AGENDA

1. 1H2021 HIGHLIGHTS
   Min-Liang Tan – Co-founder and CEO

2. 1H2021 RAZER FINTECH
   Limeng Lee – CSO

3. 1H2021 FINANCIAL PERFORMANCE
   Chong Neng Tan – CFO

4. #GoGreenWithRazer
   Min-Liang Tan – Co-founder and CEO

5. FY2021 OUTLOOK
   Min-Liang Tan – Co-founder and CEO
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 six months ended 30 June 2021 (“1H2021”).

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1H2021 HIGHLIGHTS
1H2021: KEY HIGHLIGHTS

Record high revenue of US$752.0M with 68.0% YoY growth, driven by robust demand, market share leadership for the Hardware business, and ongoing growth in the Services segment.

Gross profit margin improved to 27.1%, as compared to 22.0% for the same period in 2020, primarily due to improving margins in the Hardware segment.

Adjusted EBITDA Profit of US$59.5M, with 1,759.4% year-on-year growth from US$3.2M for the same period last year.

Net Profit of US$31.3M, as compared to a Net Loss of US$17.7M for the same period in 2020, driven by exceptional revenue growth, gross margin expansion, and productivity improvement.
RECORD HIGH REVENUE

NET REVENUE

(US$ M)

CAGR
+40.0%

1H2019: 357.2
1H2020: 447.5
1H2021: 752.0
SIGNIFICANT INCREASE IN NET PROFIT

PROFIT / (LOSS) FOR THE PERIOD

(US$ M)

1H2019: -47.7
1H2020: -17.7
1H2021: 31.3
THE RAZER ECOSYSTEM:
AND HOW IT GREW IN 1H2021
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

~150M TOTAL USERS
50.0% YoY GROWTH

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

US$677.3M IN 1H2021
77.0% YoY GROWTH

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

US$72.8M IN 1H2021
13.8% YoY GROWTH
THE RAZER ECOSYSTEM: HARDWARE
EXPONENTIAL REVENUE GROWTH FOR HARDWARE

 NET REVENUE

(US$ M)

+77.0% YoY

303.7
1H2019

382.7
1H2020

677.3
1H2021
THE RAZER ECOSYSTEM: SOFTWARE
ACCELERATION IN USER BASE EXPANSION

BOOSTED BY INCREASED GAMING, ESPORTS AND LIVESTREAMING ACTIVITIES

TOTAL USERS

+50.0% YoY

~80M
Dec 19

~100M
Jun 20

~123M
Dec 20

~150M
Jun 21

MAU

+51.4% YoY
1H2021

YoY

YoY

YoY

YoY

YoY

YoY

YoY

YoY

YoY

YoY

YoY
COMPREHENSIVE FIRST PARTY GAMER PROFILE DATA ACROSS DIFFERENT GAMES

RAZER ID

- Purchase History
- Demographics (Age, Gender)
- GeoLocation
- Preferred Platforms & Game Sources
- Hardware Ownership & Purchase Behavior
- Linked Devices
- Game Titles
- Game Genres & Popularity
- Hours Played by Game
- Game Purchase Propensity
- Razer ID
THE RAZER ECOSYSTEM:
SERVICES
SERVICES
PAYMENT SERVICES FOR GAMERS, YOUTH, MILLENNIALS AND GEN Z

GLOBAL GAME PAYMENT SERVICE

EMERGING MARKETS FINTECH
STRONG GROWTH OF SERVICES BUSINESS
DRIVEN BY GROWTH IN RAZER GOLD USAGE AND RAZER FINTECH B2B ACTIVITY

SERVICES NET REVENUE
(US$ M)

+13.8% YoY

GPM
41.9%
1H2021

DRIVEN BY GROWTH IN RAZER GOLD USAGE AND RAZER FINTECH B2B ACTIVITY

STRONG GROWTH OF SERVICES BUSINESS

GPM
41.9%
1H2021

SERVICES NET REVENUE
(US$ M)

+13.8% YoY

35.7
1H2019

64.0
1H2020

72.8
1H2021
1H2021 RAZER GOLD
RAZER GOLD BUSINESS MODEL

USER
• User purchases Razer Gold via online/ offline channels

RAZER GOLD
• User spends Razer Gold in game / digital entertainment

CONTENT PARTNERS
Razer Gold:
• Retains take rate (revenue) and pays cost of payment channels (COGs) i.e. credit card fees, offline channel fees
• Pays out remainder to content partners
RAZER GOLD: THE ONLY UNIVERSAL GAME CREDIT IN THE WORLD

CHANNELS

Channel Support
- 5.6 million end user channels worldwide
- Complete online and offline payment coverage
- Transact in 20 local currencies

Access to Razer’s 150+ MILLION Userbase

Marketing Support
- Social media channels
- Online and retail advertising
- RazerStores
- Razer Central Push notifications
- Influencer marketing
- EDM

Big Data Analytics
- Sharpen targeting accuracy
- Boost activity
- Cultivate engagement

CONTENT

Single virtual credit with access to 42,000+ digital content

Exclusive
Razer-branded in game items & Razer products giveaways

Razer Silver loyalty rewards program

TPV GREW BY 13.8% YoY IN 1H2021
1H2021 RAZER FINTECH
RAZER FINTECH IS THE LEADING B2B DIGITAL PAYMENT PROVIDER IN SOUTHEAST ASIA

Blue-Chip Merchant Base

Google  facebook  Lazada  Shopee  Grab  traveloka  foodpanda  Taobao.com  7Eleven  99  TESCO  FamilyMart

Powering payments for over 60,000 merchants with over 1 million offline touchpoints

RAZER FINTECH

MERCHAND SERVICES

Online Payment Gateway
Cash, Internet Banking, Card, E-wallet Enablement

Reloads Platform
Digital Pins, Bill Payments, E-wallet Acceptance for Offline Merchants

Extensive Payment Options

DBS  VISA  Mastercard  UnionPay  UOB  OCBC Bank  Citi  rabbit  LINE Pay  Shopee Pay  GrabPay  KBank  SCB  IN蜥蜴  Maybank  支付宝  ALIPAY  微信支付  WeChat Pay  预付卡  PromtPay  PAY NOW  FPX  eNETS

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

RAZER FINTECH IS THE LEADING B2B DIGITAL PAYMENT PROVIDER IN SOUTHEAST ASIA

RAZER FINTECH IS THE LEADING B2B DIGITAL PAYMENT PROVIDER IN SOUTHEAST ASIA
RAZER FINTECH BUSINESS MODEL

**USERS**
- User makes online purchase
- User makes reload at retail point

**ONLINE MERCHANTS**
- Razer processes the payment and pays out to merchants and retains take rate

**OFFLINE MERCHANTS**
- Merchants integrated with Razer platform can pull the content inventory at a margin

**RAZER FINTECH**
- **Online Payments**
  - Payment gateway providing Cash, Internet Banking, Card, E-wallet enablement
  - Transaction processing
  - Payments made to Razer Fintech less channel cost

- **Offline Payments**
  - Widest portfolio of Mobile Reloads, Billers, Games and Entertainment and Productivity Tools content
  - Razer Fintech acquires content from digital content providers

**ACQUIRING BANKS, GLOBAL SCHEMES & E-WALLETS**
- VISA, Mastercard, Citi, DBS, Mastercard
- FPX, PayPal, Alipay, UOB, Maybank, WeChat Pay, E-NETC

**TELCOS, DIGITAL CONTENT PROVIDERS & BILLERS**
- Hotlink, XPA, digi, Xpax, TM, STAX, Spotify, astro, Netflix, Apple, Spotify, Nintendo eShop

* Razer Fintech is a leading business-to-business payment solution provider that focuses on powering offline-to-online payments for blue-chip merchants
ROBUST GROWTH CONTINUED IN 1H2021
DRIVEN BY NEW MERCHANTS ONBOARDING AND SURGES IN ONLINE SHOPPING

RAZER FINTECH TPV

(US$ M)

+79.5% YoY

1H2019: 828
1H2020: 1,774
1H2021: 3,191
SIGNIFICANT PROGRESS IN 1H2021

79.5% YoY growth to TPV US$3.2B in 1H2021
driven mainly by e-commerce marketplace purchases, food deliveries and e-wallet top-ups

88.6% YoY growth to over 60,000 merchants
coming from the retail, F&B industries, and professional/commercial services

Strengthened core infrastructure
expanded business footprint and secured additional licenses across SEA
MASSIVE DIGITAL PAYMENTS GROWTH IN SEA
FUELED BY THE PROPELLING INTERNET ECONOMY

INTERNET ECONOMY (GROSS MERCHANDISE VALUE)

DIGITAL PAYMENTS (GROSS TRANSACTION VALUE)

Source: Google-Temasek eConomy SEA 2020
1H2021

FINANCIAL PERFORMANCE
REVENUE BY SEGMENT

(US$ M)

+68.0% YoY

RECORD HIGH REVENUE DRIVEN BY MARKET SHARE LEADERSHIP ACROSS THE REGIONS

* Hardware includes Peripherals and Systems
GROSS PROFIT
GROSS PROFIT DOLLAR MORE THAN DOUBLED

GPM 27.1%

1H2021 GPM improvement:
• Driven by increased contribution of the higher margin Hardware products
• Robust operation structure negated logistics cost risks
OPERATING EXPENSES
OPEX AS % OF NET REVENUE IMPROVED BY 400BPS

1H2019

128.0

12.8%

5.0%

2.7%

9.9%

1.9

17.7

1H2020

115.5

10.5%

4.3%

2.3%

6.8%

1.2

7.5

1H2021

163.6

8.1%

4.0%

1.6%

7.1%

0.8

6.6

- Selling and Marketing expenses
- Personnel Expenses
- Research and Development expenses
- General and Administrative expenses
- Share-based compensation
- Other Adjusted items
### SIGNIFICANT INCREASE IN NET PROFIT

**BEAT EXPECTATIONS ON EXCEPTIONAL REVENUE GROWTH AND PROFITABILITY**

<table>
<thead>
<tr>
<th>(US$ M)</th>
<th>1H2020</th>
<th>1H2021</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>447.5</td>
<td>752.0</td>
<td>68.0%</td>
</tr>
<tr>
<td>Gross profit</td>
<td>98.5</td>
<td>203.6</td>
<td>106.7%</td>
</tr>
<tr>
<td>% of revenue</td>
<td>22.0%</td>
<td>27.1%</td>
<td>510bps</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>115.5</td>
<td>163.6</td>
<td>41.7%</td>
</tr>
<tr>
<td>% of revenue</td>
<td>25.8%</td>
<td>21.8%</td>
<td>(400bps)</td>
</tr>
<tr>
<td>Adjusted EBITDA*</td>
<td>3.2</td>
<td>59.5</td>
<td>1,759.4%</td>
</tr>
<tr>
<td>% of revenue</td>
<td>0.7%</td>
<td>7.9%</td>
<td>720bps</td>
</tr>
<tr>
<td>Profit / (loss) for the period</td>
<td>(17.7)</td>
<td>31.3</td>
<td>N.A</td>
</tr>
<tr>
<td>% of revenue</td>
<td>-3.9%</td>
<td>4.2%</td>
<td>810bps</td>
</tr>
</tbody>
</table>

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

- Revenue +68.0% to US$752.0M, driven by robust demand, market share leadership for the Hardware business, and ongoing growth in the Services segment
- Gross profit margin increased 510 bps to 27.1% driven by improving margins in Hardware
- Net profit of US$31.3M, driven by exceptional revenue growth, gross margin expansion, and productivity improvement. Net profit margin improved 810 bps to 4.2%
**WORKING CAPITAL AND CASH CONVERSION CYCLE**

**BEST IN CLASS WORKING CAPITAL MANAGEMENT**

### WORKING CAPITAL CYCLE

#### DAYS INVENTORY OUTSTANDING\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>Jun-19</th>
<th>Jun-20</th>
<th>Jun-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>45</td>
<td>44</td>
<td>50</td>
</tr>
</tbody>
</table>

#### DAYS SALES OUTSTANDING\(^2\)

<table>
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<th>Jun-19</th>
<th>Jun-20</th>
<th>Jun-21</th>
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</thead>
<tbody>
<tr>
<td>Value</td>
<td>69</td>
<td>71</td>
<td>49</td>
</tr>
</tbody>
</table>

#### DAYS PAYABLES OUTSTANDING\(^3\)

<table>
<thead>
<tr>
<th></th>
<th>Jun-19</th>
<th>Jun-20</th>
<th>Jun-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>166</td>
<td>187</td>
<td>166</td>
</tr>
</tbody>
</table>

#### CASH CONVERSION CYCLE\(^4\)

<table>
<thead>
<tr>
<th></th>
<th>Jun-19</th>
<th>Jun-20</th>
<th>Jun-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>(52)</td>
<td>(72)</td>
<td>(67)</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 sales outstanding less days payables outstanding.
UPDATES ON

GO GREEN
WITH RAZER

OUR QUEST CONTINUES TO BUILD
A SUSTAINABLE FUTURE FOR
GENERATIONS TO COME
10-YEAR ROADMAP TOWARDS SUSTAINABILITY

FY2021

**GREEN ORGANIZATION**
SAY NO TO SINGLE-USE PLASTICS

**GREEN PRODUCTS**
GREEN PACKAGING

FY2025

**GREEN ORGANIZATION**
100% POWERED BY RENEWABLE ENERGY

**GREEN PRODUCTS**
100% PRODUCTS ARE RECYCLABLE WITH RAZER

FY2030

**GREEN ORGANIZATION**
100% CARBON NEUTRAL

**GREEN PRODUCTS**
MADE OF 100% RECYCLED & RECYCLABLE MATERIALS
10-YEAR GREEN ROADMAP

INITIATIVES ACROSS FOUR STRATEGIC PILLARS TO REALIZE RAZER’S GREEN VISION UNTIL 2030:

**GREEN ORGANIZATION**
Change starts from within. Focus on making our offices a greener place and our staff greener people to reduce our global carbon footprint.

**GREEN PRODUCTS**
Turning our forte in designing products that are both phenomenal to our fans and responsible to the environment.

**GREEN COMMUNITY**
Harnessing the collective power of our staff and the community to contribute and support the global green movement.

**GREEN INVESTMENTS**
Develop an environment and sustainability business vertical with a focus on the youth, millennials and Gen Z and aims to play its part by supporting and investing in environment and sustainability startups.
‘Green’ gear to inspire greener lifestyle amongst global gaming community

Limited-edition apparel line made from 100% recycled marine plastic
OVER 500,000 TREES HAVE BEEN SAVED

0 TREES
100,000 TREES
200,000 TREES
300,000 TREES
400,000 TREES
500,000 TREES
600,000 TREES
700,000 TREES
800,000 TREES
900,000 TREES
1,000,000 TREES

HEAL PILLOW
FLOOR RUG
BOBBLEHEAD
?
?
?

PLUSHIE
EYE MASK
SLIPPERS
TO BE UNLOCKED
TO BE UNLOCKED
TO BE UNLOCKED
INVEST FOR GROWTH
THE OPPORTUNITY

THE LARGE AND GROWING GAMER AND YOUTH TAM

US$219B
GLOBAL GAMES MARKET REVENUE IN 2024

~3B
ACTIVE GAMERS IN 2021

577M
GLOBAL ESPORTS AUDIENCE IN 2024

GAMERS = YOUTH AND MILLENNIALS

71%
OF MILLENNIALS ARE GAMERS

17B HRS
OF TWITCH CONTENT WAS CONSUMED IN 2020 & YT HAS 200M+ DAILY GAMING USERS

90%
WILL PREFER TO PURCHASE FROM AUTHENTIC BRANDS THAT SPEAK TO THEM

Source: Newzoo, DFC Intelligence, Stackla, App Annie Market Research, Google Growth in the Video Gaming Ecosystem: The new role of games as media (2020)
Achievements:
- Market leading position for gaming Peripherals across the U.S., Europe, and Asia-Pacific
- Market leading position in the premium gaming laptop segment in the U.S., while growing market share in new markets outside of the U.S.
- Further expanded into new growth categories such as console gaming and gaming chairs

Investment Areas:
- Investments in R&D for existing gaming Peripherals categories
- Continued mid-term category expansion in new growth categories such as console gaming and gaming chairs
- Expanding into new Hardware categories
Achievements:
- One of the largest integrated gamer software platforms in the world
- 55.4% 3-year CAGR growth in total user accounts to ~150M
- 37.0% 3-year CAGR growth in MAU

Investment Areas:
- Develop new software to increase user acquisition, engagement and retention
- Explore new monetization initiatives
- Deepen big data analytics capabilities to drive user acquisition and nurture user activity
Achievements:
• Unique global position as a universal game credit across thousands of games
• 47.0% CAGR in TPV since inception in 2017
• 175.9% CAGR in content partner adoption since inception in 2017
• 77.6% CAGR in channel acceptance since inception in 2017

Investment Areas:
• Expand into new regions internationally
• Deepen penetration in high growth regions such as LATAM, Middle East and SEA
• Enhance core infrastructure and recruit talent to improve user experience, acquire new users and drive usage/spending per user
Achievements:
• The leading B2B digital payments facilitator in SEA
• 63.7% CAGR in TPV since inception in 2018 with 1H2021 TPV at US$3.2B
• 157.4% CAGR in merchant adoption since inception in 2018

Investment Areas:
• Continued geographical expansion across SEA
• Scale TPV aggressively with expanded merchant base
• Enhance service capabilities for existing customers
• M&A and investments
OUTLOOK
FY2021 OUTLOOK: ON TRACK TO DELIVER GROWTH, OPERATIONAL ENHANCEMENTS AND AMP UP INVESTMENT

Strong Revenue Growth:
- New Hardware product introductions
- Growth of Software user base
- Continue scaling Services business

Continue Operational Enhancements:
- Track record of cost discipline
- Improvement of Hardware margins
- Expansion of higher-margin Hardware and Services as part of the revenue mix

Amp Up Investment For Growth:
- Reinvesting profits in high potential areas such as Razer Gold and Razer Fintech
- Such investments will involve additional spending in operating expenses as we scale our Services business
- Step-up investments in new growth opportunities in the Razer ecosystem
Q & A
APPENDIX
## KEY P&L DATA

<table>
<thead>
<tr>
<th>US$ M</th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
<th>1H2020</th>
<th>1H2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>712.4</td>
<td>820.8</td>
<td>1,214.6</td>
<td>447.5</td>
<td>752.0</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>170.1</td>
<td>168.1</td>
<td>271.0</td>
<td>98.5</td>
<td>203.6</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>(269.7)</td>
<td>(263.9)</td>
<td>(278.0)</td>
<td>(115.5)</td>
<td>(163.6)</td>
</tr>
<tr>
<td>Profit / (Loss) for the period</td>
<td>(97.9)</td>
<td>(83.5)</td>
<td>0.8</td>
<td>(17.7)</td>
<td>31.3</td>
</tr>
<tr>
<td>Adjusted EBITDA*</td>
<td>(46.9)</td>
<td>(29.4)</td>
<td>44.6</td>
<td>3.2</td>
<td>59.5</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

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Cash and bank balance</td>
<td>615.2</td>
<td>528.3</td>
<td>621.8</td>
<td>585.9</td>
<td>517.0</td>
</tr>
<tr>
<td>Debts</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Net Cash</td>
<td>615.2</td>
<td>528.3</td>
<td>621.8</td>
<td>585.9</td>
<td>517.0</td>
</tr>
<tr>
<td>Inventories</td>
<td>68.5</td>
<td>74.8</td>
<td>124.9</td>
<td>94.9</td>
<td>178.7</td>
</tr>
<tr>
<td>Trade Receivables</td>
<td>144.9</td>
<td>158.4</td>
<td>223.4</td>
<td>191.7</td>
<td>182.9</td>
</tr>
<tr>
<td>Trade Payables</td>
<td>269.6</td>
<td>301.3</td>
<td>469.8</td>
<td>420.3</td>
<td>517.5</td>
</tr>
<tr>
<td>Net Working Capital</td>
<td>(56.2)</td>
<td>(68.1)</td>
<td>(121.5)</td>
<td>(133.8)</td>
<td>(155.9)</td>
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