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14 November 2024

Winking Studios Limited
(the "**Company**" and together with its subsidiaries, the "**Group**")

Admission to AIM and First Day of Dealings

Winking Studios Limited (SGX:WKS), the AAA Art Outsourcing and Game Development business listed on the Catalist board of the Singapore Exchange Securities Trading Limited, is pleased to announce the admission of its shares to trading on the AIM Market of the London Stock Exchange ("**Admission**") ("**Dual Listing**"). Dealings will commence today at 8.00 a.m. (UK) under the ticker WKS (ISIN: KYG9722U1040).

As part of the Dual Listing, the Group has successfully raised £7.9 million by way of a placing (the "**Placing**"). The Placing was supported by the Company's existing majority shareholder Acer Gaming Inc, while Johnny Jan, the Founder and Chief Executive Officer, and Oliver Yen, the Finance Director and Group Chief Financial Officer, of the Company also participated in the Placing. Pursuant to the Placing, the Company has allotted and issued 52,666,667 new ordinary shares, including

40,000,000 shares, 666,667 shares and 266,667 shares issued to Acer Gaming Inc, Johnny Jan and Oliver Yen respectively.

Based on the placing price of 15 pence¹ per share ("**Placing Price**"), the Company's market capitalisation on Admission will be approximately £66 million².

The Admission Document was published on 11 November 2024 on the [Company's website](#) and [SGXNet](#).

Strand Hanson Limited is acting as Financial and Nominated Adviser with S.P. Angel Corporate Finance LLP acting as Broker in relation to the Dual Listing.

Johnny Jan, Founder and Chief Executive Officer of Winking Studios Limited, said: *"Dual Listing on AIM is a significant milestone in our 20-year history and I believe will serve as a powerful catalyst in our mission to become a global leader in video game art services. A London listing opens up a wealth of new opportunities, granting us access to a large pool of technology investors well-informed on the sector while enhancing our ability to expand our footprint and grow our client base across Europe and the Americas.*

"I am grateful to our long-term investors for their continued support and welcome those who are joining us through the Dual Listing. I would also like to take this opportunity to thank our team for their hard work and dedication in getting us to this point. It has been an exciting journey to date, but I firmly believe we are still just getting started."

Jerry Kao, Chief Operating Officer of Acer and Member of the Board of Directors of Winking Studios Limited, commented: *"Acer's increased investment in Winking Studios reflects our confidence in its potential to accelerate global growth and build on its achievements to date. An important part of Acer's strategy is to expand its interests in higher margin services and content markets, and we see Winking Studios as a valuable long-term enabler of this.*

"On behalf of Acer, I would like to congratulate Johnny and his team on their AIM Dual Listing. We are pleased to reaffirm our support and remain committed to helping Winking Studios realise its ambitions."

Winking Studios Limited

Founded in 2004 and headquartered in Singapore with nine offices across Asia, the Company is led by its founder Johnny Jan and is ranked third in Asia and fourth in the world in terms of global revenue in the global game Art Outsourcing market³.

Working across a range of platforms including console, PC and mobile, the Company has collaborated with 22 of the world's top 25 game development companies, including Ubisoft, EA, Activision and Tencent, on high profile titles such as FIFA, Call of Duty and Assassins Creed.

Through its Art Outsourcing Services segment, the Group develops art, animation and visual effects including characters, environments, props and effects. Through its Game Development segment, the Group delivers development services from concept to programming and script writing to post-release support and maintenance.

Investment Highlights

- Proven capabilities in art outsourcing and game development with a blue-chip customer base: Partnerships with three major game publishing platforms: Sony, Microsoft and Nintendo;
- High-growth market: The video gaming sector, in particular the mobile and online gaming segments, is expected to continue to demonstrate strong growth;
- Compelling cost advantage of outsourcing: Outsourcing represents an increasing proportion of game development budgets, and this trend is expected to continue going forward;
- Limited product risk: Given its "work-for-hire" business model, the Group is not exposed as principal to the risks associated with ownership and development of these games;
- Fragmented market: The global game art outsourcing industry remains fragmented, with most service providers being relatively small independent studios. The Group completed its first two acquisitions in H1 2024, is currently evaluating several targets and has a pipeline of potential acquisitions under consideration;
- Strong growth: Significant organic growth over past four years, doubling headcount to 800+, increasing revenue to US\$29.3m and growing Adjusted EBITDA to US\$5.3m (FY23);
- Forward earnings visibility from growing follow-on revenues: Focusing on successful multi-year, high growth mobile / online titles provides the Group with repeat revenue opportunities and enhanced earnings visibility with 18+ months indicative bookings; and
- Backed by the Acer group⁴: Supportive shareholder (an aggregate direct and indirect shareholding interest post-Placing of 64.2%) with Acer Gaming's extensive network of relationships in the game development and art outsourcing industries as well as an in-depth understanding of the global gaming industry.

Use of Placing Proceeds and Dual Listing Rationale

The funds raised will supplement the Group's available cash resources, which exceeded US\$30m⁵ before the Placing, and will be allocated to:

- Actively pursuing strategic acquisitions, alliances and joint ventures in Asia and Europe to grow the Group's market share and increase operational capacity;
- Establishing a stronger presence and broadening the Group's customer base in the North American and European markets, including by (i) increasing the Group's marketing and business development efforts; (ii) establishing a UK-based regional hub; and (iii) pursuing acquisitions of smaller studios in this region;
- Enhancing the Group's current operational capabilities, which includes continuous development and improvement of the Group's AI capabilities; and
- In addition to supporting strategic acquisitions and its growth strategy, the Dual Listing will provide access to a larger pool of knowledgeable tech investors, in order to diversify the Company's shareholder base.

¹The trading currency of the shares on AIM is in pence (GBX)

²Based on the Placing Price and the post-placing issued share capital 440,364,942 shares

³Source: Independent Market Report by China Insights Industry Consultancy Limited, October 2024

⁴Refers to Acer Gaming Inc and Acer SoftCapital Inc (both subsidiaries of Acer Inc)

⁵Comprising cash and cash equivalents, bond investments and proceeds raised in Company's placement exercise in July 2024

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No prospectus will be made available in connection with the matters contained in this Announcement and no such prospectus is required (in accordance with the UK Prospectus Regulation (as defined below)) to be published.

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