



**Empowering Human
Connections with Virtual
Realities**

Corporate Presentation

17LIVE Group Limited
26 November 2024

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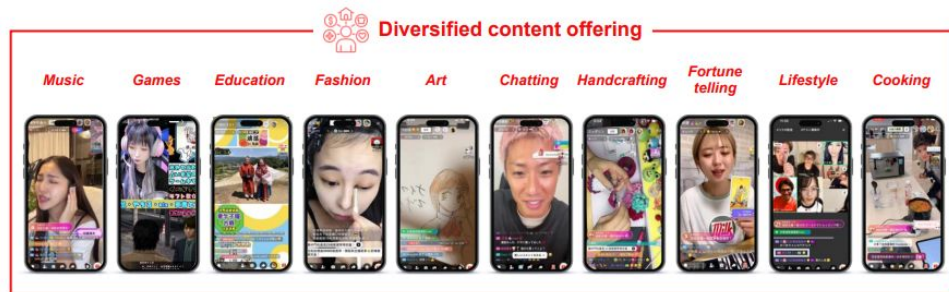
DBS Bank Ltd. acted as the sole issue manager for the business combination of Vertex Technology Acquisition Corporation Ltd with 17LIVE Inc.
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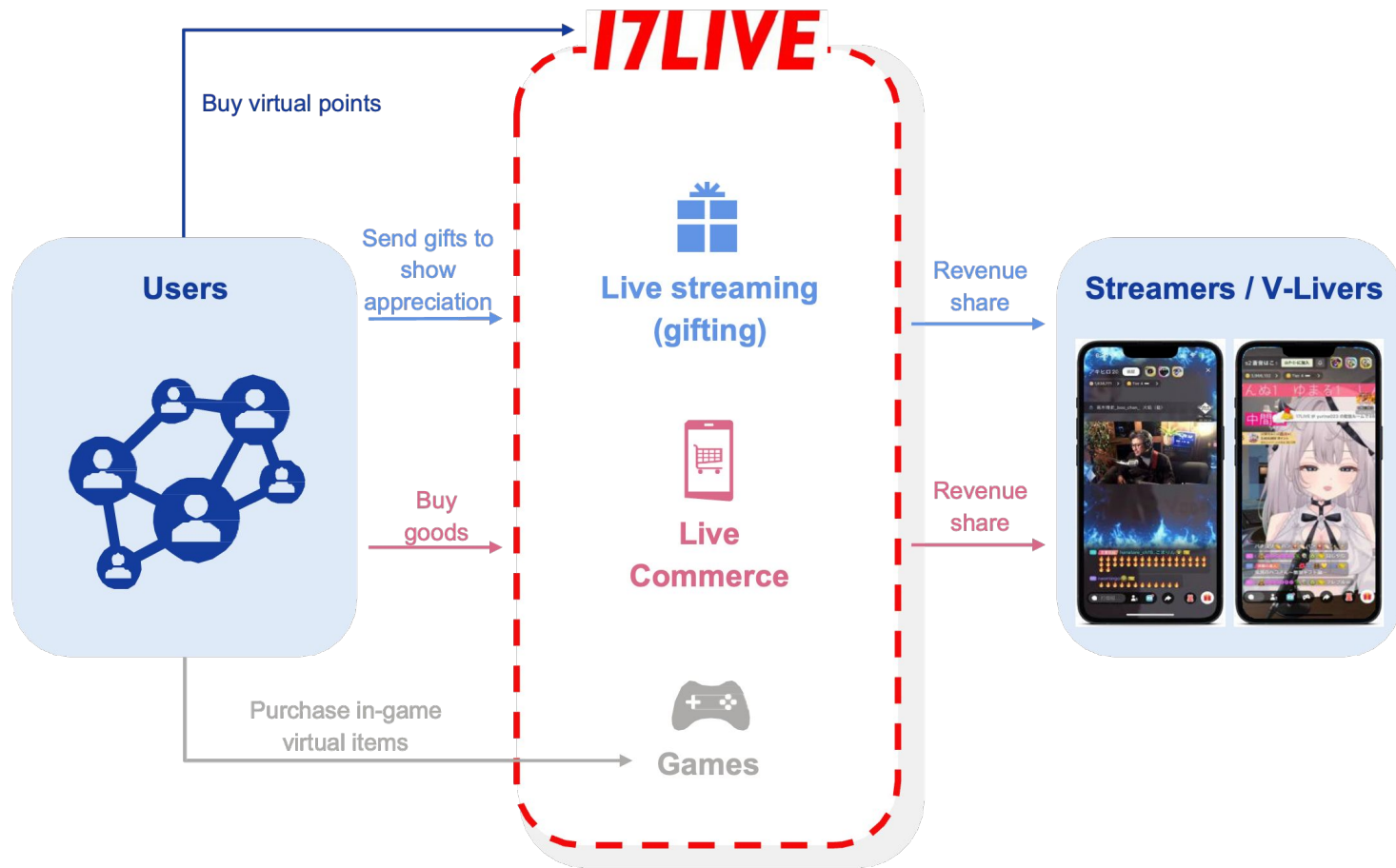
ABOUT 17LIVE

17LIVE Leading pure-play live streaming platform empowering human connections

- Fostering a diverse live streaming ecosystem with a loyal and engaged user community, as well as a deep pool of live streamers anchored on its two main markets in Japan and Taiwan and presence across the rest of Asia
- Main business lines include: 1) Liver (live streamers) live streaming and 2) V-Liver (virtual-live streamers) live streaming
- Launched two unique intellectual property (IP) groups; BUSHILIVE and GanGun Girls to supplement the growing V-Liver segment, as well as various innovative business initiatives such as V-Livers, in-app games and live commerce, highly synergistic with its core live streaming business



Monetisation Model





1H2024 FINANCIAL & BUSINESS HIGHLIGHTS

1H2024 Highlights

1

TURNING NET PROFITABLE

Achieved strong profitability with US\$1.9 million net profit in 1H2024

2

UPWARD GROWTH MOMENTUM

2Q2024 records US\$3.5 million in operating income reflecting positive upward growth momentum trend in profitability Q-o-Q

3

STRONG BALANCE SHEET WITH ZERO DEBT

Strong balance sheet with US\$85.6 million in cash and cash equivalents for future acquisitive growth

4

OPERATIONAL OPTIMISATIONS

Focused on operational efficiencies and revenue growth with various operational and commercial initiatives

5

17LIVE FORWARD STRATEGY

Unveiled "17LIVE Forward Strategy" comprising strategic pillars in platform strengthening, revenue diversification and strategic and business partnerships

6

POSITIVE OUTLOOK & COMMITTED TO DRIVE SHAREHOLDER VALUE

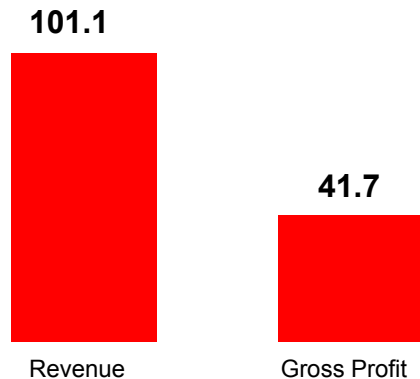
Backed by favourable macro trends; developing strategic initiatives to drive shareholder value

Financial Highlights

1H2024

Operating Revenue & Gross Profit

(in USD million)

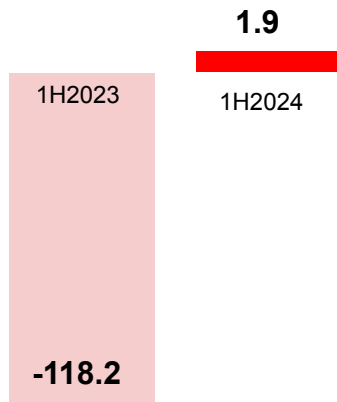


Gross Profit Margin: 41.2%

Y-o-Y

1H2024 Net income

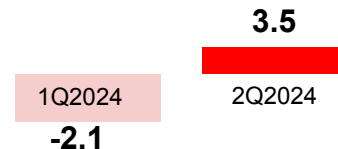
(in USD million)



Q-o-Q

2Q2024 Operating Income

(in USD million)



- Maintained a robust gross profit margin of 41.2% on the back of US\$101.1million operating revenue recorded
- Operating expenses decrease by 19.3% due to operational efficiencies optimisation in the areas of server usage, content marketing and payment channels
- Continues to have zero debt and with strong cash position of US\$85.6 million as at 30 June 2024 compared to US\$102.7million as at 31 December 2023, which is mainly attributable to the fees incurred by the Group arising from one-off expenses related to the Group's De-SPAC in FY2023 and tax expenses.



17LIVE FORWARD STRATEGY



FORWARD STRATEGY

STRATEGIC PILLARS

Strengthening Established Platform using technology

Strong community for live- streamers with a tested monetisation model

Revenue Diversification by developing various revenue streams

Incubating synergetic new businesses from our core livestreaming platforms, with potential to take off by their own

Strategic and Business Partnerships to build a sustainable livestreaming ecosystem

Anchored using 17LIVE streaming platform, we are able to form strategic partnership to venture into other realms of live entertainment in Asia



BOLSTERING 17LIVE UNIQUE PROPOSITION

Provide diverse unique, high-quality content which makes 17LIVE more attractive to both viewers and potential talents



GROWTH DRIVERS

**Continuous efforts to drive live-streamers acquisition and retention on 17LIVE platform
& cost management to drive profitability**

Developing holistic V-Livers business model leveraging on 17LIVE platform and potential partnerships/ M&A

Establishing more strategic and business partnerships in the region

Underpinned by favourable technological and media consumption trends

Platform + IP Two-pronged V-Liver Business Strategy

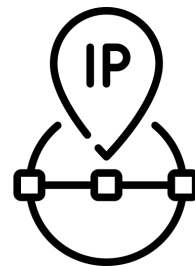


Strengthening and leveraging on established platform to drive user acquisition and retention

- Diversifying content types on platform
- Enhancing technology to lower barriers of entry for new users
- Improve awareness for non-users or potential users via marketing & partnerships



Unique, high-quality content makes 17LIVE more attractive to both viewers and potential talent

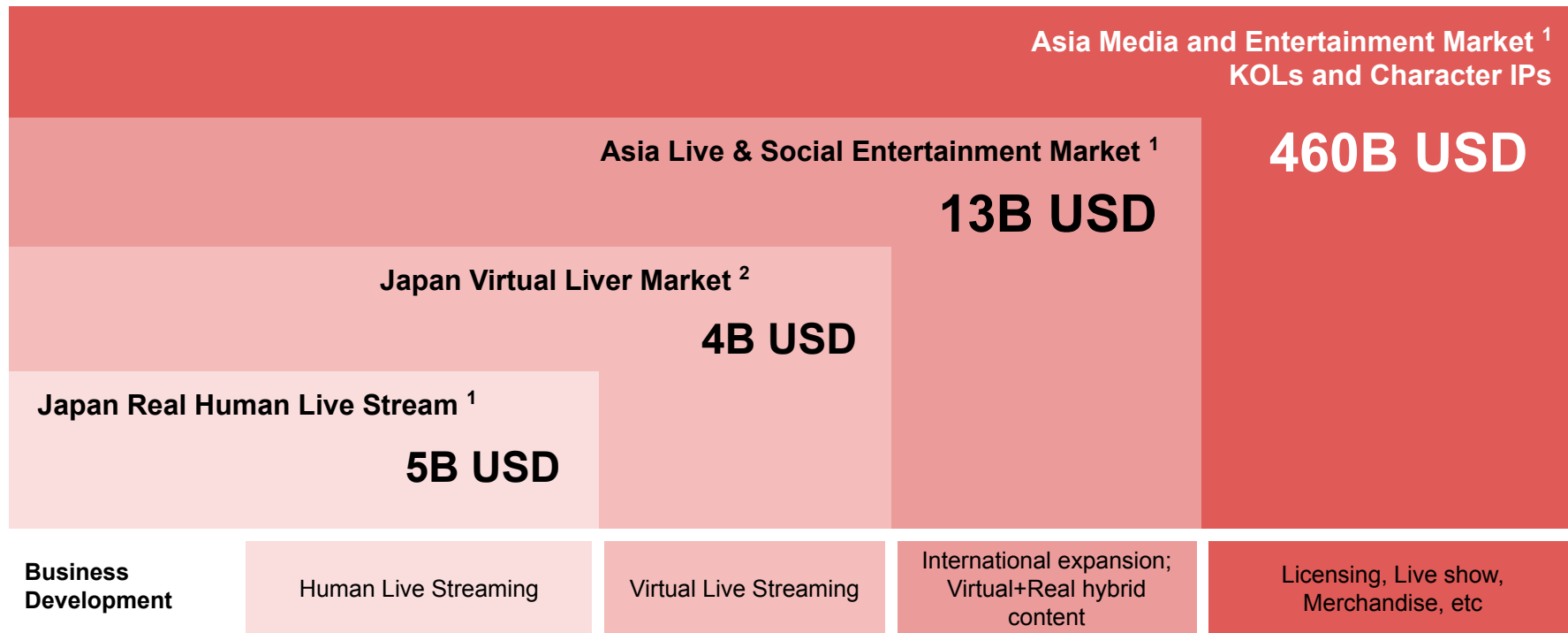


Growing an expansive IP Portfolio so as to diversify monetization streams beyond live streaming

- Creating a sustainable talent source and scouting system to unlock IP reproduction ability
- Ability to develop an IP ecosystem to include other monetization streams such as talent management, merchandising fees etc

The Potential of Virtual Streaming and IP to 17LIVE

2027 Asia Media and Entertainment TAM Forecast



Notes: exchange rate=150

Source:

1: 2023 Frost & Sullivan Report. Media and Entertainment Industry Report. 2027F Market Size Forecast

2: Association of Japanese Animations, estimated animation-related market size in 2022

Strengthening Operations & Developing Business

Internal Optimisations

- **Focused on operational efficiencies and revenue growth with various operational and commercial initiatives:**
 - Technology stack optimisation
 - Business units reorganisation to develop core business pillars in high-potential high-performing markets such as Japan, Taiwan, and Hong Kong
 - Strengthening middle and top level management within the organisation

Business Developments

- **Acquisition of N Craft**
 - Boosts V-Liver segment with production and talent development capabilities.
 - Adds expertise in managing virtual talents and creating interactive, live content
 - Includes "Viii" brand for nurturing and expanding new V-Liver talent
 - Strengthens fan engagement and digital presence in the virtual entertainment space

Latest Acquisition: mikai

Pioneer V-Tuber agency with 17 V-Tuber talents with 1.2M+ Youtube subscribers



- Strengthens “Platform + IP” model to drive future growth in line with 17LIVE Forward Strategy
- Paves the way for transformation into an IP-powered livestreaming entertainment platform

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OUTLOOK

Moving Forward

**LONG TERM
VALUE**

Exploring strategic initiatives to drive shareholder value through innovative and forward-thinking capital market initiatives

**BUSINESS
GROWTH
DRIVERS**

- Continuous efforts to drive user acquisition and retention on 17LIVE platform & cost management to drive profitability
- Growing V-Liver business to establish it as a strong growth driver for 17LIVE given the market and business potential
- Establishing more strategic and business partnerships in the region

**GUIDED BY
17LIVE
FORWARD
STRATEGY'S
PILLARS**

- Solidify leadership position in the livestreaming industry with strategic framework unique to 17LIVE supported by three pivotal pillars:
 1. Enhancing its established platform through advanced technology and a robust community of streamers
 2. Diversifying its revenue streams by developing new products and businesses stemming from its platform
 3. Forging strategic and business partnerships to build a sustainable live streaming ecosystem across Asia

**BACKED BY
FAVOURABLE
MACRO
TRENDS**

- Global live streaming market reached an estimated US\$ 87.55 billion in 2023. Analysts project substantial growth potential with an expected CAGR of 23.0% from 2024 to 2030, fueled by technological advancements and innovations
- Augmented Reality (AR) and Virtual Reality (VR) technologies are expected to further propel the live streaming market by creating immersive experiences.

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QUESTIONS & ANSWERS



THANK YOU

For investor queries, please email Investor@17.live