AGENDA

1. FY2020 HIGHLIGHTS
   Min-Liang Tan – Co-founder and CEO

2. FY2020 RAZER FINTECH
   Limeng Lee – CSO

3. FY2020 FINANCIAL PERFORMANCE
   Chong Neng Tan – CFO

4. ENVIRONMENTAL, SOCIAL AND GOVERNANCE
   Min-Liang Tan – Co-founder and CEO

5. FY2021 OUTLOOK
   Min-Liang Tan – Co-founder and CEO
LEGAL DISCLAIMER

Potential investors and shareholders (the “Potential Investors and Shareholders”) of Razer Inc. (the “Company”) are reminded that information contained in this Presentation comprises extracts of operational data and financial information of the Company and its subsidiaries (the “Group”) for the year ended 31 December 2020 (“FY2020”).

The information included is solely for the use in this Presentation and certain information has not been independently verified. This Presentation has been prepared for informational use only and has not been prepared for the sale or solicitation in securities of the Company. No representations or warranties, expressed or implied, are made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions presented or contained in this Presentation. Potential Investors and Shareholders should refer to the FY2020 results announcement for the results of the Company which are published in accordance with the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

The performance and the results of operations of the Group contained within this Presentation are historical in nature, and past performance is no guarantee of the future results of the Group. Any forward-looking statements and opinions contained within this Presentation are based on current assumptions, plans, estimates and projections, which are subject to change and which involve risks and uncertainties. Actual results may differ materially from expectations discussed in such forward-looking statements and opinions. The Group, the directors, employees and agents of the Group assume (a) no obligation to correct or update the forward-looking statements or opinions contained in this Presentation; and (b) no liability in the event that any of the forward-looking statements or opinions do not materialize or turn out to be incorrect.

Potential Investors and Shareholders should exercise caution when investing in or dealing in the securities of the Company.

While no price-sensitive information has been included in this Presentation, Potential Investors and Shareholders are reminded not to deal, or cause a third party to deal, in any securities of the Company if they are in possession of such information.
FY2020 HIGHLIGHTS

MIN-LIANG TAN
CO-FOUNDER and CEO
RAZER INC (1337.HK) FY2020

CROSSED US$1B IN REVENUES AND...

TURNED PROFITABLE

(BEATING ALL EXPECTATIONS!)
**FY2020: KEY HIGHLIGHTS**

**Record high revenue of US$1.2B with 48.0% YoY growth**, driven by robust demand and market share gains for Hardware and continued exponential growth of Services

**Gross profit margin improved to 22.3%**, driven by improving margins in Hardware and increased contribution of higher margin Services

**Turned profitable with GAAP net profit of US$0.8M, ahead of all expectations**, fuelled by exceptional revenue growth and productivity improvements

**Cashflow from operating activities turned positive to US$152.9M**, driven by strong operating profits, efficient working capital management and cash discipline

**Cash balance increased to over US$600M with no debt**, one of the strongest balance sheets in the industry
RECORD HIGH REVENUE – MORE THAN DOUBLED SINCE IPO

NET REVENUE

(US$ M)

CAGR +32.7%

FY2017 (IPO Year)  517.9
FY2018  712.4
FY2019  820.8
FY2020  1,214.6

© 2021 RAZER INC. ALL RIGHTS RESERVED.
TURNED PROFITABLE ON GAAP BASIS (AHEAD OF ALL EXPECTATIONS)

PROFIT / (LOSS) FOR THE YEAR

(US$ M)

<table>
<thead>
<tr>
<th></th>
<th>FY2017 (IPO Year)</th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit</td>
<td>-165.8</td>
<td>-97.9</td>
<td>-83.5</td>
<td>0.8</td>
</tr>
</tbody>
</table>
THE RAZER ECOSYSTEM: AND HOW IT GREW IN FY2020
THE WORLD’S LARGEST INTEGRATED GAMER ECOSYSTEM

ONE OF THE WORLD’S LARGEST GAMER SOFTWARE PLATFORMS
Enhance user experience via access to integrated gamer platform

~123M TOTAL USERS
53.8% YoY GROWTH

GLOBAL LEADER IN GAMING HARDWARE
Global Market Leader in Gaming Peripherals and Premium Gaming Laptops

US$1,083.7M IN FY2020
51.8% YoY GROWTH

PAYMENT SERVICES FOR GAMERS, YOUTH, MILLENNIALS AND GEN Z
Monetization for games and digital payments enablement

US$128.4M IN FY2020
66.8% YoY GROWTH
THE RAZER ECOSYSTEM: HARDWARE
EXPONENTIAL REVENUE GROWTH FOR HARDWARE

NET REVENUE

(US$ M)

+51.8% YOY

1,083.7

FY2017 (IPO Year) 615.5 714.0 475.7 FY2020

© 2021 RAZER INC. ALL RIGHTS RESERVED.
LEADERSHIP IN INNOVATION

Best of CES 2012
Project Fiona, the gaming PC and tablet hybrid, makes its debut at CES. Razer dominates at CES, winning four awards with Project Fiona and the Razer Blade.

Best of CES 2014
Project Christine wins “Best PC” at CES. And for the fourth consecutive year, Razer scores the “People’s Choice” award.

Best of CES 2016
“Best of CES” for the sixth year running for the Blade Stealth laptop for the “Best PC” category, as well as the “People’s Choice Award”

Best of CES 2018
over 20 “Best of CES” 2018 awards combined for its Project Linda mobile computing prototype, and new wireless HyperFlux mouse and mat technology

Best of CES 2020
over a dozen awards won that include awards for the Razer Blade Stealth, Razer Kishi Universal Mobile Gaming Controller and Razer Tomahawk Gaming Desktop

Best of CES 2021
Best of CES for the 9th time in company’s history


Best of CES 2013
wins “Best of Show” at CES with the Razer Edge, the world’s most powerful tablet, along with the “People’s Voice” award

Best of CES 2015
“Best Gaming” at CES with the Razer Forge TV, an Android TV micro-console, as well as “People’s Choice” for the fifth year running

Best of CES 2017
for the seventh year running for Project Ariana for the “Best Gaming” category, as well as the “People’s Choice Award”

Best of CES 2019
15 awards for 6 different categories that include awards for the Razer Raptor, Hypersense and Tomahawk Elite
HARDWARE: DOMINANT GLOBAL LEADER FOR GAMERS

LEADING BRAND\(^1\) FOR GAMING PERIPHERALS ACROSS THE U.S., EUROPE, ASIA-PACIFIC AND CHINA

\(^1\) Internal sources and external market research
HARDWARE: DOMINANT GLOBAL LEADER FOR GAMERS

#1

PREMIUM GAMING LAPTOPS¹
MARKET SHARE

¹ Internal sources and external market research
FURTHER INROADS TO GROWTH AREAS

MOBILE / CLOUD GAMING

CONSOLE

LIVE-STREAMING

GAMING CHAIR
THE RAZER ECOSYSTEM: SOFTWARE
SOFTWARE: WORLD’S LARGEST INTEGRATED GAMER PLATFORM

RAZER SYNAPSE
IOT PLATFORM

RAZER CHROMA™ RGB
UNIVERSAL RGB LIGHTING SYSTEM

RAZER CORTEX
GAME LAUNCHER

TOTAL USERS ~123M
ACCELERATION IN USER BASE EXPANSION
BOOSTED BY INCREASED GAMING, ESPORTS AND LIVESTREAMING ACTIVITIES

TOTAL USERS

+53.8% YoY

MAU
+68.2% YoY
FY2020

~40M
~60M
~80M
~123M

Dec-17 (IPO Year) Dec-18 Dec-19 Dec-20
THE RAZER ECOSYSTEM: SERVICES
SERVICES
PAYMENT SERVICES FOR GAMERS, YOUTH, MILLENNIALS AND GEN Z

GLOBAL GAME PAYMENT SERVICE  EMERGING MARKETS FINTECH
PHENOMENAL GROWTH OF SERVICES BUSINESS
DRIVEN BY SURGES IN RAZER GOLD USAGE AND RAZER FINTECH B2B ACTIVITY

SERVICES NET REVENUE

+66.8% YoY

GPM
43.8%
+140bps YoY
FY2020

© 2021 RAZER INC. ALL RIGHTS RESERVED.
RAZER GOLD
GLOBAL GAME PAYMENT SERVICE AND THE PRIMARY WAY FOR GAMES AND ENTERTAINMENT MONETIZE IN EMERGING MARKETS

- 26M+ registered users worldwide, 23.8% growth YoY in FY2020
- 5M+ channel touchpoints
  - 1M+ offline retail payments channels via Razer Fintech in SEA
  - 4M+ 3rd party payments channels worldwide
- 34,000+ games and entertainment titles including leading publishers such as Activision Blizzard, Electronic Arts, Tencent and more

TPV GREW BY 102.4% YoY IN FY2020
FY2020 RAZER FINTECH
ROBUST GROWTH IN FY2020
DRIVEN BY NEW MERCHANTS ONBOARDING AND SURGES IN ONLINE SHOPPING
AND DIGITAL ENTERTAINMENT CONSUMPTION

RAZER FINTECH TPV

(US$ M)

CAGR +70.2%

<table>
<thead>
<tr>
<th>Year</th>
<th>TPV</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2018</td>
<td>1,409</td>
</tr>
<tr>
<td>FY2019</td>
<td>2,094</td>
</tr>
<tr>
<td>FY2020</td>
<td>4,281</td>
</tr>
</tbody>
</table>
RAZER FINTECH – LEADING O2O DIGITAL PAYMENTS NETWORK FOR SEA

Blue-Chip Merchant Base

Global and Regional Clientele

- Google
- Grab
- Facebook
- Taobao.com
- Shopee
- Lazada
- Starbucks
- foodpanda
- Expedia
- Uniqlo

Supporting >110 Regional Payment Options

Integrated with Banks and Global Schemes

- Visa
- Mastercard
- UnionPay
- UOB
- OCBC Bank
- DBS
- Citi

Extensive Offline Distribution Points

Largest Offline Payment Network in SEA

- 7-Eleven
- Speedmart
- Cebuana Lhuillier
- Tesco
- MaxValu
- FamilyMart

Powering payments for some of the world’s largest online companies and serving over 50,000 merchants today

Supporting marketplaces and e-commerce sites with innovative and alternative payment options

Single and easy integration that connects payment channels to over 110 payment options

Over 1M offline acceptance points today, offering consumers an extensive network to make offline payments for telco reloads, gaming & entertainment pins and bill payments
GROSS MERCHANDISE VALUE ("GMV") FORECASTED TO GROW TO US$309B BY 2025F, DRIVEN BY E-COMMERCE

SEASONAL INTERNET ECONOMY GMV

(US$ B)

<table>
<thead>
<tr>
<th>Year</th>
<th>YoY</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019-2020</td>
<td>22%</td>
<td>15%</td>
</tr>
<tr>
<td>2020-2025F</td>
<td>-58%</td>
<td>33%</td>
</tr>
<tr>
<td></td>
<td>-11%</td>
<td>30%</td>
</tr>
<tr>
<td></td>
<td>63%</td>
<td>23%</td>
</tr>
</tbody>
</table>

Adoption of online groceries has doubled, and majority of consumers have indicated they will continue post-COVID-19

Many SMEs moved online as e-commerce became the only available retail channel

- Purchase frequency has increased
- Over a third of 2020’s online commerce was generated by new shoppers, of which 8 in 10 intend to continue buying online post-COVID-19
- 2025F GMV estimates have been revised upwards to US$172B despite reduced retail and GDP forecasts for SEA

Source: Google-Temasek eConomy SEA 2020.
FY2020

FINANCIAL PERFORMANCE

Chong Neng Tan
CFO
KEY FINANCIAL HIGHLIGHTS

CAGR +32.9%

Record High Revenue achieved with 3-year CAGR of 32.9%
Broad-based growth across all businesses

GAAP Profitable ahead of expectations
Exceptional revenue growth and productivity improvements

Cash Balance of over US$600M with no debt
One of the strongest balance sheets in the industry
NET REVENUE
STRONG, BROAD-BASED GROWTH ACROSS ALL BUSINESS SEGMENTS

REVENUE BY SEGMENT

(US$ M)

+48.0%
YoY

FY2018
712.4
615.5
47.4
49.6

FY2019
820.8
714.0
29.8

FY2020
1,214.6
1,083.7
128.4
2.5

* Hardware includes Peripherals and Systems

© 2021 RAzer INC. ALL RIGHTS RESERVED.
GROSS PROFIT
DRIVEN BY STRONG REVENUE GROWTH AND MARGIN IMPROVEMENT

GROSS PROFIT
(US$ M)

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>GPM</td>
<td>23.9%</td>
<td>20.5%</td>
<td>22.3%</td>
</tr>
<tr>
<td></td>
<td>170.1</td>
<td>168.1</td>
<td>271.0</td>
</tr>
</tbody>
</table>

FY2020 GPM improvement:
• Driven by increased contribution of the higher margin Peripherals and Services businesses
• Diversified portfolio and regional presence, coupled with robust operation structure negated pandemic risks
OPERATING EXPENSES

OPEX AS % OF NET REVENUE IMPROVED BY 920BPS

(US$ M)

<table>
<thead>
<tr>
<th>FY2018</th>
<th>269.7</th>
</tr>
</thead>
<tbody>
<tr>
<td>Selling and Marketing expenses</td>
<td>12.5%</td>
</tr>
<tr>
<td>Personnel Expenses</td>
<td>5.0%</td>
</tr>
<tr>
<td>4.9%</td>
<td></td>
</tr>
<tr>
<td>10.9%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY2019</th>
<th>263.9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Selling and Marketing expenses</td>
<td>11.0%</td>
</tr>
<tr>
<td>Personnel Expenses</td>
<td>4.6%</td>
</tr>
<tr>
<td>Research and Development expenses</td>
<td>2.6%</td>
</tr>
<tr>
<td>8.9%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY2020</th>
<th>278.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Selling and Marketing expenses</td>
<td>8.3%</td>
</tr>
<tr>
<td>Personnel Expenses</td>
<td>3.4%</td>
</tr>
<tr>
<td>Research and Development expenses</td>
<td>1.9%</td>
</tr>
<tr>
<td>6.9%</td>
<td></td>
</tr>
</tbody>
</table>

© 2021 RAZER INC. ALL RIGHTS RESERVED.
# Net Income (GAAP) Profitable in FY 2020

Beat expectations on exceptional revenue growth and profitability

<table>
<thead>
<tr>
<th>(US$ M)</th>
<th>FY2019</th>
<th>FY2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>820.8</td>
<td>1,214.6</td>
<td>48.0%</td>
</tr>
<tr>
<td>Gross profit</td>
<td>168.1</td>
<td>271.0</td>
<td>61.3%</td>
</tr>
<tr>
<td>% of revenue</td>
<td>20.5%</td>
<td>22.3%</td>
<td>180bps</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>263.9</td>
<td>278.0</td>
<td>5.3%</td>
</tr>
<tr>
<td>% of revenue</td>
<td>32.1%</td>
<td>22.9%</td>
<td>(920bps)</td>
</tr>
<tr>
<td>Adjusted EBITDA*</td>
<td>(29.4)</td>
<td>44.6</td>
<td>N.A</td>
</tr>
<tr>
<td>% of revenue</td>
<td>-3.6%</td>
<td>3.7%</td>
<td>730bps</td>
</tr>
<tr>
<td>Profit / (loss) for the year</td>
<td>(83.5)</td>
<td>0.8</td>
<td>N.A</td>
</tr>
<tr>
<td>% of revenue</td>
<td>-10.2%</td>
<td>0.1%</td>
<td>1,030bps</td>
</tr>
</tbody>
</table>

- Revenue +48.0% to US$1.2B, driven by robust demand and market share gains for Hardware and continued exponential growth of Services
- Gross margin increased 180bps to 22.3% driven by improving margins in Hardware and increased contribution of higher margin Services
- Achieved GAAP profitability, fuelled by exceptional revenue growth and productivity improvements. Net profit to the % of revenue improved 1030 bps.

*Adjusted EBITDA as profit / (loss) from operations added back with depreciation and amortisation, share-based compensation expense, restructuring expense, and merger and acquisitions expense.
# Working Capital and Cash Conversion Cycle

**One of the Strongest in the Industry**

## Working Capital Cycle

<table>
<thead>
<tr>
<th></th>
<th>Dec-18</th>
<th>Dec-19</th>
<th>Dec-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Days Inventory Outstanding¹</td>
<td>37</td>
<td>40</td>
<td>39</td>
</tr>
<tr>
<td>Days Payables Outstanding²</td>
<td>143</td>
<td>164</td>
<td>154</td>
</tr>
<tr>
<td>Days Sales Outstanding³</td>
<td>67</td>
<td>69</td>
<td>57</td>
</tr>
<tr>
<td>Cash Conversion Cycle⁴</td>
<td>(39)</td>
<td>(55)</td>
<td>(58)</td>
</tr>
</tbody>
</table>

Notes:
1. Days inventory outstanding equals the average of the opening and closing inventory balances divided by the cost of sales for the period and multiplied by the number of days in the period.
2. Days sales outstanding equals the average of trade receivables divided by the total revenue for the period and multiplied by the number of days in the period.
3. Days payables outstanding equals the average of payables divided by the total cost of sales for the period and multiplied by the number of days in the period.
4. Cash conversion cycle for a period equals days inventory outstanding plus days receivables outstanding less days payables outstanding.

© 2021 Razer Inc. All Rights Reserved.
POSITIVE OPERATING CASHFLOW

CASHFLOW FROM OPERATING ACTIVITIES

(US$ M)

-38.4
FY2018

-38.5
FY2019

152.9
FY2020
US$0 DEBT WITH OVER US$600M IN CASH

ONE OF THE STRONGEST BALANCE SHEETS IN THE INDUSTRY
ENVIRONMENTAL, SOCIAL, AND GOVERNANCE ("ESG")

MIN-LIANG TAN
CO-FOUNDER and CEO
ESG

ENVIRONMENTAL
- Climate change
- Greenhouse Gas (GHG) emissions
- Resource depletion, including water
- Waste & Pollution

SOCIAL
- Human Capital Development
- Health & Safety
- Working conditions
- Local Community Investments
- Employee diversity
- Conflict management

GOVERNANCE
- Corporate governance
- Code of Ethics
- Anti-bribery and corruption practices
- Board diversity & structure
- Tax strategy

RAZER’S FOCUS

FULLY COMPLIANT WITH HKEX ESG GUIDELINES AND ...
GOING ABOVE AND BEYOND FOCUSED ON THE ENVIRONMENT
#GOGREENWITHRAZER

OUR COMMITMENT TOWARDS A SUSTAINABLE FUTURE

At Razer, many of our community are the youth, the millennials and Gen Z, and we want to ensure the world remains an arena we can all continue to play in.

All of us need to do our part in making our world a better place, and together with the Razer community, we are taking responsibility through our #GoGreenWithRazer movement to drive towards a sustainable future.
http://www.razer.com/go-green
100% USE OF RECYCLED/RECYCLABLES BY END 2021

100% RENEWABLE ENERGY BY 2025

100% CARBON NEUTRAL BY 2030
GREEN PRODUCTS

CONSUMER TRANSPARENCY WITH CARBON CONSUMER LABELS BY 2022

100% OF ALL RAZER PRODUCTS CAN BE RECYCLED WITH RAZER BY 2025

100% RAZER PRODUCTS TO USE RECYCLED OR RECYCLABLE MATERIALS BY 2030
IMPACT INVESTING IN ENVIRONMENT AND SUSTAINABILITY STARTUPS IN THE AREAS OF:

- RENEWABLE ENERGY;
- CARBON REDUCTION;
- PLASTICS MANAGEMENT; AND
- WATER SOLUTIONS
FY 2021 OUTLOOK

MIN-LIANG TAN
CO-FOUNDER and CEO
FY2021 OUTLOOK: KEY TAKEAWAYS

RAZER™ (1337.HK) = OUTSIZED GROWTH + CONTINUED PROFITABILITY
FY2021 OUTLOOK: KEY TAKEAWAYS

Outsized Revenue Growth:

- New Hardware product introductions
- Growth of Software userbase
- Further investments to scale fast-growing Services business

Continued Profitability:

- Improvement of Hardware margins
- Strong OPEX discipline
- Expansion of higher-margin Hardware and Services as part of the revenue mix

Use of Cash:

- Investments in R&D for new Hardware and development of new Services
- Continued share buybacks
- Investment/ M&A activities
Q & A
# KEY P&L DATA

**FOR THE YEAR ENDED DECEMBER 31**

<table>
<thead>
<tr>
<th>(US$ M)</th>
<th>FY2017</th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>517.9</td>
<td>712.4</td>
<td>820.8</td>
<td>1,214.6</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>151.0</td>
<td>170.1</td>
<td>168.1</td>
<td>271.0</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>(314.4)</td>
<td>(269.7)</td>
<td>(263.9)</td>
<td>(278.0)</td>
</tr>
<tr>
<td>Profit / (Loss) for the year</td>
<td>(165.8)</td>
<td>(97.9 )</td>
<td>(83.5 )</td>
<td>0.8</td>
</tr>
<tr>
<td>Adjusted EBITDA*</td>
<td>(13.8 )</td>
<td>(46.9 )</td>
<td>(29.4 )</td>
<td>44.6</td>
</tr>
</tbody>
</table>

*Adjusted items exclude share-based compensation, restructuring expense, merger and acquisition expense and impairment of goodwill and other assets*
# KEY BALANCE SHEET DATA

**AS AT DECEMBER 31**

<table>
<thead>
<tr>
<th>(US$ M)</th>
<th>Dec 2017</th>
<th>Dec 2018</th>
<th>Dec 2019</th>
<th>Dec 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and bank balance</td>
<td>739.4</td>
<td>615.2</td>
<td>528.3</td>
<td>621.8</td>
</tr>
<tr>
<td>Debts</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Net Cash</td>
<td>739.4</td>
<td>615.2</td>
<td>528.3</td>
<td>621.8</td>
</tr>
<tr>
<td>Inventories</td>
<td>41.4</td>
<td>68.5</td>
<td>74.8</td>
<td>124.9</td>
</tr>
<tr>
<td>Trade Receivables</td>
<td>109.4</td>
<td>144.9</td>
<td>158.4</td>
<td>223.4</td>
</tr>
<tr>
<td>Trade Payables</td>
<td>150.4</td>
<td>269.6</td>
<td>301.3</td>
<td>474.5</td>
</tr>
<tr>
<td>Net Working Capital</td>
<td>0.4</td>
<td>(56.2)</td>
<td>(68.1)</td>
<td>(126.2)</td>
</tr>
</tbody>
</table>