

Tencent 腾讯

CORPORATE OVERVIEW

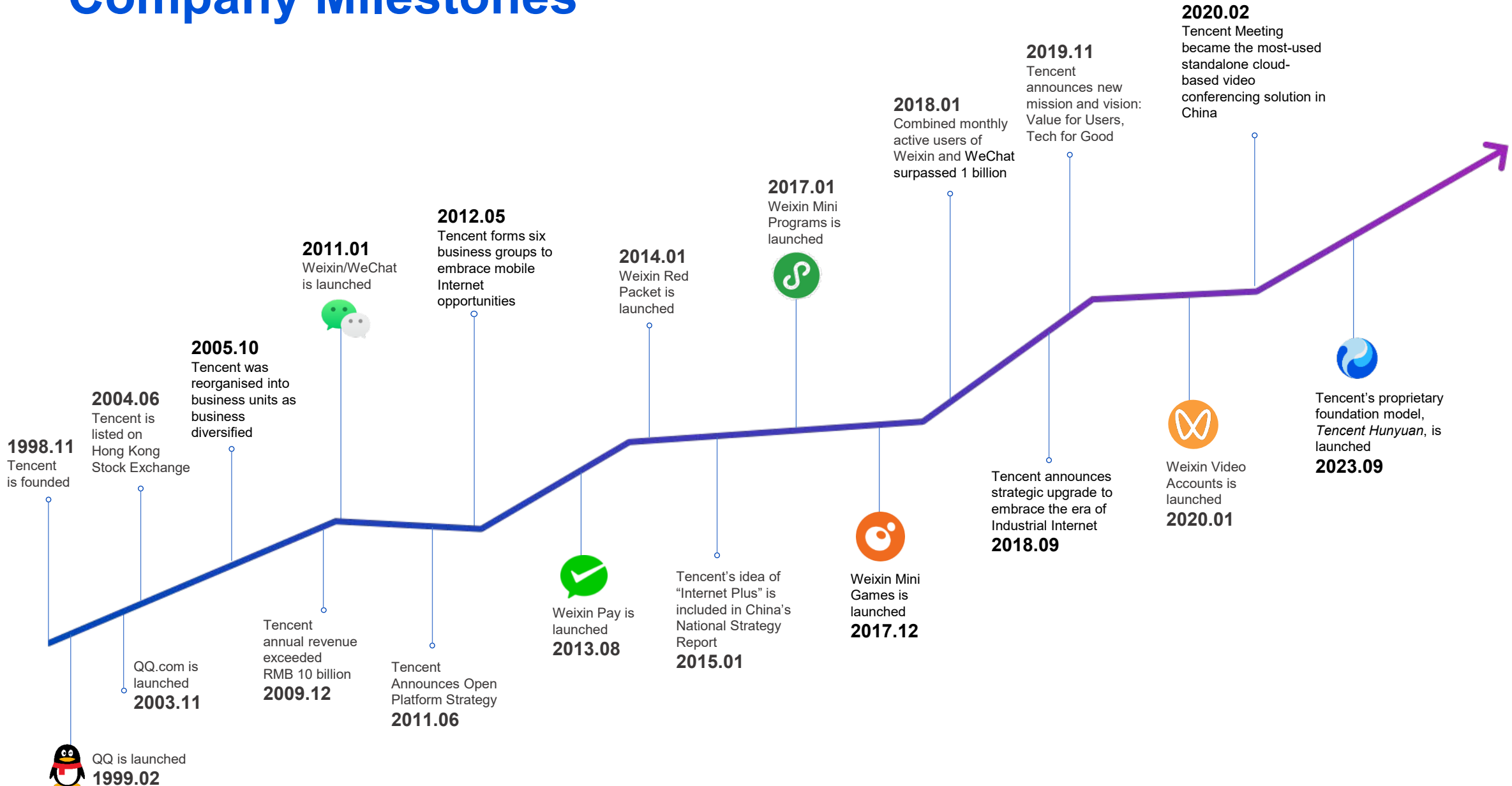
MAR 20, 2024

1. Business and Financials

2. High Quality Revenue Growth Model

3. Tech for Good

Company Milestones



Digital Ecosystem Fulfilling Needs of Customers and Enterprises

1 billion+

daily average commercial payment transactions on *Weixin Pay* ⁽¹⁾

Several Trillions RMB

GMV facilitated by *Weixin Mini Programs* ⁽²⁾

248 million

total fee-based VAS subscriptions ⁽³⁾

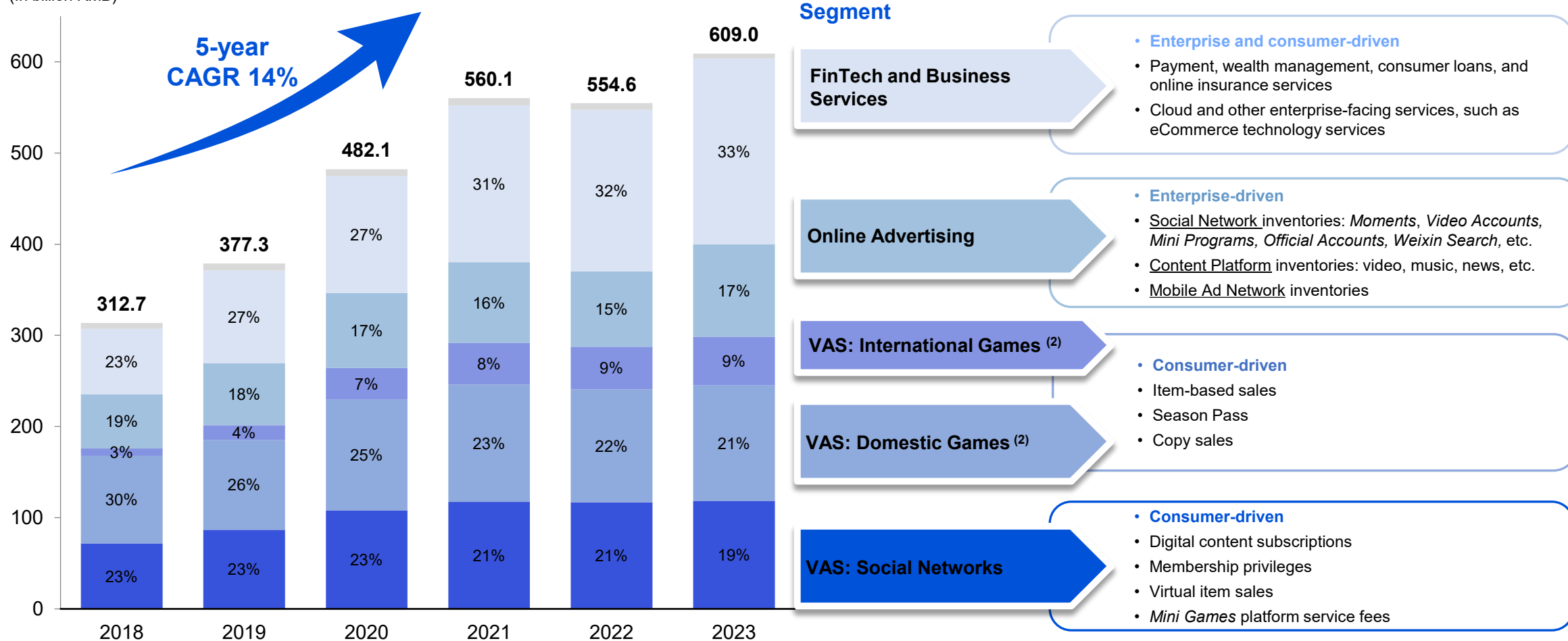


1. Since 4Q19; 2. In 2022; 3. As at Dec 31, 2023

Resilient Business Model with Diversified Revenue Streams

Revenues by Business Segment ⁽¹⁾⁽²⁾

(In billion RMB)



1. "Others" segment revenues is marked in grey. "Others" segment revenues for 2018–2023 included the financials of investment in, production of and distribution of, films and television programmes for third parties, copyrights licensing, merchandise sales and various other activities.

2. Starting 3Q21, we disclose revenue from Domestic Games and International Games as new sub-segments under VAS, reflecting the increasing scale of our International Games business. For the purpose of preparing financial and operating information, Domestic Games refers to our games business in the PRC, excluding the Hong Kong Special Administrative Region, the Macao Special Administrative Region and Taiwan.

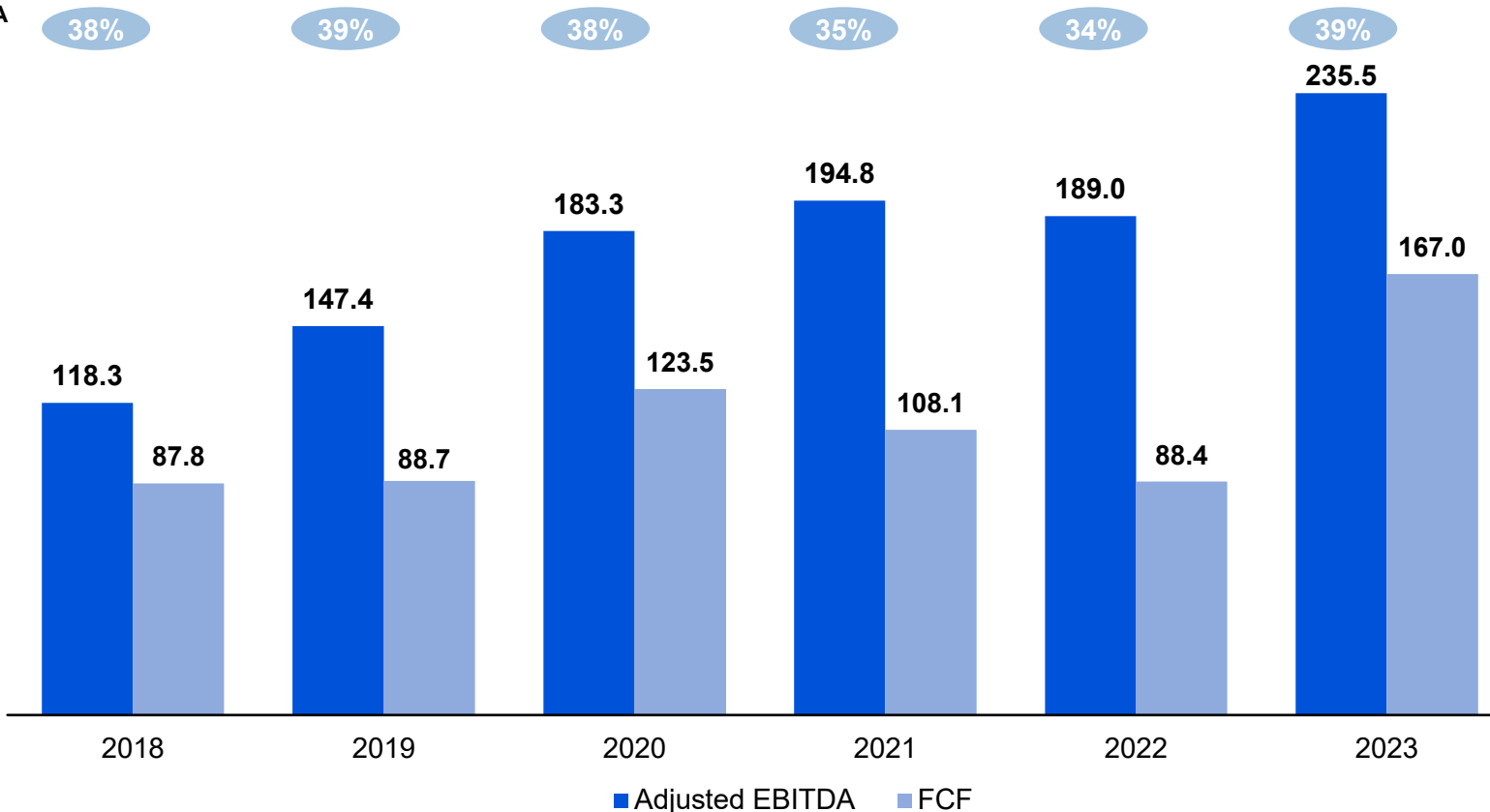
Profitable and Cash-Generative Business Model

Adjusted EBITDA ⁽¹⁾ and Free Cash Flow (FCF) ⁽²⁾

Key Metrics

(In billion RMB)

Adj. EBITDA
Margin



15%
Adj. EBITDA CAGR ⁽³⁾

39%
Adj. EBITDA Margin ⁽⁴⁾

71%
FCF Conversion ⁽⁵⁾

1. Adjusted EBITDA consists of EBITDA plus equity-settled share-based compensation expenses

2. Starting from 2020, free cash flow was adjusted by subtracting payments for media contents and lease liabilities, in addition to subtracting payments for capital expenditure from operating cash flow

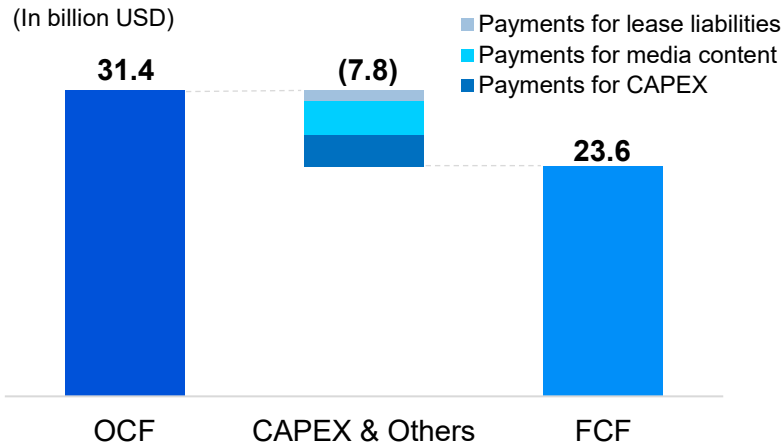
3. 2018–2023 CAGR

4. 2023 Adjusted EBITDA as % of Revenues

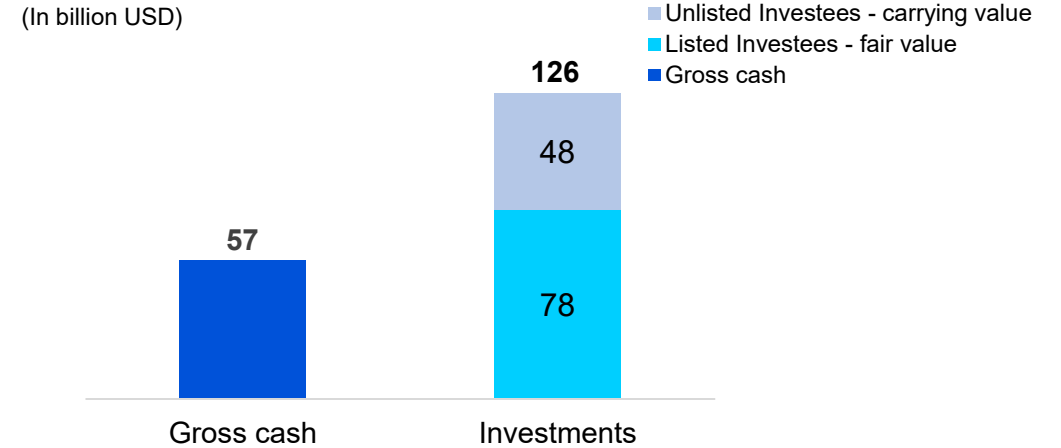
5. FCF Conversion = FCF / Adjusted EBITDA; In 2023

High Shareholder Return Supported by Financial Strength

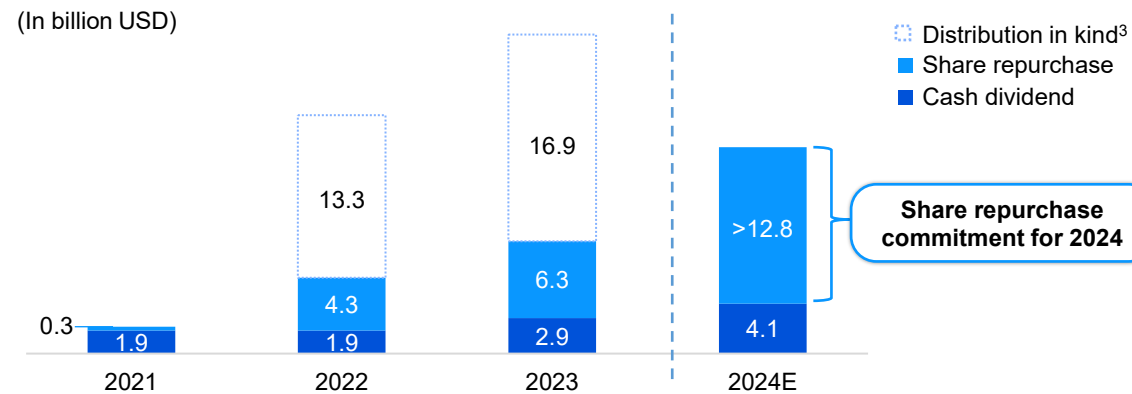
Robust free cash flow (2023)



Sizeable cash and investment portfolio¹



Return of capital to shareholders¹



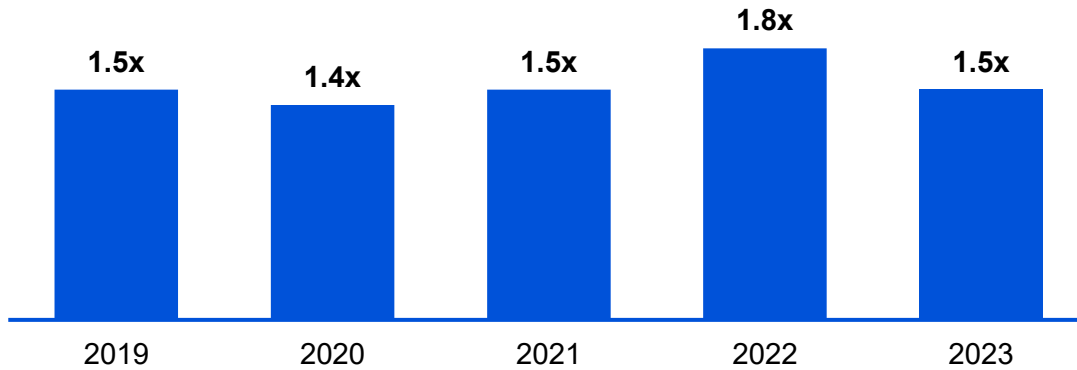
1. As at Dec 31, 2023; USD1 to RMB7.0827 as at Dec 29, 2023

2. Investment portfolio consists of: a) our shareholdings (including those held via special purpose vehicles on an attributable basis) in listed investee companies (excluding subsidiaries) (defined as "Listed Investees"); and b) unlisted investees companies (defined as "Unlisted Investees")

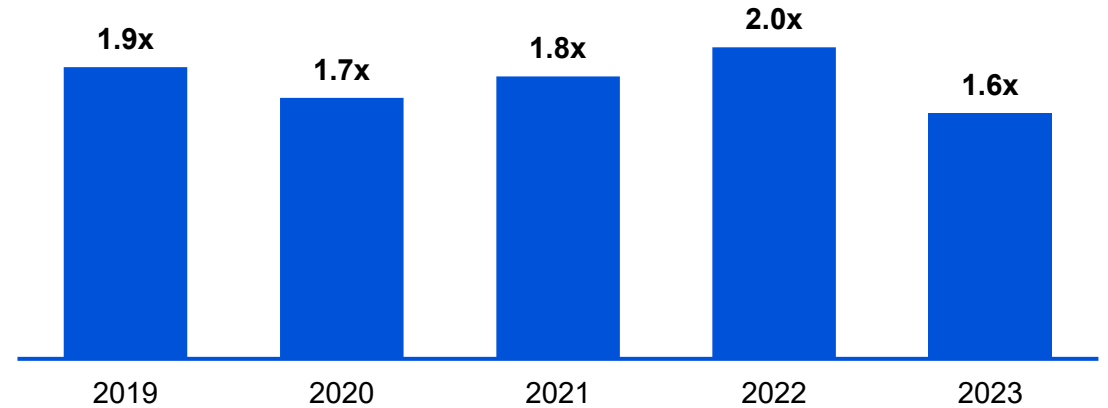
3. Based on closing share price on dispatch date(s) for JD.com (Mar 25, 2022) and Meituan (Mar 24, 2023)

Prudent Capital Management and Robust Credit Metrics

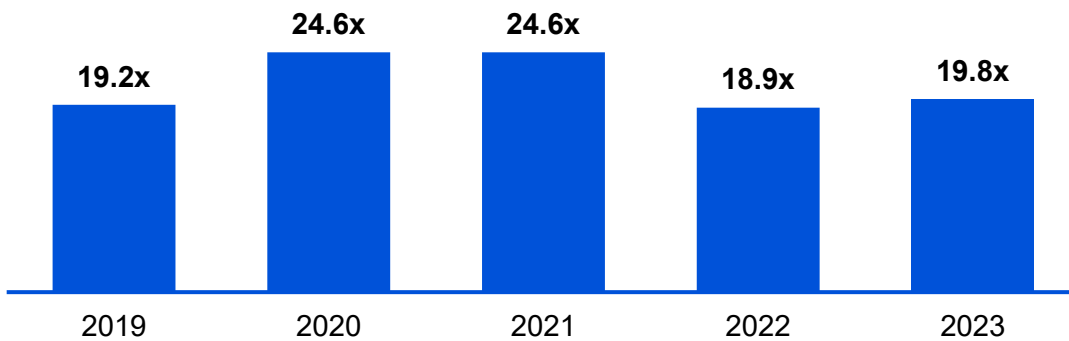
Total debt / Adjusted EBITDA ⁽¹⁾



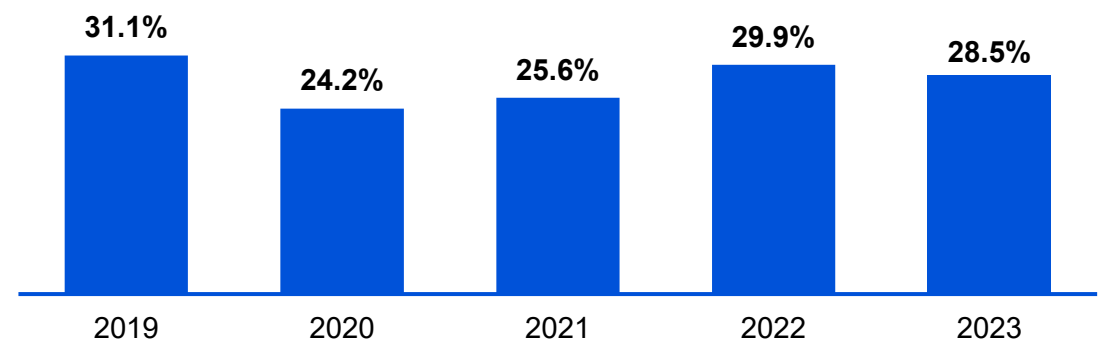
Total debt / (Adjusted EBITDA – CAPEX paid) ⁽²⁾



Adjusted EBITDA / Interest expense



Total debt / Total capitalisation ⁽³⁾



1. Total debt consists of borrowings and notes payable; Adjusted EBITDA consists of EBITDA plus equity-settled share-based compensation expenses
2. Capital expenditure paid includes purchase of property, plant and equipment, constructions in progress and investment properties, payments for land use rights and payments for intangible assets (excluding media contents, game licences and other contents)
3. Total capitalisation consists of total debt plus total equity (book value)

1. *Business and Financials*

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Resilient Growth through Economic Cycles (2004-2023)

What we have achieved since our listing in 2004...

533x

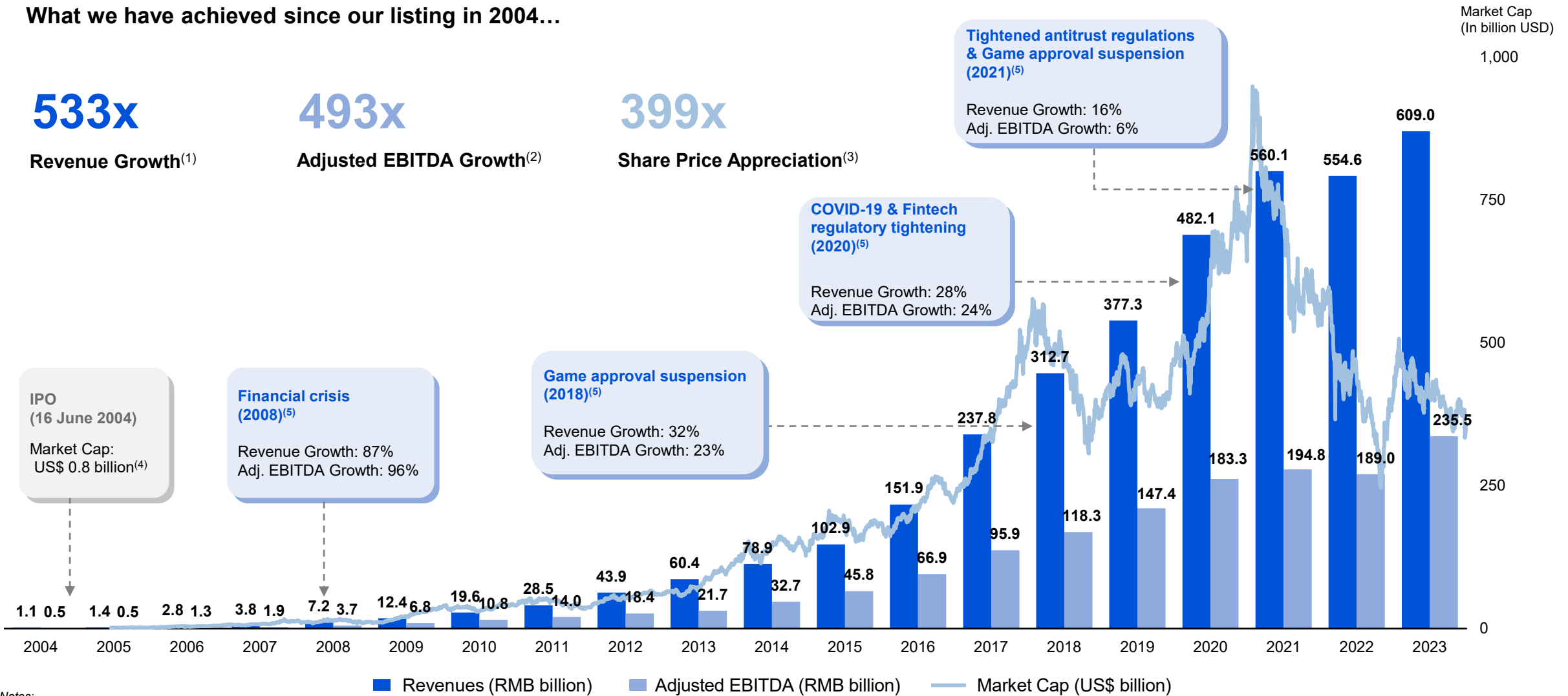
Revenue Growth⁽¹⁾

493x

Adjusted EBITDA Growth⁽²⁾

399x

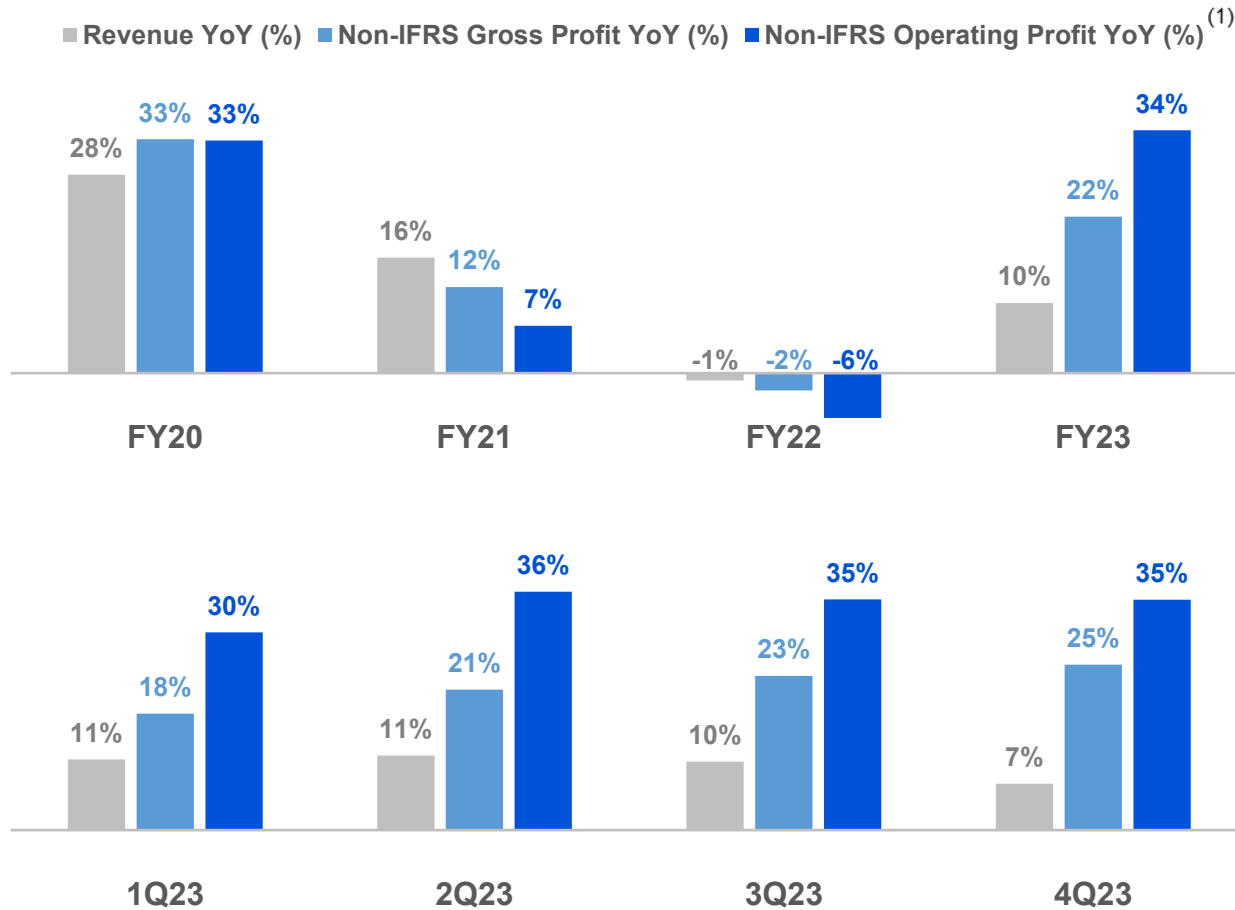
Share Price Appreciation⁽³⁾



Notes:

- Growth of 2023 revenues over 2004 revenues.
 - Growth of 2023 Adjusted EBITDA over 2004 Adjusted EBITDA. Adjusted EBITDA consists of EBITDA plus equity-settled share-based compensation expenses.
 - Growth of market capitalisation on Dec 29, 2023 over market capitalisation at IPO on Jun 16, 2004.
 - Based on market capitalisation at IPO on Jun 16, 2004.
 - YoY growth from 2007 to 2008 for financial crisis; YoY growth from 2017 to 2018 for game approval suspension; YoY growth from 2019 to 2020 for the COVID-19 pandemic; YoY growth from 2020 to 2021 for tightened antitrust regulations and game approval suspension
- Sources: Company disclosure, Bloomberg

High Quality Revenue Growth Model Powers Sustainable Value Creation



Gross Profit Growth Structurally Outpacing Revenue Growth

- Reignited healthy revenue growth since 1Q23, by adding high quality revenue streams, while reducing low quality streams
- Structural outperformance of gross profit growth vs. revenue growth given margins of incremental revenue much higher than company average; value-added revenue on platforms whose costs already paid for
- Gross profit growth is a key proxy for organic growth

Operating Profit Growth Exceeds Gross Profit Growth

- Additional operating leverage consists of:
 - streamlined operations and cut back in overly aggressive marketing spending, which is more one-time
 - our commitment to cost discipline, which will have ongoing effect

1. Starting 4Q23, we present investment-related gains/(losses), donations and others (previously within "Other gains/(losses), net") and interest income below operating profit line to better reflect results of day-to-day operations

Weixin – Platform Continuously Enhancing Value to Users



1 Messaging – most indispensable and highest daily user frequency service

- Weixin's DAU and daily time spent per user have shown a consistent upward trend, benefitting from:
 - Perpetual demand to communicate and interact among friends, family members, and colleagues
 - Weixin chat meeting social networking needs through group functionalities and *Moments*
 - Weixin chat enabling new forms of connections, such as with customer support services

2 Open platform – extending connectivity with external services

- *Official Accounts*: enable creators to share content with their followers
- *Mini Programs*: connect users with merchants and service providers, online and offline
 - Several hundred million users interact with over 1 million unique *Mini Programs* on daily basis
 - *Mini Programs* enable seamless conversion of user interactions into transactions and drive repeat sales, facilitated over RMB 1.5 trillion GMV⁽¹⁾
 - Dynamic community of merchants and service providers develop and update their own *Mini Programs*, providing ecosystem growth and innovation
- *Mini Games*: representing the largest casual game platform in China, engaging over 400 million MAU⁽²⁾

3 Video Accounts – boosting engagement and incremental revenue

- Short video complementary to our messaging, group chat, and social networking services; does not cannibalise their user time spent
- Substantial monetisation opportunities in advertising and eCommerce

Weixin – New Services Fuel Platform and Gross Profit Growth

- *Video Accounts, Mini Games* and *Weixin Search* enhance user value by creating seamless connections with products, services and content while presenting exciting revenue opportunities
- Generating high margin revenue streams from own traffic, with platform costs already paid for



- Total user time spent more than doubled in 2023, propelled by strong growth in DAU and time spent per DAU
- Surge in ad revenue fuelled by significant increase in organic traffic, affluent users and high conversion, while keeping ad load much lower than industry peers



- Gross receipts increased over 50% in 2023, driven by DAU and ARPU
- Retention rate and average time spent per DAU significantly outperform peers', due to our highly sticky platform, well-developed ecosystem, and advanced technological infrastructure for games



- Big user base of over 100 million DAU growing at over 20% YoY in 2023
- Content QV grew over 30% YoY by leveraging our platform's distinctive content, features, and services
- Revenue grew multiple times YoY, as we just started to ramp up monetisation

Games – Investing for Long Term Growth

Durable and expanding franchise in competitive multiplayer games

- Flagship evergreen franchises enjoy thriving popularity and deliver consistent financial performance (e.g., *HoK*, *LoL*, *Peacekeeper Elite*)
- Number of **major hits** in China increased from 6 in 2022 to 8 in 2023 (defined as games surpassing average quarterly DAU of 5m for mobile / 2m for PC, and annual gross receipts of RMB4 billion). For example, *Fight of the Golden Spatula* and *LoL Wild Rift*.

Investing to expand into content-driven and casual games

- **Content-driven games:** proven success in operating games, such as *Naruto Mobile*, *Lost Ark*, *NIKKE*, bolsters our confidence to continue to invest for bigger hits
- **Casual games:** operating the largest casual game platform via Mini Games; app-based *Dream Stars* leverages industry-leading development to enrich party game experience with diversified competitive game play, such as shooting and racing

Future games to watch include:

Expansion of our own IPs



HoK World



VALORANT Mobile



Delta Force:
Hawk Ops

Bringing new IPs to mobile



DnF Mobile



Assassin's Creed



One Piece

New titles in high potential genres



Dream Stars



Nightingale



Last Sentinel

FinTech – Value-added Services Grow Gross Profit with Comprehensive Risk Management

- Completed self-inspection and corresponding rectification for Tenpay, with upgraded operational compliance for our payment business
- Fortified our payment ecosystem by amplifying user security, upgrading *Mini Program*-based transactions and SME tools
- Deepened cooperations with licensed financial institutions to expand our wealth management and consumer loans services with an unwavering focus on risk management

Wealth Management

- Robust YoY increase in aggregated customer assets, driven by growth in users and average investment size per user
- Focused on providing high quality products and convenience in user experience
- Key offerings on our platform are money market funds and low risk fixed income mutual funds

Consumer Loans

- Work closely with WeBank to offer cash loans at scale while maintaining low default rates
- Achieved early success in our installment payment services with rapid growth in originated loan balances and low default rates
- Generating high margins on low user acquisition costs and strong control on credit risks

SaaS – Leading Communication and Collaboration Tools

Well-positioned for market opportunities

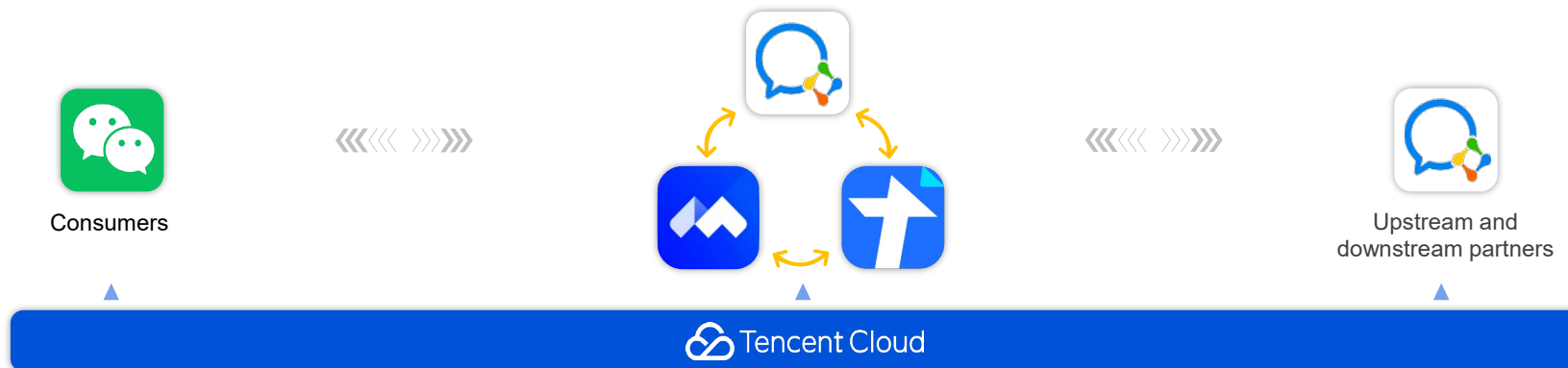
- Rapid growth in SaaS adoption in China
- Our productivity SaaS solutions, *WeCom*, *Tencent Meeting* and *Tencent Docs*, achieved strong user growth and deepened penetration into key verticals

Strengthening competitive edge

- Integration with *Tencent Meeting* and *Tencent Docs* empowers *WeCom* as the core platform for enhanced collaboration and productivity
- Deepening connection with *Weixin* enables differentiated CRM functions in *WeCom*

Unlocking monetisation potential

- Proven business models for critical enterprise SaaS internationally
- Monetisation potential validated by market size and growth rate of PaaS spending in China
- Leveraging our proven success in monetising freemium ToC products
- Productivity SaaS revenue more than doubled YoY in 4Q23



Technology – Making Long-Term Investment in Growth Multiplier

Tencent Hunyuan

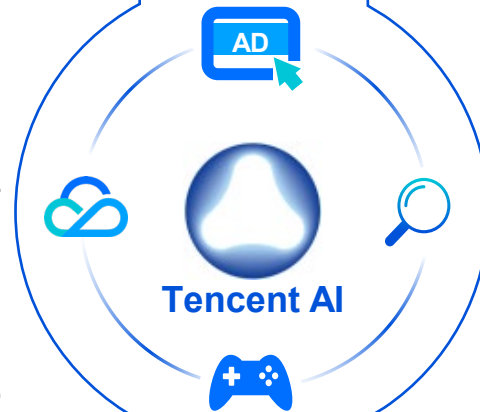
Upgraded Foundation Model

- Top-tier performance in Chinese, based on comprehensive benchmark, particularly in numerical reasoning, logical inference, and multi-turn conversations
- Achieved trillion-parameter model scale through Mixture of Experts (MoE) architecture, delivering enhanced performance
- Developing multi-modal models to bolster our text-to-picture and text-to-video services

Launched Use Cases

- *Tencent Meeting*: deployed new AI Assistant to interpret meeting content in real-time
- *Tencent Docs*: implemented AI features to foster prompt-based document creation and multifaceted data processing

Enhancing Content Production Efficiency through New GenAI Solutions



Leveraging AI Technologies

Significant Boost to Advertising Business

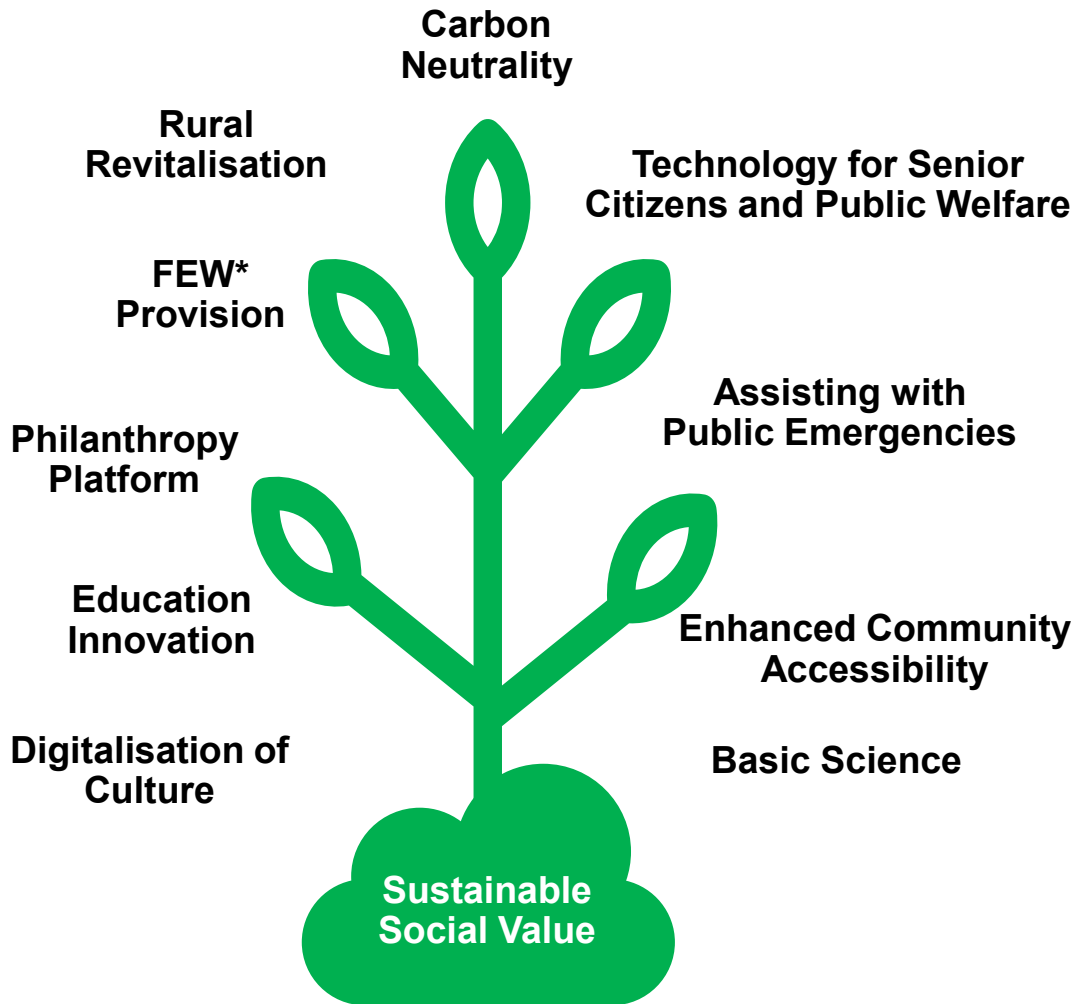
- Our upgraded ad-targeting model is driving significant revenue growth
- Substantial future potential:
 - Continued improvement in targeting technology through AI
 - Expanding ad inventory via traffic growth and increase in ad load from low base
 - Empowerment through *Tencent Hunyuan*

Advancing Cloud Business through New Offerings

- Tailored Industry Solutions: provide industry-specific LLMs to supercharge efficiency in AI-backed tools
- Vector Database: industry-leading database solution for AI applications

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Harnessing our technology and platform to create social value



Established Sustainable Social Value Org (SSV) in Apr 2021, to deploy social value initiatives in a professional and entrepreneurial way

Contributed to common prosperity with new commitment in Aug 2021

Pursue long-term social value leveraging our technology and products:

- Facilitate philanthropic digitalisation by providing capital, technology and resources
- Fund basic scientific research with a commitment of RMB10 billion over 10 years via New Cornerstone Investigator Programme
- Building a public AED emergency response platform leveraging IoT solutions and *Weixin Mini Programs*
- Support rural revitalisation by nurturing administrative and business talents in rural areas
- Leverage digital tools and user reach to help preserve cultural heritage

* Food, Energy and Water

Our ESG Commitment and Approach

Integrate social responsibility into products and services

Environment

- Committed to achieving **Carbon Neutrality** in our own operations and supply chain, and shifting to 100% renewable energy **by 2030**
- Set absolute greenhouse gas emission reduction targets, which are validated by SBTi
- Published our **Biodiversity Statement**, outlining our commitment to developing businesses in an eco-friendly way

Social

- Encourage more **philanthropic participation** and helped raise public donations of over RMB3.8 billion in our 99 Giving Day series of charitable events, up 15% YoY ⁽¹⁾
- Published our **Diversity, Equity, and Inclusion statement** (“DEI”)
- **Assist SMEs** to reduce operating costs and enhance efficiency

Governance

- **Enhanced board independence and diversity** with 63% INED and 25% female representation
- **Uphold corporate integrity** through implementation of Sunshine Code of Conduct and anti-fraud policy
- **Strengthened anti-money laundering and sanctions compliance** to closely follow domestic and global best practices

Sustainability Commitment ▶ Joined the **United Nations Global Compact** as signatory in Aug 2023

Industry Recognition ▶ **1st in Best ESG** ⁽²⁾ for 3 consecutive years and **1st in Best Company Board** ⁽²⁾
▶ Included in the **2023 S&P Global Sustainability Yearbook** and recognised as **the industry mover**

MSCI ESG Rating: BB | **Sustainalytics ESG risk score: 19.5 – Low Risk** ⁽³⁾ | **S&P Global ESG Score: 49** ⁽⁴⁾

1. During 99 Giving Day series of charitable events in 2023; 2. By Institutional Investor in 2023, in Asia (ex-Japan) Internet sector, combined votes from sell-side and buy-side; 3. Out of 100, the lower the better; 4. Out of 100, the higher the better, ranking within top 3% in the industry

Tencent Holdings Limited

Corporate Overview

Thank you!



<https://www.tencent.com/ir>