AGENDA

1. FY2020 HIGHLIGHTS
2. FY2020 RAZER FINTECH
3. FY2020 FINANCIAL PERFORMANCE
4. ENVIRONMENTAL, SOCIAL AND GOVERNANCE
5. FY2021 OUTLOOK
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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%

1,214.6

FY2020

820.8

FY2019

712.4

FY2018

517.9

FY2017 (IPO Year)
TURNED PROFITABLE ON GAAP BASIS (AHEAD OF ALL EXPECTATIONS)

PROFIT / (LOSS) FOR THE YEAR

(US$ M)

<table>
<thead>
<tr>
<th>Year</th>
<th>Profit (Loss)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2017</td>
<td>-165.8</td>
</tr>
<tr>
<td>FY2018</td>
<td>-97.9</td>
</tr>
<tr>
<td>FY2019</td>
<td>-83.5</td>
</tr>
<tr>
<td>FY2020</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) 475.7
FY2018 615.5
FY2019 714.0
FY2020
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

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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 LAPTOPS\(^1\)
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

~40M ~60M ~80M ~123M
Dec-17 (IPO Year) Dec-18 Dec-19 Dec-20

MAU
+68.2% YoY
FY2020
THE RAZER ECOSYSTEM: SERVICES
SERVICES
PAYMENT SERVICES FOR GAMERS, YOUTH, MILLENNIALS AND GEN Z

GLOBAL GAME PAYMENT SERVICE

EMERGING MARKETS FINTECH

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PHENOMENAL GROWTH OF SERVICES BUSINESS
DRIVEN BY SURGES IN RAZER GOLD USAGE AND RAZER FINTECH B2B ACTIVITY

SERVICES NET REVENUE

(US$ M)

+66.8%
Y-o-Y

GPM
43.8%
+140bps Y-o-Y
FY2020

10.6
FY2017
(IPO Year)

49.6
FY2018

77.0
FY2019

128.4
FY2020

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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%

FY2018: 1,409
FY2019: 2,094
FY2020: 4,281
RAZER FINTECH – LEADING O2O DIGITAL PAYMENTS NETWORK FOR SEA

Blue-Chip Merchant Base
- Google
- Grab
- Facebook
- Lazada
- Starbucks
- Shopee
- foodpanda
- UNIQLO

Global and Regional Clientele
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

Integrating with Banks and Global Schemes
- VISA
- MasterCard
- UnionPay
- UOB
- OCBC Bank
- DBS
- Citi

Integrated with Banks and Global Schemes
Single and easy integration that connects payment channels to over 110 payment options

Extensive Offline Distribution Points
- 7-ELEVEN
- SPEEDMART
- TESCO
- MaxValu
- FamilyMart

Largest Offline Payment Network in SEA
Over 1M offline acceptance points today, offering consumers an extensive network to make offline payments for telco reloads, gaming & entertainment pins and bill payments

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GROSS MERCHANDISE VALUE ("GMV") FORECASTED TO GROW TO US$309B BY 2025F, DRIVEN BY E-COMMERCE

**SEA INTERNET ECONOMY GMV**

- **YoY**
  - 2019 - 2020: 22%, -58%, -11%, 63%
- **CAGR**
  - 2020 – 2025F: 15%, 33%, 30%, 23%

- **+24% CAGR**
- **+5% YoY**

**NEW COVID-19 TRENDS ARE PROPULSING E-COMMERCE GMV**

- **Online Groceries**
  - Adoption of online groceries has doubled, and majority of consumers have indicated they will continue post-COVID-19
- **SME Migration**
  - Many SMEs moved online as e-commerce became the only available retail channel

- **E-Commerce Boom**
  - 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
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
615.5
Hardware* 49.6
Services 47.4
Others 712.4

FY2019
714.0
Hardware* 29.8
Services 77.0
Others 820.8

FY2020
1,083.7
Hardware* 2.5
Services 128.4
Others 1,214.6

* Hardware includes Peripherals and Systems
GROSS PROFIT
DRIVEN BY STRONG REVENUE GROWTH AND MARGIN IMPROVEMENT

GROSS PROFIT

<table>
<thead>
<tr>
<th>Year</th>
<th>GPM</th>
<th>Revenue (US$ M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2018</td>
<td>23.9%</td>
<td>170.1</td>
</tr>
<tr>
<td>FY2019</td>
<td>20.5%</td>
<td>168.1</td>
</tr>
<tr>
<td>FY2020</td>
<td>22.3%</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)

269.7
12.5%
5.0%
4.9%
10.9%
FY2018

263.9
11.0%
4.6%
2.6%
8.9%
FY2019

278.0
8.3%
3.4%
1.9%
6.9%
FY2020

Selling and Marketing expenses
Personnel Expenses
Research and Development expenses
General and Administrative expenses
Share-based compensation
Other Adjusted items

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# 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

(Days)

<table>
<thead>
<tr>
<th>DAYS INVENTORY OUTSTANDING(^1)</th>
<th>Days</th>
<th>Days</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-18</td>
<td>37</td>
<td>40</td>
<td>39</td>
</tr>
<tr>
<td>Dec-19</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-20</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DAYS SALES OUTSTANDING(^2)</th>
<th>Days</th>
<th>Days</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-18</td>
<td>67</td>
<td>69</td>
<td>57</td>
</tr>
<tr>
<td>Dec-19</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-20</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DAYS PAYABLES OUTSTANDING(^3)</th>
<th>Days</th>
<th>Days</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-18</td>
<td>143</td>
<td>164</td>
<td>154</td>
</tr>
<tr>
<td>Dec-19</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-20</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CASH CONVERSION CYCLE(^4)</th>
<th>Days</th>
<th>Days</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-18</td>
<td>(39)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-19</td>
<td>(55)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-20</td>
<td>(58)</td>
<td></td>
<td></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 payable 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.
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")
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

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

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#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.
GREEN ORGANIZATION
GREEN PRODUCTS
GREEN COMMUNITY
GREEN INVESTMENTS

http://www.razer.com/go-green
GREEN ORGANIZATION

100% USE OF RECYCLED/RECYCLABLES BY END 2021

100% RENEWABLE ENERGY BY 2025

100% CARBON NEUTRAL BY 2030
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
GREEN COMMUNITY

SAVING 1M TREES WORLDWIDE
IMPACT INVESTING IN ENVIRONMENT AND SUSTAINABILITY STARTUPS IN THE AREAS OF:

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