

# KongZhong 

MOBILE • ENTERTAINMENT • LIFE

February 3,2005

## Forward-looking Statements

Certain statements in this presentation contain forward-looking statements. The forward-looking statements involve a number of risks and uncertainties. A number of factors could cause our actual results, performance, achievements or industry results to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. Additional information concerning factors that could cause actual results to materially differ from those in the forwardlooking statements is contained in the Securities and Exchange Commission filings of the Company.

## Revenue Growth

4Q04 Year-over-Year Change: 329\%
4Q04 Sequential Change: 33\%

$\square$ 2.5G Revenue $\square$ 2G Revenue

## Monthly Subscriptions Growth

4Q04 Year over Year Change: 321\% 4Q04 Sequential Change: 27\%

19,685

$\square 2.5 \mathrm{G}$ monthly subscriptions $\quad 2 \mathrm{G}$ monthly subscriptions
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## Revenue Composition




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## Revenue Composition

2.5G


2G


## Net Income Growth



| 4Q04 Year-over-Year Change: | $323 \%$ |
| :--- | ---: |
| 4Q04 Sequential Change: | $24 \%$ |



## Gross Margin Trend



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## Cost Structure



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## Net Margin Trend



## Summary of Income Statement



| For the Three Months Ended Dec. 31, 2003 | For the Three Months Ended Sep. 30, 2004 | For the Three Months Ended Dec. 31, 2004 |
| :---: | :---: | :---: |
| \$3,846 | \$12,360 | \$16,494 |
| 1,156 | 4,323 | 5,648 |
| 2,690 | 8,037 | 10,846 |
| 532 | 1,146 | 1,412 |
| 284 | 674 | 1,413 |
| 302 | 1,024 | 1,606 |
| 13 | 120 | 135 |
| 1,131 | 2,964 | 4,566 |
| 1,559 | 5,073 | 6,280 |

Non-operating expense (income) Interest expense
Others
Subtotal
Income before tax
Income tax expense
Net income

Basic earnings per ADS
Diluted earnings per ADS

## Margin Analysis:

Gross margin
Operating margin
Net margin

Net margin

| (1) | (261) | (333) |
| :---: | :---: | :---: |
| - | 6 | 14 |
| (1) | (255) | (319) |
| 1,560 | 5,328 | 6,599 |
| - | - |  |
| \$1,560 | 5,328 | 6,599 |

## Additional Data

2.5G revenue

| $\$ 10,525$ | $\$ 14,773$ |
| ---: | ---: |
| 1,835 | 1,719 |
| 34.25 | 34.25 |
| 34.72 | 35.51 |

## Summary of Income Statement



| For the 12 Months Ended Dec. 31,2003 | For the 12 Months Ended Dec. 31,2004 |
| :---: | :---: |
| \$7,807 | \$47,969 |
| 2,284 | 15,705 |
| 5,523 | 32,264 |
| 1,370 | 4,358 |
| 841 | 3,228 |
| 883 | 4,407 |
| 22 | 483 |
| 3,116 | 12,476 |
| 2,407 | 19,788 |

Non-operating expense (income)
Interest expense

Others
Subtotal
Income before tax
income tax expense
Net income

Basic earnings per ADS
Diluted earnings per ADS

| Margin Analysis: |  |  |
| :--- | ---: | ---: |
| Gross margin | $70.7 \%$ | $67.3 \%$ |
| Operating margin | $30.8 \%$ | $41.3 \%$ |
| Net margin | $30.8 \%$ | $42.5 \%$ |
|  |  |  |
| Additional Data: | $\$ 5,956$ | $\$ 40,149$ |
| 2.5G revenue | 1,851 | 7,809 |
| 2G revenue | 11.73 | 34.25 |
| ADS outstanding (million) | 27.45 | 31.30 |

## Summary of Cash Flow Statement



For the 12-Month Ended Dec. 31, 2003 For the 12-Month Ended Dec. 31, 2004

Cash Flows From Operating Activities
Net Income
\$2,408
$\$ 20,369$
Adjustments
Amortization of deferred stock compensation 85 483

Depreciation and amortization
267 794

Disposal of fixed assets
Changes in operating assets and liabilities
Net Cash Provided by Operating Activities

Cash Flows From Investing Activities
Purchase of property \& equipment
Proceeds from disposal of fixed assets
Net Cash Used in Investing Activities

Cash Flows From Financing Activities
Issuance of New Equity
73,240
Increase in minority interest $\qquad$
Net Cash Provided by Financing Activities

Translation Adjustments
1
1

| Net increase in Cash and Cash Equivalents | 1,097 | 86,97 |
| :--- | :--- | :--- |
| Cash and Cash Equivalents, Beginning of Period | 2,646 | 3,743 |

Cash and Cash Equivalents, Beginning of Period
3,743
Cash and Cash Equivalents, End of Period
3,743
90,714

## Summary of Balance Sheet



| Dec. 31, 2003 | Dec. 31, 2004 |
| :---: | :---: |
| \$3,743 | \$90,714 |
| 1,704 | 10,199 |
| 198 | 720 |
| 5,645 | 101,633 |
| 74 | 256 |
| 848 | 2,484 |
| \$6,567 | \$104,373 |
| 564 | 2,499 |
| 393 | 1,899 |
| 90 | 46 |
| 1,047 | 4,444 |
| - | 121 |
| 2,970 | - |
| 4,017 | 4,565 |
| 2,550 | 99,808 |
| \$6,567 | \$104,373 |

