

## Transcript of the chat session dedicated to CD PROJEKT Group's 2024 earnings – 26 March 2025

**Moderator:** Welcome to our investors' chat with representatives of the Management Board of CD PROJEKT SA – Piotr Nielubowicz, CFO, and Karolina Gnaś, VP for Investor Relations. The topic is the CD PROJEKT Group's earnings report for 2024.

Allow me to remind you of our rules: questions are first reviewed by the moderator. We publish selected questions asked by our guests, along with replies. Queued questions from each user are displayed at the bottom of your respective screens. The moderator may reject questions which violate our terms of service.

A note for journalists covering today's chat: any use of citations in your press materials requires proper attribution of source. In case of any questions or doubts, please contact us at [biuro@stockwatch.pl](mailto:biuro@stockwatch.pl).

You may now ask your questions. If you have problems viewing answers, please refresh your browser tab. We also encourage participants to share the chat and comment on it in social media, using the #czatStockWatch hashtag.

**Piotr Nielubowicz (PN), Karolina Gnaś (KG):** A hearty welcome to our investors' chat following the release of our 2024 earnings. We invite you to submit your questions!

**Dawid:** Why did you, as the Group, decide to (finally) articulate a dividend policy? Previously you had engaged in profit sharing but without making any forward-looking declarations. What has changed from your point of view? Is this a sign of an aging company? ;)

**PN:** It's true that in the recent years we've shared our profits in the form of dividends fairly regularly. We have decided to introduce some structure to our assumptions and present them to shareholders in the form of a dividend policy. It provides a bit more clarity when it comes to explaining our approach, and also sets specific targets for Company management.

**tgolik:** According to Mr. Nowakowski this year was expected to be replete with events supporting your franchises. Are we talking only about support for The Witcher, or are you also working on something interesting in relation to Cyberpunk 2077?

**KG:** Our strategic goals include long-term support for development of both our franchises – The Witcher and Cyberpunk 2077. We will also pursue this goal in 2025, although I am not at liberty to share more details right now.

**MikeLelo:** What percentage of your 2024 revenues was generated by The Witcher franchise? Btw., I wish you many further successes.

**PN:** In 2024 The Witcher franchise was responsible for approximately 20 percent of CD PROJEKT RED revenues.

**inwestor2k:** Greetings. Is there any progress on the next anime series based on the CP77 IP?

**KG:** I can confirm that we're working on another anime project set in the Cyberpunk 2077 universe; however, we're not yet at a stage of development where we could share more specific information.

**Elfu:** Greetings! There is a clear disproportion between EBIT and your net profit. What exactly occurred in the 'latter' part of your P&L account for the net profit to exceed expectations by such a large margin?

**PN:** That would be financial revenues and taxation – and I invite you to refer to our financial statement for detailed information in each of these areas.

**Gameletter.pl:** Three questions concerning your collaboration with Scopely. Will the new mobile project focus on single-player gameplay or will it emphasize social aspects and multiplayer features? Do you plan to again experiment with augmented reality in this context? What model will the game's monetization be based upon?

**KG:** We are not currently ready to discuss the specifics of this project. We will let you know as soon as we have more information that can be shared.

**tgolik:** Does the Company contemplate paying out advance dividends in the coming years?

**PN:** We retain this option, and of course any such decision will be communicated via official channels.

**inwestor2k:** You have been publishing job postings of late – how is recruitment proceeding? Are you experiencing problems with reaching the appropriate people, or is the opposite true – i.e. a "surplus of talent" given the earlier layoffs in the gamedev industry?

**KG:** We do not have problems with recruitment. We offer attractive employment conditions, and – what is particularly important in our industry – candidates primarily want to work on interesting, ambitious games – which is something we enable. We currently focus on recruitment of experience talent at our Boston hub, mainly in the context of the Orion project.

**inwestor:** Do you plan to take over more studios in Poland or abroad – this year? What's your take on the current market condition and valuations?

**PN:** We do not exclude future acquisitions, but, as of right now, we don't have any M&A plans for the current year. We prefer organic growth.

**Leszek:** The Director of Kingdom Come has recently been quoted in the media as saying that the choice of UE5 by CD PROJEKT has led to delays in the production process. How would the Company assess its work with the engine at the present time? What production advantages does it bring, and what kinds of barriers/risks remain to be overcome – eg. concerning the performance of TW4 on various hardware platforms?

**KG:** I would describe those media reports as untrue; moreover, they were later recanted by the director of Kingdom Come 2. Our collaboration with Epic is proceeding very well.

**tgolik:** Does CDR feel like it's in a safe place with its current level of cash reserves leading in to The Witcher 4 release?

**PN:** Yes – we feel safe.

**Elfu:** How would the company rate the GOG Preservation Program? It's a fantastic initiative (mainly from the gamers' perspective), but does it translate into improved financial results in any meaningful way?

**KG:** Thanks for the cool comment. We're satisfied with how the program operates and how it's been received by gamers. Each additional game added to the platform bolsters GOG's sales performance.

**Dave:** Is the unannounced project being worked on with Fool's Theory a game or some kind of tie-in product? Could you tell us this much at least?

**PN:** The unannounced project we're working on with FT is, naturally, a "game-like" project.

**Rafal:** Did the mixed reactions to the reveal of Ciri as the protagonist of the new saga come as a surprise to you? Did you expect more hype?

**KG:** We're very satisfied with the way the trailer was received – at yesterday's earnings call we presented a summary of its viewership on IGN, and the number of press articles devoted to games which had been showcased at TGA. The numbers speak for themselves. :)

**BoB:** Greetings; when will you publish your recommendation concerning the 2024 dividend?

**PN:** Most likely in the coming weeks.

**Gośc:** Hello. How do you assess further growth prospects for the GOG platform? A notable portion of Cyberpunk copies were sold on that specific platform. Regarding market share – do you expect GOG to stagnate as Steam continues to dominate?

**KG:** GOG focuses on strategic initiatives which enhance its competitive edge – such as the GOG Preservation Program or collaboration with Amazon Luna. The platform also works to expand its catalogue with additional releases, coming, among others, from Asia – while ensuring that it continues to deliver the best possible editions of games. GOG is more of a "boutique" arrangement, and in this sense its strategy and scale do not match what Steam is doing.

**Gośc:** Do you see any threats to The Witcher 4 release given the potential release of GTA6 on the PC in 2026/2027? And a question concerning The Blood of Downwalker from Rebel Wolves: its trailer has proven popular, with approximately 1/3 of the number of views that The Witcher 4 trailer posted. Do you see a threat in the event of a potential collision between the releases of those two similarly looking games in the same timeframe?

**KG:** The more good games appear on the market, the better for us and for the entire industry.

**Leszek:** Could the downward trend in USD exchange rates lead to lower costs of developing Cyberpunk 2077 p. 2 or Project Orion in Boston? Does it also affect The Witcher 4 production costs – e.g. when carrying out settlements with your partners?

**PN:** Precisely so – the depreciation of USD vs. PLN may result in lower costs related to development of Orion, as well as (to a somewhat lesser degree) The Witcher 4 – of course, when looking at PLN figures. Still, this is a double-edged sword: a weaker US dollar means lower revenues for the Group (expressed in PLN) since the vast majority of our sales revenues are denominated in USD. The fact that a portion of our costs are borne in the same currency as our revenues produces a natural “hedging” effect.

**Grzegorz:** Do you think that the launch of GTA VI (or, more specifically, the price of that game) might cause new AAA games (including the new Witcher) to have much higher price points?

**KG:** I’d rather not speculate. If the standard price point changes, it will be in our favor.

**Kamil:** How many persons are currently working on the projects – and exactly how many are working on each project separately?

**PN:** I invite you to consult our earnings slide deck which we published yesterday – it contains the data you’re asking for, and is available on our website.

**rmarekr:** Greetings. When will we learn more about The Witcher themed events scheduled for May?

**KG:** In December 2024 we announced a special concert tour – The Witcher in Concert – which will be the highlight of our anniversary celebration. In May we plan to organize special concerts in Poland and Boston, coinciding with the release anniversary. Other than that, we also plan other, smaller-scale anniversary events dedicated to the game’s fan community. We will announce them as we go.

**FILO:** Greetings. Are you considering a Nasdaq listing in the wake of the release of your new Witcher saga?

**PN:** We want to be the engine that powers WIG20 to cross the 10 000 threshold. ;)

**PN, KG:** Thank you for the numerous questions – and we’ll see you at the next chat session!