemic-proof business

Min-Liang Tan, Co-founder and CEO of Razer spoke with CNBC and SCMP on the new opportunities and long-term implications of the “stay-at-home” situation as a result of the Coronavirus Disease (COVID-19).

The company has seen benefits for the Razer gaming ecosystem in hardware, software and services in light of COVID-19. On the hardware front, consumer demand remains strong, especially for the live streaming related products. Increased gaming and esports activities have led to significant surge in daily user activity on our software platform and in Razer Gold usage. Meanwhile, increased e-commerce activity boosted the growth of Razer Fintech B2B payment processing business.

SCMP notes that there is a significant surge in esports and livestreaming activities due to cancellation of traditional sports events and adds that Razer, nicknamed “the Nike of esports” by some, is looking for ways to bring esports offerings to these traditional players.

“When traditional sports go back to normal, they are still going to have the traditional sports element, but they are going to have esports at the same time,” Min said.

“Gaming and esports in itself is becoming an entertainment option...In the past few years the level of investment that we see flowing in has increased drastically,” said Sahiba Puri, home and technology analyst at Euromonitor International.

For more details, please refer to:

<https://www.scmp.com/tech/tech-leaders-and-founders/article/3077135/razer-ceo-says-pandemic-will-change-sports-and>

<https://www.cnn.com/2020/04/07/how-this-self-made-billionaire-built-a-pandemic-proof-business.html>

RAZER COMMITS US\$50 MILLION TO SUPPORT BUSINESS PARTNERS DURING THE FIGHT AGAINST COVID-19

Razer’s face mask line in Singapore now officially opened



US\$50 MILLION

With Razer’s unique ecosystem, the company will leverage on Razer Gold, Razer Fintech and zVentures to support existing and new business partners and help them tide over the negative impacts brought about by COVID-19



We recently announced our pledge to support business partners, both current and future, through the economic uncertainty brought about by COVID-19.

We will deploy up to US\$50 million within 2020 through three main support arms within the ecosystem – Razer Gold, Razer Fintech and zVentures. The fund will be split across these three pillars in the form of financial contributions, cashflow support and investments. This initiative will also provide businesses with access to Razer’s unique ecosystem of hardware, software and services with over 80 million total registered users worldwide, and create positive business impact through alliances and partnerships.

In addition, as part of our contribution toward the fight against COVID-19, especially in view of the lack of high quality and reliably manufactured face masks in the market as well as the lack of face masks in Southeast Asia, we have announced that our fully automated mask production line is officially opened in Singapore. This follows the donation of up to 1 million face masks globally which have shipped to date to Canada, Germany, Hong Kong, Malaysia, the Philippines, Singapore and the U.S.

The mask line is expected to have a manufacturing capacity of approximately 5 million masks per month and can be scaled up to 10 million masks per month soon.

For more details, please refer to:

https://press.razer.com/company-news/razer-commits-us50-million-to-support-business-partners-during-the-fight-against-covid-19/?_ga=2.22656252.653531645.1587010104-1565014096.1557130952

<https://www.razer.com/covid-19-response>

<https://www.razer.com/campaigns/razerforlife>

RAZER FINTECH INTERVIEW WITH ROUNDHILL INVESTMENTS

Launches Digital Hackathon to empower Singapore youth to create and implement original banking solutions

RAZER FINTECH
ONE OF THE LARGEST O2O DIGITAL PAYMENT NETWORKS IN EMERGING MARKETS

Razer Merchant Services ("RMS") (B2B)		RAZER YOUTH BANK (B2C)
LEADING ONLINE SEA PAYMENT GATEWAY	LARGEST OFFLINE SEA PAYMENT NETWORK	VISION: GLOBAL BANK FOR THE YOUTH AND MILLENNIALS
<ul style="list-style-type: none">Provide global credit and debit card processing servicesConnect with local, regional and global banks to provide direct internet banking as a payment methodPowering payments for merchants in SEA including Lazada, Grab, Shopee, and more	<ul style="list-style-type: none">Largest physical retail network that offers both games and entertainment payment servicesInnovative cash-over-counter services introduced into physical retail points (Parcel collection)Over 1 million physical acceptance points across Southeast Asia including 7-Eleven, Cheers, and more	<ul style="list-style-type: none">The youth and millennials are an underserved and unbanked demographic globallyRazer has:<ul style="list-style-type: none">a strong brand with the youth and millennials globallya deep understanding of the youthextensive tech and fintech expertiseLeveraging off the current platform, we see the opportunity for a global youth bank
Lazada Grab Shopee 7-ELEVEN Cheers FamilyMart		
FY2019 TPV GREW BY 50% YoY TO US\$2.1B		

RAZER | FINTECH
DIGITAL HACKATHON
15-17 MAY 2020

COVID-19: SEVERE DAILY BANKING CHALLENGES. YOU HAVE IDEAS AND SOLUTIONS?
REGISTER NOW & START CREATING

Limeng Lee, CSO of Razer Inc and CEO of Razer Fintech recently spoke to Roundhill Investments on Razer's position in financial services.

On competitive landscape, Limeng said that, "In the payments space, the beauty of our fintech business unlike any other similar businesses, is that we have a combination of B2B and B2C businesses, in which B2B generates the majority of Razer Fintech's total processing volumes. Our B2B "Razer Merchant Services", which consist an online processing gateway and offline payments business, has been ramping up quickly with the onboarding of global merchants."

On disruption of financial services, "It really is serving the needs of the large yet underserved segment of youth and millennials. Apart from creative digital banking solutions on the consumer retail level, we also intend to serve the needs of entrepreneurs, start-ups and small and micro enterprises which have had challenges to gain access to capital to fund growth and digital transformation strategies through innovative financing solutions and credit scoring methodologies."

In addition, Razer Fintech recently announced the launch of its first ever digital hackathon in Singapore, scheduled for May 15-17, 2020.

"In the digital banking space, the key differentiation factors that will ultimately be compelling to our target demographic are really Razer's strong brand affinity with the youth and millennials and our deep understanding of this demographic. These will enable us to be ahead of the game in terms of user acquisition and stickiness as well as designing personalized products that cater to their needs."

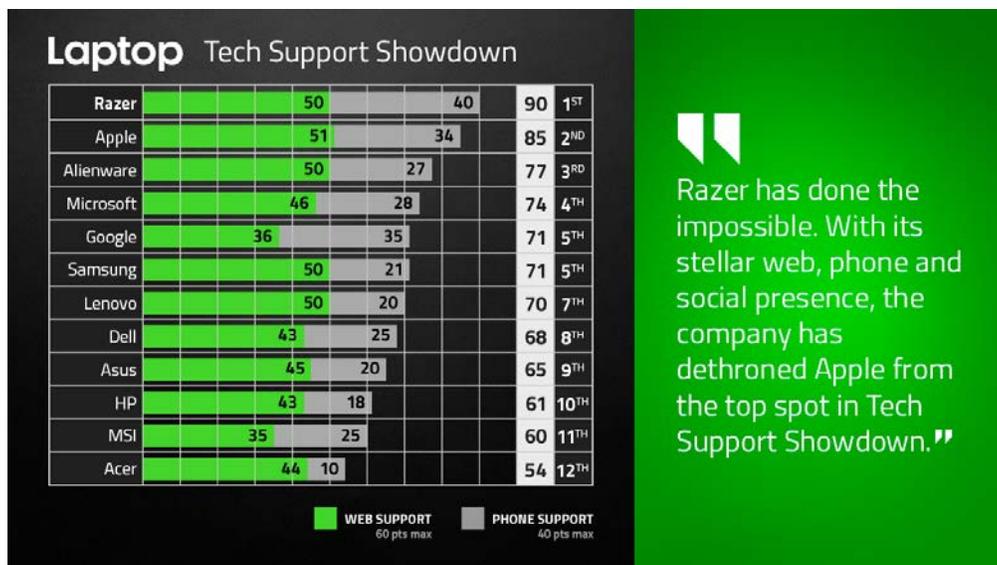
Winning participants will have the opportunity to implement and operationalize their original banking solutions within Razer Fintech's financial services ecosystem or with its partners, through securing full-time employment, internships, investments or commercial partnerships.

For more details, please refer to:

<https://www.roundhillinvestments.com/blog/exclusive-interview-limeng-lee>

<https://press.razer.com/company-news/razer-fintech-launches-digital-hackathon-empowering-singapore-youth-to-create-and-implement-original-banking-solutions-amidst-covid-19-circuit-breaker/>

LAPTOP MAG: RAZER'S GOOD TECH SUPPORT HABITS IMPROVED EVEN MORE TO EARN A FIRST FINISH, DETHRONING APPLE



Razer has done the impossible. With its stellar web, phone and social presence, the company has dethroned Apple from the top spot in Tech Support Showdown."

Razer ranks #1 in Laptop Mag's annual customer service tests with a score of 90 points, beating Apple who came in second. The scores are based on a combination of web support and phone support.

the company has dethroned Apple from the top spot in Tech Support Showdown. Not only did the company answer every single question correctly in a prompt, polite manner, it's also upgraded its support website, making it really convenient to navigate."

Laptop Mag said, "Razer has done the impossible. With its stellar web, phone and social presence,

For more details, please refer to:

<https://www.laptopmag.com/articles/razer-tech-support>

RAZER BEST-IN-CLASS PRODUCTS

RAZER CONTINUES TO BE #1 MARKET SHARE LEADER IN PERIPHERALS IN THE U.S.



The Razer Huntsman Elite keyboard is the #1 best-selling gaming keyboard in the U.S. This is based on total dollar sales across gaming keyboards according to The NPD Group, U.S. Retail Tracking Service.

The Huntsman Elite excels in its gaming performance and function. The revolutionary keyboard is best known for its industry-leading optical switches, which provide unrivalled speed and durability when compared to traditional mechanical switches found in other gaming keyboards. It also features media keys and beautiful Chroma lighting all around each side of the keyboard, even when the plush wrist rest is attached.

In addition, according to the latest report from The NPD Group, Razer is the #1 best-selling gaming peripherals brand in the U.S., based on dollar sales, 12 months ending March 2020 combined.

For more details, please refer to:

<https://press.razer.com/product-news/razer-huntsman-elite-is-the-1-best-selling-gaming-keyboard-in-the-us/>

RAZER PIKACHU SPECIAL EDITION HAMMERHEAD WIRELESS EARBUDS SOLD OUT WITHIN SECONDS



The recently launched Pokémon Pikachu-themed Special Edition Hammerhead Wireless earbuds have met with spectacular response within the community and was sold out within seconds in China.

Gizmodo said, "...the yellow paint job on the Pokémon Pikachu True Wireless earbuds is cute, and you won't look like another AirPods zombie with these crammed in your earholes, but having a practical reason to carry around an authentic-looking Poké Ball is something dedicated Pokémon fans have been yearning for."

For more details, please refer to:

<https://gizmodo.com/razer-just-won-the-wireless-headphone-wars-with-pikachu-1842840266?fbclid=IwAR3DRK8WWTvqsdIxVahCdexcPXaaJTNYRhQwit0589QB-BYBodBtHjxFUgo>

TOM'S HARDWARE: RAZER KIYO – “BEST WEBCAM YOU CAN STILL BUY”



Razer Kiyo was named the best webcam by Tom's Hardware.

The article notes that, “COVID-19 forcing many workers to retreat from their offices in favour of video conferencing into meetings from home, webcams have become the hand sanitizer of the tech world...this best webcam will not only be great for conferencing, but also for game streaming if you want to start your own Twitch feed.”

For more details, please refer to:

https://www.tomshardware.com/best-picks/best-webcams?fbclid=IwAR12IZg3Kv2Jm1IA-VJfyoQmsEzx4F1mLTKMzU_Ko6kNzEI_mA68iaSDz-w

THE ALL-NEW RAZER BLADE 15 – BUILT FOR THOSE WHO DEMAND MORE



We recently launched the next iteration of the Razer Blade 15 gaming laptop, giving users the power to play their best game, create their best work, and live their best life.

Featuring an 8-core 10th Gen Intel® Core™ i7 processor, NVIDIA® GeForce® RTX SUPER™ GPUs, and a 300Hz display all packed into the signature black aluminium chassis, the all-new Blade 15 redefines the game by combining power, portability and functionality into a truly no-compromises solution.

Hardwarezone.com said, “...considering all the top-shelf games that need playing, it looks like this little beauty has got its work cut out for it already.”

The all-new Razer Blade 15 will start at US\$1,599.99 and will be available starting in May at Razer.com and through select retailers in the United States and Canada. The Razer Blade 15 will come soon to Razer.com and select retailers in Europe, China, Asia Pacific, and the Middle East.

For more details, please refer to:

https://press.razer.com/product-news/the-all-new-razer-blade-15-built-for-those-who-demand-more/?_ga=2.74717653.653531645.1587010104-1565014096.1557130952

<https://www.hardwarezone.com.sg/tech-news-heres-look-all-new-razer-blade-15-10th-gen-intel-core-i7-processor>

KOTAKU: RAZER'S VIPER MINI – “MAKING GREAT, AFFORDABLE MICE AGAIN”



KOTAKU.COM.AU

Razer's Viper Mini Is Razer Making Great, Affordable Mice Again

Ever since Razer announced the original Viper, it was natural that the compa...

Following the massively successful launch of the Razer Viper Ultimate wireless gaming mouse last year, the recent launch of Razer Viper Mini was positively reviewed by the market with Kotaku mentioning that Razer Viper Mini was "a real good, high performing mouse for a decent price".

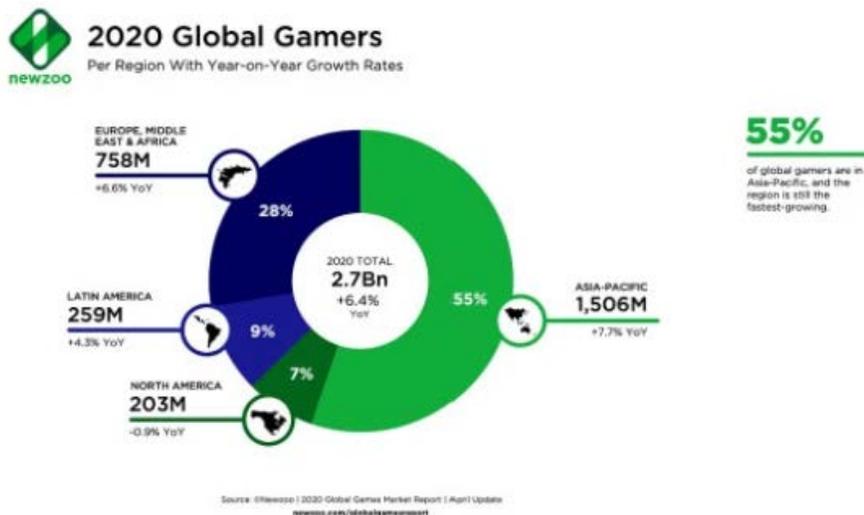
Kotaku said that, "...everything good about the Viper has been ported over to the Viper Mini, and the Viper Mini is absolutely worth considering: high quality materials for a very, very reasonable price."

For more details, please refer to:

<https://www.kotaku.com.au/2020/03/razers-viper-mini-is-razer-making-great-affordable-mice-again/>

MARKET NEWS

NEWZOO: 2.7 BILLION GAMERS WILL SPEND US\$159.3 BILLION ON GAMES IN 2020



Newzoo says there are 2.7 billion gamers in the world.

Image Credit: Newzoo

The world's 2.7 billion gamers will spend US\$159.3 billion on games in 2020, according to a forecast by Newzoo. By 2023, the game market will surpass US\$200 billion.

That spending level represents 9.3% growth compared to 2019, and it includes revenues for mobile, PC, and console gaming.

As the world faces a harrowing and unprecedented pandemic, Newzoo said that gaming has become a means of escapism and time filling for many. As a result, one of this year's growth drivers is an increased interest in gaming due to COVID-19-related lockdown measures. However, the launch of the next-generation consoles toward the end of the year is also a key contributing factor to the growth forecast.

For more details, please refer to:

<https://venturebeat.com/2020/05/08/newzoo-2-7-billion-gamers-will-spend-159-3-billion-on-games-in-2020/>

REUTERS: ESPORTS PULL IN MORE VIEWERS AS COVID-19 HALTS LIVE SPORTS MATCHES



E-sports pull in more viewers as coronavirus halts live sports matches 

According to analytics firm Stream Hatchet, online streaming platforms recorded a 43% jump in viewership to nearly 495 million hours in the week starting March 29, compared to the beginning of 2020.

"All the traditional sports have suspended their seasons and their broadcasts...fans are really searching for a way to get their sports fix," said Todd Sitrin, senior vice president of Electronic Arts Inc's Competitive Gaming Division.

The article notes that, "Apex Legends saw an increase of two to three times its normal viewership in the first quarter of 2020."

Viewership saw dramatic increase as sports fans and players across the world are turning to esports.

Besides online streaming platforms, viewership across TV broadcasts of tournaments has also seen a significant increase from January to March. The race in Texas Motor Speedway in the eNASCAR iRacing series, is the most viewed esports event ever on linear television as of March 30, according to Nielsen Sports.

For more details, please refer to:

<https://www.reuters.com/article/us-health-coronavirus-esports/e-sports-pull-in-more-viewers-as-coronavirus-halts-live-sports-matches-idUSKBN21Y25X>

DOT ESPORTS: TWITCH REACHES ALL-TIME RECORD OF 4 MILLION CONCURRENT VIEWERS



Twitch reaches all-time record of 4 million concurrent viewers



Twitch broke its all-time concurrent viewer record today with the release of Riot Games' new first-person tactical shooter, VALORANT. The tactical shooter reached a collective 1.7 million viewers on its first day of closed beta.

By hitting 1.7 million viewers, VALORANT also surpassed the peak viewership of the Fortnite World Cup, which managed to hit 1.69 million concurrent viewers last summer. The only game that hit a higher peak viewership on Twitch was League of Legends, which reached 1.74 million viewers during the 2019 World Championship.

For more details, please refer to:

<https://dotesports.com/streaming/news/twitch-reaches-all-time-record-of-4-million-concurrent-viewers>

RAZER™ is the world's leading lifestyle brand for gamers. The triple-headed snake trademark of Razer is one of the most recognized logos in the global gaming and esports communities. With a fan base that spans every continent, the company has designed and built the world's largest gamer-focused ecosystem of hardware, software and services. Razer's award-winning hardware includes high-performance gaming peripherals and Blade gaming laptops. Razer's software platform, with over 80 million users, includes Razer Synapse (an Internet of Things platform), Razer Chroma (a proprietary RGB lighting technology system), and Razer Cortex (a game optimizer and launcher). In services, Razer Gold is one of the world's largest virtual credit services for gamers, and Razer Fintech is one of the largest offline-to-online digital payment networks in SE Asia. Founded in 2005 and dual-headquartered in Irvine and Singapore, Razer has 16 offices worldwide and is recognized as the leading brand for gamers in the USA, Europe and China. Razer is listed on the Hong Kong Stock Exchange (Stock Code: 1337).

FOR GAMERS. BY GAMERS.™

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